

BSE Limited Floor 25, P. J. Towers Dalal Street, Fort Mumbai - 400 001 National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai - 400 051

Dear Sirs,

Sub: Intimation of Investor Meetings

Pursuant to the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the management of the Company is participating in the Edelweiss Agri & Specialty Chemicals e-Conference on June 9, 2021. The schedule may undergo change due to exigencies on the part of Investor/ Analysts/ Company.

We also enclose the presentation to be used during the meetings.

This is for your kind information and records.

Thanking you,

Yours faithfully, For Jubilant Ingrevia Limited

Deepanjali Gulati Company Secretary

A Jubilant Bhartia Company



Jubilant Ingrevia Limited 1-A, Sector 16-A, Noida-201 301, UP, India Tel: +91 120 4361000 Fax: +91 120 4234895-96 www.jubilantingrevia.com Regd Office: Bhartiagram, Gajraula Distt. Amroha - 244 223 Uttar Pradesh, India CIN : L24299UP2019PLC122657

June 8, 2021



The following investors are participating in the e-conference:

- 1. Flowering Tree Investment management
- 2. Canara HSBC Life Insurance
- 3. Macquarie
- 4. Ashmore Investment Advisors
- 5. Enam Asset Management
- 6. ICICI Prudential Life Insurance
- 7. Kotak Mahindra Asset Management Company
- 8. HSBC Global Asset Management (Singapore)
- 9. Abu Dhabi Investment Authority
- 10. White Oak Capital
- 11. Axis MF
- 12. Nippon Life Asset Management
- 13. Motilal Oswal Asset Management
- 14. Sundaram Asset Management Company
- 15. Franklin Templeton Asset Management
- 16. Nippon Offshore
- 17. Makrana Capital Management
- 18. UTI Mutual Fund

A Jubilant Bhartia Company



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Investor Presentation

June 2021



Disclaimer



Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential product characteristics and uses, product sales potential and target dates for product launch are forward looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. Jubilant Ingrevia Limited may, from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with the regulatory bodies and our reports to shareholders. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

During the quarter and the year ended 31 March 2021, the consolidated financial results of Jubilant Ingrevia Limited comprises results only for two months of operations, starting from 1st February 2021, being the effective date of demerger.

To provide the comprehensive picture of the operations of the Company on continuing basis the results for FY21 and Q4'FY 21 has been presented by combining the relevant portion of the published results of LSI Segment - Jubilant Pharmova Limited and Jubilant Ingrevia Limited as Under :

- Results from 01 April 2020 to 31 January 2021 and previous year has been taken from the reported discontinued operations for LSI segment of Jubilant Pharmova Limited.
- Results from Feb 21 to March 21 has been taken from the Audited results of Jubilant Ingrevia Limited .
- EPS has been computed on combined profits assuming existence of share capital throughout the year
- The details of build up of the Q4 and FY 21 results on above basis has been provided in the Appendix.

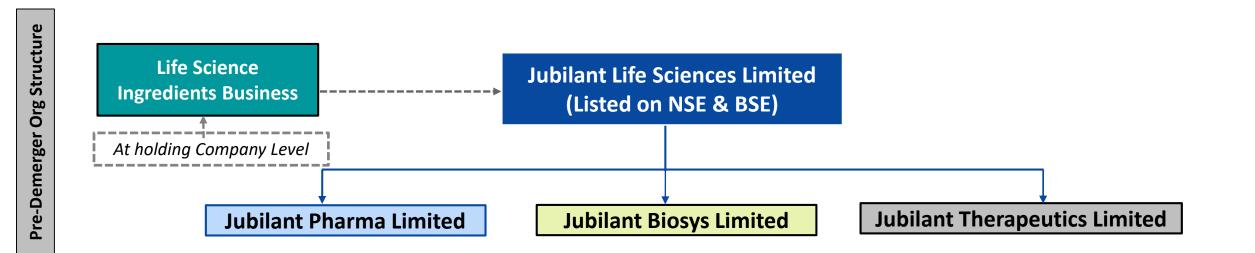
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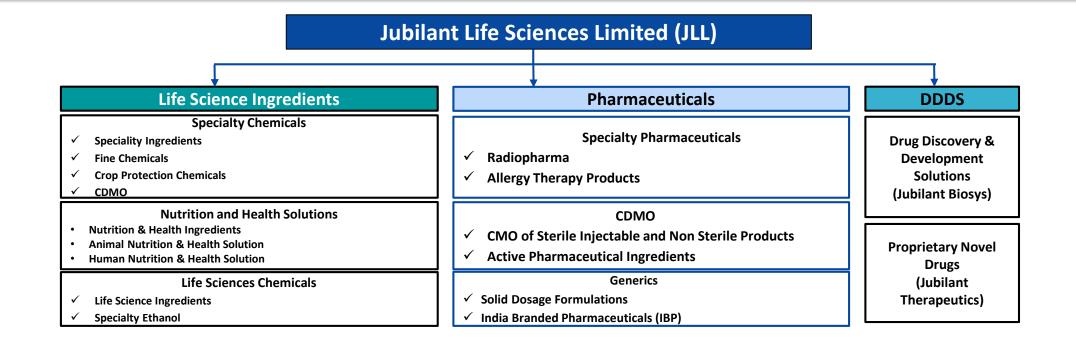
- 1. The numbers for the quarter have been reclassified and regrouped wherever necessary
- 2. Closing Exchange Rate for USD 1 at Rs 73.11 as on March 31, 2021 and Rs 75.67 as on March 31, 2020



Effective 1st February 2021, Life Science Ingredients business of Jubilant Life Sciences demerged to Jubilant Ingrevia Limited.

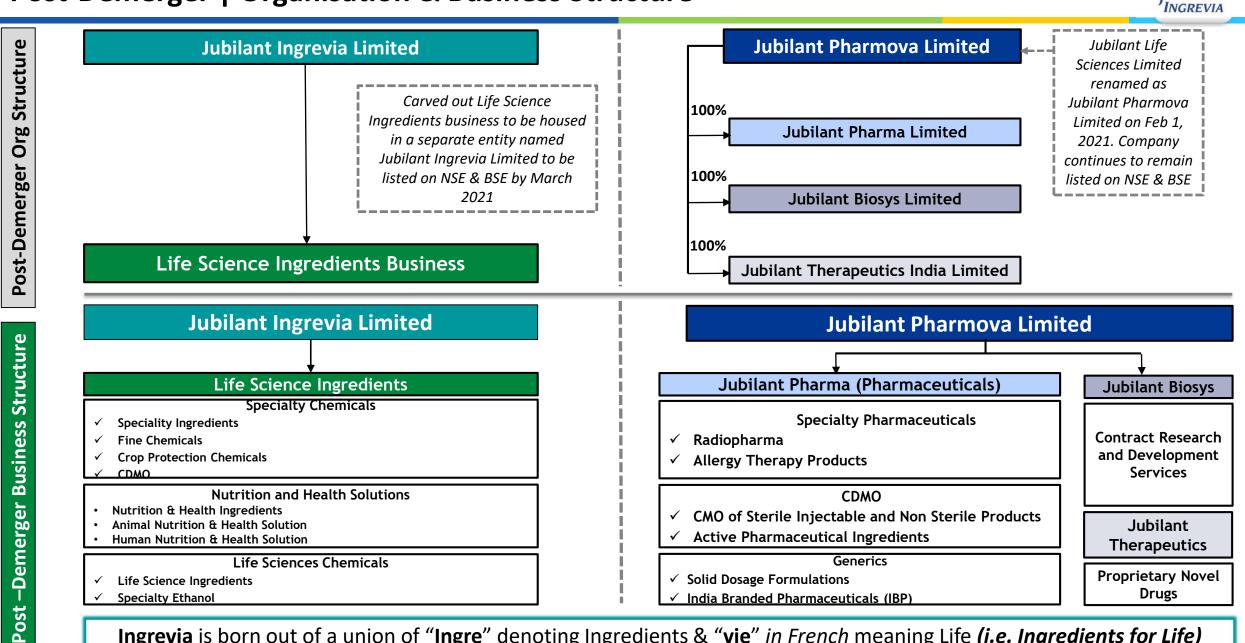
Simplified Corporate Structure	 Demerger will facilitate in creating a simple structure with two separate pure-play entities Greater operational efficiencies with dedicated management structure
Maximizing Shareholders Value	 Demerger to result in value unlocking for shareholders Mirror shareholding split (1:1); Shareholders to get one share of Jubilant Ingrevia Limited for each share of Jubilant Pharmova Limited (held on the record date)
Focused Growth Prospects	 The distinct businesses will enable strategic growth with optimal capital structure and deployment of cash flows for investments, capital expenditure and dividends Facilitate individual business to independently pursue their growth plans through organic/inorganic means
Analyst Community	 Simplified structure to enable a better understanding and evaluation of the two separate businesses





JUBILANI INGREVIA

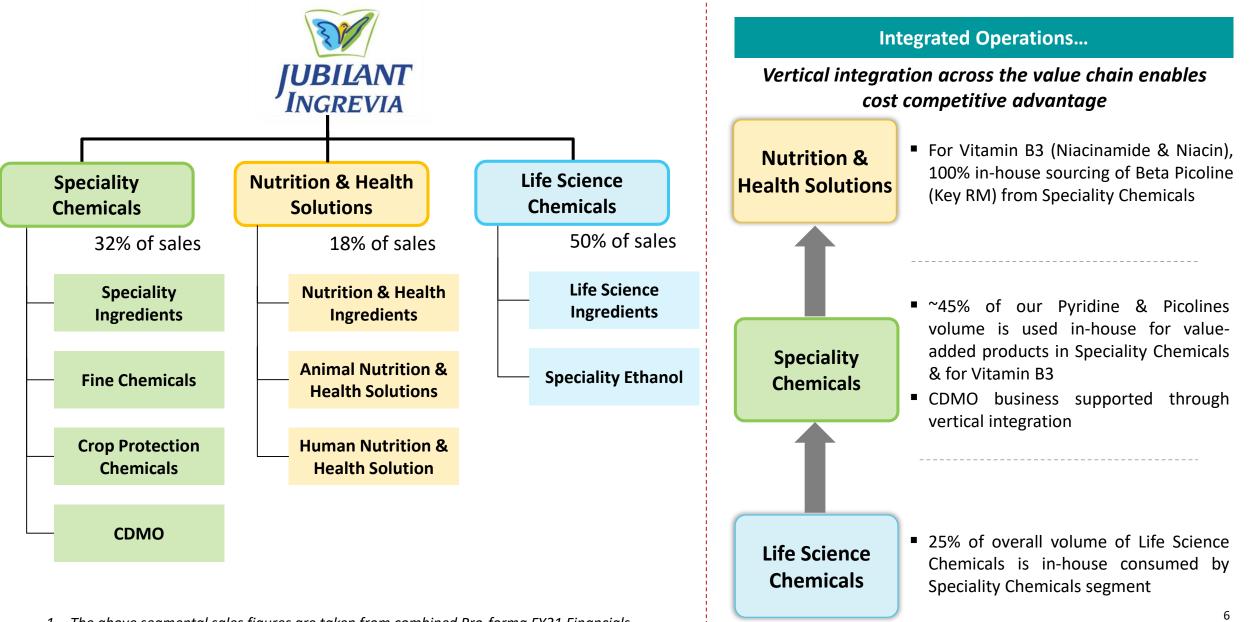
Post-Demerger | Organisation & Business Structure



Ingrevia is born out of a union of "Ingre" denoting Ingredients & "vie" in French meaning Life (i.e. Ingredients for Life)

Jubilant Ingrevia: Business Segments & Integrated Operations

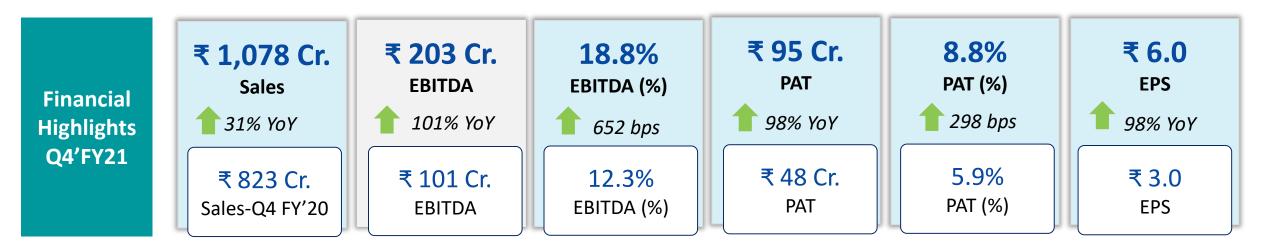


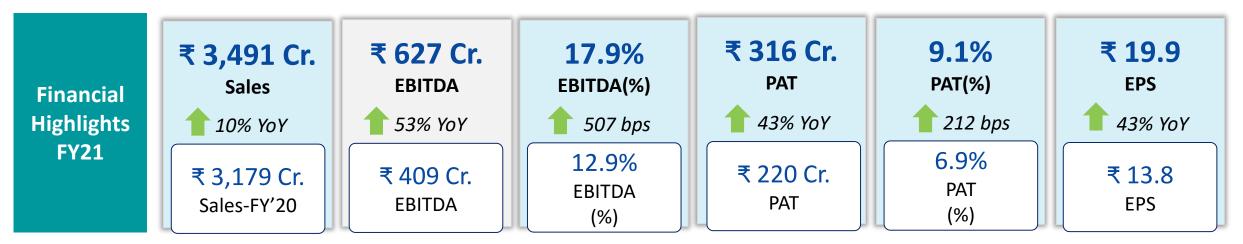


1. The above segmental sales figures are taken from combined Pro-forma FY21 Financials

Financial Highlights (Pro-forma²) : Improvement in all Key Financial Parameters





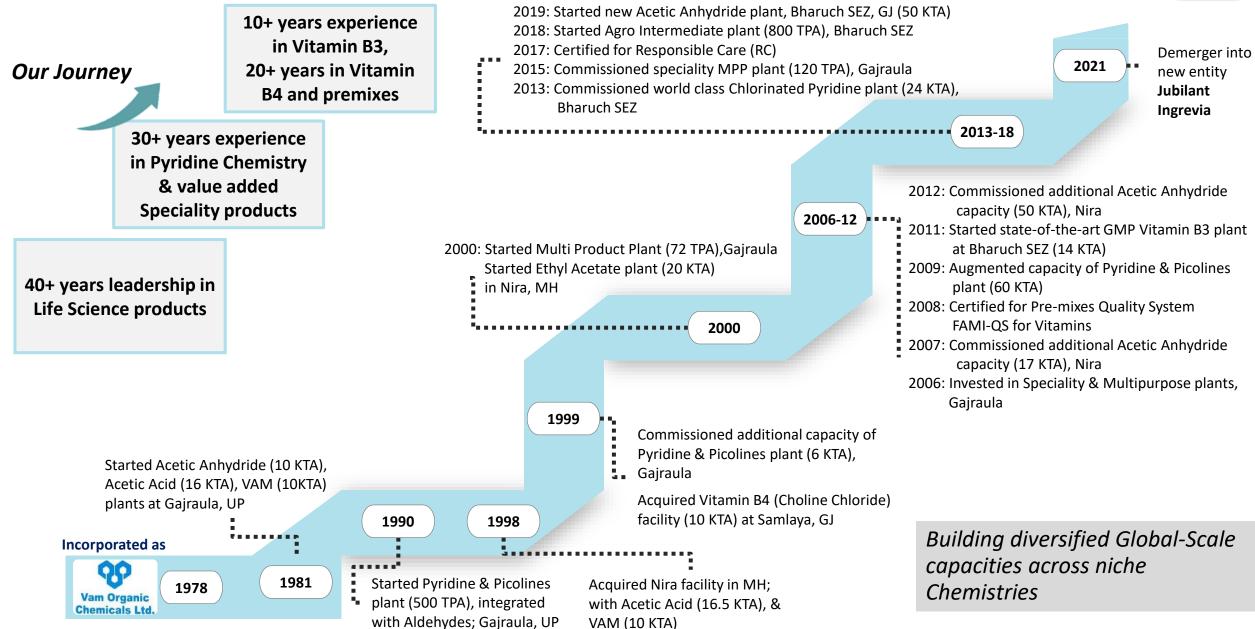


1. All figures are in Rs Crore unless otherwise stated

- 2. Q4'FY21 is calculated from 1 month of discontinued operation of LSI segment of Jubilant Pharmova Limited and 2 months of Jubilant Ingrevia Limited
 - Q4'FY20 is calculated from 3 month of discontinued operation of LSI segment of Jubilant Pharmova Limited
 - FY21 is calculated from 10 month of discontinued operation of LSI segment of Jubilant Pharmova Limited and 2 months of Jubilant Ingrevia Limited
 - FY20 is calculated from 12 month of discontinued operation of LSI segment of Jubilant Pharmova Limited
 - FY20 Segment EBITDA without Adjusting unallocated Corporate Expenses was Rs 431 Crore
 - EPS has been computed on combined profits assuming existence of share capital for full year.

Glorious Four Decades of Growth





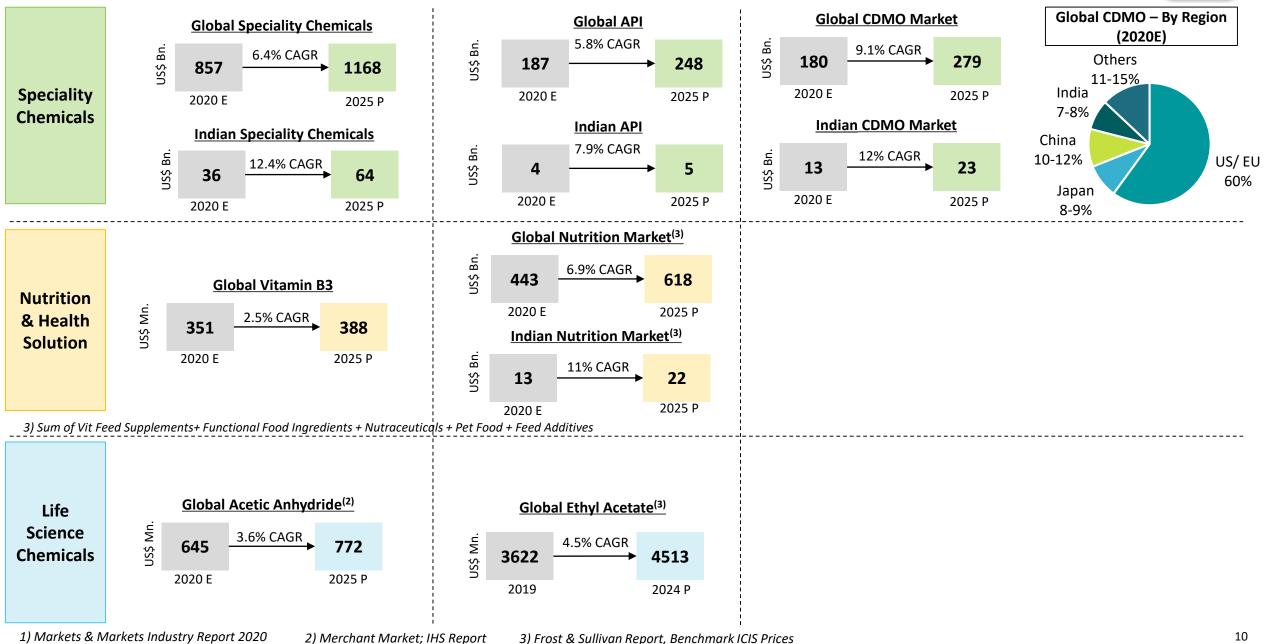
Strong Presence in Industry Value Chain



~		CDMO Services		Commercial Scale
	Discovery Process De	evelopment Clinical Phase Ma Phase I / I		
Pharma	 Route Design, Pro familiarization & 0 Analytical Develo Evaluation 	Dptimization pment & Safety Antiretroviral, Antithrombo	lications or Antineoplastic, otic therapeutic	Jubilant Ingrevia' s Presence
Value Chain			mediates / Custom Manufacturing	
	•Ethanol	 Speciality Building Blocks Acetic Anhydride •Acetaldehyde Propionic •Pyridine & Anhydride Picolines •Ethyl Acetate •Cyano Pyridines 	 Speciality Chemicals Amino Pyridines Lutidines & Collidines Halogenated Derivatives Other Pyridine based derivatives Speciality Ethanol 	 (n-1/n-2) GMP Intermediates *2-Hydroxy-5-Methyl Pyridine *Diethyl-3-Pyridinyl Borane *DB-3 *PNB (7,10-Dichloro-2and more under NDA methoxybenzo(b)-1,5-naphthyridine)
	Development	Interme	diates	Pesticide Technical/ Pesticide
Agro Value Chain	 Stage I / II / III Stage III: 1 Intermediate for Insecticide application Stage II: 3 Intermediates for Insecticide & Fungicide Applications 	Speciality Building Blocks •Acetic Anhydride •Propionic Anhydride •Acetaldehyde •Propionic Anhydride		Active Ingredient Formulation
	Raw Materials	Health Ingredients Formulati	ons / Premixes Performance I	ngredients End-Products
Nutrition Value Chain	 Cyano Pyridines Acetic Anhydride Ethyl Acetate Inosite 	 in B4 (Choline Chloride) avin Phosphate Sodium ol Hexa Nicotinate nates (Chromium & Zinc) ACE Premix Gut Health Amino acid Egg quality 	s •Aspartame	

Presence in Large & Growing Markets¹







Highly Qualified, Experienced and Dedicated Management Team

Leading Market Positions Across Business Lines, with High Entry Barriers USE ACROSS Business Lines, with High Entry Barriers USE ACROSS BUSINESS LINES, WITH HIGH ENTRY BARRIERS ACROSS BUSINESS ACROSS ACROSS BUSINESS ACROSS ACROSS BUSINESS ACROSS BUSINESS ACROSS BUSINESS ACROSS A



Highlights

- Portfolio of ~70 products
- Amongst top 2 in Pyridine Beta globally
- Speciality #1 in 11 Pyridine Derivatives globally **Chemicals**

Nutrition

& Health

Solution

Life

Science

Chemicals

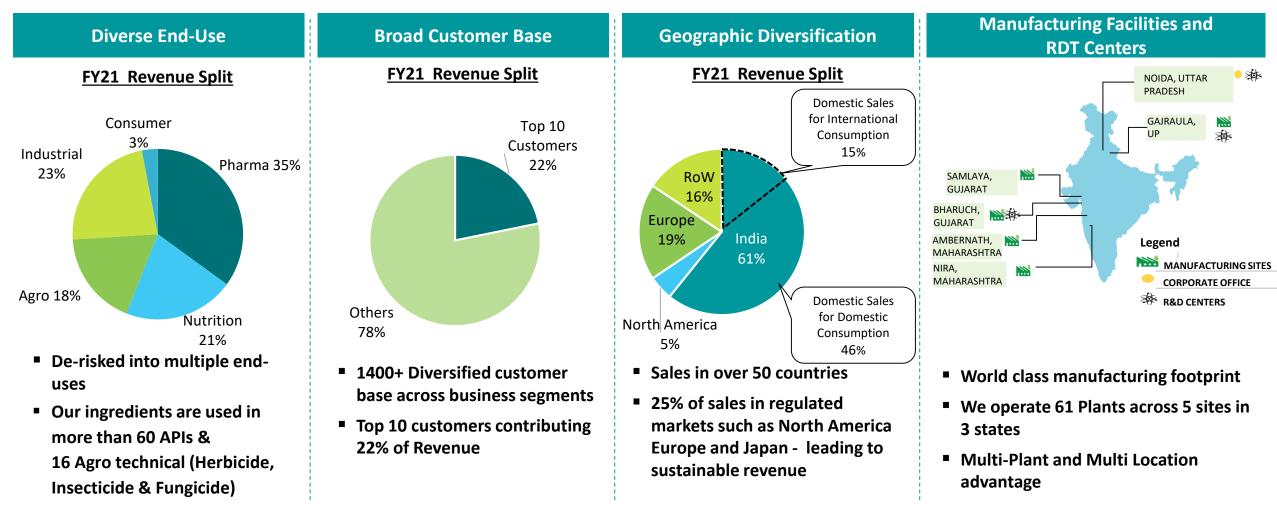
- 'Partner of Choice' in CDMO services with a strong pipeline
- Catering ~420 customers globally
- Portfolio of 34 products
- Amongst top 2 in Vitamin B3 (Niacinamide) globally
- Serving diverse customers in Animal & Human Nutrition, Personal Care, etc
- #1 in Vitamin B4 (Choline Chloride) domestic market
- Offer more than 18 branded solutions to farmers & channel partners
- Catering ~400 customers globally
- Portfolio of 6 products
- Amongst top 2 in Acetic Anhydride globally
- Leading producer of Ethyl Acetate
- Globally largest manufacturer of bio-based Acetaldehyde
- Most reliable player of Acetyl products from multi-plants at multi-locations
- Catering ~600 customers globally

Entry Barriers

- Globally lowest cost producer of Pyridine Beta & all value added products
- Long approval process of customers, takes about 3-5 years for product approvals and facility audit
- Demonstrated expertise in handling multi-step chemistries (~13 steps) upto commercial scale
- Complete backward integration to key RM i.e. Beta Picoline & Differentiated niche technology (air oxidation) for mfg of Niacinamide – leading to lowest cost
- Attained deep reach to farmer community for Animal Nutrition & Health products
- Brand Recognition "ANICHOL" for Vit-B4 is leading brand & other 18 Brands
- Capability of handling large "Ketene" volumes
- Strong internal systems to manage controlled substances



- De-risked business model benefits from its diversified product offerings, product sourcing capabilities as well as a broad customer base with a world class manufacturing and global marketing footprint
- Presence across geographic locations enables us to serve different market segments



Industrial: Paints & Coatings, Print & Packaging, Solvents, Fuel Blending Consumer: Personal Care, Cosmetics, Fragrances etc. **JUBILANT** INGREVIA



Diverse Applications



Pharmaceuticals





APIs

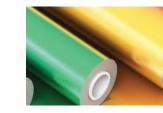
Agrochemicals



Herbicides, Insecticides, Fungicides

Industrial





Print & Packaging





Solvent

Nutrition



Animal Nutrition





ENERGY DRINK

Nutraceuticals Energy Drinks

Consumer









Mouthwashes

Cosmetics

Anti-microbial

State-of-the-art Research Development & Technology (RDT) with Strong Product Pipeline



Key Highlights

- 90 highly qualified scientists (~20 PhDs)
- 3 RDT centers in Noida, Gajraula and Bharuch
- **Dedicated Project Management team** to address enquiries, with a customer centric approach
- **35 Key technology platforms** developed & commercialized to global standards of cost & quality
 - Some are unique like Ammoxidation, Vapor phase reactions, photochlorination, Grignard, Ketene handling, Chichibabin etc.
- > 60 New Products Pipeline for next 3-4 years:

Business Segment	No. of New Products
Speciality Chemicals	32
Nutrition & Health Solutions	24
Life Science Chemicals	7

Key Focus Areas

- Continue optimizing existing product's processes to remain globally competitive
- Expand RDT with focus on Agrochemicals, Nutrition CDMO & Anti-microbials at Greater Noida New Product Development
- Introduce new technologies by academia collaboration / expanding internal infrastructure
- Build strong Scientific advisory board to support RDT
- Dedicated Centre of Excellence for Biocatalysis, Flow chemistry, Chemo catalysis, Gas phase Catalytic Chemistry

Global Competitive Edge through Integrated Operations with Best in Class Manufacturing 4a



Supported by Five Manufacturing Sites Integrated Operations... Vertical integration across the value chain enables cost competitive advantage For Vitamin B3 (Niacinamide & Niacin), Nutrition & 100% in-house sourcing of Beta Picoline **Health Solutions** (Kev RM) from Speciality Chemicals ~45% of our Pyridine & Picolines volume is used in-house for valueadded products in Speciality Chemicals **Speciality** & for Vitamin B3 Chemicals CDMO business supported through vertical integration 25% of overall volume of Life Science Life Science Chemicals is in-house consumed by Chemicals Speciality Chemicals segment

tions	Gajraula	Bharuch	Nira	Samlaya	Ambernath
Care	\checkmark	\checkmark			
ISO 01:2015	\checkmark	\checkmark	\checkmark	\checkmark	\checkmark
ISO 00:2005	\checkmark	\checkmark	\checkmark		
ISO 01:2015	\checkmark	\checkmark	\checkmark	\checkmark	
ISO 01:2018	\checkmark	\checkmark		\checkmark	
FSSAI	\checkmark	\checkmark	\checkmark	\checkmark	
AMI-QS		\checkmark		\checkmark	
HALAL KOSHER	\checkmark	\checkmark	\checkmark		
GMP	✓ State	✓ State FDA GMP			
	Care 01:2015 ISO 01:2015 ISO 00:2005 ISO 01:2015 ISO 01:2018 FSSAI FSSAI	Care Care 01:2015 ISO 01:2015 ISO 00:2005 ISO 01:2015 ISO 01:2015 ISO 01:2018 FSSAI FSSAI ✓ AMI-QS HALAL KOSHER ✓	Care ✓ Care ✓ 01:2015 ISO ISO ✓ 00:2005 ✓ ISO ✓ 01:2015 ✓ ISO ✓ O1:2015 ✓ ISO ✓ ISO ✓ O1:2015 ✓ ISO ✓ ISO ✓ ISO ✓ O1:2015 ✓ ISO ✓ ISO ✓ O1:2018 ✓ FSSAI ✓ FSSAI ✓ ISO	Donsible Care Care 01:2015 ISO ISO O0:2005 ISO ISO O1:2015 ISO ISO O1:2015 ISO ISO	Doonsible Care ✓ ✓ 01:2015 ISO ✓ ✓ ISO ✓ ✓ ✓ 00:2005 ✓ ✓ ✓ ISO ✓ ✓ ✓ 00:2005 ✓ ✓ ✓ ISO ✓ ✓ ✓ 01:2015 ✓ ✓ ✓ ISO ✓ ✓ ✓ ISO ✓ ✓ ✓ ISO ✓ ✓ ✓ AMI-QS ✓ ✓ ✓ HALAL ✓ ✓ ✓ GMP ✓ ✓ ✓ ification State State FDA GMP

- Most sites Audited by Global Pharma, Agro and Nutrition Customers
- Strong Quality Management Systems to help meet Global Regulatory requirements

Manufacturing Capabilities & Operational Excellence

World Class GMP facility

- Temperature, Humidity & Differential Pressure Controlled Areas
- ISO-8 (Class 100,000) clean rooms for Speciality Chemicals, CDMO and Nutrition & Health ingredients
- Powder Processing Area with quarantine Clean Rooms for Finished Goods storage with pass box

Robust Pilot Plant Capabilites

- cGMP compliant Pilot Plant with ~22 Reactors ranging from 20 1000 L
- Autoclaves Pressure handling up to 58 kg/cm²
- Temperature range handling from -80 °C to 280 °C

Commercial Plant Capabilites

- Total Reactor Volume over 2000 KL; ranging from 1 KL 200 KL
- Multi-Chemistry, Multi-Product and Process Condition handling capabilities (-80°C to 550°C and absolute vacuum)

In-house Utilites

- Captive Power Generation facility at Gajraula
- Own Steam Generating Boilers; Chilled Water & Brine Unit

Operational Excellence

- Our approach is across operations from Manufacturing excellence, design excellence to customer excellence
- Through our journey over the years, we have reached Global Sustainable positions across our products using Business Excellence



Strict Adherence to Compliance with Environmentally Responsible and Sustainable Operations

Compliance

- Tracking of 3,800+ compliance items under various legislations
- 'EY' Conformity tool: Web-based automated compliance management system
- Real Time MIS, Review & Reporting: by the Senior Management & Board on quarterly basis.

Environment, Health & Safety

- Reduce fresh water sourcing to increase sewage & rainwater harvesting
- Enhancing utilization of Hazardous Waste & Cement co-incineration
- Benchmark Global OHS performance by (Chilworth Dekra FY 07 and Chola MS in FY 21)
- Harmonized corporate standards at all sites to promote safety culture

Sustainabile Operations

- Zero Liquid Discharge Plants, Multi Effect Evaporators, Reverse Osmosis, Water Polishing Plants
- Liquid & Gaseous Waste Incineration facility with online Vent Gas Monitoring

Sustainability

- More than 20 ingredients from our portfolio are with more than 30% renewable content¹
- We have a consistent track record to achieve our Sustainability goals which are published on our website

International Recognitions for Sustainability



TOGETHER FOR SUSTAINABILITY 82% score









Business Excellence We create a culture of excellence to enhance Process, People & System capabilities

 $\mathbf{Q}_{\alpha}^{\alpha}$



Our Approach



 Strengthen development capability by exploring complete design space and target Right First Time

Design Excellence

Quality by Design (QbD)

Operational Excellence

Lean Management & Six Sigma

- Removing process inefficiencies & improve cost effectiveness.
- Addressing process variation
- Improve asset utilization through TPM

Customer Excellence

Stage Gate deployment & Customer Dashboard

• Effective time & cost management for customer's NPD projects



• Analytics for accurate forecasting & decision

Our Journey 200	04-08 Six Sigma Implementation for Manufacturing	2008-12	Mission Directed Team for Mass Involvement	2012-1	6 CRM for Customer Satisfaction	2016-2	0 Energy Management Systems	
	Lean for Value Chain Efficiency Enhancement		Supply Chain Operations Reference (SCOR)		Balanced Scorecard for Strategy Execution		Lean Office roll out in Corporate Functions	
	Process Engineering and Optimization		TPM Model Area Creation & Roll out		Theory of Constraints for Bottleneck Exploitation		Deployment Strategy for Digitalization	

We have reached Global Sustainable positions across our products using Business Excellence

Belt Competencies (FY'20): Black Belts: 08

6 Focus on Digital Transformation to Enhance Business Performance



- Digital transformation journey started in 2018 with an objective to improve Operational efficiency improvements, Business & Supply chain processes improvement and enhancing customer experience and engagement
- Every project we consider is based on the individual business case

Focus Area

Efficiency Improvement	Sustainability	Customer Engagement
 Upgradation and Security enhancement of ERP Process Automation Digital Workflows For Business Processes Employee Collaboration Digital Factory 	 Energy Demand Forecasting Electronic Production Management Demand and Production Planning Digitally Accelerated Contract Manufacturing 	 Customer Experience Application based Customer Digital Connect Web Outreach Digital Sales Salesforce Automation Project & Workflow Management Platforms

We have already completed ~25 projects in Digital leading to higher Productivity & Efficiency

Highly Qualified, Experienced and Dedicated Management Team





Shyam S Bhartia Chairman

42 years of industry experience

Anant Pande

Chief of Operations

35 years of industry

President &

experience



Hari S Bhartia Co-Chairman

40 years of industry experience

Prakash Bisht

industry experience

Chief Financial Officer

President &

32 years of

A Qualified Charted Accountant



Rajesh Srivastava Chief Executive Officer & Managing Director 33 years of industry experience

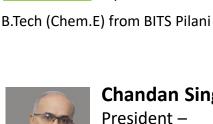
B.Tech (Chem.E) from HBTU; MBA from JBIMS Mumbai; *Management program from Kellogg School of Management*



R Kumar

President – Nutrition & Health Solutions 34 years of industry experience

A member of ICWAI; MBA from BIM; Management program from ISB & IIM-C



Chandan Singh President – Life Science Chemicals 34 years of industry experience

Management program from Kellogg School of Management



Dr. Dhileep Krishnamurthy Chief Scientific Officer 25 years of industry experience

PhD in Organic Chemistry Univ. of Utah, MSc. IIT-B



Anil Khubchandani President – Speciality Chemicals 29 years of industry experience

B.Tech (Chem.E) IIT-BHU; MBA from IIM-C; Management program from ISB Kellogg School of Management



Prasad Joglekar EVP & Head – Supply Chain 27 years of industry experience

B.Tech and MBA – IIM-B

- Promoters continue to play an active role in driving the long term strategy for the business
- Leadership team has an average 30 years of industry experience
- Management supported by global workforce of ~2100 employees: Post Graduates (~600), Chemical Engineers (~250)
- Robust succession plan process to build talent interchangeability across the organization



- 1. Global customers continue to explore possibilities of shifting their sourcing from higher cost countries to India, to remain competitive.
- 2. Customers are looking for diversifying their supply chain from China to have a reliable alternate second source. They find India as most potential alternate.

Looking at above global trends, we at Jubilant Ingrevia, having globally competitive cost in several products with timely delivery track record and taking care of environmental compliances, have great opportunity of growth

Jubilant Ingrevia - Growth Drivers for Investment Decisions



Customer Demand	Forward Integration	Geographic	Strong Customer
		Expansion	Relationship
 Growing customer demand Globally competitive edge – Being lowest cost producer 	 Continuously move- up the value chain in existing products to drive margins and customer retention 	 Geographical expansion of market for existing and new products 	 Deep and long standing relationship with innovator pharma & agro customers, will drive our investment in CDMO

Our Key Investment Plan in next 3 Yrs. & Growth drivers

- 1. Diketene investment
- 2. Agro Active plant
- 3. CDMO Expansion
- 4. Niacinamide capacity expansion
- 5. Nutrition Premix plant

- Moving up the value chain of Ketene, Growing demand & Exit of the old leading producer
- Moving up the value chain of Crop Protection products & Growing customer demand
- Strong customer relationship both with Pharma and Agro customers
 - Geographic Expansion and Moving forward for value added end uses
 - Moving up the value chain from Ingredients to Premixes
- 6. Acetic Anhydride capacity expansion Growing demand & Geographic expansion



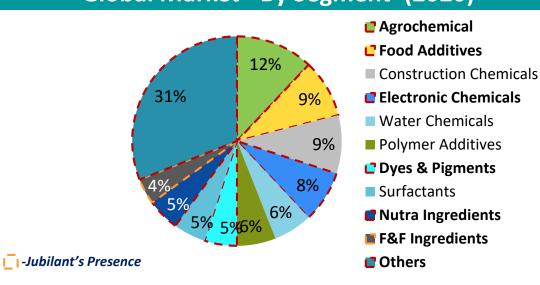
Speciality Chemicals



Global Market Size: Speciality Chemicals¹ India Market Size: Speciality Chemicals¹ CAGR 6.4% US\$ 1168 Bn US\$ 64 Bn US\$ 857 Bn US\$ 36 Bn CAGR 12.4% (2025 P) (2025 P) (2020 E) (2020 E) 4% Global Share Global Market - By Segment¹ (2020)

- **Key Trends**
- Changing geopolitical scenario leading to better demand in select regions like India. (China has ~18% share vs India has 4% share).
- India Has Potential to emerge as Global Specialty Chemical Manufacturing Hub with Large Domestic Demand Growth, High Export Potential & Immense Opportunity for Import Substitution.
- Indian Govt. taking proactive actions to become "AatmaNirbhar" (Import substitution opportunities due to trade deficit of ~\$22 Bn)
- Indian herbicide, insecticide & fungicide market is under penetrated with a consumption of 0.6Kg/Ha compared to China (13), USA (7)

Indian Landscape: Agrochemicals to grow by 12% Flavours & Fragrance to grow at 15%



Segments where Jubilant Ingrevia serves, witness 5-7% CAGR Globally

- Nutraceuticals to grow at 20%
- Personal Care to grow at 15%

Source: FICCI Report 2020; M&M Report 2020; : KPMG Report on API Industry 2020; Annual Report – Department of Pharmaceuticals 2019-2020.



Overview

- Globally we have the largest range of products in Pyridines, Picolines & It's derivatives (~70 products)
- Globally amongst top 2 in Pyridine-Beta, Globally #1 in 11 Pyridine Derivatives
- We are the largest in revenue from Pyridine, Picolines & It's derivatives
- "Partner of Choice" to ~420 global customers, serving 15 of top 20 Global Pharma & 7 of top 10 Global Agrochemical companies
- International reach through offices in America, Europe, Japan & China
- Utilizing about 45% of our Pyridine & Picolines volume for captive value added products. Hence we safeguard against changing regulatory scenario of Paraquat (Major end-use of Pyridine)
- Long term relationship with customers in Pharma, Agro & Consumer applications, takes about 3-5 years for product approvals/audits.

Jubilant Market Share - Select Offerings ¹		Sales Break-Up (FY21)
Product	Global Market Share	By Application
Pyridine-Beta Picoline	22%	Domestic Sales for International
Amino Pyridines	85%	Consumption Consumer 8%
Alkyl Pyridines	60%	
Cetylpyridinum Chloride	52%	Pharma 49%
Azacyclonol	52%	Europe
Halo Pyridines	45%	28% for Domestic
3-Cyanopyridine	26%	Consumption 27% Nutrition 6%
Gamma Picoline	30%	North America 7%

1) Source: M&M Report 2020

*Industrial include Paints & Coatings, Print & Packaging, Solvents etc.

CDMO - Customized Solutions for Pharma and Agro Industry

Vision

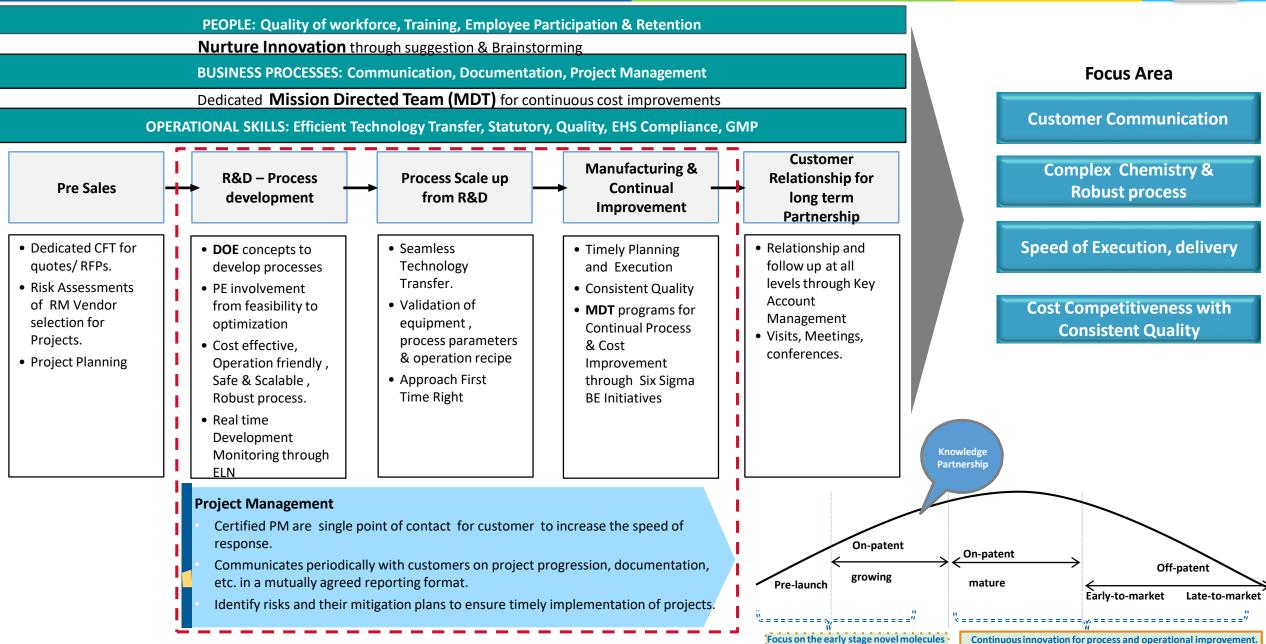


To be the Partner of Choice for our customer by building innovative, knowledge based solutions through Speed, efficiency, open communication & respect for intellectual property, society & environment

	Process Development	Clinical Phase M	lanufacturing	Commercial Manufacturing
Presence in Value Chain	 Route Design, Process familiarization & Optimization . Analytical Development. Safety Evaluation 	RSM/ Advance Intermediates few Kgs to 100's of Kg for Clir Programs maintaining the OT	nical Ph-1 to Ph-3	Cost effective supplies of RSM/ Advance Intermediates at a scale of Multi Metric tons for Multi step complex chemistry .
cGMP Capabilities	 R&D facilities & analytical lab with NMR, XRD Reaction Calorimeter, LCMS, Prep HPLC, particle size analyzer, Optical microscope, Stability Chambers, Polarimeter, IR, DSC, TSC, GPC. Handling Complex 10-12 Synthetic Steps inc Chiral Synthesis, Cyanation, Oleum hydrogenations, Halogenations & many more. 	 System ~22 Reactors fr Glass assemblies, Cryo (Operating temperature Autoclaves (58 kg/cm2) 	om 20 L – 1000 L , Plug Flow Reactors, e -80°C to 240°C), ,).	 Multi Purpose Plants for Non-GMP / GMP Int ~ 100+ reactors (MSGL, SS- 304, 316, Hastelloy & Cryogenic) Size from 1 KL - 16 KL with reactor volume ~ 600 KL including Fixed bed & Fluidized Bed Catalytic reactors,(Operating temperature - 80°C to 550°C), Autoclaves (58 kg/cm2,)
CDMO Pipeline	 Pharma Pipeline (7 ingredients): Phase III: 4 Intermediate's for Anti-Viral to Applications Phase II: 3 Intermediate's for Antineopla Antithrombotic therapeutic 		trial / long ter application • Stage II (Efficac	redients): opment and Launch): 1 Intermediate in field rm toxicity data generation for Insecticide cy & Toxicology study): 3 Intermediates for ngicide Applications

CDMO - Our Value Offer





Speciality Chemicals – Applications



Select Products	Application
Lutidines & Collidines	Pharma: Esomeprazole, Lansoprazole and other prazoles (anti-Ulcer), Etoricoxib (anti-inflammatory)
Amino Pyridines	Pharma: Dabigatran (anti-coagulant / blood thinner), Pirfenidone (Idiopathic pulmonary fibrosis), Risperidone (anti- psychotic), Rifaximine (IBS - irritable bowel syndrome), Sulfasalazine (anti-arthritis)
Halo Pyridines	 Pharma: Abirateron acetate, Venetoclax (anti-cancer), Vonoprazan (anti-ulcer), Palbociclib (anti-breast cancer), Lasmiditan (anti-migraine), Edoxaban (anti-coagulant / blood thinner) Agro: Rynaxypyr (insecticide), Picoxystrobin (fungicide), Fluroxypyr (herbicide), Nitrapyrin (nitrification inhibitor), Picloram, Clopyralid, Aminopyralid (herbicide)
Picolines	Pharma: Isoniazid (anti-TB), Fexofenadine (anti-histamine), Bromazepam (anti-anxiety) Agro: Haloxyfop, Fluazifop (herbicide), Pymetrozine, Flonicamid (insecticide) Nutrition: Vitamin B3, Chromium & Zinc Picolinate Industrial: 2-Vinyl Pyridine Latex
Pyridine	Agro: Paraquat, Diquat (Herbicide)
Pyrithiones	Consumer: Anti-microbial for paints, personal care



Pharma



Agro



Paint



Personal Care



Nutraceuticals 29



Growth Driver/ Opportunity Proposed Investment Forward integration of our Ketene capability and growing Invest in new facility for launch of 6 Diketene derivatives. demand of Diketene derivatives **Subsequently,** add 8 value-added Diketene derivatives Looking at the growing demand of global customers **CDMO Expansion** - Invest in GMP & Non-GMP multi-(Pharma & Agro) and their de-risking strategy from China product facility for Pharma & Crop Protection customers Global agro customers are approaching to de-risk supply chain on agro-active. Agro-active: New world class multi-product facilities for pesticides. Moving up the value-chain from our existing products to produce agro-active

Indicative Investment¹ of about Rs. 550 Cr. in 3 years

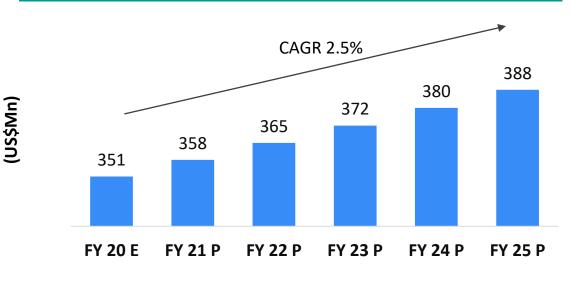


Nutrition & Health Solutions

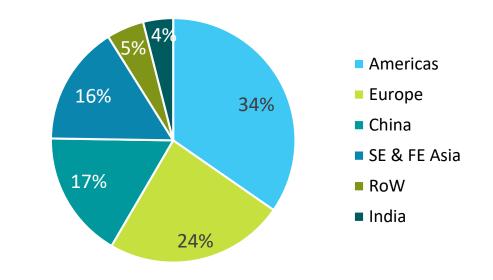
Nutrition & Health Solutions - Industry Overview (Vitamin B3)



Global Market Size: Vitamin B3¹



Global Market of Vitamin B3- By Region² (2020E)



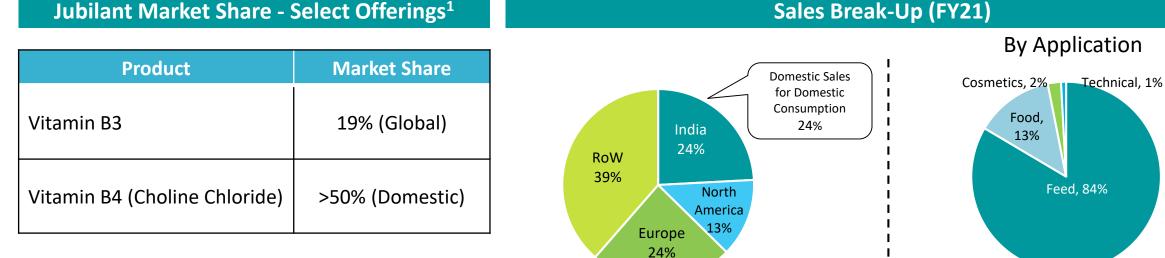
Key Trends

- Vitamin B3 (Niacin + Niacinamide): Global Mkt Size: 60,000 MT/ Year
- Major application in Animal Feed (~60%), followed by Human Food (~25%), Cosmetics & Others
- Vitamin B4 (Choline Chloride) is a major feed supplement in Poultry, Diary, Swine and Aqua
- Human Nutrition & Health Solutions is fast evolving business space, post COVID-19 scenario

Nutrition & Health Solutions - Business Overview

Overview

- Globally #1 producer of Niacinamide and amongst Global top 2 manufacturers of Vitamin B3
- India's largest manufacturer of Vitamin B4 (Choline Chloride)
- Providing nutrition solutions by offering 34 products (~18 branded speciality products)
- "Partner of Choice" to ~400 global customers and has established strong distribution network
- For Vitamin B3 (Niacimanide & Niacin), 100% in-house sourcing of Beta Picoline (Key RM)
- Offers Herbal products under "*Phytoshield*" brand for Animal feed application
- Strategic partnership for the Human Nutrition line of products



Sales Break-Up (FY21)

1) Source: M&M Report 2020; Ministry of Commerce



Nutrition & Health Solutions – Applications of Vitamin B3





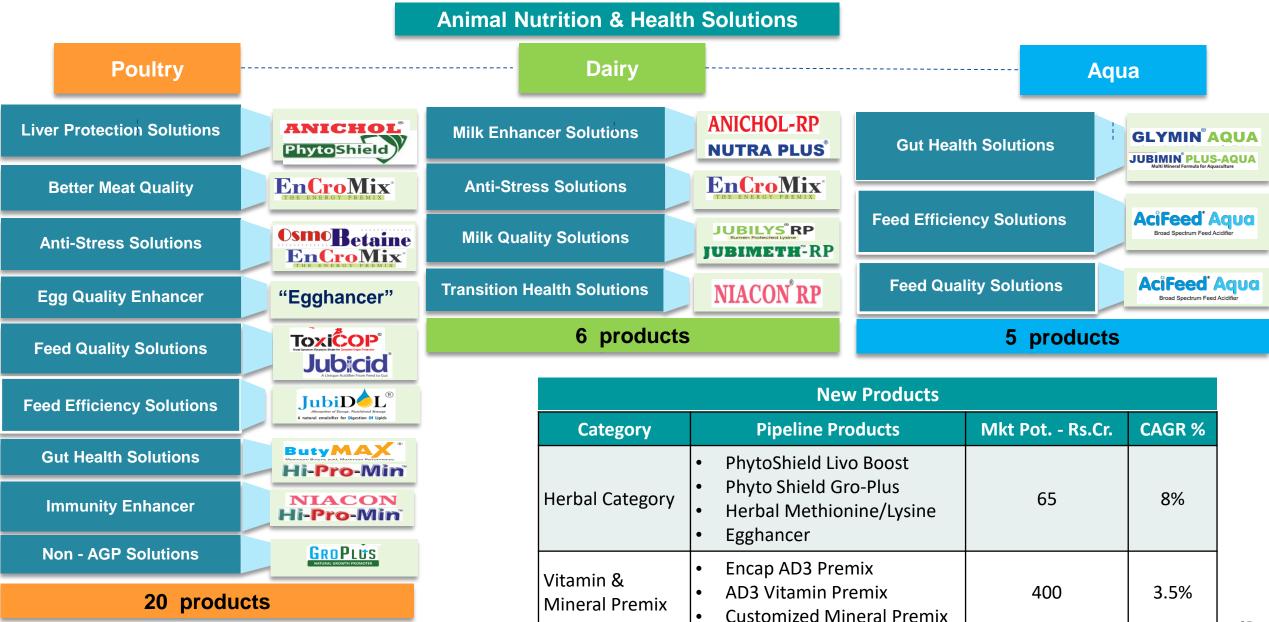


Food Grade

34

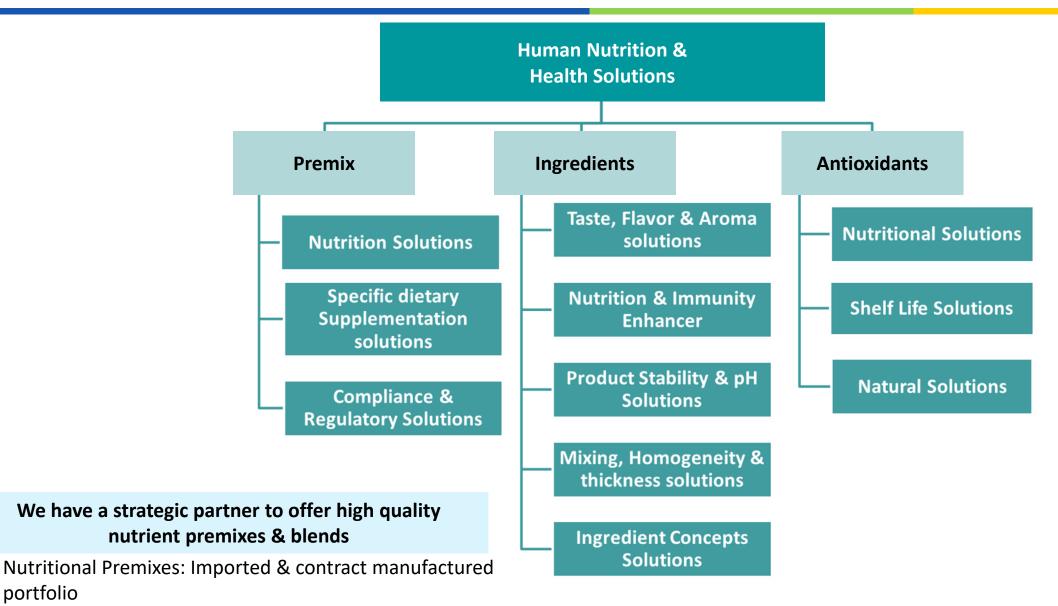
Animal Nutrition & Health Solution - Key Offerings





Human Nutrition & Health Solutions - Key Offerings





Ingredients: Imported & Traded Portfolio

Antioxidants: Imported & Traded Portfolio



Growth Driver/ Opportunity

- We are the lowest cost producer and fully backward integrated
- Expanding geography and adding value-added Vitamin B3 in Pharma, cosmetic, etc.
- Growing demand of speciality animal nutrition products from our customers

Proposed Investment

- Expand Vitamin B3 capacity by ~20% from current 13,000 MT/ Year and launch various value-added grades of Vitamin B3
- Upgrade our facility to US DMF & European CEP compliant and enter regulated pharma market of Niacinamide
- Enhance our portfolio with value-added premixes and investment for premix plant expansion

Indicative Investment¹ of about Rs.100 Cr. in 3 years

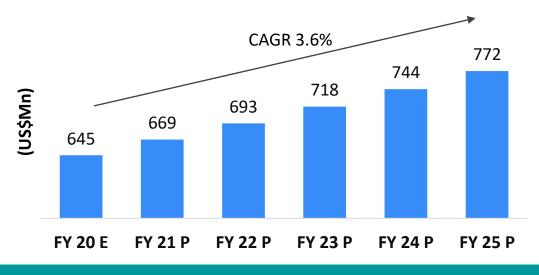


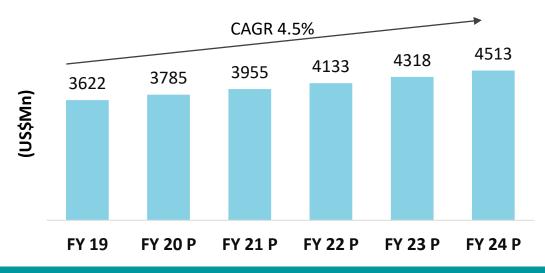
Life Science Chemicals



Global Merchant Market Size: Acetic Anhydride²







Key Trends

- Acetic Anhydride merchant market is estimated to grow at CAGR of ~3.6% from 2020 to 2025, whereas no new capacity has been announced
- Global Ethyl Acetate market is estimated to grow at CAGR of ~4.5% from 2020 to 2025
- Fastest growing applications for: Acetic Anhydride are wood acetylation, Pharmaceuticals & food and nutrition; Ethyl Acetate are Flexible Packaging, Pharmaceutical and Inks.
- European Union is the major deficit market: nearly 90% import dependent for Acetic Anhydride; nearly 70% import dependent for Ethyl Acetate
- Shift of manufacturing from China to India will encourage growth in various industrial applications in India
- India Pharma and Agro applications are estimated to witness strong growth, mainly driven by Paracetamol, Acephate and Ibuprofen

1) Source: M&M Report 2020; 2) IHS Report 3) Frost & Sullivan Report, Benchmark ICIS Prices

CAGR 2020 to 2025 39



Overview

- Globally among top 2 manufacturers of Acetic Anhydride and Propionic Anhydride in merchant market
- Domestic market leader in Acetic Anhydride and Ethyl Acetate since last 4 decades
- World's largest manufacturer of Bio-Acetaldehyde
- Among leading suppliers of Fuel grade Ethanol to Oil Marketing Companies (OMCs), supporting India's Ethanol Blending Program (EBP) and "AatmaNirbhar"
- Catering to fast growing essential applications in Pharma (Paracetamol and >6 other APIs), Agro (Acephate, Clethodim etc.) and Food & Nutrition due to higher focus on healthcare post pandemic

Sales Break-Up (FY21) Jubilant Market Share - Select Offerings¹ Domestic Sales **Global Market Domestic RoW 4% Product** for International **Market Share** Share Consumption Europe 11% 19% Acetic Anhydride 71% 15% Industrial Ethyl Acetate 33% 4% Pharma 37% 41% Bio Acetaldehyde 35% India 85% **Domestic Sales** for Domestic **Speciality Ethanol** 8% Agro Consumption 16% 66% Propionic Anhydride **Recent Launch Recent Launch** Nutrition 5%

Source: M&M Report 2020

Life Science Chemicals – Applications





Pharmaceuticals



Vitamins



Paints & Coatings



Artificial Sweeteners



Polyimide Films

Wood Acetylation



Flexible Packaging



Modified Starch

Cellulose Acetate



Aromatics and Fragrances

Polyacetal



Triacetin



Spandex



Growth Driver/ Opportunity

- Growing demand
- No new facility globally
- Customers are exploring to shift from high cost to low cost countries

Proposed Investment

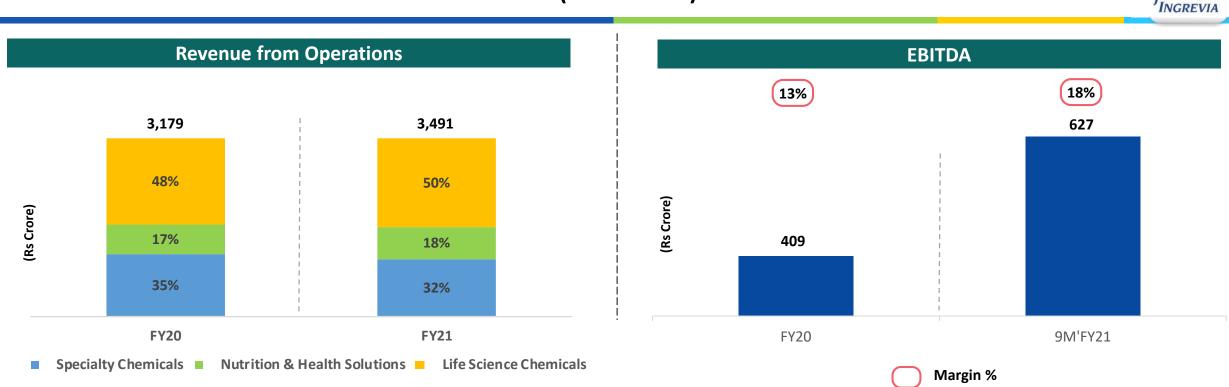
 Invest in another Acetic Anhydride facility to increase capacity by ~35% and further strengthen global leadership

Indicative Investment¹ of About Rs 250 Cr. in 3 years



Financials

Financial Performance – Historical (Pro-forma²)

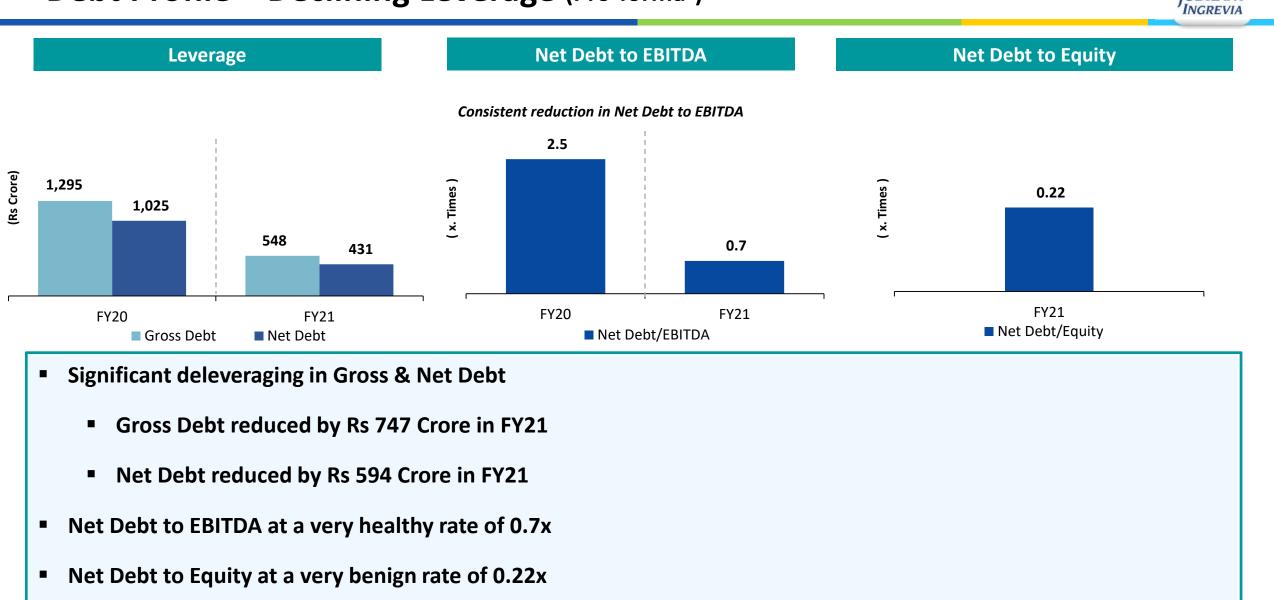


- Speciality Chemicals and Nutrition and Health Solutions segment contribute to half of the revenues
- FY'21 EBIDTA growth is driven by strong performance of all the three business segments
- EBITDA Margins improved by 5007 bps from FY'20 to FY'21

- 2. FY21 is calculated from 10 month of discontinued operation of LSI segment of Jubilant Pharmova Limited and 2 months of Jubilant Ingrevia Limited
 - FY20 is calculated from LSI segment of Jubilant Pharmova Limited before unallocated expense/assets.
- 3. FY20 Segment EBITDA without Adjusting unallocated Corporate Expenses was Rs 431 Crore

^{1.} All figures are in Rs Crore unless otherwise stated

Debt Profile – Declining Leverage (Pro-forma²)



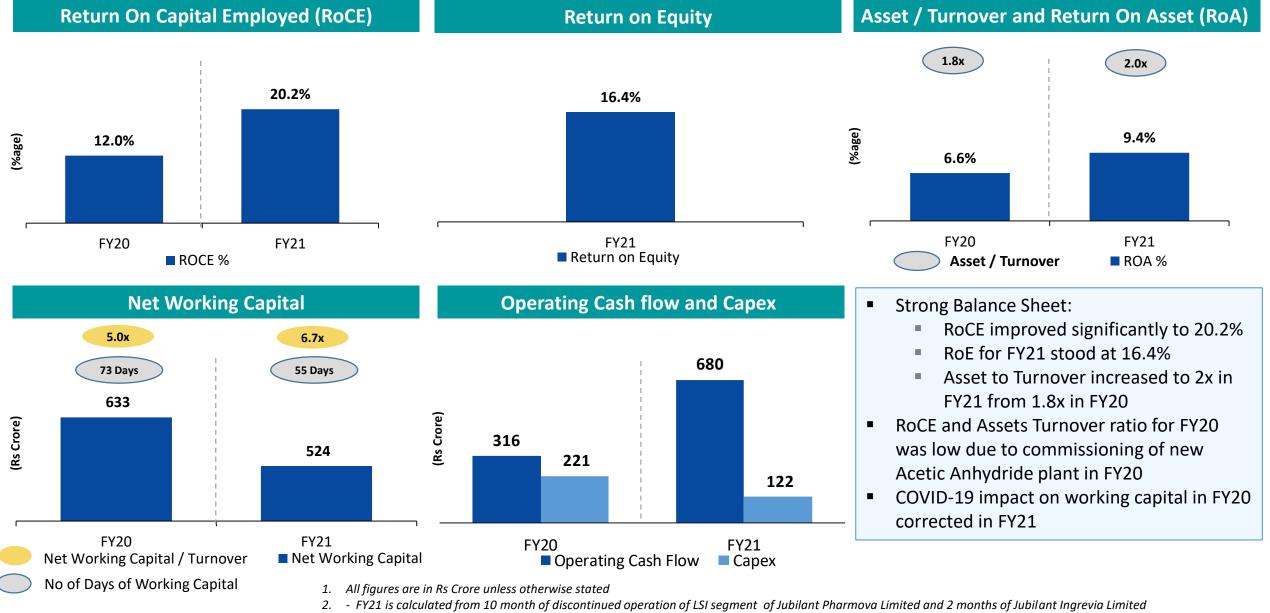
^{1.} All figures are in Rs Crore unless otherwise stated

^{2. -} FY21 is calculated from 10 month of discontinued operation of LSI segment of Jubilant Pharmova Limited and 2 months of Jubilant Ingrevia Limited

⁻ FY20 is calculated from LSI segment of Jubilant Pharmova Limited before unallocated expense/assets.

Balance Sheet – Key Parameters/Ratios (Pro-Forma²)





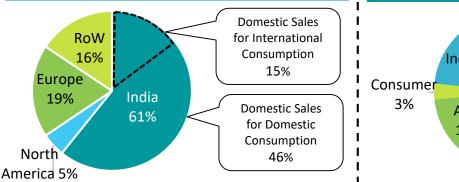
- FY20 is calculated from LSI segment of Jubilant Pharmova Limited before unallocated expense/assets.

Jubilant Ingrevia Limited – FY21 Financial Highlights (Pro-forma²)

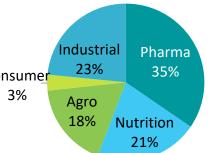


Particulars ¹	FY20	FY21	YoY (%)
Revenue			
Speciality Chemicals	1,104	1,124	2%
Nutrition & Health Solutions	537	630	17%
Life Science Chemicals	1,537	1,738	13%
Total Revenue from Operations	3,179	3,491	10%
Reported EBITDA	409	627	53%
Speciality Chemicals	237	268	13%
Nutrition & Health Solutions	95	130	37%
Life Science Chemicals	99	236	138%
Unallocated Corporate (Expenses)/Income	-22	-8	
РАТ	220	316	43%
EPS	13.8	19.9	43%
Reported EBITDA Margins	12.9%	17.9%	
Speciality Chemicals	21.4%	23.9%	
Nutrition & Health Solutions	17.7%	20.7%	
Life Science Chemicals	6.5%	13.6%	
Net Margin	6.9%	9.1%	

FY21 Geographical Revenue Split







- Revenue grew by 10% on YoY basis, driven by growth in volume and pricing together.
- Speciality Chemicals revenue grew by 2% YoY driven growth in Fine Chemicals and new CDMO projects
- Nutrition and Health Solutions revenue grew by 17% YoY driven by conducive market condition and robust growth in Niacinamide prices
- Life Sciences Chemicals revenue grew by 13% YoY driven by favorable market conditions from Pharma, Packaging, Industrial applications both in domestic as well as export markets
- EBITDA at Rs 627 Crore, grew by 53% YoY
- PAT grew by 43% YoY driven by growth in EBITDA and reduction in finance cost through reduction in debt as well as interest rates
- PAT is after reduction of Exceptional items of Rs 13 Crore
- RoCE improved to 20.2% in FY21, from 12.0% in FY20, driven by increase in EBIT and optimization of working capital
- RoE stood at 16.4% in FY21
 - 1. All figures are in Rs Crore unless otherwise stated
 - 2. FY21 is calculated from 10 month of discontinued operation of LSI segment of Jubilant Pharmova Limited and 2 months of Jubilant Ingrevia Limited
 - FY20 is calculated from 12 month of discontinued operation of LSI segment of Jubilant Pharmova Limited
 - FY20 Segment EBITDA without Adjusting unallocated Corporate Expenses was Rs 431 Crore
 - EPS has been computed on combined profits assuming existence of share capital for full year.



- Demand scenario in all our business segments continue to be strong
- Given the strong demand and new customer acquisitions, we believe COVID-19 is not likely to have a material impact on our overall performance, provided the pandemic situation does not materially deteriorate going forward
- Demand for our Speciality Chemicals and Nutrition and Health Solutions Segment continues to be stable.
 Our new project i.e. first phase of Diketene derivatives is on track
- In our Life Science Chemicals business, Acetic Anhydride market situation continue to be favorable on account of higher demand and lower availability due to restricted production output in certain part of the world
- As communicated during analyst /investor day in March'21, all our growth plans including new capex investments are on track and our FY22 capex investment is estimated to be in range of Rs 300-350 Crore
- During last year company has reduced the net debt by Rs.594 Cr. Company continues to focus on debt reduction.



Appendix

Pro-Forma Income Statement Consolidated – Q4'FY21 (1 month of discontinued operation of LSI segment of Jubilant Pharmova Limited and 2 months of Jubilant Ingrevia Limited)



Particulars	Q4 FY20	1 Month Q4FY21	2 Month Q4FY21	Q4 FY21	YoY (%)
Revenue from operations					
a) Sales/Income from operations	810	393	679	1,072	32%
b) Other operating income	13	1	5	6	(52%)
Total revenue from operations	823	394	684	1,078	31%
Other income	2	0	3	3	43%
Total income (1+2)	825	394	687	1,081	31%
Expenses					
a) Cost of materials consumed	427	177	363	540	(27%)
b) Purchases of stock-in-trade	35	9	16	25	28%
c) Changes in inventories of finished goods, stock- in-trade and work-in progress	-30	17	-10	7	(124%)
d) Employee benefits expense	73	35	49	84	(16%)
e) Other expenses:					0%
- Power and fuel expense	87	29	52	80	8%
- Others	132	45	96	141	(7%)
Total expenses	724	311	567	878	(21%)
EBIDTA	101	83	120	203	101%
Depreciation and amortization expense	31	10	22	32	(5%)
EBIT	70	72	98	170	143%
Finance costs	24	5	7	12	51%
Profit before exceptional items and tax (3-4)	46	68	90	158	244%
Exceptional items	-	-	13	13	-
Profit before tax (5-6)	46	68	77	145	216%
Tax expense	-2	27	23	50	-
Net Profit for the period (7-8)	48	41	54	95	98%

1. All figures are in Rs Crore unless otherwise stated

Pro-Forma Income Statement Consolidated – FY21 (10 months discontinued operation of LSI segment of Jubilant Pharmova Limited and 2 months Jubilant Ingrevia Limited)



Particulars ¹	FY20	10M'FY21	2M'FY21	FY21	YoY (%)
		Apr ²⁰ to Jan ²¹	Feb'21 to Mar'21		
Revenue from operations					
a) Sales/Income from operations	3,134	2,786	679	3,465	11%
b) Other operating income	45	21	5	27	(41%)
Total revenue from operations	3,179	2,807	684	3,491	10%
Other income	10	12 3		15	48%
Total income	3,189	2,819	687	3,506	10%
Expenses					
a) Cost of materials consumed	1,681	1,324	363	1,688	(0%)
b) Purchases of stock-in-trade	122	83	16	99	18%
c) Changes in inventories of finished goods,	-118	59	10	49	(142%)
stock-in-trade and work-in progress	-118	29	-10		
d) Employee benefits expense	284	250	49	299	(5%)
e) Other expenses:					0%
- Power and fuel expense	362	272	52	324	11%
- Others	448	324	96	420	6%
Total expenses	2,779	2,312	567	2,879	(4%)
EBIDTA	409	507	120	627	53%
Depreciation and amortization expense	122	103	22	125	(2%)
EBIT	287	404	98	502	75%
Finance costs	88	63	7	71	20%
Profit before exceptional items and tax (3-4)	199	341	90	431	116%
Exceptional items	2	-	13	13	(661%)
Profit before tax (5-6)	198	341	77	418	112%
Tax expense	-23	79	23	102	
Net Profit for the period (7-8)	220	262	54	316	43%

1. All figures are in Rs Crore unless otherwise stated 2. FY20 Segment EBITDA without Adjusting unallocated Corporate Expenses was Rs 431 Crore

Combined Income Statement – Q4 & FY21 (Pro-Forma²)



Particulars ¹	Q4'FY20	Q4'FY21	YoY (%)	FY20	FY21	YoY (%)
Total Revenue from Operations	823	1,078	31%	3,179	3,491	10%
Speciality Chemicals	282	329	17%	1,104	1,124	2%
Nutrition & Health Solutions	163	199	22%	537	630	17%
Life Science Chemicals	377	549	46%	1,537	1,738	13%
Total Expenditure	779	923	18%	2,989	3075	3%
Other Income	2	3		10	15	
Segment EBITDA						
Speciality Chemicals	64	69	9%	237	268	13%
Nutrition & Health Solutions	39	43	9%	95	130	37%
Life Science Chemicals	15	105	589%	99	236	138%
Unallocated Corporate (Expenses)/Income	-17	-14	-	-22	-8	-
Reported EBITDA	101	203	101%	409	627	53%
Depreciation and Amortization	31	32	(5%)	122	125	(2%)
Finance Cost	24	12	51%	88	71	20%
Profit before Tax (Before Exceptional Items	46	158		199	431	
Exceptional Items	0	13	-	2	13	(661%)
Profit before Tax (After Exceptional Items)	46	145	216%	198	418	112%
Tax Expenses (Net)	-2	50	-	-23	102	-
РАТ	48	95	98%	220	316	43%
EPS - Face Value Re. 1 (Rs.)	3.0	6.0	98%	13.8	19.9	43%
Segment EBITDA Margins						
Speciality Chemicals	22.6%	21.1%		21.4%	23.9%	
Nutrition & Health Solutions	23.9%	21.4%		17.7%	20.7%	
Life Science Chemicals	4.0%	19.1%		6.5%	13.6%	
Reported EBITDA Margin	12.3%	18.8%		12.9%	17.9%	
Net Margin	5.9%	8.8%		6.9%	9.1%	

1. All figures are in Rs Crore unless otherwise stated

2. - Q4'FY21 is calculated from 1 month of discontinued operation of LSI segment of Jubilant Pharmova Limited and 2 months of Jubilant Ingrevia Limited

- Q4'FY20 is calculated from 3 month of discontinued operation of LSI segment of Jubilant Pharmova Limited

- FY21 is calculated from 10 month of discontinued operation of LSI segment of Jubilant Pharmova Limited and 2 months of Jubilant Ingrevia Limited

- FY20 is calculated from 12 month of discontinued operation of LSI segment of Jubilant Pharmova Limited

- EPS has been computed on combined profits assuming existence of share capital for full year.

3. FY20 Segment EBITDA without Adjusting unallocated Corporate Expenses was Rs 431 Crore

Our Vision, Values, Promise and Philosophy







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Thank you for your time

Jubilant Ingrevia Limited

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