

July 22, 2025

To,

BSE Limited
Phiroze Jeejebhoy Towers
Dalal Street
Mumbai - 400 001
Scrip Code (BSE): 544009

National Stock Exchange of India Limited
“Exchange Plaza”
Bandra-Kurla Complex, Bandra (East)
Mumbai - 400051
Symbol: BLUEJET

Sub: Analysts/Investors Presentation on Financial Results for the quarter ended June 30, 2025

Dear Sir / Ma'am,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Analysts/Investors Presentation on the Financial Results for the quarter ended June 30, 2025 to be held on July 22, 2025.

You are requested to take the same on record.

Thanking you,

Yours faithfully,

For **Blue Jet Healthcare Limited**

Ms. Sweta Poddar
Company Secretary & Compliance Officer

Unit I

3/2, Milestone, Kalyan Murbad Road, Village Varap, P.O. Box No. 5, Shahad-421 103, **Tel.:** 91 251 2280283 **Fax :** +91 251 2280567

Unit II

Plot No. B-12, C-4, E-2, MIDC, Industrial Area, Chemical Zone, Ambarnath (W) 421501. **Tel. :** +91 8956363877/8956363878

Unit III

K-4/1, Additional MIDC Road, Mahad Industrial Area, Mahad- 402309, **Tel.:** + 91 22 2207 5307 / 6192 / 1691 **Fax :** +91 22 2207 0294

Investor Presentation

Q1 FY26



Disclaimer



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This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our research & development efforts, our growth & expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceutical and chemical industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its Directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

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Q1 FY26 Financials

Q1 FY26 Earnings Highlights



Financial Highlights

- ✓ **Revenue from operations** for **Q1 FY26** stood at **Rs. 3,548 mn** which grew **4.2% QoQ** compared to **Rs. 3,404 mn** in **Q4 FY25**; **up 117.8%** on **YoY** basis compared to **Rs. 1,629 mn** in **Q1 FY25**. This growth is mainly driven by higher sales in PI & API product category and gross margin of **48.4%** in **Q1 FY26**.
- ✓ **EBITDA** for the quarter came at **Rs. 1,210 mn**, **down 13.6% QoQ** compared to **Rs. 1,400** in **Q4 FY25**; **up 173.3% YoY** compared to **Rs. 443 mn** in **Q1 FY25**.
- ✓ **EBITDA margin** for the quarter came at **34.1%** as compared to **41.4%** in **Q4 FY25** **down 701 bps**; **27.2%** in **Q1 FY25**, **up 693 bps YoY**.
- ✓ **PAT** for the quarter was at **Rs. 912 mn**, which **degrew 17.2% QoQ** compared to **Rs.1,101 mn**; **up 141.3%** compared to **Rs. 378 mn** in **Q1FY25**.
- ✓ **PAT margin** for the quarter came at **25.7%** as compared to **32.3%**, **down 664 bps**; **23.2%** in **Q1 FY25**, **up 251 bps YoY**.
- ✓ **Reduction in QoQ** is primarily attributable to a drop in gross margin to **48.4%** in **Q1 FY26** from **54.7%** in **Q4FY25**, driven by a shift in product mix and reduced inventory levels, resulting in lower overhead absorption during **Q1 FY26**.



Q1 FY26 Vs Q1 FY25 Financial Performance – Key Metrics



Revenue from Operations** – Growth Trends

(Rs Mn)

YoY
Growth:

50.7%

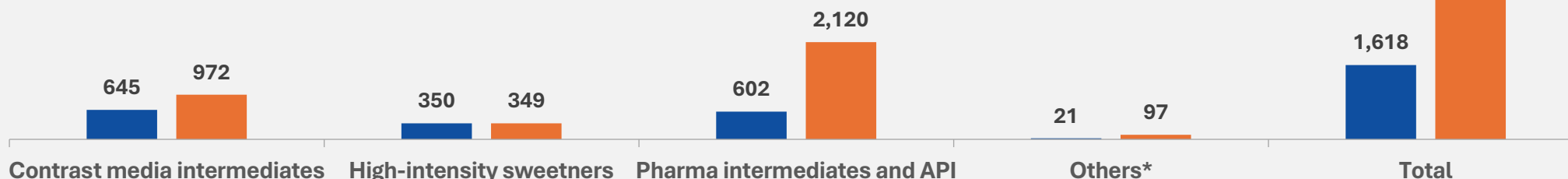
-0.2%

251.9%

356.4%

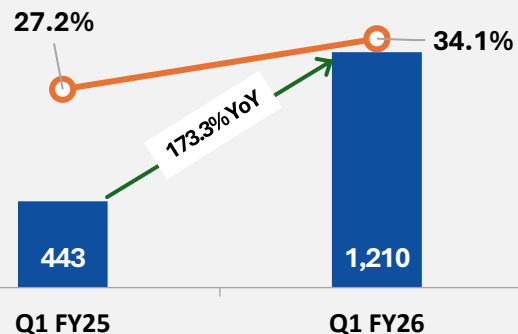
118.6%

■ Q1 FY25 ■ Q1 FY26



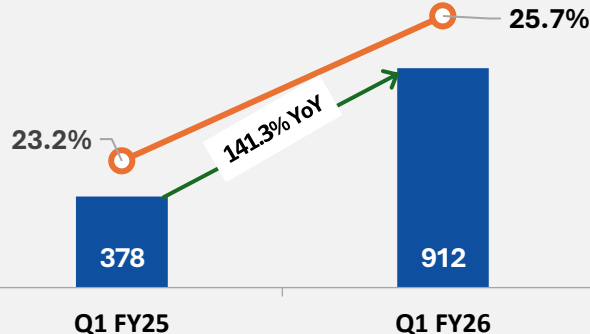
EBITDA Profile

■ EBITDA ■ EBITDA Margin (Rs Mn)

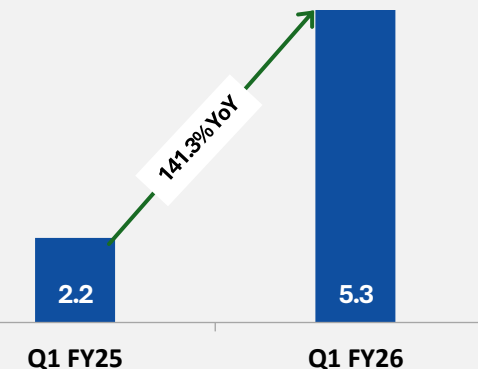


PAT Profile

■ PAT ■ PAT Margin (Rs Mn)



■ EPS



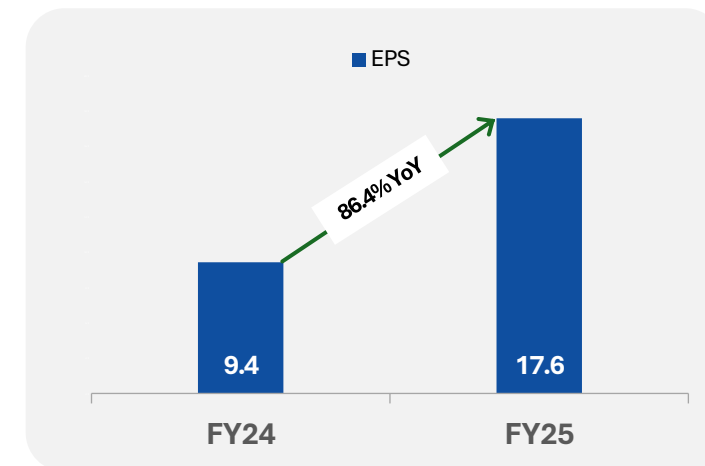
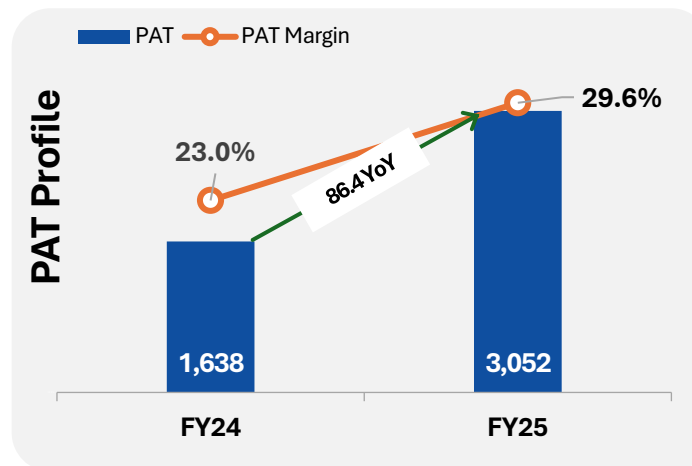
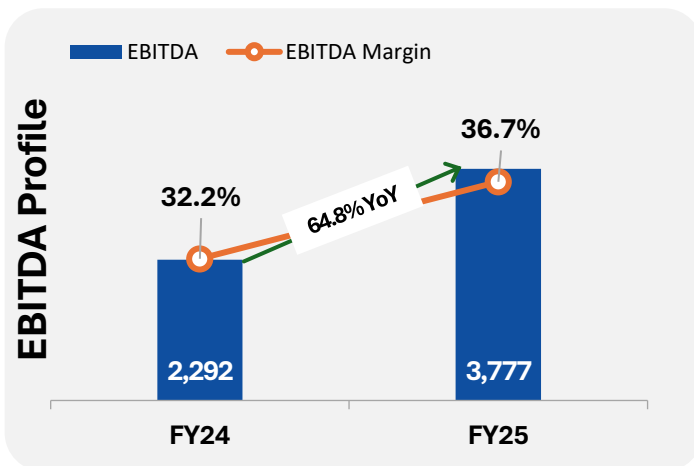
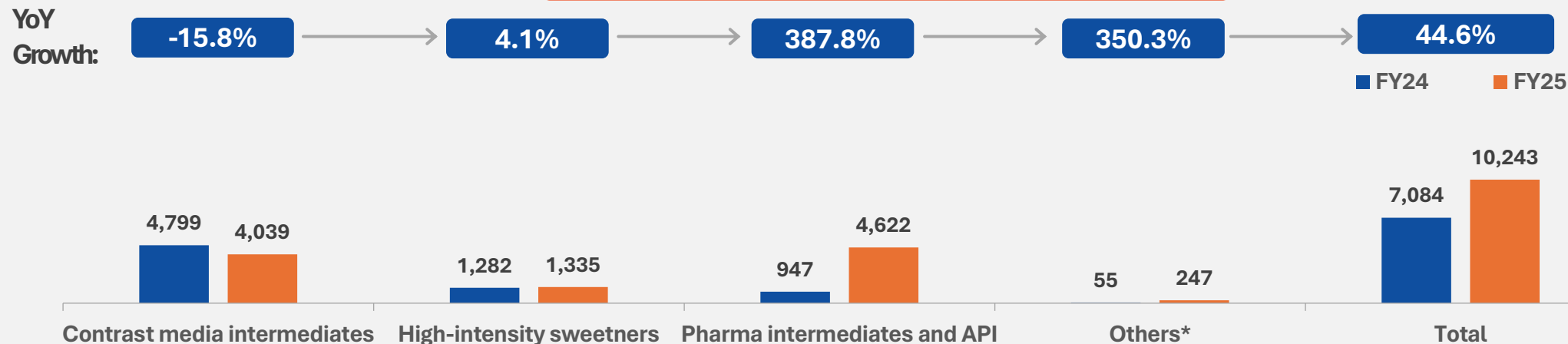
- *Others include spent oils and industrial mix solvents
- **Excludes Other Operating Revenue

FY25 Vs FY24 Financial Performance – Key Metrics



Revenue from Operations** – Growth Trends

(Rs Mn)



- *Others include spent oils and industrial mix solvents
- **Excludes Other Operating Revenue

Profit and Loss Statement



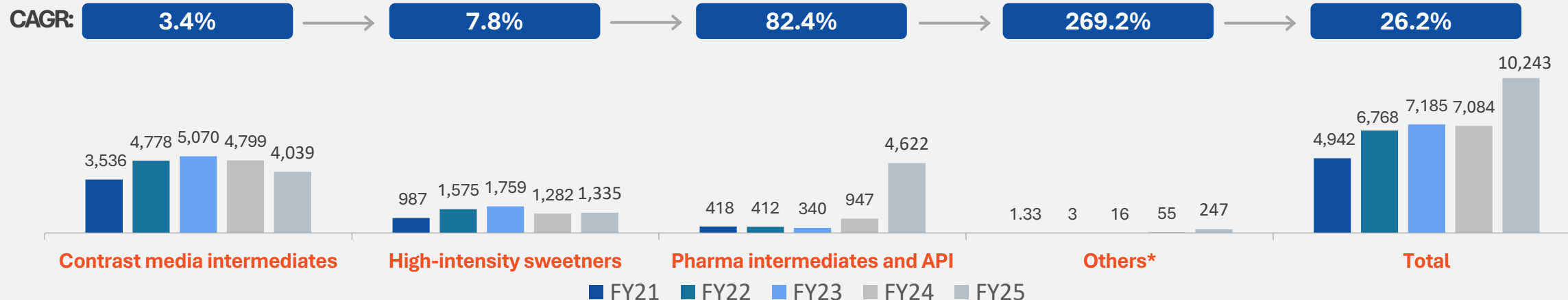
Particulars (Rs. Mn)	Q1 FY26	Q4 FY25	QoQ	Q1 FY25	YoY
Revenue from Operations	3,548	3,404	4.2%	1,629	117.8%
Cost Of Goods Sold	1,829	1,535		738	
Gross Profit	1,719	1,870	-8.1%	891	92.9%
<i>Gross Margin</i>	<i>48.4%</i>	<i>54.9%</i>		<i>54.7%</i>	
Employee benefits expenses	174	160		148	
Other expenses	334	310		300	
Total Expenses	2,338	2,005		1,186	
EBITDA	1,210	1,400	-13.6%	443	173.3%
<i>EBITDA Margin</i>	<i>34.1%</i>	<i>41.1%</i>		<i>27.2%</i>	
Depreciation and amortization	57	49		35	
PBIT	1,236	1,472	-16.1%	495	149.6%
Finance costs	7	0.3		0.3	
Other Income	83	122		87	
PBT	1,229	1,472	-16.5%	495	148.4%
Tax Expense	317	371		117	
PAT	912	1,101	-17.2%	378	141.3%
<i>PAT Margin</i>	<i>25.7%</i>	<i>32.3%</i>		<i>23.2%</i>	

Financial Performance over the years – Key Metrics



Revenue from Operations** – Growth Trends

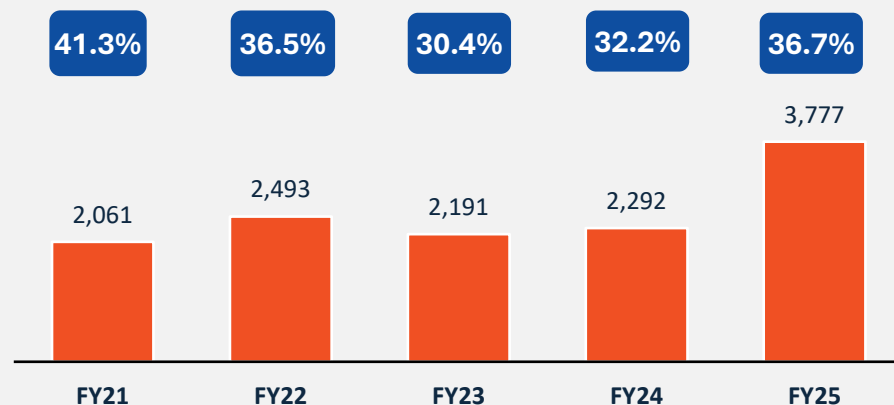
(Rs Mn)



EBITDA Profile

EBITDA margin

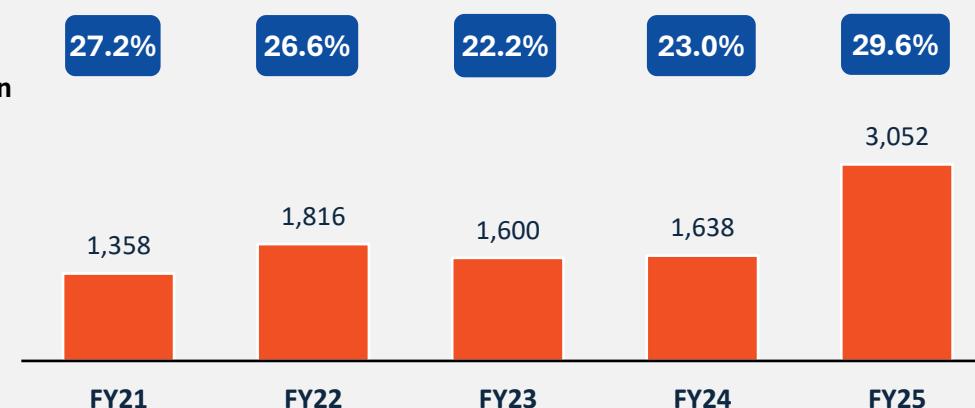
Rs Mn



PAT Profile

PAT margin

Rs Mn



- *Others include spent oils, Industrial mix solvents
- **Excludes Other Operating Revenue

Financials for the last four years



Summary Statement of Profit and Loss

Particulars (Rs. Mn)	FY21	FY22	FY23	FY24	FY25
Revenue from Operations	4,989	6,835	7,210	7,116	10,300
Other Income	89	194	240	289	463
Total Revenue	5,078	7,029	7,449	7,404	10,762
Cost of Materials consumed	1,695	2,875	3,360	3,144	4,612
Employee benefits expenses	290	330	419	532	610
Finance costs	53	33	14	2	1
Depreciation and amortization	197	221	251	281	178
Other expenses	945	1,137	1,240	1,148	1,300
Total Expenses	3,178	4,597	5,283	5,106	6,701
Exceptional Items	(53)	-	-	(97)	-
PBT	1,847	2,432	2,166	2,200	4,061
Tax Expense	489	616	566	563	1,009
PAT	1,358	1,816	1,600	1,637	3,052

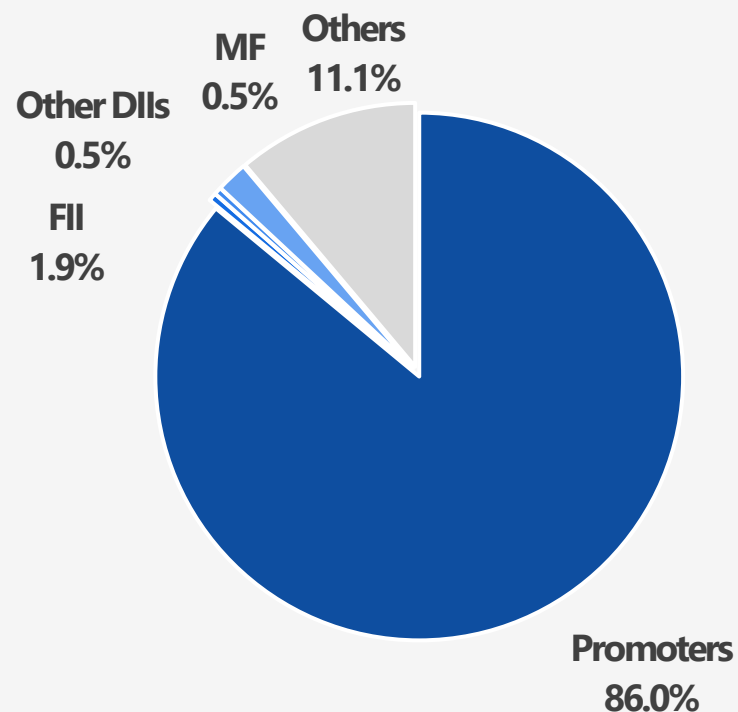
Summary Statement of Assets and Liabilities

Particulars (Rs. Mn)	FY21	FY22	FY23	FY24	FY25
I. Assets					
Property, plant and equipment	1,188	1,185	1,282	1,491	2,596
Other non-current assets	275	466	688	2,041	1,519
Total non-current assets	1,463	1,651	1,970	3,532	4,116
Inventories	1,177	1,050	1,257	1,298	2,639
Trade receivables	1,440	2,274	2,394	1,769	3,495
Investments (Current)	368	938	1,893	2,355	1,867
Cash and cash equivalents	611	754	654	410	323
Other current assets	304	467	453	1,224	1,728
Total current assets	3,900	5,483	6,651	7,056	10,059
Total assets	5,363	7,134	8,621	10,588	14,175
II. Equity and liabilities					
Total equity	3,398	5,215	6,815	8,452	11,331
Borrowings	287	-	-	-	-
Other non-current liabilities	47	173	67	77	285
Total non-current liabilities	334	173	67	77	285
Current borrowings	229	-	-	-	-
Trade payables	595	565	538	303	891
Other current liabilities	807	1,180	1,201	1,757	1,669
Total current liabilities	1,631	1,745	1,739	2,060	2,559
Total liabilities	1,965	1,918	1,806	2,136	2,844
Total equity and liabilities	5,363	7,134	8,621	10,588	14,175

Shareholder Information



Shareholding as on 30th June 2025



Share Information as on 30th June 2025

NSE Ticker	BLUEJET
BSE Ticker	544009
Market Cap (INR Cr) (NSE)	15,226
% free-float	14%
Free-float market cap (INR Cr)	2,132
Cash & Cash Equivalents + Treasury Investment (INR Mn) (As on 31 st March 2025)	2,848
Shares Outstanding	17,34,65,425
3M ADTV (Shares)*	5,30,094
3M ADTV (INR Cr)*	42.2
Industry	Pharmaceuticals

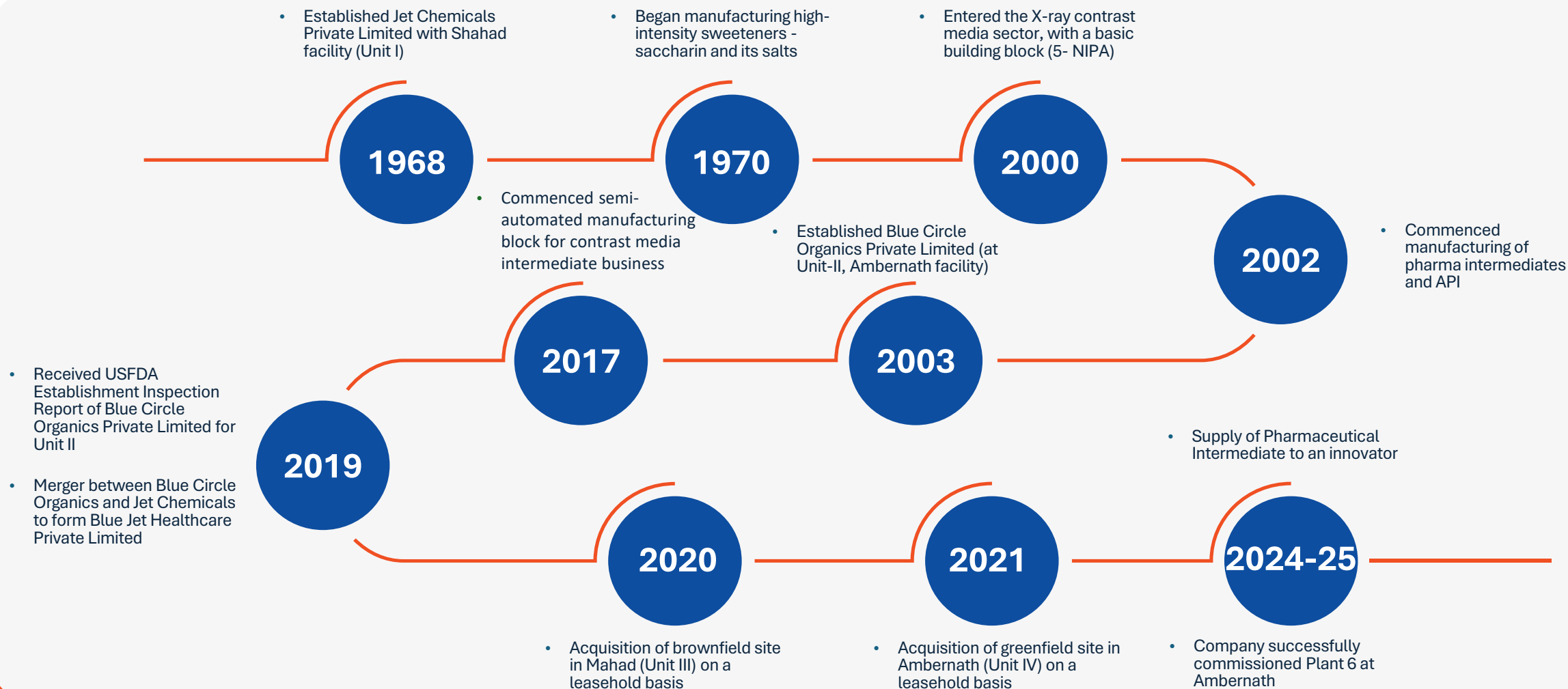
*Source: NSE & BSE
ADTV (Shares): Average Daily Traded Volume
ADTV (INR Cr): Average Daily Traded Value



2

Company at a Glance

Our Journey



Who we are



A specialty pharmaceutical and healthcare ingredient and intermediate company, offering niche products with an approach of “Collaboration, Development, Manufacturing” to **CDMO** business.



Blue Jet Healthcare at a glance



Key metrics

51¹

Commercialized product
portfolio (FY25)

1,177.9 KL

reaction capacity across
3 facilities (FY25)

INR 10,299.9 mn

Revenue (FY25) (19.9%
FY21-25 CAGR)

INR 3,777.3 mn

EBITDA (FY25) (36.7%
margin)

35.8%

ROCE (FY25)

30.9%

ROE (FY25)

3.97x

Fixed Asset Turnover
(FY25)

INR 2,848 mn

Cash and Cash Equivalents +
Treasury Investments (as of
31st March 2025)

Business Overview



Three product categories:
Contrast Media Intermediates,
High Intensity Sweeteners, and
Pharma Intermediates & Active
Pharmaceutical Ingredients
("API")



Specialised chemistry
capabilities; with dedicated
R&D laboratories



Long-standing relationships
and multi-year contracts with
multi-national customers



Manufacturing facilities
with regulatory
accreditations

Overview of our Product Categories



Overview

End uses

of commercialized products (FY25)

Revenue contribution (FY25)

Client relationships

Contrast Media Intermediates

- Contrast media are agents used in medical imaging to enhance the visibility of body tissues
- Company supplies critical starting intermediate and several advanced intermediates

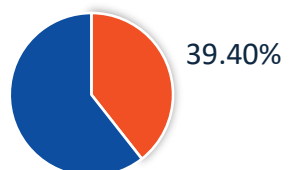


X-ray & CT Scan



MRI Scan

19



- Top 4 players accounts for ~75% global market share¹
- 4–26 years of relationship with the 3 of the largest manufacturers .

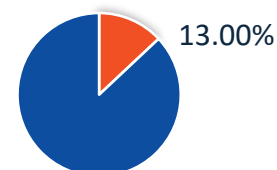
High Intensity Sweeteners

- High-intensity sweetener business involves development, manufacture and marketing of saccharin and its salts

- Table-top sweeteners, oral care products, beverages (primarily soft-drinks), confectionary products, pharmaceutical products, food supplements, and animal feeds



4



- Offers high-intensity sweeteners to over 300 customers globally
- Marquee customers – in FMCG and Agro chemical Space

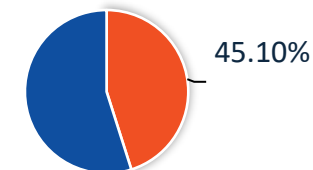
Pharma Intermediates & APIs

- Collaboration with innovator pharmaceutical companies and multi-national generic companies
- Provides intermediates that serve as pharmaceutical building blocks for APIs in chronic therapeutic areas

- Chronic therapeutic areas such as cardiovascular system (“CVS”), central nervous system (“CNS”), oncology etc



28



- Markets predominantly in regulated markets
- Over 56 customers globally of which 40 in India

Note: ¹ In each of MAT June 2019, 2020, 2021, 2022 and 2023

Source: Company information, IQVIA report dated October 9, 2023 (“Industry Report”)



3

Contrast Media Intermediates

Overview of Contrast Media and its growth drivers



What is contrast media?

- Chemical agents that **enhances the contrast of an imaging modality** in diagnostic imaging, thereby **aiding diagnosis of diseases**
- Once inside the human body, selectively and temporarily taken up by different body tissues
- **Enhance the images, leading to better visualizations of the tissues and organs**

Types of contrast media

- **X-ray / Computed Tomography (CT) contrast agents:** Iodine-based contrast media agents
- **Magnetic Resonance Imaging (MRI) contrast agents:** Gadolinium-based agents
- **Ultrasound (USG) agents:** Stabilized microbubble-based contrast media agents

Growth drivers for contrast media

Growing population and changing demographics

(65 yrs.+) estimated to increase from 6.9% of the total world population in 2000 to 10.4% by 2025¹

Growing prevalence of lifestyle diseases

Such as diabetes, physical inactivity, obesity, etc.

Increased convenience

Through online booking and reporting

Rising healthcare expenditure

Global health expenditure grew at 3.9% CAGR from 2000–17

Focus on early diagnostics

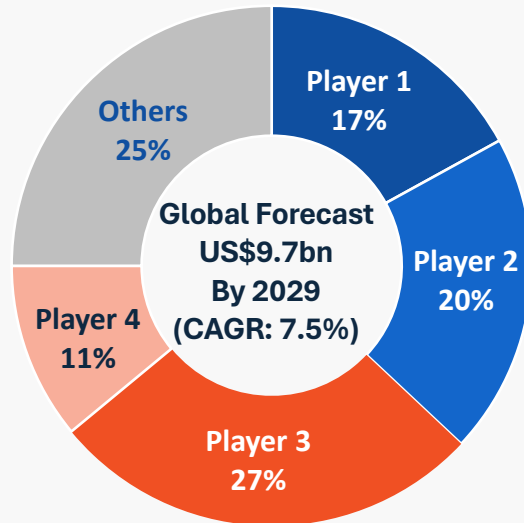
Driven by advancement in diagnostic technologies and growing public awareness

Increasing demand for preventive healthcare

Driven by increased awareness and rising curative costs



The global Contrast Media industry is highly concentrated



Top 4 accounts for ~75% share in 2024



Highly concentrated and dominated by multi-national corporations



Collectively **hold ~75% of the global sales of** contrast media formulations¹



Either **forward integrated** (have equipment manufacturing) or **long-standing relationships with manufacturers**

High entry barriers for key intermediates' vendors



Characteristics of the Contrast Media market



Strict internal standards for product impurity / features profile



Stickiness of relationship

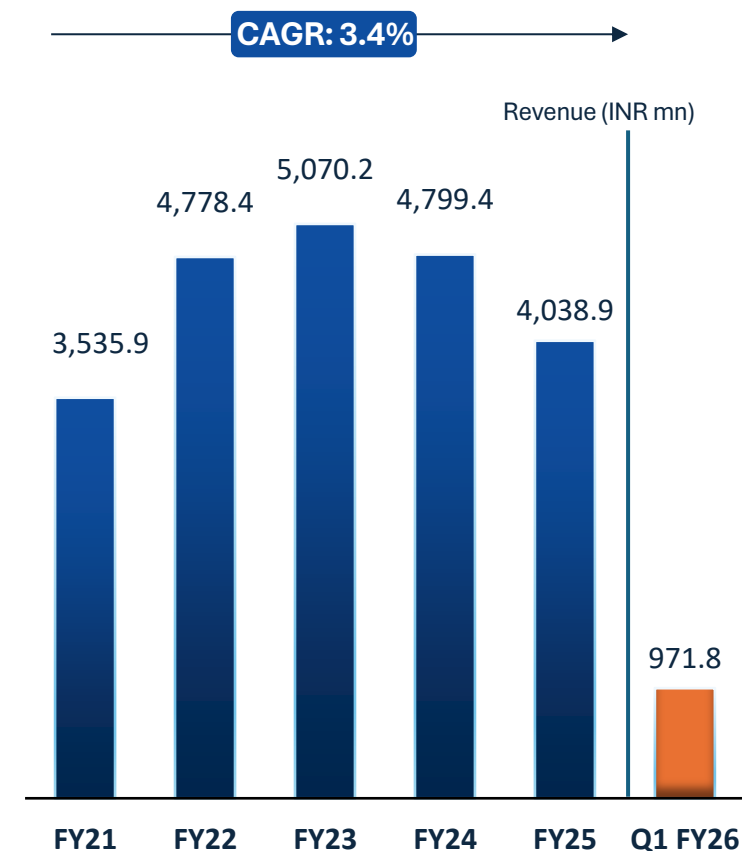


Long-term supply contracts

Blue Jet's positioning

- ✓ More than **two decades of experience**
 - ✓ **75%+ of exports** of a selected contrast media intermediate (**5-Amino-N,N'-bis (2,3-dihydroxypropyl) isophthalamide**) from India¹
 - ✓ Strategically **focused on complex chemistry** categories
-
- ✓ Regularly supplying **key starting intermediate** as the building block
 - ✓ Several **functionally critical advanced intermediates**
 - ✓ **4 to 26** years with 3 of the largest contrast media manufacturers in the world, directly
-
- ✓ **Medium to long term supply contracts** with customers
 - ✓ **~70% of total sales** backed by **contracted** sales volumes²
 - ✓ **Products qualified, approved and validated**

Contrast Media Intermediate product category performance



Continue to forward integrate into more advanced intermediates for Contrast Media



Strong product development and process **optimization capabilities** underpinned by **in-house R&D capabilities**



Focus on molecules with **customer interest** and **strategy** in either **outsourcing or alternate sourcing** the next stage of advanced intermediates



Key starting intermediate as building block in 2000 to **19 additional advanced intermediates** as of FY25



Further **improving chemistry** capabilities in close **synergy** with our customers (**4 to 26 years** with 3 of top 4 players directly)

Capture **larger wallet share** with existing customers



Higher realization and profitability per unit



Potential of **moving up the value chain**



Key benefits



4

High Intensity Sweeteners

Blue Jet's positioning in High Intensity Sweetener



Blue Jet's positioning

Products



- Adherence to **strict internal standards** to ensure **consistency in quality, performance, taste, and impurity profile**
- **Multiple products and applications** enabling to cater a **diverse customer base**

Compliance, GMP, supply chain reliability



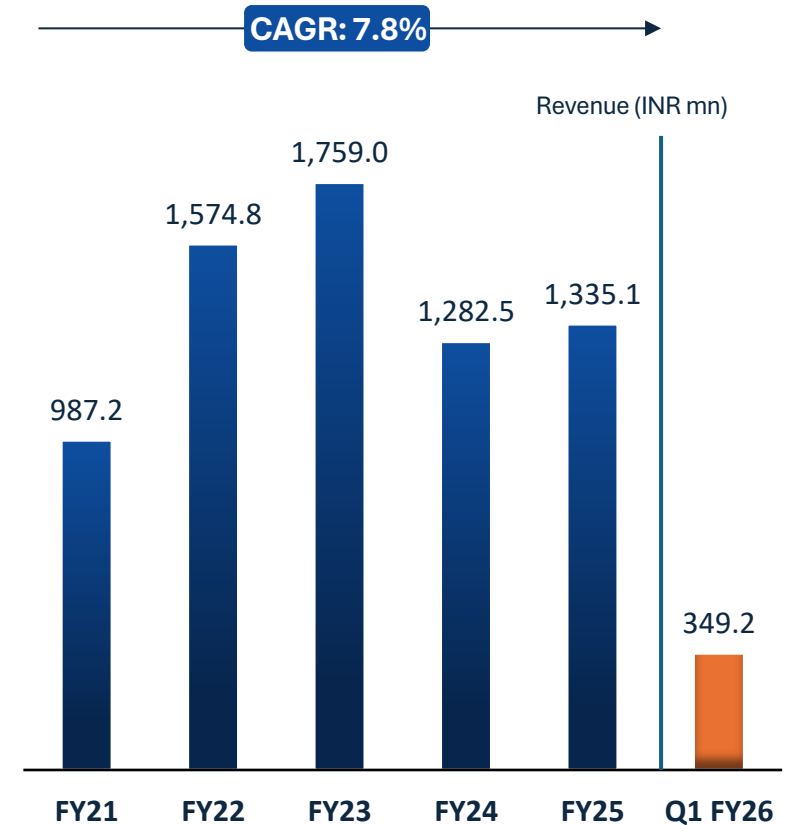
- **Have received US-FDA inspection report**
- **Semi-automated manufacturing facility**
- **Strong product development and process optimization capabilities**

Customers



- Offers high-intensity sweeteners to over **300 customers globally**
- Focus on **marquee customers** across various sub-sectors
- Table-top sweeteners, oral care products, beverages (primarily soft-drinks), confectionary products, pharmaceutical products, food supplements, and animal feeds

High Intensity Sweeteners product category performance



Sources: Company information



5 Pharma Intermediates & API

Trends and features of the Pharma Intermediates and APIs Product Category



Key trends in Pharma Intermediates and CDMO market

Increased propensity to outsource manufacturing of intermediates & APIs

- Enables **asset light model** and ability to focus on development of **novel products for venture capital backed start-ups**
- Provides **cost advantages** and **supply chain efficiencies**

De-risking dependence on China by global API and formulations players

- Concerns around specific APIs made in China, accentuated with Covid-19
- China **implemented stricter regulations** and witnessed rising wage costs

Self sufficiency with import substitution

- Government initiatives such as **PLI schemes** and **bulk drug parks**
- Growth driven by **proven skills, educational systems, supply chain reliability, and IP protection**

The growth in the global pharmaceuticals market

- Launch of novel therapies (including biologics and personalized therapies)
- Expansion of existing therapies in several geographies
- Growing demand for generic medicines

Revenue and capacity utilization predictability for the CDMO

- Customers prefer close partnerships with CDMO driven by
 - Confidentiality of the projects
 - Novelty of the underlying chemistry and need for custom-development

Features of a typical arrangement to supply of intermediates to innovators of NCEs

Higher realizations per unit sold

- Key criteria for selection of CDMO include track record in the chemistry and similar therapy areas
- Competitive cost is not the most important consideration

Overview of Blue Jet's Pharma Intermediates and APIs Product Category



Salient features

- Commenced manufacturing pharma intermediates two decades ago, leveraging the customer relationships through high-intensity sweetener business
- Key focus areas include high-value pharma intermediates and APIs
 - In chronic therapeutic areas
 - Import substitution market
- Benefit from collaboration with innovator companies because typical technology transfer reduces the development risk



Client profile

- Innovator pharmaceutical companies and multi-national generic pharmaceutical
- Over 40 customers in India, and 16 globally across Europe, North America, South America, and Asia

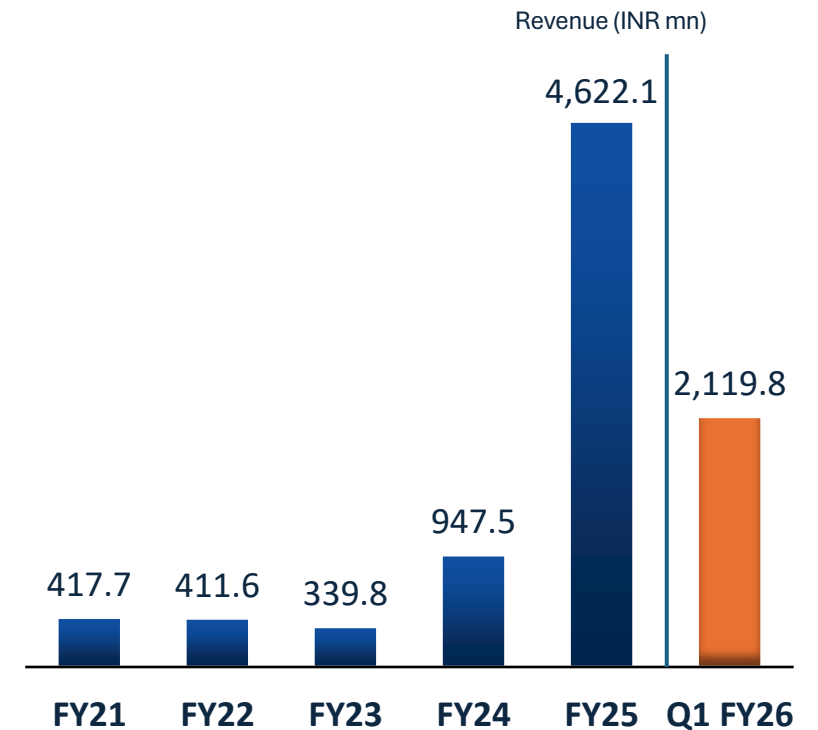


Therapeutic areas

- Cardiovascular system ("CVS")
- Oncology
- Central nervous system ("CNS")

Pharma Intermediate and APIs product category performance

CAGR: 82.4%



Leverage our long-standing customer relationships to continue entering adjacencies in the pharma intermediate and API category



Focus on three niche areas in providing CDMO services



Investigational new drugs and new chemical entities (NCEs)

Develop advanced intermediates for NCEs under trials for US-FDA approvals



Drugs that are still under patent and not genericized

Offering advanced intermediates to innovators for four active pharmaceutical ingredients (APIs) which are still under patent

- Including two APIs in the oncology sector, one API in the cardiovascular system category and one API in the central nervous system category



Genericized drugs that are still niche

Offering multiple advanced intermediates to a number of large generics companies for chronic illness therapies

Blue Jet's positioning



Leverage long-standing relationships with innovator companies



Process research, analytical research and chemistry capabilities



Continuous focus on product quality



6

R&D Capabilities

Our R&D framework



R&D capabilities across

Process research

Portfolio
evaluation

Process
development

Process scale-up
and validation

Regulatory filings
and approvals

Analytical research

Literature search

Method
development and
optimization

Characterization of
impurities and
standards

Method validation

Non-carry over
studies

Stability/hold-time
studies

Chemistry research

Polymorphism
screening and
optimization

Pharmaceutical salt
screening and
optimization

Cryogenic reactions

High pressure
reactions

High temperature
reactions

Asymmetric
hydrogenation

Enzymatic
transformations

Particle size
distribution studies

Innovative and complex processes

Catalytic
hydrogenation

Iodination

Bromination

Chlorination

Diazotization

Esterification

Hoffman
re-arrangement

Various initiatives on energy efficiency, renewable energy, and water conservation to reduce carbon footprint

Invested in windmills with
installed capacity of 3.3MW



Created carbon sinks
through tree plantations



Focus on enhancing
energy efficiency



Effluent treatment plants with
modern standards of flocculation,
clarification and aeration



Minimizing solvents and
using recycled solvents
and water

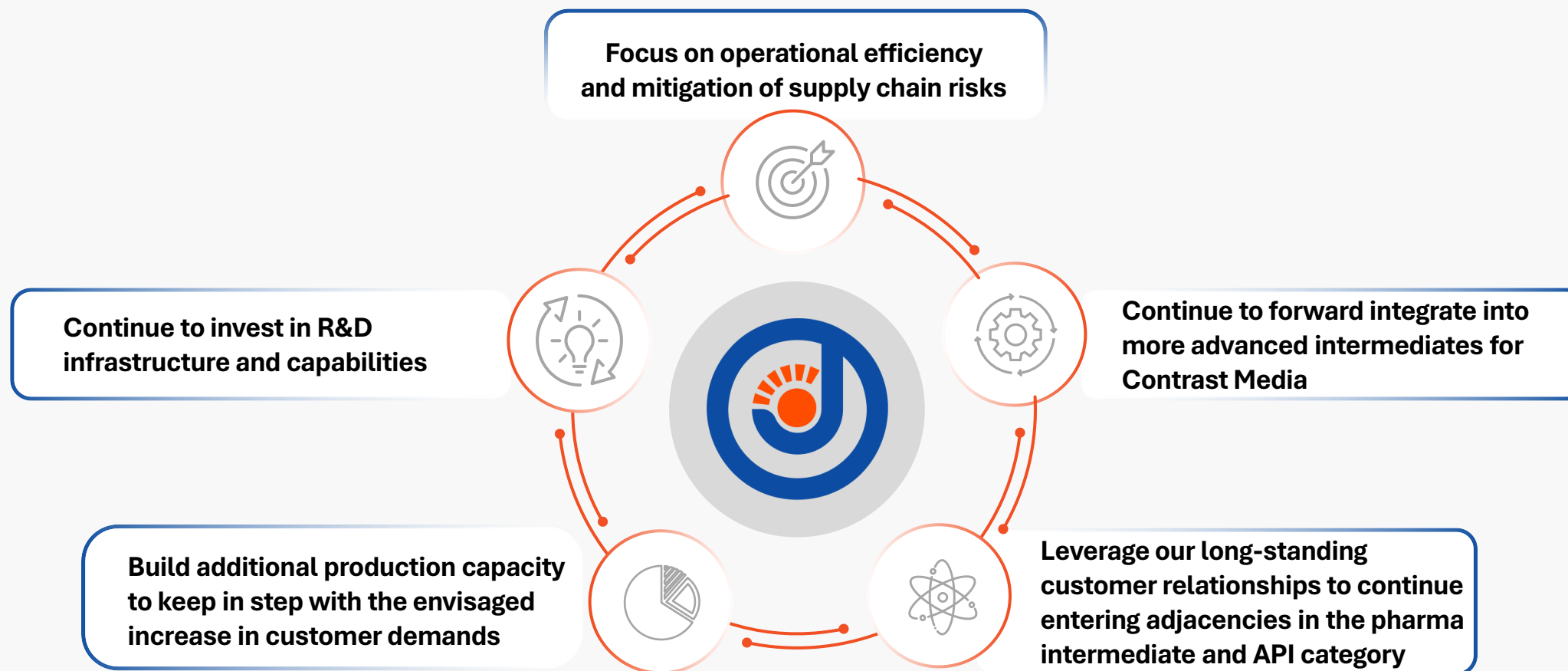




7

Growth Strategy

Our strategies





8

Management and Board of Directors

Experienced and visionary management team backed by independent - Board of Directors



Management team



**Akshay Bansarilal
Arora**
Executive Chairman

- Has more than three decades of experience with the Company
- Holds bachelor's and master's degrees in science from University of Mumbai



**Shiven Akshay
Arora**
Managing Director

- Has more than six years of experience with the Company
- Holds a bachelor's degree in business from Bond University, Gold Coast, Australia



Naresh Suryakant Shah
Executive Director, Head
– Marketing

- Has more than three decades of experience in marketing
- Currently also associated as a director of BC Bio Sciences
- Holds a diploma in Chemical Engineering from the Khopoli Polytechnic College, Raigad



**Ganesh
Karuppannan**
Chief Financial Officer

- Previously worked with Philips Electronics, Dr. Reddy's Laboratories, Granules as CFO
- Associate member of Institute of Chartered Accountants of India since 1988



**Vimalendu Kumar Singh
(V.K. Singh)**
Chief Operating Officer

- Previously worked with Strides Pharma, Emcure Pharmaceuticals, RPG Life Sciences, and Ranbaxy Laboratories
- Has a bachelor's degree in chemical engineering from IIT Kanpur and a master's programme from IIFT, New Delhi



Chandrashekar Parenky
President – Research and
Development

- Previously worked at Amoli Organics and Kores (India) as CEO
- Holds a doctorate of philosophy in science from the University of Bombay and a master's degree from Birla Institute of Technology & Science

Experienced and visionary management team backed by independent Board of Directors (cont'd)



Management team (cont'd)



Popat B Kedar
Executive Director

- Holds a Bachelor's and Master's degree in Science, specializing in Inorganic Chemistry from Shivaji University, Kolhapur.
- Has over 34 years of experience as a Plant Manager, previously working with Infotech Pharma Pvt. Ltd., Godavari Drugs Pvt. Ltd., and Sara Research Centre.
- Associated with the company since July 2005 and served as a Director at Blue Jet Healthcare Limited from December 31, 2020, to February 1, 2022.



Sweta Poddar
Company Secretary and Compliance Officer

- Has experience of over a decade as a company secretary
- Associated with Chinara Chemicals Private Ltd. and Aarey Drugs and Pharmaceuticals Ltd.
- Holds a bachelors' degree in commerce from the University of Calcutta



Girish Paman Vanvari
Independent Director

- Founder and Partner of Transaction Square LLP and Valuation Square LLP. He is the member of Institute of Chartered accountants of India.
- Has experience in tax, regulatory, and business advisory functions
- Holds a bachelor's degree in commerce from Shri Narsee Monjee College of Commerce and Economics
- Other Directorships held: Tarsons Products Ltd, Aurbindo Pharma Ltd, Himadri Speciality Chemical Ltd, Kolte Patil Developers Ltd



Preeti Gautam Mehta
Independent Director

- Practicing advocate & solicitor and a senior partner of Kanga & Co
- Over 30 years of experience in corporate laws, foreign investments, M&A & PE investments, banking, franchising, and hospitality
- Other Directorships held: Sumitomo Chemicals Ltd, Prpten - E Gov Technologies Ltd, JCB India Ltd



Divya Sameer Momaya
Independent Director

- Holds a bachelor's degree in commerce from the University of Pune
- Partner of D. S. Momaya & Co. LLP and first director of MMB Advisors Private Limited
- Previously worked with BSE Limited and BSEL Infrastructure Realty Limited
- Other Directorships held: GTPL Hathway Ltd, Motilal Oswal Financial Services Ltd, Motilal Oswal Home Finance Ltd



Priyanka Yadav
Independent Director

- Ms. Priyanka Yadav, a Fellow Member of ICSI, holds bachelor's, master's, and law degrees from the University of Mumbai.
- She leads Priyanka Yadav & Associates with 6+ years of experience in corporate laws, NCLT matters, and compliance.
- An expert in listing compliance, IPOs, and corporate restructuring, she advises on governance and legal due diligence.

Thank you!

BLUE JET HEALTHCARE LIMITED



Registered Office

701,702, 7th Floor, Bhumi Raj Costarica,
Sector 18, Sanpada, Navi Mumbai Thane
400705, Maharashtra, India



NSE: BLUEJET, **BSE:** 544009

ISIN: INE0KBH01020

Website: www.bluejethealthcare.com

INVESTOR RELATIONS AT



Blue Jet Healthcare Limited

Sanjay Sinha, Deputy Chief Financial Officer
sanjay.sinha@bluejethealthcare.com



Kunal Bhoite
kunal.bhoite@in.ey.com

Advait Bhadekar
advait.bhadekar@in.ey.com