GOOD PEOPLE
for GOOD HEALTH

July 30, 2025

BSE Ltd.
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

BSE Scrip Code : 506943

Stock Symbol: JBCHEPHARM

Dear Sir,

Sub: Company Presentation

Enclosed is Company's presentation on financial results for the quarter ended on June 30, 2025. The Company proposes to make/circulate this presentation to the investors/analysts.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For J. B. Chemicals & Pharmaceuticals Limited

SANDEEP ANIL PHADNIS

Digitally signed by SANDEEP ANIL PHADNIS
DN: c=IN, postalCode=411038, st=MAHARASHTRA, street=FLAT NO. 18, SWAPNA SOCIETY ,BEDEKAR GANPATI LANE, PAUD ROAD ,PUNE,KOTHRUD ,411038, l=PUNE, o=Personal, serialNumber=cc500fdd638e71336fc58b204e2ba05ea7c4ade49b8fe438e8f254c300dec735, pseudonym=d7e0610cbbec40508ce048426f41b7ed, 2.5.4.20=715f7603f235e5d1d74002aec03d24cf432efd8296e6e1c3c0c80534a90c098e, email=SANDOW.PHADNIS@GMAIL.COM, cn=SANDEEP ANIL PHADNIS
Date: 2025.07.30 17:38:19 +05'30'

Sandeep Phadnis
Vice President – Secretarial
& Company Secretary

Encl: As above

JB Pharma – Q1 FY26

Investor Presentation

July 30, 2025

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JB Pharma At A Glance

Scale	INR 3,918 Cr FY25 Revenue	6 Brands in IPM Top 300	Top 5 CDMO of Lozenges Globally
Domestic	58% Domestic Revenue% (FY25)	#16 Prescription Rank (FY25)	47% FY25 Chronic%[(1)]
Growth	1.6x Outperformance vs IPM (MAT Jun'25)	17% Revenue CAGR (FY22-25)	20% Operating EBITDA CAGR (FY22-25)[(2)]
Profitability and Capital Efficiency	27.7% Operating EBITDA Margin% (FY25)	17% PAT Margin% (FY25)	32% ROCE (FY25[(3)]

Notes – Market Data as per IQVIA

1. **Excluding Ophthal**
2. **Operating EBITDA is after excluding non-cash ESOP Charge**
3. **ROCE = EBIT/(Net Worth + Net Debt - Mutual Fund Investments)**

Q1 FY26 Business Performance

CEO’s Message – Q1 FY26

Nikhil Chopra,
CEO & Whole Time Director

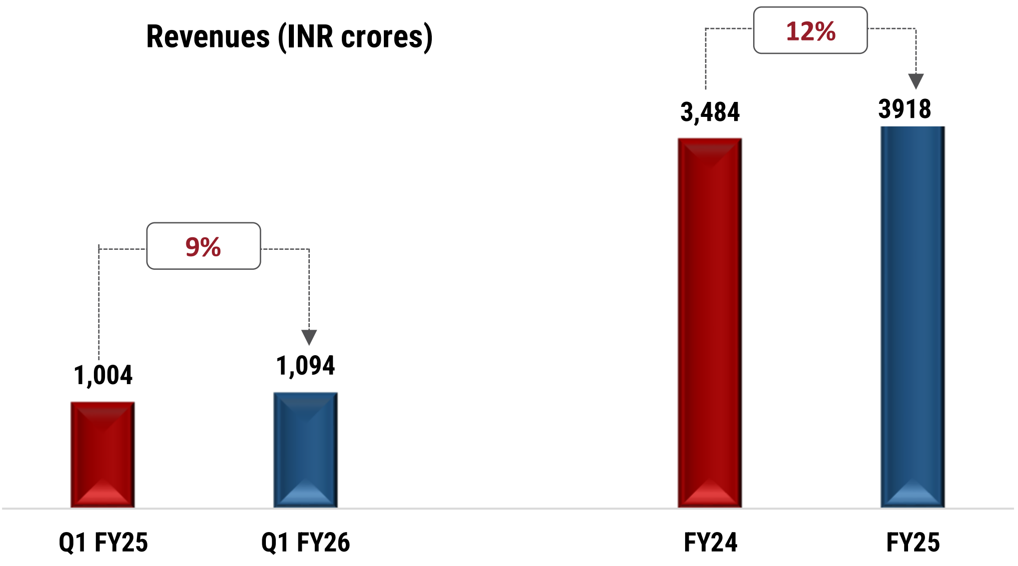
Views on Q1 FY26 business performance

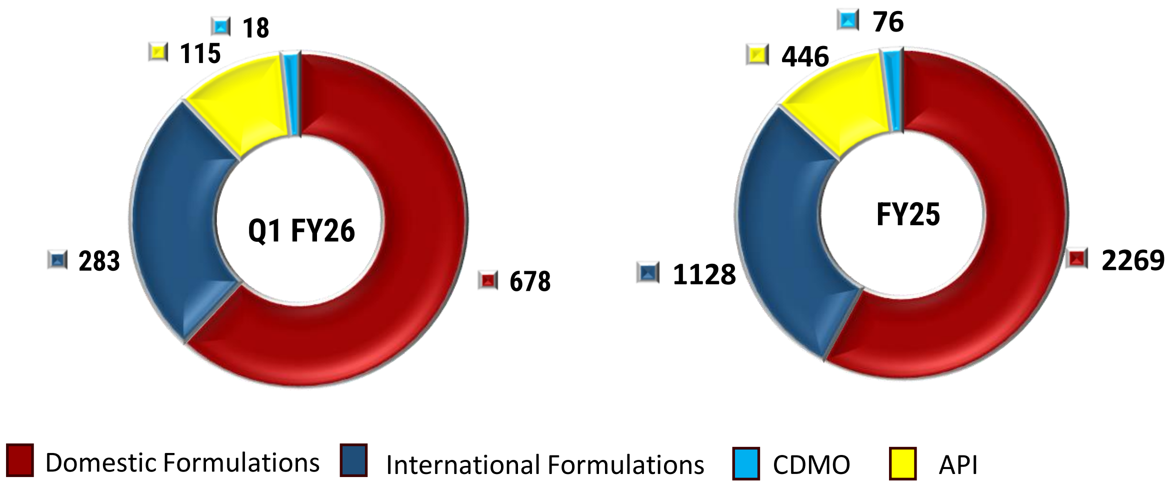
“JB continues to be the fastest growing domestic pharma company amongst top 25 organizations as per IQVIA MAT Jun’25 data. The domestic business recorded approx. 14% value growth. This was driven by acute and chronic segments, including our ophthalmology portfolio. Our major brands & their franchises are also performing well. The CDMO business momentum is likely to sustain in coming quarters. Our Operating EBITDA* margins crossed 30% for the first time, which highlights the results of our strategy of focusing on profitable growth.

Going forward, we will maintain focus on driving topline growth, cost optimization and organizational efficiencies. I am confident that the organization will continue to perform well, with our domestic and CDMO segments leading the way on growth and profitability. We have all the necessary building blocks in place for sustainable growth in the coming years.”

*Operating EBITDA excludes ESOP and one-off charges

Results Overview: Q1 FY26 vs Q1 FY25





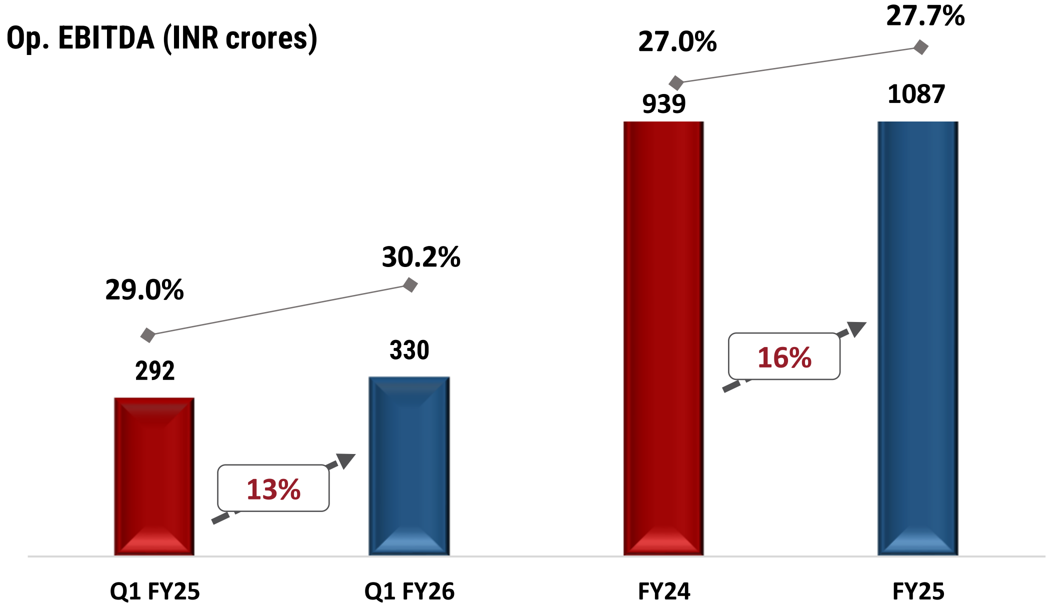
- JB Pharma's revenue grew 9% to INR 1094 crores as compared to INR 1004 crores
- Domestic formulations business recorded revenue of INR 678 crores vs INR 595 crores (YoY growth of 14%) driven by good growth in acute including opthal portfolio and the chronic portfolio
- International business revenue declined marginally to INR 283 crores vs INR 290 crores
  - While overall international business remained muted for Q1 FY26, CDMO business registered high single digit growth

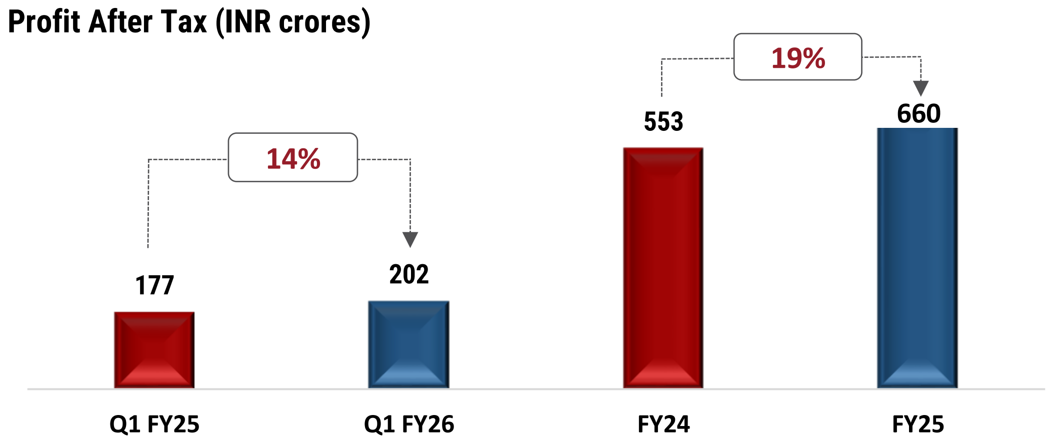
EBITDA Analysis – Q1 FY26

INR crores	Q1 FY26	Q1 FY25	FY25	FY24	
Revenue	**1094**	**1004**	**3918**	**3484**	
Reported EBITDA	301	280	1032	897	
Non Cash ESOP Charge	14	12	55	42	Included in Employee Benefits expense
One-off charge	15	-	-	-	One off charges on account of the proposed merger scheme
***Operating EBITDA**	**330**	**292**	**1087**	**939**	
Operating EBITDA margins	**30.2%**	**29.0%**	**27.7%**	**27.0%**	

***Operating EBITDA (excluding ESOP charge excl one off charge)**

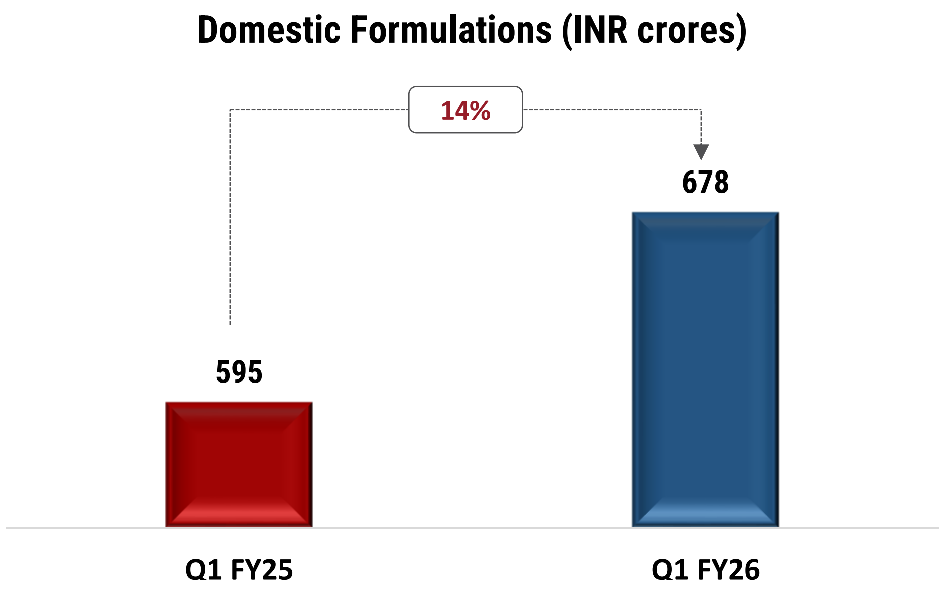
Financial Overview Q1 FY26 vs Q1 FY25

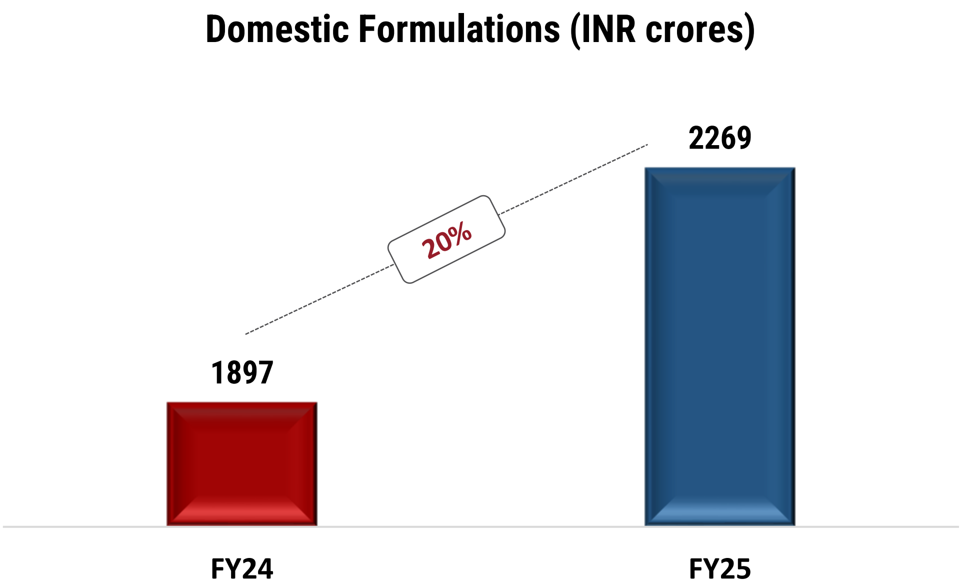




- Operating EBITDA* improved by 13% to INR 330 crores vs INR 292 crores. Operating EBITDA* margin stood at 30.2% v/s 29.0%
- Gross margins increased to 68.3% as compared to 66.2%
  - Cost optimization efforts, favorable business mix and price growth positively impacted gross margin
- Employee Benefit expenses grew by 16% to INR 194 crores
  - ESOP cost was at INR 14 crores v/s INR 12 crores
- Other expenses increased by 16% to INR 252 crores primarily on account of one-off charges due to the proposed merger scheme
- Depreciation increased marginally by 5% to INR 43 crores v/s INR 41 crores
- Net Profit improved by 14% to INR 202 crores v/s INR 177 crores

Domestic Business Q1 FY26 vs Q1 FY25





- Domestic business revenue registered YoY growth of 14% to INR 678 crores vs INR 595 Crores
- As per IQVIA MAT Jun’25 data, JB is the fastest growing company at 13% among the top 25 companies in the country
- As per IQVIA Q1 FY26 data, JB Pharma recorded YoY growth of 13% vs IPM growth of 9%
  - Chronic portfolio registered growth of 15% in Q1 FY26 (IQVIA data)
  - Acute portfolio registered YoY growth of 12% in Q1 FY26 (IQVIA data)
  - Ophthalmology portfolio clocked growth of 19% to INR 57 crores in Q1 FY26
- As per IQVIA Mat Jun’25 data, Razel franchise has crossed INR 100 crores as compared to INR 69 crores in MAT Jun’23
- As per IQVIA MAT Jun’25 data, Azmarda sales was at INR 75 crores v/s INR 69 crores in MAT Jun’24

JB Pharma: Now Ranks #22 in the Indian Pharmaceuticals Market

One of the fastest growing company among the **Top 25** in the IPM as per IQVIA MAT June’25 data

Continues to outperform the IPM growing at **13%** vs **8%** IPM growth as per IQVIA MAT June’25 data

Excluding ophthalmology portfolio, JB Pharma registered YoY growth of 12% (IQVIA MAT June’25 data)

JB registered YoY growth of 13% in Q1 FY26 as per IQVIA June’25 data as compared to the CVM* growth of 9%

13%

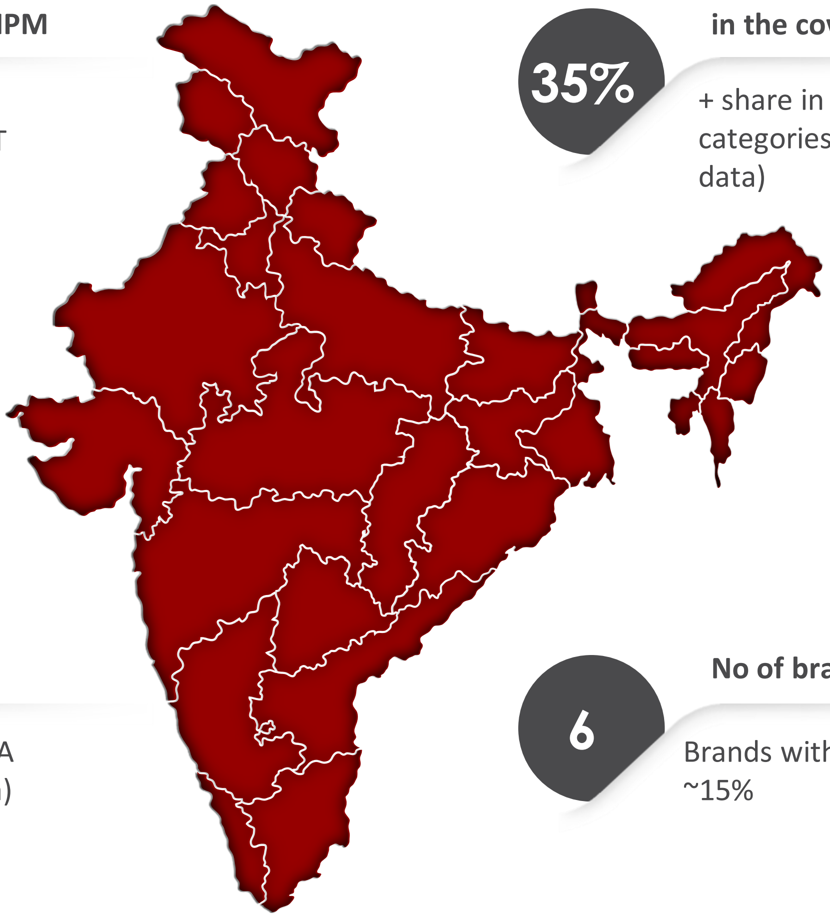
Among top 25, JB is the fastest growing pharma company in the IPM

Vs IPM growth of 8% (IQVIA MAT June’25 data)

35%

Leadership position in the covered markets

+ share in 12 molecule categories (IQVIA MAT Jun’25 data)



22nd

Position in IPM

Rank in IPM (IQVIA MAT June’25 data)

6

No of brands in Top 300

Brands with 4 years CAGR** of ~15%

Note

***** Covered Market***

***IQVIA MAT Jun’25 vs MAT Jun’21 data*

6 Brands now Rank among the Top 300 in the IPM

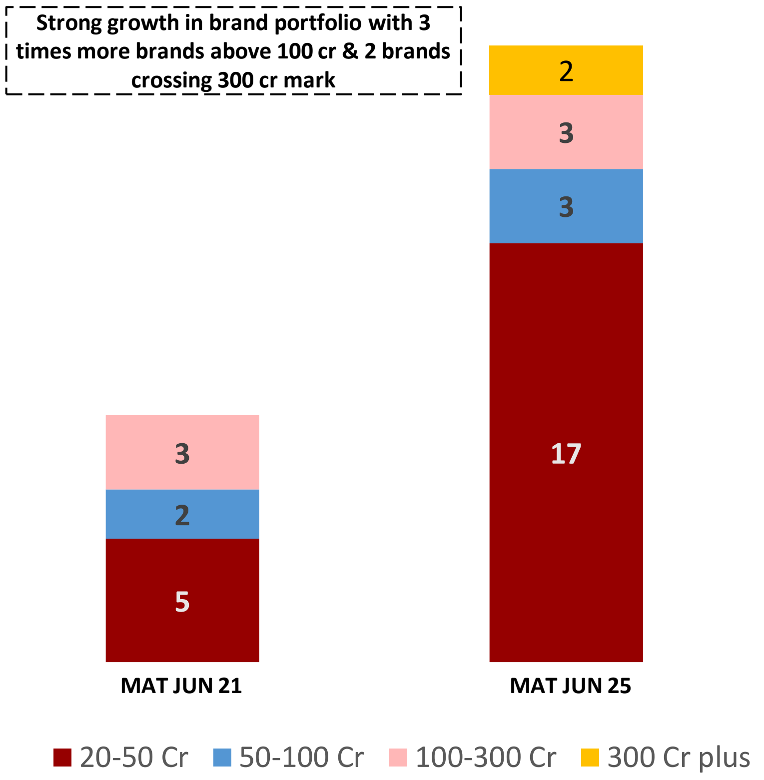
	MAT June'24 Value Sales*	MAT June'25 Value Sales*	MAT June'24 Rank	MAT June'25 Rank
CILACAR®	410	**474**	#30	**#23**
RANTAC®	364	**355**	#38	**#46**
CILACAR-T	187	**238**	#142	**#109**
metrogyl®	212	**234**	#112	**#115**
Nicardia®	180	**210**	#149	**#137**
SPORLAC®	101	**125**	#338	**#276**

Note
All data as per IQVIA
**INR crores*

Building strong Brand franchises….

Building Large Brand Families…

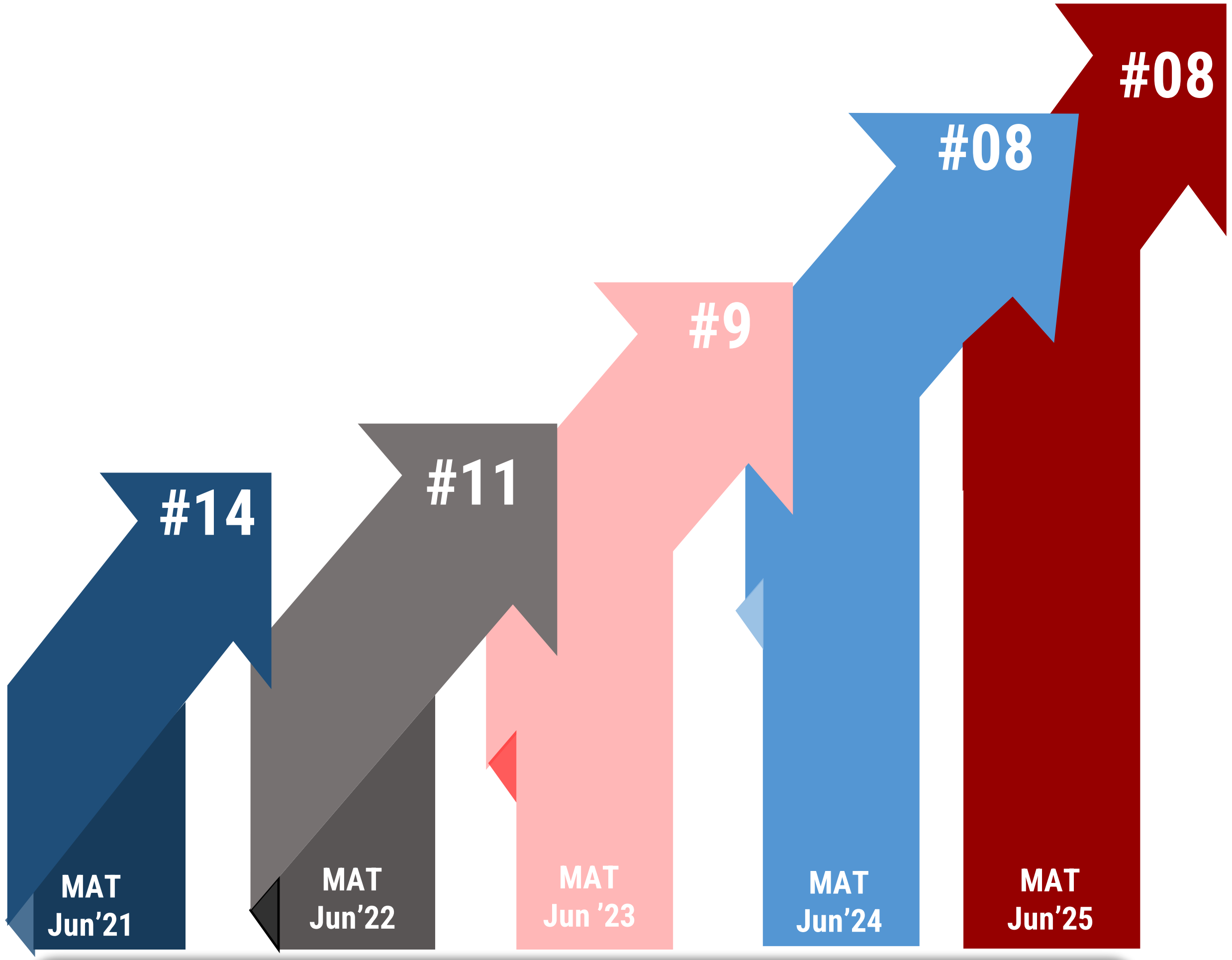
# of Brands by MAT Revenue



…With Strong Capability to Build Brand Franchises through Lifecycle Management

CILACAR®	RANTAC®	metrogyl®
INR 393cr MAT Jun'21 → INR 816cr MAT Jun'25	INR 335cr MAT Jun'21 → INR 427cr MAT Jun'25	INR 220cr MAT Jun'21 → INR 352cr MAT Jun'25
CILACAR T	RANTAC DOM	METROGYL ER
CILACAR M	RANTAC MPS	METROGYL DG
CILACAR TC	RANTAC RD	METROGYL P
CILACAR TM	RANTAC OD	METROGYL O
CILACAR C	RANTAC R	METROGYL M

JB Pharma Ranks Amongst Top 10 In Cardiac Therapy; 3 Brands In Top 25 In Cardiology Segment



Gained 6 ranks over the last 4 years

	MAT Jun'21	MAT Jun'23	MAT Jun'25
CILACAR	4	4	3
Nicardia	35	19	17
CILACAR-T	44	21	14

3 brands in Top 25 in the Cardiology segment

Addition of progressive and strong brands - Azmarda and Razel

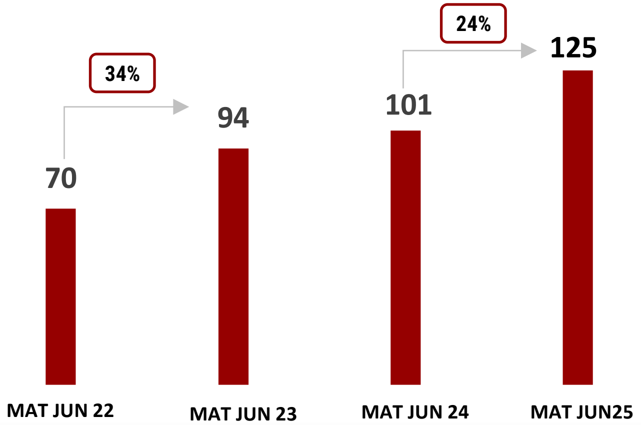
Note
Market data as per IQVIA

…..Capability To Scale Up Acquired Brands Rapidly

SPORLAC®

Another INR 100cr+ Brand

Brand Sales (INR Cr)



Sporlac moved from rank 594 as per IQVIA MAT Jun'22 to 276 in MAT Jun'25

Sporlac Franchise

INR 74cr MAT JUN 22 → **INR 146cr** MAT JUN 25

SPORLAC GG

SPORLAC EVA

SPORLAC PLUS

Azmarda
In HFrEF patients
Sacubitril/Valsartan (50mg / 100mg / 200mg Tablets)

INR 75cr
MAT Jun'25 Sales

15 - 20%
Sacubitril + Valsartan Next 5 Year Expected Market CAGR

Strong Traction Despite LoE

Acquired Pediatrics Brands

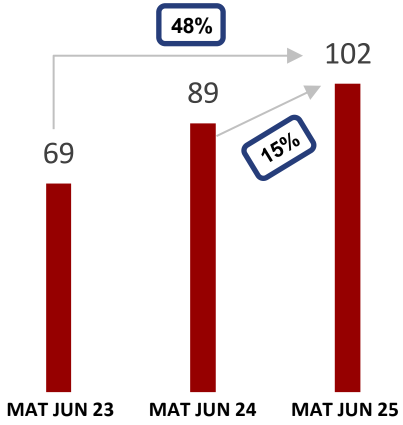
INR 28cr
MAT JUN 25 Sales - Z&D Pediatric Suspension / Syrup

INR 19cr
MAT JUN 22 Sales - Z&D Pediatric Suspension / Syrup

Rapid Growth in Pedia Portfolio

Razel

Franchise Sales (INR Cr)



Fast-Growing Franchise

Ophthalmology Brands

INR 48cr
Q1'FY25

INR 57cr
Q1'FY26

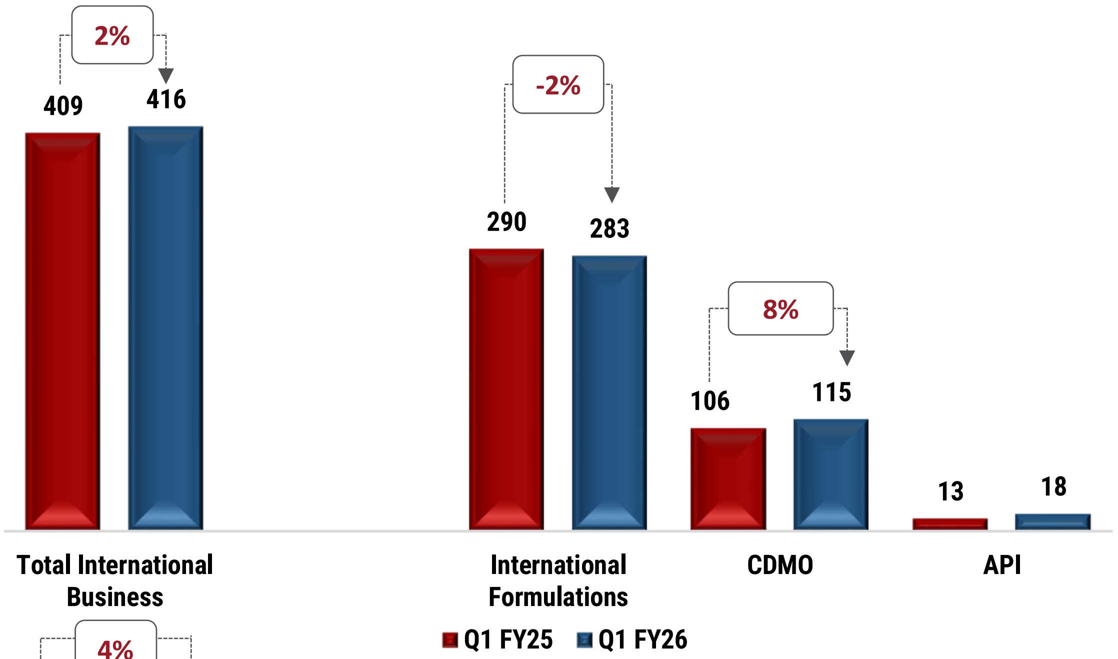
120
Personnel Dedicated Field Force & Managers

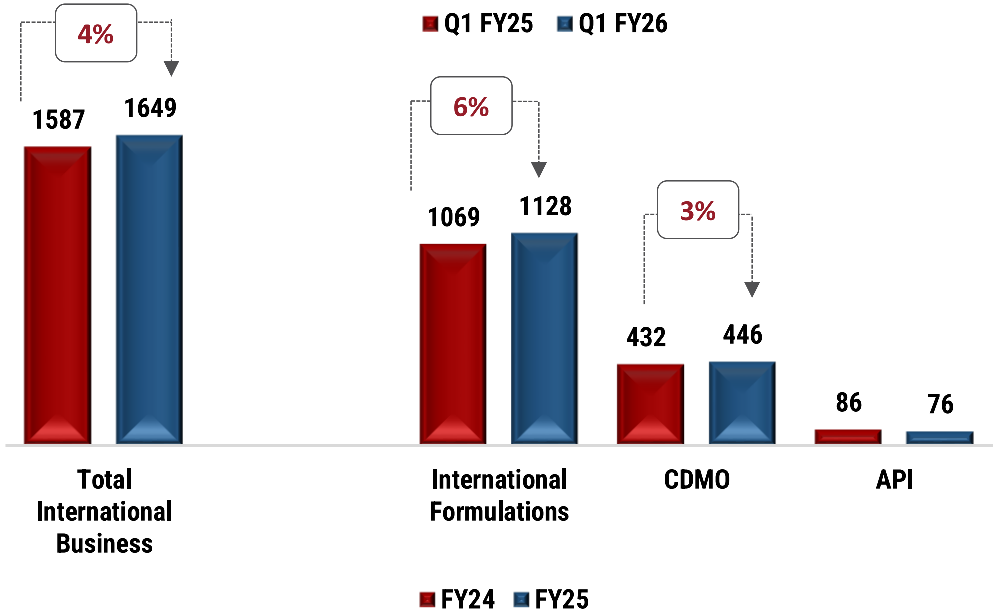
Ophthalmology Portfolio Gaining Momentum

Note

Market data as per IQVIA

International Business Q1 FY26 vs Q1 FY25





- International business recorded revenue of INR 416 crores vs INR 409 crores registering growth of 2%
- International formulations business registered YoY decline of 2% to INR 283 crores vs INR 290 crores
  - While Branded generics exports business recorded growth for Q1 FY26, the other businesses viz. Russia, US & South Africa remained flat or marginally declined for the quarter
- CDMO business registered growth of 8% to INR 115 crores vs INR 106 crores
  - CDMO business momentum to continue
- API business grew to INR 18 crores from INR 13 crores recording YoY growth of 38%

Q1FY26 and FY25 Financial Performance (Consolidated)

Particulars	Q1 FY26	Q1 FY25	YoY Growth	FY25	FY24	YoY Growth
Revenue from Operations	**1094**	**1004**	9%	**3918**	**3484**	12%
Cost of Goods Sold	347	340	2%	1317	1182	11%
Gross Profit	**747**	**665**	**12%**	**2601**	**2302**	**13%**
Gross Profit Margins	***68.3%***	***66.2%***		***66.4%***	***66.1%***	
Employee Benefit Expenses	194	167	16%	688	601	14%
Other Expenses	252	217	16%	882	804	10%
EBITDA	**301**	**280**	**7%**	**1032**	**897**	**15%**
EBITDA Margins	***27.5%***	***27.9%***		***26.3%***	***25.7%***	
Finance Costs	1	6	-80%	12	44	
Depreciation	43	41	**5%**	171	138	24%
Profit before Tax (Operating)	**257**	**234**	**10%**	**849**	**714**	**19%**
Other Income	15	6	147%	38	37	3%
Profit before Tax	**272**	**240**	**13%**	**887**	**752**	**18%**
Tax Expenses	69	63	10%	228	199	14%
Profit after Tax	**202**	**177**	**14%**	**660**	**553**	**19%**

Note

All figures in INR crores

About JB Pharma

J.B. Pharma (BSE: 506943 | NSE: JBCHEPHARM | ISIN: INE572A01028), established in 1976, is one of the fastest growing pharmaceutical companies in India and a leading player in the hypertension segment. Besides its strong India presence, which accounts for majority of its revenue, its other two home markets are Russia and South Africa. In India, the company has six brands among the top 300 IPM brands in the country. The company exports its finished formulations to over 40 countries including the USA. Besides supplying branded generic formulations to several countries, it is also a leader in the manufacturing of medicated lozenges. The company ranks amongst the top 5 manufacturers globally in medicated and herbal lozenges. It has eight state of the art manufacturing facilities in India including a dedicated manufacturing facility for lozenges. The manufacturing facilities are certified by leading regulators across the world.

For more details on J.B. Pharma, please visit www.jbpharma.com.

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Thank you

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