



Press Release

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Mumbai, May 21, 2019

J.B. Chemicals announces strong Q4 results

J.B. Chemicals & Pharmaceuticals Ltd. (JBCPL) today announced its standalone audited financial results for the quarter ended on March 31, 2019 as well as consolidated audited financial results for 2018-19, the summary of which is as under:

Financial Performance: Standalone

(Rs. in crores)

| Particulars | Q4 | | YoY Growth (%) | Year-ended | | YoY Growth (%) |
|-------------------------|---------|---------|----------------|------------|----------|----------------|
| | 2018-19 | 2017-18 | | 2018-19 | 2017-18 | |
| Sales | 367.65 | 311.80 | 17.91% | 1,464.45 | 1,222.81 | 19.76% |
| Other Operating income | 11.50 | 6.68 | 72.16% | 36.74 | 31.39 | 17.04% |
| Other Income | 15.29 | 11.45 | 33.54% | 40.22 | 35.79 | 12.38% |
| Total Income | 394.44 | 329.93 | 19.55% | 1,541.41 | 1,289.99 | 19.49% |
| Operating Profit (EBIT) | 48.06 | 26.30 | 82.74% | 233.16 | 146.67 | 58.97% |
| EBITDA | 59.47 | 39.34 | 51.17% | 287.99 | 202.62 | 42.13% |
| Profit before tax | 62.49 | 36.80 | 69.81% | 269.27 | 179.04 | 50.40% |
| Profit after tax | 42.18 | 22.06 | 91.21% | 182.06 | 128.00 | 42.23% |
| EPS (Rs.) (FV 2) | 5.13 | 2.63 | | 22.15 | 15.24 | |

Financial Performance: Consolidated

(Rs. in crores)

| Particulars | Year ended | | YoY Growth (%) |
|-------------------------|------------|----------|----------------|
| | 2018-19 | 2017-18 | |
| Sales | 1,606.75 | 1,385.97 | 15.93% |
| Other Operating income | 36.45 | 27.00 | 35.00% |
| Other Income | 41.44 | 37.11 | 11.67% |
| Total Income | 1,684.64 | 1,450.08 | 16.18% |
| Operating Profit (EBIT) | 249.75 | 160.34 | 55.76% |
| EBITDA | 305.39 | 217.31 | 40.53% |
| Profit before tax | 286.99 | 193.95 | 47.97% |
| Profit after tax | 193.47 | 138.34 | 39.85% |
| EPS (Rs.) (FV 2) | 23.54 | 16.52 | |

Sales Performance: Standalone

(Rs. in crores)

| Sales | Q4 | | YoY Growth (%) | Year ended 2017-18 | | YoY Growth (%) |
|-----------------------|---------------|---------|----------------|--------------------|----------|----------------|
| | 2018-19 | 2017-18 | | 2018-19 | 2017-18 | |
| Domestic Formulations | 161.90 | 139.24 | 16.27% | 674.63 | 583.29 | 15.66% |
| Formulations exports | 175.19 | 149.56 | 17.13% | 686.51 | 537.88 | 27.63% |
| API Business | 25.32 | 20.55 | 23.21% | 83.45 | 92.76 | (10.04%) |
| Other Sales/Income | 5.24 | 2.45 | 113.87% | 19.86 | 8.89 | 23.40% |
| Total Sales | 367.65 | 311.80 | 17.91% | 1,464.45 | 1,222.82 | 19.76% |

- EBIDTA of 16.18% for the quarter is higher by 28.21% compared to the same quarter last year. The enhanced profitability is a result of favourable product mix. EBIDTA for the year stands at 19.67% compared to 16.57% in the previous year.
- The increase in other income is mainly due to higher yield on mutual fund investments.
- During the quarter, Unique division's formulations sales in the domestic market amounted to Rs. 149.08 crores, which shows growth of 17.1%. The expanded field force has helped achieve better product-mix during the quarter. Growth in this business for 2018-19 stands at 15.6%.
- During the quarter, contrast media products sales at Rs. 12.81 crores registered growth of 7.7%. Sales for the year 2018-19 in this business stands at Rs. 52.09 crores with growth of 17%.
- Formulations exports to Rest of the World at Rs. 125.78 crores registered growth of 10.6%. Exports to these markets for the year 2018-19 amounted to Rs. 484.88 crores, which shows growth of 21.8%. Sales to the US for the year 2018-19 were at Rs. 179 crores.

For FY 2018-19, Company's South African subsidiary at sales of 331.97 million Rand registered growth of 20.76%, while its profit after tax at 20.83 million Rand registered growth of 38.50%.

- The exports to Russia-CIS market registered growth of 29.70% (after removing the base effect) with sales of Rs. 30.24 crores.
- Though API sales registered growth of 23.2%, the yearly sales were 10% lower due to lower off-take by a new customer.

About JBCPL:

JBCPL, one of India's leading pharmaceutical companies, manufactures & markets a diverse range of pharmaceutical formulations, herbal remedies and APIs. JBCPL exports to many countries worldwide with presence in US, Europe, Australia, South Africa, other developing countries, Russia and CIS. The Company continues to invest in growing its share in the regulated markets such as USA, Europe and Australia. JBCPL has a strong R & D and regulatory set-up for development of new drug delivery system and formulations, filing of ANDAs and DMFs. Its State-of-the-Art manufacturing facilities are approved by health authorities of important regulated markets.

For more information on JBCPL visit our website at www.jbcpl.com. For more details, you may contact:

M.C. Mehta
Company Secretary and Vice President- Compliance
J. B. Chemicals & Pharmaceuticals Ltd.
91 22 2439 5311

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Forward Looking Statements:

This Press Release may contain Forward Looking Statements regarding future events and future performance of J.B. Chemicals & Pharmaceuticals Ltd. that involve risks and uncertainties that could cause actual results to differ materially from those that may be indicated by such statements.