



JAGSONPAL PHARMACEUTICALS LIMITED

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CIN No. L74899DL1978PLC009181

Date: February 21, 2022

To, The Department of Corporate Services- Listing BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001	To, The Department of Corporate Services- Listing National Stock Exchange of India Ltd Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai – 400 051
Scrip Code: 507789	Symbol: JAGSNPHARM

SUBJECT: INVESTOR PRESENTATION

Dear Sir/ Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“**Listing Regulations**”), we’re enclosing the Investor Presentation.

Kindly take the above on record & oblige.

For JAGSONPAL PHARMACEUTICALS LIMITED



Nandita Singh
Company Secretary cum Compliance Officer



Jagsonpal Pharmaceuticals Limited

Corporate Presentation

February 2022

Disclaimer

This presentation contains statements that constitute “forward looking statements” including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance. While these forward looking statements represent our judgment and future expectations concerning the development of our business, such statements reflect various assumptions concerning future developments and a number of risks, uncertainties and other important factors that could cause actual developments and results to differ materially from our expectations.

These factors include, but not limited to: 1) change in the general market and macro-economic conditions, 2) governmental and regulatory trends, 3) successful implementation of our strategy, R&D efforts, growth & expansion plans and technological changes, 4) movements in currency exchange and interest rates, 5) increase in the competitive pressures and technological developments, 6) changes in the financial conditions of third parties dealing with us, 7) changes in laws and regulations that apply to our customers, suppliers and the pharmaceutical industry.

Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results, performance or achievements of Jagsonpal Pharmaceuticals Limited may vary materially from those described in the relevant forward-looking statements.

The information contained in this presentation is current, and if not stated otherwise, made as of the date of this presentation. The Company undertakes no obligation to update or revise any information in this presentation as a result of new information, future events or otherwise.

This presentation is for information purpose only and is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, as amended, or the rules made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India.

Jagsonpal Pharmaceuticals at a Glance

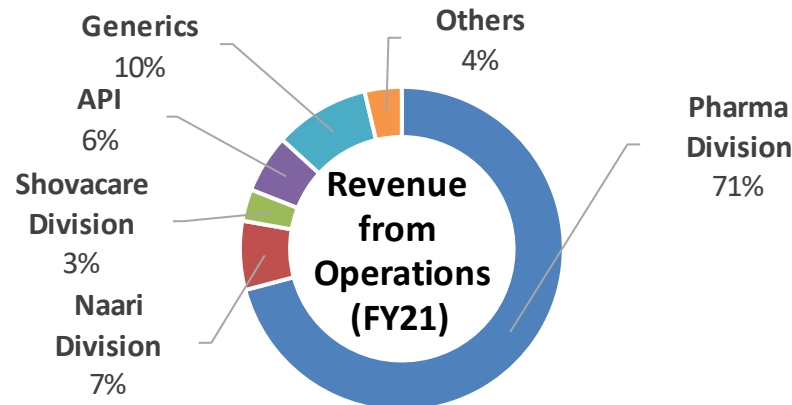
Founded in **1964**, track record of **~47** years

FY21 Revenue from Operations⁽¹⁾: **INR 188cr.**
 FY21 EBITDA⁽¹⁾: **INR19cr.**
 FY21 PAT: **INR17cr.**

70%+
 Focus on Gynaec and Orthopedic Therapy Segments⁽²⁾

Field force of **600+** personnel

5+ Brands
 among top 10 brands with #1/#2 Market Positions



Divisional Overview

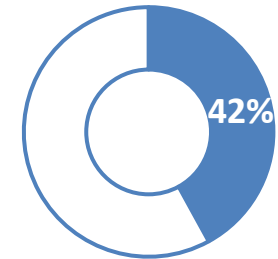
Division	Brief Overview	Key brands	Revenue contribution within formulations business (FY21) ⁽¹⁾
Pharma Division	Houses major brands across various specialties such as gynecology, ortho and anti-biotics among others	<ul style="list-style-type: none"> ■ Maintaine ■ Indocap ■ Lycored ■ Metadec 	88%
Naari Division	Dedicated gynecology division with doctor coverage targeted towards gynecologists and GP / CPs with gynec focus	<ul style="list-style-type: none"> ■ Endoreg ■ Cystelia ■ Fibrystone 	8%
Shovacare Division	OTC division of Jagsonpal	<ul style="list-style-type: none"> ■ Ringcutter 	4%

Overview of Gynecology Portfolio

Overview

- Product portfolio with indications including female infertility, pregnancy supervision, uterine dysfunction, irregular menstruation
- In addition to the key brands below, Company has recently launched two **Dydrogesterone** formulations under the brand names **Divatrone** and **Proretro** in August 2021
- More than 2,000 doctors** have already started prescribing Jagsonpal's Dydrogesterone
- Expected to be a **key growth driver** going forward

FY21 Revenue Contribution⁽²⁾



Key Brands

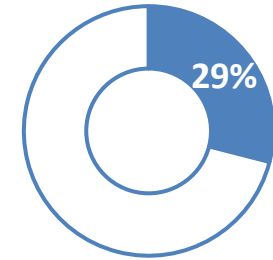
Brands	Maintaine Inj	Maintaine Tab	Lycored	Endoreg	Fibrystone
Indication	Threatened, Habitual and Spontaneous Abortion, Preterm Delivery	Threatened, Habitual and Spontaneous Abortion, Pre Eclampsia, IUGR	Male & Female Infertility, Preeclampsia, IUGR, Oxidative Stress	Endometriosis, EAPP, Primary & Secondary Dysmenorrhea, Pre- and Post-Operative	Uterine Fibroids, Pre-Operative for Fibroids
IPM Rank (June-21) ⁽¹⁾	#2	#1	#2	#4	#8
Domestic Market Share (June-21) ⁽¹⁾	19%	49%	14%	10%	2%
MAT June-21 Sales ⁽¹⁾	INR 20Cr.	INR 12Cr.	INR 18Cr.	INR 6Cr.	INR 3Cr.

Overview of Orthopedic Portfolio

Overview

- Product portfolio with indications including osteoarthritis, arthritis, rheumatoid arthritis and gout

FY21 Revenue Contribution⁽²⁾



Key Brands

Brands	Indocap	Metadec	COLLA-2 (New Launch)
Indication	Arthritis, Back Pain, Gout, Ankylosing Spondylitis, Headaches	Osteoporosis, Fracture Healing	Osteoarthritis, Joint Pain
IPM Rank (June-21) ⁽¹⁾	#1	#2	#22
Domestic Market Share (June-21) ⁽¹⁾	68%	13%	1%
MAT June-21 Sales ⁽¹⁾	INR 23Cr.	INR 20Cr.	INR 2Cr.

Footnote: (1) Source: AIOCD MAT Jun'21; (2) Denominator is Revenue from Operations excluding Generics, API and Others Division

Financial Performance

INR Cr. (FYE March)	FY20	FY21	% YoY Growth	9MFY21	9MFY22	% YoY Growth
Revenue from Operations⁽¹⁾	159	188	19%	145	174	20%
EBITDA⁽¹⁾	9	19	123%	14	25	80%
<i>% Margin</i>	<i>5%</i>	<i>10%</i>		<i>10%</i>	<i>14%</i>	
PAT	8	17	116%	12	20	64%
<i>% Margin</i>	<i>5%</i>	<i>9%</i>		<i>8%</i>	<i>11%</i>	

Potential Levers for Future Growth and Operational Improvement Initiatives

- Management has identified potential growth levers and operational improvement initiatives. The implementation of the growth levers and initiatives could contribute to high-teens revenue growth over the next 5 years⁽¹⁾ and EBITDA margins above 20%
- The growth levers include:
 - Increasing market penetration for existing products
 - Extending geographic reach of existing products to new markets
 - Identifying new indications for existing products
 - Launching adjacent therapies in women’s health and orthopedic segments
 - Expanding into new therapeutic areas where the company is not currently present
- The growth levers are supported by operational improvement initiatives including:
 - Improvement in salesforce productivity, leading to higher PCPM⁽²⁾ sales
 - Closure of Faridabad plant, resulting in lower operational costs
 - Shift from existing depot model to C&F model, resulting in lower distribution costs

Thank you