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108/LG/SE/MAY/2024/GBSL

May 29, 2024

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort, Mumbai – 400 001  
**Scrip Code: 509079**

To,  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051  
**Scrip Symbol: GUFICBIO**

**Subject: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on Audited Financial Results of the Company for the quarter and financial year ended March 31, 2024.

Kindly take the same on record.

Thanking You,

Yours truly,

**For Gufic Biosciences Limited**

**Ami Shah**  
**Company Secretary & Compliance Officer**  
**Membership No. A39579**

**Encl.: As above**



**Investor Presentation**  
May 2024



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# H2 FY24 Business & Financial Highlights

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## H2 FY24 Business Highlights

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### Indore Capex Update:

**Ongoing Manufacturing Facility Qualification and Trial Runs:** We are conducting thorough media fill validation studies prior to commencing commercial production. Media fill validation, also known as aseptic process simulation, involves filling vials with a sterile growth medium under aseptic conditions, simulating the actual production process, to assess the robustness of sterility and aseptic techniques of the manufacturing process. This will potentially lead to faster regulatory approvals and certifications

**Completed Pre-audit by a distinguished ex international regulatory inspector:** A pre-audit conducted by a distinguished ex international regulatory inspector will aid us to improve our preparedness for regulatory inspections. Their expertise, objective assessment, and practical recommendations help ensure compliance, improve operational processes, and build confidence within our team. We anticipate that this proactive approach can ultimately lead to smoother inspections, fewer regulatory hurdles, and a stronger compliance posture.

**Progress on the product pipeline:** We commenced product development work on 40+ niche products such as

**Product A:** Known for its unique mechanism as a partial agonist at dopamine D2 receptors, offering a balanced approach to treating schizophrenia and bipolar disorder with fewer side effects.

**Product B:** Distinct as a second-generation non-nucleoside reverse transcriptase inhibitor (NNRTI) used in the treatment of HIV, notable for its efficacy in patients with high viral loads and its improved safety profile.

**Product C:** Unique for its dual action on dopaminergic and serotonergic pathway activity in the brain, making it effective in treating both positive and negative symptoms of schizophrenia.

**Product D:** Recognized for its combination of B vitamins and diclofenac, providing both anti-inflammatory effects and nerve health support, particularly useful in treating neuropathic pain.



# H2 FY24 Business Highlights

## Critical Care Division

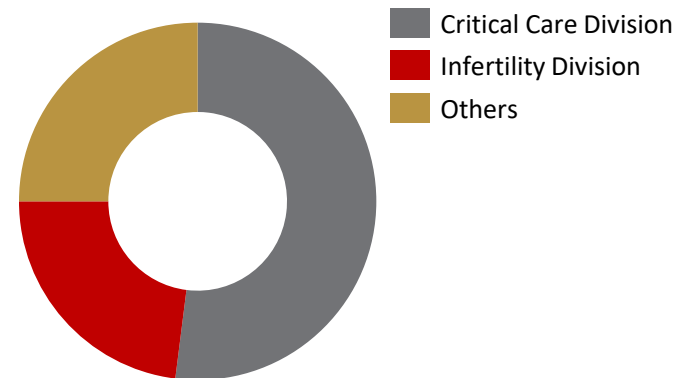
Critical Care has achieved sustained growth through enhanced market penetration and continued leadership in niche antibacterial and antifungal products. Our unique engagement initiatives with patients, doctors, and hospitals have further solidified our position. Looking ahead, our differentiated product pipeline is poised to significantly boost our overall market share in the critical care sector

**Market Penetration and Preference:** Gufic's Critical Care brands have successfully penetrated over 2000 hospitals, earning recognition as the preferred choice among medical professionals. Renowned brands such as Guficap, Micafung, Polyfic, Ticofic, Tigefic, Doxific, and Merofic are highly favored by both doctors and hospitals.

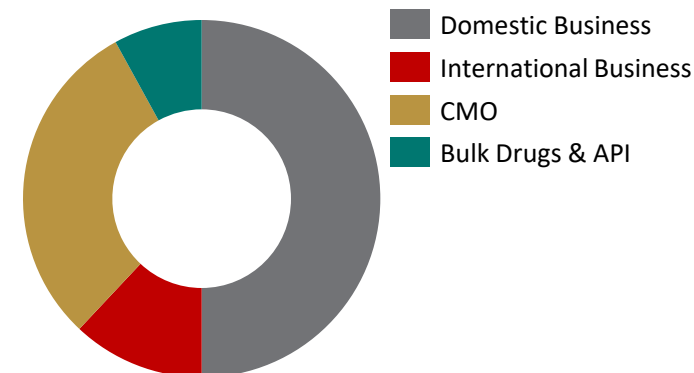
**Market Leadership:** Our Critical Care division holds more than 25% market share domestically for Caspofungin, Micafungin, and Polymaxin B. Additionally, our newly launched brand in the ceftazidime + avibactam market has rapidly gained traction, now representing 15% of the market and securing the position of the 2nd ranked brand in this category.

**Sankalp - Gufic's First Patient Assistance Program:** We are proud to introduce Sankalp, Gufic's inaugural Patient Assistance Program, designed to support economically strained patients requiring long-term therapy. Doctors will enroll eligible patients, who will receive free therapy delivered to their doorstep along with periodic reminders and wellbeing checks. In the first phase, 50 doctors and 500 patients are participating. An independent agency will manage and maintain data transparently and compliantly. Sankalp will enhance the Criticare franchise's goodwill and patient engagement by providing essential support to those in need, fostering trust and loyalty among patients and healthcare providers.

## Domestic Business Breakup



## Total Revenue Breakup





# H2 FY24 Business Highlights

## Differentiated launches:

**Merofic Dual Chamber Bag (Meropenem DCB):** A first-of-its-kind innovation in India. This closed drug delivery system ensures zero human intervention, setting a new standard in medication safety and efficacy. The Merofic Dual Chamber Bag sets Gufic apart in the competitive market for critical care drugs like meropenem. This innovative approach can be applied to other molecules, providing a distinct competitive advantage by offering superior stability, safety, and convenience. With the introduction of dual chamber bags, Gufic is poised to enhance its market position and lead the way in advanced drug delivery systems.

**Dalbavan (Dalbavancin):** Dalbavancin is a second-generation lipoglycopeptide antibiotic for the treatment of serious bacterial infections such as acute bacterial skin and skin structure infections (ABSSSI). Unlike comparable molecules in this category, which require multiple daily doses, dalbavancin's extended half-life allows for weekly dosing. This significantly reduces the treatment burden on patients and healthcare providers.

## Niche Molecule Pipeline:

Drug	Type	Significance
Drug 1	Broad-Spectrum Tetracycline Derivative	It has been shown to be effective against both Gram-positive and Gram-negative bacteria, offering a significant advantage in treating complex infections where the causative pathogen may not be immediately known. The molecule offers both intravenous and oral formulations, providing flexibility in the management of infections, especially during the transition from hospital to outpatient care.
Drug 2	Next-Generation Carbapenem	Shown to be effective against a variety of drug-resistant bacterial pathogens, including resistant strains of Streptococcus pneumoniae, making it a valuable option for treating pediatric infections. Unlike traditional carbapenems which are administered intravenously, this molecule can be administered orally, providing greater flexibility in treatment settings.
Drug 3	Next-Generation Echinocandin Antifungal	This molecule has a significantly longer half-life compared to other echinocandins, allowing for once-weekly dosing, which improves patient compliance and convenience. The novel structure of this molecule helps reduce the likelihood of resistance development, maintaining its effectiveness over time.
Drug 4	Advanced Beta-Lactam Antibiotic + Beta-Lactamase Inhibitor	Clinically versatile molecule, provides a valuable treatment option for serious infections like complicated intra-abdominal infections, complicated urinary tract infections, and hospital-acquired pneumonia, especially where resistance to other antibiotics is prevalent.
Drug 5	Next-Generation Azole Antifungal	Effective against a wide range of fungal pathogens, including both Candida and Aspergillus species, which are common in severe fungal infections. As a prodrug, it converts into the active antifungal in the body, ensuring higher bioavailability and better tissue penetration compared to other azole antifungals.



### In-licensed a novel pain management solution, first time in India

**Type of Molecule:** Synthetic Analgesic with mechanism of action similar to an opioid without any of its side effects

**Therapeutic Category:** Pain Management

**Mechanism of Action:** a unique mechanism of action. It acts as both an agonist and an antagonist at opioid receptors:

**Mu-Opioid Receptor Antagonist:** It binds to mu-opioid receptors but does not activate them fully. This partial antagonism reduces the risk of typical opioid-related side effects such as respiratory depression and euphoria, which are commonly associated with opioid misuse and addiction.

**Kappa-Opioid Receptor Agonist:** It activates kappa-opioid receptors, which are responsible for its analgesic effects. Activation of these receptors provides effective pain relief, especially for moderate to severe pain.

#### **Unique Features and Differentiation:**

**Once a week pain management product:** First in the category of pain management.

**Reduced Risk of Respiratory Depression:** Unlike traditional opioids, the antagonistic effect at mu receptors makes it less likely to cause severe respiratory depression, a common and dangerous side effect of many opioids.

**Lower Abuse Potential:** The partial antagonism at mu receptors reduces the euphoric effects, decreasing the potential for abuse and dependence compared to other opioids like morphine or oxycodone.

**Effective Pain Relief:** As a kappa-opioid receptor agonist, it provides robust pain relief, making it suitable for managing moderate to severe pain, including postoperative pain.

**Ceiling Effect:** It exhibits a ceiling effect for respiratory depression and analgesia, meaning that beyond a certain dose, the risk of respiratory depression does not increase, enhancing its safety profile.

**Patent:** The patent period for the said product in India is until 2031





## H2 FY24 Business Highlights

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### Ferticare Division

**All round growth:** There was a healthy growth in this division, driven by better doctor coverage, improved product offering and field efficiency

### **Pipeline:**

Strengthened the assisted reproductive technologies (ART) portfolio by launching differentiated products that are difficult to manufacture:

**Ultra-purified HMG:** We have used advanced purification techniques to improve the isolation of gonadotropins from urine of postmenopausal women. The purification process enhances the biological activity of the gonadotropins, making them more effective at stimulating ovarian follicles and improving the chances of successful ovulation and pregnancy for patients who do not respond to regular HMG. The outcome of trials indicate that Gufic's ultra-purified HMG is superior to other Indian brands and at par with the innovator.

**r-FSH:** Recombinant follicle-stimulating hormone (rFSH) offers significant benefits in fertility treatments, primarily due to its high purity and consistency. Produced through advanced recombinant DNA technology, rFSH is free from urinary proteins and contaminants, reducing the risk of allergic reactions and infections. Its standardized production process ensures uniform potency and composition, leading to more predictable and effective clinical outcomes. We have submitted documents to DCGI. This is a niche molecule with very few peers due to the complexity in the manufacturing process. The domestic market for this molecule has significant growth potential.

**Guficin Alpha:** Recurrent implantation failure is a complex condition resulting from the failure to achieve a clinical pregnancy after the transfer of good-quality embryos through in vitro fertilization (IVF) or intracytoplasmic sperm injection (ICSI) across multiple cycles. Guficin Alpha is effective in recurrent implantation failure by modulating the immune response, reducing inflammation, enhancing endometrial receptivity, controlling autoimmune reactions, and boosting cellular immunity. These combined effects create a more favourable uterine environment for successful embryo implantation and pregnancy maintenance.



## H2 FY24 Business Highlights

### Sprak, Stellar & Healthcare Division:

Spark, Stellar & Healthcare division has continued to grow due to our comprehensive strategy, which includes knowledge-sharing programs, portfolio diversification, and enhanced field force efficiency. Some of the key initiatives driving this growth are:

**Knowledge Sharing Programs:** Conducted over 10 healthcare education programs, engaging specialists in orthopedics, gynecology, and Ayurveda. These initiatives have reached more than 100 doctors to date. Our goal for this quarter is to expand to at least 40 programs, targeting over 500 doctors.

**Diagnostic Camps:** In addition to these educational efforts, we have organized more than 100 uric acid and bone mineral density (BMD) detection camps as part of our patient awareness program. These camps are held across the country, screening over 2,000 patients each month.

**Stretch Nil Initiative:** To promote our stretchmark reduction product, Stretch Nil, we have introduced the Stretchmark Meter, a first-of-its-kind innovation in India. This device helps pregnant patients assess their likelihood of developing stretchmarks, allowing for timely and appropriate preventative treatment. We have applied for a patent for the Stretchmark Meter. This proactive approach ensures that treatment begins early and is targeted to those most at risk, as stretchmarks are irreversible once formed.

### **Pipeline:**

**Extended-release dydrogesterone:** Offers significant benefits over regular dydrogesterone, including improved dosing convenience, consistent therapeutic effects, enhanced patient compliance, and potential for improved efficacy. The current conventional dydrogesterone market is approximately ₹1000 crore. With an anticipated shift of at least 50% towards extended-release formulations, this transition presents a significant growth opportunity for us to capitalize on.

**Topical Cannabis 3%:** Introduce Gufican/Gufibis, India's first topical cannabis 3% formulation for pain management. Gufican/Gufibis is effective for various pain conditions, such as arthritis, muscle soreness, and neuropathic pain, offering a novel solution for patients seeking effective pain relief.



## H2 FY24 Business Highlights

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### Sparsh Division

**Uniqueness and Market Approach:** The Sparsh Division stands out for its direct-to-hospital distribution model. This innovative approach provides better visibility of sales and offers hospitals more competitive pricing.

### **Strong Market Penetration:**

**Extensive Hospital Network:** In a short span, the Sparsh Division has established business channels with over 1400 hospitals as of YTD March 2024. This significant achievement showcases the commitment of the field force, leadership, and the enhanced quality and efficiency of the supply chain, contributing to greater transparency.

**Expanding Workforce:** The team has grown to 66 members, with recent expansion into Gujarat.

**High Retention Rate:** We have achieved 100% retention in onboarded hospitals, reflecting the satisfaction and trust of our clients.

**Positive Feedback:** Initial feedback indicates that our approach significantly reduces costs for hospitals, ensuring customer stickiness and enabling us to broaden our offerings.

**Complete Tertiary Sales Visibility:** We have achieved 100% visibility on tertiary sales (product to hospital), a major challenge in the industry. This transparency aids in strategic pricing, marketing initiatives, product delivery, availability, and new molecule launches.

**Comprehensive Product Range:** On average, we sell a basket of 30 SKUs to each hospital, ensuring a significant share of the hospital's medication consumption.

### **Strategic Positioning and Future Growth:**

**Strong Network:** With a robust network of hospitals, we are well-positioned to launch value-added products such as contrast media, differentiated PPIs, and high-end cardiac products.

**Versatile Coverage:** Our hospital coverage now includes a range of facilities, from leading super-specialty nephrology chains to large multi-specialty hospitals and small clinics, fulfilling our vision of reaching the unreached.



## H2 FY24 Business Highlights

### Aestherderm Division:

The division is steadily growing, driven by knowledge sharing and unique training programs such as

**Aesthaderm's GROW Program: Advancing aesthetic dermatology by training doctors in the effective use of botulinum toxin.**

### **Benefits of the GROW Program:**

**Training Young Dermatologists:** The program focuses on teaching young and existing dermatologists the art of facial aesthetics under the guidance of renowned trainers. This hands-on training enhances their practice, ultimately benefiting their patients.

**Democratizing Botulinum Toxin Use:** By expanding the knowledge and skills of more practitioners, the GROW program democratizes the use of botulinum toxin, previously limited to a few experts. This inclusivity helps broaden the user base and increases the number of skilled injectors.

**Expanding Market Reach:** As more doctors become proficient in using botulinum toxin, the market for these treatments expands. This growth not only benefits the practitioners but also increases the market share of products like Stunnox.

### **Other Medical Initiatives:**

- Aesthaderm achieved a milestone as the first Indian Dermatology Company to host FACE OFF, a hands-on cadaver and injectables workshop in India, featuring international speaker Dr. Niamh Corduff and Indian clinical experts, with over 40 attendees.
- Aesthaderm published India's first comparative study on the safety and efficacy of two brands of botulinum toxin A for treating crow's feet, led by Dr. B S Chandrashekar and Dr. Rajesh Lalchandani, in the Journal of Cutaneous and Aesthetic Surgery.
- Gufic's Advance Aesthetic Program offers comprehensive hands-on training on toxins, fillers, and energy-based devices at the Arisia Training Center in Mumbai, completing four training batches with 26 doctors from across India.
- Aesthaderm organizes Hands-On Workshops nationwide, led by our trainers, covering basic to advanced toxin indications, with over 200 workshops conducted to date, facilitating continuous learning and skill enhancement for medical professionals.



## H2 FY24 Business Highlights

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### Neuro Care Division:

**Zarbot Market Acceptance:** Gufic's Neuro Care Division is spreading awareness and creating a market for Zarbot, the 1st Indian Botulinum Toxin A of international pedigree. Zarbot gains the confidence of leading neurologists within one year of launch, with acceptance and prescription by over 100 leading neurologists in India.

**Scientific Engagement and Expansion:** Continuous scientific activities, workshops, and injector programs aimed at expanding Zarbot's user base. Positioned as the most suitable alternative among neurologists, highlighting its international quality and efficacy.

### International Business

**New Registration:** The product approvals/registration that we received are well diversified across molecules and countries spread across markets in regulated and rest of the world regions – UK (2), Australia (1), South Africa (1), Mexico (1), Nepal (5), Tanzania(3) Sri Lanka (3), Philippines (1), Thailand (1) and Myanmar (2).

**Strategic Focus on Regulated Markets:** Our strategy for Europe and LATAM centers on leveraging our existing formulations in countries where we have established a presence. Simultaneously, we are targeting new countries based on market gaps and opportunities, ensuring a comprehensive approach to expansion

200+ Products are now registered across regulated and semi-regulated markets

Another 150+ products are in pipeline for registration in over 40 countries



## Update on R&D

- **Peptides R&D:** Paving the Way for In-house Critical API Manufacturing: Our foray into peptides research and development aligns seamlessly with our broader vision of internalizing the production of critical APIs. This strategic move reinforces our commitment to self-reliance and robust supply chains
- **Innovative Dual Chamber Syringes:** Elevating Drug Delivery Systems: Our dedicated efforts have led to the development of a wide array of products within the new drug delivery system of Dual Chamber Syringes. This innovation ensures streamlined reconstitution, precise dosing, and sustained sterility, bridging the gap from plant to patient.
- **API Research Development:** Fostering Therapeutic Advancements: At Navsari, our API Research Development has achieved noteworthy milestones in therapeutic categories including Antifungal, Anticoagulant, Tetracycline Antibiotics, Progestin, Beta 3 Adrenergic Agonists, Antidiabetic, and Cyclopeptide Hormones. Our development projects remain steadfastly aligned with our strategic plan, driving us toward pioneering advancements in these critical therapeutic areas.

## Update on Selvax

- **Positive Results from Mouse Studies:**
  - Selvax conducted comprehensive studies in mice using established pancreatic cancer models
  - The initial studies were highly encouraging, showing 100% elimination of tumors in test animals treated with Selvax's co-therapy
  - A remarkable discovery emerged: 80% of the cured mice did not experience tumor regrowth even when reimplanted after six months, showcasing extraordinary durability
- **Validation through Large-Scale Study:**
  - A subsequent, significantly larger study was conducted, maintaining consistency with the initial findings
  - Out of 24 animals in the active group, an overall cure rate of 92% was achieved
  - Ongoing rechallenges will be conducted to validate and further refine the results
- **Addressing the Urgent Need for Pancreatic Cancer Solutions:**
  - Pancreatic cancer presents formidable challenges with limited effective treatments
  - With the collaboration of pancreatic cancer experts, Selvax is committed to advancing its approach
  - Its research program at Curtin University aims to optimize dosing and compare the therapy's efficacy against standard chemotherapy



## Strategic Initiatives that will further amplify growth over the next few years

Increase in overall market and market share in Botulinum Toxin range of products through introduction of fast acting injectable and topical formulation (first in India and world)

Leverage new biological technology platform to develop preventive and curative medical care for fatal viral infections

Commercialization of immuno-oncology therapy

Increase market share in contract manufacturing beyond paranterals to other drug delivery systems



# Profit & Loss Statement

Particulars (in Rs. Crore)	Q4 FY24	Q4 FY23	FY24	FY23
Total Revenue	194.9	173.0	806.7	690.6
<b>EBITDA</b>	<b>34.6</b>	<b>32.8</b>	<b>148.05</b>	<b>137.2</b>
<b>EBITDA Margin %</b>	<b>17.8%</b>	<b>18.9%</b>	<b>18.4%</b>	<b>19.9%</b>
Profit before Tax	26.6	23.9	115.7	106.7
<b>PBT Margins %</b>	<b>13.6%</b>	<b>13.8%</b>	<b>14.3%</b>	<b>15.5%</b>
Tax	7.1	5.8	29.5	27.0
<b>Profit After Tax</b>	<b>19.5</b>	<b>18.1</b>	<b>86.1</b>	<b>79.7</b>
<b>PAT Margin %</b>	<b>10.0%</b>	<b>10.5%</b>	<b>10.7%</b>	<b>11.5%</b>





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# Company Overview

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Research based Pharmaceutical Company recognized for its innovative, high quality Pharmaceuticals  
Nutraceuticals, Natural Herbal products

One of the **Largest Manufacturers of Lyophilized Injections**  
in India with a wide range of products in various therapy areas

## BUSINESS STRUCTURE

### DOMESTIC BUSINESS

- 8 well defined Strategic Business Units
- Field force of ~1,000+
- Product Portfolio in 15+ Therapy Areas

### CMO BUSINESS

- One of the largest facility for Lyophilization
- 70+ CMO Partners
- 50+ Products

### BULK DRUG BUSINESS

- Exclusive facility for API
- Specialization in
  - Anesthetics
  - Anti Fungal
  - Antibiotic

### INTERNATIONAL BUSINESS

- Operation spread across more than 20 countries
- 130+ Products registered globally
- 150+ products in pipeline for registration

Moving in the right direction...with a well-defined business structure



# World Class Manufacturing Infrastructure

## Unit - I at Navsari

Botulinum Toxin Facility  
Lyophilized/Powder Injectables Facility  
Natural Products (Topical/Liquid)  
API Facility

### Capacities

- ✓ Lyophilized – 18 mn vials p.a.
  - ✓ Ampoule – 12mn p.a.
- ✓ Ointment – 6mn tubes p.a.
- ✓ Lotion – 6mn bottles p.a.
- ✓ Syrup – 6mn bottles p.a.
  - ✓ PFS – 2.8mn PFS p.a.

## Unit - II at Navsari

Lyophilized Injectables Facility  
Capability to manufacture Liposomal  
Amphotericin B and Depot Injections

### Capacities

- ✓ Lyophilized – 30mn vials p.a.
  - ✓ PFS – 30mn PFS p.a.

## Gufic - Belgaum

Natural Products Facility

### Capacities

- ✓ 60mn capsules p.a.
- ✓ 3.6mn powder p.a.

**WHO GMP, Philippines BFAD, Nigeria NAFDAC, Cambodia MOH, Kenya PPB,  
Ethiopia FMHACA, Thailand MOH, Sri Lanka NMRA**

**EU GMP (Hungary), ANVISA Brazil, Russian GMP, Health Canada, Ukraine GMP,  
Australia TGA, Colombia INVIMA, Uganda NDA, SAHPRA South Africa**



# Upcoming World Class Manufacturing Infrastructure

## Unit - III at Indore

Lyophilized/Powder Injectables Facility

Capability to cater to regulated markets such as US & EU

### Capacities

- ✓ Lyophilized Inj – 52 mn vials p.a.
- ✓ Liquid Inj (Ampoules) – 60mn p.a.
- ✓ Liquid Inj (Vials) – 30 mn units p.a.

## Penem Block

Dedicated facility for Penem Carbapenems (Lyophilized / Dry Powder Inj / Oral Solids / Dual Chamber Bags)

### Capacities

- ✓ Lyophilized – 3mn vials p.a.
- ✓ Dual Chamber Bags 2.4 mn IV bags
- ✓ Dry Powder Inj 30 mn Vials

## UPDATE ON CAPEX

### Indore

Received Drug Manufacturing License from FDA, Madhya Pradesh

Our new manufacturing facility is currently undergoing comprehensive qualification processes to ensure its operational readiness and compliance with regulatory standards.

Concurrently, we are conducting trial runs to validate the facility's performance and refine our manufacturing processes, laying the foundation for seamless commercial production

**Moving in the right direction... To scale up the manufacturing facility**



Gufic has built a state-of-the-art manufacturing facility for Botulinum Toxin in Navsari



➤ Gufic has partnered with Prime Bio, USA for manufacturing Botulinum Toxin API and formulation

➤ Gufic is equipped with all the necessary analytical testing procedures for safety and efficacy of Botulinum toxin

➤ Gufic and Prime bio, to develop several innovative formulations with Botulinum toxin in the field Dermatology, Neurology and Pain Management





# Consolidating the Domestic Branded Business

Products

**100+**

SKU's

**200+**

Prescribers

**30,000+**

Retail Reach

**1,10,000+**

Doctors Reach

**1,20,000+**

**Hospital Coverage**

- 80 % of Tertiary care,
- Presence in Government Institutions

## CRITICAL CARE



- Field Force: 250
- Therapy Areas: Antibacterial, Antifungal, Pain Management, Blood products, GI Immuno modulator

## INFERTILITY



- Field Force: >150
- Therapy Areas: Hormones, Recombinant Products, Infertility Supplements

## MASS SPECIALITY



- Field Force: >180
- Therapy Areas: Anti Infectives, Gastro, Gynaecology, Respiratory, Nutraceuticals, Dermaology

## NATURAL AND NUTRACEUTICAL PRODUCTS



- Field Force: >300
- Therapy Areas: Bone Health, Pain Management, Immunity, Gastro, Stress, Nutraceuticals, Wound care, Respiratory, Gynaec

## ORTHO – GYNAEC PRODUCTS



- Field Force: >60
- Therapy Areas: Bone Health, Pain Management, Fractures, Arthritis, Pregnancy, Post Menopausal

## DERMO – COSMECTICS PRODUCTS



- Field Force: >40
- Therapy Areas: Neurotoxin, Emollients, Antiaging, Cleansers, Pre & Post Procedure, Hyperpigmentation, Sunscreens

Venturing into new futuristic therapy areas : **Biologicals and Immuno-Oncology**



# Expanding Creditability in CMO Business

Offer CMO services for **India and Global Markets**

**70+**  
Companies

**150+** Products  
across multiple therapy areas

Reliable CMO service for **quality products over a decade**

## One of the Largest Supplier of Formulations

Doxycycline

Tigecycline

Gonadotropins

Liposomal Amphotericin B

Micafungin

Remdesivir

### OUR ESTEEMED PARTNERS





# Expanding Geographical Reach



**130+ Products** registered globally (in 15+ countries)



**150+ Products** in pipeline for registration (in 30+ countries)

- CANADA | COSTA RICA | PANAMA | COLUMBIA | CHILE | LATVIA | LITHUANIA | BELARUS | GERMANY | AUSTRIA | PORTUGAL | MOROCCO
- ALGERIA | DOMINICAN REPUBLIC | VENEZUELA | SUDAN | ETHIOPIA | ECUADOR | PERU | PARAGUAY | NIGERIA | SOUTH AFRICA | EGYPT
- ZIMBABWE | UGANDA | YEMEN | SRI LANKA | MYANMAR | PHILIPPINES | THAILAND | CAMBODIA | VIETNAM | MALAYSIA | UKRAINE
- JORDAN | SYRIA | GEORGIA | UZBEKISTAN | KAZAKHSTAN | NEPAL | RUSSIA | AUSTRALIA





# Building API Capabilities

## Special Facility dedicated to API

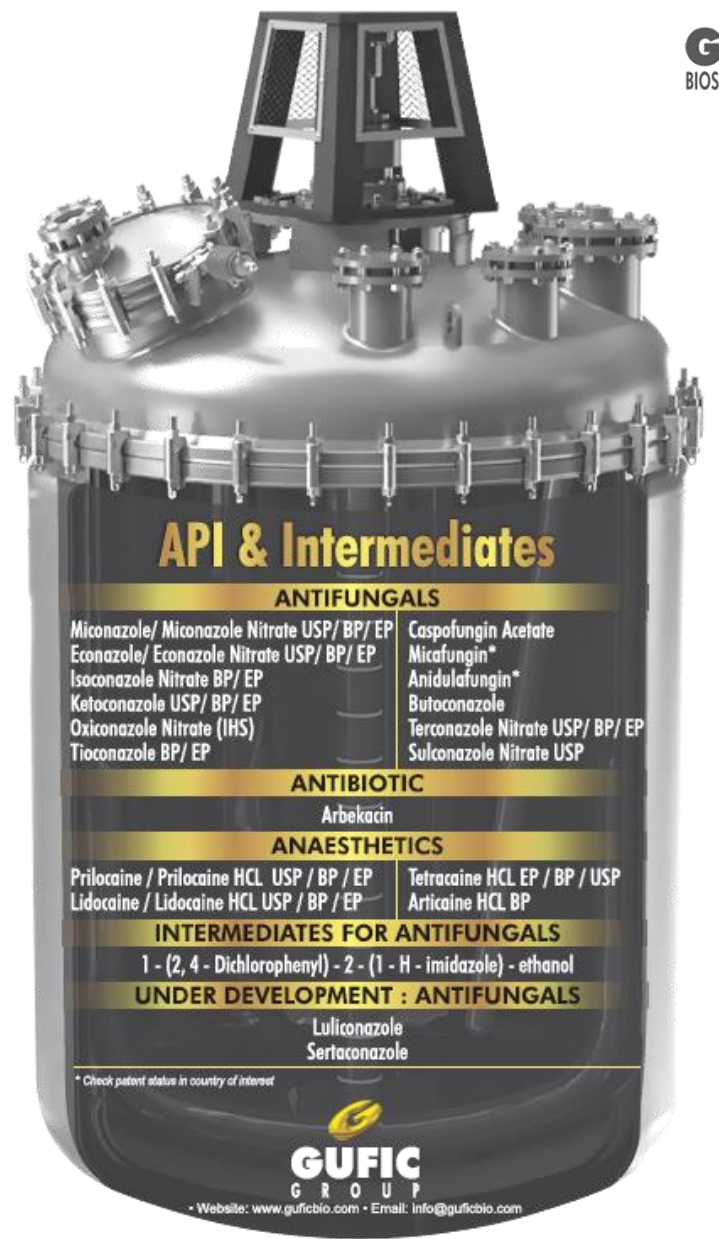
Focused on developing non infringing, novel, cost effective and scalable chemical process for APIs, Peptides and Cyclopeptides

The categories of API's manufactured are antifungals, antibacterial, anesthetics and intermediates for antifungals



Presence in **25** countries worldwide

**70** customers PAN India



**API & Intermediates**

**ANTIFUNGALS**

Miconazole/ Miconazole Nitrate USP/ BP/ EP	Caspofungin Acetate
Econazole/ Econazole Nitrate USP/ BP/ EP	Micafungin*
Isoconazole Nitrate BP/ EP	Anidulafungin*
Ketoconazole USP/ BP/ EP	Butoconazole
Oxiconazole Nitrate (IHS)	Terconazole Nitrate USP/ BP/ EP
Tioconazole BP/ EP	Sulconazole Nitrate USP

**ANTIBIOTIC**

Arbekacin

**ANAESTHETICS**

Prilocaine / Prilocaine HCL USP / BP / EP	Tetracaine HCL EP / BP / USP
Lidocaine / Lidocaine HCL USP / BP / EP	Articaine HCL BP

**INTERMEDIATES FOR ANTIFUNGALS**

1 - (2, 4 - Dichlorophenyl) - 2 - (1 - H - imidazole) - ethanol

**UNDER DEVELOPMENT : ANTIFUNGALS**

Luliconazole  
Sertaconazole

\* Check patent status in country of interest

**GUFIC GROUP**  
Website: www.guficbio.com • Email: info@guficbio.com



# Strong Partnership & Licensing Deals



European leader in IV drug delivery systems. Collaborated with Gufic to launch Dual Chamber Bags for the 1<sup>st</sup> time in India for anti - infectives

**Through our collaborations with global partners that are researching to expand the frontiers of pharma and biotechnology, Gufic will be a technology bridge to the future of healthcare and economical patient care in India**



**Therapy Area: Toxins**  
Strain transfer, Tech transfer, formulation development and manufacturing at Gufic



**Therapy Area: Recombinant products and Anti Infectives**  
Collaboration on several API to develop new product



**Therapy Area: Infertility**  
Tech transfer and Clinical development(Phase III) of the product at Gufic



**Therapy Area: Dermo Cosmetics**  
Technical collaboration and Product Development



# Extensive Sales, Distribution IT Infrastructure in India

**2** Central Warehouses located in North Delhi and West Bhiwandi



**23** Carrying & Forwarding (C&F) agents across India



**1,200+** Stockists for effective distribution across India



## IT Infrastructure

- Integrated IT Systems with Sales and Distribution Infrastructure
- SAP S4 HANA (being Implemented) across all Departments
- Tablets, Sales Force Automation and Effectiveness tools in place

Pan India Presence with a field force of **1,000+**



Retail coverage of more than **1,10,000** retailers



Doctors Reach of **1,20,000+**



# Growth Levers

1

## INDIA BUSINESS

- Consolidation of the Critical Care Infertility business
- Entry into new therapy areas Dermatology - Aesthaderm
- Strategic focus on Healthcare division with entry into Ortho Gynecology products through a new division Stellar
- Build a robust pipeline of new products
- Build up the licensing products portfolio

2

## INTERNATIONAL BUSINESS

- Expand our presence in regulated markets such as US EU
- Gradually commercialize the pipeline products
- Explore newer geographical locations

3

## CMO BUSINESS

- Scale up the manufacturing capacity
- Consolidation of the clients offer more products to existing clients
- Expand the customer base
- New product offerings



# Our Robust R&D and Clinical team to augment growth

## Research & Development (R&D)

### State-of-the-art R&D Facility in Navsari, Gujarat with expertise in

- Formulation Development
- Technology Transfer
- API Development

### Patents in various therapy areas

- Granted: 5
- Filed/In-process of filling : 8

### Major Projects in Pipeline

50+ across all therapy areas

- Anti Infectives: 11
- Dermatology: 7
- Gynaec: 6
- CNS: 4
- Anti Fungal: 3
- Oncology: 3

### Special / NDDS Projects

- Innovative formulations of Botulinum Toxin
- Liposomal Amphotericin-B Injection
- Depot Injection
- Dual Chamber IV Bags
- Dual Chamber Syringes

## Clinical Team



### Strong Clinical team comprising of

- Medical
- Regulatory
- Product Development

### Projects in various Clinical Phases

- Ongoing: 5
- Pipeline: 12

Capabilities to take Synthetic and Biological Projects across Phase II and Phase III clinical trials

Pharmacovigilance Team

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# Historical Financials

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# Historical Financials

Particulars (Rs. Crs.)	FY24	FY23	FY22	FY21	FY20	FY19
Total Revenue	808.8	693.2	782.3	491.4	384.6	359.5
EBITDA	<b>148.0</b>	<b>137.2</b>	<b>151.1</b>	<b>87.7</b>	<b>57.9</b>	<b>56.7</b>
EBITDA Margin %	<b>18.3%</b>	<b>19.8%</b>	<b>19.3%</b>	<b>17.8%</b>	<b>15.1%</b>	<b>15.8%</b>
Profit before Tax	115.7	106.7	126.8	57.7	30.1	40.2
PBT Margin %	<b>14.3%</b>	<b>15.4%</b>	<b>16.2%</b>	<b>11.7%</b>	<b>7.8%</b>	<b>11.2%</b>
Tax	29.5	27.0	31.0	13.5	7.4	13.4
Profit After Tax	<b>86.1</b>	<b>79.7</b>	<b>95.8</b>	<b>44.2</b>	<b>22.7</b>	<b>26.8</b>
PAT Margin %	<b>10.6%</b>	<b>11.5%</b>	<b>12.3%</b>	<b>9.0%</b>	<b>5.9%</b>	<b>7.4%</b>

## Historical Balance Sheet (Equity & Liabilities)

<b>EQUITY &amp; LIABILITIES (Rs. Crs.)</b>	<b>Mar-24</b>	<b>Mar-23</b>	<b>Mar-22</b>	<b>Mar-21</b>	<b>Mar-20</b>	<b>Mar-19</b>
Equity Share Capital	10	9.7	9.7	9.7	9.7	7.8
Other Equity	522.5	338.1	259.4	163.7	119.6	67.6
<b>Total Equity</b>	<b>532.5</b>	<b>347.8</b>	<b>269.1</b>	<b>173.4</b>	<b>129.3</b>	<b>75.3</b>
Non-Current Liabilities						
Financial Liabilities						
i. Borrowings	153.9	190.7	48	35.4	19.5	11.3
ii. Other Financial Liabilities	5	5	5	5	4.7	4.7
iii. Lease Liability	11.6	16.2	0.3	2.8	6.2	0
Provisions	15.4	13.3	12.4	10.2	7.9	1.9
Deferred Tax Liabilities (net)	2.1	0	0.2	1.5	0	0
<b>Total Non-Current Liabilities</b>	<b>187.9</b>	<b>225.1</b>	<b>65.9</b>	<b>55</b>	<b>38.4</b>	<b>17.8</b>
Financial Liabilities						
i. Borrowings	163.1	120.7	13.3	16.3	93.1	84.7
ii. Trade Payables						
Total outstanding dues of micro enterprises and small enterprises	2.3	9.8	7	3.9	0	0
Total outstanding dues of other than micro enterprises & small enterprises	163.9	120.5	134	109.2	117.1	89.7
iii. Other Financial Liabilities	13.7	10.8	11.4	15.3	10.8	12.5
iv. Lease Liability	4.3	6.6	2.8	3.4	3.4	0
Provisions	4.7	4.2	4.9	4.6	6.6	3.4
Other current Liabilities	17.4	12.5	12.4	9.5	8.7	7.3
Current Tax Liabilities (net)	2.5	3.1	0.7	1.6	0	3.1
<b>Total Current Liabilities</b>	<b>371.9</b>	<b>288.2</b>	<b>186.4</b>	<b>163.7</b>	<b>239.8</b>	<b>207</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1092.3</b>	<b>861.2</b>	<b>521.4</b>	<b>392.1</b>	<b>407.5</b>	<b>340.2</b>



## Historical Balance Sheet (Assets)

ASSETS (Rs. Crs.)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Non-Current Assets						
Property, plant and equipment	138.3	126.8	105.5	93.8	72.7	70.3
Intangible assets	5.6	0.7	0.6	0.4	0.6	0.4
Capital work-in-progress	307.1	169.6	40.9	13.4	30.6	9.6
Right of use assets	14.9	32.1	9.1	5.8	9.3	0
Financial Assets						
i. Investments	1.8	0.8	0	0	0	0
ii. Loans	0.4	0.3	0.2	0.3	10.3	4.2
iii. Other financial assets	8.9	8.1	9.1	11.3	0	3.8
Deferred tax assets (net)	0	1	0	0	0.6	0.7
Other non-current assets	15.05	57.7	35.3	6.5	10.1	5
<b>Total Non Current Assets</b>	<b>492</b>	<b>397.1</b>	<b>200.6</b>	<b>131.5</b>	<b>134.2</b>	<b>94.1</b>
Current Assets						
Inventories	200.5	183.5	115.6	94.4	122.5	114.2
Financial Assets						
i. Trade Receivables	329.9	205.5	151.6	124.5	107	96.7
ii. Cash and cash equivalent	1.1	28.6	11.6	6.2	4.3	3.9
iii. Bank balances	12.3	18.1	15	7	12.1	8.7
iv. Loans	0.3	0.2	0.4	0.3	0.3	0.1
Other current assets	56.2	28.3	26.7	28.2	27.2	22.5
<b>Total Current Assets</b>	<b>600.3</b>	<b>464.1</b>	<b>320.8</b>	<b>260.6</b>	<b>273.3</b>	<b>246.1</b>
<b>TOTAL ASSETS</b>	<b>1092.3</b>	<b>861.2</b>	<b>521.4</b>	<b>392.1</b>	<b>407.5</b>	<b>340.2</b>

# Historical Cash Flows

Cash Flow Statement (Rs. Crs.)	FY24	FY23	FY22	FY21	FY20	FY19
Net Profit Before Tax	115.7	106.7	126.9	57.7	30.1	35.3
Adjustments for: Non - Cash Items / Other Investment or Financial Items	34.1	29.6	23.2	30.8	24.7	13.4
<b>Operating profit before working capital changes</b>	<b>149.8</b>	<b>136.4</b>	<b>150</b>	<b>88.5</b>	<b>54.8</b>	<b>48.7</b>
Changes in working capital	-130.2	-135.3	-10.7	10	2.5	-33.5
Cash generated from Operations	<b>19.6</b>	<b>1.1</b>	<b>139.3</b>	98.5	57.2	15.2
Direct taxes paid (net of refund)	-27	-27.7	-33.1	-9.4	-10.1	-10
<b>Net Cash from Operating Activities</b>	<b>-7.5</b>	<b>-26.6</b>	<b>106.2</b>	<b>89.1</b>	<b>47.1</b>	<b>5.2</b>
<b>Net Cash from Investing Activities</b>	<b>-102.4</b>	<b>-190.7</b>	<b>-94.6</b>	<b>-8.5</b>	<b>-42.5</b>	<b>-13</b>
<b>Net Cash from Financing Activities</b>	<b>82.4</b>	<b>234.3</b>	<b>-6.2</b>	<b>-78.6</b>	<b>-4.2</b>	<b>7.7</b>
Net Decrease in Cash and Cash equivalents	-27.5	17	5.4	1.9	0.4	-0.1
Add: Cash & Cash equivalents at the beginning of the period	28.6	11.6	6.2	4.3	3.9	3.7
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>1.1</b>	<b>28.6</b>	<b>11.6</b>	<b>6.2</b>	<b>4.3</b>	<b>3.7</b>



**GUFIC**  
G R O U P

# THANK YOU

**Company: Gufic Biosciences Limited**

CIN: L24100MH1984PLC033519

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Mr. Avik Das – Investor Relations

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