



GUJARAT TERCE LABORATORIES LIMITED

Date: 04-02-2025

To,
BSE Limited
Corporate Relation Department Phiroze
Jeejeebhoy Towers, Dalai Streets, Mumbai-
400001, Maharashtra, India

Scrip Code: 524314
Security ID: GUJTERC
ISIN: INE499G01013

Dear Sir/Madam,

Sub: Investors Presentation for Quarter ended on December 31, 2024

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for the quarter ended December 31, 2024. Kindly take the same on your records.

Thanking you,

Yours faithfully,

For, Gujarat Terce Laboratories Limited

Mr. Aalap Prajapati
Managing Director
(DIN: 08088327)
Encl: As attached





GUJARAT TERCE LABORATORIES LIMITED



Q3 FY25 | FINANCIAL RESULTS & BUSINESS UPDATE



SAFE HARBOUR

THIS PRESENTATION CONTAINS CERTAIN FORWARD-LOOKING STATEMENTS CONCERNING OUR FUTURE BUSINESS PROSPECTS AND BUSINESS PROFITABILITY, WHICH ARE SUBJECT TO SEVERAL RISKS AND UNCERTAINTIES & THE ACTUAL RESULTS COULD MATERIALLY DIFFER FROM THOSE IN SUCH FORWARD-LOOKING STATEMENTS. THE RISKS AND UNCERTAINTIES RELATING TO SUCH STATEMENTS INCLUDE BUT ARE NOT LIMITED TO, EARNINGS FLUCTUATIONS, OUR ABILITY TO MANAGE GROWTH, COMPETITION, ECONOMIC GROWTH IN INDIA, ABILITY TO ATTRACT & RETAIN HIGHLY SKILLED PROFESSIONALS, TIME & COST OVERRUNS ON CONTRACTS, GOVERNMENT POLICIES AND ACTIONS RELATED TO INVESTMENTS, REGULATION & POLICIES ETC., INTEREST & OTHER FISCAL POLICIES GENERALLY PREVAILING IN THE ECONOMY. THE COMPANY DOES NOT UNDERTAKE TO MAKE ANY ANNOUNCEMENTS IN CASE ANY OF THESE FORWARD-LOOKING STATEMENTS BECOME INCORRECT IN FUTURE OR UPDATE ANY FORWARD-LOOKING STATEMENTS MADE FROM TIME TO TIME ON BEHALF OF THE COMPANY.

PERFORMANCE HIGHLIGHTS



REVENUE

Q3/FY24	Q3/FY25
[1302]	[1268.08]

[-3]%
Degrowth



EBIDTA

Q3/FY24	Q3/FY25
[92.69]	[115.75]

[25]%
INCREASE



PCPM

Q3/FY24	Q3/FY25
[2.00]	[2.73]

[36.5]%
INCREASE

EARNINGS PER SHARE

Q3/FY24	Q3/FY25
[0.91]	[1.36]

[50]%
INCREASE

EBIDTA MARGIN

Q3/FY24	Q3/FY25
[7.12]%	[9.13]%

ROCE

9M FY 24	9M FY 25
[2]%	[21]%



PROFIT & LOSS SUMMARY

(INR Crore)

Particulars	Q3 FY25	Q3 FY24	Change %	9 M FY25	9 M FY24	Change %	2023-24
Revenue	1268.08	1302.02	(3) %	3787.08	3576.76	5.88 %	4797.47
EBITDA	115.75	92.69	25 %	305.09	50.16	508.23 %	158.7
Cash Profit	110.33	76.39	44 %	269.47	(2.66)		61
PBT	97.77	67.28	45 %	242.20	(30)	907 %	54.4
Deferred Taxes	(3.03)	-		0.94	-		30
Reported PAT	100.8	67.28	50 %	241.26	(30)	904 %	24.3
EBITDA Margin	9.13 %	7.12 %		8.06 %	1.40 %		3.3 %
PAT Margin	7.95 %	5.17 %		6.37 %	(0.84)		0.5 %
Cash Profit	8.70 %	5.87 %		7.12 %	(0.07)		1.27 %



MANAGEMENT COMMENTARY

Dear Shareholders,

On behalf of the entire team at Gujarat Terce Laboratories Limited, I am pleased to share our financial performance for Q3 FY25. Our strategic initiatives and operational excellence continue to drive positive momentum, positioning us for sustainable long-term growth.

Financial Highlights (Q3 FY25 vs. Q3 FY24):

- **Revenue:** ₹1,268.08 lacs (down 3% YoY)
- **EBITDA:** ₹115.75 lacs (up 25%)
- **Cash Profit:** ₹110.33 lacs (up 44%)

Key Business Drivers & Strategic Focus

Our robust performance is driven by:

1. Strengthening engagement with key opinion leaders (KOLs) and key business leaders (KBLs) in the healthcare sector
2. Optimizing our brand portfolio to enhance market competitiveness
3. Prioritizing secondary sales growth
4. Maintaining steady demand and effective channel management
5. Improving collection efficiency and optimizing inventory levels

Additionally, we continue investing in **team development, digital transformation, and brand-focused approach**, ensuring our organization remains agile and competitive.

Looking Ahead

We are dedicated to building a **sustainable, high-performing business** that delivers consistent value to our shareholders. By benchmarking ourselves against industry best practices, we are **continuously learning, evolving, and strengthening our market presence**.

I sincerely thank our shareholders, employees, and partners for their continued trust and support. The future holds immense opportunities, and we are confident in our ability to capitalize on them.

We remain committed to building a sustainable, high-performing business that delivers value to our shareholders

Yours sincerely,
Aalap Prajapati
CEO



ABOUT THE COMPANY

Gujarat Terce has over three decades of experience in manufacturing and marketing branded generics to provide the general public with accessible healthcare.

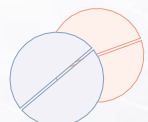
COMPASSION & EXCELLENCE

- We have an extensive basket of 50 Brands (125 products) with a portfolio contributing to 10 therapeutic areas
- Our operations are spread across 13 states in India and cater to 29000+ healthcare professionals, with brands available across a network of 43500+ chemists
- We substantially invest in formulation and development, and research to identify gaps in therapeutic areas and address patients' healthcare needs



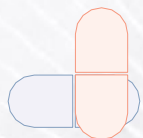
Total Area of the Facility

3,375 sq mt



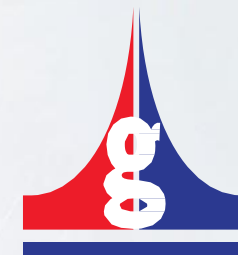
Tablets Manufacturing Capacity

720 Lakhs



Capsules Manufacturing Capacity

185 Lakhs



GUJARAT TERCE

THANK YOU

For more information, contact:

Ms. Ripal Sukhadia
Company Secretary

cs@gujaratterce.com