



GUJARAT TERCE LABORATORIES LIMITED

Date: 28-10-2024

To, BSE Limited Corporate Relation Department PhirozeJeejeebhoy Towers, Dalai Streets, Mumbai- 400001, Maharashtra, India	Scrip Code: 524314 Security ID: GUJTERC ISIN: INE499G01013
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Dear Sir/Madam,

Sub: Investors Presentation for Quarter and half year ended on September 30,2024

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

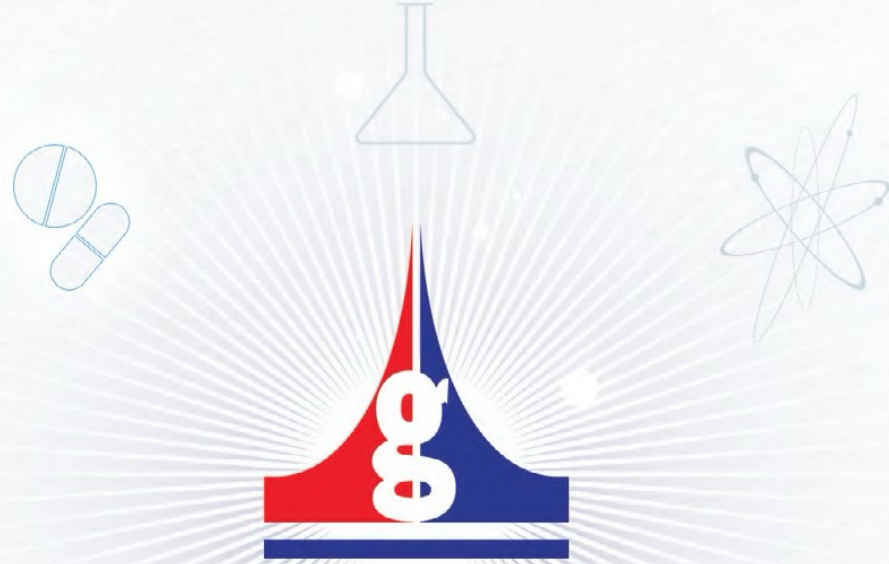
Thanking you,

Yours faithfully,

For, Gujarat Terce Laboratories Limited

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





GUJARAT TERCE LABORATORIES LIMITED



Q2 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	
Q2/FY24	Q2/FY25
[1203.03]	[1330.12]
[10.5]% INCREASE	



EBIDTA	
Q2/FY24	Q2/FY25
[62.58]	[174.21]
[178]% INCREASE	



NET PROFIT	
Q2/FY24	Q2/FY25
[33.47]	[148.22]
[343]% INCREASE	

PCPM	
Q2/FY24	Q2/FY25
[1.75]	[2.75]
[57]% INCREASE	

EARNINGS PER SHARE	
Q2/FY24	Q2/FY25
[0.45]	[2]
[344]% INCREASE	

EBIDTA MARGIN	
Q2/FY24	Q2/FY25
[5.2]%	[13..1]%

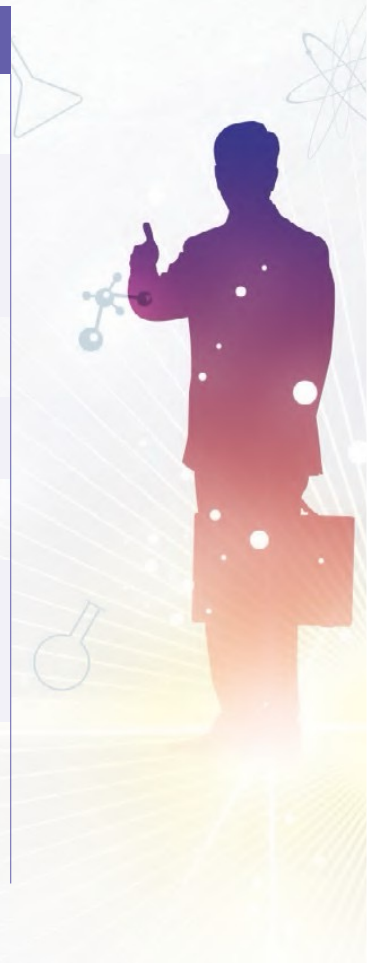
ROCE (%)	
Q2/FY24	Q2/FY25
[5.7 %]	[16.7 %]

PROFIT & LOSS SUMMARY



(INR Lakh)

Particulars	Q2 FY25	Q2 FY24	Change %	H1 FY25	H1 FY24	Change %	2023-24
Revenue	1330.12	1203.03	10.56 %	2519.00	2274.74	10.74 %	4797.47
EBITDA	174.21	62.58	178 %	189.34	(42.53)	545 %	158.7
Cash Profit	157.66	42.59	270 %	159.14	(79.05)	301 %	61
PBT	151.37	33.47	352 %	144.43	(97.28)	248.5 %	54.4
Deferred Taxes	3.15	-	-	3.97	-	-	30
Reported PAT	148.22	33.47	343 %	140.46	(97.28)	244 %	24.3
ROCE (%)	17 %	5.7 %	-	16 %	(16 %)	-	3 %
EBITDA Margin (% of Revenue)	13.1 %	5.2 %	-	7.5 %	(1.87 %)	-	3.3 %
PAT Margin (% of Revenue)	11.14 %	2.78 %	-	5.5 %	(4.27 %)	-	0.5 %
Cash Profit (% of Revenue)	11.85 %	3.54 %	-	6.3 %	(3.48 %)	-	1.27 %



MANAGEMENT COMMENTARY



DEAR
SHAREHOLDERS,

On behalf of the entire team, I am pleased to share this update with you as part of our investor presentation.



I am delighted to report that our business has delivered a 10.56 % YoY growth in Q2/ FY25 compared to the same period in the previous year. Our focus on transforming the business is yielding the desired results. We achieved significant improvements in key financial metrics:

- EBITDA grew by an outstanding 178 %
- Cash Profit increased by 270 %
- EPS rose by 344 %

We continued our relentless effort and focused in the same direction as mentioned previously, the key of them being:

- Engaging new & upcoming KOL/KBL healthcare professionals
- Optimizing brand portfolio
- Prioritising secondary sales growth
- Steady demand and channel management
- Enhancing collection efficiency
- Optimising inventory

We complemented these factors with team development and brand-focused training, which has delivered strong results.

These accomplishments pave the way for a sustainable future and continued success.

By consistently benchmarking ourselves against our peers, we are continuously learning, evolving, and growing.

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

Yours sincerely,
Aalap Prajapati
CEO



BRAND HIGHLIGHTS



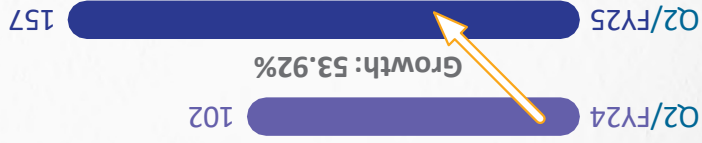
Acolate

(Rs in Lakh)



Tynol

(Rs in Lakh)



Vitfol

(Rs in Lakh)



Resplash

(Rs in Lakh)



Ferli9-B

(Rs in Lakh)



Terflora Z

(Rs in Lakh)



MARKETING ACTIVITIES

RAKSHA BANDHAN



INDEPENDENCE DAY



PHARMACISTS DAY



(Click on the above images to go to our Facebook page)

(Click on the above images to go to our Facebook page)

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.

The roots of Gujarat Terce Laboratories Limited are entrenched in the founding principles of...

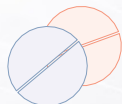
COMPASSION & EXCELLENCE

- 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



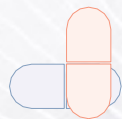
Total Area of the Facility

3,375 sq mt



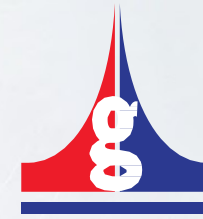
Tablets Manufacturing Capacity

720 Lakhs



Capsules Manufacturing Capacity

185 Lakhs



GUJARAT TERCE

THANK YOU

For more information, contact:

Ms. Ripal Sukhadia
Company Secretary

cs@gujaratterce.com