



GUJARAT TERCE LABORATORIES LIMITED

Date: 09-08-2024

To, BSE Limited Corporate Relation Department Phiroze Jeejeebhoy 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 ended on June 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 ended on June 30, 2024. Kindly take the same on your records.

Thanking you,

Yours faithfully,

For, Gujarat Terce Laboratories Limited

Aalap Prajapati
Managing Director
DIN: 08088327
Encl: As attached



INVESTOR PRESENTATION

Q1 FY25

Disclaimer

This presentation is for informational purposes only and does not constitute an offer or a solicitation to sell or an offer or a solicitation to submit an offer to purchase or subscribe for shares or securities of Gujarat Terce Laboratories Limited or a portion thereof, constitute the basis for a contract for it or are used in connection therewith. This presentation contains statements that constitute “forward-looking statements”, including, without limitation, statements regarding strategic implementation and other statements regarding our future business and economic performance.

While these forward-looking statements are our judgment and our future by representing expectations about the development of our business, such statements reflect various assumptions about future developments, and a number of risks, uncertainties, and other material factors could cause actual developments and results to differ materially from our expectations. These factors include but are not limited to, general market, macroeconomic, governmental, and regulatory trends, exchange rates and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties that work with us, and regulatory and legal developments. and other key factors that we disclose could adversely affect our business and financial performance. Gujarat Terce Laboratories Limited does not undertake any obligation to publicly review any forward-looking statements to reflect future events or circumstances. This document is strictly confidential and may not be transmitted, reproduced or transmitted, in whole or in part.

Company Overview

Gujarat Terce has over 3 decades of experience in the Manufacturing and Marketing of branded Generics.

Roots of Gujarat Terce Laboratories Limited are entrenched in the founding principles of COMPASSION and EXCELLENCE.

Terce has 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 the availability of brands across a network of 43500 + Chemists.

Terce substantially invests in formulation & development and research to identify gaps in therapeutic areas and addresses the healthcare needs of patients.

Our devotion towards quality products, innovation, regulatory compliance, and patients' need, helps us in delivering benchmark brands to consumers.

For more information please visit : www.gujaratterce.in

CEO Message

To Our Valued Shareholders,

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

A Strong Start to FY25

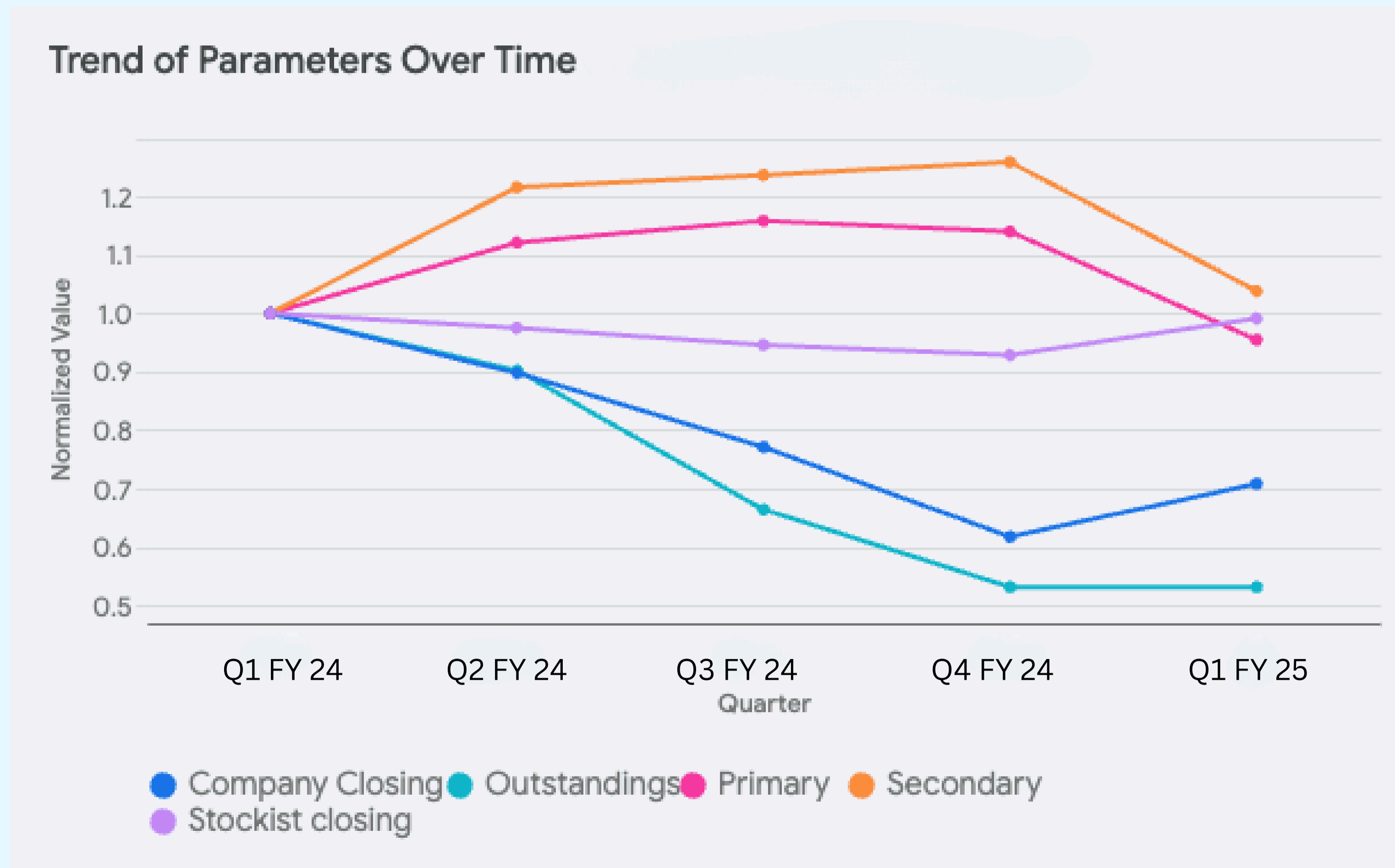
I am delighted to report that our Gujarat Terce business has delivered a 11% growth in Q1 FY25 compared to the same period last year. This growth is particularly noteworthy as Q1 is traditionally subdued due to seasonal factors impacting sales.

Our focus on transforming the business is clearly bearing fruit. We have achieved significant improvements in key financial metrics:

- EBITDA: Grew by an outstanding 114%
- Cash Profit: Increased by 101%
- EPS: Rose by 94 %

CEO Message

To explain the strategic initiatives through the quarters :



CEO Message

Key Strategic Initiatives and Their Impact

- **Enhanced Collection Efficiency:**
 - A significant reduction in outstandings demonstrates successful efforts to improve collection processes, leading to enhanced cash flow and reduced financial risk.
- **Prioritized Secondary Sales Growth:**
 - Secondary sales outpaced primary sales growth, highlighting a strategic focus on expanding market reach and brand recognition through targeted marketing and distribution efforts.
- **Inventory Optimization:**
 - A substantial decrease in company closing stock reflects effective inventory management, resulting in improved cash flow, reduced carrying costs, and increased operational efficiency.
- **Steady Demand and Channel Management:**
 - Stable stockist closing stock levels, coupled with the growth in secondary sales, showcase effective channel management and healthy demand pull from the market.

CEO Message

Our strategic focus on secondary sales, improved financial management, and team development is driving strong results. We've achieved accelerated secondary sales growth, optimized inventory and collections, and empowered our team with brand-focused training. 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.

Your investment is a testament to your confidence in our team and our mission. We are deeply grateful for your continued support and partnership.

Yours Sincerely

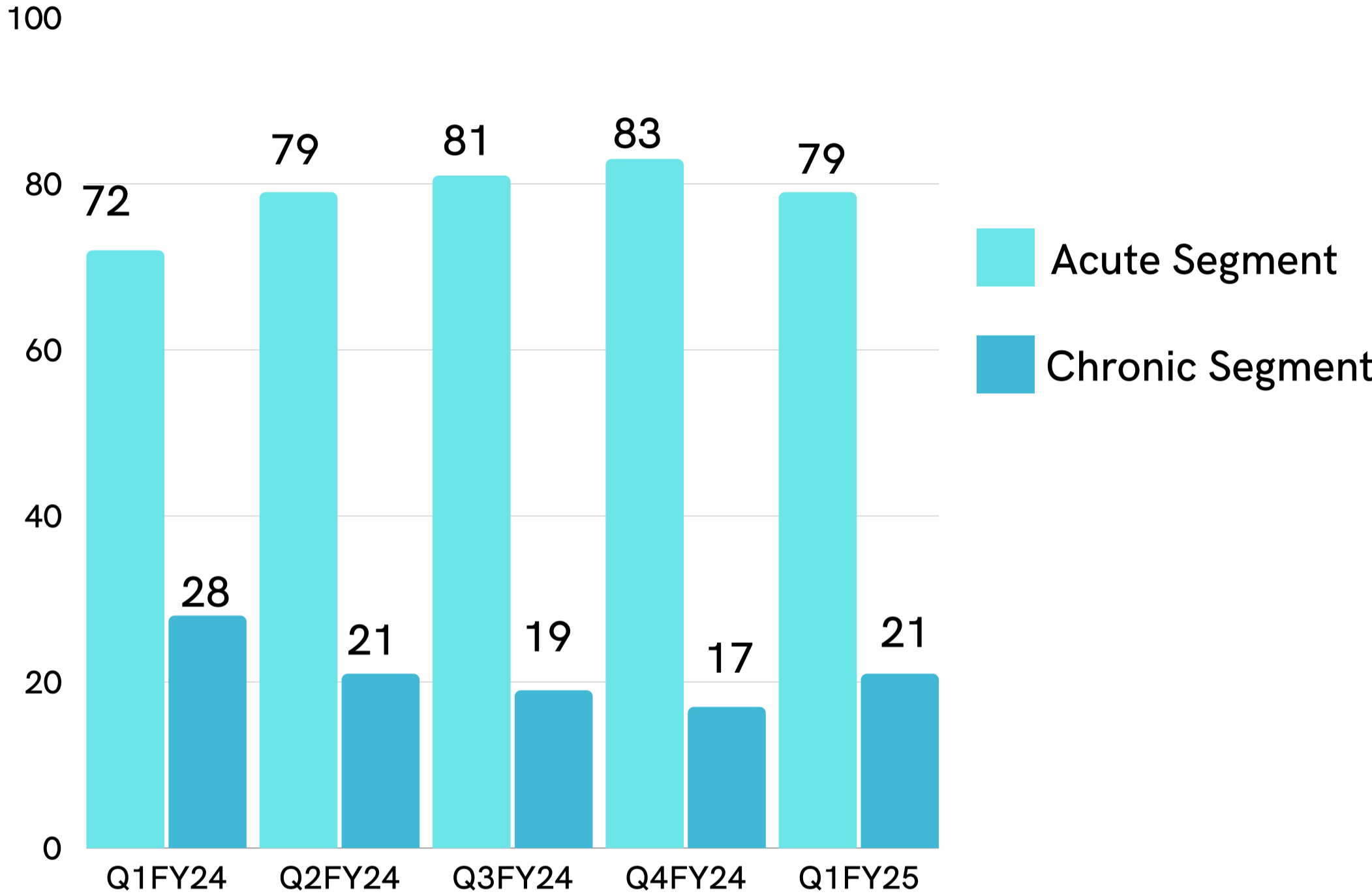
Aalap Prajapati

CEO

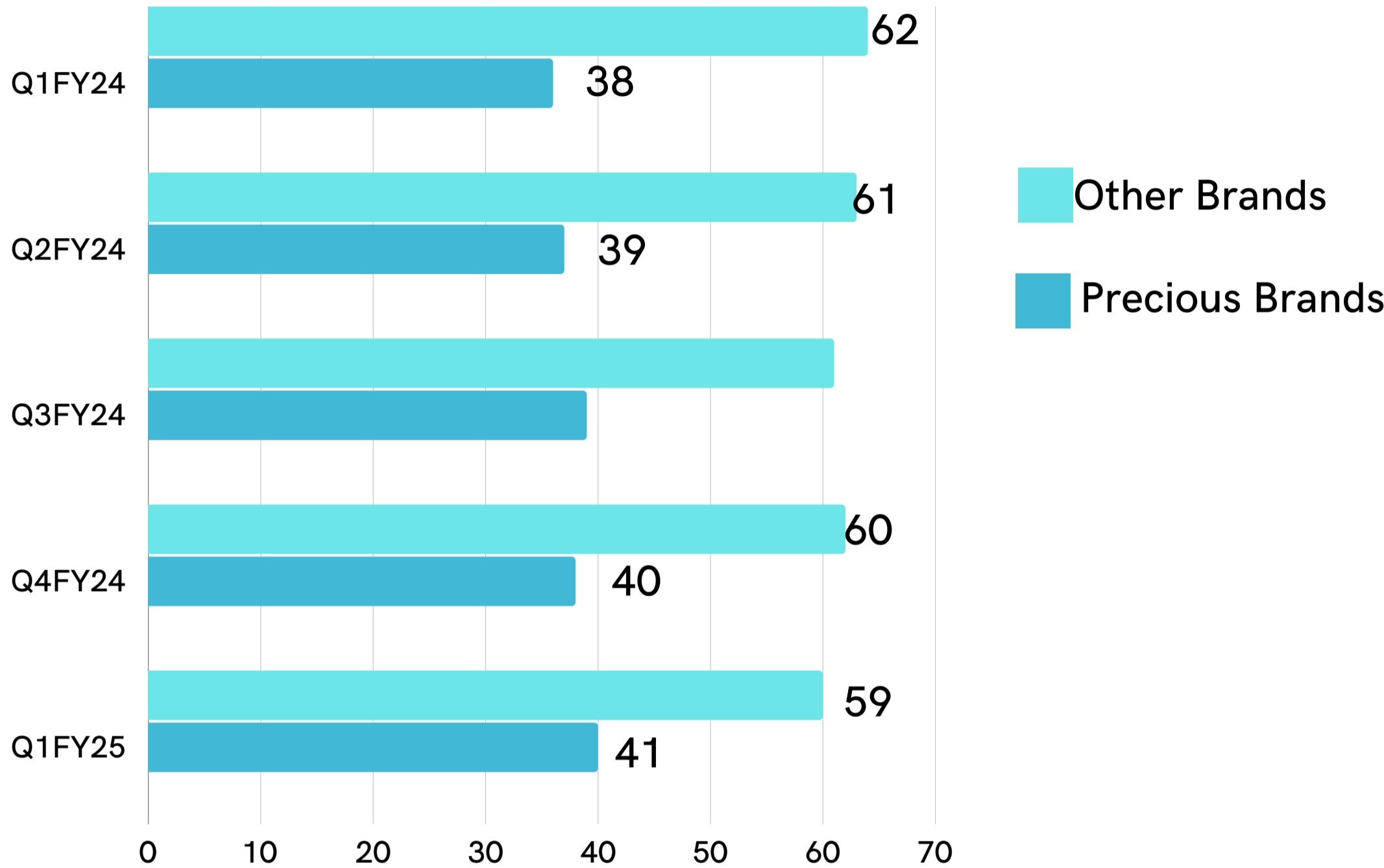
Gujarat Terce Laboratories Limited

Business Highlights

Figures= % of total sales



Figures= % of total sales



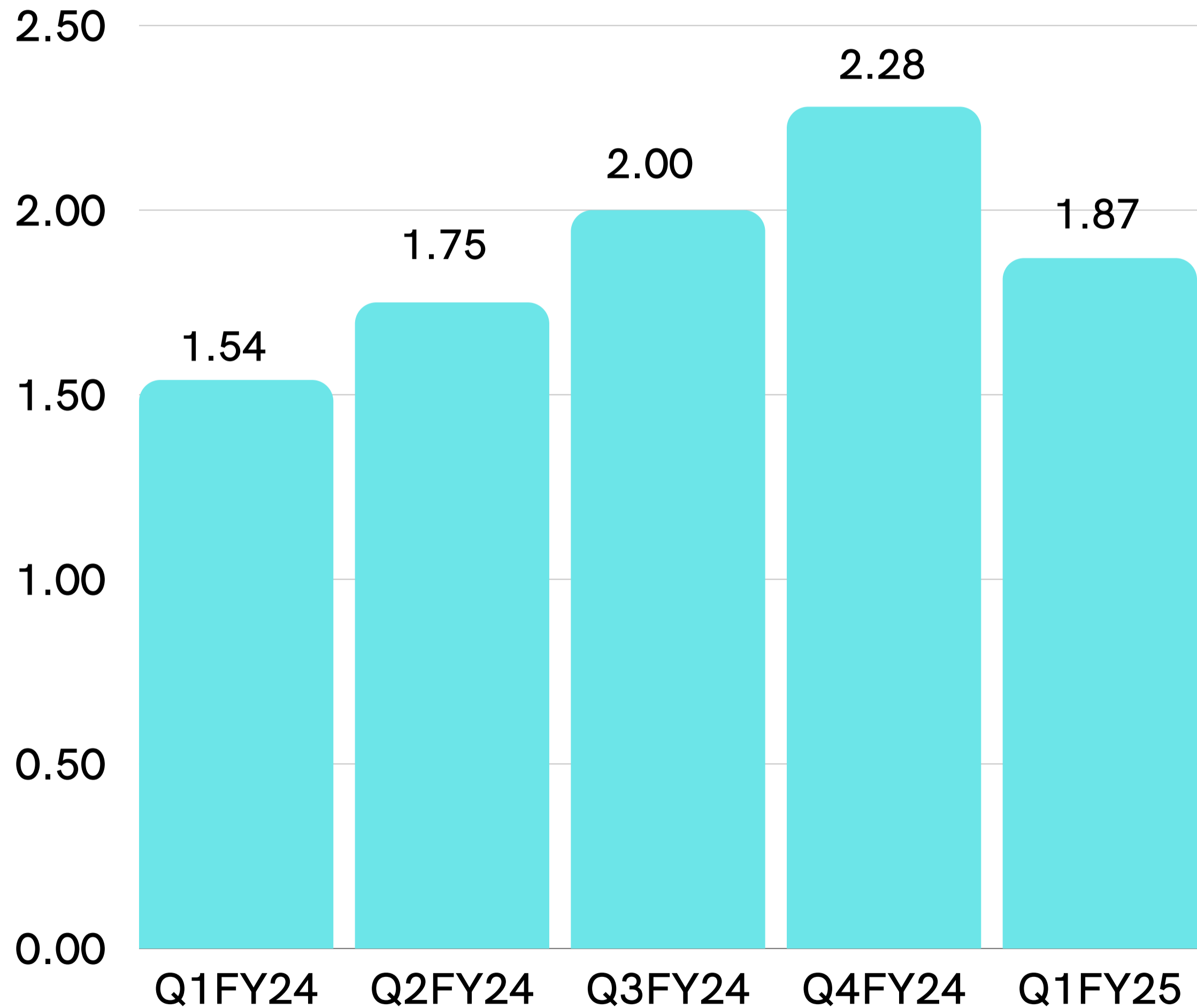
Comparing Q1FY 24 vs Q1 FY 25 data:

- Acute Portfolio of Gujarat Terce grew by 4 %
- Chronic Portfolio of Gujarat Terce degrew by -26 %

Our focus is on growth of precious brands portfolio:

- The portfolio of precious brands have grown by 5 % in Q1FY 25 vs Q1 FY 24 data

Business Highlights- PCPM (Per Capita Per Month)



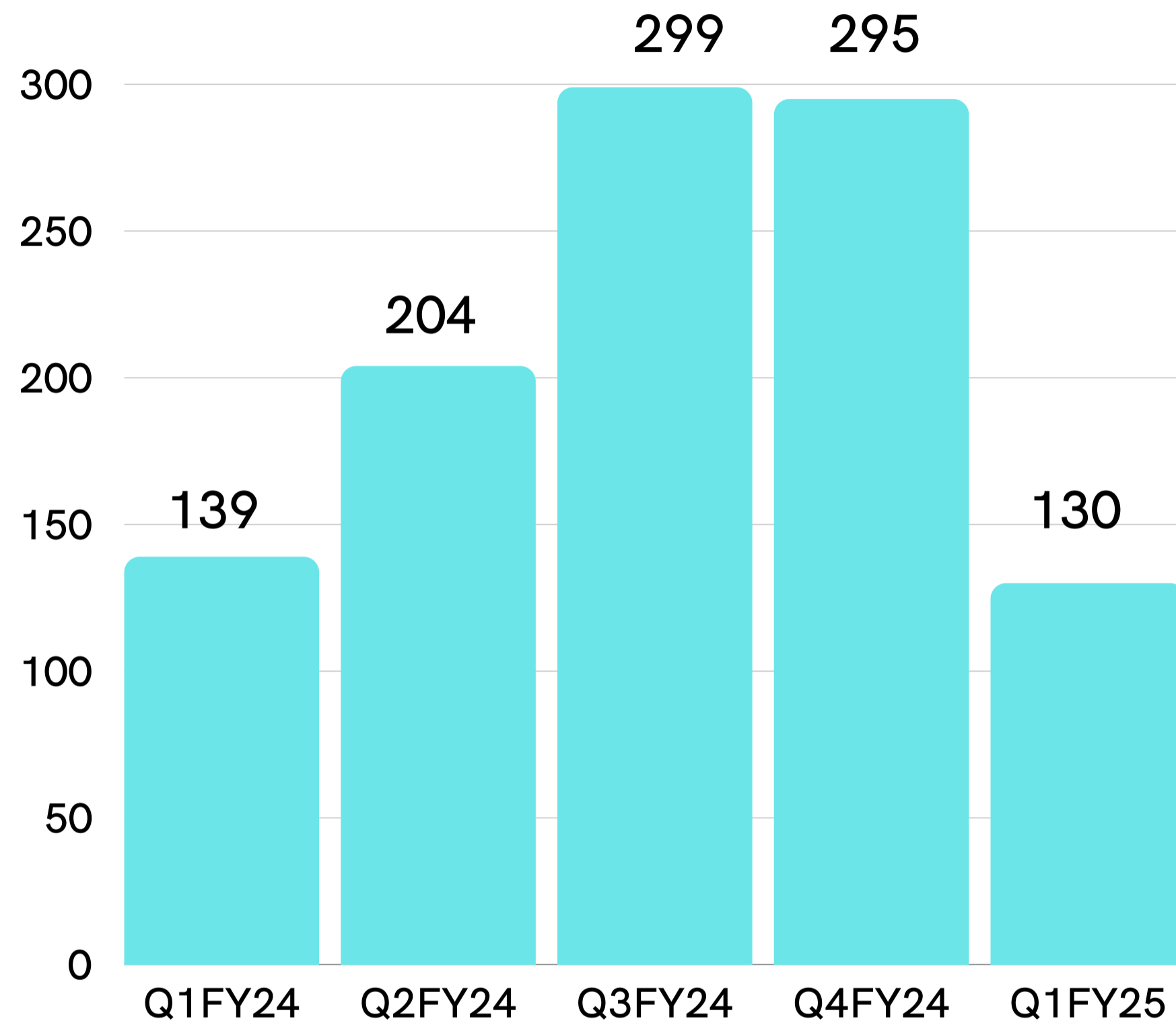
Per Capita per month Sales in lacs

The strategic initiatives has started showing resulting in a growing PCPM and rationalised costs has brought the breakeven PCPM.

The Acute portfolio of the corporate shows a subdued Q1 due to seasonal effects.

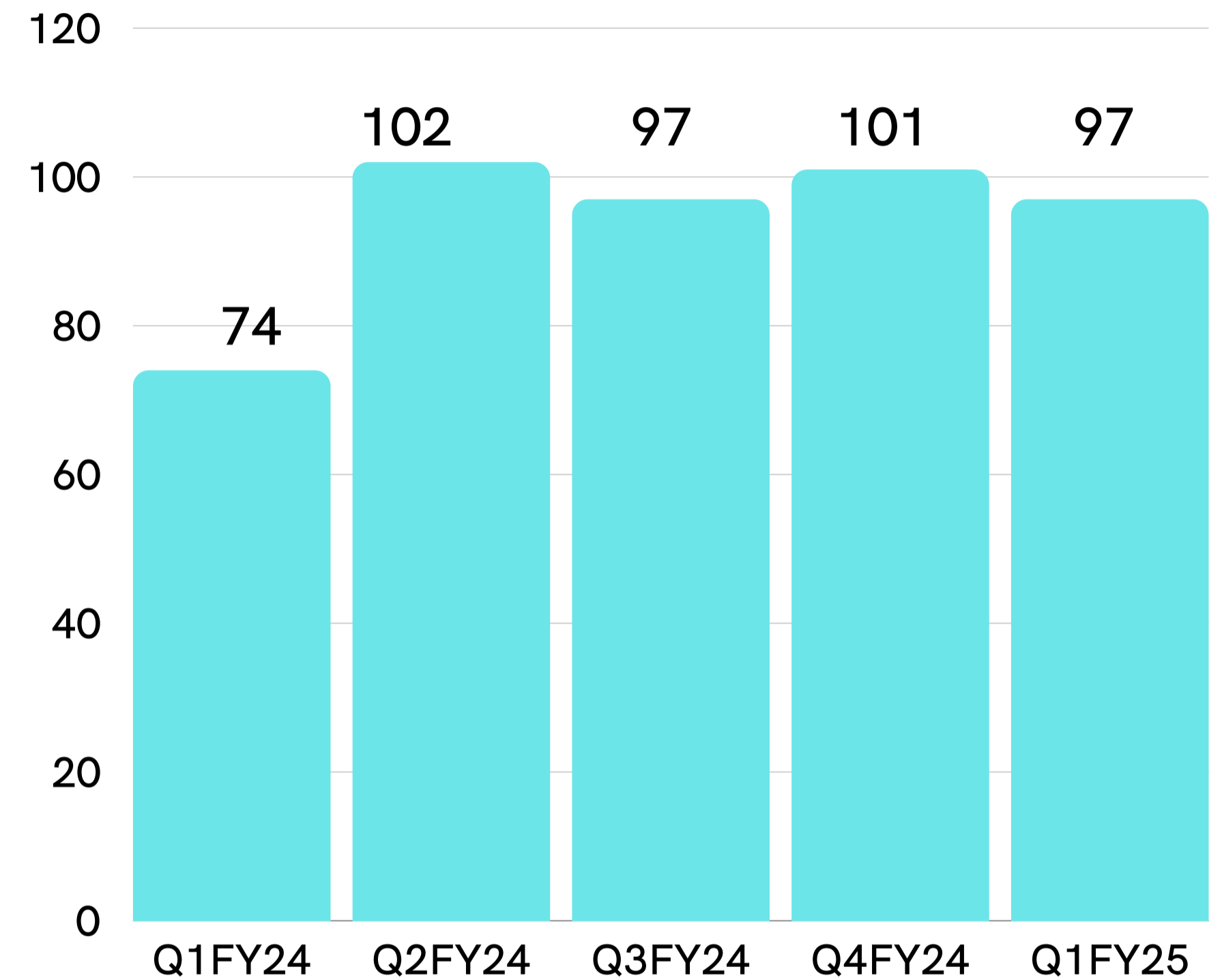
Business Highlights- Sales of Top Four Brands

Figures in lacs



Acolate

Therapeutic Segment- Anticold
Type- Acute

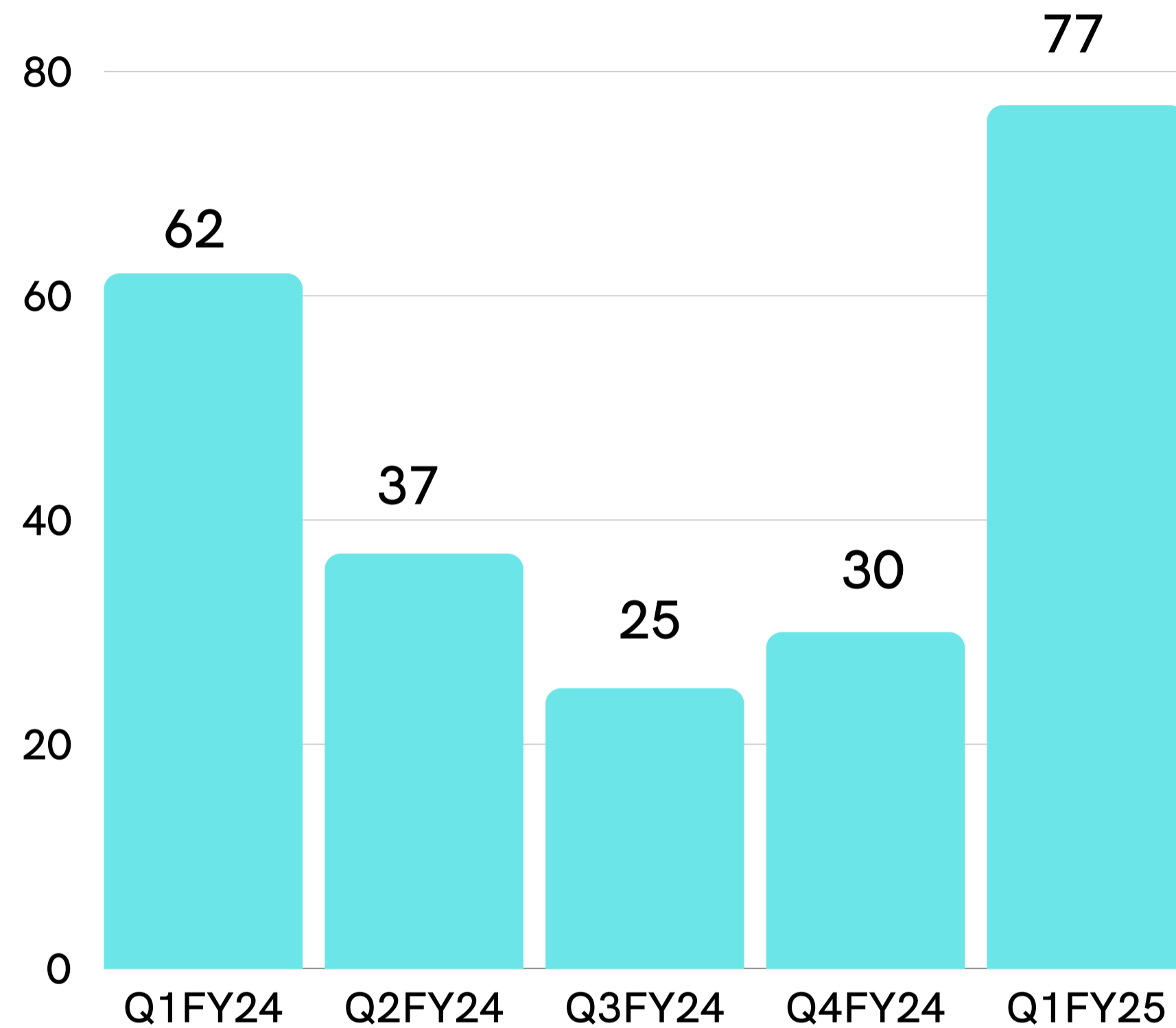


Tynol

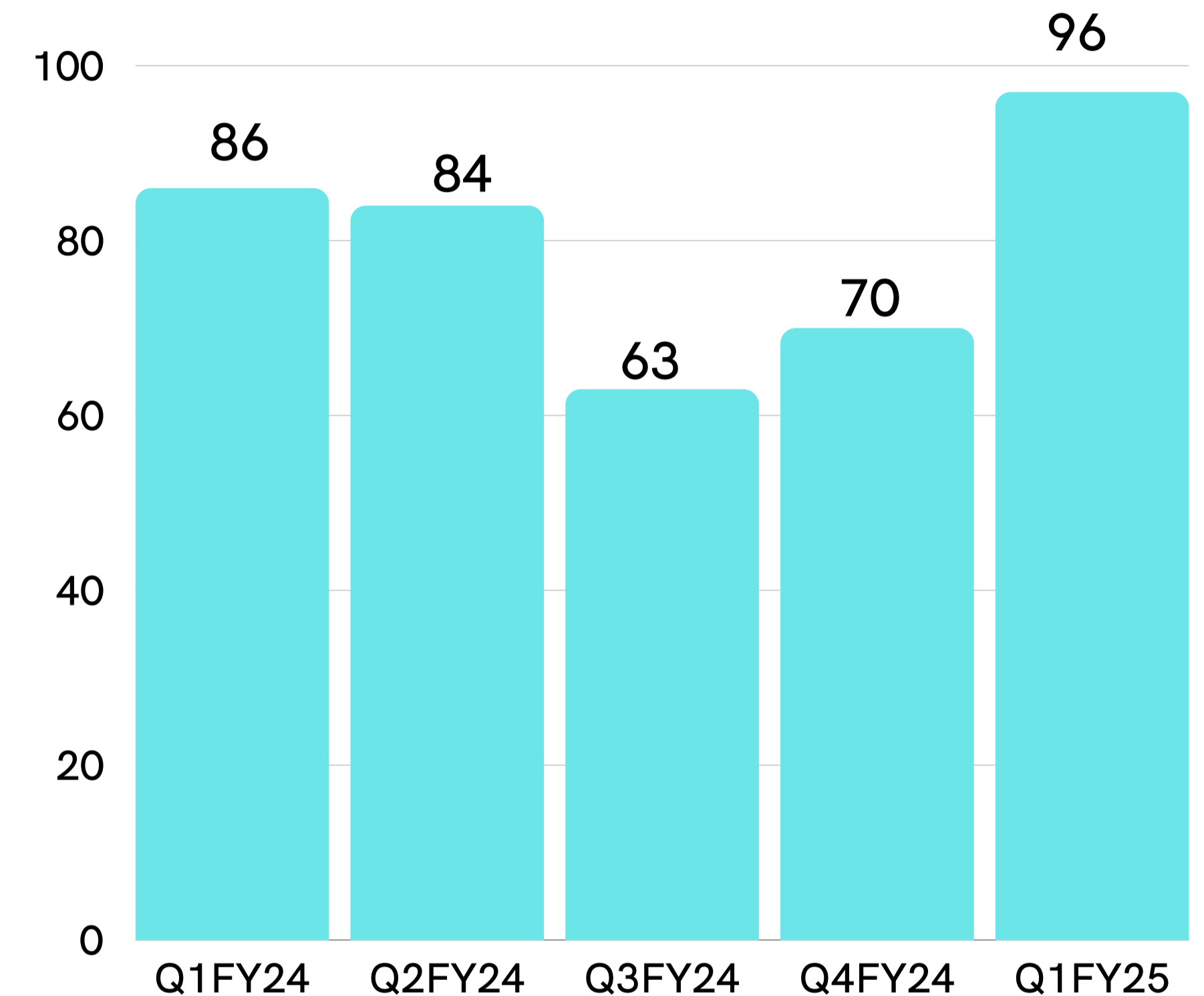
Therapeutic Segment- Pain Management
Type- Acute

Business Highlights- Sales of Top Four Brands

Figures in lacs

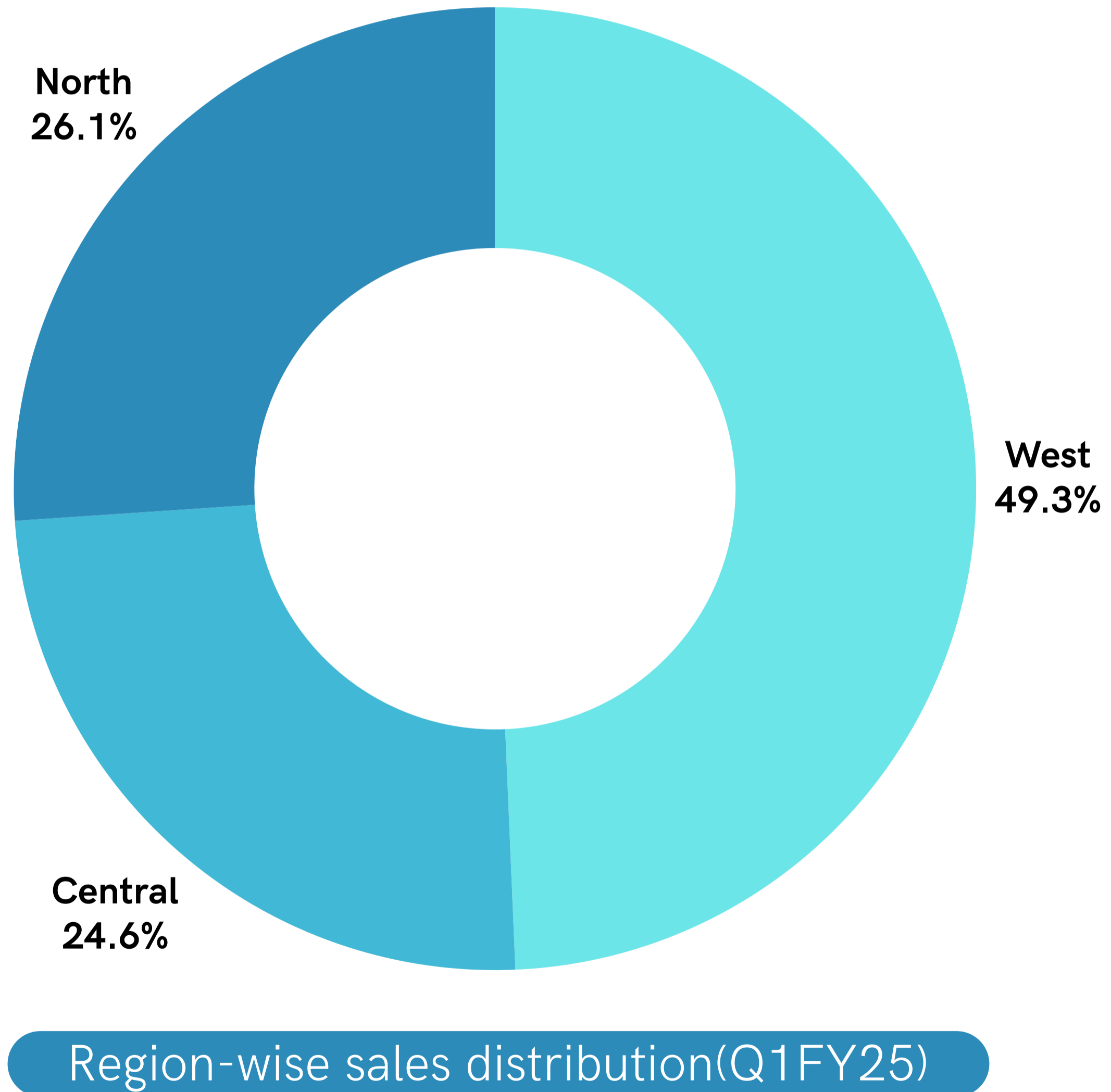
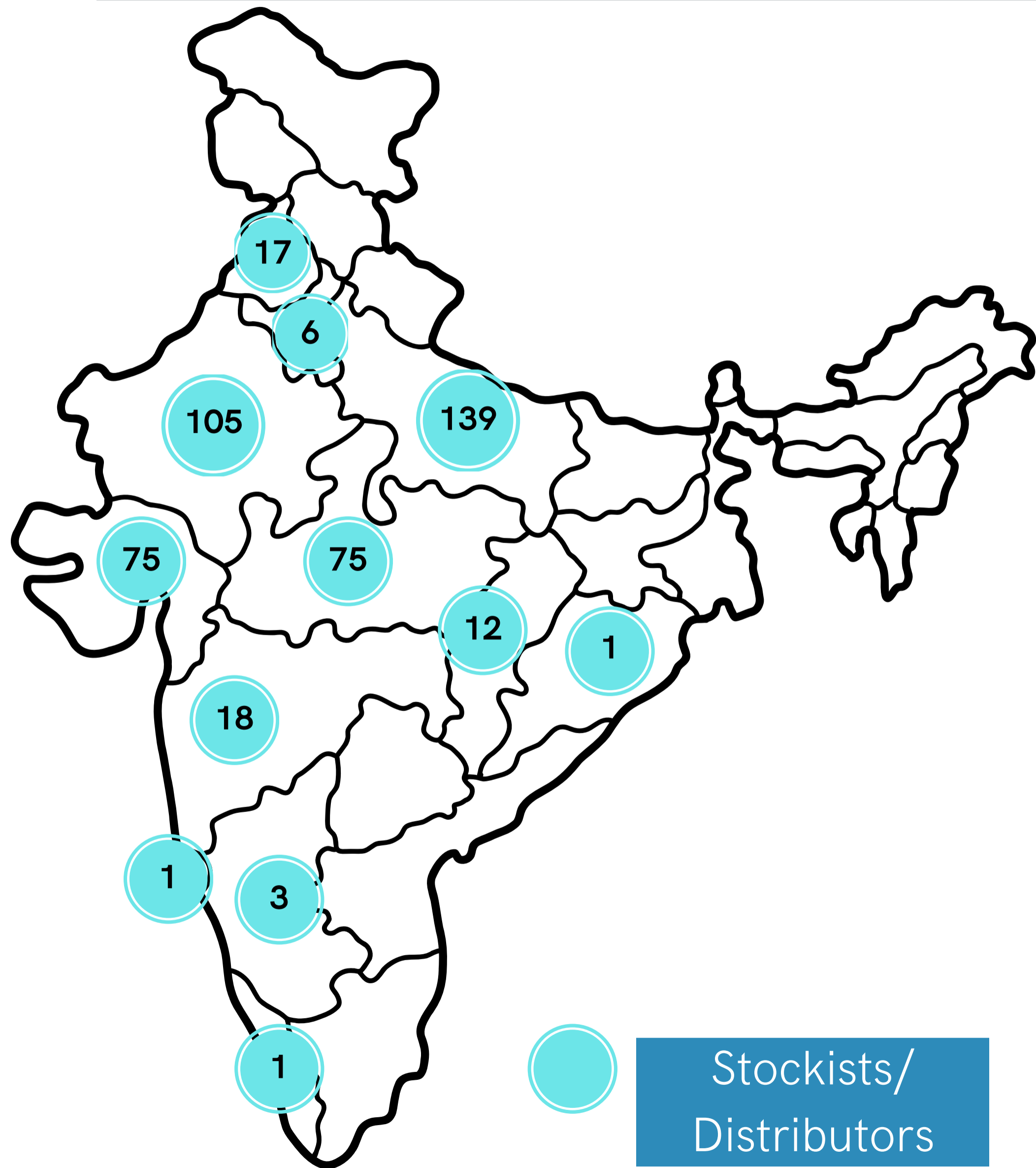


Therapeutic Segment- Nutraceutical
Type- Acute



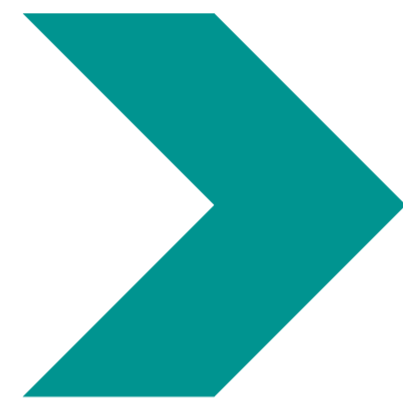
Therapeutic Segment- Vitamins (Nutraceuticals)
Type- Chronic

Distribution Network & Region Wise Sales



Financial Highlights- Q1 FY25

Q1FY25
YoY growth



11 %
Op revenue



114 %
EBITDA



95 %
PBT

- Gujarat Terce has grown by 11 % in Q1 FY 25 compared to Q1 FY24.
- Cash Profit registered by business has increased by 101 % in Q1 FY 25 compared to Q1 FY24.

Q1 FY25- Income Statement

Particulars	Q1 (FY 25)	Q1 (FY 24)	Q1 FY 25 vs. Q1 FY 24 (% Change)
Revenue	1188.88	1071.71	11%
EBITDA	15.12	-105.11	114%
EBITDA(% of Net Sales)	1.27%	-9.81%	
PBT	-6.95	-130.75	95%
PBT(% of Net Sales)	-0.58%	-12.20%	
PAT (Before OCI)	-7.76	-130.75	94%
PAT (% of Net Sales)	-0.65%	-12.20%	
Cash (Profit /(Loss))	1.48	-121.64	101%
Cash Profit (% of Net Sales)	0.12%	-11.35%	
Basic/Diluted EPS (In Rs.)	-0.10	-1.76	94%

Thank you.

Registered Office:

Gujarat Terce Laboratories Limited, 122/2 Ravi Estate, Bileshwarpura, Chhatral,
T.A.: Kalol, Gandhinagar, Gujarat 382729

Corporate office:

D/ 801 - 802 & 1202, The First, Behind Keshavbaug Party Plot, Near Shivalik High-
Street, Vastrapur, Ahmedabad, Gujarat 380015

Investors Contact:

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Email : cs@gujaratterce.com



**GUJARAT TERCE
LABORATORIES LIMITED**