



GUJARAT TERCE LABORATORIES LIMITED

May29, 2024

To, BSE Limited Corporate Relation Department Phiroze Jeejeebhoy Towers, Dalal 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 March 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 on March 31, 2024. Kindly take the same on your records.

Thanking you,

Yours faithfully,
For Gujarat Terce Laboratories Limited

Aalap Prajapati
Managing Director & CEO (DIN: 08088327)
Encl: As attached



INVESTOR PRESENTATION

Q4 FY24

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

Dear Shareholders,

I am delighted to share with you the remarkable achievements of Gujarat Terce in the fiscal year 2024. This year marks a pivotal moment in our company's history, as we have successfully transformed challenges into opportunities and set a new course for sustained growth.

Our profitability soared, with EBITDA up 187% and cash profit up 146%, resulting in a significant improvement in EPS from -2.25 to 0.33.

This success is a testament to our new proactive mindset, bold strategic decisions, and relentless focus on operational excellence. We revitalized brands, strengthened relationships with healthcare professionals, and expanded our product portfolio, while simultaneously optimizing costs and reducing debt.

Moving forward, we will build on this momentum by focusing on further optimizing working capital, expanding doctor engagement, broadening our product portfolio, and hiring newer talent for future growth.

CEO Message

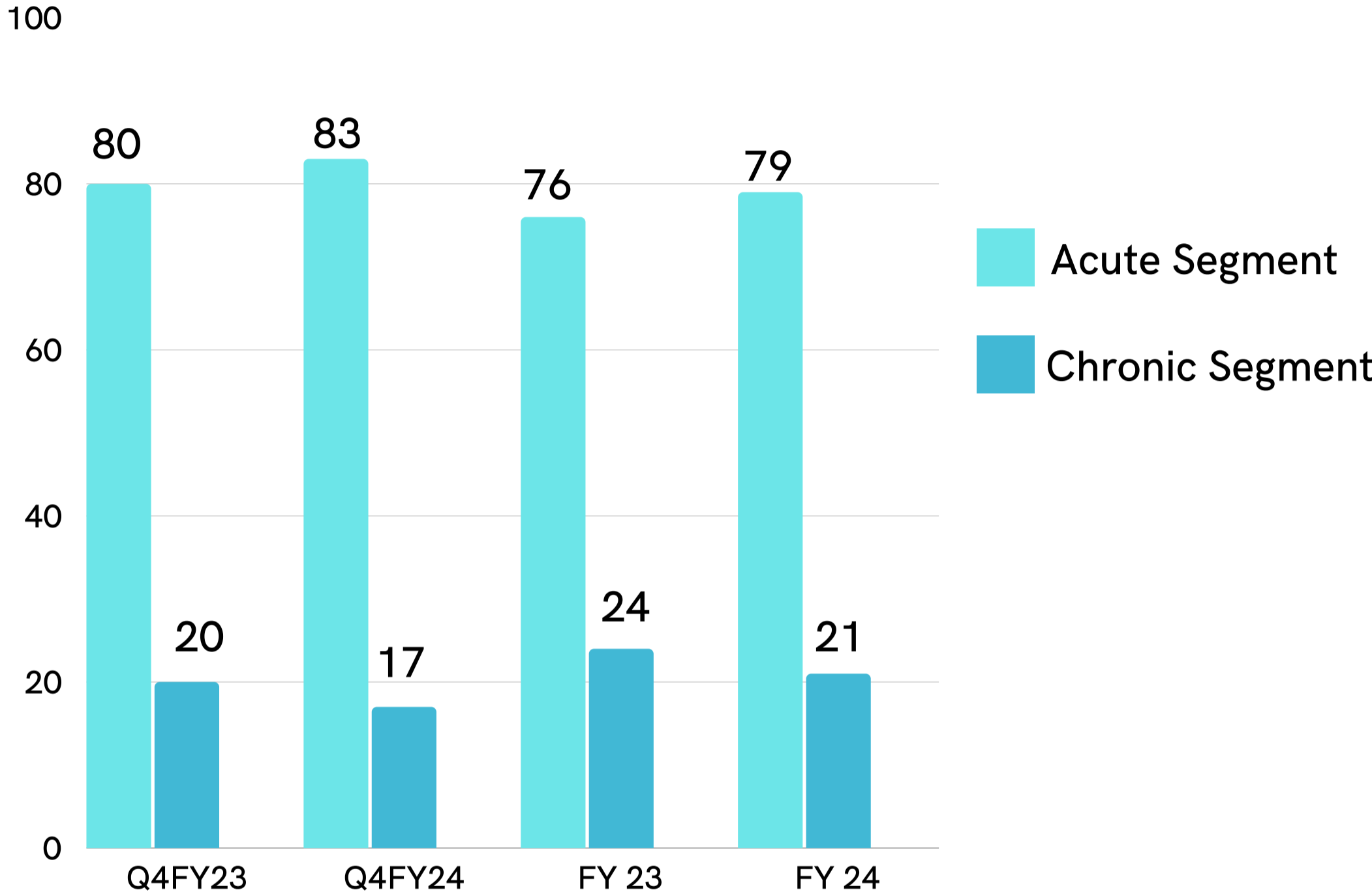
I am confident that our commitment to innovation, operational excellence, and customer-centricity will continue to drive growth and create sustainable value for our shareholders.

Thank you for your unwavering support and trust in Gujarat Terce.

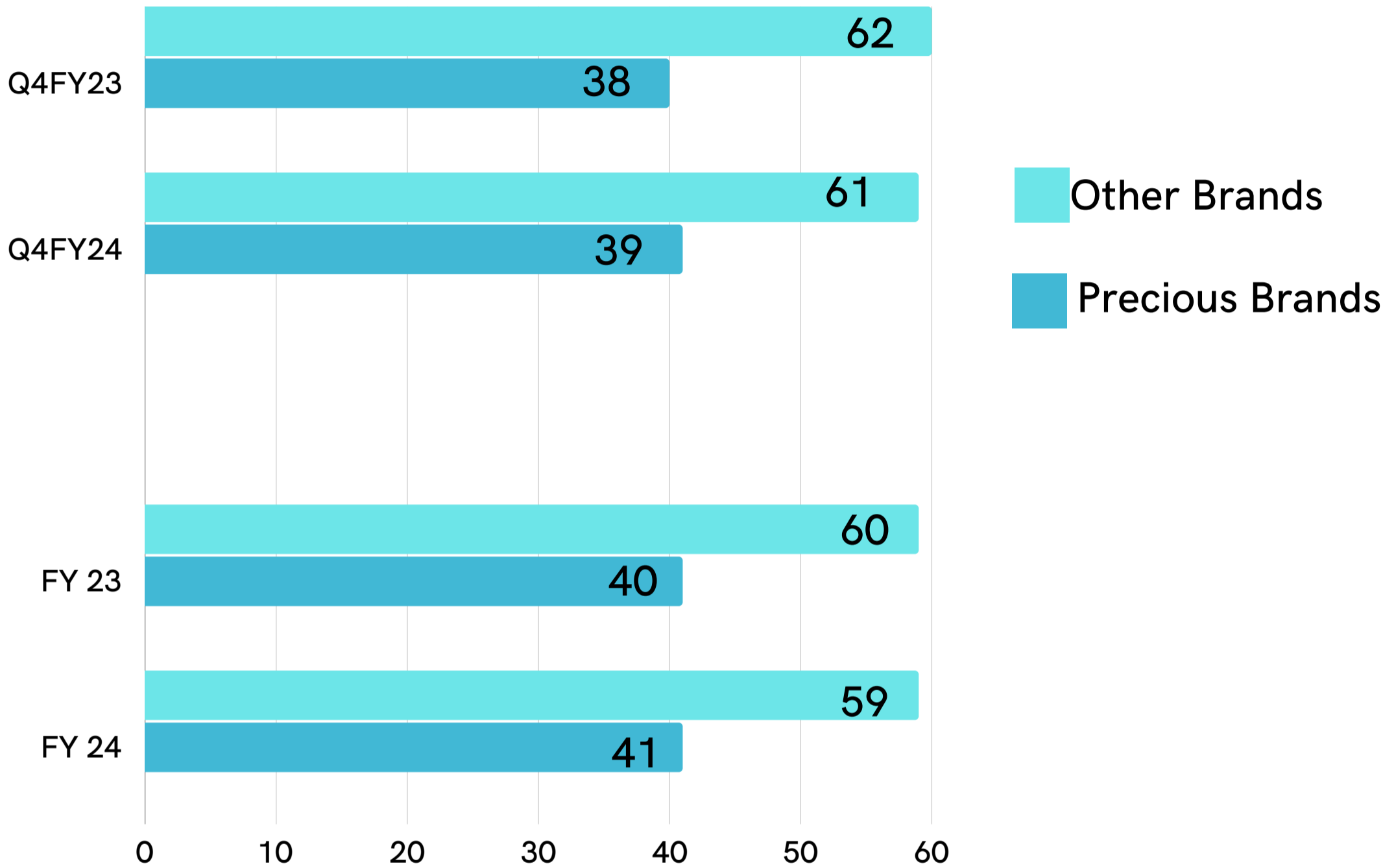
Yours Sincerely,
Aalap Prajapati
CEO
Gujarat Terce Laboratories Limited

Business Highlights

Figures= % of total sales



Figures= % of total sales



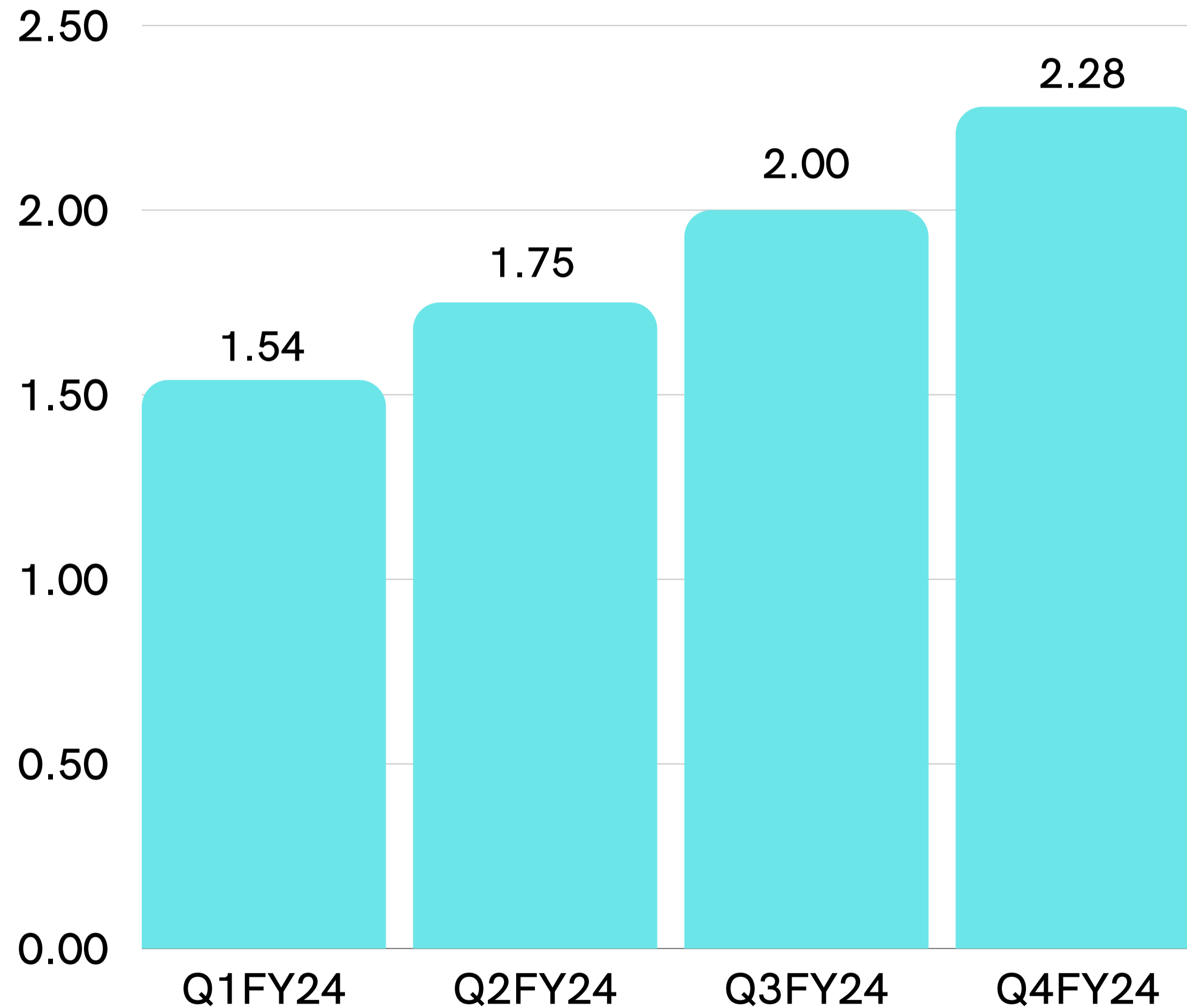
Comparing FY 23 vs FY24 data:

- Acute Portfolio of Gujarat Terce grew by 0 %
- Chronic Portfolio of Gujarat Terce degrew by -15 %

Our focus is on growth of precious brands portfolio:

- The portfolio of precious brands have grown by 2 % in FY23 vs FY24

Business Highlights- PCPM (Per Capita Per Month)



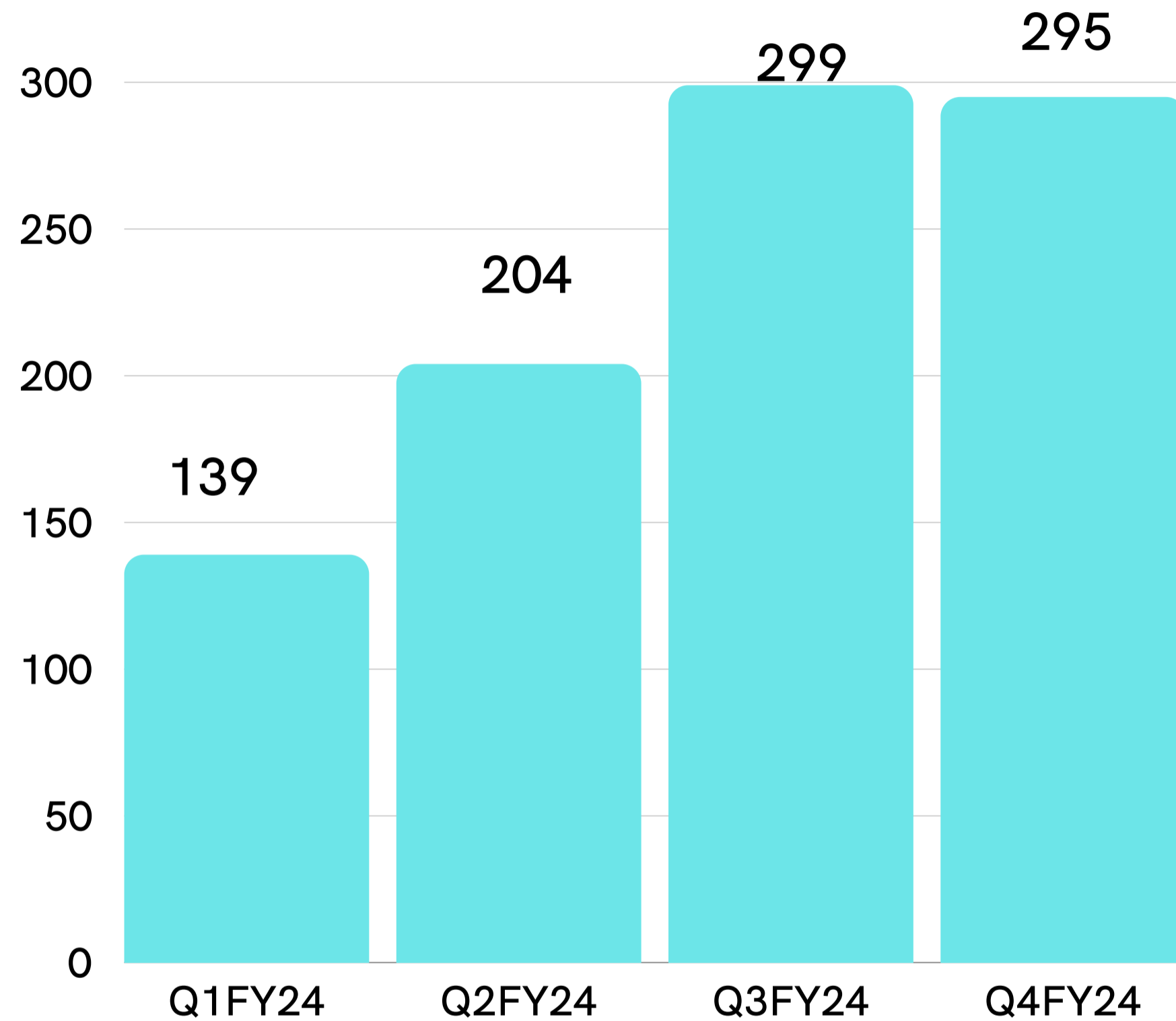
Per Capita per month Sales in lacs

This Financial year, we rationalized geographies where the breakeven was getting delayed and focused on productivity in the profitable geographies.

Thus lowering the breakeven in the process and growing the PCPM.

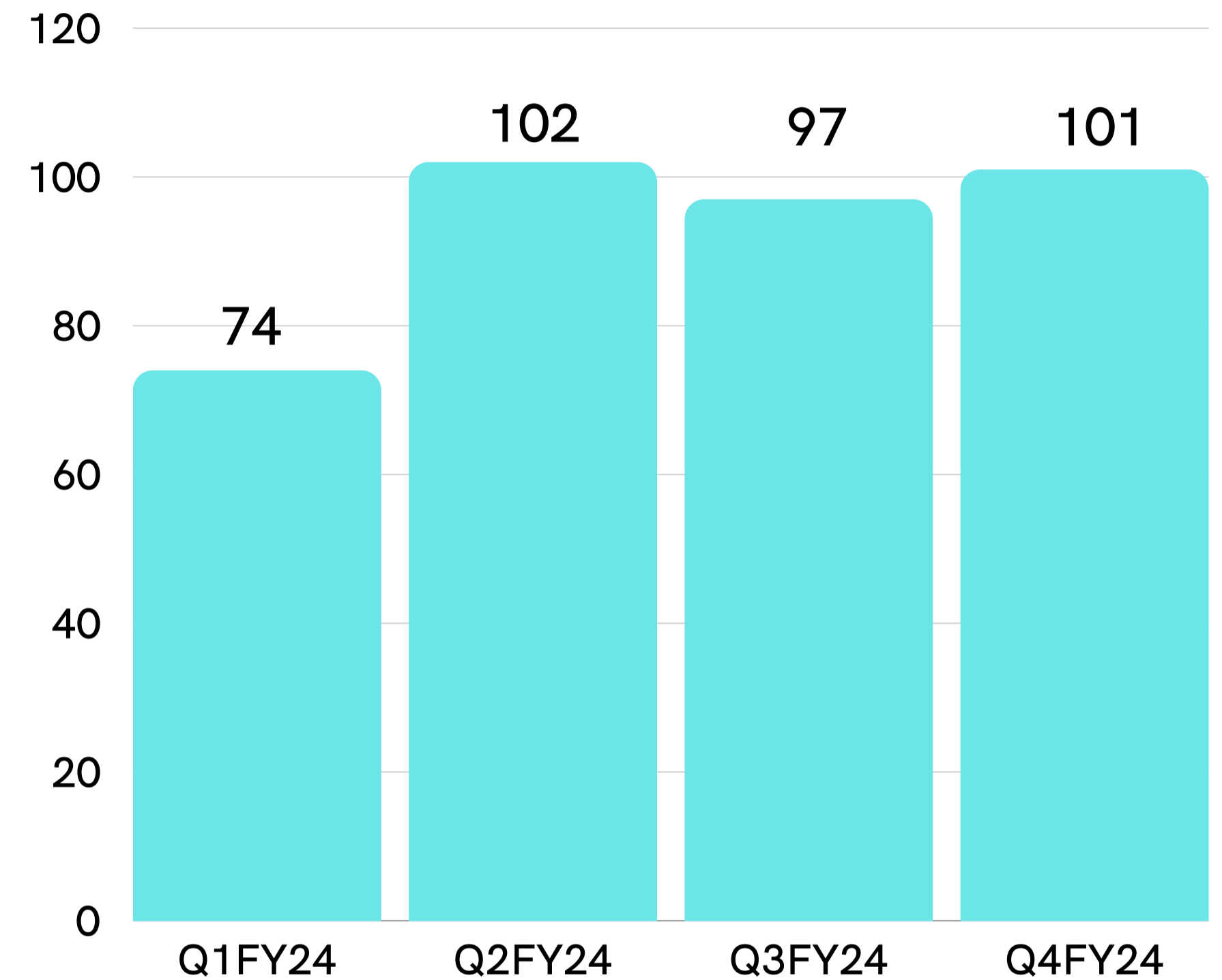
Business Highlights- Sales of Top Four Brands

Figures in lacs



Acolate

Therapeutic Segment- Anticold
Type- Acute

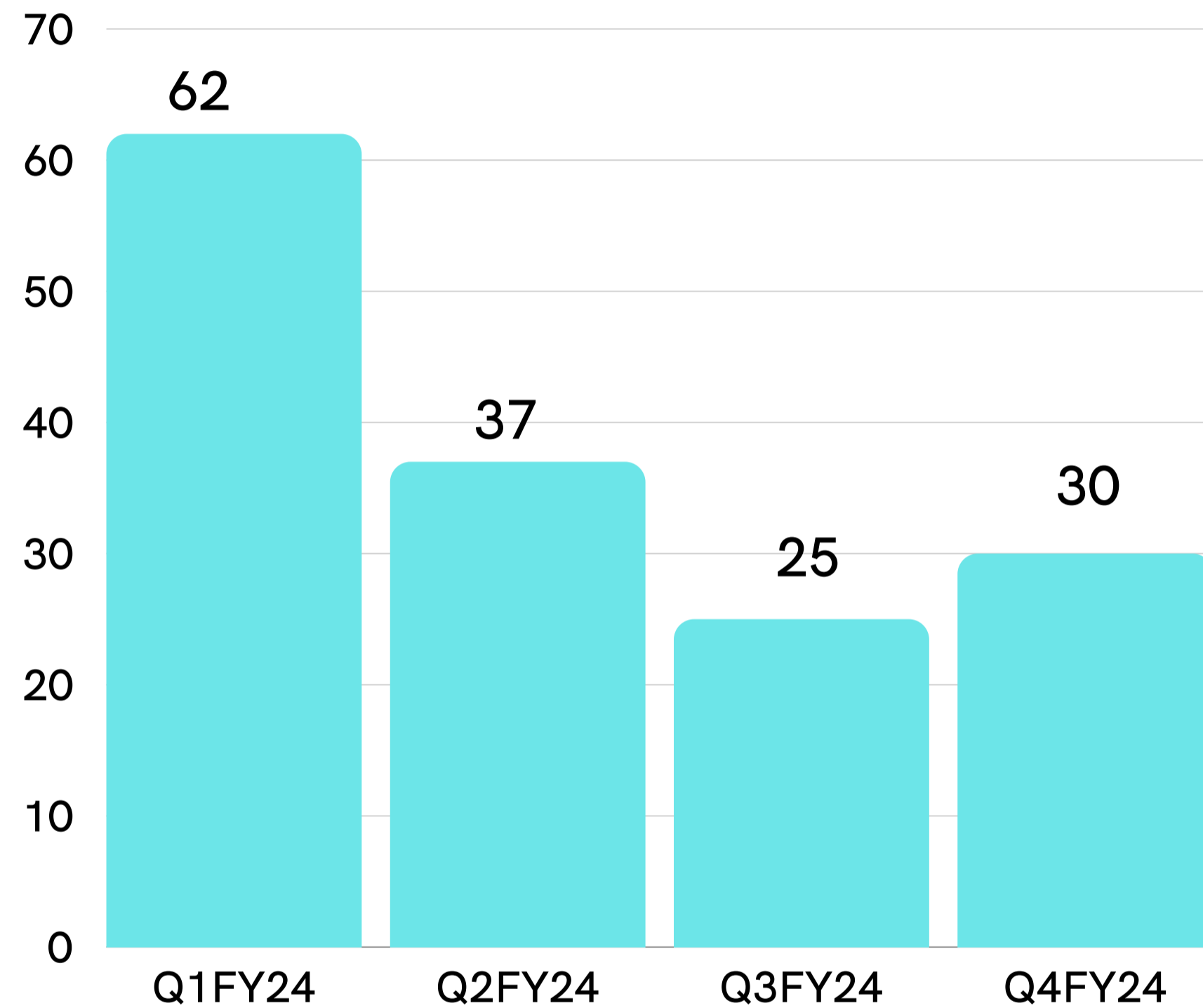


Tynol

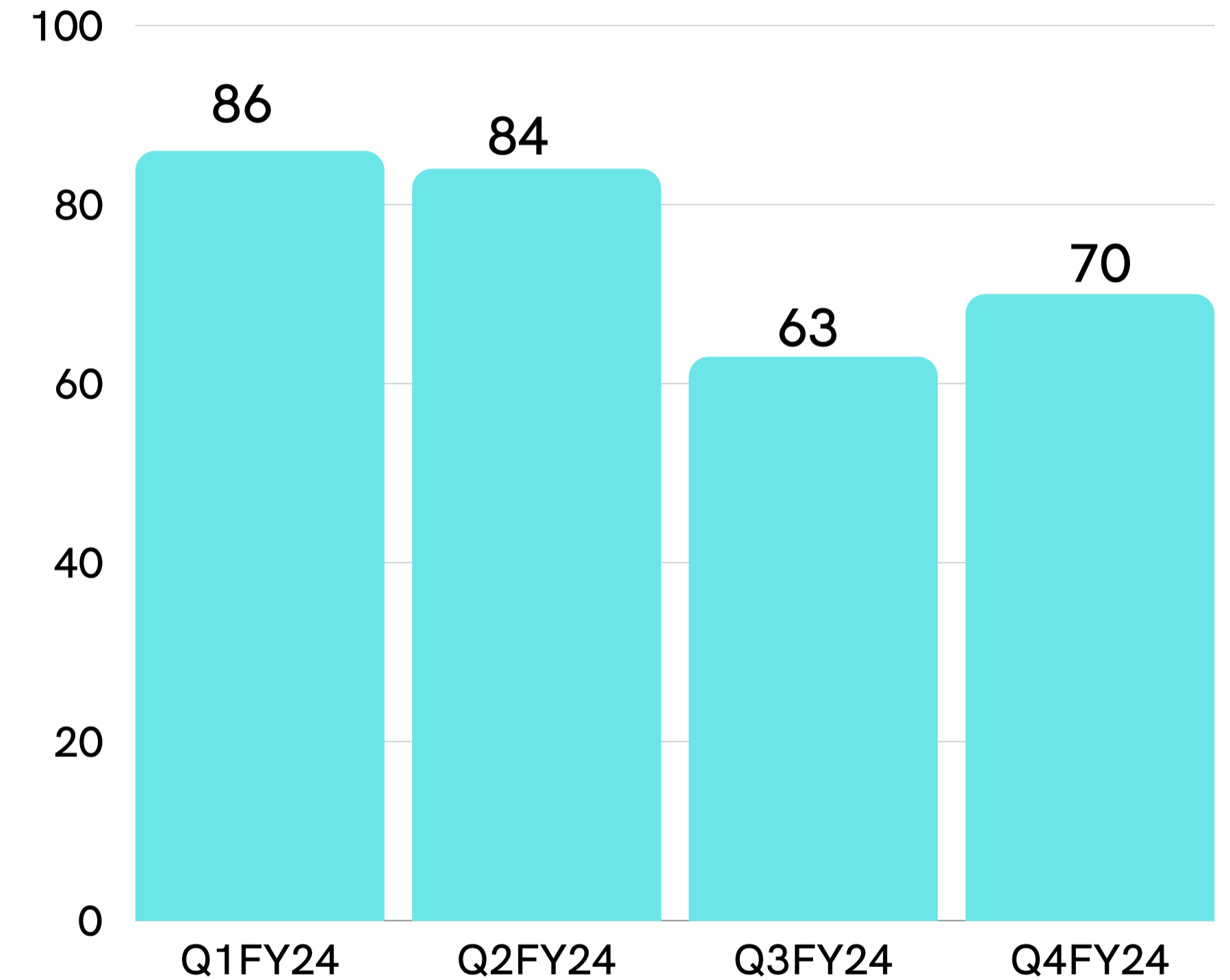
Therapeutic Segment- Pain Management
Type- Acute

Business Highlights- Sales of Top Four Brands

Figures in lacs

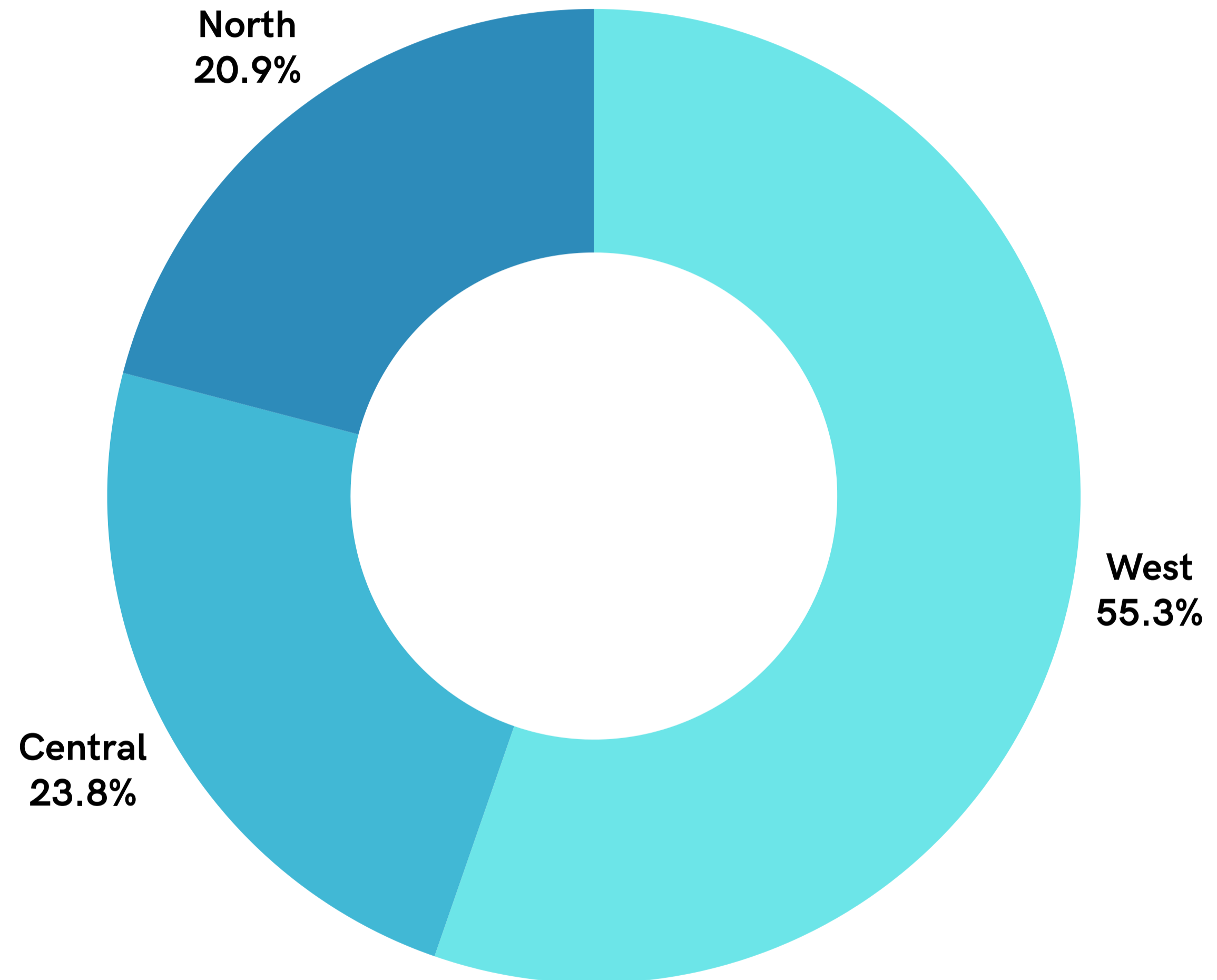
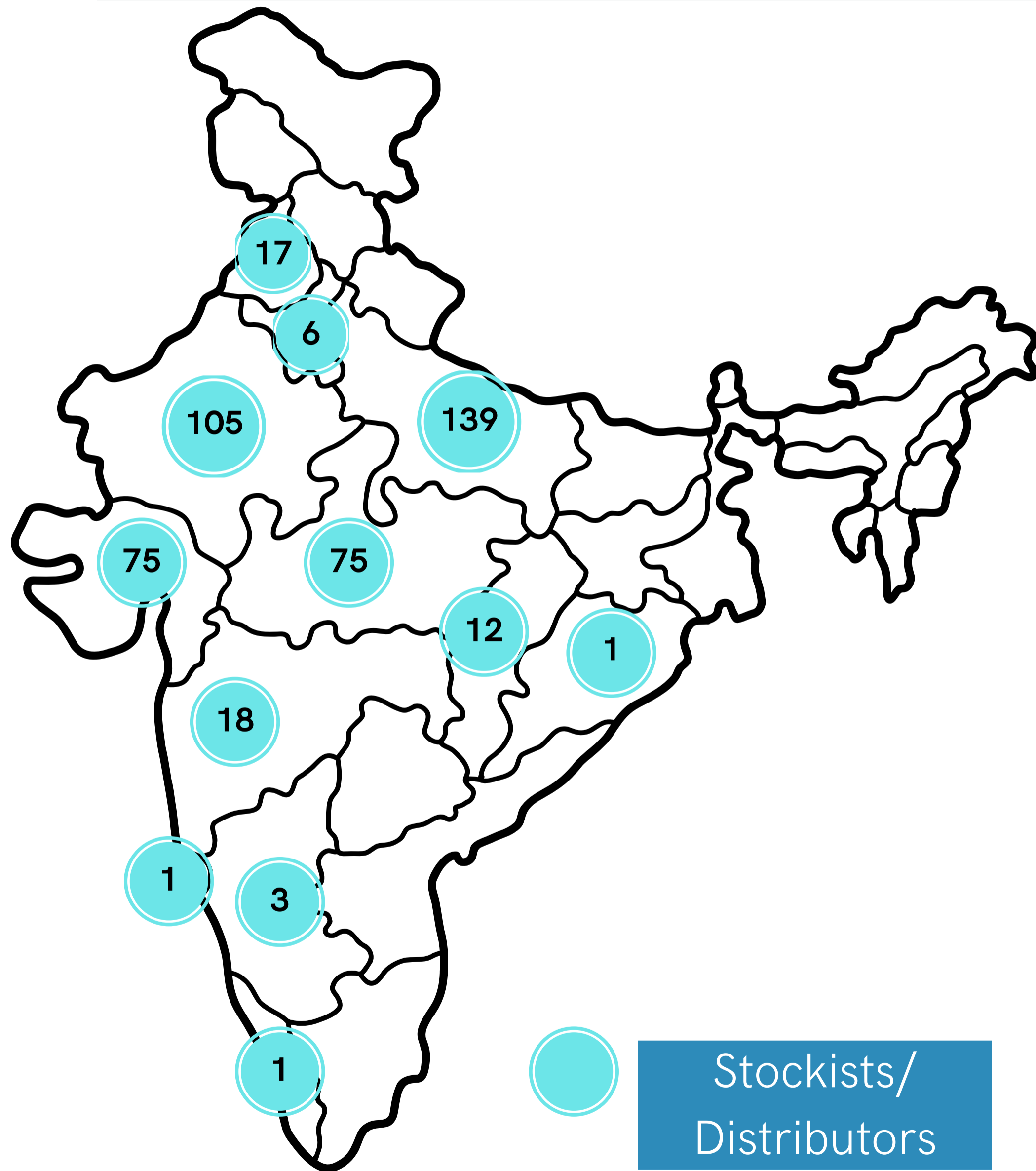


Therapeutic Segment- Nutraceutical
Type- Acute



Therapeutic Segment- Vitamins (Nutraceuticals)
Type- Chronic

Distribution Network & Region Wise Sales



Region-wise sales distribution(Q3FY24)

Financial Highlights- Q3 FY24

Q4FY24
YoY growth

-5%
Op revenue

1246%
EBITDA

301%
PBT

FY24
YoY growth

2.55%
Op revenue

187.82%
EBITDA

118.79%
PBT

- Gujarat Terce has grown by 2.55% in FY24 compared to FY23.
- Cash Profit registered by business has increased by 146.76% in FY24 vs FY23

Q3FY24- Income Statement

Particulars	Q4 2023-24	Q4 2022-23	Y-O-Y Q4 vs. Q4 % Change	For the year ended 31-03-2024	For the year ended 31-03-2023	Y-O-Y % Change (2024 vs 2023)
Revenue from Operations	1220.71	1288.85	-5%	4,797.47	4,678.25	2.55%
EBITDA	108.61	-9.48	1246%	158.77	-180.80	187.82%
EBITDA(% of Net Sales)	8.90%	-0.74%		3.31%	-3.86%	
PBT	84.39	-41.89	301%	54.39	-289.39	118.79%
PBT(% of Net Sales)	6.91%	-3.25%		1.13%	-6.19%	
PAT (Before OCI)	54.34	80.34	-32%	24.34	-167.16	114.56%
PAT(% of Net Sales)	4.45%	6.23%		0.51%	-3.57%	
Cash Profit /(Loss)	63.78	-26.13	344%	61.12	-130.71	146.76%
Cash Profit (% of Net Sales)	5.22%	-2.03%		1.27%	-2.79%	
Basic/Diluted EPS (In Rs.)	0.73	1.08	-32%	0.33	-2.25	114.56%

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**