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276/LG/SE/NOV/2024/GBSL

November 14, 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 Unaudited Financial Results of the Company for the quarter and half year ended September 30, 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
November 2024



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H1 FY25 Business & Financial Highlights



H1 FY25 Business Highlights

Indore Capex Update:

- The Company obtained all requisite licenses, including the FDA license, factory license, Madhya Pradesh Pollution Control Board (MPPCB) consent, as well as approvals for electricity and water connections for its manufacturing facility in Indore by October 2023.
- This facility became operational and functional and began fulfilling manufacturing requirements for products that were initially intended to be produced at the Navsari facility, due to capacity constraints at the latter.
- However, in light of evolving US FDA requirements and the need for additional documentation and validations for the US market, the Board of Directors made a strategic decision to complete all necessary US FDA-related formalities before proceeding with commercialization. All required studies and validations have been completed, and production has commenced.

Criticare: Positioning as a trusted partner in critical care through specialized life-saving injectables, antimicrobial stewardship, and direct hospital partnerships

Strategy: Building Long-Term Value through Strategic Partnerships

Gufic's Criticare Division has strategically positioned itself as a key player in the critical care space by combining a focused product pipeline with an evidence-based, partnership-driven marketing approach. This strategy is designed to foster long-term relationships with hospitals and clinicians, positioning Gufic as a preferred partner for essential life-saving injectables. Key elements of this strategy include:

Specialized Product Offerings:

- Gufic's Criticare Division offers a portfolio of niche, high-barrier products, such as advanced antifungals and specialized antibacterials, that address critical therapeutic gaps, particularly in severe hospital-acquired infections and antimicrobial resistance (AMR). By focusing on complex and essential molecules, Gufic not only creates a unique position in the market but also becomes a go-to supplier for hospitals seeking reliable, high-quality solutions for critical care needs

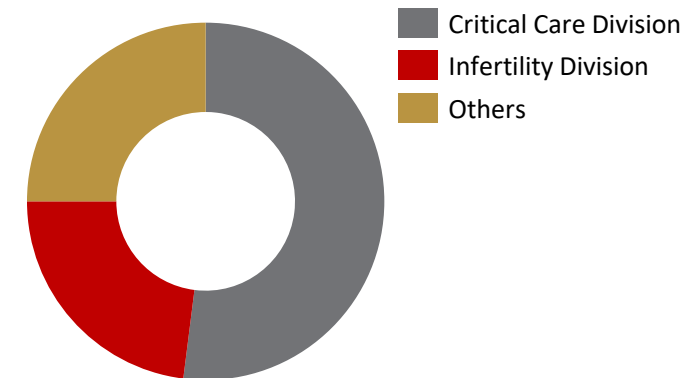


H1 FY25 Business Highlights

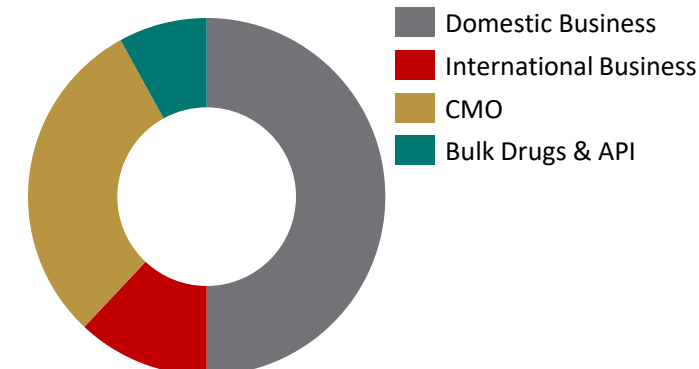
Criticare’s pipeline of products that address key therapeutic gaps and are complex to manufacture

Drug Class	Unique Advantages	Complexity in Manufacturing
Novel β-lactam/β-lactamase Inhibitor Combo	Targets multi-drug resistant Gram-negative bacteria; highly effective for severe hospital-acquired infections.	Complex formulation with dual agents requires precise blending, stabilization, and maintaining consistent potency against multi-resistant bacteria.
Advanced Carbapenem Combination	Broad-spectrum efficacy against resistant Gram-negative pathogens, including carbapenem-resistant strains.	Manufacturing challenges include stabilizing multiple compounds while preserving individual activity and minimizing cross-reactivity to ensure therapeutic efficacy.
Next-Generation Echinocandin	Improved dosing interval and effectiveness against Candida and Aspergillus species in systemic infections.	Manufacturing complexity due to novel structure requiring stringent stability controls to prevent degradation and ensure high bioavailability.
Broad-Spectrum Tetracycline Derivative	Effective against both Gram-positive and Gram-negative organisms, including drug-resistant strains.	Dual formulation (tablet and injectable) necessitates specialized production processes to maintain bioavailability and potency for each form.
Acid-Stable Fluoroquinolone	Enhanced activity in acidic environments, ideal for tissue infections such as abscesses with lower pH.	Complex synthesis due to acid-stable structure; requires advanced stabilization methods for bioavailability across different formulations.
Siderophore-Cephalosporin	Targets resistant Gram-negative bacteria by utilizing an iron transport mechanism to penetrate bacterial cells.	Manufacturing complexity involves managing the molecule’s chelating properties to maintain stability and targeted bacterial cell entry.
Respiratory-Targeted Fluoroquinolone	Broad effectiveness in respiratory and skin infections with enhanced activity against drug-resistant pathogens.	Stabilizing fluoroquinolone structure in tablet and injectable forms demands specialized manufacturing to maintain consistent potency and patient safety.

Domestic Business Breakup



Total Revenue Breakup





Effective Scientific Initiatives for Clinician Empowerment:

- Through initiatives like World Sepsis Day campaigns and scientific engagements on judicious antimicrobial use, Gufic actively engages with healthcare professionals to promote best practices in sepsis management and AMR prevention. By empowering clinicians with the latest knowledge and evidence-based guidelines, Gufic helps shape responsible usage patterns, reinforcing its role as a partner in improving patient outcomes. This engagement not only strengthens Gufic's market presence but also builds lasting trust with the medical community

Long-Term Impact: Creating Lasting Associations with Hospitals and Clinicians

- Through this combined product and marketing strategy, Gufic's Criticare Division is establishing itself as more than just a supplier. By delivering high-quality, essential products alongside a commitment to clinician education and sustainable care practices, Gufic is forging deep-rooted relationships with hospitals and healthcare providers. This approach not only enhances Gufic's market position today but also sets a strong foundation for future growth, as hospitals increasingly turn to Gufic for trusted solutions in critical care.
- This strategic focus on long-term partnerships will continue to create meaningful value for Gufic's stakeholders by enhancing brand loyalty, driving sustainable growth, and reinforcing Gufic's leadership in the critical care market.



Ferticare: Expanding leadership in assisted reproductive technologies by delivering innovative hormone therapies and specialized support for IVF clinicians and patients

Strategy: It centers on addressing critical gaps in assisted reproductive technologies (ART) and offering innovative solutions tailored to emerging needs within reproductive medicine. Key initiatives and strategic moves highlight the division's dedication to delivering impactful products and solutions in the fertility space, as seen in the following areas:

- **Focus on Unmet Medical Needs:** Ferticare has positioned itself as a pioneer in addressing challenging conditions within ART, such as endometriosis and recurrent implantation failure (RIF). This includes the development of Thymosin Alpha 1 as a treatment option, underscoring Ferticare's commitment to advancing solutions for complex reproductive health issues.
- **Product Innovation and Differentiation:** Ferticare has introduced several pioneering products that position it competitively within the ART space:
 - **Ultra-Purified HMG (Supergraf):** As the first Indian company to develop ultra-purified HMG, Ferticare offers a product with efficacy comparable to leading international brands, providing patients with a high-quality treatment option.
 - **Extended-Release Dydrogesterone Formulations:** The division's development of extended-release Dydrogesterone enhances patient compliance and offers a tailored approach to hormonal support in IVF treatments.
- **AI Integration in ART (EmbryoAid):** Ferticare's national strategy includes the launch of EmbryoAid, an AI-powered tool that ranks and identifies the most promising embryos, streamlining the IVF process. By utilizing AI to enhance embryo selection, Ferticare supports clinicians in achieving better outcomes, thus reinforcing its commitment to innovation within ART.



H1 FY25 Business Highlights

Ferticare's Pipeline and Product Diversification: Ferticare's product pipeline is designed with a dual strategy: to enhance ART treatment efficacy and to address specific, unmet needs in reproductive health.

- **Recombinant FSH and HCG:** These recombinant hormones offer precise, high-purity options essential for improving the efficacy of fertility treatments. By ensuring consistent quality and bioactivity, these products address the growing demand for reliable hormonal support in ART, positioning Ferticare as a trusted provider in fertility care.
- **Niacinamide and Magnesium Chloride-Based Vaginal Gel:** This innovative vaginal gel aims to enhance patient comfort and improve vaginal health, creating a supportive environment for implantation and early pregnancy. Its focus on promoting optimal conditions for reproductive success is a unique addition to the Ferticare portfolio.
- **Coenzyme Q10 Supplements:** Coenzyme Q10 is recognized for its potential to improve egg quality and energy production at the cellular level, which can positively impact fertility outcomes. By offering this supplement, Ferticare addresses a broader scope of fertility support, catering to patients seeking complementary solutions for reproductive health.

Spark Division: Building a broad-based healthcare portfolio with strategic launches and awareness initiatives to cater to diverse medical needs in India's mass market

- **Strategy and Focus:** The Spark division is emphasizing a multi-faceted approach, combining scientific engagement and targeted outreach to both specialists and general practitioners. This has established the division as a knowledgeable leader, particularly in gynecology and ENT care. By conducting various scientific engagement for knowledge-sharing among doctors, Spark is positioning its products as go-to solutions for these segments.
- **Key Milestones:** Participation in major events like Confident 2024 and World Education Day have allowed Spark to connect with a broad range of medical professionals, further enhancing visibility. Celebrations of notable events like Doctors Day and Diwali also deepen engagement, strengthening long-term doctor relationships.



H1 FY25 Business Highlights

Stellar Division: Stellar Division: Strengthening presence in the PPI and pain management segments through targeted product launches, differentiation, and industry engagement

- **Product Launch Strategy:** Stellar has strategically entered high-demand markets like PPI for APD management with products such as VonPHa, a PCAB, which quickly gained traction, reaching 5,000 doctors within a short time frame. Pipeline updates, like the upcoming non-sedating cough syrup Baryl-DX, position Stellar for early-mover advantages in expanding therapeutic areas.
- **Market Gains and Expansion:** With key products gaining market ranks (e.g., Prodoxin-CV and Gufidox LB), Stellar's focus on expanding market reach is bearing fruit. Expanding the division by adding headquarters in high-growth states like Karnataka and Tamil Nadu further positions the division for regional dominance.
- **Innovative Tools and Campaigns:** The division's introduction of the patented Stretchmark Meter aligns well with its brand strategy, providing doctors with a novel tool to predict stretchmark development risks during pregnancy. This supports the promotion of Stretchnil, widening Stellar's footprint in the anti-stretchmark category.

Healthcare Division: Focusing on holistic wellness solutions with an emphasis on growth of the Shallaki range for musculoskeletal health and continuous outreach in Ayurveda and orthopedics

- **Growth of Sallaki Range:** The Healthcare division is capitalizing on the growing demand for natural pain relief solutions, with the Sallaki range at the forefront. Sallaki MR and Sallaki Liniment have both made significant strides in the market, achieving impressive rankings in their respective categories according to AWACS data. Sallaki Liniment has risen to 3rd place, solidifying its market share, while Sallaki MR has reached the 5th rank in its segment. This success reflects a strategic focus on developing and promoting herbal solutions that meet the needs of patients seeking alternatives to traditional pain management options.
- **Product Launch Success:** New products targeting specific conditions, such as the cervical spondylosis product, have garnered positive feedback and traction within months of their launch. The success of Gufispon, which reached over 100,000 units sold within five months, underscores the division's ability to identify and fulfill niche healthcare needs effectively. This product pipeline strengthens the division's offerings in pain management and physical rehabilitation, creating a diversified approach to holistic care.



H1 FY25 Business Highlights

Sparsh: aims to be a trusted, one-stop partner for smaller hospitals and clinics by providing a comprehensive range of injectables and building direct, meaningful associations with healthcare providers across India

Strategy: The Sparsh Division of Gufic Biosciences is strategically positioned as a one-stop solution for a wide range of injectable needs, particularly catering to smaller hospitals and clinics. By offering a broad product basket that spans essential and specialized injectables, Sparsh meets diverse therapeutic needs, strengthening Gufic's role as a comprehensive healthcare partner for hospitals seeking reliable, cost-effective injectable solutions.

- **Direct Hospital Partnerships:** Sparsh has established direct relationships with over 1,400 hospitals across India, fostering long-term, loyal partnerships with healthcare providers. This direct engagement allows Sparsh to tailor its offerings to each facility's unique needs, solidifying Gufic as a trusted healthcare partner.
- **Comprehensive Product Offering:** Sparsh's diverse product portfolio, including dual chamber bags, S-Panoriya (Pantoprazole alternative), and the upcoming launch of contrast media for imaging, supports hospitals with both routine and specialized therapeutic needs. This expansive product basket positions Sparsh as an indispensable resource for injectable requirements in hospital settings.
- **Targeted Specialty Focus:** Sparsh is expanding into high-demand specialties such as radiology, intensive care, neurology, pulmonology, cardiology, and nephrology. This focus ensures Sparsh's relevance in critical care and diagnostic support, creating long-term growth opportunities in these key areas.
- **Niche Product Differentiation:** Sparsh's unique offerings, such as dual chamber bags and targeted products for dialysis centers, provide a competitive edge by filling specific needs in the injectable market. These specialized products help differentiate Sparsh and drive preference among hospital partners



Aesthaderm Published Comparative Study in renowned Journal JCAS discussed in H-1 with Customers & various conferences and during workshops.

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Journal of Cutaneous and Aesthetic Surgery

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ORIGINAL ARTICLES

Comparison of safety and efficacy of two brands of botulinum toxin A for the treatment of lateral canthal lines (crow's feet): A split-face study

Shenoy, Chaithra¹; Agrawal, Ritu¹; Chandrashekar, Byalakere Shivanna¹; Lalchandani, Rajesh²

Author Information

Journal of Cutaneous and Aesthetic Surgery 16(4):p 270-278, October-December 2023. | DOI: 10.4103/JCAS.JCAS_133_23



This was a non-randomized, active controlled, pilot study

Trial was conducted in accordance with

- Central Drugs Standard Control Organization (CDSCO)
- The International Conference on Harmonization Good Clinical Practice, and the Declaration of Helsinki.
- Informed consent of patients were taken

Statistical significance reduction in crow's feet wrinkles by STUNNOX[®] was observed & found **non-inferior** to international innovator brand with no adverse events.

- Outline
- Images
- Download



H1 FY25 Business Highlights

Aestherderm : Pioneering Category Creation for Botulinum Toxin in India

Strategy: Democratizing aesthetic dermatology in India by providing high-quality botulinum toxin solutions, backed by extensive training and clinical research for wider accessibility.

The Aestherderm division is strategically positioned to lead the botulinum toxin category in India's aesthetic dermatology market. As the first Indian company to manufacture botulinum toxin for aesthetics, Gufic's approach focuses on building product trust, educating practitioners, and democratizing toxin use, paving the way for long-term market growth.

- **Building Trust with Scientific Evidence:** Through rigorous clinical trials, including split-face and hyperhidrosis studies, Aestherderm is establishing Stunnox's safety and efficacy. This scientific foundation is crucial for gaining clinician and patient confidence in botulinum toxin treatments.
- **Educating and Empowering Practitioners:** Aestherderm's workshops are building a skilled base of injectors, ensuring high standards and widespread, safe use of botulinum toxin. These initiatives are creating a knowledgeable and skilled base of practitioners, empowering dermatologists, cosmetologists, and aestheticians to use botulinum toxin with confidence and precision. By ensuring high standards in application, Aestherderm is laying the foundation for sustained market growth
- **Expanding the Product Ecosystem in Aesthetics:** Beyond botulinum toxin, Aestherderm has launched complementary products, such as India's first combipack of Glutathione with Ascorbic Acid Injection, and is developing solutions for common cosmetic concerns like melasma, wrinkles, and dry skin. This broader portfolio positions Gufic as a comprehensive partner for aesthetic clinics, supporting a range of cosmetic needs and reinforcing our presence across the aesthetics spectrum.
- **Long-Term Vision:** Aestherderm's efforts to build clinical confidence, educate practitioners, and expand offerings are positioning Gufic not only as a trusted player in botulinum toxin but as a leader in shaping the future of aesthetic dermatology in India. These initiatives lay a strong foundation for capturing growth in this expanding market.



H1 FY25 Business Highlights

Neurocare aims to pioneer therapeutic botulinum toxin applications in India by bridging the knowledge gap, fostering clinician expertise, and positioning Zarbot as the trusted, high-quality choice for neurological care

Strategy: The Neurocare Division of Gufic Biosciences is strategically focused on addressing unmet needs in the therapeutic application of botulinum toxin, a category with vast potential yet limited awareness in India. Through the introduction of Zarbot, India's first Botulinum Toxin A product of international standards, Neurocare is paving the way for a domestically produced alternative that matches global quality.

Key Strategy Elements:

- **Building Awareness and Market Confidence:** Recognizing the therapeutic gap, Neurocare has actively engaged with leading neurologists across India, positioning Zarbot as a trusted choice. Within just a year, Zarbot has gained acceptance from over 100 top neurologists, establishing initial market confidence and broadening its usage.
- **Scientific Knowledge Sharing and Skill Development:** Given the specialized application of botulinum toxin, Neurocare has invested in continuous scientific engagement. These initiatives are crucial for educating neurologists on Zarbot's therapeutic benefits, enhancing clinical expertise, and expanding Zarbot's user base.
- **Long-term Commitment to Training and Goodwill:** The division's strategy includes ongoing training and building goodwill within the medical community. By bridging the knowledge gap and supporting practitioners, Neurocare is not only enhancing Zarbot's adoption but also positioning Gufic as a leader in therapeutic botulinum toxin applications in India.



H1 FY25 Business Highlights

International Business

Gufic Biosciences has strategically focused on expanding its footprint in regulated and semi-regulated international markets. This focus is driven by a commitment to high-quality, affordable medicines combined with a robust regulatory compliance strategy. The recent approvals in multiple markets, including Thailand, Sri Lanka, Cambodia, and Lithuania, underscore our efforts in building a strong presence in the international healthcare landscape. These approvals provide access to new patient populations and enhance Gufic's brand visibility across diverse geographies.

Key Achievements:

- **New Product Approvals:** In Q2 FY25, Gufic received multiple approvals, such as Tigecycline in Thailand and Vancomycin in Lithuania. These approvals solidify Gufic's position in both the antibacterial and injectable segments within international markets.
- **UK NHS Tender Success:** Winning a tender with the UK's NHS is a landmark achievement. This success validates Gufic's strategy of investing in regulatory registrations, which not only enhances market access but also positions Gufic as a trusted partner in the global pharmaceutical supply chain.
- **Control Over Market Access and Supply Chain:** By owning product registrations, Gufic achieves greater control over market access, enabling participation in tenders and ensuring a stable supply chain. This approach ensures visibility in tender processes and builds resilience in meeting global market demands.

Way ahead:

Moving forward, Gufic will continue to invest in registrations across key international markets. This investment is expected to bolster Gufic's presence, allowing for strategic partnerships and increased participation in high-value tenders. With a diversified product portfolio and a proactive approach to regulatory compliance, Gufic is well-positioned to expand its global footprint and contribute meaningfully to international healthcare.



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)	Q2 FY25	Q2 FY24	H1 FY25	H1 FY24	FY24	FY23
Total Revenue	204.2	214.9	407.0	409.9	806.7	690.6
EBITDA	38.7	39.7	75.8	76.1	148.05	137.2
EBITDA Margin %	18.95%	18.47%	18.62%	18.57%	18.35%	19.87%
Profit before Tax	29.3	30.9	57.4	59.0	115.7	106.7
PBT Margins %	14.35%	14.38%	14.10%	14.39%	14.34%	15.45%
Tax	7.5	7.7	14.7	15.2	29.5	27.0
Profit After Tax	21.8	23.2	42.6	43.8	86.1	79.7
PAT Margin %	10.68%	10.80%	10.47%	10.69%	10.67%	11.54%



Company Overview



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

Plant Readiness: The Indore facility is fully operational and ready for production, with all necessary infrastructure and licenses in place, marking a significant milestone in Gufic's manufacturing expansion.

Successful Validation Studies: Comprehensive validation studies have been successfully completed, ensuring compliance with regulatory standards and readiness for high-quality production output.

Technology Transfers Initiated: Technology transfers for key products have commenced, positioning the facility to efficiently scale production and meet growing demand across domestic and international markets.

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

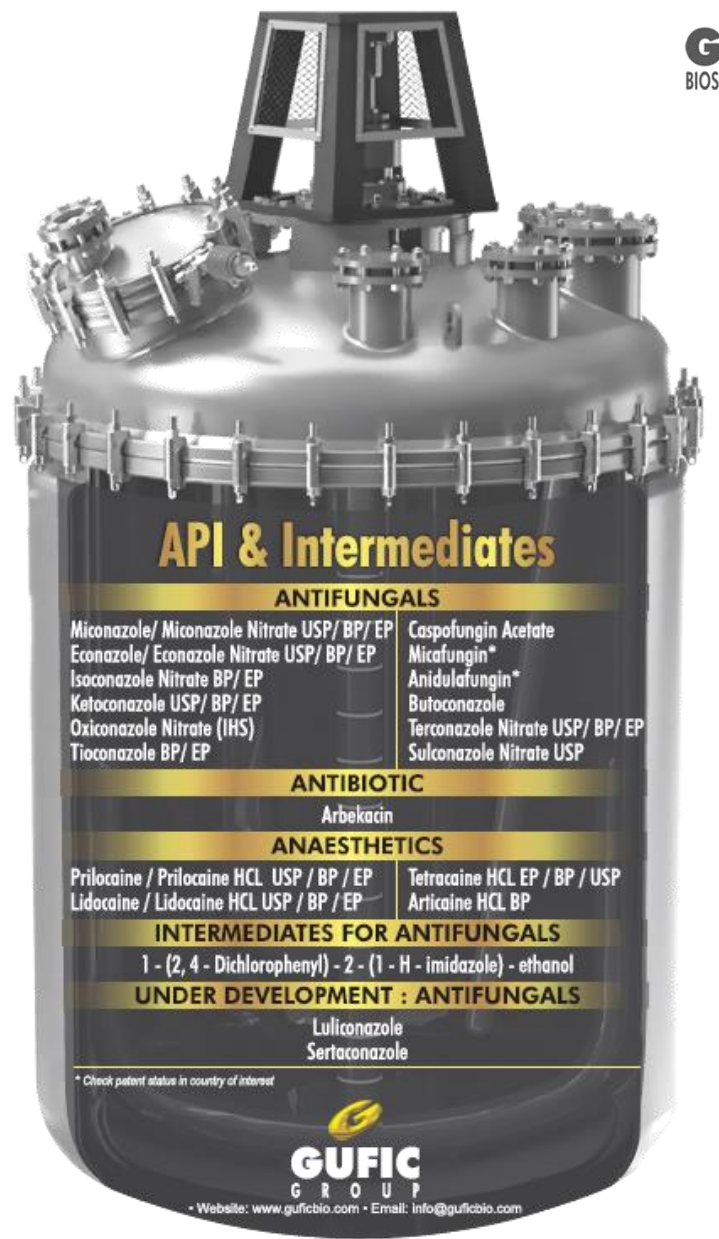
Focused on developing non infringing, novel, cost effective and scalable chemical process for APIs, Peptides and Cyclopeptides

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 1st 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

Historical Financials

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	148.0	137.2	151.1	87.7	57.9	56.7
EBITDA Margin %	18.3%	19.8%	19.3%	17.8%	15.1%	15.8%
Profit before Tax	115.7	106.7	126.8	57.7	30.1	40.2
PBT Margin %	14.3%	15.4%	16.2%	11.7%	7.8%	11.2%
Tax	29.5	27.0	31.0	13.5	7.4	13.4
Profit After Tax	86.1	79.7	95.8	44.2	22.7	26.8
PAT Margin %	10.6%	11.5%	12.3%	9.0%	5.9%	7.4%

Historical Balance Sheet (Equity & Liabilities)

EQUITY & LIABILITIES (Rs. Crs.)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
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
Total Equity	532.5	347.8	269.1	173.4	129.3	75.3
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
Total Non-Current Liabilities	187.9	225.1	65.9	55	38.4	17.8
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
Total Current Liabilities	371.9	288.2	186.4	163.7	239.8	207
TOTAL EQUITY & LIABILITIES	1092.3	861.2	521.4	392.1	407.5	340.2

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
Total Non Current Assets	492	397.1	200.6	131.5	134.2	94.1
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
Total Current Assets	600.3	464.1	320.8	260.6	273.3	246.1
TOTAL ASSETS	1092.3	861.2	521.4	392.1	407.5	340.2

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
Operating profit before working capital changes	149.8	136.4	150	88.5	54.8	48.7
Changes in working capital	-130.2	-135.3	-10.7	10	2.5	-33.5
Cash generated from Operations	19.6	1.1	139.3	98.5	57.2	15.2
Direct taxes paid (net of refund)	-27	-27.7	-33.1	-9.4	-10.1	-10
Net Cash from Operating Activities	-7.5	-26.6	106.2	89.1	47.1	5.2
Net Cash from Investing Activities	-102.4	-190.7	-94.6	-8.5	-42.5	-13
Net Cash from Financing Activities	82.4	234.3	-6.2	-78.6	-4.2	7.7
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
Cash & Cash equivalents at the end of the period	1.1	28.6	11.6	6.2	4.3	3.7



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THANK YOU

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