

105/LG/SE/NOV/2021/GBSL

November 08, 2021

To,  
Listing Department,  
**BSE Limited**,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001  
**Security Code :509079**

To,  
Listing Department,  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051  
**Security Code : GUFICBIO**

**Sub: Intimation of Earning Conference Call**

Dear Sir/Madam,

In furtherance to our submission dated November 03, 2021 and pursuant to Regulation 30 read with Part A of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please be informed that the Company will host an Earnings Conference Call for Investors/Analysts on Wednesday, November 10, 2021, at 17:00 hours (IST), during which officials of the Company will discuss the business background/prospects and financial performance of the Company and take questions.

The presentation, which would be taken during the said Meeting, is enclosed herewith, for your reference.

All the investors who are willing to join the meeting are requested to follow the instructions provided herein below:

**Earnings Conference Call Dial-in Information**

<b>Date and Time</b>	<b>Wednesday, November 10, 2021 at 17:00 HRS</b>
<b>Dial In Numbers</b>	
<b>Universal Dial In</b>	+91 22 6280 1390 +91 22 7115 8390
<b>Diamond Pass Link</b>	<a href="#">Click here</a>

<b>International Toll</b>	Hong Kong	: +852 30186877
	Japan	: +81 345899421
	Singapore	: +65 31575746
	South Africa	: +27 110623033
	UK	: +44 2034785524
	USA	: +1 3233868721

Please note that the schedule of the above-mentioned meeting is subject to change and the change may occur due to exigencies on the part of Investor/ Analyst/ Company.

Kindly take the same on record.

Thanking You,

Yours Faithfully,

**For Gufic Biosciences Limited**




**Ami Shah**  
**Company Secretary & Compliance Officer**  
**Mem No. A39579**



*Delivering Care & Cure*

*Gufic moving in the right direction*

## Disclaimer



Except for the historical information contained herein, statements in this presentation and the subsequent discussions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties including impact of Covid-19 and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, our ability to obtain regulatory approvals, technological changes, fluctuation in earnings, foreign exchange rates, our ability to manage international operations and exports, our exposure to market risks as well as other risks.

The investor presentation is not intended to endorse, advertise, promote or recommend the use of any products listed in it which are for representation purpose only, some of which are reference listed drugs of which the Company has approved, under approval or under development generic equivalents.

The product information contained herein is not intended to provide complete medical information, and is not intended to be used as an alternative to consulting with qualified doctors or health care professionals.

Nothing contained herein should be construed as giving of advice or the making of a recommendation and it should not be relied on as the basis for any decision or action. It is important to only rely on the advice of a health care professional.

## Q2 FY 2021-22 : Business Overview





- As per IQVIA Sept 2021 MAT dataset, we are the 4th fastest growing company amongst the top 100 companies of Indian Pharma Market
- The Clinical Trial of Immunocin Alpha (Thymosin Alpha-1) in COVID-19 has been completed and presentation is made to DCGI. Approval from DCGI is awaited
- Stunnox - Robust Sales growths are being achieved month after month and new doctors have started using Stunnox
- The Infertility business has open-up and has regained the lost grounds. We are geared up to regain the lost business due to COVID-19
- Our brand QF3 – the next generation Folic Acid (Quatrefolate), has tasted the success and many prescribers have started giving us business
- We are in the process of introducing Sallaki range in various Ortho-centric indications as a Food Supplement in our new division – Gufic Stellar
- We introduced Glucosamine (from Vegetarian source) through our brand Nucart-VG for the 1<sup>st</sup> time in India
- Our brand Go-Viro which is a wide spectrum antimicrobial agent in Ayurvedic category showed progressive growths

## Q2 FY 2021-22 : Business Overview

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- The API Research & Development at Navsari has made noteworthy progress in development of molecules in therapeutic categories such as: Antifungal, Anticoagulant, Tetracycline-Antibiotics, Progestin, Beta-3-adrenergic agonists, Antidiabetic, Cyclopeptides & Hormones. These development projects are all progressing in line with the plan.
  - We are in the process of setting-up a new R&D Center and we are expanding our team at Indore. The new facility will be dedicated for development of NDDS & Biologicals.
  - The API R&D facilities at Navsari and Indore will be focused on developing non-infringing, novel, cost-effective and scalable chemical process for APIs
  - We have achieved strong and sustainable growth in volumes of existing products in CMO division as a result of addressing the order back log due to planned re-orientation towards non-COVID-19 portfolio. Our well diversified product portfolio across multiple therapeutic segments as aided us to sustain the growth.
  - We have commenced exports to regulated markets for molecules such as Vancomycin, Clarithromycin, Teicoplanin, Tigecycline.
  - We have received the marketing authorization for Omeprazole Inj from Myanmar, Azithromycin Inj from Kenya and Daptomycin Inj from Columbia
  - Our patented formulation of Tigecycline Inj received marketing authorization from Russia and Myanmar

## Q2 FY 2021-22 : Business Overview

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- Our application for IS -6 (a novel Anti-Fungal agent) is done to DCGI. We are awaiting for DCGI comments to initiate the required studies
  - We are on-track with the development of 3 new biological peptides in the field of Gynaecology. The products are expected to be commercialized by H2 FY 2022-23
  - The development of H 15 - a candidate for Asthma and 3 new NDDS formulations for Anti-infective use is completed. The Clinical Trials will be initiated soon
  - The Tech-Transfer and development of Recombinant FSH is in process, this will be the first recombinant product to be manufactured in our own facility. The application to DCGI for Clinical Trials will be done soon
  - We are working on NDDS formulations using Dual Chamber Bag and Dual Chamber Syringes Technology. Development on few products is completed and submitted to FDA for approval



## *Moving in the right direction... to create healthy lives !*



- **Gufic** is research based pharmaceutical company, recognized for its innovative, high-quality Pharmaceuticals, Nutraceuticals, Natural / Herbal products.
- **Gufic** is the 4<sup>th</sup> fastest growing company among the top 100 pharma companies in India
- **Gufic** is one of largest manufacturers of Lyophilized injection in India with a wide range of products in various therapy areas.
- The Ranking progression as per IQVIA is

Company	Rank 2018	Rank 2019	Rank 2020	Rank 2021
<b>GUFIC</b>	97	94	95	72

Source : IQVIA MAT Sept 2021





## Our broad Business Structure



### Domestic Business

8 well defined Strategic Business Units  
Field force of ~ 1000  
Product Portfolio in 15+ Therapy Areas

### Contract manufacturing 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

## Gufic Biosciences Ltd

### Unit-I

Botulinum Toxin facility

Natural Products  
(Topical/Liquid)

Lyophilized/powder  
injectables facility

API facility

- CAPACITY**
- Lyophilized – 18 million(mn) vials per annum(p.a.)
  - Ampoule – 12 mn p.a.
  - Ointment – 6 mn tubes p.a.
  - Lotion – 6 mn bottles p.a.
  - Syrup – 6 mn bottles p.a.
  - PFS – 2.8 mn PFS p.a.

**CERTIFICATIONS**

WHO GMP, Philippines BFAD, Nigeria NAFDAC, Cambodia MOH, Kenya PPB, Ethiopia FMHACA, Thailand MOH, Srilanka NMRA

### Unit-II

Lyophilized injectables facility

Capability to manufacture  
Liposomal Amphotericin-B  
and Depot Injections

- Lyophilized–30 million(mn) vials per annum (p.a.)
- PFS – 30 mn PFS p.a

EU GMP (Hungary), ANVISA Brazil, Russian GMP, Health Canada, Ukraine GMP, Australia TGA, Colombia INVIMA, WHO GMP, Uganda NDA, SAHPRA South Africa

### Gufic - Vadodara

Sanitary Napkins facility

- Sanitary Napkins- 8.4 mn per annum (p.a)



### Gufic - Belgaum

Natural products facility

- 60 mn capsules p.a
- 3.6 mn powder p.a



**Moving in the right direction... to scale-up the manufacturing facility**

# Upcoming World Class Manufacturing Infrastructure at Indore

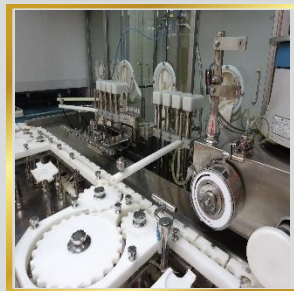
## Gufic Biosciences Ltd

### Unit-III

Lyophilized injectables facility

Capability to cater regulated markets such as US & EU

- CAPACITY**
- Lyophilized – 36 mn vials per annum (p.a.)
  - PFS – 15 mn (p.a.)
  - Liquid Injections – 60 mn units p.a



### Unit-IV

Dedicated facility for Penem

Carbapenems (Lyophilized / Dry Powder Inj / Oral Solids / Dual Chamber Bags)

- Lyophilized – 3 mn vials per annum(p.a.)
- Oral Solids – 30 mn (Tab/Cap) p.a
- Dual Chamber Bags – 24 mn IV bags
- Dry Powder Inj – 30 mn Vials.



Moving in the right direction... to scale-up the manufacturing facility

## Gufic Biosciences Manufacturing Facility

- **Gufic Biosciences Ltd** is a WHO GMP, EU GMP, ANVISA Brazil, Russian GMP, Health Canada, Ukraine GMP, Australia TGA, Colombia INVIMA, Uganda NDA and SAHPRA South Africa approved company with a total capacity of 30 million lyophilized vials per annum.
- Product portfolio includes Antibiotic, Antifungal, Cardiac, Antiviral and proton-pump inhibitor segments
- Exporting – Teicoplanin, Vancomycin, Clarithromycin, Azithromycin, Omeprazole, Pantoprazole and Rifampicin injection to EU countries.



## Botulinum Toxin Facility

**Gufic has built a state - of - the - art manufacturing facility for Botulinum Toxin in Navsari, India.**

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.





## Expanding our Geographical Reach

PRESENCE IN STRATEGIC LOCATIONS ACROSS THE GLOBE

**Our operations is spread pan- India and 20+ countries worldwide**



▶ 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
- OMINICAN • 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

EXISTING PRESENCE MAP NOT TO SCALE

**Moving in the right direction... to Explore the International Business**



# Consolidating our India Business

## India Business

### Pan - India Presence in multiple Therapy Areas



**Doctor reach** : Over 1,20,000  
**Prescribers** : 30,000  
**Retail reach** : 1,10,000  
**Hospital Coverage** : 80 % of Tertiary care, Key Account Manager Infrastructure in place Presence in Government Institutions

**Moving in the right direction... to build our domestic business**

## Gufic - Wide-spread Therapy Presence

Product offerings in Multiple therapy areas across the pharmaceutical market

Anti-Infectives

Anti Fungal

Blood Related

Gastrointestinal

Women Health

Hormones

Respiratory

Osteoporosis

Arthritis

Dermo-Cosmetics

Pain Management

Wound Care

Hepatoprotectives

Immunity

Infertility

Portfolio of over 100 products and 200 SKUs

Venturing into new futuristic therapy areas like- Biologicals and Immuno-Oncology

**Moving in the right direction... in wide spread Therapy areas**

## Gufic - Our strong Partnership and licensing deals



**Prime  
Bio**

**Therapy area: Toxins** - Strain transfer, Tech-transfer, formulation development and manufacturing at Gufic



**CinnaGen**

**Therapy area: Infertility**  
Tech-transfer and Clinical development(Phase-III) of the product at Gufic



**LUCASMEYER  
COSMETICS**

**Therapy area: Dermo-cosmetics**  
Technical collaboration and Product Development



**BrightGene**  
博 瑞 生 物

**Therapy area: Recombinant products and Anti-Infectives**  
Collaboration on several API to develop new product

**Gufic believes in long-term mutually beneficial partnership based on several business models**

- Ready to market
- Tech-transfer
- API and formulation development
- Profit sharing / Royalty

**Moving in the right direction... With strong growth oriented Licensing deals**

## GUFIC - Expanding Our credibility In the CMO Business

### Our Esteemed Partners



#### We offer CMO services for India and Global markets:

- Reliable CMO service for quality products over a decade
- 70 + Companies
- 150 + Products across multiple therapy areas
- One of the Largest supplier of formulations-Doxycycline, Tigecycline, Gonadotropins, Liposomal Amphotericin-B, Micafungin, Remdesivir

Moving in the right direction... as reliable CMO partners

## Extensive Sales, Distribution & IT Infrastructure in India

2 Central Warehouses

23 C&F Agents

1200 Plus Stockists

1000 + Field Force

- Pan India Presence with a field force > 1000+
- Two central warehouse located in North-Delhi & West-Bhiwandi
- 23 Carrying & Forwarding agents across India
- 1200 Stockists for effective distribution across India.
- Retail coverage of more than 1,10,000 retailer.

### 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



## Our robust R & D and Clinical team to augment growth

### R&D

State-of-the-art R&D Facility located in Navsari, Gujarat with expertise in

- Formulation Development
- Technology-Transfer
- API Development



### Patents in various therapy areas

- Granted : 5
- Filed : 4

### 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

Capabilities to take Synthetic and Biological Projects across Phase II and Phase III clinical trials



### Projects in various Clinical Phases

- On-going : 5
- Pipeline : 12

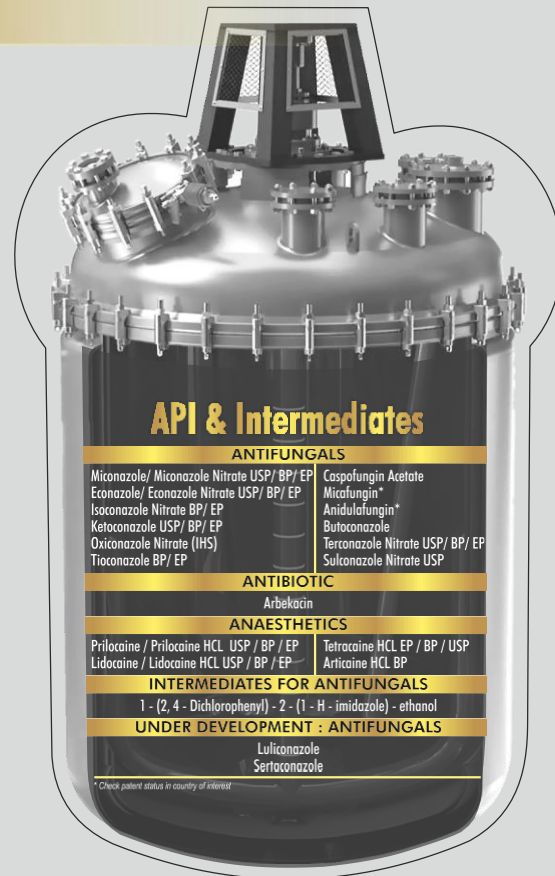
### Pharmacovigilance Team

**Moving in the right direction... to create future markets**



## Building our 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



**Moving in the right direction... to create API capabilities**

## Gufic - Our Strategic Growth Levers



### Strategic Growth levers

#### 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

#### International Business

- Expand our presence in regulated markets such as US & EU
- Gradually commercialize the pipeline products
- Explore newer geographical locations

#### CMO Business

- Scale - up the manufacturing capacity
- Consolidation of the clients - offer more products to existing clients
- Expand the customer base
- New product offerings

**Moving in the right direction to boost future growth**

## Financial Highlights - Q2 FY 2021-22

Amt in Lacs

Particulars	Half Yearly			Quarterly		
	HYD Sep-21	HYD Sep-20	Growth	Q2 FY21	Q2 FY20	Growth
Net Sales	44,490	18,921	135%	19,414	12,842	51%
EBITDA	8,301	3,580	132%	3,613	3,167	14%
<b>Margin%</b>	<b>18.7%</b>	<b>18.9%</b>				
Profit Before Tax	7,193	2,021	256%	3,039	2,301	32%
<b>Profit Before Tax%</b>	<b>16.2%</b>	<b>10.7%</b>				
Net Profit	5,454	1,590	243%	2,334	1,733	35%
<b>Net Profit Margin%</b>	<b>12.3%</b>	<b>8.4%</b>		<b>12%</b>	<b>13%</b>	
Operating Cashflows	10,978	1,905	476%			

## Corporate Citizenship

### COMMUNITY HEALTHCARE, SANITATION AND HYGIENE

- Assist people living in areas having inadequate medical facilities to get medical assistance
- Contribute to NGO's which assist in providing healthcare benefits to the underprivileged people.

### EDUCATION, KNOWLEDGE AND RESEARCH

- Assist underprivileged children to avail education
- Promote sports
- Work with academic institutions and provide access to sophisticated analytical equipment not available with them at minimal cost

### SOCIAL CARE AND CONCERN

- Generate employment opportunities
- Welfare of victims of natural calamities
- Save the Girl Child campaign

Gufic's strong focus on promoting and supporting the cause of child education has been recognized by Smile Foundation



#### *Certificate of Appreciation*

*Smile Foundation  
heartily acknowledges and appreciates  
the invaluable contribution of*

**GUFIC BIOSCIENCES LIMITED**

*in promoting and supporting  
the cause of child education.*

  
Sanjeev Dham  
Chief Operating Officer  
Smile Foundation



## *Thank You*

For any queries, please contact Avik Das (Investor Relations)

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