

18/FEB/SE/2019/GBSL

14th February, 2019

To
The Manager (CRD)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai - 400 001

To
The Manager
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

Scrip Code : 509079

Symbol : GUFICBIO

Dear Sirs,

Sub: Announcement under Regulation 30 of the SEBI(Listing Obligations & Disclosure Requirements) Regulations, 2015.

With reference to our earlier announcement about the outcome of the Board Meeting held on February 13, 2019, regarding the Un-audited Financial Results of the Company for the quarter and nine months ended on December 31, 2019, kindly find enclosed the Management Report for Q3 FY2018-19.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For Gufic Biosciences Limited



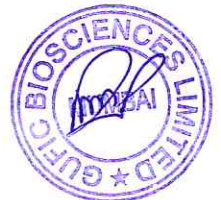
Ami Shah
Company Secretary
Membership No. A39579



GUFIC BIOSCIENCES LIMITED
MANAGEMENT REPORT

Highlights

- The turnover and Profit After Tax of the Company for the nine months ended December 31, 2018 is Rs. 25,885.58 lakhs and Rs. 1575.66 lakhs respectively WHEREAS turnover and Profit After Tax for the Year Ended March 31, 2018 was Rs. 31,037.81 lakhs and Rs. 1,647.77 lakhs respectively.
- Company's focus on international regulatory filings and strategic domestic marketing push has seen marginal impact on the earnings
- Increase in Overall expenses in Q3 2018, due to onetime expenses such as legal expenses, medical educational programs, training initiatives and seminars.
- Employee cost also include onetime annual incentives and special increments to boost the employee efficiency and morale
- Mr. Nagesh Yarrabathina, Chief Operating Officer, heads the business development, production, quality and regulatory departments. He has nearly 18 years of experience with strong domain knowledge in quality assurance, regulatory, international/national audits, strategy implementation in setting up a Pharmaceutical Industry with International standards.
- Mr Devkinandan B. Roonghta, a qualified Chartered Accountant with nearly 30 years of rich experience in corporate finance has been appointed as a Chief Financial Officer of the Company, in the 3rd Quarter of the Financial Year 2018-19. He is experienced in leading the design of optimum capital structure and financial strategy and also is an enterprising leader who has effectively contributed to enhancing organizational processes in its previous Company.
- The company has created a strong platform, fruits of which will be seen in the subsequent periods



Strengths of the Company

The Company has been a pioneer in the lyophilization technology and has evolved as a leader for Lyophilized Injectable in India over years. And now has forayed aggressively into International market.

The Company exports world class pharmaceutical products covering wide range of therapeutic categories like Antibacterials , Antifungals , Proton pump inhibitors , Cardiovascular , Muscle Relaxants ,Protom Pump Inhibitors , Cardiovascular, Antifungals etc .

Over the years, the Company has developed many products and few of its blockbuster products are Sallaki, Stretchnil, Tigecycline and Fungins (Micafungin, Anidulafungin, Caspofungin). The Company also commercially produced Boswellia Serrata extract and tablets which is now officially mentioned in USP and B.P.

Presence in India and Nepal

- Growth of over 25% year over year in the sale of Domestic Formulation
- Expansion in strength of field force from 280 in the year of 2015 to 1150 in December, 2018
- Focus areas of the Company - Criticare, Criticare Life, Healthcare, Feticare and Spark.
- Special task force Feticare Life has been launched which is specifically aimed at introducing new drug delivery systems to aid patient compliance.

Presence in International markets

- The Company is well positioned in the international space by having GMP approvals from FDA- Philippines, MOH Cambodia, MOH-Thailand, MOH-Vietnam , NMRA- Srilanka ,DDA-Nepal , PPB-Kenya and NAFDAC -Nigeria.
- Currently, the Company is having approximately 63 Marketing Authorizations and awaiting around 86 more approvals in various countries covering South East Asia, Africa, Latin, Syria America and Central America.
- In order to mark its global presence, the Company expanded its wings to Sterile Injections Products by submitting dossiers to countries like Germany, Austria, Ethiopia, Columbia and Ukraine.



Research & Development

- GUFIC has a strong, skillful and experienced R & D team focused towards developing new products, improving existing products and developing specialized drug delivery systems.
- Novel API synthesis, first generic launch, research collaboration and in licensing of New drug delivery systems has always been the focus of the Company which has resulted in and shall in future too will result into the innovative and cost effective launches in the field of Antibiotics, Anti fungals, blood products, cosmetics, Assisted reproduction and neuro psychiatry.
- The Company is backed with a strong Formulation and Development team and has been granted four patents in its name and six more are under process.

