



# **GUJARAT THEMIS BIOSYN LIMITED**

**CIN: L24230GJ1981PLC004878**

REGD. OFFICE & FACTORY : 69/C GIDC INDUSTRIAL ESTATE,

VAPI – 396 195, DIST. VALSAD, GUJARAT, INDIA

TEL : 0260-2430027 / 2400639

E-mail: [hrm@gtbl.in](mailto:hrm@gtbl.in)

**9<sup>th</sup> November, 2022**

**GTBL: CS: BSE-CORR/2022-23**

**To,**  
**BSE Limited,**  
Floor 25, Phiroze Jeejeebhoy Towers,  
Dalal Street.  
Mumbai – 400 001.

**Scrip Code: 506879**

Dear Sir / Madam,

**Subject: Investor Presentation**

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), we submit herewith the Investors' Presentation of the Company, with respect to Business Overview of Gujarat Themis Biosyn Limited ('the Company').

Further, a copy of the same is also available on the website of the Company, viz., [www.gtbl.in](http://www.gtbl.in)

Thanking you,  
Yours faithfully,

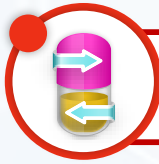
**For Gujarat Themis Biosyn Limited**

**Rahul Soni**  
**Company Secretary and Compliance officer**



# **Gujarat Themis Biosyn Limited**

**Result Update Presentation  
Q2 & H1 FY22-23 Financial  
Performance**



## Disclaimer



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**Company Overview**



# Among India's few Fermentation based Intermediate manufacturer



## GTBL among one of India's few fermentation-based manufacturer in pharmaceutical field

- Incorporated in 1981 as joint sector Company with GILC Ltd. and Chemosyn (P) Ltd.
- India's First Company to start commercial production of Antituberculosis drug Rifampicin

## Product Portfolio – strong and growing

- Rifamycins – Treatment of Tuberculosis and digestive tract infections
- First to start commercial production of Rifampicin using Fermentation process

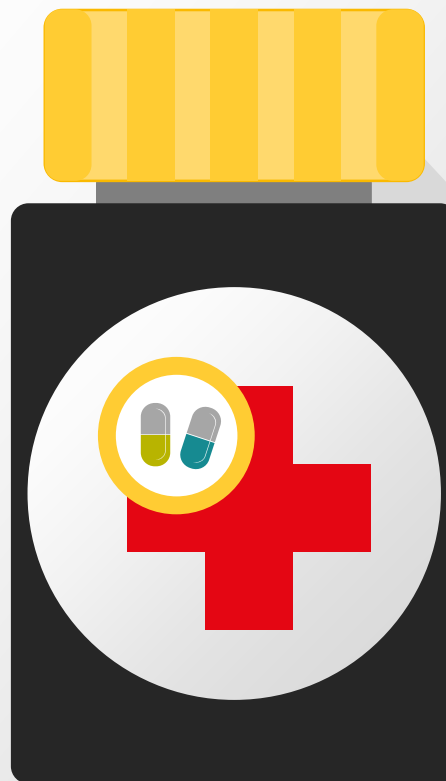
## Focus on Research and Development

- Company is establishing state of art R&D facilities
- Focus now is to develop new products in line with business strategy

01

02

03



04

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06

## State of Art Manufacturing Facility

- Plant in Vapi (Gujarat)
- Over 200 Employees engaged at plant site

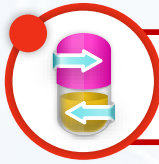
## Strong Collaborations

- TML has been open to Technical and commercial collaborations so that GTBL can adopt best technologies and best processes

## Strong Financial Performance

- 26.8% YoY growth in Revenues in FY21-22
- Conservative Balance sheet: Net Debt to Equity ratio 0.00 in FY21-22
- Virtually debt free





# Journey So Far



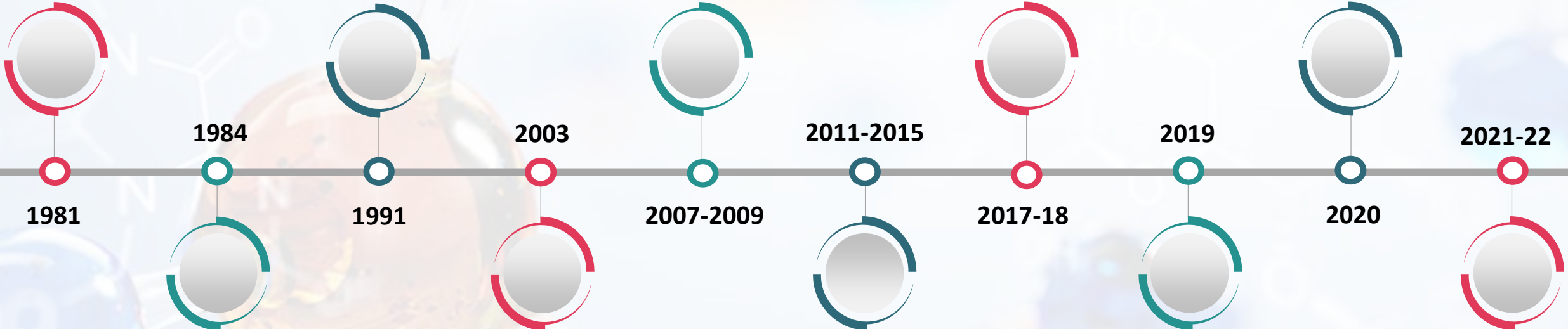
- Established as joint sector Company with Govt of Gujarat for fermentation business for manufacture of Erythromycin

- Entered into JV agreement with PBG Ltd & Yuhan Corporation, South Korea to manufacture Rifampicin

- BIFR declared GTBL as sick Company
- Dr. Dinesh Patel stepped in as Guarantor and Adviser
- Themis Medicare Ltd entered as promoter brought in technical and managerial and unique fermentation expertise

- Repaid total working capital loan
- Deregistration complete since the SICA, 1985 has been repealed

- Production continues despite COVID-19 pandemic



1981

- Listed on Bombay Stock Exchange

1984

1991

- Started manufacture of Lovastatin

2003

2007-2009

- Started manufacture of Rifamycin S an intermediate for Rifampicin, running at full installed capacity
- Rehabilitation scheme approved by BIFR
- Net worth becomes positive much earlier than envisaged

2011-2015

2017-18

- Changed its business model from Contract Manufacture to Manufacture and sales Model
- Started sale of Rifamycin O from September

2019

2020

- Mutually strategic decision to end technological partnership with Yuhan Group

2021-22



## Expert and Experienced Management Team



**Dr. Dinesh Patel**  
Chairman

- Doctorate in Medicinal Chemistry
- Member of Royal Society of Chemistry, London, U.K.
- Industrialist having more than 40 years experience
- Expertise in Pharmaceutical research, Biotechnology, Fermentation technology, Banking and Business management

**Dr. Sachin Patel**  
Director

- Doctorate in Biological chemistry from Christ's College, University of Cambridge, UK
- Industrialist having expertise in Business development

**Mr. Rajneesh Anand**  
Part of Themis Group

- Associated with Themis Group in various senior capacities
- Notable Contribution to GTBL from his vast technical and managerial experience





## Key Strengths



### Strong Product Portfolio

- Demand side remains strong for product manufactured by GTBL
- More than decade old products with no replacement for these
- Continued to be most accepted and preferred products with growing demand

### Right mix of Strong Order Book with Buy and Sell model

- Secure, long-term contracts to ensure steady order book along with right mix of Buy & Sell orders leading to optimal profitability

### Available land for expansion

- Company's plans for growth can proceed unhindered as existing land under ownership is available for capacity expansion initiatives

01

### Investments in R&D

- New, state-of-the-art R&D centre under construction for new product development

02

03

### Niche in fermentation-based production

- One of the very few players in India with technology and capacity/scale for fermentation-based product development

04

05

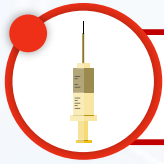
### Debt Free Company

- Conservative Balance sheet – Net Debt to Equity ratio 0.00 in FY21-22
- Virtually debt free

06



**Business Overview**



## Strong & Niche Product Portfolio – Growing at pace



### Current Product Portfolio

#### Rifamycin S

- An intermediate for manufacturing drug Rifampicin (Anti biotic used for treatment of several types of bacterial infections, including tuberculosis, Mycobacterium avium complex, leprosy, and Legionnaires' disease)

#### Rifamycin O

- An intermediate for manufacturing drug Rifaximin (Antibiotic used for treatment of traveler's diarrhea, irritable bowel syndrome, and hepatic encephalopathy)

**Fungible Capacities of up to 16,000 KG/Months**

- Identified and working developing four New Products and adding to portfolio
- Developing them all by self
- All specialised products and add huge value to portfolio
- Demand side remains pretty strong for products manufactured by GTBL – more than decade old products – no replacement for these – continue to be most accepted and preferred products with growing demand

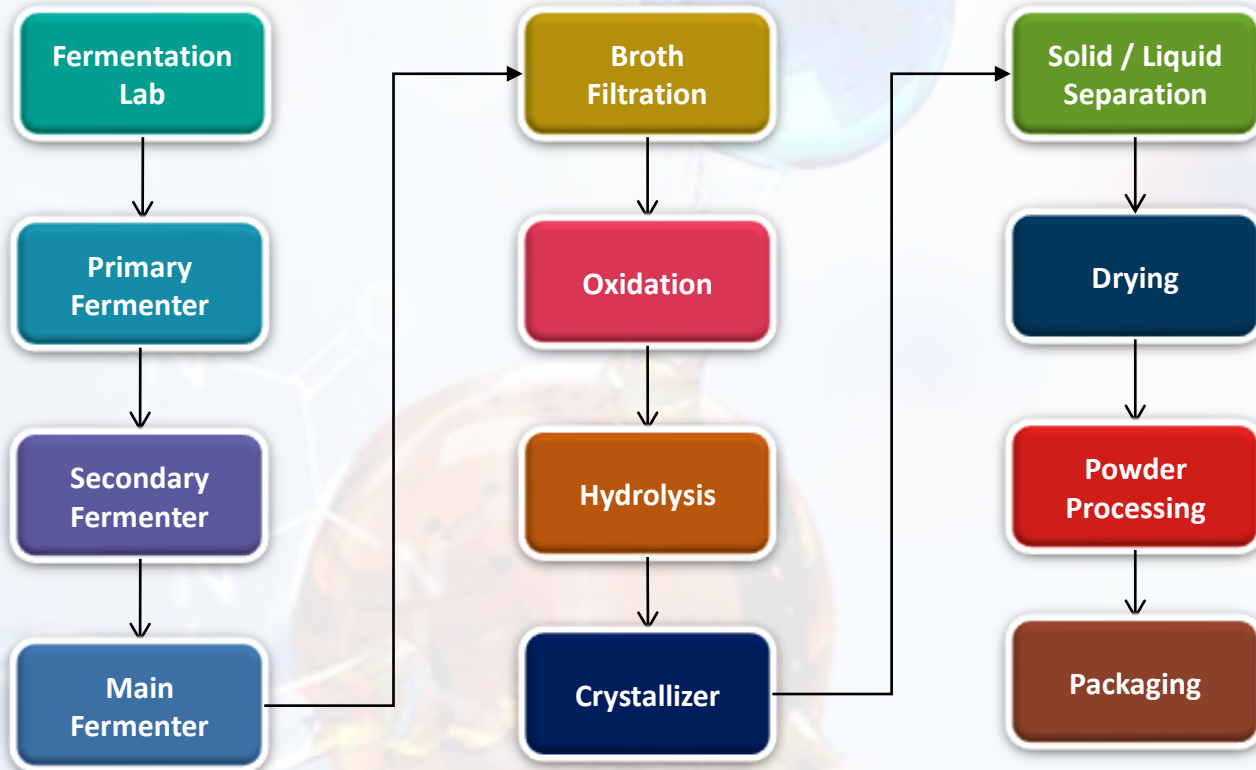




## Advantages of using the Unique Fermentation Process



### Fermentation Process



GTBL and Fermentation Technology - Strive to develop new fermentation culture:

- Fermentation is the core competency of Company
- GTBL became India's first Company to start commercial production of Rifampicin used as Anti-tuberculosis drug using Fermentation process
- Will evolve into an integrated biopharmaceutical Company that also includes a contract development and manufacturing business of intermediates based on fermentation technology

### Advantages of Fermentation Process in Drug Manufacturing

- **Developing new and efficient processes** - Going down synthetic route not only requires significant development but is time consuming and entails higher costs than fermentation option
- **Further advancement in developing fermentation technology** - Semi-synthetic approach draws upon advantages of fermentation in generation of new drugs. Natural molecules are produced through fermentation then modified synthetically, reducing toxicity, increasing potency and selectivity, and overcoming bacterial resistance to traditional antibiotics



## State of Art Manufacturing Facilities at Vapi



Among very few companies in India with fermentation capabilities for Intermediates

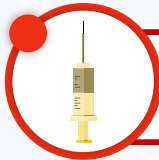
Environment Friendly & Sustainable Process Using Aerobic Bacteria for Fermentation





Industry Overview





# Pharmaceutical Market- An Overview

## Global Market

- 01 Active Pharmaceutical Ingredient Market valued at USD 209.7 Billion in 2021 and expected to grow at CAGR of 6.0% during 2022-30 to reach USD 353 billion
- 02 North America-expected to dominate Active Pharmaceutical Ingredient market
- 03 U.S. holds 45% global market share for pharmaceutical companies including new drug discovery using Active Pharmaceutical Ingredient
- 04 Global pharmaceutical R&D spending grew from USD 184 bn in 2018 to USD 238 bn in 2021, and is further forecast to reach USD 285 bn by 2028

## Domestic Market



### Leading Pharma Producer-

- Indian pharmaceutical industry supplies over 50% of global demand for various vaccines, 40% of generic demand in US and 25% of all medicine in UK

### Amongst leading exporters-

- India accounts for 20% of global exports in generics
- Indian drug & pharmaceutical exports grew from US\$ 24.44 billion in FY21 to US\$24.60 billion in FY22

### Among fastest growing industries-

- Indian Pharmaceutical industry is currently ranked 3<sup>rd</sup> in pharmaceutical production by volume; it has evolved into thriving industry growing at CAGR of 9.43% since the past 9 years
- Market expected to reach USD 65 bn by 2024 and USD 120-130 bn by 2030

### Rapidly growing healthcare sector-

- Indian healthcare sector, one of fastest growing sectors, expected to cross US\$ 372 billion by 2022



# The Indian Pharma Advantage

## Cost Efficiency

01

- Low cost of production & R&D boosts efficiency of Indian pharma companies, leading to competitive exports
- India's cost of production is approximately 33% lower than that of US
- India's ability to manufacture high-quality, low-priced medicines, leads to huge business opportunity

## Increasing Investments

02

- Increasing private sector investments in R&D and acquisitions are driving sector's growth
- Since Nov 2017 till date, S&P BSE Healthcare Index has grown by 75%

## Economic Drivers

03

- Economic prosperity to improve drug affordability
- Increasing penetration of health insurance to drive expenditure on medicine
- With increasing penetration of pharmacies, especially in rural India, OTC drugs will be readily available

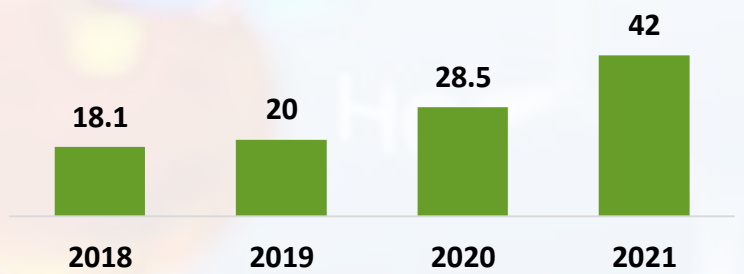
## Policy Support

04

- India Pharmaceutical Alliance announced 'Vision 2030' roadmap to grow the sector to US\$ 120 bn by 2030
- Under Budget 2022-23, Rs. 3,201 cr (US\$ 419.2 mn) has been set aside for research and Rs. 83,000 cr (US\$ 10.86 bn) has been allocated for the Ministry of Health and Family Welfare
- In this sector, 100% FDI allowed under automatic route

- Indian pharmaceutical market forecast to reach US\$ 65 bn in 2024 and US\$ 120-130 bn by 2030
- In January 2022, Indian pharmaceutical revenue grew by 13.9% year-on-year

Annual Turnover of Indian Pharmaceutical Market (US\$ billion)



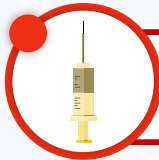
Source: <https://www.ibef.org/industry/indian-pharmaceuticals-industry-analysis-presentation> <https://www.ibef.org/download/Pharmaceuticals-May-2020.pdf> <https://www.google.com/finance/quote/BSE-HC:INDEXBOM?sa=X&ved=2ahUKEwi9z8DgvJT7AhUZlbcAHU0SCw0Q3ecFegQICRAY> <http://www.pharmabiz.com/NewsDetails.aspx?aid=116505&sid=1>





**Q2 FY22-23 Financial  
Highlights**

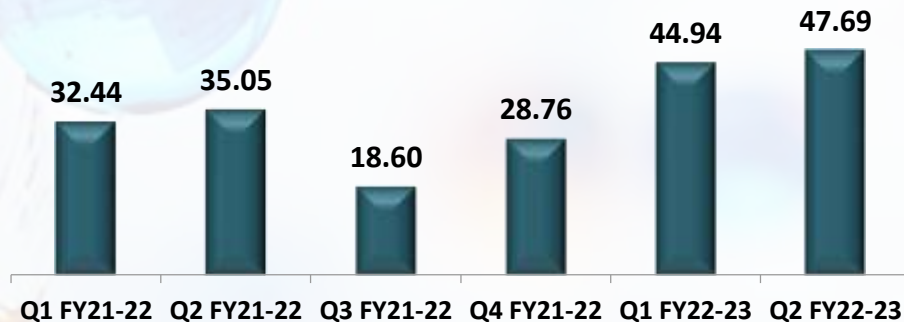




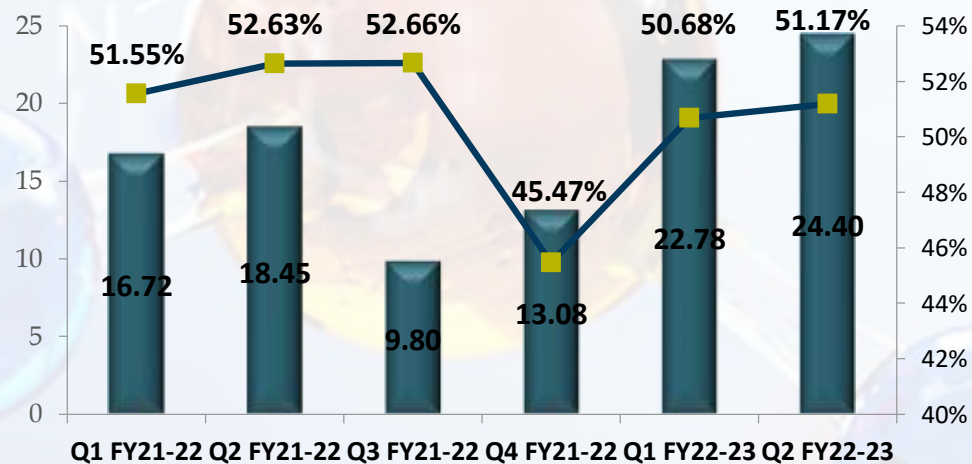
# Quarterly Financial Highlights



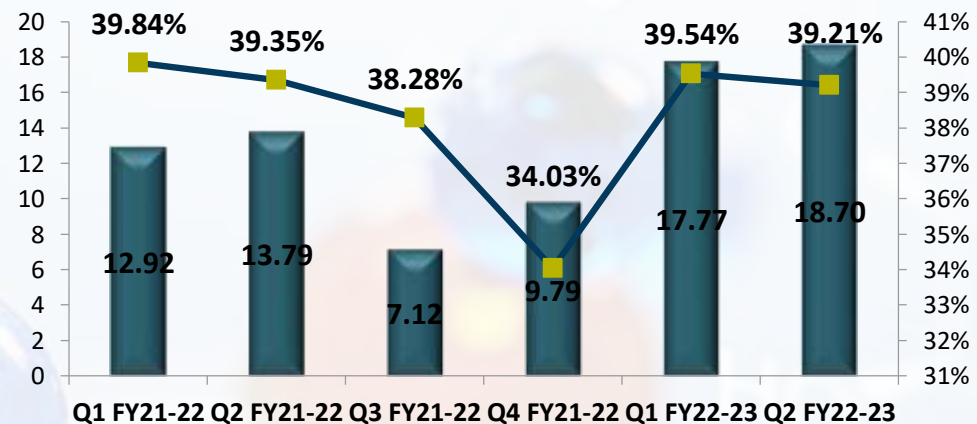
### Revenue (Rs. Cr)

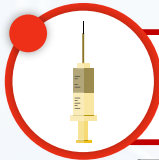


### EBITDA (Rs. Cr) / Margin (%)



### PAT (Rs. Cr) / Margin (%)





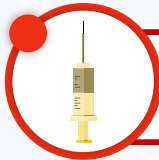
## Q2 FY22-23 Financial Highlights



Rs. Crs	Q2 FY22-23	Q2 FY21-22	YoY%	Q1 FY22-23
Income from Operations	47.69	35.05		44.94
Other Operating Income	0.00	0.00		0.00
<b>Total Income from Operations</b>	<b>47.69</b>	<b>35.05</b>	<b>36.08%</b>	<b>44.94</b>
Cost of Materials Consumed	7.66	6.26		7.67
Changes In Inventory	4.00	0.04		3.18
Employee Cost	1.91	1.88		1.75
Other Cost	9.72	8.42		9.56
<b>Total Expenditure</b>	<b>23.29</b>	<b>16.60</b>		<b>22.17</b>
<b>EBITDA</b>	<b>24.40</b>	<b>18.45</b>	<b>32.29%</b>	<b>22.78</b>
<b>EBITDA Margin %</b>	<b>51.17%</b>	<b>52.63%</b>	<b>(146 bps)</b>	<b>50.68%</b>
Other Income	1.40	0.71		1.42
Depreciation	0.58	0.58		0.57
Interest	0.04	0.13		0.06
<b>Profit Before Tax</b>	<b>25.18</b>	<b>18.46</b>		<b>23.57</b>
Tax	6.48	4.67		5.80
<b>Profit After Tax</b>	<b>18.70</b>	<b>13.79</b>	<b>35.58%</b>	<b>17.77</b>
<b>PAT Margin %</b>	<b>39.21%</b>	<b>39.35%</b>	<b>(14 bps)</b>	<b>39.54%</b>
<b>EPS in Rs.</b>	<b>12.87</b>	<b>9.49</b>	<b>35.62%</b>	<b>12.23</b>

- Q2 FY22-23 Revenue increased 36.08% YoY mainly driven by higher volumes





## H1 FY22-23 Financial Highlights



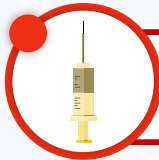
Rs. Crs	H1 FY22-23	H1 FY21-22	YoY%
Income from Operations	92.64	67.49	
Other Operating Income	0.00	0.00	
<b>Total Income from Operations</b>	<b>92.64</b>	<b>67.49</b>	<b>37.26%</b>
Cost of Materials Consumed	15.34	12.13	
Changes In Inventory	7.19	0.37	
Employee Cost	3.65	3.57	
Other Cost	19.28	16.25	
<b>Total Expenditure</b>	<b>45.46</b>	<b>32.32</b>	
<b>EBITDA</b>	<b>47.18</b>	<b>35.17</b>	<b>34.15%</b>
<b>EBITDA Margin %</b>	<b>50.93%</b>	<b>52.11%</b>	<b>(118 bps)</b>
Other Income	2.82	1.85	
Depreciation	1.15	1.12	
Interest	0.10	0.32	
<b>Profit Before Tax</b>	<b>48.75</b>	<b>35.58</b>	
Tax	12.28	8.86	
<b>Profit After Tax</b>	<b>36.47</b>	<b>26.71</b>	<b>36.51%</b>
<b>PAT Margin %</b>	<b>39.37%</b>	<b>39.58%</b>	<b>(21 bps)</b>
<b>EPS in Rs.</b>	<b>25.10</b>	<b>18.39</b>	<b>36.49%</b>



# Annual Financial Highlights







## Financial Highlights – FY21-22 vs FY20-21



26.82%

**Revenue from Operations**  
Rs. 114.85 Crore



43.93%

**EBITDA**  
Rs. 58.05 Crore



601 bps

**EBITDA Margin**  
50.54%



44.55%

**PAT**  
Rs. 43.62 Crore



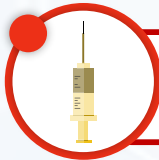
466 bps

**PAT Margin**  
37.98%



44.58%

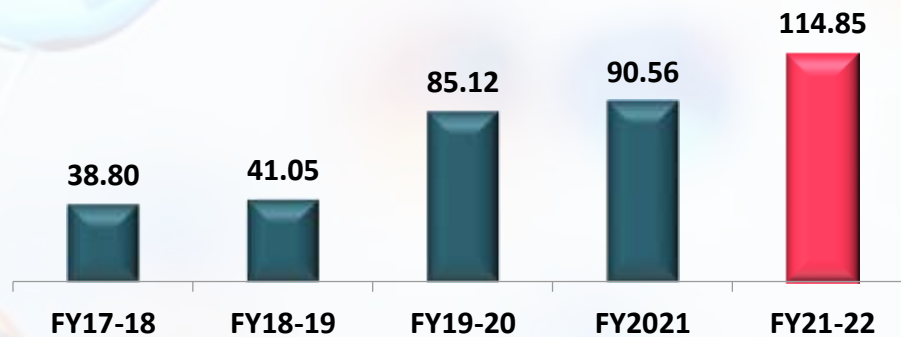
**Basic EPS**  
Rs. 30.03 vs. Rs 20.77 in FY2021



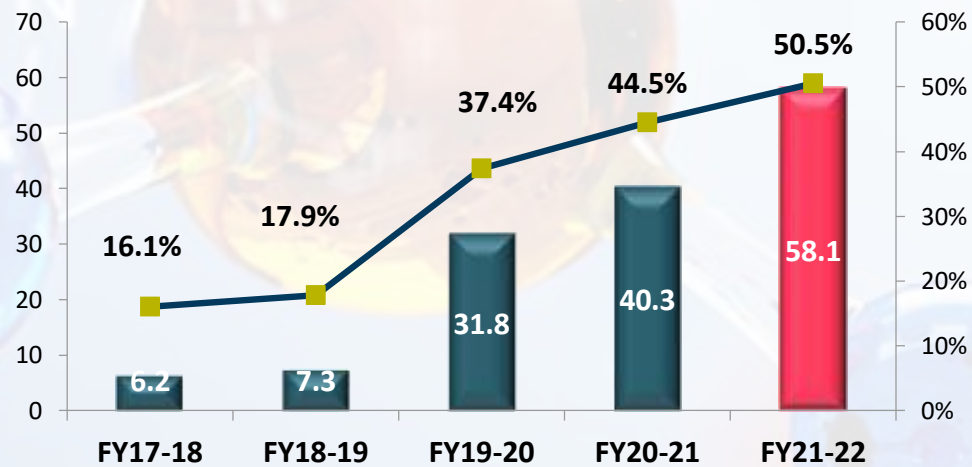
# Annual Financial Highlights



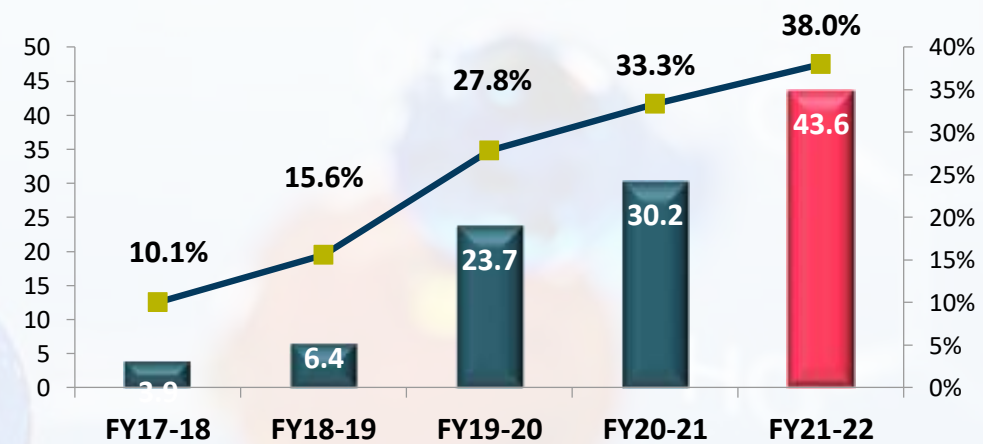
### Revenue (Rs. Cr)



### EBITDA (Rs. Cr) / Margin (%)



### PAT (Rs. Cr) / Margin (%)



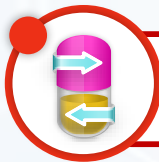




## Annual Financial Highlights – FY21-22



Rs. Crs	FY21-22	FY20-21	YoY%
Income from Operations	114.85	90.56	
Other Operating Income	0.00	0.00	
<b>Total Income from Operations</b>	<b>114.85</b>	<b>90.56</b>	<b>26.82%</b>
Cost of Materials Consumed	21.75	15.75	
Changes In Inventory	(5.13)	(0.38)	
Employee Cost	7.08	7.11	
Other Cost	33.11	27.75	
<b>Total Expenditure</b>	<b>56.81</b>	<b>50.23</b>	
<b>EBITDA</b>	<b>58.05</b>	<b>40.33</b>	<b>43.93%</b>
<b>EBITDA Margin %</b>	<b>50.54%</b>	<b>44.53%</b>	<b>601 bps</b>
Other Income	4.05	3.27	
Depreciation	2.23	1.73	
Interest	0.83	0.98	
<b>Profit Before Tax</b>	<b>59.03</b>	<b>40.88</b>	<b>44.40%</b>
Tax	15.41	10.70	
<b>Profit After Tax</b>	<b>43.62</b>	<b>30.18</b>	<b>44.55%</b>
<b>PAT Margin %</b>	<b>37.98%</b>	<b>33.32%</b>	<b>466 bps</b>
<b>EPS in Rs.</b>	<b>30.03</b>	<b>20.77</b>	<b>44.58%</b>



## Balance Sheet Highlights – As on 30<sup>th</sup> September 2022

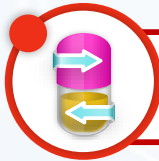


Rs. Cr.	Sep 2022	Mar 2022
<b>Total Equity &amp; Liabilities</b>		
<b>Shareholders Funds</b>	<b>133.94</b>	<b>103.32</b>
Share Capital	7.26	7.26
R&S	126.67	96.06
<b>Non Current Liabilities</b>	<b>1.66</b>	<b>2.02</b>
<b>Financial Liabilities</b>		
Borrowings	0.00	0.00
Lease Liabilities	0.00	0.42
Provisions	0.58	0.58
Deferred Tax Liabilities (Net)	1.08	1.02
<b>Current Liabilities</b>	<b>24.91</b>	<b>17.16</b>
<b>Financial Liabilities</b>		
Short term borrowing	0.41	0.00
Lease Liabilities	0.82	0.75
<b>Trade Payable</b>		
Due to MSME	0.00	0.63
Other Trade Payables	10.23	5.99
Other financial liabilities	9.92	5.30
Provisions	0.23	0.23
Other Current Liabilities	2.22	2.55
Current Tax Liability (Net)	1.09	1.71
<b>Total Equity &amp; Liabilities</b>	<b>160.52</b>	<b>122.50</b>

Rs. Cr.	Sep 2022	Mar 2022
<b>Total Assets</b>		
<b>Non Current Assets</b>	<b>53.20</b>	<b>44.11</b>
Property Plant & Equipment	18.21	18.22
Capital work in progress	22.84	12.70
Right of use Assets	0.83	1.21
<b>Financial Assets</b>		
Other Financial Assets	6.14	9.21
Other Non Current Assets	5.18	2.78
<b>Current Assets</b>	<b>107.31</b>	<b>78.39</b>
Inventories	3.93	11.61
<b>Financial assets</b>		
Investments	0.00	0.00
Trade receivables	23.18	25.12
Cash & Cash equivalents	0.77	0.26
Bank balance other than above	12.81	12.09
Short Term Loans	17.50	17.52
Other financial assets	48.94	11.48
Other Current Assets	0.18	0.31
<b>Total Assets</b>	<b>160.52</b>	<b>122.50</b>

- Board has recommended dividend of Rs. 4/- per equity share of face value Rs. 5/- each, subject to approval of shareholders

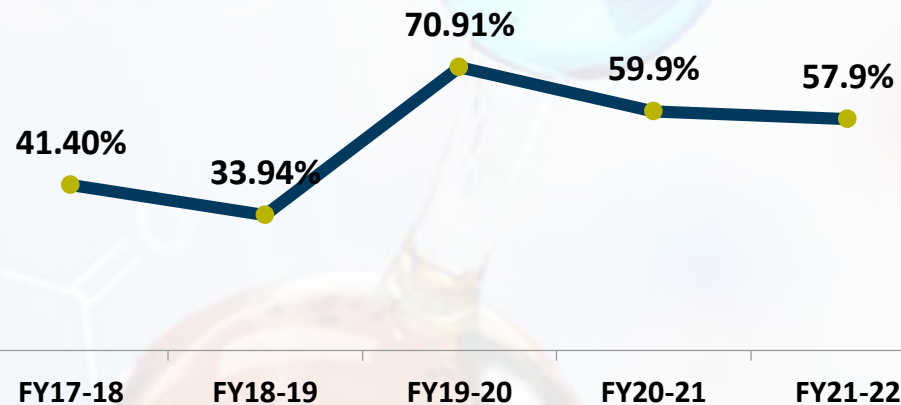




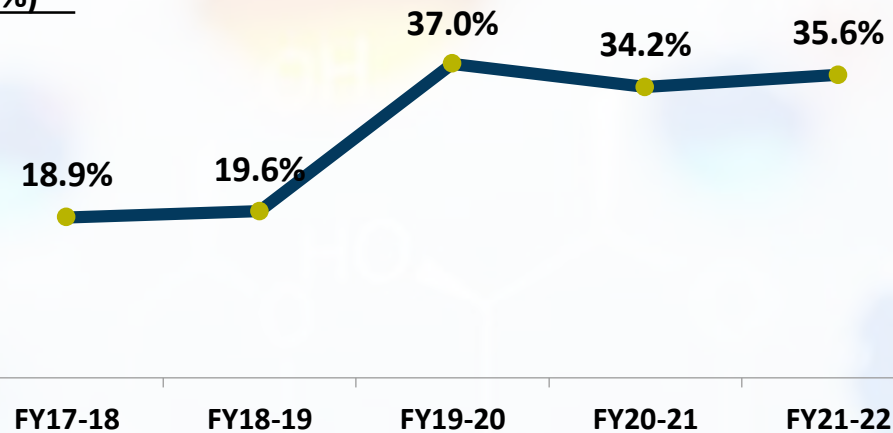
## Key Balance Sheet Ratios



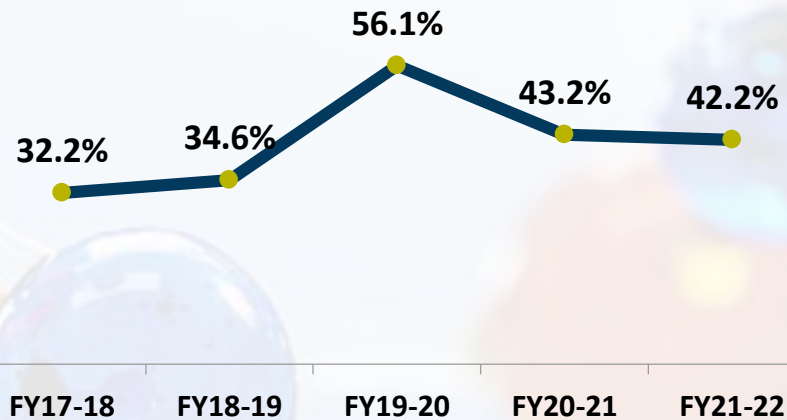
RoCE(%)\*



RoA(%)\*\*



RoE(%)\*\*\*



\*\*\*RoE = Net Profit/Net Worth | \*\*RoA = Net Profit/Average Total Assets / \*RoCE = EBIT/(Shareholders Fund + Total Debt-non current investments)



**Way Ahead**



## Our Way Ahead



### New Product Development & Forward Integration



- In process of identifying new products which have good domestic and export potential
- Company working on strategy to move up the value chain by way of forward integration into API

### New Infrastructure Development



- New infrastructure being planned would be compliant with strictest regulatory authorities
- Focusing on enhancing capacities - requisite Environmental Clearance already obtained

### Focus on Establishing R&D Centre



- In process of establishing new R&D lab to take care of technology development for new products and for examining whether existing products can be used for more applications

### Geographical Diversification



- Further expanding in geographically strategic locations in India
- Targeting at export opportunities

### Enhance Capacity to meet future growth



- Requisite Environmental Clearance already obtained for capacity expansion at current location
- Open to both Organic and Inorganic opportunities for growth in Specialty Chemical space





Thank You



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