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192/LG/SE/AUG/2024/GBSL

August 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 ended June 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**  
August 2024



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# Q1 FY25 Business & Financial Highlights

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## **Indore Capex Update:**

The Indore capex expansion represents a transformative step for Gufic Biosciences, designed to more than double our manufacturing capacity. This strategic move is crucial for accommodating our growing order book and enhancing our production capabilities.

## **Progress and Developments:**

### **Completion of Manufacturing Validation:**

- We have successfully completed the validation of two manufacturing lines at the Indore facility. This milestone is crucial for ensuring that our production processes meet the highest standards of quality and efficiency.
- The remaining validations are on track to be completed by the end of August, with commercial production scheduled to commence in September. This progression from trial runs and media fill validation studies last quarter ensures that our facility is well-prepared to meet stringent regulatory and quality standards.

### **Regulatory and Customer Audits:**

- Our facility has passed several critical customer audits conducted by leading Indian and global multinational corporations. These successful audits reflect our robust compliance and operational standards, which were bolstered by insights from a distinguished ex-international regulatory inspector's pre-audit conducted in the previous quarter.

### **Product Site Transfers:**

- In alignment with our expansion strategy, product transfers from our existing Navsari facility to the newly expanded Indore site have commenced. Additionally, some of our multinational customers have initiated product site transfers to Indore, indicating strong confidence in our capabilities and expanded capacity.



## Critical Care Division

Our Critical Care division continues to fortify its position as a leader in the sector through strategic initiatives, innovative product offerings, and unwavering commitment to quality and patient care.

### **Advancing Anti-Microbial Stewardship:**

- **Scientific Engagements:** In our pursuit to combat antimicrobial resistance, we engaged with leading healthcare institutions & professionals in scientific activities across India. These sessions focused on building and promoting the concept of Anti-Microbial Stewardship, ensuring that our medical community is well-equipped with the latest knowledge and practices.

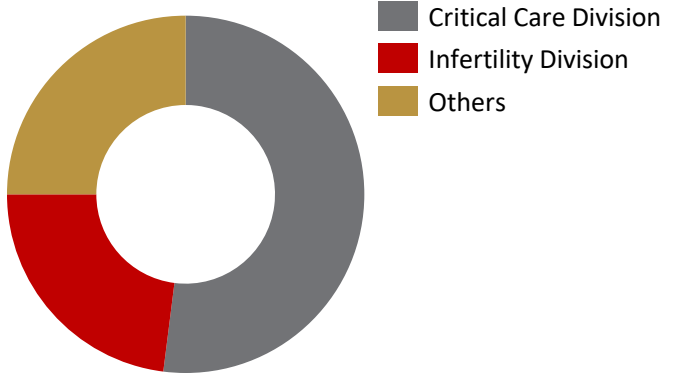
### **Dalbavancin User Group Formation:**

- Recognizing the life-saving potential of Dalbavancin in treating complex infections like Osteomyelitis and Endocarditis, we have initiated the formation of a dedicated user group. This community will serve as a platform for clinicians to share experiences, discuss case studies, and further the effective utilization of Dalbavancin.

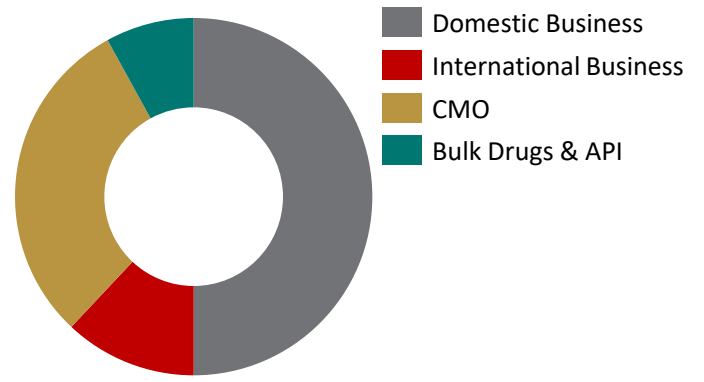
### **Optimizing Meropenem Usage:**

- **Extended Infusion Advocacy:** Aligning with the latest clinical guidelines, we are actively driving the adoption of extended infusion protocols for Meropenem. This approach has been shown to yield superior therapeutic outcomes, and our teams are working closely with healthcare providers to facilitate this transition.

## Domestic Business Breakup



## Total Revenue Breakup





# Q1 FY25 Business Highlights

## Global Representation at EUROASIA 2024:

- Gufic proudly showcased its comprehensive range of antimicrobials at EUROASIA 2024, one of the most prestigious platforms in the healthcare sector. Our participation not only highlighted our product excellence but also reinforced our commitment to global healthcare advancements.

## Sustained Market Penetration and Leadership:

- Building on our previous achievements, Gufic's Critical Care brands continue to penetrate over 2000 hospitals, cementing their status as preferred choices among medical professionals. Brands like Guficap, Micafung, Polyfic, Ticofic, Tigefic, Doxific, and Merofic remain highly favored, reflecting our dedication to quality and innovation.

## Ferticare Division

The Ferticare division continues to grow in Q1FY25, building upon the solid foundation laid in the previous quarter. We continue to invest in and expand our portfolio within the assisted reproductive technology (ART) sector, driven by innovation and targeted strategic initiatives.

### Continued Growth and Innovation:

- **Guficin Alpha Launch and Clinical Trials:** Building on our commitment to address recurrent implantation failure (RIF), we have initiated CME programs across the country for Guficin Alpha. The drug's acceptability is backed by robust patient data, demonstrating significant outcomes in managing RIF. It remains the only drug impacting all cytokine parameters involved in RIF, with no comparable substitutes currently available in the market. Clinical trials are progressing as planned, reinforcing its potential as a future growth driver for the division.
- **Ultra-purified HMG and r-FSH Developments:** Our ongoing focus on ultra-purified HMG and recombinant FSH (r-FSH) emphasizes our dedication to providing superior ART solutions. The advanced purification techniques and recombinant DNA technology ensure high purity and consistency, crucial for effective fertility treatments. These products are designed to improve clinical outcomes and patient experience significantly, with r-FSH awaiting approval from DCGI.



## New Initiatives and Market Expansion:

- **Launch of Dydro 20mg & 30mg SR Tablets:** Introduce extended-release formulations of Dydrogesterone, making us one of the few Indian companies to offer this innovative drug delivery system. This development is expected to revolutionize patient compliance by reducing the dosing frequency, thereby enhancing the treatment experience and outcomes.
- **Randomised Control Trial for Supergraf:** A Randomised control trial involving 120 patients is underway to benchmark Supergraf against the innovator brand. Our goal is to establish its efficacy and safety, positioning it as the flagship brand with comparable performance but cost-effective, appealing to the needs of Indian patients.
- **Specialty Task Force Division - Fertimax:** To further enhance our market reach and impact, we have launched a super-specialty task force, Fertimax, consisting of 40 well trained and experienced field personnel. This strategic move is aimed at boosting field efficiency and driving deeper market penetration.

## Market Leadership and Retention:

- **Sustained Market Share:** We have successfully retained our market share with leading products like Puregraf, Dydrofic, and Puretrig. These brands continue to perform strongly, benefiting from our strategic focus on maintaining leadership in niche markets.



## Aestherderm Divison

The Aestherderm division continues to carve out a niche in the aesthetic dermatology market, particularly with our flagship product, Stunnox. This quarter, we've made substantial strides in advancing the market penetration and clinical understanding of botulinum toxin in India.

### Strategic Growth and Innovation:

- **First Indian Clinical Trial for Stunnox for glabellar frown lines and forehead lines:** Gufic Biosciences is proud to announce that we have initiated the first-ever clinical trial in India for Botulinum Toxin Type A (Stunnox) focusing on approved indications such as glabellar frown lines and forehead lines. This ground-breaking study aims to gather data specific to the Indian patient pool, thereby enhancing the confidence of both practitioners and patients. Currently, no data exists on the use of botulinum toxin type A on patients in India. Our leadership in conducting these trials underscores our commitment to setting high standards in the Indian aesthetics market. This is a follow up to our successful trail for the indication of crow's feet against the innovator drug.
- **Hyperhidrosis Trial Initiation:** Building on our clinical initiatives, we have also launched a trial for Stunnox in the treatment of hyperhidrosis. This trial will expand the therapeutic scope of Stunnox and position Gufic as a versatile player in addressing a broader range of dermatological conditions.

### Training and Market Expansion:

- **Gufic's Advanced Aesthetic Program Expansion:** The Advanced Aesthetic Program at Arisia Training Center in Mumbai has significantly expanded, now up to 80 doctors, up from 26 last quarter. This program plays a crucial role in training practitioners on the latest techniques in toxins, fillers, and energy-based devices, thereby enhancing their competencies and the overall market growth for aesthetic treatments.
- **Market Leadership and Ranking:** The Stunnox has achieved a remarkable milestone by ranking 2nd in the botulinum toxin market. This achievement is a testament to the effectiveness of our training programs and market expansion strategies that were intensified over the past quarters, including the GROW program and nationwide Hands-On Workshops.



# Q1 FY25 Business Highlights

## Spark, Stellar & Healthcare Division

As we progress into the new fiscal year, the Spark, Stellar & Healthcare Division at Gufic Biosciences continues to demonstrate substantial growth and innovation. Building on our successful strategies from the previous quarters, we've launched new products and expanded our educational and marketing initiatives to further enhance our market presence and improve patient outcomes.

### **Strategic Initiatives and Key Developments:**

#### **Educational Programs and Training Initiatives:**

- **Expanded Educational Reach:** We have broadened our CME initiatives, successfully conducting sessions to discuss the practical benefits of oral solids manufactured using Roller Compaction Technology and its impact on patient outcome.
- **Digital Innovation in Prescriptions:** The introduction of a digital prescription tool has streamlined the way doctors handle patient records, significantly reduced paperwork while maintaining the traditional method of prescription writing. This tool has been well received, enhancing their clinical efficiency.

#### **Advanced Product Developments:**

- **New Molecule in the PPI market:** a cutting-edge potassium channel inhibitor. This new product is set to compete in the ₹3000 crore market of proton pump inhibitors, with clear advantages in efficacy and patient experience.
- **Gufispon Introduction:** Addressing the growing issue of cervical spondylosis, particularly among older populations increasingly using digital devices, Gufispon offers a novel herbal solution that fills a significant market void.

#### **Market Penetration and Sales Achievements:**

- **Product Ranking Improvements:** Strechnil's market ranking improved from 5th to 2nd, demonstrating the effectiveness of our targeted marketing strategies. Additionally, Sallaki tablets have consistently held over 50% market share, and Sallaki liniment's ranking has risen to 3rd place.



## Q1 FY25 Business Highlights

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### Sparsh

The Sparsh Division continues to revolutionize the market with its direct-to-hospital distribution model. In this model, we provide hospitals with more competitive pricing and better visibility of sales. This approach has positioned Sparsh as a leader in direct hospital engagement and product distribution.

#### **Strategic Developments and Achievements:**

##### **Product Launches and Pipeline Updates:**

- **Recent Product Launches:** In the first quarter, we successfully launched Tiecoplanin DCB, Biapenem DCB, and S Pantoprazole. These products are designed to meet the growing demand for advanced therapeutics in hospitals, enhancing our product portfolio.
- **Upcoming Product Launches:** We are excited to announce the upcoming launch of Contrast Media. The introduction of Contrast Media is a significant breakthrough, addressing the demand for quality products in major corporate hospitals eager to collaborate with us.

##### **Market Expansion and Sales Achievements:**

- **Territory Expansion:** We have successfully launched in Tamil Nadu and expanded into additional territories. This strategic expansion is supported by our plan to grow our team to 85 members in the coming quarter, ensuring comprehensive market coverage and support for our hospital partners.



# Q1 FY25 Business Highlights

## International Division

### New Product Registrations:

- In Q1FY25, we successfully secured new product registrations in key international markets, further diversifying our global portfolio:
  - **Lithuania:** Vancomycin IBE 1000 mg and 500 mg powder for concentrate for solution for infusion received approval on 26th June 2024. These approvals enhance our presence in the European market, aligning with our strategic focus on regulated regions.
  - **Sri Lanka:** We achieved full registration for COLBACT 2 MIU (Colistimethate sodium for injection BP 2 MIU) and Stripole (Pantoprazole for injection 40 mg). These registrations solidify our market penetration in South Asia, demonstrating our commitment to delivering high-quality products across diverse therapeutic areas.

### Strategic Expansion and Product Pipeline:

- Our focus on expanding in both regulated and emerging markets continues to yield positive results. With 210 total product registrations to date, we have established a presence across multiple regions, including the UK, Australia, South Africa, Mexico, Nepal, Tanzania, Sri Lanka, the Philippines, Thailand, and Myanmar.
- We remain committed to our growth strategy, with over 150 products in the pipeline for registration in more than 40 countries. This robust pipeline underscores our dedication to meeting global healthcare needs and capturing new market opportunities.



## 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)	Q1 FY25	Q4 FY24	Q1FY24	FY24
Total Revenue	202.8	194.9	195.0	806.7
<b>EBITDA</b>	<b>37.0</b>	<b>35.1</b>	<b>36.4</b>	<b>148.1</b>
<b>EBITDA Margin %</b>	<b>18.2%</b>	<b>18.0%</b>	<b>18.6%</b>	<b>18.4%</b>
Profit before Tax	28.1	27.1	28.1	115.7
<b>PBT Margins %</b>	<b>13.9%</b>	<b>13.9%</b>	<b>14.4%</b>	<b>14.3%</b>
Tax	7.2	7.1	7.4	29.5
<b>Profit After Tax</b>	<b>20.9</b>	<b>20.0</b>	<b>20.6</b>	<b>86.1</b>
<b>PAT Margin %</b>	<b>10.3%</b>	<b>10.3%</b>	<b>10.6%</b>	<b>10.7%</b>



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# Company Overview

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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

Validation completed for two line, other 2 lines will be completed by September

Customers audits commenced

Commenced site transfer of products from customers

Commenced site transfer of products from Navsari facility

**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

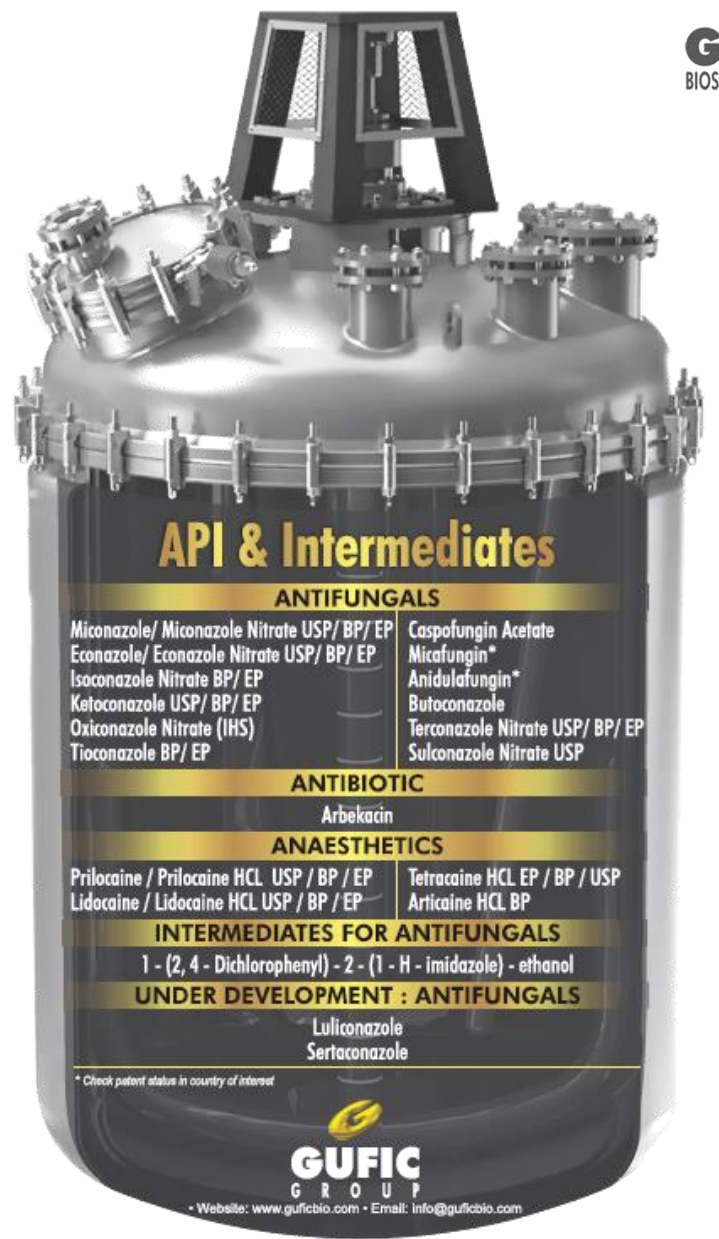
Focused on developing non infringing, novel, cost effective and scalable chemical process for APIs, Peptides and Cyclopeptides

The categories of API's manufactured are antifungals, antibacterial, anesthetics and intermediates for antifungals



Presence in **25** countries worldwide

**70** customers PAN India







# Strong Partnership & Licensing Deals



European leader in IV drug delivery systems. Collaborated with Gufic to launch Dual Chamber Bags for the 1<sup>st</sup> 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

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# Historical Financials

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

## Historical Balance Sheet (Equity & Liabilities)

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

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



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



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# THANK YOU

**Company: Gufic Biosciences Limited**

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Mr. Avik Das – Investor Relations

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