



## GUJARAT TERCE LABORATORIES LIMITED

Date: May 13, 2023

<b>To,</b> <b>BSE Limited</b> Corporate Relation Department Phiroze Jeejeebhoy Towers, Dalal Streets, Mumbai- 400001, Maharashtra, India	<b>Scrip Code:</b> 524314 <b>Security ID:</b> GUJTERC <b>ISIN:</b> INE499G01013
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Dear Sir/Madam,

**Sub: Investors Presentation for Quarter ended on March 31, 2023**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for the quarter ended on March 31, 2023.

Kindly take the same on your records.

Thanking you,

Yours faithfully,

**For Gujarat Terce Laboratories Limited**

**Aalap Prajapati**  
**Managing Director & CEO**  
**(DIN: 08088327)**

Encl: As attached.



# INVESTOR PRESENTATION

Q4 FY23 and FY23

# Disclaimer

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This presentation is for informational purposes only and does not constitute an offer or a solicitation to sell or an offer or a solicitation to submit an offer to purchase or subscribe for shares or securities of Gujarat Terce Laboratories Limited or a portion thereof, constitute the basis for a contract for it or are used in connection therewith. This presentation contains statements that constitute “forward-looking statements”, including, without limitation, statements regarding strategic implementation and other statements regarding our future business and economic performance.

While these forward-looking statements are our judgment and our future by representing expectations about the development of our business, such statements reflect various assumptions about future developments, and a number of risks, uncertainties, and other material factors could cause actual developments and results to differ materially from our expectations. These factors include but are not limited to, general market, macroeconomic, governmental, and regulatory trends, exchange rates and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties that work with us, and regulatory and legal developments. and other key factors that we disclose could adversely affect our business and financial performance. Gujarat Terce Laboratories Limited does not undertake any obligation to publicly review any forward-looking statements to reflect future events or circumstances. This document is strictly confidential and may not be transmitted, reproduced or transmitted, in whole or in part.

# Company Overview

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Gujarat Terce has over 3 decades of experience in the Manufacturing and Marketing of branded Generics.

Roots of Gujarat Terce Laboratories Limited are entrenched in the founding principles of COMPASSION and EXCELLENCE.

Terce has an extensive basket of 50 Brands (125 products) with a portfolio contributing to 10 therapeutic areas. Our operations are spread across 13 states in India and cater to 29000+ Healthcare professionals with the availability of brands across a network of 43500 + Chemists.

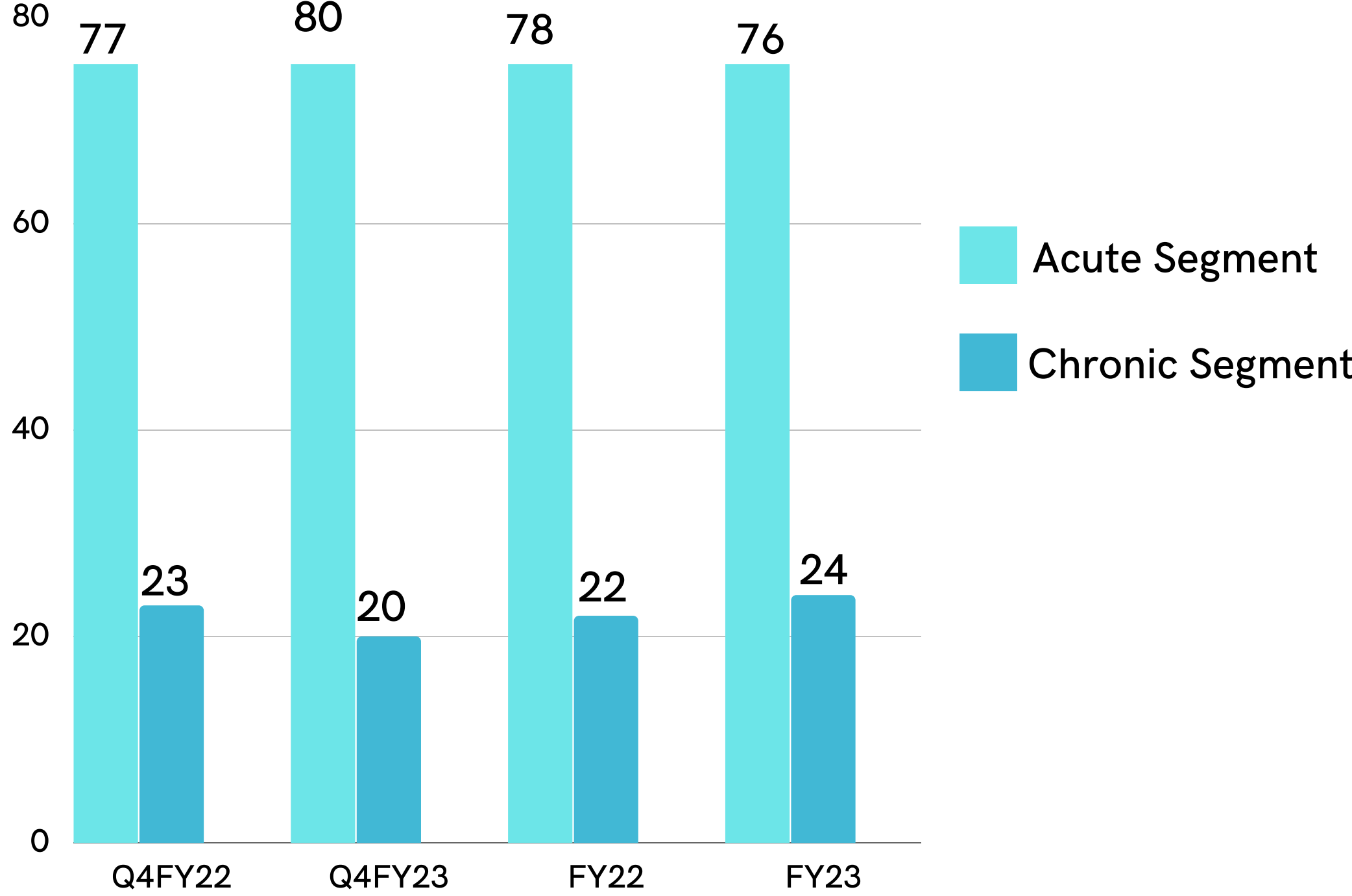
Terce substantially invests in formulation & development and research to identify gaps in therapeutics areas and addresses the healthcare needs of patients.

Our devotion towards quality products, innovation, regulatory compliance, and patients' need, helps us in delivering benchmark brands to consumers.

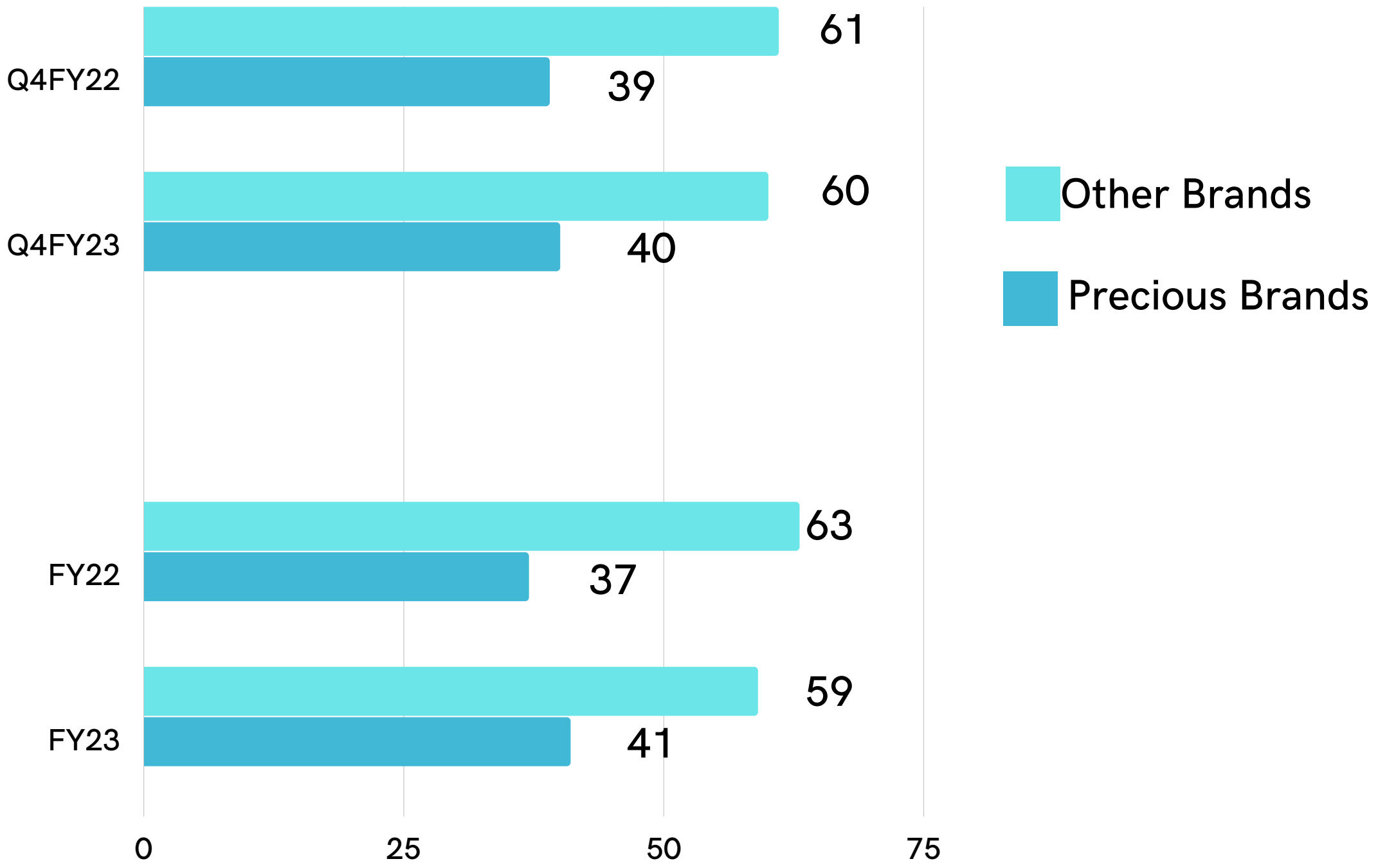
For more information please visit : [www.gujaratterce.in](http://www.gujaratterce.in)

# Business Highlights

Figures= % of total sales



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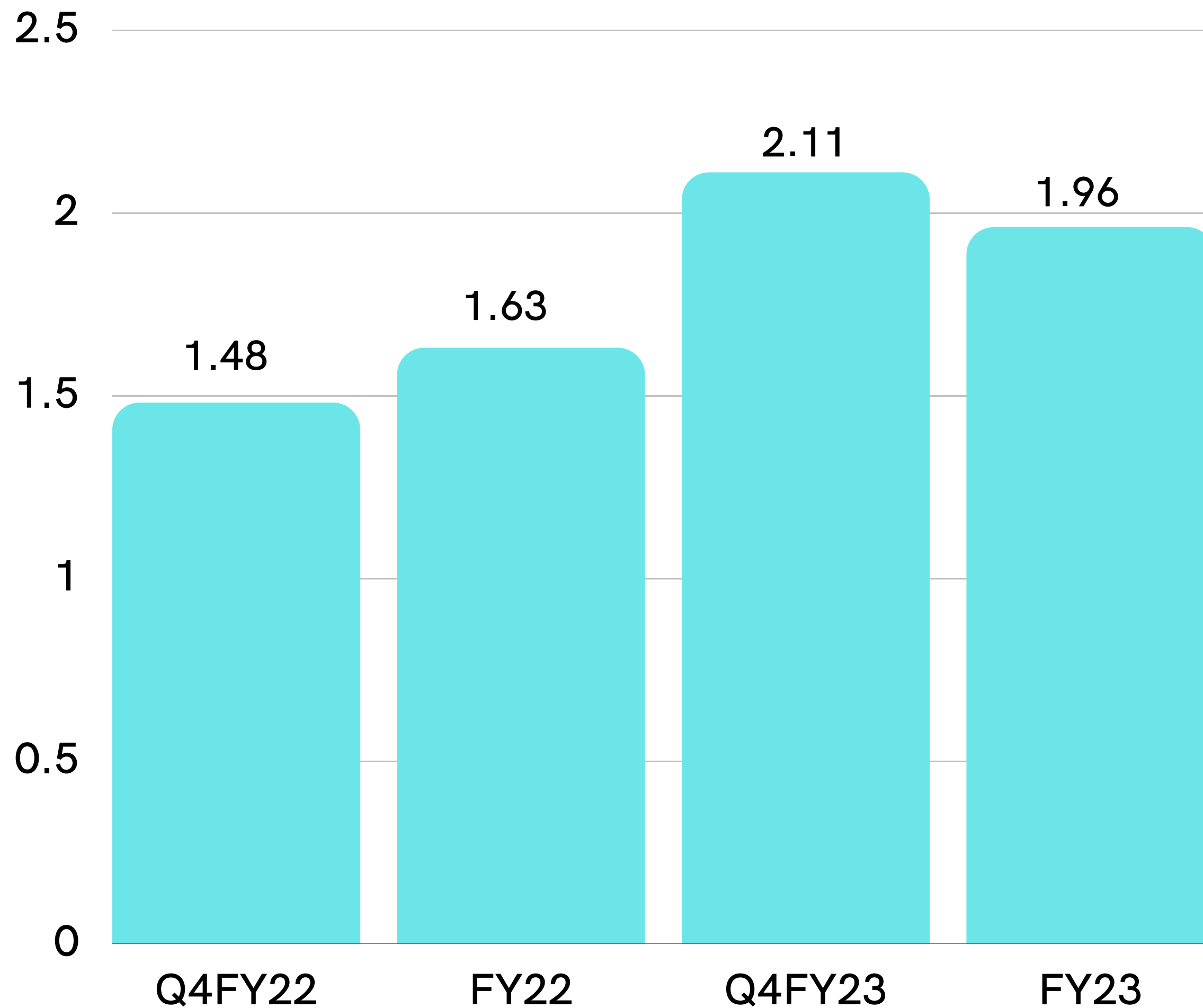
Comparing Q4FY23 vs Q4FY22 data:

- Acute Portfolio of Gujarat Terce grew by 56 %
- Chronic Portfolio of Gujarat Terce grew by 31 %

Our focus on growth of precious brands portfolio:

- The portfolio of precious brands have grown by 47 % in Q4FY23 vs Q4FY22

# Business Highlights- PCPM (Per Capita Per Month)

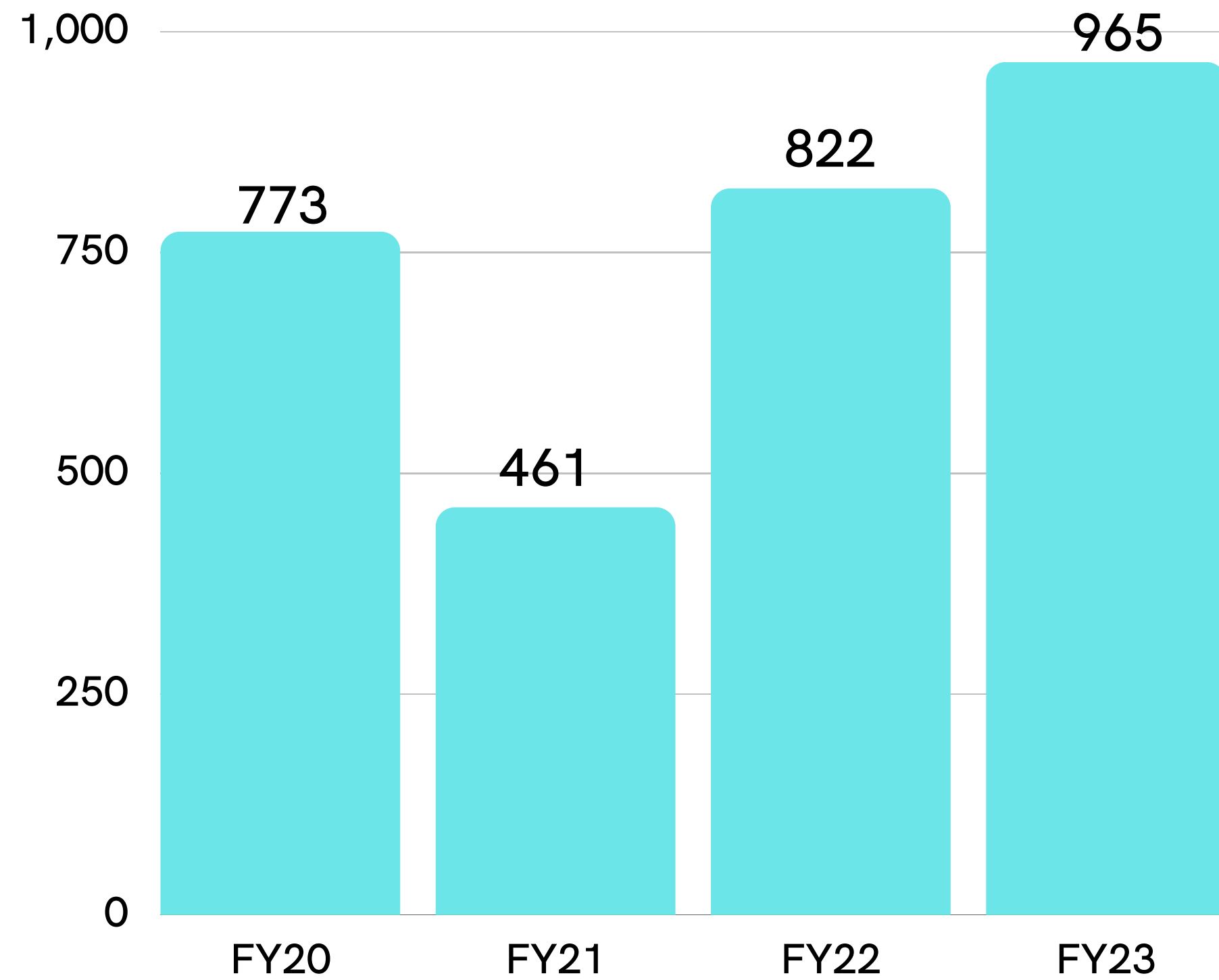


Per Capita per month Sales in lacs

The Expansion in geographies that we did in this FY, has started reflecting in revenues and we will be consistently growing productivity per medical representative, thus ensuring pathway towards profitability.

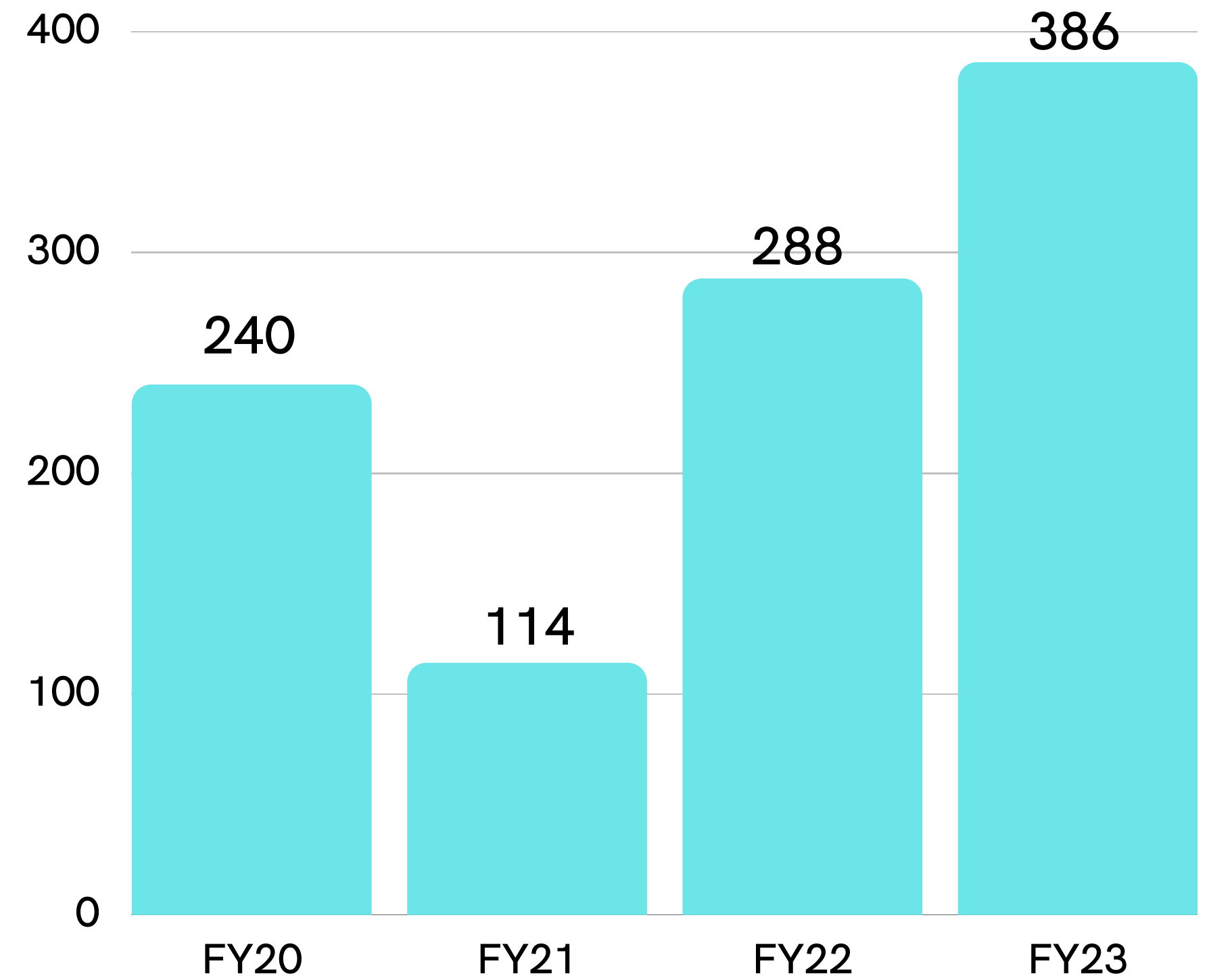
# Business Highlights- Sales of Top Four Brands

Figures in lacs



*Acolate*

Therapeutic Segment- Anticold  
Type- Acute

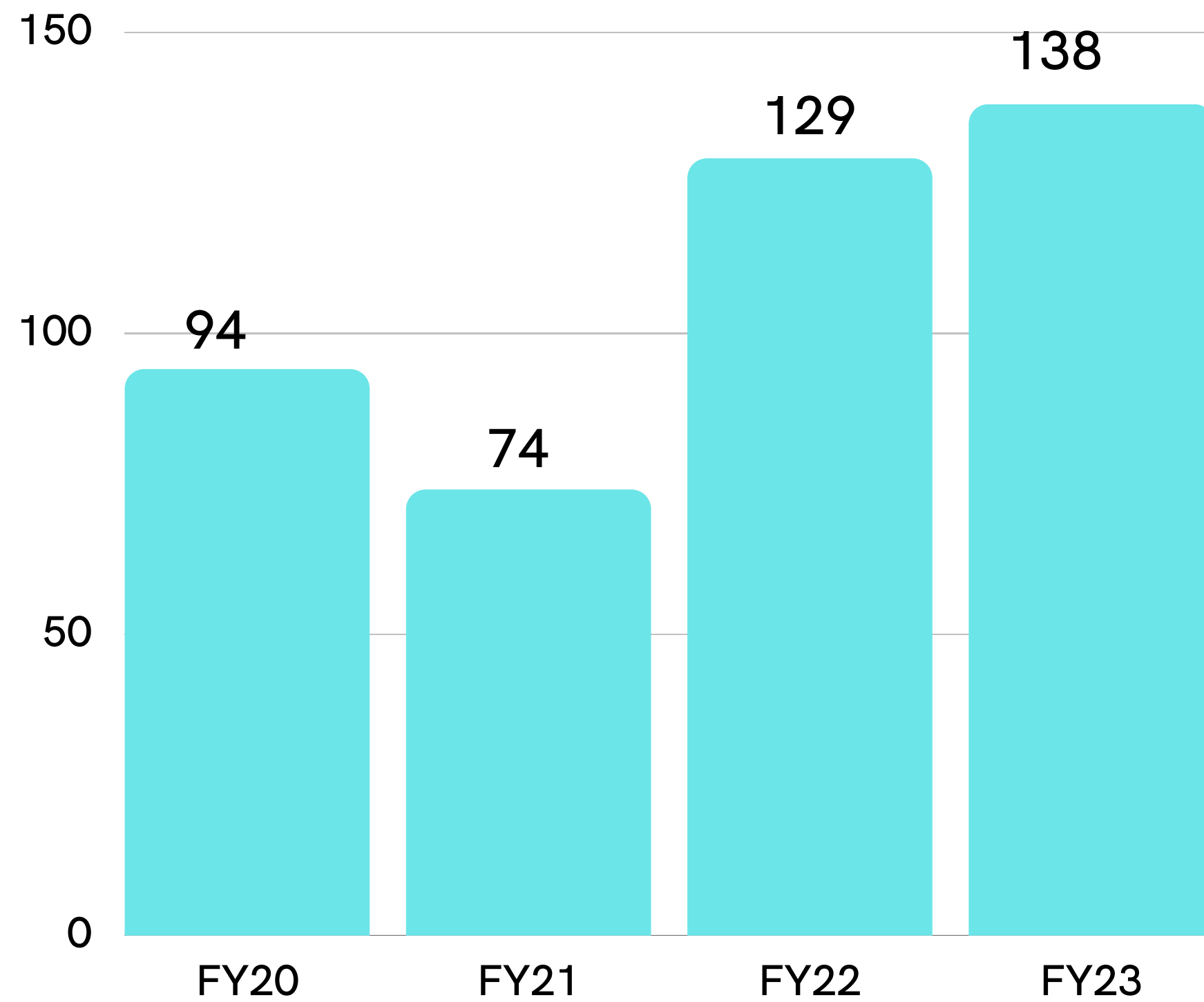


*Tynol*

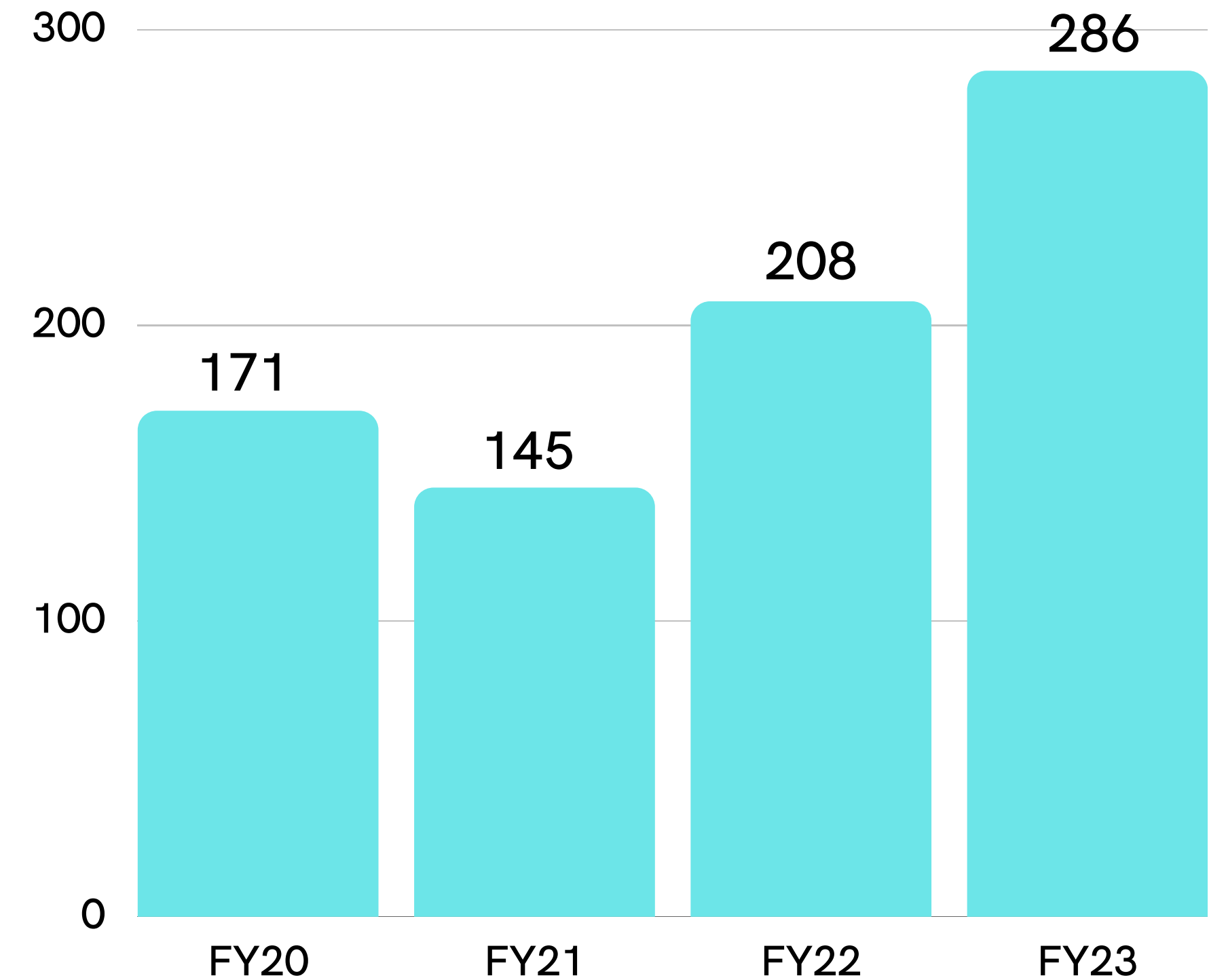
Therapeutic Segment- Pain Management  
Type- Acute

# Business Highlights- Sales of Top Four Brands

Figures in lacs



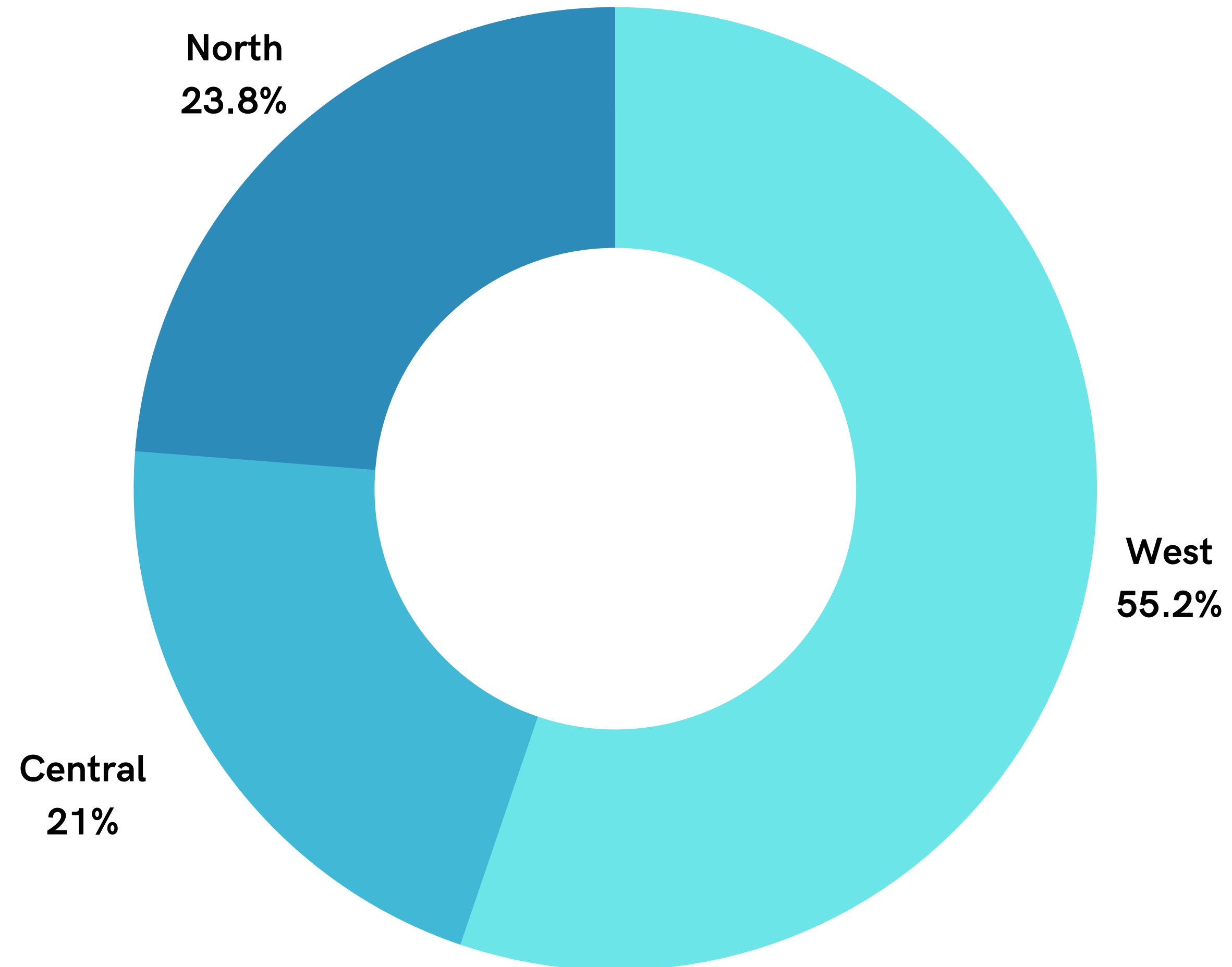
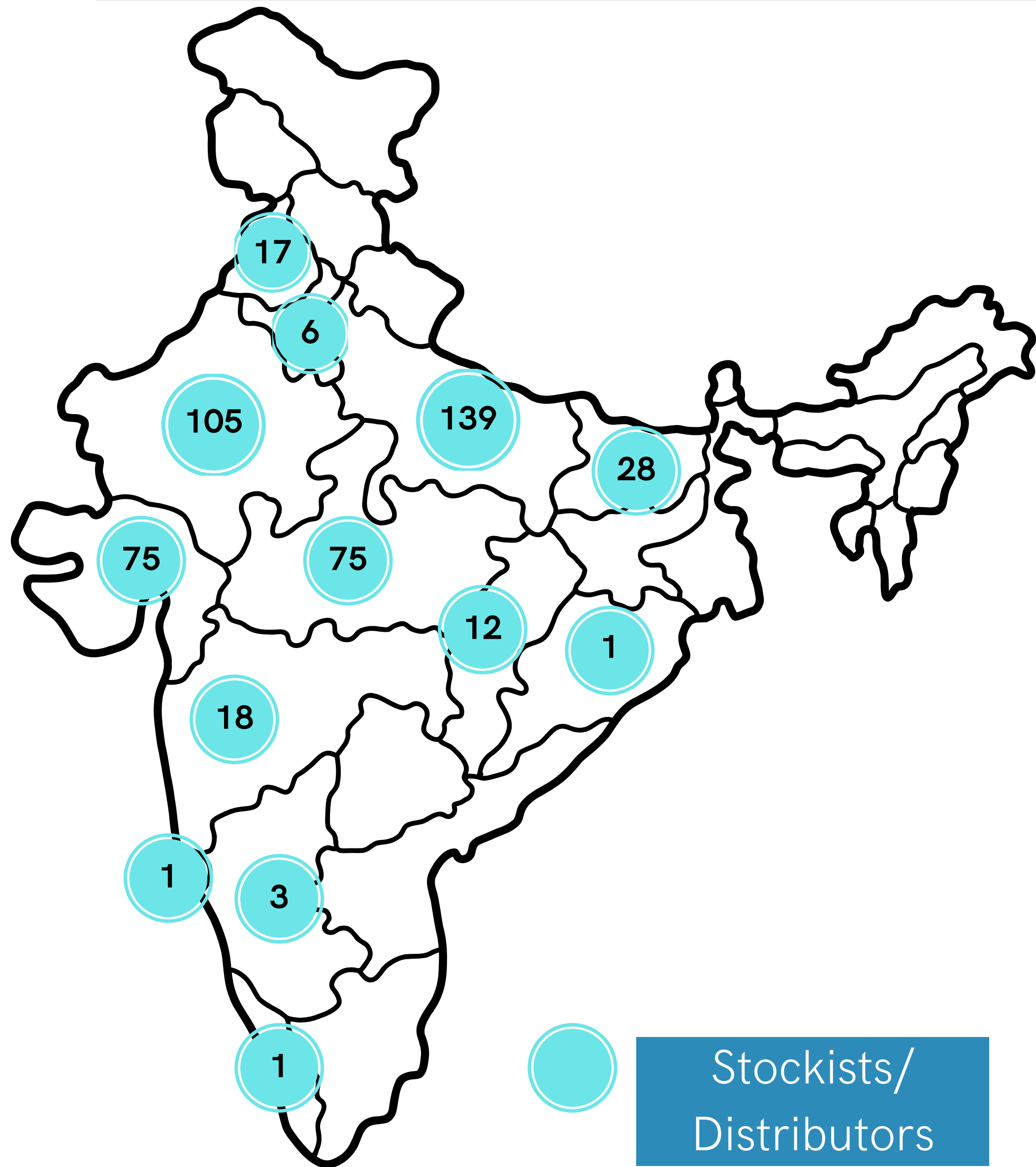
Therapeutic Segment- Nutraceutical  
Type- Acute



Therapeutic Segment- Vitamins ( Nutraceuticals)  
Type- Chronic

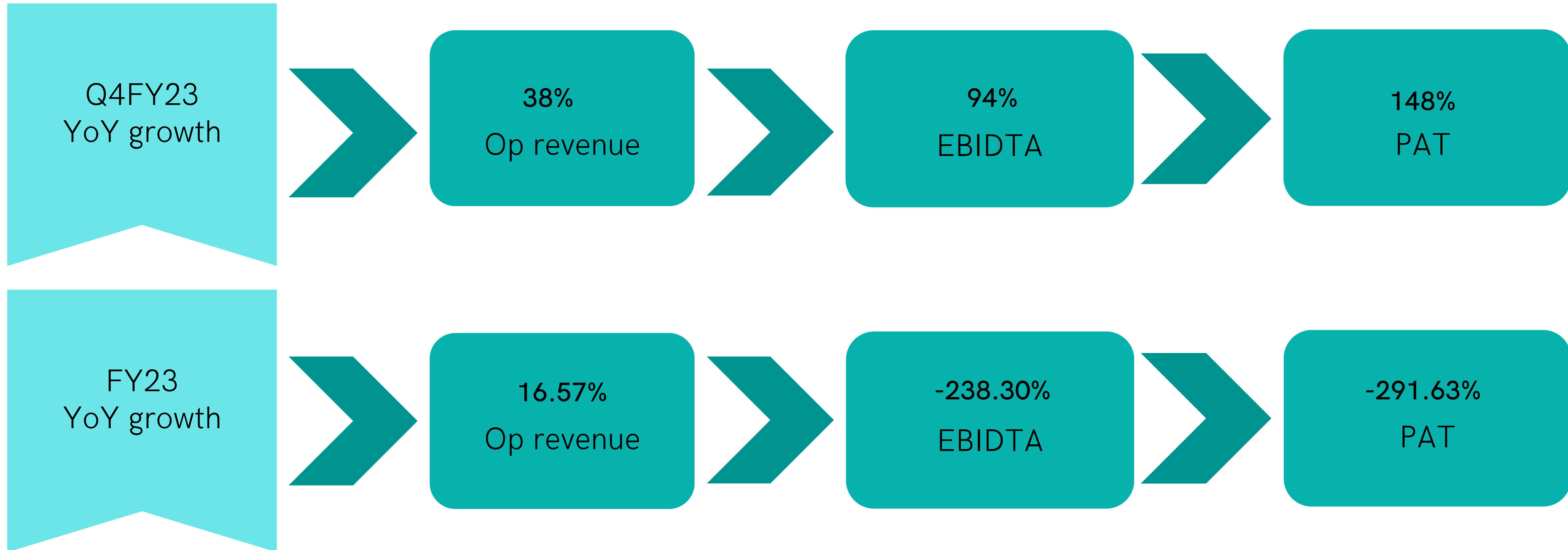


# Distribution Network & Region Wise Sales



Region-wise sales distribution (FY23)

# Financial Highlights- Q4 FY23 and FY 23



- Gujarat Terce has grown by 38% in Q4FY23 compared to Q4FY22.
- Cash Profit registered by business has increased by 162 % in Q4FY23 vs Q4FY22

# Q4FY23 AND FY 23- Income Statement

								(Rs. In Lacs)
Particulars	Q4 2022-23	Q3 2022-23	Q-O-Q Q4 vs. Q3 % Change	Q4 2021-22	Y-O-Y Q4 vs. Q4 % Change	Year ended 31-03-2023	Year ended 31-03-2022	Y-O-Y % Change (2023 vs 2022)
Revenue from Operations	1288.85	1190.48	8.26%	932.45	38%	4,678.25	4,013.37	16.57%
EBDITA	-9.48	20.52	-848.00%	-159.72	94%	-180.80	130.73	-238.30%
EBDITA(% of Net Sales)	-0.74%	1.72%	-	-17.13%	-	-3.86%	3.26%	-
PBT	-41.89	-0.28	-4289.00%	-185.95	77%	-289.39	74.66	-487.61%
PBT(% of Net Sales)	-3.25%	-0.02%	-	-19.94%	-	-6.19%	1.86%	-
PAT (Before OCI)	80.34	-0.28	28792.86%	-165.88	148%	-167.16	87.23	-291.63%
PAT(% of Net Sales)	6.23%	-0.02%	-	-17.79%	-	-3.57%	2.17%	-
Cash Profit /(Loss)	96.1	6.61	1353.86%	-154.27	162%	-130.71	103.21	-226.64%
Cash Profit (% of Net Sales)	7.46%	0.56%	-	-16.54%	-	-2.79%	2.57%	-
Basic/Diluted EPS (In Rs.)	1.08	-0.00	28792.86%	-2.24	148%	-2.25	1.18	-291.63%

# Thank you.

Registered Office:

Gujarat Terce Laboratories Limited, 122/2 Ravi Estate, Bileshwarpura, Chhatral,  
T.A.: Kalol, Gandhinagar, Gujarat 382729

Corporate office:

D/ 801 - 802 & 1202, The First, Behind Keshavbaug Party Plot, Near Shivalik High-  
Street, Vastrapur, Ahmedabad, Gujarat 380015

Investors Contact

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**GUJARAT TERCE  
LABORATORIES LIMITED**