



GUJARAT TERCE LABORATORIES LIMITED

October 28, 2021

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

Sub: Investors Presentation for Quarter ended on September 30, 2021

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 September, 2021.

Kindly take the same on your records.

Thanking you,

Yours faithfully,

For Gujarat Terce Laboratories Limited

Ashka
Ashka Solanki



Company Secretary & Compliance Officer

Encl: As attached



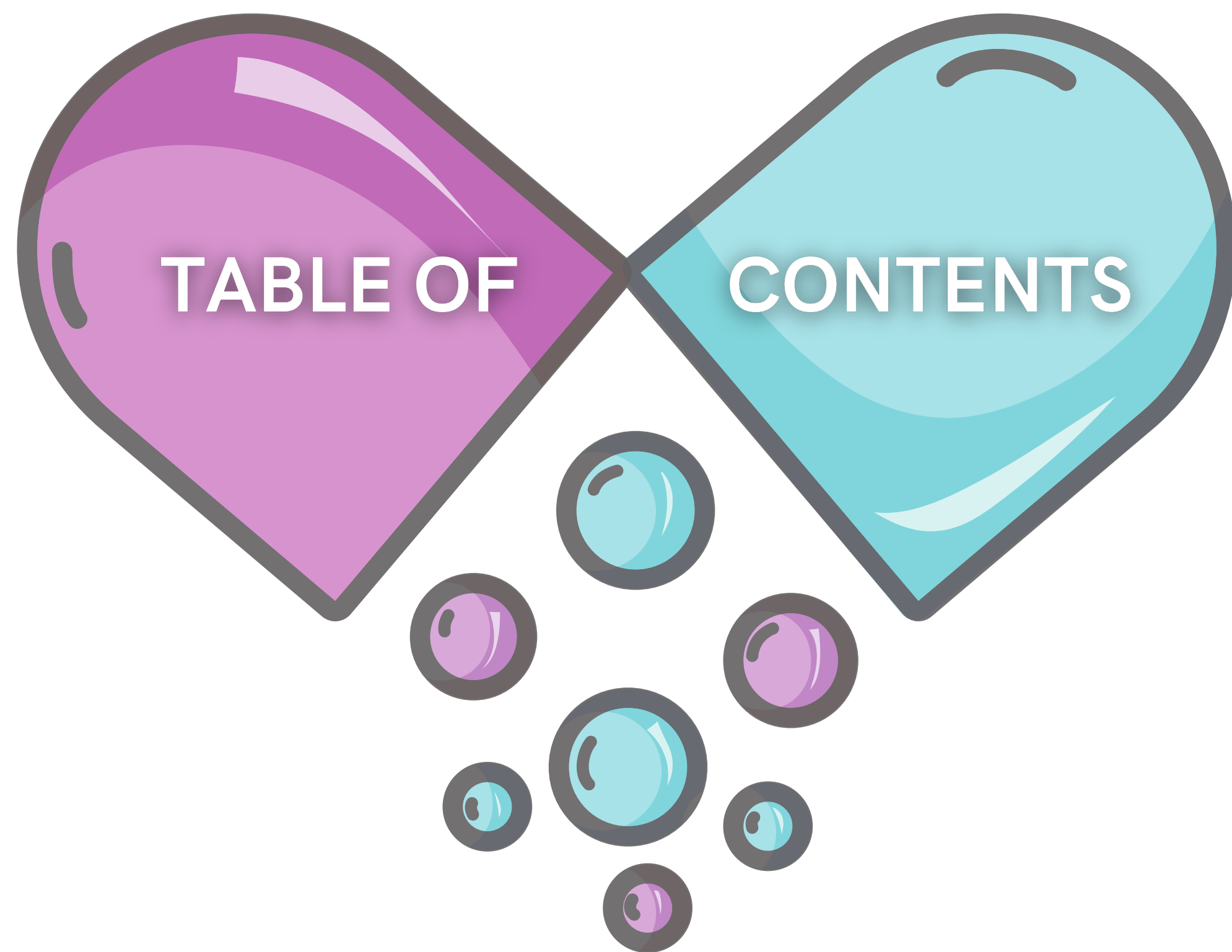
INVESTOR PRESENTATION

Quarter 2 FY 22 (September- 2021)

Disclaimer

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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, regulatory and legal developments and other key factors that we disclose could adversely affect our business and financial performance. Gujarat Terce Laboratories Ltd 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.



1. Company Overview
2. CEO's Message
3. Business Highlights
4. Financial Highlights

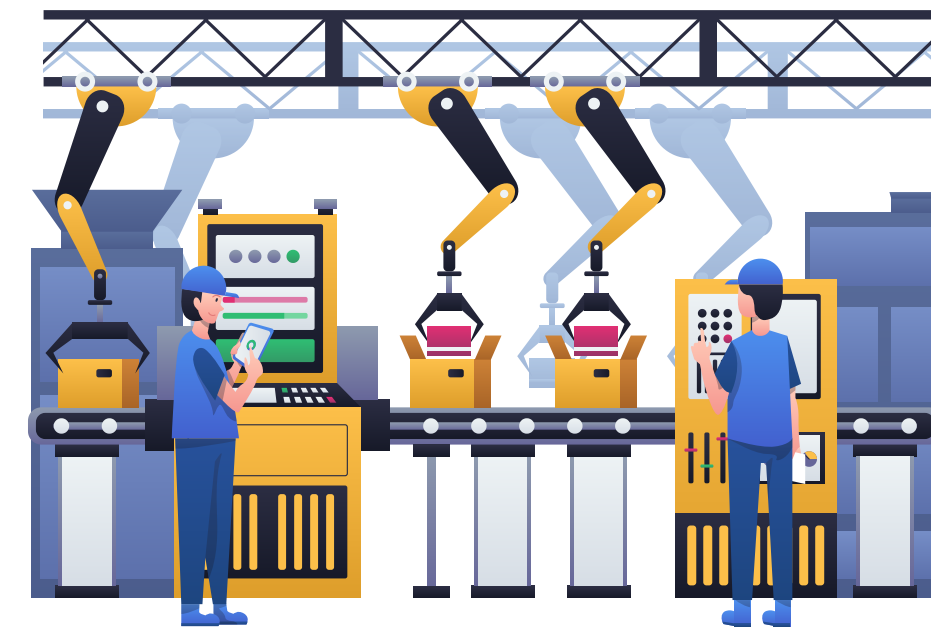
Company Overview



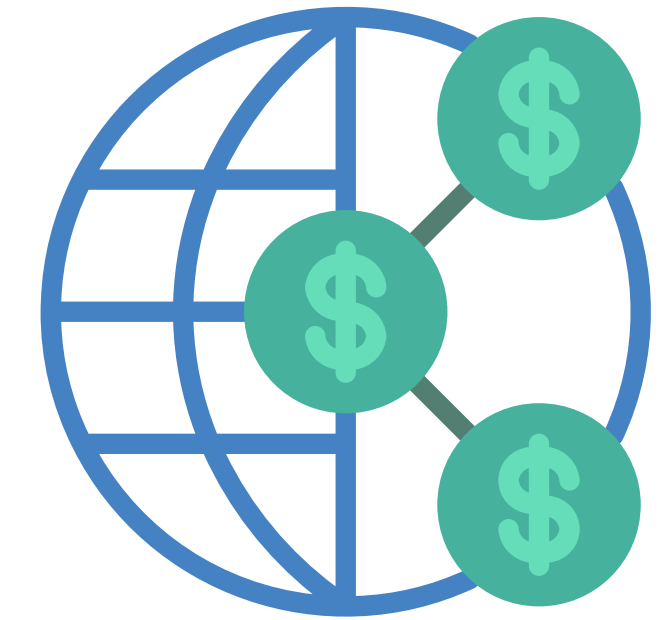
Established in the year 1985



Listed on BSE in the year 1992



Started manufacturing plant in the year 1992



Started Exports in the year 2005



Network of 25000+ doctors



Presence in 13 states of India



180+ products in 10 Therapeutic areas



Presence in 22000+ outlets

CEO's Message

Dear Shareholders,

Gujarat Terce has seen a strong revenue growth of 64.74 % YonY and a PAT growth of 547.32 % YonY on half yearly basis.

The growth is driven through a combination of low base, organic demand in Acute portfolio, and focused growth in chronic portfolio & Top brands.

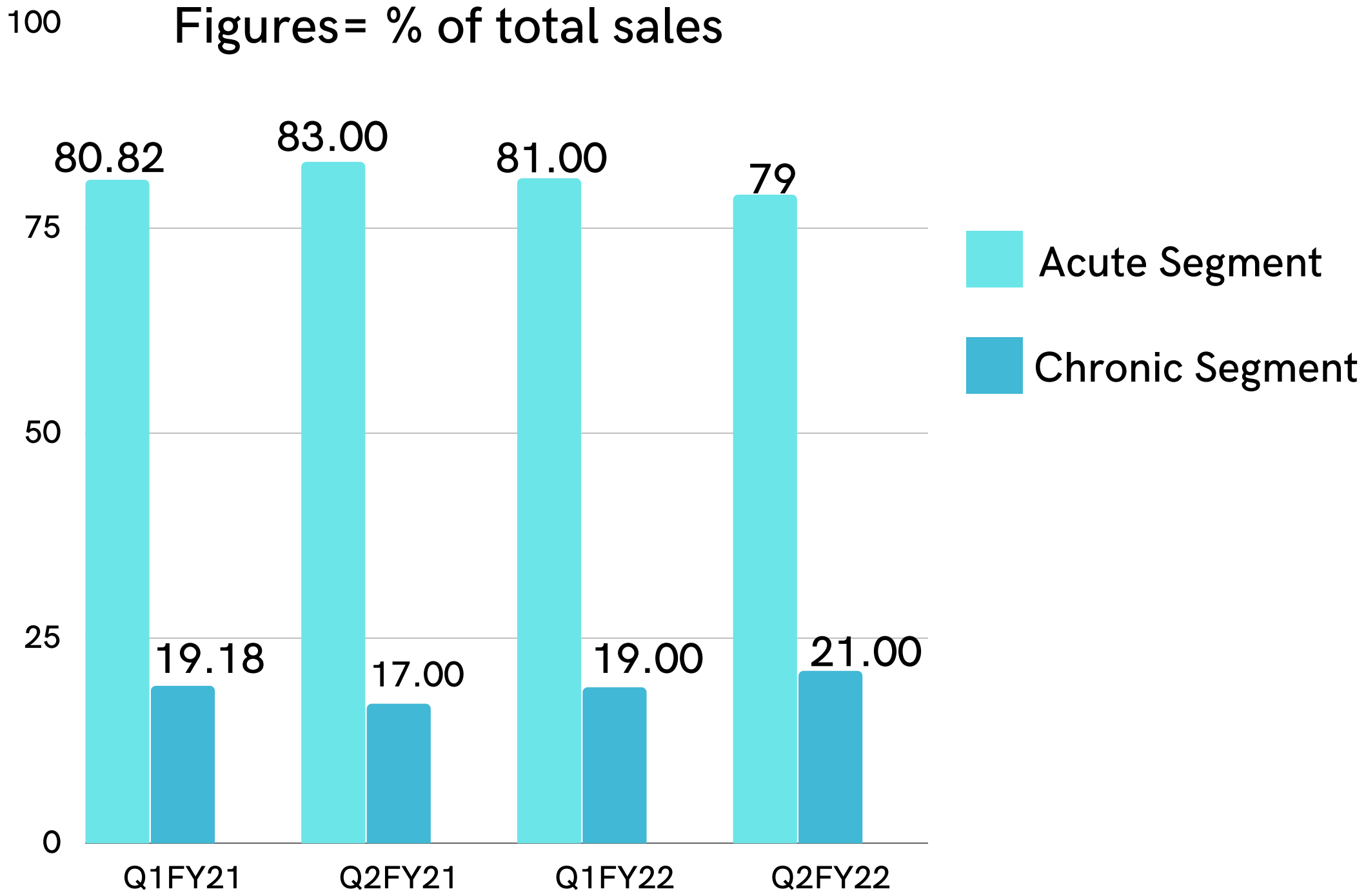
The Outlook of the year is in trend with our Revenue and PAT targets.

Our focus in Q3 & Q4, will be; Launching newer geographies; Launch of 3 new chronic brands; Growth in existing top brands; Focused growth in chronic portfolio.

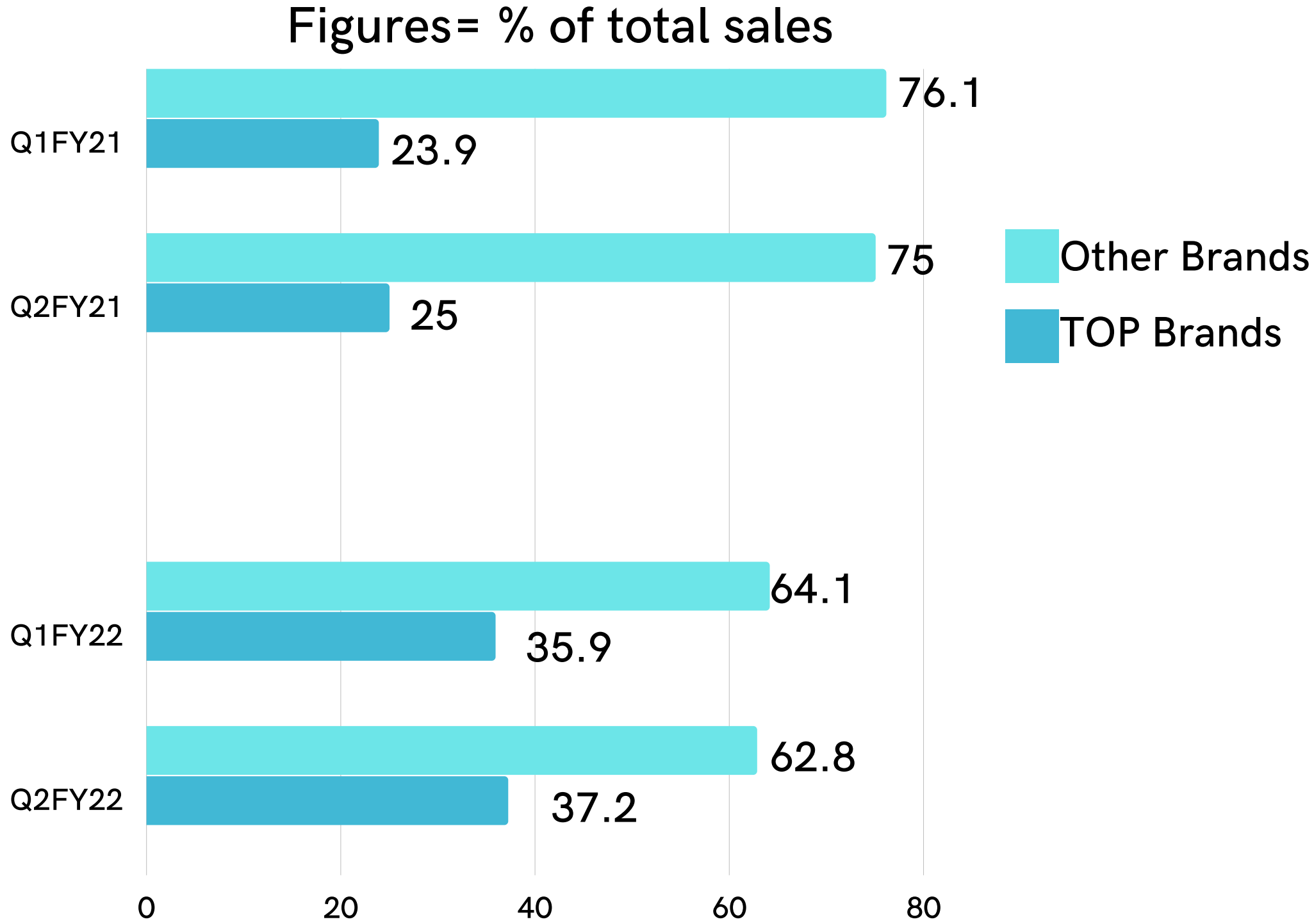
In that context, I am pleased to share key highlights of our progress during the year.

Aalap Prajapati
CEO & Managing Director

Business Highlights



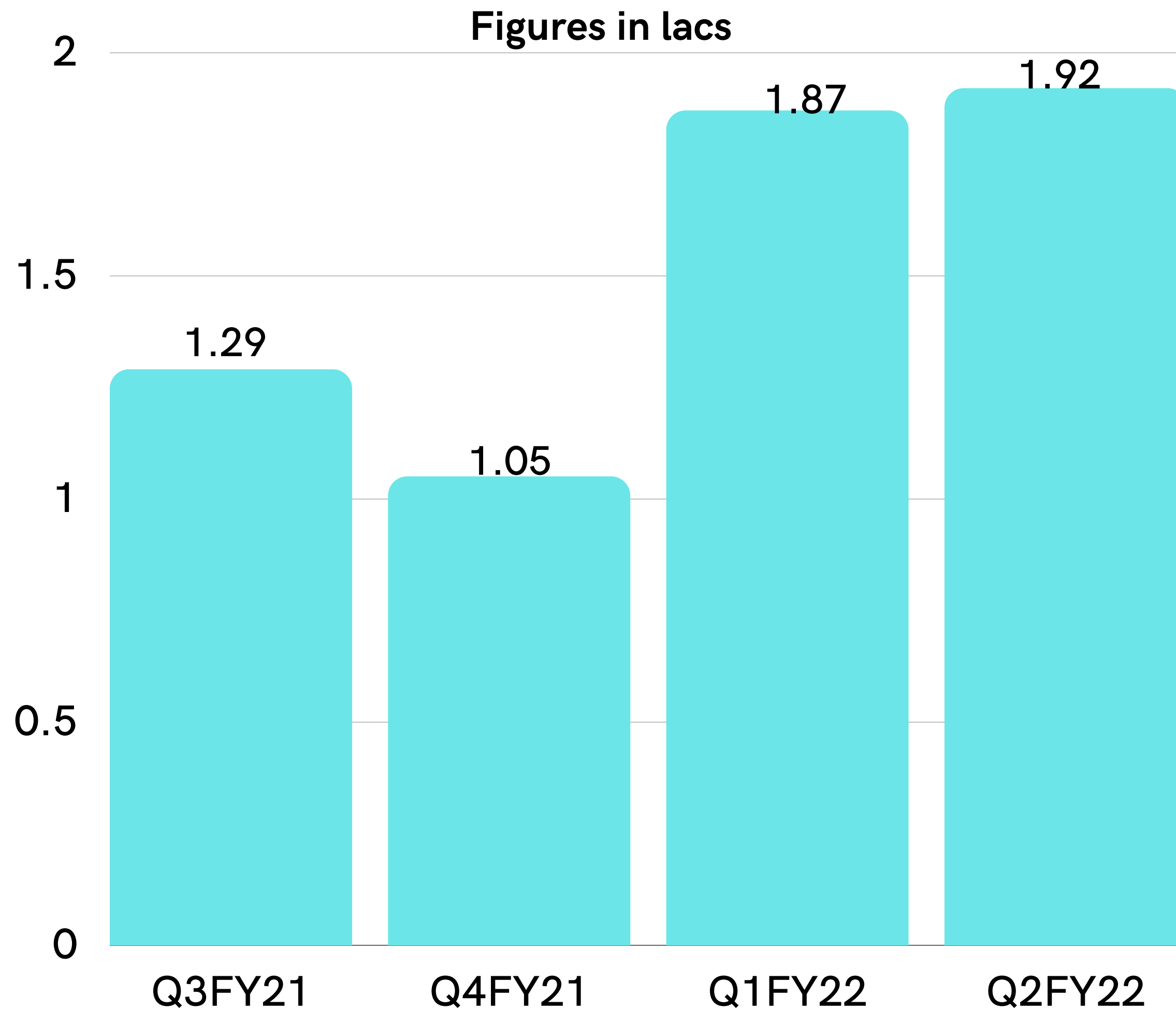
Total Sales bifurcation in Chronic & Acute segment



Total Sales bifurcation in TOP brands and Other brands

1. To maintain a consistent growth QonQ, our focus on chronic brands have ensured a steady growth in the portfolio
2. We are going to increase our portfolio of 100 lacs brand per annum in this FY 22, which shows consistent improvement as shown above.

Business Highlights- PCPM (Per Capita Per Month)

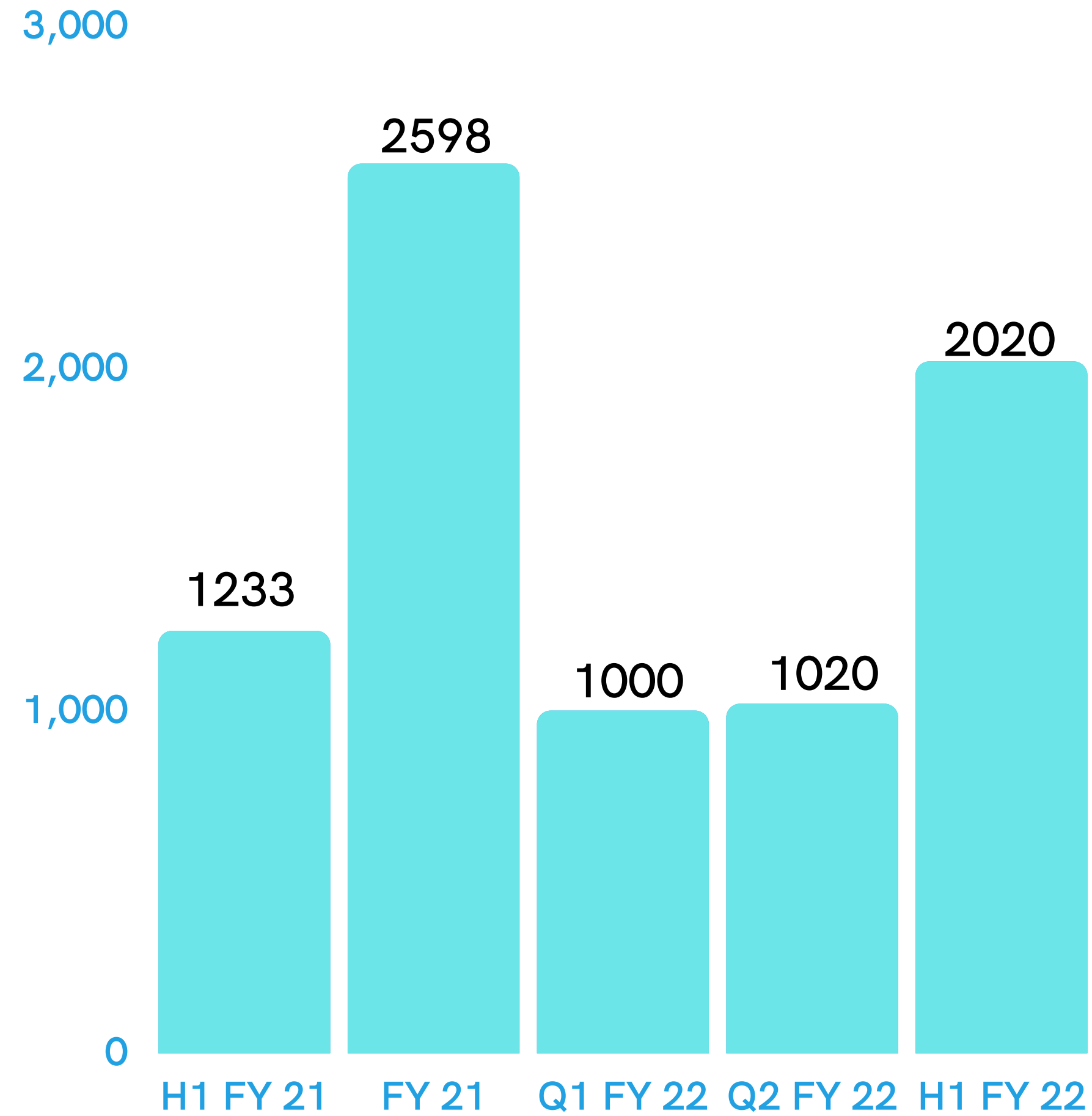


Per Capita per month Sales in lacs

- AS per AIOCD data, H1FY22, the YonY growth of IPM (Indian Pharmaceutical market) is 25 %. We have out performed the market growing by 67 % in H1FY22.
- Our focus of increase in productivity per man per month is showing growth QonQ

Financial Highlights- Revenue

Figures in lacs



- Revenue growth in H1FY 22 is 64 % YonY
- PAT growth in H1FY22 is 547.32% YonY

Q2 FY 22- INCOME STATEMENT

Particulars INR (In Lacs)	Q2FY 22	Q2FY21	Q2FY22 YOY GR (%)	HY FY 22	HY FY 21	HY FY 22 YOY GR (%)
Revenue from Operations	1,012.63	719.8	40.68%	2006.32	1217.84	64.74%
Gross Profit	660.88	460.62	43.48%	1311.37	756.64	73.31%
Gross Profit Margin (%)	65.26%	63.99%		65.36%	62.13%	
Employee Cost as % of Revenue	39.01%	43.76%		36.16%	46.76%	
EBITDA	61.03	19.06	220.20%	230.99	-14.15	1732.44%
EBITDA Margin (%)	6.03%	2.65%		11.51%	-1.16%	
Net Profit	45.36	-1.56	3007.69%	205.4	-45.92	547.30%
Net Profit Margin (%)	4.48%	-0.22%		10.24%	-3.77%	

Key highlights of Q2 FY 21 vs Q1 FY 21 (QonQ Growth)

- Operating Revenue growth of 2% vs Q1 FY 22
- Consistent performance in Q1 and Q2 in FY 22 in line with our projected revenue of FY 22

Thank you.

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Investors Contact

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**GUJARAT TERCE
LABORATORIES LIMITED**