



GUJARAT THEMIS BIOSYN LIMITED

REGD. OFFICE & FACTORY : 69/C, GIDC, INDUSTRIAL ESTATE,
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CIN No.: L24230GJ1981PLC004878

GTBL: CS: BSE-CORR/2021-22

14th March, 2022

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

Thanking you,
Yours faithfully,

For Gujarat Themis Biosyn Limited

Rahul Soni
Company Secretary and Compliance officer

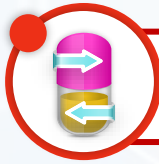




Gujarat Themis Biosyn Limited

Result Update Presentation

Q3 & 9M FY22



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Way Ahead



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

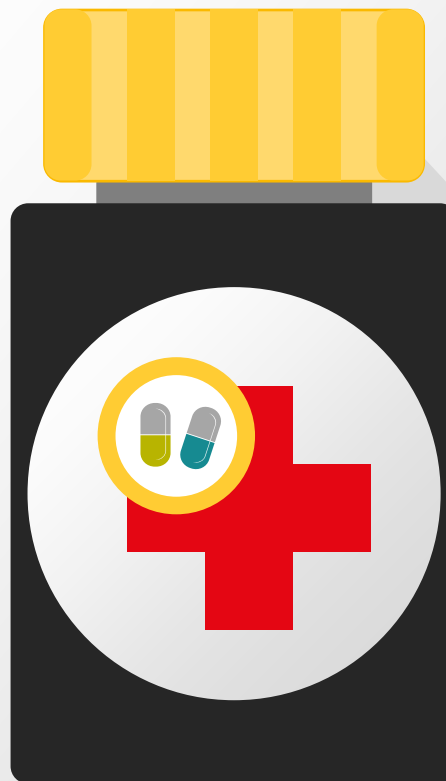
Focus on Research and Development

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

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State of Art Manufacturing Facility

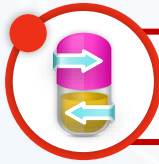
- Plant in Vapi (Gujarat)
- Over 200 Employees engaged at plant site

Strong Collaborations

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

Strong Financial Performance

- 107% YoY growth in Revenues
- Conservative Balance sheet: Net Debt to Equity ratio - 0.06 in FY21
- Virtually debt free



Journey So Far



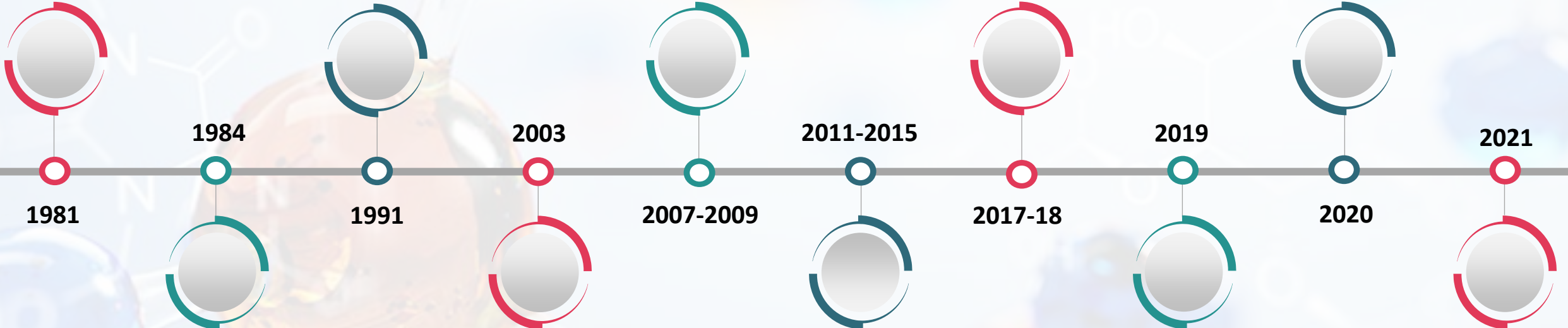
- Established as joint sector Company with Govt of Gujarat for fermentation business for manufacture of Erythromycin

- 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

1984

1991

2003

2007-2009

2011-2015

2017-18

2019

2020

2021

- Listed on Bombay Stock Exchange

- Started manufacture of Lovastatin

- 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

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

- Mutually strategic decision to end technological partnership with Yuhan Group



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. Jagdish Kaujalgi
Chief Executive Officer

- Diploma Mechanical Engineer with experience of more than 30 years in chemical industry
- Working with GTBL since Feb-2017

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

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Investments in R&D

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

Niche in fermentation-based production

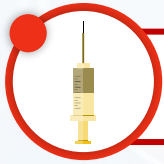
- One of the very few players in India with technology and capacity/scale for fermentation-based product development

Debt Free Company

- Conservative Balance sheet – Net Debt to Equity ratio - 0.06 in FY21
- Virtually debt free



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)
- Capacity of Rifamycin S is 10,000 Kgs/Month

Rifamycin O

- An intermediate for manufacturing drug Rifaximin (Antibiotic used for treatment of traveler's diarrhea, irritable bowel syndrome, and hepatic encephalopathy)
- Capacity of Rifamycin O is 6,000 Kgs/Month

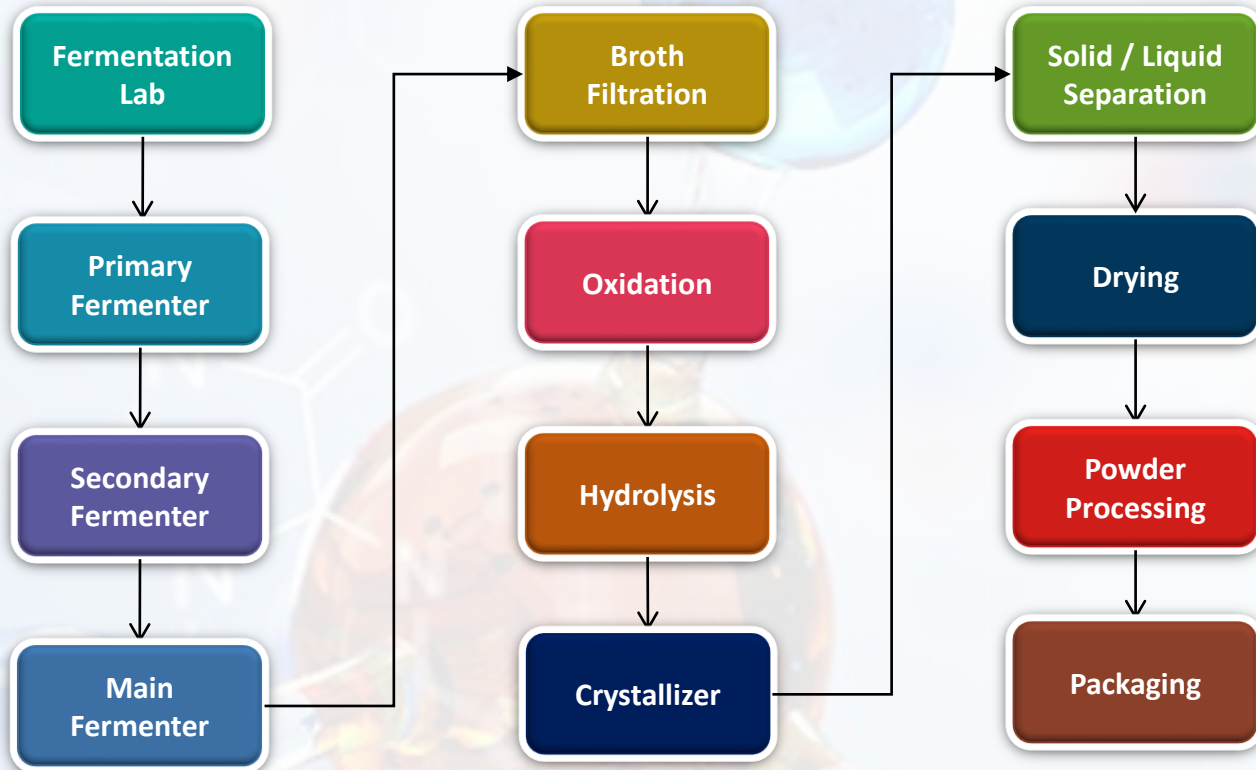
- Identified and working developing four New Products and adding to portfolio
- Developing them all by self
- All specialised products and add huge value to portfolio
- Demand side remains pretty strong for products manufactured by GTBL –more than decade old products – no replacement for these – continue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

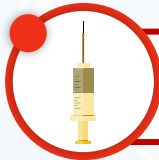


Among very few companies in India with fermentation capabilities for Intermediates

Environment Friendly & Sustainable Process Using Aerobic Bacteria for Fermentation



Industry Overview



Pharmaceutical Market- An Overview



Global Market



Active Pharmaceutical Ingredient Market valued at USD 172.69 Billion in 2018 and expected to reach USD 263.80 Billion by 2025 with CAGR of 6.24% over forecast period



North America-expected to dominate Active Pharmaceutical Ingredient market



U.S. holds 45% global market share for pharmaceutical companies including new drug discovery using Active Pharmaceutical Ingredient



Spending increased from USD 461.7 bn in 2016 to USD 645-675 bn in 2021, while European share of pharmaceutical drug development spending to grow from USD 151.8 bn to USD 170-200 bn from 2016 to 2021

Domestic Market



Leading Pharma Producer-

- Indian pharmaceutical industry supplies over 50 per cent of global demand for various vaccines, 40 per cent of generic demand in the US and 25 per cent of all medicine in UK1



Amongst leading exporters-

- India accounts for 20 per cent of global exports in generics
- India's pharmaceutical exports stood at US\$ 13.69 billion in FY20 (up to January 2020)



Among fastest growing industries-

- Indian pharma sector is expected to grow at CAGR of 22.4% & medical device market at US\$ 25 bn by 2025
- India is second largest contributor of global biotech and pharmaceutical workforce Pharmaceutical sector was valued at US\$ 33 billion in 2017



Rapidly growing healthcare sector-

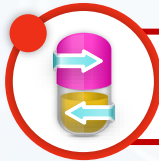
- Indian healthcare sector, one of fastest growing sectors, expected to cross US\$ 372 billion by 2022

Source:

<https://www.kake.com/story/41940056/microbial-fermentation-apis-market-share-size-2020-to-2024-executive-summary-market-overview-and-top-company-profiles-says-market-reports-world>

<https://www.medgadget.com/2020/04/active-pharmaceutical-ingredient-market-size-2019-global-api-market-analysis-and-opportunities-by-forecast-to-2025.html>

<https://www.globenewswire.com/news-release/2020/01/17/1972092/0/en/Global-Pharmaceuticals-Industry-Analysis-and-Trends-2023.html>



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 per cent lower than that of the 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
- Between 2008-19, S&P BSE Healthcare Index has grown at 16.72%

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

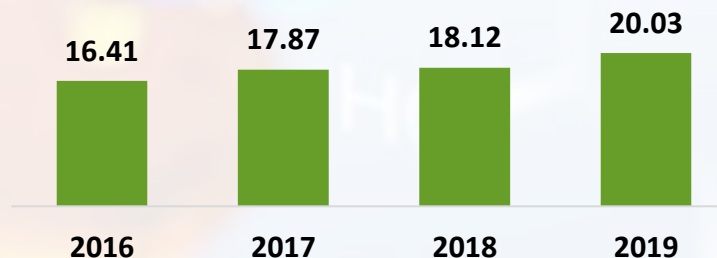
Policy Support

04

- Pharma Vision 2020' aimed at making India global leader in end-to-end drug manufacturing
- Under Budget 2020-21, allocation to Ministry of Health and Family Welfare is Rs 65,012 Cr (US\$ 9.30 billion)
- In this sector, 100 per cent FDI allowed under automatic route

- Indian pharmaceutical sector expected to cross to US\$ 372 billion
- In February 2020, Indian pharmaceutical sales grew by 12.1 % year-on-year

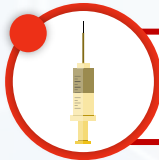
Annual Turnover of Indian Pharmaceutical Market (US\$ billion)



Source:
<https://www.ibef.org/industry/pharmaceutical-india.aspx>
<https://www.ibef.org/download/Pharmaceuticals-May-2020.pdf>

A hand wearing a blue nitrile glove holds a glass Erlenmeyer flask containing a yellowish-orange liquid. The flask has volume markings at 50, 75, and 100. The background is a laboratory with other glassware on a tray, all under a blue light. A white callout box with a yellow and blue border is overlaid on the right side of the image.

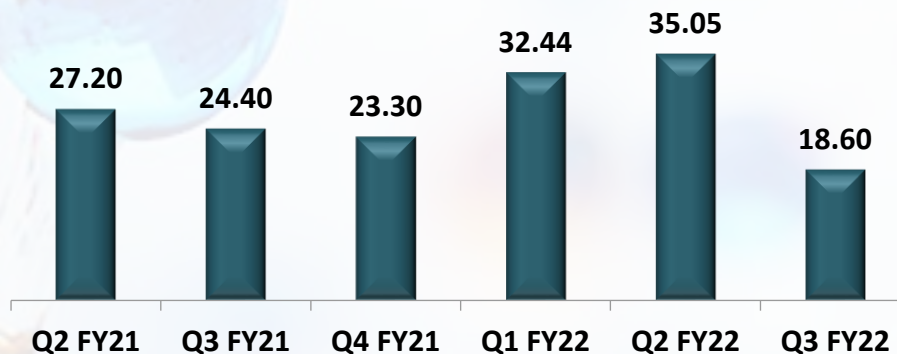
**Q3 & 9M FY22 Financial
Highlights**



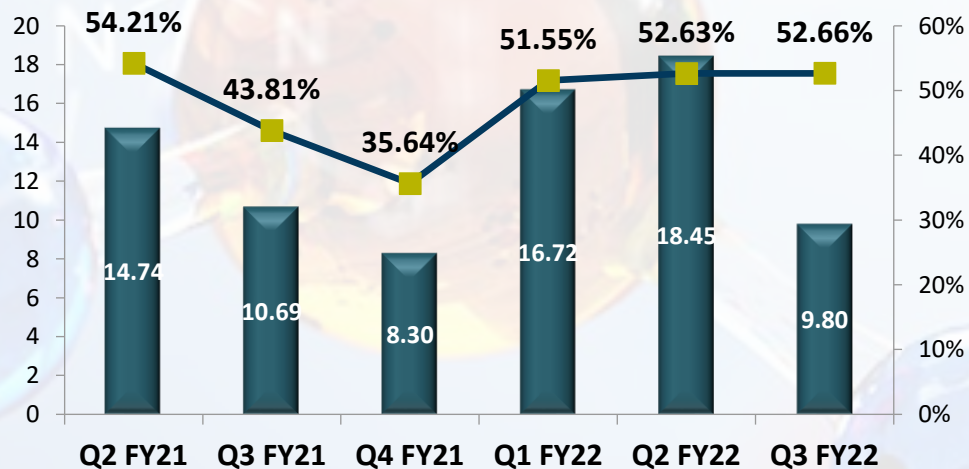
Q3 FY22 Financial Highlights



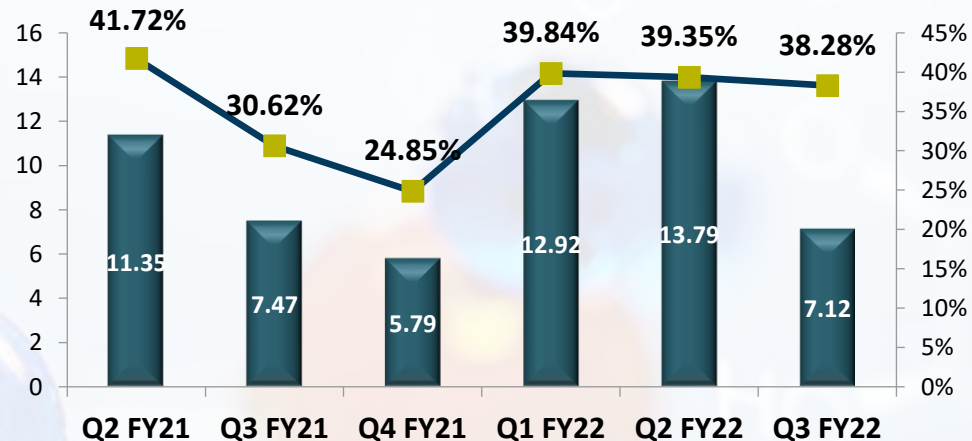
Revenue (Rs. Cr)

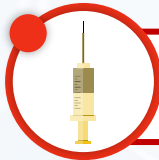


EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)

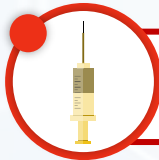




Q3 FY22 Financial Highlights



Rs. Crs	Q3 FY22	Q3 FY21	YoY%	Q2 FY22
Income from Operations	18.60	24.40		35.05
Other Operating Income	0.00	0.00		0.00
Total Income from Operations	18.60	24.40	(23.77%)	35.05
Cost of Materials Consumed	6.43	3.90		6.26
Changes In Inventory	(8.55)	0.42		0.04
Employee Cost	1.86	1.80		1.88
Other Cost	9.06	7.60		8.42
Total Expenditure	8.81	13.71		16.60
EBITDA	9.80	10.69	(8.36%)	18.45
EBITDA Margin %	52.66%	43.81%	885 bps	52.63%
Other Income	0.69	0.66		0.71
Depreciation	0.57	0.38		0.58
Interest	0.33	0.17		0.13
Profit Before Tax	9.59	10.80		18.46
Tax	2.47	3.33		4.67
Profit After Tax	7.12	7.47	(4.68%)	13.79
PAT Margin %	38.28%	30.61%	767 bps	39.35%
EPS in Rs.	4.90	5.14	(4.67%)	9.49



9M FY22 Financial Highlights

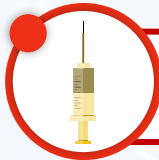


Rs. Crs	9M FY22	9M FY21	YoY%
Income from Operations	86.09	67.26	
Other Operating Income	0.00	0.00	
Total Income from Operations	86.09	67.26	27.99%
Cost of Materials Consumed	18.56	14.93	
Changes In Inventory	(8.17)	(8.80)	
Employee Cost	5.43	5.37	
Other Cost	25.31	23.74	
Total Expenditure	41.13	29.11	
EBITDA	44.97	32.03	40.40%
EBITDA Margin %	52.23%	47.61%	462 bps
Other Income	2.54	2.47	
Depreciation	1.69	1.06	
Interest	0.65	0.69	
Profit Before Tax	45.17	32.75	
Tax	11.33	8.36	
Profit After Tax	33.84	24.39	38.73%
PAT Margin %	39.30%	36.26%	304 bps
EPS in Rs.	23.29	16.79	38.71%



Annual Financial Highlights





Financial Highlights – FY21 vs FY20



6.39%

Revenue from Operations
Rs. 90.56 Crore



26.67%

EBITDA
Rs. 40.33 Crore



713 bps

EBITDA Margin
44.53%



27.48%

PAT
Rs. 30.18 Crore



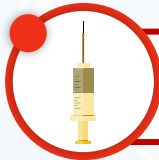
551 bps

PAT Margin
33.32%



27.42%

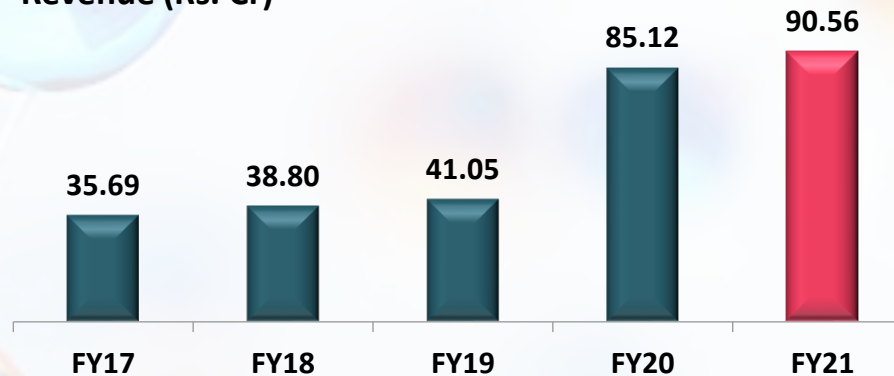
Basic EPS
Rs. 20.77 vs. Rs 16.30 FY20



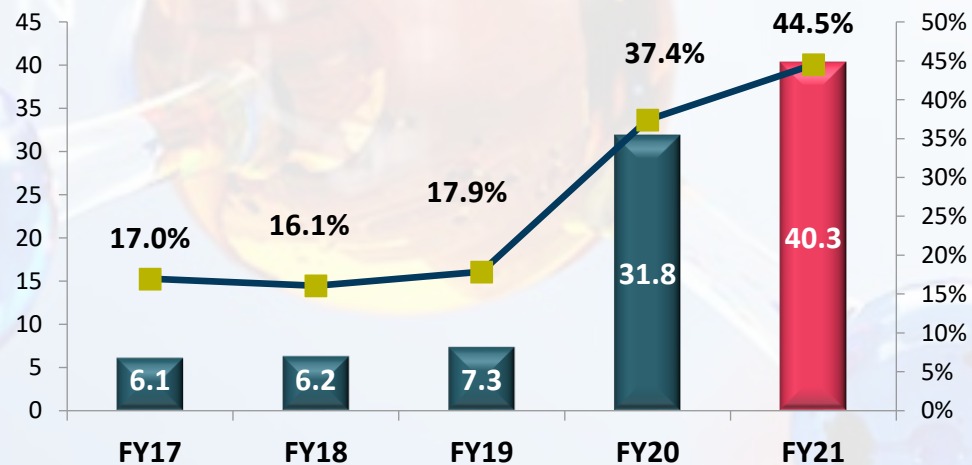
Annual Financial Highlights – FY21



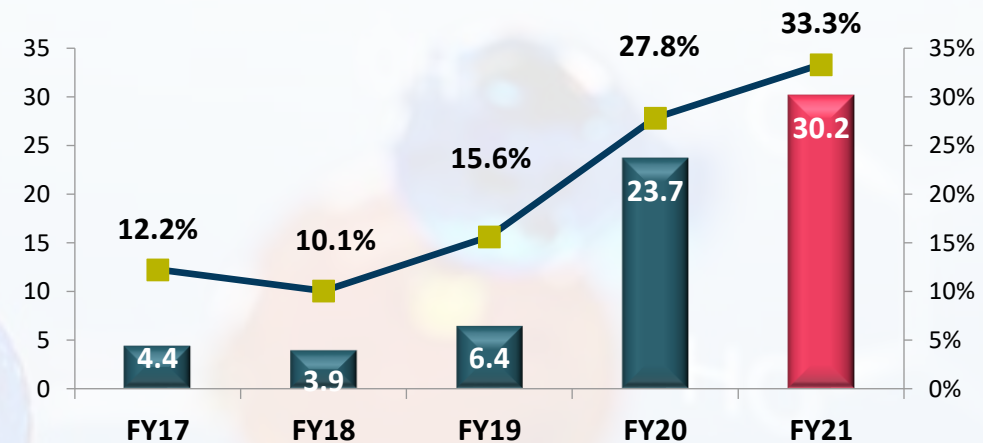
Revenue (Rs. Cr)

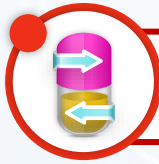


EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)

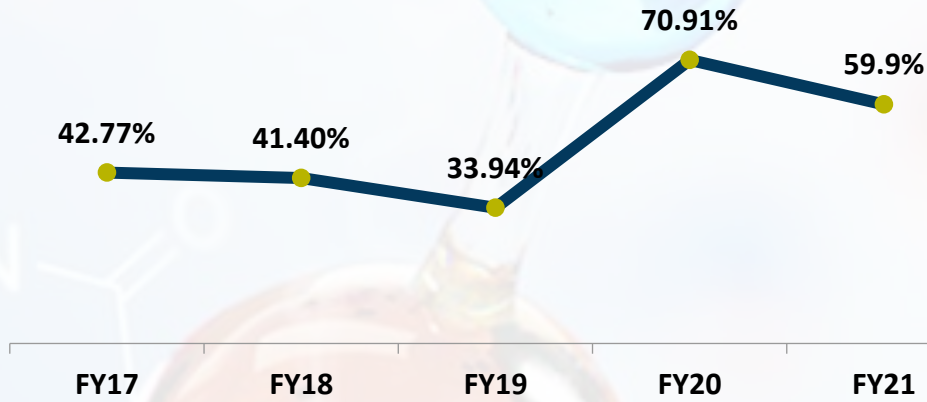




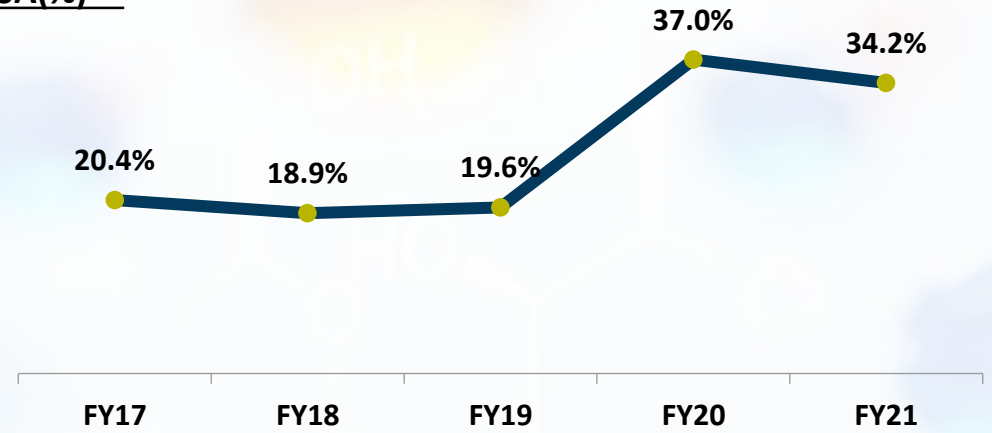
Key Ratios



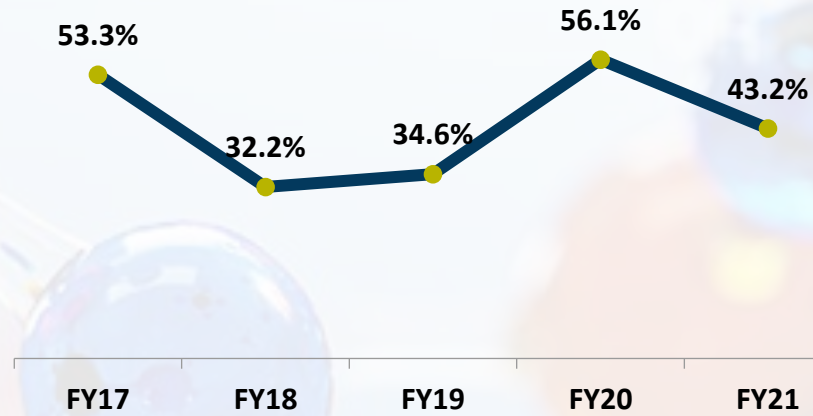
RoCE(%)*



RoA(%)**



RoE(%)***



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

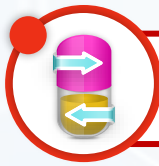


Annual Financial Highlights – FY21



Rs. Crs	FY21	FY20	YoY%
Income from Operations	90.56	85.12	
Other Operating Income	0.00	0.00	
Total Income from Operations	90.56	85.12	6.39%
Cost of Materials Consumed	15.75	15.44	
Changes In Inventory	(0.38)	(4.11)	
Employee Cost	7.11	6.43	
Other Cost	27.75	35.52	
Total Expenditure	50.23	53.28	
EBITDA	40.33	31.84	26.67%
EBITDA Margin %	44.53%	37.40%	713 bps
Other Income	3.27	1.70	
Depreciation	1.73	1.36	
Interest	0.98	0.92	
Profit Before Tax	40.88	31.26	30.79%
Tax	10.70	7.58	
Profit After Tax	30.18	23.67	27.48%
PAT Margin %	33.32%	27.81%	551 bps
EPS in Rs.	20.77	16.30	27.42%

- Growth in revenue on account of change in business model of Company from Contract Manufacturing to Buy and Sell model
- Consistent strong demand offsets adverse impact of lockdown
- Increase in product prices, in line with market trends, benefitted EBITDA margins



Balance Sheet Highlights – As on 30th September 2021



Rs. Cr.	Sept 2021	Mar 2021
Total Equity & Liabilities		
Shareholders Funds	96.65	69.95
Share Capital	7.26	7.26
R&S	89.38	62.68
Non Current Liabilities	2.34	2.49
Financial Liabilities		
Borrowings	0.00	0.00
Lease Liabilities	0.82	1.00
Provisions	0.57	0.51
Deferred Tax Liabilities (Net)	0.95	0.98
Current Liabilities	17.04	15.82
Financial Liabilities		
Short term borrowing	0.00	0.00
Lease Liabilities	0.69	0.80
Trade Payable		
Due to Micro Small & Medium Enterprises	0.04	0.01
Other Trade Payables	7.00	3.53
other financial liabilities	6.89	9.32
Provisions	0.20	0.20
Other Current Liabilities	1.53	0.75
Current Tax Liability (Net)	0.69	1.22
Total Equity & Liabilities	116.03	88.26

Rs. Cr.	Sept 2021	Mar 2021
Total Assets		
Non Current Assets	37.46	24.94
Property Plant & Equipment	17.57	16.99
Capital work in progress	4.43	2.07
Right of use Assets	1.58	1.96
Financial Assets		
Others	9.92	1.30
Other Non Current Assets	3.97	2.62
Current Assets	78.56	63.32
Inventories	6.00	6.05
Financial assets		
Investments	0.00	0.00
Trade receivables	30.65	14.71
Cash & Cash equivalents	5.00	3.97
Bank balance other than above	0.68	23.66
Short Term Loans	17.50	0.02
Other financial assets	18.57	14.61
Other Current Assets	0.15	0.29
Total Assets	116.03	88.26



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



For further information, please contact:

Company :

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Mr. Sangameshwar Iyer

Sangameshwar.iyer@themismedicare.com

www.gtbl.in

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Bridge Investor Relations Pvt. Ltd.

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Mr. Rahul Trivedi - 9833541841

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