

108/LG/SE/MAY/2023/GBSL

May 29, 2023

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 : <u>GUFICBIO</u>

Dear Sir/Madam,

Subject: Investor Presentation

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 Audited Financial Results of the Company for the quarter and financial year ended March 31, 2023.

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

Regd. Off.: 37, First Floor, Kamala Bhavan II, S. Nityanand Road. Andheri (East). Mumbai - 400 069 Corp. Office : SM House, 1st to 4th Floor, 11 Sahakar Road, Vile Parle (East), Mumbai - 400 057. Tel.: (91-22) 6726 1000 Fax : (91-22) 6726 1068 Email : info@guficbio.com, Website: www.guficbio.com Factory: National Highway No. 8, Near GEB Grid, At & PO Kabilpore, Navsari - 396 424, Gujarat, INDIA

GUFIC®

Delivering Care & Cure

Investor Presentation May 2023





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FY23 Business & Financial Highlights



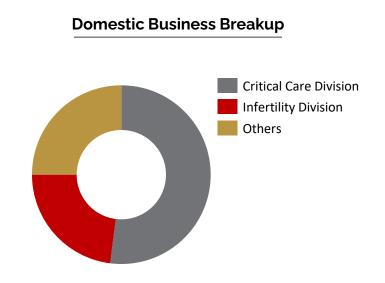


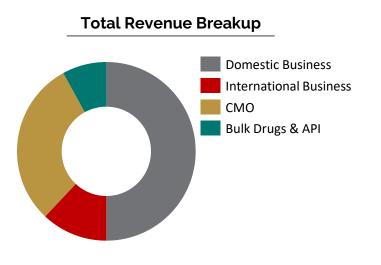
Gearing up for Indore Facility to go live

- We continue to invest in the R&D for molecules to be commercialized at Indore facility. This will
 reduce our time to market. We anticipate that the validation of the facility will be completed by
 September'23 post which we will commence commercial production
- Planned validation batches to create data and build up dossiers for the pipeline products which should help us reduce the time to market

Critical Care Division

- Retained leadership position in Anti fungals & Anti bacterials
- Completed a detailed door-to-door market mapping for molecules offered by our Sparsh division across India. We surveyed 8,357 hospitals and we have commenced supplies of medicines to few of these hospitals and will increase our penetration and coverage in the current financial year
- DCGI Approval received for manufacturing and marketing of Biapenem Dual Chamber Bag
- Launched Ceftazidime + Avibactam in Q4FY23 and have received a good response for the same in the market
- Planned launch of novel 'Once a week' anti-infective Dalbavancin for the 1st time in India in H1 FY24
- Ceftazidime + Avibactam & Dalbavancin will also be launched with select CMO partners in FY24
- Penem: All requirements of Penems in the Branded Division is now being fulfilled by our own captive capacities. Initiated the process of filing registrations in regulated markets from the new facility at Navsari
- Plan to launch the oral form of Isavuconazole. This is approved for the treatment of invasive aspergillosis which is a serious fungal infection caused by Aspergillus species









Ferticare Division

- Dydrogesterone: This product has was launched in Q2FY23. Further, to de-risk the short supply of API, Gufic has vertically integrated to manufacture its own API. We are also in the process of launching a sustained release form of Dydrogesterone in FY24.
- The divisions continues to register high double-digit growth for female infertility hormones such as Puregraf (HMG) and Puretrig (HCG). We have launched a more potent form of HMG which reduce the chances of failure of IVF cycles. This will help us solidify our position as a top 5 player in the infertility segment.
- DCGI approval received to conduct Phase III Clinical trials for Thymosin Alpha injection in Endometriosis
- Gufic has invested to develop recombinant alternatives to the urinary source of certain hormones which are critical in the treatment of
 infertility and thereby ensuring we will be independent of geopolitical as well as currency exchange risks and potential pitfalls in the next 1218 months
- Gufic continues to increase its penetration for Enoxaparin in the infertility segment

Healthcare, Stellar & Spark Division

- We initiated trial of a new product made from an Indian gum by a standardized extraction process for use in the management of asthma. We plan to launch this product in FY24
- Our brand Sallaki continues to be the market leader in Boswellia Serrata market
- We launched a new zinc based multivitamin and the same has been received well in the market. This has helped improve the portfolio in the mass market division
- Plan to launch a novel analgesic : Polmacoxib a first in class NSAID for relief of signs and symptoms of osteo arthritis. This is one-of-its-kind drug which will significantly improve the well being of the patient





Aestherderm Division

- Successfully completed a split face trial between Stunnox and Botox. Stunnox continues to increase penetration in the market and Gufic is now 2nd largest player for Botulinum Toxin.
- Initiated the process of registration for a range of fillers to complement and augment the basket of products in this category.
- Started the training center for new therapies with combination of machines and use of fillers and Botulinum Toxin for face and body contouring

Arisia, The Center of Excellence in Mumbai

- Most advanced aesthetic clinic and training center designed to raise the standards of aesthetic clinics with excellence in services
- Through the center of excellence, we aim to offer comprehensive quality aesthetic services under one roof through patient centric care ensuring patient safety, privacy and dignity
- The multiple spacious treatment rooms are equipped with cutting edge FDA approved technologies to provide the best non surgical cosmetic care
- Moreover, the knowledge repository of the centre will be made open and available to all the members of the medical fraternity across fields, specializations and philosophies to leverage our findings, thus making available the magnificent and marvelous capabilities of botulinum toxin to the society at large
- The 20+ aesthetic procedure combinations will offer skin and body transformation through FDA approved technologies





International Business

- Have seen growth of ~25% through International Business. 190+ Products are now registered across regulated and semi-regulated markets
- Another 150+ products are in pipeline for registration in over 40 countries
- Cleared the ANVIZA-Brazil audit successfully without any observation
- Received 4 new international approvals in Q4FY23. 2 from Columbia, 1 from Uganda and 1 from Ecuador
- Multiple products in pipeline for registration across regulated markets
- For Europe and LATAM, strategy is in place to register existing developed formulations in countries in which we have presence and enter new countries based on market gaps and opportunities

To augment Gufic's global strategic alliances, we participated in CPhI 2022 held at Frankfurt, Germany







Update on Research & Development and Innovation

- The API Research Development at Navsari has made noteworthy progress in development of molecules in therapeutic categories such as Antifungal, Anticoagulant, Tetracycline Antibiotics, Progestin, Beta 3 adrenegic agonists, Antidiabetic, Cyclopeptides Hormones. These development projects are all progressing in line with the plan
- Break-through in the development of novel topical formulation of Botulinum Toxin for the first time in the world
- A wide range of products being developed in the new drug delivery system of Dual Chamber Syringes which will ensure ease of reconstitution, accurate dosing and maintain sterility from plant to patient
- Commenced R&D into peptides to align with the larger goal of manufacturing critical APIs inhouse

Selvax Update

- The Selvax immunotherapy demonstrated promising results (100% long-term cures alongside induction of protective immunity) in the two pancreatic cancer models tested in the pre-clinical stage. These results align with the other different mouse tumour models tested
- Moreover, it has consistently outperformed FDA approved checkpoint inhibitors which have become first line therapies for some cancers, including melanoma. These results indicate that the Selvax immunotherapeutic approach could offer a viable alternative to existing therapies for the treatment of pancreatic cancer
- Current treatment options for pancreatic cancer include surgery, chemotherapy, radiotherapy, and ablation. These options are rarely effective, and in most cases are used to manage symptoms rather than eradicate disease, highlighting a dire need for new treatments that are effective at combating a cancer that is currently incurable





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





Particulars (in Rs. Crore)	FY23	FY22*	Q4 FY23	Q4 FY22*
Total Revenue	690.6	779.2	173.0	162.2
EBITDA	137.2	151.1	32.8	32.7
EBITDA Margin %	19.9%	19.4%	18.9%	20.2%
Profit before Tax	106.7	126.8	23.9	26.2
PBT Margins %	15.5%	16.3%	13.8%	16.1%
Тах	27.0	31.0	5.8	5.9
Profit After Tax	79.7	95.8	18.1	20.3
PAT Margin %	11.5%	12.3%	10.5%	12.5%

* Sales were higher in Q4 & FY22 due to an increased CoVID-19 product portfolio

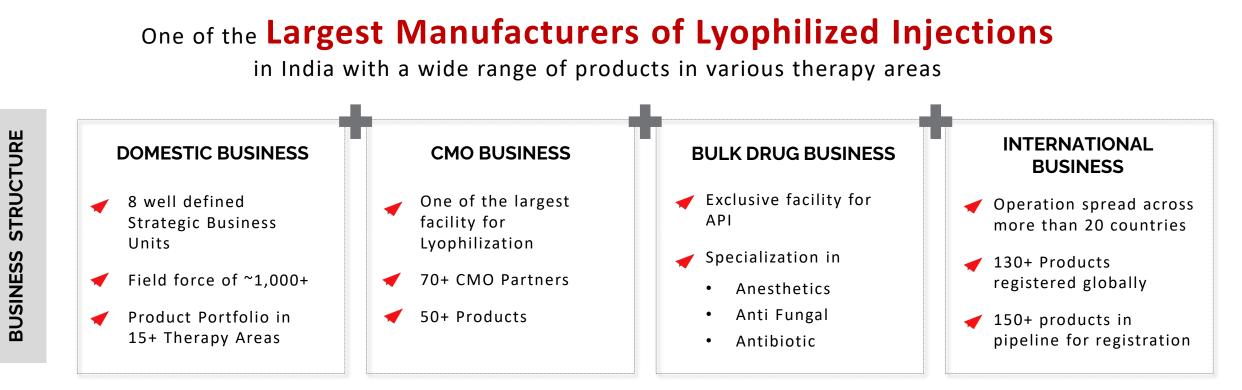


Company Overview





Research based Pharmaceutical Company recognized for its innovative, high quality Pharmaceuticals Nutraceuticals, Natural Herbal products



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





Lyophilized/Powder Injectables Facility

Capability to cater to regulated markets such as US & EU

Capacities

- ✓ Lyophilized 36 mn vials p.a.
 - ✓ PFS 15mn PFS p.a.
- Liquid Injections 60mn 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 24 mn IV bags
 - ✓ Dry Powder Inj 30 mn Vials

UPDATE ON CAPEX

<u>Indore</u>

Civil Construction and Site Development work is progressing as per schedule and is near completion

All equipment have been selected and orders have been placed and we expect it to reach us by September

Expected commercialization by Q2 FY24

Penem Block at Navsari

Strategic decision to move the penem block to Navsari to reduce the time to market turned out well

Civil work complete, Equipment received and Installation complete

Commercialization has begun as announced earlier

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







Products 100+

sкu'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

✓ Field Force: >300

 Therapy Areas: Antibacterial, Antifungal, Pain Management, Blood products, GI Immuno modulator

NATURAL AND

NUTRACEUTICAL PRODUCTS

Therapy Areas: Bone Health, Pain

Stress, Nutraceuticals, Wound

care, Respiratory, Gynaec

Management, Immunity, Gastro,

FertiCore

INFERTILITY

- ✓ Field Force: >150
- Therapy Areas: Hormones, Recombinant Products, Infertility Supplements

ORTHO – GYNAEC PRODUCTS



- ✓ Field Force: >60
- Therapy Areas: Bone Health, Pain Management, Fractures, Arthritis, Pregnancy, Post Menopausal

MASS SPECIALITY



- ✓ Field Force: >180
- Therapy Areas: Anti Infectives, Gastro, Gynaecology, Respiratory, Nutraceuticals, Dermaology

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









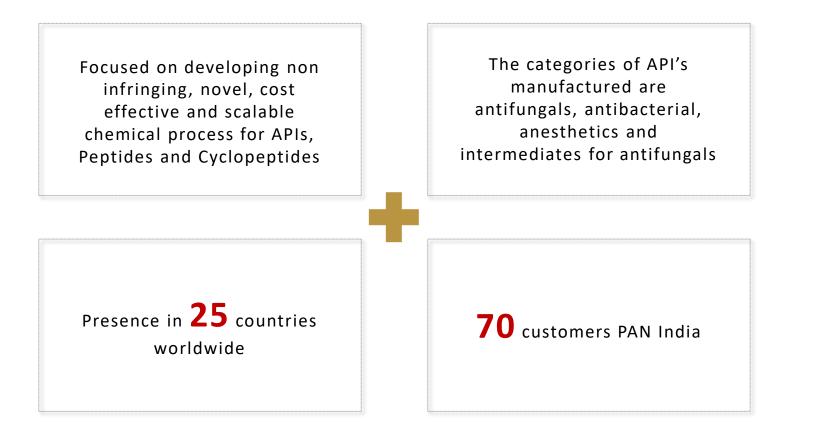


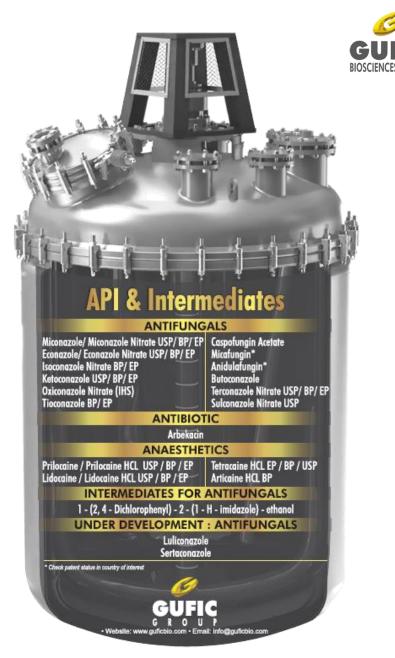


CANADA | COSTA RICA | PANAMA | COLUMBIA | CHILE | LATVIA | LITHUANIA | BELARUS | GERMANY | AUSTRIA | PORTUGAL | MOROCCO ALGERIA | DOMINICAN REPUBLIC | VENEZUELA | SUDAN | ETHIOPIA | ECUADOR | PERU | PARAGUAY | NIGERIA | SOUTH AFRICA | EGYPT ZIMBABWE | UGANDA | YEMEN | SRI LANKA | MYANMAR | PHILIPPINES | THAILAND | CAMBODIA | VIETNAM | MALAYSIA | UKRAINE JORDAN | SYRIA | GEORGIA | UZBEKISTAN | KAZAKHSTAN | NEPAL | RUSSIA | AUSTRALIA



Special Facility dedicated to API











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





IT Infrastructure

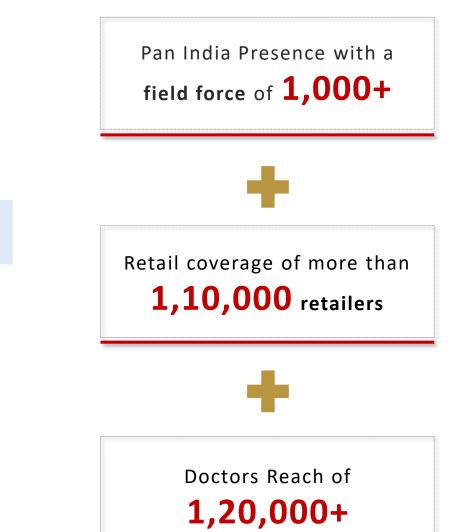
Integrated IT Systems with Sales and Distribution Infrastructure



SAP S4 HANA (being Implemented) across all Departments



Tablets, Sales Force Automation and Effectiveness tools in place









- 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

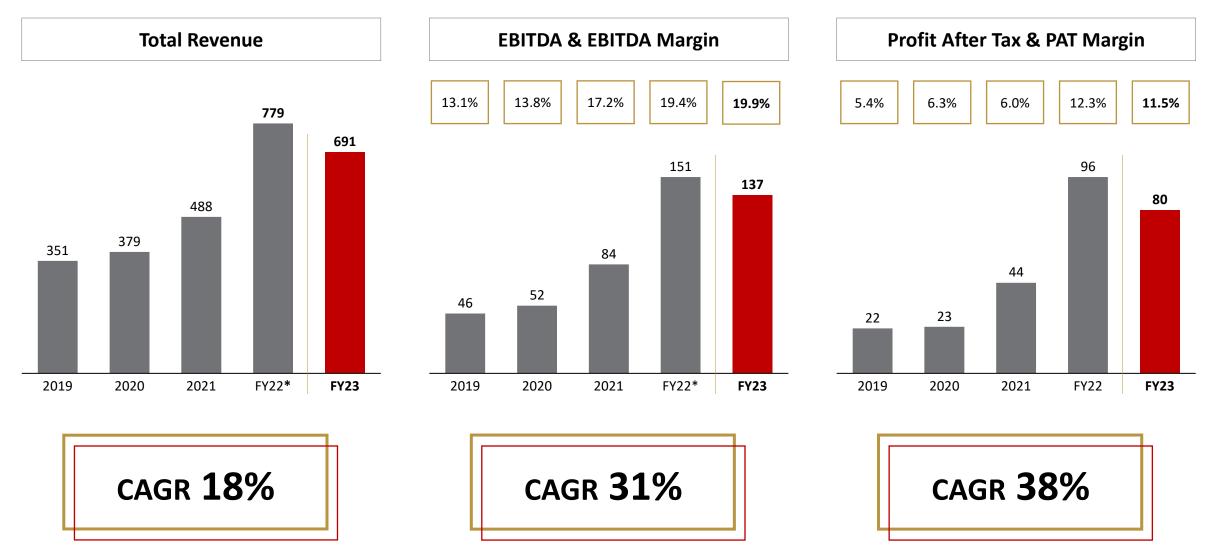
Pharmacovigilance Team



Historical Financials







In Rs. Crs. * Sales were higher in FY22 due to an increased CoVID-19 product portfolio





Particulars (Rs. Crs.)	FY23	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	690.6	779.2	487.7	378.8	350.8	305.6
EBITDA	137.2	151.1	83.9	52.1	46.0	38.8
EBITDA Margin %	19.9%	19.4%	17.2%	13.8%	13.1%	12.7%
Profit before Tax	106.7	126.8	57.7	30.1	35.3	30.0
PBT Margin %	15.5%	16.3%	11.8%	7.9%	10.1%	9.8%
Тах	27.0	31.0	13.5	7.4	13.4	13.5
Profit After Tax	79.7	95.8	44.2	22.7	21.9	16.5
PAT Margin %	11.5%	12.3%	9.1%	6.0%	6.3%	5.4%

Historical Balance Sheet (Equity & Liabilities)



EQUITY & LIABILITIES (Rs. Crs.)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Equity Share Capital	9.7	9.7	9.7	9.7	7.8
Other Equity	338.1	259.4	163.7	119.6	67.6
Total Equity	347.8	269.1	173.4	129.3	75.3
Non-Current Liabilities					
Financial Liabilities					
i. Borrowings	190.7	48.0	35.4	19.5	11.3
ii. Other Financial Liabilities	5.0	5.0	5.0	4.7	4.7
iii. Lease Liability	16.2	0.3	2.8	6.2	0.0
Provisions	13.3	12.4	10.2	7.9	1.9
Deferred Tax Liabilities (net)	0.0	0.2	1.5	0.0	0.0
Total Non-Current Liabilities	225.1	65.9	55.0	38.4	17.8
Financial Liabilities					
i. Borrowings	120.7	13.3	16.3	93.1	84.7
ii. Trade Payables					
Total outstanding dues of micro enterprises and small enterprises	9.8	7.0	3.9	0.0	0.0
Total outstanding dues of other than micro enterprises & small enterprises	120.5	134.0	109.2	117.1	77.8
iii. Other Financial Liabilities	10.8	11.4	15.3	10.8	11.1
iv. Lease Liability	6.6	2.8	3.4	3.4	0.0
Provisions	4.2	4.9	4.6	6.6	3.4
Other current Liabilities	12.5	12.4	9.5	8.7	5.2
Current Tax Liabilities (net)	3.1	0.7	1.6	0.0	4.2
Total Current Liabilities	288.2	186.4	163.7	239.8	186.3
TOTAL EQUITY & LIABILITIES	861.2	521.4	392.1	407.5	279.5





ASSETS (Rs. Crs.)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Non-Current Assets					
Property, plant and equipment	126.8	105.5	93.8	72.7	24.1
Intangible assets	0.7	0.6	0.4	0.6	0.4
Capital work-in-progress	169.6	40.9	13.4	30.6	9.6
Right of use assets	32.1	9.1	5.8	9.3	0.0
Financial Assets					
i. Investments	0.8	0.0	0.0	0.0	0.0
ii. Loans	0.3	0.2	0.3	10.3	7.8
iii. Other financial assets	8.1	9.1	11.3	0.0	0.0
Deferred tax assets (net)	1.0	0.0	0.0	0.6	0.7
Other non-current assets	57.7	35.3	6.5	10.1	4.4
Total Non Current Assets	397.1	200.6	131.5	134.2	47.0
Current Assets					
Inventories	183.5	115.6	94.4	122.5	94.3
Financial Assets					
i. Trade Receivables	205.5	151.6	124.5	107.0	103.2
ii. Cash and cash equivalent	28.6	11.6	6.2	4.3	3.7
iii. Bank balances	18.1	15.0	7.0	12.1	3.9
iv. Loans	0.2	0.4	0.3	0.3	0.0
Other current assets	28.3	26.7	28.2	27.2	27.4
Total Current Assets	464.1	320.8	260.6	273.3	232.5
TOTAL ASSETS	861.2	521.4	392.1	407.5	279.5





Cash Flow Statement (Rs. Crs.)	FY23	FY22	FY21	FY20	FY19
Net Profit Before Tax	106.7	126.9	44.2	22.7	21.9
Adjustments for: Non - Cash Items / Other Investment or Financial Items	29.6	23.2	44.3	32.1	26.8
Operating profit before working capital changes	136.4	150.0	88.5	54.8	48.7
Changes in working capital	-135.3	-10.7	10.0	2.5	-33.5
Cash generated from Operations	1.1	139.3	98.5	57.2	15.2
Direct taxes paid (net of refund)	-27.7	-33.1	-9.4	-10.1	-10.0
Net Cash from Operating Activities	-26.6	106.2	89.1	47.1	5.2
Net Cash from Investing Activities	-190.7	-94.6	-8.5	-42.5	-13.0
Net Cash from Financing Activities	234.3	-6.2	-78.6	-4.2	7.7
Net Decrease in Cash and Cash equivalents	17.0	5.4	1.9	0.4	-0.1
Add: Cash & Cash equivalents at the beginning of the period	11.6	6.2	4.3	3.9	3.7
Cash & Cash equivalents at the end of the period	28.6	11.6	6.2	4.3	3.7



THANK YOU

Company: Gufic Biosciences Limited CIN: L24100MH1984PLC033519

Mr. Avik Das – Investor Relations

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