



GUJARAT TERCE LABORATORIES LIMITED

May 30, 2022

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 and Year ended on March 31, 2022

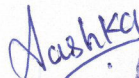

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for the quarter and year ended on March 31, 2022.

Kindly take the same on your records.

Thanking you,

Yours faithfully,

For Gujarat Terce Laboratories Limited


Ashka Solanki


Company Secretary & Compliance Officer

Encl: As attached



INVESTOR PRESENTATION

Q4 FY22 and FY22

Disclaimer

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

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.

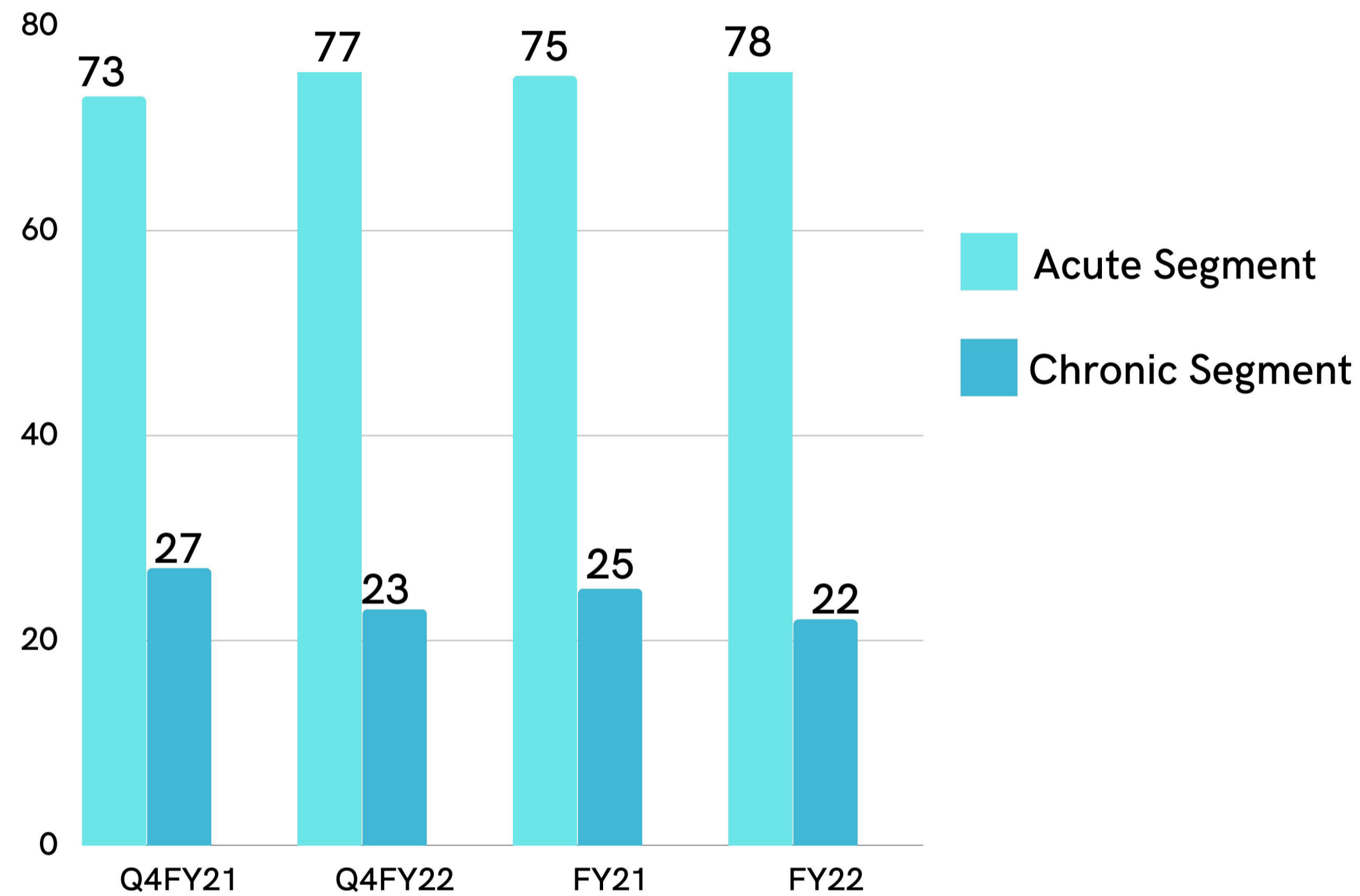
Terce substantially invests in formulation & development and research to identify gaps in therapeutics areas and addresses the healthcare needs of patients.

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

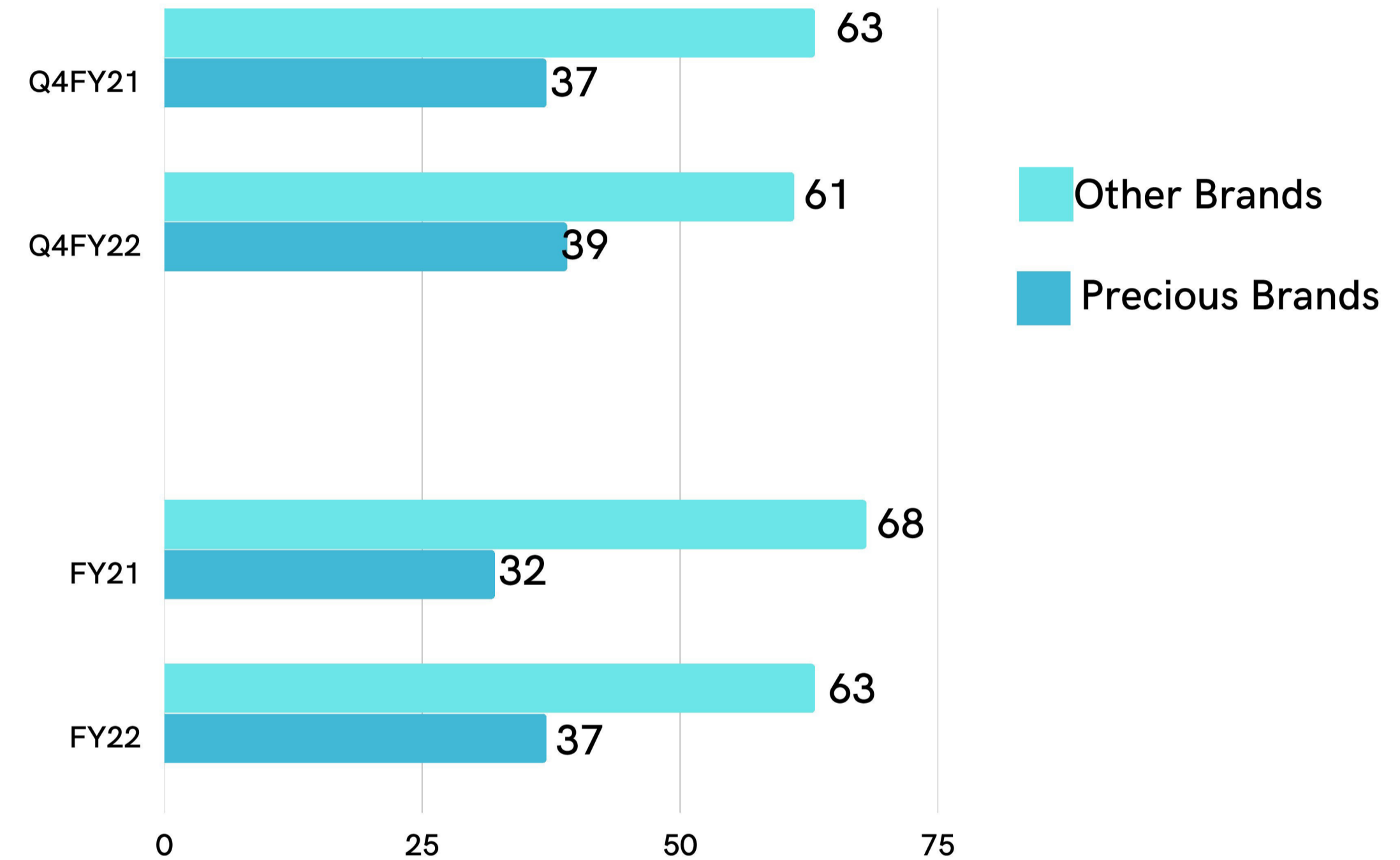
For more information please visit : www.gujaratterce.in

Business Highlights

Figures= % of total sales



Figures= % of total sales



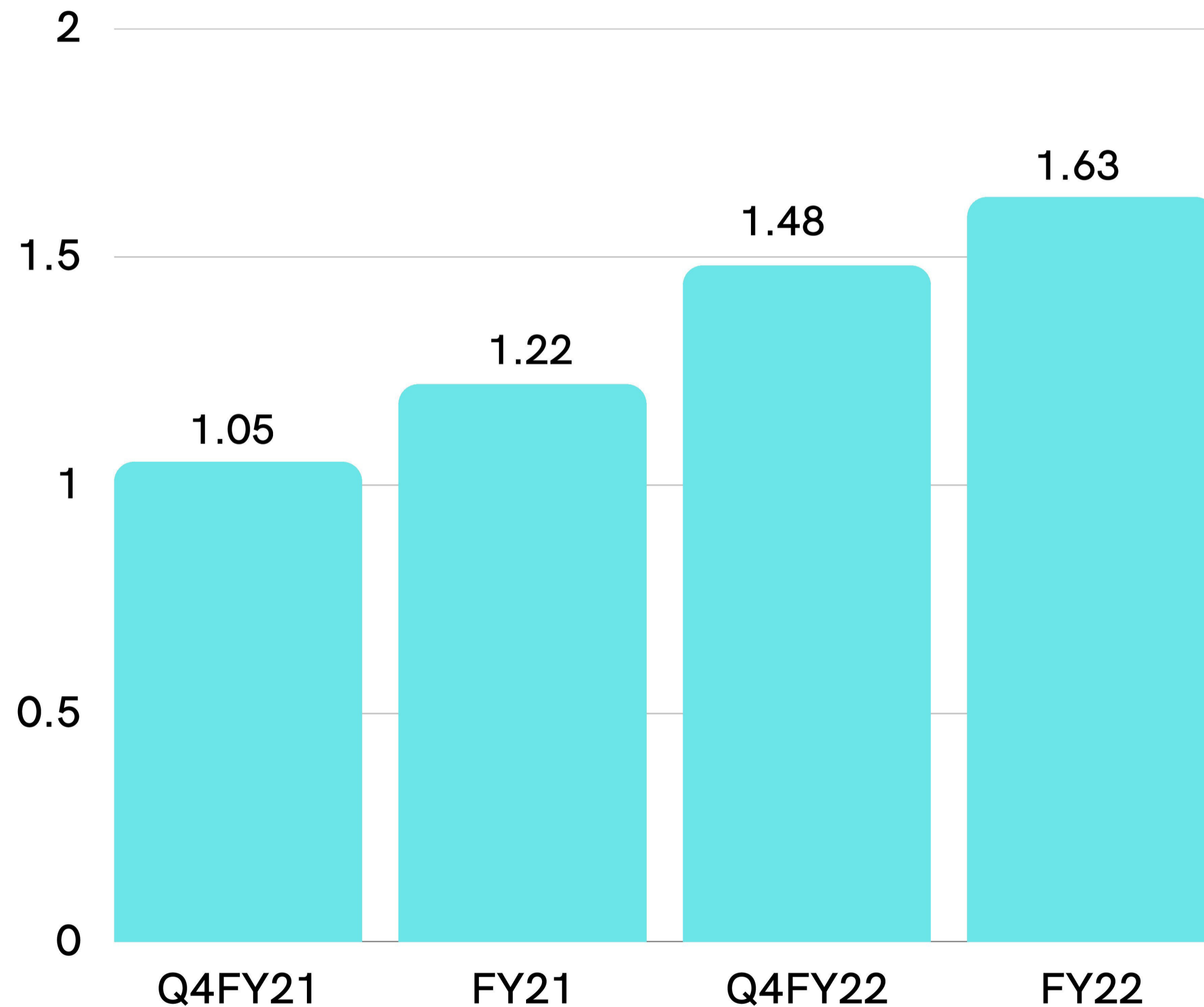
As per AICOD FY22 data:

- Acute Portfolio of IPM grew by 19.8% and Gujarat Terce grew by 58.4%
- Chronic Portfolio of IPM grew by 10.24% and Gujarat Terce grew by 33.02%

Our focus on growth of precious brands portfolio has:

- The portfolio of precious brands have grown by 77% in FY22
- Our 1 crore+ brand portfolio has grown to 9 brands in FY 22.

Business Highlights- PCPM (Per Capita Per Month)

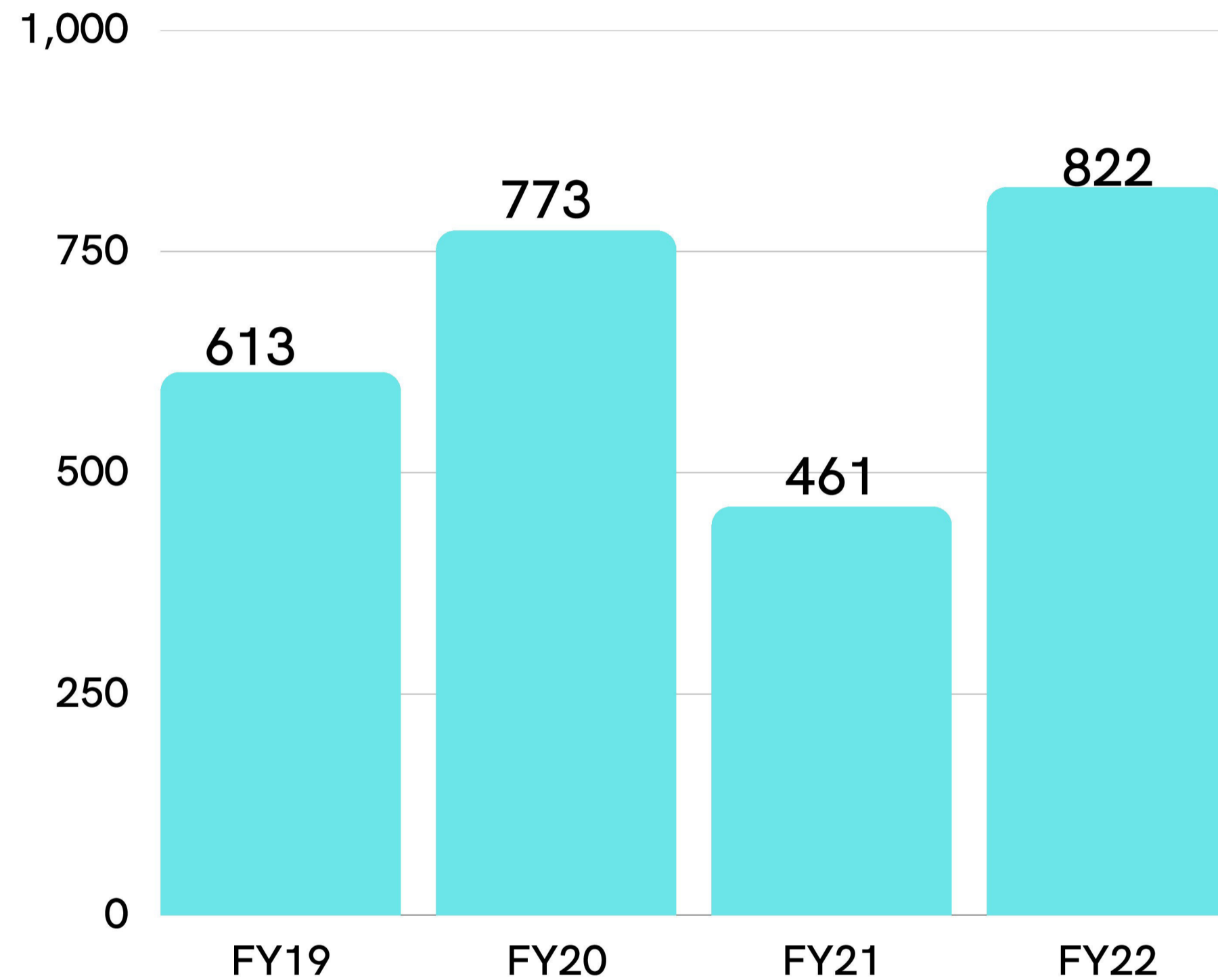


Per Capita per month Sales in lacs

- In FY 22 we registered an increase of 33.6 % in productivity across all geographies YoY.
- We also expanded in newer geographies in Q4 FY 22. As we grow, we will be adding newer geographies in India towards our vision of Pan India operations by FY 25.

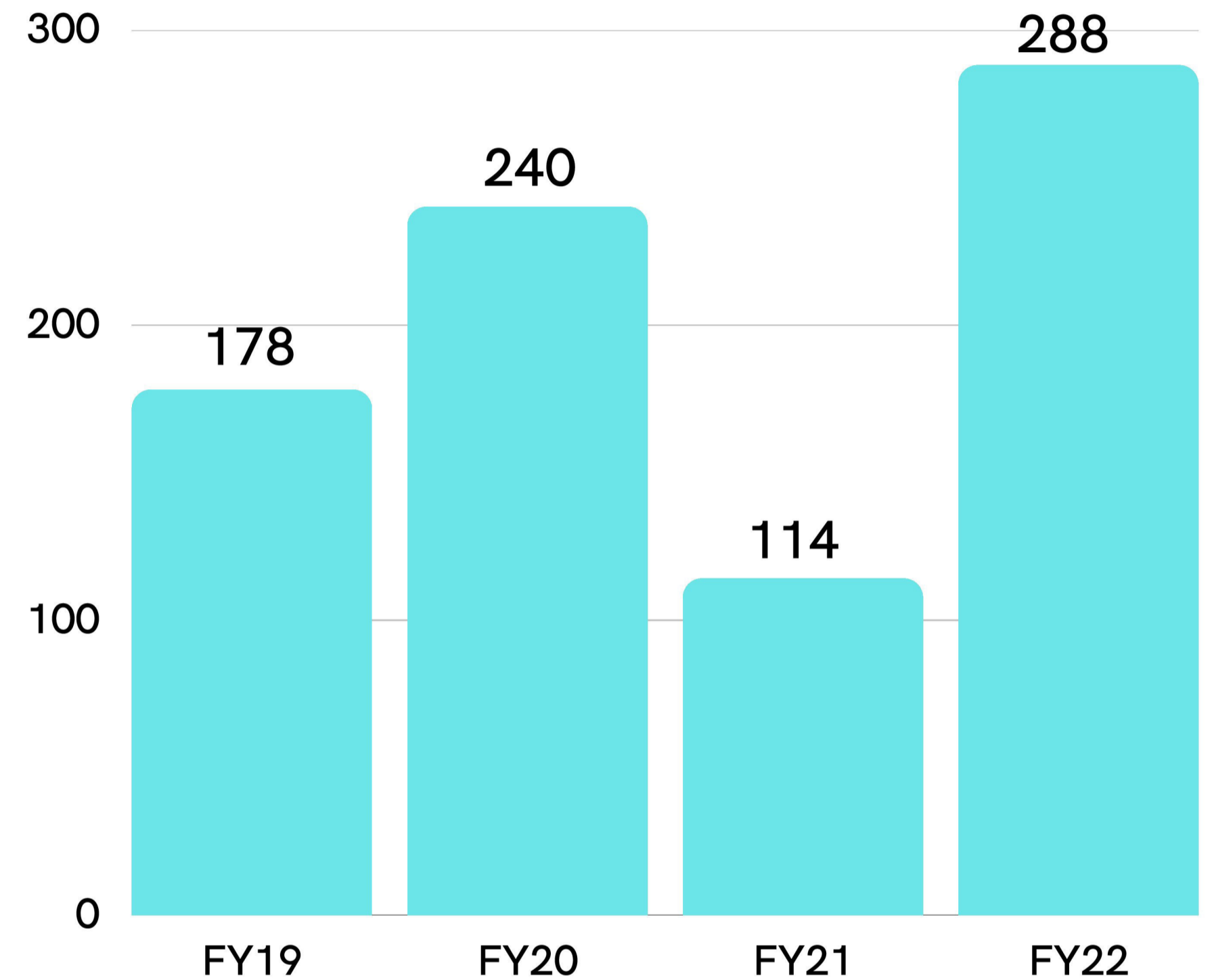
Business Highlights- Sales of Top Four Brands

Figures in lacs



Acolate

Therapeutic Segment- Anticold
Type- Acute

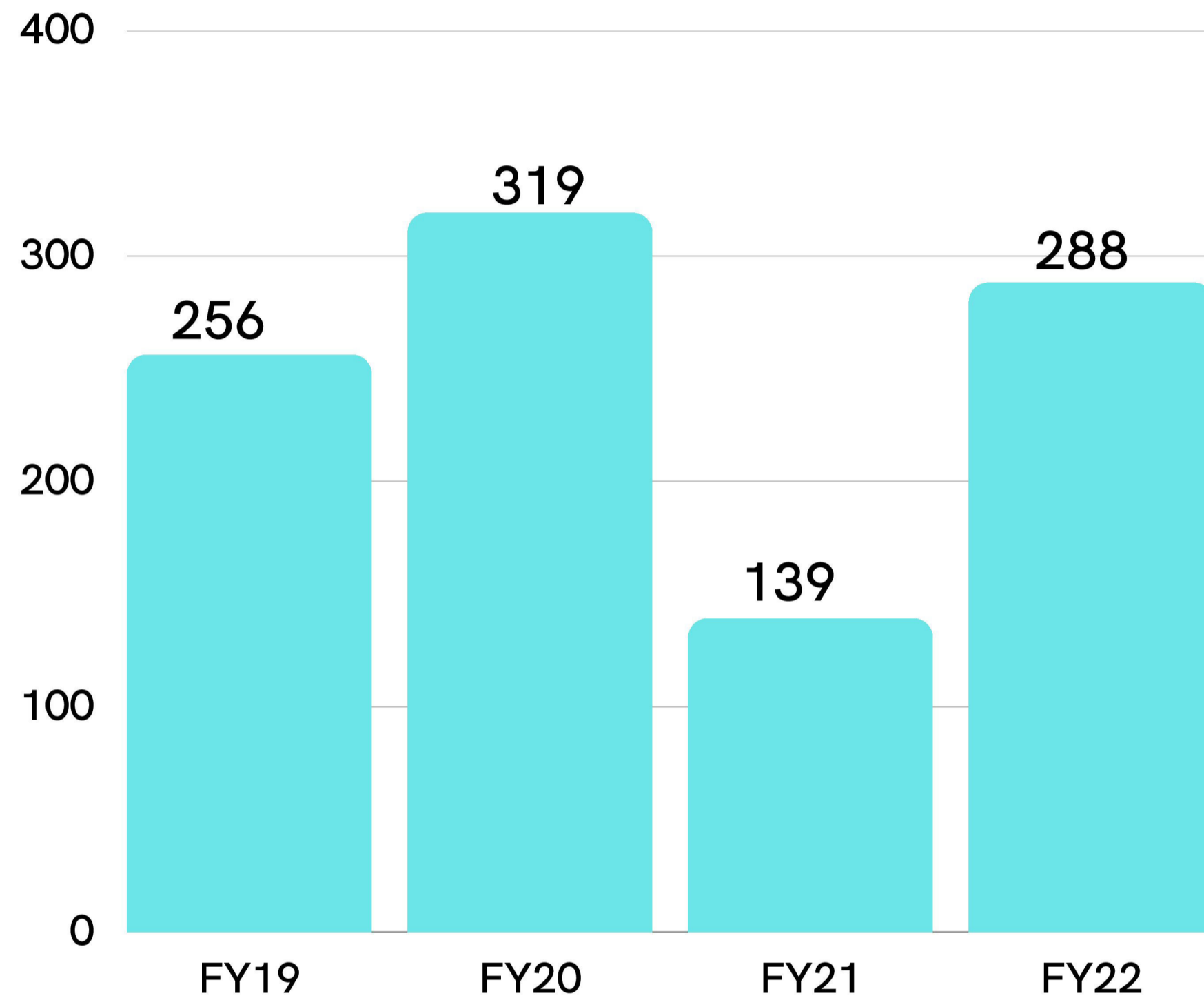


Tynol

Therapeutic Segment- Pain Management
Type- Acute

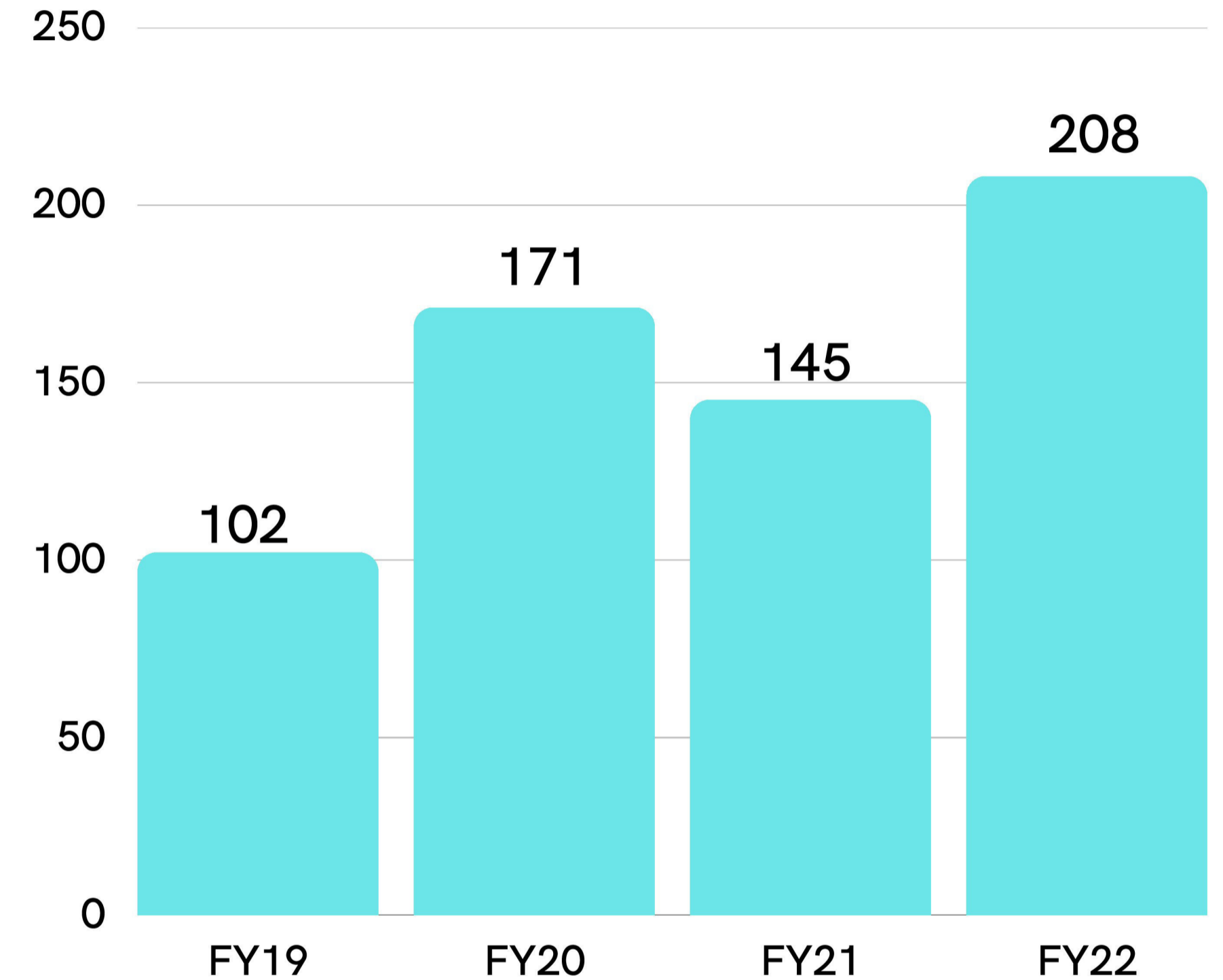
Business Highlights- Sales of Top Four Brands

Figures in lacs



Codimol

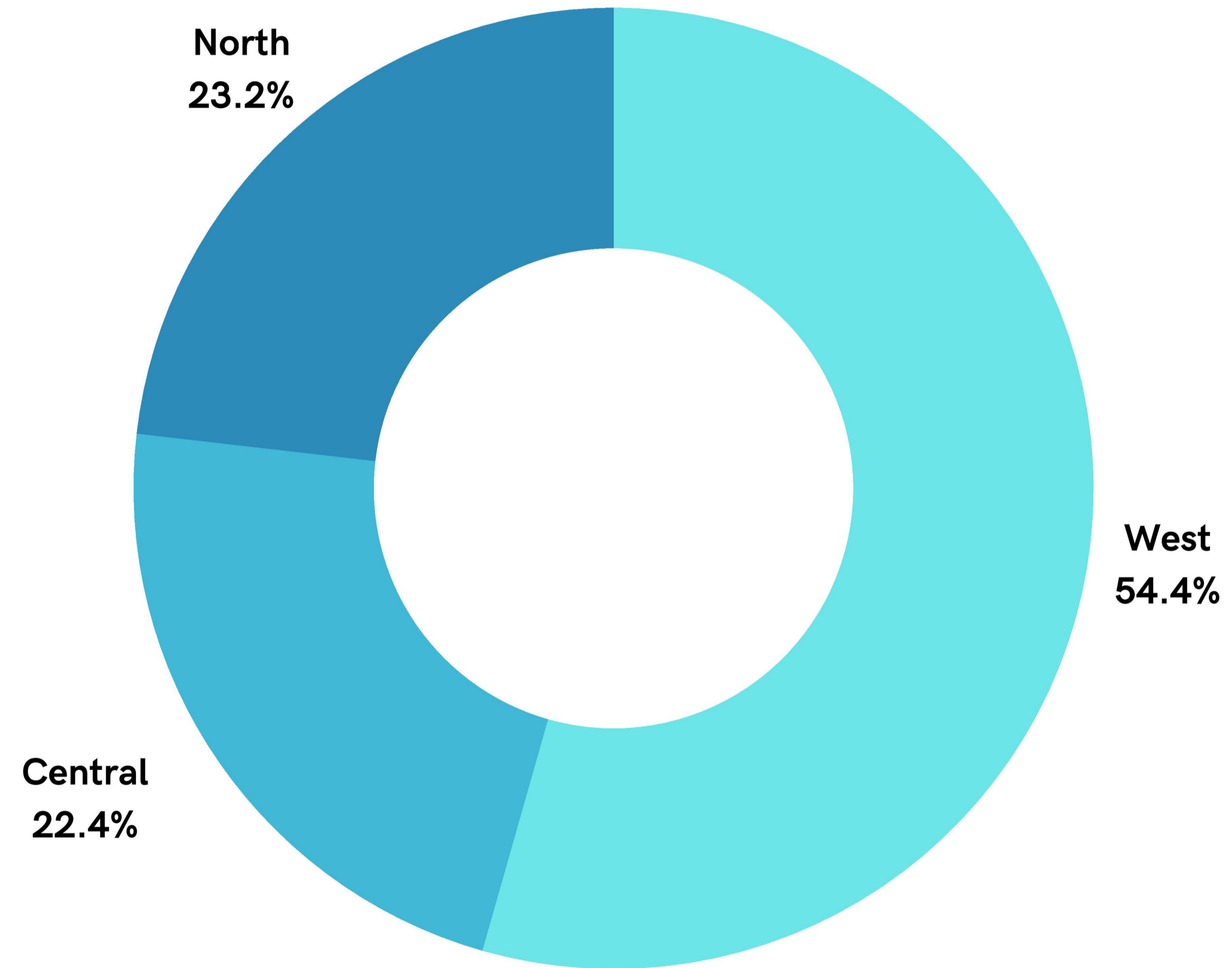
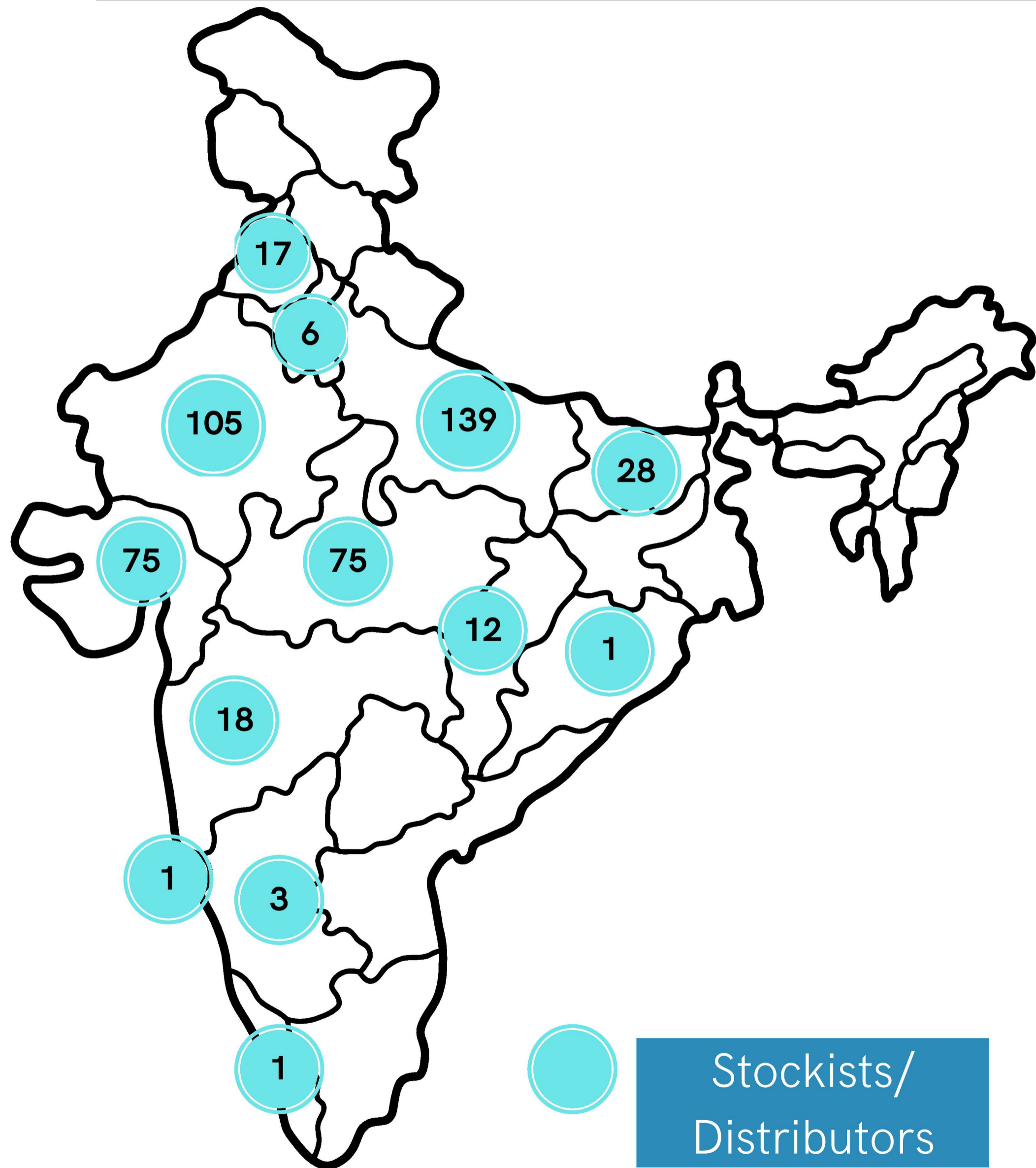
Therapeutic Segment- Antibiotic
Type- Acute



Vitfol

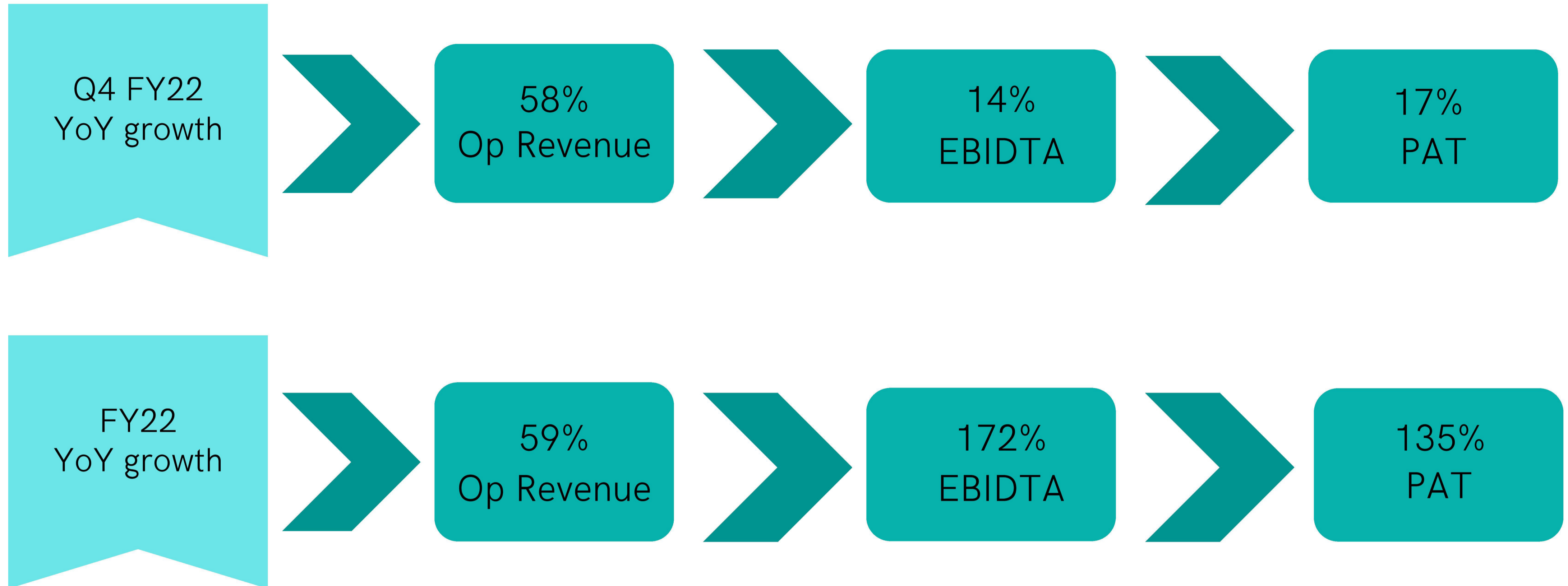
Therapeutic Segment- Vitamins (Nutraceuticals)
Type- Chronic

Distribution Network & Region Wise Sales



Region-wise sales distribution(FY22)

Financial Highlights- Q4 FY 22 and FY 22



- As per AICOD data, the YoY growth of IPM (Indian Pharmaceutical Market) is 14.6%. Gujarat Terce has out grown IPM and has grown by 59% in FY22.
- As per IQVIA India MAT January'22 ranking's, Gujarat Terce has moved 13 places and is ranked 196 in Indian Pharmaceutical Market
- Cash Profit registered by business has increased by 149 % YoY.

Q4 FY 22 and FY 22- INCOME STATEMENT

Particulars	(Figures in lacs)					
	Q4 2021-22	Q4 2020-21	Y-O-Y Q4 vs. Q4 % Change	12 month ended 31-03-2022	12 month ended 31-03-2021	Y-O-Y 12 month % Change (21-22 vs 20-21)
Revenue from Operations	932.45	591.51	58%	4,013.37	2517.79	59%
EBDITA	-159.72	-185.93	14%	142.34	-196.6	172%
EBDITA(% of Net Sales)	-17.13%	-31.43%		3.55%	-7.81%	
PBT	-185.95	-199.98	7%	74.66	-253.16	129%
PBT(% of Net Sales)	-19.94%	-33.81%		1.86%	-10.05%	
PAT (Before OCI)	-165.88	-198.84	17%	87.23	-252.02	135%
PAT(% of Net Sales)	-17.79%	-33.62%		2.17%	-10.01%	
Cash Profit	-154.27	-194.95	21%	114.82	-234.39	149%
Cash Profit (% of Net Sales)	-16.54%	-32.96%		2.86%	-9.31%	
Basic/Diluted EPS (In Rs.)	-2.24	-2.68	17%	1.18	-3.40	135%

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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Email : cs@gujaratterce.com



**GUJARAT TERCE
LABORATORIES LIMITED**