



GUJARAT TERCE LABORATORIES LIMITED

January 24, 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 ended on December 31, 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 December 31, 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

Q3- FY22

Disclaimer

This presentation is for informational purposes only and does not constitute an offer or a solicitation to sell or a solicitation to submit an offer to purchase or subscribe for shares or securities of Gujarat Terce Laboratories Limited 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, 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.

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

CEO's Message

Dear Shareholders,

Gujarat Terce has delivered another quarter of positive performance.

Gujarat Terce has seen strong revenue growth of 60% YoY and a PAT growth of 576 % YoY on 9 months basis.

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

As PEOPLE play a central role in the Industry, talent hiring, retaining, equitable growth & investment in sustained growth of team and company is a foremost priority for the management.

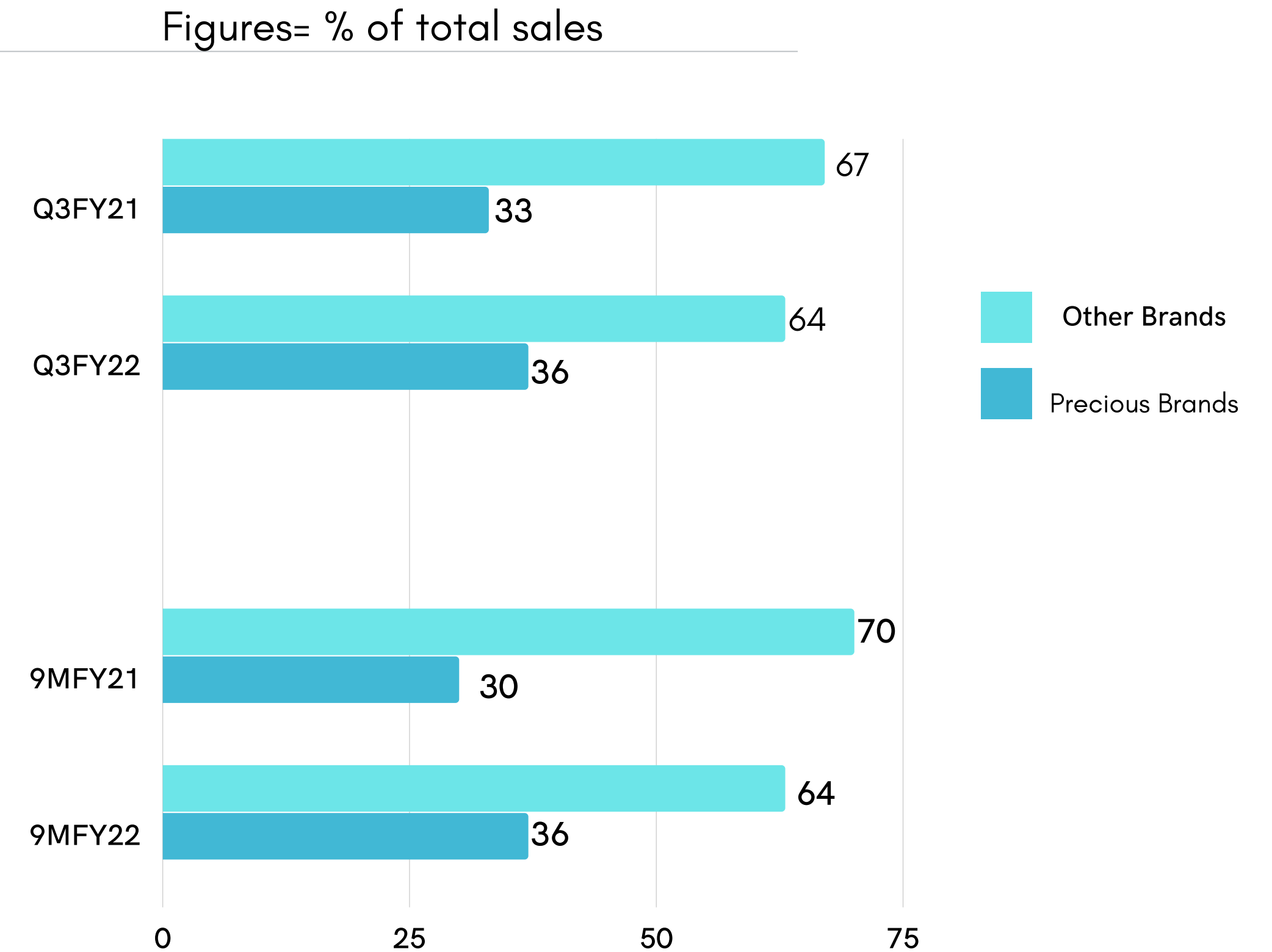
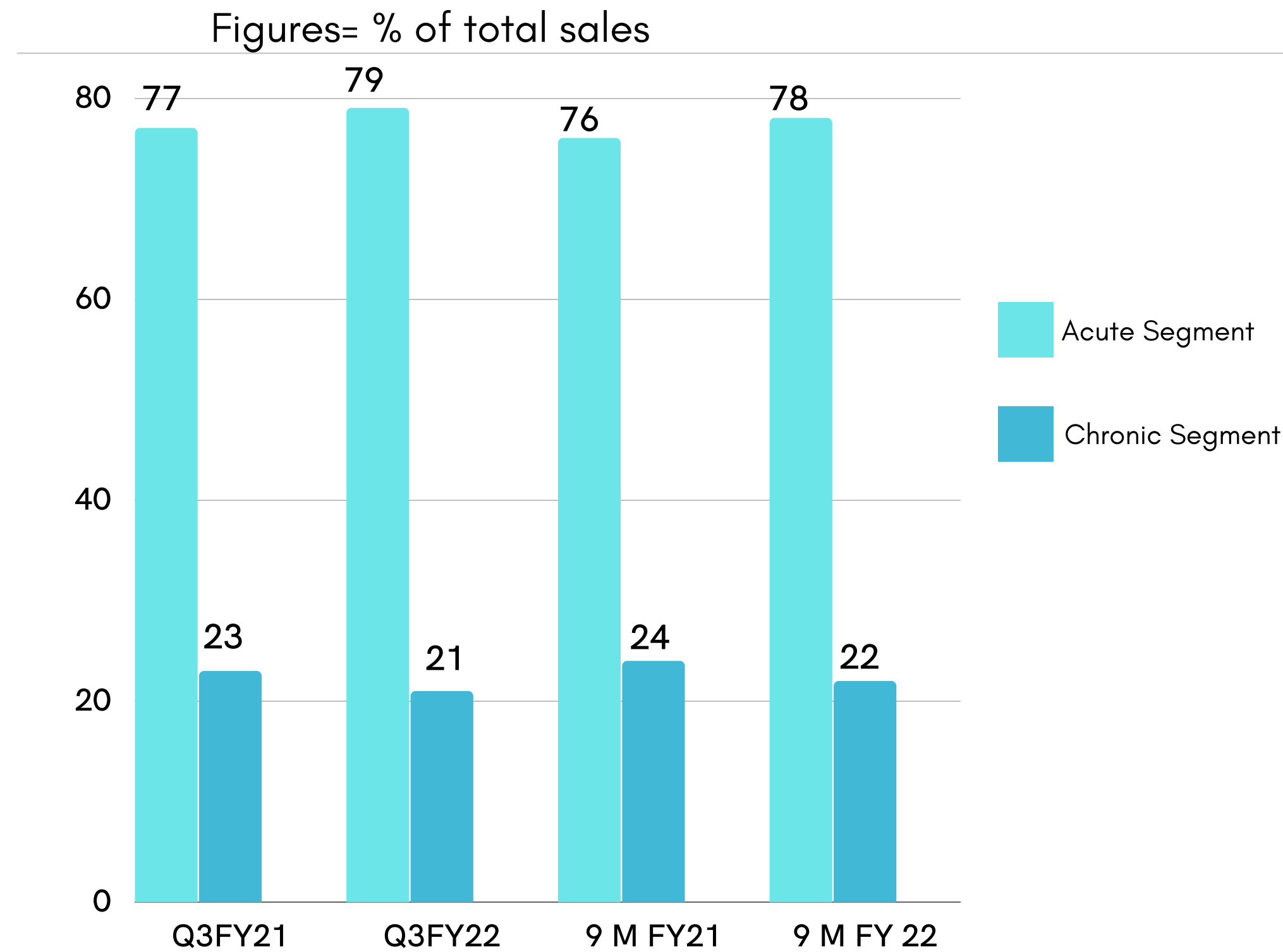
I would also like to take this opportunity to thank my TEAM, which has shown great resilience in recovery after debacle of FY 21.

In alignment with our long-term vision, our key focus is divided into, Increasing productivity across current operations; Launching newer geographies; Increasing capacity utilization of current formulation unit; Growing of new chronic portfolio brands to mitigate cyclicality of revenue. This initiative will drive future growth and profitability.

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

Aalap Prajapati
Managing Director & CEO

Business Highlights



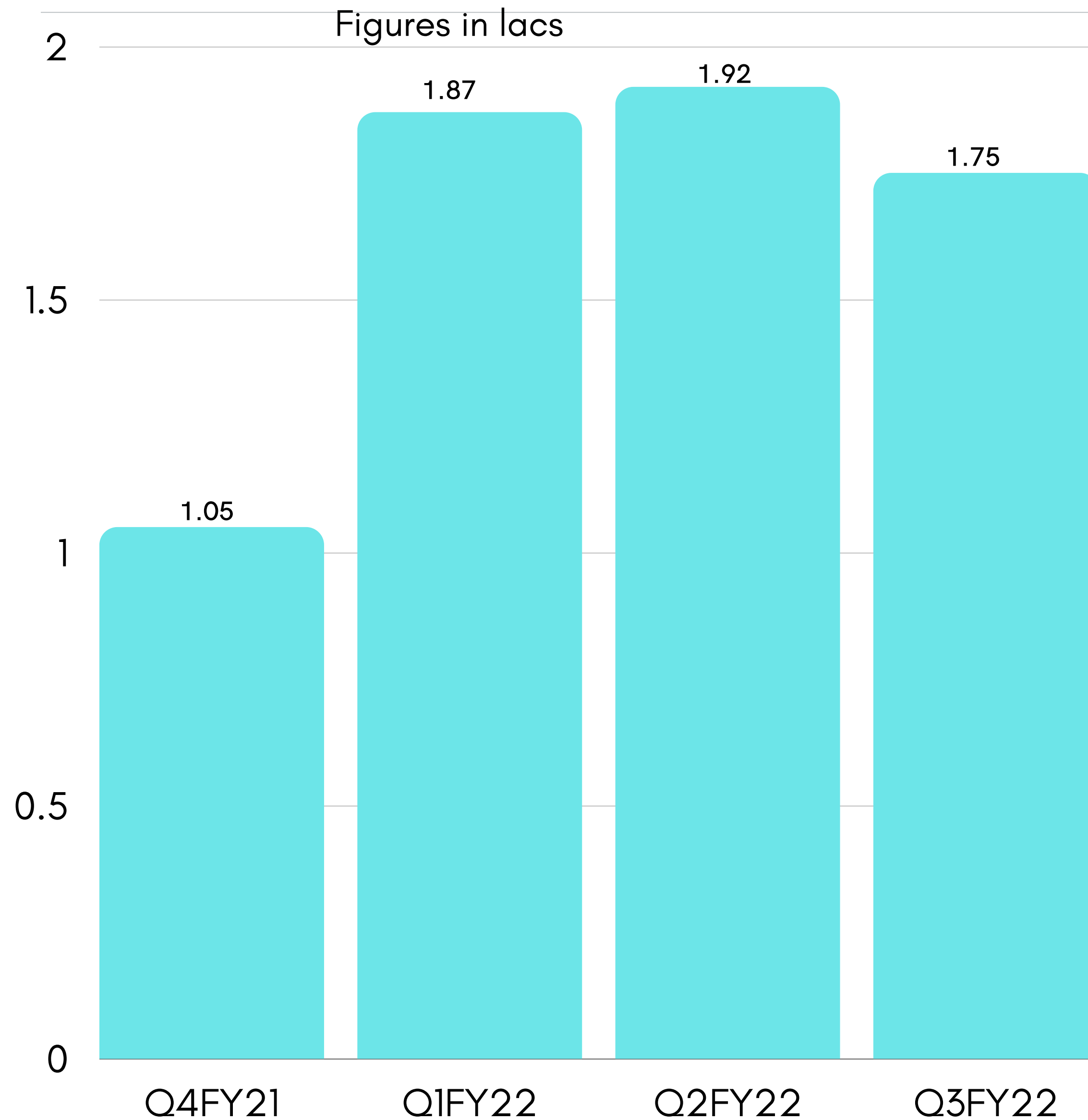
As per AICOD 9MFY22 data:

- Acute Portfolio of IPM grew by 24.8% and Gujarat Terce grew by 64.67 %
- Chronic Portfolio of IPM grew by 4.7% and Gujarat Terce grew by 44.60%

Our focus on growth of precious brands portfolio has:

- Delivered sustained growth over 9 months in the portfolio
- Our 1 crore brand portfolio will grow from 3 brands in FY 21 to 7 in FY 22 as per current revenue trend
- 2 new brands are planned to be launched in Q4, 1 in pediatrics and 1 in Gynecology segment

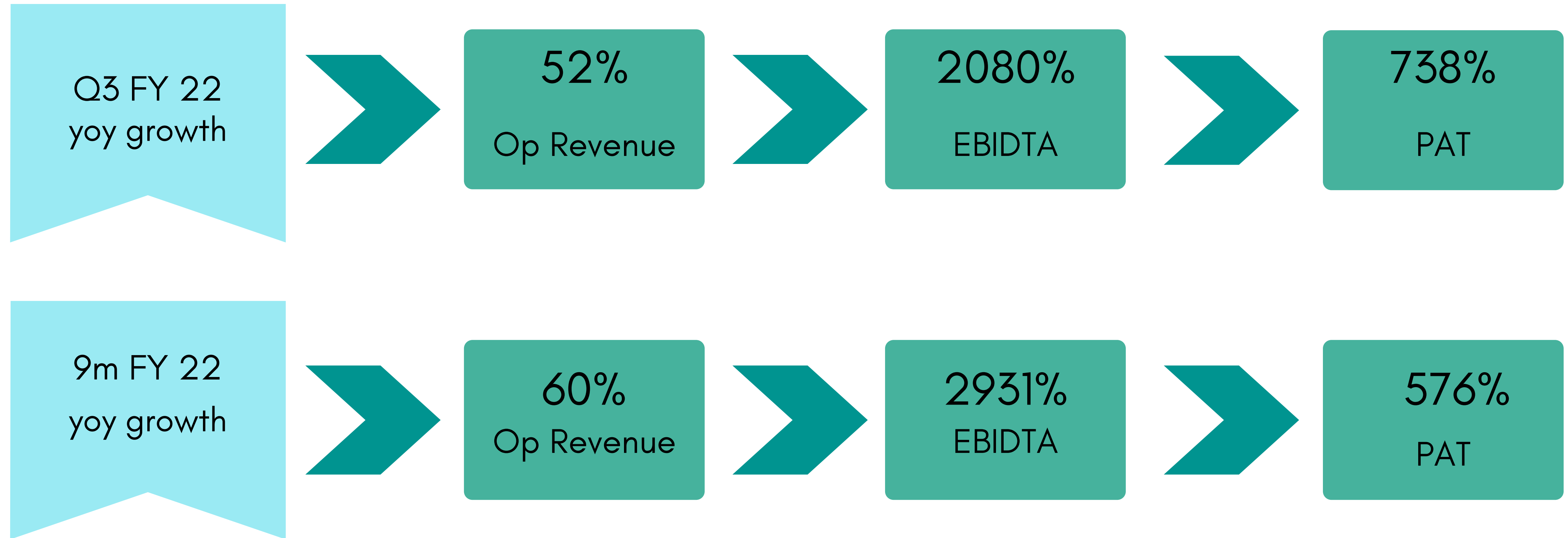
Business Highlights- PCPM (Per Capita Per Month)



Our Key focus area for future growth and profitability is to Increase productivity in all geographies of operations.

- We have increased PCPM over YoY.
- The decrease in Q3 PCPM is due to expansion in newer geographies.
- New geographies are also planned to be launched in Q4 which will further apportion the fixed costs and result in better profitability.

Financial Highlights and Corporate Highlights



- AS per AIOCD data, 9MFY22, the YoY growth of IPM (Indian Pharmaceutical market) is 18.1 %. Gujarat Terce has out grown IPM and has grown by 60 % in 9MFY22.
- Cash Profit recorded by business has increased considerably YoY.
- We have strengthened our Senior management with experienced hiring across functions; and are creating a synergistic blend of Professional and Entrepreneurial Management team, to propel the company into the next era of growth.

Q3 FY 22- INCOME STATEMENT

								(INR in Lacs)
Particulars	Q3 FY22	Q2 FY22	Q-O-Q Q3 vs.Q2 % Change	Q3 FY21	Y-O-Y Q3 vs.Q3 % Change	9M FY22	9M FY21	Y-O-Y 9M vs. 9M % Change
Revenue from Operations	1074.60	1012.63	6.12%	708.44	52%	3,080.92	1926.28	60%
EBDITA	71.07	61.03	16.45%	3.26	2080%	302.07	-10.67	2931%
EBDITA(% of Net Sales)	6.61%	6.03%	-	0.46%	-	9.80%	-0.55%	-
PBT	55.21	45.36	21.72%	-7.48	838%	260.62	-53.18	590%
PBT(% of Net Sales)	5.14%	4.48%	-	-1.06%	-	8.46%	-2.76%	-
PAT (Before OCI)	47.71	45.36	5.18%	-7.48	738%	253.12	-53.18	576%
PAT(% of Net Sales)	4.44%	4.48%	-	-1.06%	-	8.22%	-2.76%	-
Cash Profit	53.30	50.56	5.42%	-3.87	1477%	269.10	-39.44	782%
Cash Profit (% of Net Sales)	4.96%	4.99%	-	-0.55%	-	8.73%	-2.05%	-
Basic/Diluted EPS (In Rs.)	0.64	0.61	5.40%	-0.10	738%	3.41	-0.72	576%

Thank you.

Registered office:

122/3, Ravi Estate, Bileshwarpura, Chhatral,
T.A.: Kalol, Gandhinagar, Gujarat 382729

Corporate Office:

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Investor Contact:

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Email: csegujaratterce.com



**GUJARAT TERCE
LABORATORIES LIMITED**