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41/LG/SE/FEB/2025/GBSL

February 14, 2025

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: GUFICBIO**

**Subject: Investor Presentation**

Dear Sir/Madam,

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 Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2024.

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**



**Investor Presentation**  
February 2025



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# Q3 FY25 Business & Financial Highlights



### Indore Capex Update

- Post completion of all the validation activities, Indore has commenced production
- Gradual scale up in coming quarters as products and various commercial batch sizes are rolled up post completion of audits by customers and regulatory bodies.

### Criticare Division – Advancing Leadership in Hospital-Based Antimicrobials

Gufic's **Criticare Division** continues to solidify its position as a **trusted partner for hospitals**, offering a scientifically backed and cost-effective portfolio of **advanced antibacterial and antifungal injectables**.

#### Strategic Initiatives & Market Engagement

- **Promoting Responsible Antimicrobial Use:** Focused on **UTI awareness** and **judicious prescribing of Fosfomycin Oral**, emphasizing **rational therapy and preventive measures**.
- **Scientific Engagement & Conferences:** Strengthened market presence through participation in **Mahacriticon - Pune, ISCCM Bangalore, and Cost-Effective Critical Care – Kolkata**, reinforcing Gufic's leadership in **sepsis and ICU-based infection management**.
- **Optimizing Usage of Key Injectables:** Conducted focused programs on **Ceftazidime Avibactam, Tigecycline, Teicoplanin, Anidulafungin, Micafungin, and Caspofungin**, driving best practices in **high-risk bacterial and fungal infections**.

#### Expanding Hospital Partnerships & Accessibility

- Strengthened partnerships with **leading tertiary care hospitals**, ensuring **wider accessibility of critical antimicrobials** at optimized pricing.
- Positioned as a **preferred supplier for multidrug-resistant bacterial and fungal infections**, supporting **ICU-driven infection control strategies**.

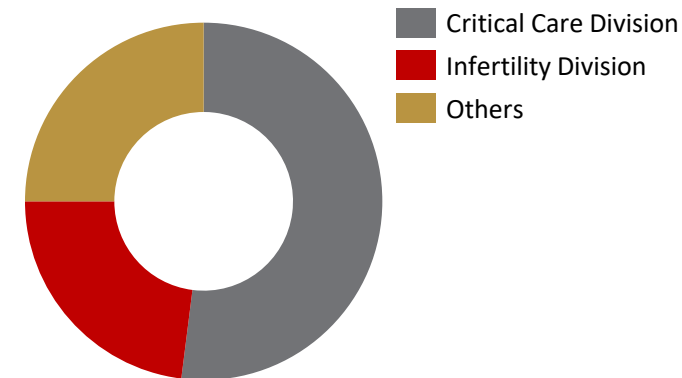


# Q3 FY25 Business Highlights

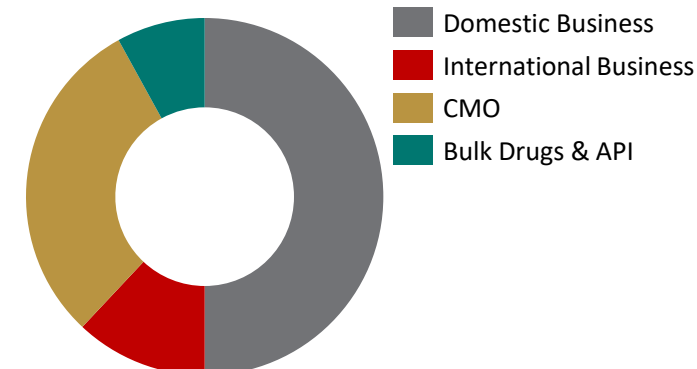
## Criticare's pipeline of products that address key therapeutic gaps and are complex to manufacture

Drug Class	Unique Advantages	Complexity in Manufacturing
<b>Novel <math>\beta</math>-lactam/<math>\beta</math>-lactamase Inhibitor Combo</b>	Targets multi-drug resistant Gram-negative bacteria; highly effective for severe hospital-acquired infections.	Complex formulation with dual agents requires precise blending, stabilization, and maintaining consistent potency against multi-resistant bacteria.
<b>Advanced Carbapenem Combination</b>	Broad-spectrum efficacy against resistant Gram-negative pathogens, including carbapenem-resistant strains.	Manufacturing challenges include stabilizing multiple compounds while preserving individual activity and minimizing cross-reactivity to ensure therapeutic efficacy.
<b>Next-Generation Echinocandin</b>	Improved dosing interval and effectiveness against <i>Candida</i> and <i>Aspergillus</i> species in systemic infections.	Manufacturing complexity due to novel structure requiring stringent stability controls to prevent degradation and ensure high bioavailability.
<b>Broad-Spectrum Tetracycline Derivative</b>	Effective against both Gram-positive and Gram-negative organisms, including drug-resistant strains.	Dual formulation (tablet and injectable) necessitates specialized production processes to maintain bioavailability and potency for each form.
<b>Acid-Stable Fluoroquinolone</b>	Enhanced activity in acidic environments, ideal for tissue infections such as abscesses with lower pH.	Complex synthesis due to acid-stable structure; requires advanced stabilization methods for bioavailability across different formulations.
<b>Siderophore-Cephalosporin</b>	Targets resistant Gram-negative bacteria by utilizing an iron transport mechanism to penetrate bacterial cells.	Manufacturing complexity involves managing the molecule's chelating properties to maintain stability and targeted bacterial cell entry.
<b>Respiratory-Targeted Fluoroquinolone</b>	Broad effectiveness in respiratory and skin infections with enhanced activity against drug-resistant pathogens.	Stabilizing fluoroquinolone structure in tablet and injectable forms demands specialized manufacturing to maintain consistent potency and patient safety.

## Domestic Business Breakup



## Total Revenue Breakup



### Ferticare Division – Advancing Science-Driven Solutions in Assisted Reproductive Technology (ART)

The Ferticare Division is committed to not only addressing standard ART protocols but also offering targeted solutions for challenging patient groups, such as poor responders and cases with multiple IVF failures. With the increasing proportion of poor responders in IVF treatments, the need for scientifically validated solutions is growing, and Gufic is positioned as a trusted partner for IVF practitioners, backed by independent trials from key IVF centers.

#### Key Products and Innovations:

- 1. Guficin Alpha – Breakthrough for Recurrent Implantation Failure (RIF):** Guficin Alpha offers a revolutionary approach for treating RIF, utilizing Thymosin Alpha, an immune-modulating hormone with over 2,000 published studies and approvals from major regulatory bodies worldwide. Its precision dosing regimen (13-injection protocol) enhances uterine receptivity, making it a highly effective solution for RIF patients. Early clinical trials reinforce its safety and efficacy, addressing a critical gap in ART.
- 2. Supergraf – Ultra-Highly Purified HMG for Enhanced IVF Outcomes:** Supergraf, India's first ultra-purified HMG, sets a new standard in IVF stimulation. Using proprietary purification technology, it ensures superior ovarian response, lower dose requirements, and improved cycle success rates, particularly for poor responders. With multiple dosing options (75 IU, 150 IU, 1200 IU), Supergraf offers personalized treatment flexibility and reinforces Gufic's leadership in the ART market.

Gufic's focus on innovation and scientifically driven solutions has enabled it to carve a distinct niche in the ART market. By addressing complex fertility challenges like poor responders and RIF, Gufic is positioning itself as a trusted partner for IVF practitioners, supported by early clinical validation and a commitment to quality and scientific excellence in reproductive medicine.



## Aesthaderm Published Comparative Study in renowned Journal JCAS

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### ORIGINAL ARTICLES

## Comparison of safety and efficacy of two brands of botulinum toxin A for the treatment of lateral canthal lines (crow's feet): A split-face study

Shenoy, Chaithra<sup>1</sup>; Agrawal, Ritu<sup>1</sup>; Chandrashekar, Byalakere Shivanna<sup>1</sup>; Lalchandani, Rajesh<sup>2</sup>

Author Information

Journal of Cutaneous and Aesthetic Surgery 16(4):p 270-278, October-December 2023. | DOI: 10.4103/JCAS.JCAS\_133\_23



This was a non-randomized, active controlled, pilot study

Trial was conducted in accordance with

- Central Drugs Standard Control Organization (CDSCO)
- The International Conference on Harmonization Good Clinical Practice, and the Declaration of Helsinki.
- Informed consent of patients were taken

Statistical significance reduction in crow's feet wrinkles by STUNNOX<sup>®</sup> was observed & found **non-inferior** to international innovator brand with no adverse events.

- Outline
- Images
- Download





### Aesthaderm & Nurocare Division – Building a Strong Foundation for Growth in Aesthetic Dermatology & Neurology

#### Focus on Building Injector Base

- Conducted comprehensive training workshops for doctors, focusing on both basic and advanced injection techniques for **Stunnox** and dermal fillers.
- Launched the **GROW Program**, offering expert-led workshops that focus on mastering advanced injection techniques and managing complications, thereby increasing confidence in **Stunnox** usage.

#### Enhancing Brand Visibility

- Actively participated in **national conferences**, showcasing **Stunnox** through workshops and engaging with medical professionals.
- Held specialized **Cadaver Hands-on Workshops** to provide doctors with practical, high-level training in advanced aesthetic applications, further solidifying **Stunnox** as a reliable product.

#### Expanding Product Portfolio

- Introduced **Glutarevive Injection**, India's first combipack of **Glutathione and Ascorbic Acid**, catering to the growing demand for skin brightening and antioxidant treatments.
- Progressed with the development of **dermal fillers**, positioning Gufic to capitalize on the expanding dermal filler market.

Gufic's **Aesthaderm Division** is laying a strong foundation for growth through effective training programs, increased brand visibility, and digital engagement. These efforts are driving **Stunnox** adoption and positioning Gufic as a key player in the growing aesthetic dermatology market.

### Stellar & Spark Division – Expanding Specialty Therapies

The **Stellar Division** continues to strengthen its presence across **orthopedics, gastroenterology, reproductive health, and women's wellness** by introducing scientifically driven and patient-centric solutions.

- **Vonobase (Vonoprazan)** is gaining traction as a next-generation acid suppressant, catering to the growing demand for **potassium-competitive acid blockers (PCABs)**.
- **Guficoxib-P (Polmacoxib + Paracetamol)** is set to enhance **pain management in orthopedics**, offering a superior anti-inflammatory and analgesic solution.
- **Reproductive Health Expansion** includes **antioxidant formulations** to support **male and female fertility**, reinforcing the division's focus on infertility management.
- **Endometriosis & PCOS Portfolio** brings a novel **Berberine, Myo-Inositol, and D-Chiro-Inositol combination**, addressing metabolic and hormonal balance in women's health.
- **Menopause Therapy** marks Stellar's entry into **supportive care for aging women**, catering to an underserved segment.

By **bridging treatment gaps and advancing therapeutic innovation**, Stellar continues to position itself as a leader in **specialty pharmaceuticals**, expanding access to **clinically relevant and scientifically backed solutions**.



### Healthcare Division – Advancing Pain Management & Ayurveda-Based Therapeutics

The **Healthcare Division** continues to strengthen its presence in **musculoskeletal health and Ayurveda-driven pain management**, offering scientifically validated, integrative treatment solutions.

- **Community Engagement & Awareness:** Initiatives like the **Cervical Spondylosis campaign, Bone Mineral Density screenings, and National Ayurveda Day collaborations** are driving early diagnosis, physician engagement, and wider acceptance of holistic treatment approaches.
- **Product Leadership in Pain & Joint Care:** **Gufispon** is emerging as a leading non-surgical solution for cervical spondylosis, while the **Sallaki range continues to gain traction as a natural alternative to NSAIDs** in managing inflammation and joint health.
- **Market Differentiation:** With the rising demand for **evidence-based Ayurveda and safer long-term pain management options**, Gufic's **strategic focus on clinically validated herbal formulations and strong scientific outreach** positions it as a leader in **integrative musculoskeletal care**.

By combining **traditional wisdom with modern science**, Gufic is driving **sustainable growth and expanding patient access to differentiated, holistic healthcare solutions**.



### Sparsh Division – Strengthening Market Position

- **Strategic Product Expansion:** Sparsh has added **select contrast media** to its portfolio, positioning itself uniquely in the market as one of the few companies offering these essential products for diagnostic imaging.
- **Unique Market Position:** The addition of contrast media enhances Sparsh’s product offering and differentiates it in the market, giving it a competitive edge in the healthcare sector.
- **Solving Customer Needs:** By deepening its direct-to-hospital model, Sparsh is addressing the critical diagnostic needs of smaller and mid-sized hospitals, fostering stronger relationships and enhancing its role as a trusted partner.
- **Growth and Competitive Advantage:** This strategic expansion allows Sparsh to capture a larger share of hospital budgets and reinforces its position in key therapeutic areas, supporting long-term market growth.

With the addition of contrast media, Sparsh is further cementing its position as a critical player in the healthcare market, solving customer challenges and expanding its market footprint.



# Q3 FY25 Business Highlights

## International Business

Gufic Biosciences has strategically focused on expanding its footprint in regulated and semi-regulated international markets. This focus is driven by a commitment to high-quality, affordable medicines combined with a robust regulatory compliance strategy. The recent approvals in multiple markets, including Thailand, Sri Lanka, Cambodia, and Lithuania, underscore our efforts in building a strong presence in the international healthcare landscape. These approvals provide access to new patient populations and enhance Gufic’s brand visibility across diverse geographies.

### Key Achievements:

Country	Product(s)	Approval Authority
<b>Sri Lanka</b>	Anidulafungin for Inj 100mg, Cetrorelix for Inj 0.25mg, Tranexamic acid Inj 500mg	NMRA
	GUFISome (Liposomal Amphotericin B Injection 50mg)	NMRA
<b>Lithuania</b>	Pantoprazole for Injection 40mg	SMCA
<b>Ecuador</b>	Tigecycline for Inj 50mg, Vancomycin for Inj 500mg, Vancomycin for Inj 1000mg	Ministry of Public Health
<b>Costa Rica</b>	Tigecycline for Inj 50mg	Ministry of Health
<b>Guatemala</b>	Caspofungin for Inj 50mg, Caspofungin for Inj 70mg, Tigecycline for Inj 50mg, Vancomycin for Inj 500mg	MOH
<b>Honduras</b>	Anidulafungin 100mg, Caspofungin for Inj 50mg, Tigecycline for Inj 50mg	Health Regulation Agency
<b>Uganda</b>	Clarific (Clarithromycin for Inj 500mg)	NDA
<b>Myanmar</b>	Opule 75 IU (Menotropin for Injection), Ovugro 75 IU (Urofollitropin for Injection)	FDA
	Casdin 50 (Caspofungin for Inj 50mg), Tranamic Tablets 500mg	FDA
<b>Kenya</b>	Retention Certificates for 25 Products	PPB

### Strategic Implications:

- The approvals across **Sri Lanka, Ecuador, Guatemala**, and other regions enhance Gufic's market penetration in **South Asia, Latin America, and Africa**.
- Critical antifungal products like **Liposomal Amphotericin B** and **Caspofungin** injections continue to expand Gufic’s leadership in the global antifungal space.
- The **retention certificates in Kenya** ensure sustained market access and stability for Gufic’s portfolio in **East Africa**.
- **Renewals** in Myanmar secure uninterrupted market presence for high-demand products like **Menotropin** and **Urofollitropin**



## Update on R&D

- **Peptides R&D:** Paving the Way for In-house Critical API Manufacturing: Our foray into peptides research and development aligns seamlessly with our broader vision of internalizing the production of critical APIs. This strategic move reinforces our commitment to self-reliance and robust supply chains
- **Innovative Dual Chamber Syringes:** Elevating Drug Delivery Systems: Our dedicated efforts have led to the development of a wide array of products within the new drug delivery system of Dual Chamber Syringes. This innovation ensures streamlined reconstitution, precise dosing, and sustained sterility, bridging the gap from plant to patient.
- **API Research Development:** Fostering Therapeutic Advancements: At Navsari, our API Research Development has achieved noteworthy milestones in therapeutic categories including Antifungal, Anticoagulant, Tetracycline Antibiotics, Progestin, Beta 3 Adrenergic Agonists, Antidiabetic, and Cyclopeptide Hormones. Our development projects remain steadfastly aligned with our strategic plan, driving us toward pioneering advancements in these critical therapeutic areas.

## Update on Selvax

- **Positive Results from Mouse Studies:**
  - Selvax conducted comprehensive studies in mice using established pancreatic cancer models
  - The initial studies were highly encouraging, showing 100% elimination of tumors in test animals treated with Selvax's co-therapy
  - A remarkable discovery emerged: 80% of the cured mice did not experience tumor regrowth even when reimplanted after six months, showcasing extraordinary durability
- **Validation through Large-Scale Study:**
  - A subsequent, significantly larger study was conducted, maintaining consistency with the initial findings
  - Out of 24 animals in the active group, an overall cure rate of 92% was achieved
  - Ongoing rechallenges will be conducted to validate and further refine the results
- **Addressing the Urgent Need for Pancreatic Cancer Solutions:**
  - Pancreatic cancer presents formidable challenges with limited effective treatments
  - With the collaboration of pancreatic cancer experts, Selvax is committed to advancing its approach
  - Its research program at Curtin University aims to optimize dosing and compare the therapy's efficacy against standard chemotherapy



## 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



# Profit & Loss Statement

Particulars (in Rs. Crore)	Q3 FY25	Q2 FY25	Q3 FY24	9M FY25	9M FY24	FY24	FY23
Total Revenue	207.8	204.2	201.8	614.8	616.7	806.7	690.6
<b>EBITDA</b>	<b>35.8</b>	<b>38.7</b>	<b>36.9</b>	<b>111.6</b>	<b>112.9</b>	<b>148.05</b>	<b>137.2</b>
<b>EBITDA Margin %</b>	<b>17.23%</b>	<b>18.95%</b>	<b>18.29%</b>	<b>18.15%</b>	<b>18.31%</b>	<b>18.35%</b>	<b>19.87%</b>
Profit before Tax	26.3	29.3	29.6	83.6	88.6	115.7	106.7
<b>PBT Margins %</b>	<b>12.66%</b>	<b>14.35%</b>	<b>14.67%</b>	<b>13.60%</b>	<b>14.37%</b>	<b>14.34%</b>	<b>15.45%</b>
Tax	6.9	7.5	7.3	21.7	22.5	29.5	27
<b>Profit After Tax</b>	<b>19.4</b>	<b>21.8</b>	<b>22.3</b>	<b>61.9</b>	<b>66.1</b>	<b>86.2</b>	<b>79.7</b>
<b>PAT Margin %</b>	<b>9.34%</b>	<b>10.68%</b>	<b>11.05%</b>	<b>10.07%</b>	<b>10.72%</b>	<b>10.69%</b>	<b>11.54%</b>



# Company Overview





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

One of the **Largest Manufacturers of Lyophilized Injections**  
in India with a wide range of products in various therapy areas

## BUSINESS STRUCTURE

### DOMESTIC BUSINESS

- 8 well defined Strategic Business Units
- Field force of ~1,000+
- Product Portfolio in 15+ Therapy Areas

### CMO BUSINESS

- One of the largest facility for Lyophilization
- 70+ CMO Partners
- 50+ Products

### BULK DRUG BUSINESS

- Exclusive facility for API
- Specialization in
  - Anesthetics
  - Anti Fungal
  - Antibiotic

### INTERNATIONAL BUSINESS

- Operation spread across more than 20 countries
- 130+ Products registered globally
- 150+ products in pipeline for registration

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

## Unit - III at Indore

Lyophilized/Powder Injectables Facility

Capability to cater to regulated markets such as US & EU

### Capacities

- ✓ Lyophilized Inj – 52 mn vials p.a.
- ✓ Liquid Inj (Ampoules) – 60mn p.a.
- ✓ Liquid Inj (Vials) – 30 mn 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 2.4 mn IV bags
- ✓ Dry Powder Inj 30 mn Vials

## UPDATE ON CAPEX

### Indore

**Plant Readiness:** The Indore facility is fully operational and ready for production, with all necessary infrastructure and licenses in place, marking a significant milestone in Gufic's manufacturing expansion.

**Successful Validation Studies:** Comprehensive validation studies have been successfully completed, ensuring compliance with regulatory standards and readiness for high-quality production output.

**Technology Transfers Initiated:** Technology transfers for key products have commenced, positioning the facility to efficiently scale production and meet growing demand across domestic and international markets.

**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





# Consolidating the Domestic Branded Business



Products

**100+**

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

## INFERTILITY



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

## MASS SPECIALITY



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

## NATURAL AND NUTRACEUTICAL PRODUCTS



- Field Force: >300
- Therapy Areas: Bone Health, Pain Management, Immunity, Gastro, Stress, Nutraceuticals, Wound care, Respiratory, Gynaec

## ORTHO – GYNAEC PRODUCTS



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

## 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**



# Expanding Creditability in CMO Business



Offer CMO services for **India and Global Markets**

**70+**  
Companies

**150+** Products  
across multiple therapy areas

Reliable CMO service for **quality products over a decade**

## One of the Largest Supplier of Formulations

Doxycycline

Tigecycline

Gonadotropins

Liposomal Amphotericin B

Micafungin

Remdesivir

### OUR ESTEEMED PARTNERS





# Expanding Geographical Reach



**130+ Products** registered globally (in 15+ countries)



**150+ Products** in pipeline for registration (in 30+ countries)

- 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





# Building API Capabilities

## Special Facility dedicated to API

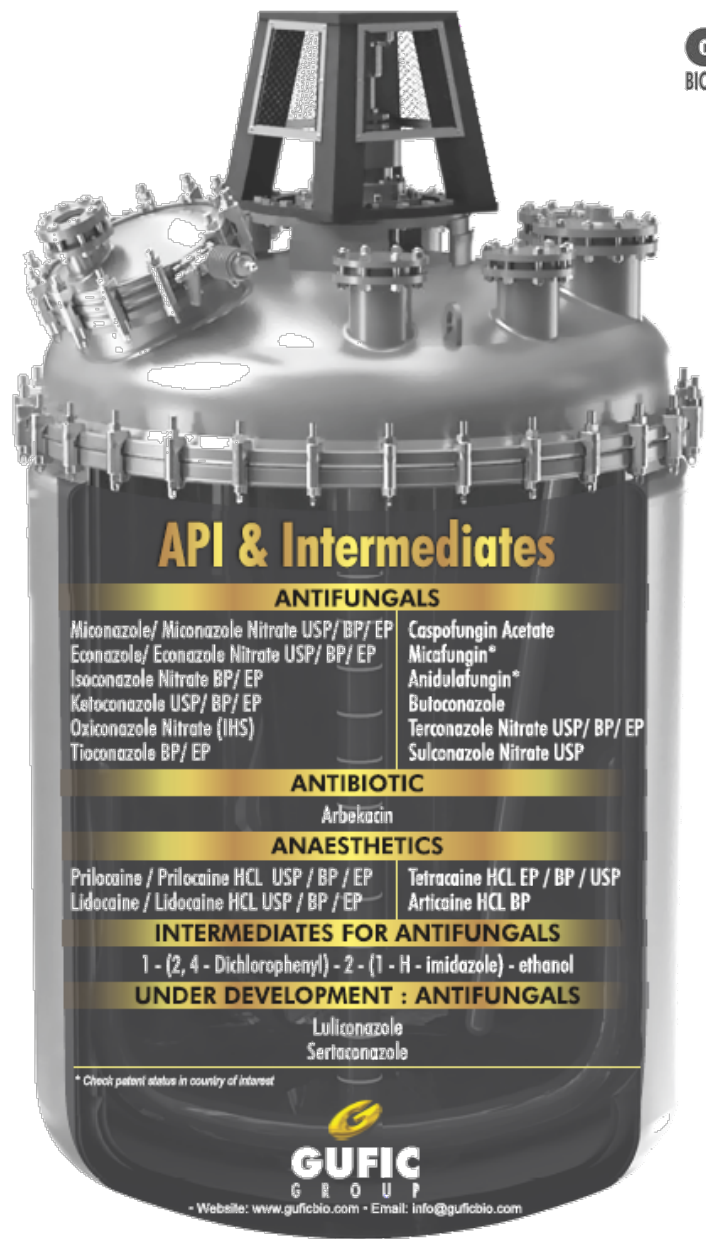
Focused on developing non infringing, novel, cost effective and scalable chemical process for APIs, Peptides and Cyclopeptides

The categories of API's manufactured are antifungals, antibacterial, anesthetics and intermediates for antifungals



Presence in **25** countries worldwide

**70** customers PAN India





# Strong Partnership & Licensing Deals



European leader in IV drug delivery systems. Collaborated with Gufic to launch Dual Chamber Bags for the 1<sup>st</sup> time in India for anti - infectives

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



**1,200+** Stockists for  
effective distribution 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

Pan India Presence with a  
field force of **1,000+**



Retail coverage of more than  
**1,10,000** retailers



Doctors Reach of  
**1,20,000+**



# Growth Levers

1

## INDIA BUSINESS

- 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





## Historical Financials

Particulars (Rs. Crs.)	FY24	FY23	FY22	FY21	FY20	FY19
Total Revenue	808.8	693.2	782.3	491.4	384.6	359.5
EBITDA	<b>148.0</b>	<b>137.2</b>	<b>151.1</b>	<b>87.7</b>	<b>57.9</b>	<b>56.7</b>
EBITDA Margin %	<b>18.3%</b>	<b>19.8%</b>	<b>19.3%</b>	<b>17.8%</b>	<b>15.1%</b>	<b>15.8%</b>
Profit before Tax	115.7	106.7	126.8	57.7	30.1	40.2
PBT Margin %	<b>14.3%</b>	<b>15.4%</b>	<b>16.2%</b>	<b>11.7%</b>	<b>7.8%</b>	<b>11.2%</b>
Tax	29.5	27.0	31.0	13.5	7.4	13.4
Profit After Tax	<b>86.1</b>	<b>79.7</b>	<b>95.8</b>	<b>44.2</b>	<b>22.7</b>	<b>26.8</b>
PAT Margin %	<b>10.6%</b>	<b>11.5%</b>	<b>12.3%</b>	<b>9.0%</b>	<b>5.9%</b>	<b>7.4%</b>

## Historical Balance Sheet (Equity & Liabilities)

<b>EQUITY &amp; LIABILITIES (Rs. Crs.)</b>	<b>Mar-24</b>	<b>Mar-23</b>	<b>Mar-22</b>	<b>Mar-21</b>	<b>Mar-20</b>	<b>Mar-19</b>
Equity Share Capital	10	9.7	9.7	9.7	9.7	7.8
Other Equity	522.5	338.1	259.4	163.7	119.6	67.6
<b>Total Equity</b>	<b>532.5</b>	<b>347.8</b>	<b>269.1</b>	<b>173.4</b>	<b>129.3</b>	<b>75.3</b>
Non-Current Liabilities						
Financial Liabilities						
i. Borrowings	153.9	190.7	48	35.4	19.5	11.3
ii. Other Financial Liabilities	5	5	5	5	4.7	4.7
iii. Lease Liability	11.6	16.2	0.3	2.8	6.2	0
Provisions	15.4	13.3	12.4	10.2	7.9	1.9
Deferred Tax Liabilities (net)	2.1	0	0.2	1.5	0	0
<b>Total Non-Current Liabilities</b>	<b>187.9</b>	<b>225.1</b>	<b>65.9</b>	<b>55</b>	<b>38.4</b>	<b>17.8</b>
Financial Liabilities						
i. Borrowings	163.1	120.7	13.3	16.3	93.1	84.7
ii. Trade Payables						
Total outstanding dues of micro enterprises and small enterprises	2.3	9.8	7	3.9	0	0
Total outstanding dues of other than micro enterprises & small enterprises	163.9	120.5	134	109.2	117.1	89.7
iii. Other Financial Liabilities	13.7	10.8	11.4	15.3	10.8	12.5
iv. Lease Liability	4.3	6.6	2.8	3.4	3.4	0
Provisions	4.7	4.2	4.9	4.6	6.6	3.4
Other current Liabilities	17.4	12.5	12.4	9.5	8.7	7.3
Current Tax Liabilities (net)	2.5	3.1	0.7	1.6	0	3.1
<b>Total Current Liabilities</b>	<b>371.9</b>	<b>288.2</b>	<b>186.4</b>	<b>163.7</b>	<b>239.8</b>	<b>207</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1092.3</b>	<b>861.2</b>	<b>521.4</b>	<b>392.1</b>	<b>407.5</b>	<b>340.2</b>



## Historical Balance Sheet (Assets)

ASSETS (Rs. Crs.)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Non-Current Assets						
Property, plant and equipment	138.3	126.8	105.5	93.8	72.7	70.3
Intangible assets	5.6	0.7	0.6	0.4	0.6	0.4
Capital work-in-progress	307.1	169.6	40.9	13.4	30.6	9.6
Right of use assets	14.9	32.1	9.1	5.8	9.3	0
Financial Assets						
i. Investments	1.8	0.8	0	0	0	0
ii. Loans	0.4	0.3	0.2	0.3	10.3	4.2
iii. Other financial assets	8.9	8.1	9.1	11.3	0	3.8
Deferred tax assets (net)	0	1	0	0	0.6	0.7
Other non-current assets	15.05	57.7	35.3	6.5	10.1	5
<b>Total Non Current Assets</b>	<b>492</b>	<b>397.1</b>	<b>200.6</b>	<b>131.5</b>	<b>134.2</b>	<b>94.1</b>
Current Assets						
Inventories	200.5	183.5	115.6	94.4	122.5	114.2
Financial Assets						
i. Trade Receivables	329.9	205.5	151.6	124.5	107	96.7
ii. Cash and cash equivalent	1.1	28.6	11.6	6.2	4.3	3.9
iii. Bank balances	12.3	18.1	15	7	12.1	8.7
iv. Loans	0.3	0.2	0.4	0.3	0.3	0.1
Other current assets	56.2	28.3	26.7	28.2	27.2	22.5
<b>Total Current Assets</b>	<b>600.3</b>	<b>464.1</b>	<b>320.8</b>	<b>260.6</b>	<b>273.3</b>	<b>246.1</b>
<b>TOTAL ASSETS</b>	<b>1092.3</b>	<b>861.2</b>	<b>521.4</b>	<b>392.1</b>	<b>407.5</b>	<b>340.2</b>

# Historical Cash Flows

Cash Flow Statement (Rs. Crs.)	FY24	FY23	FY22	FY21	FY20	FY19
Net Profit Before Tax	115.7	106.7	126.9	57.7	30.1	35.3
Adjustments for: Non - Cash Items / Other Investment or Financial Items	34.1	29.6	23.2	30.8	24.7	13.4
<b>Operating profit before working capital changes</b>	<b>149.8</b>	<b>136.4</b>	<b>150</b>	<b>88.5</b>	<b>54.8</b>	<b>48.7</b>
Changes in working capital	-130.2	-135.3	-10.7	10	2.5	-33.5
Cash generated from Operations	<b>19.6</b>	<b>1.1</b>	<b>139.3</b>	98.5	57.2	15.2
Direct taxes paid (net of refund)	-27	-27.7	-33.1	-9.4	-10.1	-10
<b>Net Cash from Operating Activities</b>	<b>-7.5</b>	<b>-26.6</b>	<b>106.2</b>	<b>89.1</b>	<b>47.1</b>	<b>5.2</b>
<b>Net Cash from Investing Activities</b>	<b>-102.4</b>	<b>-190.7</b>	<b>-94.6</b>	<b>-8.5</b>	<b>-42.5</b>	<b>-13</b>
<b>Net Cash from Financing Activities</b>	<b>82.4</b>	<b>234.3</b>	<b>-6.2</b>	<b>-78.6</b>	<b>-4.2</b>	<b>7.7</b>
Net Decrease in Cash and Cash equivalents	-27.5	17	5.4	1.9	0.4	-0.1
Add: Cash & Cash equivalents at the beginning of the period	28.6	11.6	6.2	4.3	3.9	3.7
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>1.1</b>	<b>28.6</b>	<b>11.6</b>	<b>6.2</b>	<b>4.3</b>	<b>3.7</b>



**GUFIC**  
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# THANK YOU

**Company: Gufic Biosciences Limited**

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Mr. Avik Das – Investor Relations

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