

Corp. Office : 1st to 4th Floor, SM House, 11, Sahakar Road, Vile Parle (East), Mumbai - 400 057.
Tel. : (91-22) 6726 1000 Fax : (91-22) 6726 1068 E-mail : info@guficbio.com, CIN No. L24100MH1984PLC033519

71/LG/SE/AUG/2021/GBSL

August 11, 2021

To
The Manager (CRD)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai – 400001

To
The Manager
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Scrip Code : 509079

Symbol : GUFICBIO

Dear Sirs,

Sub: Outcome of the Meeting of the Board of Directors

The Board of Directors of the Company at its Meeting held on August 11, 2021, which commenced at 4.00 p.m. and concluded at 7.40 p.m., *inter alia* considered and approved the following:

1. The Un-Audited Financial Results for the quarter ended June 30, 2021 pursuant to Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Enclosed herewith is the copy of the Un-Audited Financial Results for the Quarter ended June 30, 2021 along with Limited Review Report received from the Statutory Auditor of the Company on the Un-Audited Financial Results for the Quarter ended June 30, 2021, Management Report and the Investor Presentation giving highlights of the Company's performance during the said quarter.

2. The Board of Directors on the recommendation of the Nomination and Remuneration Committee, subject to the approval of shareholders at the ensuing Annual General Meeting approved re-appointment of Dr. Anu Aurora (DIN: 05120192) as an Independent Director of the Company, whose current term will expire on December 22, 2021 for a second term of 5 (Five) consecutive years commencing from December 23, 2021 to December 22, 2026 (both days inclusive).

In accordance with the circular issued by Stock Exchange dated June 20, 2018, we hereby confirm that Dr. Anu Aurora being re-appointed is not debarred from holding office as a Director of the Company, by virtue of any SEBI Order or any other such authority.



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Pursuant to SEBI Circular CIR/CFD/CMD/4/2015 dated September 9, 2015, a brief profile of the aforesaid Director is enclosed herewith.

Kindly take the same on your record.

Thanking You,

Yours Faithfully,
For Gufic Biosciences Limited



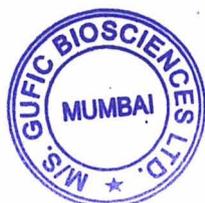
Ami Shah
Company Secretary & Compliance Officer
Membership No. A39579

Encl: A/a

Annexure

Re-appointment of Dr. Anu Aurora as an Independent Director of the Company

Sr No	Disclosure Requirement	Details
1	Reason for change viz. appointment, resignation, removal, death or otherwise	Re-appointment as an Independent Director of the Company after completion of the first term.
2	Date of re-appointment and term of re-appointment	Re-appointment with effect from December 23, 2021 for a term of five years.
3	Brief profile	Dr. Anu Sanjiv Aurora had completed her MBBS degree from Grant Medical College, Mumbai in the year 1983 and since then she is practicing as a family physician in Mumbai and for last 12 (Twelve) years she has also been associated with Holy Spirit Hospital, Andheri, Mumbai.
4	Disclosure of relationship with Directors	None



GUFIC BIOSCIENCES LIMITED

Regd. Office : 37, Kamala Bhavan II, S. Nityanand Road, Andheri (East), Mumbai - 400069
(CIN- L24100MH1984PLC033519)

Website - www.gufic.com, email - info@guficbio.com, Ph-022 67261000, Fax - 022 67261068

(Rs. in Lakhs except EPS)

Statement of Standalone Unaudited Financial Results for the Quarter Ended June 30, 2021

Sr. No.	Particulars	Quarter Ended			Year ended
		30-Jun-21	30-Jun-20	31-Mar-21	31-Mar-21
		Unaudited	Unaudited	Audited	Audited
1	INCOME				
a	Revenue from operations	25,075.77	6,079.65	13,192.92	48,769.87
b	Other Income	122.82	78.06	65.57	373.29
	Total Income	25,198.59	6,157.72	13,258.49	49,143.16
2	Expenses				
a	Cost of Materials consumed	11,261.58	3,354.00	4,957.41	21,345.17
b	Purchase of stock-in-trade	3,544.11	417.60	760.52	2,255.25
c	Changes in inventories of finished goods, work-in-progress and stock-in-trade	(28.47)	(868.44)	820.32	1,428.79
d	Employee benefits expense	2,547.86	1,353.18	1,725.91	6,621.80
e	Finance Cost	120.94	337.74	287.20	1,363.33
f	Depreciation, and amortisation expense	412.58	354.87	448.23	1,630.76
g	Other expenses	3,185.88	1,488.39	2,554.05	8,726.91
	Total Expenses	21,044.48	6,437.34	11,553.64	43,372.01
3	Total Profit / (Loss) before exceptional and tax (1-2)	4,154.11	(279.63)	1,704.85	5,771.15
4	Exceptional Items				
5	Total Profit / (Loss) Before Tax	4,154.11	(279.63)	1,704.85	5,771.15
6	Tax expense				
	Current Tax	1,056.00	-	805.01	1,719.82
	Deferred Tax	(22.59)	(136.32)	187.31	201.14
	Short/ (excess) Tax Provision of Earlier Years	-	-	(574.51)	(572.97)
	Total Tax Expenses	1,033.41	(136.32)	417.81	1,347.99
7	Net Profit/(Loss) for the period from continuing operations	3,120.70	(143.31)	1,287.04	4,423.16
8	Total Profit (Loss) for period	3,120.70	(143.31)	1,287.04	4,423.16
9	Other Comprehensive Income (OCI)				
	Items that will not be reclassified to profit and loss	-	-	38.51	38.51
	Less: Income tax relating to items that will not be reclassified to profit or (loss)	-	-	(11.41)	(11.41)
	Other Comprehensive Income / loss (net of taxes)	-	-	27.10	27.10
10	Total Comprehensive Income	3,120.70	(143.31)	1,314.14	4,450.26
11	Reserves				16,374.20
12	Details of Equity Share Capital				
	Paid-up equity share capital	969.45	969.45	969.45	969.45
	Face Value of equity share capital (Rs.)	1.00	1.00	1.00	1.00
13	Earning per equity share				
i	Basic earnings/(loss) per share from continuing and discontinued operations	3.22	(0.15)	1.33	4.56
ii	Diluted earnings/(loss) per share from continuing and discontinued operations	3.22	(0.15)	1.33	4.56

Notes:

- The above financial results have been prepared in accordance with the Companies (Indian Accounting Standards), Rules, 2015 (Ind AS) as amended, prescribed under section 133 of companies Act, 2013, read with rules issued thereunder.
- The above Results for the quarter ended June 30, 2021 have been reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on August 11, 2021. The Statutory Auditors have carried out limited review of the results for quarter ended June 30, 2021.
- The Company's business activity falls within a single operating segment i.e. Pharmaceuticals.
- Pursuant to the sanction of the Scheme of Amalgamation of Gufic Lifesciences Private Limited ("Transferor Company") with the Company and their respective shareholders and creditors by the Hon'ble National Company Law Tribunal, Mumbai bench and Ahmedabad bench, the Board of Directors at its Meeting held on June 04, 2021 allotted 1,91,14,506 Equity Shares of Re. 1/- each of the Company to the Shareholders of the Transferor Company. The Company have received listing approval from National Stock Exchange of India Limited ("NSE") on July 22, 2021 and approval from BSE Limited ("BSE") is awaited. On receipt of listing approval from BSE, the Company shall apply for trading approval to BSE and NSE, within the stipulated timeframe.
- Previous year figures have been regrouped / reclassified, wherever necessary.

FOR GUFIC BIOSCIENCES LIMITED


PRAVIN J. COOKSI
CEO & WHOLE TIME DIRECTOR
DIN : 00001731



PLACE : MUMBAI
DATE : 11/08/2021



MITTAL AGARWAL & COMPANY

CHARTERED ACCOUNTANTS

Limited Review Report on the Unaudited Quarterly Financial Results of the Company Pursuant to Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, as amended

Review Report to
The Board of Directors
Gufic Biosciences Limited

- 1) We have reviewed the accompanying statement of Unaudited Financial Results of **Gufic Biosciences Limited** (the "Company") for the quarter ended 30 June 2021 (the "Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
- 2) This Statement, which is the responsibility of the Company's management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to issue a report on the Statement based on our review.
- 3) We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit, and accordingly, we do not express an audit opinion.

Emphasis of Matter

- 4) The Board of Directors of the Company at its Board meeting held on 25 March 2019 approved the Scheme of Amalgamation of Gufic Lifesciences Private Limited ("Transferor Company") with the Company and their respective shareholders and creditors ("Scheme"), subject to sanction of the regulatory authorities. The Company has received approval from all the regulatory authorities to give effect to the said scheme of merger considering 01 January 2019 as date of merger. Further, to give accounting effect of the merger in the financial results, all the corresponding published figures for the quarter ended 30 June 2020 have been accordingly restated.

Attention is drawn to the fact that the comparative financial information to the extent it relates to the Transferor Company for corresponding quarter ended 30 June 2020 as reported in the financial results have been certified by the Management and were not subjected to our review.

Our opinion is not modified in respect of the above matter.

- 5) Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.





MITTAL AGARWAL & COMPANY

CHARTERED ACCOUNTANTS

- 6) The comparative financial information of the Company for corresponding quarter ended 30 June 2020 (excluding the comparative financial information for corresponding quarter ended 30 June 2020 to the extent it relates to the Transferor Company) was reviewed by the predecessor who expressed an unmodified opinion on the financial information for the quarter ended 30 June 2020 on 14 September 2020.

For Mittal Agarwal & Company
Chartered Accountants
(Firm Registration No. 131025W)



Piyush Agarwal
Partner

Membership No. 135505

Place: Mumbai
Dated: 11/08/2021
UDIN: 21135505AAAADS9967

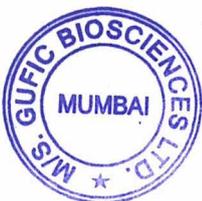
GUFIC BIOSCIENCES LIMITED

MANAGEMENT REPORT

After the Unlock phase that was initiated from June 2020 continued till March 2021, India saw a deadly second wave from April 2021 onwards. Gufic endeavored its level best to serve the nation and its people through lifesaving and affordable medicines. Moreover, through the contact manufacturing division, Gufic ensured the availability of COVID drugs and all medicines for the deadly black fungus. This time the lockdown was not as severe as the previous year; hence, Gufic's natural business also progressed and scaled new heights.

India:

- The MAT ranking of Gufic has continued its progression from March 21 till June 2021 by reaching a rank of 74 (June MAT 2021) from 92 (March MAT 2021) and Gufic has emerged as the 4th fastest growing company amongst the Top 100 pharma companies in India (source: - ORG IMS).
- Criticare division via brands like Immunocin alpha (Immuno-modulator), Doxific (Antibacterial/Antiviral), Ulinafic (Sepsis Management), Guficap (Antifungal) and Gufisome (Antifungal – Black fungus) have contributed towards the domestic sales rise.
- Healthcare division via the brands of Immunocin (Herbal Immunity Booster) and Goviro (Herbal Antiviral) has created a niche in the market.
- Spark division too has started the year on target with the brand Gufidox (Antibacterial)
- Other basket products like Lomocare & Gufinox (Management of Clots) and Amphofic (Black-Fungus) also aided the growth.
- Feticare and Aesthaderm faced a challenge in the lock down and second wave of COVID-19 as these therapies took a back seat. Stunnox has been one of the most successful launches in the division and the brand has carved its niche in the Aesthetic Dermatology segment. The safety and efficacy of the product is excellent and well accepted. We are confident that the future prospects of Stunnox (Type E Injection and Topical formulations) will be successful game changers in the segment of Aesthetic Dermatology.
- As the unlock trend continues, we foresee that the Infertility business will gradually open-up, our major strategy in the Infertility business is to build brands in Hormone category and focus on NDDS offering with the help of Pre-Filled Syringes (PFS)
- We have recently introduced a division to focus on the growing Orthopedic and Gynecological Segments with products spread across segments like Pain, Infection, Pregnancy & Lactation and Bone & Muscle Health. The division aims to build specific specialty focus with differentiated brands that have a long-term prescription profile.
- We have one of the largest market share in Boswellia Serrata based products through our flagship brand "Sallaki", which is part of our mass market product portfolio. We have re-aligned our business strategy for the division by planning the launch of specific new extensions to Sallaki in Pain Management. We have on-boarded new Leadership team to catalyze the business strategy.



Exports:

- Exports took a hit in this quarter due to the unprecedented Indian patient need and Gufic being one of the largest manufacturers in the world for Antifungal, Antibacterial, Antiviral and other lifesaving drugs, we committed our total capacities to the Indian market demand in order to service our domestic healthcare system.
- Europe, South East Asia, Africa and South America orders were deprioritized. However, with ease of Indian demand, we will be catering to the order build up in the 2nd quarter.
- We have received the marketing authorization for Vancomycin Inj 500mg / 1000mg from Malaysia and Pantoprazole Inj 40mg & Vancomycin Inj 500mg / 1000mg from Canada.
- Our patented formulation of Tigecycline Inj 50mg received marketing authorization from Russia & South Africa. With this Tigecycline Inj is now registered in 3 Regulated markets. We have also received marketing authorization for Teicoplanin Inj 200mg / 400mg from Germany

Contract Manufacturing:

- The high growth in contract manufacturing business has been driven by manufacturing of Remdesivir Inj. and Liposomal Amphotericin-B Inj. which were used in COVID-19 as Antiviral and Anti-fungal respectively.

API:

- To accelerate the API Research & Development, we started a fully equipped state-of-the-art R&D center in Navsari-Gujarat with a dedicated team of scientists. The API R&D activities are focused on developing non-infringing, novel, cost-effective and scalable chemical process for APIs, Peptides and Cyclopeptides. The APIs developed are mainly used for in-house formulation development and some of the APIs may be offered for sale in domestic and global markets. Currently our API R&D is developing molecules in various therapeutic category like: Antifungal, Anticoagulant, Tetracycline-Antibiotics, Progestin, Beta-3-adrenergic agonists, Antidiabetic and Cyclopeptides.
- We foresee the API business to continue the targeted growth with increase of pipeline and leased outsourced facilities.

Pipeline:

- Apart from the candidates of D-29, O-26, IS-6, Stunnox TO and TE, Gufic has invested a lot in the first quarter in raw material, development, validation and dossier preparation for certain new molecules which should have short term and long term significance in these testing times of pandemic and beyond.

Date: 11.8.2021
Place: Mumbai

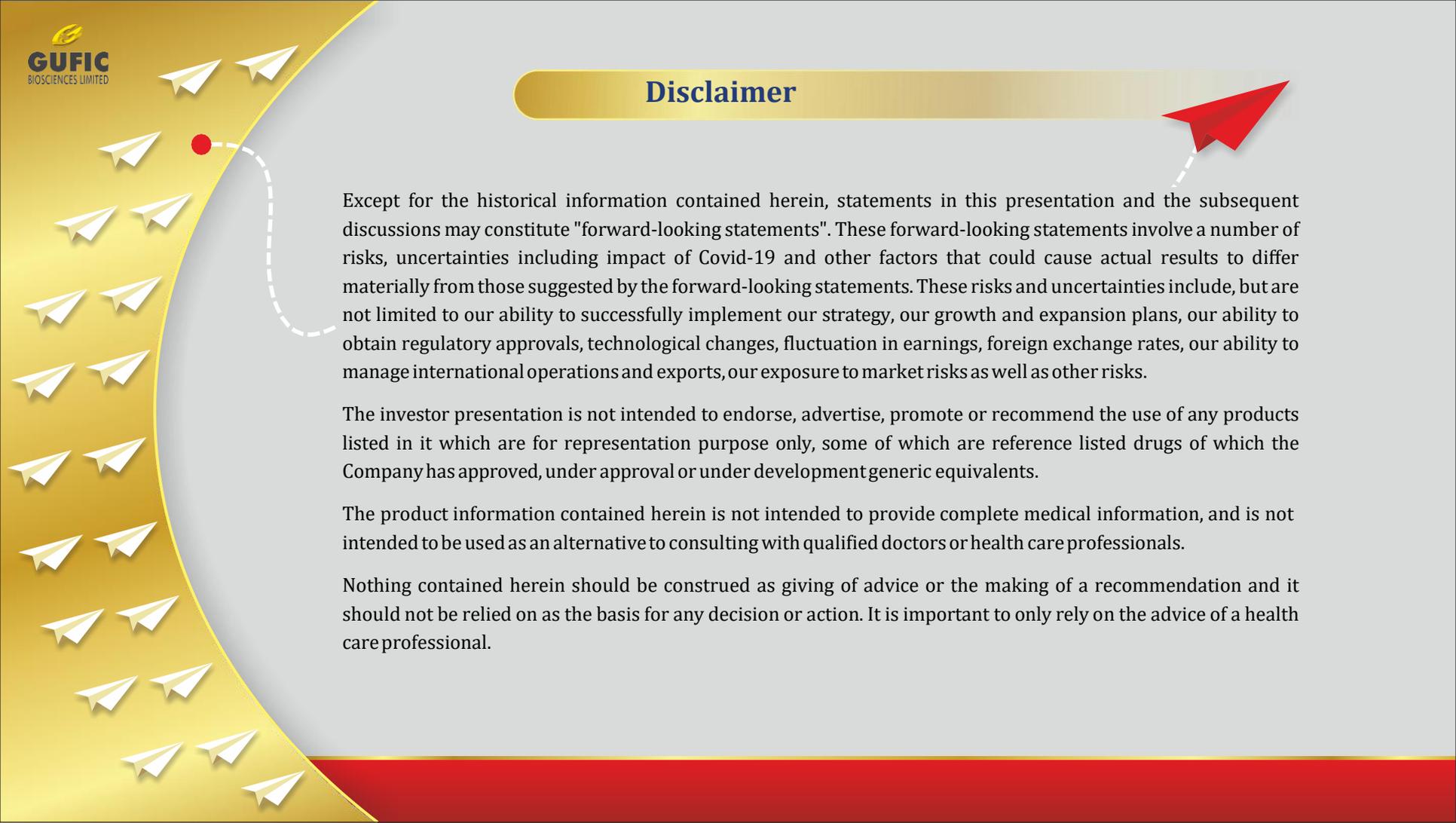




Delivering Care & Cure

Gufic moving in the right direction

Disclaimer



Except for the historical information contained herein, statements in this presentation and the subsequent discussions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties including impact of Covid-19 and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, our ability to obtain regulatory approvals, technological changes, fluctuation in earnings, foreign exchange rates, our ability to manage international operations and exports, our exposure to market risks as well as other risks.

The investor presentation is not intended to endorse, advertise, promote or recommend the use of any products listed in it which are for representation purpose only, some of which are reference listed drugs of which the Company has approved, under approval or under development generic equivalents.

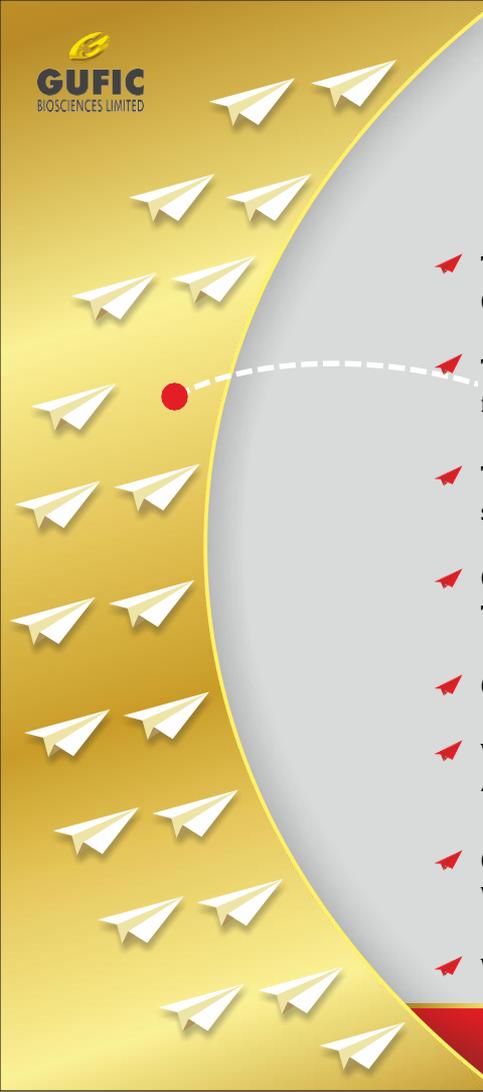
The product information contained herein is not intended to provide complete medical information, and is not intended to be used as an alternative to consulting with qualified doctors or health care professionals.

Nothing contained herein should be construed as giving of advice or the making of a recommendation and it should not be relied on as the basis for any decision or action. It is important to only rely on the advice of a health care professional.

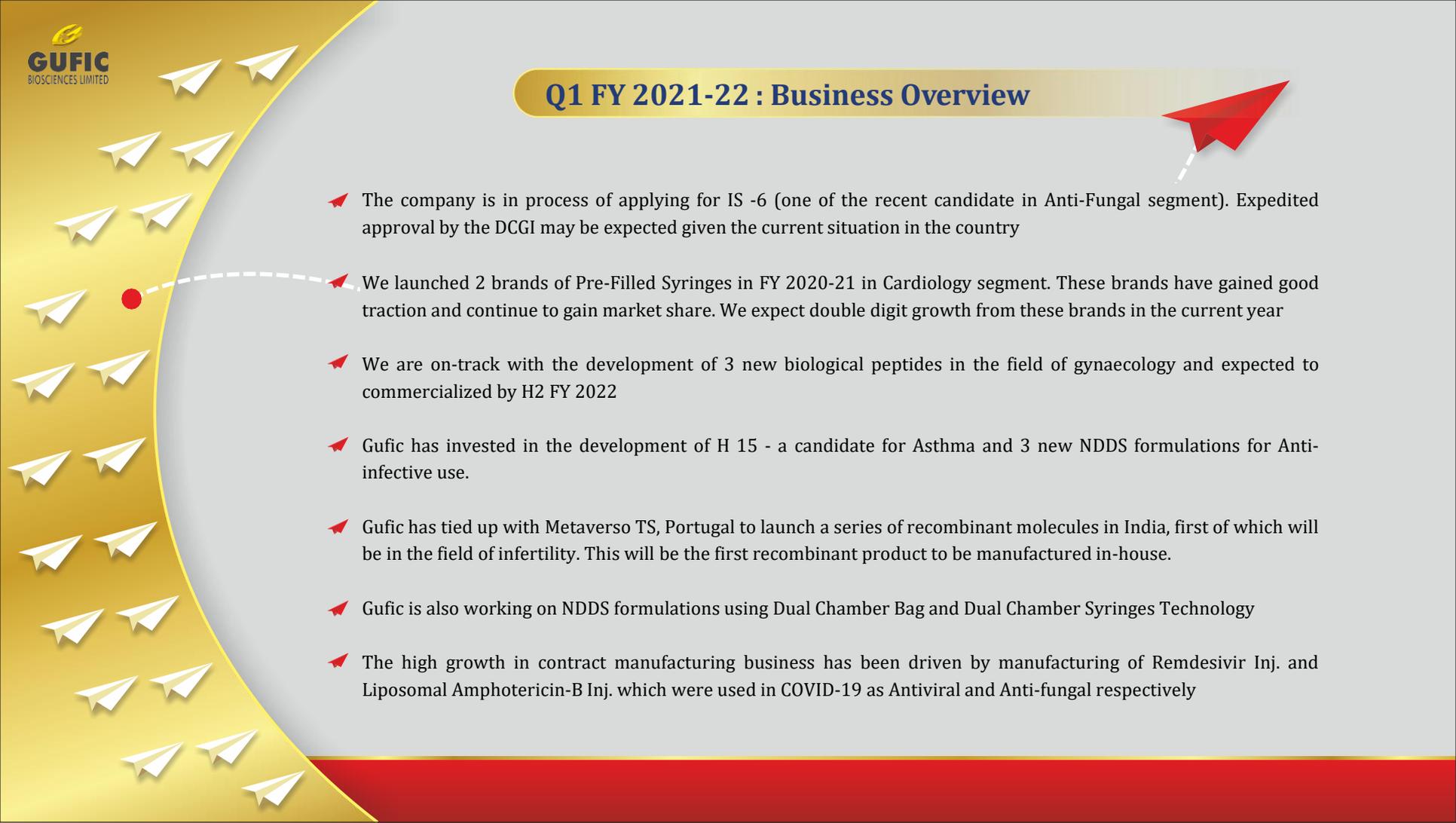
Q1 FY 2021-22 : Business Overview

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- As per IQVIA June 2021 MAT dataset, we are the 4th fastest growing company amongst the top 100 companies of Indian Pharma Market
 - Due to the 2nd wave of Covid-19 pandemic and critical issue of Black Fungus, the Critical Care product portfolio continued its unprecedented growth.
 - Immunocin Alpha (Thymosin Alpha-1) trial data for Covid-19 has been submitted to DCGI and is under review
 - Launch of Aesthaderm in January 2021 augmented our growth. Stunnox - one of the most successful launches in the division has carved its niche in the Aesthetic Dermatology segment. Safety and efficacy of the product is excellent and well accepted. We are confident that the future prospects of Stunnox (Type E Injection and Topical formulations) will be successful game changers in the segment of Aesthetic Dermatology.
 - As the unlock trend continues, the Infertility business will gradually open-up, our strategy in the Infertility business is to build brands in Hormone category and focus on NDDS offering with the help of Pre-Filled Syringes (PFS)
 - We have recently introduced Stellar Division to focus on Orthopedic and Gynaecological Segments with products spread across segments like Pain, Infection, Pregnancy & Lactation and Bone & Muscle Health.
 - Sallaki, Our flagship brand of Boswellia Serrata with highest Market Share in it's category, is a part of our mass market portfolio. Our business strategy for the mass market is re-aligned by planning several new extensions of Sallaki in Pain Management. We have on-boarded a new Leadership team to catalyse the business strategy.

Q1 FY 2021-22 : Business Overview

- 
- 
- To accelerate the API Research & Development, we started a fully equipped state-of-the-art R & D centre in Navsari-Gujarat with a dedicated team of scientists.
 - The API R&D activities are focused on developing non-infringing, novel, cost-effective and scalable chemical process for APIs, Peptides and Cyclopeptides.
 - The APIs developed are mainly used for in-house formulation development and some of the APIs may be offered for sale in domestic and global markets.
 - Currently our API R&D is developing molecules in various therapeutic category like: Antifungal, Anticoagulant, Tetracycline-Antibiotics, Progestin, Beta-3-adrenergic agonists, Antidiabetic, Cyclopeptide
 - Overall our Exports were driven by sales in Germany, Portugal, Myanmar, Sri Lanka, Colombia and Philippines
 - We have received the marketing authorization for Vancomycin 500mg / 1000mg from Malaysia and Pantoprazole 4mg Inj & Vancomycin 500mg / 1000mg Inj from Canada
 - Our patented formulation of Tigecycline 50mg Inj received marketing authorization from Russia & South Africa. With this Tigecycline is now registered in 3 Regulated markets
 - We have also received marketing authorization for Teicoplanin 200mg / 400mg Inj from Germany

Q1 FY 2021-22 : Business Overview

- 
- The company is in process of applying for IS -6 (one of the recent candidate in Anti-Fungal segment). Expedited approval by the DCGI may be expected given the current situation in the country
 - We launched 2 brands of Pre-Filled Syringes in FY 2020-21 in Cardiology segment. These brands have gained good traction and continue to gain market share. We expect double digit growth from these brands in the current year
 - We are on-track with the development of 3 new biological peptides in the field of gynaecology and expected to commercialized by H2 FY 2022
 - Gufic has invested in the development of H 15 - a candidate for Asthma and 3 new NDDS formulations for Anti-infective use.
 - Gufic has tied up with Metaverso TS, Portugal to launch a series of recombinant molecules in India, first of which will be in the field of infertility. This will be the first recombinant product to be manufactured in-house.
 - Gufic is also working on NDDS formulations using Dual Chamber Bag and Dual Chamber Syringes Technology
 - The high growth in contract manufacturing business has been driven by manufacturing of Remdesivir Inj. and Liposomal Amphotericin-B Inj. which were used in COVID-19 as Antiviral and Anti-fungal respectively

Moving in the right direction... to create healthy lives !



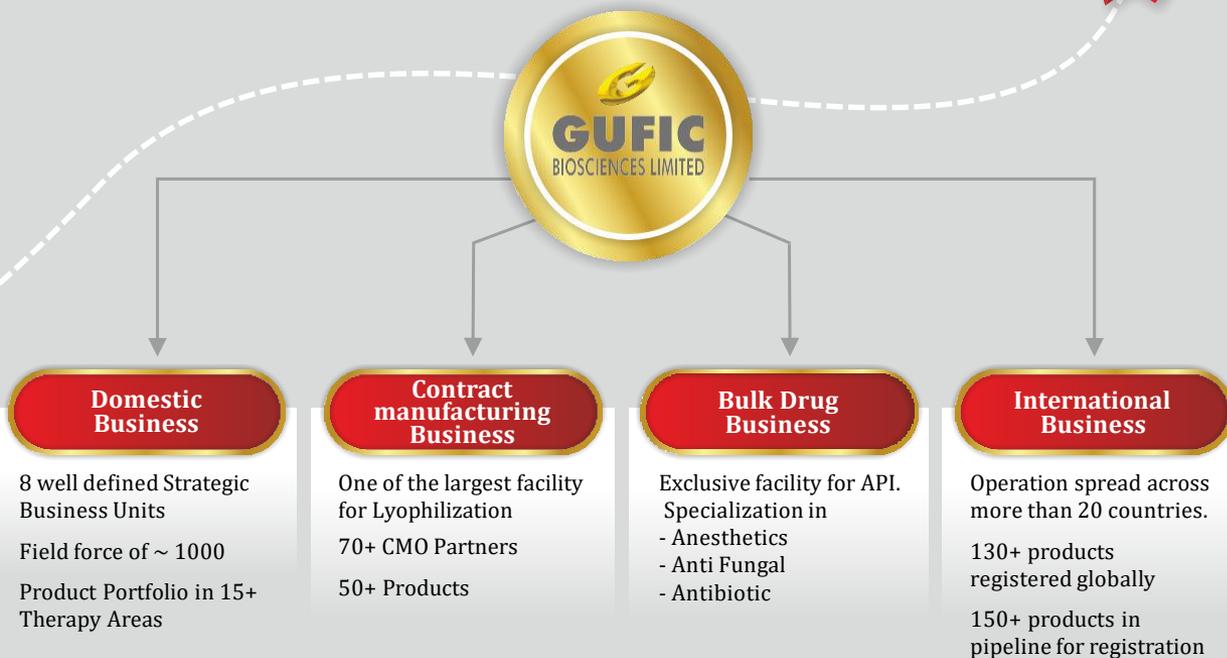
- **Gufic** is research based pharmaceutical company, recognized for its innovative, high-quality Pharmaceuticals, Nutraceuticals, Natural / Herbal products.
- **Gufic** is the 4th fastest growing company among the top 100 pharma companies in India
- **Gufic** is one of largest manufacturers of Lyophilized injection in India with a wide range of products in various therapy areas.
- The Ranking progression as per IQVIA is

Company	Rank 2018	Rank 2019	Rank 2020	Rank 2021
GUFIC	102 (Apr 2018)	94 (Apr 2019)	94 (June 2020)	74 (June 2021)

Source : IQVIA Apr-18, Apr-19, Jun-20, Jun-21



Our broad Business Structure



Moving in the right direction...with a well defined business structure

World Class Manufacturing Infrastructure

Gufic Biosciences Ltd

Unit-I

Botulinum Toxin facility

Natural Products
(Topical/Liquid)

Lyophilized/powder
injectables facility

API facility

- CAPACITY**
- Lyophilized – 18 million(mn) vials per annum(p.a.)
 - Ampoule – 12 mn p.a.
 - Ointment – 6 mn tubes p.a.
 - Lotion – 6 mn bottles p.a.
 - Syrup – 6 mn bottles p.a.
 - PFS – 2.8 mn PFS p.a.

CERTIFICATIONS

WHO GMP, Philippines BFAD, Nigeria NAFDAC, Cambodia MOH, Kenya PPB, Ethiopia FMHACA, Thailand MOH, Srilanka NMRA

Unit-II

Lyophilized injectables facility

Capability to manufacture
Liposomal Amphotericin-B
and Depot Injections

- Lyophilized–30 million(mn) vials per annum (p.a.)
- PFS – 30 mn PFS p.a

EU GMP (Hungary), ANVISA Brazil, Russian GMP, Health Canada, Ukraine GMP, Australia TGA, Colombia INVIMA, WHO GMP, Uganda NDA, SAHPRA South Africa

Gufic - Vadodara

Sanitary Napkins facility

- Sanitary Napkins- 8.4 mn per annum (p.a)



Gufic - Belgaum

Natural products facility

- 60 mn capsules p.a
- 3.6 mn powder p.a



Moving in the right direction... to scale-up the manufacturing facility

Upcoming World Class Manufacturing Infrastructure

Gufic Biosciences Ltd

Unit-III

Lyophilized injectables facility

Capability to cater regulated markets such as US & EU

- CAPACITY**
- Lyophilized – 36 mn vials per annum (p.a.)
 - PFS – 15 mn (p.a.)
 - Liquid Injections – 60 mn units p.a



Unit-IV

Penem Block

Carbapenems (Lyophilized / Dry Powder Inj / Oral Solids / Dual Chamber Bags

- Lyophilized – 3 mn vials per annum(p.a.)
- Oral Solids – 30 mn (Tab/Cap) p.a
- Dual Chamber Bags – 24 mn IV bags
- Dry Powder Inj – 30 mn Vials.



Moving in the right direction... to scale-up the manufacturing facility

Gufic Biosciences Manufacturing Facility

- **Gufic Biosciences Ltd** is a WHO GMP, EU GMP, ANVISA Brazil, Russian GMP, Health Canada, Ukraine GMP, Australia TGA, Colombia INVIMA, Uganda NDA and SAHPRA South Africa approved company with a total capacity of 30 million lyophilized vials per annum.
- Product portfolio includes Antibiotic, Antifungal, Cardiac, Antiviral and proton-pump inhibitor segments
- Exporting – Teicoplanin, Vancomycin, Clarithromycin, Azithromycin, Omeprazole, Pantoprazole and Rifampicin injection to EU countries.



Botulinum Toxin Facility

Gufic has built a state - of - the - art manufacturing facility for Botulinum Toxin in Navsari, India.

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.



Expanding our Geographical Reach

PRESENCE IN STRATEGIC LOCATIONS ACROSS THE GLOBE

Our operations is spread pan- India and 20+ countries worldwide



▶ 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
- OMINICAN • 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

EXISTING PRESENCE MAP NOT TO SCALE

Moving in the right direction... to Explore the International Business

Consolidating our India Business

India Business

Pan - India Presence in multiple Therapy Areas



Doctor reach : Over 1,20,000
Prescribers : 30,000
Retail reach : 1,10,000
Hospital Coverage : 80 % of Tertiary care, Key Account Manager Infrastructure in place Presence in Government Institutions

Moving in the right direction... to build our domestic business

Gufic - Wide-spread Therapy Presence

Product offerings in Multiple therapy areas across the pharmaceutical market

Anti-Infectives

Anti Fungal

Blood Related

Gastrointestinal

Women Health

Hormones

Respiratory

Osteoporosis

Arthritis

Dermo-Cosmetics

Pain Management

Wound Care

Hepatoprotectives

Immunity

Infertility

Portfolio of over 100 products and 200 SKUs

Venturing into new futuristic therapy areas like- Biologicals and Immuno-Oncology

Moving in the right direction... in wide spread Therapy areas

Gufic - Our strong Partnership and licensing deals



**Prime
Bio**

Therapy area: Toxins - Strain transfer, Tech-transfer, formulation development and manufacturing at Gufic



CinnaGen

Therapy area: Infertility
Tech-transfer and Clinical development(Phase-III) of the product at Gufic



**LUCASMEYER
COSMETICS**

Therapy area: Dermo-cosmetics
Technical collaboration and Product Development



BrightGene
博 瑞 生 物

Therapy area: Recombinant products and Anti-Infectives
Collaboration on several API to develop new product

Gufic believes in long-term mutually beneficial partnership based on several business models

- Ready to market
- Tech-transfer
- API and formulation development
- Profit sharing / Royalty

Moving in the right direction... With strong growth oriented Licensing deals

Extensive Sales, Distribution & IT Infrastructure in India

2 Central Warehouses

23 C&F Agents

1200 Plus Stockists

1000 + Field Force

- Pan India Presence with a field force > 1000+
- Two central warehouse located in North-Delhi & West-Bhiwandi
- 23 Carrying & Forwarding agents across India
- 1200 Stockists for effective distribution across India.
- Retail coverage of more than 1,10,000 retailer.

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



GUFIC - Expanding Our credibility In the CMO Business

Our Esteemed Partners



We offer CMO services for India and Global markets:

- ✔ Reliable CMO service for quality products over a decade
- ✔ 70 + Companies
- ✔ 150 + Products across multiple therapy areas
- ✔ One of the Largest supplier of formulations-Doxycycline, Tigecycline, Gonadotropins, Liposomal Amphotericin-B, Micafungin, Remdesivir

Moving in the right direction... as reliable CMO partners

Our robust R & D and Clinical team to augment growth

R&D

State-of-the-art R&D Facility located in Navsari, Gujarat with expertise in

- Formulation Development
- Technology-Transfer
- API Development



Patents in various therapy areas

- Granted : 5
- Filed : 4

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

Capabilities to take Synthetic and Biological Projects across Phase II and Phase III clinical trials



Projects in various Clinical Phases

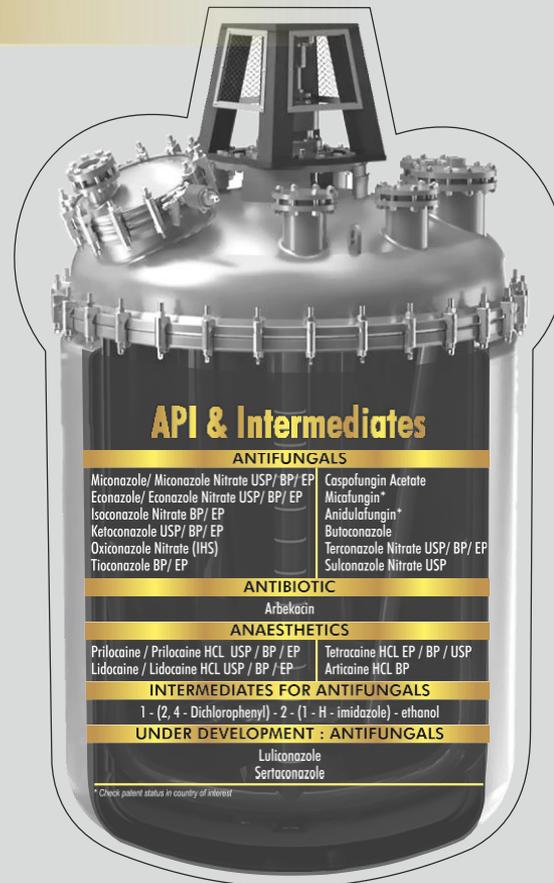
- On-going : 5
- Pipeline : 12

Pharmacovigilance Team

Moving in the right direction... to create future markets

Building our 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



Moving in the right direction... to create API capabilities

Gufic - Our Strategic Growth Levers



Strategic Growth levers

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

International Business

- Expand our presence in regulated markets such as US & EU
- Gradually commercialize the pipeline products
- Explore newer geographical locations

CMO Business

- Scale - up the manufacturing capacity
- Consolidation of the clients - offer more products to existing clients
- Expand the customer base
- New product offerings

Moving in the right direction to boost future growth

Financial Highlights - FY 2020-21

Amt in Lacs

Particulars	Q1 FY22	Q4 FY21	QoQ (%)	Q1 FY21
Revenue from Operation	25,075.8	13192.9		6,079.7
Other Income	122.8	65.6		78.1
Total Revenue	25,198.6	13,258.5	90%	6,157.7
Cost of Goods sold	14,777.2	6538.3		2,903.2
Employee Benefit Expenses	2,547.9	1725.9		1,353.2
Other operating expenses	3,185.9	2554.1		1,488.4
EBITDA	4,687.6	2,440.3	92%	413.0
EBITDA Margin %	18.69%	18.50%		
Depreciation and Amortisation	412.6	448.2		354.9
Finance Cost	120.9	287.2		337.7
Tax	1,033.4	417.8		-136.3
Profit after Tax	3,120.7	1,287.0	142%	-143.3
PAT Margin %	12.45%	9.76%		-2.36%

Corporate Citizenship

COMMUNITY HEALTHCARE, SANITATION AND HYGIENE

- Assist people living in areas having inadequate medical facilities to get medical assistance
- Provide free sanitary napkins for under privileged women
- Provide world class medicines at cost price for 2500 patients annually

EDUCATION, KNOWLEDGE AND RESEARCH

- Assist underprivileged children to avail education
- Promote sports
- Work with academic institutions and provide access to sophisticated analytical equipment not available with them at zero cost

SOCIAL CARE AND CONCERN

- Generate employment opportunities
- Welfare of victims of natural calamities
- Save the Girl Child campaign

Gufic's strong focus on promoting and supporting the cause of child education has been recognized by Smile Foundation



Certificate of Appreciation

*Smile Foundation
heartily acknowledges and appreciates
the invaluable contribution of*

GUFIC BIOSCIENCES LIMITED

*in promoting and supporting
the cause of child education.*

Sanjeev Dham
Chief Operating Officer
Smile Foundation



Thank You

For any queries, please contact

Avik Das (Investor Relations)

avik.das@guficbio.com

Ami Shah (Compliance Officer)

mgr_legal@guficbio.com

Tel: +91-22-67261000

