

14/LG/SE/FEB/2022/GBSL

9th February, 2022

To
The Manager (CRD)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai – 400 001
Scrip Code : 509079

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

Dear Sirs,

Sub: Outcome of the Board Meeting

Pursuant to the provisions of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”), we would like to inform that the Board of Directors at their meeting held on February 09, 2022 i.e., today, *inter alia* considered and approved the following matters:

1. Un-audited Financial Results of the Company for the quarter and nine months ended December 31, 2021;

In terms of provisions of Regulation 33 of the Listing Regulations, we enclose herewith the following :

- i. Un-Audited Standalone Financial Results for the quarter and nine months ended December 31, 2021;
 - ii. Limited Review Report issued by the Statutory Auditor of the Company on the Un-Audited Financial Results for the quarter and nine months ended December 31, 2021;
 - iii. Investors’ Presentation
2. Formation / Incorporation of a Wholly Owned Subsidiary of the Company in United Kingdom (UK) and Ireland.

The incorporation of the abovementioned wholly owned subsidiaries in UK and Ireland will expand the business opportunities of the Company and get several product registrations in its name in whole of UK and Europe, respectively.



Enclosed herewith are the details required under Regulation 30 of Listing Regulations read with SEBI Circular No. CIR/CFD/CMD/4/2015 dated September 9, 2015.

<p>1. Name of the target entity, details in brief such as size, turnover etc.</p>	<p>Names of the proposed Company:</p> <p>Gufic UK Limited or any other names as may be approved by the competent regulatory authority in UK.</p> <p>Proposed Capital:</p> <p>1000 fully paid up equity shares of 1 Pound each aggregating to 1000 Pounds</p>	<p>Names of the proposed Company :</p> <p>Gufic Ireland Limited or any other names as may be approved by the competent regulatory authority in Ireland.</p> <p>Proposed Capital:</p> <p>1000 fully paid up equity shares of 1 Euro each aggregating to 1000 Euros</p>
<p>2. Whether the acquisition would fall within related party transaction(s) and whether the promoter/promoter group/group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at "arm's length"</p>	<p>The Wholly Owned Subsidiary (WOS) Company once incorporated will be a related party of the Company.</p> <p>Save and except what is mentioned above, the promoter/promoter group/group companies are not interested in the transaction.</p>	<p>The Wholly Owned Subsidiary (WOS) Company once incorporated will be a related party of the Company.</p> <p>Save and except what is mentioned above, the promoter/promoter group/group companies are not interested in the transaction.</p>
<p>3. Industry to which the entity being acquired belongs</p>	<p>Pharmaceuticals</p>	<p>Pharmaceuticals</p>



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

4. Objects and effects of acquisition (including but not limited to, reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity);	The incorporation of WOS in UK would give vast business exposure to the Company in UK.	The incorporation of WOS in Ireland would give vast business exposure to the Company all over Europe.
5. Brief details of any governmental or regulatory approvals required for the acquisition	Not Applicable	Not Applicable
6. Indicative time period for completion of the acquisition;	Not Applicable	Not Applicable
7. Nature of consideration - whether cash consideration or share swap and details of the same;	100% subscription to the share capital in cash	100% subscription to the share capital in cash
8. Cost of acquisition or the price at which the shares are acquired;	Not Applicable	Not Applicable
9. Percentage of shareholding / control acquired and / or number of shares acquired	100 %	100 %
10. Brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years turnover, country in which the acquired entity has presence and any other significant information (in brief);	Not Applicable since the Company is yet to be incorporated.	Not Applicable since the Company is yet to be incorporated.

Necessary updates shall be provided once the proposed companies are incorporated.



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The Board of Directors meeting commenced at 04:00 p.m. and concluded at 7.00 p.m.

Kindly take the same on your record.

Thanking You,

Yours Faithfully,

For Gufic Biosciences Limited



Ami Shah
Company Secretary
Membership No. A39579



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 Unaudited Financial Results for the Quarter and Nine Months Ended December 31, 2021

Sr. No.	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31-Dec-21	30-Sep-21	31-Dec-20	31-Dec-21	31-Dec-20	31-Mar-21
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	INCOME						
	a Revenue from operations	17,206.54	19,413.94	16,655.65	61,696.25	35,576.95	48,769.87
	b Other income	153.03	30.50	3.33	306.35	307.72	373.29
	Total Income	17,359.57	19,444.44	16,658.97	62,002.60	35,884.67	49,143.16
2	Expenses						
	a Cost of materials consumed	7,504.09	8,895.08	7,264.25	27,660.75	16,387.76	21,345.17
	b Purchase of stock-in-trade	1,106.02	1,873.17	1,708.81	6,523.30	1,494.73	2,255.25
	c Changes in inventories of finished goods, work-in-progress and stock-in-trade	175.13	(282.09)	393.12	(135.43)	608.47	1,428.79
	d Employee benefits expense	2,070.70	2,011.63	1,861.53	6,630.19	4,895.89	6,621.80
	e Finance cost	103.22	154.87	377.86	379.03	1,076.13	1,363.33
	f Depreciation and amortisation expense	448.41	419.68	322.25	1,280.67	1,182.53	1,630.76
	g Other expenses	3,078.82	3,333.19	2,685.84	9,597.89	6,172.86	8,726.91
	Total Expenses	14,486.39	16,405.54	14,613.67	51,936.40	31,818.37	43,372.01
3	Total Profit before exceptional items and tax (1-2)	2,873.18	3,038.90	2,045.30	10,066.20	4,066.30	5771.15
4	Exceptional items	-	-	-	-	-	-
5	Total Profit Before Tax	2,873.18	3,038.90	2,045.30	10,066.20	4,066.30	5771.15
6	Tax Expense						
	Current tax	727.00	767.00	475.81	2,550.00	914.81	1,719.82
	Deferred tax	42.92	(61.72)	21.47	(41.39)	13.83	201.14
	Short/(excess) tax provision of earlier years	-	-	1.54	-	1.54	(572.97)
	Total Tax Expenses	769.92	705.28	498.82	2,508.61	930.18	1,347.99
7	Total Profit for Period	2,103.26	2,333.62	1,546.48	7,557.59	3,136.12	4,423.16
8	Other Comprehensive Income (OCI)						
	Items that will not be reclassified to profit or loss	-	-	-	-	-	38.51
	Less: Income tax relating to items that will not be reclassified to profit or loss	-	-	-	-	-	(11.41)
	Other Comprehensive Income (net of taxes)	-	-	-	-	-	27.10
9	Total Comprehensive Income	2,103.26	2,333.62	1,546.48	7,557.59	3,136.12	4450.26
10	Reserves						16,374.20
11	Details of Equity Share Capital						
	Paid-up equity share capital	969.45	969.45	969.45	969.45	969.45	969.45
	Face value of equity share capital (Rs.)	1.00	1.00	1.00	1.00	1.00	1.00
12	Earning Per Equity Share						
	i Basic earnings per share from continuing and discontinued operations	2.17	2.41	1.60	7.80	3.23	4.56
	ii Diluted earnings per share from continuing and discontinued operations	2.17	2.41	1.60	7.80	3.23	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 December 31, 2021 have been reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on February 09, 2022. The Statutory Auditors have carried out limited review of the results for quarter and nine months ended December 31, 2021.
- The Company's business activity falls within a single operating segment i.e. Pharmaceuticals.
- Previous year/quarters figures have been regrouped/reclassified, wherever necessary.

FOR GUFIC BIOSCIENCES LIMITED

Pranav J. Choksi
PRANAV J. CHOKSI
CEO & WHOLE TIME DIRECTOR
DIN : 00001731



PLACE : MUMBAI
DATE : 09/02/2022

For identification purposes only.

Pranav J. Choksi
09/02/2022



Limited Review Report on the Unaudited Quarterly and Year to Date 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 31 December 2021 and year to date results for the period from 1 April 2021 to 31 December 2021 (the "Statement").
- 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 and nine months ended 31 December 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 and nine months ended 31 December 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.





MITTAL AGARWAL & COMPANY

CHARTERED ACCOUNTANTS

- 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.

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




Piyush Agarwal
Partner

Membership No. 135505

Place: Mumbai
Dated: 09/02/2022
UDIN: 22135505ABAHKV1077



Investor Presentation
February 2022



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Certain statements contained in this presentation that are not statements of historical fact constitute “forward-looking statements.” You can generally identify forward looking statements by terminology such as “aim”, “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “objective”, “goal”, “plan”, “potential”, “project”, “pursue”, “shall”, “should”, “will”, “would”, or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.



Q3 & 9M Financial Highlights



Domestic Branded Business

Domestic Branded Business registered strong performance led by Non-CoVID products

- The Non-CoVID portfolio of Criticare Group has shown strong growth fueled by Penem Portfolio (Doripenem, Ertapenem, Meropenem, Imipenem & Faropenem) and the Anti Fungal portfolio (Miconazole, Caspofungin & Anidulafungin)
- Core Infertility Portfolio has nearly doubled. We have seen healthy growth in this portfolio even when compared to the pre-pandemic period due to certain changes in strategies
- Herbal Products – Launched a new range of Multi-Vitamins which has led to high growth in this segment
- Spark Division – A new product portfolio will be launched under the Cardiac Diabetic Management in Q2 FY23
- Stellar – The division was launched last year, and we are seeing good traction in this segment. We plan to launch 6 to 8 new products in the coming six months
- Aesthaderm – Stunnox has registered strong growth and continues to see positive trends. This would be one of the pillar brands going ahead

Domestic Business Breakup



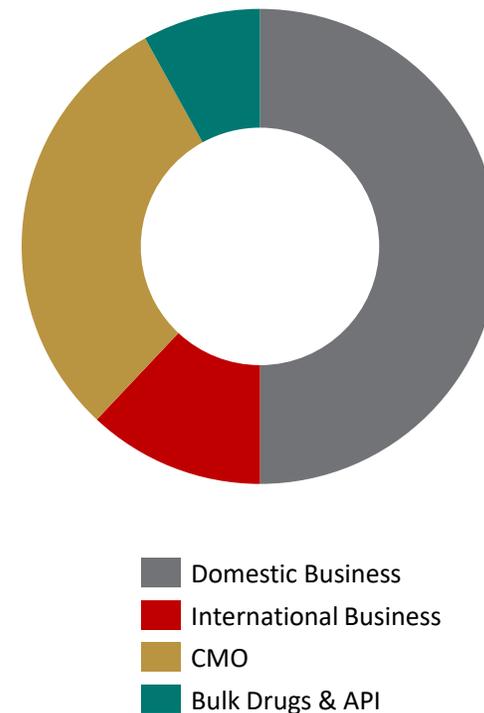
- Critical Care Division
- Infertility Division
- Others



Other Business Divisions

- In the CMO Business, the Company has achieved a strong and sustainable volume growth across multiple therapeutic segments. Our Non CoVID portfolio has grown as our order backlog issue has been addressed. We have seen a high double-digit growth in this business for the CMO Business
- We have seen huge growth in Exports
 - We have commenced exports to regulated markets for molecules such as Vancomycin, Clarithromycin, Teicoplanin, Tigecycline
 - We have received the marketing authorization for Omeprazole Inj from Myanmar, Azithromycin Inj from Kenya, and Daptomycin Inj from Columbia
 - Our patented formulation of Tigecycline Inj received marketing authorization from Russia and Myanmar
 - New approvals received for Brazil, Canada, Myanmar, Nigeria & Columbia markets in Q3FY22
- Update on API Business
 - We have seen growth in the API and Intermediates through our Antifungal and Anesthetics Portfolio
 - We have certain APIs under development which include Antifungal, Peptides, Antibiotics, Anticoagulant, Synthetic Progestin, Antibacterial, and Overactive Bladder which will aid huge growth in this segment

Total Revenue Breakup





Research & Development



▶ 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 adrenergic agonists, Antidiabetic, Cyclopeptides Hormones. These development projects are all progressing in line with the plan.

▶ A new R&D Center has been commissioned at Indore in December 2021 and we are expanding our team at Indore. The new facility is dedicated for development of NDDS, small molecules and Biologicals.

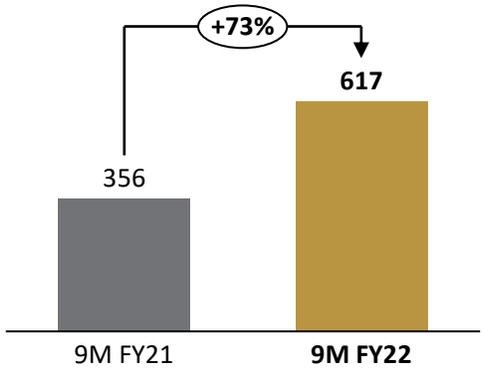
▶ The API R&D facilities are focused on developing non-infringing, novel, cost-effective and scalable chemical processes for APIs.

▶ We have seen a noteworthy progress in development of molecules in therapeutic categories such as Antifungal, Anticoagulant, Tetracycline Antibiotics, Progestin, Beta 3 adrenergic agonists, Antidiabetic, Cyclopeptides Hormones. These development projects are all progressing in line with the plan.

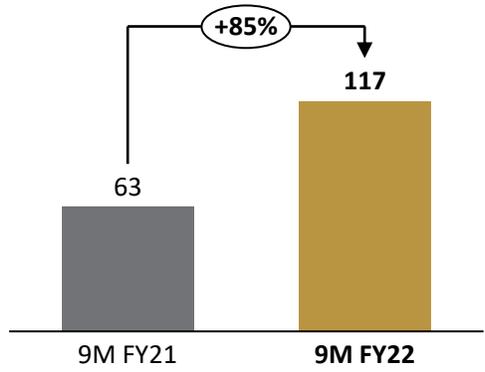


9M FY22 Financial Highlights

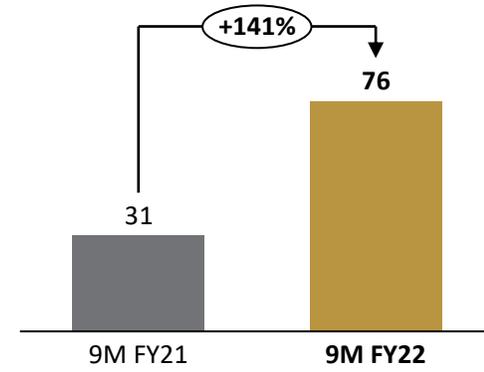
Total Revenue



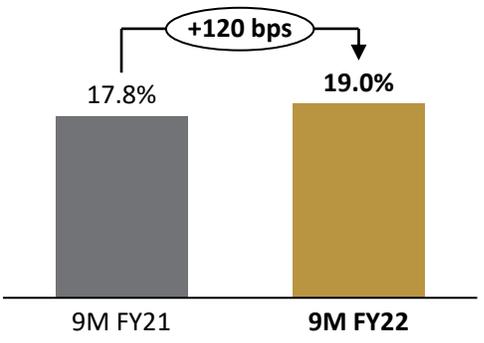
EBITDA



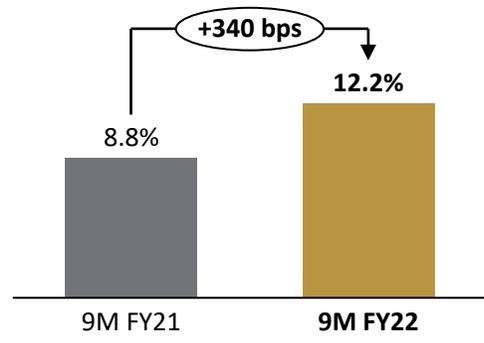
Profit After Tax (PAT)



EBITDA Margins



PAT Margins





Profit & Loss Statement

Particulars (in Rs. Crore)	9M FY22	9M FY21	Y-o-Y	Q3 FY22	Q3 FY21	Y-o-Y
Total Revenue	617.0	355.8	73%	172.1	166.6	3%
EBITDA	117.3	63.2	85%	34.2	27.5	25%
EBITDA Margin %	19.0%	17.8%		19.9%	16.5%	
Profit before Tax	100.7	40.7	148%	28.7	20.5	40%
PBT Margins %	16.3%	11.4%		16.7%	12.3%	
Tax	25.1	9.3	170%	7.7	5.0	54%
Profit After Tax	75.6	31.4	141%	21.0	15.5	36%
PAT Margin %	12.2%	8.8%		12.2%	9.3%	



Company Overview



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

3rd Fastest Growing Company

among the top 100 pharma companies in India

One of
Largest Manufacturers of Lyophilized Injections

In India with a wide range of products in various therapy areas

Ranking progression as per IQVIA
Rank 2021 -

73

Rank 2018 – 95 ; Rank 2019 – 93 ; Rank 2020 - 95

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 – 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



Land Acquisition has been completed and civil work has commenced with machine orders placed



Statutory approvals being taken as and when required



Capex expected to complete as per timelines with no delays

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 | 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



Building API Capabilities

Special Facility dedicated to API

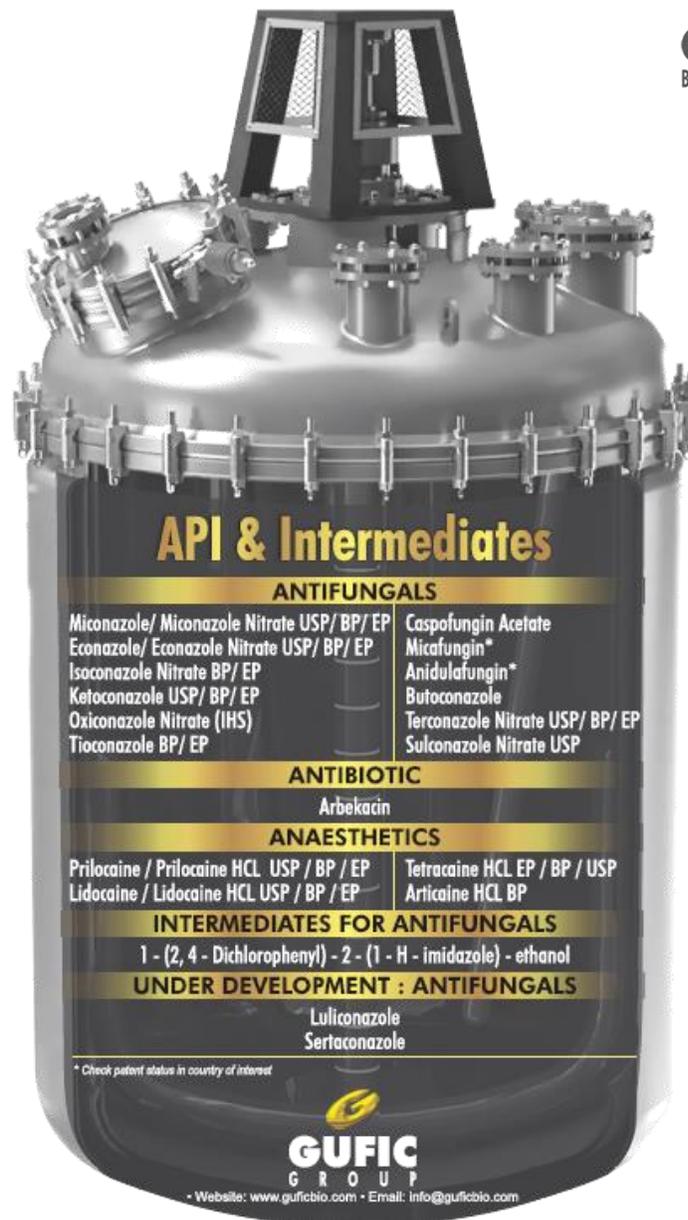
Focused on developing non infringing, novel, cost effective and scalable chemical process for APIs, Peptides and Cyclopeptides

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



Therapy Area: Toxins

Strain transfer, Tech transfer, formulation development and manufacturing at Gufic



Therapy Area: Infertility

Tech transfer and Clinical development(Phase III) of the product at Gufic



Therapy Area: Dermo Cosmetics

Technical collaboration and Product Development



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



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

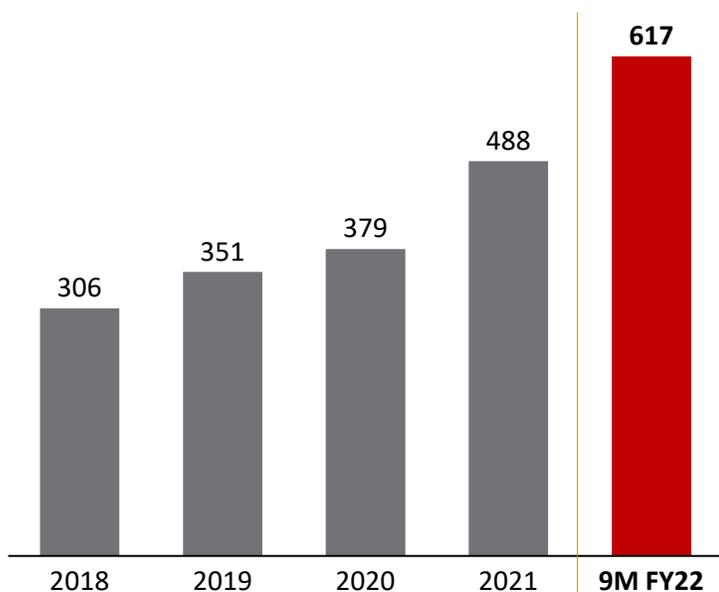


Historical Financials



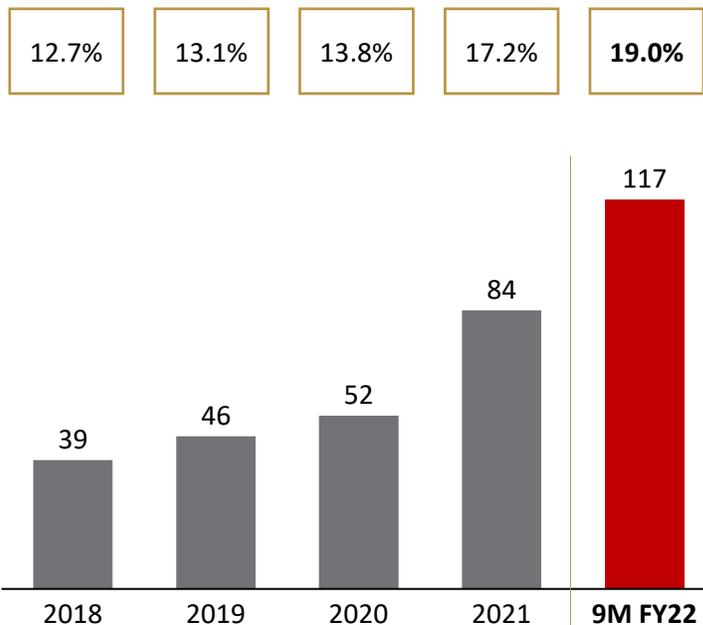
Historical Financials

Total Revenue



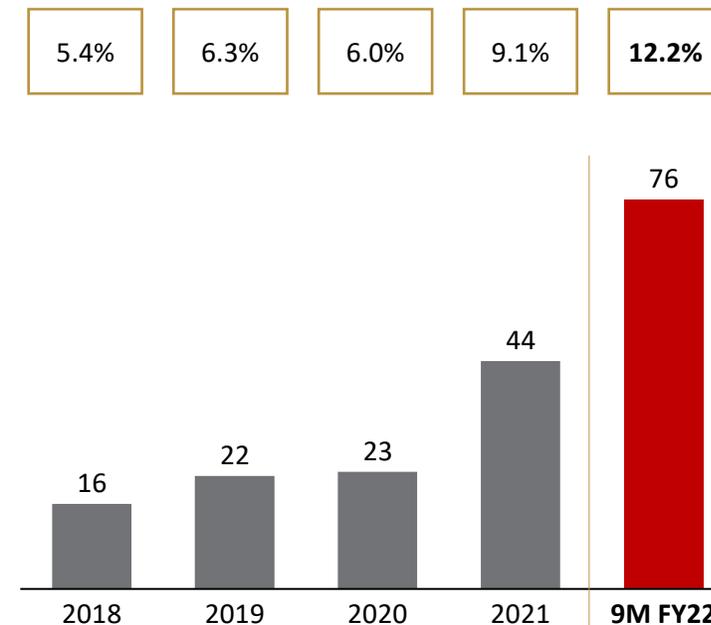
CAGR 17%

EBITDA & EBITDA Margin



CAGR 29%

Profit After Tax & PAT Margin



CAGR 39%



Historical Financials

Particulars (Rs. Crs.)	9M FY22	FY21	FY20	FY19	FY18
Revenue from Operations	617.0	487.7	378.8	350.8	305.6
EBITDA	117.3	83.9	52.1	46.0	38.8
EBITDA Margin %	19.0%	17.2%	13.8%	13.1%	12.7%
Profit before Tax	100.7	57.7	30.1	35.3	30.0
PBT Margin %	16.3%	11.8%	7.9%	10.1%	9.8%
Tax	25.1	13.5	7.4	13.4	13.5
Profit After Tax	75.6	44.2	22.7	21.9	16.5
PAT Margin %	12.2%	9.1%	6.0%	6.3%	5.4%

Historical Balance Sheet (Equity & Liabilities)

EQUITY & LIABILITIES (Rs. Crs.)	Sep-21	Mar-21	Mar-20	Mar-19	Mar-18
Equity Share Capital	9.7	9.7	9.7	7.8	7.8
Other Equity	218.6	163.7	119.6	67.6	46.4
Total Equity	228.3	173.4	129.3	75.3	54.1
Non-Current Liabilities					
Financial Liabilities					
i. Borrowings	30.6	35.4	19.5	11.3	8.3
ii. Other Financial Liabilities	5.0	5.0	4.7	4.7	4.8
iii. Lease Liability	2.1	2.8	6.2	0.0	0.0
Provisions	10.9	10.2	7.9	1.9	2.3
Deferred Tax Liabilities (net)	0.6	1.5	0.0	0.0	0.0
Total Non-Current Liabilities	49.3	55.0	38.4	17.8	15.3
Financial Liabilities					
i. Borrowings	0.0	16.3	93.1	84.7	69.2
ii. Trade Payables					
Total outstanding dues of micro enterprises and small enterprises	2.8	3.9	0.0	0.0	0.0
Total outstanding dues of other than micro enterprises & small enterprises	183.5	107.3	117.1	77.8	76.0
iii. Other Financial Liabilities	18.5	15.3	10.8	11.1	10.1
iv. Lease Liability	2.6	3.4	3.4	0.0	0.0
Provisions	7.7	4.6	6.6	3.4	3.6
Other current Liabilities	12.4	11.3	8.7	5.2	7.1
Current Tax Liabilities (net)	7.0	1.6	0.0	4.2	2.6
Total Current Liabilities	234.5	163.7	239.8	186.3	168.5
TOTAL EQUITY & LIABILITIES	512.0	392.1	407.5	279.5	238.0



Historical Balance Sheet (Assets)

ASSETS (Rs. Crs.)	Sep-21	Mar-21	Mar-20	Mar-19	Mar-18
Non-Current Assets					
Property, plant and equipment	100.0	93.8	72.7	24.1	22.4
Intangible assets	0.4	0.4	0.6	0.4	0.5
Capital work-in-progress	17.4	13.4	30.6	9.6	2.1
Right of use assets	4.4	5.8	9.3	0.0	0.0
Financial Assets					
i. Investments	0.0	0.0	0.0	0.0	0.0
ii. Loans	10.8	11.6	10.3	7.8	2.7
Deferred tax assets (net)	0.0	0.0	0.6	0.7	2.8
Other non-current assets	14.8	6.5	10.1	4.4	9.4
Total Non Current Assets	147.7	131.5	134.2	47.0	39.8
Current Assets					
Inventories	115.5	94.4	122.5	94.3	94.2
Financial Assets					
i. Trade Receivables	142.9	124.5	107.0	103.2	80.8
ii. Cash and cash equivalent	11.7	6.2	4.3	3.7	3.7
iii. Bank balances	61.2	7.0	12.1	3.9	3.8
iv. Loans	0.7	0.3	0.3	0.0	0.0
Other current assets	32.3	28.2	27.2	27.4	15.7
Total Current Assets	364.3	260.6	273.3	232.5	198.2
TOTAL ASSETS	512.0	392.1	407.5	279.5	238.0



Historical Cash Flows

Cash Flow Statement (Rs. Crs.)	Sep-21	FY21	FY20	FY19	FY18
Net Profit Before Tax	54.5	44.2	22.7	21.9	16.5
Adjustments for: Non - Cash Items / Other Investment or Financial Items	28.0	44.3	32.1	26.8	25.6
Operating profit before working capital changes	82.6	88.5	54.8	48.7	42.0
Changes in working capital	40.0	10.0	2.5	-33.5	-30.4
Cash generated from Operations	122.6	98.5	57.2	15.2	11.6
Direct taxes paid (net of refund)	-12.8	-9.4	-10.1	-10.0	-16.4
Net Cash from Operating Activities	109.8	89.1	47.1	5.2	-4.8
Net Cash from Investing Activities	-79.9	-8.5	-42.5	-13.0	-8.8
Net Cash from Financing Activities	-24.3	-78.6	-4.2	7.7	14.4
Net Decrease in Cash and Cash equivalents	5.5	1.9	0.4	-0.1	0.7
Add: Cash & Cash equivalents at the beginning of the period	6.2	4.3	3.9	3.7	3.0
Cash & Cash equivalents at the end of the period	11.7	6.2	4.3	3.7	3.7



GUFIC
G R O U P

THANK YOU

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