GUFIC
BIOSCIENCES LIMITED
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219/LG/SE/AUG/2025/GBSL

August 13, 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 ended June 30, 2025.

Kindly take the same on record.

Thanking You,

Yours truly,

For Gufic Biosciences Limited

Ami Shah

Digitally signed by Ami Shah
Date: 2025.08.13 19:56:37 +05'30'

Ami Shah
Company Secretary & Compliance Officer
Membership No. A39579

Encl.: As above

GUFIC®

Delivering Care & Cure

Investor Presentation

August 2025

Safe Harbor

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BIOSCIENCES LIMITED

Q1 FY26 Business & Financial Highlights

Q1 FY26 Business Highlights

Indore Facility update: From Build to Benchmark – Strategic Ramp-Up of Our World-Class Injectable Facility

We have built one of the most advanced lyophilized injectable facilities, commenced production in October 2024

Designed for **WHO GMP, EU GMP, ANVISA, MHRA, and USFDA** standards, it houses:

- **Lyophilized vials** – 5 million/month
- **Liquid vials** – 6 million/month
- **Ampoules** – 10 million/month

Built for both **domestic and export markets**, it is purpose-engineered for complex injectable manufacturing.

In a highly regulated market, early-stage precision is critical to avoid long-term compliance risk. We are deliberately following a **stepwise qualification approach** to ensure *first-time-right* execution, full global audit readiness, and data-driven scaling.

Timeline of our phased approach

Milestone	Target	Status & Commentary
Installation & Operational Qualification (IQ/OQ)	October 2023	✓ Completed – facility meets WHO GMP, EU GMP, ANVISA, MHRA, USFDA design standards
Performance Qualification (PQ) All Lines & Utilities	Dec 2023 – Jun 2024	✓ Completed with multiple container trials; parameters locked
Media Fills (Aseptic Process Simulations)	Jul 2024 – Oct 2024	✓ Completed for all four lines; sterility validated
Product Permissions from State FDA	Ongoing	145 approvals received to date; more in pipeline
Tech Transfer for existing products from Navsari & Process Validation Batches for initial products	Oct 2024 – ongoing	Completed for lyo - 9, liquid -3, amp -3 products another 8 products ongoing; stability studies in progress
Vendor Audits Indian Pharma Majors	H1-FY26	15 completed, more lined up; CMO contracts commenced
30% Capacity Utilization	FY26	On-track
Global Regulatory Clearance		
EU GMP & UK MHRA	Q1-FY27	🌐 Preparations on track; facility documentation & processes audit-ready
US FDA	FY29	Dates will be triggered by our clients as Gufic will be a pure-play CDMO partner

Capitalized Q3 FY25 → 30% Utilization & Indore EBIDTA Breakeven FY26 → Margin Accretive State FY27

Q1 FY26 Business Highlights

GUFIC BIOSCIENCES LIMITED

Critical Care Division – Q1 FY26 Highlights

Strengthening National Presence:

- Participated in major national conferences (*Best of Brussels, W4C, HICCS*), engaging **1,500+ consultants** across multiple specialties – Intensivists, Infectious Disease Specialists, Nephrologists, Neurologists, Gastroenterologists, and Transplant Surgeons.
- Used these platforms to share real-world evidence, highlight latest clinical updates, and position Gufic as a trusted hospital partner.

Driving Therapy Leadership:

Conducted **110+ scientific meetings** involving **200+ Key Opinion Leaders** as speakers, panellists, and moderators.

Focus Areas:

- *Invasive Fungal Disease* – 32 meetings to strengthen diagnosis and management protocols.
- *Antimicrobial Stewardship* – 7 programs promoting rational antibiotic use.
- *Sepsis Management* – 12+ meetings on immunomodulator use and positioning in critical care.

Portfolio Expansion & Strategic Launches:

- Introduced **Ceftriaxone + EDTA + Sulbactam** targeting MDR Gram-negative bacterial infections, launched immediately after patent expiry.
- **Target Segment:** Intensivists and Consulting Physicians in tertiary and secondary care centers.
- **Positioning:** Marketed as a *Meropenem/Colistin sparer* with superior spectrum versus plain Ceftriaxone and Ceftriaxone+Sulbactam, aimed at reducing resistance escalation.

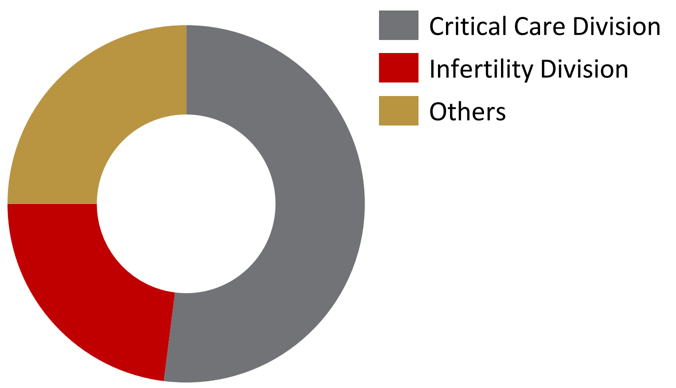
Q1 FY26 Business Highlights

GUFIC BIOSCIENCES LIMITED

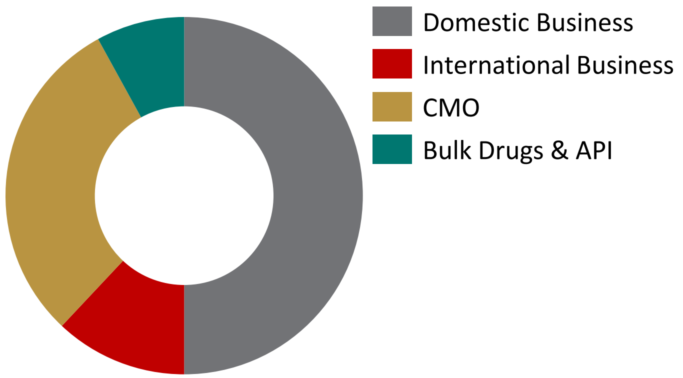
Criticare's pipeline of products that address key therapeutic gaps and are complex to manufacture

Drug Class	Unique Advantages	Complexity in Manufacturing
Novel β-lactam/β-lactamase Inhibitor Combo	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.
Advanced Carbapenem Combination	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.
Next-Generation Echinocandin	Improved dosing interval and effectiveness against Candida and Aspergillus species in systemic infections.	Manufacturing complexity due to novel structure requiring stringent stability controls to prevent degradation and ensure high bioavailability.
Broad-Spectrum Tetracycline Derivative	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.
Acid-Stable Fluoroquinolone	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.
Siderophore-Cephalosporin	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.
Respiratory-Targeted Fluoroquinolone	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



Q1 FY26 Business Highlights

GUFIC BIOSCIENCES LIMITED

Sparsh Division – Q1 FY26:

Leadership Transition to Drive Strategic Growth:

- Appointed **Mr. Rajesh Kaul** as Division Head — bringing extensive experience from senior roles at Mankind Pharma, Wockhardt, Sun Pharma, Alkem, Aristo, and Zydus Healthcare.
- Way ahead: Increase strategic penetration, strengthen market coverage, and accelerate growth in high-opportunity hospital segments.

Product Launches & Pipeline:

- **Upcoming:** Contrast Media pan India launch in pipeline — expected to strengthen corporate positioning and contribute meaningfully to sales.
- **In Development:** Advanced critical care products, including Albumin and other next-gen formulations, progressing through development and regulatory stages.

Recent Launch Performance:

- **Dual Chamber Bags (DCB):** Gained solid traction, with expansion into Care Group and 25 additional hospitals beyond Apollo for *Teicolife DCB*.

Performance & Expansion:

- **Sales Milestone:** PCPM reached YoY increase, indicating high field force productivity.
- **Channel Strengthening:** Scaling distribution footprint to expand hospital reach, reduce supply lead times, and ensure consistent product availability.

Q1 FY26 Business Highlights

GUFIC BIOSCIENCES LIMITED

Ferticare Cluster – Q1 FY26

Strategic Focus Under New Leadership

- Under strengthened leadership and with an upgraded product portfolio, the division's strategy is centred on **scientific positioning**, **improved field productivity**, and **pioneering first-to-market therapies** for unmet needs in reproductive medicine.

- A key differentiator is **Gufic's immune therapy for recurrent implantation failure (RIF)** — the first in India. RIF is a complex and significant challenge for IVF practitioners, and our launch positions Gufic as the go-to partner for this difficult-to-treat segment.

Performance Highlights

Achieved **significant growth in overall sales and field productivity on YoY basis**

Strong momentum across power brands:

- **Puregraf** – On track to become ~INR 25 crores p.a brand
- **Cetrocare** – On track to break into top 3 for the molecule segment
- **Supergraf** – Launched in 2024, target to become INR 15 crore brand in 2 years
- **Guficin Alpha** – Target to become an INR 10 crore brand

Pillar brands like *Dydrofic* and *Lomocare* delivered double-digit growth, reinforcing brand depth.

Q1 FY26 Business Highlights

Botulinum Toxin Segment

Aesthaderm – Q1 FY2025-26

Expanding Beyond Toxin into a Complete Aesthetics Portfolio

From Toxin Leadership to a Broader Aesthetic Ecosystem

Building on our strong foundation in **therapeutic and aesthetic botulinum toxin**, we are **broadening our product portfolio** with fillers, skin boosters, and biostimulators.

This expansion **enlarges our addressable clinician base** by engaging practitioners who may not currently use toxin — creating an **on-ramp** for them to progress toward toxin adoption over time.

The result: a **bigger, more diverse target pool** that strengthens our market presence while driving cross-category growth in the long term.

Key Milestones – Q1 FY2025-26

In-licensing progress: Significant advancement in securing one of the **world's top filler & biostimulator brands** to accelerate market entry and portfolio completeness.

Continued growth in **Stunnox** through scientific practitioner programs and skill-building initiatives.

Strengthening presence in **tier-1 and tier-2 aesthetic markets** via clinician network expansion.

NeuroCare Division – Q1 FY26:

Division Overview

Largest dedicated team for **therapeutic Botulinum Toxin (Zarbot)** in India, with full **Pan-India & Nepal coverage**.

FY26 focus on **category expansion** beyond core neurology into neurosurgery, urology, ophthalmology, and pain management.

Marketing Initiatives Driving Adoption

Skill Development: In-clinic facilitation, hands-on trainings, PG training programs, and our own *International Speaker Program*.

Scientific Presence: Active participation in flagship conferences such as *MDSICON, IFNRCON, KANCON*.

Category Building: Designed targeted initiatives to build awareness and usage in new specialties, supporting deeper market penetration.

Performance Highlights

Robust Growth: Value up **107%**, units up **133% YoY**.

Market Share Gain: Increased to **17%**, a 10-point jump from last year's 7%.

Geographic Expansion: Added territories in Lucknow, Cochin, Pune, and new state coverage in Gujarat, Punjab, J&K, and Uttarakhand.

Government Tenders: Secured multiple wins, including the prestigious **Army Tender**.

Q1 FY26 Business Highlights

Zenova Division – Q1 FY26: Strengthening Patient Engagement & Expanding High-Science Portfolio

Driving Deeper Patient Engagement

Conducted **394 OPD campaigns** in the Gynaecology segment under the flagship Patient Support Program, enhancing presence at the point of care and building patient trust.

Strategic Product Launches & Pipeline

Upcoming Launches:

- *Polmaxib-P* (Aug '25): Differentiated Polmacoxib 2mg + Paracetamol 325mg combination for targeted orthopedic pain management.
- *Fertiforce-M* & *Fertiforce-F* (Nov '25): Specialized antioxidant formulations for male & female infertility, reinforcing commitment to reproductive health.

Performance & Growth

- Achieved **102% of Q1 target**, delivering **30% YoY growth**.
- Prescription-led transition: Rx-to-injectables ratio improved to **69:31** (vs 43:57 LY).
- Power Brands driving momentum:
  - **DD1** – 117% target achievement Q1, **193% growth**, now 29% of revenue.
  - **Stretchnil** – 123% target achievement in Q1, **67% growth**, share up to 20% from 5% LY.

Q1 FY26 Business Highlights

Healthcare Division – Q1 FY26

Product Momentum:

- **Sallaki & Extensions:** Continued market leadership in the osteoarthritis and joint care segment, differentiated as *not just a pill* but a **complete cure pathway**, strengthening brand equity and patient adherence.
- **Ridol:** Sustained growth trajectory in the antidiarrheal category, underpinned by strong prescriber confidence and repeat usage in acute care settings.
- **Gufican Oil:** India's first anti-arthritic oil with **4% Cannabis sativa**, gaining strong acceptance in Ayurveda-based musculoskeletal care.
- **Gufispon:** Sustained uptake in Ayurveda & Ortho segments for cervical spondylosis management.
- **Baryl-DX:** First-in-India *Bilastine + Dextromethorphan + Phenylephrine* combination building nationwide presence in paediatric & general care.
- **WH5 Gel:** Patent granted; recognised in proctology community for wound healing.

Pipeline Driver:

- *Vonoprazan (VonpHa)* – Gaining traction as doctors transition from traditional PPIs to this advanced molecule, with market potential >₹1,000 Cr.

Strategic Positioning:

- Ayurveda++ approach blends traditional formulations with modern science to deliver differentiated, evidence-backed solutions across orthopaedics, wound healing, and chronic care.

Q1 FY26 Business Highlights

International Business

RA Status--> Key Products with Stringent Countries-Ready Dossiers

Molecule	Therapeutic class	Regulated Market Dossier Readiness	Current Market Size (US$Mn)
1	PPI with high acid suppression stability	✓	207.4
2	PPI with broad ulcer management use	✓	176.8
3	Glycopeptide gold standard for MRSA coverage	✓	176
4	Long-acting glycopeptide for Gram-positive coverage	✓	104.7
5	Next-gen glycylcycline for multi-drug resistant infections	✓	104.2
6	Macrolide and respiratory infection role	✓	34.4
7	Long-acting macrolide with extended tissue penetration	✓	16.9
8	Cornerstone TB agent	✓	3.7
Total (Select countries in EU, LATAM & ROW)			824.1

Strategic Roadmap (3–5 Years)

- **Market Share Goal:** Capture **5–10%** in identified geographies
- **Portfolio Expansion:** Build on current high-value molecules, adding new products from Indore

Manufacturing & Capacity Alignment

- **Current Production:** EU-GMP **Unit II (Navsari)**
- **Next Phase:** Scale-up at **Indore facility** will de-bottleneck Navsari & add new products to portfolio

Operational Leverage

- **Capacity Unlock:** Tech transfer to Indore + domestic CMO shift → frees Navsari for exports
- **Export Growth:** Volumes already ramping as Navsari capacity opens up

Early Wins & Market Entry

- **Prestigious Tender Win: UK NHS** — supplies underway from Navsari in FY'25-26
- **Strong Foundation:** Early execution success reinforces scalability

In the current year, we secured **13 key product and facility approvals** across Myanmar, Sri Lanka, Cambodia, Thailand, and Lithuania, bolstering our regulatory footprint in critical care, gastro, and anti-infectives.

Research & Development

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

Developing SVX-3001 (humanized anti-CD40 agonist antibody) co-administered intratumorally with IL-2 to amplify anti-tumour immune response while minimizing systemic toxicity

Unique Immunotherapy Approach

- Targets CD40 to “convert” immunologically “cold” tumours into “hot” tumours, improving immune cell infiltration and long-term tumour regression
- Demonstrated >80% clearance and abscopal (distant tumour) effects in preclinical mesothelioma models

Preclinical Efficacy

- Broad efficacy across eight solid tumour types in mouse models (cure rates 22–93%)
- Superior to standard-of-care FOLFIRINOX in pancreatic adenocarcinoma models (100% cure vs. 0%)

Canine Clinical Proof-of-Concept

- Phase I trial in dogs with soft-tissue sarcomas: 68.4% clinical benefit rate (25% complete remission, 42% stable disease) with minimal grade 1–2 adverse events

Pipeline & Next Steps

- SVX-1001 (murine model studies) completed
- SVX-2001 (canine antibody) commercialization arm established
- SVX-3001 (humanized antibody) advanced cell-line development; IP filed and entering international patent phase S

Strategic Initiatives

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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)	Q1 FY26	Q4 FY25	Q1 FY25	FY25	FY24
Total Revenue	226.9	205	202.8	819.8	806.7
EBITDA	**33.2**	**27**	**37**	**140**	**149.5**
EBITDA Margin %	**14.63**	**13.17**	**18.24**	**17.35**	**18.53**
Profit before Tax	16.3	10.8	28.1	94.4	115.7
PBT Margins %	**7.18**	**5.27**	**13.86**	**11.70**	**14.34**
Tax	4.2	2.8	7.2	24.5	29.5
Profit After Tax	**12.1**	**8**	**20.9**	**69.9**	**86.1**
PAT Margin %	**5.33**	**3.90**	**10.31**	**8.66**	**10.67**

Company Overview

About Gufic Biosciences

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

GUFIC BIOSCIENCES LIMITED

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

New Manufacturing Infrastructure

GUFIC BIOSCIENCES LIMITED

Unit - III at Indore

Lyophilized/Powder Injectables Facility

Capability to cater to regulated markets such as US & EU

Capacities

- ✓ Lyophilized Inj – 60 mn vials p.a.
- ✓ Liquid Inj (Ampoules) – 120mn p.a.
- ✓ Liquid Inj (Vials) – 72 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

Commercial Production Achieved

From Build to Benchmark

Botulinum Toxin 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

GUFIC CritiCare

- Field Force: 250
- Therapy Areas: Antibacterial, Antifungal, Pain Management, Blood products, GI Immuno modulator

INFERTILITY

GUFIC FertiCare – A Comprehensive Fertility Care

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

MASS SPECIALITY

GUFIC spark

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

NATURAL AND NUTRACEUTICAL PRODUCTS

GUFIC HEALTHCARE

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

ORTHO – GYNAEC PRODUCTS

GUFIC STELLAR

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

DERMO – COSMECTICS PRODUCTS

GUFIC Aesthaderm

- 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

GUFIC BIOSCIENCES LIMITED

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

Abbott, SERUM INSTITUTE OF INDIA (Cyrus Poonawalla Group), FRESENIUS KABI (caring for life), Biocon, LUPIN, SUN PHARMA, HETERO, Cipla, INTAS

ALKEM, Emcure (SUCCESS THROUGH INNOVATION), Zydus (dedicated to life), CORONA Remedies (Inspiring...Quality Life...), FERRING PHARMACEUTICALS, Dr.Reddy's, WOCKHARDT, Koyé, Glenmark (A new way for a new world)

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

GUFIC BIOSCIENCES LIMITED

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 1st 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

GUFIC BIOSCIENCES LIMITED

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

GUFIC BIOSCIENCES LIMITED

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.)	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Total Income	823.4	808.8	693.2	782.3	491.4	384.6	359.5
EBITDA	**140**	**149.5**	**137.2**	**151.1**	**87.7**	**57.9**	**56.7**
EBITDA Margin %	**17.00**	**18.48**	**19.79**	**19.31**	**17.85**	**15.05**	**15.77**
Profit before Tax	94.4	115.7	106.7	126.8	57.7	30.1	40.2
PBT Margin %	**11.46**	**14.31**	**15.39**	**16.21**	**11.74**	**7.83**	**11.18**
Tax	24.5	29.5	27	31	13.5	7.4	13.4
Profit After Tax	**69.9**	**86.2**	**79.7**	**95.8**	**44.2**	**22.7**	**26.8**
PAT Margin %	**8.49**	**10.66**	**11.50**	**12.25**	**8.99**	**5.90**	**7.45**

Historical Balance Sheet (Equity & Liabilities)

GUFIC BIOSCIENCES LIMITED

EQUITY & LIABILITIES (Rs. Crs.)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Equity Share Capital	10	10	9.7	9.7	9.7	9.7	7.8
Other Equity	591.3	522.5	338.1	259.4	163.7	119.6	67.6
Total Equity	**601.3**	**532.5**	**347.8**	**269.1**	**173.4**	**129.3**	**75.4**
Non-Current Liabilities							
Financial Liabilities							
i. Borrowings	130.5	153.9	190.7	48	35.4	19.5	11.3
ii. Other Financial Liabilities	5.4	5	5	5	5	4.7	4.7
iii. Lease Liability	19.6	11.6	16.2	0.3	2.8	6.2	0
Provisions	17.5	15.4	13.3	12.4	10.2	7.9	1.9
Deferred Tax Liabilities (net)	7.8	2.1	0	0.2	1.5	0	0
Total Non-Current Liabilities	**180.8**	**188**	**225.2**	**65.9**	**54.9**	**38.3**	**17.9**
Financial Liabilities							
i. Borrowings	179.9	163.1	120.7	13.3	16.3	93.1	84.7
ii. Trade Payables							
Total outstanding dues of micro enterprises and small enterprises	2.2	2.3	9.8	7	3.9	0	0
Total outstanding dues of other than micro enterprises & small enterprises	156.5	163.9	120.5	134	109.2	117.1	89.7
iii. Other Financial Liabilities	15.2	13.7	10.8	11.4	15.3	10.8	12.5
iv. Lease Liability	6.2	4.3	6.6	2.8	3.4	3.4	0
Provisions	4.4	4.7	4.2	4.9	4.6	6.6	3.4
Other current Liabilities	23.1	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
Total Current Liabilities	**387.5**	**371.9**	**288.2**	**186.5**	**163.8**	**239.7**	**200.7**
TOTAL EQUITY & LIABILITIES	**1169.6**	**1092.4**	**861.2**	**521.5**	**392.1**	**407.3**	**294**

Historical Balance Sheet (Assets)

GUFIC BIOSCIENCES LIMITED

ASSETS (Rs. Crs.)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Non-Current Assets							
Property, plant and equipment	475.2	138.3	126.8	105.5	93.8	72.7	70.3
Intangible assets	6.3	5.6	0.7	0.6	0.4	0.6	0.4
Capital work-in-progress	21.8	307.1	169.6	40.9	13.4	30.6	9.6
Right of use assets	24.5	14.9	32.1	9.1	5.8	9.3	0
Financial Assets							
i. Investments	2.8	1.8	0.8	0	0	0	0
ii. Loans	0.2	0.4	0.3	0.2	0.3	10.3	4.2
iii. Other financial assets	9.7	8.9	8.1	9.1	11.3	0	3.8
Deferred tax assets (net)	0	0	1	0	0	0.6	0.7
Other non-current assets	5.3	15.05	57.7	35.3	6.5	10.1	5
Total Non Current Assets	**545.8**	**492.05**	**397.1**	**200.7**	**131.5**	**134.2**	**94**
Current Assets							
Inventories	216.9	200.5	183.5	115.6	94.4	122.5	114.2
Financial Assets							
i. Trade Receivables	314.6	329.9	205.5	151.6	124.5	107	96.7
ii. Cash and cash equivalent	14.9	1.1	28.6	11.6	6.2	4.3	3.9
iii. Bank balances	13.3	12.3	18.1	15	7	12.1	8.7
iv. Loans	0.3	0.3	0.2	0.4	0.3	0.3	0.1
Current Tax assets (Net)	1.6	0	0	0	0	0	0
Other current assets	62.2	56.2	28.3	26.7	28.2	27.2	22.5
Total Current Assets	**623.8**	**600.3**	**464.2**	**320.9**	**260.6**	**273.4**	**246.1**
TOTAL ASSETS	**1169.6**	**1092.4**	**861.3**	**521.6**	**392.1**	**407.6**	**340.1**

Historical Cash Flows

Cash Flow Statement (Rs. Crs.)	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Net Profit Before Tax	94.4	115.7	106.7	126.9	57.7	30.1	35.3
Adjustments for: Non - Cash Items / Other Investment or Financial Items	43.8	34.1	29.6	23.2	30.8	24.7	13.4
Operating profit before working capital changes	**138.2**	**149.8**	**136.4**	**150**	**88.5**	**54.8**	**48.7**
Changes in working capital	7.4	-130.2	-135.3	-10.7	10	2.5	-33.5
Cash generated from Operations	**145.6**	**19.6**	**1.1**	**139.3**	98.5	57.2	15.2
Direct taxes paid (net of refund)	-22.8	-27	-27.7	-33.1	-9.4	-10.1	-10
Net Cash from Operating Activities	**122.8**	**-7.5**	**-26.6**	**106.2**	**89.1**	**47.1**	**5.2**
Net Cash from Investing Activities	**-71.8**	**-102.4**	**-190.7**	**-94.6**	**-8.5**	**-42.5**	**-13**
Net Cash from Financing Activities	**-37.2**	**82.4**	**234.3**	**-6.2**	**-78.6**	**-4.2**	**7.7**
Net Decrease in Cash and Cash equivalents	13.8	-27.5	17	5.4	1.9	0.4	-0.1
Add: Cash & Cash equivalents at the beginning of the period	1.1	28.6	11.6	6.2	4.3	3.9	3.7
Cash & Cash equivalents at the end of the period	**14.9**	**1.1**	**28.6**	**11.6**	**6.2**	**4.3**	**3.7**

THANK YOU

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