



GUJARAT TERCE LABORATORIES LIMITED

Date: 12-08-2025

To, BSE Limited Corporate Relation Department Phiroze Jeejeebhoy Towers, Dalai Streets, Mumbai- 400001, Maharashtra, India	Scrip Code: 524314 Security ID: GUJTERC ISIN: INE499G01013
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Dear Sir/Madam,

Sub: Investors Presentation for Quarter ended on June 30, 2025

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for the quarter ended on June 30, 2025. Kindly take the same on your records.

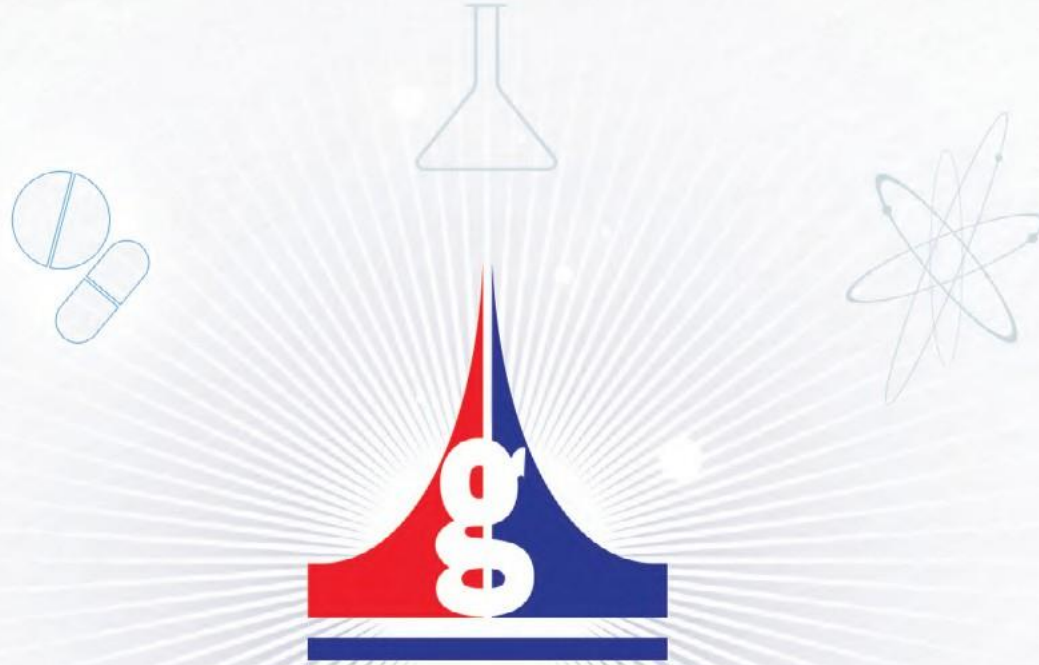
Thanking you,

Yours faithfully,

For, Gujarat Terce Laboratories Limited

Aalap Prajapati
Managing Director
DIN: 08088327
Encl: As attached





GUJARAT TERCE LABORATORIES LIMITED

Q1 FY26 | FINANCIAL RESULTS & BUSINESS UPDATE



SAFE HARBOUR

THIS PRESENTATION CONTAINS CERTAIN FORWARD-LOOKING STATEMENTS CONCERNING OUR FUTURE BUSINESS PROSPECTS AND BUSINESS PROFITABILITY, WHICH ARE SUBJECT TO SEVERAL RISKS AND UNCERTAINTIES & THE ACTUAL RESULTS COULD MATERIALLY DIFFER FROM THOSE IN SUCH FORWARD-LOOKING STATEMENTS. THE RISKS AND UNCERTAINTIES RELATING TO SUCH STATEMENTS INCLUDE BUT ARE NOT LIMITED TO, EARNINGS FLUCTUATIONS, OUR ABILITY TO MANAGE GROWTH, COMPETITION, ECONOMIC GROWTH IN INDIA, ABILITY TO ATTRACT & RETAIN HIGHLY SKILLED PROFESSIONALS, TIME & COST OVERRUNS ON CONTRACTS, GOVERNMENT POLICIES AND ACTIONS RELATED TO INVESTMENTS, REGULATION & POLICIES ETC., INTEREST & OTHER FISCAL POLICIES GENERALLY PREVAILING IN THE ECONOMY. THE COMPANY DOES NOT UNDERTAKE TO MAKE ANY ANNOUNCEMENTS IN CASE ANY OF THESE FORWARD-LOOKING STATEMENTS BECOME INCORRECT IN FUTURE OR UPDATE ANY FORWARD-LOOKING STATEMENTS MADE FROM TIME TO TIME ON BEHALF OF THE COMPANY.

PERFORMANCE HIGHLIGHTS



REVENUE

Q1-FY26	Q1-FY25
1085.36	1188.88

9 %
Degrowth



EBIDTA

Q1-FY26	Q1-FY25
7.44	15.12

51 %
Decrease

NET PROFIT

Q1-FY26	Q1-FY25
-4.35	-7.76

44 %
Increase

(INR lacs)



PCPM

Q1-FY26	Q1-FY25
2.04	1.87

9 %
Increase

EPS

Q1 FY 26	Q1 FY26
- 0.06	- 0.10

EBIDTA MARGIN

Q1-FY26	Q1-FY25
0.69 %	1.27 %



PROFIT & LOSS SUMMARY

(INR lacs)

Particulars	Q1 FY26	Q1 FY25	Change %
Revenue	1085.36	1188.88	(9 %)
EBITDA	7.44	15.12	(51 %)
PBT	(7.1)	(6.95)	(2) %
Cash Profit	5.26	1.48	255 %
Reported PAT	(4.35)	(7.76)	(46) %
EBITDA Margin	0.69 %	1.27 %	
PAT Margin	(0.40) %	(0.65) %	
Cash Profit (%)	0.48 %	0.12 %	



MANAGEMENT COMMENTARY

Dear Shareholders,

I am pleased to share our Q1 performance, reflecting the transformation underway within our organisation. While the first quarter is traditionally subdued for the Indian Pharmaceutical Market, it was a period of strategic execution and foundational strengthening for us.

A Strategic Evolution: From Manufacturing to Market Leadership

As shared earlier, the divestment of our manufacturing facility marks a significant step in our evolution. This move shifts our focus from being production-centric to becoming a lean, agile, brand-focused organisation. The planned reduction in factory B2B sales is a direct result of this pivot and underscores our commitment to a more resilient, profitable business model. We are confident this decision will sharpen our competitive edge and optimise capital allocation, unlocking greater long-term value.

Foundational Strengths and Future Momentum

Throughout this transition, our business fundamentals have strengthened. PCPM (Per Capita Per Month) productivity has grown steadily, driven by investments in our field force, specialty focus, and operational excellence. This improvement reflects our ability to expand market reach and deepen brand focus, reinforcing our organisational health on both micro and macro levels.

Looking Ahead

With seasonal demand recovery, an optimised product mix, and strategic initiatives already in motion, we are well-positioned for a stronger Q2 and sustained growth thereafter. Our journey remains one of strategic refinement — building efficiency, fostering innovation, and delivering sustainable performance.

Thank you for your trust and partnership as we move forward into this next chapter.

Sincerely,

Aalap Prajapati

CEO

"Committed to building a sustainable, high-performing business with strong fundamentals and long-term value creation."

**Aalap
Prajapati
CEO**

ABOUT THE COMPANY

For nearly four decades, **Gujarat Terce Laboratories Ltd.** has built a reputation as a trusted and respected name in the Indian pharmaceutical industry — defined by strong brands, committed people, and deep geographic penetration.

Our Brands

- **8 leading brands** anchored in high-growth therapeutic areas including Paediatrics, Gynaecology, Orthopaedics, and General Medicine.
- **134 products** across acute and chronic segments, addressing diverse patient needs and market demands.
- A strategic portfolio mix that balances established brands with new launches to sustain long-term growth.

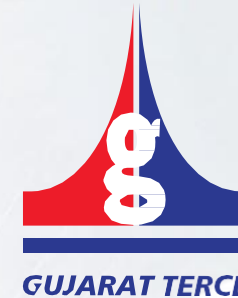
Our People

- **240+ team members**, united by a shared purpose of improving healthcare access.
- **150 Medical Representatives** on the ground, driving strong relationships with **32,706 medical practitioners** and **30,074 chemists**.
- Culture of continuous capability building, performance focus, and field productivity enhancement.

Our Reach

- Presence in **13 states** and **224 districts** across India, with established strength in Northern and Western regions and Central India.
- **385 stockists** ensuring consistent availability of our brands across urban, semi-urban, and rural markets.
- Well-entrenched distribution enabling agile market response and deeper penetration in high-potential territories.

At **Gujarat Terce**, we believe in *building strength before scale*. By nurturing our brands, empowering our people, and expanding our geographic footprint, we are positioned to deliver sustainable growth and long-term value for all stakeholders.



THANK YOU

For more information, contact:

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Company Secretary

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Aalap.prajapati@gujaratterce.com