

Corp. Office : SM House, 11 Sahakar Road, Vile Parle (East), Mumbai - 400 057, Tel.: (+91-22) 6726 1000,
Fax: (+91-22) 6726 1067, Email : info@guficbio.com, Website: www.gufic.com

139/LG/SE/MAY/2025/GBSL

May 30, 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 Audited Financial Results of the Company for the quarter and financial year ended March 31, 2025.

Kindly take the same on record.

Thanking You,

Yours truly,

For Gufic Biosciences Limited

Ami Shah
Company Secretary & Compliance Officer
Membership No. A39579

Encl.: As above



Investor Presentation
May 2025



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Q4 FY25 Business & Financial Highlights



Criticare Division – Advancing Leadership in Hospital-Based Antimicrobials

Focus continues towards deepening market penetration by realigning the field force around high-potential hospitals, leveraging in-person and hybrid engagements, and reinforcing scientific leadership through real-world evidence studies and ongoing KOL advisory councils.

➤ Deep Scientific Engagement

- **Broad Engagement Footprint:** Over 125 scientific engagements touching 1,500+ consultants on antimicrobial stewardship and sepsis management.
- **Conference Presence:** Active participation in national (ISCCM Kochi) and regional critical-care meetings to showcase products and gather clinician insights via surveys.
- **KOL-Driven Advisory Board:** Conducted first ever advisory board meeting and convened national thought-leaders to refine academic and product-led initiatives in sepsis and antimicrobial stewardship.

➤ Awareness & Education Around Key Therapies

- **World Sepsis Day Campaign:** 130+ scientific activities reaching 3,000+ HCPs to highlight Thymosin Alpha's role.
- **New Launches:** Phased roll-out of Eclin and IVIG supported by market surveys.

➤ Market Penetration & Leadership

- **Flagship Brand Success:** Cavim's #1 position in the Ceftazidime+Avibactam market across 195+ tertiary centers.
- **Category Leadership:** Sustained dominance in antifungals (Micafungin, Caspofungin).

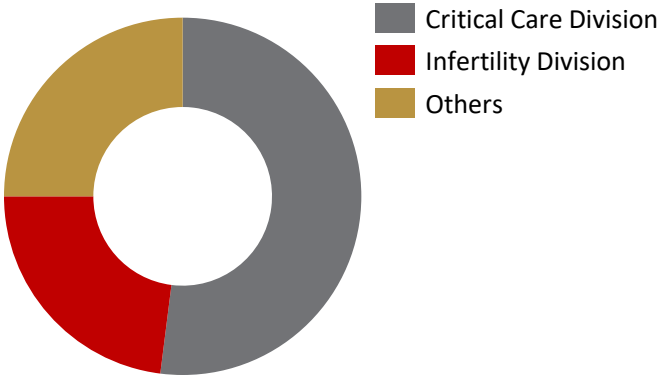


Q4 FY25 Business Highlights

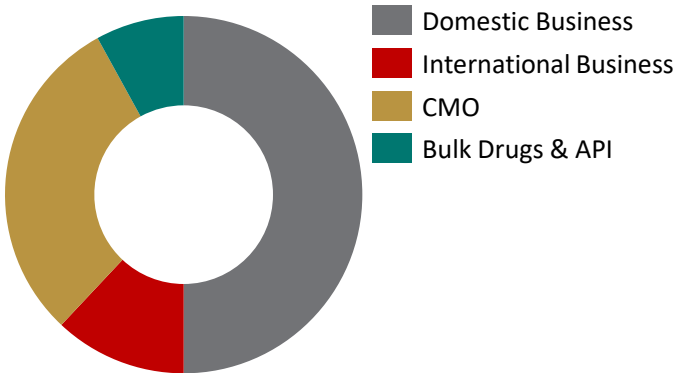
Criticare’s pipeline of products that address key therapeutic gaps and are complex to manufacture

Drug Class	Unique Advantages	Complexity in Manufacturing
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





Sparsh – Offering comprehensive injectable solution beyond specialised antimicrobials direct to hospitals

Quarter Summary

- Delivered a stable quarter while executing a soft launch of our new contrast-media portfolio, which have received encouraging initial uptake.
- Initiated in-house trials and independent comparative studies to validate these differentiated offerings against current market benchmarks, laying the groundwork for broader adoption where shortages persist.

Product Launches & Pipeline

Recent:

- Dual-chamber bag (DCB) successfully rolled out across major hospitals, including a breakthrough adoption at one of the top 5 corporate chain hospitals for Teicolife DCB.
- S-Pantoprazole IV—our enhanced pantoprazole formulation—has captured 3% market volume within 6 months.

Upcoming:

- Full launch of our in-house contrast-media range to bolster Gufic Sparsh's corporate image and drive incremental volume.

In Development:

- Albumin and next-gen critical-care formulations advancing through formulation and stability stages.

Next Steps

- **Market Expansion:** Entering Kerala's hospital and institutional segment.
- **Channel Growth:** Onboarding additional distribution partners to accelerate hospital coverage and ensure timely delivery of quality products.



Q4 FY25 Business Highlights

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

➤ **New Leadership, Renewed Focus**

Dr. Rajeev Agarwal—who successfully headed and built Gynae portfolio brands at BSV in his past stint—has taken charge of our Fertility Cluster. His proven track record in IVF and gynae markets will accelerate our scientific positioning and brand equity, particularly across gonadotrophins.

➤ **Strengthening Scientific Partnerships**

This quarter, we deepened collaborations with leading reproductive-medicine communities to highlight our novel approach to treating recurrent implantation failure with Guficin Alpha.

➤ **Advancing Clinical Evidence**

We’ve initiated multicentric clinical trials for Guficin Alpha and Supergraf (India’s purest HMG) against innovator benchmarks, laying the groundwork to substantiate and differentiate our therapies.

➤ **Next-Steps for Growth**

Over the coming quarters, we will:

- Complete key clinical trials to underpin Supergraf and Guficin Alpha’s market claims.
- Broaden engagement with IVF practitioners to drive adoption of our enhanced gonadotrophin and trigger portfolio.

This strategic push—underpinned by deep scientific leadership and robust clinical data—positions Gufic to capture a larger share of the high-growth fertility market.



Q4 FY25 Business Highlights

Aesthaderm – offering a comprehensive portfolio of high-quality, scientifically-backed injectable solutions

- **Proven Leadership:** Our division is now helmed by **Mr. Vijay Kumar**, a seasoned industry veteran with a strong track record from his leadership roles at Galderma, bringing invaluable expertise to our strategic expansion.
- **Stunnox Acceptance :** Our flagship product, **Stunnox, the first and only Made in India Botulinum Toxin Type A**, has achieved a significant milestone, treating **over 50,000 Indian patients**. This demonstrates strong market acceptance and trust.
- **Robust Practitioner Adoption:** Over **1,000 aesthetic practitioners across India** have confidently recommended Stunnox to their clients, underscoring its efficacy and our strong engagement with the medical community.
- **Commitment to Education & Training:** We are deeply invested in empowering practitioners. We have successfully conducted **112 training programs, skill-upgrading 608 doctors**, ensuring precise application and optimal patient outcomes. This aligns with our strategy to build a highly skilled network of injectors.
- **Building Local Clinical Evidence:** To further solidify practitioner conviction and trust, we have **initiated clinical studies to generate robust Indian patient data**. This real-world evidence will be crucial for demonstrating the effectiveness and safety of our portfolio in the local context.
- **Strategic Market Penetration:** Our focus remains on **leveraging scientific differentiation and rigorous training** to establish our brands as the preferred choice for both practitioners seeking predictable results and patients desiring natural, high-quality aesthetic enhancements.



Aesthaderm Published Comparative Study in renowned Journal JCAS

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ORIGINAL ARTICLES

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

Shenoy, Chaithra¹; Agrawal, Ritu¹; Chandrashekar, Byalakere Shivanna¹; Lalchandani, Rajesh²

Author Information

Journal of Cutaneous and Aesthetic Surgery 16(4):p 270-278, October-December 2023. | DOI: 10.4103/JCAS.JCAS_133_23

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

Innovator brand

Stunnox[®]

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

Trial was conducted in accordance with

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

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Q4 FY25 Business Highlights

NeuroCare: Pioneering Therapeutic Botulinum Toxin in India

Gufic's NeuroCare division is singularly focused on expanding the use of therapeutic botulinum toxin for neurological conditions in India and Nepal. Our strategy centers on **building physician expertise, enhancing patient access, and driving market growth** across key indications like chronic migraine, spasticity, dystonia, and emerging segments in neuro-surgery, urology, ophthalmology, and pain management.

Highlights:

Market Leadership: We've established the **largest dedicated team** for therapeutic botulinum toxin in India, with a **pan-India presence**

Exceptional Growth: We've significantly boosted our **market share to 17%** (a 10-point gain).

Expanding Reach: Our footprint is growing with new operations in key cities like Lucknow, Cochin, and Pune, and expanded state coverage including Gujarat, Punjab, J&K, and Uttarakhand.

Physician Education: We're actively training specialists through **hands-on programs, PG training, international speaker programs, and major conference participation**, equipping them to effectively use our therapy.

Robust Pipeline: Our future is strong with a pipeline including a proposed **IVIg launch** and advanced botulinum toxin formulations like **Type E and Topical Botulinum Toxin**.

Strategic Wins: We're successfully building categories in new therapeutic areas and have secured significant **Government Tenders, including the prestigious Army Tender**, broadening patient access.



Q4 FY25 Business Highlights

Zenova Division (erstwhile Spark & Stellar):

Formation of Zenova

- Consolidated Spark and Stellar into a single, specialty-focused division to eliminate overlap and streamline engagement
- Enhanced productivity via territory rationalization, reducing duplication and optimizing low-yield HQs without impacting sales
- Rationalized manpower and overhead costs to improve operational efficiency and profitability
- Established a dedicated field force to scale high gross-contribution brands (e.g., Stretchnil, DD1, QF3)

Highlights:

Recent Launch Performance

- Vonobase (launched Jul '24) now represents ~5% of division sales
- Total vonoprazan market grew to 133.45 Cr in 12 months, with strong uptake among gastroenterologists and physicians
- Orthopaedic adoption nascent; targeted initiatives planned to accelerate growth

Pipeline & Strategic Outlook

- Reproductive Health Expansion:
- New infertility formulations for male and female indications
- Differentiated endometriosis therapy in development
- PCOS entry with novel berberine + MI combination
- Menopause therapy to reinforce prescription-led women's health focus
- Two-year roadmap in place to sustain momentum across high-opportunity areas



Q3 FY25 Business Highlights

Healthcare Division – Advancing Pain Management & Ayurveda-Based Therapeutics

The Healthcare division is focused on Ayurvedic and integrative therapies for musculoskeletal and joint disorders—most notably cervical spondylosis, chronic joint pain, osteoarthritis and gout—while building out adjacent specialties in wound healing (WH5 Gel) and gastrointestinal health (Vonoprazan). This targeted portfolio aims to address high-incidence, under-served segments with differentiated, evidence-backed formulations.

Demand Generation via Community Screening

- Organized 475 targeted screening camps for serum uric-acid and bone-health across priority districts, identifying 3,200 at-risk patients and feeding referrals into Gufispon therapy protocols.

Recent Launch Traction

- **Gufispon:** Captured 3% market share in cervical spondylosis within 8 months; repeat-prescription rate at 28%—well above category average.
- **Baryl-DX:** sold in paediatric & general segments, laying the foundation for 5% segment penetration by year-end.

Pipeline & IP Positioning

- Filed patent for WH5 wound-healing gel—first mover in Ayurvedic dermatology space.
- Developed next-gen anti-arthritic oil formulation, set for pilot launch in Q1 FY26.

Key Achievements

- SALLAKI Liniment: Secured the No. 3 rank in its covered market segment reflecting strong market demand and brand trust.
- SALLAKI MR: Attained the 5th rank in its covered market as per AWACS data. Demonstrated consistent growth, reinforcing its position in the musculoskeletal care category.



Q3 FY25 Business Highlights

International Business

- **Strategic Leadership Appointment:** We are excited to announce the appointment of Dr. Rajasekar as President – International Business. With over two decades of global MNC experience, including instrumental roles in securing USFDA approvals, Dr. Rajasekar's leadership will accelerate our expansion into regulated markets and drive international business growth through 3 pronged approach:
 - **Accelerating Market Penetration:** Monetizing existing product registrations across new territories and forging strategic multi-country distribution alliances.
 - **Targeting Regulated Markets:** Prioritizing entry into regulated markets for Indore facility
 - **Deepening Local Footprint:** Establishing stronger, direct market engagement through localized offices and strategic collaborations in key international regions.
- **Expansive LATAM Market Entry:** A landmark agreement has been signed with a leading distribution company for multiple products across **17 countries** in the LATAM region (including Mexico, Colombia, Peru, Chile, and Brazil). This partnership is set to significantly expedite our product launches and market penetration in this high-growth geography.
- **Strengthening Southeast Asian Presence:** Our commitment to Southeast Asia continues with **7 recent product approvals** (including renewals) in key markets like Myanmar, Sri Lanka, and Cambodia. Furthermore, the **THAI FDA GMP Extension** for Unit-2 underscores our manufacturing quality and opens doors for broader product registrations in the region.
- **Securing High-Value Tenders:** We have successfully won national tenders in Sri Lanka for vials of antimicrobial. These critical care product wins, scheduled for supply in Q1 FY2025-26, demonstrate our competitive strength and ability to secure significant government business.
- **Enhanced Local Market Engagement:** Gufic is deepening its local presence with the initiation of a business collaboration in Vietnam to establish a Representative Office, and active engagement with agencies in the Philippines to evaluate local presence. These steps will strengthen market access and direct engagement.



Indore Facility: Temporary Ramp-Up & Profitability Impact

What Changed (delay drivers):

- Media-fill & aseptic validations extended to meet evolving regulator expectations
- Validation scope broadened: additional process simulations, documentation, and site qualification steps
- Rationale: We extended certain media-fill and aseptic process validations to ensure full compliance with our key export markets. Though this moved our start, it de-risked future audits and customer approvals

Near-Term Impact & Path to Recovery:

- The asset was capitalized in Q3FY25, this will result in higher fixed-cost absorption (salaries, utilities, depreciation, interest) in current quarter. The interest and depreciation absorbed in Q4 on account of Indore are INR 4 Cr each respectively
- In FY26, Indore will achieve EBIDTA breakeven
- Incremental Interest and Depreciation on account of Indore in FY26 will be ~ INR 20crs and INR 16crs respectively

Mitigating Actions & Timeline:

Audit & Qualification Milestones

- 16 customer audits: all major partners booked; 65% complete, remainder scheduled by July '25.
- 5 global regulatory inspections: pre-notified with health authorities; mock inspections underway.

Tech & Site Transfers

- 33 SKUs tech transfer from Navsari initiated
- 18 site transfers from CMO partners initiated
- 15 new products under development at our R&D at Indore

Post 30% utilization, fixed costs will absorb rapidly, and Indore will transition to a margin-accretive asset. With the above initiatives we aim to achieve it by FY27

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



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 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)	Q4 FY 25	Q3 FY 25	Q4 FY 24	FY 25	FY 24
Total Revenue	205	207.8	195	819.8	806.7
EBITDA	27	35.8	35.1	138.6	148
EBITDA Margin %	13.17%	17.23%	18.00%	16.91%	18.35%
Profit before Tax	10.8	26.2	27.1	94.4	115.7
PBT Margins %	5.27%	12.61%	13.90%	11.52%	14.34%
Tax	2.8	6.9	7.1	24.5	29.5
Profit After Tax	8	19.3	20	69.9	86.2
PAT Margin %	3.90%	9.29%	10.26%	8.53%	10.69%



Company Overview



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

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

BUSINESS STRUCTURE

DOMESTIC BUSINESS

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

CMO BUSINESS

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

BULK DRUG BUSINESS

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

INTERNATIONAL BUSINESS

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

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



World Class Manufacturing Infrastructure

Unit - I at Navsari

Botulinum Toxin Facility
Lyophilized/Powder Injectables Facility
Natural Products (Topical/Liquid)
API Facility

Capacities

- ✓ Lyophilized – 18 mn vials p.a.
 - ✓ Ampoule – 12mn p.a.
- ✓ Ointment – 6mn tubes p.a.
- ✓ Lotion – 6mn bottles p.a.
- ✓ Syrup – 6mn bottles p.a.
 - ✓ PFS – 2.8mn PFS p.a.

Unit - II at Navsari

Lyophilized Injectables Facility
Capability to manufacture Liposomal
Amphotericin B and Depot Injections

Capacities

- ✓ Lyophilized – 30mn vials p.a.
 - ✓ PFS – 30mn PFS p.a.

Gufic - Belgaum

Natural Products Facility

Capacities

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

**WHO GMP, Philippines BFAD, Nigeria NAFDAC, Cambodia MOH, Kenya PPB,
Ethiopia FMHACA, Thailand MOH, Sri Lanka NMRA**

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



New Manufacturing Infrastructure

Unit - III at Indore

Lyophilized/Powder Injectables
Facility

Capability to cater to regulated
markets such as US & EU

Capacities

- ✓ Lyophilized Inj – 52 mn vials p.a.
- ✓ Liquid Inj (Ampoules) – 60mn p.a.
- ✓ Liquid Inj (Vials) – 30 mn units p.a.

Penem Block

Dedicated facility for Penem
Carbapenems (Lyophilized / Dry
Powder Inj / Oral Solids / Dual
Chamber Bags)

Capacities

- ✓ Lyophilized – 3mn vials p.a.
- ✓ Dual Chamber Bags 2.4 mn IV bags
- ✓ Dry Powder Inj 30 mn Vials

UPDATE ON CAPEX

Indore

Commercial Production Achieved

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

**Prime
Bio**


GUFIC
G R O U P

➤ 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



Abbott



SERUM INSTITUTE OF INDIA
Cyrus Poonawalla Group



**FRESENIUS
KABI**
caring for life



Biocon



LUPIN



**SUN
PHARMA**



HETERO

Cipla



Emcure
SUCCESS THROUGH INNOVATION



CORONA
Remedies
Inspiring...Quality Life...

FERRING
PHARMACEUTICALS

Dr.Reddy's

WOCKHARDT

Koyé
Health. Happiness.

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

Special Facility dedicated to API

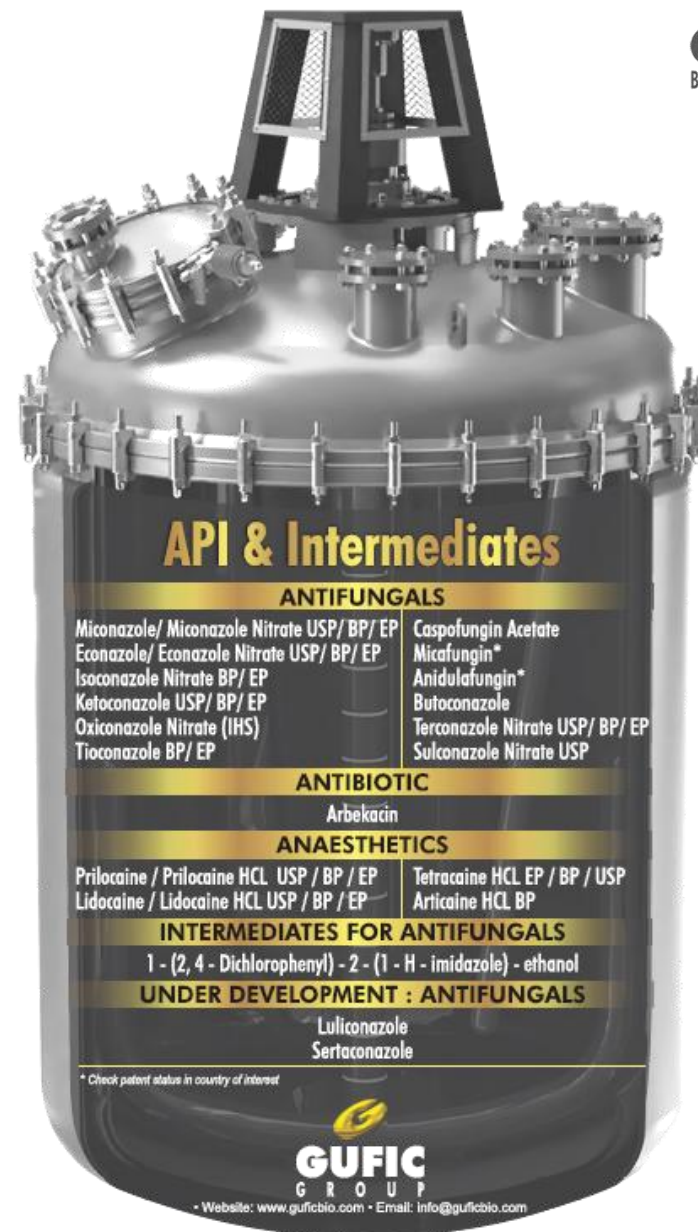
Focused on developing non infringing, novel, cost effective and scalable chemical process for APIs, Peptides and Cyclopeptides

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

1

INDIA BUSINESS

- Consolidation of the Critical Care Infertility business
- Entry into new therapy areas Dermatology - Aesthaderm
- Strategic focus on Healthcare division with entry into Ortho Gynecology products through a new division Stellar
- Build a robust pipeline of new products
- Build up the licensing products portfolio

2

INTERNATIONAL BUSINESS

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

3

CMO BUSINESS

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



Our Robust R&D and Clinical team to augment growth

Research & Development (R&D)

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

- Formulation Development
- Technology Transfer
- API Development

Patents in various therapy areas

- Granted: 5
- Filed/In-process of filling : 8

Major Projects in Pipeline

50+ across all therapy areas

- Anti Infectives: 11
- Dermatology: 7
- Gynaec: 6
- CNS: 4
- Anti Fungal: 3
- Oncology: 3

Special / NDDS Projects

- Innovative formulations of Botulinum Toxin
- Liposomal Amphotericin-B Injection
- Depot Injection
- Dual Chamber IV Bags
- Dual Chamber Syringes

Clinical Team



Strong Clinical team comprising of

- Medical
- Regulatory
- Product Development

Projects in various Clinical Phases

- Ongoing: 5
- Pipeline: 12

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

Pharmacovigilance Team

Historical Financials



Historical Financials

Particulars (Rs. Crs.)	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Total Income	823.4	808.8	693.2	782.3	491.4	384.6	359.5
EBITDA	138.6	148	137.2	151.1	87.7	57.9	56.7
EBITDA Margin %	16.83%	18.30%	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%	14.30%	15.40%	16.20%	11.70%	7.80%	11.20%
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)

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	75.3
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	187.9	225.1	65.9	55	38.4	17.8
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	186.4	163.7	239.8	207
TOTAL EQUITY & LIABILITIES	1169.6	1092.3	861.2	521.4	392.1	407.5	340.2



Historical Balance Sheet (Assets)

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	397.1	200.6	131.5	134.2	94.1
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
Other current assets	62.2	56.2	28.3	26.7	28.2	27.2	22.5
Current tax assets (net)	1.6	0	0	0	0	0	0
Total Current Assets	623.8	600.3	464.1	320.8	260.6	273.3	246.1
TOTAL ASSETS	1169.6	1092.3	861.2	521.4	392.1	407.5	340.2



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	43.7	34.1	29.6	23.2	30.8	24.7	13.4
Operating profit before working capital changes	138.1	149.8	136.4	150	88.5	54.8	48.7
Changes in working capital	7.5	-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

Company: Gufic Biosciences Limited

CIN: L24100MH1984PLC033519

Mr. Avik Das – Investor Relations

avik.das@guficbio.com

Tel: +91 22 67261000