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Fax: (+91-22) 6726 1067, Email : info@guficbio.com, Website: www.gufic.com

139/LG/SE/MAY/2026/GBSL

May 29, 2026

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, 2026.

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



GUFIC[®]
BIOSCIENCES LIMITED

Delivering Care & Cure

Investor Presentation
For Q4FY2026



Safe Harbor



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Q4 FY26 Business & Financial Highlights

Indore Facility update: Progress on track as planned

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	203 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 40 products; stability studies in progress. 27 more products under development
Vendor Audits Indian Pharma Majors	H1-FY26	20+ 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

At peak utilization (75%+), Indore alone can generate approximately Rs 675–700 Cr of revenue from domestic + export pull-through



**FY26 Quarterly Execution
What We Delivered Quarter by Quarter**

Quarter	Milestone	Detail / Evidence
Q4 FY25 (Capitalized)	Commercial production commenced	Oct 2024 first batch; plant capitalized Q3 FY25
Q1 FY26 (Apr-Jun '25)	First revenue contribution	Navsari saturated; all incremental growth = Indore. High volume molecules shifted in phase 1. 145 State FDA approvals. 9 Lyo + 3 Liquid + 3 Ampoule tech transfers done; 8 in progress
Q2 FY26 (Jul-Sep '25)	40 tech transfers completed; 27 under development	Product mix shifted to volume products. 18 CMO vendor audits completed.
Q3 FY26 (Oct-Dec '25)	~On track for 30% capacity utilization achieved	203 State FDA approvals received. 20+ vendor audits. EU competent authority audit completed first week December 2025.
Q4 FY26 (Jan-Mar '26)	Scale up of phase 1 molecules commenced in CMO & Regulatory Audit Focus	GLP-1 validation batches (for big pharma client) executed in Jan '26. CMO client migration underway from Navsari Unit-2 to Indore

**Gufic Advantage
Fully Integrated Injectable Platform**

Barrier	Why It Matters
Lyophilisation at scale	One of the largest Indian companies that can manufacture lyophilized injectables at scale.
Multi-format complexity	Lyophilized + Liquid Vials + Ampoules + Microspheres + NDDS (DCB, DCS) + Depot — very few companies can run this breadth under one roof
Regulatory multi-accreditation (Indore + Navsari)	WHO GMP + EU GMP + UK MHRA + ANVISA + TGA + Health Canada + Russian GMP + Oman GMP + Iraq GMP + UAE GMP — 10+ concurrent accreditations = moat against new entrants
Batch size economics	Indore batch sizes (100K+ vials/batch) vs Industry avg (40K) = 2.5x unit economics for export (QP release cost fixed per batch, not per vial)
CDMO credibility	20+ Indian pharma majors have audited or are CMO partners — this is the ultimate third-party quality validation



I. Hospital Injectable Platform. Therapy Focus: Anti-Microbials, Immunology & Cardiac Critical Care



A. Critical Care Cluster

Hospital-first execution to widen ICU account coverage and compound molecule-class share through advanced critical-care injectables.

Initiative / Update	Detail
Scientific Platform	FISF Workshop (Jan 2026, Kolkata): senior KOLs spanning ID specialists and mycologists. MYCOCON 2026 (Mar 2026): broad multi-disciplinary specialist audience (ID physicians, microbiologists, intensivists). FISF Nashik planned June 2026
ICU Protocol Embedding	KOL-led evidence shaping for Thymosin Alpha-1 (Immunocin-Alpha) and Dalbavancin (once-weekly advantage in corporate hospitals). AMR stewardship-aligned positioning improving resistant infection adoption
Portfolio Build	Advanced molecules across gram-positive (Dalbavancin, Teicoplanin, Vancomycin), gram-negative (Colistimethate, Polymyxin B), antifungal (Isavuconazole, Voriconazole, Caspofungin)
Next Launch	Novel monobactam + beta-lactamase inhibitor combination injection (subject to regulatory approval) — targeting MBL-producing resistant infections; endorsed by IDSA, ESICM, ICMR. High-acuity, lyophilized, hospital-driven — exactly the Indore thesis
Working Capital	improving debtor-day trajectory; corporate chain rate contracts improving receivables visibility

B. Sparsh

Scaling a hospital + nursing-home platform by tightening execution infrastructure and deepening share of the “hospital wallet” in critical categories.

Strategic Initiative	Detail
DMF-Grade API Campaign	Differentiated positioning across key brands; quality/compliance narrative with intensivists and ID specialists
ISCCM National Conference	Broad audience of intensivists and ID specialists engaged over 2 days — Dual Chamber Bag (Closed Drug Delivery) showcase
Pull-Led Strategy	Shift from push-driven model to pull-led brand strategy; stronger demand generation sustainability
AI-Driven Communication	AI-powered content for DCBs highlighting multiple documented clinical and safety benefits of Closed Drug Delivery System (CDDS)
Rebranding	Packaging upgrades for cardiac products; improved recall and market differentiation
Debtor Days	Materially reduced from prior elevated levels — structural improvement in receivables quality
Distribution Control	CFA-led model; Marg software distributor data layer being rolled out
Pipeline — Q1 FY27	Carbapenem antibiotic + cyclic lipopeptide antibiotic (antibacterial), TPN (Total Parenteral Nutrition) advanced discussions, Contrast Media relaunch (DMF-grade, premium positioning), Gufimer DCB new SKU

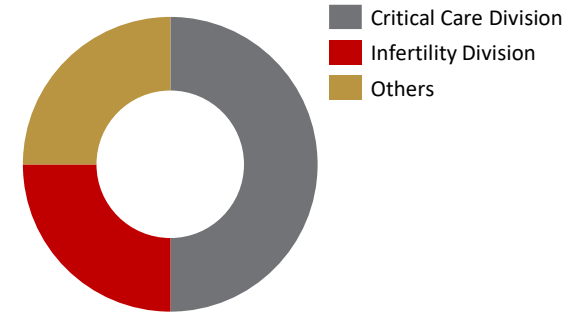
- Sparsh underwent a deliberate operating model change in FY26 — from direct-to-hospital billing (creating 150-180 debtor days) to a CFA/stockist-led architecture. This compressed Q3 revenue by Rs 14-16 Cr and Q4 by Rs 3-5 Cr.



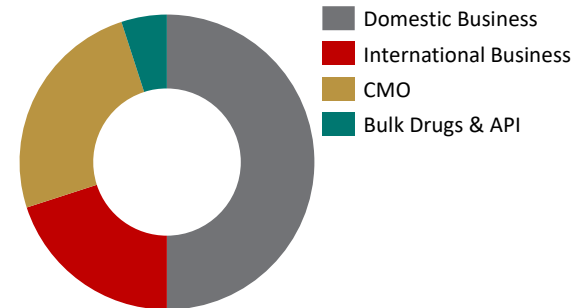
Complex injectable pipeline for the hospital platform

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 <i>Candida</i> and <i>Aspergillus</i> 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





II. Women’s Health Platform. Therapy Focus: Assisted Reproductive Technology(IVF), Immunology & Ortho-gynae



A. Feticare Cluster

Scaling a high-science fertility franchise by owning Reproductive Immunology and expanding the stimulation portfolio with cost-effective differentiation.

Metric	Achievement
Total Cluster Sales	Delivered strong and significant cluster-level revenue in FY26
YoY Growth	Strong double-digit growth — one of the fastest-growing IVF franchises in India
Field Productivity	Meaningful improvement in per-representative productivity versus prior year
Puregraf Group	Achieved ever-highest annual sales milestone for the brand; exceptional full-year growth; secured corporate chain entry
Cetrocare	Crossed a significant brand milestone for the first time; outstanding growth trajectory for the full year
Guficin Alpha (RIF)	Exceeded annual target; established category leadership with majority market share in RIF; confirmed position as the dominant immunology-driven reproductive support therapy
Supergraf Group	Achieved full annual target; ranked Best New Introduction per IQVIA market intelligence (Jan-Mar 2026)
Medical Positioning	Broad national IVF specialist attendance. Gufic sponsored RIF session. Launched GCPR (Good Clinical Practice Recommendations) on RIF via India-first positioning

B. Zenova

Upgrading portfolio quality by scaling prescription-led power brands, expanding women’s health lifecycle coverage, and improving execution consistency.

Strategic Shift	Detail
Injectable Reduction	Planned and executed reduction in injectable dependency, in line with strategic intent to shift toward prescription-driven chronic therapies — a deliberate portfolio transformation
Fertiforce F & M (New Launches)	Gaining initial prescription acceptance; building infertility adjacency foundation
Scientific Events	Broad multi-regional and national conference presence; extensive CME and RTM programme across specialties. Gynaecology and Orthopaedic KOL depth
FY27 Focus	Power brands (DD1, Stretchnil) as growth anchors. Fertiforce M&F scaling.. Chronic therapy footprint deepening
Pipeline	Endometriosis, PCOS, menopause — long-term prescriber relevance build
DD1	Highest contributor; strong target achievement and YoY growth
Stretchnil	Consistent volume growth — maternity/stretch mark management segment



III. Botulinum Toxin Platform. Therapy Focus: Aesthetics & Neurology

A. Aesthaderm

Scaling from a toxin brand into a full-stack aesthetics platform by widening injector creation, strengthening evidence, and unlocking chain-clinic scale.

B. Neurocare

Scaling the Therapeutic Toxin Franchise by creating new injectors in guideline-driven indications and expanding beyond neurology into adjacent specialties.

Initiative	Detail
Market Position — Stunnox	Established No. 2 position in India for botulinum toxin A. Leading blended market share (IQVIA basis). Rapidly expanding practitioner base actively recommending Stunnox across Tier-1/2 centres
In-Licensing Deal — Fillers & Biostimulators	Agreement signed with Canadian partner (one of world's top filler brands — ~\$100mn US sales). Brings PDRN-class biostimulators + fillers portfolio to India. Deal signed; supply/regulatory steps in motion. Launch targeting Q3 FY27
Clinical Evidence Build	Multiple Indian clinical studies completed. KOL consensus-building for local dosing alignment. Data strengthens premium-adoption narrative
Chain Clinic Activation	Entry into top chain clinics initiated — meaningful proof-point for scalable, repeatable access. Organized chains = primary pathway to scale
GROW Symposium	Cadaver labs and hands-on workshops creating repeatable injector-training infrastructure
Adjacent Products	Other peptide combi — incremental clinic wallet capture while deepening relationships

Initiative	Detail
Coverage	Largest therapeutic toxin team in India with pan-India + Nepal coverage
Category Expansion	Moving beyond core neurology into: urology, ophthalmology, pain management, neurosurgery
Hero Indications	Post-stroke spasticity and cerebral palsy — guideline-driven, chronic-duration, protocol-mandated
Momentum	All-time-high monthly sales; strong YTD vial growth — repeat-use and chronic-pattern demand
Government Tenders	Army and institutional tenders strengthen credibility and provide repeat-volume visibility
PG Training Programs	'Master the Toxin' programs; PG workshops; clinic-staff training for safe in-clinic handling

IV. Nutra, Ayurveda & Others. Therapy Focus: Chronic Musculoskeletal Pain & Gastro

Nutra, Ayurveda & Others

Repositioning the portfolio as a science-led chronic-care platform in pain, arthritis and GI—driving sustainable reach through differentiated formulations and next-gen prescriber ecosystem building.

Metric	Achievement
YTD Achievement	Power brands delivered strong contribution, anchoring divisional performance with robust execution across SKUs
Pillar Brands	Consistent execution with meaningful contribution to divisional revenue
Sallaki MR (IQVIA)	Significant MAT value and unit growth — materially outperforming the relevant product market (IQVIA)
Sallaki 600 / Liniment	Strong MAT value growth — reinforcing category leadership in joint care
Gufispon	Standout MAT growth trajectory — fastest-growing brand in the division; Ayurveda-Ortho overlap convincingly validated
VonpHa (P-CAB (next-gen acid suppression))	Solid MAT unit expansion. GI opportunity in a large and fast-growing acid suppression market
Gufican Oil (New)	Enhanced formulation with 4% Cannabis sativa — first-in-India at accessible price. Ayurveda + Ortho traction in chronic pain. Q4 traction improving

FY27 Pipeline	Detail
New Pain Combinations	Collagen + Calcium; NSAID + Muscle Relaxant combinations
GI Expansion	P-CAB (next-gen acid suppression) scaling; chronic GI now a second pillar alongside Pain
Gufispon Scale-Up	Priority promotion with scientific validation strengthening Ortho crossover



V. International Business: *Shifting international growth from opportunistic filings to an IP-owned, complex-injectables-led export & licensing engine.*



Strategy: Why We Changed the Model

Gufic's international business historically was a distributor-led, opportunistic-filing model. The FY26 pivot is structural: we are moving to an IP-owned, complex-injectable-led market access model where Gufic holds the Marketing Authorisation, controls the IP, and monetises assets through three mechanisms — direct supply, out-licensing, and tech-transfer fees.

Old Model	New Model
Distributor holds MA (loses control)	Gufic holds MA through Gufic Ireland (EU direct access)
Opportunistic, crowded molecules	Complex injectables with fewer credible competitors
Single-market filings	Therapy-basket, multi-country DCP filings
Volume-led, price-sensitive	Licensing + supply: recurring fee + supply revenue
Single Site Manufacturing	Dual-site + Own MA

Regulatory update for Q4 FY2026

Product	Country	Date
Product A	Myanmar (MOH)	Jan 22, 2026
Product B	Myanmar (MOH)	Jan 22, 2026
Product C	Philippines (FDA)	Jan 28, 2026
Product D	Myanmar (MOH)	Feb 4, 2026
Product E	South Africa (SAHPRA)	Feb 13, 2026
Product F	South Africa (SAHPRA)	Feb 19, 2026
Product G	Myanmar (MOH)	Mar 13, 2026
Product H	Colombia (INVIMA)	Mar 24, 2026
Product I	Germany	Q4 FY26
Product J	Ecuador	Q4 FY26
Product K	Iraq	Q4 FY26 — Registration dossiers under submission



V. Near Term Indore Scale Up Plan: *Converting complex injectables expertise into a global sales and licensing engine.*



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 glycylicycline 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

Strengthening the Global Partnering Model

- A major global health organization has partnered with us on one of our most complex injectable assets, providing access to 109 public health markets worldwide
- Strong deal flow across Turkey, Brazil and India (for US market) via out-licensing and tech transfer.

Gufic Ireland secured its 1st Marketing Authorization in the EU. This gives Gufic direct access to EU markets.

In the current quarter, we have filed 2 of these products in 18 EU countries. In H1 secured **24 key product and facility approvals** across South Africa, Columbia, Portugal, Myanmar, Sri Lanka, Cambodia, Thailand, and Lithuania, bolstering our regulatory footprint in critical care, gastro, and anti-infectives.



Gufic's R&D Focus:

Peptides & Critical API Self-Reliance
Novel Drug Delivery Systems (NDDS)
Clinical Programs



Research & Development



A. Peptides & Critical API Self-Reliance

Gufic is building in-house peptide API development capability — reducing dependence on Chinese API supply chains and creating a manufacturing moat for complex molecules including GnRH agonist depots, somatostatin analogues, and GnRH agonist microspheres. This is strategically aligned with India's own pharma supply-chain resilience push.

B. Novel Drug Delivery Systems (NDDS)

Format	Advantage	Stage
Dual Chamber IV Bags	Eliminates reconstitution error, prevents contamination — Technoflex collaboration; first-in-India for anti-infectives	Commercially launched; Sparsh TAM expansion trigger
Dual Chamber Syringes	Streamlined reconstitution, precise dosing, sustained sterility	Multiple products in development pipeline
Depot Injection (Microspheres)	Monthly/quarterly dosing — improves compliance, reduces nursing burden	D2/D3 partial agonist LAI, D2 antagonist LAI, GnRH agonist depot, GnRH agonist microsphere, somatostatin analogue — all in pipeline
Liposomal Formulation	Reduced toxicity vs conventional; higher therapeutic index in antifungal therapy	Lipid-complex polyene antifungal — US/EU block deal signed

C. API Development — Reducing Supply Chain Dependence

API Category	Strategic Goal
Antifungals (API)	Develop in-house to reduce Chinese dependence for Amphotericin B, Caspofungin, Voriconazole
Anticoagulants (LMWH, unfractionated heparin, synthetic Xa inhibitor)	In-house API development for LMWH class (low-molecular-weight heparin) — high-value, complex manufacturing
Tetracycline-class antibiotic (API)	Tetracycline-class antibiotic API — in-house for domestic + export
Progestins (API)	Supports Ferticare franchise self-reliance
Beta-3 Adrenergic Agonists, Antidiabetics	Future chronic-care platform adjacent plays
Cyclopeptide Hormones (API)	Supports gonadotropin/GnRH platform



Research & Development



Clinical Programs — 17 Active/Pipeline Studies

Phase	Count	Therapy Areas
Ongoing Clinical Trials	5	Reproductive immunology (Guficin Alpha/RIF), Botulinum Toxin (Aesthaderm), Gonadotropin (Puregraf), Wound healing, Phase III biosimilar (rFSH)
Pipeline Clinical Studies	12	NDDS formats, women's health adjacencies (endometriosis, PCOS), antifungal pipeline, CNS long-acting injectables, antiviral

Selvax (Australia) — Long-Horizon Immuno-Oncology Optionality

Gufic holds India and partial European rights to Selvax's SVX programme — a staged, animal-to-human immuno-oncology project. This is explicitly framed as a long term scientific option, not a near-term revenue lever. Total cumulative investment remains modest (BSE intimation April 29, 2026: USD 50,000 tranche for 378,350 shares at AUD 0.20; total holding now 16,85,350 shares).

Programme	Stage	Key Data
SVX-1001 (Murine model)	Completed	Preclinical proof-of-concept established
SVX-2001 (Canine antibody)	Commercialisation roadmap arm established	Phase I in dogs (soft-tissue sarcomas): 68.4% clinical benefit rate, 25% complete remission, 42% stable disease
SVX-3001 (Humanized anti-CD40 agonist)	Advanced cell-line development; IP filed; entering international patent phase	Targets 'cold' → 'hot' tumour conversion; >80% clearance in preclinical mesothelioma; 100% cure vs 0% FOLFIRINOX in pancreatic adenocarcinoma models



Strategic Initiatives

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 FY26	Q3 FY26	Q4 FY25	FY26	FY25
Total Revenue	252.1	231.1	205	940.5	819.8
EBITDA	44.7	37.1	27	152.9	138.6
EBITDA Margin %	17.73%	16.05%	13.17%	16.26%	16.91%
Profit before Tax	27.6	21.1	10.8	85.5	94.4
PBT Margins %	10.95%	9.13%	5.27%	9.09%	11.52%
Tax	7.1	5.5	2.8	22.3	24.5
Profit After Tax	20.5	15.6	8	63.2	69.9
PAT Margin %	8.13%	6.75%	3.90%	6.72%	8.53%



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 – 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



- 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 | 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

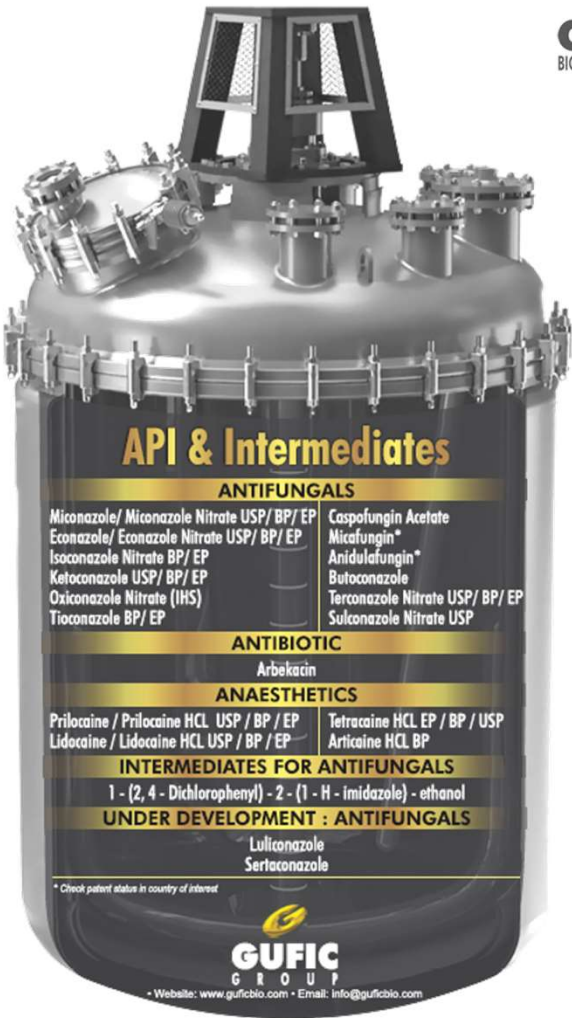
Focused on developing non infringing, novel, cost effective and scalable chemical process for APIs, Peptides and Cyclopeptides

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



TECHNOFLEX
The IV drug delivery expert

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



Prime
Bio

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



BrightGene
博 瑞 生 物

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



شركة سينان
CinnaGen

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



LUCASMEYER
COSMETICS

Therapy Area: Dermo Cosmetics
Technical collaboration and Product Development

Extensive Sales, Distribution IT Infrastructure in 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

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

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.)	FY26	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Total Income	943.1	823.4	808.8	693.2	782.3	491.4	384.6	359.5
EBITDA	152.9	138.6	149.5	137.2	151.1	87.7	57.9	56.7
EBITDA Margin %	16.21%	16.83%	18.48%	19.79%	19.31%	17.85%	15.05%	15.77%
Profit before Tax	85.4	94.4	115.7	106.7	126.8	57.7	30.1	40.2
PBT Margin %	9.06%	11.46%	14.31%	15.39%	16.21%	11.74%	7.83%	11.18%
Tax	22.3	24.5	29.5	27	31	13.5	7.4	13.4
Profit After Tax	63.1	69.9	86.2	79.7	95.8	44.2	22.7	26.8
PAT Margin %	6.69%	8.49%	10.66%	11.50%	12.25%	8.99%	5.90%	7.45%

Historical Balance Sheet (Equity & Liabilities)

EQUITY & LIABILITIES (Rs. Crs.)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Equity Share Capital	10	10	10	9.7	9.7	9.7	9.7	7.8
Other Equity	654.2	591.3	522.5	338.1	259.4	163.7	119.6	67.6
Total Equity	664.2	601.3	532.5	347.8	269.1	173.4	129.3	75.4
Non-Current Liabilities								
Financial Liabilities								
i. Borrowings	105	130.5	153.9	190.7	48	35.4	19.5	11.3
ii. Other Financial Liabilities	5.6	5.4	5	5	5	5	4.7	4.7
iii. Lease Liability	14.4	19.6	11.6	16.2	0.3	2.8	6.2	0
Provisions	18	17.5	15.4	13.3	12.4	10.2	7.9	1.9
Deferred Tax Liabilities (net)	16.6	7.8	2.1	0	0.2	1.5	0	0
Total Non-Current Liabilities	159.6	180.8	188	225.2	65.9	54.9	38.3	17.9
Financial Liabilities								
i. Borrowings	280.1	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	0.5	2.2	2.3	9.8	7	3.9	0	0
Total outstanding dues of other than micro enterprises & small enterprises	198.6	156.5	163.9	120.5	134	109.2	117.1	89.7
iii. Other Financial Liabilities	16	15.2	13.7	10.8	11.4	15.3	10.8	12.5
iv. Lease Liability	5.2	6.2	4.3	6.6	2.8	3.4	3.4	0
Provisions	4.5	4.4	4.7	4.2	4.9	4.6	6.6	3.4
Other current Liabilities	11	23.1	17.4	12.5	12.4	9.5	8.7	7.3
Current Tax Liabilities (net)	1.86	-	2.5	3.1	0.7	1.6	0	3.1
Total Current Liabilities	517.76	387.5	371.9	288.2	186.5	163.8	239.7	200.7
TOTAL EQUITY & LIABILITIES	1341.6	1169.6	1092.4	861.2	521.5	392.1	407.3	294

Historical Balance Sheet (Assets)

ASSETS (Rs. Crs.)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Non-Current Assets								
Property, plant and equipment	467.1	475.2	138.3	126.8	105.5	93.8	72.7	70.3
Intangible assets	6.2	6.3	5.6	0.7	0.6	0.4	0.6	0.4
Capital work-in-progress	22.1	21.8	307.1	169.6	40.9	13.4	30.6	9.6
Right of use assets	17.8	24.5	14.9	32.1	9.1	5.8	9.3	0
Financial Assets								
i. Investments	2.9	2.8	1.8	0.8	0	0	0	0
ii. Loans	0.5	0.2	0.4	0.3	0.2	0.3	10.3	4.2
iii. Other financial assets	11.4	9.7	8.9	8.1	9.1	11.3	0	3.8
Deferred tax assets (net)	0	0	0	1	0	0	0.6	0.7
Other non-current assets	13.3	5.3	15.05	57.7	35.3	6.5	10.1	5
Total Non Current Assets	541.3	545.8	492.05	397.1	200.7	131.5	134.2	94
Current Assets								
Inventories	324.5	216.9	200.5	183.5	115.6	94.4	122.5	114.2
Financial Assets								
i. Trade Receivables	297.4	314.6	329.9	205.5	151.6	124.5	107	96.7
ii. Cash and cash equivalent	60.3	14.9	1.1	28.6	11.6	6.2	4.3	3.9
iii. Bank balances	14	13.3	12.3	18.1	15	7	12.1	8.7
iv. Loans	0.7	0.3	0.3	0.2	0.4	0.3	0.3	0.1
Current Tax assets (Net)	1.6	1.6	0	0	0	0	0	0
Other current assets	101.8	62.2	56.2	28.3	26.7	28.2	27.2	22.5
Total Current Assets	800.3	623.8	600.3	464.2	320.9	260.6	273.4	246.1
TOTAL ASSETS	1341.6	1169.6	1092.4	861.3	521.6	392.1	407.6	340.1



Historical Cash Flows

Cash Flow Statement (Rs. Crs.)	FY26	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Net Profit Before Tax	85.5	94.4	115.7	106.7	126.9	57.7	30.1	35.3
Adjustments for: Non - Cash Items / Other Investment or Financial Items	65.2	43.8	34.1	29.6	23.2	30.8	24.7	13.4
Operating profit before working capital changes	150.7	138.2	149.8	136.3	150.1	88.5	54.8	48.7
Changes in working capital	-94.8	7.4	-130.2	-135.3	-10.7	10	2.5	-33.5
Cash generated from Operations	55.9	145.6	19.6	1	139.4	98.5	57.3	15.2
Direct taxes paid (net of refund)	-11.9	-22.8	-27	-27.7	-33.1	-9.4	-10.1	-10
Net Cash from Operating Activities	44.0	122.8	-7.4	-26.7	106.3	89.1	47.2	5.2
Net Cash from Investing Activities	-30.9	-71.8	-102.4	-190.7	-94.6	-8.5	-42.5	-13
Net Cash from Financing Activities	32.4	-37.2	82.4	234.3	-6.2	-78.6	-4.2	7.7
Net Decrease in Cash and Cash equivalents	45.4	13.8	-27.4	16.9	5.5	2	0.5	-0.1
Add: Cash & Cash equivalents at the beginning of the period	14.9	1.1	28.6	11.6	6.2	4.3	3.9	3.7
Cash & Cash equivalents at the end of the period	60.3	14.9	1.2	28.5	11.7	6.3	4.4	3.6



THANK YOU

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