



GUJARAT TERCE LABORATORIES LIMITED

Date: 26/05/2025

To, BSE Limited Corporate Relation Department, PhirozeJeejeebhoy 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 March 31, 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 March 31, 2025.

Kindly take the same on your records.

Thanking you.

Yours faithfully,

For, Gujarat Terce Laboratories Limited

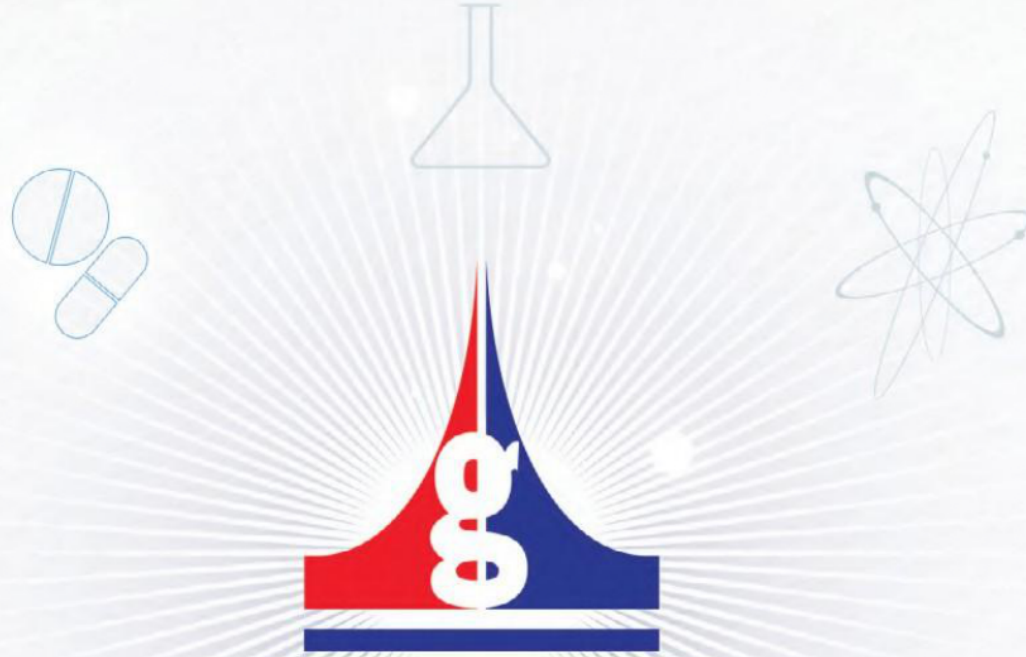
Mr. Aalap Prajapati

Managing Director & CEO

(DIN: 08088327)

Encl: As attached





GUJARAT TERCE LABORATORIES LIMITED



Q4 FY25 | 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	
Q4-FY25	Q4-FY24
1232.44	1220.71

1 %
Growth



EBIDTA	
Q4-FY25	Q4-FY24
113.94	108.61

5 %
Increase



NET PROFIT	
Q4-FY25	Q4-FY24
-339.14	54.34

724 %
Decrease

(INR lacs)

PCPM	
Q4-FY25	Q4-FY24
2.57	2.28

12.82 %
Increase

EARNINGS PER SHARE	
FY 25	FY24
- 1.32	0.33

EBIDTA MARGIN	
Q4-FY25	Q4-FY24
9.25 %	8.90 %

ROCE	
FY 25	FY 24
37 %	11 %



PROFIT & LOSS SUMMARY

(INR lacs)

Particulars	Q4 FY25	Q4 FY24	Change %	FY25	FY24	Change %
Revenue	1232.44	1220.71	1 %	5019.52	4797.47	4.63 %
EBITDA	113.94	108.61	5 %	419.04	158.77	164 %
PBT	96.83	84.39	15 %	339.04	54.39	523.35 %
Current Tax	16.36			16.36		
Deferred Tax	77.90	30.05		78.84	30.05	
Provision for tax of earlier years under vivad se Vishwaas Scheme 2024 (refer management commentary)	341.71					
Cash Profit	-328.89	63.78	(616) %	-59.41	61.12	(197.2) %
Reported PAT	-339.14	54.34	(724) %	-97.87	24.34	(502.10) %
EBITDA Margin	9.25 %	8.90 %		8.35 %	3.31 %	
PAT Margin	(27.52) %	4.45 %		(1.95) %	0.51 %	
Cash Profit (%)	(26.69) %	5.22 %		(1.18) %	1.27 %	



MANAGEMENT COMMENTARY

Dear Shareholders,

FY 25 has been a landmark year in the journey of Gujarat Terce Laboratories Limited — one where long-term vision met disciplined execution.

We are proud to share that for the first time in our history, we have crossed the ₹50 crore revenue milestone — a reflection of our team's commitment, strategic clarity, and sustained operational focus.

Financial Highlights (FY25 vs. FY24):

- Revenue: ₹5,019.52 lacs (+4.63% YoY)
- EBITDA: ₹419.04 lacs (+164% YoY)
- EBITDA Margin: 8.35% (vs. 3.31% in FY24)
- PCPM: ₹2.47 lacs (vs. ₹1.98 lacs in FY24)

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

**Aalap
Prajapati
CEO**



MANAGEMENT COMMENTARY

Core Business Improvements

Our focus on operational efficiency and financial discipline translated into tangible gains:

- Brand-wise strategic focus across Paediatrics, Gynaecology, and Consulting Physician segments led to robust performance in key brands like **Acolate, Terflora, Vitfol, Resplash, and Tynol**
- Collection Days improved from 43 days to 37 days, accelerating our cash flow
- Inventory optimization led to a healthier working capital cycle
- Cash conversion cycle strengthened, resulting in zero dependency on borrowings in Q4
- Expiry & breakage losses reduced from 2.5% to 1.9%, driven by improved demand forecasting and secondary sales focus

These improvements reflect our intent to build a self-sustaining, agile business with stronger internal controls and execution at the ground level.

MANAGEMENT COMMENTARY

Regulatory Update: Vivad Se Vishwas Scheme

As part of our commitment to resolve past matters, the company opted for the Vivad Se Vishwas scheme to settle tax demands related to FY 2010–11, FY 2011-12, FY 2012-13, FY 2013-14. This step helped in:

- Close long-pending litigation
- Avoid excessive contingent liabilities from penalties and interest
- Create clarity and regulatory alignment for future growth

Looking Ahead

With a solid foundation, robust operating metrics, and a sharper execution engine, GTLL is poised for accelerated, sustainable growth. We remain committed to creating long-term value for all stakeholders and thank you for your continued belief in our journey.

Sincerely,

Aalap Prajapati

Managing Director & CEO

Gujarat Terce Laboratories Limited

ABOUT THE COMPANY

Gujarat Terce has over three decades of experience in manufacturing and marketing branded generics to provide the general public with accessible healthcare.

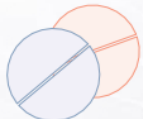
COMPASSION & EXCELLENCE

- We have an extensive basket of 50 Brands (125 products) with a portfolio contributing to 10 therapeutic areas
- Our operations are spread across 13 states in India and cater to 29000+ healthcare professionals, with brands available across a network of 43500+ chemists
- We substantially invest in formulation and development, and research to identify gaps in therapeutic areas and address patients' healthcare needs



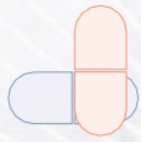
Total Area of the
Facility

3,375 sq mt



Tablets
Manufacturing
Capacity

720 Lakhs



Capsules
Manufacturing
Capacity

185 Lakhs



THANK YOU

For more information, contact:

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Company Secretary

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