



GUJARAT TERCE LABORATORIES LIMITED

8 November 2025

To,
BSE Limited
(Security Code: 524314)
Phiroze Jeejeeboy Towers,
Dalal Street, Fort,
Mumbai- 400 001.

Dear Sirs,

Sub: Investor Presentation for Quarter and half year ended on 30 September 2025

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith Investor Presentation, encompassing an overview of the Company, its operations and the financial performance for the quarter and half year ended 30 September 2025, subjected to Limited Review. Kindly take the same on your records.

This intimation and the earnings presentation are also being uploaded on the Company's website and can be accessed at the weblink: <https://www.gujaratterce.in/investor-presentation/>

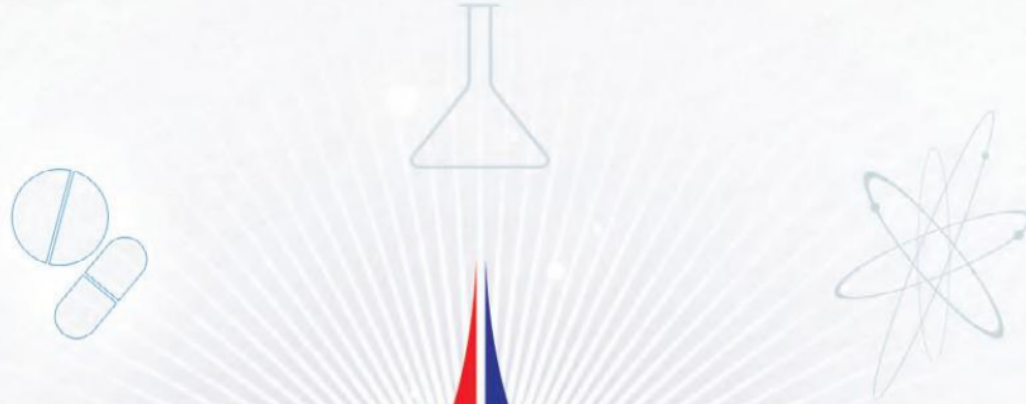
For Gujarat Terce Laboratories Limited

ASHKA
SOLANKI

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ASHKA SOLANKI
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Ms. Ashka Solanki
Company Secretary

Enclosures: As above



GUJARAT TERCE LABORATORIES LIMITED



Q2 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

Q2-FY25	Q2-FY26
1330.12	1292.63

2.82%
Decrease



EBIDTA

Q2-FY25	Q2-FY26
174.21	194.46

11.62%
Increase



(INR lacs)

NET PROFIT

Q2-FY25	Q2-FY26
148.22	140.36

5.30%
Decrease

PCPM

Q2-FY25	Q2-FY26
2.75	2.85

3.64%
Increase

EPS

Q2-FY 25	Q2 FY26
2.00	1.89

EBIDTA MARGIN

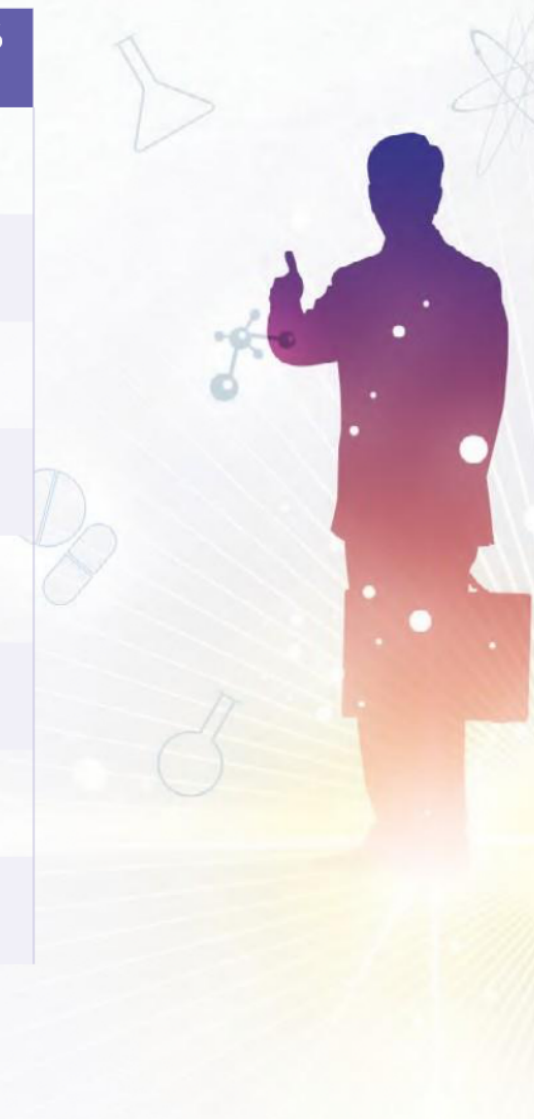
Q2-FY25	Q2-FY26
13.10%	15.04%



PROFIT & LOSS SUMMARY

(INR lacs)

Particulars	Q2 FY26	Q2 FY25	Change %	HY 1 FY26	HY 1 FY25	Change %
Revenue	1292.63	1330.12	(2.82)%	2377.99	2519	(5.60)%
EBITDA	194.46	174.21	11.62%	201.90	189.34	6.63%
PBT	178.34	151.37	17.82 %	171.24	144.43	18.56%
Cash Profit	143.92	160.81	(10.50)%	146.43	163.11	(10.23)%
Reported PAT	140.36	148.22	(5.30) %	136.01	140.46	(3.17)%
EBITDA Margin	15.04 %	13.10 %		8.49%	7.52%	
PAT Margin	10.86%	11.14 %		5.72%	5.58%	
Cash Profit (%)	11.13%	12.09 %		6.16	6.48	



MANAGEMENT COMMENTARY

Dear Shareholders,

This quarter reflects the continuation of the strategy we have consistently communicated. While the topline has seen a slight contraction, this reduction is **due to the planned scale-down of low-margin factory B2B sales** and the **planned rationalization of certain non profitable HQ**. This is an ongoing exercise to strengthen the quality and efficiency of our revenue.

Despite the moderated revenue base, we are pleased to share that the company has delivered the **highest EBITDA performance in our history**, supported by disciplined cost control, operational optimization, and sharper resource allocation.

Importantly, we have now completed **3 quarter without any external funding**, with the business being fully sustained through internal accruals and improved cash discipline. This reflects the underlying financial resilience and operational efficiency we are building.

We remain aligned to the direction already shared with our stakeholders — **profitable, efficient, and sustainable growth**, with further scope for efficiency improvements as we progress through the financial year and beyond.

Sincerely,
Aalap Prajapati
Managing Director & CEO
Gujarat Terce Laboratories Ltd.

"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.
- **147 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 :

Ms. Aashka Solanki
Company Secretary

cs@gujaratterce.com