



**Investor Presentation**  
August 2022



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# Q1 FY23 Business & Financial Highlights

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# Q1 FY23 Business Highlights

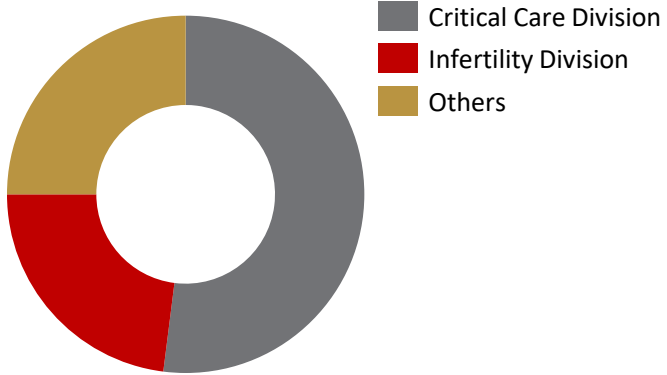
## Critical Care Division

- Retained leadership position in Anti fungals & Anti bacterials
- Launch of Dual Chamber Bag initially targeting Anti-infectives. Addressable market size is ~Rs. 3,000 crores
- Critical Care segment faced headwinds due to reduced hospitalization and excess inventory in the channel. With the launch of Dual Chamber Bags and normalization of hospitalization we see growth coming back in the next few quarters
- Entered Neurology with unique products, with a special task force, and dedicated training center to broaden the addressable market

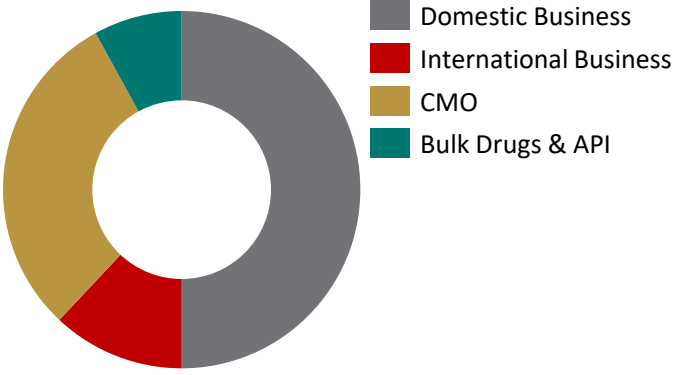
## Ferticare Division

- Dydrogesterone: This product is ready for launch. To de-risk, we have vertically integrated with our own API. Market size for this product is ~Rs. 700 crores growing at 60% YoY. We as a Company are planning annual sales of Rs. 20 Crs. in less than 2 years
- Gufic has invested to develop recombinant alternatives to the urinary source of certain hormones which are critical in the treatment of infertility and thereby ensuring we will be independent of geopolitical as well as currency exchange risks and potential pitfalls in the next 15-18 months
- Having the widest basket of products along with vertically integrated manufacturing and strong field presence, we intend to be among the top 3 players in the next 3 years in infertility market that is around ~Rs. 4,000 Crs. and growing at 15%

## Domestic Business Breakup



## Total Revenue Breakup





# Q1 FY23 Business Highlights

## Healthcare & Spark Division

- We are market leaders in anti-inflammatory and herbal medicines
- We initiated trial of a new product made from an Indian gum by a standardized extraction process for use in the management of asthma
- Our brand Sallaki continues to be the market leader in Boswellia Serrata
- The new multivitamin and anti-inflammatory basket should do well in the coming quarters aiding growth in this segment

## Stellar Division

- Sallaki Max complimented with launches in the field of pain management and muscle recovery and topical unique oil suspension for better penetration and faster recuperation has led to higher growth in this division

## International Business

- Have seen growth of ~25% through International Business. Products are now exported to 130+ countries
- Currently we have 180 Registrations, 13 received and 33 applied in Q1FY23
- 2 new product approvals received from UK-MHRA. We have applied for 1 more product in Brazil
- For Europe and LATAM, strategy is in place to register existing developed formulations in countries in which we have presence and enter new countries based on market gaps and opportunities



# Q1 FY23 Business Highlights

## Center of Excellence in Mumbai

- The center of excellence will treat the skin (not just facial skin) and the body as a holistic organism using most advanced equipment, toxins and fillers for face and body contouring.
- Through the center of excellence, we intend to take to market the most advanced technologies, techniques and products from across philosophies, providing a panoramic approach to these treatment programs.
- Moreover, the knowledge repository of the centre will be made open and available to all the members of the medical fraternity across fields, specializations and philosophies to leverage our findings, thus making available the magnificent and marvelous capabilities of botulinum toxin to the society at large

## Aestherderm Division

- Stunnox continues to increase penetration in the market. We are developing fillers to complement and complete this basket
- Started the training center for new therapies with combination of machines and use of fillers and Botulinum Toxin for face and body contouring
- Gufic has partnered with experts in the field of vaginal tightening and vaginal rejuvenation and organized training on a national level to promote the use of Botulinum Toxin for these indications



## Update on Research & Development and Innovation

- The API Research Development at Navsari has made noteworthy progress in development of molecules in therapeutic categories such as Antifungal, Anticoagulant, Tetracycline Antibiotics, Progestin, Beta 3 adrenergic agonists, Antidiabetic, Cyclopeptides Hormones. These development projects are all progressing in line with the plan
- Clinical Trial for D29 will be completed by Q2 FY23 and will be submitted by Q3 FY23 to the DCGI for final approval. This is a novel once a week anti-infective to be launched for the first time in India
- Biapenem – Approvals are expected soon for vials and for Dual Chamber Bags (first company in India for Dual Chamber Bags). Currently, the market penetration is low due to unviable pricing. Gufic via its pricing and reach will plan to increase the market for Biapenem in India
- Launched of Dual Chamber Bags for the first time in India. Please refer to the [link](#) to know more about this unique technology. ( [www.shorturl.at/cHJVY](http://www.shorturl.at/cHJVY) )
- Isavuconazole oral option to compliment the injectable by Q3 FY23. The overall market of this molecule is growing at 100%

### Selvax Update

- The Selvax immunotherapy demonstrated promising results (100% long-term cures alongside induction of protective immunity) in the two pancreatic cancer models tested in the pre-clinical stage. These results align with the other different mouse tumour models tested.
- Moreover, it has consistently outperformed FDA approved checkpoint inhibitors which have become first line therapies for some cancers, including melanoma. These results indicate that the Selvax immunotherapeutic approach could offer a viable alternative to existing therapies for the treatment of pancreatic cancer.
- Current treatment options for pancreatic cancer include surgery, chemotherapy, radiotherapy, and ablation. These options are rarely effective, and in most cases are used to manage symptoms rather than eradicate disease, highlighting a dire need for new treatments that are effective at combating a cancer that is currently incurable



## 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)	Q1 FY23	Q4 FY22	Q1 FY22*
Total Revenue	165.7	162.2	252.0
<b>EBITDA</b>	<b>33.6</b>	<b>31.6</b>	<b>46.9</b>
<b>EBITDA Margin %</b>	<b>20.3%</b>	<b>19.5%</b>	<b>18.7%</b>
Profit before Tax	28.3	26.2	41.5
<b>PBT Margins %</b>	<b>17.1%</b>	<b>16.1%</b>	<b>16.6%</b>
Tax	7.2	5.9	10.3
<b>Profit After Tax</b>	<b>21.1</b>	<b>20.3</b>	<b>31.2</b>
<b>PAT Margin %</b>	<b>12.7%</b>	<b>12.5%</b>	<b>12.4%</b>

\* Sales were higher in Q1 FY22 due to an increased CoVID-19 product portfolio



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# Company Overview

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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**



# Upcoming World Class Manufacturing Infrastructure

## Unit - III at Indore

Lyophilized/Powder Injectables Facility

Capability to cater to regulated markets such as US & EU

### Capacities

- ✓ Lyophilized – 36 mn vials p.a.
  - ✓ PFS – 15mn PFS p.a.
- ✓ Liquid Injections – 60mn 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 24 mn IV bags
- ✓ Dry Powder Inj 30 mn Vials

## UPDATE ON CAPEX

### Indore

Civil Construction and Site Development work is progressing as per schedule and is near completion

All equipment have been selected and orders have been placed and we expect it to reach us by September

Expected commercialization by Q1 FY24

### Penem Block at Navsari

Strategic decision to move the penem block to Navsari to reduce the time to market turned out well

Civil work complete, Equipment received and Installation complete

Commercialization to begin in August 2022 as announced earlier

**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



➤ 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

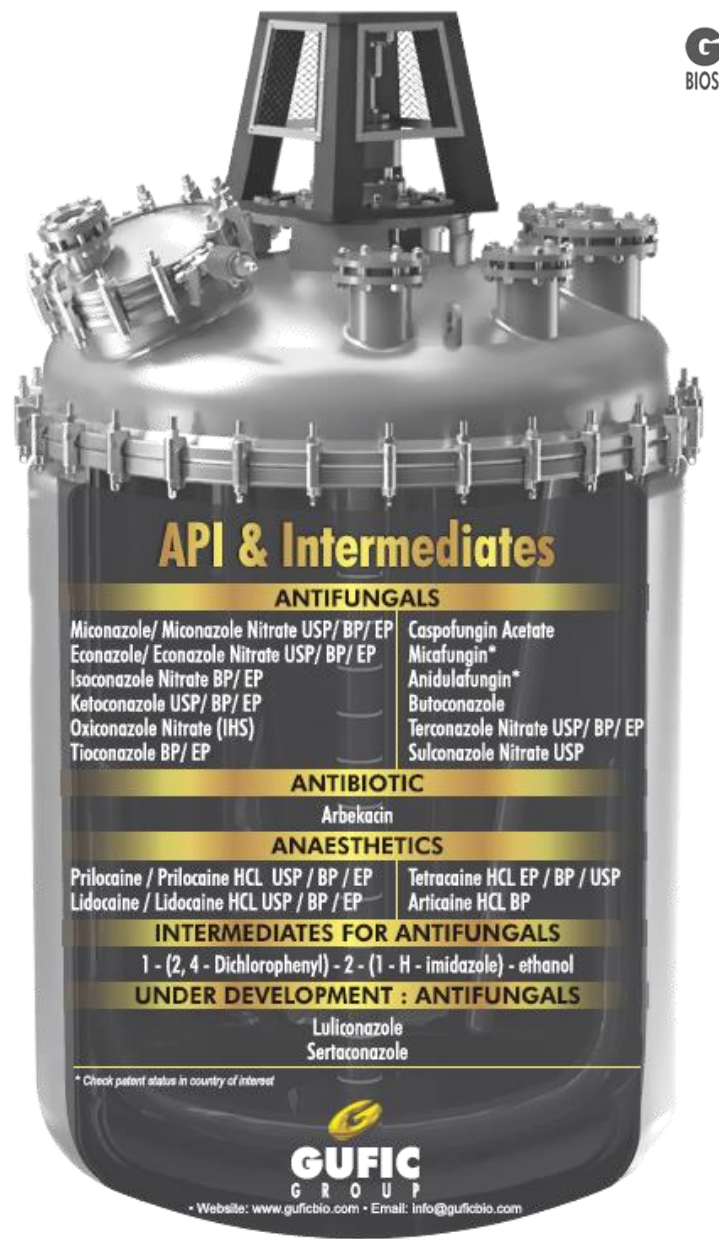
Focused on developing non infringing, novel, cost effective and scalable chemical process for APIs, Peptides and Cyclopeptides

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



European leader in IV drug delivery systems. Collaborated with Gufic to launch Dual Chamber Bags for the 1<sup>st</sup> 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

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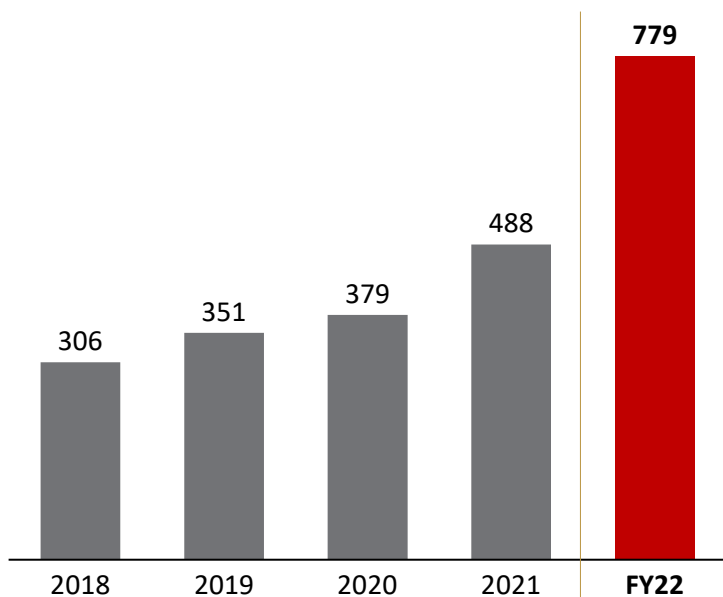
# Historical Financials

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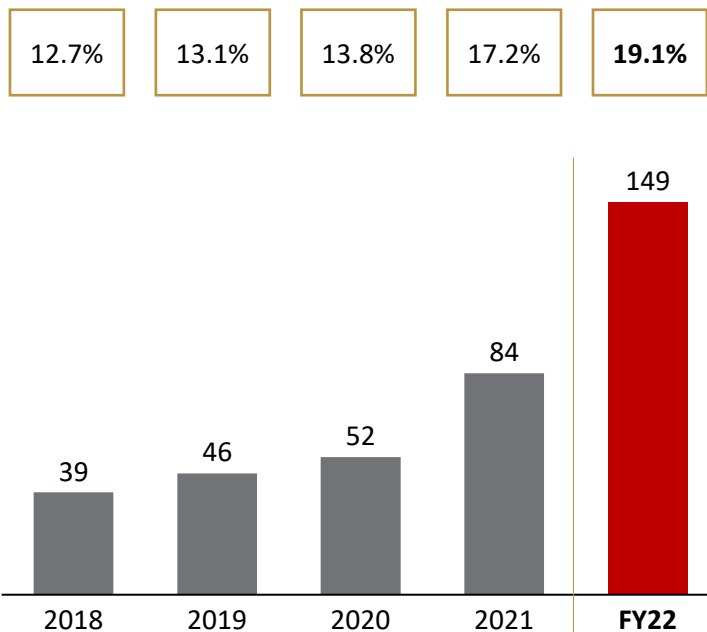
# Historical Financials

## Total Revenue



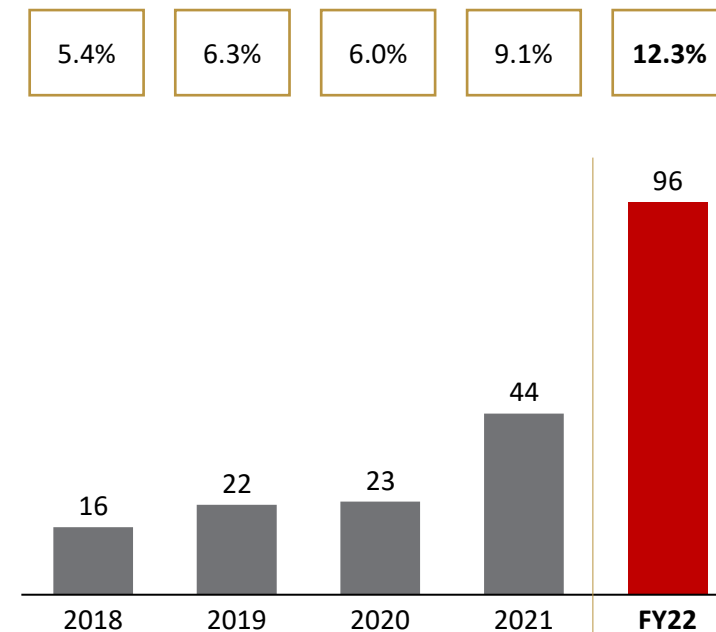
**CAGR 26%**

## EBITDA & EBITDA Margin



**CAGR 40%**

## Profit After Tax & PAT Margin



**CAGR 55%**





# Historical Financials

Particulars (Rs. Crs.)	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	779.2	487.7	378.8	350.8	305.6
EBITDA	148.8	83.9	52.1	46.0	38.8
<b>EBITDA Margin %</b>	<b>19.1%</b>	<b>17.2%</b>	<b>13.8%</b>	<b>13.1%</b>	<b>12.7%</b>
Profit before Tax	126.8	57.7	30.1	35.3	30.0
<b>PBT Margin %</b>	<b>16.3%</b>	<b>11.8%</b>	<b>7.9%</b>	<b>10.1%</b>	<b>9.8%</b>
Tax	31.0	13.5	7.4	13.4	13.5
Profit After Tax	95.8	44.2	22.7	21.9	16.5
<b>PAT Margin %</b>	<b>12.3%</b>	<b>9.1%</b>	<b>6.0%</b>	<b>6.3%</b>	<b>5.4%</b>



# Historical Balance Sheet (Equity & Liabilities)

EQUITY & LIABILITIES (Rs. Crs.)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Equity Share Capital	9.7	9.7	9.7	7.8	7.8
Other Equity	259.4	163.7	119.6	67.6	46.4
<b>Total Equity</b>	<b>269.1</b>	<b>173.4</b>	<b>129.3</b>	<b>75.3</b>	<b>54.1</b>
Non-Current Liabilities					
Financial Liabilities					
i. Borrowings	47.4	35.4	19.5	11.3	8.3
ii. Other Financial Liabilities	5.0	5.0	4.7	4.7	4.8
iii. Lease Liability	0.3	2.8	6.2	0.0	0.0
Provisions	12.4	10.2	7.9	1.9	2.3
Deferred Tax Liabilities (net)	0.2	1.5	0.0	0.0	0.0
<b>Total Non-Current Liabilities</b>	<b>65.3</b>	<b>55.0</b>	<b>38.4</b>	<b>17.8</b>	<b>15.3</b>
Financial Liabilities					
i. Borrowings	6.6	16.3	93.1	84.7	69.2
ii. Trade Payables					
Total outstanding dues of micro enterprises and small enterprises	7.0	3.9	0.0	0.0	0.0
Total outstanding dues of other than micro enterprises & small enterprises	134.0	109.2	117.1	77.8	76.0
iii. Other Financial Liabilities	18.7	15.3	10.8	11.1	10.1
iv. Lease Liability	2.8	3.4	3.4	0.0	0.0
Provisions	4.9	4.6	6.6	3.4	3.6
Other current Liabilities	12.4	9.5	8.7	5.2	7.1
Current Tax Liabilities (net)	0.7	1.6	0.0	4.2	2.6
<b>Total Current Liabilities</b>	<b>187.0</b>	<b>163.7</b>	<b>239.8</b>	<b>186.3</b>	<b>168.5</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>521.4</b>	<b>392.1</b>	<b>407.5</b>	<b>279.5</b>	<b>238.0</b>

# Historical Balance Sheet (Assets)

ASSETS (Rs. Crs.)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Non-Current Assets					
Property, plant and equipment	111.8	93.8	72.7	24.1	22.4
Intangible assets	0.6	0.4	0.6	0.4	0.5
Capital work-in-progress	40.9	13.4	30.6	9.6	2.1
Right of use assets	2.8	5.8	9.3	0.0	0.0
Financial Assets					
i. Investments	0.0	0.0	0.0	0.0	0.0
ii. Loans	0.2	0.3	10.3	7.8	2.7
iii. Other financial assets	9.1	11.3	0.0	0.0	0.0
Deferred tax assets (net)	0.0	0.0	0.6	0.7	2.8
Other non-current assets	35.3	6.5	10.1	4.4	9.4
<b>Total Non Current Assets</b>	<b>200.6</b>	<b>131.5</b>	<b>134.2</b>	<b>47.0</b>	<b>39.8</b>
Current Assets					
Inventories	115.6	94.4	122.5	94.3	94.2
Financial Assets					
i. Trade Receivables	151.6	124.5	107.0	103.2	80.8
ii. Cash and cash equivalent	11.6	6.2	4.3	3.7	3.7
iii. Bank balances	15.0	7.0	12.1	3.9	3.8
iv. Loans	0.4	0.3	0.3	0.0	0.0
Other current assets	26.7	28.2	27.2	27.4	15.7
<b>Total Current Assets</b>	<b>320.8</b>	<b>260.6</b>	<b>273.3</b>	<b>232.5</b>	<b>198.2</b>
<b>TOTAL ASSETS</b>	<b>521.4</b>	<b>392.1</b>	<b>407.5</b>	<b>279.5</b>	<b>238.0</b>



# Historical Cash Flows

Cash Flow Statement (Rs. Crs.)	Mar-22	FY21	FY20	FY19	FY18
Net Profit Before Tax	95.8	44.2	22.7	21.9	16.5
Adjustments for: Non - Cash Items / Other Investment or Financial Items	51.9	44.3	32.1	26.8	25.6
<b>Operating profit before working capital changes</b>	<b>147.7</b>	<b>88.5</b>	<b>54.8</b>	<b>48.7</b>	<b>42.0</b>
Changes in working capital	-10.2	10.0	2.5	-33.5	-30.4
Cash generated from Operations	137.5	98.5	57.2	15.2	11.6
Direct taxes paid (net of refund)	-33.1	-9.4	-10.1	-10.0	-16.4
<b>Net Cash from Operating Activities</b>	<b>104.4</b>	<b>89.1</b>	<b>47.1</b>	<b>5.2</b>	<b>-4.8</b>
<b>Net Cash from Investing Activities</b>	<b>-95.9</b>	<b>-8.5</b>	<b>-42.5</b>	<b>-13.0</b>	<b>-8.8</b>
<b>Net Cash from Financing Activities</b>	<b>-3.1</b>	<b>-78.6</b>	<b>-4.2</b>	<b>7.7</b>	<b>14.4</b>
Net Decrease in Cash and Cash equivalents	5.4	1.9	0.4	-0.1	0.7
Add: Cash & Cash equivalents at the beginning of the period	6.2	4.3	3.9	3.7	3.0
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>11.6</b>	<b>6.2</b>	<b>4.3</b>	<b>3.7</b>	<b>3.7</b>



# THANK YOU

**Company: Gufic Biosciences Limited**

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