Investor Presentation

For Q3FY2025

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GUFIC BIOSCIENCES LIMITED

Q3 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

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.

1. Hospital Coverage Expansion (Where protocols drive repeat volume)

- Continued focus on protocol-led segments (sepsis, resistant infections, invasive fungal disease) where standard-of-care adoption drives durable demand.
- Broader penetration across tertiary, secondary and corporate-chain hospitals, widening the addressable hospital base for advanced injectables.
- Strengthened presence across critical care decision-makers (intensivists, ID, anesthesia, hematology) to improve access and adoption velocity in key institutions.

2. Retention / Share Deepening — Depth wins

- Repeat usage improved by embedding therapies into care pathways.
- Volume share focus sharpened within existing corporate-chain accounts.
- Replacement risk reduced through stickier protocol and pathway presence.

3. Building a High-Science Injectable Portfolio

- Advanced injectables across gram-positive, gram-negative & sepsis care
- Dalbavancin: once-weekly advantage drives share in corporate hospitals

4. Focused Execution: Evidence + basket

- Near-term: deepen protocol integration and account depth in priority centres.
- Indian real-world evidence investment progressed for protocol confidence. AMR stewardship-aligned positioning improved acceptance in resistant infections.

B. Sparsh

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

1. Coverage / Access — Multi-channel footprint

- Balanced expansion across corporate chains and nursing homes progressed.
- Institutional footprint widened to add stable, repeatable volume layers.
- New regions entered to build scalable local engines.

2. Retention / Share Deepening — Control + conversion

- Coverage and distribution control tightened to improve in-hospital conversion.
- Shift toward in-house brands progressed, improving reliability and mix quality.
- Receivables discipline improved, supporting scalable platform economics.

3. Portfolio / Capability / Evidence — Format differentiation

- Differentiated formats validated as a share-gain lever inside hospitals.
- Pull-led in-ward adoption strengthened, reducing push dependence.
- Medium-term categories remain anchored in dual chamber bag range, nutrition, cardiac critical care.

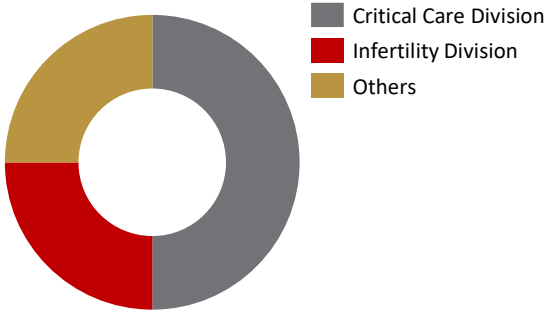
4. Focus Areas

- Near-term: strengthen contracting readiness and distribution control for scale.
- Trigger: contrast media and nutrition broaden TAM and accelerate wallet capture.

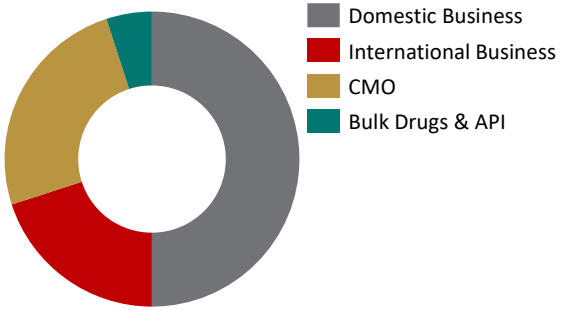
Complex injectable pipeline for the hospital platform

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 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



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

A. Ferticare Cluster

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

1. Own the "High-Science" Layer of IVF

- Clear focus on *Reproductive Immunology* where clinical conviction and protocol adoption drive durable share.
- Guficin Alpha strengthened as a leadership brand in RIF with rising adoption in premium IVF centres.
- Platform approach: deepen presence in IVF clinics through science + outcomes (not price discounting).

2. Proof of Execution: Compounding Growth via Power Brands

- Investment in Indian patient data and international scientific visibility strengthens credibility vs. me-too fertility offerings.
- Core brands continue to deliver scale and momentum, reinforcing Ferticare as a material growth engine.
- *Guficin Alpha* has become a a leading therapy in RIF with strong repeat usage and deepening account confidence.
- Puregraf and Cetrocare ranges show robust traction, improving portfolio resilience beyond a single brand.

3. Portfolio Deepening: Moving Up the Stimulation Value Chain

- Super Pure Urinary FSH positioned head on with rFSH on purity + cost efficiency, expanding the addressable stimulation market.
- Portfolio strategy improves "share of IVF cycle" by adding higher value components around stimulation and outcomes.
- Creates a broader clinic wallet capture opportunity across different patient profiles and affordability tiers.

B. Zenova

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

1. Direction: Shift to High-Growth, Prescription-Driven Engines

- Portfolio mix moving toward brands with **repeat prescriptions and stronger chronic relevance**.
- Women's health lifecycle lens (fertility → PCOS → menopause) creates a coherent long-term platform.

2. Power Brands as Growth Anchors

- **DD1** continues to function as the flagship growth engine with strong over-achievement and high YoY growth.
- **Stretchnil** sustains repeat momentum and recall, providing a dependable base.
- These anchors reduce dependency on frequent launches and create predictable throughput.

3. New Growth Vectors: Fertility Portfolio Scale-Up

- **Fertiforce** range shows encouraging repeat uptake, validating early product-market fit with gynecologists.
- Fertility adjacency strengthens Zenova's relevance in women's health clinics and improves wallet share.
- Builds a bridge with Ferticare over time: broader presence across fertility needs (where appropriate).

4. Pipeline: Expanding Women's Health Coverage with Differentiation

- Pipeline in **Endometriosis, PCOS and Menopause** extends the platform into large, under-served chronic categories.
- Orthopedic/pain expansion adds breadth while preserving specialty orientation.

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.

1. Platform Strategy: From Single Product to Aesthetic Ecosystem

- Global in-licensing progress in fillers & biostimulators.
- Completion of multiple Indian clinical studies and KOL consensus-building to strengthen **local evidence and dosing alignment**, improving clinician confidence
- Strategic intent remains to **expand the clinician universe** and increase wallet share per clinic over time.

2. Capability Building: Creating Injectors and Upgrading the Skill Curve

- Training infrastructure is now a repeatable engine (YTD scale-up), designed to **convert non-users into injectors** and move basic users to advanced indications.
- This capability will be the key bridge to **cross-category adoption** once fillers/boosters enter the portfolio.

3. Scale Up Strategy: Chain Clinics and Strategic Accounts

- Chain-clinic channel is progressing from discussions to early activation; entry into some of the top chain clinics is a meaningful proof-point for scalable access.
- Organized chains + high-volume clinics are the primary pathway to **repeatable scale** in aesthetics injectables.
- Adjacent products (e.g., glutathione + ascorbic combi) add incremental clinic wallet capture and frequency.

B. Neurocare

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

1. Strategy: New Market + Injector Creation (Slow-build, high lifetime value)

- Neurocare is structured as a **category-building unit** where adoption is driven by training, confidence and protocol adherence—not short-cycle promotion.
- Focused on therapeutic indications where botulinum toxin is a **go-to therapy under international guidelines**, creating repeat, long-duration demand.
- Largest therapeutic toxin team with pan-India + Nepal coverage enables sustained market development

2. Category Expansion: Adjacent Specialties to Broaden the Universe

- Purposeful expansion beyond core neurology into **urology, ophthalmology, pain management and neurosurgery** increases total addressable injector base.
- Developing “hero indications” (post-stroke spasticity, cerebral palsy) to drive deeper protocol-led penetration and recurring patient flow.
- Government tenders (including Army) strengthen institutional credibility and provide repeat-volume visibility.

3. Commercial Momentum: Evidence of Scaling

- Strong YTD growth in units and value indicates improving adoption and repeat usage dynamics.
- Record monthly performance demonstrates the potential for **step-change scale** as injector base expands.
- Geographic expansion into new territories/states increases coverage density and future conversion runway.

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.

1. Strategic Direction: Build a Defensible Chronic-Care Franchise

- Sharpened focus on **high-frequency, chronic therapy pools**: arthritis/pain management, bone health and GI (GERD).
- Portfolio is being shaped into two scalable pillars: **Pain** (Ayurveda + Ortho overlap) and **GI** (modern therapy expansion).

2. Differentiated Portfolio Moves: Strengthening the Right Products

- Enhanced **Gufican Oil (Cannabis-based)** adds a differentiated, premium edge within anti-arthritic therapy baskets.
- **Gufispon** continues to validate the Ayurveda–Ortho overlap opportunity, strengthening cross-specialty relevance.
- Entry into **GI** with advanced therapies (e.g., Vonoprazan) expands the addressable market and reduces dependence on only Pain.

3. Growth Triggers: Broadening the Basket and Improving Mix

- Pipeline expansion in arthritis/pain management (e.g., collagen/calcium combinations, NSAID-led options) supports higher wallet share in chronic care.
- Scaling of emerging brands (e.g., GI and new Pain sub-lines) creates **future growth pillars** beyond legacy anchors.

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

1. Strategy: From Distributor-Led to IP-Owned Markets

- Prioritising **select, higher-quality geographies** where **registration IP remains with Gufic** (reduces long-term dependence on local distributors; improves durability of the franchise).
- Scaling a **therapy-basket approach** anchored in **complex injectables** with fewer credible competitors, rather than broadening into crowded molecules.
- Building a repeatable model that combines **direct Marketing Authorisation Holder capability**, licensing, and tech-transfer to monetise assets across markets.

2. Execution: Converting capability into revenue momentum

- SRA region delivered above-plan performance, reflecting stronger conversion and pull-through.
- FY26 run-rate remains constructive, supported by improving order visibility and execution cadence.
- Momentum is increasingly driven by regulated and tender channels, improving mix quality versus opportunistic ROW business.

3. Regulatory Update

- **Regulated markets momentum (EU):** Approvals in Germany for Colistimethate (1 & 2 MIU), and EU registrations progressing via Gufic-held DCP filings (building an IP-controlled footprint).
- **EU lifecycle wins:** Pantoprazole Injection got approval for a longer shelf life in Portugal, and Vancomycin Injection received regulatory acceptance for key updates in Lithuania—supporting continuity of supplies in regulated channels.
- **Semi-regulated scale-up (Myanmar):** New registrations added across a GI + antibiotics + fertility hormones basket — Pantoprazole tablets, Azithromycin dry syrup, Menotropin 150 IU, Urofollitropin 150 IU.
- **Quality access enabler:** Oman granted GMP approval for Unit-2, expanding eligibility for additional regulated and tender-led markets.
- **Broader approvals pipeline:** Additional product clearances in Philippines (Polymyxin B Injection) and Nepal (Caspofungin Injection) extend the injectable portfolio reach in important semi-regulated markets.

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 glycylcycline 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.

Research & Development

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

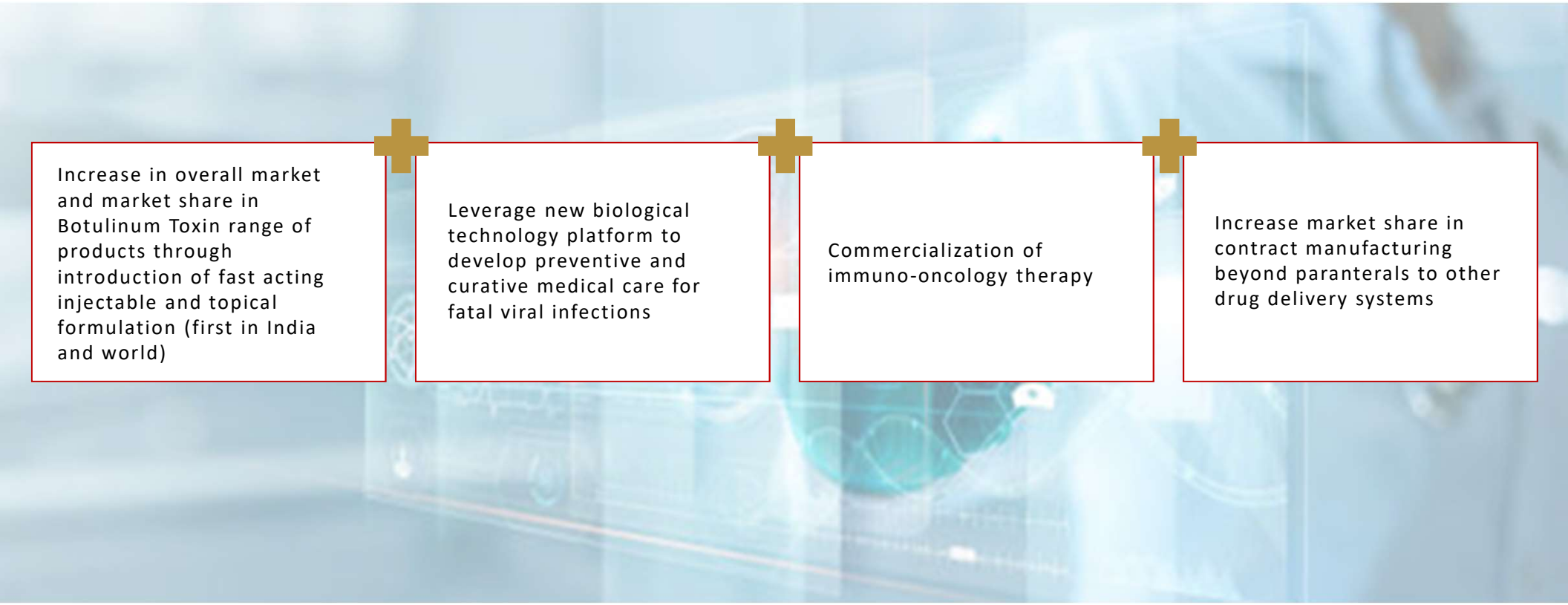
- Phase I trial in dogs with soft-tissue sarcomas: 68.4% clinical benefit rate (25% complete remission, 42% stable disease) with minimal grade 1–2 adverse events

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

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)	Q3 FY26	Q2 FY26	Q3 FY25	9M FY26	9M FY25
Total Revenue	231.1	230.4	207.8	688.4	614.8
EBITDA	**37.1**	**37.9**	**35.8**	**108.2**	**111.6**
EBITDA Margin %	**16.05%**	**16.45%**	**17.23%**	**15.72%**	**18.15%**
Profit before Tax	21.1	20.5	26.3	57.9	83.6
PBT Margins %	**9.13%**	**8.90%**	**12.66%**	**8.41%**	**13.60%**
Tax	5.5	5.6	7	15.3	21.7
Profit After Tax	**15.6**	**14.9**	**19.3**	**42.6**	**61.9**
PAT Margin %	**6.75%**	**6.47%**	**9.29%**	**6.19%**	**10.07%**

Company Overview

About Gufic Biosciences

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

GUFIC CritiCare

- Field Force: 250
- Therapy Areas: Antibacterial, Antifungal, Pain Management, Blood products, GI Immuno modulator

INFERTILITY

GUFIC FertiCare – A Comprehensive Fertility Care

- Field Force: >150
- Therapy Areas: Hormones, Recombinant Products, Infertility Supplements

MASS SPECIALITY

GUFIC spark

- Field Force: >180
- Therapy Areas: Anti Infectives, Gastro, Gynaecology, Respiratory, Nutraceuticals, Dermaology

NATURAL AND NUTRACEUTICAL PRODUCTS

GUFIC HEALTHCARE

- Field Force: >300
- Therapy Areas: Bone Health, Pain Management, Immunity, Gastro, Stress, Nutraceuticals, Wound care, Respiratory, Gynaec

ORTHO – GYNAEC PRODUCTS

GUFIC STELLAR

- Field Force: >60
- Therapy Areas: Bone Health, Pain Management, Fractures, Arthritis, Pregnancy, Post Menopausal

DERMO – COSMECTICS PRODUCTS

GUFIC Aesthaderm

- 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, Fresenius Kabi, Biocon, Lupin, Sun Pharma, Hetero, Cipla, Intas, Alkem, Emcure, Zydus, Corona Remedies, Ferring Pharmaceuticals, Dr. Reddy's, Wockhardt, Koyé, Glenmark

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

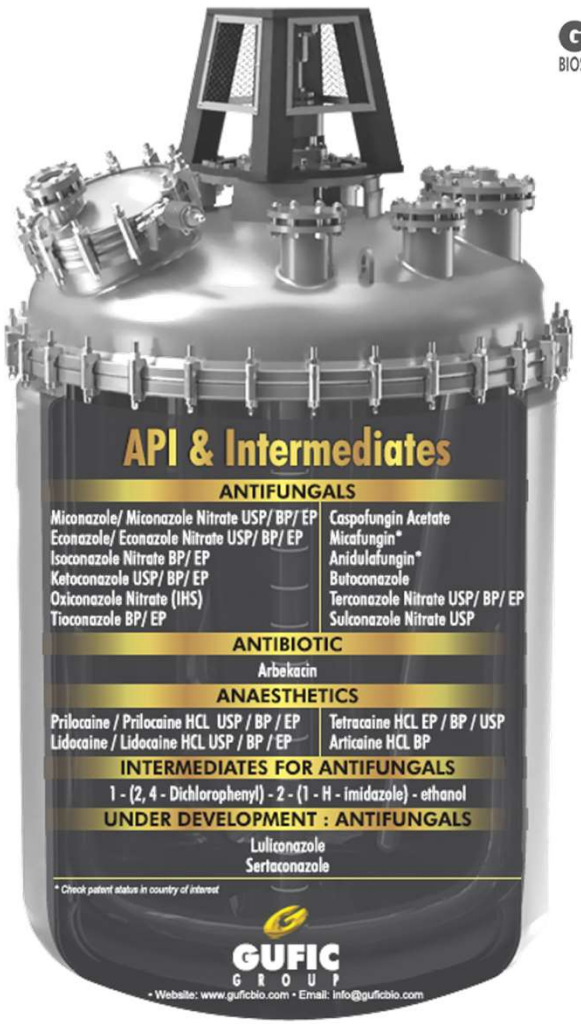
Special Facility dedicated to API

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

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

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.)	9M FY26	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Total Revenue	692.2	823.4	808.8	693.2	782.3	491.4	384.6	359.5
EBITDA	**108.2**	**140**	**149.5**	**137.2**	**151.1**	**87.7**	**57.9**	**56.7**
EBITDA Margin %	**15.63%**	**17.00%**	**18.48%**	**19.79%**	**19.31%**	**17.85%**	**15.05%**	**15.77%**
Profit before Tax	57.9	94.4	115.7	106.7	126.8	57.7	30.1	40.2
PBT Margin %	**8.36%**	**11.46%**	**14.31%**	**15.39%**	**16.21%**	**11.74%**	**7.83%**	**11.18%**
Tax	15.3	24.5	29.5	27	31	13.5	7.4	13.4
Profit After Tax	**42.6**	**69.9**	**86.2**	**79.7**	**95.8**	**44.2**	**22.7**	**26.8**
PAT Margin %	**6.15%**	**8.49%**	**10.66%**	**11.50%**	**12.25%**	**8.99%**	**5.90%**	**7.45%**

Historical Balance Sheet (Equity & Liabilities)

EQUITY & LIABILITIES (Rs. Crs.)	Sep-25	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	618.5	591.3	522.5	338.1	259.4	163.7	119.6	67.6
Total Equity	**628.5**	**601.3**	**532.5**	**347.8**	**269.1**	**173.4**	**129.3**	**75.4**
Non-Current Liabilities								
Financial Liabilities								
i. Borrowings	117.83	130.5	153.9	190.7	48	35.4	19.5	11.3
ii. Other Financial Liabilities	5.62	5.4	5	5	5	5	4.7	4.7
iii. Lease Liability	16.24	19.6	11.6	16.2	0.3	2.8	6.2	0
Provisions	18.78	17.5	15.4	13.3	12.4	10.2	7.9	1.9
Deferred Tax Liabilities (net)	11.80	7.8	2.1	0	0.2	1.5	0	0
Total Non-Current Liabilities	**170.27**	**180.80**	**188.00**	**225.20**	**65.90**	**54.90**	**38.30**	**17.90**
Financial Liabilities								
i. Borrowings	228.6	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	6.6	2.2	2.3	9.8	7	3.9	0	0
Total outstanding dues of other than micro enterprises & small enterprises	192.3	156.5	163.9	120.5	134	109.2	117.1	89.7
iii. Other Financial Liabilities	17.0	15.2	13.7	10.8	11.4	15.3	10.8	12.5
iv. Lease Liability	6.5	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	14.1	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	**469.6**	**387.5**	**371.9**	**288.2**	**186.5**	**163.8**	**239.7**	**200.7**
TOTAL EQUITY & LIABILITIES	**1268.4**	**1169.6**	**1092.4**	**861.2**	**521.5**	**392.1**	**407.3**	**294.0**

Historical Balance Sheet (Assets)

ASSETS (Rs. Crs.)	Sep-25	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Non-Current Assets								
Property, plant and equipment	467.6	475.2	138.3	126.8	105.5	93.8	72.7	70.3
Intangible assets	6.3	6.3	5.6	0.7	0.6	0.4	0.6	0.4
Capital work-in-progress	24.0	21.8	307.1	169.6	40.9	13.4	30.6	9.6
Right of use assets	21.1	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	0.8	0.2	0.4	0.3	0.2	0.3	10.3	4.2
iii. Other financial assets	10.6	9.7	8.9	8.1	9.1	11.3	0	3.8
Deferred tax assets (net)	0.0	0	0	1	0	0	0.6	0.7
Other non-current assets	11.7	5.3	15.05	57.7	35.3	6.5	10.1	5
Total Non Current Assets	**545.0**	**545.8**	**492.05**	**397.1**	**200.7**	**131.5**	**134.2**	**94**
Current Assets								
Inventories	229.7	216.9	200.5	183.5	115.6	94.4	122.5	114.2
Financial Assets								
i. Trade Receivables	320.9	314.6	329.9	205.5	151.6	124.5	107	96.7
ii. Cash and cash equivalent	73.6	14.9	1.1	28.6	11.6	6.2	4.3	3.9
iii. Bank balances	13.5	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)	82.5	1.6	0	0	0	0	0	0
Other current assets	2.6	62.2	56.2	28.3	26.7	28.2	27.2	22.5
Total Current Assets	**723.5**	**623.8**	**600.3**	**464.2**	**320.9**	**260.6**	**273.4**	**246.1**
TOTAL ASSETS	**1268.4**	**1169.6**	**1092.4**	**861.3**	**521.6**	**392.1**	**407.6**	**340.1**

Historical Cash Flows

Cash Flow Statement (Rs. Crs.)	H1 FY26	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Net Profit Before Tax	36.8	94.4	115.7	106.7	126.9	57.7	30.1	35.3
Adjustments for: Non - Cash Items / Other Investment or Financial Items	33.5	43.8	34.1	29.6	23.2	30.8	24.7	13.4
Operating profit before working capital changes	**70.3**	**138.2**	**149.8**	**136.3**	**150.1**	**88.5**	**54.8**	**48.7**
Changes in working capital	-4.4	7.4	-130.2	-135.3	-10.7	10	2.5	-33.5
Cash generated from Operations	65.9	145.6	19.6	1	139.4	98.5	57.3	15.2
Direct taxes paid (net of refund)	-6.8	-22.8	-27	-27.7	-33.1	-9.4	-10.1	-10
Net Cash from Operating Activities	**59.1**	**122.8**	**-7.4**	**-26.7**	**106.3**	**89.1**	**47.2**	**5.2**
Net Cash from Investing Activities	**-15.4**	**-71.8**	**-102.4**	**-190.7**	**-94.6**	**-8.5**	**-42.5**	**-13**
Net Cash from Financing Activities	**15**	**-37.2**	**82.4**	**234.3**	**-6.2**	**-78.6**	**-4.2**	**7.7**
Net Decrease in Cash and Cash equivalents	58.7	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	**73.6**	**14.9**	**1.2**	**28.5**	**11.7**	**6.3**	**4.4**	**3.6**

THANK YOU

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