




Delivering Care & Cure

Gufic moving in the right direction

Disclaimer



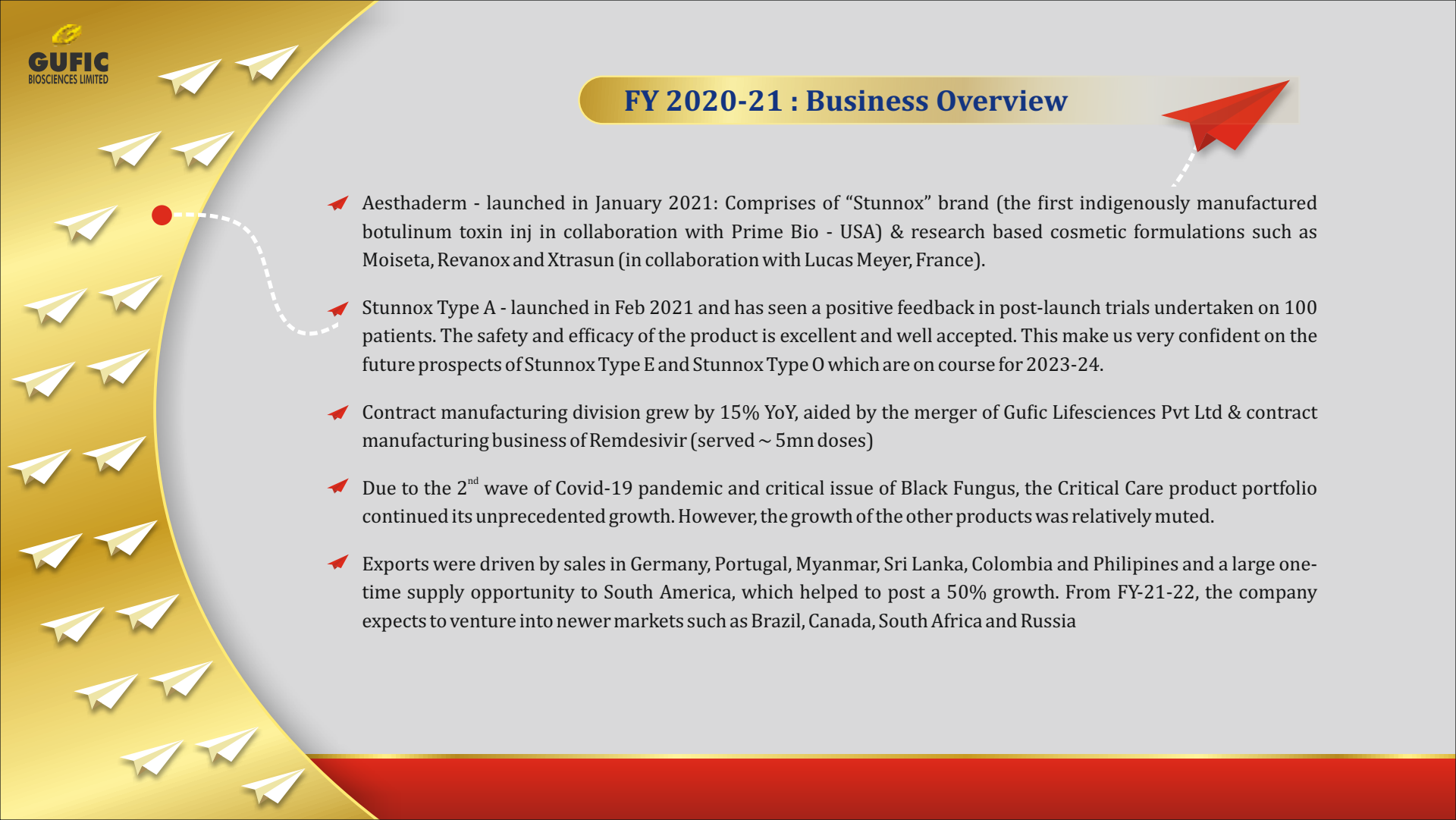
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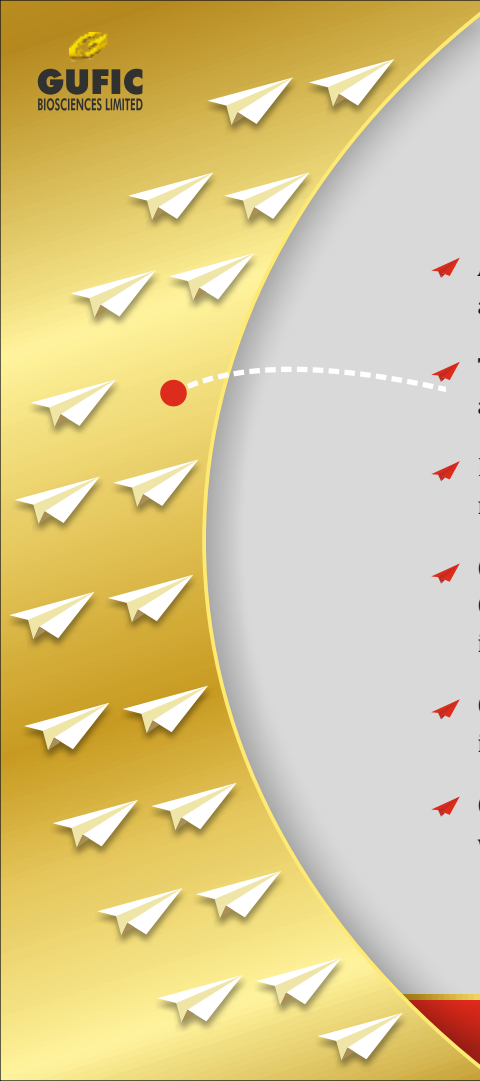
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FY 2020-21 : Business Overview

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- Aesthaderm - launched in January 2021: Comprises of “Stunnox” brand (the first indigenously manufactured botulinum toxin inj in collaboration with Prime Bio - USA) & research based cosmetic formulations such as Moiseta, Revanox and Xtrasun (in collaboration with Lucas Meyer, France).
 - Stunnox Type A - launched in Feb 2021 and has seen a positive feedback in post-launch trials undertaken on 100 patients. The safety and efficacy of the product is excellent and well accepted. This make us very confident on the future prospects of Stunnox Type E and Stunnox Type O which are on course for 2023-24.
 - Contract manufacturing division grew by 15% YoY, aided by the merger of Gufic Lifesciences Pvt Ltd & contract manufacturing business of Remdesivir (served ~ 5mn doses)
 - Due to the 2nd wave of Covid-19 pandemic and critical issue of Black Fungus, the Critical Care product portfolio continued its unprecedented growth. However, the growth of the other products was relatively muted.
 - Exports were driven by sales in Germany, Portugal, Myanmar, Sri Lanka, Colombia and Philipines and a large one-time supply opportunity to South America, which helped to post a 50% growth. From FY-21-22, the company expects to venture into newer markets such as Brazil, Canada, South Africa and Russia

FY 2020-21 : Business Overview



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- API division grew by 40% aided by increased capacities and substantial investments in product development. We aim to launch 5 new molecules in FY 22.
 - The company is in process of applying for IS -6 (one of the molecules for treatment of Black fungus). Expediated approval by the DCGI may be expected given the current situation in the country.
 - Immunocin Alpha (Thymosin Alpha-1) trial data for Covid-19 will be submitted to DCGI by June 2021 for their review.
 - Gufic launched 2 brands of Prefilled syringe in Q3 2020 for cardiac conditions which also has huge potential in Covid-19. Healthy growth is expected in 2021-22 from these brands. The development 3 new biological peptides in the field of gynaecology are progressing well and expected to be commercialized by Q2/Q3 FY 2022.
 - Gufic has invested in the development of H 15 - a candidate for Asthma and 3 new NDDS formulations for Anti-infective use.
 - Gufic has tied up with Metaverso TS, Portugal to launch a series of recombinant molecules in India, first of which will be in the field of infertility. This will be the first recombinant product to be manufactured in-house.

Moving in the right direction... to create healthy lives !



- **Gufic** is a fast-growing research based pharmaceutical company recognized for its innovative, high-quality Pharmaceuticals, Nutraceuticals, Natural/Herbal products.
- **Gufic** is one of the fastest growing company among the top 100 pharma companies in India
- **Gufic** is one of largest manufacturers of Lyophilized injection in India with a wide range of products in various therapy areas.
- The Ranking progression as per IQVIA is

| Company | Rank 2018 | Rank 2019 | Rank 2020 | Rank 2021 |
|--------------|-----------|-----------|-----------|-----------|
| GUFIC | 102 | 94 | 93 | 86 |

Source : IQVIA Apr-21



Our broad Business Structure



Moving in the right direction...with a well defined business structure

World Class Manufacturing Infrastructure

Gufic Biosciences Ltd

Unit-I

Botulinum Toxin facility

Natural Products
(Topical/Liquid)

Lyophilized/powder
injectables facility

API facility

- CAPACITY**
- Lyophilized – 18 million(mn) vials per annum(p.a.)
 - Ampoule – 12 mn p.a.
 - Ointment – 6 mn tubes p.a.
 - Lotion – 6 mn bottles p.a.
 - Syrup – 6 mn bottles p.a.
 - PFS – 2.8 mn PFS p.a.

CERTIFICATIONS

WHO GMP, Philippines BFAD, Nigeria NAFDAC, Cambodia MOH, Kenya PPB, Ethiopia FMHACA, Thailand MOH, Srilanka NMRA

Unit-II

Lyophilized injectables facility

Capability to manufacture
Liposomal Amphotericin-B
and Depot Injections

- Lyophilized–30 million(mn) vials per annum (p.a.)
- PFS – 30 mn PFS p.a

EU GMP (Hungary), ANVISA Brazil, Russian GMP, Health Canada, Ukraine GMP, Australia TGA, Colombia INVIMA, WHO GMP, Uganda NDA

Gufic - Vadodara

Sanitary Napkins facility

- Sanitary Napkins- 8.4 mn per annum (p.a)



Gufic - Belgaum

Natural products facility

- 60 mn capsules p.a
- 3.6 mn powder p.a



Moving in the right direction... to scale-up the manufacturing facility

Upcoming World Class Manufacturing Infrastructure

Gufic Biosciences Ltd

Unit-III

Lyophilized injectables facility

Capability to cater regulated markets such as US & EU

- CAPACITY**
- Lyophilized - 36 mn vials per annum (p.a.)
 - Liquid Injections - 43 mn units p.a



Unit-IV

Penem Block

Carbapenems
(Lyophilized / Dry Powder Inj.
/ Oral Solids)

- Lyophilized - 3 mn vials per annum (p.a.)
- Oral Solids - 30 mn (Tab/Cap) p.a.



Moving in the right direction... to scale-up the manufacturing facility

Gufic Biosciences Manufacturing Facility

- **Gufic Biosciences Ltd** is a WHO GMP, EU GMP, ANVISA Brazil, Russian GMP, Health Canada, Ukraine GMP, Australia TGA, Colombia INVIMA and Uganda NDA approved company with a total capacity of 30 million lyophilized vials per annum.
- Product portfolio includes Antibiotic, Antifungal, Cardiac, Antiviral and proton-pump inhibitor segments
- Exporting - Vancomycin, Clarithromycin, Azithromycin and Omeprazole injection to EU countries.



Botulinum Toxin Facility

Gufic has built a state - of - the - art manufacturing facility for Botulinum Toxin in Navsari, India.

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.



Expanding our Geographical Reach

PRESENCE IN STRATEGIC LOCATIONS ACROSS THE GLOBE

Our operations is spread pan- India and 20+ countries worldwide



▶ 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
- OMINICAN • REPUBLIC • VENEZUELA • SUDAN • ETHIOPIA • ECUADOR • PERU • PARAGUAY • NIGERIA • SOUTH AFRICA • EGYPT • ZIMBABWE • UGANDA
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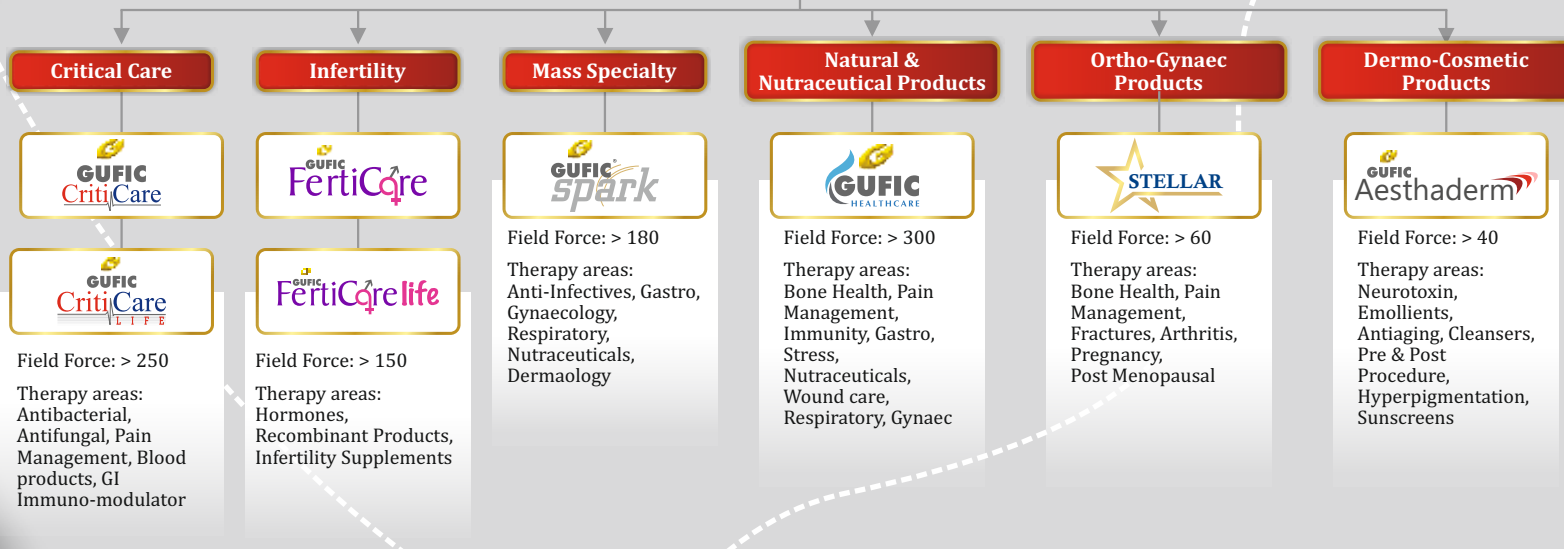
EXISTING PRESENCE MAP NOT TO SCALE

Moving in the right direction... to Explore the International Business

Consolidating our India Business

India Business

Pan - India Presence in multiple Therapy Areas



Doctor reach : Over 1,20,000
Prescribers : 30,000
Retail reach : 1,10,000
Hospital Coverage : 80 % of Tertiary care, Key Account Manager Infrastructure in place Presence in Government Institutions

Moving in the right direction... to build our domestic business

Gufic - Wide-spread Therapy Presence

Product offerings in Multiple therapy areas across the pharmaceutical market

Anti-Infectives

Anti Fungal

Blood Related

Gastrointestinal

Women Health

Hormones

Respiratory

Osteoporosis

Arthritis

Dermo-Cosmetics

Pain Management

Wound Care

Hepatoprotectives

Immunity

Infertility

Portfolio of over 100 products and 200 SKUs

Venturing into new futuristic therapy areas like- Biologicals and Immuno-Oncology

Moving in the right direction... in wide spread Therapy areas

Gufic - Our strong Partnership and licensing deals



**Prime
Bio**

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



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



BrightGene

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

Gufic believes in long-term mutually beneficial partnership based on several business models

- Ready to market
- Tech-transfer
- API and formulation development
- Profit sharing / Royalty

Moving in the right direction... With strong growth oriented Licensing deals

Extensive Sales, Distribution & IT Infrastructure in India

2 Central Warehouses

23 C&F Agents

1200 Plus Stockists

1000 + Field Force

- Pan India Presence with a field force > 1000+
- Two central ware house located in North-Delhi & West-Bhiwandi
- 23 Carrying & Forwarding agents across India
- 1200 Stockists for effective distribution across India.
- Retail coverage of more than 1,10,000 retailer.

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



GUFIC - Expanding Our credibility In the CMO Business

Our Esteemed Partners



We offer CMO services for India and Global markets:

- Reliable CMO service for quality products over a decade
- 70 + Companies
- 150 + Products across multiple therapy areas
- One of the Largest supplier of formulations-Doxycycline, Tigecycline, Gonadotropins, Liposomal Amphotericin-B, Micafungin, Remdesivir (Served ~ 5 mn Doses)

Moving in the right direction... as reliable CMO partners

Our robust R & D and Clinical team to augment growth

R&D

State-of-the-art R&D Facility located in Navsari, Gujarat with expertise in

- Formulation Development
- Technology-Transfer
- API Development



Patents in various therapy areas

- Granted : 5
- Filed : 4

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

Capabilities to take Synthetic and Biological Projects across Phase II and Phase III clinical trials



Projects in various Clinical Phases

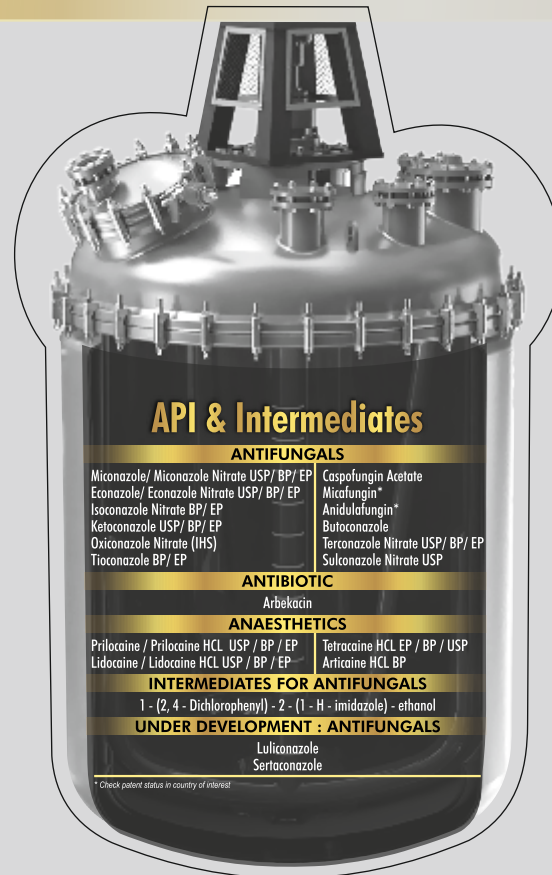
- On-going : 5
- Pipeline : 12

Pharmacovigilance Team

Moving in the right direction... to create future markets

Building our API Capabilities

- Special facility dedicated to API
- The categories of API's manufactured are antifungals, antibacterial, anesthetics and intermediates for antifungals
- Presence in 25+ countries worldwide
- 70+ customers Pan India



Moving in the right direction... to create API capabilities

Gufic - Our Strategic Growth Levers



Strategic Growth levers

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

International Business

- Expand our presence in regulated markets such as US & EU
- Gradually commercialize the pipeline products
- Explore newer geographical locations

CMO Business

- Scale - up the manufacturing capacity
- Consolidation of the clients - offer more products to existing clients
- Expand the customer base
- New product offerings

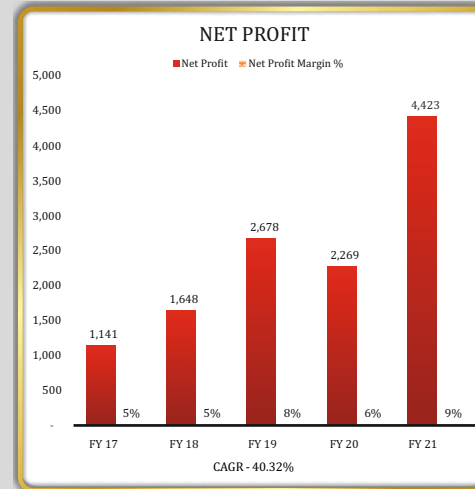
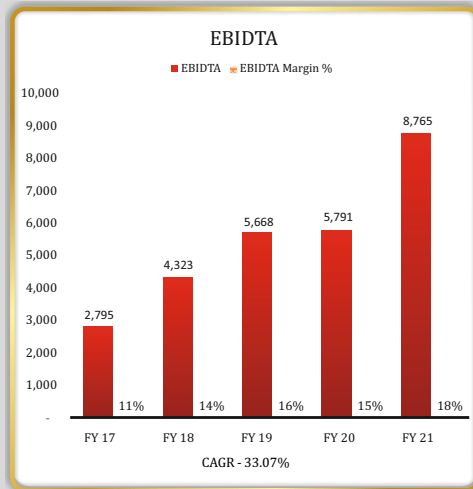
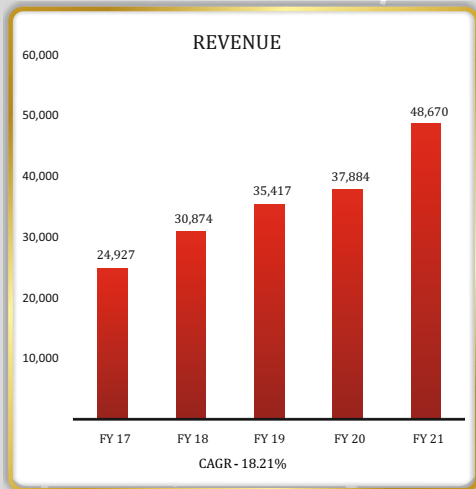
Moving in the right direction to boost future growth

Financial Highlights – FY 2020-21

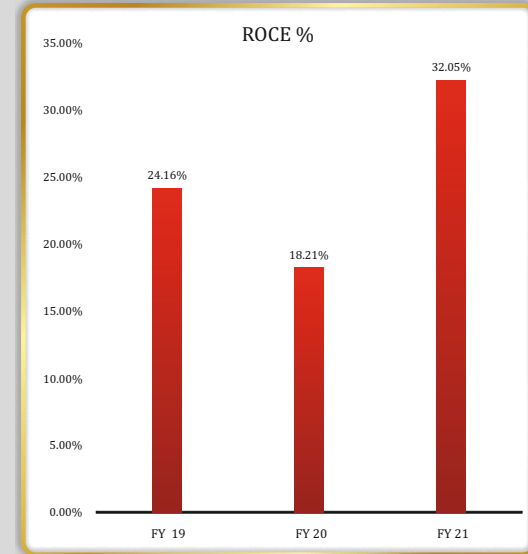
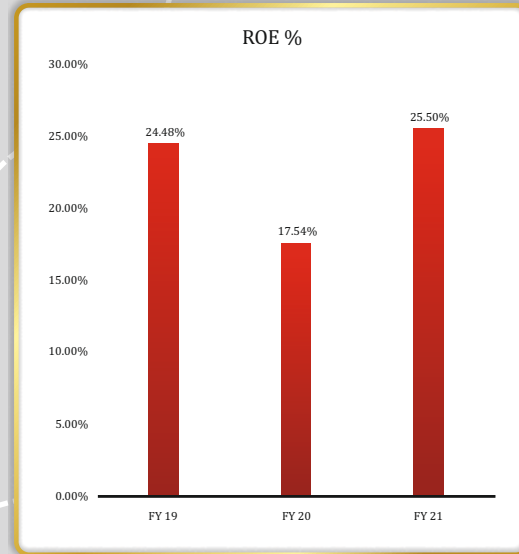
Amt in Lacs

| Particulars | Quarterly | | | YTD | | |
|-------------------------|-----------|----------|--------|-----------|-----------|--------|
| | Q4 FY 21 | Q4 FY 20 | Growth | YTD FY 21 | YTD FY 20 | Growth |
| Net Sales | 13,093 | 8,707 | 50% | 48,670 | 37,884 | 28% |
| EBITDA | 2,440 | 1,365 | 79% | 8,765 | 5,791 | 51% |
| EBIDTA Margin % | 19% | 16% | | 18% | 15% | |
| Profit Before Tax (PBT) | 1,705 | 629 | 171% | 5711 | 3013 | 92% |
| PBT Margin % | 13% | 7% | | 12% | 8% | |
| Net Profit | 1287 | 497 | 159% | 4423 | 2269 | 95% |
| Debt/ Equity Ratio | | | | 0.32 | 0.90 | |
| Operating Cashflows | | | | 8907 | 4710 | 89% |

Financial Highlights - FY 2020-21



Financial Highlights - FY 2020-21



Corporate Citizenship

COMMUNITY HEALTHCARE, SANITATION AND HYGIENE

- Assist people living in areas having inadequate medical facilities to get medical assistance
- Provide free sanitary napkins for under privileged women
- Provide world class medicines at cost price for 2500 patients annually

EDUCATION, KNOWLEDGE AND RESEARCH

- Assist underprivileged children to avail education
- Promote sports
- Work with academic institutions and provide access to sophisticated analytical equipment not available with them at zero cost

SOCIAL CARE AND CONCERN

- Generate employment opportunities
- Welfare of victims of natural calamities
- Save the Girl Child campaign

Gufic's strong focus on promoting and supporting the cause of child education has been recognized by Smile Foundation



Certificate of Appreciation

Smile Foundation

*heartily acknowledges and appreciates
the invaluable contribution of*

GUFIC BIOSCIENCES LIMITED

*in promoting and supporting
the cause of child education.*


Sanjeev Dham
Chief Operating Officer
Smile Foundation



Thank You

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