GUFIC BIOSCIENCES LIMITED
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239/LG/SE/AUG/2026/GBSL

August 14, 2026

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai – 400 001
Scrip Code: 509079

To,
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
Scrip Symbol: GUFICBIO

Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on Unaudited Financial Results of the Company for the quarter ended June 30, 2026.

Kindly take the same on record.

Thanking You,

Yours truly,

For Gufic Biosciences Limited

AMI SHAH
Digitally signed by AMI SHAH
Date: 2026.08.14 20:13:14 +05'30'

Ami Shah
Company Secretary & Compliance Officer
Membership No. A39579

Encl.: As above

GUFIC BIOSCIENCES LIMITED

Delivering Care & Cure

Investor Presentation

For Q1FY2027

Safe Harbor

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GUFIC BIOSCIENCES LIMITED

Q1 FY27 Business & Financial Highlights

Indore Facility update: The Manufacturing Platform

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

The qualification phase is behind the site. Q1 work moved to capability extension — the depot and microsphere suite is at the verge of completion, enabling manufacture of long-acting depot presentations

Set-up commenced for a spray-dried route to a lipid-based antifungal, alongside qualification of a conventional route for the same format. These are formats very few Indian sites operate; both are targeted to become operational during the year.

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	FY27	EU audit completed; certification awaited
US FDA	FY29	Filed with US authorities on behalf of a client to trigger inspection; Gufic participates as a pure-play CDMO partner

Direction: Scale-up is deliberately paced. The site's cost base is already in the reported numbers; the operating leverage it was built to create sits behind the certifications now in progress.

Indore Plant: The Journey So Far

What We Delivered Quarter by Quarter

Quarter	Milestone	Detail / Evidence
Q4 FY25 (Capitalized)	Commercial production commenced	Oct 2024 first batch; plant capitalized Q3 FY25
Q1 FY26 (Apr-Jun '25)	First revenue contribution	Navsari saturated; all incremental growth = Indore. High volume molecules shifted in phase 1. 145 State FDA approvals. 9 Lyo + 3 Liquid + 3 Ampoule tech transfers done; 8 in progress
Q2 FY26 (Jul-Sep '25)	40 tech transfers completed; 27 under development	Product mix shifted to volume products. 18 CMO vendor audits completed.
Q3 FY26 (Oct-Dec '25)	On track for 30% capacity utilization	203 State FDA approvals received. 20+ vendor audits. EU competent authority audit completed first week December 2025.
Q4 FY26 (Jan-Mar '26)	Scale up of phase 1 molecules commenced in CMO; regulatory audit focus	GLP-1 validation batches (for big pharma client) executed in Jan 26. CMO client migration underway from Navsari Unit-2 to Indore
Q1 FY27 (Apr-Jun '26)	Capability extension and regulatory sequencing	Depot and microsphere suite nearing completion; spray-dried and conventional routes for a lipid-based antifungal under set-up; contract-client migration continuing

Gufic Advantage
Fully Integrated Injectable Platform

Barrier	Why It Matters
Lyophilisation at scale	One of the largest Indian companies that can manufacture lyophilized injectables at scale.
Multi-format complexity	Lyophilized + Liquid Vials + Ampoules + Microspheres + NDDS (DCB, DCS) + Depot — very few companies can run this breadth under one roof
Regulatory multi-accreditation (Indore + Navsari)	WHO GMP + EU GMP + UK MHRA + ANVISA + TGA + Health Canada + Russian GMP + Oman GMP + Iraq GMP + UAE GMP — 10+ concurrent accreditations = moat against new entrants
Batch size economics	Indore batch sizes (100K+ vials/batch) vs Industry avg (40K) = 2.5x unit economics for export (QP release cost fixed per batch, not per vial)
CDMO credibility	20+ Indian pharma majors have audited or are CMO partners — this is the ultimate third-party quality validation

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.

Theme	Q1 FY27 update
First-in-India launch	AWABAC — a monobactam and beta-lactamase inhibitor combination for difficult-to-treat gram-negative infections — launched following expiry of the innovator patent, and introduced across corporate, tertiary and secondary care networks.
Depth ahead of breadth	Emphasis on widening coverage within hospital groups already served and compounding share inside molecule classes, rather than adding portfolio width.
Route to formulary	Round tables, continuing education and national webinars supported the launch, alongside participation in fungal-infection and critical-care scientific forums. Positioning aligned throughout to antimicrobial stewardship.
Portfolio anchor	Advanced gram-positive, gram-negative and antifungal classes — high-acuity, lyophilised and hospital-administered. Precisely the profile the Indore platform was built to serve.
Pipeline	Continued evaluation of niche hospital anti-infective and supportive-care assets, with regulatory and market-readiness work progressing for subsequent launches.

B. Sparsh

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

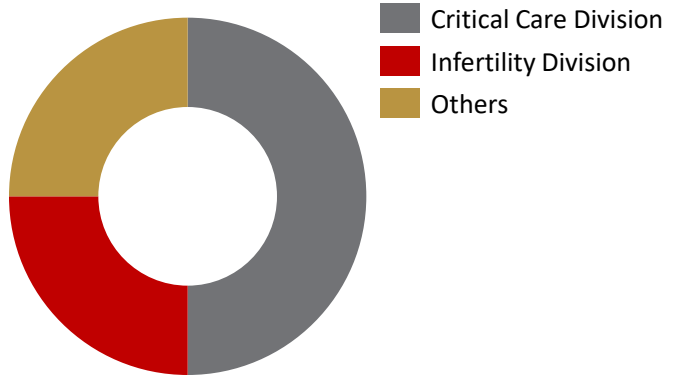
Theme	Q1 FY27 update
The reset is behind us	The division now operates entirely on the clearing-and-forwarding and stockist architecture, with the distributor data layer live. Outstanding days are inside standard trade terms and hospital onboarding has resumed at scale.
Delivery systems as the moat	The dual-chamber bag — a closed drug-delivery format, first in India for anti-infectives — secured acceptance across a widening set of leading tertiary and corporate institutions, and now contributes a growing share of the division.
Education where it counts	Clinical programmes directed at the nursing and cath-lab technician cohorts who handle the format in practice
Shift towards own manufacture	Promotional focus moved towards in-house manufactured brands — improving margin quality and supply reliability, and connecting the division directly to utilisation of the Company's own capacity.
Balanced coverage, pull-led	Coverage now weighted evenly between nursing homes and corporate hospital chains, with the commercial approach moving from volume placement to pull-led brand and protocol building. Cardiac packaging and identity refreshed.
New geographies and pipeline	Entered the North-East and Jammu & Kashmir. In preparation: a chondroprotective agent; a thrombolytic and a synthetic anticoagulant for cardiac; a first-of-its-kind cyclic lipopeptide presentation in India; a premium contrast media relaunch on a DMF-grade active; and total parenteral nutrition.

Direction: Formulary depth ahead of portfolio breadth, differentiated delivery formats as the point of difference, and scale rebuilt on a settled channel and a clean receivable base.

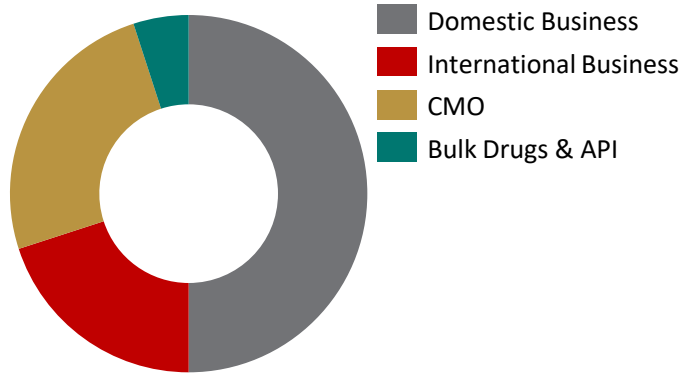
Complex injectable pipeline for the hospital platform

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.

Theme	Q1 FY27 update
Category leadership held	Guficin Alpha retains market leadership in recurrent implantation failure and continues to lead immunology-driven reproductive support — a category the division effectively created.
Wider share of the cycle	The Puregraf group secured entry into major corporate IVF chains. Unogem, the super-pure urinary FSH, is positioned against recombinant alternatives on purity and cost, with Supergraf building in the poor-responder segment.
Evidence, not promotion	Investigator-led observational studies with senior Indian IVF clinicians were initiated during the quarter. In this segment published evidence outlasts any campaign.
Academic leadership	A structured mentor-mentee programme and engagement with Indian and international reproductive medicine societies continued through the quarter.
Convenience formats	Pre-filled syringe presentations continue to be introduced across the portfolio, with further presentations and a probiotic combination planned later in the year.

B. Zenova

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

Theme	Q1 FY27 update
Mix shift by design	Dependence on injectables continues to reduce deliberately while prescription-led and chronic therapies carry the division. The declining injectable line is a portfolio decision, not a demand signal.
A new growth layer	Fertiforce-M and Fertiforce-F gained prescription acceptance with a consistent month-on-month trend, establishing an infertility and reproductive-health adjacency.
A broader core	Power brands remain the anchor of the division, with growth increasingly broad-based across established and emerging brands rather than concentrated in one.
First-mover pipeline	Two differentiated introductions ahead — an in-licensed chondroprotective agent for osteoarthritis with a long clinical record in its home market, and a brand addressing the metabolic-ovarian segment built around the emerging clinical nomenclature.
Scientific base	Education and round-table formats continued across both gynaecology and orthopaedics.

Direction: Depth of clinic wallet share rather than centre count in fertility; and in Zenova, a move from single-brand dependence and acute injectables to a broader, prescription-led chronic base.

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.

Theme	Q1 FY27 update
Market position	Number two in India in botulinum toxin type A, manufactured from the Company's own strain with no third-party dependence for the active — a position no other Indian company holds.
Closing the portfolio gap	The in-licensed dermal filler and biostimulator portfolio from the Company's Canadian partner continues through supply and regulatory steps, with launch planned during FY27. It requires no capital expenditure.
Category creation is the constraint	Adoption is mediated almost entirely through trusted clinicians. The task is building the category rather than capturing share within it.
Injector infrastructure	Cadaver laboratories and hands-on workshops continue to build a repeatable injector-training capability — the bridge to cross-category adoption once fillers enter the portfolio.
Organised chains	Activation of organised clinic chains remains the primary pathway to repeatable scale.

B. Neurocare

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

Theme	Q1 FY27 update
Guideline-driven indications	Post-stroke spasticity, cerebral palsy, dystonia, chronic migraine and urological indications — protocol-mandated settings where adoption is slow to establish and recurring once established.
Coverage	The largest therapeutic toxin team in India, with coverage extending into Nepal.
Category expansion	Extending beyond core neurology into urology, ophthalmology, pain management and neurosurgery.
Institutional channels	Structured training programmes and institutional and government tenders provide clinical credibility and repeat-volume visibility together.
Franchise character	A long-duration, low-promotion-intensity business that does not require commercial acceleration to sustain repeat volume.

Direction: A deliberate build in aesthetics — a full portfolio is the precondition for clinics consolidating with one supplier; and in therapeutics, a franchise that compounds quietly on protocol-mandated demand.

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.

Volume-led recovery in the core. The Sallaki range regained growth momentum and outperformed its relevant product market, having declined in the comparable period a year earlier. Volume-led recovery is the sustainable kind.

A second pillar scaling. VonpHa, the division's potassium-competitive acid blocker, continues to expand unit volumes in a large and growing acid-suppression market — establishing gastrointestinal therapy as a genuine second pillar alongside pain.

The overlap thesis, validated. Gufispon, the division's newest pillar, continues to demonstrate the Ayurveda-orthopaedics crossover and is now a priority promotion brand.

A deliberate step into allopathic pain. Q1 was spent preparing the NaproPure range — an NSAID and an NSAID-with-prokinetic combination — the division's first structured entry into allopathic pain management. Market survey and launch planning were completed for rollout in Q2.

Building the prescriber pipeline. The monthly scientific webinar series, continuing education at Ayurvedic colleges, round tables and patient screening initiatives continued through the quarter, extending reach to the next generation of prescribers.

FY27 pipeline. Collagen and calcium combinations for joint care, continued gastrointestinal expansion, and scale-up of the division's newest brands.

Direction: From a herbal single-brand franchise to a science-led chronic care platform — two established pillars, an allopathic adjacency opening, and a widening prescriber base.

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

Strategy: Why We Changed the Model

Gufic's international business historically was a distributor-led, opportunistic-filing model. The FY26 pivot is structural: we are moving to an IP-owned, complex-injectable-led market access model where Gufic holds the Marketing Authorisation, controls the IP, and monetises assets through three mechanisms — direct supply, out-licensing, and tech-transfer fees.

Old Model	New Model
Distributor holds MA (loses control)	Gufic holds MA through Gufic Ireland (EU direct access)
Opportunistic, crowded molecules	Complex injectables with fewer credible competitors
Single-market filings	Therapy-basket, multi-country DCP filings
Volume-led, price-sensitive	Licensing + supply: recurring fee + supply revenue
Single Site Manufacturing	Dual-site + Own MA

Breadth by design. Approvals and renewals across eight countries this quarter, spanning Europe, MENA, Africa and South-East Asia — including a five-presentation therapy basket cleared in a single market and a manufacturing site GMP renewal.

Regulatory update for Q1 FY2027

Approval received	Country / Authority	Date
Product A	Armenia (AMPRA)	Q1 FY 2027
Product B — renewal	Syria (MOH)	Q1 FY 2027
Product C	Morocco (AMMPS)	Q1 FY 2027
Product D — variation, additional API source approved	South Africa (SAHPRA)	Q1 FY 2027
Product E	Bosnia & Herzegovina (MOH)	Q1 FY 2027
Products F–J — five-presentation basket, single therapy area	Chad (MOH)	Q1 FY 2027
Product K	Malaysia (NPRA)	Q1 FY 2027
Product L	Malaysia (NPRA)	Q1 FY 2027
Manufacturing site — GMP renewal	Uganda (NDA)	Q1 FY 2027

VI. 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 holds the Company's first Marketing Authorisation in the EU, giving direct access to European markets.

In Q1 FY27 approvals and renewals were secured across eight countries spanning Europe, MENA, Africa and South-East Asia, and dossier submissions progressed across West and East Africa. European GMP certification for the new site remains awaited, with corrective action responses submitted and regulator audits scheduled at both manufacturing sites.

Gufic’s R&D Focus:

Peptides & Critical API Self-Reliance
Novel Drug Delivery Systems (NDDS)
Clinical Programs

Research & Development

A. Peptides & Critical API Self-Reliance

Gufic is building in-house peptide API development capability — reducing dependence on Chinese API supply chains and creating a manufacturing moat for complex molecules including GnRH agonist depots, somatostatin analogues, and GnRH agonist microspheres. This is strategically aligned with India's own pharma supply-chain resilience push.

B. Novel Drug Delivery Systems (NDDS)

Format	Advantage	Stage
Dual Chamber IV Bags	Eliminates reconstitution error, prevents contamination — Technoflex collaboration; first-in-India for anti-infectives	Commercially launched; Sparsh TAM expansion trigger
Dual Chamber Syringes	Streamlined reconstitution, precise dosing, sustained sterility	Multiple products in development pipeline
Depot Injection (Microspheres)	Monthly/quarterly dosing — improves compliance, reduces nursing burden	D2/D3 partial agonist LAI, D2 antagonist LAI, GnRH agonist depot, GnRH agonist microsphere, somatostatin analogue — all in pipeline
Liposomal Formulation	Reduced toxicity vs conventional; higher therapeutic index in antifungal therapy	Lipid-complex polyene antifungal — US/EU block deal signed

C. API Development — Reducing Supply Chain Dependence

API Category	Strategic Goal
Antifungals (API)	Develop in-house to reduce Chinese dependence for Amphotericin B, Caspofungin, Voriconazole
Anticoagulants (LMWH, unfractionated heparin, synthetic Xa inhibitor)	In-house API development for LMWH class (low-molecular-weight heparin) — high-value, complex manufacturing
Tetracycline-class antibiotic (API)	Tetracycline-class antibiotic API — in-house for domestic + export
Progestins (API)	Supports Ferticare franchise self-reliance
Beta-3 Adrenergic Agonists, Antidiabetics	Future chronic-care platform adjacent plays
Cyclopeptide Hormones (API)	Supports gonadotropin/GnRH platform

Research & Development

Clinical Programs — 17 Active/Pipeline Studies

Phase	Count	Therapy Areas
Ongoing Clinical Trials	5	Reproductive immunology (Guficin Alpha/RIF), Botulinum Toxin (Aesthaderm), Gonadotropin (Puregraf), Wound healing, Phase III biosimilar (rFSH)
Pipeline Clinical Studies	12	NDDS formats, women's health adjacencies (endometriosis, PCOS), antifungal pipeline, CNS long-acting injectables, antiviral

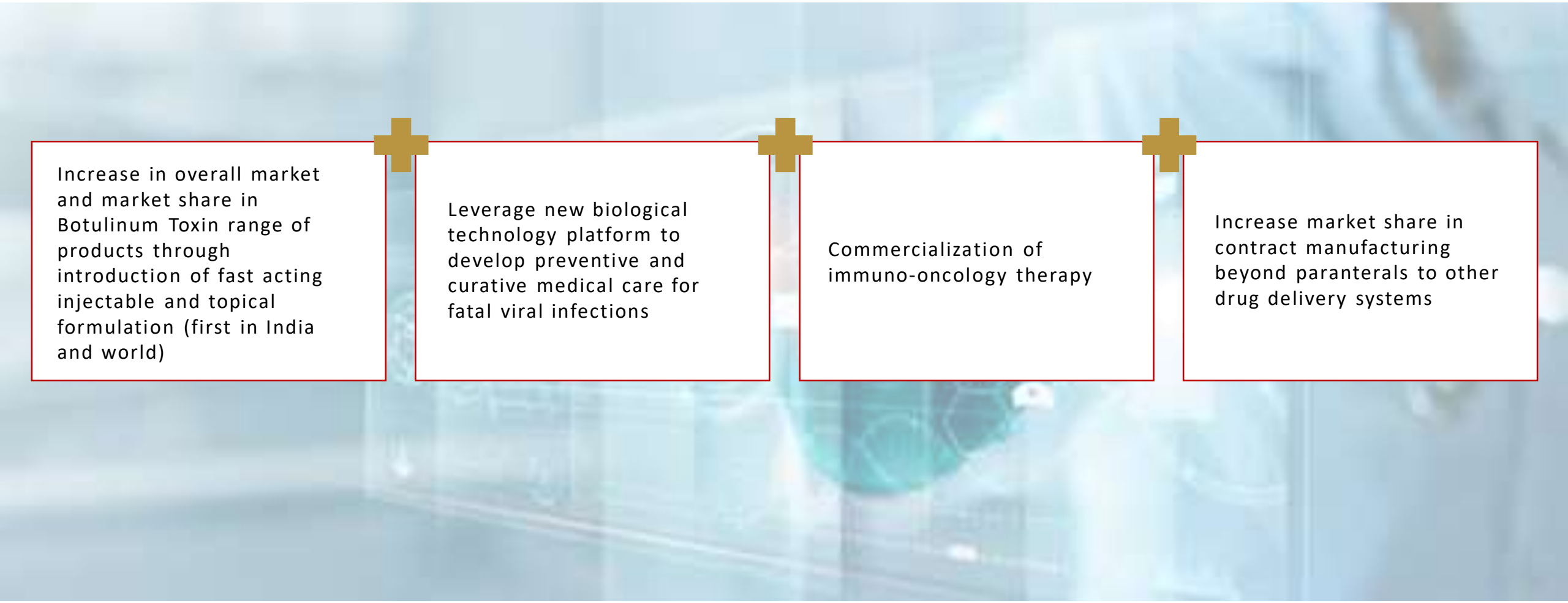
Selvax (Australia) — Long-Horizon Immuno-Oncology Optionality

Gufic holds India and partial European rights to Selvax's SVX programme — a staged, animal-to-human immuno-oncology project. This is explicitly framed as a long term scientific option, not a near-term revenue lever. Total cumulative investment remains modest (BSE intimation April 29, 2026: USD 50,000 tranche for 378,350 shares at AUD 0.20; total holding now 16,85,350 shares).

Programme	Stage	Key Data
SVX-1001 (Murine model)	Completed	Preclinical proof-of-concept established
SVX-2001 (Canine antibody)	Commercialisation roadmap arm established	Phase I in dogs (soft-tissue sarcomas): 68.4% clinical benefit rate, 25% complete remission, 42% stable disease
SVX-3001 (Humanized anti-CD40 agonist)	Advanced cell-line development; IP filed; entering international patent phase	Targets 'cold' → 'hot' tumour conversion; >80% clearance in preclinical mesothelioma; 100% cure vs 0% FOLFIRINOX in pancreatic adenocarcinoma models

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)	Q1 FY27	Q4 FY26	Q1 FY26	FY26	FY25
Total Revenue	260.8	252.1	226.9	940.5	819.8
EBITDA	**47.2**	**44.7**	**33.2**	**152.9**	**138.6**
EBITDA Margin %	**18.09%**	**17.74%**	**14.60%**	**16.26%**	**16.91%**
Profit before Tax	30.1	27.6	16.3	85.5	94.4
PBT Margins %	**11.56%**	**10.96%**	**7.1%**	**9.09%**	**11.52%**
Tax	8.2	7.1	4.2	22.3	24.5
Profit After Tax	**22.0**	**20.6**	**12.1**	**63.2**	**69.9**
PAT Margin %	**8.44%**	**8.16%**	**5.30%**	**6.72%**	**8.53%**

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 INDORE

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

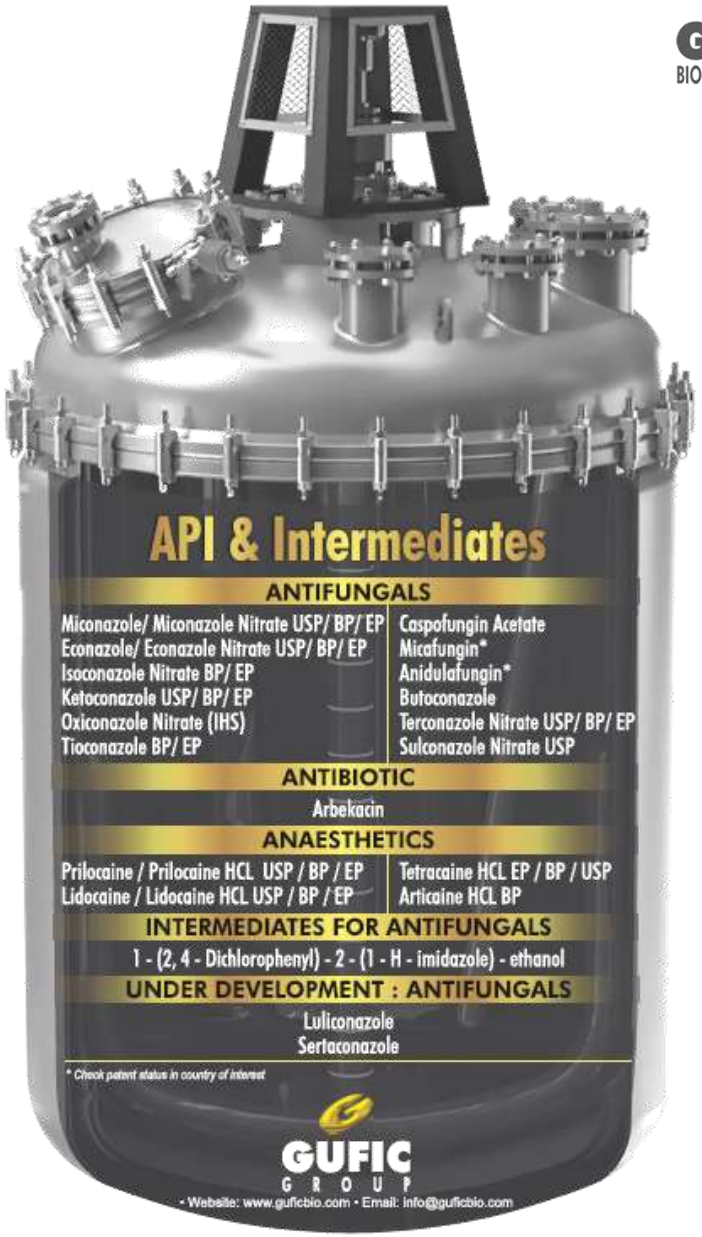
Special Facility dedicated to API

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

شرکت سیناژن
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.)	FY26	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Total Income	943.1	823.4	808.8	693.2	782.3	491.4	384.6	359.5
EBITDA	**152.9**	**138.6**	**149.5**	**137.2**	**151.1**	**87.7**	**57.9**	**56.7**
EBITDA Margin %	**16.21%**	**16.83%**	**18.48%**	**19.79%**	**19.31%**	**17.85%**	**15.05%**	**15.77%**
Profit before Tax	85.5	94.4	115.7	106.7	126.8	57.7	30.1	40.2
PBT Margin %	**9.06%**	**11.46%**	**14.31%**	**15.39%**	**16.21%**	**11.74%**	**7.83%**	**11.18%**
Tax	22.3	24.5	29.5	27	31	13.5	7.4	13.4
Profit After Tax	**63.1**	**69.9**	**86.2**	**79.7**	**95.8**	**44.2**	**22.7**	**26.8**
PAT Margin %	**6.69%**	**8.49%**	**10.66%**	**11.50%**	**12.25%**	**8.99%**	**5.90%**	**7.45%**

Historical Balance Sheet (Equity & Liabilities)

EQUITY & LIABILITIES (Rs. Crs.)	Mar-26	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	654.2	591.3	522.5	338.1	259.4	163.7	119.6	67.6
Total Equity	**664.2**	**601.3**	**532.5**	**347.8**	**269.1**	**173.4**	**129.3**	**75.4**
Non-Current Liabilities								
Financial Liabilities								
i. Borrowings	105	130.5	153.9	190.7	48	35.4	19.5	11.3
ii. Other Financial Liabilities	5.6	5.4	5	5	5	5	4.7	4.7
iii. Lease Liability	14.4	19.6	11.6	16.2	0.3	2.8	6.2	0
Provisions	18	17.5	15.4	13.3	12.4	10.2	7.9	1.9
Deferred Tax Liabilities (net)	16.6	7.8	2.1	0	0.2	1.5	0	0
Total Non-Current Liabilities	**159.6**	**180.8**	**188**	**225.2**	**65.9**	**54.9**	**38.3**	**17.9**
Financial Liabilities								
i. Borrowings	280.1	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	0.5	2.2	2.3	9.8	7	3.9	0	0
Total outstanding dues of other than micro enterprises & small enterprises	198.6	156.5	163.9	120.5	134	109.2	117.1	89.7
iii. Other Financial Liabilities	16	15.2	13.7	10.8	11.4	15.3	10.8	12.5
iv. Lease Liability	5.2	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	11	23.1	17.4	12.5	12.4	9.5	8.7	7.3
Current Tax Liabilities (net)	1.86	-	2.5	3.1	0.7	1.6	0	3.1
Total Current Liabilities	**517.76**	**387.5**	**371.9**	**288.2**	**186.5**	**163.8**	**239.7**	**200.7**
TOTAL EQUITY & LIABILITIES	**1341.6**	**1169.6**	**1092.4**	**861.2**	**521.5**	**392.1**	**407.3**	**294**

Historical Balance Sheet (Assets)

ASSETS (Rs. Crs.)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Non-Current Assets								
Property, plant and equipment	467.1	475.2	138.3	126.8	105.5	93.8	72.7	70.3
Intangible assets	6.2	6.3	5.6	0.7	0.6	0.4	0.6	0.4
Capital work-in-progress	22.1	21.8	307.1	169.6	40.9	13.4	30.6	9.6
Right of use assets	17.8	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	0.5	0.2	0.4	0.3	0.2	0.3	10.3	4.2
iii. Other financial assets	11.4	9.7	8.9	8.1	9.1	11.3	0	3.8
Deferred tax assets (net)	0	0	0	1	0	0	0.6	0.7
Other non-current assets	13.3	5.3	15.05	57.7	35.3	6.5	10.1	5
Total Non Current Assets	**541.3**	**545.8**	**492.05**	**397.1**	**200.7**	**131.5**	**134.2**	**94**
Current Assets								
Inventories	324.5	216.9	200.5	183.5	115.6	94.4	122.5	114.2
Financial Assets								
i. Trade Receivables	297.4	314.6	329.9	205.5	151.6	124.5	107	96.7
ii. Cash and cash equivalent	60.3	14.9	1.1	28.6	11.6	6.2	4.3	3.9
iii. Bank balances	14	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)	1.6	1.6	0	0	0	0	0	0
Other current assets	101.8	62.2	56.2	28.3	26.7	28.2	27.2	22.5
Total Current Assets	**800.3**	**623.8**	**600.3**	**464.2**	**320.9**	**260.6**	**273.4**	**246.1**
TOTAL ASSETS	**1341.6**	**1169.6**	**1092.4**	**861.3**	**521.6**	**392.1**	**407.6**	**340.1**

Historical Cash Flows

Cash Flow Statement (Rs. Crs.)	FY26	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Net Profit Before Tax	85.5	94.4	115.7	106.7	126.9	57.7	30.1	35.3
Adjustments for: Non - Cash Items / Other Investment or Financial Items	65.2	43.8	34.1	29.6	23.2	30.8	24.7	13.4
Operating profit before working capital changes	**150.7**	**138.2**	**149.8**	**136.3**	**150.1**	**88.5**	**54.8**	**48.7**
Changes in working capital	-94.8	7.4	-130.2	-135.3	-10.7	10	2.5	-33.5
Cash generated from Operations	55.9	145.6	19.6	1	139.4	98.5	57.3	15.2
Direct taxes paid (net of refund)	-11.9	-22.8	-27	-27.7	-33.1	-9.4	-10.1	-10
Net Cash from Operating Activities	**44.1**	**122.8**	**-7.4**	**-26.7**	**106.3**	**89.1**	**47.2**	**5.2**
Net Cash from Investing Activities	**-30.9**	**-71.8**	**-102.4**	**-190.7**	**-94.6**	**-8.5**	**-42.5**	**-13**
Net Cash from Financing Activities	**32.2**	**-37.2**	**82.4**	**234.3**	**-6.2**	**-78.6**	**-4.2**	**7.7**
Net Decrease in Cash and Cash equivalents	45.4	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	**60.3**	**14.9**	**1.2**	**28.5**	**11.7**	**6.3**	**4.4**	**3.6**

THANK YOU

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