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GUFIC
BIOSCIENCES LIMITED

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Tel. : (91-22) 6726 1000 Fax : (91-22) 6726 1068 E-mail : info@guficbio.com, CIN No. L24100MH1984PLC033519

245/LG/SE/NOV/2020/GBSL

11th November 2020

To,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001
Security Code :509079

To,
Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
Security Code : GUFICBIO

Sub: Announcement under Regulation 30 of Securities Exchange Board of India (Listing Obligations & Disclosure Requirement) Regulations, 2015

Dear Sir,

Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations & Disclosure Requirement) Regulations, 2015, we enclose herewith the Corporate Presentation of Gufic Group and the same is available on the website of the Company i.e., www.gufic.com.

Kindly take the same on record.

Thanking You,

Yours Faithfully,

For Gufic Biosciences Limited

Ami N. Shah
Company Secretary
Mem No. A39579

M/S. GUFIC BIOSCIENCES LTD. MUMBAI

Moving in the right direction…..to create value at all levels !

DISCLAIMER

This presentation is prepared for Gufic as a group which includes the details of Gufic Lifesciences Private Limited, as well. The Company has filed the Scheme of Amalgamation of Gufic Lifesciences Private Limited with Gufic Biosciences Limited and their respective shareholders and creditors ("Scheme") with the Hon'ble National Company Law Tribunal, Mumbai bench ("NCLT"). The sanction of the NCLT for the approval of the said Scheme is awaited. The history of Gufic mentioned herein commenced from the first step taken by the founder of the Company i.e., Late Shri Pannalal Choksi.

Kindly note that any financial figures given in this presentation is pertaining to Gufic Biosciences Limited, only.

COMPANY OVERVIEW

- Gufic combines its high end **Lyophilisation** technology with **R&D expertise** to create differentiated products targeted at domestic and international markets.

- It has set up one of the largest and state of the art lyophilisation facility with major accreditations like **EU-GMP, WHO-GMP, Ukraine-GMP**

- **Domestic Branded Formulations:** Having created leadership brands in the anti infective lyophilisation injectable categories, it is now expanding into other areas like Derma, Orthopaedic and Gynaecology – backed again by lyophilisation and R&D expertise to create differentiated product offerings.

- **Contract Manufacturing (CMO) – Domestic :** Gufic offers a range of lyophilisation products to 70+ companies in India.

- **Contract Manufacturing (CMO) – International:** Gufic offers its products to 23 countries across the globe through 120 registrations. European markets will remain a major growth driver.

- **Major capex over:** Gufic group has doubled its lyophilisation capacity over last 3 years. API capacity too has been doubled with a view to backward integrate and/or explore any relevant growth opportunity. Besides the investment in high end dual chamber technology in FY21, no major capex is envisaged in the near future.

HISTORY

Past Initiatives

- First Indian to produce Doxycycline Inj.
- First Indian company to make Liquid Oxytetracycline Inj.
- Mox (Amoxicillin) and Zole ointment featured among the top 100 pharma brands
- First Company to launch Boswellia Serrata tablets
- Pioneer in developing Kid tablet in India
- Hived off Mox and Zole to Ranbaxy

2007-2009

- Initiated contract manufacturing
- Commenced international exports

2010-2015

- Received patents for Anidulafungin and Tigecycline lyophilized inj.
- Launched Criticare division

2016

- Set up a full automatic state of the art facility at Navsari, India under the name Gufic Lifesciences Pvt ltd and received EU GMP approval
- Launched Ferticare and Criticare Life divisions

2017-2019

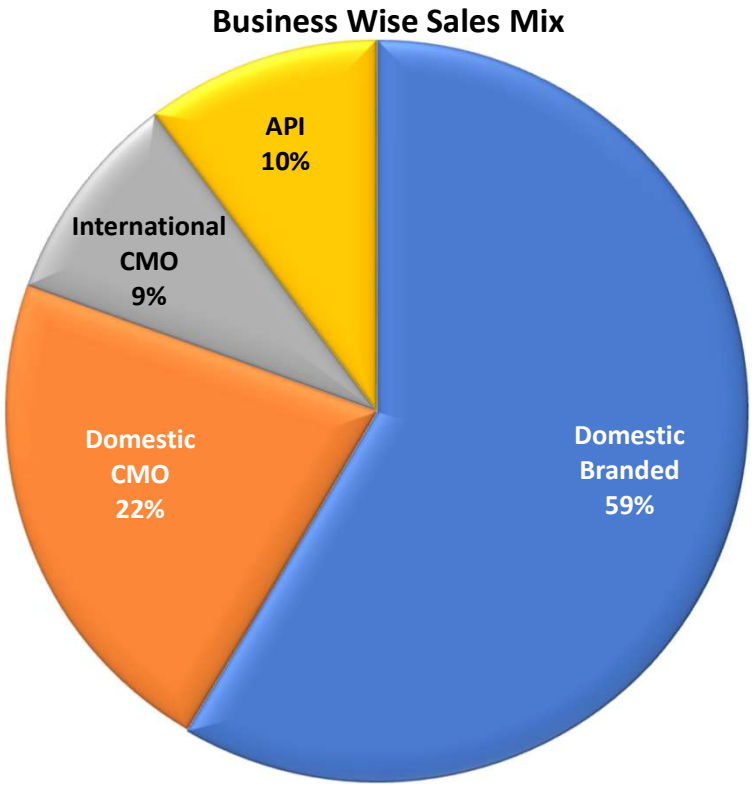
- Received patents for Rifabutin and Micafungin lyophilized inj.
- Exported Vancomycin lyophilized Inj. to Germany
- Manufacturing capacity ramped up to 31 million vials per annum
- Launched Ferticare Life division

2020

- Manufacturing Remdesivir for Hetero
- Increased capacity to 48 million vials per annum

BUSINESS OVERVIEW

- Amongst the largest manufacturer of lyophilized products globally
- **Domestic formulations** is the largest contributor with divisions like Criticare, Ferticare, Spark and Herbal
- **CMO – Domestic** business has 150+ products manufactured for 70+ customers
- **CMO – International** caters to countries like Sri Lanka, Myanmar, Philippines, Vietnam, Canada.
- Sales and EBITDA have grown at a CAGR of 19% and 28% over last 5 years.
- Gufic Biosciences Limited has initiated the process of consolidating all related pharmaceutical group companies since last 3 years with an aim to complete the same by the end of the financial year 2020-21



ABOUT LYOPHILISATION

- Lyophilisation, also known as Freeze Drying technology is a process in which water is removed from a product after it is frozen and placed under a vacuum, allowing the ice to change directly from solid to vapor without passing through a liquid phase. The process consists of three separate, unique, and interdependent processes; freezing, primary drying (sublimation), and secondary drying (desorption).

- **Benefits of Lyophilisation** includes
  - Enhanced product stability in a dry state
  - Increased shelf life of the product
  - Ease of processing a liquid, which simplifies aseptic handling

- Market of Lyophilisation is likely to see significant growth. Lyophilisation as a market is expected to grow by 8-10%. Almost 25-30% of the new injectable products approved in last 5 years are lyophilised.

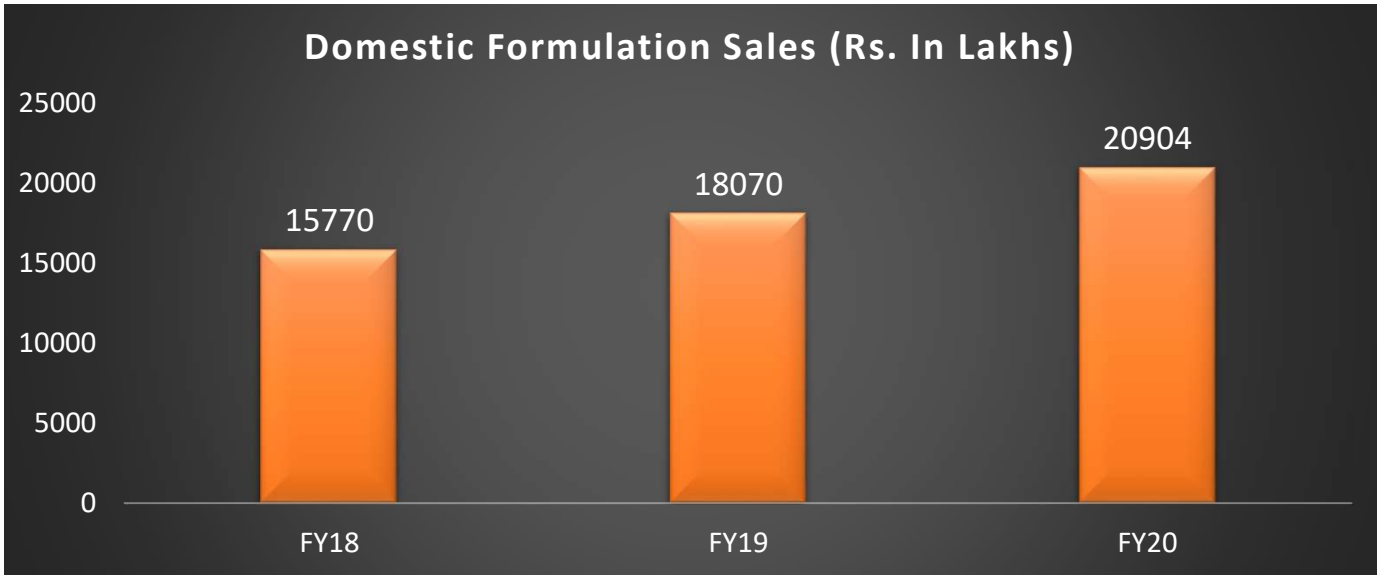
- The manufacturing process is complex and resource intensive as it requires increased handling and processing time.

- Gufic has been one of the first company in India to set up a lyophilisation facility.

DOMESTIC FORMULATIONS – EXISTING DIVISIONS

	Therapeutic Class	Target Segment	Field Force	Top Products
GUFIC CritiCare	Anti Bacterial, Anti Fungal, Pain, Blood products and Gastro. Most of these are Lyophilised injectable	Tertiary care hospitals	200	Guficol, Ticofic, Tigefic, Guficap, Polyfic, Doxific, Micafung, Merofic
GUFIC FertiCare	Recombinant products and Infertility supplements. Most of these are Lyophilised Injectable.	Tertiary care hospitals	100	Puregraf, Cetrofirst, Puretrig
GUFIC spark	Anti Infective, Gastro, Gynaec, Pediatric, Respiratory, Nutraceutical	General Practitioners and Physicians	150	Ridol
GUFIC HEALTHCARE	Bone health, Pain management, Immunity, Gastro, Wound care etc.	Ayurvedic doctors and General Practitioners	180	Sallaki

DOMESTIC FORMULATIONS – PERFORMANCE SO FAR



Performance Trajectory

Doctor reach: Over 1,20,000
Prescribers: 30,000
Retail reach: 1,10,000
Hospital Coverage: 80-85 % of Tertiary care centers
Key Account Manager Infrastructure in place

Company	Rank 2016	Rank 2017	Rank 2018	Rank 2019
GUFIC	128	113	102	94

DOMESTIC FORMULATIONS – STRATEGIC DIRECTION

Consolidating Acute and Entering the Sub Chronic Portfolio

Domestic Formulation

Consolidate the current Therapy Areas
- Critical care (Criticare)
- Infertility (Ferticare)
- Mass Market (Spark and Healthcare)

Focus : Antifungals with a task force (Mycocare) all Lyophilised Antifungals

Gradually tap the vast Primary care Market with existing and new products

Brand Building in strong molecule categories

Introduce New products in the Lyo, Non-Lyo and NDDS categories

Gradually build the Nutraceutical portfolio in the mass market teams

Enter the Sub-Chronic Therapy areas
- Aesthetic Dermatology (Aesthaderm)
- Orthopaedic and Gynaecology (Stellar)

New Division – AESTHADERM (Range of Derma-Cosmetics mainly licensed)

New Division – STELLAR (Range of Unique Ortho-Gynaec products)

DOMESTIC FORMULATIONS – NEW DIVISIONS

	Therapeutic Class	Target Segment	Field Force	Key Products	Launch Timeline
GUFIC STELLAR	Bone health, Fractures, Pain, Arthritis, Pregnancy, Post Menopausal	Orthopedics and Gynecology	75	Sallaki, QF3, Nucart	Aug 2020
GUFIC Aesthaderm	Anti aging, Cleansers, Emollients, Sunscreens, Post and Pre Procedure Creams, Hyper pigmentation	Cosmetologists, Dermatologists and Plastic surgeons	40	Stunnox, Revanox, Moiseta, G-lite	Dec 2020

DOMESTIC FORMULATIONS – PRODUCT PIPELINE

Product	Reference Drug	Generic Name	Treatment	Division	Expected Launch Date
Stunnox	Botox	Botulinum Toxin Type-A	Anti Aging injection	Aesthaderm	Q3 FY21
D-29	Dalvance	Dalbavancin Hydrochloride	Novel second-generation lipoglycopeptide Antibiotic	Criticare	Q3 FY22
O-26	Nuzyra	Omadacycline Tosylate	Community-acquired bacterial pneumonia and acute skin and skin structure infections	Criticare	Q1 FY23
IS-6	Cresemba	Isavuconazole Sulfate	Antifungal to treat invasive aspergillosis and mucomycosis	Criticare	Q4 FY22
Immunocin-α	Zadaxin	Thymosin Alpha-1	Chronic hepatitis B virus (HBV) infection & undergoing clinical trials for COVID-19	Criticare	Launched

Division-wise Product Pipeline

Division	Approx No. of Products to be launched in 12 -18 months
Critical care	6
Infertility	4
Healthcare	5
Spark	5
Stellar	8
Aesthaderm	12
TOTAL	**40**

DOMESTIC FORMULATIONS – BOTULINUM NEUROTOXIN: A KEY GROWTH DRIVER

Gufic is one of the very few companies to manufacture Botulinum NeuroToxin globally.

Gufic is also the first company to launch 'Make in India' **Botulinum Neurotoxin (branded as STUNNOX)** – bioequivalent to the Innovator.

Therapy use: For wrinkles, aging and sagging skin. Trials ongoing for use in CNS and Pain Management

Dosage form: Lyophilised Injection

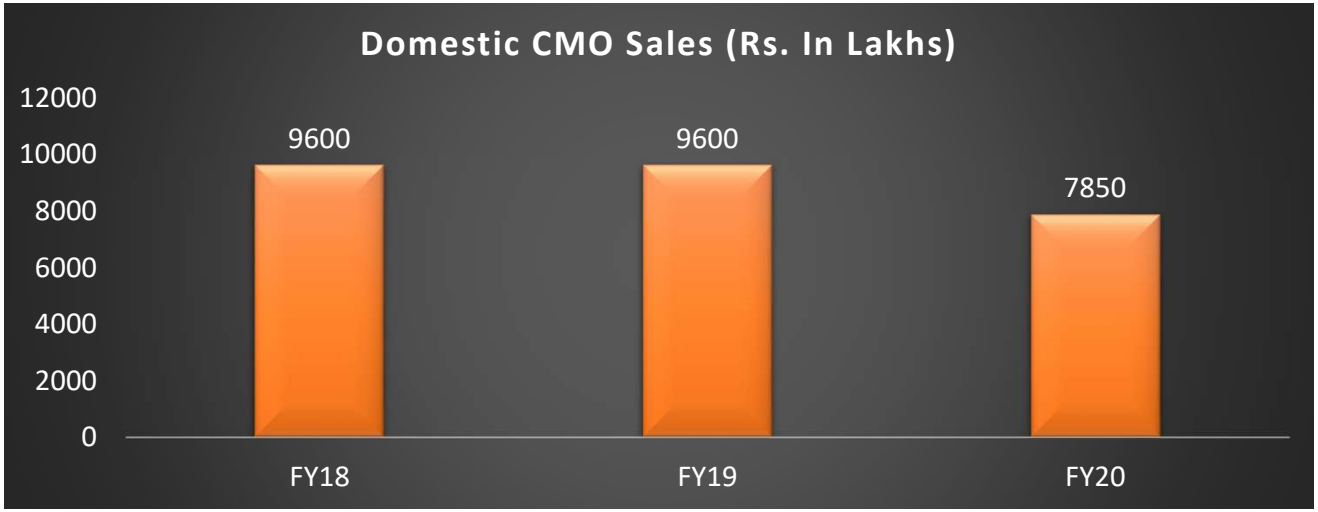
Complexity: Botulinum is one of the deadliest toxic material known to science.

Current sales of Botulinum NeuroToxin – $3.6 bn globally, but only Rs.600 Mn in India

Technology Partner – Prime Bio headed by Dr Bal Ram Singh (the founding director of National Botulinum Research Centre at Umass Dartmouth)

CONTRACT MANUFACTURING - DOMESTIC

- In the Year 2007, Gufic Initiated contract manufacturing of lyophilized products
- Gufic offers 170+ lyophilized products across multiple therapy areas
- Gufic is a valued and trusted CMO partner, serving more than 70 companies in India
- One of the largest supplier of Doxycycline, Tigecycline, Gonadotropins, Liposomal Lyo Amphotericin B, Micafungin



INTERNATIONAL BUSINESS GUFIC BIOSCIENCES LIMITED

Key Markets	• Sri lanka, Myanmar, Philippines, Vietnam, Canada
Key Products	• Tigecycline, Liposomal Lyo Amphotericin-B, Micafungin, Anidulafungin, Vancomycin, Pantoprazole and Sallaki • 120+ Products registered globally on the name of Gufic in more than 20 countries

Country Wise Products Registration Status

Country	Registered	Under Registration
Sri Lanka	20	9
Myanmar	16	15
Kenya	11	6
Philippines	10	14
Vietnam	3	5
Others	61	145
Total	**121**	**194**

GUFIC LIFESCIENCES – KEY MILESTONES

- Gufic Lifesciences Pvt Ltd. (GLPL) is a sister concern with one of the most modern Lyophilisation facility.
- It mainly caters to Gufic Biosciences' CMO and Domestic Formulation Business. In addition, it also caters to few Indian companies.
- Through its recent EU-GMP and SAHPRA (South Africa) approval, it will now supply products to European and South African markets as well. Besides Europe, Gufic will enter markets like Brazil, Mexico, Russia and will expand in Canada
- It has recently entered into an agreement with Hetero to supply Remdesivir – the only approved COVID-19 drug by US FDA. Hetero owns the license to market Remdesivir in 127 countries including India.

Recent Launches

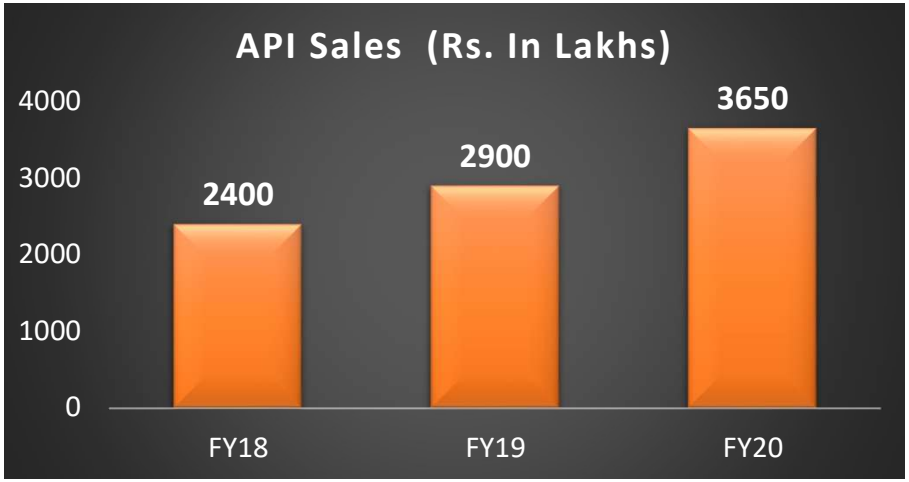
Product	Target Market
Vancomycin	Germany
Remdesivir	India
Tigecycline	Germany

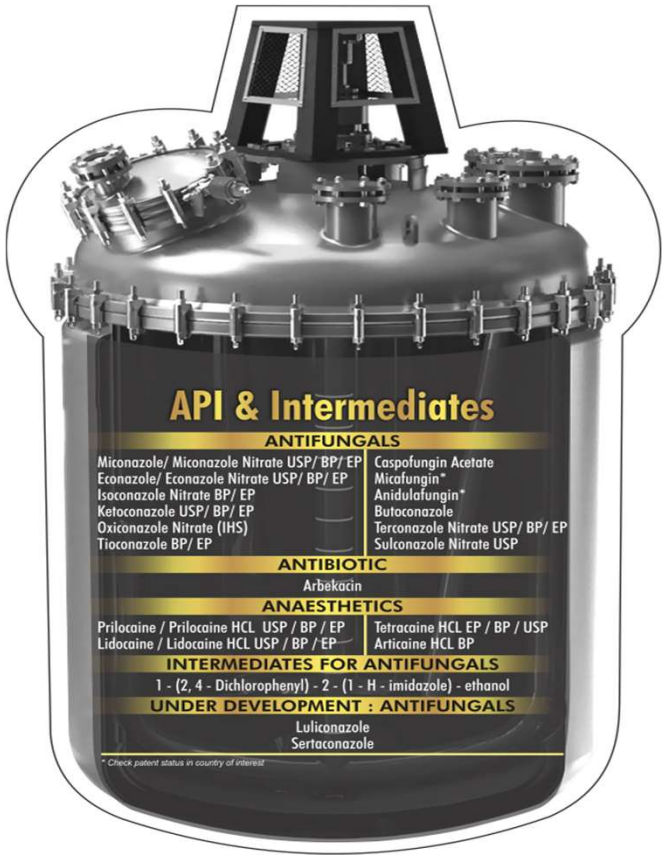
Ready to Launch

Product	Target Market
Anidulafungin	Europe
Micafungin	Europe
Vancomycin	Europe (ex-Germany), South Africa, Canada
Tigecycline	Europe (ex-Germany)

API BUSINESS

- Special facility dedicated to API.
- Strategically important due to backward integration helping de-risk import dependence
- The categories of API's manufactured are Antifungals, Antibacterial, Anaesthetics and Intermediates for Antifungals





R&D INITIATIVES

- More than 50 major projects in pipeline across therapy area like Anti-Infective, Dermatology, Gynaec CNS etc.
- **Special (NDDS) Projects** :- Gufic investing in development of NDDS for Lyophilized Products. Innovative formulations of Botulinum Toxin, Liposomal Amphotericin Injection, Depot Injection, DCIV Bags, DC Syringes are some of the product under development.
- Focus on developing better technologies to enhance efficacy, bio-availability and potency of existing and new products
- GUFIC has also filed Herbal Patents for herbal treatment for chronic ailments

Our Partnership and Licensing deals for new products

Partner	Therapy area
Prime Bio	Toxins and Biologicals
Singapore Biotech	Infertility
Pharmaaz	Emergency Medicine
Lucas Meyer	Derma-cosmetic
BrightGene	Recombinant and Anti-Infective

MANUFACTURING FACILITIES AND CAPACITIES

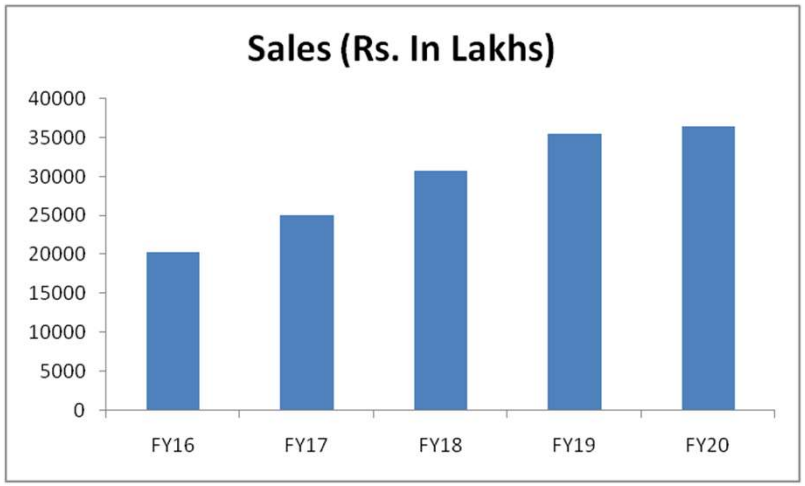
- **NAVSARI PLANT -** Lyophilized Formulation, API and Herbal Manufacturing Facility

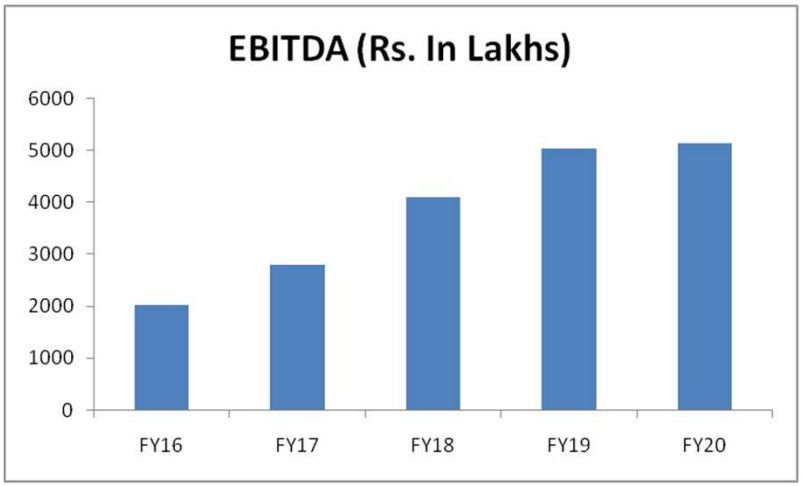
  CAPACITY:
  - Lyophilizer –14.4 Million vials per annum (p.a.)

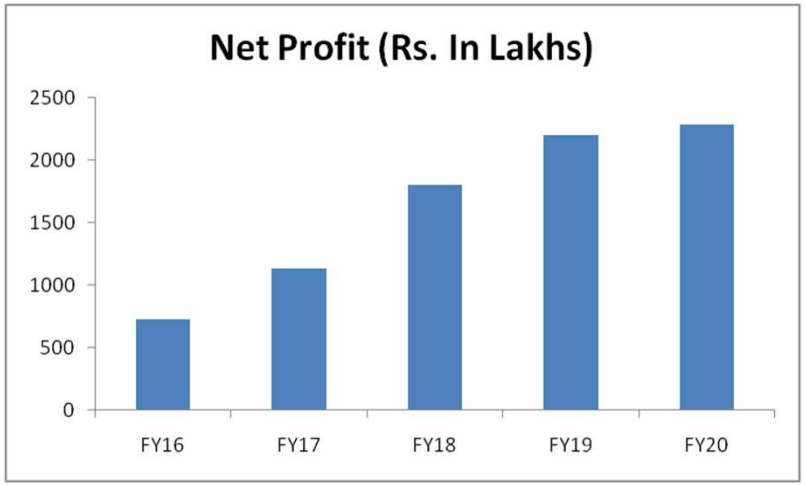
- **KEY FEATURES:**
  - Facility to manufacture specialized lyophilized, liquid injectable
  - EU-GMP and Ukraine PICS approved facility within the same premises with an additional capacity of 14.4 Million vials per annum, catering to regulated markets like Europe, South Africa, CIS markets etc.
- **ACCREDITATIONS**

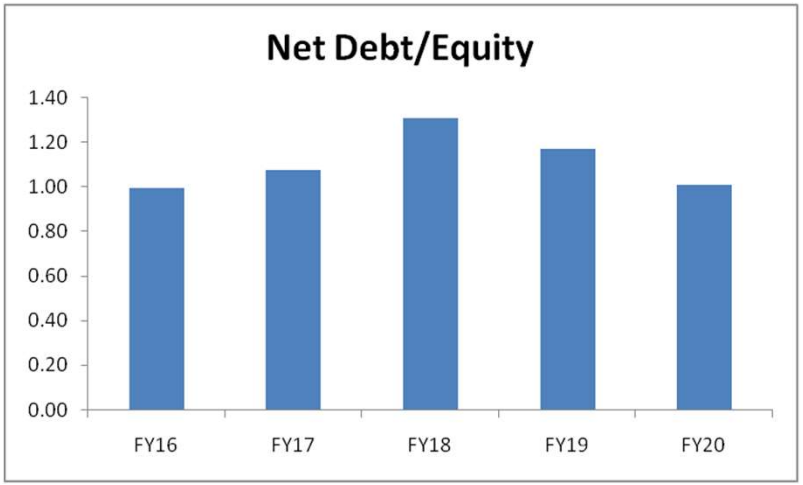
  WHO GMP, EU-GMP, TGA Australia, Philippines BFAD, Nigeria NAFDAC, Cambodia MOH, Kenya PPB, Ethiopia FMHACA, Thailand MOH, Sri Lanka NMRA

FINANCIAL PERFORMANCE – GUFIC BIOSCIENCES









KEY FINANCIALS – GUFIC BIOSCIENCES LIMITED

	FY16	FY17	FY18	FY19	FY20
Rs. In Lakhs					
Sales	20,220	24,927	30,874	35,077	35,775
EBITDA	2035	2795	4323	5016	5140
EBITDA Margin (%)	10.06%	11.21%	14.00%	14.30%	14.37%
PAT	732	1141	1648	2194	2286
PAT Margin* (%)	3.62%	4.58%	5.34%	6.26%	6.39%
EPS (Rs.) **	0.95	1.48	2.12	2.82	2.94
Return Ratio (%)					
ROE ***	21.57%	25.42%	30.43%	29.12%	23.85%
ROCE ****	24.44%	26.05%	31.29%	27.79%	22.38%

Contd..

*PAT is Considered Before Comprehensive Income

** EPS = $\frac{\text{Profit After Tax (Before Comprehensive income)}}{\text{Share Capital}}$

*** ROE = $\frac{\text{Profit After tax}}{\text{Total Shareholders Fund}}$

**** ROCE= $\frac{\text{Earning Before Interest and Tax}}{\text{Share Capital + Borrowing- Cash \& Bank Balance}}$

MERGERS TO ALIGN PROMOTER-INVESTOR INTEREST

	GUFIC Stridden Biopharma Private Limited	Gufic Lifesciences Private Limited
Business overview	International marketing and export. Products are exported to countries across Asia, Africa, Latin American and GCC markets	It has one of the largest and state of the art lyophilisation facility with major accreditations like EU-GMP, WHO-GMP, Ukraine-GMP. Having an annual manufacturing capacity of 14.4 million vials
Merger Status	Completed in 2018	Most of the approvals are in place. Awaiting NCLT approval.
Relationship with Gufic Biosciences Limited	Promoter held significant stake	Promoter owned company

PROMOTER, BOARD OF DIRECTOR AND MANAGEMENT PROFILES

FOUNDERS

Late Shri Pannalal S. Choksi,

Founder

He was a B-Pharm from L. M. College of Pharmacy, Ahmedabad.

He started the Company in 1970 and is accredited as being the first to launch blockbuster drugs in Antibiotics and Antifungals like Mox (Amoxycillin), Doxycycline inj, Zole (Micanazole Nitrate) etc. in India.

He was also the first to manufacture lyophilized injectables in India

Mr. Jayesh P. Choksi,

Chairman and Managing Director

He is a Bachelor in Pharmacy with 40+ years of experience in the pharma sector. Under his stewardship, the Company has seen great success and diversified to Critical Care, Infertility, API manufacturing, Healthcare and Pharma verticals.

Philanthropy:

1. President – Utpal Shanghvi Global School
2. Member of Managing Committee - Shri. Vile Parle Kelavani Mandal
3. Mentor – Dr. Bhanuben Nanavati College of Pharmacy

MANAGEMENT TEAM

Mr. Pranav J. Choksi,

CEO & Whole Time Director

He is a Bachelor in Pharmacy from the Institute of Chemical Technology, University of Mumbai and have done Masters in Biotechnology from The John Hopkins University, USA and. He has specialization in Autologous Cancer Vaccines in the US.

He joined the Company in 2007 and has been instrumental in driving vital changes to take Gufic on the international arena. This led to the Company being awarded EU GMP for its formulation business and US FDA for its API.

Dr. Debesh Das,

President, Domestic Formulations

A dynamic and result oriented people leader with more than 20 years of experience in pharmaceutical sales and marketing with a specialization in chronic, acute and super specialty segment. He has been a university topper throughout Bachelor in Pharmacy, MBA and PhD.

MANAGEMENT TEAM

Mr. D. B. Roonghta

Chief Financial Officer

He is a qualified Chartered Accountant with nearly 30 years of rich experience in corporate finance. He is experienced in leading the design of optimum capital structure and financial strategy . He is an enterprising leader who has effectively contributed to enhancing organizational processes.

Mr. Satyen Manikani

Senior Vice President – Strategy and Business Development

He is a B. Pharmacy graduate with Masters in Business Management and Strategic Planning. He has rich experience of over 24 years in Pharmaceutical Marketing, Sales, Strategic Marketing, Licensing and Sales Force Effectiveness.

He has experience in wide range of therapy areas like Anti-infectives, Gastroenterology, Nutraceuticals, Dermatology, Pain Management, Arthritis, Gynecology, Oncology, Cardiology, Neurology, Dialectology, Urology, Wound care management, Critical care Biological and Dermo-cosmetics

Mr. Nagesh Yarrabathina

Chief Operating Officer

He has nearly 18 years of experience with strong domain knowledge in quality assurance, regulatory, international/national audits, strategy implementation in setting up a Pharmaceutical Industry with International standards.

RESEARCH PERSONNEL

Mr. Mafatlal T. Dave

Technical Head

He is a B. Sc. (Chemistry, Physics) from Mumbai University and an A.I.C. (Associate of Institution of Chemist) from Chemist Institute, Calcutta. Initiating his career as an

Assistant – Chemist at Therapeutic Chemical Research corporation, he has eventually gained over 53 years of experience in quality control and assurance, production, R&D and administration relating to pharmaceutical industry.

He is a member of editorial advisory Board at Journal of GMP and Industrial Pharmacy since 2009. He has been associated with the Gufic Group since 1969.

Dr. Balram Singh,

Non-Executive Director

He is a B. Sc. (Chemistry, Biology), M. Sc. (Life Sciences, Major-Biochemistry) and M. Phil (Life sciences, Major-Biophysical chemistry) from India. He is doctorate in Chemistry with major in Biophysical Chemistry from Texas Tech University, USA. Starting his career as a Teaching & Research Assistant in the Department of Chemistry and Biochemistry, Texas in 1983, he has over 36 years of experience in the field of Science and Advancements.

He is the President & CEO of Prime Bio Inc and Neuromedicine Inc. and the Founding Director of Botulinum Research Center, MA (BRC). He has published over 13 books and 300 articles, the latest being on Protein Toxins in Modeling Biotechnology (Springer). He has been conducting research on botulinum and tetanus neurotoxins, vaccines, antidotes, drug delivery and Yoga, mind and consciousness along with Ayurvedic biotechnology.

BOARD OF DIRECTORS

Mr. Pankaj Gandhi
Whole Time Director

Dr. Bal Ram Singh
Non-Executive Director

Dr. Rabi Sahoo
Independent Director

Mr. Shreyas Patel
Independent Director

Dr. Anu Aurora
Independent Director

Mr. Shrirang Vaidya
Independent Director

Mr. Gopal Daptari
Independent Director

THANK YOU

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