



INVESTOR PRESENTATION

Q4 FY23 and FY23

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Company Overview

Gujarat Terce has over 3 decades of experience in the Manufacturing and Marketing of branded Generics.

Roots of Gujarat Terce Laboratories Limited are entrenched in the founding principles of COMPASSION and EXCELLENCE.

Terce has an extensive basket of 50 Brands (125 products) with a portfolio contributing to 10 therapeutic areas. Our operations are spread across 13 states in India and cater to 29000+ Healthcare professionals with the availability of brands across a network of 43500 + Chemists.

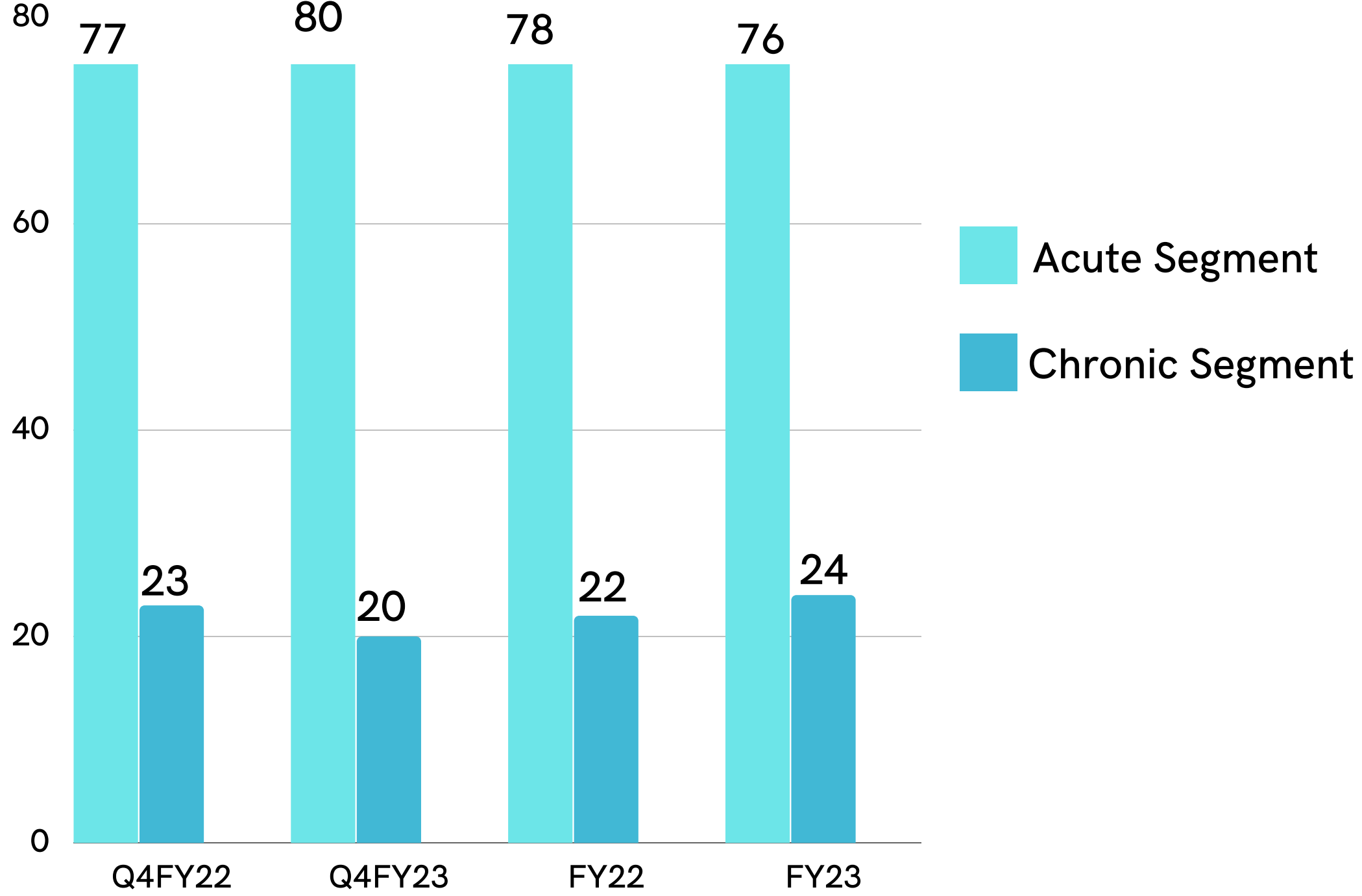
Terce substantially invests in formulation & development and research to identify gaps in therapeutics areas and addresses the healthcare needs of patients.

Our devotion towards quality products, innovation, regulatory compliance, and patients' need, helps us in delivering benchmark brands to consumers.

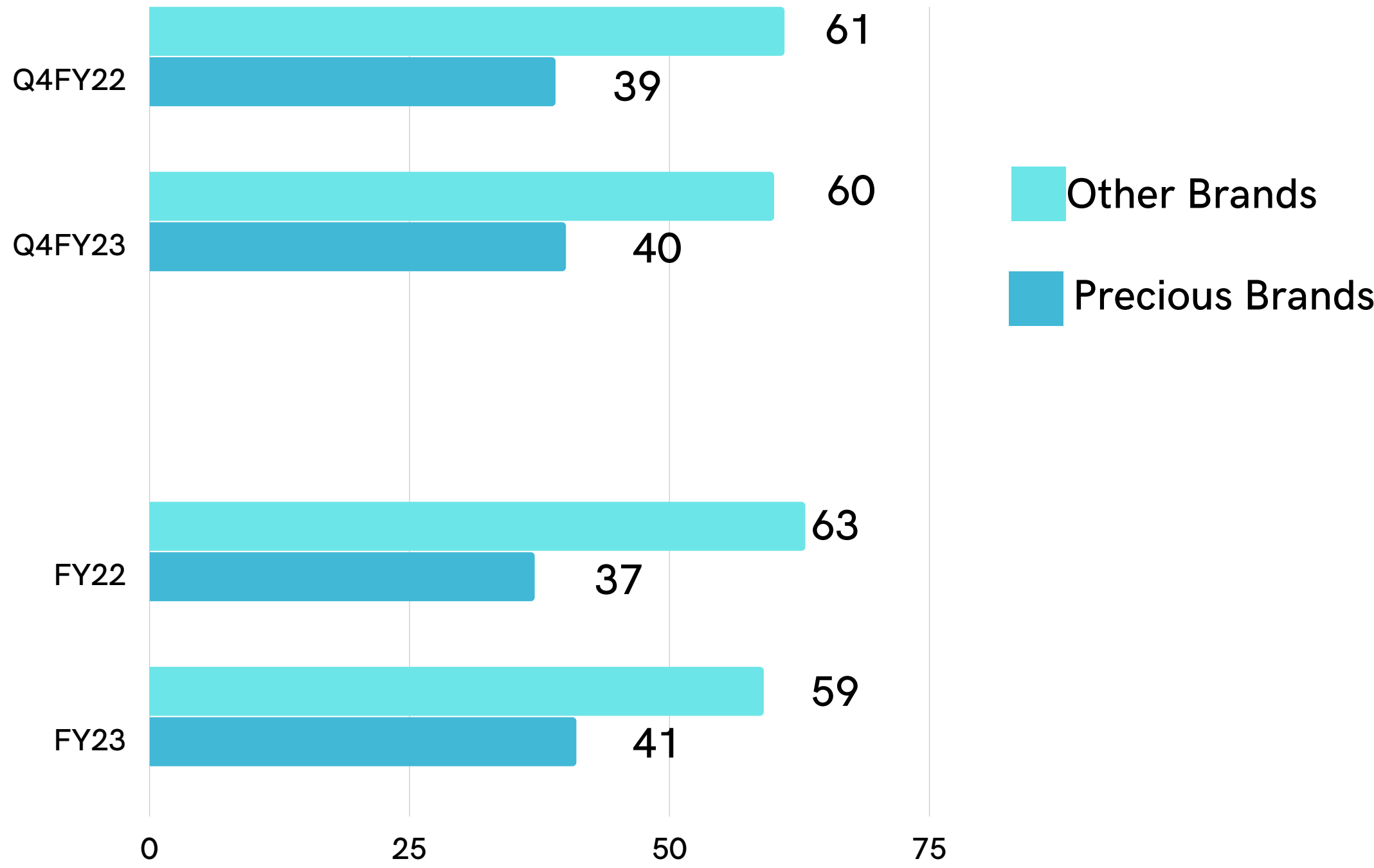
For more information please visit : www.gujaratterce.in

Business Highlights

Figures= % of total sales



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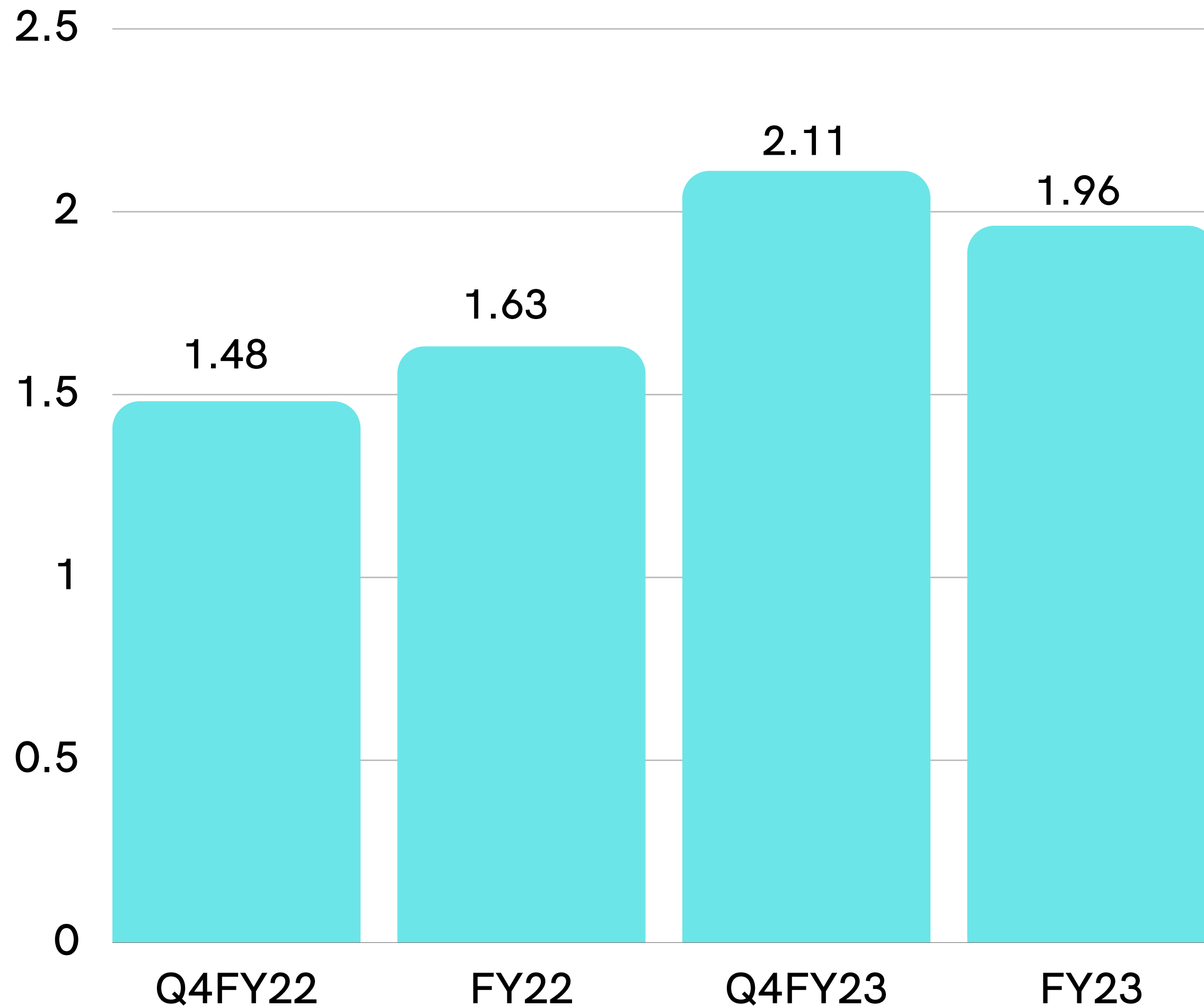
Comparing Q4FY23 vs Q4FY22 data:

- Acute Portfolio of Gujarat Terce grew by 56 %
- Chronic Portfolio of Gujarat Terce grew by 31 %

Our focus on growth of precious brands portfolio:

- The portfolio of precious brands have grown by 47 % in Q4FY23 vs Q4FY22

Business Highlights- PCPM (Per Capita Per Month)

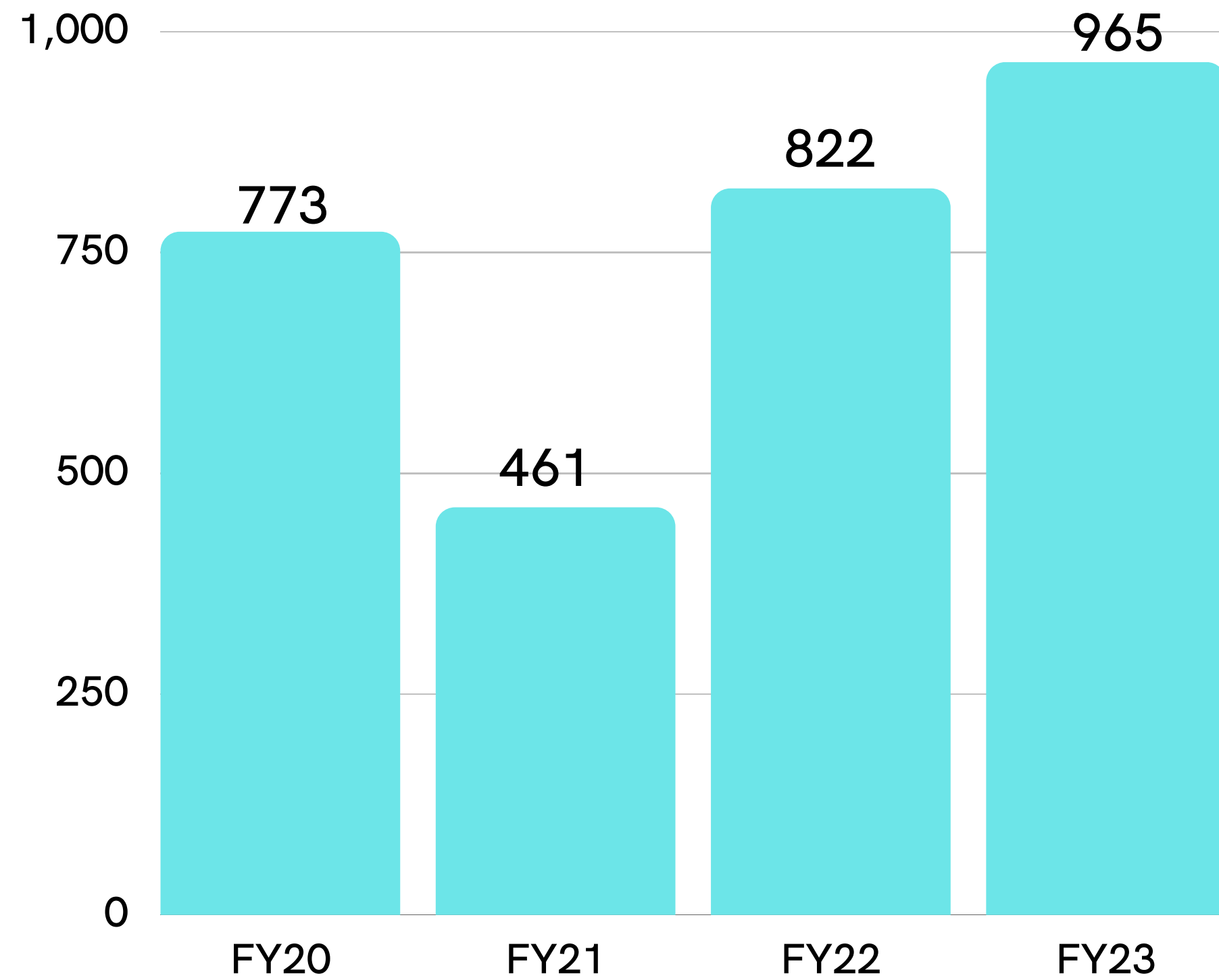


Per Capita per month Sales in lacs

The Expansion in geographies that we did in this FY, has started reflecting in revenues and we will be consistently growing productivity per medical representative, thus ensuring pathway towards profitability.

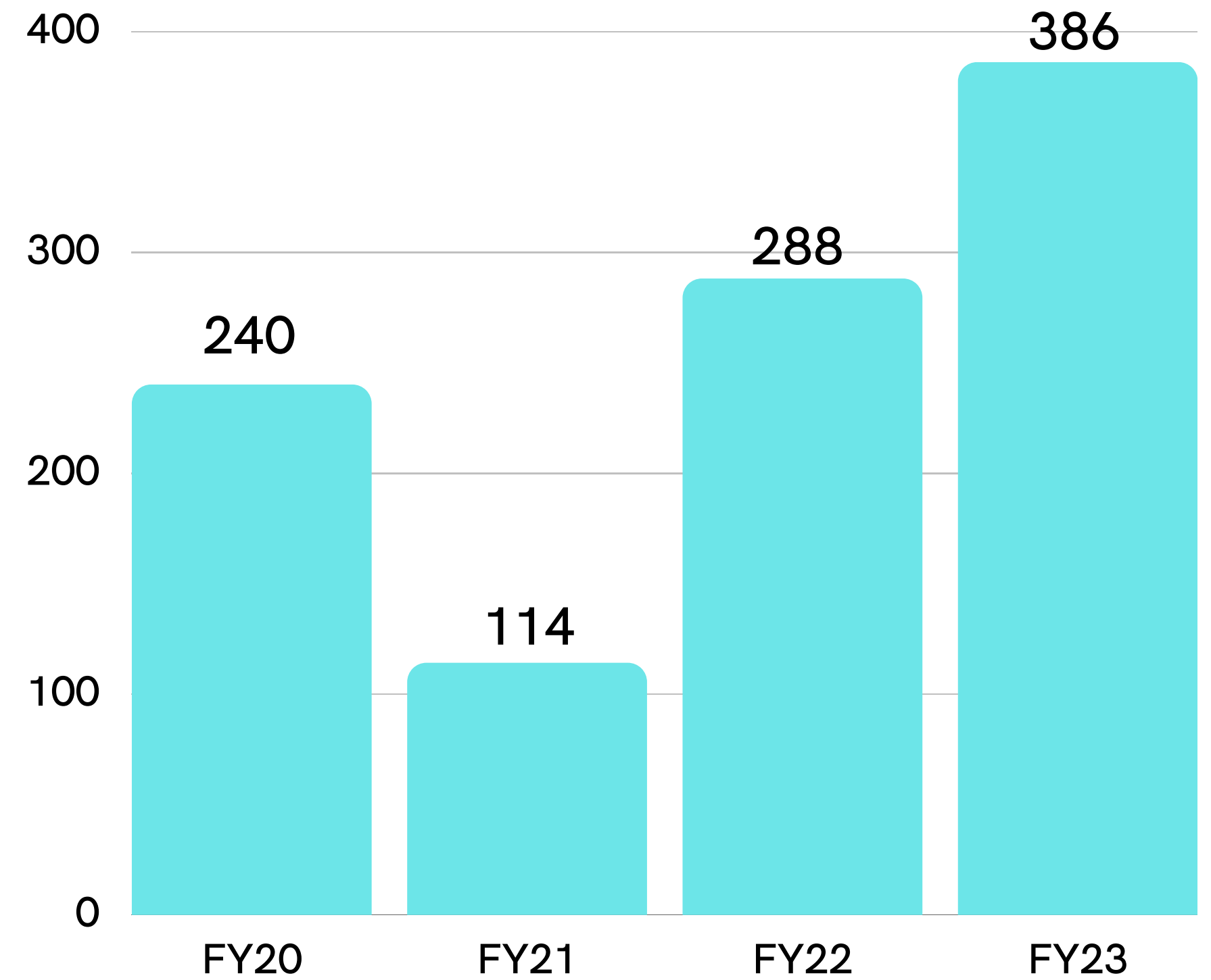
Business Highlights- Sales of Top Four Brands

Figures in lacs



Acolate

Therapeutic Segment- Anticold
Type- Acute

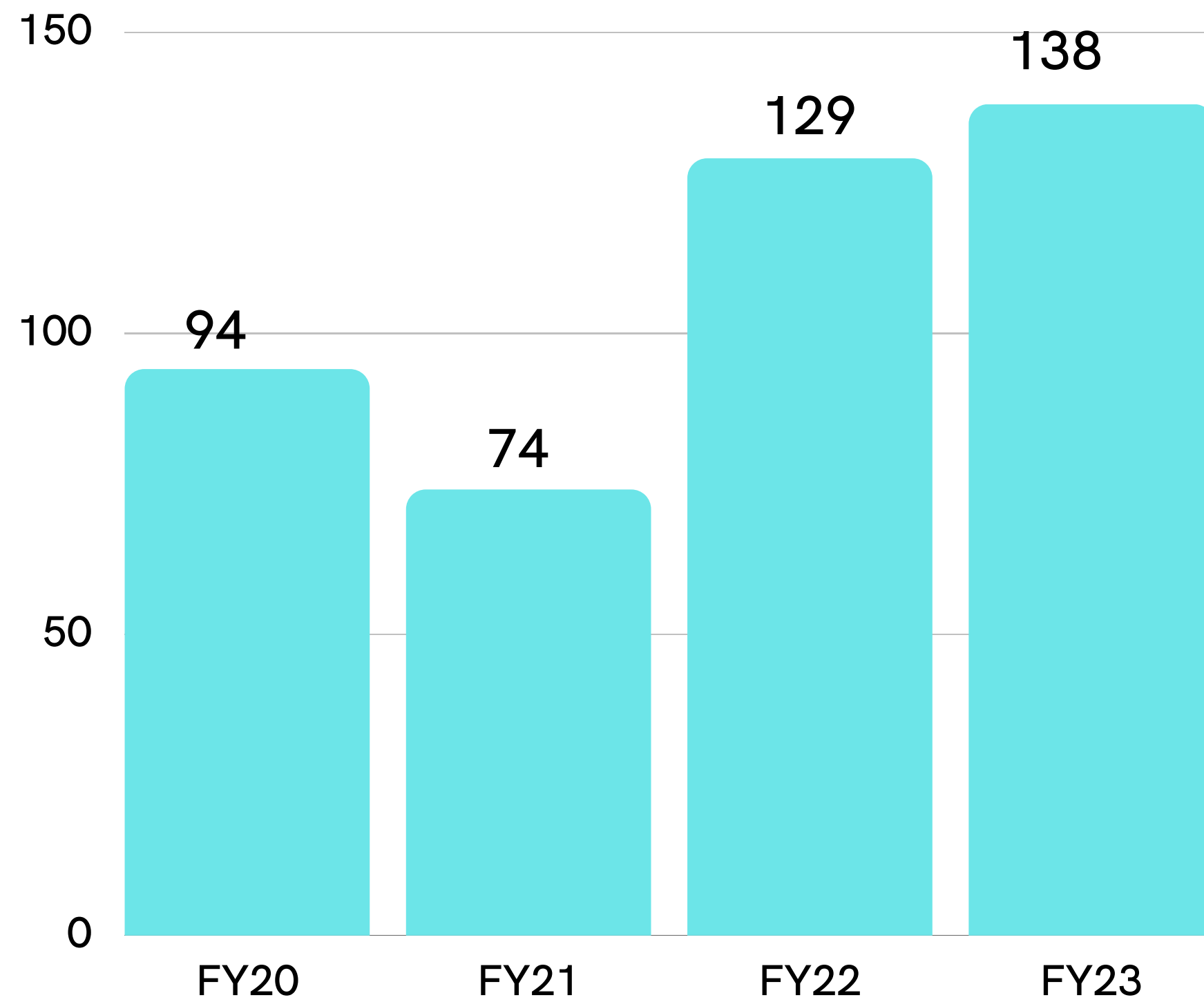


Tynol

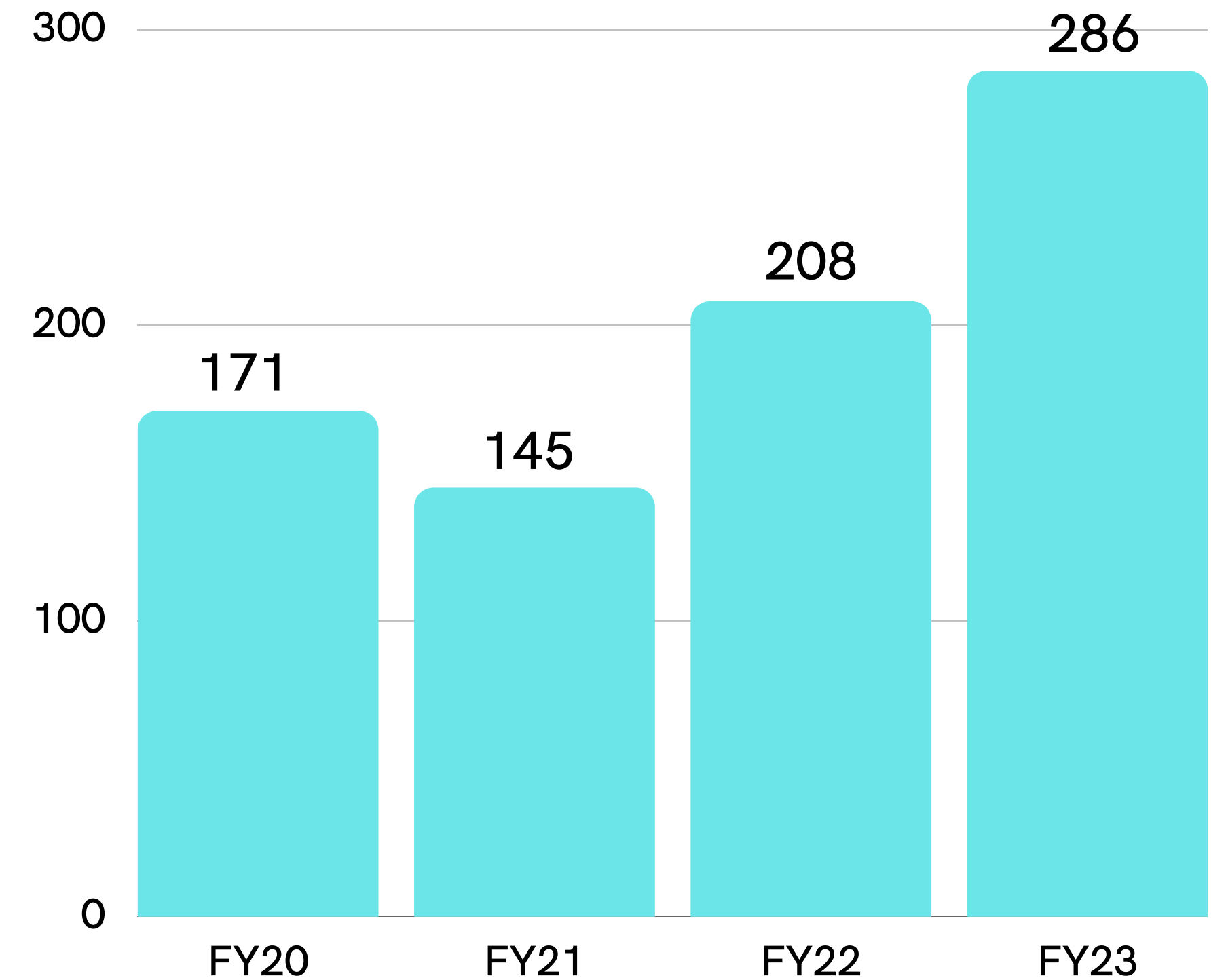
Therapeutic Segment- Pain Management
Type- Acute

Business Highlights- Sales of Top Four Brands

Figures in lacs

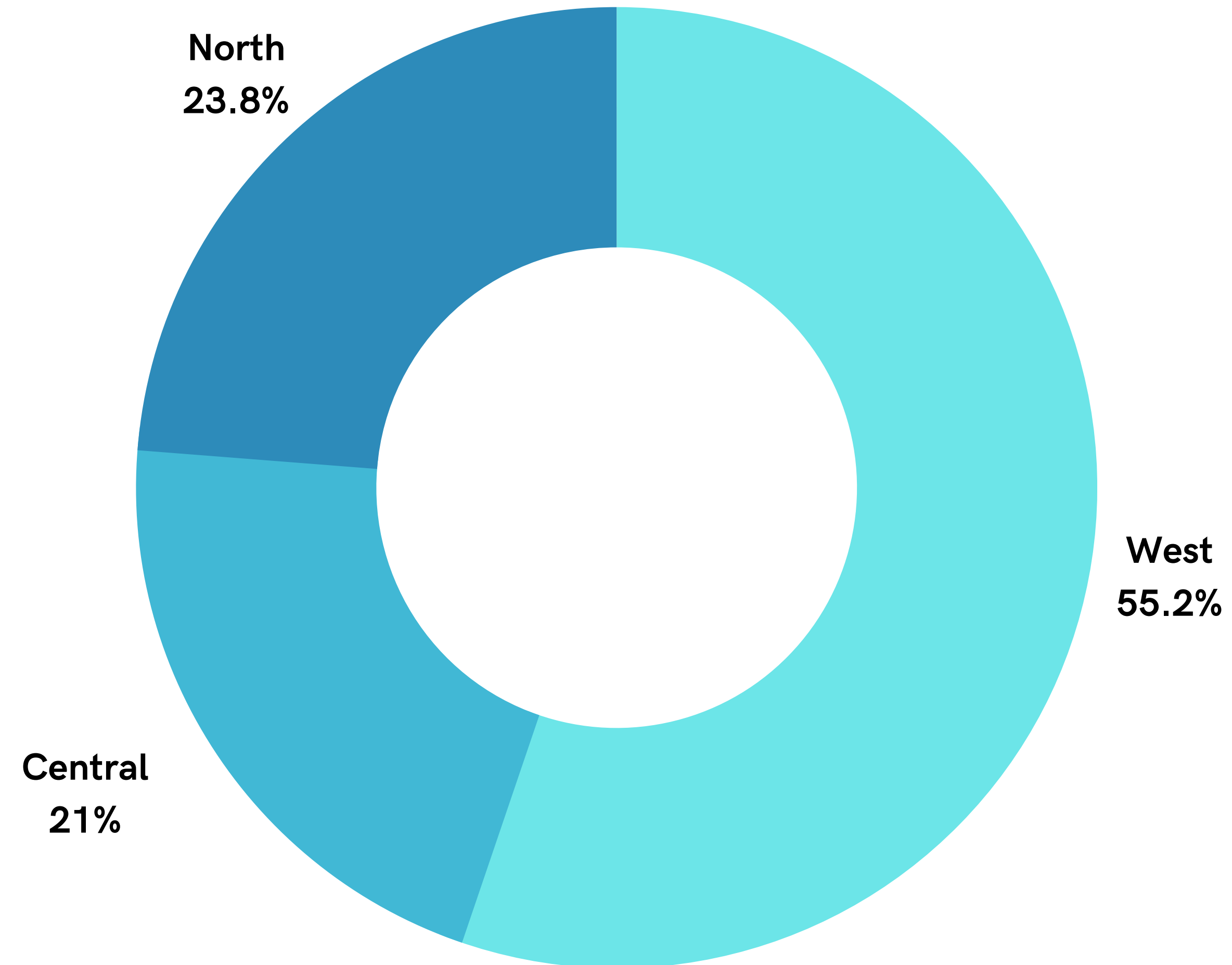
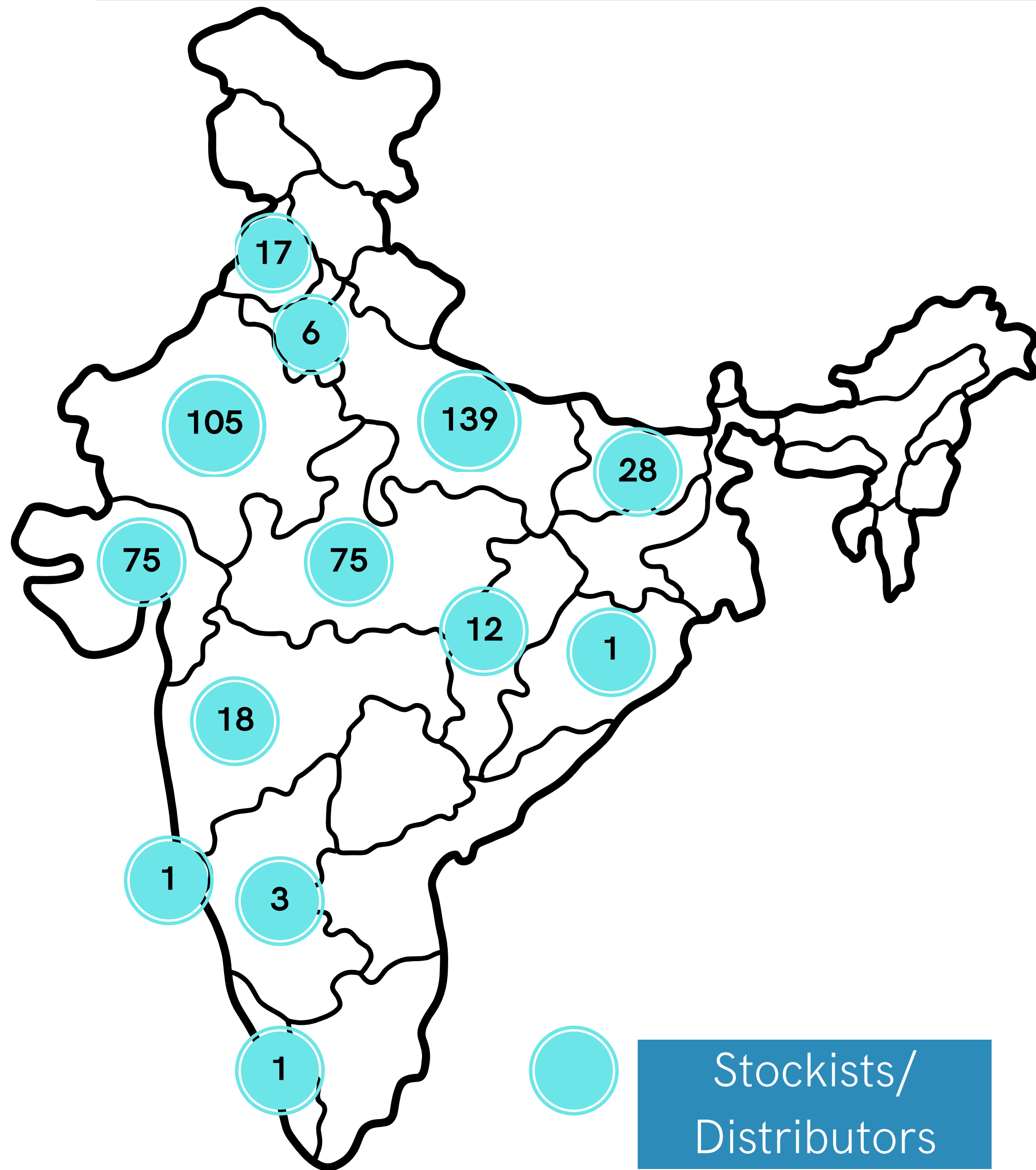


Therapeutic Segment- Nutraceutical
Type- Acute



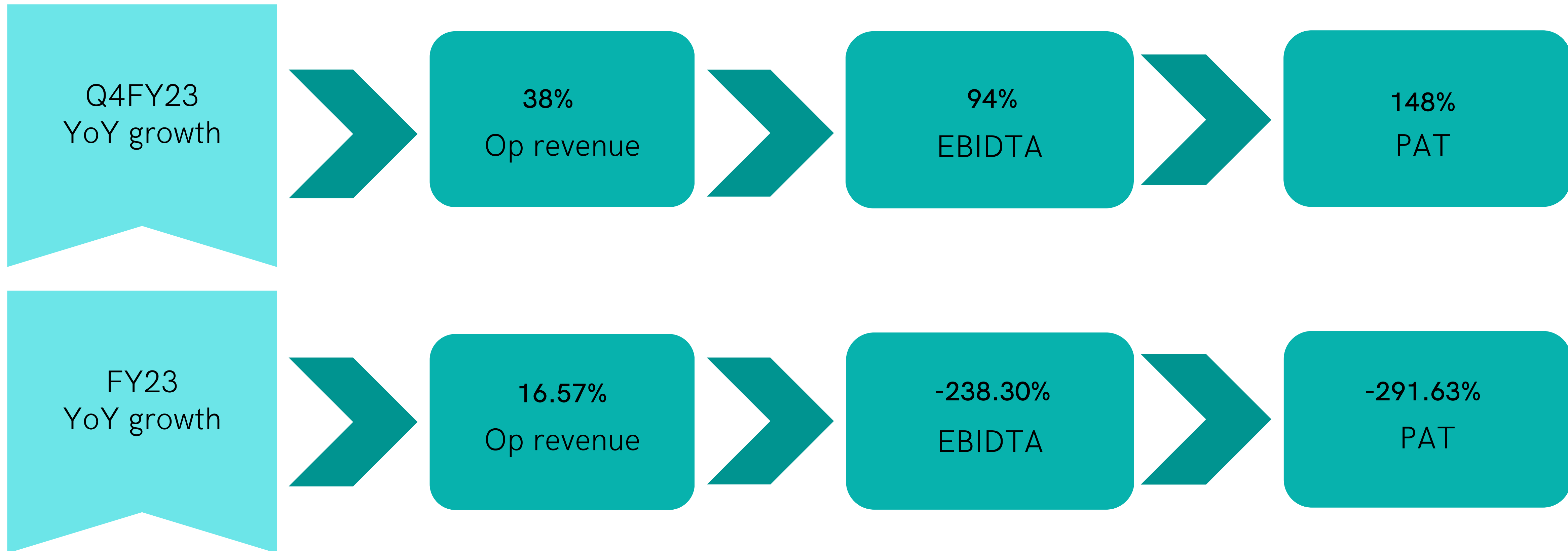
Therapeutic Segment- Vitamins (Nutraceuticals)
Type- Chronic

Distribution Network & Region Wise Sales



Region-wise sales distribution(FY23)

Financial Highlights- Q4 FY23 and FY 23



- Gujarat Terce has grown by 38% in Q4FY23 compared to Q4FY22.
- Cash Profit registered by business has increased by 162 % in Q4FY23 vs Q4FY22

Q4FY23 AND FY 23- Income Statement

								(Rs. In Lacs)
Particulars	Q4 2022-23	Q3 2022-23	Q-O-Q Q4 vs. Q3 % Change	Q4 2021-22	Y-O-Y Q4 vs. Q4 % Change	Year ended 31-03-2023	Year ended 31-03-2022	Y-O-Y % Change (2023 vs 2022)
Revenue from Operations	1288.85	1190.48	8.26%	932.45	38%	4,678.25	4,013.37	16.57%
EBDITA	-9.48	20.52	-848.00%	-159.72	94%	-180.80	130.73	-238.30%
EBDITA(% of Net Sales)	-0.74%	1.72%	-	-17.13%	-	-3.86%	3.26%	-
PBT	-41.89	-0.28	-4289.00%	-185.95	77%	-289.39	74.66	-487.61%
PBT(% of Net Sales)	-3.25%	-0.02%	-	-19.94%	-	-6.19%	1.86%	-
PAT (Before OCI)	80.34	-0.28	28792.86%	-165.88	148%	-167.16	87.23	-291.63%
PAT(% of Net Sales)	6.23%	-0.02%	-	-17.79%	-	-3.57%	2.17%	-
Cash Profit /(Loss)	96.1	6.61	1353.86%	-154.27	162%	-130.71	103.21	-226.64%
Cash Profit (% of Net Sales)	7.46%	0.56%	-	-16.54%	-	-2.79%	2.57%	-
Basic/Diluted EPS (In Rs.)	1.08	-0.00	28792.86%	-2.24	148%	-2.25	1.18	-291.63%

Thank you.

Registered Office:

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**GUJARAT TERCE
LABORATORIES LIMITED**