

GUJARAT TERCE LABORATORIES LIMITED

Q4 FY26 | FINANCIAL RESULTS & BUSINESS UPDATE



SAFE HARBOUR

THIS PRESENTATION CONTAINS CERTAIN FORWARD-LOOKING STATEMENTS CONCERNING OUR FUTURE BUSINESS PROSPECTS AND BUSINESS PROFITABILITY, WHICH ARE SUBJECT TO SEVERAL RISKS AND UNCERTAINTIES & THE ACTUAL RESULTS COULD MATERIALLY DIFFER FROM THOSE IN SUCH FORWARD-LOOKING STATEMENTS. THE RISKS AND UNCERTAINTIES RELATING TO SUCH STATEMENTS INCLUDE BUT ARE NOT LIMITED TO, EARNINGS FLUCTUATIONS, OUR ABILITY TO MANAGE GROWTH, COMPETITION, ECONOMIC GROWTH IN INDIA, ABILITY TO ATTRACT & RETAIN HIGHLY SKILLED PROFESSIONALS, TIME & COST OVERRUNS ON CONTRACTS, GOVERNMENT POLICIES AND ACTIONS RELATED TO INVESTMENTS, REGULATION & POLICIES ETC., INTEREST & OTHER FISCAL POLICIES GENERALLY PREVAILING IN THE ECONOMY. THE COMPANY DOES NOT UNDERTAKE TO MAKE ANY ANNOUNCEMENTS IN CASE ANY OF THESE FORWARD-LOOKING STATEMENTS BECOME INCORRECT IN FUTURE OR UPDATE ANY FORWARD-LOOKING STATEMENTS MADE FROM TIME TO TIME ON BEHALF OF THE COMPANY.

PERFORMANCE HIGHLIGHTS



REVENUE	
Q4-FY26	Q4-FY25
1139.93	1232.44

8 %
Degrowth



EBIDTA	
Q4-FY26	Q4-FY25
36.93	113.94

68 %
Decrease



NET PROFIT	
Q4-FY26	Q4-FY25
10.1	-339.14

103 %
Increase

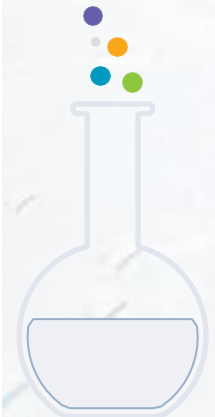
(INR lacs)

PCPM	
Q4-FY26	Q4-FY25
2.37	2.57

7.80 %
Decrease

EPS	
Q4 FY 26	Q4 FY25
0.13	- 4.57

EBIDTA MARGIN	
Q4 FY 26	Q4-FY25
3.24%	9.25 %



PROFIT & LOSS SUMMARY

(INR lacs)

Particulars	Q4 FY26	Q4 FY25	Change %	FY26	FY 25	Change %
Revenue	1139.93	1232.44	-8%	4747.27	5019.52	-5%
EBITDA	36.93	113.94	-68%	363.45	419.04	-13%
PBT	20.97	96.83	-78%	303.23	339.04	-11%
Cash Profit	23.53	-328.89	107%	262.44	-59.41	542%
Reported PAT	10.1	-339.14	103%	220.17	-97.87	325%
EBITDA Margin	3.24%	9.25%		7.66%	8.35%	
PAT Margin	0.89%	-27.52%		4.64%	-1.95%	
Cash Profit (%)	2.06%	-26.69%		5.53%	-1.18%	



MANAGEMENT COMMENTARY Q4 & FY26

Dear Shareholders,

FY26 was a year of strengthening the Company's fundamentals and improving the quality of earnings. While revenue for the year stood at ₹4,747 lacs, reflecting a modest decline of 5% over FY25, our strategic focus remained on improving profitability, enhancing operational efficiency, and building a stronger financial foundation.

During the year, the Company reported EBITDA of ₹363 lacs, with Reported PAT of ₹220 lacs. Net Worth strengthened by over 50% during the year, supported by improved earnings and a stronger capital structure. The Company also continued to maintain prudent financial discipline, resulting in lower finance costs, improved liquidity, and positive operating cash generation.

The fourth quarter was relatively challenging, with revenue of ₹1,140 lacs and EBITDA of ₹37 lacs. However, the quarter concluded with a positive PAT, reflecting the resilience of the business and the benefits of the structural improvements implemented over the past year.

Our core focus throughout FY26 remained on strengthening brand equity, improving field productivity, enhancing operating efficiencies, and maintaining financial discipline. We believe these initiatives have created a stronger platform for sustainable value creation and have positioned the Company on a firmer financial footing than in previous years.

— **Aalap Prajapati**
Managing Director & CEO

"Committed to building a sustainable, high-performing business with strong fundamentals and long-term value creation."

**Aalap
Prajapati**
CEO

ABOUT THE COMPANY

For nearly four decades, **Gujarat Terce Laboratories Ltd.** has built a reputation as a trusted and respected name in the Indian pharmaceutical industry — defined by strong brands, committed people, and deep geographic penetration.

Our Brands

- **8 leading brands** anchored in high-growth therapeutic areas including Paediatrics, Gynaecology, Orthopaedics, and General Medicine.
- **134 products** across acute and chronic segments, addressing diverse patient needs and market demands.
- A strategic portfolio mix that balances established brands with new launches to sustain long-term growth.

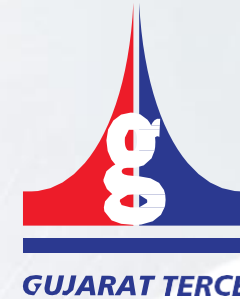
Our People

- **240+ team members**, united by a shared purpose of improving healthcare access.
- **150 Medical Representatives** on the ground, driving strong relationships with **32,706 medical practitioners** and **30,074 chemists**.
- Culture of continuous capability building, performance focus, and field productivity enhancement.

Our Reach

- Presence in **13 states** and **224 districts** across India, with established strength in Northern and Western regions and Central India.
- **385 stockists** ensuring consistent availability of our brands across urban, semi-urban, and rural markets.
- Well-entrenched distribution enabling agile market response and deeper penetration in high-potential territories.

At Gujarat Terce, we believe in *building strength before scale*. By nurturing our brands, empowering our people, and expanding our geographic footprint, we are positioned to deliver sustainable growth and long-term value for all stakeholders.



THANK YOU

For more information, contact:

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