GUFIC
BIOSCIENCES LIMITED
CIN No. L24100MH1984PLC033519

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348/LG/SE/NOV/2026/GBSL

November 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 and half year ended September 30, 2026.

Kindly take the same on record.

Thanking You,

Yours truly,

For Gufic Biosciences Limited

AMI SHAH
Digitally signed by AMI SHAH
Date: 2026.11.14 19:55:34 +05'30'

Ami Shah
Company Secretary & Compliance Officer
Membership No. A39579

Encl.: As above

INVESTOR PRESENTATION

Delivering Care & Cure

Q2 FY2027

Gufic Biosciences Limited



Safe Harbor

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01

Q2 FY27 Business & Financial Highlights

- Indore facility: the manufacturing platform
- Hospital injectable platform
- Women's health platform
- Botulinum toxin platform
- Nutra, Ayurveda & others
- International business and Indore scale-up
- Research & development
- Financials

Q2 FY27 at a glance: direction across the business

1 Indore manufacturing platform

The US FDA inspection brings the regulated-market timeline forward. Scale-up stays deliberately paced; the operating leverage sits behind closing the observations and the certifications in progress.

2 Hospital injectable platform

Formulary depth ahead of portfolio breadth, own-manufactured brands and differentiated delivery formats as the point of difference, and new account-acquisition models on a clean receivable base.

3 Women's health platform

In fertility, evidence and depth of clinic wallet share rather than centre count; in Zenova, a prescription-led portfolio in which power brands and several growth engines now carry the division.

4 Botulinum toxin platform

Aesthetics moves from a single toxin brand towards a full portfolio as fillers arrives, backed by Indian clinical evidence; therapeutics continues to compound quietly on protocol-mandated demand.

5 Nutra, Ayurveda & others

A science-led chronic care platform built on a leading herbal franchise — the core holding leadership, newer pillars gaining weight, and the allopathic pain adjacency now commercial.

6 International business

Registrations this quarter converted directly into first orders in the Gulf and Latin America, while the European footprint widened through Gufic Ireland and partners — approvals now translating into supply rather than sitting on file.

Indore facility: the manufacturing platform

We have built one of the most advanced lyophilized injectable facilities, commenced production in October 2024

DESIGNED TO GLOBAL REGULATORY STANDARDS

WHO GMP | EU GMP | ANVISA | MHRA | USFDA

INSTALLED CAPACITY

50 mn	30 mn	72 mn
Lyophilized vials per year	Liquid vials per year	Ampoules per year

Commercial production commenced in October 2024.

Q2 FY27 PROGRESS

Regulated-market readiness

Q2 work moved from capability extension to regulated-market readiness. The site is now registered with the US FDA, a first product dossier was filed from it, and audits by prospective partners for the US and UK markets were hosted.

Capability extension

The depot suite is ready for trials and media fills ahead of domestic commercial batches. The spray-dried route for a lipid-based antifungal is on the verge of completion, and an injectable emulsion format moved through scale-up, with exhibit batches planned in Q3.

DIRECTION *The US FDA inspection brings the regulated-market timeline forward. Scale-up stays deliberately paced; the operating leverage sits behind closing the observations and the certifications in progress.*

Indore facility: timeline of our phased approach

Milestone	Target	Status	Commentary
Installation & Operational Qualification (IQ/OQ)	October 2023	● **Completed**	Completed – facility meets WHO GMP, EU GMP, ANVISA, MHRA, USFDA design standards
Performance Qualification (PQ) All Lines & Utilities	Dec 2023 – Jun 2024	● **Completed**	Completed with multiple container trials; parameters locked
Media Fills (Aseptic Process Simulations)	Jul 2024 – Oct 2024	● **Completed**	Completed for all four lines; sterility validated
Product Permissions from State FDA	Ongoing	● **In progress**	203 approvals received to date; more in pipeline
Tech Transfer for existing products from Navsari & Process Validation Batches for initial products	Oct 2024 – ongoing	● **In progress**	Completed for 40 products; stability studies in progress. 27 more products under development
Vendor Audits Indian Pharma Majors	H1-FY26	● **In progress**	20+ completed, more lined up; CMO contracts commenced
30% Capacity Utilization	FY26	● **In progress**	On-track
Global Regulatory Clearance			
EU GMP & UK MHRA	FY27	● **In progress**	EU audit completed; compliance report submitted; certification awaited
US FDA	FY27	● **In progress**	Pre-approval inspection completed; three observations being addressed with the US FDA

Indore plant: what we delivered, quarter by quarter

Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	Q2 FY27
Capitalized	Apr-Jun '25	Jul-Sep '25	Oct-Dec '25	Jan-Mar '26	Apr-Jun '26	Jul till date
Commercial production commenced Oct 2024 first batch; plant capitalized Q3 FY25	**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	**40 tech transfers completed; 27 under development** Product mix shifted to volume products. 18 CMO vendor audits completed.	**On track for 30% capacity utilization** 203 State FDA approvals received. 20+ vendor audits. EU competent authority audit completed first week December 2025.	**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	**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	**US filing and inspection readiness; US FDA pre-approval inspection successfully completed** First US dossier filed and site registered with the US FDA, triggering a pre-approval inspection. The inspection has since concluded with three observations, now being addressed. Output across all four lines rose over Q1.

The Gufic advantage: a fully integrated injectable platform

Five barriers to entry, and why each matters

01	02	03	04	05
Lyophilisation at scale	**Multi-format complexity**	**Regulatory multi-accreditation (Indore + Navsari)**	**Batch size economics**	**CDMO credibility**
One of the largest Indian companies that can manufacture lyophilized injectables at scale.	Lyophilized + Liquid Vials + Ampoules + Microspheres + NDDS (DCB, DCS) + Depot — very few companies can run this breadth under one roof	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	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)	20+ Indian pharma majors have audited or are CMO partners — this is the ultimate third-party quality validation

Hospital injectables: Critical Care Cluster

PLATFORM 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.

DIRECTION

Formulary depth ahead of portfolio breadth, own-manufactured brands and differentiated delivery formats as the point of difference, and new account-acquisition models on a clean receivable base.

01	**Launch becoming a franchise**	AWABAC, the first-in-India monobactam and beta-lactamase inhibitor combination, has moved from introduction to established use within two quarters of launch, with acceptance widening across corporate, tertiary and secondary care networks.
02	**Share gains in core classes**	The anti-infective franchise continued to expand, and the division moved up in rank within a key echinocandin antifungal class — gains from depth in accounts already served.
03	**Route to formulary**	Engagement centred on infectious-disease, transplant and critical-care scientific forums and focused discussions on invasive fungal disease. Positioning stayed aligned to antimicrobial stewardship and sepsis awareness.
04	**Nursing capability**	HEAL, a structured learning initiative for nursing professionals, was introduced — building handling and administration practice at the point of care, where hospital injectables are used.
05	**Pipeline**	Regulatory and market-readiness work continues on niche hospital anti-infective and supportive-care assets, sequenced to follow the current launch rather than dilute it.

Hospital injectables: Sparsh

PLATFORM I

Hospital Injectable Platform

Therapy focus: Anti-Microbials, Immunology & Cardiac Critical Care

B. Sparsh

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

DIRECTION

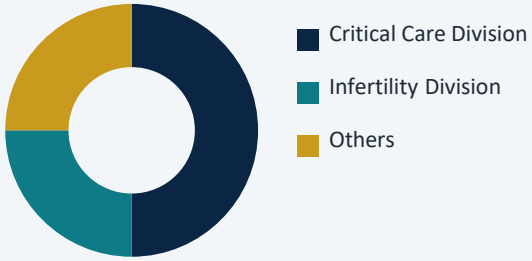
Formulary depth ahead of portfolio breadth, own-manufactured brands and differentiated delivery formats as the point of difference, and new account-acquisition models on a clean receivable base.

01	**Own manufacture now the majority**	In-house manufactured brands now form the majority of the division's business — improving margin quality and supply reliability, and connecting the division directly to utilisation of the Company's own capacity.
02	**Delivery systems as the moat**	The dual-chamber bag continued to win acceptance at leading tertiary and corporate institutions, across a widening national account base. Its clinical positioning is now anchored on a DMF-grade active.
03	**A new acquisition model**	A key-account pilot launched in Mumbai to reach smaller nursing homes, an under-served segment — designed for replication in other metros.
04	**Sharper customer base**	Customer lists were rebuilt and rationalised across cardiology, infectious disease and critical care, and extended to orthopaedic surgeons ahead of the planned joint-care introduction.
05	**Discipline holds**	Receivables remain inside standard trade terms; hospital onboarding continued and newer brands contribute a growing share. Training stayed directed at the nursing and cath-lab teams who handle the format in practice.
06	**Geographies and pipeline**	Market development continued in the North-East and Jammu & Kashmir. In preparation: a chondroprotective agent; a thrombolytic; a first-of-its-kind cyclic lipopeptide presentation in India; and total parenteral nutrition.

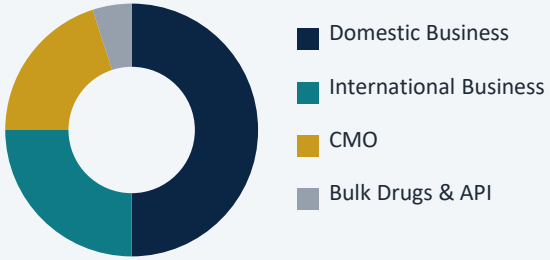
Complex injectable pipeline for the hospital platform

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



Women's health: Ferticare Cluster

PLATFORM 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.

DIRECTION

In fertility, evidence and depth of clinic wallet share rather than centre count; in Zenova, a prescription-led portfolio in which power brands and several growth engines now carry the division.

01	**Category leadership held**	Guficin Alpha retains clear market leadership in recurrent implantation failure, with growing acceptance among premium IVF centres — a category the division effectively created.
02	**Wider share of the cycle**	The Puregraf group deepened its presence in corporate IVF chains, with improving quality perception among senior clinicians. Supergraf continued to build in the poor-responder segment and Unogem in stimulation cycles.
03	**Evidence, not promotion**	A research article on the division's immunomodulator in recurrent implantation failure was published and clinical practice recommendations were released. Observational studies on Puregraf are under way.
04	**Academic leadership**	The mentor-mentee programme and an expert consensus meeting on implantation failure were held, alongside engagement with Indian and international reproductive medicine societies.
05	**Formats and pipeline**	Cetrocare was introduced in a pre-filled syringe presentation. A microbiome-focused probiotic combination and an antioxidant addition to the portfolio are planned for Q3.

Women's health: Zenova

PLATFORM II

Women's Health Platform

Therapy focus: Assisted Reproductive Technology (IVF), Immunology & Ortho-gynae

B. Zenova

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

DIRECTION

In fertility, evidence and depth of clinic wallet share rather than centre count; in Zenova, a prescription-led portfolio in which power brands and several growth engines now carry the division.

01	**Mix shift by design**	Non-injectable, prescription-led brands now carry the substantial majority of the division, up meaningfully on a year ago. Lower injectable dependence is a portfolio decision, not a demand signal.
02	**Power brands lead**	Power brands grew well ahead of the division and now contribute the larger part of its business — the outcome of deliberate prioritisation.
03	**Several growth engines**	Fertiforce-M and Fertiforce-F have built a meaningful fertility adjacency. DD1 SR, Sallaki Max and Gufibis gained traction across gynaecology and orthopaedics, with Stretchnil growing steadily.
04	**Three introductions ahead**	Planned in FY27: an in-licensed chondroprotective injectable for osteoarthritis with an established international record; a brand for the metabolic-ovarian segment built on the emerging clinical nomenclature; and a pre-filled neurotropic vitamin injectable.
05	**Volume to value**	The division is moving from injectable-led to prescription-led and from volume to value, across gynaecology and orthopaedics.

Botulinum toxin: Aesthaderm

PLATFORM 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.

DIRECTION

Aesthetics moves from a single toxin brand towards a full portfolio as fillers arrive in Q3, backed by Indian clinical evidence; therapeutics continues to compound quietly on protocol-mandated demand.

01	**Market position**	Stunnox, now five years in the market, is the second-largest brand in India's aesthetic botulinum toxin segment — manufactured from the Company's own strain, with no third-party dependence for the active.
02	**Indian evidence**	A consensus recommendation on dosing in Indian patients was published, and three clinical studies were initiated to generate Indian data on onset, duration, diffusion and an additional indication.
03	**Organised chains**	Structured training with organised clinic chains led to adoption within chain networks — the primary pathway to repeatable scale.
04	**Injector infrastructure**	In-clinic workshops and congress and cadaver-laboratory training continued to widen the trained injector base — the bridge to cross-category adoption once fillers enter the portfolio.
05	**Closing the portfolio gap**	The in-licensed dermal filler range from the Company's Canadian partner is planned for launch in FY27. GlutaRevive, a first-in-India combination pack, saw encouraging response.

Botulinum toxin: Neurocare

PLATFORM III

Botulinum Toxin Platform

Therapy focus: Aesthetics & Neurology

B. Neurocare

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

DIRECTION

Aesthetics moves from a single toxin brand towards a full portfolio as fillers arrive in Q3, backed by Indian clinical evidence; therapeutics continues to compound quietly on protocol-mandated demand.

01	**Guideline-driven indications**	Focus stayed on post-stroke spasticity, cerebral palsy, dystonia, chronic migraine and urological indications — protocol-mandated settings where adoption is slow to establish and recurring once established.
02	**Injector creation**	Developing new injectors through structured hands-on training remains the principal growth lever.
03	**Category expansion**	Work continued to extend use beyond core neurology into urology, ophthalmology, pain management and neurosurgery.
04	**Beyond India**	The Company’s botulinum toxin was registered in Azerbaijan through a partner during the quarter, extending the franchise’s reach beyond India and Nepal.
05	**Franchise character**	A long-duration, low-promotion-intensity business, with institutional and government channels providing repeat-volume visibility.

Nutra, Ayurveda & others: a science-led chronic care platform

PLATFORM IV

Nutra, Ayurveda & Others

Therapy focus: Chronic Musculoskeletal Pain & Gastro

Healthcare division

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.

DIRECTION

A science-led chronic care platform built on a leading herbal franchise — the core holding leadership, newer pillars gaining weight, and the allopathic pain adjacency now commercial.

01	**Leadership held in the core**	The Sallaki range continued to grow, holding category leadership in its Boswellia segment and improving its standing in the wider pain and gout markets. Liniment formats were among the stronger performers.
02	**Newer pillars gaining weight**	Gufican Oil was the division's fastest-growing brand, and Gufispon continued to build in the cervical segment — confirming the Ayurveda-orthopaedics crossover as a durable source of growth.
03	**Allopathic pain, now commercial**	NaproPure, prepared through Q1, moved into billing and soft launch — the division's first structured entry into allopathic pain management, complementing the musculoskeletal and arthritis portfolio.
04	**Power brands carry the division**	Core musculoskeletal power brands contribute close to half of the business, with nearly all of them in growth; pillar brands in joint care added support.
05	**Building the prescriber pipeline**	The scientific webinar series, continuing education at Ayurvedic colleges and orthopaedic associations, round tables and patient screening initiatives continued through the quarter.
06	**H2 pipeline**	Collagen and calcium combinations, and tendon-health, rosehip and nerve-health formulations for joint care and mobility, alongside the scale-up of NaproPure.











International business: 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**

THREE WAYS TO MONETISE

Gufic holds the Marketing Authorisation and controls the IP

01 **Direct supply**

02 **Out-licensing**

03 **Tech-transfer fees**

International business: regulatory and commercial milestones in Q2 FY27

Approval / commercial milestone	Country / Authority	Date
Products A–C — three registrations (two proton-pump inhibitors and a glycopeptide); first orders received	Saudi Arabia (SFDA)	Q2 FY 2027
Product D — botulinum toxin, registered through a partner	Azerbaijan	Q2 FY 2027
Product E — glycopeptide, registered through a partner; first commercial order	Chile (ISP)	Q2 FY 2027
Echinocandin antifungal — first order secured	UK / Germany	Q2 FY 2027
Glycopeptide — market entry through a partner	Italy	Q2 FY 2027
Macrolide — distribution extended through Gufic Ireland	Portugal, Germany, Spain, Austria, Finland	Q2 FY 2027
Import-permit orders — hormone and critical-care products	Iraq, South Africa	Q2 FY 2027

From approval to order. Registrations this quarter converted directly into first orders in the Gulf and Latin America, while the European footprint widened through Gufic Ireland and partners — approvals now translating into supply rather than sitting on file.

Near-term Indore scale-up: key products with stringent-market dossiers ready

#	Therapeutic class	Regulated-market dossier	Current market size (US$ mn)
1	PPI with high acid suppression stability	● Ready	207.4
2	PPI with broad ulcer management use	● Ready	176.8
3	Glycopeptide gold standard for MRSA coverage	● Ready	176
4	Long-acting glycopeptide for Gram-positive coverage	● Ready	104.7
5	Next-gen glycylcycline for multi-drug resistant infections	● Ready	104.2
6	Macrolide and respiratory infection role	● Ready	34.4
7	Long-acting macrolide with extended tissue penetration	● Ready	16.9
8	Cornerstone TB agent	● Ready	3.7
	Total (select countries in EU, LATAM & ROW)		**824.1**

GUFIC IRELAND

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

Q2 FY27

In Q2 FY27 registrations were secured in Saudi Arabia, Azerbaijan and Chile, with first orders following in the Gulf and Latin America, and distribution through Gufic Ireland was extended across five European countries. For the Indore site, the compliance report has been submitted for European GMP certification, and the US FDA has since completed a pre-approval inspection with three observations, which are being addressed within the stipulated timeframe.

Medium Term Target:

Capture 5% of the market share in these identified molecules

Converting complex-injectables expertise into a global sales and licensing engine

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

2 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

3 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

4 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.

R&D focus: peptides and critical API self-reliance



Gufic's R&D focus

- Peptides & critical API self-reliance
- Novel drug delivery systems (NDDS)
- Clinical programmes

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.

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

Novel drug delivery systems: four differentiated formats

01 Dual Chamber IV Bags

ADVANTAGE

Eliminates reconstitution error, prevents contamination — Technoflex collaboration; first-in-India for anti-infectives

STAGE

Commercially launched; Sparsh TAM expansion trigger

02 Dual Chamber Syringes

ADVANTAGE

Streamlined reconstitution, precise dosing, sustained sterility

STAGE

Multiple products in development pipeline

03 Depot Injection (Microspheres)

ADVANTAGE

Monthly/quarterly dosing — improves compliance, reduces nursing burden

STAGE

D2/D3 partial agonist LAI, D2 antagonist LAI, GnRH agonist depot, GnRH agonist microsphere, somatostatin analogue — all in pipeline

04 Liposomal Formulation

ADVANTAGE

Reduced toxicity vs conventional; higher therapeutic index in antifungal therapy

STAGE

Lipid-complex polyene antifungal — US/EU block deal signed

Clinical programmes: 17 active and pipeline studies

5 **Ongoing Clinical Trials**

Reproductive immunology (Guficin Alpha/RIF), Botulinum Toxin (Aesthaderm), Gonadotropin (Puregraf), Wound healing, Phase III biosimilar (rFSH)

12 **Pipeline Clinical Studies**

NDDS formats, women's health adjacencies (endometriosis, PCOS), antifungal pipeline, CNS long-acting injectables, antiviral

LONG-HORIZON IMMUNO-ONCOLOGY OPTIONALITY

Selvax (Australia)

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 that will further amplify growth over the next few years

1

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)

2

Leverage new biological technology platform to develop preventive and curative medical care for fatal viral infections

3

Commercialization of immuno-oncology therapy

4

Increase market share in contract manufacturing beyond paranterals to other drug delivery systems

Profit & loss statement

Particulars (Rs. crore)	Q2 FY27	Q1 FY27	Q2 FY26	H2 FY27	H2 FY26
Total Revenue	288.4	260.8	230.4	549.2	457.3
EBITDA	**49.7**	**47.2**	**37.9**	**96.9**	**71.1**
EBITDA Margin %	**17.23%**	**18.10%**	**16.45%**	**17.64%**	**15.55%**
Profit before Tax	31.5	30.2	20.5	61.7	36.8
PBT Margins %	**10.95%**	**9.13%**	**5.27%**	**9.09%**	**11.52%**
Tax	8	7.7	5.6	15.7	9.8
Profit After Tax	**23.5**	**22.5**	**14.9**	**46**	**27**
PAT Margin %	**8.15%**	**8.63%**	**6.47%**	**8.38%**	**5.90%**

GUFIC BIOSCIENCES LIMITED

02

Company Overview

- About us
- Business structure
- Domestic business and its seven divisions
- CMO business
- International business
- Manufacturing facilities: Navsari and Indore
- IT infrastructure, sales and distribution
- R&D and clinical team
- Our accreditations



About us: research-driven, with scale in lyophilized injectables

Research-driven

Rapidly expanding, research-driven pharmaceutical company recognized for its innovative, high-quality pharmaceuticals, nutraceuticals, aesthetics, natural and herbal products

~100 mn vials p.a.

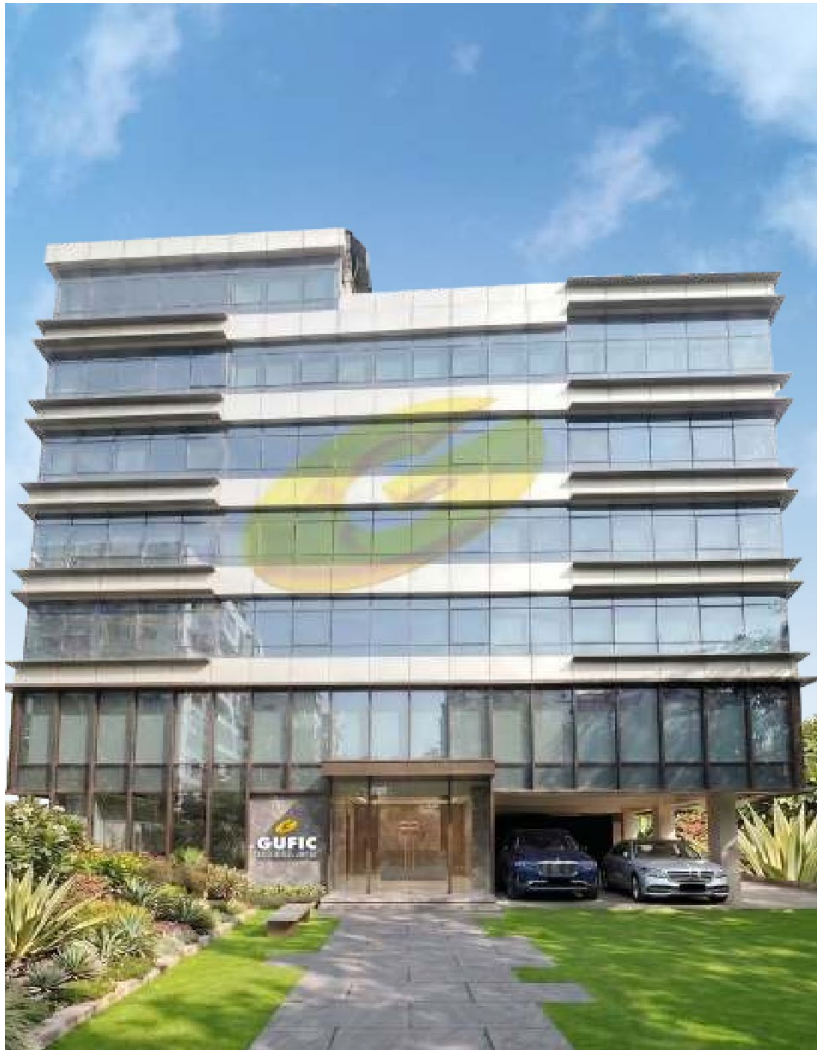
One of the largest manufacturers of lyophilized injections in India, with capacities to manufacture ~100 million lyophilized vials p.a.

First in India

First Indian company to manufacture and launch Botulinum toxin (API & formulation) and dual chamber IV bags (Teicoplanin, Meropenem)

16%+ CAGR

A healthy CAGR: more than 16% over the last 10 years



Business structure: four businesses, led by the domestic franchise

01 Domestic business

- 10 well-defined strategic business units
- Field force of 1,100+
- Product portfolio in 15+ therapy areas

02 International business

- Products exported to 50+ countries
- 300+ products registered globally
- Largest exporters of Vancomycin & Teicoplanin

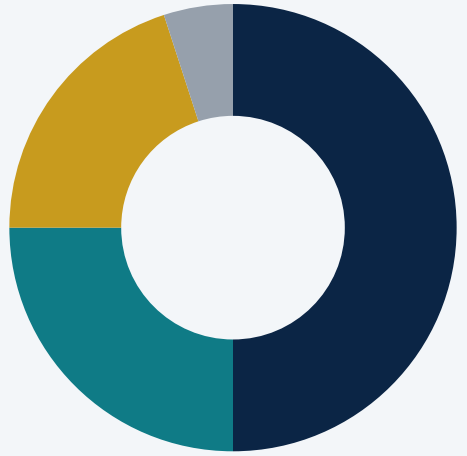
03 CMO business

- One of the largest facilities for lyophilization
- 70+ CMO partners
- 150+ products

04 Bulk drug business

- Exclusive facility for API
- Specialization in anesthetics, anti-fungals and peptides

REVENUE MIX



Domestic business: 300+ products across seven divisions

300+
Products

30,000+
Prescribers

1,20,000+
Retail & doctors reach

CRITICAL CARE

GUFIC CritiCare

260+ field force

Antibacterial, Antifungal, Pain, GI, Immuno-modulator

INFERTILITY

FertiCare
Care that Creates

175+ field force

Hormones, Recombinant Products, Infertility Supplements

HOSPITAL DIVISION

GUFIC Sparsh

100+ field force

Antibacterial, GI, Pain, Antifungal, Cardiac, CNS

NEUROCARE

GUFIC NeuroCare

20+ field force

Neurotoxin

HERBAL-NUTRACEUTICAL

GUFIC HEALTHCARE

300+ field force

GI, Pain, Respiratory, Nutraceuticals, Wound care

ORTHO - GYNAEC

GUFIC Zenova
Advancing Life. Restoring Strength

200+ field force

GI, Pain, Gynaec, Nutraceuticals

COSMETICS

GUFIC Aesthaderm

40+ field force

Neurotoxin, Antiaging, Dermal fillers

TOTAL FIELD FORCE

1,100+

Field force, with pan-India presence

Gufic CritiCare: leadership in anti-bacterial and anti-fungal injectables

GUFIC CritiCare

DIVISION

Critical Care

THERAPY AREAS

Antibacterial, Antifungal, Pain, GI, Immuno-modulator

FIELD FORCE

260+

01 Field force focused on hospitals and institutions

02 Leadership in anti-bacterial and anti-fungal injectables

03 Chain hospital coverage and tertiary hospital coverage

04 Largest manufacturer of lyophilized injections in India

05 Meropenem, Dalbavancin, Ceftazidime + Avibactam, Thymosin Alpha 1 and Aztreonam + Avibactam

FertiCare: strong presence in the ART and IVF segment

FertiCare
Care that Creates

DIVISION

Infertility

THERAPY AREAS

Hormones, Recombinant Products, Infertility Supplements

FIELD FORCE

175+

01 Strong presence in ART and IVF segment

02 Specialized HMG, HCG and soon to launch recombinant products

03 Guficin Alpha (immunomodulator): a differentiated product to address the issues on RIF, with an ongoing phase-III trial in India

04 Focus on differentiated fertility therapies

05 Aim to become the top infertility company in India

Gufic Sparsh: injectables for hospitals and nursing homes

GUFIC Sparsh

DIVISION

Hospital Division

THERAPY AREAS

Antibacterial, GI, Pain, Antifungal, Cardiac, CNS

FIELD FORCE

100+

01 Field force focused on hospitals and nursing homes

02 Leadership in anti-bacterial, CVS and CNS injectables

03 Largest manufacturer of lyophilised injectables in India

04 Pioneer in dual chamber technology: Meropenem, Teicoplanin

Gufic NeuroCare: therapeutic Botulinum toxin applications

GUFIC NeuroCare

DIVISION

Neurocare

THERAPY AREAS

Neurotoxin

FIELD FORCE

20+

01 Specialized neurology-focused division

02 Focus on therapeutic Botulinum Toxin applications

03 Zarbot: differentiated neuro product

04 Expanding innovative neurology portfolio

Gufic Healthcare: mass-market and specialty healthcare presence

DIVISION

Herbal-Nutraceutical

THERAPY AREAS

GI, Pain, Respiratory, Nutraceuticals, Wound care

FIELD FORCE

300+

01 Mass-market and specialty healthcare presence

02 Flagship brand Sallaki: market leader in Boswellia serrata pain management portfolio

03 Approx. 3.1 mn+ Sallaki portfolio in India

04 Brands in immunity, cough and women healthcare

05 Strong GP and orthopaedic connectivity

Gufic Zenova: focused on orthopaedics and gynaecology

GUFIC Zenova
Advancing Life. Restoring Strength

DIVISION

Ortho - Gynaec

THERAPY AREAS

GI, Pain, Gynaec, Nutraceuticals

FIELD FORCE

200+

01 Focused on orthopaedics and gynaecology

02 Promotes Sallaki Max, Vonoprazan and fertility supplements (for male and female infertility)

03 Strong OPD orthopaedic doctor coverage

04 Ideal strategic fit for ALFLUTOP promotion

Gufic Aesthaderm: focused aesthetic dermatology division

GUFIC Aesthaderm®

DIVISION

Cosmetics

THERAPY AREAS

Neurotoxin, Antiaging, Dermal fillers

FIELD FORCE

40+

01 Focused aesthetic dermatology division

02 Entered the aesthetics market through a tie-up with Prime-Bio Inc. (USA)

03 Stunnox, Botulinum Toxin Type-A: the first Indian company to manufacture and launch Botulinum toxin in India

04 No. 2 brand in the Indian aesthetic market

05 Strong cosmetologist engagement

06 Injectable expertise leveraged in aesthetics

CMO business: 70+ companies and 150+ products

70+
Companies

150+
Products across multiple therapy areas

CMO services for India and global markets

Reliable CMO service for quality products over a decade

OUR ESTEEMED PARTNERS

Abbott | activo health caring for you | ALKEM | Mustell | ARISTO | basi laboratórios your health, our world | Bayer Zydus Pharma | Biocon | CADILA PHARMACEUTICALS LIMITED

CELON LABS | Cipla | CORONA Remedies Inspiring...Quality Life... | Dr.Reddy's | EBERTH Dr. Friedrich Eberth Arzneimittel | Emcure SUCCESS THROUGH INNOVATION | Eris | FHC | FERRING PHARMACEUTICALS

FRESENIUS KABI caring for life | glenmark A new way for a new world | Generic Medical Partners Partenaires Médicaux Génériques | HETERO | Hypera pharma | INTAS | LUPIN | JB | LAMAR | MACLEODS

MAYPHARM LIFE SCIENCES | NATCO | SUN PHARMA | Sunpar Pharmaceuticals Ltd. | Shams alNour | Slim | WOCKHARDT | XINETIX | Zuventus Healthcare Limited | Zydus dedicated to life

International business: 300+ products registered in 50+ countries

300+

Products registered globally (in 50+ countries)

200+

Products in pipeline for registration (in 30+ countries)

Largest exporters of Vancomycin & Teicoplanin globally



MARKETS

CANADA | UK | GERMANY | AUSTRIA | PORTUGAL | AUSTRALIA | LITHUANIA | SYRIA | BRAZIL | COLOMBIA | CHILE | PARAGUAY | COSTA RICA | MEXICO | DOMINICAN REPUBLIC | ECUADOR | EL SALVADOR | HONDURAS | RUSSIA | OMAN | ARMENIA | KAZAKHSTAN | UZBEKISTAN | TAJIKISTAN | KYRGYSTAN | MOROCCO | ALGERIA | FRENCH WEST AFRICA | NIGERIA | SOUTH AFRICA | TANZANIA | KENYA | ETHIOPIA | UGANDA | SRI LANKA | PHILIPPINES | THAILAND | CAMBODIA | VIETNAM | MALAYSIA | HONGKONG | GEORGIA | BOSNIA & HERZEGOVINA | MYANMAR | NEPAL | ITALY | HUNGARY | PANAMA | GUATEMALA

Manufacturing facilities: Navsari

01 Unit I

Lyophilized / powder injectables; natural products

ANNUAL CAPACITIES

- Lyophilized inj. - 18 mn vials
- Ampoule - 1.2 mn ampoules
- PFS - 2.8 mn PFS
- Ointment - 3 mn tubes
- Lotion - 3 mn bottles

02 Unit II

Lyophilized injectables (capability to manufacture liposomal and depot injections)

ANNUAL CAPACITIES

- Lyophilized inj. - 30 mn vials
- PFS - 30 mn PFS

03 Penem Block

Dedicated facility for carbapenems (lyophilized / dry powder inj. / dual chamber bags)

CAPACITIES

- Lyophilized inj. - 1 mn vials
- Dual chamber bags - 2.4 mn IV bags
- Dry powder inj. - 10 mn vials

04 Botulinum Toxin Facility

Several innovative formulations with Botulinum toxin in the field of dermatology, neurology and pain management

ACCREDITATIONS

Unit I: WHO-GMP (India), Philippines FDA, Nigeria NAFDAC, Cambodia MOH, Kenya PPB, Sri Lanka NMRA, DDA Nepal, Myanmar MOH, Syria MOH

Unit II: WHO-GMP (India), EU GMP (Hungary), UK-MHRA, Health Canada, Colombia INVIMA, SAHPRA South Africa, ANVISA Brazil, Ethiopia FDA, Malaysia NPRA, Australia TGA, Russian GMP, Uganda NDA, Cambodia MOH, Philippines BFAD, Vietnam DAV, Tanzania TMDA, Thailand MOH, Lithuania MOH, Kenya PPB, Oman MOH, Uzbekistan MOH

Manufacturing facilities: Unit III, Indore

ANNUAL CAPACITIES

50 mn
Lyophilized inj. vials

30 mn
Liquid inj. in vials (units)

72 mn
Liquid inj. in ampoules (units)

01 **State-of-the-art SVP manufacturing:** lyophilised, liquid, emulsion inj., depot, liposomal inj. and suspension.

02 **Ultra-modern manufacturing facility:** compliant to stringent regulatory standards of WHO-GMP, US-FDA, UK-MHRA, WHO-Geneva, ANVISA-Brazil, EU-GMP, TGA-Australia.

03 **Automated X-ray system:** inspects each vial for glass or metal particles.

04 **21-camera inspection line:** to ensure precise detection of any sealing defects.







IT infrastructure, sales and distribution

2
Central warehouses, located in Delhi (North) and Mumbai (West)

23
Carrying & forwarding (C&F) agents across India

1,700+
Stockists for effective distribution across India

1,100+
Field force, with pan-India presence

1,20,000+
Retail & doctors reach



IT INFRASTRUCTURE

- Integrated IT systems with sales and distribution infrastructure
- SAP S4 HANA implemented across all departments
- Sales force automation and effectiveness tools in place

R&D and clinical team

Research & development (R&D)

R&D facilities situated at Navsari, Gujarat and Indore, M.P. focussing on:

- Formulation development
- Technology transfer
- API development

90+

Major projects in pipeline, across all therapy areas

Special / NDDS projects

- Innovative formulations of Botulinum Toxin
- Liposomal technology including microsphere, nano-tubes, nano-suspension, implant
- Depot injections
- Dual / triple chamber IV bags
- Vaccines
- Super Ultra Highly Purified Human Menopausal Gonadotropin Inj.
- Super Ultra Highly Purified Urofollitropin Inj.

Patents in various therapy areas

Granted: 7

- Anidulafungin
- Dalbavancin
- Micafungin
- Tigecycline
- Rifabutin
- Levosimendan
- Omadacycline

Filed / in-process of filing: 9

- Sovateltide
- Thymosin Alpha-1 for the treatment of endometriosis
- Isavuconazonium Sulfate
- Cetrorelix
- Ashwagandha extraction process
- Vitamin B1, 6 & 12
- Avibactam + Aztreonam
- Thymosin Alpha-1 composition
- Niacinamide

Clinical team

Strong clinical team comprising of

Medical | **Regulatory** | **Product Development** | **Pharmacovigilance**

Our accreditations

WHO-GMP INDIA

EU-GMP HUNGARY

HEALTH CANADA

SAHPRA SOUTH AFRICA

MHRA U K

TGA AUSTRALIA

GMP RUSSIA

FDA THAILAND

NPRA MALAYSIA

DAV VIETNAM

FDA PHILIPPINES

ANVISA BRAZIL

SMCA LITHUANIA

INVIMA COLOMBIA

MOH UZBEKISTAN

MOH OMAN

TMDA TANZANIA

NAFDAC NIGERIA

PPB KENYA

NDA UGANDA

NMRA SRI LANKA

MOH CAMBODIA

FDA MYANMAR

DDA NEPAL

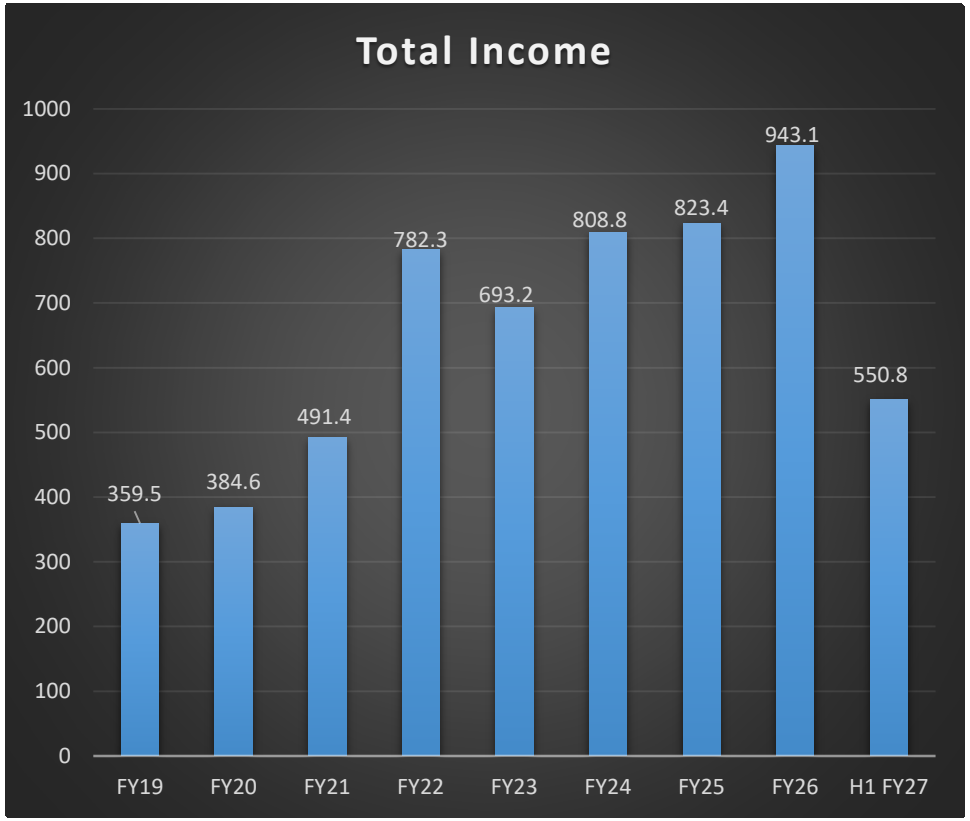
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03

Historical Financials : Profit & Loss

Historical financials: profit & loss

Particulars (Rs. Crs.)	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26	H1 FY27
Total Income	**359.5**	**384.6**	**491.4**	**782.3**	**693.2**	**808.8**	**823.4**	**943.1**	**550.8**
EBITDA	**56.7**	**57.9**	**87.7**	**151.1**	**137.2**	**149.5**	**138.6**	**152.9**	**96.8**
EBITDA Margin %	**15.77%**	**15.05%**	**17.85%**	**19.31%**	**19.79%**	**18.48%**	**16.83%**	**16.21%**	**17.57%**
Profit before Tax	40.2	30.1	57.7	126.8	106.7	115.7	94.4	85.4	61.7
PBT Margin %	**11.18%**	**7.83%**	**11.74%**	**16.21%**	**15.39%**	**14.31%**	**11.46%**	**9.06%**	**11.20%**
Tax	13.4	7.4	13.5	31	27	29.5	24.5	22.3	15.7
Profit After Tax	**26.8**	**22.7**	**44.2**	**95.8**	**79.7**	**86.2**	**69.9**	**63.1**	**46**
PAT Margin %	**7.45%**	**5.90%**	**8.99%**	**12.25%**	**11.50%**	**10.66%**	**8.49%**	**6.69%**	**8.35%**



Thank you

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CIN: L24100MH1984PLC033519

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