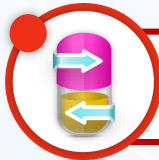




Gujarat Themis Biosyn Limited

Investor Presentation

Q4 FY2024-25



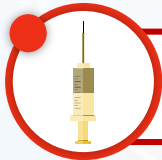
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Management Comment



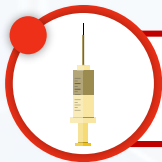
Commenting on the result, **Dr. Sachin Patel, Director** said:

“We have closed the financial year on a fairly decent note, with a strong balance sheet and cash flow. While volatility in inventory impacted overall topline, our production levels remained at optimal levels based on continued healthy demand. In fact, should the inventory fluctuation be appropriately adjusted, the restated revenue would have reflected a growth of 2%. The Company has navigated through these headwinds successfully, and we are progressing well on our expansion plans.

New molecule development continues at our recently developed R&D facilities, which are being further expanded. Our R&D spend during this fiscal year was approximately 12% of our sales. The additional fermentation capacity that we are building is also well underway in terms of construction and delivery of equipment.

In terms of our forward integration endeavour, the new API unit is now operational. We began production in May 2025 and batches are under validation. We plan to target export markets as well, especially the US and Europe. In fact, all our new facilities are internationally compliant, enabling us to explore the global markets with these new products.

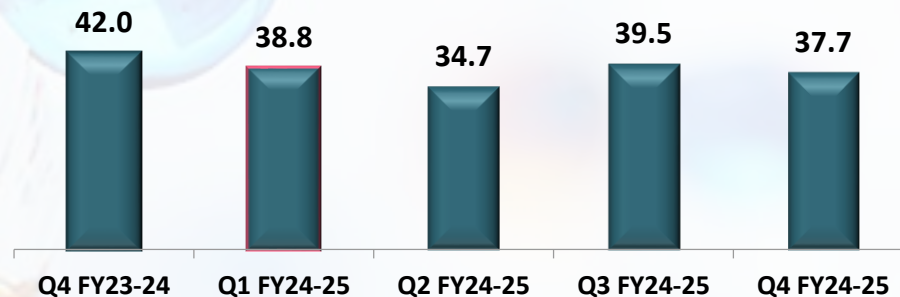
In FY25, our top line, EBITDA and PAT stood at Rs. 150.8 crores, Rs. 68.8 crores, and Rs. 48.8 crores, respectively. While we reported better gross margins, investments in skilled talent pool led to pressure on EBITDA margins. The EPS (for each share of face value Re. 1) for the year is Rs. 4.48.”



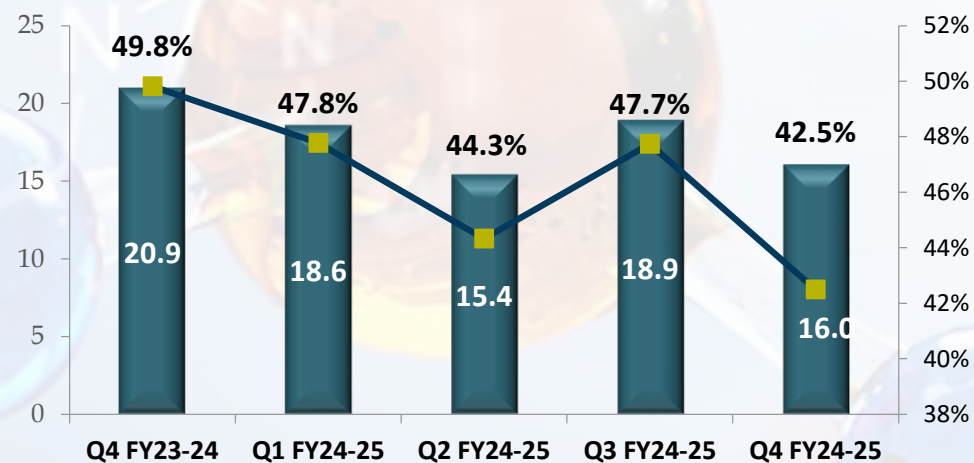
Quarterly Financial Highlights



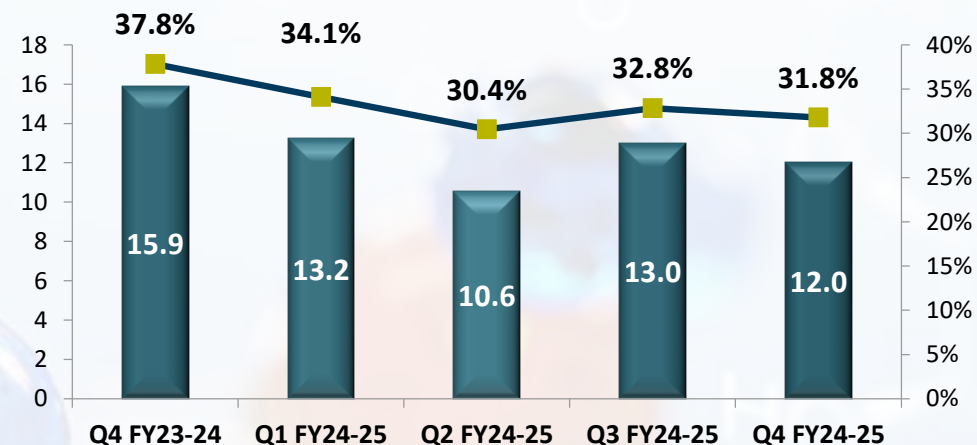
Revenue (Rs. Cr)

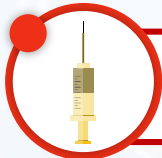


EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)





Q4 FY24-25 Financial Highlights



Rs. Crs	Q4 FY24-25	Q4 FY23-24	YoY%	Q3 FY24-25
Income from Operations	37.74	42.01		39.52
Other Operating Income	0.00	0.00		0.00
Total Income from Operations	37.74	42.01	(10.18%)	39.52
Cost of Materials Consumed	6.85	6.14		6.55
Changes In Inventory	(0.63)	2.12		0.44
Employee Cost	3.14	4.18		3.02
Other Cost	12.33	8.65		10.64
Total Expenditure	21.70	21.08		20.65
EBITDA	16.04	20.93	(23.37%)	18.87
EBITDA Margin %	42.50%	49.82%	(732 bps)	47.74%
Other Income	1.35	1.02		0.24
Depreciation	1.23	0.92		1.56
Interest	0.07	0.07		0.14
Profit Before Tax	16.09	20.95		17.40
Tax	4.09	5.06		4.43
Profit After Tax	12.00	15.89	(24.47%)	12.97
PAT Margin %	31.79%	37.81%	(602 bps)	32.83%
EPS in Rs.	1.10	1.46	(24.66%)	1.19

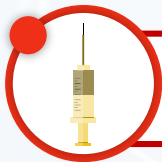
- Volatility in inventory hampered overall sales
- Lower sales had cascading effect on EBITDA levels



FY24-25 Financial Highlights

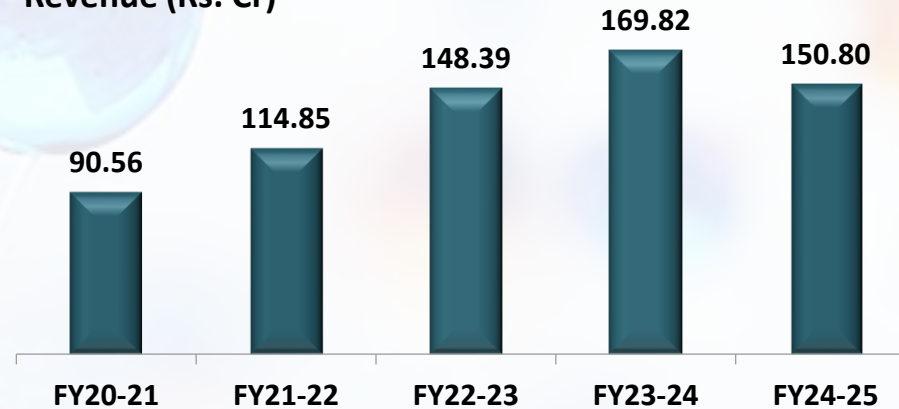


Rs. Crs	FY24-25	FY23-24	YoY%
Income from Operations	150.80	169.82	
Other Operating Income	0.00	0.00	
Total Income from Operations	150.80	169.82	(11.20%)
Cost of Materials Consumed	25.78	25.67	
Changes In Inventory	(1.27)	11.01	
Employee Cost	12.64	11.41	
Other Cost	44.81	42.99	
Total Expenditure	81.96	91.09	
EBITDA	68.84	78.73	(12.56%)
EBITDA Margin %	45.65%	46.36%	(71 bps)
Other Income	2.43	4.37	
Depreciation	5.37	3.54	
Interest	0.36	0.23	
Profit Before Tax	65.54	79.33	
Tax	16.77	20.17	
Profit After Tax	48.77	59.16	(17.56%)
PAT Margin %	32.34%	34.84%	(250 bps)
EPS in Rs.	4.48	5.43	(17.50%)

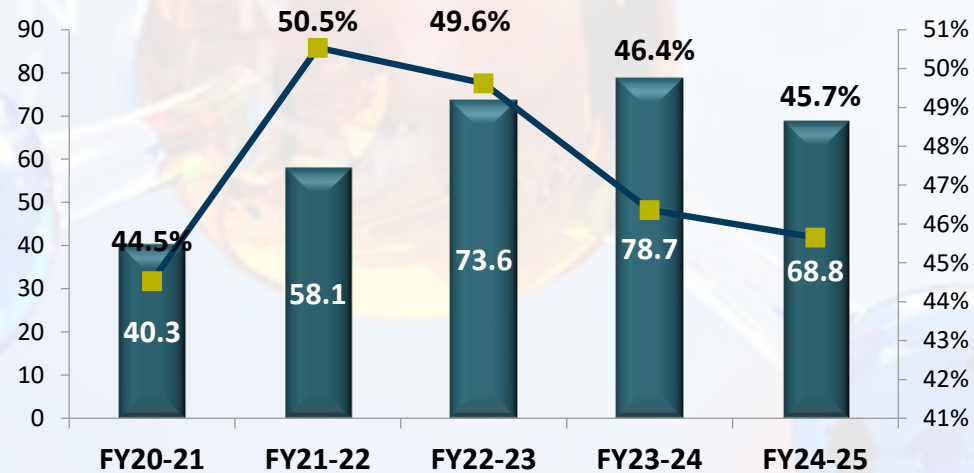


Annual Financial Highlights

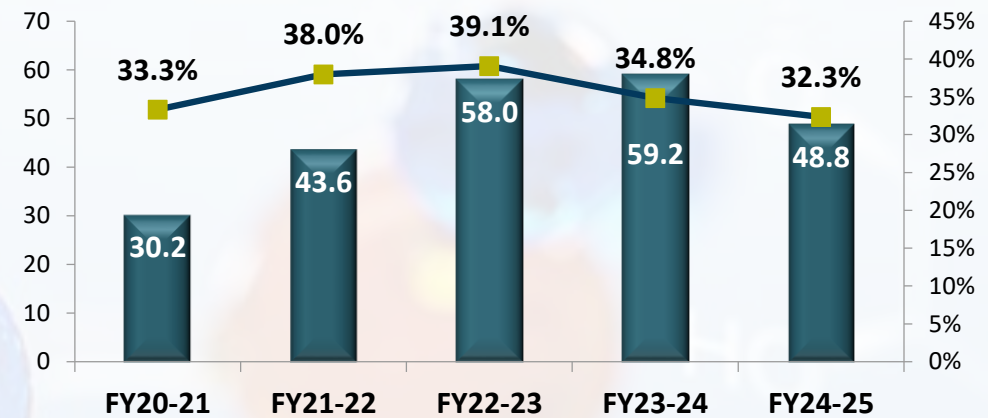
Revenue (Rs. Cr)

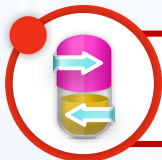


EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)





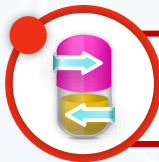
Balance Sheet Highlights – As on 31st March 2025



Rs. Cr.	As on 31 st Mar, 2025	As on 31 st Mar 2024
Total Equity & Liabilities		
Shareholders Funds	248.38	201.38
Share Capital	10.90	7.26
R&S	237.49	194.11
Non Current Liabilities	32.37	3.58
Financial Liabilities		
Borrowings	29.64	-
Lease Liabilities	-	1.22
Provisions	0.77	0.69
Deferred Tax Liabilities (Net)	1.96	1.66
Current Liabilities	20.56	16.16
Financial Liabilities		
Short term borrowing	0.25	-
Lease Liabilities	0.58	1.54
Trade Payables	14.65	9.91
Other financial liabilities	4.28	3.34
Provisions	0.28	0.31
Other Current Liabilities	0.51	1.06
Current Tax Liability (Net)	-	-
Total Equity & Liabilities	301.31	221.11

Rs. Cr.	As on 31 st Mar, 2025	As on 31 st Mar 2024
Total Assets		
Non Current Assets	249.34	173.55
Property Plant & Equipment	40.58	35.28
Capital work in progress	184.41	91.22
Right of use Assets	0.55	2.74
Financial Assets – Loans	0.75	0.75
Other Financial Assets	1.62	35.26
Other Non Current Assets	21.27	8.31
Other Intangible Assets	0.16	-
Current Assets	51.97	47.56
Inventories	5.05	3.33
Financial assets		
Investments	-	-
Trade receivables	31.24	27.03
Cash & Cash equivalents	11.73	6.47
Bank balance other than above	0.82	1.69
Short Term Loans	-	-
Other financial assets	0.99	8.18
Other Current Assets	2.14	0.87
Total Assets	301.31	221.11

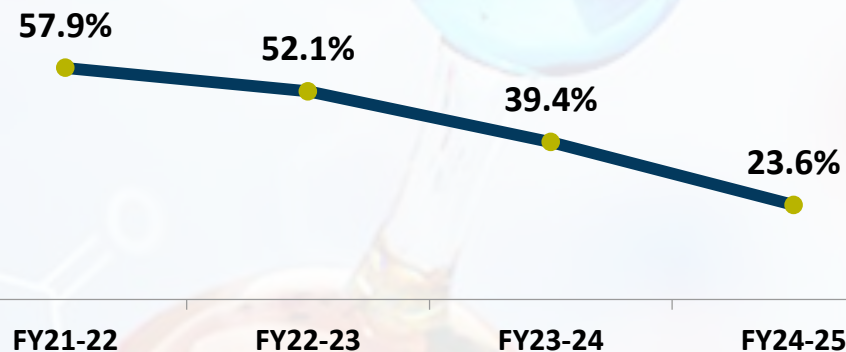
GTBL issued 1 bonus share for every 2 equity shares held by equity shareholders of the Company, after shareholders, statutory & regulatory approvals



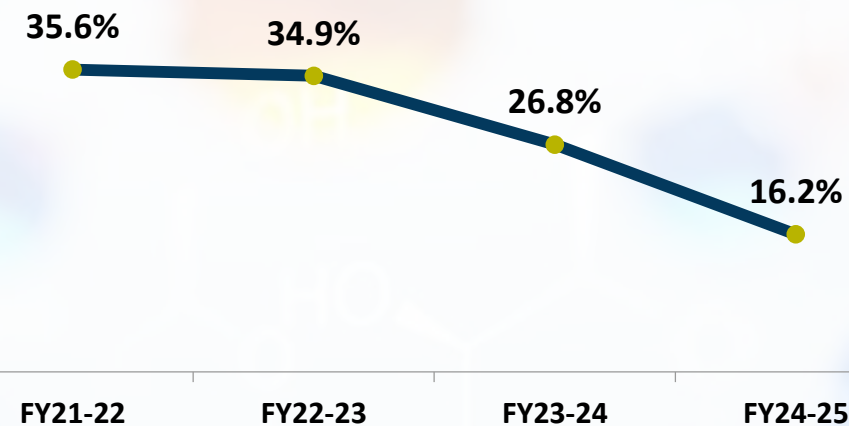
Key Balance Sheet Ratios



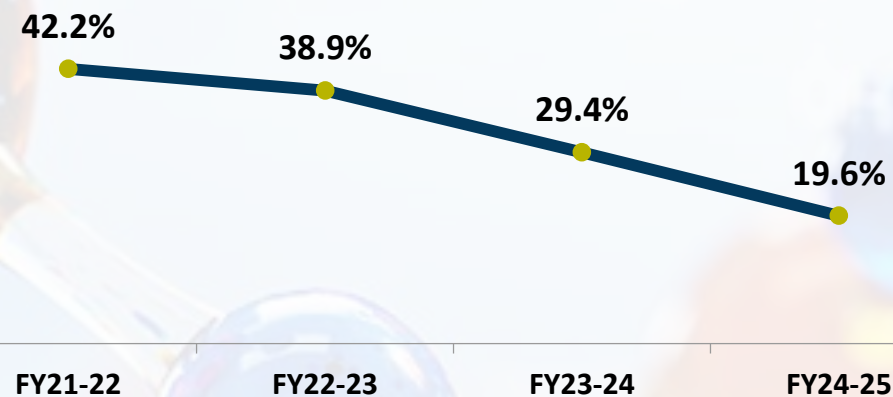
RoCE(%)*



RoA(%)**



RoE(%)***



Company has been investing in Capex over last two years, leading to higher Capital Employed & Asset base



Among India's few Fermentation based Intermediate manufacturer



GTBL among one of India's few fermentation-based manufacturers in pharmaceutical field

- Incorporated in 1981 as joint sector Company with GILC Ltd. and Chemosyn (P) Ltd.
- India's First Company to start commercial production of Antituberculosis drug Rifampicin

Product Portfolio – strong and growing

- Rifamycins – Treatment of Tuberculosis and digestive tract infections
- First to start commercial production of Rifampicin using Fermentation process

Focus on Research and Development

- Company is establishing state of art R&D facilities
- Focus now is to develop new products in line with business strategy

State of Art Manufacturing Facility

- Plant in Vapi (Gujarat)
- Over 200 Employees engaged at plant site

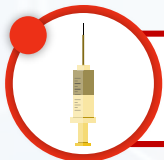
Strong Collaborations

- TML has been open to Technical and commercial collaborations so that GTBL can adopt best technologies and best processes

Strong Financial Performance

- Strong cash flows
- Low debt levels





Strong & Niche Product Portfolio – Growing at a fast pace



Current Product Portfolio

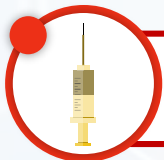
Rifamycin S

- An intermediate for manufacturing drug Rifampicin (Anti biotic used for treatment of several types of bacterial infections, including tuberculosis, Mycobacterium avium complex, leprosy, and Legionnaires' disease)

Rifamycin O

- An intermediate for manufacturing drug Rifaximin (Antibiotic used for treatment of traveler's diarrhea, irritable bowel syndrome, and hepatic encephalopathy)

Fungible Capacities of up to 16,000 KG/Months



Expansion Strategy to Spur Growth



Capex Plan



Research & Development

- ❖ New Product Development
- ❖ R&D Unit Commissioned, as per International Standards
- ❖ R&D Initiatives towards developing new Intermediate molecules



Forward Integration

- ❖ Ventured into API production as part of forward integration strategy
- ❖ Recently started commercial operations at new API unit
- ❖ Leverage expertise in Rifa-based products, amongst others, to develop range of APIs



Fermentation

- ❖ Expanding fermentation capacity
- ❖ Additional capacity to be used for newly developed products
- ❖ Expand Product portfolio & target domestic as well as export markets



State of Art Manufacturing Facilities at Vapi



Among very few companies in India with fermentation capabilities for Intermediates

Environment Friendly & Sustainable Process Using Aerobic Bacteria for Fermentation



Our Way Ahead



New Product Development & Forward Integration



- In process of identifying new products which have good domestic & export potential
- Company strategizing to move up the value chain through forward integration into API – recently began commercial operations at new API facility

New Infrastructure Development



- New infrastructure would be compliant with strictest regulatory authorities
- Focusing on enhancing fermentation capacities

Focus on Establishing R&D Centre



- In process of establishing new R&D lab to take care of technology development for new products and for examining whether existing products can be used for more applications

Geographical Diversification



- Further expanding in geographically strategic locations in India
- Targeting at export opportunities

Enhance Capacity to meet future growth



- Requisite Environmental Clearance already obtained for capacity expansion at current location
- Open to both Organic and Inorganic opportunities for growth in Specialty Chemical space



Thank You



For further information, please contact:

Company :

Gujarat Themis Biosyn Limited

Mr. Pradeep Chandan

pradeep.chandan@themismedicare.com

www.gtbl.in

Investor Relations Advisors :

Adfactors PR Pvt. Ltd.

Mr. Rahul Trivedi

Mr. Savli Mangle

rahul.trivedi@adfactorspr.com

savli.mangle@adfactorspr.com

www.adfactorspr.com