

Laurus Labs Limited
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May 10, 2018

To The Corporate Relations Department BSE Limited Phiroz Jeejeebhoy Towers, 25 th Floor, Dalal Street Mumbai – 400001 Code: 540222	To The Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 Code: LAURUSLABS
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Dear Sirs,

Sub: Press Release

Please find herewith the Press Release of the results of Q4 and Year ended March 31, 2018.

Please take the information on record.

Thanking you,

Yours sincerely,
For Laurus Labs Limited

WR ✓

V V Ravi Kumar
Executive Director & CFO



LAURUS LABS CONTINUES ITS GROWTH TRAJECTORY

Sequential Growth:

Q4 FY18 Revenues up 17.0%

Q4 FY18 EBITDA grows 25.5%

Q4 FY18 PBT grows 32.0%

Q4 FY18 PAT grows 29.3%

Hyderabad, May 10, 2018: Laurus Labs Ltd. (Laurus BSE: 540222, NSE: Lauruslabs, ISIN: INE947Q01010), a leading research and development driven pharmaceutical company in India announces its FY18 results.

FY18 Laurus reported:

- Total net revenue stood at Rs. 20,562 mn
- EBITDA stood at Rs. 4,418 mn, margins at 21.5%
- PBT at Rs.2,374 mn, margin of 11.5%
- PAT at Rs. 1,676 mn, margins at 8.2%
- EPS (Diluted) for the period at Rs. 15.8 per share

Commenting on the results announcement, Dr. Satyanarayana Chava - CEO said;

"FY18 has been a significant year for us, we launched maiden formulation product Tenofovir in USA, Canada and other emerging markets. Going forward our key growth drivers are going to the Formulations business and the Synthesis business apart from growth in our existing API business. In the year ended FY 18, Synthesis business reported robust growth as supplies from Unit 5 to Aspen have accelerated. We continue to remain optimistic on our Oncology and other APIs portfolio with new customers and product additions in the pipeline with our existing customers. Our ARV business grew at a decent rate. Going forward we expect to have newer product additions and increase in volumes to aid growth in the ARV segment. On the whole our revenue growth for FY 18 was muted mainly due to HEP-C businesses and investments made in formulations, despite that we have shown an improvement in gross margins, owing to cost efficiencies and improved contributions from high margin Synthesis business. As the contributions from FDF & Synthesis businesses improve, overall Operating Leverage will help us report robust margins expansion."

MAY 10, 2018

Press Release



Laurus Labs Limited
10/5/2018

Commenting on the results announcement, V V Ravi Kumar, ED & Chief Financial Officer said;

"Total revenues in Q4 FY 18 grew by 17% with contributions from our key segments. The ARV API business rebounded and has shown a good sales growth for the quarter. The improvement in gross margins is promising and it gives us further confidence that new avenues of growth like FDF business will help improve margins. For the year FY 18 EBITDA Margins came in at 21.5%. Our PAT was lower compared to last year mainly on account of higher Tax outgo. We are also happy to announce approval of dividend by the Board of Directors, a final dividend of Rs. 1.50 of Face Value Rs. 10. Significant amount of Gross Block yielding negligible revenue, we remain highly focused on improving ROCE in coming years based on the product approvals anticipated."

Business Highlights:

Overall

- Revenues cross Rs. 20 Bn mark and grew by 8.0 % in FY18.
- R & D spent of INR 1,196 million and 5.9 % as percentage of sales during FY18.
- Incorporated a 100% step down subsidiary in Germany, Laurus Generics GmbH.
- Declared final Dividend of 15% of INR 1.50 per Eq Share of INR 10 Face value
- Laurus Labs is certified as "Best Place to Work" in Jan 2018.
- Laurus Labs entered the Fortune 500 list of companies in India.
- Laurus Labs Manufacturing Units Bags Good Green Governance Award for 2018.

Generic API

- Successfully completed Russian GMP Inspection
- Filed 224 patent applications and 57 patents granted as on Mar 31, 2018.

Generic FDF

- Filed 9 ANDAs & 1 NDA filed with USFDA, 1 dossier in Canada, 4 dossiers in Europe, 3 dossier with WHO & 2 dossier in South Africa & 15 in ROW . And completed 6 products validations.
- FDF Opex of INR 310 mn which includes INR 96 mn related to the R&D during Q4 FY18.
- Formulations Unit -2, inspected by USFDA with Zero 483 observations.
- Formulations Unit 2 Successfully completed inspections from various countries like Tanzania, Uganda & Malawi
- Tenofovir (TDF) launched after the final approval from USFDA

Synthesis

- Commenced commercial operations from Unit 4 for global partner, C2 Pharma.
- Commenced commercial supplies from Unit 5 to Aspen.

-ENDS-

MAY 10, 2018

Press Release



About Laurus Labs Limited

About Laurus Labs Ltd.

Laurus Labs is a leading research and development driven pharmaceutical company in India. The Company has grown consistently to become one of the leading manufacturers of Active Pharmaceutical Ingredients (APIs) for anti-retroviral (ARV) and Hepatitis C. Laurus also manufactures APIs in Oncology and other therapeutic areas. Its strategic and early investments in R&D and manufacturing infrastructure have enabled it to become one of the leading suppliers of APIs in the ARV therapeutic area. Laurus Labs also forayed into Finished Dosages Forms capabilities on the back of existing strengths in APIs. The Company is also driving growth opportunities in the Synthesis and Ingredients businesses. Corporate Identification No: L24239AP2005PLC047518

For more information about us, please visit <http://www.lauruslabs.com> or Contact particulars:

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DISCLAIMER: Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Laurus Labs Limited (Laurus) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

MAY 10, 2018

Press Release