

July 30, 2020

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

Sub: Investors/Analysts Presentation

Please find enclosed the presentation to the Investors/Analysts on the Unaudited Financial Results of the Company for the Quarter ended June 30, 2020, for the Investors/Analysts call scheduled on July 31, 2020, which was already intimated on July 27, 2020.

The presentation is also being uploaded on the website of the Company [www.lauruslabs.com](http://www.lauruslabs.com).

Please take the information on record.

Thanking you,

Yours sincerely,  
For Laurus Labs Limited

  
**G. Venkateswar Reddy**  
Company Secretary



Encl: As above



# LAURUS LABS LIMITED

Q1 FY21

INVESTOR PRESENTATION

July 30, 2020

BSE: 540222  
NSE : LAURUSLABS



# Disclaimer

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This presentation contains statements that constitute “forward looking statements” including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance. While these forward looking statements represent our judgment and future expectations concerning the development of our business, such statements reflect various assumptions concerning future developments and a number of risks, uncertainties and other important factors that could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, regulatory and legislative developments which could adversely affect our business and financial performance.

Laurus Labs undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.

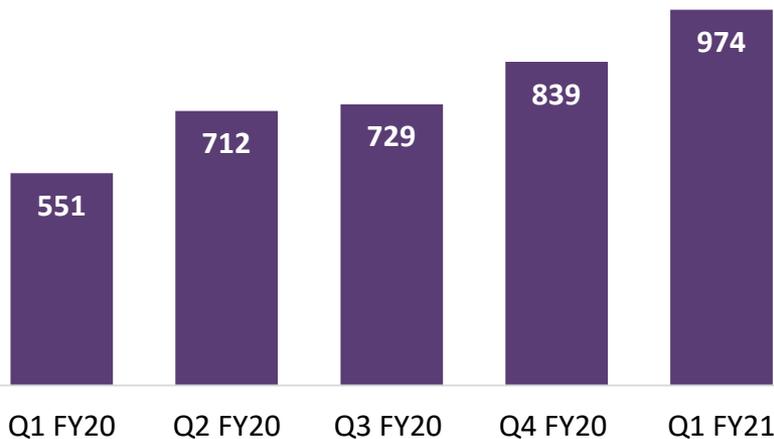
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# Financial Snapshot – Q1 FY21

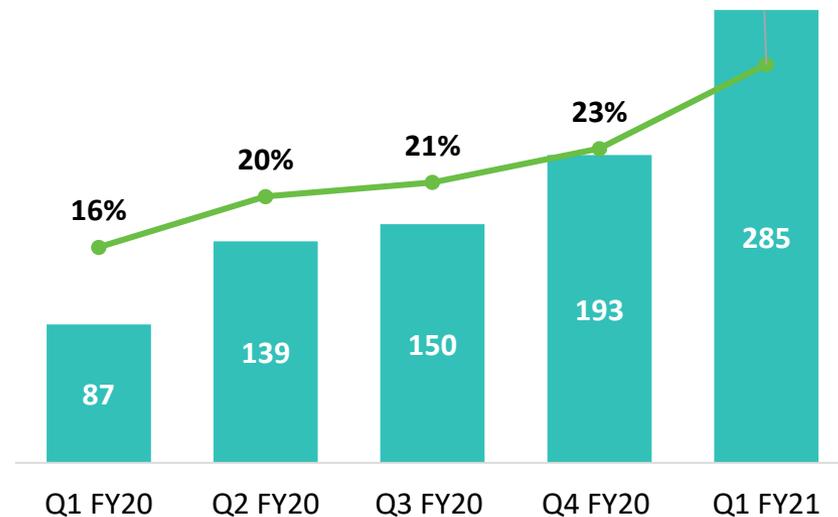
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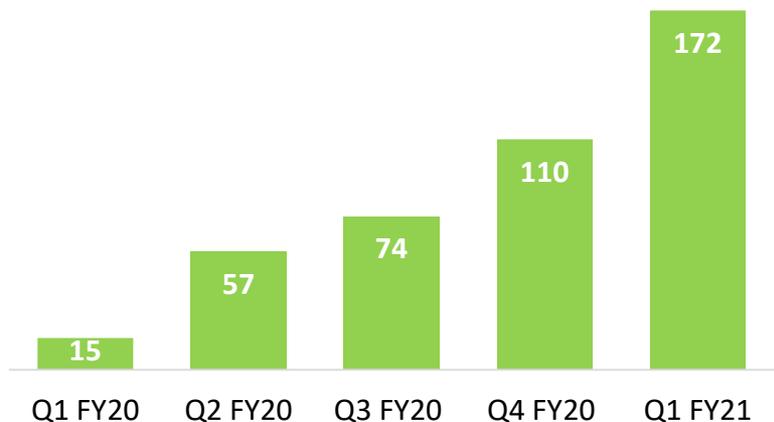
## Revenue (YoY Gr 77 %)



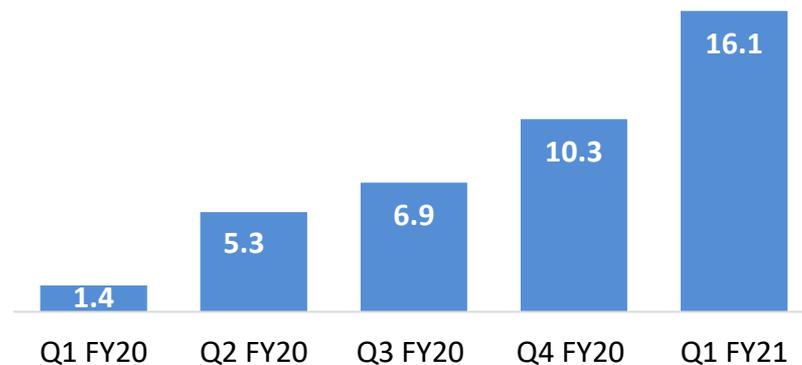
## EBITDA (YoY Gr 228%) — MARGIN %



## PAT (YoY Gr 1047%)



## EPS ₹ (YoY Gr 1050%)



# Business Snapshot



	<b>LAURUS Generics - API</b> <small>Active Pharmaceutical Ingredients &amp; Intermediates</small>	<b>LAURUS Generics - FDF</b> <small>Finished Dosage Forms</small>	<b>LAURUS Synthesis</b> <small>Contract Development &amp; Manufacturing Services</small>
<b>Overview</b>	<ul style="list-style-type: none"> <li>Development, manufacture and sale of APIs and Advanced Intermediates</li> <li>Leadership in various High Value and High Volume APIs with sizeable Global Market share.</li> <li>High potent manufacturing capability in Five manufacturing units.</li> </ul>	<ul style="list-style-type: none"> <li>Developing and manufacturing oral solid formulations for LMIC, North America &amp; EU Markets.</li> <li>Backed by in house API strengths</li> </ul>	<ul style="list-style-type: none"> <li>Contract development and manufacturing services for global pharmaceutical companies and several late stage projects executed</li> <li>Steroids and Hormone manufacturing capability</li> <li>Sale and manufacture of specialty ingredients for use in nutraceuticals, dietary supplements and cosmeceutical products with natural extraction capability</li> </ul>
<b>Product and Service Offerings</b>	<ul style="list-style-type: none"> <li>Anti – Viral</li> <li>Anti-diabetic</li> <li>CVS</li> <li>PPIs</li> <li>Oncology</li> </ul>	<ul style="list-style-type: none"> <li>Anti – Viral</li> <li>Anti-diabetic</li> <li>CVS</li> <li>PPIs</li> <li>CNS</li> </ul>	<ul style="list-style-type: none"> <li>Commercial scale contract manufacturing</li> <li>Clinical phase supplies</li> <li>Analytical and research services</li> <li>Nutraceuticals, dietary supplements and cosmeceutical products</li> </ul>
<b>Filings</b>	<ul style="list-style-type: none"> <li>Commercialized 60+ products</li> <li>60 DMFs filed</li> </ul>	<ul style="list-style-type: none"> <li>Filed 26 ANDAs with USFDA and 8 Final approvals and 5 tentative approvals In addition completed 1 product validation</li> <li>Field 11 dossiers in Canada, 9 in Europe, 8 with WHO, 2 in South Africa, 2 in India &amp; 12 products filed in various ROW markets.</li> </ul>	<ul style="list-style-type: none"> <li>API validation planned in Unit 05</li> <li>Custom development of ophthalmic portfolio initiated</li> </ul>
<b>Infrastructure</b>	<ul style="list-style-type: none"> <li>4 Manufacturing facilities, (3,403 KL) (1) (2)</li> <li>870 KL under expansion</li> </ul>	<ul style="list-style-type: none"> <li>5 bn Units / year capacity</li> <li>Capacity enhancement under progress</li> </ul>	<ul style="list-style-type: none"> <li>Dedicated manufacturing (Unit – 5) Capacity (137 KL) for steroidal and hormonal intermediates</li> <li>Set up a dedicated block in Unit 4 for high potent phytochemicals APIs</li> <li>Incorporated Laurus Synthesis Pvt. Ltd</li> <li>Manufacturing facilities expanded<sup>(2)</sup></li> </ul>

(1) Includes ingredients products excluding Unit 2 API & Kilo lab capacity

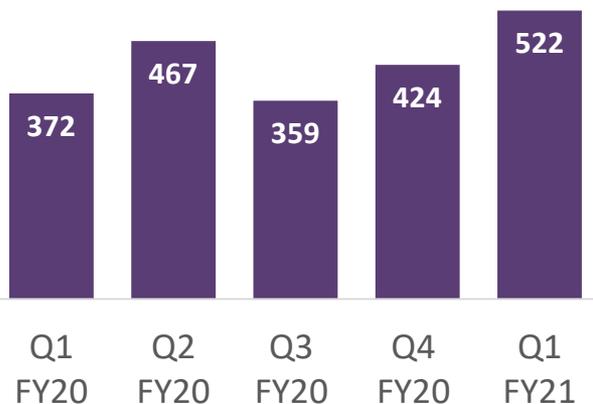
(2) APIs , Ingredients and Synthesis (other than Aspen supplies) are manufactured at Unit 1,3 ,4 & 6

# Segmental Revenue Breakup

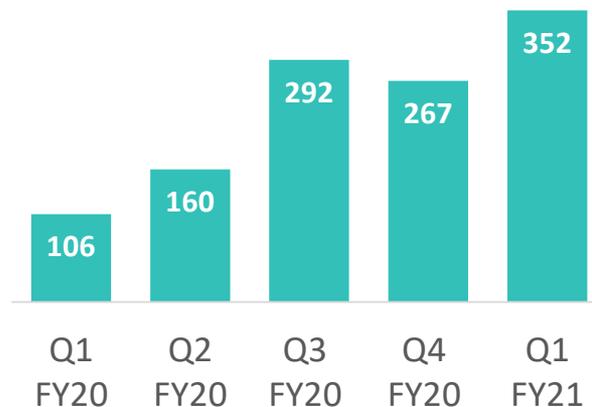
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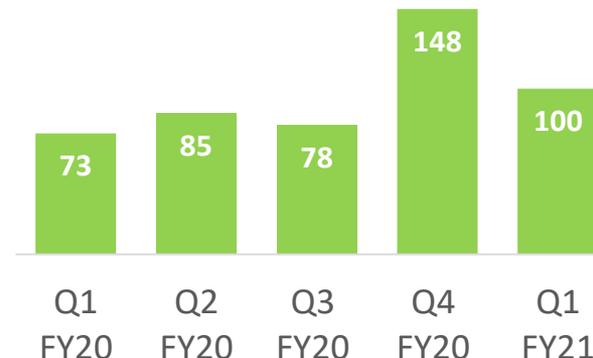
Generics API



Generics FDF

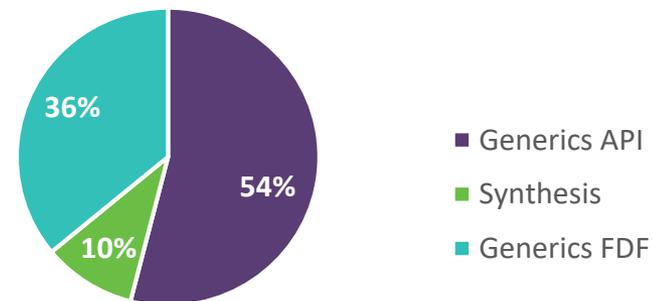


Synthesis



- **Generic API** division showcased a healthy growth of 40% YoY
  - Anti Viral segment recorded growth of 19% YoY
- **Generic FDF** Revenue Showcased a robust growth of 232% YoY
  - The growth was led by higher LMIC Market volumes and increased volumes from North America and EU
- **Custom Synthesis** division recorded a strong growth of 37%

Q1 FY 21 Contribution

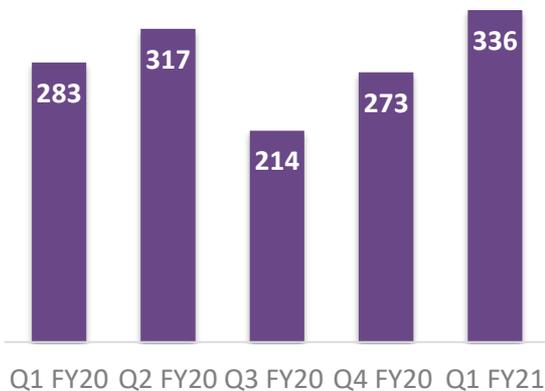


# Generic API Division

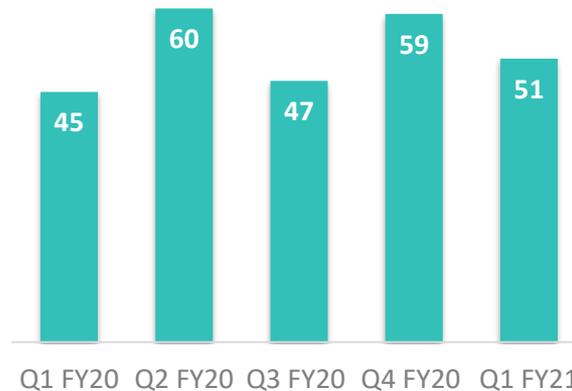
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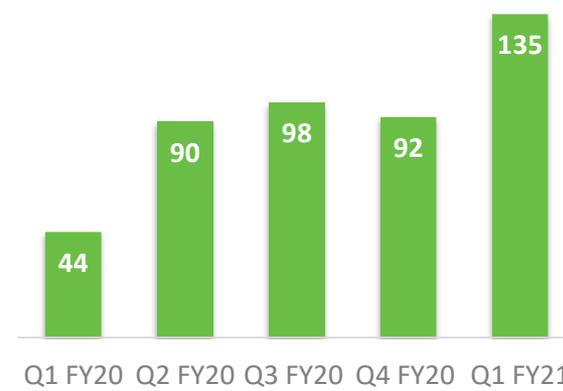
Anti Viral API



Onco API

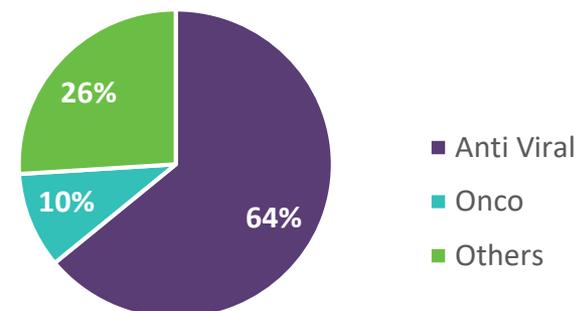


Other API



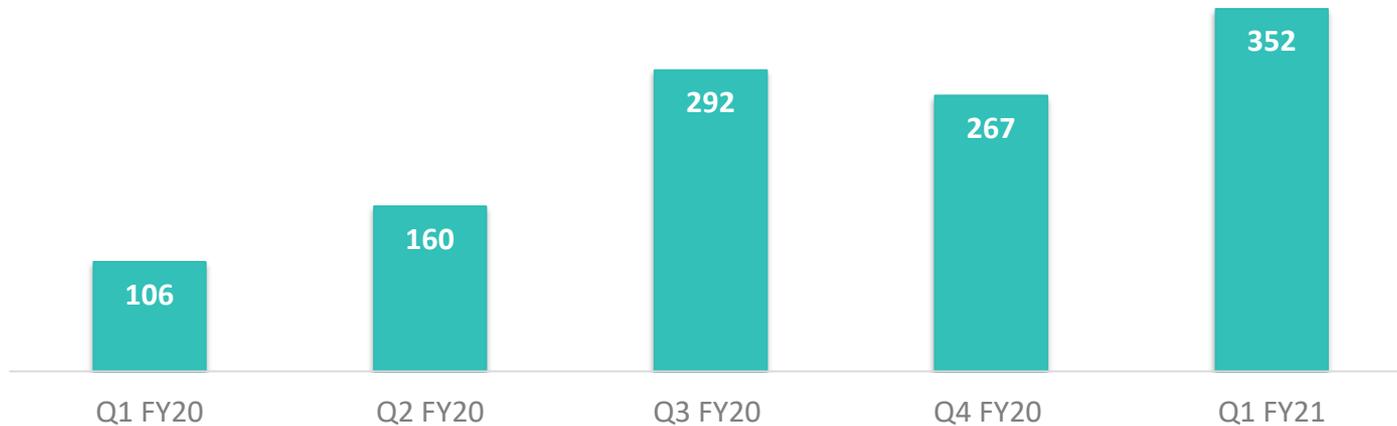
- **Anti Viral API** revenue showed a growth of 19% (YoY)
- **Onco API** revenue showed a growth of 13% (YoY)
- **Other API** revenue showed a robust growth of 207% (YoY)

Q1 FY 21 Contribution





## Generic FDF

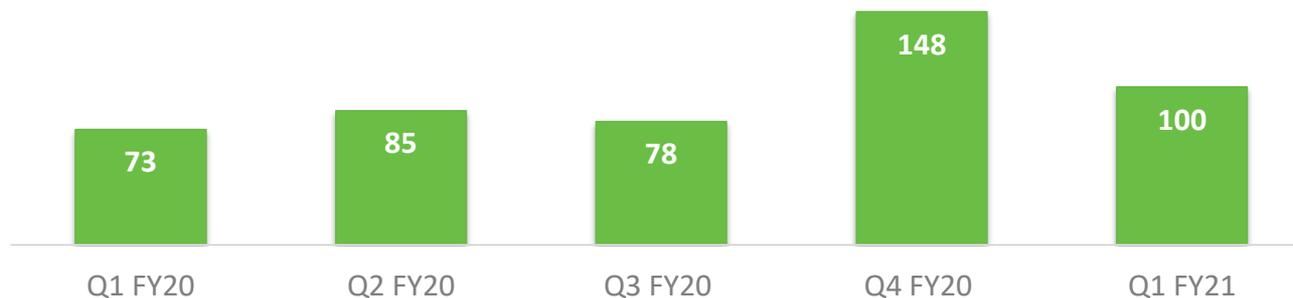


**Generic FDF** revenue showcased a robust growth of 232% YoY

- **RoW Markets** – Received approvals for TLE400 and TLE600 from the US FDA
- **North America** – Sales were driven by launch of HCQ in US and increased volumes in the US
- **Europe** – Entered into a long term partnership with a leading generic player in EU region for Contract Manufacturing Opportunities  
Two products marketed using own front end

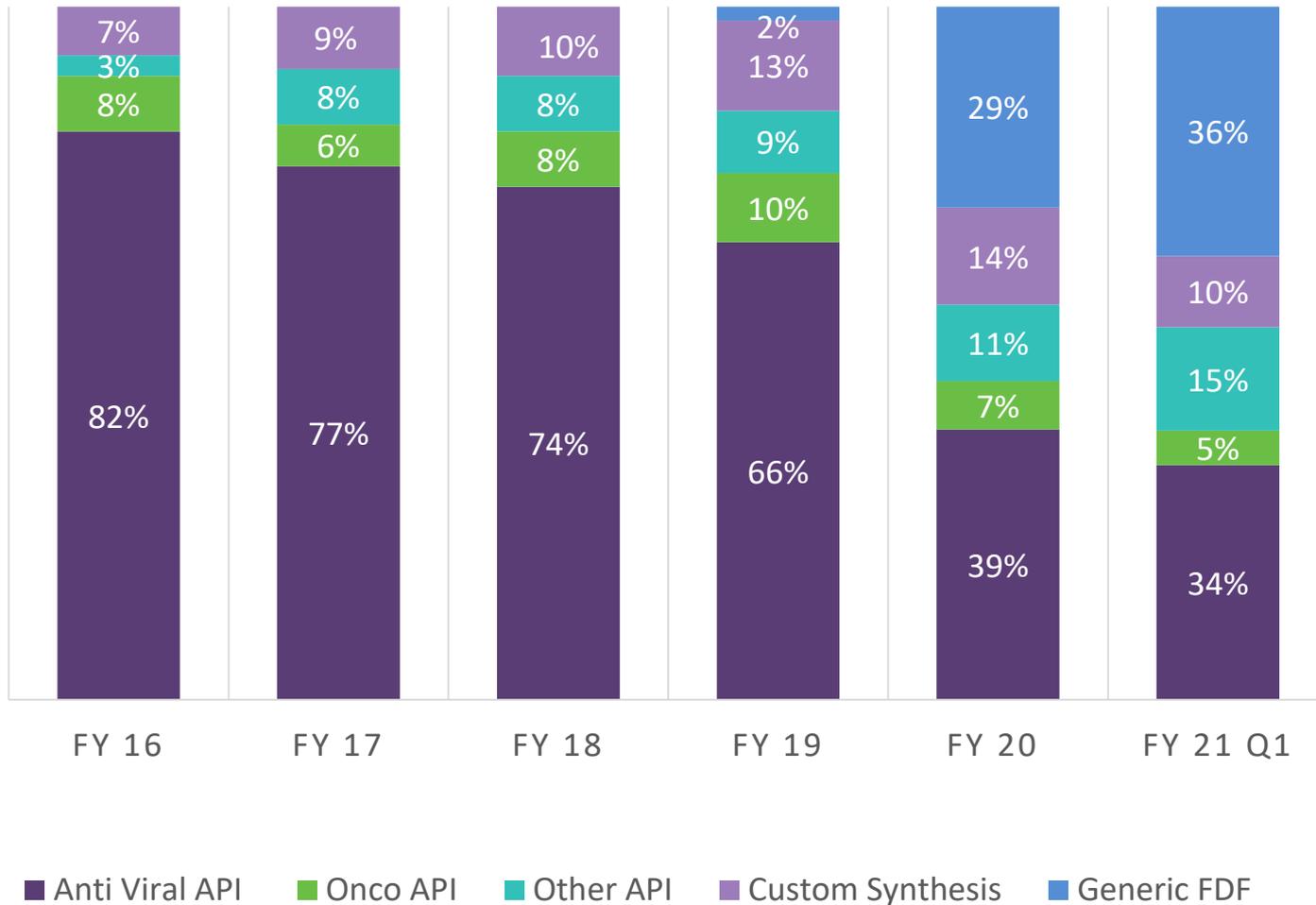


## Synthesis Revenue



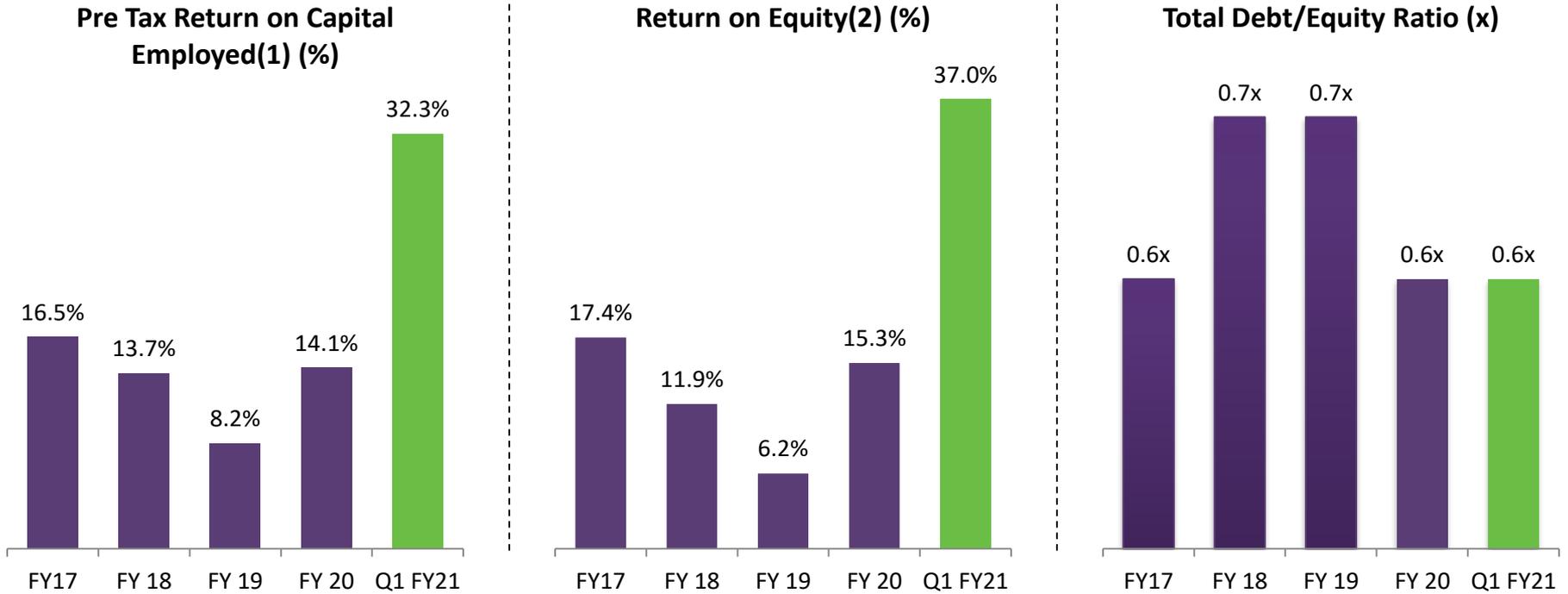
- Revenue from Custom Synthesis division showed a growth of 37% (YoY)
- Total Number of Active Projects in the CDMO division stood at 47 as on Q1 FY21
- Incorporated Wholly Owned Subsidiary to give increased focus and eventually dedicated R&D and Manufacturing
- Working with Large Global Innovator Pharmaceutical Companies, mid and small Biotech Companies
- Commercial supplies started for 4 products

# 5 year Division wise Revenue Contribution





# 5 years Return Ratios



Note: Based on consolidated financials as per Ind AS

(1) Q1 FY 21 ratios are calculated based on annualized numbers

(2) Pre-tax RoCE is calculated as EBIT/Average Capital Employed. Capital employed is defined as Net Worth + Long Term and Short Term Borrowings + Current Portion of Long Term Borrowing - Cash

(3) RoE is calculated as PAT/Average Net Worth

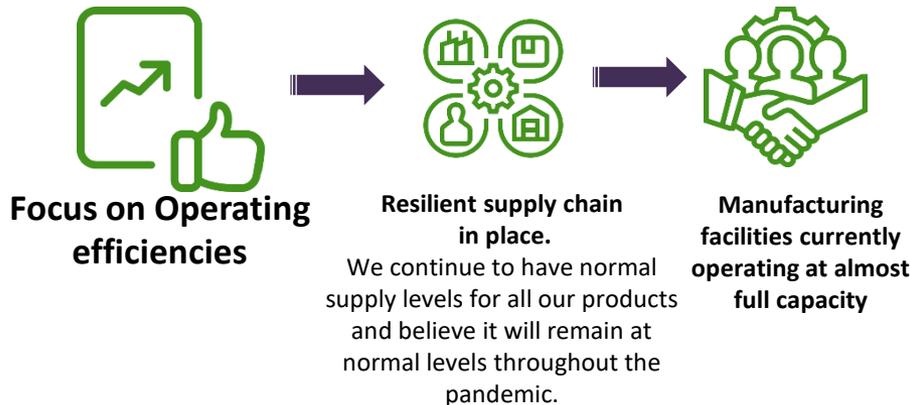
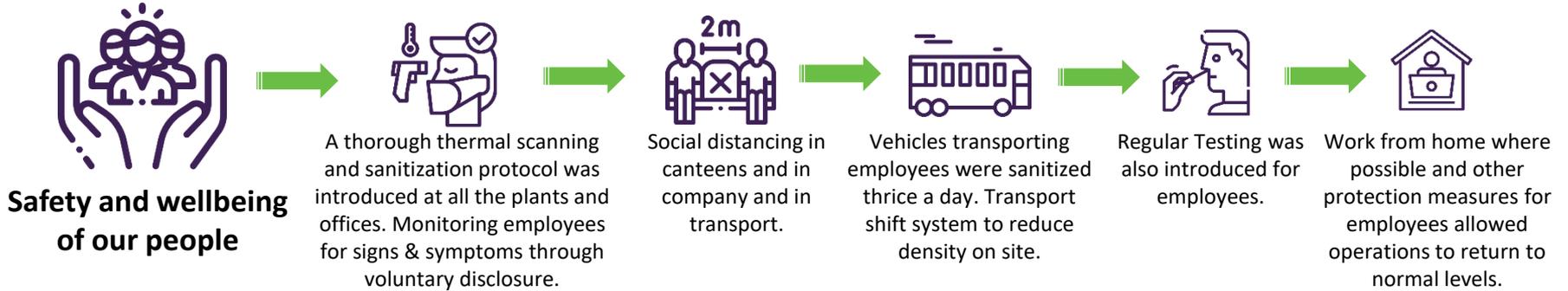


# COVID – 19 Response



National lockdown has resulted in a temporary slow down of operations but Laurus Labs has quickly restored normalcy in production and services with rigorous safety, hygiene and cleaning protocols at all our manufacturing facilities, R&D Center and Corporate Office. Work from Home option given to employees where feasible.

## Laurus Labs Priorities in the uncertain times of Pandemic



- Laurus Labs contributions to help the government respond to Covid-19 containment exceeded **Rs. 45 million**
- Laurus Labs Donated 480,000 doses of Hydroxychloroquine (HCQ) to the governments of Telangana, Andhra Pradesh, and Kerala in addition to a financial contribution of Rs. 5 million to each AP & Telangana States.
- Provided food to the needy and poor. Also provided PPEs to frontline workers in the police department and medical colleges who are treating Covid-19 patients and containment centers.



# Manufacturing Facilities at Parawada, Vizag

## Unit-I



- Located at Jawaharlal Nehru Pharma City, Vishakhapatnam, India.
- API manufacturing facility and includes capacity for ingredients, synthesis and contract manufacturing.
- Commenced operations in 2007.
- 323 reactors with 1,196 Kilo Liters capacity.
- Received approvals from US FDA, WHO-Geneva, NIP – Hungary, KFDA, COFEPRIS, PMDA, ANVISA & JAZMP – Slovenia.

## Unit-III



- Located at Jawaharlal Nehru Pharma City, Vishakhapatnam, India.
- API manufacturing facility and includes capacity for ingredients, synthesis and contract manufacturing.
- Commenced operations in 2015.
- 230 reactors with 1,737 Kilo Litres capacity.
- Received approvals from USFDA, WHO – Geneva, NIP – Hungary, COFEPRIS, KFDA, ANVISA & JAZMP – Slovenia.

## Unit-V



- Located at Jawaharlal Nehru Pharma City, Vishakhapatnam, India. (SEZ)
- A dedicated Hormone and Steroid facility for Aspen
- Commenced operations in 2017.
- 46 reactors with 137 Kilo Litres capacity .

# Manufacturing Facilities at Achutapuram, Vizag



## Unit-II



- Located at APIIC, Achutapuram, Visakhapatnam, India. (SEZ)
- FDF and API manufacturing facility
- Commenced operations in 2017.
- FDF - capacity of 5 bn tablets/capsules per year. Capacity expansion initiated and will be operational by September 2020
- API block with 12 reactors with 83 Kilo Liters capacity.
- Received approvals from BVG Hamburg Germany, USFDA, WHO – Geneva, JAZMP – Slovenia and various African Countries

## Unit-IV



- Located at APIIC, Achutapuram, Visakhapatnam, India.
- API manufacturing facility and includes capacity for ingredients, synthesis and contract manufacturing.
- Commercial operations in 2018
- 52 reactors with 205 Kilo Liters capacity
- Received approval from COFEPRIS – Mexico and USFDA

## Unit-VI



- Located at APIIC, Achutapuram, Visakhapatnam, India.
- API manufacturing facility.
- Commercial operations in 2018
- 46 reactors with 265 Kilo Liters capacity.
- Received approval from USFDA

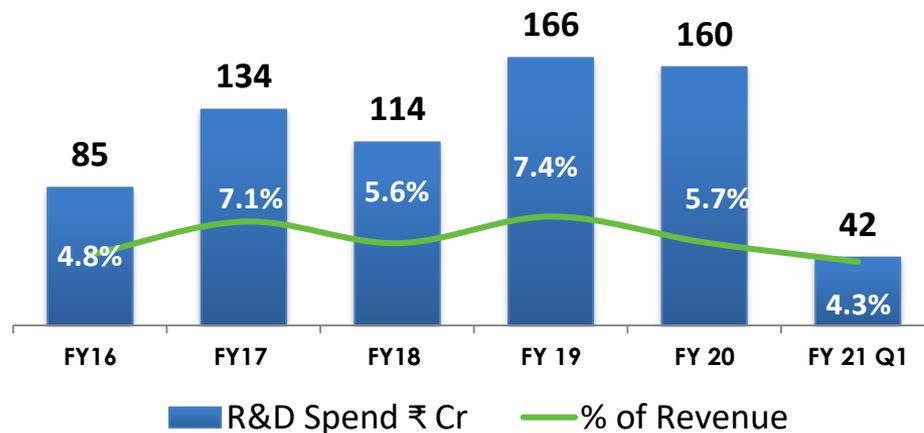
# Quality Focus & Regulatory Audits



Facility	Key Agencies	Recent Inspection Year
Kilo Lab – R&D	USFDA	2016 – EIR received
Unit 1	USFDA, WHO – Geneva, ANVISA, COFEPRIS – Mexico and JZAMP – Slovenia	2019 – EIR Received, and cGMP certification received
Unit 2	USFDA, WHO – Geneva, BGV Hamburg, JZAMP – Slovenia & Various African Countries	2019 – EIR Received, and cGMP certification received
Unit 3	USFDA, WHO – Geneva, ANVISA, COFEPRIS – Mexico and JZAMP – Slovenia	2019 – EIR received, and cGMP certification received
Unit 4	USFDA & COFEPRIS – Mexico	2019 – EIR received & cGMP certification received
Unit 5	No DMFs Filed	
Unit 6	USFDA	2019 – EIR received



# Strong R&D Capabilities



## Current Filings Status

Therapy	US ANDA	Europe	Canada
ARV	15	4	5
Anti- Diabetic	3	3	2
CVS	3	-	-
CNS	1	1	1
Others	4	1	3
<b>Total</b>	<b>26</b>	<b>9</b>	<b>11</b>

	DMFs	Patents Filed	Patents Granted
Cumulative Filings	60	262	121



# Outlook for FY21 & Beyond

## Healthy Revenue visibility on the back of robust Order Book

- Partnership with Global Fund offers higher volume contracts with reasonable predictability in FDF Tender business.
- Have a healthy order book for FY 21 & beyond in FDF CMO business with a strategic partner in EU
- Robust growth in Other API segment to continue on the back of higher order book visibility from key therapeutic segments like CVS, Anti Diabetic and PPIs
- Several new customers added with programs in various clinical phases
- Incorporated a Wholly Owned subsidiary to give increased focus and eventually dedicated R&D and Manufacturing
- Other therapeutic areas and Oncology to offer consistent opportunities to broaden scope, with ongoing new product introduction

## Changing business mix to drive growth

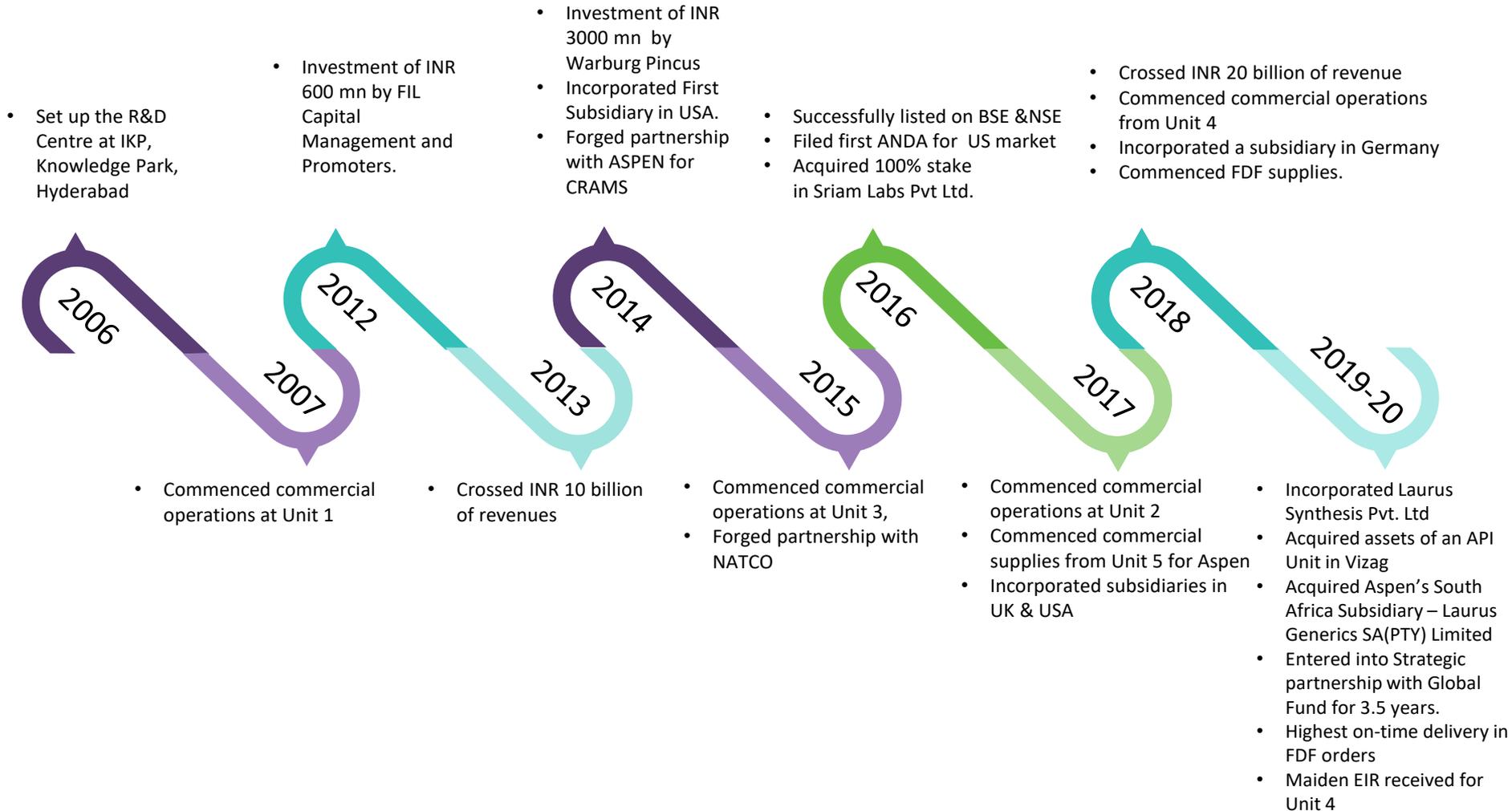
- Generic FDF segment contributed ~36% in Q1 FY 21 to total revenue as against just 2% in FY19
- Non ARV API business to contribute significantly showcasing the speed of diversification of revenues.
- The change in revenue & product mix to generate better profitability & margins
- Synthesis business to show gains in line with new customer additions in CDMO
- Scale up in engagement with Aspen
- Incremental contribution from Ingredients business.
- Acquired Aspen's South African Subsidiary, in order to get a foothold in worlds' largest Generic Accessible ARV market

## Capacity augmentation to result in better return ratios

- Among top 5 in India in terms of Reactor capacities
- All the green field expansion have turned Cash positive in FY20 with near maximum utilization
- Continue to undertake Brown Field Capex programs for Capacity addition in line with strong order book visibility and business outlook
- Brown Field capex in existing sites to have shorter payback period and ROCE accretive
- Doubling our FDF capacity by FY22
- Acquired assets of an API Unit in Vizag to be used for backward integration and pre-clinical chemistry
- With higher utilizations ROCE (annualized) improved to 32% Q1 FY21



# Key Milestones



# Management Team



**Dr. Satyanarayana Chava**  
Founder & CEO



**Mr V.V Ravi Kumar**  
ED & CFO



**Dr. Lakshmana Rao C V**  
ED & Head, Quality



**Dr. V Uma Maheswer Rao**  
Exec. VP & Head, Chemical  
R&D



**Mr. S. Srinivasa Rao**  
Exec. VP – Operations



**Mr. Krishna Chaitanya Chava**  
Corporate Development,  
Synthesis & Ingredients



**Mr. Tom Versosky**  
President FDF, North  
America



**Dr. Prafulla Kumar Nandi**  
SVP, Global Regulatory  
Affairs (Formulations)



**Mr. Martyn Peck**  
SVP – Business  
Development, Generics - API



**Mr. Raja Ram Iyer**  
SVP - Portfolio Management



**Mr.Sumeet Sobti**  
VP SCM



**G. Venkateshwar Reddy**  
CS & AVP – Legal &  
Secretarial



Executive Directors	
Name	Background
Dr Satyanarayana Chava	<ul style="list-style-type: none"> <li>■ Whole-time Director, Founder and Chief Executive Officer</li> </ul>
Ravi Kumar V V	<ul style="list-style-type: none"> <li>■ Whole-time Director and CFO</li> </ul>
Dr Lakshmana Rao C V	<ul style="list-style-type: none"> <li>■ Whole-time Director and Head, Quality</li> </ul>

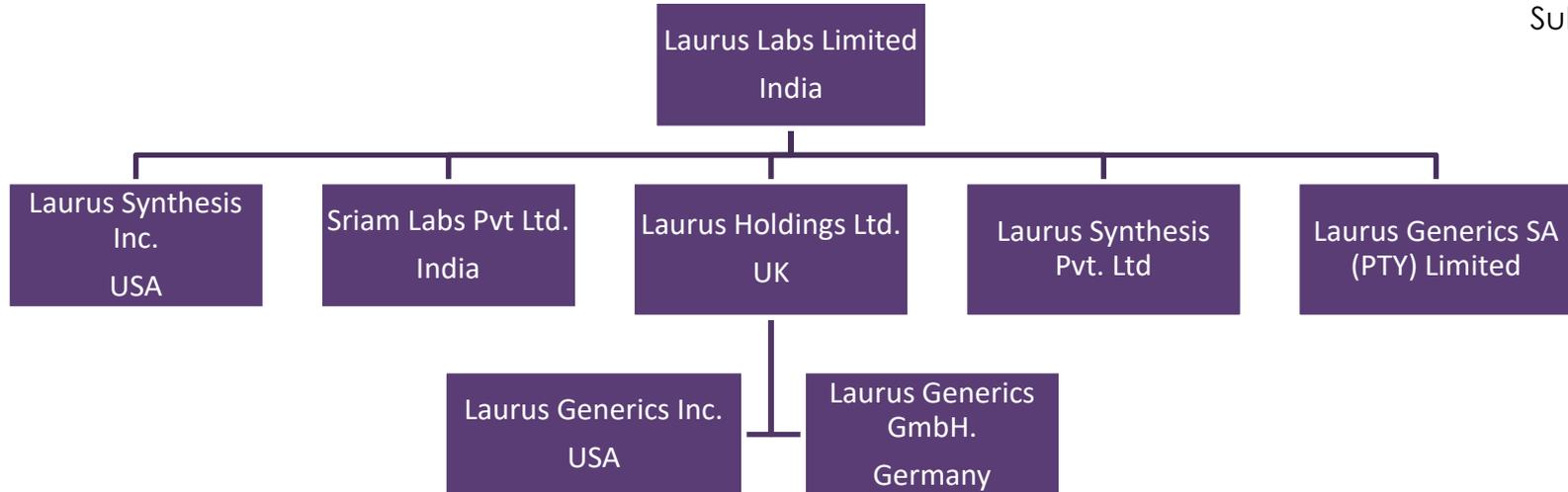
Non-Executive Directors	
Name	Background
Dr. M. Venu Gopala Rao	<ul style="list-style-type: none"> <li>■ Non Executive Chairman and Independent Director</li> </ul>
Chandrakanth Chereddi	<ul style="list-style-type: none"> <li>■ Non-Executive Director, Former Head of Generic FDF and Strategy at Laurus Labs Limited</li> </ul>
Aruna Rajendra Bhinge	<ul style="list-style-type: none"> <li>■ Independent Director; Former Head of Food Security Agenda, APAC at Syngenta India Limited</li> </ul>
Dr. Rajesh Koshy Chandy	<ul style="list-style-type: none"> <li>■ Independent Director; Professor of Marketing at the London Business School</li> </ul>
Dr. Ravindranath Kancherla	<ul style="list-style-type: none"> <li>■ Independent Director and Founder-Member and Treasurer of ELSA of Asia in Singapore and Chairman of Global Hospitals</li> </ul>

# Ownership Structure

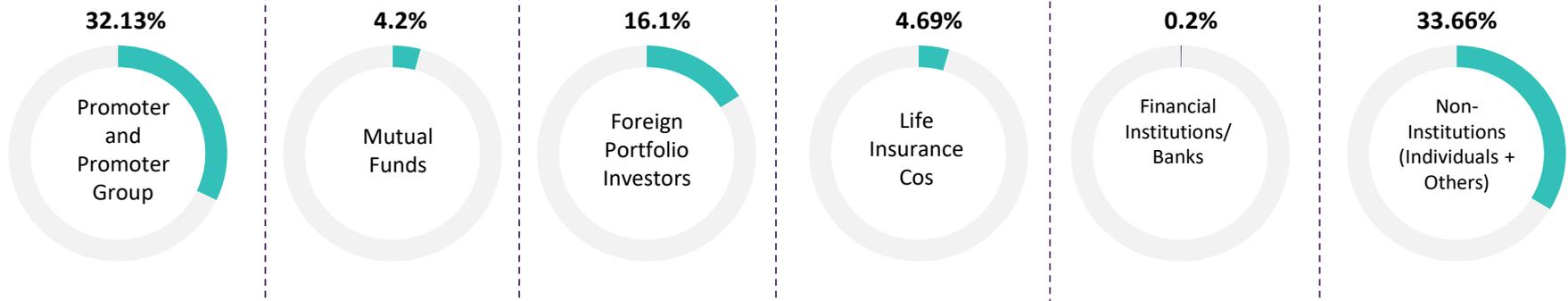


## Corporate Structure

All are 100% Subsidiaries



## Shareholding pattern \*



\* As of 30<sup>th</sup> June 2020

# Awards 2019 -20



## PORTER PRIZE 2019

Laurus Labs won the prestigious Porter Prize 2019. The eponymous award was presented to Dr. Satyanarayana Chava, Founder & CEO, Laurus Labs, by Dr. Bibek Debroy, Chairman of the Economic Advisory Council to the Prime Minister (EAC-PM), while Prof. Michael E. Porter, a stalwart on competitive business strategies, Harvard Business School connected through VC, accompanied by Dr. Amit Kapoor, Chairman, IFC, on October 17, 2019 in New Delhi. The award was presented to Laurus Labs for outstanding performance in the industry and to recognize the strategies.



## NATIONAL SAFETY AWARD

Laurus Labs, Unit 1 & Unit 3 won the prestigious NATIONAL SAFETY AWARD for the best safety performance for the year 2017 from DGFASLI, Ministry of Labour and Employment, Govt. of India. Mr. SS Rao, Executive Vice President, Operations and Mr. S Srinivasa Rao, Vice President, Operations received the awards from Mr. Santosh Kumar Gangwar, Union Minister for Labour and Employment on the occasion of VISHWAKARMA DAY in New Delhi on 17 September 2019.



## INDIAN PHARMA INNOVATION OF THE YEAR AWARD

Laurus Labs won the 5th India Pharma and Medical Device Award in the 'India Pharma Innovation of the Year Award' category. This award recognizes our commitment to innovation-led growth.



Laurus Labs continues to be in the Fortune 500 Companies List in India since 2017



Laurus Labs is certified as "Great Place to Work" for the second consecutive year 2019

# Results Conference Call



## Results conference call on Friday July 31, 2020 at 11:00 AM IST

Details of the conference call are as follows:

Timing	11:00 am IST on Friday, July 31, 2020
Conference dial-in Universal Dial-In	+91 22 6280 1214
India Local access Number	+91 7045671221 Available all over India
Singapore	+ 6531575746
Hong Kong	+ 85230186877
USA	+ 13233868721
UK	+ 442034785524



## Contact us

### About Laurus Labs Ltd.

Laurus Labs is a leading research driven Pharmaceutical manufacturing Company in India. We have grown to become one of the leading manufacturers of API for Anti-Retroviral (ARV), Oncology, Cardiovascular, Anti-Diabetics, Anti-Asthma and Gastroenterology .We are thriving on growth opportunities in formulation manufacturing to service all leading markets of North America, Europe and Low Middle Income Countries (LMIC). We are driving growth opportunities in Contract Development and Manufacturing through our Synthesis business. Most of our manufacturing facilities are approved by major regulatory authorities USFDA, WHO-Geneva, UK-MHRA etc. Our approach remains to identify and invest ahead of time with strategic investments in State-of-the-Art R&D and Manufacturing Infrastructure enabling us to become a quality supplier of high volume products. Corporate Identification No: L24239AP2005PLC047518.

*For more information about us, please visit [www.lauruslabs.com](http://www.lauruslabs.com) or contact:*

**Monish Shah**

**Tel: +91 040 6659 4366**

**Email: [investorrelations@lauruslabs.com](mailto:investorrelations@lauruslabs.com)**

**Thank You**