Laurus Labs Limited Corporate Office 2ndFloor, Serene Chambers, Road No. 7 Banjara Hills, Hyderabad - 500034, Telangana, India T +91 40 6659 4333, 3980 4333, 2342 0500 / 501 F +91 40 6659 4320 / 3980 4320



January 30, 2023

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

Dear Sirs,

Sub: Investors/Analysts Presentation

Please find enclosed the presentation to the Investors/Analysts on the Standalone and Consolidated Financial Results of the Company for the Quarter and Nine months ended December 31, 2022, for the Investors/Analysts call scheduled on January 30, 2023 @ 05.00 PM (IST), which was already intimated on January 21, 2023.

The presentation is also being uploaded on the website of the Company www.lauruslabs.com.

Please take the information on record.

Thanking you,

Yours sincerely, For Laurus Labs Limited

G. Venkateswar Reddy Company Secretary & Compliance Officer

Encl: As above





Registered Office : Plot No:21, Jawaharlal Nehru Pharma City, Parawada, Visakhapatnam - 531021, Andhra Pradesh, India. CIN : L24239AP2005PLC047518 T +91 891 660 1222, 306 1222, F+91 891 660 1270, 306 1270, E Info@lauruslabs.com W lauruslabs.com



Knowledge . Innovation . Excellence

Q3 & 9M FY 2023

Financial Results and Business Update

January 30, 2023

Safe Harbor Statement

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 not limited to: 1) Change in the General market and macro-economic conditions for key global markets where we operate, 2) Governmental and regulatory trends, 3) Allocations of funds by the Governments in our key global markets, 4) Successful implementation of our strategy, R&D efforts, growth & expansion plans and technological changes, 5) Movements in currency exchange and interest rates, 6) Increase in the competitive pressures and Technological developments, 7) Changes in the financial conditions of third parties dealing with us, 8) Changes in laws and regulations that apply to our customers, suppliers and Pharmaceutical industry.

Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results, performance or achievements of Laurus Labs Limited may vary materially from those described in the relevant forward-looking statements

The information contained in this presentation is current, and if not stated otherwise, made as of the date of this presentation. The Company undertakes no obligation to update or revise any information in this presentation as a result of new information, future events or otherwise.

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Agenda

- **1** Financial Overview
- **2** Business review & Strategy
- 3 Outlook





Financial Overview



9M/FY23 - Overview

Strong YTD operational results

Revenues ₹ 4,660 Cr ▲ 33%

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EBITDA ₹ 1,307 Cr ▲ 26%

Summary

9M/FY23 Consolidated Financials

[₹Crore]	9M/FY23	9M/FY22	Y-0-Y
Revenues	4,660	3,511	33%
Gross Margins	55.4%	57.0%	-160bps
EBITDA	1,307	1,038	26%
% to Revenues	28.0%	29.6%	-160bps
РВТ	962	782	23%
Net Profit	687	597	15%
EPS	12.7	11.1	14%

	9M/FY23	9M/FY22	Y-o-Y
Сарех	612	770	-21%
Net Debt-to-EBITDA	1.3x	1.3x	-
ROCE	25.5%	25.5%	-

- Strong momentum continued delivering ₹ 4,660 Cr Revenues and 33% growth. Sustained robust growth in CDMO and API business
- EBITDA: ₹ 1,307 Cr, increased by 26% resulted in a margins of 28% supported by revenue diversification
- Net Profit: ₹ 687 Cr, increased by 15%, despite of higher tax rate
- R&D Spent: ₹ 153 Cr (3.3% of revenues) and increased by 3%
- Capex nearly in-line; as we continue to deliver on Key investment projects
- Effective Tax rate for 9M FY 23 is higher at 28% due to the change in SEZ profits exemption limit u/s 10AA from FY 23 for a period of 5 years, further evaluating to switch over to composite rate

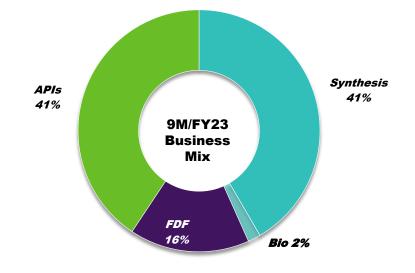


9M/FY23 – Business performance

Non-ARV portfolio led by CDMO driving key growth

9M/FY23 Segment Performance

[₹ Crore]	9M/FY23	9M/FY22	Y-0-Y
FDF	747	1,389	-46%
APIs	1,895	1,500	26%
CDMO-Synthesis	1,939	557	248%
Віо	79	65	22%
Total Revenues	4,660	3,511	33%



Highlights

Formulation (FDF)

- Declined by 46% due to less procurement from Global agencies and adverse pricing. Though ARV sales rebound from Q2 lows and likely to further normalize
- Supply agreement with Global Fund for ARV drugs for 2023-2025 period
- Developed market sales increased on higher volume both from existing and new products offsetting for price declines

APIs

- Recorded 26% growth; supported by growth in Onco, Non-ARV and contract manufacturing
- ARV API witnessed normalized sales and increased 22%

CDMO-Synthesis

- Sustained high growth of +248%, led by commercial supplies and from execution of new projects. Pipeline looks very encouraging with over 60 active projects
- Dedicated R&D center & manufacturing units to come online in FY24-25

Bio

- Sales increased +22%. Key portfolio driving includes AOF proteins and Growth factors
- Business working to expand their service offerings and manufacturing Capacity



Drivers of 9M FY23 results and Guidance

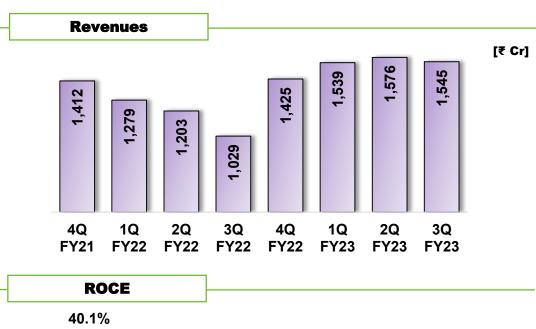
Broadly maintaining Revenue growth and margins

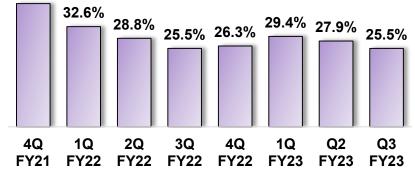
	9M FY 2023	FY 2023
Revenues growth	 +33% ✓ Pipeline progress and strong commercial execution CDMO ✓ CMO projects ramp-up in key markets × Weak procurement in ARVs + excess channel inventory × New launch impacted due to Regulatory approval delays 	Strong double digit Revenue growth
	28%	
EBITDA margins	 Strong scale up in the high-margin portfolio Inflation around RM, Supply chain and energy cost Pricing headwinds in ARV portfolio Negative operational leverage, Start-up cost for significant projects and Fx impact 	Stable EBITDA margins

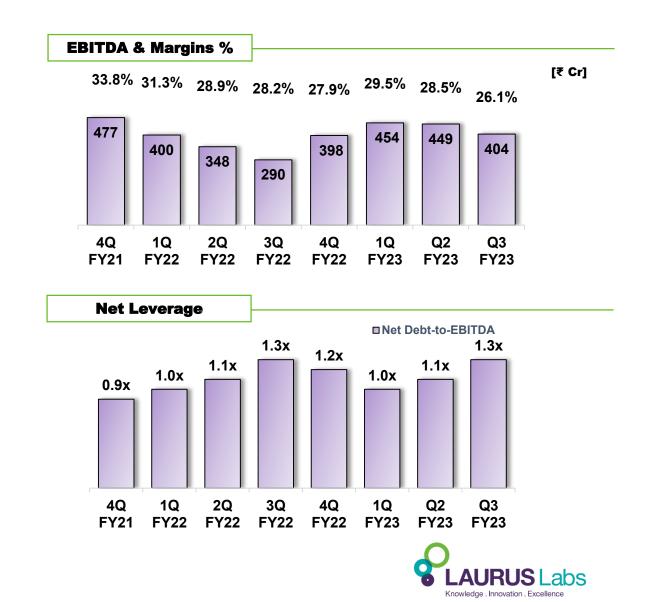


Summary Quarterly Performance

Sustaining momentum







Financial Performance 3Q/FY23

Continued Strong operational performance

Revenues ₹ 1,545 Cr ▲ 50%

EBITDA ₹ 404 Cr ▲ 39%

3Q/FY23 Consolidated Financials

[₹Crore]	2Q/FY23	3Q/FY23	3Q/FY22	Y-o-Y	Q-o-Q
Revenues	1,576	1,545	1,029	50%	-2%
Gross Margins	55.1%	53.4%	58.8 %	-540bps	-170bps
EBITDA	449	404	290	39%	-10%
% to Revenues	28.5%	26.1 %	28.2 %	-210ps	-240bps
РВТ	328	278	203	37%	-15%
% to Revenues	20.8%	18.0%	19.7%		
Net Profit	233	203	154	32%	-13%
% to Revenues	14.8 %	13.1%	15.0%		
EPS	4.3	3.7	2.9	28%	-14%

Summary

- Revenues: up 50% YoY driven by CDMO-Synthesis and slightly favorable base in API business
- ARVs FDF recovery in line though pricing remain depressed Global Fund's ARV supply contract driving continued confidence on volume recovery
- Gross Margins : 53.4%, decreased by 540 bps YoY and decreased by 170 bps QoQ due to change in product mix
- EBITDA : ₹ 404 Cr, growth of 39% YoY and decreased by 10 % QoQ
- EBITDA Margins : 26.1%, decreased YoY by 210 bps and decreased 240 bps QoQ
- Net Profits : ₹ 203 Cr, growth of 32% YoY and decreased by 13 % QoQ
- Capex incurred for 9M FY 23 : ₹ 612 Cr





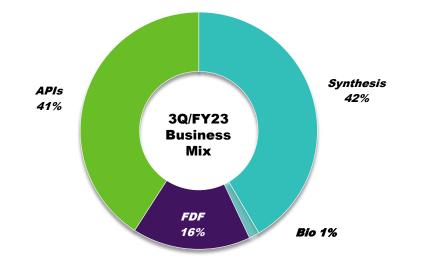
Business review & Strategy



Business Performance 3Q/FY23

3Q/FY23 Segment Performance

[₹ Crore]	2Q/FY23	3Q/FY23	3Q/FY22	Y-o-Y	Q-o-Q
FDF	149	249	373	-33%	67%
APIs	680	632	424	49 %	-7%
Synthesis	720	642	207	210%	-11%
Bio	27	22	25	-12%	-19%
Total Revenues	1,576	1,545	1,029	50%	-2%



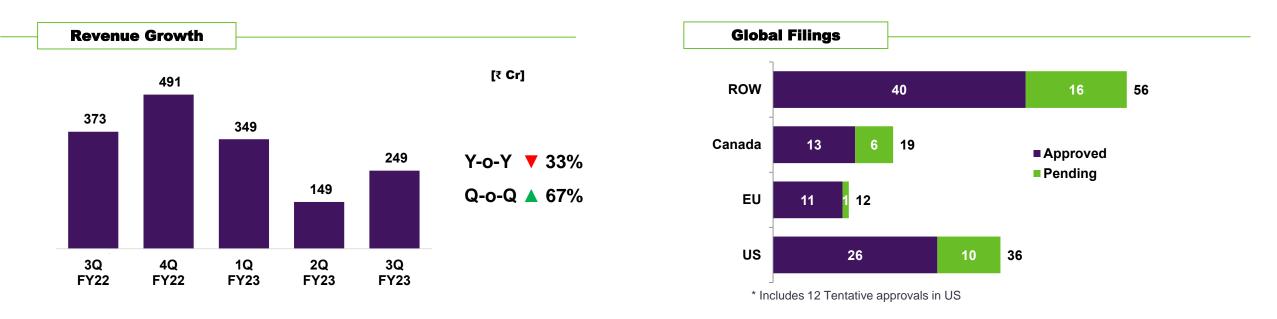
Highlights

- Formulation (FDF): Declined 33% due to soft ARV demand/weak price. Sequential recovery in-line and expect to improve from next quarter, supported by Global Funds Contract. Developed market growth remain stable with higher generic volumes
- APIs: Reported strong +49% growth. Steady ramp-up in the Other API business (+33%) and volume based improvement/favorable base in ARV APIs (+86%) more than offset decline in the Oncology (-13%)
- Synthesis: Increased off-take continue to lead strong momentum (+210% YoY) including good base business growth. Pipeline looks very encouraging. Expansion in CDMO capabilities on track to capture new business opportunities
- Bio: Unexpected downtime driving soft Q3. Anticipate ramp-up of new capacities ahead. Demand outlook remains strong. New site planned to strengthen Laurus capabilities in AOF proteins and Growth factors



Generic FDF

Sequential ARV recovery in-line; Further normalization likely



Key Comments

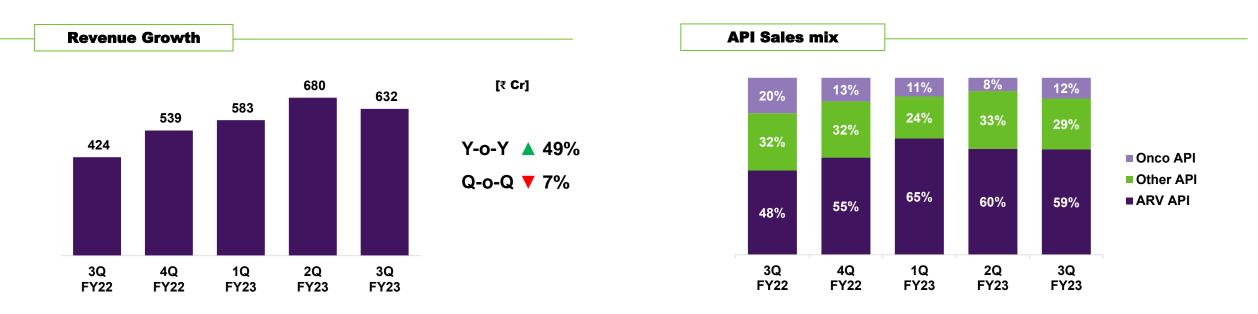
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- FDF revenues declined by 33% to ₹ 249 cr, led by lower demand and adverse price in the ARV segment. Nevertheless, segment recovered from Q2 lows and is expected to improve further in coming quarter. Developed market sales stable with higher generic volumes
- Selected by Global Fund as 'Panel Supplier' to produce ARV drugs for 2023-2025 period. The supplies will begin from 1Q FY24
- Progress on Capacity expansion: Unit-2 Brownfield capacity brought online during 2Q FY23 Gradual production ramp-up expected
- 9MFY23 Developed Market filings: 8 product dossiers were filed and a total of 10 approvals received (including Tentative approvals)
- First New Drug Application (NDA) filed with the US FDA for Pediatric HIV based on ODF technology platform



Generic APIs

Growth Stays Strong supported by Continued strength in Other APIs





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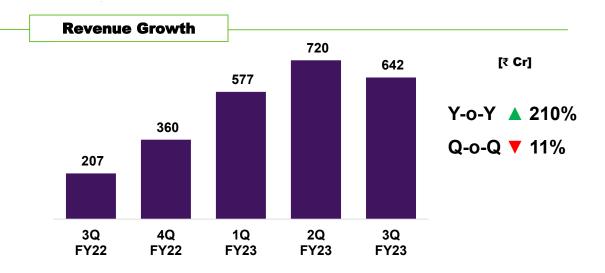
- API business up 49% for the quarter at ₹ 632 cr, driven by increased volumes. However, 9MFY23 revenues grown at very healthy +26%
- ARV business steady and witnessed volume led improvement, growing +86% YoY on a favorable base which was impacted by channel destocking
- Other APIs strong growth for Q3 and 9M at +33% and +65% following ramp up in the new contract supplies
- Oncology revenues declined 13% during Q3 but improved sequentially +45%. 9M decline is 14% due to less offtake of one key product



CDMO - Synthesis

Sustained growth driven by robust underlying demand and strong commercial execution





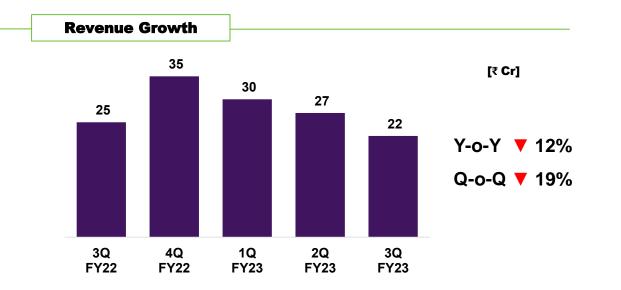
Key Comments

- Increased revenues by +210% YoY to ₹ 642 cr for Q3. For 9M, revenues have grown +248%. Growth supported by favorable market trends along with accelerated demand from new and existing clients
- Over 60 active projects at different stages (Phase I, II and III + CMO). Ongoing supplies for four commercial API projects and several intermediates
- End-to-end capabilities further enhanced to handle steroids, hormones, and High Potent molecules apart from other large-volume products
- Strong and Wider Customer base across US, EU and Japan
- Expect to Qualify dedicated Animal Health unit by mid-2023
- Progress on capacity creation: Construction work is in progress for dedicated R&D center (retain FY24 completion timelines) and three manufacturing units (FY24/25) – all dedicated for CDMO activities



Laurus Bio - Bio business

Muted; new capacities in ramp-up phase



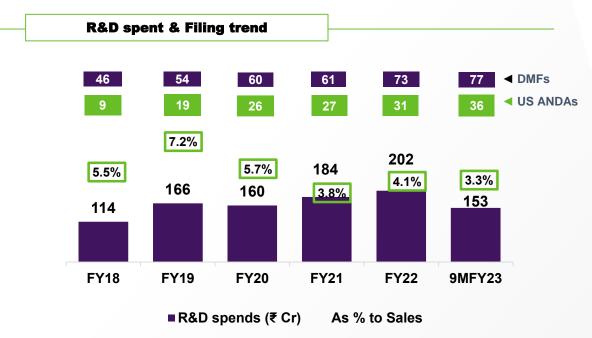
Key Comments

- Largely Soft quarter and clocked Q3 sales of ₹ 22 cr. 9M sales up 22%. Unscheduled downtime during Q3 led to deferred production
- New Capacity implementation at existing site currently in the ramp up phase
- Focus on Improving Products offering and Go-to-market by leveraging relationship
- Initiated on regulatory approval for a sizeable land parcel adjacent to our existing R2 - Expect expansion in phased manner
- New site to strengthen Laurus capabilities in AOF proteins and Growth factors

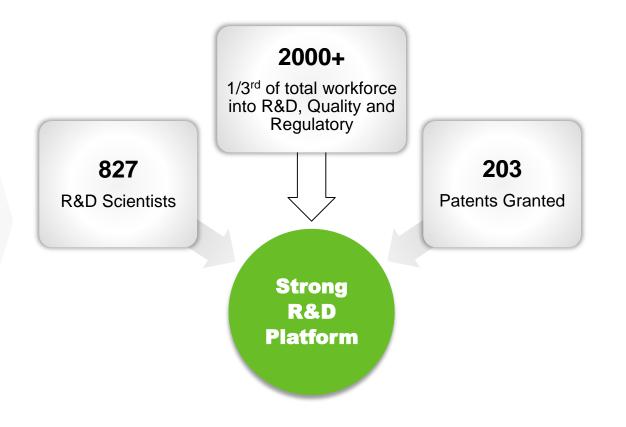


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Execution driven by strong R&D platform

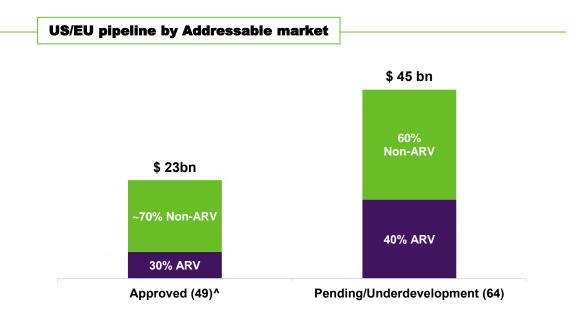


- Focused on pipeline with high growth potential
- Developed new DP application with portfolio of Orally Disintegrating films for Pediatric use & IP filed
- Filed NDA for first novel HIV pediatric product during quarter
- New Sterile Lab operational working on priority projects

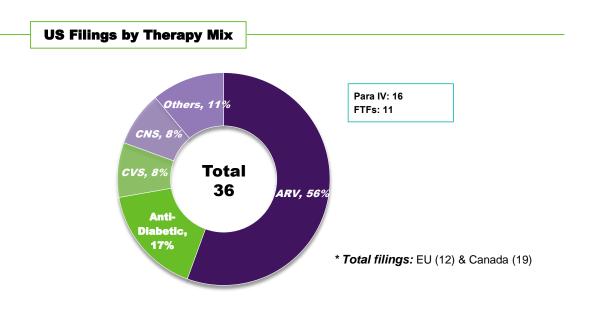




R&D focus – strong product pipeline



- Continue to invest in Portfolio with Product Specific Approach (Complexity and Scale focus)
- Rich R&D pipeline with Addressable market at US\$ 40bn+ (>60% of opportunity in Non-ARVs space)
- Multiple First-to-file opportunities



- Diverse portfolio & pipeline (ARV, CV/D, CNS, GI)
- Progress on Developed Market pipeline (9M) Total # filings: 8 & Approval Received: 10 (incl. TAs)
- Filing pace to pick-up in coming quarters



Robust Regulatory track and Quality Foundation

Laurus Philosophy "One Quality Standard for All Markets"					
Facility	Regulatory Certifications	Year started	Last US FDA – Inspection status	No of USFDA audits (since inception)	
Kilo Lab – R&D	USFDA, TGA, KFDA, PMDA, ANVISA Brazil	2008	2021 – USFDA	4	
Unit 1	USFDA, TGA, MHRA-UK, KFDA, WHO-Geneva, PMDA, NIP-Hungary, Russian GMP, Mexican, ANVISA	2008	2019 - EIR Received	6	
Unit 2	USFDA, BGV-Hamburg, WHO- Geneva, ZAZIBONA, Tanzania-FDA, NDA-Uganda, PMPB-Malawi, KENYA, MCAZ-Zimbabwe, JAZMP-Slovenia, Ethiopia-FDA, Kazakhstan, EMA	2016	2019 – EIR Received	4	
Unit 3	USFDA, WHO-Geneva, NIP- Hungary, Russian GMP, Mexican, JAZMP-Slovenia, KFDA, ANVISA	2015	2019 – EIR received	4	
Unit 4	WHO-Geneva, USFDA & Mexican	2018	2019 – EIR received	1	
Unit 5	USFDA	2017	2022 – EIR received	1	
Unit 6	USFDA	2018	2018 – EIR received	1	
Sriam Labs	None	2018	Nil	Nil	
LSPL-1	None	2020	Nil	Nil	

- Robust Quality Culture with Quality and Efficiency focus
- Transitioning to Digital infrastructure and improve productivity across all value chains
- Over 30% rise in Customer audits in Q3 with c.144 Customer audits Jan'22 till date including Local WHO, ISO Surveillance and DCGI audits in 2022
- Recently received EIR from USFDA for Unit-5 (inspected between 24-28 Oct'22)
- 53 successful site audits by International Health authorities (including USFDA, BGV Hamburg, WHO-Geneva, ANVISA Brazil, EMA), since January 2018



Manufacturing Infrastructure (1/2)

Committed to Enable Customers with Integrated capabilities in Contract Manufacturing

Jawaharlal Nehru Pharma City, Visakhapatnam



•API, CDMO - Synthesis
•334 reactors with 1,240 KL capacity
•Key Approvals: USFDA, WHO, COFEPRIS, NIP – Hungary, KFDA, PMDA, ANVISA, TGA, MHRA-UK, Russian GMP



•API
•297 reactors with 2,320 KL capacity
•Key Approvals: USFDA, WHO, COFEPRIS, NIP – Hungary, KFDA, ANVISA & JAZMP – Slovenia, Russian GMP



•CDMO - Synthesis

51 reactors with 151 KL capacity
Key Approvals: USFDA
Capabilities: Hormone and Steroid facility



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APIIC, Atchutapuram, Visakhapatnam



•FDF & API

- 10 billion Tablets/Capsules per year
- 12 reactors with 89 KL capacity
- Key Approvals: USFDA, EMA, WHO, ANVISA, BfArM
- Germany & JAZMP Slovenia and African countries



•API, CDMO - Synthesis •207 reactors with 1,960 KL capacity •Key Approvals: USFDA, WHO, COFEPRIS



•API & Intermediates

68 reactors with 758 KL capacity
Key Approvals: USFDA
Capacity under expansion: ~ 700 KL



2

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CDMO - Synthesis ctors with 1,240 KL capacity

Manufacturing Infrastructure (2/2)

IKP Knowledge Park, Genome Valley, Hyderabad



•API, CDMO - Synthesis
•43 reactors and 4.3 KL capacity
•Key Approvals: USFDA, KFDA, TGA, ANVISA and PMDA

Kilo Lab

Jawaharlal Nehru Pharma City, Visakhapatnam



•CDMO- Synthesis LSPL - 1

 42 reactors + 3 All Glass Reactors w/139 KL capacity
 Capabilities: APIs including Ingredients, Synthesis & Contract Manufacturing

Bibi Nagar (Near Hyderabad)



•API & Intermediates •31 reactors with 81 KL capacity

• Key Approvals: WHO GMP by CDSCO

* Laurus Synthesis Pvt Ltd (LSPL)

Laurus Bio (facility acquired through Richcore)

Bangalore

(R1

R2



Bio-Ingredients

Fermentation capacity of 10,750 Liters (2 reactors of 5,000 L & 3 reactors of 250 L), CDMO
In-house QC lab- suited to microbical testing



•Bio-Ingredients

Fermentation capacity of 180K Liters (4 fermenters of 45KL)
CDMO capabilities

CLAURUS Labs

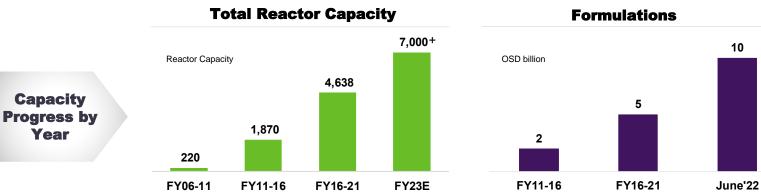
Investments over past 15 months and Future Capex Projects update

Capacity expansion continued to accelerate

Division	Location	Status & Capacity	Operational
	Vizag	Unit 2 - 4 billion units (New building)	\checkmark
Formulation	Vizag	Unit 2 - 1 billion units (De-bottlenecking)	\checkmark
	Hyderabad	Unit 9 Land acquired	Phase 1 – FY25
	Vizag	Unit 3 and 4 (1,000KL)	\checkmark
API		Unit 4, and 6 (+1,200KL) – Under-construction	FY23
ATT	Vizag 💿	Unit 7, 8 Land acquired	FY24/25
	Vizag	Unit 1 (LSPL)	\checkmark
CDNO Symthesis	Vizag 💿	Under-construction (Unit 2 & Unit 4 - LSPL)	FY24
CDMO -Synthesis Vizag •		Land acquired (Unit 3 LSPL)	FY24/25
	Hyderabad	Under-construction (R&D Centre LSPL)	FY24

- New capacities brought online
- Increased Reactor volume to around 7 million Litre & FDF capacity to 10 billion units
- Capex projects advancing as per schedule
- +80% Planned capex to support growth

• Greenfield expansion



- State-of-the-art facility
- API capacity to increase by ~20% in FY23
- Well-positioned to meet growing global demand for DS and DP projects



ESG Approach & Recognitions | Committed towards best practices

Approach

- Sustainability approach built in our Core Value Framework to support longer value creation
- Enhanced Process & Focus of Material ESG factors
- Transparent disclosures Leveraged from GRI framework, IIRF & SASB guidelines
- Strictly comply With Environmental Protection Law
- Support 14 out of 17 UNSDGs & encourage businesses to consider how they may contribute

Accreditation & Progress

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- "BBB" rated by MSCI ESG Ratings among top 20% of Global Pharma Co based on risk tolerance
- Dow Jones Sustainability Index (DJSI) 2022 Score improved by 30 points to 45/100 vs last year. Laurus performance improved across ESG metrics; Environment: 56% higher vs Industry Mean, Social: 42% higher and Governance: 56% higher
- Awarded EcoVadis 'Silver' Rating (Dec-22) to our key facilities vs. 2020 Bronze medal
- Acquired 26% Stake in Ethan Energy India Pvt. Ltd to boost captive renewable power
- **22% reduction in CO**₂ **footprint** in FY22 and Incorporated New disclosures on Renewable Energy. Several actions under implementation for reducing our ecological footprint
- Climate risk assessment study completed and adaptable measures being worked out



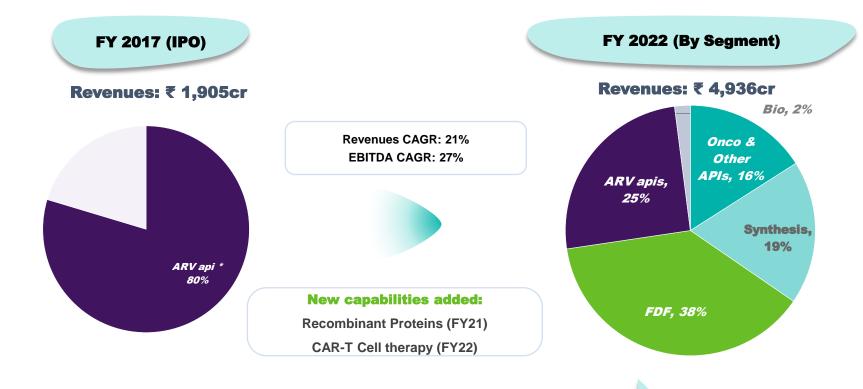




Outlook



Diversifying our Segment mix



FY 2025/26 Goal

Over 25% revenues from Synthesis

Continuous Investment in manufacturing asset, Integrated approach across portfolio, Strong quality and leadership team

* Adjusting for exceptional revenues in Hep C segment, ARV: Anti-Retroviral

Outlook FY2023 & Ahead

siness Segments	Growth Outlook
	 Consolidate market share in ARVs despite pricing challenge
	 Niche product pipeline for the developed markets supported by in-house API strength
Formulations	 Strong DM pipeline >US\$40bn mkt opportunity; Diabetic & CV portfolio monetization
	Brownfield Scale up
ΑΡΙ	 Enhance positioning on HP APIs & Scaling up of Anti-diabetic, CV & PPI portfolio supported by demand based capacity expansion
	 Maintain ARV API leadership position in current product line and increase developed market supplies
	 Pipeline expansion & favorable demand tailwinds
0	 Leverage integrated capability in DS & DP to deepen existing relationship & Win new Clients
Synthesis	 Bring on-line dedicated R&D center (FY24) & Greenfield manufacturing units (FY24/25)
	 Strengthen presence in Nutraceutical & Cosmeceutical area
	 Scale up in Alternate Food Proteins & Improving Synergies with Parent
Biologics	 Future expansion plan to create 1 million liters fermentation capacity
	 Expand the biologics CDMO at scale in the long term



Laurus Priorities

Delivering growth and operational excellence for long-term success

Business

- Deliver on Investment projects to support diversified growth
- Minimize supply chain challenges and accelerate efficiency improvements
- Widen technology portfolio and access new market opportunities
- Continuous focus on talent attraction to support new growth projects

Capital

- Balance sheet health and Liquidity to weather unanticipated market conditions
- Efficient capital allocation strategy to build value in long run

Regulatory & Compliance

- Maintain compliance and quality leadership
- Advancing ESG measures





Recognition and Accolades

Great Place To Work. Certified

INDIA

Great Place to Work: Fourth consecutive time in a study conducted by the Great Place to Work® Institute



Golden Peacock Award

For Excellence in Corporate Governance 2020



Most Promising company of Year 2021

Awarded by CNBC-TV18 Indian Business Leader Awards



India Pharma Leader Award

Presented at the 6th edition of the Indian Pharma and Medical Device Awards 2020

Best Workplaces in Pharmaceuticals, Healthcare and Biotech Great Place To Work.

Great Place to Work

Featured in the list of India's Best Workplaces in the Biotechnology & Pharmaceuticals category



Great Place to Work

Recognized for improving the workplace culture over the years



Business Person of the Year 2021 Awarded by Sakshi Excellence

Awards



E&Y, Entrepreneur of the Year 2021

Health Care and Life Sciences Segment



AIMA Award - Emerging Business Leader of the Year 2021



ET Corporate Excellence Awards - Emerging Company of Year 2021



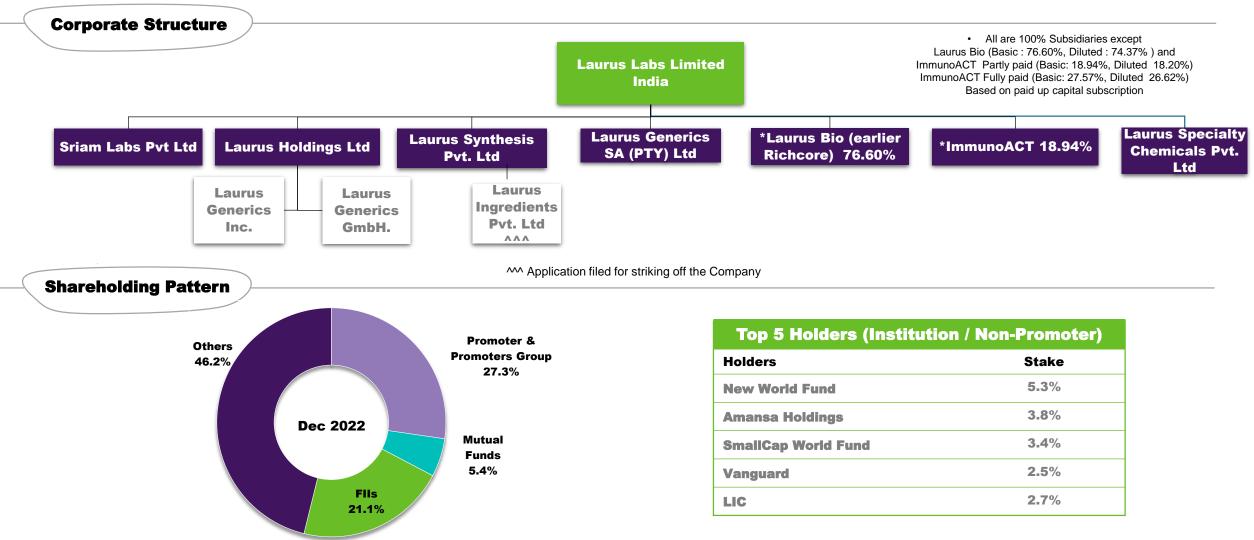
Business Today – Best CEO of Year 2021



Fortune India – Featured in Best CEOs of Year 2022



Corporate Structure and Shareholding Details





Conference Call Details

Results conference call on Monday – January 30, 2023 at 5:00 PM IST Details of the conference call are as follows

Location	Dial-In Details
Conference dial-in Universal Dial-In	+91 22 6280 1342
India Local access Number	+91 22 7115 8243 Available all over India
Singapore	800 101 2045
Hong Kong	800 964 448
USA	1 866 746 2133
UK	0 808 101 1573

OR Click below to Express Join with Diamond Pass

Click here to register



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About Laurus Labs

Laurus Labs is a fully integrated pharmaceutical and biotechnology company, with a leadership position in generic Active Pharmaceutical Ingredients (APIs) and a major focus on anti-retroviral, oncology drugs, Cardiovascular, Gastro and Hepatitis C therapeutics. We also develop and manufacture oral solid formulations, provide contract research and manufacturing services (CRAMS) to Global pharma companies.

We are passionate about advanced chemistry skills. Our proven expertise in bringing innovative solution, manufacturing efficiencies and unwavering quality focus has won us long-standing relationship with our global customers. Laurus employs 5700+ people, including around 800+ scientists at more than 8 facilities approved by major regulatory agencies USFDA, WHO-Geneva, UK-MHRA etc. During FY2022 Laurus generated over ₹ 4,900 crore in annual revenue and is listed on the BSE (Bombay Stock Exchange) and the NSE (National Stock Exchange) in India. Laurus' proactive stance to conduct business with utmost Transparency, Integrity and Respect for environment & communities have earned it a place in Governance benchmark, consistently Certified Great Place to Work and Rated "BBB" by leading MSCI ESG Ratings. Corporate Identification No: L24239AP2005PLC047518.

Investor relations contact

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E: investorrelations@lauruslabs.com

E: vivek.k@lauruslabs.com

For more information Please visit our website <u>www.lauruslabs.com</u>



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