

Laurus Labs Limited
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May 02, 2019

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: Investors/Analysts Presentation

Please refer to our letter dated 30th April, 2019, wherein we have intimated the schedule of Conference call on 03rd May, 2019. In this connection, we enclose herewith the presentation to the Investors/Analysts on the Audited Standalone and Consolidated Financial Results of the Company for the 4th Quarter and Year ended March 31, 2019.

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





LAURUS LABS LIMITED

Q4 & FY19

INVESTOR PRESENTATION

May 02, 2019

BSE: 540222
NSE : LAURUSLABS

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.

Business Snapshot



	LAURUS Generics <small>Active Pharmaceutical Ingredients & Intermediates</small>	LAURUS Generics <small>Finished Dosage Forms</small>	LAURUS Synthesis <small>Contract Development & Manufacturing Services</small>	LAURUS Ingredients <small>Specialty Ingredients for Nutraceutical & Allied Industry</small>
Overview	<ul style="list-style-type: none"> Development, manufacture and sale of active pharmaceutical ingredients (APIs) and advanced intermediates 	<ul style="list-style-type: none"> Developing and manufacturing oral solid formulations 	<ul style="list-style-type: none"> Contract development and manufacturing services for global pharmaceutical companies 	<ul style="list-style-type: none"> Sale and manufacture of specialty ingredients for use in nutraceuticals, dietary supplements and cosmeceutical products
Product and Service Offerings	<ul style="list-style-type: none"> Anti-retroviral (ARV) Hepatitis C Oncology Anti-diabetic Large volume APIs for cardiovascular, anti-asthmatic, gastroenterology therapeutic areas Small volume APIs for the ophthalmic therapeutic area 	<ul style="list-style-type: none"> ARVs Anti-diabetic Cardio Vascular Proton Pump Inhibitors CNS 	<ul style="list-style-type: none"> Commercial scale contract manufacturing Clinical phase supplies Analytical and research services Several projects executed 	<ul style="list-style-type: none"> Nutraceuticals, dietary supplements and cosmeceutical products
Filings	<ul style="list-style-type: none"> Commercialized 50+ products 54 DMFs filed 	<ul style="list-style-type: none"> Filed 19 ANDAs with USFDA 4 dossier in Canada, 6 dossiers in Europe, 8 dossier with WHO, 2 dossier in South Africa, 2 dossier in India & 88 in ROW. In addition, completed 4 product validations. 3 ANDAs Approved and 2 Tentative Approvals 	<ul style="list-style-type: none"> Commenced commercial supplies from Unit 5 	<ul style="list-style-type: none"> NA
Infrastructure	<ul style="list-style-type: none"> 4 Manufacturing facilities, (3,278 KL) (1) (2) 	<ul style="list-style-type: none"> 5 bn Units / year capacity. 	<ul style="list-style-type: none"> Dedicated manufacturing (Unit – 5) Capacity (125 KL) for Aspen. 	<ul style="list-style-type: none"> Set up a dedicated block in Unit 4 for global partner , C2 Pharma Manufacturing facilities⁽²⁾

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

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

Strategy in Motion



Formulations Business – Global Approach



- Extensive Manufacturing capabilities across markets with commitment to maintain highest quality standards – “One Quality Standard for All Markets”
- Current FDF Manufacturing Capacity - **5 bn tab/caps with total Capex investment of ~INR 4,310 mn**
- Entered Strategic partnership with Global Fund for 3.5 years for various HIV Combination products
- **Dossier Filings**

Therapy	US ANDA	Europe	Canada	Africa	Asia
ARV	10	4	2	74	6
Anti- Diabetic	3	1	1	3	2
CVS	1	-	-	-	-
CNS	1	1	-	2	-
Autoimmune	1	-	1	-	-
Pulmonary (IPF)	2	-	-	-	-
Total	19*	6	4	79	8

* Have 2 Para IV opportunities and ~7 FTF opportunities in US market with addressable current market size of \$10 bn

- **Inspection status for Formulations manufacturing Unit (Unit 2)**

Region	Agency	Audit Status
USA	USFDA	EIR Received
Europe	JAZMP – Slovenia, and BGV Hamburg	Certificate Received
ROW	WHO – Geneva	Certificate Received
Europe	JAZMP – Slovenia, and BGV Hamburg	Certificate Received
Africa	Tanzania FDA, National Drug Authority – Uganda, PMPB – Malawi, and Pharmacy & Poisons Board – Kenya	Approvals Received

Formulations Strategy for Emerging Markets



Overview	Emerging Markets of Africa & ARV Tender business remains the forefront of our Formulations Strategy. Integrated approach is key to success and Laurus is well positioned to garner this opportunity
Target Market	Emerging Markets – Global Fund tenders, PEPFAR Tender, WHO Tender, Various African In-Country Tenders
Therapeutic Areas	ARV
Addressable Market Size	<ul style="list-style-type: none"> • ~\$ 2 Billion in Generic Accessible markets • Commenced Tenofovir (TDF) Sales in Africa • Launched TLD (Tenofovir, Lamivudine, Dolutegravir) Combination in partnership with Global Fund
Filings	<p>TLE₆₀₀ & TLE₄₀₀ (Tenofovir, Lamivudine, Efavirenz) combinations filed in October 2018 and January 2019 respectively.</p> <p>Filed Dolutegravir (Singles)& Emtricitabine Tenofovir (Combination)</p> <p>Over 80 product registrations filed in various African & Asian Countries</p> <p>TEE (Tenofovir Efavirenz Emtricitabine) will be filed in May/ June'19</p>
Approvals	<ul style="list-style-type: none"> • Received TLD Approval from USFDA and expecting approval from WHO soon • Tenofovir approved by WHO and USFDA and also in several EU countries.
Future Filings	<ul style="list-style-type: none"> • Development of other combinations for first line and second line therapy is active and expected to be ready for filing before Dec 2019.
Growth Potential	Three out of four major combination drugs [TLD, TLE ₆₀₀ , TLE ₄₀₀] are filed with the regulatory authorities. Total patients growth is expected to be in high single digit and treatment to reach about 25 mn patients by 2022

Formulations Strategy for Developed Markets



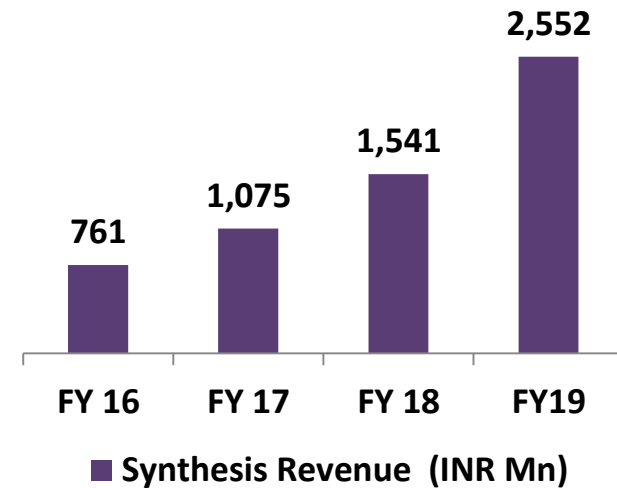
Overview	US, EU, Canada remains our key focus markets by focusing on the combination of commercialised high volume products, first to file, Para IV opportunity based on IP to address short, medium and long term strategy.
Target Markets	USA, Europe and Canada
Key Therapeutic Areas	ARV, Anti Diabetic, CVS, CNS and others
US Filings	<ul style="list-style-type: none"> • Cumulatively filed 19 ANDAs • Have filed 2 Para IV and 7 FTFs with opportunities worth over \$ 10 Billion* annual sales in US • Targeting ~8-10 ANDA Filings per year
US Approvals	3 Final Approvals and 2 tentative approvals
US Partnerships	<ul style="list-style-type: none"> • Re negotiated partnerships with DRL and Rising Pharma by reducing products under partnership from 18 to 7 products. 11 products will be developed by Laurus which was concluded in the second quarter by paying necessary development fees back to the partner • Exploring possibility of marketing in-licensed products by Laurus.
EU Overview	Followed with partnering model for supply of FDF products and also contract manufacturing.
EU Filings	Filed 6 Dossiers for ARV & Anti Diabetic products
Approach	<ul style="list-style-type: none"> • To participate in various country specific tenders and partnering for marketing • Commercial supplies under Contract Manufacturing for an European Customer commenced

* Source: IMS Q3 CY 2017

Synthesis (CDMO) Business Strategy

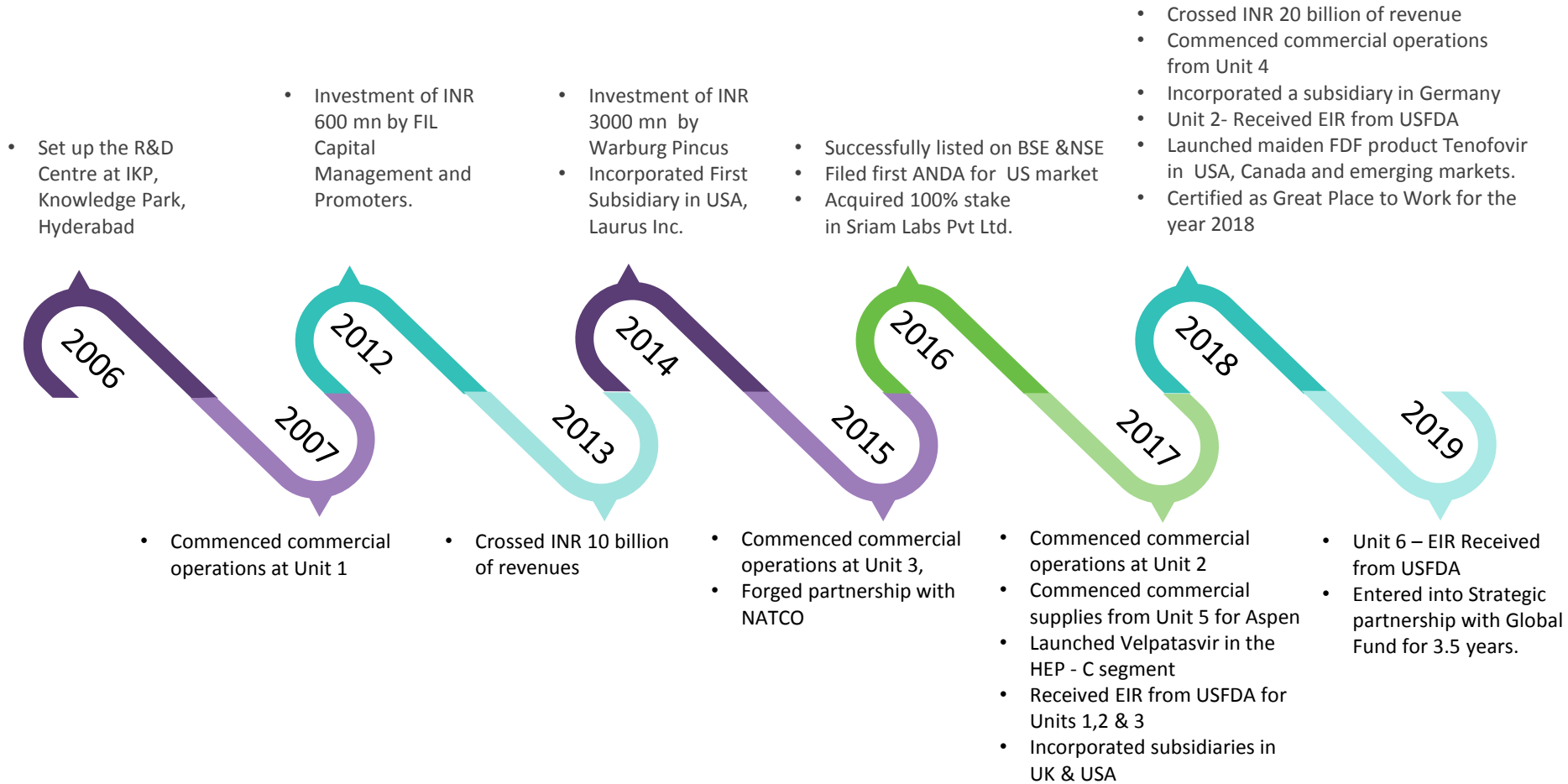


Overview	<ul style="list-style-type: none"> • State-of-the-art cGMP facilities to manufacture NCEs • Can support early stage, late stage and commercial launch supply requirements • Working with Global Innovator Companies • Around 50% of the business revenue comes from ASPEN & the rest from CDMO services
Target Market	USA, Europe and Japan
Approvals	Units Approved by key regulatory agencies of US, EU, Japan
Growth Potential	<ul style="list-style-type: none"> • Commencement of commercial supplies from Unit 5 to ASPEN • New business opportunities for manufacturing from several global companies





Transformation of Business Model





Strong R&D Capabilities



- “Research-first” approach – Set up dedicated R&D center in Hyderabad in 2006 prior to commissioning API manufacturing facility in 2007 and further expansion completed in 2017.

- R&D team comprising ~800 scientists (~24% of total employee strength) including over 55 PhDs

- Kilo Lab at R&D center accredited by international regulators

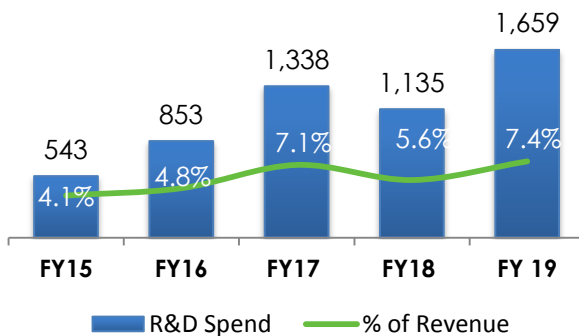
- Completed set up of R&D center at Visakhapatnam



Key Accreditations



Increasing R&D Spend (INR mn)



50+

Products commercialized since inception

54

Filed DMFs

238

Patents filed

81

Patents granted

19

ANDAs & NDA /
Dossiers filed

- R & D spent includes OPEX, CAPEX (Excluding depreciation) and RMC of FDF validation batches
- FY 17 & FY19 numbers are high due to additional CAPEX of INR 248 mn in FY19 and initial FDF validation batches

Quality Focus & Regulatory Audits



We maintain consistent quality, efficiency and product safety.

We have adopted uniform manufacturing standards across all facilities to achieve standardized quality for all markets. Good manufacturing practices across all the manufacturing facilities, encompassing all areas of business processes right from supply chain to product delivery.



Regular Inspection at different manufacturing units

2019	USFDA
2018	USFDA, JAZMP - Slovenia
2017	WHO, USFDA, EU (Germany)
2016	USFDA
2015	WHO, USFDA, EU (Germany)
2014	WHO, USFDA, CDSCO
2013	WHO
2012	USFDA
2011	KFDA, USFDA, WHO
2010	MHRA
2009	TGA, USFDA



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.
- 319 reactors with 1,180 Kilo Liters capacity.
- Received approvals from US FDA, WHO-Geneva, NIP – Hungary, KFDA, COFEPRIS & PMDA.

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.
- 227 reactors with 1,752 Kilo Litres capacity.
- Received approvals from USFDA, WHO – Geneva, & NIP – Hungary .

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 125 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.
- 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. (SEZ)
- API manufacturing facility and includes capacity for ingredients, synthesis and contract manufacturing.
- Commercial operations in 2018
- 32 reactors with 85 Kilo Liters capacity
- Received approval from COFEPRIS - Mexico

Unit-VI



- Located at APIIC, Achutapuram, Visakhapatnam, India.
- API manufacturing facility.
- Commercial operations in 2018
- 45 reactors with 261 Kilo Liters capacity.
- Received approval from USFDA

Business Highlights – Q4 & FY 19



Overall

- Total Income at INR 22,919 mn in FY19 (Y-o-Y) grown by 11.5 % and INR 6,352 mn during quarter grown by 13.4% Y-o-Y.
- R & D spent of INR 1,659 mn and 7.4% of sales in FY19.

Generic API

- Filed 238 patent applications and 81 patent granted as on March 31, 2019
- Capacity expansion completed for Lamivudine.
- Unit VI completed USFDA Inspection – EIR Received

Synthesis & Ingredients

- New Business opportunities from Innovator/Pharma companies will accelerate further growth.
- Initiation of Integrated service offering (Drug Substance and Drug Product)

Generic FDF

- Received TLD Approval from USFDA and expecting approval from WHO soon
- Tenofovir approved by WHO and USFDA and also in several EU countries.
- TLE₆₀₀ filed in October -18 with USFDA & WHO; TLE₄₀₀ filed in January -19 with USFDA & WHO
- 4 product validation completed for formulation apart from filling of 19 ANDAs & NDA
- FDF Opex of INR 1,391 mn which includes INR 684 mn related to the R&D in FY19.

Performance Highlights - Abridged Profit & Loss statement



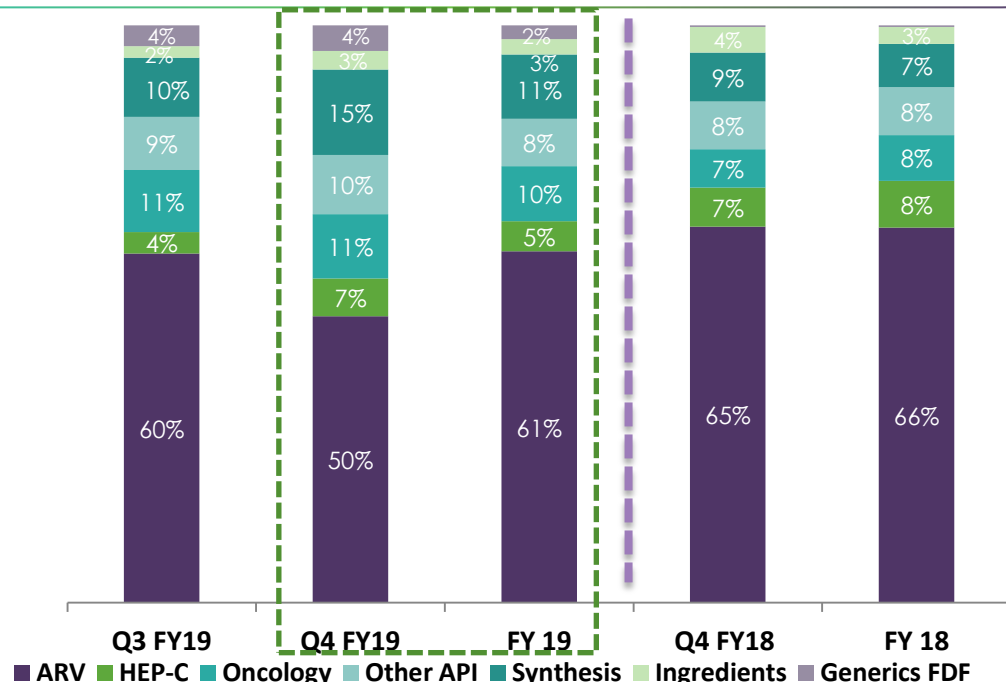
Particulars (Rs. mn)	Q4 FY19	Q4 FY18	Growth %	Q3 FY19	Growth %	FY19	FY18	Growth %
			(Q4 FY19 Vs. Q4 FY 18)		(Q4 FY19 Vs. Q3 FY 19)			(FY19 Vs. FY18)
Total Revenues from Operations (Net)	6,352	5,602	13.4%	5,295	20.0%	22,919	20,562	11.5%
Total Expenditure	5,842	5,012		5,081		21,883	18,479	
EBITDA	1,134	1,219	-7.0%	891	27.3%	3,712	4,418	-16.0%
Margins	17.9%	21.8%		16.8%		16.2%	21.5%	
PBT	526	641	-17.9%	228	130.7%	1,198	2,374	-49.5%
Margins	8.3%	11.4%		4.3%		5.2%	11.5%	
PAT	432	451	-4.2%	178	142.7%	938	1,676	-44.0%
Margins	6.8%	8.1%		3.4%		4.1%	8.2%	
EPS (Diluted)	4.1	4.2	-2.4%	1.7	141.2%	8.8	15.8	-44.3%
	(Not annualised)	(Not annualised)		(Not annualised)				

- Exchange rate per US\$ stood at INR 65.04 by 31st Mar 18, INR 69.79 by 31st Dec 18, INR 69.17 by 31 Mar 19 and appreciated by INR 0.62 (0.89%) comparing to Q3 FY 19 resulted nil impact of forex in Q4 FY 19 and depreciated by INR 4.13 (6.35%) comparing to FY 18 resulted INR 109 mn loss for FY 19.
- Additional cost incurred in FY 19 for FDF business on transfer of rights on profit sharing on 11 products from DRL and Rising pharma, regulatory filing costs in Europe (3 Dossiers), regulatory filing costs in USA (8 ANDAs).
- Major Raw material procurement prices increased significantly due to shortage of intermediates due to environmental issues and closure of manufacturing facilities in China resulted lower Gross margins. This has mitigated from third quarter through alternative sourcing/in house manufacturing.
- The Board of Directors at their meeting held on May 2nd 2019, recommended a dividend on INR 1.50/share, subject to approval of Shareholders

Drivers of Revenue – Division wise revenue breakup



- Total Revenues** grew by 13% for the quarter (Y-o-Y) and 11% for FY 19(Y-o-Y)
- Generic API**
 - ARV** Segment registered a growth of 4% in FY19 (Y-o-Y) on the back of improved volumes. Q4 Revenue stood at INR 3,153 mn due to lower off take of Efavirenz, post adoption of TLD based combination.
 - HEP-C** business registered a growth of 9% in Q4 FY19. The segment recorded sales of INR 415 mn in Q4 FY19 & INR 1,197 mn in FY19, showing a de-growth of 28%
 - Oncology** business showcased a very robust growth of 91% for the quarter (Y-o-Y) & 34% for FY19 (Y-o-Y) on the back of new capacity additions.
 - Other API** sales grew ~40% for the quarter (Y-o-Y) & 10% for FY19 (Y-o-Y). The higher growth in the quarter was led by improved volumes.
- Synthesis** Business continues to report robust revenue growth growing by 98% for the quarter (Y-o-Y), and 66% in FY19 (Y-o-Y), with increase in revenue from Unit 5 and also with improved contribution from CMO business.
- Ingredients** revenues remained flat at INR 606 mn
- Generic FDF** business recorded sales of INR 282 mn in Q4FY19, resulting in FY19 sales of INR 545 mn, On the back of commencement of supplies to Global Fund



Segments (INR mn)	Q3 FY19	Q4 FY19	FY19	Q4 FY18	FY 18	Growth Q4 (Y-o-Y)	Growth FY 19(Y-o-Y)
ARV	3,202	3,153	13,947	3,649	13,358	-14%	4%
HEP-C	197	415	1,197	381	1,669	9%	-28%
Oncology	569	708	2,182	371	1,625	91%	34%
Other API	489	651	1,890	464	1,714	40%	10%
Synthesis	541	940	2,552	474	1,541	98%	66%
Ingredients	106	203	606	250	603	-19%	0%
Generics FDF	191	282	545	14	52	1914%	948%
Total Revenue	5,295	6,352	22,919	5,603	20,562	13%	11%

Note: Consolidated financials as per Ind-AS

Abridged Balance Sheet



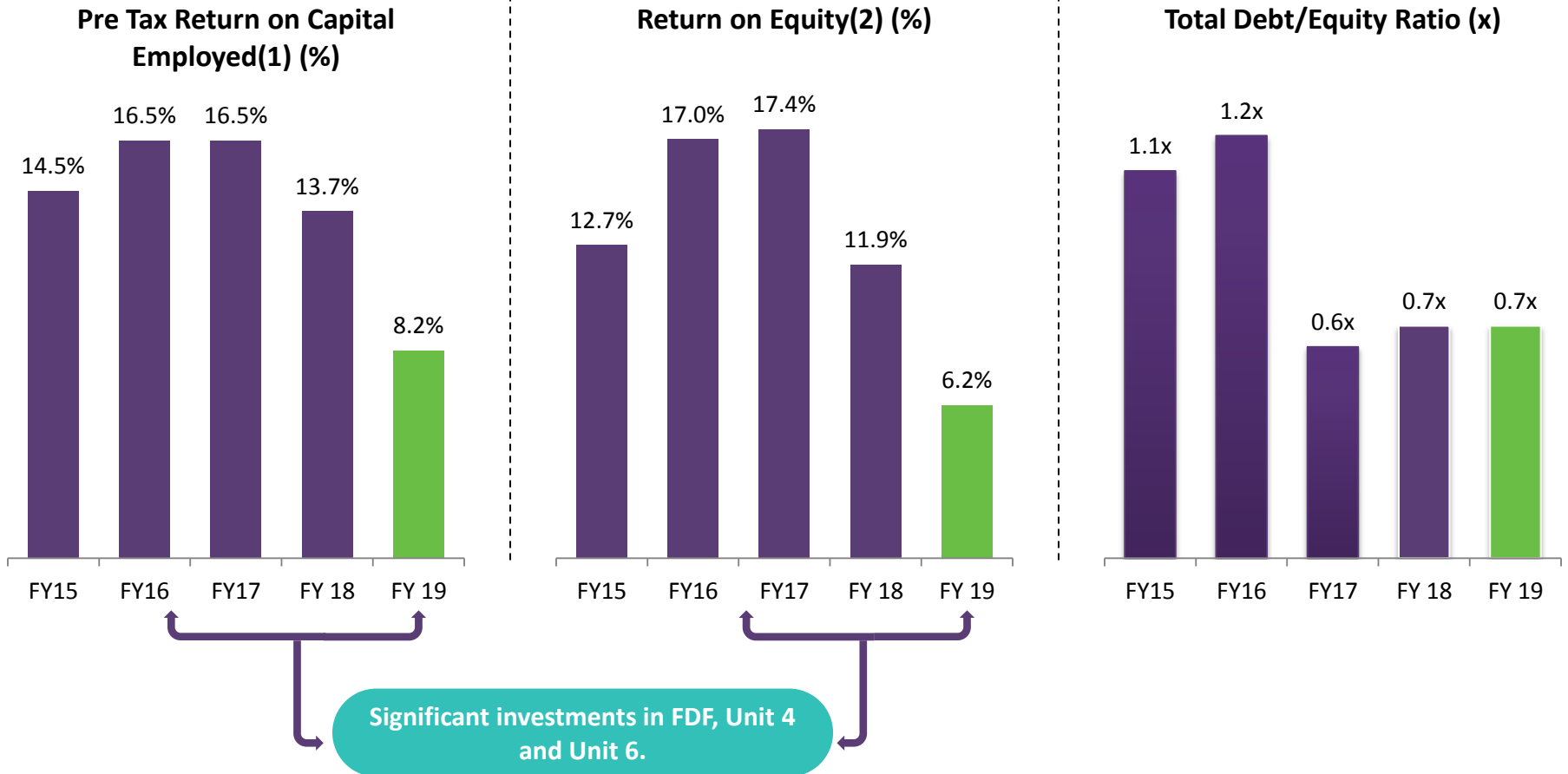
Particulars (Rs. mn)	As on 31.03.2019	As on 31.03.2018
EQUITY AND LIABILITIES		
Shareholders' funds		
Share capital	1,064	1,060
Reserves and surplus	14,520	13,766
Non-current liabilities	3,489	2,272
Current liabilities	14,239	13,069
Total	33,312	30,167
ASSETS		
Non-current assets	1,295	1,252
Fixed assets	17,387	16,440
Current assets	14,630	12,475
Total	33,312	30,167

Particulars (Rs. mn)	As on 31.03.2019	As on 31.03.2018
BORROWINGS		
Long term borrowings	2,587	1,417
Current maturities of LTB	930	797
Short term borrowings	6,842	7,585
TOTAL	10,359	9,799

Note: Consolidated financials as per Ind-AS



Snapshot of Return Ratios

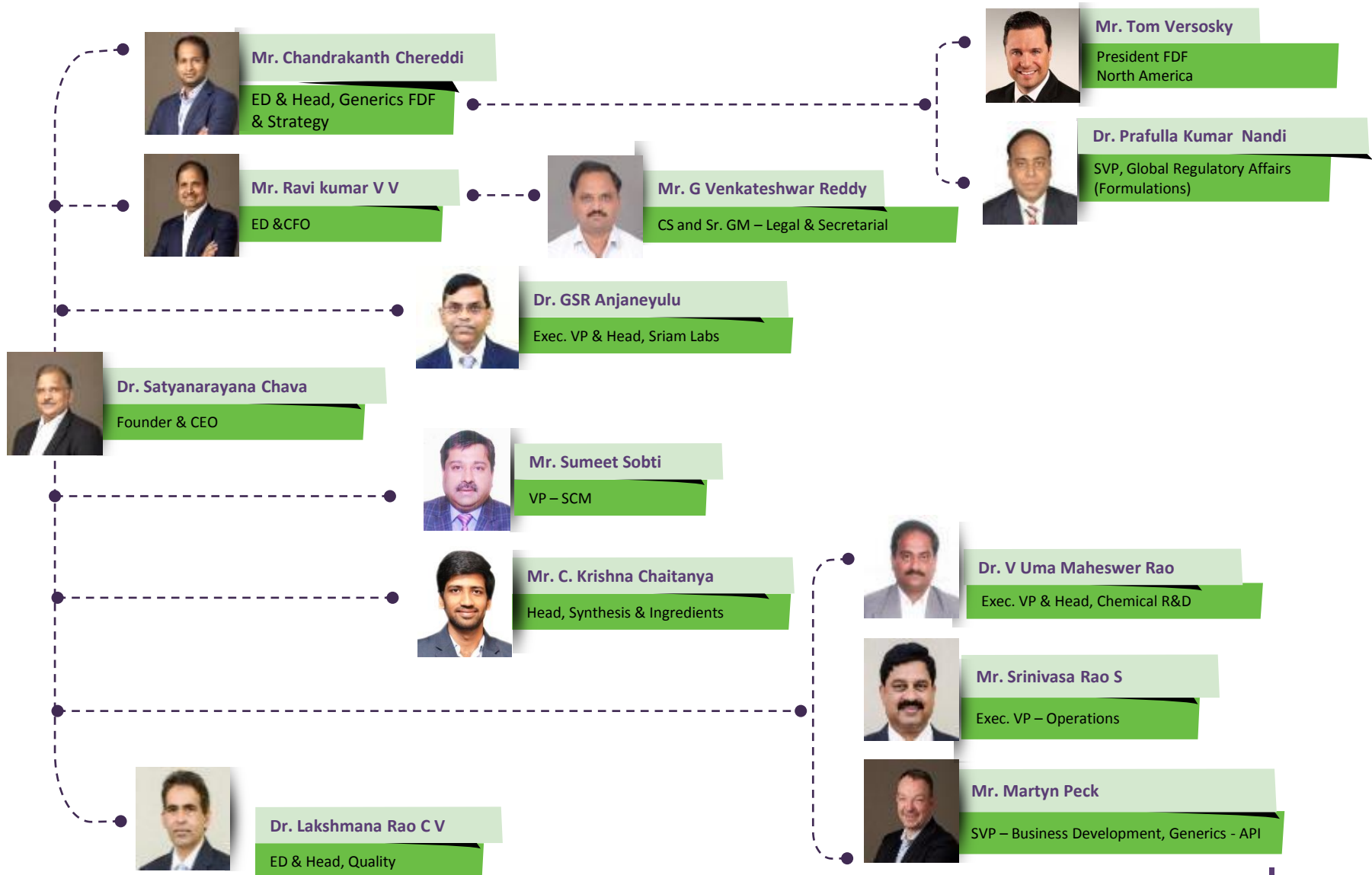


Note: Based on consolidated financials as per Ind AS

(1) 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

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

Management Team





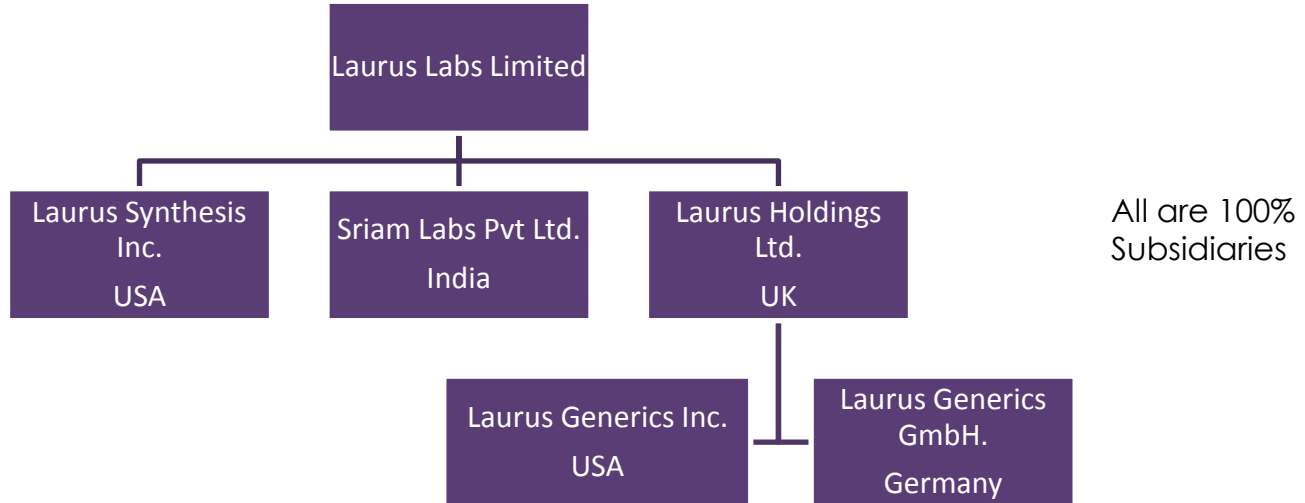
Executive Directors	
Name	Background
Dr Satyanarayana Chava	<ul style="list-style-type: none"> ■ Whole-time Director, Founder and Chief Executive Officer
Ravi Kumar V V	<ul style="list-style-type: none"> ■ Whole-time Director and CFO
Chandrakanth Chereddi	<ul style="list-style-type: none"> ■ Whole-time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

Non-Executive Directors	
Name	Background
Dr. M. Venu Gopala Rao	<ul style="list-style-type: none"> ■ Non Executive Chairman and Independent Director
Narendra Ostawal	<ul style="list-style-type: none"> ■ Managing Director of Warburg Pincus India Private Limited
Aruna Rajendra Bhinge	<ul style="list-style-type: none"> ■ Independent Director; Former Head of Food Security Agenda, APAC at Syngenta India Limited
Dr. Rajesh Koshy Chandy	<ul style="list-style-type: none"> ■ Independent Director; Professor of Marketing at the London Business School
Ramesh Subrahmanian	<ul style="list-style-type: none"> ■ Independent Director; Founder and Director of Alchemy Advisors
Dr. Ravindranath Kancherla	<ul style="list-style-type: none"> ■ Independent Director and Founder-Member and Treasurer of ELSA of Asia in Singapore and Chairman of Global Hospitals

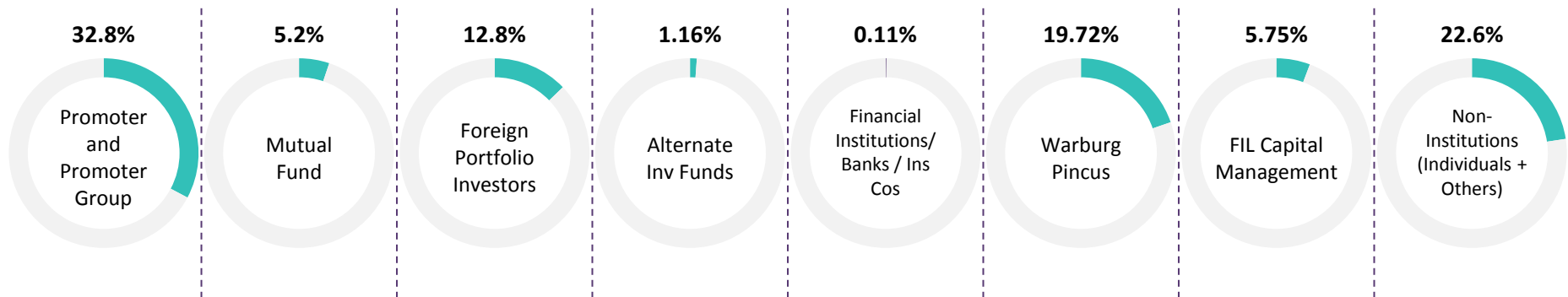


Ownership Structure

Corporate Structure



Shareholding pattern *



* As of 31st March 2019

Express Pharma Excellence Award 2019



Laurus Labs is honored to receive the Indian Express Pharma Excellence Award 2019.

Dr. V. Uma Maheswer Rao, Executive Vice President, Laurus Labs and Mr. Ramana Rao, Vice President, Laurus Labs received the Award at a glittering ceremony in Hyderabad on February 28, 2019.

Laurus Labs is a Fortune 500 Company, Great Place To Work and one of the India's Best Workplace in 2018



Laurus Labs is listed in the Fortune 500 Companies List in India



Laurus Labs is certified as "Great Place to Work" for the year 2018.



Laurus Labs is recognized as one of the Best Work Places in Biotechnology, Pharmaceuticals & Health Care sector for the year 2018



Results Conference Call



Results conference call on Friday May 03, 2019 at 3:00 PM IST

Details of the conference call are as follows:

Timing	3:00 PM IST on Friday, May 03, 2019
Conference dial-in Universal Dial-In	+91 22 6280 1214 +91 22 7115 8115
India Local access Number	+91 7045671221 Available all over India
Singapore Toll Free	8001012045
Hong Kong Toll Free	800964448
USA Toll Free	18667462133
UK Toll Free	08081011573



Contact us

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 www.lauruslabs.com or contact:

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Pavan Kumar N

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Thank You