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January 28, 2021

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 and Nine Months ended December 31, 2020, for the Investors/Analysts call scheduled on January 29, 2021, which was already intimated on January 25, 2021.

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

Q3 & 9M FY21

INVESTOR PRESENTATION

January 28, 2021

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.

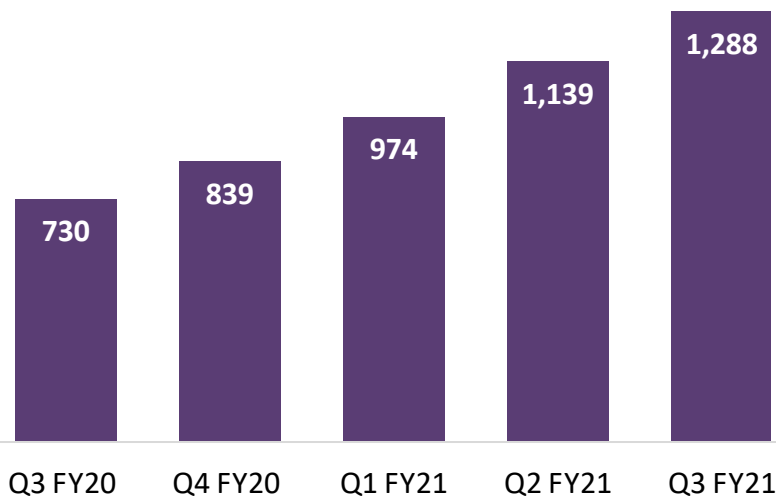
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# Financial Snapshot – Q3 FY21

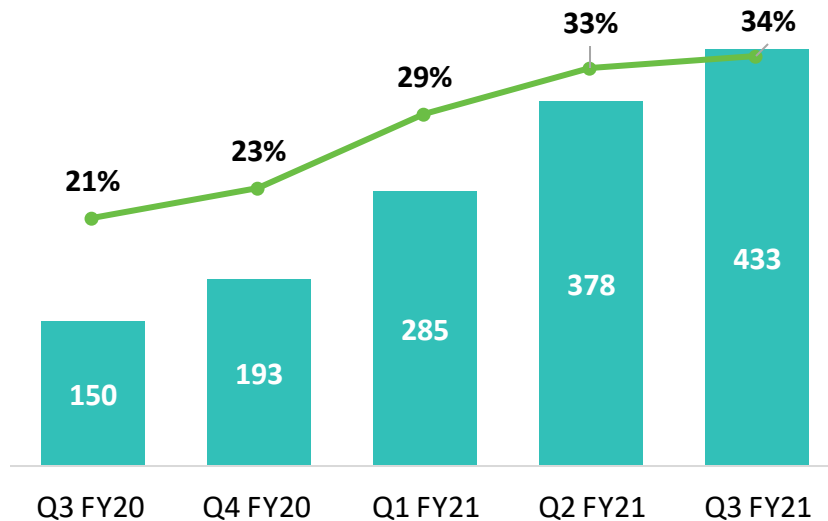
₹ Cr



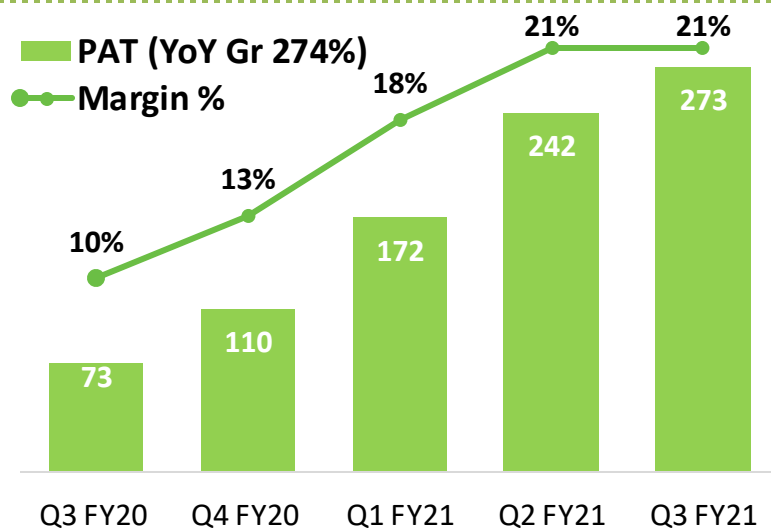
## Revenue (YoY Gr 76 %)



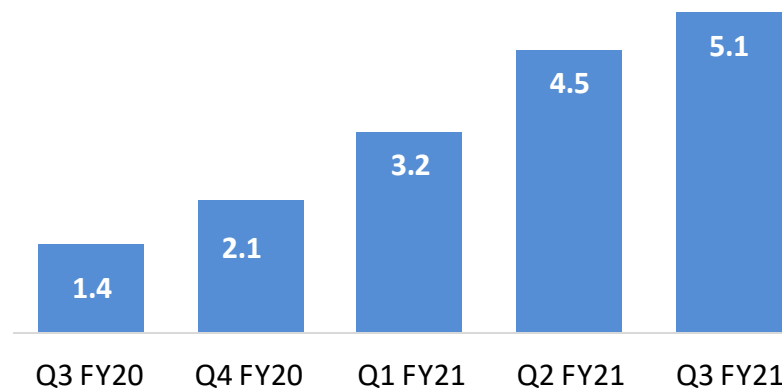
## EBITDA (YoY Gr 189%) MARGIN %



## PAT (YoY Gr 274%)



## EPS ₹ (face value ₹ 2/- per share) (YoY Gr 264%)\*



\* The equity shares of the Company of ₹ 10/- each sub-divided into 5 equity shares of ₹ 2/- each w.e.f. September 30, 2020, accordingly EPS has been restated. 3

# 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>61 DMFs filed</li> </ul>	<ul style="list-style-type: none"> <li>Filed 26 ANDAs with USFDA and 9 Final approvals and 8 tentative approvals In addition completed 2 products validation</li> <li>Filed 12 dossiers in Canada, 9 in Europe, 8 with WHO, 2 in South Africa, 2 in India &amp; 14 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> <li>LSPL – API validations planned</li> </ul>
<b>Infrastructure</b>	<ul style="list-style-type: none"> <li>4 Manufacturing facilities, (3,962 KL) (1) (2)</li> <li>~1,000 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 (LSPL) Capacity (149 KL)</li> </ul>

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

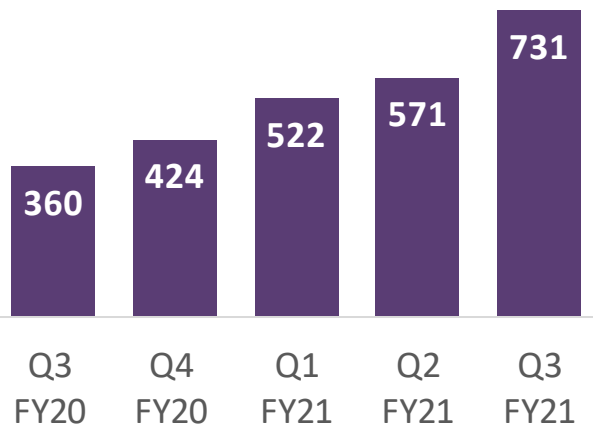
(2) APIs , Ingredients and Synthesis (other than Aspen supplies) are manufactured at Unit 1,3,4 & 6

# Segmental Revenue Breakup

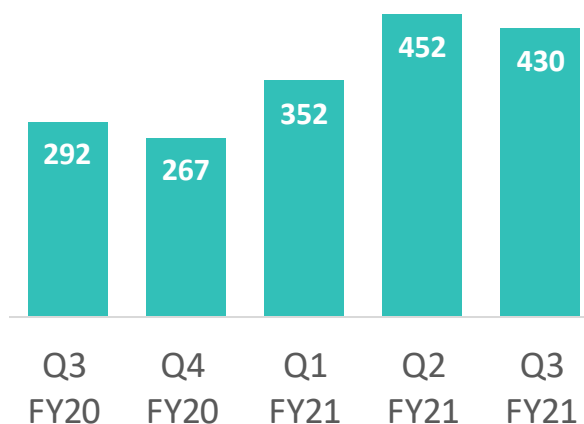
₹ Cr



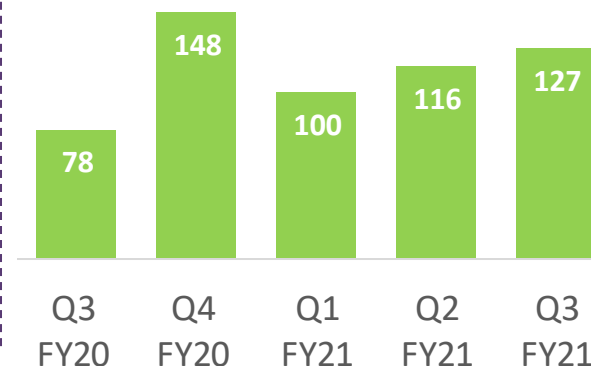
## Generics API



## Generics FDF

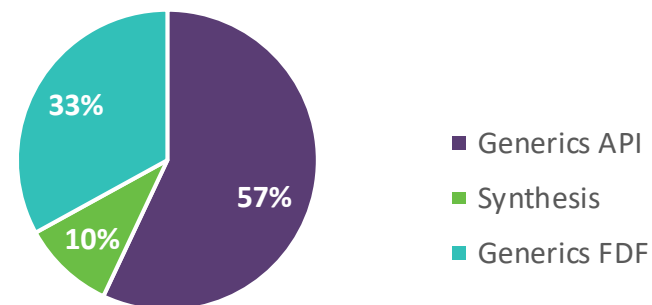


## Synthesis



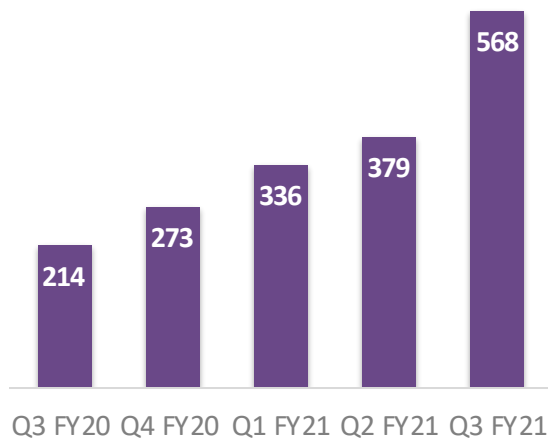
- Generic API** division showcased a robust growth of 103% YoY
  - Anti Viral segment recorded a robust growth of 165% YoY
- Generic FDF** Revenue Showcased a healthy growth of 47% YoY
  - The growth was led by higher LMIC Market volumes and increased volumes from North America and EU
  - Commenced marketing of in-licensed products in the USA to leverage front-end capabilities
- Custom Synthesis** division recorded a strong growth of 63% YoY

Q3 FY 21 Contribution

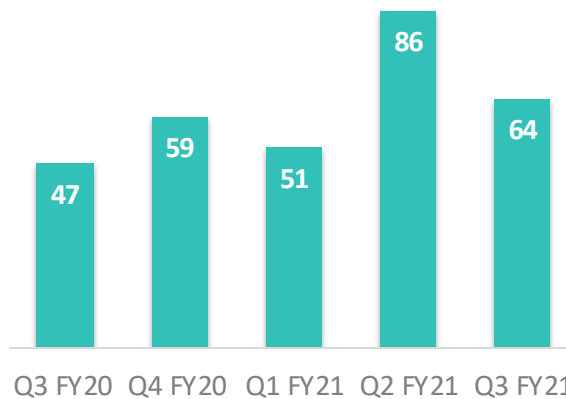




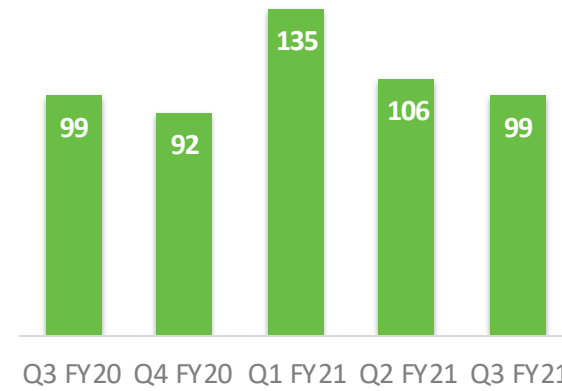
Anti Viral API



Onco API

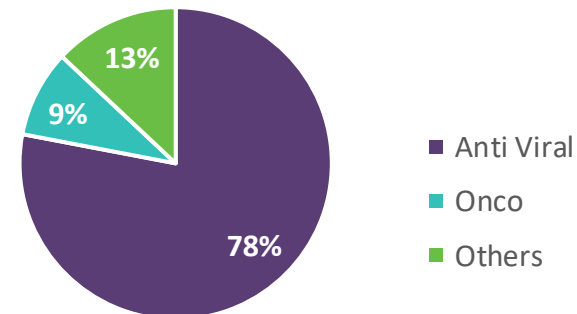


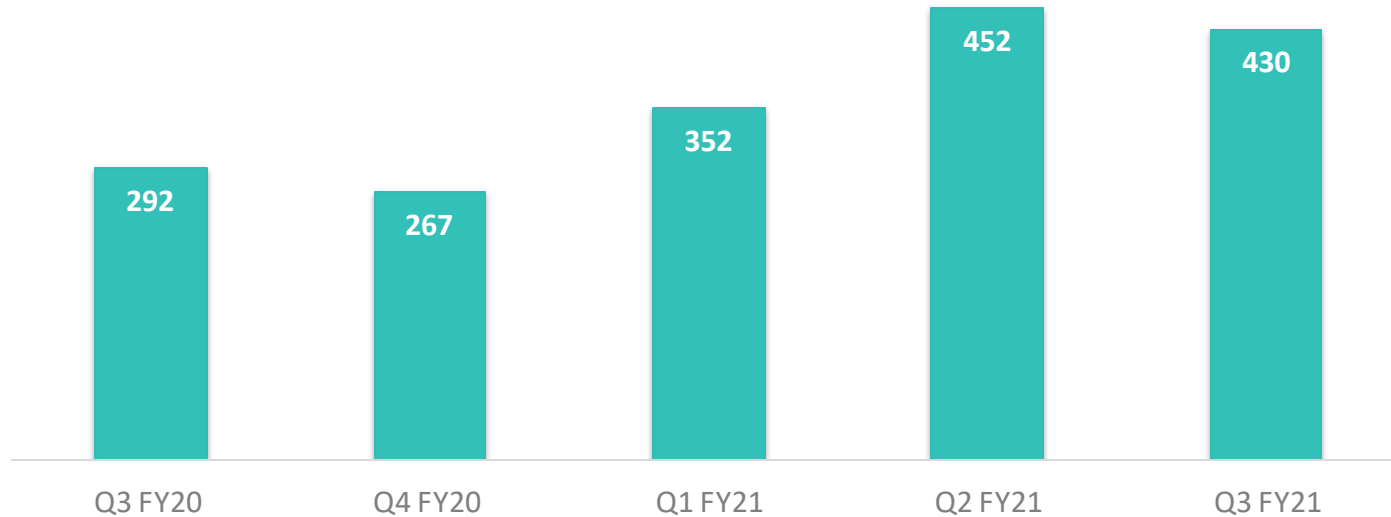
Other API



- **Anti Viral API** revenue showed a growth of 165% (YoY)
- **Onco API** revenue showed a growth of 36% (YoY)
- **Other API** revenue remained flat (YoY)

Q3 FY 21 Contribution





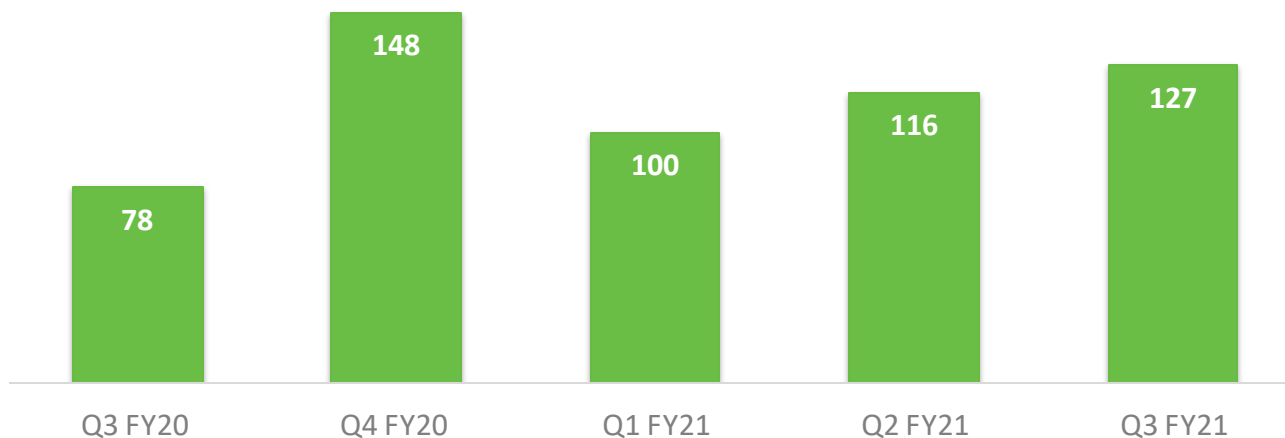
**Generic FDF** revenue showcased a healthy growth of 47% YoY

- **RoW Markets** – Launched TLE400 in the LMIC market
- **North America** – Sales were driven by increased volumes in the US
  - Commenced marketing of in-licensed products thereby by leveraging our own front end
- **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 (CDMO) Division

₹ Cr



- Revenue from Custom Synthesis division showed a strong growth of 63% (YoY)
- Total Number of Active Projects in the CDMO division stood at 49 as on Q3 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 on-going for 4 products



# 15 Years Journey so far

Capabilities *	As on Mar-11	As on Mar-16	As on Dec-20
Description of the Company	ARV API company	API Company	Pharmaceutical Company
Team Strength	883	2,266	4,540
Manufacturing units	1	2	8
Reactor Volume (KL)	220	1,870	4,413
Formulation OSD (bn)	-	2	5
DMF's	12	28	61
ANDA's - Total filed			26
- Para IV			2
- First to File	-	-	7
Patents - Filed	48	218	282
- Granted	-	25	141
US FDA approved manufacturing sites	1	2	5

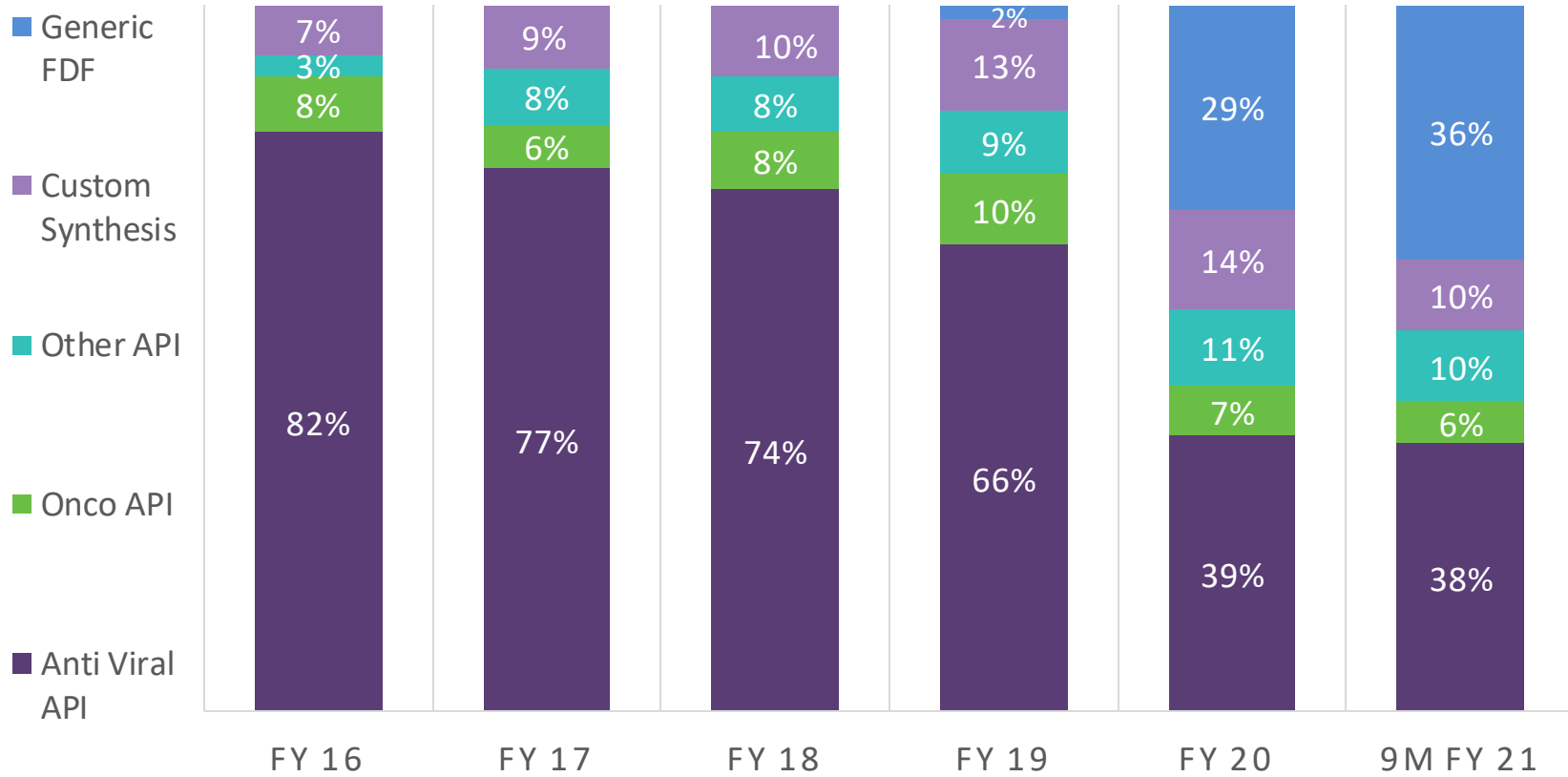
\* Consolidated numbers

Funds Flow Analysis(₹ Cr) * (for each period of 5 Yrs)	FY 06-FY 11	FY 11-FY 16	FY 16-FY 21**
<b>Sources</b>			
Cash Profit (PAT +Dep)	7	633	2,128
Equity incl. Sec. Premium	127	359	313
Net Debt	230	773	55
<b>Total - Sources</b>	<b>365</b>	<b>1,765</b>	<b>2,496</b>
<b>Application</b>			
Gross block incl. CWIP	241	1,187	1,711
NWC & Others	123	572	655
Dividend incl. Tax	0	6	130
<b>Total - Application</b>	<b>365</b>	<b>1,765</b>	<b>2,496</b>

\* Consolidated numbers based on certain assumptions

\*\* FY 21 numbers are as of 31<sup>st</sup> Dec 2020

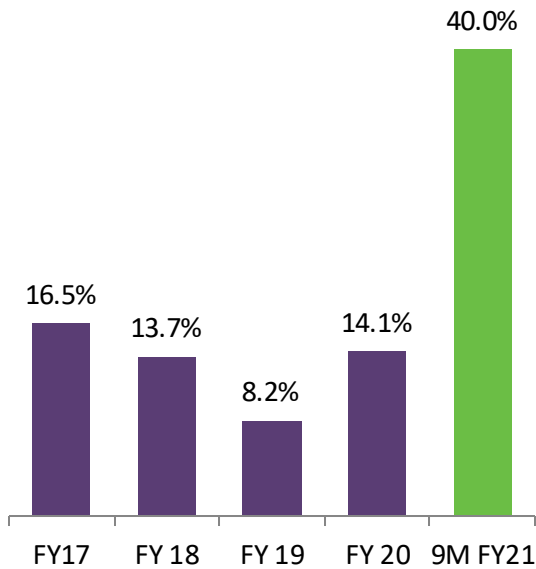
# 5 year Division wise Revenue Contribution



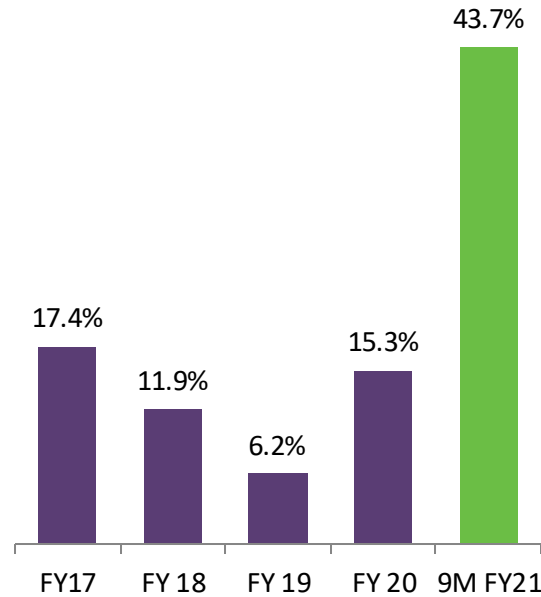


# 5 years Return Ratios

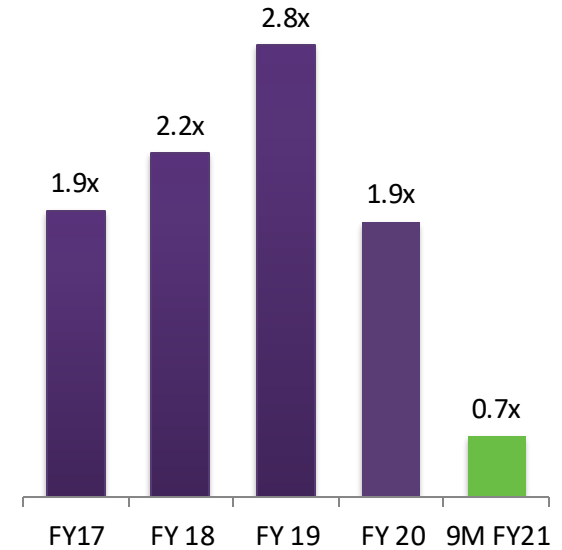
**Pre Tax Return on Capital Employed(1) (%)**



**Return on Equity(2) (%)**



**Net Debt/EBIDTA (3) (x)**



Note: Based on consolidated financials as per Ind AS

9M FY 21 ratios are calculated based on annualized numbers

- (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
- (3) Net Debt means total debt less cash balances as on 31<sup>st</sup> December 2020

Net Debt ₹ Cr	FY 17	FY 18	FY 19	FY 20	FY 21*
Long-Term	198	221	352	266	474
Short-Term	644	759	684	791	621
<b>Gross Debt</b>	<b>842</b>	<b>980</b>	<b>1,036</b>	<b>1,057</b>	<b>1,095</b>
Less: Cash & Bank balances	(2)	(3)	(3)	(2)	(37)
<b>Net Debt</b>	<b>840</b>	<b>977</b>	<b>1,033</b>	<b>1,055</b>	<b>1,058</b>

\* As on 31<sup>st</sup> December 2020



# Laurus Bio – Richcore

- Laurus Labs has completed the acquisition of majority stake (72.55%) in Richcore Lifesciences Pvt Ltd (Richcore) valued at ₹ 340 Cr and the cost of acquisition of 72.55% stake is ₹ 246.67 Cr. funded through internal accruals.
- Laurus has acquired the stake from the existing shareholding of both Eight Roads Ventures and VenturEast.
- The current promoters led by Mr. Subramani Ramchandrapa will continue to be in the executive board and run the operations.
- **Richcore Lifesciences will be renamed to Laurus Bio Pvt. Ltd.**
- Laurus Bio has 2 manufacturing facilities. The first one has fermentation capacity of 10,750 Lts while the second one has 180,000 Lts (will be available by March 2021)
- Laurus Bio/Richcore is an emerging biotech company
  - Fast Growing Research Driven Bio - Manufacturing Company
  - Recombinant products - animal origin free products for safer, viral free bio manufacturing
  - Precision Fermentation capabilities - scale up expertise and large scale manufacturing capabilities
  - Strategic global partnerships for commercialization of products



# Manufacturing Facilities at Parawada, Vizag

## Unit-I



- Located at Jawaharlal Nehru Pharma City, Visakhapatnam, India.
- API manufacturing facility and includes capacity for ingredients, synthesis and contract manufacturing.
- Commenced operations in 2007.
- 328 reactors with 1,226 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, Visakhapatnam, India.
- API manufacturing facility and includes capacity for ingredients, synthesis and contract manufacturing.
- Commenced operations in 2015.
- 231 reactors with 1,757 Kilo Litres capacity.
- Received approvals from USFDA, WHO – Geneva, NIP – Hungary, COFEPRIS, KFDA, ANVISA & JAZMP – Slovenia.

## Unit-V



- Located at Jawaharlal Nehru Pharma City, Visakhapatnam, 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 Q1 FY22
- API block with 12 reactors with 83 Kilo Liters capacity.
- Received approvals from BVG Hamburg Germany, USFDA, WHO – Geneva, JAZMP – Slovenia, ANVISA 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
- 54 reactors with 221 Kilo Liters capacity
- Received approval from WHO, USFDA and COFEPRIS – Mexico

## Unit-VI



- Located at APIIC, Achutapuram, Visakhapatnam, India.
- API manufacturing facility.
- Commercial operations in 2018
- 68 reactors with 758 Kilo Liters capacity.
- Received approval from USFDA

# Quality Focus & Regulatory Audits

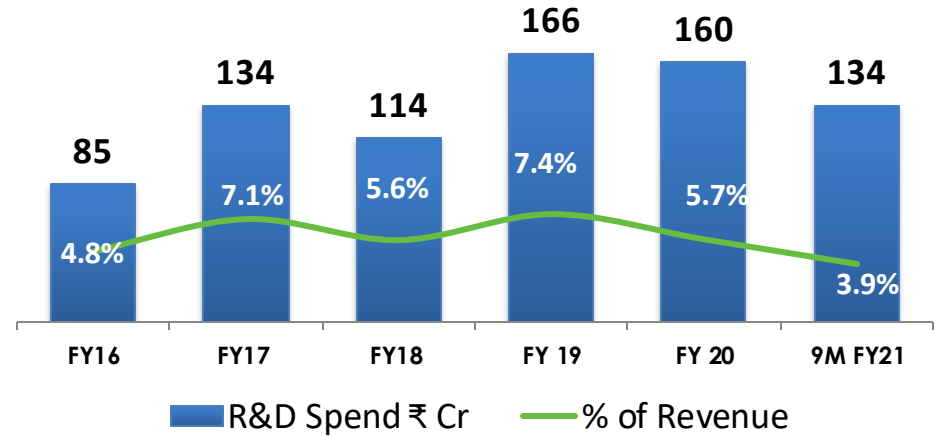


Facility	Key Agencies	Recent Inspection Year
Kilo Lab – R&D	USFDA	2016 – EIR received
Unit 1	USFDA, WHO – Geneva, ANVISA, COFEPRIS – Mexico and JZAMP Slovenia	2019 - 20 – EIR Received, and cGMP certification received
Unit 2	USFDA, WHO – Geneva, BGV Hamburg, ANVISA, JZAMP – Slovenia & Various African Countries	2019 - 20 – EIR Received, and cGMP certification received
Unit 3	USFDA, WHO – Geneva, ANVISA, COFEPRIS – Mexico and JZAMP Slovenia	2019 - 20 – EIR received, and cGMP certification received
Unit 4	WHO, USFDA & COFEPRIS – Mexico	2019- 20 – 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	4
<b>Total</b>	<b>26</b>	<b>9</b>	<b>12</b>

	DMFs	Patents Filed	Patents Granted
Cumulative Filings	61	282	141

# 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 for Synthesis Business
- Other therapeutic areas and Oncology to offer consistent opportunities to broaden scope, with ongoing new product introduction

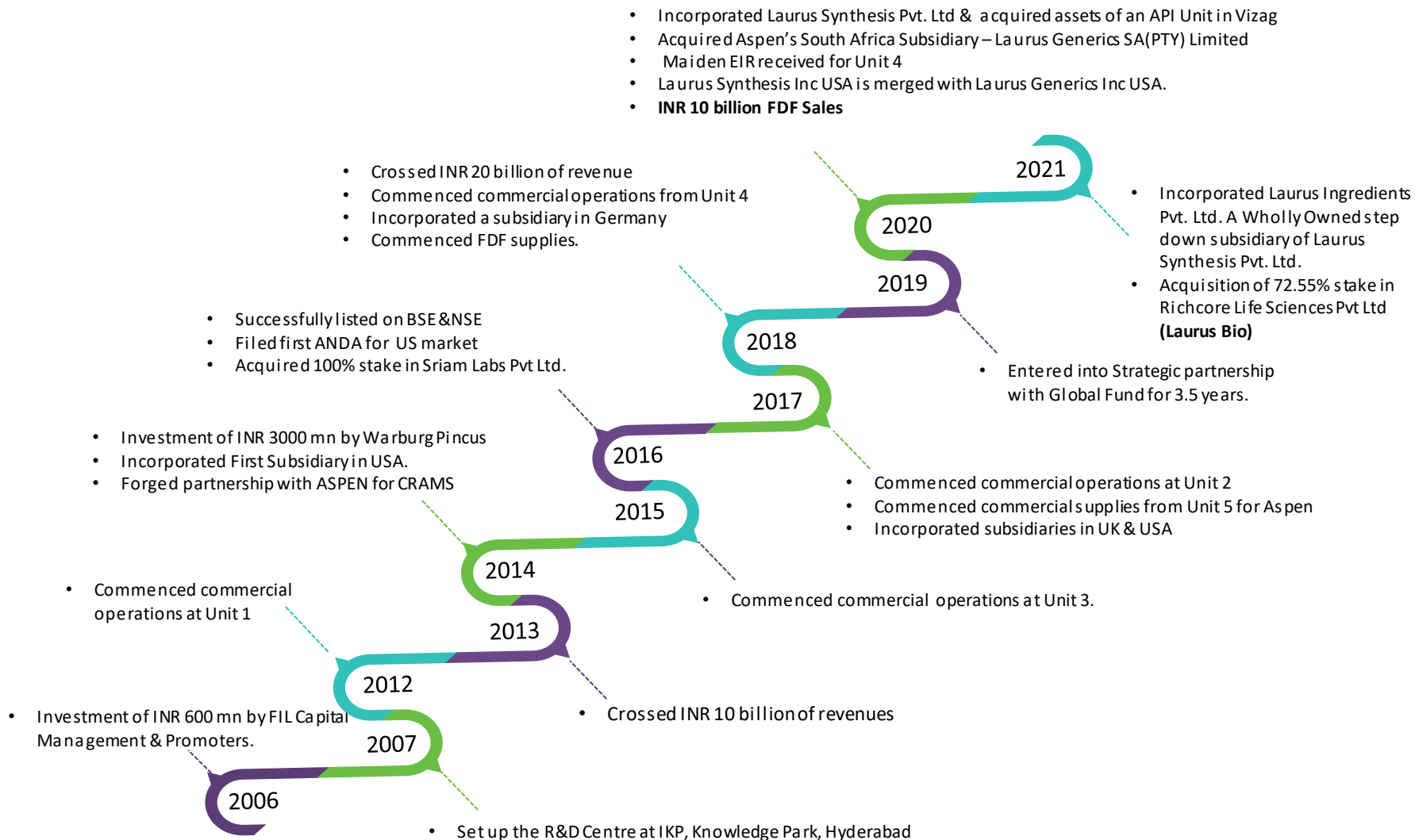
## Changing business mix to drive growth

- Generic FDF segment contributed ~36% in 9M 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
- Incremental contribution from Ingredients business.
- Acquired Aspen's South African Subsidiary, in order to get a foothold in worlds' largest Generic Accessible ARV market
- The Richcore acquisition will help us enter into high growth segments of AOF products, Enzymes and Biologics

## 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
- Initiating green field expansion for all the divisions (API, FDF and Synthesis)

# Key Milestones





# Board of Directors & Leadership Team

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>



**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, API & R&D



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



**Mr. Krishna Chaitanya Chava**  
Exec. VP & Head, Synthesis



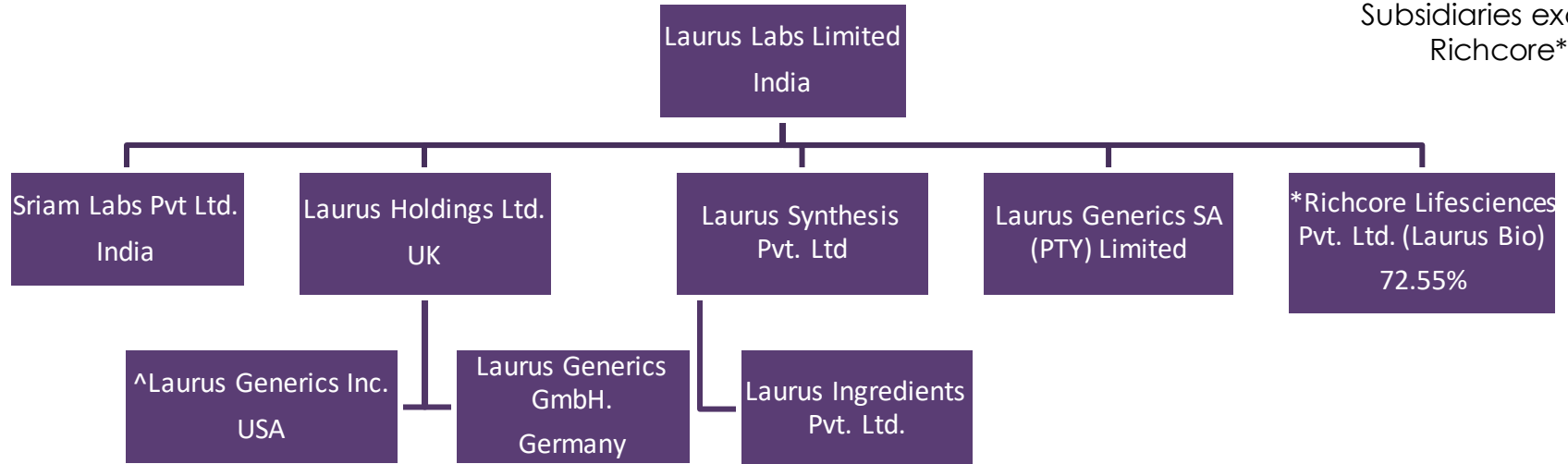
**G. Venkateshwar Reddy**  
CS & AVP – Legal & Secretarial



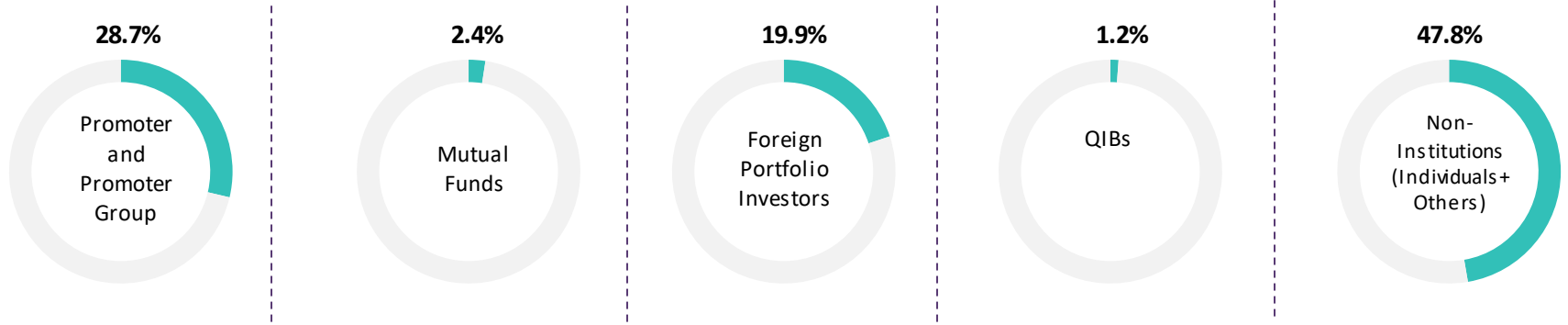
# Ownership Structure

## Corporate Structure

All are 100% Subsidiaries except Richcore\*



## Shareholding pattern \*



\* As of 31<sup>st</sup> Dec 2020

^ Laurus Synthesis Inc USA is merged with Laurus Generics Inc USA from Sept 30<sup>th</sup> 2020

# Results Conference Call



**Results conference call on Friday January 29, 2021 at 11:00 AM IST**

**Details of the conference call are as follows:**

Timing	11:00 am IST on Friday, January 29, 2021
Conference dial-in Universal Dial-In	+91 22 6280 1148
India Local access Number	+91 7045671221 Available all over India
Singapore	800 101 2045
Hong Kong	800 964 448
USA	1 866 746 2133
UK	0 808 101 1573

**For Diamond pass please Copy this URL in your browser:**

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=0592991&linkSecurityString=1d5aa2318>



# 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.



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

*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**