

April 25, 2024

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/Madam,

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 year ended March 31, 2024, for the Investors/Analysts call scheduled on April 25, 2024, which was already intimated on April 18, 2024.

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

FY 2024

Financial Results and Business Update

April 25 , 2024



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

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Agenda

- 1 Corporate Overview**
- 2 Financial Overview**
- 3 Business Review & Strategy**
- 4 Outlook**





Corporate Overview

FY 2024 Underlying performance



Full Year 2024 in numbers

5,041Cr

Revenues in ₹
-17%

+9% ex-PO² delivery

51.7%

Gross
Margin

798Cr¹

16%
EBITDA Margin

700Cr

CAPEX in ₹
14% of Revenues

7,762

Reactor
Volume in KL

1,113

Quality
audits

6,735

Employees

2,458

R&D &
Quality team

Q4

1,440Cr

Revenues in ₹
+4%

259Cr

18%
EBITDA Margin



¹ EBITDA margins is after taking into account expenses in CGT

² Underlying growth excluding material Purchase Order (PO) supplied to Big Pharma in FY23

FY 2024 – Putting strong base to deliver future growth and operational excellence



Key Milestone throughout 2024

- Strong customer interest in Laurus technology offerings (Hydrogenation, Flow chemistry, Biocatalysis, and large commercial capacity) and healthy NCE pipeline progress. Delivering on multiple RFPs involving higher chemical complexity
- MSA¹ signed with leading Crop protection Co, diversify portfolio with sales visibility for mid and long term
- New Animal health DS facility brought online and further discussing opportunities to support DP solution
- Groundbreaking on Commercial facility (2Mn liter) for expanded microbial/CDMO offering at Vizag
- Breakthrough innovation on India's First CAR-T NexCAR19[^] to treat BCL/B-ALL². In-licensed 4 gene therapy IP assets from IIT Kanpur
- Strategic JV with KRKA to enhance generic portfolio and market presence (including India market)
- Prioritizing efforts to improve margin, particularly increasing asset utilization (CDMO + nARV Generics) through FY25
- Resilient financial health delivered ~52% GPM and Committed capacity built-up ongoing despite operational challenges
- Reorganisation of Board of Directors by considering growth potential and succession planning



Regulatory & ESG

- 135 quality audits by customers and several regulatory agencies
- Committed to Science Based Targets Initiative (SBTi)
- All facility EMS (ISO 50001) certification to be completed by June'24. Multiple renewable energy project under implementation



Consecutive "BBB" rated by MSCI ESG Ratings in last 3 Years *



DJSI-23 ESG score # 59*
Improved S&P Global CSA score (Vs. 43 LY)

¹ Manufacturing Supply Agreement, [^] NexCAR19 is an innovative immunocellular therapy that is a one-time treatment manufactured individually for each patient using the patient's own T cells,

² B-cell lymphomas & B-acute lymphoblastic leukaemia

* MSCI rating as per Sep'2023

Board reorganisation considering growth potential and succession planning

1

Existing (Executive director)



Dr. Satyanarayana Chava (63)

Executive Director & CEO

Key Expertise: Over three decades of experience in Pharmaceutical industry



Mr. Ravi Kumar V V (59)

Executive Director & CFO

Key Expertise: Over three decades of experience in Finance, IT, M&A & Strategic alliance, HR, Supply chain and Sustainability



Dr. Lakshmana Rao C V (62)

Executive Director

Key Expertise: Over three decades of experience in Quality control, Quality assurance, Regulatory Affairs



Mr. Krishna C Chava (34)

President, Head – Synthesis
(joined Laurus in April 2017)

Key Expertise: Strategy, Marketing

Qualification: PG MFAB from ISB Hyderabad, Masters in Mechanical Engineering from North Carolina State University, B.Tech from BITS Pilani

Existing Directorships: Laurus Synthesis (LSPL), Sriam Labs, Laurus Infosystems (India), & Laurus Specialty Chemicals

New additions *



Ms. Soumya Chava (37)

EVP, Head – Commercial SCM & BD Generics (joined Laurus in Aug 2023)

Key Expertise: Commercial acumen on multiple business aspects including Operations, Supply chain, BD and Clinical trial management

Qualification: B.Pharm, Masters in Clinical Research / Masters in Business Administration from Campbell University, USA, PG Diploma in Patents Law

Existing Directorships: Laurus Synthesis (LSPL) since 2021

* Board has appointed Mr. Krishna C Chava and Ms. Soumya Chava as Additional directors designated as Executive Director, at its meeting held on 25 April, 2024 on the recommendation of the Nomination and Remuneration Committee and the Audit Committee. The appointments mentioned above are subject to approval by the shareholders pursuant to the provisions of Companies Act, 2013 and the SEBI (LODR) Regulations, 2015

Committed to Strong Corporate Governance w/45% Independent Board

2

Existing members

New members*



Mrs. Aruna Bhinge

Non-Executive & ID^A

Key Expertise: +19 years experience in food Security, Strategic planning (ex-Syngenta India)



Dr. Rajesh Koshy Chandy

Non-Executive & ID

Key Expertise: Marketing Professor at London Business School, Business Educator, Writer, Strategy



Dr. Ravindranath Kancherla

Non-Executive & ID*

Key Expertise: Surgeries (Gastroenterology, Laparoscopic), Organ transplantation, Founder-Global Hospitals Group



Mr. Karnam Sekar

Non-Executive & ID

Key Expertise: Former DMD of SBI (1983-2018) and former MD of Dena Bank/IOB with over four decades experience in Financial Services, Corporate Finance, Treasury Management & Stressed Asset

Existing Directorships: Incred Financial services, Incred Prime Finance and UGRO Capital, Incred Holdings

New Board Composition

adds to diverse thought leadership enabling Resilient for long-term

55% Board specializing in pharmaceutical industry experience

45% Independent board

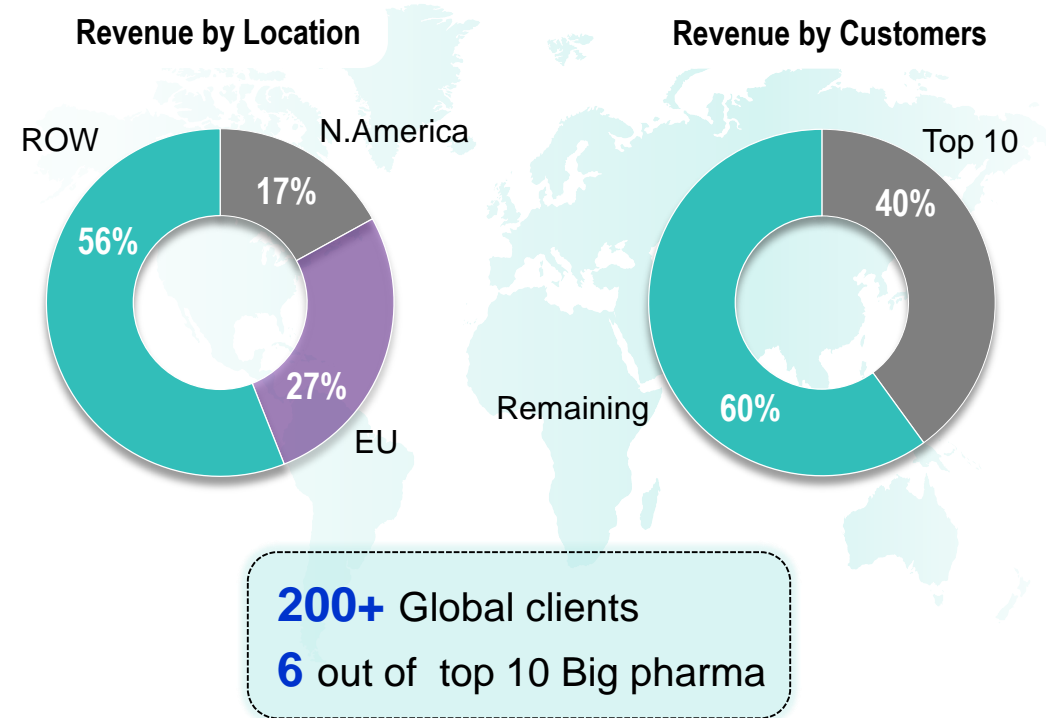
22% Women directors

^AIndependent Director * Board in its meeting held on April 25, 2024, has appointed Dr. Ravindranath Kancherla as Non-Executive Chairman with effect from May 18, 2024. He has been a member of the Board since 2017 in Independent role. He will take over from Dr. M. Venu Gopala Rao who is going to complete his term on May 17, 2024 (and who has been ID and Chairman of the Board since 2017). Additionally, Board has nominated Mr. Karnam Sekar, experienced banker as Non-Executive & ID subject to approval by the shareholders

Business Division – Strong cumulative performance with Broad Portfolio of Customer

	Revenues %	FY24	CAGR FY19-24
1	API Active pharma ingredients 51%	-2%	6% ✓
2	CDMO Contract Development & Manufacturing Services 18%	24% ^	26% ✓
3	FDF Formulation/Drug Product 28%	24%	92% ¹ ✓
4	BIO Biotechnology 3%	28%	40% ² ✓

Diversified portfolio of Customers



^ Core Growth excluding material Purchase Order (PO) supplied to Big Pharma in FY23

¹ Based on lower FY19 base since Laurus started realizing sales

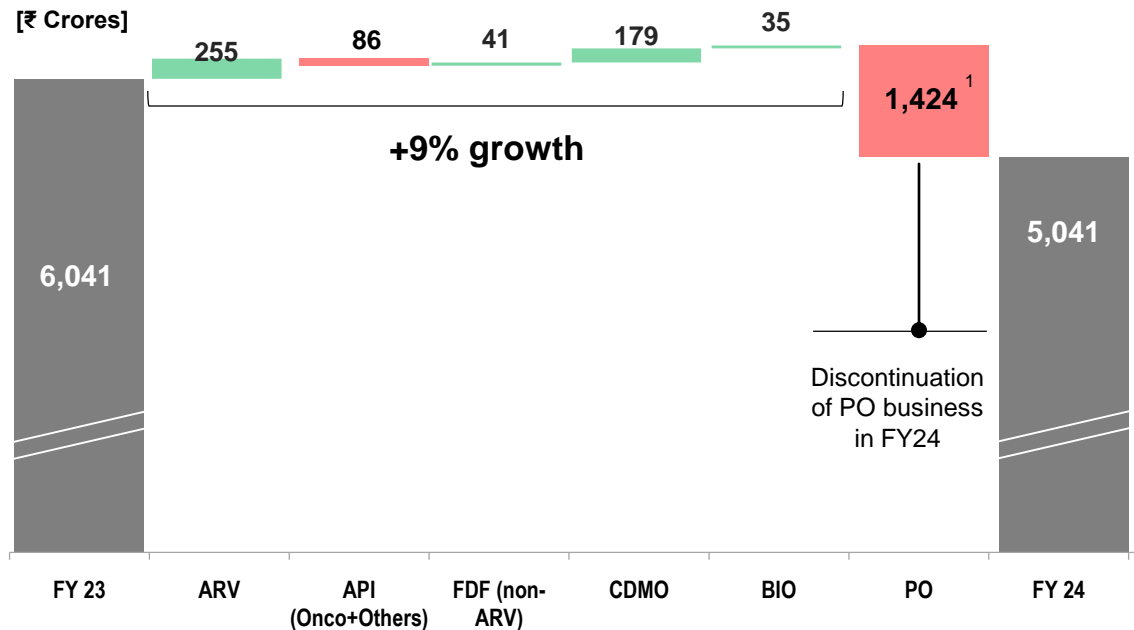
² Based on FY21 annualized sales for Laurus Bio at the time of acquisition (Acquired date: Feb 2021)

* Based on Geographical location of the Customer

FY 2024 Resilient growth ex-PO while Negative impact in Margins nearing inflection

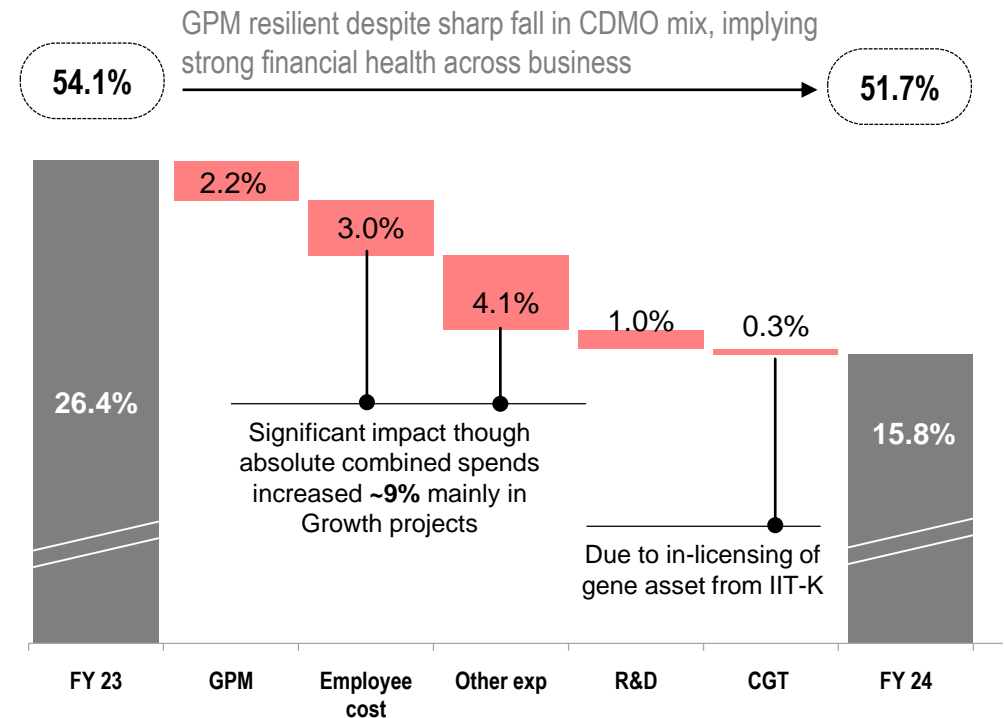
Base business grew adjusted for one-time PO impact

Covid-19 Purchase order (PO) impact

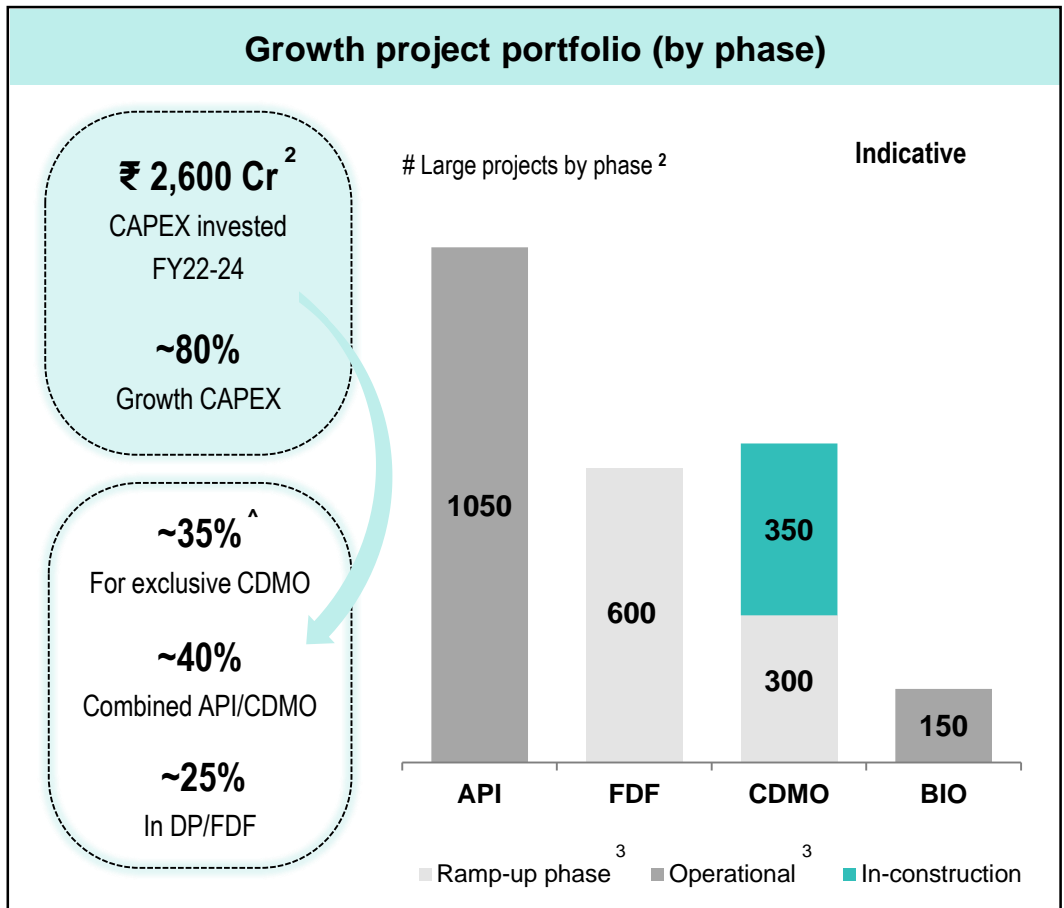
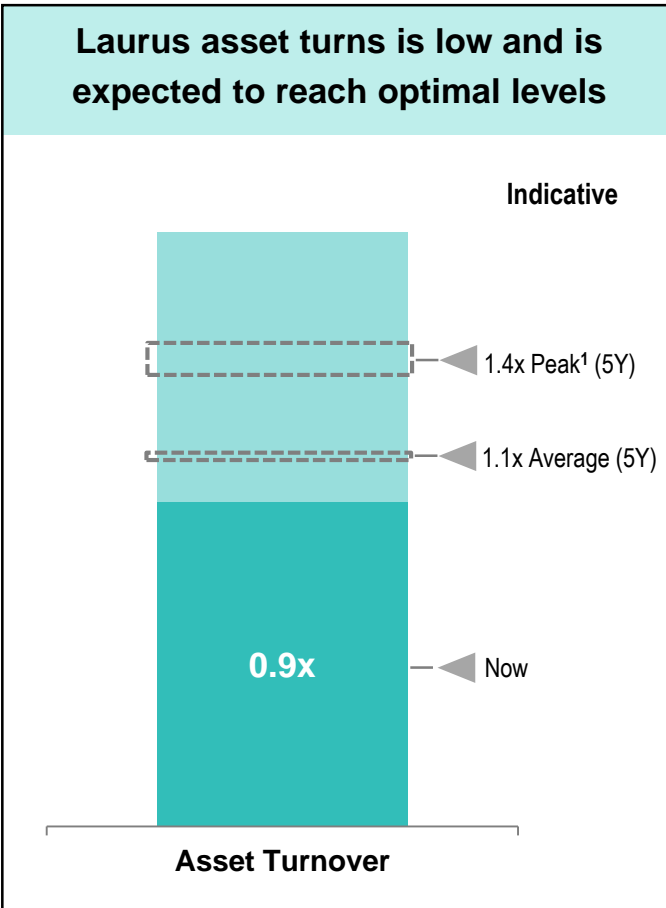


¹ FY23 revenues includes one-time material Purchase Order supplies to Big pharma, which was completed in Dec'22

GPM healthy; Margin decline from asset underutilization



FY22-24 Capex Optimisation underway to support medium-term growth



Optimisation underway

\$100mn CDMO investments ongoing

- Dedicated AH facility operational from Nov'23 – expect supplies in FY25+ (6m delayed due complex chemistries & High Potent API mfg block qualification)
- R&D center (small molecules & HP's) to get commission in June'24
- Crop Protection unit qualification by FY25 end

40%⁶ of the Capex across CDMO/API/DP yet to meaningfully scale-up

\$40mn fermentation focused new Capex planned for FY25; Ground broken

- Change of site to Vizag⁵; Decision geared towards maximizing Complex CDMO project delivery & optimized infrastructure

* Including the New capacities brought on-line in FY22/23 i.e API: close to +3 million liters reactor volumes & FDF: +5bn units which are yet to reach peak potential
¹ Indicates Maximum capacity absorbing plant maintenance, ² Cumulative Net addition (including CWIP) >150 crore including Land and ETP plant related capex
³ Operational defined as 50% of peak revenue potential & Ramp-up defined as under-utilized or <50% of peak potential, [^] including BIO, ⁵ Initially Proposed at Mysore however Change to new location does not affect the Master Plan and Commercial timelines for the Fermentation project (i.e Phase1 by June'26), ⁶ Excludes Capex In-Construction



Delivering our existing CDMO growth projects

Vizag (LSPL-U2 multiple Mfg block operational in FY24, LSPL-U4 build up ongoing)



CDMO R&D Hyderabad (to be opened in June'24)



Construction Progress (Mar'24)

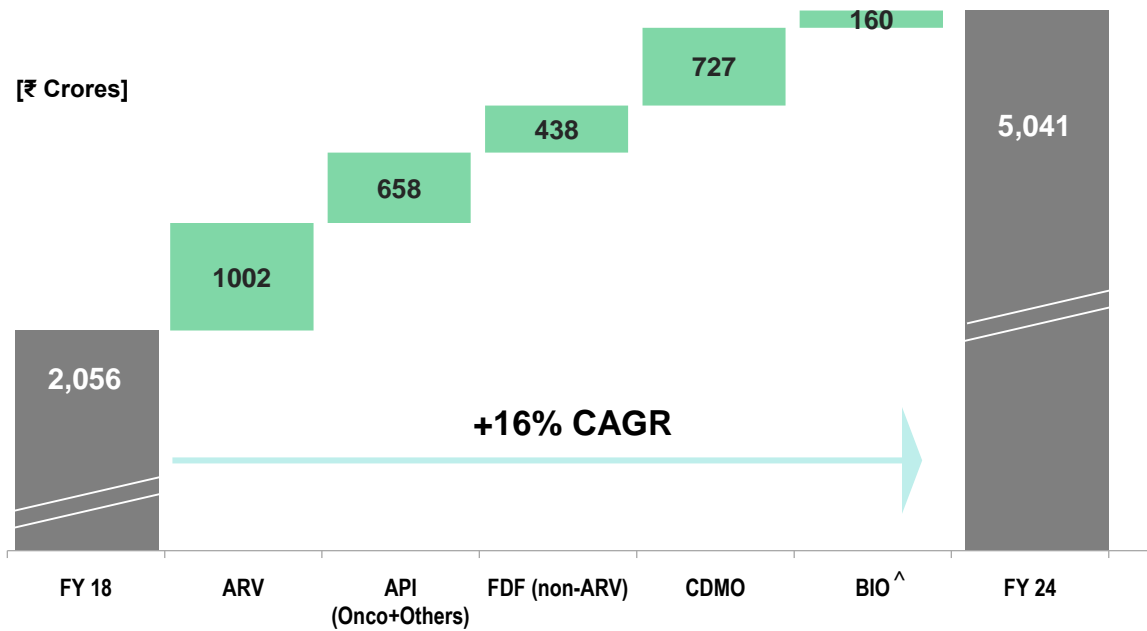


1 Exclusive Ag-chem facility LSPL unit 4 built on track – Multi year Development and manufacturing contract already signed

2 Animal Health drug substance manufacturing facility (LSPL-U2) build is on track and MB1 and MB2 already operational from Nov/Dec 2023 – Capacities almost fully contracted

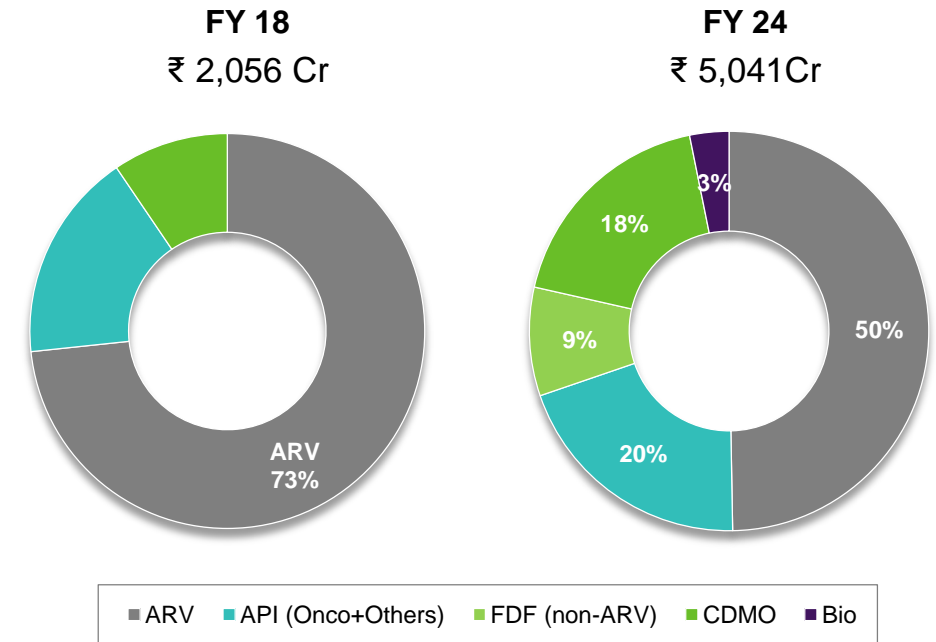
Diversifying underlying business growth, backed by Integrated model

Healthy revenue growth through robust model



^ Reflects revenues since acquisition of Laurus Bio in Feb 2021

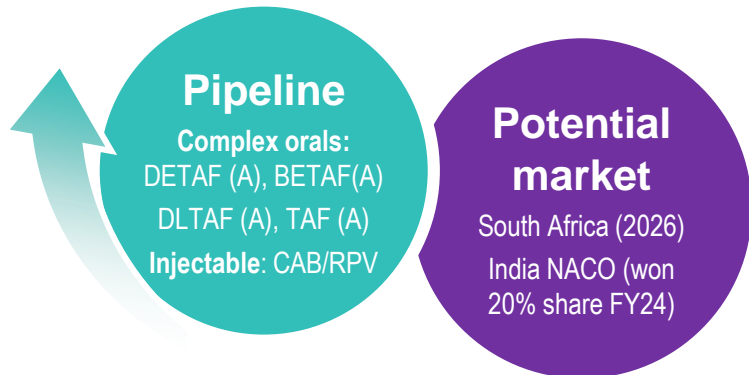
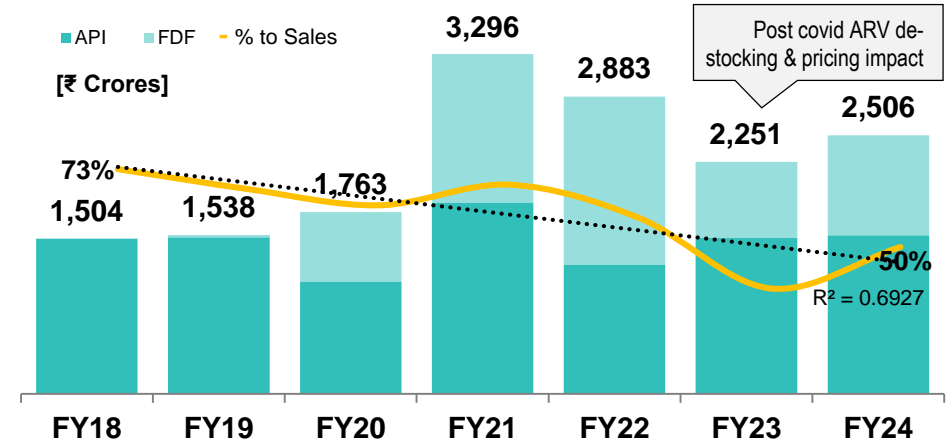
Continued diversification of our business mix



ARV business stabilised; Well positioned to retain market share despite industry challenges

- Easing channel stock driving price normalization. Stable demand across TLD¹ with global Clients
- 25-30% share maintained in the GA- LMIC treatment market
- +90% on DTG - Demand projected to grow through 2027 (CHAI)
- USFDA approved novel paediatric ODF* drug of pDTG 5/10mg
- Cost/Productivity improvements to continue

Stabilizing ARV sales ~ ₹25bn in medium-term



▪ Extensive pipeline to weather future regime change risk

- LA-CAB/RPV under advance stage of development
- DETAF¹ and DLTAF commercialized in PEPFAR market. CHAI predicts TAF to TDF share <3% by 2027 (based on API demand)
- Working on DRV/r for adults. CHAI partnered projects pDRV/r formulation ready for regulatory filing plus 3-in-1 combinations drug under development

▪ Access to Newer market

¹ T: Tenofovir, L: Lamivudine, DTG: Dolutegravir, TAF: Tenofovir alafenamide fumarate, BETAF: Bictegravir/Emtricitabine/TAF, DETAF: Dolutegravir /Emtricitabine/TAF, LA-CAB/RPV: Long acting Cabotegravir/Rilpivirine, DRV/r: Darunavir/ritonavir, ATV/r: Atazanavir/ritonavir, GA LMIC: Generic accessible Low- and middle-income country, * Oral Dispersible Film, (A) Approved

Growing network of 'D+M' Sites with increasing Capacities across 12 Sites



India, Visakhapatnam



Unit-1, Parawada
1,279 KL **A** **C**



Unit-3, Parawada
2,317 KL **A** **R**



Unit-5, Parawada
161 KL [^] **C**



Unit-2, Atchutapuram
10Bn units, 161 KL



Unit-4, Atchutapuram
1,995 KL **A** **C**



Unit-6, Atchutapuram
1,479 KL **A**



LSPL-1, Parawada
140 KL **A** **C**



LSPL-2, Atchutapuram
223 KL ¹ **C**



India, Hyderabad



Sriam, 81 KL **A**



Kilolab, 4.5 KL **A** **C** **R**

Bangalore



R1, 15 KL **B** **R**



R2, 225 KL **B**



U.S

Berkeley Heights, NJ **M**



Europe

Winchester, UK **M**
Hamburg, Germany **M**

A API/Drug substance **8** **C** CDMO inclusive **6** **F** FDF/DP **1** **B** Bio-Ingredients **2** **R** R&D **3** **M** Marketing

7,700+ KL **4x** vs FY16
Total Reactor volumes

10 billion **5x** vs FY16
Drug Product


240 KL **18x** since FY21
Fermentation

[^] Hormone and Steroid facility
¹ Site under expansion

Evolving R&D – Delivering on customer focused sustainable solution

Progress

Technology advancements




- Commercial scale Continuous flow reaction qualified (CFR)
- Expanding CFR capability into additional units
- Expanded flow PD capability at R&D scale (Fixed Bed Reactor)
- Continue to employ CFC process to minimize carbon footprint
- 7+ ongoing Continuous Flow Reaction projects
- 10+ ongoing Biocatalysis project
- Multiple ER² FDF projects under development

Pivotal R&D platform

Growing Focus on small molecules

2458 Scientist & Quality Team	1101 R&D Scientist
223 Patents Granted	82+ DS/DP launches

Process science



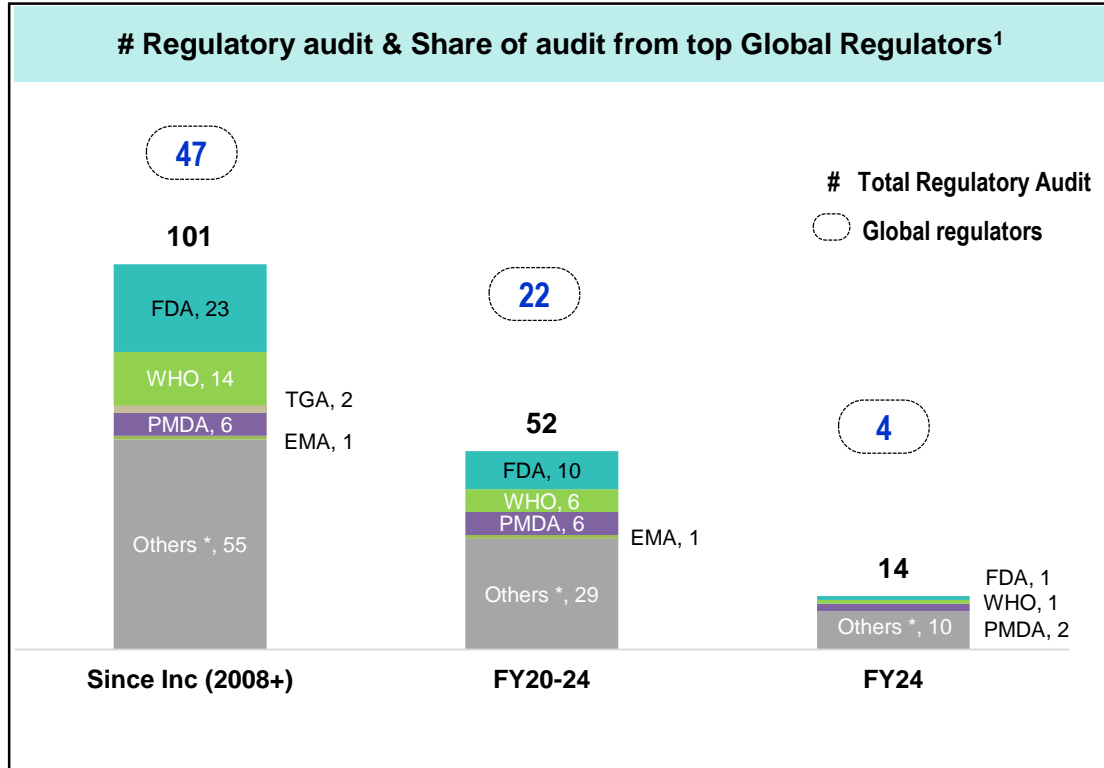
- Qualified alternate flow-techniques (plug-flow & micro channel) for the Gas-Liquid process to support NCE projects
- Developed bio-catalysis process for 7+ chemical-catalysis stages of commercial / developmental projects
- 100+ R&D project* supported in FY24
- Targeted cost savings in ARVs achieved ensuring global leadership
- 100% biomass based new boiler technology under implementation stage

Embracing **Green technology platform** to ensure **sustained Competitive edge in small molecules**

* DS/DP together
1 Site under expansion. 2 Extended Release

Proven track record of Global standard Quality systems

Laurus Philosophy “One Quality Standard for All Markets”



🇺🇸 Last US FDA inspection

Facility	Key Regulatory Certifications	Date	# audits (since inception)	EIR* Status
Kilo Lab – R&D	USFDA, TGA, KFDA, PMDA, ANVISA - Brazil	2021	4	✓
Unit 1 ²	USFDA, TGA, MHRA, KFDA, WHO-Geneva, PMDA, ANVISA	2024	7	Awaited
Unit 2 ³	USFDA, WHO-Geneva, ZAZIBONA, EMA, BGV-Hamburg, MFDS-Korea, Malta-MA Tanzania-FDA	2023	5	✓
Unit 3	USFDA, WHO-Geneva, JAZMP-Slovenia, KFDA, ANVISA, NIP-Hungary, Russian GMP, Mexican	2024	5	Awaited
Unit 4	WHO-Geneva, USFDA & Mexican	2019	1	✓
Unit 5	USFDA	2022	1	✓
Unit 6	USFDA	2018	1	✓




- 1,113+ Quality audits since inception
- 135 Audits in FY24: Regulatory # 14 & Customer # 121

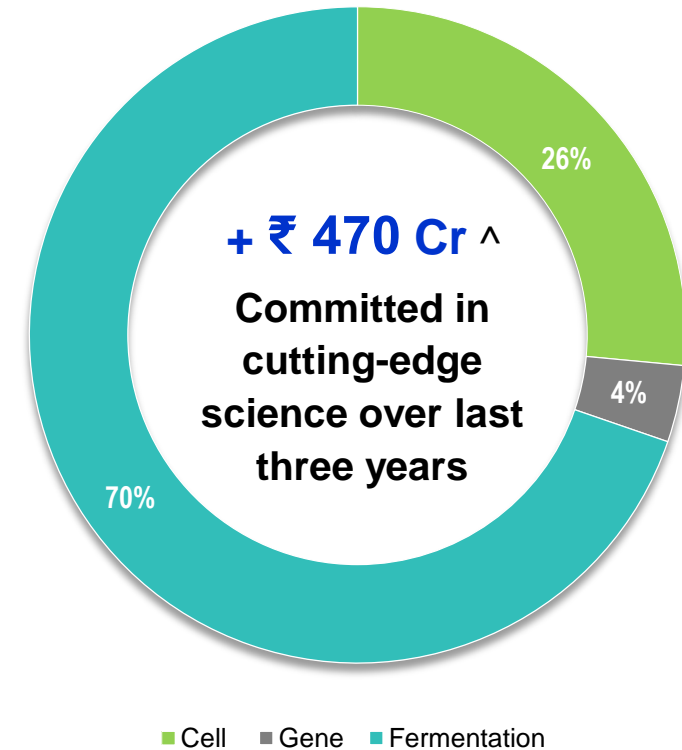
- USFDA audit for Unit 1 and Unit 3 successfully closed without any 483 observations (inspected from 15-19 April 2024)

Passed 47+ inspections by major regulatory agencies including US FDA, WHO, EU EMA, and Japan PMDA

* ANVISA, KFDA, MHRA, BGV-Hamburg, MFDS-Korea, Malta-MA Tanzania-FDA, JAZMP-Slovenia, NIP-Hungary, Russian GMP, Mexican

Strategic Investment – Our Journey towards Delivering breakthrough technologies

Technologies	Collaboration and Key updates
Gene Therapy 	<p>Mar'24 – 28,000sft site for GLP lab under-construction (Vectors/Gene products) - expect to operate phase 1 by end of FY25. New CSO identified</p> <p>Jun'23 – In-licensed 4 gene assets from IIT-Kanpur. Necessary funding support provided to advance clinical trials</p>
Cell Therapy 	<p>Mar'24 - NexCAR19 commercially launched and Robust Hospital network further expanding. 2nd GMP facility at Navi-Mumbai getting ready to service more treatments.</p> <p>Oct'23 - India's first indigenously developed CAR-T cell therapy, NexCAR19 approved by CDSCO¹</p> <p>May'23 - Increased stake to ~34% in ImmunoAct. Ph II completed for lead CD-19 targeting B-cell malignancies</p> <p>Nov'21 - Acquired 26.6% in CAR-T platform co ImmunoAct</p>
Precision Fermentation 	<p>Apr'24 – Ground broken for 2Mn liters large scale fermentation at Vizag</p> <p>Sep'23 – Additional stake acquired in Laurus Bio – Key technologies (microbial fermentation, PD-Scale-up to commercial manufacturing, High potents) across r-Protein, Bio-catalysis platform</p>



Accessing Advanced platform through our Goal to Invest up to 10% of profits on disruptive technologies

¹ Central Drugs Standard Control Organization (CDSCO), [^]Including consideration paid towards Additional stake in Laurus Bio and Gene therapy spends in FY24

Additional Significant Updates from our Investment in ImmunoAct Cell Platform

Updates

- Increased equity ownership to ~34% in ImmunoACT
- NexCAR19 Commercially Rolled out in Dec 2023
- Collaboration with leading oncology centers across India
- Ph II/III interim results presented at ASH 2023
- 2nd GMP integrated CAR-T & LVV³ facility under construction spanning over 50,000 sft

CGT pipeline

Drug/Target	Indication	Pre-clinical	Ph-I	Ph-II (pivotal)
NexCAR19	r/r ¹ BCL and B-ALL			ASH 2023
BCMA (HCAR)	r/r Multiple Myeloma			2026

¹ R/R=relapsed refractory; ² B-cell lymphomas & B-acute lymphoblastic leukaemia ³ Lentiviral vector



>50
Hospital Partnered

>100
Successful Infusions
both in BCL and B-ALL²

“Hon’ble President of India Smt. Droupadi Murmu dedicates India’s 1st CAR-T Cell Therapy to Nation” at IIT Mumbai

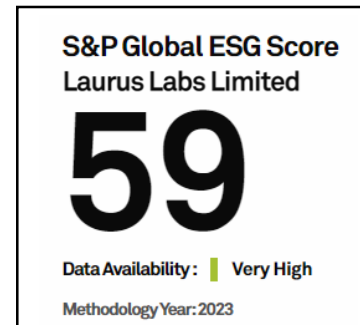


Making progress on ESG agenda for long term success

- Recognition from major global ESG rating agencies, including S&P Global, MSCI
- Signed GHG commitment with Science Based Targets Initiative (SBTi) in Dec – 2023
- Continued investments into Sustainable & Green Technology Platforms incl Bio-catalysis, Flow Chemistry
- EMS* (ISO 50001) across facilities to be completed by June'24
- Other EM projects in pipeline – operationalization of Solar project at Unit 2, Adoption of biomass briquette for Unit 3 and 5 to reduce Scope 1 emission



Consecutive "BBB" rated by MSCI ESG Ratings in FY22,23 and 24



Improved S&P CSA Score (Vs. 43/100 LY)



Top quartile for the first time in Dec-22 review



5th consecutive Certification

* Energy Management System



Financial Overview

FY 2024 – Financial Performance

Robust business model delivers steady Core growth with Resilience in Gross margins

FY24 Consolidated Financials

[₹Crore]	FY24 ²	FY23 ¹	Y-o-Y
Revenues	5,041	6,041	-17%
<i>Gross Margins</i>	<i>51.7%</i>	<i>54.1%</i>	<i>-240bps</i>
EBITDA	798	1,594	-50%
<i>% to Revenues</i>	<i>15.8%</i>	<i>26.4%</i>	<i>-1060ps</i>
PBT	236	1,109	-79%
Net Profit	161	790	-80%
<i>% to Revenues</i>	<i>3.2%</i>	<i>13.1%</i>	
EPS	2.9	14.6	-80%

	FY24	FY23	Y-o-Y
Operating Cash flow	666	994	-33%
Capex	700	990	-29%
Net Debt-to-EBITDA	2.9x	1.2x	142%
ROCE	6.4%	23.1%	-14.9%pts

Comments

- Delivers resilient performance ex-PO, with ₹ 5,041 Cr Revenues and 51.7% gross margins. Excluding PO, growth was 9%
 - Driven by strong core growth in CDMO (Ex-PO, 24% growth), FDF (both ARV & Developed mkt), BIO and client relationships partly offset by softer API revenues
 - EBITDA : ₹ 798 Cr resulted in a margin of 15.8%, impacted from lower asset utilization, upfront cost in growth projects and new initiatives
 - Spend on New Initiatives (CGT, Animal Health) was ₹ 50 Cr for full year
 - Net Profits : ₹ 161 Cr
-
- OCF declined 33% due to lower EBITDA and increased net working capital
 - Continued growth investment with CAPEX at 14% of Revenues
 - ROCE fell off due to CDMO base effect, negative leverage & growing asset base
 - Net Debt stood at ₹ 2,368 Cr, increased to fund ongoing Growth projects - Committed to Strong B/S

¹ FY23 financials information is based on material Purchase Order supplies to Big Pharma, that was completed on Dec-22

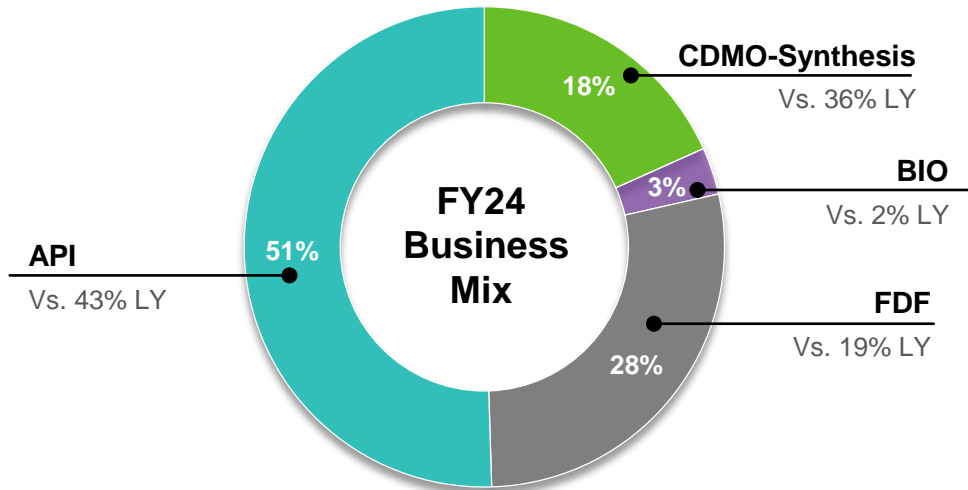
² FY24 results includes i) Cell & Gene related spends of ₹ 15 Cr under R&D expenses, ii) ImmunoACT share of loss ₹ 5 Cr and iii) LSPL Unit 2 expenses ₹ 24 Cr iv) Gross obligation expenses ₹ 6 Cr

FY 2024 - Business Performance

Core growth of 9% (ex-PO[^]) driven by strong FDF, CDMO and BIO with softer performance in API

FY24 Divisional Performance

[₹ Crore]	FY24	FY23 [^]	Y-o-Y
FDF	1,414	1,140	24%
APIs	2,545	2,609	-2%
CDMO-Synthesis	922	2,167 [^]	-57%
Bio	160	125	28%
Total Revenues	5,041	6,041	-17%



Formulation (FDF)

- Increased +24%, boosted by stabilising ARV business and continued volume led growth in developed market portfolio. Market outlook continue to be stable
- Multiple US product launches + increased CMO activity to support asset utilization
- JV with KRKA to enhance generic portfolio and market presence

APIs

- Overall declined by -2%, steady ARV API (+1%) and positive demand in Oncology (+27%), partially offset by weak pricing driving lower other API revenue (-22%)
- Large-scale capacity to leverage dual sourcing trend, focus on long term growth

CDMO-Synthesis

- Core business sales +24% without PO business (FY24: nil vs. FY23: 1424Cr)
- Strong RFP flow continued from Big pharma & large biotech's, increased commercial pipeline, preparing for future business growth
- Multi year MSA signed w/leading Crop protection co, New dedicated Animal health DS facility brought online & further expanding, R&D unit to be delivered in June'24

Bio

- CDMO service drives +28% growth. Supporting Bio-catalysis expertise in select small molecules projects, R-2 downstream brought online to service more business
- Fermentation facility at Vizag under Laurus Labs to fasten the creation of additional manufacturing facility

[^] FY23 includes material Purchase Order (PO) supplies to Big Pharma; reflected in CDMO-Synthesis segment. Contractual supplies was completed in Dec-22

FY 2024 – Financial Position

FY24 Balance sheet

[₹Crore]	FY24	FY23	Y-o-Y
Net Fixed assets (incl. CWIP)	4,048	3,700	+348
Goodwill and Intangibles	265	259	+6
Net Working Capital (A+B-C)	2,457	2,554	-97
A. Inventories	1,845	1,685	
B. Receivables	1,663	1,580	
C. Payables	1,051	711	
Other assets & liabilities (current and non-current)*	-291	-549	+258
Cash and Cash Equivalents	139	46	+93
Equity	4,111	4,038	+73
Debt (current and non-current)	2,507	1,972	+535
Total Net Assets	6,618	6,010	+ 608

Increase in net fixed assets

- Increase mainly in property, plant and equipment towards CDMO business i.e investments in new R&D center (Hyderabad) and Intermediate/API manufacturing blocks (LSPL unit 2 & unit 4) in Vizag

Decrease in net working capital

- Increase in inventories and accounts receivables partially offset by higher payables

Decrease in Other assets & liabilities

- Decrease led mainly in customer advances and capital creditors

Increase in Net Debt

- Significant Increase mainly on the long term debt to fund key growth projects in CDMO divisions and infrastructure related investments. Working Capital loans largely stable

* Provisions, Lease liabilities, Advance from customers, Deferred income tax, accrued corporate tax, etc

Financial Performance 4Q/FY24

All business supporting strong sequential recovery

4Q/FY24 Consolidated Financials

[₹Crore]	3Q/FY24	4Q/FY24 ¹	4Q/FY23	Y-o-Y	Q-o-Q
Revenues	1,195	1,440	1,381	+4%	21%
<i>Gross Margins</i>	<i>54.3%</i>	<i>49.8%</i>	<i>49.7%</i>	<i>-10bps</i>	<i>-450bps</i>
EBITDA	183	259	287	-10%	+42%
<i>% to Revenues</i>	<i>15.3%</i>	<i>18.0%</i>	<i>20.8%</i>	<i>-280bps</i>	<i>270bps</i>
PBT	34	107	147	-27%	215%
Net Profit	23	76	103	-26%	230%
<i>% to Revenues</i>	<i>1.9%</i>	<i>5.3%</i>	<i>7.5%</i>		
EPS	0.4	1.4	1.9	-26%	250%

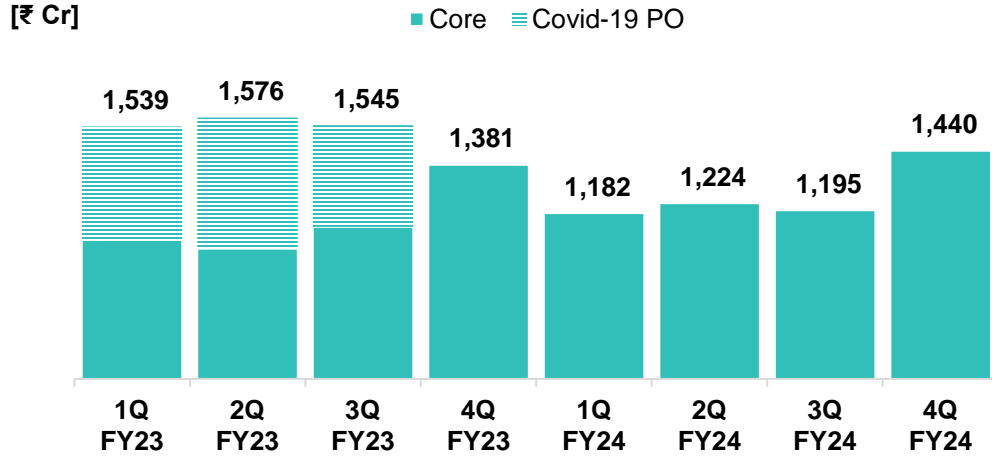
Comments

- Revenues : ₹ 1,440 Cr, increased 4% Y/Y and +21% Q/Q, driven by continued strength in FDF and good sequential recovery across CDMO, API business
- Gross Margins : 49.8%, decreased by 10 bps Y/Y and 450 bps Q/Q due to product mix
- R & D spends reported at ₹ 69 crs (4.8% of Revenues) including CGT spends
- EBITDA : ₹ 259 Cr, decreased by 10% Y/Y but increased by 42% Q/Q
- EBITDA Margins : 18.0%, decreased 280 bps Y/Y but increased 270 bps Q/Q, benefiting from higher sales partly absorbing idle cost, preparing for margin uptick
- Spend on New Initiatives (CGT, Animal Health) was ₹ 12 Cr
- Net Profits : ₹ 76 Cr, decreased 26% Y/Y and increased 230% Q/Q

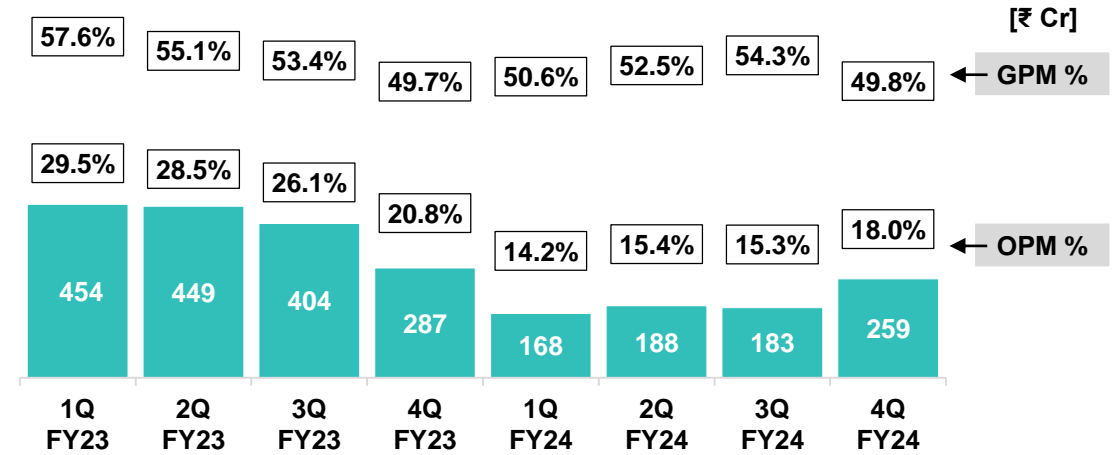
¹ 4Q FY24 results includes i) Cell & Gene related spends of ₹ 2 Cr under R&D expenses, ii) LSPL Unit 2 expenses ₹ 10 Cr

Summary Quarterly Performance

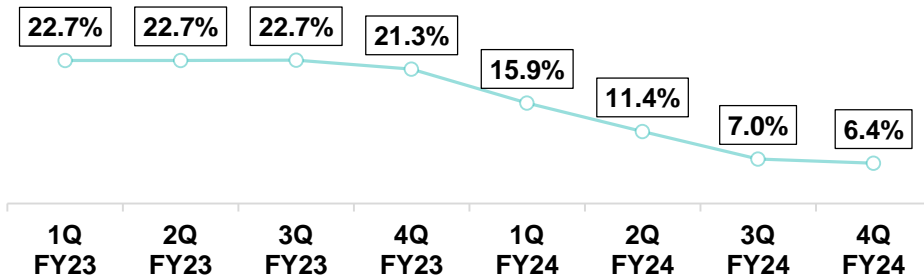
Revenues



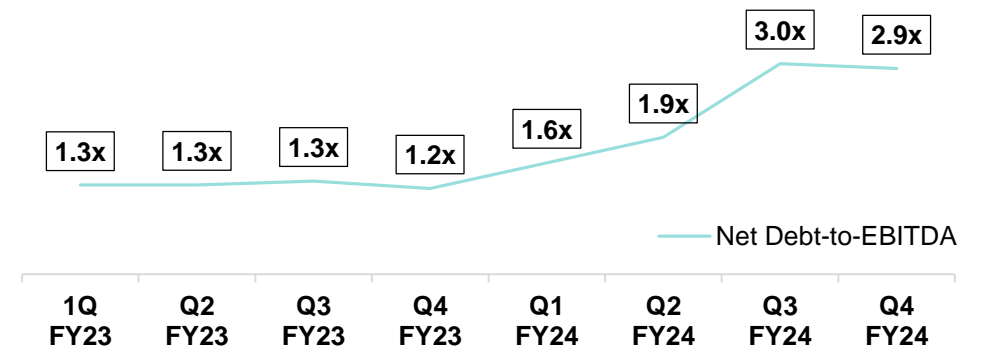
EBITDA & Gross Profit Margins %



RoCE (ttm EBIT/Capital Employed) %



Net Leverage (Net Debt/ ttm EBIDTA)



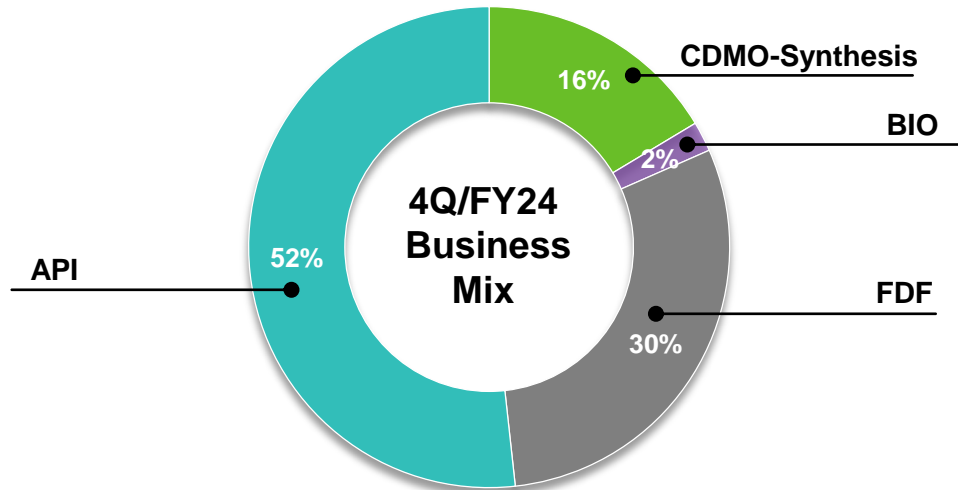


Business Review & Strategy

Business Performance 4Q/FY24

4Q/FY24 Segment Performance

[₹ Crore]	3Q/FY24	4Q/FY24	4Q/FY23	Y-o-Y	Q-o-Q
FDF	367	430	393	9%	17%
APIs	574	745	714	4%	30%
CDMO-Synthesis	212	236	228	4%	11%
Bio	42	29	46	-37%	-31%
Total Revenues	1,195	1,440	1,381	4%	21%

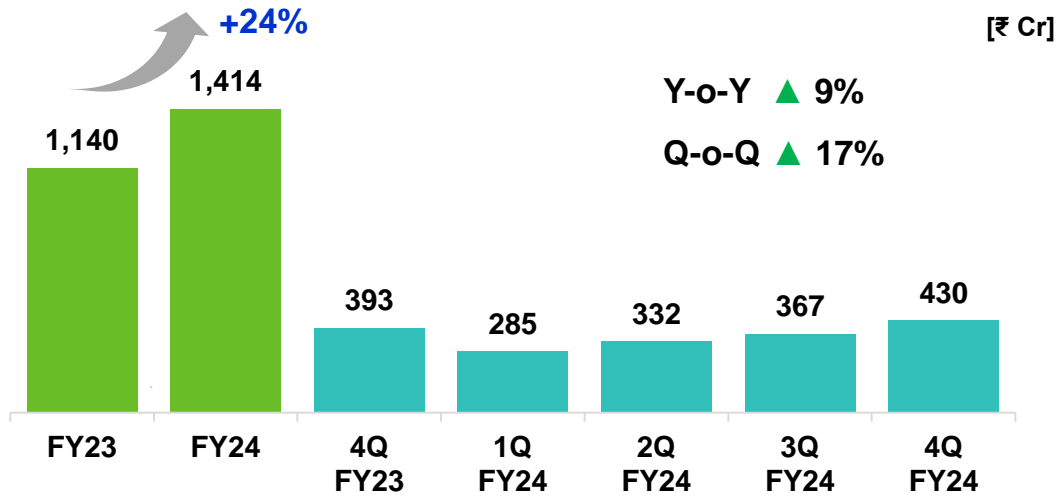


- Formulation (FDF):** Continued volume led ARV recovery + stable pricing despite market challenges together with New launches in US and increased share in established portfolio supporting growth (+17% Q/Q). Signed CMO JV between Laurus/KRKA (51:49)
- APIs:** Sequentially strong (+30%) across all 3 business. Other API (+36%) led by CMO delivery + strong vol. in ARV (+18%) and highest ever Onco APIs (+69%). Customer Product pipeline further expanded benefitting from Global supply chain diversification
- CDMO-Synthesis:** Improved Q/Q and preparing for good growth ahead. RFP momentum strong with increased commercial meetings (large volume projects, sustainable chemistry and complex reactions requirements). Focus on leveraging significant scientific overlaps
- Bio:** Better than expected full year despite soft Q4 (-37%Y/Y) led by quarter to quarter variability in customer orders. Strong traction in CDMO (r-protein and Growth factors) continued

FDF

On-going volume ramp-up driving strong growth

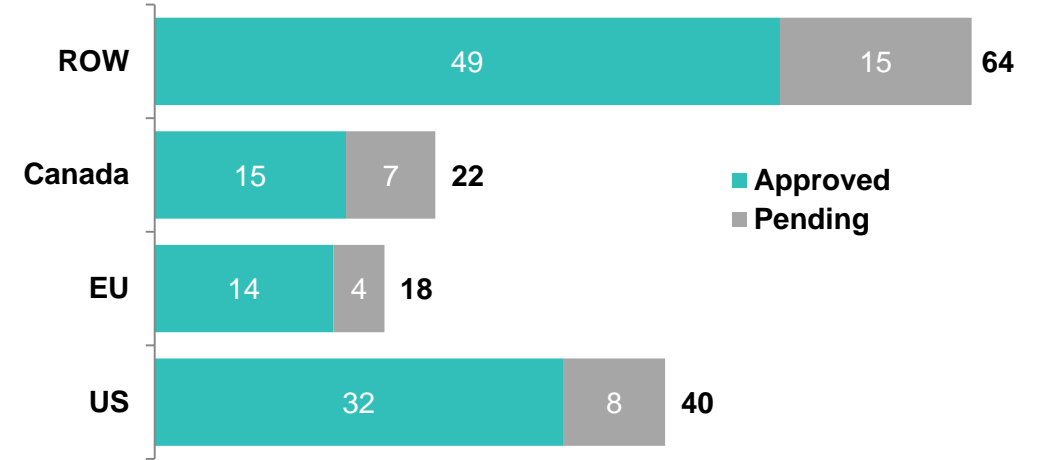
Revenue Growth



Comments

- Strong +24% increase for FY24 and continued Q4 momentum; driven by on-going traction in the ARV business + stable price trend. Developed market revenue increased on higher volumes
- Signed JV with KRKA to enhance generic portfolio and market presence
- Recent US approval flow looks good, few launched in Q4 and at least 2 under launch preparation phase + Continued volume share gain on

Global Filings



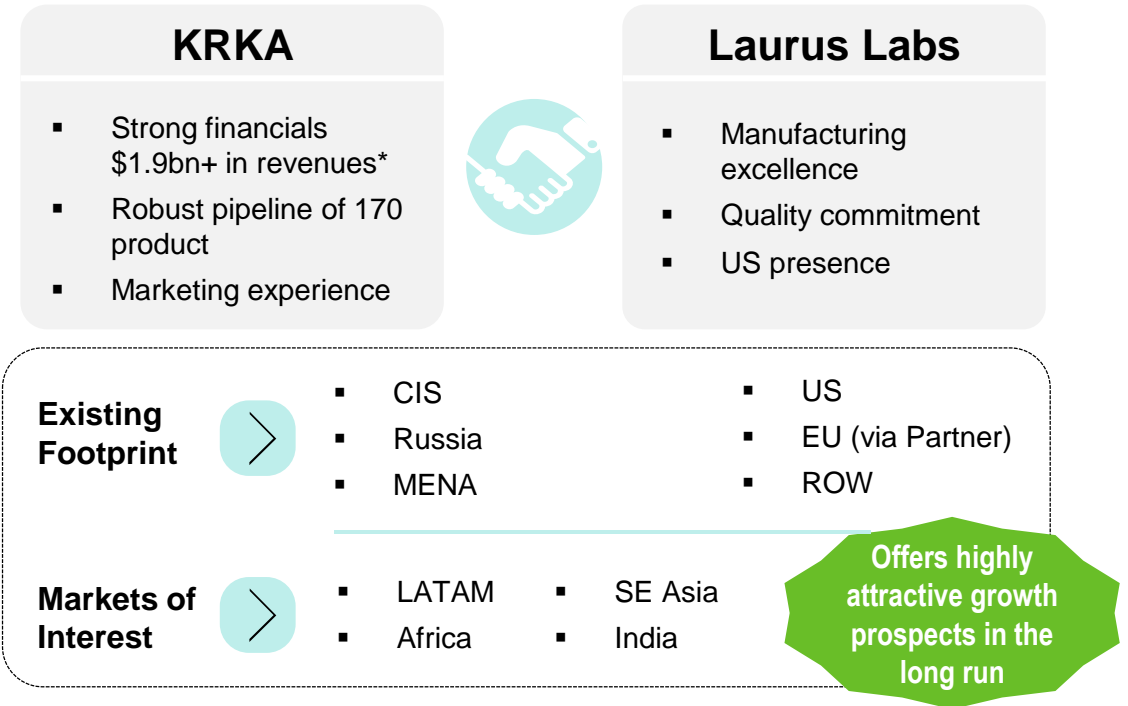
* Includes 14 Tentative approvals in US

established portfolio in Europe/US to drive growth

- Small molecules DP capacities at 10bn unit p.a - underlying utilization gradually moving up (incl. dedicated CMO line enhancements)
- FY24 Developed Market filings:** 8 product dossiers were filed and a total of 9 approvals received (including Tentative approvals)

Strategic KRKA JV focus to bring Best in class Complementary capabilities

- Great opportunity to utilise our integrated manufacturing capabilities and KRKA extensive pipeline in innovative generics of +170 pipeline products (CVS, CNS, GI, Diabetic)
- Contractual partners for many years
- Phased investment of up to €50 million to be shared between the partners over 3 years (i.e KRKA 51% & LL 49%)
- cGMP FDF facility to be established in HYD while addressing near-term JV needs from Vizag site
- Expands business in new high growth markets of India, LatAm, Africa and Other SE Asian regions
- Strengthen Laurus portfolio offering for US market



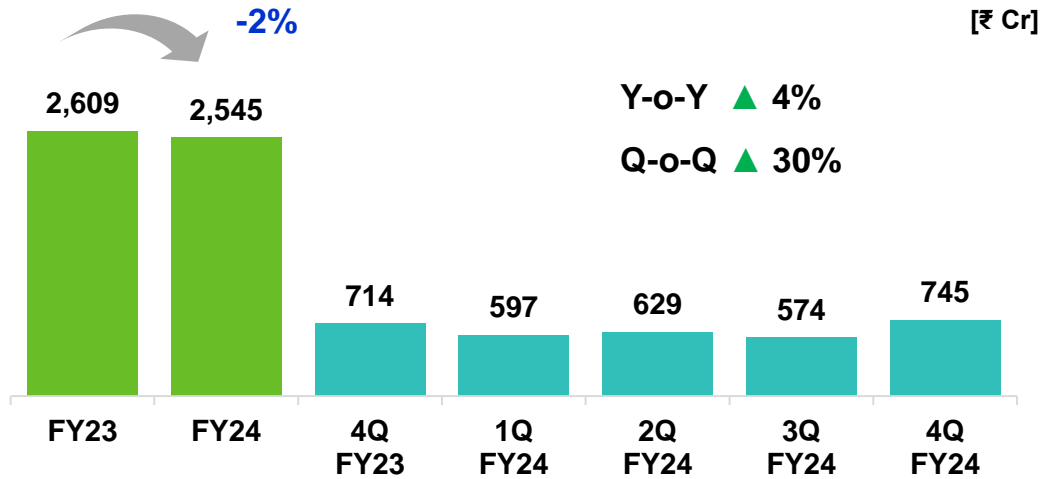
Enhancing portfolio and Explore new market opportunity while continuing our moat to be strong manufacturing partner

* 2023 financial (EUR/USD conversion rate of 1.08)

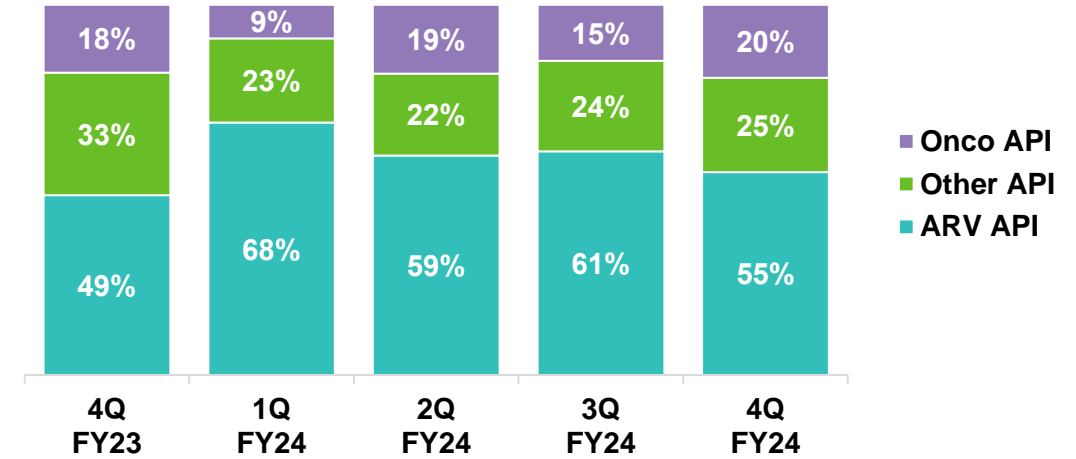
APIs

Delivers 30% sequential growth, supported across franchise – Increasing efficiency to offset low prices

Revenue Growth



API Sales mix



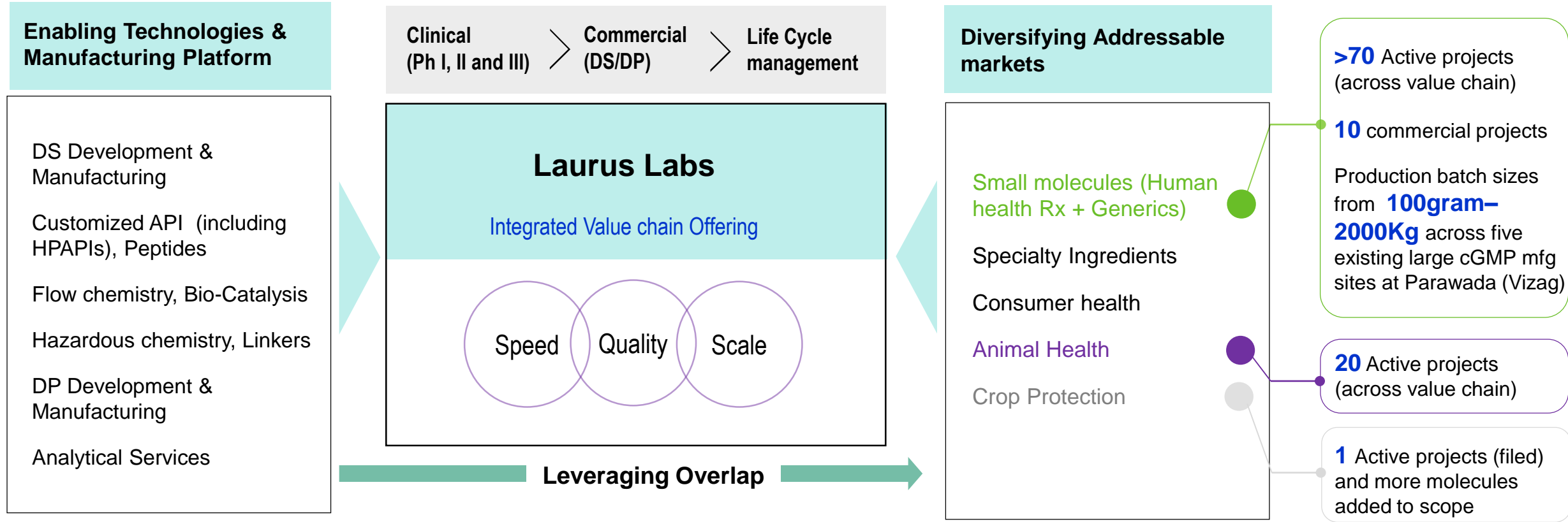
Comments

- Sequentially strong despite subdued pricing in Other APIs. Strong vol. in ARV + CMO delivery and Onco supporting growth
- FY24 declined -2% as steady ARV API and positive demand in Oncology (+27%), partially offset by negative other API (-22%)
- Customer Product pipeline further expanded

- Committed to long-term growth with clear cost leadership in key APIs. Increasing efficiency focus (sourcing, cost improvement) mitigating inflation, price pressures
- Constructive on Onco, partly supported by new capacity additions

CDMO - Synthesis

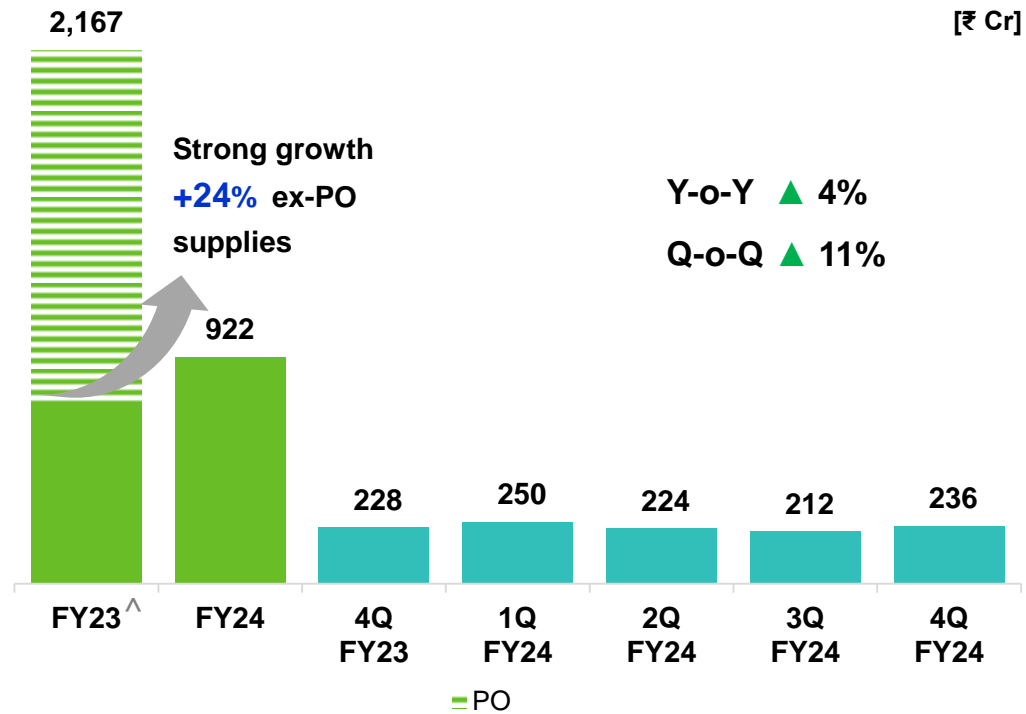
Generating Value for our Customers and Business through Operational excellence



Leveraging Significant scientific overlaps and build diversified revenue streams from customers

Continued operational and commercial improvements

Revenue Growth (CDMO-Synthesis)



[^] Completed PO related material supplies in Dec'22

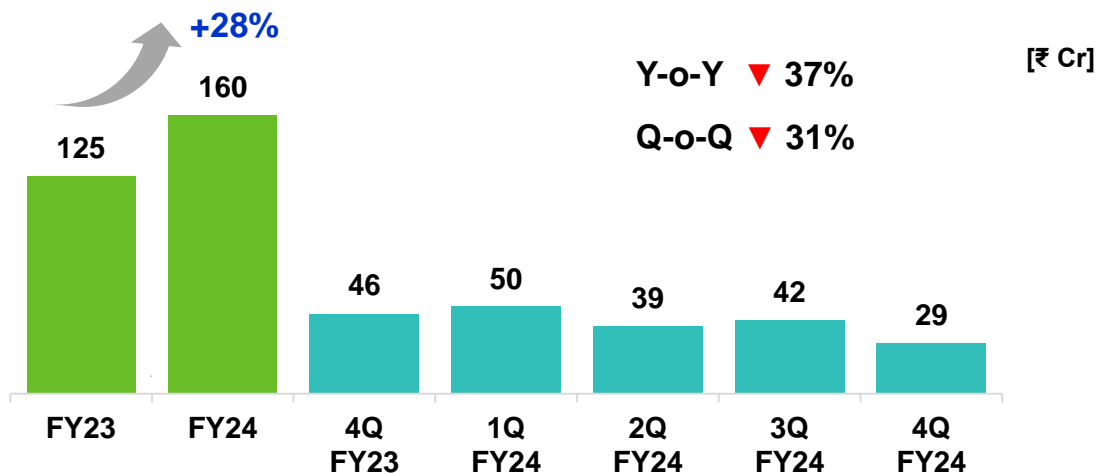
Comments

- Demand for LL's offerings in API development and clinical and large commercial manufacturing held firm
- FY24 strong momentum reported ex-PO +24% revenue growth
- Bio-transformation & Flow Chemistry platform experienced continued strong customer interest driven by rising complexity, faster time to market further fueled by increasing sustainability pressure on Customers
- Strong RFP flow continued from Big pharma & large biotech's, increased commercial pipeline with several late phase NCE projects
- **US\$ 100Mn CDMO investments on track:**
 - Fully contracted AH facility operational in Nov'23 – expect supplies in FY25+ (delayed by 6m due complex synthesis needs for validation), DP solution discussion in advanced stage
 - R&D center (small molecules & High potent) on line by June'24 to support new business
 - Multi year MSA signed with leading Crop protection Co (LSPL-U4 intermediate facility qualification by end of FY25)

BIO

On-going positive market demand

Revenue Growth



Our Impact till date

80+ Global customers benefited with our AOF r-protein solution

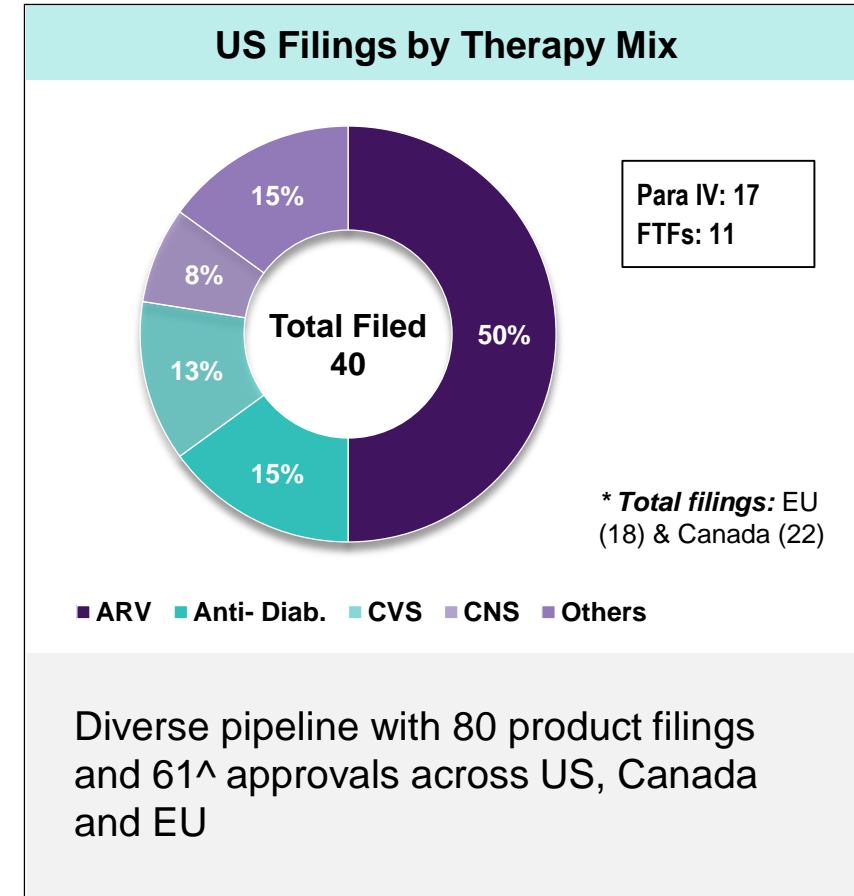
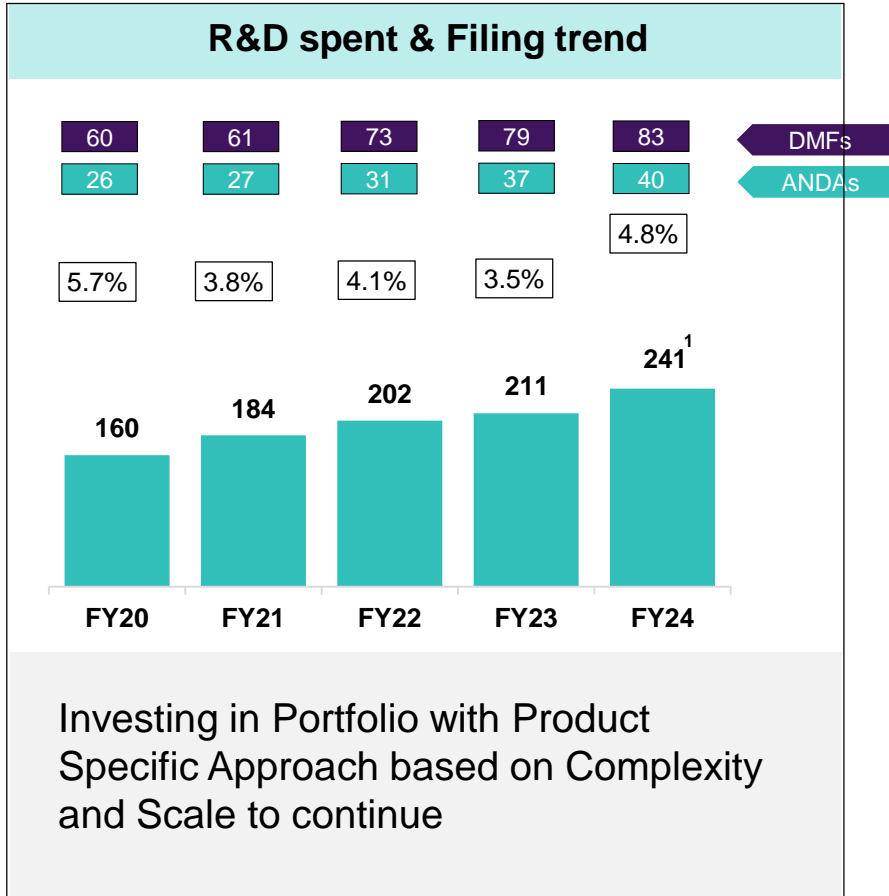
45+ Global customers engaged for CDMO services

20+ Countries served

Comments

- Bio Offering experienced ongoing positive market demand
- Full year stronger than expected growth despite transitional low Q4 (due to customer order cyclicalty)
- Strong Traction in CDMO (r-protein and Growth factors) continued, supported from rapid expansion in customer base
- Building pipeline in Cell culture Media across high growth segments (Mabs, Stem cells, CGT, Viral particles etc.)
- R2 downstream to be fully optimized by next year (operationalized in Q3 increasing capacity by 15-20%)
- Solid fermentation technology base supports expanding developmental pipeline and new strategic partnerships
- Fermentation facility at Vizag under Laurus Labs to fasten the creation of additional manufacturing facility

R&D: Focused approach to pipeline built up have continued



¹ FY24 results includes CGT related spends of ₹ 15 Cr, ^ Includes Tentative approvals

Continued focus on the EHS during FY 2024

- Collaborated with DSS+* and implemented SANKALP initiative to transform Safety culture – Phase 1 completed and gearing for Phase 2
- Multiple Manufacturing units bagged the CII AP Industrial Safety Excellence Awards 2023 (Unit 2, Unit 4 and 5)
- Unit-4 recognized for "Environmental Excellence" in 23rd Annual Greentech Environment Award 2023
- International Safety Awards 2023 from British Safety Council for (Unit1 and Unit 6)
- Part of Several Environment Protection initiatives like “G20 - Jan Bhagidari – Mega Beach Clean-up event” under India G20 Presidency, Green Walk organized by APPCB
- Implemented Safety Champion concept to strengthen Line management responsibility and EHS inspection mechanism
- 3rd Party independent review for in-house Safety audits across sites completed

* DuPont Sustainable Solutions



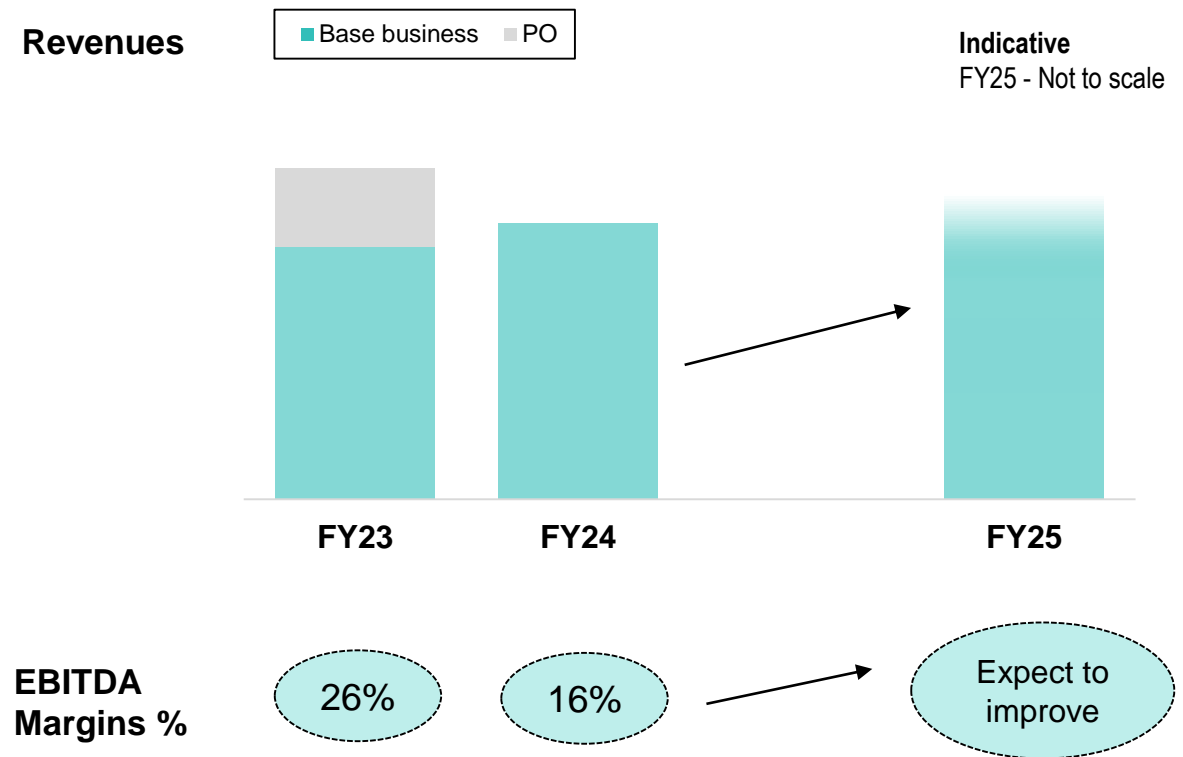


Outlook

FY 2025 – Unlock sustainable and Profitable growth

While factoring headwinds in cyclical parts of portfolio

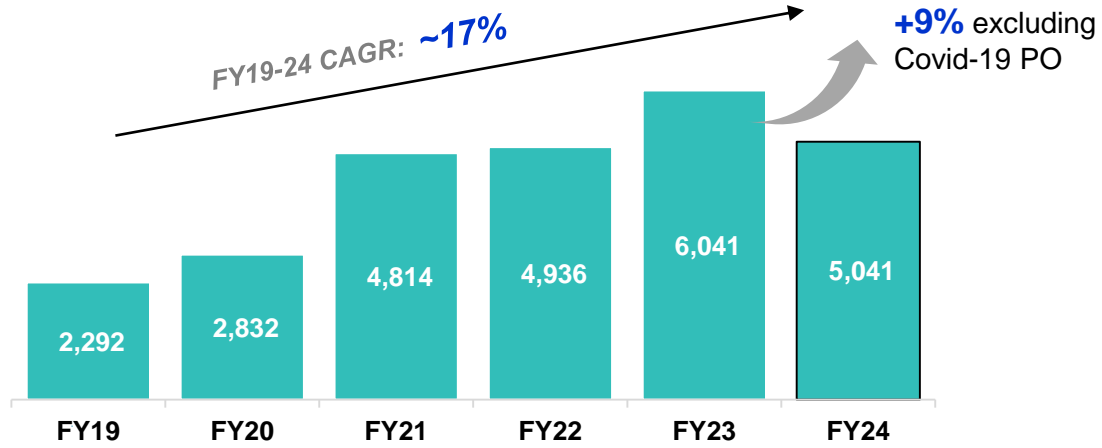
- Growth in FY 2025 driven by:
 - Leverage recognized platform capabilities to deliver Medium to long term contracts and commercial opportunity in late-phase NCE projects + Ride on positive Industry outlook
 - Growth Projects ramp-up & new assets coming online
 - Offsetting pricing headwinds in parts of API portfolio
- EBITDA margins improvement, supported by better asset utilization & productivity gains while continuing new initiatives
- Prioritizing CAPEX into high value and Growing market segments
- Improvement in Net debt leverage and Working Capital



Financial Highlights FY 2019-24

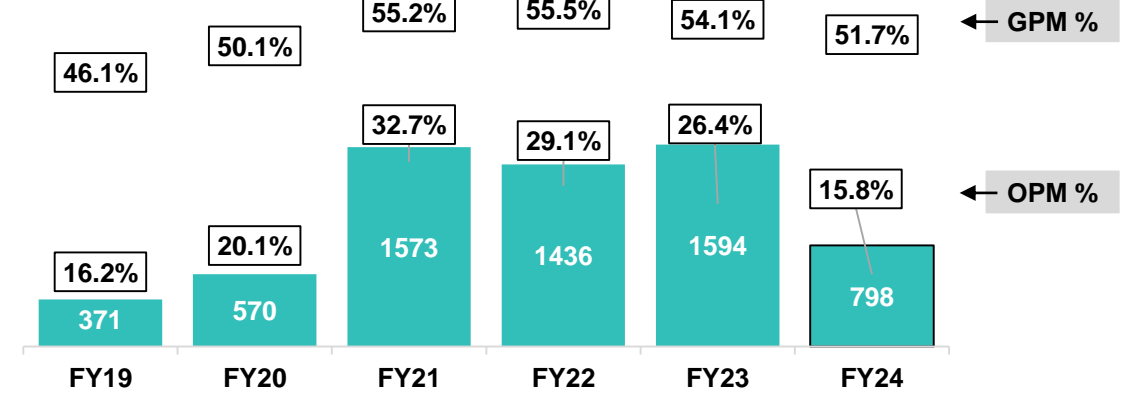
Revenues

[₹ Cr]

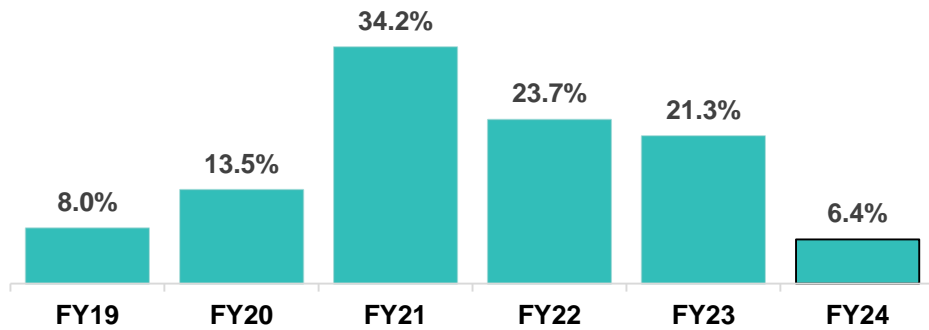


EBITDA & Gross Profit Margins %

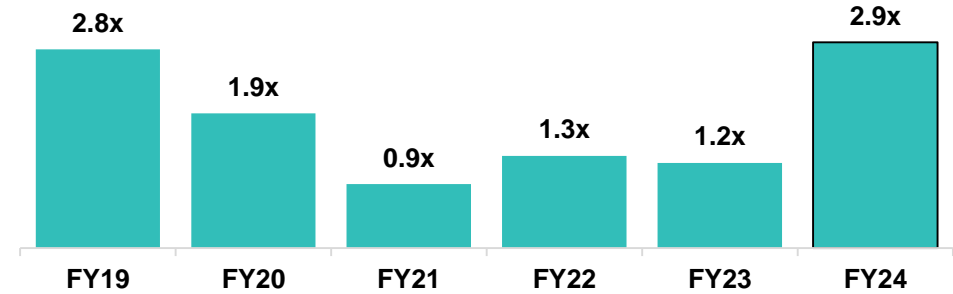
[₹ Cr]



RoCE %



Net Leverage (Net Debt to EBITDA)



Earnings call details

Laurus Labs Results Conference Call to be held on Thursday, 25th April 2024 at 5:00 PM IST

Dial – In – Details

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

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About Laurus Labs

Founded in 2005, Laurus Labs is a research-driven pharmaceutical and biotechnology company with an aim to improve the quality of life for millions around the world. We have a global leadership position in select Active Pharmaceutical Ingredients (APIs) including anti-retroviral, oncology drugs (incl High Potent APIs), Cardiovascular, and Gastro therapeutics. We also offer integrated CMO and Contract Development and Manufacturing Organization (CDMO) services to Global Innovators from Clinical phase drug development to commercial manufacturing.

We are passionate about continuous technological advances for Smart and Green chemistry skills to drive efficiencies and sustainable manufacturing backed by proven regulatory inspection and quality foundation. Laurus employs 6700+ people, including around 1,100+ scientists at 12 manufacturing sites approved by global agencies USFDA, WHO-Geneva, Japan-PDMA, UK-MHRA, EMA, TGA etc. During FY2024 Laurus generated ₹ 5,041 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.

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