

Laurus Labs Limited  
Corporate Office  
2<sup>nd</sup> Floor, 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



July 29, 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>
--	---

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 ended June 30, 2021, for the Investors/Analysts call scheduled on July 30, 2021, which was already intimated on July 26, 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**

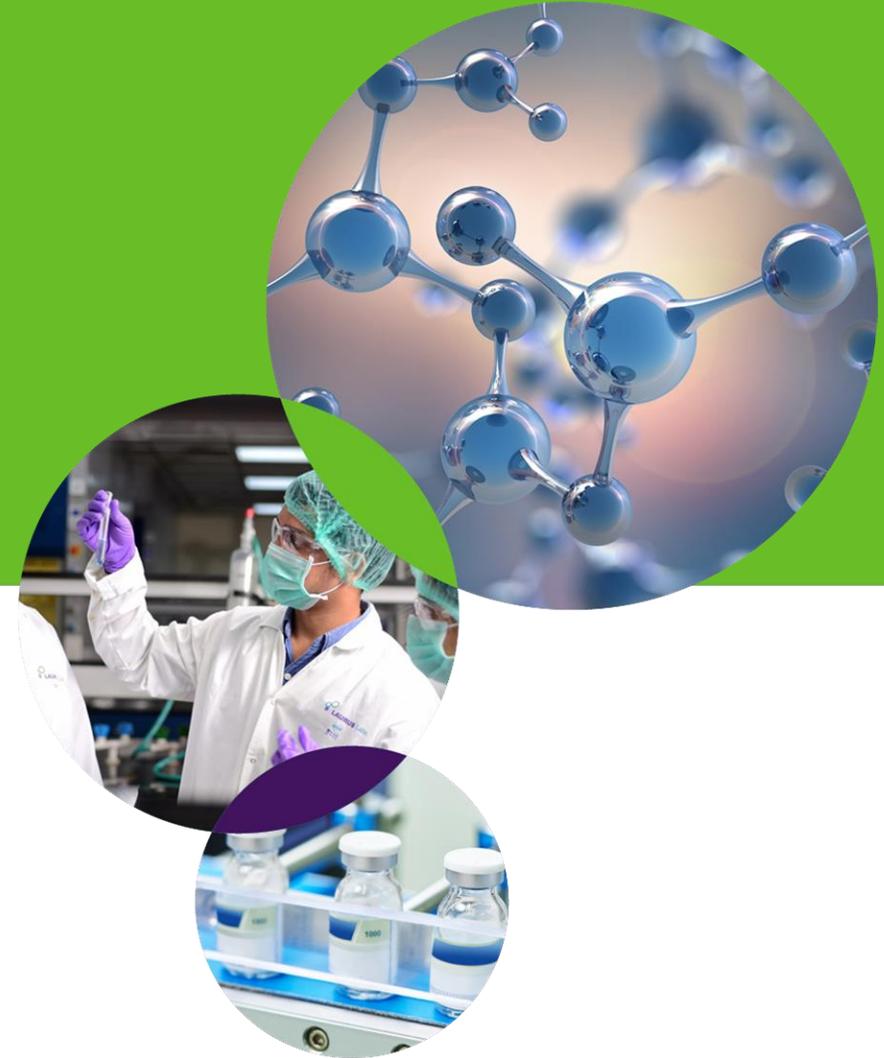
  
**G. Venkateswar Reddy**  
Company Secretary



Encl: As above

# Q1 FY 2022 Financial Results and Business Update

29 July, 2021



# 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.

This presentation is strictly confidential and may not be copied or disseminated, reproduced, re-circulated, re-distributed, published or advertised in any media, website or otherwise, in whole or in part, and in any manner or for any purpose without written approval from Laurus Labs Limited. Any unauthorized use, disclosure or public dissemination of information contained herein is prohibited.

This presentation is for information purpose only and is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, as amended, or the rules made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India.

By accessing this presentation, you accept that this disclaimer and any claims arising out of the use of the information from this presentation shall be governed by the laws of India and only the courts in Telangana, India, and no other courts, shall have jurisdiction over the same.

# Agenda

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



# Financial Overview

1

# Financial Performance 1Q/FY22

Sustaining healthy growth

**Revenues** ₹ 1,279 Cr ▲31%

**EBITDA** ₹ 400 Cr ▲41%

## 1Q/FY22 Consolidated Financials

[₹Crore]	1Q/FY22	1Q/FY21	Y-o-Y	Q-o-Q
<b>Revenues</b>	<b>1,279</b>	<b>974</b>	<b>31.3%</b>	<b>-9.4%</b>
<b>Gross Margins</b>	<b>56.7%</b>	<b>54.2%</b>	<b>250bps</b>	<b>120bps</b>
<b>EBITDA</b>	<b>400</b>	<b>284</b>	<b>41%</b>	<b>-16%</b>
<b>% to Revenues</b>	<b>31.3%</b>	<b>29.2%</b>	<b>210bps</b>	<b>-250bps</b>
<b>Net Profit</b>	<b>241</b>	<b>172</b>	<b>40%</b>	<b>-19%</b>
<b>% to Revenues</b>	<b>18.8%</b>	<b>17.7%</b>		
<b>EPS</b>	<b>4.5</b>	<b>3.2</b>	<b>41%</b>	<b>-18%</b>

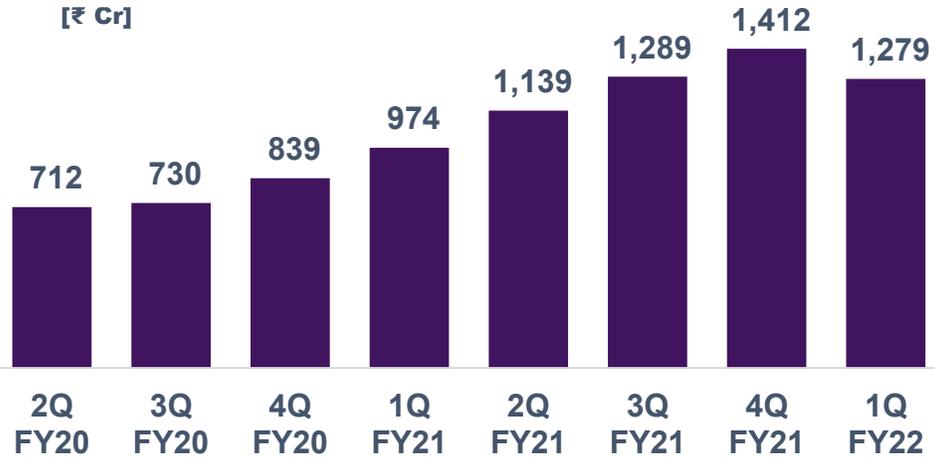
## Key Highlights

- Revenue from operations has grown 31.3% YoY. Growth driven by sustained strong momentum across all business segments; particularly FDF and Synthesis
- Gross Margins stood at 56.7%, expanded 250bps YoY led by better mix
- EBITDA at ₹ 400 Cr, grew 41% YoY.
- EBITDA Margins stood at 31.3%, expanded 210bps YoY
- R&D Spends came at ₹ 49 Cr (3.8% to Sales) and was up 17% YoY
- Tax rate at 23.6%
- Net Profits stood at ₹ 241 Cr, grew 40% YoY

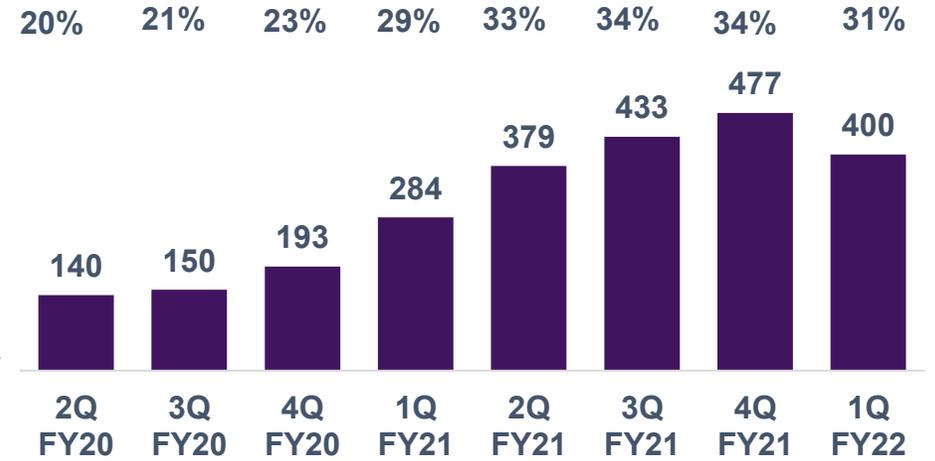
# Summary Quarterly Performance

Consistent delivery

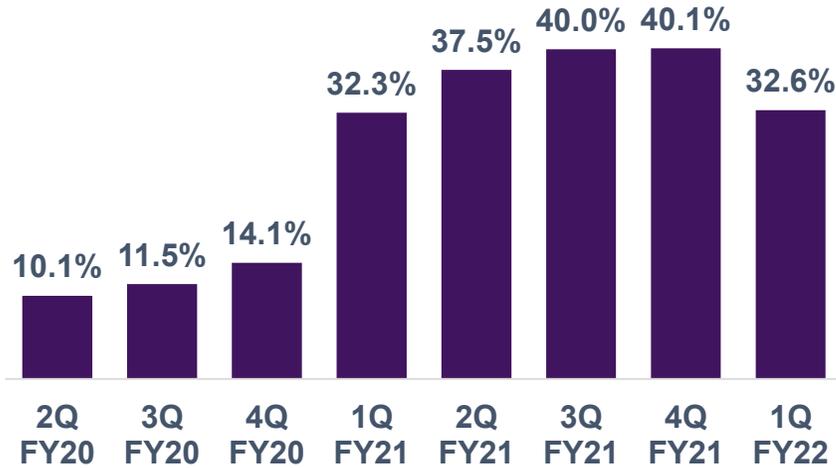
## Revenues



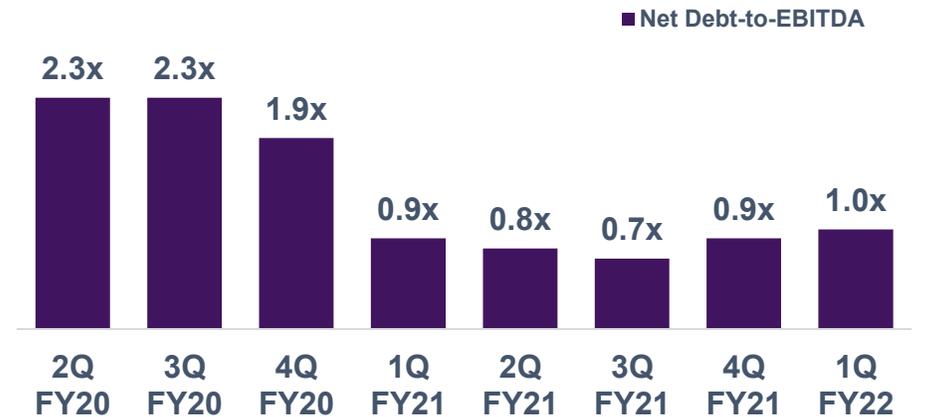
## EBITDA & Margins %



## RoCE



## Net Leverage





# **Business review & Strategy**

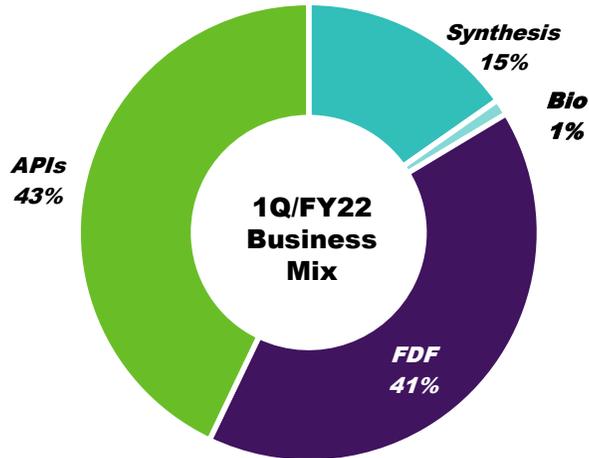
**2**

# Business Performance 1Q/FY22

FDF & Synthesis business tracking strong despite Covid-19 challenges

## 1Q/FY22 Segment Performance

[₹ Crore]	1Q/FY22	1Q/FY21	Y-o-Y	Q-o-Q
<b>FDF</b>	<b>521</b>	<b>352</b>	<b>48.0%</b>	<b>21.2%</b>
<b>APIs</b>	<b>549</b>	<b>522</b>	<b>5.2%</b>	<b>-31.1%</b>
<b>Synthesis</b>	<b>195</b>	<b>100</b>	<b>95%</b>	<b>10.8%</b>
<b>Bio</b>	<b>14</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Revenues</b>	<b>1,279</b>	<b>974</b>	<b>31.3%</b>	<b>-9.4%</b>

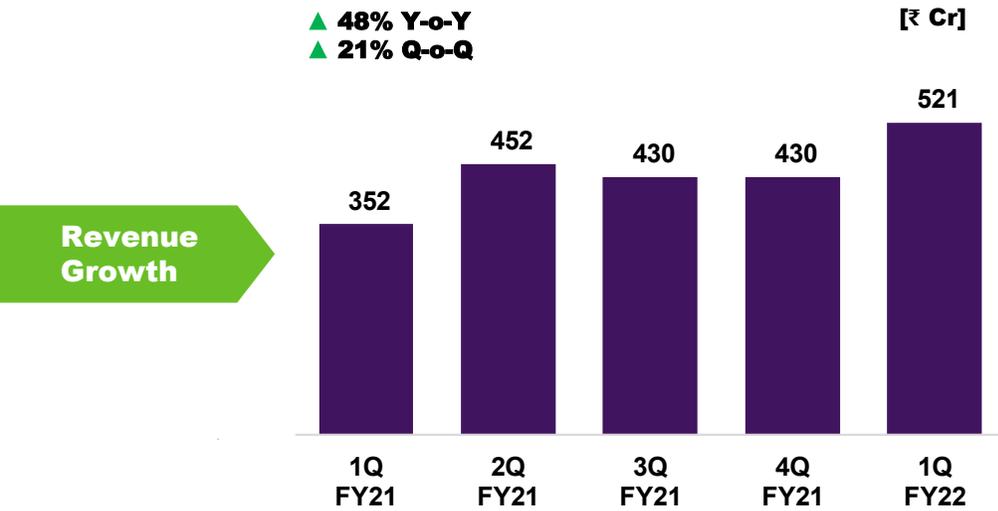


## Key Highlights

- **Formulation (FDF):** Strong growth at +48% YoY & 21% QoQ. Key drivers demand in ARV segment for LMIC region and portfolio expansion in Developed markets
- **APIs:** Recorded 5% growth YoY. Healthy growth in Oncology (+16% YoY) and ARV segments (+23%) partially offset sluggish growth in Other APIs sales (-43%). Sequentially decline in ARV business is in line (off high base). Growth in Other APIs expected from Q2FY22
- **Synthesis:** Retained its significant growth momentum (+95% YoY) led by sustained new client addition and increased business from existing customers. Commercial supplies on-going for 4 products
- **Bio:** Reported ₹14.4cr in Sales. Major benefits from new fermentation capacity in recombinant Food protein segment to kick-start from Q2. Demand outlook remains strong
- **Outlook across all four businesses remain robust** driven by improving demand and supported by capacity expansion plans planned

# Generic FDF

Strong delivery across Core markets drives Mix improvement



Global Filings Progress



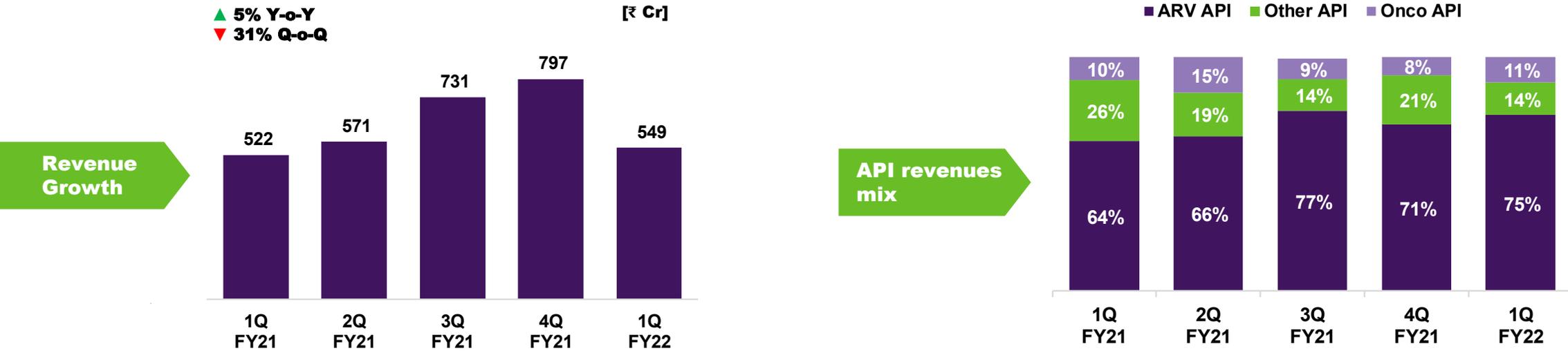
\* Includes 9 Tentative approvals in US

## Key Highlights

- FDF business delivered robust growth for the quarter and grew 48% YoY to ₹ 521 cr (41% of total revenues vs 36% last year )
- Continue to see demand in ARV segment for LMIC region and portfolio expansion in Developed markets. Traction picking up for few of in-licensed products
- **Capacity expansion update:** 1) Debottlenecking Project completed during Q1 – expected to add 20% of the current capacity and 2) further FDF capacity expansion at Unit 2 (to add 4bn units) is expected to get commercialized by Q4FY22. Together these would double our FDF capacity to 10bn units
- **Q1 Global filings:** 5 products filed for Developed markets

# Generic APIs

Demand normalization visible

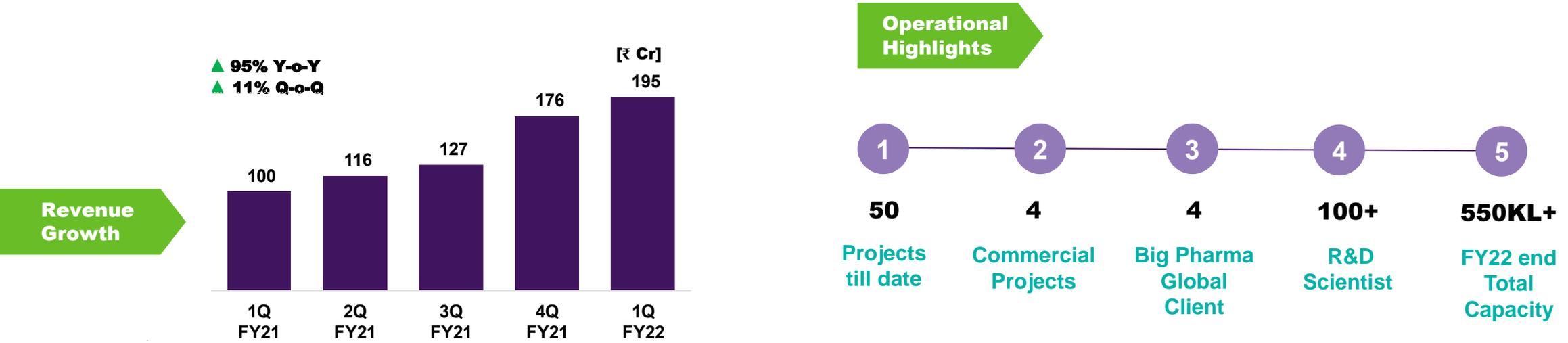


## Key Highlights

- API business growth was modest for the quarter and grew 5% YoY to ₹ 549 cr (43% of total revenues vs. 54% last year)
- Oncology Segments continue to see good momentum and grew 16% YoY while the growth in Other APIs (including CVS and Diabetes portfolio) declined 43% YoY due change in the delivery schedule for certain shipments. We expect recovery from Q2
- ARV business grew at healthy 23% YoY but sequentially declined partly due to demand normalization – in line with our expectations
- Capacity augmentation in progress in select high growth therapeutic areas. Expect to enhance total reactor volume from ~4600KL to 5600KL by the end of FY23

# CDMO - Synthesis

Accelerating our focus

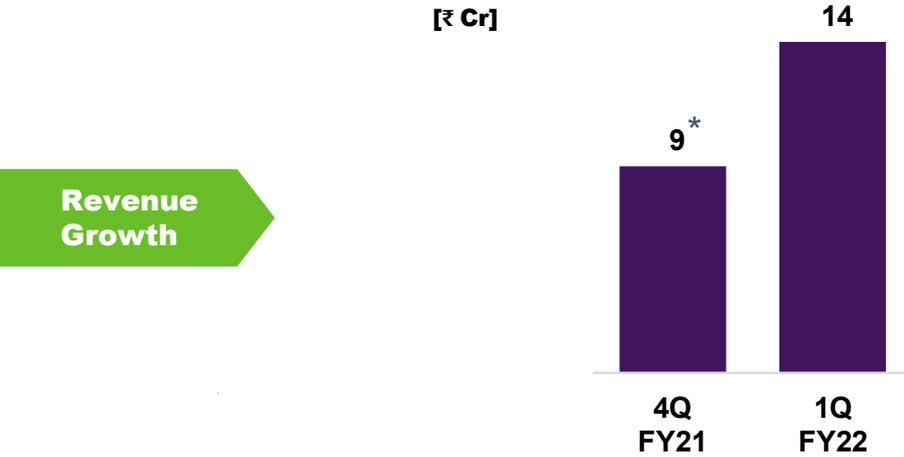


## Key Highlights

- Synthesis business delivered robust growth for the quarter and grew 95% YoY to ₹ 195 cr (15% of total revenues vs. 10% last year)
- Total Number of Active Projects in the CDMO division stood at the end Q1 was 50 vs 50 in FY21
- Multiple Partnerships proposal is in collaborative phase
- **Capacity expansion update:** We have commercialized LSPL unit 1 during Q1FY22. Proposed Greenfield investment to set up a dedicated R&D center in Hyderabad (FY23) and two manufacturing units in Vizag (FY23/24) under LSPL is progressing as per our expectations
- By FY 23, LSPL will become self reliant subsidiary focusing on CDMO business

# Laurus Bio - Bio business

Benefit of capacity ramp-up to reflect from Q2



**180KL fermentation capacity partially commissioned in June'21**



**Acquiring additional land for creating 1MN liters fermentation capacity**



**Leveraging Parent's existing Global Partnership and strong chemistry skills**



**Going ahead, CDMO segment likely to be a major growth contributor**

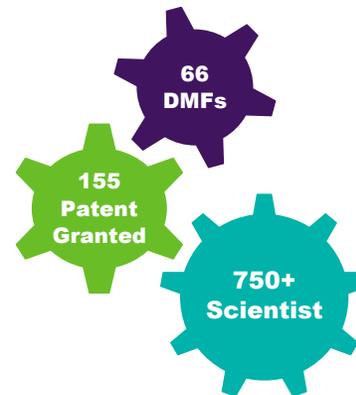
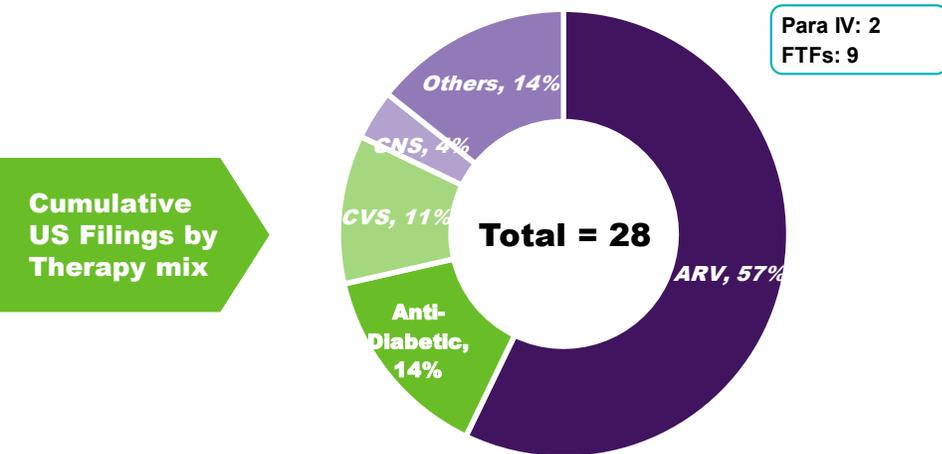
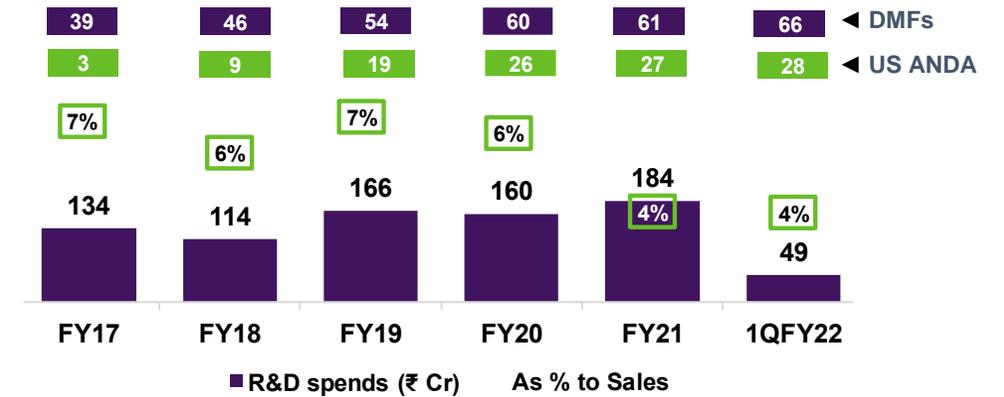
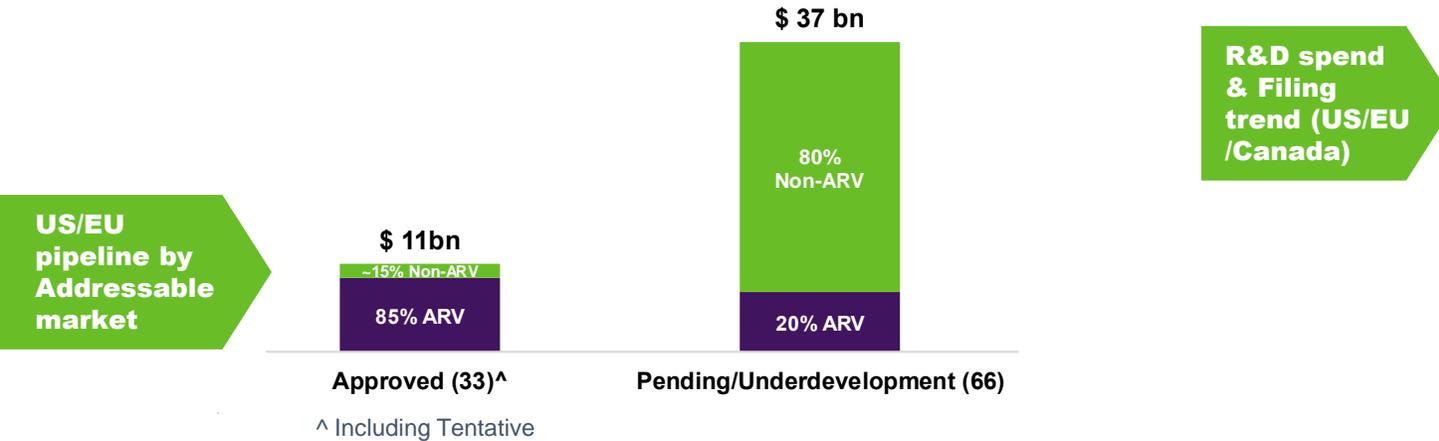
## Key Highlights

- Laurus Bio segment clocked 1Q sales of ₹ 14 cr (first full quarter since acquisition). On normalized basis, QoQ run-rate was stable
- Commissioned partially additional (180KL) fermentation capacity (in Food proteins) for Developed markets. Expect full benefit of ramp up from Q2 onwards
- Business Integration with Parent well on track
- Plan to acquire additional land for further expansion by creating close to 1 million liters fermentation capacity in Phase 1

\* Includes Laurus Bio (Formerly known as Richcore) effect for two months post the closure of transaction

# R&D

## Focusing to create a Value Centric Portfolio



### Continue to allocate critical resource to our research initiatives

- Investing in portfolio based on complexity & Scale
- Addressable market for future R&D pipeline at US\$ 37bn+
- Filing pace to increase in FY22 across markets (Q1FY22 filings stood at 5 vs. 8 filed in FY21)
- Creating separate R&D center for Synthesis division
- Q1 R&D spends 17% YoY to ₹ 49cr (3.8% to Sales)

\* Total filings in EU (11) & Canada (15)

# Healthy Regulatory track with unwavering commitment to Quality

Laurus Philosophy  
"One Quality Standard for All Markets"

Facility	Regulatory Certifications	Start Year	Last US FDA – Inspection status	No of USFDA audits (since inception)
<b>Kilo Lab – R&amp;D</b>	USFDA, TGA, KFDA, PMDA, ANVISA Brazil	2006	2016 – EIR received	3
<b>Unit 1</b>	USFDA, TGA, MHRA-UK, KFDA, WHO-Geneva, PMDA, NIP-Hungary, Russian GMP, Mexican	2007	2019 - EIR Received	6
<b>Unit 2</b>	USFDA, BGV-Hamburg, WHO-Geneva, Tanzania-FDA, NDA-Uganda, PMPB-Malawi, KENYA, MCAZ-Zimbabwe, JAZMP-Slovenia, Ethiopia-FDA, Kazakhstan	2017	2019 – EIR Received	4
<b>Unit 3</b>	USFDA, WHO-Geneva, NIP-Hungary, Russian GMP, Mexican, JAZMP-Slovenia, KFDA, ANVISA	2015	2019 – EIR received	4
<b>Unit 4</b>	WHO-Geneva, USFDA & Mexican	2018	2019 – EIR received	1
<b>Unit 5</b>	None	2017	None	
<b>Unit 6</b>	USFDA	2018	2018 – EIR received	1
<b>LSPL-1</b>	None	2020	Nil	Nil

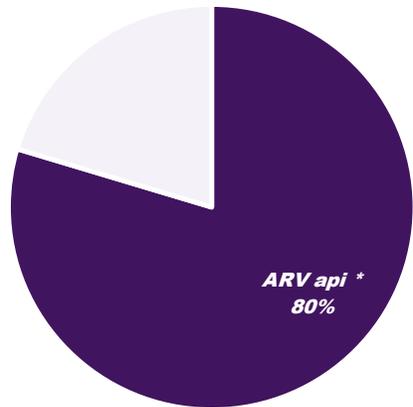
- Strong Quality Culture
- Increased level of digitalization of operations across our manufacturing units
- ~60 Customer audits in FY21 (+100 audits annually pre-pandemic)
- 36 successful site audits by International Health authorities (including USFDA, BGV Hamburg, WHO-Geneva, ANVISA Brazil), since January 2018

# Fundamentally - Diversified our Segment mix

Further Intensifying the Transformation drive

**FY 2017  
(IPO)**

**Revenues: ₹ 1,905cr**

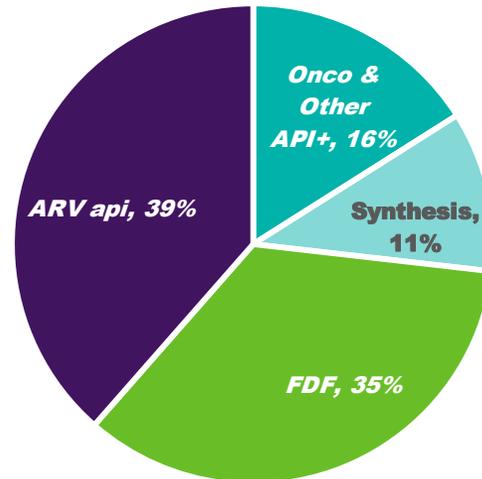


Revenues CAGR: 21%  
EBITDA CAGR: 32%

Diversified without  
compromising on growth

**FY 2021  
(By Segment)**

**Revenues: ₹ 4,813cr**



- ✓ **Integrated Business Approach to create value**
- ✓ **Wider Portfolio basket**
- ✓ **Expanded Market reach**
- ✓ **Strategic foray in Recombinant Proteins & CDMO biologics**

**Continued Organic Investment in manufacturing asset,  
Integrated approach across portfolio, continued Quality focus  
and Capable leadership team**

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

# Manufacturing Infrastructure (1/2)

Strong capabilities in Contract Manufacturing – a good fit to multiple strategic alliance

## Jawaharlal Nehru Pharma City, Visakhapatnam



1

### •API, CDMO - Synthesis

- 328 reactors with 1,226 KL capacity
- **Key Approvals:** USFDA, WHO, COFEPRIS, NIP – Hungary, KFDA, PMDA, ANVISA



3

### •API

- 265 reactors with 1,984 KL capacity
- **Key Approvals:** USFDA, WHO, COFEPRIS, NIP – Hungary, KFDA, ANVISA & JAZMP – Slovenia



5

### •CDMO - Synthesis

- 46 reactors with 137 KL capacity
- **Capabilities:** Hormone and Steroid facility

## APIIC, Atchutapuram, Visakhapatnam



2

### •FDF & API

- 6 bn Tablets/Capsules per year
- **Expansion plan:** +4bn unit (FY22-23 phased manner)
- **Key Approvals:** USFDA, WHO, ANVISA, BfArM – Germany & JAZMP – Slovenia and African countries



4

### •API, CDMO - Synthesis

- 60 reactors with 361 KL capacity
- **Key Approvals:** USFDA, WHO, COFEPRIS



6

### •API & Intermediates

- 68 reactors with 758 KL capacity
- **Key Approvals:** USFDA

# Manufacturing Infrastructure (2/2)

## IKP Knowledge Park, Genome Valley, Hyderabad



### •API, CDMO - Synthesis

- 43 reactors and 4.3 KL capacity
- **Key Approvals:** USFDA, KFDA and PMDA

Kilo Lab

## Jawaharlal Nehru Pharma City, Visakhapatnam



### •CDMO- Synthesis LSPL - 1

- 41 reactors with 135 KL capacity
- **Capabilities:** APIs including Ingredients, Synthesis & Contract Manufacturing

## Bibi Nagar (Near Hyderabad)



### •API & Intermediates SRIAM LABS

- 32 reactors with 81.6 KL capacity
- **Key Approvals:** WHO GMP by CDSCO

- \* Laurus Synthesis Pvt Ltd (LSPL)
- \* Sriam Labs Pvt Ltd (SRIAM LABS)

## Laurus Bio (facility acquired through Richcore)

Bangalore



### •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

R1



### •Bio-Ingredients

- Large sized Fermentation capacity of 180,000 Liters (4 fermenters of 45,000 L), CDMO

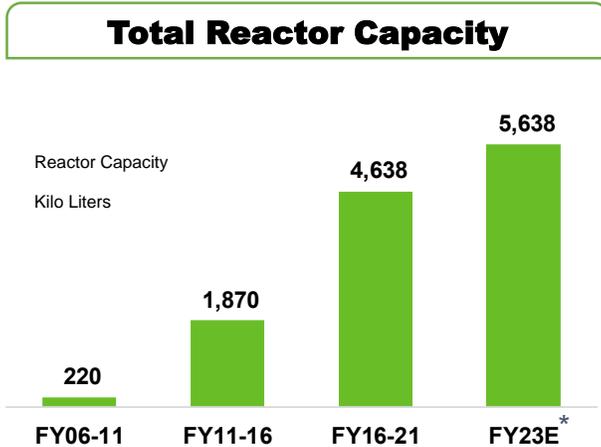
R2

# CAPEX Investments – An overview of on-Going Projects

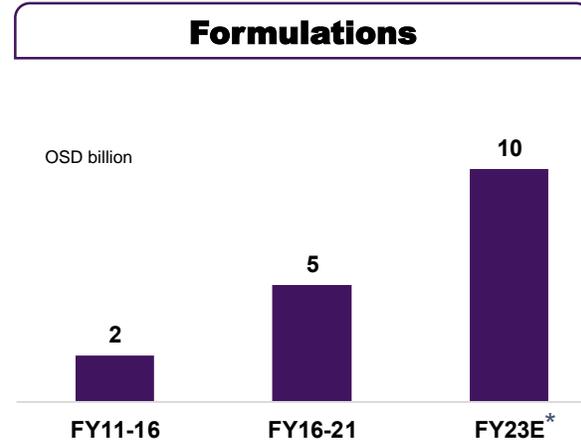
Re-investing to support Long term growth

Expansion Type	Division	Location	Status & Capacity	Operational Timelines
Brownfield	Formulation	Vizag	Unit 2 - 4 billion units (New building)	Completion by Mar 22
Brownfield	Formulation	Vizag	Unit 2 - 1 billion units (De-bottlenecking)	Completed
Brownfield	API	Vizag	Unit 3, 4, and 6 (1,000KL)	Ongoing
Brownfield	Custom Synthesis	Vizag	Unit 1 (LSPL)	Completed
Greenfield	Custom Synthesis	Vizag	Land acquired (Unit 2 & Unit 4 - LSPL)	FY 23
Greenfield	API	Vizag	Land acquired	FY24
Greenfield	Formulation	Hyderabad	Land acquired	Phase 1 – FY24
Greenfield	R&D Center (Synthesis)	Hyderabad	Land acquired	FY23

Capacity Progress  
by Year



\* Approximate figures



Deepening multi-site manufacturing capabilities



Well-positioned to meet fast growing global demand for NCE drug substances and drug products



# Laurus Vision

*“To become a leading player in offering integrated solutions to global pharmaceutical needs in creating a healthier world”*

## Our Values



**KNOWLEDGE**



**INNOVATION**



**EXCELLENCE**



**CARE**



**INTEGRITY**

# Board of Directors

Strong Governance Standard from a diverse board



**Dr. M. Venu Gopala Rao**

Non-Executive Chairman & Independent Director

**Key Expertise:** General Management, Manufacturing inefficiencies, and Entrepreneurship

**Key Qualification:** B.Sc (Hons) in Chemical Engineering, Post-Graduate in Pulp and Paper Technology from the Forest Research Institute



**Dr. Satyanarayana Chava**

Executive Director & Chief Executive Officer

**Key Expertise:** +30 years experience across R&D, API process, Manufacturing, Quality Control, Business development, Supply chain, Intellectual Property,

**Key Qualification:** Ph D in Chemistry from Andhra University, Executive MBA from Indian School of Business



**Mr. V V Ravi Kumar**

Executive Director & Chief Financial Officer

**Key Expertise:** +30 years experience in Finance, Information technology, M&A & Strategic alliance, HR, Supply chain and Sustainable Development

**Key Qualification:** /Master's in Commerce, Fellow member of Institute of Cost Accountants of India (formerly ICWAI)



**Dr. Lakshmana Rao C V**

Executive Director

**Key Expertise:** +25 years experience in Quality control, Quality assurance, Regulatory affairs and Corporate Strategy and Implementation

**Key Qualification:** PhD in Chemistry from Andhra University



**Dr. Ravindranath Kancherla**

Non-Executive & Independent Director

**Key Expertise:** Surgeries (Gastroenterology, Laparoscopic), Organ transplantation, Key advisor to Medical Fraternity for liver, pancreatic and bile duct resections. Chairman at Global Hospitals Group

**Key Qualification:** MBBS and Masters in Surgery from Madras University, Fellowship of the UK Royal College of Surgeons FRCS(Glasg) & FRCS(Edin.)



**Mr. Chandrakanth Chereddi**

Non-Executive Director

**Key Expertise:** Project Management, Strategy (ex-McKinsey & Co.), Risk mitigation

**Key Qualification:** B.E from Osmania University, Master's in Electrical and Computer Engineering from University of Illinois, PGP in Management from Indian School of Business



**Mrs. Aruna Bhinge**

Non-Executive & Independent Director

**Key Expertise:** +17 years experience in food Security, Strategic planning (ex-Syngenta India)

**Key Qualification:** Bachelor's from University of Poona, Master's in Science and Post-graduate in Management Studies (MMS) from University of Mumbai



**Dr. Rajesh Koshy Chandy**

Non-Executive & Independent Director

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

**Key Qualification:** Bachelor's in Engineering (Electronics and Communications), MBA from University of Oklahoma, Ph.D from University of Southern California, Member American Marketing Association

# Key Management Team

Driven by credible expertise



**Dr. V Uma Maheswer Rao**

Head – Chemical R&D

**Key Expertise:** Extensive experience in process R&D, and API manufacturing process

**Key Qualification:** Ph.D in Chemistry from Osmania University



**Mr. Srinivasa Rao S**

Head – Manufacturing & Operations

**Key Expertise:** +27 years experience in production planning, and execution of manufacturing processes

**Key Qualification:** Masters in Chemistry



**Mr. Krishna Chaitanya Chava**

Head - Synthesis and Ingredient

**Key Expertise:** Strategy and Marketing

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



**Mr. Martyn Oliver James Peck**

Head – Business Development

**Key Expertise:** +21 years experience across sourcing, purchasing, sales and market intelligence

**Key Qualification:** BSc in Biological/Medicinal Chemistry



**Dr. Prafulla Kumar Nandi**

Head - Global Regulatory Affairs

**Key Expertise:** +24 years experience in global regulatory affairs, Products filings, Negotiations with Regulators, Global drug development (US, EU)



**Mr. Thomas Versosky**

Head - FDF, North America

**Key Expertise:** +16 years experience in US generic across commercial operations, incl. portfolio management, business development, licensing & acquisitions



**Mr. Rajaram Iyer**

Head – Portfolio Management

**Key Expertise:** +23 years expertise in Strategic Planning, Portfolio Management & New business initiatives

**Key Qualification:** Master in Analytical Chemistry, EGMP from IIM-Bangalore, MBA (Operations Research)



**Mr. Narasimha Rao DVL**

SVP, Synthesis

**Key Expertise:** 28 years experience. Currently hold Directorship in Laurus Synthesis Pvt Limited (LSPL)

**Key Qualification:** Masters in Science



**Mr. S .Srinivasa Rao**

SVP, Manufacturing

**Key Expertise:** +25 years experience in field of production & manufacturing

**Key Qualification:** Masters in Chemistry



**Mr. Ch. Sita Ramaiah**

SVP, Finance

**Key Expertise:** +20 years of experience in Treasury, Financial reporting, MIS and Taxation. Holds Directorship in LSPL & Laurus Generics GMBH

**Key Qualification:** Fellow member of Institute of Chartered Accountants of India



**Mr. Narasimha Rao Chava**

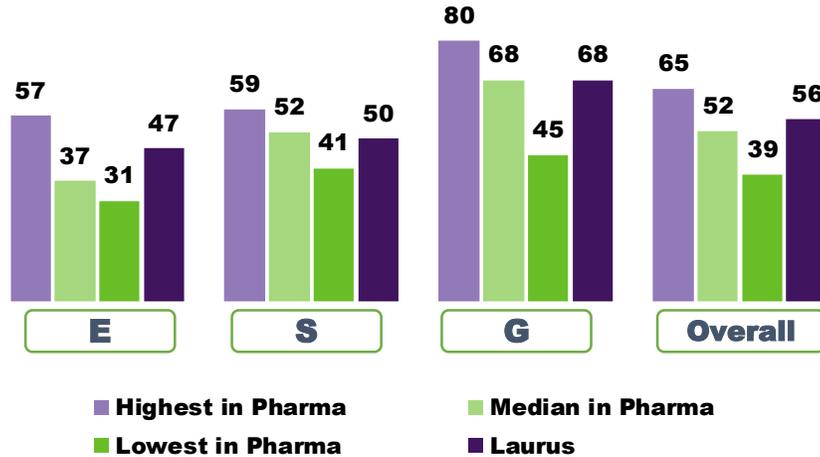
Head, Human Resource

**Key Expertise:** +25 years in the field of administration and Human Resources functions. Holds Directorship in LSPL

**Key Qualification:** Master's Arts from Andhra University

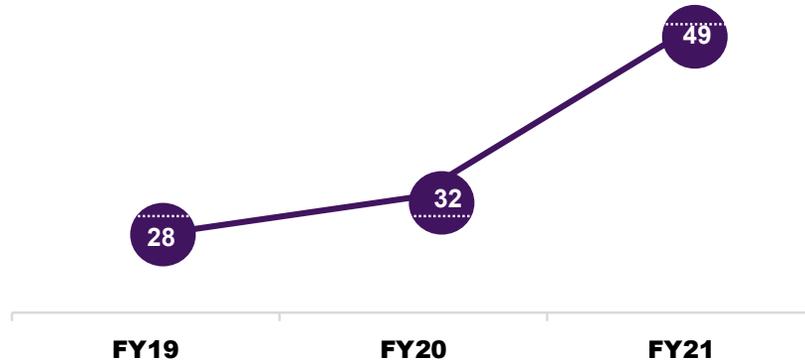
# ESG Standards & Sustainability Strategy

S&P global CRISIL Ranking \*



- Strictly comply with the Environmental Protection Law and other EHS regulations
- Sustainability initiatives are accredited by multiple agencies including Ecovadis® & CRISIL, an S&P Global company
- CRISIL score of 56 is above industry average ( as per June'21 CRISIL ESG compendium)
- Transparent disclosures as we leverage standards for the Pharmaceutical Industry from Global Frameworks viz GRI indexing & align our impact with the UN SDGs

ecovadis  
Score (U-1)



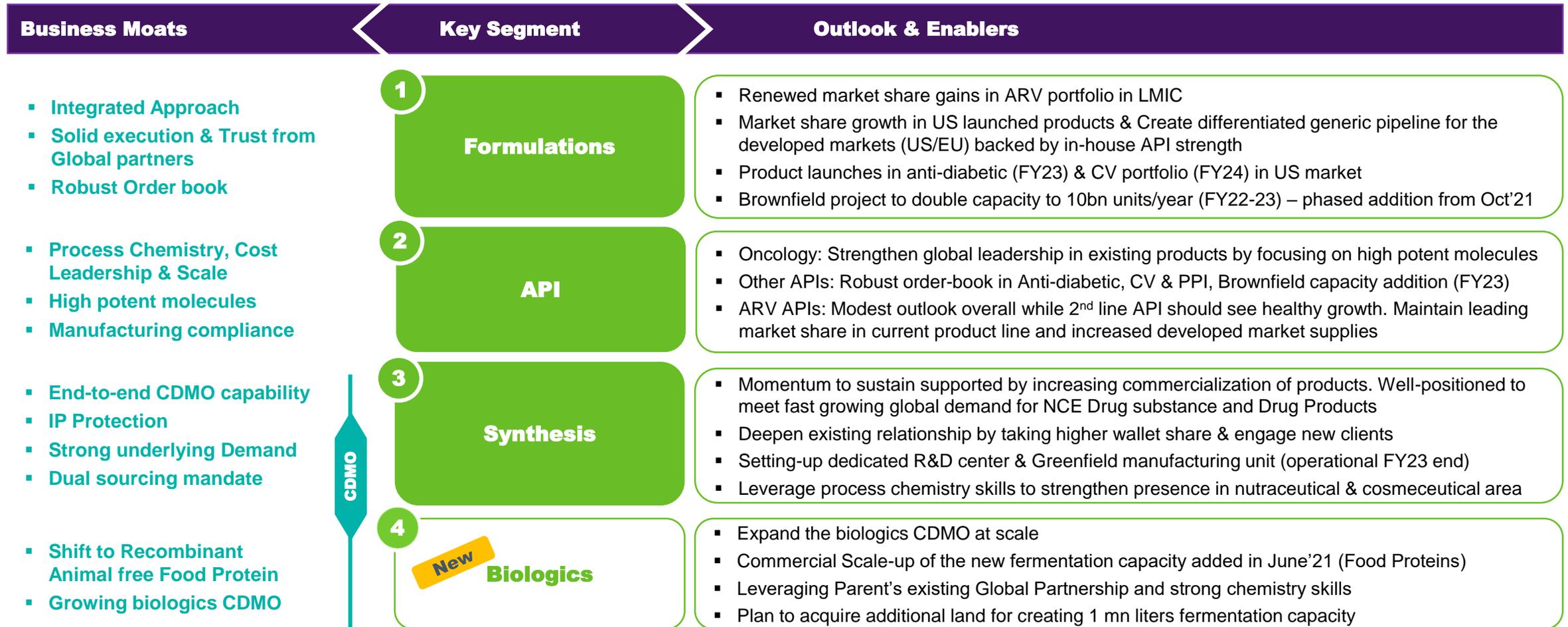
- Source: S&P Global CRISIL Ranking June'21
- E: Environment, S: Social, G: Governance



## **Outlook & Guidance**

**3**

# Outlook FY2022 & Ahead



# Laurus Priorities FY2022

Accelerating action for value creation

1

## Business

- Proactive portfolio de-risking, enhanced procurement and operational efficiency
- Integrating & leveraging Richcore acquisition
- Widen technology portfolio and access new market opportunities
- Strengthen position with Big Pharma & market share gains in ARV portfolio
- Focus on talent attraction to support new growth projects

2

## Capital

- Strong Balance sheet and Liquidity to weather unanticipated market conditions
- Committed to efficient capital allocation strategy to build value in long run

3

## Regulatory & Compliance

- Maintain compliance and quality leadership
- Continued review of environmental, social and governance (ESG) measures under expanded leadership

# Appendix

4



# 15 years of patience, diligence and perseverance

Capabilities	2006-11	2011-16	2016-21
Company transformation	ARV APIs	API company	Pharmaceutical company
Team strength	883	2,266	4,808
No of Scientist at R&D	400+	500+	750+
Manufacturing Units	1 (FDA compliant)	2 (FDA)	8 (5 FDA)
Reactor volume (KL)	220	1,870	4,638
Formulation OSD - billion	-	2	5
Drug Master Files (DMF)	12	28	61
US ANDA – Filed	-	-	27 (7 FTFs)
CDMO Project pipeline	-	<20	50
Projects Commercialized	-	-	4
Patent Filed /Granted	48	218 (32 Granted)	292 (150 Granted)

Consistently creating value proposition for stakeholders

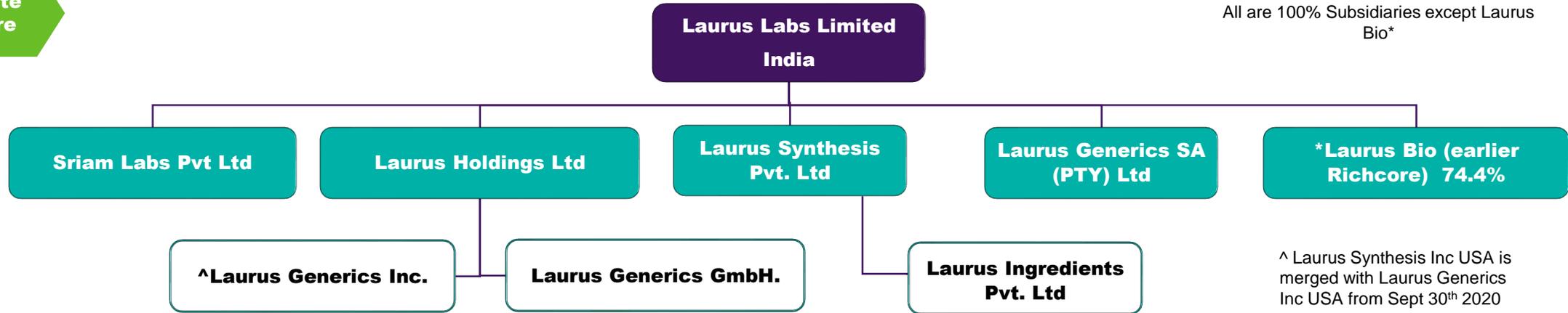
## 2021 Indicators

<b>Revenues</b>	<b>EBITDA</b>	<b>Net Profit</b>	<b>RoCE</b>
• 4814 Crore	• 1573 Crore	• 984 Crore	• 40%

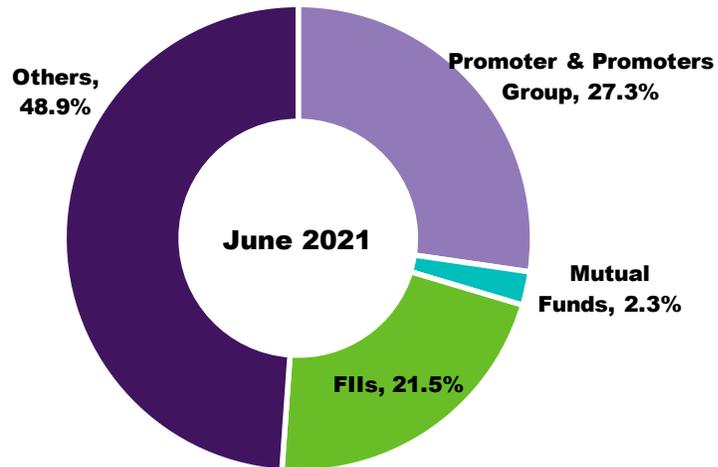
World's leading manufacturers of API: Anti-retroviral, Oncology, cardiovascular, antidiabetic, Anti-asthma, & gastroenterology

# Corporate Structure and Shareholding Details

## Corporate Structure



## Shareholding Details



### Top 5 Holders (Institution / Non-Promoter)

Holder	Stake
Amansa Holdings	4.80%
New World Fund	2.02%
SmallCap World Fund	1.10%
Societe Generale - Odi	1.23%
BNP Paribas	1.02%

# Recognition from Industry



## Great Place to Work

For the third 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



## Great Place to Work

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

# Conference Call Details

**Results conference call on Friday July 30, 2021 at 11:00 AM IST**  
**Details of the conference call are as follows**

<b>Location</b>	<b>Dial-In Details</b>
Conference dial-in Universal Dial-In	+91 22 6280 1148
India Local access Number	+91 22 7115 8049 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>

## About Us

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, Hepatitis C, and oncology drugs. We also develop and manufacture oral solid formulations, provide contract research and manufacturing services (CRAMS) to Global pharma companies, and produce specialty ingredients for nutraceuticals, dietary supplements and cosmeceuticals, in biotechnology we do animal origin free recombinant proteins.

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 4800+ people, including around 750+ scientists at more than 8 facilities approved by major regulatory agencies USFDA, WHO-Geneva, UK-MHRA etc. and in FY2021 generated over Rs4,800 crore in annual revenue.

Corporate Identification No: L24239AP2005PLC047518.

## Investor relations contact

Vivek Kumar

T: +91 040 6659 4366

E: [investorrelations@lauruslabs.com](mailto:investorrelations@lauruslabs.com)

E: [vivek.k@lauruslabs.com](mailto:vivek.k@lauruslabs.com)

For more information

Please visit our website [www.lauruslabs.com](http://www.lauruslabs.com)



Please consider the environment before printing this Presentation

