

Laurus Labs Limited
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November 25, 2020

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

Sub: Investors/Analysts Presentation

Please find enclosed the presentation to the Investors/Analysts on the Acquisition of majority stake in the Richcore Lifesciences Private Limited, for the Investors/Analysts call scheduled on November 26, 2020, which was already intimated.

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



Encl: As above



LAURUS LABS LIMITED

Acquisition of Richcore Lifesciences Pvt.Ltd.

November 25, 2020

BSE: 540222
NSE : LAURUSLABS

Disclaimer

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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Agenda

1 Transaction Details

2 Strategic Rationale

3 Brief on Richcore

4 Synergy and Value Creation

5 Laurus Bio - Growth Trajectory

Transaction in Brief

- Laurus Labs has executed Definitive Agreement for acquisition of majority stake (72.55%) in Richcore Lifesciences Pvt Ltd (Richcore).
- Richcore is being valued at Rs. 340 Cr and the cost of acquisition of 72.55% stake will be Rs. 246.7Cr and will be funded through internal accruals.
- Laurus will be acquiring the existing shareholding of both Eight Roads Ventures and VenturEast.
- The current promoters led by Mr. Subramani Ramchandruppa will continue to be in the executive board and run the operations.
- Post successful closure of the transaction, Richcore will be renamed to Laurus Bio Pvt. Ltd.

- **Richcore Financials**

Rs. million	FY 2020 A	H1 FY 2021
Revenues	414	291
Gross Margins	173	203
EBIDTA	(16)	113
PBT	(70)	92

- Transaction likely to be closed within three months.

Strategic Rationale



Entry into high growth segment



Diversification of revenue base



Ability to scale operations



Ability to become vertically integrated biotech company



Increased demand for fermentation capability



Enzyme Chemistry-
Bio-catalysis

Richcore.. An Emerging Biotech Company

Richcore

01 Fast Growing Research Driven Bio - Manufacturing Company

02 Recombinant products - animal origin free products for safer, viral free bio manufacturing

03 Precision Fermentation capabilities - scale up expertise and large scale manufacturing capabilities



Richcore.. Business Areas



1

Biotech Ingredients

2

Enzymes

(Biocatalysis, Health & Nutrition, Various Industrial Applications)

3

CDMO

Contract Development and Manufacturing

Applications

1

Biotech Ingredients

Vaccine, Insulin and other biologics manufacturing

Cell Culture Media, Supplements for Stem Cell, Regenerative medicines

Food Industry

2

Enzymes

Pharma- Biocatalysis

Health & Nutrition

Industrial Enzymes

3

CDMO

Contract Development and Manufacturing

Therapeutic Proteins, MABs, Biosimilars

Biotech Ingredients

Food Industry (Novel Proteins)

Current Products and Applications

Products	Vaccine Manufacturing	Insulin Manufacturing	Biopharma	Cell Culture	Cultured Meat
Recombinant Trypsin	✓	✓	✓	✓	✓
Recombinant Human Albumin	✓			✓	✓
Recombinant Carboxypeptidase B	✓	✓	✓		
Recombinant Transferrin			✓	✓	✓
Recombinant Thermolysin			✓	✓	
Recombinant IGF – LR3			✓	✓	✓
Recombinant Collagenase				✓	
Recombinant EGF				✓	✓
Recombinant FGFb				✓	✓

Manufacturing Facilities

R1



- Located in Bengaluru, India
- Total fermentation capacity of 1750 lts – 2 reactors of 5000 lts and 3 reactors of 250 lts
- In-house QC lab well equipped for chemical and microbial testing
- EHS, ISO 9001:2015, Halal, Kosher certified

R2



- Located in Tumkur (80 kms from the first facility)
- Total fermentation capacity of 180,000 lts – 4 reactors of 45,000 lts
- Plant will be operational by Q4, FY-21

- Manufacturing facilities producing 100% Animal Origin Free products
- Highly efficient manufacturing facility capable of producing multiple proteins using varied expression systems yeast, bacterial etc.
- Expertise in *Pichia Pastoris* amongst other microbial expression systems.
- Strategic global partnerships for commercialization of products

Synergy and Value Creation

Richcore

01 Deep technical expertise in biotechnology

02 Large fermentation capacity

Laurus Labs

01 Deep expertise in chemistry and large scale manufacturing

02 Large geographical footprint and customer base

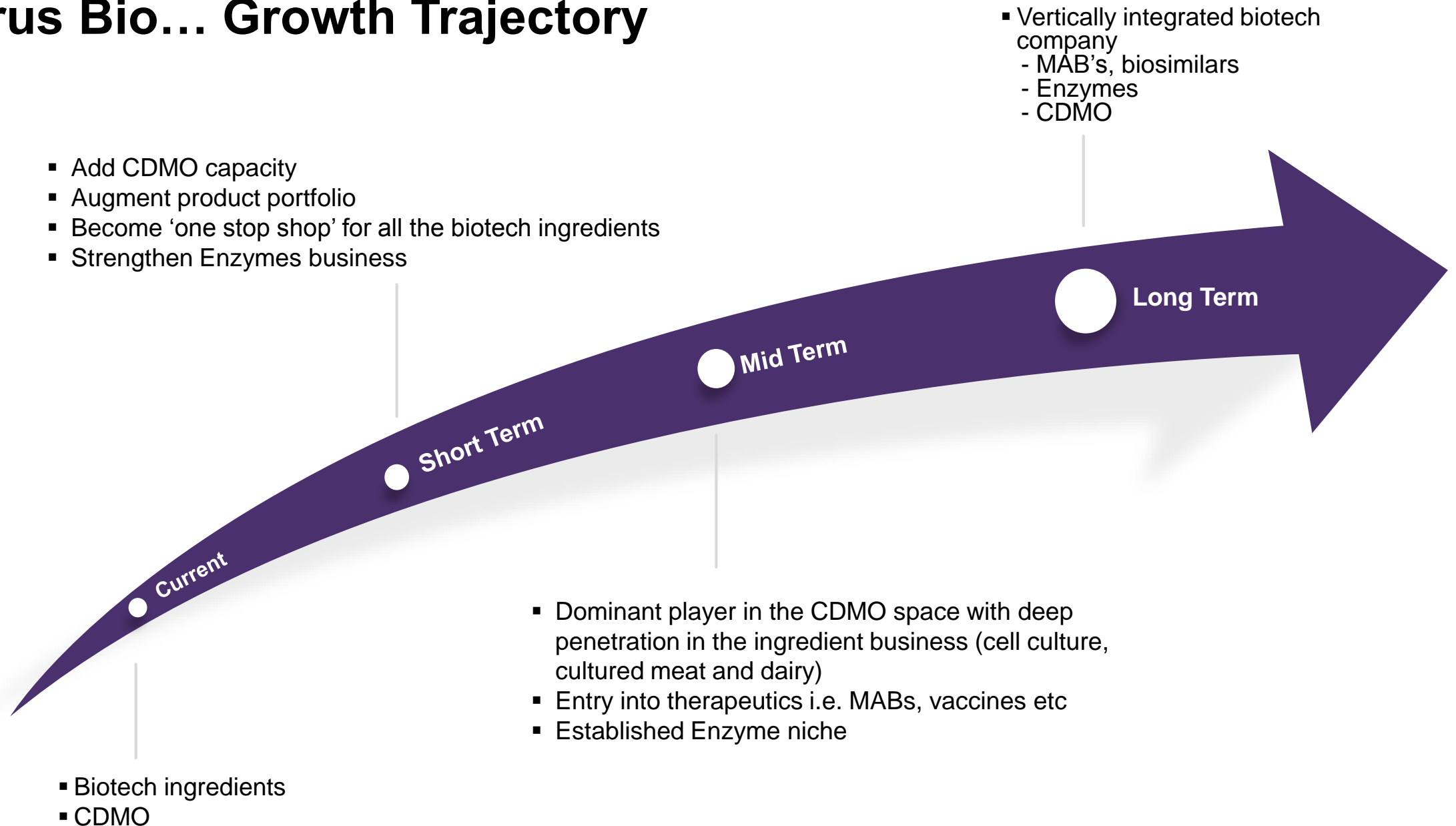
1 Bio Catalysis-lean and green API processes

2 One stop shop for biotech ingredients

3 Large fermentation capabilities

Laurus Bio
A vertically integrated biotech company

Laurus Bio... Growth Trajectory



Conference Call

Conference call on November 26, 2020 at 11.00 AM IST

Details of the conference call are as follows:

Timing	11.000 am IST on November 26, 2020
Conference dial-in Universal Dial-In	+91 22 6280 1148 / + 91 22 7115 8049
India Local access Number	+91 7045671221 <small>Available all over India</small>
Singapore	+ 65 31575746
Hong Kong	+ 85230186877
USA	+ 13233868721
UK	+ 442034785524

[Click on this link to join the call through Diamond Pass](#)

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 or contact:

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Thank You