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January 27, 2022

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

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, 2021, for the Investors/Analysts call scheduled on January 28, 2022, which was already intimated on January 21, 2022.

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

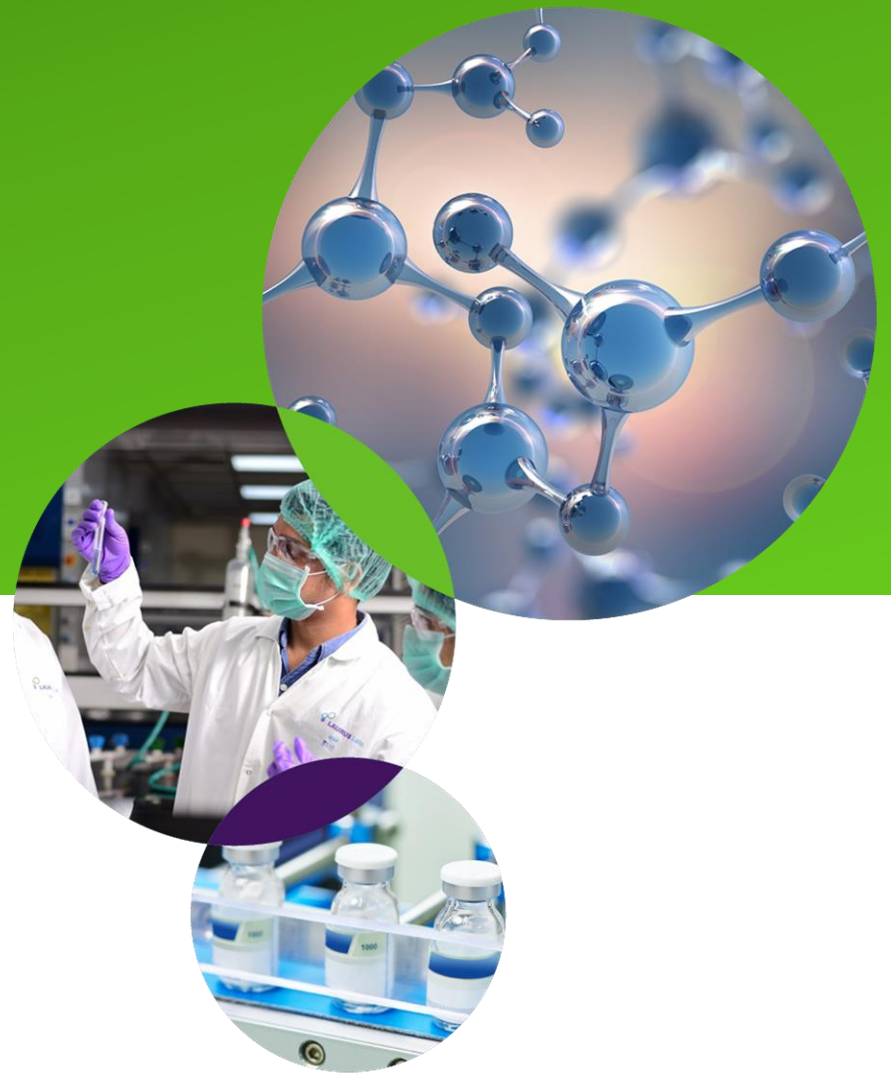
LAURUS LABS LIMITED Hyderabad

G. Venkateswar Reddy
Company Secretary

Encl: As above

Q3 FY 2022
Financial Results and Business Update

January 27 , 2022



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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 **Financial Overview**

2 **Business review & Strategy**

3 **Outlook & Guidance**

4 **Appendix**

Financial Overview

1

9M/FY22 – Results summary

Despite of Lower demand for ARV API and Formulation, sustained Revenue and EBIDTA

Revenues ₹ 3,511 Cr ▲3%

EBITDA ₹ 1,038 Cr ▼ 5%

9M/FY22 Consolidated Financials

[₹Crore]	9M/FY22	9M/FY21	Y-o-Y
Revenues	3,511	3,401	3%
Gross Margins	57.0%	55.0%	200bps
EBITDA	1,038	1,096	-5%
% to Revenues	29.6%	32.2%	-260bps
Net Profit	597	687	-13%
% to Revenues	17.0%	20.2%	
EPS	11.1	12.8	-13%

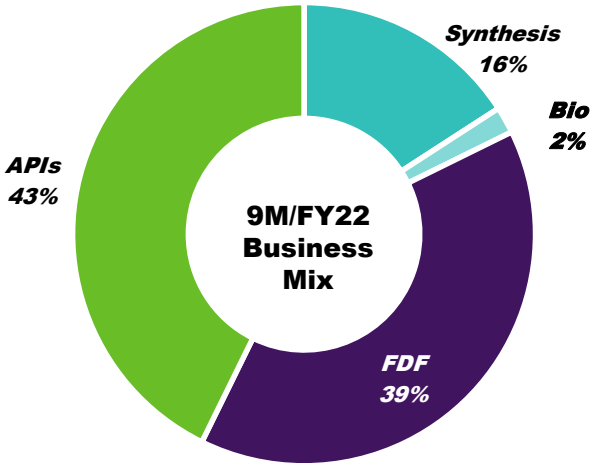
Key Highlights

- Revenue from operations has grown at modest 3% YoY despite of lower demand for ARV api and formulations. Strong growth particularly in Synthesis Segment and FDF overcompensated for slower API sales. ARV api and formulation sales will improve from Q4 of FY 22.
- Gross Margins stood at 57.0%, expanded 200bps YoY based on better Business mix
- EBITDA : ₹ 1,038 Cr, decreased by 5% YoY.
- EBITDA Margins : 29.6%, decreased by 260 bps YoY
- R&D Spend : ₹ 148 Cr (4% to Sales) and was up 10% YoY
- Net Profit : ₹ 597 Cr, decreased by 13% YoY

9M/FY22 – Business performance

9M/FY22 Segment Performance

[₹ Crore]	9M/FY22	9M/FY21	Y-o-Y
FDF	1,389	1,234	13%
APIs	1,500	1,824	-18%
Synthesis	557	343	62%
Bio	65	-	-
Total Revenues	3,511	3,401	3%



Key Highlights

- **Formulation (FDF):** Reported healthy growth of +13% YoY. This was driven by ARVs and steady market share gains / new launches in Developed markets
- **APIs:** Impacted from Demand correction in ARV business to regulating stocking at channel partners. Stabilization expected from Q4 onwards. Also, seeing healthy rebound for Other APIs (CV+Diabetes) in coming quarters. Capacity augmentation in progress in select high growth therapeutic areas
- **Synthesis:** Up +62% in 9M supported from new client addition and increased business from existing customers. Working on over 50 active projects. Initiated Capex for new CDMO multi-year contract (signed in Q2). Uniquely positioned to address customer needs at any stage of product lifecycle
- **Bio:** Reported ₹65cr in Sales. 180KL fermentation capacity fully commissioned. Major benefits from new capacity in recombinant Food protein to reflect in quarters ahead.

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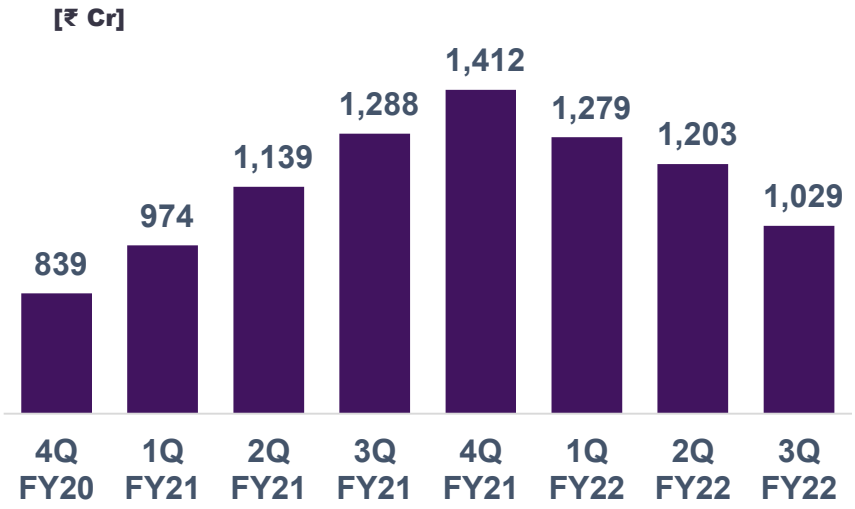
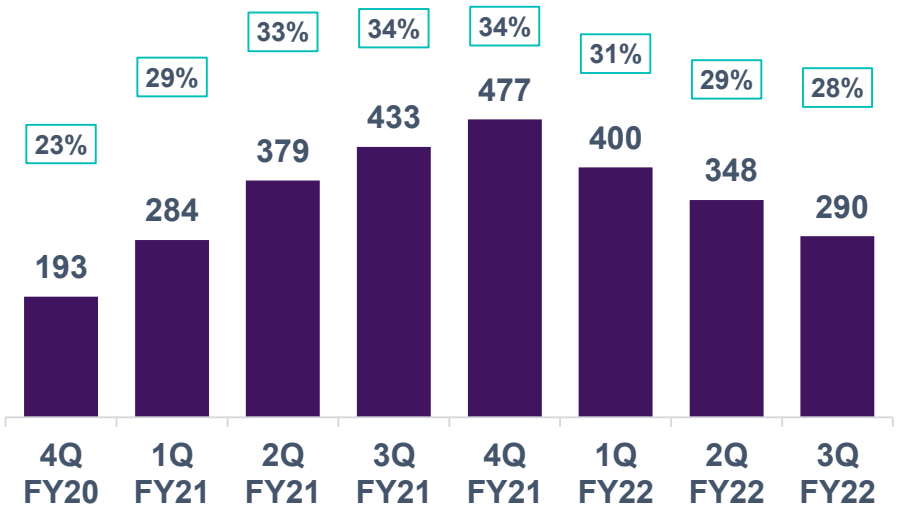
Summary Quarterly Performance

Consistent Delivery – Normalization underway

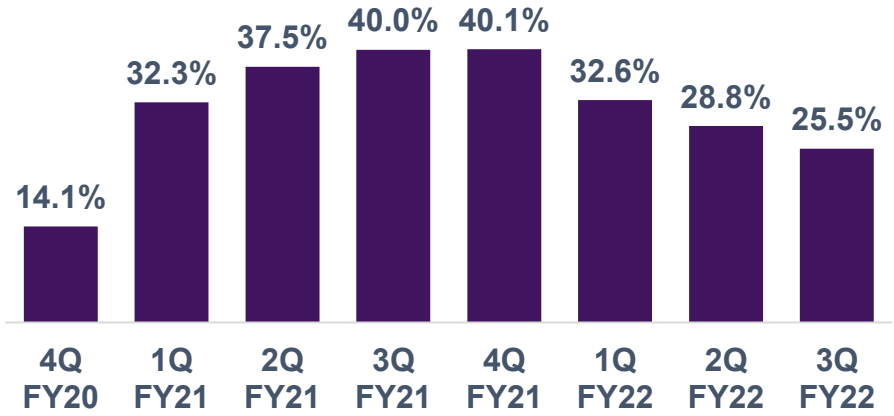
Revenues



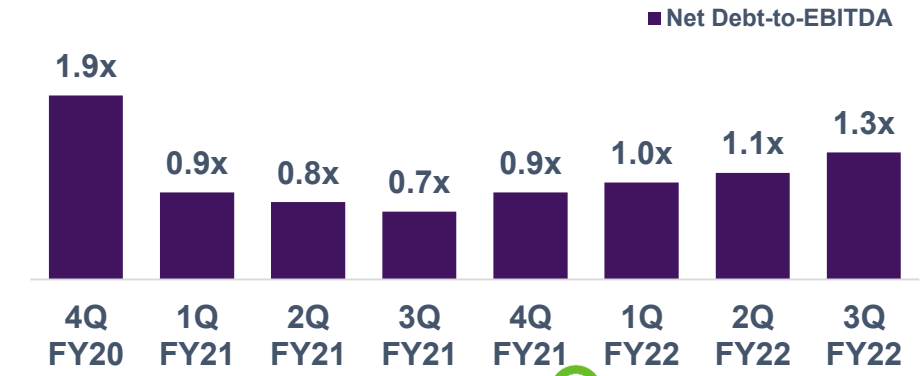
EBITDA & Margins %



RoCE



Net Leverage



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Financial Performance 3Q/FY22

Lower demand for ARV APIs and Formulation, resulted in lower Revenue and EBIDTA

Revenues ₹ 1,029 Cr ▼20% YoY

EBITDA ₹ 290 Cr ▼33% YoY

3Q/FY22 Consolidated Financials

[₹Crore]	2Q/FY22	3Q/FY22	3Q/FY21	Y-o-Y	Q-o-Q
Revenues	1,203	1,029	1,288	-20%	-14%
Gross Margins	55.7%	58.8%	54.7%	410bps	310bps
EBITDA	348	290	433	-33%	-17%
% to Revenues	28.9%	28.2%	33.6%	-540bps	-70bps
Net Profit	202	154	273	-44%	-24%
% to Revenues	16.8%	15.0%	21.2%		
EPS	3.7	2.9	5.1	-43%	-22%

Key Highlights

- Net Revenues declined 20% due to lower demand of ARV APIs and Formulations due to transient inventory correction.
- Core results continues to remain resilient with Strong growth in Synthesis (+63%), and Other APIs (+38%).
- Drag in ARV business is sharper than expected and appears to have bottomed and demand for ARV APIs and Formulations will improve from Q4 FY 22 onwards.
- Gross Margins : 58.8%, increased by 410 bps YoY.
- EBITDA : ₹ 290 Cr, decreased by 33% YoY
- EBITDA Margins : 28.2%, decreased by 540 bps YoY
- R&D Spend : ₹ 148 Cr for 9MFY22 (4% to Sales) and was up 10% YoY
- Net Profits : ₹ 154 Cr, decreased by 44% YoY

Business review & Strategy

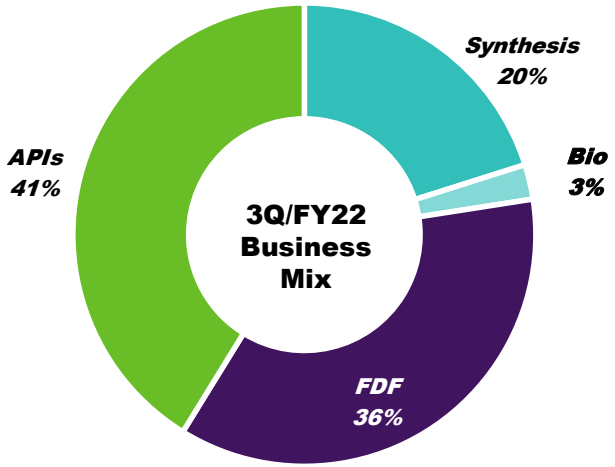
2

Business Performance 3Q/FY22

Key Drivers of Change – Tracking healthy

3Q/FY22 Segment Performance

[₹ Crore]	2Q/FY22	3Q/FY22	3Q/FY21	Y-o-Y	Q-o-Q
FDF	495	373	430	-13%	-25%
APIs	527	424	731	-42%	-20%
Synthesis	155	207	127	63%	34%
Bio	26	25	-	-	-4%
Total Revenues	1,203	1,029	1,288	-20%	-14%



Key Highlights

- **Formulation (FDF):** Declined 13% YoY impacted by lower demand in ARV segment due to stocking at channel partners. – Signs of demand stabilization visible from Q4 FY 22. Developed market sales were healthy supported by steady market share gain in existing portfolio
- **APIs:** APIs sales optically weak (-42%) due to lower demand in ARV segment and continued de-stocking impact in ARV business. Other APIs / Oncology continued to see good recovery QoQ (+19%, +16%). ARV APIs specific impact should ease from Q4 onwards
- **Synthesis:** Solid growth momentum maintained (+63% YoY). Expansion in CDMO capability on track to include new opportunities; continued confidence in strong outlook for FY 2022 & Beyond
- **Bio:** Revenues were stable QoQ at ₹ 25cr – scope for improvement in ensuing quarters. Demand outlook remains strong. Additional Capacities commissioned in Q3 taking the total operational capacity to 180KL as on Dec'21.

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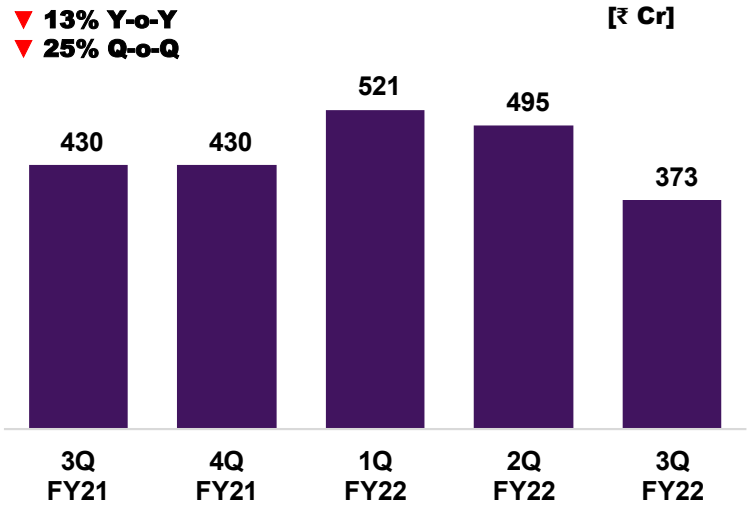
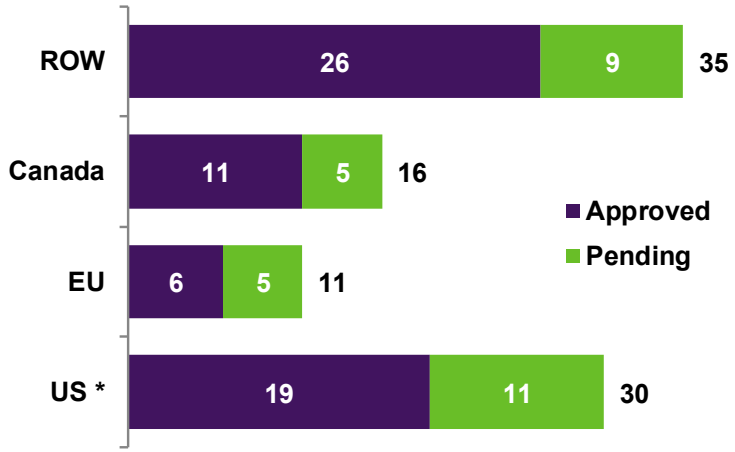
Generic FDF

Soft – expect recovery in the quarters ahead

Revenue Growth



Global Filings Progress



* Includes 9 Tentative approvals in US

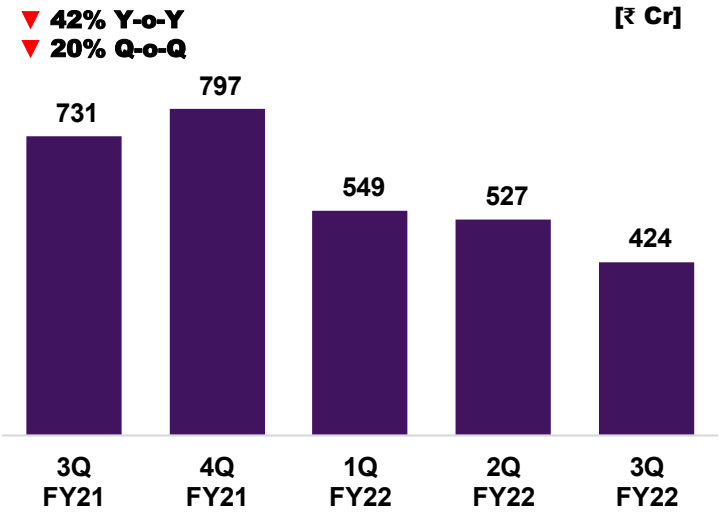
Key Highlights

- FDF business softened in Q3 with Revenues declining 13% YoY and 25% QoQ to ₹ 373 cr (36% of total revenues vs 33% last year)
- We expect rebound backed by stable Demand environment from Q4 FY 22 onwards. Developed markets sales were strong over last year led by portfolio expansion – Market share gains broadly stable
- Laurus has signed and will be a part of MPP license for Molnupiravir to increase the broad access in LMIC markets
- **Capacity expansion update:** Brownfield capacity expansion at Unit 2 (to add 4bn units) is on track and expected to get commercialized by 1QFY23. We expect to double our FDF capacity to 10bn units in Apr'22
- **Q3 & 9M Global filings:** 1 product dossier was filed in Developed markets in 3Q taking total filings to 8 products for 9MFY22

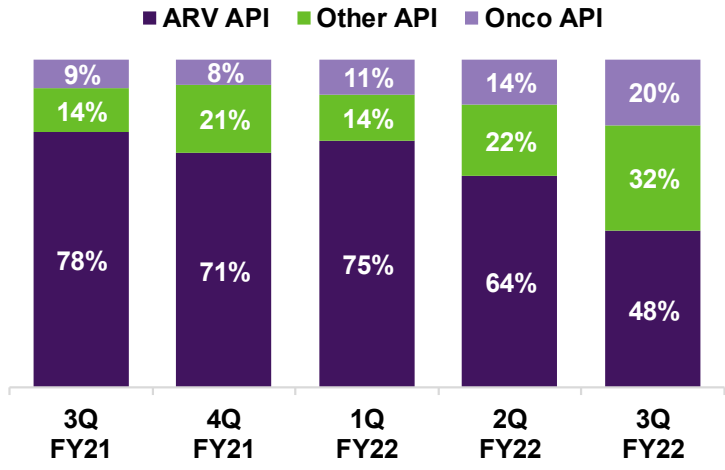
Generic APIs

High base & Transient Demand impact in ARVs; Good traction in Other APIs)

Revenue Growth



API revenues mix



Key Highlights

- API business reported de-growth of 42% for the quarter at ₹ 424 cr (41% of total revenues vs. 57% last year)
- Weakness in ARV business is sharper than expected and declined 64% YoY (-40% QoQ) – impacted from continued rectification in excess channel inventories. Continue to believe that this is transient and should subside from Q4 onwards
- Other APIs and Oncology Revenues continued to normalize faster and saw good traction overall (+38% & +33% YoY)
- Capacity augmentation in progress in select high growth therapeutic areas. Expect to enhance total reactor volume from ~4600KL to 5600KL by the end of FY22

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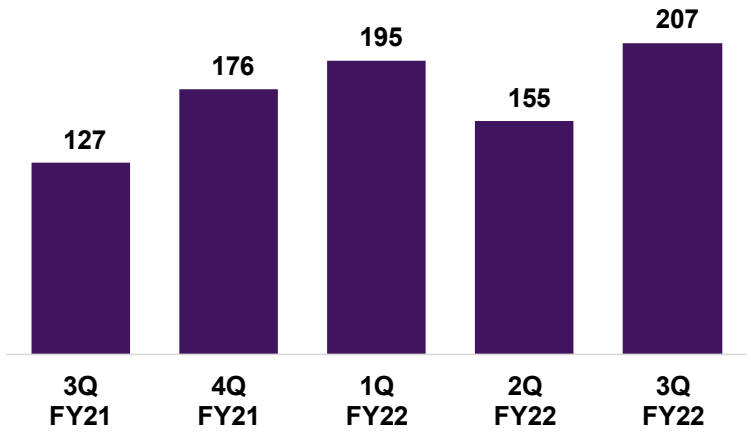
CDMO - Synthesis

Accelerating our focus

Revenue Growth

▲ 63% Y-o-Y
▲ 34% Q-o-Q

[₹ Cr]



Operational Highlights

1	2	3	4	5
50	4	4	100+	550KL+
Projects till date	Commercial Projects	Big Pharma Global Client	R&D Scientist	Dedicated capacity by 4QFY22

Key Highlights

- Synthesis business maintained its robust growth momentum +63% YoY during the quarter to ₹ 207 cr. For 9MFY22, CDMO business grew at +62% (16% of total revenues vs. 10% last year)
- Key Drivers of growth - Sustained new client addition and increased business from existing customers
- Expansion in CDMO capability on track to include new opportunities and extended service
- **Capacity expansion update:** Commercialized LSPL unit 1 during Q1FY22. Greenfield investment to set up a dedicated R&D center in Hyderabad (FY23) and three manufacturing units in Vizag (FY24/25)

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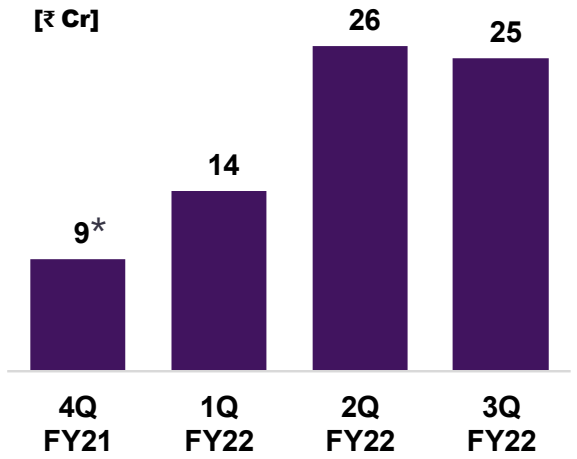
Laurus Bio - Bio business

Business integration & New capacities broadly on track

Revenue Growth



- **180KL fermentation capacity fully commissioned**
- **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 was largely stable and clocked Q3 sales of ₹ 25 cr
- Commissioned remaining two Fermenters of 45KL each taking the total operational capacity to 180KL as on Dec'21. Subsequent benefits of the full operational capacity to reflect from Q4 onwards. The capacity will be used for Developed markets supplies
- Business Integration with Parent progressing nicely. Continue to work on Improving Product offering and Improving Go-to-market by leveraging relationship
- In Process to acquire Additional land parcel with a plan to Create 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

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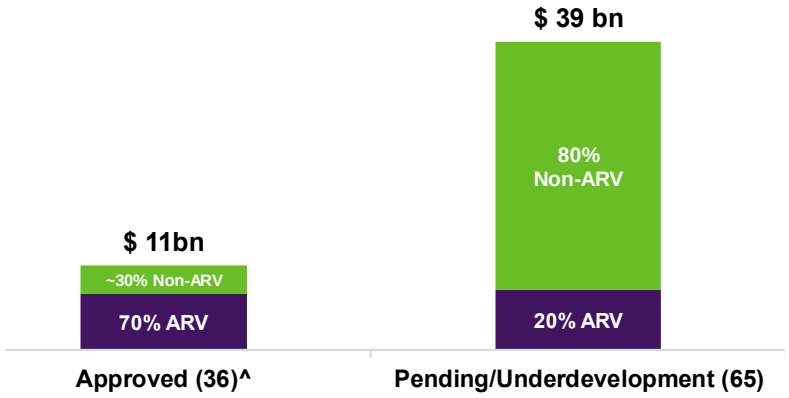
R&D

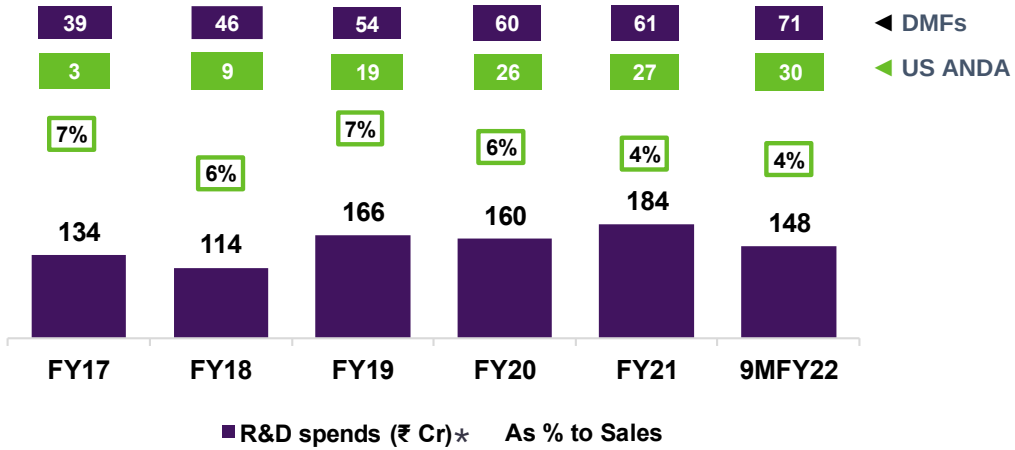
Creating a Value Centric Portfolio

US/EU pipeline by Addressable market



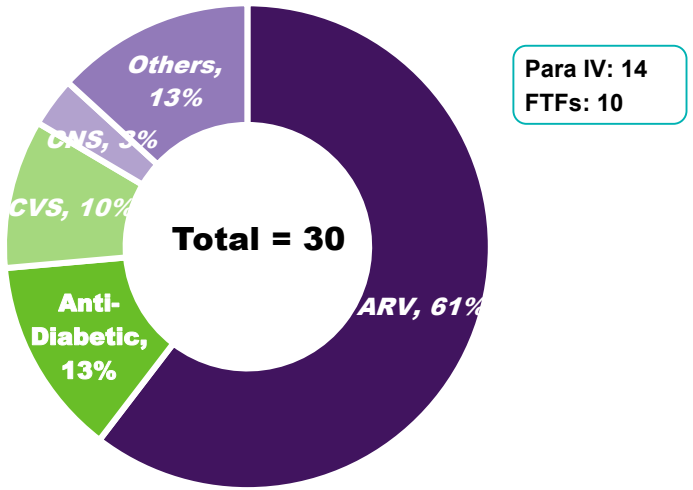
^ Including Tentative

R&D spend & Filing trend (US/EU /Canada)

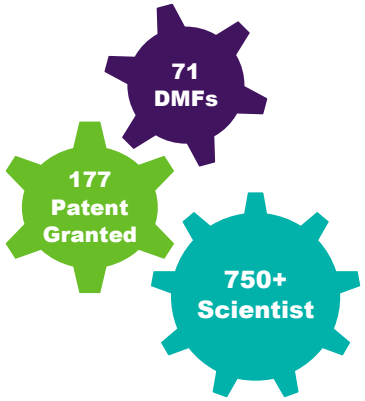


* Includes Capex

Cumulative US Filings by Therapy mix



Para IV: 14
FTFs: 10



* Additionally, total filings in EU (11) & Canada (16)

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$ 39bn+
- Filing pace to increase in FY22 across markets (9MFY22 filings stood at 8 vs. 8 filed in FY21)
- DMFs filings as on Dec-21 Stands at 71
- Creating separate R&D center for Synthesis division
- 9M R&D spends 10% YoY to ₹ 148 cr (4% to Sales)

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Healthy Regulatory track with unwavering commitment to Quality

Laurus Philosophy
"One Quality Standard for All Markets"

Facility	Regulatory Certifications	Year started	Last US FDA – Inspection status	No of USFDA audits (since inception)
Kilo Lab – R&D	USFDA, TGA, KFDA, PMDA, ANVISA Brazil	2008	2021 – Facility Assessment completed by assessment of records by USFDA	4
Unit 1	USFDA, TGA, MHRA-UK, KFDA, WHO-Geneva, PMDA, NIP-Hungary, Russian GMP, Mexican, ANVISA	2008	2019 - EIR Received	6
Unit 2	USFDA, BGV-Hamburg, WHO-Geneva, Tanzania-FDA, NDA-Uganda, PMPB-Malawi, KENYA, MCAZ-Zimbabwe, JAZMP-Slovenia, Ethiopia-FDA, Kazakhstan, EU GMP	2016	2019 – EIR Received	4
Unit 3	USFDA, WHO-Geneva, NIP-Hungary, Russian GMP, Mexican, JAZMP-Slovenia, KFDA, ANVISA	2015	2019 – EIR received	4
Unit 4	WHO-Geneva, USFDA & Mexican	2018	2019 – EIR received	1
Unit 5	None	2017	None	
Unit 6	USFDA	2018	2018 – EIR received	1
LSPL-1	None	2020	Nil	Nil

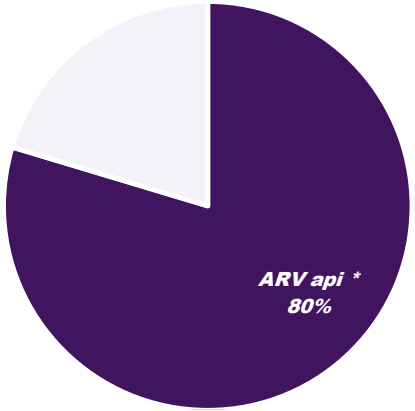
- Strong Quality Culture
- Increased level of digitalization of operations across our manufacturing units
- ~60 Customer audits in FY21 (+100 audits annually pre-pandemic)
- 37 successful site audits by International Health authorities (including USFDA, BGV Hamburg, WHO-Geneva, ANVISA Brazil, EU GMP),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

Fundamentally - Diversified our Segment mix

Intensifying the Transformation drive

FY 2017 (IPO)

Revenues: ₹ 1,905cr

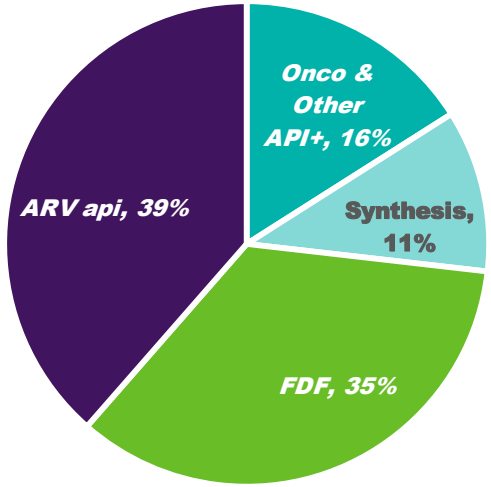


Revenues CAGR: 21%
EBITDA CAGR: 32%

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

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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

- 333 reactors with 1,228 KL capacity
- **Key Approvals:** USFDA, WHO, COFEPRIS, NIP – Hungary, KFDA, PMDA, ANVISA

3

•API

- 310 reactors with 2,313 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- phased manner)
- **Key Approvals:** USFDA, WHO, ANVISA, BfArM – Germany & JAZMP – Slovenia and African countries

4

•API, CDMO - Synthesis

- 155 reactors with 1,087 KL capacity
- **Key Approvals:** USFDA, WHO, COFEPRIS

6

•API & Intermediates

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

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Manufacturing Infrastructure (2/2)

IKP Knowledge Park, Genome Valley, Hyderabad

Kilo Lab

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

Jawaharlal Nehru Pharma City, Visakhapatnam

- **CDMO- Synthesis LSPL - 1**
  - 43 reactors + 3 All Glass Reactors w/139 KL capacity
  - **Capabilities:** APIs including Ingredients, Synthesis & Contract Manufacturing

Bibi Nagar (Near Hyderabad)

- **API & Intermediates**
  - 31 reactors with 81 KL capacity
  - **Key Approvals:** WHO GMP by CDSCO

Laurus Bio *(facility acquired through Richcore)* — Bangalore

R1

- **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

R2

- **Bio-Ingredients**
  - Fermentation capacity of 180K Liters (4 fermenters of 45KL)
  - CDMO capabilities

* Laurus Synthesis Pvt Ltd (LSPL)

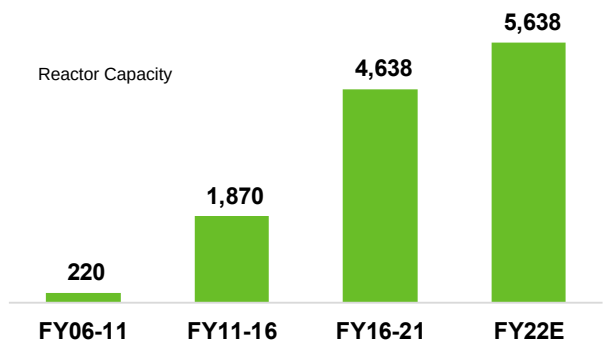
CAPEX Investments – An overview of on-Going Projects

Re-investing to support Long term growth

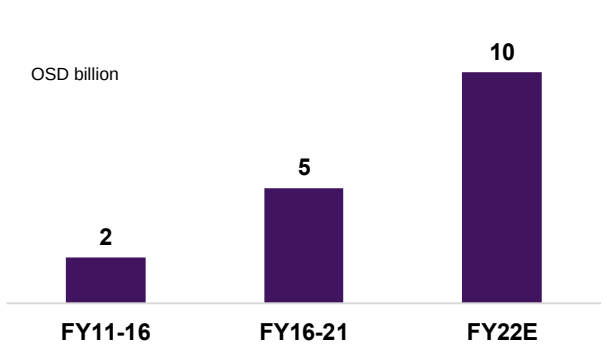
Expansion Type	Division	Location	Status & Capacity	Operational Timelines
Brownfield	Formulation	Vizag	Unit 2 - 4 billion units (New building)	Completion by Apr 22
Brownfield	Formulation	Vizag	Unit 2 - 1 billion units (De-bottlenecking)	Completed
Brownfield	API	Vizag	Unit 3, 4, and 6 (1,000KL)	Ongoing
Greenfield	API	Vizag	Unit 7, 8 Land acquired	FY24/25
Greenfield	Formulation	Hyderabad	Unit 9 Land acquired	Phase 1 – FY24
Brownfield	Custom Synthesis	Vizag	Unit 1 (LSPL)	Completed
Greenfield	Custom Synthesis	Vizag	Land acquired (Unit 2 & Unit 4 - LSPL)	FY24
Greenfield	Custom Synthesis	Vizag	Land acquired (Unit 3 LSPL)	FY24/25
Greenfield	R&D Center (Synthesis)	Hyderabad	Land acquired	FY23

Capacity Progress by Year

Total Reactor Capacity



Formulations



Deepening multi-site manufacturing capabilities

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

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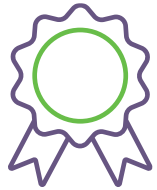
Laurus Vision

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

Our Values

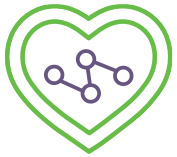
KNOWLEDGE

INNOVATION



EXCELLENCE

CARE



INTEGRITY

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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
EVP – 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
EVP – Manufacturing & Operations

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

Key Qualification: Masters in Chemistry

Mr. Krishna Chaitanya Chava
EVP - Synthesis Division

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
SVP – 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
SVP - 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
President - FDF, North America

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

Mr. Rajaram Iyer
SVP – 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

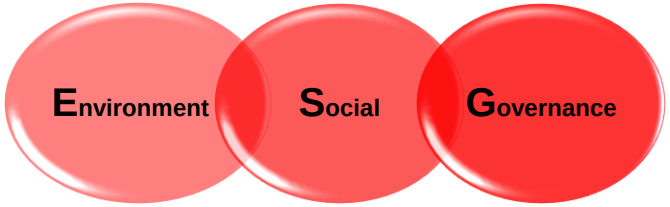
Mr. Narasimha Rao Chava
SVP – Human Resource

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

Key Qualification: Master's in Arts from Andhra University

ESG Standards & Sustainability (1/2)

Adopting best practices for better future



Our guiding Principles for Sustainability

Our Approach to Sustainability is embedded in our Core Value Framework. We are committed to creating value for our stakeholders through careful management of resources against focused priorities & inclusion leveraged from Global Reporting Initiative (GRI), Sustainability Accounting Standards Board (SASB), UNGC, United Nations Sustainable Developmental Goals (UN SDGs) and International Integrated Report Framework (IIRF)

We strongly believe Environmental, Social, and Governance (ESG) principles support long-term value creation, and therefore we constantly integrated our actions to managing risks and taking advantage of opportunities in key ESG areas which are most relevant to the long-term sustainability of our organization.

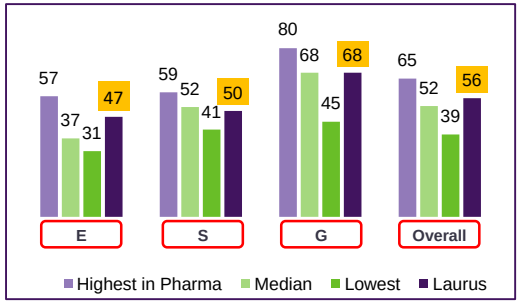
Laurus will continue to focus on ESG as a journey of continuous improvement as we assess our approach, monitor our impact, and build toward the future

ESG Standards & Sustainability (2/2)

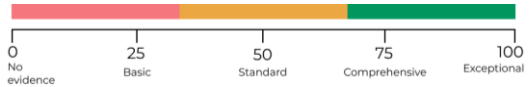
- Strictly comply with the Environmental Protection Law and other EHS regulations
- Sustainability initiatives are accredited by multiple agencies including MSCI* (Global leader in ESG Ratings)
- Rated **"A"** by MSCI ESG Rating - puts us among top 18% of global pharma companies evaluated on ESG risk tolerance
- Transparent disclosures – Leveraged standards from Internationally recognized GRI Framework, IIRF & align with SASB guidelines
- At Laurus, we support 14 out of 17 UN SDGs and encourage all businesses to consider how they may contribute. We continue to refine our corporate responsibility strategy to align with the SDGs most relevant to our business

Our Long-term commitments are aligned with the following SDGs

External Recognition *



TOP 50%
45 - 53



* S&P Global CRISIL Ranking June'21, MSCI Rating March'21

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Outlook & Guidance

3

Outlook FY2022 & Ahead

Business Moats	Key Segment	Outlook & Enablers
▪ Integrated Approach ▪ Solid execution & Trust from Global partners ▪ Pipeline Progress	1 Formulations	▪ Renewed market share gains in ARV portfolio in LMIC despite Pricing headwind ▪ Market share growth in US launched products & Create differentiated generic pipeline for the developed markets (US/EU) backed by in-house API strength ▪ Product launches in anti-diabetic (FY23) & CV portfolio (FY24) in US and Europe ▪ Brownfield project to double capacity to 10bn units/year FY22
▪ Process Chemistry, Cost Leadership & Scale ▪ High potent molecules ▪ Regulators compliance	2 API	▪ Oncology: Strengthen global leadership in existing products by focusing on high potent molecules ▪ Other APIs: Robust order-book in Anti-diabetic, CV & PPI, Brownfield capacity addition (FY22) ▪ ARV APIs: Moderate outlook in near term. Maintain leading market share in current product line and increased developed market supplies
▪ End-to-end CDMO capability ▪ IP Protection ▪ Strong underlying Demand	3 Synthesis	▪ Momentum to sustain supported by increasing commercialization of products. Well-positioned to meet fast growing global demand for NCE Drug substance and Drug Products ▪ Deepen existing relationship & engage new clients ▪ Setting-up dedicated R&D center (operational FY23) & Greenfield manufacturing unit (FY24) ▪ Leverage process chemistry skills to strengthen presence in nutraceutical & cosmeceutical area
▪ Shift to Recombinant Animal free Food Protein ▪ Growing biologics CDMO	4 New Biologics	▪ Expand the biologics CDMO at scale ▪ Commercial Scale-up of the new fermentation capacity (Food Proteins) ▪ Leveraging Parent's existing Global Partnership and strong chemistry skills ▪ Acquiring additional land for creating 1 mn liters fermentation capacity

CDMO

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

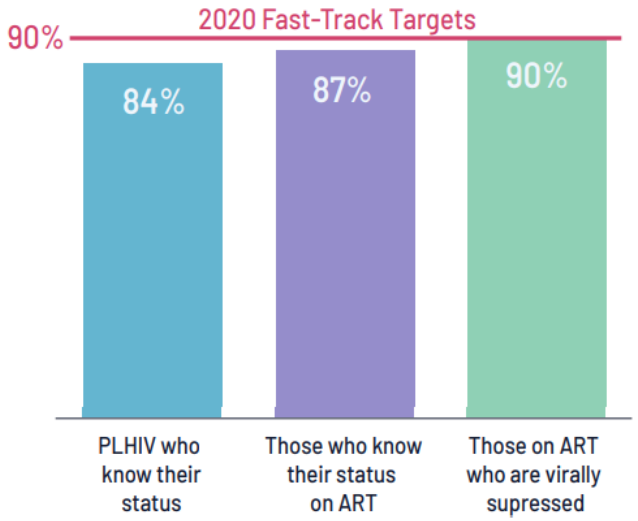
3 Regulatory & Compliance

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

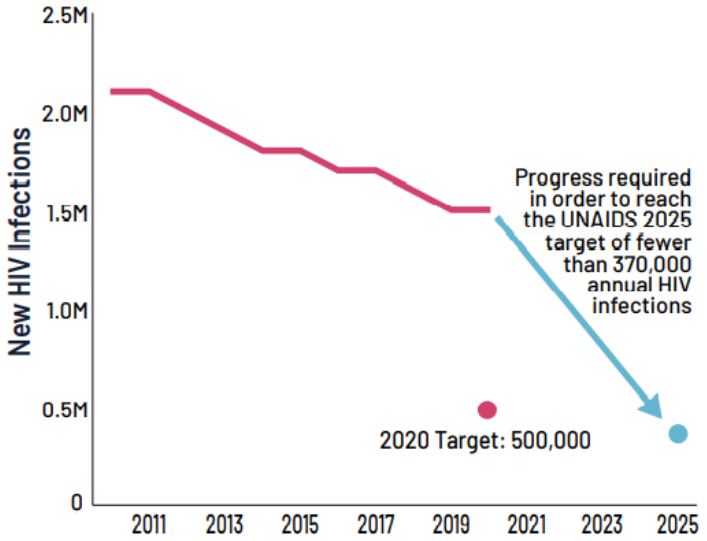
ARV market – Industry Trend (1/2)

Progress on HIV treatment – Moving to 95-95-95 target

- 37.7M People Living with HIV – 75% treatment coverage in 2020, **growing ~8% growth YoY.** ARV market size in GA LMIC **at US$1.9bn (2020)**
- **~67%** of 1L adults in GA LMICs **on TLD** by end of 2020
- By 2020, UNAIDS reached 84-87-90 instead of 90-90-90. **UN has adopted a New 95-95-95 target for 2025**



- **Progress Toward UNAIDS Targets on HIV Infection**
- **New infections were significantly off-track** from global goals. **New set of target and elevated positivity rate implies additional push** to end HIV as a public health threat by 2030



Updated WHO guideline – 2021 KEY FINDINGS

- Emphasize on **Differentiated and integrated service delivery models;** Increasing use of HIV Self-Testing, Increased use of PoC technologies
- **Expands Multi-month dispensing (MMD)** recommendations for all patient populations - refill of 90/180 count packs
- Considers **DTG-based regimens as preferred treatment in 1L and 2L** PIs due to clinical benefits, & convenience
- Maintain **TDF as the preferred drug** to combine with DTG/3TC (or FTC) for adults & ABC+3TC for children
- Long-term safety of TAF is unknown hence **No recommendation on using TAF for first-line regimens**
- **Injectable ART pose numerous concern** limiting applicability in LMICs

Source: 2021 CHAI HIV Market Report & WHO
CHAI: Clinton Health Access Initiative
GA: Generic-accessible
LMIC: Low- and middle-income country
PoC: Point of Care

TLD: TDF+3TC+DTG
TDF: Tenofovir disoproxil fumarate
ART: Antiretroviral Therapy
3TC: Lamivudine

TAF: Tenofovir alafenamide fumarate
DTG: Dolutegravir
PI: Protease inhibitor
1L: First-line
2L: Second-line

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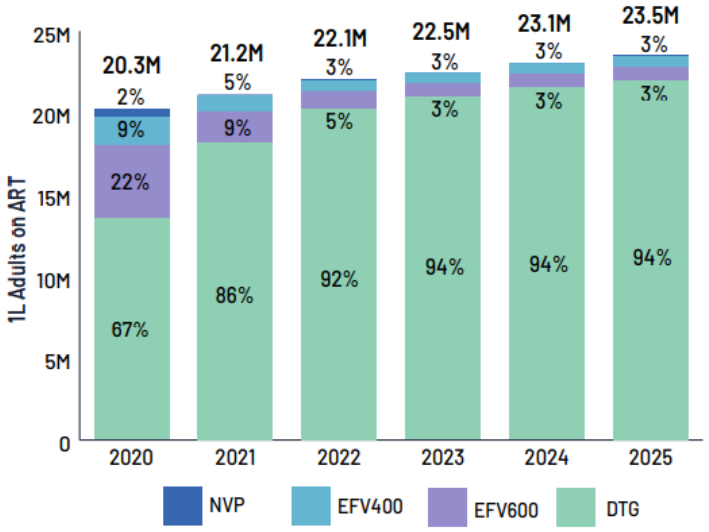
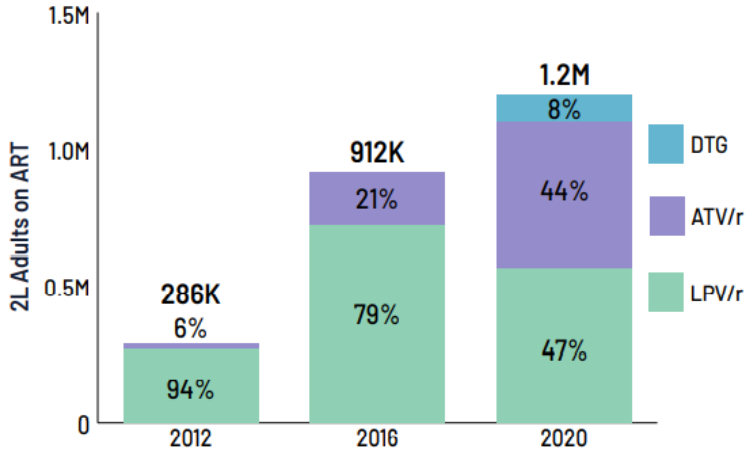
ARV market – Industry Trend (2/2)

DTG based ART to remain preferred regime by 2025

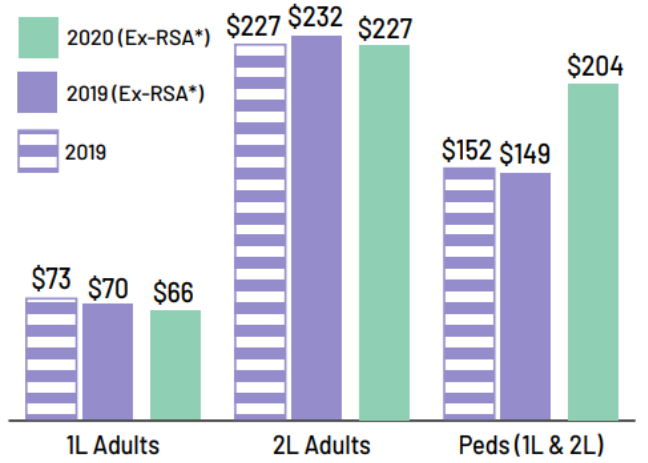
- By 2023, **DTG based regime share est. to reach 94%.** DTG has better clinical benefits & affordability over Nevirapine, Efavirenz
- **TAF will constitute <1% to treat 1L adults (2020-25)** due to Conflicting Clinical benefits of TAF+DTG



- DTG comprised 8% of 2L treatment in 2020. The **share of DTG is expected to rise dramatically** as countries complete 1L transitions & accelerate use in 2L
- Multiple countries planning to Implement Active Switching from PIs to DTG in 2L
- Going ahead – Preferred regime for 2L treatment **DTG > DRV/r > LPV/r**



- **Weighted Avg. GA LMIC Regimen Prices**
- Treatment cost declined on New DTG - regimens
- LTAs has been advantage with large buyers
- Increased ART refills for 3-6 months lead to higher global inventories for 2021



*South Africa (RSA) excluded from pricing analysis

Refills - TLD order	2018	2019	2020
30 pack	*100%*	*44%*	*21%*
90 pack + 180 pack		*56%*	*79%*

Source: 2021 CHAI HIV Market Report
GA: Generic-accessible
LMIC: Low- and middle-income country
EFV: Efavirenz
PI: Protease inhibitor

ART: Antiretroviral Therapy
3TC: Lamivudine
DTG: Dolutegravir
LPV/r: Lopinavir/ritonavir
DRV/r: Darunavir/ritonavir

1L: First-line
2L: Second-line
LTA: Long Term Agreement

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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

Revenues	EBITDA	Net Profit	RoCE
• 4813 Crore	• 1573 Crore	• 984 Crore	• 40%

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

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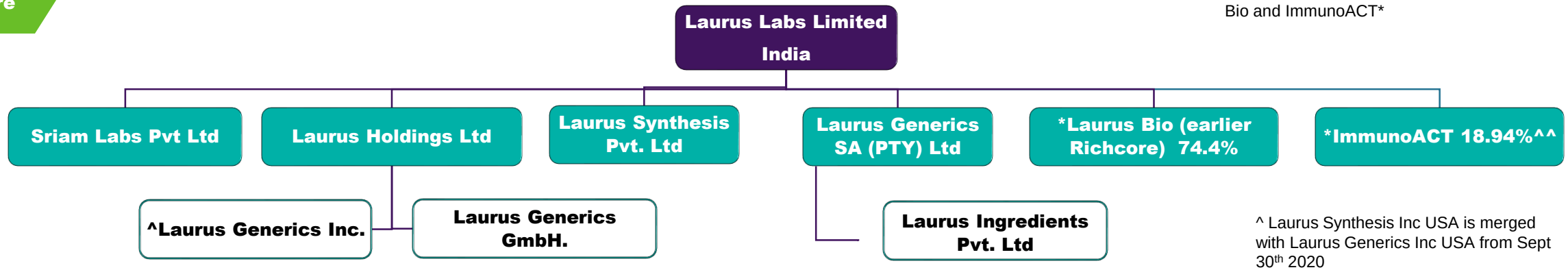
Corporate Structure and Shareholding Details

Corporate Structure

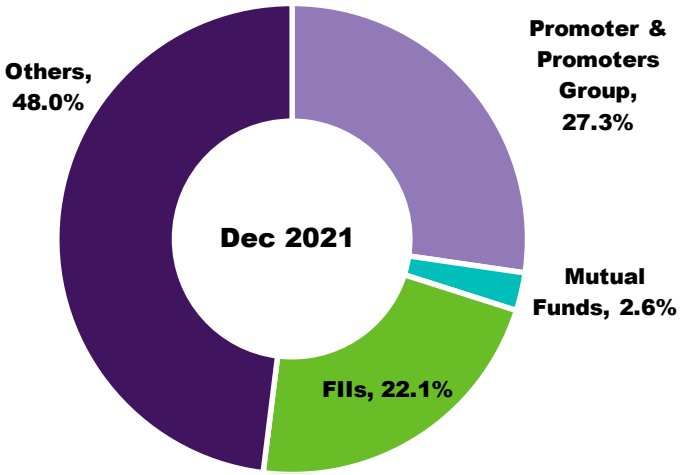
All are 100% Subsidiaries except Laurus Bio and ImmunoACT*



^ Laurus Synthesis Inc USA is merged with Laurus Generics Inc USA from Sept 30th 2020

^^ Based on paid up capital subscription

Shareholding Details



Top 5 Holders (Institution / Non-Promoter)

Holders	Stake
New World Fund	4.8%
Amansa Holdings	3.8%
SmallCap World Fund	3.1%
LIC	2.2%
Vanguard	1.8%

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

Great Place to Work

Recognized Dr. Satyanarayana Chava, Founder & CEO as one of India's best Leaders in Times of Crisis 2021

Business Person of the Year 2021

Awarded by Sakshi Excellence Awards

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Conference Call Details

Results conference call on Friday - January 28, 2022 at 11:00 AM IST

Details of the conference call are as follows

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

Link for Diamond pass Registration below

https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=7069377&linkSecurityString=1c405af40c

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About Laurus Labs

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.

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. During FY2021 Laurus generated over ₹ 4,800 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, Certified Great Place to Work and Rated “A” by leading MSCI ESG Ratings. Corporate Identification No: L24239AP2005PLC047518.

Investor relations contact

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E: vivek.k@lauruslabs.com

For more information
Please visit our website www.lauruslabs.com

Please consider the environment before printing this Presentation