

January 24, 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,

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 nine months ended December 31, 2023, for the Investors/Analysts call scheduled on January 24, 2024 @ 05.00 PM (IST), which was already intimated on January 17, 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

Q3 & 9M FY 2024

Financial Results and Business Update

January 24 , 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



1. Corporate Overview

Executive Summary

- Sustained 9M performance ex-PO, with ₹ 3,601 Cr Revenues, declined 23%. Excluding PO¹, growth was 11%
- Strengthened Scientific and Research expertise and working towards addressing customer commercial needs and to accelerate our CDMO potential
- ₹ 539 Cr EBITDA resulted in a margin of 15%, negative impact from lower asset utilization/higher upfront cost in growth projects and new initiatives
- Resilient Gross margins sustaining at healthy level >50% from several quarters
- US\$ 100mn+ CDMO capex on track, supported by strong business pipeline
- Outlook for FY24 maintained to be a consolidation year of growth
- Near to medium term priorities includes 1) Higher capacity utilization across segments to support growth acceleration, 2) Scale up of the new Animal Health commercial asset and 3) Continuous improvement initiatives

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





Continued focus on growth and operational excellence

- Continuous investment in diversified portfolio and Capex optimization underway to drive long term growth
- Underlying financial health of business resilient 52%+ GPM and Executing on strategic partnership. Slower Q3 to rebound
- Growing application of new sustainable technologies - Flow Chemistry, Bio catalysis, Precision Fermentation providing base for rapidly expanding CDMO offering
- Transformative CGT momentum continued - NexCAR19™ commercially launched in India and making good progress. Ph II/III interim results presented at ASH 2023, demonstrating superior profile
- Continue to advance on Regulatory and ESG agenda; Signed GHG* commitment with Science Based Targets Initiative (SBTi)
- 97 quality audits completed by customers and several regulatory agencies

* Greenhouse gases

^ NexCAR19 is an innovative immunocellular therapy that is a one-time treatment manufactured individually for each patient using the patient's own T cells

Update on Capex projects to support long term growth

CDMO, VTZ^

Animal Health (AH)

(LSPL-U2)- Development & Mfg. facility

Commercial activities started at 1st block in Oct'23 and further expansion ongoing



Crop Sciences

(LSPL-U4)- mid-scale Intermediates mfg – online from late FY25

CDMO, HYD^

R&D Center: Small molecules & HP's

Clinical Process research development and DP development Labs – online from late FY24

API, VTZ

Small molecules

(U4/U6)- Expansion of large scale mfg. by 1500KL+

Extended cGMP HPAPIs

BIO, BLR^

Precision Fermentation, AOF r-proteins

Expansion at R1 including new R&D block

R2: Extended Downstream capability



BIO, MYQ^

Synthetic Biology, AOF r-protein (Food)

R3: Commercial scale fermentation facility (~2Mn liters capacity u/Phased manner)

Ground broken – Target operation from 1Q/FY27

FDF, VTZ

Expansion of small molecules DP capabilities at U2 – by 4 billion unit annually

- Continuous investment in diversified portfolio to meet future needs of customer. New capacities in FY23 to get Optimally utilized from FY25 & onwards
- US\$ 100mn+ CDMO investment on track. AH commercial supplies initiated
- Bio – R2 downstream capacity expanded; Ground broken for R3 phase 1 work
- 9M Capex reported at ₹ 576 Cr; 16% of Revenues

New Capacities brought on line in FY23
Expected to come on line in FY24

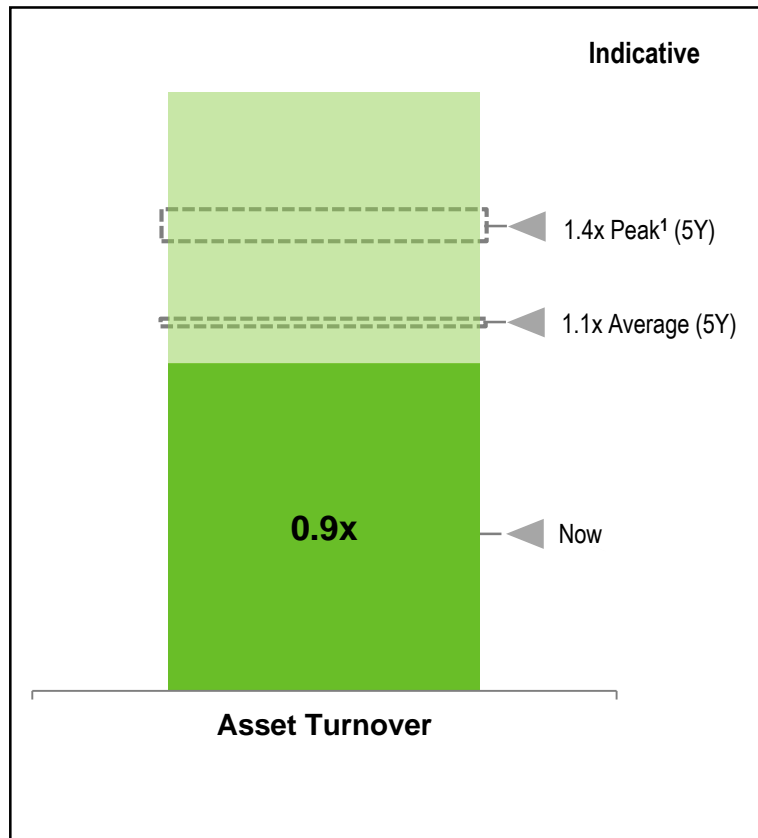
 Capex brought online in 3Q FY24

Future Capex

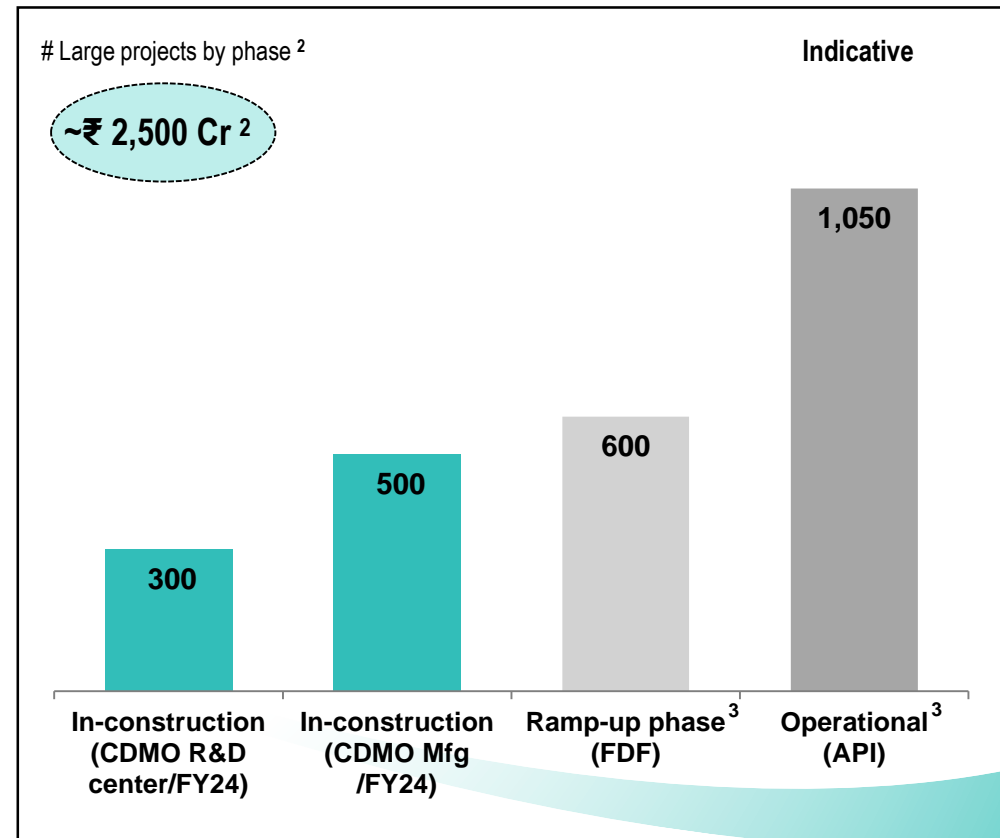
^ Vizag (VTZ), Hyderabad (HYD), Bangalore (BLR), Mysore (MYQ)

Optimisation of FY22-24 Capex underway

Laurus asset turns is low and is expected to reach optimal levels



Growth Capex FY22-24 (by phase)



Optimisation underway




- Over 60% of the Capex into API/FDF yet to meaningfully scale-up
- 1/3rd CDMO focused Commercial and Development investments already underway and expect to contribute from FY25

* 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 Planned Capex >300 crore and excluding 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

Strategic Investment – Journey towards Delivering breakthrough technologies

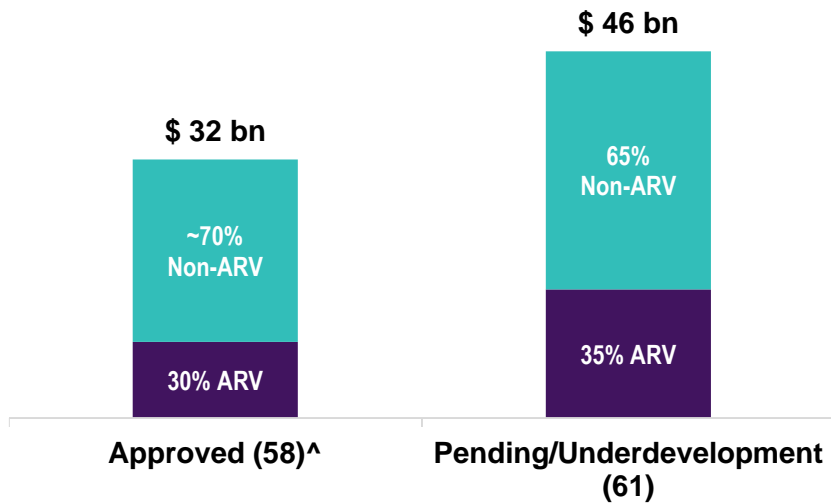
Our Collaboration and Updates	Technologies	Investments
 <p>IIT Kanpur</p> <p>Dec'23 – Started GLP lab construction for Vectors/Gene products</p> <p>Jun'23 – In-licensed few gene therapy assets and funding support to advance clinical trials</p>	<p>Gene Therapy</p>	
 <p>Dec'23 - Successful NexCAR19 India launch. Ph II/III interim results presented at ASH 2023; demonstrates excellent Safety profile</p> <p>Oct'23 - India's first indigenously developed CAR-T cell therapy, NexCAR19 approved by CDSCO¹</p> <p>May'23 - Ph II completed for CD-19 targeting B-lymphoid malignancies. Laurus increased stake to ~34%. GMP facility on going expansion to service more treatments</p> <p>Nov'21 - Acquired 26.6% in CAR-T cell platform co w/Aim to bring novel technology to cancer patients at a very affordable pricing</p>	<p>Cell Therapy</p>	<p>~ ₹ 450 Crore[^]</p> <p>Cumulative Investment in breakthrough technologies since past 3 years consistent with our Goal</p>
 <p>Sep'23 – Increased stake to ~88%. Focus on integrated offering with capabilities across rh-Protein, Bio-catalysis & precision fermentation</p>	<p>Precision Fermentation</p>	

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

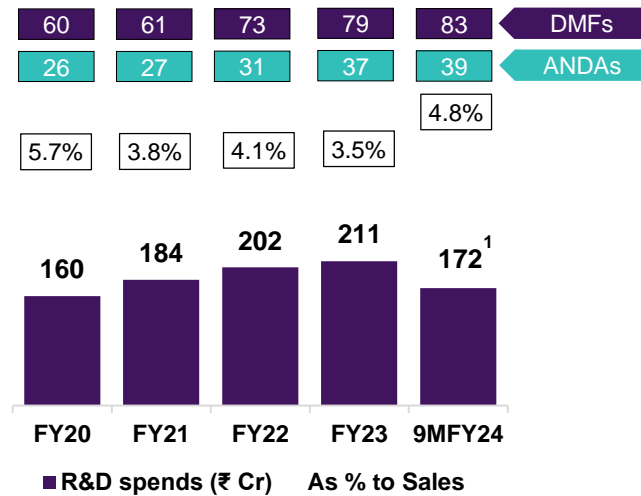
¹ Central Drugs Standard Control Organization (CDSCO), [^]Including consideration paid towards Additional stake in Laurus Bio and Gene therapy spends in 3QFY24

R&D focus: Strong pipeline & Platform with over 2400 Scientist & Quality team

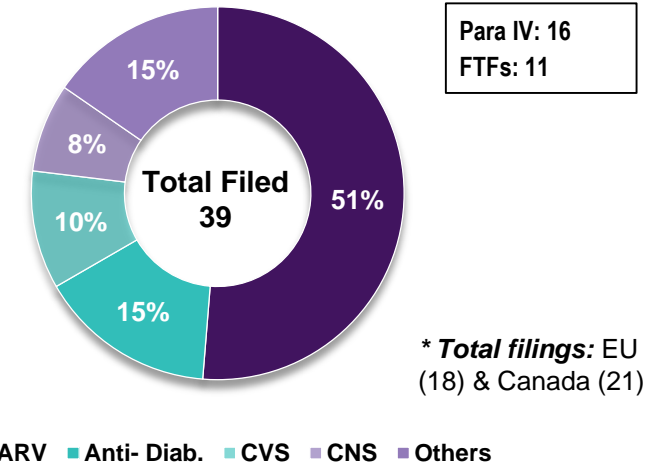
US/EU pipeline by Addressable market



R&D spent & Filing trend



US Filings by Therapy Mix



6500+ Total talent pool

With over 1/3rd of total workforce into R&D, Quality and Regulatory

1,088

R&D Scientists

223

Patents Granted

75+





Launches DS and DP

¹ 9M FY24 results includes CGT related spends of ₹ 13 Cr

Manufacturing & Development network well Invested to meet Customer needs

Visakhapatnam



Parawada

<p>API CDMO U1</p>  <p>336 R¹ 1,256 KL</p>	<p>API U3</p>  <p>296 R & R&D 2,317 KL</p>	<p>CDMO[^] U5</p>  <p>53 R 161 KL</p>	<p>API CDMO LSPL U1</p>  <p>42 R + 3 AGR² 139 KL</p>
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Hyderabad

<p>API Intermediates Sriam Lab</p>  <p>31 R 81 KL</p>

Bangalore

<p>Bio-Ingredients R1</p>  <p>5 Fermenters & R&D 15 KL *</p>	<p>Bio-Ingredients R2</p>  <p>4 Fermenters 225 KL *</p>
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Atchutapuram

<p>PDF API U2</p>  <p>10Bn units, 12 R 89 KL</p>	<p>API CDMO U4</p>  <p>212 R 1,995 KL</p>	<p>API Intermediates U6</p>  <p>112 R 1479 KL</p>	<p>CDMO LSPL U2</p>  <p>25 R 163 KL</p>	<p>API CDMO Kilo Lab</p>  <p>43 R + R&D block 4.3 KL</p>
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96 Regulatory Audits since inception & **45 Audits** from **6 Global Regulators** (USFDA / WHO / PMDA / TGA / EMA / MHRA)

7.7 Million Lts Reactor Volumes
240 Kilo Lts Fermentation Capacity

12 Sites including R&D

API / Drug Substance: 8

PDF: 1

Inclusive of CDMO: 6

Bio-Ingredients: 2

* Fermentation Capacity in Liter
1 Reactors, 2 All Glass line Reactors, ^ Hormone and Steroid facility

Unwavering Regulatory and Quality commitment

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 – USFDA	4
Unit 1	USFDA, TGA, MHRA-UK, KFDA, WHO-Geneva, PMDA, NIP-Hungary, Russian GMP, Mexican, ANVISA	2008	2019 – EIR ¹ received	6
Unit 2	USFDA, BGV-Hamburg, WHO-Geneva, ZAZIBONA, Tanzania-FDA, NDA-Uganda, PMPB-Malawi, KENYA, MCAZ-Zimbabwe, JAZMP-Slovenia, Ethiopia-FDA, Kazakhstan, EMA, MFDS-Korea, Malta-MA	2016	2023 – EIR received	5
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	USFDA	2017	2022 – EIR received	1
Unit 6	USFDA	2018	2018 – EIR received	1
LSPL U-1	US FDA EIR awaited	2020	2023 – EIR awaited	1

¹ Establishment Inspection Report

- **1,075+** Quality audits since inception
- **97** Audits in 9M: Regulatory # 9 & Customer # 88
- On-going improvement in QMS and implementation across different functions, incl. R&D, Quality and Technical operations
- No incidents of Product Recall in the last five years
- USFDA response submitted on LSPL Unit -1 Form-483 (inspected between 4-12 Dec’23)

Continue to advance on ESG agenda, supporting long-term success

- Signed GHG commitment with Science Based Targets Initiative (SBTi), a leading carbon footprint reduction initiative
- Unit-4 recognized for "Environmental Excellence" in 23rd Annual Greentech Environment Award 2023
- EMS* (ISO 50001) across all 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
- Continued investments into Sustainable & Green Technology Platforms including Bio-catalysis, Continuous Flow Chemistry
- Putting Quality and Excellence at the center of everything we do – Refer our latest [FY 2023 ESG report](#)

* Energy Management System

Recognition from ESG Rating agencies



Consecutive "BBB" rated by MSCI ESG Ratings in FY22 & 23



Score improved by 30 points to 43/100 vs LY

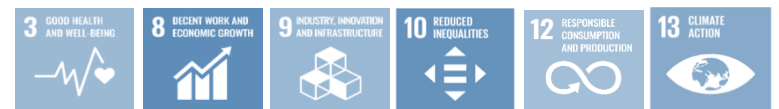


Moved to Top quartile for the first time in Dec-22 review



As on Oct-23 score; Improved from 68 Rank in July-23

ESG Focus on UN SDG Priorities





2. Financial Overview

9M FY24 – Financial Performance

Sustained core growth + Strength in Gross margins

9M/FY24 Consolidated Financials

[₹Crore]	9M/FY24 ²	9M/FY23 ¹	Y-o-Y
Revenues	3,601	4,660	-23%
<i>Gross Margins</i>	<i>52.5%</i>	<i>55.4%</i>	<i>-290bps</i>
EBITDA	539	1,307	-59%
<i>% to Revenues</i>	<i>15.0%</i>	<i>28.0%</i>	<i>-1300bps</i>
PBT	129	962	-87%
Net Profit	85	687	-88%
<i>% to Revenues</i>	<i>2.4%</i>	<i>14.7%</i>	
EPS	1.6	12.7	-87%
	9M/FY24	9M/FY23	Y-o-Y
Operating Cash flow	370	257	44%
Capex	576	612	-6%
Net Debt-to-EBITDA	3.0x	1.3x	131%
ROCE	7.0%	22.7%	-15.7%pts

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

² 9M FY24 results includes i) Cell & Gene related spends of ₹ 13 Cr under R&D expenses, ii) ImmunoACT share of loss ₹ 5 Cr and iii) LSPL Unit 2 expenses ₹ 14 Cr iv) Gross obligation expenses ₹ 6 Cr

Comments

- Revenues : ₹ 3,601 Cr, declined 23% Y/Y, impacted by particularly strong CDMO-Synthesis revenues in base year, partly off-set by strong FDF
- Excluding large PO supplies, the underlying revenues increased by 11%
- Gross Margins : 52.5%, decreased by 290 bps Y/Y due to change in share from the business divisions
- EBITDA : ₹ 539 Cr, decreased by 59% Y/Y
- EBITDA Margins : 15.0%, due to negative operating leverage
- Spend on New Initiatives (CGT, Animal Health) at ₹ 38 Cr
- Net Profits : ₹ 85 Cr
- Capex on track; as we continue to deliver on existing growth projects
- ROCE declined on higher CDMO base effect, negative leverage and continued strong capital deployment

Financial Performance 3Q/FY24

Underlying Demand uptrend intact

3Q/FY24 Consolidated Financials

[₹Crore]	2Q/FY24	3Q/FY24 ¹	3Q/FY23	Y-o-Y	Q-o-Q
Revenues	1,224	1,195	1,545	-23%	-2%
<i>Gross Margins</i>	<i>52.5%</i>	<i>54.3%</i>	<i>53.4%</i>	<i>90bps</i>	<i>180bps</i>
EBITDA	188	183	404	-55%	-3%
<i>% to Revenues</i>	<i>15.4%</i>	<i>15.3%</i>	<i>26.1%</i>	<i>-1080bps</i>	<i>10bps</i>
PBT	54	34	278	-88%	-37%
Net Profit	37	23	203	-89%	-38%
<i>% to Revenues</i>	<i>3.0%</i>	<i>1.9%</i>	<i>13.1%</i>		
EPS	0.6	0.4	3.7	-89%	-33%

Comments

- Revenues : ₹ 1,195 Cr, declined 23% Y/Y, particularly from strong CDMO and API revenues in base year offset by favorable FDF and Bio
- Excluding large PO supplies, the underlying revenues increased by 6% Y/Y
- Gross Margins : 54.3%, increased by 90 bps Y/Y and 180 bps Q/Q due to change in product mix
- R & D spends reported at ₹ 67 crs and ~5.6% of Revenues; higher spends partly due to ongoing initiative in CGT space
- EBITDA : ₹ 183 Cr, decreased by 55% Y/Y and decreased by 3 % Q/Q
- EBITDA Margins : 15.3%, due to negative operating leverage though expanded 10bps Q/Q
- Spend on New Initiatives (CGT, Animal Health) at ₹ 22 Cr
- Net Profits : ₹ 23 Cr

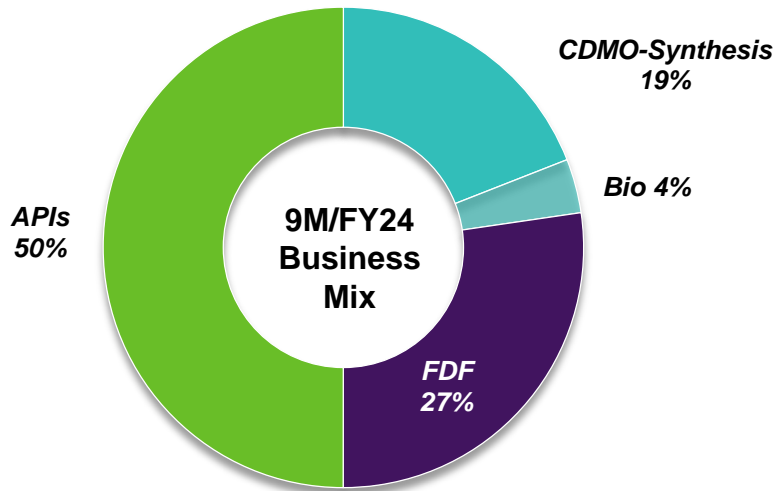
¹ 3Q FY24 results includes i) Cell & Gene related spends of ₹ 7 Cr under R&D expenses, ii) ImmunoACT share of loss ₹ 2 Cr and iii) LSPL Unit 2 expenses ₹ 7 Cr iv) Gross obligation expenses ₹ 6 Cr

9M FY24 - Business Performance

Resilient; with 11% revenues growth ex-PO[^]

9M/FY24 Segment Performance

[₹ Crore]	9M/FY24	9M/FY23	Y-o-Y
FDF	984	747	32%
APIs	1,800	1,895	-5%
CDMO-Synthesis [^]	686	1,939	-65%
Bio	131	79	66%
Total Revenues	3,601	4,660	-23%



Formulation (FDF)

- Increased +32%, mainly driven by stabilization of ARV business and continued volume led growth in developed market portfolio. Continuing stable market outlook
- Additional products under launch preparation to support asset utilization

APIs

- Decline of -5%, steady ARV API and strong delivery in Oncology (+38%), partially offset by negative revenue from other API (-23%)
- Demand for CMO opportunities upbeat with on-going advantage from Global supply chain diversification

CDMO-Synthesis

- Declined due to large PO executed last year (Core grew +30% excluding PO)
- Strong RFP trend continues with increased commercial opportunities
- Strengthen partnership on Multi-year contract with scientific led BD approach; Crop Sciences commercial contract signed in Q1 (Mfg. facility to start in late FY 25), AH site started Commercial Validation supplies while R&D site (u/LSPL) coming on-line by June'24

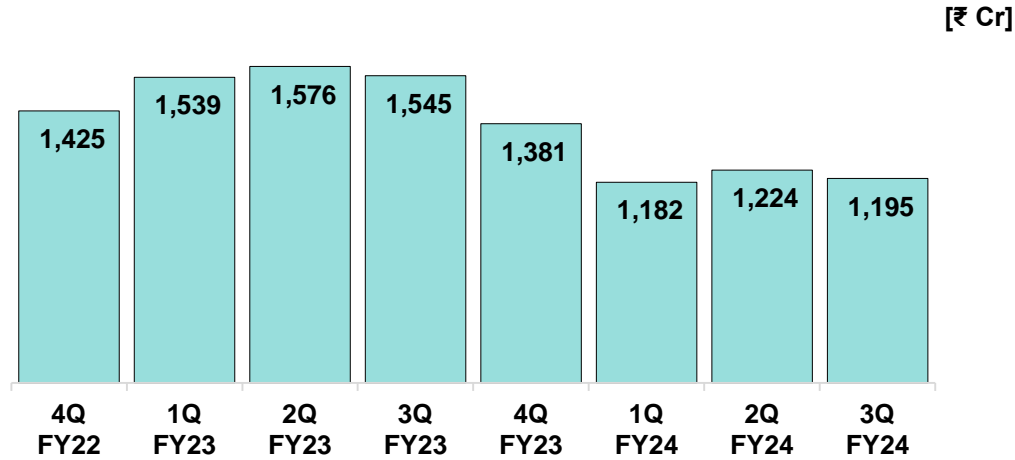
Bio

- Rapid growth in CDMO service driving strong +65% growth. Bio-catalysis expertise enhanced in select small molecules projects
- R2 downstream brought online to service more business

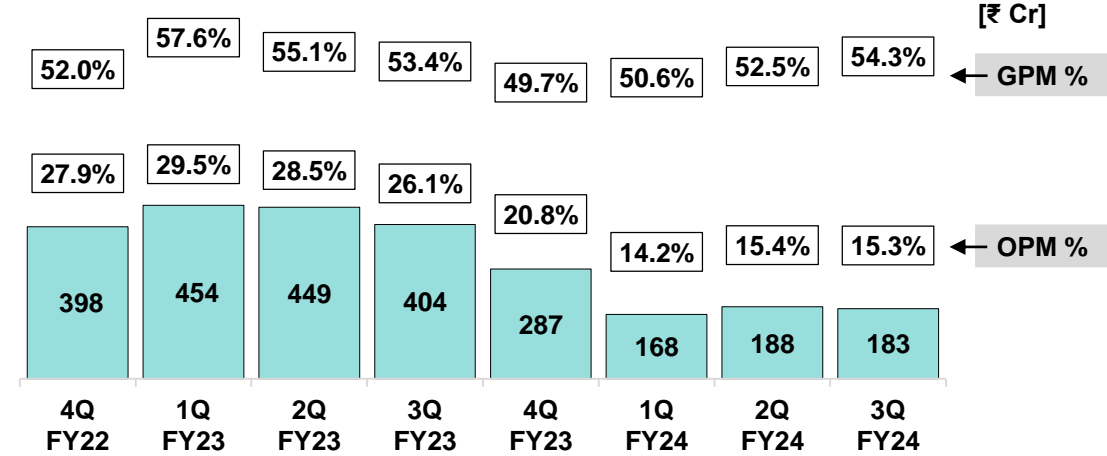
[^] FY23 includes material Purchase Order (PO) supplies to Big Pharma; reflected in CDMO-Synthesis segment. Contractual supplies was completed in Dec-22

Summary Quarterly Performance

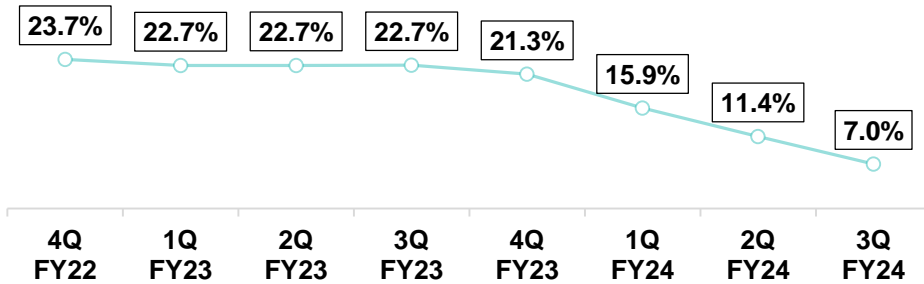
Revenues



EBITDA & Margins %

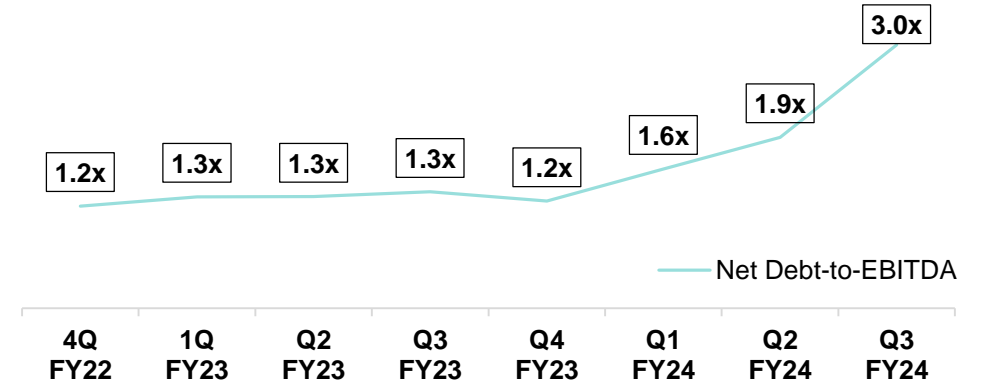


RoCE^ %



^ EBIT (TTM)/Capital Employed

Net Leverage*



* Net Debt/EBIDTA (TTM)



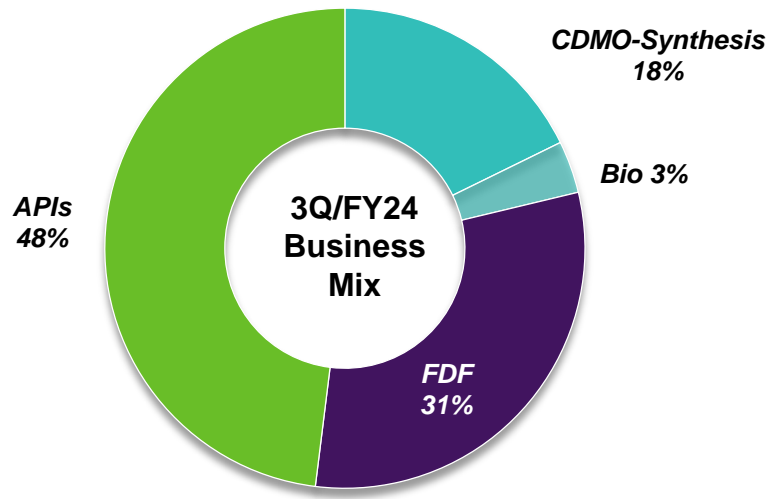
3. Business review & Strategy

Business Performance 3Q/FY24

Supported by FDF + Onco APIs

3Q/FY24 Segment Performance

[₹ Crore]	2Q/FY24	3Q/FY24	3Q/FY23	Y-o-Y	Q-o-Q
FDF	332	367	249	47%	11%
APIs	629	574	632	-9%	-9%
CDMO-Synthesis	224	212	642	-67%	-5%
Bio	39	42	22	91%	8%
Total Revenues	1,224	1,195	1,545	-23%	-2%

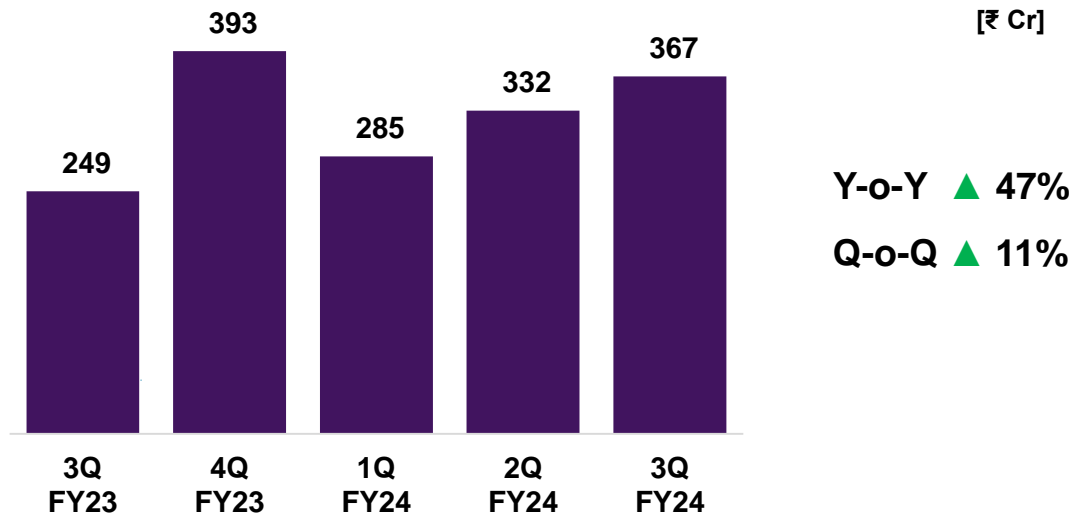


- Formulation (FDF):** Continued uptick in ARV (+11% Q/Q) following vol. supplies while strong Y/Y (+47%) driven by low base last year + stable pricing. Underlying demand trend remains healthy with new tender wins. Increased market share driving Developed market revenue
- APIs:** Transitional Q3 weigh down by ARV + Other API; partially offset by strong Onco momentum (+18% Y/Y). Expect Q4 benefitting from scheduled CMO delivery + strong vol. in ARV and Onco APIs.
- CDMO-Synthesis:** Declined Y/Y on large PO executed last year. Baseline business tracking healthy. Positive RFP flow continued with increased commercial meetings. Clear focus on technology breadth + scale differentiation to address customer needs and access new market
- Bio:** Strong growth +90% Y/Y, led by traction in CDMO business (r-protein and Growth factors). Downstream expansion at R2 is on-line. New R3 site Ground broken at MYQ - Stepwise construction to start next quarter with target to operationalize by June'26

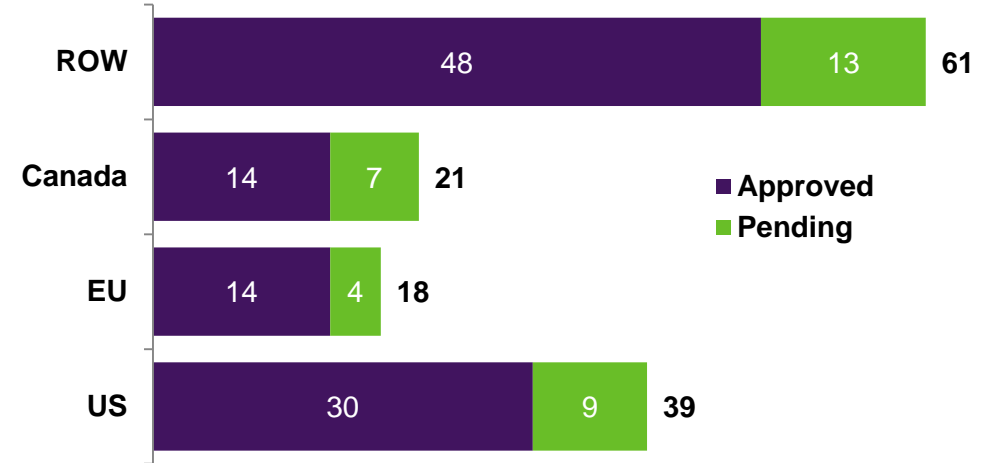
FDF

On-going recovery marks utilization step-up; Market dynamics stable

Revenue Growth



Global Filings



* Includes 14 Tentative approvals in US

Comments

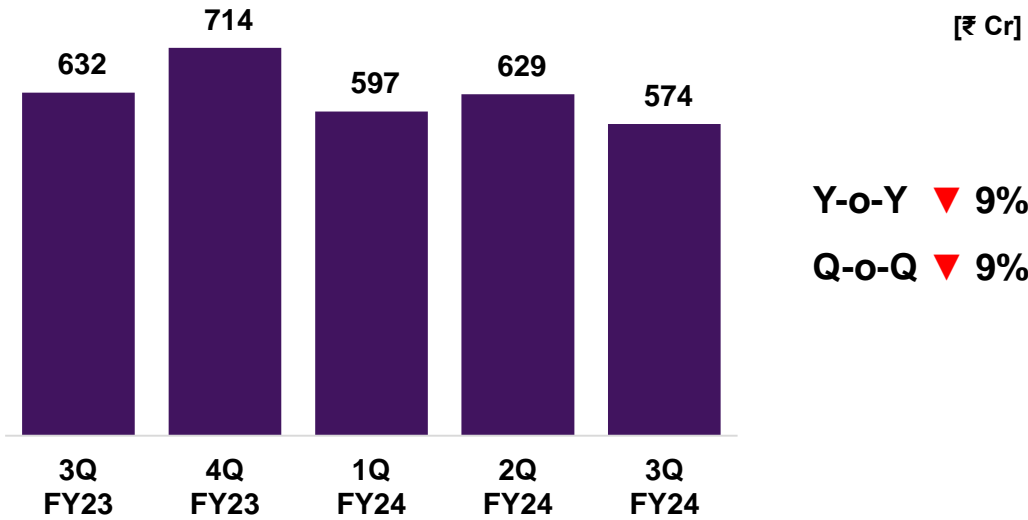
- Continued increase in Q3 revenues, led by ongoing improvement in the ARV business partly supported from stable price trend Q/Q. Developed market revenue increased on higher volumes
- 9M revenues increased +32%; Overall market dynamics across portfolio remaining healthy
- Multiple US product launch scheduled in next quarter + Continued volume share gain on existing products in Europe/US to drive growth

- Aggressive approach to tender bidding continues
- Small molecules DP capacities at 10 billion unit annually - underlying capacity utilization gradually moving up
- 9M FY24 Developed Market filings:** 6 product dossiers were filed and a total of 7 approvals received (including Tentative approvals)

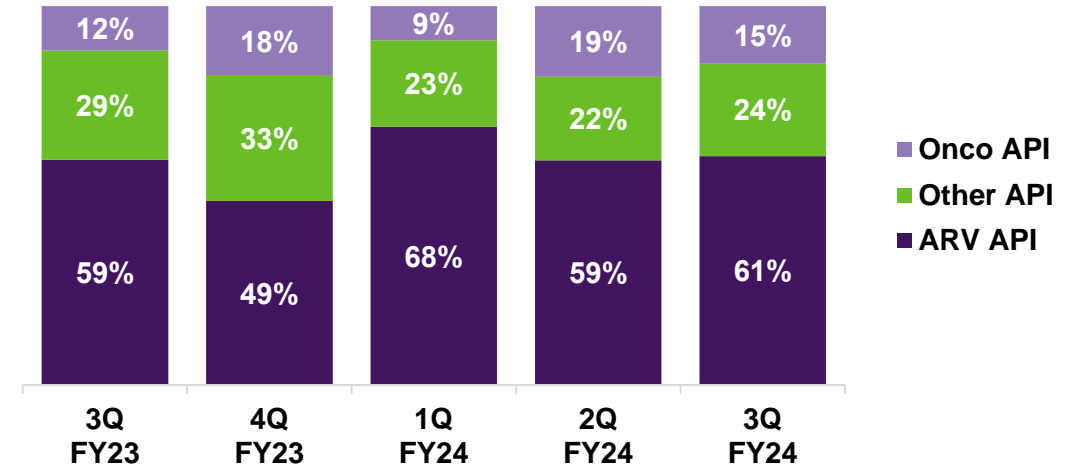
APIs

Sluggish; Q4 Tracking good volume across portfolio

Revenue Growth



API Sales mix



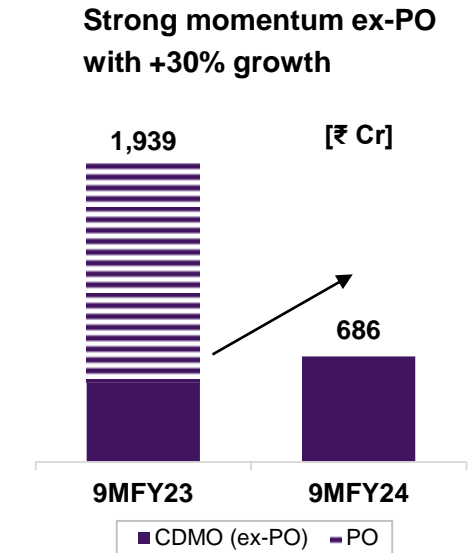
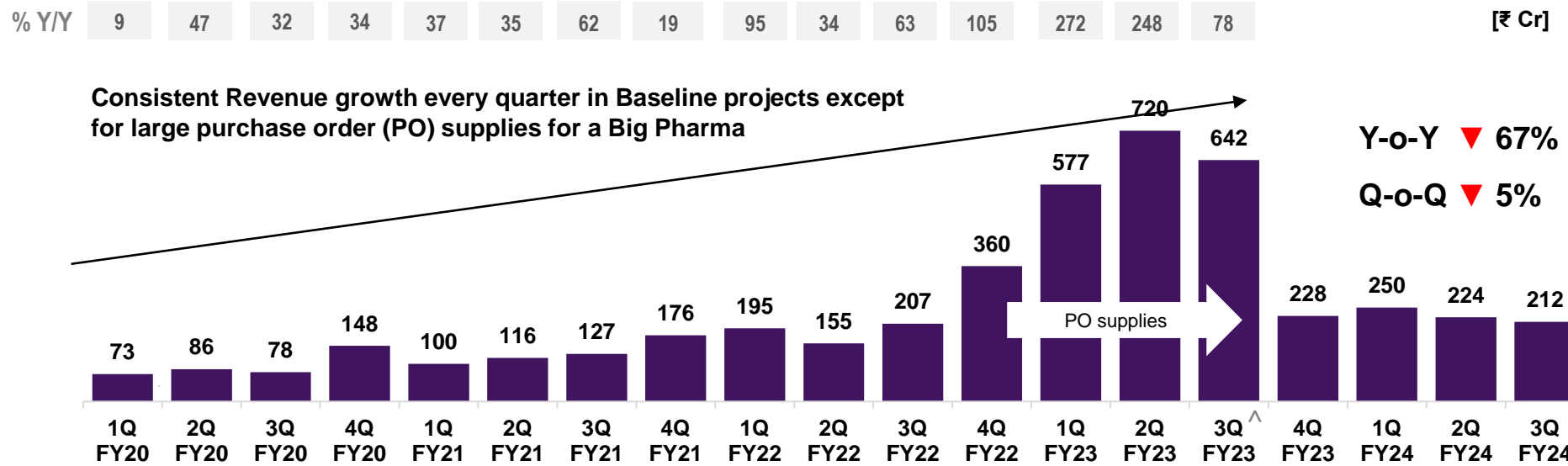
Comments

- Moderation mainly due to transitional shipment impact + subdued pricing in Other APIs
- 9M revenues (-5%) driven by steady ARV API and strong delivery in Oncology (+38%) compensated for decline in Other API (-23%)
- Constructive on Onco, partly supported from positive market dynamics; new capacity addition in progress

- ARV business retained volume led steady momentum
- Expect better Q4 following scheduled CMO delivery + strong vol. in ARV and Onco

CDMO - Synthesis

Scientific expertise working towards addressing customer commercial needs and Strategic BDs



Comments

- Weak due to PO supplies last year however strong momentum reported ex-PO during 9M
- 60+ active projects (Phase I, II, III + CMO) including 10 commercial projects (4 API's & several intermediates)

- Positive RFP flow continued with increased commercial meetings for several late phase NCE projects
- Working on multiple levers to drive CDMO growth (Capacity building, Cross-sell potential, Supply chain migration, strengthen relationship)

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

Delivering our existing CDMO growth projects

LSPL-U2 Visakhapatnam, 2022 and Now



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



Focus to built **diversified CDMO engine** beside riding momentum in **NCE clinical projects**

- Animal Health CDMO manufacturing blocks build on track and almost fully contracted with Big Pharma client
- Crop Sciences site (LSPL-U4) under preparation phase - MSA already signed
- R&D center coming on-line from June'24 to support new business

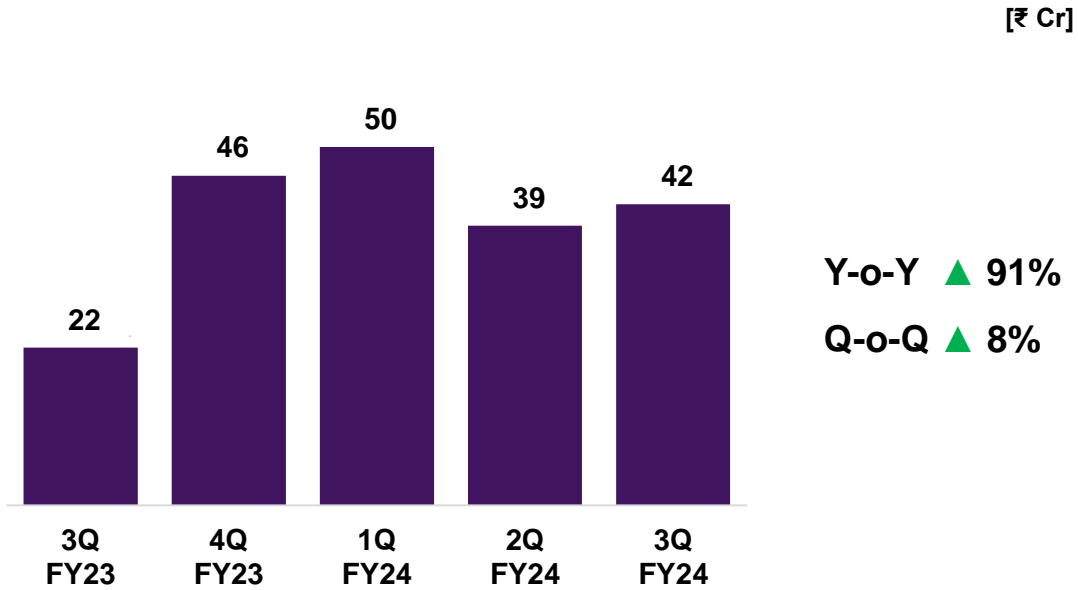
1 Exclusive Ag-chem facility built on track and operational from 2HFY25 – Multi year Development and manufacturing contract already signed

2 Animal Health drug substance manufacturing facility (LSPL-U2) build is on track and Block-1 already operational from Nov 2023 –Capacities almost fully contracted

BIO

Demand upbeat; Strong momentum continued

Revenue Growth

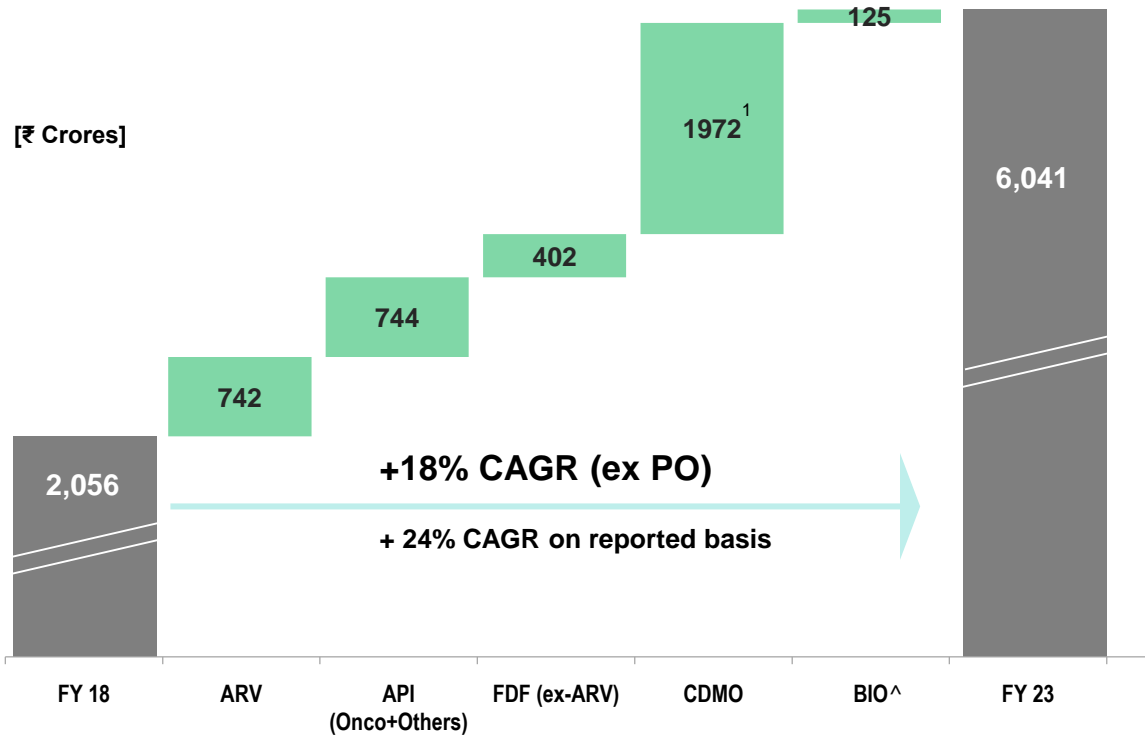


Comments

- Stronger than expected momentum continued for Q3 and 9M at +90% and +65% Y/Y, led by rapid growth in CDMO services into an expanding customer base
- Overall demand environment upbeat
- Solid fermentation technology base supports expanding developmental pipeline and new strategic partnerships
- Downstream process at R2 operationalized increasing capacity by 15-20%
- New R3 site (microbial fermentation) ground broken at MYQ - Stepwise construction to start next quarter with target to operationalize Phase 1 capacity by June'26

Transformation over Last 5 Years - Diversified underlying business growth

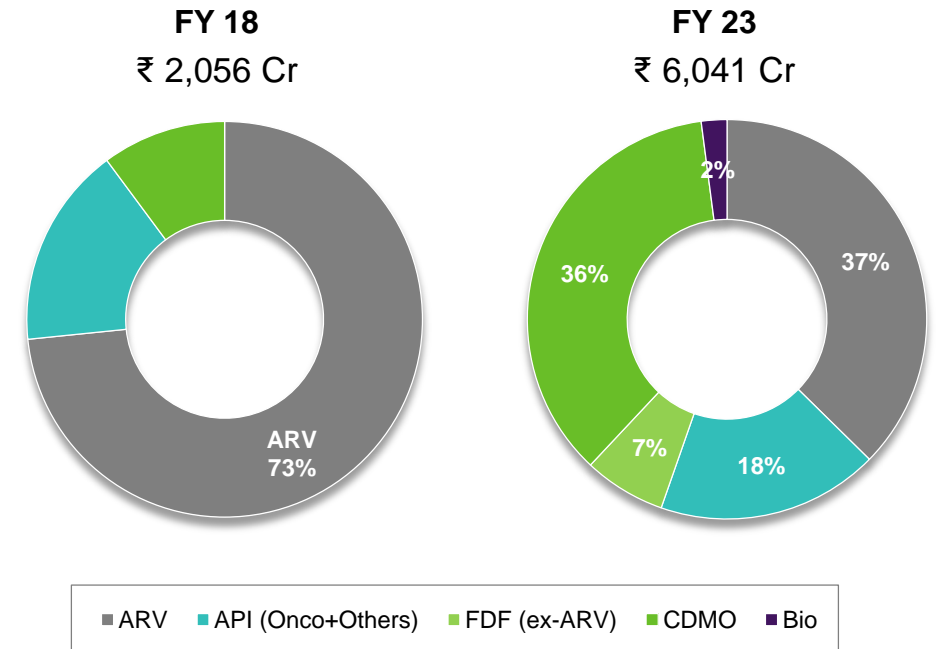
Strong growth through robust model



[^] Reflects revenues since Feb 2021, when we acquired Laurus Bio

¹ Includes material Purchase Order (PO) supplies to Big Pharma in FY23, the order was completed on Dec-22

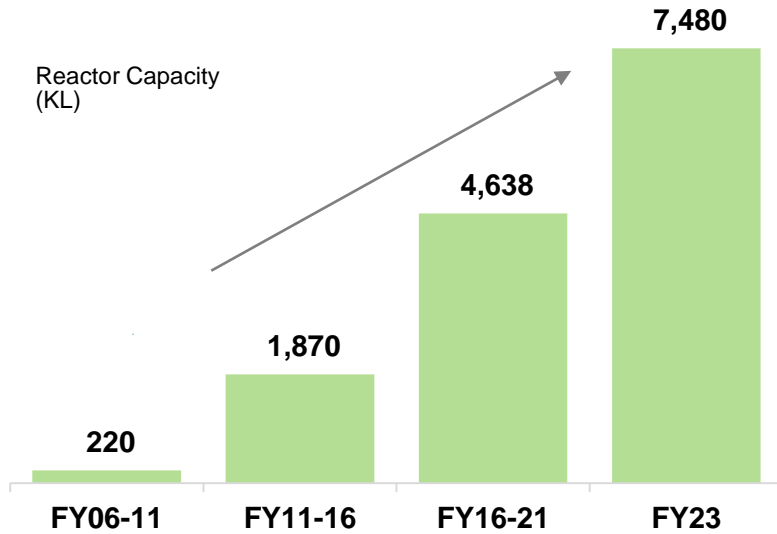
Diversification of Laurus business



Leading commercial scale offering

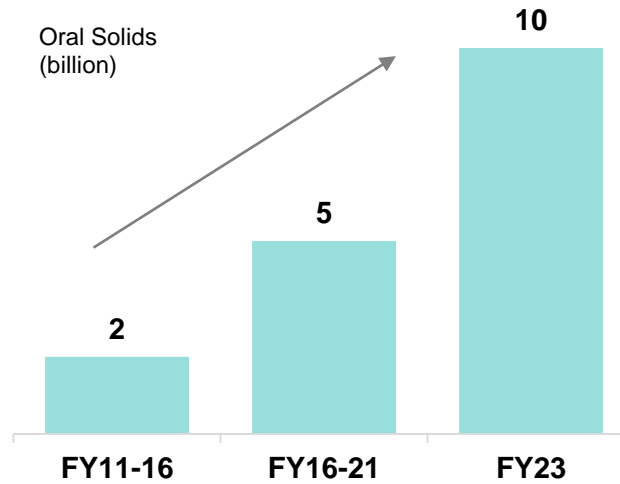
Reactor Volumes

Over **4x** increase



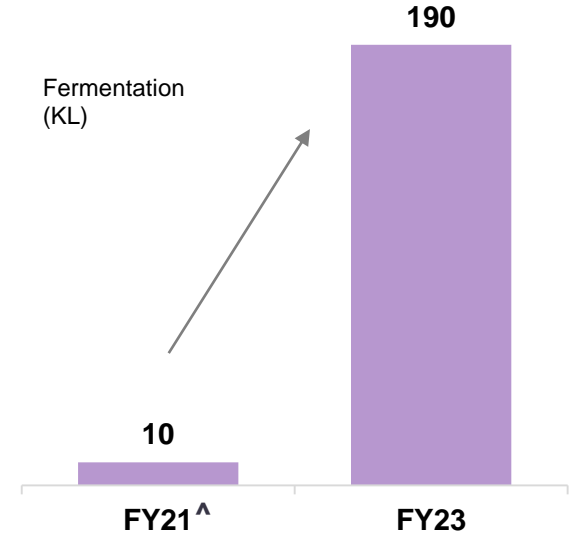
Drug Product Capacity

Over **5x** increase



Fermentation Capacity

Expanded **18x** since acquisition



200+ Global customer including **6** Innovators

+500* KL New capacity under construction for FY24 delivery

Well positioned for success through leading commercial offering, supported by ongoing growth investment

[^] Since Acquisition of Laurus Bio (Feb 2021), * +160 KL capacity brought online in 3Q FY24



4. Outlook

FY 2024 : Sales outlook

Sales drivers



CDMO: Revenue expansion of base pipeline projects and 2H Animal health contract supplies kick-off

Generics¹: Growth in existing and new CMO contracts (Diabetic & CV portfolio) across key markets, Key product approvals and better visibility in ARV business

Bio: Ramp-up of new capacity implemented



Completion of Large Purchase order in FY2023

Pricing Headwinds in ARV APIs and FDF



▪ **Year of Consolidation**

¹ Including API and Formulation

Earnings call details

Laurus Labs Results Conference Call to be held on Wednesday, 24th January 2024 at 5:00 PM IST

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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 driven efficiencies and sustainable manufacturing backed by proven regulatory inspection and quality foundation. Laurus employs 6500+ people, including around 1050+ scientists at more than 11 facilities approved by global agencies USFDA, WHO-Geneva, Japan-PDMA, UK-MHRA, EMA, TGA etc. During FY2023 Laurus generated ₹ 6,041 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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