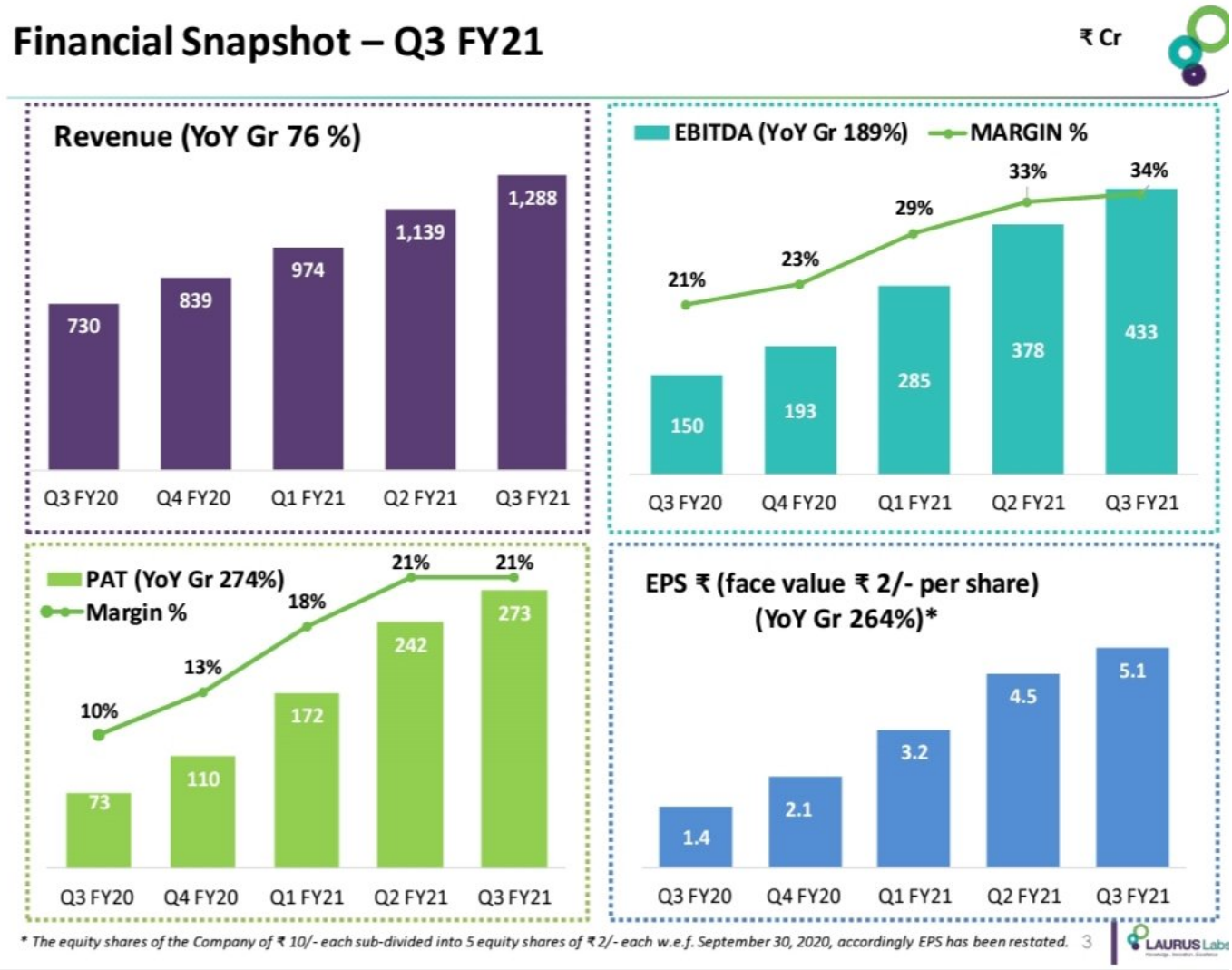
Twitter Thread by TheMarket■

TheMarket■
@BullsforBears

#lauruslabs #Q3marketupdates #Q3investorpresentations
Q3fy21/20 in crs
Rev 1288/730 ,up 76%
Ebidta 433/150
PAT 273/73 ,up 274%
EPS 5.1/1.4

Generic API growth 103% yoy
ARVs up 175% yoy
Generic FDF up 47%
Custom synthesis up 63% yoy
Onco API growth 36%



Generic APIs
ARV,Anti-DM,CVS,PPIs,Onco
Commercialized 60+ products
61 DMFs filed

Generic FDF
ARV,Anti-DM,CVS,PPIs,Onco
Filed 26 ANDAs with USFDA
9 final & 8 tentative approvals
Filed 12 dossiers in Canada, 9 in EU ,8 with WHO,2 in https://t.co/Q35cgK2hvy, 2 in India

Laurus Synthesis
CDMO services for Global pharma
Steroids,hormone mftg
Speciality ingredients in Nutraceuticals,dietary,cosmetics

Commercial scale mfg,clinical phase supplies,Analytics & research

API validation plannd in Unit 5
Optalmic initiated
LSPL-API validatn planned

Revenue breakup in crs
Q3fy21/20
Generic API 731/360
Generic FDF 430/292
Synthesis 127/78

Generic API
ARV 568/214
Onco 64/47
Other 99/99

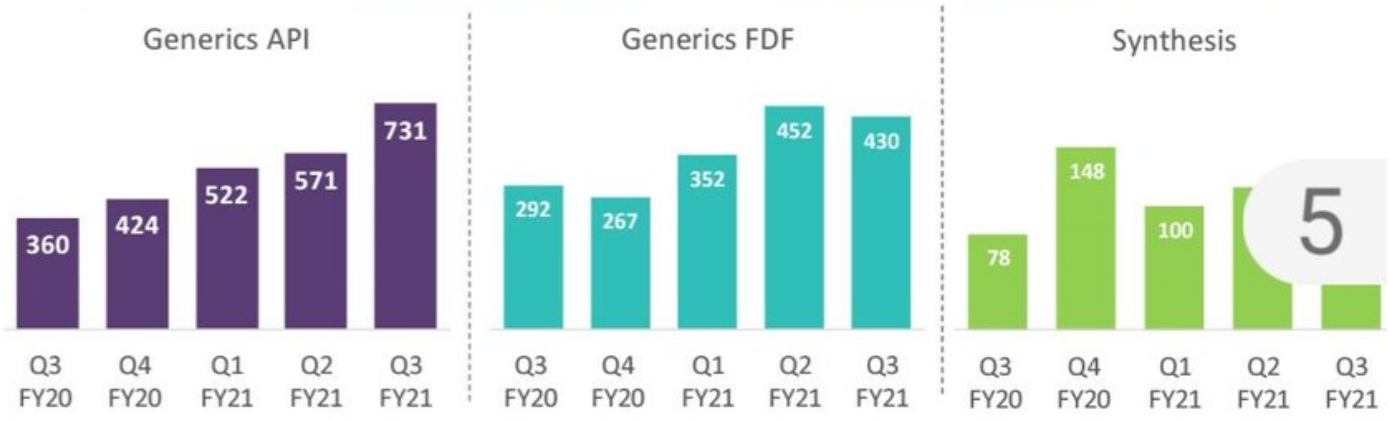
Generic FDF 430/292

Entered in longterm partnership with leading generic player in EU for contract mfg

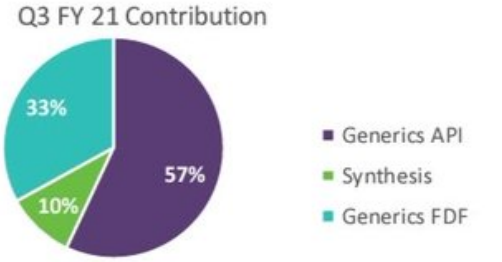
Synthesis CDMO 127/78 crs

Segmental Revenue Breakup

₹ Cr



- **Generic API** division showcased a robust growth of 103% YoY
  - Anti Viral segment recorded a robust growth of 165% YoY
- **Generic FDF** Revenue Showcased a healthy growth of 47% YoY
  - The growth was led by higher LMIC Market volumes and increased volumes from North America and EU
  - Commenced marketing of in-licensed products in the USA to leverage front-end capabilities
- **Custom Synthesis** division recorded a strong growth of 63% YoY

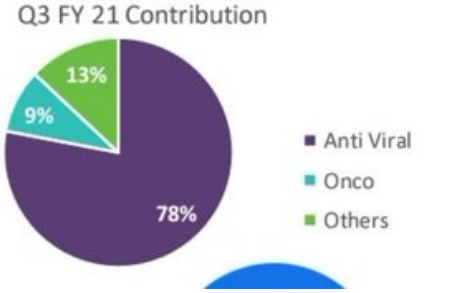


Generic API Division

₹ Cr



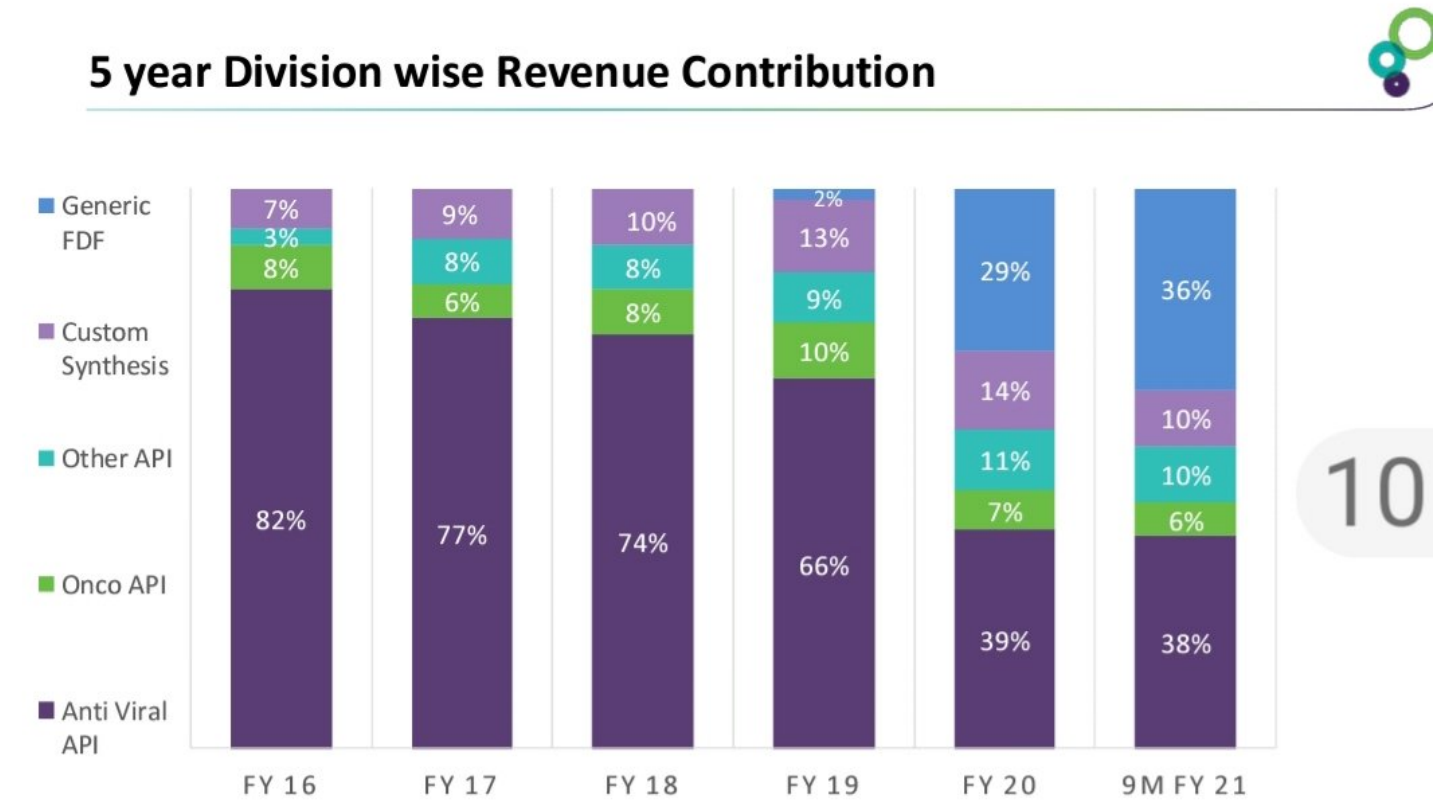
- **Anti Viral API** revenue showed a growth of 165% (YoY)
- **Onco API** revenue showed a growth of 36% (YoY)
- **Other API** revenue remained flat (YoY)



Synthesis CDMO
Revenue from custom synthesis, strong growth 63% yoy
Total active projects in CDMO stood at 49 in Q3
Partnered Large global pharma & mid ,small biotech companies
Commercial supplies ongoing for 4 products

Revenue contribution
Fy20/fy16
Antiviral 82 /39
Onco API 8/7
Other API 3/ 11
Custom synthesis 7 /14
Generic FDF 0 / 29

9mnth fy21 / 20
ARV 39/38
ONCO 7/6
Other API 11/10
Custom synthesis 14/10
Generic FDF 29 /36



Completed acquisition of majority stake(72.55%) in Richcore Lifesciences Pvt ltd valued at 340 crs & 72.55% stake at 246.67 crs

Richcore Lifesciences to be renamed Laurus Bio Pvt Ltd
2 mfg facilities
1st has Fermentation capacity 10750 Lts while 2nd 1.8lk lts,available Mar21

Laurus Bio
Fast Growing Research Driven Bio-Mfg Company
Recombinant products - Animal origin free products for safer,viral free bio mfg
Precision Fermentation capabilities -scaleup expertise & large scale mfg capabilities
Strategic global partnerships for commercializn of product

Cumulative fillings
DMFs - 61
Patents filed 282
Patents approved 141

R&D spend
2016 - 85 cr (4.8%)
2020 - 134 (3.9%)

Outlook 2021 & beyond highlights :
Healthy order book for FY 21 & beyond in FDF CMO business with strategic partner in EU

Several new customers added with progs in various clinical phases

Generic FDF segment contributed ~36% in 9M FY 21 vs 2% FY19

Synthesis business to show gains with new customer additions in CDMO

Acq Aspen’s S.African Subsidiary, foothold in worlds' largest Generic ARV Mkt

Richcore acquisition to help enter high growth segments of AOF products, Enzymes & Biologics

Among top 5 in India in terms of Reactor capacities

All green field expansion turned Cash positive in FY20, near max utilization

Doubling our FDF capacity by FY22

Brown Field capex in existing sites to have shorter payback period and ROCE accretive

Acqd assets of an API Unit in Vizag to be used for backward integration ,pre clinical chemistry

Initiating green field expansion for all the divisions (API, FDF and Synthesis)

Manufacturing Facilities at Parawada, Vizag

Unit-I



- Located at Jawaharlal Nehru Pharma City, Visakhapatnam, India.
- API manufacturing facility and includes capacity for ingredients, synthesis and contract manufacturing.
- Commenced operations in 2007.
- 328 reactors with 1,226 Kilo Liters capacity.
- Received approvals from US FDA, WHO-Geneva, NIP – Hungary, KFDA, COFEPRIS, PMDA, ANVISA & JAZMP – Slovenia.

Unit-III



- Located at Jawaharlal Nehru Pharma City, Visakhapatnam, India.
- API manufacturing facility and includes capacity for ingredients, synthesis and contract manufacturing.
- Commenced operations in 2015.
- 231 reactors with 1,757 Kilo Litres capacity.
- Received approvals from USFDA, WHO – Geneva, NIP – Hungary, COFEPRIS, KFDA, ANVISA & JAZMP – Slovenia.

Unit-V



- Located at Jawaharlal Nehru Pharma City, Visakhapatnam, India. (SEZ)
- A dedicated Hormone and Steroid facility for Aspen
- Commenced operations in 2017.
- 46 reactors with 137 Kilo Litres capacity .

Manufacturing Facilities at Achutapuram, Vizag

Unit-II



- Located at APIIC, Achutapuram, Visakhapatnam, India. (SEZ)
- FDF and API manufacturing facility
- Commenced operations in 2017.
- FDF - capacity of 5 bn tablets/capsules per year. Capacity expansion initiated and will be operational by Q1 FY22
- API block with 12 reactors with 83 Kilo Liters capacity.
- Received approvals from BVG Hamburg Germany, USFDA, WHO – Geneva, JAZMP – Slovenia, ANVISA and various African Countries

Unit-IV



- Located at APIIC, Achutapuram, Visakhapatnam, India.
- API manufacturing facility and includes capacity for Ingredients, Synthesis and Contract Manufacturing.
- Commercial operations in 2018
- 54 reactors with 221 Kilo Liters capacity
- Received approval from WHO, USFDA and COFEPRIS – Mexico

Unit-VI



- Located at APIIC, Achutapuram, Visakhapatnam, India.
- API manufacturing facility.
- Commercial operations in 2018
- 68 reactors with 758 Kilo Liters capacity.
- Received approval from USFDA