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#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

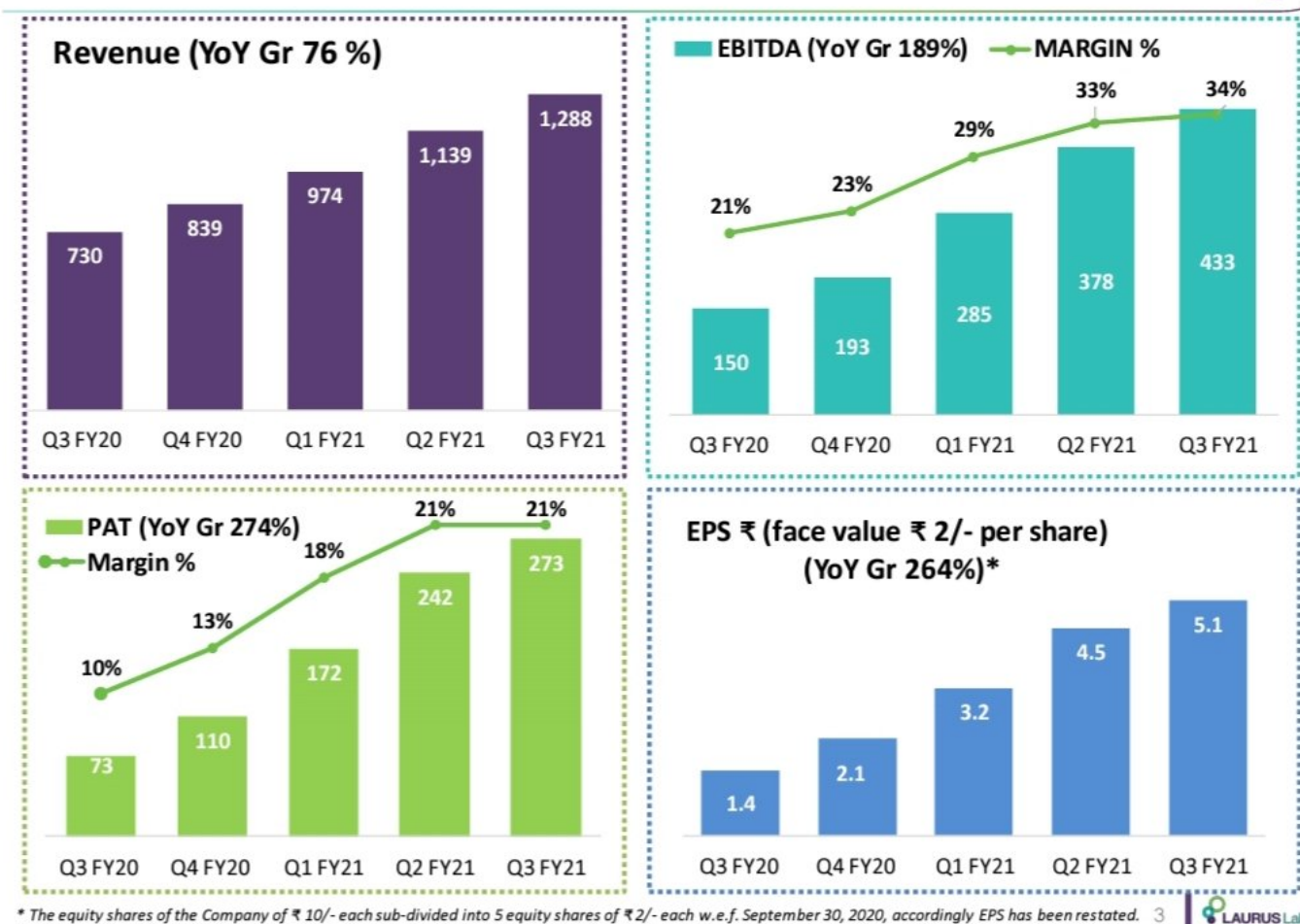
Generic FDF up 47%

Custom synthesis up 63% yoy

Onco API growth 36%

Financial Snapshot – Q3 FY21

₹ Cr



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

Business Snapshot



	LAURUS Generics - API <small>Active Pharmaceutical Ingredients & Intermediates</small>	LAURUS Generics -FDF <small>Finished Dosage Forms</small>	LAURUS Synthesis <small>Contract Development & Manufacturing Services</small>
Overview	<ul style="list-style-type: none"> Development, manufacture and sale of APIs and Advanced Intermediates Leadership in various High Value and High Volume APIs with sizeable Global Market share. High potent manufacturing capability in Five manufacturing units. 	<ul style="list-style-type: none"> Developing and manufacturing oral solid formulations for LMIC, North America & EU Markets. Backed by in house API strengths 	<ul style="list-style-type: none"> Contract development and manufacturing services for global pharmaceutical companies and several late stage projects executed Steroids and Hormone manufacturing capability Sale and manufacture of specialty ingredients for use in nutraceuticals, dietary supplements and cosmeceutical products with natural extraction capability
Product and Service Offerings	<ul style="list-style-type: none"> Anti – Viral Anti-diabetic CVS PPIs Oncology 	<ul style="list-style-type: none"> Anti – Viral Anti-diabetic CVS PPIs CNS 	<ul style="list-style-type: none"> Commercial scale contract manufacturing Clinical phase supplies Analytical and research services Nutraceuticals, dietary supplements and cosmeceutical products
Filings	<ul style="list-style-type: none"> Commercialized 60+ products 61 DMFs filed 	<ul style="list-style-type: none"> Filed 26 ANDAs with USFDA and 9 Final approvals and 8 tentative approvals In addition completed 2 products validation Filed 12 dossiers in Canada, 9 in Europe, 8 with WHO, 2 in South Africa, 2 in India & 14 products filed in various ROW markets. 	<ul style="list-style-type: none"> API validation planned in Unit 05 Custom development of ophthalmic portfolio initiated LSPL – API validations planned
Infrastructure	<ul style="list-style-type: none"> 4 Manufacturing facilities, (3,962 KL) (1) (2) ~1,000 KL under expansion 	<ul style="list-style-type: none"> 5 bn Units / year capacity Capacity enhancement under progress 	<ul style="list-style-type: none"> Dedicated manufacturing (Unit – 5) Capacity (137 KL) for steroidal and hormonal intermediates Set up a dedicated block in Unit 4 for high potent phytochemicals APIs Incorporated Laurus Synthesis Pvt. Ltd (LSPL) Capacity (149 KL)
<div> <div>(1) Includes ingredients products excluding Unit 2 API & Kilo lab capacity</div> <div>(2) APIs , Ingredients and Synthesis (other than Aspen supplies) are manufactured at Unit 1,3,4 & 6</div> <div>4</div> <div>LAURUS Labs <small>Knowledge. Innovation. Excellence.</small></div> </div>			

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

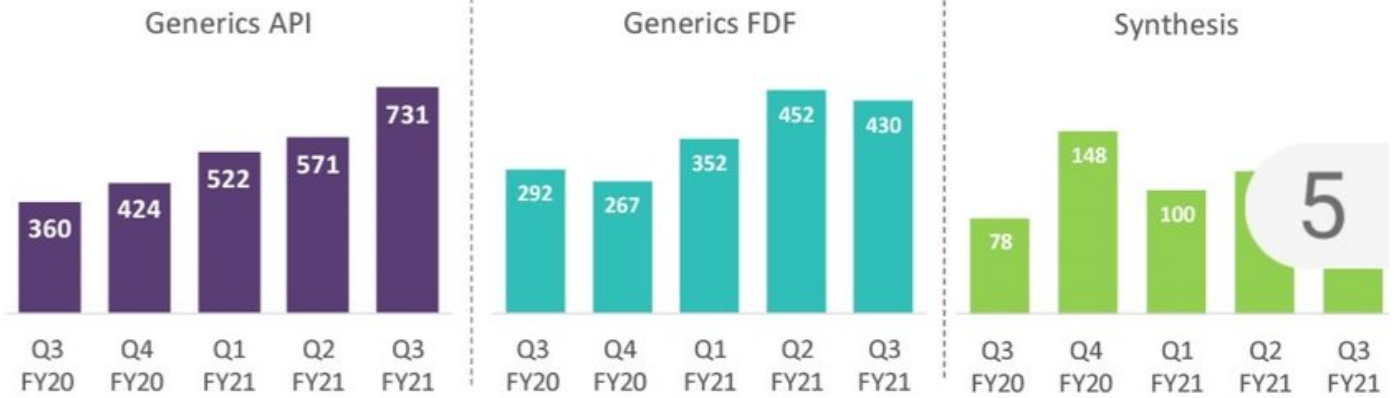
Generic FDF 430/292

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

Synthesis CDMO 127/78 crs

Segmental Revenue Breakup

₹ Cr

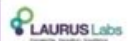


- **Generic API** division showcased a robust growth of 103% YoY
 - Anti Viral segment recorded a robust growth of 165% YoY
- **Generic FDF** Revenue Showcased a healthy growth of 47% YoY
 - The growth was led by higher LMIC Market volumes and increased volumes from North America and EU
 - Commenced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

Q3 FY 21 Contribution



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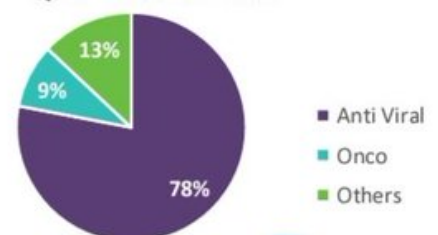
Generic API Division

₹ 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)

Q3 FY 21 Contribution



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



5 year Division wise Revenue Contribution



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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 filings

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 .

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Manufacturing Facilities at Achutapuram, Vizag

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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

