

## Twitter Thread by JST Investments



**JST Investments**

@JstInvestments



### **Laurus Labs FY21 Annual Report Takeaways ■**

**'Capex plans are already under way to increase capacity by 1.8x by 2022'**

**Hit the 'retweet' & help us educate more investors.**

### **A Thread ■■**

1/ About the company:

Leadership position in generic APIs with a major focus on Antiretroviral drugs, Hepatitis C & Oncology drugs

FDF: Moved up the value chain in formulations

Synthesis (CDMO): KSMs, Intermediates & APIs to pharma innovators.

Bio: Recombinant products

2/ Strengths of the business:

Robust R&D & Process chemistry skills

Compliance that meets the most stringent regulatory expectations (USFDA, etc)

Long-standing relationships | Top 10 global pharma cos. catered

750+ scientists (R&D) | 61 DMFs | 27 ANDAs | 150 patents (292 filed)

3/ APIs: 54% of rev

- Leaders in various high-value & high-volume APIs.

- 4 high potent manufacturing facilities: 4186 KL, increasing capacity by 24% (Strong demand)

- ARV APIs were up 70% | Onco APIs up 25% | Other APIs up 56% (higher contract manufacturing orders from ■■)

#### 4/ Formulations: 35% of rev

- Backwardly integrated: in house APIs
- Sales to LMIC, ■■■ & ■■■
- 27 ANDA filled: 9 approved+ 8 tentative.
- Capacity of 5 Billion units/yr, Increasing capacity by 100%
- Sales up 102% (growth across markets)
- Launched TLE 400 in the LMIC market

#### 5/ Synthesis: 11% of rev

- CDMO services for global pharma with 50 active projects
- Commercial supplies ongoing for 4 products
- Sales up 35% due to client additions & increased commercialisations

During the year, acquired 73% of Richcore Lifesciences & renames it Laurus Bio.

#### 6/ Manufacturing:

7 manufacturing plants in Andhra Pradesh & 1 plant in Hyderabad+ a kilo lab at the Hyderabad R&D center.

Future capacities: Debottlenecking to increase by 15% by Q1FY22 & further increases over the next 3 years.

Increasing capacity by 80% in 2022 ■

#### 7/ Laurus' journey of 15 years:

From ARV API company to API to Pharmaceutical company

Increased reactor volumes by 20 in 10 years

USFDA manufacturing sites from 1 to 5

Team strength 6 times

DMFs 5 times.

#### 8/ Numbers that matter:

Sales up 70% YoY

33% EBITDA margin

Pat up 286% & Strong Cashflows

Strong Return ratios

4% of turnover invested in R&D

Growth Engines ->

#### 9/ From the desk of the CEO (Dr. Chava)

- Formulation segment grew from 5cr to 825crs in 2 years ■: tender businesses

- Acquisition of Richcore: In 5yrs want to use its capabilities to do biologics at a scale
- Setting up a dedicated R&D center & manufacturing for synthesis

10/ Trends in which the co. is betting on

- Demographics: An increasingly ageing population
- Changing supply chains: █+1, etc
- Digital adoption across business operations
- Pressure on govt. budgets: decreasing medicine prices (generics market share to █)
- CDMO adoption.

11/ ARV opportunity & how the company is playing it: 12 APIs covering both 1st line & 2nd line treatment regimens.

Same for the Nutraceutical/dietary supplements  
& cosmeceutical segments

12/ Strategies (Short & Long term)

The company running in the right direction, let's see if the management has more surprises under their sleeves.

End of Thread.

Laurus Labs Q4FY21 Concall Takeaways: <https://t.co/1qU2RSChqw>

Laurus Labs Q4FY21 results:  
<https://t.co/xGojyaTaeU>

Laurus Labs concall takeaways \U0001f9ec

Targetting \$1B revenues & much more afterward (Increased capex guidance for FY22-23 from 1000crs to 1700crs)#Q4withJST #Pharma [pic.twitter.com/IFcjPCOhWl](https://pic.twitter.com/IFcjPCOhWl)

— JST Investments (@JstInvestments) [April 30, 2021](#)