LAURUS Labs
Chemistry for Better Living

July 25, 2025

To	To
The Corporate Relations Department **BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 **Code: 540222**	**The Listing Department** **National Stock Exchange of India Ltd.,** Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 **Code: LAURUSLABS**

Dear Sir / Madam,

Sub: **Investors / Analysts Presentation**

Please find enclosed the presentation to the Investors / Analysts on the Standalone and Consolidated Unaudited Financial Results of the Company for the quarter ended June 30, 2025, for the Investors / Analysts call scheduled on July 25, 2025 at 05.00 p.m. (IST), which was already intimated on July 09, 2025.

The presentation is also being uploaded on the website of the Company i.e., www.lauruslabs.com.

Please take the information on record.

Thanking you,

Yours sincerely,

For **Laurus Labs Limited**

VENKATESWAR REDDY GOGIREDDY
Digitally signed by VENKATESWAR REDDY GOGIREDDY
Date: 2025.07.25 15:10:47 +05'30'

G. Venkateswar Reddy
Company Secretary & Compliance Officer

Encl: A/a

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Q1-FY 2026 Financial Results

25/07/2025

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 Q1 FY 2026 Corporate Overview

2 Q1 FY 2026 Financial Overview

3 Q1 FY 2026 Business Review & Strategy

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1

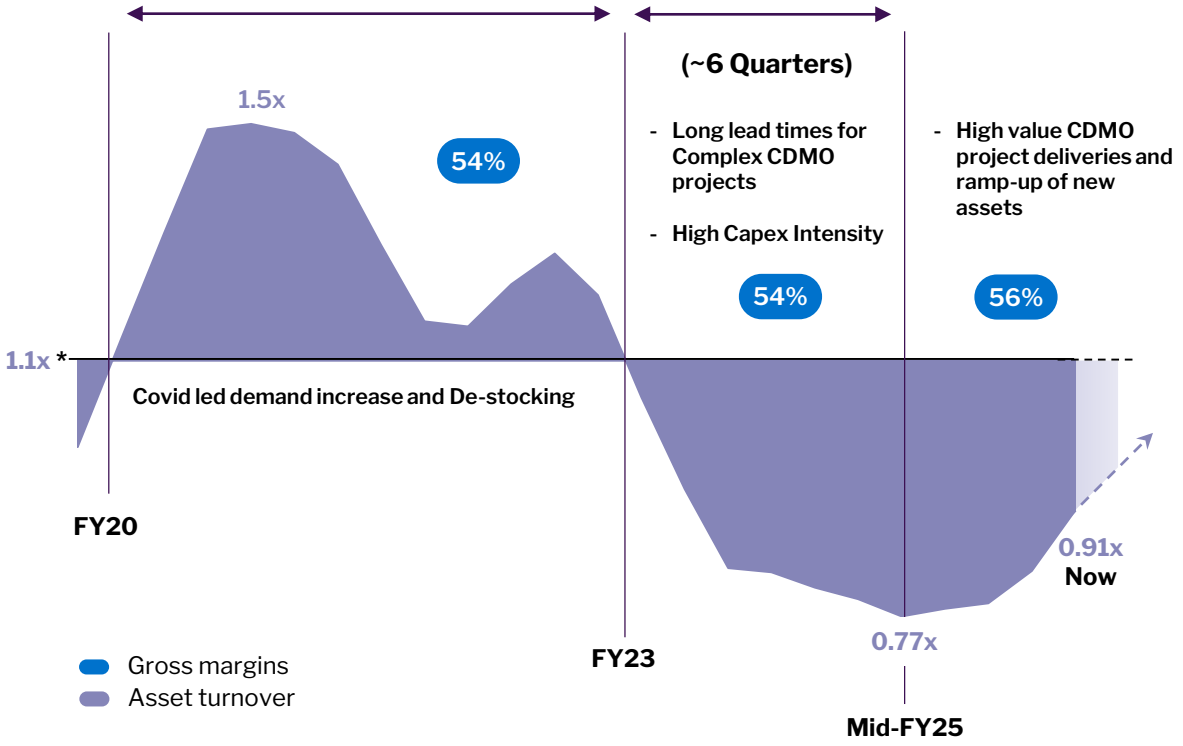
Corporate Overview

Q1 FY 2026

Executive Summary

- Strong performance continued in Q1; ₹ 1,570 Cr Revenues and 31% revenues growth
- Attractive market opportunities favoring robust CDMO momentum, expanding collaboration in complex API and growth in Generics
- ₹ 389 Cr EBITDA resulted in a margin of 24.8%, improving by 10.5% pts, due to Ramp up in CDMO and Operating leverage
- Gross margins remained strong at 59.4% on positive product mix
- Continued investment to enhance manufacturing network and customer offering including specialized modalities with CAPEX at 17% of sales

Continued recovery in asset turnover levels and resilient margins



- Continued recovery in asset turns at expanded gross margins since mid-FY25 following significant CDMO project deliveries
- Long manufacturing lead-times for Complex clinical compounds/Lower volumes translated into asset under-utilization and lower cost absorption (FY23 to mid-FY25)
- Gross margins healthy during period of lower utilization
- Asset turnovers projected to return to normalized levels over the next two years

* Indicative Average Asset Turnover (FY21-25) absorbing plant maintenance

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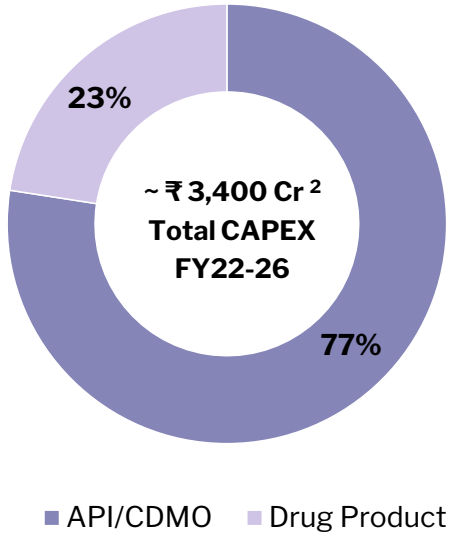
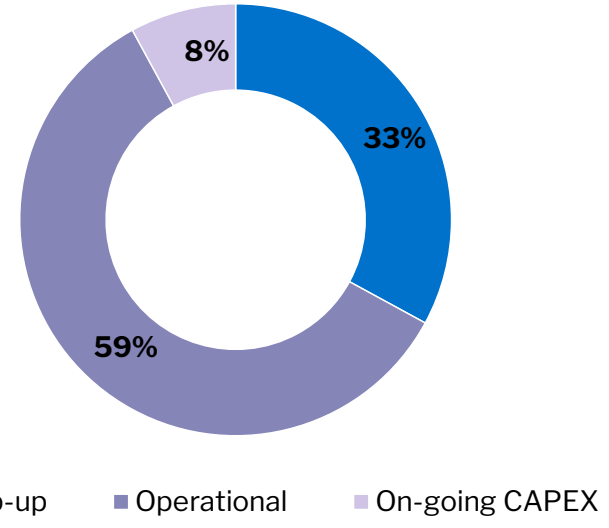
Ongoing strategic investment to drive growth

- >85% Growth CAPEX across API / CDMO portfolio supported by integrated Drug product approach
- Groundbreaking of new Gene/ADC facility (Hyderabad), and Microbial fermentation facility (Vizag) to enhance service capability in D&M
- Significant on-going investment in Continuous manufacturing
- Q1 CAPEX reported at ₹ 265 Cr; 17% of Revenues

CAPEX Project Mix



Phase-wise Split of Investments



[1] Cumulative Net addition including CWIP, Land, ETP and plant maintenance till June 2025

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Integrated ‘D & M’ platform with unique capabilities to support Global customers

7900 KL | Reactors volumes

9 Sites | CDMO Activity

1312 | Scientists

10 billion | Drug Product

240 KL | Fermentation

R&D center

R&D with Kilo lab, Hyderabad
DS/DP Development ❶

New R&D, Hyderabad
DS Development ❶

Microbial Fermentation

LB-1 & LB-2*, Bangalore ***+240 KL***
R&D and Manufacturing

LB 4, Vizag ***+400 KL^***
Manufacturing

Cell [1] and Gene Therapy

GMP facility 1, Mumbai [1]
CAR-T Development & Manufacturing

GMP facility 2, Mumbai [1]
CAR-T Development & Manufacturing

Gene therapy, Hyderabad
Development & Manufacturing

Small Molecules

Unit 1 & **3, Vizag** ***3600 KL***
API/DS Manufacturing ❶❷❸❹❺❻

Unit 5, Vizag ***161 KL***
DS Manufacturing ❶❷

Unit 2, Vizag ***+10bn units***
FDF/DP Development & Manufacturing ❺❻

Unit 4, Vizag ***+2000 KL***
API/DS Manufacturing ❶❷❸❺

Unit 6, Vizag ***1475 KL***
API Manufacturing ❷

LSPL 2, Vizag ***+320 KL***
API/DS Manufacturing ❶❷❺

LSPL 4, Vizag ***+60 KL***
API/DS Manufacturing

Key Technology Platforms

❶ High potent
❷ Bio-catalysis
❸ Flow technology
❹ Trickle bed hydrogenation
❺ Continuous manufacturing
❻ Spray Drying

Site under expansion or construction

[1] Through our Associate company ImmunoACT, * Earlier R1 & R2 , ^ Ground broken in June 2025 and Capacity proposed in Phase 1

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Financial Overview

Q1 FY 2026

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1Q FY26: Strong performance

1Q FY26 Financial Summary

[₹ Crore]	4Q FY25	1Q FY26	1Q FY25	*Y-o-Y*	*Q-o-Q*
Revenues	**1,720**	**1,570**	**1,195**	***31%***	***-9%***
Gross Margins	*54.5%*	*59.4%*	*55.1%*	*+4.3%*	*+4.9%*
EBITDA [1]	**477**	**389**	**171**	***127%***	***-18%***
% to Revenues	*27.7%*	*24.8%*	*14.3%*	*+10.5%*	*-2.9%*
Net Profit	**234**	**163**	**13**	***1154%***	***-30%***
% to Revenues	*13.6%*	*10.4%*	*1.1%*	*+9.3%*	*-3.2%*
EPS (₹) [1]	**4.3**	**3.0**	**0.2**	***1400%***	***-43%***

Comments

- Revenues : ₹ 1,570 Cr, increased 31% primarily driven by robust CDMO performance while growth in generic FDF partly offset by lower API business
- Gross Margins : 59.4%, increased by 430 bps on better divisional mix
- R & D spends reported at ₹ 68 Cr (4.3% of Revenues) including CGT spends
- EBITDA : ₹ 389 Cr, increased by 127% Y/Y
- EBITDA Margins : 24.8%, increased 1,050 bps Y/Y, due to favorable product mix, improving revenue delivery and strong operating leverage
- Net Profits : ₹ 163 Cr, increased 1,154% Y/Y

1 EBITDA includes one-time gain of ₹ 59 Cr related to Sale of Land parcel in 4QFY25, translating to ₹ 0.9 positive EPS impact (net of tax)

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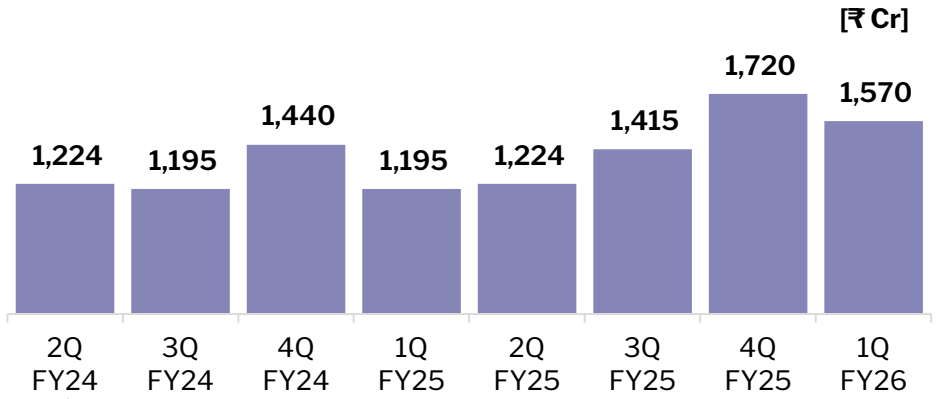
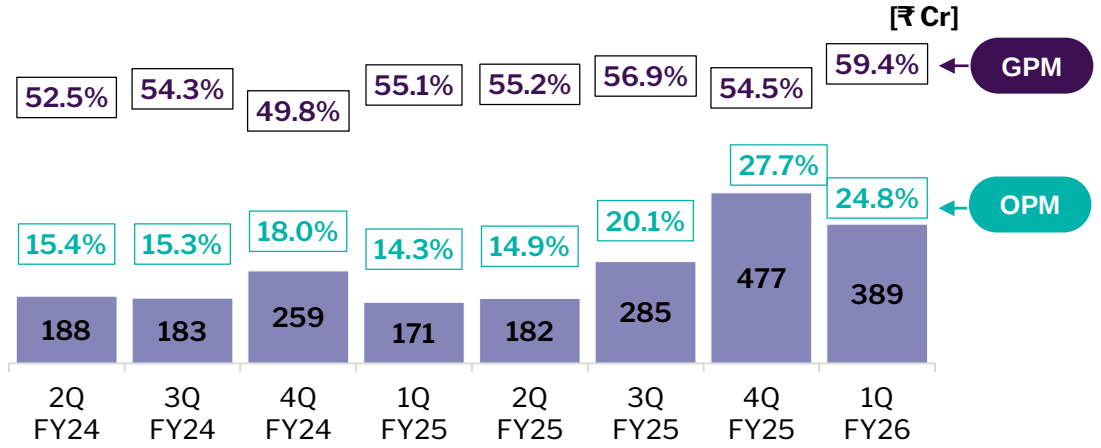
Summary Quarter Performance: Acceleration in growth momentum

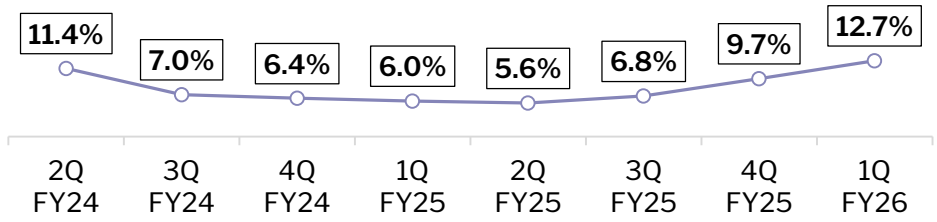
Revenues



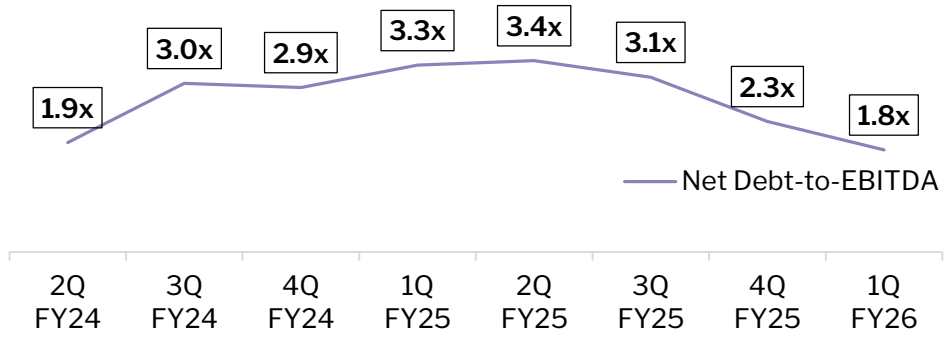
EBITDA & Gross Profit Margins



RoCE (ttm EBIT/Capital Employed)



Net Leverage (Net Debt/ ttm EBIDTA)



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Business Review & Strategy

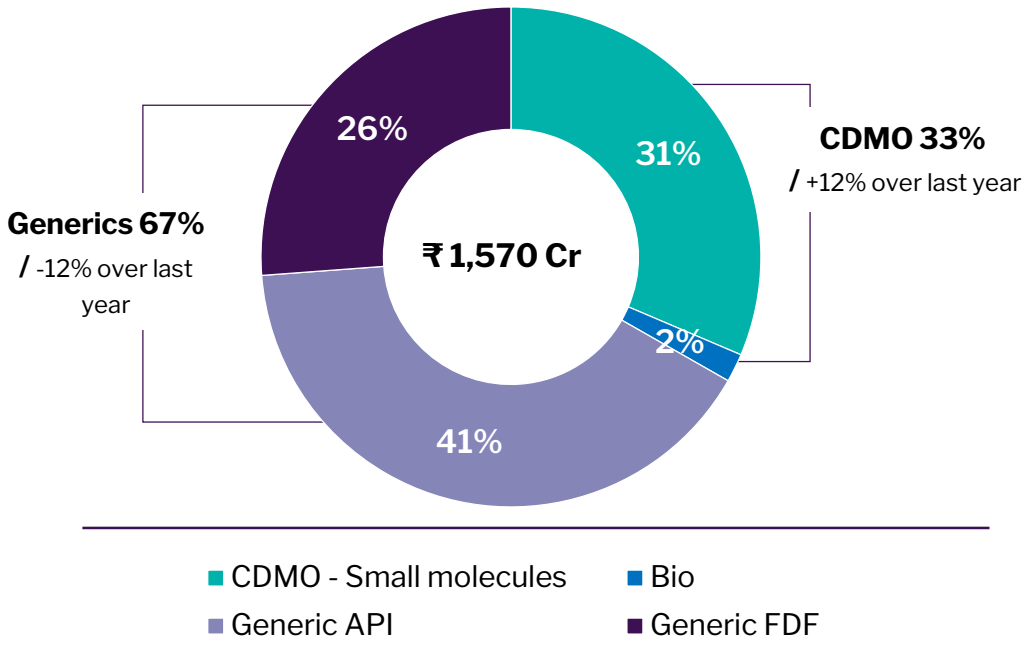
Q1 FY 2026

1Q FY26: Strong CDMO momentum supported by Generic FDF

1Q FY26 Divisional Revenue Performance

[₹ Crore]	4Q FY25	1Q FY26	1Q FY25	Y-o-Y	Q-o-Q
CDMO	**490**	**522**	**257**	***103%***	***7%***
Small molecules	461	493	214	*130%*	*7%*
Bio	29	29	43	*-33%*	*0%*
Generics	**1,230**	**1,048**	**938**	***12%***	***-15%***
API	686	637	664	*-4%*	*-7%*
FDF	544	411	274	*50%*	*-24%*
Total Revenues	**1,720**	**1,570**	**1,195**	***31%***	***-9%***
ARV Revenues*	803	647	552	*17%*	*-19%*

1Q FY26 Divisional Mix



* Includes API and Formulation (FDF) combined revenues

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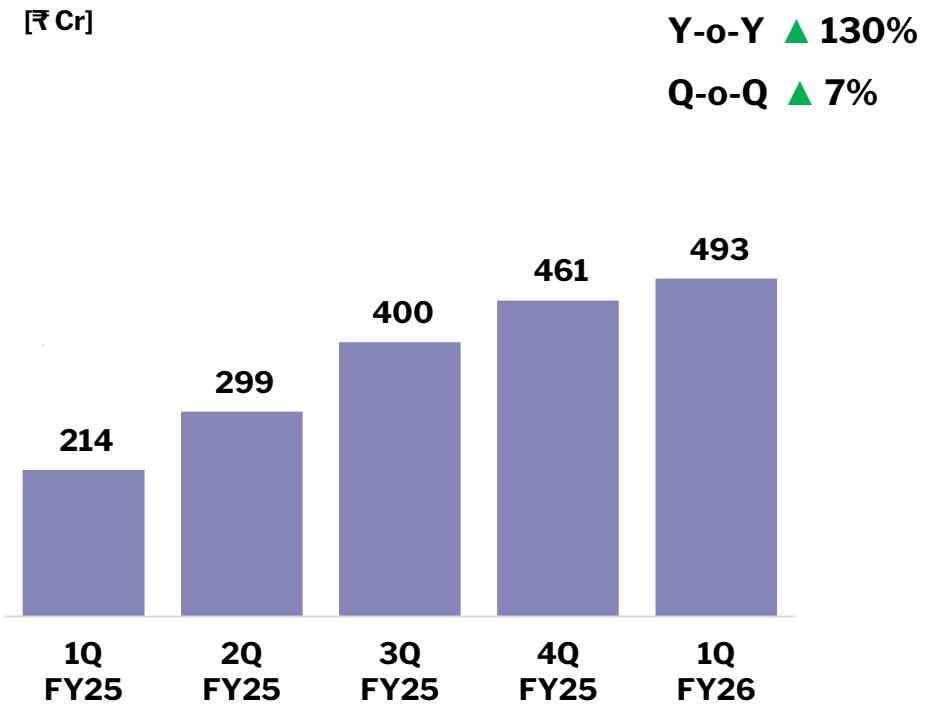
CDMO – Small molecules: Strong demand for complex offerings continued

Revenue Growth



Comments

- Continued strong growth >130% driven by several mid-to-late stage NCE deliveries and ramp up from new manufacturing assets
- Sustained demand in high-value/complex small molecule offerings, enhanced expertise supporting customer base expansion
- Pipeline momentum remained healthy across clinical and commercial phase; >110 Active pipeline projects (>90 Human health & 20 Animal health/Crop science)
- Multiple programs in execution covering complex chemistries, biocatalysis, flow chemistry, peptides etc.
- Continued investment on commercial capacity at Vizag site and expanding new R&D site capabilities in Hyderabad for advanced modalities/therapies

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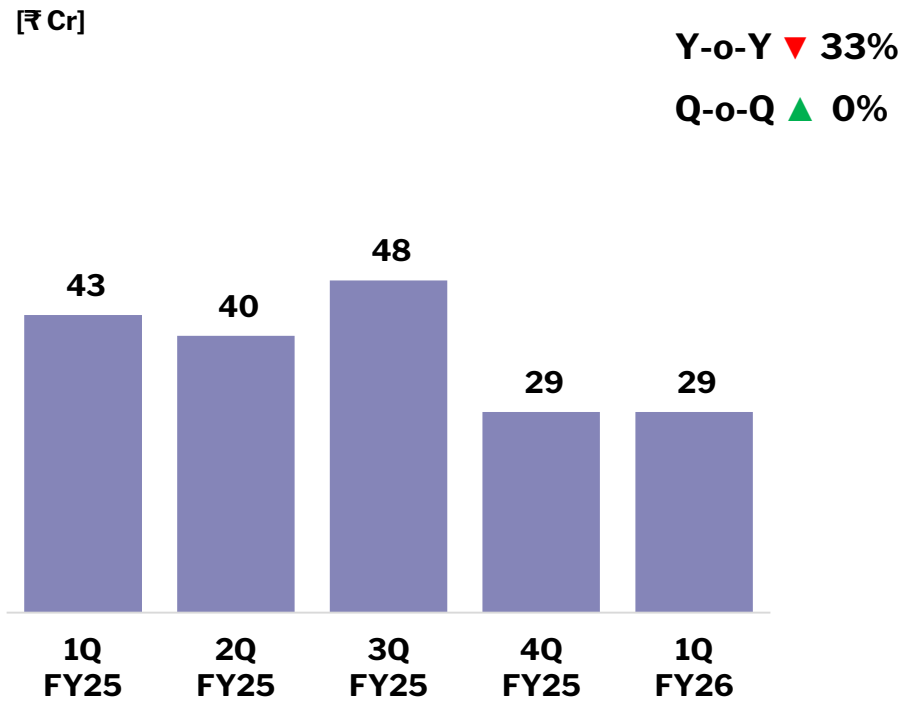
BIO – Focus continues on building robust pipeline

Revenue Growth



Comments

- Divisional revenues impacted by Customer specific issue and pricing challenge. Focus continued on building strong and diversified pipeline
- Enzymatic chemistry platform across small molecule clinical and commercial API projects gaining traction
- Potential longer term partnership discussion with new and existing CDMO customer
- Multiple new AOF product launches on schedule
- Fermentation manufacturing site (Vizag) build up on track as planned - expect to commence operations by 2026 end

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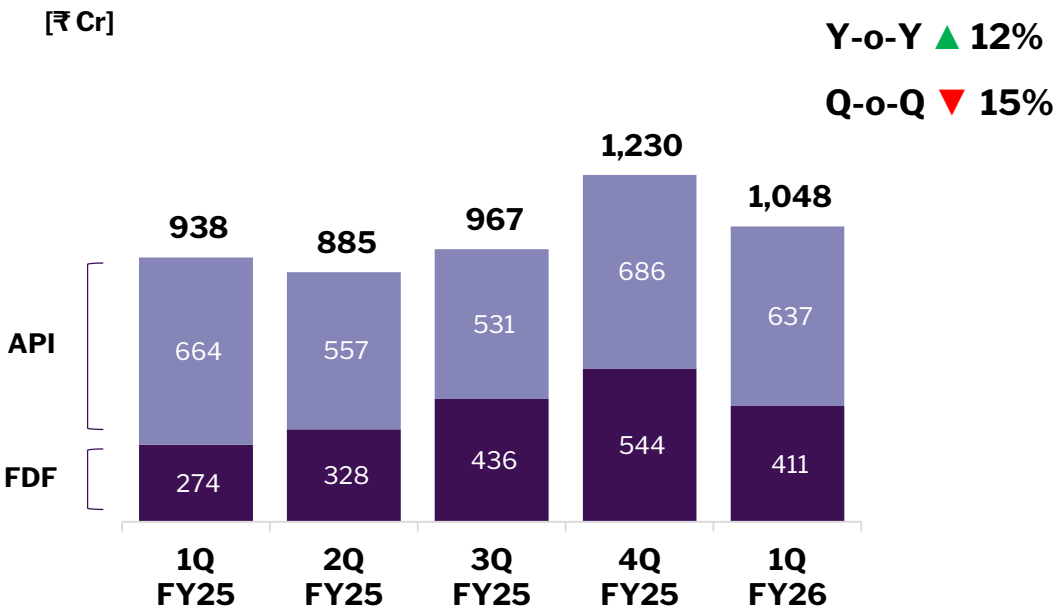
GENERICS – Growth led by FDF, Portfolio expansion efforts continues

Revenue Growth



Global FDF filings	US	EU	Canada	ROW
Approved	35*	19	16	58
Pending	8	3	7	10
Total	**43**	**22**	**23**	**68**

* Includes 14 Tentative approvals in US

Comments

- Growth across both ARV & Developed market portfolio mainly within FDF. Planned capacity availability to support full year API business on track
- Revenue scale up from new contracts driving improvements in our utilization rates
- Efforts to increase product portfolio and adding more products under CMO
- Benefits from recent US launches and stability in portfolio, Continue to monitor uncertain tariff situation
- Filings update: DMF filings - Cumulatively, 90 filed till date, Developed market FDF filings - 1 dossiers filed and 3 approvals received in 1Q. Cumulatively, 88 product filed till date

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Other Updates

KRKA joint venture[1]

- Commercial FDF capacity Groundbreaking ceremony of Finished formulation manufacturing facility in Hyderabad at 19 acres site
- Invested ₹ 215 Cr in JV (incl. Laurus ₹ 105 Cr and KrKa ₹ 110 Cr) in FY25. Committed to invest over ₹ 500 Cr in initial phase
- Project expected to be completed in mid 2027
- **Planned Capabilities:** High potent/oncology OSD (OEB4/5 level) >150M unit/year and OSD (Tab/Caps) 10B units/year in two phases

Other key updates

- Commercial FDF capacity expansion at Vizag to support KRKA on track. Expect expanded lines to be commissioned by Dec-25

From L to R: Bostjan Perse, Borut Lekse & Bostjan Podkrižnik, Ravi Kumar VV, Dr Satyanarayana Chava

1 KRKA Pharma Private Limited, a JV of the Company (51:49 share between KRKA and Laurus Labs). Joint venture agreement signed on 25 Jan 2024

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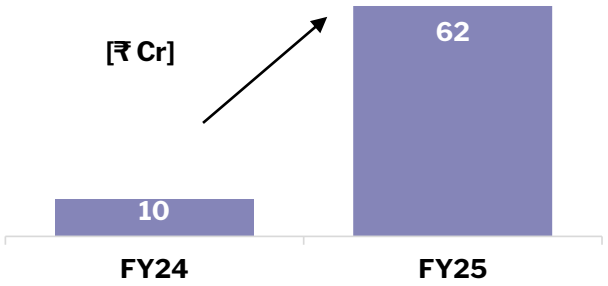
Cell and Gene therapy - Updates

Cell therapy

- NexCAR19 Continued demand > 350 infusions as on June'25. Successful infusion for CD-19 Pediatric Trial (Phase II)
- HCAR2/BCMA target: Begins dosing patients in Phase 1 trail for relapsed /refractory Multiple Myeloma
- 2nd GMP facility (Navi Mumbai) on track and commencing operations in Sep 2025 (to add 2,500 treatment capacity)

NexCAR19™
Actalycabtagene autoleucel

6x Revenue increase



Gene therapy

- Break ground on new dedicated Gene/Anti-body Drug Conjugates R&D and manufacturing facility in Genome valley Hyderabad (>65000 sft area) to support advanced therapies
- Expect to invest >US$ 25mn CAPEX. New site to start operation by end of 2026

Planned capabilities

Plasmids DNA, Viral vectors such as AAV, Bio-conjugation, lyophilization and Fill-Finish

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R&D platform : Advancing Sustainable technology and Capability extension

Significant Updates

>75 R&D project* supported in FY25

40% Increase in projects on Bio-catalysis platform in FY25

30% Increase in Continuous Flow Reaction projects in FY25

- Solidifying position on Flow/Bio-catalysis platform. Executed ton-level project utilizing proprietary designed flow reactors at high temp/pressure
- CDMO R&D facility operational leveraging advanced PD capabilities
- Successfully executed on commercial scale Peptide Synthesizer
- Developed continuous hydrogenation technology (lab scale) + New capability building for drug candidates

> 48,000 m²	2753	1312	90+
R&D Center	Scientist & Quality Team	R&D Scientist	DS/DP launches

Strengthening technology platform applications and Process development with focus on delivering high quality CMO/CDMO development and manufacturing service to Global partners

* DS/DP together

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Maintain the Highest Global standard Quality systems

1300+ Quality audits & Inspection Global Customers, Regulatory Authorities since inception

54 Inspection passed by major Regulators (US FDA, WHO, EU EMA, and Japan PMDA)

Q1 FY26 update

- 39 Quality audit in Q1: Regulatory # 0 & Customer # 39
- On-going improvement in QMS and implementation across different functions, incl. R&D, Quality and Technical operations

"One Quality Standard for all Markets"

Last US FDA inspection

Key Facilities	Key Regulatory Certifications	Date	# audits (since inception)	EIR Status
Kilo Lab – R&D	USFDA, TGA, KFDA, PMDA, ANVISA - Brazil	2024	5	✓
Unit 1	USFDA, TGA, MHRA, WHO-Geneva, PMDA, ANVISA	2024	7	✓
Unit 2	USFDA, WHO-Geneva, EMA	2023	5	✓
Unit 3	USFDA, WHO-Geneva, JAZMP-Slovenia, ANVISA	2024	5	✓
Unit 4	WHO-Geneva, USFDA	2025*	2	✓
Unit 5	USFDA	2022	1	✓
Unit 6	USFDA	2018	1	✓

* On 15th April 2025, USFDA has issued EIR status to Unit 4 API manufacturing facility in Vizag. The audit was conducted between 27-31 Jan 2025

Appendix

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Earnings call details

Laurus Labs Results Conference Call to be held on Friday, 25 July 2025 at 5:00 PM IST

Dial – In – Details	
Universal Dial-In	+91 22 6280 1384
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Hong Kong	+800 964448
USA	+1 866 746 2133
UK	+0808 101 1573

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Additional Information

Laurus Labs is a research-driven pharmaceutical and biotechnology company committed to improving global health. It holds a leadership position in developing and manufacturing select Active Pharmaceutical Ingredients (APIs) and Finished Dosage Forms (FDF) across anti-retroviral, oncology, cardiovascular, and gastro therapeutics. With strong backward integration and stringent quality standards, Laurus has built a solid reputation for high-quality, innovative solutions. The company offers end-to-end Contract Development and Manufacturing Organization (CDMO) services, supporting innovators from early-stage development to commercial production. Laurus employs over 7,042 people, including 2,632+ scientists, and operates 15 facilities approved by global regulators like the USFDA, WHO, EMA, and more. Its “Smart and Green” chemistry approach drives sustainable manufacturing and operational excellence.
Laurus Labs generated ₹5,554 crore in revenue in FY2025 and is listed on the BSE and NSE. The company is a certified Great Place to Work and holds a “BBB” MSCI ESG rating, reflecting its commitment to transparency, integrity, and ESG principles. It is widely recognized for upholding environmental stewardship and ethical business practices. Expanding beyond small molecules, Laurus is enhancing its capabilities in biotechnology, large molecules, cell, and gene therapies. Its diversified offerings span human and animal health APIs, intermediates, crop science, and specialty ingredients for nutrition and cosmetics. Guided by the principle “Chemistry for Better Living,” Laurus remains dedicated to advancing science for better global health outcomes. Corporate Identification No: L24239AP2005PLC047518.

Investor relations

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