Laurus Labs Limited
Corporate Office
2nd Floor, Serene Chambers, Road No. 7
Banjara Hills, Hyderabad - 500034, Telangana, India
T +91 40 39804333 / 2342 0500 / 501
F +91 40 3980 4320

LAURUS Labs
Knowledge . Innovation . Excellence

January 29, 2018

To	To
The Corporate Relations Department BSE Limited Phiroz Jeejeebhoy Towers, 25th Floor, Dalal Street Mumbai – 400001 **Code: 540222**	The Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 **Code: LAURUSLABS**

Dear Sirs,

Sub: **Investors/Analysts Presentation**

Please refer to our letter dated 24th January, 2018, wherein we have intimated the schedule of Investors/Analysts call on 30th January, 2018. In this connection, we enclose herewith the presentation to the Investors/Analysts on the Unaudited Financial Results of the Company for the Quarter and Nine Months period ended December 31, 2017.

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

LAURUS LABS LIMITED Hyderabad

G. Venkateswar Reddy
Company Secretary

LAURUS LABS LIMITED

Q3 & 9M FY18

RESULTS PRESENTATION

29 January - 2018

Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

Laurus Labs Limited (Laurus) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Business Snapshot

	LAURUS Generics Active Pharmaceutical Ingredients & Intermediates	LAURUS Generics Finished Dosage Forms	LAURUS Synthesis Contract Development & Manufacturing Services	LAURUS Ingredients Specialty Ingredients for Nutraceutical & Allied Industry
Overview	• Development, manufacture and sale of active pharmaceutical ingredients (APIs) and advanced intermediates	• Developing and manufacturing oral solid formulations	• Contract development and manufacturing services for global pharmaceutical companies	• Sale and manufacture of specialty ingredients for use in nutraceuticals, dietary supplements and cosmeceutical products
Product and Service Offerings	• Anti-retroviral (ARV) • Hepatitis C • Oncology • Large volume APIs for cardio-vascular, antidiabetic, anti-asthmatic, gastroenterology therapeutic areas • Small volume APIs for the ophthalmic therapeutic area	• ARVs • Anti-diabetic • Cardio Vascular • Proton Pump Inhibitors.	• Commercial scale contract manufacturing • Clinical phase supplies • Analytical and research services • Set up a dedicated block in Unit 4 for global partner , C2 Pharma • 24 projects executed(2)	• Nutraceuticals, dietary supplements and cosmeceutical products
Filings	• Commercialized 59 products(1) • 45 DMFs filed	• Filed 8 ANDAs with USFDA, one dossier in Canada, two dossiers in Europe, one dossier with WHO & One dossier in South Africa. And completed 20 products validations.	• Validations of 4 Products completed and commenced commercial supplies from Unit 5	• NA
Infrastructure	• 4 Manufacturing facilities, (2,210 KL(1)	• 5 bn Units / year capacity.	• Dedicated manufacturing (Unit – 5) Capacity(138 KL) for ASPEN.	• Manufacturing facilities(3)

(1) Includes ingredients products excl Unit2 API capacity

(2) As of 31 Dec, 2017

(3) APIs, Ingredients and Synthesis (other than Aspen supplies) are manufactured at Unit 1 & 3

Strategy in Motion

ARV & HEP-C

- Significant increase in HIV patient population with revised WHO guidelines
- New opportunities in Second Line therapies
- ARV drugs patent expiry in US & European markets
- Strong opportunity in Hepatitis C in emerging markets

Capitalize on our Leadership Position in APIs in Select, High-Growth Therapeutic Areas . Foray into regulated markets

Oncology & Other APIs

- Leadership in select Oncology API. Launching few more products in FY19 & beyond in regulated markets
- Leverage process chemistry skills to expand API product portfolio in other growing therapeutic areas
- Contract manufacturing of generic APIs

Further expand our API Portfolio in key therapeutic areas such as Oncology, CVC, Anti-Diabetic & Ophthalmology

FDFs

- Leverage API capabilities; capture operating efficiencies through backward integration
- 2 Partnerships in place for commercialization of FDFs in US market.
- Distributors appointed for ROW market
- Setting up our own front end in the US market

Leverage API Cost Advantage for Forward Integration into Generic FDF

Synthesis

- Focus on supply of key starting materials and intermediates for new chemical entities
- Contract with Aspen for supply of hormonal intermediates
- Completed 24 projects in various stages of clinical research development, and many more in pipeline

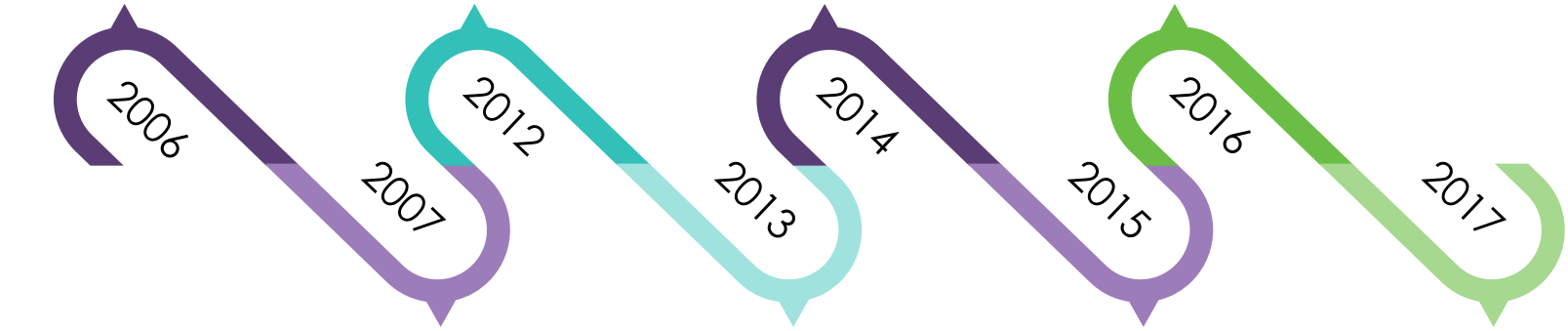
Develop our Synthesis Business through ASPEN & other global Innovators

Ingredients

- Leverage process chemistry skills to strengthen presence in nutraceutical and cosmeceutical sectors as they adopt quality standards at par with pharma industry

Strengthen our Ingredients Business

Transformation of Business Model



2006
- Set up the R&D Centre at IKP, Knowledge Park, Hyderabad

2007
- Investment of Rs. 600 mn in the Company by FIL Capital Management and Promoters.

2012
- Commenced commercial operations at Unit 1

2013
- Incorporated Laurus Inc. at Delaware as a wholly owned subsidiary of our company.
- Investment of Rs 3000 mn by Warburg Pincus

2014
- Crossed INR.10 billion of revenues

2015
- Successfully listed on BSE & NSE
- Filed first ANDA for US market
- Acquired 100% stake in Sriam Labs Pvt Ltd.
- Commenced commercial operations at Unit 3,
- Forged partnership with NATCO
- Acquired 27% stake in Sriam Labs Pvt Ltd

2016
- Launched Velpatasvir in the HEPC segment
- Received EIR from USFDA for Unit 2
- Commenced commercial operations at Unit 2
- EIR received from USFDA for Units 1&3
- Filed ANDAs for US market
- Incorporated subsidiaries in UK & USA
- Commenced commercial supplies from Unit 5 for ASPEN
- Unit 4 Inaugurated

2017

Significant Investments in Generic FDF Business

- Filed first ANDA and WHO dossier in 2016.
- As on date filed 8 ANDAs and in addition completed 20 validations for formulations.
- In Partnership with leading generic companies with front end presence

- **Leverage API** production and **R&D capabilities** to forward integrate into FDF
- Capture significant operating efficiencies by housing both **API and FDF facilities in the same location**

Rising Pharma INC.
- Entered into a profit sharing partnership for developing and selling a basket of FDFs in the US market.

Dr. Reddy's Laboratories Limited
- Entered into a partnership for development & sale of ARV FDFs for US market on profit and cost sharing basis

NATCO Pharma Limited
- Entered into a profit sharing partnership for development & sale of HEP C products in India and emerging markets.

- Spent **Rs. 723 mn** towards FDF product development expenses for 9M FY18 and incurred **Rs. 4,050 mn** to set up FDF manufacturing facility
- **Infrastructure in place** to support manufacturing with a **Current capacity** of **5bn tablets**

Strong R&D Capabilities

- **"Research-first"** approach – Set up dedicated R&D center in Hyderabad in 2006 prior to commissioning API manufacturing facility in 2007
- R&D team comprising 750 plus scientists (25.0% of total employee strength) including 45 PhDs
- Kilo Lab at R&D center **accredited by international regulators**
- **Completed expansion** of R&D at Hyderabad
- Currently setting up new R&D center in Visakhapatnam

Key Accreditations

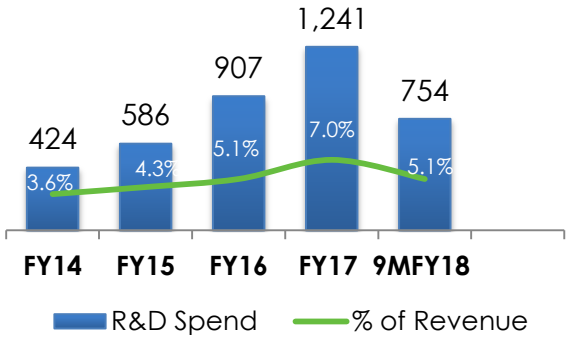
USFDA

FDA S Korea

PMDA Japan

WHO

Increasing R&D Spend (Rs. mn)



59	45	219	50	8&5
Products commercialized since inception	Filed DMFs	Patents filed	Patents granted	ANDAs & Dossiers filed

Quality Focus & Regulatory Audits -

We maintain consistent quality, efficiency and product safety.
We have adopted uniform manufacturing standards across all facilities to achieve standardized quality for all markets.
Good manufacturing practices across all the manufacturing facilities, encompassing all areas of business processes right from supply chain to product delivery.

Laurus' Philosophy

"One Quality for all markets"

Regular Inspection at different manufacturing units

2017	WHO, USFDA, EU (Germany)
2016	USFDA
2015	WHO, USFDA, EU (Germany)
2014	WHO, USFDA, CDSCO
2013	WHO
2012	USFDA
2011	KFDA, USFDA, WHO
2010	MHRA
2009	TGA, USFDA

Manufacturing Facilities at Parawada, Vizag

Unit-I

- Located at Jawaharlal Nehru Pharma City, Vishakapatnam, India.
- API manufacturing facility and includes capacity for ingredients, synthesis and contract manufacturing.
- 315 reactors, with 1140 Kilo Litres capacity.
- Received approvals from US FDA, WHO-Geneva, NIP Hungary, KFDA & PMDA.

Unit-III

- Located at Jawaharlal Nehru Pharma City, Vishakapatnam, India.
- Commenced operation in 2015.
- API manufacturing facility and includes capacity for ingredients, synthesis and contract manufacturing.
- 126 reactors with a total capacity of 775Kilo Litres.
- Received approvals from FDA and WHO – Geneva

Unit-V

- Located at Jawaharlal Nehru Pharma City, Vishakapatnam, India. (SEZ)
- Inaugurated and commenced operations in December 2016.
- A dedicated Hormone and Steroid facility for Aspen with 46 reactors of 138 Kilo Litres capacity in two manufacturing buildings.

Facilities at Achutapuram, Vizag

Unit-II

- Located at APIIC, Achutapuram, Visakhapatnam, India. (SEZ)
- FDF and API manufacturing facility
- FDF - capacity of 5 billion tablets per year.
- API block with 12 reactors and total capacity of 84 Kilo Litres.
- Received approvals from BfArM, Germany.
- US FDA inspection completed in Dec'16
- Commenced commercial operations in 2017.

Unit-IV

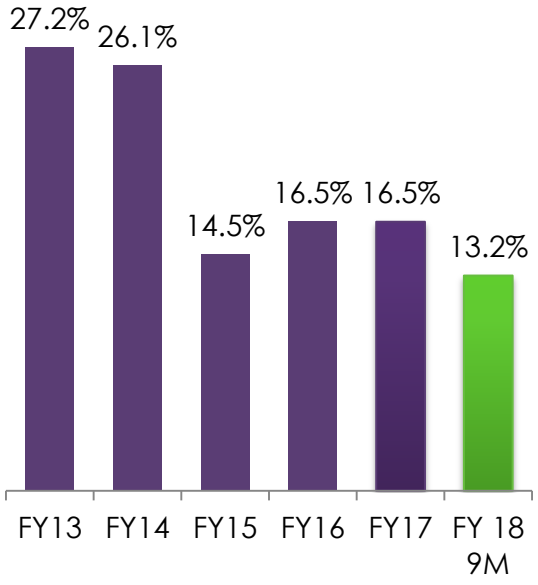
- Located at APIIC, Achutapuram, Visakhapatnam, India. (SEZ)
- 16 reactors with 51KL capacity.
- Inaugurated in November 2017

Unit-VI

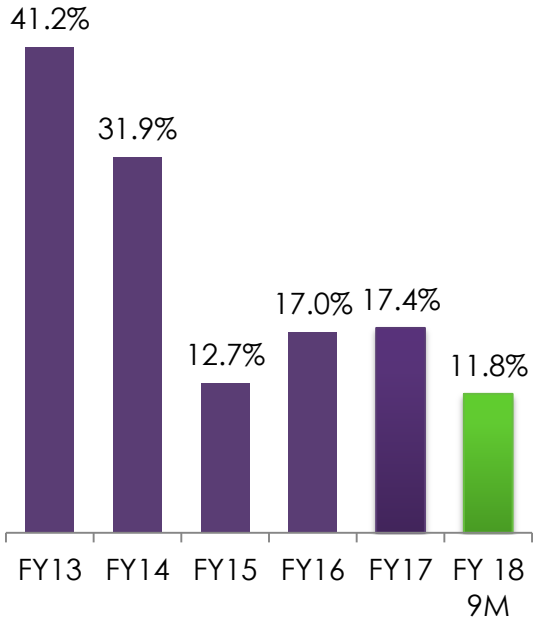
- Located at APIIC, Achutapuram, Visakhapatnam, India.
- 41 reactors, with 244 KL capacity.
- Unit acquired through slump sale from Sriam Labs

Established Track Record Of Delivering Growth – Efficient Use of Capital and Prudent Leverage

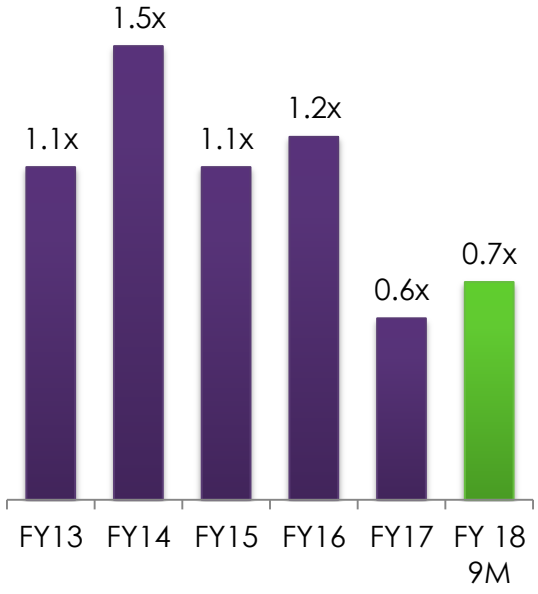
Pre Tax Return on Capital Employed(1) (%)



Return on Equity(2) (%)



Total Debt/Equity Ratio (x)



Significant investments in FDF with no revenue

Note: Standalone financials for FY13, and consolidated financials for FY14 -17; Fiscal Year ending March 17 , FY 18 nine months numbers annualized.

(1) Pre-tax RoCE is calculated as EBIT/Average Capital Employed. Capital employed is defined as Net Worth + Long Term and Short Term Borrowings + Current Portion of Long Term Borrowing - Cash

(2) RoE is calculated as PAT/Average Net Worth

Business Highlights

Overall

- Total revenues grew by 4.5 % in 9M FY18.
- R & D spent of INR 754 million and 5.1 % as percentage of sales during 9M FY18.
- Unit IV Inaugurated in the month of November 2017 the facility will add to the capacities for Synthesis & Ingredients business
- API Unit located at Achutapuram Vishakhapatnam, of Sriam Labs Pvt. Ltd. A wholly owned subsidiary of the Company acquired on a slump sale basis, which is renamed as Unit 6

General

- Laurus Labs is certified as "Best Place to Work" in Jan 2018.
- Laurus Labs entered the Fortune 500 list of companies in India.

Generic API

- Successfully completed USFDA inspection for API facility in Unit 2 with out any 483 observations. Received EIR for the same
- Successfully completed the USFDA inspection for Unit 1&3. Received EIR for the same in the month of November 2017.
- WHO inspection for unit 1&3 was successfully Audited & Approved, received Inspection Assessment Report
- The Company has filed 219 patent applications and 50 patent granted as on 31 Dec 2017.

Generic FDF

- Filed 8 ANDAs with USFDA, one dossier in Canada, two dossiers in Europe, one dossier with WHO and one dossier in South Africa. Completed 20 products validations.
- FDF Opex of INR 723 mn which includes INR 231 mn related to the R&D during 9M FY18.
- USFDA inspection scheduled in Feb 2018 for Unit 2.
- Current manufacturing capacity of Unit 2 is at 5 billion units
- Tenofovir (TDF) will be launched based on the final approval from USFDA.

Synthesis

- Validations of 4 Products completed
- Set up a dedicated block in Unit 4 for global partner , C2 Pharma.
- Commenced commercial supplies from Unit 5 to Aspen

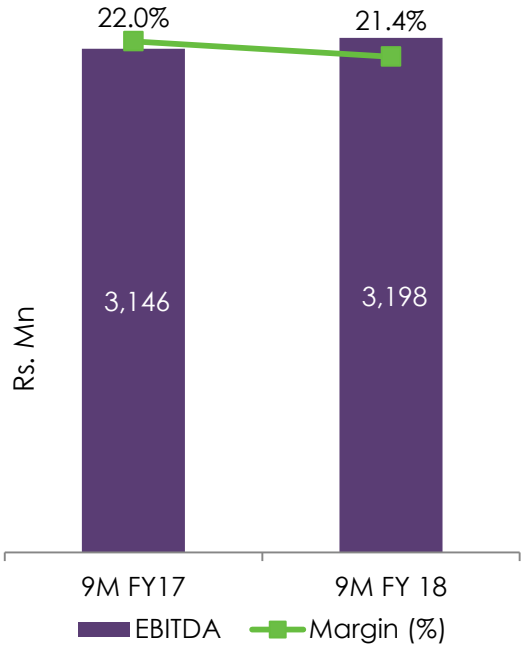
Performance Highlights - Abridged Profit & Loss statement

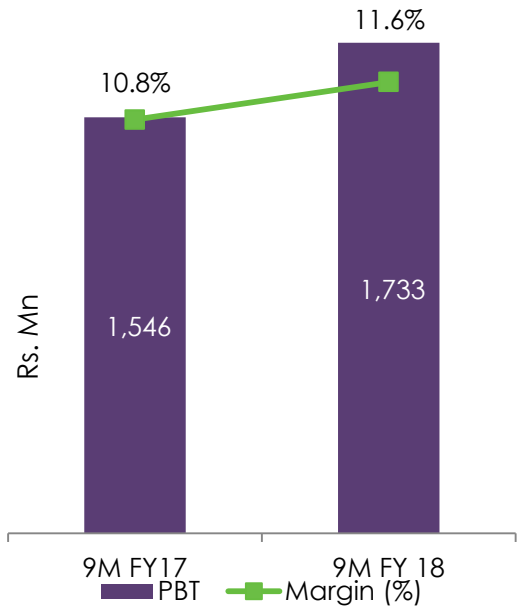
Particulars (Rs. mn)	Q3 FY18	Q3 FY17	Growth % (Q3 FY18 Vs. Q3 FY 17)	Q2 FY18	Growth % (Q2 FY18 Vs. Q3 FY 18)	9M FY18	9M FY17	Growth % (9M FY18 Vs. 9M FY 17)
Total Revenues from Operations (Net)	**4,789**	**5,056**	**-5.3%**	**5,386**	**-11.1%**	**14,959**	**14,319**	**4.5%**
Total Expenditure	4,403	4,646		4,756		13,467	13,006	
EBITDA	**972**	**1,121**	**-13.3%**	**1,192**	**-18.5%**	**3,198**	**3,146**	**1.7%**
Margins	20.3%	22.2%		22.1%		21.4%	22.0%	
PBT	**486**	**541**	**-10.2%**	**696**	**-30.2%**	**1,733**	**1,546**	**12.1%**
Margins	10.1%	10.7%		12.9%		11.6%	10.8%	
PAT	**349**	**450**	**-22.4%**	**488**	**-28.5%**	**1,225**	**1,189**	**3.0%**
Margins	7.3%	8.9%		9.1%		8.2%	8.3%	
EPS (Diluted)	**3.3** (Not annualised)	**4.5** (Not annualised)	**-26.6%**	**4.6** (Not annualised)	**-28.3%**	**11.5** (Not annualised)	**12.0** (Not annualised)	**-4.2%**

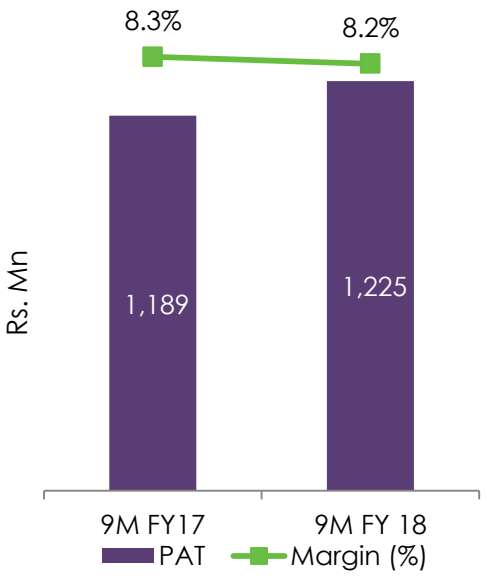
Note: Consolidated Results as per Ind-AS

The GOI introduced the GST w.e.f 01.07.2017. Accordingly, Revenues for the quarter ended December 31, 2017 and September 30, 2017 is presented net of GST. Revenues for the nine months ended December 31, 2017 include excise duty upto June 30, 2017. Revenue from operations of earlier periods included Excise duty which is now is subsumed in GST.

Drivers of Earnings – 9M FY 18







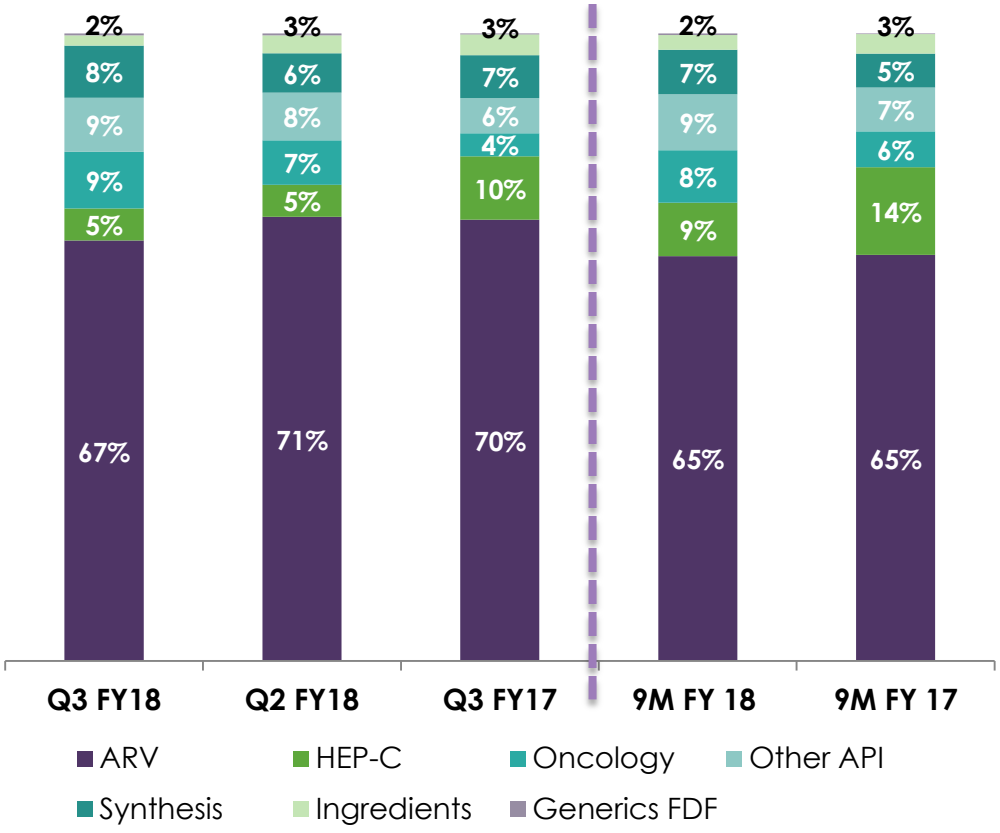
- 9M FY18 EBITDA stood at INR 3198 mn growing by 1.7%, on the back of growing contribution from supplies in Synthesis business despite of lower contribution from HepC
- PBT at INR 1733 mn, grew by 12.1%, and lower borrowing cost
- PAT came in at INR 1225 mn, growing by 3%,
- Diluted EPS for 9M FY18 stood at Rs. 11.5 per share

Note: Consolidated results as per Ind-AS

Drivers of Revenue

- Synthesis Business reported robust revenue growth with commencement of initial supplies to Aspen from Unit 5.
- Oncology and Other API showed a very healthy growth, with improved volumes and new product additions.
- ARV APIs showed a growth in mid single digit growth on 9M FY 18 basis
- Hepatitis C Contributions were lower owing to significant pricing pressure
- Ingredients revenues also lower.

Revenue Contribution



Note: Consolidated results as per Ind-AS

Management Team

Chandrakanth Chereddi
ED & Head, Generics FDF and Synthesis

Ravikumar V V
ED &CFO

G Venkateshwar Reddy
CS and Sr. GM – Legal & Secretarial

Tom Versosky
President FDF North America

Dr. Prafulla Kumar Nandi
SVP, Global Regulatory Affairs (Formulations)

Dr. Lakshmana Rao C V
Exec .VP – Quality

Dr. Satyanarayana Chava
Founder & CEO

Dr. GSR Anjaneyulu
Exec. VP & Head SCM

M. Bhaskaraiah
SVP – SCM

Dr. Raju Srihari Kalidindi
ED & Head Generics API & Ingredients

Dr. V Uma Maheswer Rao
Exec. VP – Chemical R&D

Srinivasa Rao S
Exec. VP – Operations & Manufacturing

Martyn Peck
SVP – Business Development

Corporate Governance

Executive Directors	
Name	**Background**
Dr. Satyanarayana Chava	▪ Whole-time Director, Founder and Chief Executive Officer
Dr. Raju Srihari Kalidindi	▪ Whole-time Director and Head of Generics – API & Ingredients
Ravi Kumar V V	▪ Whole-time Director and CFO
Chandrakanth Chereddi	▪ Whole-time Director and Head of Generic FDF and Synthesis

Non-Executive Directors	
Name	**Background**
Dr. M. Venu Gopala Rao	▪ Non Executive Chairman and Independent Director
Narendra Ostawal	▪ Managing Director of Warburg Pincus India Private Limited
Aruna Rajendra Bhinge	▪ Independent Director; Former Head of Food Security Agenda, APAC at Syngenta India Limited
Dr. Rajesh Koshy Chandy	▪ Independent Director; Professor of Marketing at the London Business School
Ramesh Subrahmanian	▪ Independent Director; Founder and Director of Alchemy Advisors
Dr. Ravindranath Kancherla	▪ Independent Director and Founder-Member and Treasurer of ELSA of Asia in Singapore and Chairman of Global Hospitals

Laurus Labs is a Fortune 500 company & also the Best Place To Work in 2018

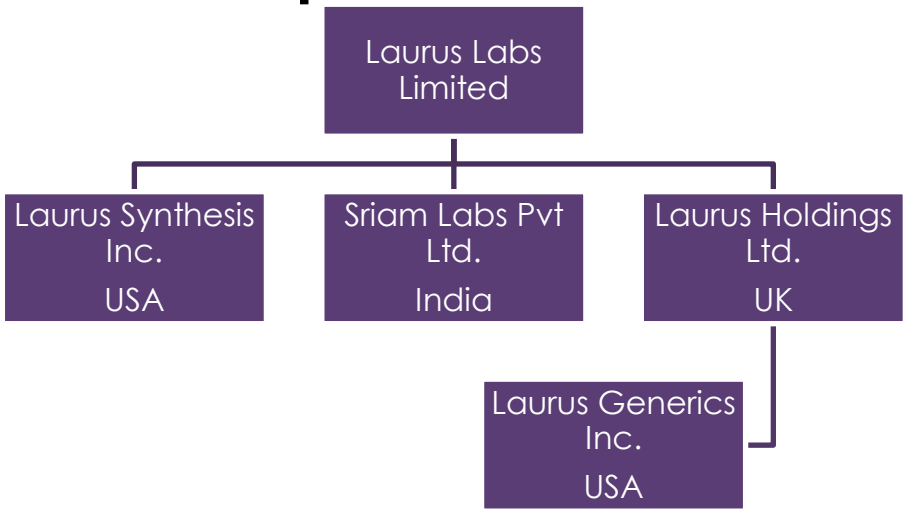
Laurus Labs is listed in the Fortune 500 Companies List in India

Laurus Labs is certified as "Great Place to Work" for the year 2018.

GREAT PLACE TO WORK®
CERTIFIED
JAN 2018 - DEC 2018
INDIA

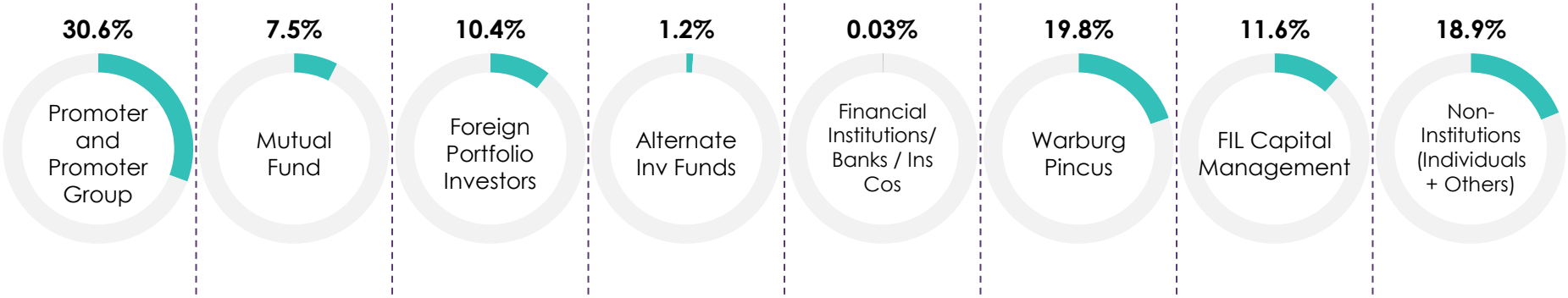
Ownership Structure

Corporate Structure



All are 100% Subsidiaries

Shareholding pattern *



* As of 31st Dec 2017

Results Conference Call

Results conference call on Tuesday January 30, 2018 at 5:00 PM IST

Details of the conference call are as follows:

Timing	5:00 PM IST on Tuesday, January 30, 2018
Conference dial-in Primary number	+91 22 3938 1071
India Local access Number	+91 704 5671221 Available all over India
Singapore Toll Free Number	800 101 2045
Hong Kong Toll Free Number	800 964 448
USA Toll Free Number	1 866 746 2133
UK Toll Free Number	0 808 101 1573

Contact us

About Laurus Labs Ltd.

Laurus Labs is a leading research and development driven pharmaceutical company in India. The Company has grown consistently to become one of the leading manufacturers of Active Pharmaceutical Ingredients (APIs) for anti-retroviral (ARV) and Hepatitis C. Laurus also manufactures APIs in Oncology and other therapeutic areas. Its strategic and early investments in R&D and manufacturing infrastructure have enabled it to become one of the leading suppliers of APIs in the ARV therapeutic area. Laurus Labs also forayed into Finished Dosages Forms capabilities on the back of existing strengths in APIs. The Company is also driving growth opportunities in the Synthesis and Ingredients businesses. **Corporate Identification No: L24239AP2005PLC047518.**

*For more information about us, please visit **www.lauruslabs.com** or contact:*

Monish Shah

Tel: +91 040 3980 4366
Email: investorrelations@lauruslabs.com

Pavan Kumar N

Tel: +91 040 3980 4380
Email: mediarelations@lauruslabs.com

Siddharth Rangnekar/Karl Kolah
CDR India
Tel: +91 022 6645 1209/1220
Email: siddharth@cdr-india.com /karl@cdr-india.com

Thank You