Laurus Labs Limited Corporate Office 2ndFloor, Serene Chambers, Road No. 7 Banjara Hills, Hyderabad - 500034, Telangana, India T +91 40 6659 4333, 3980 4333, 2342 0500 / 501 F +91 40 6659 4320 / 3980 4320



October 21, 2022

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

Dear Sirs,

Sub: Investors/Analysts Presentation

Please find enclosed the presentation to the Investors/Analysts on the Standalone and Consolidated Financial Results of the Company for the Quarter and half year ended September 30, 2022, for the Investors/Analysts call scheduled on October 21, 2022 @ 05.00 PM (IST), which was already intimated on October 13, 2022.

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**

G. Venkateswar Reddy Company Secretary & Compliance Officer

Encl: As above

Registered Office : Plot No:21, Jawaharlal Nehru Pharma City, Parawada, Visakhapatnam - 531021, Andhra Pradesh, India. CIN : L24239AP2005PLC047518 T +91 891 660 1222, 306 1222, F+91 891 660 1270, 306 1270, E Info@lauruslabs.com W lauruslabs.com







Q2 & H1 FY 2023

Financial Results and Business Update

October 21, 2022



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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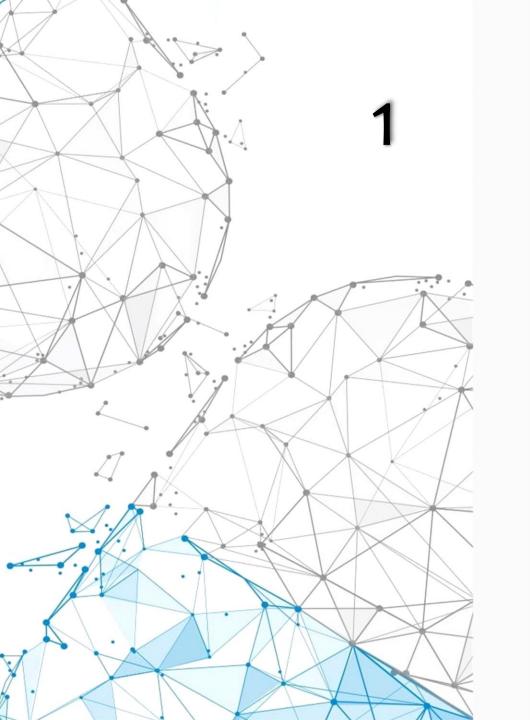
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Agenda

- **1** Financial Overview
- **2** Business review & Strategy
- **3** Outlook & Guidance





Financial Overview



1H/FY23 – Overview

Strong Performance in a challenging environment

Revenues ₹ 3,115 Cr ▲ 26%

EBITDA ₹ 903 Cr ▲ 21%

1H/FY23 Consolidated Financials

[₹Crore]	1H/FY23	1H/FY22	Y-o-Y
Revenues	3,115	2,482	26%
Gross Margins	56.3%	56.2 %	10bps
EBITDA	903	748	21%
% to Revenues	29.0%	30.1 %	-110bps
Net Profit	484	443	9%
EPS	9.0	8.2	10%

	1H/FY23	1H/FY22	Y-o-Y
Operating Cash flow	243	315	-23%
Сарех	416	455	-9 %
Net Debt-to-EBITDA	1.1x	1.1x	-
ROCE	27.9%	28.8%	-0.9%pts



Summary

- Strong momentum delivering ₹ 3,115 Cr Revenues and 26% growth, driven by Synthesis business
- EBITDA: ₹ 903 Cr, increased by 21% resulted in a margins of 29% on favorable mix
- Net Profit: ₹ 484 Cr, increased by 9% due to higher tax rate
- R&D Spent: ₹ 98 Cr (3% of revenues) and increased by 8%
- Operating cash flow -23% mainly due to higher Inventory levels to mitigate supply chain challenges and ensure customer delivery
- Progress on Capex nearly in-line with the forecast; as we continue to deliver on our investment projects
- Effective Tax rate for H1 FY 23 is higher at 29% due to the change in SEZ profits exemption u/s 10AA to 50% from FY 23 for a period of 5 years, further evaluating to switch over to composite rate
- Leverage: Strong balance sheet allowing significant headroom to invest in profitable growth



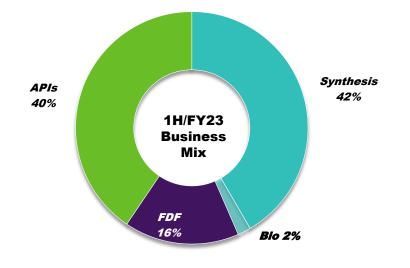
Laurus Q2 & H1 FY2023 Investor Presentation | October 21, 2022

1H/FY23 – Business performance

Robust delivery in Non-ARV business

1H/FY23 Segment Performance

[₹ Crore]	1H/FY23	1H/FY22	Y-o-Y
FDF	498	1,016	-51%
APIs	1,263	1,076	17%
CDMO-Synthesis	1,297	350	271%
Bio	57	40	43 %
Total Revenues	3,115	2,482	26 %



Highlights

Formulation (FDF)

- Decline by 51%, essentially impacted from continued weak procurement from Global agencies. Expecting recovery from Q3 onwards
- Developed markets sales increased following higher volume growth from new capacities and new launches

APIs

- Recorded 17% growth; fueled by new contract supplies within Other APIs
- ARV API procurement reached normalcy

CDMO-Synthesis

- Favorable contracting trends in general and new project execution driving solid +270% growth.
- Future capacity expansion on track, including new R&D center and manufacturing units in CDMO due to come online in FY24-25

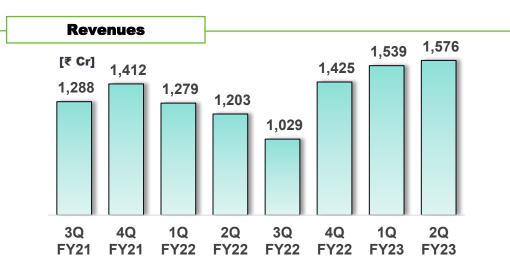
Bio

- Sales increased +43%. Capacity acceleration benefits to reflect in coming quarter
- Business working to expand their service offerings and manufacturing Capacity



Summary Quarterly Performance

Resuming to growth trajectory

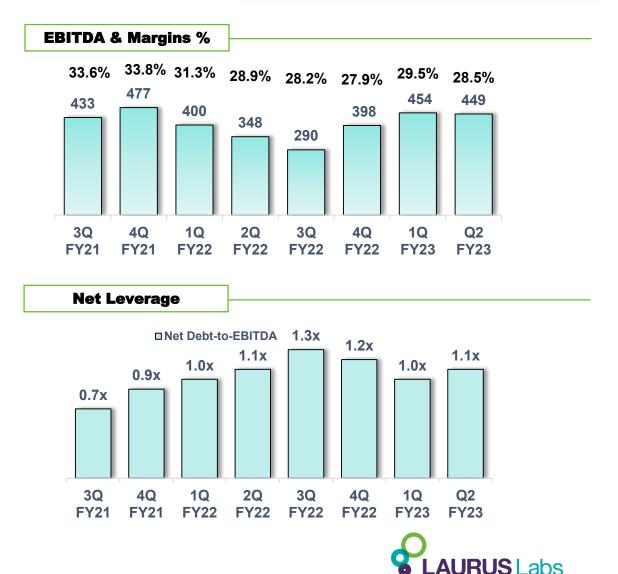


ROCE





Knowledge . Innovation . Excellence



Financial Performance 2Q/FY23

Retaining strong operational performance

Revenues ₹ 1,576 Cr ▲ 31%

EBITDA ₹ 449 Cr ▲ 29%

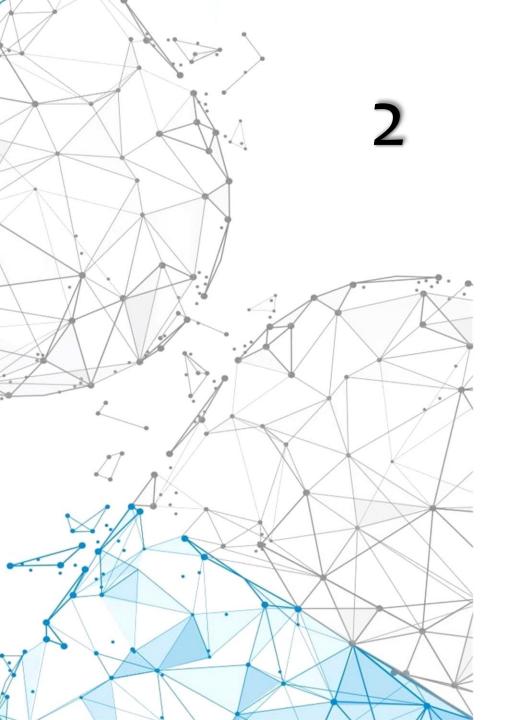
2Q/FY23 Consolidated Financials

[₹Crore]	1Q/FY23	2Q/FY23	2Q/FY22	Y-0-Y	Q-o-Q
Revenues	1,539	1,576	1,203	31%	2%
Gross Margins	57.6 %	55.1%	55.7%	-60bps	-250bps
EBITDA	454	449	348	29%	-1%
% to Revenues	29.5 %	28.5%	28.9 %	-40ps	-100bps
РВТ	356	328	263	25%	-8%
% to Revenues	23.1%	20.8%	21.8 %		
Net Profit	251	233	202	15%	-7%
% to Revenues	16.3%	14.8 %	16.8%		
EPS	4.7	4.3	3.7	16%	-9%

Summary

- Revenues: up 31% YoY driven by Synthesis Business
- Strong CDMO-Synthesis performance fuels the underlying growth and Other APIs more than compensated for overall drag in ARVs FDF revenues. ARV pricing remain depressed
- Gross Margins : 55.1%, decreased by 60 bps YoY and decreased by 250 bps QoQ due to change in product
- EBITDA : ₹ 449 Cr, growth of 29% YoY and decreased by 1 % QoQ
- EBITDA Margins : 28.5%, decreased YoY by 40 bps and decreased 100 bps QoQ
- Net Profits : ₹ 233 Cr, growth of 15% YoY and decreased by 7 % QoQ
- Capex incurred for H1 FY 23 : ₹ 416 Cr





Business review & Strategy

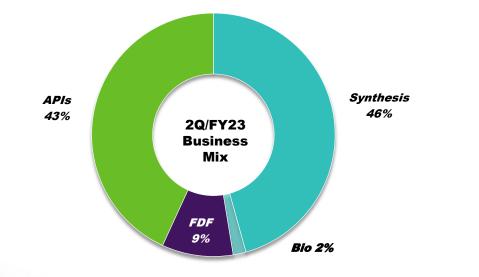


Business Performance 2Q/FY23



2Q/FY23 Segment Performance

[₹ Crore]	1Q/FY23	2Q/FY23	2Q/FY22	Y-o-Y	Q-o-Q
FDF	349	149	495	-70%	-57%
APIs	583	680	527	29 %	17%
Synthesis	577	720	155	365%	25%
Bio	30	27	26	4%	-10%
Total Revenues	1,539	1,576	1,203	31%	2%



Highlights

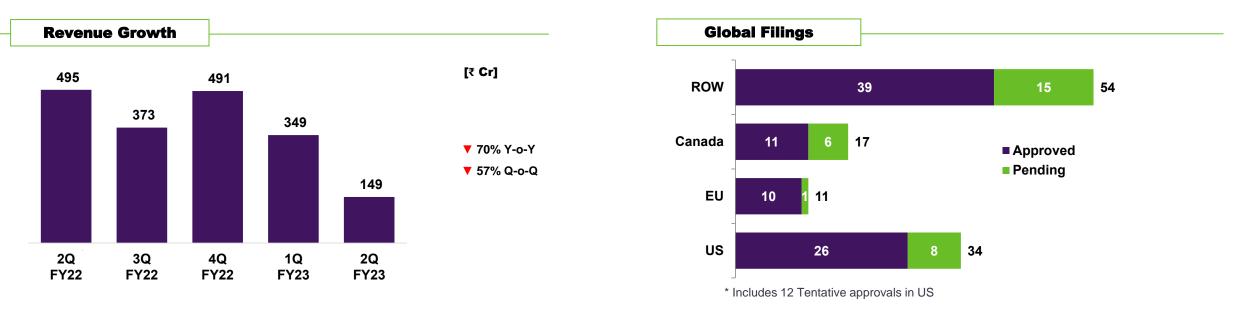
- Formulation (FDF): Declined 70%, primarily impacted by softening demand and excess inventory led depressed pricing. Recovery expected from Q3. Developed market growth remain stable with higher generic volumes
- APIs: Very strong growth trajectory of +29% overall. Strong ramp-up in the Other API business (+93%) and continued volume based improvement in ARV APIs (+20%) more than offset decline in the Oncology (-30%); Maintaining growth confidence for rest of FY23
- Synthesis: Significant growth momentum maintained (+365% YoY, +25% QoQ), led by business from existing customers and Increased off-take. Expansion in CDMO capabilities on track to capture new opportunities and accelerate growth
- Bio: Little softer QoQ basis but do anticipate pick up with ramp-up of new capacities. Demand outlook remains strong. Evaluating few land parcels to further expand our manufacturing capabilities



Generic FDF

ARV business led decline; better H2 offtake





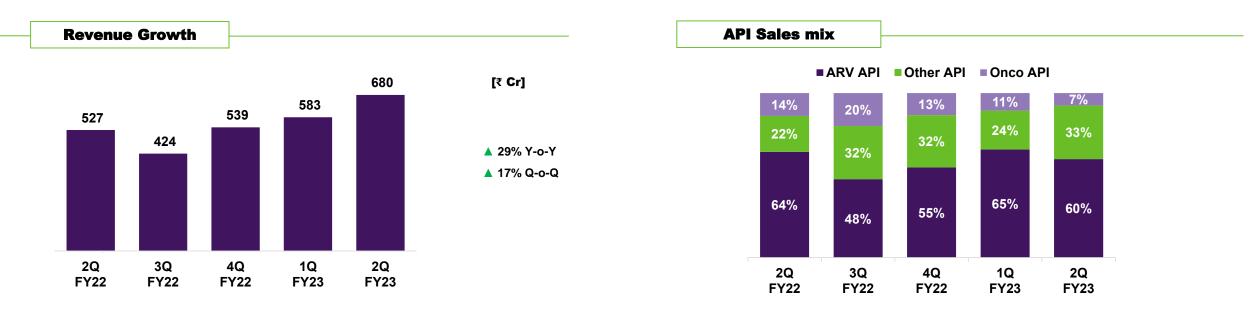
Key Comments

- FDF revenues declined by 70% to ₹ 149 cr, mainly dragged by lower ARV business. Key factors impacting were lower volumes and lower pricing. Recovery expected from Q3 onwards. Developed market sales stable with higher generic volumes
- Progress on Capacity expansion: Unit-2 Brownfield capacity brought online last quarter Gradual ramp-up expected
- H1FY23 Developed Market (DM) filings: 3 product dossiers were filed in Developed markets and a total of 8 approvals were received (including Tentative)
- Novel Drug Delivery for Pediatric HIV formulation NDA filing expected during Q3
- Commissioned R&D Lab for Sterile Injectable



Generic APIs

+29% driven with unprecedented growth in Other API, further supported by sustained ARVs rebound



Key Comments

- API business up 29% for the quarter at ₹ 680 cr driven by new launches in Other API segment.
- ARV business continued to witness volume led healthy improvement, growing +20% YoY +6% QoQ.
- Other APIs strong growth for Q2 and H1 at +93% and +88% following new contract supplies.
- Oncology revenues declined 30% due to less offtake of one key product. Expecting to improve in H2.

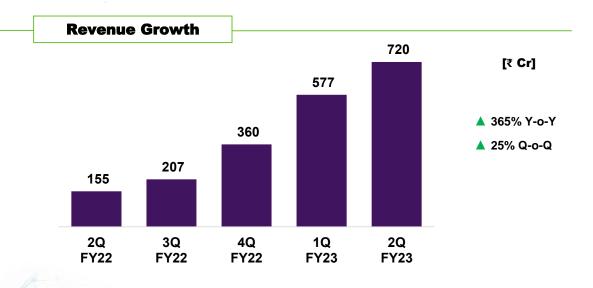


CDMO - Synthesis

Over 3x growth and another Record quarter







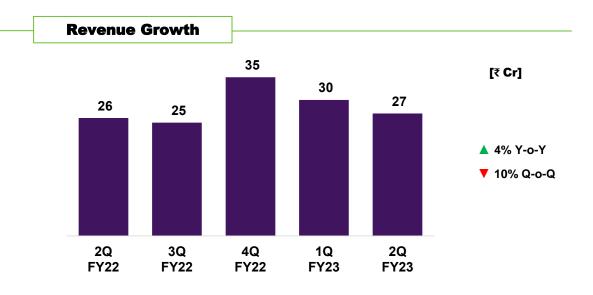
Key Comments

- Another strong quarter for CDMO amid continued favorable market conditions; Increased revenues by +365% YoY to ₹ 720 cr for Q2, supported by accelerated demand from new and existing clients
- Part of growth attributable to ongoing execution of Purchase order
- Over 50 active projects at different stages (Phase I, II and III + CMO). Ongoing supplies for four commercial projects
- End-to-end capabilities further enhanced to handle steroids, hormones, and HP molecules apart from other large-volume products
- Strong and Wider Customer base across US, EU and Japan
- Continue to Attract, Train and Retain Talent pool to support rapid growth
- Retain timelines of becoming a Self-Reliant subsidiary by FY2025
- Progress on capacity creation: Construction work already commenced for creating a new R&D center (FY24 completion) and three manufacturing units (FY24/25) – all dedicated for CDMO activities



Laurus Bio - Bio business





Leverage existing Global Partnership & chemistry skills

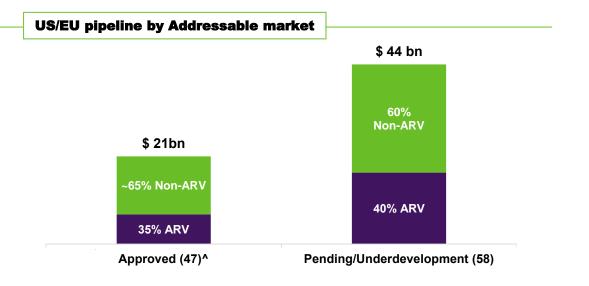
- Plan to meaningfully enhance fermentation capability by FY24
- CDMO segment Major growth contributor going ahead

Key Comments

- Largely stable and clocked Q2 sales of ₹ 27 cr. H1 sales up 43%
- Fully operational benefits of new capacities to reflect through FY23
- Focus on Improving Products offering and Go-to-market by leveraging relationship
- Scale, cost, and functionality will remain core drivers for differentiation
- Evaluating Land parcels with a plan to create close to 1 million liters fermentation capacity in Phase 1
- Key Management change: Appointment of Mr. Rajesh Krishnamurthy as new Executive Director & CEO and Mr. Krishna Kalyan (KK) as Executive Director & COO, effective 1 October 2022. Both Rajesh and KK are working in Bio for more than a decade as Executive Directors. They will takeover from Mr. R. Subramani, who is stepping down due to personal reasons from executive role to non-executive role in Laurus Bio. He will continue as Key shareholder of the company and will remain engaged in supporting the board in his non-executive position



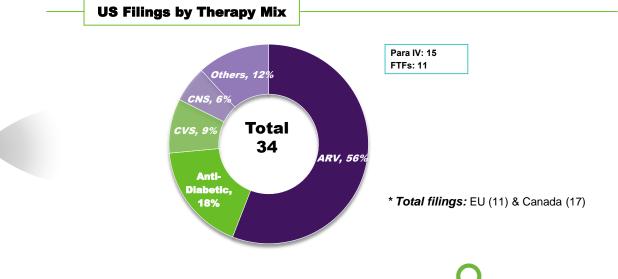
R&D focus – strong product pipeline





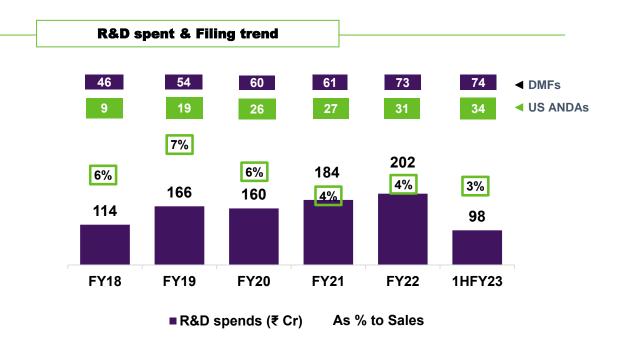
Knowledge, Innovation, Excellence

- Product Specific Approach based on Complexity and Scale
- Growing R&D pipeline with Addressable market at US\$ 40bn+ (>60% of opportunity in Non-ARVs space)
- Multiple First-to-file opportunities



- Centered around existing Core
- Diverse portfolio & pipeline (ARV, CV/D, CNS, GI)
- Total # of DM filings in H1: 3 & Approval Received: 8 (incl. TA). Expect filing pace to pick-up in coming quarters

Execution driven by strong R&D platform



 ~2000 i.e 1/3rd of Total into R&D, Quality and Regulatory Workforce

791 R&D Scientists

Competent

R&D

199 Patents Granted



- H1 R&D spend at ₹ 98 cr (3% to Sales)
- DMF filings as on date: 74
- Continued Investment of ~4% of the Revenues; with Focus on Complexity

Key developments

 Developed new DP application with portfolio of Orally Disintegrating films for Pediatric use & IP filed



 Commissioned Lab for Sterile Injectable – Initiated Priority projects



Robust Regulatory track and Quality Foundation

Laurus Philosophy "One Quality Standard for All Markets"				
Facility	Regulatory Certifications	Year started	Last US FDA – Inspection status	No of USFDA audits (since inception)
Kilo Lab – R&D	USFDA, TGA, KFDA, PMDA, ANVISA Brazil	2008	2021 – USFDA Certificate Received (Desk assessment)	4
Unit 1	USFDA, TGA, MHRA-UK, KFDA, WHO-Geneva, PMDA, NIP-Hungary, Russian GMP, Mexican, ANVISA	2008	2019 - EIR Received	6
Unit 2	USFDA, BGV-Hamburg, WHO- Geneva, ZAZIBONA, Tanzania-FDA, NDA-Uganda, PMPB-Malawi, KENYA, MCAZ-Zimbabwe, JAZMP-Slovenia, Ethiopia-FDA, Kazakhstan, EMA	2016	2019 – EIR Received	4
Unit 3	USFDA, WHO-Geneva, NIP- Hungary, Russian GMP, Mexican, JAZMP-Slovenia, KFDA, ANVISA	2015	2019 – EIR received	4
Unit 4	WHO-Geneva, USFDA & Mexican	2018	2019 – EIR received	1
Unit 5	None	2017	Nil	
Unit 6	USFDA	2018	2018 – EIR received	1
Sriam Labs	None	2018	Nil	Nil
LSPL-1	None	2020	Nil	Nil



- Robust Quality Culture that achieves both Quality and Efficiency
- Transitioning to Digital infrastructure and improve productivity across all value chains
- 111 Customer audits Jan'22 till date including Local WHO, ISO Surveillance and DCGI audits in 2022
- 52 successful site audits by International Health authorities (including USFDA, BGV Hamburg, WHO-Geneva, ANVISA Brazil, EMA), since January 2018



Manufacturing Infrastructure (1/2)

Strong capabilities in Contract Manufacturing – a good fit to multiple strategic alliance

Jawaharlal Nehru Pharma City, Visakhapatnam



 334 reactors with 1,240 KL capacity Key Approvals: USFDA, WHO, COFEPRIS, NIP – Hungary, KFDA, PMDA, ANVISA, TGA, MHRA-UK, Russian GMP



•API • 296 reactors with 2,298 KL capacity • Key Approvals: USFDA, WHO, COFEPRIS, NIP -Hungary, KFDA, ANVISA & JAZMP - Slovenia, Russian GMP



•CDMO - Synthesis 51 reactors with 151 KL capacity Capabilities: Hormone and Steroid facility

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•API, CDMO - Synthesis

 168 reactors with 1,289 KL capacity • Key Approvals: USFDA, WHO, COFEPRIS · Capacity under expansion: ~ 500 KL



•API & Intermediates

 68 reactors with 758 KL capacity • Key Approvals: USFDA Capacity under expansion: ~ 700 KL



2

6

•API, CDMO - Synthesis

APIIC, Atchutapuram, Visakhapatnam



Manufacturing Infrastructure (2/2)



IKP Knowledge Park, Genome Valley, Hyderabad



Kilo Lab •API, CDMO - Synthesis • 43 reactors and 4.3 KL capacity • Key Approvals: USFDA, KFDA, TGA, ANVISA and PMDA

Jawaharlal Nehru Pharma City, Visakhapatnam



•CDMO- Synthesis LSPL - 1

• 42 reactors + 3 All Glass Reactors w/139 KL capacity Capabilities: APIs including Ingredients, Synthesis & Contract Manufacturing

Bibi Nagar (Near Hyderabad)



•API & Intermediates

• 31 reactors with 81 KL capacity • Key Approvals: WHO GMP by CDSCO

* Laurus Synthesis Pvt Ltd (LSPL)

Laurus Bio (facility acquired through Richcore)

Bangalore

(R1

R2



•Bio-Ingredients

• Fermentation capacity of 10,750 Liters (2 reactors of 5,000 L & 3 reactors of 250 L), CDMO In-house QC lab- suited to microbical testing



45KL)

•Bio-Ingredients • Fermentation capacity of 180K Liters (4 fermenters of

CDMO capabilities



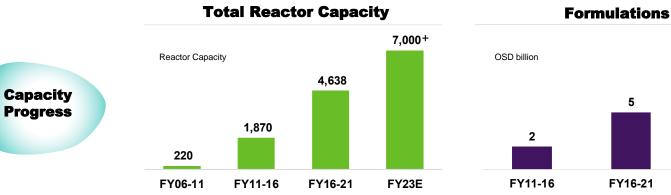
Investments over past 12 months and Future Projects update

Capacity expansion continued to accelerate

Division	Location	Status & Capacity	Operational
	Vizag	Unit 2 - 4 billion units (New building)	\checkmark
Formulation	Vizag	Unit 2 - 1 billion units (De-bottlenecking)	\checkmark
	Hyderabad 💿	Unit 9 Land acquired	Phase 1 – FY25
	\/izog	Unit 3 and 4 (1,000KL)	\checkmark
API	Vizag	Unit 4, and 6 (+1,200KL) – Under-construction	FY23
Art	Vizag 💿	Unit 7, 8 Land acquired	FY24/25
	Vizag	Unit 1 (LSPL)	\checkmark
CDMO Symthesis	Vizag 💿	Under-construction (Unit 2 & Unit 4 - LSPL)	FY24
CDMO -Synthesis	Vizag 💿	Land acquired (Unit 3 LSPL)	FY24/25
	Hyderabad	Under-construction (R&D Centre LSPL)	FY24

- New capacities brought online
- Increased Reactor vol. to ~6 million Litre
- Expanded FDF capacity to 10 billion units
- Progress on future projects on Schedule

• Greenfield expansion



State-of-the-art facility

10

June'22

- API capacity to increase by 18% in FY23
- Well-positioned to meet growing global demand for DS and DP projects



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ESG Standards & Recognitions | Adopting best practices for better future

Approach

- Sustainability approach built in our Core Value Framework to support longer value creation
- Enhanced Process & Focus of Material ESG factors
- Transparent disclosures Leveraged from GRI framework, IIRF & SASB guidelines
- Strictly comply With Environmental Protection Law
- At Laurus, we support 14 out of 17 UN SDGs & encourage all businesses to consider how they may contribute.

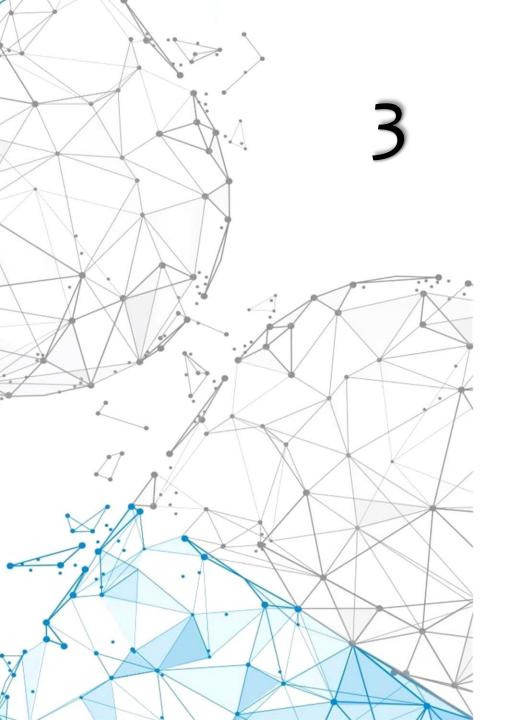
Accreditation & Progress

Knowledge . Innovation . Excellence

- Well recognized by multiple agencies
- "BBB" rating by MSCI ESG Ratings among top 20% of Global Pharma Companies evaluated on ESG risk tolerance
- 22% reduction in CO₂ footprint in FY22 and Incorporated New disclosures on Renewable Energy. Working on reducing our ecological footprint
- Climate risk assessment u/progress for setting Science based target by FY23
- Increasing adoption to Renewable Energy system on-site
- Applied for Dow Jones Sustainability Index (DJSI) Membership & Score awaited



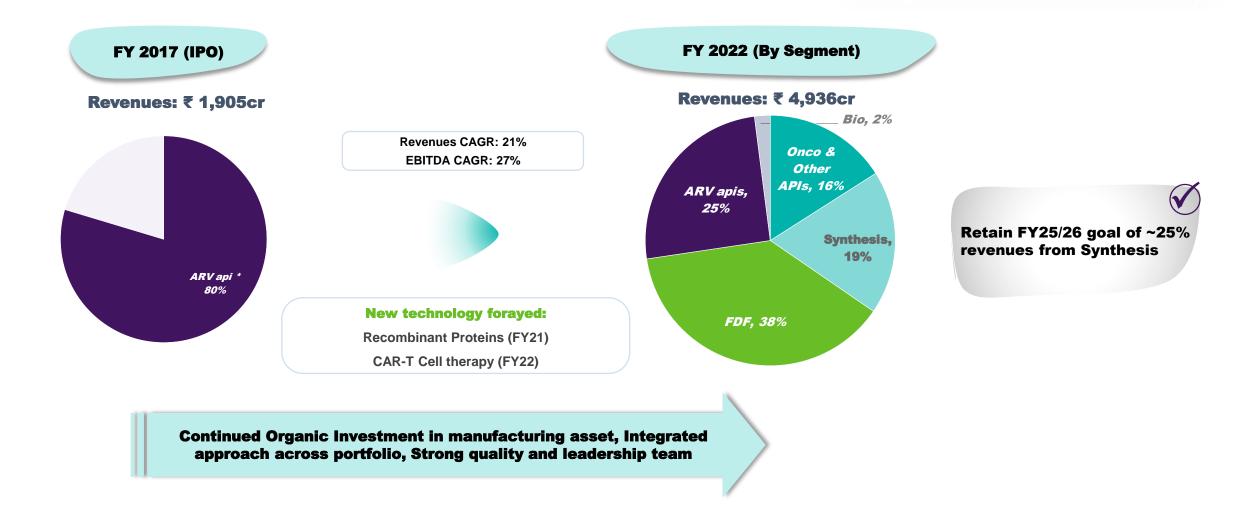
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Outlook & Guidance



We continue to fundamentally diversify our Segment mix



* Adjusting for exceptional revenues in Hep C segment, ARV: Anti-Retroviral



Outlook FY2023 & year ahead

iness Segments	Growth Outlook	>
	 Consolidate market share gains in ARV portfolio despite continued pricing challenges 	
	 Creating niche product pipeline for the developed markets backed by in-house API strength 	
Formulations	 Strong DM pipeline >US\$40bn mkt opportunity; Diabetic & CV portfolio monetization from FY23 Brownfield Scale up 	
ΑΡΙ	 Enhance positioning on HP APIs & Scaling up of Anti-diabetic, CV & PPI portfolio supported by demand based capacity expansion 	
	 Maintain ARV API leadership position in current product line and increase developed market supplies 	
	 Pipeline expansion & favorable demand tailwinds 	
	 Leverage integrated capability in DS & DP to deepen existing relationship & Win new Clients 	
Synthesis	 Bring on-line dedicated R&D center (FY24) & 3 Greenfield manufacturing unit (FY24/25) 	
	 Strengthen presence in Nutraceutical & Cosmeceutical area 	
	 New capacity scale up in Alternate Food Proteins & Improving Synergies with Parent 	
Biologics	 Future expansion plan to create 1 million liters fermentation capacity 	
_	 Expand the biologics CDMO at scale in the long term 	



Updated FY2023 target

- We are on track to deliver a strong underlying Revenue and EBITDA growth in FY2023. However, based on current visibility we are anticipating achievement of ~ 90 % from the earlier guidance range of US\$ 1bn FY23 Revenue target (US\$INR=72)
- Overall stable EBITDA margin of around 30% expected despite growth projects in Non-ARV business with CAPEX investments expected to remain elevated levels, related OPEX and start-up cost for significant projects
- Key factors driving Revenue moderation includes potential impact from ARV formulation business due to prolonged higher channel inventory & ongoing pricing headwinds, timing of new product launches due to Regulatory delays and continued macroeconomic uncertainty



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Laurus Priorities FY2023

Continued focus on delivering growth and operational excellence for long-term success

Business

- Deliver on Investment projects to support diversified growth
- Minimize supply chain challenges and accelerate efficiency
- Widen technology portfolio and access new market opportunities
- Focus on talent attraction to support new growth projects

Capital

- Balance sheet health and Liquidity to weather unanticipated market conditions
- Efficient capital allocation strategy to build value in long run

Regulatory & Compliance

- Maintain compliance and quality leadership
- Advancing ESG measures



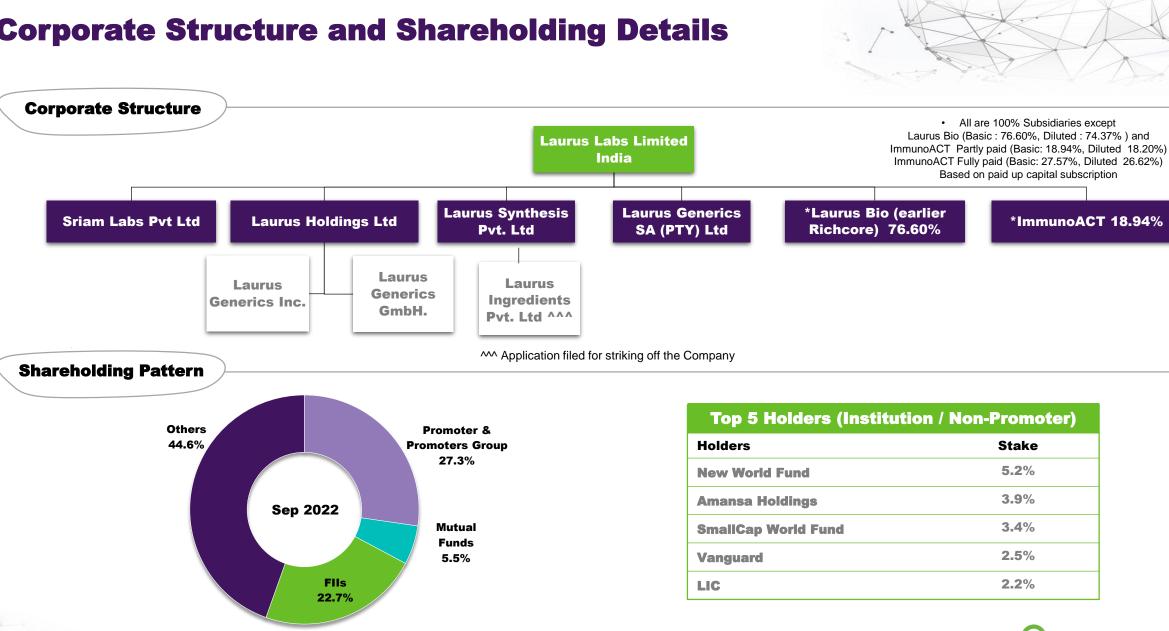


Recognition and Accolades

Work _®	Great Place to Work: Fourth consecutive time in a study conducted by the Great Place to Work® Institute		Golden Peacock Award For Excellence in Corporate Governance 2020		Most Promising company of Year 2021 Awarded by CNBC-TV18 Indian Business Leader Awards
	India Pharma Leader Award Presented at the 6th edition of the Indian Pharma and Medical Device Awards 2020	Best Workplaces™ in Biotechnology & Pharmaceuticals Great Place To Work. INDIA 2021	Great Place to Work Featured in the list of India's Best Workplaces in the Biotechnology & Pharmaceuticals category	on the second s	Great Place to Work Recognized for improving the workplace culture over the years
	Business Person of the Year 2021 Awarded by Sakshi Excellence Awards		E&Y, Entrepreneur of the Year 2021 Health Care and Life Sciences Segment	AITA	AIMA Award - Emerging Business Leader of the Year 2021
LAURUS LA	ET Corporate Excellence Awards - Emerging Company of Year 2021		Business Today – Best CEO of Year 2021		rtune India – Featured in Best Os of Year 2022



Corporate Structure and Shareholding Details





Conference Call Details



Results conference call on Friday – October 21, 2022 at 5:00 PM IST Details of the conference call are as follows

Location	Dial-In Details
Conference dial-in Universal Dial-In	+91 22 6280 1342
India Local access Number	+91 22 7115 8243 Available all over India
Singapore	800 101 2045
Hong Kong	800 964 448
USA	1 866 746 2133
UK	0 808 101 1573

OR Click below to Express Join with Diamond Pass

Click here to register



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About Laurus Labs

Laurus Labs is a fully integrated pharmaceutical and biotechnology company, with a leadership position in generic Active Pharmaceutical Ingredients (APIs) and a major focus on anti-retroviral, Hepatitis C, and oncology drugs. We also develop and manufacture oral solid formulations, provide contract research and manufacturing services (CRAMS) to Global pharma companies.

We are passionate about advanced chemistry skills. Our proven expertise in bringing innovative solution, manufacturing efficiencies and unwavering quality focus has won us long-standing relationship with our global customers. Laurus employs 5700+ people, including around 790+ scientists at more than 8 facilities approved by major regulatory agencies USFDA, WHO-Geneva, UK-MHRA etc. During FY2022 Laurus generated over ₹ 4,900 crore in annual revenue and is listed on the BSE (Bombay Stock Exchange) and the NSE (National Stock Exchange) in India. Laurus' proactive stance to conduct business with utmost Transparency, Integrity and Respect for environment & communities have earned it a place in Governance benchmark, Certified Great Place to Work and Rated "BBB" by leading MSCI ESG Ratings. Corporate Identification No: L24239AP2005PLC047518.

Investor relations contact

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E: vivek.k@lauruslabs.com

For more information Please visit our website <u>www.lauruslabs.com</u>



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