LAURUS Labs
Chemistry for Better Living

September 12, 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 for the analysts / institutional investors.

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: 2025.09.12 12:15:52 +05'30'

G. Venkateswar Reddy
Company Secretary & Compliance Officer

Encl: A/a

Registered Office
Laurus Enclave, Plot Office 01, E. Bonangi Village,
Parawada Mandal, Anakapalli District - 531021, Andhra Pradesh, India.
T +91 891 682 1101, 1102, **E** info@lauruslabs.com
F +91 891 682 1103, **W** lauruslabs.com
CIN : L24239AP2005PLC047518,

Corporate Office
2nd Floor, SDE 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

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Investor Presentation

September 2025

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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.

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Our Evolution - Transforming Laurus with Focus & Agility

		One Product 2006-2011	API Company 2011-2016	Formulation 2016-2021	Integrated Today
Key Capabilities		• ARV[4] API supplier with Global leadership in Efavirenz	• Small molecule APIs (Diabetic/CV, CNS Opthal, Onco) • HP API and CDMO ⊕	• Formulation/DP • Microbial Fermentation • Cell-culture Ingredients ⊕	• Cell & Gene therapy • Flow chemistry, Bio-Catalysis • ADCs[5] ⊕
Employees		883	2,266	4,808	**7,500+**
Scientists		400+	500+	750+	**1,400+**
Manufacturing	**# Sites**	1 *(FDA approved)*	2 *(2 FDA approved)*	9 *(6 FDA approved)*	**15[#] *(7 FDA approved)***
	Reactor volume (KL)	220	1,870	4,638	**~7,900**
	OSD (Bn)	-	2	5	**10+**
	Fermentation (KL)	-	-	10	**240+**
API portfolio		12	28	61	**90**
FDF portfolio^		-	-	50	**88**
CDMO	**Pipeline Projects**	-	<20	50	**110+**
	Commercial	-	-	4	**15**
Audits	**Regulatory[1]**	5 (0 CF[3])	11 (0 CF)	20 (0 CF)	**18 (0 CF)**
	Clients	80	171	389	**557**

₹ 5,554 Cr Revenues FY 2025 | **20.1%** EBITDA

Business Division

CDMO* 28%[$]
Contract Development & Manufacturing Services

Generics 72%
FDF and API

[$] % to Revenues

^ Developed market (US/EU/Canada), * including Biotechnology business, [#] includes 3 US FDA approvable sites
[1] Only considered Inspection from Key 6 Global Regulators (USFDA/WHO/PMDA/TGA/EMA/MHRA), [3] Critical findings, [4] Anti Retrovials, [5] Antibody Drug Conjugates

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Our Strategy - Customer Centric focus anchored on High quality solutions

VISION

Leading player offering Integrated solutions

Strategic Framework driving Business execution

Scale
Large scale manufacturing sites (fungible) ensuring Agility in responding to changing customer needs of Scale

Integrated Service
Research-driven operational excellence to deliver Value & transform along the chemistry value chain

Quality & Compliance
Stringent global benchmarks with approach to deliver One Quality standard product for all markets

Innovation & Automation
Cutting edge technology platforms to solve customer challenges and achieve their sustainability goals

Sustainability
Deliver long term Profitable growth and at the same time create value for Society and Environment

Talent
Cultivate high performing Talent base and promote leadership culture to secure order delivery capability

Unparalleled experience on Multi-site manufacturing capability
Proven track record in quality, regulatory and compliance

United by Core Values

Innovation | Knowledge | Excellence | Care | Integrity

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Integrated Large-Scale ‘D & M’ platform to support Global partners

7900 KL | Reactors volumes

9 Sites | CDMO Activity

1400 | 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 ***+300 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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R&D platform : Advancing Sustainable technology and Capability extension

Significant Updates

>75 R&D projects* 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 for high temp/pressure reactions
- New R&D facility operational leveraging advanced PD capabilities
- Qualification of commercial scale Peptide Synthesizer capacity including purification
- Developed continuous hydrogenation technology (lab scale) + New capability building for drug candidates

> 48,000 m²
R&D Center

2840 +
Scientist & Quality Team

1400 +
R&D Scientist

90+
DS/DP launches

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

* DS/DP together

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Leading Integrated CDMO and CMO platform to drive excellence

CDMO

Pre-Clinical → Clinical supplies (Phase I, II and III) → Commercial supplies → Lifecycle management

Small Molecules
(Drug Substance & Drug Product)

- Development & manufacturing services (RSM, Intermediates, API, Drug product)
- Complex chemistry (High potent, Bio-catalysis, Flow Chemistry), Regulatory services

Specialized Modalities

- Gene technologies Dev and Manufacturing
- Anti Body Drug Conjugates (ADC)
- Peptides

Animal Health and Crop Protection

- Custom development & manufacturing of ingredients, Finished formulations
- Regulatory services

BIO

- Full service microbial precision fermentation CDMO services (KSM, API)
- Enzyme engineering, Cell Culture media
- Animal Origin Free Bio alternatives for Personal care, Cosmetic, Nutrition industries

GENERICS

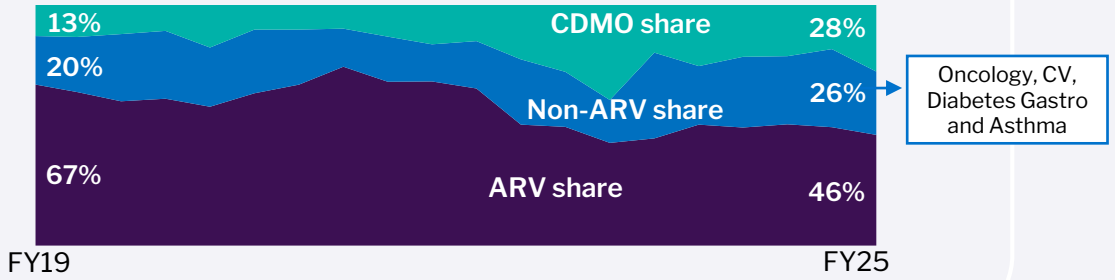
- Integrated API and FDF Development & manufacturing services, CMO
- Therapy focus: ARV, Oncology, Cardio-Diabetic, Gastro, Asthma and Opthalmic

Our Business model continued to perform well through diversification

Strong cumulative performance; Declining ARV concentration

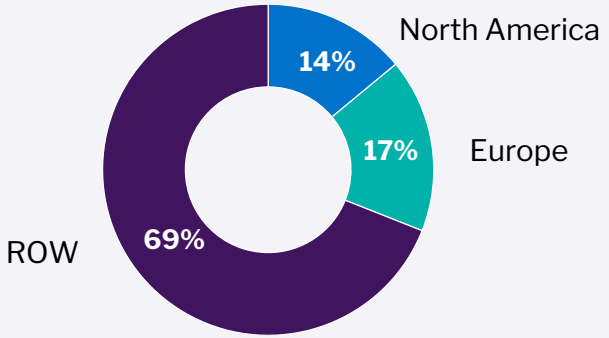
	CAGR % FY 20-25	FY 25	Revenue mix
CDMO[1]	+32%	+42%	28%
GENERICS[2]	+10%	+2%	72%

ARV revenue share declining & CDMO share more than doubled

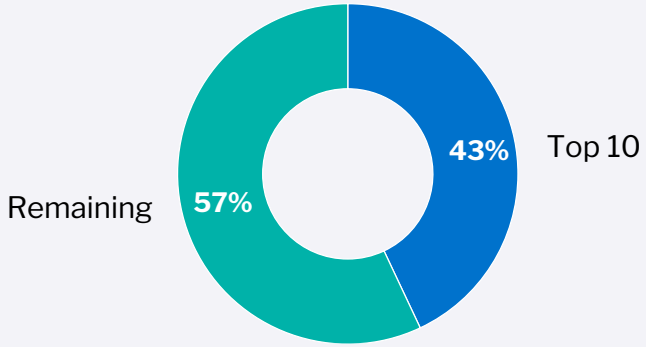


Broad portfolio of Customers

Revenue by Geographical location



Revenue by Customer



[1] includes Small Molecules & Bio business performance, [2] includes FDF and API business performance

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CDMO market – Maintaining high market momentum

Market Trends

- Small molecules retains dominant modality
- Demand for Integrated /Specialized capabilities
- Tightening development timelines
- Supply chain de-risking by Big and Mid-pharma

Small molecule CDMO market is structurally growing due to increase in outsourcing

$80bn Global SM CDMO demand expected to grow **>7% CAGR** from 2023-28 vs. 5% in last 5 years

$2bn Indian CDMO potential to grow **>14% CAGR,** ahead of global market led by expanding service capabilities

Laurus is well positioned to compete as a efficient, and high quality One-Stop solution provider from Clinical stage Development to Manufacturing at Scale

- Comprehensive Technology Platform
- World Class Commercial infrastructure
- Proactive Investments in Capacities
- Rigorous IP protection
- Regulatory excellence

Industry, Evaluate Pharma, BCG

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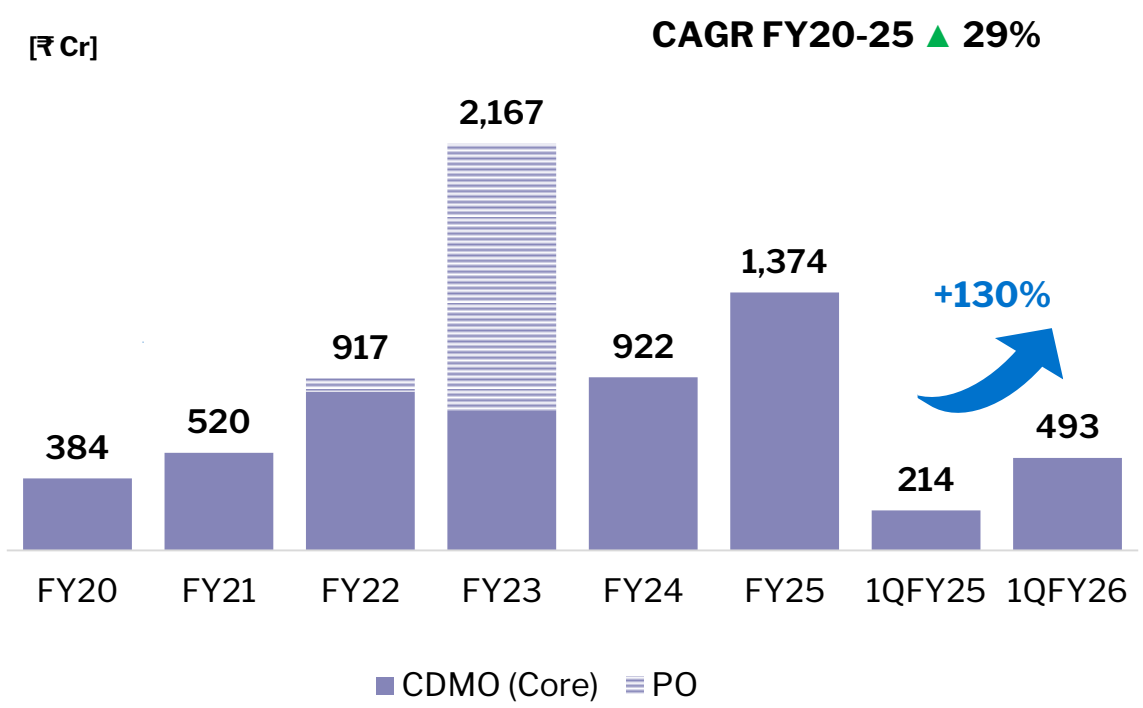
CDMO: Recognized Industry Player, Demand for complex offerings driving Execution

Revenue Growth



Priorities

- Strengthening Capabilities to meet complex demand and drive next wave of accelerated growth
- On-going execution of pipeline opportunities
- Focus on fully integrated programs

Recent Highlights

- Several mid-to-late stage NCE deliveries and new assets ramp up
- Healthy Pipeline momentum; >110 Active projects (>90 Human health & 20 Animal health/Crop science)
- Multiple programs in execution covering complex chemistries, bio-catalysis, flow chemistry, peptides etc.
- Continued investment on commercial capacity at Vizag site and expanding 200,000 sq. Ft. new R&D site capabilities in Hyderabad for advanced modalities/therapies (incl ADCs)

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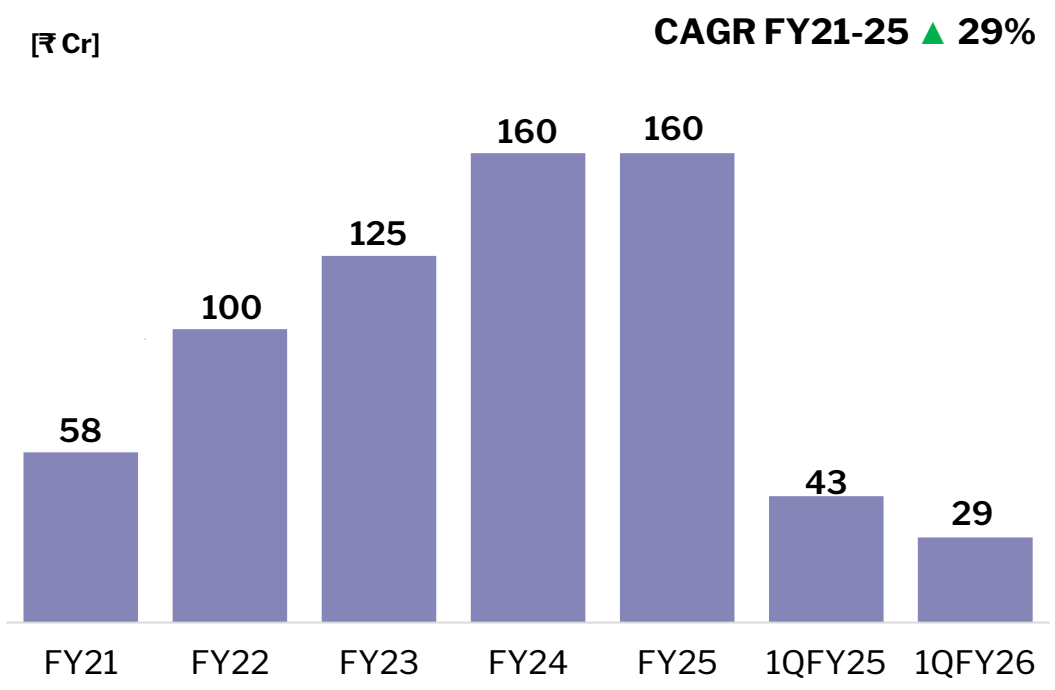
BIO – Focus on delivering Full service Precision Fermentation technology

Revenue Growth



Priorities

- Expand Enzymatic / bio-catalysis application for small molecules
- Increase product development throughput
- Commercial scale Capacity build up

Recent Highlights

- Focus continued on building strong and diversified pipeline
- Enzymatic chemistry platform across small molecule clinical and commercial API projects gaining traction
- Ground breaking of large scale Fermentation manufacturing site (Vizag); expect to commence operations by 2026 end
- Potential longer term partnership with new and existing CDMO customer, Multiple new AOF product launches on schedule

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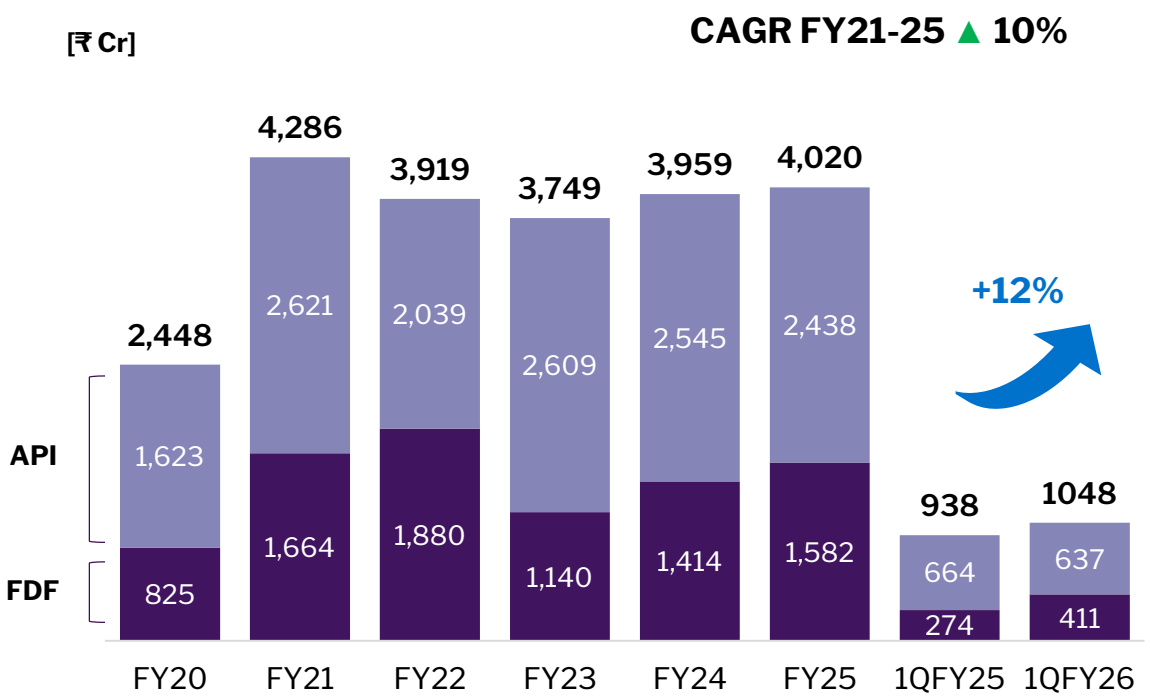
GENERICS – Integrated approach and Portfolio expansion to drive growth

Revenue Growth



Priorities

- Capacity optimization, Cost efficiency
- Expansion of CMO collaboration and Integrated supplies

Recent Highlights

- Overall market dynamics across portfolio remained healthy
- Multiple integrated CMO contract signed, supplies started. FDF new manufacturing lines expansion on track
- 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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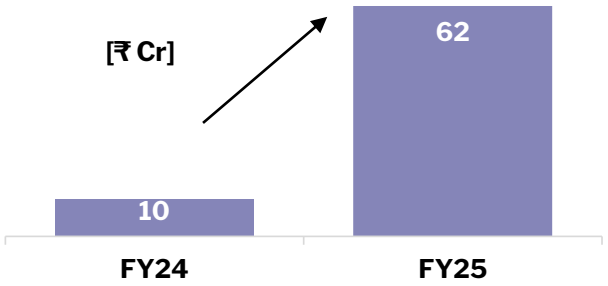
Cell and Gene therapy - Updates

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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Promoting ESG agenda and Enhancing competitive advantage

Sustainability Yearbook Member
Corporate Sustainability Assessment (CSA) 2024

Inclusion in S&P Global Sustainability Yearbook 2025 &
Only company to be Named "Industry Mover" from Pharma industry

SCIENCE BASED TARGETS
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

Committed to Near-term GHG targets

S&P Global ESG Score
73
Data Availability : Very High
Methodology Year: 2024

Improved S&P ESG Score Vs. 59/100 LY

MSCI ESG RATINGS BBB
CCC | B | BB | BBB | A | AA | AAA

Consecutive "BBB" ratings in FY22-25

PSCI
PHARMACEUTICAL SUPPLY CHAIN INITIATIVE

Joined PSCI, reaffirming commitment to responsible business practice and supply chain resilience

Great Place To Work. Certified
JUL 2025-JUL 2026
INDIA

GPW certified For the Sixth consecutive Year

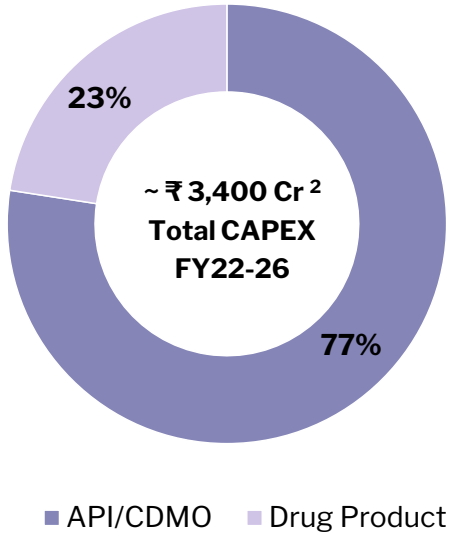
NATIONAL SAFETY COUNCIL OF INDIA
GREEN TRIANGLE FOR SAFETY
SAFETY AWARDS

Multiple EHS best practice awards received

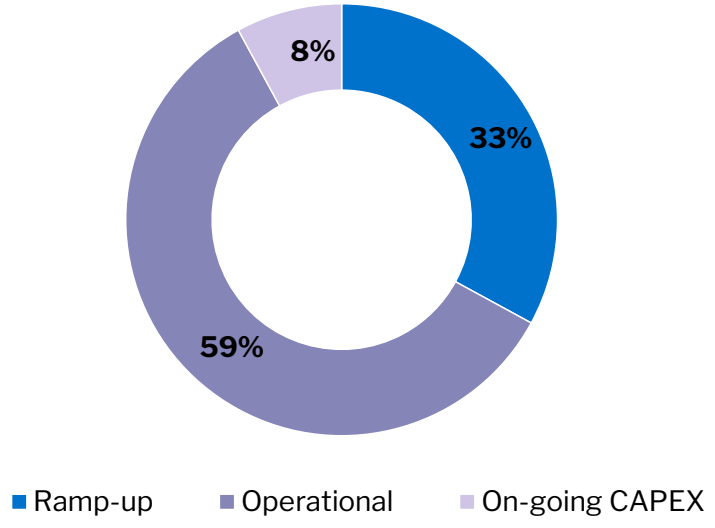
Ongoing strategic investment to drive growth

- 50% of CAPEX added in FY22-25
- 90% invested in Large Scale manufacturing assets
- Groundbreaking of Gene/ADC facility (Hyderabad), and Fermentation facility (Vizag) to enhance service capability in D&M
- 6 On-going growth projects (2 DS+ 1 DP+ 1 Bio + 2 CGT

>85% Growth CAPEX across API / CDMO portfolio supported by Drug product approach



Phase-wise Split of Investments



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

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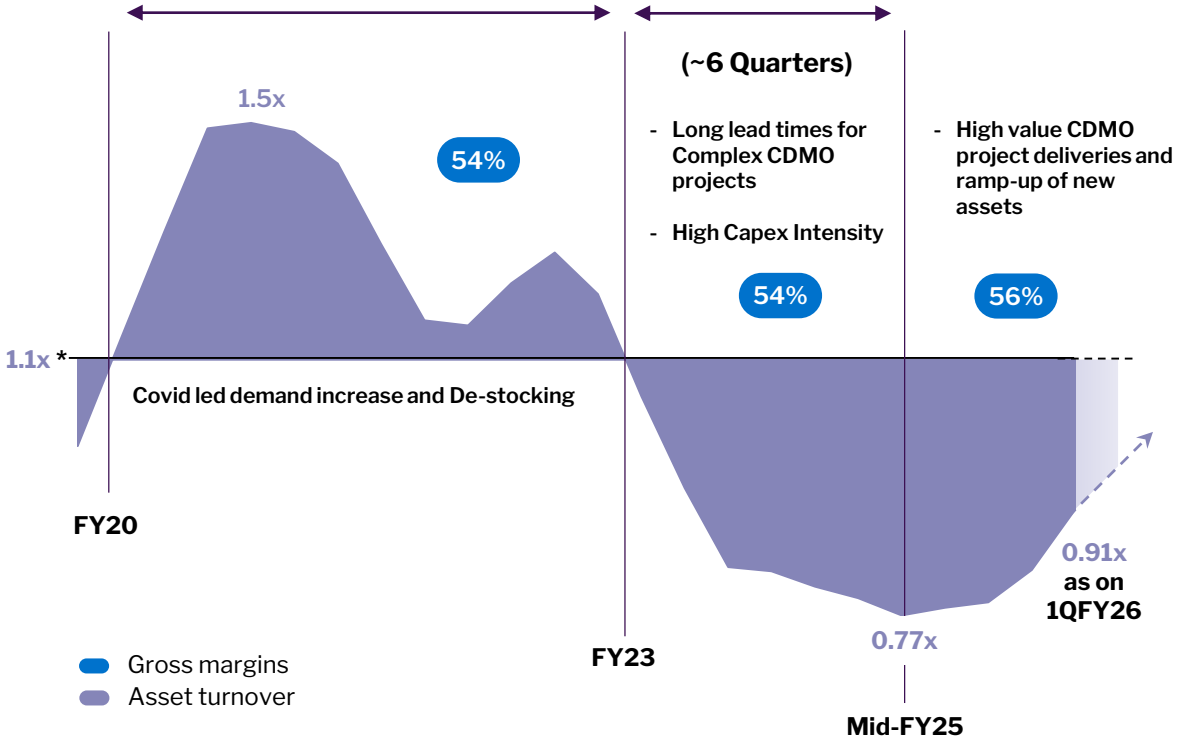
Continued recovery in asset turnover levels and resilient margins



- 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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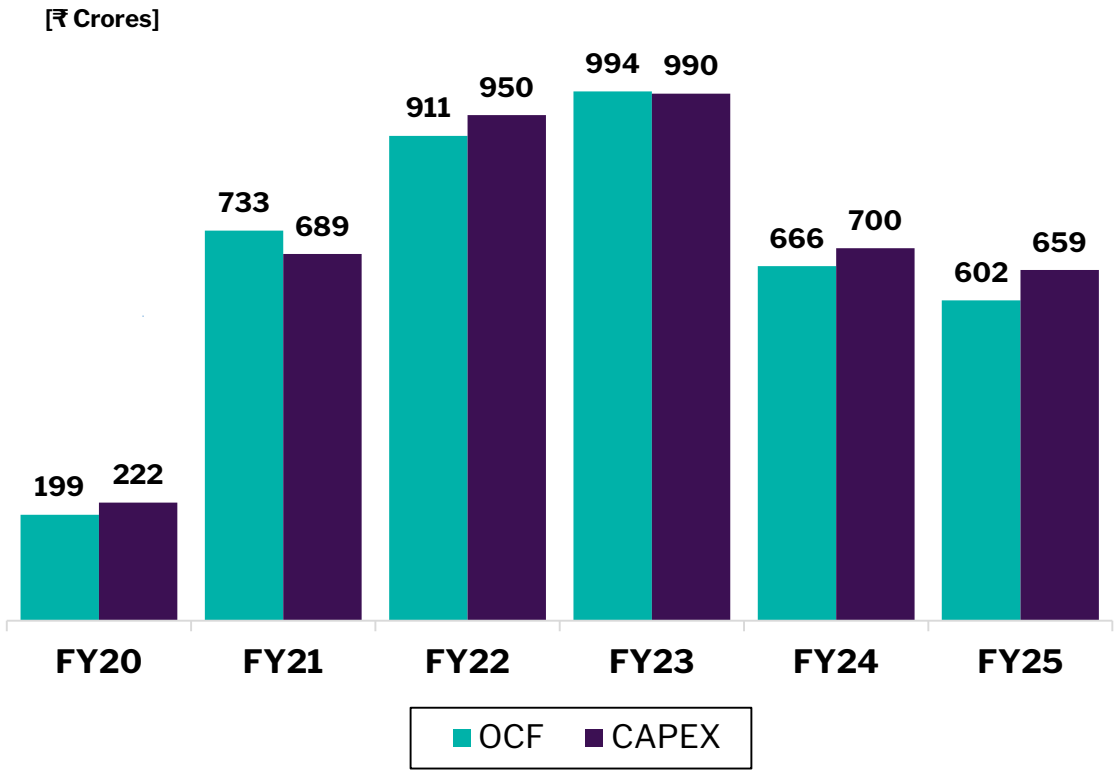
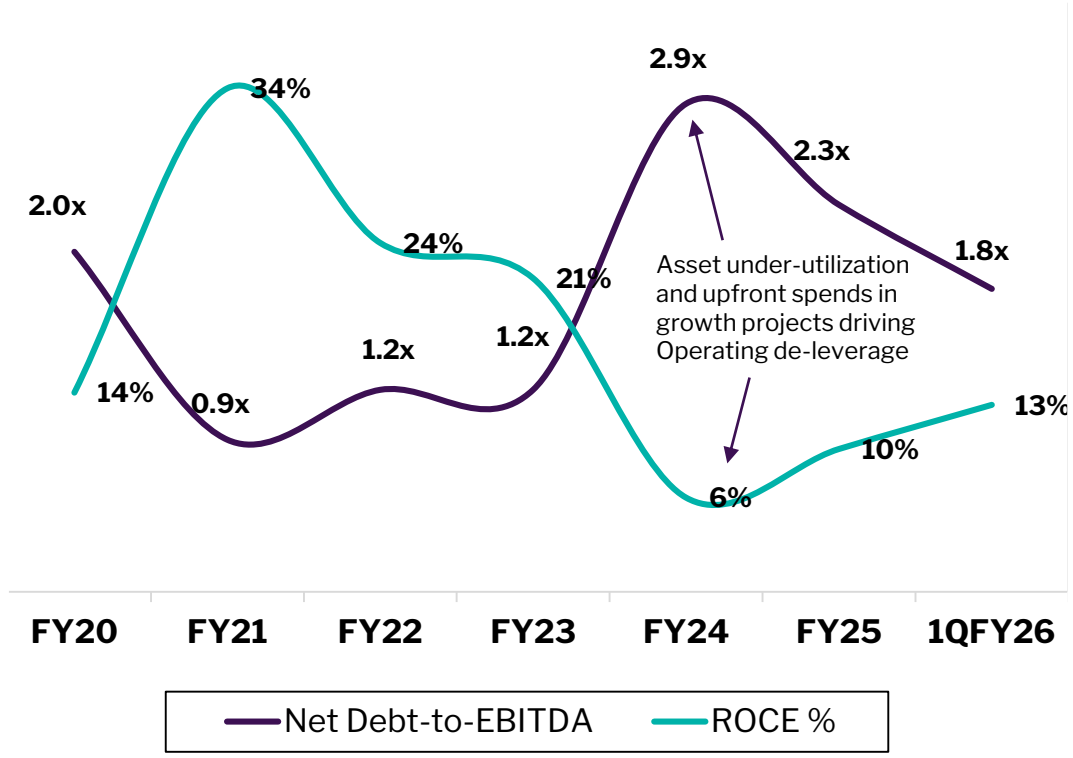
Healthy OCF and Continued Capex to support future growth

Operating Cash flows and CAPEX investments



Leverage profile



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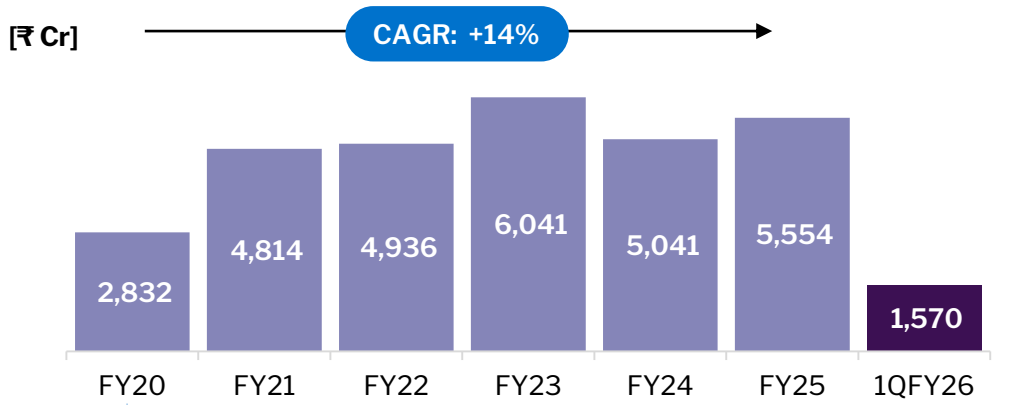
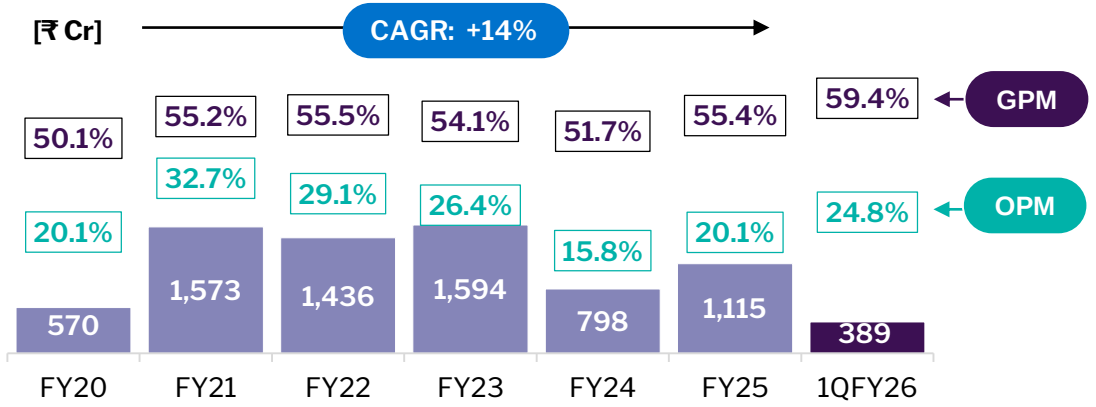
Financial Highlights FY 2020-25

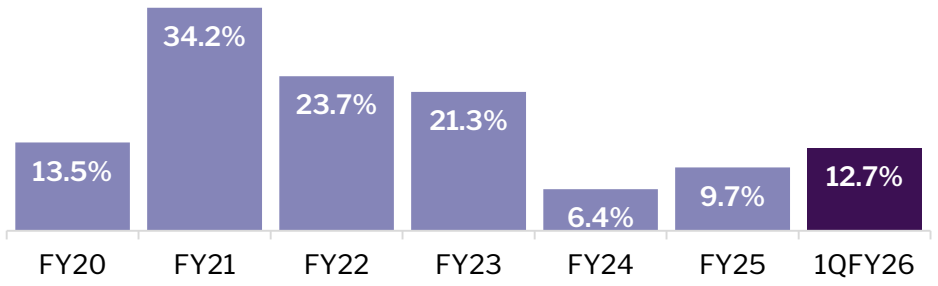
Revenues



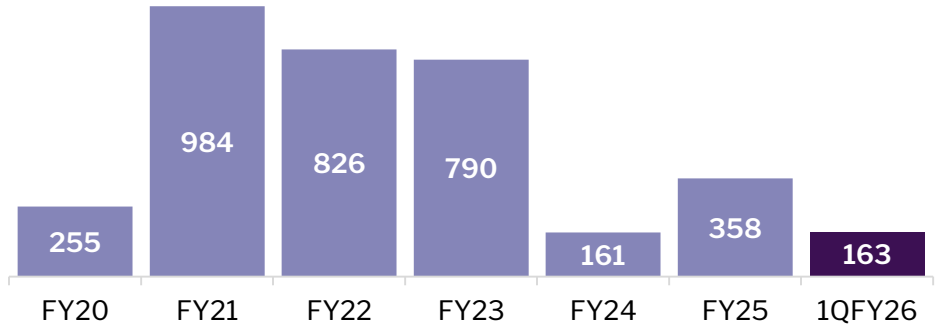
EBITDA & Gross Profit Margins



RoCE (ttm EBIT/Capital Employed)



PAT



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Appendix

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1Q FY26: 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

1Q FY26: Financial 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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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

Vivek Kumar

T: +914066594366
E: investorrelations@lauruslabs.com
E: vivek.k@lauruslabs.com

For more information
Please visit our website www.lauruslabs.com

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