LAURUS Labs
Chemistry for Better Living

October 24, 2024

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 Sirs,

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 and half-year ended September 30, 2024, for the Investors / Analysts call scheduled on October 24, 2024 at 04.30 PM (IST), which was already intimated on October 17, 2024.

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: 2024.10.24 15:20:39 +05'30'

G. Venkateswar Reddy
Company Secretary & Compliance Officer

Encl: A/a

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Q2 & H1-FY 2025 Financial Results

24/10/2024

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 Q2 & H1 FY 2025 Corporate Overview

2 Q2 & H1 FY 2025 Financial Overview

3 Q2 & H1 FY 2025 Business Review & Strategy

4 Outlook

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1

Corporate Overview

Q2 & H1 FY 2025

Executive Summary

- Performance on track to deliver Full Year growth outlook driven by scheduled project deliveries; ₹ 2,419 Cr Revenues in H1 and 1% revenues growth
- Encouraging demand for CMO/CDMO integrated service offering and complex APIs; pipeline momentum healthy
- ₹ 353 Cr EBITDA resulted in a margin of 14.6%, impact from lower asset utilization and upfront cost in growth projects
- Gross margins performance maintained at healthy levels of 55.1%
- CAPEX investments across key growth projects progressing as planned, to support long term growth
- FY 2025 outlook maintained; Better H2 reflecting facility ramp up, delivery of late-phase NCE projects and EBITDA margins improvement.

Other key updates

- New small molecules R&D facility opened leveraging advanced capability to meet expanded global partner needs and early phase enquiries
- USFDA audit for API manufacturing facility in Hyderabad concluded with Zero Form-483 observations
- H1 soft performance in CDMO due to long manufacturing time cycles
- Granulation and formulation packaging line expansion on track to meet recently signed FDF CMO agreement
- 76 Quality audit in H1: Regulatory # 6 & Customer # 70

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CDMO business environment; Major trends

- Small molecules remains dominant modality representing +68% [1] of novel drug approval, global development show no signs of slowing
- Continued demand in small molecule CDMO service across health industry
- Demand for specialized expertise with rising numbers of complex/high potency compounds driving better pricing but also increasing lead time
- Phase-Appropriate Services for Orphan Drugs
- Agile production model and integrated offering
- Big/Mid-pharma supply chain optimization as part of multi year strategic plan encouraging early phase enquiries for trusted partners with proven track record
- M&A driven market shift back to in-house manufacturing is specific to avoid supply shortages

1 Internal analysis, Based on data as of Oct 2024 , CDER, USFDA

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New R&D facility opened to support future growth

- Inaugurated Small molecule/High potent R&D facility in IKP Knowledge Park, Hyderabad (India), plan to start operation in Nov-2024
- Bench capacity of +500 scientist as market demand increases
- Equipped to address process complexity in APIs and advanced intermediates, analytical development, and quality control
- Access to leading technology platforms such as flow chemistry, biocatalysis, high pressure hydrogenation and high potent chemistry from lab to commercial scale
- Significantly advances our 'One stop D&M service' capability, enabling innovators to accelerate their clinical/commercial phase projects
- Strong interest from new and existing Big pharma customers for early stage projects

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Growth investments prioritised; improvement in Assets utilization underway

Preparing for NCE project deliveries in Q4FY25. Growth investments prioritized into attractive return portfolio CDMO/CMO

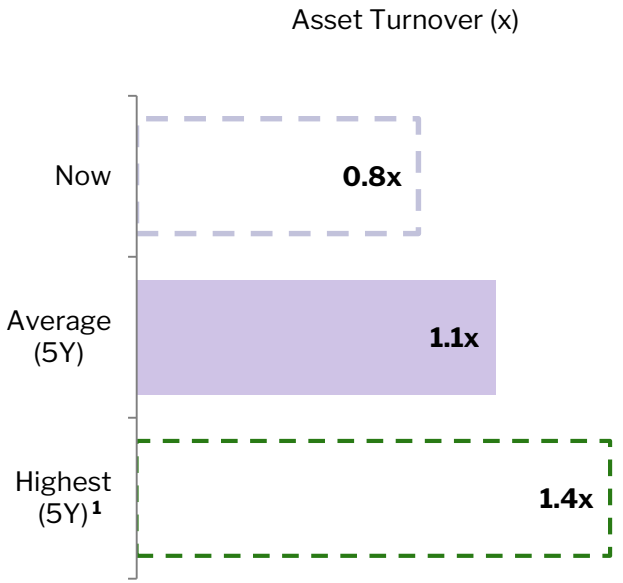
New approvals/CMO commitments supporting FDF ramp up

Extended Animal health DS MB-3 commissioned, validation supplies ongoing

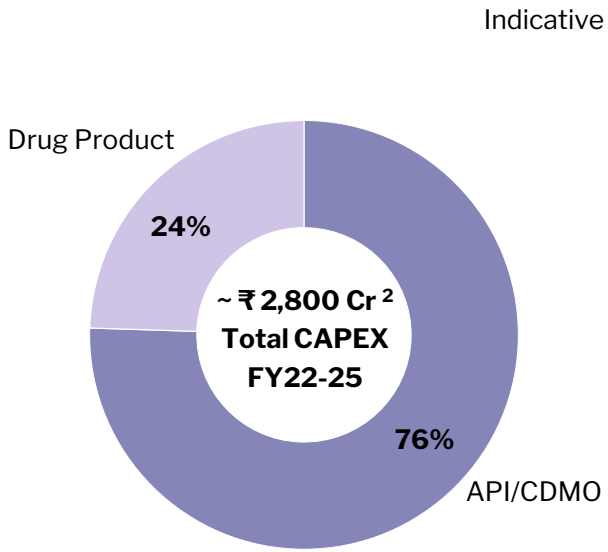
~80% CAPEX invested to support growth in large, diversified project portfolio

H1 CAPEX reported at ₹ 262 Cr; 11% of Revenues

Targeting Average asset turnover levels over next 3 years



Significant allocation in high return API / CDMO projects supported by integrated DP



[1] Indicates Maximum capacity absorbing plant maintenance for period FY20-24
[2] Cumulative Net addition including CWIP, Land, ETP and plant maintenance till Sep 2024

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Growing network of ‘D & M’ Sites; Offers unique Flexibility and Integrated supplies

15 D&M Sites

4 Sites under Expansion

7800 KL | Reactors volumes

9 Sites | CDMO Activity

1211 | Scientists

10 billion | Drug Product

240 KL | Fermentation

R&D center

Kilolab Unit, Hyderabad
DS Development ❶

New R&D - Hyderabad
200,000sft - *Opened in Sep’24*
DS Development ❶

Microbial Fermentation

R1 & R2, Bangalore ***+240 KL***
R&D and 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 lab, Kanpur
Development & Manufacturing

Small Molecules

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

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

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

Unit 4, Visakhapatnam ***+1989 KL***
API/DS Manufacturing ❶❷❸❺

Unit 6, Visakhapatnam ***1479 KL***
API Manufacturing ❷

Reactor size
500L to 3000L

LSPL 2, Visakhapatnam ***+293 KL***
API/DS Manufacturing ❶❷❺

LSPL 4, Visakhapatnam
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

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Continued ESG progress

Multiple recognitions for EHS best practices in H1

- Unit 1 won the “Safe Manufacturing Excellence Awards 2024”
- Unit 2 (FDF), bagged Silver Award from “CII for EHS practices” and “National Awards for Manufacturing Competitiveness 2024”
- International Safety Award 2023 from British Safety Council (Unit-4)
- Unit-3 & Unit-6 recognized for "Environmental Excellence/EHS Practices" in Greentech Global EHS Award 2024

ESG Rating / Distinctions and Other update

- “BBB” ESG Rating by MSCI maintained in Aug-24 review
- Continued application of Green Platforms (Bio-catalysis, Flow tech)
- Introduced electric vehicles across manufacturing units (Scope-1)

MSCI ESG RATINGS

BBB

CCC	B	BB	BBB	A	AA	AAA

Confirmed on 02-Aug-2024

SCIENCE BASED TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

GHG target setting in progress

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Financial Overview

Q2 & H1 FY 2025

Financial Performance 1H/FY25

1H/FY25 Consolidated Financials

[₹Crore]	1H/FY25 [1]	1H/FY24	Y-o-Y
Revenues	**2,419**	**2,406**	***+1%***
Gross Margins	**55.1%**	*51.6%*	*+3.5%*
EBITDA	**353**	**356**	***-1%***
% to Revenues	**14.6%**	*14.8%*	*-0.2%*
PBT	**41**	95	*-57%*
Net Profit	**33**	**62**	***-47%***
% to Revenues	**1.4%**	*2.6%*	
EPS	**0.6**	**1.1**	***-45%***

	1H/FY25	1H/FY24	Y-o-Y
Operating Cash flow	**57**	**474**	***-88%***
Capex	**262**	**385**	***-32%***
Net Debt-to-EBITDA	**3.4x**	**1.9x**	***79%***
ROCE	**5.6%**	**11.4%**	***-5.8%pts***

Comments

- Revenues : ₹ 2,419 Cr, increased 1%, growth in CDMO and non-ARV generics offset by lower ARV business as anticipated
- Gross Margins : 55.1%, increased by 350 bps on better divisional mix
- R & D spends reported at ₹ 131 Cr (5.4% of Revenues) including CGT spends
- EBITDA : ₹ 353 Cr, decreased by 1%
- EBITDA Margins : 14.6%, decreased 20 bps Y/Y, due to lower asset utilization and dilution from growth projects
- Net Profits : ₹ 33 Cr, decreased 47% Y/Y

- Net Debt increased to support ongoing facility expansion;
- ROCE declined on higher, negative operating leverage and continued CAPEX investments

1 H1 FY25 results includes i) Cell & Gene related spends of ₹ 5 Cr under R&D expenses, ii) LSPL Unit 2 animal health expenses ₹ 29 Cr

Financial Performance 2Q/FY25

2Q/FY25 Consolidated Financials

[₹Crore]	1Q/FY25	2Q/FY25 [1]	2Q/FY24	Y-o-Y	Q-o-Q
Revenues	**1,195**	**1,224**	**1,224**	***0%***	***+2%***
Gross Margins	*55.1%*	*55.2%*	*52.5%*	*+2.7%*	*+0.1%*
EBITDA	**171**	**182**	**188**	***-3%***	***+6%***
% to Revenues	*14.3%*	*14.9%*	*15.4%*	*-0.5%*	*+0.6%*
PBT	18	23	54	*-57%*	*+28%*
Net Profit	**13**	**20**	**37**	***-46%***	***+54%***
% to Revenues	*1.1%*	*1.6%*	*3.0%*		
EPS	**0.2**	**0.4**	**0.6**	***-33%***	***+100%***

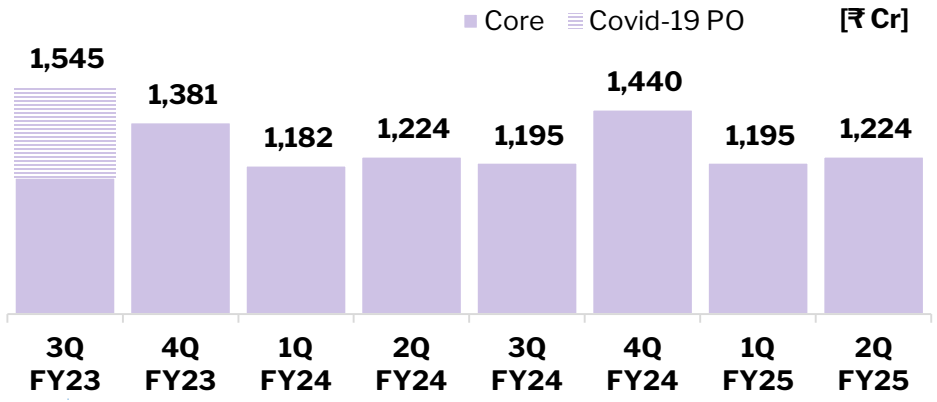
Comments

- Revenues : ₹ 1,224 Cr, flat as robust growth in CDMO division offset by lower offtake in ARV/Oncology API business
- Gross Margins : 55.2%, increased by 270 bps Y/Y and 10 bps Q/Q due to product mix
- R & D spends reported at ₹ 67 Cr (5.5% of Revenues) including CGT spends
- EBITDA : ₹ 182 Cr, decreased by 3% Y/Y but increased by 6% Q/Q
- EBITDA Margins : 14.9%, decreased 50 bps Y/Y but increased 60 bps Q/Q, due to lower revenues. Preparing for margin uptick
- Net Profits : ₹ 20 Cr, decreased 46% Y/Y and increased 54% Q/Q

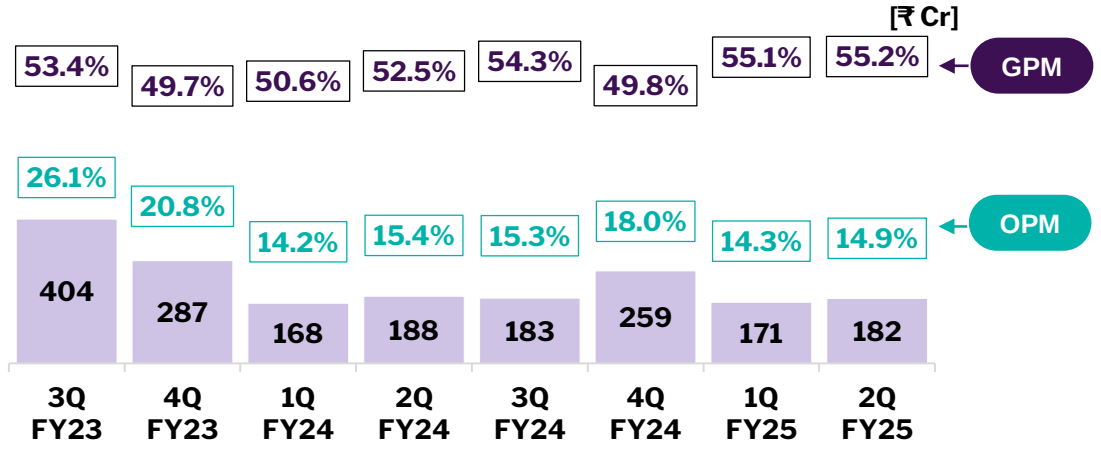
1 Q2 FY25 results includes i) Cell & Gene related spends of ₹ 2.5 Cr under R&D expenses, ii) LSPL Unit 2 animal health expenses ₹ 16 Cr

Summary Quarter Performance

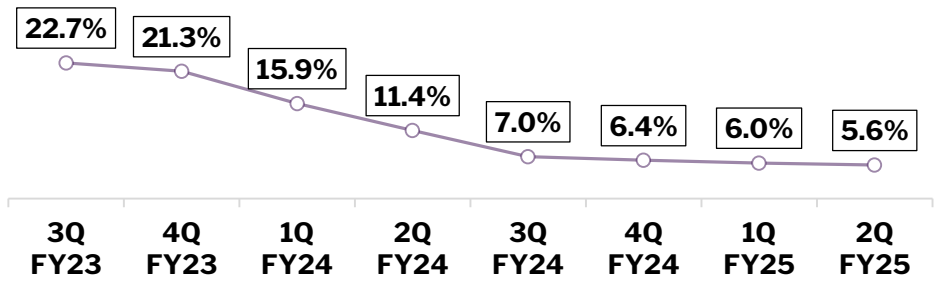
Revenues



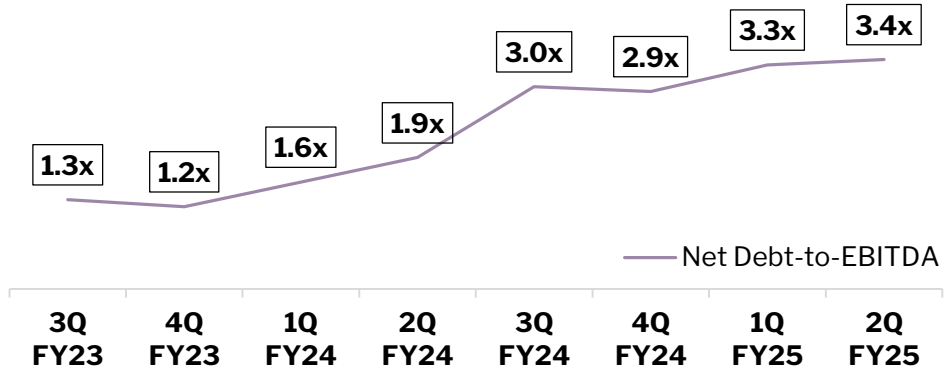
EBITDA & Gross Profit Margins



RoCE (ttm EBIT/Capital Employed)



Net Leverage (Net Debt/ ttm EBIDTA)



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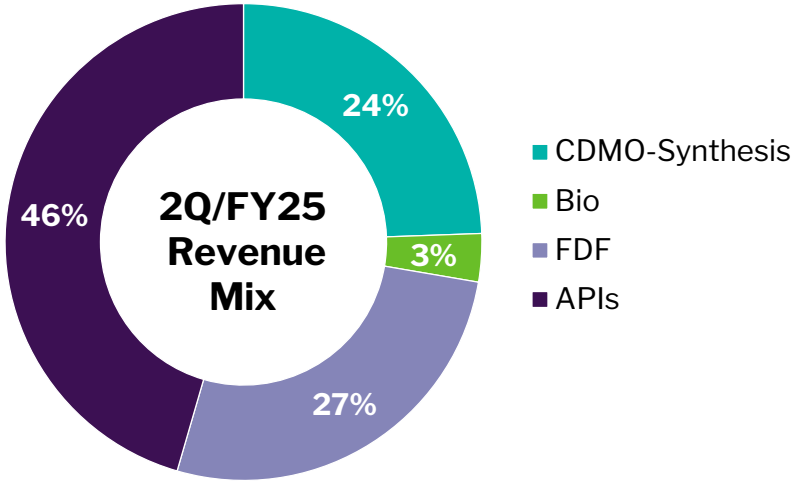
Business Review & Strategy

Q2 & H1 FY 2025

Business Performance 2Q/FY25

2Q/FY25 Divisional Revenue Performance

[₹ Crore]	1Q/FY25	2Q/FY25	2Q/FY24	Y-o-Y	Q-o-Q
CDMO-Synthesis	214	299	224	33%	40%
APIs	664	557	629	-11%	-16%
FDF	274	328	332	-1%	20%
Bio	43	40	39	3%	-7%
Total Revenues	1,195	1,224	1,224	0%	2%



CDMO-Synthesis:

Up +33% on advancing clinical project. Q4 NCE late phase delivery well on track driving full year outlook. Enhancing platform advantage + Prioritised resourcing to meet complex demand while RFPs momentum continued. Capacity expansion efforts remains on track

APIs:

Down 16% Q/Q , mainly due to Onco (-58%) and ARV (-8%, temporary facility shutdown impact – resuming ops from Nov'24). Other API were in line amidst challenging price environment. Working towards expanding CMO engagements and cost efficiency

Formulation (FDF):

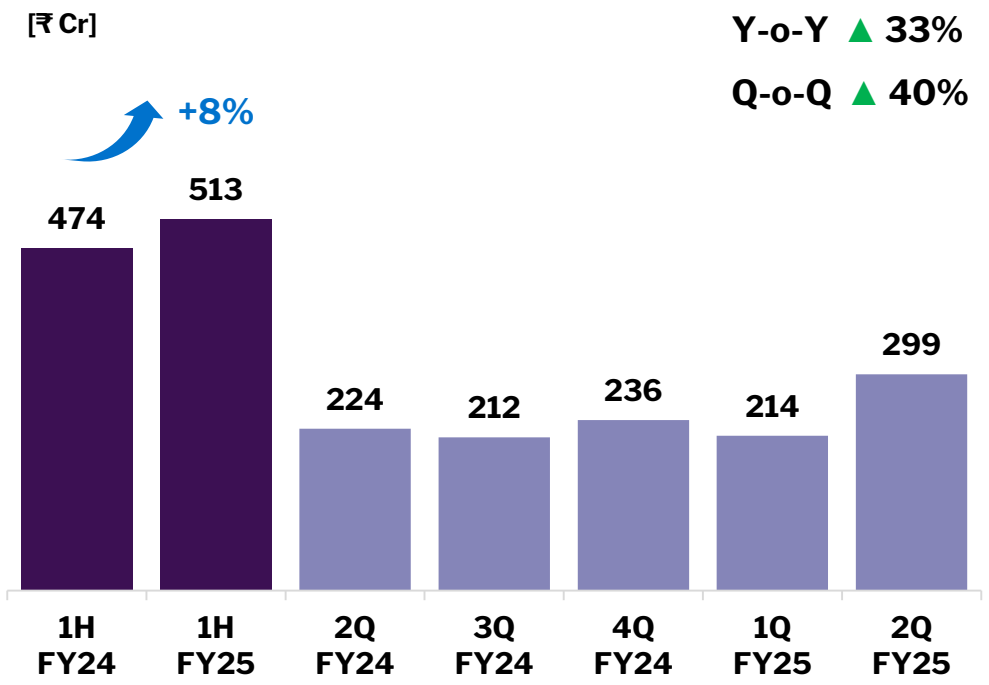
Delivers volume led Q/Q growth (+20%) led by ARV (+40%) offset by Developed mkt sales (-9% but +7% Y/Y). Upcoming launches/recent US product approvals to further drive growth in coming quarters

Bio:

Healthy underlying performance and increased customer pipeline building activity strengthening our diversified CDMO customer base. New pilot scale added to support R2 optimization/in-house projects

CDMO Synthesis – Enhancing platform advantage; Growth outlook intact

Revenue Growth



Comments

- Robust Q2 driving +8% growth in H1; significant resource allocation towards delivering multiple high value complex programs in early/mid/late phases driving longer lead time and better pricing
- Committed to 2025 healthy growth, supported by scheduled project deliveries for key late phase NCE projects in Q4
- 200,000 sq.ft New small molecules R&D facility opened in IKP Knowledge Park leveraging advanced capability (flow chemistry, biocatalysis, and high potency) to meet diverse global partner needs
- Planned capacity expansion on track; Adding dedicated new DS block at Unit-4, Animal health DS facility (LSLP-U2) MB-3 operationalized in Q2 and MB-4 u/construction phase, Crop protection facility [2] qualification targeted by end of FY25

[2] Multi year Development and manufacturing contract already signed

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CDMO Synthesis – Other key updates

- Strong momentum for the early phase clinical and late phase RFPs continued involving complex technology
- Small molecules CDMO pipeline healthy; Working on +70 active projects including several breakthrough designated molecules (10 commercial incl. APIs + intermediates)
- Sufficient Animal Health manufacturing blocks created to service existing contract and access additional opportunity
- Working on over 20 active projects in Animal health and Crop Protection chemicals; commercial validation supplies ongoing – both project to reach peak potential by FY27/28

70+ | Active projects including several breakthrough designated molecules

20+ | Active projects across value chain in Animal health & Crop protection across 2 major clients incl few NCEs

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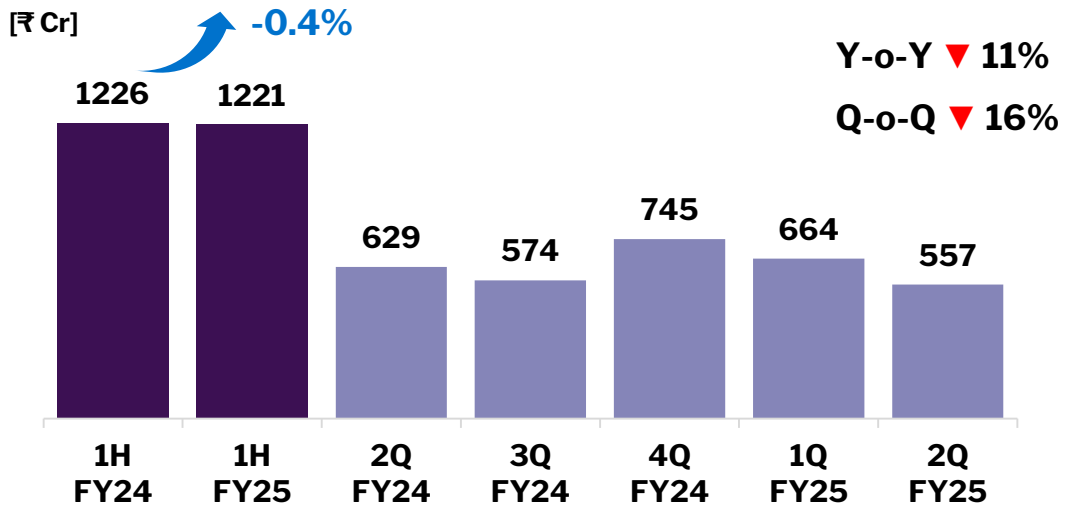
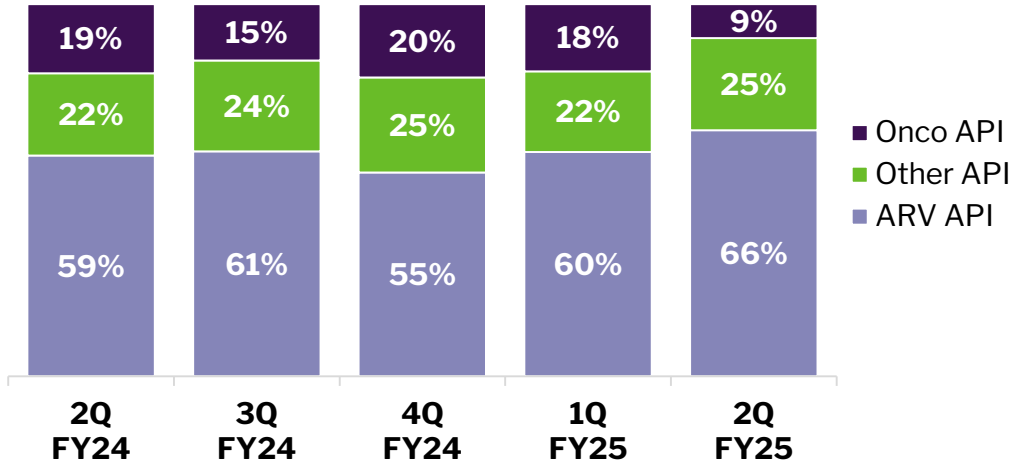
API –Temporary shutdown of ARV blocks + Onco demand impacted Q2

Revenue Growth



API Sales mix



Comments

- Q2 impacted from lower demand in Oncology portfolio and ARV volumes dip both Y/Y and Q/Q while Other APIs reported in-line
- Few ARV blocks were shutdown for modifications, on track from Nov'24
- Increased competition for a key Onco product. Wider portfolio/upcoming dispatches reassures steady year
- Actively working to expand CMO engagements and increase efficiency

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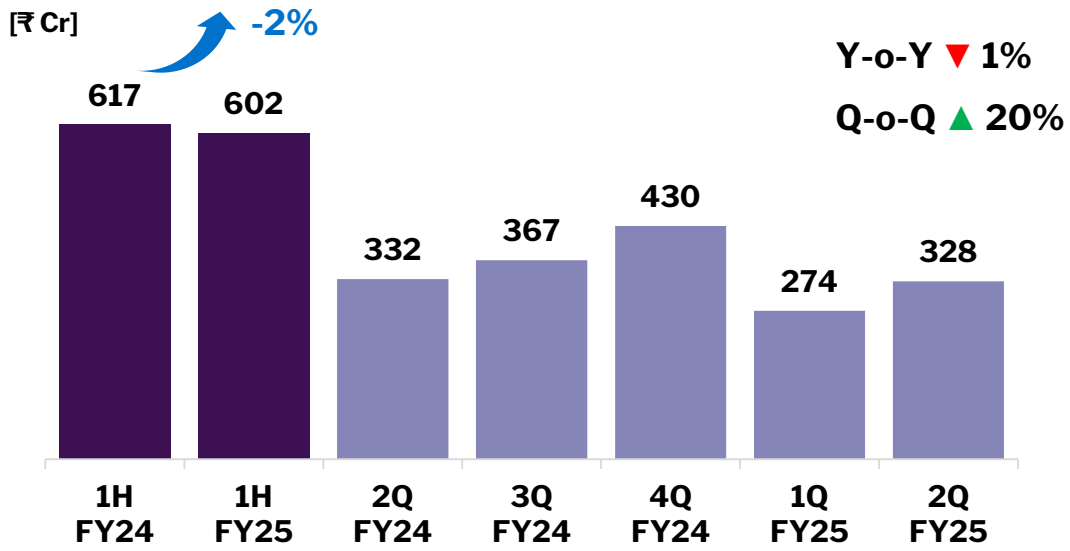
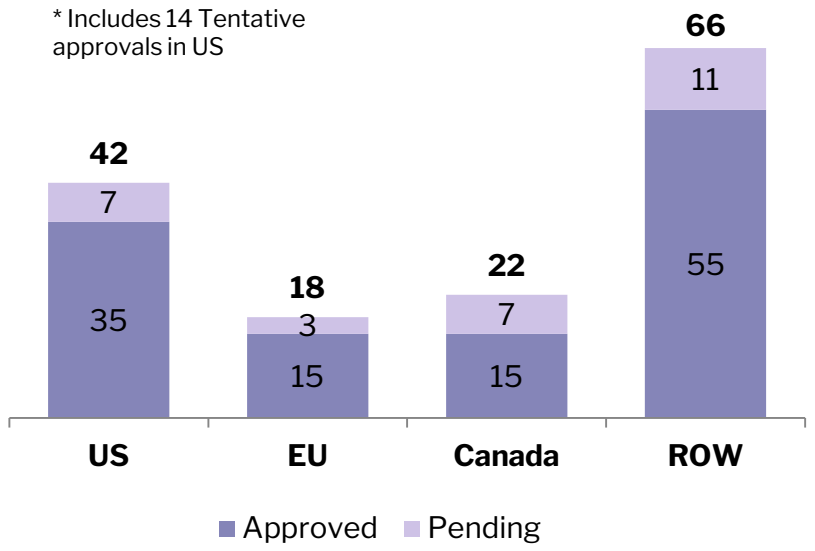
FDF – Benefits from recent US approvals to continue

Revenue Growth



Global Filings



Comments

- Sequential vol. uptick in ARV driving growth. Developed market portfolio healthy with H1 >15%. Good ramp-up ahead for US launches amidst industry supply challenges
- Continued benefits expected from recent US product approvals + Increased BD activity to service additional market opportunities
- KRKA JV [1] to meet strategic capacity needs on track; Tech transfer initiated under CMO with expanded formulation lines coming online in next 12-15 months
- H1 Developed market filings: 2 product dossiers filed and a total of 4 approvals received (including Tentative)

[1] On 25 January 2024, Laurus signed an agreement with KRKA, an international generic pharmaceutical company in Slovenia to establish a joint venture, Krka Pharma Pvt. Ltd., in Hyderabad, India. Under the agreement, Laurus Lab holds a 49% stake and Krka a 51% stake in the new company

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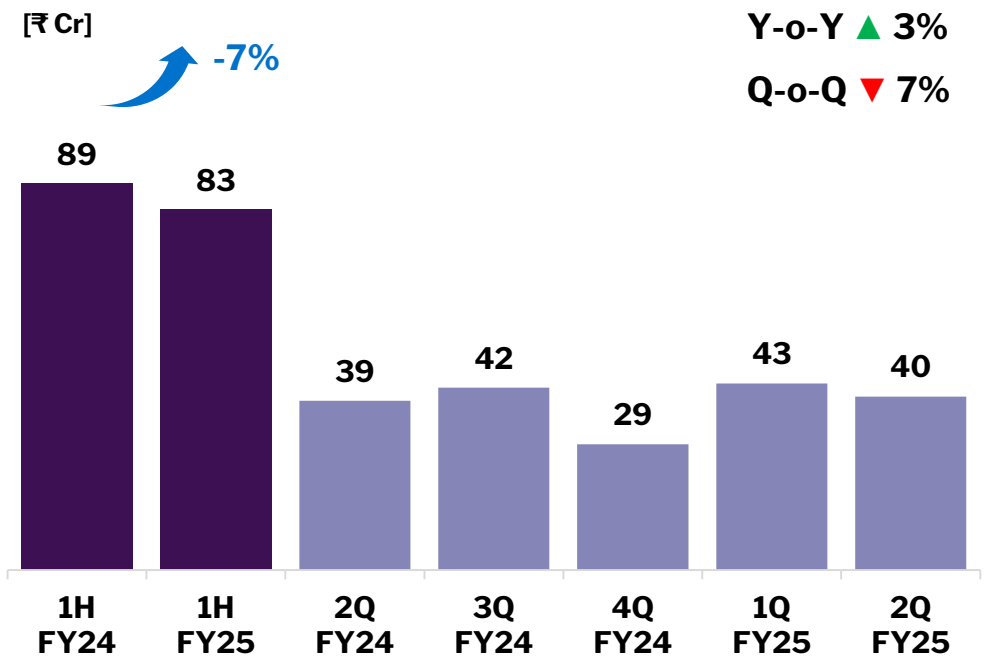
BIO – Underlying growth healthy; Continued positive market demand

Revenue Growth



Comments

- Healthy underlying H1 revenue performance excluding impact of bunched-up shipments last year and discontinued low margin non-core nutrition business
- Positive market demand dynamic in Bio-offering continued
- Q2 saw increased customer pipeline building activity strengthening our diversified CDMO customer base
- New pilot scale plant added to further support R2 optimization while also enhance R1 capacity (debottleneck) for in-house projects
- High interest in our enzyme engineering/small molecule offering across clinical and commercial API projects
- Planned commercial fermentation capacity built up on track

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Transformative technologies – updates

Cell therapy

NexCAR19™ Actalycabtagene autoleucel

>200 Patients treated till date

>60 Authorized treatment centers

- Increasing adoption across centers for NexCAR-19
- BCMA[1] received approval to start Phase 1 (India)
- Continue to make important inroads with key community practices
- WHO-GMP certification for 1st CAR-T Facility. 2nd facility going on-stream in mid-2025

2nd GMP CAR-T D&M site- mid 2025

Gene therapy

- India's 1st Gene GMP facility build on track (IIT, Kanpur campus) - Phase 1 coming online by Q1 FY26 (total area 28,000 sq.ft)
- Capability to do plasmids DNA and vectors of various types i.e. LV, AAV

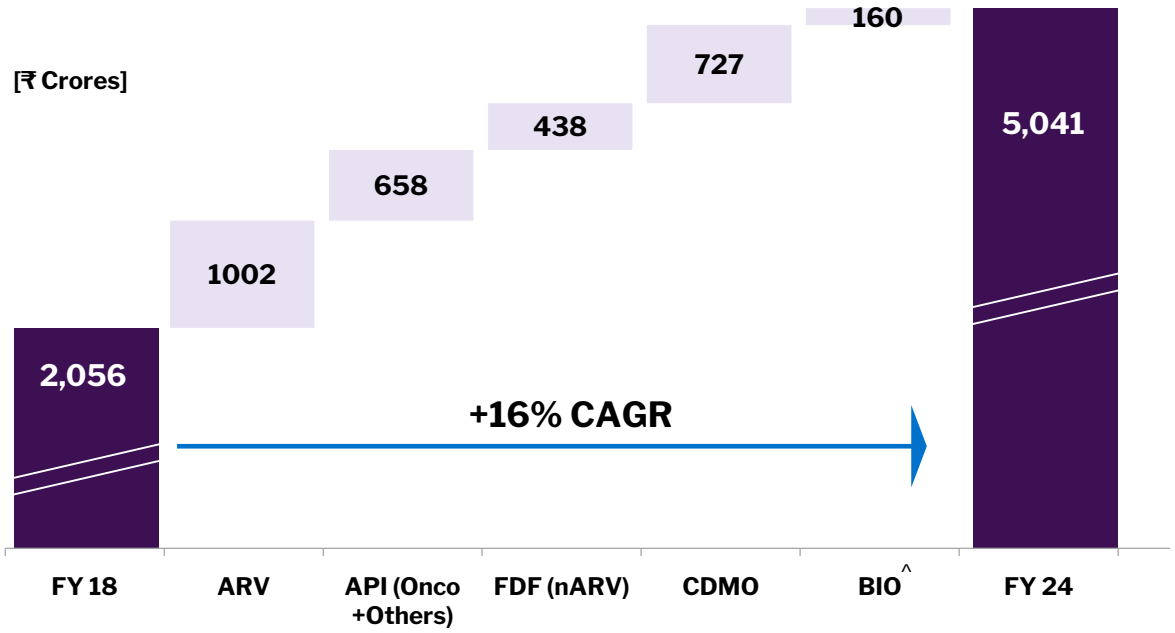
Fermentation technology

- More partners exploring greener and lower cost enzyme catalytic synthesis routes
- Over 10+ active Bio catalysis project
- >30 acres microbial fermentation site (cGMP grade) build on track– operational from FY27

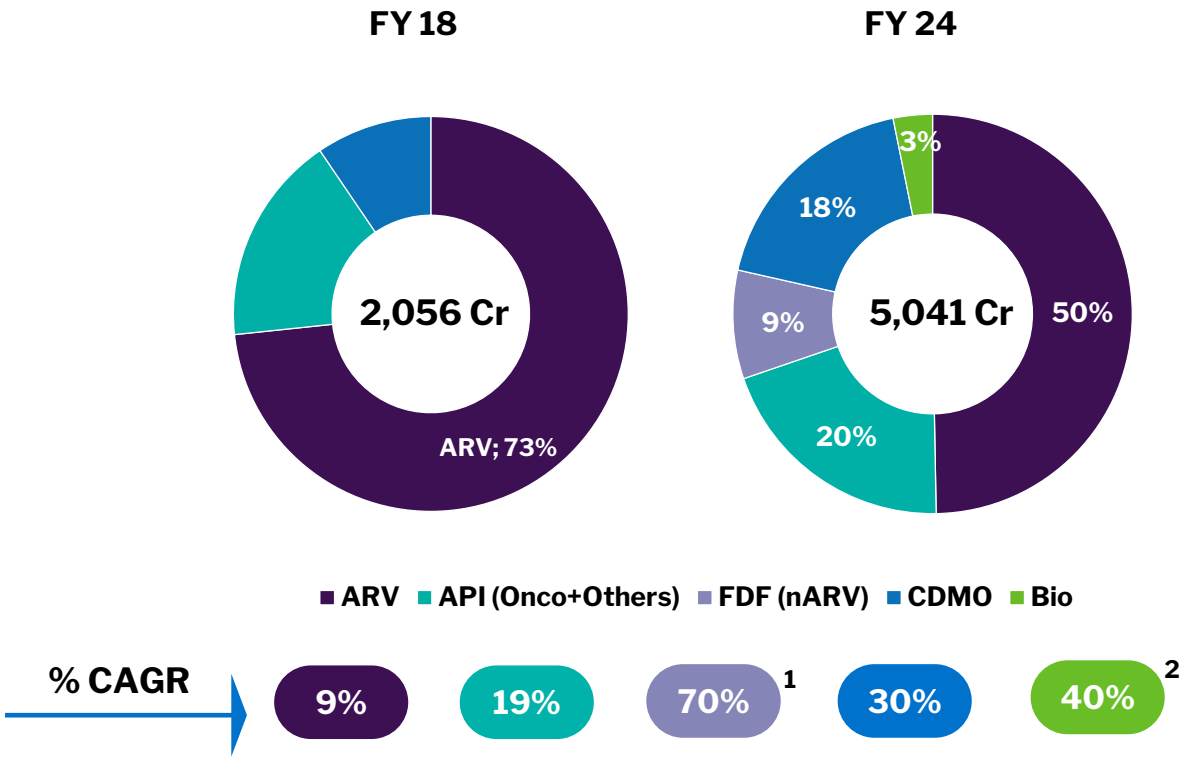
[1] Indication for relapsed refractory r/r Multiple Myeloma

Diversifying underlying business growth, backed by Integrated model

Healthy revenue growth through robust model



Continued diversification of our business mix



^ Reflects revenues since acquisition of Laurus Bio in Feb 2021
1 Based on lower FY19 base since Laurus started realizing sales
2 Based on FY21 annualized sales for Laurus Bio at the time of acquisition

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Maintain the Highest Global standard Quality systems

1180+ Quality audits & Inspection Global Customers, Regulatory Authorities since inception

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

Q2 FY25 update

- 76 Quality audit in H1: Regulatory # 6 & Customer # 70
- USFDA audit (9-13 Sep) for API manufacturing facility in Hyderabad concluded with Zero Form-483 observations

"One Quality Standard for all Markets"

Key Facilities	Key Regulatory Certifications	Last US FDA inspection Date	# audits (since inception)	EIR Status
Kilo Lab – R&D	USFDA, TGA, KFDA, PMDA, ANVISA - Brazil	2024	5	*0 Form-483 EIR pending*
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	2019	1	✓
Unit 5	USFDA	2022	1	✓
Unit 6	USFDA	2018	1	✓

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R&D capabilities – Continue to push forward on sustainable solution

- Continuous Flow and Bio-catalysis platform continues to be solidified across multiple projects, delivering clear advantages in cost and yield, gaining recognition from major clients
- New R&D facility commissioned leveraging advanced technology and process development to offer global partners efficient, flexible and high quality one-stop D&M solution
- Building new capability into Continuous hydrogenation and Bio-compatible drug candidates
- Expanding flow screening capability by acquiring instrument in newer techniques.
- Progressing Willow's partnership to develop novel bio-based manufacturing routes for steroid/hormonal APIs

R&D Platform

Accelerate adoption of sustainable technology
Offer high Quality one-stop CMO/CDMO solution

> 40,000 m² R&D Center

2586	Scientist & Quality Team
1211	R&D Scientist
82+	DS/DP launches
235	Patents Granted

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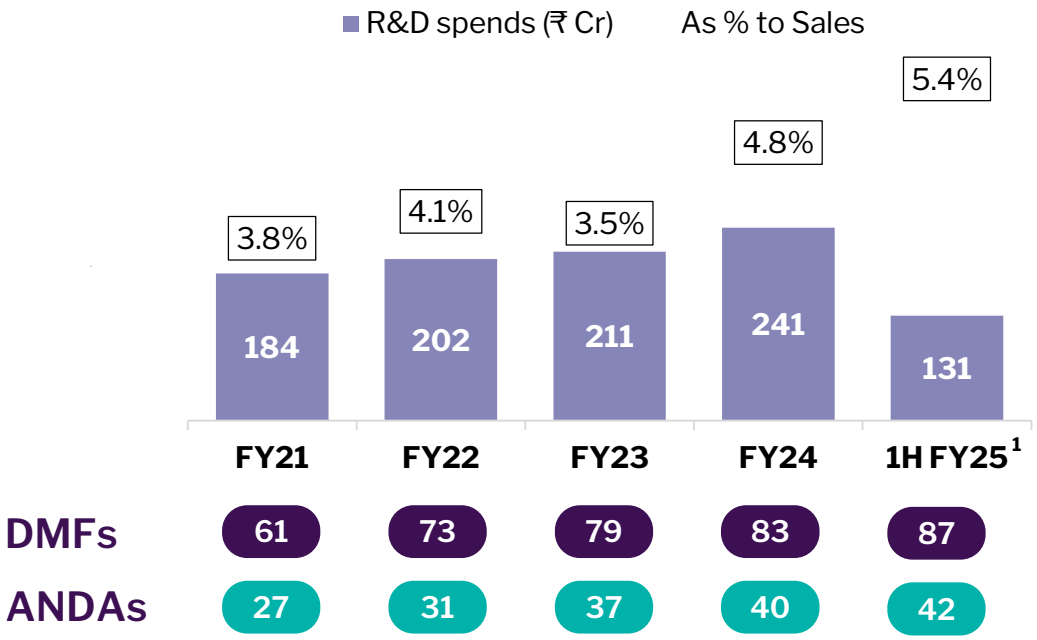
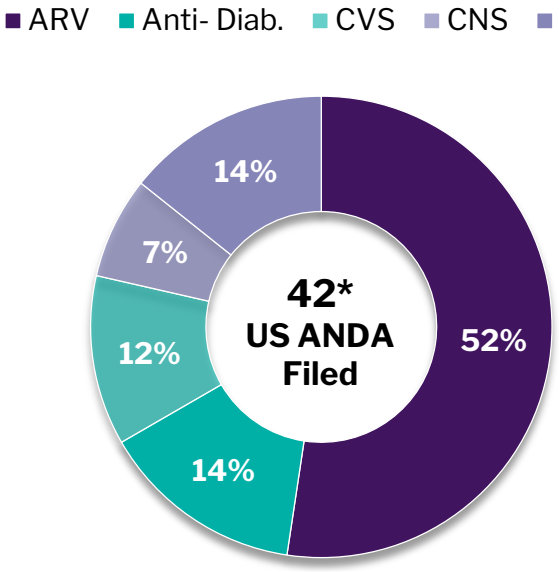
R&D – Focused approach to pipeline built up have continued

Investing in Portfolio with Product Specific Approach based on Complexity and Scale to continue



Diverse pipeline with 82 product filings and 65^ approvals across US, Canada and EU



* Includes 17 Para IV filings of which 11 are FTFs.
Additionally, We have a total of 18 filings in Europe & 22 in Canada

^ Includes Tentative approvals

[1] H1FY25 results includes CGT related spends of ₹ 5.1 Cr

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4

Outlook

Laurus Strategic Action Areas – Improve Customer focus and strengthen position

Research-driven operational excellence to deliver Value through Integrated service ecosystem (across R&D, cGMP production of advanced intermediates, APIs, formulations), strengthen our position and transform along the chemistry value chain

Commitment to Quality and Compliance of stringent global benchmarks with approach to deliver One Quality standard product for all markets, embracing rigorous cGMP, EHS and QA systems

Cultivation of proficient Talent resource, promote leadership culture aligned with business priorities to secure order delivery capability

Grow Profitably and at the same time create value for Society and Environment

Optimized delivery of state-of-the-art Large scale manufacturing sites (fungible) ensuring our agility in responding to changing customer needs of Scale in early clinical stage molecule to commercial stage (grams to multi ton-scale) and capitalize on new collaborations

Advancing expertise on Cutting edge technology platforms like Continuous flow chemistry, Bio-catalysis, Fermentation capability in small molecules to solve our customer challenges and achieve their sustainability goals

Adopting digitization (AI, robotics and ML) to automate processes steering the quality and speed of decision making path (capacity, resource availability and efficiency) to the benefit of our customers

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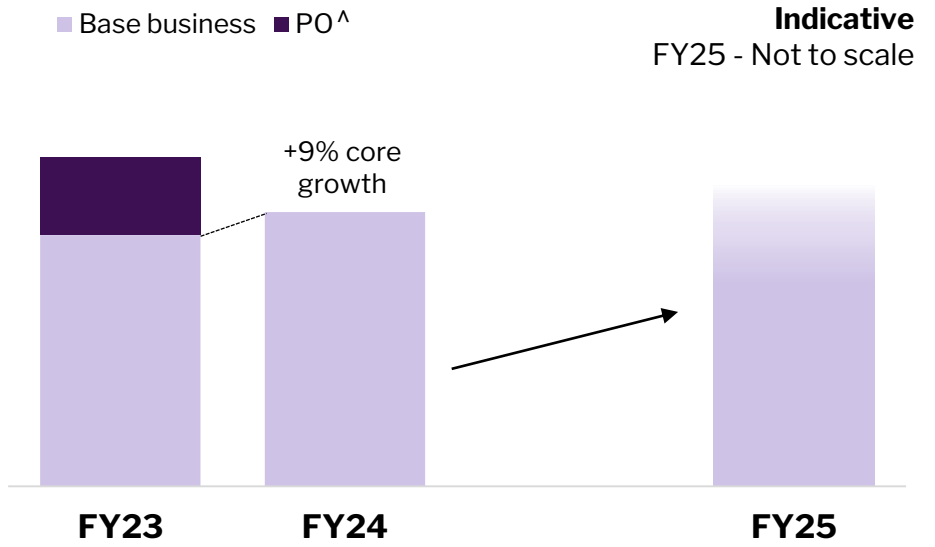
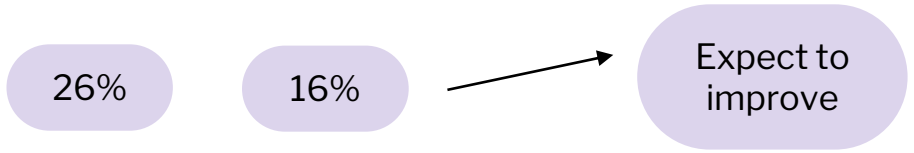
Reaffirming FY 2025 Outlook

- Growth drivers:
  - Leverage recognized platform capabilities to deliver Medium to long term contracts and commercial opportunity in late-phase NCE projects and Ride on positive Industry outlook
  - Growth Projects ramp-up & new assets coming online
  - Pricing headwinds in generic portfolio
- EBITDA margins improvement on better asset utilization & productivity gains while continuing new initiatives
- Prioritized CAPEX into high value and Growing market segments
- Reduction in Net debt leverage and Working Capital

Revenues



EBITDA Margins %



^ Material Purchase Order (PO) supplied to Big Pharma in FY23: ₹1,424Cr

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Earnings call details

Laurus Labs Results Conference Call to be held on Thursday, 24 October 2024 at 4:30 PM IST

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

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Additional Information

As a research-driven pharmaceutical manufacturing organization, Laurus Labs has been developing and assisting its client organizations to succeed in innovative medicines that globally enhance the health outcomes for patients. Since our inception in 2005, we have been developing and manufacturing APIs and Intermediates. We have global leadership position in APIs, including anti-retroviral, Oncology, Cardiovascular, and Gastro therapeutics. Our position was strengthened by our backward-integration and strong regulatory compliance across all operations. We emerged as one of the most trusted CMO and Contract Development and Manufacturing Organization (CDMO) service provider to Global Innovators from drug development phase to commercial manufacturing.

Laurus employs 6700+ people, including around 1,100+ scientists across 14 manufacturing sites approved by global agencies USFDA, WHO-Geneva, Japan-PDMA, UK-MHRA, EMA, TGA etc. During FY2024 Laurus generated ₹ 5,041 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, consistently Certified Great Place to Work and Rated “BBB” by leading MSCI ESG Ratings. Corporate Identification No: L24239AP2005PLC047518.

Investor relations

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