LAURUS Labs
Chemistry for Better Living

January 24, 2025

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

Dear Sir / madam,

Sub: **Investors / Analysts Presentation**

Please find enclosed the presentation to the Investors / Analysts on the Standalone and Consolidated Unaudited Financial Results of the Company for the quarter and nine-months ended December 31, 2024, for the Investors / Analysts call scheduled on January 24, 2025 at 05.00 PM (IST), which was already intimated on January 08, 2025.

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

Please take the information on record.

Thanking you,

Yours sincerely,

For **Laurus Labs Limited**

VENKATESWAR REDDY GOGIREDDY
Digitally signed by VENKATESWAR REDDY GOGIREDDY
Date: 2025.01.24 15:04:52 +05'30'

G. Venkateswar Reddy
Company Secretary & Compliance Officer

Encl: A/a

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Q3 & 9M-FY 2025 Financial Results

24/01/2025

Safe Harbor Statement

This presentation contains statements that constitute “forward looking statements” including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance. While these forward looking statements represent our judgment and future expectations concerning the development of our business, such statements reflect various assumptions concerning future developments and a number of risks, uncertainties and other important factors that could cause actual developments and results to differ materially from our expectations.

These factors include, but not limited to: 1) Change in the General market and macro-economic conditions for key global markets where we operate, 2) Governmental and regulatory trends, 3) Allocations of funds by the Governments in our key global markets, 4) Successful implementation of our strategy, R&D efforts, growth & expansion plans and technological changes, 5) Movements in currency exchange and interest rates, 6) Increase in the competitive pressures and Technological developments, 7) Changes in the financial conditions of third parties dealing with us, 8) Changes in laws and regulations that apply to our customers, suppliers and Pharmaceutical industry.

Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results, performance or achievements of Laurus Labs Limited may vary materially from those described in the relevant forward-looking statements

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Agenda

1 Q3 & 9M FY 2025 Corporate Overview

2 Q3 & 9M FY 2025 Financial Overview

3 Q3 & 9M FY 2025 Business Review & Strategy

4 Outlook

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1

Corporate Overview

Q3 & 9M FY 2025

Executive Summary

- Performance remain on track to deliver Full Year growth with further Q4 revenues acceleration driven by planned project deliveries; ₹ 3,834 Cr Revenues in 9M and 6% revenues growth
- Strengthening operational performance in CMO/CDMO with continued demand for complex API capabilities
- ₹ 638 Cr EBITDA resulted in a margin of 16.6%, improved steadily with the gradual step-up in the asset utilization
- Gross margins remained strong at 55.8% on positive product mix
- Improved S&P DJSI ESG Score to 71* (+12 pts over LY) and Investments in Green technology/efficiency platform continued
- FY 2025 outlook retained; Revenue growth and EBITDA margins improvement, led by execution on few late-phase clinical projects along with reduction in net debt leverage

*As on January 2025

Eight Roads co-invest in Laurus Bio – Fostering sustainable growth

Deal details

Subsidiary Laurus Bio signed definitive agreement on 6 Dec'24, to raise equity investment of ₹ 120 Cr from Eight Roads Ventures and F-Prime Capital. In addition, Laurus Labs has also agreed to co-invest an additional ₹ 40 Cr at the same valuation. Upon completion of the transaction, Company and Eight Roads will hold 75% and 14% stake in Laurus Bio. Laurus Labs or Eight Roads have the right to invest up to an additional amount of ₹ 35 Cr before Dec 2025

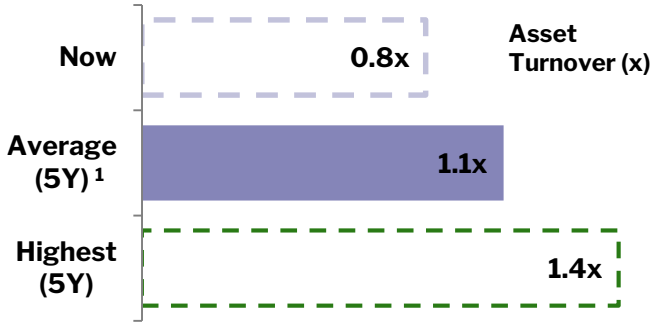
Rationale

- Eight Roads Ventures and Laurus Labs financial collaboration on biotechnology platform co Laurus Bio, ensures growing global demand for sustainable manufacturing technologies
- Investments committed to build new large-scale commercial microbial fermentation facility with over 400 KL capacity in Vizag
- Further prioritise faster R&D/innovation, speed-up internal pipeline, and enhance high quality CDMO service capability to partners
- Project expected to be completed by end of 2026

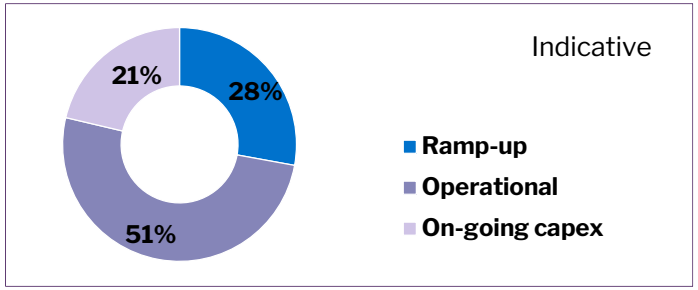
+80% CAPEX invested to support growth; execution ramping up

- Significant CAPEX allocation prioritized towards attractive segments (large scale CDMO/CMO)
- Q4 NCE project deliveries well on track
- 6 On-going growth projects (including 3 SM^ drug substance, 1 SM Drug product and 2 CGT *)
- 9M CAPEX reported at ₹ 448 Cr; 12% of Revenues

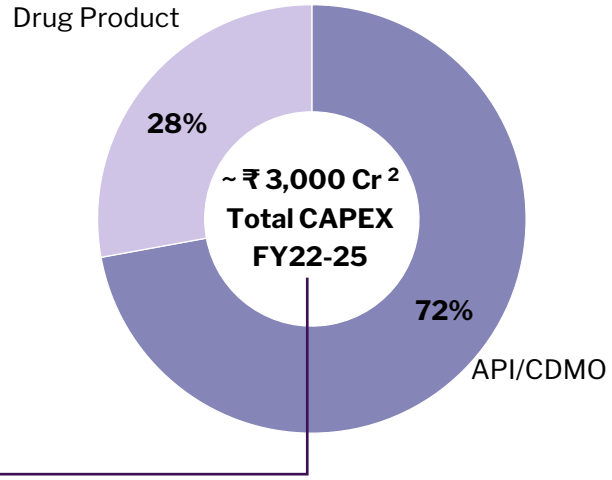
Targeting Average asset turnover levels over next 3 years



Total Capex split – Phase wise



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



^ Small molecules, * Cell and Gene Therapy

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

1236 | 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, Kanpur, Hyderabad
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 ***+2000 KL***
API/DS Manufacturing ❶❷❸❺

Reactor size
500L to 3000L

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

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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2

Financial Overview

Q3 & 9M FY 2025

Financial Performance 3Q/FY25

3Q/FY25 Consolidated Financials

[₹Crore]	2Q/FY25	3Q/FY25	3Q/FY24	Y-o-Y	Q-o-Q
Revenues	**1,224**	**1,415**	**1,195**	***+18%***	***+16%***
Gross Margins	*55.2%*	*56.9%*	*54.3%*	*+2.6%*	*+1.7%*
EBITDA	**182**	**285**	**183**	***+56%***	***+57%***
% to Revenues	*14.9%*	*20.1%*	*15.3%*	*+4.8%*	*+5.2%*
PBT	23	131	34	*+285%*	*+470%*
Net Profit	**20**	**92**	**23**	***+300%***	***+360%***
% to Revenues	*1.6%*	*6.5%*	*1.9%*		
EPS	**0.4**	**1.7**	**0.4**	***+325%***	***+325%***

Comments

- Revenues : ₹ 1,415Cr, increased by 18% driven by Strong delivery in CDMO and FDF division, partially compensated for API sales decline
- Gross Margins : 56.9%, increased by 260 bps Y/Y due to product mix
- R & D spends reported at ₹ 60 Cr (4.2% of Revenues) including CGT spends
- EBITDA : ₹ 285 Cr, increased by 56% Y/Y and 57% Q/Q
- EBITDA Margins : 20.1%, increased 480 bps Y/Y and 520 bps Q/Q, due to strong operating leverage with pick-up in revenue momentum
- Net Profits : ₹ 92 Cr, increased 300% Y/Y and 360% Q/Q

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Financial Performance 9M/FY25

9M/FY25 Consolidated Financials

[₹Crore]	9M/FY25	9M/FY24	Y-o-Y
Revenues	**3,834**	**3,601**	***+6%***
Gross Margins	*55.8%*	*52.5%*	*+3.3%*
EBITDA	**638**	**539**	***+18%***
% to Revenues	*16.6%*	*15.0%*	*+1.6%*
PBT	172	129	*+33%*
Net Profit	**125**	**85**	***+47%***
% to Revenues	*3.3%*	*2.4%*	
EPS	**2.3**	**1.6**	***+44%***

	9M/FY25	9M/FY24	Y-o-Y
Operating Cash flow	**206**	**370**	***-44%***
Capex	**448**	**576**	***-22%***
Net Debt-to-EBITDA	**3.1x**	**3.0x**	***+3%***
ROCE	**6.8%**	**7.0%**	***-0.2%pts***

Comments

- Revenues : ₹ 3,834 Cr, increased 6% primarily driven by strong CDMO while non-ARV generics growth offset by lower ARV business
- Gross Margins : 55.8%, increased by 330 bps on better divisional mix
- R & D spends reported at ₹ 191 Cr (5.0% of Revenues) including CGT spends
- EBITDA : ₹ 638 Cr, increased by 18%
- EBITDA Margins : 16.6%, increased 160 bps Y/Y, due to improving revenue delivery and gradual step up in asset utilization
- Net Profits : ₹ 125 Cr, increased 47% Y/Y

- Net Debt leverage elevated due to lower EBIDTA
- ROCE depressed due to negative operating leverage and continued CAPEX

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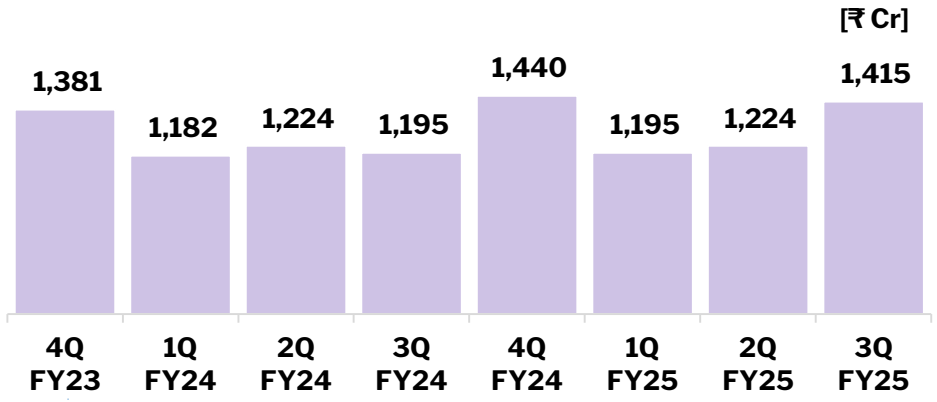
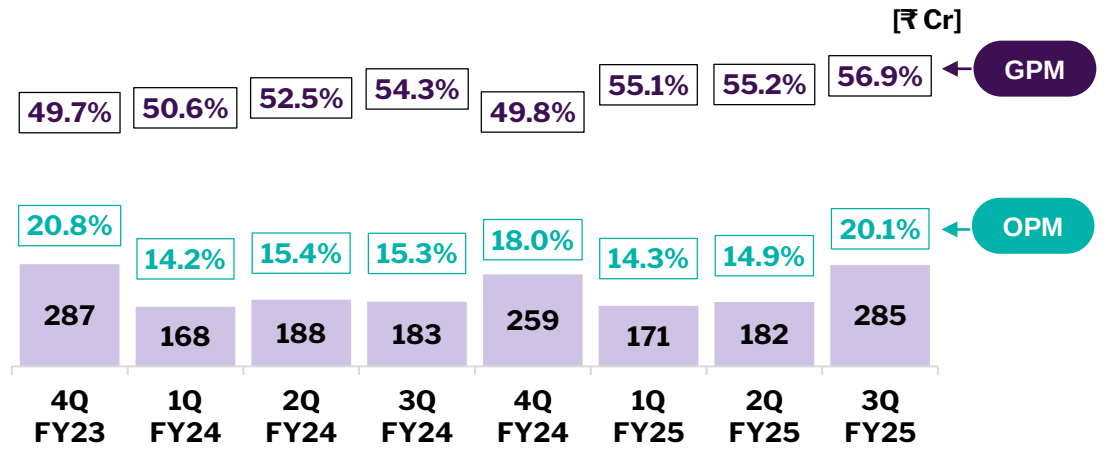
Summary Quarter Performance

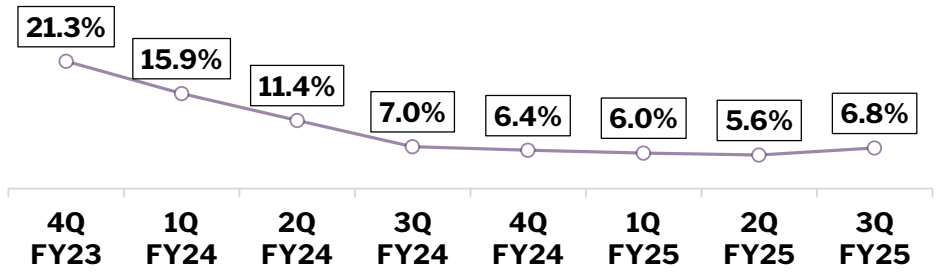
Revenues



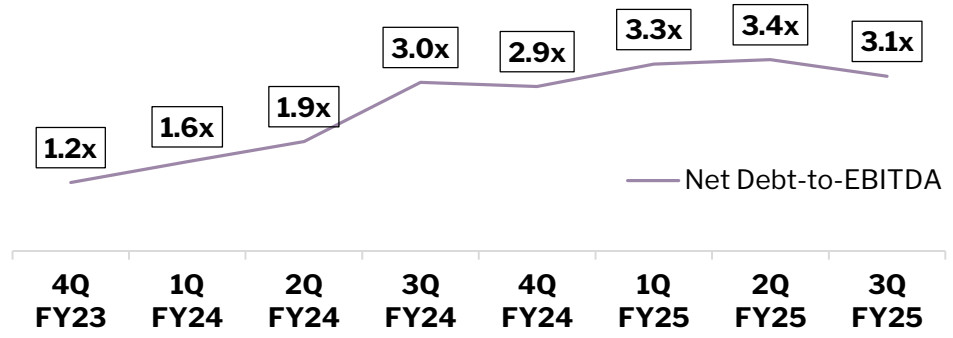
EBITDA & Gross Profit Margins



RoCE (ttm EBIT/Capital Employed)



Net Leverage (Net Debt/ ttm EBIDTA)



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3

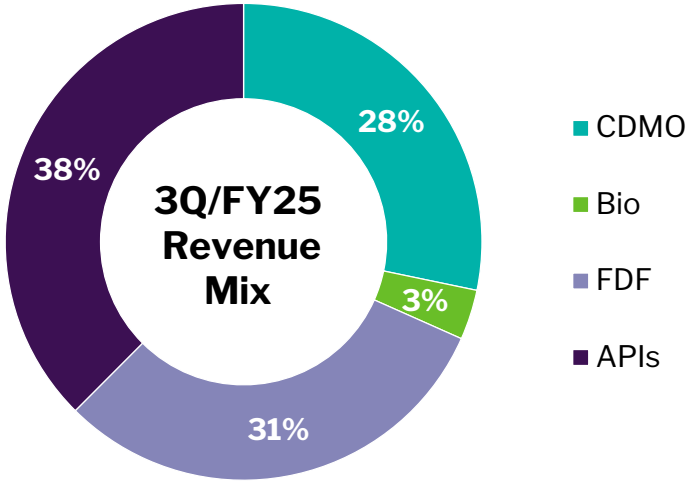
Business Review & Strategy

Q3 & 9M FY 2025

Business Performance 3Q/FY25

3Q/FY25 Divisional Revenue Performance

[₹ Crore]	2Q/FY25	3Q/FY25	3Q/FY24	Y-o-Y	Q-o-Q
CDMO	299	400	212	89%	34%
APIs	557	531	574	-7%	-5%
FDF	328	436	367	19%	33%
Bio	40	48	42	14%	20%
Total Revenues	1,224	1,415	1,195	18%	16%



CDMO:

Up +89% on new assets ramp-up and advancing clinical projects further accelerating growth. New R&D facility with advanced capability meets strong market interest while RFP pace continuing momentum. Capacity expansion on track

APIs:

Down by 7% due to capacity constrain in ARV however, remain committed to full year contractual deliveries. Positive order intake and cost efficiency continued. Expect growth returning next year with positive order bookings convert to sales

Formulation (FDF):

Continued volume led growth (+33% Q/Q) across ARV and Developed mkt sales. CMO opportunities building up and new launches expect to further support growth in coming quarters

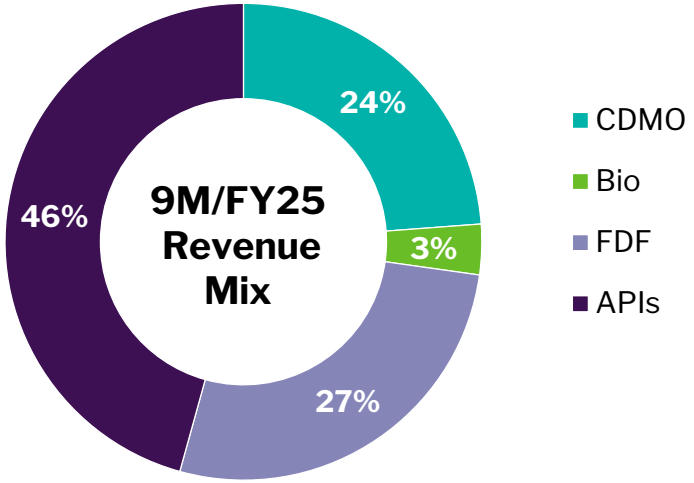
Bio:

AOF/CDMO driving healthy underlying growth. Expanding high-throughput systems to meet increasing demand. Eight Roads alliance further transforming bio-capability at scale

Business Performance 9M/FY25

9M/FY25 Divisional Revenue Performance

[₹ Crore]	9M/FY25	9M/FY25	Y-o-Y
CDMO-Synthesis	913	686	33%
APIs	1,752	1,800	-3%
FDF	1,038	984	5%
Bio	131	131	0%
Total Revenues	3,834	3,601	6%



CDMO:

Up +33% driven by continued uptake with new assets ramping up and execution on clinical pipeline. Committed to 2025 growth outlook, supported by scheduled project deliveries in Q4. Enhancing platform advantage with RFP pace continuing momentum.

APIs:

Soft, due to prioritized ARV capacity reallocation towards high yielding long-term business opportunities. ARV order book healthy and remain committed to fulfil contractual obligations. CMO engagement continued with segment returning to growth next year

Formulation (FDF):

9M returns to growth +5%, with strong Q/Q progression across ARV (+40%) and Developed market portfolio sales (+20%); orders book healthy. New launches expect to further support growth

Bio:

Healthy underlying 9M performance and increased customer pipeline building activity across AOF/CDMO. Positive market demand for Bio-offering continuing and further expanding R&D capacity.

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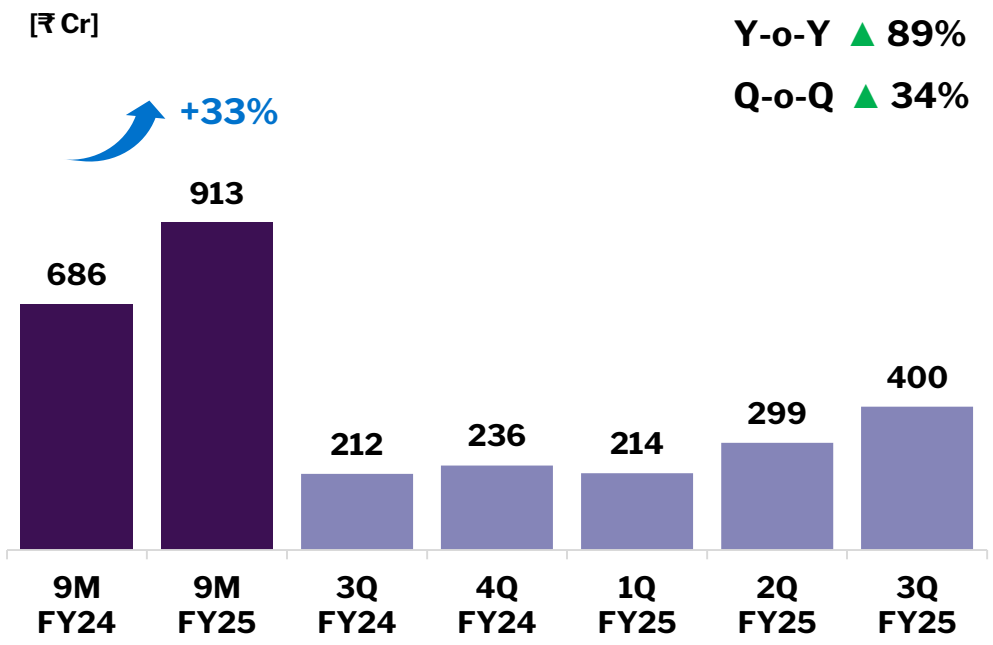
CDMO – Enhancing platform advantage; Growth outlook intact

Revenue Growth



Comments

- Sustained demand for difficult-to-make small molecules
- 9M growth reflects continued uptake with new assets ramping up and execution on clinical pipeline
- Committed to 2025 healthy growth outlook, supported by scheduled project deliveries in Q4
- Encouraging RFPs and signing in early-mid-late phase projects involving complex chemistry. New R&D facility equipped with advanced capability (flow chemistry, biocatalysis, and HP API) meets strong interest from new/existing Big pharma clients
- Planned capacity expansion on track; Dedicated new DS block at Unit-4, Animal health DS facility (LSLP-U2) 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 – Other key updates

- 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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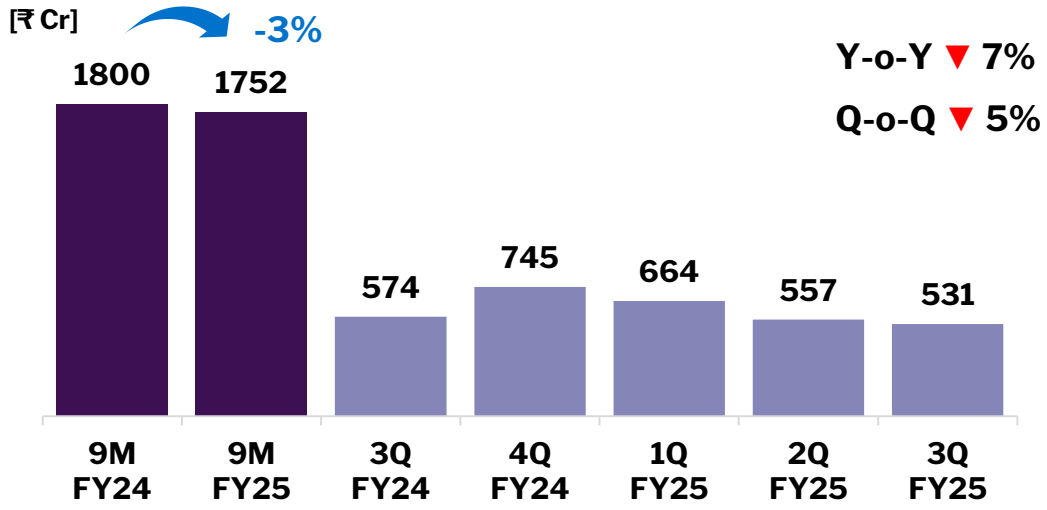
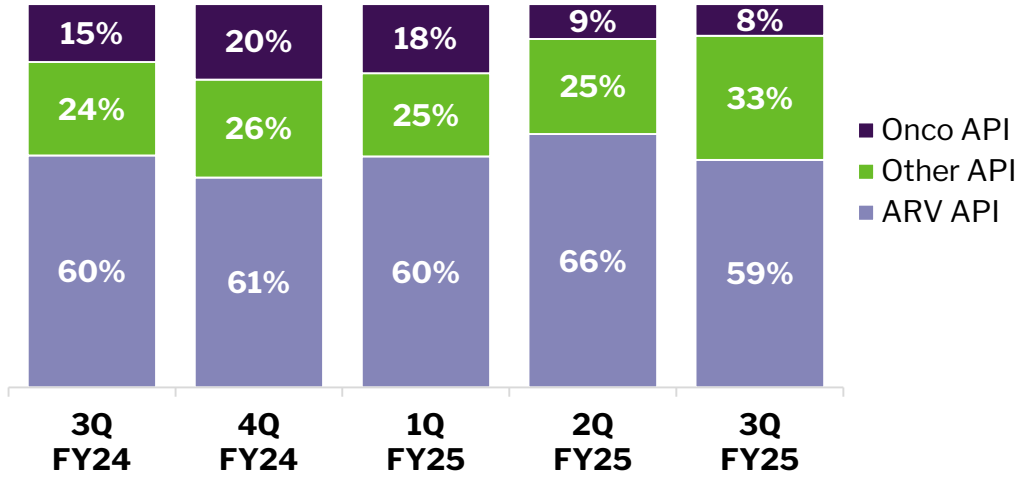
API – Soft; Q/Q Order intake healthy

Revenue Growth



API Sales mix



Comments

- Q3 impacted from lower offtake, particularly ARV volumes were soft due to capacity allocation priorities while non-ARV portfolio sales in-line amidst pricing headwinds
- Healthy order intake, continuing positive trend seen in Q3
- Focus on expanding CMO engagements
- Expect overall API growth returning next year with positive order bookings convert to sales
- Continuing on several efficiency enhancements initiatives

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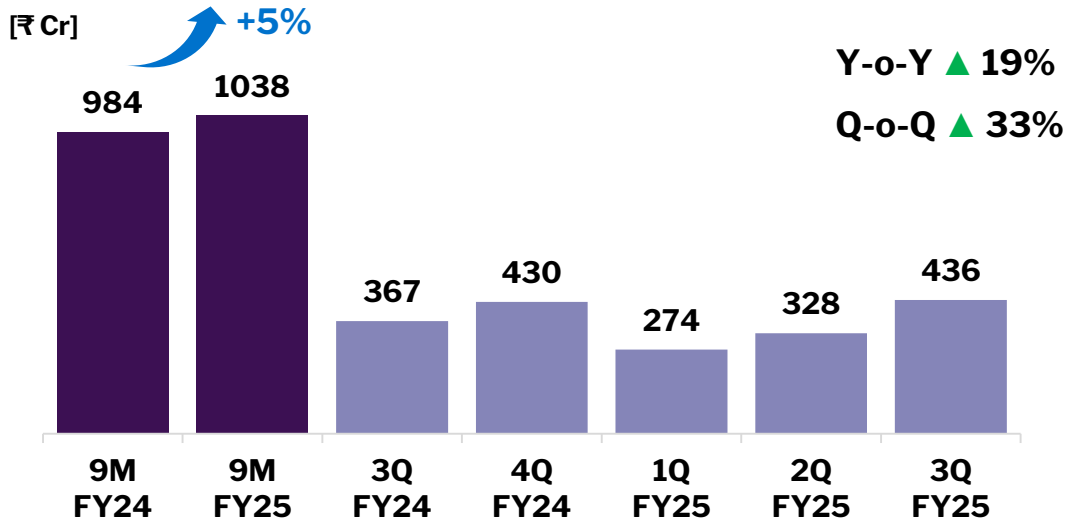
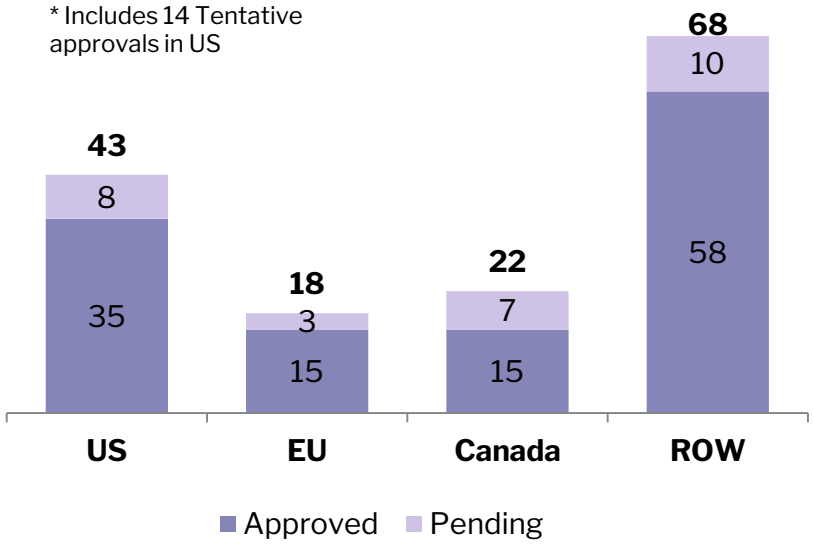
FDF – Strong progression across portfolio improves YTD performance

Revenue Growth



Global Filings



Comments

- 9M returns to growth (+5%), with strong Q/Q progression across ARV (+40%) and Developed market portfolio sales (+20%); orders book healthy
- Recent US launches uptick offsetting industry headwinds. Increased BD activity to service additional market opportunities
- KRKA JV to meet strategic capacity needs on track; Tech transfer ongoing under CMO with full expanded formulation lines coming online by Dec'25
- 9M Developed market filings: 3 product dossiers filed and a total of 4 approvals received (including Tentative)

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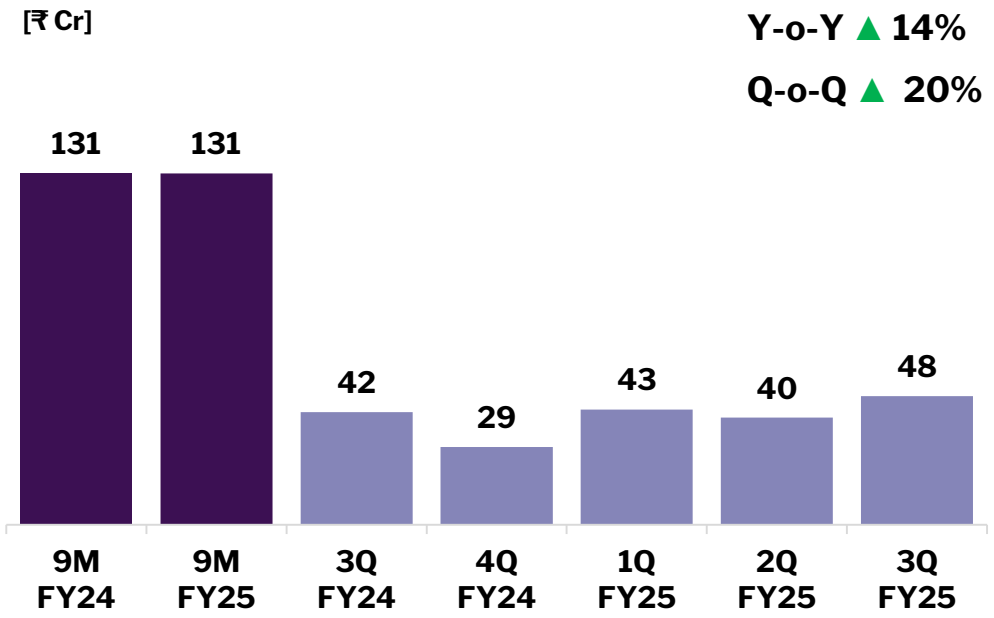
BIO – Healthy underlying growth; Continued positive market demand

Revenue Growth



Comments

- Healthy underlying 9M revenue performance excluding impact of advanced shipments last year and discontinued low margin non-core nutrition business
- ₹ 120 Cr equity infusion from Eight Roads to expand commercial fermentation capability - new facility operational by 2026 end
- Q3 continue to see increased customer pipeline building activity within AOF and diversified CDMO customer base
- Expanding R&D capacity with high-throughput systems to meet increasing demand
- High interest in our enzyme engineering/small molecule offering across clinical and commercial API projects

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Transformative technologies – updates

Cell therapy

NexCAR19™ Actalycabtagene autoleucel

>250 Patients treated till date

>60 Authorized treatment centers

- Encouraging data (efficiency/safety) for NexCAR* presented at ASH 2024
- Focus continues on expanding CAR-T utilization and increasing therapy share, in partnership with agencies
- BCMA[1] received approval to start Phase 1 (India)
- 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 - Phase 1 coming online during Q2 FY26
- Capability to do plasmids DNA and vectors of various types i.e. LV, AAV

Precision fermentation

- More partners exploring greener and lower cost enzyme catalytic synthesis routes
- Over 10+ active Bio catalysis project
- Microbial fermentation site (cGMP grade) build on track

[1] Indication for relapsed refractory r/r Multiple Myeloma, * Granted commercial authorization by CDSCO (Indian regulatory agency) in Oct 2023 for r/r B-cell malignancies

Maintain the Highest Global standard Quality systems

1225+ Quality audits & Inspection Global Customers, Regulatory Authorities since inception

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

9M FY25 update

- 121 Quality audit in 9M: Regulatory # 10 & Customer # 111
- Completes USFDA (PADE*) Inspection for foreign subsidiary Laurus Generics, New Jersey with One Observations
- USFDA audit for API manufacturing facility in Hyderabad concluded with Zero Form-483 observations
- No incidents of Product Recall in the last five years

“One Quality Standard for all Markets”

		Last US FDA inspection		
Key Facilities	**Key Regulatory Certifications**	**Date**	**# audits (since inception)**	**EIR Status**
Kilo Lab – R&D	USFDA, TGA, KFDA, PMDA, ANVISA - Brazil	2024	5	*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	✓

* Post-marketing Adverse Drug Experience (PADE) inspection by USFDA conducted for four days between 13th January, 2025 to 21st January, 2025

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

2624	Scientist & Quality Team
1236	R&D Scientist
82+	DS/DP launches

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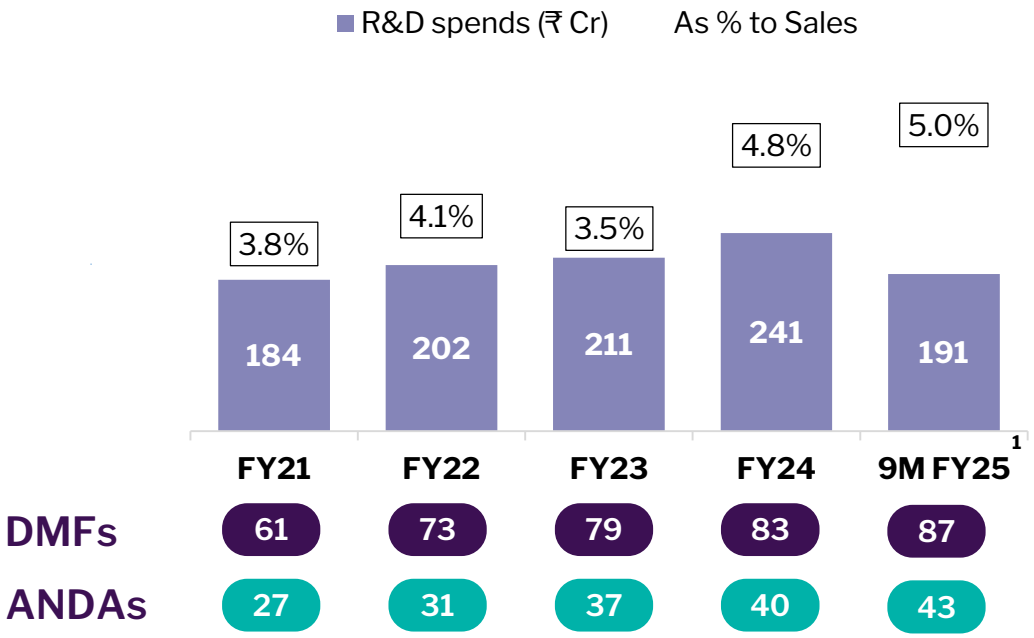
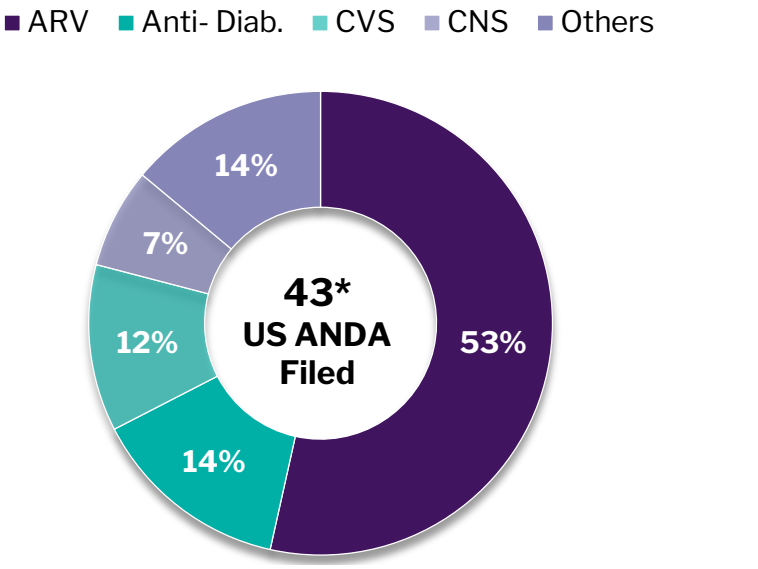
R&D – Focused pipeline build-up continues

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



Diverse pipeline with 83 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] 9MFY25 results includes CGT related spends of ₹ 8 Cr

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4

Outlook

CDMO business environment; Major trends

- Small molecules remains dominant modality representing +70% [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 Dec 2024 , CDER, USFDA

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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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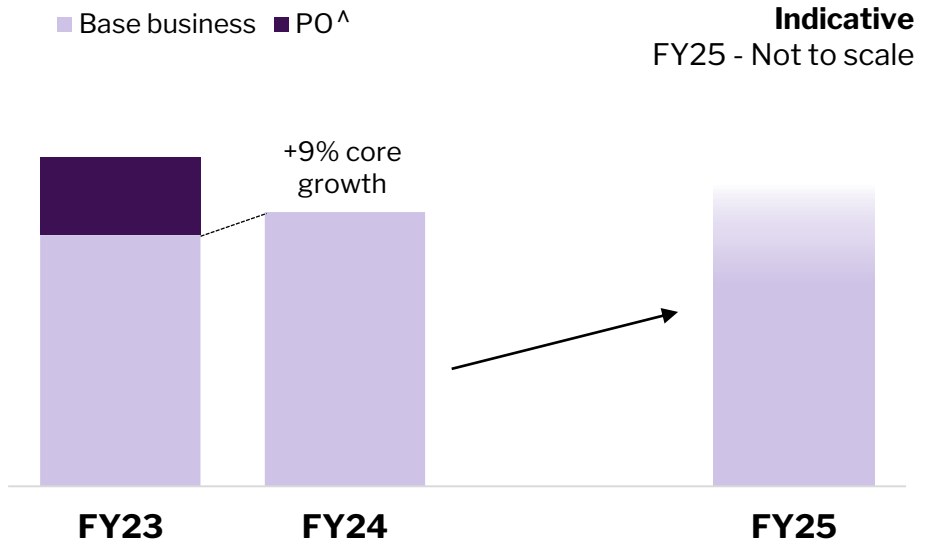
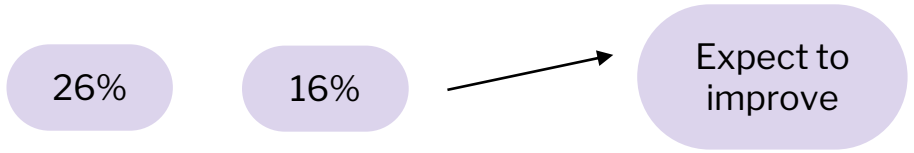
Confirming FY 2025 Outlook

- 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
  - Offsetting 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 Friday, 24 January 2025 at 5:00 PM IST

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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.

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