Laurus Labs Limited Corporate Office

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October 28, 2021

To

The Corporate Relations Department BSE Limited Phiroz Jeejeebhoy Towers, 25th Floor, Dalal Street Mumbai – 400001

Code: 540222

To

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex, Bandra (East)
Mumbai – 400 051

Code: LAURUSLABS

Dear Sirs,

Sub: Investors/Analysts Presentation

Please find enclosed the presentation to the Investors/Analysts on the Unaudited Financial Results of the Company for the Quarter and Half year ended September 30, 2021, for the Investors/Analysts call scheduled on October 29, 2021, which was already intimated on October 21, 2021.

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

Encl: As above















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

The information contained in this presentation is current, and if not stated otherwise, made as of the date of this presentation. The Company undertakes no obligation to update or revise any information in this presentation as a result of new information, future events or otherwise.

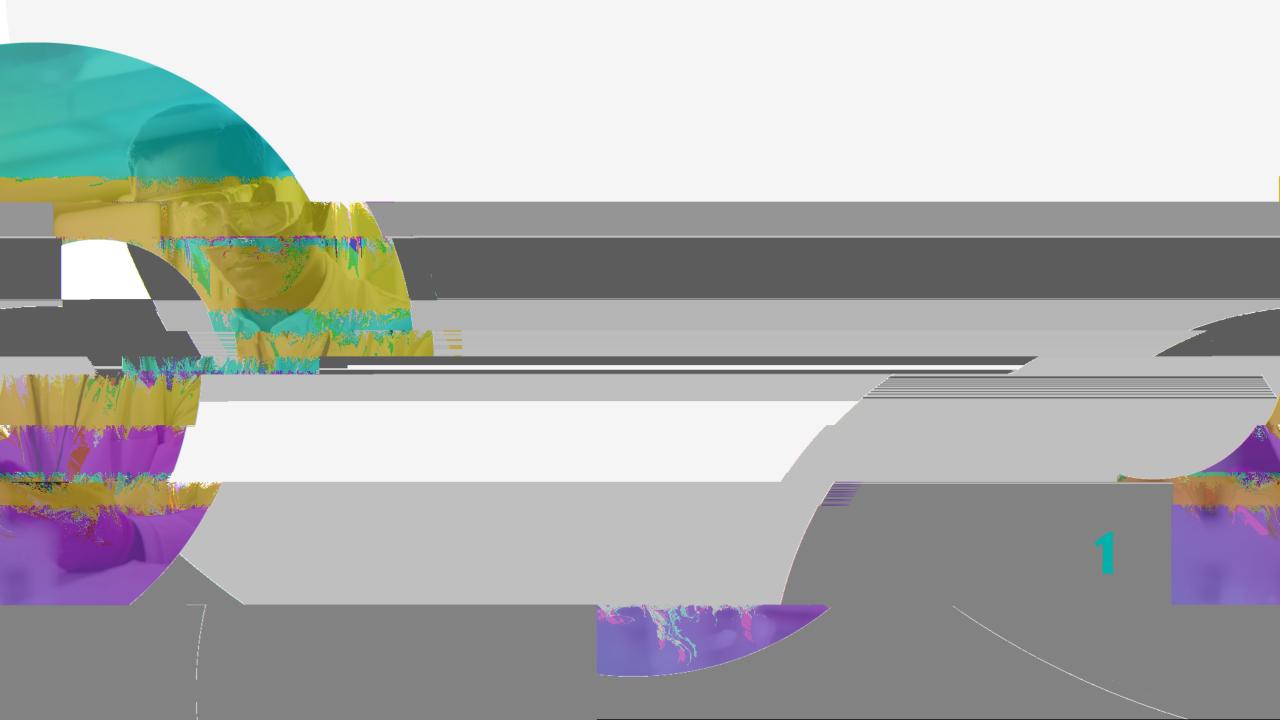
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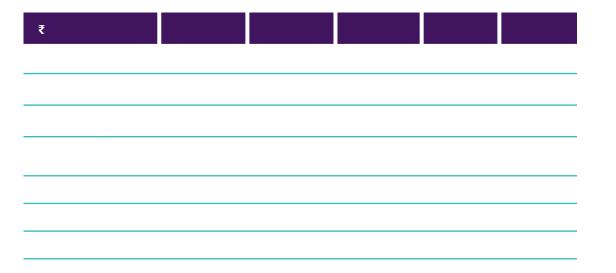




Favorable margin in base drives muted Profit growth



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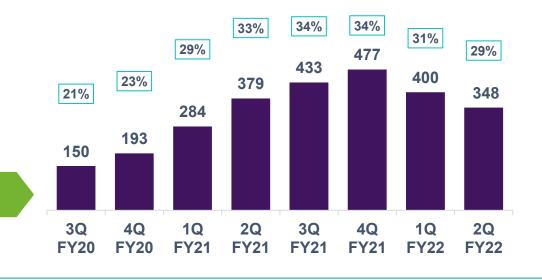


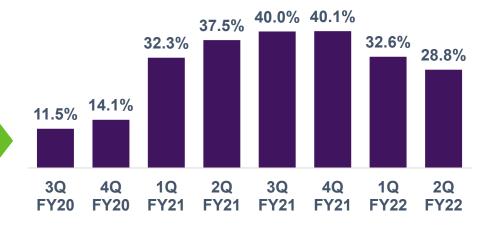
- Revenue from operations has grown 6% YoY. Growth driven by sustained performance in FDF (+10%), Synthesis (+34%) and sequential recovery in Other APIs while ARVs APIs declined
- Gross Margins: 55.7%, decreased by 30 bps YoY.
- EBITDA: ₹ 348 Cr, decreased by -8% YoY.
- EBITDA Margins: 28.9%, decreased 440 bps YoY
- R&D Spend: ₹ 91 Cr for H1FY22 (4% to Sales) and was up 7% YoY
- Tax rate: 22.3% for 2Q and 23% for 1HFY22
- Net Profits : ₹ 202 Cr, decreased by 17% YoY
- Declared Interim dividend of ₹ 0.80 /- per share (face value of ₹ 2/-)

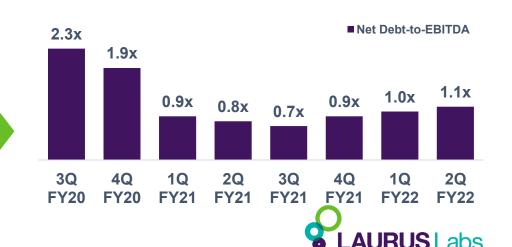


Consistent delivery

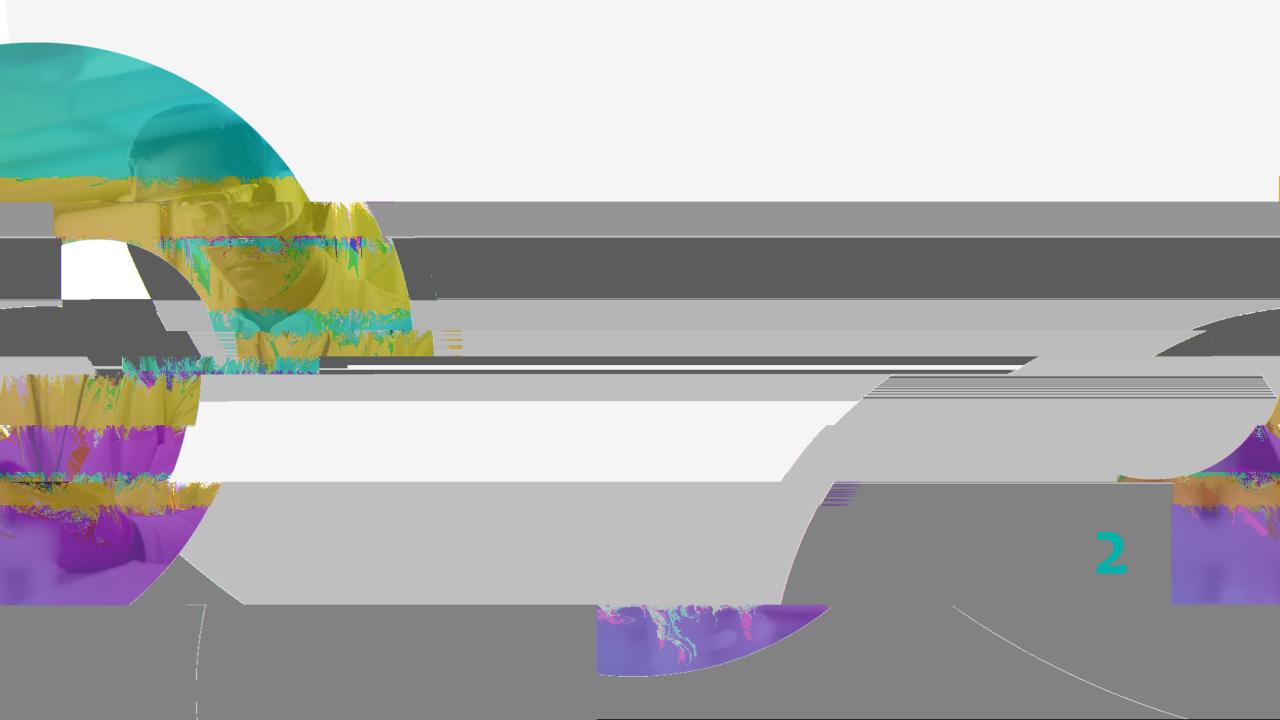




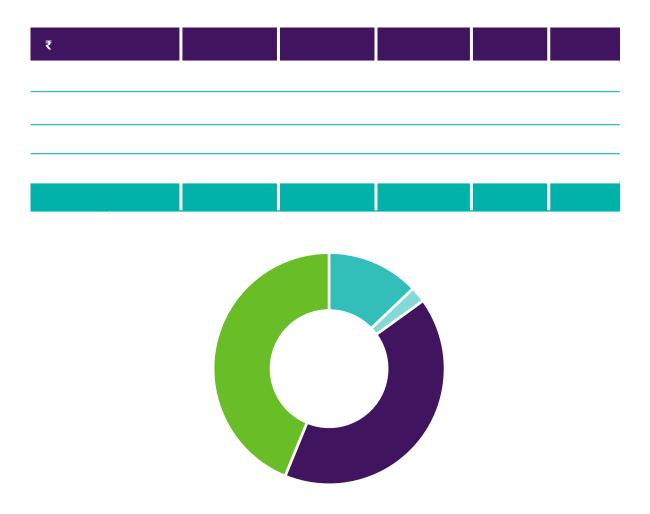




Knowledge . Innovation . Excellence



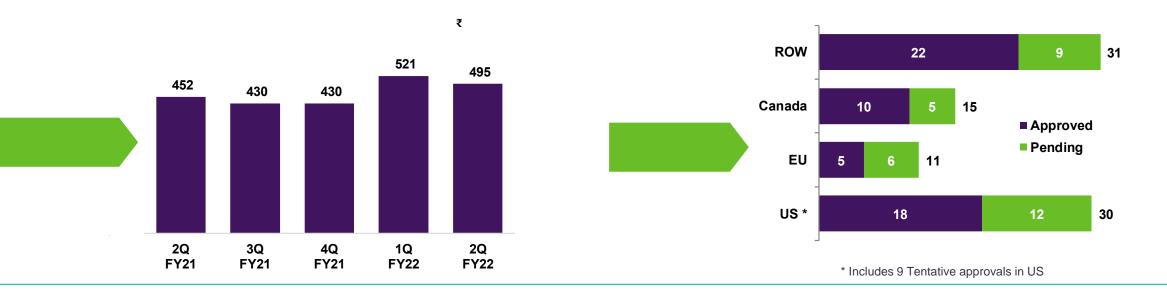
FDF & Synthesis business tracking healthy



- Formulation (FDF): Witnessed +10% growth YoY driven by the ARV segment for LMIC region and developed market sales saw good growth supported by healthy portfolio expansion
- APIs: APIs sales were weak dragged by decline in ARV API business (-11% YoY) even as Other APIs witnessed sharp recovery (+49% QoQ). Extended de-stocking by customers in ARVs led to sequential decline
- Synthesis: Maintaining strong growth momentum (+34% YoY). Signed new CDMO multi-year partnership with leading Global Lifesciences company for niche APIs. Seeing multiple opportunities from new and existing clients looking to diversify and de-risk their existing supply chain
- Bio: Sequentially grown over 80% to ₹ 26cr in Sales. Commissioned 2nd fermenter taking the total operational capacity to 90KL. Major benefits from new fermentation capacity in recombinant Food protein to kick-start from Q3. Demand outlook remains strong



Stable Core business



- FDF business recorded a growth of 10% YoY to ₹ 495 cr (41% of total revenues vs 40% last year)
- Continue to see stable demand environment in ARV segment for LMIC region. Developed markets sales were strong led by portfolio expansion & share increase for few of in-licensed products
- Medicines Patent Pool (MPP) and Merck enter into License Agreement for Molnupiravir, an Investigational Oral Antiviral COVID-19 Medicine to increase broad access in Low and Middle-Income countries. Laurus and MPP have a very long and successful partnership in various HIV and Hep-C medicine licenses, and Laurus will approach MPP for Molnupiravir licenses.
- Capacity expansion update: Brownfield capacity expansion at Unit 2 (to add 4bn units) is on track and expected to get commercialized by 4QFY22. We expect to double our FDF capacity to 10bn units in Mar'22
- 2Q & 1H Global filings: 2 products were filed in Developed markets in 2Q taking total filings to 7 products for 1HFY22



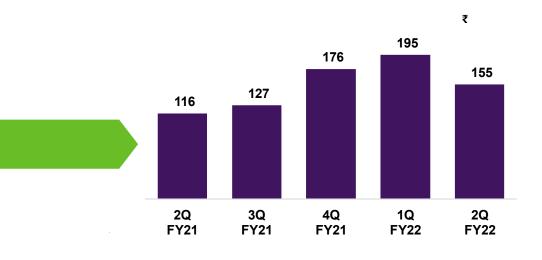
Recovery in Other APIs undercompensate ARV API decline



- API business reported de-growth for the quarter at 8% YoY to ₹ 527 cr (44% of total revenues vs. 50% last year)
- Oncology Segments continue to see good traction normalizing for high base effect. While Other APIs business (including CV and Diabetes) recovered vs.1QFY22 (+49% QoQ)
- ARV business declined 11% YoY impacted due to slightly prolonged channel de-stocking. We believe this might begin to rebound from late 2H
- Capacity augmentation in progress in select high growth therapeutic areas. Expect to enhance total reactor volume from ~4600KL to 5600KL by the end of FY22



Accelerating our focus

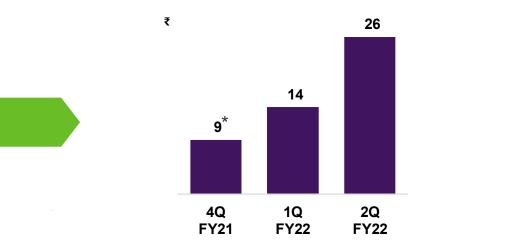




- Synthesis business maintained its robust growth and delivered growth of 34% YoY during the quarter to ₹ 155 cr. For 1HFY22, CDMO business grew at 62% (13% of total revenues vs. 10% last year)
- LSPL signed a multi-year development & manufacturing contract with a leading Global Life science company
 - ✓ The deal entails complete CDMO for a portfolio of niche APIs
 - ✓ LSPL will use part of the existing capacity and also to set up a dedicated manufacturing facility to manufacture and supply APIs
 - ✓ Part of the CAPEX to be funded through long term commercial advance by the Customer apart from sponsoring development cost
 - ✓ Commercial supplies will commence from FY24 onwards
 - ✓ Marks a significant step forward in our evolution as a valuable partner to the global pharmaceutical industry
- By FY23, LSPL to become self reliant subsidiary focusing on CDMO business
- Capacity expansion update: Commercialized LSPL unit 1 during 1QFY22.
 Greenfield investment to set up a dedicated R&D center in Hyderabad (FY23) and two manufacturing units in Vizag (FY24) is progressing as per our expectations



Business integration & New capacities broadly on track





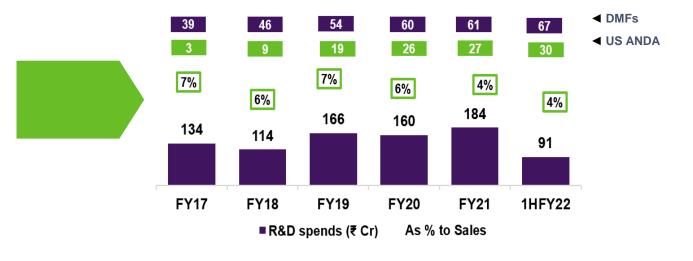
- Laurus Bio segment clocked 2Q sales of ₹ 26 cr as new capacity begin to contribute
- During the quarter, we have additionally commissioned our 2nd Fermenter taking the total operational capacity to 90KL. Remaining capacity is expected to get operational before Dec'21. The capacity will be used for Developed markets supplies.
- Business Integration with Parent is well on track
- Acquiring additional land for further expansion by creating close to 1 million liters fermentation capacity in Phase 1

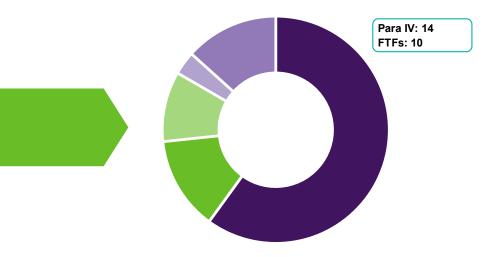


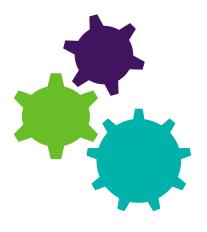
^{*} Includes Laurus Bio (Formerly known as Richcore) effect for two months post the closure of transaction

Focusing to create a Value Centric Portfolio









- Investing in portfolio based on complexity & Scale
- Addressable market for future R&D pipeline at US\$ 38bn+
- Filing pace to increase in FY22 across markets (1HFY22 filings stood at 7 vs. 8 filed in FY21)
- Creating separate R&D center for Synthesis division
- 1H R&D spends 7% YoY to ₹ 91cr (4% to Sales)



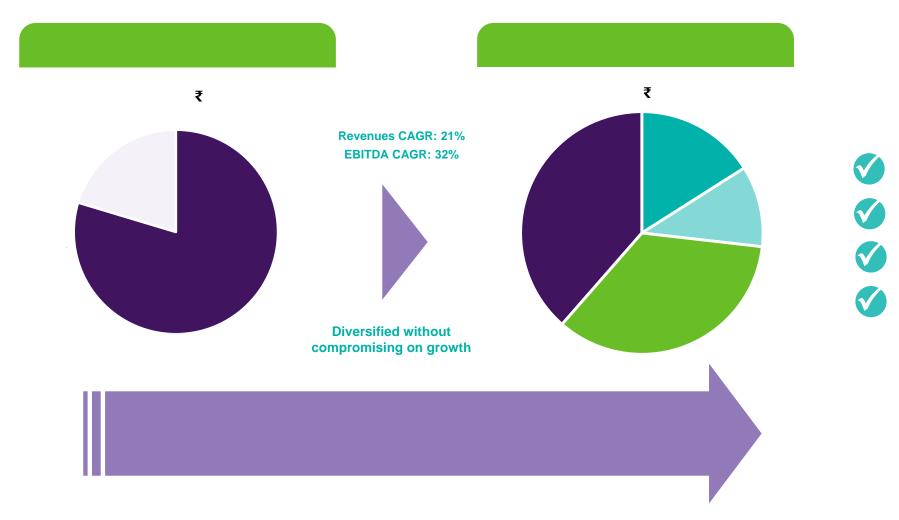
Laurus Philosophy

Facility	Regulatory Certifications	Start Year	Last US FDA Inspection status	No of USFDA audits (since inception)
Kilo Lab R&D	USFDA, TGA, KFDA, PMDA, ANVISA Brazil	2006	2021 – Facility Assessment completed by assessment of records by USFDA	4
Unit 1	USFDA, TGA, MHRA-UK, KFDA, WHO-Geneva, PMDA, NIP- Hungary, Russian GMP, Mexican	2007	2019 - EIR Received	6
Unit 2	USFDA, BGV-Hamburg, WHO- Geneva, Tanzania-FDA, NDA- Uganda, PMPB-Malawi, KENYA, MCAZ-Zimbabwe, JAZMP-Slovenia, Ethiopia-FDA, Kazakhstan	2017	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	None	
Unit 6	USFDA	2018	2018 – EIR received	1
LSPL-1	None	2020	Nil	Nil

- Strong Quality Culture
- Increased level of digitalization of operations across our manufacturing units
- ~60 Customer audits in FY21 (+100 audits annually prepandemic)
- 36 successful site audits by International Health authorities (including USFDA, BGV Hamburg, WHO-Geneva, ANVISA Brazil), since January 2018



Further Intensifying the Transformation drive



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



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





- 328 reactors with 1,226 KL capacity
- **Key Approvals:** USFDA, WHO, COFEPRIS, NIP Hungary, KFDA, PMDA, ANVISA



- 265 reactors with 1,984 KL capacity
- **Key Approvals:** USFDA, WHO, COFEPRIS, NIP Hungary, KFDA, ANVISA & JAZMP Slovenia



- 46 reactors with 137 KL capacity
- Capabilities: Hormone and Steroid facility





• Expansion plan: +4bn unit (FY22-23 phased manner)

• **Key Approvals:** USFDA, WHO, ANVISA, BfArM – Germany & JAZMP – Slovenia and African countries



- •83 reactors with 369 KL capacity
- Key Approvals: USFDA, WHO, COFEPRIS



- 68 reactors with 758 KL capacity
- Key Approvals: USFDA





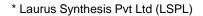
- 43 reactors and 4.3 KL capacity
- Key Approvals: USFDA, KFDA and PMDA



- •41 reactors with 135 KL capacity
- Capabilities: APIs including Ingredients, Synthesis & Contract Manufacturing



- 32 reactors with 81.6 KL capacity
- Key Approvals: WHO GMP by CDSCO





- 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

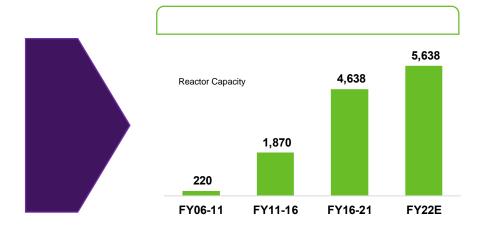


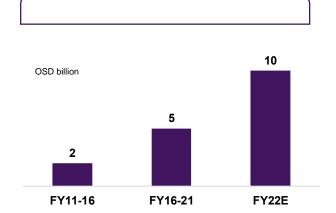
- Planned Fermentation capacity of 180K Liters (4 fermenters of 45KL) - 90KL commissioned till date
- CDMO capabilities



Re-investing to support Long term growth

Brownfield	Formulation	Vizag	Unit 2 - 4 billion units (New building)	Completion by Mar 22
Brownfield	Formulation	Vizag	Unit 2 - 1 billion units (De-bottlenecking)	Completed
Brownfield	API	Vizag	Unit 3, 4, and 6 (1,000KL)	Ongoing
Greenfield	API	Vizag	Unit 7, 8 Land acquired	FY24/25
Greenfield	Formulation	Hyderabad	Unit 9 Land acquired	Phase 1 – FY24
Brownfield	Custom Synthesis	Vizag	Unit 1 (LSPL)	Completed
Greenfield	Custom Synthesis	Vizag	Land acquired (Unit 2 & Unit 4 - LSPL)	FY24
Greenfield	Custom Synthesis	Vizag	Land acquired (Unit 3 LSPL)	FY24/25
Greenfield	R&D Center (Synthesis)	Hyderabad	Land acquired	FY23











"To become a leading player in offering integrated solutions to global pharmaceutical needs in creating a healthier world"













Strong Governance Standard from a diverse board



Dr. M. Venu Gopala Rao
Non-Executive Chairman & Independent Director

Key Expertise: General Management, Manufacturing inefficiencies, and Entrepreneurship

Key Qualification: B.Sc (Hons) in Chemical Engineering, Post-Graduate in Pulp and Paper Technology from the Forest Research Institute



Dr. Satyanarayana Chava
Executive Officer

Key Expertise: +30 years experience across R&D, API process, Manufacturing, Quality Control, Business development, Supply chain, Intellectual Property,

Key Qualification: Ph D in Chemistry from Andhra University, Executive MBA from Indian School of Business



Mr. V V Ravi Kumar

<u>Executive Director & Chief Financial Officer</u>

Key Expertise: +30 years experience in Finance, Information technology, M&A & Strategic alliance, HR, Supply chain and Sustainable Development

Key Qualification: /Master's in Commerce, Fellow member of Institute of Cost Accountants of India (formerly ICWAI)



Dr. Lakshmana Rao C V Executive Director

Key Expertise: +25 years experience in Quality control, Quality assurance, Regulatory affairs and Corporate Strategy and Implementation

Key Qualification: PhD in Chemistry from Andhra University



Dr. Ravindranath Kancherla
Non-Executive & Independent Director

Key Expertise: Surgeries (Gastroenterology, Laparoscopic), Organ transplantation, Key advisor to Medical Fraternity for liver, pancreatic and bile duct resections. Chairman at Global Hospitals Group

Key Qualification: MBBS and Masters in Surgery from Madras University, Fellowship of the UK Royal College of Surgeons FRCS(Glasg) & FRCS(Edin.)



Mr. Chandrakanth Chereddi Non-Executive Director

Key Expertise: Project Management, Strategy (ex-McKinsey & Co.), Risk mitigation

Key Qualification: B.E from Osmania University, Master's in Electrical and Computer Engineering from University of Illinois, PGP in Management from Indian School of Business



Mrs. Aruna Bhinge
Non-Executive & Independent Director

Key Expertise: +17 years experience in food Security, Strategic planning (ex-Syngenta India)

Key Qualification: Bachelor's from University of Poona, Master's in Science and Post-graduate in Management Studies (MMS) from University of Mumbai



Dr. Rajesh Koshy Chandy Non-Executive & Independent Director

Key Expertise: Marketing Professor at London Business School, Business Educator, Writer, Strategy

Key Qualification: Bachelor's in Engineering (Electronics and Communications), MBA from University of Oklahoma, Ph.D from University of Southern California, Member American Marketing Association



Driven by credible expertise



Dr. V Uma Maheswer Rao EVP - Chemical R&D

Key Expertise: Extensive experience in process R&D. and API manufacturing process

Key Qualification: Ph.D in Chemistry from Osmania





Key Expertise: +21 years experience across sourcing, purchasing, sales and market intelligence

Key Qualification: BSc in Biological/Medicinal Chemistry



Mr. Srinivasa Rao S **EVP - Manufacturing & Operations**

Key Expertise: +27 years experience in production planning, and execution of manufacturing processes

Key Qualification: Masters in Chemistry



Mr. Krishna Chaitanya Chava **EVP - Synthesis Division**

Key Expertise: Strategy and Marketing

Key Qualification: PG MFAB from ISB, Hyderabad, Masters in Mechanical Engineering from North Carolina

State University, B.Tech from BITS Pilani





Dr. Prafulla Kumar Nandi **SVP - Global Regulatory Affairs**

Key Expertise: +24 years experience in global regulatory affairs, Products filings, Negotiations with Regulators, Global drug development (US, EU)



Mr. Thomas Versosky President - FDF, North America

Key Expertise: +16 years experience in US generic across commercial operations, incl. portfolio management, business development, licensing & acquisitions



Mr. Rajaram Iyer SVP - Portfolio Management

Key Expertise: +23 years expertise in Strategic Planning. Portfolio Management & New business initiatives

Key Qualification: Master in Analytical Chemistry, EGMP from IIM-Bangalore, MBA (Operations Research)



Mr. Narasimha Rao DVL SVP - Synthesis

Key Expertise: 28 years experience. Currently hold Directorship in Laurus Synthesis Pvt Limited (LSPL)

Key Qualification: Masters in Science



Mr. S .Srinivasa Rao SVP - Manufacturing

Key Expertise: +25 years experience in field of

production & manufacturing

Key Qualification: Masters in Chemistry



Mr. Ch. Sita Ramaiah SVP - Finance

Key Expertise: +20 years of experience in Treasury, Financial reporting, MIS and Taxation. Holds Directorship in LSPL & Laurus Generics GMBH

Key Qualification: Fellow member of Institute of

Chartered Accountants of India



Mr. Narasimha Rao Chava SVP - Human Resource

Key Expertise: +25 years in the field of administration and Human Resources functions. Holds Directorship in LSPL

Key Qualification: Master's in Arts from Andhra

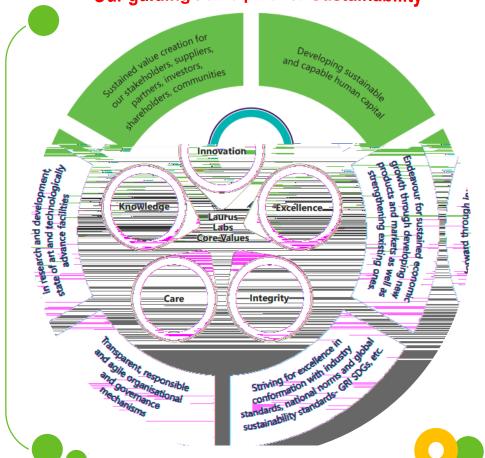
University



Adopting best practices for better future







Our Approach to Sustainability is embedded in our Core Value Framework. We are committed to creating value for our stakeholders through careful management of resources against focused priorities & inclusion leveraged from Global Reporting Initiative (GRI), Sustainability Accounting Standards Board (SASB), United Nations Global Compact (UNGC) and United Nations Sustainable Developmental Goals (UN SDGs).

We strongly believe Environmental, Social, and Governance (ESG) principles support long-term value creation, and therefore we constantly integrated our actions to managing risks and taking advantage of opportunities in key ESG areas which are most relevant to the long-term sustainability of our organization.

Laurus will continue to focus on ESG as a journey of continuous improvement as we assess our approach, monitor our impact, and build toward the future



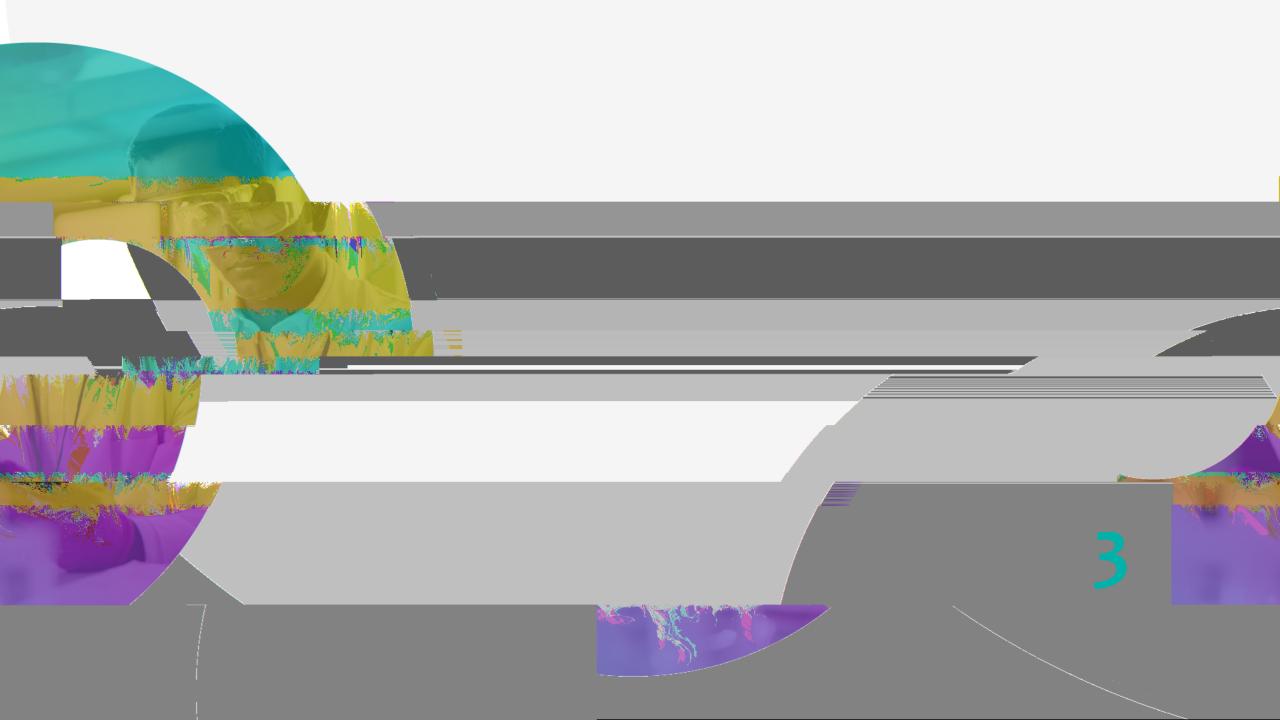
- Strictly comply with the Environmental Protection Law and other EHS regulations
- Sustainability initiatives are accredited by multiple agencies including MSCI* (Global leader in ESG Ratings)
- Rated by MSCI ESG Rating puts us among top 18% of global pharma companies evaluated on ESG risk tolerance
- Transparent disclosures Leveraged standards from Internationally recognized GRI Framework & align with SASB guidelines
- At Laurus, we support all 17 UN SDGs and encourage all businesses to consider how they may contribute. We continue to refine our
 corporate responsibility strategy to align with the SDGs most relevant to our business



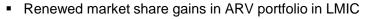
^{*} S&P Global CRISIL Ranking June'21, MSCI Rating March'21







- Integrated Approach
- Solid execution & Trust from Global partners
- Robust Order book
- Process Chemistry, Cost Leadership & Scale
- High potent molecules
- Regulators compliance
- End-to-end CDMO capability
- IP Protection
- Strong underlying Demand
- Shift to Recombinant Animal free Food Protein
- Growing biologics CDMO

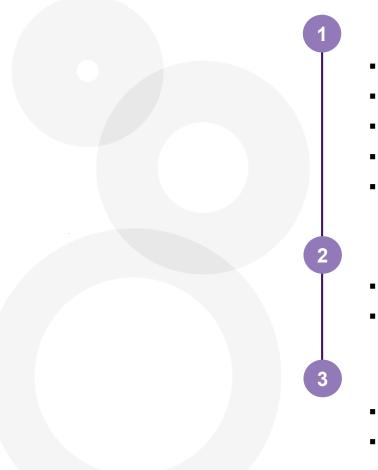


- Market share growth in US launched products & Create differentiated generic pipeline for the developed markets (US/EU) backed by in-house API strength
- Product launches in anti-diabetic (FY23) & CV portfolio (FY24) in US and Europe
- Brownfield project to double capacity to 10bn units/year FY22
- Oncology: Strengthen global leadership in existing products by focusing on high potent molecules
- Other APIs: Robust order-book in Anti-diabetic, CV & PPI, Brownfield capacity addition (FY22)
- ARV APIs: On-going demand correction drives modest outlook. Maintain leading market share in current product line and increased developed market supplies
- Momentum to sustain supported by increasing commercialization of products. Well-positioned to meet fast growing global demand for NCE Drug substance and Drug Products
- Deepen existing relationship by taking higher wallet share & engage new clients
- Setting-up dedicated R&D center (operational FY23) & Greenfield manufacturing unit (FY24)
- Leverage process chemistry skills to strengthen presence in nutraceutical & cosmeceutical area
- Expand the biologics CDMO at scale
- Commercial Scale-up of the new fermentation capacity (Food Proteins)
- Leveraging Parent's existing Global Partnership and strong chemistry skills
- Acquiring additional land for creating 1 mn liters fermentation capacity





Accelerating action for value creation

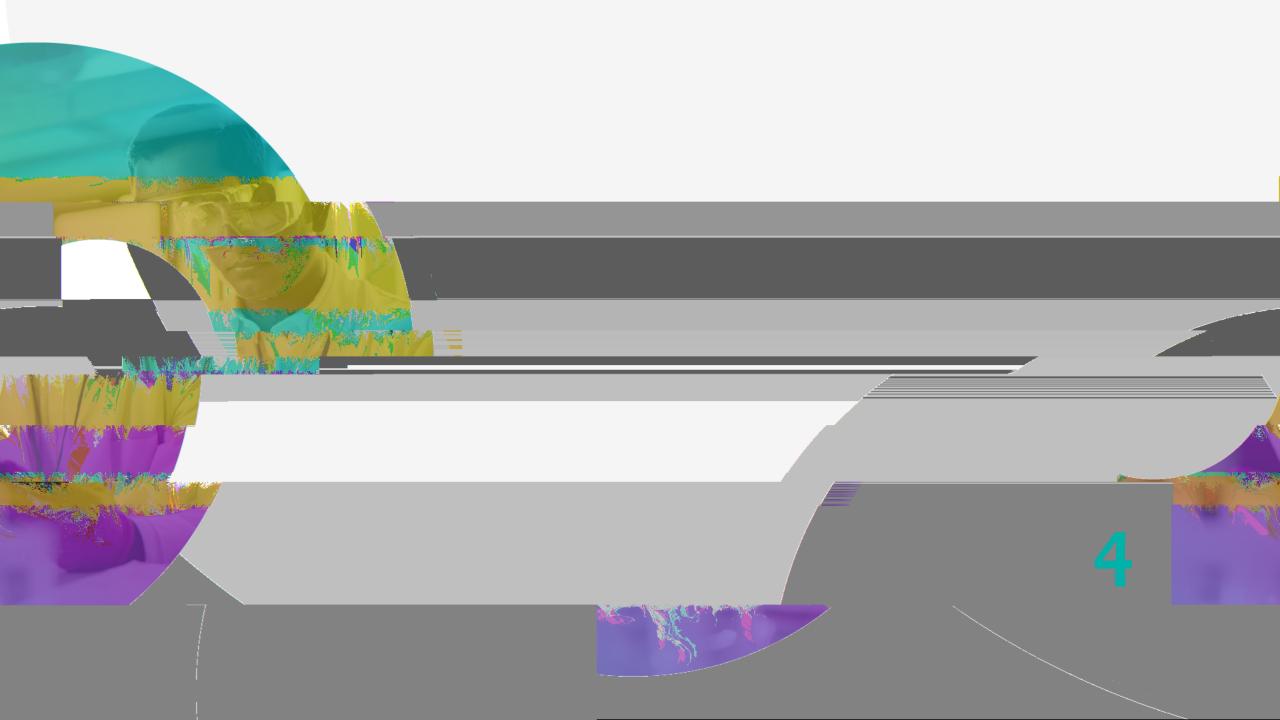


- Proactive portfolio de-risking, enhanced procurement and operational efficiency
- Integrating & leveraging Richcore acquisition
- Widen technology portfolio and access new market opportunities
- Strengthen position with Big Pharma & market share gains in ARV portfolio
- Focus on talent attraction to support new growth projects

- Strong Balance sheet and Liquidity to weather unanticipated market conditions
- Committed to efficient capital allocation strategy to build value in long run

- Maintain compliance and quality leadership
- Continued review of environmental, social and governance (ESG) measures under expanded leadership

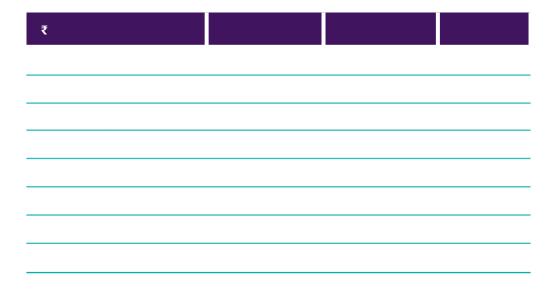




Sustaining healthy growth



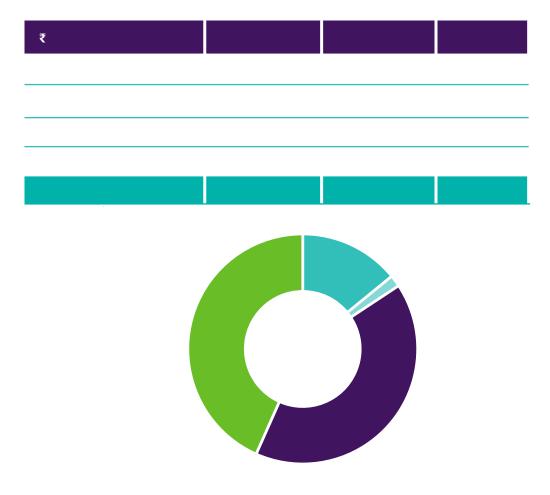
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- Revenue from operations has grown at healthy 17% YoY. Driven by sustained momentum across all business segments; particularly FDF and Synthesis segments
- Gross Margins stood at 56.2%, expanded 100bps YoY led by improved business mix
- EBITDA: ₹ 748 Cr, grew 13% YoY.
- EBITDA Margins: 30.1%, decreased by 130 bps YoY
- R&D Spend : ₹ 91 Cr (4% to Sales) and was up 7% YoY
- Net Profit : ₹ 443 Cr, grew 7% YoY





- Formulation (FDF): Reported strong growth of +26% YoY. Continued tendering upside in ARVs, and market share expansion along with new launches in Developed markets were key drivers
- APIs: Seeing healthy signs of recovery for Other APIs (CV+Diabetes) in coming quarters. ARV de-stocking to rebound from late 2H
- Synthesis: Up +62% in 1H on sustained new client addition and increased business from existing customers. Working on over 50 active projects. Signing up of new CDMO multi-year contract with Global Life science company during 2Q validates our technical expertise and would support growth in coming years. Uniquely positioned to address customer needs at any stage of product lifecycle
- Bio: Reported ₹40cr in Sales. 180KL fermentation capacity partially commissioned. Major benefits from new fermentation capacity in recombinant Food protein segment to kick-start from Q3. Demand outlook remains strong



883	2,266	4,808
400+	500+	750+
1 (FDA compliant)	2 (FDA)	8 (5 FDA)
220	1,870	4,638
-	2	5
12	28	61
-	-	27 (7 FTFs)
-	<20	50
-	-	4
48	218 (32 Granted)	292 (150 Granted)









Great Place to Work

For the third 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



Great Place to Work

Featured in the list of India's Best Workplaces in the Biotechnology & Pharmaceuticals category



Great Place to Work

Recognized Dr. Satyanarayana Chava, Founder & CEO as one of India's best Leaders in Times of Crisis 2021



Business Person of the Year 2021

Awarded by Sakshi Excellence Awards



Results conference call on Friday October 29, 2021 at 11:00 AM IST Details of the conference call are as follows

Conference dial-in Universal Dial-In	+91 22 6280 1148	
India Local access Number	+91 22 7115 8049 Available all over India	
Singapore	800 101 2045	
Hong Kong	800 964 448	
USA	1 866 746 2133	
UK	0 808 101 1573	

Link for Diamond pass Registration below

https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=8594330&linkSecurityS tring=20931ce5d6



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, and produce specialty ingredients for nutraceuticals, dietary supplements and cosmeceuticals.

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 4800+ people, including around 750+ scientists at more than 8 facilities approved by major regulatory agencies USFDA, WHO-Geneva, UK-MHRA etc. During FY2021 Laurus generated over ₹ 4,800 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 "A" by leading MSCI ESG Ratings. Corporate Identification No: L24239AP2005PLC047518.

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