

# MOVING TO A HIGHER ORBIT

- ⌞ DECADE LONG  
EXPERIENCE
- ⌞ COMPLETE PHARMA  
VALUE CHAIN
- ⌞ ONE QUALITY FOR  
ALL MARKETS
- ⌞ HIGH CALIBRE  
PEOPLE



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# 17,808<sub>mn</sub>

**Revenues from Operations**  
(from ₹ 13,263 million in 2014-15)

# 1,416<sub>mn</sub>

**PAT**  
(from ₹ 736 million in 2014-15)

# 89

**Earnings per Share**  
(from ₹ 48 in 2014-15)

# 2

**Dividend per Share**

(All figures are in ₹)



**page 10**

We believe in creating markets, rather than being a 'me-too' player.



**page 14**

Introduction of Hepatitis C franchise brought significant business growth and long-term opportunity.



**page 18**

'One Quality for all Markets' is our global strategy.



For further  
information log on to  
[www.lauruslabs.com](http://www.lauruslabs.com)



Ever since inception, we at Laurus have consistently made the most of opportunities and gained momentum.

During 2015-16, we pushed the envelope further to move to a higher orbit of growth and sustainability.

We sharpened our focus and expertise to offer a broad and integrated portfolio of research and manufacturing services to our global clients. Our offerings span the entire drug development continuum.

We strengthened scale and research capabilities to develop new products, reduce process time and lower cost of production.

We put in place a robust quality assurance architecture to ensure consistent quality, efficiency and product safety worldwide.

We invested in our people to make them more productive; and also nurtured our relationships with customers, partners and all other stakeholders to build a holistic growth paradigm.

Our orbit-shifting strategies are enabling us to provide integrated solutions to the global pharmaceutical industry responsibly and sustainably.

# AIMING HIGH, TOWARDS EXCELLENCE

**Driven by innovation, growing talent pool and enduring relationships with clients, Laurus is an interesting story of perseverance and progress.**

We are a leading developer and manufacturer of generic Active Pharmaceutical Ingredients (APIs) with a focus on specific products where we enjoy cost leadership. We are led by innovation in process chemistry and manufacturing efficiencies.

We offer a broad and integrated portfolio of products and services to the global pharmaceutical industry. Our best-in-class infrastructure and focus on knowledge accretion and innovation have enabled us to emerge as a

segment-leading manufacturer of high quality APIs, a preferred partner for NCE development and manufacture; and a trusted source of specialty ingredients for the nutraceutical industry.

Ever since we commenced operations, our experience, expertise and core strengths have enabled us to help our clients reach relevant markets quicker; and contribute towards improving access to quality and affordable healthcare worldwide.

## Markets

Presence across 32 countries worldwide

Strong presence in the US, South Africa and other regions

## Business Units



### Vision

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



### Mission

We constantly strive for innovation to enhance quality and to provide affordable integrated pharmaceutical solutions to facilitate wellness & wellbeing across the globe.



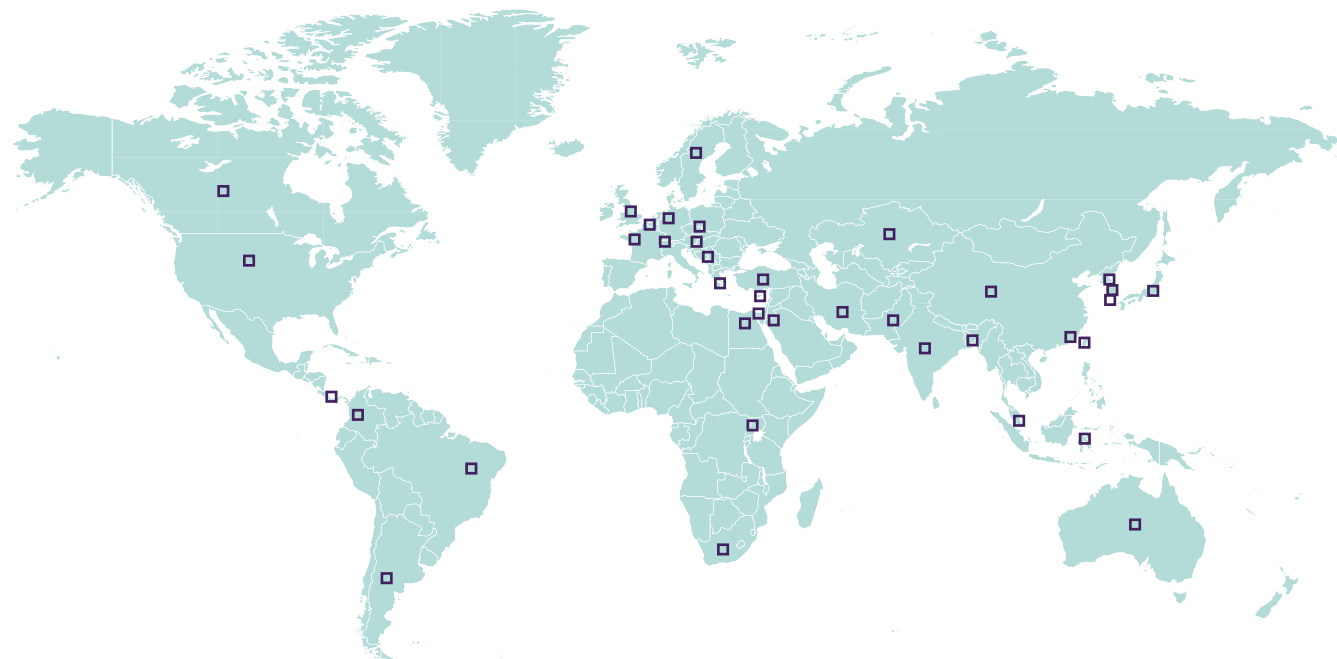
### GENERICS – API

- Established itself as a preferred supplier of quality APIs for antiretrovirals (ARVs) and oncology across the globe
- 3 of the top 5 global generic companies are Laurus customers
- Several licenses obtained from Gilead, ViiV and BMS through MPP
- Developed 2<sup>nd</sup> and 3<sup>rd</sup> generation molecules for the treatment of HIV patients
- Continuous process improvements and optimisation to maintain cost competitiveness



## Our Presence

Our world-class infrastructure comprises a state-of-the-art R&D and scale-up laboratory in Hyderabad and large-scale manufacturing facilities at Visakhapatnam.



■ Presence in countries



### GENERICs – FDF

- Vertical integration, large capacities and cost-effective API process are the key competitive advantages
- Implementing e-batch records in the manufacturing plant to ensure superior quality
- Diverse product portfolio across different therapy areas
- Strategy to be “the last one standing” rather than focus only on “first to market” alone



### INGREDIENTS

- Manufacture of highly pure, well characterised ingredients for use in nutraceutical/ dietary supplements and cosmeceutical products
- Strength lies in the development of alternate low-cost synthetic routes for typically naturally derived nutraceutical products
- Manufacturing and quality rigour matching that of the pharmaceutical APIs



### SYNTHESIS

- Customers include some of the leading innovator companies
- Presence in the US through Laurus Synthesis Inc.
- With 100 scientists to provide process chemistry services to the global clients from India and the US
- Innovative, robust and scalable chemical development, coupled with flexi-scale drug substance manufacture

## Manufacturing Facilities

Location - Five manufacturing facilities located at Visakhapatnam, Andhra Pradesh.

UNIT	DETAILS	SPACE	APPROVAL
<b>1</b> 34-acre campus in Jawaharlal Nehru Pharma City	Commercial-scale manufacture of non-potent & highly potent APIs	700,000 sq. ft. of built-up space with more than 300 multi-purpose reactors with a total capacity of 1,140KL	USFDA, TGA UKMHRA, KFDA, WHO-Geneva and PMDA approved
<b>2</b> 45 acre campus in Special Economic Zone at Atchutapuram	Integrated manufacturing site for API and Finished Dosage Forms	Pilot plant with 1 billion tablet/year capacity  Dedicated Metformin block with annual capacity of 2,500T	BfArM - Germany
<b>3</b> 40 acre campus in Jawaharlal Nehru Pharma City	Commercial-scale manufacture of non-potent APIs	80 reactors installed with a capacity of 605KL which is expected to be expanded to 715KL	WHO - Geneva, EU, USFDA approved
<b>4</b> 44 acre site in Non SEZ at Atchutapuram	API and Intermediate facility	Will be operational from July 2017	
<b>5</b> 8 acre site in SEZ at Parawada	Non-cytotoxic potent API facility	Will be operational from September 2016	

## Investors



a Subsidiary of Aptuit Holdings, LLC, a Welsh, Carson, Anderson & Stowe portfolio company

Aptuit (Asia) Private Limited



FIL Capital Management (Mauritius) Limited



Bluewater Investment Ltd

## Key Facts

**50+**

Number of R&D laboratories

**59**

APIs Commercialised

**130**

Patents filed till 2016

**100%**

DMFs contributing to top line

**2,200+**

Team

**190+**

Customers served

**₹ 910 mn**

Invested in R&D in 2015-16

# TAKING A CLOSER LOOK AT OPERATIONS

## Highlights 2015-16

### WHAT WE DID

We made progress towards our key strategic initiatives around the globe. We are well-positioned to deliver significant progress on our earnings and cash flow in the year to come and beyond.

### 1 GENERICS – API

- Introduction of Hepatitis C franchise brought significant business growth and long-term opportunity. This included equal profit sharing on formulation sales with a major formulation company, having both domestic and overseas marketing capabilities
- Expansion of the plants continued for API division
- Expanded product portfolio to several therapeutic segments like anti-diabetic, hypertension and cardiovascular



### 2 GENERICS – FDF

- Initiated development for 22 products
- Establishment of formulation facility — significant step for the next phase of Company's growth
- Integrated facility - API & FDF to offer significant benefits to partners
- Significant scope for expansion

### 3 INGREDIENTS

- Several natural extraction based products developed
- Steps initiated towards branded ingredients







## 4

### SYNTHESIS

- Established a fully owned subsidiary Laurus Synthesis Inc. in US



### Key priorities for the year ahead

**ADD BANDWIDTH TO MANAGE GROWING BUSINESSES**

**AUGMENT FURTHER ON A DIFFERENTIATED PORTFOLIO – DEVELOP MORE HIGH VOLUME/VALUE PRODUCTS**

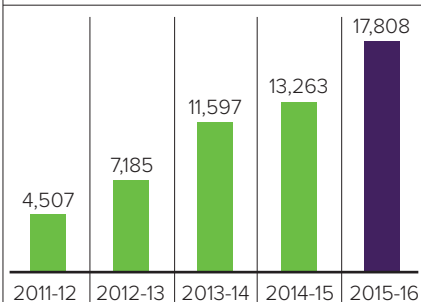
**QUICKEN THE TIME TO COMMERCIALISE PRODUCT APPROVALS**

**AUTOMATE AND SIMPLIFY PROCESSES**

**DELIVER STRONG AND CONSISTENT CASH FLOW**

# BUILDING FINANCIAL ROBUSTNESS

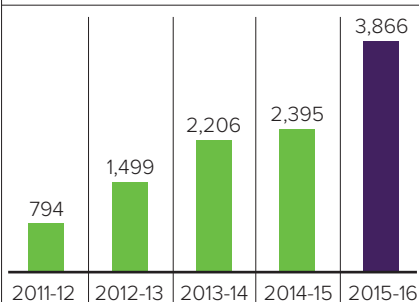
## Net Sales (₹ million)



**5 YEAR CAGR 32%**

The Net Sales grew from ₹ 13,263 million in 2014-15 to ₹ 17,808 million in 2015-16 showing a growth of 34%.

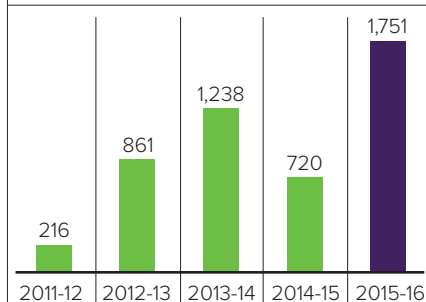
## EBITDA (₹ million)



**5 YEAR CAGR 37%**

EBITDA grew from ₹ 2,395 million in 2014-15 to ₹ 3,866 million in 2015-16 showing a growth of 61%.

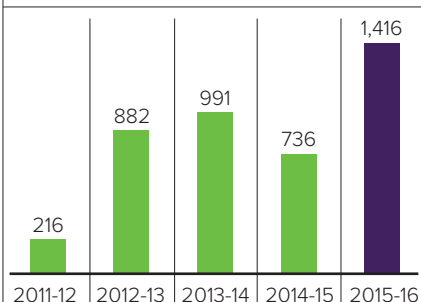
## Profit Before Tax (₹ million)



**5 YEAR CAGR 52%**

Profit before tax rose from ₹ 720 million in 2014-15 to ₹ 1,751 million in 2015-16 showing a growth of 143%.

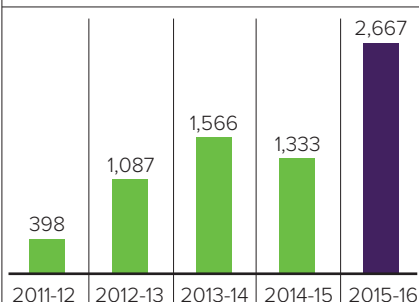
## Profit After Tax (₹ million)



**5 YEAR CAGR 46%**

Profit after tax grew from ₹ 736 million in 2014-15 to ₹ 1,416 million in 2015-16 showing a growth of 92%.

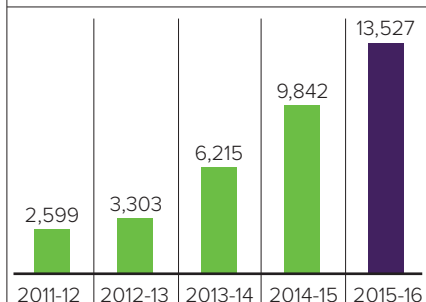
## Cash Profit (₹ million)



**5 YEAR CAGR 46%**

Cash Profit stood at ₹ 2,667 million in 2015-16 as compared to ₹ 1,333 million in 2014-15.

## Gross Block (₹ million)



**5 YEAR CAGR 39%**

Gross block addition stood at ₹ 13,527 million in 2015-16 from ₹ 9,842 million in 2014-15.