



# Suven Life Sciences Limited

Q1 FY2016 Earnings Presentation

# Risk Statement

Except for historical information, all of the statements, expectations and assumptions, including expectations and assumptions, contained in this presentation may be forward-looking statements that involve a number of risks and uncertainties. Although Suven attempts to be accurate in making these forward-looking statements, it is possible that future circumstances might differ from the assumptions on which such statements are based. Other important factors which could cause these statements to differ materially including outsourcing trends, economic conditions, dependence on collaborative partnership programs, retention of key personnel, technological advances and continued success in growth of sales that may make our products/services offerings less competitive; Suven may not undertake to update any forward-looking statements that may be made from time to time.

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**Company Background**



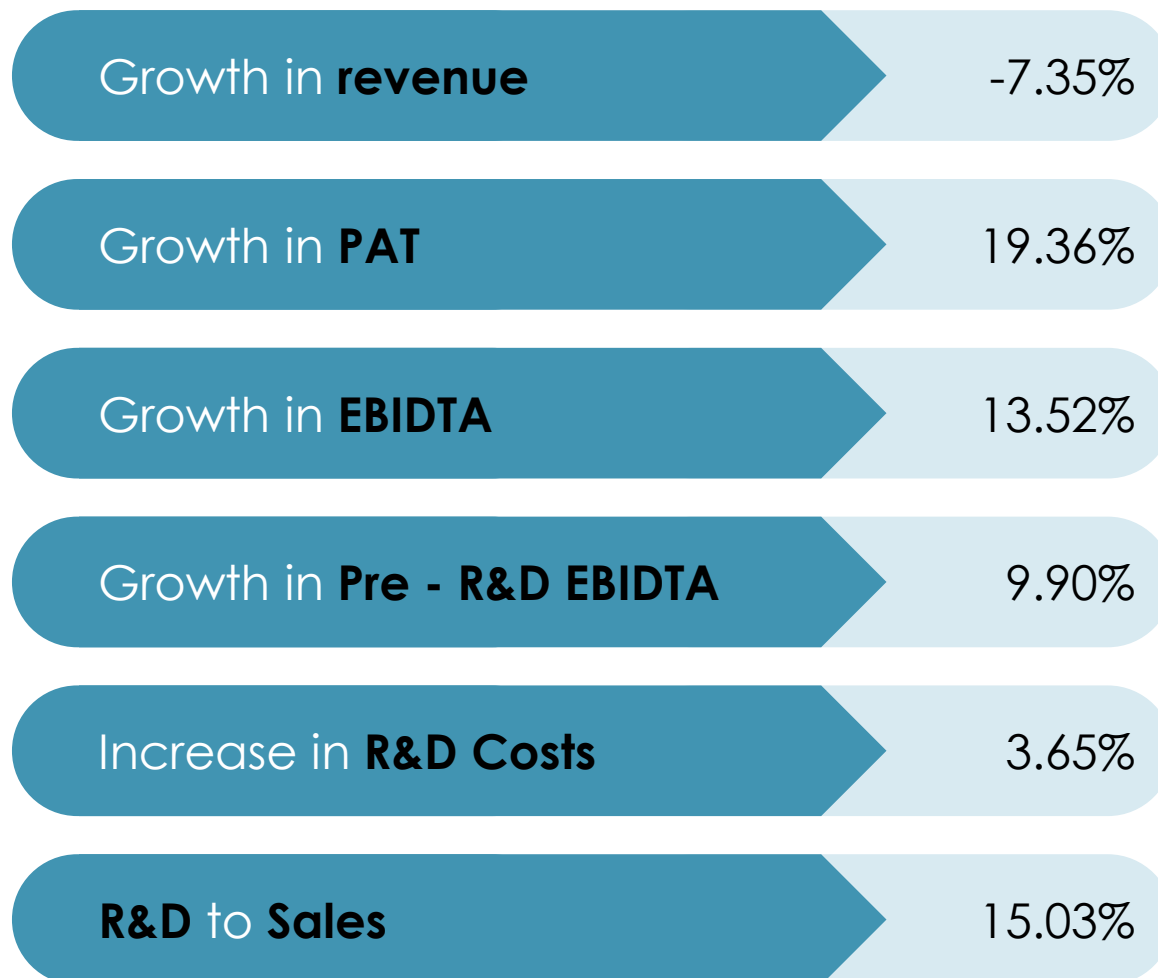
# Operation & Financial performance – Q1 FY16

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# Key Business Highlights

- SUVN 502 completed Phase 1b clinical trial under US-IND and preparation is underway for Phase 2a(POC) study on 537 patients in USA
- SUVN G-3031 – Completed SAD and MAD studies of phase 1 clinical trial under US-IND
- SUVN D-4010 – IND filed in USA
- Number of active CRAMS projects during Q1 FY16 – **111+3=114**
- The Board has authorised to create an overseas subsidiary with an initial investment of US\$ 25 Mn for clinical development and commercialisation of Suven pipeline and in-licensed molecules
- Suven presented new results and data presentations from its NCE portfolio at the Alzheimer's Association International Conference (AAIC) held at Washington DC in the month of July 2015
- Suven has **753** product patents for **26** inventions and **37** process patents for **7** inventions. These include the following received in Q1 FY16
  - Four Product Patents for its NCE's in China (CN103443093), Mexico (326651) and South Africa (2013/01143, 2013/06328) for the treatment of disorders associated with Neurodegenerative diseases
  - Three Product Patents in Israel (218525), Japan (5714729) and South Africa (2013/09100) for the treatment of disorders associated with Neurodegenerative diseases
  - Three Product Patents in Israel (198821), Macau (J/001515) and USA (9018231) for the treatment of disorders associated with Neurodegenerative diseases

# Financial Snapshot Q1 FY16

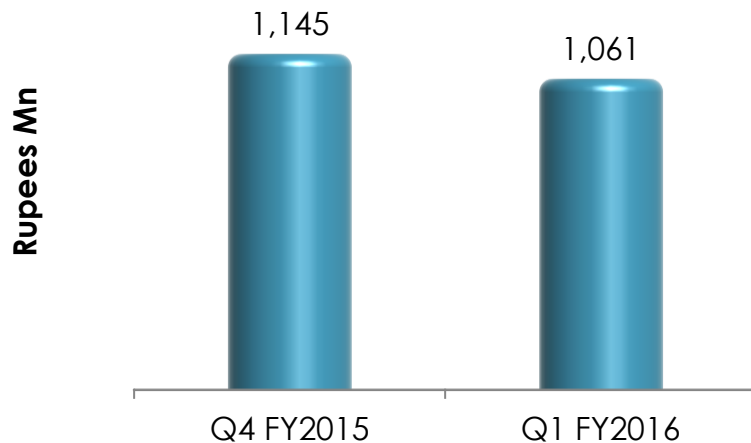


# Key Ratios Q1 FY16

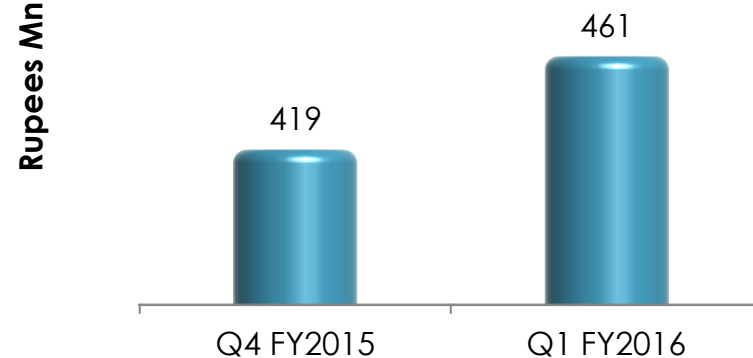


# Financials Q1 FY16

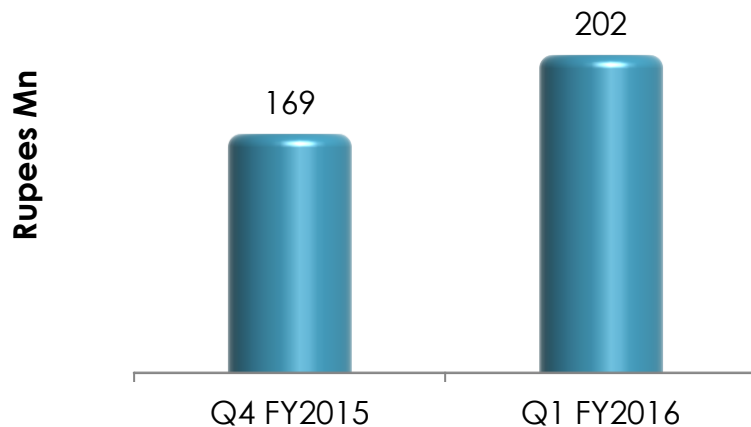
## Revenue



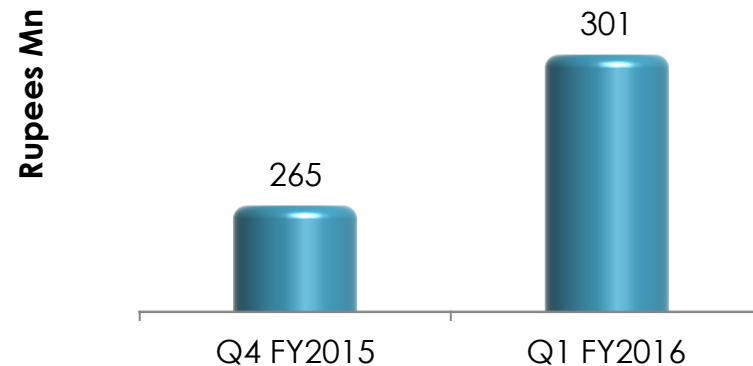
## Pre R&D EBITDA



## PAT



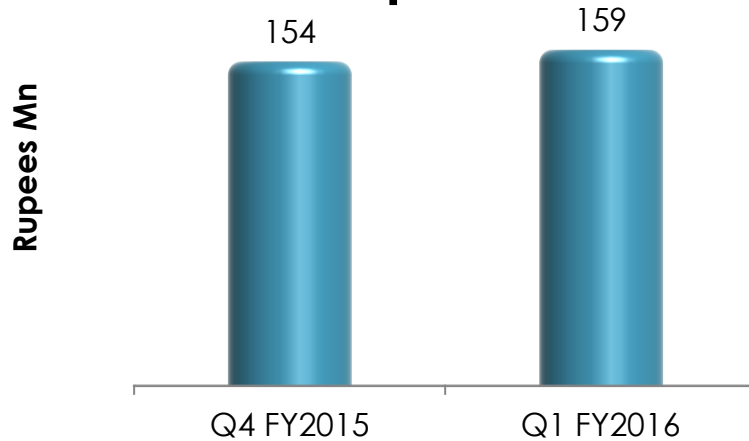
## Post R&D EBIDTA



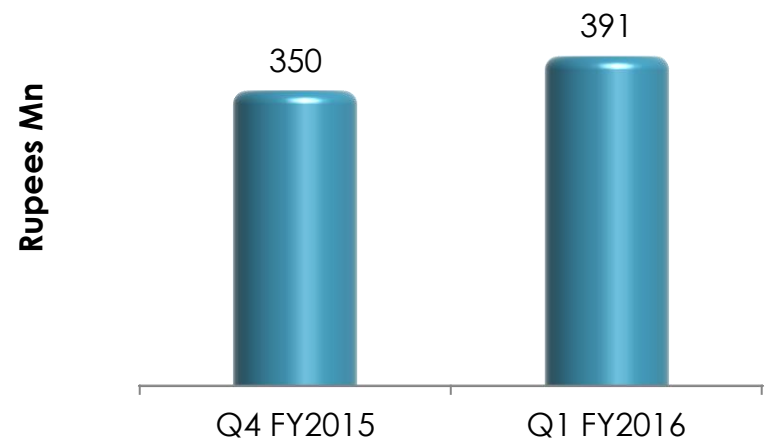


# Financials Q1 FY16

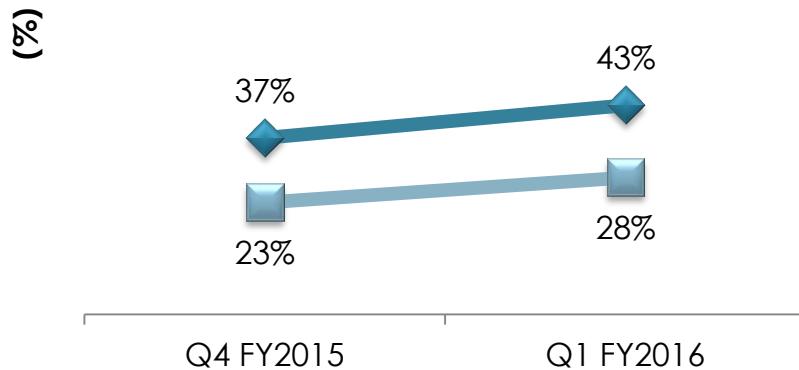
## R&D - Expenditure



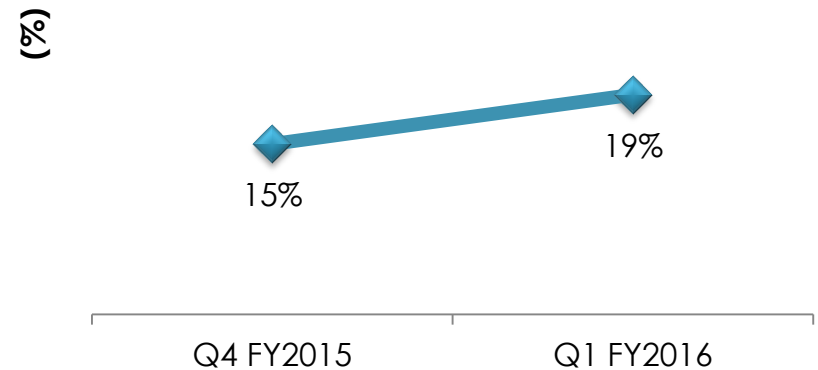
## Pre - R&D Cashflow



- ◆ Pre R&D EBIDTA Margin
- Post R&D EBIDTA Margin



## PAT Margins



# Financial Table – Q1 FY16

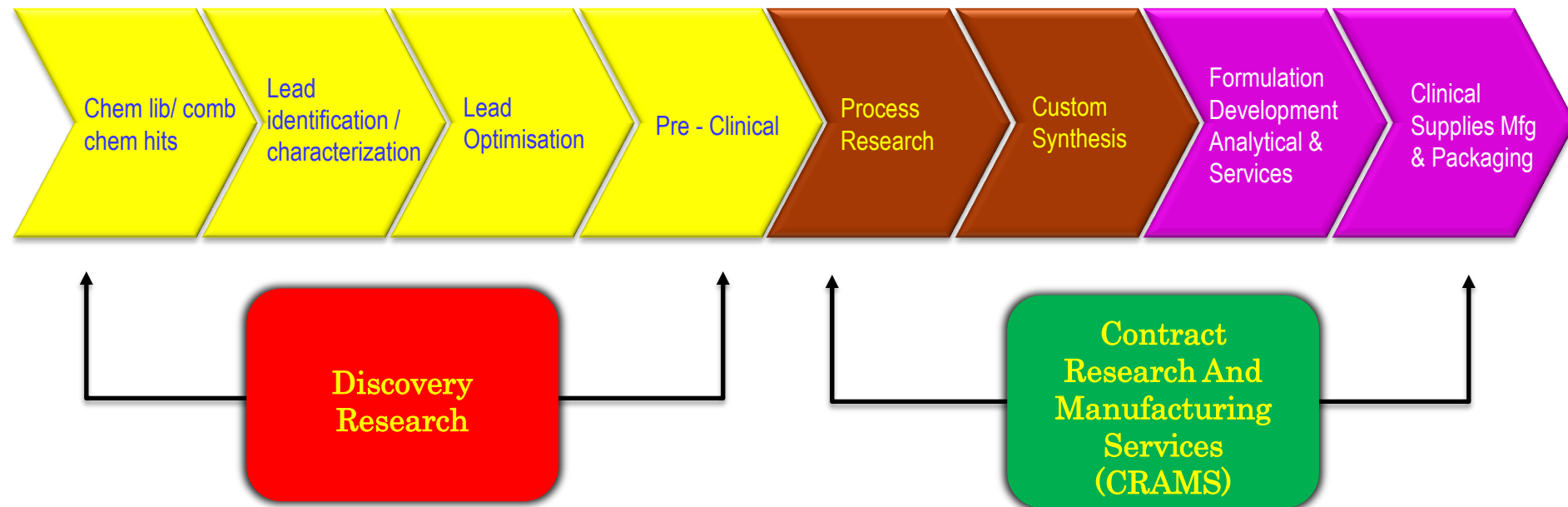
Quarter ended June 30' 2015	Q1FY16	Q4FY15	Q-o-Q Growth	Q1FY15	Y-o-Y Growth
	₹ Million	₹ Million	%	₹ Million	%
<b>Income</b>	<b>1,060.57</b>	<b>1,144.73</b>	(7.35)	<b>1,426.11</b>	(25.63)
Pre-R&D EBITDA	460.51	420.26	9.58	679.09	(32.19)
<b>Pre-R&amp;D EBITDA Margin</b>	<b>43.42%</b>	<b>36.71%</b>	-	<b>47.62%</b>	-
EBITDA	301.15	265.28	13.52	554.96	(45.74)
<b>EBITDA Margin</b>	<b>28.39%</b>	<b>23.17%</b>	-	<b>38.91%</b>	-
EBIT	272.10	258.625	5.21	525.13	(48.18)
<b>EBIT Margin</b>	<b>25.66%</b>	<b>22.59%</b>	-	<b>36.82%</b>	-
Financing costs	9.22	12.10	(23.74)	11.64	(20.76)
<b>Taxes</b>	<b>60.57</b>	<b>57.00</b>	<b>6.27</b>	<b>166.1</b>	(63.54)
Net Profit after tax	202.31	169.49	19.36	347.38	(41.76)
<b>NP Margin</b>	<b>19.08%</b>	<b>14.81%</b>	-	<b>24.36%</b>	-
EPS (basic & diluted not annualised)	1.59	1.41	12.77	2.97	(46.46)
<b>Paid up share capital One Rupee Share)</b>	<b>127.28</b>	<b>127.28</b>	-	<b>116.83</b>	-
Depreciation	29.05	26.70	18.70	29.84	(2.66)
<b>R&amp;D expenses</b>	<b>159.36</b>	<b>154.98</b>	<b>2.83</b>	<b>124.13</b>	<b>28.38</b>

# Company Background

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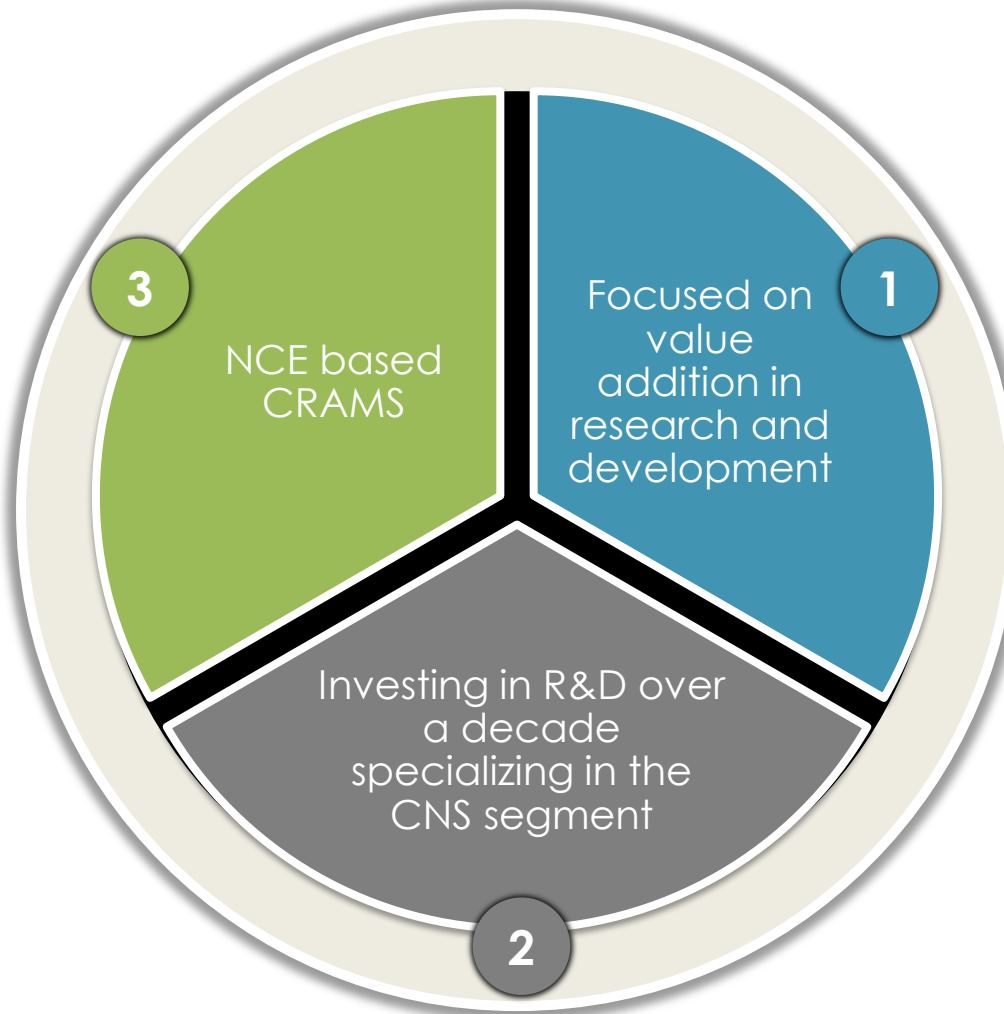


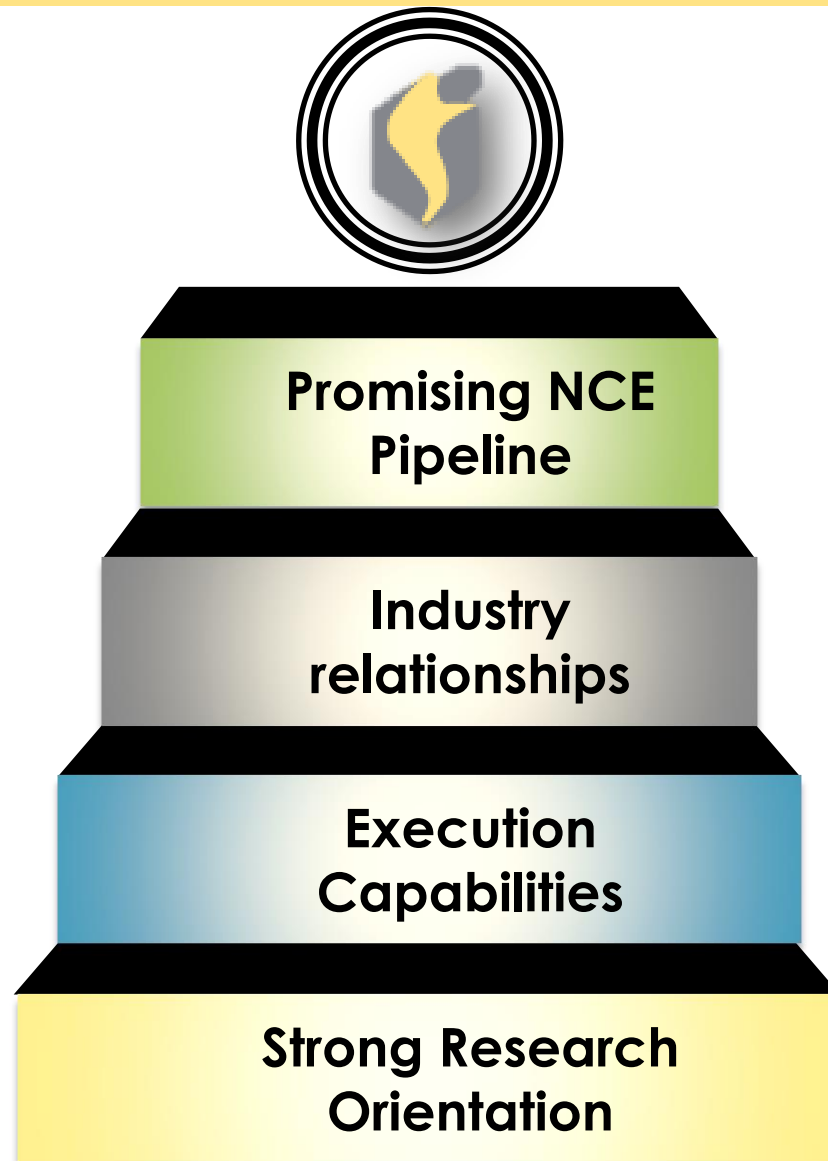
# Business Model



# Our Focus

**A full fledged bio-pharmaceutical solutions provider for global pharmaceutical companies**



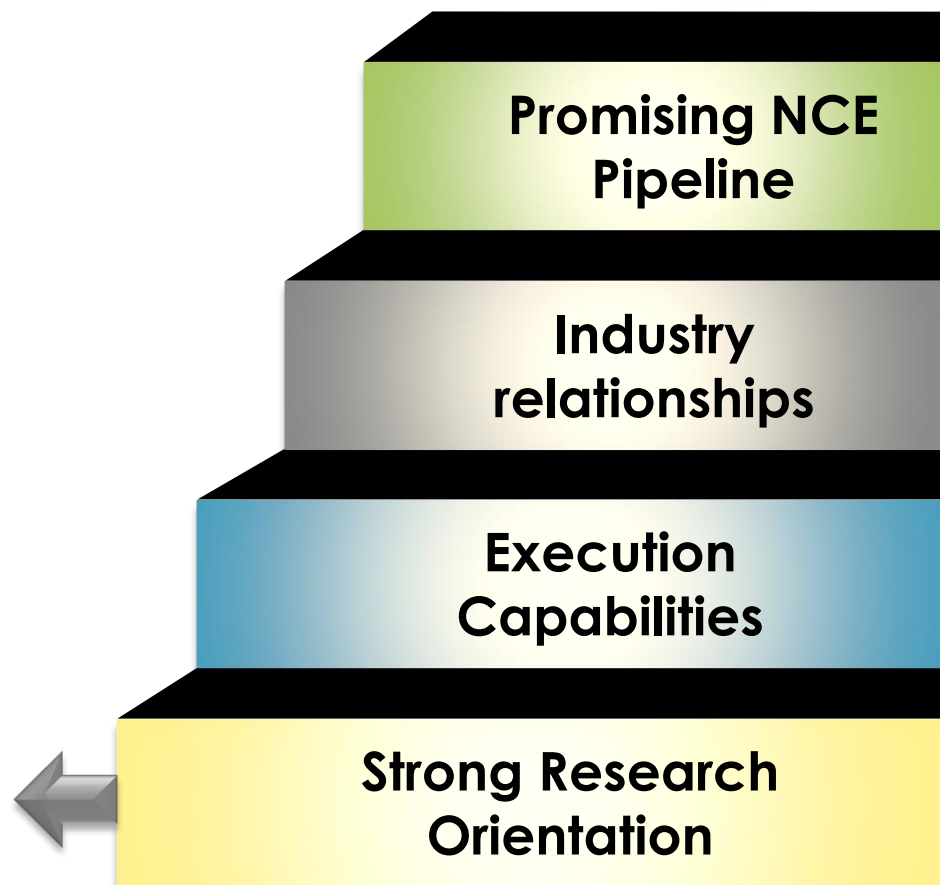


**Focus on driving quality research projects for clients**

# Business Drivers

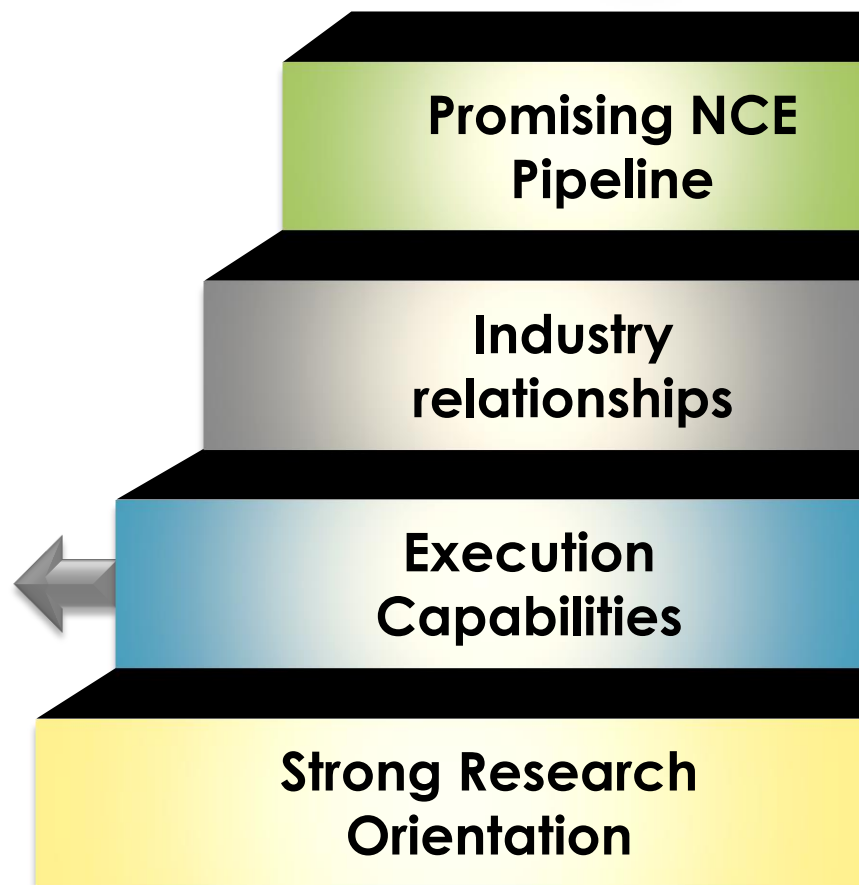


- Well qualified research team of 386 scientists of which 30 are PHD holders
- Promising NCE research pipeline of 13 molecules
- Undertaken over 736 CRAMS projects since inception
- Pioneer in CRAMS business – research to execution



# Business Drivers

- State of the art facilities located across India and US
- Present across the entire CRAMS value chain – intermediates & APIs
- Leveraging on research capabilities to delivering NCE research
- An integrated research service provider with unmatched capabilities in the CNS segment in Asia





# Multi Location Facilities

**Pashamylaram,  
Andhra Pradesh, India**  
**SUVEN API &  
Formulation Facility**

- 120 kL reaction volume
- 50L – 6000 L GL/SS (45)
- API Manufacturing
- Biopharmaceutical Research (GLP)
- Formulation R&D



**Banjara Hills, Hyderabad,  
India**  
**Corporate Office**



**Jeedimetla, Andhra  
Pradesh, India**  
**SUVEN R&D-Pilot Plant**

- Process Research
- Discovery R&D, Analytical R&D
- Killo lab, 30L CM Reactors (32)
- 50L – 4000 L GL/SS

**Suryapet, Andhra  
Pradesh, India**  
**SUVEN Intermediate Mfg.  
Facility**



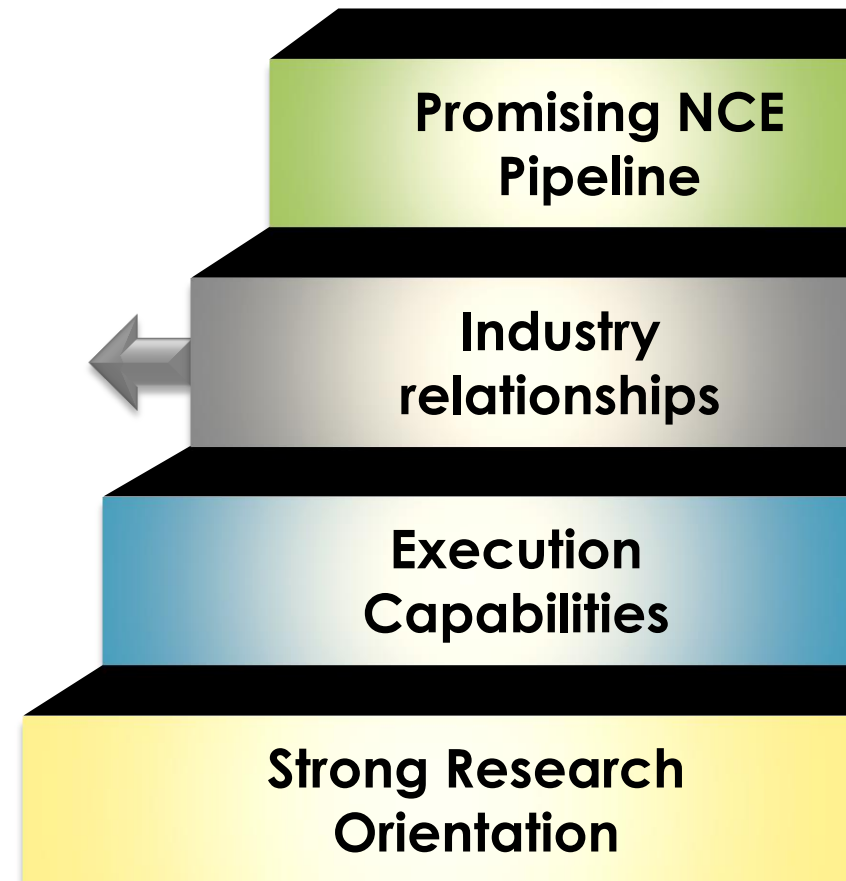
**SUVEN USA, New Jersey**  
**Business Office**

- Business Development
- Project Management
- Intellectual Property Management

# Business Drivers



- Repeat business owing to long standing relationships with MNC companies
- Long term commercial supply opportunity with the launch of product by global sponsors
- Working with innovator companies in developed markets having stringent regulations – reflection of our research skills
- Over 80% of revenues from US and Europe



# Our Relationships



R&D cost expensed out each year

Prudent utilisation of cash flows

Low debt

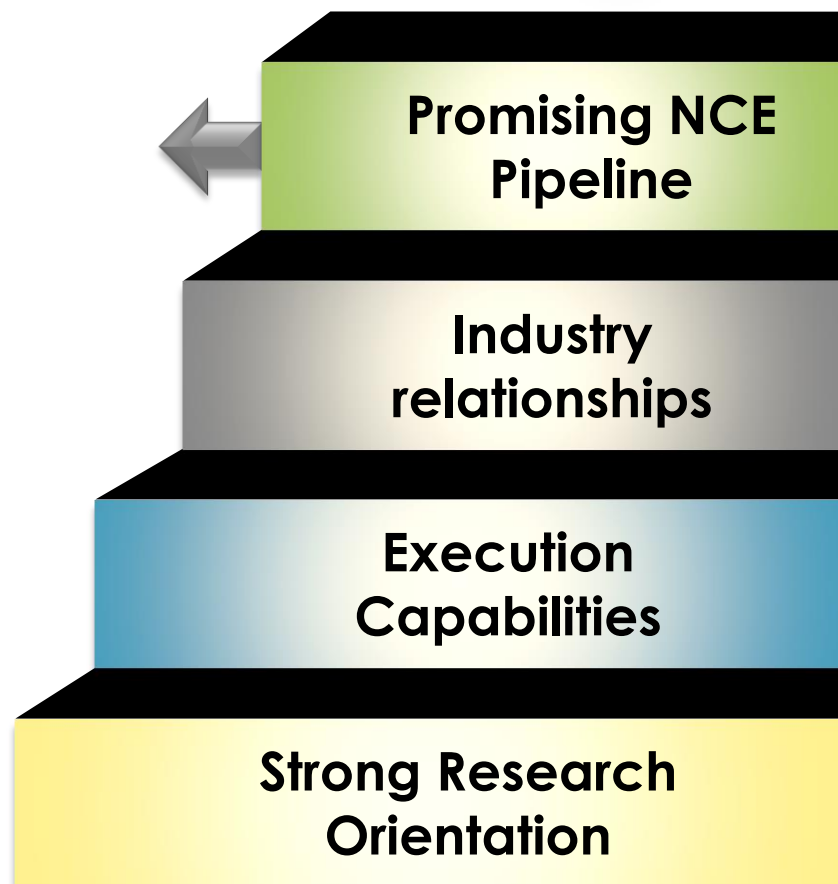
Shareholder value creation focus

Consistently dividend paying

# Business Drivers



- One of the few players in the world in the high value CNS segment research
- Built strong intellectual capabilities around the CNS segment since 2005.
- Globally CNS is the second largest and fastest growing segment
- A single successful molecule offers significant opportunity



## **Suven Life Sciences Ltd**

6/F, Serene Chambers  
Road No. 5, Avenue 7  
Banjara Hills  
Hyderabad 500034  
Tel: +91 40 2354 1142  
Fax: +91 40 2354 1152

## **For queries and requests, please contact:**

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Venkatraman Sunder, VP, Corporate Affairs

**Suven Life Sciences Ltd.**

Email: [vsunder@suven.com](mailto:vsunder@suven.com)

For more info: [www.suven.com](http://www.suven.com)

Gavin Desa / Rabindra Basu

**CDR - India**

Tel: +91 22 6645 1237 / 1248

Fax: +91 22 6645 1200

Email: [gavin@cdr-india.com](mailto:gavin@cdr-india.com)

[rabindra@cdr-india.com](mailto:rabindra@cdr-india.com)

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Thank You