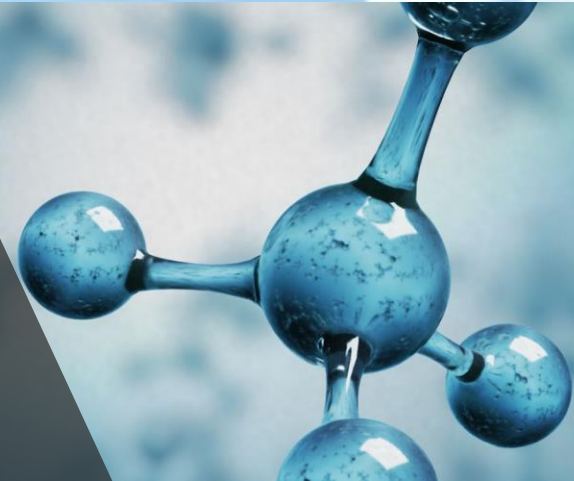




# SUVEN PHARMA

Earnings Presentation  
Q1 FY21





# Risk Statement

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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 Seven 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; Seven may not undertake to update any forward-looking statements that may be made from time to time.



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**Operation &  
Financial  
Performance  
Q1FY21**

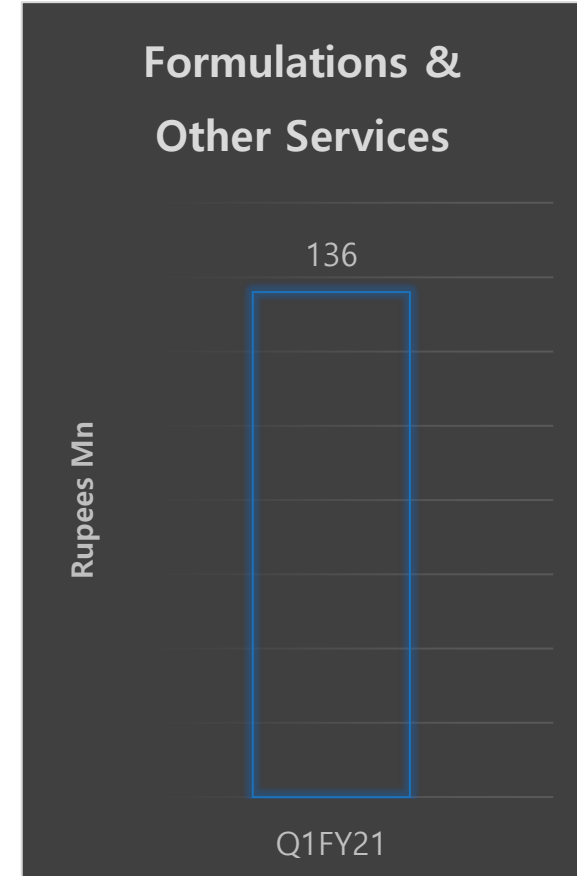
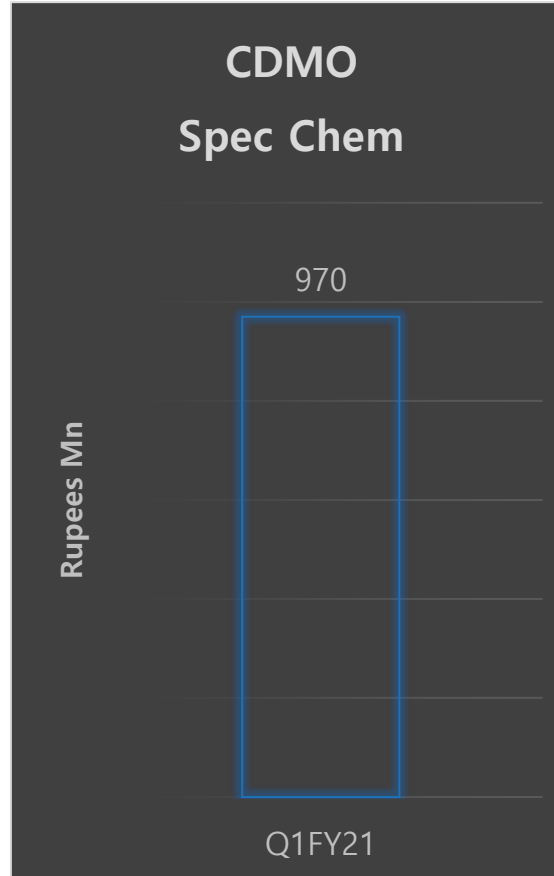
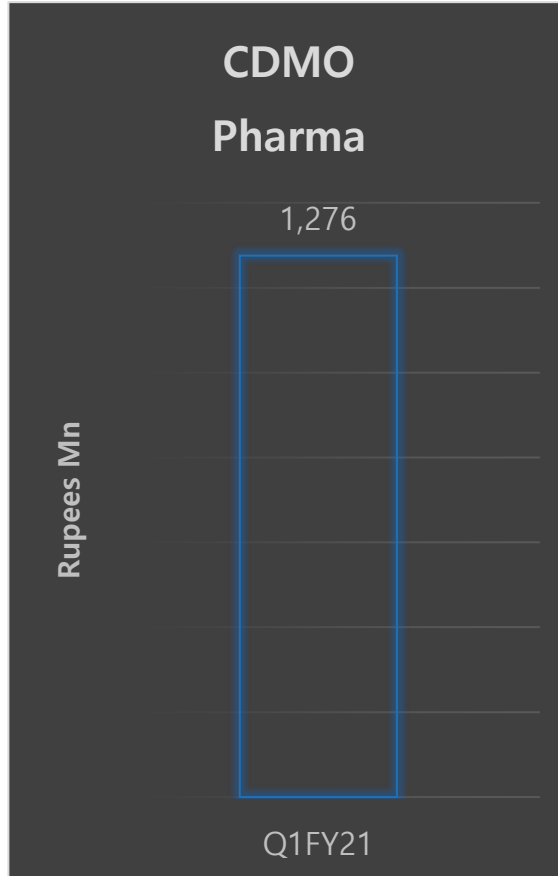
11

**Company  
Background**

# Operation & Financial Performance Q1 FY21

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# Businesswise data





# Financial Snapshot – Q1FY21

Q1FY21

Q1FY20

Growth in  
**Revenue**

28.34%

22.09%

Growth in  
**PAT**

52.57%

8.41%

Growth in  
**EBIDTA**

42.66%

12.33%

# Key Ratios

Q1FY21

Q1FY20

**PAT to  
Income**

33.29%

37.49%

**EBITDA to  
Income**

48.30%

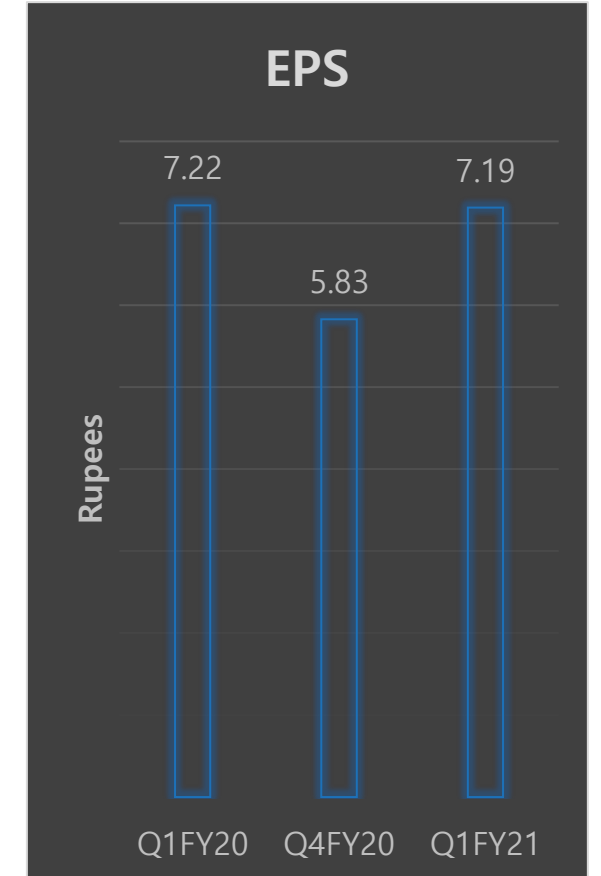
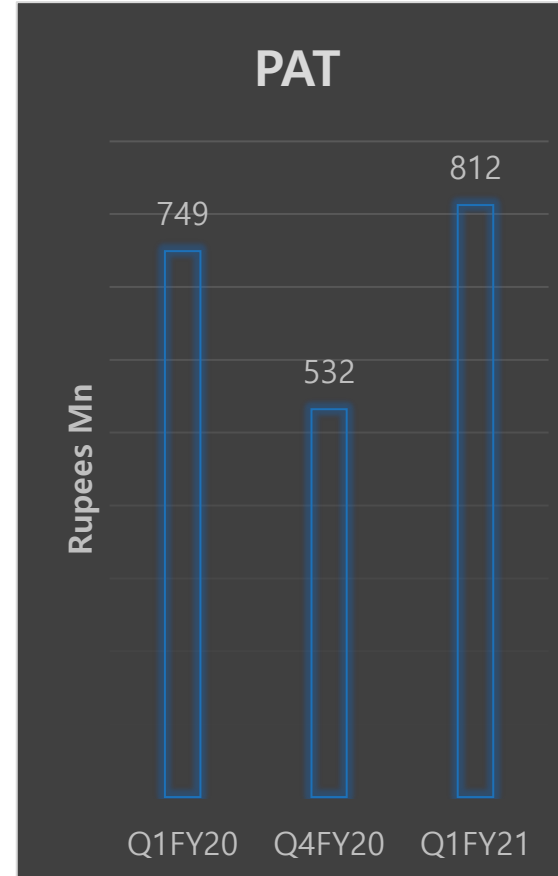
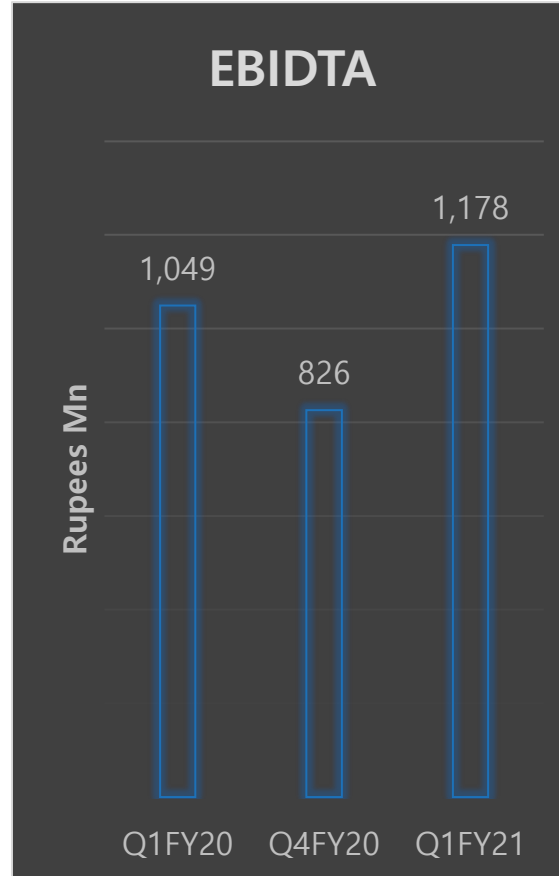
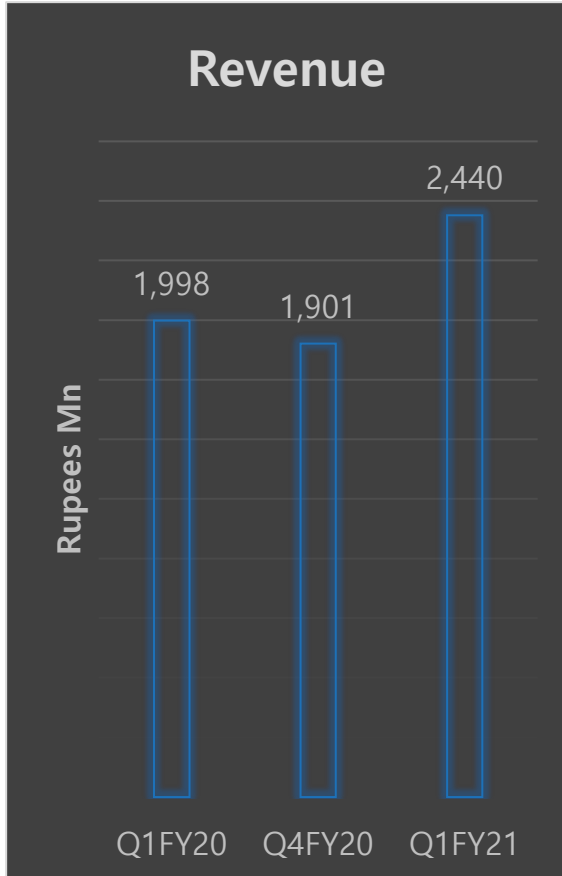
52.50%

**Cash Flow to  
Income**

36.19%

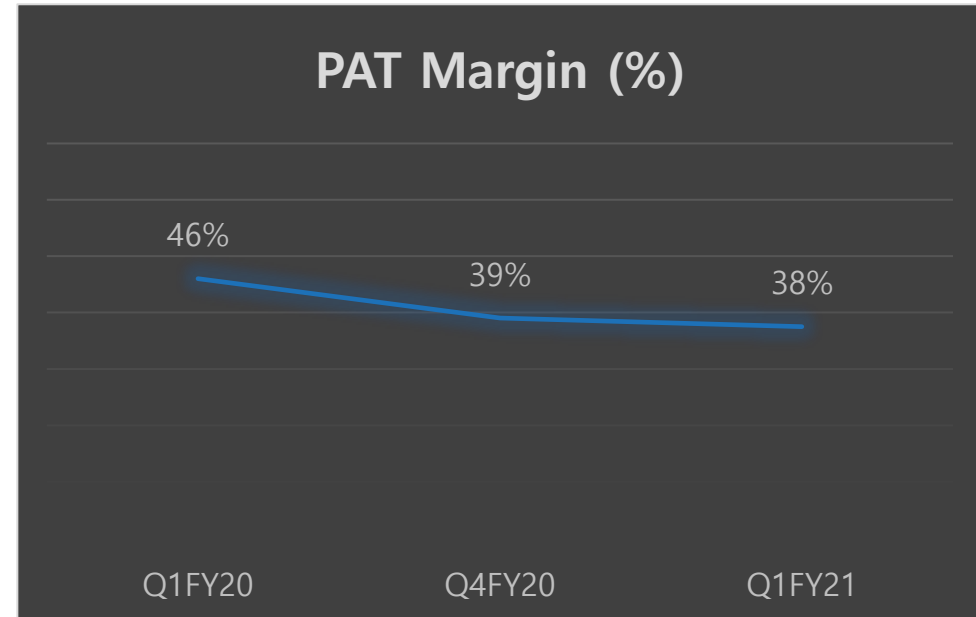
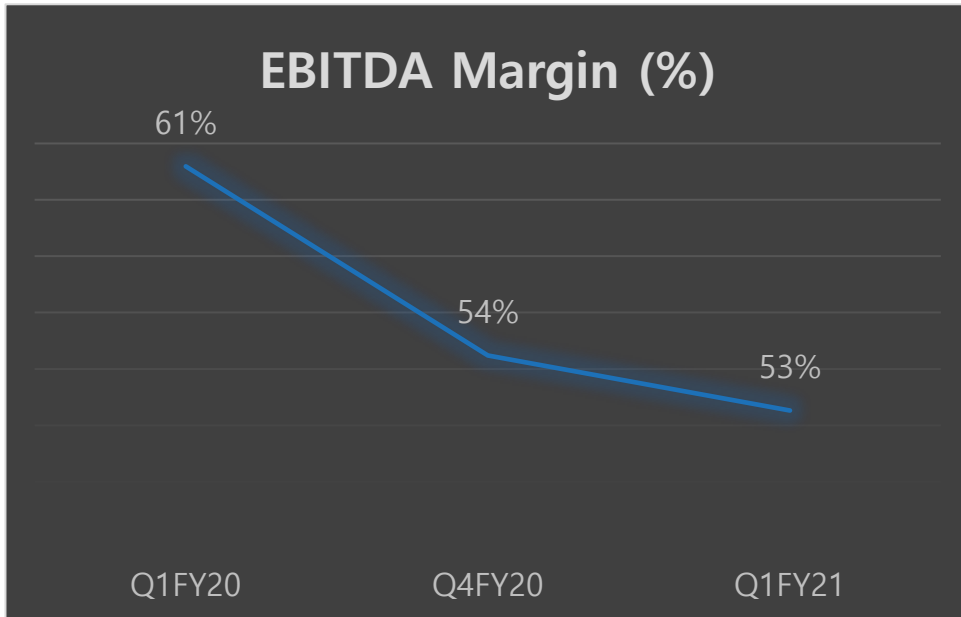
40.24%

# Financials Q1FY21





# Financials Q1FY21



# Financial Table – Q1 FY21

|   | Standalone              |                         |                      |                         |                      | Consolidated            |                         |                      |                         |                      |
|---|-------------------------|-------------------------|----------------------|-------------------------|----------------------|-------------------------|-------------------------|----------------------|-------------------------|----------------------|
|   | Q1 FY21<br>₹<br>Million | Q4 FY20<br>₹<br>Million | Q-o-Q<br>Growth<br>% | Q1 FY20<br>₹<br>Million | Y-o-Y<br>Growth<br>% | Q1 FY21<br>₹<br>Million | Q4 FY20<br>₹<br>Million | Q-o-Q<br>Growth<br>% | Q1 FY20<br>₹<br>Million | Y-o-Y<br>Growth<br>% |
| Quarter ended June 30' 2020             |                         |                         |                      |                         |                      |                         |                         |                      |                         |                      |
| Revenue                                 | 2,439.72                | 1,901.05                | 28.34%               | 1,998.36                | 22.09%               | 2,439.72                | 1,901.05                | 28.34%               | 1,998.36                | 22.09%               |
| EBITDA                                  | 1,178.47                | 826.07                  | 42.66%               | 1,049.13                | 12.33%               | 1,281.38                | 1,035.63                | 23.73%               | 1,222.69                | 4.80%                |
| EBITDA Margin                           | 48.30%                  | 43.45%                  |                      | 52.50%                  |                      | 52.52%                  | 54.48%                  |                      | 61.18%                  |                      |
| EBIT                                    | 1,107.83                | 756.43                  | 46.45%               | 994.16                  | 11.43%               | 1,210.75                | 965.99                  | 25.34%               | 1,167.72                | 3.69%                |
| EBIT Margin                             | 45.41%                  | 39.79%                  |                      | 49.75%                  |                      | 49.63%                  | 50.81%                  |                      | 58.43%                  |                      |
| Financing costs                         | 32.06                   | 72.04                   |                      | 34.42                   |                      | 32.06                   | 72.18                   |                      | 38.19                   |                      |
| Taxes                                   | 263.47                  | 151.99                  |                      | 210.48                  |                      | 263.47                  | 151.99                  |                      | 210.48                  |                      |
| Taxes to Profit                         | 24.49%                  | 22.21%                  |                      | 21.93%                  |                      | 22.35%                  | 17.00%                  |                      | 18.63%                  |                      |
| PAT                                     | 812.3                   | 532.41                  | 52.57%               | 749.25                  | 8.41%                | 915.22                  | 741.82                  | 23.37                | 919.04                  | -0.42%               |
| Net Profit Margin                       | 33.29%                  | 28.01%                  |                      | 37.49%                  |                      | 37.51%                  | 39.02%                  |                      | 45.99%                  |                      |
| EPS (basic & diluted not annualised)    | 6.38                    | 4.18                    |                      | 5.89                    |                      | 7.19                    | 5.83                    |                      | 7.22                    |                      |
| Paid up share capital (One Rupee Share) | 127.28                  | 127.28                  |                      | 127.28                  |                      | 127.28                  | 127.28                  |                      | 127.28                  |                      |
| Depreciation                            | 70.63                   | 69.64                   |                      | 54.97                   |                      | 70.63                   | 69.64                   |                      | 54.97                   |                      |

*On consolidation of the accounts of Suven Pharma, Inc., USA, wholly owned subsidiary, the PAT includes unrealised share of profit in Rising Pharma Holdings, Inc., USA, an associate company.*

*All figures are in INR Million, other than ratios and EPS*

# Company Background

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# Business Model



# Brief Profile

## BUSINESS OVERVIEW

- Integrated CDMO company with strong capabilities right from process research & development to late stage clinical and commercial manufacturing.

## KEY STRENGTHS

- Preferred global outsourcing partner with capabilities across the entire CDMO value chain.
- Strong chemistry skills.

## FINANCIAL OVERVIEW

- Consolidated Revenues, EBITDA and Adj. PAT of Rs 2440 Mn, Rs 1281 Mn and Rs 915 Mn in Q1-FY21.
- Strong balance sheet with D:E ratio of 0.12 as on Mar-20.

Suven is an integrated Contract Development and Manufacturing Operations company

Suven Life Sciences provides services to leading Global Life Science and Fine Chemical majors including Custom Synthesis, Process R&D, Scale Up and Contract Manufacturing of intermediates, APIs and formulations.

Since our founding in 1989, Suven has established its core competency in cyanation and heterocyclic chemistry, including pyrimidines, quinolones, thiazoles, and imidazoles, in addition to demonstrating our proficiency in Carbohydrate and Chiral chemistry including tetrahydrofurans, amino acids and sulfoxides from gram to multi-ton scale.

Suven effectively uses its expanding infrastructure and ability to collaborate, from route scouting and development through commercial manufacture, to provide a consistent and reliable partner throughout a product's life cycle.

Suven is dedicated to going beyond commitment and delivering R&D and Manufacturing solutions, with flexibility, quality, speed, and cost effectiveness.



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## Our Focus

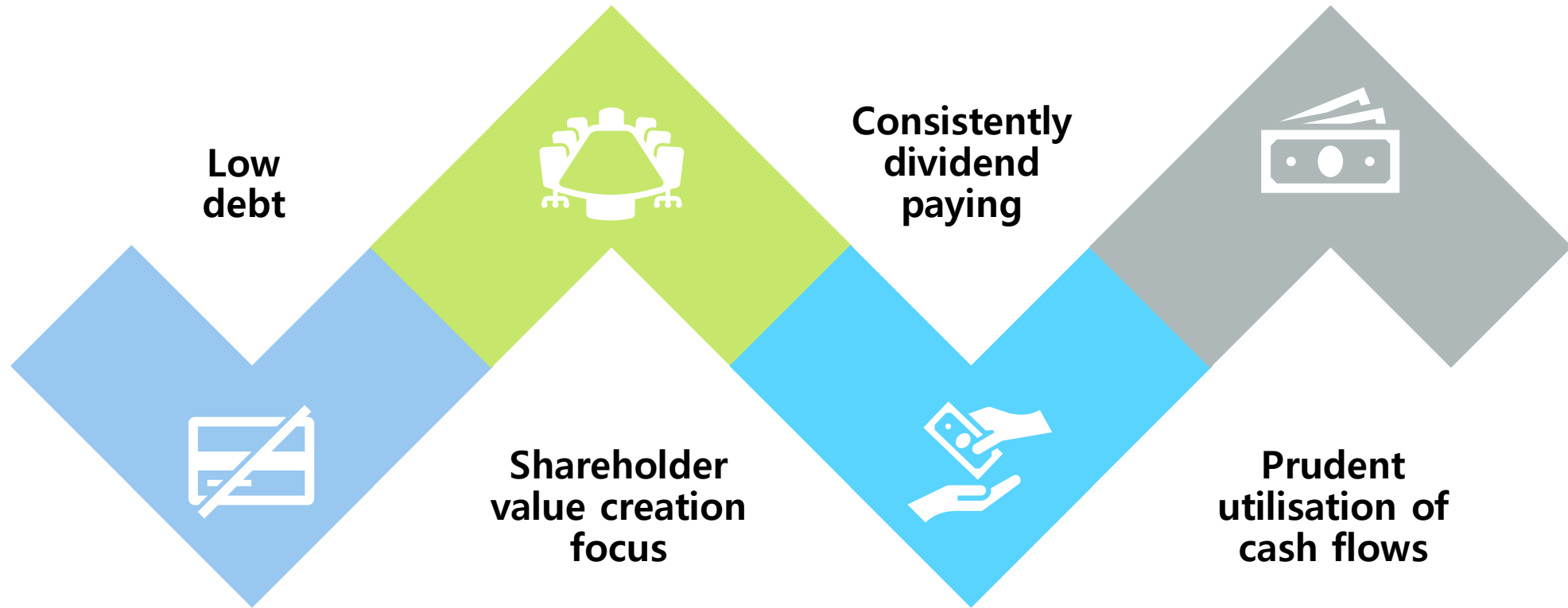
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**A full-fledged bio-pharmaceutical solutions provider for global pharmaceutical companies**



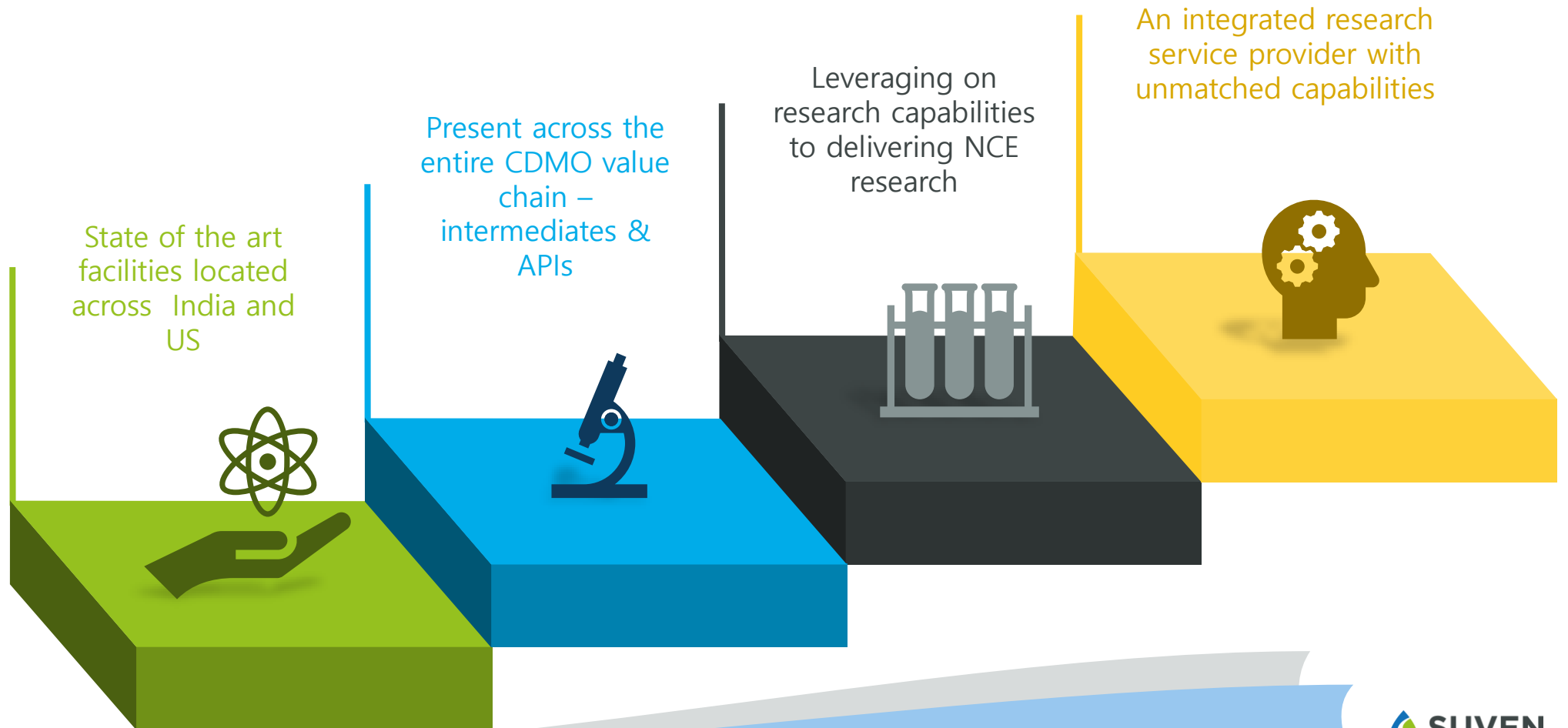
**NCE based  
CDMO**

# Financial Approach



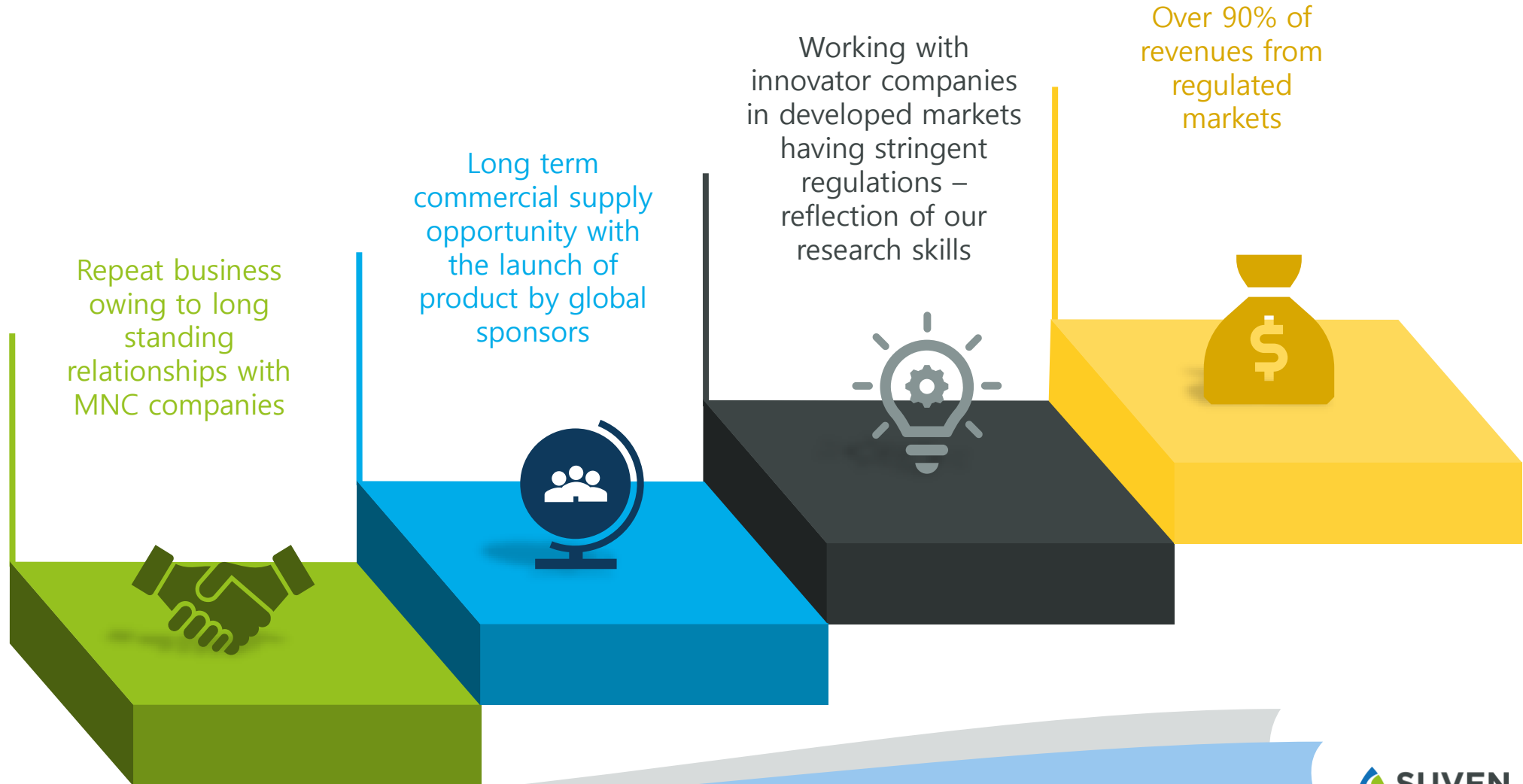
# Business Drivers

## Industry Relationship



# Business Drivers

## Execution Capabilities



# Multi Location Facilities

**Vizag, Andhra Pradesh, India**



- 307 KL reactor volume
- 3KL to 12KL Reactors
- GL/SS (45No's)
- API's/Advanced Intermediate's/CMO

**Pashamylaram, Telangana, India  
API & Formulation Facility**



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

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



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

**Jeedimetla, Telangana, India  
R&D–Pilot Plant**



**Suryapet, Telangana, India  
Intermediate Mfg. Facility**



- Business Development
- Project Management
- Intellectual Property Management

**USA, New Jersey  
Business Office**



- 300 CM reactors (93)
- 500L to 10 KL GL/SS
- GMP Intermediates

# Contact

## Suven Pharmaceuticals Ltd

# 8-2-334, SDE Serene Chambers,  
3rd Floor, Road No. 5, Avenue - 7, Banjara  
Hills, Hyderabad-500 034, Telangana, INDIA.

+91-40-2354-9414 /1142 /3311

info@suvenpharm.com

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

Venkatraman Sunder, VP, Corporate Affairs  
**Suven Pharmaceuticals Ltd**

**Email:** [vsunder@suvenpharm.com](mailto:vsunder@suvenpharm.com)

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

Gavin Desa / Rishab Barar

**CDR - India**

**Tel:** +91 22 6645 1237 / 1235

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





Thank You

