

Ref: Syn/CS/SE/IP/2021-22/Oct/09

#### **Syngene International Limited**

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F +91 80 6891 8808

CIN: L85110KA1993PLC014937

www.syngeneintl.com

October 20, 2021

To,	То,
The Manager,	The Manager,
BSE Limited	National Stock Exchange of India Limited
Corporate Relationship Department	Corporate Communication Department
Dalal Street, Mumbai – 400 001	Bandra (EAST), Mumbai – 400 051
Scrip Code: 539268	Scrip Symbol: SYNGENE

Dear Sir/Madam.

### <u>Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.</u>

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor Presentation for the quarter and half year ended September 30, 2021. The Company will use this presentation for any meeting scheduled with analysts or institutional investors up to December 31, 2021.

The above-mentioned Investor Presentation will also be available on website of the Company <a href="https://www.syngeneintl.com">www.syngeneintl.com</a>.

This is for your information and records.

Thanking You,

Yours faithfully,

For **SYNGENE INTERNATIONAL LIMITED** 

Priyadarshini Mahapatra

**Company Secretary and Compliance Officer** 

**Enclosed:** Investor Presentation.

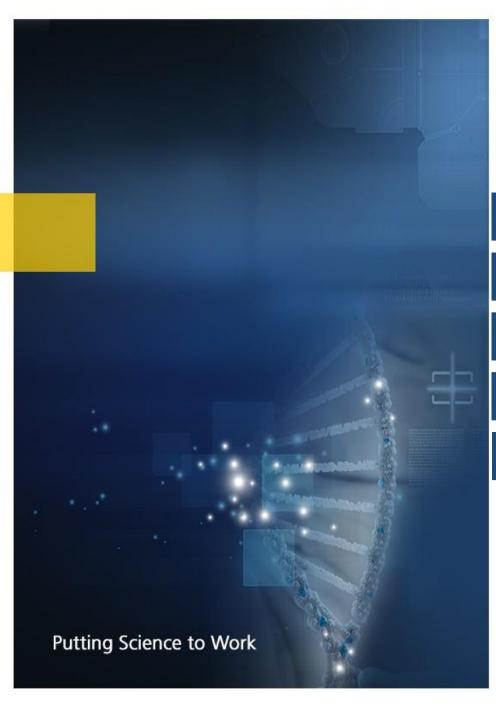


### Safe harbour

Certain statements in this release concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements.

Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India, business outlook of our clientele and their research and development efforts our ability to successfully implement our strategy, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global biotechnology and pharmaceuticals industries, increasing competition, changes in political conditions in India and changes in the foreign exchange control regulations in India.

Neither the company, nor its directors and any of the affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after this date or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.



# **Contents**

1	Operating and Financial Highlights
2	Syngene – Putting Science to Work
3	Company and Business Overview
4	Financials
5	Shareholding and Share Information



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### Q2 growth driven by positive performance across all divisions

All figures in Rs. Mn unless otherwise specified

### **Operating Highlights**

- Syngene's second quarter reflects positive performance from all divisions
- Discovery services saw positive demand for newer services like PROTACS and peptide synthesis, complemented by key client markets in the US and Europe beginning the process of returning to normal operations.
- In addition to the expansion of microbial manufacturing and capacity building in mammalian manufacturing, our client base in biologics manufacturing also expanded during the quarter
- Continued to manufacture remdesivir for COVID-19, under a voluntary licensing agreement from Gilead
- Key appointments made in executive and operating leadership during the quarter

#### **Q2 FY22 Financial Highlights**

- Revenue from operations increased by 17% year-on-year
- EBITDA growth of 12% year-on-year
- PAT\* growth of 9% year-on-year

<b>Total Revenue</b>	EBITDA
Rs. 6,231 Mn	Rs. 1,903 Mn

Profit After Tax \*
Rs. 920 Mn

EBITDA Margin at 31%

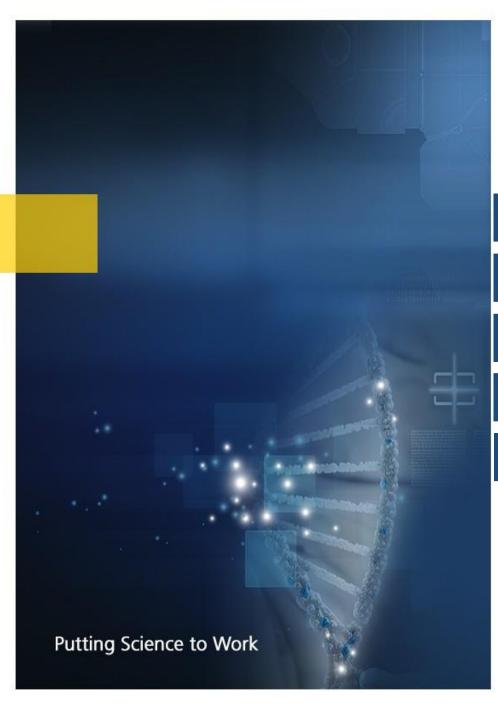
PAT Margin\* at 15%

P&L Summary	Q2 FY22	Q2 FY21	YoY Change
Revenue from operations	6,102	5,196	17%
Total Revenue	6,231	5,334	17%
EBITDA	1,903	1,695	12%
EBITDA Margin	31%	32%	
PAT before exceptional items	920	841	9%
PAT Margin	15%	16%	
PAT after exceptional item	667	841	-21%

P&L Summary	H1 FY22	H1 FY21	YoY Change
Revenue from operations	12,047	9,412	28%
Total Revenue	12,299	9,703	27%
EBITDA	3,676	3,093	19%
EBITDA Margin	30%	32%	
PAT before exceptional items	1,693	1,421	19%
PAT Margin	14%	15%	
PAT after exceptional items	1,440	1,421	1%

#### **Q2 FY22 performance:**

- Revenue from operations increased by 17% for the quarter compared to the previous year, with strong growth contributions across the business
- EBITDA for the quarter was higher by 12% as compared to the previous year reflecting careful management of costs. EBITDA Margins at 31% were impacted by higher raw material cost
- Profit after tax (before exceptional items) was up 9% compared to the previous year reflecting an overall strong performance for the quarter
- Exceptional item includes reversal of Rs 253 Mn of service export incentives(net of tax) in relation to FY20 due to Government notification in the quarter capping the incentives for the research and development services at Rs. 50 Mn per exporter.



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### **Putting science to work**



### Who we are and what we do

- Offering integrated research, development and manufacturing services to take projects from early discovery to commercial supply
- Working with clients from around the world to find solutions to their scientific challenges for small and large molecules while improving productivity, speeding up time to market and lowering cost of innovation
- Innovative culture driven by the expertise of a highly qualified team of 5,400+ employees and supported by state-of-the-art infrastructure and market-leading technology

### Syngene key facts and figures

All figures are as on March 31, 2021, unless otherwise specified



400+ active clients



**15 collaborations** with top 20 pharmaceutical companies



**450+ Patents**held with clients



**2 Mn sq. ft.** of World class infrastructure, qualified to meet international standards



4700+ talented team of scientists
Including ~490 PhDs



90% employees in 25-40 year age bracket



Rs. 22,489 Mn Revenue for FY21



Rs. 3,821 Mn
PAT for FY21
before exceptional gain



Rs. 35,634 Mn Capex Investment as on March 2021

### The Syngene advantage



Integrated service provider offering end-to-end drug discovery, development and manufacturing services on a single platform



Flexible and varied business models
To meet client requirements



#### International accreditations

OHSAS 18001, GLP, cGMP, AAALAC & CPCSEA Certified Facilities, CAP accreditation, ISO/IEC 27001:2013 accreditation



**Experienced in successfully managing large** relationships



**25+ years** of unparalleled experience



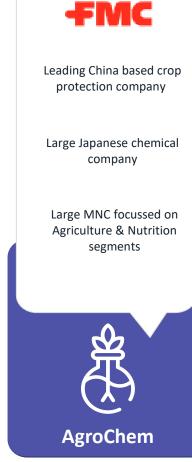
Talented & experienced scientific and techno-commercial teams with significant management bandwidth

### Our experience spans multiple industry segments and partnerships with global leaders across the world













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### **Biocon group and Syngene**

- **Biocon Limited**, founded in 1978, is an innovation-led global biopharmaceuticals company
- **Syngene**, a subsidiary of Biocon Limited, was established in 1993 as India's first Contract Research Organization Company has 25 years plus of unparalleled experience in novel molecule discovery, development and manufacturing services
- Biocon Biologics, another subsidiary of Biocon Limited, consolidates the development, manufacturing and commercialization operations of Biocon's biosimilars business

Integrated services:

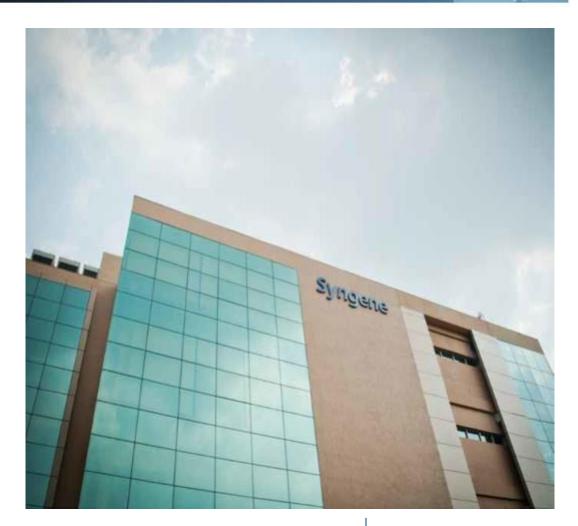
- Discovery
- Development
- Manufacturing sml/lg mol.s

Syngene

**Biocon** 

Biocon Biologics

- Product Based
- Biosimilars
- Formulations and Compounds
- Alternative Therapeutic Drugs



#### A Global CRO

- Integrated Drug Discovery, Development and Manufacturing service provider
- Small and large molecules, ADCs, oligonucleotides, PROTACs
- Listed on Indian Stock Exchanges (NSE and BSE)

#### **Values**

- **Integrity:** To be ethical, honest and transparent in all we do
- **Excellence:** To commit ourselves to the highest levels of scientific and operational excellence
- Professionalism: To practice the highest degree of professionalism by fostering individual accountability, reliability, continuous improvement and customer focus



#### **Our Vision**

To be a world class partner delivering innovative scientific solutions

#### **Quality Focus**

- Quality driven organization
- Excellent track record of compliance with global regulators
- US FDA, EMA and PMDA approved, GLP, GMP Certified, AAALAC Accredited facility
- Over 15 regulatory and 244 client audits in the last 3 years

#### **Track Record**

- Collaborations and partnerships to deliver numerous clinical candidates
- Delivery history for integrated CMC programs towards FIH and beyond

#### **IP Position**

- IP assigned to clients
- Strong track record of data integrity and security

Putting Science to Work

### Our journey so far

All figures in Rs. Mn unless otherwise specified

#### **Foundation**

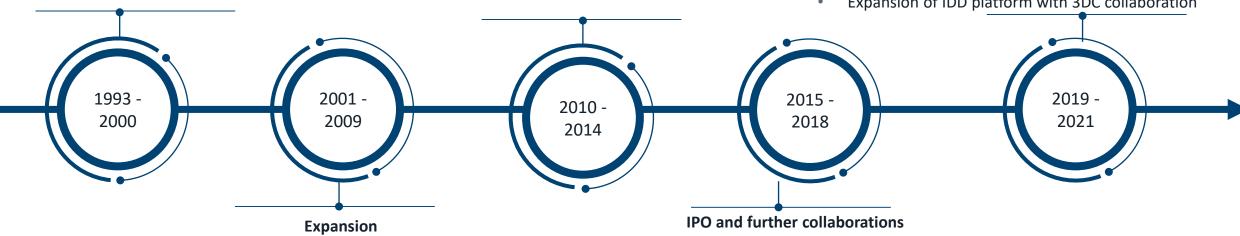
- Operations started
- Expansion of R&D Lab
- Granted 100% EOU status by the Government of India

#### Globalization and strategic collaboration

- Expanded into formulations development
- Contract with Endo Pharmaceuticals to develop novel anti cancer biological therapeutic molecules
- Collaboration with Baxter to set up a dedicated R&D center
- Extension of collaboration with BMS; Merger of Clinigene
- Crossed annual turnover of Rs. 5,000 Mn

#### **Consolidation and growth**

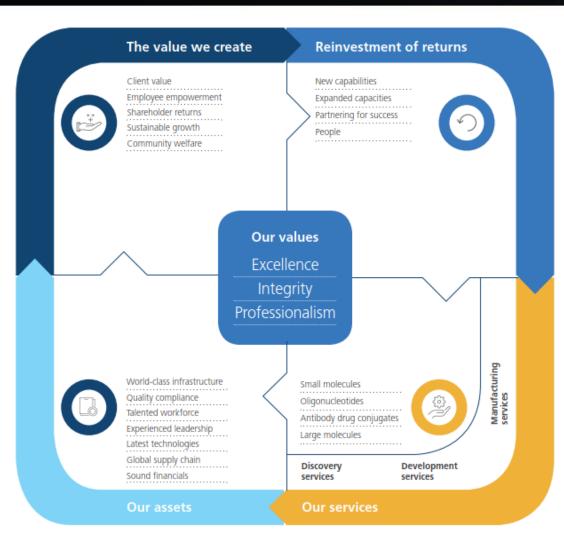
- Crossed annual turnover of Rs. 20,000 Mn in 2020
- Expanded collaboration with BMS until 2030; Baxter until 2024
- Expansion in Mangalore for commercial API mfg.
- Expansion in Biologics manufacturing facilities with microbial capabilities
- Laboratory capacity expansion in Hyderabad
- Expansion of IDD platform with 3DC collaboration



- Expanded service offerings to include chemical development, safety assessment, biologics development
- Collaboration with BMS to set up BBRC, Syngene's first dedicated R&D Center
- Crossed annual turnover of Rs. 1,000 Mn

- **IPO** and listing
- Collaboration with Amgen and Herbalife to set up dedicated **R&D** centers

### **Our Value Creation Model**



#### **Assets**

 Solid foundations based on extensive laboratory infrastructure, technology investments, skilled workforce, strong leadership, and financial strength

#### **Services**

 Deploying asset base to offer integrated services across scientific discovery, development and manufacturing tailored to the requirements of every project

#### Value we create

 Creating value for clients by delivering innovation while providing both time and cost-to-market benefits. Business activities also enable value creation for our employees, shareholders and the community at large

#### Reinvestment

Continued investment in additional capacity and new technology to maintain pace as science evolves

### Strong track record of growth and profitability

All figures in Rs. Mn unless otherwise specified

3,821

FY21

**Putting Science to Work** 

3,316

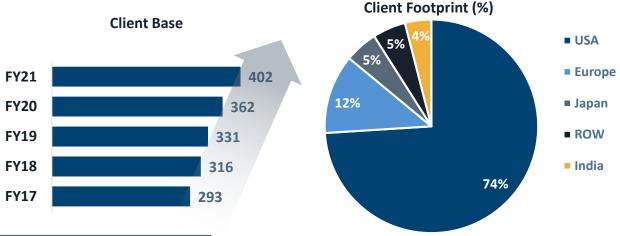
FY19

FY20

3,054

FY18

- Growth driven by increase in sales from existing clients and acquisition of new clients
- Strategy to extend client relationship over a longer period of time, with continuous focus on client satisfaction
  - Growth in total number of clients
  - Increase in average revenue from largest clients
  - Increase in number of services offered to clients





### Multiple levers for growth going ahead

#### **Expand/Extend Existing Clients**

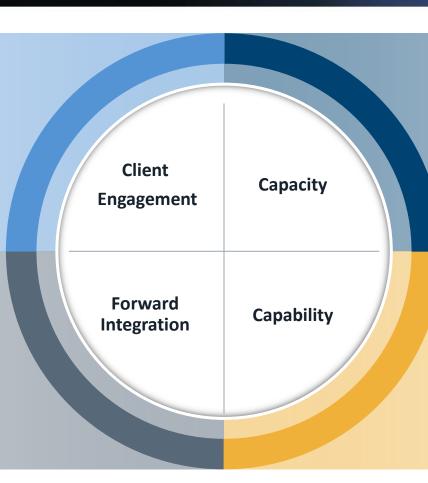
- High service integration
- Dedicated centers model

#### **Engage New Clients**

 Tailored service offerings and dedicated personnel

# Moving from CRO to CRAMS with commercial manufacturing

 "Follow the molecule" by expanding into commercialisation



#### **Capacity Expansion**

- Consistent investment
- FTE services, manufacturing, formulation, biologics, stability

#### **Capability Additions**

- New capabilities across multiple domains incl. the allied sectors
- Stability, analytical and bio-analytical services, viral testing, Oligonucleotide bioinformatics
- New platforms: siRNA, ADC, CAR-T,PROTACs

### **Our divisions**

# **Discovery Services**

Engaged in early-stage research, from target identification to delivery of drug candidates for further development

Capabilities include Chemistry, Biology, Safety Assessment, and Research Informatics for small molecules; recombinant DNA engineering, cell line development, Next Generation Sequencing, and protein sciences for large molecules

# **Development Services**

Engaged in activities from preclinical to clinical trials, including drug substance and drug product development, and associated services to demonstrate the safety, tolerability, and efficacy of the selected drug candidate, cGMP compliant manufacturing of clinical supplies, and registration batches for small molecules

# Manufacturing Services

Engaged in the manufacturing of small and large molecules for commercial supplies through cGMP-compliant facilities, a state-of-the art API manufacturing campus and a biologics manufacturing facility

# Dedicated R&D Centers

Dedicated R&D facilities for strategic clients providing exclusive access to research teams, infrastructure, and project management to support the client's R&D requirements.

### **Our collaboration models**



#### **Dedicated R&D Labs**

- Dedicated scientific and support teams work exclusively on the client's project
- Clients are provided with customized and ringfenced infrastructure
- Long-term strategic alliances that last usually five years or more



#### FTE

- Pre-defined numbers of scientific personnel from pre-determined disciplines work full-time on client projects
- Deliverables and team composition evolve as the project advances
- Agreements are typically renewed annually



#### **FFS**

- Client collaboration to deliver agreed services within a defined scope.
- Flexible, on demand personnel and research infrastructure deployed to achieve the project objectives
- Engagements may be short or longterm

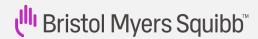


#### **Risk-reward**

- Across a portfolio of stage gatedriven research projects
- Client benefits from reduced upfront payments in exchange for significant success-based milestone payments against pre agreed criteria

... and are open to any single or combination of above

# Our dedicated R&D centers exemplify the success of our long-term strategic alliances





>600 scientists

300,000+ sq. ft. laboratory space

Largest R&D Center in Asia for BMS (est.d 2009). Contract till 2030

Integrated drug discovery and development in multiple therapeutic areas, including cardiovascular, fibrosis, immunology ,oncology, translational medicine and pharmaceutical development

Produced >10 drug candidates for further study and advanced new compounds for first-in-human studies

### Baxter



c. 200 scientists

70,000 sq. ft. laboratory space

Dedicated R&D Center in India for Baxter (est.d 2013). Contract till 2024

R&D activities centred on product and analytical development, preclinical evaluation in parenteral nutrition and renal therapy

Collaboration expanded to include microbiology research and preclinical assessment projects for medical devices

Delivered four new product development projects for registration in the US and European Union markets.

### **AMGEN**®



c.170 Scientists

**60,000 sq. ft.** laboratory space

Exclusive R&D Center for Amgen Inc. in India (est.d 2016)

Focus on medicinal & process chemistry, biologics, bioprocess, drug metabolism, pharmacokinetics, bioanalytical research and pharmaceutical development

Operational excellence initiatives were introduced to improve productivity across functional areas.





8 scientists

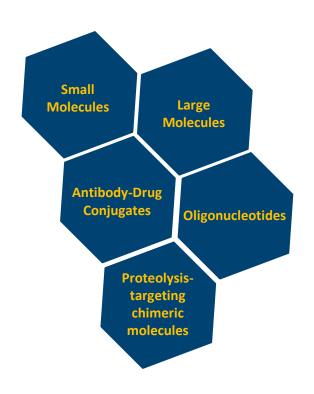
**3,200 sq. ft.** laboratory space

Herbalife's 1st Nutrition Research and Development Lab in India (est.d 2016)

Dedicated Center houses cGMP formulation lab to support product testing, sampling and end-product development

Focus on product development, sensory evaluation and testing, scientific content writing, project management, formulation development, analytical service, stability study, other related services

# Our end-to-end platform enables us to be a 'one-stop-shop' for discovery, development and manufacturing (small and large molecules)



Discovery	Development	Manufacturing
Chemistry	Drug Substance	Clinical Supplies
	Drug Product	Clinical Supplies
Biology	Integrated Drug Substance – Drug Product	НРАРІ
Safety As	Specialty Molecules	
Integrated Drug Discovery	Integrated Drug Discovery  Human Pharmacology Unit (Phase 1)	
, , , , , , , , , , , , , , , , , , ,	Bio Analytical Lab (Large Molecules)	Commercial Supplies
Therapeutic Antibody Discovery and Engineering;	Stability Services	
Cell Line Development	cess Characterisation, Clinical bial and Mammalian)	
Research Informatics: Bioinform dossiers, systems modeling		

### **Discovery Services: From target to a drug candidate**

**Candidate Lead optimisation Development** Hit to lead selection Candidate Candidate Development Selection 5 Lead Compounds^ Exploratory PK, Tox and Developability Assessment 20 Lead In-Vivo DMPK Profiling, Compounds^ CADD 500 Lead Generation of focused Compounds^ library and further Interdisciplinary activities: Integrated approach screening Comprise of Chemistry, Biology, Toxicology and Bioinformatics Assay development services for both small and large molecules and in-vitro screening for ADME/T profiling Client deliverables can be a compound(s), process(es) or a report Primarily FTE engagements with high renewability 20 Scaffold synthesis and diverse Library of 5,000

compounds for each scaffolds

### **Development Services**



- Encompass activities across multiple disciplines as a molecule moves from preclinical to clinical trials
- Key activities include:
  - Drug substance development (process R&D and optimisation)
  - Drug product development (pre-formulation and formulation development)
  - Allied services (stability services, viral testing, bioanalytical)
- Primarily FFS engagements which increase in volume/scale over time

### **Manufacturing Services**

### **Small Molecules**



- State-of-the-art cGMP (Current Good Manufacturing Practices) and GMP(Good Manufacturing Practice) facility to manufacture new chemical entities (NCEs)
- Designed to support multi gram to 100s of kgs/ batch of Intermediates and APIs for clinical trials
- New greenfield investments in Mangalore to support larger commercial scale requirements



Syngene's API manufacturing facility at Mangalore

### **Biologics**



- Mammalian and microbial capabilities
- Can support early stage, late stage and commercial launch supply requirements in mammalian
- Capacities to support large volumes for late stage clinical requirements



Syngene's USFDA approved manufacturing facility at Bangalore

Putting Science to Work

### Backed by extensive world class infrastructure

**HQ Campus** – 90 Acres in Bangalore where most of Syngene's capabilities are housed today



**Biologics Expansion:** HQ Campus Biologics Manufacturing Plant Scale: Mammalian-~100-2000L Microbial -~200-500L **R&D Expansion:** Genome Valley, Hyderabad, India commenced operation in Aug 2019 ♠



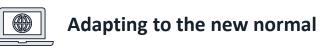


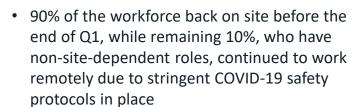
API Mfg Expansion: Commercial Manufacturing to support product launch in Mangalore, India - Commenced operation in March 2020; Capacity: ~70KL; Reactor size: 2-12KL

# Agile and experienced workforce supported by our commitment to continuous learning

~5,400 strong pool of employees

Environment that engages our employees and enables them to grow







#### Fostering inclusion and diversity

 Equal opportunity employer, proactively promoting inclusion and diversity across our workforce to get the best talent mix



# **Encouraging development of life** skills and technical expertise

 Internally developed training modules tailored to our business and the specific needs of our employees



### **Enriching talent pool**

 Started Syngene Training Academy (STA) to make the transition smoother for new campus hires and equip them with essential skills

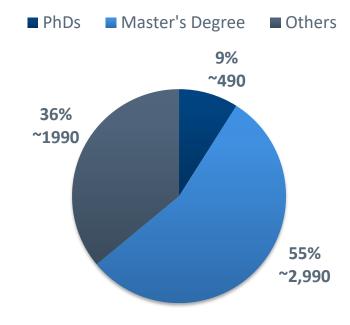


#### **Celebrating leaders and leadership**

- Bringing out leadership qualities in people and celebrating leaders is one of the key focus areas.
- Key leadership and development interventions include Emerging Leaders Development Program (ELDP), People Managers Forum and Leadership Excellence and webinar series.

**24%** female employees vs 16% in FY16

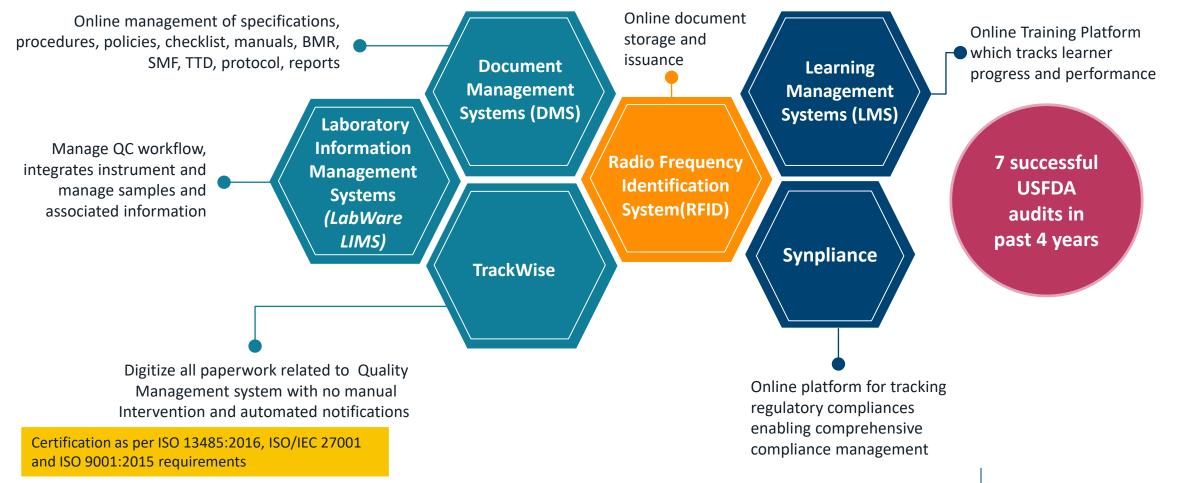
# 4700+ scientists delivering quality output and creating competitive edge





### Harnessing digitization and automation

### Generating reliable and retrievable data by using advanced technology platforms.



### Strategic Sourcing – agility and resilience that makes a difference

Our dedicated Strategic Sourcing professionals have the expertise and experience to work closely with our global supplier base to ensure timely delivery of supplies for smooth operations of the company, while ensuring strict adherence to quality and regulatory compliances



### Procurement transformation

- Optimized demand forecasting, ordering and delivery on a just-in-time basis
- Building deep understanding of products markets and suppliers to obtain optimum pricing
- Improving speed of order processing and turnaround times



#### Digitalization

Increased transparency, efficiency, and traceability in the procurement lifecycle with process automation



## Al based automation

 Started the implementation of Alenabled robotic process automation (RPA), covering both GMP and non-GMP materials and services.

#### Maintaining strong resilience during pandemic ....



Agile supply chain management resulted in minimal interruptions for our scientific activities



410 exports and 1,640 imports to and from US, EU, and China during the lockdown period in India (March 23, 2020 to May 31, 2020)



Supply of all chemicals and reagents to set up our COVID-19 testing center within the fastest possible timeline

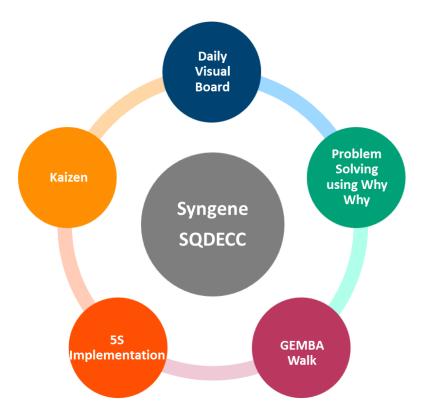


Rapid sourcing of PPE and other protective equipment to allow employees to work safely during the pandemic

### Operational excellence is a way of life

**Black belt Certification 29 Nos Build capability Green Belt Certification** 188 Nos Create culture of excellence White Belt Certification (Function wise) 4698 Nos Kaizens 2135 Nos Centralized **OU** metrics dashboard project life cycle (Dashboard & MIS) **Balanced score card** 

- Syngene rolled out the SQDECC\* continuous improvement program organization-wide to engage all employees to improve operational efficiency and effectiveness metrics
- 96 Lean daily management boards across organization focusing on world class practices and continuous improvement



### Led by a globally experienced management team



Jonathan Hunt Managing Director and Chief Executive officer

Previous experience

Management team

AstraZeneca



**Dr. Mahesh Bhalgat** *Chief Operating Officer* 

Sanofi, Amgen, Monsanto



**Sibaji Biswas** Chief Financial Officer

Vodafone, Hutchison Telecomm



Ashu Tandon Chief Commercial Officer

IQVIA Accenture



Sanjeev Sukumaran Chief Human Resources Officer

Thomson Reuters



Alok Mehrotra Chief Quality Officer

**Dr. Kenneth Barr** *SVP Discovery Services* 



**Dr. Jan-Olav Henck** *SVP Development Services* 



Alex Del Priore
SVP Manufacturing

Previous experience

Management team

Reckitt Benckiser, PepsiCo, Godrej, DRL

FORMA Merck

Bayer AG, SSCI, Aptuit Johnson Matthey

### **Advised by visionary Board of Directors**



Member of he Board

Kiran Mazumdar Shaw Non-Executive Chairperson

Experience

Chairperson of Biocon Limited, ~45 years of experience in the field of biotechnology



Jonathan Hunt Managing Director and Chief Executive officer

~30 years of experience in the global biopharmaceuticals industry



**Dr. Carl Dcicco** *Independent Director* 

Chief Scientific Officer in Foghorn Therapeutics



Professor Catherine Rosenberg
Non-Executive Director

Professor in electrical and computer engineering at the University of Waterloo, Canada



Vinita Bali Independent Director

Chief Executive Officer & MD of Britannia Industries from 2005 to 2014



Member of he Board

Paul Blackburn Independent Director



Sharmila Abhay Karve Independent Director

partner



**Dr Vijay Kuchroo** Independent Director

Founded five biotech companies including CoStim Pharmaceuticals and Tempero Pharmaceuticals



Kush Parmar Independent Director

Managing Partner at 5AM Ventures, a life sciences venture capital firm

Experience

40 years+ experience in the field of finance

Retired as audit partner from Price Waterhouse

**Putting Science to Work** 

### **Committed to sustainability**

#### Safety is at the heart of everything we do



Accredited with ISO 45001:2018 for its Occupational Health and Safety (OH&S) measures

*100%* 

Lab Hazard Analysis training delivered to all employees working in laboratories

**12 million manhours** without Lost Time Incident (LTI) on rolling 12-month

**27,000** hrs

Regular safety training under **Kavach**, **our flagship safety program c**onsiderable improvement across several safety metrics

Increased incident reporting

**Reduction of incidents** 

Improved risk control measures

Improved general safety perception



Awarded 'Safe Workplace Champion Award' at the 8th Manufacturing Supply Chain Summit and Awards

#### **Committed to environmental protection**



Accredited with ISO 14001:2015 for its effective Environment Management System (EMS)

21,291 KL

of water conserved through effective rainwater harvesting as well as recycling of used water

888 MT

of waste disposed in an environment-friendly manner and ~287 MT of solid waste recycled in FY20

3-R's

Operations constantly monitored to identify opportunities to reduce, reuse, and recycle waste

53,278 tonnes

of carbon dioxide emissions reduced in FY21

**62.6Мп** кwн of electricity usage through Green energy sources

82%

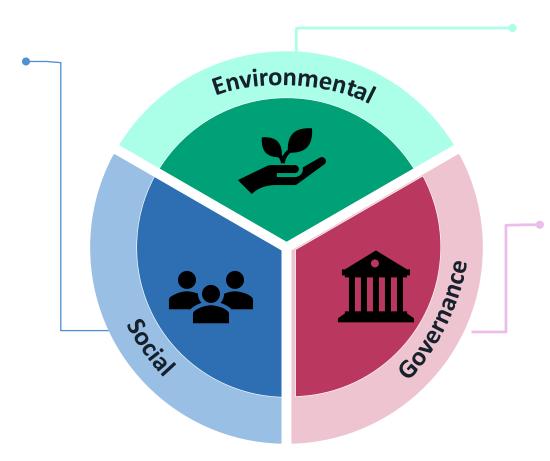
of Energy consumption is through green

energy sources

# Our first ESG Summary report is a step towards delivering a transparent account of our progress on financial and non-financial parameters

The summary report has outlined the way we approach ESG across key dimensions of our business as stated below

- Quality management system
- Safety
  - **Employee safety**
  - > IT & cybersecurity
- Our approach to the Covid-19 Pandemic
- Employees and culture
  - Engaging with employees
  - Health and wellness
  - Talent development
  - Diversity & Inclusion
  - Zero tolerance for discrimination
- CSR approach and contribution



- Environmental Governance
- Our Environmental footprint
  - Energy consumption
  - Water and effluent
  - Waste management
- Addressing the climate emergency
- Our approach to supply chain sustainability
- Supplier code of conduct

# We have consistently received industry recognition for our scientific capability and best practices

- Dynamic Enterprise of the Year 2016 At the 9th Annual Pharmaceutical Leadership
   Summit & Pharma Leaders Business
   Leadership Awards 2016- in recognition for its
   contribution to the field of Research and
   Development for the Life Science Industry
   CII Award Won first place in the
- **CII Award** Won first place in the Office/Software/Service Sector
- **CII Award** Four Star Rating on Environment Health & Safety Management System

- Bio-Excellence Award 2018 At Bengaluru Tech Summit, Bengaluru
- Best Bioprocessing Excellence Award 2018 -At 5th Biologics Manufacturing Asia, Singapore
- Healthcare Company of the Year 2018 At the 7<sup>th</sup> Annual VC Circle Awards 2018, Mumbai
- HR Excellence Award 2018 'For Best Talent Management Strategy' - World HRD Congress, Mumbai

- CMO Leadership Award Winner 2020 under Categories: Capabilities, Compatibility, Expertise and Service
- Bioprocessing Excellence Awards 2020 in the category 'Bioprocessing Excellence in South Asia—Viral Clearance and Safety Testing'
- Great Place to Work Certified™ Company
- (ASSOCHAM) CSR & NGO Awards 2020 for our contribution to COVID-19 relief work in Karnataka.



2016 2017

2018

2019

2020

2021

Best Contract Research
 Organization (CRO) Provider Runner-up Award - At The 4<sup>th</sup>
 Annual World ADC Awards 2017

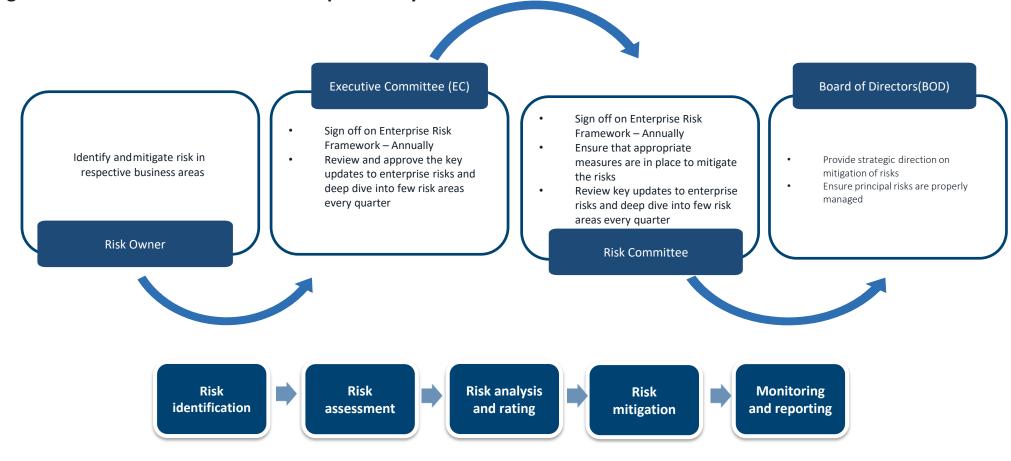
Bio Services Excellence Award
 2017 - Bangalore Tech Summit

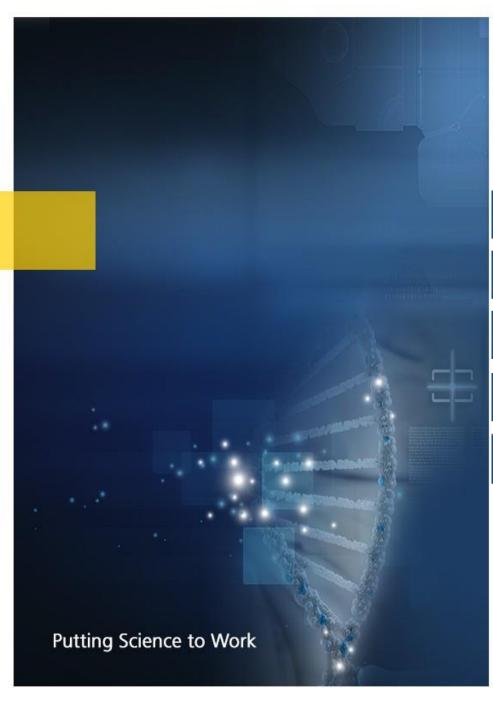
- Ranked as one of the 25 fastest growing companies in India by Outlook Business
- CMO Leadership Awards 2019 Presented by Life Science Leader Magazine
- FICCI CSR Award for Environmental Sustainability -At the 17th Edition of the awards in New Delhi
- Safe Workplace Champion Award At the 8th Manufacturing Supply Chain Summit and Awards
- Best Leadership Development Program for Middle Management Award - At the 6th Global Training and Development Leadership Awards
- India Pharma Award 2019 For "Excellence in Contract Research and Manufacturing Services" at CPhI & P-MEC India Expo.
- Utthama Suraksha Puraskar 2019 (Pharma and Chemical Manufacturing Category) by National Safety Council of India (NSCI). Leadership Awards

 Dream Companies to Work Award at the 29<sup>th</sup> Edition of the World HRD Congress Awards.

### Proactively managing risks through our robust risk management framework

Syngene has a risk management framework to identify, monitor, report and manage risk across the business. Every risk owner monitors and manages risks relevant to their area of responsibility.





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### Q2 and H1 FY22 financial highlights

All figures in Rs. Mn unless otherwise specified

Particulars	Q2 FY22	Q2 FY21	YoY Change	Q1 FY22	QoQ change	H1 FY22	H1 FY21	YoY Change
Revenue from Operations	6,102	5,196	17%	5,945	3%	12,047	9,412	28%
Other Income	129	138	(7%)	123	5%	252	291	(13%)
Total Revenue	6,231	5,334	17%	6,068	3%	12,299	9,703	27%
Material and Power Costs	1,832	1,435	28%	2,082	(12%)	3,914	2,454	59%
Employee Costs	1,846	1,612	15%	1,711	8%	3,557	3,016	18%
Foreign exchange (gain)/loss, net	(104)	(68)	53%	(154)	(32%)	(258)	(35)	637%
Other Expenses	754	660	14%	656	15%	1,410	1,175	20%
EBITDA	1,903	1,695	12%	1,773	7%	3,676	3,093	19%
EBITDA Margin	31%	32%		29%		30%	32%	
Depreciation, Interest and Tax	983	854	15%	1,000	(2%)	1,983	1,672	19%
PAT before exceptional item	920	841	9%	773	19%	1,693	1,421	19%
PAT Margin	15%	16%		13%		14%	15%	
Exceptional item, net of taxes	(253)	-		-		(253)	-	
PAT after exceptional item	667	841	(21%)	773	(14%)	1,440	1,421	1%

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Note: Exceptional item is in relation to reversal of services export incentive related to FY20 in line with Government notification during the quarter

### **FY21** financial highlights

All figures in Rs. Mn unless otherwise specified

Particulars	FY21	FY20	YoY Change
Revenue from operations (excl export incentives)	21,802	19,465	12%
Export incentives	41	654	(94%)
Other Income	646	816	(21%)
Total Revenue	22,489	20,935	7%
Material and power costs	5,839	5,652	3%
Employee costs	6,602	5,804	14%
Foreign exchange (gain)/loss, net	(171)	(144)	19%
Other Expenses	2,855	2,628	9%
EBITDA	7,364	6,995	5%
EBITDA Margin (%)	32.7%	33.4%	
Underlying Margin (%)	30.6%	28.4%	
Depreciation, Interest and tax	3,543	3,333	6%
Profit After Tax before exceptional item	3,821	3,662	4%
PAT Margin (%)	17.0%	17.5%	
Exceptional gain relating to Insurance Claim	228	459	(50%)
Profit After Tax after exceptional item	4,049	4,121	(2%)

### Balance Sheet Highlights

#### As on 31st March 2021

Shareholders' funds	28,214
Net Fixed assets	24,382
Other net assets (1)	(2,643)
Net cash/(debt) (2)	6,475
Total Use of Funds	28,214

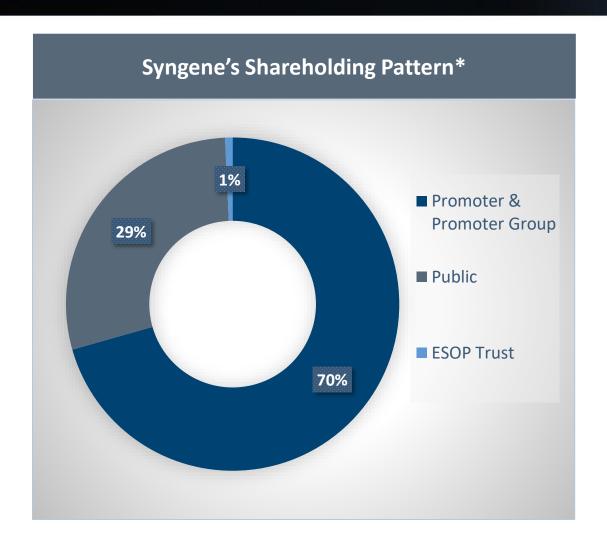
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### **Shareholding and Share Information**



Syngene's Share Information*	
NSE Ticker	SYNGENE
BSE Ticker	539268
Market Cap (Rs. Mn)	2,40,438
% free-float	29%
Free-float market cap (Rs. Mn)	71,122
Share Outstanding (Mn)	401
3M ADTV ^ (Shares)	7,27,620
3M ADTV ^ (Rs. Mn)	464



### For more details

- Visit <u>www.syngeneintl.com</u>
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