

CS/NSE/BSE/PR/2015-2016
February 15, 2016

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

To
The General Manager
Department of Corporate Services
BSE Limited
25th Floor, P. J. Towers,
Dalal Street, Mumbai - 400 001

Stock Code: SUVEN - EQ

Stock Code: 530239

Dear Sir/Madam,

Sub: Conference Call with Analysts – Reg.,

.....

With reference to above subject, today (15th February, 2016) we have arranged a conference call at 12.30 p.m. with analysts and investors on the attached results presentation for the 3rd quarter ended 31st December, 2015.

This is for your information and records.

Thanking you,
Yours faithfully,
For **Suven Life Sciences Limited**


K Hanumantha Rao
Company Secretary

Suven Life Sciences Limited

CIN: L24110TG1989PLC009713

Registered Office: 8-2-334 I SDE Serene Chambers I 6th Floor

Road No.5 I Avenue 7 I Banjara Hills I Hyderabad – 500 034 I Telangana I India

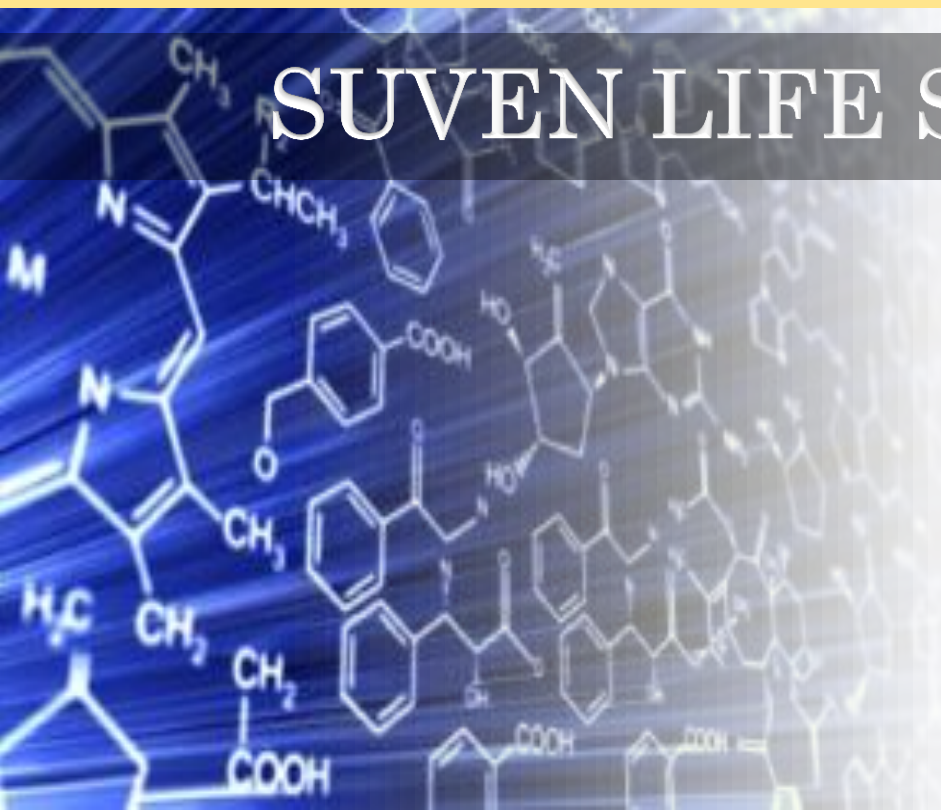
Tel: 91 40 2354 1142/ 3311/ 3315 Fax: 91 40 2354 1152 Email: info@suven.com website: www.suven.com

Q3 & 9M FY2016

Earnings Presentation



SUVEN LIFE SCIENCES LTD



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.

1

Financials – Q3 & 9M FY16

2

Company Background



Operation & Financial Performance – Q3 & 9M FY16

Key Business highlights

- Initiated Phase 2A trial of SUVN-502 in USA in Alzheimer's Disease
- Number of active CRAMS projects as at the end of Q3 FY16 – **114+3**;
Phase 1 – 61 projects, Phase 2 – 52 projects, Phase 3 – 1 project and 3 projects in commercial phase
- Suven has **750+** product patents for **27** inventions and **37** process patents for **7** inventions. These include the following received in Q3 FY15
 - Secured 3 Product Patents in Canada, ARIPO and South Korea
 - Secured 2 Product Patents in Europe and Macau
 - Secured 7 Product Patents for their NCE's in ARIPO, Europe, Hong Kong, Japan, Macau and South Korea
 - Secured 4 Product Patents in Eurasia, Europe, Israel and Macau

Financial Snapshot Q3 FY16

-4.96%

Growth in **Revenue**

-28.34%

Growth in **PAT**

-21.67%

Growth in **EBIDTA**

-15.14%

Growth in **Pre - R&D
EBIDTA**

0.71%

Increase in **R&D Costs**

13.02%

R&D to Sales

Key Ratios Q3 FY16

15.21%

PAT to Income

24.56%

EBIDTA to Income

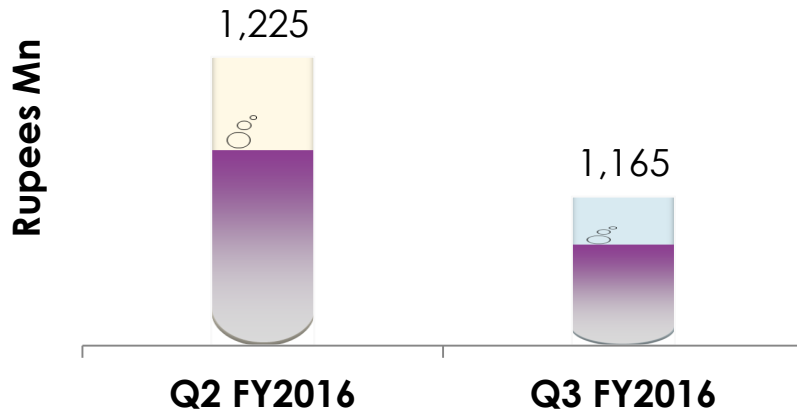
19.09%

Cash Flow to Income

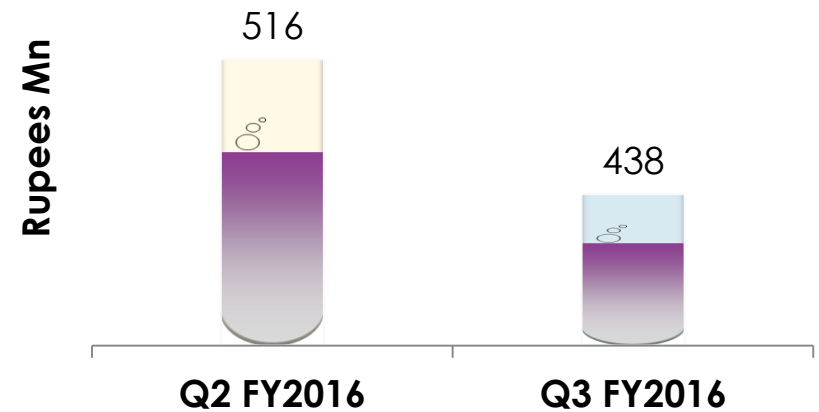
37.58%

Pre - R&D EBITDA
to Income

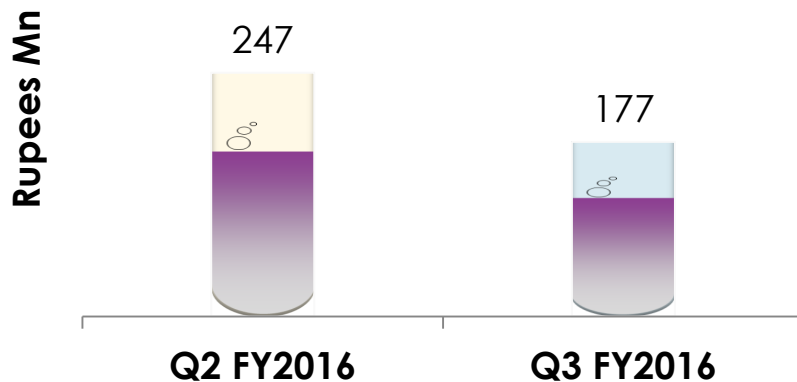
Revenue



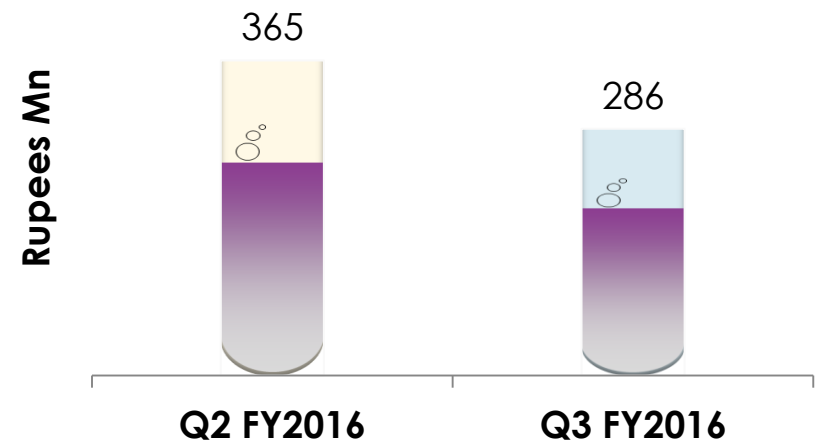
Pre R&D EBIDTA



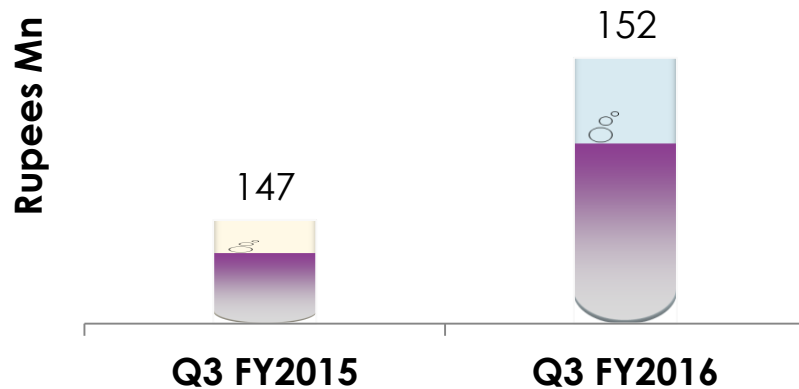
PAT



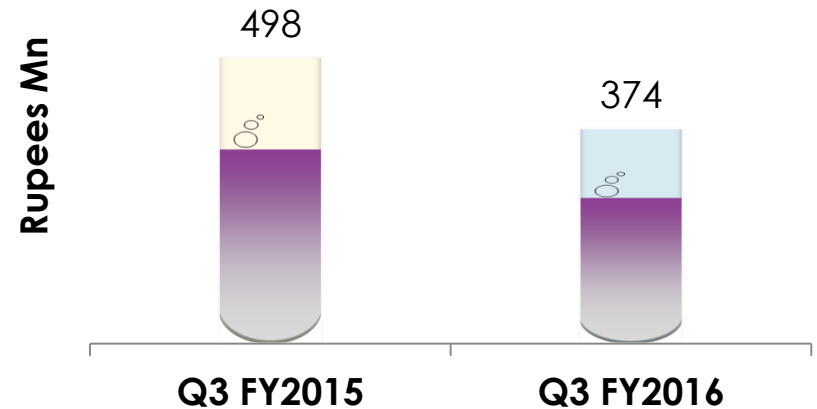
Post R&D EBIDTA



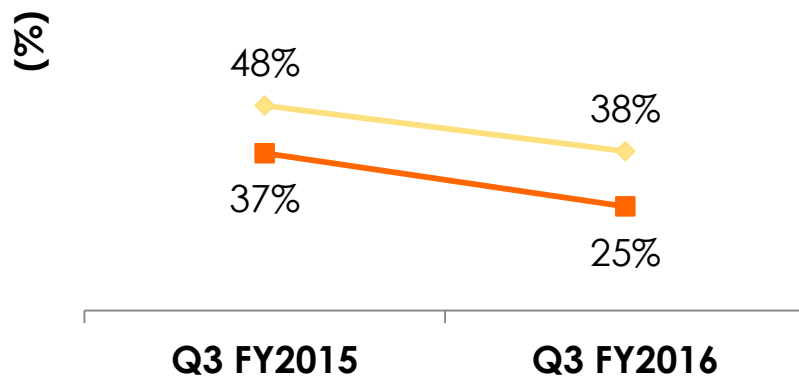
R&D - Expenditure



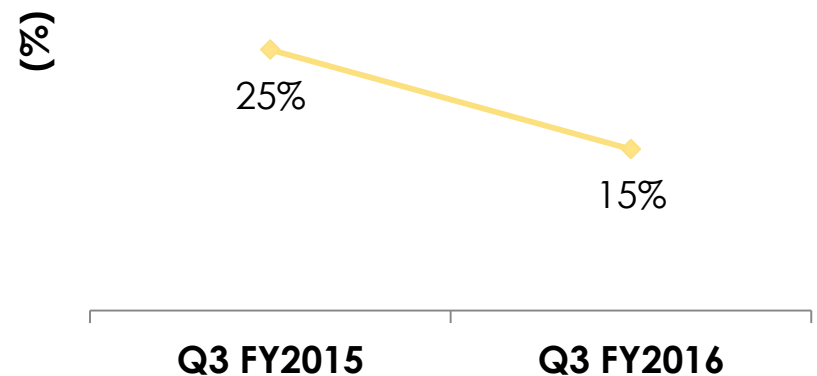
Pre - R&D Cashflow



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



PAT Margins



Financial Table – Q3 FY16

Quarter ended December 31' 2015	Q3FY16	Q2FY16	Q-o-Q Growth	Q3FY15	Y-o-Y Growth
	₹ Million	₹ Million	%	₹ Million	%
Income	1,164.74	1,225.49	-4.96%	1,311.01	-11.16%
Pre-R&D EBITDA	437.75	515.83	-15.14%	633.93	-30.95%
Pre-R&D EBITDA Margin	37.58%	42.09%	-	48.35%	-
EBITDA	286.06	365.20	-21.67%	486.93	-41.25%
EBITDA Margin	24.56%	29.80%	-	37.14%	-
EBIT	240.86	320.22	-24.78%	457.85	-47.39%
EBIT Margin	20.68%	26.13%		34.92%	
Financing costs	15.39	13.95		10.06	
Taxes	48.28	58.98		125.53	
Net Profit after tax	177.19	247.29	-28.35%	322.27	-45.02%
NP Margin	15.21%	20.18%		24.58%	
EPS (basic & diluted not annualised)	1.39	1.94		2.73	
Paid up share capital One Rupee Share)	127.28	127.28		127.28	
Depreciation*	45.20	44.98		29.08	
R&D expenses	151.70	150.63	0.71%	147.00	3.20%

-16.84%

Growth in **Revenue**

-31.72%

Growth in **PAT**

-32.70%

Growth in **EBIDTA**

-22.35%

Growth in **Pre - R&D
EBIDTA**

13.75%

Increase in **R&D Costs**

13.38%

R&D to Sales

Key Ratios 9M FY16

18.16%

PAT to Income

27.60%

EBIDTA to Income

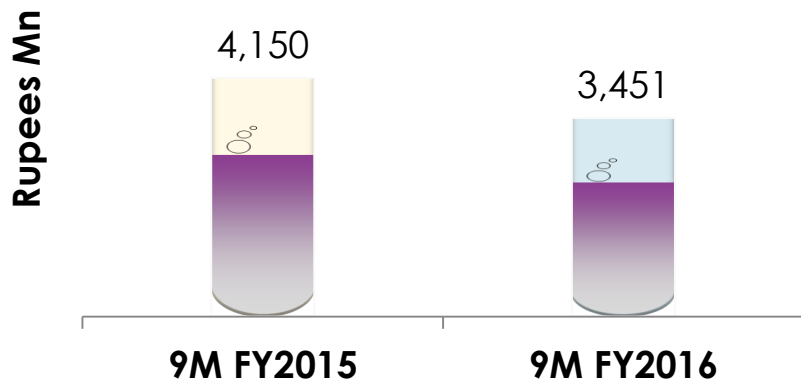
21.62%

Cash Flow to Income

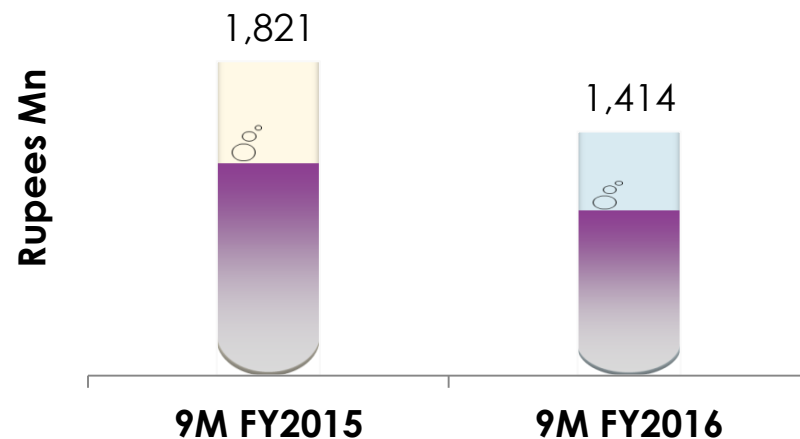
40.98%

Pre - R&D EBITDA
to Income

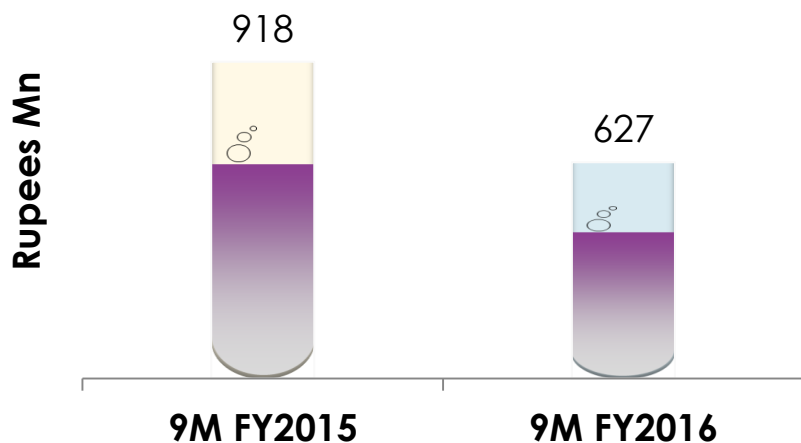
Revenue



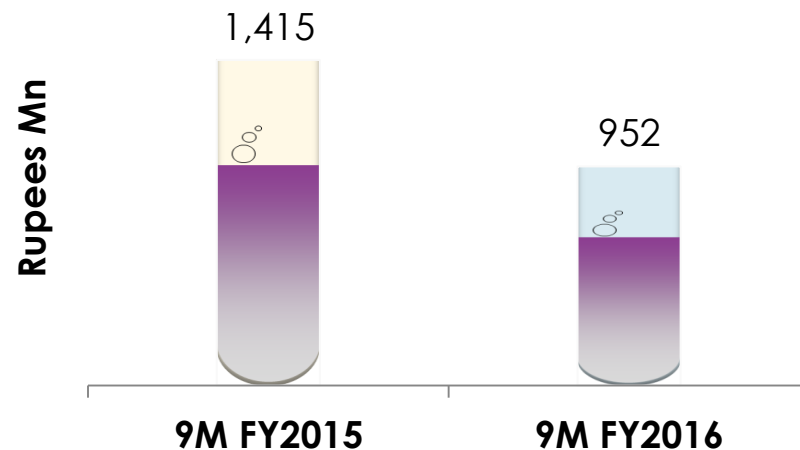
Pre R&D EBIDTA



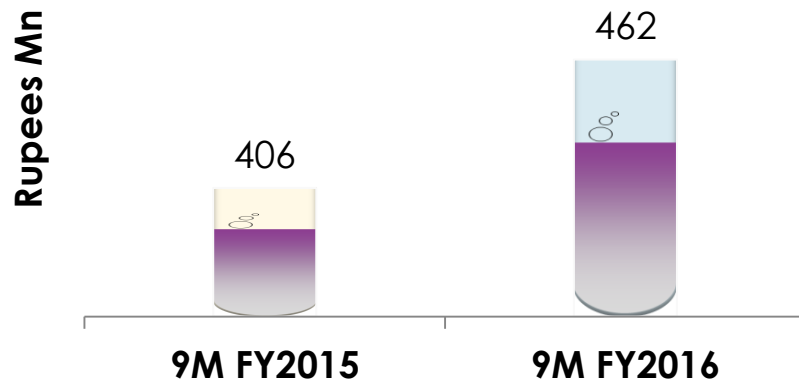
PAT



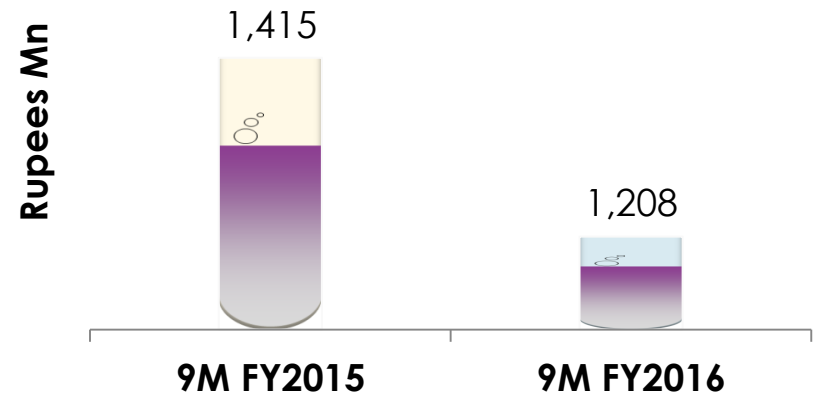
Post R&D EBIDTA



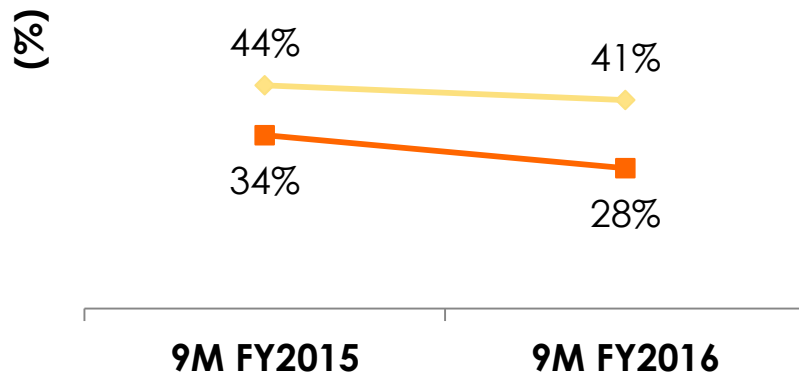
R&D - Expenditure



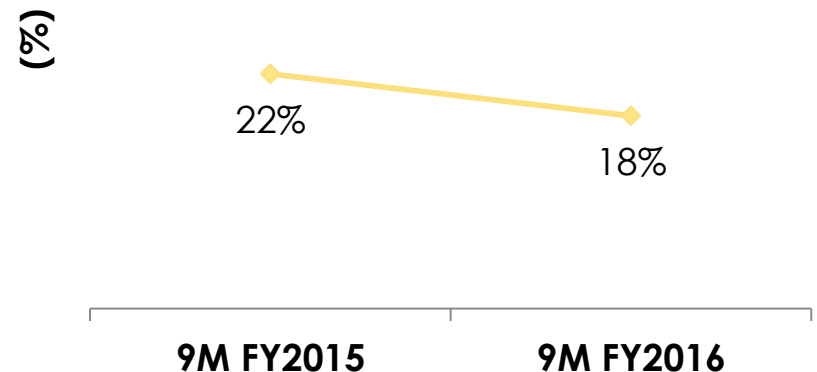
Pre - R&D Cashflow



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



PAT Margins



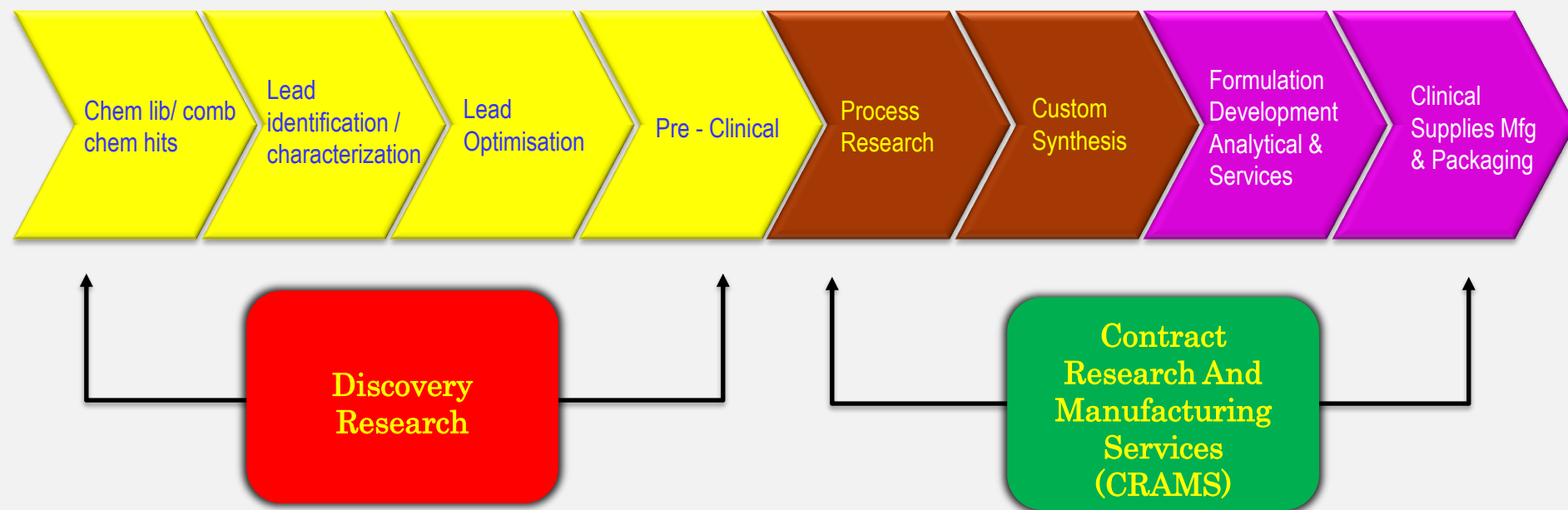
Financial Table – 9M FY16

Half Year September 30' 2015	9MFY16		9MFY15		
	₹ Million	% of Turnover	₹ Million	% of Turnover	%
Income	3,450.80	-	4,149.60	-	-16.84%
Pre-R&D EBITDA	1,414.09	40.98%	1,821.00	43.88%	-22.35%
Pre-R&D EBITDA Margin	40.98%	-	43.88%	-	-
EBITDA	952.40	27.60%	1,415.12	34.10%	-32.70%
EBITDA Margin	27.60%		34.10%	-	
EBIT	833.18	24.14%	1,324.06	31.91%	-37.07%
EBIT Margin	24.14%		31.91%	-	
Financing costs	38.56	1.12%	35.00		
Taxes	167.83	4.86%	371.05		
Net Profit after tax	626.79	18.16%	918.01	22.12%	-31.72%
NP Margin	18.16%	-	22.12%	-	
EPS (basic & diluted not annualised)	4.92	-	7.78	-	
Paid up share capital One Rupee Share)	127.28	-	127.28	-	
Depreciation*	119.22	3.45%	91.06		
R&D expenses	461.69	13.38%	405.88	9.78%	13.75%

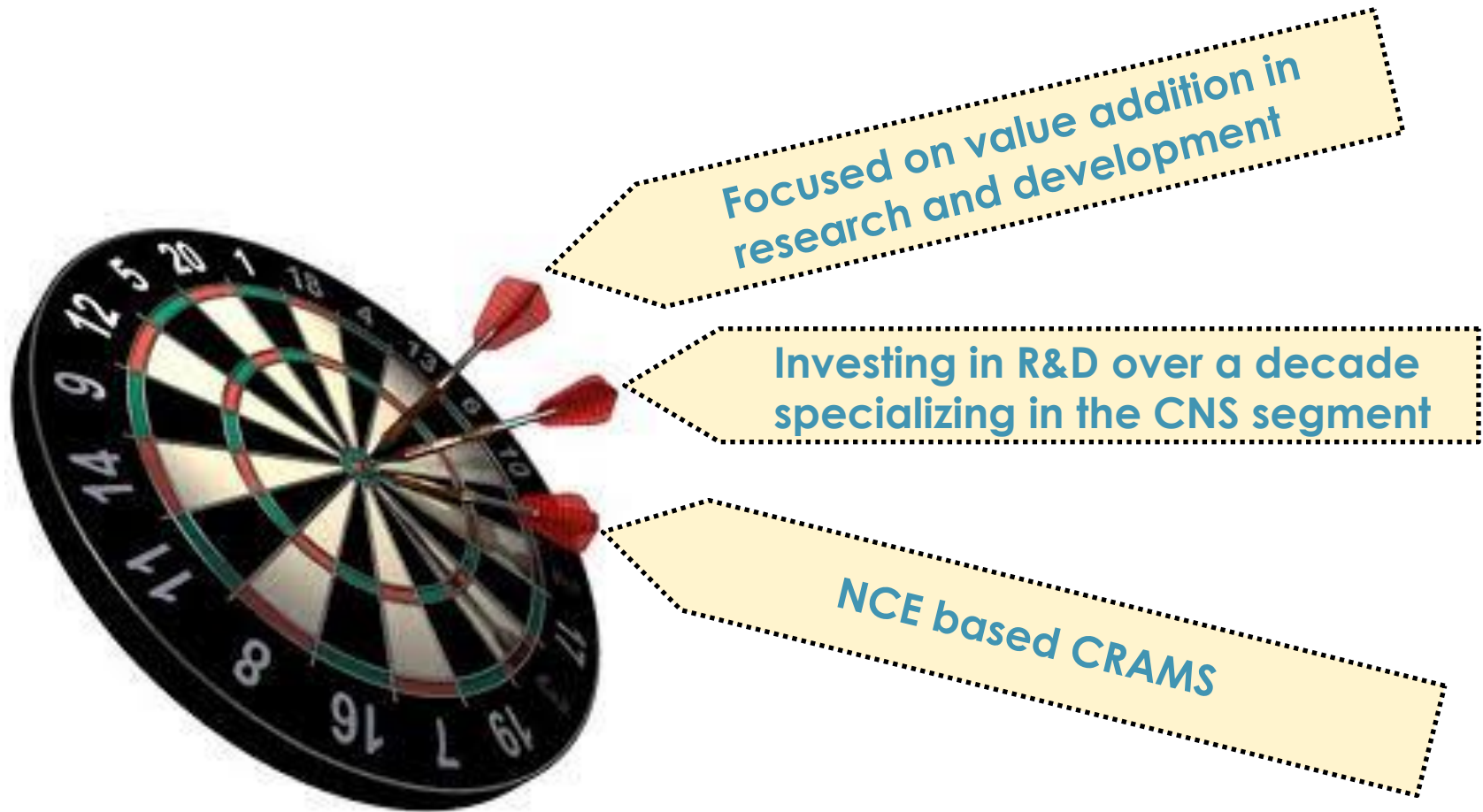


Company Background

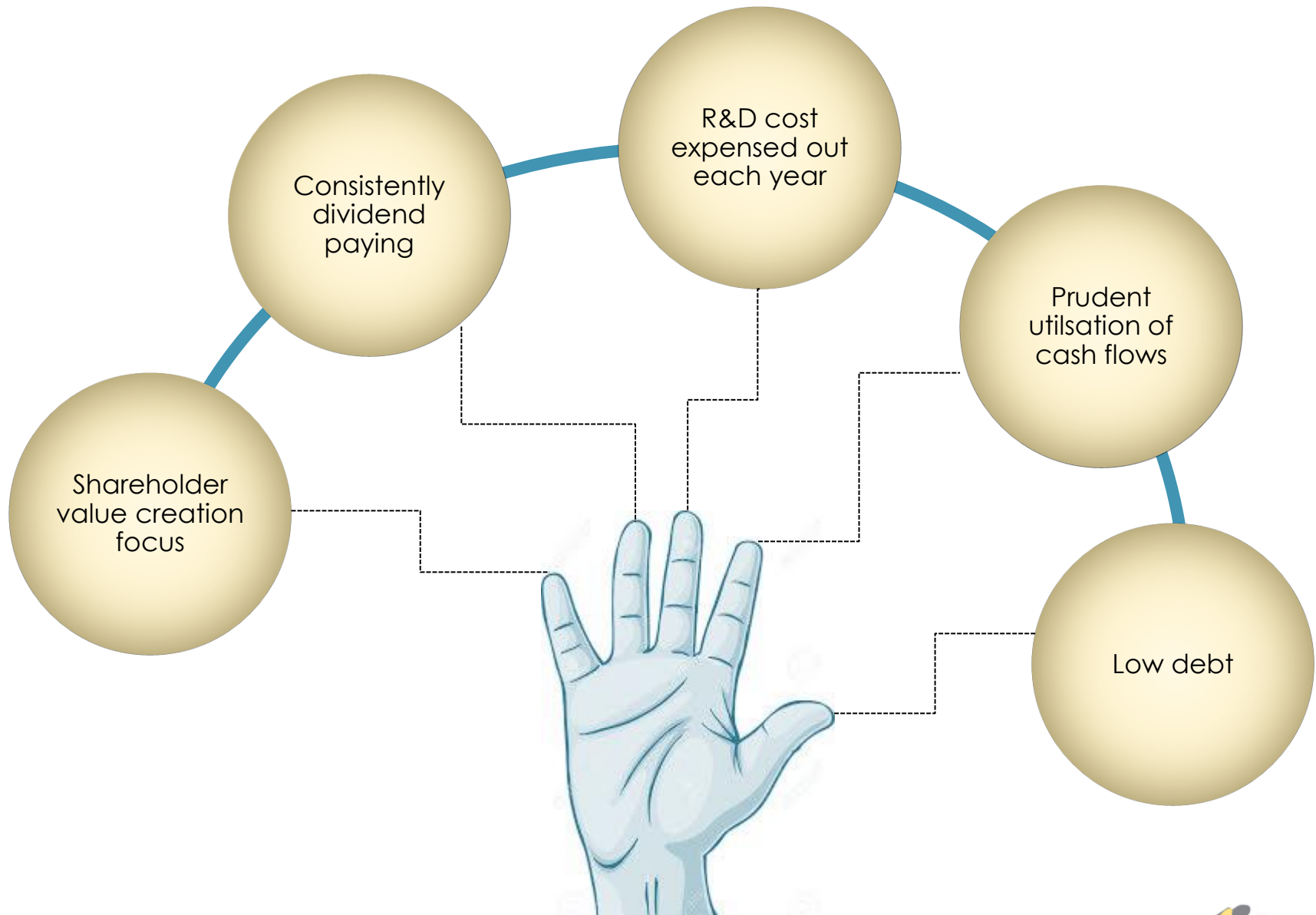
Business Model

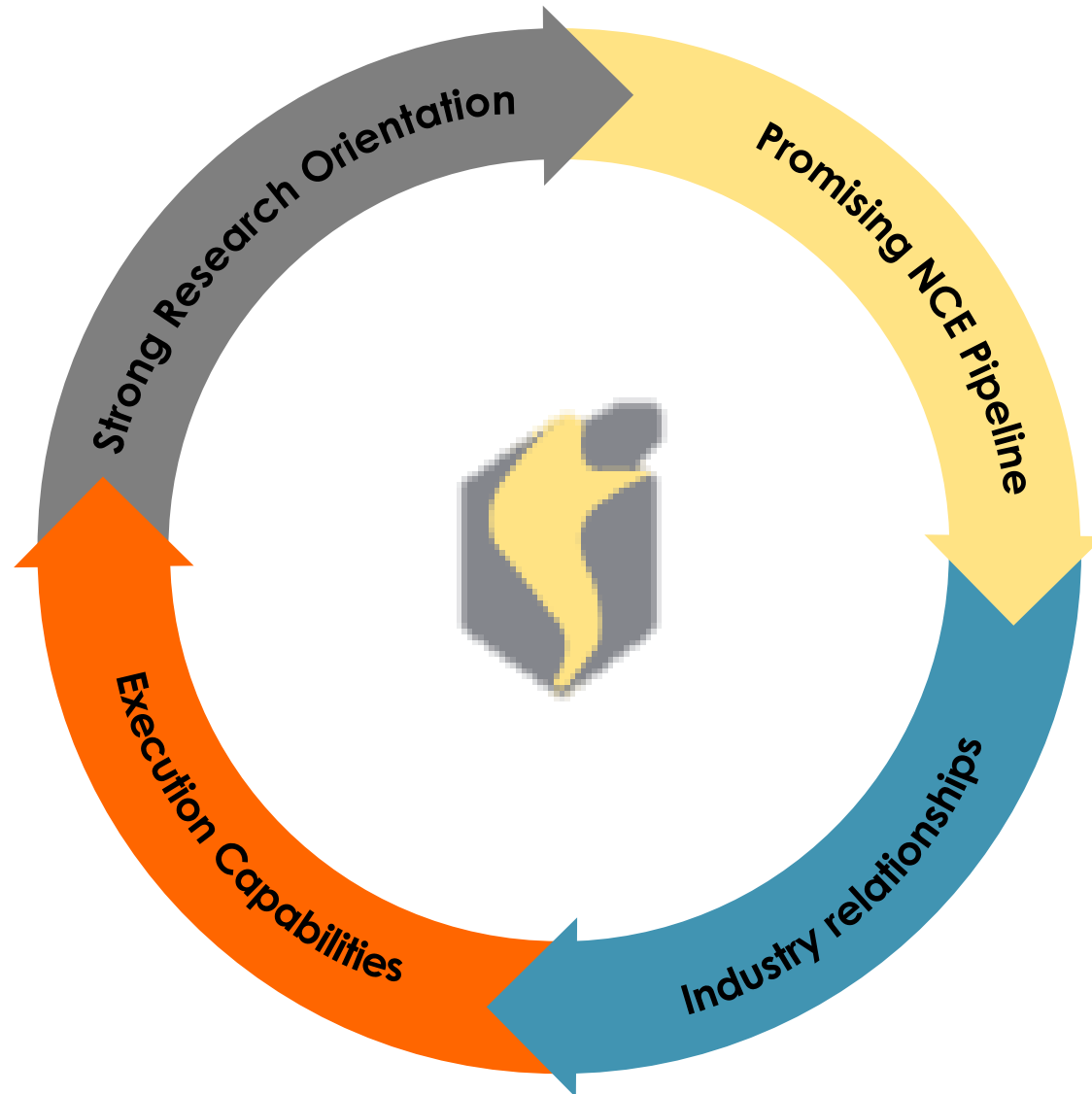


A full fledged bio-pharmaceutical solutions provider for global pharmaceutical companies



Financial Approach

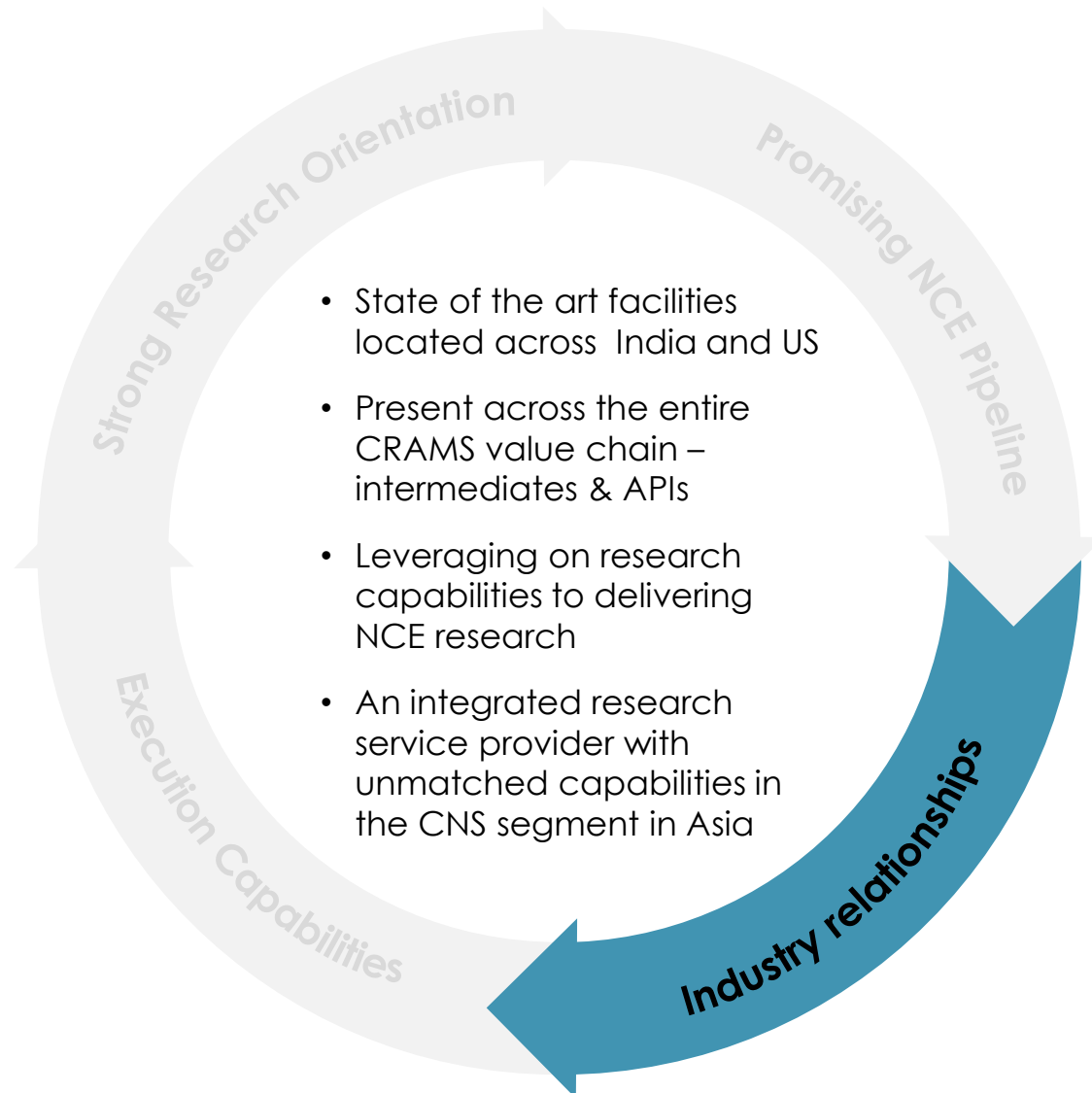




Focus on driving quality research projects for clients



Focus on driving quality research projects for clients



Focus on driving quality research projects for clients

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

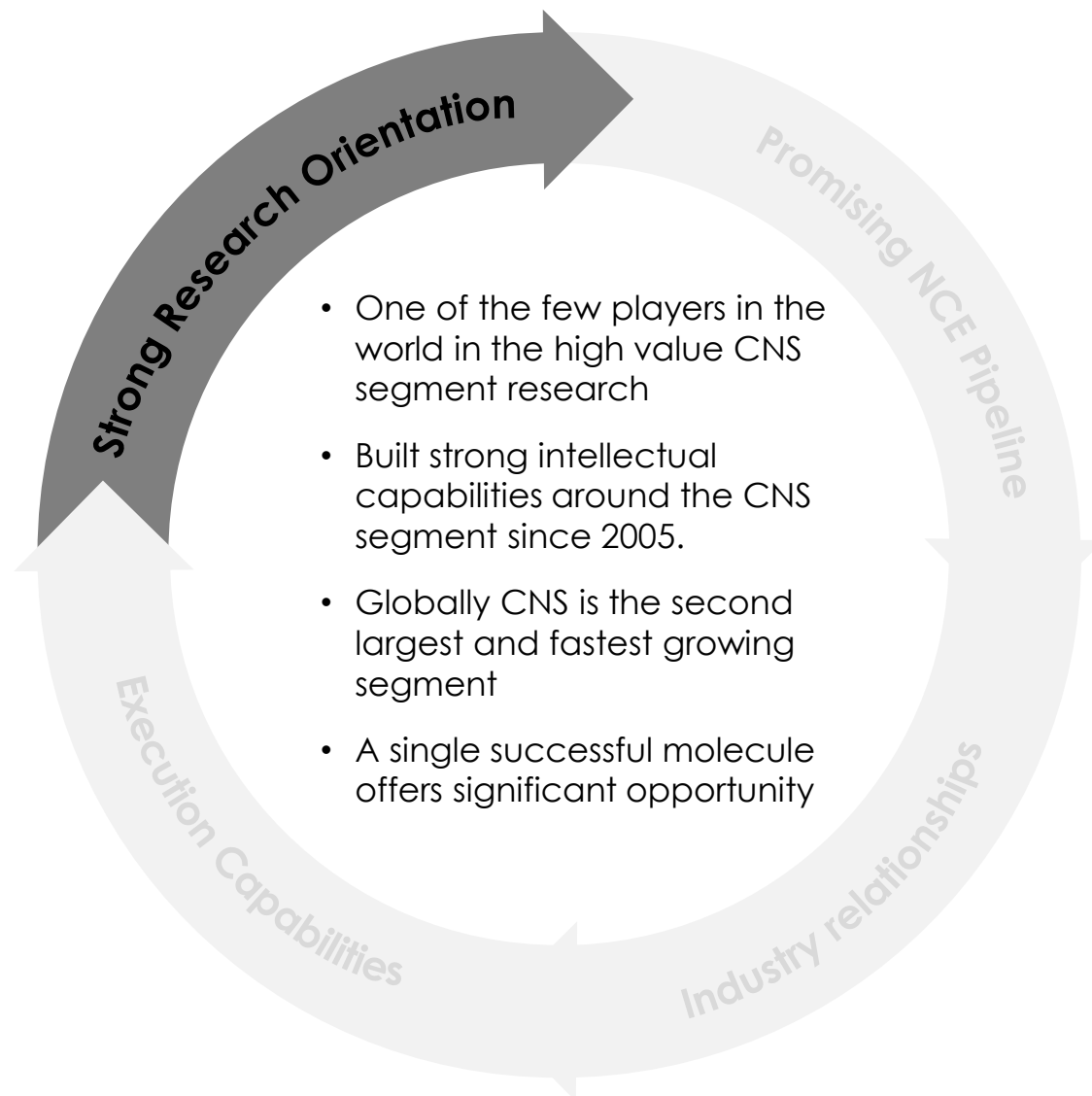
- Business Development
- Project Management
- Intellectual Property Management



Focus on driving quality research projects for clients

Our Relationships





Focus on driving quality research projects for clients

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:

Venkatraman Sunder, VP, Corporate Affairs

Suven Life Sciences Ltd.

Email: vsunder@suven.com

For more info: 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

rabindra@cdr-india.com



Thank You