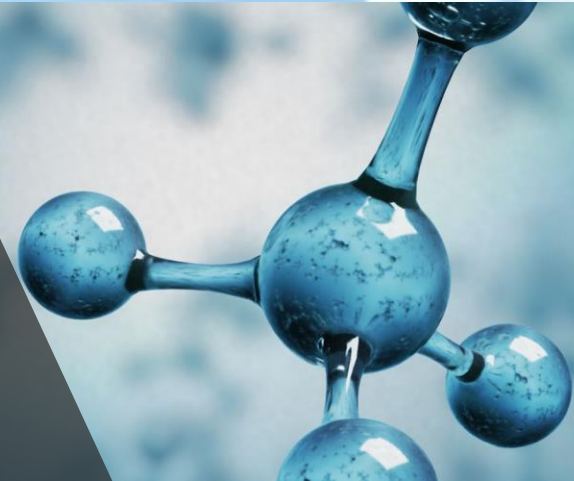




SUVEN PHARMA

Earnings Presentation
Q3 FY21





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 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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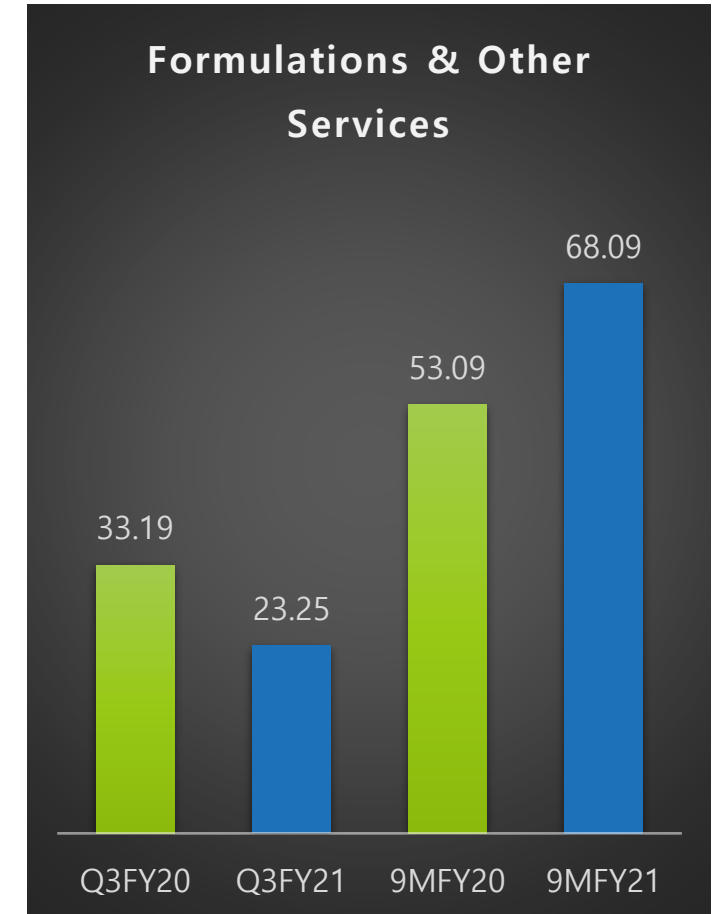
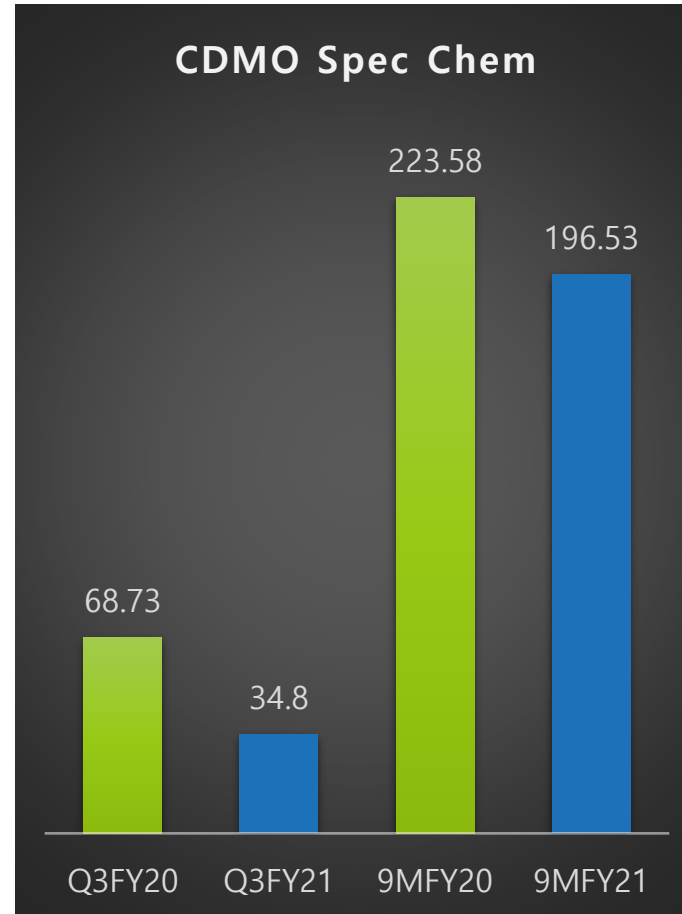
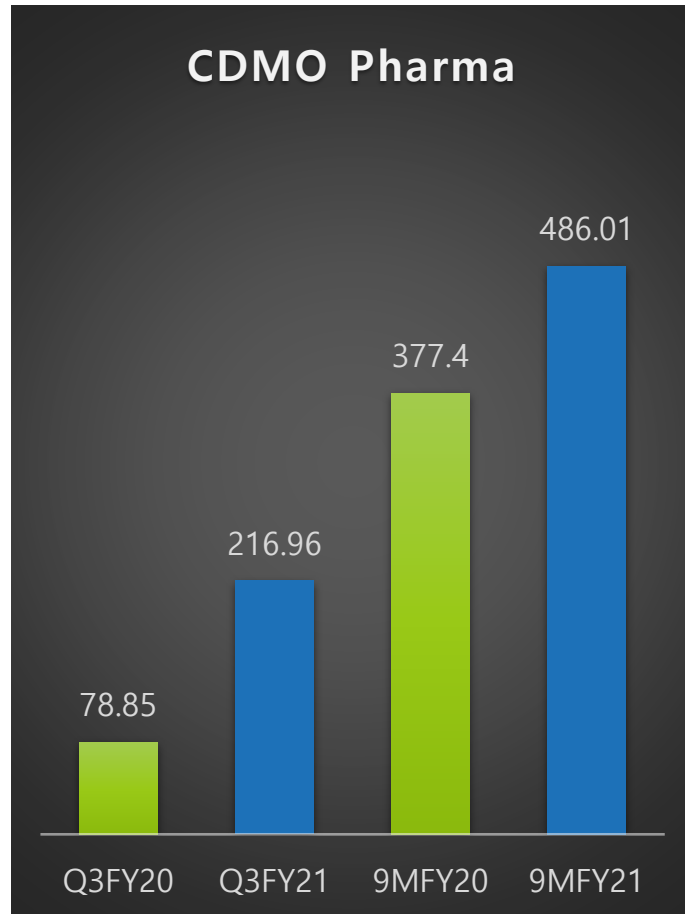
Operation &
Financial
Performance
Q3FY21

14

Company
Background

Operation & Financial Performance Q3 FY21

Businesswise data



Note: Figures in Rs. Crore

Financial Snapshot

Q3FY21

9MFY21

Growth in
Revenue

52.39%

15.06%

Growth in
EBITDA

69.31%

12.30%

Growth in
PAT

96.21%

14.99%

Key Ratios

Q3FY21

Q3FY20

EBIT to
Income

47.98%

43.00%

EBITDA to
Income

51.11%

46.00%

PAT to
Income

40.61%

31.54%

Key Ratios

9MFY21

9MFY20

EBIT to
Income

44.17%

45.90%

EBITDA to
Income

47.25%

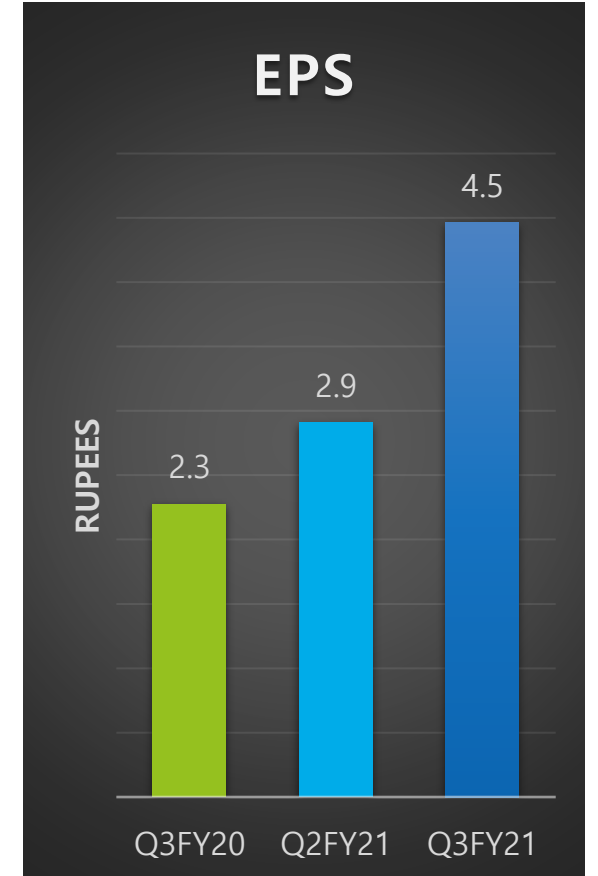
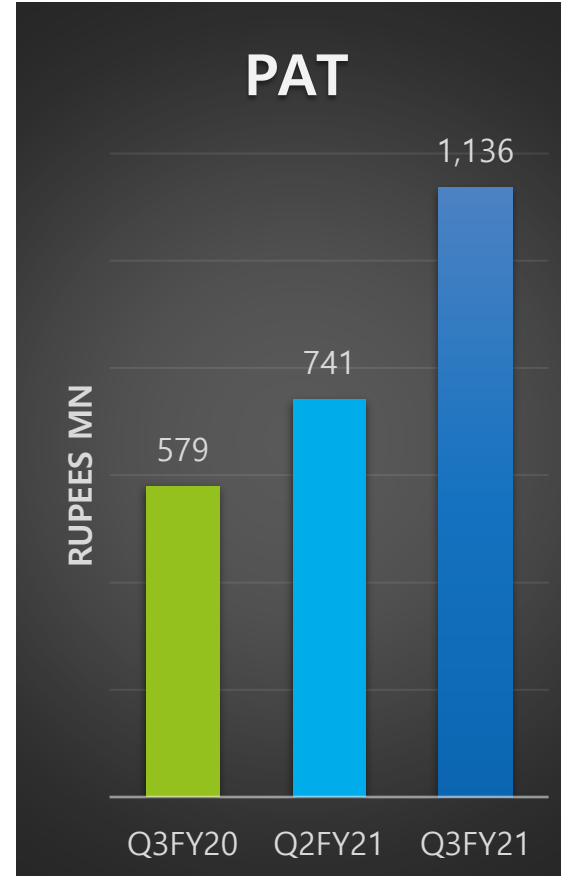
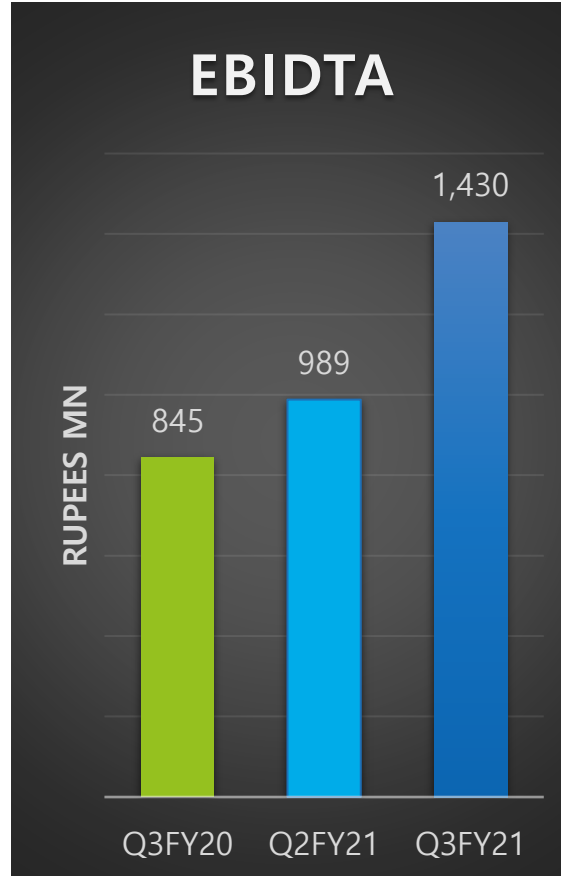
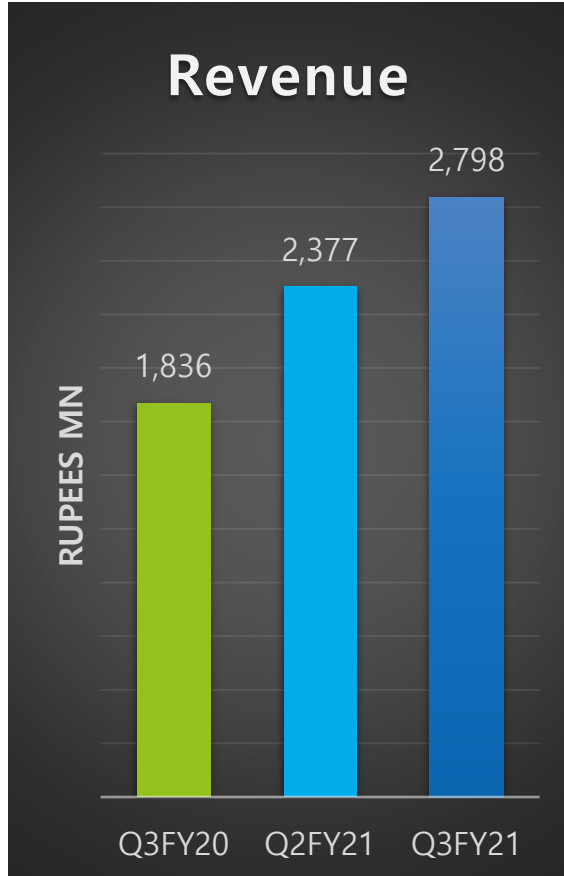
48.40%

PAT to
Income

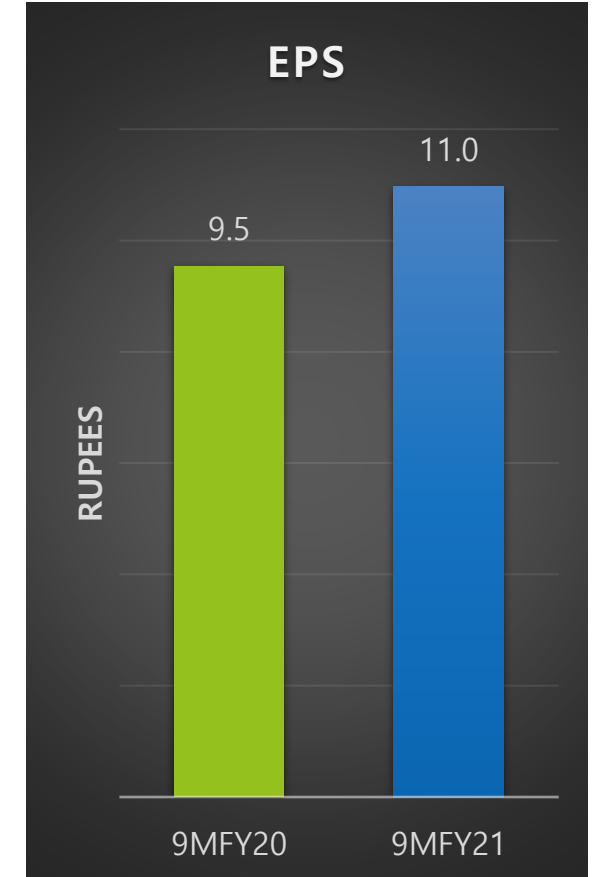
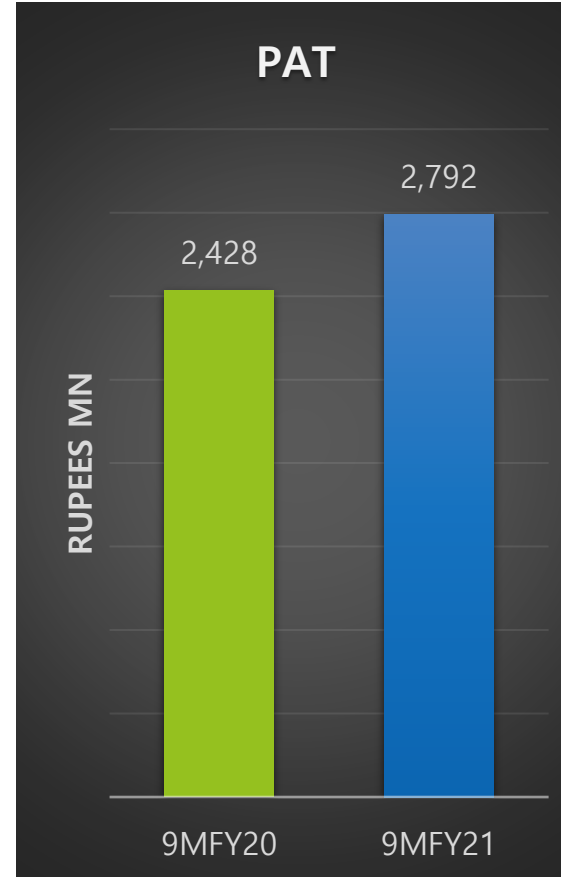
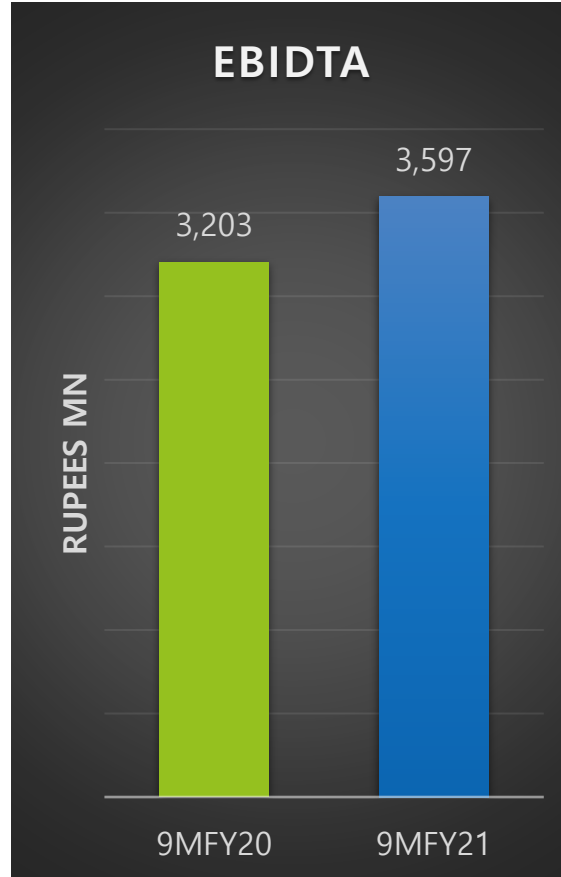
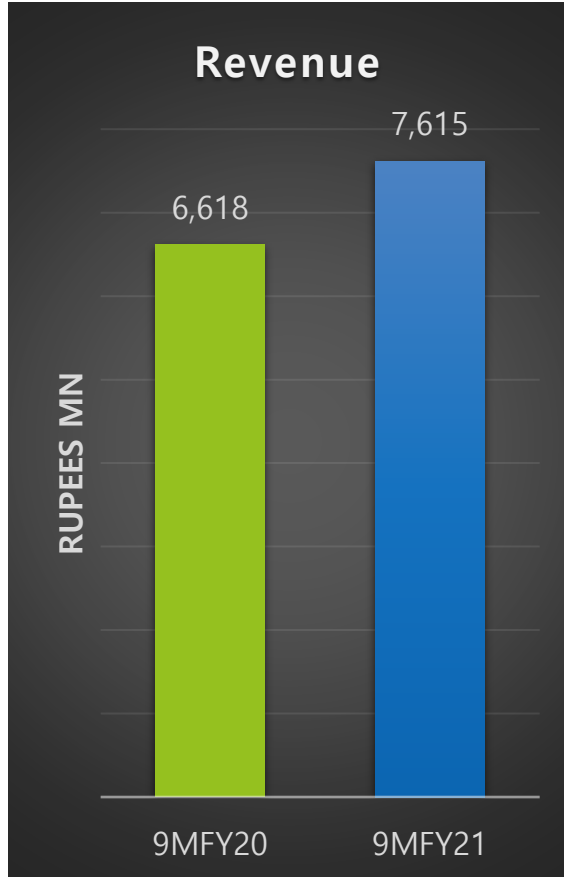
36.67%

36.69%

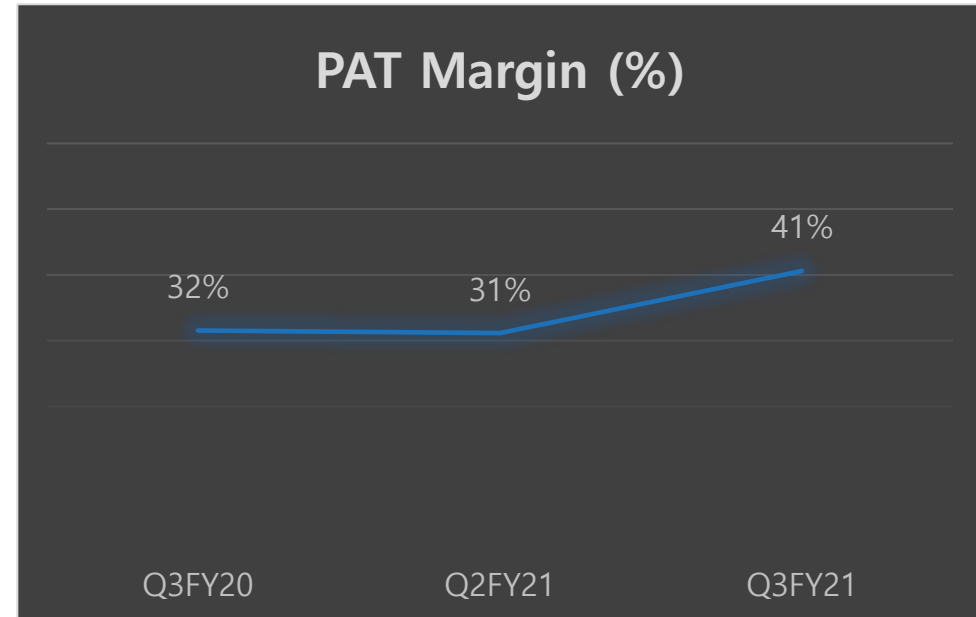
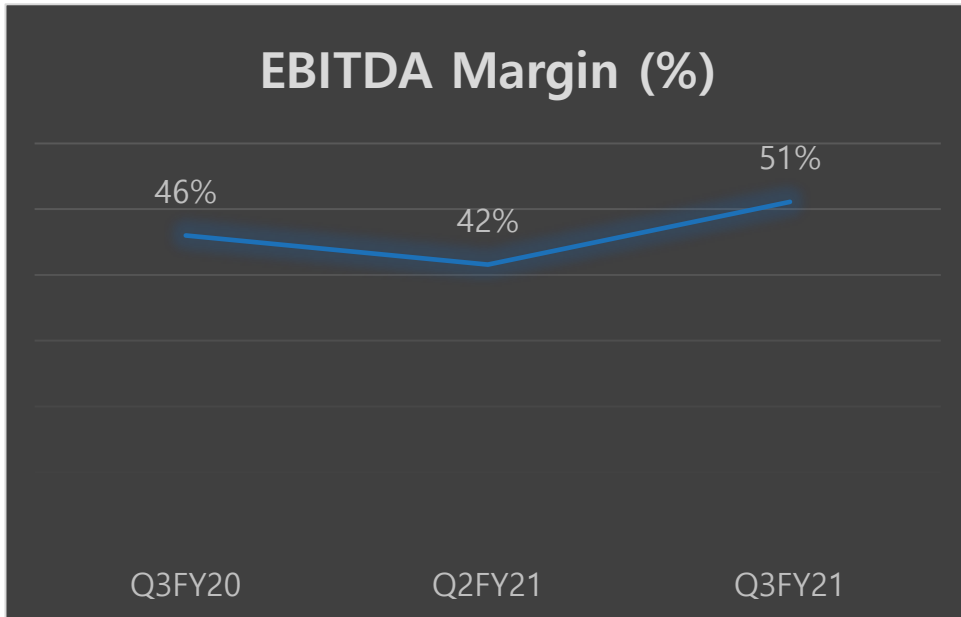
Financials Q3FY21



Financials 9MFY21



Financials Q3FY21



Financials 9MFY21

EBITDA Margin (%)

48% 47%

9MFY20

9MFY21

PAT Margin (%)

37% 37%

9MFY20

9MFY21

Financial Table – Q3 FY21

	Quarter ended			Period ended		Year ended
	31-Dec-20	30-Sep-20	31-Dec-19	31-Dec-20	31-Dec-19	31-Mar-20
Revenue	2,797.76	2,377.45	1,835.94	7,614.93	6,618.03	8,519.07
EBITDA	1,429.98	988.50	844.59	3,596.95	3,203.03	4,029.10
EBITDA Margin	51.11%	41.58%	46.00%	47.24%	48.40%	47.30%
EBIT	1,342.41	913.50	789.48	3,363.74	3,037.60	3,794.03
EBIT Margin	47.98%	38.42%	43.00%	44.17%	45.90%	44.54%
Finance costs	27.32	32.63	71.76	92.01	146.09	218.13
Depreciation	87.58	75.00	55.11	233.21	165.43	235.07
Taxes	338.75	227.57	197.74	829.79	723.11	875.10
Taxes to PBT	25.76%	25.83%	27.55%	25.36%	25.01%	24.47%
PAT (Standalone)	976.35	653.30	519.99	2,441.95	2,168.40	2,700.80
PAT Margin (Standalone)	34.90%	27.48%	28.32%	32.07%	32.76%	31.70%
Unrealised Share of Profit of Associate Company	160.00	87.53	63.56	350.70	272.44	482.13
PAT (Consolidated)	1,136.25	740.79	579.10	2,792.26	2,428.19	3,170.02
PAT Margin (Consolidated)	40.61%	31.16%	31.54%	36.67%	36.69%	37.21%
EPS (Standalore)	3.84	2.57	2.04	9.59	8.52	10.61
EPS (Consolidated)	4.46	2.91	2.27	10.97	9.54	12.45
Paid up share capital (Re.1/sh)	254.56	254.56	127.28	254.56	127.28	127.28

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

Company Background

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 Q2-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.

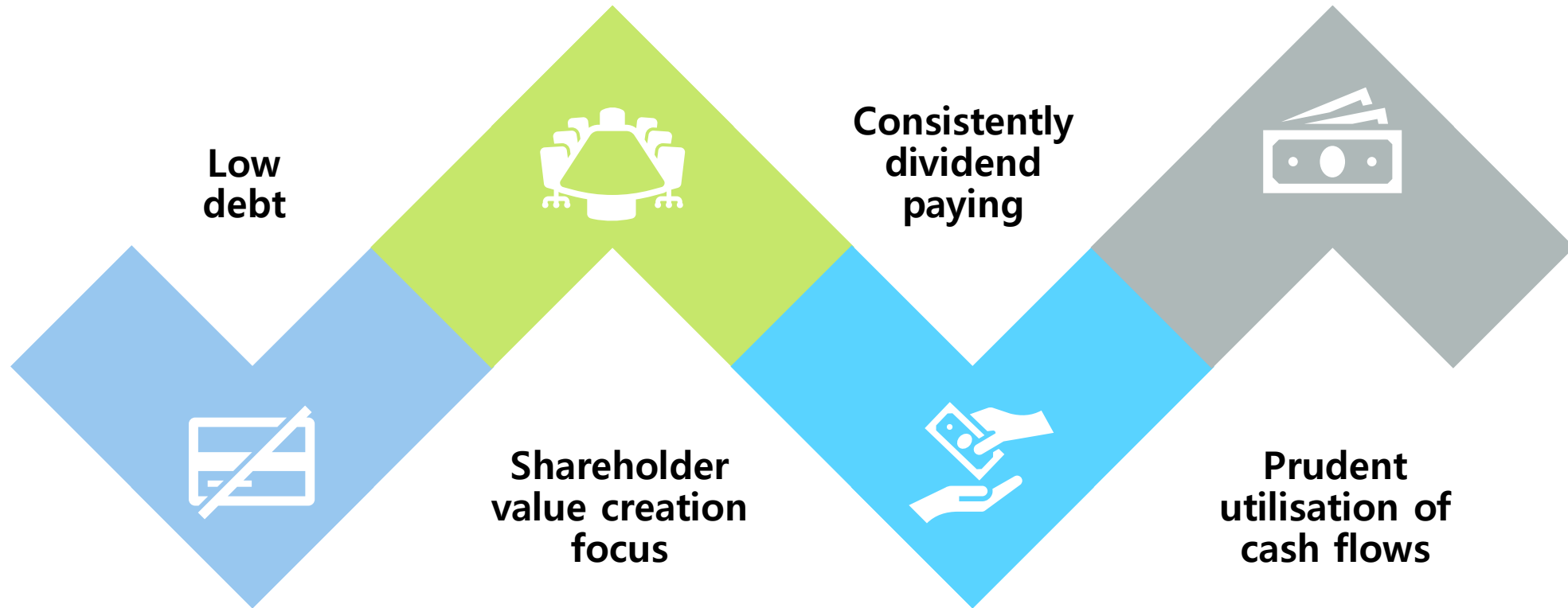
Our Focus

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



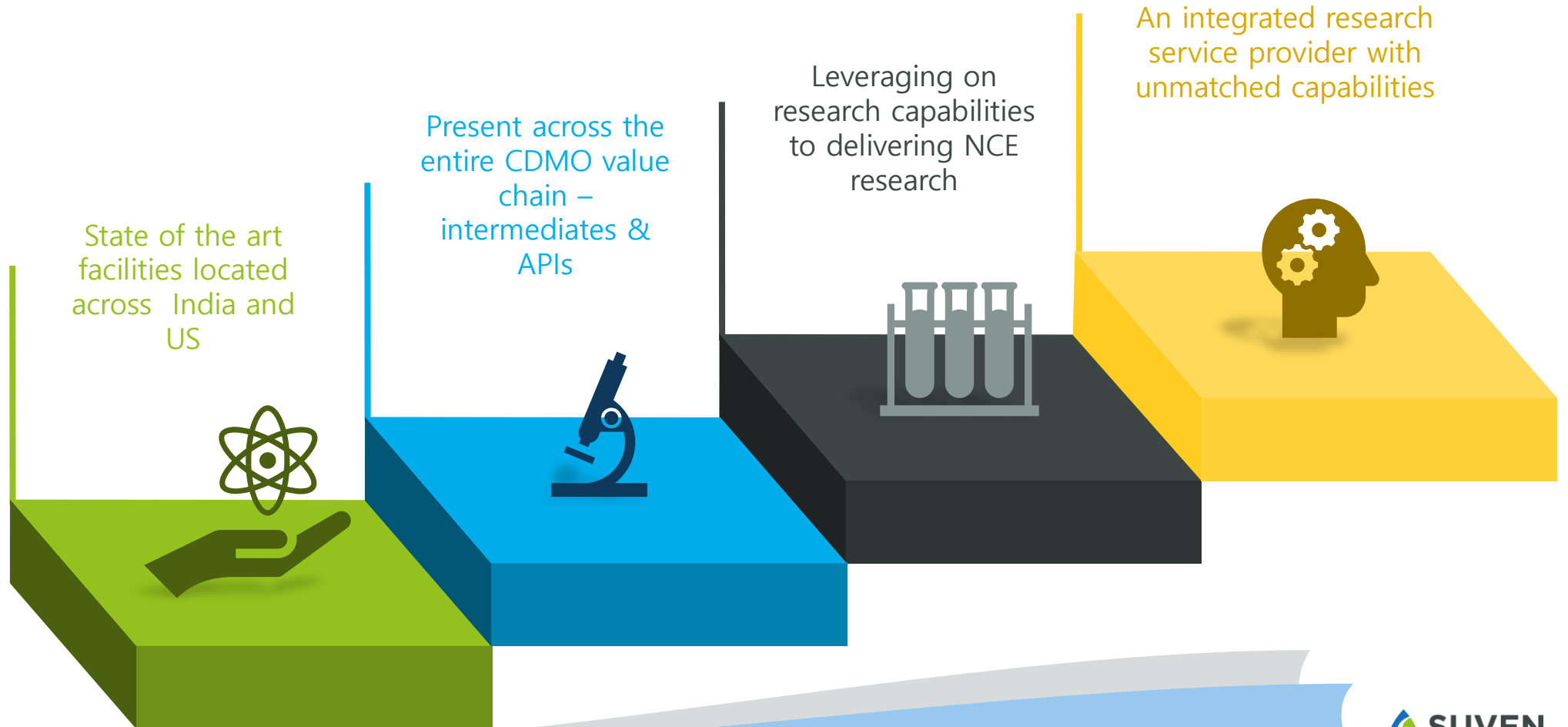
**NCE based
CDMO**

Financial Approach



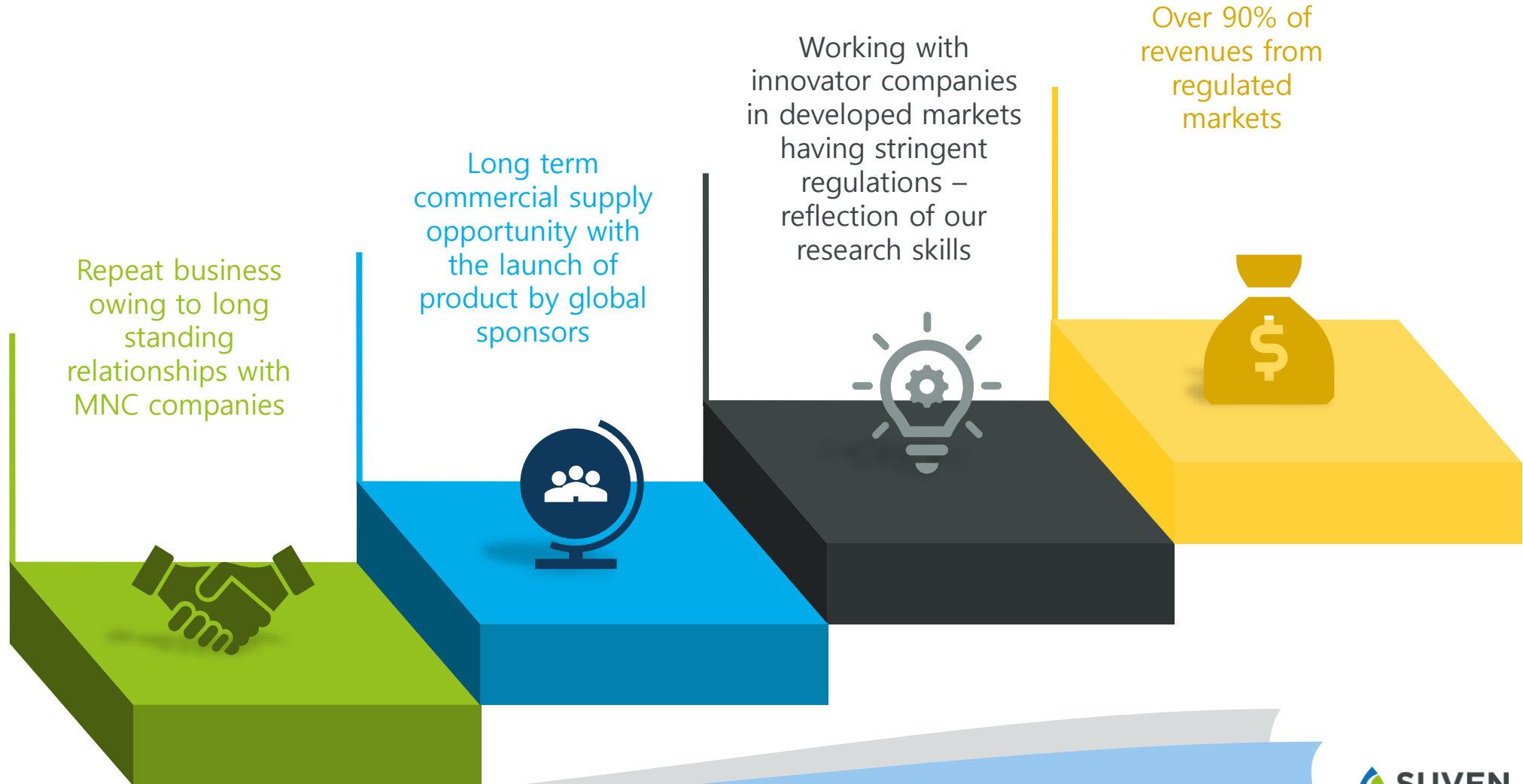
Business Drivers

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

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Thank You

