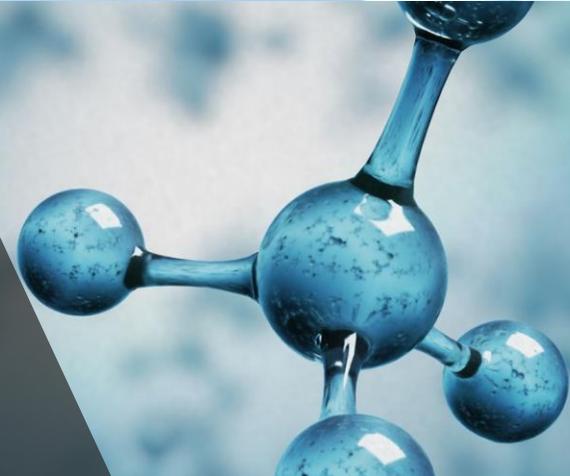




SUVEN PHARMA

Earnings Presentation
Q1 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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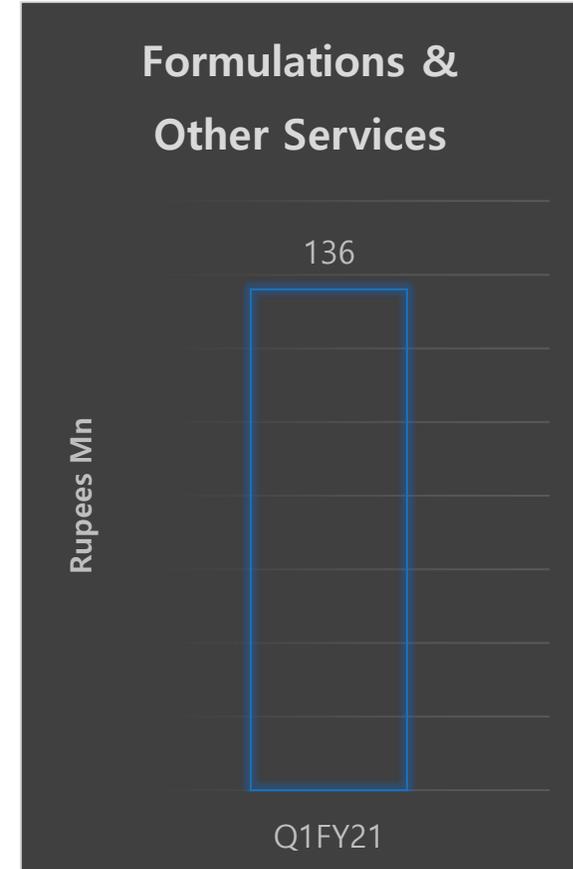
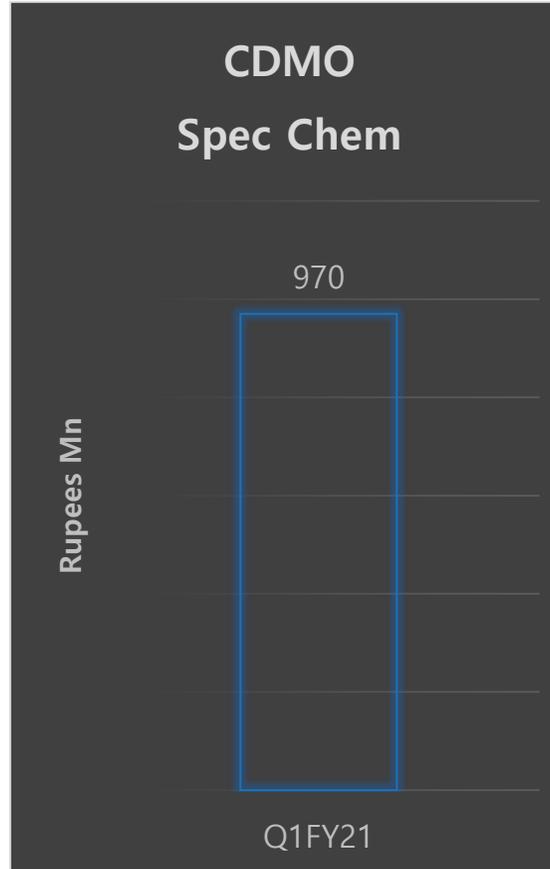
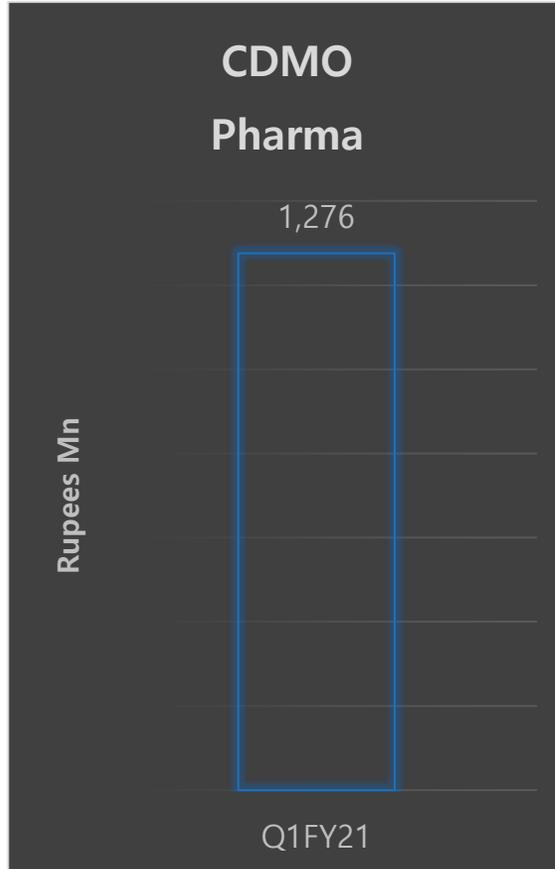
Operation &
Financial
Performance
Q1FY21

11

Company
Background

Operation & Financial Performance Q1 FY21

Businesswise data

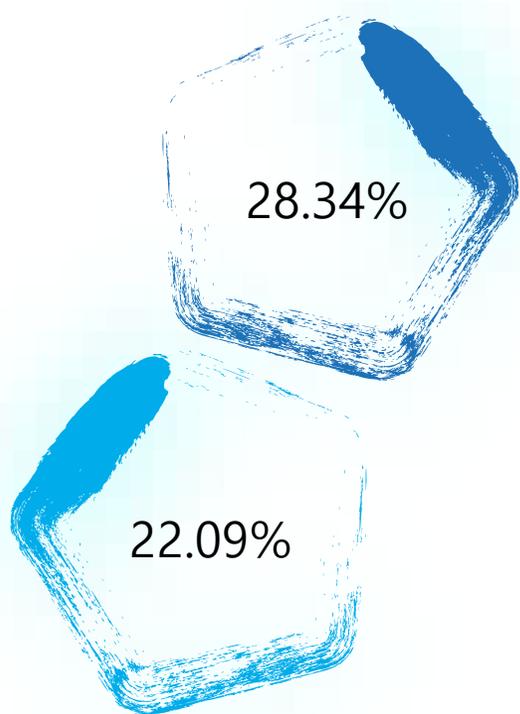


Financial Snapshot – Q1FY21

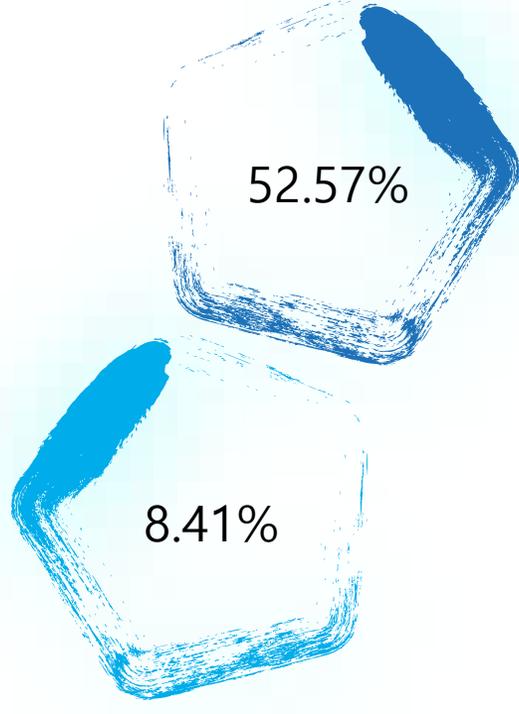
Q1FY21

Q1FY20

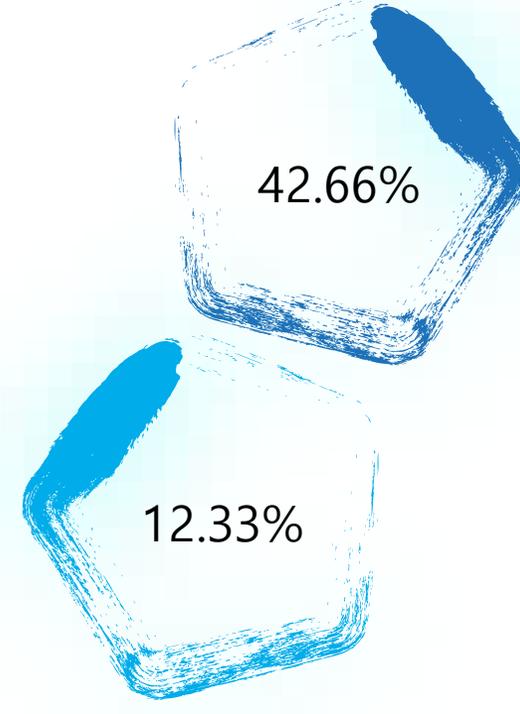
Growth in
Revenue



Growth in
PAT



Growth in
EBIDTA



Key Ratios

Q1FY21

Q1FY20

**PAT to
Income**

33.29%

37.49%

**EBITDA to
Income**

48.30%

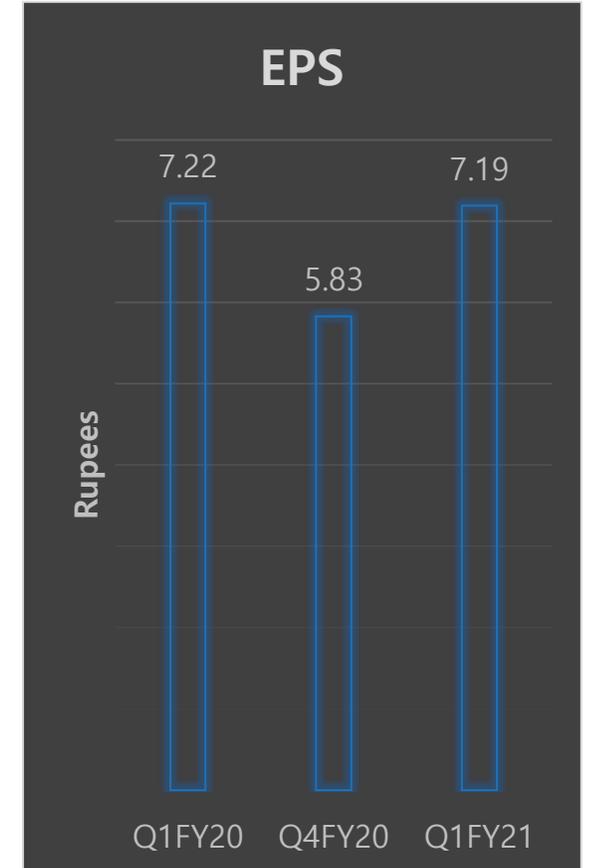
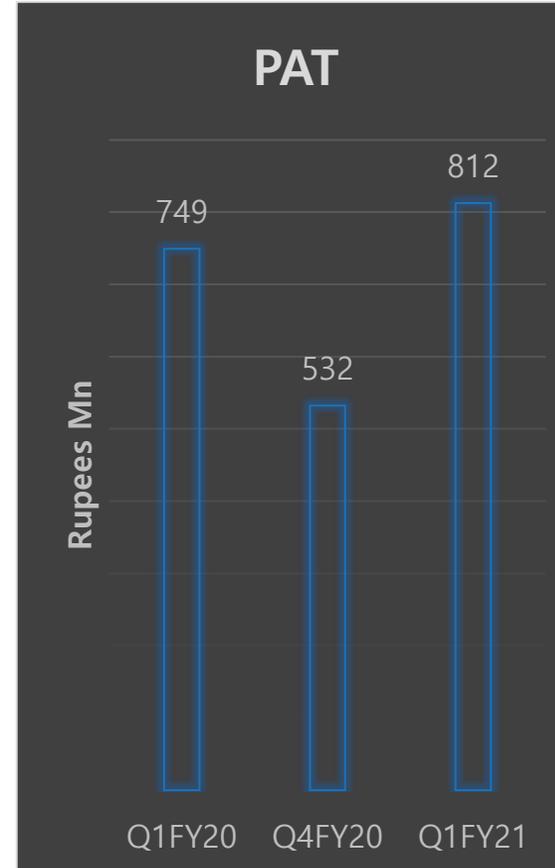
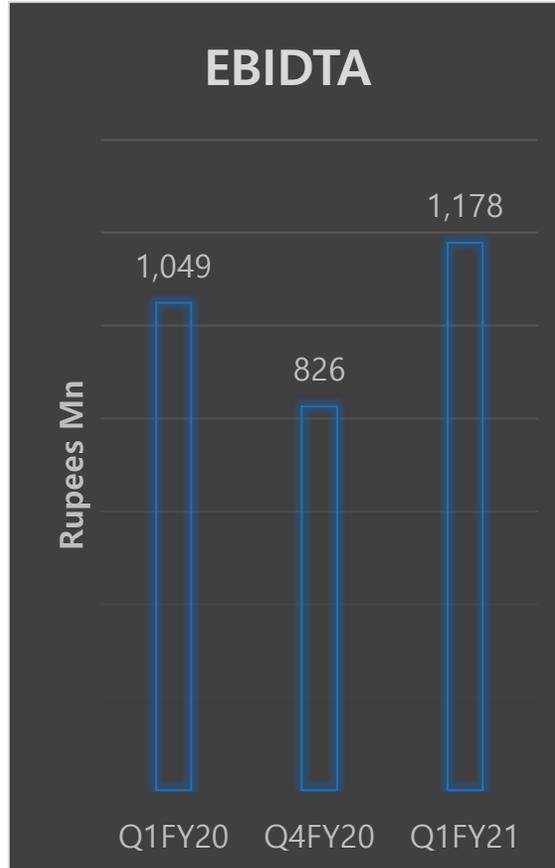
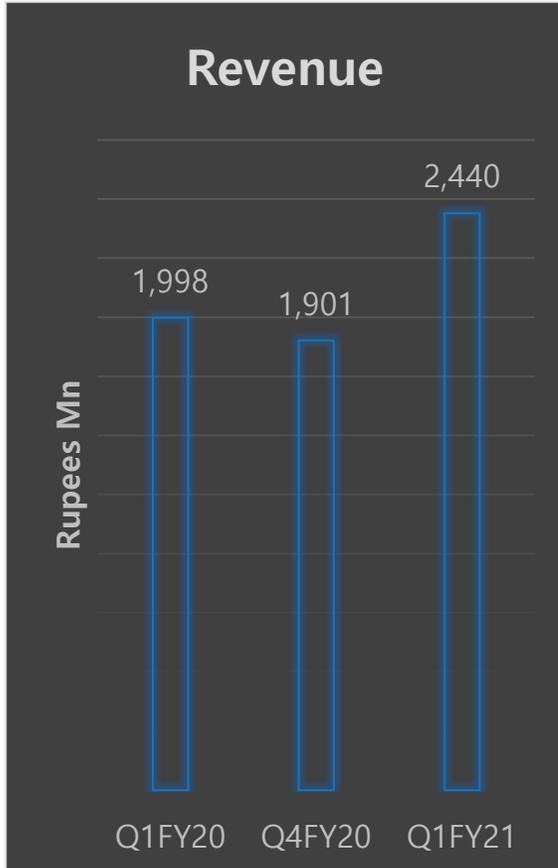
52.50%

**Cash Flow to
Income**

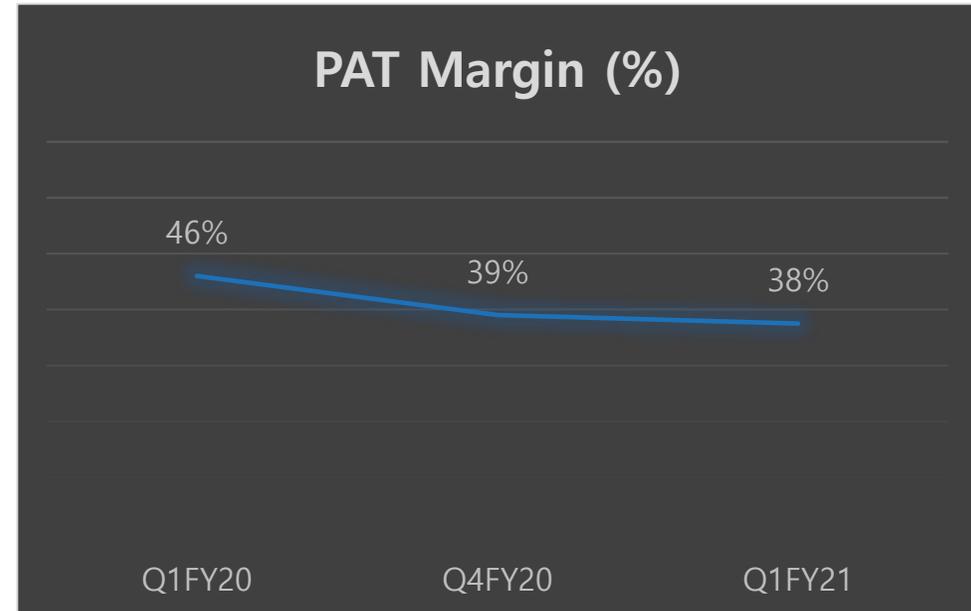
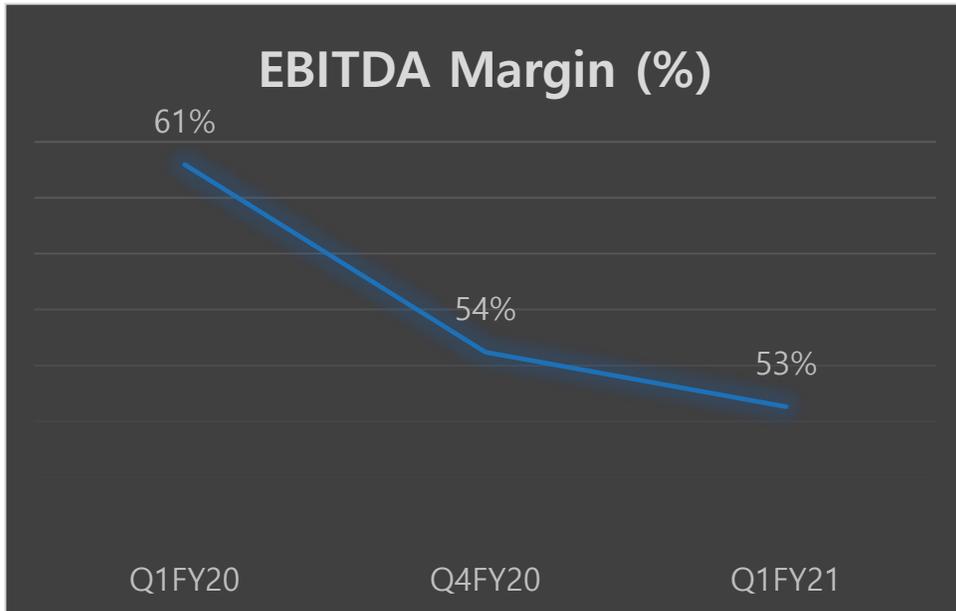
36.19%

40.24%

Financials Q1FY21



Financials Q1FY21



Financial Table – Q1 FY21

	Standalone					Consolidated				
	Q1 FY21 ₹ Million	Q4 FY20 ₹ Million	Q-o-Q Growth %	Q1 FY20 ₹ Million	Y-o-Y Growth %	Q1 FY21 ₹ Million	Q4 FY20 ₹ Million	Q-o-Q Growth %	Q1 FY20 ₹ Million	Y-o-Y Growth %
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

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.

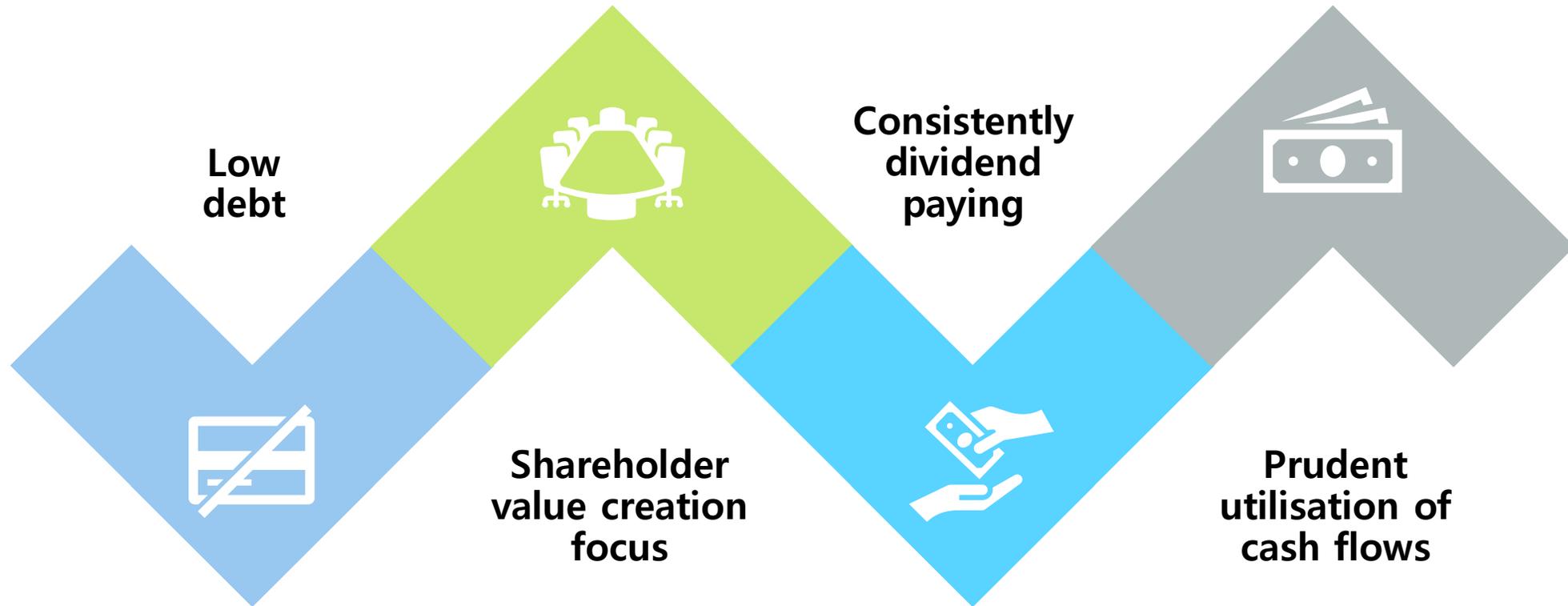
Our Focus

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



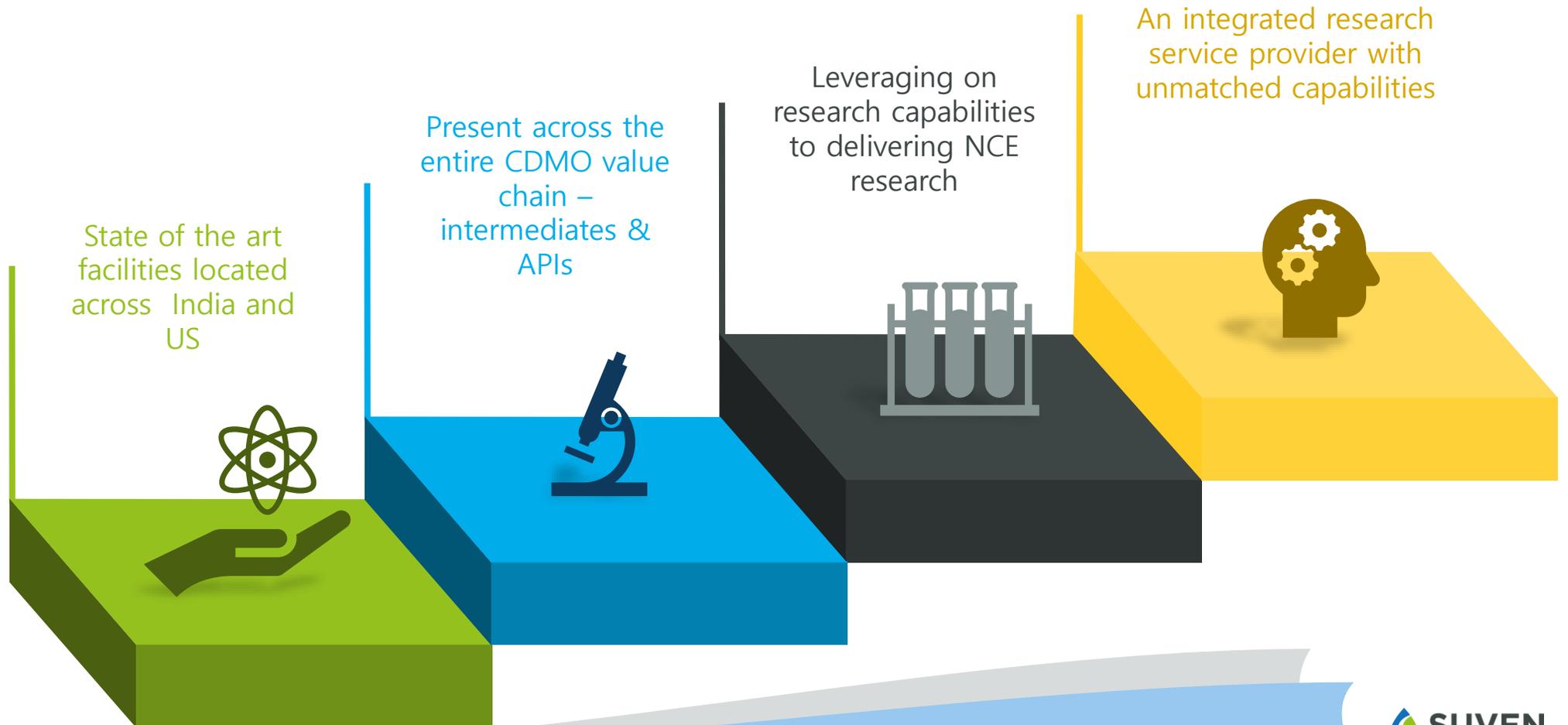
**NCE based
CDMO**

Financial Approach



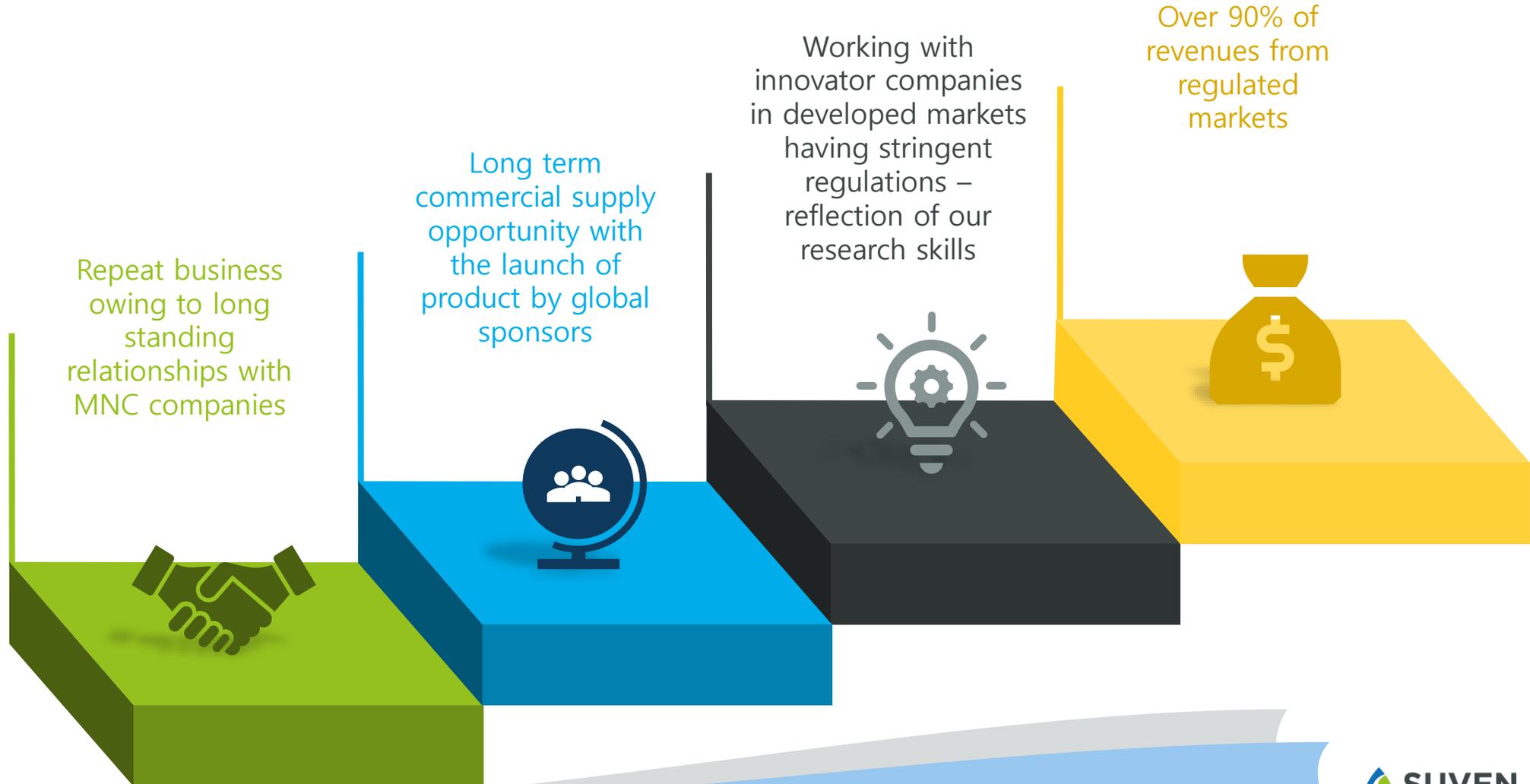
Business Drivers

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

