



# SUVEN PHARMA

Earnings Presentation  
Q3 & 9MFY22





# 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  
Q3FY22

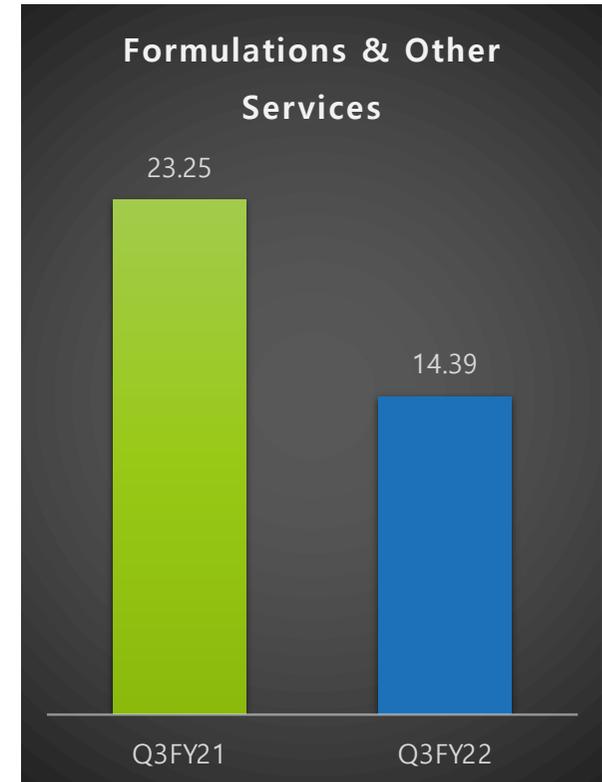
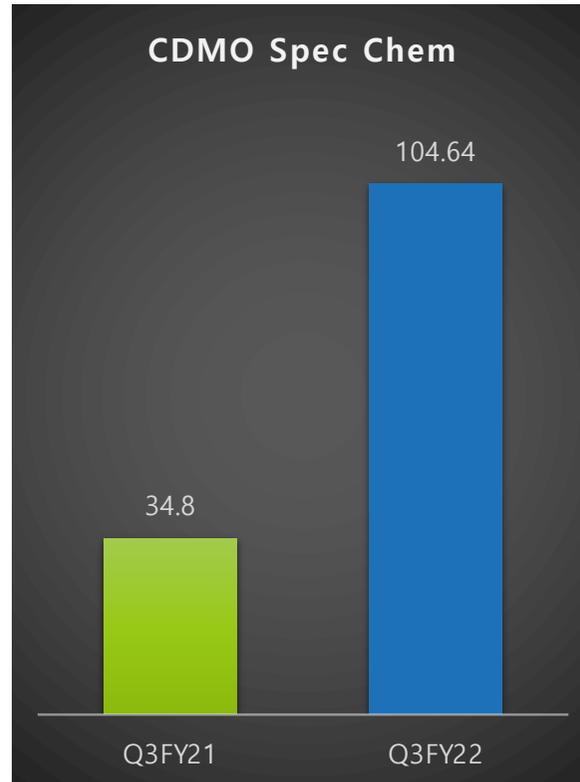
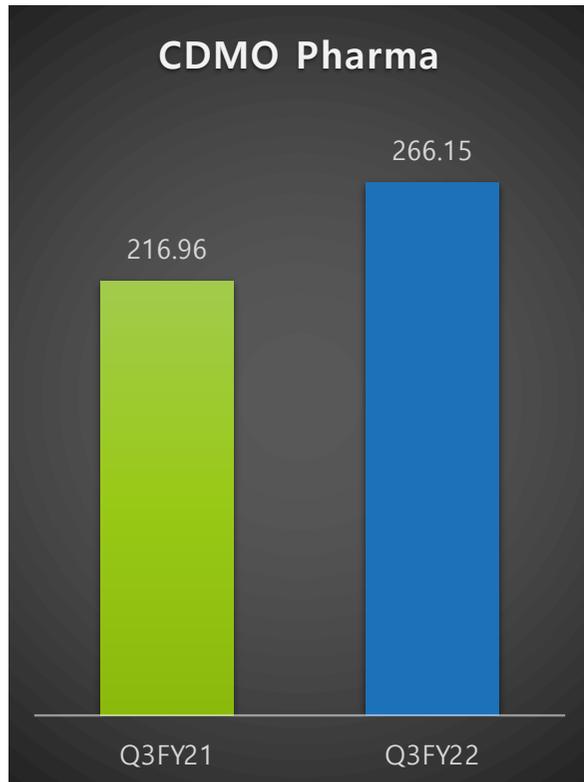
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Company  
Background

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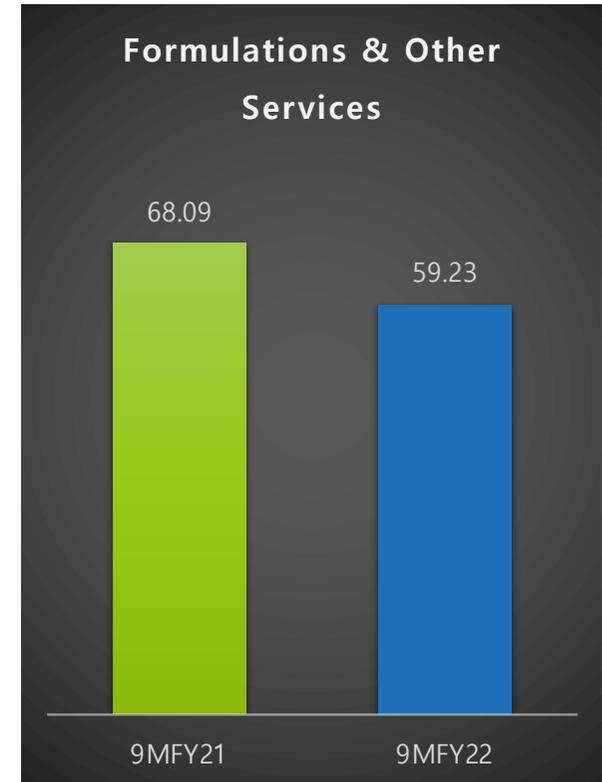
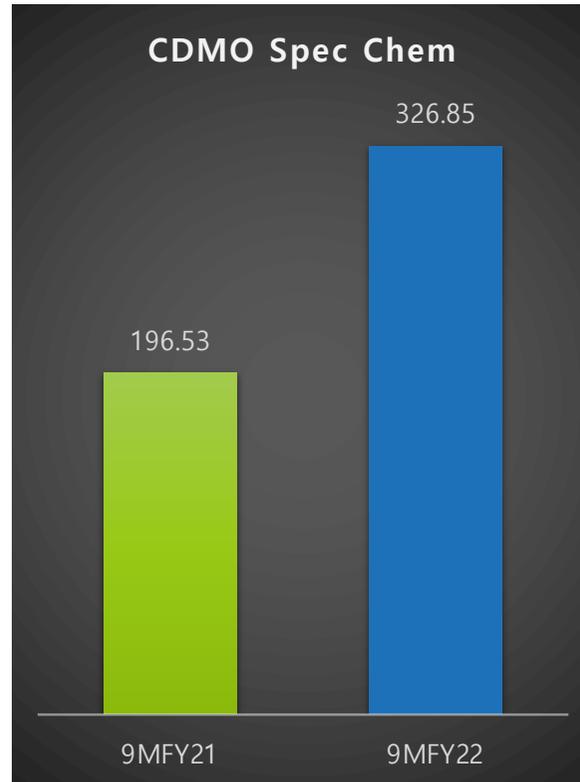
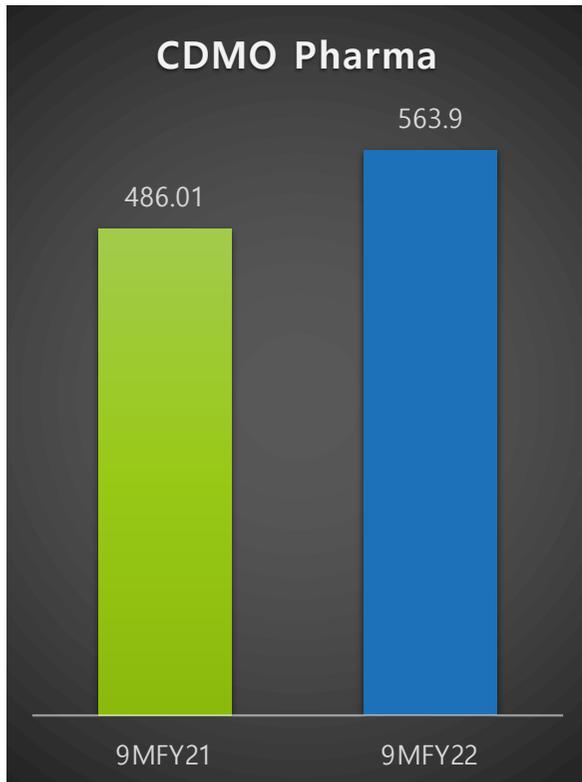
# Operation & Financial Performance Q3FY22

## Businesswise data



**Note:** Figures in Rs. Crore

## Businesswise data



**Note:** Figures in Rs. Crore

# Financial Snapshot

Q3FY22

9MFY22

Growth in  
**Revenue**

43.28%

32.60%

Growth in  
**EBITDA**

37.37%

32.99%

Growth in  
**PAT**

40.31%

36.63%

# Key Ratios

Q3FY22

9MFY22

Growth in  
**EBIT**

38.51%

33.69%

**EBITDA** to  
Income

48.72%

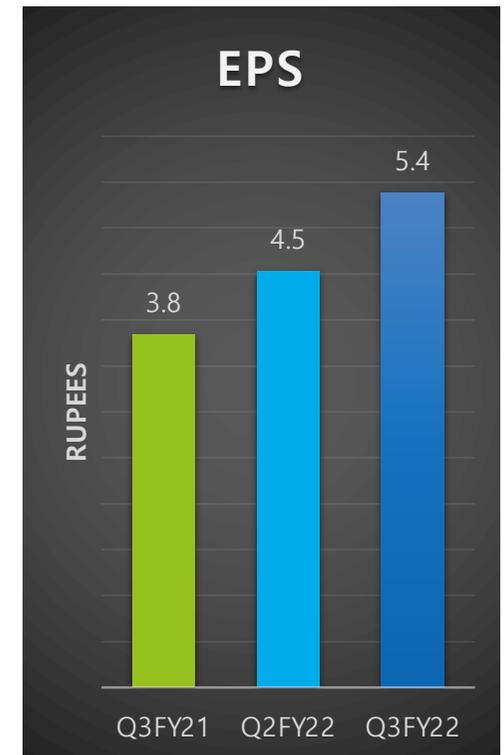
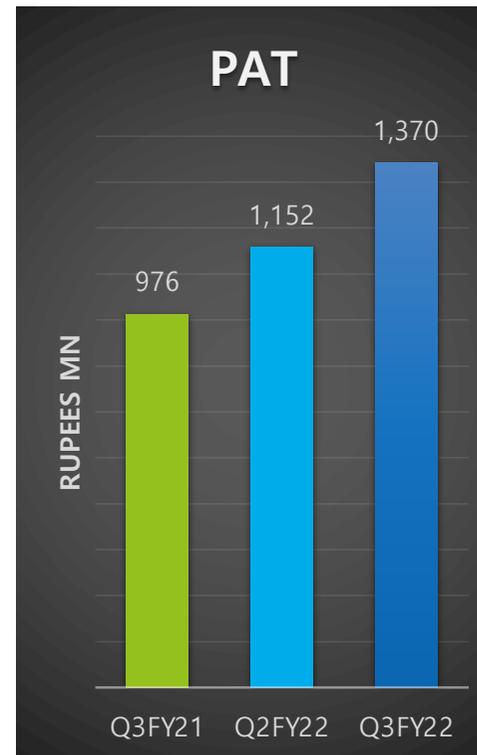
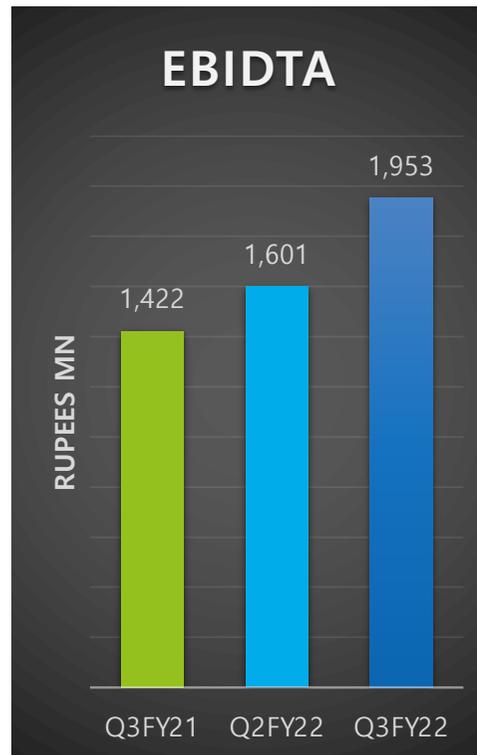
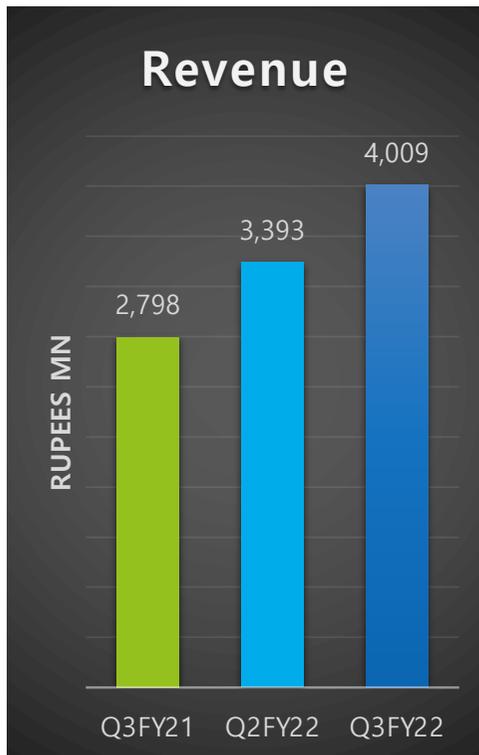
50.82%

**PAT** to  
Income

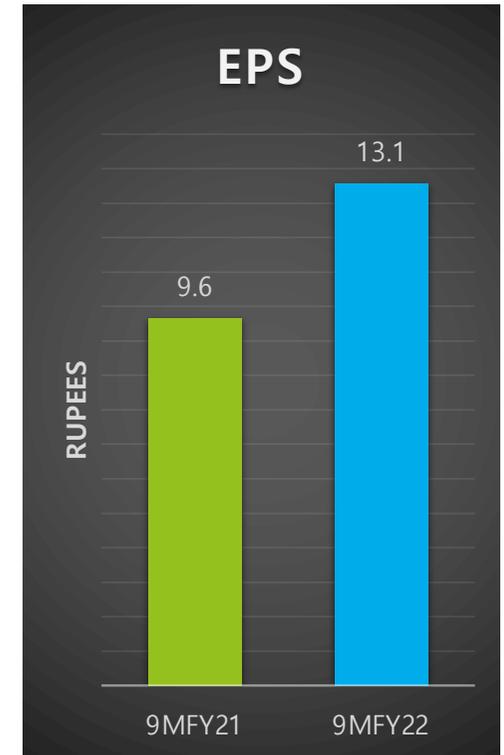
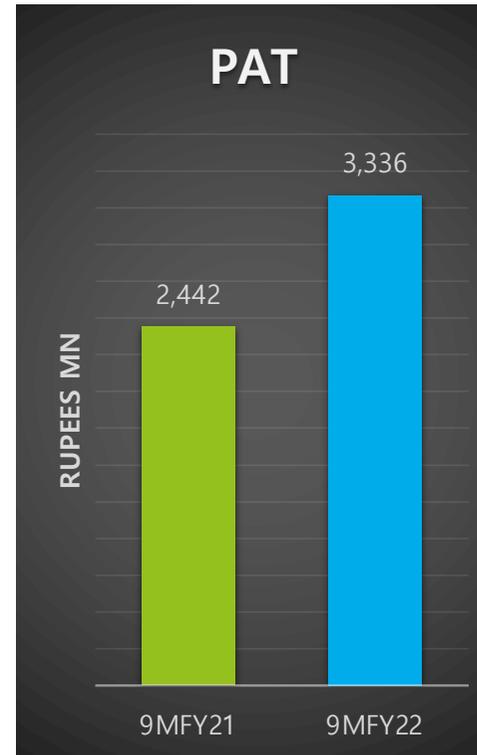
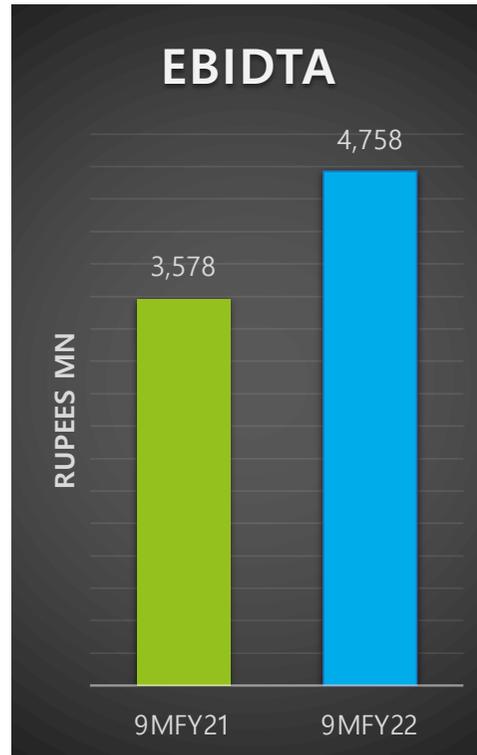
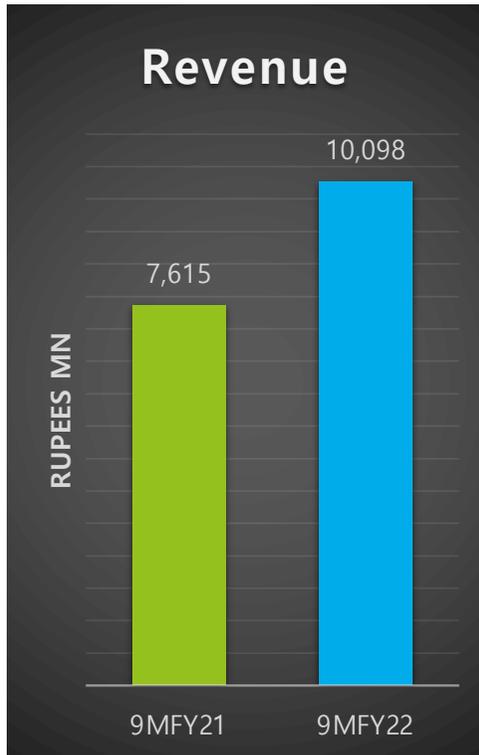
34.18%

33.04%

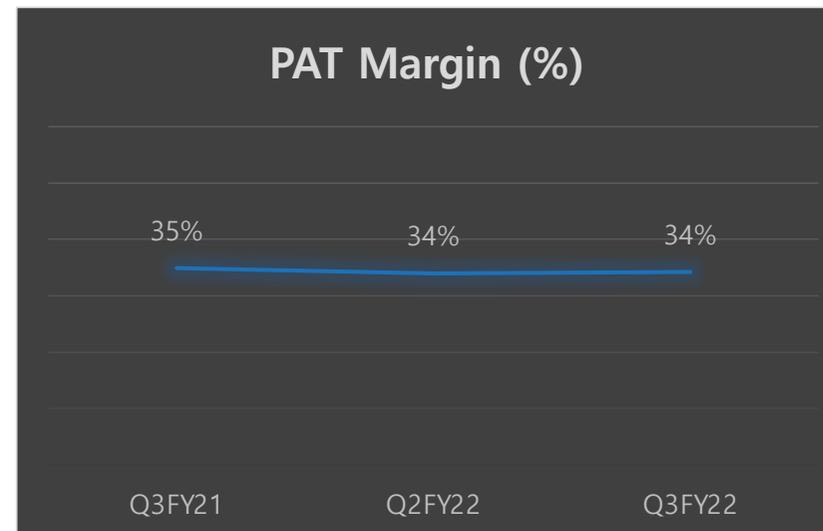
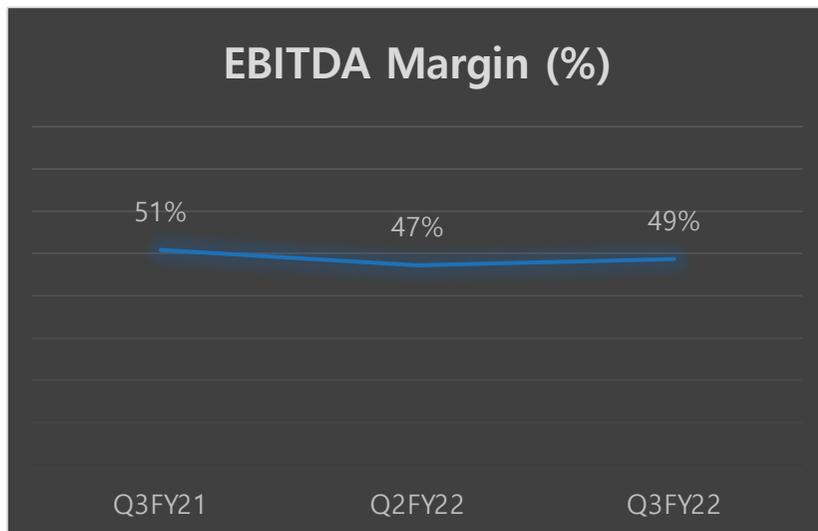
# Financials Q3FY22



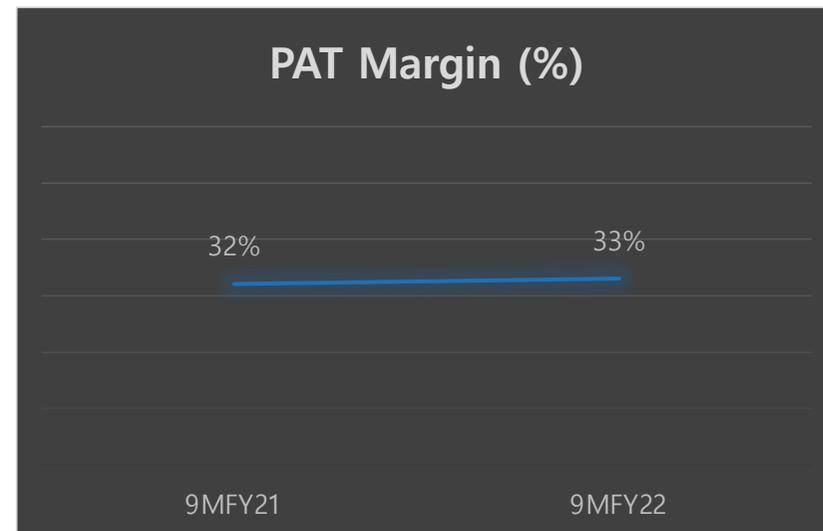
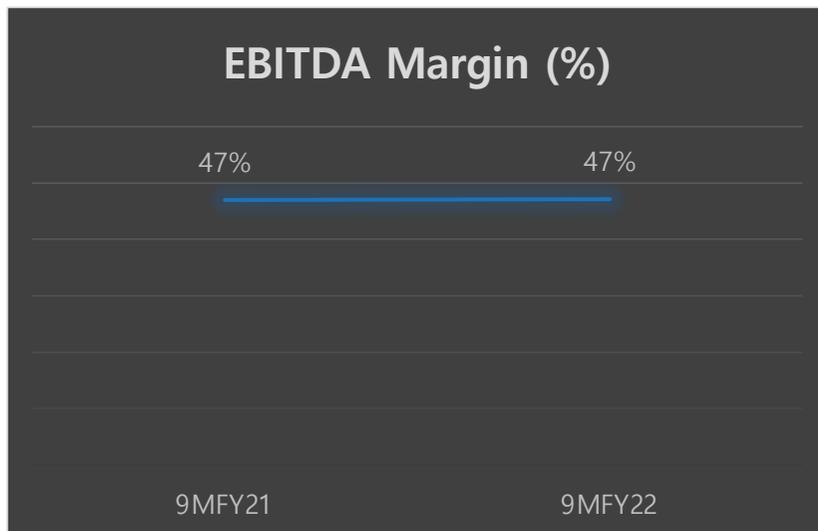
# Financials 9MFY22



# Financials Q3FY22



# Financials 9MFY22



## Financial Table – Q3 FY22

	Quarter ended			Period ended	
	31-Dec-21	30-Sep-21	31-Dec-20	31-Dec-21	30-Dec-20
Revenue	4,008.60	3,393.23	2,797.76	10,097.67	7,614.93
EBITDA	1,953.02	1,601.10	1,421.77	4,758.12	3,577.68
EBITDA Margin	48.72%	47.19%	50.82%	47.12%	46.98%
EBIT	1,847.96	1,509.33	1,334.20	4,471.36	3,344.47
EBIT Margin	46.10%	44.48%	47.69%	44.28%	43.92%
Finance costs	7.42	11.75	19.10	40.42	72.73
Depreciation	105.06	91.77	87.58	286.76	233.21
Taxes	470.59	345.60	338.75	1,094.59	829.79
Taxes to PBT	25.57%	23.08%	25.76%	24.70%	25.36%
PAT (Standalone)#	1,369.95	1,151.98	976.35	3,336.34	2,441.95
PAT Margin (Standalone)	34.18%	33.95%	34.90%	33.04%	32.07%
Associate Company	-	174.63	160.00	411.12	350.70
PAT (Consolidated)	1,600.69	969.85	1,136.25	3,621.37	2,792.26
PAT Margin (Consolidated)	39.93%	28.58%	40.61%	35.86%	36.67%
EPS (Standalone)	5.38	4.53	3.84	13.11	9.59
EPS (Consolidated)	6.29	3.81	4.46	14.23	10.97
Paid up share capital (Re.1/sh)	254.56	254.56	254.56	254.56	254.56

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

- Standalone Revenues, EBIT and PAT of Rs 10,098 Mn, Rs 4,471 Mn and Rs 3336 Mn in 9 months ending Dec 2021.

Suven is an integrated Contract Development and Manufacturing Operations company

Suven 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 (pre-demerger), 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.

## Q3FY22 Business updates

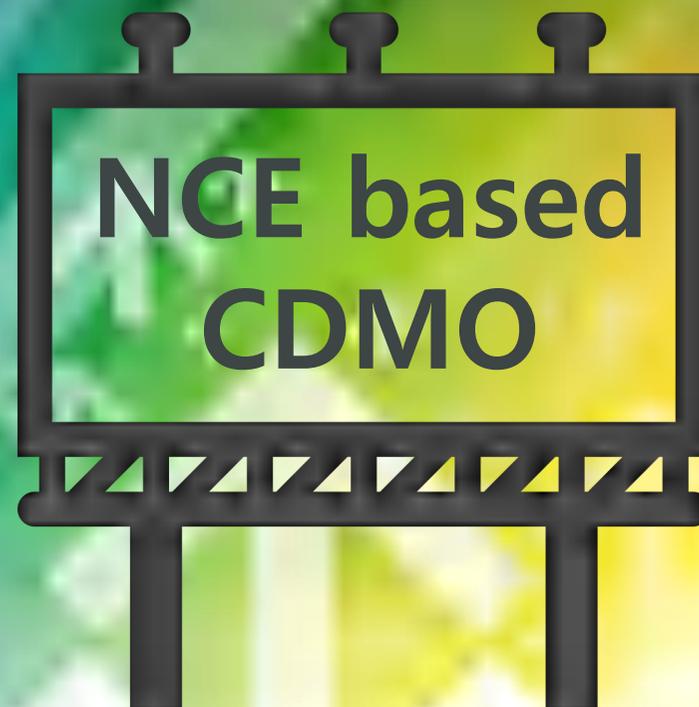
The Board has declared an interim Dividend of Rs.1.00 per equity share (100% of Face value of Rs.1.00 each) and one-time special dividend of Rs. 2.00 per equity share (200% of Face value of Rs.1.00), totaling to Rs. 3.00 per equity share (300% of Face value of Rs. 3.00 each) for the financial year 2021-22

The Board in its meeting held today, has given its in-principle approval to evaluate the acquisition opportunity of Caper Pharma Pvt. Ltd., an SEZ unit in Hyderabad engaged in Formulations. The Company will evaluate the proposal subject to financial, tax and legal due diligence to finalize the definitive agreements.

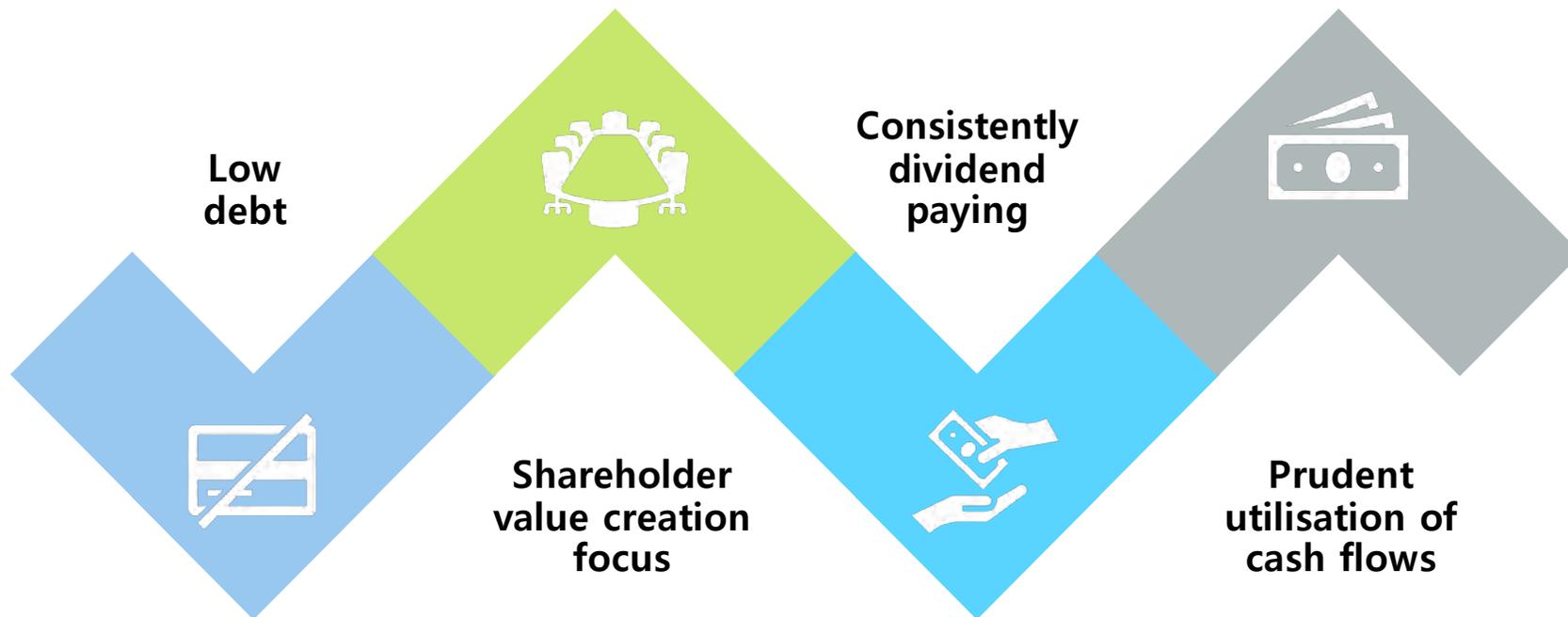
The Suven Pharma Inc., the WOS of our Company has divested its entire stake (25% amounting to \$35.00 Mn) in M/s Rising Pharma Holdings, Inc., USA on 13th Dec, 2021 to Raisin Acquisition Co, Inc., one of the investment arms of H.I.G. Capital, a leading global alternative investment firm in USA through structured deal. As part of the structured deal our WOS, Suven Pharma, Inc., received in the form of cash component of \$ 41.555 Mn and a stake valued at \$15.803 Mn in Raisin Aggregators L.P. Accordingly, Rising Pharma Holdings, Inc., USA has ceased to be an associate company w.e.f 13th Dec'2021. Hence, the share of profits of associate has not been considered in the consolidated financial statements for the Quarter ended 31st Dec'2021.

Our Focus

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

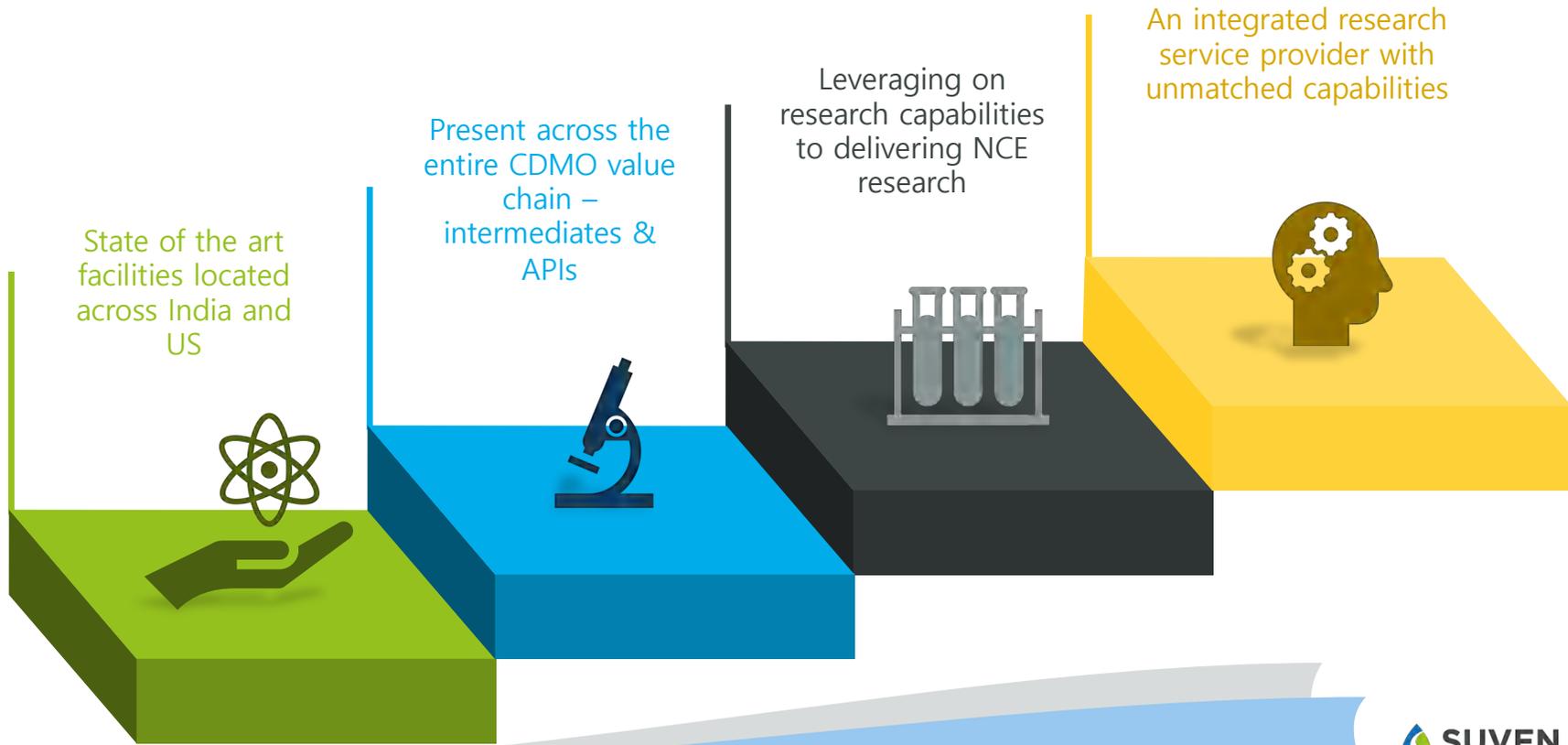


# Financial Approach



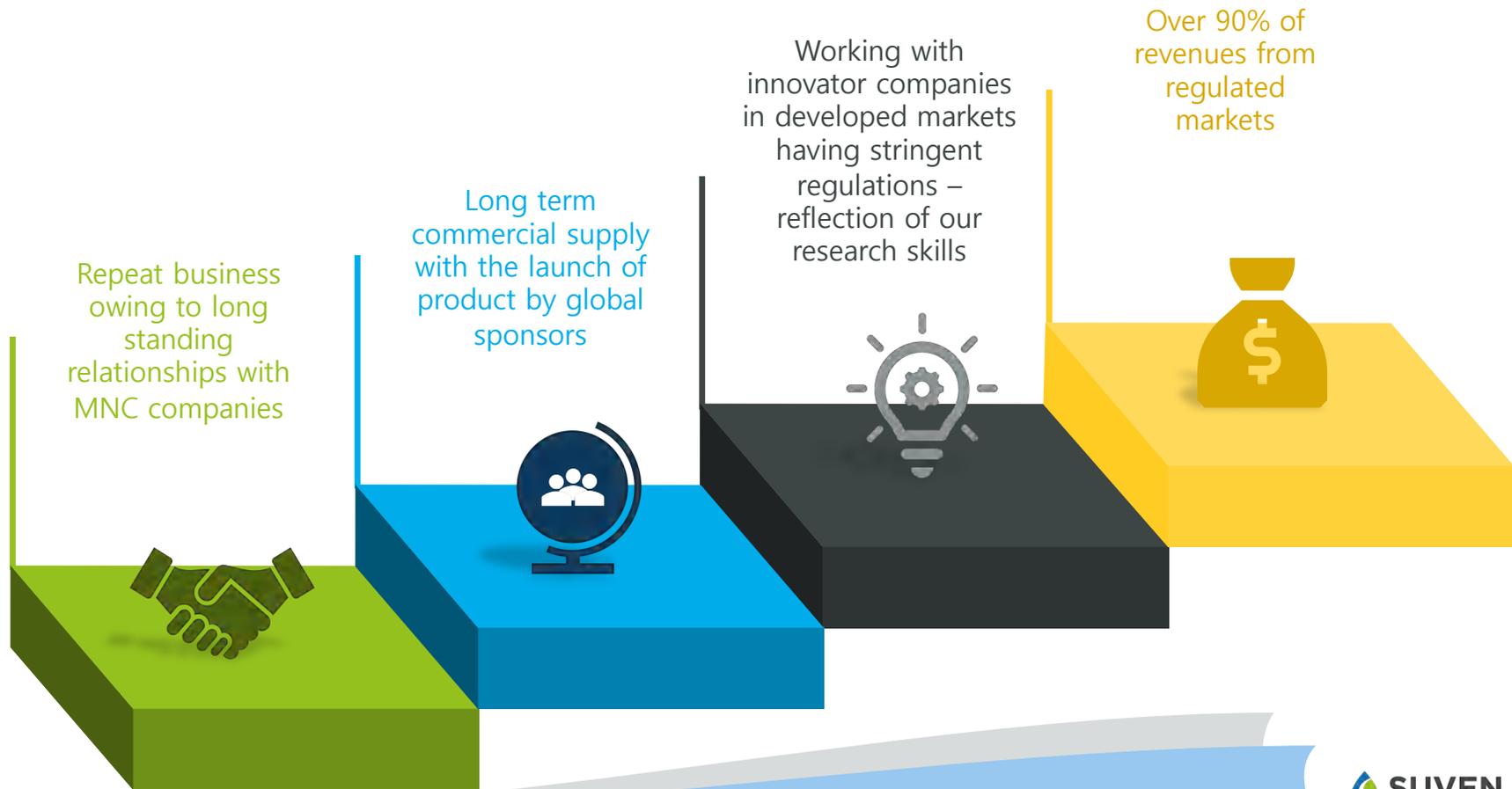
# Business Drivers

## 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**

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

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



- Business Development
- Project Management
- Intellectual Property Management

**USA, New Jersey  
Business Office**

# Contact

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