



SUVEN PHARMA

Earnings Presentation
Q4 and Annual - FY22





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 Q4
and Annual FY22**

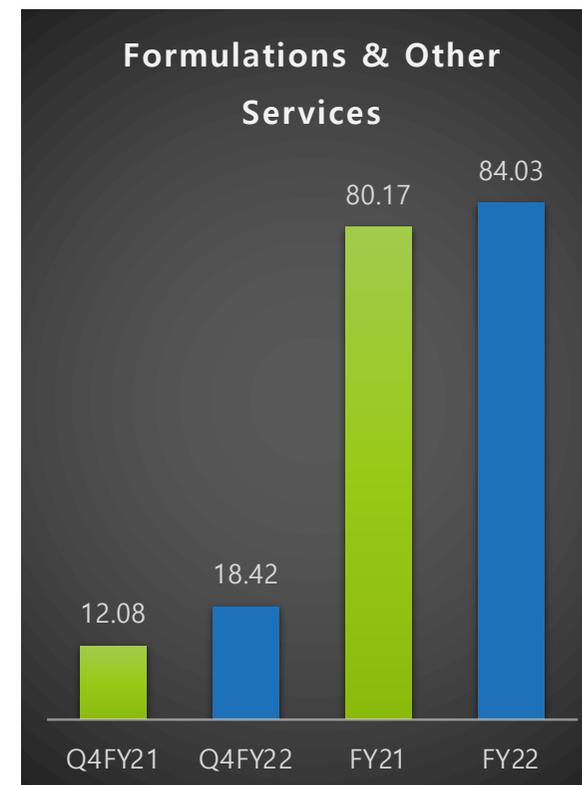
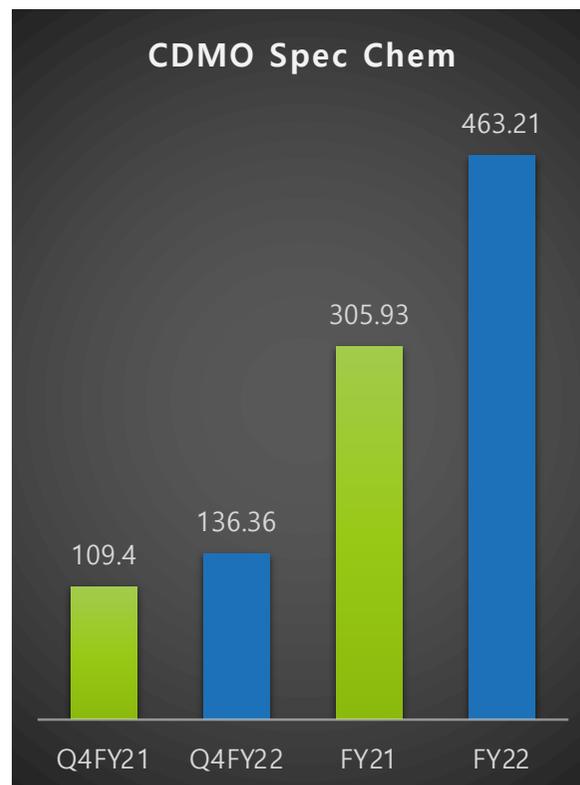
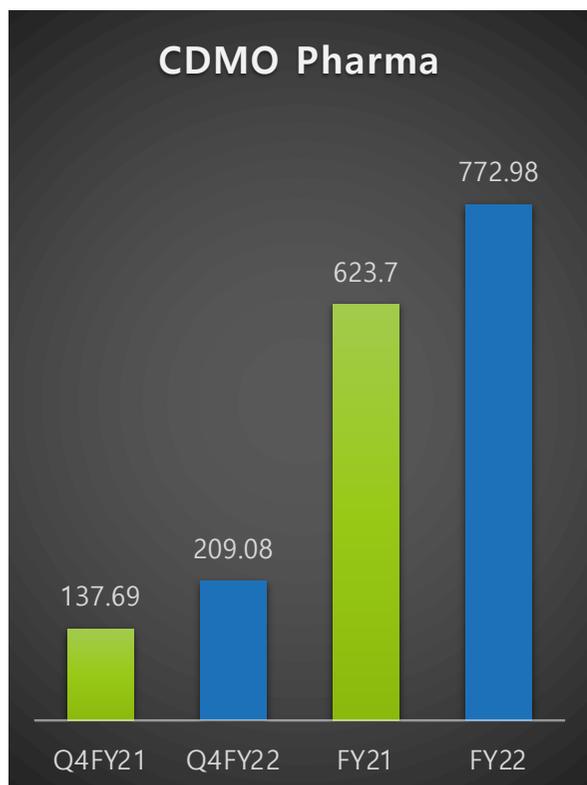
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**Company
Background**

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Operation & Financial Performance Q4 FY22

Businesswise data



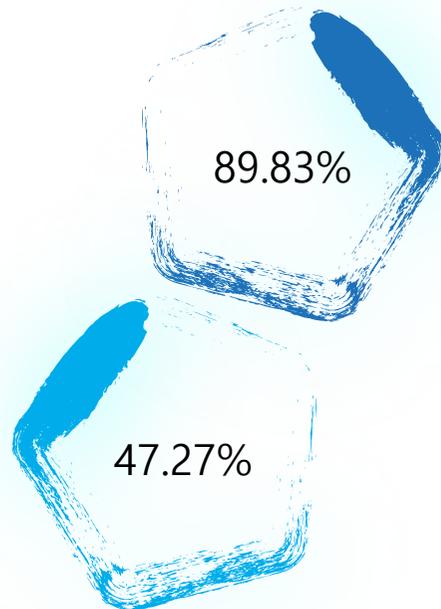
Note: Figures in Rs. Crore

Financial Snapshot

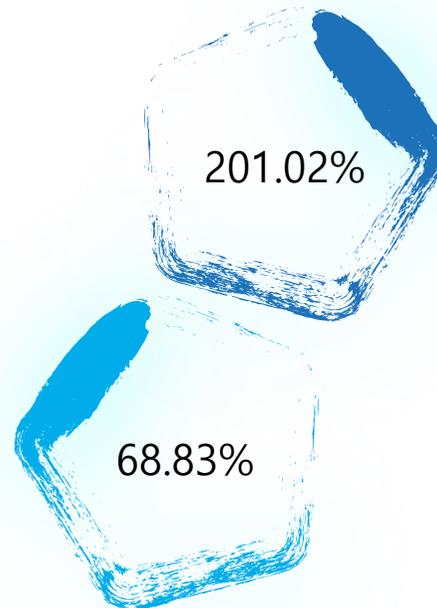
Q4FY22

FY22

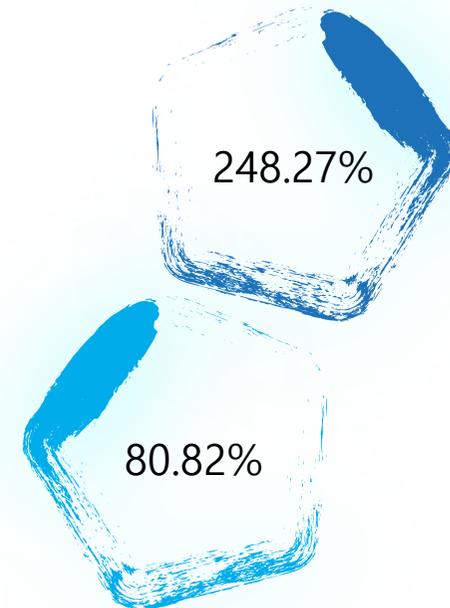
Growth in
Revenue



Growth in
EBITDA



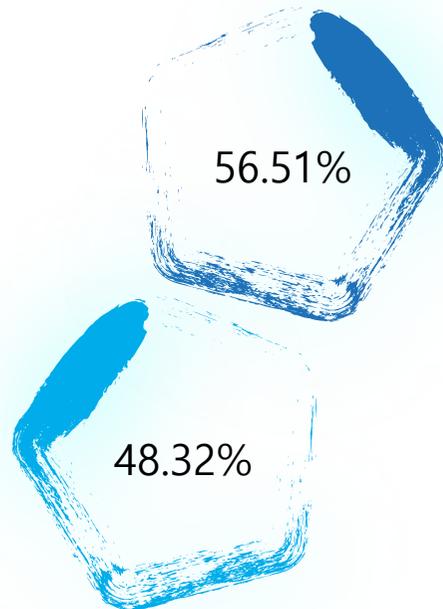
Growth in
PAT



Key Ratios

Q4FY22 FY22

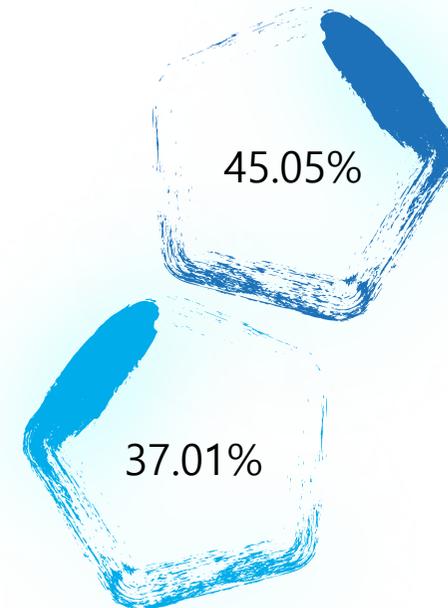
**EBIT to
Income**



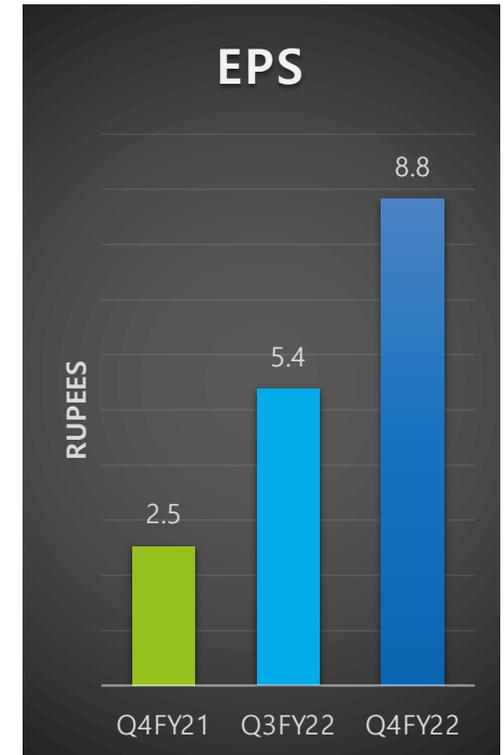
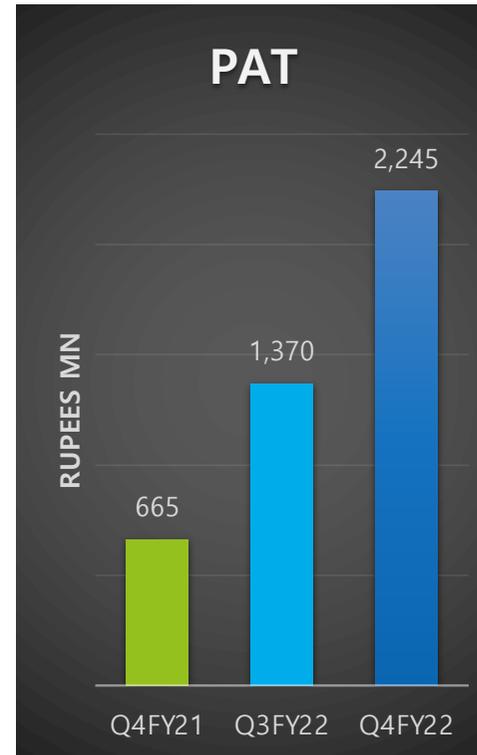
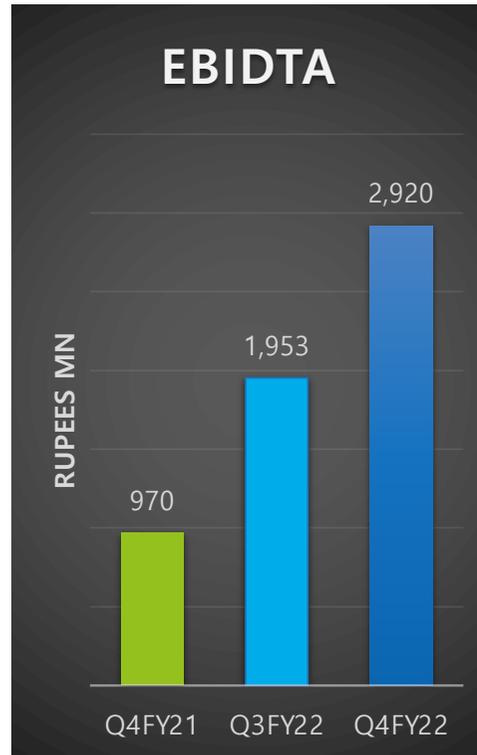
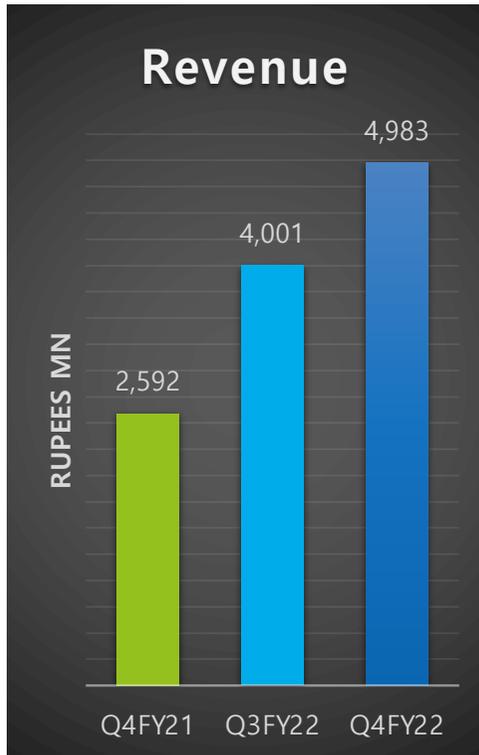
**EBITDA to
Income**



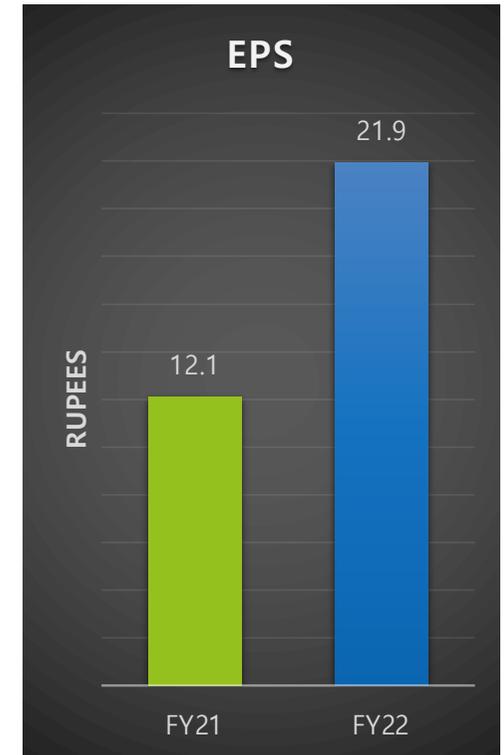
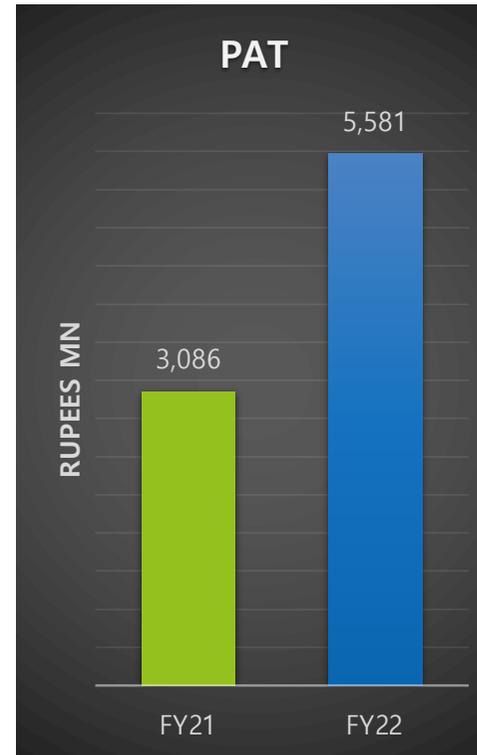
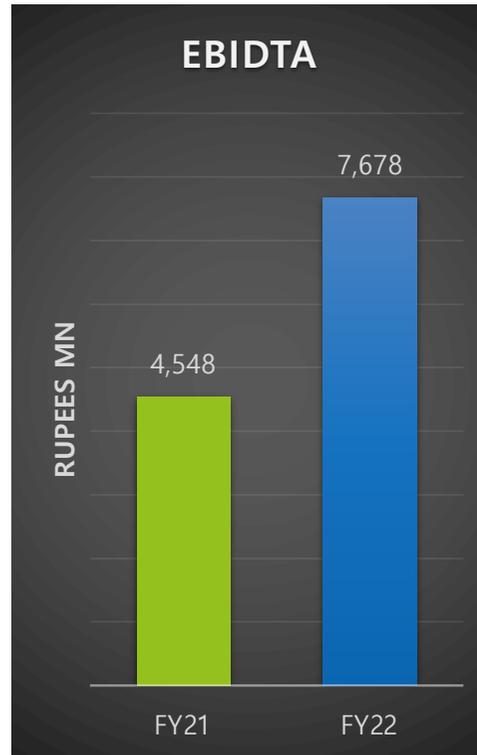
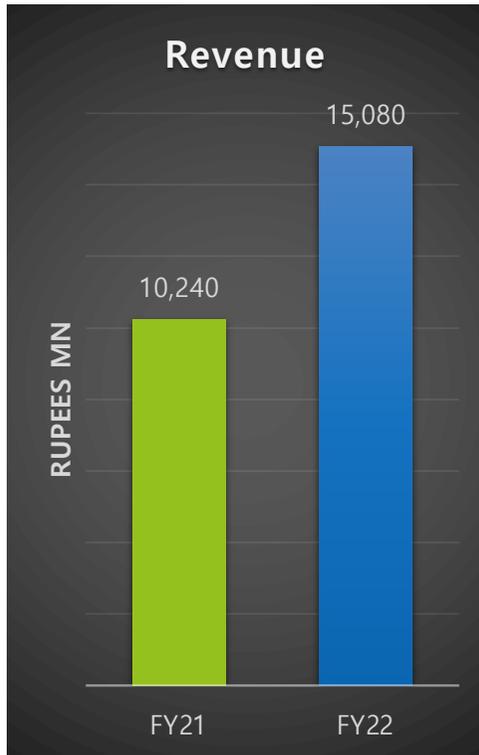
**PAT to
Income**



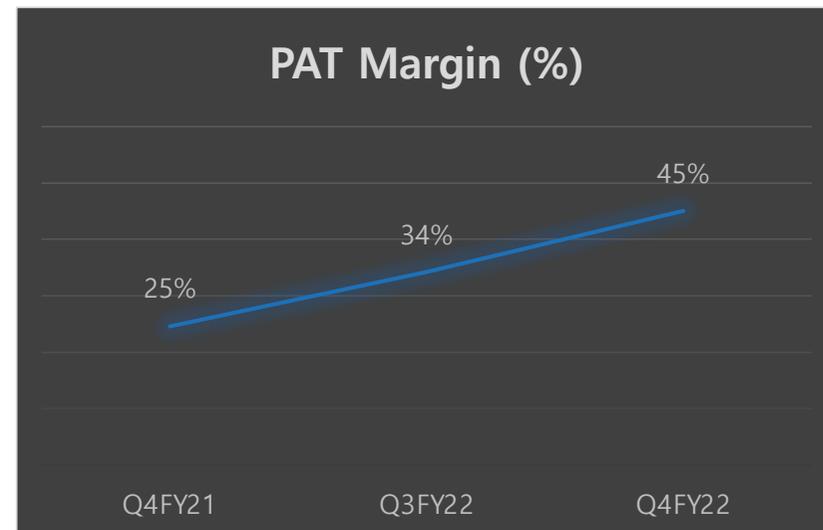
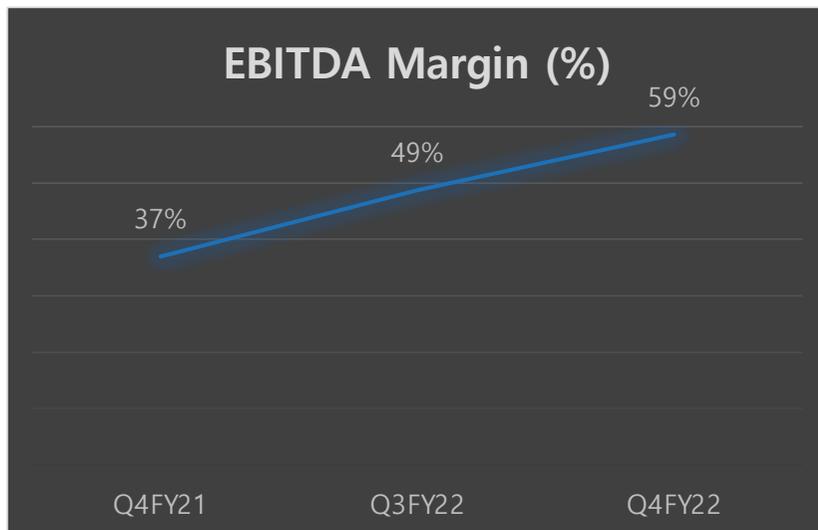
Financials Q4FY22



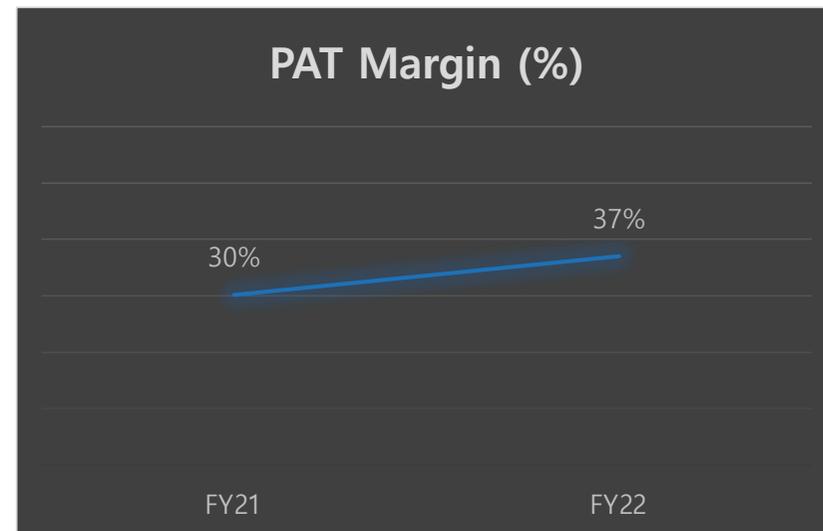
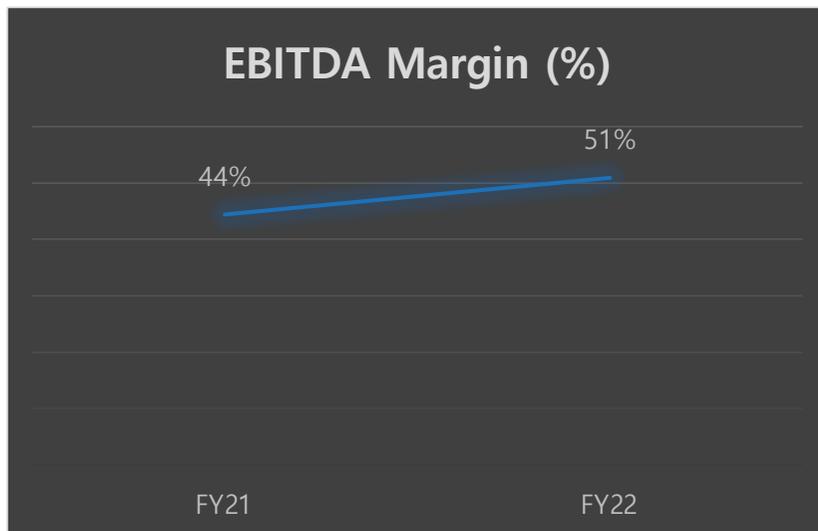
Financials FY22



Financials Q4FY22



Financials FY22



Financial Table – Q4 FY22

	Quarter ended			Year ended	
	31-Mar-22	31-Dec-21	31-Mar-21	31-Mar-22	31-Mar-21
Revenue from operations	3,638.47	3,915.85	2,591.65	13,202.22	10,097.19
Other Income	1,343.96	92.74	32.98	1,877.88	142.37
Total Income	4,982.43	4,008.60	2,624.63	15,080.10	10,239.56
EBITDA	2,919.65	1,953.02	969.91	7,677.76	4,547.59
EBITDA Margin	58.60%	48.72%	36.95%	50.91%	44.41%
EBIT	2,815.44	1,847.96	886.76	7,286.79	4,231.23
EBIT Margin	56.51%	46.10%	33.79%	48.32%	41.32%
Finance costs	21.89	7.42	18.70	62.31	91.44
Depreciation	104.21	105.06	83.15	390.97	316.36
Taxes	548.90	470.59	223.54	1,643.49	1,053.32
Taxes to PBT	19.65%	25.57%	25.75%	22.75%	25.44%
PAT (Standalone)	2,244.65	1,369.95	644.52	5,580.99	3,086.47
PAT Margin (Standalone)	45.05%	34.18%	24.56%	37.01%	30.14%
Associate Company	-	-	186.66	411.12	537.36
PAT (Consolidated)	916.68	1,600.69	831.16	4,538.05	3,623.42
PAT Margin (Consolidated)	18.40%	39.93%	31.67%	30.09%	35.39%
EPS (Standalore)	8.82	5.38	2.53	21.92	12.12
EPS (Consolidated)	3.60	6.29	3.27	17.83	14.23

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



Q4FY22 updates

- ✦ The Board has declared 2nd 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. 1.00 per equity share (100% of Face value of Rs.1.00), totaling to Rs. 2.00 per equity share (200% of Face value of Rs. 1.00 each) for the financial year 2021-22.
- ✦ Post approval of the Board in the meeting held on 5 April 2022, the company has completed acquisition of 100% stake in Casper Pharma Pvt. Ltd. an SEZ company engaged in formulations business for USD 20.50 Mn and has become a wholly owned subsidiary of the Company w.e.f. 22 April 2022.

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, EBITDA and Adj. PAT of Rs 4982 Mn, Rs 2920 Mn and Rs 2245 Mn in Q4-FY22.
- Standalone Revenues, EBITDA and Adj. PAT of Rs. 15080 Mn, Rs. 7678 Mn and Rs. 5581 Mn for the year ending 2022
- Strong balance sheet with D:E ratio of 0.02 as on Mar-22.

Brief Overview

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.

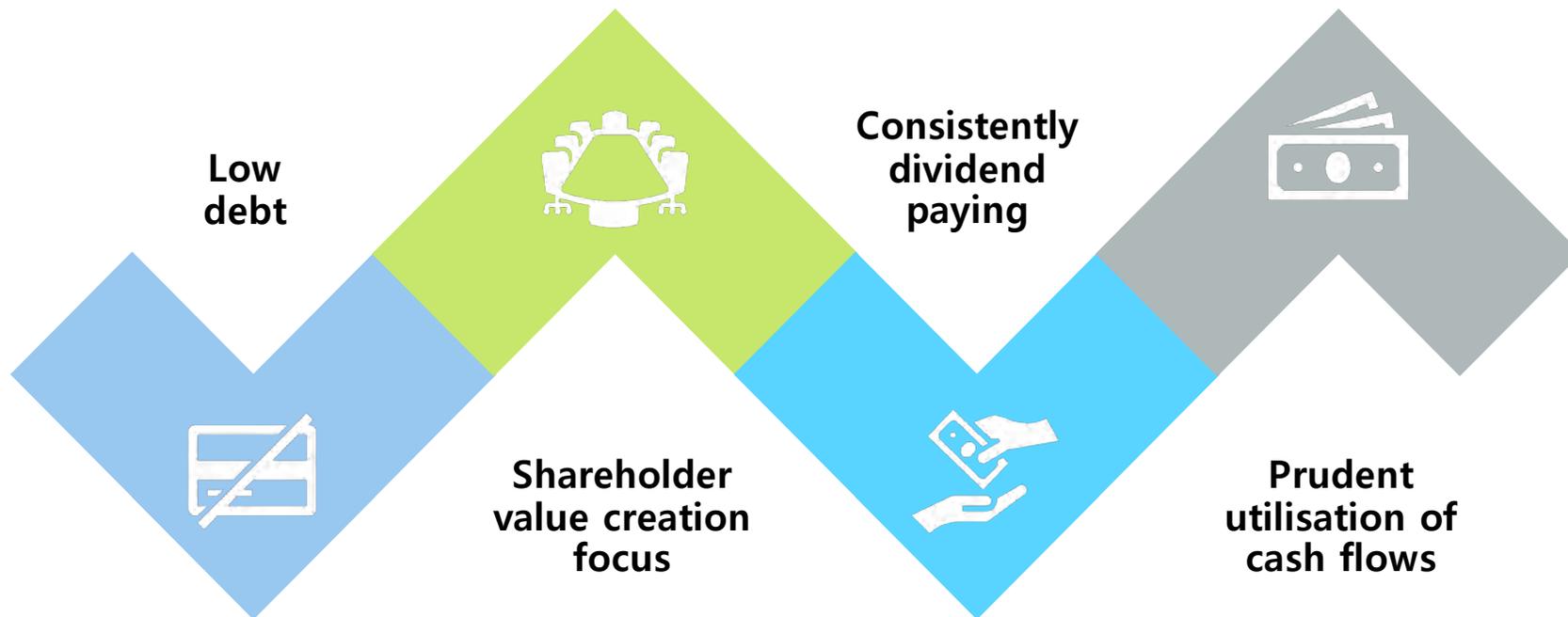
Suven is dedicated to going beyond commitment and delivering R&D and Manufacturing solutions, with flexibility, quality, speed, and cost effectiveness.

Our Focus

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

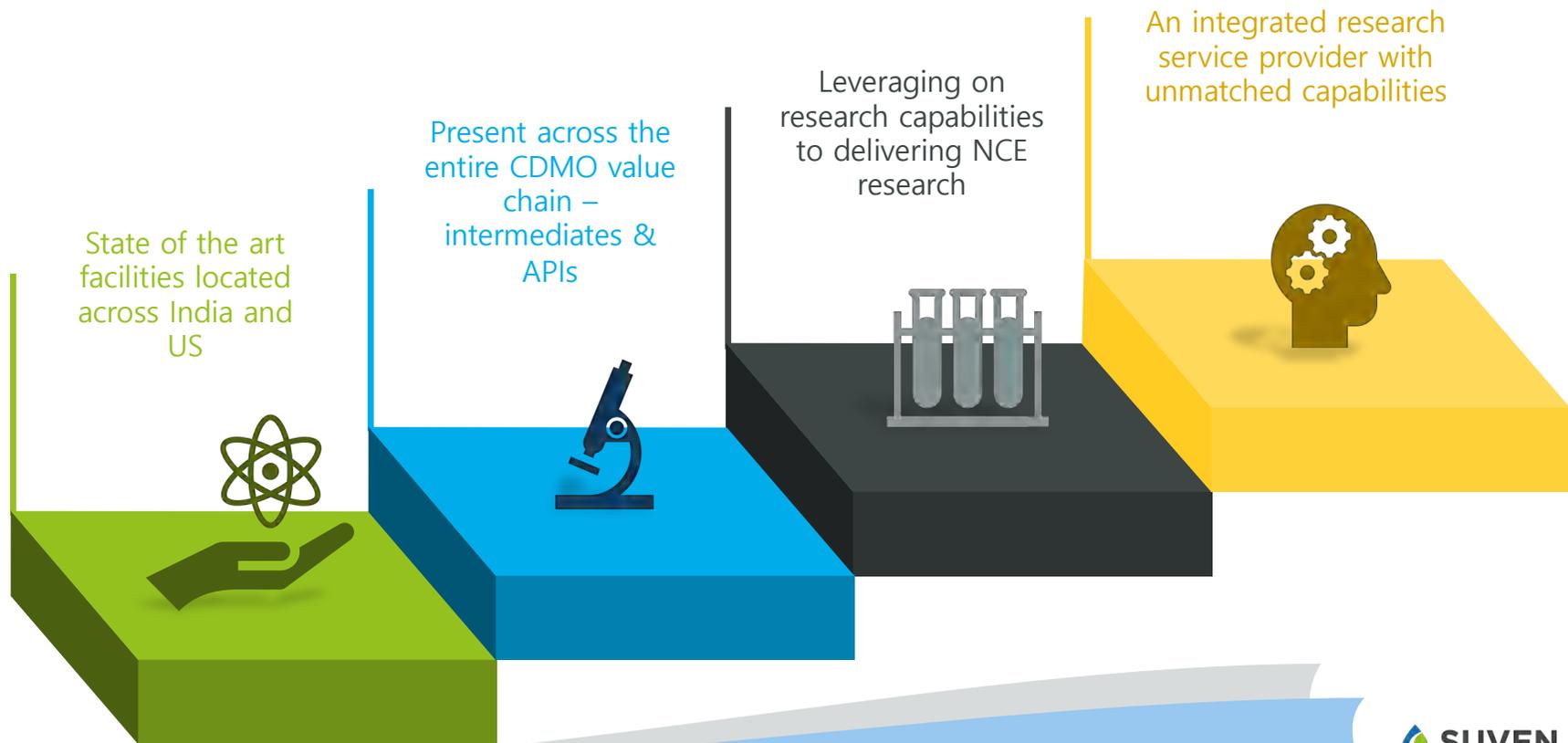


Financial Approach



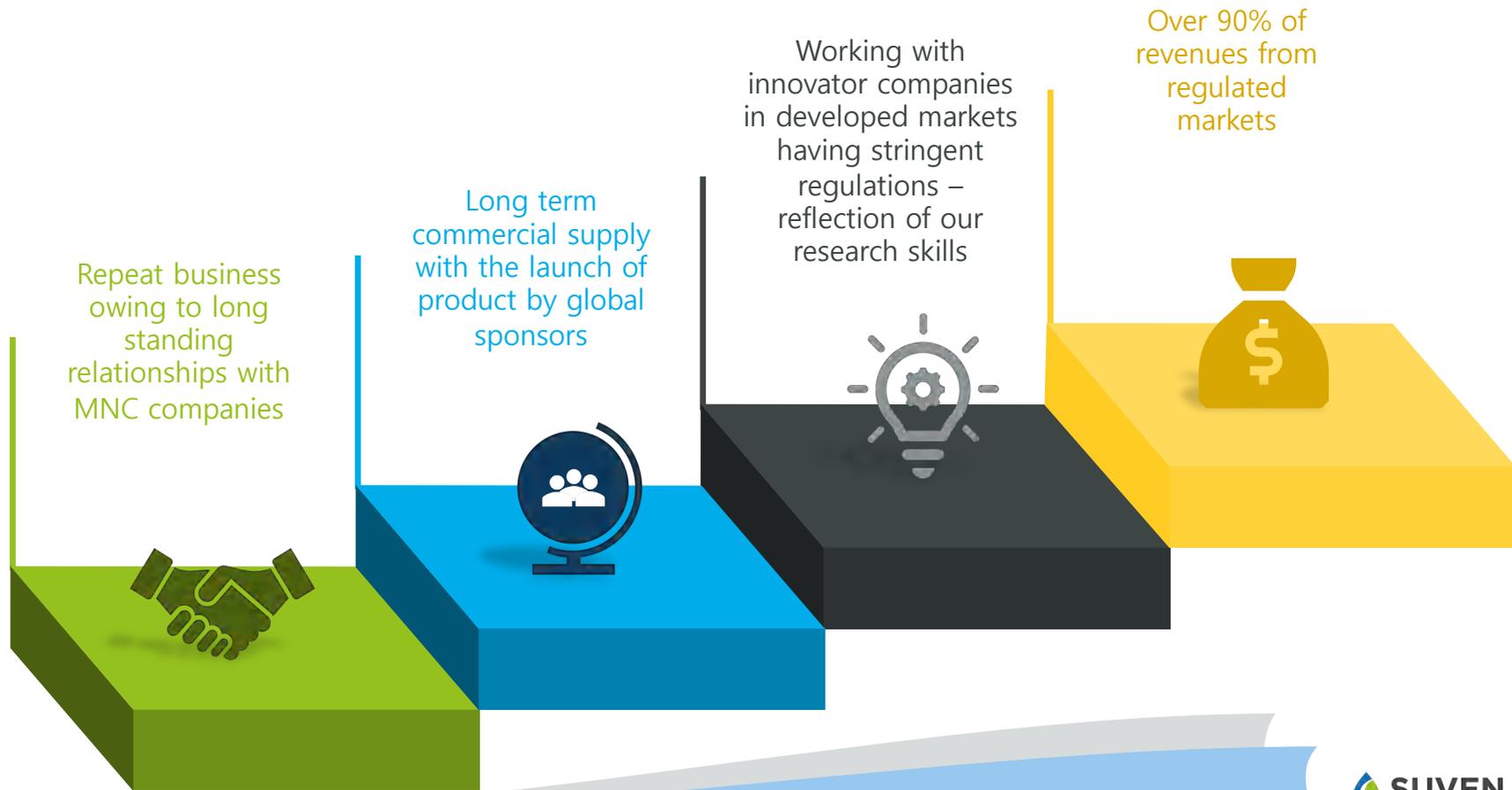
Business Drivers

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**

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Thank You

