



SUVEN PHARMA

Earnings Presentation
Q3 & 9 months FY23





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.



4

Operation &
Financial
Performance
Q3FY23

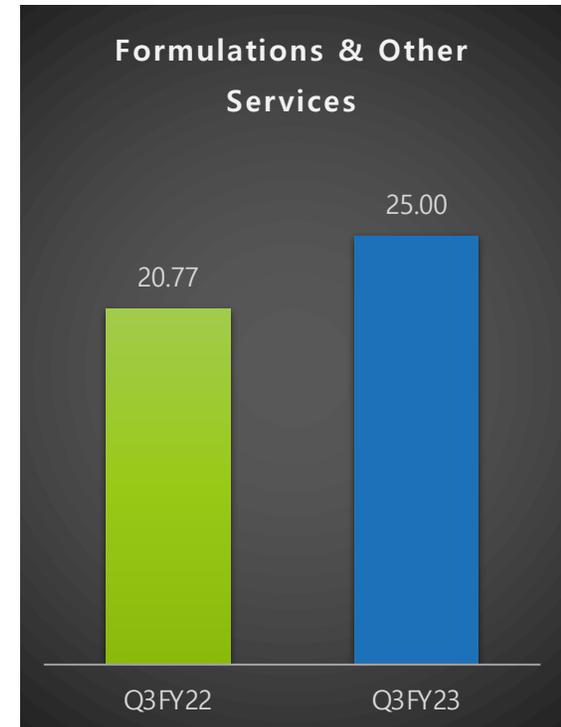
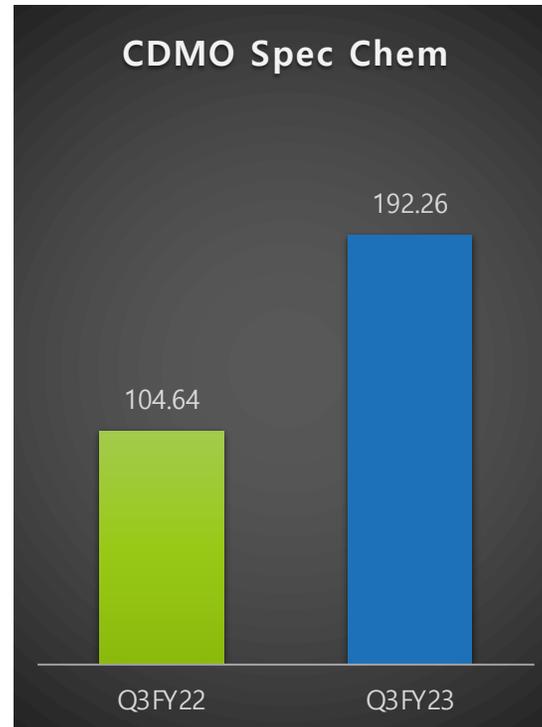
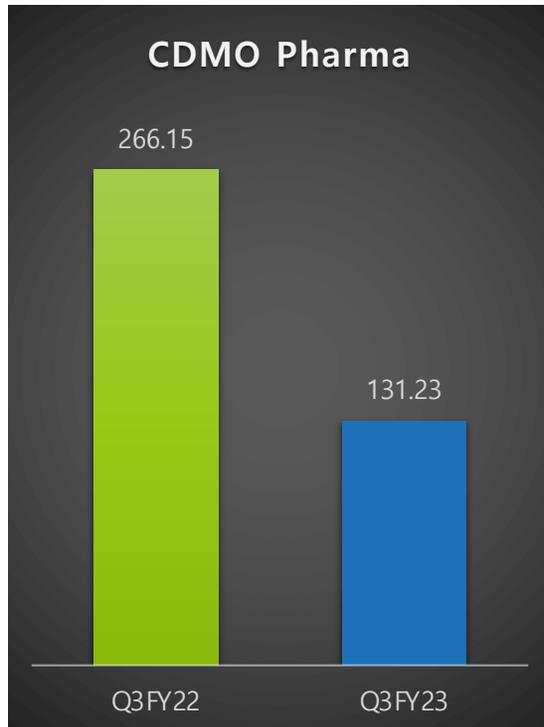
14

Company
Background

Table of Contents

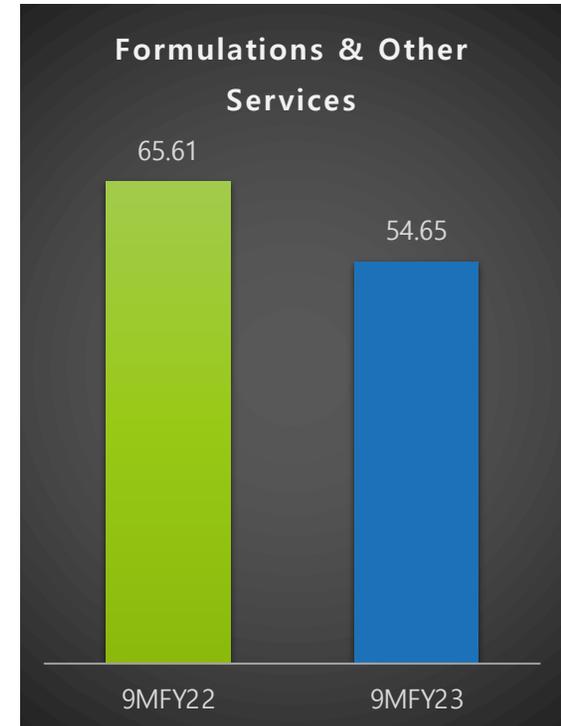
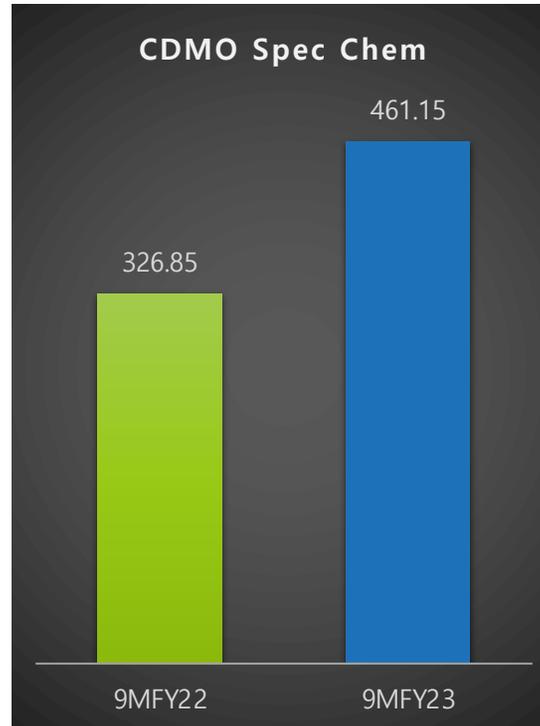
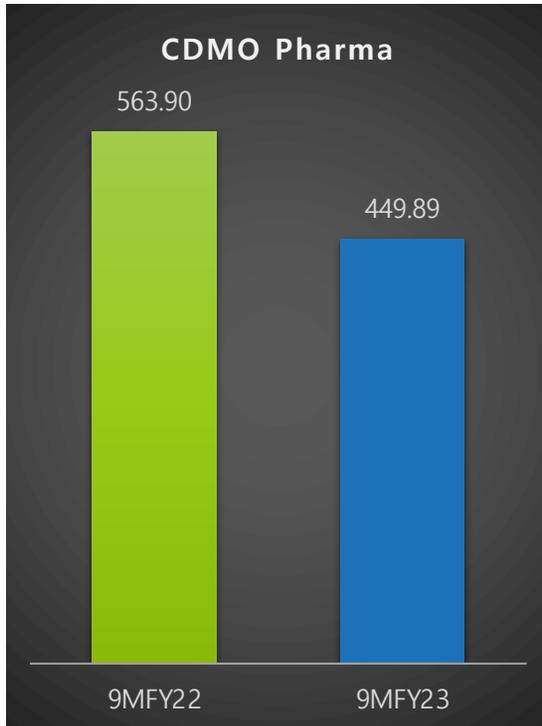
Operation & Financial Performance Q3FY23

Businesswise data



Note: Figures in INR Crore

Businesswise data



Note: Figures in INR Crore

Financial Snapshot

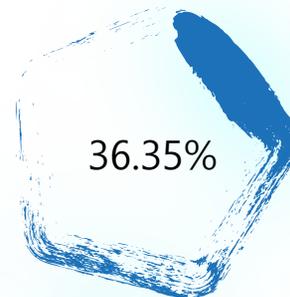
Q3FY23*

9MFY23

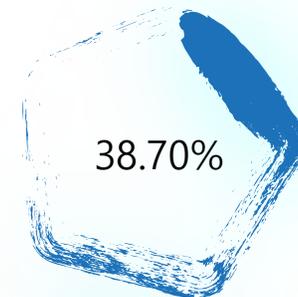
Growth in
Revenue



Growth in
EBITDA



Growth in
PAT



*Compared to previous quarter

Key Ratios

Q3FY23*

9MFY23

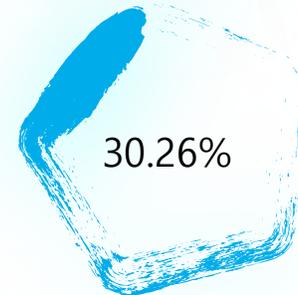
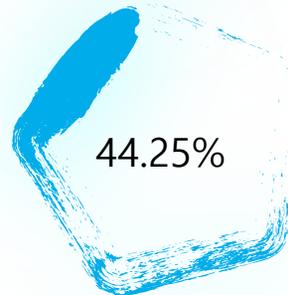
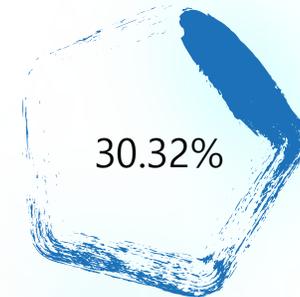
Growth in
EBIT



EBITDA to
Income

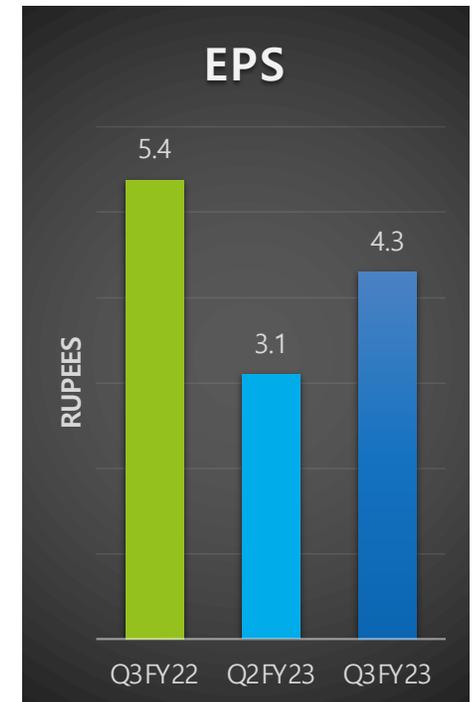
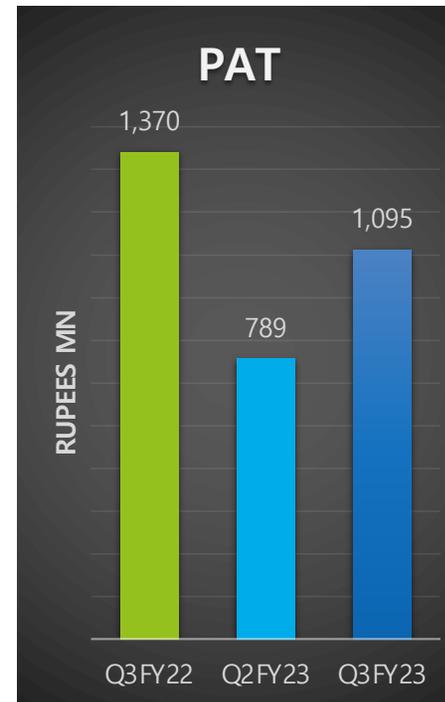
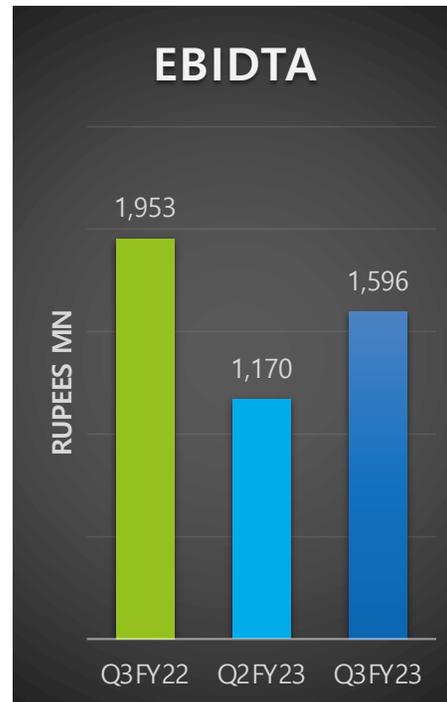
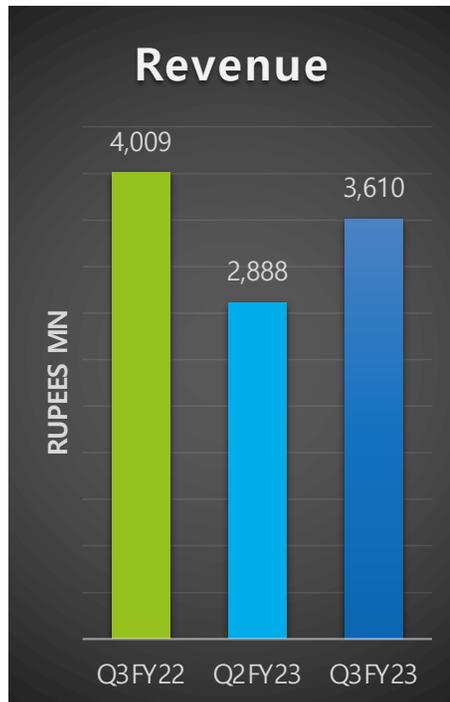


PAT to
Income



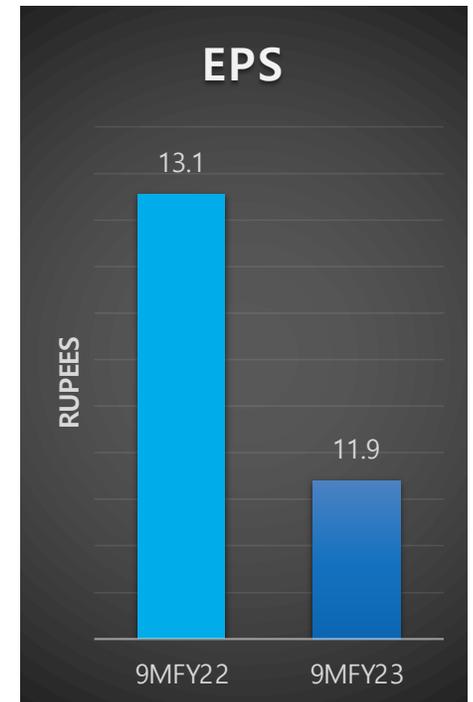
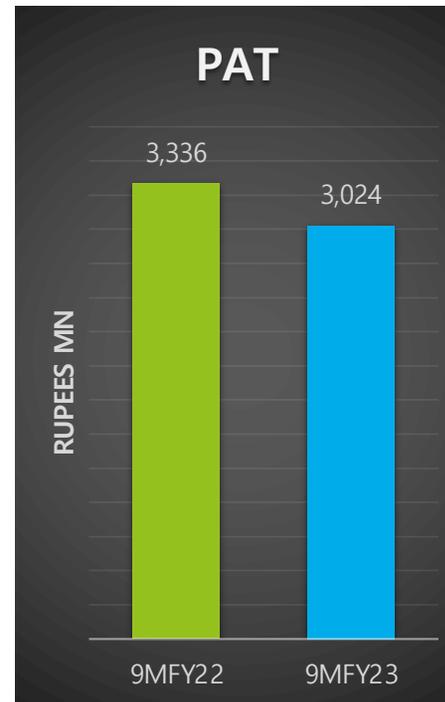
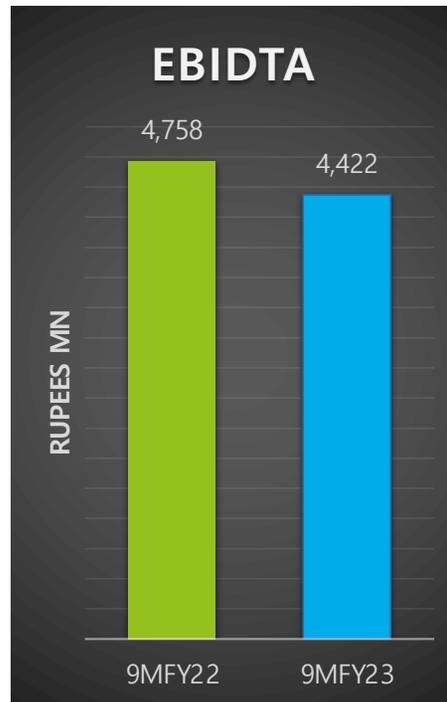
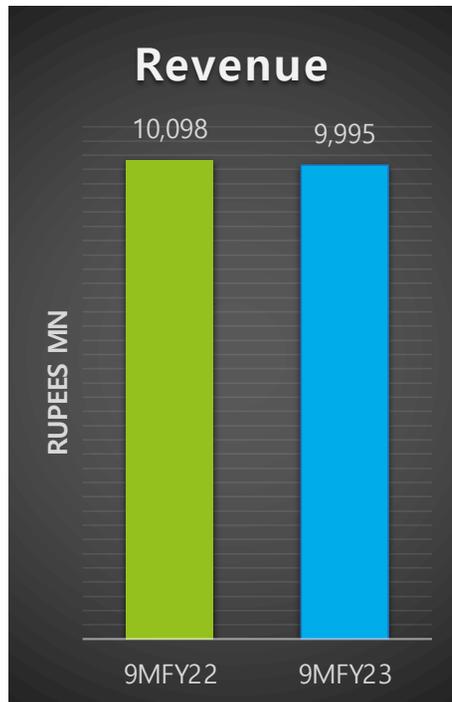
*Compared to previous quarter

Financials Q3FY23



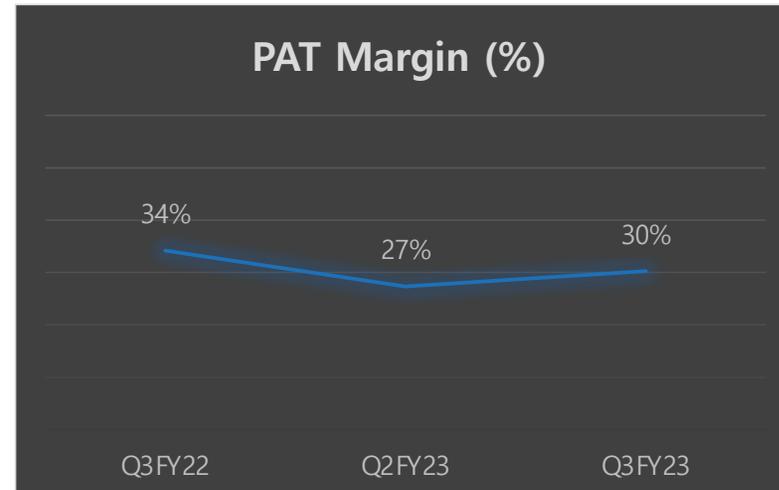
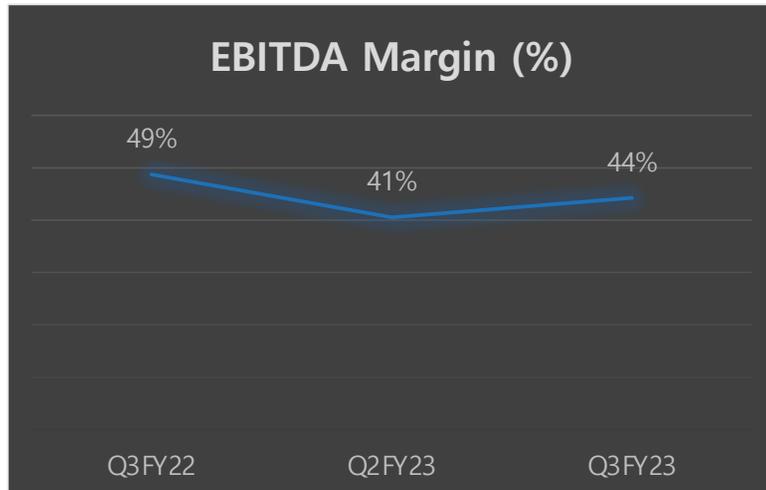
Note: Figures in INR Million

Financials 9MFY23

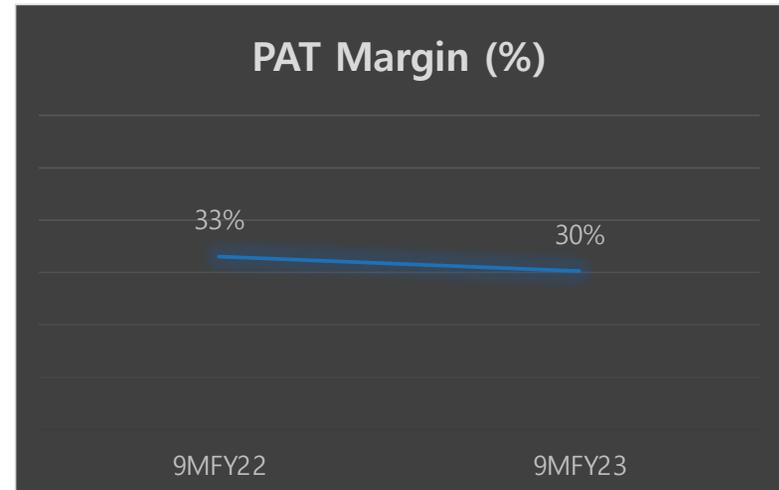
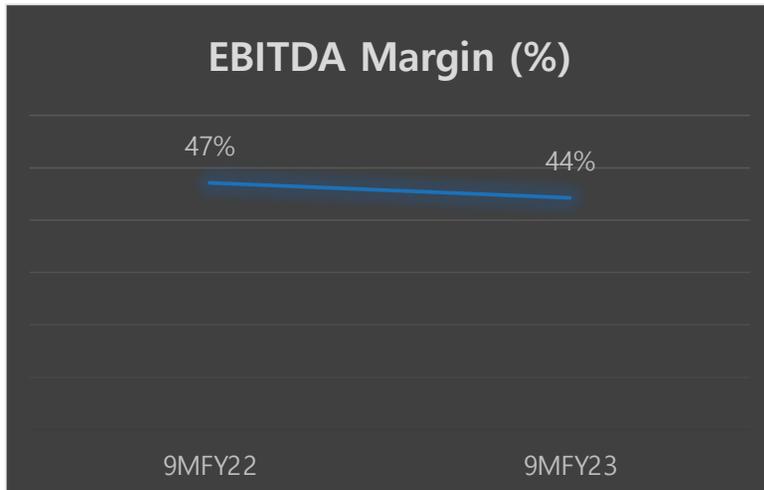


Note: Figures in INR Million

Financials Q3FY23



Financials 9MFY23



Financial Snapshot – Q3 and 9 months FY23

	Quarter ended			Period ended		Previous year
	31-Dec-22	30-Sep-22	31-Dec-21	31-Dec-22	31-Dec-21	31-Mar-22
Revenue from operations	3,484.89	2,784.02	3,915.85	9,656.90	9,563.75	13,202.22
Other Income	125.11	103.89	92.74	337.97	533.92	1,877.88
Total income	3,610.00	2,887.91	4,008.60	9,994.87	10,097.67	15,080.10
EBITDA	1,595.78	1,170.32	1,953.02	4,422.47	4,758.12	7,677.76
EBITDA Margin	44.20%	40.52%	48.72%	44.25%	47.12%	50.91%
EBIT	1,486.64	1,062.76	1,847.96	4,100.30	4,471.36	7,286.79
EBIT Margin	41.18%	36.80%	46.10%	41.02%	44.28%	48.32%
Finance costs	13.79	2.90	7.42	31.02	40.42	62.31
Depreciation	109.14	107.56	105.06	322.17	286.76	390.97
Taxes	378.18	270.63	470.59	1,044.87	1,094.59	1,643.49
Taxes to PBT	25.68%	25.53%	25.57%	25.68%	24.70%	22.75%
PAT (Standalone)	1,094.66	789.23	1,369.95	3,024.41	3,336.34	5,580.99
PAT Margin (Standalone)	30.32%	27.33%	34.18%	30.26%	33.04%	37.01%
Associate Company	-	-	-	-	411.12	411.12
PAT (Consolidated)	1,077.21	720.56	1,600.69	2,873.19	3,621.37	4,538.05
PAT Margin (Consolidated)	29.84%	24.95%	39.93%	28.75%	35.86%	30.09%
EPS (Standalone)	4.30	3.10	5.38	11.88	13.11	21.92
EPS (Consolidated)	4.23	2.83	6.29	11.29	14.23	17.83
Paid up share capital (Re.1/sh)	254.56	254.57	254.57	254.56	254.57	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 9995 Mn, Rs 4100 Mn and Rs 3024 Mn in 9MFY23.

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.

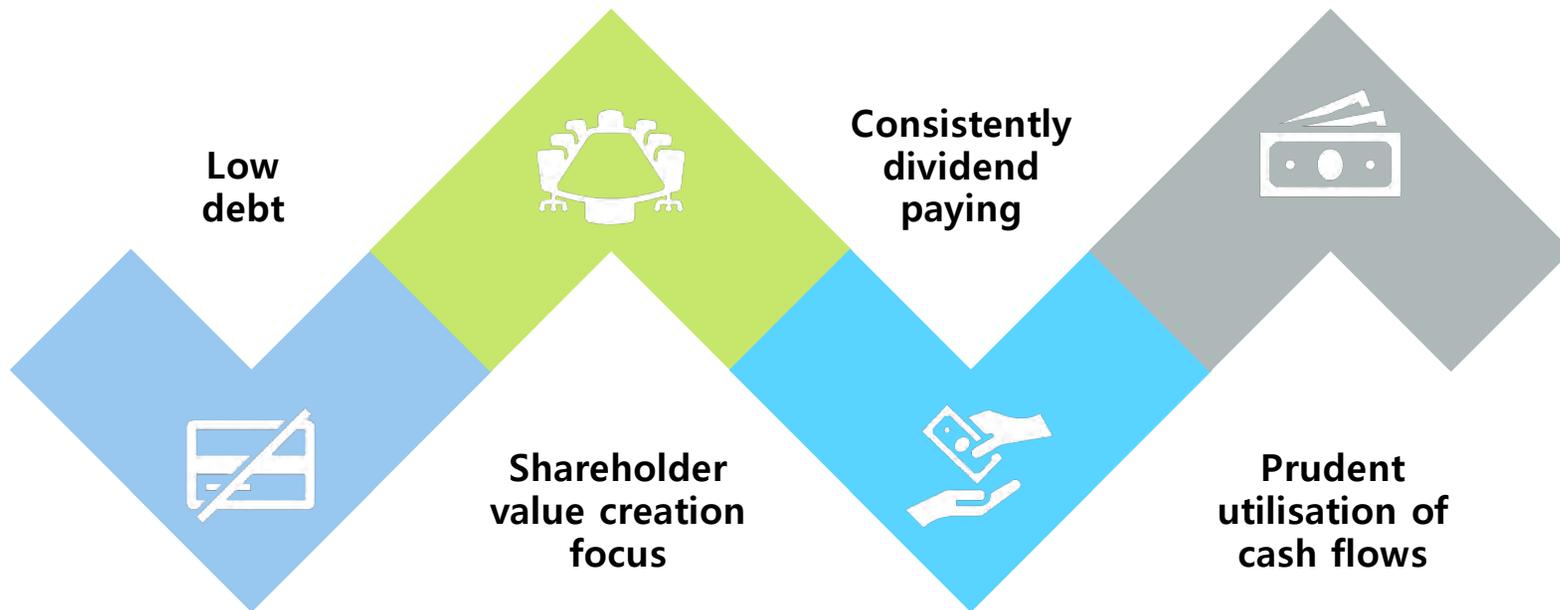
Suven is dedicated to going beyond commitment and delivering R&D and Manufacturing solutions, with flexibility, quality, speed, and cost effectiveness.

Our Focus

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

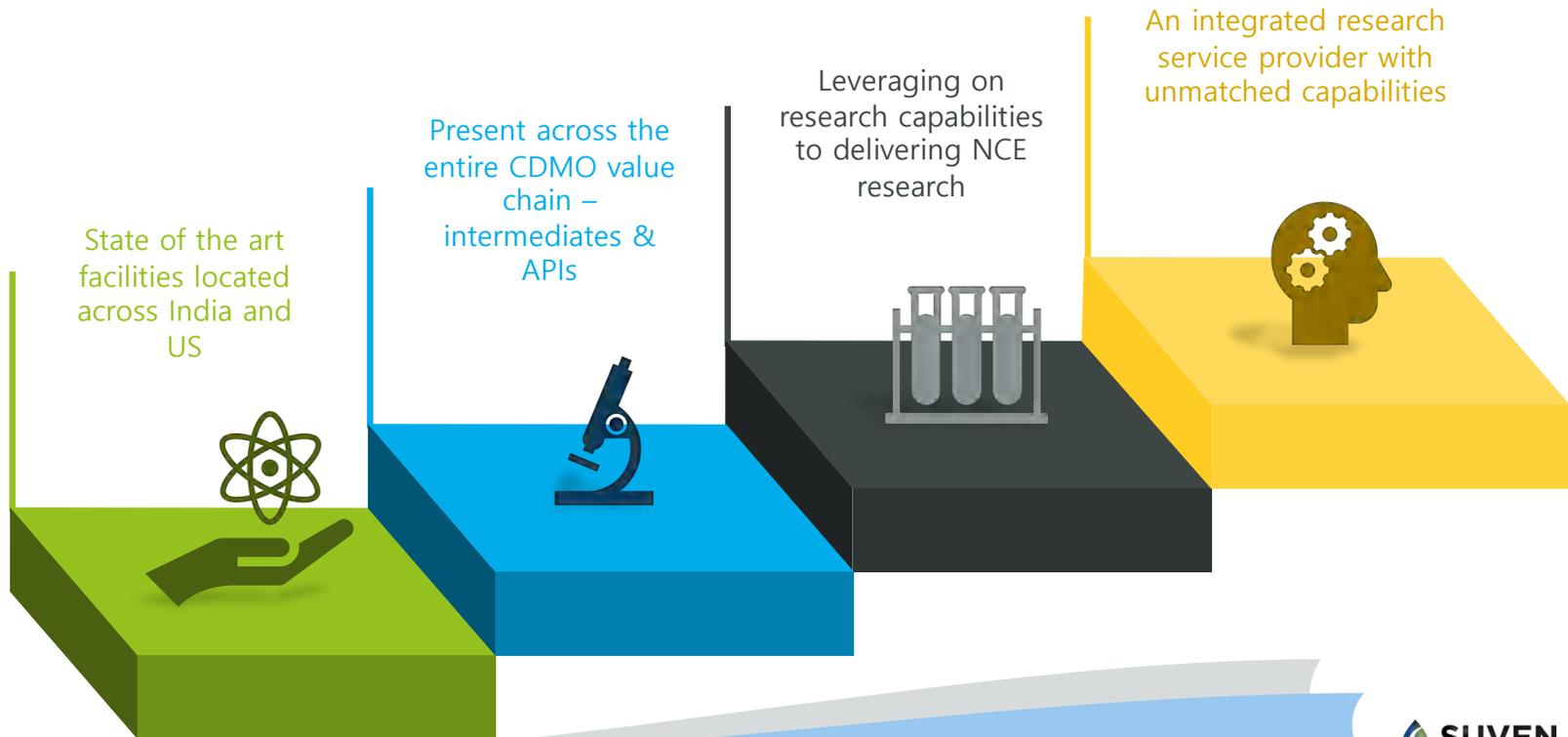


Financial Approach



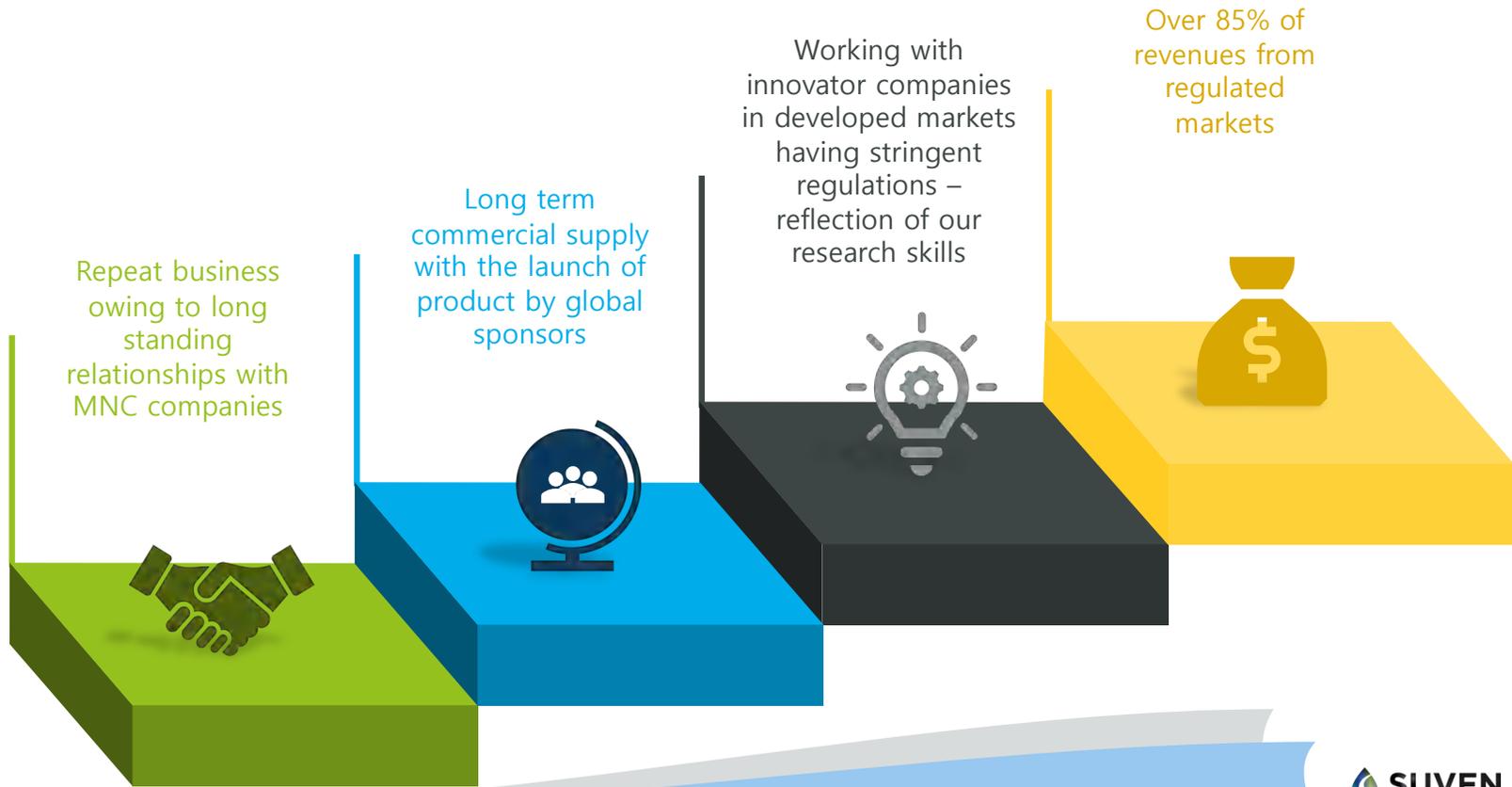
Business Drivers

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**

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



- 300 CM reactors (93)
- 500L to 10 KL GL/SS
- GMP Intermediates
- Business Development
- Project Management
- Intellectual Property Management

**USA, New Jersey
Business Office**

Contact

Suven Pharmaceuticals Ltd

8-2-334, SDE Serene Chambers,
3rd Floor, Road No. 5, Avenue - 7, Banjara
Hills, Hyderabad-500 034, Telangana, INDIA.

+91-40-2354-9414 /1142 /3311

**For queries and requests, please
contact:**

Sunder Venkatraman
Suven Pharmaceuticals Ltd

Tel: +91 939 248 3011

Email: info@suvenpharm.com

For more info: www.suvenpharm.com

Gavin Desa / Rishab Barar

CDR - India

Tel: +91 22 6645 1237 / 1235

Email: gavin@cdr-india.com

rishab@cdr-india.com