

SUVEN Pharmaceuticals

Communication to Investors

Mar 2020

Risk statement

Except for historical information, all the statements, expectations and assumptions, including expectations and assumptions, contained in this presentation may be forward-looking statements that involve number of risks and uncertainties. Although Suven Pharmaceuticals attempts to be accurate in making these 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 Pharmaceuticals may not undertake to update any forward-looking statements that may be made from time to time.

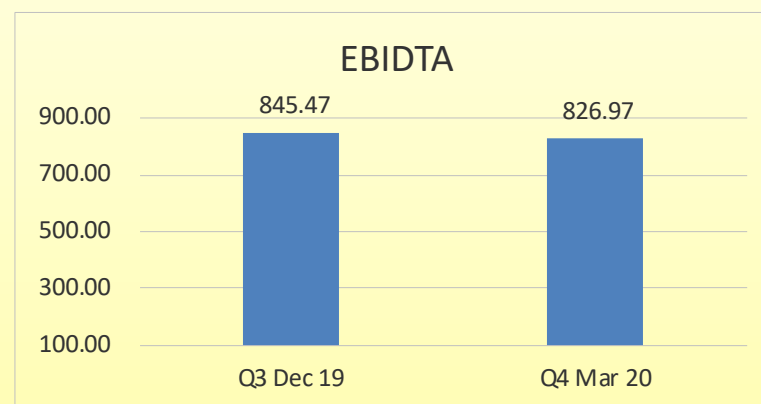
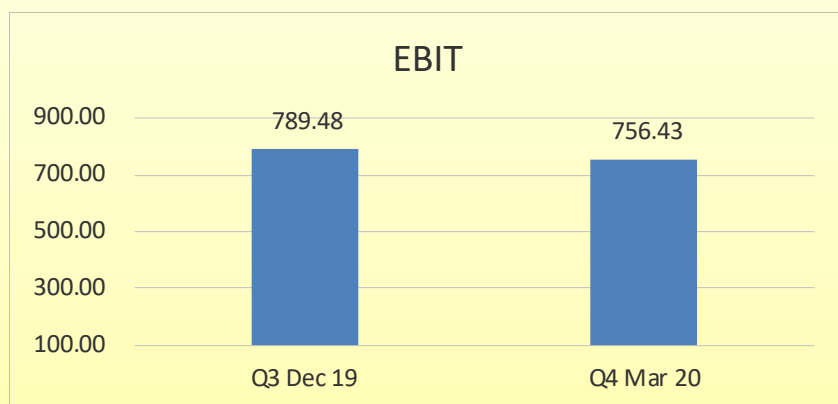
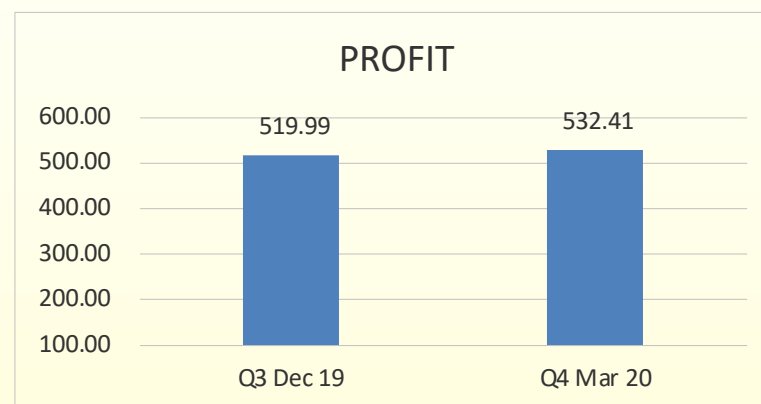
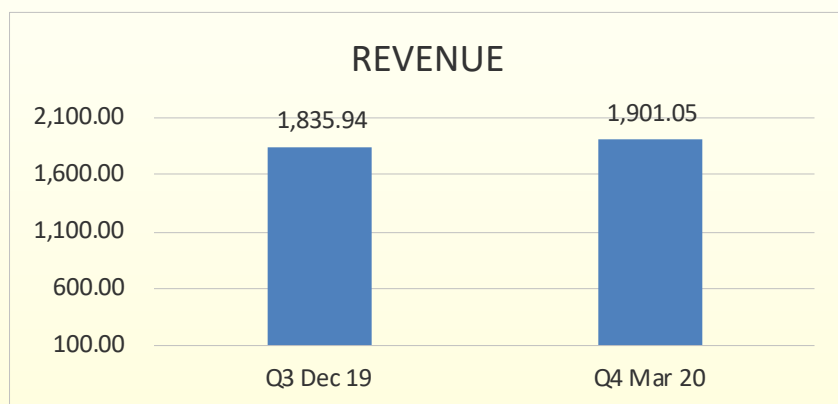
Financial Snapshot



Financial Snapshot											
											All figures are in INR Million, other than ratios and EPS
	Standalone - Quarterly					Standalone - Annual (1)			Consolidated - Annual (2)		
	Q4 Mar 20	Q3 Dec 19	QoQ Growth	Q4 Mar 19	QoQ Growth	FY Mar 20	FY Mar 19	YoY Growth	FY Mar 20	FY Mar 19	YoY Growth
Revenue	1,901.05	1,835.94	3.55%	2,513.34	-24.36%	8,519.07	3,784.35	125.11%	8,519.07	3,784.35	125.11%
EBITDA	826.97	845.47	-2.19%	1,224.26	-32.45%	4,032.63	1,721.53	134.25%	4,486.44	1,721.53	160.61%
EBITDA Margin	43.50%	46.05%		48.71%		47.34%	45.49%		52.66%	45.49%	
EBIT	756.43	789.48	-4.19%	1,164.70	-35.05%	3,794.03	1,606.56	136.16%	4,247.84	1,606.56	164.41%
EBIT Margin	39.79%	43.00%		46.34%		44.54%	42.45%		49.86%	42.45%	
Financing costs	72.04	71.76		17.43		218.13	27.89		202.72	27.89	
Taxes	151.99	197.74		399.03		875.10	485.93		875.10	485.93	
Taxes to Profit	22.21%	27.55%		34.78%		24.47%	30.78%		21.63%	30.78%	
Consolidated PAT	532.41	519.99	2.39%	748.23	-28.84%	2,700.80	1,092.74	147.16%	3,170.02	1,092.74	190.10%
Net Profit Margin	28.01%	28.32%		29.77%		31.70%	28.88%		37.21%	28.88%	
EPS (basic & diluted)	4.18	4.09		5.88		21.22	8.59		24.91	8.59	
Paid up share capital (One Rupee Share)	127.28	127.28		127.28		127.28	127.28		127.28	127.28	
Depreciation	70.53	55.99		59.57		238.60	114.97		238.60	114.97	
<p>(1) Post demerger, as approved by Honorable National Company Law Tribunal (NCLT) on 6 Jan 2020, your Company has become Resultant entity with the appointed date effective 1 Oct 2018 and hence the annual figures of previous year are not comparable</p> <p>(2) On consolidation of the accounts of Suven Pharma, Inc., USA, wholly owned subsidiary, the PAT includes INR 4,821 lakhs of unrealised share of profit in Rising Pharma Holdings, Inc., USA, an associate company.</p>											

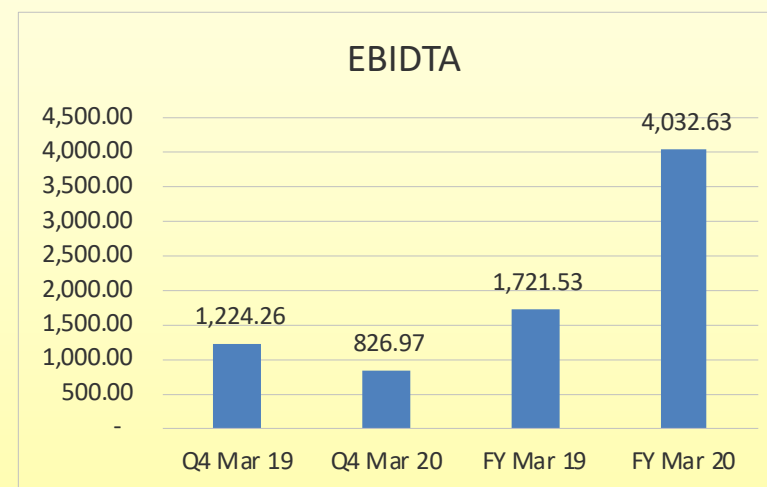
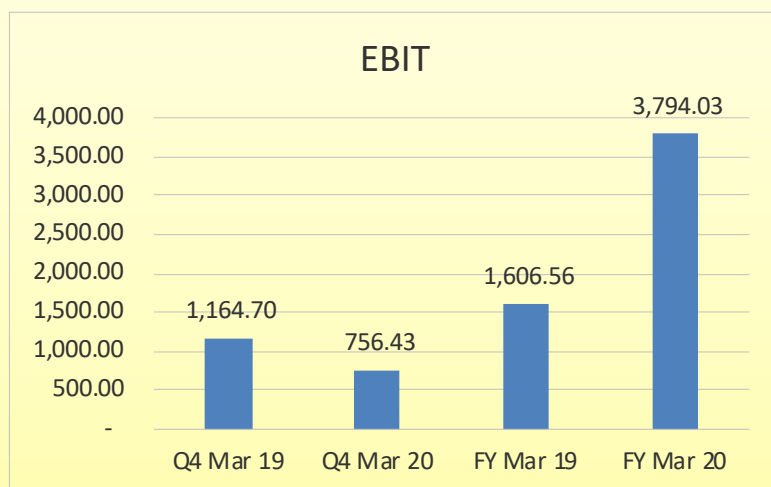
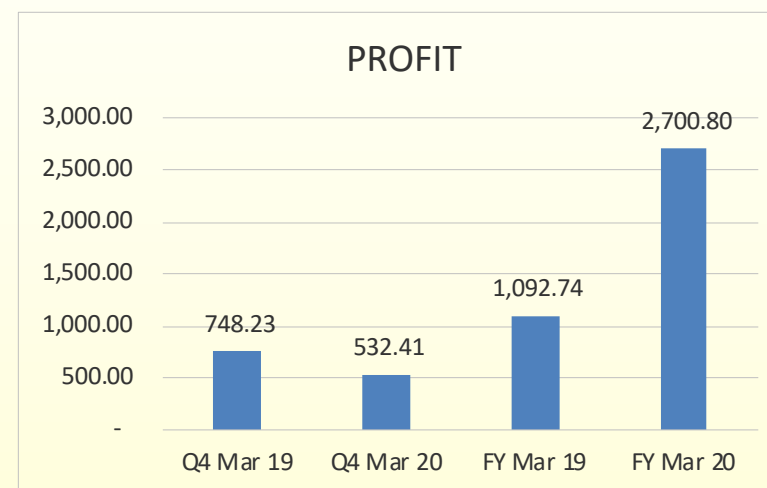
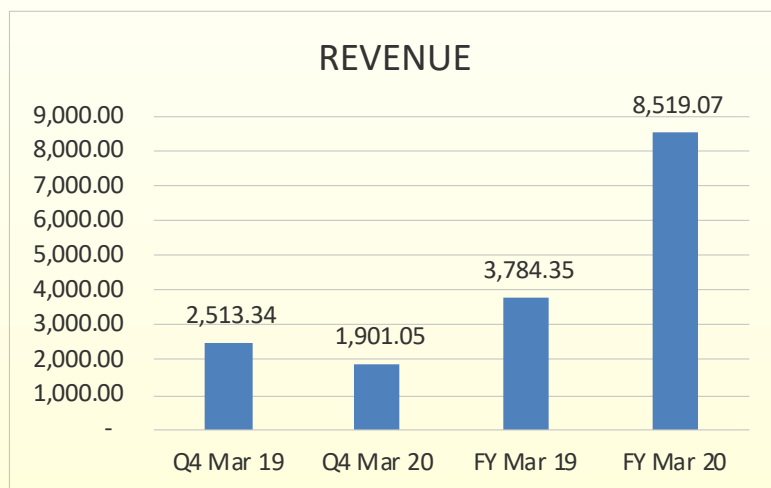
Q4 to Q3 COMPARISON

INR Million



YoY COMPARISON⁽¹⁾

INR Million



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Additional information

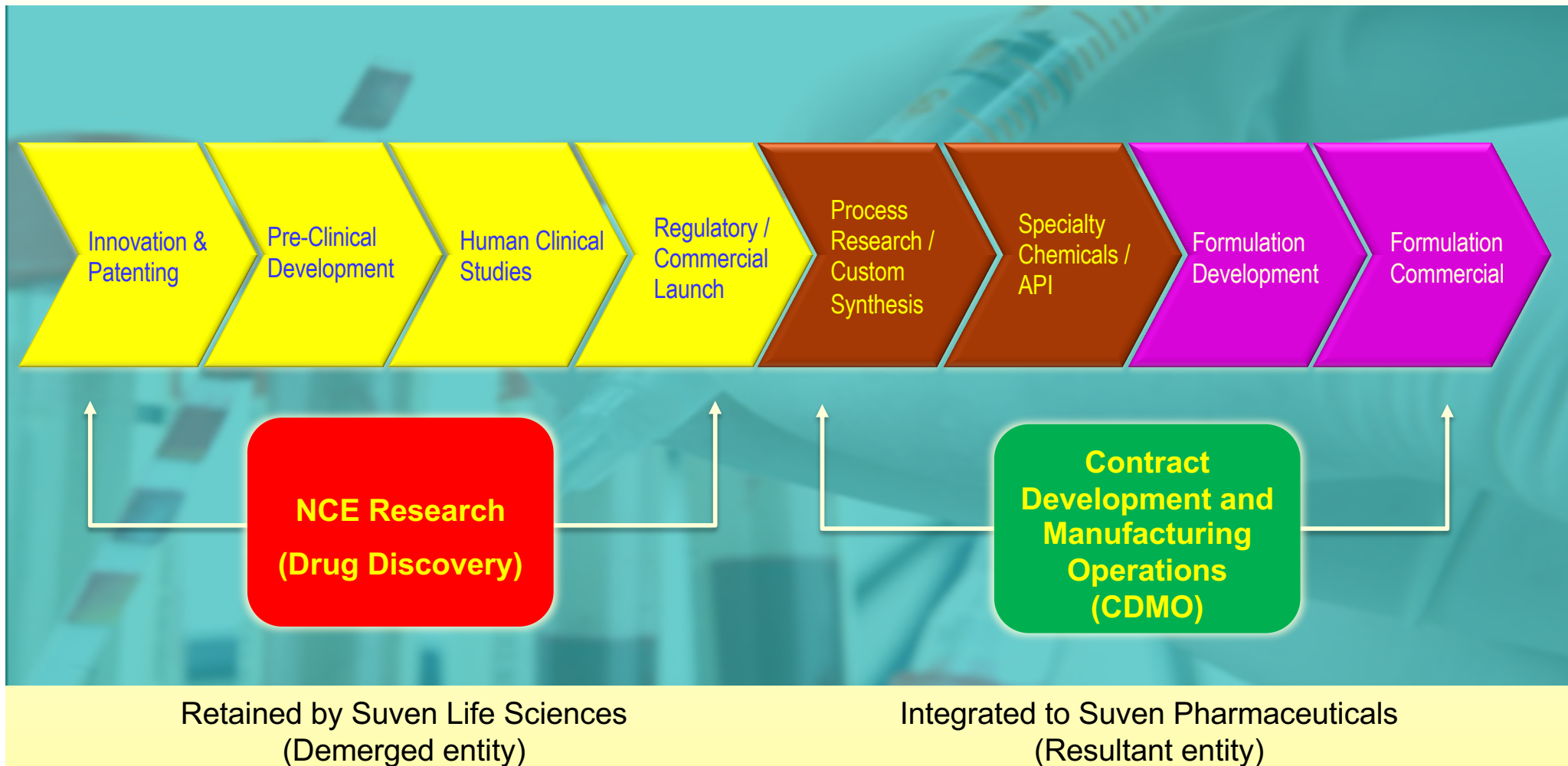
- Suven Pharmaceuticals (your Company) is focused on the business of Contract Development and Manufacturing Operations (CDMO).
- During the year, Suven Life Sciences Limited, (Group company), a 30 years old entity, demerged CRAMS business undertaking, now integrated to your Company and the Group Company retained discovery research and clinical development of new molecules focused on Central Nervous System (CNS) disorders.
- During the year Suven Pharmaceuticals invested through Suven Pharma, Inc., for a minority stake in Rising Pharma Holdings, Inc., a generic formulations development and distribution entity, operating out of New Jersey, USA.
- There was a fire accident on 26 April 2020 at one of the Company's buildings having research facilities in Jeedimetla, Hyderabad and the insurance claim is under process.

Additional information

- On 30 Jan 2020, the World Health Organization (WHO) declared the coronavirus (COVID-19) outbreak a “Public Health Emergency of International Concern” and on 11 Mar 2020, declared it to be pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel, quarantines in certain areas and forced closure for certain types of public places and businesses. The actions taken to mitigate the spread expected to continue for more time and may have adverse impact on economics in different geographies in which your Company operates. It is unknown for how long the adverse conditions associated with COVID-19 will last. To date, the Company has not experienced any major consequences or loss of business which will materially impact the financial conditions of the Company.
- The Company issued COVID-19 alert as per WHO guidelines and adopted suitable policies to safeguard our employees and for smooth functioning of our operations. The Company has taken adequate safety measures, including social distancing, wearing masks and multiple levels of sanitizations.

Background

Business Model – Post Demerger



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
SUVEN API & Formulation Facility



- 120 kL reaction volume
- 50L – 6000 L GL/SS (45)
- API Manufacturing
- I Research (GLP)
- Formulation R&D

Banjara Hills, Hyderabad, India
Corporate Office



Jeedimetla, Telangana, India and Pilot Plant

- Process Research
- Discovery R&D, Analytical R&D
- Killo lab, 30L CM Reactors (32)
- 50L – 4000 L GL/SS

▪ 300 CM reactors (93)
 ▪ 500L to 10 KL GL/SS
 ▪ GMP Intermediates
Suryapet, Telangana, India
SUVEN Intermediate Mfg. Facility



SUVEN USA, New Jersey Business Office

- Business Development
- Project Management
- Intellectual Property Management

Business Fundamentals

- Strong research and execution capability
- Shareholder value creation
- Consistent Dividend payment
- Prudent utilization of cash flows
- Low debt
- Customer value creation & long-term relationship

Business Drivers

- Repeat business owing to long standing relationships with MNC companies
- Long term commercial supply opportunity with the launch of product by global sponsors
- Working with innovator companies in developed markets having stringent regulations – reflection of our research skills
- Expanding into ANDA based Formulations with backward integration of APIs

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