



SUVEN PHARMA

Earnings Presentation
Q2 & H1FY21





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
Q2FY21

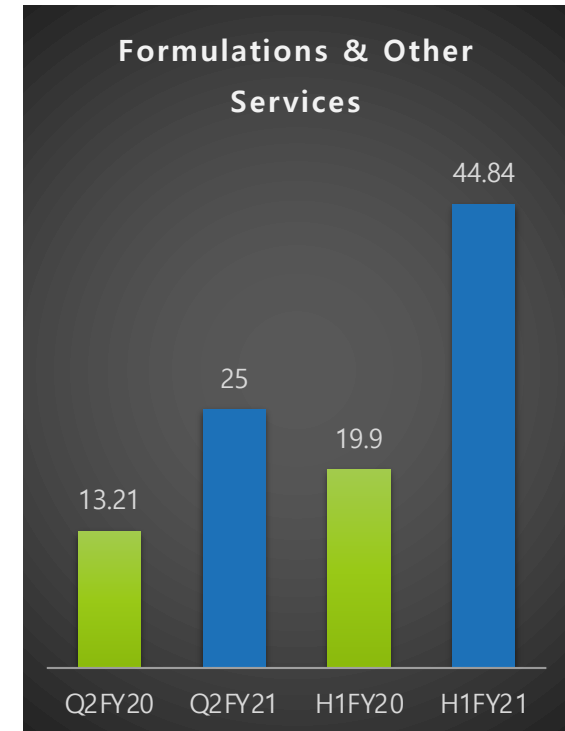
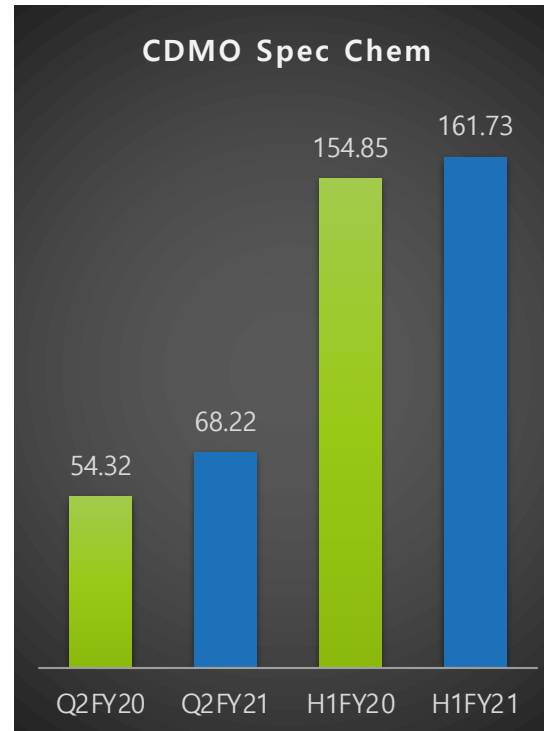
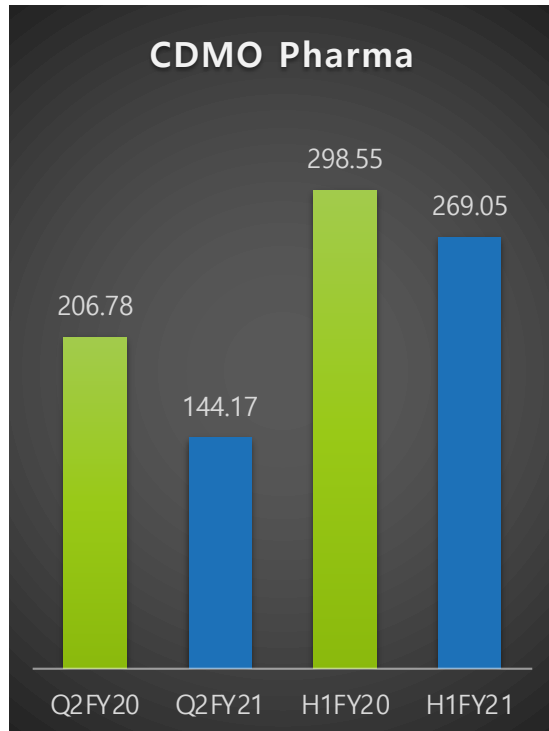
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Company
Background

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Operation & Financial Performance Q2 FY21

Businesswise data



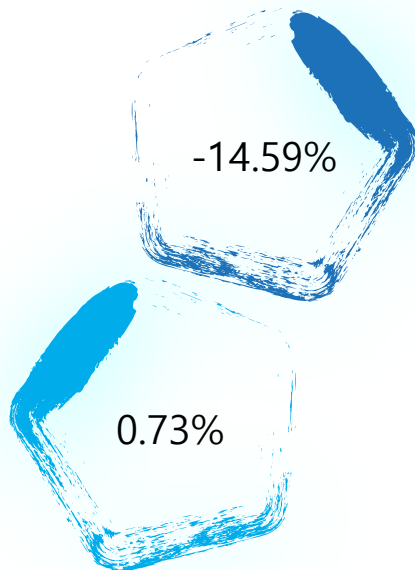
Note: Figures in Rs. Crore

Financial Snapshot

Q2FY21

H1FY21

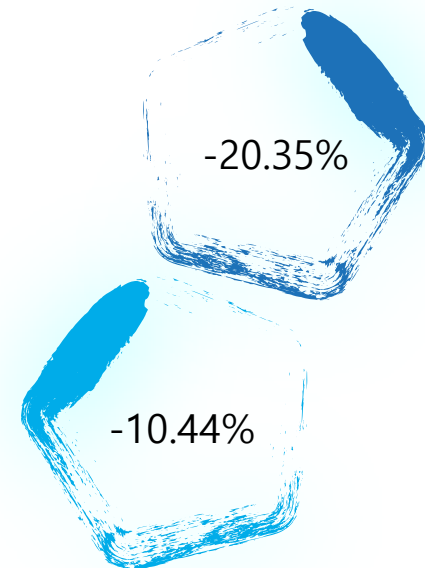
Growth in
Revenue



Growth in
EBITDA



Growth in
PAT

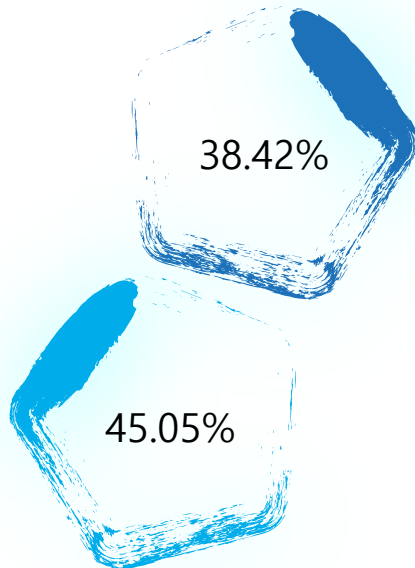


Key Ratios

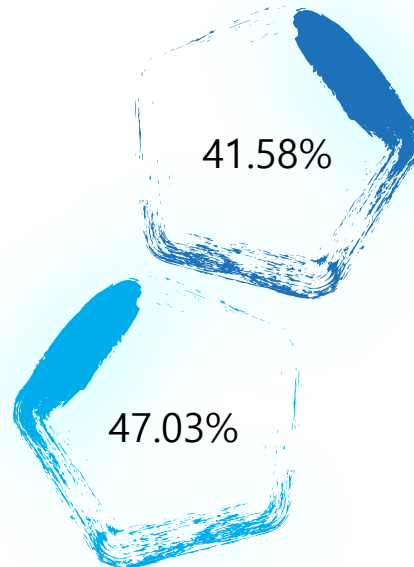
Q2FY21

Q2FY20

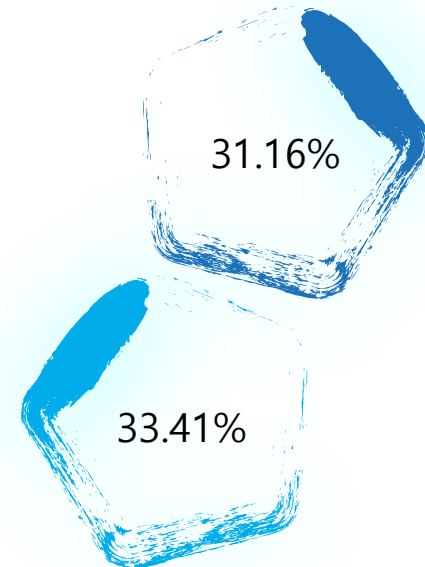
**EBIT to
Income**



**EBITDA to
Income**



**PAT to
Income**

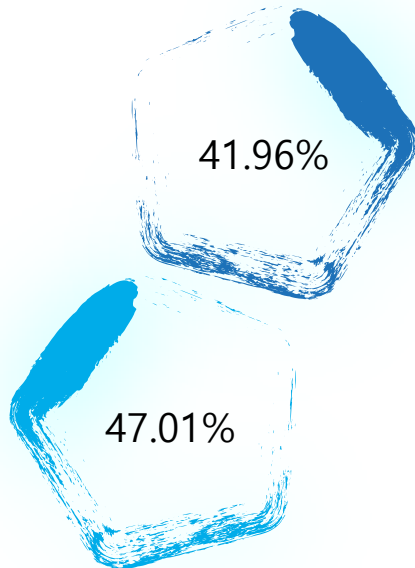


Key Ratios

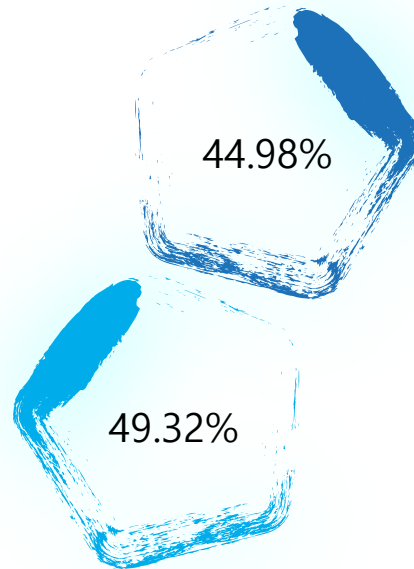
H1FY21

H1FY20

**EBIT to
Income**



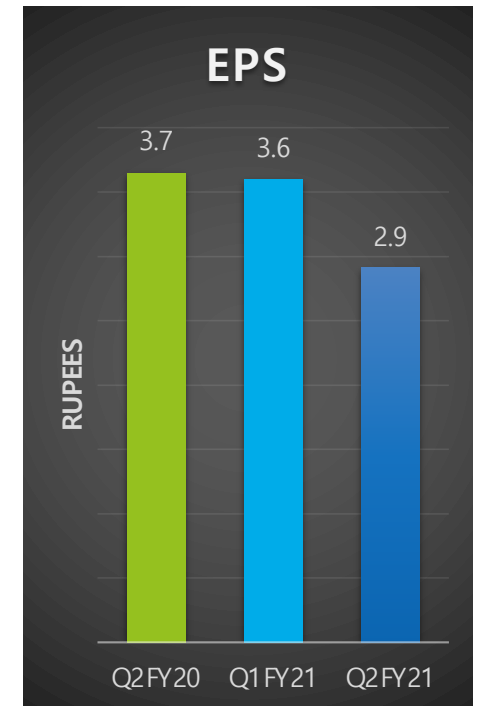
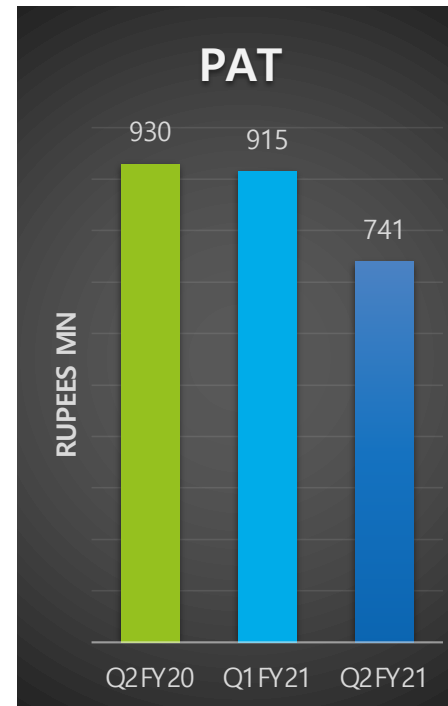
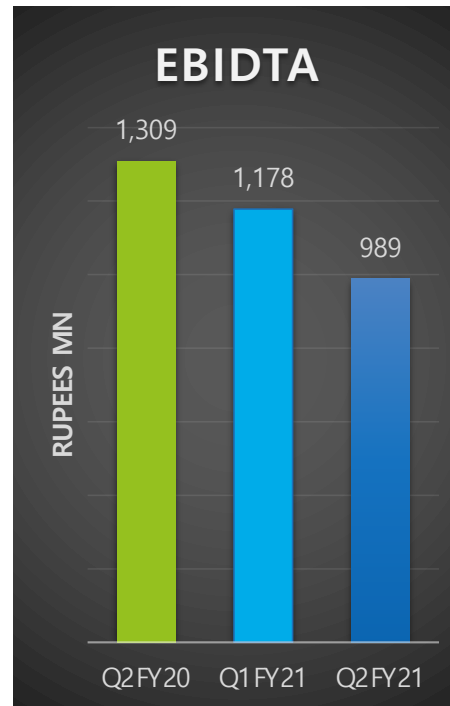
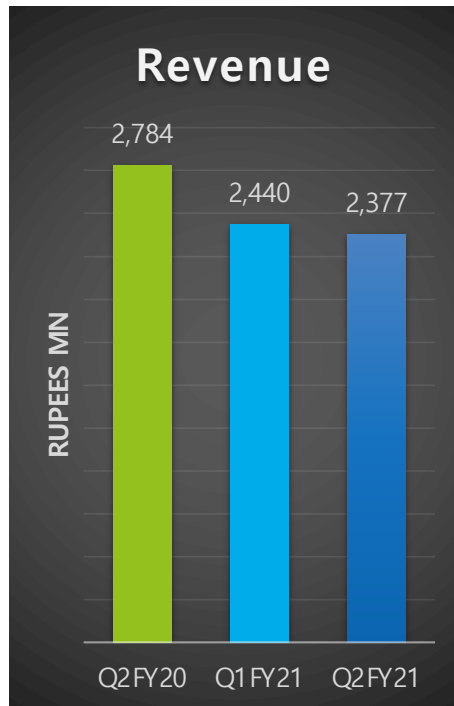
**EBITDA to
Income**



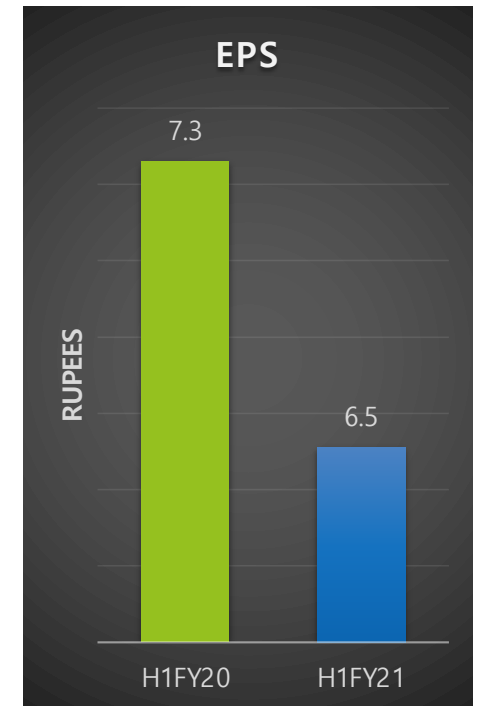
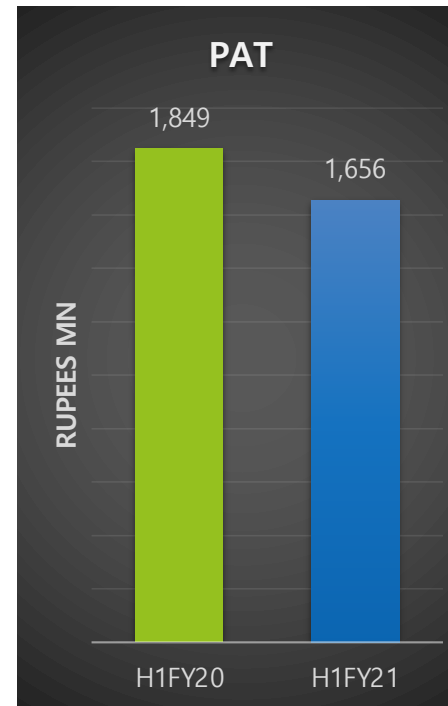
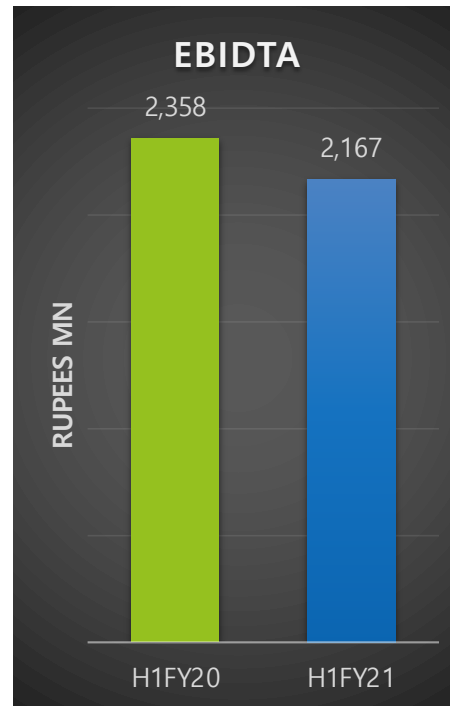
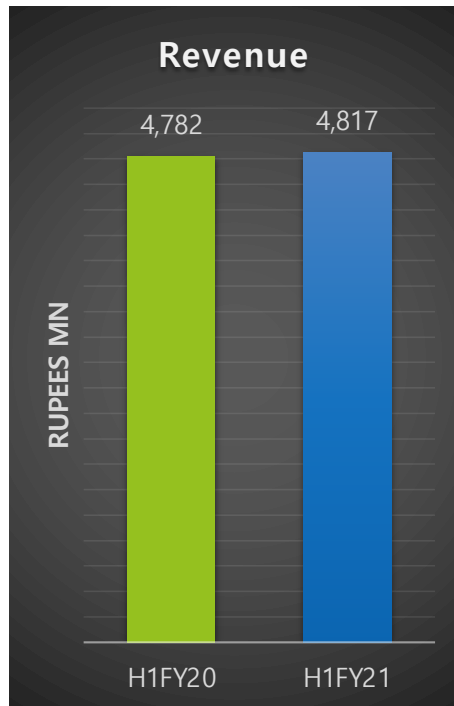
**PAT to
Income**



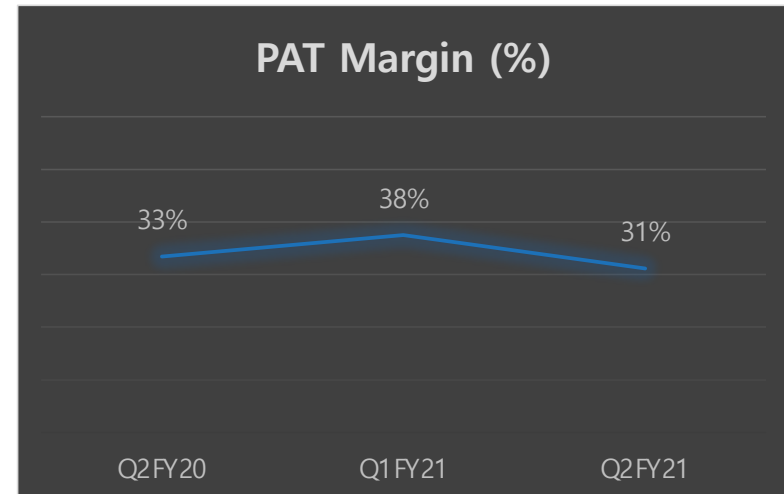
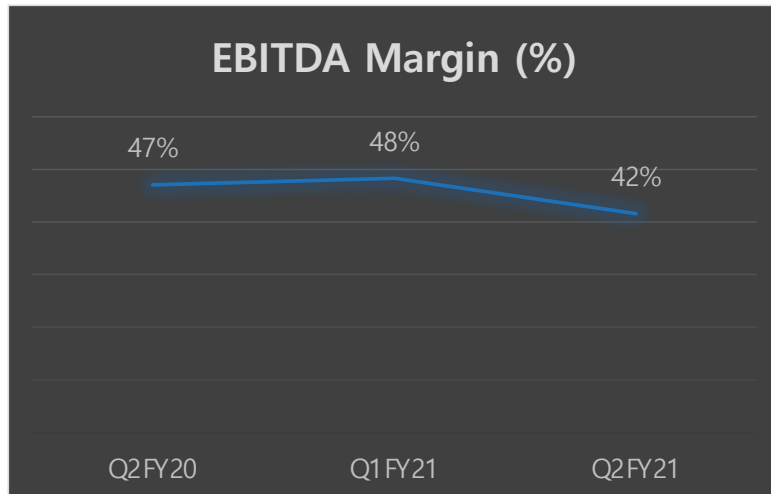
Financials Q2FY21



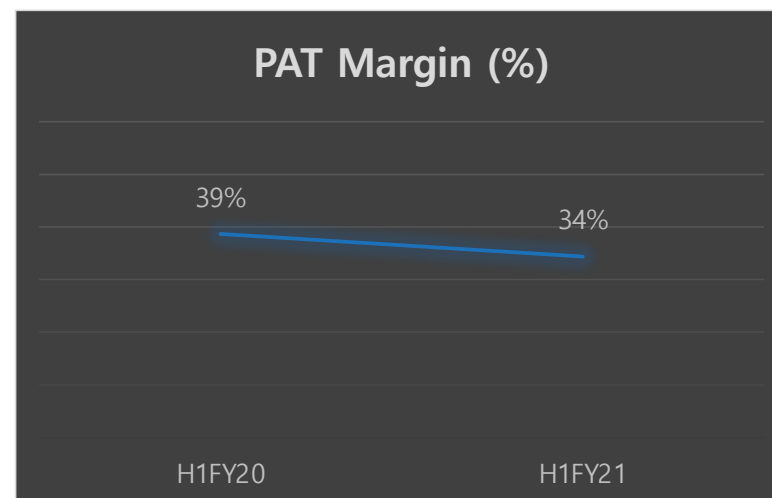
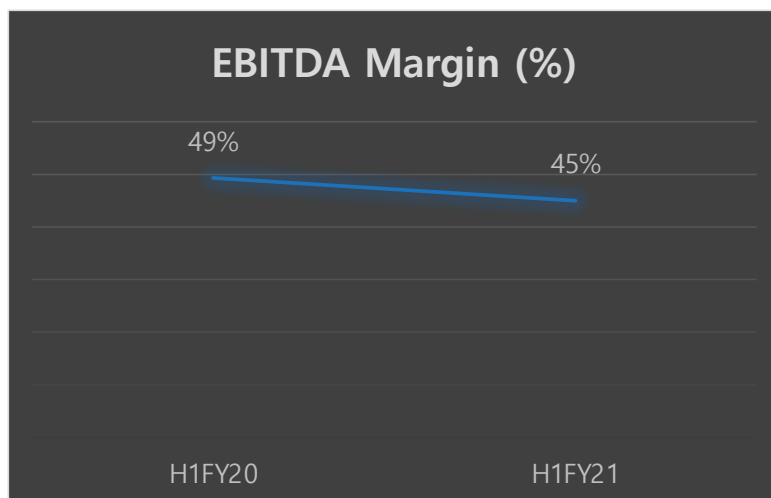
Financials H1FY21



Financials Q2FY21



Financials H1FY21



Financial Table – Q2 & H1FY21

	Quarter ended			Period ended	
	30-Sep-20	30-Jun-20	30-Sep-19	30-Sep-20	30-Sep-19
Revenue	2,377.45	2,439.72	2,783.73	4,817.16	4,782.09
EBITDA	988.50	1,178.47	1,309.31	2,166.97	2,358.44
EBITDA Margin	41.58%	48.30%	47.03%	44.98%	49.32%
EBIT	913.50	1,107.83	1,253.96	2,021.33	2,248.12
EBIT Margin	38.42%	45.41%	45.05%	41.96%	47.01%
Finance costs	32.63	32.06	39.91	64.69	74.33
Depreciation	75.00	70.63	55.35	145.64	110.32
Taxes	227.57	263.47	314.89	491.04	525.38
Taxes to PBT	25.83%	24.49%	25.94%	25.10%	24.17%
PAT (Standalone)	653.30	812.30	899.16	1,465.60	1,648.41
PAT Margin (Standalone)	27.48%	33.29%	32.30%	30.42%	34.47%
Unrealised Share of Profit of Associate Company	87.53	103.18	35.22	190.70	208.88
PAT (Consolidated)	740.79	915.22	930.05	1,656.01	1,849.09
PAT Margin (Consolidated)	31.16%	37.51%	33.41%	34.38%	38.67%
EPS (Standalore) Per share	2.57	3.19	3.53	5.76	6.48
EPS (Consolidated)	2.91	3.60	3.65	6.51	7.26
Paid up share capital (Re.1/sh)	254.56	127.28	127.28	254.56	127.28

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

- Revenues, EBITDA and Consolidated PAT of Rs 4817 Mn, Rs 2166 Mn and Rs 147 Mn in FH-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 Pharmaceuticals 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.

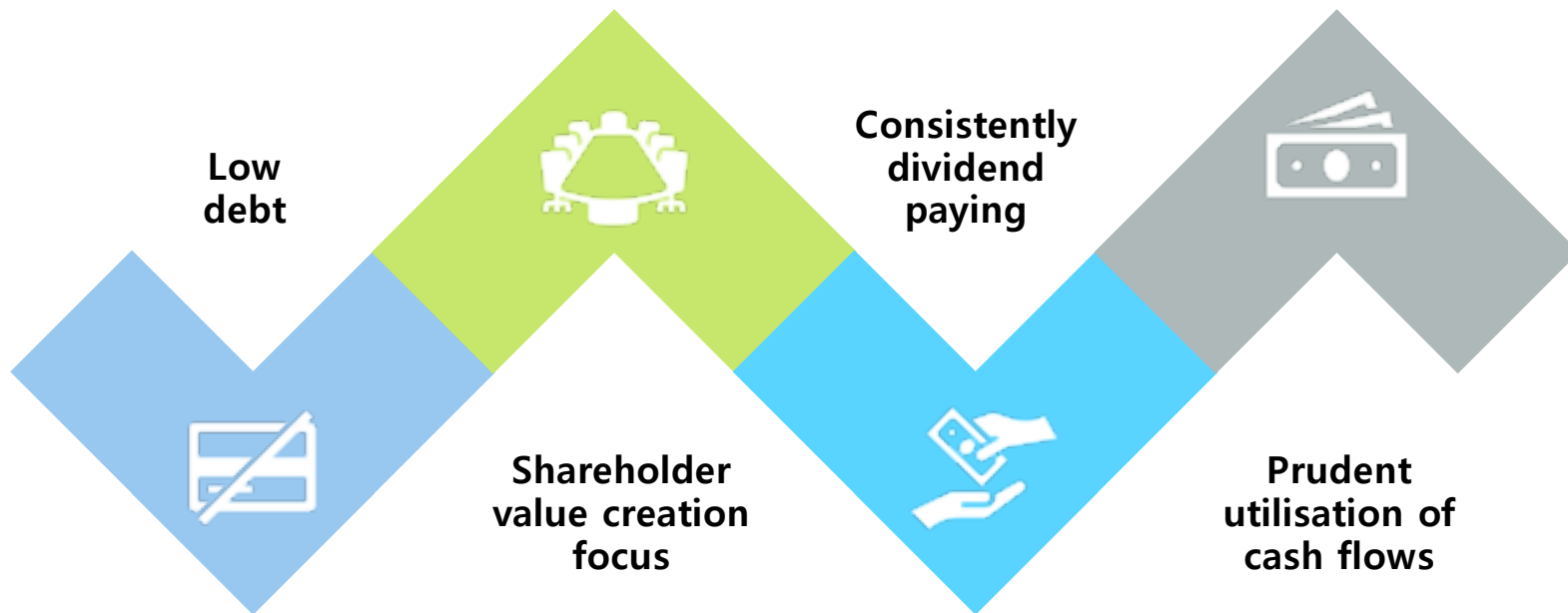
Our Focus

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

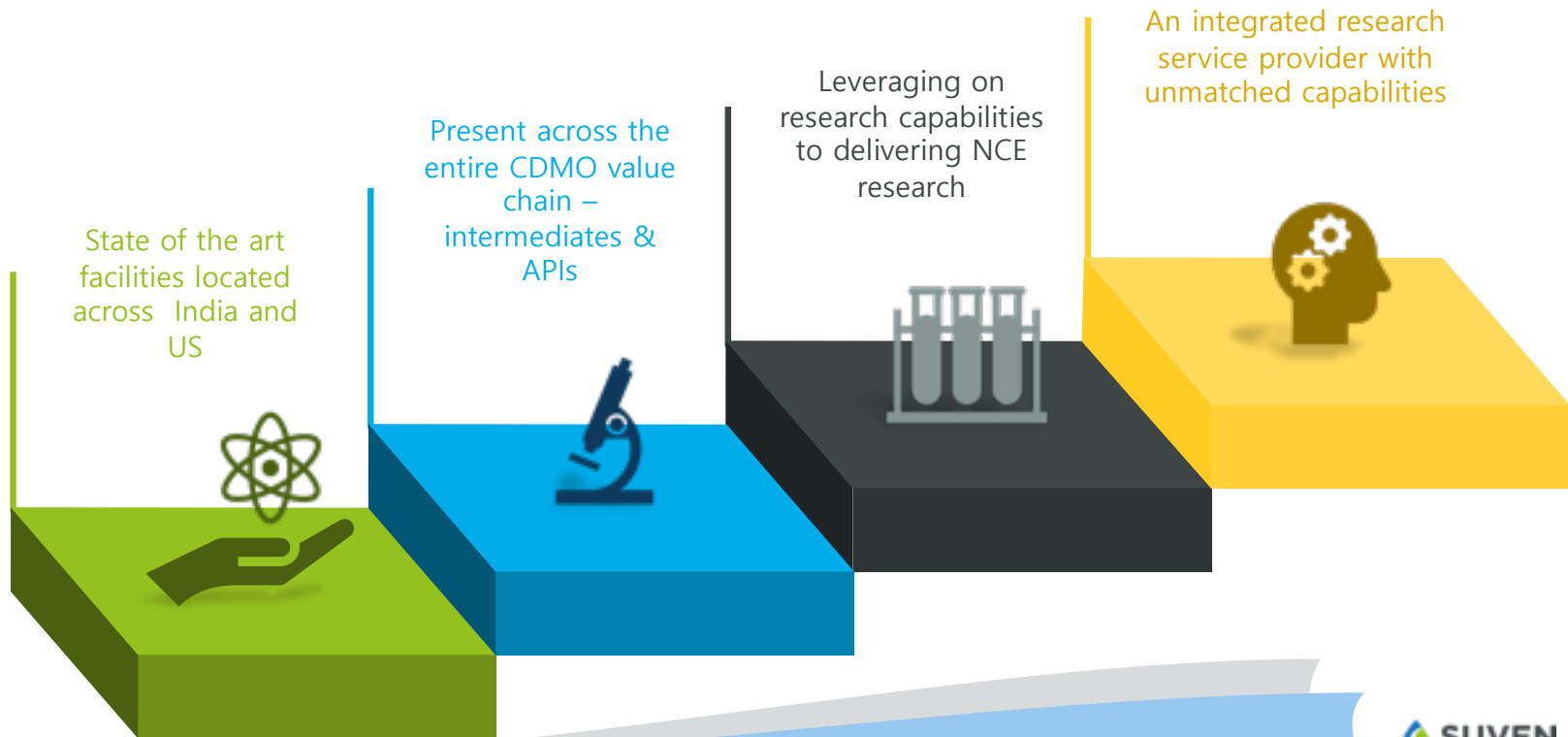


**NCE based
CDMO**

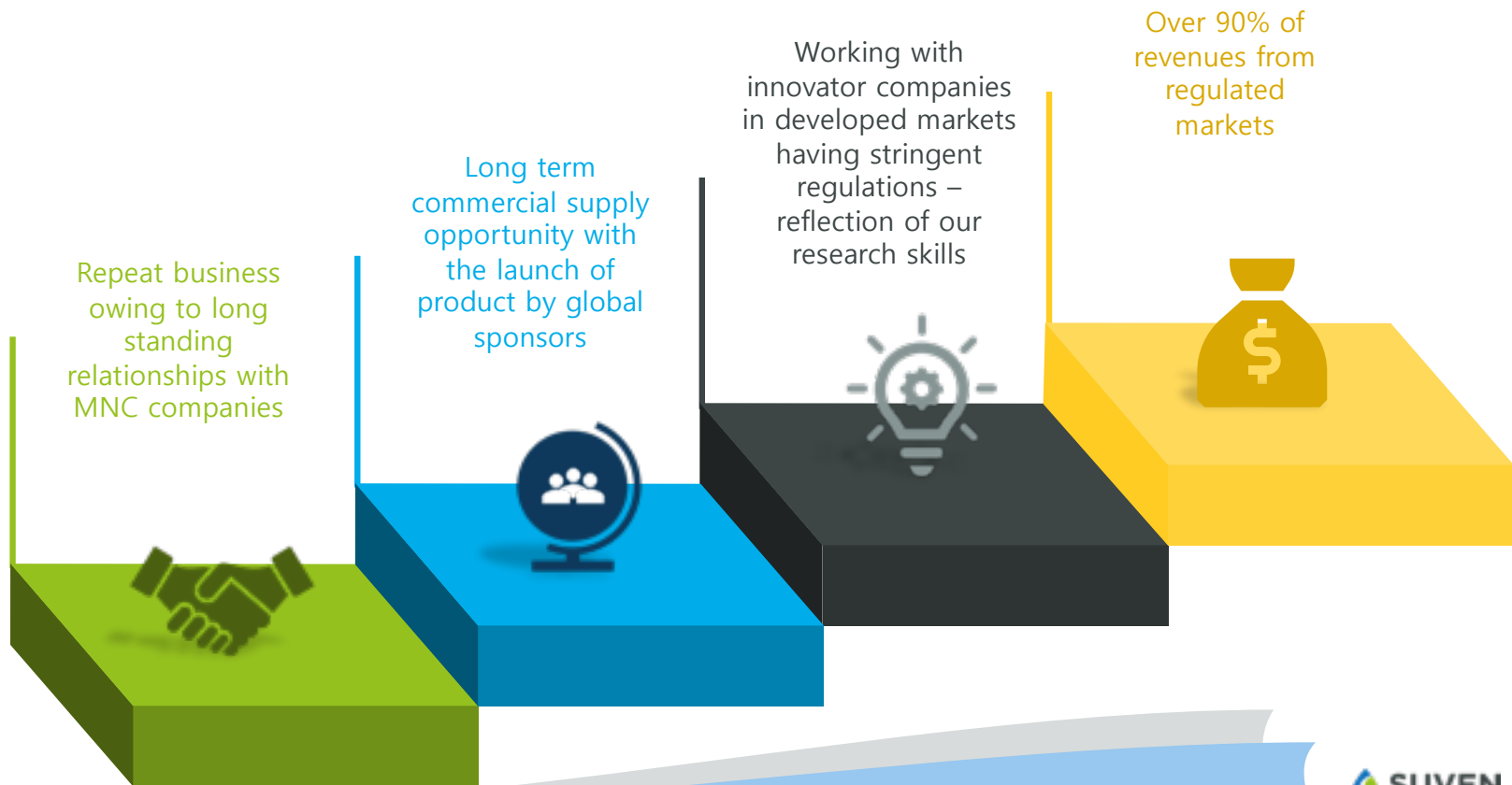
Financial Approach



Business Drivers



Business Drivers



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

