



Ref: Syn/CS/SE/IP/2023-24/Apr/12

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www.syngeneintl.com

April 26, 2023

| | |
|--|--|
| To, The Manager, BSE Limited Corporate Relationship Department Dalal Street, Mumbai – 400 001 Scrip Code: 539268 | To, The Manager, National Stock Exchange of India Limited Corporate Communication Department Bandra (EAST), Mumbai – 400 051 Scrip Symbol: SYNGENE |
|--|--|

Dear Sir/Madam,

Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor Presentation for the quarter and year ended March 31, 2023. The Company will use this presentation for any meeting scheduled with analysts or institutional investors up to June 30, 2023.

The above-mentioned Investor Presentation will also be available on website of the Company www.syngeneintl.com.

This is for your information and records.

Thanking You,
Yours faithfully,
For **SYNGENE INTERNATIONAL LIMITED**

Priyadarshini Mahapatra
Company Secretary and Compliance Officer

Enclosed: Investor Presentation.

Syngene

Putting Science to Work

Investor Presentation

April 2023



Safe harbour



Certain statements in this release concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements.

Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India, business outlook of our clientele and their research and development efforts, our ability to successfully implement our strategy, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global biotechnology and pharmaceuticals industries, increasing competition, changes in political conditions in India and changes in the foreign exchange control regulations in India.

Neither the company, nor its directors and any of the affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after this date or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.



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1

Operating Highlights



Q4 FY23 performance

Operating Highlights

- Strong growth in the fourth quarter, added to a positive performance over the course of the year
- The growth of Discovery Services and Dedicated Centers remained steady. The research facility in Hyderabad, which is a vital part of our Discovery Services, continued to expand and now houses approximately 900 scientists.
- Growth in Development Services was driven predominantly by further orders from existing clients, which reflects the high service levels and sustained on-time delivery
- Manufacturing Services continued to support the long-term partnership with Zoetis, following the successful regulatory inspections by the US, European and UK regulatory authorities.

Q4 Financial Highlights

Total Revenue
Rs.10,172 Mn

Reported EBITDA
Rs. 3,369 Mn

Profit After Tax
Rs. 1,787 Mn

EBITDA Margin at **33.1%**
PAT Margin at **17.6%**

Full Year FY23 performance

Operating Highlights

- Delivered full-year results ahead of our upgraded guidance
- FY23 delivered the highest absolute year-on-year increase in revenue and EBITDA in the last 5 years
- All four divisions of the Company delivered sustained growth through the year.
- The biologics manufacturing partnership with Zoetis signed in the first quarter, is expected to be worth US\$ 500 Mn over 10 years, subject to regulatory approvals and market demand
- Our partnership with BMS marked 25 years of collaboration in March 2023. It is BMS' biggest R&D facility outside the US
- Commissioned a state-of-the-art sterile fill-finish facility and a kilo lab for polymers and specialty materials
- Dedicated PROTACs (proteolysis-targeting chimeras) facility for clients involved in researching treatments for cancer and other therapy areas was opened at Hyderabad
- In addition to successful regulatory audits of its biologics facilities, Syngene successfully nearly eighty audits from regulators and clients in the past year endorsing the quality standards

FY23 Financial Highlights

Total Revenue
Rs.32,638 Mn

Reported EBITDA
Rs. 10,053 Mn

Profit After Tax
Rs. 4,644 Mn

EBITDA **Margin at 30.8%**
PAT **Margin at 14.2%**

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Syngene – Putting Science to Work



Partner in innovation: #Puttingsciencetowork

Who we are and what we do

We aim to be a world class partner delivering innovative scientific solutions for clients



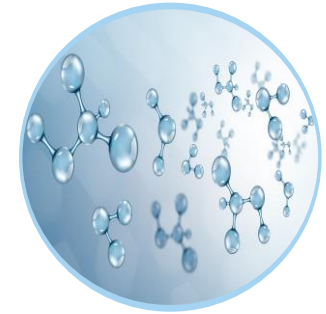
We offer integrated solutions across research, development and manufacturing



Sector expertise include pharmaceuticals, biotech, nutrition, animal health, consumer goods and specialty chemicals



Our team includes more than ~5,000 scientists out of total ~6,000+ headcount, operating across 3 state-of-the-art campuses located in India's leading life science hubs: Bangalore, Mangalore and Hyderabad



Established track record in discovery research and development for small and large molecules. Emerging presence in commercial manufacturing

Key facts and figures

400+
active clients

15
collaborations
with top 20 pharmaceutical
companies

400+
patents
held with clients

**World class
infrastructure**
of 2 Mn+ sq. ft. qualified to
meet international
standards

Rs. 45,587 Mn
(US\$563Mn*)
Gross Block of
Investments ^

Rs. 32,638 Mn
(US\$403Mn*)
FY23 Revenue

Rs. 4,644 Mn
(US\$57Mn*)
FY23 PAT before
exceptional item

~6,000+ headcount
including **~5,000+**
talented scientists



International accreditations



- USFDA, OHSAS 18001
- GLP, cGMP, AAALAC & CPCSEA Certified facilities
- CAP accreditation, ISO/IEC 27001:2013 accreditation
- EMA and PMDA approved, AAALAC accredited facility
- The safety assessment laboratories and large molecule bioanalytical lab are ISO IEC 17025:2017 certified by the National Accreditation Board for Testing and Calibration Laboratories (NABL)



Our experience spans multiple industry segments and partnerships with global leaders across the world

Large & mid-sized biopharma



Emerging biopharma



Universities



Animal health



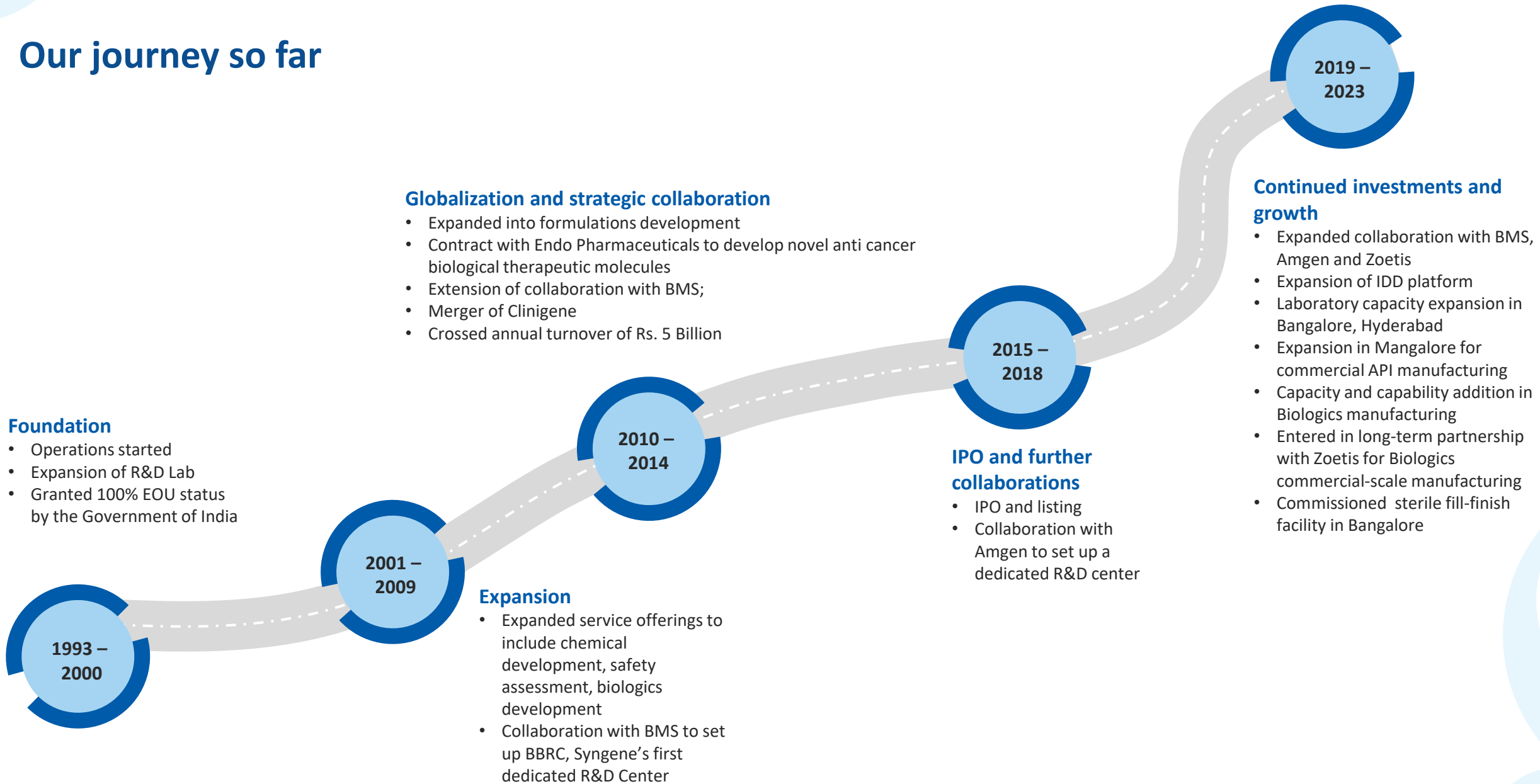
Agrochem



Consumer products



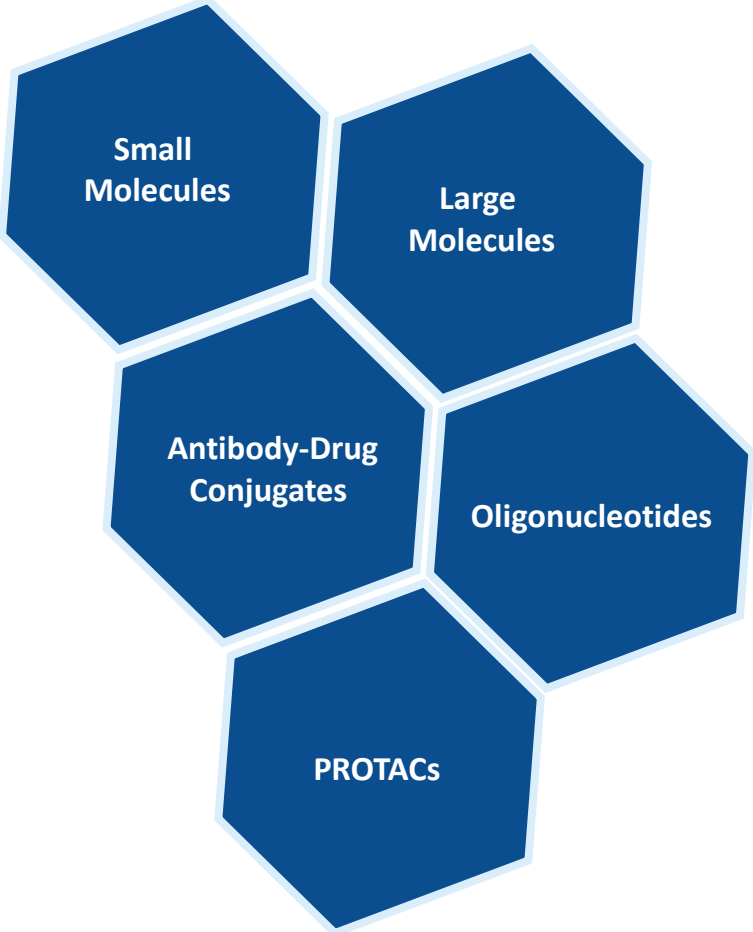
Our journey so far



Our broad capabilities, spanning the value chain, facilitates integration and captures additional benefits for clients

| Research business | | Development and Manufacturing business | |
|--|---|---|---|
| <p>Discovery Services</p>  | <p>Dedicated R&D Centers</p>  | <p>Development Services</p>  | <p>Manufacturing Services</p>  |
| <p>Flexible Platform with capability across multiple modalities including small molecule, large molecule, peptides, oligonucleotides, antibody drug conjugates, PROTACs</p> <p>SynVent - our proprietary platform for Integrated Drug Discovery</p> <p>SARchitect- our proprietary platform for data visualization and analysis, including features specifically designed to foster collaboration between scientific experts across geographies</p> | <p>Ring-fenced infrastructure for exclusive operations for an individual client</p> <p>Dedicated, multi-disciplinary team of scientists</p> <p>Access to entire Syngene ecosystem for specialist research and development operations</p> | <p>Pre-clinical to clinical trials</p> <p>Drug substance and drug product development</p> <p>Associated services to demonstrate the safety, tolerability and efficacy of the selected drug candidate</p> <p>cGMP-compliant manufacturing of clinical supplies, and registration batches for small molecules</p> | <p>Manufacturing of small and large molecules for commercial supplies</p> <p>cGMP-compliant facilities</p> <p>State-of-the art API manufacturing and Biologics manufacturing facilities</p> |

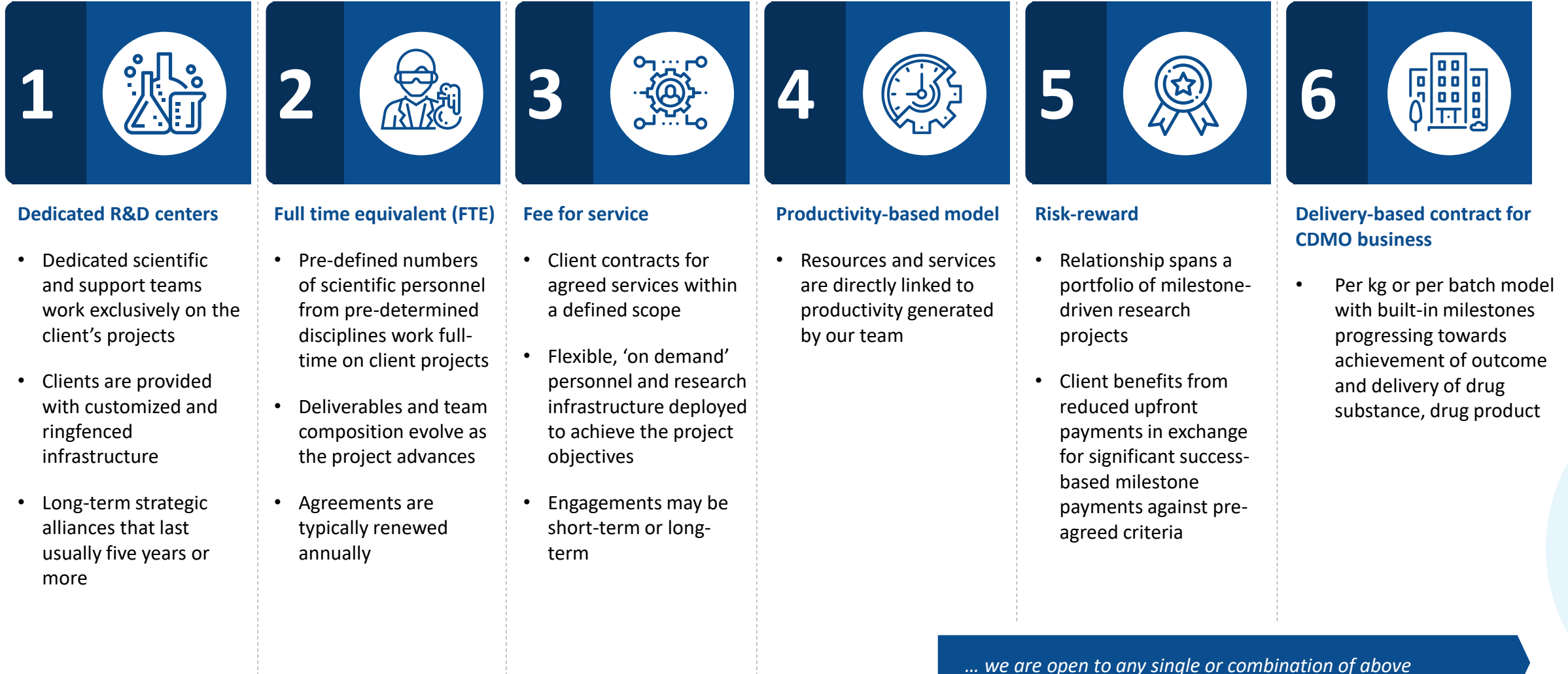
A 'one-stop-shop' for discovery research, development and manufacturing services (small and large molecules)



| Discovery | Development | Manufacturing |
|--|--|---------------------|
| Chemistry | Drug Substance Development | Clinical Supplies |
| Biology | Drug Product Development | |
| | Integrated Drug Substance – Drug Product | |
| Safety Assessment | | Specialty Molecules |
| Integrated Drug Discovery | HPU* (Phase 1) | Commercial Supplies |
| | Bio Analytical Lab (Large Molecules) | |
| Therapeutic Antibody Discovery & Engineering; Cell Line Development | Stability & Analytical Services | |
| Bioprocess Development, Process Characterisation, Clinical Manufacturing (Microbial & Mammalian) | | |
| Research Informatics: Bioinformatics, integrative analysis, target dossiers, systems modeling, cheminformatics and AI | | |

* Human Pharmacology Unit

Flexible collaboration models



Our state-of-the-art infrastructure

Bangalore campus

90 acres housing most of Syngene's capabilities



Biologics

Bangalore campus

Manufacturing plant scale:
Mammalian- ~100-2000L
Microbial - ~200-500L

Discovery Services
Hyderabad campus
commenced operation in
Aug 2019



API Manufacturing
Mangalore campus
Commissioned March 2020
Capacity: 70KL
Reactor size: 2-12KL

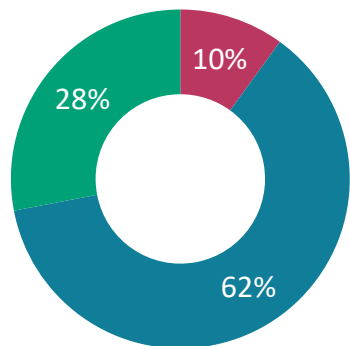


Experienced workforce: building capabilities and careers

~6,000+
total headcount

5000+ scientists
delivering high quality
solutions – create a
competitive edge

■ PhDs ■ Master's Degree ■ Others



Inspiring technical excellence and providing opportunities to grow

Nurturing young talent and enhancing science skills

- Syngene Training Academy offers new graduate recruits a six-month extended induction to help them understand the Company's vision and values while acquiring the skills to be an industrial scientist
- Science Certification Program is open to all employees to enhance their capabilities keep their skills up to date and provide opportunities for continuous learning

Developing leaders and managers

- Emerging Leaders Development Program is designed to help strong managers transition from managerial to leadership roles
- Manager Development Program is designed for first- and second-line managers to develop basic management skills and performance management to help them manage their teams and ensure that they are making a positive contribution to the organizational goals

Promoting workplace diversity

- The Company has strong equal opportunity policies to protect against all forms of discrimination and provide a workplace where all employees can deliver their best work
- Support provided to parents of young families. 27% of employees are female and 14% of management positions are held by females

Operational robustness driving strategy execution

Continuous improvement embedded in operations driven by certified operational leaders

Six Sigma Black Belt certified staff in each service line and support function
Green belt certified staff across operations
All employees white belt certified

Quality management system: digitized and audit-ready

80 customer and regulator audits in the last financial year
8 successful USFDA audits in the last 4 years

Client-focused commercial organization

Leaders based in the US, Europe, UK and Asia
Close to client locations



Focused execution through strong Project Management

Structured program management for executing client projects enabled by SynPro platform and SynPro Academy ensuring delivery of client projects

Digital as a differentiator

AI capability in all research teams
IoT for maintenance and infrastructure reliability
Data Management, IT infrastructure and security systems to strengthen our proposition as a strategic partner to clients

Strategic Sourcing that makes a difference

Strategic supplier management to avoid supply chain disruption
Supply distributed across the world to ensure business continuity

3

Syngene strengths



Syngene strengths

A global scale CRO/CDMO

- Integrated Drug Discovery, Development and Manufacturing service provider
- Small and large molecules, ADCs, oligonucleotides
- Listed on Indian Stock Exchanges (NSE and BSE)



Solutions through innovation

- IP fully assigned to clients
- Track record of data management and security
- Over 400+ patent filings by clients recognizing Syngene scientists



Quality matters

- Fully digitized quality organization
- Strong compliance track record with global regulators
- US FDA, EMA and PMDA approved, GLP certified, AAALAC accredited facilities
- 80 client and regulator audits in the last financial year



Science in our DNA

- Located in 3 top India life science hubs: Bangalore, Mangalore and Hyderabad
- ~5000+ qualified scientists including ~500 PhDs (~6,000+ total headcount)
- Resilient supply chain management
- 2 Mn+ sq. ft. world-class R&D and manufacturing infrastructure

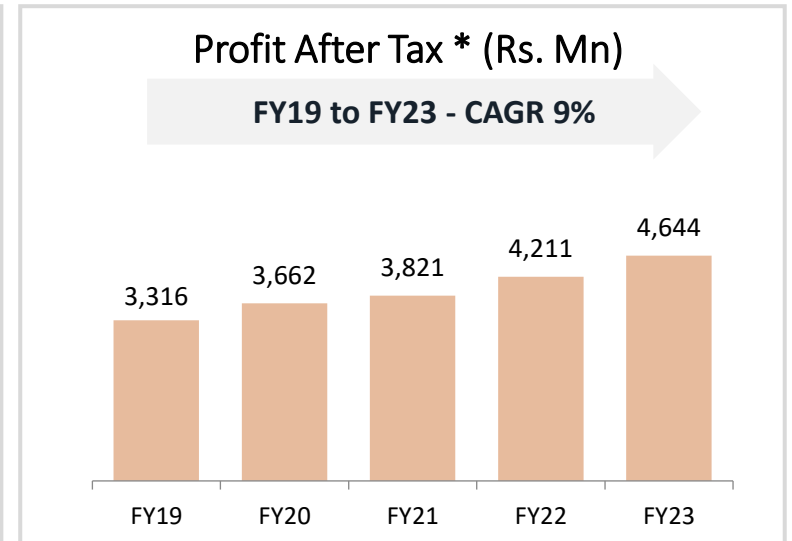
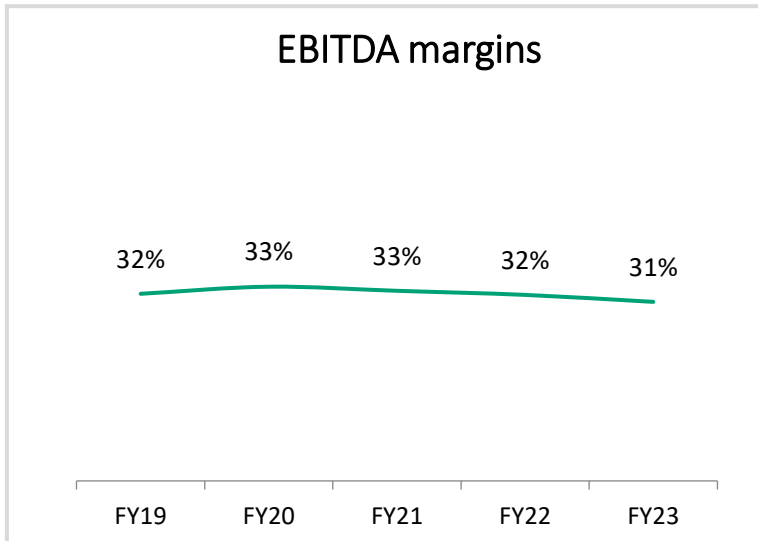
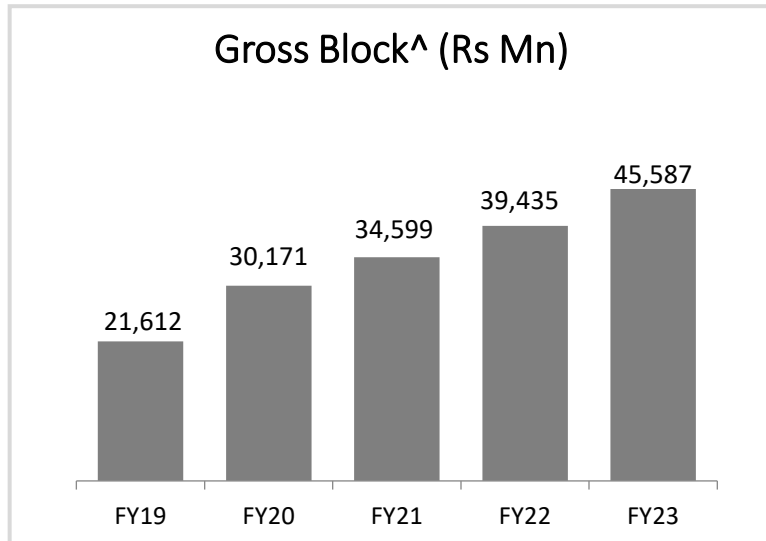
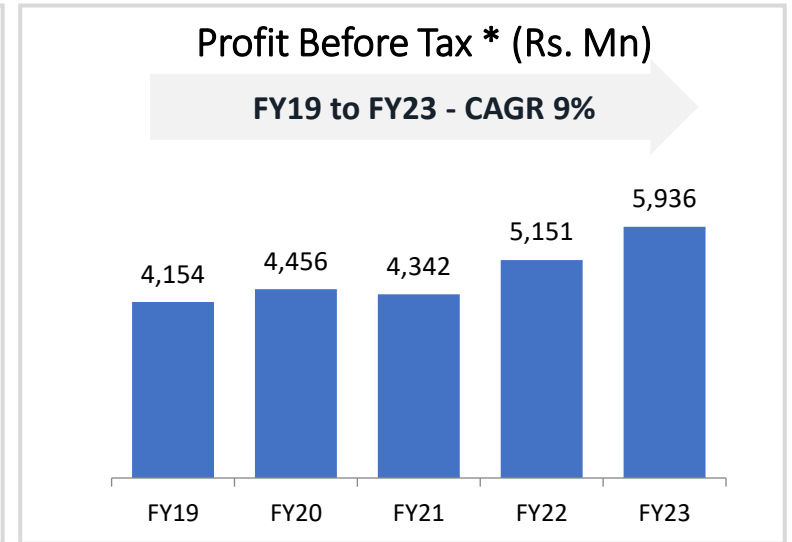
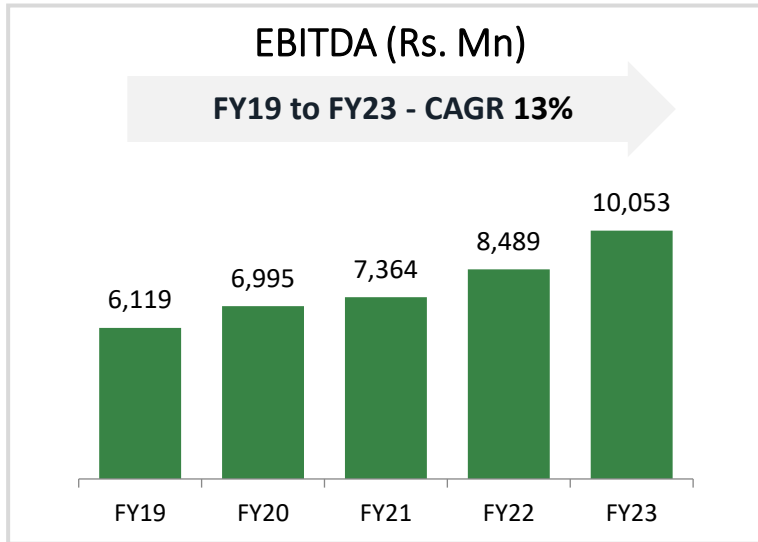
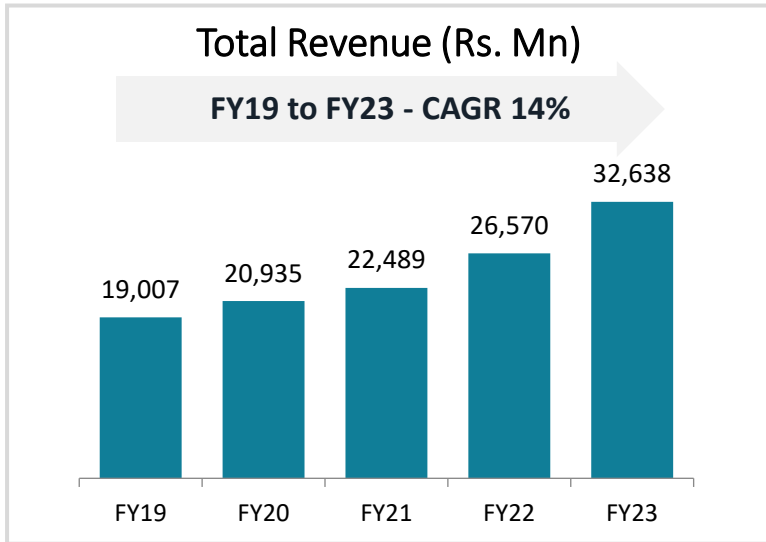
Blue chip client list

- + 400+ active clients
- Partnering with large / mid-size / emerging biopharma and other industries
- Clients concentrated in US, Europe & Japan
- Track record of working with diverse industry sectors

Making a difference

- Partnerships have delivered numerous clinical candidates
- Delivery history for integrated CMC programs up to clinical trials and beyond

Strong track record of growth and profitability



Levers for future growth

Expand/extend existing clients

- Service integration
- Flexible business models including dedicated centers

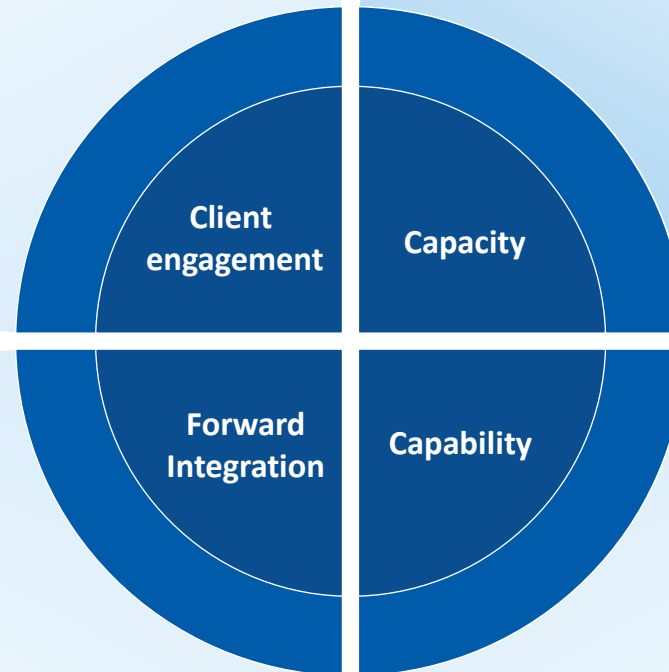
Engage New Clients

- Tailored service offerings, high quality infrastructure and access to qualified personnel

Offtake in commercial manufacturing in both biologics and small molecule API

Integrated Drug Discovery

- Proprietary model leveraging breadth of capabilities to deliver end-to-end project requirements



Capacity expansion

- Continuous investment
- FTE services, manufacturing, formulation, biologics, stability

Capability additions

- New capabilities across multiple domains including adjacent sectors
- Stability, analytical and bio-analytical services, viral testing, clinical scale injectable fill finish
- New platforms: antibody drug conjugates, CAR-T, PROTACs

Committed to safety and sustainability

Safety is our first priority

- Accredited with ISO 45001:2018 for Occupational Health and Safety (OH&S) measures
- Risk assessments are an integral part of our operation: a proactive approach in incident prevention
- Kavach, our flagship safety program, has delivered improvement in safety metrics and drives focus on industrial safety for all employees
- 13.7 million manhours without Lost Time Incident (LTI) on rolling 12-month basis for FY22

Committed to environmental protection

- Accredited with ISO 14001:2015 for our Environment Management System
- **20%** reduction in freshwater usage; 152KL rainwater harvested
- **92%** of the total waste generated is recycled in an environment-friendly manner for FY22
- **3R's** operations constantly monitored to identify opportunities to reduce, reuse, and recycle waste
- **59,700 tCO₂** emissions avoided in FY22 through efficiency measures
- **74 Mn KWH** of electricity usage from green energy sources - up 18% from FY21
- **86%** of total energy consumption from green energy sources in FY22
- Member of the United Nations Global Compact

Refer to the [CSR link](#) on our website to know about our corporate social responsibility pursuits on healthcare, education, environment, rural development

Refer to the [ESG Report](#) on our website to know more

Syngene

All figures are as on March 31, 2022, unless otherwise specified

Industry recognition for our scientific capability and best practices



- **Bio-Excellence Award 2018:** At Bengaluru Tech Summit, Bengaluru
- **Best Bioprocessing Excellence Award 2018 -** At 5th Biologics Manufacturing Asia, Singapore
- **Healthcare Company of the Year 2018:** At the 7th Annual VC Circle Awards 2018, Mumbai
- **HR Excellence Award 2018 'For Best Talent Management Strategy':** World HRD Congress, Mumbai
- **CMO Leadership Award Winner 2020 -** under Categories: Capabilities, Compatibility, Expertise and Service
- Bioprocessing Excellence Awards 2020 in the category 'Bioprocessing Excellence in South Asia—Viral Clearance and Safety Testing'
- **Great Place to Work Certified™ Company** (ASSOCHAM) CSR & NGO Awards 2020 for our contribution to COVID-19 relief work in Karnataka.
- **CMO Leadership Awards 2022** Received 6 awards for all categories, including Capabilities, Compatibility, Expertise, Quality, Reliability and Service
- **CMO Leadership Award Champion 2022** Additional Recognition received in CMO Leadership Awards 2022 for top performance in all **categories**
- **'Most Preferred Workplaces of 2022' by Team Marksmen Daily in association with India Today** Recognized for its holistic reorientation of the business landscape in the context of the pandemic, and for creating a collaborative and empowering culture for its employees.

2018

2019

2020

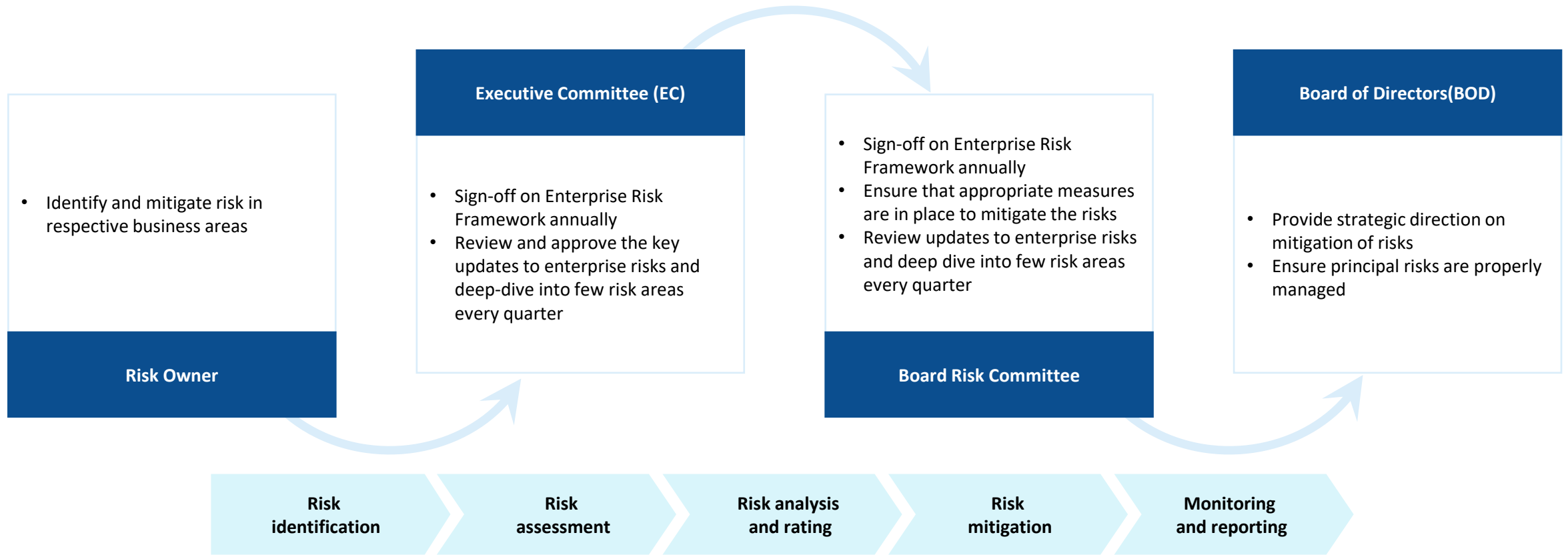
2021

2022

- Ranked as one of the **25 fastest growing companies in India** by Outlook Business
- **CMO Leadership Awards 2019** - Presented by Life Science Leader Magazine
- **FICCI CSR Award for Environmental Sustainability** -At the 17th Edition of the awards in New Delhi
- **Safe Workplace Champion Award** - At the 8th Manufacturing Supply Chain Summit and Awards
- **Best Leadership Development Program for Middle Management Award** - At the 6th Global Training and Development Leadership Awards
- **India Pharma Award 2019** - For "Excellence in Contract Research and Manufacturing Services" at CPhI & P-MEC India Expo.
- **Utthama Suraksha Puraskar 2019** - (Pharma and Chemical Manufacturing Category) by National Safety Council of India (NSCI). Leadership Awards
- **Dream Companies to Work Award** at the 29th Edition of the World HRD Congress Awards.
- **Asian Leadership Award for Excellence in Branding and Marketing** in the Contract Research Development and Manufacturing category
- **CRISIL awards Syngene Top score among Indian Pharma:** for Environment Safety Governance (ESG)
- **Syngene ranked #69 in Fortune India magazine's** list of 'Top 100 Indian wealth creators 2021'
- **India Pharma Awards 2021** for Operational Excellence: Manufacturing organized by Informa Markets, India
- **Best Governed Company in the Listed Segment: Medium Category** at the 21st National Awards for Excellence in Corporate Governance by The Institute of Company Secretaries of India (ICSI)
- **Most Innovative New Learning Programme** at the L&D Vision & Innovation Award organized by Transformance Forums
- **Mahatma Award 2021** Under Health & Wellbeing Category
- **Best Corporate Foundation Award** at the World CSR Congress

Robust risk management framework

Syngene has a risk management framework to identify, monitor, report and manage risk
Every risk owner monitors and manages risks relevant to their area of responsibility



Refer [Annual report](#) for complete risk profile and risk mitigation strategy

4

Financials



Q4FY23 financial highlights

| Particulars | Q4 FY23 | Q4 FY22 | YoY change | Q3 FY23 | QoQ change |
|-----------------------------------|---------------|--------------|------------|--------------|------------|
| Revenue from operations | 9,944 | 7,581 | 31% | 7,859 | 27% |
| Other income | 228 | 147 | 56% | 172 | 32% |
| Reported revenue | 10,172 | 7,728 | 32% | 8,031 | 27% |
| Material costs | 2,938 | 2,149 | 37% | 2,061 | 43% |
| Staff costs | 2,528 | 1,797 | 41% | 2,192 | 15% |
| Other direct costs | 273 | 238 | 15% | 264 | 3% |
| Other expenses | 1,022 | 985 | 4% | 876 | 17% |
| Foreign exchange (gain)/loss, net | 42 | -91 | -146% | 156 | -73% |
| EBITDA | 3,369 | 2,650 | 27% | 2,482 | 36% |
| EBITDA Margin | 33.1% | 34.3% | | 30.9% | |
| Depreciation and Finance Cost | 1,060 | 859 | 23% | 1,083 | -2% |
| PBT | 2,309 | 1,791 | 29% | 1,399 | 65% |
| Tax | 522 | 313 | 67% | 302 | 73% |
| PAT | 1,787 | 1,478 | 21% | 1,097 | 63% |
| PAT Margin | 17.6% | 19.1% | | 13.7% | |

FY23 financial highlights

| Particulars | FY23 | FY22 | YoY Change |
|--|---------------|---------------|------------|
| Revenue from operations | 31,929 | 26,042 | 23% |
| Other income | 710 | 528 | 34% |
| Reported revenue | 32,639 | 26,570 | 23% |
| Material costs | 8,602 | 7,490 | 15% |
| Staff costs | 8,876 | 7,408 | 20% |
| Other direct costs | 1,109 | 872 | 27% |
| Other expenses | 3,580 | 2,859 | 25% |
| Foreign exchange (gain)/loss, net | 418 | -548 | -176% |
| EBITDA | 10,054 | 8,489 | 18% |
| EBITDA Margin | 30.8% | 32.0% | |
| Depreciation and Finance Cost | 4,118 | 3,338 | 23% |
| PBT | 5,936 | 5,151 | 15% |
| Tax | 1,292 | 940 | 37% |
| PAT before exceptional item | 4,644 | 4,211 | 10% |
| PAT Margin | 14.2% | 15.8% | |
| PAT after exceptional item | 4,644 | 3,958 | 17% |
| PAT Margin after exceptional item | 14.2% | 14.9% | |

(1) Other Assets calculated as (Inventories + Trade Receivables + Unbilled Revenues + Advance Tax + FX premium less (Trade payables + Others current liabilities) at the end of the year

(2) Net cash / (Net debt) calculated as the Cash & cash equivalents (Cash and bank balances + Current investments + Fixed deposits) less Total debt (Short-term borrowings + Long-term borrowings) at the end of the year

Balance Sheet Highlights

As on 31st March 2023

| | |
|---------------------------------|---------------|
| Shareholders' funds | 36,180 |
| Net Fixed assets | 28,437 |
| Other net assets ⁽¹⁾ | (1,818) |
| Net cash/(debt) ⁽²⁾ | 9,561 |
| Total Use of Funds | 36,180 |

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Shareholding and Share Information



Syngene and Biocon Group

Syngene

Syngene is an operationally independent publicly listed subsidiary of Biocon Limited, established in 1993 as India's first Contract Research Organization. Company has 25+ years of experience in novel molecule discovery, development and manufacturing services

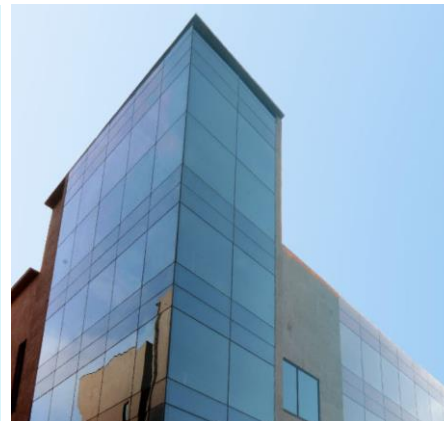


Biocon Limited, founded in 1978, is an innovation-led global biopharmaceuticals company and has majority holding in key operating entities including Syngene

Syngene

Integrated services:

- Discovery research
- Development
- Manufacturing small/large molecules

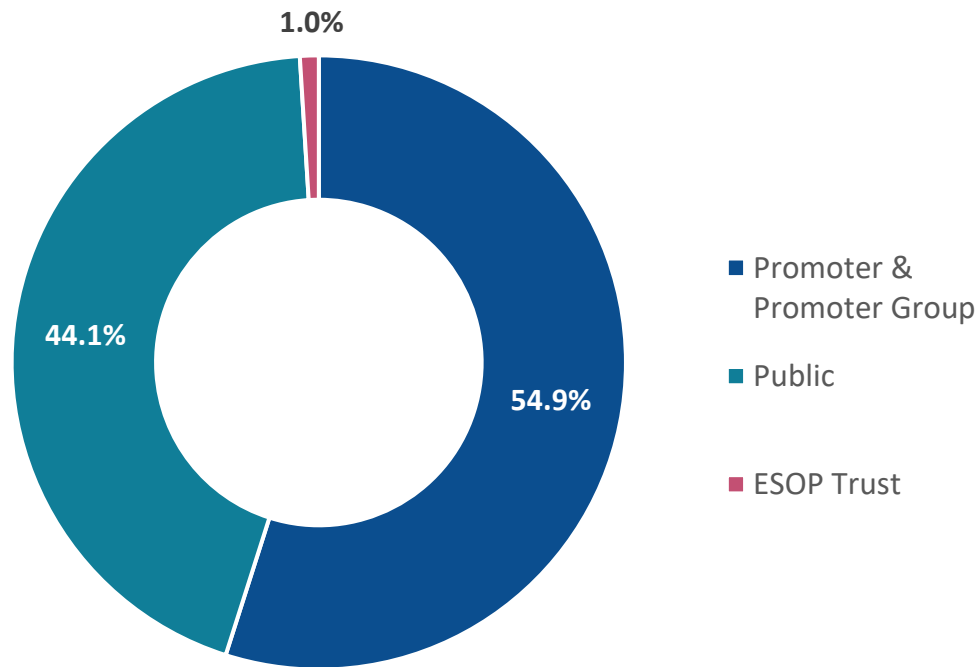


- Product Based
- Biosimilars
- Formulations and Compounds
- Alternative Therapeutic Drugs

Biocon *

Shareholding and Share Information

Syngene's Shareholding Pattern*



Syngene's Share Information*

| | |
|--------------------------------|----------|
| NSE Ticker | SYNGENE |
| BSE Ticker | 539268 |
| Market Cap (Rs. Mn) | 2,38,653 |
| % free-float | 44% |
| Free-float market cap (Rs. Mn) | 1,05,290 |
| Share Outstanding (Mn) | 401 |

For more details

Visit our website www.syngeneintl.com



<https://twitter.com/SyngeneIntl>



<https://www.linkedin.com/company/syngene-international-limited>



<https://www.facebook.com/syngeneintl/>



<https://www.youtube.com/channel/UCIC4WSA1k5YAC531gMLkblQ>

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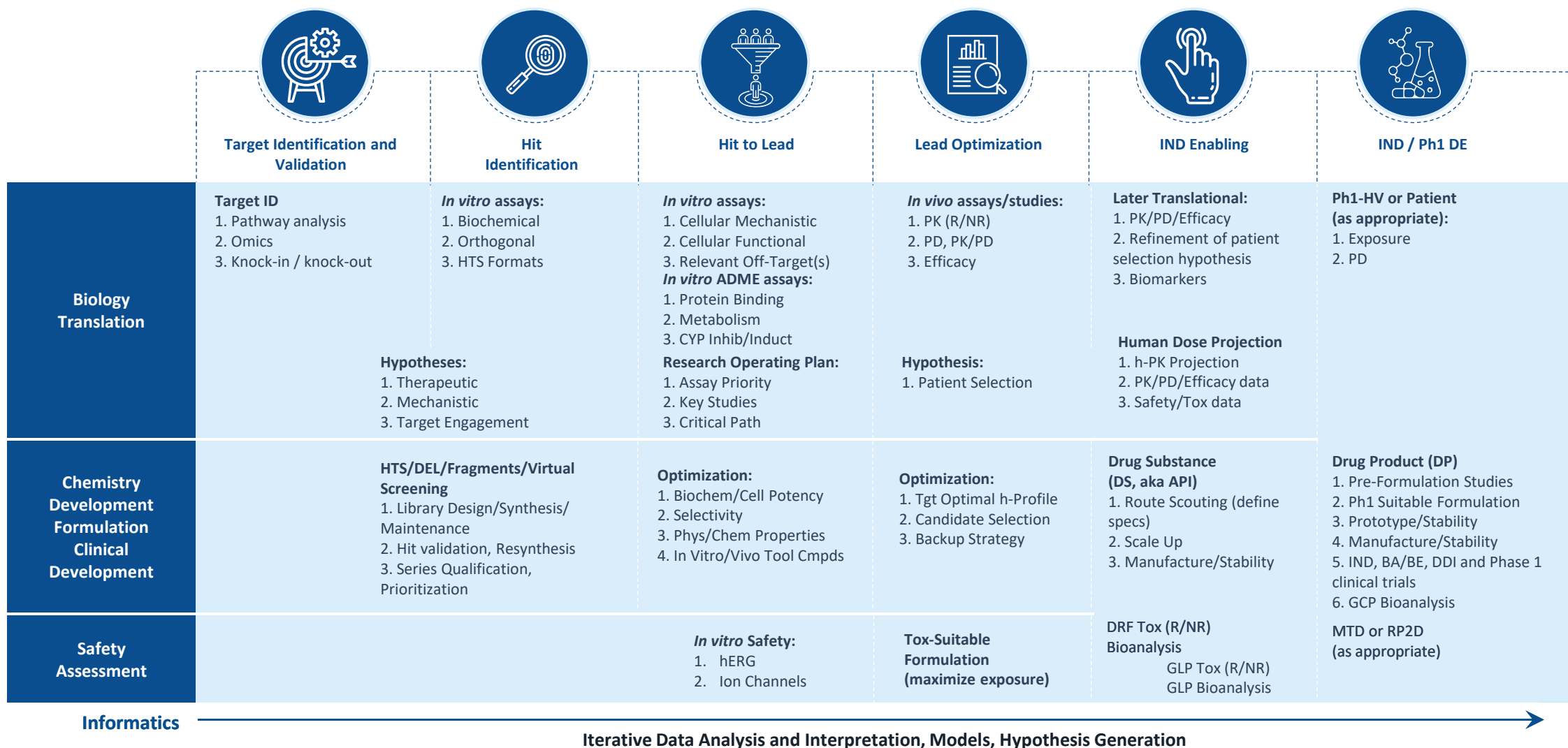
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Appendix



Discovery Services

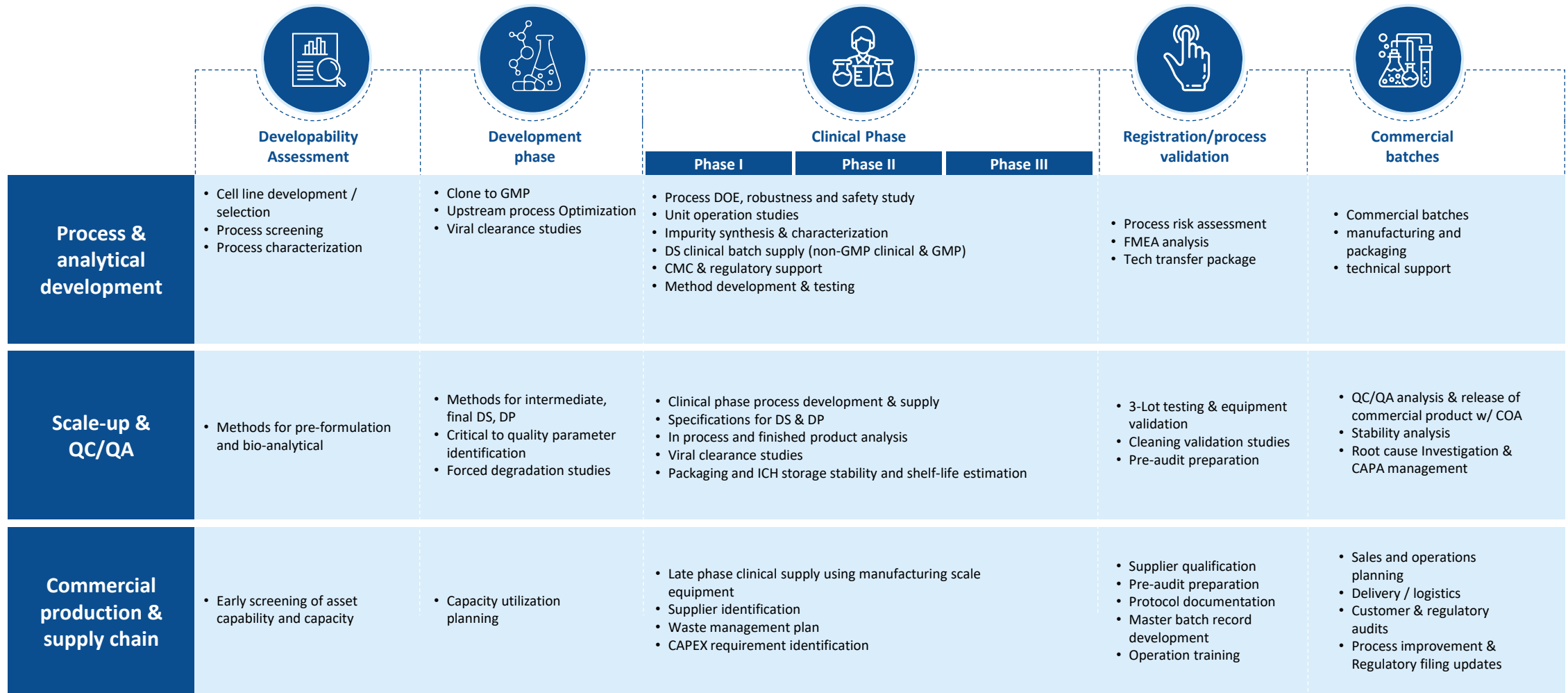


Development Services and Manufacturing Services

| |  Developability Assessment |  Development phase |  Clinical Phase | | |  Registration/process validation |  Commercial batches |
|----------------------------|--|--|---|--|---|---|---|
| | | | Phase I | Phase II | Phase III | | |
| Safety Assessment | Early PK, MTD/DRF studies, Exploratory Tox | <ul style="list-style-type: none"> IND enabling GLP Tox studies: Ames, Chromosomal aberration, Micronucleus tests, Pivotal repeat dose (Rodent and Non-rodent) Safety Pharmacology: CNS, Respiratory, CV Telemetry, hERG | | <ul style="list-style-type: none"> NDA enabling studies: Sub-chronic and Repro-tox studies Local Tolerance study | <ul style="list-style-type: none"> Chronic and Carcinogenicity study | | |
| Chemical Dev and Manuf. | <ul style="list-style-type: none"> Route scouting Process safety evaluation Scalability | <ul style="list-style-type: none"> Fit to purpose Process dev Material supply Impurity identification Enable and scale Tox material delivery | <ul style="list-style-type: none"> Process dev, robustness and safety study Unit operation studies Impurity synthesis & characterization DS clinical batch supply | | | <ul style="list-style-type: none"> Process DOE, QBD and scale up studies Process Risk assessment FMEA analysis Registration and process validation batches manuf. | Commercial batches manuf. and packaging |
| Formulation Dev and Manuf. | <ul style="list-style-type: none"> Pre-formulation Salt polymorph screening Excipient compatibility | <ul style="list-style-type: none"> Solid Oral & Injectable dosage forms Enabling formulation technologies | <ul style="list-style-type: none"> Clinical Supplies for all phases FIH formulation for Phase 1/2A Final dosage form for Phase 2B/3 and onwards | | | | |
| Analytical Services | Methods for Pre-formulation and Bio-analytical | <ul style="list-style-type: none"> Methods for Intermediate, Final DS, DP Forced degradation studies Solid state characterisation | <ul style="list-style-type: none"> Phase appropriate method validation for DS & DP (microbial methods) Specifications for DS & DP In process and Finished product analysis Final batch release with COA Reference standard, Impurities, Isolation and characterisation | | | Robustness of Analytical methods and full validation as per ICH | Analysis of commercial batches |
| Stability Services | Selection of suitable container closure system & packaging | <ul style="list-style-type: none"> Development stability studies | <ul style="list-style-type: none"> ICH stability for all phases Shelf life Estimation Re-test extension | | | Stability study of registration/process validation batch | Stability study of commercial batches |
| Clinical Development | | | <ul style="list-style-type: none"> Human Pharmacology Unit (Phase I/BE studies) Clinical Trial Services – full solution provider for conducting trials in India Central Lab Services including regulated bioanalytical lab Clinical data management, biostatistics and medical writing | | | | |

Regulatory Support

Biologics Development and Manufacturing services



Regulatory Support

Syngene

Putting Science to Work

Thank you

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