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**Suven Pharma sees revenue jump after April '04**

Suven Pharmaceuticals expects 2004-05 to be a big year for the company. Though it has about Rs 20.7 crore (Rs 207 million) orders in hand, it is only after 18 months that the company would see some jump in revenues, Suven Pharma MD, Venkat Jasti, told CNBC India.

Jasti pointed out that the company is in a consolidation phase and as and when drugs get the FDA marketing nod, the company will get fresh business. "We don't have any inclination that something will be maturing in the next six-12 months. We thought that one of the products will mature by 2003-end and that's why we are saying revenues will come after April 2004," he said.

Post April 2004, Jasti anticipates an order flow of about \$10 million for its two drugs, which are currently in phase III clinical trials and would soon go in for commercial production. "The launching quantity will be around \$4-5 million, after which repeat orders of \$2-3 million every year as long as the product patent is there and the product itself performs," he said.

However, till those new orders come in, the performance would be pretty much the same as last year's levels, Jasti said adding, "Maybe next year we will see 10-15% topline growth and same in the bottomline."

Suven Pharma suffered a 50% erosion in its second quarter net profit at Rs 1.04 crore (Rs 10.4 million). The company says this is due to the cyclical flow of income and profit because it receives much of its revenue from contract research from foreign companies on completion of research.

"Our thrust area is the new chemicals entities development. So, the pipeline with MNCs is not stable. We don't know when the actual commercialisation takes place as it takes about four-five years before we see any result," Jasti explained. ([www.moneycontrol.com](http://www.moneycontrol.com))