



Suven Life Sciences Limited

Q1 FY2015 Earnings Presentation

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.

Table of Contents

1

Financials – Q1 FY15

2

Company Background



Operation & Financial performance – Q1 FY15



Key Business highlights

- Suven Life Sciences presented new results and data presentations from its portfolio of investigational neuroscience new chemical entities (NCEs) at Alzheimer's Association International Conference (AAIC)
- Suven has **666** product patents for **18** inventions and **36** process patents. These include the following received in Q1 FY15
 - One product patents from USA (8653071) corresponding to the NCEs for the treatment of disorders associated with Neurodegenerative diseases. Validity: through 2030
 - Two product patents; one from Australia (2010337836) and one from Eurasia (019496) corresponding to the New Chemical Entities (NCEs) for the treatment of disorders associated with Neurodegenerative diseases and these Patents are valid through 2030 and 2029 respectively.
- Number of active CRAMS projects during Q1 FY15 - **99**
- SUVN D-4010 and SUVN G-3031 are undergoing IND enabling toxicological studies in USA in preparation for Phase 1 clinical trial
- SUVN 502 is undergoing phase 1b clinical trials in USA in preparation for Phase 2a(POC) study on patients in USA



Financial Snapshot Q1FY15

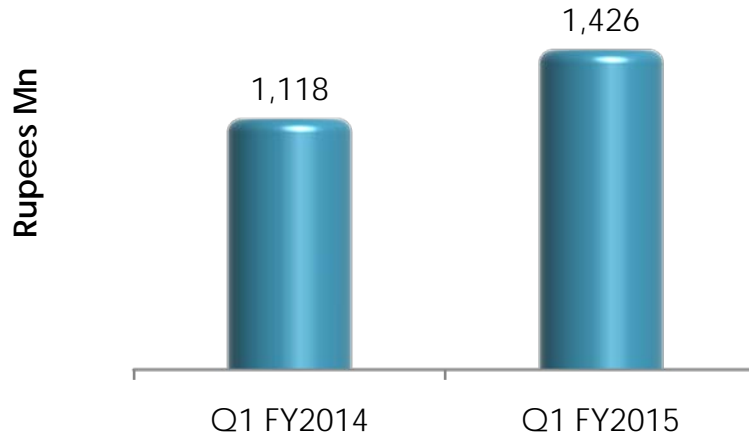
Growth in revenue	27.53%
Growth in PAT	16.68%
Growth in EBIDTA	27.66%
Growth in Pre - R&D EBIDTA	25.47%
Increase in R&D Costs	12.73%
R&D to Sales	6.28%

Key Ratios

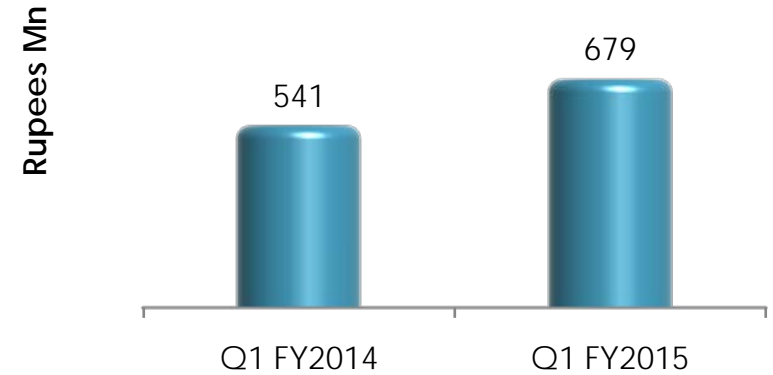
	Q1 FY15
PAT to Income	24.36%
EBIDTA to Income	41.34%
Cash Flow to Income	28.88%
Pre - R&D EBITDA to Income	47.62%

Financials Q1 FY15

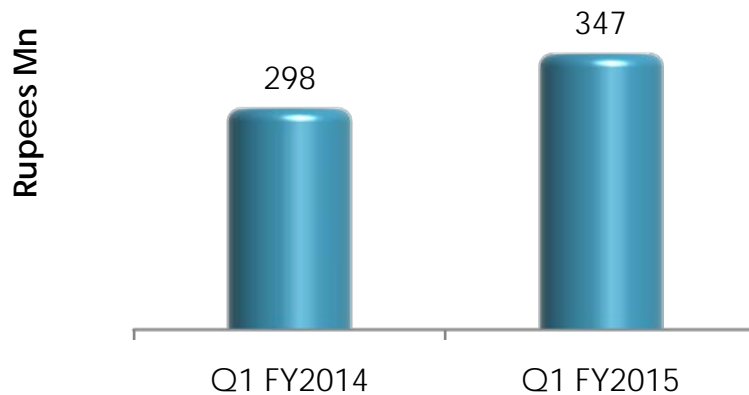
Revenue



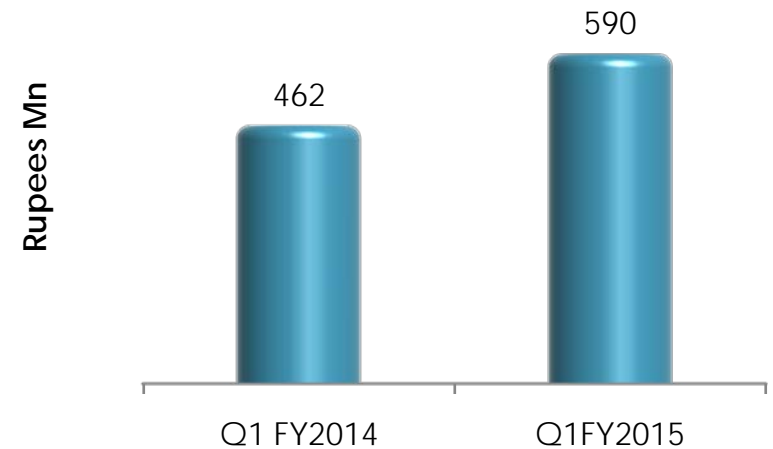
Pre R&D EBIDTA



PAT

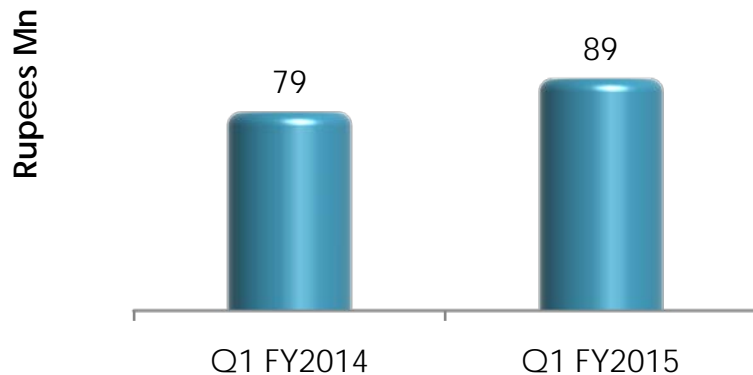


Post R&D EBIDTA

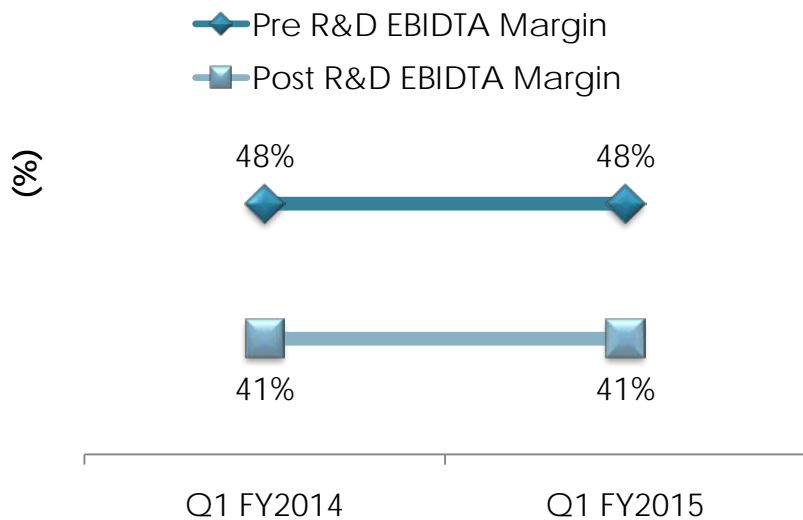
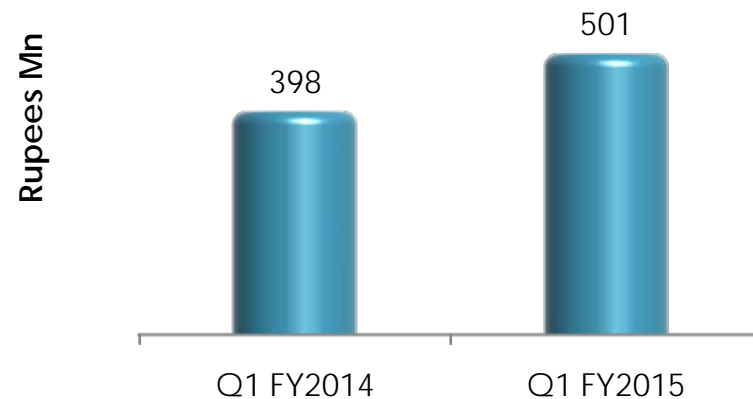


Financials Q1 FY15

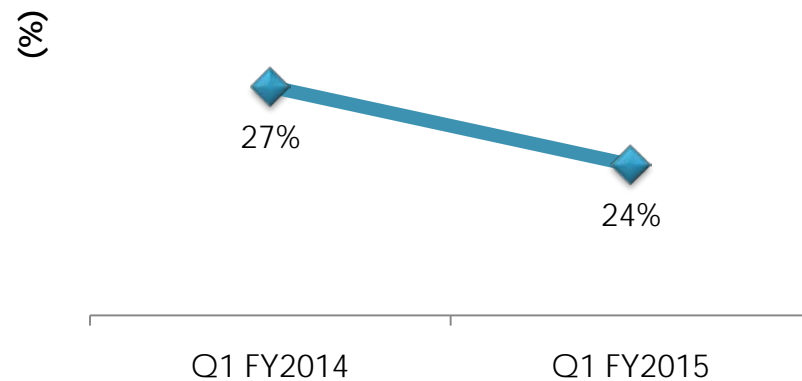
R&D - Expenditure



Pre - R&D Cashflow



PAT Margins



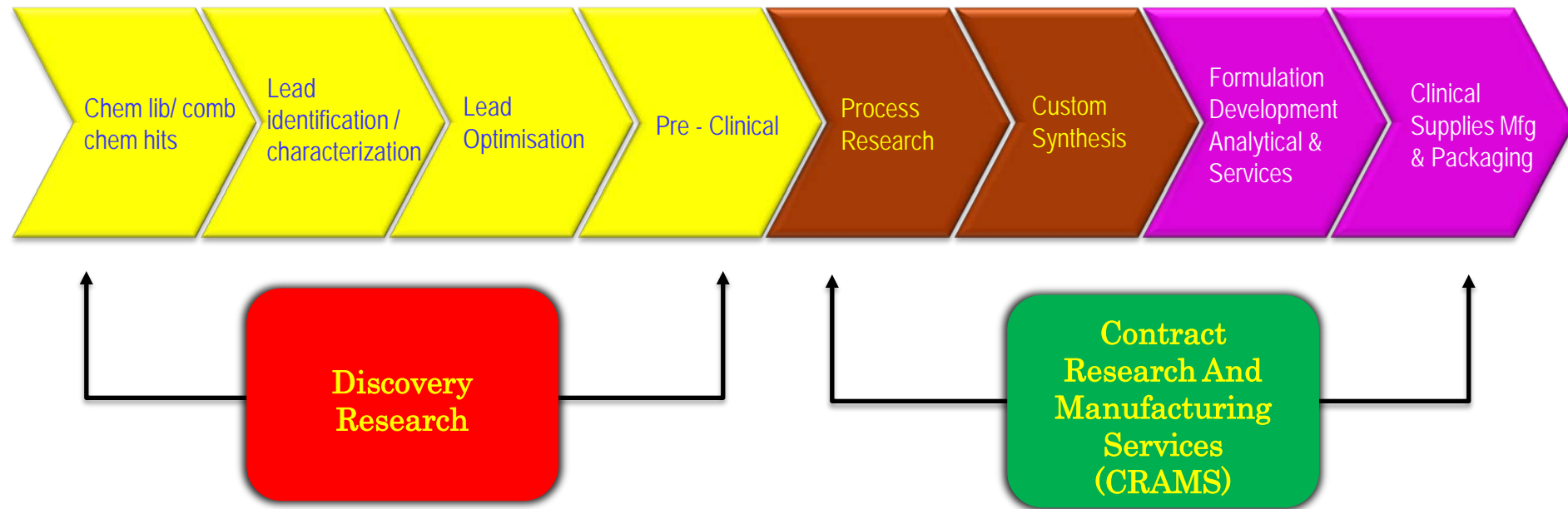
Financial Table – Q1 FY15

Year ending June 30' 2014	Q1FY15	Q4FY14	QoQ Growth	Q1FY14	YoY Growth
	Million	Million		Million	%
Income	1426.11	1,320.06		1118.25	
Pre-R&D EBITDA	679.09	610.20		541.26	
Pre-R&D EBITDA Margin	47.62%	46.2%		48.4%	
EBITDA	589.6	486.40		461.87	
EBITDA Margin	41.34%	36.8%		41.3%	
EBIT	525.13	463.65		440.92	
EBIT Margin	36.82%	35.1%		39.43%	
Financing costs	11.64	16.95		31.91	
Taxes	166.1	122.64		111.3	
Net Profit after tax	347.38	324.06		297.72	
NP Margin	24.36%	24.5%		26.62%	
EPS (basic & diluted not annualised)	2.97	2.77		2.55	
Paid up share capital One Rupee Share)	116.83	116.83		116.83	
Depreciation	64.49	22.75		20.95	
R&D expenses	89.49	123.81		79.39	

Company Background



Business Model



Our Focus

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

1

Focused on value addition in research and development

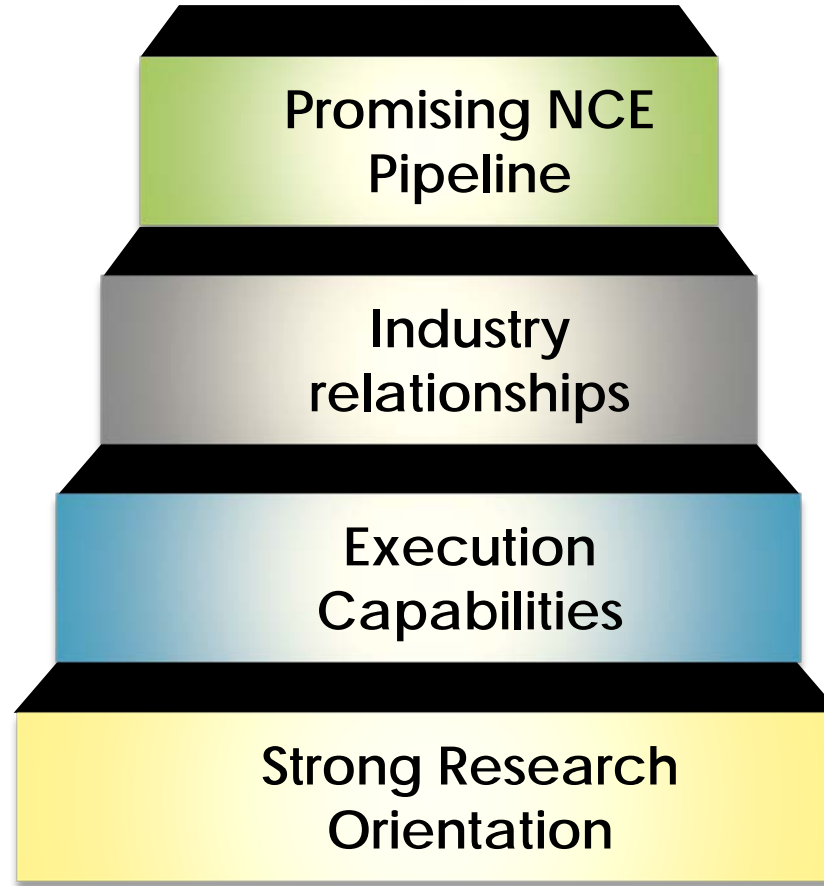
2

Investing in R&D over a decade specializing in the CNS segment

3

NCE based CRAMS

Business Drivers

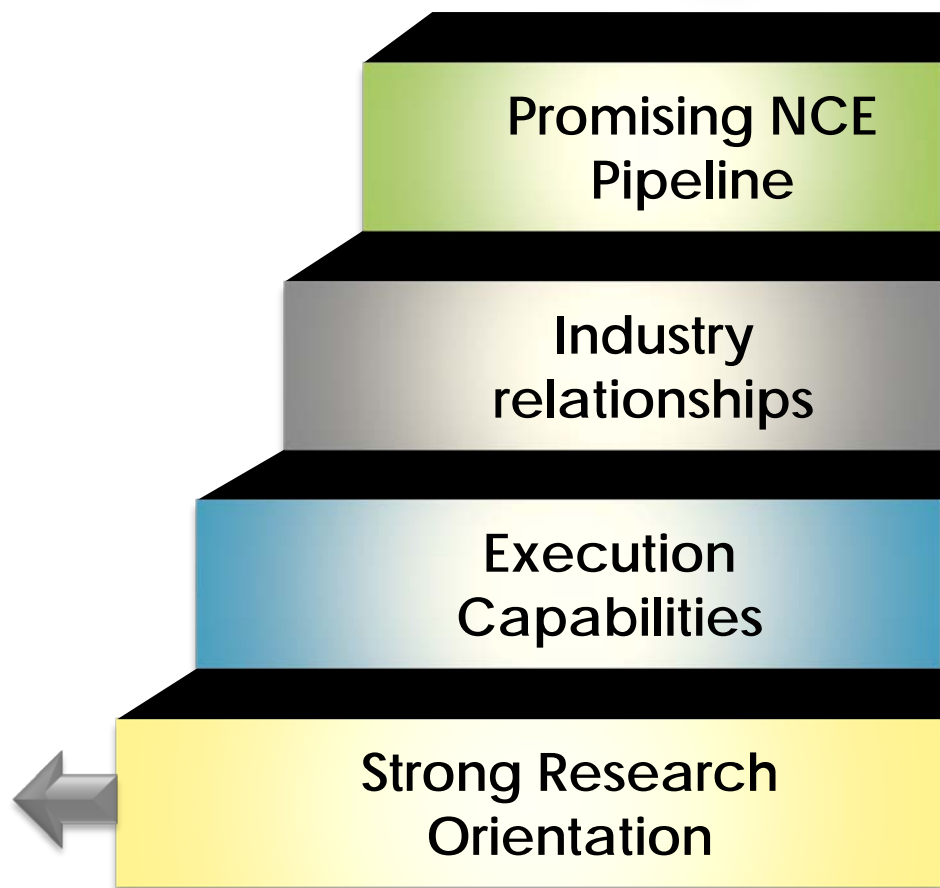


Focus on driving quality research projects for clients

Business Drivers



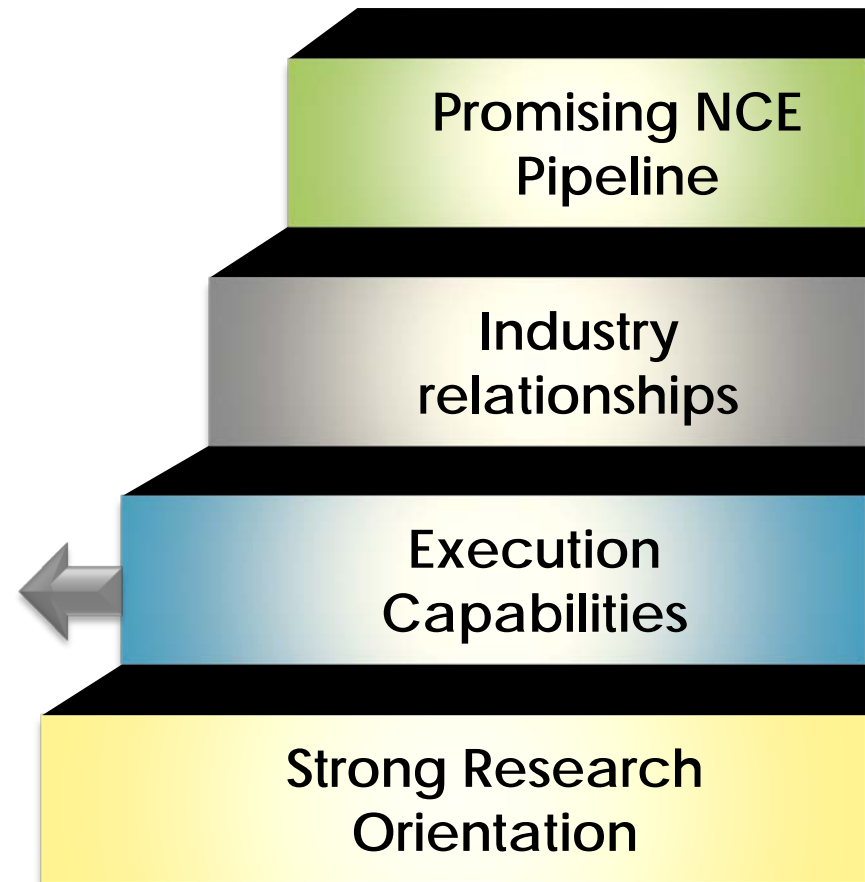
- Well qualified research team of 386 scientists of which 30 are PHD holders
- Promising NCE research pipeline of 13 molecules
- Undertaken over 650 CRAMS projects since inception
- Pioneer in CRAMS business – research to execution



Business Drivers



- State of the art facilities located across India and US
- Present across the entire CRAMS value chain – intermediates & APIs
- Leveraging on research capabilities to delivering NCE research
- An integrated research service provider with unmatched capabilities in the CNS segment in Asia



Multi Location Facilities

Pashamylaram, Andhra Pradesh, India SUVEN API & Formulation Facility

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



Banjara Hills, Hyderabad, India Corporate Office



Jeedimetla, Andhra Pradesh, India SUVEN R&D-Pilot Plant

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

Suryapet, Andhra Pradesh, India SUVEN Intermediate Mfg. Facility



SUVEN USA, New Jersey Business Office

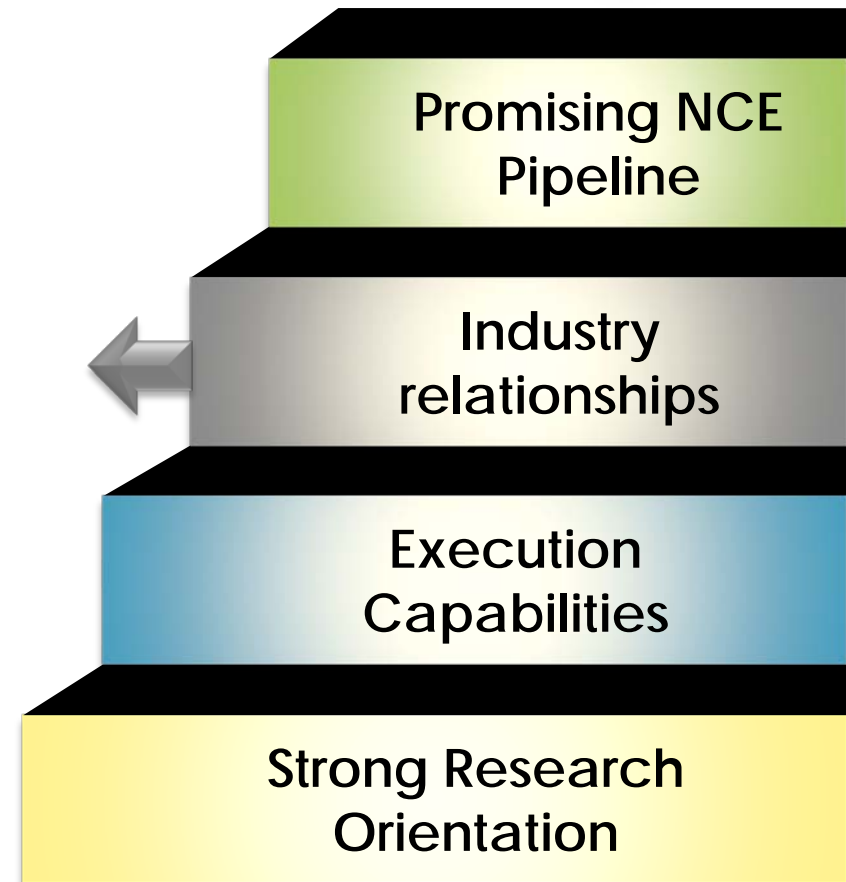
- Business Development
- Project Management
- Intellectual Property Management



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
- Over 80% of revenues from US and Europe



Our Relationships



Financial Approach

R&D cost expensed out each year

Prudent utilisation of cash flows

Low debt

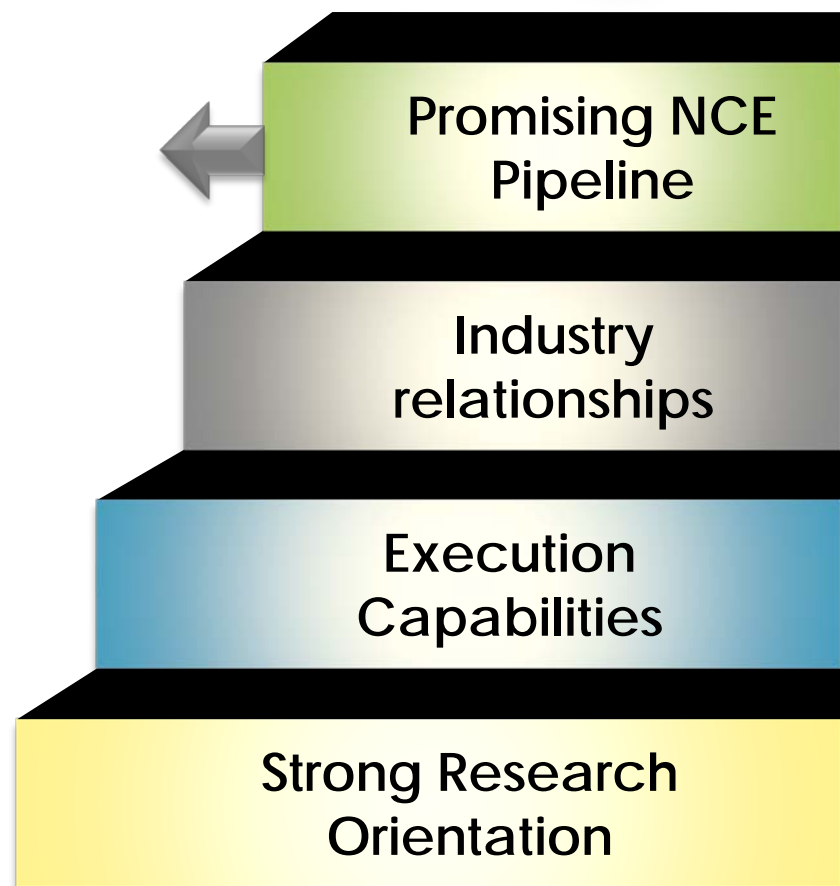
Shareholder value creation focus

Consistently dividend paying

Business Drivers



- One of the few players in the world in the high value CNS segment research
- Built strong intellectual capabilities around the CNS segment since 2005.
- Globally CNS is the second largest and fastest growing segment
- A single successful molecule offers significant opportunity



Strategy & Outlook

- **CRAMS** business will continue to grow in-line with or better than industry standards
 - ✓ Excluding one time payments towards products success
 - ✓ CRAMS to contribute strongly to cash flows and profits
 - ✓ Adequate capacities to cater to increasing demand
- Increasing customer confidence leading to newer CRAMS projects which can be expected to translate to steady increase in revenues
- Recent success at customers end has led to supply of three intermediates for commercialization
 - ✓ Leading to steady revenues once the products are launched later during the year
 - ✓ The coming years could witness more such successes
- Our superior chemistry skills have helped us gain the confidence of a leading MNC helping us win a long term contract to manufacture fine chemicals for one of their products
 - ✓ Additional capacities being added to meet increasing requirements

Suven – pioneer of the CRAMS business model in India

Strategy & Outlook

- We have progressed well in **formulations** with our recent ANDA approval for Malathion lotion
 - ✓ Exclusive license and rights have been given to Taro Pharma for predetermined royalty payments to Suven
- Recently the Company has received USFDA approval for its Pashamylaram facility
- Our **drug discovery** continues to progress well and we plan to initiate Phase2a trials for SUVN- 502 during the current year
- We plan to move other molecules of our R&D pipeline to the next level of research
- Success of our drug discovery will add significant further value
- We have strong confidence in our drug discovery pipeline

Continuing sharp focus across CRAMS and Drug discovery

Contact

Suven Life Sciences Ltd

6/F, Serene Chambers
Road No. 5, Avenue 7
Banjara Hills
Hyderabad 500034
Tel: +91 40 2354 1142
Fax: +91 40 2354 1152

For queries and requests, please contact:

Venkatraman Sunder, VP, Corporate Affairs

Suven Life Sciences Ltd.

Email: vsunder@suven.com

For more info: www.suven.com

Gavin Desa / Rabindra Basu

CDR - India

Tel: +91 22 6645 1237 / 1248

Fax: +91 22 6645 1200

Email: gavin@cdr-india.com

rabindra@cdr-india.com



Thank You

