

In search of new CNS therapies for better living

Nov 2018



Safe Harbor 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

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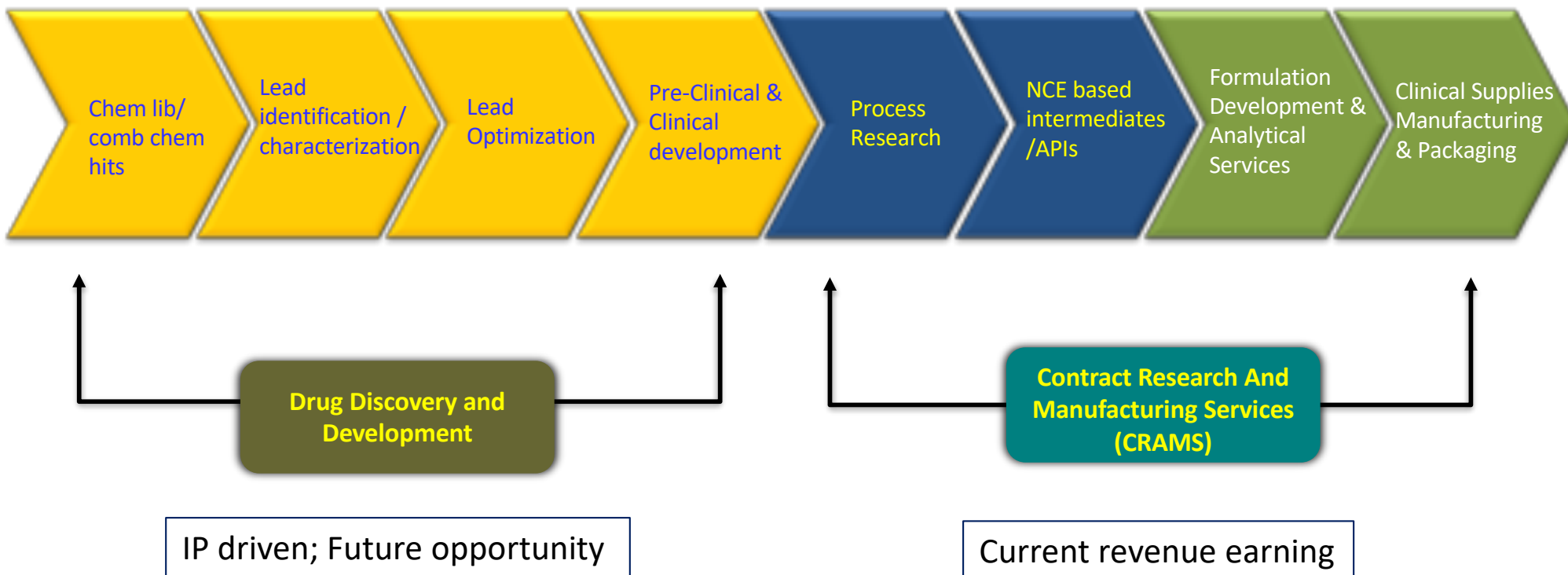
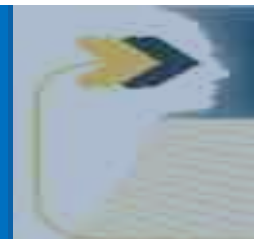
Our Business Strategy

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Our Financial Approach

Business Model



Vision and Mission



- Providing world-class R&D solutions for Global Life Science companies with efficiency in cost, quality and speed
- Become a leading company focused on treatments for unmet medical needs in Mental Health
- Health for patients and value for partners



Our Evolution



- Pioneer in CRAMS

- Proven ability and expertise

- Diverse and entrenched business relationships

- Well integrated CRAMS and Discovery services

1992

Complex chemicals

2005

Initiation of CNS programs with SUVN-502 as lead molecule

2014

3 CRAMS projects commercialized

1989

Generic APIs

1995

Contract Research And Manufacturing Services (CRAMS)

2003

In-house Drug Discovery

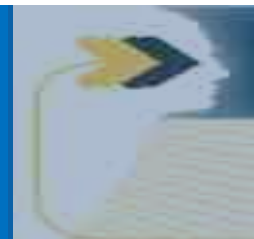
2006

Drug Discovery and Services

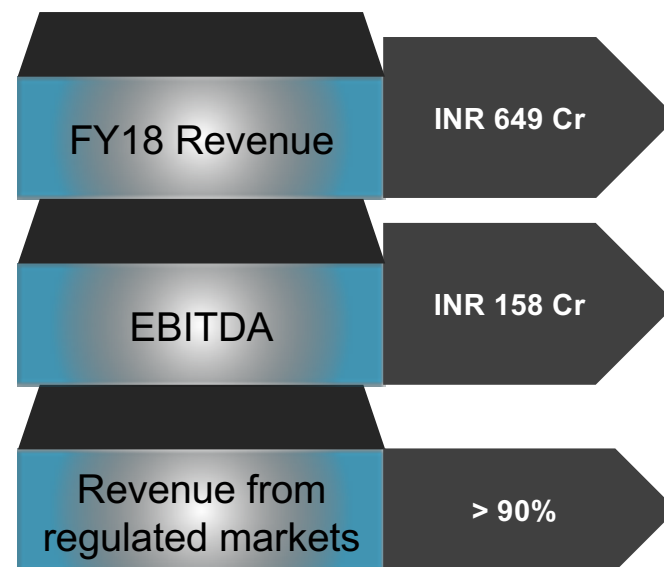
2018

SUVN-502: Phase 2a trial in USA
SUVN-G3031: Ready to start Phase 2 in USA
SUVN-D4010: Completed phase 1 in USA
SUVN-911: Ongoing Phase 1 USA
SUVN-I6107: Ready to start Phase 1 in USA

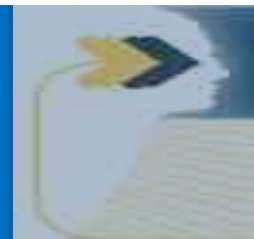
Company Overview



- Profitable and dividend paying since listing in 1995 on the NSE and BSE
- Established Contract Research And Manufacturing Services (CRAMS) - Leader and innovator for NCE based intermediates
- **116 (112+4)** number of active CRAMS projects
- World class infrastructure, equipment and models with over 950 employees
- Robust financials and a healthy balance sheet
- Relationships with over 30 global pharmaceutical companies
- USFDA inspected facilities
- Current total cash ~ INR 300+ Cr (30 Sep 18)



Suven Facilities



**Multi-product/specialty
chemicals facility
Vizag, India**



- 307 KL reactor volume
- 3KL to 12KL Reactors
- GL/SS (45No's)
- API's/Advanced Intermediate's/CMO

**API & Formulation Facility,
Pashamylaram, India**



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

**Corporate Office
Hyderabad, India**



**R&D–Pilot Plant
Jeedimetla, India**

- 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

**SUVEN Intermediate Mfg.
Facility, Suryapet, India**

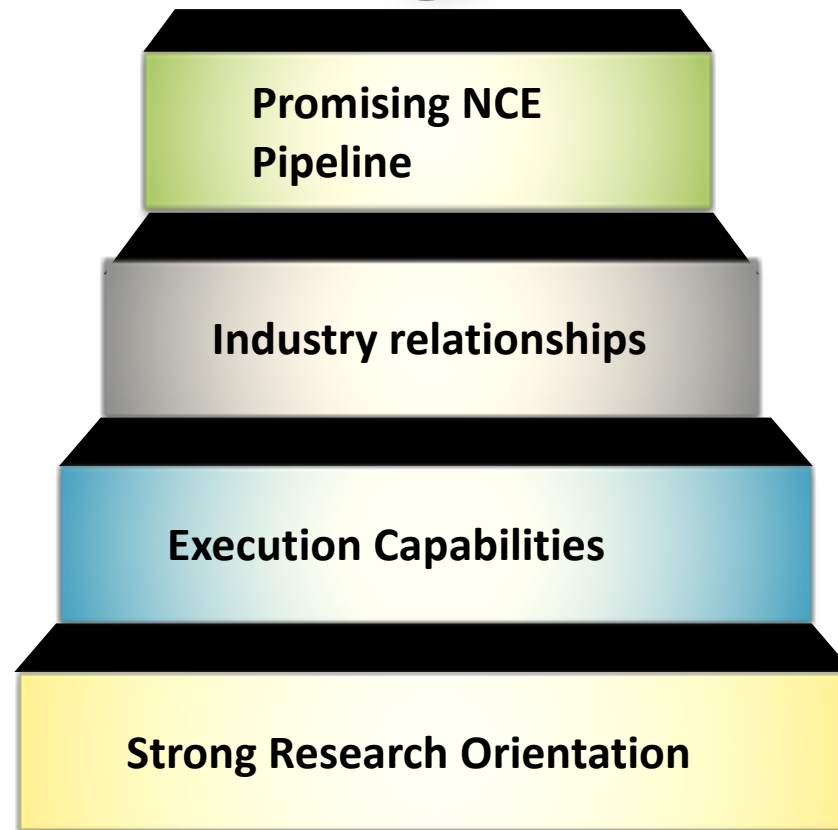


SUVEN USA, New Jersey

- Business Development
- Project Management
- Intellectual Property Management



Business Drivers

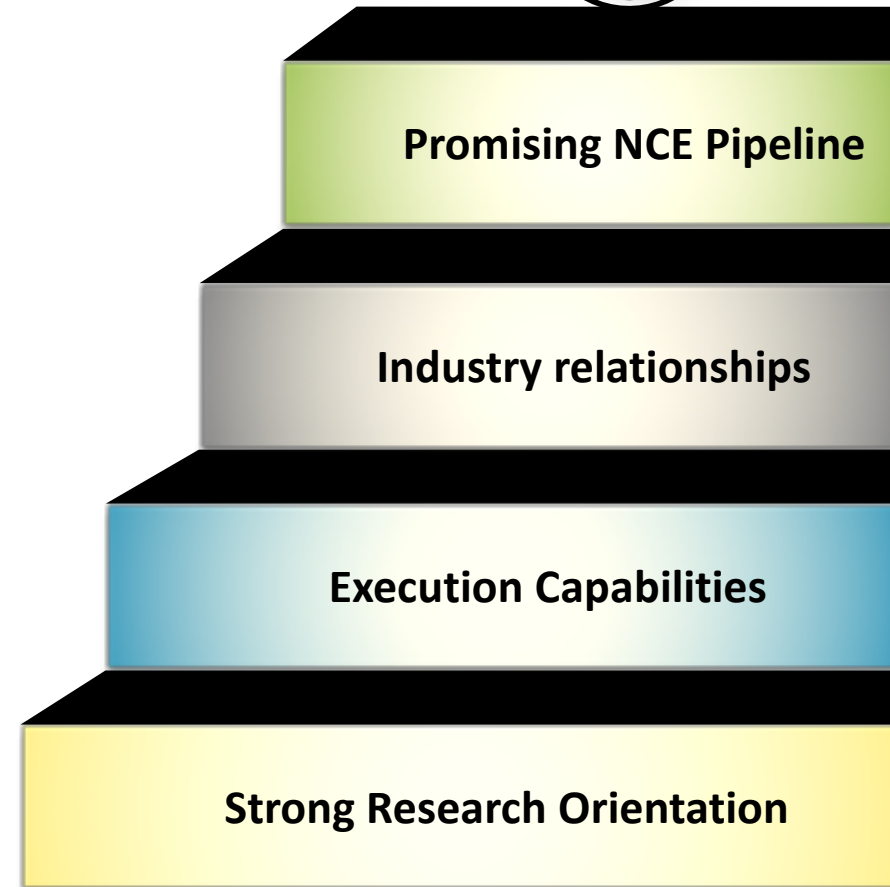


Focus on driving quality research projects for clients

Business Drivers



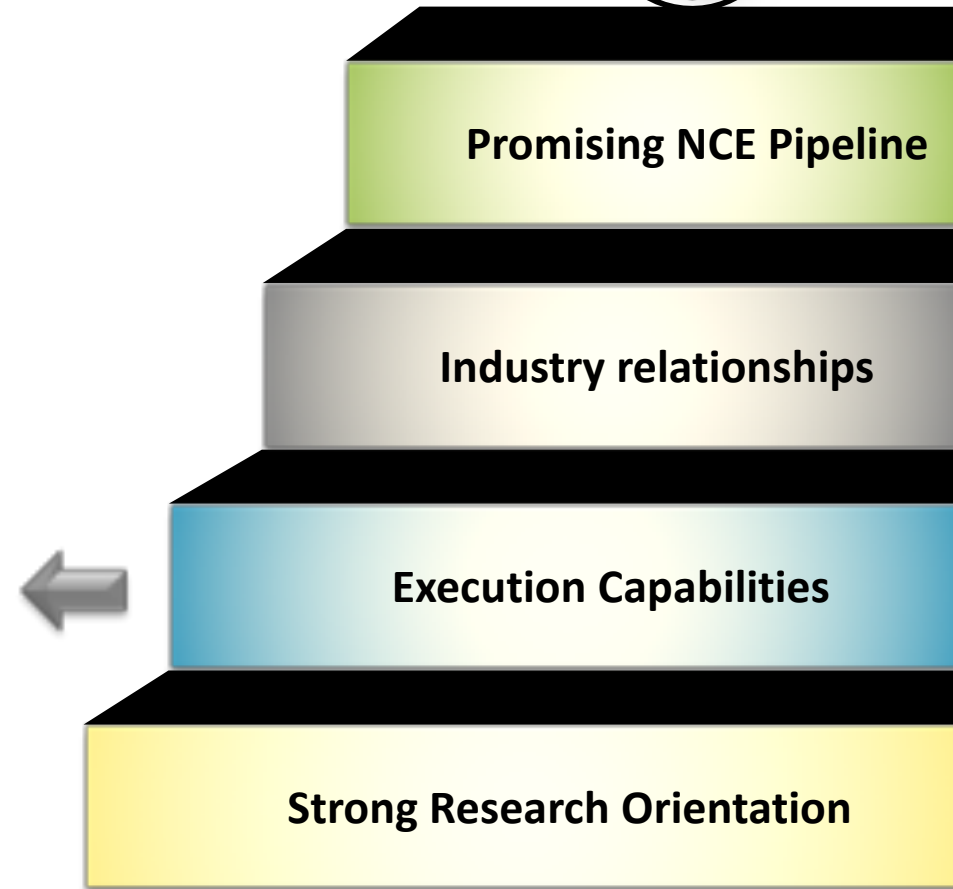
- An integrated research service provider with unmatched capabilities
- Well qualified research team of 400+ scientists of which 35 are PhD holders
- Undertaken 800+ CRAMS projects since inception
- Pioneer in CRAMS business – research to execution



Business Drivers



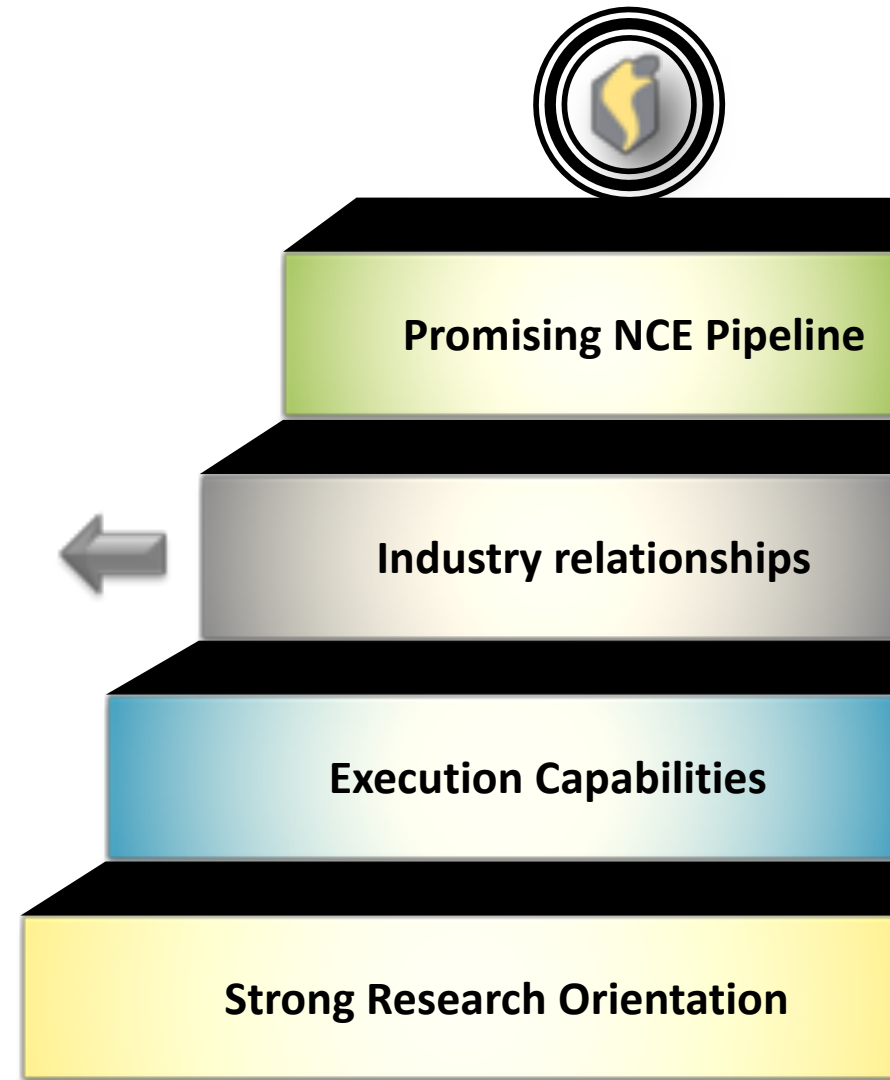
- Present across the entire CRAMS value chain – intermediates & APIs
- Leveraging on research capabilities to delivering NCE research
- State of the art facilities located across



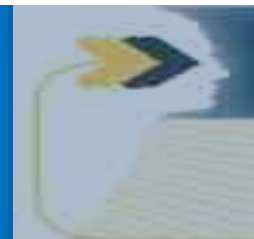
Business Drivers



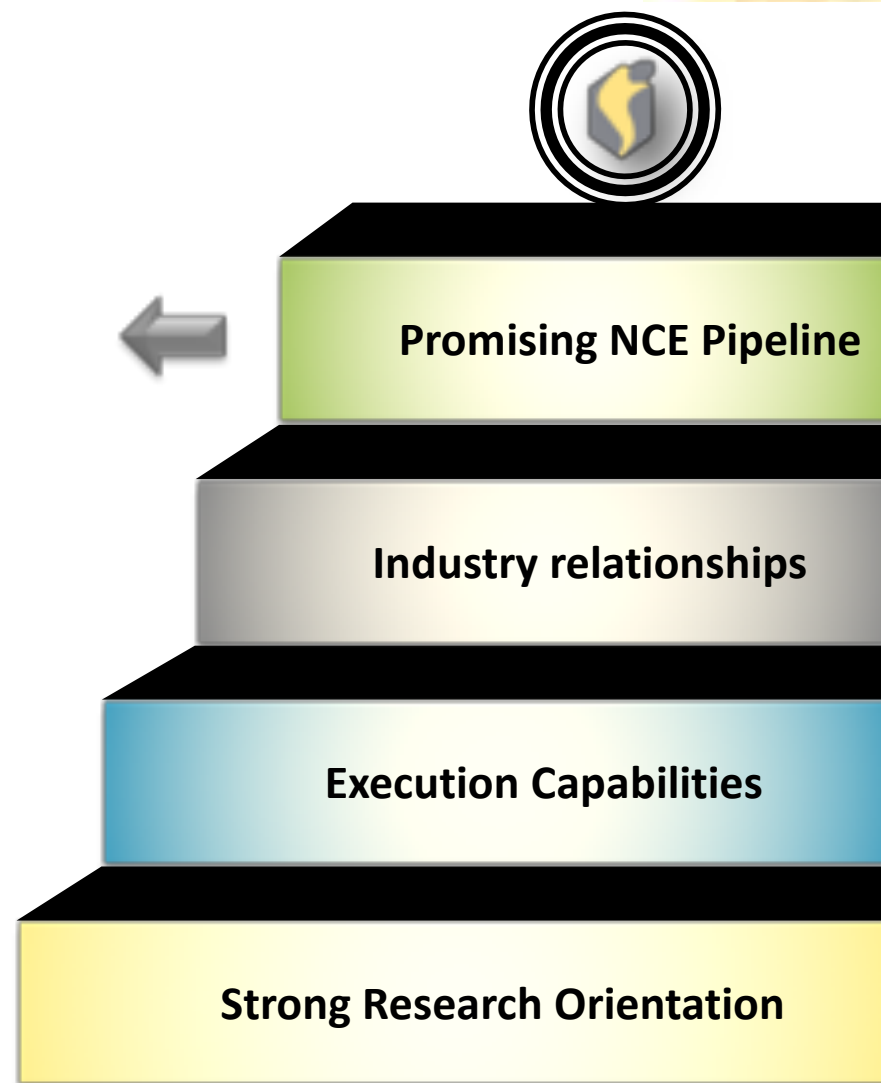
- Repeat business owing to long standing relationships with global companies
- Long term commercial supply opportunity with the launch of product by global sponsors
- Working with innovator companies in developed markets having stringent regulations – reflection of our research skills



Business Drivers



- One of the few players in the world in the CNS segment research
- Built strong intellectual capabilities in CNS segment since 2005.
- Globally CNS is the second largest and fastest growing segment
- A single successful molecule offers significant opportunity
- Self funded NCE research pipeline of 13 molecules



Our Business Strategy

CRAMS

Suven CRAMS Revenue Profile



- Sales growth with strong customer relationship
- Multi-year NCE based contract research for chemistry development for global sponsors.
- Long term commercial supply opportunities
- Pipeline of CRAMS projects:
 - Phase 1 - 76
 - Phase 2 - 35
 - Phase 3 – 1
 - Commercial – 4

Suven CRAMS Market Opportunity



- Customer focused long standing relationships for various early phase to commercial chemistry development
- Geographically dispersed in global markets (USA, Europe, Japan, Korea and Israel)
- Niche products ANDAs for regulated markets
- Growing opportunity for CRAMS and drug discovery services

CRAMS - Key Risks and Challenges



- Sustaining long term relationships with innovator companies
- Potential price fluctuation/attrition
- Likely increase in competition from other Indian/global players
- Potential for lumpiness in revenues and profits

Our Business Strategy Drug Discovery and Development

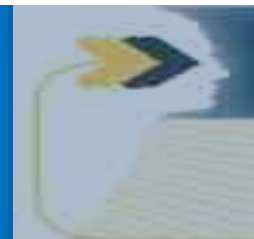
SUVEN NCE Clinical Pipeline



Candidates	Pre-clinical & GLP Tox	Clinical Phase			Indication
		I	II	III	
SUVN-502 5-HT ₆ antagonist					Alzheimer's Disease
SUVN-G3031 H ₃ inverse agonist					Sleep Disorders
					Cognitive Disorders
SUVN-D4010 5-HT ₄ agonist					Cognitive Disorders
SUVN-911 α4β2 antagonist					Major Depressive Disorders
SUVN-I6107 M1 PAM					Cognitive Disorders

Potential to address unmet medical needs





SUVN-502

Pure 5-HT₆ Antagonist

Well Differentiated from Competitor Clinical Candidates

First-in-Class Triple Combination - A Promising New Approach for Symptomatic Treatment of Alzheimer's Disease

Phase 2 POC Study in USA

(Completed enrollment, study ongoing and expected topline data by July 2019)

SUVN 502: Phase 2A POC Study in USA



Completed Enrollment

A PHASE 2A MULTICENTER, RANDOMIZED, DOUBLE-BLIND, PARALLEL GROUP, 26-WEEK, PLACEBO-CONTROLLED STUDY OF 50 MG AND 100 MG OF SUVN-502 IN SUBJECTS WITH MODERATE ALZHEIMER'S DISEASE CURRENTLY TREATED WITH DONEPEZIL HYDROCHLORIDE AND MEMANTINE HYDROCHLORIDE

**SUVN-502 + DONEPEZIL + MEMANTINE
Represents a Promising New Approach for
Symptomatic Treatment of Alzheimer's Disease**



SUVN-G3031

Histamine H3 Inverse Agonist

Sleep Disorders (Narcolepsy)

Cognitive Disorders (Alzheimer's)

Phase 1 Completed in USA;
Phase-2 for Narcolepsy; Planned for Q4 FY19

SUVN-G3031 significantly differentiated from other therapies approved and in development



- Strong preclinical data and early clinical package supporting efficacy and safety profile of SUVN-G3031
- Clear potential to serve unmet need in narcolepsy, where few safe and effective treatments exist
- Differentiated asset and mechanism - opportunity to gain significant market share
- Additional upside potential in Alzheimer's and other indications



SUVN-D4010

5-HT4 Partial Agonist

Dual Mechanism of Action (Disease Modifying and
Symptomatic Treatment Potential for AD)
Gastro-Intestinal Motility Disorders

Phase 1 Completed in USA



SUVN-911

Selective $\alpha 4\beta 2$ nAChR Antagonist

Addressing the Limitations of Current SOC for Major
Depressive Disorders

Phase 1 completed in USA



SUVN-16107

M1 True PAM - No Cholinergic Side Effects

Muscarinic 1 True Positive Allosteric Modulator

For Treatment of Cognitive Deficits; Getting ready for Phase 1

Our Financial Approach

Financial Approach



R&D cost expensed out each year

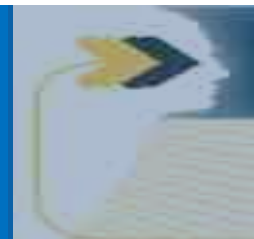
Prudent utilization of cash flows

Low debt

Shareholder value creation focus

Consistent dividend paying

Financial Snapshot – based on H1-FY19 result



All figures in INR except ratios and per share data

	Q2 FY19	Q1 FY19	Q-o-Q	Q1 FY18	H1 FY19	H1 FY18	Q-o-Q
	Million	Million	Growth %	Million	Million	Million	Growth %
Income	961.08	1,997.90	-51.90	1,119.91	2958.98	2,586.33	14.41
Pre-R&D EBITDA	433.88	823.47	-47.31	617.65	1257.36	1,286.62	-2.31
Pre-R&D EBITDA Margin	45.15%	41.22%		55.15%	42.49%	49.75%	
EBITDA	310.01	663.59	-53.28	501.03	973.60	1,009.89	-3.64
EBITDA Margin	32.26%	33.21%		44.74%	32.9%	39.05%	
EBIT	253.71	607.81	-58.26	447.63	861.53	904.57	-4.76
EBIT Margin	26.40%	30.42%		39.97%	29.12%	35%	
Financing costs	5.91	10.68		9.36	16.59	22.06	
Taxes	68.40	209.41		121.05	277.81	269.82	
Net Profit after tax	179.41	387.73	-53.73	317.23	567.13	612.69	-7.44
NP Margin	18.67%	19.41%		28.33	19.17%	23.69	
EPS (basic & diluted not annualised)	1.41	3.05		2.09	4.47	4.65	
Paid up share capital One Rupee Share)	127.28	127.28		127.28	127.28	127.28	
Depreciation	55.61	55.08		53.4	110.69	105.32	
R&D expenses	123.87	159.89	-22.52	116.61	283.76	276.73	2.54

Key Ratios H1-FY19





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