

To  
The Manager  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051

To  
The General Manager  
Department of Corporate Services  
BSE Limited  
25th Floor, P. J. Towers,  
Dalal Street, Mumbai - 400 001

Stock Code: SUVEN - EQ

Stock Code: 530239


Sub: Annual Investors Conference on 01st June, 2016

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“Annual

Investors Conference Trinity India – 2016”

Suven Life Sciences Limited



K Hanumantha Rao

## Suven Life Sciences Limited

Registered Office: 8-2-334 | SDE Serene Chambers | 6th Floor Road No.5 | Avenue 7  
Banjara Hills | Hyderabad – 500 034 | Telangana | India | CIN: L24110TG1989PLC009713  
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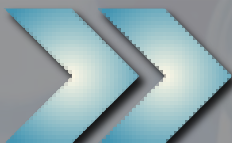
# Suven Life Sciences Limited

Corporate Presentation

# 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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**Company Overview**

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**Our Business Strategy**

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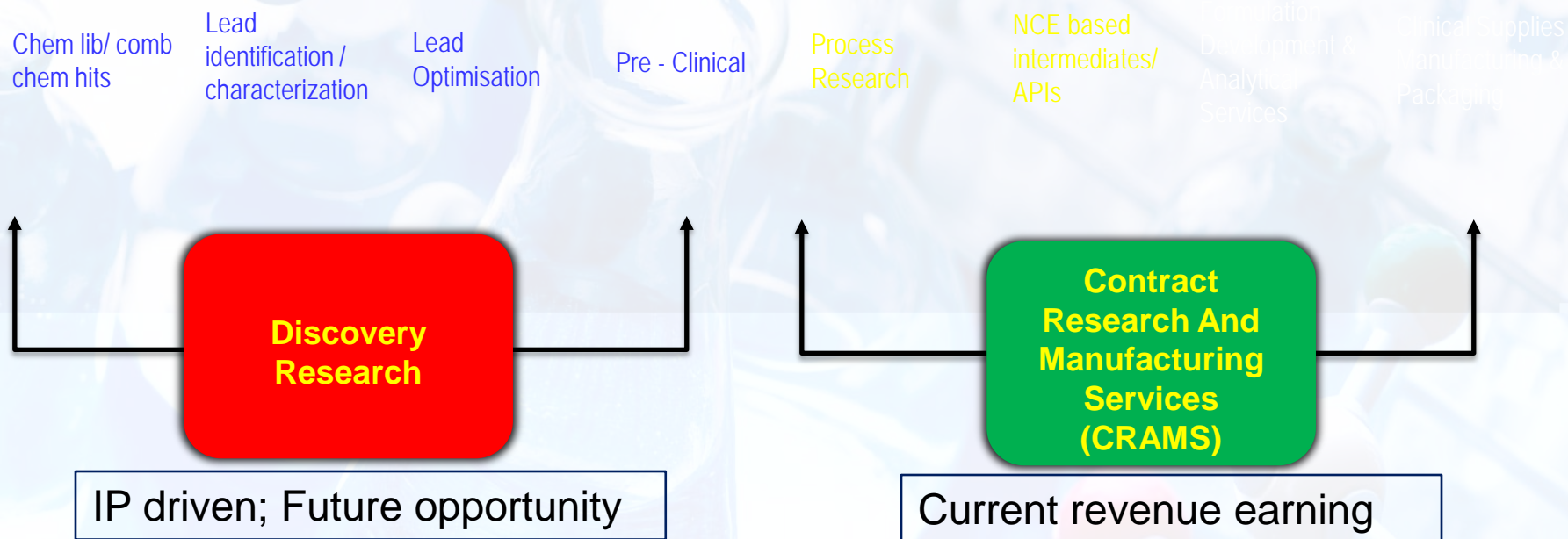


**Our Financial Approach**



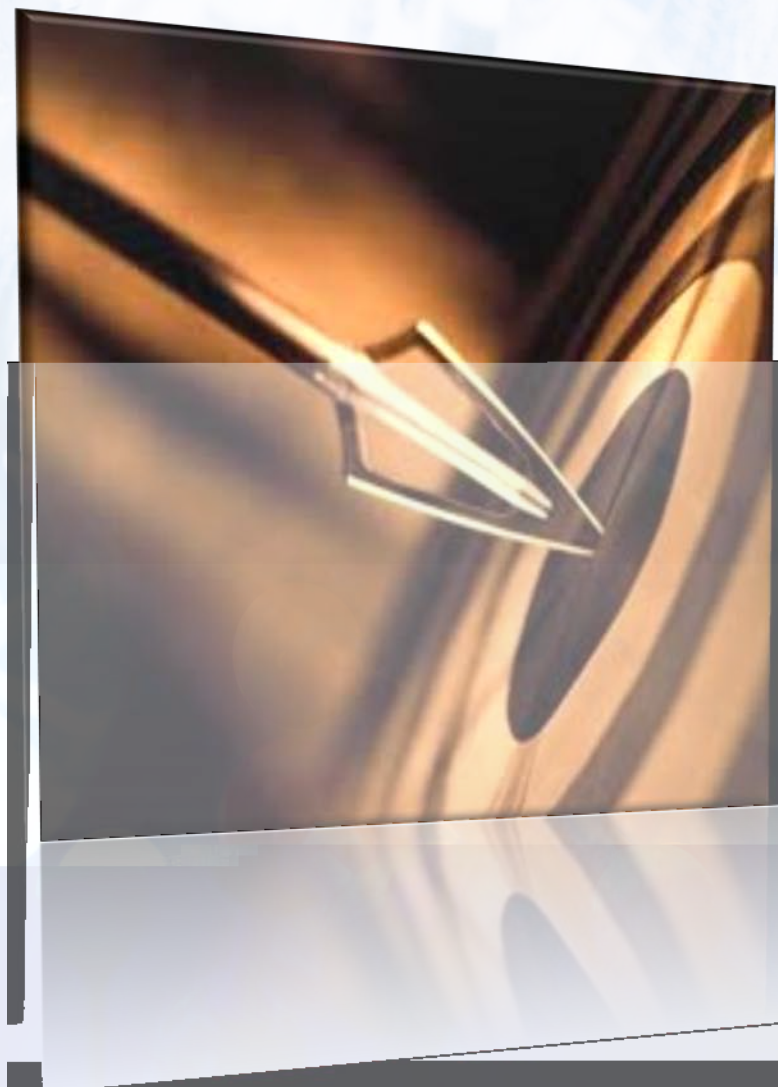
# **Company Overview**

# Business Model





- Providing world-class R&D solutions for Global Life Science companies with quality, speed and in a cost effective manner
- In search of new CNS therapies for better living



# Our Evolution

- Pioneer in CRAMS

- Proven ability and expertise

- Diverse and entrenched business relationships

- Well integrated CRAMS and Discovery services

**1992**

Complex chemicals

**2003**

In-house Drug Discovery

**2006**

Initiation of CNS programs with SUVN-502 as lead molecule

**1989**

Generic APIs

**1995**

Contract Research And Manufacturing Services (CRAMS)

**2005**

Drug Discovery and Services

**2015**

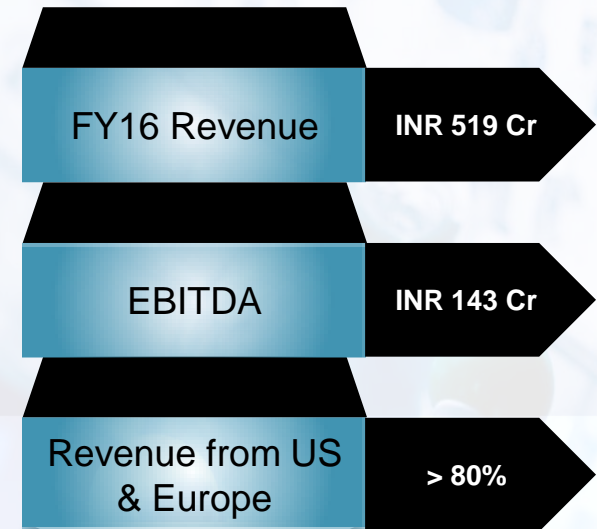
SUVN-502 in Phase 2a trial in USA, SUVN-G3031 completed Phase 1 trial and SUVN-D4010 in phase 1 trial in USA (Pipeline of 13 compounds)

**In search of new CNS therapies for better living**



# 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
- **113+3** Number of active CRAMS projects
- World class infrastructure, equipment and models with over 800 employees
- Robust financials and a healthy balance sheet
- Relationships with over 22 global pharmaceutical companies
- USFDA inspected facilities
- Current total cash and cash equivalents ~ INR 241 Cr.



# Suven Discovery

- SUVN 502 ongoing Phase 2a (POC) clinical trial in USA; expected data read-out in Q4-2017; Targeted enrollment of 537 patients in USA for Alzheimer's disease
- SUVN-G3031 for Cognition in Alzheimer's Disease completed Phase 1 Clinical Trial in USA under US-IND and undergoing long term toxicology studies prior to entering Phase 2 trial
- SUVN-D4010 for Cognition in Alzheimer's Disease; ongoing Phase 1 Clinical Trial in USA under US-IND
- SUVN-911 undergoing IND enabling long term toxicology studies prior to entering Phase 1 study
- Suven has **750+** product patents for **27** inventions and **37** process patents for **7** inventions.

**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 CNS segment
- 3 NCE based CRAMS





**Promising NCE  
Pipeline**

**Industry  
relationships**

**Execution  
Capabilities**

**Strong Research  
Orientation**

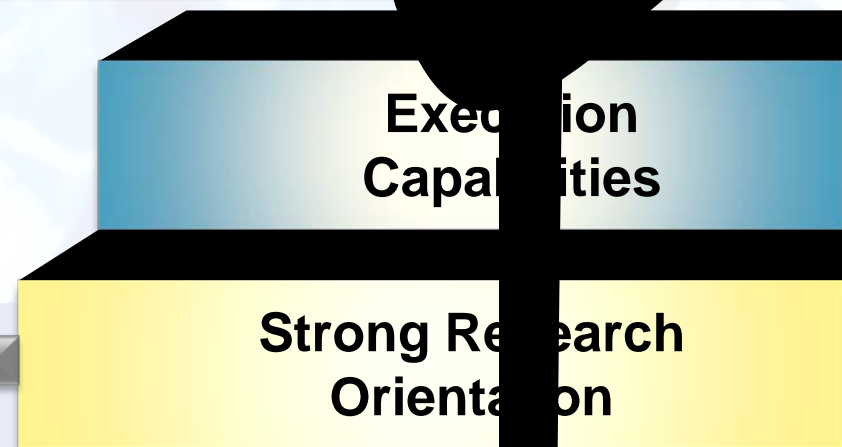
**Focus on driving quality research projects for clients**

**In search of new CNS therapies for better living**



# Business Drivers

- An integrated research service provider with unmatched capabilities
- Well qualified research team of 386 scientists of which 30 are PhD holders
- Undertaken 750+ CRAMS projects since inception
- Pioneer in CRAMS business – research to execution





# Key Differentiators

## Suven

- Contract research
- Innovation led
- Pioneer in CRAMS
- Long term approach
- High focus on NCEs
- Full spectrum services

## Others

- Contract manufacturing
- Process led
- Followers & 'Me-too' segments
- Short term approach
- Mostly generics
- Mostly chemistry services

# 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

**Promising NCE Pipeline**

**Industry relationships**

**Execution Capabilities**

**Strong Research Orientation**

# Multi Location Facilities

**Vizag, Andhra Pradesh, India**

**Pashamylaram, Andhra Pradesh, India**  
**SUVEN API & Formulation Facility**

**Banjara Hills, Hyderabad, India**  
**Corporate Office**

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

- 300 CM reactors (93)
- 500L to 10 KL GL/SS
- GMP Intermediates

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

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

**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

**SUVEN USA, New Jersey**  
**Business Office**

- Business Development
- Project Management
- Intellectual Property Management

**Industry  
relationships**

**Execution  
Capabilities**

**Strong Research  
Orientation**

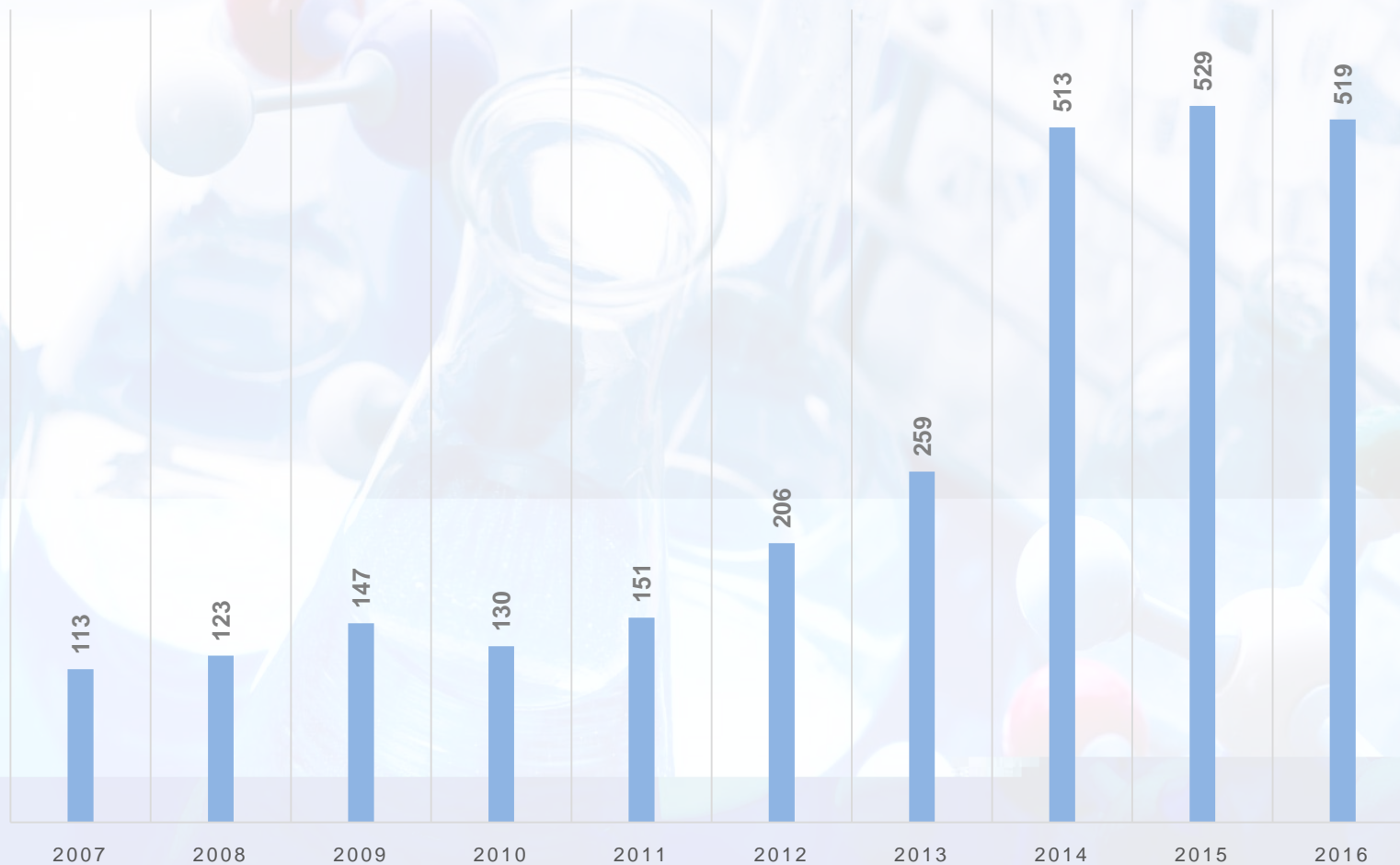


# Our Relationships





## REVENUE GROWTH - INR/CRORES





# Business Drivers



- One of the few players in the world in the high value 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
- Promising NCE research pipeline of 13 molecules



**Promising NCE  
Pipeline**

**Industry  
relationships**

**Execution  
Capabilities**

**Strong Research  
Orientation**

## Mr. Venkat Jasti

Chairman & CEO

- **Management**
  - Good integrity
  - Capable & Focused
  - Technically sound
- **Corporate Transparency**
- **Good corporate governance**

**Dr. Ramakrishna Nirogi**

VP Discovery Research

**Dr. Veera Reddy Arava**

VP Process Research

**Dr. Rajendiran Chinnapillay**

VP Process Research

**Dr. Padmakumar Kaimal**

VP Strategic Affairs

**Mr. Murthy VSN**

VP Technical

**Mr. Mohan Rao Mannam**

VP Business Development

**Mr. Venkatraman Sunder**

VP Corporate Affairs

**Mr. Kameshwara Rao**

VP Corporate Quality

**Mr. Subba Rao Parupalli**

Chief Financial Officer

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# **Our Business Strategy**

# The CRAMS Value Chain

**Suven's  
position**

**High margin  
Segment**

**Medium  
margin**

**Low  
margin**

- **NCEs**

- **Under patent molecule**
- **Pre-generics (PARA IV)**

- **Specialized  
generics, Specialty  
chemicals**

- **Low end  
generics, Older  
molecules,**
- **Fine chemicals**



## Suven 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 64 Phase 1, 48 phase 2, 1 phase 3 projects and 3 commercial stage

# Suven Market Opportunity

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

# Key Risks and Challenges

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



# Key Takeaways

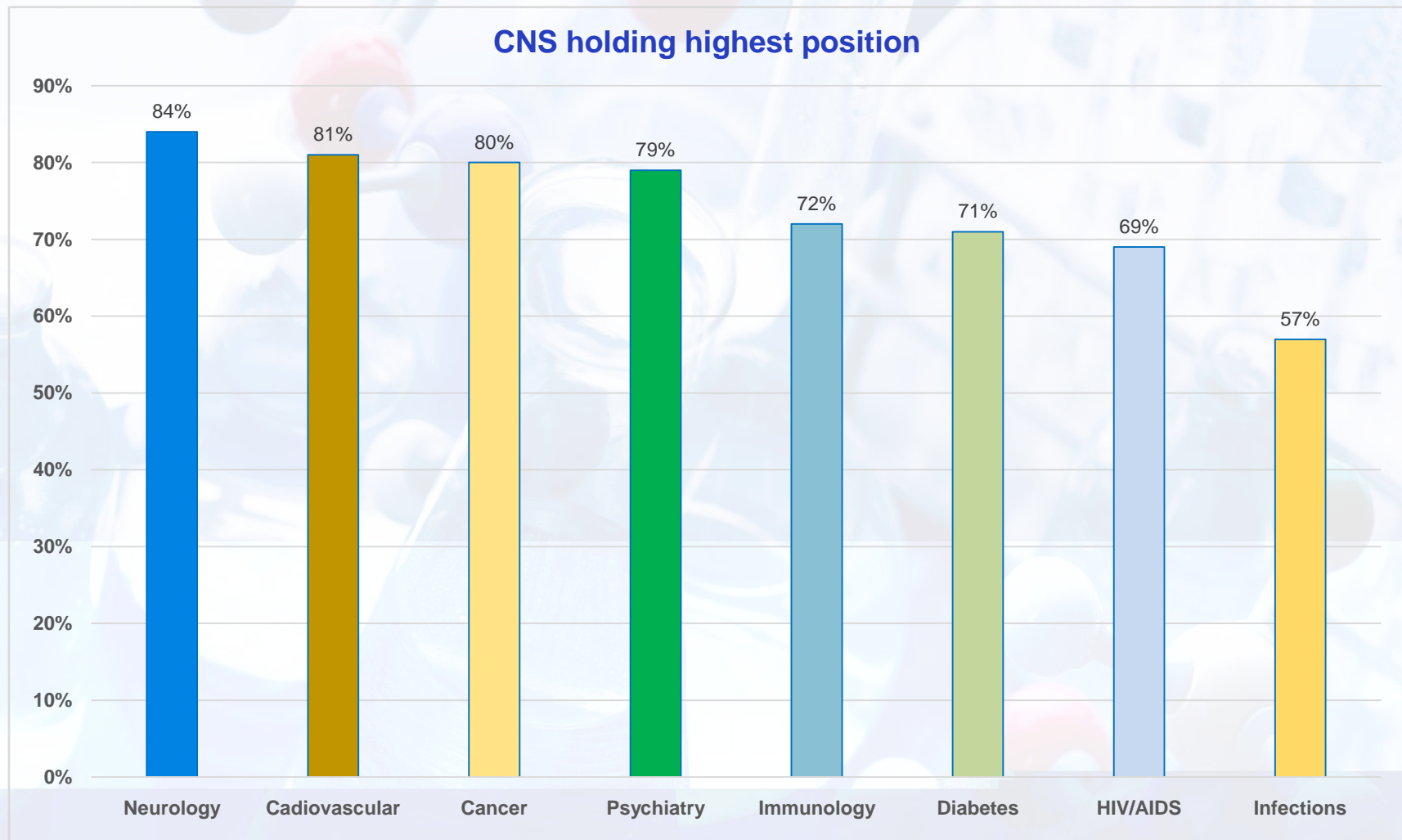
- Growth in CRAMS to fund drug discovery
- An integrated solutions provider for CNS in Asia.
- In-house drug discovery programs with future out-licensing opportunities

# Drug Discovery R&D - CNS

- Why CNS?
- Central Nervous System (CNS) market is the Second Largest Therapeutic Category (15%) and it is one of the Fastest Growing segment
- Highly unmet medical need
- More than 200 compounds under development
- Challenges – High attrition during discovery and clinical development
- Highly rewarding – Based on the recent licensing deals in this segment



# Potential First-in-Class medicines in selected therapeutic areas in United States



Source: PhRMA 2015 report and article from Analysis Group. Innovation in the biopharmaceutical pipeline: a multidimensional view, January 2013

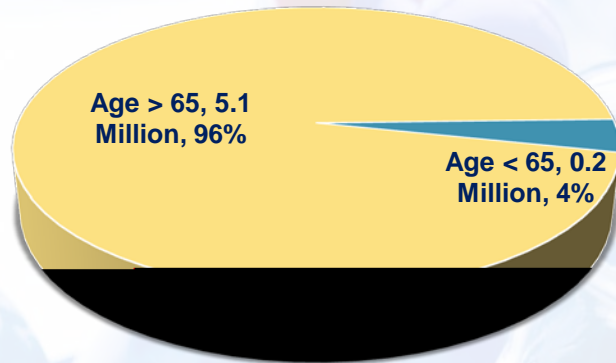
# Quick overview of Alzheimer's disease

- An estimated 5.3 Million Americans of all ages have Alzheimer's disease in 2015 and estimated 5.1 Million are age 65 and older.
- Alzheimer's disease is the 6<sup>th</sup> leading cause of death in the United States
- It is the only cause of death in the top 10 in America that cannot be prevented, cured or slowed.
- An estimated 3.2 Million aged 65 or older are Women which constitute almost two thirds of Americans with Alzheimer's disease
- One in three Seniors dies with Alzheimer's or another dementia
- Only 45% of people with Alzheimer's disease or their caregivers report being told of their diagnosis
- An estimated 70,000 people with Alzheimer's of 65 years or older will die in United States in 2015.
- In 2015, Alzheimer's and other dementias will cost United States \$226 Billion. By 2050, these costs could rise as high as \$1.1 Trillion
- In 2014, Americans provided nearly 18 Billion hours of unpaid care to people with Alzheimer's disease and other dementias'

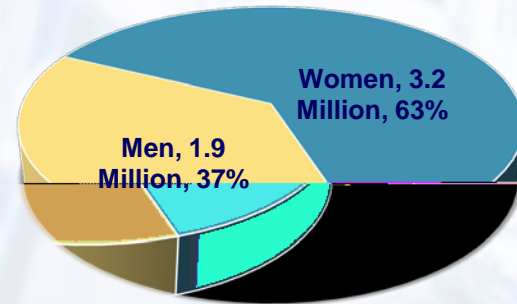
Source: Alzheimer's association, alz.org®

# Population with Alzheimer's disease

**5.3 Million Americans with Alzheimer's disease in 2015**



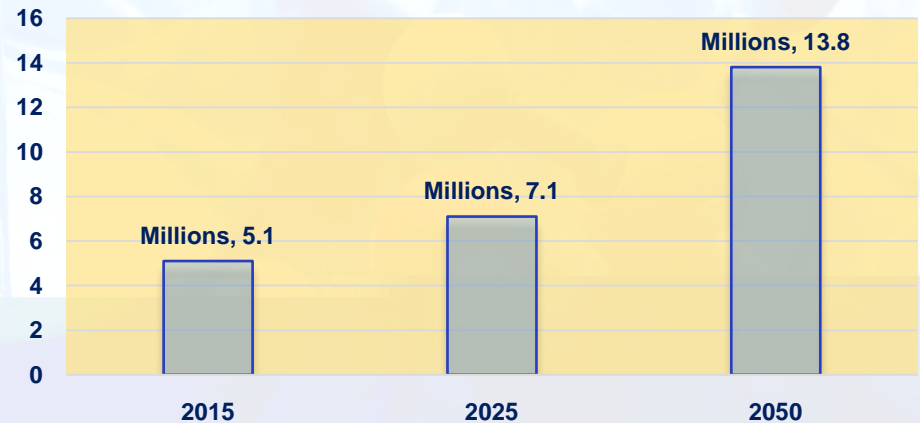
**Women constitute two-thirds of Americans with Alzheimer's disease aged 65 and above**



**Globally 26 Million people affected with Alzheimer's disease in 2015**

**Current \$10 Billion market size of Alzheimer's likely to triple by 2022 in United States**

**Estimated Alzheimer's patients in United States aged 65 and above**



Source: Alzheimer's Association, alz.org®



# Suven NCE Assets in CNS

Candidates	Pre-clinical & GLP Tox	Clinical Phase			Indication
		I	II	III	
<b>SUVN-502</b> 5-HT <sub>6</sub> antagonist					<b>Cognitive Deficits Associated with Alzheimer's Disease</b>
<b>SUVN-G3031</b> H <sub>3</sub> inverse agonist					
<b>SUVN-D4010</b> 5-HT <sub>4</sub> agonist					
<b>SUVN-911</b> $\alpha$ 4 $\beta$ 2 antagonist					<b>Depression (MDD)</b>

## Potential to address the unmet medical need

In search of new CNS therapies for better living



## Potential For SUVN-502 – Similar compounds

**Lu AE58054 (Lundbeck, Otsuka) July 2013**

\$150 Mn upfront for phase II program. Ongoing phase III

**RVT-101 (GSK, Axovant) December 2014**

Bought post POC compound in Dec 2014 from GSK for \$5 Mn + future milestones and sales royalties. Raised \$362 Mn in June 2015. Entered Phase 3 program

**SUVN-502, mechanism clear and fits**

Phase 2a (POC) commenced in October 2015

Source: Based on published news reports and news releases



R&D cost expensed out each year

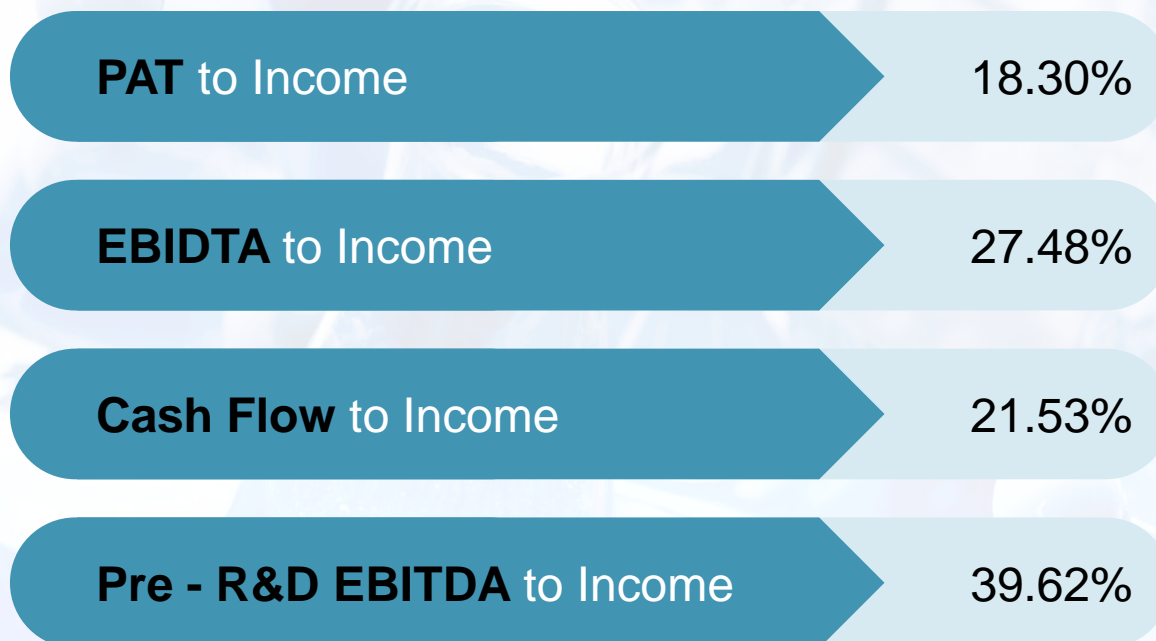
Efficient utilization of R&D

Low debt

Shareholder value creation focus

Consistently dividend paying

# Key Ratios FY16





All figures in INR Million except ratios and per share data

Year ending March 31'	2015-16	2015-16	2014-15	Growth %
	Standalone	Consolidated	Standalone	
Income	5,188.73	5,188.73	5,294.36	-2.00%
Pre-R&D EBITDA	2,055.55	2,055.06	2,250.02	-8.64%
Pre-R&D EBITDA Margin	39.62%	39.61%	42.50%	
EBITDA	1,426.04	1,143.78	1,680.40	-15.14%
EBITDA Margin	27.48%	22.04%	31.74%	
EBIT	1,258.83	976.57	1,562.64	-19.44%
EBIT Margin	24.26%	18.82%	29.52%	
Financing costs	54.17	54.21	47.09	
Taxes	254.98	254.98	428.04	
Net Profit after tax	949.69	667.39	1,087.50	-12.67%
NP Margin	18.30%	12.86%	20.54%	
EPS (basic & diluted not annualised)	7.46	5.24	9.04	
Paid up share capital (One Rupee Share)	127.28	127.28	127.28	
Depreciation	167.20	167.20	117.76	
R&D expenses	629.51	911.28	569.63	10.51%

## **Suven Life Sciences Ltd**

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