



SUVEN Life Sciences

Communication to investors
Mar 2018

15-May-18

2017-18 Q4 results



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.

FINANCIAL QUICK VIEW

Quarter 4 – Mar 2018



• Growth in income	33.55%
• Growth in Pre-R&D EBIDTA	70.98%
• Growth in EBIDTA	83.44%
• Growth in PAT	80.22%
• R&D cost on revenue	7.59%
• Increase in R&D costs	21.88%

FINANCIAL QUICK VIEW

Year ending – Mar 2018



• Growth in income	14.67%
• Growth in Pre-R&D EBIDTA	25.17%
• Growth in EBIDTA	37.34%
• Growth in PAT	28.19%
• R&D cost on revenue	9.02%
• Increase in R&D costs	-9.97%

MAJOR PROFITABILITY RATIOS

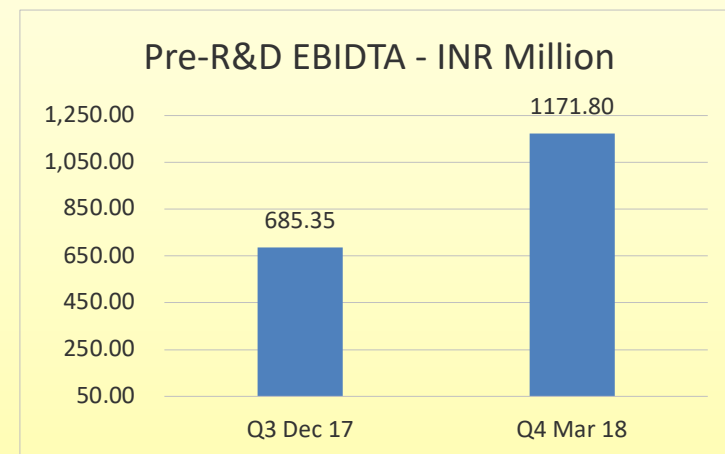
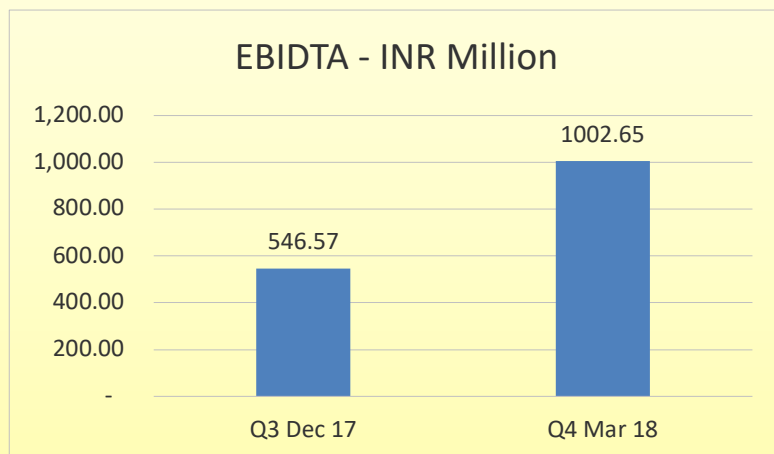
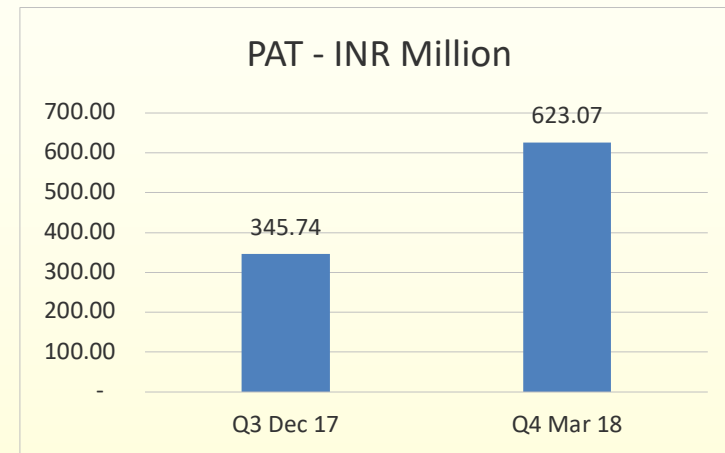
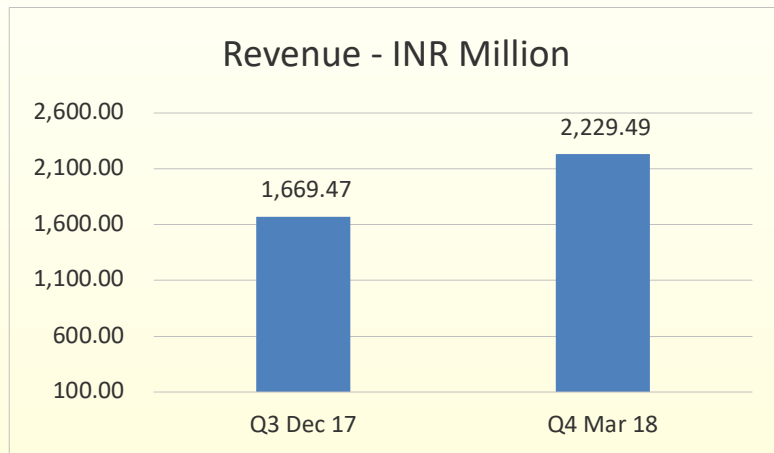


	Q4 Mar 18	FY Mar 18
Pre-R&D EBITDA to Income	52.56%	48.48%
EBIDTA to Income	44.97%	39.46%
PAT to Income	27.95%	24.39%
Cash Flo to Income	30.35%	27.67%



Q4 to Q3 COMPARISON

Current quarter to previous quarter



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INCOME COMPARISON

Year on year



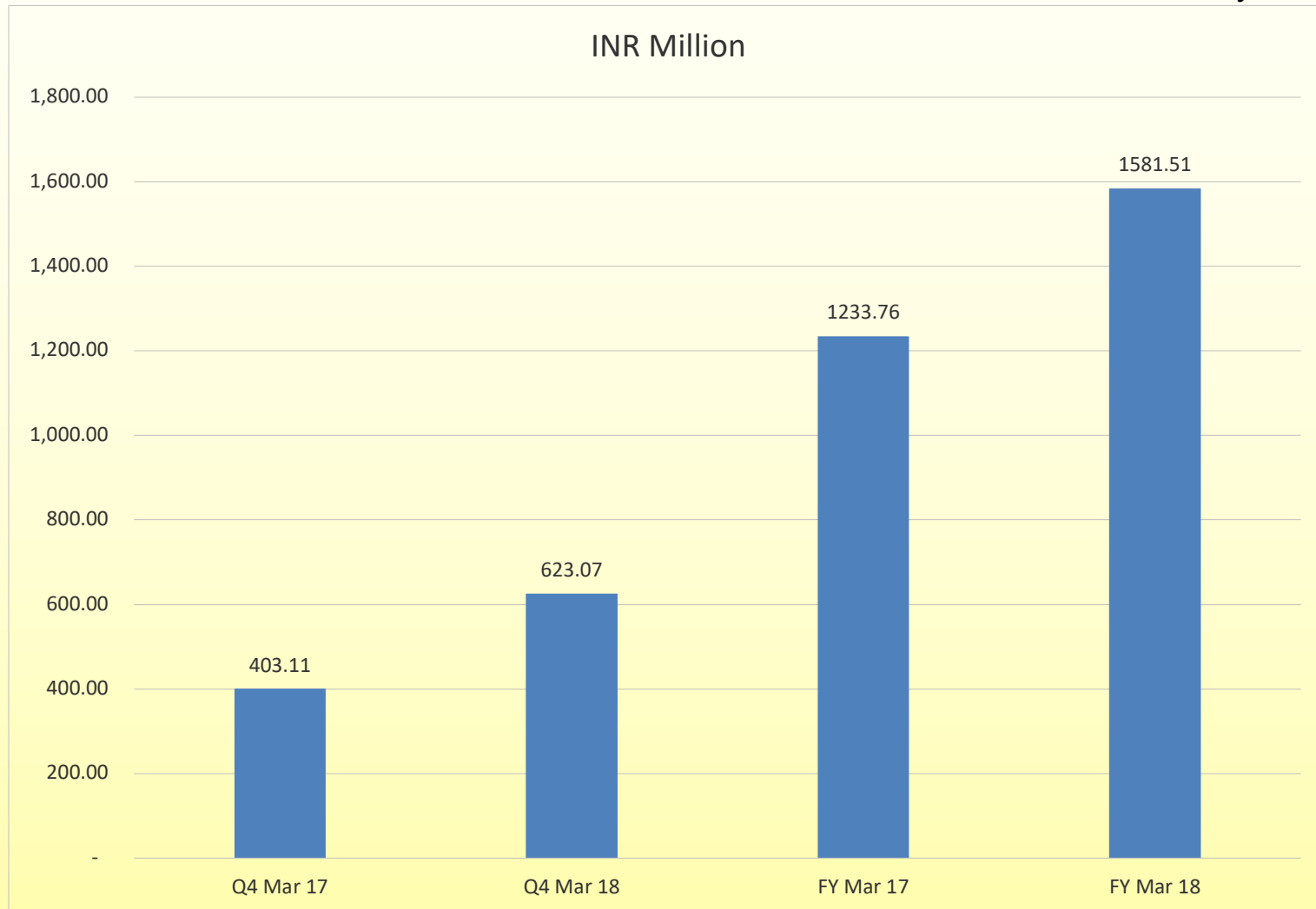
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PROFIT COMPARISON

Year on year



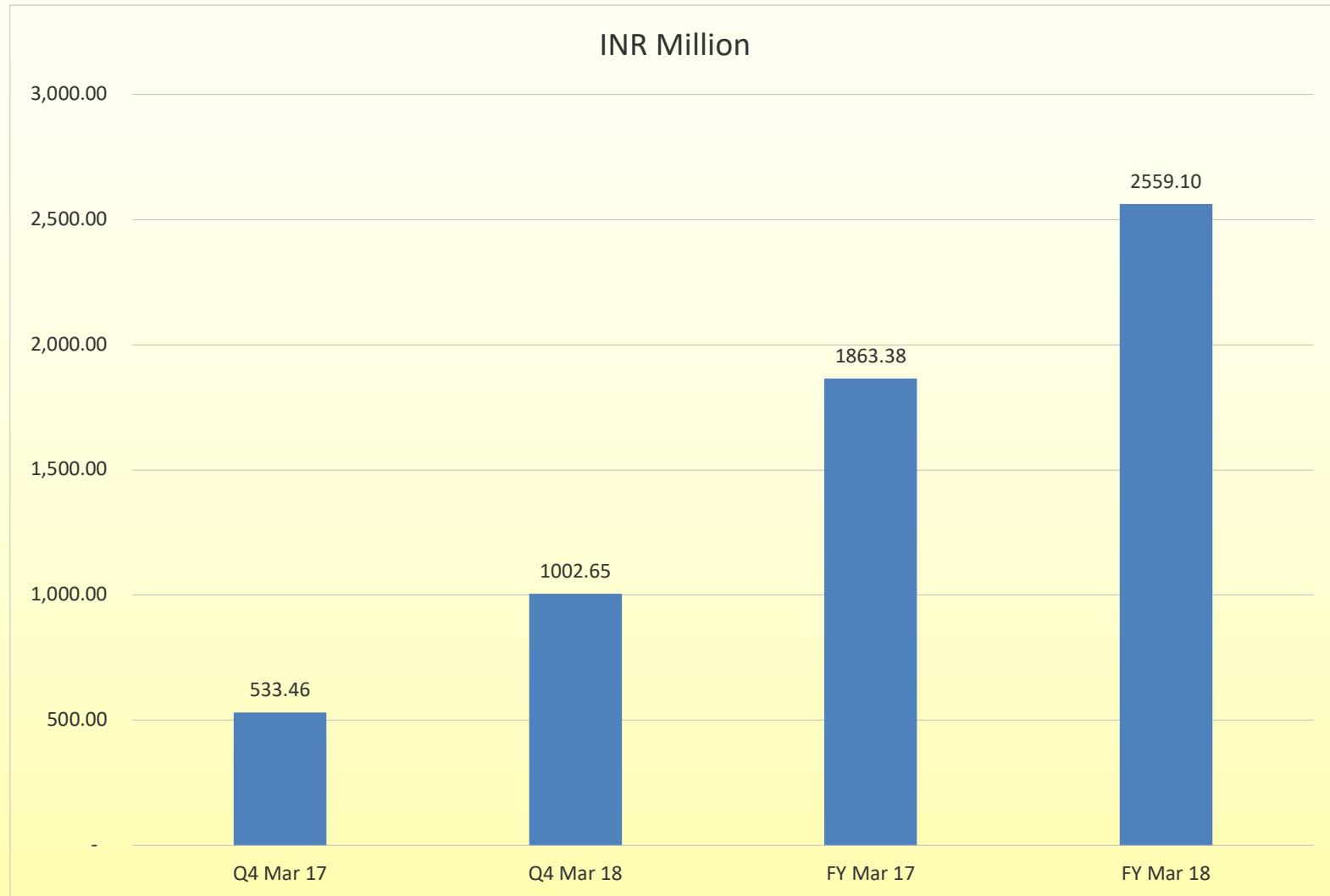
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EBIDTA COMPARISON

Year on year



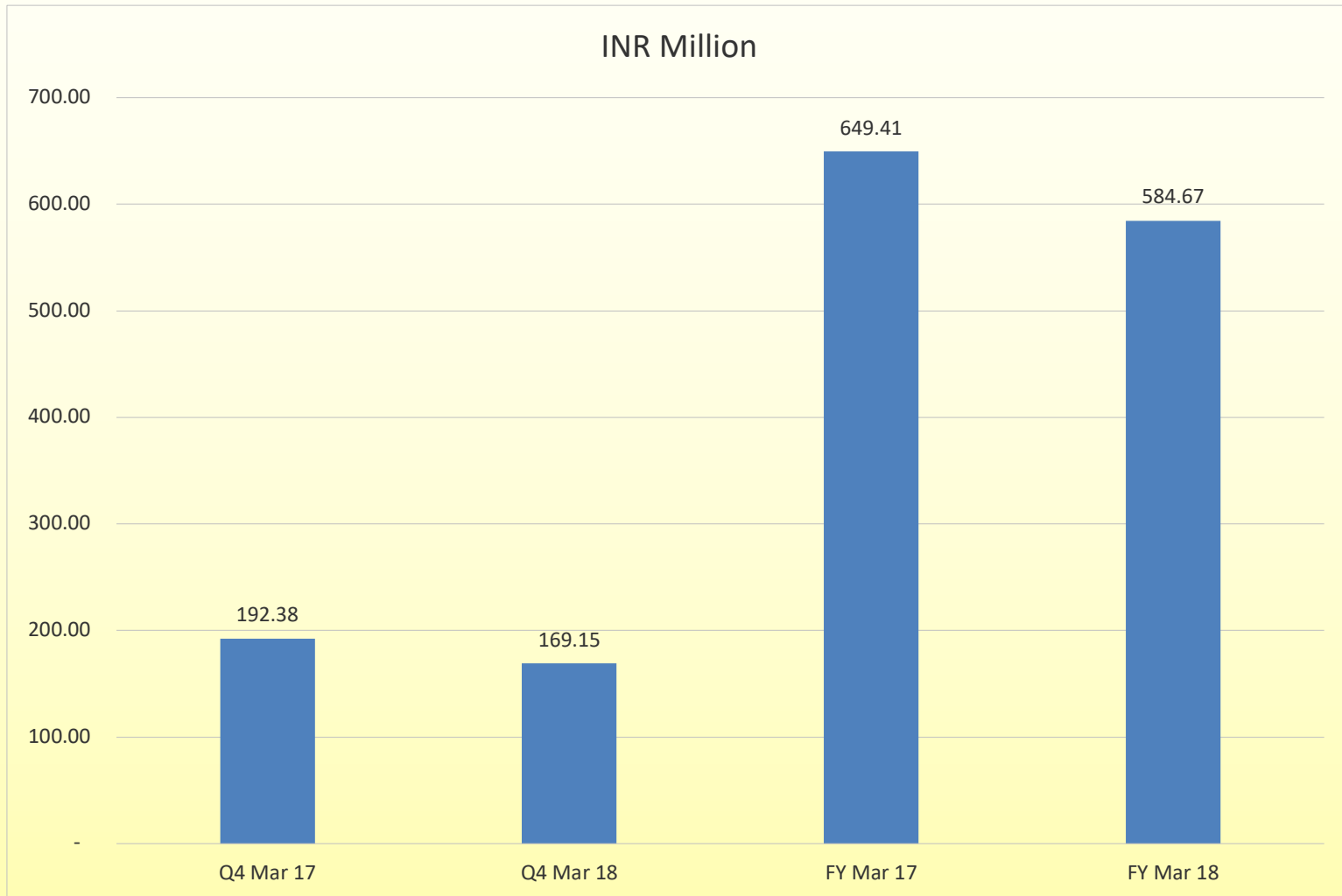
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R & D – EXPENDITURE

Year on year



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PRE-R&D EBIDTA

Year on year



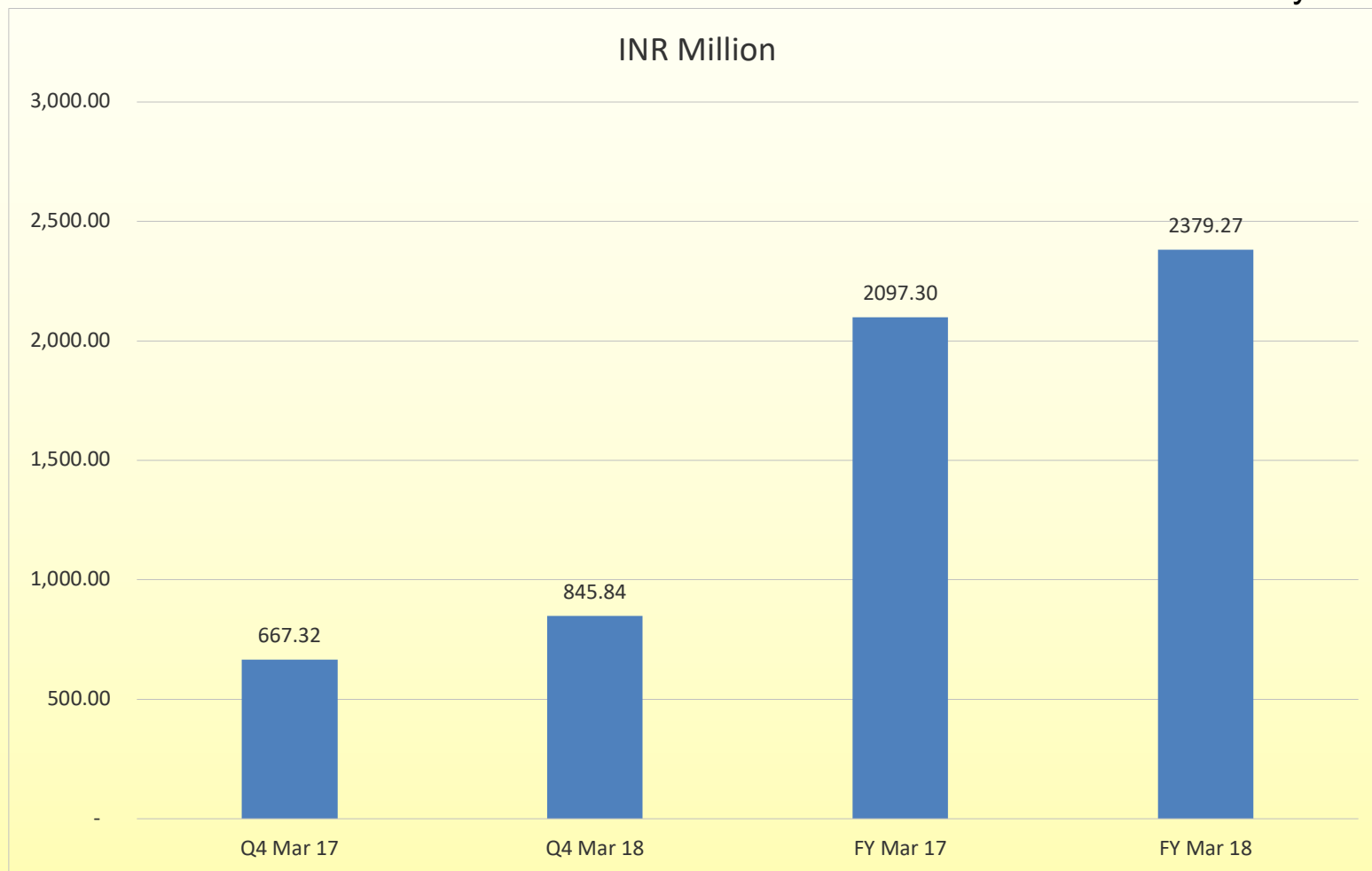
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PRE-R&D CASHFLOW

Year on year



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Financial Snapshot

All figures are in INR Million, other than ratios and EPS



				Standalone		Consolidated	
	Q4 - FY18	Q3 - FY18	Q4 - FY17	2017-18	2016-17	2017-18	2016-17
Income	2,229	1,669	1,851	6,485	5,656	6,485	5,656
Pre-R&D EBITDA	1,172	685	726	3,144	2,513	3,114	2,492
Pre-R&D EBITDA Margin	52.56%	41.05%	39.22%	48.48%	44.43%	48.02%	44.06%
EBITDA	1,003	547	533	2,559	1,863	2,212	1,501
EBITDA Margin	44.97%	32.74%	28.82%	39.46%	32.95%	34.11%	26.53%
EBIT	949	492	462	2,346	1,649	1,999	1,287
EBIT Margin	42.57%	29.49%	24.94%	36.17%	29.16%	30.82%	22.75%
Financing costs	13	12	16	46	57	46	57
Taxes	313	135	43	718	359	718	359
Taxes to Profit	33.47%	28.10%	9.61%	31.24%	22.53%		
Net Profit after tax	623	346	403	1,582	1,234	1,234	871
NP Margin	27.95%	20.71%	21.78%	24.39%	21.81%	19.03%	15.40%
EPS (basic & diluted not annualised)	4.90	2.72	3.17	12.43	9.69	9.70	6.84
Paid up share capital (One Rupee Share)	127	127	127	127	127	127	127
Depreciation	54	54	72	213	214	213	214
R&D expenses	169	139	192	585	649	902	991

On consolidation of the accounts of Suven Neurosciences, Inc., USA, the wholly owned subsidiary, the PAT reduced to INR 1237 Mn and expenditure on R&D increased to INR 902 Mn..

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News Release

- SUVN-502 Phase 2A clinical trial, indicated for patients with moderate Alzheimer's initiated in 76 investigator sites in USA and so far enrolled 443 patients against target of 537 patients in the study.
- Suven's Pashamylaram unit successfully completes US FDA inspection.
- During the period Suven secures 9 product patents in Australia, Canada, Eurasia, Europe, India, Norway, Singapore and South Korea.