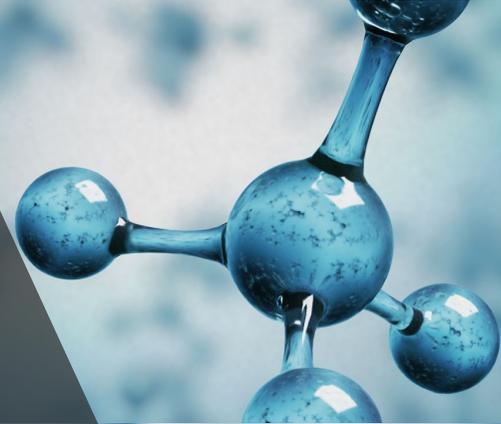




# SUVEN PHARMA

Earnings Presentation  
Q4 & FY23





# 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 Seven 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; Seven may not undertake to update any forward-looking statements that may be made from time to time.



4

**Operation &  
Financial  
Performance  
Q4FY23**

14

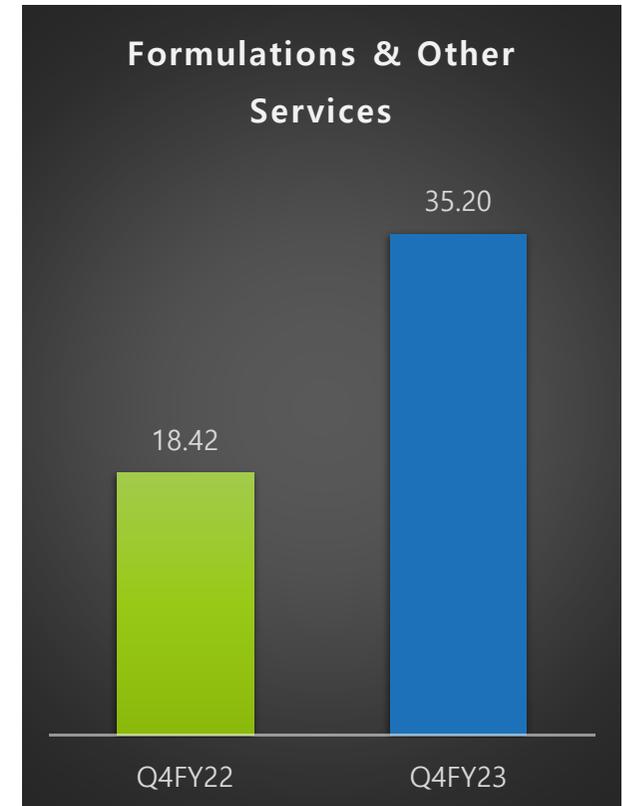
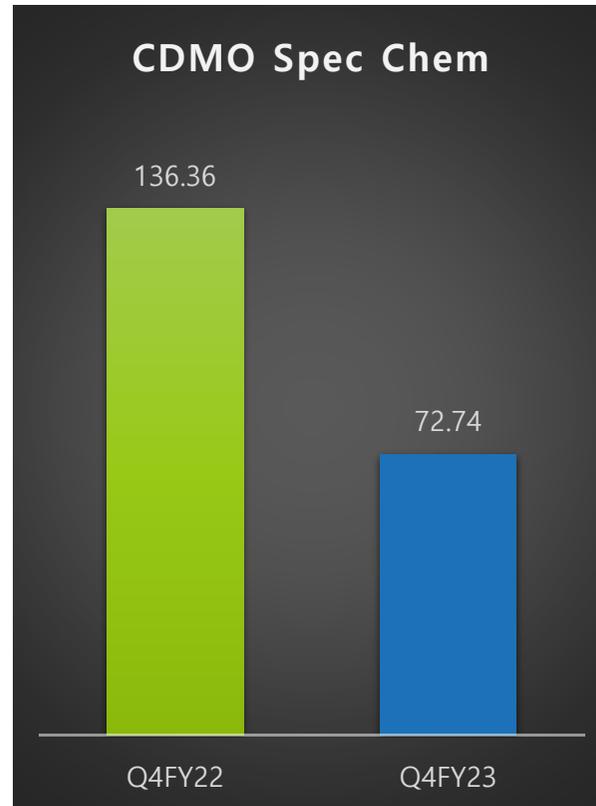
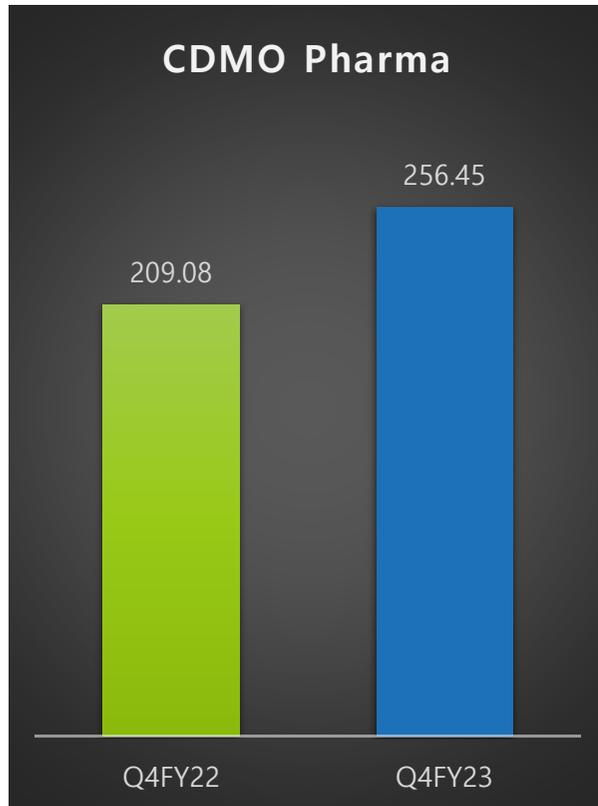
**Company  
Background**

# Table of Contents

# Operation & Financial Performance Q4FY23

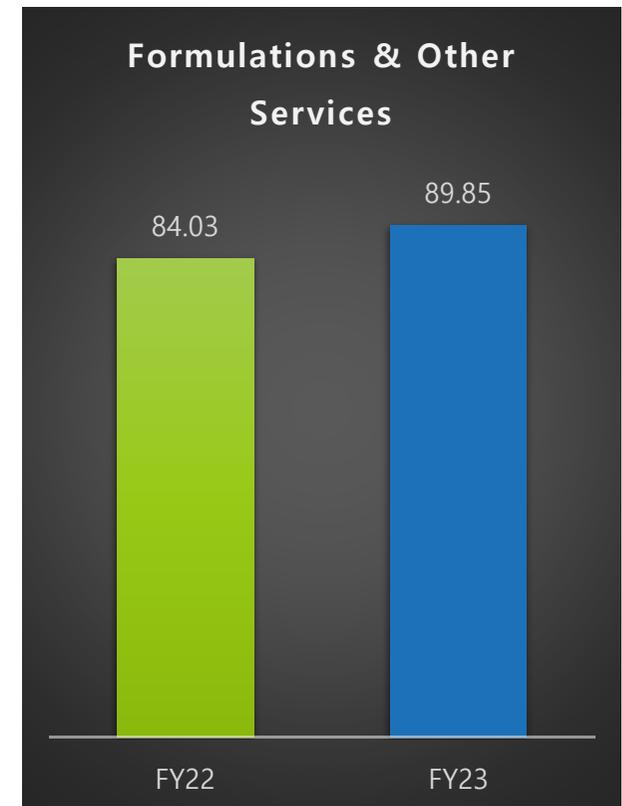
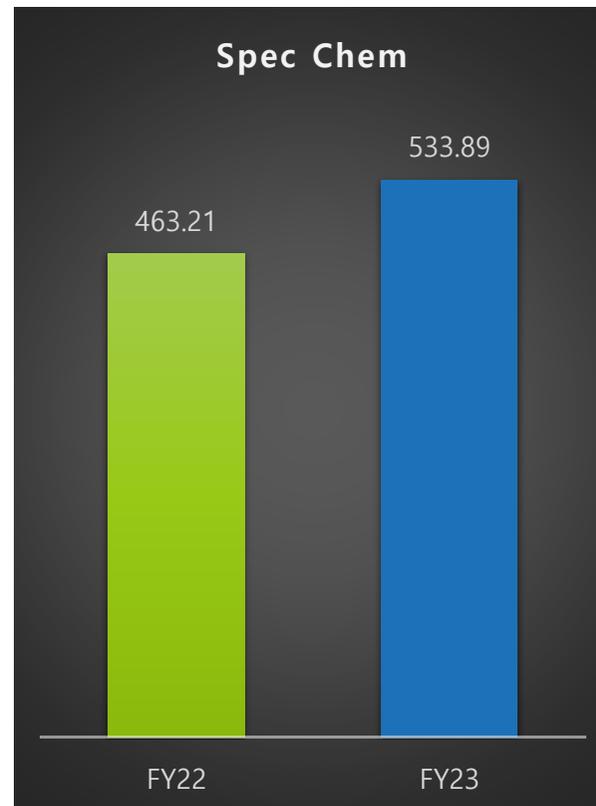
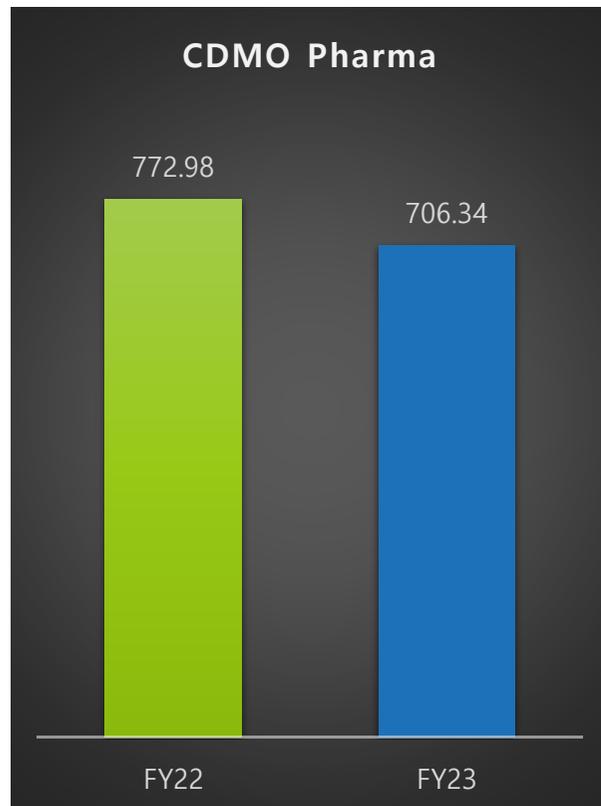
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# Businesswise data



**Note:** Figures in INR Crore

# Businesswise data



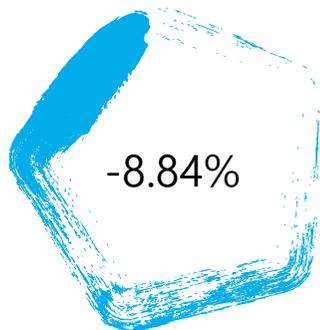
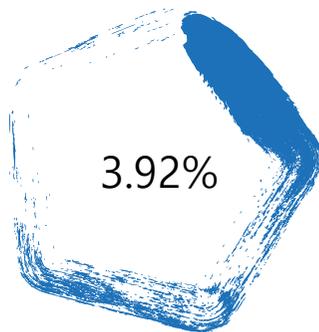
**Note:** Figures in INR Crore

# Financial Snapshot

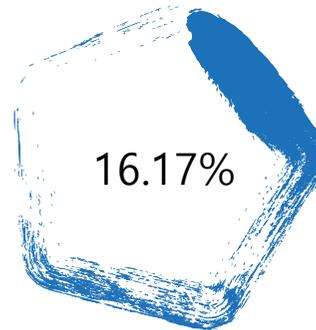
Q4FY23\*

FY23

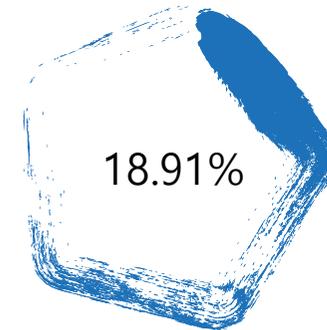
Growth in  
**Revenue**



Growth in  
**EBITDA**



Growth in  
**PAT**



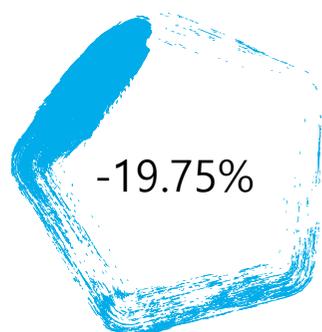
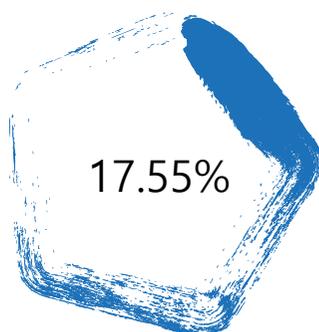
\*Compared to previous quarter

# Key Ratios

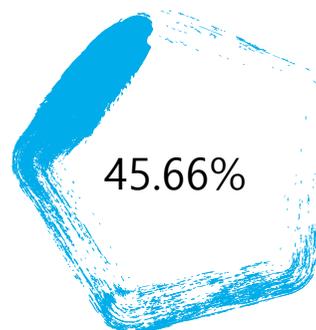
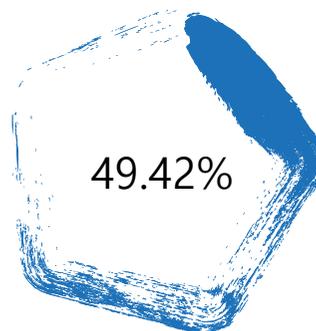
Q4FY23\*

FY23

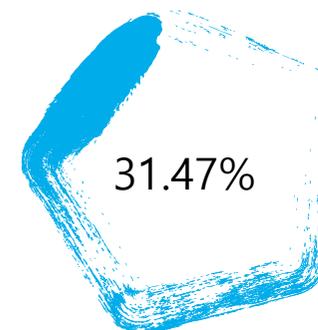
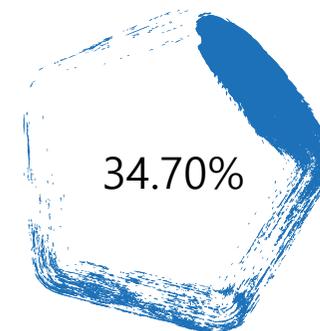
Growth in  
**EBIT**



**EBITDA** to  
Income

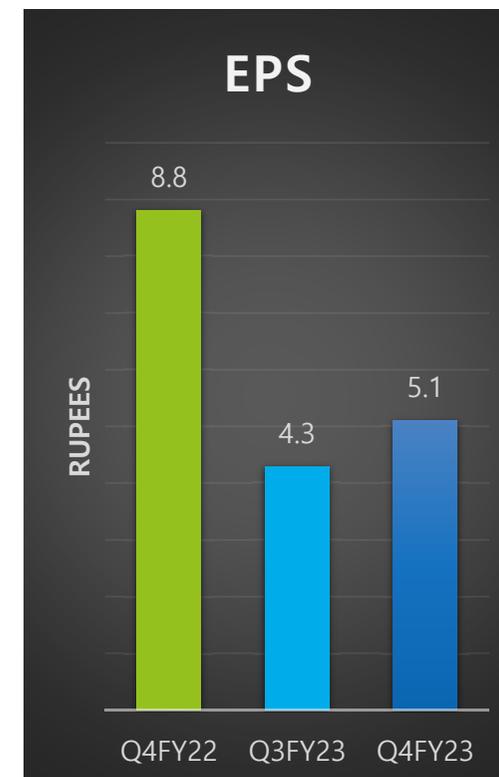
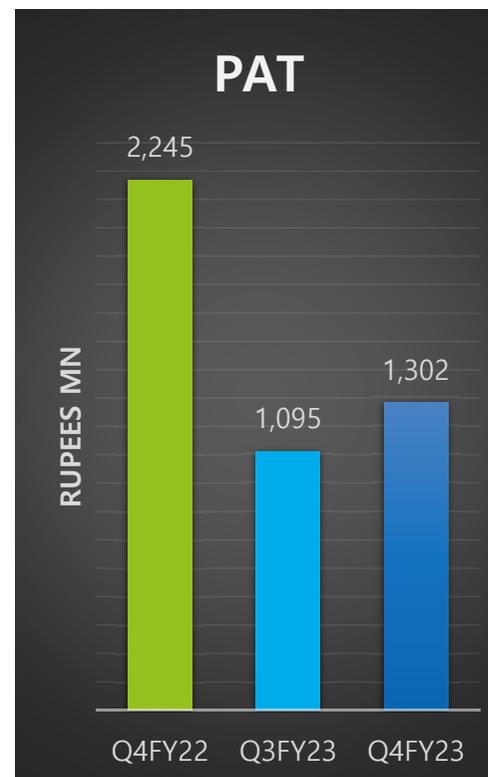
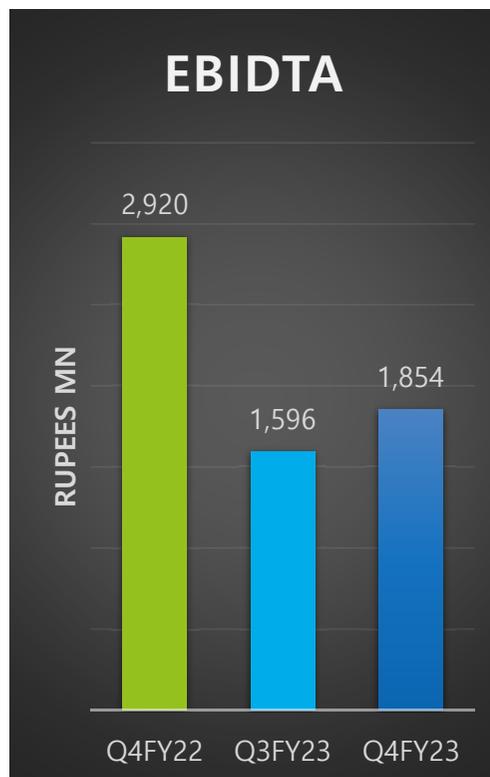
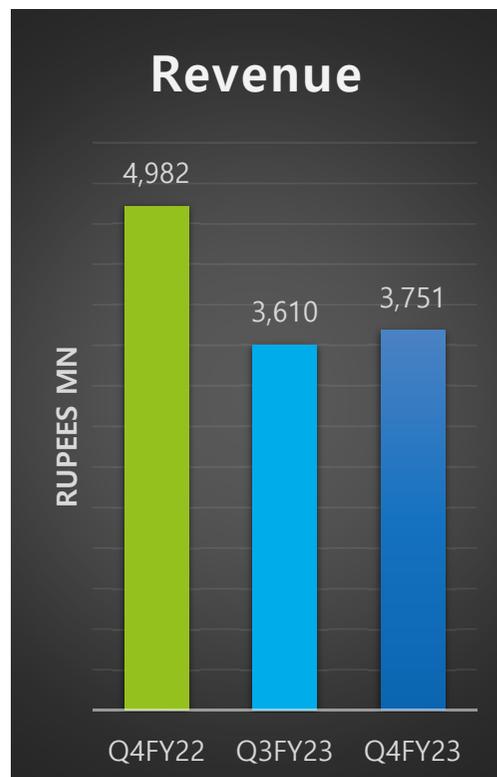


**PAT** to  
Income



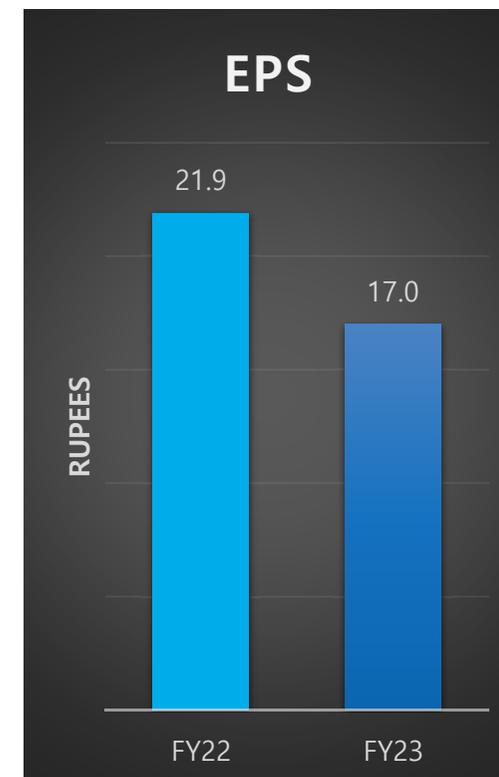
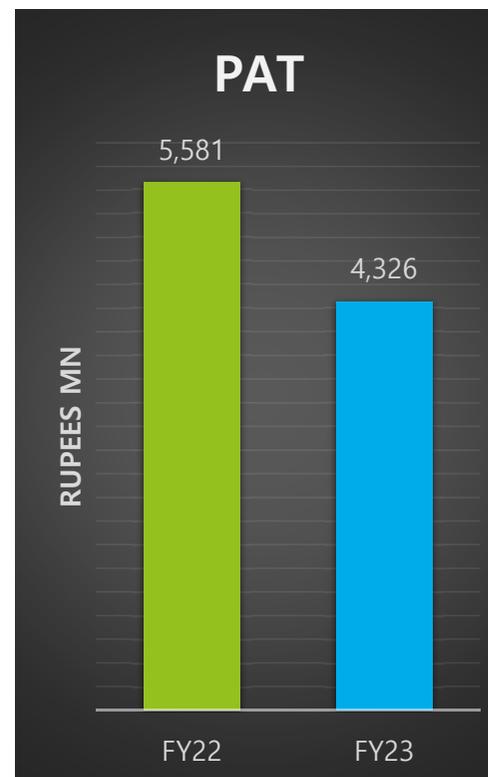
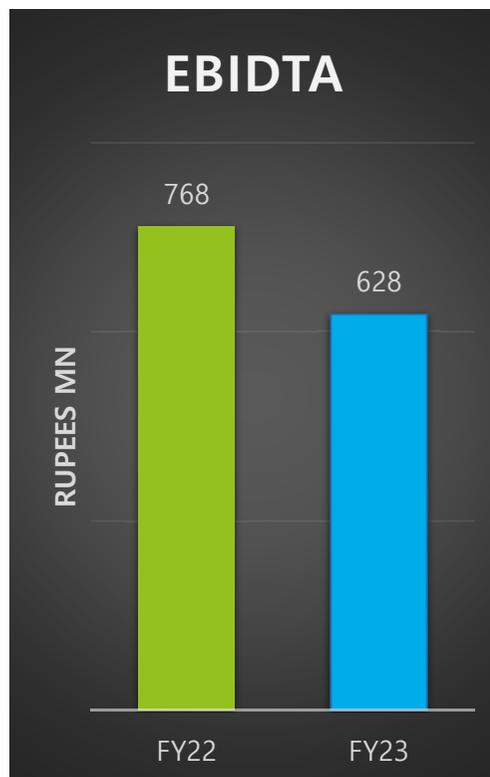
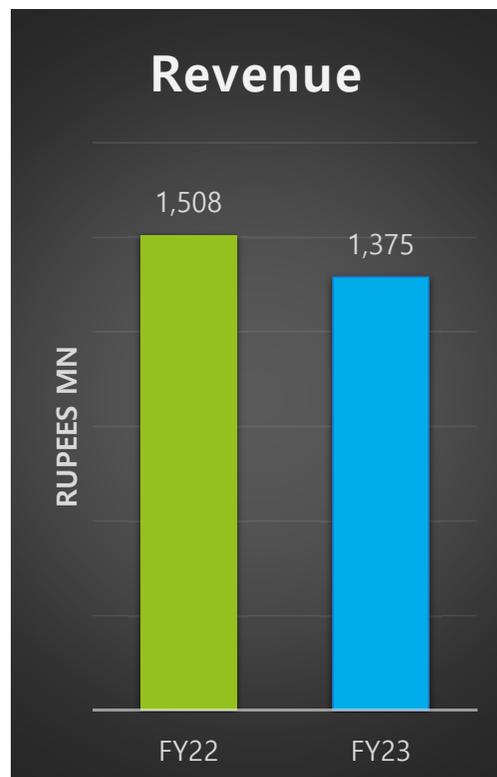
\*Compared to previous quarter

# Financials Q4FY23



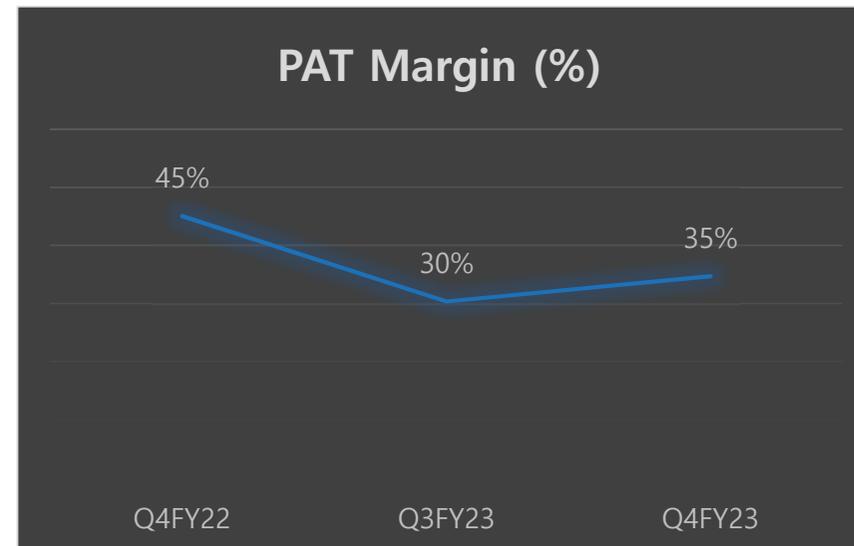
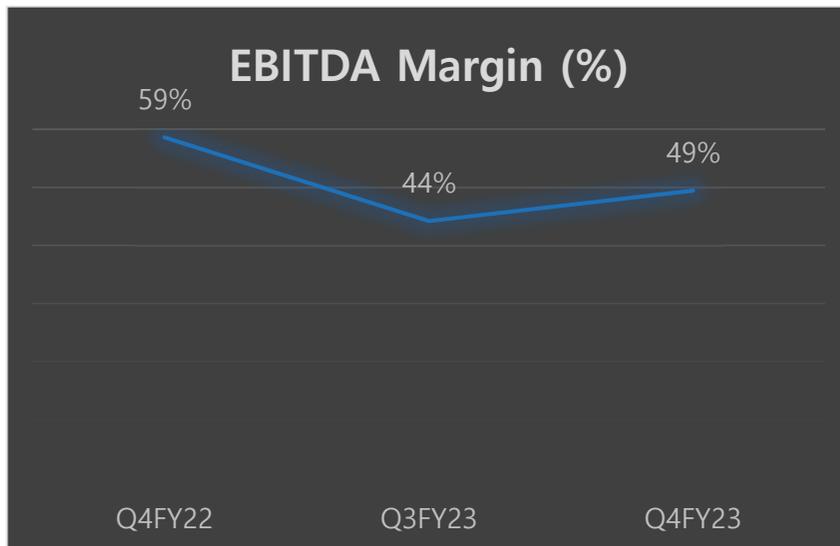
**Note:** Figures in INR Million

# Financials FY23

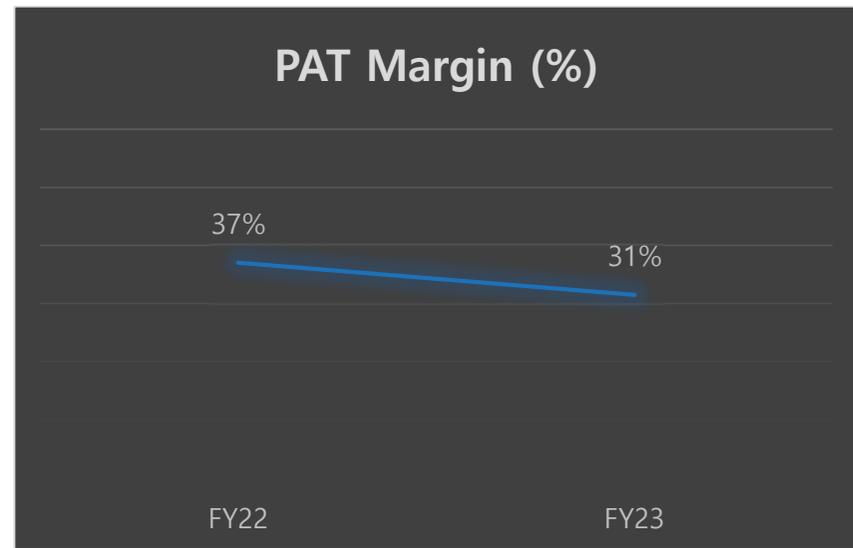
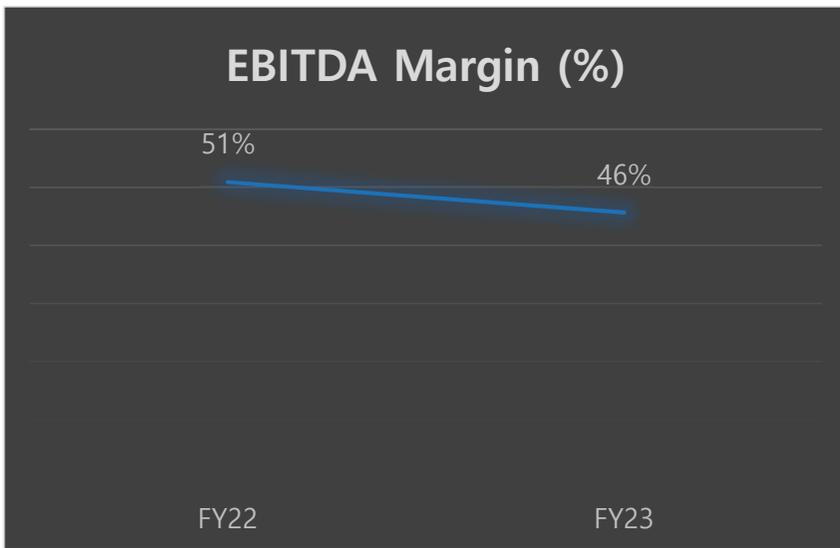


**Note:** Figures in INR Million

# Financials Q4FY23



# Financials FY23



# Financial Snapshot – Q4 and FY23

## Financial Snapshot

INR (Millions, except ratios and EPS)

	Quarter ended			Year ended	
	31-Mar-23	31-Dec-22	31-Mar-22	31-Mar-23	31-Mar-22
Revenue from operations	3,643.90	3,484.89	3,638.47	13,300.80	13,202.22
Other Income	107.55	125.11	1,343.96	445.52	1,877.88
Total income	3,751.45	3,610.00	4,982.43	13,746.32	15,080.10
EBITDA	1,853.83	1,595.78	2,919.65	6,276.30	7,677.76
EBITDA Margin	49.42%	44.20%	58.60%	45.66%	50.91%
EBIT	1,747.55	1,486.64	2,815.44	5,847.85	7,286.79
EBIT Margin	46.58%	41.18%	56.51%	42.54%	48.32%
Finance costs	22.90	13.79	21.89	53.92	62.31
Depreciation	106.27	109.14	104.21	428.45	390.97
Taxes	423.04	378.18	548.90	1,467.91	1,643.49
Taxes to PBT	24.53%	25.68%	19.65%	25.34%	22.75%
PAT (Standalone)	1,301.62	1,094.66	2,244.65	4,326.03	5,580.99
PAT Margin (Standalone)	34.70%	30.32%	45.05%	31.47%	37.01%
Associate Company	-	-	-	-	411.12
PAT (Consolidated)	1,239.71	1,077.21	916.68	4,112.90	4,538.05
PAT Margin (Consolidated)	33.05%	29.84%	18.40%	29.92%	30.09%
EPS (Standalone)	5.11	4.30	8.82	16.99	21.92
EPS (Consolidated)	4.87	4.23	3.60	16.16	17.83
Paid up share capital (Re.1/sh)	254.56	254.57	254.57	254.56	254.56

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

# Company Background

# Business Model



# Brief Profile

## BUSINESS OVERVIEW

- Integrated CDMO company with strong capabilities right from process research & development to late stage clinical and commercial manufacturing.

## KEY STRENGTHS

- Preferred global outsourcing partner with capabilities across the entire CDMO value chain.
- Strong chemistry skills.

## FINANCIAL OVERVIEW

- Standalone Revenues, EBIT and PAT of Rs 13476 Mn, Rs 5847 Mn and Rs 4326 Mn in FY23.
- Adjusted PBT for for FY23 stood at Rs. 5793.93 Mn compared to FY22 of Rs. 5716.29 Mn. The adjustment is related to inclusion of pre-tax dividend of Rs. 1508.19 Mn in other income.

# Overview

Suven is an integrated Contract Development and Manufacturing Operations company

Suven provides services to leading Global Life Science and Fine Chemical majors including Custom Synthesis, Process R&D, Scale Up and Contract Manufacturing of intermediates, APIs and formulations.

Since our founding in 1989 (pre-demerger), Suven has established its core competency in cyanation and heterocyclic chemistry, including pyrimidines, quinolones, thiazoles, and imidazoles, in addition to demonstrating our proficiency in Carbohydrate and Chiral chemistry including tetrahydrofurans, amino acids and sulfoxides from gram to multi-ton scale.

Suven effectively uses its expanding infrastructure and ability to collaborate, from route scouting and development through commercial manufacture, to provide a consistent and reliable partner throughout a product's life cycle.

Suven is dedicated to going beyond commitment and delivering R&D and Manufacturing solutions, with flexibility, quality, speed, and cost effectiveness.

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## Our Focus

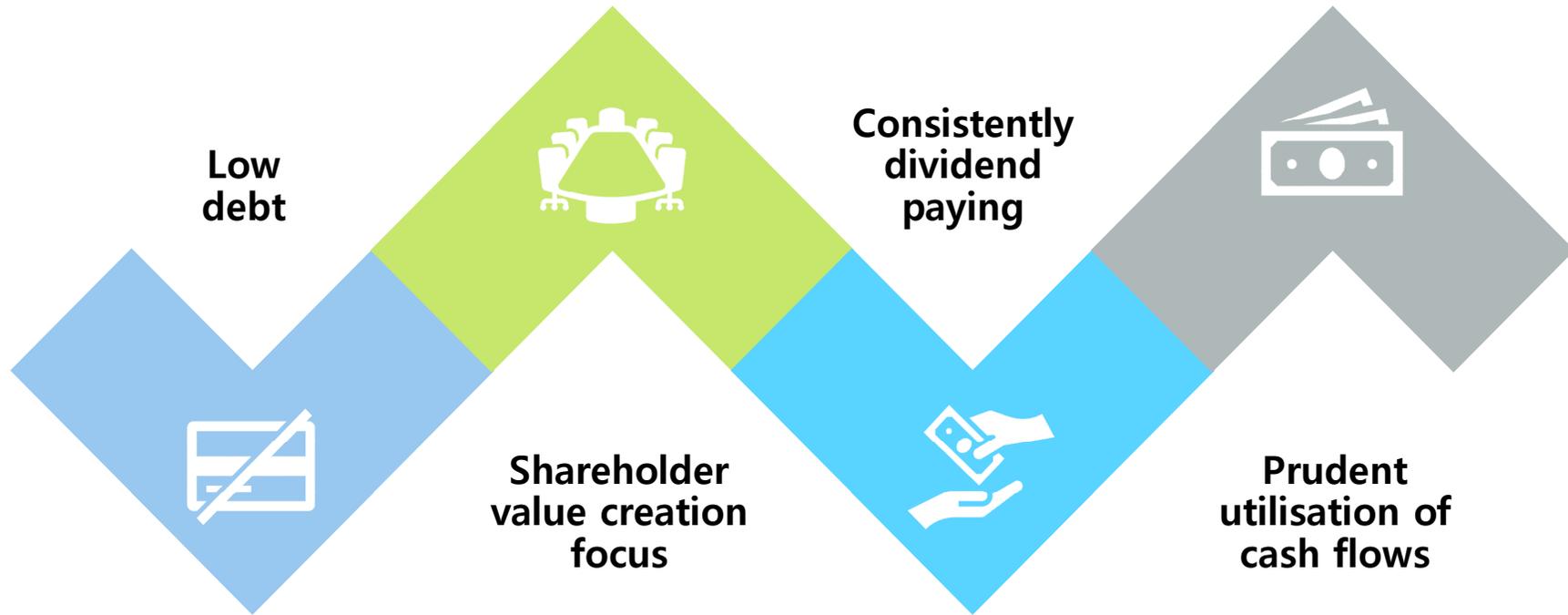
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**A full-fledged bio-pharmaceutical solutions provider for global pharmaceutical companies**



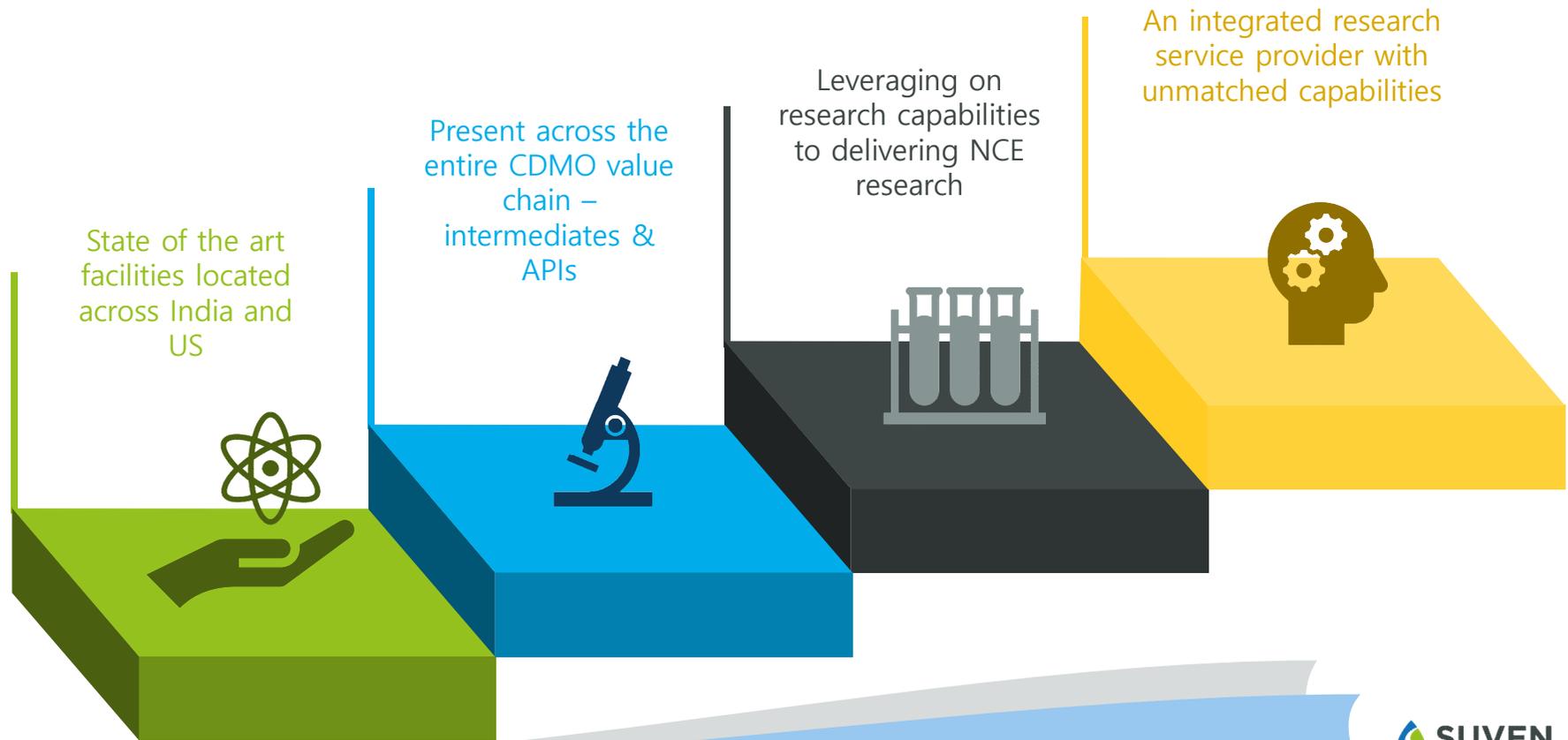
**NCE based  
CDMO**

# Financial Approach



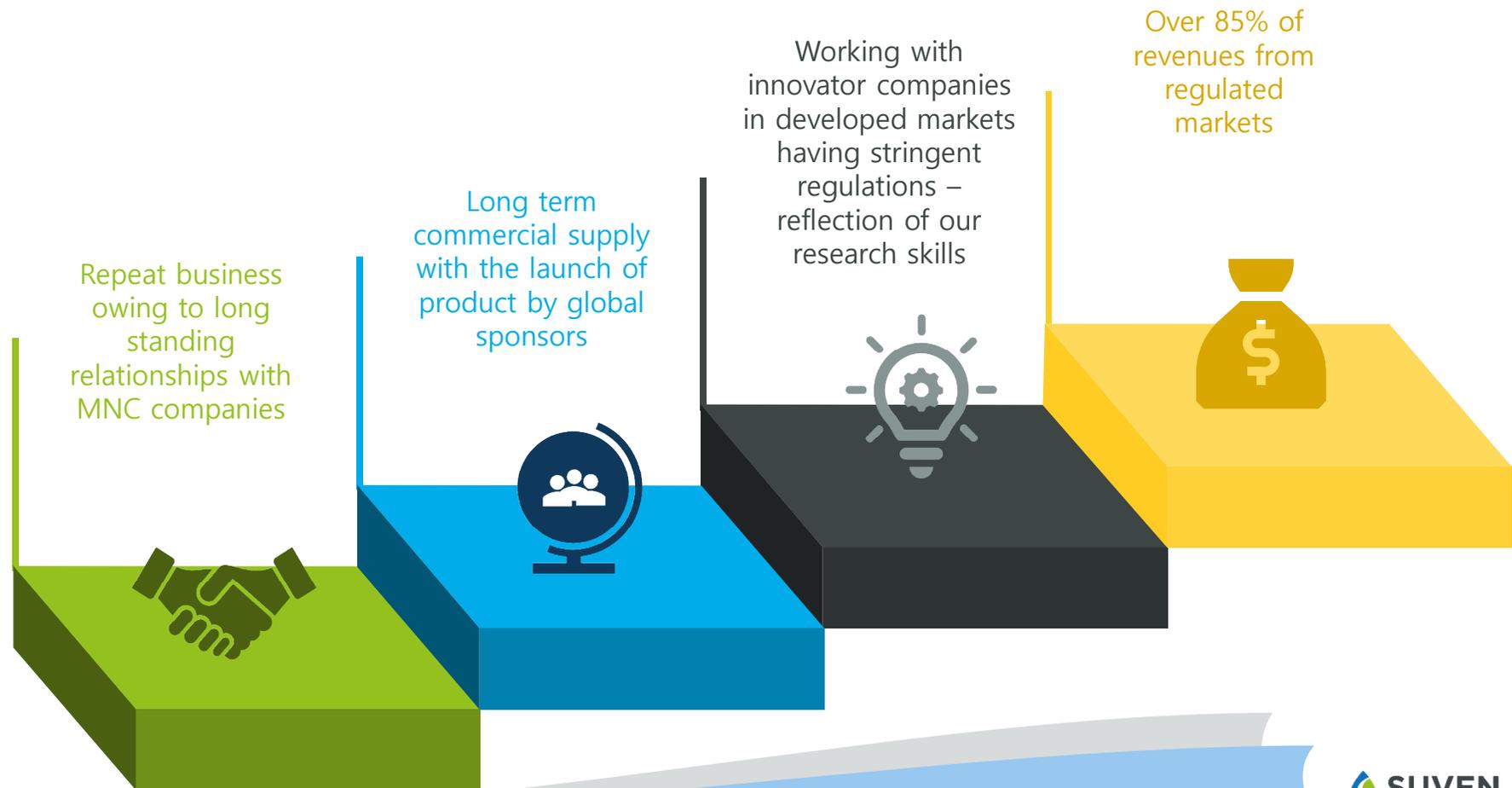
# Business Drivers

## Industry Relationship



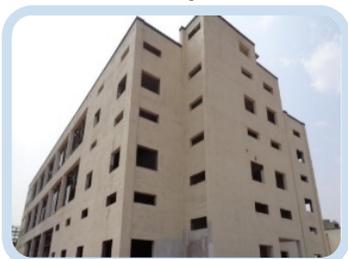
# Business Drivers

## Execution Capabilities



# Multi Location Facilities

**Vizag, Andhra Pradesh, India**



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

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



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

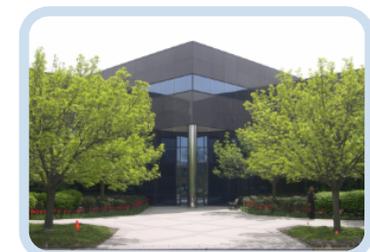
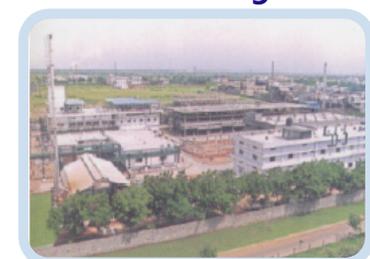
**Banjara Hills, Hyderabad, India  
Corporate Office**



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

**Jeedimetla, Telangana, India  
R&D–Pilot Plant**

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



- Business Development
- Project Management
- Intellectual Property Management

**USA, New Jersey  
Business Office**

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

# Contact

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**CDR - India**

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**Email:** [gavin@cdr-india.com](mailto:gavin@cdr-india.com)

[rishab@cdr-india.com](mailto:rishab@cdr-india.com)