



SUVEN PHARMA

Earnings Presentation
Q1 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 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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Operation &
Financial
Performance
Q1 FY23

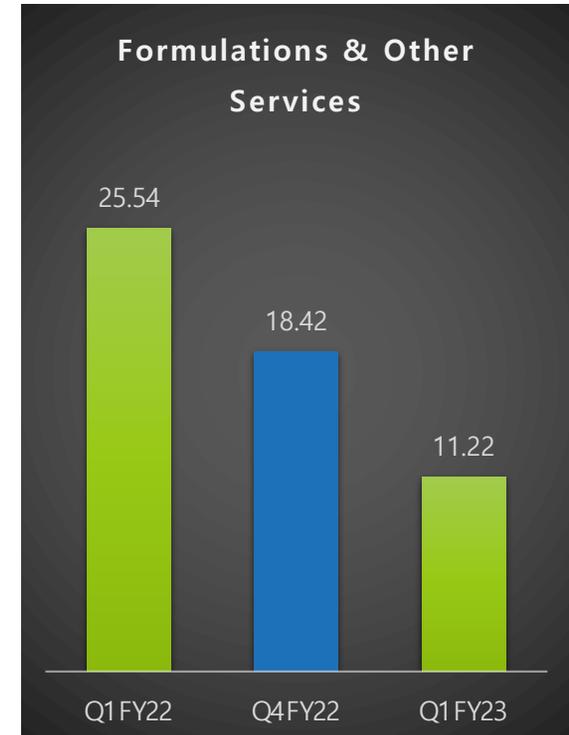
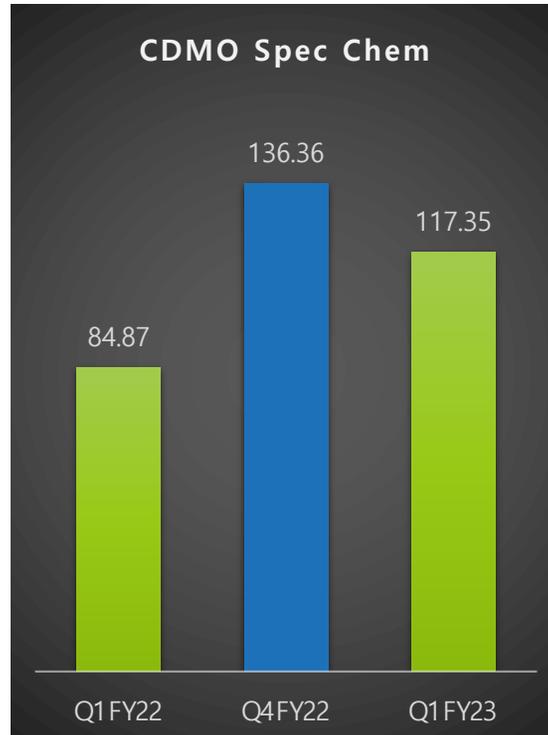
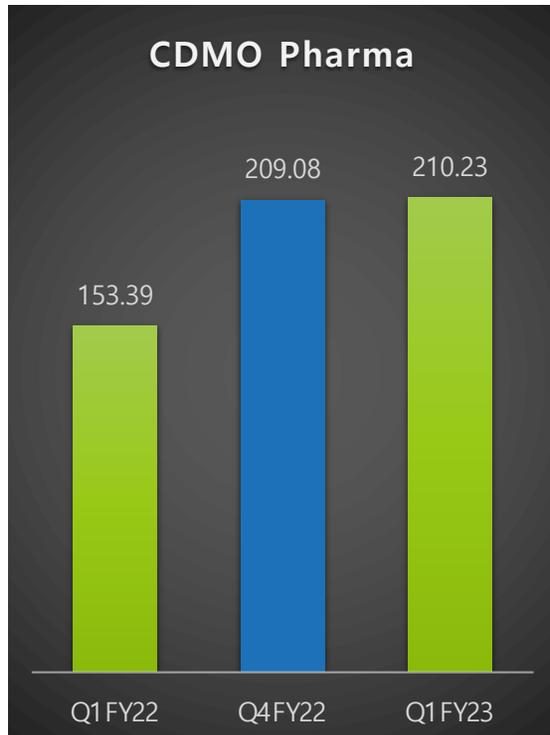
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Operation & Financial Performance Q1 FY23

Businesswise data



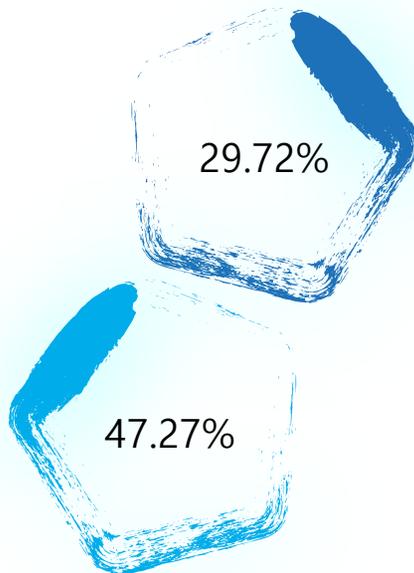
Note: Figures in Rs. Crore

Financial Snapshot

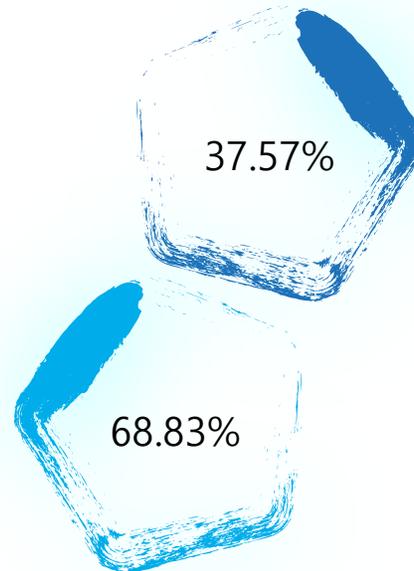
Q1FY23

FY22

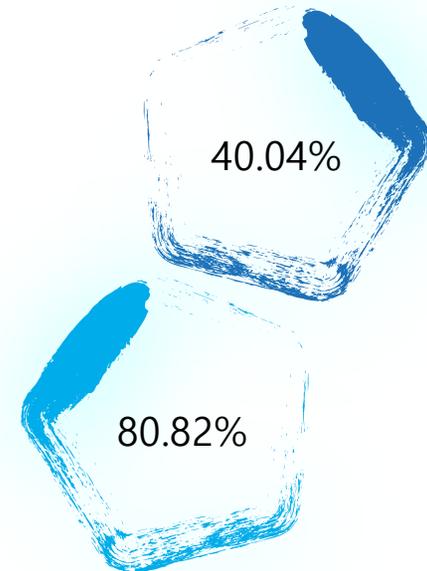
Growth in
Revenue



Growth in
EBITDA



Growth in
PAT



Key Ratios

Q1FY23

FY22

**EBIT to
Income**

44.35%

48.32%

**EBITDA to
Income**

47.37%

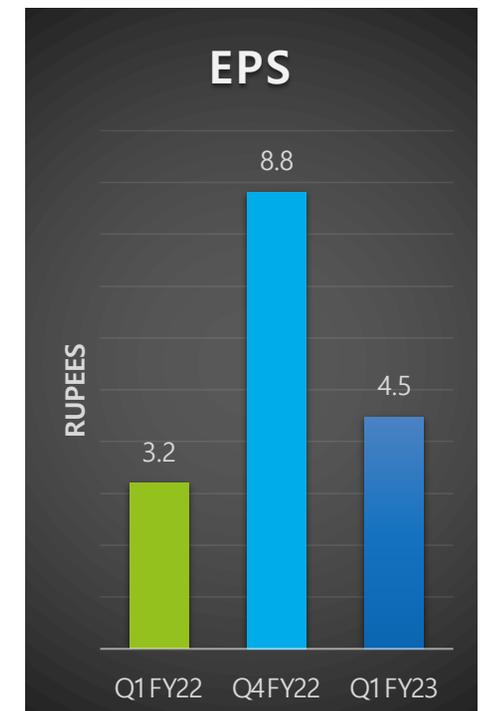
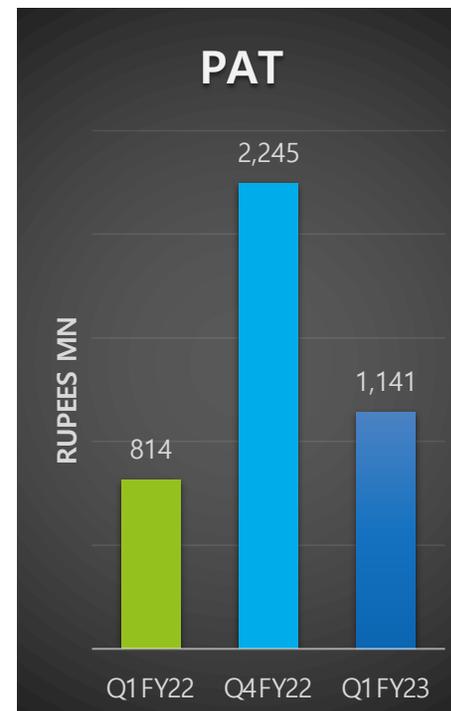
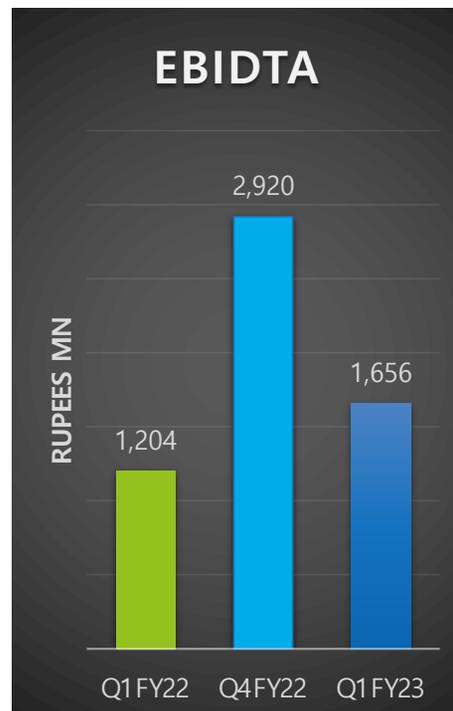
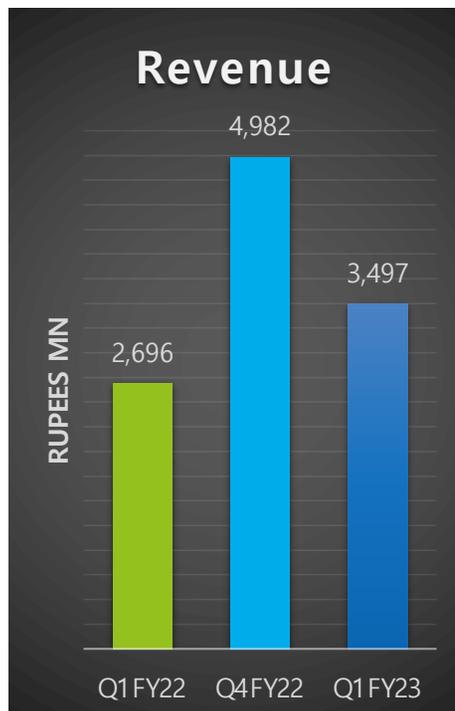
50.91%

**PAT to
Income**

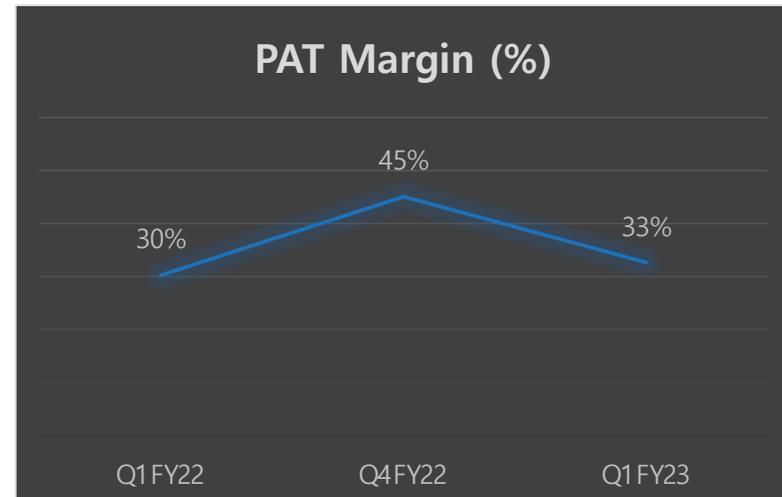
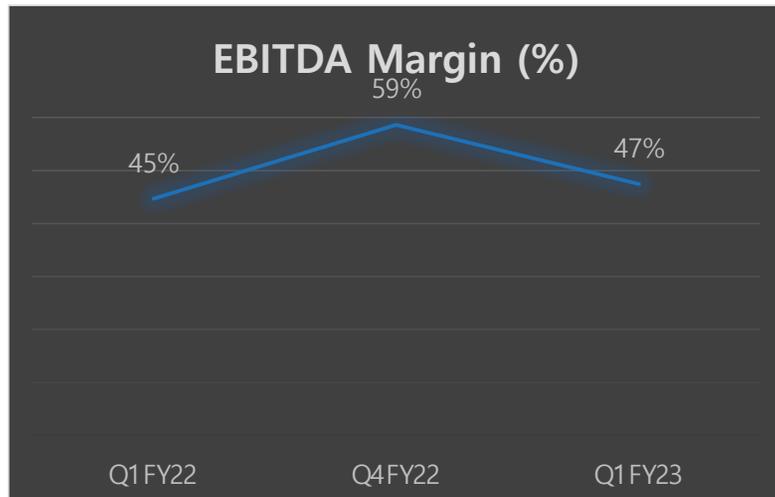
32.61%

37.01%

Financials Q1FY23



Financials Q1FY23



Financial Table – Q1 FY23

	Quarter ended			Year ended
	30-Jun-22	31-Mar-22	30-Jun-21	31-Mar-22
Revenue from operations	3,387.99	3,638.47	2,638.01	13,202.22
Other Income	108.98	1,343.96	57.83	1,877.88
Total Income	3,496.97	4,982.43	2,695.84	15,080.10
EBITDA	1,656.37	2,919.65	1,203.99	7,677.76
EBITDA Margin	47.37%	58.60%	44.66%	50.91%
EBIT	1,550.89	2,815.44	1,114.06	7,286.79
EBIT Margin	44.35%	56.51%	41.33%	48.32%
Finance costs	14.33	21.89	21.26	62.31
Depreciation	105.48	104.21	89.93	390.97
Taxes	396.05	548.90	278.39	1,643.49
Taxes to PBT	25.78%	19.65%	25.48%	22.75%
PAT (Standalone)	1,140.52	2,244.65	814.41	5,580.99
PAT Margin (Standalone)	32.61%	45.05%	30.21%	37.01%
Associate Company	-	-	236.49	411.12
PAT (Consolidated)	1,075.42	916.68	1,050.83	4,538.05
PAT Margin (Consolidated)	30.75%	18.40%	38.98%	30.09%
EPS (Standalore)	4.48	8.82	3.20	21.92
EPS (Consolidated)	4.22	3.60	4.13	17.83
Paid up share capital (Re.1/sh)	254.56	254.56	254.56	254.56

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



Q1FY22 updates

- ✦ Post approval of the Board in the meeting held on 5 April 2022, the company has completed acquisition of 100% stake in Casper Pharma Private Limited (Casper Pharma) situated at GMR Hyderabad SEZ, a company engaged in formulations business for USD 20.50 Mn and has become a wholly owned subsidiary of the Company effective 22 April 2022. Also subscribed the right issue in the ratio of 1:4 on 22 Jun 2022 of 52,16,156 shares of face value of Rs.10.00 with a premium of Rs.70.00 per share for Rs.4172.92 Lacs.
- ✦ The US Food and Drug Administration (USFDA) completed pre-approval inspection at Casper Pharma formulations manufacturing facility. The inspection was conducted from July 25th through 29th, 2022. The audit is part of the agency's inspection for three product applications filed and slated to be manufactured at this site. The audit completed successfully with Zero observations and at the end of the inspection no form 483 was issued by USFDA

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, EBITDA and Adj. PAT of Rs 3497 Mn, Rs 1656 Mn and Rs 1141 Mn in Q1-FY23.
- Strong balance sheet with D:E ratio of 0.02 as on Jun-23.

Brief 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.

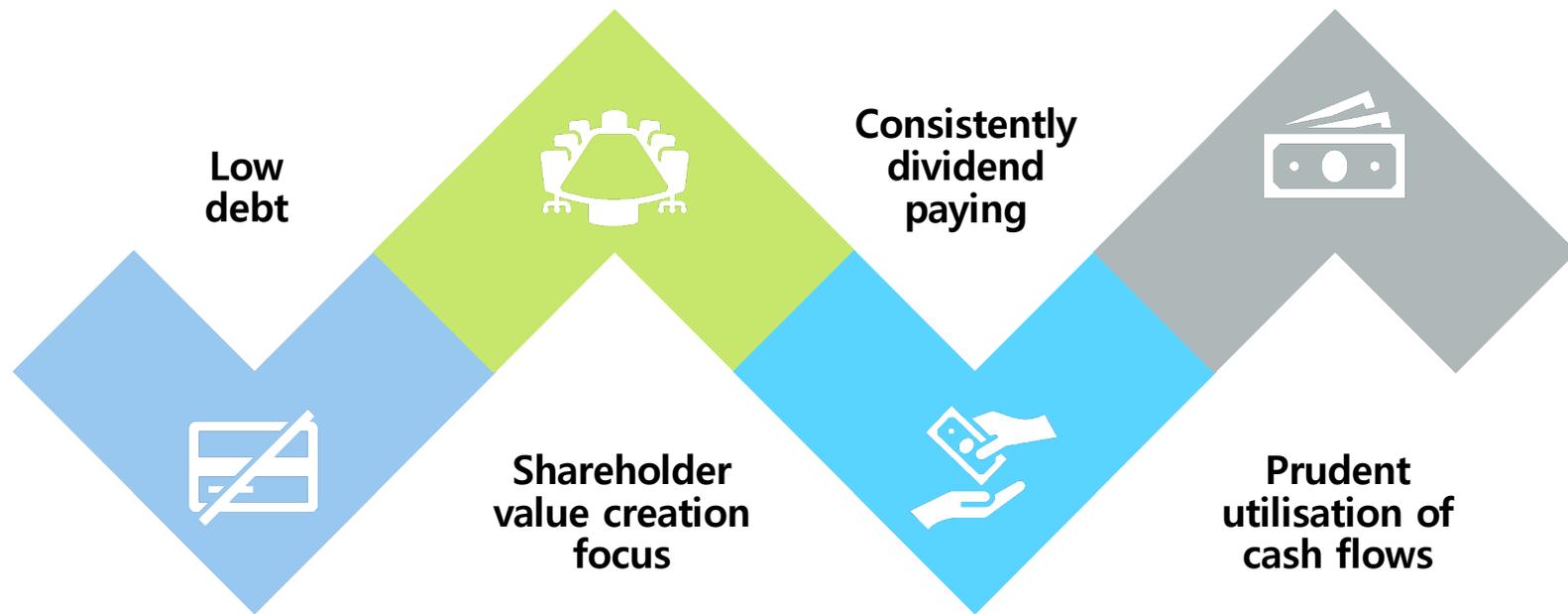
Our Focus

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



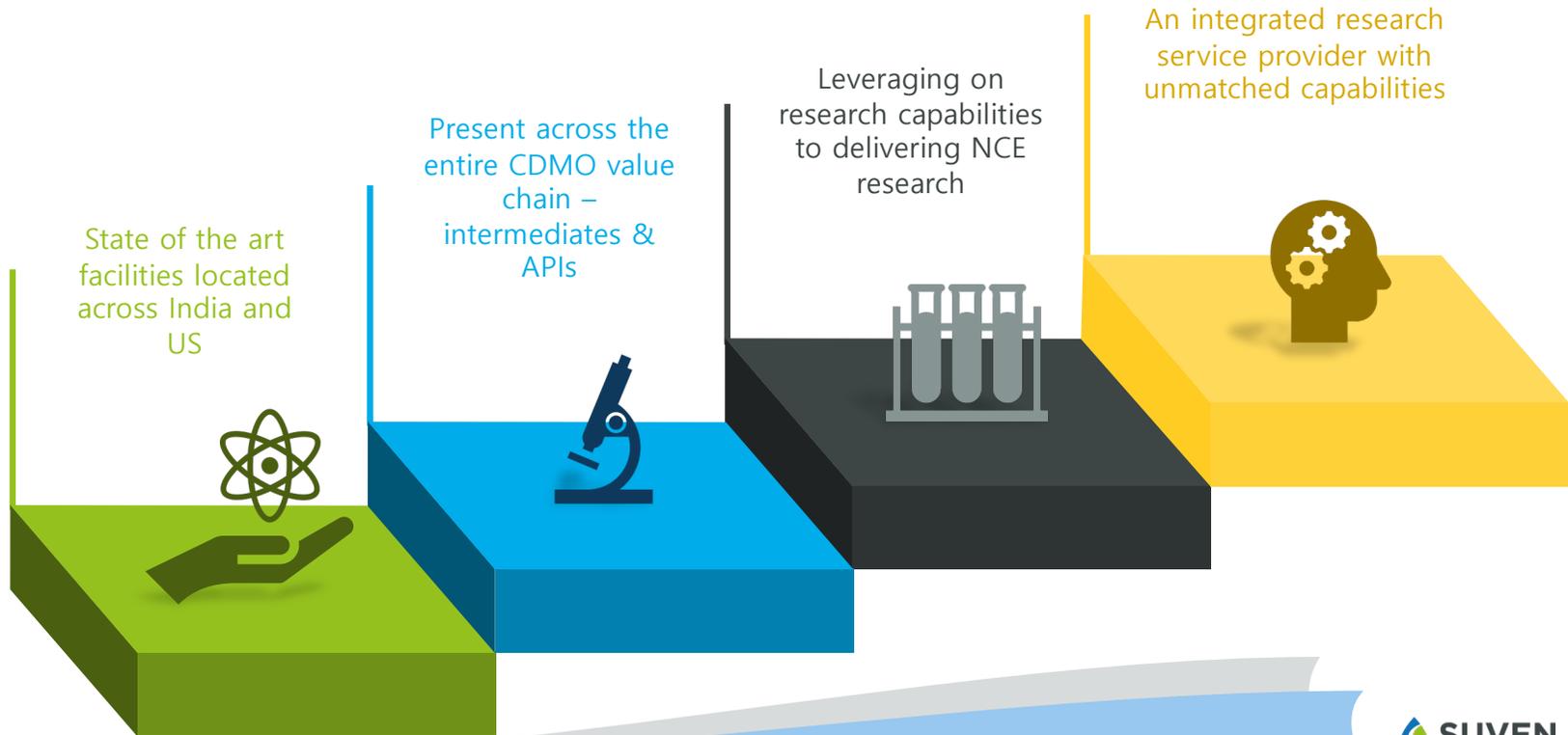
**NCE based
CDMO**

Financial Approach



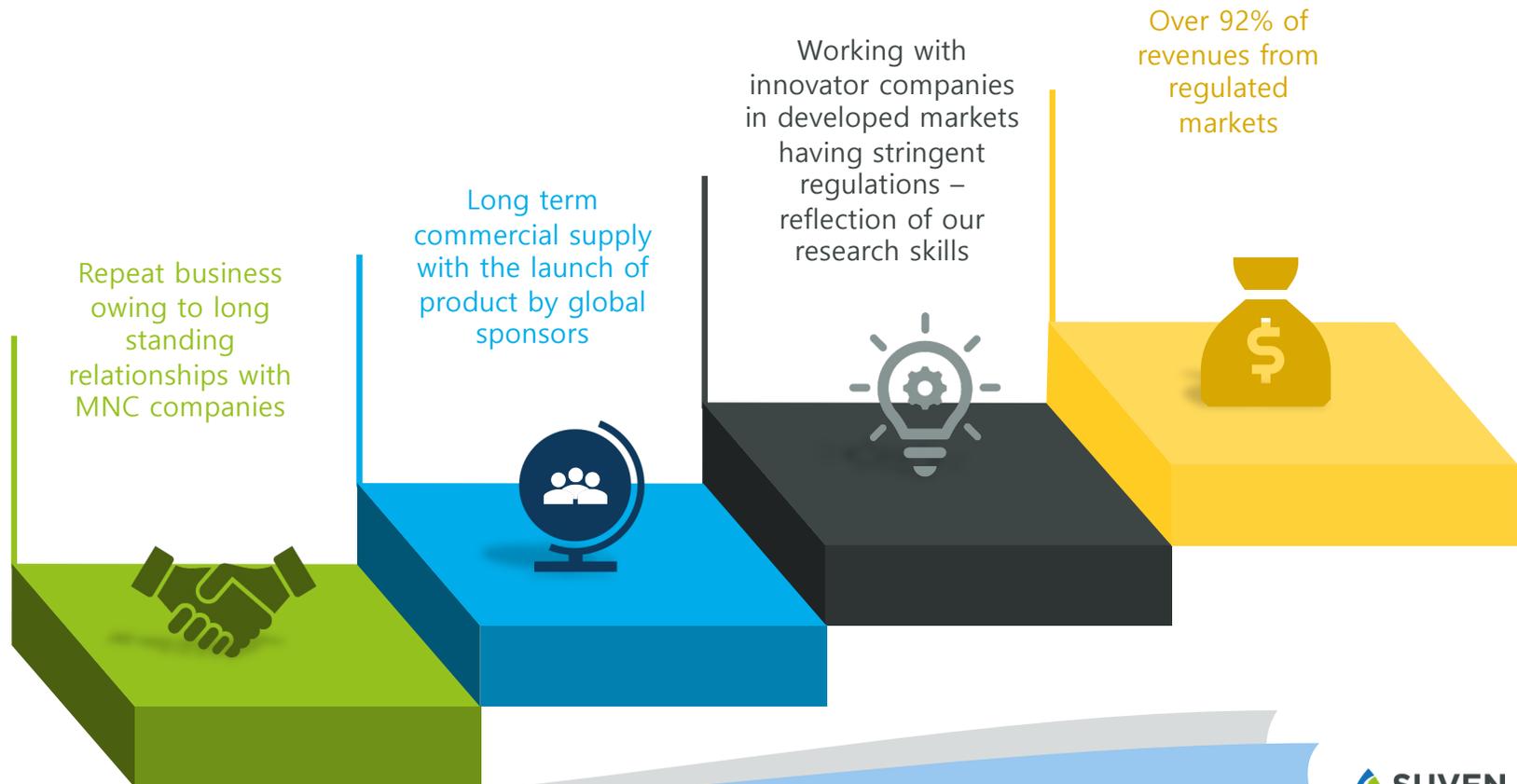
Business Drivers

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**

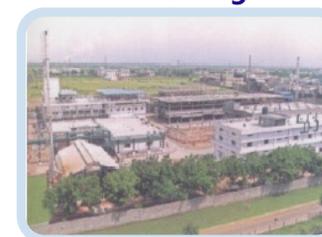


- Process Research
- Analytical R&D
- Killo lab, 30L CM Reactors (32)
- 50L – 4000 L GL/SS

**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



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Thank You

