



Ref: Syn/CS/SE/IP/2024-25/Mar/06

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March 12, 2025

To, The Manager, BSE Limited Corporate Relationship Department Dalal Street, Mumbai – 400 001 Scrip Code: 539268	To, The Manager, National Stock Exchange of India Limited Corporate Communication Department Bandra (EAST), Mumbai – 400 051 Scrip Symbol: SYNGENE
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Dear Sir/Madam,

Sub: Investor Presentation.

In continuation of our earlier intimation vide reference no. Ref: Syn/CS/SE/Reg 30/2024-25/Mar/02 dated March 7, 2025 and in accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the presentation shared with the Investors and Analysts at the meeting held today i.e. March 12, 2025.

Kindly note that no additional information has been disclosed to Analysts or Investors other than the information presented earlier and already available in public domain.

The above-mentioned Investor Presentation will also be available on the website of the Company www.syngeneintl.com.

This is for your information and records.

Thanking You,
Yours faithfully,
For **SYNGENE INTERNATIONAL LIMITED**

Priyadarshini Mahapatra
Head Legal, Company Secretary & Compliance Officer

Enclosed: Investor Presentation.

Syngene
Putting Science to Work

Investor Meet

12 March 2025





Safe harbour



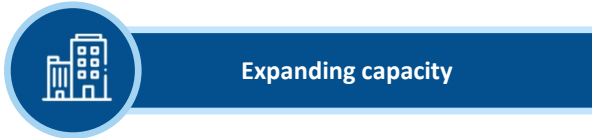
Certain statements in this release concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements.

Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India, business outlook of our clientele and their research and development efforts, our ability to successfully implement our strategy, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global biotechnology and pharmaceuticals industries, increasing competition, changes in political conditions in India and changes in the foreign exchange control regulations in India.

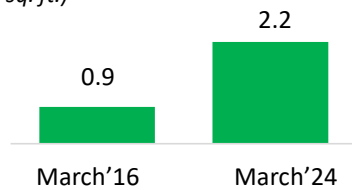
Neither the Company, nor its directors and any of the affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after this date or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.



A Decade of Growth: Strengthening Infrastructure, Capabilities and Partnerships



(in Million sq. ft.)

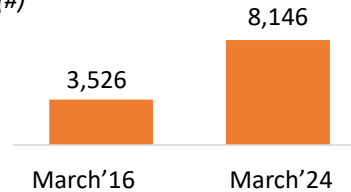


More than doubled infrastructure that is qualified to meet international standards

- Expanded laboratory capacity in Bangalore and Hyderabad
- Expanded to Mangalore for commercial API manufacturing
- Acquired land in Hyderabad for long term growth in research business



(#)

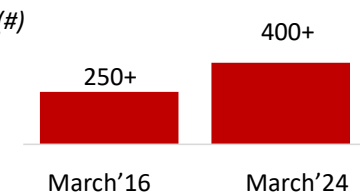


~3x employees from FY16 comprising talented scientists

- Expanded Integrated Drug Discovery platform
- Enhanced Biologics capacity & capabilities
- Acquired multi-modal biologics facility from Stelis Biopharma Ltd



(#)



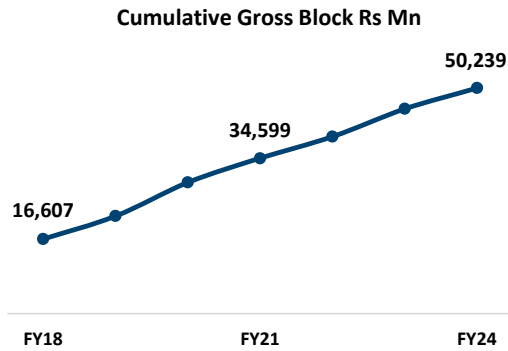
Over 50% increase in active clients

14 out of top 20 pharma companies are clients

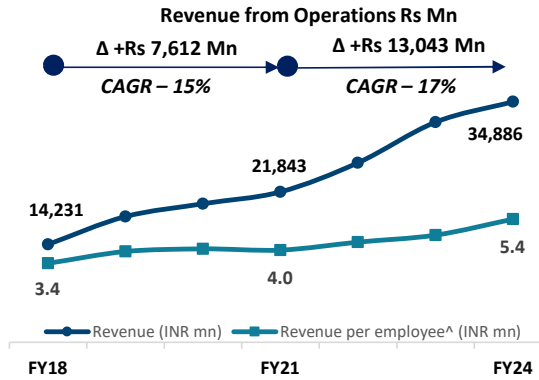
- Expanded partnership with big pharma companies
- Increasing contribution from emerging biotech companies in research services with share of total revenue increasing from 10% in FY21 to 16% in FY24 from US emerging biotech
- Expanded into commercial manufacturing in Biologics with Zoetis

Strategic investments have pivoted Syngene to growth while maintaining business economics over uncertain times and positioning for further future growth

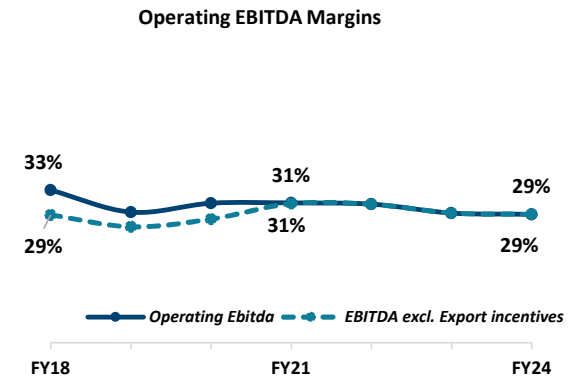
Continued investment for future growth



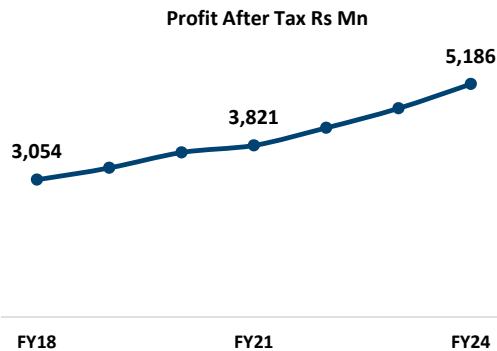
Sustained revenue growth around mid teens



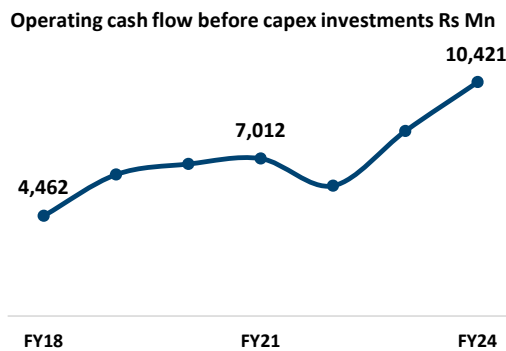
Maintained EBITDA margin in high 20s



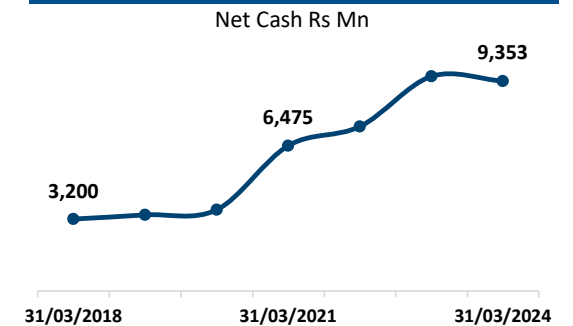
Sustained growth in PAT*



Consistency in operating cash flow growth



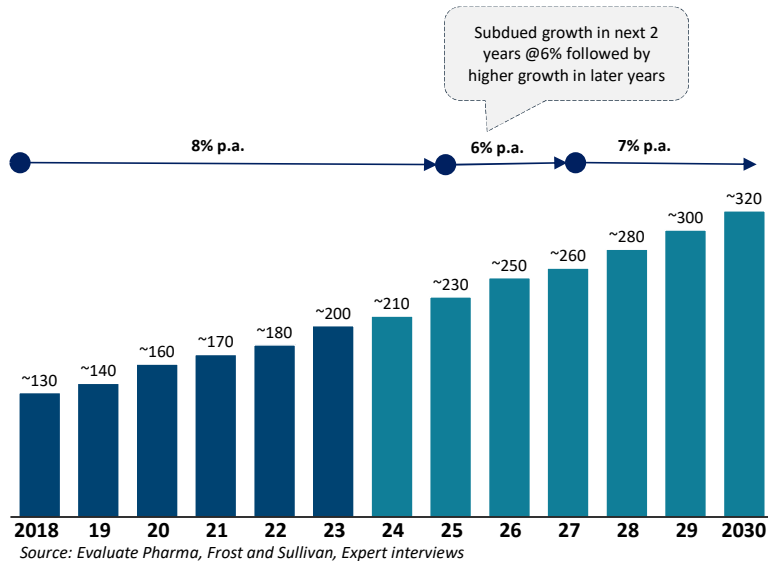
Strong Balance Sheet with sustained net cash position despite continued investments



CRDMO – A multi billion-dollar market opportunity

Global CRDMO market (\$ bn) is large and growing

CRDMO market continues to outgrow the underlying pharma market* and offers opportunity for continued growth and value creation



* Pharma market is expected to grow at ~6% CAGR between 2023-30

CRDMO market has exciting opportunities ahead with key tailwinds

- Drug pipeline **growing at a healthy 8% CAGR**
- Biotech funding back to pre-Covid levels (2024 funding at 1.4X of that in 2019), however volatility continues, leading to **“cautious recovery” in Biotech spending**
- Pharma players facing **margin pressure** with e.g., drugs going off-patent in next 4 years, policies such as Inflation reduction Act (IRA) compressing the revenue cycle resulting in increased outsourcing
- Geopolitical shifts, growing **China+1 sentiment**, expected to **drive redistribution¹ of outsourcing** across geographies, although extent and pace remains uncertain
- India gearing to **upgrade its innovation** ecosystem e.g., \$600 Mn of Govt funding announced, 12 Biotech parks being set up)

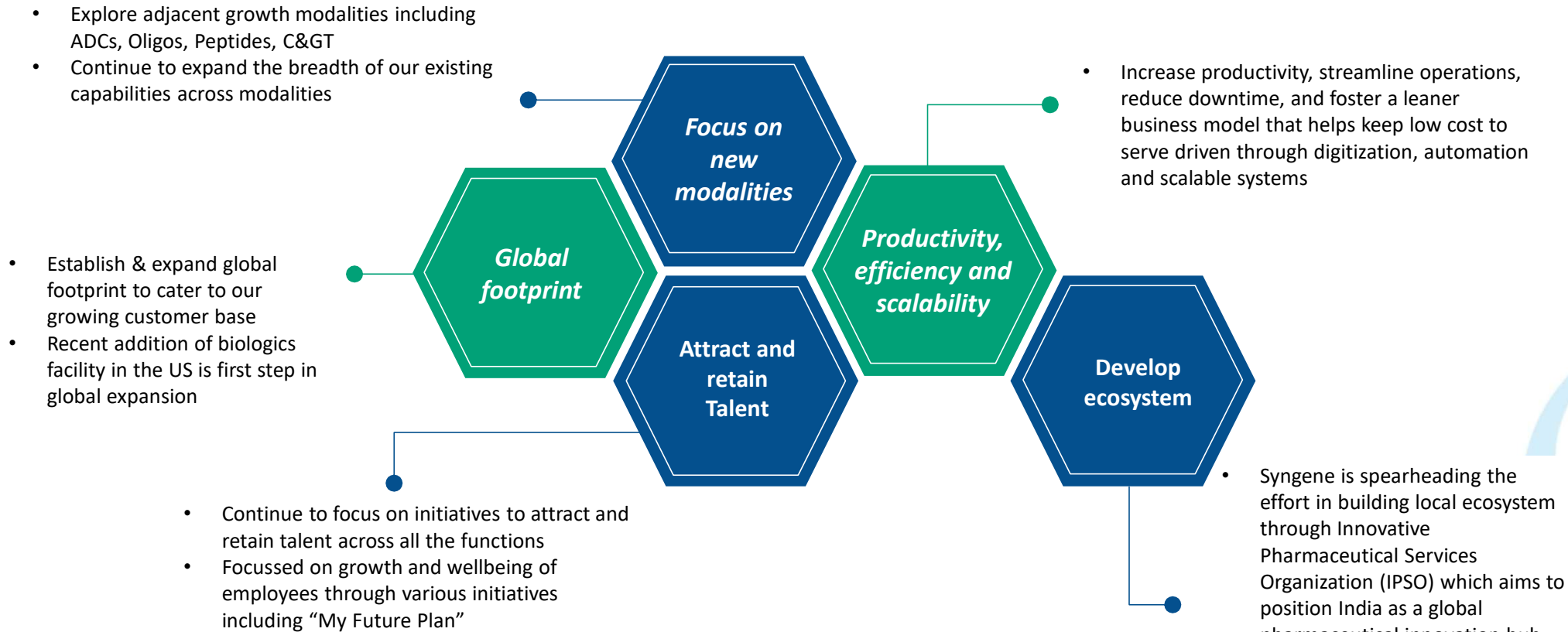
Implications for CRDMO industry (medium to long term)



Continue the journey of creating a future-fit Syngene | Unpacking three pillars of the evolving business

Business	Well positioned to capture the market opportunity..	..with key strategic levers in place	..focusing on near term actions	..and mid to long term drivers to accelerate growth
Research Services (CRO) Early-stage discovery and pre-clinical research	<ul style="list-style-type: none"> 30+ years of scientific excellence with assuring quality track record and world class infrastructure 400+ clients with 14 out of top 20 pharma companies are clients 	To lead capabilities and capacity in India's CRO sector to accelerate global biopharma research	Engaging with biopharma companies on converting pilot projects to long-term contracts and grow these partnerships	<ul style="list-style-type: none"> Enhance execution, productivity, and cost efficiency to maintain competitiveness across service lines Strengthen capabilities in new modalities including ADC, Peptide, C&GT Scale Integrated Drug Discovery partnerships
Small molecule CDMO	<ul style="list-style-type: none"> One Stop shop for Integrated small molecule offering across the value chain State-of-the-art small molecule commercial manufacturing facilities with approvals from key regulators 	Leveraging CMC expertise and commercial manufacturing to deliver integrated, end-to-end development and manufacturing solutions	Expand early-stage pipeline with a focus on mid/small biotech, while striving to add late-stage programs from big pharma	<ul style="list-style-type: none"> Drive greater scale in commercial manufacturing for the next phase of growth Expand into adjacent modalities (Peptide, Oligos)
Large molecule CDMO	<ul style="list-style-type: none"> Largest Indian player in Human and Animal Health with rich clientele Fully integrated custom biomanufacturer with global foot print 	Becoming a leading partner by delivering the fastest route to clinical trials and lowest COGS (\$/g) at global standards	<ul style="list-style-type: none"> Focus on animal health and human health driving early-stage programs Expand late-stage commercial manufacturing pipeline Build a global asset network 	<ul style="list-style-type: none"> Tap into increased addressable market with the addition of US based manufacturing facility Expand portfolio with capability investments (ADC and drug product) Leverage digitization investments to enhance productivity and quality

Our focus is to enhance capabilities to meet evolving needs of customer base



Acquisition of Bayview site secures access to the US market, supported by strong customer interest

Access to US Market

- US Biologics market growing at 10-12% CAGR, of which 70% of human health customers remain in the US
- 50% of Animal Health customers require a US location (USDA)

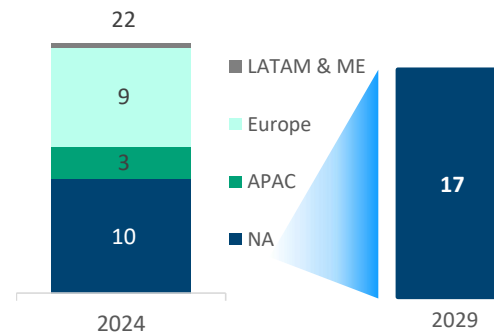
High level of Customer Interest

- Multiple clients have expressed interest in Syngene's US expansion, including Emergent
- Prospective anchor clients anticipated in both the Animal and Human Health sectors

Timing & Competition

- Time to market faster than alternatives – Build, Partner or future acquisition
- Strategic entry accelerates growth and ensures long-term value creation

Growing Market (USD Bn)



Source: Frost & Sullivan, Figures in USD Bn

Emergent's Bayview site in US



Overall investment of US\$50Mn
including acquisition cost of US\$36.5Mn

- Focus on both human health and animal health
- Synergistic with expected additional process development work to be executed from India
- Margin dilution in initial years as utilization ramps up

Summary

Market opportunity remains strong and attractive

- CRDMO market is expected to reach \$320 bn by 2030, with key tailwinds including China+1, IRA, increased outsourcing by pharma companies.

Syngene is well positioned

- Capitalizing from a position of strength, Syngene is well positioned to increase its market share with a 30 year track record of delivering innovative science, quality and value to its expanding global customer base

Continue the journey of creating future fit Syngene

- Syngene will continue to invest to enhance capabilities and capacities to serve the future needs of customers and patients

For more details

Visit our website www.syngeneintl.com



<https://twitter.com/SyngeneIntl>



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