



CS/BSE/NSE/PR/2019-2020  
May 27, 2019

**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**

Dear Sir/Madam,

**Sub: B&K's Annual Global Investor Conference Trinity India on 29th May, 2019**

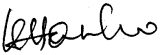
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We wish to inform you that senior management team of Suven Life Sciences is giving corporate presentation in “**B&K's Annual Global Investor Conference Trinity India 2019**” with fund managers and analysts meet organized in Mumbai by B&K Securities on 29th May, 2019.

Please find enclosed Corporate Presentation.

This is for your information and record.

Thanking You,  
Yours faithfully,  
For **Suven Life Sciences Limited**

  
**K. Hanumantha Rao**  
Company Secretary

## **Suven Life Sciences Limited**

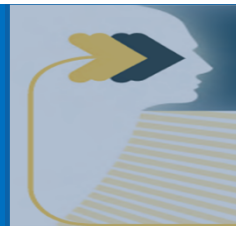
Registered Office: 8-2-334 | SDE Serene Chambers | 6th Floor Road No.5 | Avenue 7  
Banjara Hills | Hyderabad – 500 034 | Telangana | India | CIN: L24110TG1989PLC009713  
Tel: 91 40 2354 1142/ 3311/ 3315 Fax: 91 40 2354 1152 Email: [info@suven.com](mailto:info@suven.com) website: [www.suven.com](http://www.suven.com)

## In search of new CNS therapies for better living

May 2019

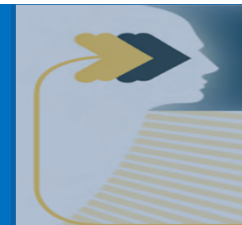


# Safe Harbor Statement



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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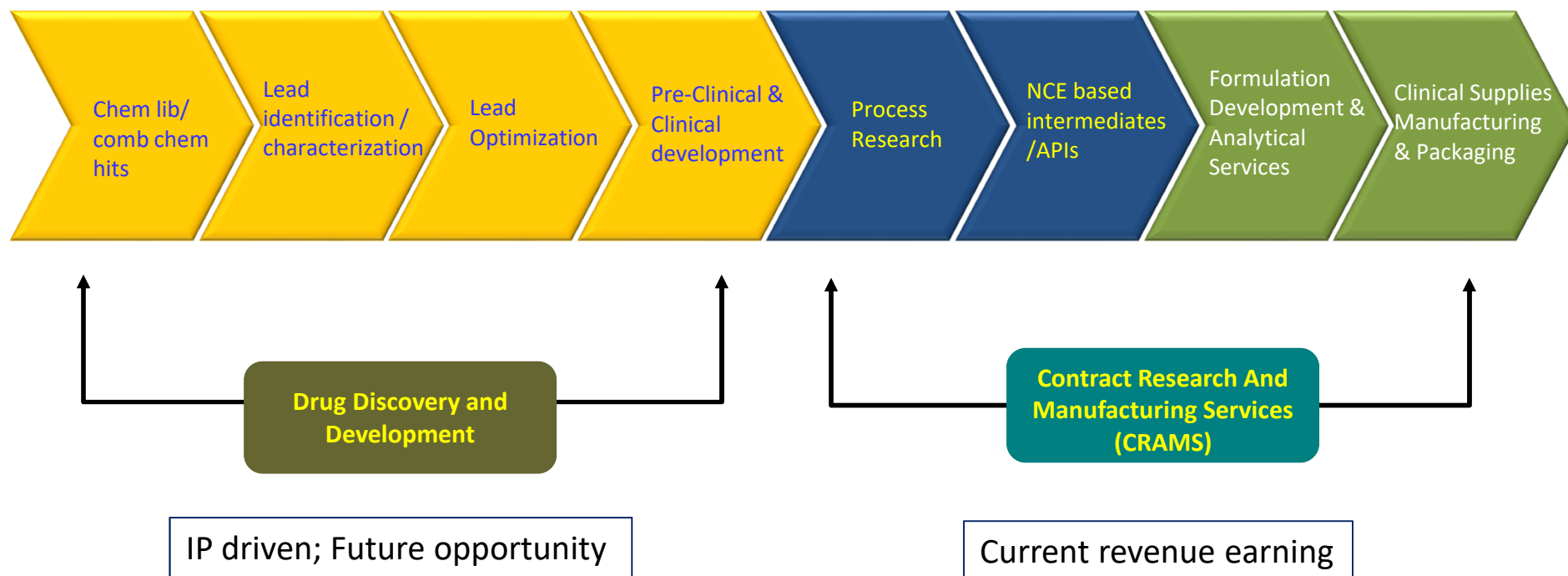
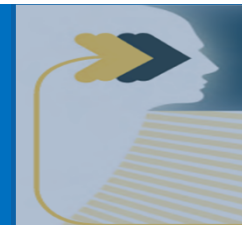
**Our Business Strategy**

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**Our Financial Approach**

# Business Model



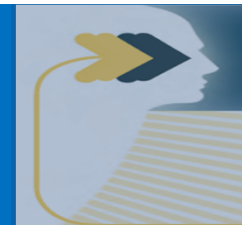
# Vision and Mission



- Providing world-class R&D solutions for Global Life Science companies with efficiency in cost, quality and speed
- Become a leading company focused on treatments for unmet medical needs in Mental Health
- Health for patients and value for partners



# Our Evolution

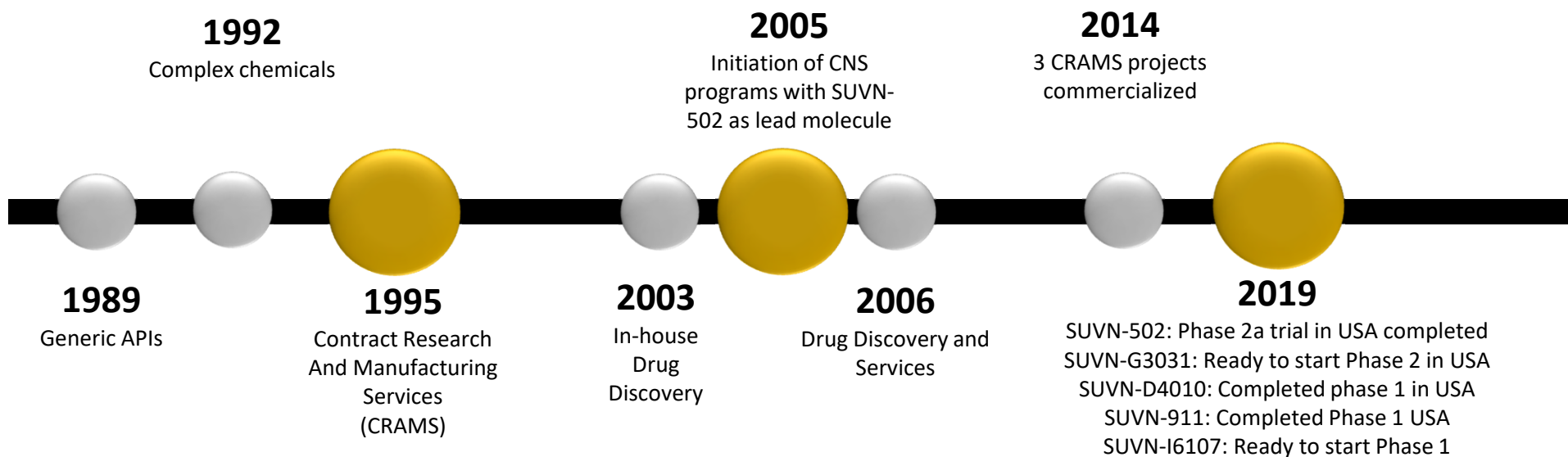


- Pioneer in CRAMS

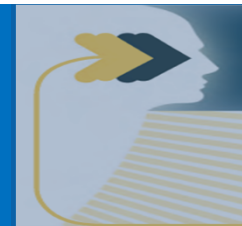
- Diverse and entrenched business relationships

- Proven ability and expertise

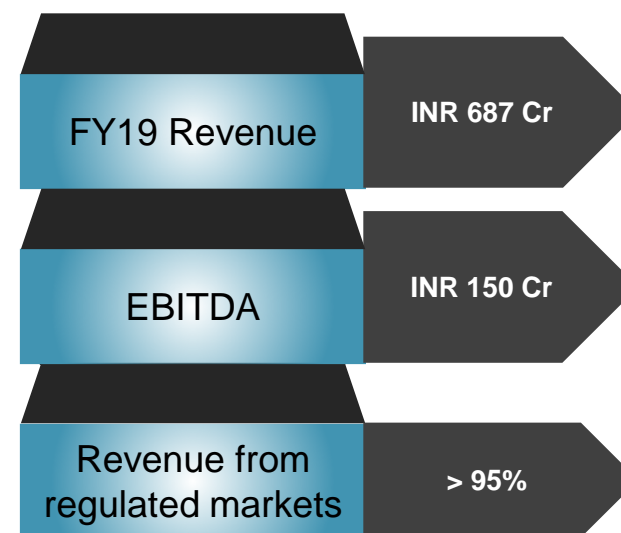
- Well integrated CRAMS and Discovery services



# Company Overview

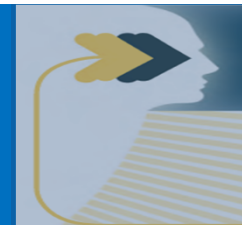


- Profitable and dividend paying since listing in 1995 on the NSE and BSE
- Established Contract Research And Manufacturing Services (CRAMS) - Leader and innovator for NCE based intermediates
- **120 (116+4)** number of active CRAMS projects
- World class infrastructure, equipment and models with over 980 employees
- Robust financials and a healthy balance sheet
- Relationships with over 30 global pharmaceutical companies
- USFDA inspected facilities
- Current total cash ~ INR 241+ Cr (31 Mar 19)





# Suven Facilities



**Multi-product/specialty  
chemicals facility  
Vizag, India**



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



**Corporate Office  
Hyderabad, India**



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



- 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



**R&D-Pilot Plant  
Jeedimetla, India**

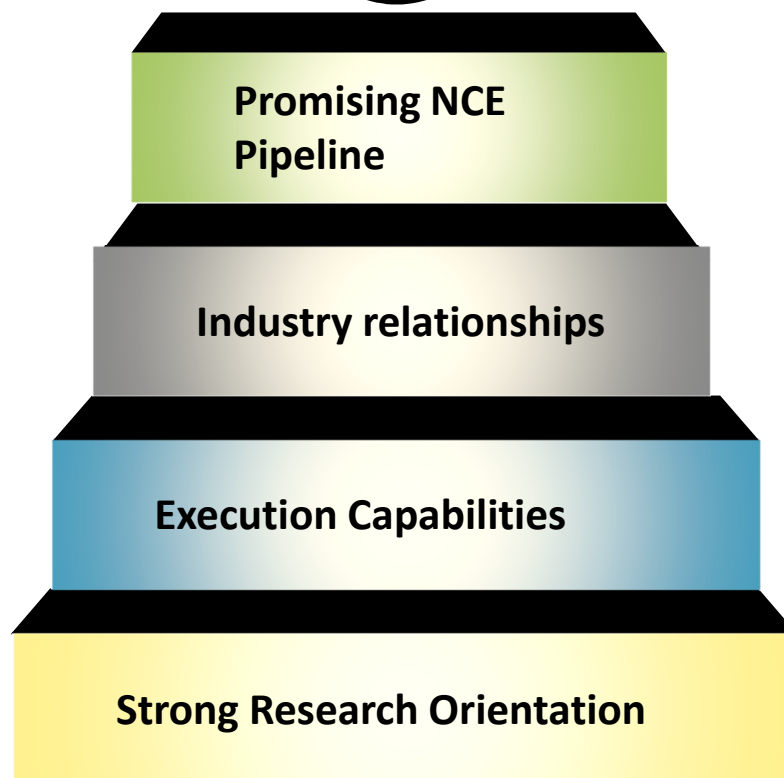
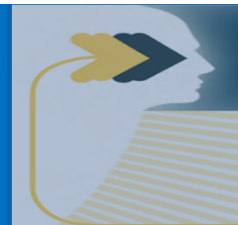
- Process Research
- Discovery R&D, Analytical R&D
- Killo lab, 30L CM Reactors (32)
- 50L – 4000 L GL/SS



**SUVEN USA, New Jersey**

- Business Development
- Project Management
- Intellectual Property Management

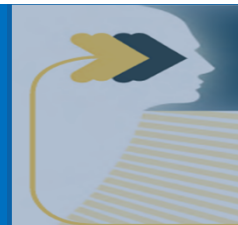
# Business Drivers



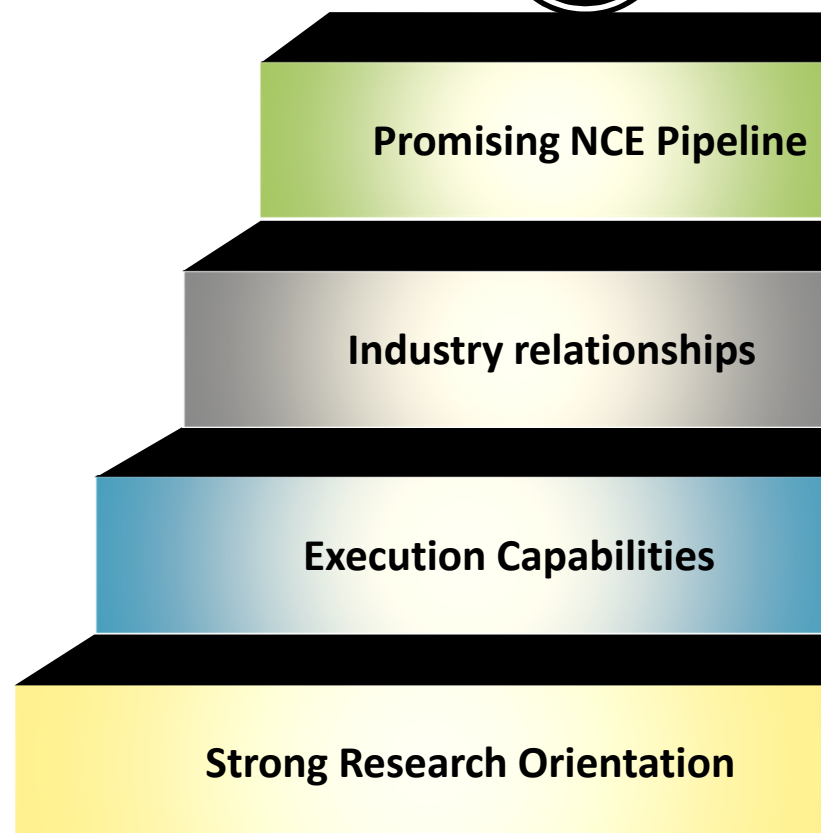
Focus on driving quality research projects for clients



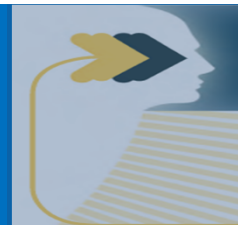
# Business Drivers



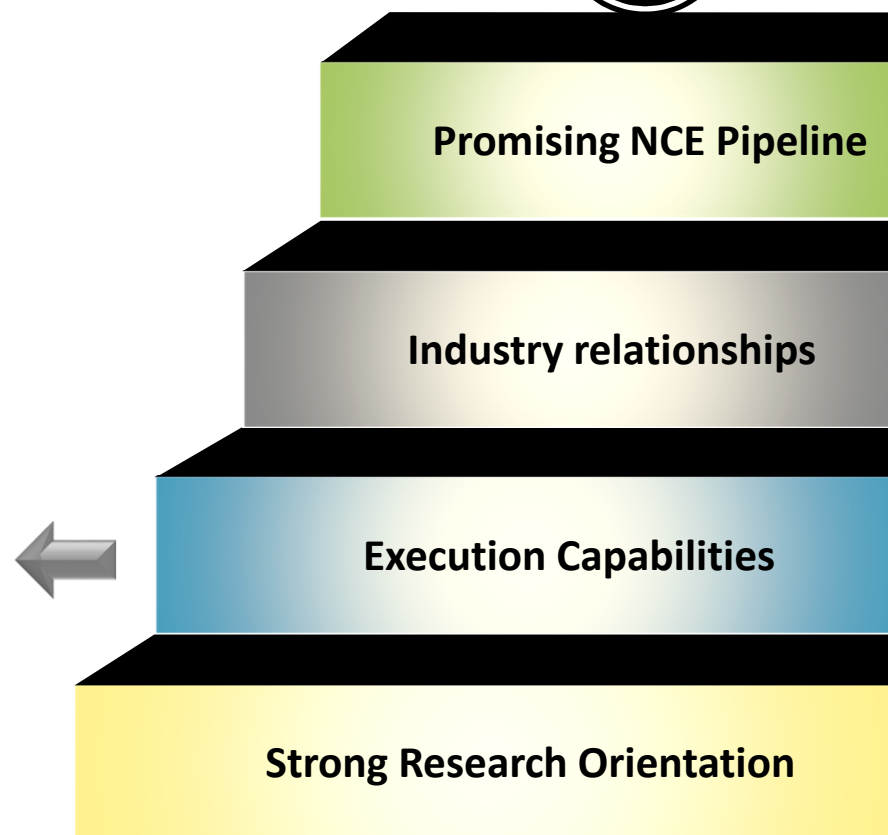
- An integrated research service provider with unmatched capabilities
- Well qualified research team of 400+ scientists of which 35 are PhD holders
- Undertaken 800+ CRAMS projects since inception
- Pioneer in CRAMS business – research to execution



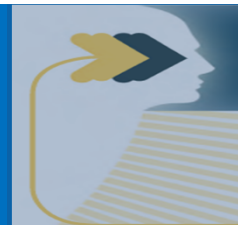
# Business Drivers



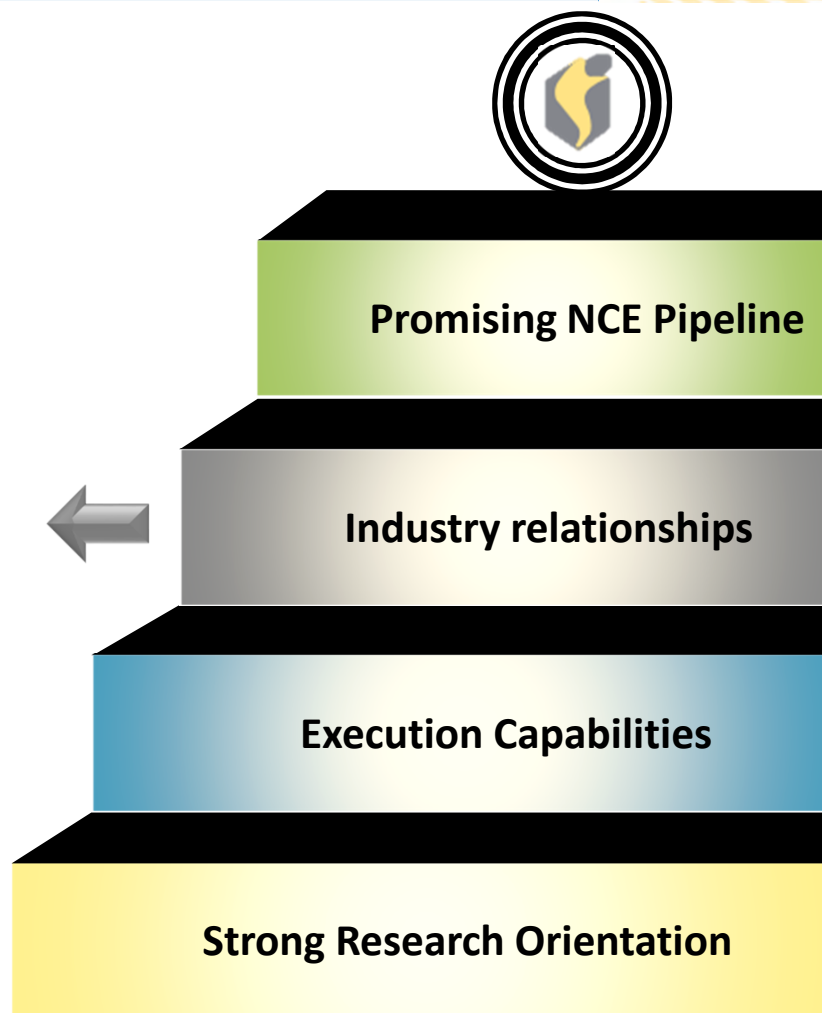
- Present across the entire CRAMS value chain – intermediates & APIs
- Leveraging on research capabilities to delivering NCE research
- State of the art facilities located across



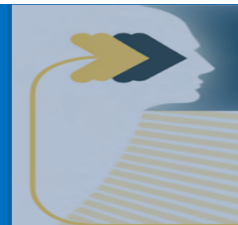
# Business Drivers



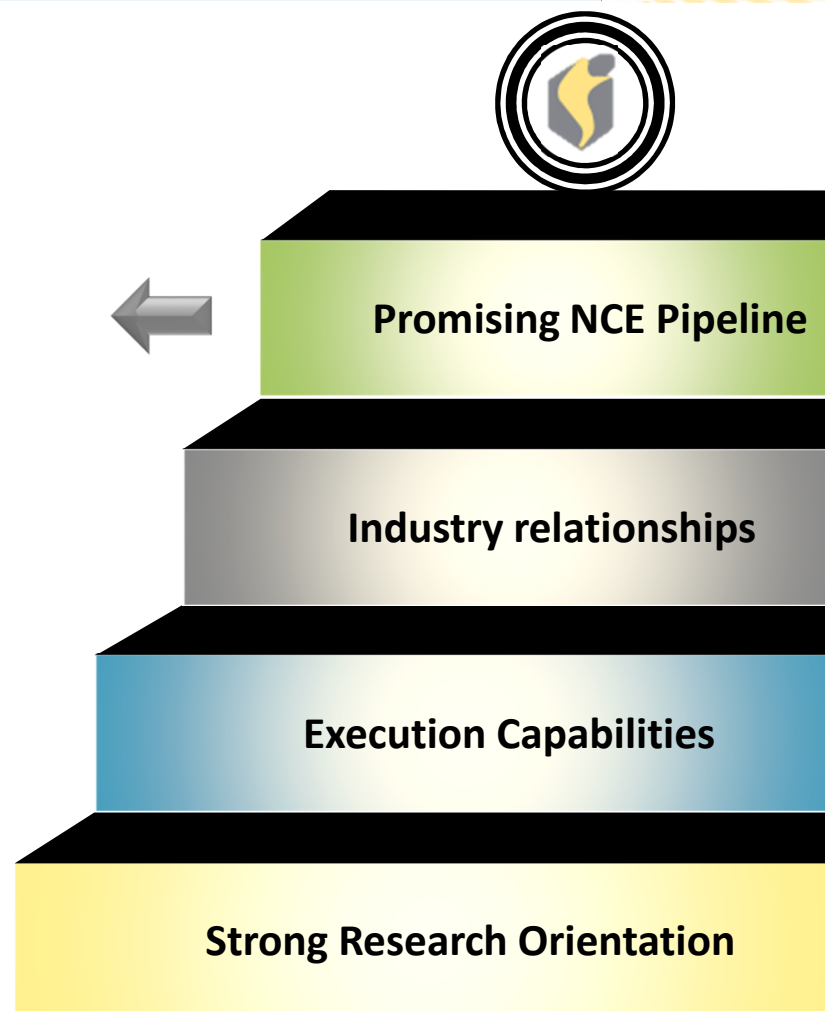
- Repeat business owing to long standing relationships with global companies
- Long term commercial supply opportunity with the launch of product by global sponsors
- Working with innovator companies in developed markets having stringent regulations – reflection of our research skills



# Business Drivers

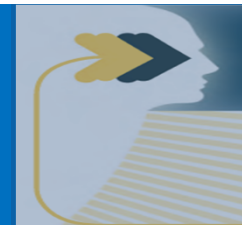


- One of the few players in the world in the CNS segment research
- Built strong intellectual capabilities in CNS segment since 2005.
- Globally CNS is the second largest and fastest growing segment
- A single successful molecule offers significant opportunity
- Self funded NCE research pipeline of 13 molecules



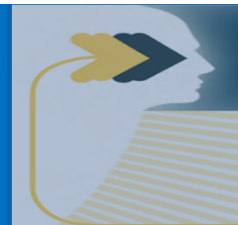


# Suven CRAMS Revenue Profile



- 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 CRAMS projects:
  - Phase 1 - 82
  - Phase 2 - 33
  - Phase 3 – 1
  - Commercial – 4

# Suven CRAMS Market Opportunity



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

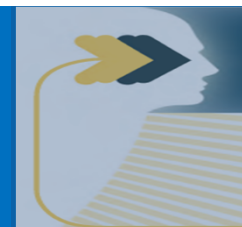


# CRAMS - Key Risks and Challenges



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

# SUVEN NCE Clinical Pipeline



Candidates	Pre-clinical & GLP Tox	Clinical Phase			Indication
		I	II	III	
<b>SUVN-502</b> 5-HT <sub>6</sub> antagonist					<b>Alzheimer's Disease</b>
<b>SUVN-G3031</b> H <sub>3</sub> inverse agonist					<b>Sleep Disorders</b>
					<b>Cognitive Disorders</b>
<b>SUVN-D4010</b> 5-HT <sub>4</sub> agonist					<b>Cognitive Disorders</b>
<b>SUVN-911</b> $\alpha$ 4 $\beta$ 2 antagonist					<b>Major Depressive Disorders</b>
<b>SUVN-I6107</b> M1 PAM					<b>Cognitive Disorders</b>

**Potential to address unmet medical needs**



# Financial Approach



R&D cost expensed out each year

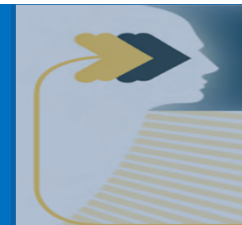
Prudent utilization of cash flows

Low debt

Shareholder value creation focus

Consistent dividend paying

# News updates



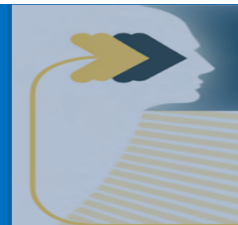
- Marupirdine (SUVN-502) Phase 2A clinical trial, indicated for patients with moderate Alzheimer's initiated in 76 investigator sites in USA and completed clinical trial with the last patient last visit (LPLV) in May 2019.
- Top-line Phase 2A data for Masupirdine (SUVN-502) is on track to be presented at Alzheimer's Association International Conference at Los Angeles on 17<sup>th</sup> July 2019.
- Suven invested through Suven Pharma, Inc., taking minority stake in Shore Suven Pharma, Inc., USA.

# Financial Snapshot – past 5 years



Profit & Loss for the financial years						
Particulars	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Income						INR Lakhs
Revenue from Operations	51,031	52,086	50,028	54,448	62,526	66,350
Other Income	303	858	1,929	2,109	2,327	2,423
Total Income	51,334	52,944	51,958	56,557	64,853	68,773
Total Expenses	31,060	37,788	39,376	40,621	41,826	46,587
Profit before Tax	20,274	15,155	12,582	15,936	23,027	22,186
Tax expense	5,858	4,280	2,574	3,588	7,184	7,180
Profit for the year	14,416	10,875	10,008	12,347	15,843	15,006
Other Comprehensive Income	-	-	(45)	(10)	(28)	(14)
Total Comprehensive Income for the year	14,416	10,875	9,963	12,338	15,815	14,992
Earning Per Share	12.34	9.04	7.83	9.69	12.45	11.79

# Contact



## **Suven Life Sciences Ltd.**

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