

#### **SUVEN Life Sciences Ltd**

# Communication to investors September 2016



#### 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 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

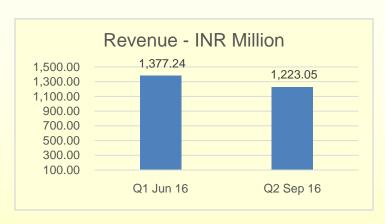
|                          | FY 2016-17<br>Q2 to Q1 | FY 2016-17<br>YoY (6 months) |  |
|--------------------------|------------------------|------------------------------|--|
| Growth in revenue        | -11.20%                | 13.42%                       |  |
| Growth in PAT            | -18.54%                | 29.15%                       |  |
| Growth in EBIDTA         | -8.96%                 | 34.88%                       |  |
| Growth in Pre-R&D EBIDTA | -6.92%                 | 22.27%                       |  |
| Increase in R&D Costs    | -0.25%                 | -5.34%                       |  |
| R&D to sales             | 11.98%                 | 11.28%                       |  |

# MAJOR PROFITABILITY RATIOS

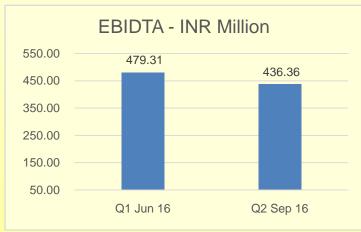
|                          | Q2 Sep 16 | HY Sep 16 |
|--------------------------|-----------|-----------|
| PAT to Income            | 21.62%    | 22.65%    |
| EBIDTA to Income         | 35.68%    | 35.21%    |
| Cash Flow to Income      | 25.44%    | 26.34%    |
| Pre-R&D EBITDA to Income | 47.66%    | 46.50%    |

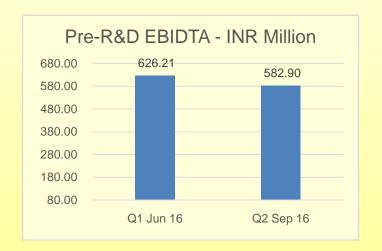


# Q2 to Q1 COMPARISON











#### REVENUE COMPARISON





#### PAT COMPARISON



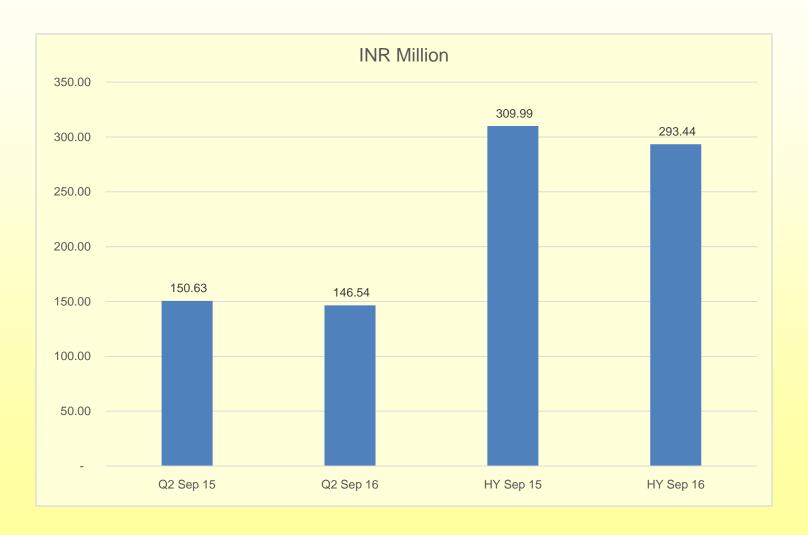


#### EBIDTA COMPARISON



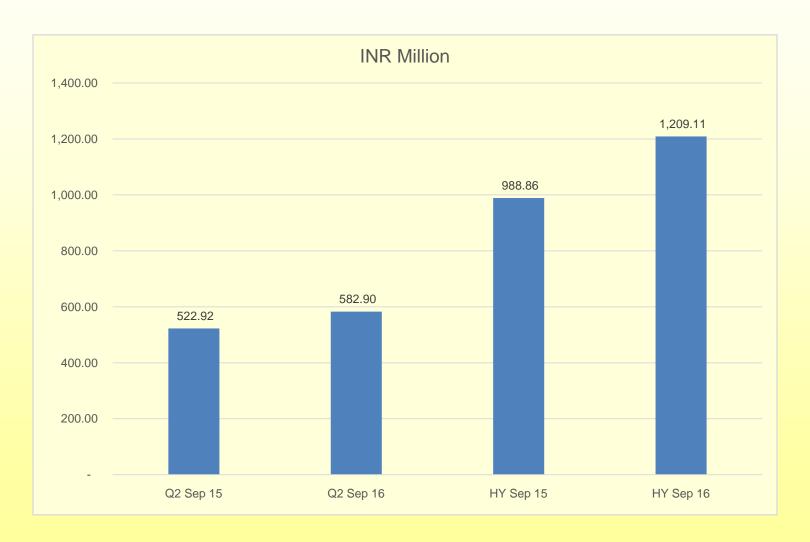


## R & D - EXPENDITURE



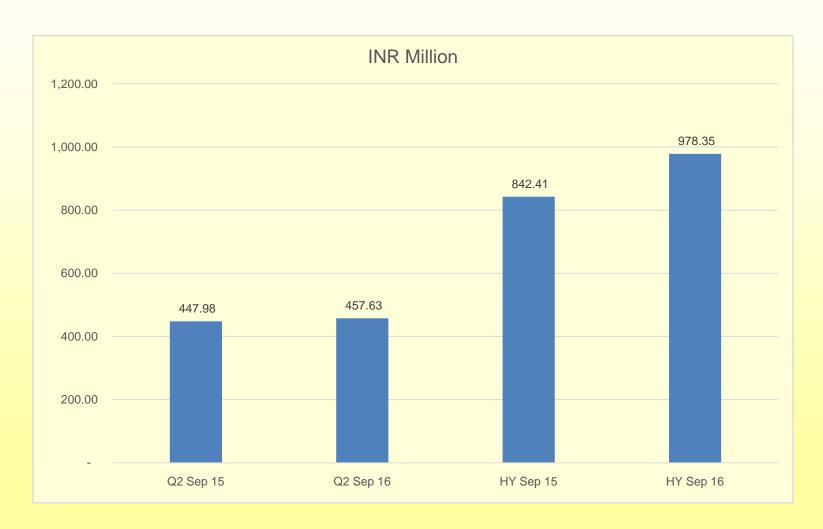
## PRE-R&D EBIDTA







# PRE-R&D CASHFLOW





# FINANCIAL SNAPSHOT

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

|                                      | 2016-17<br>Q2 | 2016-17<br>Q1 | Growth<br>% | 2015-16<br>Q2 | Growth<br>% | 2016-17<br>HY | 2015-16<br>HY | Growth<br>% |
|--------------------------------------|---------------|---------------|-------------|---------------|-------------|---------------|---------------|-------------|
| Income                               | 1,223.05      | 1,377.24      | -11.20%     | 1,229.50      | -0.52%      | 2,600.29      | 2,292.66      | 13.42%      |
| Pre-R&D EBITDA                       | 582.90        | 626.21        | -6.92%      | 522.92        | 11.47%      | 1,209.11      | 988.86        | 22.27%      |
| Pre-R&D EBITDA<br>Margin             | 47.66%        | 45.47%        |             | 42.53%        |             | 46.50%        | 43.13%        |             |
| EBITDA                               | 436.36        | 479.31        | -8.96%      | 372.29        | 17.21%      | 915.67        | 678.87        | 34.88%      |
| EBITDA Margin                        | 35.68%        | 34.80%        |             | 30.28%        |             | 35.21%        | 29.61%        |             |
| EBIT                                 | 390.84        | 431.25        | -9.37%      | 327.31        | 19.41%      | 822.09        | 604.85        | 35.92%      |
| EBIT Margin                          | 31.96%        | 31.31%        |             | 26.62%        |             | 31.62%        | 26.38%        |             |
| Financing costs                      | 12.37         | 15.96         |             | 15.08         |             | 28.33         | 25.42         |             |
| Taxes                                | 112.89        | 89.54         |             | 59.87         |             | 202.43        | 121.03        |             |
| Net Profit after tax                 | 264.44        | 324.63        | -18.54%     | 251.24        | 5.25%       | 589.07        | 456.13        | 29.15%      |
| NP Margin                            | 21.62%        | 23.57%        |             | 20.43%        |             | 22.65%        | 19.90%        |             |
| EPS (basic & diluted not annualised) | 2.09          | 2.56          |             | 1.98          |             | 4.65          | 3.60          |             |
| Paid up share capital                | 407.00        | 407.00        |             | 407.00        |             | 407.00        | 407.00        |             |
| (One Rupee Share)                    | 127.28        | 127.28        |             | 127.28        |             | 127.28        | 127.28        |             |
| Depreciation                         | 45.52         | 48.06         | 0.050/      | 44.98         | 0.700/      | 93.58         | 74.03         | E 2.40/     |
| R&D expenses                         | 146.54        | 146.90        | -0.25%      | 150.63        | -2.72%      | 293.44        | 309.99        | -5.34%      |

#### News Release



- During the period Suven secures 9 product patents covering India,
   Japan, Hong Kong, Canada, Israel, Europe, China and Mexico.
- Suven Life Sciences presented at Society for Neuroscience (SFN-2016) San Diego, USA
- Suven Life Sciences presented at Bio-Europe 2016 at Cologne, Germany
- Suven Life sciences presented at AAPS 2016 at Denver, USA
- Suven Life Sciences presented at Jefferies Healthcare Conference 2016 in London, UK