



CS/NSE/BSE/PR/2016-17
May 31, 2016

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: Annual Investors Conference on 01st June, 2016

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We wish to inform you that Suven Life Sciences team is participating in “**Annual Investors Conference Trinity India – 2016**” with fund managers and analysts meet organized in Mumbai by B&K Securities on June 01, 2016 and please find enclosed Corporate Presentation.

This is for your information and records.

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 website: www.suven.com



Suven Life Sciences Limited

Corporate Presentation

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

1



Company Overview

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Our Business Strategy

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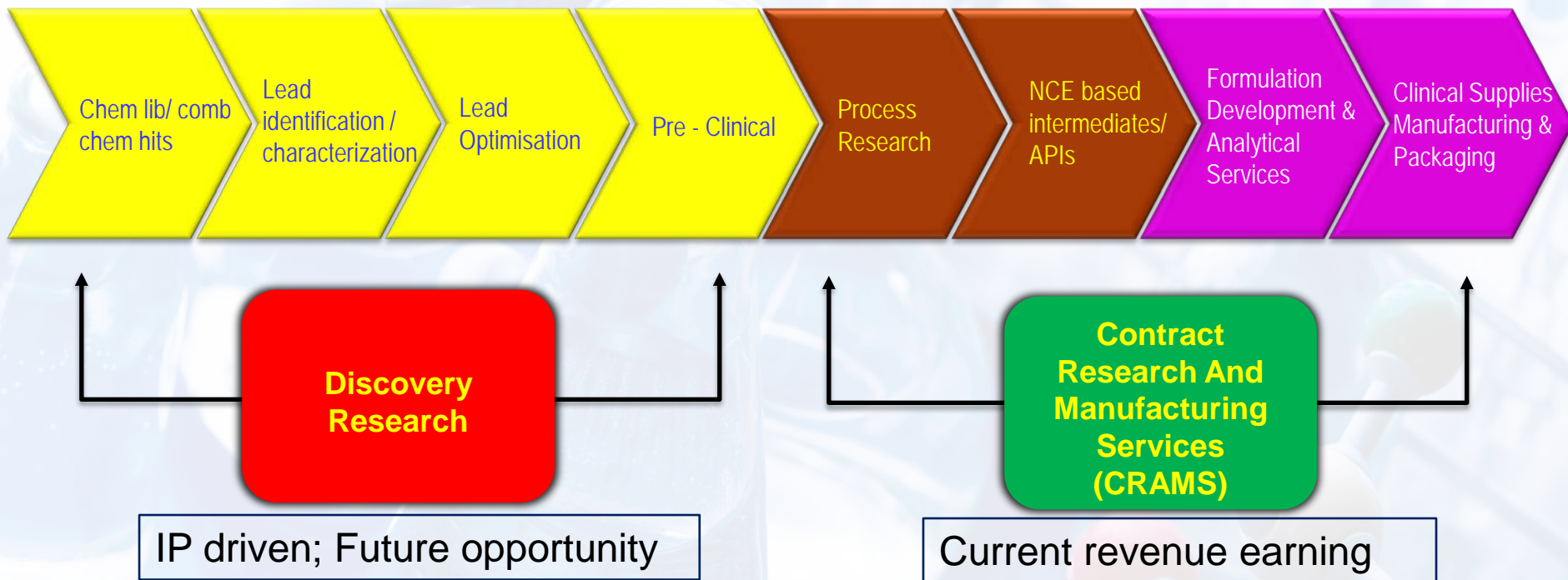


Our Financial Approach

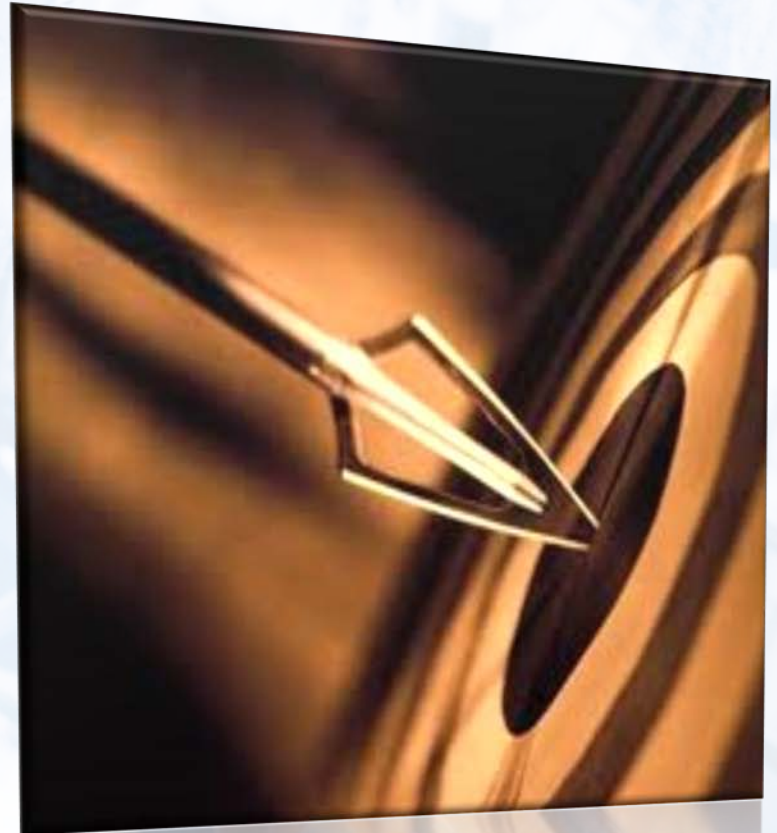


Company Overview

Business Model



- Providing world-class R&D solutions for Global Life Science companies with quality, speed and in a cost effective manner
- In search of new CNS therapies for better living



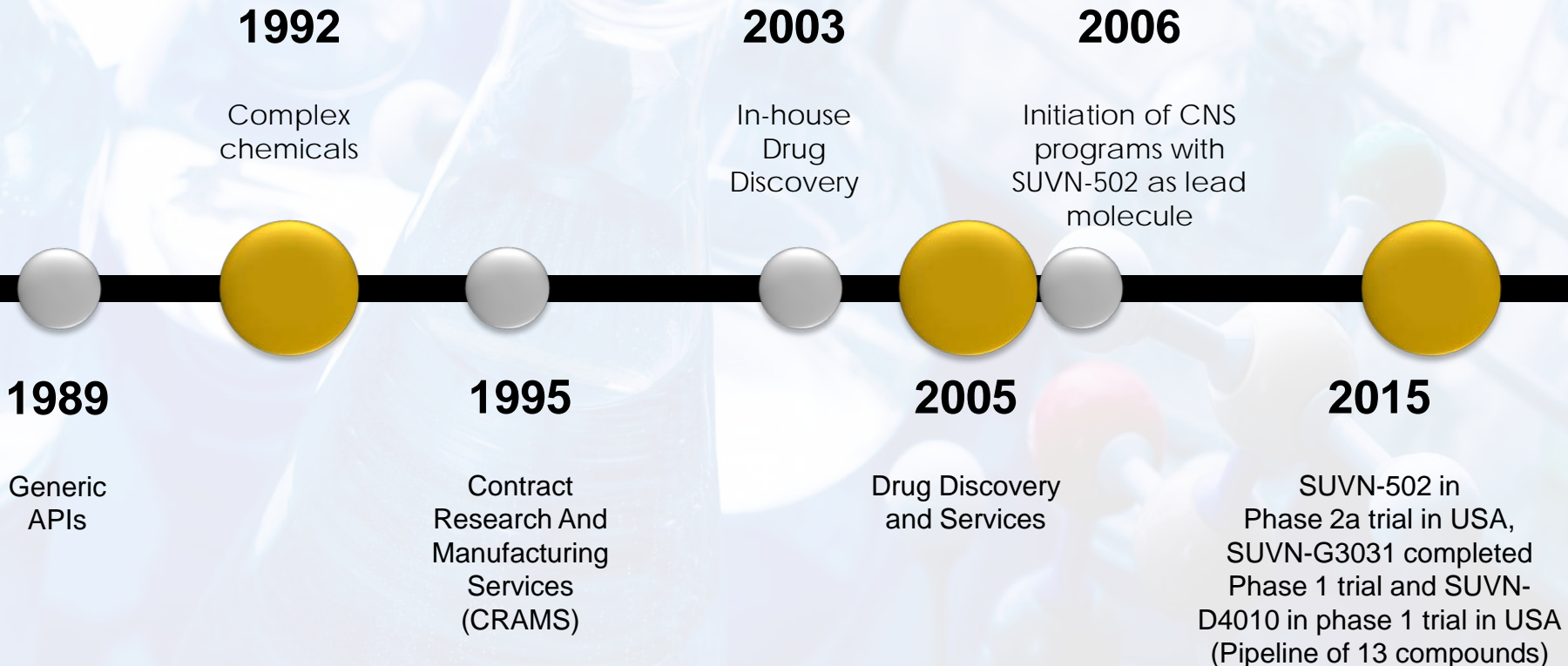
Our Evolution

- Pioneer in CRAMS

- Proven ability and expertise

- Diverse and entrenched business relationships

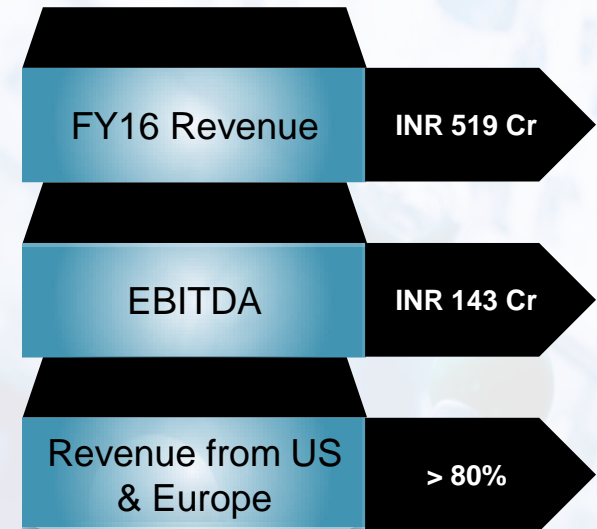
- Well integrated CRAMS and Discovery services



In search of new CNS therapies for better living

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
- **113+3** Number of active CRAMS projects
- World class infrastructure, equipment and models with over 800 employees
- Robust financials and a healthy balance sheet
- Relationships with over 22 global pharmaceutical companies
- USFDA inspected facilities
- Current total cash and cash equivalents ~ INR 241 Cr.



SUVEN Discovery

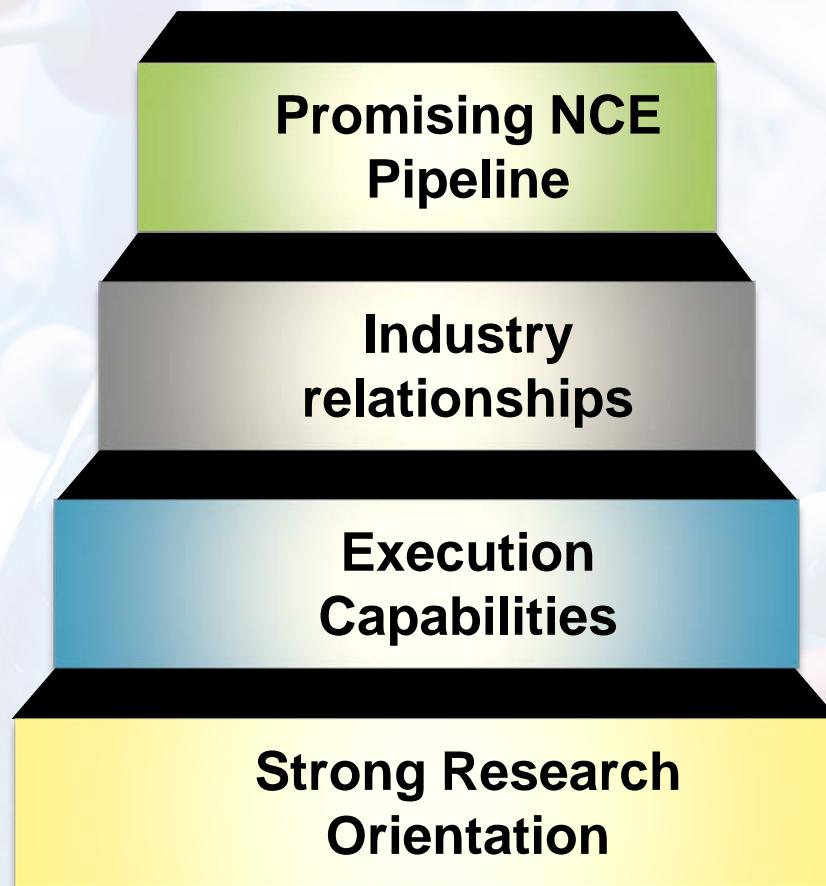
- SUVN 502 ongoing Phase 2a (POC) clinical trial in USA; expected data read-out in Q4-2017; Targeted enrollment of 537 patients in USA for Alzheimer's disease
- SUVN-G3031 for Cognition in Alzheimer's Disease completed Phase 1 Clinical Trial in USA under US-IND and undergoing long term toxicology studies prior to entering Phase 2 trial
- SUVN-D4010 for Cognition in Alzheimer's Disease; ongoing Phase 1 Clinical Trial in USA under US-IND
- SUVN-911 undergoing IND enabling long term toxicology studies prior to entering Phase 1 study
- Suven has **750+** product patents for **27** inventions and **37** process patents for **7** inventions.

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

1 Focused on value addition in research and development

2 Investing in R&D over a decade specializing in CNS segment

3 NCE based CRAMS



Focus on driving quality research projects for clients

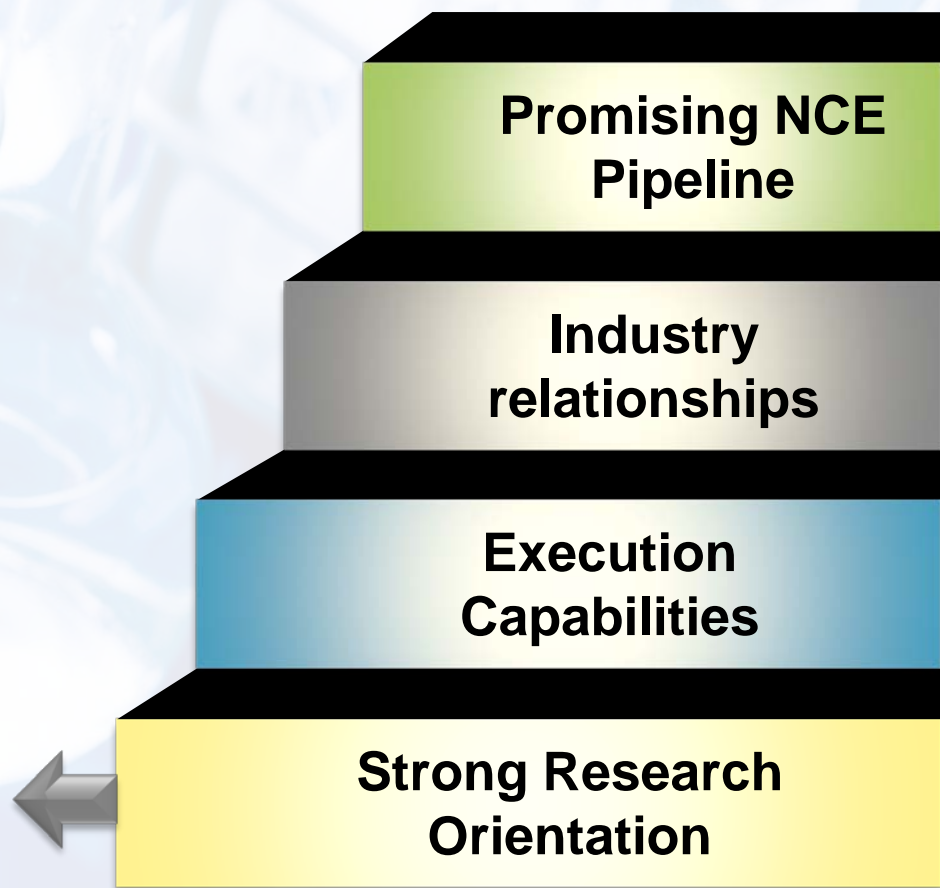
In search of new CNS therapies for better living



Business Drivers



- An integrated research service provider with unmatched capabilities
- Well qualified research team of 386 scientists of which 30 are PhD holders
- Undertaken 750+ CRAMS projects since inception
- Pioneer in CRAMS business – research to execution



Suven

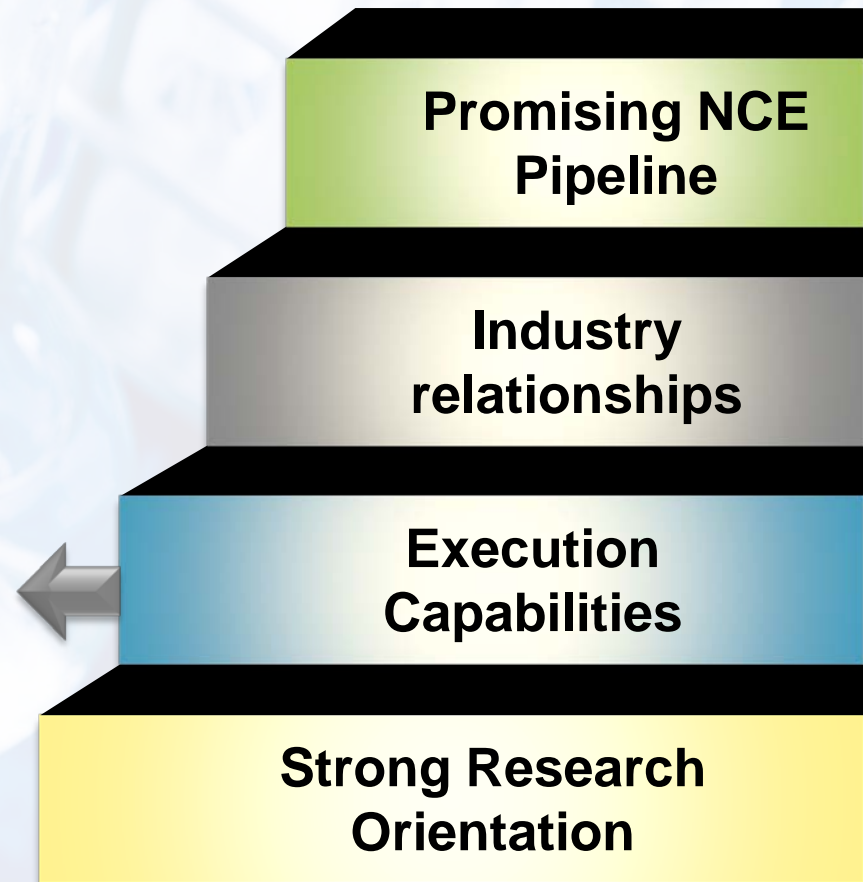
- Contract research
- Innovation led
- Pioneer in CRAMS
- Long term approach
- High focus on NCEs
- Full spectrum services

Others

- Contract manufacturing
- Process led
- Followers & 'Me-too' segments
- Short term approach
- Mostly generics
- Mostly chemistry services



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



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, Andhra Pradesh, India
SUVEN API & Formulation Facility



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

Banjara Hills, Hyderabad, India
Corporate Office



Jeedimetla, Andhra Pradesh, India
SUVEN R&D–Pilot Plant

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

Suryapet, Andhra Pradesh, India
SUVEN Intermediate Mfg. Facility

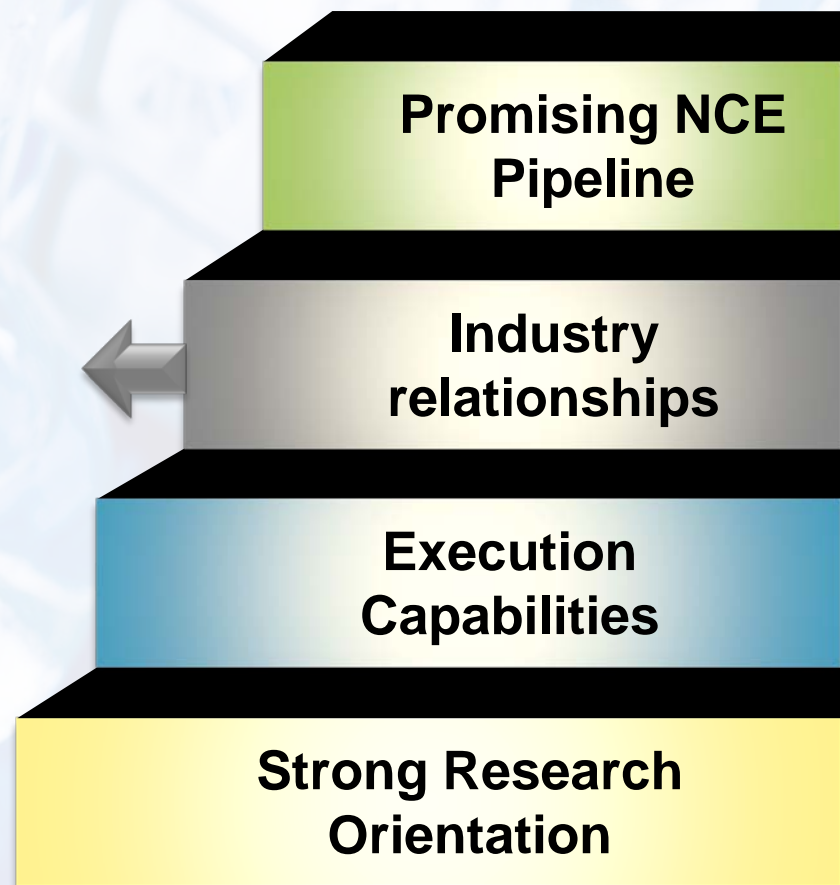


SUVEN USA, New Jersey
Business Office

- Business Development
- Project Management
- Intellectual Property Management



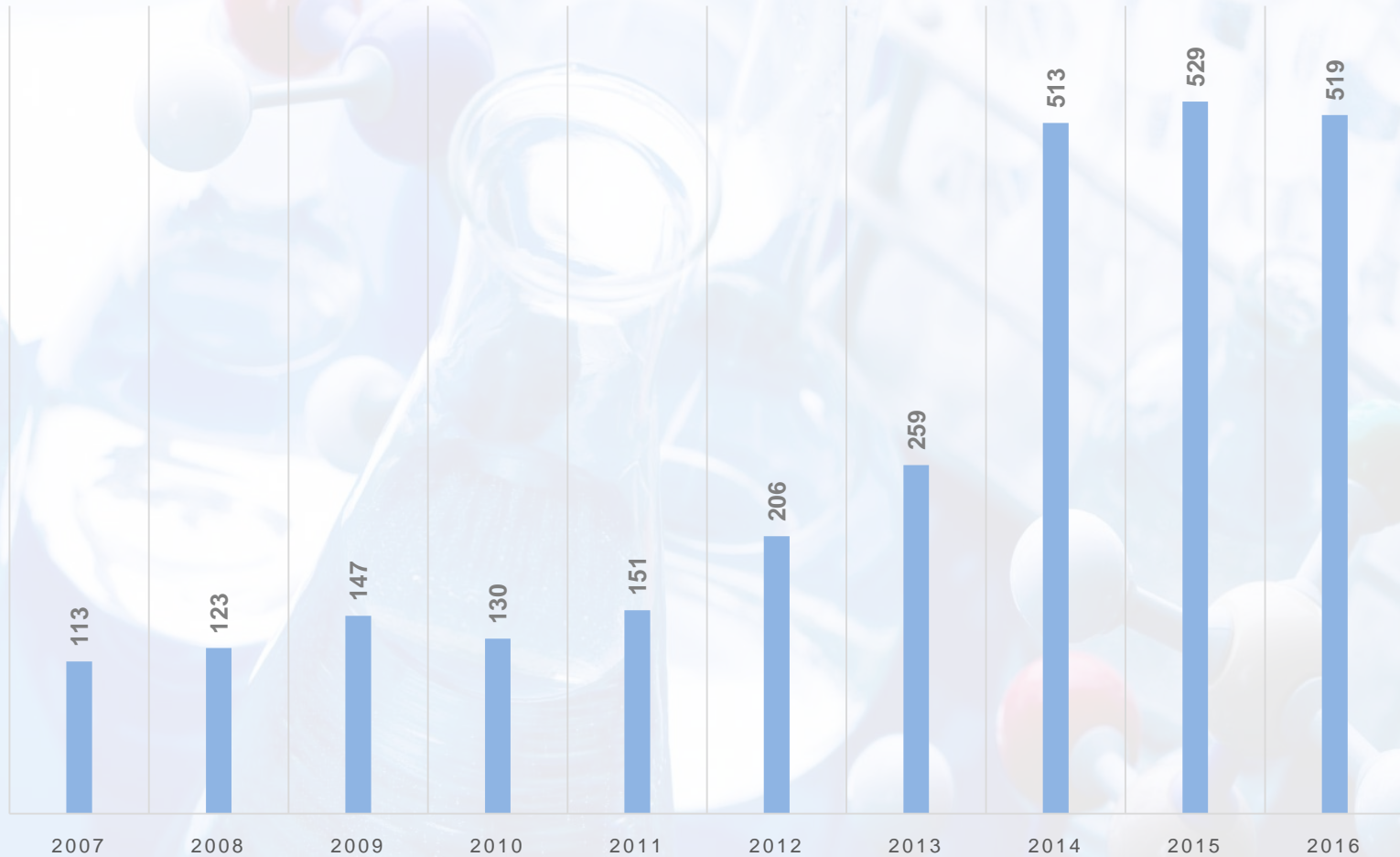
- Repeat business owing to long standing relationships with MNC companies
- Long term commercial supply opportunity with the launch of product by global sponsors
- Working with innovator companies in developed markets having stringent regulations – reflection of our research skills
- Over 85% of revenues from US and Europe



Our Relationships



REVENUE GROWTH - INR/CRORES

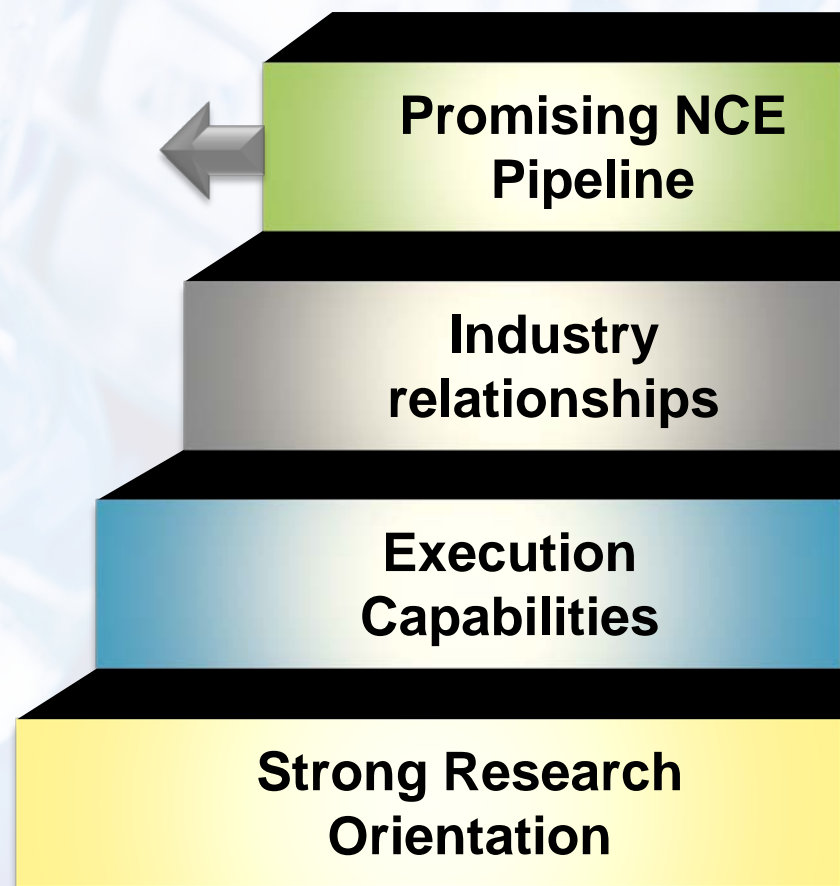




Business Drivers



- One of the few players in the world in the high value 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
- Promising NCE research pipeline of 13 molecules



Mr. Venkat Jasti
Chairman & CEO

- **Management**
 - Good integrity
 - Capable & Focused
 - Technically sound
- **Corporate Transparency**
- **Good corporate governance**

Dr. Ramakrishna Nirogi

VP Discovery Research

Dr. Veera Reddy Arava

VP Process Research

Dr. Rajendiran Chinnapillay

VP Process Research

Dr. Padmakumar Kaimal

VP Strategic Affairs

Mr. Murthy VSN

VP Technical

Mr. Mohan Rao Mannam

VP Business Development

Mr. Venkatraman Sunder

VP Corporate Affairs

Mr. Kameshwara Rao

VP Corporate Quality

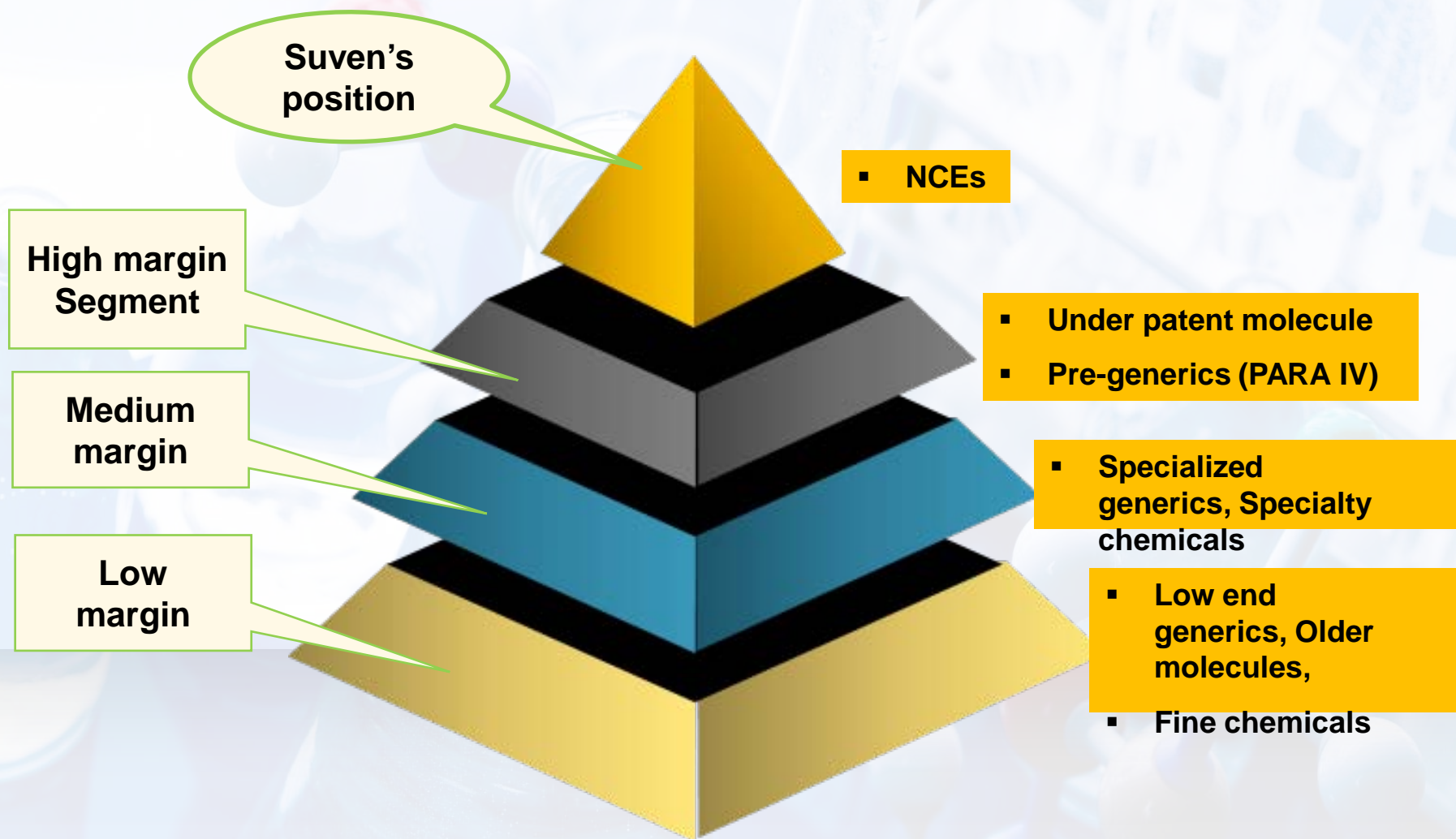
Mr. Subba Rao Parupalli

Chief Financial Officer



Our Business Strategy

The CRAMS Value Chain



- 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 64 Phase 1, 48 phase 2, 1 phase 3 projects and 3 commercial stage

SUVEN Market Opportunity

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

Key Risks and Challenges

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

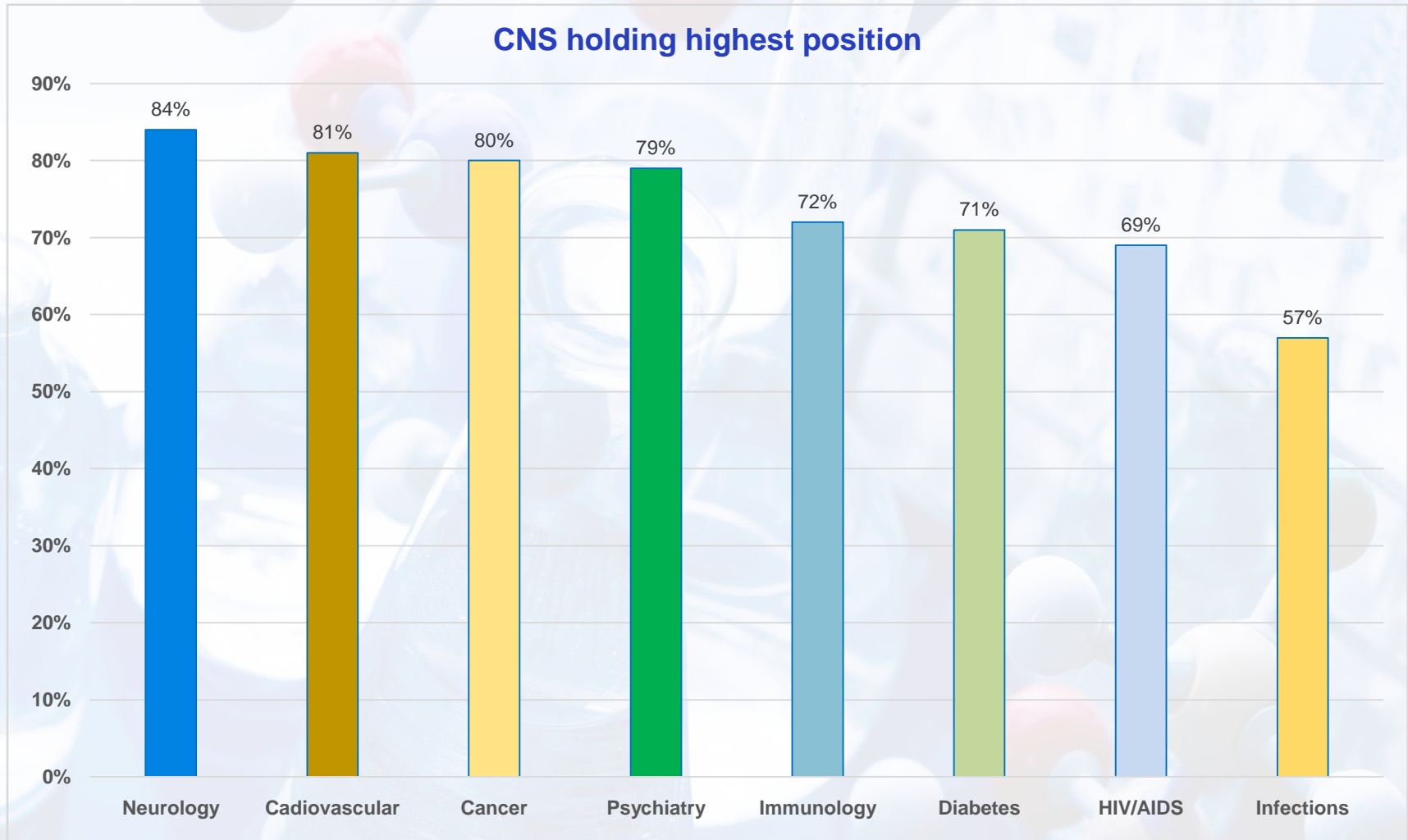
Key Takeaways

- Growth in CRAMS to fund drug discovery
- An integrated solutions provider for CNS in Asia.
- In-house drug discovery programs with future out-licensing opportunities

Drug Discovery R&D - CNS

- Why CNS?
- Central Nervous System (CNS) market is the Second Largest Therapeutic Category (15%) and it is one of the Fastest Growing segment
- Highly unmet medical need
- More than 200 compounds under development
- Challenges – High attrition during discovery and clinical development
- Highly rewarding – Based on the recent licensing deals in this segment

Potential First-in-Class medicines in selected therapeutic areas in United States



Source: PhRMA 2015 report and article from Analysis Group. Innovation in the biopharmaceutical pipeline: a multidimensional view, January 2013

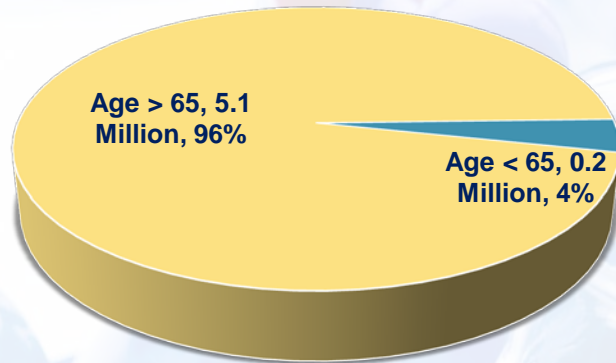
Quick overview of Alzheimer's disease

- An estimated 5.3 Million Americans of all ages have Alzheimer's disease in 2015 and estimated 5.1 Million are age 65 and older.
- Alzheimer's disease is the 6th leading cause of death in the United States
- It is the only cause of death in the top 10 in America that cannot be prevented, cured or slowed.
- An estimated 3.2 Million aged 65 or older are Women which constitute almost two thirds of Americans with Alzheimer's disease
- One in three Seniors dies with Alzheimer's or another dementia
- Only 45% of people with Alzheimer's disease or their caregivers report being told of their diagnosis
- An estimated 70,000 people with Alzheimer's of 65 years or older will die in United States in 2015.
- In 2015, Alzheimer's and other dementias will cost United States \$226 Billion. By 2050, these costs could rise as high as \$1.1 Trillion
- In 2014, Americans provided nearly 18 Billion hours of unpaid care to people with Alzheimer's disease and other dementias'

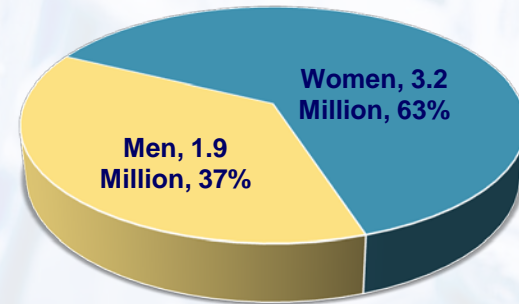
Source: Alzheimer's association, alz.org®

Population with Alzheimer's disease

5.3 Million Americans with Alzheimer's disease in 2015



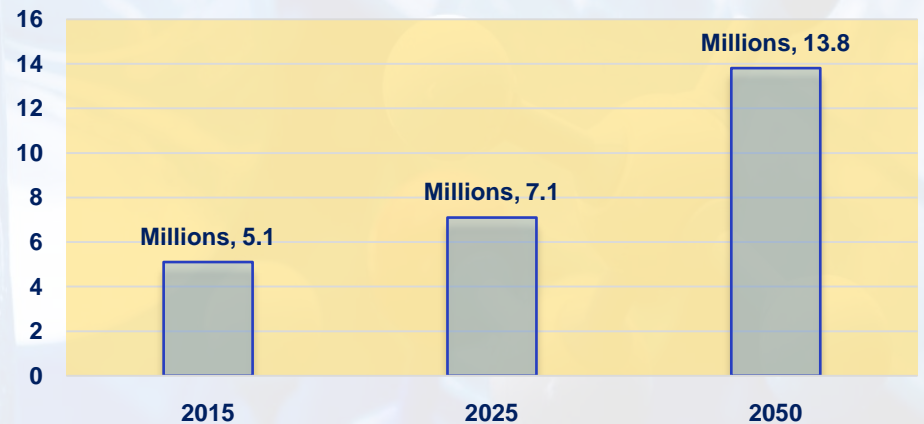
Women constitute two-thirds of Americans with Alzheimer's disease aged 65 and above



Globally 26 Million people affected with Alzheimer's disease in 2015





Current \$10 Billion market size of Alzheimer's likely to triple by 2022 in United States

Estimated Alzheimer's patients in United States aged 65 and above



Source: Alzheimer's Association, alz.org®

Suven NCE Assets in CNS

Candidates	Pre-clinical & GLP Tox	Clinical Phase			Indication
		I	II	III	
SUVN-502 5-HT ₆ antagonist					Cognitive Deficits Associated with Alzheimer's Disease
SUVN-G3031 H ₃ inverse agonist					
SUVN-D4010 5-HT ₄ agonist					
SUVN-911 α4β2 antagonist					Depression (MDD)

Potential to address the unmet medical need

Potential For SUVN-502 – Similar compounds

Lu AE58054 (Lundbeck, Otsuka) July 2013

\$150 Mn upfront for phase II program. Ongoing phase III

RVT-101 (GSK, Axovant) December 2014

Bought post POC compound in Dec 2014 from GSK for \$5 Mn + future milestones and sales royalties. Raised \$362 Mn in June 2015. Entered Phase 3 program

SUVN-502, mechanism clear and fits

Phase 2a (POC) commenced in October 2015

Source: Based on published news reports and news releases



Our Financial Approach

R&D cost expensed out each year

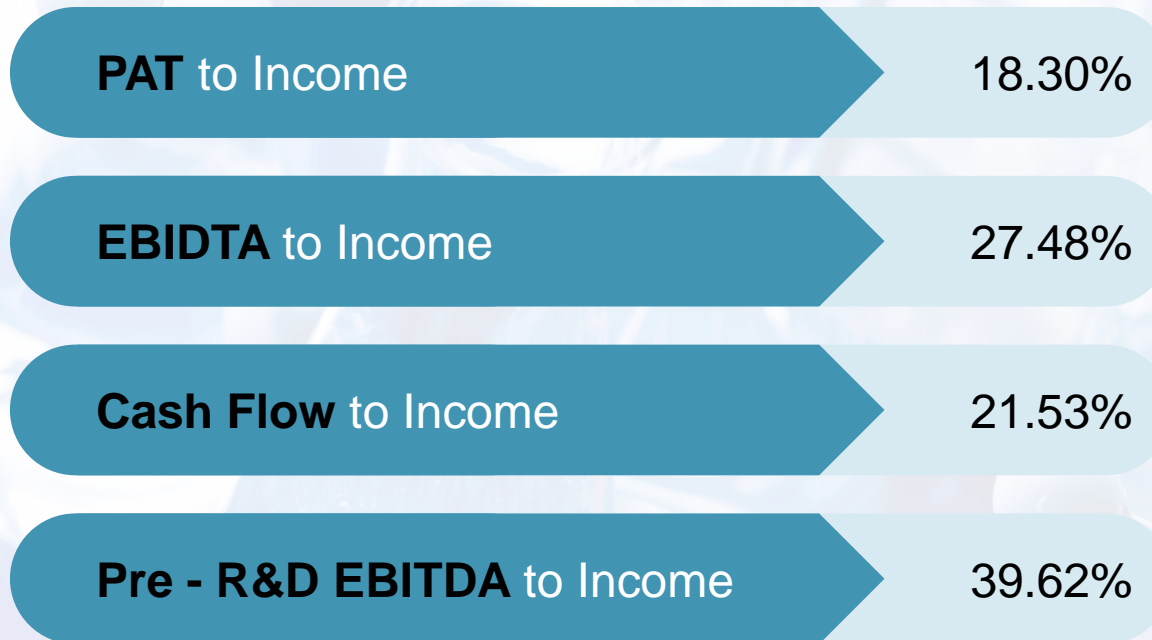
Prudent utilization of cash flows

Low debt

Shareholder value creation focus

Consistently dividend paying

Key Ratios FY16



Financial Snapshot

All figures in INR Million except ratios and per share data

Year ending March 31'	2015-16	2015-16	2014-15	Growth %
	Standalone	Consolidated	Standalone	
Income	5,188.73	5,188.73	5,294.36	-2.00%
Pre-R&D EBITDA	2,055.55	2,055.06	2,250.02	-8.64%
Pre-R&D EBITDA Margin	39.62%	39.61%	42.50%	
EBITDA	1,426.04	1,143.78	1,680.40	-15.14%
EBITDA Margin	27.48%	22.04%	31.74%	
EBIT	1,258.83	976.57	1,562.64	-19.44%
EBIT Margin	24.26%	18.82%	29.52%	
Financing costs	54.17	54.21	47.09	
Taxes	254.98	254.98	428.04	
Net Profit after tax	949.69	667.39	1,087.50	-12.67%
NP Margin	18.30%	12.86%	20.54%	
EPS (basic & diluted not annualised)	7.46	5.24	9.04	
Paid up share capital (One Rupee Share)	127.28	127.28	127.28	
Depreciation	167.20	167.20	117.76	
R&D expenses	629.51	911.28	569.63	10.51%

Suven Life Sciences Ltd

6/F, Serene Chambers

Road No. 5, Avenue 7

Banjara Hills

Hyderabad 500034

Tel: +91 40 2354 1142

Fax: +91 40 2354 1152

info@suven.com