



CS/BSE/NSE/PR/2017-2018
December 11, 2017

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 Investors Conference Emergent on 12th December, 2017

.....

We wish to inform you that senior management team of Suven Life Sciences is giving corporate presentation in “**B&K's Investor Conference Emergent India-2017**” with fund managers and analysts meet organized in Mumbai by B&K Securities on 12th December, 2017.

Please find enclosed Corporate Presentation.

This is for your information and record.

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

A handwritten signature in black ink, appearing to read "K Hanumantha Rao".

K Hanumantha Rao
Company Secretary

Suven Life Sciences Limited

Registered Office: 8-2-334 I SDE Serene Chambers I 6th Floor Road No.5 I Avenue 7
Banjara Hills I Hyderabad – 500 034 I Telangana I India I 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

December 2017

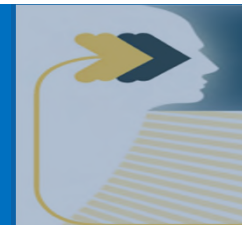


Safe Harbor Statement



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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Company Overview

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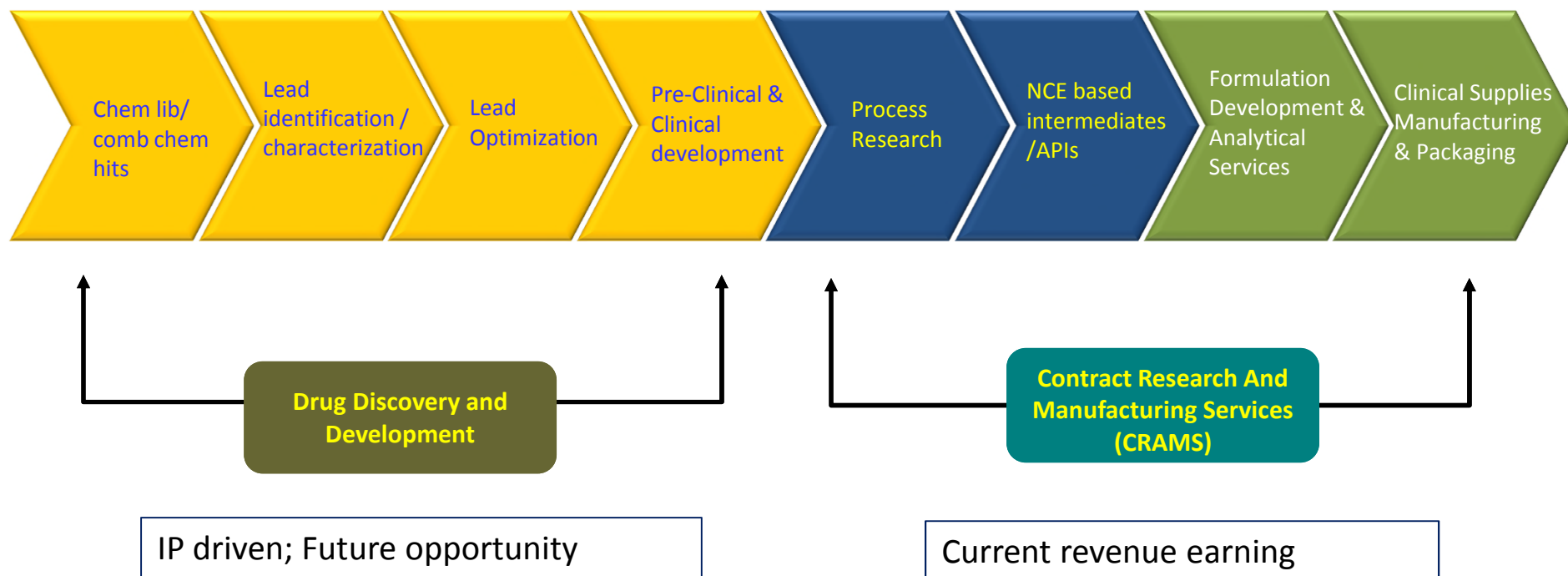
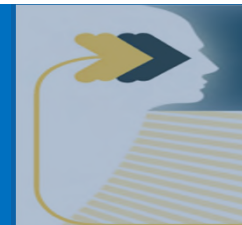
Our Business Strategy

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Our Financial Approach

Business Model



Vision and Mission

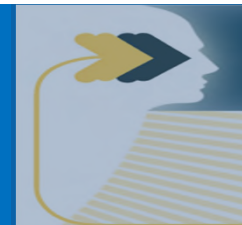


- Providing world-class R&D solutions for Global Life Science companies with efficiency in cost, quality and speed
- Become a leading company focused on treatments for unmet medical needs in Mental Health
- Health for patients and value for partners



In search of new CNS therapies for better living

Our Evolution

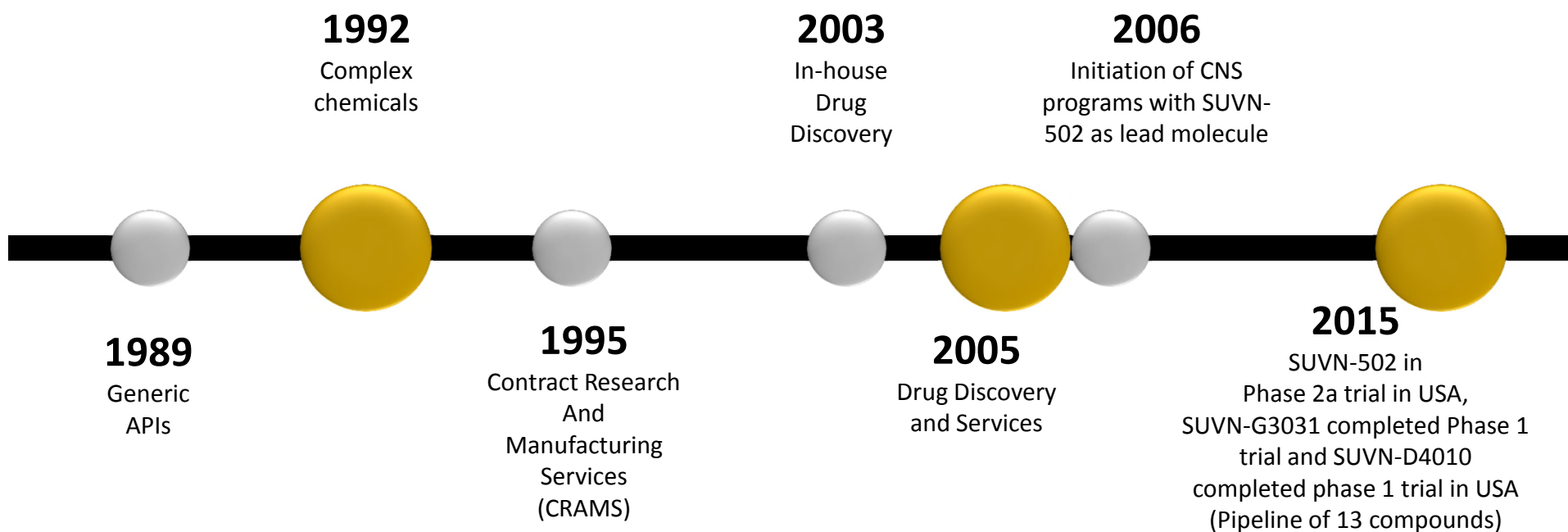


- Pioneer in CRAMS

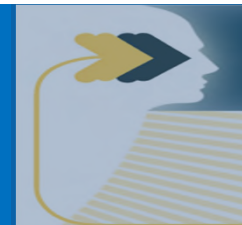
- Diverse and entrenched business relationships

- Proven ability and expertise

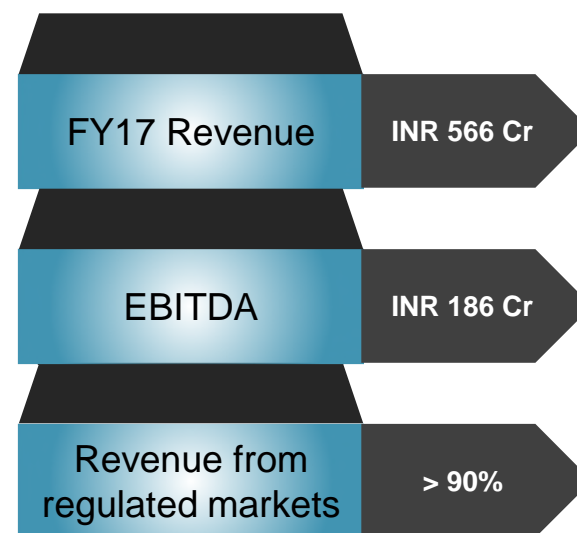
- Well integrated CRAMS and Discovery services



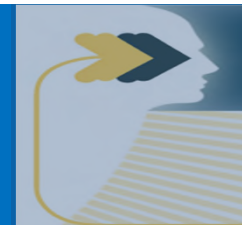
Company Overview



- 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
- **113+3** Number of active CRAMS projects
- World class infrastructure, equipment and models with over 900 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 265+ Cr.



Suven 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
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, Telangana, 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

- 300 CM reactors (93)
 - 500L to 10 KL GL/SS
 - GMP Intermediates
- Suryapet, Telangana, India
SUVEN Intermediate Mfg.
Facility**



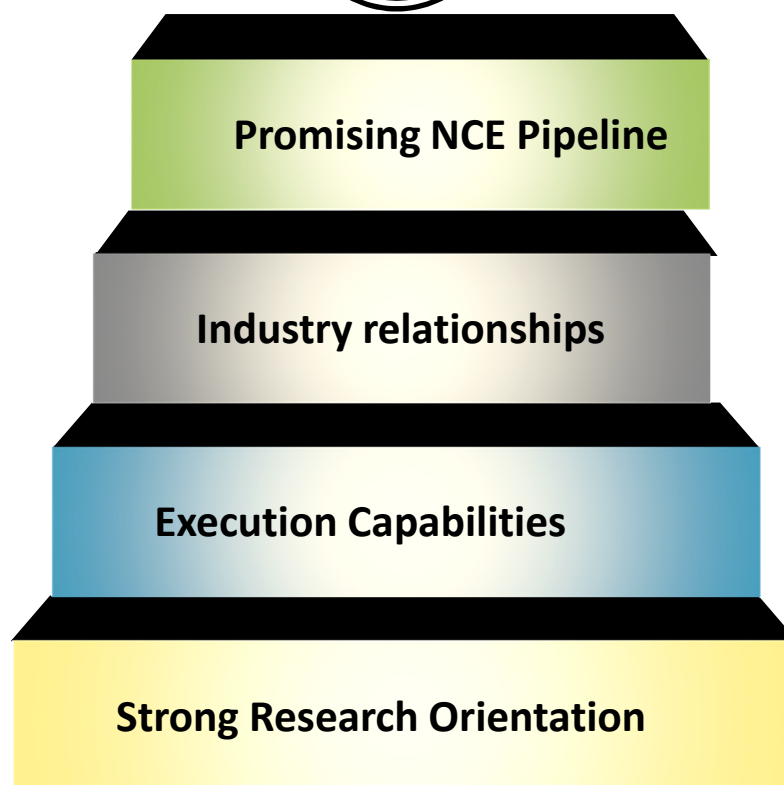
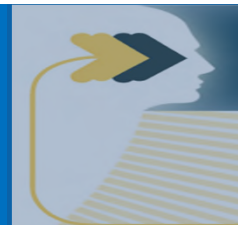
**SUVEN USA, New Jersey
Business Office**

- Business Development
- Project Management
- Intellectual Property Management



In search of new CNS therapies for better living

Business Drivers

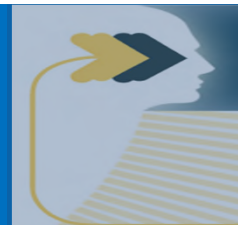


Focus on driving quality research projects for clients

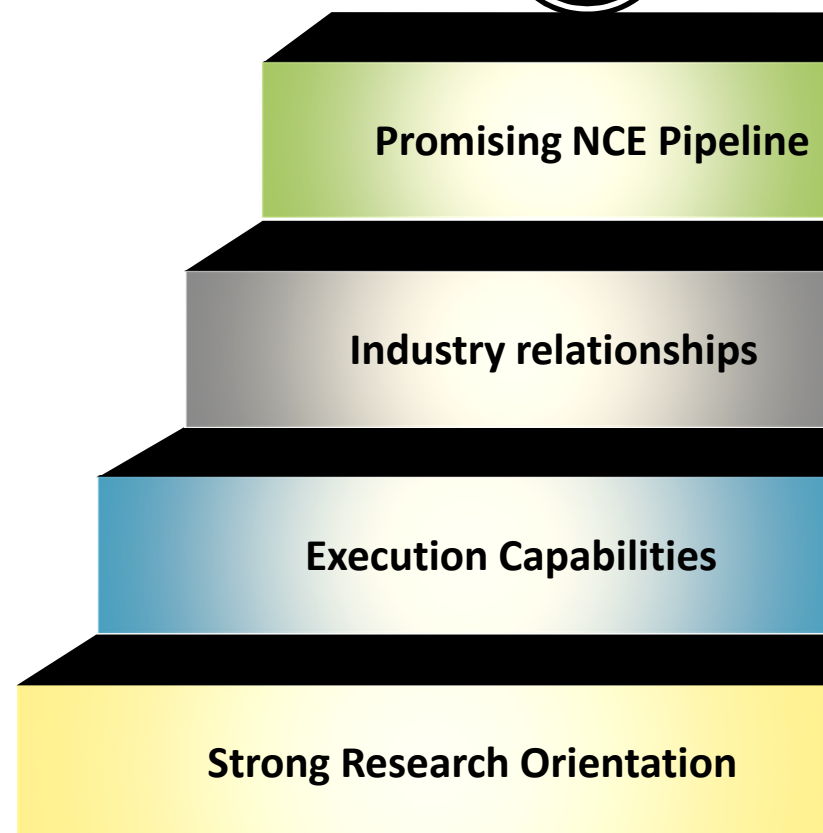
In search of new CNS therapies for better living



Business Drivers

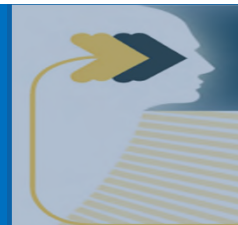


- An integrated research service provider with unmatched capabilities
- Well qualified research team of 400+ scientists of which 35 are PhD holders
- Undertaken 795+ CRAMS projects since inception
- Pioneer in CRAMS business – research to execution

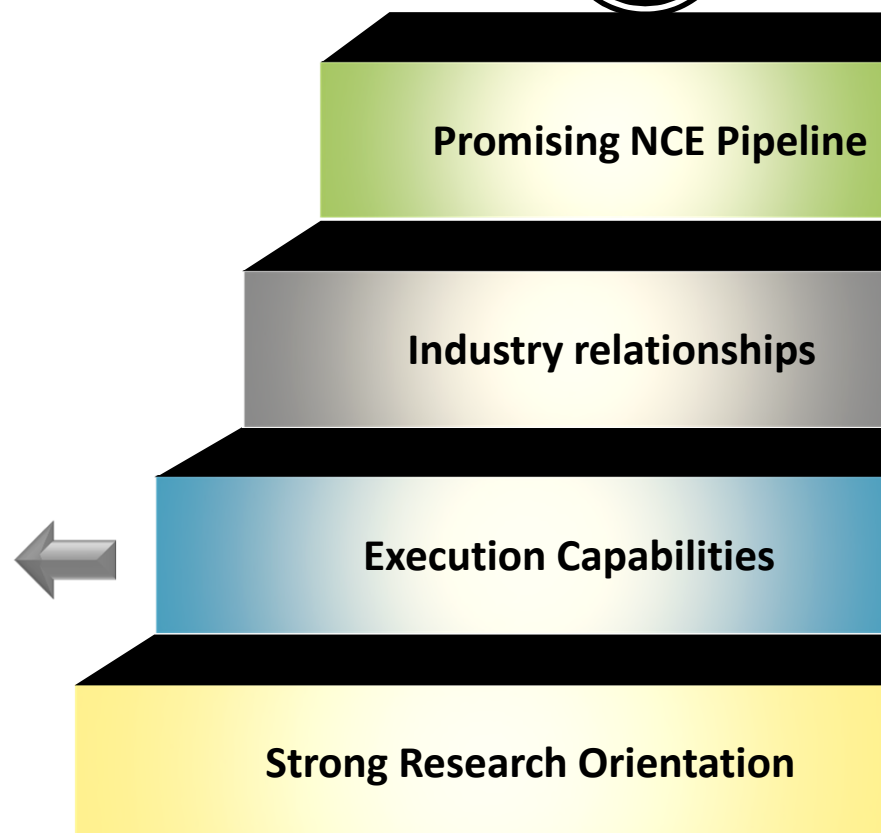


In search of new CNS therapies for better living

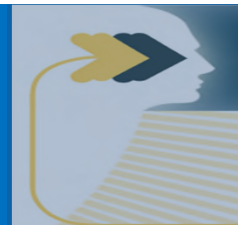
Business Drivers



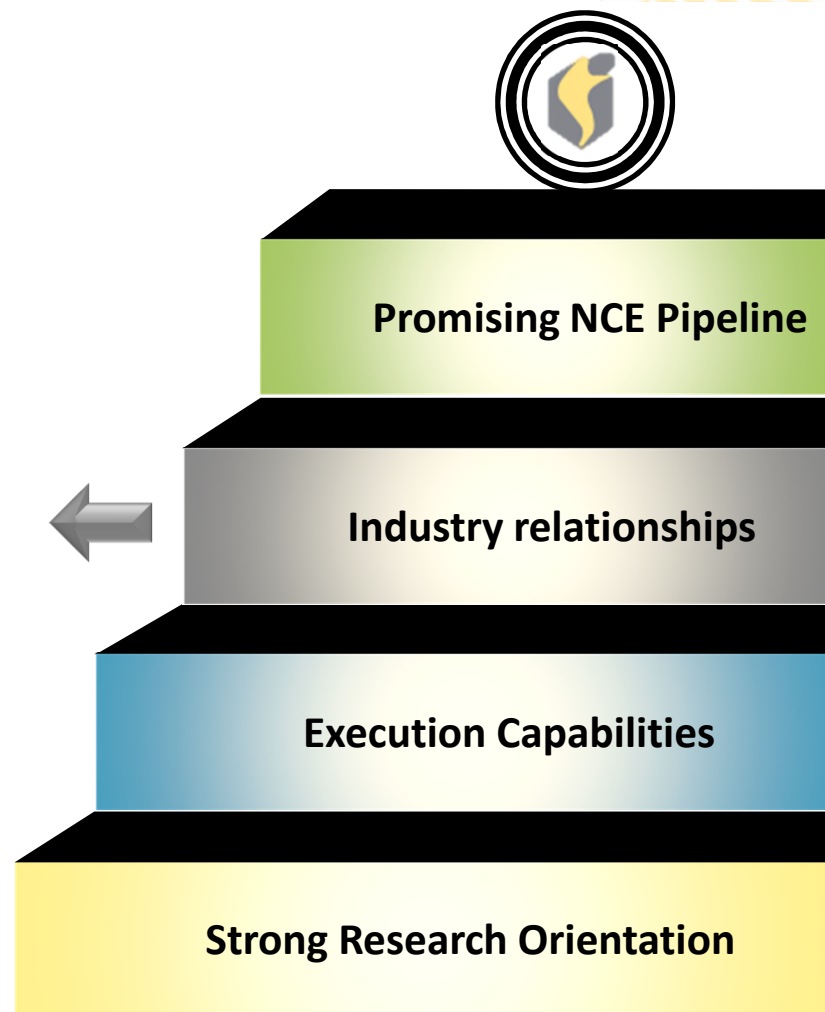
- Present across the entire CRAMS value chain – intermediates & APIs
- Leveraging on research capabilities to delivering NCE research
- State of the art facilities located across



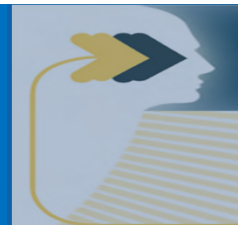
Business Drivers



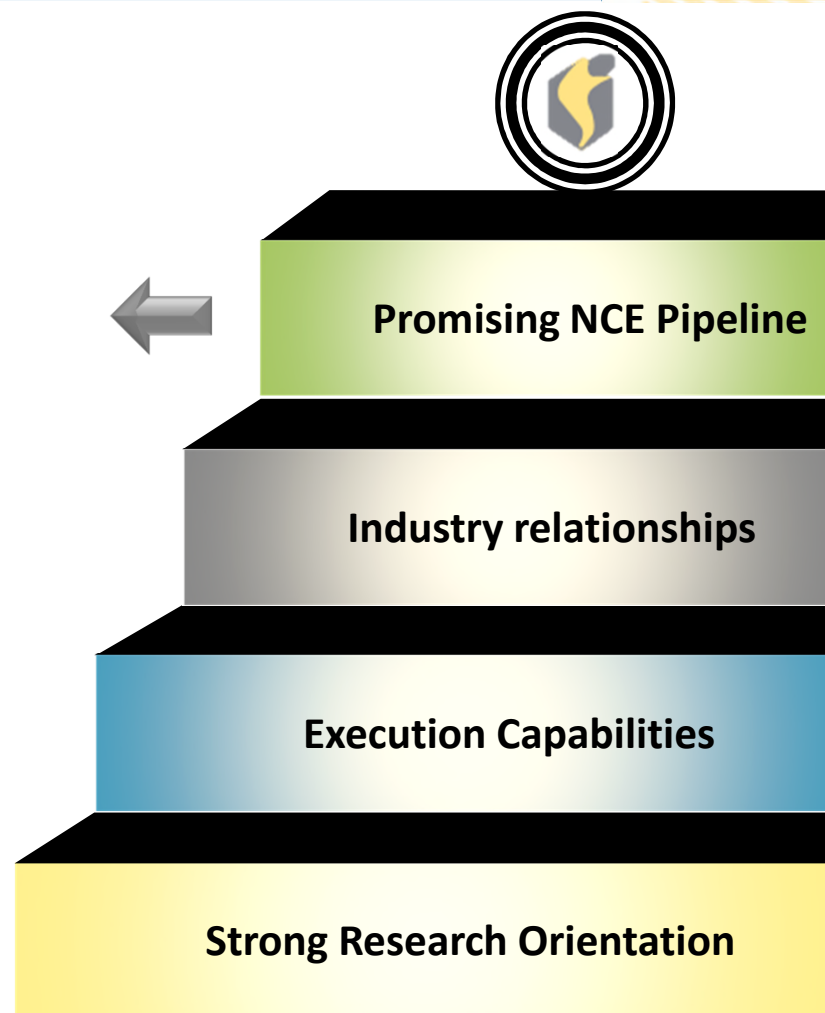
- Repeat business owing to long standing relationships with global companies
- Long term commercial supply opportunity with the launch of product by global sponsors
- Working with innovator companies in developed markets having stringent regulations – reflection of our research skills



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 Management Team



Mr. Venkat Jasti
Chairman & CEO

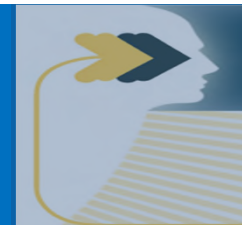
- **Management**
 - Good integrity
 - Capable & Focused
 - Technically sound
- **Corporate Transparency**
- **Good corporate governance**



Our Business Strategy

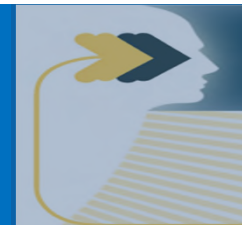
CRAMS

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 - 73
 - Phase 2 - 38
 - Phase 3 – 2
 - Commercial – 3

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 DMFs and 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

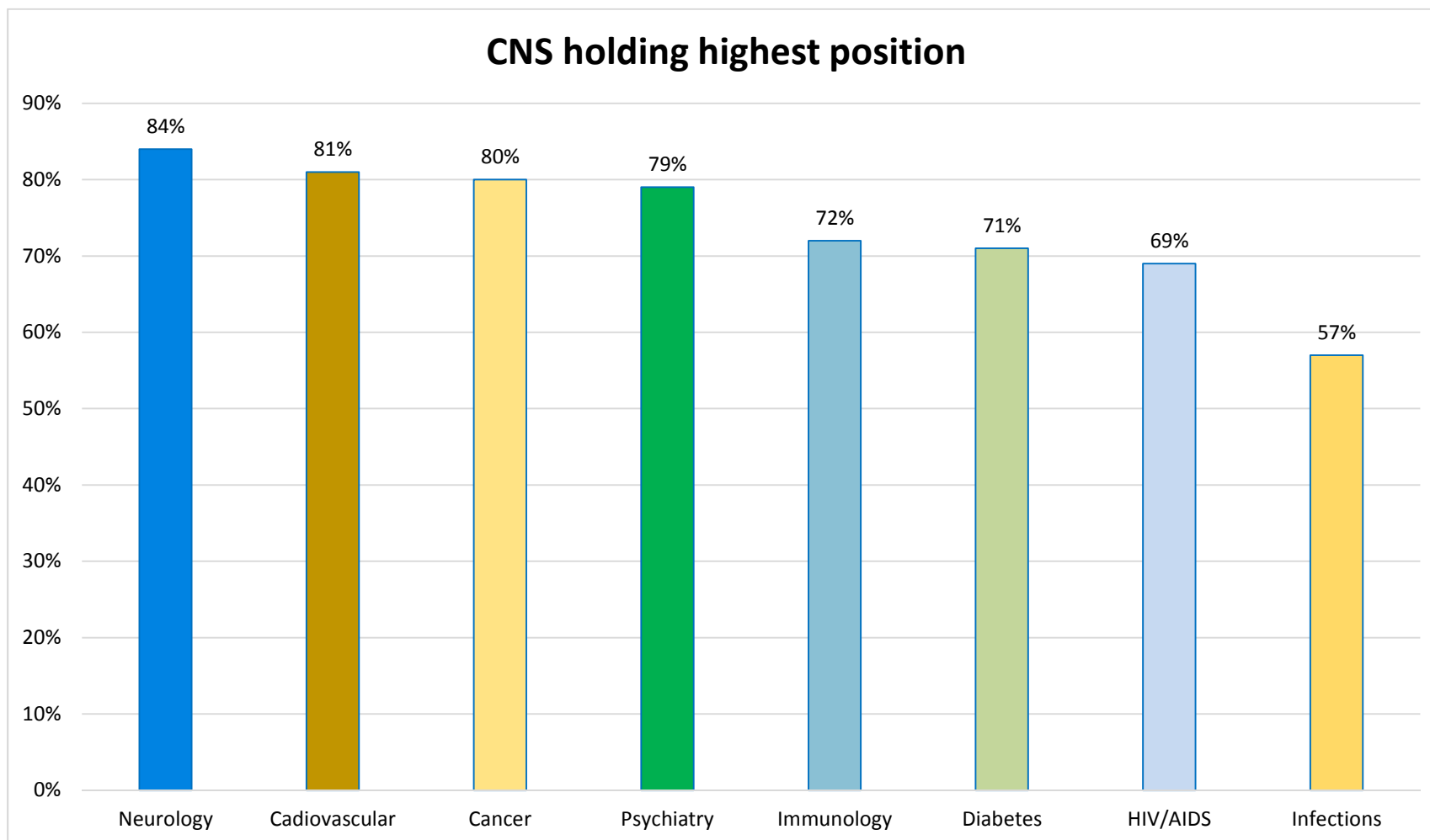
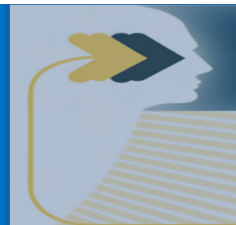
Our Business Strategy Drug Discovery and Development

Suven's chosen therapeutic area: CNS



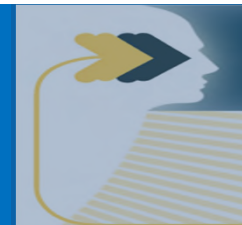
- Why CNS?
- Central Nervous System (CNS) market is the Second Largest Therapeutic Category (15%) and it is one of the Fastest Growing segment
- Highly unmet medical need
- More than 200 compounds under development
- Challenges – High attrition during discovery and clinical development
- Highly rewarding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

In Search of New CNS Therapies



Chosen Therapeutic Targets

Alzheimer's Disease

- ◆ **Potential to be a symptomatic treatment**
 - 5-HT₆ receptor antagonist
 - Histamine H₃ receptor inverse agonist
- ◆ **Potential to be both symptomatic and disease modifying treatment**
 - 5-HT₄ receptor partial agonist
 - M1 receptor positive allosteric modulator

Schizophrenia

- Dopamine D₂, 5-HT_{2A}, SSRI

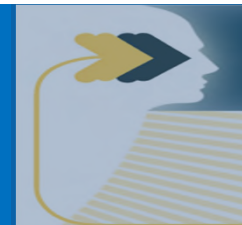
Depression

- Cholinergic α 4 β 2 antagonist

Pain

- Cannabinoid 2 receptor agonist

In Search of New CNS Therapies

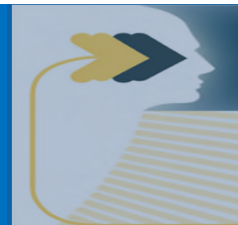


NCE Assets for Partnering

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 unmet medical needs

In Search of New CNS Therapies

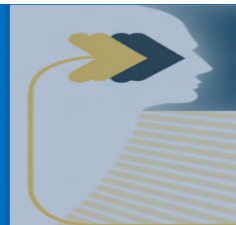


SUVN-502

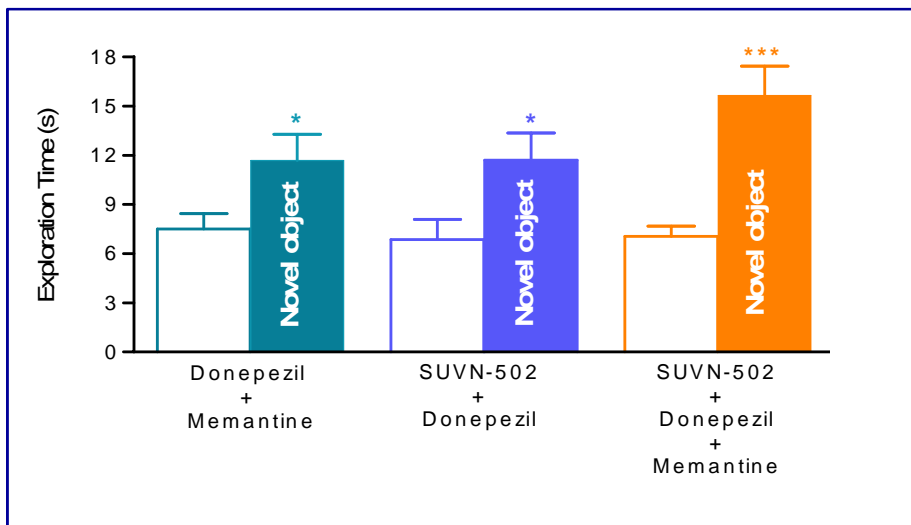
SUVN-502 is a safe, potent, selective, orally available, brain penetrant and pure *5-HT₆ antagonist* being developed for the symptomatic treatment of Alzheimer's disease

Current Status: Phase 2A POC study in progress - USA

Phase 2A POC Study of SUVN-502



SUVN-502

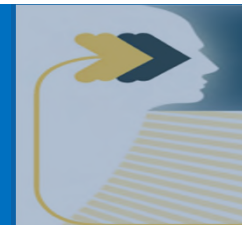


Recruiting Sites / Investigators / Patients

SUVN-502 + Donepezil + Memantine Represents a Promising New Approach for Symptomatic Treatment of Alzheimer's Disease

Our Financial Approach

Financial Approach



R&D cost expensed out each year

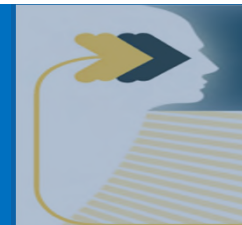
Prudent utilization of cash flows

Low debt

Shareholder value creation focus

Consistently dividend paying

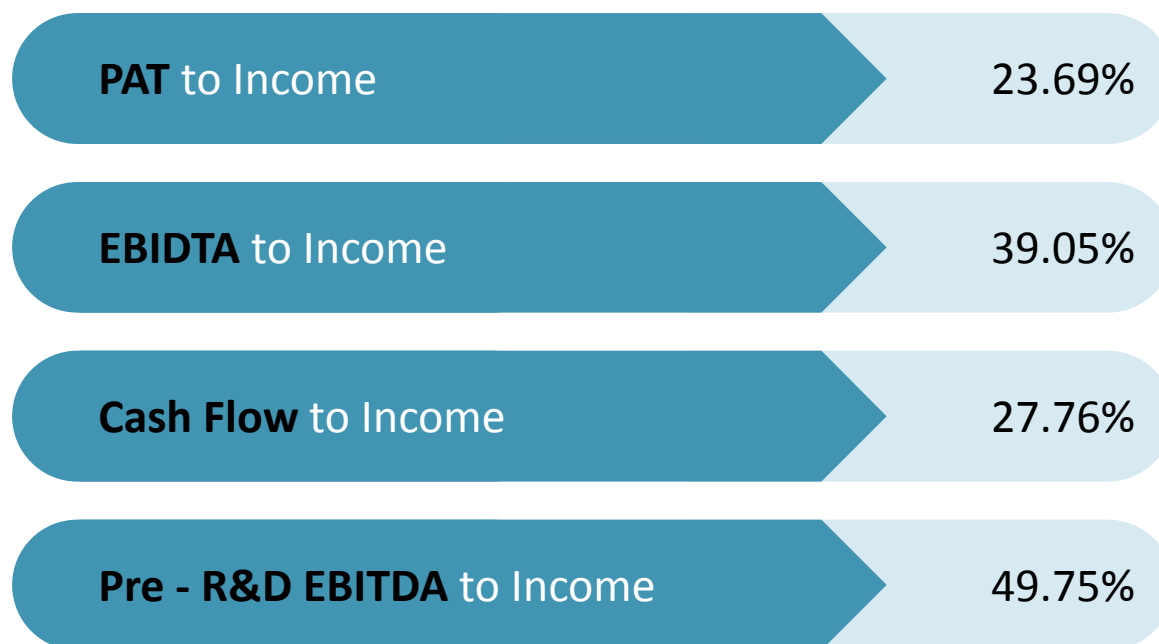
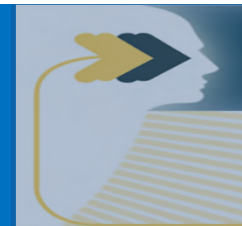
Financial Snapshot – based on Q2 release



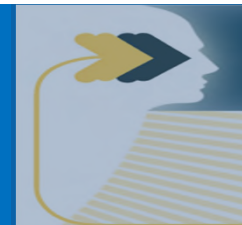
All figures in INR Million except ratios and per share data

	2017-18 Q2	2017-18 Q1	Growth %	2016-17 Q2	Growth %	2017-18 HY	2016-17 HY	Growth %
Income	1,119.91	1,466.42	-23.63%	1,223.05	-8.43%	2,586.33	2,600.29	-0.54%
Pre-R&D EBITDA	617.65	668.97	-7.67%	581.77	6.17%	1,286.62	1,206.85	6.61%
Pre-R&D EBITDA Margin %	55.15%	45.62%		47.57%		49.75%	46.41%	
EBITDA	501.03	508.86	-1.54%	435.23	15.12%	1,009.89	913.41	10.56%
EBITDA Margin %	44.74%	34.70%		35.59%		39.05%	35.13%	
EBIT	447.63	456.94	-2.04%	389.71	14.86%	904.57	819.83	10.34%
EBIT Margin %	39.97%	31.16%		31.86%		34.98%	31.53%	
Financing costs	9.36	12.70		12.37		22.06	28.33	
Taxes	121.05	148.77		112.89		269.82	202.43	
Net Profit after tax	317.23	295.46	7.37%	264.44	19.96%	612.69	589.07	4.01%
NP Margin %	28.33%	20.15%		21.62%		23.69%	22.65%	
EPS (basic & diluted not annualised)	2.09	2.56		1.98		4.65	3.60	
Paid up share capital (One Rupee Share)	127.28	127.28		127.28		127.28	127.28	
Depreciation	53.40	51.92		45.52		105.32	93.58	
R&D expenses	116.61	160.12	-27.17%	146.54	-20.42%	276.73	293.44	-5.69%

Key Ratios FY18 – based on Q2 release



Contact



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