



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

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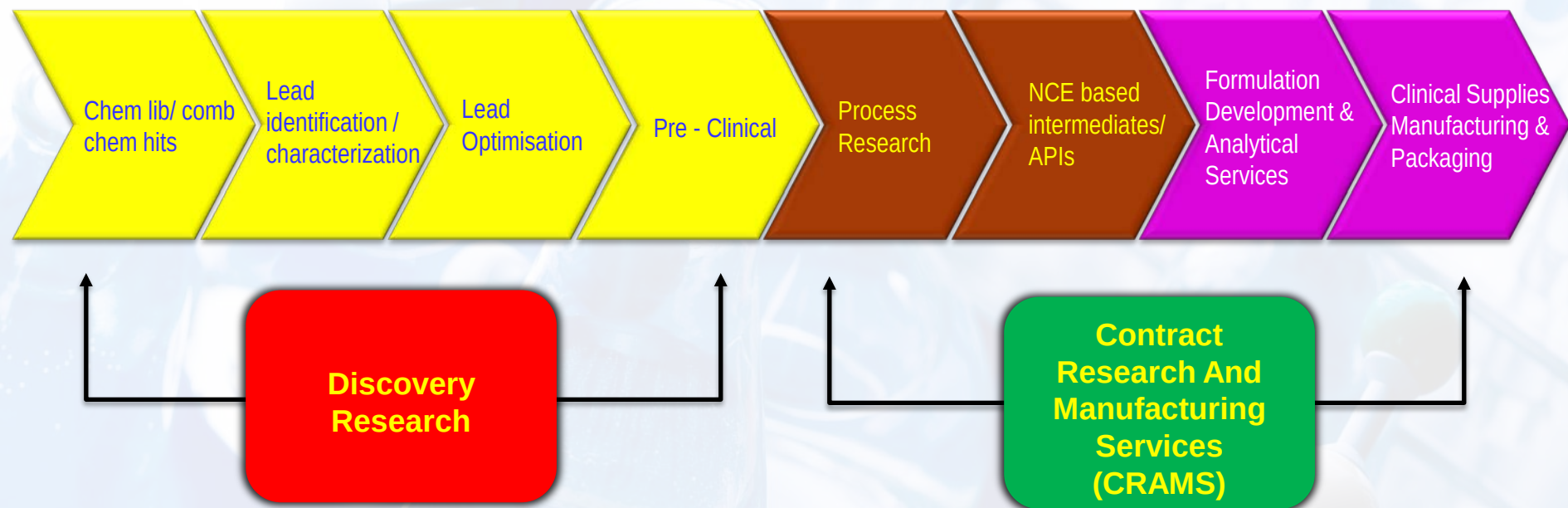


Our Financial Approach



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

1992

Complex chemicals

2003

In-house Drug Discovery

2006

Initiation of CNS programs with SUVN-502 as lead molecule

1989

Generic APIs

1995

Contract Research And Manufacturing Services (CRAMS)

2005

Drug Discovery and Services

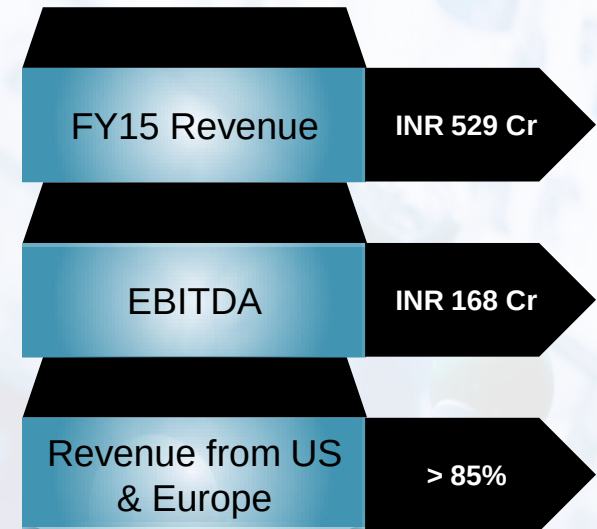
2015

SUVN-502 in Phase 2a trial in USA, SUVN-G3031 completed Phase 1 trial and SUVN-D-4010 in phase 1 trial in USA (Pipeline of 13 compounds)

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 260 Cr.

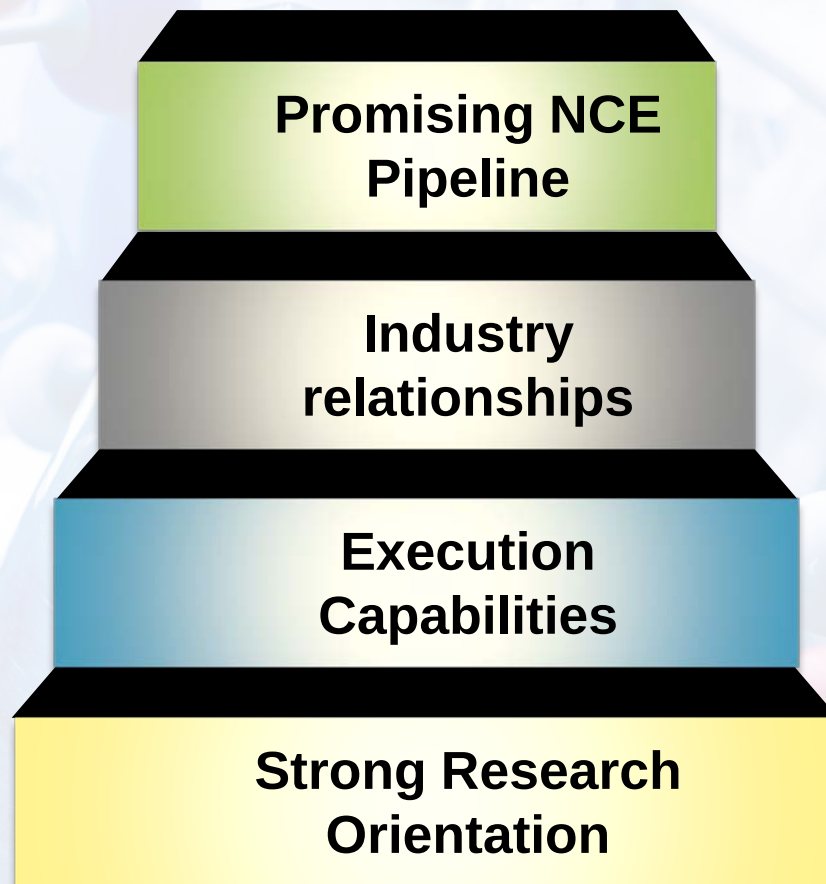


Suven Discovery

- SUVN 502 commenced Phase 2a (POC) clinical trial in USA in September 2015 (537 patients in USA to be enrolled)
- 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 commenced 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

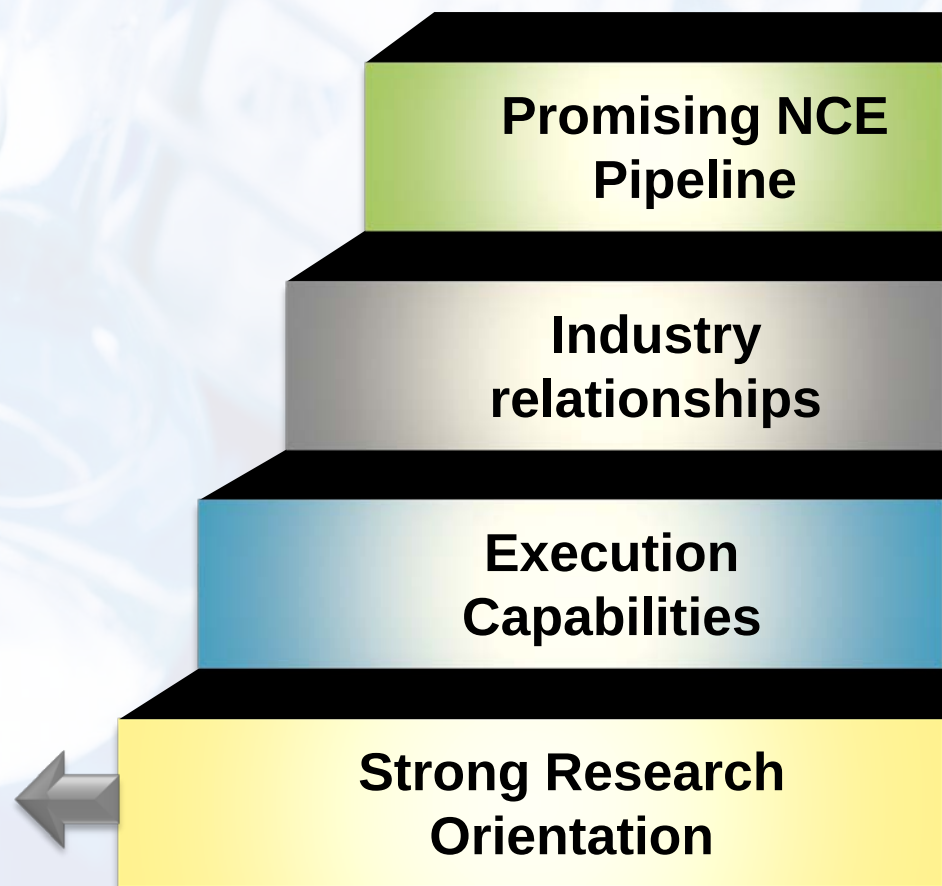
In search of new CNS therapies for better living



Business Drivers



- An integrated research service provider with unmatched capabilities
- Well qualified research team of 386 scientists of which 30 are PhD holders
- Undertaken 700+ CRAMS projects since inception
- Pioneer in CRAMS business – research to execution



Key Differentiators

Suven

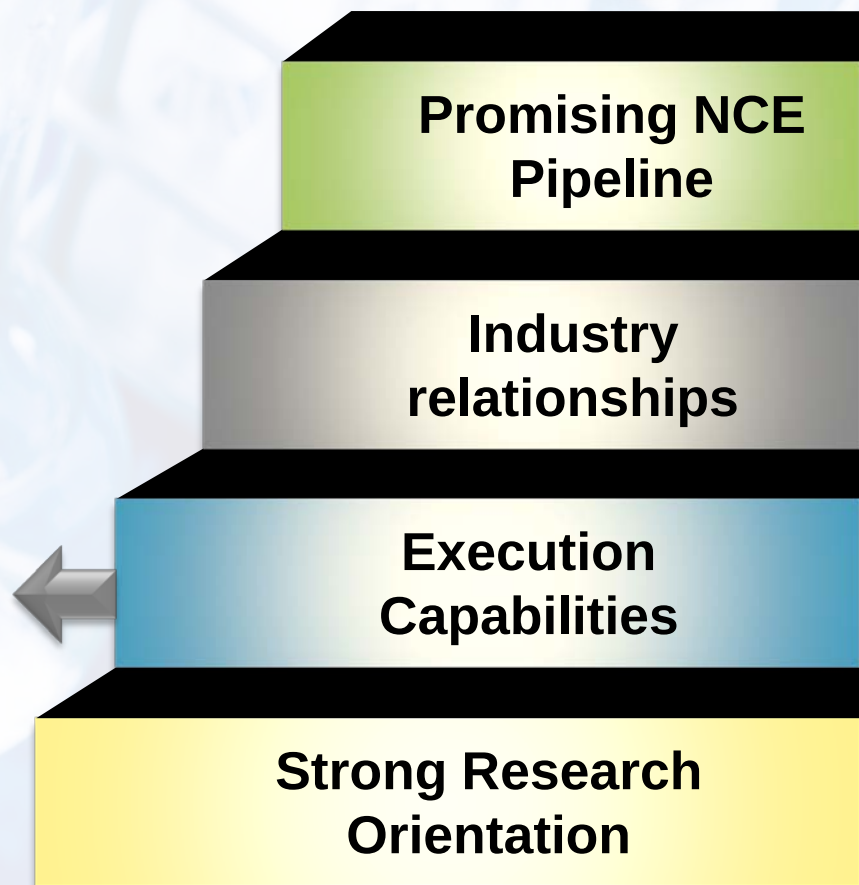
- Contract research
- Innovation led
- Pioneer in CRAMS
- Long term approach
- High focus on NCEs
- Full spectrum services

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

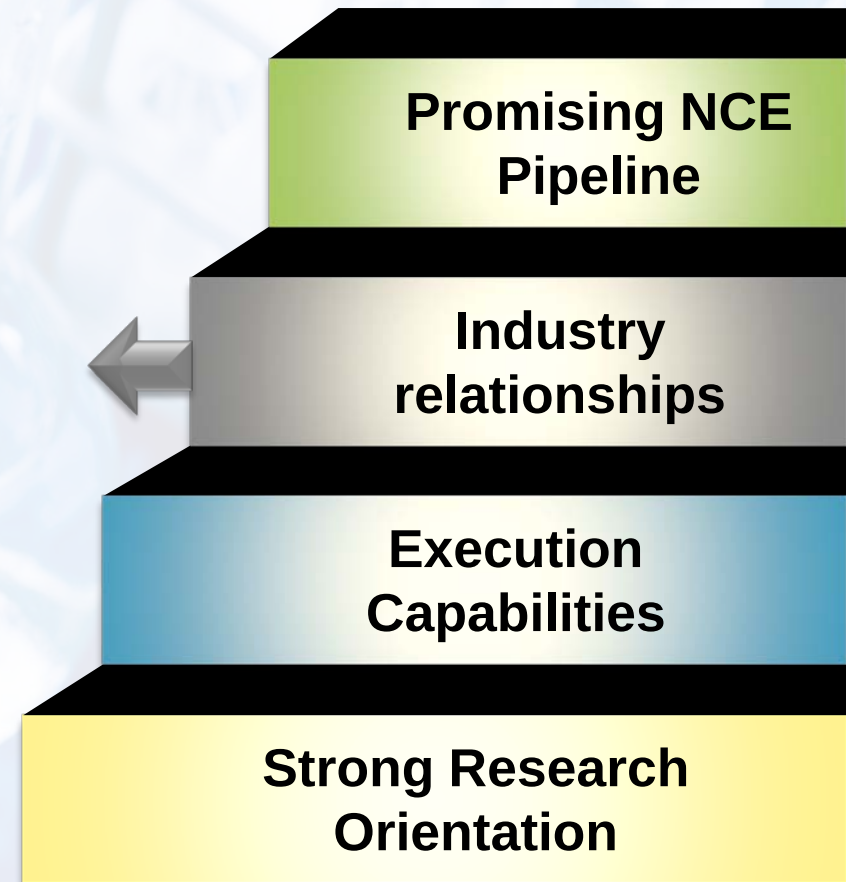


SUVEN USA, New Jersey
Business Office

- Business Development
- Project Management
- Intellectual Property Management



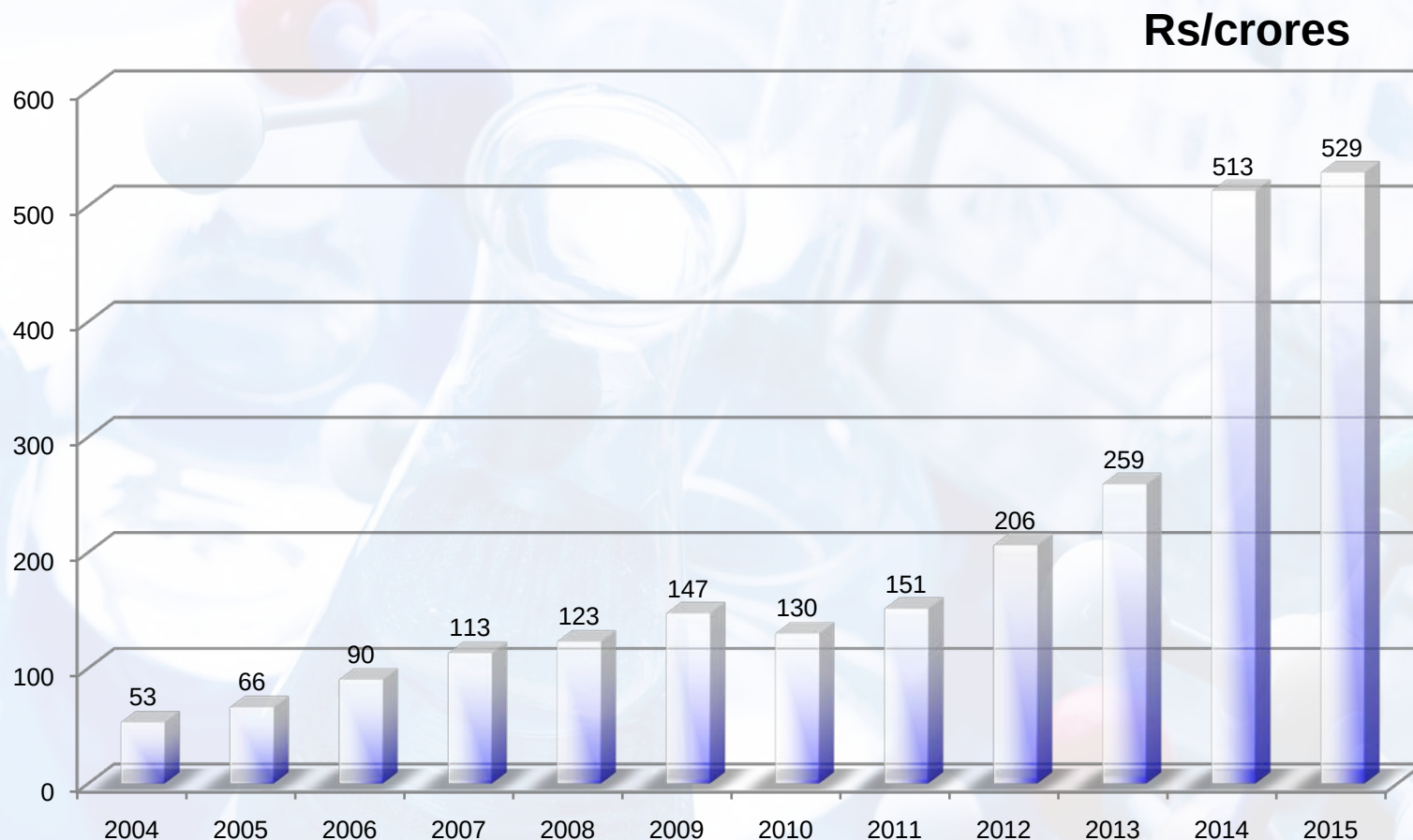
- Repeat business owing to long standing relationships with MNC companies
- Long term commercial supply opportunity with the launch of product by global sponsors
- Working with innovator companies in developed markets having stringent regulations – reflection of our research skills
- Over 85% of revenues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



Our Relationships



CRAMS Growth

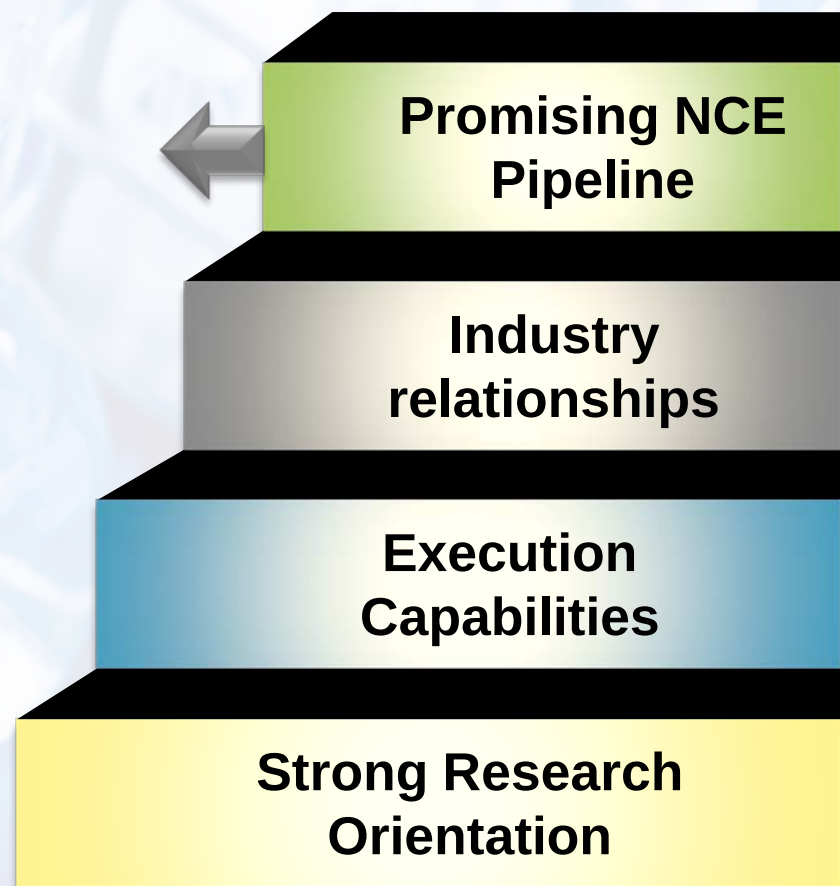




Business Drivers



- 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 Mannem

VP Business Development

Mr. Venkatraman Sunder

VP Corporate Affairs

Mr. Kameshwar Rao

VP Corporate Quality

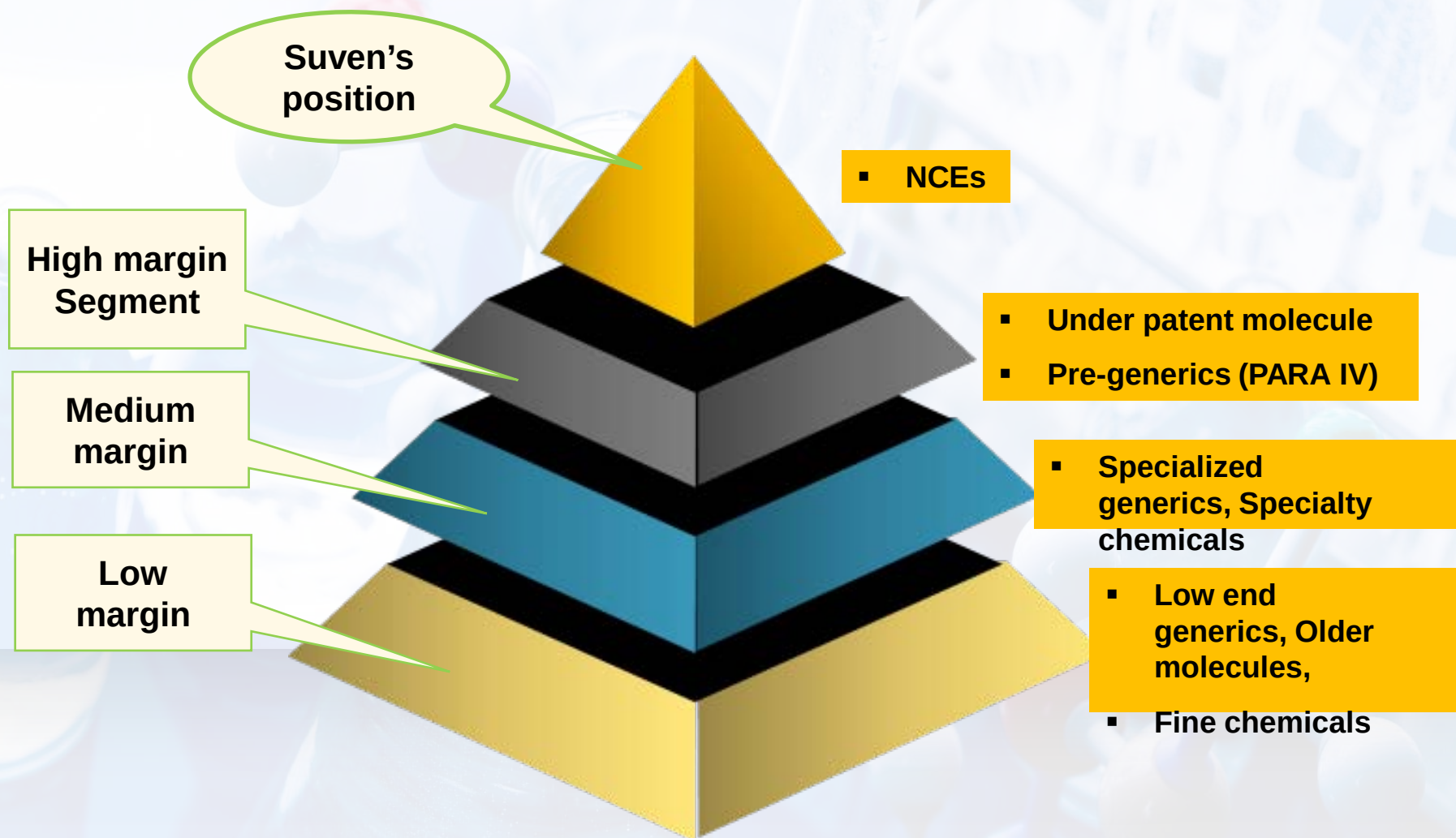
Mr. Subba Rao Parupalli

Chief Financial Officer



Our Business Strategy

The CRAMS Value Chain



Suven Revenue Profile

- Solid sales growth with strong customer relationship
- Multi-year NCE based contract research for chemistry development for global sponsors.
- Entering into long term commercial supply agreements.
- Pipeline of 58 Phase 1, 54 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 market 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

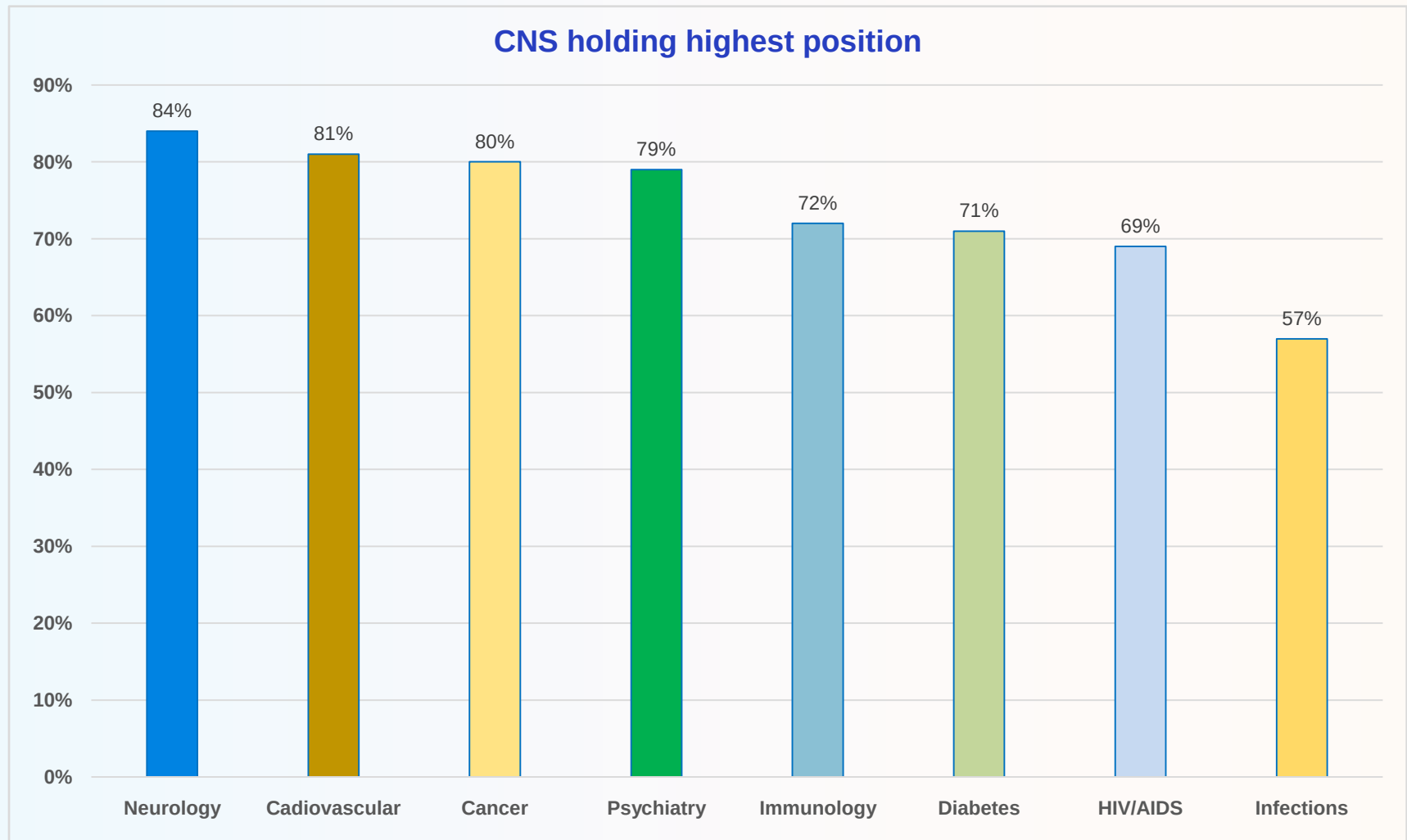
Key Takeaways

- Growth in CRAMS to fund drug discovery
- An integrated solutions provider for CNS in Asia.
- In-house drug discovery programs poised to take off with 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

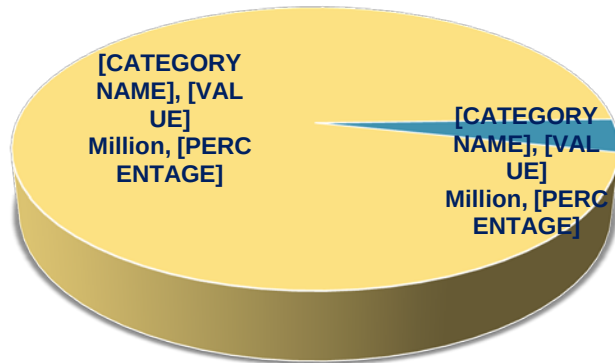
Quick overview of Alzheimer's disease

- 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

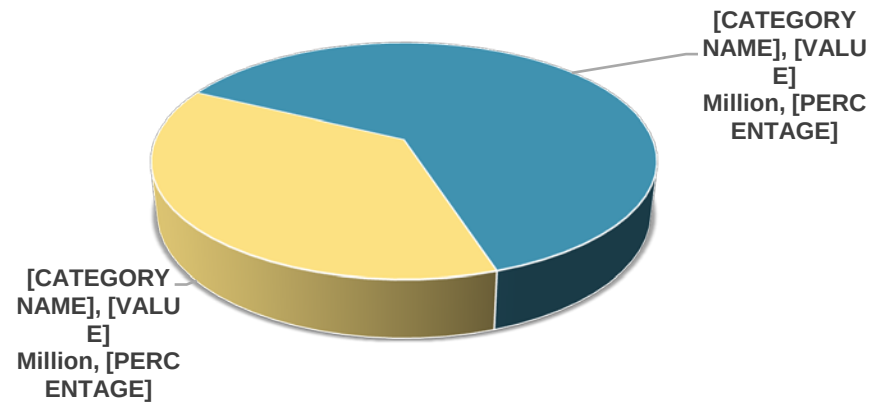
5.3 Million Americans with Alzheimer's disease in 2015



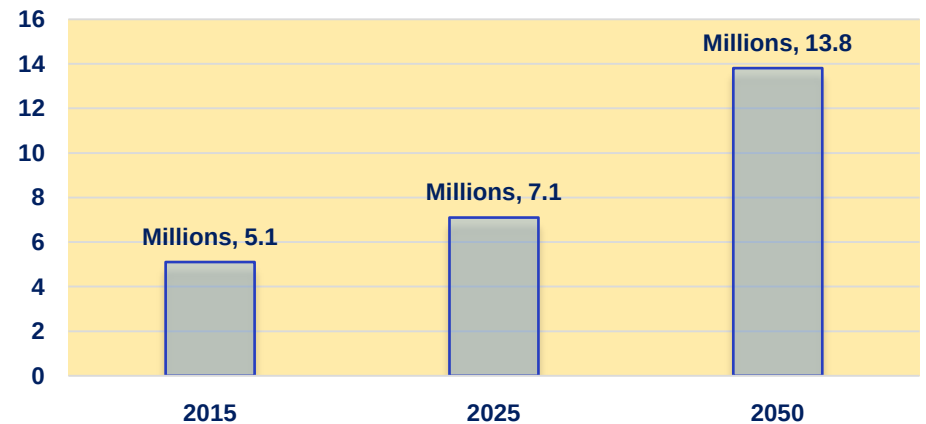
Globally 26 Million people affected with Alzheimer's disease in 2015

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

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



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



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 $\alpha 4\beta 2$ antagonist					Depression (MDD)

Potential to address the unmet medical need

Exit Potential For SUVN-502 – Similar compounds

Lu AE58054 (Lundbeck, Otsuka) July 2013

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

RVT-101 (GSK, Axovant) December 2014

Bought post POC compound in Dec 2014 from GSK for \$5 Mn + future milestones worth \$160 Mn and sales royalties. Raised \$362 Mn in June 2015. Entering Phase 3 program

SUVN-502 data matches/beats, 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

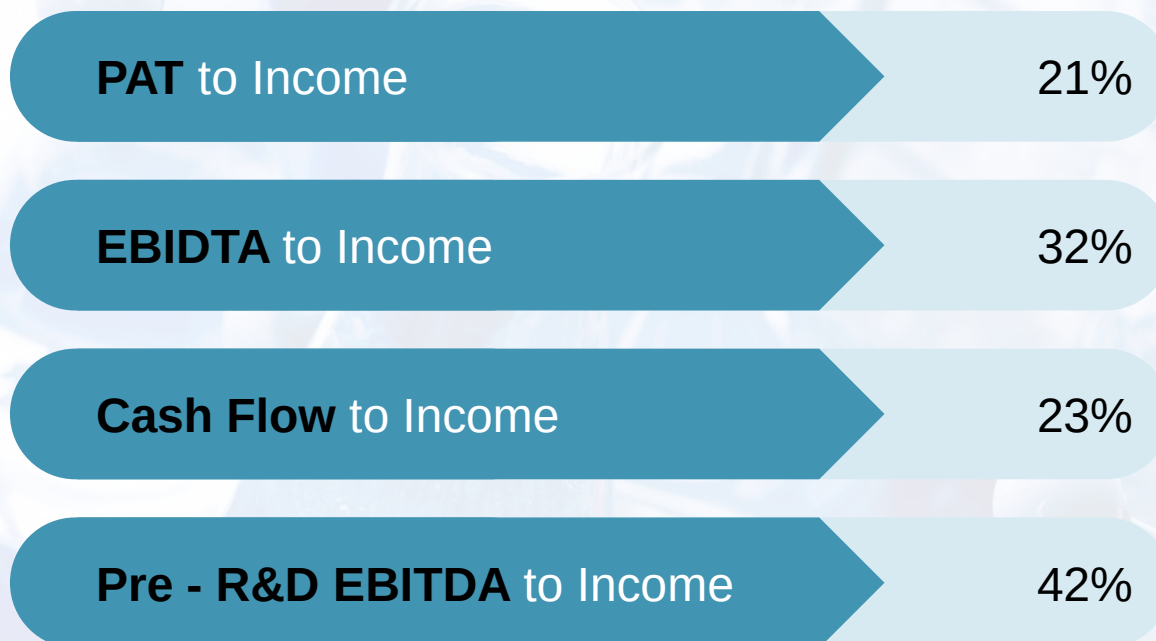
Prudent utilization of cash flows

Low debt

Shareholder value creation focus

Consistently dividend paying

Key Ratios FY15



Financial Table – FY2015

Year ending Mar 31, 2015	FY15		FY14		YoY Growth
	₹ Million	% of Turnover	₹ Million	% of Turnover	%
Income	5,294.36	-	5,133.42	-	3.14
Pre-R&D EBITDA	2,240.02	42.31	2,700.36	52.60	(17.05)
Pre-R&D EBITDA Margin	42.31%	0.00%	52.60%	0.00%	0.00%
EBITDA	1,680.40	31.74	2,220.88	43.26	(24.34)
EBITDA Margin	31.74%	-	43.26%	-	-
EBIT	1,679.15	31.72	2,132.51	41.54	(21.26)
EBIT Margin	31.72%	-	41.54%	-	-
Financing costs	47.09	0.89	105.13	2.05	(55.21)
Taxes	428.04	8.08	585.84	11.41	(26.93)
Net Profit after tax	1,087.50	20.54	1,441.58	28.08	(24.56)
NP Margin	20.54%	-	28.08%	-	-
EPS (basic & diluted)	9.04	-	12.34	-	(26.74)
Paid up share capital (One Rupee Share)	127.28	-	116.83	-	-
Depreciation*	97.64	1.84	88.37	1.72	10.48
R&D expenses	559.63	10.57	479.48	9.34	16.72

*Depreciation calculation based on Scheduled II of Companies Act 2013. Accordingly the depreciation for the year is higher by Rs. 201.20 Mn

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