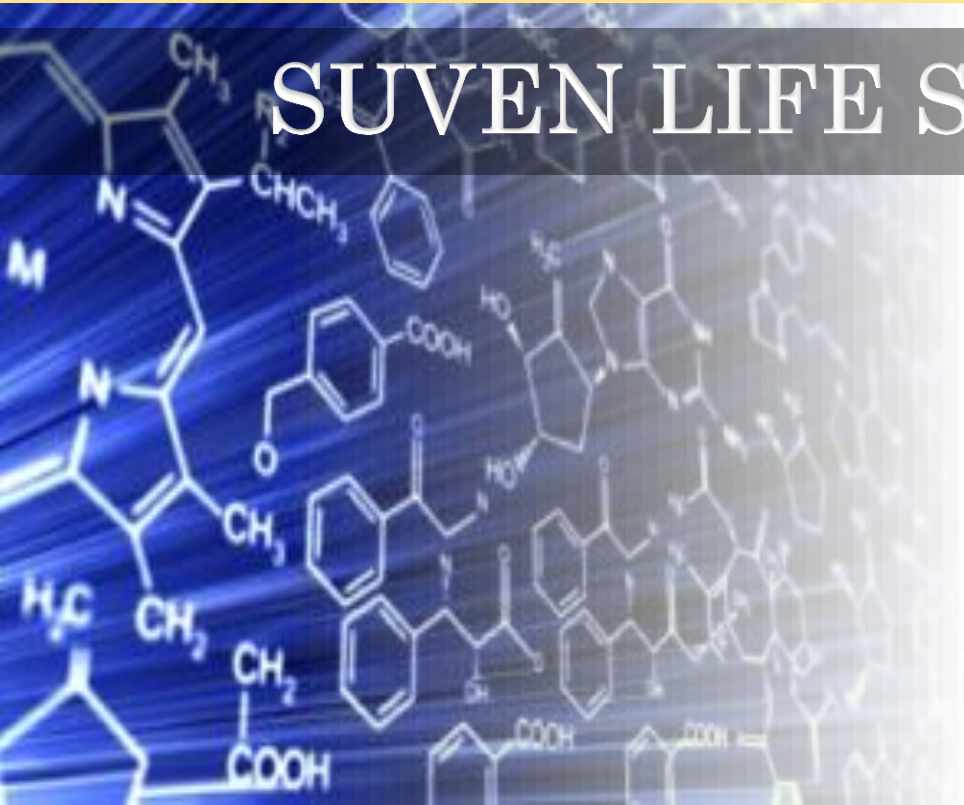
Q3 & 9M FY2016

Earnings Presentation

SUVEN Life Sciences

SUVEN LIFE SCIENCES LTD





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 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.

Table of Contents

1 Financials – Q3 & 9M FY16

2 Company Background

Operation & Financial Performance – Q3 & 9M FY16

Key Business highlights

- Initiated Phase 2A trial of SUVN-502 in USA in Alzheimer's Disease
- Number of active CRAMS projects as at the end of Q3 FY16 – **114+3;** Phase 1 – 61 projects, Phase 2 – 52 projects, Phase 3 – 1 project and 3 projects in commercial phase
- Suven has **750+** product patents for **27** inventions and **37** process patents for **7** inventions. These include the following received in Q3 FY15
  - Secured 3 Product Patents in Canada, ARIPO and South Korea
  - Secured 2 Product Patents in Europe and Macau
  - Secured 7 Product Patents for their NCE's in ARIPO, Europe, Hong Kong, Japan, Macau and South Korea
  - Secured 4 Product Patents in Eurasia, Europe, Israel and Macau

Financial Snapshot Q3 FY16

-4.96%

Growth in **Revenue**

-28.34%

Growth in **PAT**

-21.67%

Growth in **EBIDTA**

-15.14%

Growth in **Pre - R&D EBIDTA**

0.71%

Increase in **R&D Costs**

13.02%

R&D to **Sales**

Key Ratios Q3 FY16

15.21%

PAT to Income

24.56%

EBIDTA to Income

19.09%

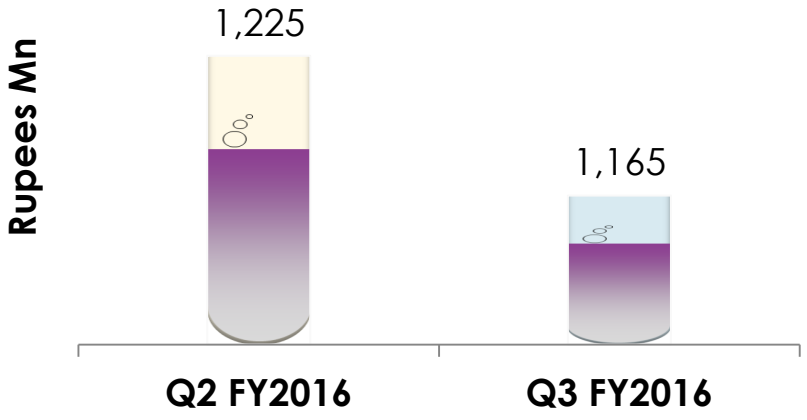
Cash Flow to Income

37.58%

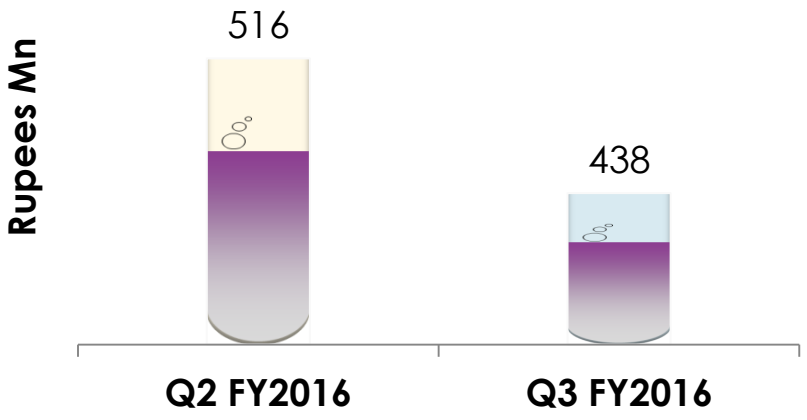
Pre - R&D EBITDA to Income

Financials Q3 FY16

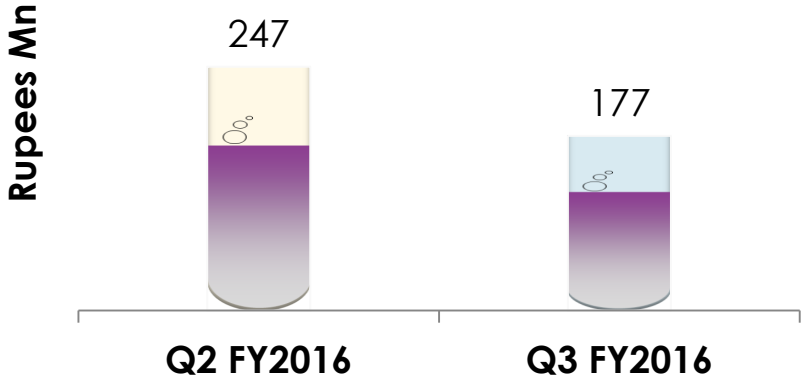
Revenue



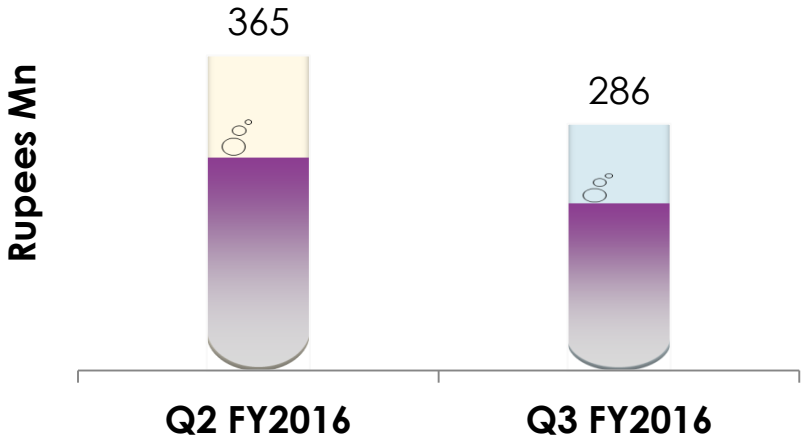
Pre R&D EBIDTA



PAT

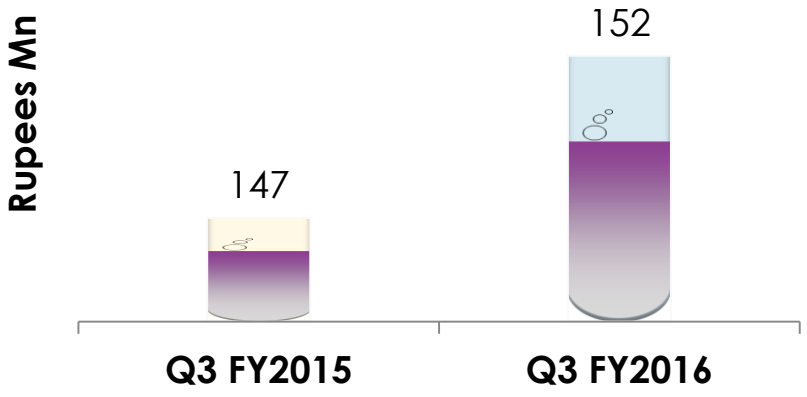


Post R&D EBIDTA

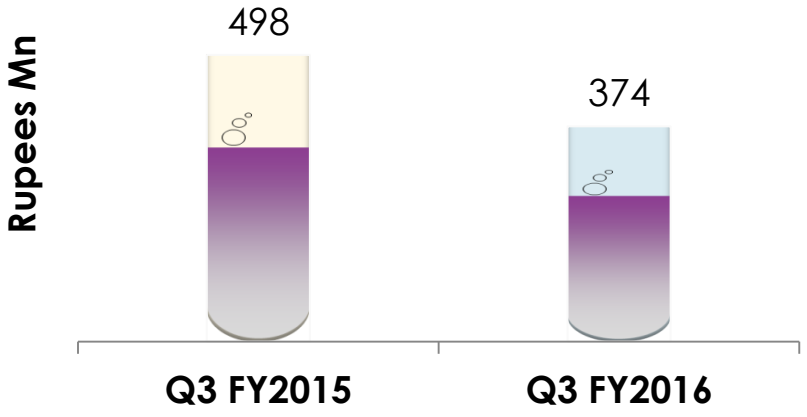


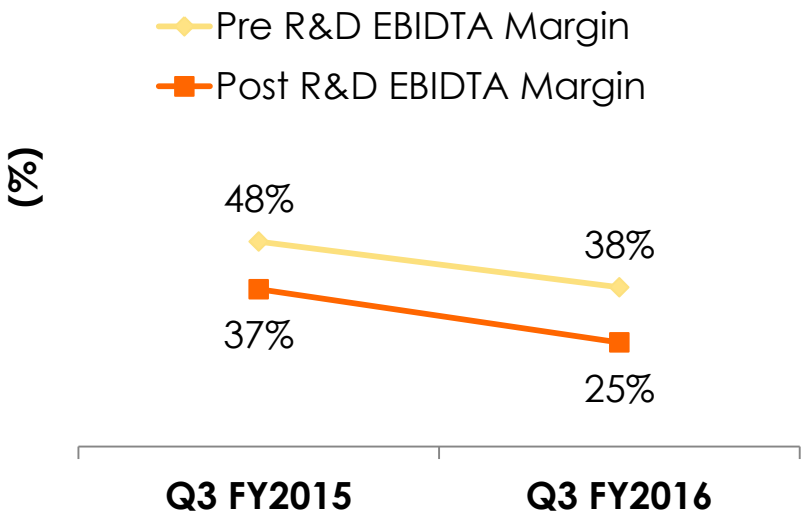
Financials Q3 FY16

R&D - Expenditure

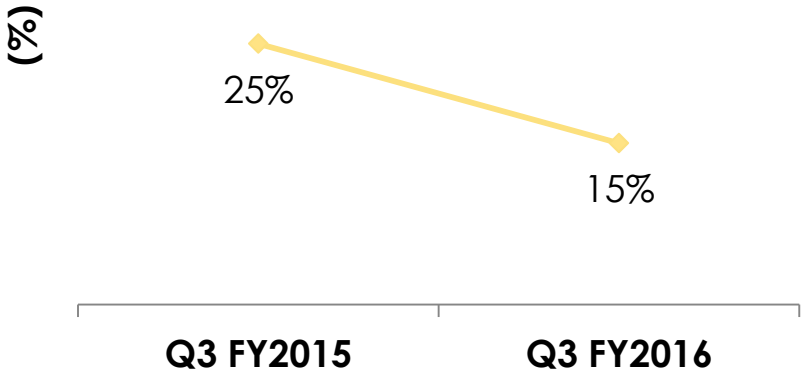


Pre - R&D Cashflow





PAT Margins



Financial Table – Q3 FY16

Quarter ended December 31‘ 2015	Q3FY16	Q2FY16	Q-o-Q Growth	Q3FY15	Y-o-Y Growth
	₹ Million	₹ Million	%	₹ Million	%
Income	**1,164.74**	**1,225.49**	**-4.96%**	**1,311.01**	**-11.16%**
Pre-R&D EBITDA	437.75	515.83	-15.14%	633.93	-30.95%
Pre-R&D EBITDA Margin	**37.58%**	**42.09%**	**-**	**48.35%**	**-**
EBITDA	286.06	365.20	-21.67%	486.93	-41.25%
EBITDA Margin	**24.56%**	**29.80%**	**-**	**37.14%**	**-**
EBIT	240.86	320.22	**-24.78%**	457.85	**-47.39%**
EBIT Margin	**20.68%**	**26.13%**		**34.92%**	
Financing costs	15.39	13.95		10.06	
Taxes	48.28	58.98		125.53	
Net Profit after tax	177.19	247.29	-28.35%	322.27	-45.02%
NP Margin	**15.21%**	**20.18%**		**24.58%**	
EPS (basic & diluted not annualised)	1.39	1.94		2.73	
Paid up share capital One Rupee Share)	**127.28**	**127.28**		**127.28**	
Depreciation*	45.20	44.98		29.08	
R&D expenses	**151.70**	**150.63**	**0.71%**	**147.00**	**3.20%**

Financial Snapshot 9M FY16

-16.84%

Growth in **Revenue**

-31.72%

Growth in **PAT**

-32.70%

Growth in **EBIDTA**

-22.35%

Growth in **Pre - R&D EBIDTA**

13.75%

Increase in **R&D Costs**

13.38%

R&D to **Sales**

Key Ratios 9M FY16

18.16%

PAT to Income

27.60%

EBIDTA to Income

21.62%

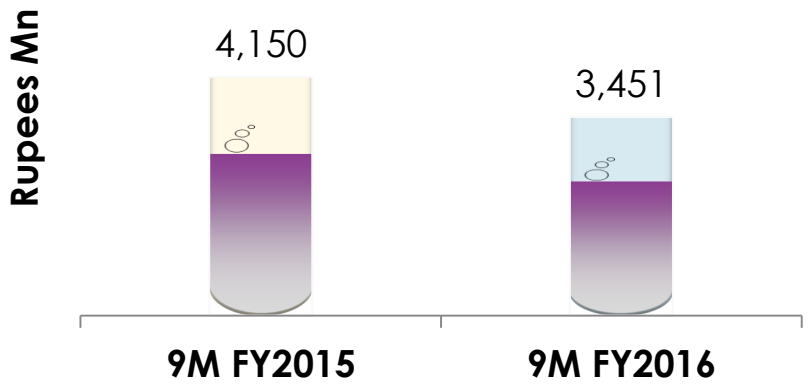
Cash Flow to Income

40.98%

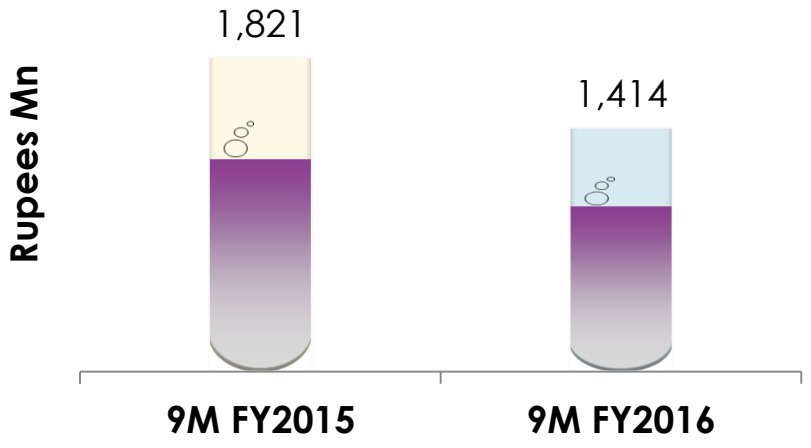
Pre - R&D EBITDA to Income

Financials 9M FY16

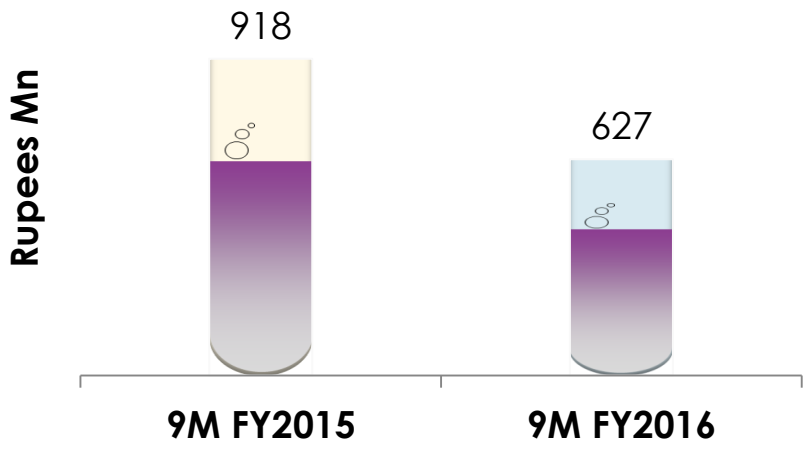
Revenue



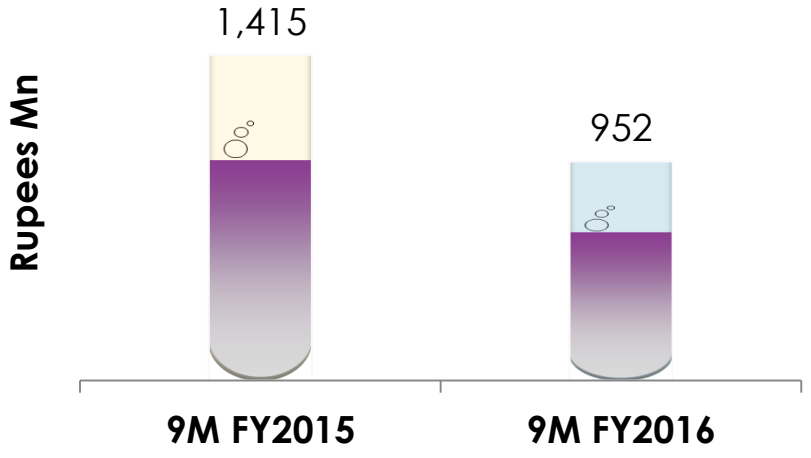
Pre R&D EBIDTA



PAT

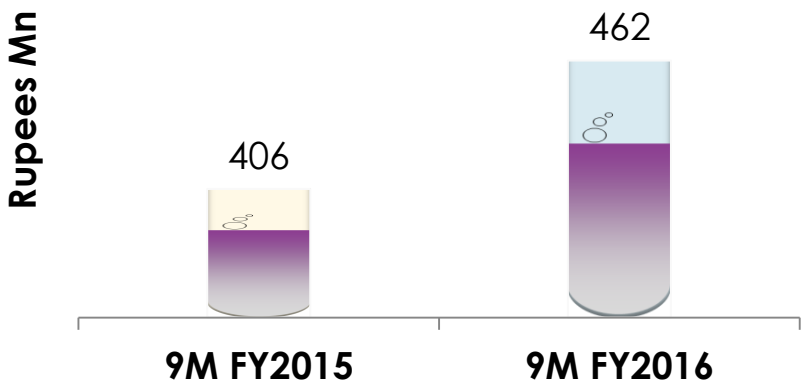


Post R&D EBIDTA

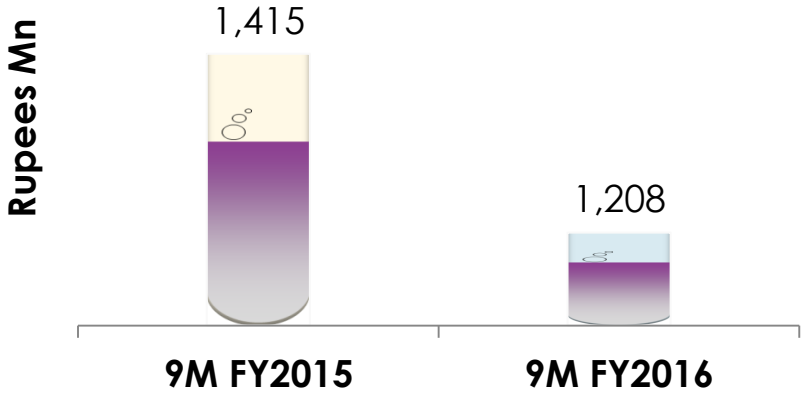


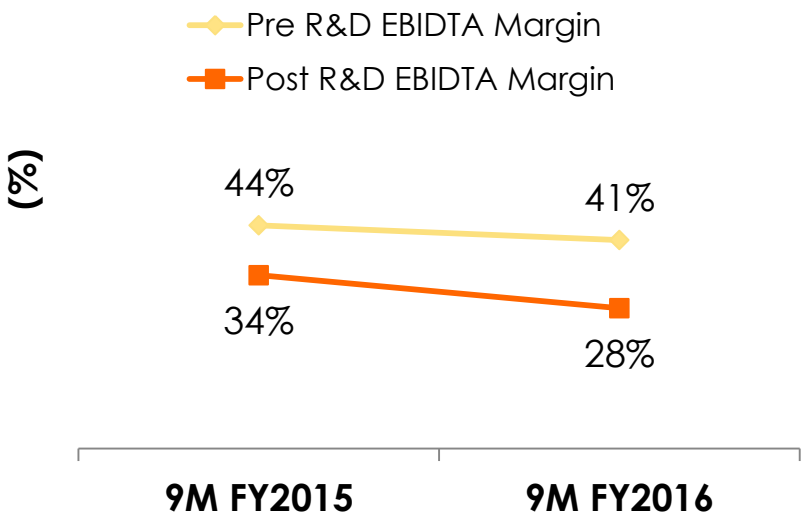
Financials 9M FY16

R&D - Expenditure

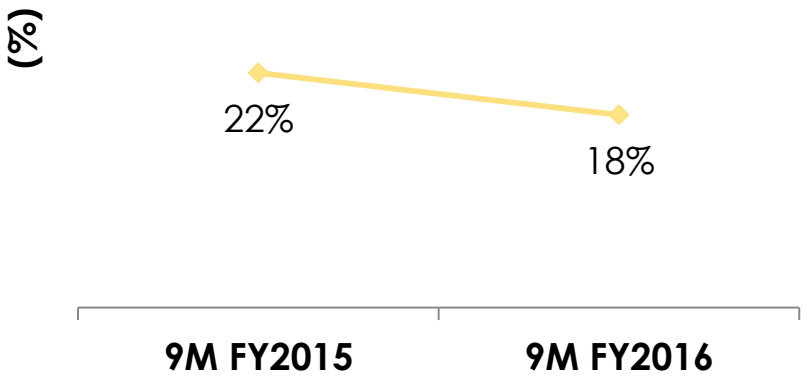


Pre - R&D Cashflow





PAT Margins

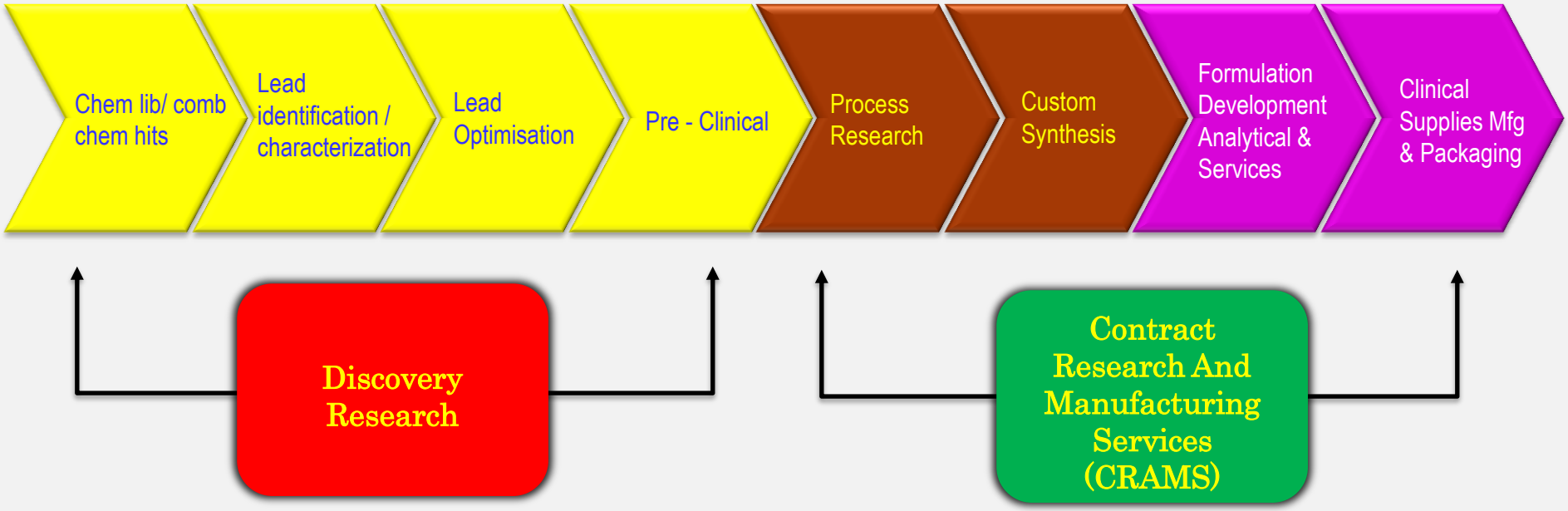


Financial Table – 9M FY16

Half Year September 30‘ 2015	9MFY16		9MFY15		
	₹ Million	% of Turnover	₹ Million	% of Turnover	%
Income	**3,450.80**	**-**	**4,149.60**	-	-16.84%
Pre-R&D EBITDA	1,414.09	40.98%	1,821.00	43.88%	-22.35%
Pre-R&D EBITDA Margin	**40.98%**	**-**	**43.88%**	-	-
EBITDA	952.40	27.60%	1,415.12	34.10%	-32.70%
EBITDA Margin	**27.60%**		**34.10%**	-	
EBIT	833.18	24.14%	1,324.06	31.91%	-37.07%
EBIT Margin	**24.14%**		**31.91%**	-	
Financing costs	38.56	1.12%	35.00		
Taxes	167.83	4.86%	371.05		
Net Profit after tax	626.79	18.16%	918.01	22.12%	-31.72%
NP Margin	**18.16%**	**-**	**22.12%**	-	
EPS (basic & diluted not annualised)	**4.92**	**-**	**7.78**	-	
Paid up share capital One Rupee Share)	127.28	**-**	127.28	-	
Depreciation*	119.22	3.45%	91.06		
R&D expenses	461.69	13.38%	405.88	9.78%	13.75%

Company Background

Business Model



Our Focus

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

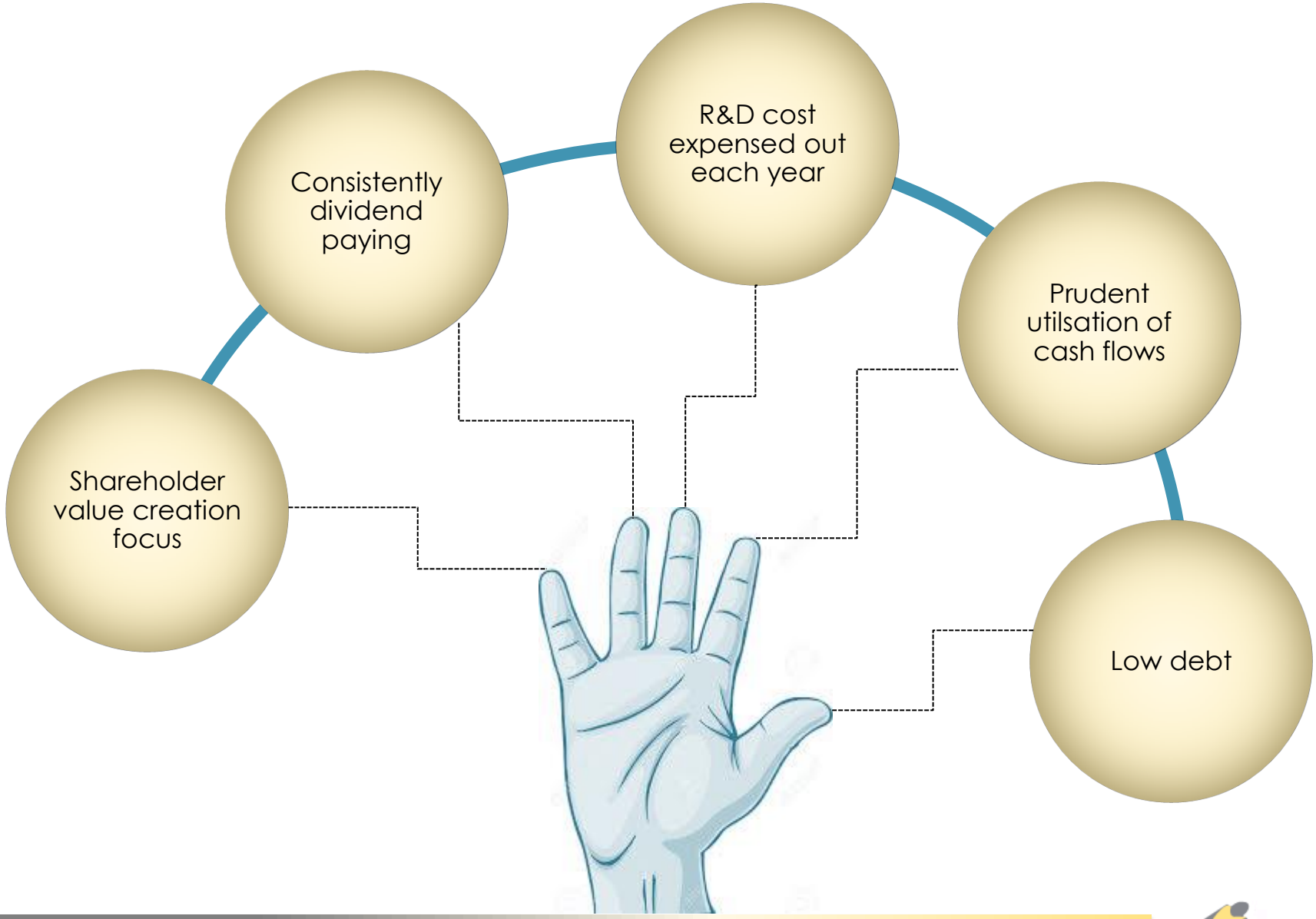


Focused on value addition in research and development

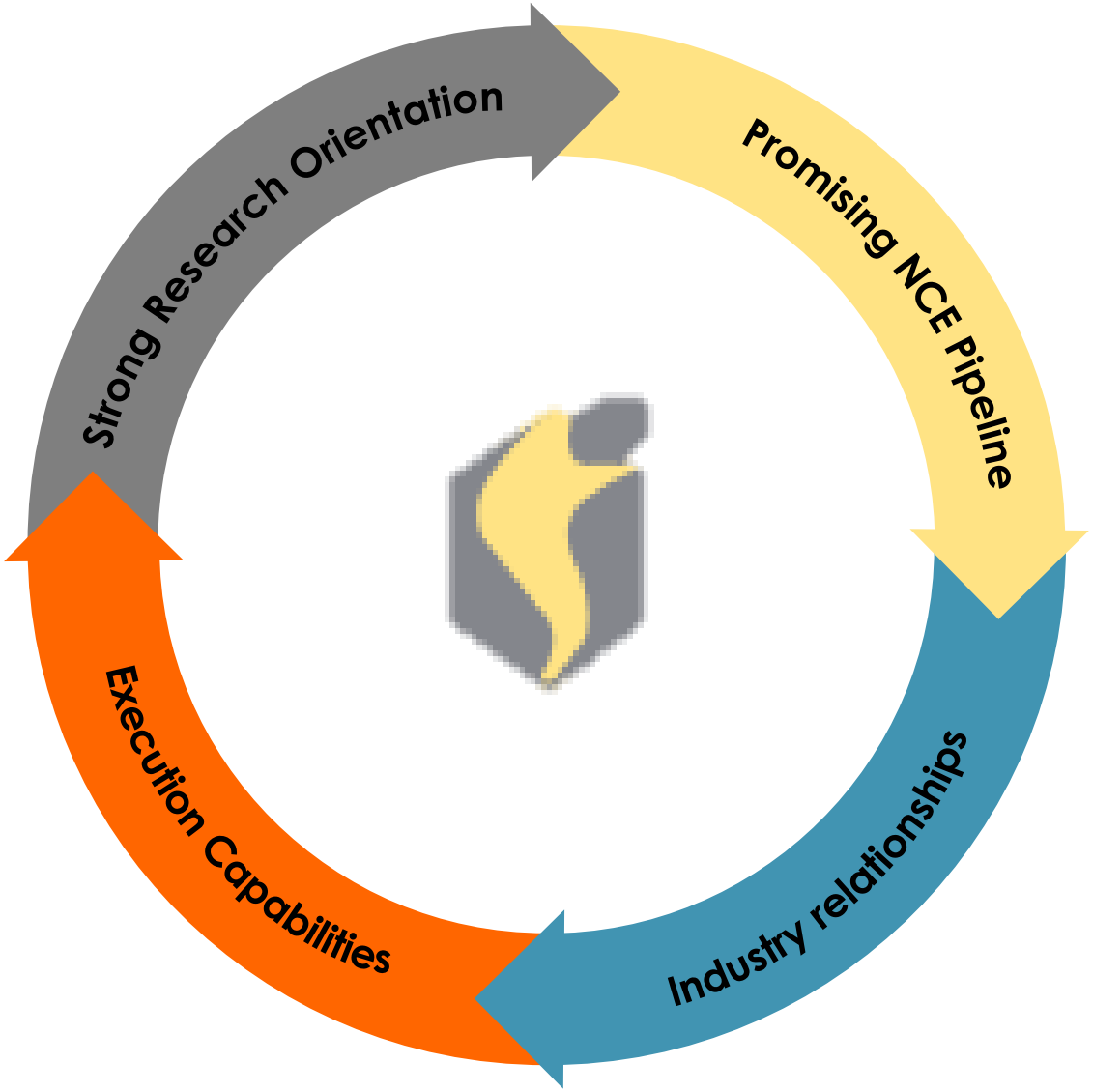
Investing in R&D over a decade specializing in the CNS segment

NCE based CRAMS

Financial Approach



Business Drivers



Focus on driving quality research projects for clients

Business Drivers



- Well qualified research team of 386 scientists of which 30 are PHD holders
- Promising NCE research pipeline of 13 molecules
- Undertaken over 750 plus CRAMS projects since inception
- Pioneer in CRAMS business – research to execution

Focus on driving quality research projects for clients

Business Drivers



- State of the art facilities located across India and US
- Present across the entire CRAMS value chain – intermediates & APIs
- Leveraging on research capabilities to delivering NCE research
- An integrated research service provider with unmatched capabilities in the CNS segment in Asia

Focus on driving quality research projects for clients

Multi Location Facilities

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

- 300 CM reactors (93)
- 500L to 10 KL GL/SS
- GMP Intermediates

Suryapet, Andhra Pradesh, India
SUVEN Intermediate Mfg. Facility





SUVEN USA, New Jersey
Business Office

- Business Development
- Project Management
- Intellectual Property Management

Business Drivers



- 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 80% of revenues from US and Europe

Focus on driving quality research projects for clients

Our Relationships





















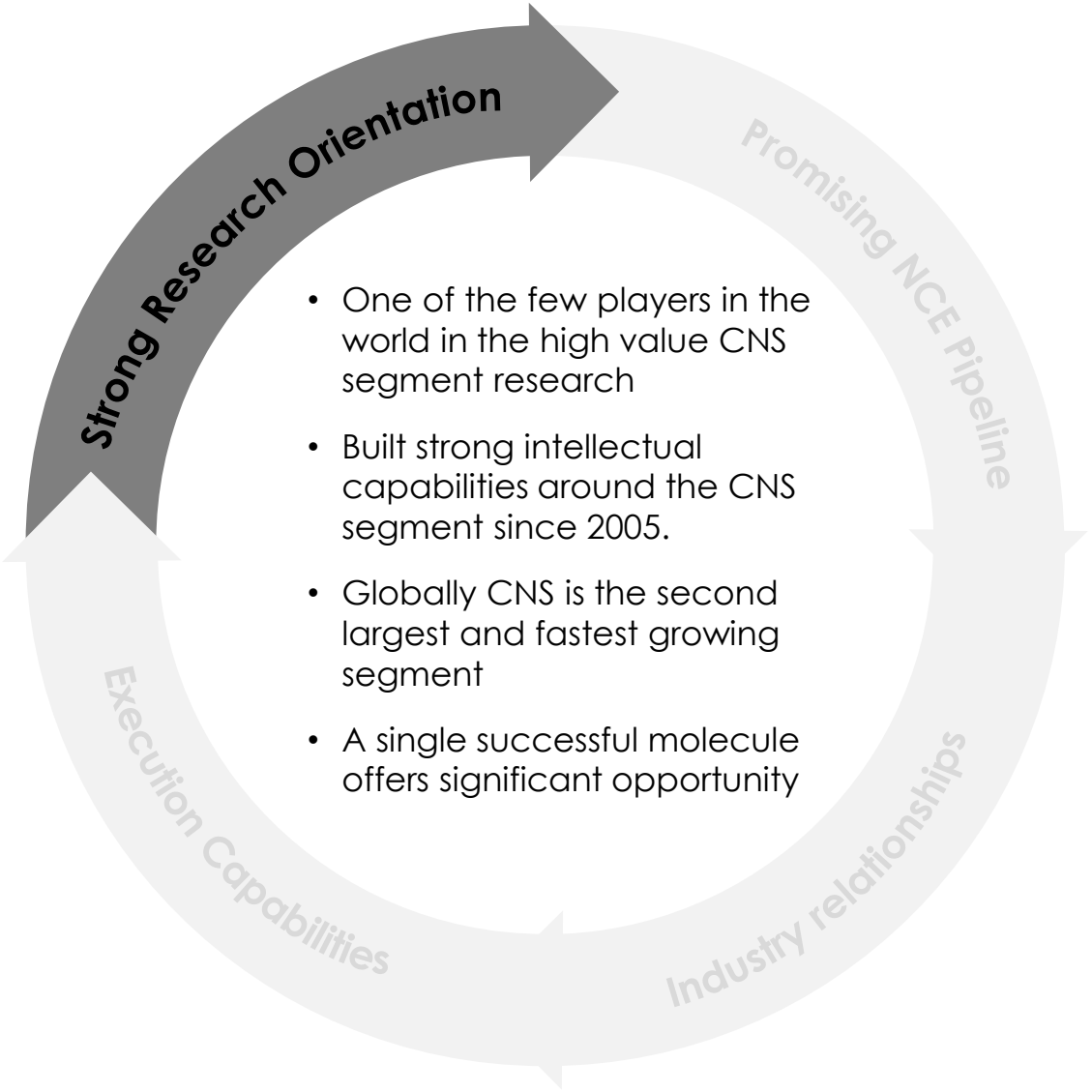








Business Drivers



- One of the few players in the world in the high value CNS segment research
- Built strong intellectual capabilities around the CNS segment since 2005.
- Globally CNS is the second largest and fastest growing segment
- A single successful molecule offers significant opportunity

Focus on driving quality research projects for clients

Contact

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

For queries and requests, please contact:

Venkatraman Sunder, VP, Corporate Affairs

Suven Life Sciences Ltd.

Email: vsunder@suven.com

For more info: www.suven.com

Gavin Desa / Rabindra Basu

CDR - India

Tel: +91 22 6645 1237 / 1248

Fax: +91 22 6645 1200

Email: gavin@cdr-india.com

rabindra@cdr-india.com

SUVEN Life Sciences

Thank You