



# SUVEN PHARMA

Earnings Presentation  
Q1 FY24





# 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 Pharma 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 Pharma may not undertake to update any forward-looking statements that may be made from time to time.



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Operation &  
Financial  
Performance  
Q1 FY24

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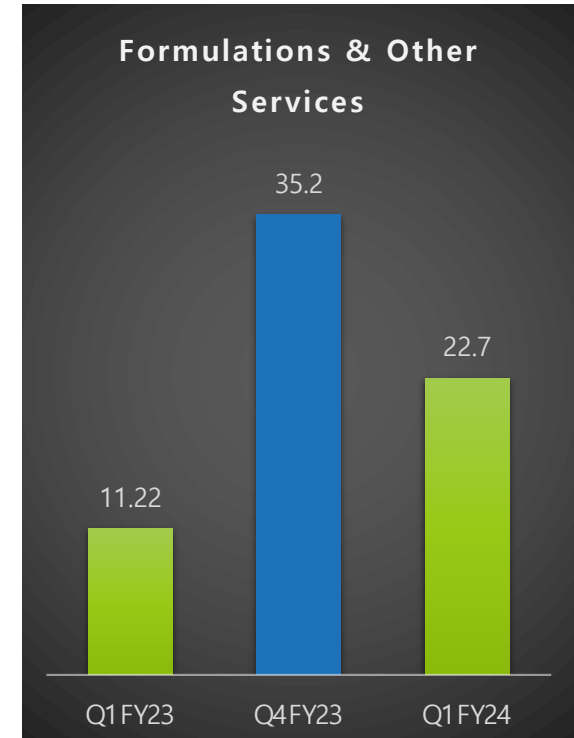
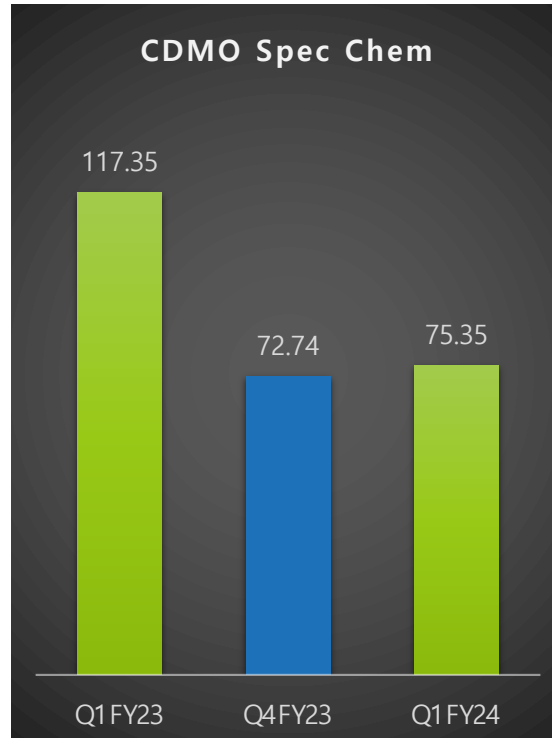
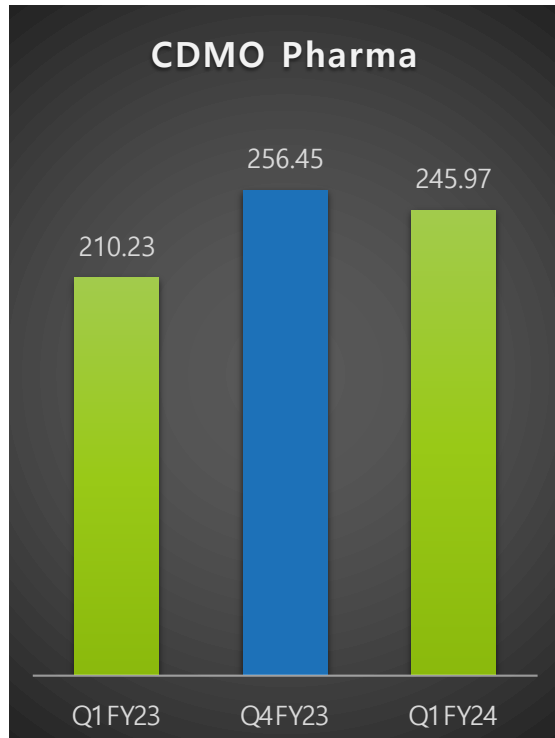
Company  
Background

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# Operation & Financial Performance Q1 FY24

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## Businesswise data



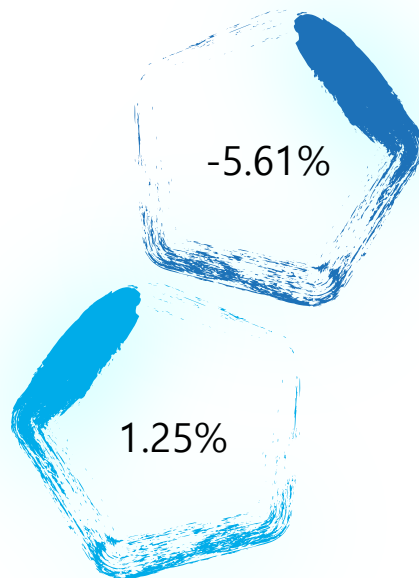
**Note:** Figures in Rs. Crore

# Financial Snapshot

Q1FY24

Q1FY23

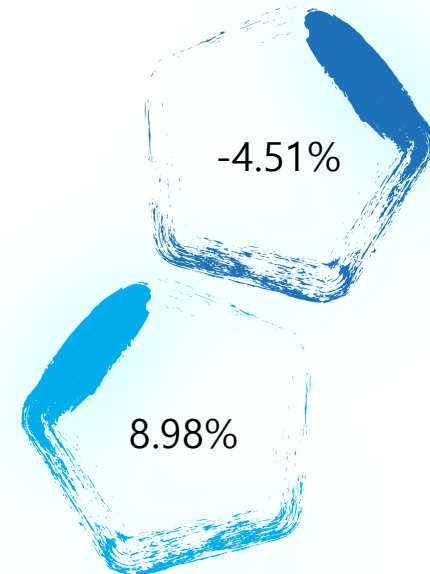
Growth in  
**Revenue**



Growth in  
**EBITDA**



Growth in  
**PAT**



*Comparison with immediate previous quarter and same quarter of previous year*

# Key Ratios

Q1FY24

Q1FY23

**EBIT to  
Income**

47.67%

44.35%

**EBITDA to  
Income**

50.82%

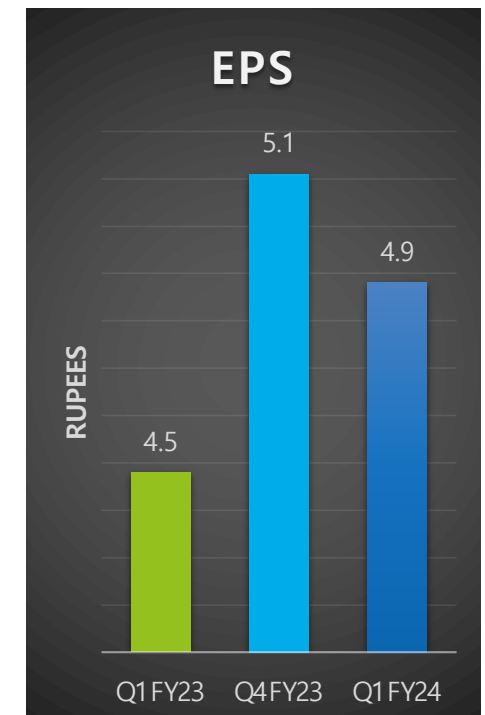
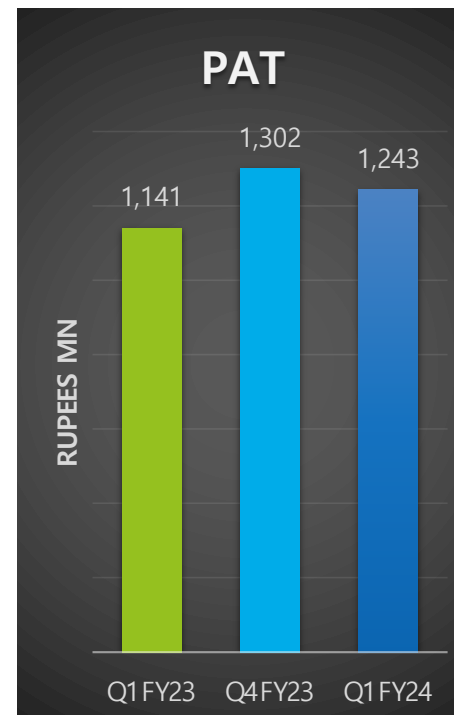
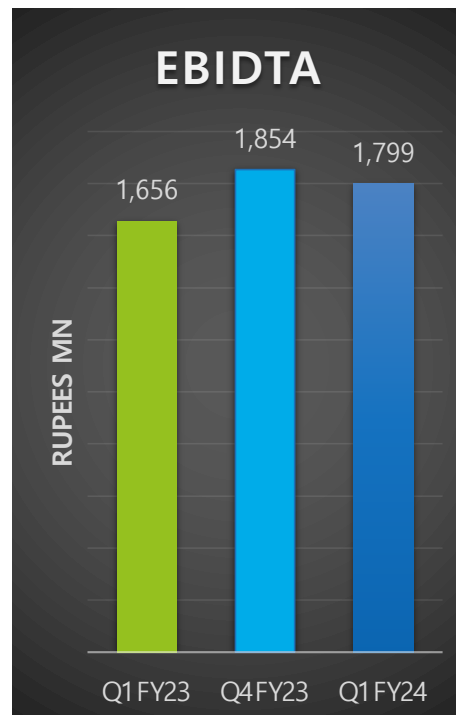
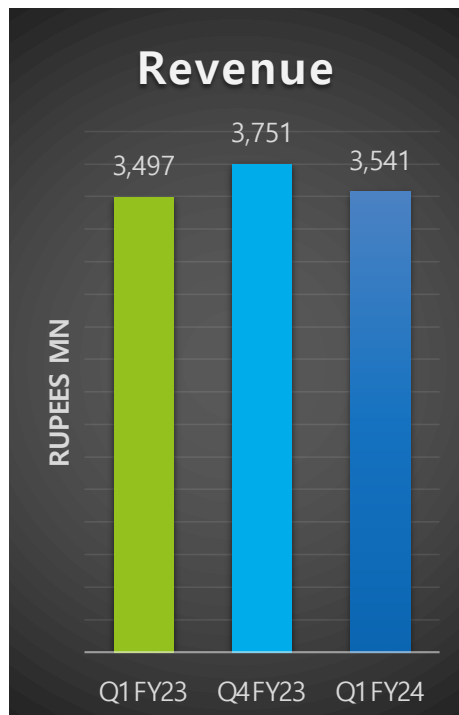
47.37%

**PAT to  
Income**

35.10%

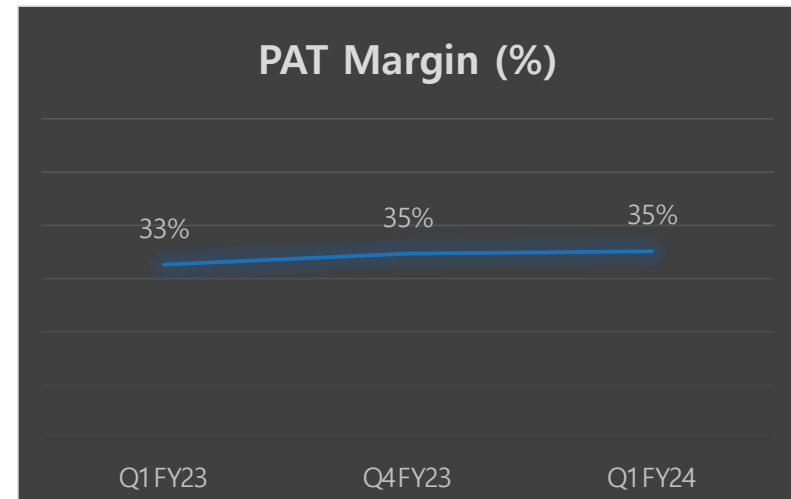
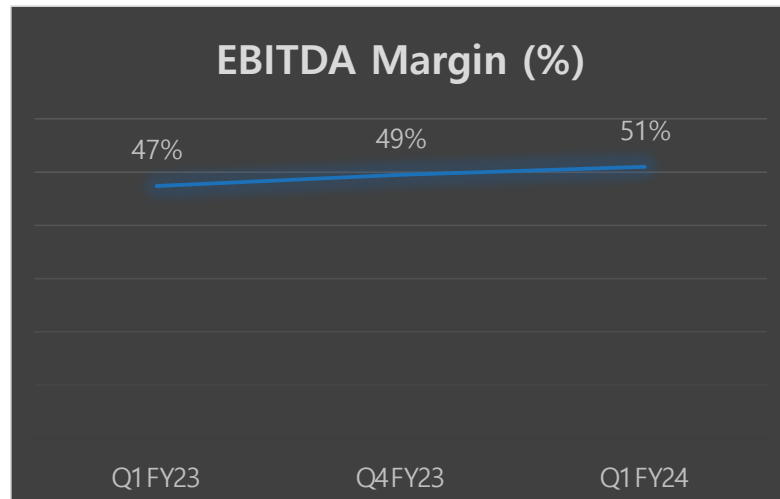
32.61%

## Financials Comparison - Q1FY24 to earlier periods





## Financials Comparison - Q1FY24 to earlier periods



# Financial Snapshot

	Quarter ended			Year ended
	30-Jun-23	31-Mar-23	30-Jun-22	31-Mar-23
Revenue from operations	3,440.26	3,643.90	3,387.99	13,300.80
Other Income	100.59	107.55	108.98	445.52
Total Income	3,540.85	3,751.45	3,496.97	13,746.32
EBITDA	1,799.41	1,853.83	1,656.37	6,276.30
EBITDA Margin	50.82%	49.42%	47.37%	45.66%
EBIT	1,687.93	1,747.55	1,550.89	5,847.85
EBIT Margin	47.67%	46.58%	44.35%	42.54%
Finance costs	11.47	22.90	14.33	53.92
Depreciation	111.48	106.27	105.48	428.45
Taxes	433.53	423.04	396.05	1,467.91
Taxes to PBT	25.86%	24.53%	25.78%	25.34%
PAT (Standalone)	1,242.94	1,301.62	1,140.52	4,326.03
PAT Margin (Standalone)	35.10%	34.70%	32.61%	31.47%
Associate Company	-	-	-	-
PAT (Consolidated)	1,205.90	1,239.71	1,075.42	4,112.90
PAT Margin (Consolidated)	34.06%	33.05%	30.75%	29.92%
EPS (Standalore)	4.88	5.11	4.48	16.99
EPS (Consolidated)	4.74	4.87	4.22	16.16
Paid up share capital (Re.1/sh)	254.56	254.56	254.56	254.56

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



## Notes and updates

✦ The Promoter Group, Jasti Property and Equity Holdings Private Limited (in their capacity as sole trustee of Jasti Family Trust), informed the Company that they executed a Share Purchase Agreement to sell 12,75,37,043 Equity shares representing 50.10% of the Voting share capital to Berhyanda Limited on 26<sup>th</sup> December 2022. The transaction is not yet closed, waiting for necessary approvals from Government of India.

# Company Background

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# Business Model



# Brief Profile

## BUSINESS OVERVIEW

- Integrated CDMO company with strong capabilities right from process research & development to late stage clinical and commercial manufacturing.

## KEY STRENGTHS

- Preferred global outsourcing partner with capabilities across the entire CDMO value chain.
- Strong chemistry skills.

## FINANCIAL OVERVIEW

- Standalone Revenues, EBITDA and Adj. PAT of Rs 3541 Mn, Rs 1799 Mn and Rs 1243 Mn in Q1-FY24.
- Strong balance sheet with D:E ratio of less than 0.02 as on Jun-23.

# Brief Overview

Suven is an integrated Contract Development and Manufacturing Operations company

Suven provides services to leading Global Life Science and Fine Chemical majors including Custom Synthesis, Process R&D, Scale Up and Contract Manufacturing of intermediates, APIs and formulations.

Since our founding in 1989 (pre-demerger), Suven has established its core competency in cyanation and heterocyclic chemistry, including pyrimidines, quinolones, thiazoles, and imidazoles, in addition to demonstrating our proficiency in Carbohydrate and Chiral chemistry including tetrahydrofurans, amino acids and sulfoxides from gram to multi-ton scale.

Suven effectively uses its expanding infrastructure and ability to collaborate, from route scouting and development through commercial manufacture, to provide a consistent and reliable partner throughout a product's life cycle.

Suven is dedicated to going beyond commitment and delivering R&D and Manufacturing solutions, with flexibility, quality, speed, and cost effectiveness.

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## Our Focus

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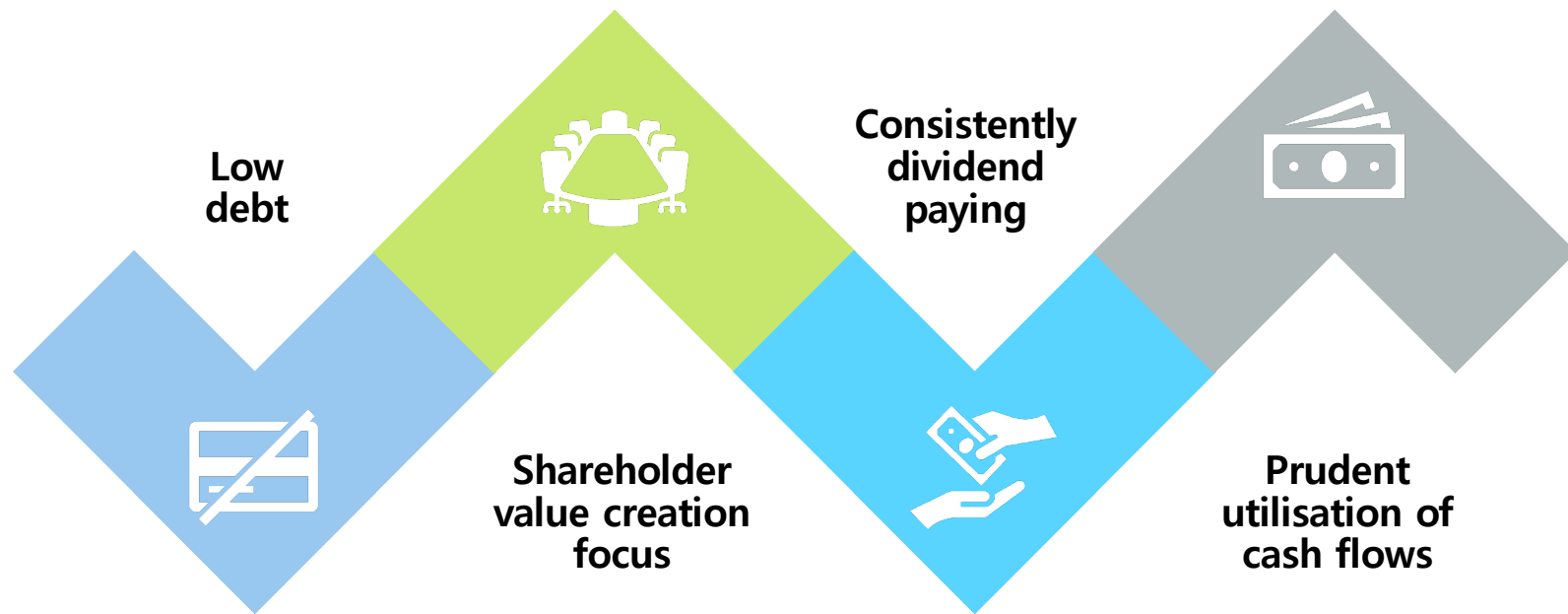
**A full-fledged bio-pharmaceutical solutions provider for global pharmaceutical companies**



**NCE based  
CDMO**

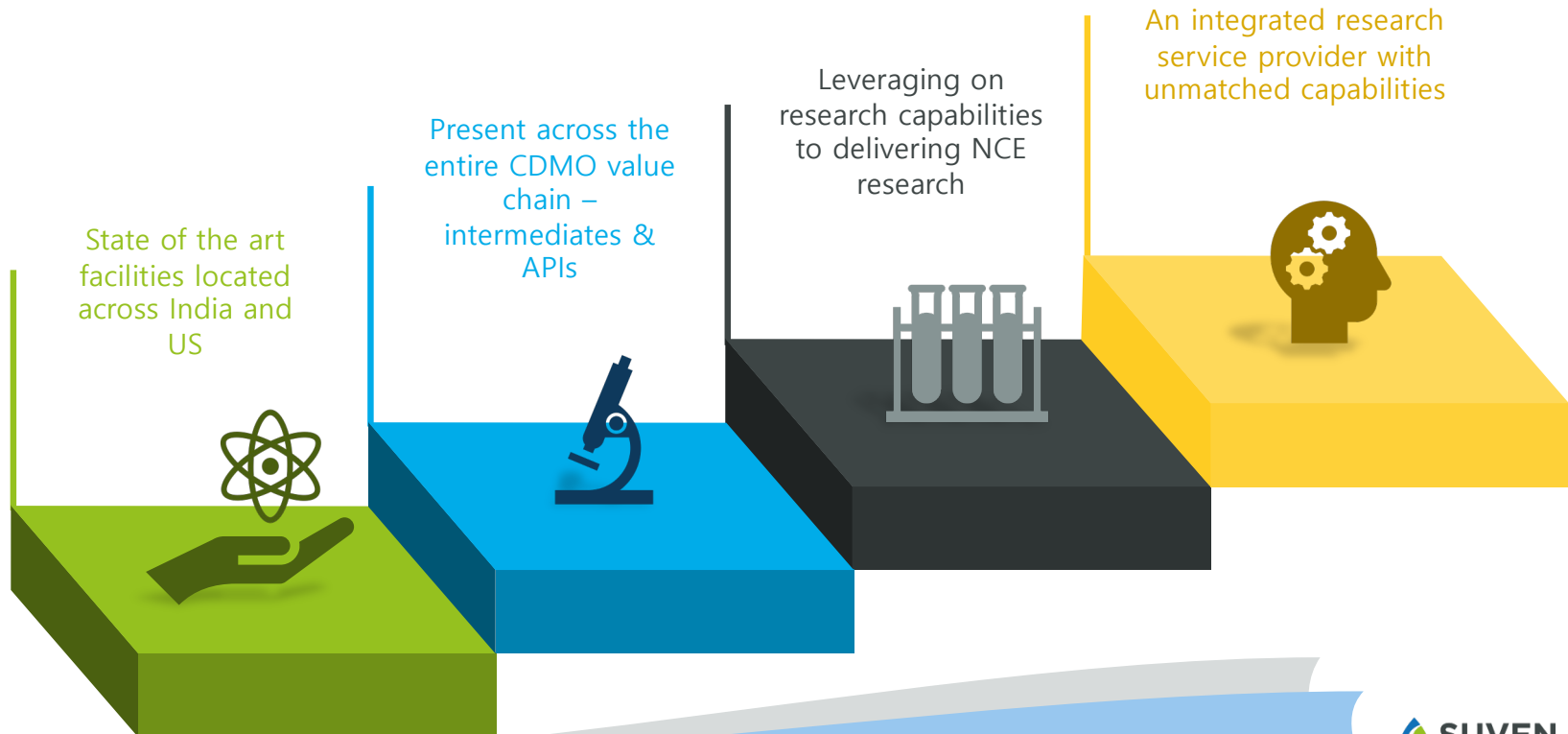


# Financial Approach



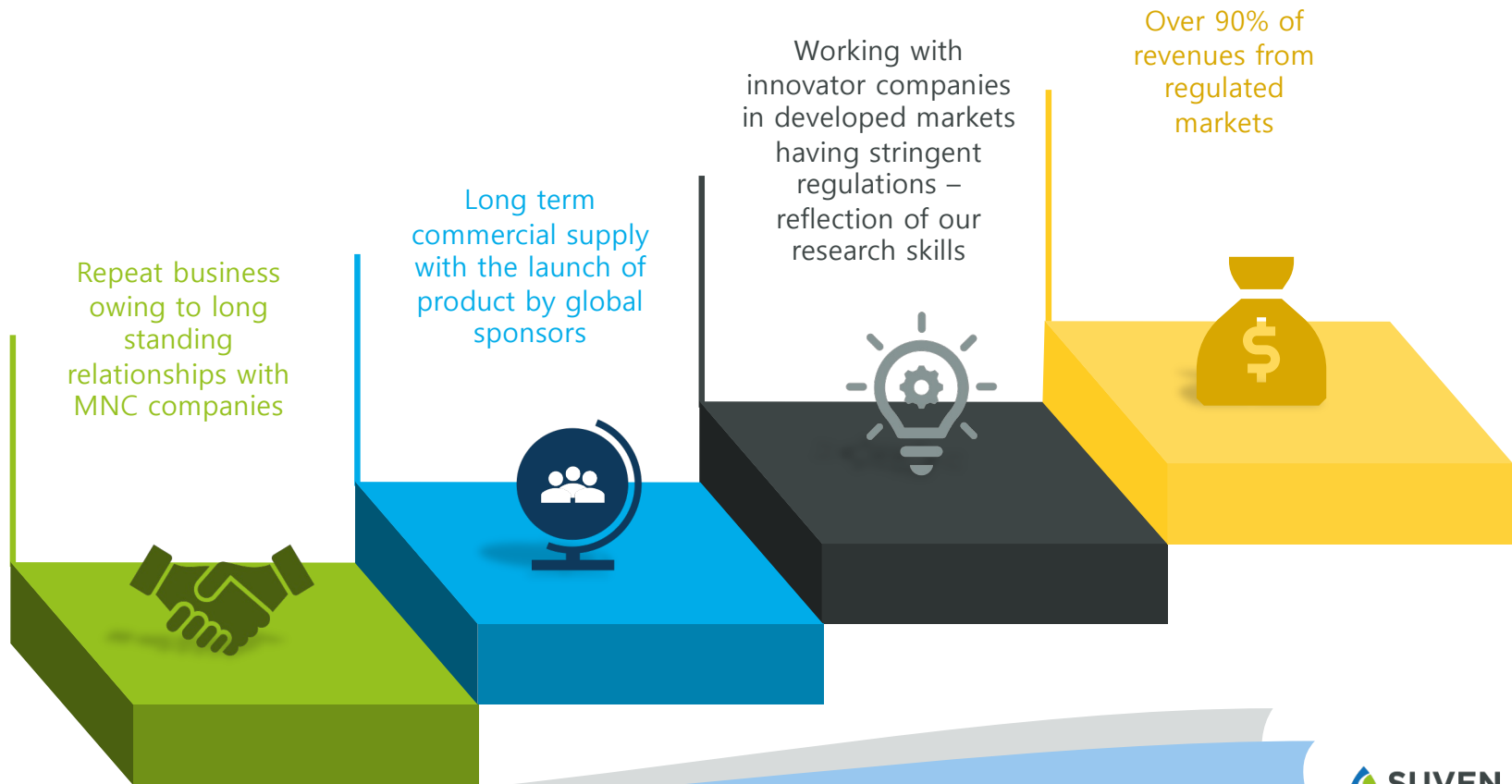
# Business Drivers

## Industry Relationship



# Business Drivers

## Execution Capabilities



# 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, Telangana, India  
API & Formulation Facility**



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

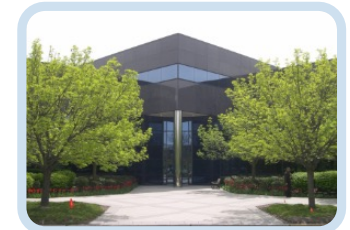
**Banjara Hills, Hyderabad, India  
Corporate Office**



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

**Jeedimetla, Telangana, India  
R&D–Pilot Plant**

**Suryapet, Telangana, India  
Intermediate Mfg. Facility**



- Business Development
- Project Management

**USA, New Jersey  
Business Office**

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

# Contact

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Thank You

