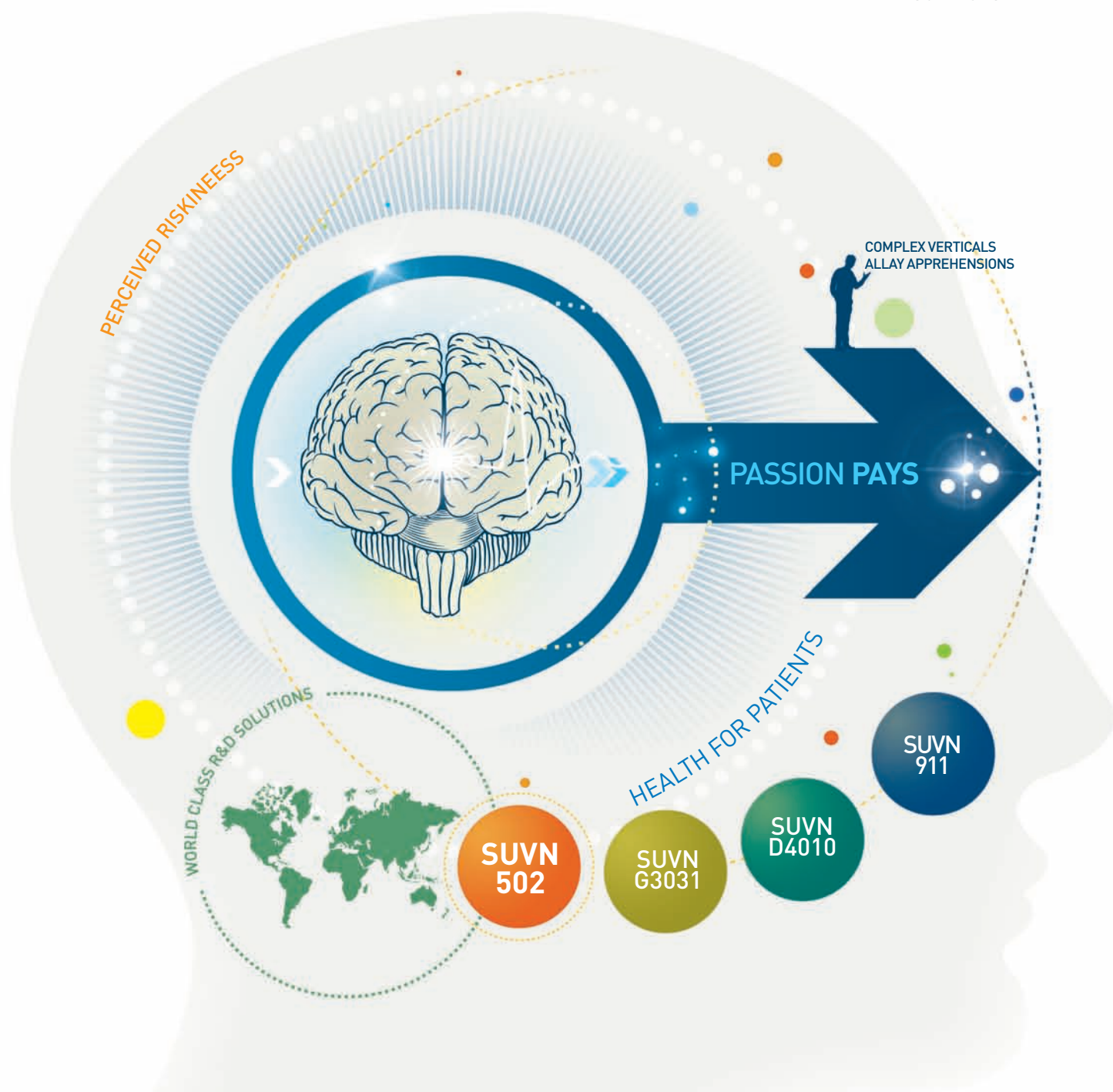




SUVEN  
LIFE SCIENCES LIMITED



# PASSION PAYS

28TH ANNUAL REPORT 2016 - 17

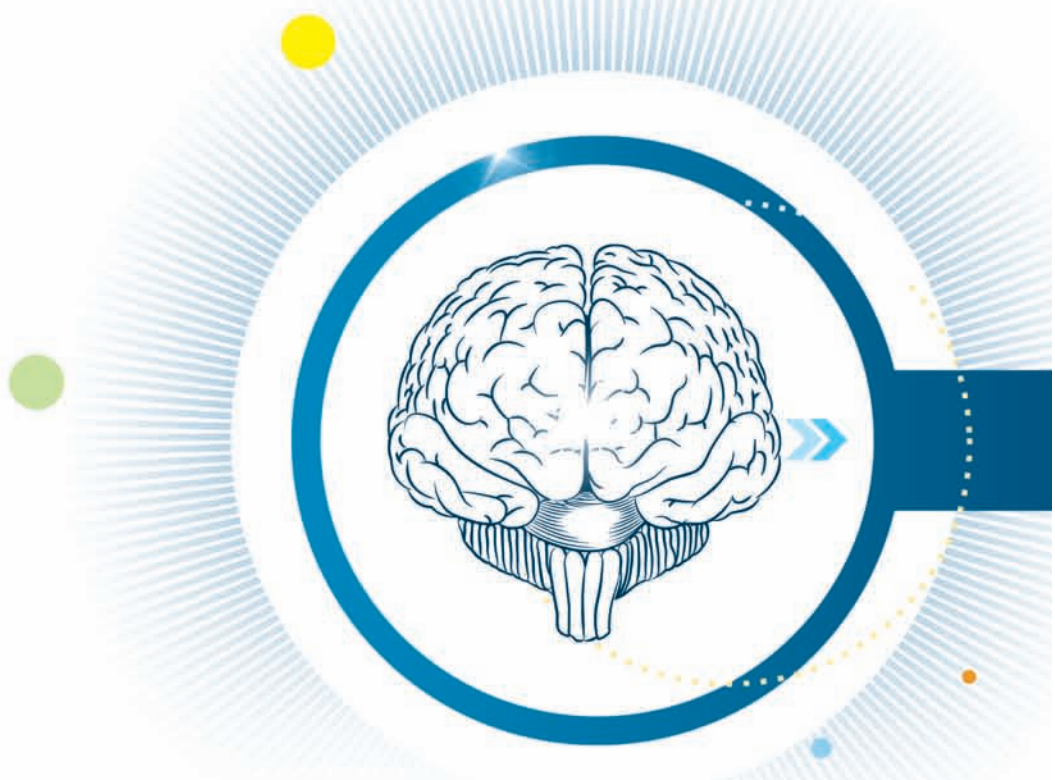
## CAUTIONARY STATEMENT

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried, wherever possible, to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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## SUVEN

- Small company but one of the most enthusiastic.
- Technical business; run with a service mindset.
- Invested with professionalism, driven by passion.

## PASSION

...made us select uncharted territories despite relatively easier avenues.

...infused the spirit of challenge to go-beyond the visible.

...created an exciting work culture where successes and failure are equally celebrated.

...transformed perceived risky ventures into thriving business spaces.



# PASSION PAYS

Over the last five years, revenue increased 211%, EBIDTA grew 333% and Net Profit upped 400%.



PASSION PAYS

# IN MAKING PROFITABLE GROWTH SUSTAINABLE

Having transformed people perception of our contract research vertical – from one of apprehension to being a profitable business space, we focused on making this profitable growth more sustainable.

At Suven, the passionate zeal and painstaking efforts of the team have readied flanking verticals within our CRAMS segment that promises sustainable profits.

**Supplying intermediates for specialty chemical:** We sustained supplies of an intermediate for one specialty chemical to a large global conglomerate; these supplies are expected to continue further for another 4-5 years.

**Supplying intermediates for NCEs:** We supplied commercial quantity for a molecule (NCE) which has been approved for global launch; we are one of the three suppliers of this intermediate – supplies of which will continue till the patent period.

**Contract technical services:** Our exclusive marketing license (valid upto FY2026)

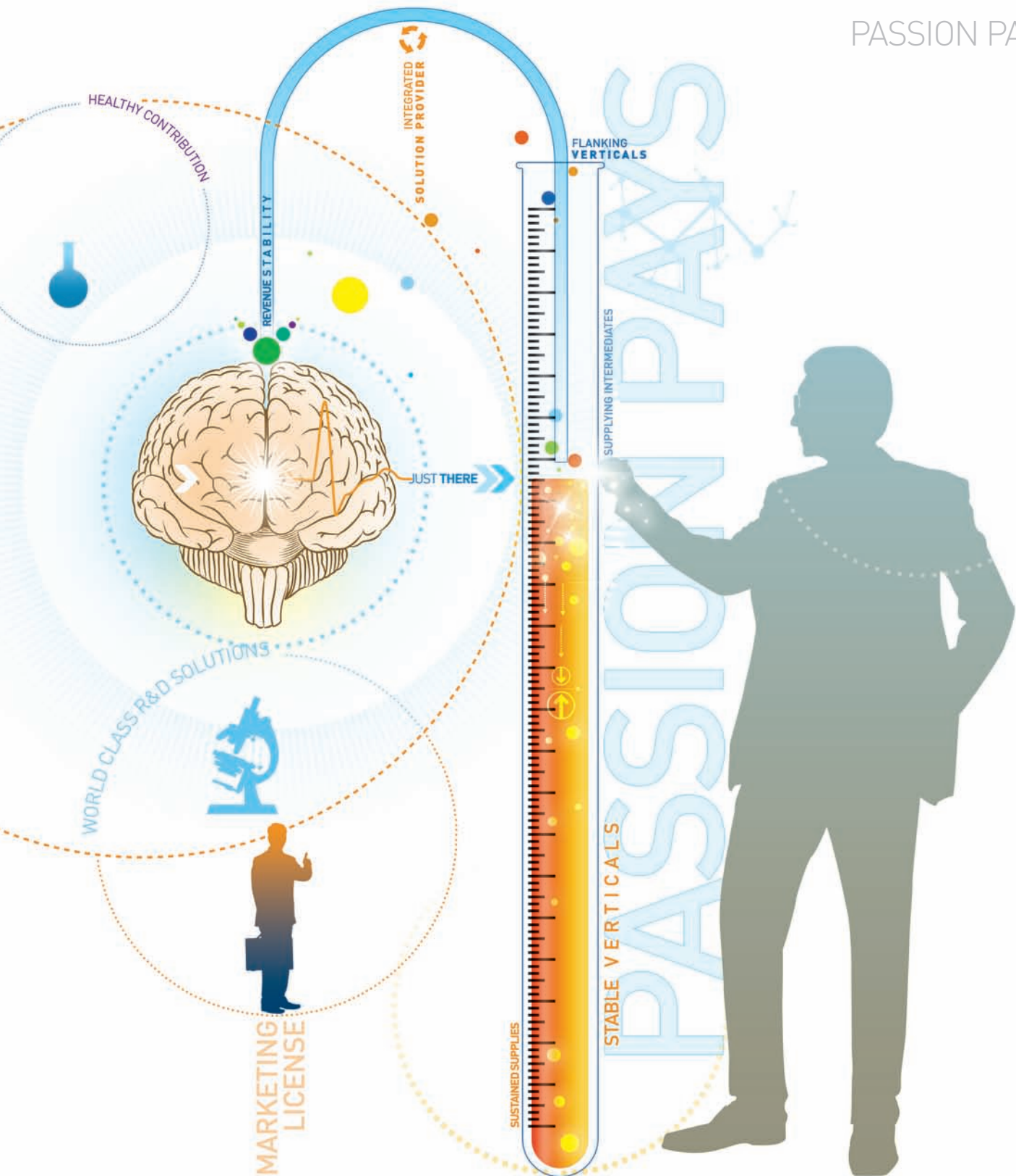
for our Malathion lotion for the US and Canada markets generated more than ₹14 crore in revenue in FY17

Going forward, we are hopeful that these verticals will make a more meaningful contribution to the Company's growth. This optimism stems from the following developments:

**Supplying intermediates for specialty chemicals:** We are developing a pipeline of intermediates to be used in agrochemical products which are at various stages of development with launch prospects between FY19 and FY21.

**Supplying intermediates for launched NCEs:** We are confident of receiving orders for commercial supplies of the intermediate for the second molecule; prospects of repeat business for the first molecule also remain healthy

**Supplies of formulated products:** We have filed numerous ANDAs in collaboration with customers which, when approved, will provide sustainable revenue.





# IN STAYING THE DEVELOPMENT CYCLE

Having changed people's questions from 'what-if's' to 'what-next' about our NCE development programme, our team remains steadfast on staying the development cycle.

At Suven, the 'can do it attitude' of our team has resulted in invaluable assets for the Company -- four of our 13-molecule pipeline are at various stages in the development cycle.

**SUVN-502 for Alzheimers:** We have enrolled 250+ candidates for Phase II Clinical Trial in USA; about 100 patients finished the treatment period.

**SUVN-G3031 for various dementias:** We have completed Phase I clinical trial in USA and ready for Phase II.

**SUVN-D4041 for various dementias:** We have completed Phase I Clinical Trial in USA and undergoing long term toxicology studies.

**SUVN-911 for Major Depressive Disorder:** We have started Phase 1 clinical trial in USA

## OUR NCE JOURNEY APPARENTLY RISKY. **ACTUALLY RICH.**

1116

Product patents  
(June 30, 2017)

39

Process patents  
(June 30, 2017)

13

Molecule pipeline  
(June 30, 2017)

30

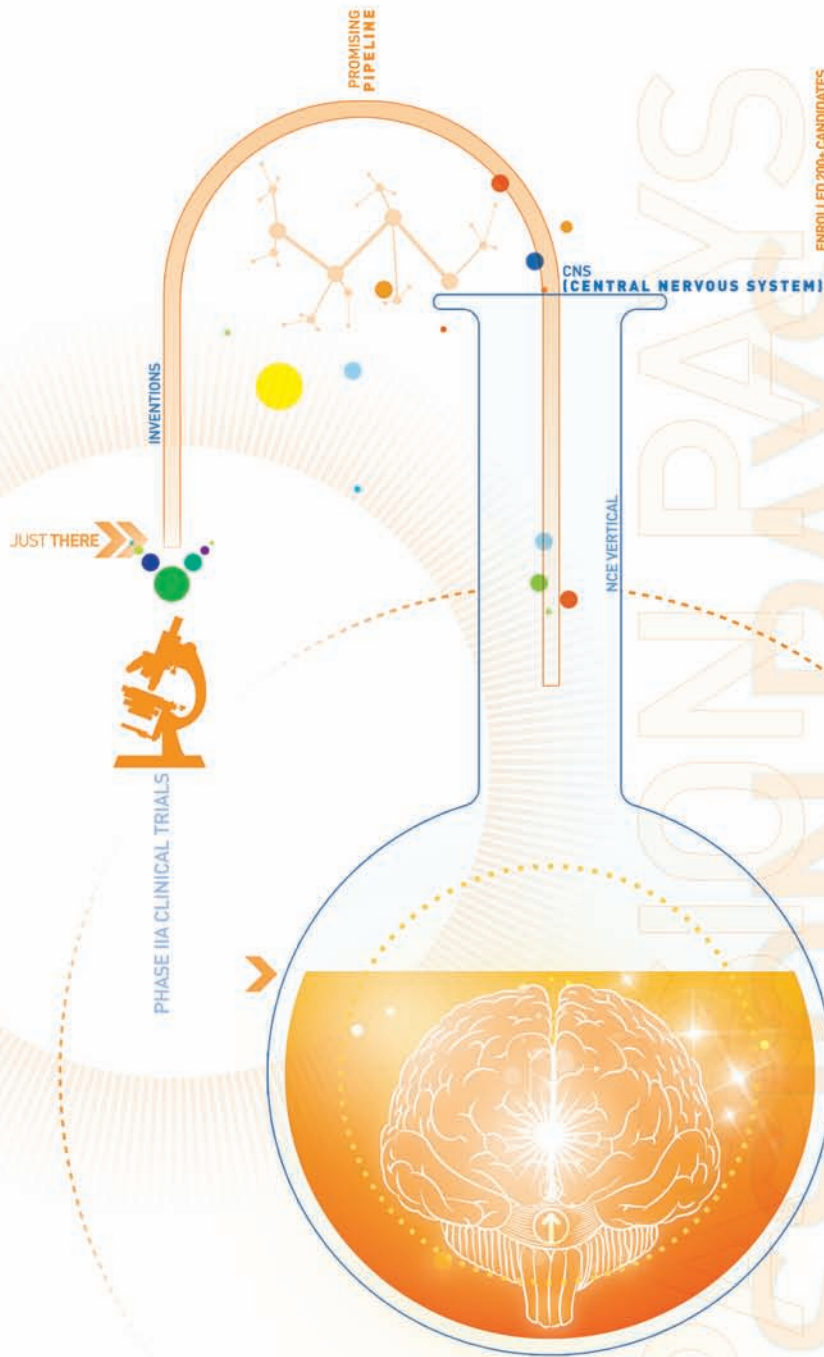
Product inventions  
(June 30, 2017)

9

Process inventions  
(June 30, 2017)

600+

Investment in this R&D  
so far (₹ crore)



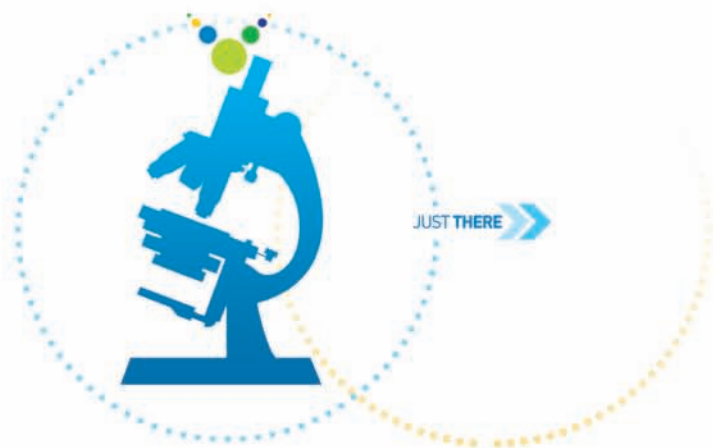
## AN OVERVIEW

# SUVEN LIFE SCIENCES: A COMPANY DRIVEN BY PASSION. A FULL-FLEDGED BIOPHARMACEUTICAL SOLUTIONS PROVIDER FOR GLOBAL PHARMACOS. A RESPECTED OUTLIER IN THE HIGH-PROFIT,

Suven Life Sciences Limited is a pharmaceutical research expert that leverages its innovation capability to undertake CRAMS projects involving discovery and development of molecules for innovator companies. The Company's expertise in process research, custom synthesis and NCE development support services has earned it respect of and strengthened business ties with global pharmaceutical companies.

Suven is headquartered in Hyderabad, Telangana with its R&D facilities in the same city. Its shares are listed on the BSE and the NSE in India.

The Company has a 1016-member team; its 425-member strong R&D team comprises of 30 PhDs and works in the research intensive areas of analytical development, drug discovery, process R&D and formulations development.



PASSION PAYS

60

Promoters holding,  
March 31, 2017  
(%)

5

Institutional  
holding,  
March 31, 2017  
(%)

2105

Market  
capitalisation,  
March 31, 2017  
(₹ crore)

544.48

Revenue,  
2016-17  
(₹ crore)

186.44

EBIDTA,  
2016-17  
(₹ crore)



**VISION**

In search of new CNS therapies  
Become a leading company  
focused on treatments for unmet  
medical needs in Mental Health

**MISSION**

Health for patients and Value  
for partners

Headquarters	Manufacturing facilities			R&D facilities		Global presence
Banjara Hills Hyderabad, Telangana	Pashamylaram Telangana	Suryapet, Telangana	JNPC, Visakhapatnam, Andhra Pradesh	Jeedimetla, Telangana	Pashamylaram, Telangana	New Jersey, USA
Corporate office, Business Development, Finance, Human Resources and Administration	API and formulation facility	Intermediate Facility	API and Intermediate facility	Discovery Research, Process Research and Pilot plant	Discovery Research, Process Research, Formulation R&D and IP Management	Development, Project Management & IP Management

**Our global customers**

123.38

Net Profit, 2016-17  
(₹ crore)

146.94

Cash flow from  
operating activities,  
2016-17 (₹ crore)

1016

Team size,  
March 31, 2017

425

R&D team,  
March 31, 2017

70

Customers,  
March 31, 2017

# PASSION PAYS HERE IS PROOF

