


Aspire.  
Achieve.  
Advance.





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The background of the slide features a Siemens industrial machine on the left and a computer monitor on the right. The monitor displays a control interface with various graphs and data points. A teal-colored horizontal band runs across the middle of the slide, containing a white graphic of a DNA double helix on the right side.

At Syngene, sustainable growth is about getting our fundamentals right.

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About being able to **aspire** high and setting new goals.

About being able to **achieve** goals consistently and setting new benchmarks.

About being able to **advance** at a sustainable pace and crossing new milestones.

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Creating the basis for outperformance and robust sustainability.



# Aspire.

Syngene, a subsidiary of Biocon – one of Asia's largest biopharmaceutical companies, was set up in Bengaluru in the early nineties when the Contract Research Organisation (CRO) industry was at a nascent stage in India. Since inception, we aspired to emerge as a leading player in the global CRO space, providing a wide array of services to customers. We had a clear vision to become a world-class partner delivering innovative and scientific solutions to clients. We started operations with a team of less than 100, providing services in the areas of discovery chemistry and discovery biology.



## 1994

Initiated operations as a CRO with services in chemistry and biology

## 1998

Granted 100% Export Oriented Unit (EOU) status by the Government of India

## 2001

Forayed into chemical development with a dedicated manufacturing facility

## 2007

Initiated operations in safety assessment and large molecules development services

Signed a long-term contract with Bristol-Myers Squibb to set up the first dedicated R&D Centre

Expansion of research facilities at Biocon SEZ to 148,000 sq. ft.

## 2009

Initiated operations in formulation development

New cGMP compliant plant set up.



## Achieve

Syngene commenced operations in the challenging research niche more than two decades ago.

Over the years, we have invested significantly in building our capabilities, capacities and customer base. Starting our journey in the discovery chemistry and discovery biology segments, we have evolved into an integrated end-to-end discovery and development service provider for novel molecular entities (NMEs) across a range of industrial sectors.

SYNGENE ENJOYS MULTI-YEAR, MULTI-DISCIPLINARY PARTNERSHIPS WITH SOME OF THE MOST RESPECTED GLOBAL RESEARCH-FOCUSED COMPANIES LIKE BRISTOL-MYERS SQUIBB CO., ABBOTT LABORATORIES (SINGAPORE) PTE.LTD AND BAXTER INTERNATIONAL INC., AMONG OTHERS.

### 2011

Collaboration with Endo Pharmaceuticals to develop novel biological therapeutic molecules against cancer

### 2012

Set up a dedicated research centre for Abbott Nutrition

### 2013

Set up dedicated research centre for Baxter International

### 2014

Extended collaboration with Bristol Myers Squibb for its dedicated R&D centre till 2020

API manufacturing facility accepted by FDA

Established a 75,000 sq.ft centre to provide stability and analytical services

### 2015

Given Bengaluru India Bio – Bio Excellence Award for outstanding contribution to the biotech services sector

Amalgamated Clinigene International into Syngene

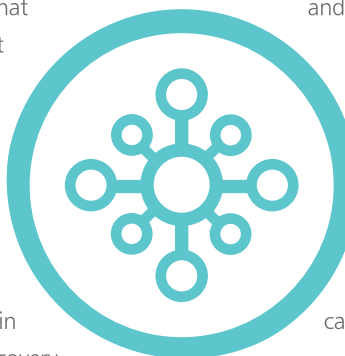
Signed the first long-term commercial manufacturing contract

## Advance.

Having established Syngene as a leading CRO, we intend to foray into the contract manufacturing space so that we can position ourself as an integrated Contract Research and Manufacturing Services (CRAMS) player with commercial scale manufacturing capabilities.

This will allow us to offer forward integration opportunities in the discovery and development continuum. We have plans to invest up to US\$200 million in the next few years, principally in capacity augmentation in laboratory services (discovery chemistry and discovery biology), developmental services

(formulation and biologics or large molecules development) and cGMP drug substance manufacturing.



We are also in the process of setting up a commercial scale manufacturing facility in Mangaluru to manufacture novel small molecules for innovator companies. We have expanded our small molecule manufacturing facility in Bengaluru and are in the process of expanding our large molecule manufacturing capabilities by setting up a new unit.



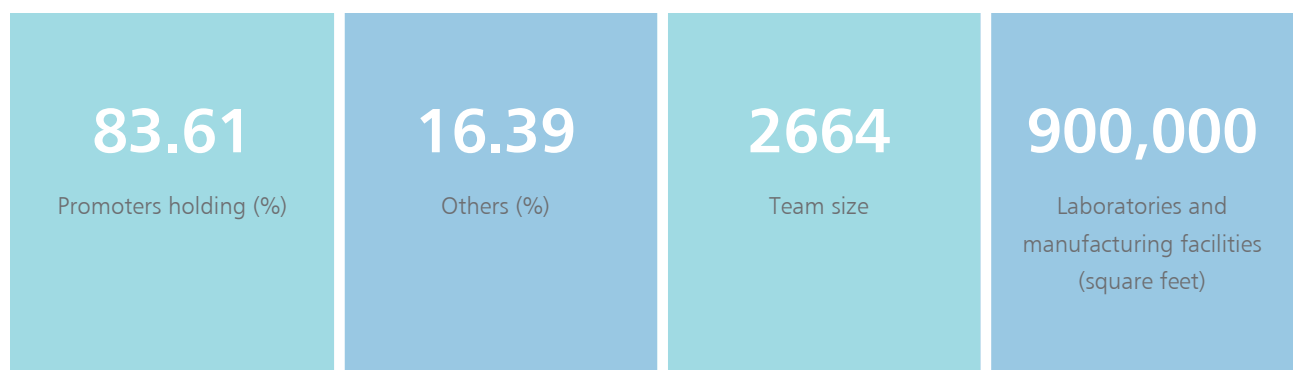
#### Corporate snapshot

Syngene International Limited, one of India's leading Contract Research Organisations (CROs), provides integrated end-to-end solutions to large, mid-size and start-up global companies.

Incorporated in 1993, Syngene offers a suite of integrated, end-to-end discovery and development services for novel molecular entities (NMEs) across industrial sectors, including pharmaceutical, biotechnology, agrochemicals, consumer health, animal health, cosmetic and nutrition companies.

Our integrated discovery and development platforms help organisations conduct discovery (from hit to candidate selection), development (including pre-clinical and clinical studies, analytical and bio-analytical evaluation, formulation development and stability studies) and pilot manufacturing (scale-up, pre-clinical and clinical supplies) with a distinctive economic advantage.

Our research and manufacturing facilities are accredited by various international and national regulatory authorities.



As on 31st March, 2015

## Our Vision

To be a world-class partner delivering innovative, scientific solutions.

- World-class: Infrastructure and team
- Partner: Trusted; building long-term strategic relationships
- Delivering: Flawless execution at every stage of the project
- Innovative scientific solutions: Provide services that are innovative and as per client requirements

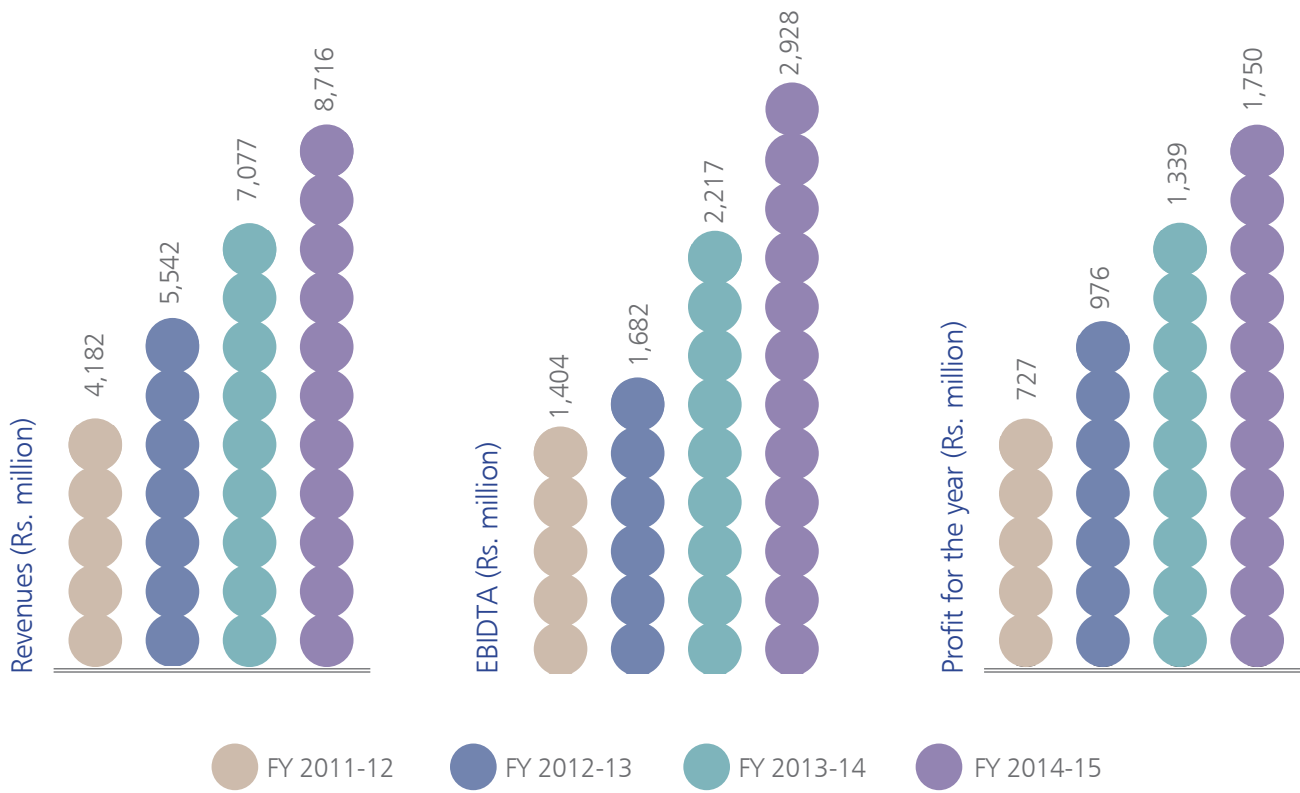
## Our Values

Integrity: To be ethical, honest and transparent in all we do

Excellence: To commit ourselves to the highest levels of scientific and operational excellence

Professionalism: To practice the highest degree of professionalism by encompassing attributes such as accountability, reliability and customer focus









## This is what we achieved in 2014-15

### Financial highlights

#### Revenue growth

23%

2013-14	2014-15
Rs.7,077 mn	Rs.8,716 mn

#### EBIDTA growth

32%

2013-14	2014-15
Rs.2,217 mn	Rs.2,928 mn

#### Net profit growth

30%

2013-14	2014-15
Rs.1,348 mn	Rs.1,750 mn

#### Fixed asset addition<sup>#</sup>

36%

2013-14	2014-15
Rs.7,652 mn	Rs.10,431 mn

<sup>#</sup> Gross block incl. capital work-in-progress

### Business highlights

- Extended our contract with Bristol-Myers Squibb Co. till 2020
- Cleared the US FDA audit for the manufacturing facility and clinical services with no observations (Zero-483)
- Started operations at the newly-commissioned Stability Centre in Bengaluru

### Corporate highlights

- Amalgamated Clinigene International Limited (subsidiary), which provides clinical research and clinical trial services, into Syngene
- Acquired 40 acres in Mangaluru SEZ with co-developer status to support the commercial manufacturing requirements of pharmaceutical and agrochemical clients
- Signed the first long-term commercial manufacturing contract
- Expanded capacity for discovery and development services
- India Value Fund (IVF) acquired a 10% stake for a consideration of Rs. 3.8 billion

# The Contract Research Space



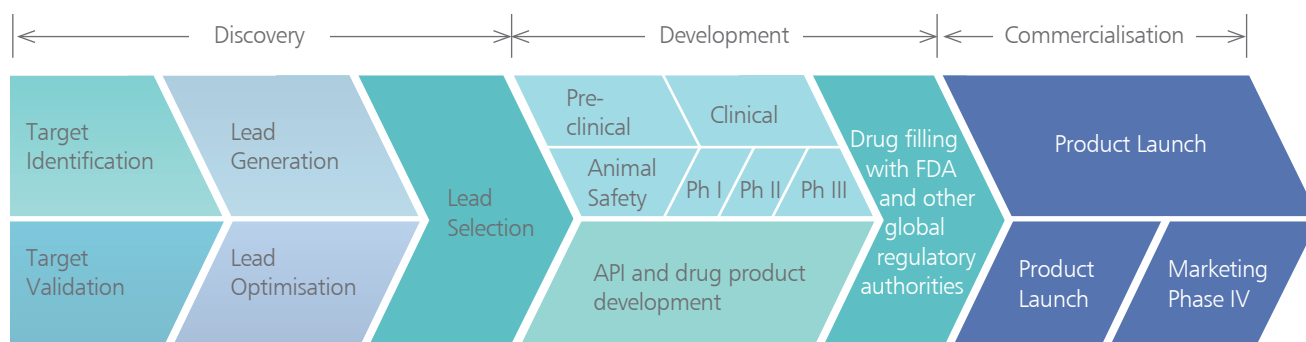
Contract Research Organisations offer outsourced services that catalyse the discovery and development programmes of their R&D-driven clients. They address clients across downstream sectors like pharmaceuticals, biotechnology, biopharmaceuticals, nutraceuticals, veterinary, agrochemicals, cosmetics and electronics.

CRO services address a range of R&D activities - from new molecular entity discovery and development to clinical supplies

and commercial scale manufacturing. Over the years, the market for CRO services has been driven by a progressive growth in R&D spending and outsourcing.

CROs are being increasingly preferred as they offer clients an opportunity to manage costs, streamline operations and enhance R&D efficiencies.

CRO service providers typically compete in the segments of discovery, development and manufacturing (shown below).



The discovery and development process comprises the following stages:

- Discovery (target identification, target validation, lead generation, lead optimisation and lead selection)
- Development (pre-clinical testing, clinical testing and regulatory filings with the FDA and other relevant regulators), and
- Manufacture (process development and early stage manufacture) leading to commercialisation (manufacturing and post-marketing follow-up studies on impact and side effects).