

# Syngene



Engage



Expand




Extend

Syngene International Limited  
Annual Report 2015-16



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At Syngene, our teams of scientists work in world-class laboratories and manufacturing facilities putting the science of our clients to work and developing innovative solutions for them. We do this by:

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Engaging with clients at multiple points on the discovery, development and commercialisation journey of their molecules

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Expanding capacities and enhancing capabilities to serve their growing needs

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Extending a business association to a strategic partnership.

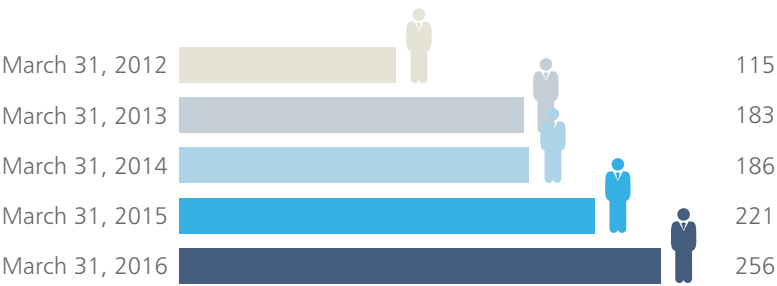
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**Engage. Expand. Extend.**





Number of clients



A flexible business model that allows multiple engagement opportunities with clients and builds enduring relationships.

Syngene is India's leading contract research organisation offering a range of integrated end-to-end discovery and development services for novel molecular entities (NMEs).

Our 'plug-and-play' business model provides clients with multiple entry points across an integrated operating structure.

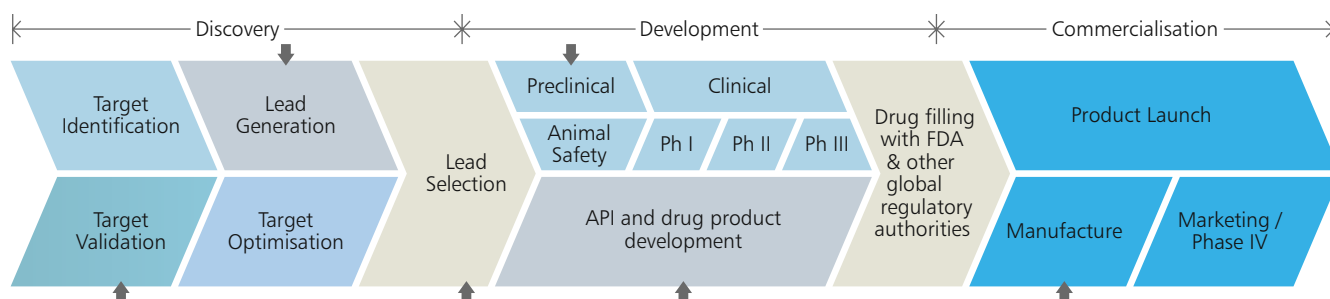
Depending on their requirements, they can choose to engage with us for a component service or for a cluster of services or for a fully-integrated discovery-dedicated service, with dedicated infrastructure and teams.

This flexible business model is integral to our strategy of strengthening our client relationships and has translated into an appreciable growth in our customer base. We place great emphasis on maintaining frequent and open dialogue with our clients and our long-term association with many of them helps us better understand their future requirements and thereby open up new avenues to engage with them further.

The result: Eight of the top-10 global pharmaceutical companies are engaging with Syngene today for their research requirements.

Engage

### Plug-and-play business model





## Expand

Expanding business capabilities into a predictable revenue driver.

Syngene started out in 1994 as a provider of discovery chemistry and discovery biology services. Over the years, we have made strategic investments in capacity expansion and enhancing our capabilities to meet the growing requirements of our clients.

Our flexible business model ranges from full time equivalent (FTE) to fee-for-services (FFS) or a combination of both, which can be customised as per the client's requirement.

### In FY 2015-16, Syngene invested in...

- Expanding its R&D laboratory space
- Added new services in stability, analytical & bio-analytical services as well as viral testing
- Invested in new platforms like Small Interfering RiboNucleic Acid (SiRNA) and Antibody-Drug Conjugates (ADCs)





## Extend

Extending a strategic response into a core business strategy.

Through an ongoing engagement with clients and continuous expansion of service offerings, Syngene aspires to extend its association with clients: from just being a contract research and manufacturing service provider to becoming a strategic partner in their overall business growth.

Our impeccable track record of quality and regulatory compliance, world-class infrastructure and talent pool to position ourselves as an extension of our customer's business operations.

It is this aspiration that is reflected in our multi-year, multi-disciplinary partnerships with some of the leading global organisations like Bristol-Myers Squibb Co., Abbott Laboratories (Singapore) Pte. Ltd. and Baxter International Inc., among others.

# Syngene International.

Indian Intellect. Global Contribution.



Leading India-based  
Contract Research  
and Manufacturing  
player

Focus on Novel  
Molecular Entities

Employing more  
than  
**2,500**  
scientists

Servicing the  
growing needs of  
more than  
**250**  
clients

Deriving  
**95%**  
revenues from  
outside India

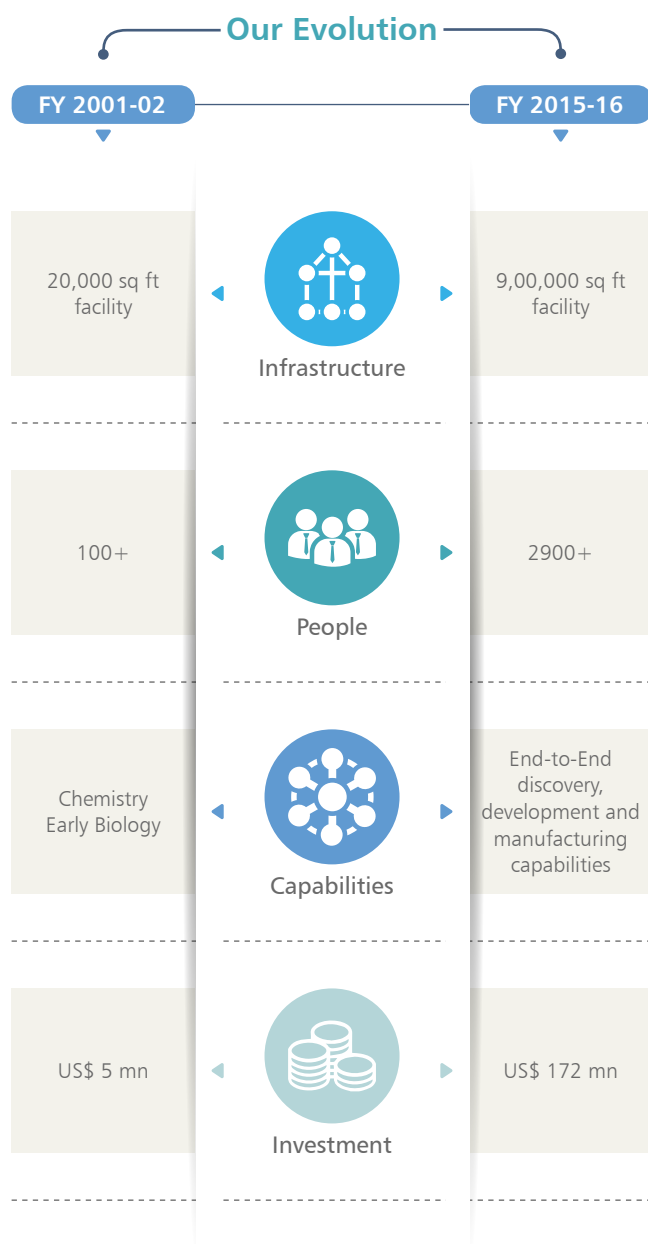
## Our visiting card

- India's first Contract Research Organisation (CRO), established in 1994
- Rich experience in novel molecule discovery and development services
- Providing an Integrated Service Platform for small and large molecules
- World-class infrastructure, audited successfully by US FDA, EMA, AAALAC and major life sciences partners

## Our Differentiators

- Combining superior intellect and world-class infrastructure around an Indian cost advantage
- Transforming large fixed research costs into variable costs
- Focus on novel molecule development and increasing R&D productivity





## Our vision

Syngene's vision is to be a world-class partner delivering innovative, scientific solutions.

- **World-class:** Infrastructure and team
- **Partner:** Building long-term strategic relationships
- **Delivering:** Flawless execution at every project stage
- **Innovative scientific solutions:** Provide innovative services 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

## Corporate achievements, 2015-16

- IPO was subscribed 31 times; Syngene shares were listed at ₹ 295 on the BSE and National Stock Exchange, an 18% premium over the offer price
- Cleared three USFDA audits of our Clinical Development facilities
- Won the CIO 100 Networking Pioneer Special Award and the Organisation with Innovative HR Practices Award

## Business achievements, 2015-16

- Added 35 new clients
- Invested in new capabilities (Antibody Drug Conjugates, oligonucleotides and viral testing)
- Commenced operations at our new state-of-the-art Stability Centre
- Completed expansion of our manufacturing facilities in Bengaluru, India

# Good research is good business

