Syngene

INVESTING IN **PARTNERSHIPS**

ANNUAL REPORT **2018-19**

The cover image depicts embryological development, which epitomises the continuous process of growth. At Syngene, the aim behind investing in our partnerships is inspired from this infinitely small cell. We believe that when we connect and collaborate with our stakeholders, we will, just like the cell embryo, set up a continuous process of development, benefitting all who are directly or indirectly connected with the Company.

CONTENTS

Business Review

About us **02**
Inspiring us on our path **07**
Financial Highlights **08**
The Syngene Journey **10**
Managing Director's Message **12**
CEO's Operational Review **14**
CFO's Financial Review **18**
The Marketplace **21**
Our Business Model **22**
Dedicated R&D Centres **24**
Discovery Services **26**
Leveraging Bioinformatics in Drug Discovery & Development **30**
Development & Manufacturing Services **32**
Every Client Matters **34**
Investing in Quality **36**
Investing in Information Technology **37**
Investing in Supply Chain **38**
Investing in People **40**
Investing for Long-Term Value Creation **42**
Investing in Sustainable Operations **44**
Investing in a Larger Purpose **46**
Board of Directors **48**
Executive Committee **50**
Business Unit Heads **51**
Corporate Information **52**

Statutory Reports

Board's Report **53**
Corporate Governance Report **89**
Business Responsibility Report **110**
Management Discussion and Analysis **123**

Financial Statements

Standalone Financial Statements **135**
Consolidated Financial Statements **190**
AGM Notice **246**
Glossary **265**

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INVESTING IN **PARTNERSHIPS**

Syngene International Limited has always believed in the power of partnerships to unlock long-term value for its stakeholders. These include not just our clients but a far wider gamut, including employees to environment, suppliers to scientific research-focussed organisations, and shareholders to society.

We nurture our relationships through continual investments. These investments in people, infrastructure, processes, vendor management, logistics, supply chain or technology, enable us to harness the power of science to build trust, widen our collaborations, drive growth and deliver value.

Today, Syngene is a trusted strategic partner to a diversified global clientele – from marquee companies to start-ups across sectors. As we celebrate 25 years of our successful journey, we pledge renewed commitment to our partnerships that have brought us so far in our journey.

ABOUT US

Incorporated in 1993, Syngene International Limited is an innovation-focussed global discovery, development and manufacturing organisation providing integrated scientific services to the pharmaceutical, biotechnology, nutrition, animal health, consumer goods and specialty chemical industries around the world.

Our state-of-the-art infrastructure, qualified team of scientists and rich expertise in emerging technologies enable us to improve research and development productivity, drive innovation and reduce time-to-market for novel molecules. Our competitive advantage stems from our ability to customise our scientific solutions. This unique value proposition is reflected in our long-term partnerships with the world's leading pharmaceutical and biotechnology companies, along with strong relations with companies in other sectors and our growing association with small and virtual companies.

The business is divided into three units: Dedicated R&D Centres, Discovery Services and Development and Manufacturing Services.

Dedicated R&D Centres

Centres of excellence with dedicated infrastructure and scientific teams to suit the needs of individual clients.

Contracts are long-term in nature, usually five years or more and Full-time-equivalent (FTE) engagements to support the client's R&D requirements.

Pg 24
Read more on this business unit

Discovery Services

Chemistry, biology, toxicology and bioinformatics services for both small and large molecules.

Undertaken for multiple clients, with the contracts being primarily FTE engagements and typically renewed annually.

Pg 26
Read more on this business unit

Development and Manufacturing Services

Pre-clinical studies, drug substance development, drug product development, allied services (stability services, viral testing, bioanalytical), clinical trials and manufacturing services for small molecules and biologics.

Largely Fee-for-service (FFS) engagements both for the short and long-term. Engagements generally expand in scope and extend in duration driven by our ability to generate added value for our clients.

Pg 32
Read more on this business unit

Syngene in Numbers*

331

CLIENTS

8

OF THE GLOBAL TOP 10 PHARMACEUTICAL COMPANIES

3,996

QUALIFIED SCIENTISTS

1.4 Mn sq. ft.

AREA OF R&D AND MANUFACTURING INFRASTRUCTURE

62

LONG-TERM CLIENTS (COLLABORATIONS EXTENDING OVER 5 YEARS OR MORE)

94%

SHARE OF SALES FROM EXPORTS OUTSIDE INDIA

*As on 31 March 2019

Quality Certifications

Our world-class facilities have received ISO 9001:2008, ISO 14001:2004, and OHSAS 18001:2007 certifications and have been audited by the United States Food and Drug Administration (USFDA), European Medicines Agency (EMA), Pharmaceuticals and Medical Devices Agency (PMDA), and major life sciences partners. Our animal health facilities are Good Laboratory Practice (GLP) certified by the Indian authorities and the Association for Assessment and Accreditation of Laboratory Animal Care International (AAALAC) accredited.

FCB ROOM

Global Footprint

Headquartered in Bengaluru, India, Syngene is a global Contract Research Organisation (CRO). We have incorporated a wholly-owned overseas subsidiary in the United States (Syngene USA Inc.). This allows clients to have local access to our business development teams. We have also appointed regional business development representatives in the US (East and West Coast), Ireland and India. Our focus on client engagement has allowed us to build and maintain partnerships spanning the US, Europe, Asia-Pacific and Australia.

Geographic break-up of clients

(as on 31 March 2019)

73% US

5% JAPAN

14% EUROPE

6% INDIA

2% REST OF WORLD

Partnering with Diverse Industries

- Pharmaceuticals
- Biotechnology
- Nutrition
- Agrochemicals
- Animal health
- Consumer goods
- Specialty chemicals
- Academic and non-profit organisations

Some of our Clients include:

Amgen Inc.	Artelo Biosciences	Baxter International Inc	Bristol-Myers Squibb	GSK
Herbalife	Merck KGaA	PharmAust Limited	Zumutor Biologics	Zoetis Inc.

INSPIRING US ON OUR PATH

OUR VISION

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

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 practise the highest degree of professionalism by encompassing attributes such as accountability, reliability and customer focus.

OUR PARTNERSHIP COMMITMENT

Clients

- Meet the current and future needs of our clients by providing world-class talent, infrastructure and systems
- Deliver services with sustained focus on quality, affordable innovation and productivity
- Work with our clients in flexible, adaptable and customised partnership models

Employees

- Ensure a safe and sociable work environment for all
- Provide opportunities to work with high-performance teams.
- Develop scientific, managerial and leadership skills to foster professional growth

Society and Environment

- Safeguard the environment by reducing waste, controlling pollution and producing safe products
- Support community health and wellness programmes

Patients, Physicians and Care Providers

- Maintain highest standards of ethics and patient care
- Uphold the highest standards of ethics and professionalism in working with physicians and care providers

FINANCIAL HIGHLIGHTS