

# *Syngene*

Putting Science to Work



**SCIENCE THAT  
MAKES A  
DIFFERENCE.**

Annual Report 2020-21



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# Science that makes a difference

The past twelve months have drawn global attention to the international scientific community and efforts to develop new approaches to diagnose, treat and cure disease, including the coronavirus. At Syngene, this is our daily endeavor. As technology evolves and we learn more about the world we live in, the application of science drives innovation, improves the way we live today and increases our ability to live better, safer and healthier lives.

As a strategic partner to our clients, often working as an extension of their internal scientific teams, we bring them the flexibility and efficiency to scale up rapidly and respond to challenges and opportunities in a result-oriented, safe, and compliant manner. Our scientific solutions benefit not only the life sciences sector but also the animal health, consumer goods, nutrition, agro-chemicals and specialty chemicals sectors.

Throughout the year we leveraged science to make a difference. Examples include: performing small and large molecule drug discovery projects, developing a drug substance for the treatment of a rare genetic liver disease, producing complex multi-drug combination formulations for companion animals, and making advances in specialty platform programs such as antibody-drug conjugates (ADCs) and proteolysis targeting chimeric molecules (PROTACs).

Our planning, resilience and a robust business continuity plan helped us deliver on our research commitments despite the restrictions and disruptions of the pandemic. We also actively contributed to the fight against COVID-19 by setting up an RT-PCR testing facility, developing various kinds of proteins and reagents for use in diagnostic kits and supporting clients on vaccine development and therapeutic projects.

As the world emerges from the pandemic, more aware than ever of the power of science, we will continue to offer our expertise in integrated discovery, development, and manufacturing of novel molecules to our clients. In our laboratories, in every project, for every client, we remain committed to exploring the boundaries of science, driving innovation, and delivering speed and agility, with one objective: making a difference.

# About us

## Delivering science that makes a difference

Syngene International Limited is an integrated research, development, and manufacturing organization providing services from early discovery and development to commercial manufacturing for small and large molecules. Our researchers work in multiple therapeutic areas to meet the needs of our bio-pharmaceuticals clients. We also serve the nutrition, animal health, consumer goods, and specialty chemicals sectors. Our ability to deliver world-class solutions is driven by our highly qualified team, including over 4,700 scientists, and supported by state-of-the-art infrastructure and market-leading technology.

Since our inception, we have worked with clients worldwide to deliver science that makes a difference. We pride ourselves on our ability to deliver both integrated and stand-alone solutions. We have established long-standing relationships with leading global companies as well as partnerships with biotech companies, non-profit institutions, academic centers, and government organizations.

### Our science footprint

Syngene is headquartered in Bangalore, India. We have one research campus and two sites in Bangalore, one research campus in Hyderabad and one manufacturing campus in Mangalore. Syngene USA Inc., a US-based wholly-owned subsidiary of Syngene, supports US-based clients.

### Our values



**Integrity**



**Excellence**



**Professionalism**



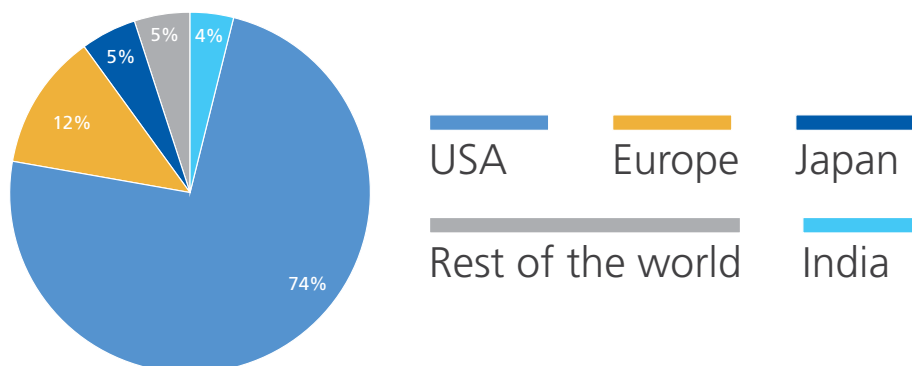
## Our vision

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



[www.syngeneintl.com/about-us/](http://www.syngeneintl.com/about-us/)

## Delivering research and development for clients around the world





## Business divisions

### Discovery Services

Engaged in early-stage research from target identification to delivery of drug candidates for further development. Capabilities include Chemistry, Biology, Safety Assessment, and Research Informatics for small molecules; recombinant DNA engineering, cell line development, Next Generation Sequencing, and protein sciences for large molecules.

### Development Services

Engaged in activities from pre-clinical to clinical trials, including drug substance and drug product development, and associated services to demonstrate the safety, tolerability, and efficacy of the selected drug candidate, cGMP-compliant manufacturing of clinical supplies, and registration batches for small molecules.

### Manufacturing Services

Engaged in the manufacturing of small and large molecules for commercial supplies through cGMP-compliant facilities, a state-of-the-art API manufacturing campus and a biologics manufacturing facility.

### Dedicated R&D Centers

Dedicated R&D facilities for strategic clients providing exclusive access to research teams, infrastructure, and project management to support the client's R&D requirements.

## Our clients and partners

We aim to build strategic, long-term relationships with our clients and partners by offering a range of integrated research services from initial planning of research programs up to candidate selection, pre-clinical and clinical development,

and manufacturing. We help leading pharmaceutical and biotechnology companies navigate regulatory requirements and increase speed to market. We apply our scientific expertise to deliver innovation in segments beyond life sciences,

including specialty chemicals and consumer products. We provide high-quality, customized, and cost-effective services – compliant with regulatory standards – irrespective of the size and scope of the client's project.

## Delivering science for multiple industries\*

 Large & Mid-sized BioPharma	 Emerging BioPharma	 Animal Health	 AgroChem	 Consumer Products
       	    	  		

\*indicative list of clients



### Partnering models

We recognize that each client and each project is different. Our range of business models offers flexibility and customization to meet individual requirements. Clients can select a single model or a combination to suit their R&D requirements.

#### Fee for Service (FFS)

Client collaboration to deliver agreed services within a defined scope. Flexible, on-demand personnel and research infrastructure deployed to achieve the project objectives. Engagements may be short or long-term.

#### Full-Time Equivalent (FTE)

Pre-defined numbers of scientific personnel from pre-determined disciplines work full-time on client projects. Deliverables and team composition evolve as the project advances. Agreements are typically renewed annually.

#### Dedicated Centers

Clients are provided with customized and ringfenced infrastructure. Dedicated scientific and support teams work exclusively on the client's project. Long-term strategic alliances that last usually five years or more.

#### Risk/reward

Across a portfolio of stage gate-driven research projects, client benefits from reduced upfront payments in exchange for significant success-based milestone payments against pre-agreed criteria.





Digital exhibition stand

### Digital client engagement

Keeping close to our clients, ensuring that we have a deep understanding of their requirements and updating them on our capabilities, offerings and facilities are critical. Accelerated by the pandemic, our digital approach has made a difference to our client engagement efforts.

Part of establishing new client relationships involves client facility visits to meet the team and see our campuses first-hand. With travel restrictions in place, a portfolio of 360° InstaVisit videos of our facilities was created. These are interactive videos designed to give a 360 degree virtual experience of Syngene's world-class facilities and capabilities, anytime, anywhere.

Regulatory and client audits are also an important part of client agreements. To avoid delays and maintain our compliance assurance activities, virtual audits were introduced

leveraging advanced technology to facilitate real-time interactions customized to the requirements of each stakeholder. Testimony to the accuracy and transparency of our approach are the 36 virtual audits by top biotech/pharmaceutical companies and regulatory authorities in the past 12 months, all of which were successfully cleared.

In terms of client outreach, the development of virtual exhibition booths allowed us to attend online scientific conferences and trade events. We also intensified our focus on digital communications, such as science webinars, digital advertisements, email campaigns, and social media in addition to adding new functionality and analytics to our website, the primary showcase of our capabilities.

Visit <https://virtualbooth.syngeneintl.com/> to experience Syngene's virtual booth.

### Virtual conferences

29

### Virtual audits

36

### InstaVisit videos

33

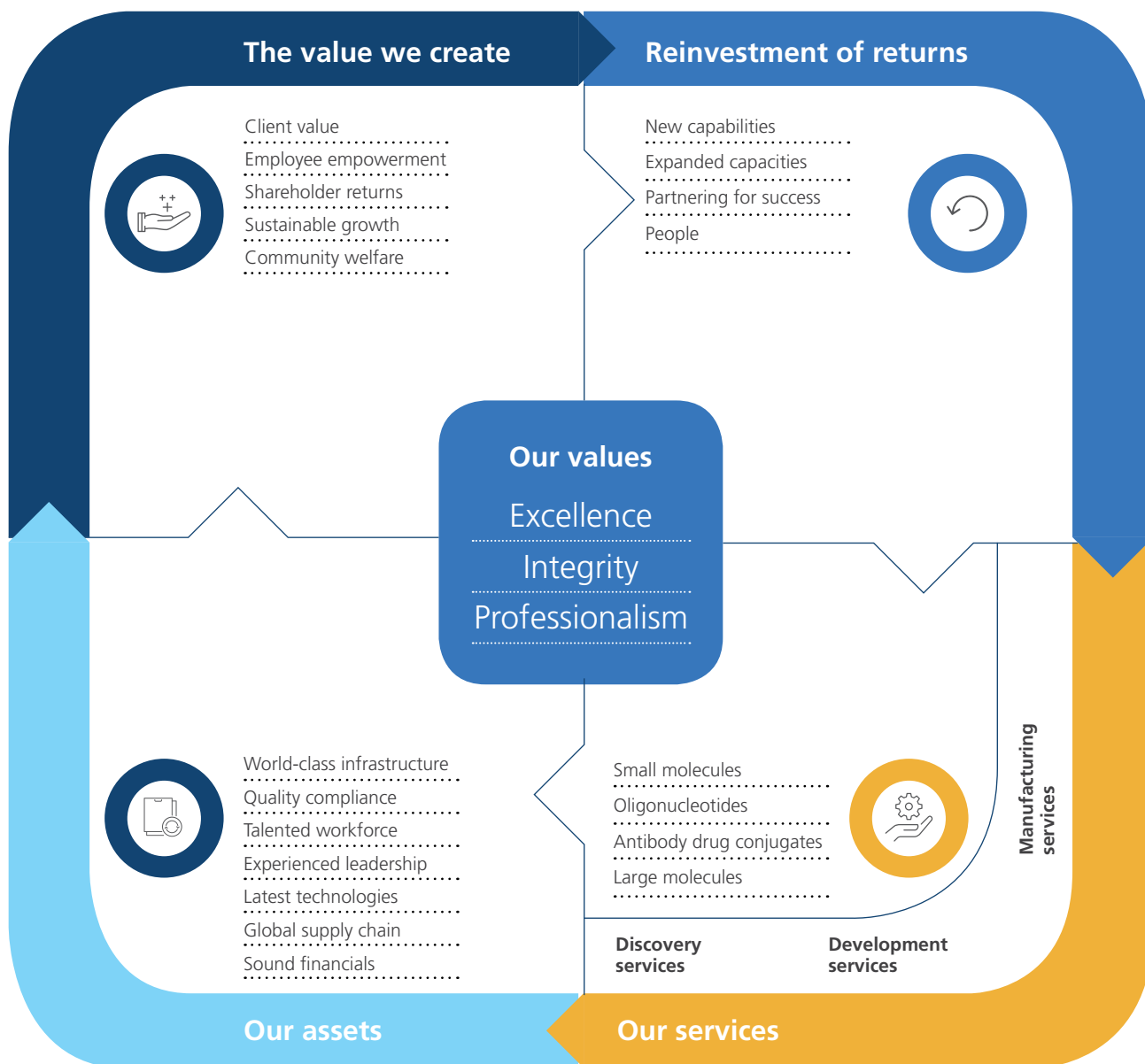
### Scientific webinars

10

### Increase in social media followers

69%

# Value creation model



## Assets

We have solid foundations based on our laboratory infrastructure, technology investments, skilled workforce, strong leadership, and financial strength. These assets underpin our ability to deliver great science for our clients.

## Services

We deploy our asset base to offer integrated services across scientific discovery, development and manufacturing tailored to the requirements of every project.

## Value created

We create value for our clients by delivering innovation while providing them both time and cost-to-market benefits. Our business activities also enable us to create value for our employees, shareholders and the community at large.

## Reinvestment

We will continue to invest in additional capacity and new technology to ensure that we keep pace as science evolves.