Twitter Thread by Smart Sync Services

Smart Sync Services
@SmartSyncServ

Syngene & CRAMS are synonymous in the Indian stock market today.

From Early Discovery to Commercial Supply

NMEs cater to

~Pharmaceutical
~Biotechnology,
~Nutrition
~Animal health
~Consumer goods
~Speciality chemical

In this thread, let’s deep dive into their FY20 AR



1/

Syngene works with clients from around the world to find solutions to their research, development, and manufacturing challenges for small and large molecules while improving productivity, speeding up time-to-market, and lowering the cost of innovation.

Syngene At a Glance



2/

Plans

~Capacity Addition
~Capacity Expansion
~Partnering for Success

Vision: “To be a world-class partner delivering innovative scientific solutions”

Capability Additions

- Continuously adopt new technologies to improve efficiency while lowering the overall cost of discovery and development
- Increase the integration between services in Discovery to reduce project timelines and deepen our involvement in client projects
- Continue development of our Biologics capabilities to keep pace with the evolving science and technology
- Build our expertise in advanced technologies such as sophisticated immuno-oncology assays and CAR-T design for researching next-generation therapies
- Extend the process knowledge gained in the development stages of R&D to advise clients about potential manufacturing requirements over the long term

We have delved even deeper into new technologies that keep our science and scientists at the forefront of their specialties. During the year, we expanded our research footprint in Genome Valley, near the city of Hyderabad, a leading biotechnology hub in the country, with a 100,000 sq. ft. facility that can house nearly 300 multi-disciplinary scientists and allows us access to a new pool of scientific talent. We also added a new laboratory and a vivarium at our main campus in Bengaluru. We have ensured that all our new facilities have incorporated high environmental standards as well as the latest in laboratory technology, including electronic laboratory notebooks.

Our service offering continues to support a diversified client base that includes global pharma and non-pharma multinationals, medium-sized companies and small biotech start-ups. We have seen several large contract renewals and a number of new engagements during the year. Our deepening relationships with long-standing customers are a reflection of our scientific capabilities backed by world-class quality and safety processes. We have also focussed on timely and cost-effective project delivery.

Jonathan Hunt, MD & CEO’s message

We commissioned a new research facility covering 152,000 sq. ft. within our main campus in Bengaluru, India. We also expanded our presence with a new research facility opened in Hyderabad, India. The Hyderabad facility, with the completed first phase covering 50,000 sq. ft., will enable us to tap the city’s extensive scientific talent pool.

5/

Business Divisions

~Discover Services
~Development Services
~Manufacturing Services
~Dedicated R&D Centers

DISCOVERY SERVICES

Solutions
Conducts early-stage research, from target identification to delivery of drug candidates for further development.

Engagement model
Primarily Full-time Equivalent (FTE) engagements.

DEVELOPMENT SERVICES

Solutions
Encompasses activities from pre-clinical to clinical trials including drug substance development, drug product development and associated services to demonstrate the safety, tolerability and efficacy of the selected drug candidate.

Engagement model
Largely Fee-for-Service (FFS) engagements.

MANUFACTURING SERVICES

Solutions
Manufacturing services for small and large molecules, including cGMP compliant facilities, for clinical supplies and registration batches as well as commercial volumes through a new, state-of-the-art API manufacturing plant and a disposable biologics manufacturing facility.

Engagement model
Customised engagement models to deliver clinical and commercial supplies.

DEDICATED R&D CENTRES

Solutions
These centres offer dedicated multi-disciplinary scientific teams, support personnel and ring-fenced infrastructure as per client specifications to support the client’s R&D requirements.

Engagement model
Long-term partnerships, usually five years or more, and based on the FTE model.

6/

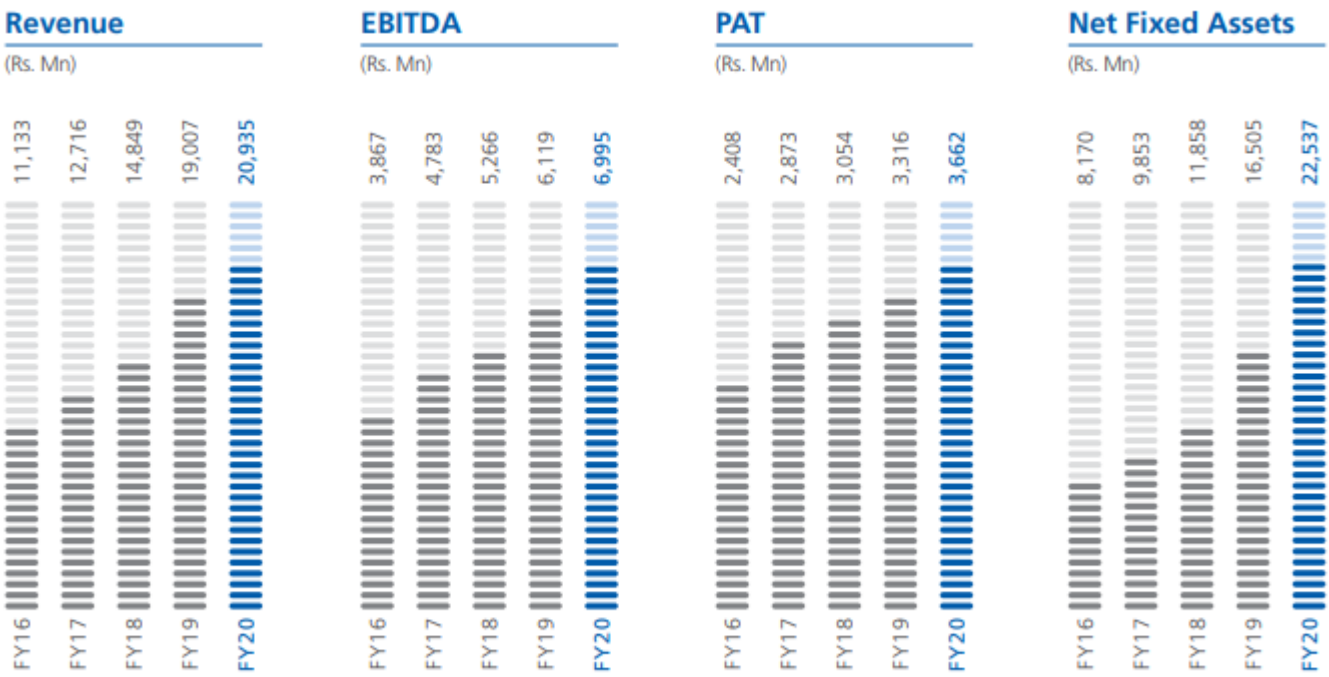
~Industries Covered

~Client Footprint



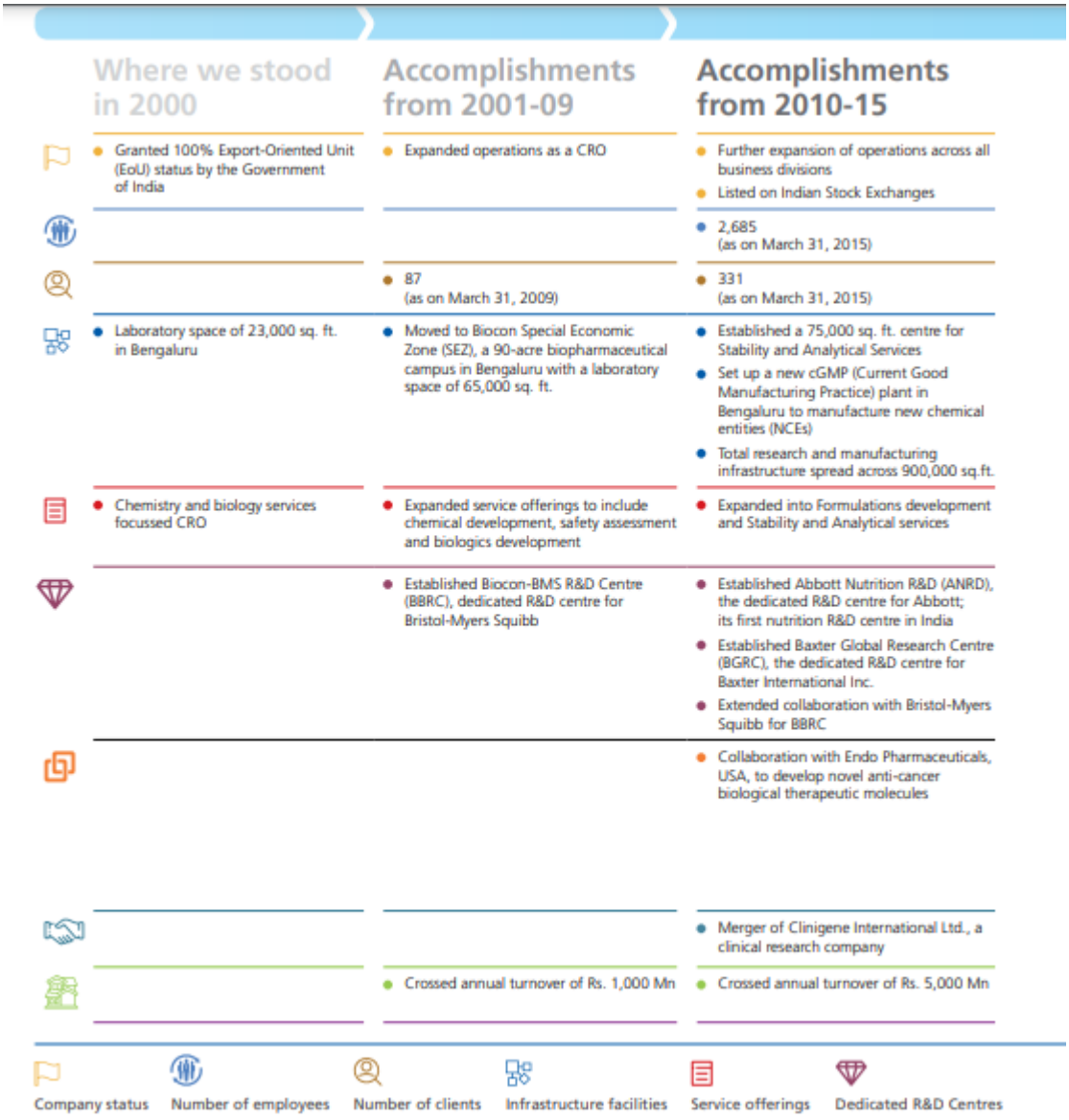
7/

Operational Performance



8/

Syngene’s Journey in a Snapshot



9/

Milestones Achieved from 2016-20

- Commissioned new biologics manufacturing plant designed to support clinical and commercial supplies
- Set up the National Centre for Advanced Protein Studies (CAPS) in agreement with Biotechnology Industry Research Assistance Council (BIRAC), a Government of India undertaking
- Set up a new research facility at Genome Valley, Hyderabad; phase 1 provides 50,000 sq. ft. of laboratory space
- Total infrastructure space of 1.9 Mn sq. ft. across locations
- Completed construction of active pharmaceutical ingredient (API) manufacturing plant in Mangaluru to support commercial supplies

- Integrating all capabilities, giving clients access to an end-to-end service

- Further extension of collaboration with Bristol-Myers Squibb for BBRC
- Established the Syngene Amgen R&D Centre (SARC) for Amgen Inc.
- Established Herbalife's first nutrition R&D centre in India
- Extended collaboration with Baxter for BGRC

- Collaboration with Zoetis to develop and manufacture animal medicines
- Collaboration with GSK to advance drug discovery in multiple therapeutic areas
- Expanded scope of engagement and extended duration of collaboration with Merck KGaA
- Collaboration with Artelo Biosciences, Inc. to advance novel oncology drugs
- Collaboration with PharmAust for development of prototype Good Manufacturing Practice (GMP) methods to scale-up the manufacture of its human and veterinary cancer drug candidate for use in clinical trials
- Collaboration with Zumutor Biologics to access their antibody engineering expertise

- Acquisition of bioinformatic assets of Strand Life Sciences

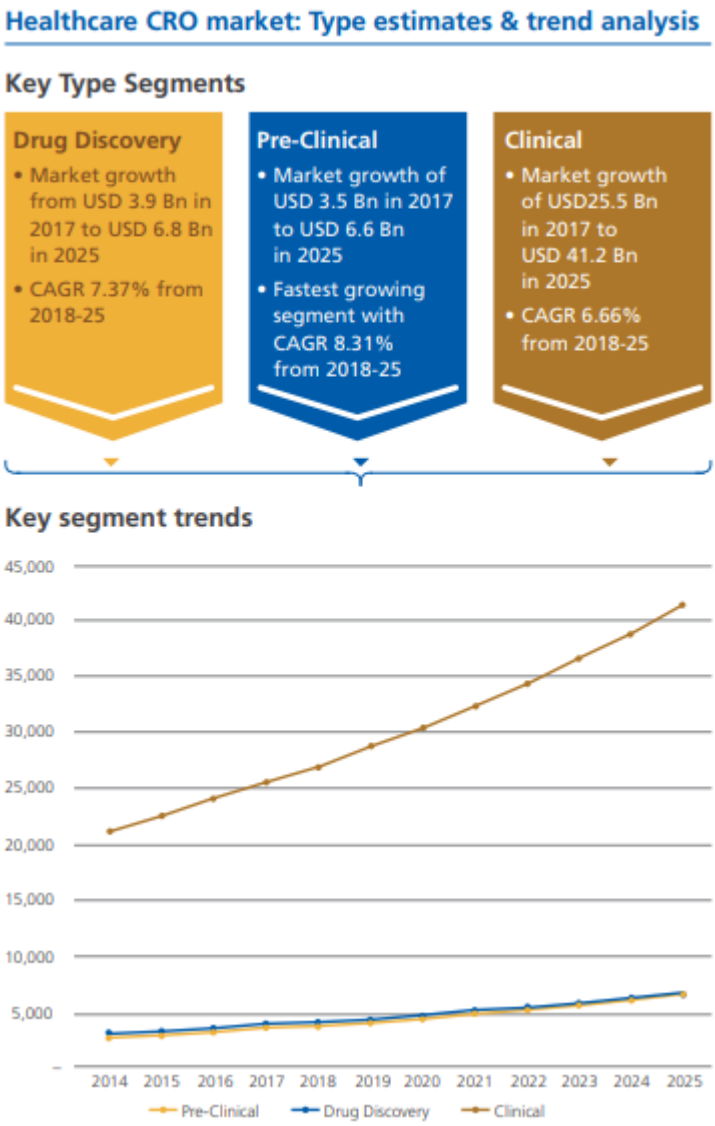
- Crossed annual turnover of Rs. 20,000 Mn

10/

~Healthcare CRO market: Type estimates & trend analysis

~Dose CMO market size by revenue, 2009-2018

~Proportion of Top 10 best-selling drugs that are biologic drugs



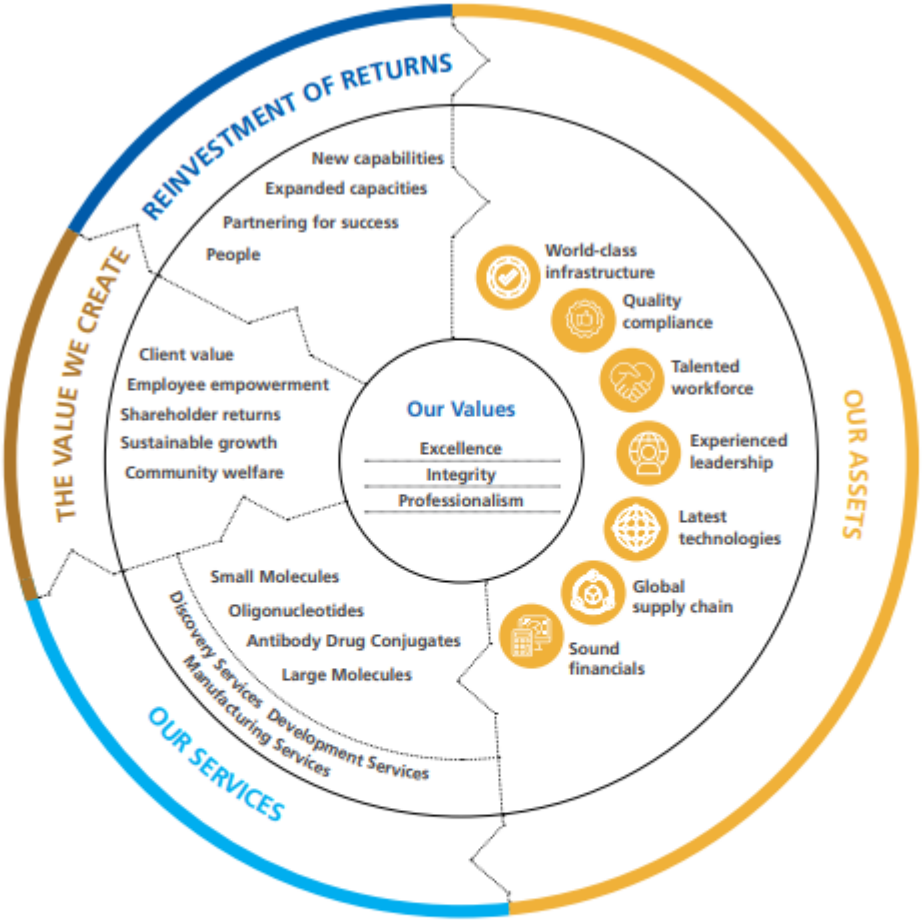
11/

~Value Creation Model

~Services

~Partnering Model

Fee for Services
Full-Time Equivalent
Dedicated Centers



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.

12/

Strategic Priorities

~Capture the opportunity in biopharmaceuticals

~Foster continuous improvement

~Deliver added value from integrated discovery and development projects





13/

Business Review:

~Discovery Services
~Development Services
~Dedicated R&D Centers
~Manufacturing Services

Discovery Services

The convergence of our early phase research offerings within a cross-disciplinary team of scientists and leaders – along with capability enhancements which further strengthen the quality and efficiency of delivery – is the ideal foundation to drive integrated innovation for our clients.





Ours is a knowledge-based culture where we encourage sharing of insights between disciplines and maintain a forward-looking vision. Our scientific expertise powers the performance of Discovery Services and through our integrated approach, we are determined to build a pipeline of opportunities for downstream functions in Development Services and Manufacturing.

Dr. Kenneth Barr
Sr. Vice-President,
Discovery Services

Delivering added value

Throughout the year, we leveraged the synergies gained through the integration of Discovery Chemistry, Discovery Biology, Safety Assessment, and Research Informatics under a single line of leadership. As part of this, we took data analysis and interpretation to a higher level through our new Research Informatics capability, formed by combining Syngene's prior Bioinformatics and Cheminformatics capabilities. Our new operating model creates greater value for clients. Furthermore, the growing strength in our early stage delivery builds a pipeline of opportunities for the downstream functions within Development Services and Manufacturing. This approach reflects our commitment to be a true research partner in therapeutic discovery alongside our traditional strength as a service provider.

If after ARs & concalls you are hungry for more:

~Check tweets of @unseenvalue & @punitbansal14
~Watch the video and blog by @ishmohit1 & his team at @soicfinance
~Check out @AnishA_Moonka on Biologics @JstInvestments

And do wait for our 5 Min Stock Idea

Coming Soon!■