

A Journey of Reliability



**RESEARCH
SERVICES**
CRO, CMO

330+

A global base of over
330 clients across
diverse industries.

Biocon established Syngene, India's first CRO, in 1993 as its subsidiary to spearhead a new concept of providing scientific research services to the global pharmaceutical industry. Syngene took on the challenge to position India as a 'destination of choice' for outsourcing scientific research activities and thus became India's first contract research organization. Today, Syngene is a global scale integrated research services organization offering 'end to end' discovery and development services to life sciences companies across the world.

In the 1980s, the Indian pharma industry had begun to make an impact by manufacturing generic pharmaceuticals for the global markets; however, the concept of Contract Research Organizations (CROs) had not yet emerged in India. It was only at the turn of the century that the global pharma industry started to explore India as a destination to set up their offshore research operations since India offered a large scientific talent pool with a significant cost arbitrage in terms of infrastructure and people.

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As global pharma companies grappled with dwindling R&D budgets and growing pressure to introduce new drugs rapidly and at lower development costs, there was an increasing opportunity for outsourcing more R&D activities.

Syngene made the best of this opportunity by continuously expanding its service offerings across the drug discovery and development value chain and eventually becoming a 'one-stop' integrated scientific research service provider.

Embarking on a New Growth Phase

In 2009, Syngene initiated operations in safety assessment and formulation development, while also expanding process development and manufacturing services by setting up a new cGMP-compliant plant.

In 2007, Syngene set up its first dedicated R&D center, Biocon BMS Research Center (BBRC), for Bristol-Myers Squibb (BMS) to advance the multinational drug maker's discovery and early drug development programs. This heralded a new phase in Syngene's advancing capabilities in providing high-end services in drug discovery research.

BBRC was tasked with accelerating new candidate discovery for the partner. Over time, this dedicated center became BMS' largest R&D facility outside U.S. with a team of nearly 500 dedicated Syngene scientists working closely with the global R&D teams of BMS. BBRC has

contributed to the discovery and pre-clinical development of numerous drug candidates for further study and helped BMS reduce time and costs associated with advancing new compounds to first-in-human studies. The collaboration for BBRC has been renewed till 2026 and Syngene has set up additional infrastructure and expanded its team of scientists working at the centers.

Over the years, Syngene set up dedicated R&D centers for other Big Pharma companies viz., Abbott in 2012, Baxter International in 2013, Amgen in 2016 and Herbalife Nutrition in 2017.

Its dedicated research center for Baxter houses a multi-disciplinary team of about 150 scientists to work on product and analytical development, preclinical evaluation in parenteral nutrition and renal therapy. In 2018, the Company expanded the scope of its R&D collaboration with Baxter and extended it to 2024.



4,000

At Syngene, over 4,000 qualified scientists offer integrated research services to customers globally.

The dedicated research center for Amgen, called the Syngene Amgen Research & Development Center (SARC), has a multi-disciplinary team of about 185 Syngene scientists supporting variety of discovery and development projects for biotechnology and small molecule medicines. SARC focuses on medicinal and process chemistry, biologics, bioprocess, drug metabolism, pharmacokinetics, bioanalytical research and pharmaceutical development.

Adding New Capabilities

As a one-stop shop, Syngene helps advance its clients' molecules through the discovery and development process, providing services encompassing various multi-disciplinary activities such as drug substance and drug process development and cGMP-compliant manufacturing (from gram scale to multi-kg scale), formulation and analytical development and stability studies.

To remain ahead of the curve, Syngene steadily enhanced its investments in

building new capabilities to align with the changing requirements of the global R&D focussed industries. For example, in 2009 it invested in biologics development capabilities in line with the increasing focus on large molecules by global organizations.

The Company also invested in new capabilities such as the discovery and development of antibody-drug conjugates and oligonucleotides. A bio-analytical center was set up to undertake high-end analysis to supplement the clinical services business. In 2016, Syngene added new capabilities in bioinformatics by acquiring the assets related to systems biology, Heptox and pharma bioinformatics services of Bengaluru-based Strand Life Sciences.

At the same time, the Company has built significant credibility and regulatory track record across a range of domains. This helped in expanding client base across diverse industries going beyond biopharma. Today, Syngene has over 330 global clients across industries ranging from pharma, biotech, nutrition, agrochemicals, animal health, specialty chemicals, consumer goods, academic and non-profit organizations.

Moreover, Syngene built state-of-the-art infrastructure, which has been audited successfully by the U.S. Food and Drug Administration, European Medicines Agency, Association for Assessment and Accreditation of Laboratory Animal Care International, Japan's Pharmaceuticals and Medical Devices Agency and major life sciences partners.

The expansion of its service offerings and client additions helped Syngene almost double annual revenue from ₹5.50 billion in FY13 to ₹10 billion in FY16.

Going Public

Syngene reinforced its pre-eminent position as the leading end-to-end research services company in India, when it successfully unlocked immense value through a listing on the Indian stock exchanges in August 2015. It crossed a market cap of USD 1 billion within a week of listing. Today, Syngene is the only publicly listed 'pure play' research services company in India.

Transforming into a CRAMS Player

Syngene has plans to evolve from a CRO into a Contract Research and Manufacturing Services (CRAMS) organization with commercial-scale manufacturing capabilities. It is establishing a facility in Mangalore to manufacture novel small molecules for innovator companies. Statutory approvals have been received and the construction activities, which began in December 2017, are on schedule and expected to be complete by end of FY20.

Prepared for the Next Phase of Growth

The global CRO market value for drug discovery and development is expected to reach USD 45 billion by 2022 from USD 32 billion in 2017, according to a report by Grandview Research.

Syngene is well positioned to benefit from this opportunity as it has built a strong reputation of being the 'innovation partner' for many of its clients through a track record of successful delivery of complex projects, process efficiencies, consistent innovation, turnaround times and enhanced productivity.

With nearly 4,000 qualified scientists and 1.4 million square feet of world-class R&D and manufacturing infrastructure, Syngene today offers high-end, fully integrated scientific research services that drive innovation, deliver greater efficiency and ensure value creation for its clients.

RESEARCH SERVICES: FY19 at a Glance



Revenue

18,256

₹ Million

FY19 was a good year for Syngene, with revenue rising 28% on the back of broad-based growth across three verticals: Discovery Services, Dedicated R&D centers and Development and Manufacturing Services. During the year, Dedicated R&D Centers made good progress with the extension

and expansion of key collaborations such as the one with Baxter Inc. Discovery Services and Development Services delivered solid performances with widened capabilities and increased capacity. Syngene's active client roster grew to over 330 active clients during the year. The company also continued to

expand the scope of engagement with many existing clients. Revenue contribution from the Top 10 clients stood at 66% in FY19 down from 71% in FY15, reflecting the progress in diversifying its client base to reduce dependence on any single group of clients.

Growth 28%

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