



Innovative Science Affordable Medicine



**H1 FY13 Results
Presentation : Oct 31, 2012**

Overall Financial Performance



INR crore

	H1 FY13	H1 FY12	% Growth
Revenue	1,235	1,001	23%
EBITDA	305	281	8%
	25%	28%	
PAT	169	156	8%
	14%	16%	
EPS	8.5	7.8	

- H1 FY13 financials reflect growth momentum across verticals:
 - Biopharma Business: **Rs. 734 crores, 15% YoY** increase
 - Branded Formulations: **Rs. 178 crores, 45% YoY** growth
 - Research Services (Syngene and Clinigene): **Rs. 252 crores, 40% YoY** increase.
- R&D expenditure: **Rs 79 crores, a 54% increase:**
Necessary investment to drive exponential growth in the future



KEY DEVELOPMENTS

- GE Capital invests **Rs 125 Crores** for 7.69% equity share in Syngene through its subsidiary
- Equity Investment **validation of our research services business model**
- Values Syngene at a Post Money Equity Valuation of **Rs 1625 Crores**
- An important **milestone** towards **IPO**



- **Multi center randomized study** with Biocon's rh-Insulin on nearly 300 diabetes patients (T 1DM) against innovator EU reference products
- Positive Results **demonstrate comparable safety and efficacy results** with the innovator products at a 6 month period
- Part 2 of the study to demonstrate additional safety and immunogenicity over 1 year is ongoing
- **Positive outcome** of this study is a **significant milestone in our Global Insulins development program**
- Will **enable regulatory approvals** of Biocon's insulin products **across developed and emerging markets**



Biocon Ranked at No 19 in ‘Global Top Twenty Employer List’ for biopharma sector (2012) by the Science Magazine



Biocon - the ONLY Asian Company to feature in Top 20 Elite List which includes leading global innovator Companies

Global Employers 2012 Ranking

1. Regeneron Pharmaceuticals, Inc. (Tarrytown, NY)	11. Novartis (Basel, Switzerland)
2. Vertex Pharmaceuticals Incorporated (Cambridge, MA)	12. Celgene (Summit, NJ)
3. Genentech (South San Francisco, CA)	13. Amgen (Thousand Oaks, CA)
4. Novo Nordisk (Bagsvaerd, Denmark)	14. Merck KGaA/Merck Serono/EMD Serono (Darmstadt, Germany)
5. Monsanto Company (Creve Coeur, MO)	15. Abbott (Abbott Park, IL)
6. Millennium: The Takeda Oncology Company (Cambridge, MA)	16. Genzymes, a Sanofi (Foster City, CA)
7. Boehringer Ingelheim (Ingeleim, Germany)	17. Syngenta (Basel, Switzerland)
8. Roche - excluding Genentech (Basel, Switzerland)	18. Gilead Sciences (Foster City, CA)
9. Biogen Idec (Weston, MA)	19. Biocon Limited (Bengaluru, India)
10. DuPont (Wilmington, DE)	20. Bayer Healthcare Pharmaceuticals (Berlin, Germany)

⚡ Our culture of **Empowering People** and **effective Change Management**





BUSINESS PERFORMANCE OF KEY VERTICALS

Biocon's Five Powerful Growth Accelerators



Small Molecules
ANDAs & 505b2 filings

Branded Formulations
Rapidly growing, India-centric business

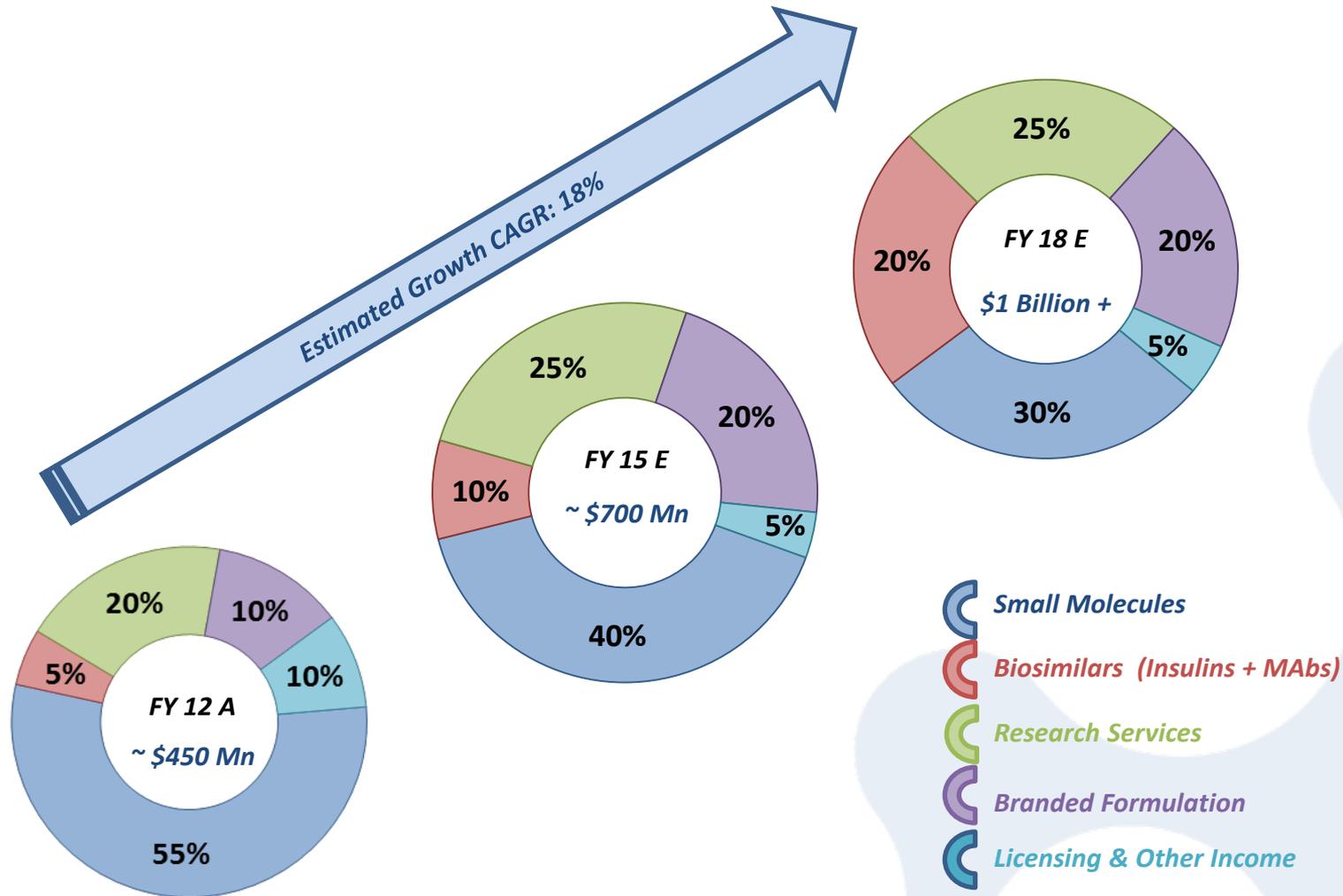
**UNLOCK
VALUE**

Novel Molecules
Itolizumab & BISB

Biosimilars
Progressing to Devices

**Integrated Research
Services**
Integrated offerings

Aspirational Growth Trajectory





BIOPHARMA

APIs and Biosimilar Insulins grown by 21% from Rs 587 cr to Rs 714 cr.

Small Molecules

- Strong performance in emerging markets (LATAM) and US
- Led by Immuno-suppressants, Fidaxomicin, Orlistat and Tacrolimus

Biosimilars and Insulins

- Better traction in emerging markets (LATAM, MENA, SEA)
- Pursuing registrations in other ROW markets





BRANDED FORMULATIONS

- Robust growth of 45%, at Rs 178 cr in H1FY13
- Led by **Insugen[®]** and **Basalog[®]** in Diabetology
- **Abraxane[®]** and **BioMab EGFR[®]** in Oncology
- **Clotide, Statix, Erypro, Penem etc.** in Cardiology, Nephrology, Comprehensive Care and Immunotherapy
- Key brands in Top 3 rankings - **Psorid[®] (#1)**, **Picon[®] (#2)**, **Tbis[®] (#2)** and **Albubet[®] (#3)**.



Branded Formulations : 6 Key Divisions Gaining Traction



INDIA PRODUCT RANKINGS#		
Cardiology		
	Clotide	1
	Myokinase	2
Oncotherapeutics		
	BioMAb EGFR	2
	Evertor	2
	Abraxane	3
Immunotherapy		
	Psorid	1
	Picon	1
	Tbis	2
Nephrology		
	Tacrograf	2
	Renodapt & Renodapt S	3

#: ORG IMS May MAT 2012

Branded Formulations: #1 Indian Insulin Company

Biocon's Volume Market share*

100 IU Insulin: 17%

Glargine vials: 85%

Value Growth YoY*

Fastest growing Insulin company

Biocon: 50%

Sanofi Aventis: 29%

Novo Nordisk: 26%

Biocon's ranking*

#4 in overall insulin market

#3 in the 40 IU Insulin market

#1 in the Glargine vial market

INSUPen® ease

Reusable delivery device based on proprietary German technology, capable of delivering both Insugen™ & Basalog™ launched in India





NOVEL MOLECULES

- **Advanced stages** of finalizing development agreement for **IN -105**
- ***Itolizumab*** Anti CD6 : **filed for marketing** authorization for Psoriasis, with DCGI
- **To initiate clinical trials** for other promising indications like Multiple Sclerosis, Vitiligo and Rheumatoid Arthritis
- Decision to exit partnered program with Amylin and **focus resources on other programs**

Itolizumab Treat PLAQ Study: 28 Week Efficacy Results



Representative patient samples

Week	Baseline	12 Weeks	28 Weeks
Trial Arm Induction Dose Arm			
Fixed Dose Arm			
Placebo Arm			



RESEARCH SERVICES



- Strong growth of 40%, at Rs 252 cr
- Robust order book
- Shift towards Strategic Partnerships
- Focus on accelerating innovation and productivity for its clients
- GE Capital Investment in Syngene endorses the value of this business model



THANK YOU