A decorative graphic of three white, wavy, vertical lines is located in the top-left corner of the slide.

# Innovative Science Affordable Medicine



**Press Conference**  
**FY13 Results**  
April 26, 2013

Certain statements in this release concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currency changes, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global biotechnology and pharmaceuticals industries, increasing competition in and the conditions of the Indian biotechnology and pharmaceuticals industries, changes in political conditions in India and changes in the foreign exchange control regulations in India. Neither our company, nor our directors, nor any of their respective affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after this date or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.

*In Rs. crore*

	<b>FY13</b>	<b>FY12</b>	<b>% Growth</b>
<b>Revenue</b>	<b>2,538</b>	<b>2,148</b>	<b>18%</b>
<b>EBITDA</b>	<b>596</b>	<b>579</b>	<b>3%</b>
<b>PAT*</b>	<b>509</b>	<b>338</b>	<b>50%</b>
<b>EPS</b>	<b>25.4</b>	<b>16.9</b>	

*\*Includes exceptional items*

**Dividend of Rs. 5/share (100%) and a Special Dividend of Rs. 2.50/share (50%) following the re-licensing of insulin analogs portfolio**



- **FY13 robust growth driven by Research Services, Branded Formulations & Biosimilars (led by Insulins)**
  - Research Services:  
**Rs. 557 crores, 36% YoY increase**
  - Branded Formulations: **Rs. 347 crores, 34% YoY growth**
  - Biopharma Business: **Rs. 1,523 crores, 10% YoY increase**
- **US \$ 20 million** received as upfront from **Mylan**, for further development of generic insulin **analogs partnership**
- **R&D expenditure: Rs 164 crores, a 20% increase: Necessary investment to drive exponential growth in the future**

- **Daniel M. Bradbury former CEO of Amylin Pharmaceuticals joins as an additional non-executive board member of Biocon Limited.**
- **Dan is a Life Sciences Executive with over 30 years of experience in creating and implementing strategies that transform businesses, bring novel medicines to market and maximize shareholder value.**



## Key Developments

- **Mylan expands** the scope of its partnership to include **Insulin analogs**
- **Global phase 3 trial for Trastuzumab** gains momentum in **Europe**
- **ANDA portfolio** with **20+ products**
- **Launch of Alzumab™: Novel Biologic for Psoriasis**, on track, to hit the Indian market soon
- **GE investment of Rs 125 Crores** in **Syngene** will fuel the next phase of growth in research services



# Biocon Mylan Partnership Extended to Insulin Analogs



- **Exclusive** strategic collaboration for the **global development and commercialization of three generic insulin analog products: Glargine, Lispro and Aspart**
- **Biocon and Mylan** will share **development costs** and contribute to **capital expenditure** to bring the products to market
- **Mylan** will have
  - **Exclusive commercialization rights** in the **U.S., Canada, Australia, New Zealand, the European Union** and the **European Free Trade Association** countries through a **profit share arrangement with Biocon**
  - **Co-exclusive commercialization rights** with Biocon in certain **other markets** around the world
- **Biocon** will also **manufacture** these products and will commercialize in **rest of the world** markets directly or through existing regional partners
- **Biocon** has received **USD 20 million** as **upfront development fee.**







- **Able 10th Anniversary Award : Outstanding Contribution to the growth & development of Biopharmaceuticals in India for over a decade: 2002-12**
- **ABLE 10th Anniversary Leadership Award conferred upon Ms Kiran Mazumdar-Shaw for her outstanding contribution as the Founding President of ABLE: 2003-2006**
- **India Star Award for innovative packaging – infusion vial with a hanger label and protective tray, by Indian Institute of Packaging.**

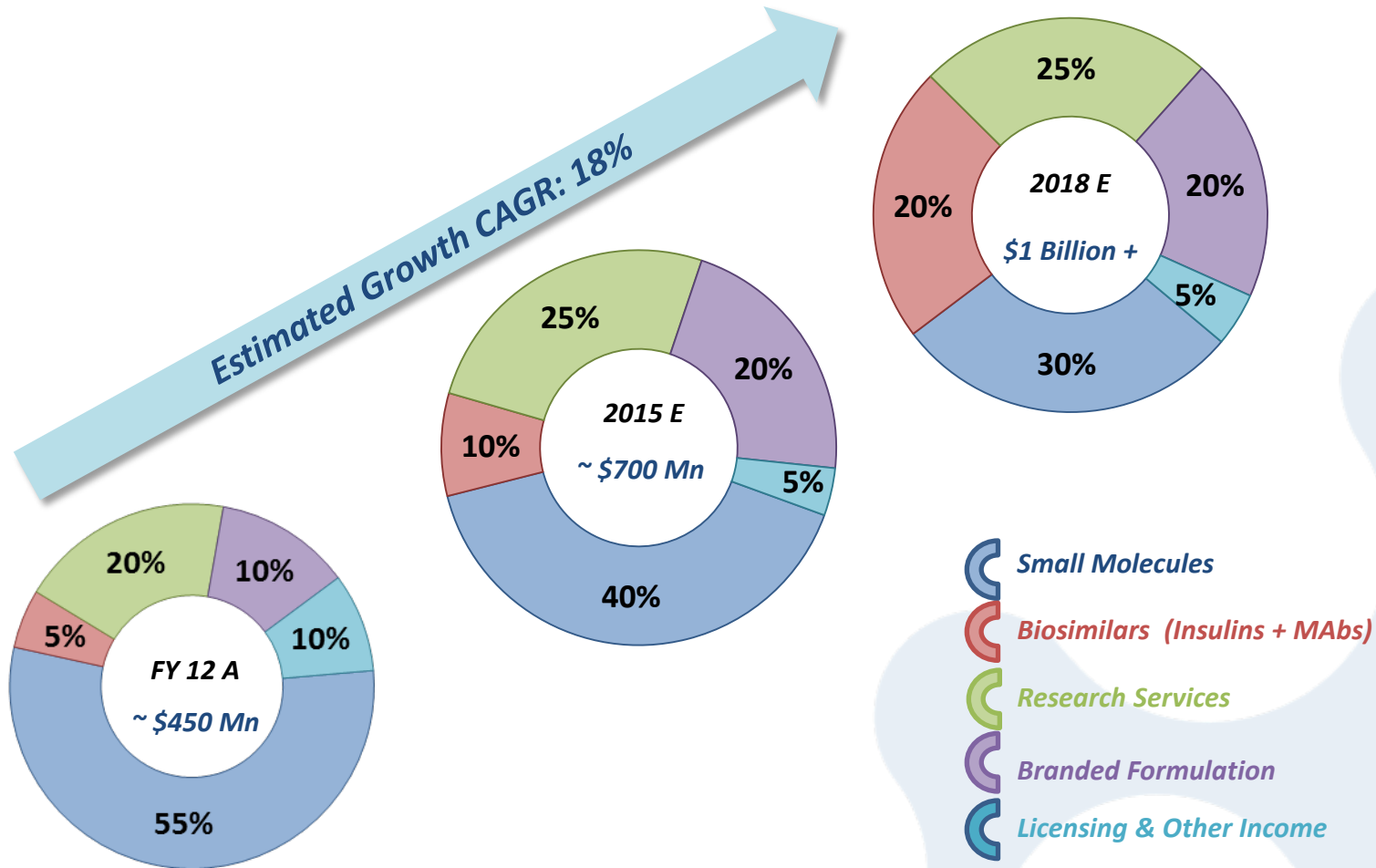




## Business Update



# Aspirational Growth Trajectory - \$ 1 Bn in sales by 2018



- **Strong performance led by Fidaxomicin & Immuno-suppressants**
- **Statins portfolio expanded further**
- **ANDA portfolio to leverage vertical integration**
- **Product portfolio of 20+ under development**





## Insulin Business contributes more than 10% of our sales

- Registrations in over **40 countries for generic insulin**
- **Generic Insulin:** Clinical & Regulatory Development for **US marketing registration** to commence in **FY14**
- **Generic Insulin:** EU Phase III 12M clinical study results awaits the final study report for completing our dossier. Post EMEA meeting we will file for MA

## Biosimilars Program

Trastuzumab, Pegfilgrastim, Bevacizumab, Adalimumab, Etanercept programs are progressing well

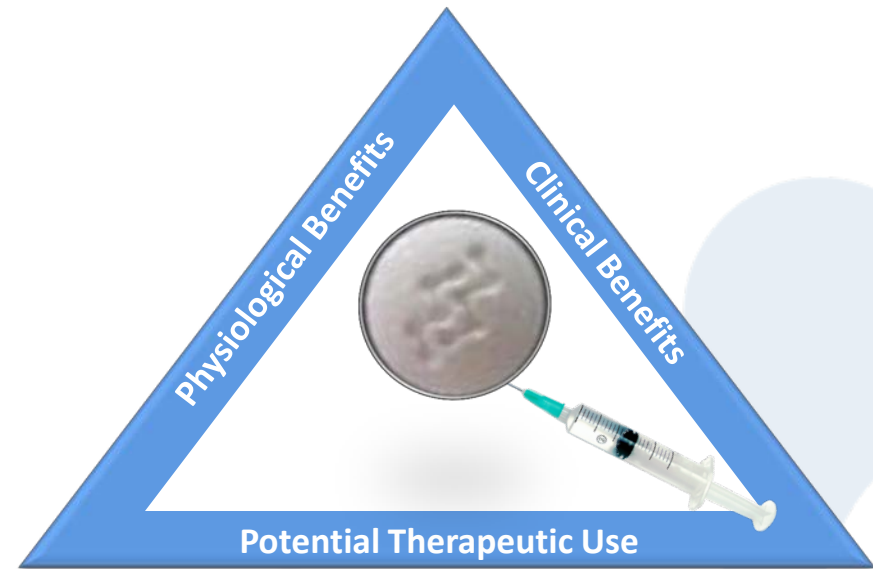
- Opportunity Size: ~ **USD 34 Bn**
- **Global phase III for biosimilar trastuzumab underway**
  - Trial approvals include key EU countries like Germany
- **Patient recruitment for India based Phase III trial completed**

## Insulin Analogs Program

For Glargine, Lispro, Aspart

- Opportunity Size: ~ **USD 13 Bn**
- Glargine Registrations in over **5 countries**
- **Global Phase I (PK-PD)** study successfully completed
- Established equivalence between **generic insulin glargine and the innovator product**
- **Generic Insulin Glargine to initiate global Phase 3 studies post USFDA meeting**

- **IN-105: Oral Insulin clinical development** progressing well under guidance from our **partner BMS**
- **Clinical studies to begin soon in EU/US/India post regulatory approvals**
- **Itolizumab: Anti-CD6 antibody development work in progress for other indications**
- **Positive feedback from Pre IND meeting with USFDA**
- **Data Package** being tailored for **US IND filing**





# Branded Formulations: Growing ahead of the Industry



- Robust growth of **34% to Rs 347 crore from Rs 259 crore** in FY13
- Driven by Oncology, Diabetology, Comprehensive Care and Bioproducts divisions
- Biologics, sales led by **Insugen™**, **Basalog™** and **BioMab EGFR™**, **Myokinase** and **Erypro** contributed about 50% to BF revenue
- **15% market share in 100 IU Insulin by value, 84% MS in Glargine Vials**

## Biocon Rankings \*

#4 in overall insulin mkt

#3 in the 40 IU Insulin mkt

#1 in the Glargine vial mkt



## Key brands in Top 3 rankings

Psorid® (#1), Picon® (#2), Tbis® (#2)

BioMab (#2), Myokinase (#2),

Abraxane (#3), Albubet® (#3)

## Oncotherapeutics

- **BIOMAb EGFR** has gained traction with over 250 oncologists, over 5,000 patients have been treated so far
- Being evaluated for treating cancers of the oesophagus, lung, cervix
- **Evertor** is the leading brand for renal cancer treatment
- **GenXtor** for renal cancer launched in FY13, has captured over 30% market share

## Cardiology

- **Statix, Telmisat, Actiblok** performed well in addition to lead brands **Clotide** and **Myokinase**
- **Olmesat** range launched in FY13 expands our Cardiology portfolio

## Nephrology

- **Cymgal, Biosev C** launched in FY13
- **Tacrograf** and **Cymgal** no 3 in respective categories with over 10% market share

## Immunotherapy

- **Psorid** is the most prescribed cyclosporine brand by dermatologists
- **Calpsor C** is the 2nd largest brand in Vit D3 and steroid combination market with a market share of over 30%

## Several Brands in Top Three



## INDIA PRODUCT RANKINGS#

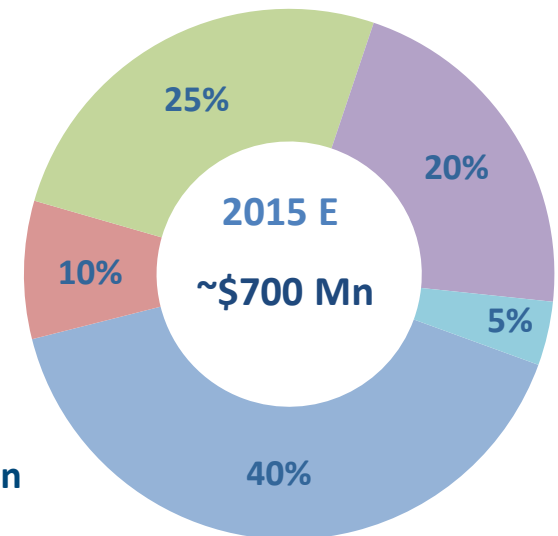
Insugen 40 IU	3
Basalog vials	1
Clotide	2
Myokinase	2
BIOMAb EGFR	2
Evertor	2
Abraxane	3
Psorid	1
Picon & Tbis	2
Tacrograf	3
Cymgal	3
Genpirome	2
Cegava TZ	2
IVNEX Safe	2
ALBUBET Safe	3



- **FY 13 revenues cross \$ 100 Mn milestone**
- **Robust growth of 36 %**
- **Wide range of scientific platforms enable servicing customers in diverse sectors like pharma, biotech, nutritional, consumer health, agrochemical & electronics**
- **Strong order book**
- **GE Capital Investment in Syngene completed. Will spur the growth in FY 14**

## Reaching \$700 Mn by 2015

- **Small Molecules** - Improved product Mix: **\$280 Mn**
- **Research Services** - Sustained Growth Momentum : **\$175 Mn**
- **Branded Formulations** - Differentiated Value offerings : **\$140 Mn**
- **Biosimilars** - Geographical Expansion : **\$70 Mn**
- **Novel Molecules** - Out-licensing and Global Development : **\$35 Mn**



- **Thrust on Increasing Market Share of Insulins in Emerging Markets**
- **Move up the Value Chain:**
  - DMFs to ANDAs in US
  - APIs to Finished Dosage in EU/Japan
- **Focus on building brand value and market share in Indian market**
- **Expand customer base for integrated research services**





## Corporate Social Responsibility

**VISION:** To promote social and economic inclusion by ensuring that marginalized communities have equal access to healthcare services and educational opportunities.

- **CSR initiatives aligned with the growing health issues of the communities we serve**
- **Focus on integrated healthcare programs and primary education**



**Integrated Healthcare  
Preventive Health**

**Primary Health  
through Arogya  
Raksha**

**Education**

**Infrastructure**





## FY13 Highlights:

- Mangaludda village : Most families have moved into over 410 new houses equipped with a Solar Light, toilet and bathroom for each house
- From 11,000 books in 2006 to over 1,00,000 Maths Work Books 'Chinnara Ganitha' are making Maths Learning an interesting experience for children in primary schools in eight districts of Karnataka
- Oral Cancer Screening conducted in High Risk Groups in **three pilot villages**
- Early detection of Cervical Cancer through Screening special **program** rolled out
- Malnutrition in Children, a serious health issue accounts for 50% childhood deaths is being addressed by Biocon Foundation in Bagalkot along with the Govt
- **9 Arogya Raksha Primary Healthcare Clinics**, continue to provide **primary healthcare services**, **75,000 patients** benefitted this year





**THANK YOU**