



# 33<sup>rd</sup> AGM Brand Biocon

At the Intersection of Patient + Therapy

July 21 2011

# DISCLAIMER



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.

# The Path Ahead: Building **BRAND** BIOCON



- As biopharmaceutical growth shifts East, opportunities for Biocon to innovate and market life-changing drugs are multiplying
- Biocon has worked within the matrix of a risk-balanced and differentiated model and built a strong product portfolio
- Leveraging our existing product portfolio and robust R&D pipeline, we can build Brand Biocon through a carefully calibrated strategy
- Extend brand recognition to our products in the retail market - moving from drug substance to drug products and product dossiers
- Engage in medical education, awareness and integrated disease management through healthcare professionals to deepen Biocon's brand equity

DIABETOLOGY

ONCOTHERAPEUTICS

NEPHROLOGY

CARDIOLOGY

COMPREHENSIVE CARE

IMMUNOTHERAPY



# Biocon's comprehensive range of branded products in key disease segment





- Biocon Diabetology is ranked **12<sup>th</sup>** in its represented market in India
- Insugen<sup>®</sup> has garnered more than **10%** market share in India
- BASALOG<sup>®</sup> is already the **No 2 brand** in its class
- INSUGEN<sup>®</sup> 100 IU launched in December 2010
- 100 IU is the international standard of insulin regimen

## 100 IU benefits

**Less Pain; More comfort** – High concentration ensures less volume & thus less pain.

**Technologically superior** – 3rd generation system with recombinant protein expression.

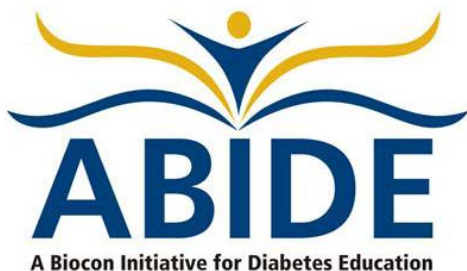
**Affordable Innovation** – Cost of therapy lowered by **30-40%** compared to 40 IU.





## Major initiatives and programs

- Winning with Diabetes Helpline - Registered more than **15,000** patients
- BASALOG<sup>®</sup> Breeze 2 program



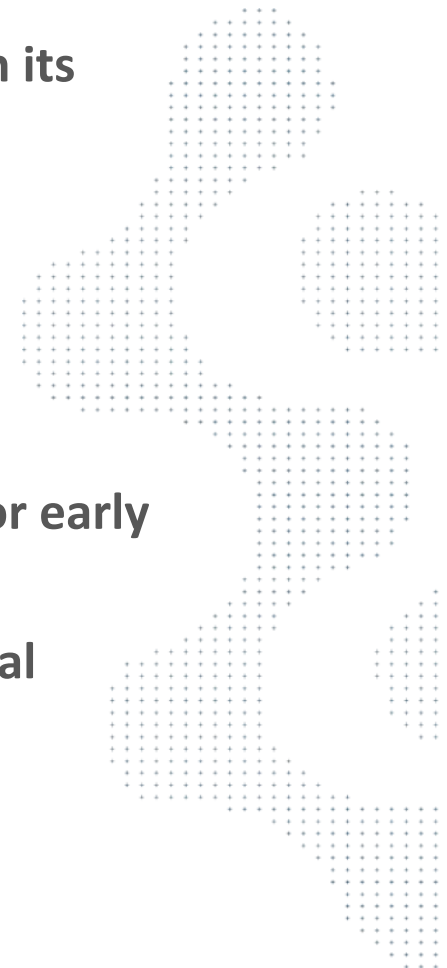
## A Biocon initiative for diabetes education

- To facilitate accessibility of affordable, innovative and appropriate therapy and education to people with Diabetes





- TACROGRAF™ attains **No.2** position, overtaking 25 brands in its category
- RENODAPT® is the third largest brand in its category
- Launched Generic Version of Everolimus (Advacan™)
- Division grew **20%** over the previous year.
- Patient support initiative: Glucometers provided to patients for early detection of post-transplant diabetes mellitus
- Initiated Post Marketing Trial on Sirolimus (RAPACAN™) in renal transplant recipients





- BIOMAb EGFR® gains impressive market share in the targeted therapy market
- Our flagship brand Abraxane® (nab-paclitaxel), is now ranked **3rd** in the hypercompetitive taxane market and among all proprietary paclitaxel formulations.
- Nufil™ [filgrastim] is now ranked among the **first four brands**.
- A first ever generic version of everolimus - Evertor™ for the treatment of renal cancer is poised to offer more options to both clinicians and patients in the days to come





- Biocon's STATIX® stands apart as the purest atorvastatin
- Launched PRASACT™ (presugrel) and TIROZEST™ (tirofiban) to consolidate the Interventional Cardiology portfolio
- Clinical Cardiology portfolio grows **21%**
- CLOTIDE® is the leading eptifibatide brand in India
- MYOKINASE® has become the **No. 2** brand in the country
- Newer introductions like BESTOR®, ACTIBLOK™ are on a high growth track





- Division focused on introducing molecules for the treatment of “Immune-related dermatological disorders”.
- Launched with two molecules in its armory - “Tacrolimus” (TBIS®) for the treatment of moderate to severe Atopic Dermatitis and “Pimecrolimus” (PICON®) for the treatment of mild-to-moderate atopic dermatitis and vitiligo
- PICON® is poised to become the **No.1** brand of pimecrolimus in India
- The launch of PSORID™ is the first among dermatological companies in India

**NEW**  
Division  
Set Up



- Launched in August 2010, to provide affordable quality medicines in critical care illness including Nosocomial Infections, Post-Surgical complications, Trauma and Medical Emergencies
- More than **82,000** units of CELRIM<sup>®</sup>/CELRIM TZ<sup>®</sup> sold within the 6 months of launch
- Biopiper TZ<sup>™</sup> witnessed steep growth and is en route to becoming a big brand in the market



**Our research efforts have generated a pipeline of generic small molecules, biosimilars and novel biologics with the potential of unleashing high value growth**

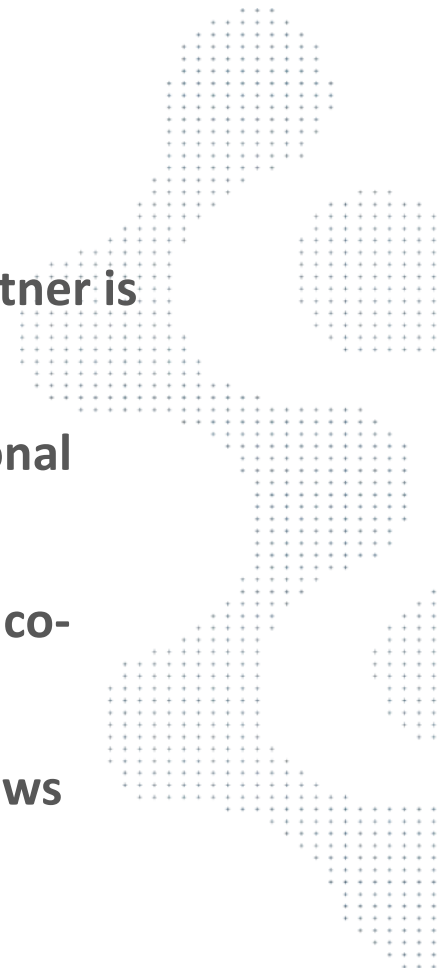
## **Strategic Research Partnerships:**

- **Mylan Biosimilar Mabs in 2009**
- **Amylin hybrids in 2009**
- **Pfizer for our insulin portfolio in October 2010**





- **IN105:** Phase 1 study in Type 1 diabetics under the US IND is ongoing. Future study design to be finalised after a global partner is on board.
- **T1h:** Phase 3 clinical trials for the Anti-CD6 targeting monoclonal antibody (T1h) program for Psoriasis are ongoing.
- **BVX-20:** A humanized anti-CD20 monoclonal antibody being co-developed with Vaccinex, is about to enter the clinic.
- **Immunoconjugated Mabs:** The Program with IATRICa shows great promise in pre-clinical models for oncology applications.



# IN-105 SUMMARY



Parameter	Result
<b>SECONDARY END POINTS</b>	
<b>Efficacy – Secondary Endpoints</b>	
Statistically significant reduction in PPG during STM	✓
Significant reduction in SMBG post prandial glucose excursion	✓
<b>Safety – Secondary Endpoints</b>	
No clinically significant hypoglycemia	✓
Very low immunogenicity	✓
No neutralizing antibodies detected	✓
No effect on liver enzymes	✓
No effect on lipid profiles	✓
No effect on renal function	✓

# **STRATEGIC PARTNERSHIPS**



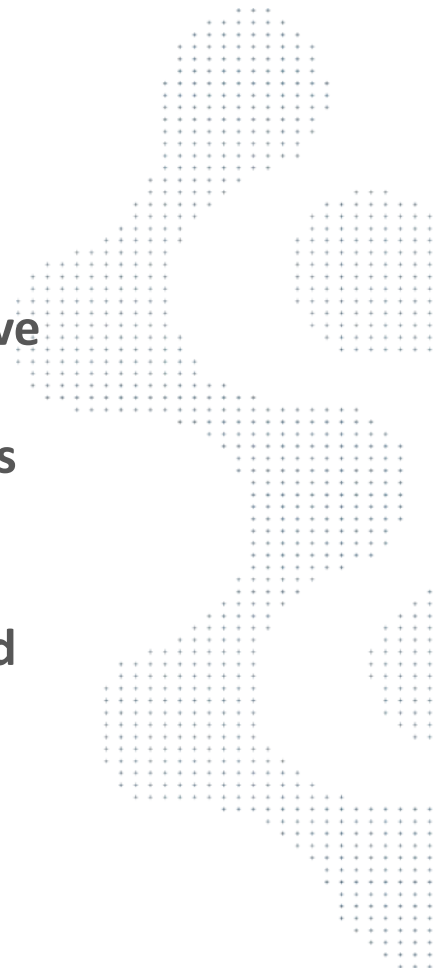
**This partnership will enable Biocon's Insulin portfolio to have a worldwide presence.**

**A winning combination of marketing, manufacturing and research excellence**

**To create a formidable global footprint in Diabetes care**

**Attractive, cost-effective treatment options to more Diabetes patients**

**Pfizer brings brand strength and a vast and unrivalled global marketing network**



## Insulin and Insulin analogs



Combines Biocon's research and manufacturing capabilities with Pfizer's global marketing prowess

Global agreement for the commercialization of Biocon's biosimilar versions of Insulin and Insulin Analog products: Recombinant Human Insulin, Glargine, Aspart, and Lispro.

Pfizer will have exclusive rights, with some exceptions, to commercialize these products globally.

Biocon will be responsible for clinical development, manufacture, supply, and regulatory approvals.

Upfront from Pfizer **USD 200 mn**

+ Development, regulatory milestone payments **150 USD mn**

+ Payments linked to global sales





## FIDAXOMICIN MANUFACTURING

Biocon & Optimer Pharmaceuticals have been involved in manufacturing of Fidaxomicin from 2005

Fidaxomicin is used for the treatment of CDI – Clostridium Difficile Infection, which is a major threat in hospitals across the US.

Fidaxomicin is considered to be a better treatment regime than vancomycin, the gold standard for CDI.

Biocon is the supplier of the drug substance for Optimer.

Analysts estimate Fidaxomicin to reach **USD 500 mn – USD 1.5 billion** at peak sales



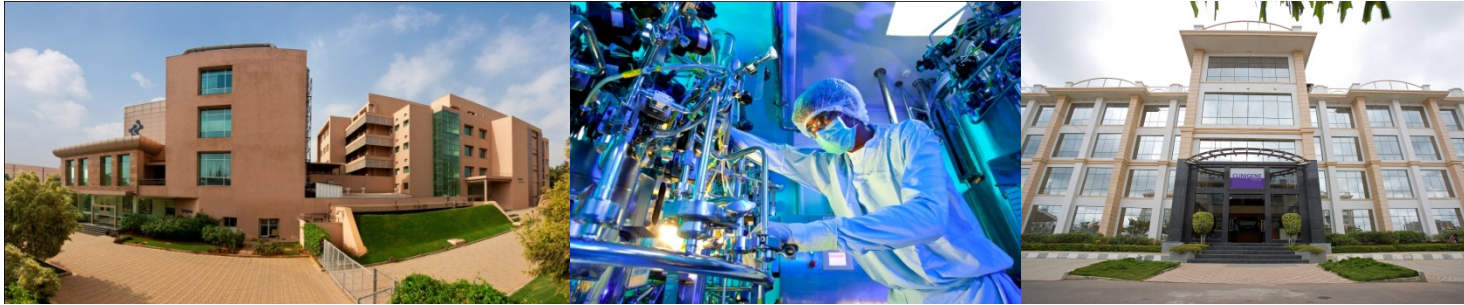
## MALAYSIA – EXPANSION PROGRESS



**First Phase: Investments of RM500 million (~\$161 million)**  
Targeted to be operational in 2014

The worldwide requirements for Biocon's biosimilar versions of Insulin and Insulin analog products would be catered from Biocon's existing facility in India and from the Malaysian facility when the facility becomes operational.

# RESEARCH SERVICES



Revenue growth of **13%** and an EBITDA growth of **10%**.

## Syngene:

- Highly competitive platform in discovery chemistry with strong customer retention and accelerating new customer traction
- Long term discovery and development collaboration with Bristol-Myers Squibb
- Pioneering platform in Biologics, supporting discovery and development in the fast growing monoclonal antibody and protein therapeutics arena

## Clinigene:

- Pursuing new specialty services, with relatively high entry barriers, to drive new and differential revenue opportunities



## NeoBiocon

- Introduces a range of branded generic products in cardiology, diabetology and infection management
- NeoBiocon posted significant growth in revenues and Profits

## AxiCorp

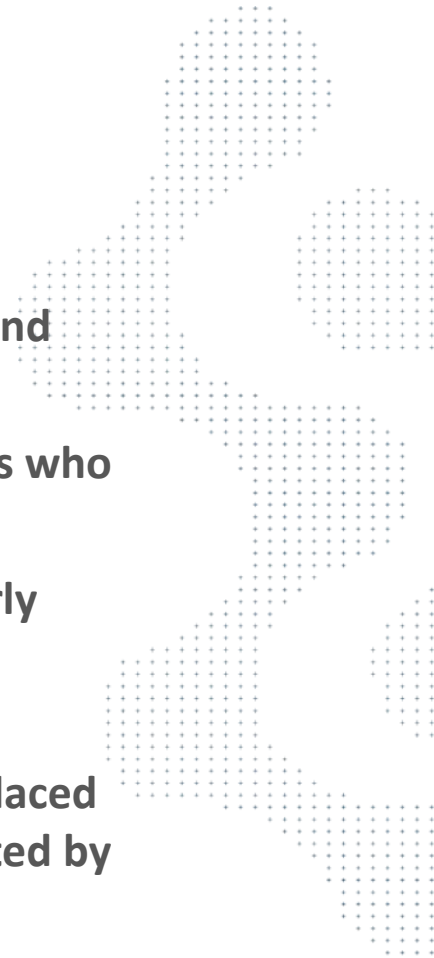
- Biocon divests its **~78%** stake to Group of Promoter Shareholders
- Divestment in line with strategic global alliance for insulin with Pfizer
- AxiCorp to pursue present business opportunities
- Divestment in best interest of shareholders of Biocon & AxiCorp

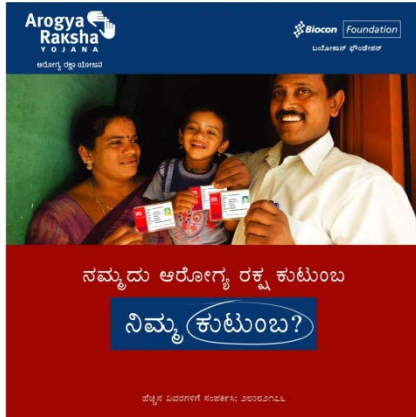


# **CORPORATE SOCIAL RESPONSIBILITY**



- **Focusing on integrating health initiatives to maximize impact on communities**
- **Aiming to make our healthcare interventions effective, sustainable and scalable**
- **Training community health workers to be peer educators and helpers who administer our programs**
- **Promoting mobile screening program to detect oral cancer in the early stages, thereby improving the treatment outcome or eliminating the cancer's onset**
- **Supporting the Government of Karnataka in building homes for displaced families in the Bagalkot district of Karnataka that was severely affected by floods**





**100,000 people enrolled with the Arogya Raksha Yojana Health Insurance Scheme**

Facilitated more than **1,000** surgeries,  
**250** of which have been cardiac procedures and  
surgeries and **250** OB/GYN related.





**80,000** children received the Chinnara Ganitha math workbook.

Aata Pata resource centre for tribal children in Coorg.

Digital Literacy Program – Kelsa+ for Biocon support staff.





**411** houses being built in Badami Taluk  
in Bagalkot District, North Karnataka.

**100** homes nearing completion.



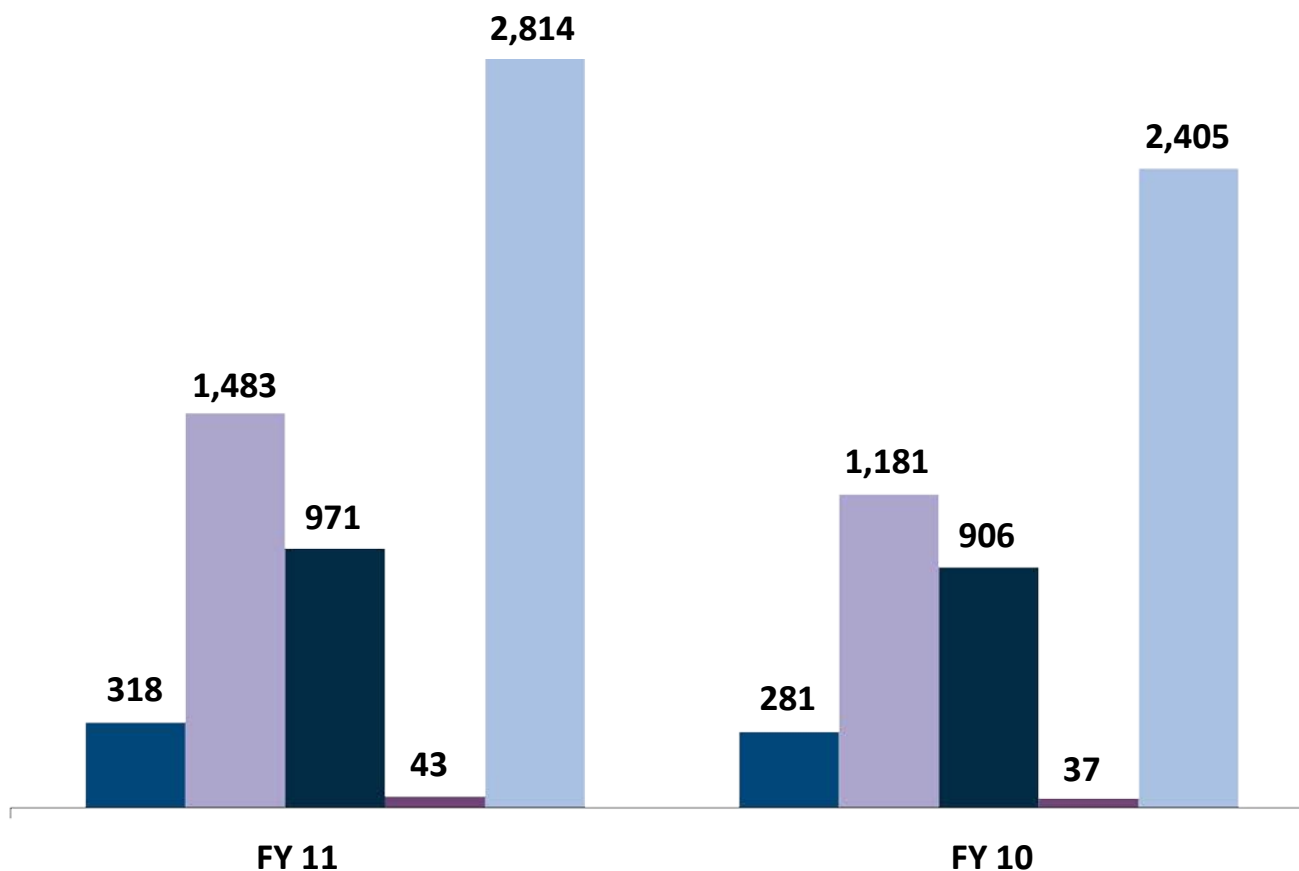


- Consolidated revenues increased **17%** from Rs. 2,405 crore to Rs. 2,814 crore.
- Consolidated EBITDA at Rs. 630 crore - growth of **24%**.
- EBITDA margins (excluding Axicorp) at robust **31%**
- PAT increases to an all time high of **Rs 368** crore.

# REVENUES – FY 11 Vs FY 10



Rs. Cr



■ Custom Research   ■ Pharma & Tech Fees   ■ Axicorp   ■ Other Income   ■ Total

# P&L - FY 11 Vs FY 10



Rs. Cr

Particulars	FY 11	%	FY 10	%
Revenues	2,814		2,405	
EBIDTA	630	22	509	21
PBT	447	16	352	15
Tax	72	3	49	2
PAT (after minority)	368	13	293	12

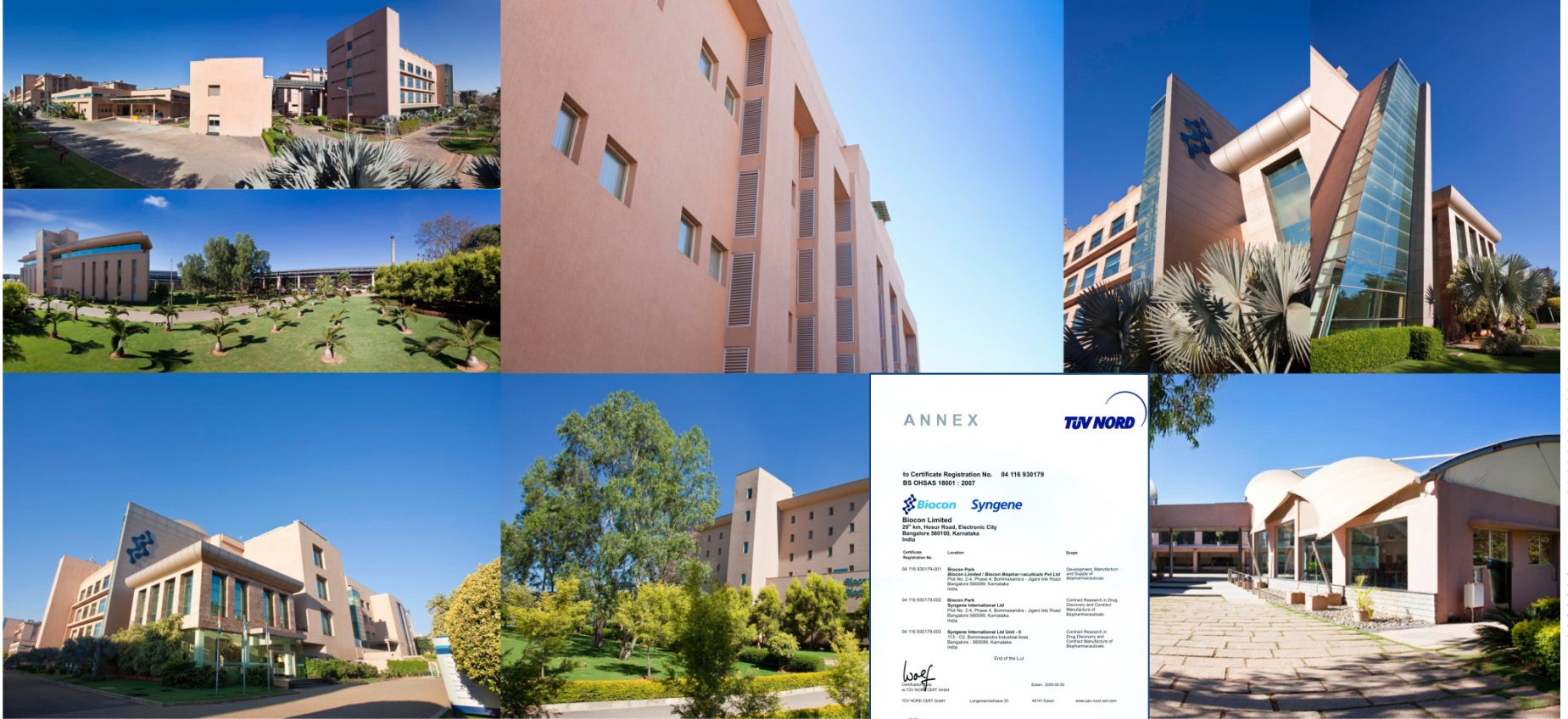
# P&L Q1 FY 12 Vs Q1 FY 11



Rs. Cr

Particulars	Q1 FY 12	% on Rev	Q1 FY 11	% on Rev
Revenues	454		409	
EBIDTA	133	29	118	29
PBT	82	18	75	18
Tax	12	3	10	2
PAT	70	15	65	16

# OHSAS 18001: 2007



**ANNEX** 

To Certificate Registration No. 04 116 930179  
BS OHSAS 18001 : 2007

  
**Biocon Limited**  
20<sup>th</sup> km, Hosur Road, Electronic City  
Bangalore 56010, Karnataka  
India

Certificate Registration No.	Location	Scope
04 116 930179-001	<b>Biocon Park</b> Biocon Limited / Biocon Bangalore-200100 Pvt Ltd Plot No. 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20 Bangalore 560009, Karnataka India	Development, Manufacture and Supply of Biopharmaceuticals
04 116 930179-002	<b>Biocon Park</b> Syngene International Ltd Plot No. 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20 Bangalore 560009, Karnataka India	Contract Research in Drug Discovery and Contract Manufacture of Biopharmaceuticals
04 116 930179-003	<b>Syngene International Ltd Unit - 3</b> 123, 122, 121, 120, 119, 118, 117, 116, 115, 114, 113, 112, 111, 110, 109, 108, 107, 106, 105, 104, 103, 102, 101, 100, 99, 98, 97, 96, 95, 94, 93, 92, 91, 90, 89, 88, 87, 86, 85, 84, 83, 82, 81, 80, 79, 78, 77, 76, 75, 74, 73, 72, 71, 70, 69, 68, 67, 66, 65, 64, 63, 62, 61, 60, 59, 58, 57, 56, 55, 54, 53, 52, 51, 50, 49, 48, 47, 46, 45, 44, 43, 42, 41, 40, 39, 38, 37, 36, 35, 34, 33, 32, 31, 30, 29, 28, 27, 26, 25, 24, 23, 22, 21, 20, 19, 18, 17, 16, 15, 14, 13, 12, 11, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1 Bangalore - 560009, Karnataka India	Contract Research in Drug Discovery and Contract Manufacture of Biopharmaceuticals

  
Woolf  
Ludwigstrasse 10  
42699 Solingen, Germany

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# OHSAS 18001: 2007



**ANNEX** 

To Certificate Registration No. 04 116 930179  
BS OHSAS 18001 : 2007

  
**Biocon Limited**  
29<sup>th</sup> km, Hosur Road, Electronic City  
Bangalore 560109, Karnataka  
India

Certificate Registration No.	Location	Scope
04 116 930179-001	<b>Biocon Park</b> Biocon Limited / Biocon Biopharmaceuticals Pvt Ltd Plot No. 2-4, Phase 4, Bommasandra - Jigani Link Road Bangalore 560075, Karnataka India	Development, Manufacture and Supply of Biopharmaceuticals
04 116 930179-002	<b>Biocon Park</b> Syngene International Ltd Plot No. 2-4, Phase 4, Bommasandra - Jigani Link Road Bangalore 560075, Karnataka India	Contract Research in Drug Discovery and Contract Manufacture of Biopharmaceuticals
04 116 930179-003	<b>Syngene International Ltd Unit - II</b> 11-12, 22, Bommasandra Industrial Area, Bangalore - 560075, Karnataka India	Contract Research in Drug Discovery and Contract Manufacture of Biopharmaceuticals

  
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End of the List

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