



Welcome to the 34th Annual General Meeting

**UNLOCK
VALUE**

Growth Through Integrated Research

July 26, 2012

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.

Biotech: A Transformational Force



- **Biotech** - a transformational force that can deliver **sustainable solutions for global challenges** of food, health, energy and environment
- Biocon **engaged** in developing **knowledge** and **expertise** to leverage the power of **Biotechnology** to **develop therapeutics** that can **make a difference** to global healthcare





- **Affordability** - the epicenter of this unfolding bioeconomy
- **Drug Innovation & Therapy Cost** to play a key role in the new financial matrix
- **Biocon's mission aligned** with the changing paradigm
- **Focused on innovation** to develop **affordable biopharmaceuticals** for patients across the globe

Biocon's Five Powerful



Growth Accelerators

Small Molecules

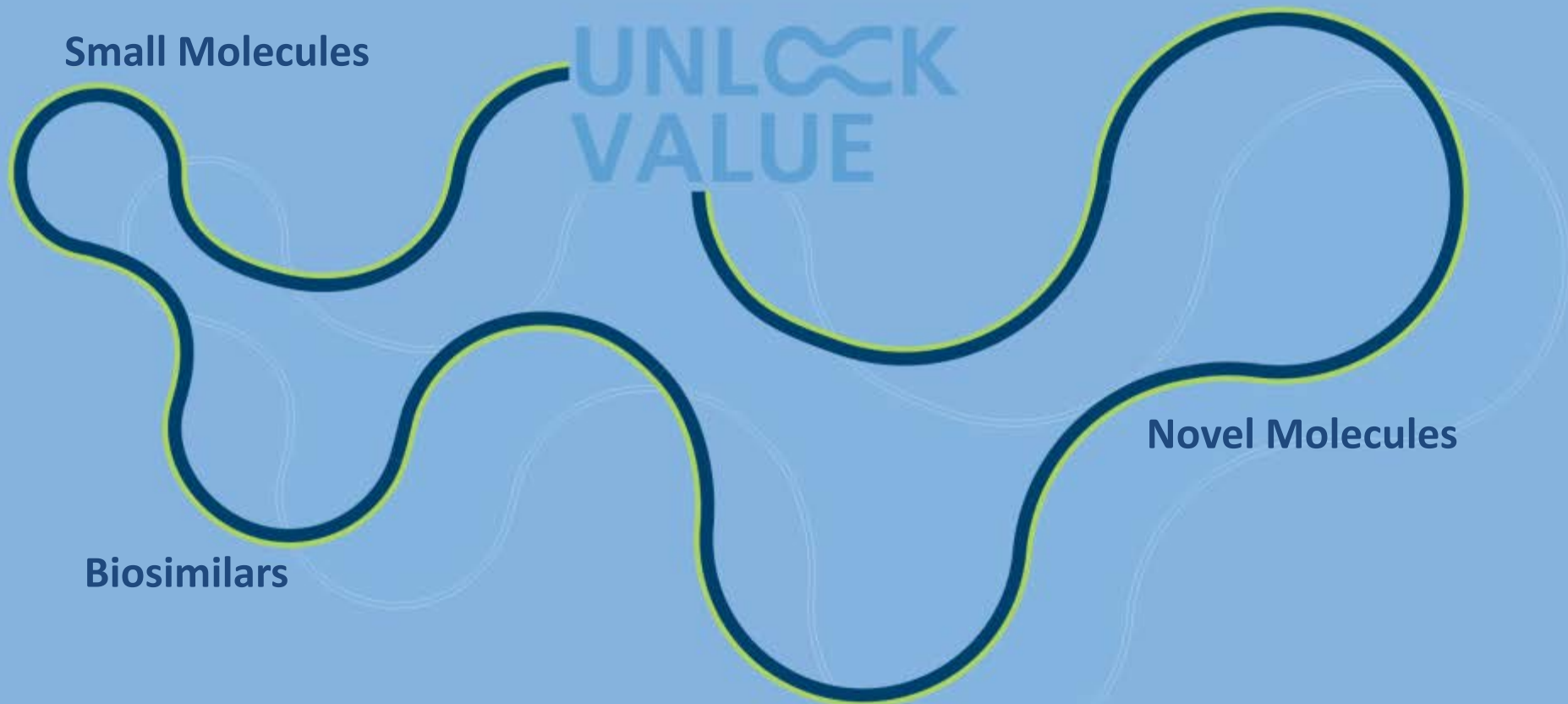
UNLOCK
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Branded Formulations

Novel Molecules

Biosimilars

Integrated Research
Services





- **Five business verticals based on differentiated competencies in discovery, development & commercialization**
- **Represent our risk balanced strategy underpinned by agile operating bio-networks, robust research pipeline of products and commercialization foray that spans global markets**
- **Growth drivers will propel the Company on a growth trajectory and will enable us to unlock value for our stakeholders**

Augmenting Manufacturing, Research & Development and Marketing capabilities to pursue strong sustainable growth



Biopharma manufacturing facility at Bio-XCell, Malaysia

- **First overseas manufacturing facility in Malaysia**
- **New State-of-the-art R&D centre in Bangalore**
- **Strengthening marketing alliances in emerging markets**

Five Growth Verticals:



01. Small Molecules: Forward Integration

- Robust portfolio of **Active Pharmaceutical Ingredients (APIs)**, including generics like Statins, Immuno-suppressants and Proprietary Products like Fidaxomicin
- **Next phase of Growth** to develop and market **finished formulations**
- **Move up the value chain** through ANDAs and 505 (b)(2) filings



02. Biosimilars : Huge Opportunity

- A high potential growth driver for Biocon
- Focus on Insulins & MAB's
- Several innovator products go off patent over the next 5-7 years
- Targeted Insulins opportunity:
~ US\$ 20 bn by 2020
- Targeted MABs opportunity:
~ US\$ 32 bn



Have begun unlocking value in emerging markets - Biosimilar rh insulin available in over 30 countries

02. Biosimilars: Global Insulins Development Program

- Phase 1 Global Studies **successfully completed** for Insulin Glargine in Germany for EU and US markets
- **Met** all Primary and Secondary endpoints
- **Positive PK/PD Results** indicate comparative safety, efficacy and immunogenicity with the innovator product



Paves the way for Phase 3 global program for Insulin Glargine

02. Biosimilars: Parting Ways with Pfizer

- **Global Partnership concluded due to change of priority at Pfizer**
- **Biocon committed to global development as per plan**
- **Funds received from Pfizer to fuel this plan**
- **Minimal Impact on business continuity**

Shift in marketing strategy from a single global partner to multiple regional alliances

02. Biosimilars: Mylan Partnership Gains Momentum



- **Global Partnership** for developing Biosimilar Monoclonal Antibodies on track
- **Phase III clinical Trials** in India have begun for anticancer Biosimilar Herceptin

Global Phase III Trials for Biosimilar Herceptin expected shortly

Five Growth Verticals:

03. Branded Formulations - Insulins

- India centric business with **70 brands** across six therapy segments
- Several Biocon brands among **Top 5**
- Focus on **product differentiation & personalized medical support**
- **INSUPen®** Innovative reusable insulin delivery device a value add to Insulins portfolio



Biocon India's premier Insulins company registering fastest growth in this segment

Biocon's Value Growth YoY*

#4 in overall insulin market
#1 in the Glargine vial market

Biocon's Volume Market share*

100 IU Insulin: 17%
Glargine vials: 85%

Fastest growing Insulin company*

Biocon: 53%
Sanofi Aventis: 29%
Novo Nordisk: 25%

*ORG IMS MAT May 2012

Five Growth Verticals:



03. Branded Formulations- Oncology, Nephrology

- **BIOMAb EGFR[®]** - first novel biologic developed in India, revolutionized head & neck cancer - over 5,000 patients benefitted so far
- Recent clinical trials in BIOMAb EGFR[®], will enable label extensions to new indications such as glioblastoma and non-small-cell lung cancer
- **Evertor[™]** First and only global generic version of everolimus provided affordable access to this cancer drug
- Well balanced **Nephrology portfolio** offers affordable treatment options for dialysis & transplant patients
- Most products amongst the **top three Brands**.



Five Growth Verticals:



04. Novel Molecules: Promising Research Assets

- Key advanced R&D assets to unlock value, through licensing/ partnerships
- Itolizumab (T1h) – an anti-CD6 MAb completed Phase-III Psoriasis trial in India.
- BVX-20, an anti-CD 20 “bio-better” monoclonal antibody has shown encouraging results

	Therapeutic Areas	Molecule	Discovery	Preclinical	Phase I	Phase II	Phase III	Market
Proprietary & Partnered Programs	Diabetes	IN-105 (Oral Insulin)	[Progress bar]			[Progress bar]		
	Oncology/ Inflammation/ Autoimmune	Itolizumab (Anti-CD6)	[Progress bar]			[Progress bar]		
	Oncology	BIOMAb EGFR® (Nimotuzumab)	[Progress bar]			[Progress bar]		
	Oncology	BVX-20 (Anti-CD 20)	[Progress bar]			[Progress bar]		
	Oncology	Fusion Proteins	[Progress bar]			[Progress bar]		
	Diabetes	AC165198 (Peptide Hybrid)	[Progress bar]			[Progress bar]		

Partnered program with Amylin for AC165198, addressing diabetes & obesity, currently in Phase I clinical trials under a US FDA IND.

* US IND filed by partner for AC165198

Anti- CD6 MAb: Itolizumab



Drug Highlights

Targets CD6

CD6 is a type 1 cell membrane glycoprotein belonging to the scavenger receptor cysteine-rich (SRCR) super family group B.

CD6 is predominantly expressed by T cells & a B cell subset.

CD6 binds ALCAM (activated leukocyte cell adhesion molecule) which is expressed on:
Activated T, cells, B cells & monocytes.
Skin fibroblasts, keratinocytes, rheumatoid arthritis synovium.

TREAT-PLAQ Study in Psoriasis

Interim 28 week data presented at JP Morgan Healthcare Conference in Jan 2012, at San Francisco

Total Patient Enrollment	223
Trial Duration	52 Weeks
No. of Centers across India	15

Treat Plaq Study: Efficacy Results

Representative patient samples from each arm.

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

Treat Plaq Study: Summary of 52-week Results



PRIMARY ENDPOINT	Result*
<i>Statistically significant patient cohort with \geq PASI 75 Vs. placebo at 12 Weeks</i>	<input checked="" type="checkbox"/>
SECONDARY ENDPOINTS	
<i>Significant Proportion of subjects achieving PASI 50 and PASI 90</i>	<input checked="" type="checkbox"/>
<i>Safety & Tolerability</i>	<input checked="" type="checkbox"/>
<i>Improvement in PGA scores</i>	<input checked="" type="checkbox"/>
<i>Considerable Proportion of subjects with PGA score of “clear” or “minimal”</i>	<input checked="" type="checkbox"/>

- **Plan to file for Marketing Authorization in India**
- **Approach potential partners for global Clinical Trials**

Five Growth Verticals:



05. Integrated Research Services

- **FY'12** strongest year for Syngene
- Strategy to **invest** in strengthening our **scientific team & capability platforms** in discovery & development has allowed us to build **stronger, more integrated and value creating collaborations** to support our customers
- **Business Model** has evolved from 'fee for services' to '**integrated collaborative & strategic partner**' for global bio-pharma customers.



Our team over 1,600 scientists is the largest team in Life Sciences in India.

Integrated Research Services Model

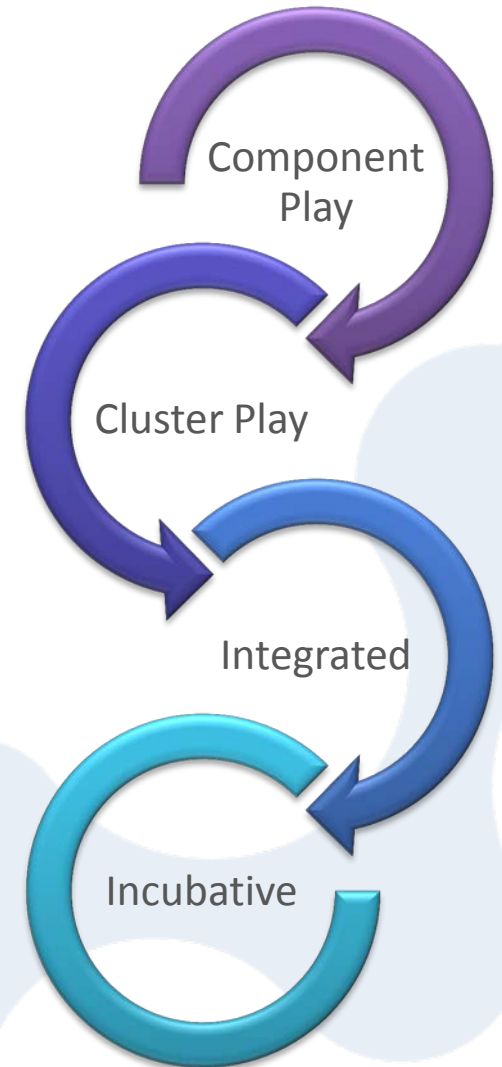


Integrated Model spanning discovery & early development to late stage clinical studies

Large Portfolio of Offerings combining **Chemistry & Biologics expertise** with cost advantage

Custom partnership models ranging from FTE based to risk-reward models

Clientele comprising of **100+ large and mid-size** pharma & biotech companies



Syngene – Abbott Collaboration



State of the art Abbott Nutrition R&D Centre inaugurated at Biocon Park



- **Abbott's first nutrition research and development center in India.**
- **The center will focus on the development of science-based, affordable nutrition products for maternal & child nutrition & diabetes care**
- **Dedicated Team of over 50 scientists to work along with Abbott Team**

Clear endorsement of the success of our Integrated Services model

Five Growth Verticals:



05. Integrated Research Services: Way Forward



Syngene IPO: Preparatory Step taken –
***Clinigene* made a subsidiary of Syngene**

Focus on Innovation: Biocon Research Centre



Our **innovation strategy** based on **Collaborative R&D** aimed at maximizing outcomes through **shared risk and reward**, whilst delivering **affordable innovation**.

State-of-the-art Integrated Research & Development Center (BRC)



- ❑ First-of-its kind in South East Asia
- ❑ Venue for world-class research on biologics
- ❑ Spread across 200,000 sq. ft. with:
 - Molecular Biology Lab
 - Biologics Process Science Labs
 - Formulations Development Lab
 - Molecular Characterization Lab
 - Functional Bioassay Lab
 - Preclinical & Clinical Development Groups



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

- **9 Arogya Raksha Primary Healthcare Clinics**, meted out medical consultations to over **60,000** patients
- **6** more clinics to open this year
- **1,00,000** people enrolled under Arogya Raksha Yojana-Micro Health Insurance Scheme, in Karnataka



- **80,000**, Maths Work Books ‘**Chinnara Ganitha**’ distributed in primary schools in **eight districts** of Karnataka
- **Enhanced mathematical skills** of students in rural schools



- **400** houses built to **rehabilitate flood victims** of Bagalkot district in Karnataka,
- To provide **solar lighting** to every household as a part of our endeavor to offer a **sustainable solution** for electrification.

FY 2012 - FINANCIALS

FY 2012 Key Financials



INR million

	FY12	FY11
Revenue	21,483	18,576
EBIDTA	5,791	5,732
	27%	31%
PAT	3,384	3,399
	16%	18%
Net Cash	7,327	4,908

Branded Formulations

Business up 39%

Research Services up 29%

Pfizer Payment:

- Funds received from Pfizer to be used to fulfill our global obligations related to clinical development of insulins
- Deferred Recognition of the balance amount of Rs. 4,929 million remaining in our books as on March 2012, as per industry practice and GAAP

Dr. Neville Bain



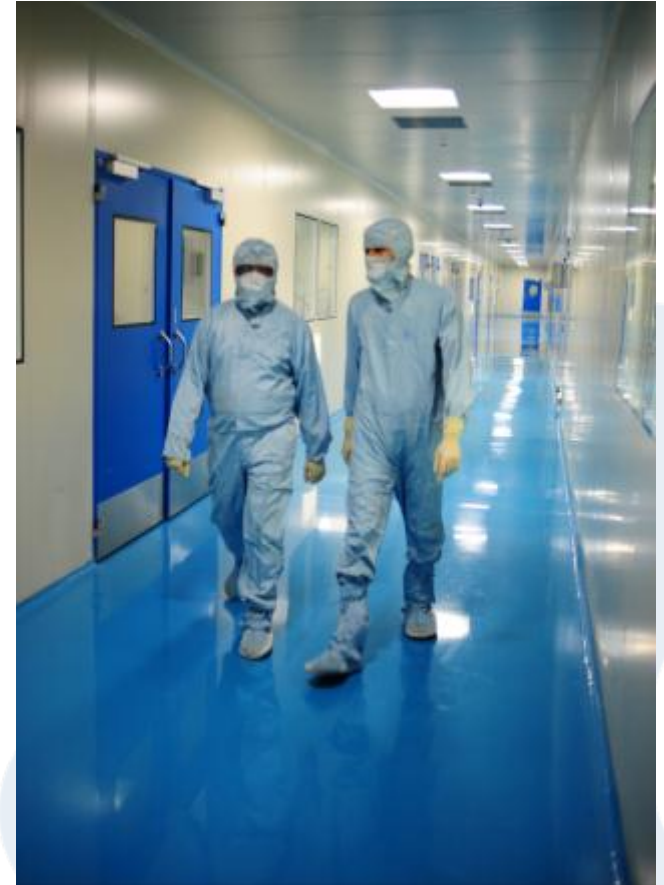
Biocon Board Member 1999 - 2012

Played a key role in building high standards of Corporate Governance and Financial Reporting at Biocon

- **Illustrious Corporate Career**
- **Author of several management books**

Looking Ahead

- Focus on **Forward integration** and out-licensing of research assets to **Unlock Value**
- **Leverage Research Services** with differentiated offerings
- Focus on **emerging markets** to **accelerate growth**
- Continue to **enhance Brand equity** across global markets



THANK YOU

