



**FISCAL YEAR 2009-10**

29th April 2010

**Annual Results Presentation**

Certain statements in this presentation 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, among 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. Statements on strategy or on direction of policy should not be construed as events which require prior notification to India's regulatory authorities. Such events will crystallize only once full regulatory steps have been taken in India.

## **Key events of Q4**

## **Financials**

## **Operational review by segment**

## *Biocon Biopharmaceuticals*



- **Definitive agreement to buy out CIMAB's 49% in BBPL.**
- **Purchase via 100% subsidiary Biocon SA.**
- **BBPL is now a 100% subsidiary**
- **Joint development of novel biologics to continue**
- **BBPL manufacturing facility will now be used for other Biocon products as well**

# *Syngene*



- **Develop a novel biological therapeutic molecule**
- **First-of-its-kind partnership in India for discovery of biological therapeutic entity**
- **Marks Endo's foray into biologics space**
- **Endo to retain all rights to molecule**
- **First customer for Syngene in biology space**





- **MoU signed with Malaysia's Biotechnology Corporation (BiotechCorp)**
- **To explore collaboration and potential investment in Malaysia's biotech industry**
- **In talks to manufacture biopharmaceutical products and formulations in Bio-XCell Ecosystem.**

- Partners with medical fraternity and patient community to provide complete diabetes solution.
- Initiative to educate and help patients lead richer lives.
- Aim to educate patients in monitoring of blood glucose, exercise and dietary routines in addition to helpful tips.
- Programs offered –
  - ❖ Patient education camps
  - ❖ Nurses & paramedic education program
  - ❖ Neuropathy camps
  - ❖ Body mass index camps
  - ❖ Insugen initiation kits
  - ❖ Juvenile diabetes support
  - ❖ Diabetes detection camps
  - ❖ Basalog Breeze 2 program

For more information, log onto [www.biocondiabetology.com](http://www.biocondiabetology.com)



A patient support initiative.



BIOCON WINNING WITH DIABETES HELPLINE  
**TOLL FREE No. 1800-425-7667**



**BREEZE<sup>®2</sup>**  
 Uses a 10-Test-Disc  
 for no individual  
 strip handling.

**GET A FREE  
 BREEZE<sup>®2</sup> >**



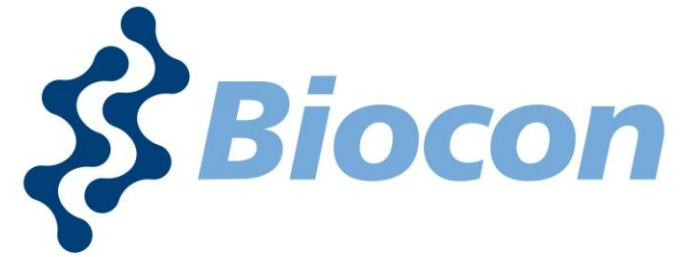
## Advantage **BASALOG<sup>™</sup>**

Features	Benefits
24 hours action	Single prick
Peakless action profile	↓ Hypoglycemia
Effective HbA1c control	↓ Diabetes complications
Flexibility of injection timing	Better compliance
Less weight gain	↓ Complications of insulin therapy
Less immunogenicity	↓ Increments in dose
Less individual absorption variation	Ease of titration

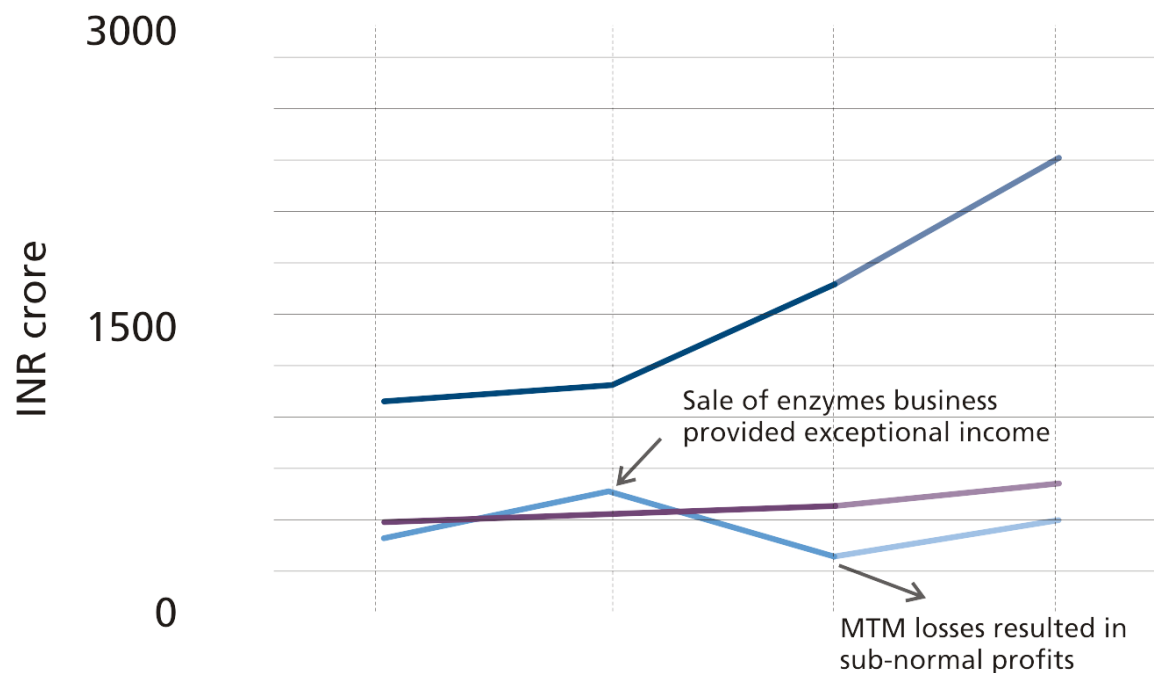


“Simple and Effective” solution for Better Diabetes Management.





# Financials



## FY10

Revenue growth **44%**

EBITDA margin **21%**

Net margin **12%**

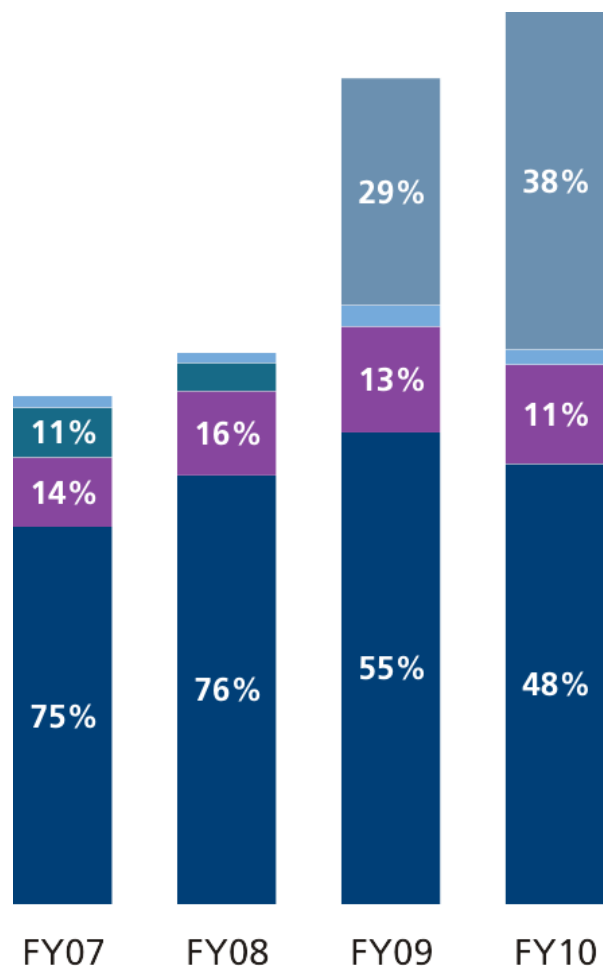
EPS **Rs 14.7/share**

Dividend **Rs 3.5/share**

INR crore / USD million	FY07		FY08		FY09		FY10	
Revenue	990	220	1090	273	1673	364	2405	512
EBITDA	287	63	335	83	388	84	509	108
Net profit	200	44	464	116	93	20	293	62

FY07-09: Avg.exch.rate in that fiscal  
 FY10: USD 1 = INR 47

# REVENUE MIX: GROUP



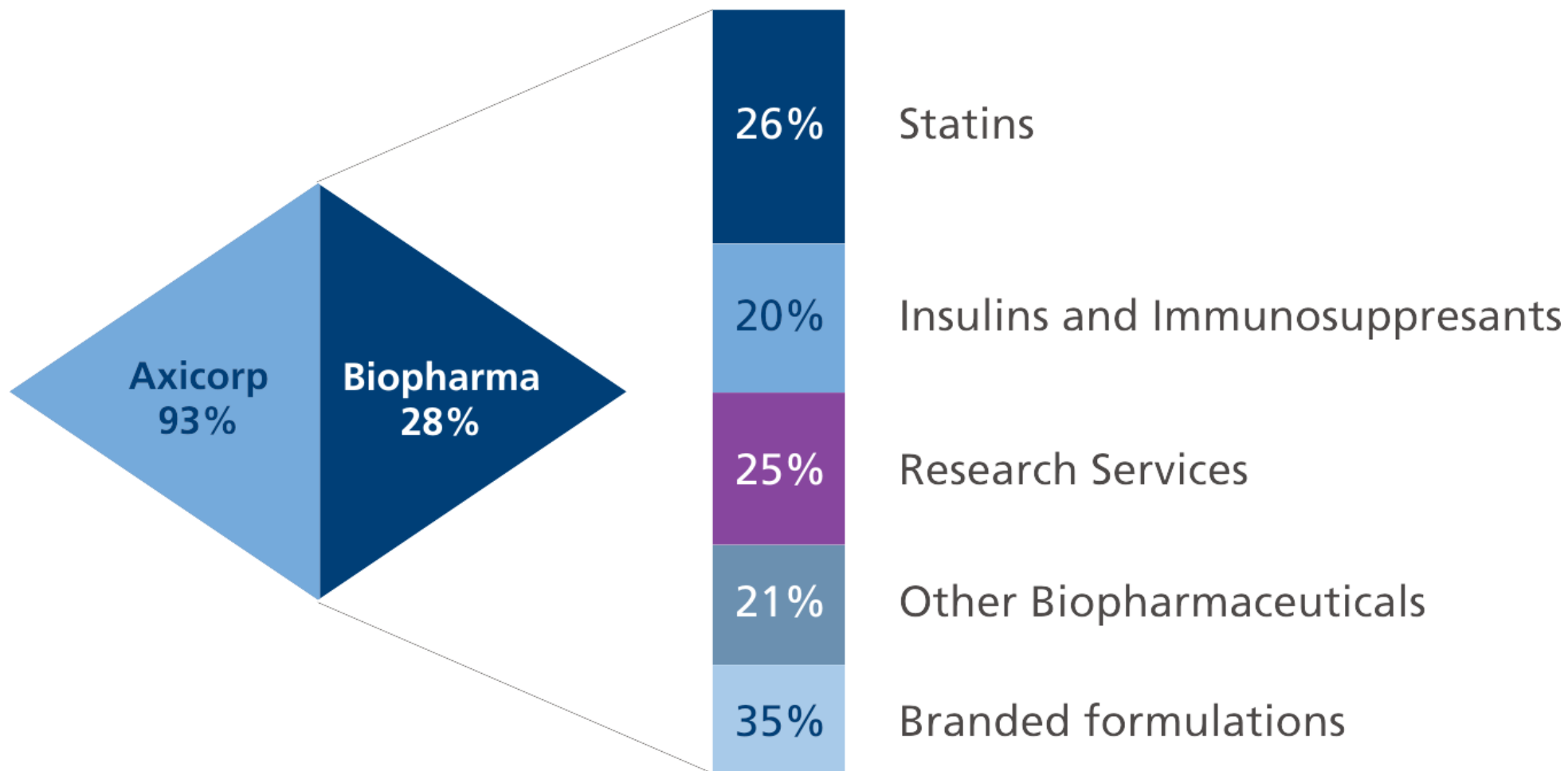
INR crore / USD million

	FY07		FY08		FY09		FY10	
<b>Biopharma</b>	742	164	832	208	915	199	1175	250
<b>Research</b>	135	30	176	44	225	49	281	60
<b>Enzymes</b>	109	24	46	12	-	-	-	-
<b>Others</b>	4	1	36	9	54	12	37	8
<b>Sub Total</b>	990	220	1090	273	1194	260	1493	317
<b>Axicorp</b>	-	-	-	-	479	104	911	193
<b>Grand Total</b>	990	220	1090	273	1673	364	2405	512

FY07-09: Avg.exch.rate in that fiscal

FY10: USD 1 = INR 47

# SEGMENTAL REVENUE YOY GROWTH





**Thank  
You**