



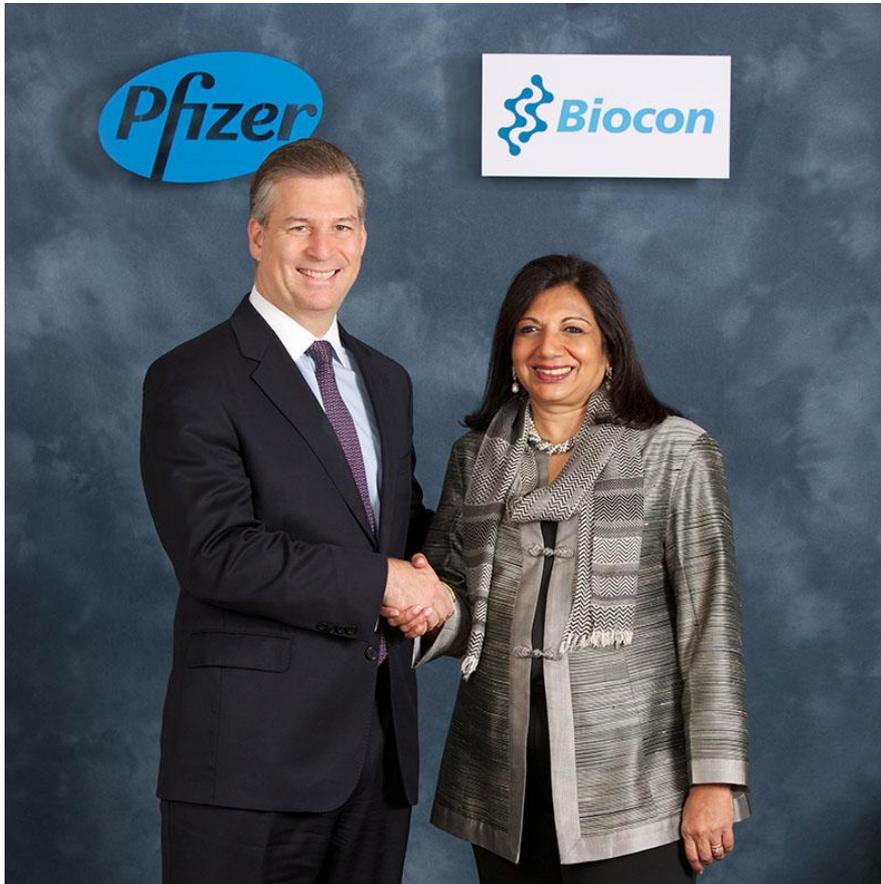
**H1 FY 2010-11**

# **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.

# BIOSIMILARS PARTNERSHIP - PFIZER



**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

# MARKETING



- **DIABETOLOGY IS RANKED 12<sup>TH</sup> IN THE REPRESENTED MARKET IN INDIA**
- **INSUGEN<sup>®</sup> has around 10% market share in India.**
- **Now,available in Latin America, Asia & Middle East & North Africa**
- **INSUGEN<sup>®</sup> & BASALOG<sup>™</sup> to be registered in EU & USA 2012-2016.**
- **The diabetology division is expected to launch a 100 IU variant of brand Insugen in Q3 FY11**

# WINNING WITH DIABETES (WWD)



As an ongoing effort to create awareness about the significance of Daily Self Monitoring of Blood Glucose (SMBG)

We have conducted more than **1000** diabetes detection & screening camps

Distributed free glucometers to over **12,000 BASALOG™** patients

**Free glucometers** for respected members of the Press



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



# MARKETING



- Compound Annual Growth Rate (CAGR) of over 50%.
- Attained high rankings in a competitive & crowded market.
- ERYPRO safe™ (erythropoietin) – among top 5 in 30 brands.
- RENODAPT® (mycophenolate mofetil), ranks No. 4 among 25 brands.
- TACROGRAF™ No. 3 position, overtaken 20 brands.
- Launched specially formulated protein supplement called NARITA+™ for dialysis patients suffering from malnutrition.



**COMPREHENSIVE CARE**  
improving life



PENMER™

Biopiper TZ™



**Comprehensive Care Launch: 16<sup>th</sup> August 2010**

# COMPREHENSIVE CARE PORTFOLIO



The Double Benefit Duo



Broad spectrum protection



Power 2 Protect



Superior antibiotic



Superior antibiotic duo



# MARKETING



- **STATIX®** (anti-cholesterol) and **TELMISAT®** (anti-hypertensive) has established formidable equity with cardiologists in a short span
- Our Cardiology division is No. 23 in our represented market\*
- Posted 27% Value growth thus outperforming the industry benchmark\*
- **CLOTIDE™** is the leading Eptifibatide (No.1) brand in India \*
- **MYOKINASE™** is the leading brand of Streptokinase (No.2) in India\*

# MARKETING



- **BIOMAb EGFR<sup>®</sup>** - approved in 22 countries for various indications
- Is less than 50% of the cost of other anti-cancer therapies in the same class and indication.
- **Abraxane<sup>®</sup>** - launched in July 2008 is performing exceedingly well
- **NUFIL safe<sup>™</sup>** - among the top 10 brands in the filgrastim segment has grown over 200% in volume over the past year

# DOMESTIC BRANDED FORMULATIONS



Diabetology, Oncotherapeutics, Nephrology and Cardiology divisions have posted a combined YoY growth of 32%.

2 new divisions in Q2 FY11 –  
Comprehensive Care & Immunotherapy.



Immunotherapy Division launched two products –  
Tacrolimus and Pimecrolimus ointments this quarter.



- **BIOSIMILAR INSULIN:** A Phase 3 clinical trial for our biosimilar rh- insulin for Europe has commenced.
- **IN105:** The oral insulin program is currently in Phase 3 clinical trials for Type 2 diabetics in India. The result of this study is expected to be available early next year. The Phase 1 study in Type 1 diabetics under the US IND is on going.
- **T1h:** Phase 3 clinical trials for the Anti-CD6 targeting monoclonal antibody (T1h) program for Psoriasis are ongoing and are expected to end around July 2011.
- **MAbs:** The development of products under the Mylan partnership is progressing well. 2 of the Bio-similar products has entered the pre-clinical phase.

- Syngene** - recent investments in the Biologics pilot plant, the AAALAC accredited Vivarium and the formulation development center have started to deliver results.
- Clinigene** - strengthening its Human Pharmacology business with a focus on high value early stage clinical development work and Phase 1 studies.
- Our fully integrated pharma network model aims to provide services ranging from early discovery, pre-clinical development, scale-up and formulation and clinical development for both large and small molecules.



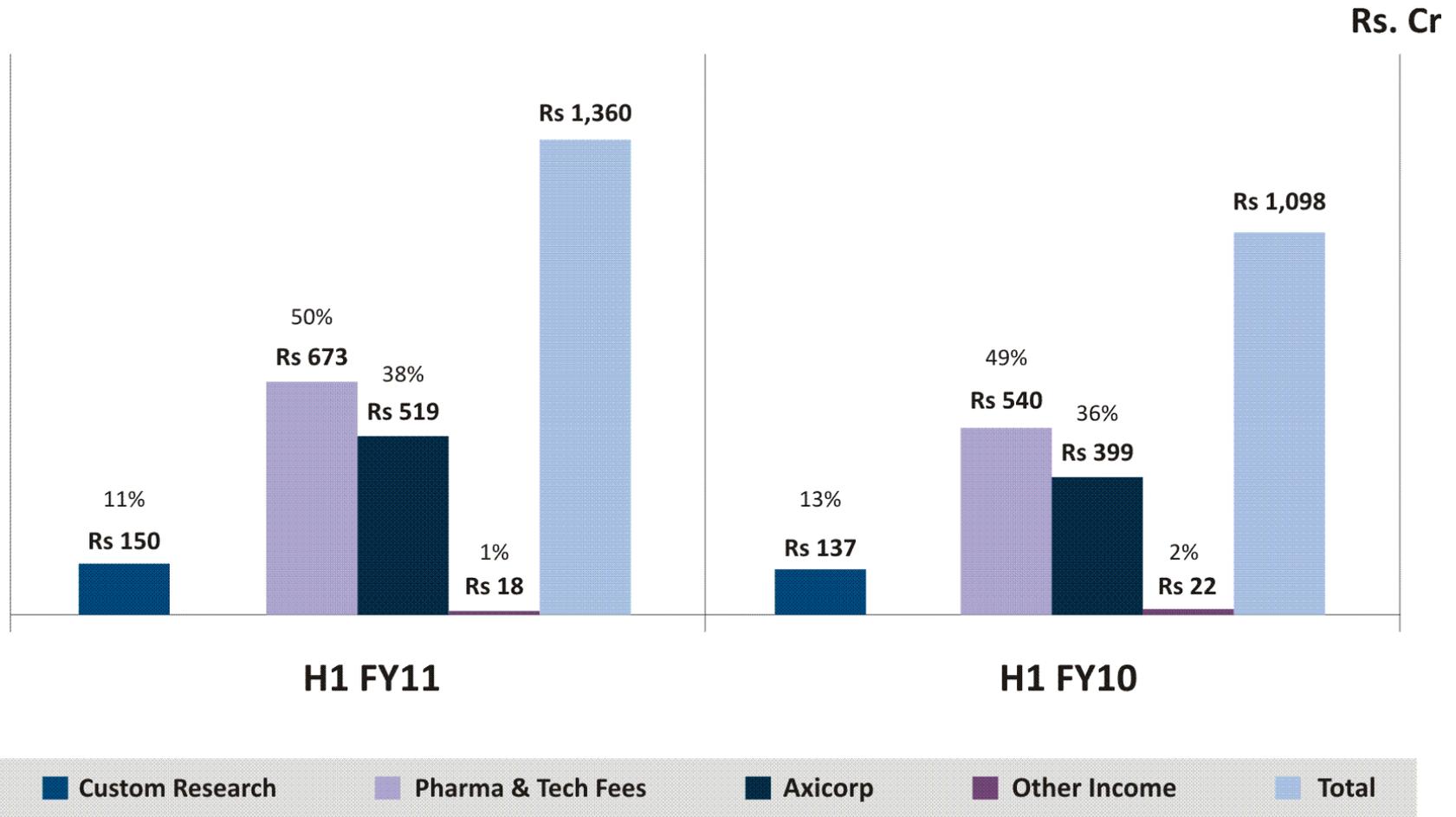
- **Ranked No. 30 in Germany by IMS and recognized as one of the 3 fastest-growing German pharmaceutical companies**
- **35% market share in Germany. Revenues grew 30% YoY.**
- **Won several new tenders and grew by +117% vs. last year (vs. the market growth of +1.5%).**

**Products supporting this growth trend are Metformin, Simvastatin, Metoprolol, Amoxicillin and Fluconazol**

The background features a solid orange color with a complex, abstract pattern of thin, white, wavy lines that create a sense of movement and depth, resembling a stylized tree or a network of connections.

# FINANCIALS

# Revenues H1FY 11 Vs H1FY 10



# P & L H1 -FY 11 Vs H1 -FY 10



<b>Particulars</b>	<b>H1 FY11 Rs. Cr</b>	<b>% on Rev</b>	<b>H1 FY 10 Rs. Cr</b>	<b>% on Rev</b>
<b>Revenues</b>	<b>1,360</b>		<b>1,098</b>	
<b>EBIDTA</b>	<b>293</b>	<b>22%</b>	<b>236</b>	<b>21%</b>
<b>PBT</b>	<b>203</b>	<b>15%</b>	<b>158</b>	<b>14%</b>
<b>Tax</b>	<b>32</b>		<b>23</b>	
<b>PAT</b>	<b>166</b>	<b>12%</b>	<b>132</b>	<b>12%</b>



**Thank You**