

# H1 FY 2008-09

16<sup>th</sup> October, 2008



## R[evolution]

30 Years of Leadership in Biotechnology



# 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.**

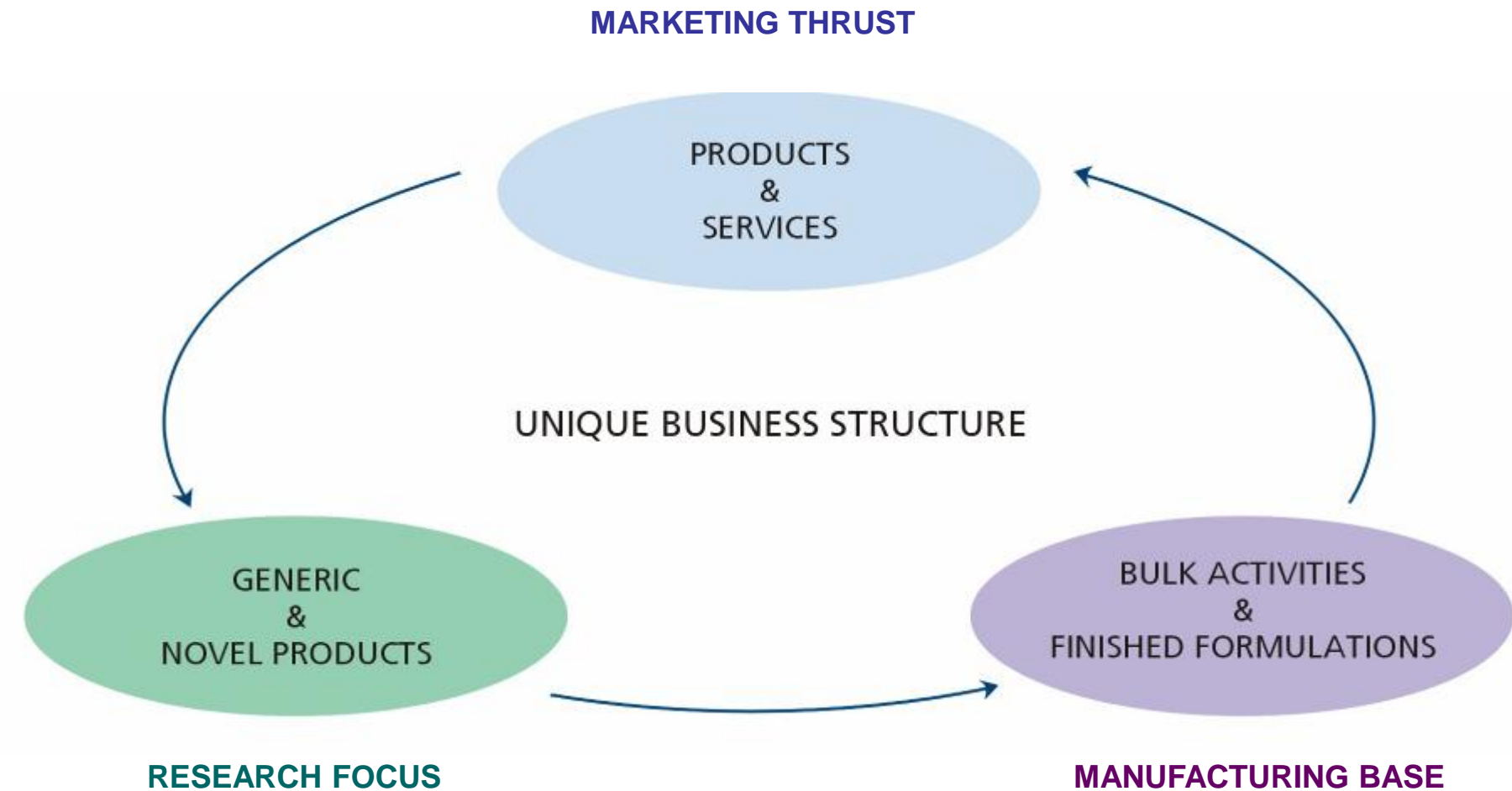


Our 30<sup>th</sup> year is a symbol of

**Perseverance and Endurance**



# Risk Balanced BUSINESS MODEL



# Drug Development Capabilities



## ACROSS THE VALUE CHAIN

### Syngene

#### PRE-CLINICAL DISCOVERY

- **Chemistry**
  - Medicinal Chemistry
  - Process R&D
  - Analytical Services
  - Combinatorial Chemistry
  - Custom Manufacturing
  - Polymer Chemistry
- **Biology**
  - Molecular Biology
  - Protein Sciences
  - Cell Line Services
  - Assay Services
  - eADMET & PK Studies
  - Bioanalytical Services
  - Biologics

### Clinigene

#### CLINICAL DEVELOPMENT

- Clinical Operations
- Clinical Development
- Clinical Data Management and Biostatistics
- Regulatory Services
- Human Pharmacology Unit
- Bioanalytical Research Laboratory
- Central Laboratory



#### COMMERCIALIZATION

- Research Collaboration
- Product Development
- Process Development
- Manufacturing
- Regulatory filing
- Marketing
- Custom Manufacturing
- Licensing





- **POSITIONING:** Leading producer of generics & bio-similars and a frontline biopharmaceutical innovator.
- **STRATEGY:** Investing in new drug development and penetrating global markets for bio-similars through partnerships.
- **RISK MITIGATION:** Selection of *New Drugs* based on validated targets (BVX 20), novel delivery systems (IN105 Oral Insulin), Phase II Human clinical data (T1h, BIOMAb EGFR) and novel targeting technologies (IATRICa)



**Research &  
Development**

# Key areas OF R&D FOCUS



## Diabetes, Oncology & Inflammatory Disease

ANTI EGFR MAb  
ANTI CD6 MAb (T1h)  
BVX20 MAb (Anti-CD20)  
CONJUGATED ANTIBODIES

IN105 (Oral Insulin)

### BIO-SIMILARS

rh-INSULIN  
INSULIN GLARGINE  
STREPTOKINASE  
RETEPLASE  
GCSF  
TRASTUZUMAB  
BEVACIZUMAB







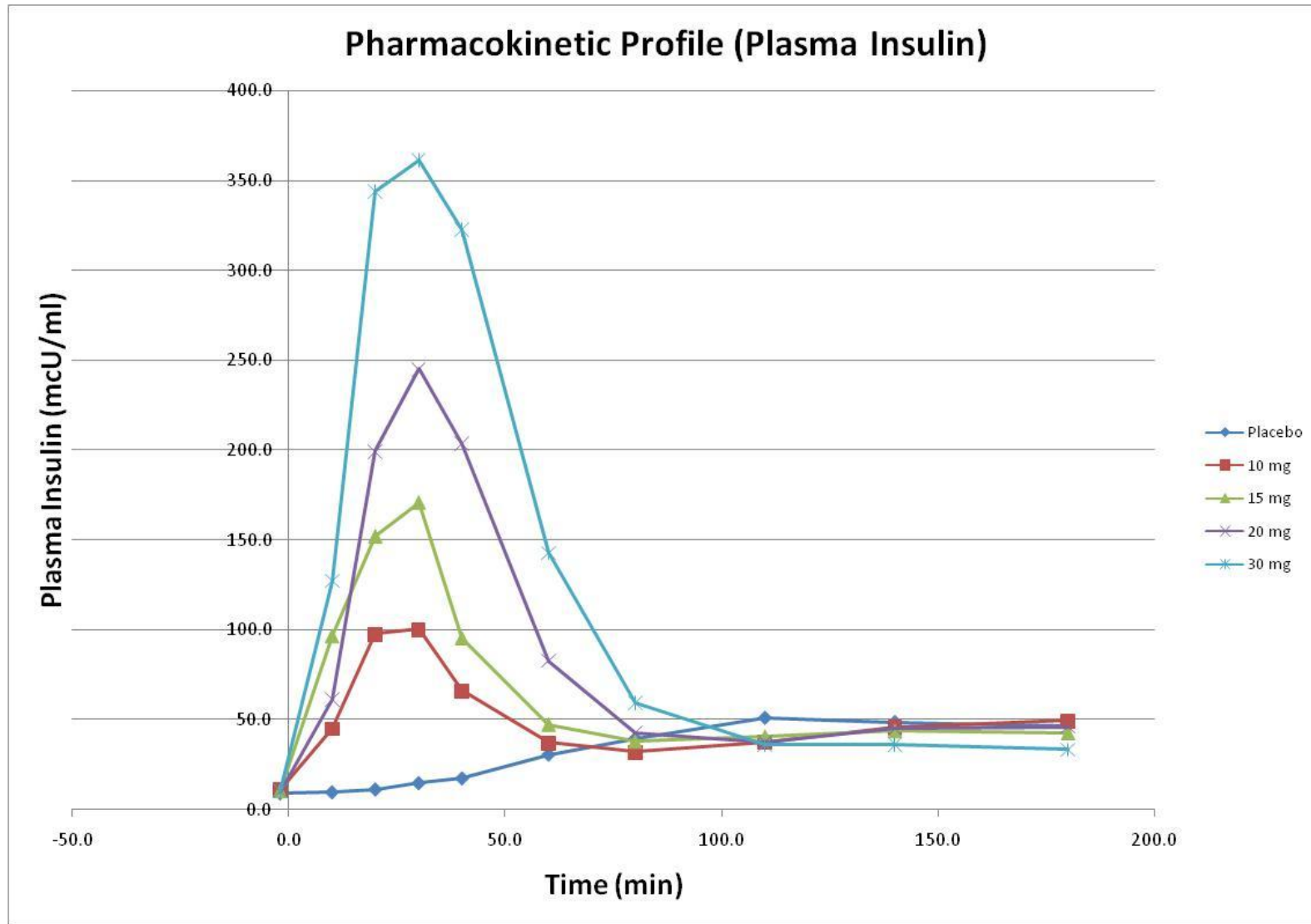
- **Two leading research programs: Oral Insulin and T1h or Anti-CD6 Monoclonal antibody have advanced rapidly**
- **Business model: leverage our strong financial position to develop novel drugs for licensing and co-promoting with multiple marketing partners in various global markets**



- **Completed Phase II clinical studies designed to evaluate safety, tolerability, pharmacokinetics and pharmacodynamics of the drug.**
- **The study provides necessary data to commence Phase III clinical trials on Type II diabetics.**
- **Presented a paper on IN105 at the session on Novel Therapies during the meeting of the European Association for Study of Diabetes (EASD) held in Rome in September 2008.**



# Phase 2a





- **T1h has completed a Phase I study in patients with RA (Rheumatoid Arthritis). Product found to be safe and well tolerated**
- **A Phase II dose range finding study, designed to evaluate the safety and efficacy of T1h in patients with severe RA, has been initiated**
- **A second Phase II study for T1h for patients with severe psoriasis, has also been initiated.**
- **Both psoriasis and RA studies are expected to be completed by Q3 2009.**

# T1h: Response Pictures



**0.4 mg/kg once every 4 weeks**



**Day 1**



**Day 29**

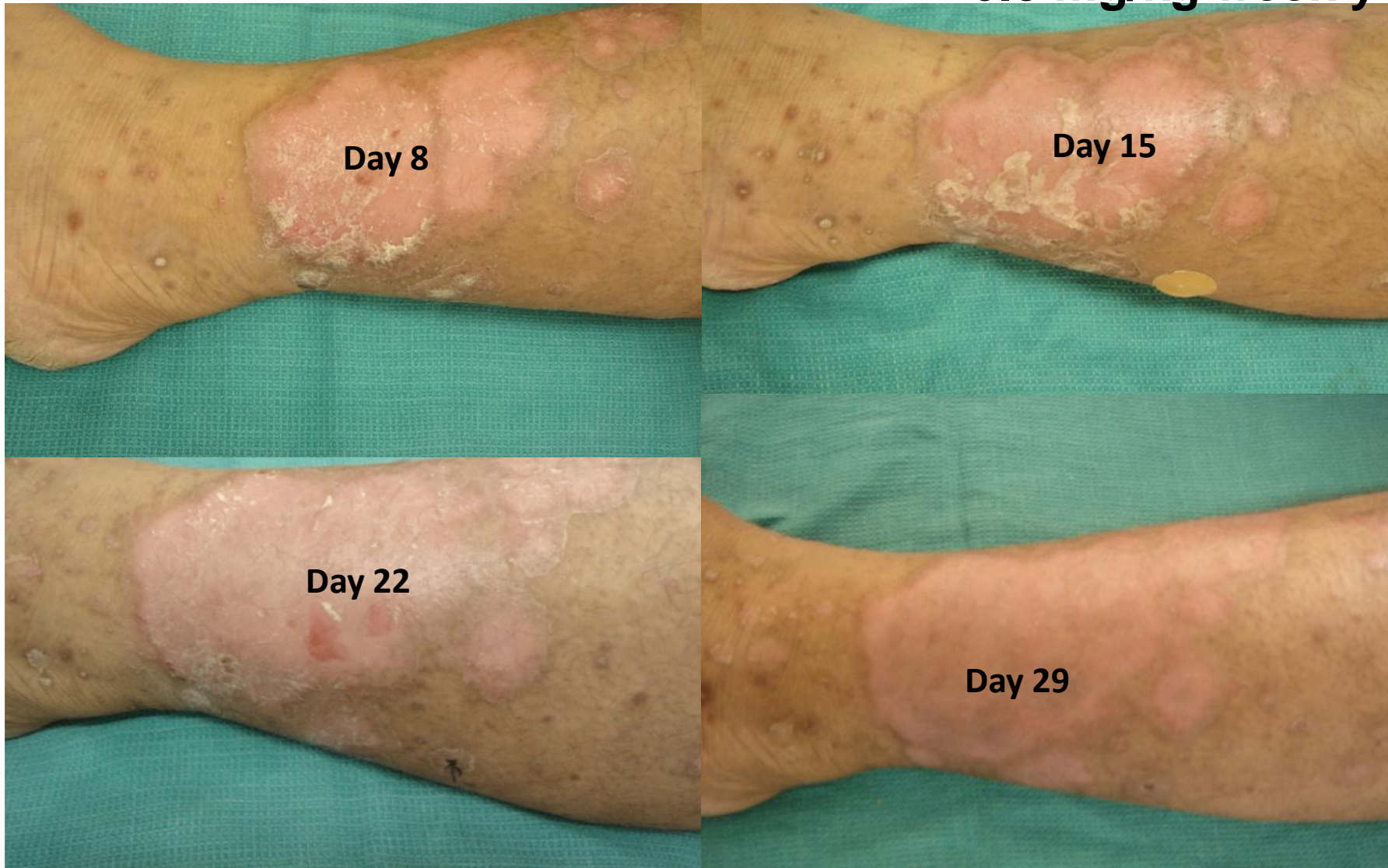


**Day 57**

# T1h: Response Pictures



**0.8 mg/kg weekly**





- **Invested in IATRICa, a US start up Biotech company**
- **To co-develop novel anti-cancer molecules based on a proprietary immuno-conjugation technology licensed from Johns Hopkins University, USA.**
- **Bio-hybrid molecules for targeted immunotherapy are considered to be the next generation drugs: Biocon is at cutting edge.**
- **The first molecule: Conjugated-*Trastuzumab* for Breast Cancer.**



# Products & Markets





**Global presence: ~ 75 countries**

**Europe, USA, Latin America,  
South East Asia and the Middle East.**

# DIVISIONS



## DIABETOLOGY

sustaining life

**Biocon** WINNING with Diabetes



**INSUGEN®**

## ONCO THERAPEUTICS

transforming life



**BIOMAb EGFR™**  
Nimotuzumab 200 mg

**Abraxane®**  
Albumin bound Paclitaxel 100 mg

## NEPHROLOGY

protecting life



**NUFILsafe™**  
Filgrastim 300 mcg

**RENODAPT**

## CARDIOLOGY

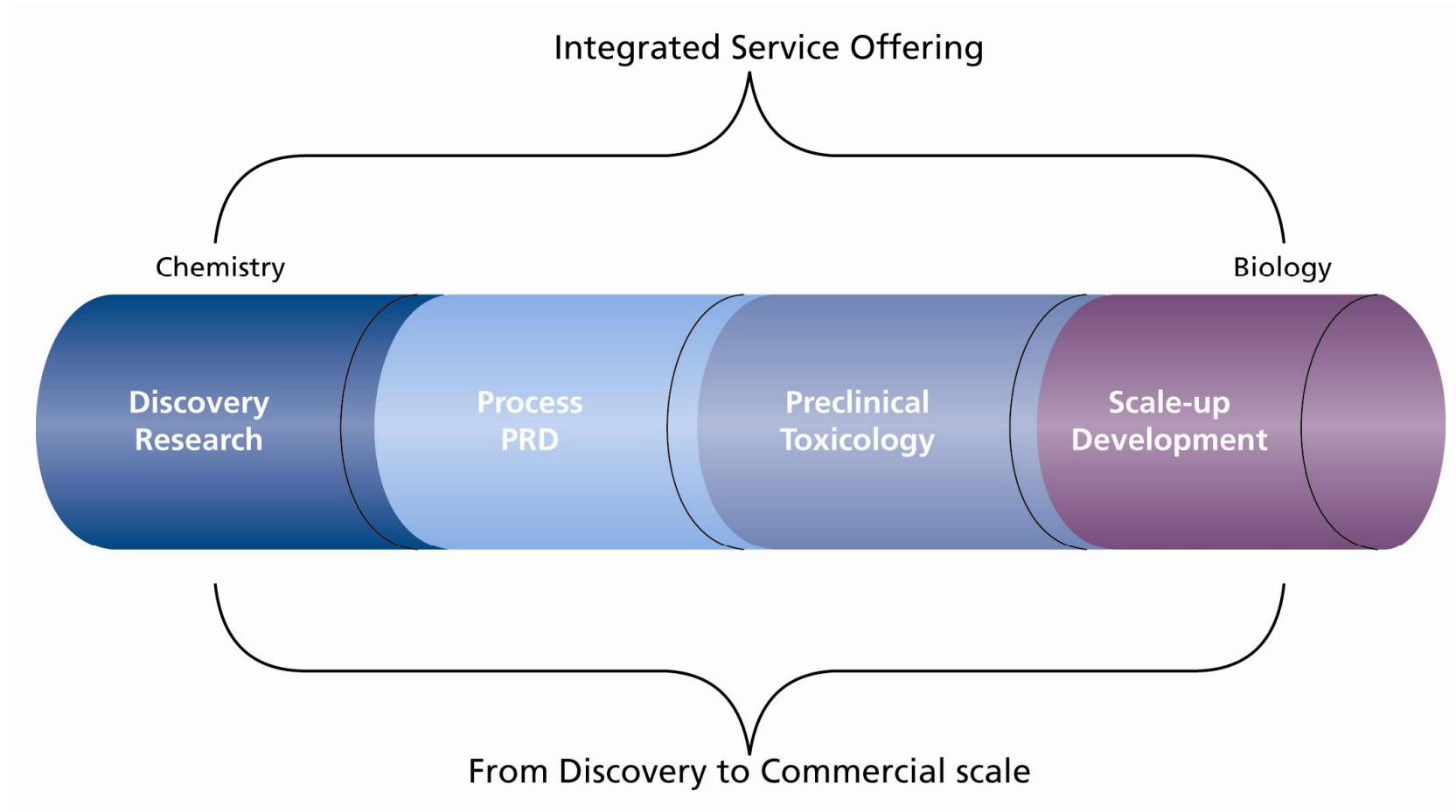
enhancing life



**Myokinase®**

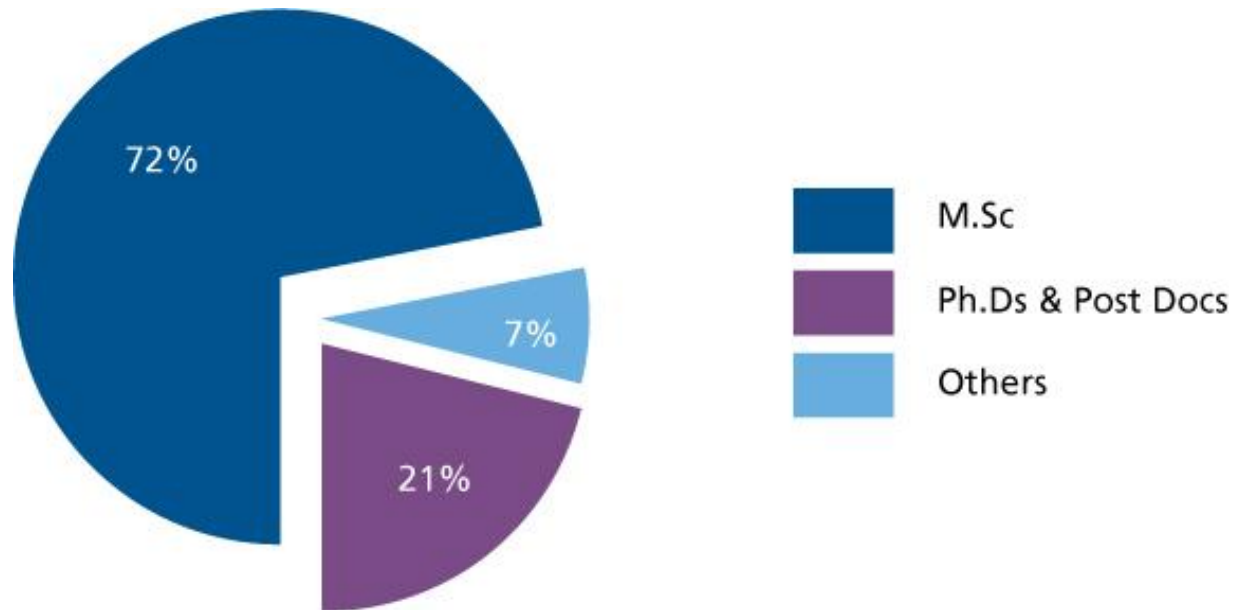


**Research  
Services**





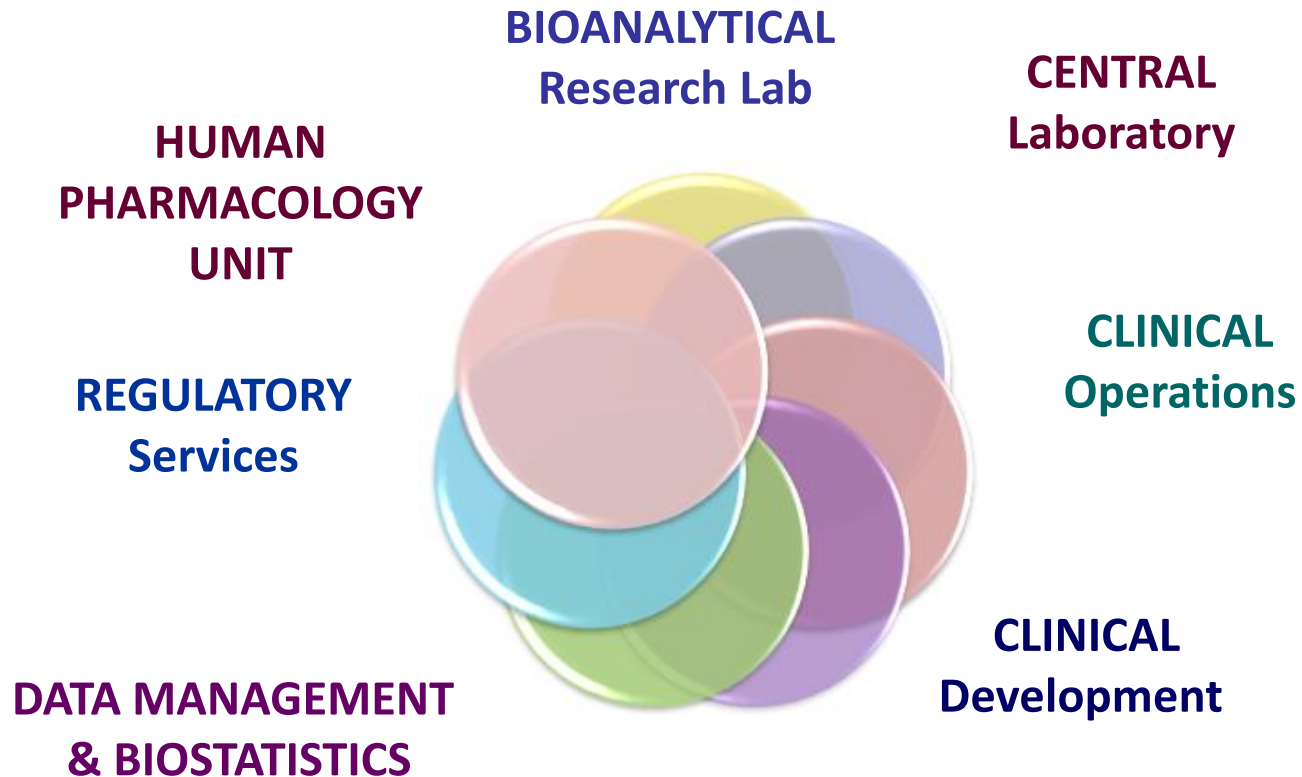
## SCIENTIFIC TALENT POOL



- ❖ A team of 1000 plus Strong Scientists & Engineers
- ❖ Lowest Attrition Rate in Industry



## COMPREHENSIVE SERVICES

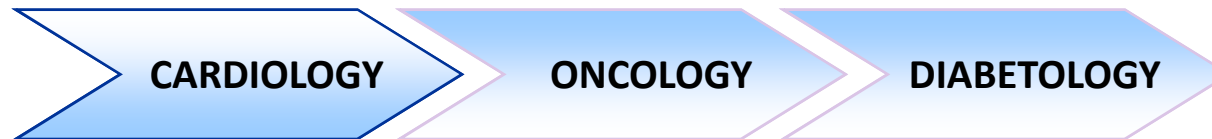


**DEMONSTRATED SCIENTIFIC EXPERTISE & OPERATIONAL EXCELLENCE  
TO EXECUTE THE MOST CHALLENGING CLINICAL STUDIES**



**THERAPEUTIC AREA EXPERTISE**

**Main Focus Area**



**Other Areas**

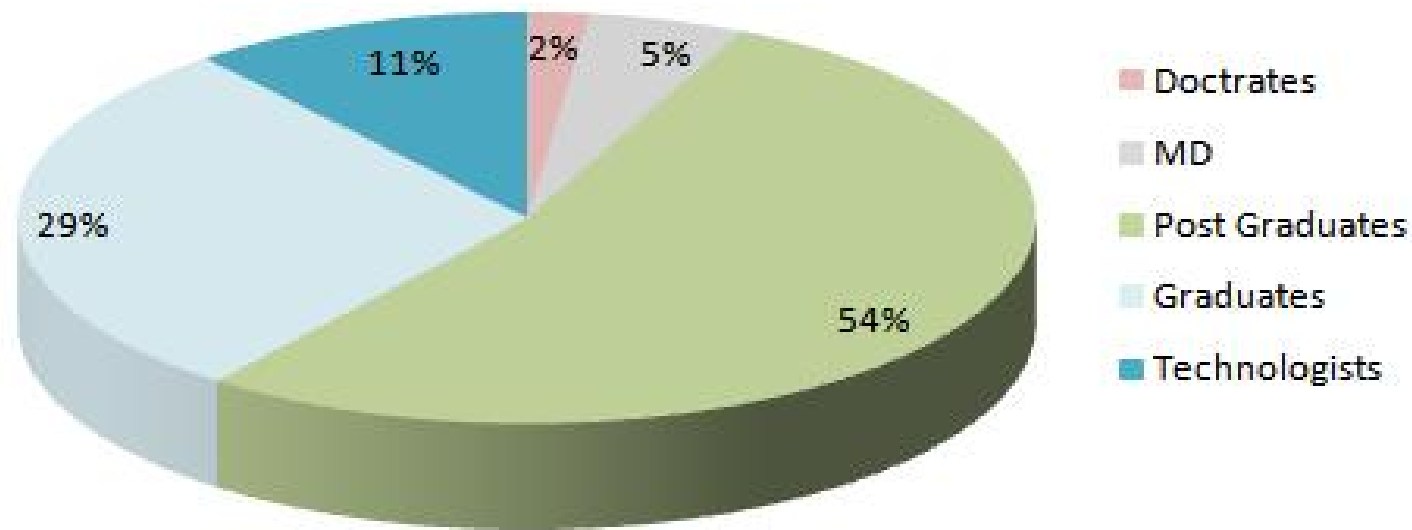
- **Neuropsychiatry**
- **Immunology**
- **Nephrology**

- **Rheumatology**
- **Gastroenterology**
- **Infectious Diseases**



## EMPLOYEE PROFILE

Clinigene is a rapidly growing organization with over 200 highly skilled and experienced professionals.



**CLINIBASE<sup>®</sup>, A DATABASE OF INVESTIGATORS & INVESTIGATION SITES PROVIDES SPEED & EFFICIENCY IN CLINICAL TRIALS**





**Biocon among the**  
**top 20**  
**global biotechnology**  
**Companies**

**- Only Asian company  
in the Top 25**

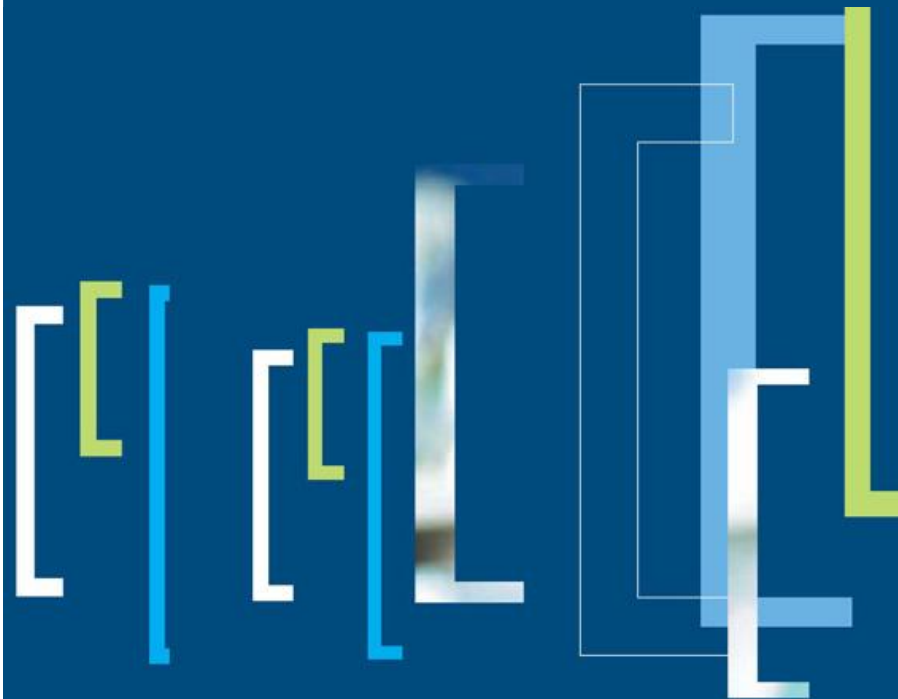




# Leading Biotech Companies 2007

## by Revenue and Income

Company/Country	2007 Revenue (billions)	% Growth	2007 Income (billions)	% Growth
1. Amgen (U.S.)	\$14.8	+4%	\$3.2	+7%
2. Genentech (U.S.)	\$11.7	+26%	\$2.8	+31%
3. UCB (Belgium)	\$5.0	+42%	\$.2	(56%)
4. Gilead Sciences (U.S.)	\$4.2	+40%	\$1.6	>999%
5. Genzyme (U.S.)	\$3.8	+20%	\$.5	>999%
6. Biogen Idec (U.S.)	\$3.2	+18%	\$.6	+193%
7. CSL ( Australia)	\$2.8	+14%	\$.5	+359%
8. Cephalon (U.S.)	\$1.8	+1%	(\$.2)	(>999%)
9. Celgene (U.S.)	\$1.4	+56%	\$.2	+128%
10. Actelion (Switzerland)	\$1.1	+39%	\$.1	(49%)
11. Amylin Pharmaceuticals (U.S.)	\$.8	+53%	(\$.2)	+3%
12. Elan (Ireland)	\$.8	+36%	(\$.4)	(65%)
13. ImClone Systems (U.S.)	\$.6	(13%)	>\$.1	(>999%)
14. Millenium Pharmaceuticals (U.S.)	\$.5	+9%	>\$.1	NA
15. OSI Pharmaceuticals (U.S.)	\$.3	+41%	\$.1	>999%
16. Abraxis Bioscience (U.S.)	\$.3	+84%	(>\$.1)	NA
17. Cubist Pharmaceuticals (U.S.)	\$.3	+51%	\$.1	>999%
18. Crucell (Netherlands)	\$.3	+55%	(\$.1)	100% 1
19. Nektar Therapeutics (U.S.)	\$.3	+25%	(\$.1)	NA
<b>20. Biocon (India)</b>	<b>\$.3</b>	<b>+10%</b>	<b>\$.1</b>	<b>+25%</b>
21. PDL BioPharma (USA)	\$.3	+4%	-	NA
22. Alkermes (U.S.)	\$.2	+44%	-	+125%
23. United Therapeutics (U.S.)	\$.2	+32%	-	(73%)
24. ViroPharma (U.S.)	\$.2	+28%	\$.1	+42%
25. Vertex Pharmaceuticals (U.S.)	\$.2	(8%)	(\$.4)	(100%) 2
<b>Top 25</b>	<b>\$52.5</b>	<b>+13%</b>	<b>\$8.7</b>	<b>+129%</b>



Biocon is the  
**7<sup>th</sup> largest**  
BIOTECH EMPLOYER  
in the world



Rank 2007	Company	Employees in 2007	Employees in 2006
1	Amgen Inc.	17,500	20,100
2	UCB SA	12,102	8,477
3	Genentech Inc.	11,174	10,533
4	Genzyme Corp.	10,000	9,000
5	CSL Ltd.	8,423	7,575
6	Biogen Idec Inc.	4,300	3,750
7	Biocon Ltd.	3,000	2,543
8	Gilead Sciences Inc.	2,979	2,515
9	Cephalon Inc.	2,796	2,895
10	Amylin Pharmaceuticals Inc.	1,900	1,550

# P & L : H1 FY 09



## vs H1FY 08

(Rs. Cr)

Particulars	H1	% on	H1	% on	H1	% on
	FY - 09 #	Revenues	FY - 09	Revenues	FY - 08	Revenues
Revenues	734		593		553	
EBIDTA	168	23%	163	27%	160	29%
PBT	106	14%	104	18%	109	20%
Tax	8		8		5	
PAT #	100	14%	99	17%	107	19%

# after Minority interest & before MTM

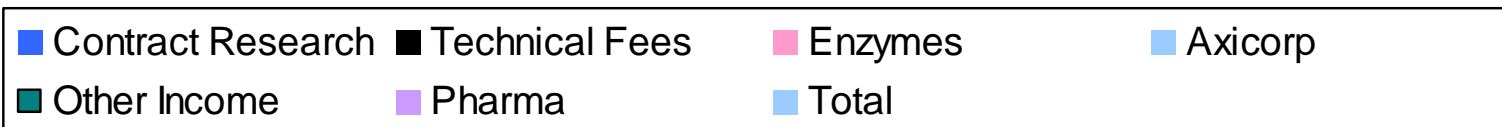
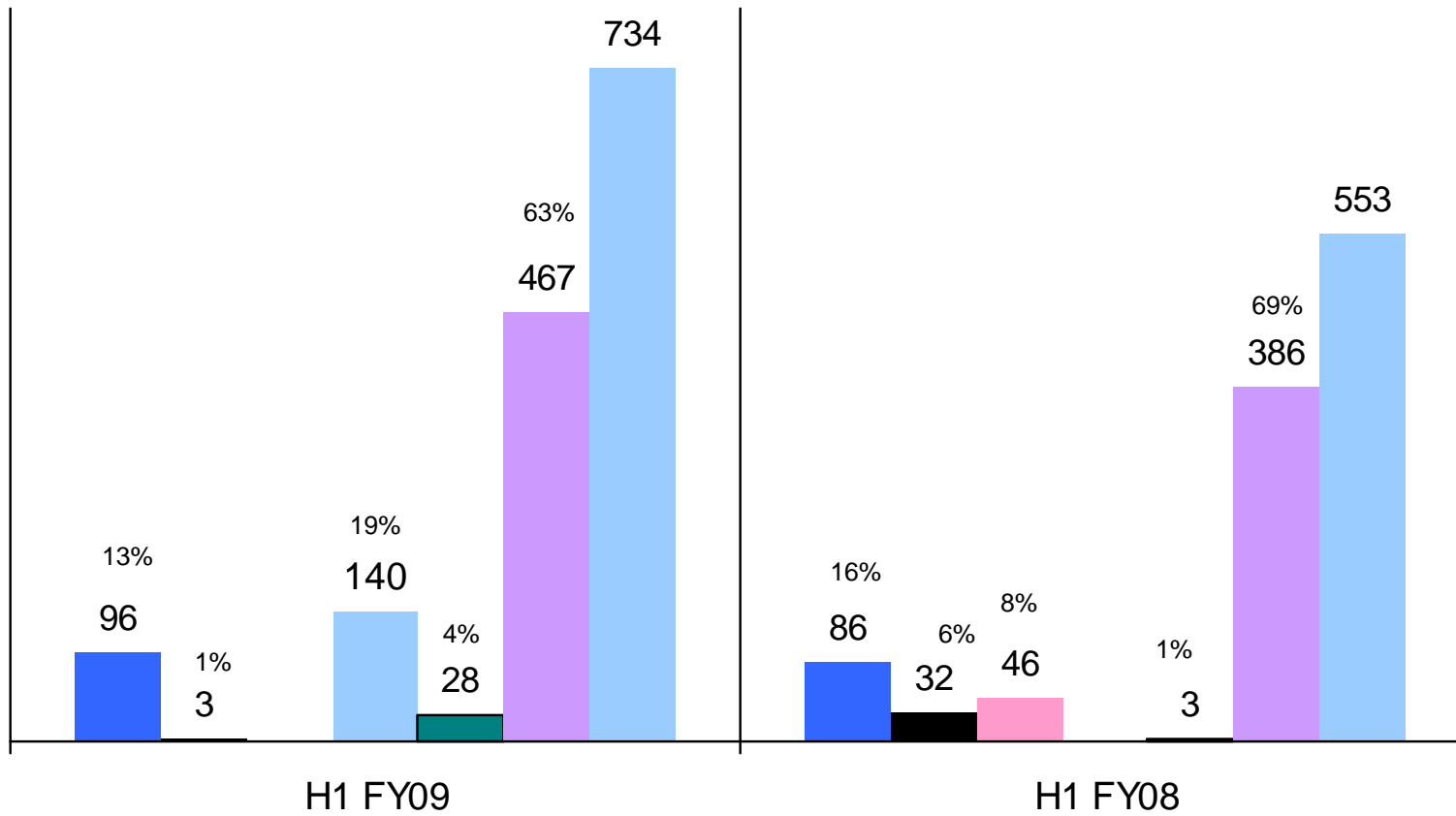
\* including Axicorp

# Revenue

## SEGMENT WISE



Rs. Cr



# Thank You

