



Bangalore, India

July 23, 2010

Biocon Limited announces earnings for quarter ended June 30, 2010.

### BIOCON STARTS FY11 ON A STRONG NOTE

**Revenues at Rs 672 crores; EBITDA at Rs 141 crores; PAT at Rs 77 crores**

*Commenting on the results, Chairman and Managing Director Kiran Mazumdar-Shaw said, "Biocon has started this financial year on a very strong note. Our group profits have grown by 33% YoY to Rs 77 crores whilst our revenues have also delivered an impressive 33% YoY growth. We have identified Biosimilars, Immunosuppressants, Research Services and the Emerging Markets as key growth drivers for the near term. We believe these will deliver sustainable shareholder value over the coming years."*

#### Performance Highlights

##### **For quarter ended June 30, 2010**

- Total Income at Rs 672 crores. Up 33% YoY.
- EBITDA at Rs 141 crores. YoY growth was 27%.
- PAT at Rs 77 crores. YoY growth was 33%.
- Operating Margin at 21%.
- Earnings Per Share at Rs 3.84.
- Headcount at 4,750 employees.

#### Business Performance and Outlook

##### **Biopharmaceuticals**

The Biopharma business posted a 37% YoY increase in revenues in the first quarter of this fiscal demonstrating excellent growth in our core businesses that include Insulins, Immunosuppressants, Statins and Branded Formulations.

**Insulins** – Biocon has made significant progress in developing biosimilars for several ROW markets. Our Insulin biosimilar drug has received approval to initiate Phase III clinical trials in Europe and we expect to start recruiting patients in Q2 FY11.

**Immunosuppressants** – Biocon expects significant contribution from this segment in this fiscal from several new registrations for MMF and Tacrolimus. We also expect to commercialize additional products in this segment later this year.



**Statins** – The Statins segment continues to be a strong component of the business. Biocon started a capacity optimization and expansion program last year which has begun to show results, particularly in our Hyderabad facility which began operations in this quarter.

**Domestic Branded Formulations** – The existing verticals in branded formulations (Diabetology, Oncotherapeutics, Nephrology and Cardiology) have posted a combined strong YoY growth of 28%. The Company will launch two new divisions in Q2 FY11 - Comprehensive Care and Immunotherapy. These new divisions will target physicians and specialists in hospitals and intensive care settings. In Q2 FY11, Biocon's Nephrology division will launch *Advacan*, a drug for renal & heart transplant recipients. In the Cardiology segment, *Clotide* (Eptifibatide) and *Myokinase* (Streptokinase) maintain their No 1 and No 2 rankings in their respective categories.

**Axicorp** – Our German subsidiary Axicorp has posted strong results in this quarter with a 37% YoY growth in sales.

#### **Research Services**

Syngene and Clinigene grew to a combined sales of Rs 72 crores in Q1 FY11. Operating profits were, however, impacted by higher costs associated with integrated drug development programs that are expected to yield results in the coming quarters.

#### **Research Pipeline**

Our novel pipeline has achieved significant milestones including initiation of a Phase 1 study in Type 1 diabetics for our IN-105 program, under a US IND. Our novel Anti-CD6 targeting monoclonal antibody (T1h) program has started Phase III clinical trials for Psoriasis with the first set of patients being recruited and dosed.

#### **Corporate Developments in Q1 FY11**

##### **Biocon signs long-term supply pact with US-based Optimer Pharmaceuticals**

Biocon Ltd. signed a long-term agreement with US biopharma company Optimer Pharmaceuticals Inc. for the commercial manufacturing of active pharma ingredient OPT 80. The drug is among a new class of macrocyclic antibiotics and is being developed by Optimer to treat serious colon infections such as *Clostridium difficile* infection and is expected to be commercialized soon. For the last five years, Biocon has been an important partner in Optimer's Opt 80 development program and will continue this relationship with the manufacturing and supply of this product once approved.

#### **About Biocon**

Established in 1978, Biocon Limited (**BSE code:** 532523, **NSE Id:** BIOCON, **ISIN Id:** INE376G01013) is India's largest biotechnology company by revenue. The Group, promoted by Ms. Kiran Mazumdar-Shaw, is a fully-integrated, innovation-driven healthcare enterprise with strategic focus on biopharmaceuticals and research services. Biocon's value chain traverses the entire length of discovery, development and commercialization of novel therapeutics. With successful initiatives in clinical development, bio-processing and global marketing, Biocon delivers products and solutions to partners and customers in approximately 75 countries across the globe. Many of these products have USFDA and EMEA acceptance. Biocon's robust product offering includes the world's first *Pichia-based* recombinant human insulin, INSUGEN® and India's first indigenously produced monoclonal antibody BIOMAb-EGFR(TM).



For more information, visit [www.biocon.com](http://www.biocon.com)

#### 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, our directors, nor any of our 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.

#### Earnings Call

The company will conduct an hour long call at 12:30 pm IST on July 23, 2010 where the senior management will discuss the company's performance and answer questions from participants. To participate in this conference call, please dial the numbers provided below five to ten minutes ahead of the scheduled start time. The dial-in numbers for the call 1800 425 4061 / 1800 425 4250 (Accessible through BSNL / MTNL / Airtel / Tata / Reliance landlines and mobiles). Other toll numbers are listed in the conference call invite which is posted on the company website [www.biocon.com](http://www.biocon.com). The operator will provide instructions on asking questions before the start of the call. A replay of this call will also be available from July 23, 2010 – July 29, 2010 on the same dial-in numbers provided above. The transcript of the conference call will be posted on the corporate website.

Encl: Fact Sheet - Consolidated Income Statement and Balance Sheet (Indian GAAP)

***(All figures in Rs. Crores, except EPS data)***

**Note:** *The discussions in this release reflect the financial performance of Biocon Limited and its subsidiaries based on Indian GAAP on a consolidated basis. Results for the German subsidiary are reported with a one-quarter lag.*

# **BIOCON GROUP**

**Q1 FY 2011 vs. Q1 FY 2010**

## **FACT SHEET**

**BIOCON LIMITED (WITH AXICORP) - CONSOLIDATED & UNAUDITED****BALANCE SHEET***(Rs. Crores)*

<b>Particulars</b>	<b>As at 30-Jun-10</b>	<b>As at 31-Mar-10</b>
<b><u>SOURCES OF FUNDS</u></b>		
Share Capital	100	100
Reserves & Surplus	1,737	1,658
<b>Total Shareholder's Funds</b>	<b>1,837</b>	<b>1,758</b>
<b>Minority interest</b>	<b>34</b>	<b>34</b>
<b>Deferred Tax Liability</b>	<b>51</b>	<b>51</b>
Secured Loans	324	332
Unsecured Loans	120	182
<b>Total Loan Funds</b>	<b>445</b>	<b>514</b>
<b>Total</b>	<b>2,366</b>	<b>2,356</b>
<b><u>APPLICATION OF FUNDS</u></b>		
<b>Fixed Assets (Net)</b>	<b>1,282</b>	<b>1,244</b>
<b>Intangible Assets</b>	<b>253</b>	<b>170</b>
<b>Investments</b>	<b>431</b>	<b>431</b>
Inventories	429	372
Sundry debtors	439	446
Cash and bank balances	85	140
Loans and advances	117	134
<b>Total Current Assets, Loans &amp; Advances</b>	<b>1,070</b>	<b>1,092</b>
<b>Less: Current liabilities and provisions</b>	<b>670</b>	<b>580</b>
<b>Net Current assets</b>	<b>400</b>	<b>512</b>
<b>Total</b>	<b>2,366</b>	<b>2,356</b>

**BIOCON LIMITED (WITH AXICORP) - CONSOLIDATED & UNAUDITED  
PROFIT & LOSS STATEMENT**

(Rs Crores)

<b>Particulars</b>			
	<b>Q1 FY11</b>	<b>Q1 FY10</b>	<b>Variance</b>
<b><u>INCOME</u></b>			
Biopharmaceuticals	590	432	37%
Contract research	72	64	13%
<b>Total Sales</b>	<b>662</b>	<b>496</b>	<b>34%</b>
Other income	10	9	-
<b>Total Income / Revenues</b>	<b>672</b>	<b>505</b>	<b>33%</b>
<b><u>EXPENDITURE</u></b>			
Material & Power Costs	403	289	39%
Staff costs	70	53	32%
Research & Development (Net)	21	20	6%
Forex Loss/ (gain)	2	(3)	-
Other Expenses	35	35	0%
<b>Manufacturing, staff &amp; other exps</b>	<b>531</b>	<b>394</b>	<b>35%</b>
<b>PBDIT /EBIDTA</b>	<b>141</b>	<b>111</b>	<b>27%</b>
Interest and finance charges	7	6	24%
<b>PBDT</b>	<b>134</b>	<b>105</b>	<b>27%</b>
Depreciation	38	32	16%
<b>PBT</b>	<b>96</b>	<b>73</b>	<b>32%</b>
<b>Taxes</b>	<b>16</b>	<b>14</b>	<b>20%</b>
<b>PROFIT FOR THE PERIOD</b>	<b>80</b>	<b>59</b>	<b>35%</b>
Add/(less): Minority interest / Share of Losses in Associates	(3)	(1)	-
<b>NET PROFIT (PAT)</b>	<b>77</b>	<b>58</b>	<b>33%</b>
<b>EPS on issued capital Rs.</b>	<b>3.84</b>	<b>2.90</b>	

Note: The figures are rounded off to nearest crores, percentages are based on absolute numbers.

Biopharmaceuticals includes licensing income of Rs 21 crores in Q1 FY2011 vs. Rs 2 crores in Q1 FY 2010.

Gross Research and Development spend for Q1 FY2011 was Rs 32.5 crores.