



32nd AGM **EMERGE**

NEW OPPORTUNITIES FOR BIOPHARMACEUTICALS

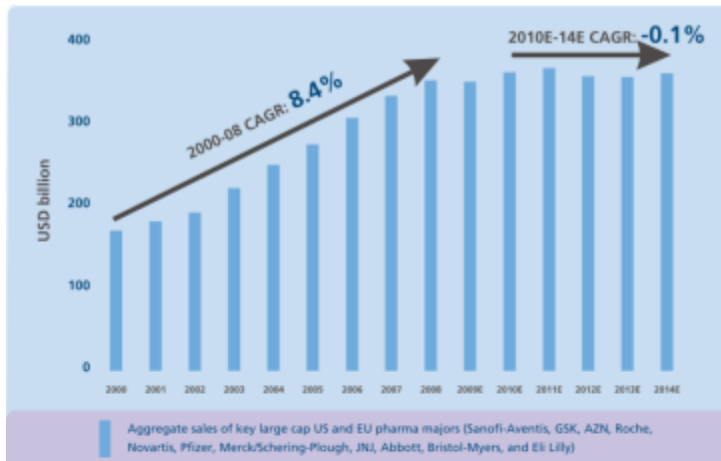
July 23, 2010

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.

CHALLENGING TIMES AHEAD

Stagnating Sales



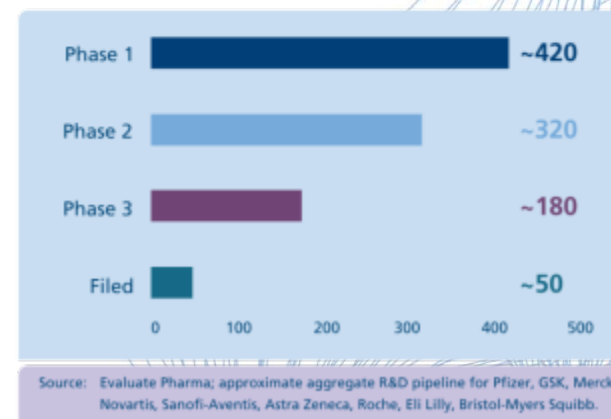
Declining Research ROI



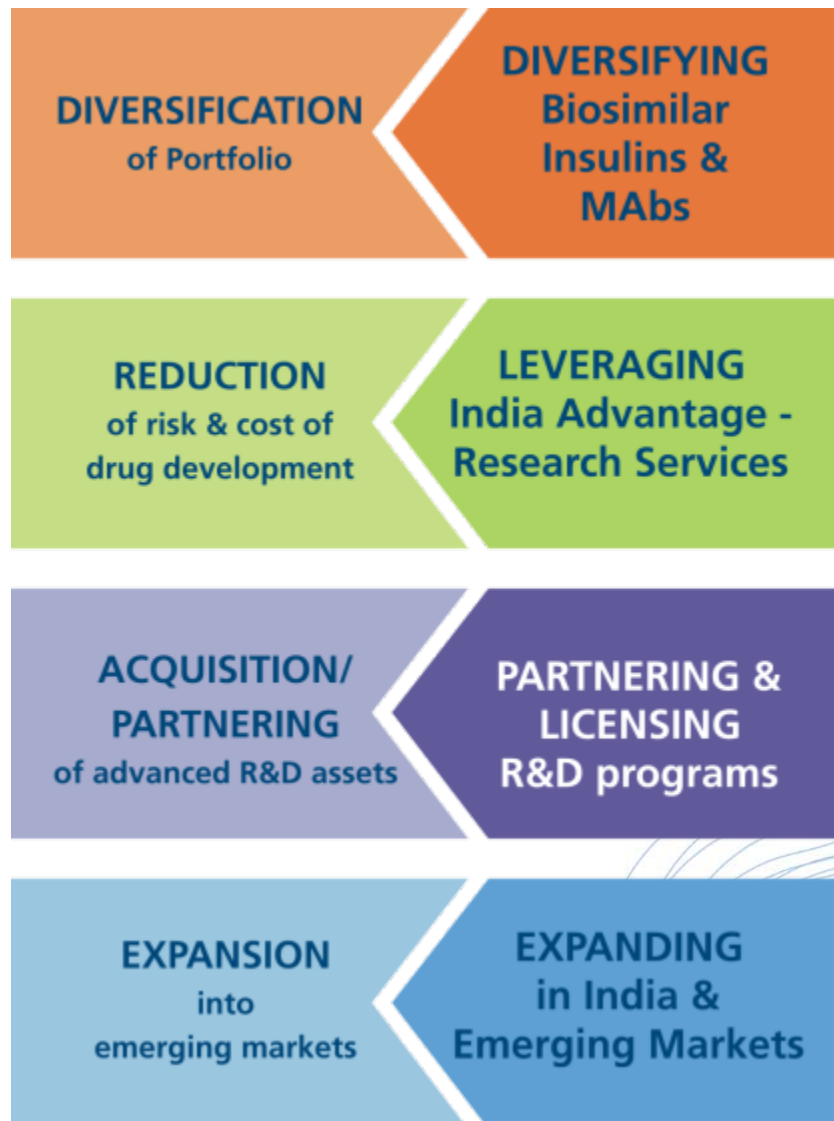
Unprecedented Patent Cliff



Shrinking Late-stage R&D Assets



GROWTH STRATEGY ALIGNING WITH EMERGING TRENDS



Biocon's Growth Drivers

01

Biosimilar
Insulin &
MAbs
Portfolio

03

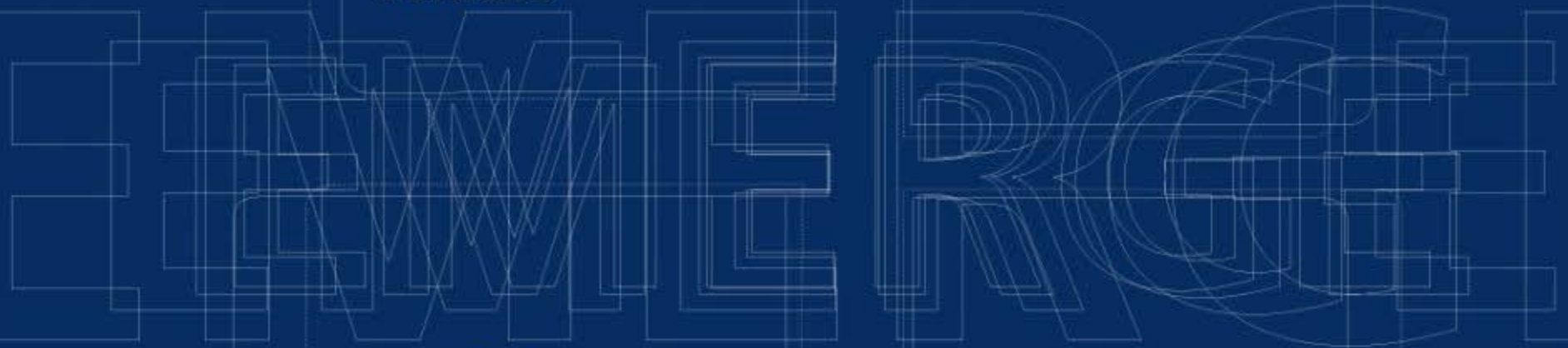
High Value
R&D Assets

02

Research
Services

04

India &
Emerging
Markets



MARKETING



- **INSUGEN®** - has 10% market share in India.
- Now in Latin America, Asia & Middle East & North Africa^(MENA).
- Launched our first insulin analog **BASALOG™** in India
- ‘Winning with Diabetes’ (WWD) campaign profiling Biocon in the diabetes segment.
- **INSUGEN®** & **BASALOG™** to be registered in EU & USA 2012-2016.

WINNING WITH DIABETES (WWD)



FREE

for our esteemed (diabetic)
shareholders for 2010-11

Breeze2

**Blood test is available
onsite today**



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.**

MARKETING



- **BIOMAb EGFR[®]** - 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[®]** - launched in July 2008 is performing exceedingly well
- **NUFIL safe[™]** - among the top 10 brands in the filgrastim segment has grown over 200% in volume over the past year

MARKETING



- **STATIX[®]** (anti-cholesterol) and **TELMISAT[®]** (anti-hypertensive) has established formidable equity with cardiologists in a short span.
- Our Cardiology division is No. 22 in our represented market.
- Posted 44% growth (ORG MAT: Dec 2009), thus outperforming the industry benchmark.
- **CLOTIDE[™]** is the leading eptifibatide brand in India



- **21% of global R&D spends in 2009 were outsourced.**
- **Syngene is India's largest preclinical service company**
- **Expanded & maintained a 30% growth rate in FY 2010.**
- **Ideal partner in the integrated drug discovery process**
- **Set up India's largest R&D partnership with Bristol Myers-Squibb.**
- **Provides high-quality, integrated discovery & pre-clinical development services at competitive prices.**



- **Completed a decade as one of India's most sought after CRO**
- **Conducting over 30 clinical research programs at present**
- **Advanced Biocon's (IN-105) & T1h to Phase III clinical trials.**
- **New capabilities - Biomarker development, data management & pharmacovigilance.**
- **Offers cutting-edge solutions to drug development challenges.**



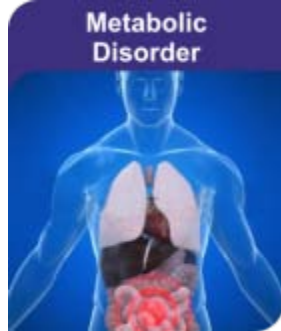
RESEARCH & DEVELOPMENT



- **Self-financed R&D pipeline**
- **Well-balanced pipeline : biosimilars & generics and novel biologics.**
- **New product range : synthetic prostaglandins (glaucoma) & peptides.**
- **Enables foray into the field of Ophthalmics**
- **IN-105 most advanced program in the global oral insulin space**
- **US IND filed in December 2009.**



RESEARCH & DEVELOPMENT



- **IN-105 & T1h through proof-of-concept Phase III clinical trials before licensing**
- **T1h entering a pivotal Phase III trial for psoriasis.**
- **Develop them to ‘proof of safety and efficacy’ in India**
- **Pursue expensive global development through licensed partnering.**
- **Unlock maximum value for our shareholders reduce development risk for the licensee.**

STRATEGIC RESEARCH PARTNERSHIPS



Mylan

BIOSIMILARS

Oncology, Auto-Immune Diseases

Amylin

NOVEL PEPTIDE

Diabetes

Vaccinex

BIO BETTER MAbs

Oncology

IATRICa

IMMUNOCONJUGATED MAbs

Oncology

Optimer

SUPPLY OF NOVEL API

First-in-class anti-infective (C.difficile)

STRATEGIC RESEARCH PARTNERSHIP



Syngene Endo collaboration

- **To share risks & costs associated with drug development**
- **Leverage complementary capabilities.**
- **Discover and develop novel biological drug molecules to fight cancer.**
- **Endo will retain all rights to the molecules**
- **Syngene will receive research fees, milestone payments & success fees throughout the development phase - commercialization.**

ACQUISITIONS



*Biocon
Biopharmaceuticals*



- Acquisition of the 49% equity stake CIMAB S.A. in BBPL
- 7 year-old biomanufacturing joint venture.
- Efficiently utilize capacities to manufacture Biocon's biosimilar products.
- IDL Specialty Chemicals Ltd. near Hyderabad.
- Our first remote bulk pharmaceutical plant that will cater to Biocon's expansion needs.



AxiCorp

- **Ranked No. 30 in Germany by IMS and recognized as one of the 3 fastest-growing German pharmaceutical companies.**
- **Over 250 employees, total revenues €133 million in 2009.**
- **Won AOK, BKK & DAK tenders for several generics.**

NeoBiocon

- **Registered our breast cancer treatment drug Abraxane in the formulary of all major cancer institutes in the UAE**

CORPORATE SOCIAL RESPONSIBILITY



Continue to expand micro health insurance scheme, Arogya Raksha Yojana (ARY), for underserved villages in Karnataka.

Biocon Foundation dispatched teams of doctors and nurses for medical relief and care.

More than 5,000 patients were treated by our doctors

Medicines in excess of Rs.10 lakh were distributed

Rebuilding 1,000 homes in three affected villages in the severely damaged Bagalkot district of Karnataka.

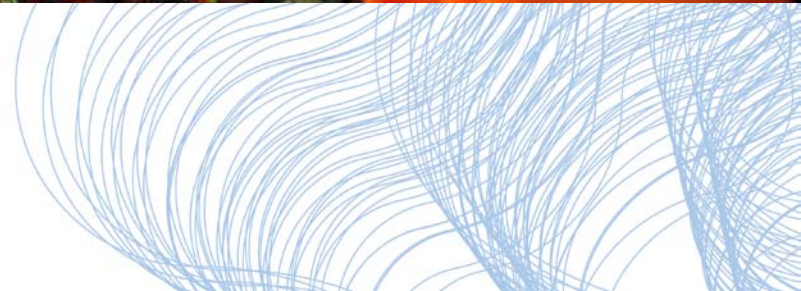
CORPORATE SOCIAL RESPONSIBILITY



200,000

**PREVENTIVE
HEALTH
education**

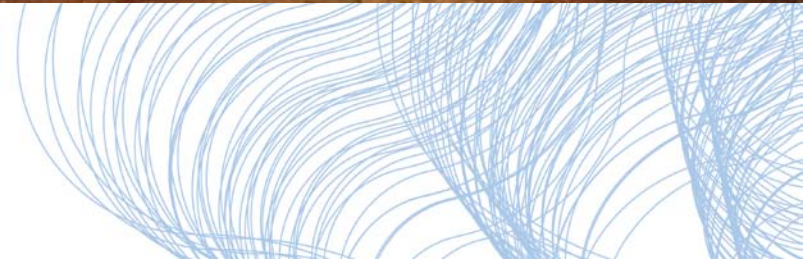
**women &
children have
attended the
Preventive
Health
workshops**



800

**PREVENTIVE
HEALTH
sanitation**

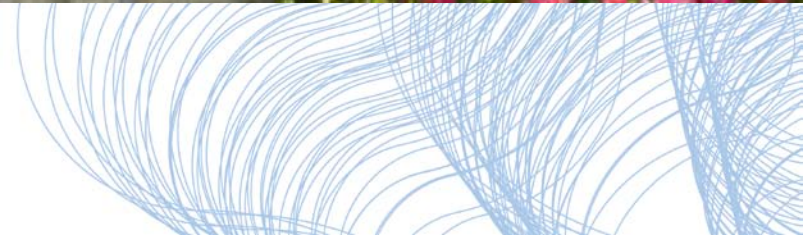
**community
toilet block
800
household
toilets**



50,000 arogya raksha yojana clinics

people living
within a radius of
10 kms access
ARY clinics

Free Outpatient Consultation
Subsidized Generic Medicines
Subsidized Diagnostic Tests
Seven clinics in Karnataka



EDUCATION chinnara ganitha

70,000

**Books for
Classes 1 to 7**

CHINNARA GANITHA –

**Self help math workbook for primary
school children**

AATA PAATA WADI –

**After school resource centre for
underprivileged children**

KELSA PLUS –

**digital literacy for Biocon's contract
workers**



The background of the slide is a solid orange color. On the left side, there is a large, abstract graphic composed of many thin, white, wavy lines that create a sense of movement and depth, resembling a stylized tree or a complex network of fibers. The lines are more densely packed on the left and become more sparse as they move towards the right.

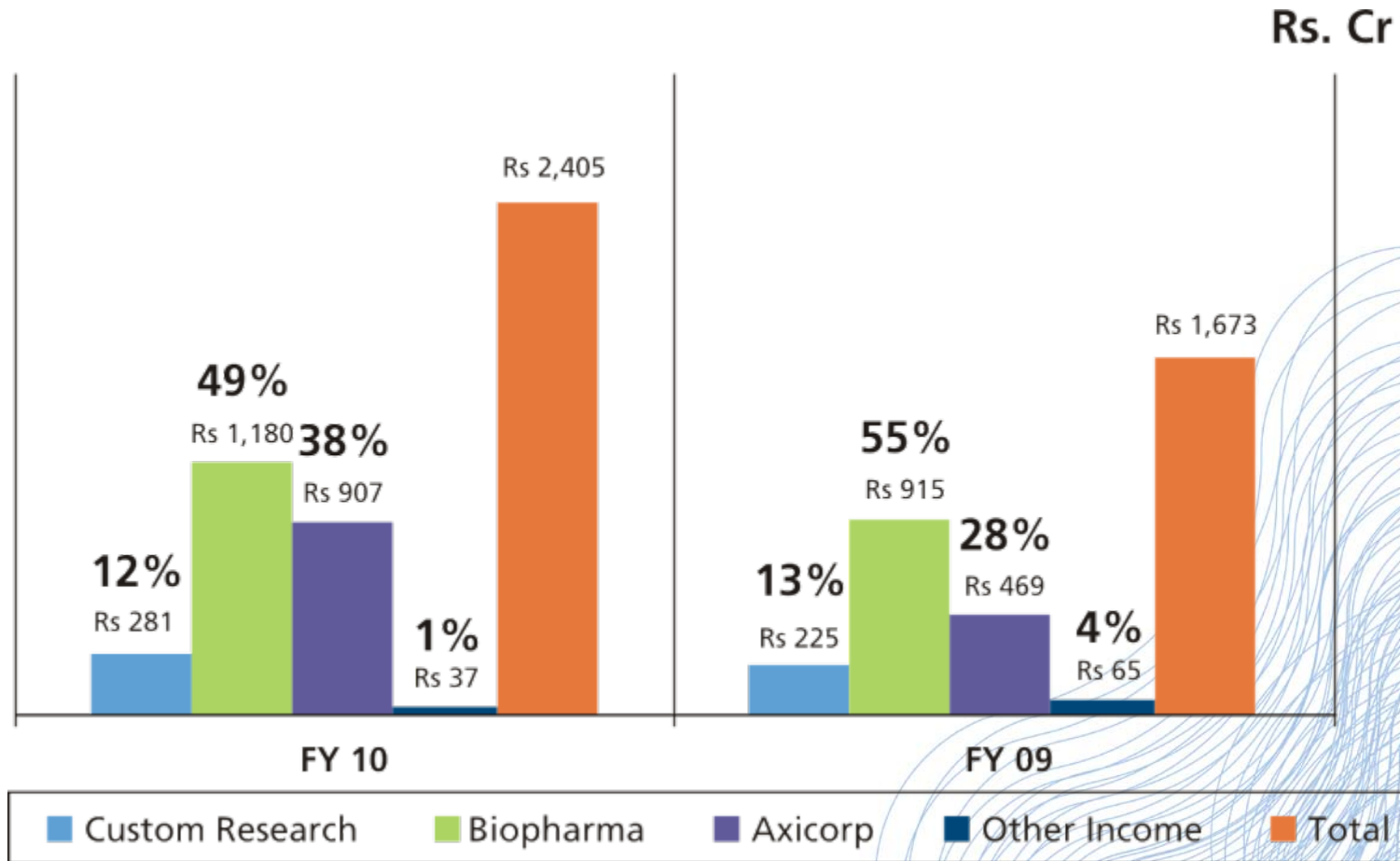
2010 Financials

FINANCIAL SNAPSHOT – FY 10



- Consolidated revenues increased **44%** from Rs. 1,673 crore to Rs. 2,405 crore.
 - Consolidated EBITDA at Rs. 509 crore - growth of **31%**.
 - EBITDA margins (excluding Axicorp) at robust **30%**
 - PAT increased to **Rs 293** crore.
-
- A decorative graphic of blue wavy lines is positioned on the right side of the slide, extending from the middle to the bottom.

Revenues FY 10 Vs FY 09



P&L FY 10 Vs FY 09



Particulars	FY 10	% on Rev	FY 09	% on Rev
Revenues	2,405		1,673	
EBITDA	509	21%	388	23%
PBT	352	15%	260	16%
Tax	49	2%	12	1%
PAT #	293	12%	93	6%

- After Exceptional items

P&L Q1 FY 11 Vs Q1 FY 10



Particulars	Q1 FY 11	% on Rev	Q1 FY 10	% on Rev
Revenues	672		505	
EBITDA	141	21%	111	22%
PBT	96	14%	73	14%
Tax	16	2%	14	3%
PAT	77	11%	58	11%

MILESTONES



- Biocon among Top 20 Indian companies in Forbes 'Best Under Billion' list
- Biocon inks partnership with ISB, Hyderabad to establish the Biocon Cell for Innovation Management
- Syngene's Vivarium receives official accreditation by AAALAC
CMD features on the Forbes list of 'The World's 100 Most Powerful Women'.
- CMD in Financial Times' 'Top 50 Women in Business' list
- CMD named among TIME magazine's 100 most influential people in the world
- CMD awarded the prestigious 'Nikkei Asia Prize' 2009 for regional growth

Thank you

A decorative graphic on the right side of the slide consisting of numerous overlapping, thin blue lines that form a complex, organic, and somewhat abstract shape, resembling a stylized human figure or a network of connections.