



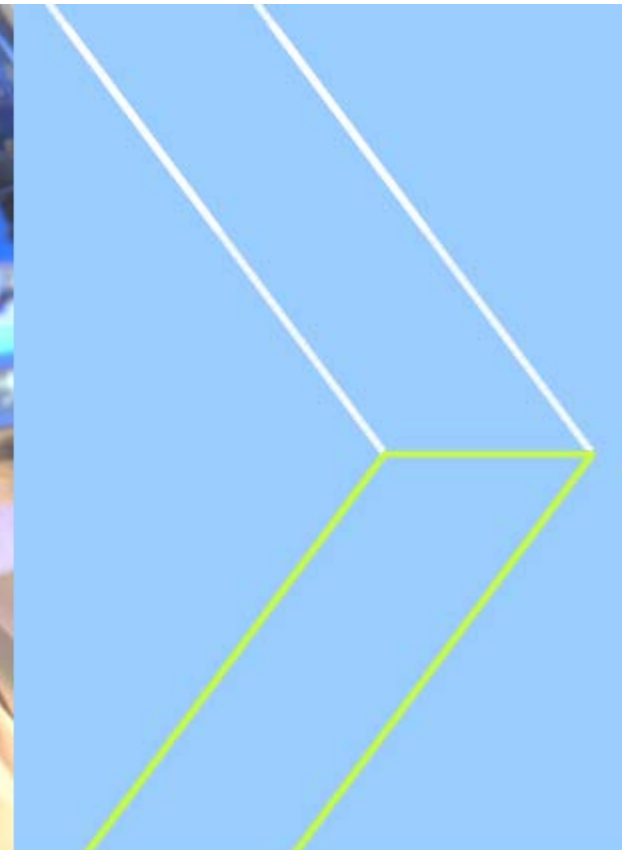
# Symbiosis

**PARTNERING FOR LIFE**



**27<sup>th</sup>**

**ANNUAL GENERAL MEETING**



## 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, any member of the syndicate 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.

# Innovating the Future

**Biocon is rapidly transforming into a discovery led organization**

- **Biocon's ability to discover, develop and deliver proprietary products is a clear differentiator in the new WTO TRIPS regime.**
- **Leveraging two decades of Learning & Skill building**
- **A de-risked research pipeline of high value, proprietary products**
- **Integration of Biocon Group's R&D resources has resulted in speed & efficiency in research programs**
- **Focused on the World's most debilitating diseases Diabetes, Oncology and Cardiovascular**





# PARTNERING

**For the co-development of Oral Insulin**

**ORALLY DELIVERED  
INSULIN COULD  
PERHAPS BE THE MOST  
MEDICALLY EFFECTIVE  
AND EASY-TO-USE  
TREATMENT  
FOR DIABETES.**



# Oral Insulin: Progress Report

- **Pre-clinical studies to evaluate safety and efficacy in animal models has commenced.**
- **Biocon expects to file an INDA with national and international Regulatory Authorities by year end.**
- **Oral Insulin has the potential to be India's first proprietary biotech blockbuster drug.**
- **Biocon has initiated discussions with Pharma majors for licensing Oral Insulin for global markets.**

# Other Research Programs

## Based on Nobex Technology Platform

- **Oral BNP (B-Type Natriuretic Peptide) for Congestive Hear Failure**
- **Basal Insulin, a long acting, injectable insulin for improved glycemic control**

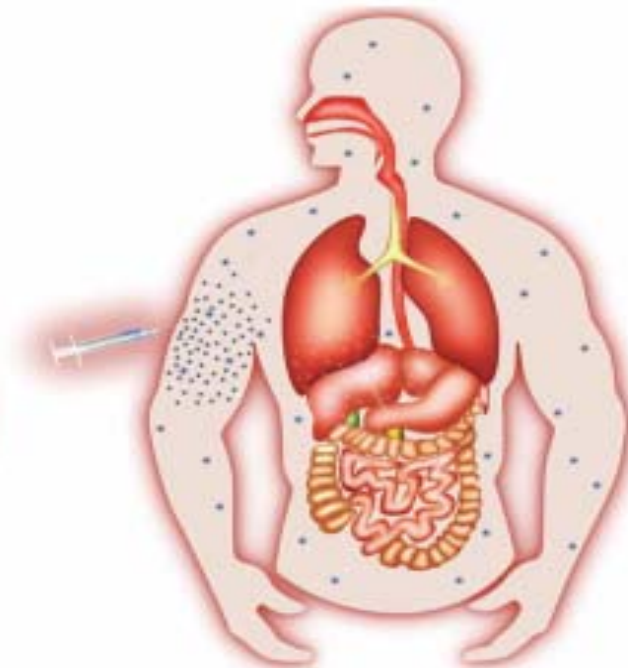
**Healthy**

**Injectible, Pulmonary Nasal, Buccal**

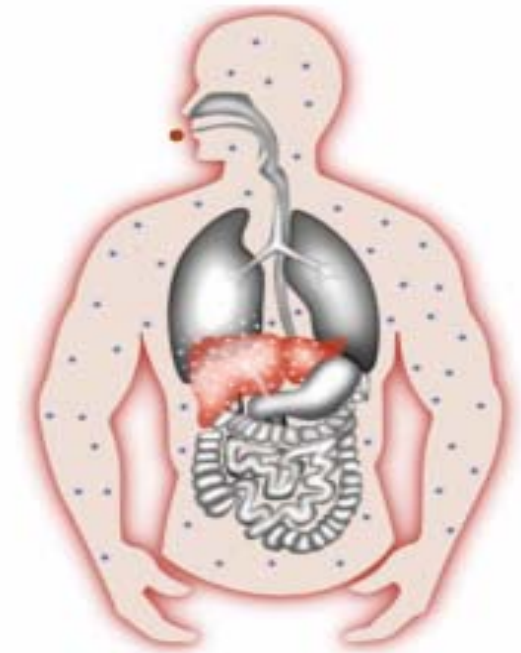
**Oral tablet**



Healthy



Injectable, Pulmonary  
Nasal, Buccal



Oral Tablet

Pancreas > portal vein > liver > periphery

Periphery > portal vein > liver

GI > portal vein > liver > periphery





**Biocon's State-of-the-Art Human Insulin facility**





**Biocon's State- of- the- Art Human Insulin facility**

Antibodies attacking Hybridoma



# PARTNERING

**For the co-development of Immunotherapy**

**IN THE FIGHT AGAINST CANCER,  
IMMUNOTHERAPY IS THE ONLY  
TREATMENT THAT CAN MOBILIZE  
THE BODY'S OWN DEFENCE  
SYSTEMS TO ATTACK CANCEROUS  
CELLS, WHILE LEAVING HEALTHY  
CELLS UNHARMED.**







**MONOCLONAL ANTIBODIES** are revolutionizing Cancer therapy

# Oncology

- **Biomab® a novel Monoclonal Antibody, is undergoing Human Clinical trials in multiple medical centers in India on head and neck cancer patients**
- **Therapeutic advantages will be extended to Pancreatic, Colo-rectal, Lung, Breast & Brain tumors**
- **Biomab® will be an affordable & comparable alternative to the best oncology products for Indian cancer patients**
- **Marketing approval expected by Q1 of next fiscal**

# Oncology

- **Huge market potential, 80,000 cases diagnosed with head & neck cancer each year**
- **Three Cancer Vaccines designed to induce the body's immune system to produce specific antibodies**
  - **EGF (Epidermal Growth Factor)**
  - **TGF (Transforming Growth Factor)**
  - **HER1 (Human Epidermal Growth Factor Receptor 1)**

# Oncology

- **EGF vaccine in Phase II trial for non-small cell lung cancer in Cuba.**
- **Data generated shows increase in survival rates for such patients.**
- **BIOCON>CIMAB to jointly develop manufacturing technology and large scale production of these vaccines.**
- **Successful commercialization will catapult Biocon as the first to introduce cancer vaccines in the country**



# Oncology

- Two fully human antibodies being developed with Vaccinex are:
  - **BVX 10** targets TNFa ( Tumor Necrosis Factor) for patients with Rheumatoid Arthritis
  - **BVX 20** for Non Hodgkin's Lymphoma



## Generics & Biosimilars

# Generics & Biosimilars

**A robust backbone of Generic molecules**

- **Statins, Immuno-suppressants, Insulin & Biosimilars.**
- **Biocon continues to be the only USFDA approved producer of Lova, Simva and Pravastatin in the country.**
- **Insulin, GCSF, HGH and other biologics offer large market opportunities in the European markets**
- **Recombinant Human Insulin and other branded formulations have gained increased market share in India.**

## **Generics & Biosimilars**

- **Insulin successfully introduced in several overseas markets in Latin America & Middle East**
- **Lovastatin, Simvastatin & Pravastatin enjoy significant market shares in US & Europe**
- **Simvastatin & Pravastatin will capture large markets upon US patent expiry next fiscal**





**Syngene & Clinigene**

# Syngene

## Multi specialised Custom Research capabilities

- **Focused on early stage development of new drug molecules**
- **Syngene – continues to be a leader in Research services.**
- **New facility at Biocon Park fully operational since Q3 2004.**
- **Spread over 50,000 sq ft state-of-the-art research centre is ISO 14000 compliant**
- **Garnered new research contracts with Novartis, Merck & others.**



## 50,000 sq ft :State-of-the-Art Research Centre



## 50,000 sq ft :State-of-the-Art Research Centre





# Clinigene

## Differentiated Clinical capabilities

- **Focused on evaluation of new medicine in a rapid & cost effective manner**
- **Offers a range of clinical services to third parties : Bio-equivalence and Bio-availability studies, Phase I to IV human clinical trials**
- **Clinigene has commenced a number of Phase II and III Clinical Trials for Pharma majors like Merck.**
- **A strategic partnership with SCIREX Corporation for global scale Clinical Development services**



## **State-of-the-Art Human Pharmacology Unit**







*Syngene*

*Biocon  
Biopharmaceuticals*

**BIOCON  
PARK**



# Biocon Park

- **90-acre new campus**
- **Final stages of completion**
- **Will enable leadership in Statins, Immuno-suppressants, Recombinant Insulin, Monoclonal Antibodies and Research Services**



**Biocon**



**Biocon Park**





## Biocon Park

# Looking Ahead

## Positive Growth = Positive Value for our shareholders

- **Key growth drivers - Simvastatin & Pravastatin sales in the US market; revenues from Insulin, Immuno-suppressants & branded formulations, & expansion of our research services**
- **Oral Insulin & h-R3 antibody for various EGFR expressing cancers will lead us up the innovation pathway**
- **Proprietary technologies & global scale manufacturing will add to our status as a Global Biopharmaceutical innovator.**



# Differentiated Strategies

## Addressing Challenges

- **Commoditizing of Statins and generics:** Biocon working with innovator companies developing NDAs based on existing statins
- **The emerging opportunity for Bio-similars in Europe:** Biocon is addressing EMEA guidelines for Insulin, GCSF
- **Oral Insulin vis a vis other non-injectable insulins under development:** Biocon's Oral insulin has high probability of success
- **Monoclonal Antibodies is becoming a globally crowded space:** Biocon's antibody pipeline has strong IP protection



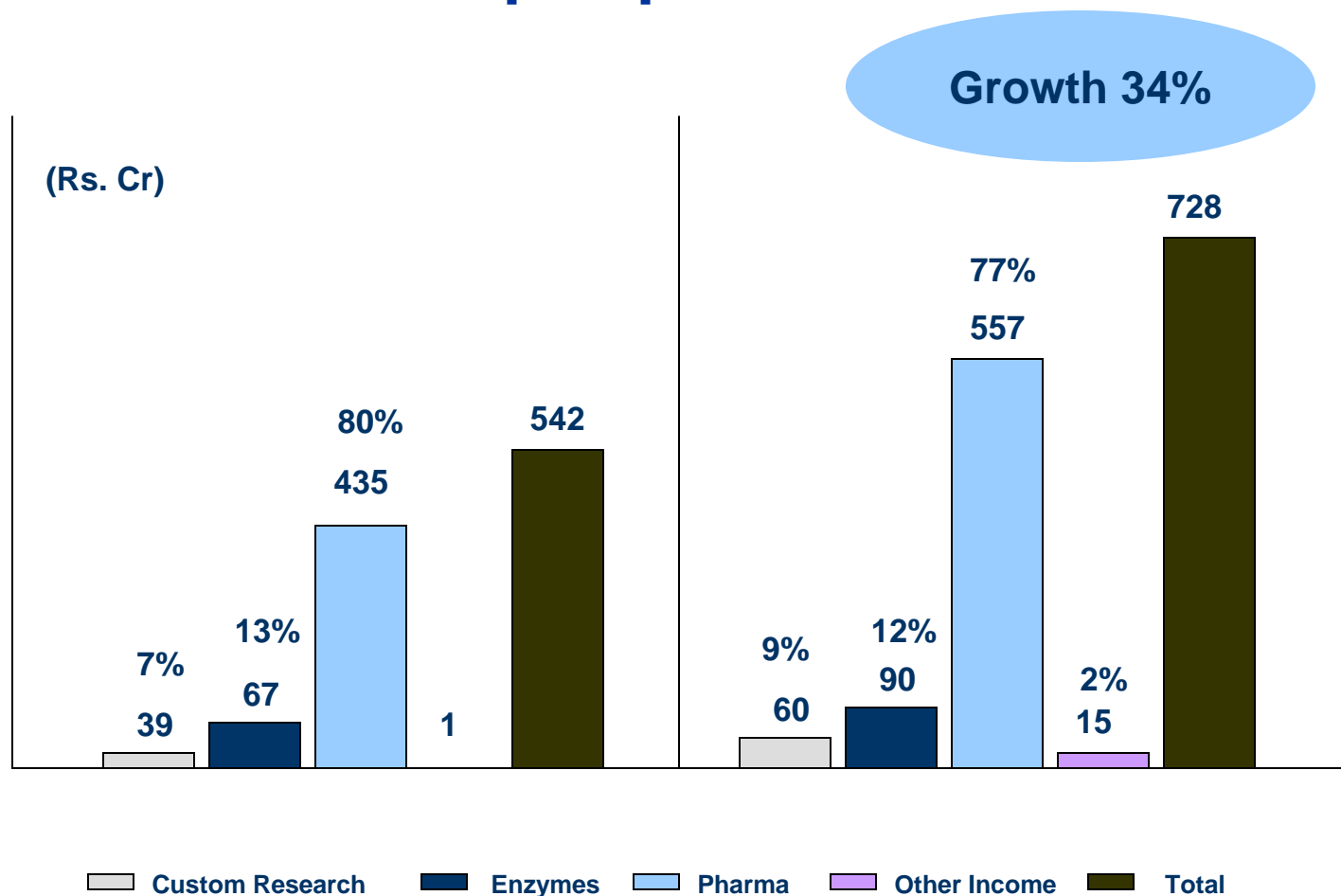
# **Financial Highlights & Analysis**

## **FY 2004-05**

## Key Financial Highlights FY 2004-05

- Revenues grew by 34% to Rs. 728 crores
- PAT grew 42% to Rs. 198 crores
- PAT Margins increase by 1% to 27%
- Exports surge to Rs. 442 crores from 340 crores
- EPS @ Rs. 19.8 / share
- Shareholder's funds increase to Rs. 741 crores
- Dividend @ 40% (Rs. 2 / per share) recommended by the Board

# Revenue Break-up: Apr - Mar





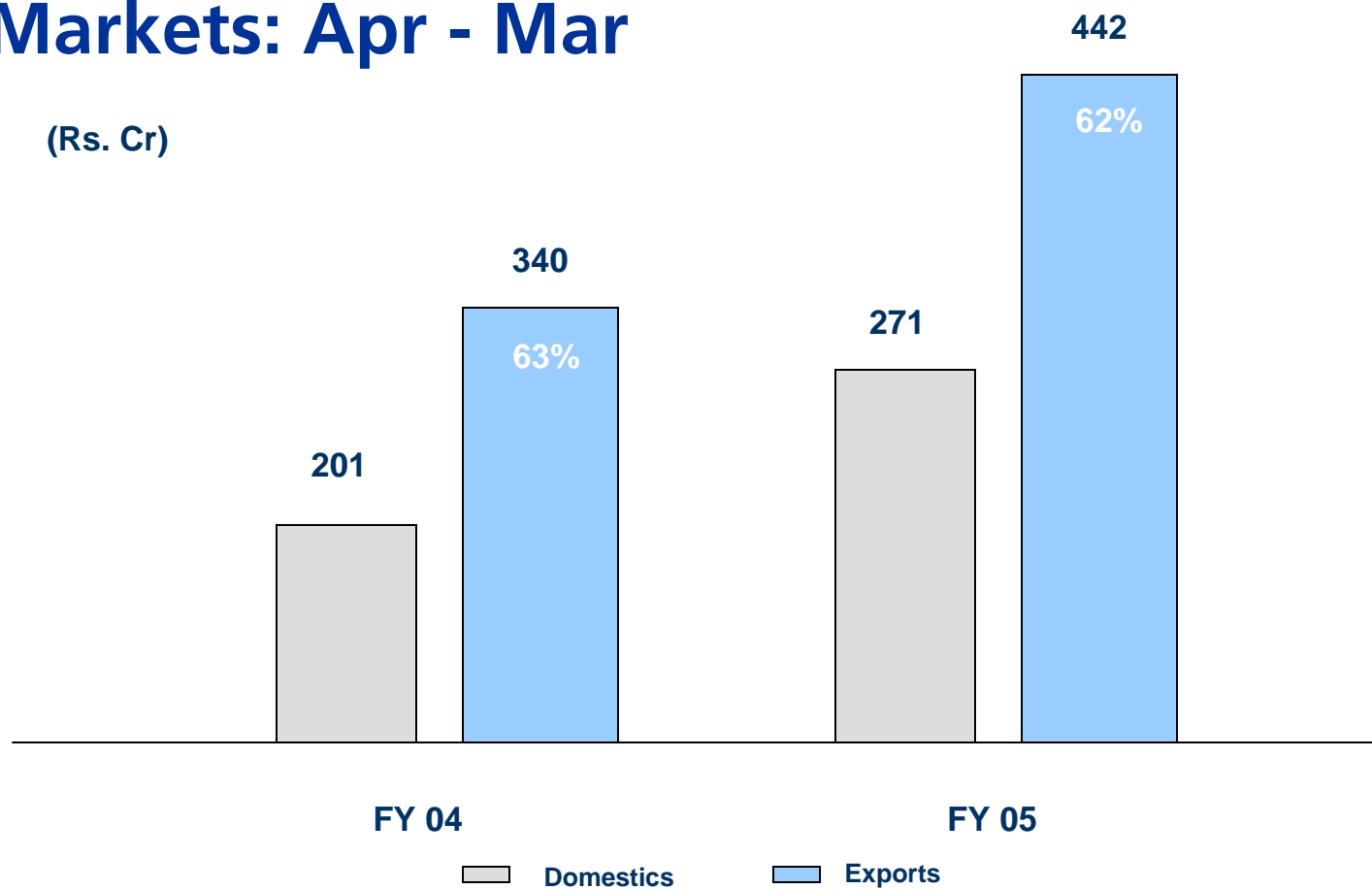
# Revenue Growth

## Dynamics

<b>Contract Research</b>	<b>70%</b>	<b>Scale up of operations at new research facility</b>
<b>Enzymes</b>	<b>35%</b>	<b>Increased supply to EU &amp; North American Markets</b>
<b>Biopharmaceuticals</b>	<b>28%</b>	<b>Commencement of supply of Pravastatin to Europe Launch of Insugen<sup>®</sup> ( r-Human Insulin)</b>

## Markets: Apr - Mar

(Rs. Cr)



# Profits : Apr - Mar

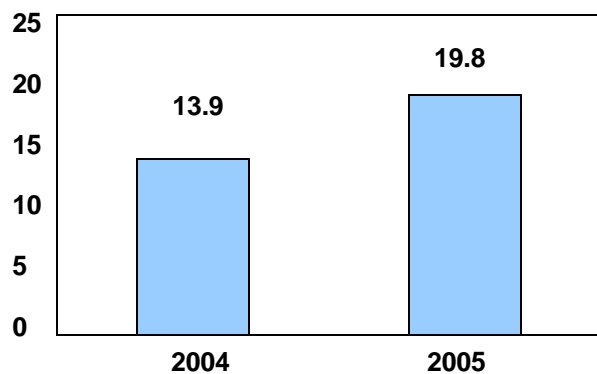
**PAT Growth 42%**

(Rs. Cr)

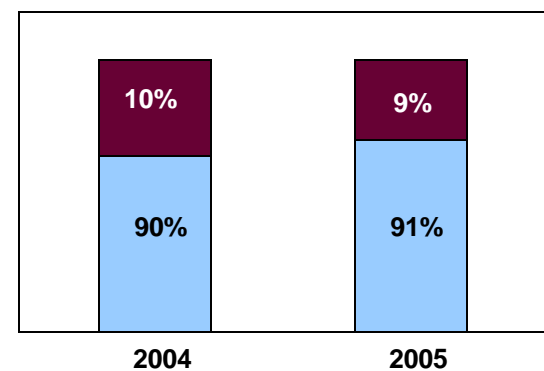
	FY 04	% to Revenues	FY 05	% to Revenues	
Revenues	542		728		
EBDITA	180	33	239	33	
PBT*	162	30	216	30	Adjusted for Minority Interest (BBPL)
TAX	23	4	18	2	Profits from 100% EOUs
PAT	139	26	198	27	



## Financial Highlights: Other Key Parameters



■ EPS



■ Equity ■ Debt

Thank You