

H1 FY 2012

Results Presentation
20th October 2011



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.

Key events and updates

A vertical timeline graphic on the left side of the slide, consisting of four white circles connected by a blue line. The line starts at the top circle, goes down to the second, then right to the third, and finally down to the fourth.

Biopharma posts robust revenue growth: 15% YoY

- Strong growth across all segments.

Statins: Strong growth in Q2; robust sales of Simvastatin and Pravastatin.

Focus on improving operational efficiencies to augment capacities

Our biosimilar co-marketing Insulins partner, Pfizer has launched in the Indian markets.



Optimer received FDA approval for Fidaxomicin on May 28, 2011 and launched the product in the US market in July this year.

Sales of Fidaxomicin API to Optimer began in June 2011

Biocon is the sole supplier of the drug substance for global markets.

Fidaxomicin is used for the treatment of CDI (*Clostridium difficile Infection*), which is a major threat in hospitals across the world.

There has been better-than-expected pick-up in Fidaxomicin API and Biocon is gearing itself to accommodate this.

Designed for efficiency, accuracy and safety



- Launched the reusable insulin delivery device in October 2011
- A *differentiated first-in-class* diabetes delivery device made from cutting-edge German technology.
- Unique in offering a reusable device that can deliver Basalog™ and Insugen™.



- Biocon's '*One call does all*' offers full free service support for this device
 - At-home product demos
 - Counseling on lifestyle changes
 - Answers on product availability and
 - Product-related queries.



Ground breaking ceremony for our green-field biopharmaceutical facility in
Malaysia held on September 10, 2011
in the presence of **Y.A.B. Dato' Haji Abdul Ghani bin Othman**,
Chief Minister of Johar, Malaysia.



INSUGEN®



BASALOG™

- 4th position in the overall insulin space
- Growth rate 46% compared to market's 26%
- Insugen 40 IU :ranked #3 ; growth rate of 40%
- Basalog : ranked #1 in Glargine vials with a growth rate of 86%.
- The Orals category saw the *launch of Volicose and Metadoze V* for the management of post-prandial glucose.



STATIX®



Myokinase®

- Grew ~20% YoY compared to market's 15%
- Clotide: ranked #1; Myokinase: #2



- Strong growth in the renal transplant portfolio comprising of Tacrograf, the Renodapt Group, and Cyclophil ME
- Erypro Safe: Positioned as “The first clinically evaluated rHuEPO-alpha in Indian patients with a safe and excellent immunogenicity profile”
- *Neporin launched this quarter.*



- 2 new Launches: ***Teconin* for bone and joint infection**
***Vancowar CP* for MRSA**



- Abraxane and BIOMAb drive growth :
 - Abraxane : ranked #3 in the taxane market
 - BIOMAb : ranked #2 in the anti-EGFR MAb market



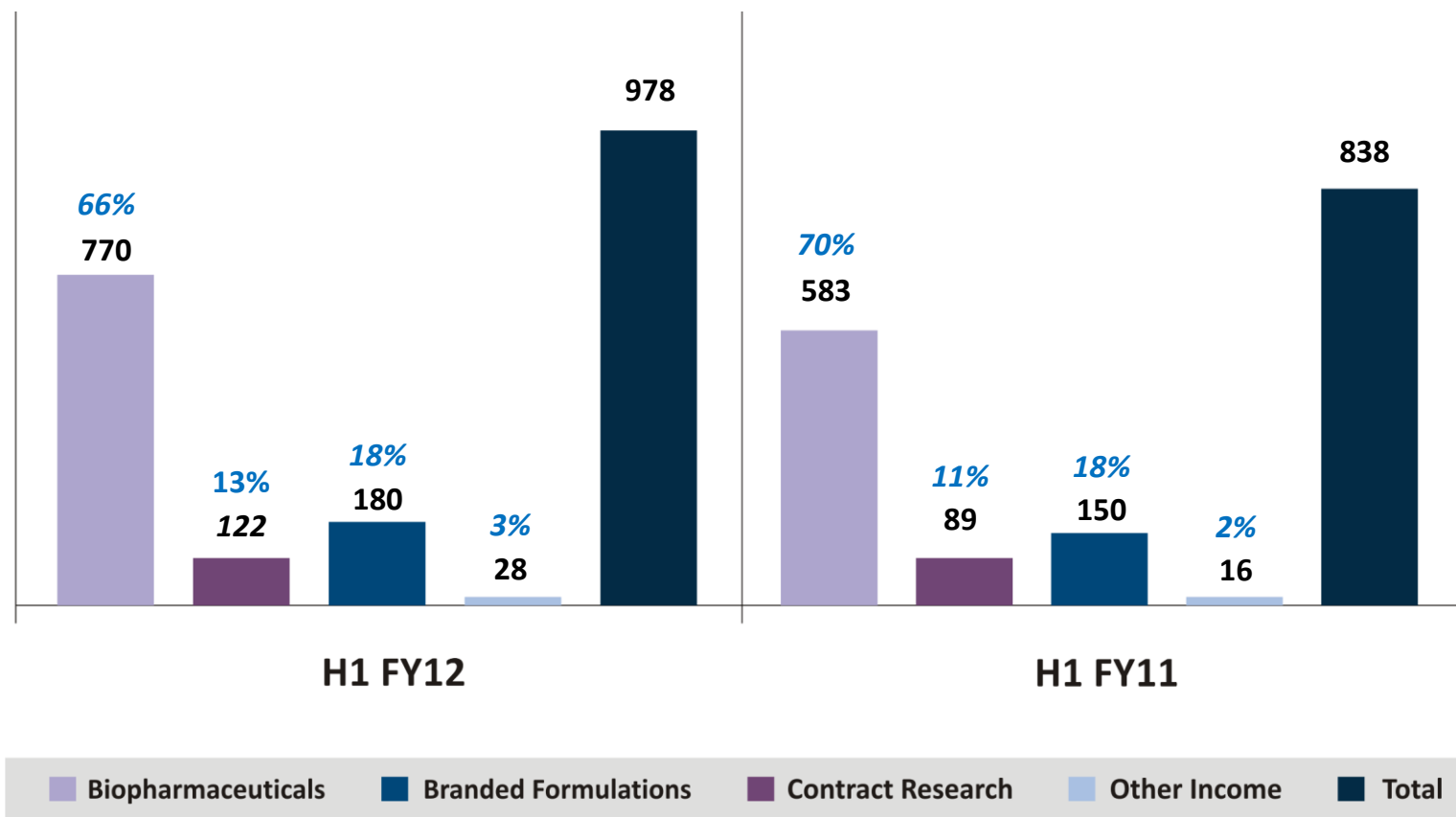
- TBIS : 3rd largest brand of Tacrolimus
- PSORID: Launched last quarter; has been well-received and has reached more than 1000 patients

- ✓ **ItolizuMAb:** The ongoing Phase 3 study (TREAT-PLAQ) in the Psoriasis medicine will be completed in Q4 with results in Q1 of next year
- ✓ **BVX-20:** The Phase 1 study is expected to start in Q1 of next year
- ✓ **Novel IN-105 oral insulin program:** Continued engagement with global pharmaceutical companies for a partnership
- ✓ **Phybrid:** Plan to submit an IND and commence phase 1 study by end of 2011.

- Syngene : Robust H1 performance with 20% revenue growth YoY
- Consistent growth through the core Chemistry, Biology and Biologics service platforms marked by:
 - Strong retention and expansion of current customers base.
 - New customer additions
- Capability enhancement and Capacity expansion to drive future growth.

Financial Highlights

REVENUE COMPARISON : H1FY12 VS. H1FY11



All Figures in INR Crores

Details	H1FY12	% of Revenue	H1FY11	% of Revenue
Revenues	978		837	
EBIDTA	282	25	255	31
PBT	187	19	168	20
Tax	31	3	21	3
PAT	156	16	147	18

Thank You