



Results Presentation FY 2012

Innovative Science
Affordable Medicine



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.

SNAPSHOT

GROWTH VERTICALS

FINANCIAL HIGHLIGHTS

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SNAPSHOT

*Biocon is **an emerging, global Bio-pharmaceutical** enterprise, focused on innovation to develop affordable products and services for patients, partners and healthcare systems across the world.*

Biocon is committed towards:

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Reducing therapy costs of **chronic diseases**. (*diabetes, cancer & auto-immune diseases*)

Strategic Research and marketing **partnerships** that provide global access

Leveraging the India advantage to deliver **high value, licensable R&D assets**

Financial Performance

- Group Revenue at Rs. 2,148 Crores (16% YoY growth)
- EBITDA and PAT Margin at 27% and 16% respectively

Research & Development

- Itolizumab 52-week study successfully meets primary & secondary endpoints
- Phase III trials commenced for Biosimilar Trastuzumab (Herceptin, Mylan alliance)
- Global biosimilar Insulin trials nearing completion

Strategic Alliances

- 20+ new partnerships initiated in Syngene, including big pharma
- Amicable conclusion of biosimilar Insulin partnership with Pfizer



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GROWTH VERTICALS

Small Molecules

ANDA & 505(b)2 platforms to address commoditization
5 programs initiated

Biosimilar MAbs (Mylan)

Phase III clinical trials initiated for Biosimilar Herceptin for emerging markets
Global phase I clinical trial in EU for Biosimilar Herceptin ongoing
Other programs progressing towards clinics

Biosimilar Insulins

rh-Insulin EU phase III trial nearing completion
Biosimilar Glargine global phase I trials expected to conclude shortly
Biosimilar Lispro & Aspart to enter clinics

Monoclonal Antibodies (MAbs)



Combines Biocon's R&D and manufacturing prowess of biologics with Mylan's regulatory & commercialization capabilities in the US and Europe

Market Value of Portfolio in 2011: ~33 Bn USD

Exclusive collaboration for development and commercialization of complex biosimilars.

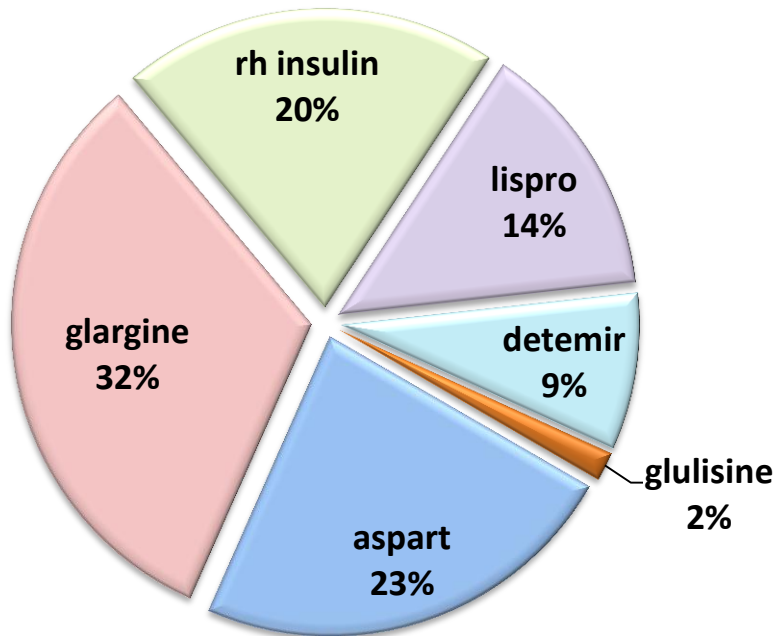
Basket of Products with patent expiries 2015 onward
(Trastuzumab, Peg-filgrastim, Bevacizumab, Adalimumab, Eternaccept)

*Mylan and Biocon to **share development and capital costs.***

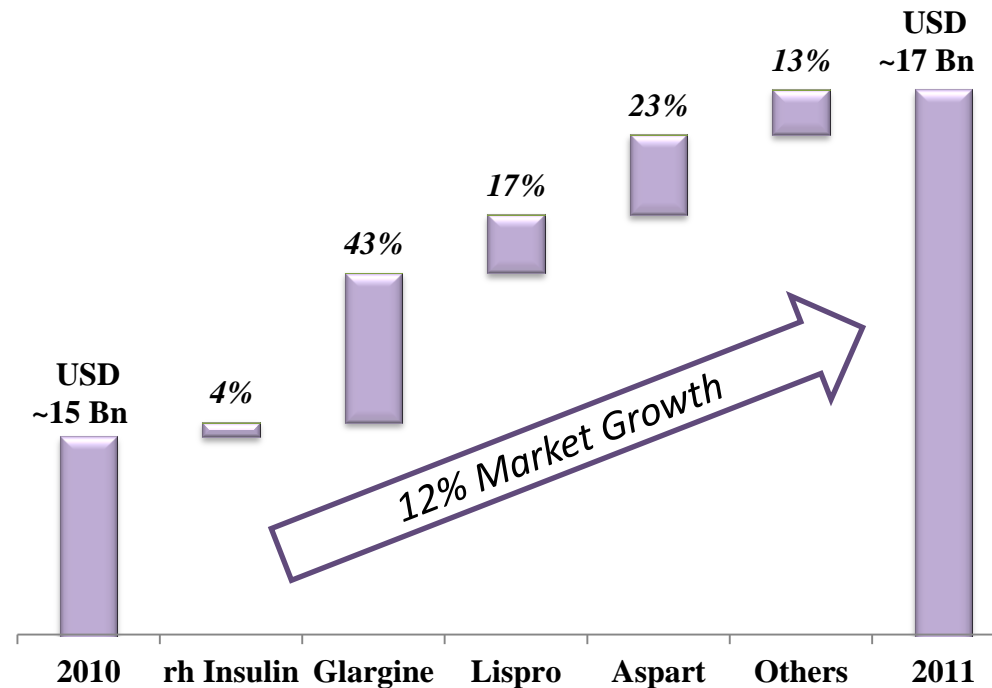
*Mylan will have exclusive commercialization rights in the **regulated markets;**
profits to be shared*

*Biocon and Mylan to have **co-exclusive commercialization** rights in other markets.*

Total 2011 Insulin Market: USD ~17 Bn



Market Breakup by Molecule



Growth Contribution by Molecule

Committed to delivering affordable, quality insulin to global markets

- rh-Insulin
- Basal insulin analog
- Rapid acting insulin analogs

Portfolio



- 30+ registrations in Emerging markets
- Strong regional partners in major markets

Regional Partnerships



- rh-Insulin:
 - Phase 3 trial in EU
 - Commercialized in several geographies including India
- Glargine
 - Active US-IND
 - Global Phase 1 trial ongoing
 - Commercialized in India

Molecule Status



Biocon's ranking*

#4 in overall insulin market

#3 in the 40 IU Insulin market

#1 in the Glargine vial market

Value Growth YoY*

Fastest growing Insulin company

Biocon: 53%

Sanofi Aventis: 29%

Novo Nordisk: 25%

Biocon's Volume Market share*

40 IU Insulin: 11%

Glargine vials: 84%

INSUPen® ease

Reusable delivery device based on proprietary German technology, capable of delivering both Insugen™ & Basalog™ launched in India



Affordability Index*

Basalog: 40%

Insugen: 15%

Bestor: 30%

Statix: 25%

Advacan: 45%

Tacrograf: 30%

Evertor: 59%

BioMAb EGFR: 53%

Picon: 37%

Psorid: 26%

INDIA PRODUCT RANKINGS#

Cardiology

Myokinase 2

Clotide 2

Oncotherapeutics

BioMAb EGFR 2

Abraxane 3

Immunotherapy

Psorid 1

Tbis 2

Picon 2

Nephrology

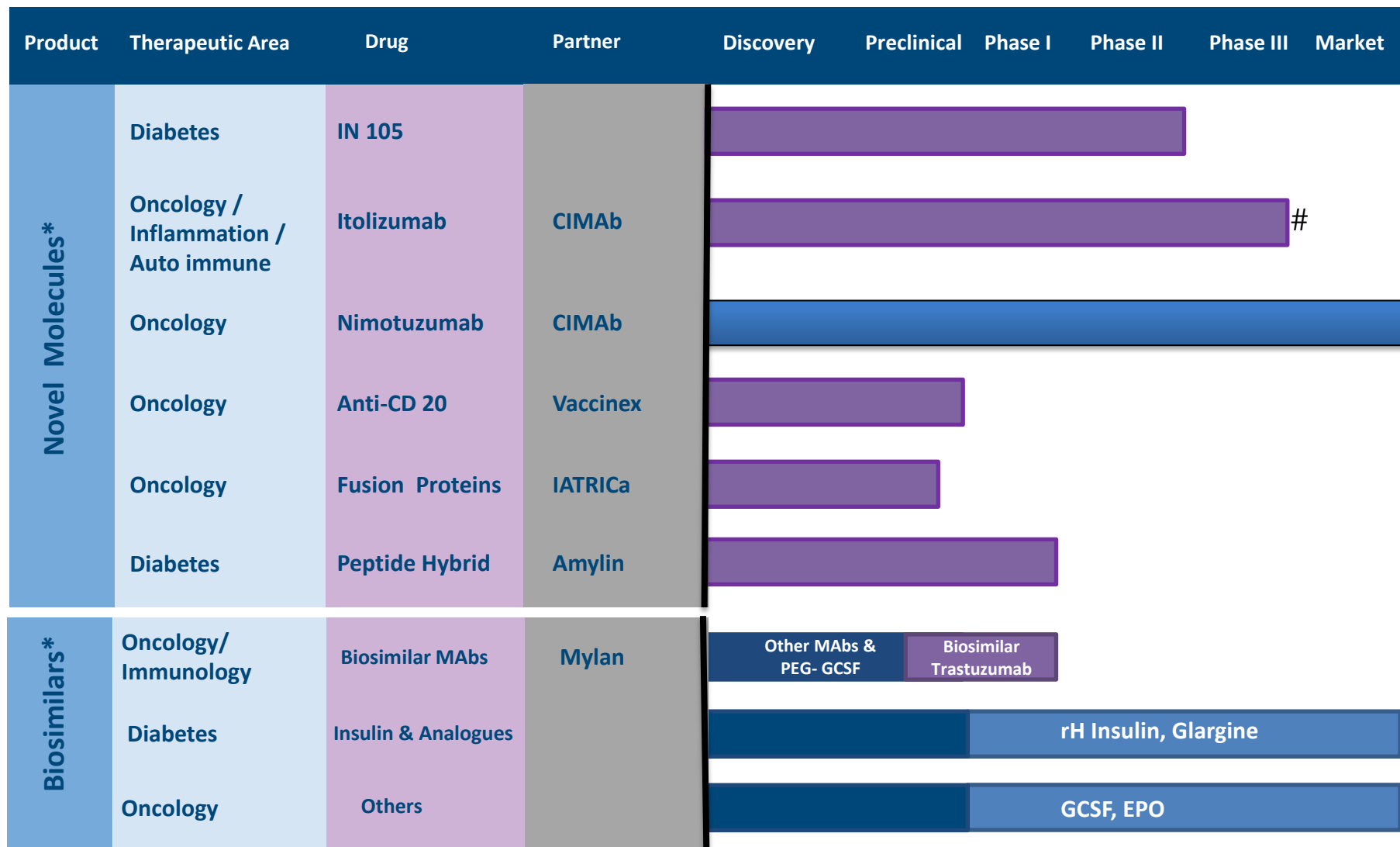
Tacrograf 2

Renodapt & Renodapt S 3

*: Compared to the top selling competitor brand;

#: ORG IMS Jan MAT 2012

RESEARCH PARTNERSHIPS : HIGH POTENTIAL PRODUCT PIPELINE



* Includes molecules from collaborative programs;

Phase 3 TREAT PLAQ study In India, Phase 2(b) globally

Drug Highlights

Targets CD6

CD6 is a type 1 cell membrane glycoprotein belonging to the scavenger receptor cysteine-rich (SRCR) super family group B.

CD6 is predominantly expressed by T cells & a B cell subset.

CD6 binds ALCAM (activated leukocyte cell adhesion molecule) which is expressed on:

Activated T, cells, B cells & monocytes.

Skin fibroblasts, keratinocytes, rheumatoid arthritis synovium.

TREAT-PLAQ Study in Psoriasis

Total Patient Enrollment	223
Trial Duration	52 Weeks
Interim Data Presented*	28 Weeks

** 52-week clinical study report; the regulatory package is currently being prepared for submission to the authorities. Key data would be shared in concurrence with the submission.*

TREAT PLAQ STUDY: SUMMARY OF 28-WEEK INTERIM RESULTS

PRIMARY ENDPOINT	Result*
<i>Statistically significant patient cohort with \geq PASI 75 Vs. placebo at 12 Weeks</i>	<input checked="" type="checkbox"/>
SECONDARY ENDPOINTS	
<i>Significant Proportion of subjects achieving PASI 50 and PASI 90</i>	<input checked="" type="checkbox"/>
<i>Safety & Tolerability</i>	<input checked="" type="checkbox"/>
<i>Improvement in PGA scores</i>	<input checked="" type="checkbox"/>
<i>Considerable Proportion of subjects with PGA score of “clear” or “minimal”</i>	<input checked="" type="checkbox"/>

TREAT PLAQ STUDY: EFFICACY RESULTS

Representative patient samples from each arm.



State-of-the-art Integrated Research & Development Centre



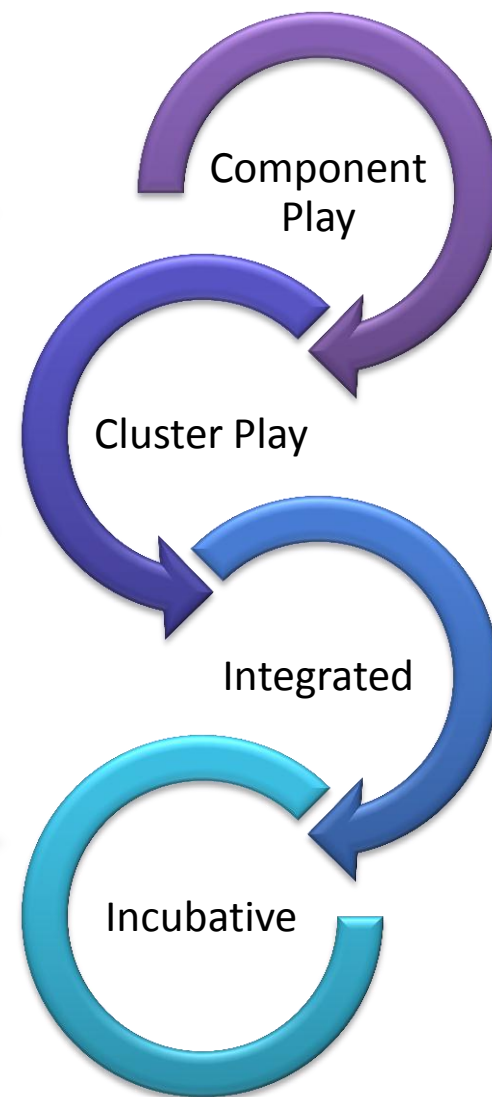
- ✓ First-of-its kind in South east Asia
- ✓ Venue for world-class research on biologics
- ✓ Spread across 200,000 sq. ft. with:
 - Molecular Biology Lab
 - Biologics Process Science Labs
 - Formulations Development Lab
 - Molecular Characterization Lab
 - Functional Bioassay Lab
 - Preclinical & Clinical Development Groups

Integrated Model spanning discovery & early development to late stage clinical studies

Large Portfolio of Offerings combining **Chemistry & Biologics expertise** with cost advantage

Custom partnership models ranging from FTE based to risk-reward models

Clientele comprising of **100+ large and mid-size** pharma & biotech companies



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FINANCIAL HIGHLIGHTS

TOP LINE# & BOTTOM LINE#



INR crore

	Q4 FY12	Q4 FY11	FY12	FY11
Revenue	612	488	2148	1858
EBIDTA	156	148	579	573
	26%	30%	27%	31%
PAT	98	94	338	340
	16%	19%	16%	18%
EPS	5	5	17	17

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Thank You