



Corporate Presentation

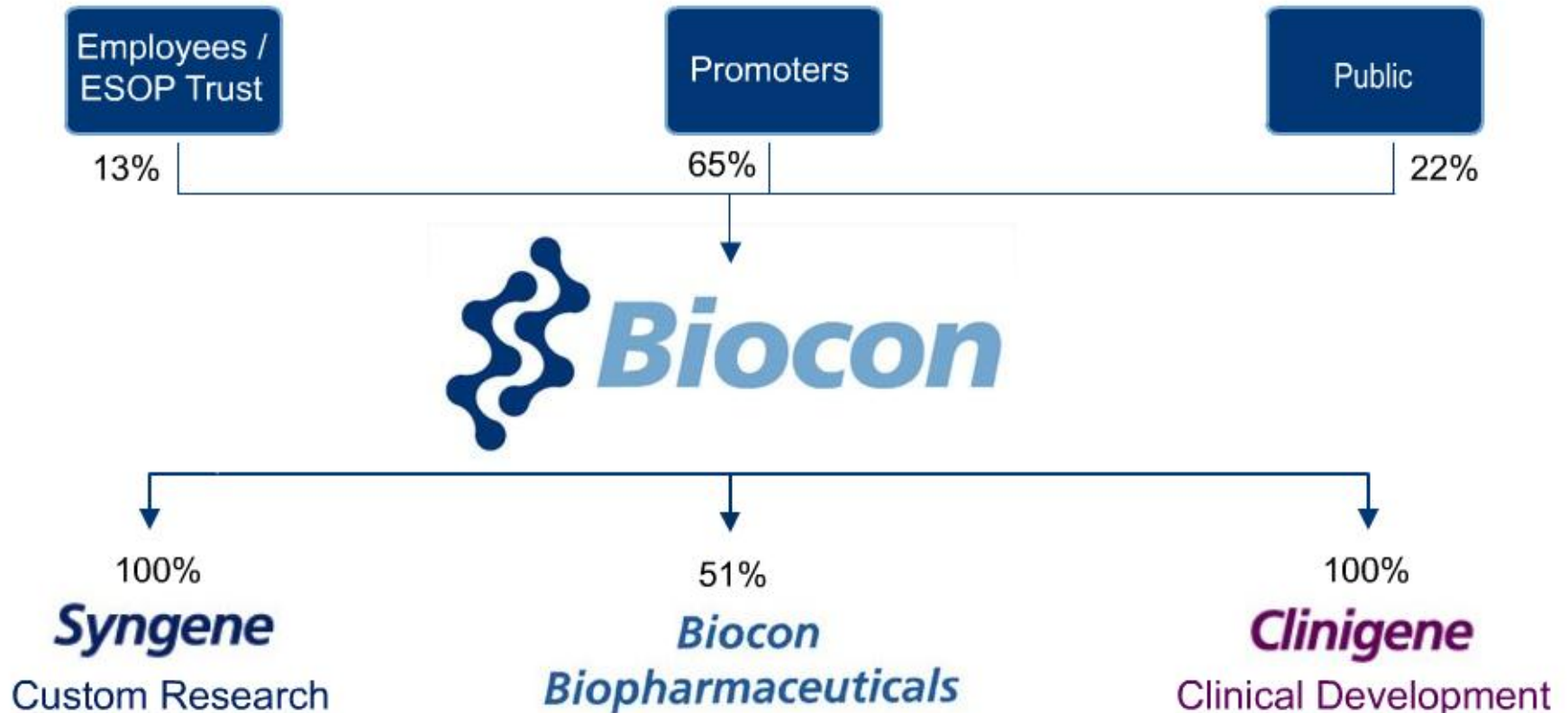
Financial Results H1 - FY 2005

[Skip Intro](#)

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 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.

Biocon Group - Corporate Structure



Management at Biocon

Vision and Execution



Kiran Mazumdar-Shaw

Chairman & Managing Director
Founder entrepreneur.
1978



John M. M. Shaw

Vice Chairman International
Business 27 years with
Coats Viyella p.l.c.
1999



Murali Krishnan

President: Finance
1981



Shrikumar S.

President: R&D
B Tech-IIT, M Tech-IIT
1984



Ajay Bhardwaj

President: Marketing
B Tech- IIT, M.S. Louisiana St. U.
1986



Arun Chandavarkar

President: Operations
B.Tech - IIT, M.Sc. / Ph.D.- MIT
1990



Goutam Das

COO: Syngene
Ph.D.-U. Calcutta, PDF- U.
Rochester
1994



A.S. Arvind

COO: Clinigene
MBBS / MD / FRCP London /
FRCP Glasgow /
MBA (Birmingham)
2000



Rakesh Bamzai

Vice President: Marketing
BSc (Tech) - UDCT
1995



Chinappa M.B

Vice President: Finance
Chartered Accountant
1999

Board of Directors

Ensuring transparency through strong Corporate Governance



CHAIRMAN

KIRAN MAZUMDAR- SHAW

Managing Director
Biocon Group



CHAIRMAN AUDIT COMMITTEE

DR. NEVILLE BAIN

Director Scottish & Newcastle Breweries p.l.c.
Recognized Authority in Corporate Governance



DIRECTOR

SURESH TALWAR

Partner
Crawford Bayley & Co. (Solicitors)



DIRECTOR

DR. BALA MANIAN

Chairman,
Co-Founder Quantum Dot Corporation and
Surromed Corporation, California, USA



VICE CHAIRMAN

JOHN M. M. SHAW

Director of Intl. Business Dev.
Biocon Group



CHAIRMAN REMUNERATION COMMITTEE

PROF. CHARLES COONEY

Director
Genzyme Inc. & Cuno Inc.



DIRECTOR

PROF. RAVI MAZUMDAR

Professor & University Research Chair
Dept of Electrical & Computer Engineering
University of Waterloo, Canada



ALTERNATE DIRECTOR

Prof Catherine Rosenberg

Professor & Chairman
Dept of Electrical & Computer Engineering
University of Waterloo, Canada

World-class Scientific Advisory Board



CHAIRMAN

PROF. CHARLES COONEY

Head of Chemical & Biochemical Engineering
Massachusetts Institute of Technology



DR. SAM PASTERNAK

Partner, Choate, Hall & Stewart
Patent Attorneys, Boston, USA



Dr. ASHOK GANGULY

Director, ICICI Knowledge Park, Hyderabad
Director, WIPRO, Bangalore, India
Retired Worldwide Director of R&D,
Unilever p.l.c.



KIRAN MAZUMDAR-SHAW

Member of the Board, Science Foundation Ireland
Chairperson, Vision Group on Biotechnology, Govt. of Karnataka
Chairperson, National Task Force on Biotechnology, CII



PROF. C N R RAO

Linus Pauling Research Professor
Hon. President, Jawaharlal Nehru Centre for
Advanced Scientific Research, Bangalore, India



DR. BALA MANIAN

Chairman,
Co-Founder Quantum Dot Corporation and
SurroMed Corporation, California, USA



DR. ANTHONY ALLISON

Distinguished Scientist at SurroMed Corp.
Former Vice President, Research Syntex Corp
Inventor of Mycophenolate Mofetil

Pioneering Vision

1978 BIOTECHNOLOGY

- India's first & No 1 Biotech company with a global Biotech ranking of 16



Rank	Company	Country
1	Novartis	Switzerland
2	Roche	Switzerland
3	Abbott	USA
4	Amgen	USA
5	Genentech	USA
6	Schering-Plough	USA
7	Boehringer-Ingelheim	Germany
8	Merck & Co.	USA
9	Sanofi-Sintelabo	France
10	SmithKline Beecham	UK
11	Parke-Davis	USA
12	Upjohn	USA
13	Wyeth	USA
14	Abbott Laboratories	USA
15	Amgen Inc.	USA
16	Biocon	India

1979 ENZYMES

- Global leadership in specialty enzymes



Enzyme	Company	Market Share (%)
Alkaline Phosphatase	Biocon	45
Aspartate Aminotransferase	Biocon	35
Bromelain	Biocon	30
Cellulase	Biocon	25
Chymotrypsin	Biocon	20
Collagenase	Biocon	15
Crotonase	Biocon	10
Glucanase	Biocon	5
Guanylate Kinase	Biocon	5
Hydrolase	Biocon	5
Lactase	Biocon	5
Lipase	Biocon	5
Lysozyme	Biocon	5
Mannase	Biocon	5
Protease	Biocon	5
Ribonuclease	Biocon	5
Sucrase	Biocon	5
Tyrosinase	Biocon	5
Urease	Biocon	5
Xanthine Oxidase	Biocon	5

1989 FERMENTATION

- Globally unique fermentation profile - Solid State, Submerged & Mammalian Cell Culture

1994 CUSTOM RESEARCH

- SYNGENE: India's first & largest Contract Research Company.

Pioneering Vision

1998 STATINS

- India's largest and only USFDA qualified producer and exporter of Statins

2000 CLINICAL RESEARCH

- CLINIGENE: India's first CAP* accredited Clinical Laboratory
- First Company to post Clinical data on website

2002 r-HUMAN INSULIN

- The most clinically validated r-human Insulin in India
- Asia's largest Insulin plant in Bangalore
- Technology & Quality endorsement by Bristol-Myers Squibb
- Co-development partnership with Nobex

2003 ANTIBODIES & CANCER VACCINES

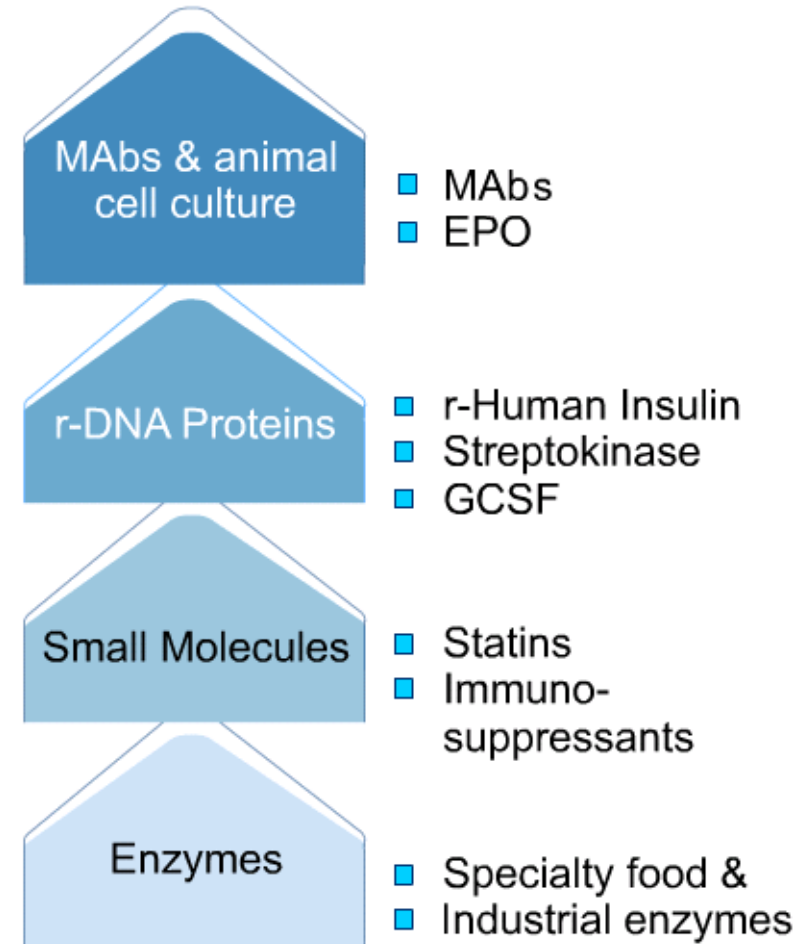
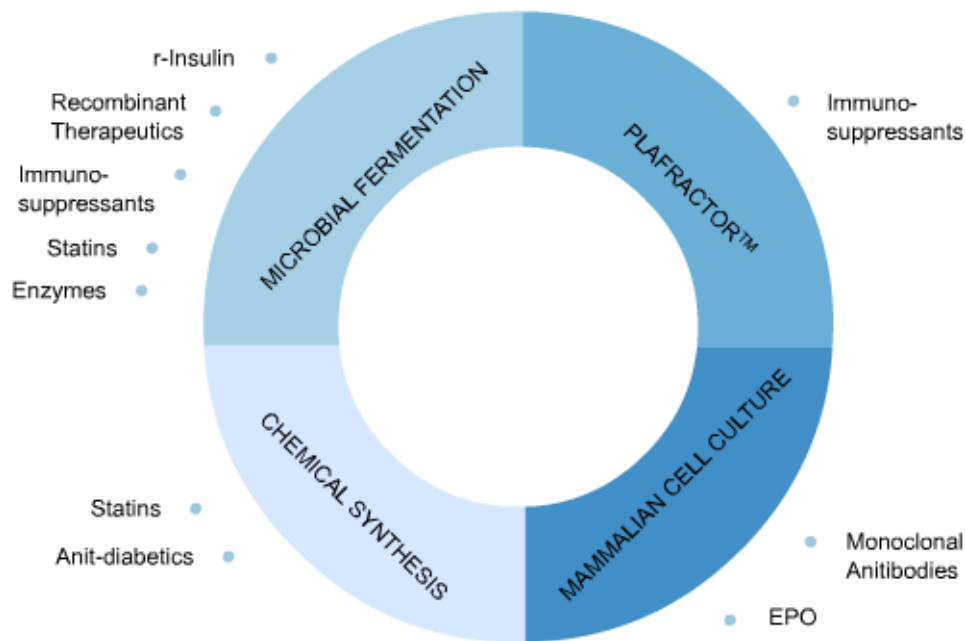
- India's first and largest Antibody Facility
- Unique platform of proprietary products in Antibodies & Cancer Vaccines

* College of American Pathologists

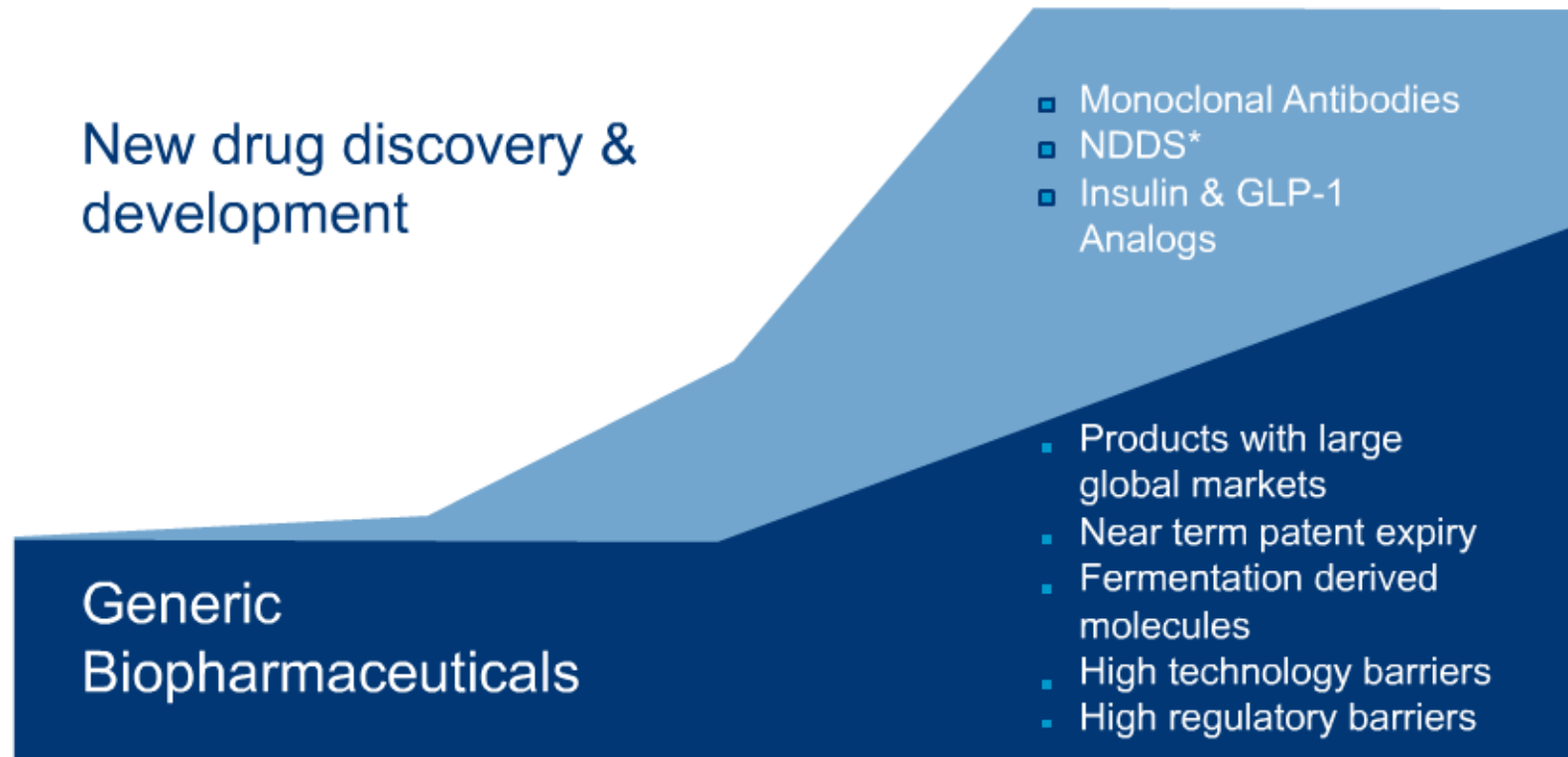
Strategic Vision - A Technology Focus

1. Build **strong fermentation technology platforms**
2. Leverage technology for **product differentiation**
3. Create long term value through **quality & innovation**
4. Chart an integrated development pathway for **proprietary products**

Biocon's technology edge

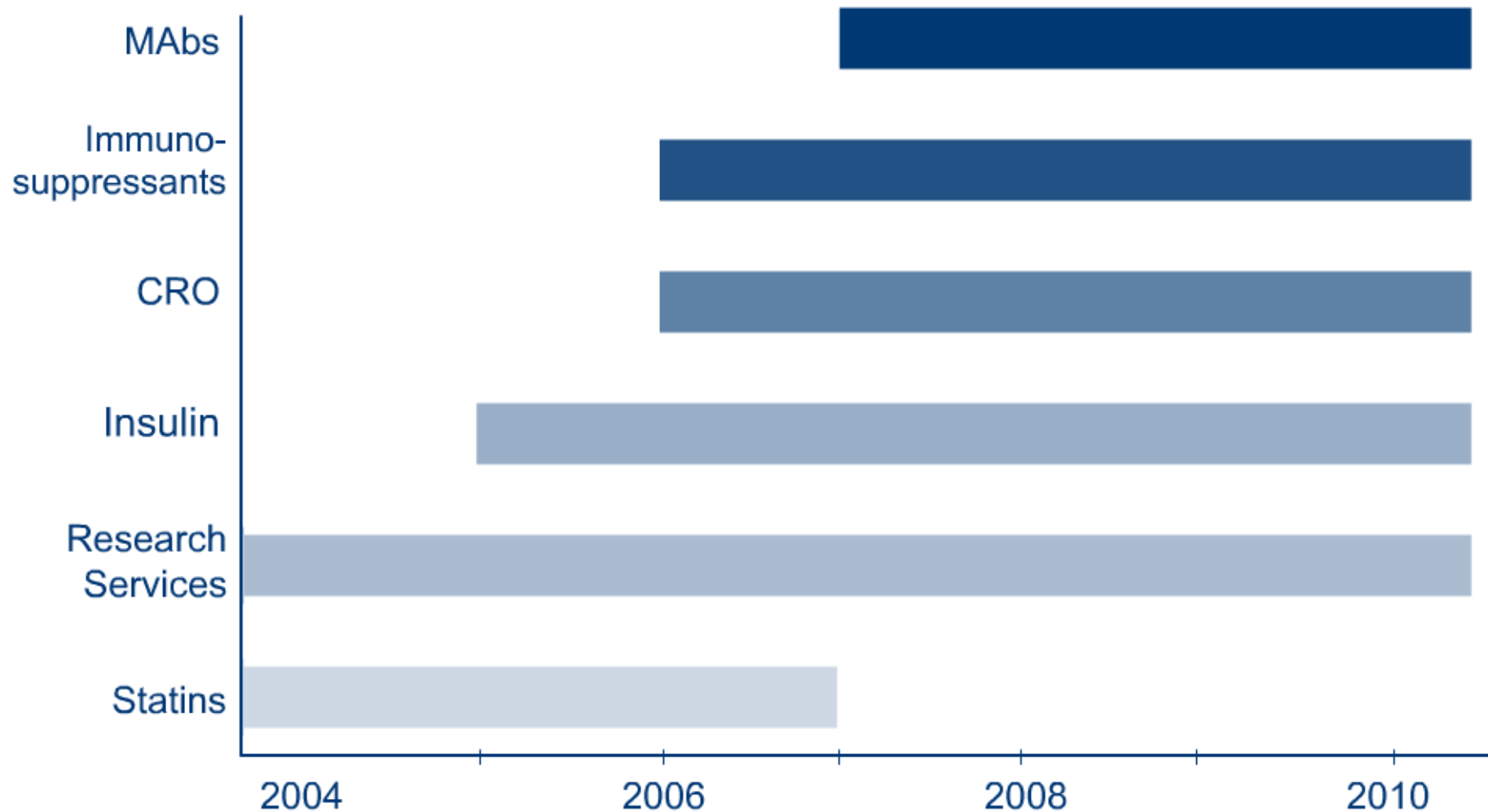


Delivering on a long term vision of proprietary products



Funding long term discovery research through a short term generic strategy

Growth Drivers



Biocon: A fully integrated bio-pharma company

Syngene

Discovery Research

- FTEs (No IP)
- Projects (Royalties / Milestones)
- Partnering (Shared IP)

Clinigene

Clinical Development

- Clinical Program for in-house product (eg. Insulin, h-R3)
- Clinical Registries (eg. Diabetes, Oncology)
- CRO: Theranostics
NDDS
Biologicals
Combination Drugs (eg. Statins + Anti-diabetics)
New Indications (eg. MMF + LP)

Commercialization

- Process Development
- Manufacturing
- Regulatory Filing
- Marketing

Library
Screening

Lead
Molecule
Optimization

Pre-clinical
Studies

Human
Clinical
Trials

Process
Scale-up

Regulatory
Approvals

Marketing
& Sales

Biocon is positioned to become a global player within the bio-pharmaceuticals space



Financial Highlights & Analysis

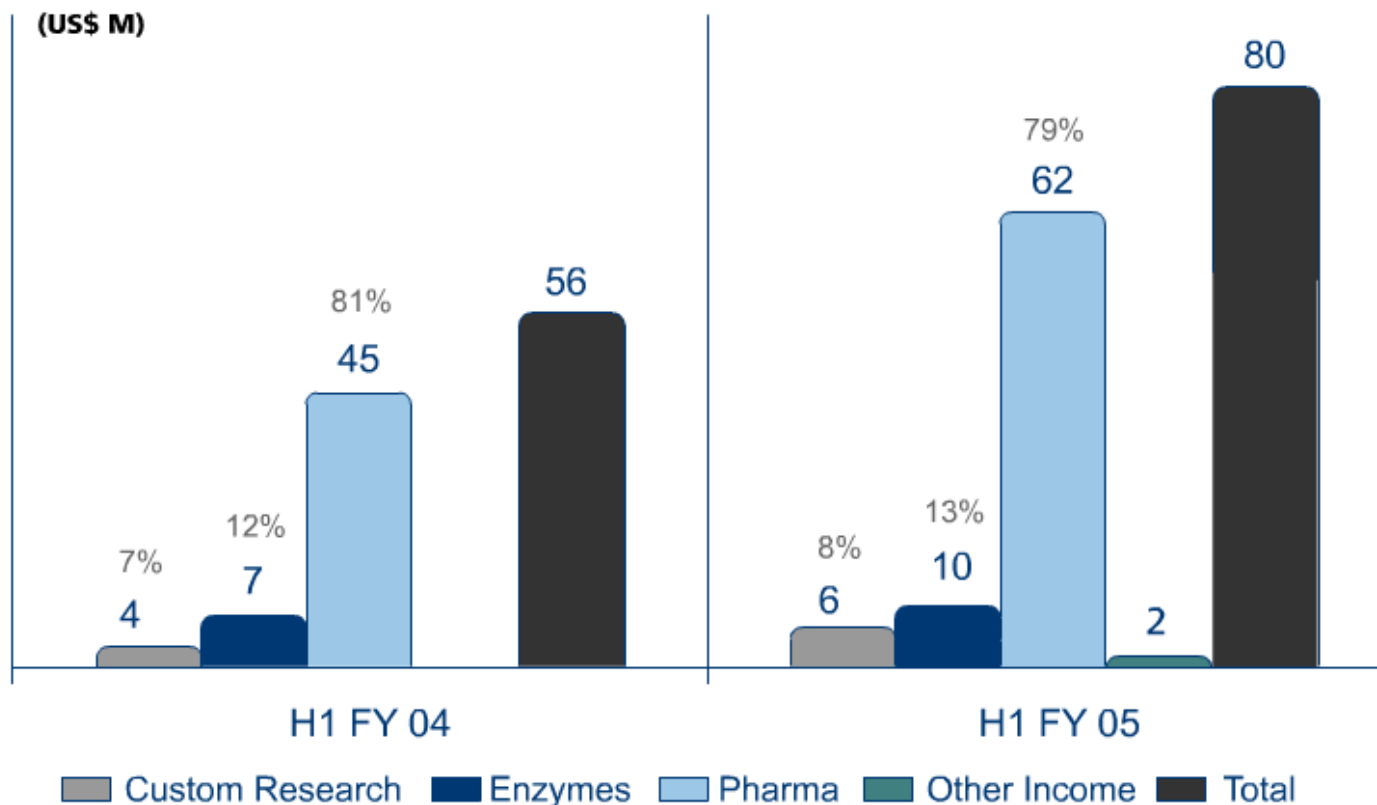
H1- FY 2005

Half Year Highlights

- + Sales grow by 40% to US\$ 78 M
- + Profits grow by 75% to US\$ 23 M
- + Shareholders' funds increase to US\$ 146 M
- + All sectors (Research services, Enzymes, Statins and Biopharmaceuticals) perform strongly.
- + Co-development partnership with Nobex to develop Oral Insulin.
- + Phase IIB Clinical trials for h-R3 Monoclonal Antibody commenced.
- + Launch of Biocon's recombinant Human Insulin set for Q3.
- + Syngene's new research facilities completed.

Revenue Break-up

Growth 42%



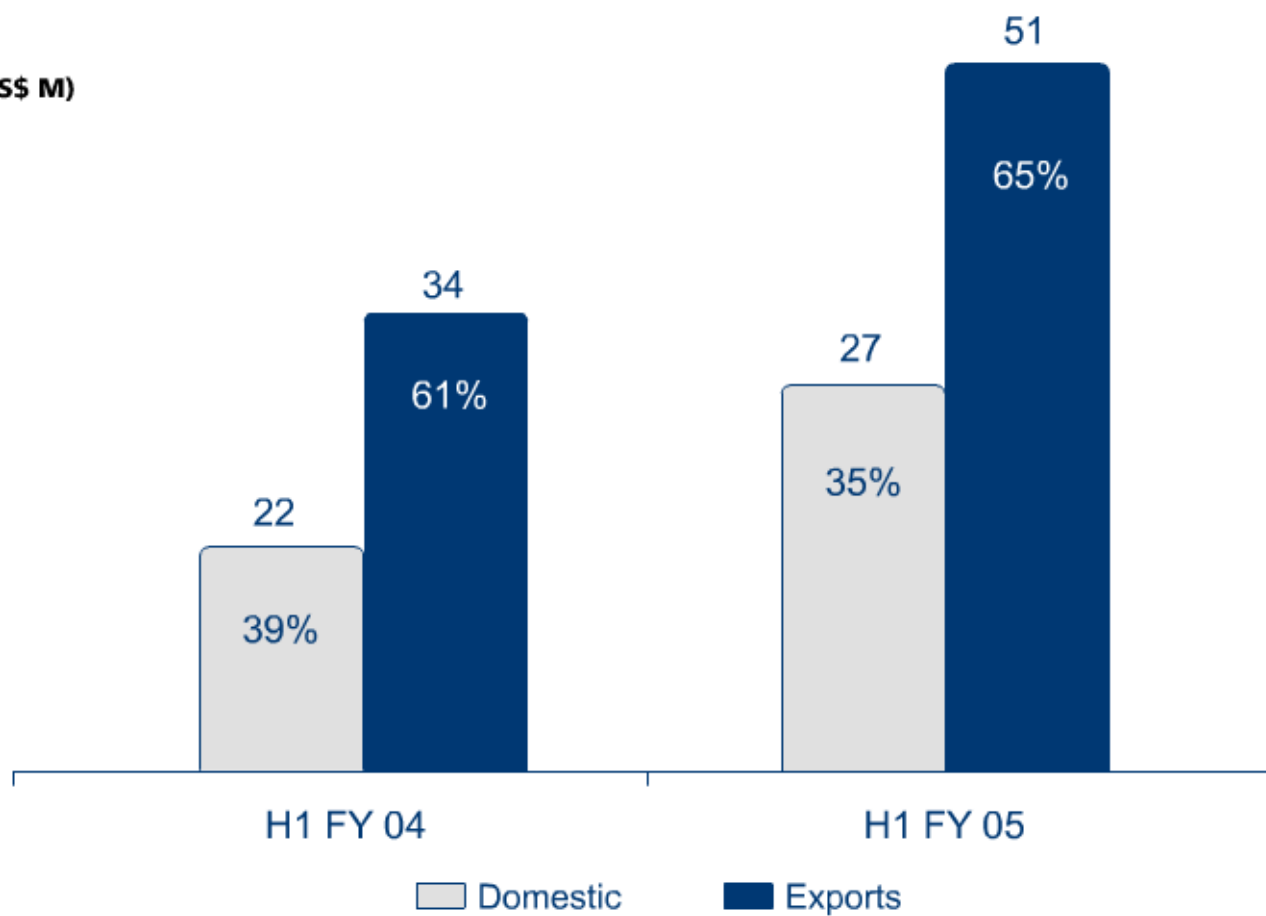
Revenue Growth

Dynamics

Contract research	71 %	<ul style="list-style-type: none"> Significant expansion of revenues from both existing & new customers
Enzymes	38 %	<ul style="list-style-type: none"> Speciality Enzymes continue to generate significant interest in US & Europe
Biopharmaceuticals	38 %	<ul style="list-style-type: none"> Strong growth in Statins Commencement of supply of Domestic Formulations

Markets

(US\$ M)



Profit

(US\$ M)

	H1 FY 04	% to Revenues	H1 FY 05	% to Revenues	
Revenues	56		80		
EBDITA	19	34	27	33	<ul style="list-style-type: none"> - Improved Yields & Sales Mix - Growth in Employees & Inc in Salaries - Exchange Diff & Increase in SG&A Exps
PBT	17	30	24	31	
PAT	13	18	23	29	- Profits from 100% EOUs not taxable

Profit Growth - 75%

Consolidated Financials as per Indian GAAP



Thank You