



# FY14 Results

Press Conference  
Friday, April 25, 2014

**PARADIGM  
CHANGED**

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.

# FINANCIAL HIGHLIGHTS



# Financial Performance (FY14 )



*Rs. crore*

	<b>FY14</b>	<b>FY13</b>	<b>% Growth</b>
<b>Revenue</b>	<b>2,933</b>	<b>2,538</b>	<b>16%</b>
<b>EBITDA</b>	<b>743</b>	<b>596</b>	<b>25%</b>
<b>PAT</b> (Excluding Exceptional Item)	<b>414</b>	<b>324</b>	<b>28%</b>
<b>PAT</b>	<b>414</b>	<b>509*</b>	<b>-19%</b>
<b>EPS</b>	<b>20.7</b>	<b>25.4</b>	

**Recommended Dividend of Rs. 5/share (100%)**

*\*Includes exceptional items, Rs 202 Crores, Net exceptional item Rs 185 Cr*

## FY14 Diversified revenue growth of 16%

### Driven by:

- **Biopharma Business: Rs. 2,138 crores, 14 % YoY increase**
- **Branded Formulations: Rs. 391 crores, 13% YoY growth**
- **Research Services: Rs. 715 crores, 28% YoY increase**
- **EBITDA margin @ 25%**
- **PAT margin @14 %**
- **Net Cash Positive @ Rs 552 Crores**



## Financial Performance (Q4-FY14)



*Rs. crore*

	Q4FY14	Q4FY13	% Growth
Revenue	746	649	15%
EBITDA	193	124	56%
PAT (Excluding Exceptional Item)	113	64	75%
PAT*	113	249*	-55%

*\*Includes exceptional items, Rs 202 Crores, Net exceptional item Rs 185 Cr*

# KEY APPOINTMENTS



# Welcome Dr Arun Chandavarkar to the New Role



## Appointed as CEO and Joint Managing Director of Biocon Ltd

- **B. Tech, IIT Bombay**
- **Ph.D., MIT, Cambridge, USA**
- **COO since 2006**
- **Joined Biocon as General Manager – Operations, 1990**
- **Core member of the leadership team**
- **Played a pivotal role in the evolution of Biocon over the last 24 years.**





# Ravi Limaye Joins as President - Marketing, Biocon

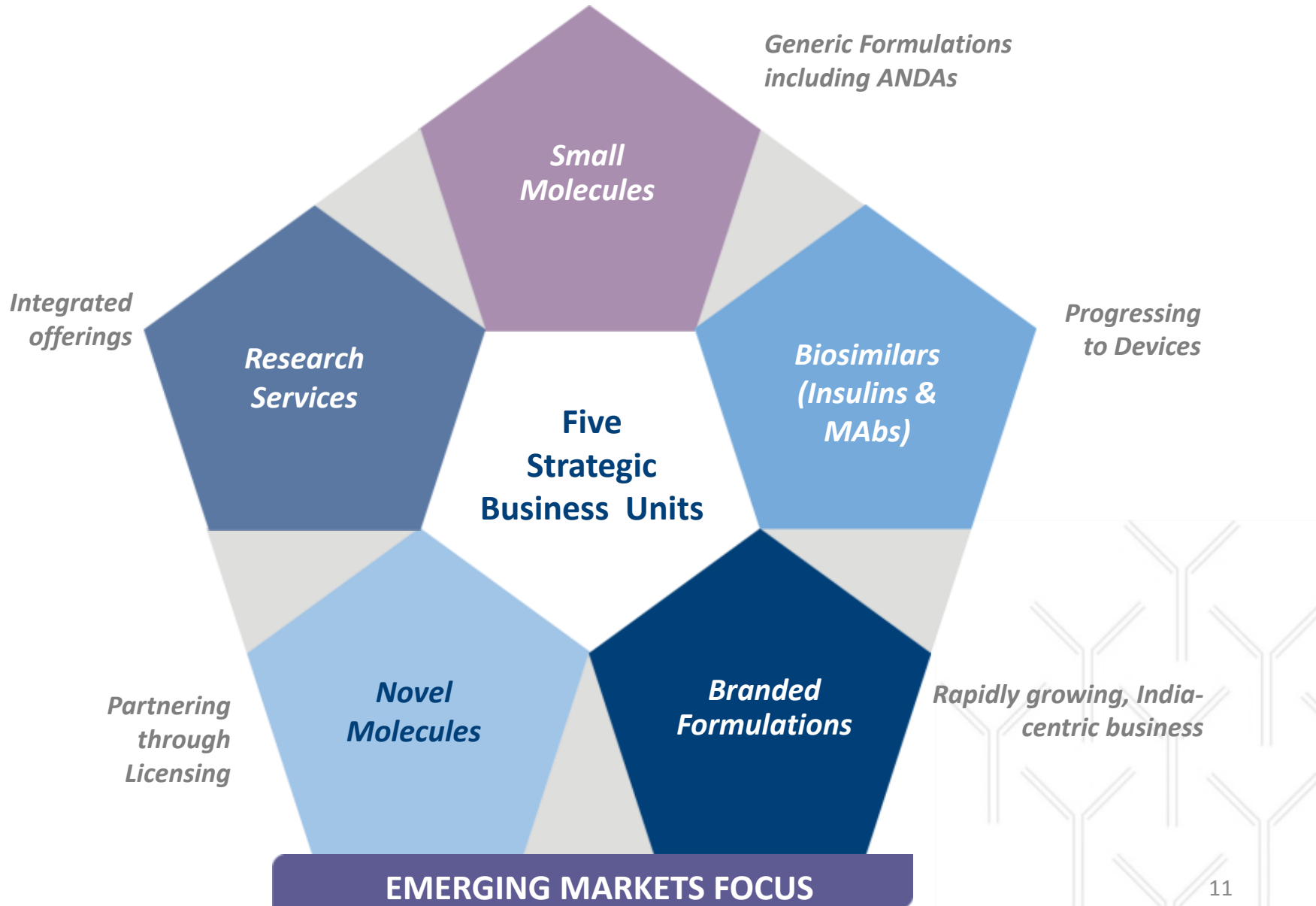


- **Post Graduate in Pharmacology, University of Mumbai**
- **MBA, Jamnalal Bajaj Institute, Mumbai.**
- **Over 25 years of experience in global pharma**
- **Wide marketing experience in India, Asia Pacific and other Emerging Markets with international companies like Novartis, GSK and Roussel Uclaf (now part of Sanofi).**
- **Played diverse roles in Marketing, Sales, Business Development, Corporate Strategy and M&A**
- **Prior to joining Biocon he was responsible for Specialty Business Franchise as well as Business Development and Licensing with Novartis, India**



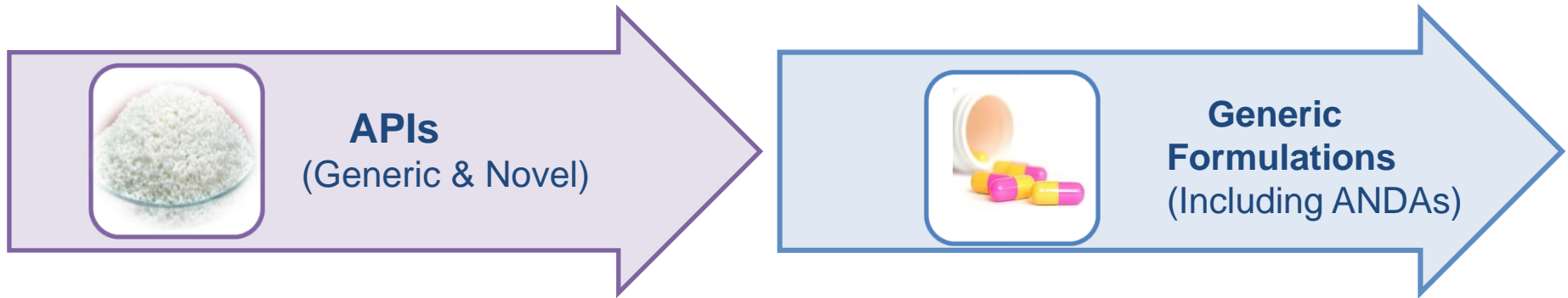
# BUSINESS HIGHLIGHTS





- **Good momentum in immuno-suppressants and Specialty Molecules**
- **Portfolio being optimized**
- **Focus on bottom line**
- **Moving away from commoditized business**





- Continued investments to forward integrate from APIs to generic formulations, including ANDAs
- First set of ANDAs to be filed in FY15
- Aim to build robust pipeline of difficult-to-make, technology-intensive molecules
- Focus on adding value to small molecules portfolio to complement biosimilars MABs and Insulins

- **Delivered strong growth led by robust exports**
- **Expanding global footprint, generic rh-Insulin approved in over 55 countries**
- **Augmented manufacturing capacities at Bangalore to support increase in demand**



# Malaysia Insulin Project on track

- Asia's largest integrated Insulins manufacturing facility coming up as planned
- To be commissioned in FY 15, Commercialization post regulatory approvals

## Drug Product Facility



## Drug Substance Facility




## CMD Meeting the team at Malaysia

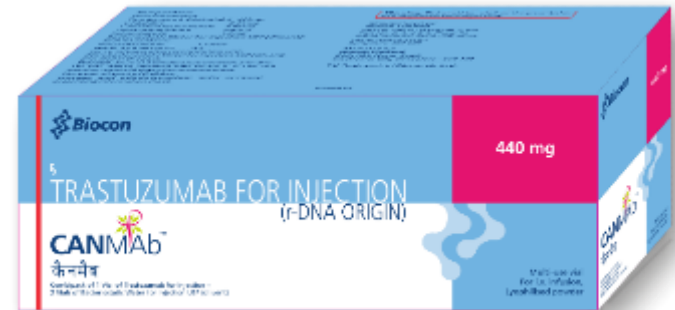


# Biosimilars: CANMAb™ - World's Most Affordable Trastuzumab Commercialized



- **CANMAb™ launched post regulatory approvals in India**
- **Benefits Her- 2 positive breast cancer patients as an affordable trastuzumab**

Now you can  **CANMAb™**  
Trastuzumab Injection 150 mg / 440 mg





- **Largest domestic Branded Biologics company**
- **FY 14 Revenue Rs 391 cr, Growth 13%**
- **Grew over twice the pace of industry growth of 6%**
- **Growth driven by flagship brands BIOMAb EGFR, Insugen and Basalog**
- **Over 40,000 patients initiated into Insupen therapy in FY14**
- **Focus on profitable growth, going forward**
- **Focus on Patient Service Model- Over 1 lakh patients visits conducted**



- Encouraging response from patients and physicians
- 100's of patients are being treated with ALZUMAb™ across India
- As a novel product, it needs significant promotional efforts to create awareness about its benefits



# Key Recognitions For ALZUMAb™



*Congratulations*  
to all Bioconites

Biocon has been conferred with the most prestigious **Sir J C Bose Memorial Award-2013** (Institutional category) by Indian Science Monitor (ISM) for its contribution in the field of Bio-technology, with special reference to the launch of **ALZUMAb (Itolizumab)**, the world's first anti-CD6 monoclonal antibody, developed by Biocon and launched in India for the treatment of chronic plaque psoriasis.

Mr. Shukrit Chimote, Vice President & Head, Branded Formulations received the award at the ceremony held on **8th Jan 2014** at **Bharatiya Vidya Bhavan Hall, Bangalore.**



**Sir JC Memorial Award 2013 for innovation to Biocon for developing ALZUMAb™**

## ALZUMAb™ awarded BioSpectrum Biopharma Product of the Year - 2013



Biocon's ALZUMAb™ wins BioSpectrum BioPharma Product of the Year - 2013



Hearty Congratulations to Team Itolizumab!  
ALZUMAb™ has been awarded the BioSpectrum BioPharma Product of the Year - 2013

## IN -105

- Shows clear efficacy as a prandial insulin in lowering post-prandial glucose levels
- Initial set of global trials underway in collaboration with BMS



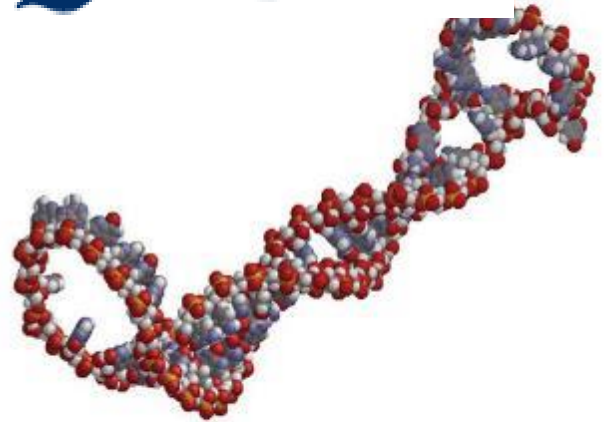
## ITOLIZUMAb

- Ongoing discussions with potential partners
- Preparatory work for trials for expanded indications underway



- **Licensing & Collaboration agreement for developing siRNA (small interfering RNA) based novel therapeutics**
- **Biocon & Quark to co-develop, manufacture & commercialize QPI-1007, a novel siRNA drug candidate, for India and other markets**
- **QPI-1007 has the potential to treat serious ophthalmic conditions in thousand of patients**
- **Biocon will get access to Quark's siRNA technology platform to develop novel therapeutics for unmet medical needs**

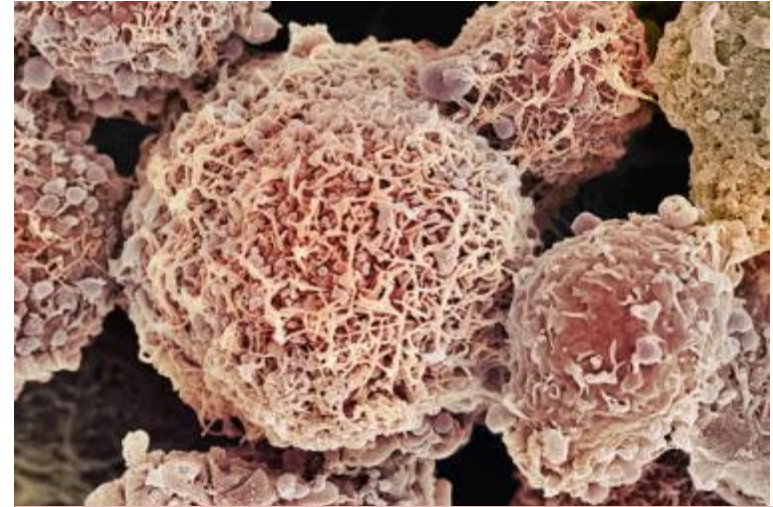
*Quark*



# Biocon Collaborates with Advaxis for a Novel Cancer Immunotherapy



- **Exclusive agreement to co-develop and commercialize ADXS-HPV for HPV-associated cervical cancer in India, other emerging markets**
- **Advaxis will manufacture and supply ADXS-HPV and Biocon will commercialize the product**
- **ADXS-HPV will enable Biocon to address unmet medical need in India for cervical cancer patients**
- **Biocon will get access to Advaxis' proprietary immunotherapy technology to develop novel therapeutics**



- **Cervical Cancer one of the leading causes of death in women in India**
- **Over 1,34,000 women diagnosed every year**
- **366 million women of the age of 15 years & above are at a risk of developing cervical cancer**
- **Through ADXS-HPV for HPV-associated cervical cancer we will be able to make a significant difference to these women**

**Robust growth at 28 %**

**FY 14 Revenue Rs 715 Crores doubled in three years ( FY 2011)**

**Strong growth across Chemistry, Biology and Clinical service platforms**

**Syngene:**

- **Baxter Global Research Center- Syngene's third large scale dedicated research center set up**
- **Successful US-FDA inspection of Syngene's quality system with no 483s**
- **Addition of scale and capacity - Phase I expansion of API pilot plant near completion -will allow Syngene to double its manufacturing capacity, a precursor to significant growth projected in FY15**

**Clinigene:**

- **Strong Order Book build up in HPU**
- **Development of a Center of Excellence for small and large molecule bioanalytical services augurs well for business**

# Baxter Global Research Center at Syngene



**Syngene**

A Biocon company

**Baxter**

- **Baxter Global Research Center (BGRC) at Syngene, Biocon Park inaugurated by Shri Ghulam Nabi Azad, the Minister of Health and Family Welfare, Govt. of India**
- **Collaboration for Research & Development of medical products and devices to serve patients both in India and around the world**
- **Over 100 multidisciplinary Syngene scientists will be based at this dedicated Center of Excellence**





# Biocon Ranked No 6 in Global Biotech Employers List

## Top Twenty Employers\*

2013 RANK	2012 RANK	EMPLOYER (GLOBAL HEADQUARTERS)	Innovative leader in the industry	Treats employees with respect	Is socially responsible	Has loyal employees	Has a clear vision	Does important, quality research
1	1	Regeneron Pharmaceuticals, Inc. (Tarrytown, NY)	•			•	•	
2	3	Genentech (South San Francisco, CA)	•			•	•	
3	2	Vertex (Cambridge, MA)	•	•			•	
4	-	AbbVie (North Chicago, IL)		•		•	•	
5	-	Eli Lilly and Company (Indianapolis, IN)		•	•		•	
6	19	Biocon Limited (Bengaluru, Karnataka, India)		•		•	•	
7	6	Millennium: The Takeda Oncology Company (Cambridge, MA)			•	•	•	
8	11	Novartis (Basel, Switzerland)	•			•	•	
9	7	Boehringer Ingelheim (Ingelheim, Germany)			•	•	•	
10	9	Biogen Idec (Weston, MA)	•			•	•	

**Only Asian Company to appear in the list**

– 2 years in a row now

**Debuted at # 19 last year**



**Recognized for**  
Clarity of Vision  
Being Socially responsible  
Quality Research

# Corporate Social Responsibility



# NEW INITIATIVES



# Nobel Laureate at Biocon Research Centre



- **Dr Harold Varmus Wing at Biocon Research Centre Inaugurated by him**
- **Addressed Biocon scientists on 'New Directions in Cancer Research' at BRC**



# Biocon Academy 1st batch commenced in Jan 2014



A batch of 30 students with varied background with KGI faculty at Biocon Academy

- **16 weeks full time one-of-its-kind Biocon-KGI Certificate program**
- **Aimed at making biotech graduates employable**
- **Advanced Learning and Job Skill Training**
- **Best KGI faculty and Subject Matter Experts from Biocon**
- **Technology based real time /synchronous classes**
- **Nine course modules will prepare students for the biotech companies**



- 1<sup>st</sup> batch graduating by end-May, ready for placements
- 2<sup>nd</sup> batch of Biocon KGI Certificate Program to be inducted in June

- Undergoing 16 weeks of intense Advanced Learning program
- 40 Hours of intensive interaction with local and international industry experts
- 80 Hours of industry visits, including IBAB, Bangalore
- 90 Hours of hands-on training at Biocon facilities
- 192 Hours of classroom sessions

## Partnered with Odisha government

- PPP initiative in collaboration with Odisha Trust of Technical Education and Training (OTTET)
- To set up e-Health centres in rural Odisha
- 51,000 villages to potentially get access to healthcare at door step
- To identify, train and provide technical assistance for setting up diagnostic centers
- To set up diabetes and cancer centres and link them with speciality hospitals and tertiary care institutions



## HEALTHCARE:

- **Oral cancer screening:** 5,000 high-risk people have been benefited
- **Over 600 women** underwent **Cervical Cancer screening** this FY
- **9 Arogya Raksha Clinics** witnessed consistent patient footfall
- Health checkups, nutritional supplements distribution and awareness workshops held for tackling **child malnutrition**

## EDUCATION:

- **100,000 children** received **maths work books**
- **Teachers' orientation program** covers > **400** govt school teachers
- **Pre-tests** conducted in **45 schools** to study impact of maths works books



## Infrastructure: Biocon Nagar

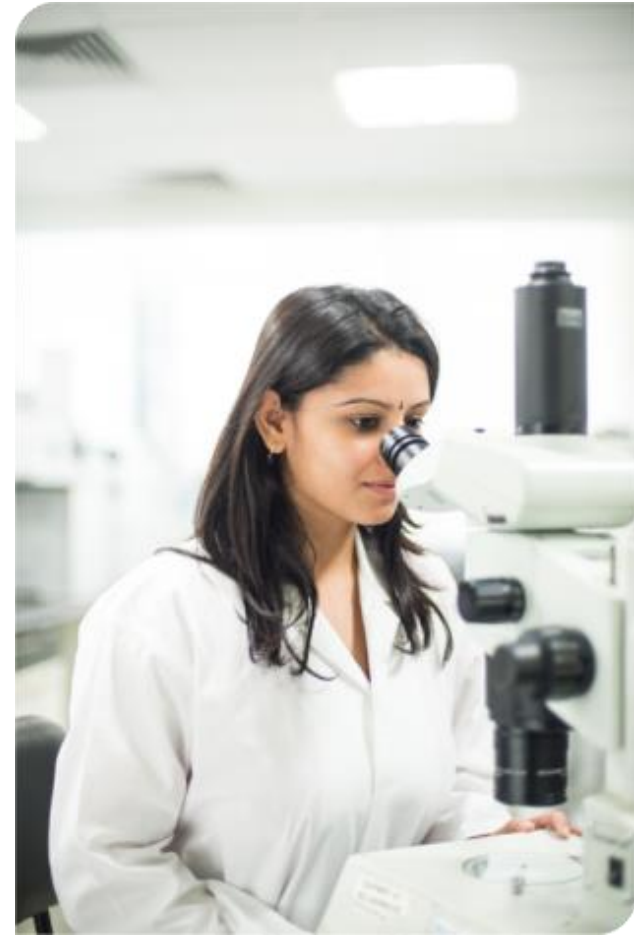
- **Many families** have moved into homes equipped with a **Solar Light, toilet and bathroom.**
- **Spoken English classes** being held for children
- **37 children from Grade 7 and above** attend these classes



# LOOKING AHEAD



- **Will continue to work towards our aspirational revenue target of U\$1 Bn for 2018**
- **Insulins, Branded Formulations and Research Services to drive near-term growth momentum**
- **First set of ANDAs to be filed**
- **Projects in development pipeline to progress to clinic**
- **Commissioning of the Malaysia Insulin facility to augment global business**
- **Novel molecule licensing could be a potential opportunity**
- **Outlook for FY15 continues to be positive as we balance revenue growth with R&D investments**



# THANK YOU



Reach out to Kiran Mazumdar-Shaw:

[kiran.mazumdar@biocon.com](mailto:kiran.mazumdar@biocon.com)

