



H1 FY 07

Biocon's Oncotherapeutics Division



- **Best oncology product specialists in the country**
- **Qualifications – B.Pharms / M.Sc. with specialty experience in Oncology**
- **Innovation and scientific ethos**
- **Market Penetration in all Tier I and Tier II cities in India**

BIOMAb EGFR – Best-in-Class Drug



- **1st Humanized anti-EGFR Monoclonal Antibody in the world**
- **1st Monoclonal Antibody produced and validated by clinicians in India**
- **Most validated target in cancer therapy**
- **Global consortium of Biocon partners include Germany, Japan, Canada, Austria, Italy, Cuba**

B.E.S.T -

Significant Efficacy in Head & Neck Cancer Patients



Response	h-R3 +CT+RT (n=20)		CT+RT (n=20)		p- value
	Number	%	Number	%	
CR	18	90	14	70	0.375
PR	2	10	0	0	0.489
SD	-	-	-	-	-
PD	0	0	6 (*2 DIED)	30	0.033
OR	20	100.00	14	70	0.020

Legend: CR:Complete Response, PR:Partial response, SD:Stable Disease, PD:Progressive Disease, OR: Objective response (OR = CR+PR). Patients who died did not show PD but have been included here 1 patient in each arm showing PD in lymph node attained CR after Salvage surgery

BIOMAb EGFR – Best-in-Class Drug

Best Safety profile in EGFR Class of MAb

Severe Adverse Events	Other MAb	BIOMAb EGFR
Skin Rash	88%	0%
Oral Mucositis Gd 3/4	56%	0%
Hypomagnesemia	50%	NR
Gd 3-4 Infusion reaction	3%	0%

BIOMAb EGFR – Best-in-Class Drug

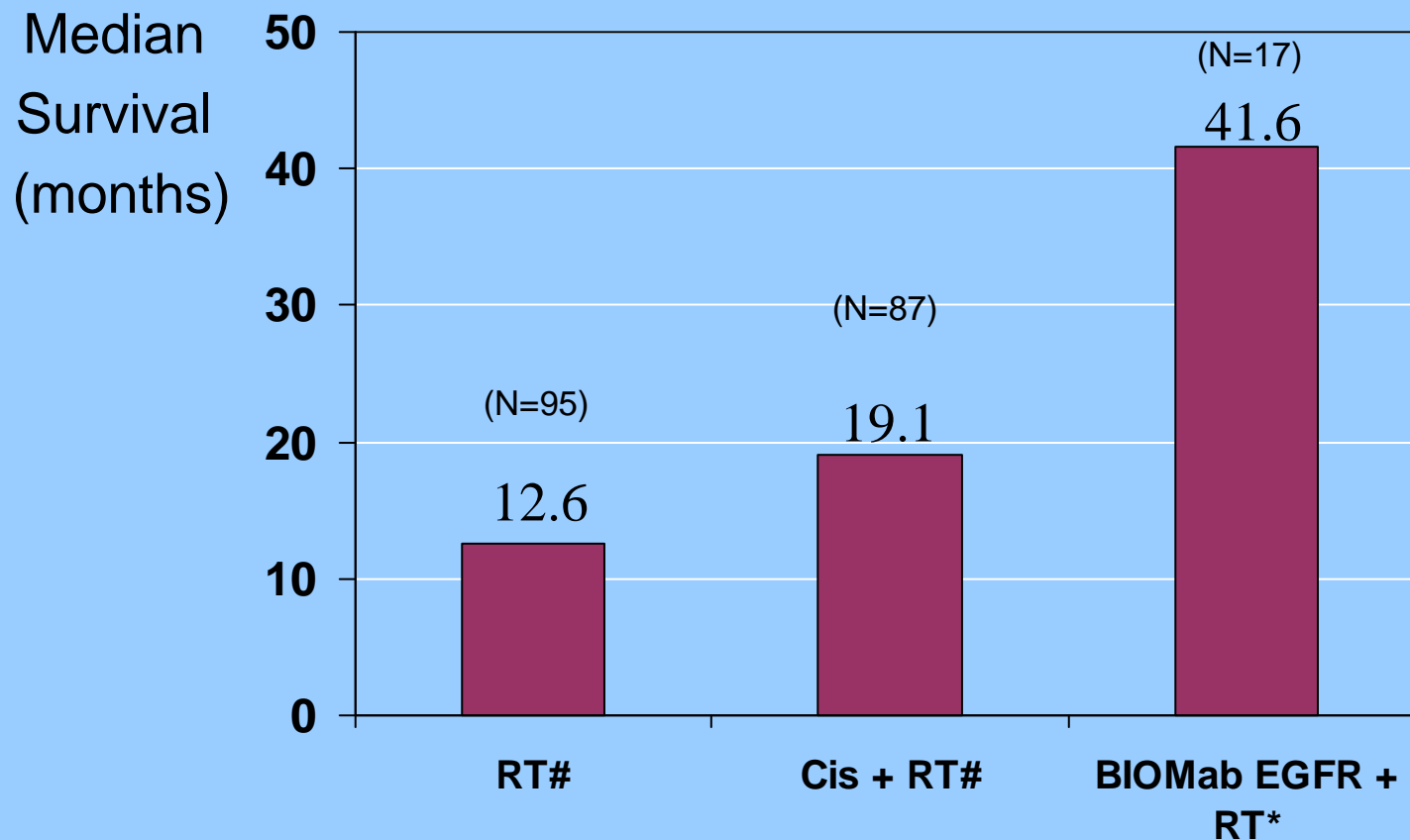


- Head & Neck Cancer ~ 2 Lac patients p.a.

- **Most Affordable**

MAb therapy in India

BIOMab EGFR™ : Better than Standard of Care



Adelstein et al: J Clin Oncol Vol 21, 2003:92-98

*Data In House, BIOMab without IMRT and without maintenance therapy

H1 FY 07

Financial Highlights

Performance Highlights : H1 – FY 07



Revenues **Rs. 463 crs** PAT **Rs. 84 crs**

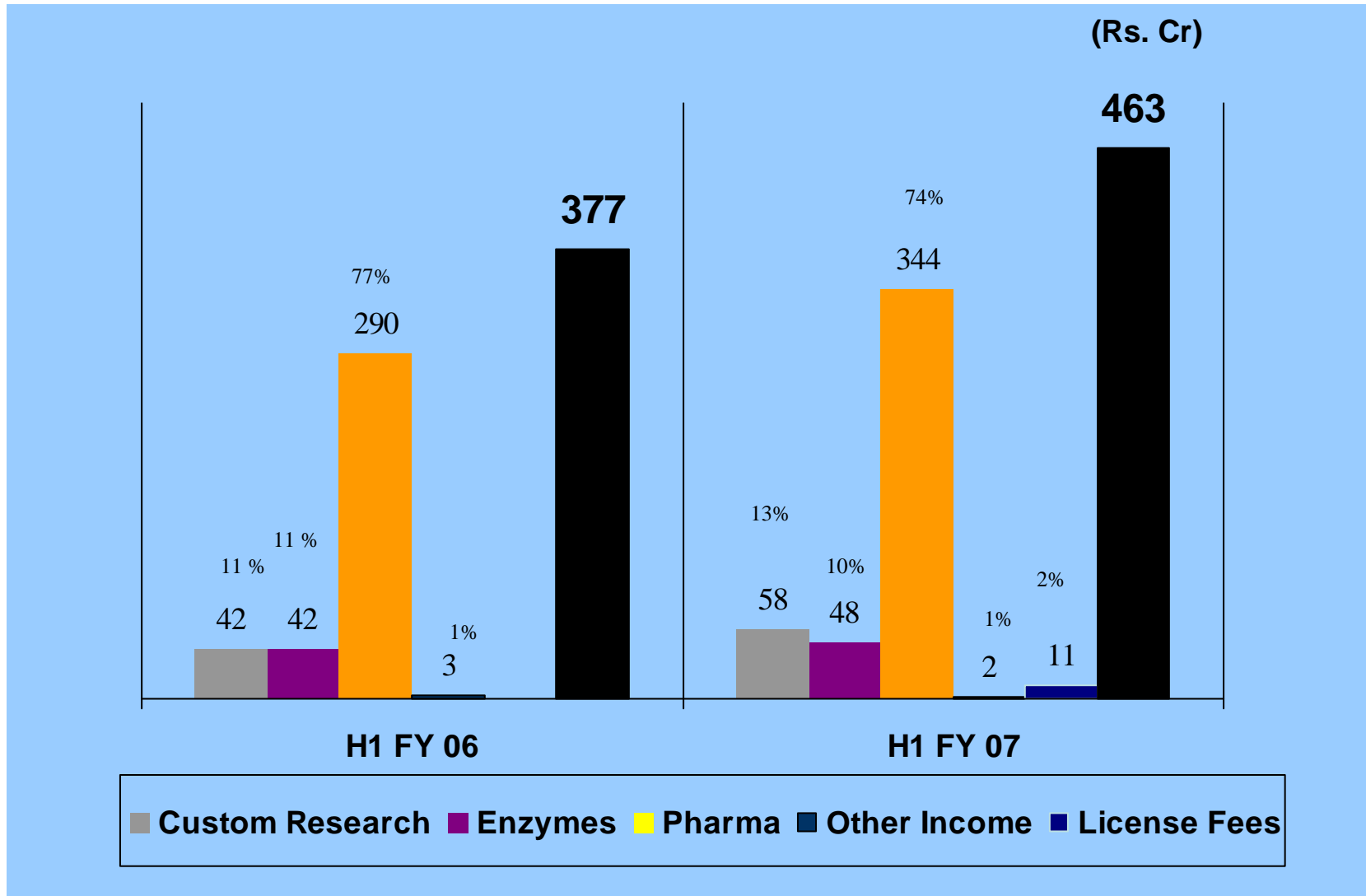
- Consolidated Sales grew by 23% over H1 – FY 06.
- Operating profits grew by 9% over H1 – FY 06.
- Profit after Tax showed a 2% increase over H1 – FY 06
- PAT margins sustained at a healthy 18%.
- Research Services and other Bio-pharmaceutical products performed strongly.
- Research services continued to deliver excellent growth in profitability in excess of 50%.

Performance Highlights : H1 – FY 07

Revenues **Rs. 463 crs** PAT **Rs. 84 crs**

- **Technology and licensing revenues contributed significantly to H1 financials.**
- **Biocon's discovery led Diabetes and Oncology research programs continue to make good progress**
- **Our pathbreaking monoclonal antibody, BIOMAb EGFR was granted regulatory marketing and manufacturing approval and was launched into the Indian market in September**
- **Extended marketing rights for BIOMAb EGFR**

Revenue Break Up



P & L : H1 - FY06 vs H1 - FY07

Particulars	(Rs. Cr)			
	H1 - 06	% on Revenues	H1 - 07	% on Revenues
Revenues	377		463	
EBIDTA	112	30%	122	26%
PBT	97	26%	89	19%
Tax	16	4%	6	1%
PAT	82	22%	84	18%
<i>(after minority interest)</i>				

Thank you