

## UNLCCK VALUE

Growth Through Integrated Research

**ANNUAL REPORT 2012** 

It is time to shift the debate – from high priced, advanced therapeutics to affordable innovation for better patient outcomes, from market strategies to medical solutions, from mitigating cost to unlocking value

The traditional R&D based pharmaceutical business model is experiencing unprecedented challenges, leading to an overall slowdown in productivity and growth. Faced with stalling R&D outcomes, rising development costs, depleting pipelines and diminished earnings, the industry needs to fundamentally reinvent and charter new strategies to unlock value.

What we witness today is the emergence of biopharma as a promising scientific platform for future therapeutics that are more sustainable. In order to unleash the potential of biopharma and to seek new growth avenues through innovation, global pharma and biotech companies are actively pursuing internal realignments and external convergences.

In this emerging landscape, patient needs and their perceived value of new medicine have begun to take centre stage, driving biopharma to harness cutting edge science and new operating models that provide affordable and value added solutions for chronic diseases, through a focused portfolio approach. Biopharma's ability to deliver will, however, hinge on complementary bio-value networks, led by multiple global partnerships. These strategic alliances will enable the sector to optimize and recombine capabilities in order to restore competitive advantage and bring value based medicines to market.



Biocon has evolved its business model to unlock value in this unfolding bioeconomy. We have built five powerful growth accelerators based on our differentiated competencies in discovery, development and commercialization. These future strong drivers represent Biocon's risk balanced strategy, underpinned by agile network connections, a robust pipeline and a timely 'emerging markets' orientation.

For this Annual Report, we highlight one high value growth accelerator: **Integrated Research Services.** 

Syngene and Clinigene, India's longest standing contract discovery and development platforms have over time, evolved from being 'fee for service' providers, to becoming integrated, collaborative and strategic partners with global biopharma enterprises. Together, they have successfully supported the industry's quest for innovation and enhanced R&D productivity. Today, they profile India's emergence as a high quality integrated research and development destination, for both small molecules as well as biologics.

As outstanding science led, client centric performers, both companies are poised to unlock substantial value for Biocon, its partners and patients, the world over.

### Our Growth Accelerators

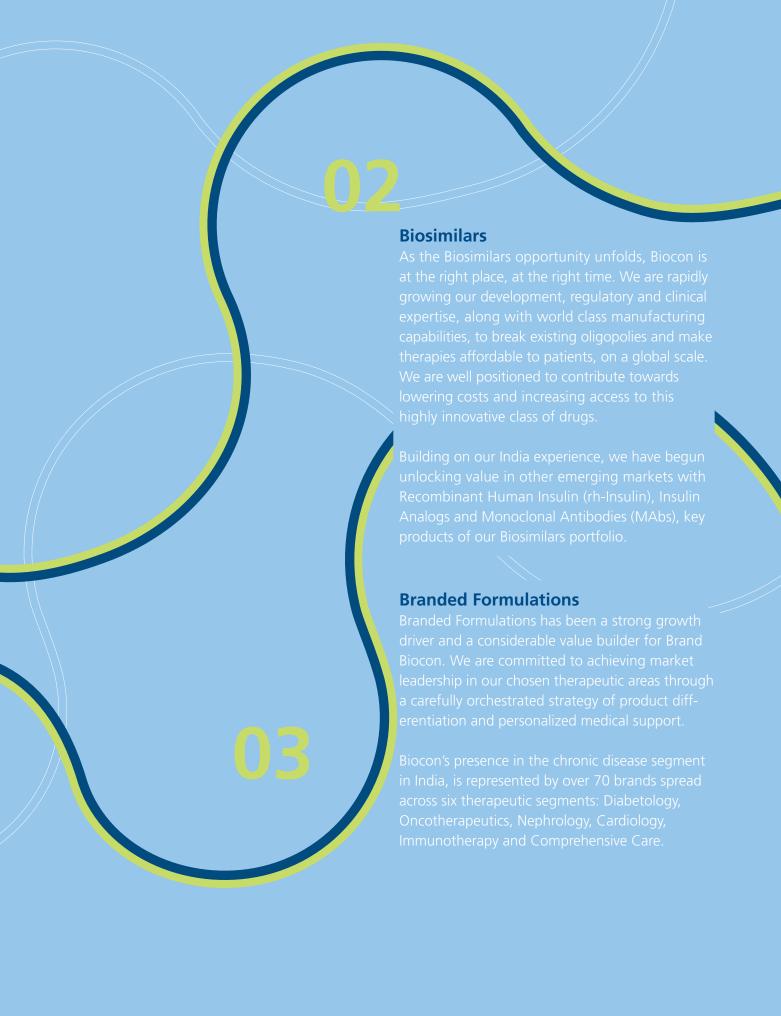
Biocon has shaped its business into five key growth verticals with the aim to deliver sustainable long term value for patients, partners, healthcare systems across the globe and its esteemed shareholders.

- **01 Small Molecules**
- 02 Biosimilars
- **OB Branded Formulations**
- **04 Novel Molecules**
- **05 Integrated Research Services**

#### **Small Molecules**

Biocon's Small Molecules strategy, driven by its Active Pharmaceutical Ingredients (APIs) business has reached an inflection point. Investments in technology platforms to create a differentiated API portfolio are yielding rich rewards.

We now seek to enter the next phase of growth by front ending this business through dossiers, ANDAs and 505 (b)(2) filings.



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### **Novel Molecules**

To realize the full potential of our key advanced R&D assets, we plan to unlock value by taking our most promising novel molecules to proof-of-concept, before exploring global partnerships

We are also pursuing several other assets in diabetes, oncology and autoimmune diseases with enormous potential through development, licensing and commercialization.

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## Chairman's Review

Dear Shareholders,

Affordability is at the epicenter of the global healthcare debate and it is clear that drug innovation and therapy cost must interact effectively in a new financial matrix. Biocon's business strategy of delivering affordable innovation is well aligned with this emerging paradigm.

