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Biocon a $1 billion enterprise by FY18: Dr Kiran Mazumdar

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Biocon a $1 billion enterprise by FY18: Dr Kiran Mazumdar



Biocon's CMD Dr Kiran Mazumdar-Shaw, today hosted an exclusive conference call for media fellows declaring the company's Q3 results for FY14.

"We are judiciously looking at our products in the biopharmaceutical business to ensure we sustain the improved margin. Biopharmaceutical grew moderately only by 4% because during Q2 the revenues spiked largely contributed by global tenders that we won. This particular quarter didn't see much contribution from global tenders, given the fact that these tenders happens only at certain times of the year. In the next quarter, this aberration that we see will be corrected as we move ahead," opined Dr Kiran.

Dr Kiran revealed that the company's R&D spend has been relatively low.

"We have incurred roughly 20-21 crore R&D expense which is sharply down from our previous two quarters where we spent 40 crore and upwards. This aberration is largely of the fact that our clinical trials environment in the country which has put many of our clinical trials on hold," she added.

At the same time, Dr Kiran expressed much satisfaction on clinical trials program that are making good progress in other countries.

"The outlook for the next quarter looks very good and I'm confident that we'll end the year on high," she added.

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Commenting on the major challenges faced by the company, she said, "It is challenging in terms of increase in R&D providing growth opportunities. The real growth will only come from the following FY very largely from our insulin business as we open our Malaysian facility."

Dr Kiran considers that the actual contribution from the Malaysian plant will only begin from FY16, as it will be opened during FY15.

"Until then, we are trying small increment expansion, but the real exponential growth will come only when the Malaysian facility is thrown open," she further added.

Currently, Biocon is carrying out several clinical trial programs in other countries which she refused to comment on. The trials are now being executed in the US and Europe.

"As a result, we face an exponential increase in the cost of conducting clinical trials. This is where we are concerned. And the Indian government is just not doing anything," she expressed.

Dr Kiran revealed that the company is seeing a high attrition in the sales and marketing base, which is very common.

Talking to *BioSpectrum* on the pricing criticisms on CANMAb and Biocon's future collaborations, Dr Kiran Mazumdar added, "First and foremost we have done a great service to patients by slashing the prices. Our reference product hardly gave access to very manyÂ patients in the country. We also have come up with a 150mg presentation of CANMAb, which made the product even more affordable. We'll further still bring the price down in the future. Right now, our collaborations is with Quark Pharmaceuticals and Advaxis. We are on the lookout for moreÂ partnerships. We'll announce them as and when we collaborate."

When *BioSpectrum* asked about addition of new modules to the Biocon Academy programs, she commented, "In the first year, we want to train at least 100 candidates, and 30 of them are already on board. We have a placement cell where we'll assist students getting placed in the industry. Right now, the modules make up the program and we'll add other programs if the need arises."

CANMAb will gain registration in few other markets like Middle East, North Africa and South-East Asia.

We are absolutely on track to make Biocon a $1 billion enterprise by FY18, revealed Dr Kiran.

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