



research
touching tomorrow

Bilcare
Research

Corporate Overview

Contents



Bilcare Overview



Our Objective

Vision

Delivering Innovation – Transforming Lives

Values

Speed

Proactive and swift action
is our mantra

Innovation

Our constant approach at
all levels is to seek better
ways of listening, thinking
and doing - making our
offerings meaningful and
impactful

Happiness

We are motivated by our
customer's success and
happiness of our
stakeholders.

Business Overview

Market position

Leading provider
of Research
based
Innovative
packaging
solutions

Revenues

USD 550 million
in revenues

Customers

Over 2500
customers
globally

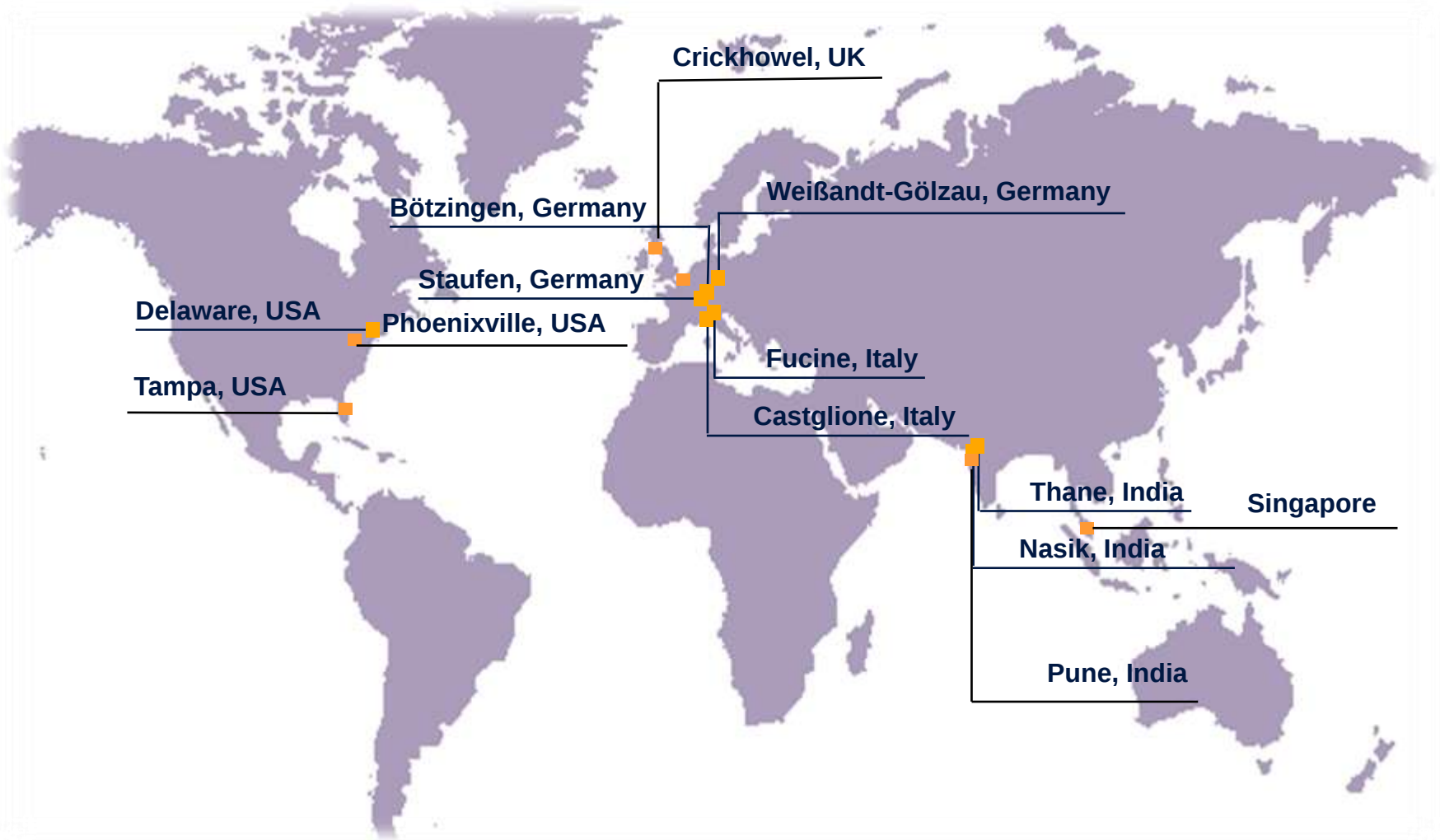
Global Footprint

Plants in 13
locations across
Europe, US and
Asia

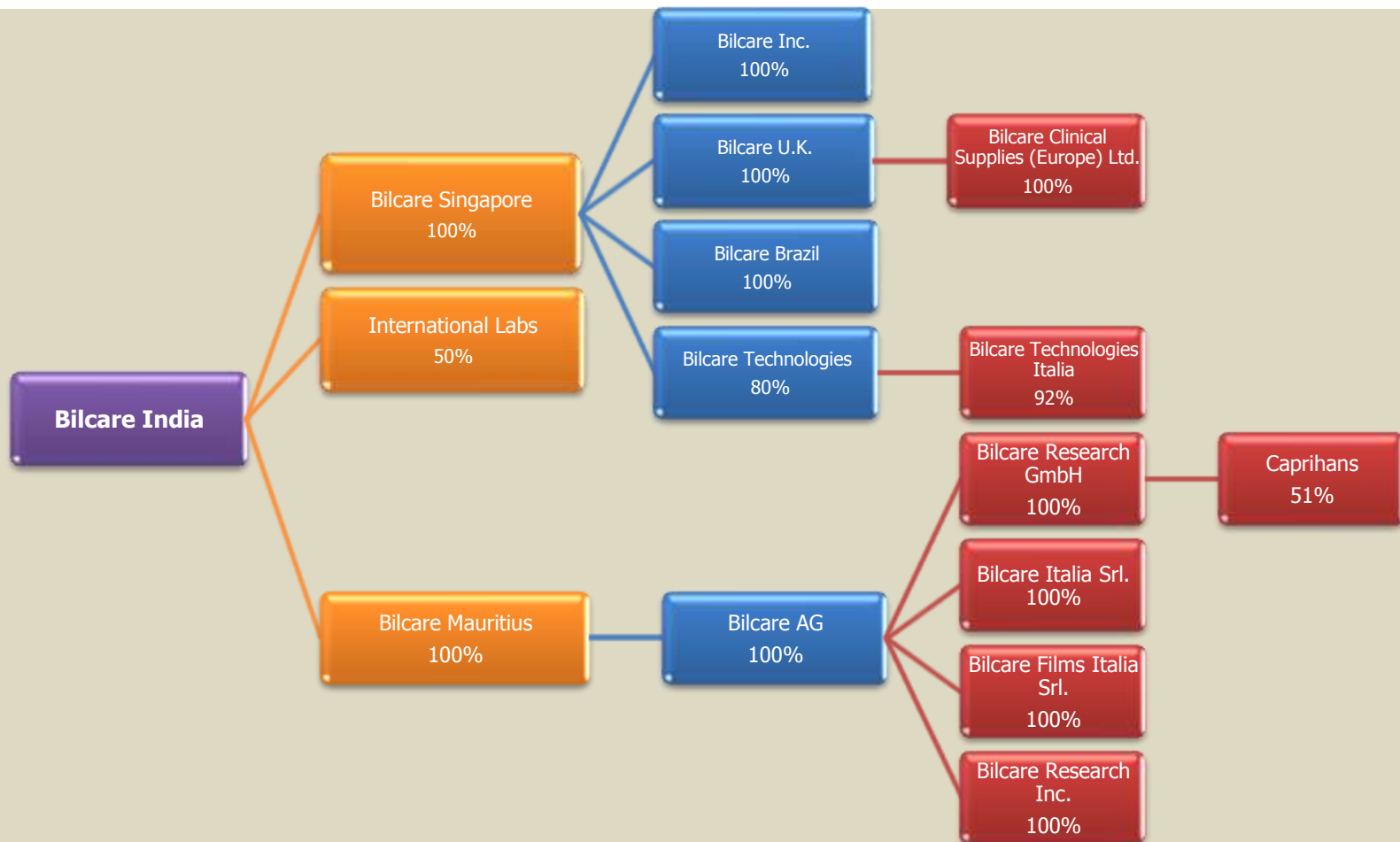
People

Team of 2300
strong
professionals
globally

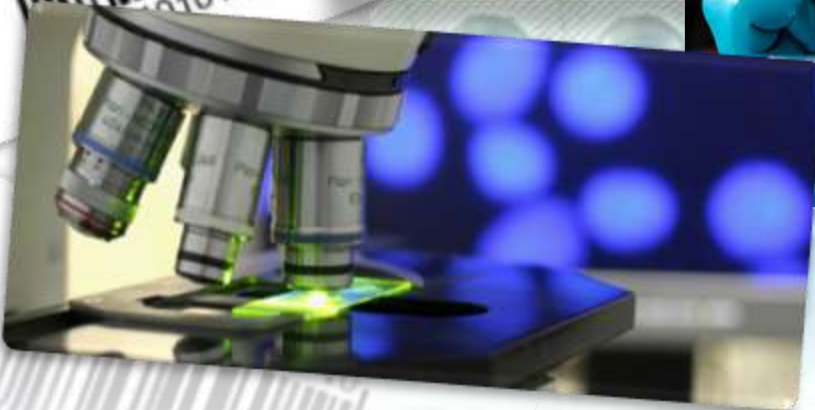
Global Presence



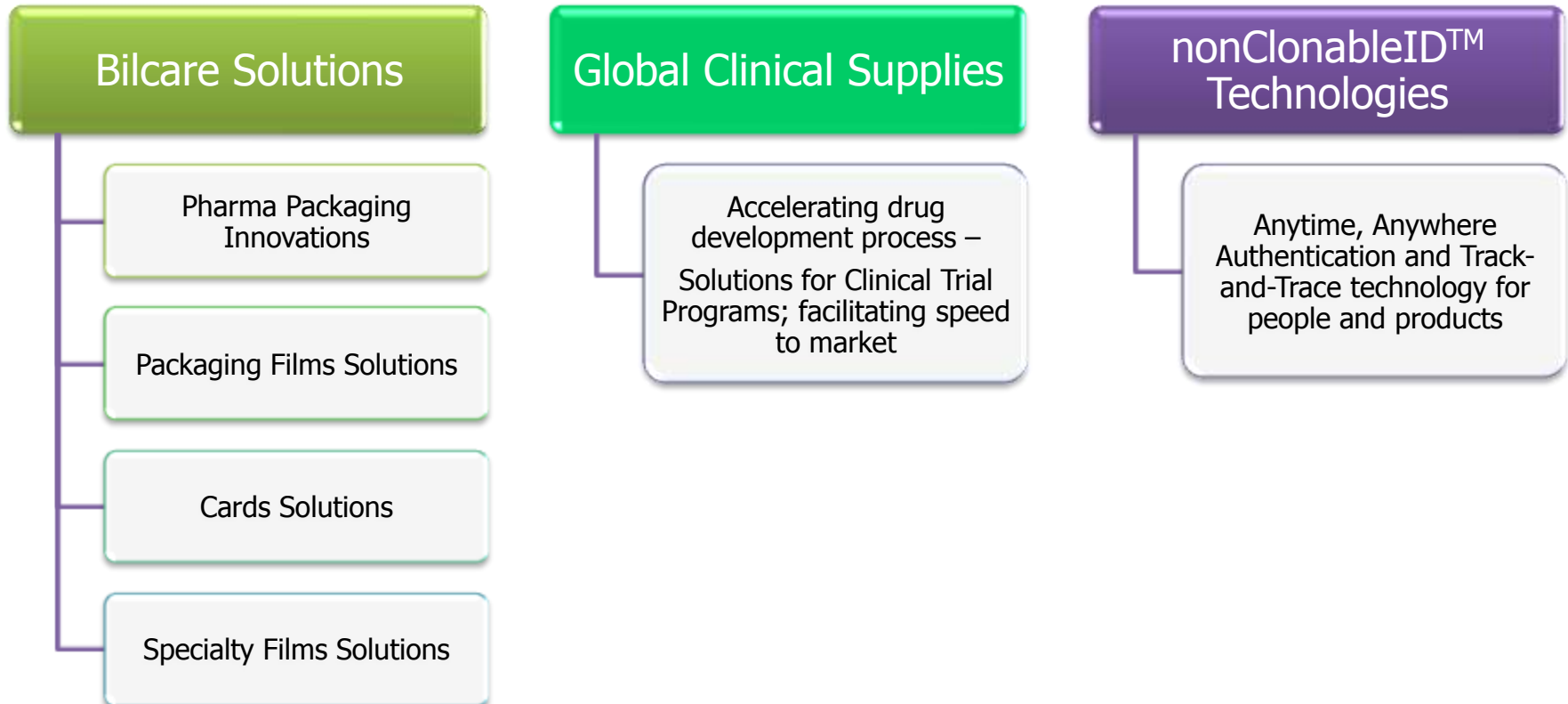
Corporate Structure



Businesses



Business Verticals



Bilcare Solutions

Pharma Packaging Innovations

Pioneers in providing a wide range of pharmaceutical films & foils, to suit the sensitivity of the drug and strengthen its brand equity

Packaging Films Solutions

Leading suppliers of wide range of rigid Mono and Multilayer films for Food & FMCG industry

Cards Solutions

High quality cores and overlays for all kind of cards for Banking, Mobile, Loyalty, Club Memberships, Casinos etc.

Specialty Films Solutions

High quality Films for sectors such as Printing/ Decoration, Shrink films, Visual packaging, Technical applications, Office materials and Furniture



Global Clinical Supplies

End-to-end clinical supplies management services; facilitating speed to market

Bilcare GCS provides:

- Protocol design
- Regulatory compliance & patient safety
- Batch manufacturing
- Packaging design
- Clinical packaging and randomization
- Storage and global distribution
- Returns management

Distinctive services to customers in the area of product formulation and development

- Opportunity to more rapidly and effectively conduct clinical trials, thereby enhancing the speed to market of pharmaceutical products



nonClonableID™ Technologies

Anytime, Anywhere
Authentication and Track-and-
Trace technology for people and
products.

Wide range of Applications

- Security & ID Cards
- Document Security
- Currency Security
- Pharmaceutical
- Medical Compliance
- Agrochemicals
- High-value components
- Fashion & Luxury goods

nonClonableID™ Benefits

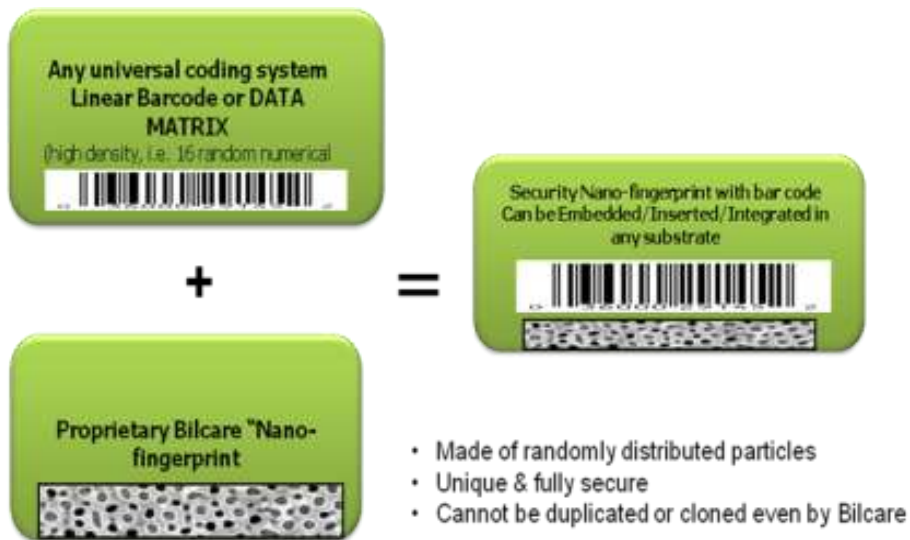
- Better visibility throughout the supply chain
- Reliable brand and asset protection
- Real-time authentication
- Efficient Inventory management
- Prevents product diversion and entry of fake products in the supply chain



Businesses

nonClonableID™ Technologies

Authentication and Track 'n' Trace
Anytime, Anywhere



How is it made?



How does it work?

Business Strategy



Addressing Challenges

Compliance

Counterfeit

Communication

Convenience

Cost

Bilcare
Packaging
Solutions

Global
Clinical
Supplies

Regulatory hurdles

R&D and Innovation pipeline deficit

Lack of patient population for enrollment

Brand Protection

Lack of Authentication tools

Revenue & Profit leakages

Security threats

nonClonableID™
Technologies

Financial Overview



Profit & Loss Statement

₹ Crores

Particulars	31.03.2009 Audited (12 months)	31.03.2010 Audited (12 months)	31.03.2011 Audited (12 months)
Revenue (Including other Income)	863.73	1065.80	2328.82
Contribution	389.36	474.71	1023.95
% of Revenue	45.08%	44.54%	43.97%
Fixed Expenses	195.14	214.80	647.03
EBITDTA	194.22	259.91	376.92
% of revenue	22.49%	24.39%	16.19%
Interest	39.26	43.89	91.75
Depreciation	37.84	53.55	85.91
PBT	117.12	162.47	199.25
Tax	34.18	45.52	49.79
PAT	82.94	116.95	149.46

Balance Sheet

₹ Crores

Particulars	31.03.2009 Audited	31.03.2010 Audited	31.03.2011 Audited
Equity capital	17.21	22.69	23.55
Net worth (including deferred tax)	577.15	967.12	1248.32
Debt	950.46	599.32	1219.73
Total	1544.82	1589.13	2491.60
Net Fixed Assets	844.35	887.91	1443.92
Investments	145.46	0.00	0.23
Net Current Assets	531.49	673.99	1023.18
Misc. Expenses	23.52	27.23	24.27
Total	1544.82	1589.13	2491.60



Thank you!

visit us at www.bilcare.com