

Ahead
of the curve



39th Annual General Meeting

CHAIRPERSON'S SPEECH

July 28th, 2017
Biocon Research Centre

Kiran Mazumdar-Shaw
Chairperson & Managing Director

Welcome

Biocon has crossed many
important milestones and
emerged

'Ahead of the Curve'



- **Biosimilar Trastuzumab & Pegfilgrastim** accepted for review by US FDA & EMA
- **Insulin Glargine** launched in **Japan**; 1st biosimilar from India
- **Insulin Glargine** accepted for review in EU, Australia & Canada
- **HERITAGE study** data on biosimilar Trastuzumab published in *JAMA*



- Greenfield insulins manufacturing facility in **Malaysia** commercialized
- Biocon's **Insugen**[®] is **1st** locally made biosimilar approved for sale in Malaysia
- Key clinical study for subcutaneous version of **Itolizumab** in Australia made good progress
- **Syngene** set up two additional Dedicated R&D Centers for **Amgen & Herbalife Nutrition**
- Biocon ranked among **Top 10 Global Biotech Employers** by *Science Careers* magazine



**Invested in the
Promising Future of
Biologics
To Enable Affordable
Access Globally**



Capital Intensive

R&D Intensive

**Regulatory
Complexity**



Biologics: At The Cutting Edge

Of the Top 15 Global
pharma brands by
revenue in 2016

10

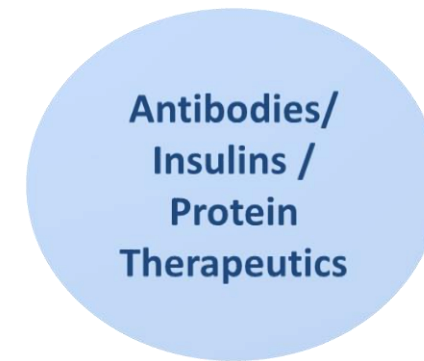
were biologics*

Worldwide biotechnology
drug market in 2022
projected to grow to

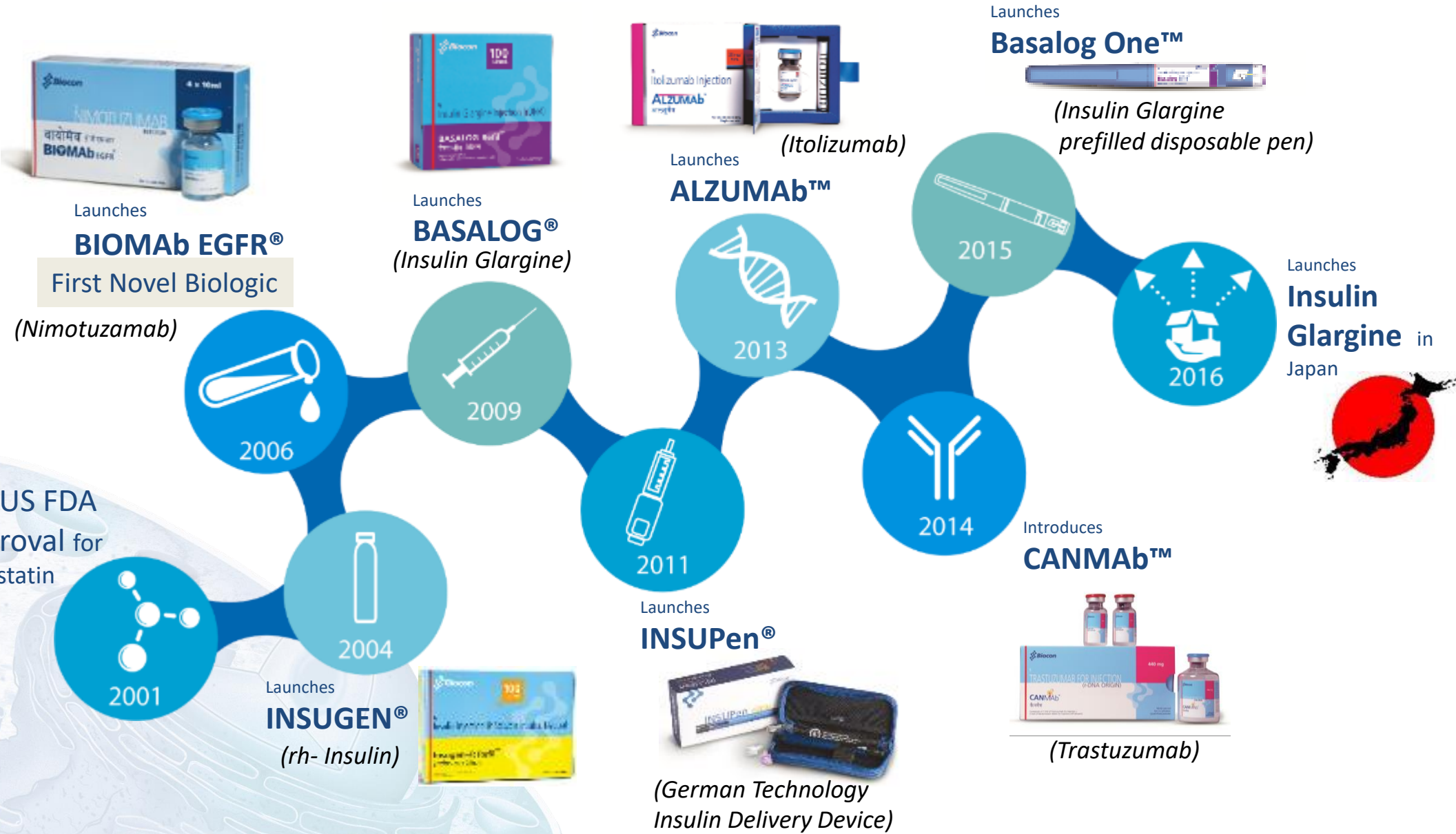
US\$ **337**
billion

Global biosimilars market
in 2020 projected to be
between

US\$ **25-35**
billion



Biocon : Pioneering Biologics Player in India



Launches **BIOMAb EGFR®**
First Novel Biologic

(Nimotuzumab)



Launches **BASALOG®**
(Insulin Glargine)



Launches **ALZUMAb™**
(Itolizumab)



Launches **Basalog One™**
(Insulin Glargine prefilled disposable pen)

Launches **Insulin Glargine** in Japan



First US FDA approval for Lovastatin

Launches **INSUGEN®**
(rh- Insulin)



Launches **INSUPen®**



(German Technology Insulin Delivery Device)

2014

Introduces **CANMab™**



(Trastuzumab)

2015

2016

2017: Biosimilar **Trastuzumab**
& **Pegfilgrastim** accepted for
review in **US**;
Glargine accepted for review
in **EU**



First to file regulatory
applications for proposed
biosimilar **Trastuzumab**
in both **US & EU**

2016: Biosimilar **Trastuzumab**
& **Pegfilgrastim** accepted for
review in **EU**

1st Proposed Biosimilar Trastuzumab to be Recommended by ODAC



Mylan and Biocon Teams



FDA Oncology @FDAOncology · Jul 14
#ODAC votes 16-0 in favor of trastuzumab biosimilar for HER2-positive metastatic or adjuvant breast cancer #bcsm

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BloombergQuint @BloombergQuint · Jul 14
Biocon says U.S. FDA advisory committee favours nod for proposed biosimilar, reports @Shubhada03
goo.gl/NE5Hos



Biocon gets crucial recommendation for biosimilar Trastuzumab in US



Mylan-Biocon's breast cancer biosimilar gets USFDA panel nod



Biocon's breast cancer biosimilar gets FDA nod

TIMES NEWS NETWORK



STOCKS SURGE TO RECORD HIGH Approval takes Biocon closer to getting FDA's marketing approval for trastuzumab, which has a multi-billion-dollar market globally

US FDA Panel Nod for Biocon Breast Cancer Drug Biosimilar



USFDA panel clears Biocon-Mylan breast cancer drug

Consolidating Market Leadership in Insulins



Commenced commercial supplies from 1st overseas insulins manufacturing facility in Malaysia

3-Yr, MYR 300 Mn
Contract from
MoH, Malaysia to
Supply rh-Insulin



rh-insulin: 1st locally manufactured
biosimilar product to be sold in
Malaysia

INSULIN TREGOPIL

Filed Clinical Trial Application with Indian regulator for pivotal Phase III Study

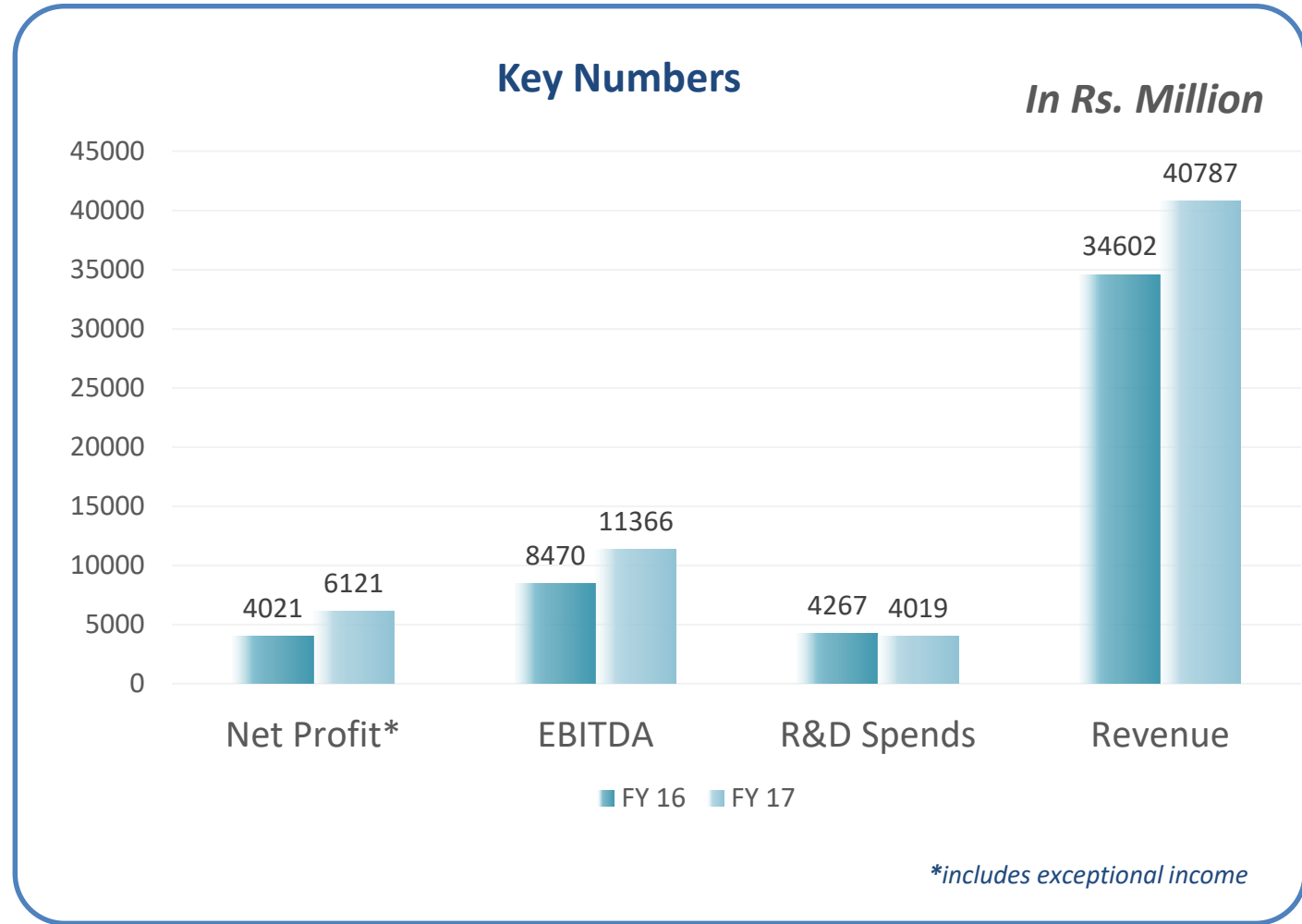
ITOLIZUMAB

Encouraging progress in tests with subcutaneous form of novel anti-CD6 antibody



Financial Highlights

SEGMENT	FY17 (Rs. Million)	Growth (%)
Revenue	40,787	18%
Biologics	5,793	43%
Small Molecules	16,330	12%
Branded Formulations	5,489	24%
Research Services	11,604	7%
Net Profit*	6,199	54%



**includes exceptional income*

Quality: Unwavering Focus

Received approvals from:

ANVISA (Brazil)

COFEPRIS (Mexico)

MCC (South Africa)

NPRA (Malaysia)

Ministry of Health, Ukraine

Ministry of Industry and Trade (Russian Federation)



Underwent **10+**
international regulatory audits in FY17
to receive respective cGMP approvals

Best Employer Brand



Top 10

Listed among Best Global Biotech Employers*
(**Science Careers* magazine)

~50%

Employees under 34 years of age

~65%

Rise in senior level appointment last year

150

Interns offered jobs from 650 who interned last year.

~30%

Rise in hiring in last financial year.

~12%

Increase in Biocon Malaysia manpower to 500 employees.



Smart Clinic

Mallathahalli PHC converted into eLAJ Smart Clinic as part of a collaboration between Biocon Foundation and Govt of Karnataka;



Mr. K.R. Ramesh Kumar, Minister for Medical, Health and Family Welfare, Karnataka, inaugurated the clinic in February, 2017.

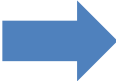
Strengthening Primary Healthcare Delivery in India through eLAJ model



- **14 eLAJ Smart Clinics** across 30 gram panchayats in Karnataka & Rajasthan.
- Patient footfalls up by 50% to **9,000+ per month**

Biocon Volunteers to Revive Hebbagodi Lake

BEFORE



AFTER



Biocon Academy Adding Value, Enhancing Skills



- Over **300** students graduated from Academy in short span of **3** years
- **100%** placement in leading life sciences companies
- **35+** companies participated in campus placement programs



Biocon-KGI Program Alumni Meet

- **Expect approvals for biosimilars in several global markets**
- **To expand commercial footprint for biosimilars in key emerging markets**
- **Will continue to invest in progressing our R&D programs for novel biologics & biosimilars**



We Are in a Humanitarian Business of Making A Difference to People's Lives



Thanks for The Trust You Have Put in Us!

Thank You



www.biocon.com

