



Q3 FY24 Earnings Call

February 9th, 2024



Relentless Pursuit.
Differentiated Growth.





Safe Harbor Statement

Certain statements in this release concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global biotechnology and pharmaceuticals industries, increasing competition in and the conditions of the Indian biotechnology and pharmaceuticals industries, changes in political conditions in India and changes in the foreign exchange control regulations in India. Neither the company, nor its directors and any of the affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after this date or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.







Financial Highlights: Q3 FY24

Consolidated (in ₹ Cr.)	Q3 FY24	Q3 FY23	YoY %	
Total Revenue ¹	4,519	3,020	50	Biosimilars +65% Research +9% Generics -7%
Core EBITDA ²	983	1,069	(8)	
% Margin	27%	36%		
EBITDA	1,492	723	106	Net R&D spend at ₹329 Cr, representing 11% of revenues ex- Syngene
% Margin	33%	24%		
Profit Before Tax (Before exceptional items)	787	246	220	Increase in depreciation, amortization and interest expense by ₹ 260 Cr, primarily related to acquisition of Viatris' biosimilar business
% Margin	17%	8%		
Net Profit (Before exceptional items)	644	140	360	Increase in minority interest due to dilution of shareholding in Syngene and Biocon Biologics on account of the Viatris deal
Net Profit Margin %	14%	5%		

¹ Includes income from divesture of two non-core Branded Formulations India business units in Biocon Biologics of 350 crores and gain from Biocon's stake dilution in Bicara Therapeutics of 456 crores

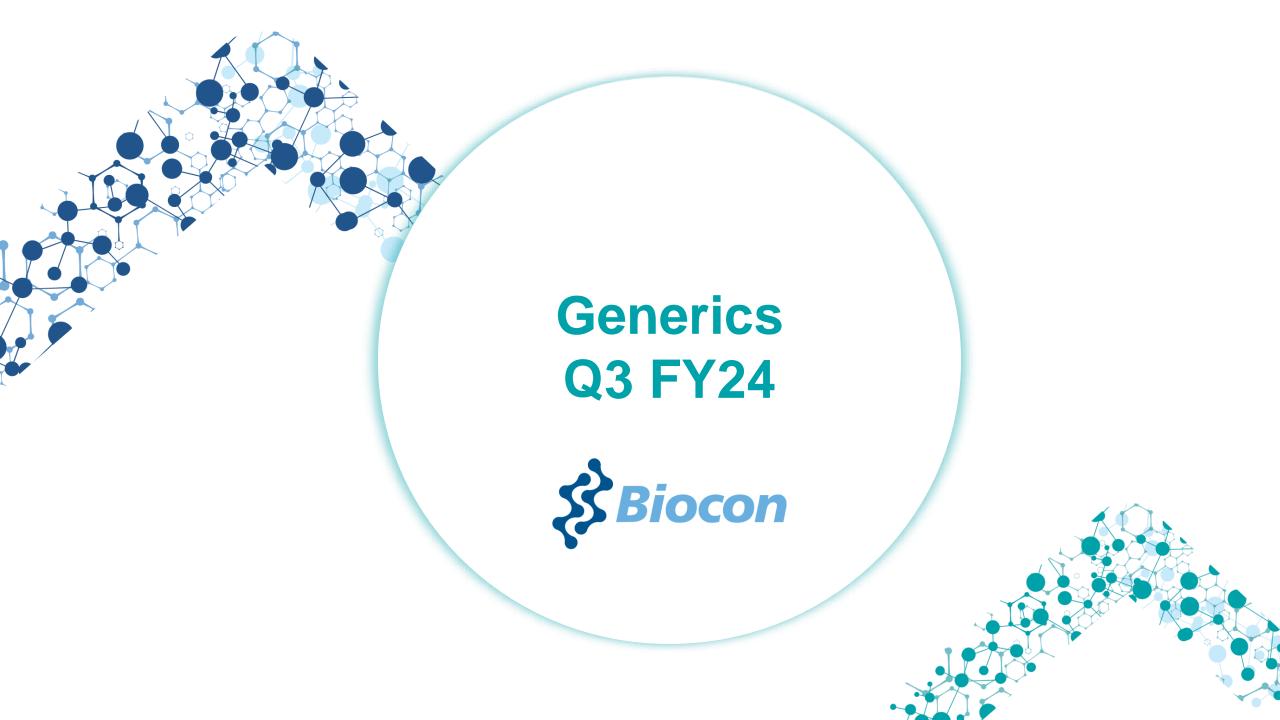
² Core EBITDA defined as EBITDA before forex, dilution/ fair valuation gain in Bicara, R&D, licensing income, sale of non-core BFI assets and mark to market movement on investments.



Financial Highlights: Q3 FY24

Consolidated (in ₹ Cr.)	Q3 FY24	Q3 FY23	YoY %	
Net Profit (before exceptional items)	644	140	360	Exceptional items:
Exceptional Items (net of tax and minority interest)	16	(182)		 Q3 FY24 Gain on carrying value of existing contractual receivable arrangement; offset by Impairment of intangibles associated with a product in certain territories & inventory provision Transaction costs related to Viatris transaction & the Stelis facility acquisition Q3 FY23 Deal related expenses of the Viatris transaction
Net Profit (Reported)	660	(42)		





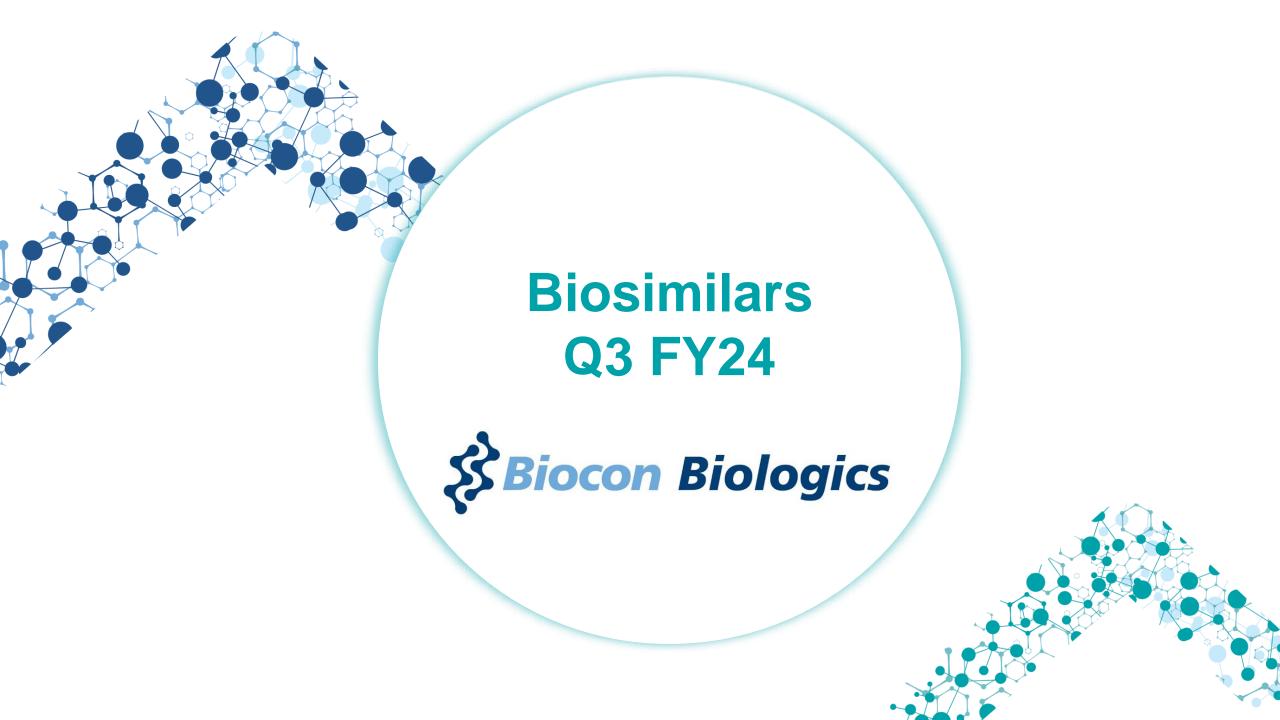


Biocon Generics: Q3 FY24 Highlights

- Consistent steady/ growth in Generic Formulations business
- Received first Generic Formulation approval in China, for Mycophenolate Sodium
 - Vizag receives CEP from EDQM, the European regulator
 - Peptides facility in Bengaluru successfully completes validation activities
 - Process validation begins in Hyderabad for synthetic APIs

In INR Cr	Q3 FY24	Q3 FY23	Q2 FY24	YoY %	QoQ %
Segment Revenue	703	760	676	(7)	4
Core EBITDA	154	168	158	(8)	2
% of revenue	22%	21%	23%		
PBT	50	72	66	(30)	(24)
% of revenue	7%	10%	10%		







Biocon Biologics: Biosimilars – Q3 FY24 Business Update

- Finished operational integration of acquired business from Viatris in about 120 countries, one year ahead of schedule
- Uptick in the sales of unbranded Glargine in US through a closed-door pharmacy network, not reflected in the reported market shares
- Secured several new contracts in the US for bPegfilgrastim, bTrastuzumab and bAdalimumab
- Launched bBevacizumab in Brazil with \$175m of annual originator sales

Key	Products'	Market	Share ¹
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Rey Froducts Market Office							
United States							
Nov-23 Aug-23 Nov-22							
Fulphila (bPegfilgrastim)	18%	20%	11%				
Ogivri (bTrastuzumab)	12%	11%	10%				
Semglee (bGlargine) ²	12%	12%	10%				
Hulio (bAdalimumab) ³	0.1%	0.0%					
Europe							

	Q3 CY'23	Q2 CY'23	Q3 CY'22
Fulphila (bPegfilgrastim)	8%	7%	5%
Ogivri (bTrastuzumab)	6%	6%	6%
Abvemy (bBevacizumab)	6%	6%	1%
Semglee (bGlargine)	4%	3%	2%
Hulio (bAdalimumab)	6%	6%	6%
Nepexto (bEtanercept)	2%	2%	1%





Biocon Biologics: Biosimilars – Q3 FY24 Financial Update

- Excluding licensing revenues from the non-core BFI divesture, sequential growth of 8%
- Core EBITDA margin impacted on account of series of transition related expenses and one-off costs
- Received \$220m from an existing contractual receivable arrangement, ~\$200m used to pare down debt
- BBL net debt at \$1.2 billion²

In INR Cr	Q3 FY24	Q3 FY23	Q2 FY24	YoY %	QoQ %
Segment Revenue	2,483	1,507	1,969	65	26
Core EBITDA ¹	587	663	660	(11)	(11)
% of revenue	28%	44%	34%		
EBITDA	714	361	453	98	58
% of Revenue	29%	24%	23%		
PBT (before exceptional items)	196	102	(15)	92	
% of Revenue	8%	7%	(1)%		





Biocon Biologics: Biosimilars – Q3 FY24 Other Business Updates

Initiated Phase 3 studies for bPertuzumab

Progressive discussion with the US FDA; Awaiting site-inspection for bAspart and bBevacizumab BLA in US

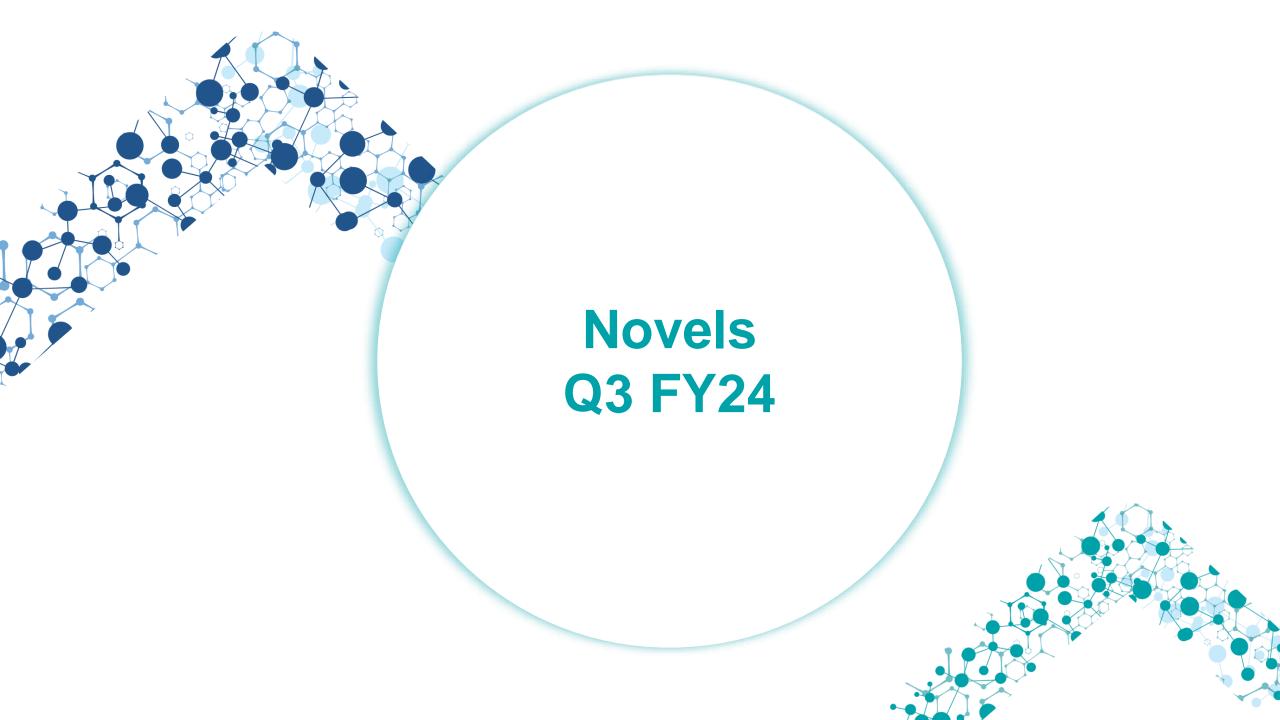
Key Catalysts

Opening up of bAdalimumab market along with regulatory approvals for bAspart and bBevacizumab in US

Debt reduction and strengthening of balance sheet remains key focus









Novel Molecules: Bicara Therapeutics*

- \$165 million Series C financing from dedicated biotech investors closed in Dec'23.
- Biocon recorded a dilution and fair value gain of ₹456 crores in the consolidated P&L statement during the quarter
- As of December 2023, Biocon's shareholding in Bicara at 14%.





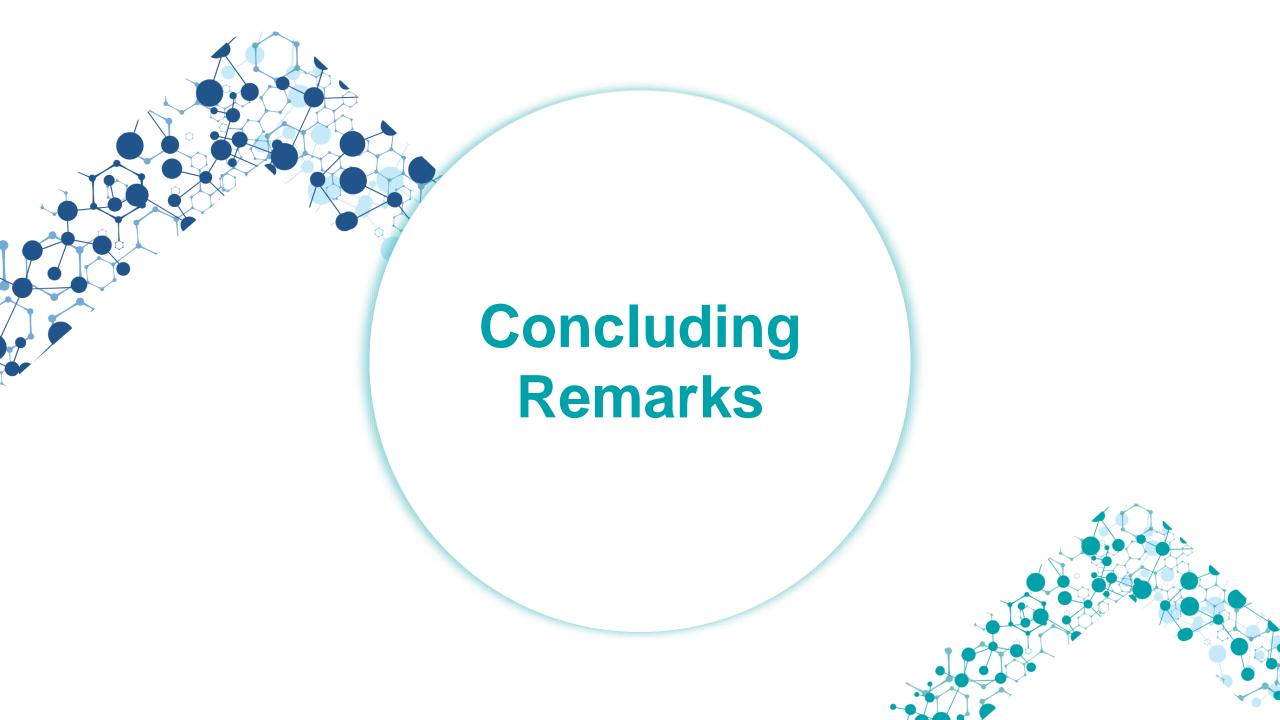


Syngene: Q3 FY24 Update

- Positive performance in Development and Manufacturing Services as well as in the Dedicated Centers. Performance in Discovery Services was impacted by the slowdown in biotech funding
- In Manufacturing Services, Syngene continued to make good progress on the long-term biologics manufacturing partnership with Zoetis
- Concluded the acquisition of biologics manufacturing facility from Stelis Biopharma Ltd. The facility is expected to be operational in the second half of FY25, subject to regulatory approvals

In INR Cr	Q3 FY24	Q3 FY23	YoY %
Segment Revenue	854	786	9
EBITDA	261	248	5
% of Revenue	30%	31%	
PBT	142	140	1
% of Revenue	17%	18%	







Concluding Remarks: Q3 FY24

- Completion of transition and integration of the acquired biosimilars business; sustained momentum in product portfolio across markets augurs well for Biocon Biologics
- Generics Business making progress on expanding portfolio and geographic reach; strengthening its manufacturing base

Syngene continues to perform well driven by development and manufacturing services



