

Q3 FY24 Investor Presentation

February 2024

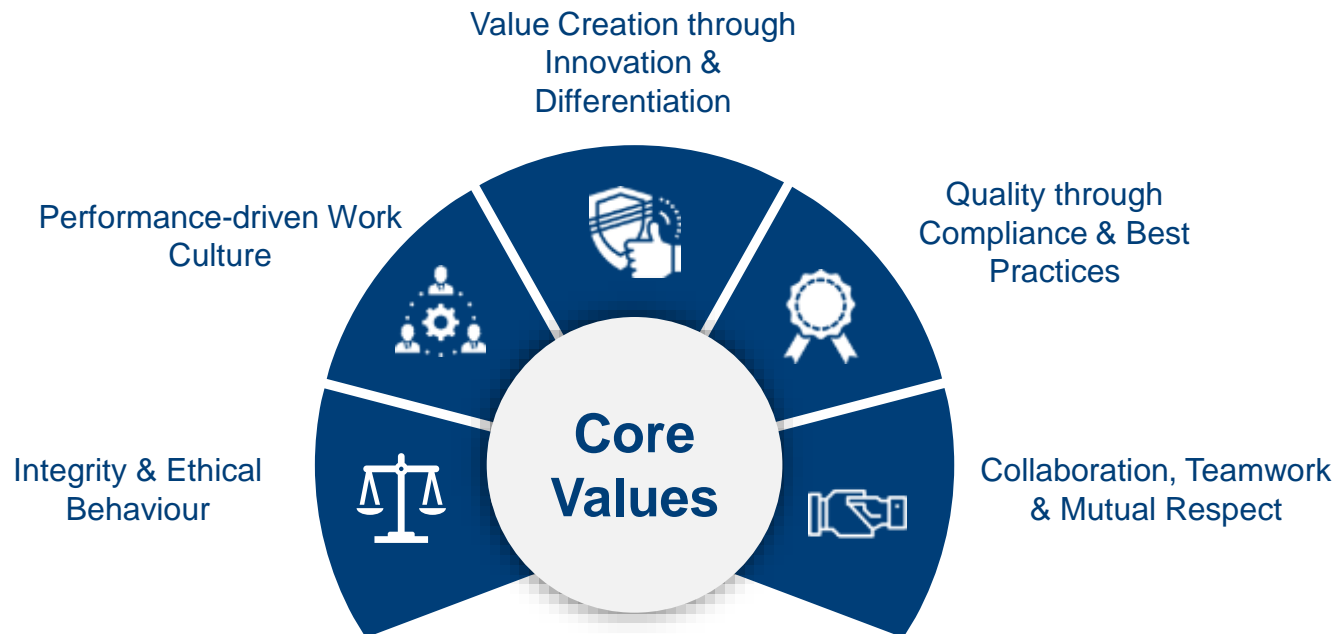


**Relentless Pursuit.
Differentiated Growth.**

Integrated Annual Report FY 2023



Biocon is a technology-enabled, future-ready, global biopharmaceuticals leader driven by an unwavering purpose to enhance healthcare worldwide through high-quality, affordable therapies that can lower costs, increase access and improve treatment outcomes.





Building Biocon

Biocon at a Glance



**₹11,550 Cr |
\$ ~1.4 bn**
Revenue*



~16,500+
Total Employees*



Rank #8
Among Top 10 Global
Biotech, Pharma &
Biopharma Sector**



1,500+
Patents*



100+
cGMP approvals from
International regulatory agencies



8
Manufacturing
units*



120+
Countries where our
products are
available*



15 of top 20
pharma companies
served by service
portfolio *

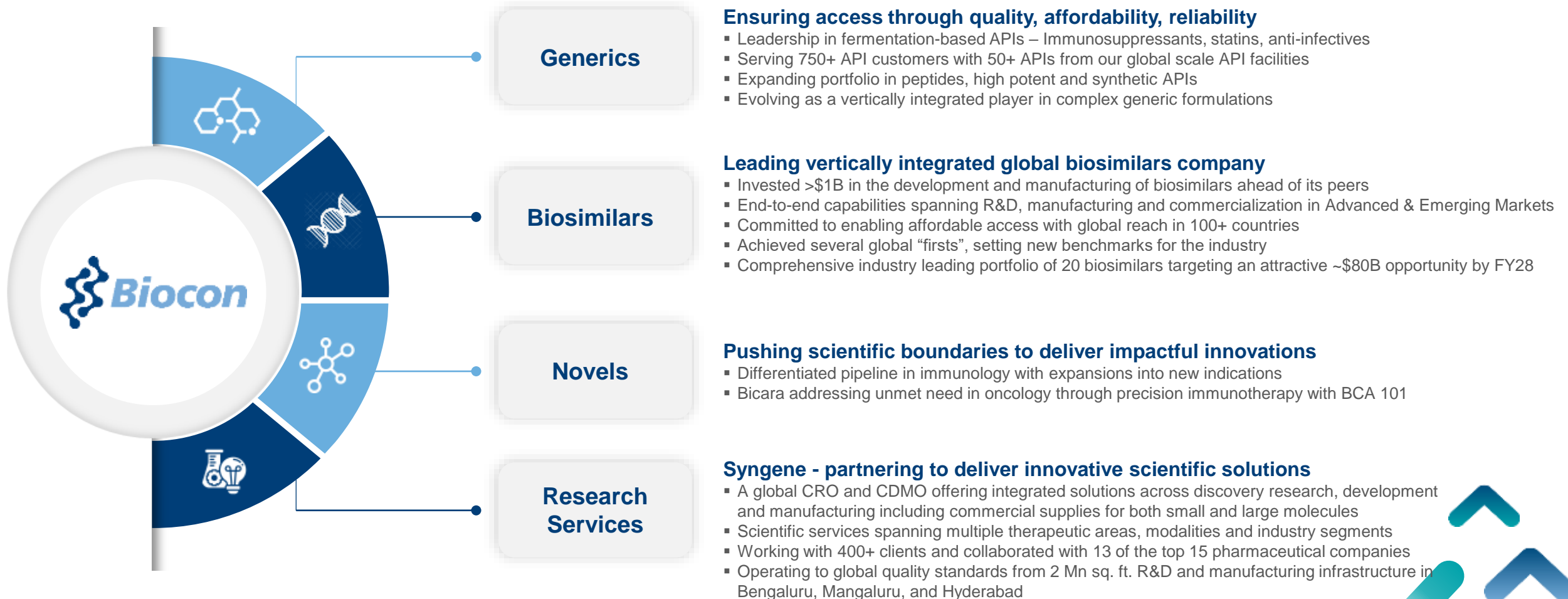


Top 28
Products within
portfolio***



Biocon: One Company, with multiple value propositions across its verticals

From pipeline to production, from drug discovery to drug delivery, we bring differentiated, high-quality & affordable healthcare products & services, globally



Generics Business at a Glance



Presence in
100+
countries including U.S.,
Europe & large EMs



7
State-of-the-art
manufacturing
sites



90+
cGMP approvals
received from international
regulatory agencies



R&D team of
500+
Scientists &
Postgraduates



750+
Global
customer reach



Portfolio comprises
50+ APIs
75+ Generic
formulations



100+
Generic
formulation
dossiers
submitted



500+
DMFs filed in various
jurisdictions



300+
patents obtained



Generics : API & Formulations - Growth Levers

Strengths built over the years

- Expertise in fermentation technology, large scale chromatography & synthetic chemistry
- Leveraging in-house API to forward integrate and move up the value chain
- Balanced portfolio across therapeutic segments

Product Portfolio Expansion

- API - Expanding portfolio beyond fermentation and synthetic molecules to peptides, high potent APIs
- Formulations – Complex injectables, device dependent products, potent oral solids, modified-release and extended-release oral solids
- Augmenting portfolio through in-licensing strategy

Capacities Additions & Expansion

- Immunosuppressants API (Visakhapatnam)
- Other Fermentation APIs (Bengaluru)
- Peptides (Bengaluru)
- Synthetic API (Hyderabad)
- Injectables (Bengaluru)
- Acquisition of oral solid manufacturing facility (US)

Business Development initiatives

- Strategic partnerships with key customers
- Local manufacturing mandate opportunities in global markets - Technology transfer/ API supply / finished dosage formulations
- API: Expansion of business in key markets
- Formulations: Expand commercial footprint beyond U.S, either directly or through partners

Other initiatives

- Continued focus on cost improvement and quality compliance
- De-risk critical intermediates sources
- Digital transformation to support key strategic priorities
- Focus on ESG initiatives like use of renewable energy, promoting gender diversity (incl. women on the shop-floor)



Generics : Our Key APIs and Formulations

APIs *

Therapeutic Area	Molecule	Therapeutic Area	Molecule
Cardiovascular	Apixaban	Immunosuppressants	Tacrolimus
	Atorvastatin		Mycophenolate Mofetil
	Dabigatran		Mycophenolate Sodium
	Fluvastatin		Everolimus
	Ivabradine		Sirolimus
	Pravastatin	Oncology	Pimecrolimus
	Rivaroxaban		Dasatinib
	Rosuvastatin		Everolimus
	Simvastatin		Lenalidomide
	Lovastatin		Temsirolimus
Anti-Diabetics	Sacubitril	Anti-fungal	Cabozantinib
	Liraglutide		Micafungin
	Dapagliflozin		Anidulafungin
	Empagliflozin	Multiple Sclerosis	Posaconazole
	Linagliptin		Fingolimod
	Repaglinide	Others	Teriflunomide
	Sitagliptin		Orlistat
	Vildagliptin		Deferasirox
	Pioglitazone		Brinzolamide
			Mirabegron
			Fidaxomicin

FORMULATIONS

Therapeutic Area	Molecule	US	Dev. Markets: ex-US	MoW ¹
Cardiovascular	Rosuvastatin Calcium		EU	
	Simvastatin			
	Atorvastatin			
	Pravastatin			
	Labetalol HCl			
	Prazosin			
Oncology	Rivaroxaban		UK, EU ^{\$}	
	Everolimus		EU ^{\$}	
	Pemetrexed	TA		
	Lenalidomide	TA	EU ^{\$}	
	Dasatinib	TA		
Immunosuppressants	Tacrolimus			
	Mycophenolic Sodium			
Multiple Sclerosis	Fingolimod			
	Teriflunomide			
	Dimethyl fumarate		EU ^{\$}	
Others	Aminocaproic acid (Antifibrinolytic)			
	Dapagliflozin (Anti Diabetic)	TA		
	Esomeprazole DR (GI)			
	Dorzolamide (Ophthalmic)			
	Posaconazole (Anti-Fungal)		UK, EU ^{\$}	
	Famotidine (GI)			
	Vigabatrin Oral Sol (CNS)			
	Vigabatrin Tablets (CNS)			

Launched

Approved

* Filed DMFs | 1 MoW - Most of the World markets | ^{\$}Select EU countries | TA – Tentative approval

Biosimilars Business at a Glance



Global reach in
100+
countries including U.S.,
Europe and EMs



Top 15
in global
biomanufacturing
capacity



85+
cGMP approvals
received from key regulatory
agencies



Diverse global
talent pool of
5,500+
people



390+
patents granted



Portfolio comprises
20 biosimilars



8
Commercial
Products in Global
Markets

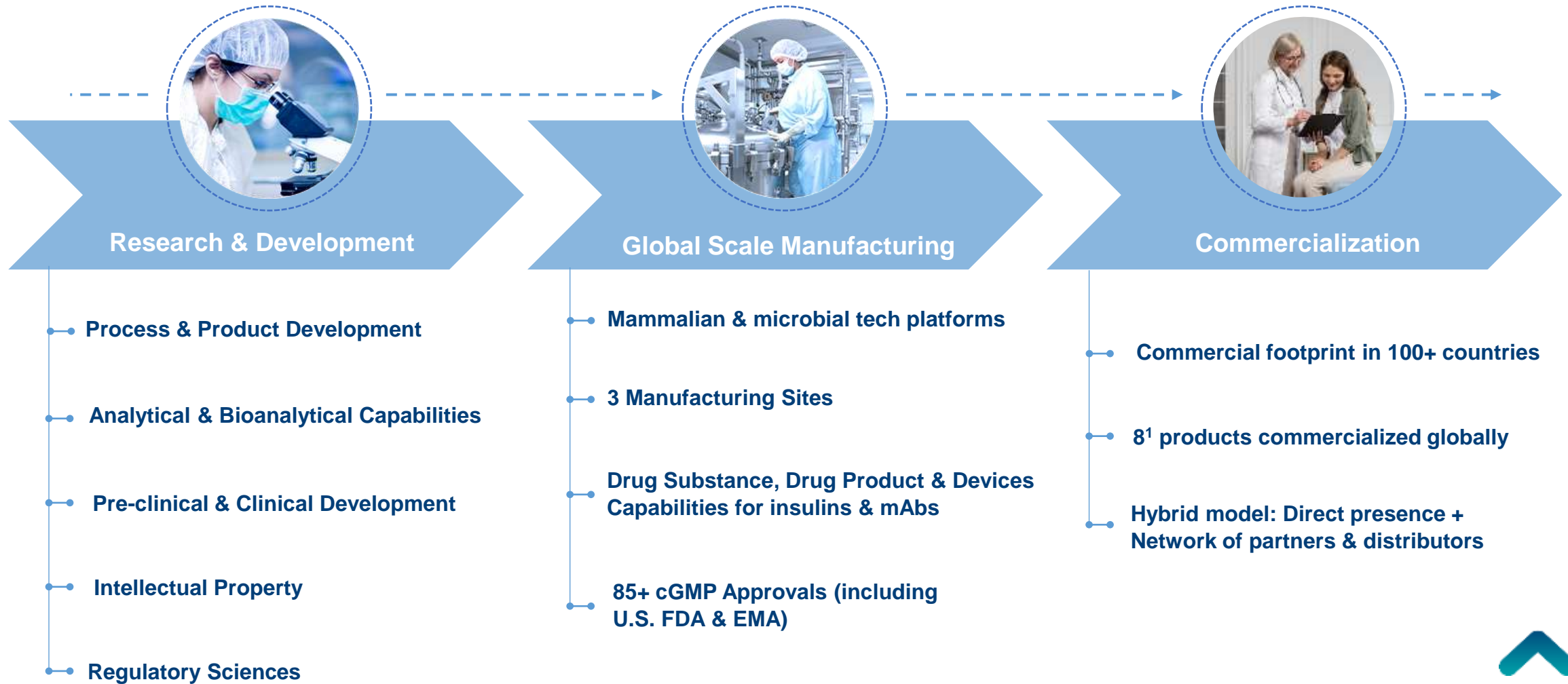


5.5M+
Patients served

Unique, fully integrated leading global biosimilars player



Biosimilars: Unique, fully integrated capabilities from lab to market



¹Two products are in-licensed i.e. Adalimumab & Etanercept

Biosimilars: Leading global player with a strong track record of success

Built on a 40+ year legacy of cutting-edge science

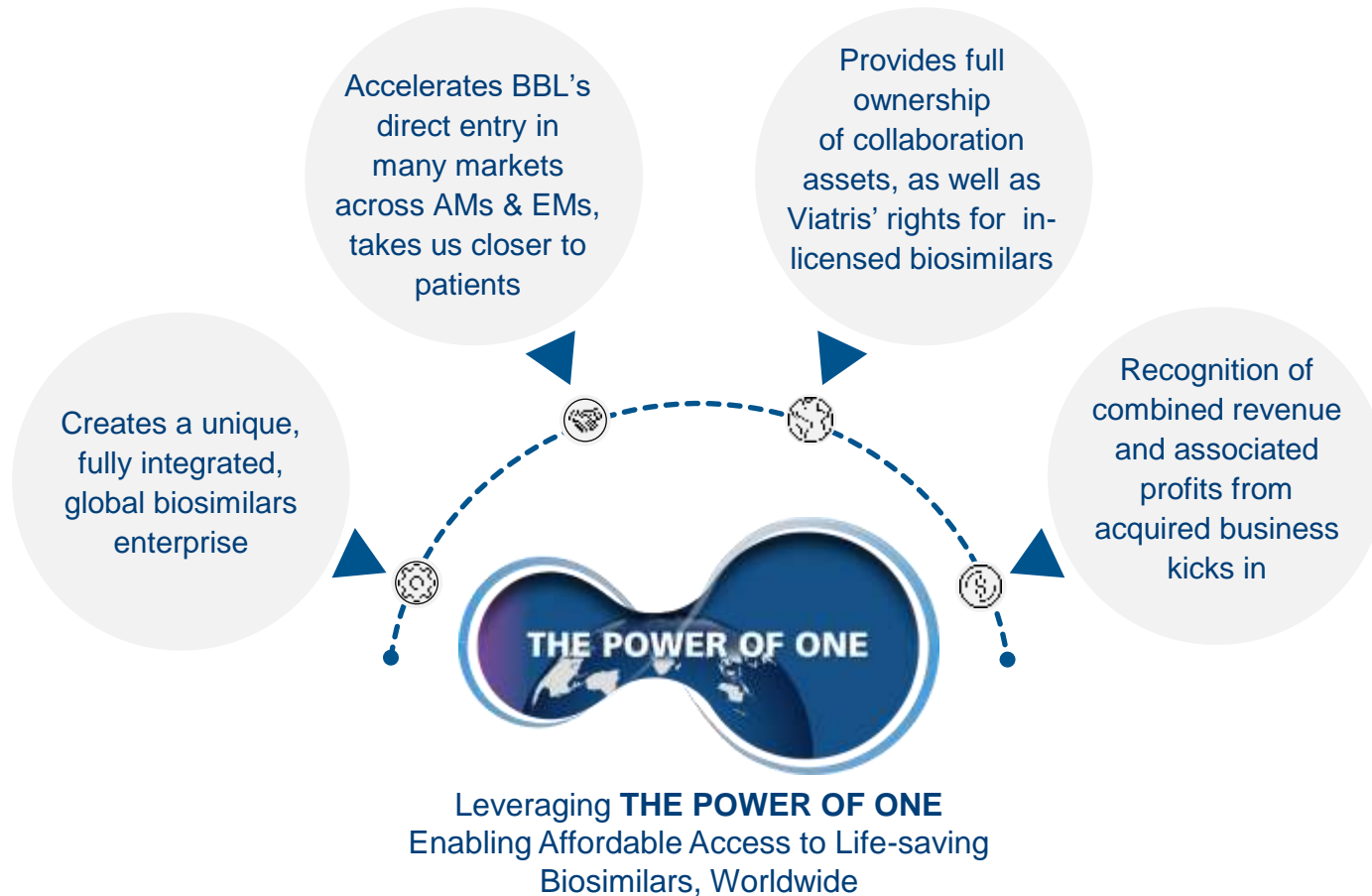
- **Invested >\$1B in biosimilars ahead of its peers** to build expertise across multiple platforms and a differentiated portfolio - including insulins, mAbs and fusion proteins
- **In-house R&D, clinical and regulatory capabilities** to develop high precision biosimilars for global markets
- **Expertise in large scale manufacturing**, across Drug Substance, Drug Product and Devices and among the **Top 15 globally** in biomanufacturing **capacity**
- **Commercial reach in 100+ markets** through a combination of direct presence¹, strategic partnerships and distributors

...with a strong track record in an attractive market

- **Achieved many 'firsts' in the industry** - first to receive bTrastuzumab, bPegfilgrastim and interchangeable bGlargine approval in the US
- **Commercialized products in key Advanced Markets**, such as the US, EU, Japan and **several Emerging Markets** (e.g., India, Brazil, UAE, etc.)
- **Backed by marquee investors** including Tata Capital, True North, Goldman Sachs, ADQ, Viatris, Serum and Edelweiss
- Biosimilars are an **attractive market** with FY22 addressable of \$25B², growing to **~\$80B in FY28²**

Committed to enabling affordable access to high quality biosimilars globally

Biosimilars: Acquisition of Viatri's global biosimilars business









USD 3B+ Acquisition - Amongst Largest Deals in Indian Pharma Industry

- Builds on a decade-long strategic partnership with Viatri's
- Transforms Biocon Biologics into leading global player

Transformational deal to create value for all stakeholders

Biosimilars: Comprehensive, industry leading portfolio of 20 biosimilars

Therapy Area	Oncology 	Immunology 	Ophthalmology 	Bone Health 	Diabetes 	Others 
Approved or Commercial	<ul style="list-style-type: none"> Pegfilgrastim Trastuzumab Bevacizumab 	<ul style="list-style-type: none"> Adalimumab Etanercept 	<ul style="list-style-type: none"> Aflibercept 		<ul style="list-style-type: none"> RHI Glargine U100 Aspart 	
Late Stage ¹	<ul style="list-style-type: none"> Denosumab Pertuzumab 	<ul style="list-style-type: none"> Ustekinumab 		<ul style="list-style-type: none"> Denosumab 		
Early Stage ²	2 undisclosed assets	3 undisclosed assets			<ul style="list-style-type: none"> Glargine U300 	2 undisclosed assets

New product launches planned almost every year through 2030



Novel Molecules: Itolizumab



Pushing to deliver impactful innovations in collaboration with Equillium Inc.



Itolizumab

World's first novel humanized anti-CD6 monoclonal antibody that selectively targets the CD6-ALCAM pathway

Biocon's second global 'lab to market' novel biologic after Nimotuzumab

Launched in India in 2013 to treat chronic plaque psoriasis under the brand ALZUMAb™

Licensed out rights to develop & commercialize in the U.S., Canada, Australia and New Zealand to U.S.-based biotechnology company, Equillium Inc. in 2017

Option and Purchase Agreement entered between Equillium and Ono Pharmaceutical Co., Ltd, Japan, where Equillium has granted Ono the exclusive right to acquire its rights to itolizumab

Acute Graft-Versus-Host Disease (aGVHD)

- ✓ Pivotal Phase III Study initiated in Apr '22 for use in First-Line treatment of aGVHD; enrollment ongoing
- ✓ Received US FDA Fast Track & Orphan Drug Designations
- ✓ European Commission granted Orphan Drug Designation

Systemic Lupus Erythematosus/ Lupus Nephritis (SLE/LN)

- ✓ Received Fast Track designation from the US FDA
- ✓ Given positive trends in Part A, expanded Part B portion of Phase 1b EQUALISE study to clinical centers in India
- ✓ Patient enrolment complete for the LN study
- ✓ Topline data expected early in June 2024

Cytokine Release Syndrome treatment in 'Moderate to Severe' Acute Respiratory Distress Syndrome

- ✓ Repurposed for prevention & treatment of COVID-19 complications in India in 2020
- ✓ Granted 'Restricted Emergency Use' approval in Sep '20

Ulcerative Colitis

- ✓ Enrolment for Phase II clinical trial in India for Ulcerative Colitis complete.

Novel Molecules: Bicara Therapeutics* - Dual Action | Dual Impact

The precision of targeted therapies | The power of tumor modulators



BCA101

(Formerly FmAb2)

Lead candidate

First-in-class EGFR / TGFβ-trap bifunctional antibody

BCA 101

- ✓ Lead product candidate, **BCA101** (EGFR / TGF-β-trap) demonstrates tumor target engagement and clinical activity
- ✓ BCA101 + pembrolizumab combination dose expansion study in **1L HNSCC demonstrates significant improvement over standard of care**
 - ✓ In Ph 1 HNSCC trials, BCA101 **demonstrated a strong clinical profile, including an ORR of 57%, CR rate of 18%, mPFS of at least 6.2mos**, and a well-tolerated safety profile
- ✓ Strong scientific rationale supports BCA101's applicability beyond HNSCC, including sqNSCLC, squamous esophageal, and others

Organization

- ✓ \$165M Series C closed in December 2023 led by TPG and Braidwell. \$355M raised to date from syndicate of dedicated biotech investors. Biocon ownership is 14% as of year-end 2023.
 - ✓ Carolyn Ng, Partner of TPG life Sciences Innovation, joined the Board in conjunction with this financing.
 - ✓ All existing Series B investors participated in this Series C financing.
- ✓ Highly experienced management team, board of directors and advisory board
 - ✓ Appointed Lara Meisner as Chief Legal Officer
- ✓ Leveraging the Biocon and Syngene infrastructure to offer agility and deep experience in CMC/drug development

Syngene's broad capabilities, spanning the value chain, facilitate integration to captures additional benefits for clients

Research business		Development and Manufacturing business	
Discovery Services	Dedicated R&D Centers	Development Services	Manufacturing Services
 <p>Flexible Platform with capability across multiple modalities including small molecule, large molecule, peptides, oligonucleotides, antibody drug conjugates, PROTACs</p> <p>SynVent - our proprietary platform for Integrated Drug Discovery</p> <p>SARchitect- our proprietary platform for data visualization and analysis, including features specifically designed to foster collaboration between scientific experts across geographies</p>	 <p>Ring-fenced infrastructure for exclusive operations for an individual client</p> <p>Dedicated, multi-disciplinary team of scientists</p> <p>Access to entire Syngene ecosystem for specialist research and development operations</p>	 <p>Pre-clinical to clinical trials</p> <p>Drug substance and drug product development</p> <p>Associated services to demonstrate the safety, tolerability and efficacy of the selected drug candidate</p> <p>cGMP-compliant manufacturing of clinical supplies, and registration batches for small molecules</p>	 <p>Manufacturing of small and large molecules for commercial supplies</p> <p>cGMP-compliant facilities</p> <p>State-of-the art API manufacturing and Biologics manufacturing facilities</p>

Syngene: Strategic Priorities



Research: Discovery Services

Provide end-to-end therapeutic discovery capabilities including differentiating research technologies and platforms, across many disciplines, disease areas and therapeutic modalities



Research: Dedicated Centers

Continue to strengthen our existing partnerships with Amgen, Bristol Myers Squibb (BMS) and Baxter through the dedicated centers which provide: a strong foundation for future planning; revenue visibility over the medium to long term; and predictable cash flows



Operational Excellence

Focus on customer delivery through operational excellence



Development and Manufacturing Services – Small Molecules

Leverage existing capabilities to offer integrated Chemistry, Manufacturing, and Controls (CMC) solutions

Secure U.S. FDA and other major global regulatory approvals for the small molecule commercial scale manufacturing facility as a platform to attract a broader scope of projects



Development and Manufacturing Services – Large Molecules

Drive an integrated approach for biologics development and manufacturing to provide a one-stop-shop capability from drug discovery to commercial manufacturing for biologics

Accelerate capacity build-up



People

Develop strong leaders and managers while offering all employees career- long learning opportunities



Environmental, Social and Governance (ESG)

Committed to operating in a responsible and sustainable manner.



Q3 FY24 Highlights

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 divestiture 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 gain in Bicara, R&D, licensing income and mark to market movement on investments.



Financial Highlights: Q3 FY24

Consolidated (in ₹ Cr.)	Q3 FY24	Q3 FY23	YoY %	
Net Profit <i>(Before exceptional items)</i>	644	140	360	Exceptional items: <ul style="list-style-type: none"> Q3 FY24 <ul style="list-style-type: none"> 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 <ul style="list-style-type: none"> Deal related expenses of the Viatris transaction
Exceptional Items <i>(Net of tax and minority interest)</i>	16	(182)		
Net Profit <i>(Reported)</i>	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 Share¹

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%

1. Market shares based on IQVIA volumes, Eq.SU I 2. Includes both Semglee and unbranded Glargine

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 EBITDA¹	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)%		



¹ EBITDA before forex, R&D, licensing income, sale of non-core BFI assets and mark to market movement on investments; ² Excluding structured finance investments

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



Novels : Q3 FY24 Update

Itolizumab (*partnered with Equillium*)

- Patient enrolment ramped up in the pivotal Phase III clinical study of itolizumab in patients with aGVHD* (EQUATOR study)
- Pivotal Phase 1b clinical study of Itolizumab for Lupus Nephritis (EQUALISE study) fully enrolled. Topline data expected in June 2024.

**Acute Graft-Versus-Host Disease*

BCA101 (*Bicara^{\$}*)

- US\$165 million Series C Financing from dedicated biotech investors closed in Dec'23. Biocon recorded a dilution & 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%.



^{\$} a US based clinical-stage biotechnology company. During Q3 FY24, pursuant to Series C financing, Bicara ceases to be 'Associate Company' of Biocon Group.



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%	









Environment, Social, Governance

ESG: A Culture of Purpose, Ethics & Equity

Going beyond financials to have a positive impact

Our ESG Strategy Pillars

-  Improve access to high quality therapeutics to drive 'Patient Equity'
-  Build an empowering and inclusive workplace creating 'People Equity'
-  Adapting to a sustainable business operations for 'Environment Equity'
-  Operate with integrity, transparency and accountability ensuring 'Stakeholder Equity'
-  Enable underserved communities 'Social Equity'

Monitor Performance → Improve Through Initiatives → Report Outcomes

Disclosures and Recognitions



*Published 1st GRI aligned
Integrated Report & 2nd
BRSR Report for FY23*



*Improved ESG score of
63, part of Emerging
Markets Index & 2024
Sustainability Yearbook*



*Score of 'B' for Climate
Change and 'C' for Water
Security in 2023*



*Secured 'Silver' place and
improved score to 66 in
2022.*



*Ranked #8 by Science
Magazine – Top Global Pharma
& Biotech Employers in 2023*



*Top 10 - India's Best
Workplaces in Diversity,
Equity and Inclusion, 2021*



*Won ET Edge Employee
Excellence Award , 2023*

Progressed to Integrated Reporting

Continuously improving disclosures towards better transparency

1st GRI aligned Integrated Report for FY23 with many maiden disclosures



**Relentless Pursuit.
Differentiated Growth.**
Integrated Annual Report 2023

Outcome of Gender Pay Gap Analysis

Alignment with TCFD

Outcome of Water Risk Assessment

Outcome of Biodiversity Impact Assessment

Third Party Assurance of EHS data

Alignment with UNGC Principles

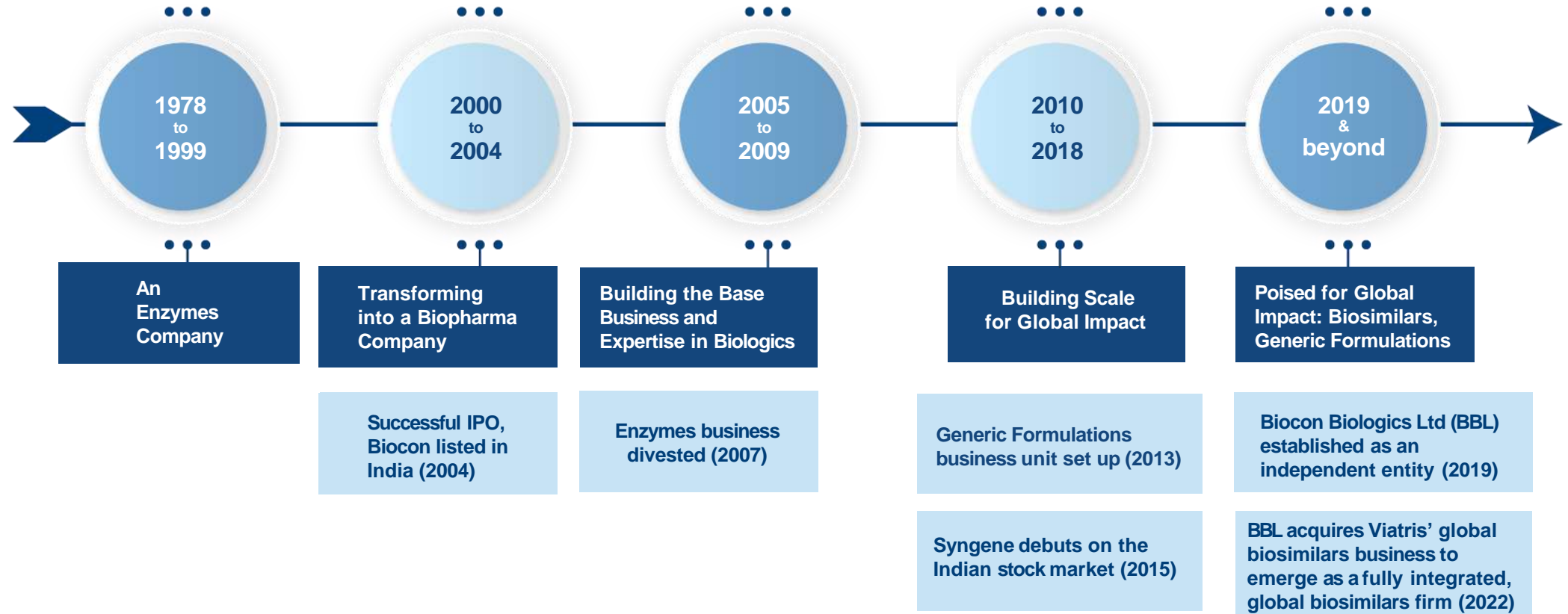
BRSR (voluntarily adopted in FY22)





Annexures

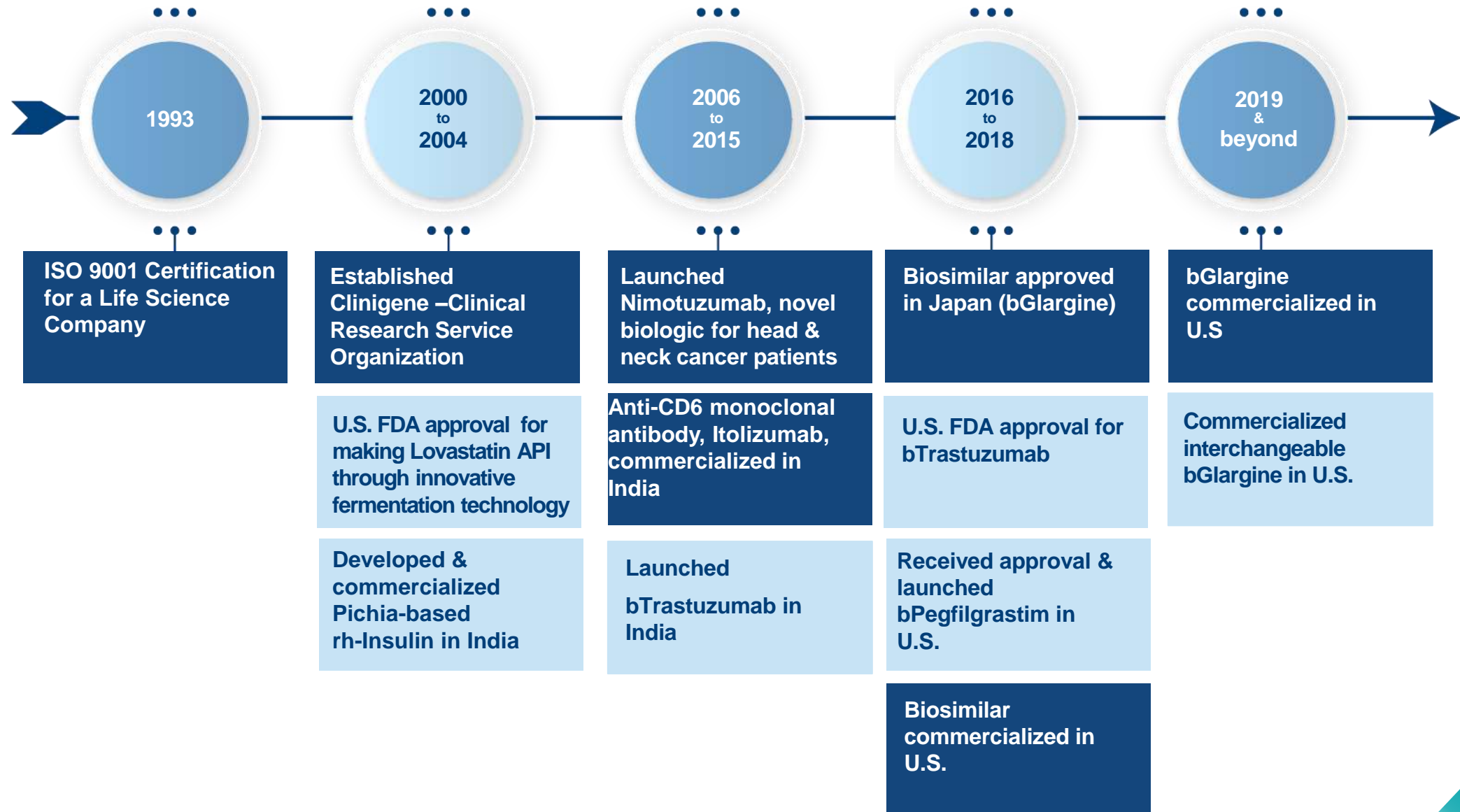
Our Evolution Over the Years



	FY1999	FY2004	FY2009	FY2015	FY2018	FY2022	FY2023
PEOPLE	250+	700+	3,500+	7,500+	10,000+	15,000+	16,500+
REVENUE	\$5 Mn	\$85 Mn	\$184 Mn	\$484 Mn	\$667 Mn	\$1.1 Bn	\$1.4 Bn

1 USD = ₹82.21 for FY23

With many firsts, Biocon is ahead of the curve



Safe Harbor Statement

This release may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects upon Biocon and its subsidiaries/ associates. These forward-looking statements involve known or unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in such statements. Important factors that could cause actual results to differ materially from our expectations include, amongst other: general economic and business conditions in India and overseas, 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 currency changes, 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 and global biotechnology and pharmaceuticals industries, changes in political conditions in India and changes in the foreign exchange control regulations in India. Neither Biocon, nor our directors, or any of our subsidiaries/associates assume any obligation to update any particular forward-looking statement contained in this release.



Thank You



**Relentless Pursuit.
Differentiated Growth.**

Integrated Annual Report FY 2023

