



Biocon Limited

CORPORATE PRESENTATION

Meta morphosis

Biocon 5.0



December 2022

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.



GENOMIC INSPIRATION

yusef trabee

A blue icon of an eye with radiating lines, symbolizing vision or focus.

VISION

To enhance global healthcare through innovative and affordable biopharmaceuticals for patients, partners and healthcare systems across the globe.

A blue icon of a diamond with radiating lines, symbolizing value or quality.

VALUES

- Integrity & Ethical Behavior
- Performance driven Work Culture
- Value Creation through Innovation & Differentiation
- Quality through Compliance & Best Practices
- Collaboration, Team-Work & Mutual Respect

The Biocon Manifesto

As a committed stakeholder of the global health agenda under the UN Sustainable Development Goals (SDGs), Biocon has drawn up a manifesto to deliver on its commitment to universal healthcare.



accessibility

- Use our science, scale and expertise to enhance access to essential drugs for patients on the lowest rung of the economic ladder
- Uncover new medical insights aimed at expanding the scope of therapy to address unmet needs



availability

- Build strategic global and regional partnerships to make high-quality biopharmaceuticals available to the maximum number of people
- Create a robust portfolio of 'blockbuster' drugs with the potential to benefit a billion patients



affordability

- Focus on the kind of innovation that adds the condition of affordability to accessibility
- Bring competition for expensive innovator medicines through our generics and biosimilars



assurance

- Demonstrate the highest levels of ethics, compliance and governance
- Assure continuous supply of high-quality products conforming to international regulatory standards



Rs 83,967 mn | \$1.1 bn
Revenue*



1,300+
Patents



120+
Countries where our products are available



15,000+
Total Employees

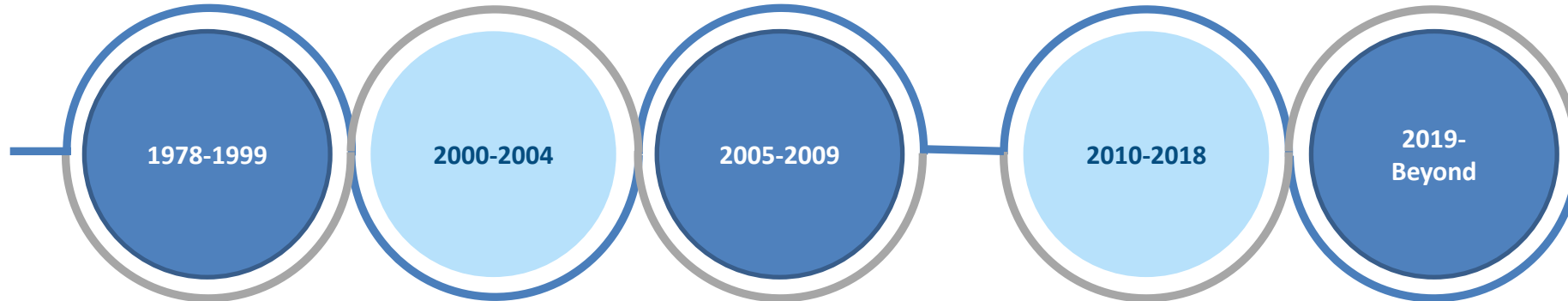


50+
cGMP approvals from International regulatory agencies



Ranked 8
Among Top 10 Global Biotech Employers by Science magazine

Our Business Evolution Over The Years



1978-1999	2000-2004	2005-2009	2010-2018	2019-Beyond
An Enzymes Company	Transforming Into a Biopharma Company	Building the Base Business and Expertise in Biologics	Building Scale for Global Impact	Poised for Global Impact: Biosimilars, Generic Formulations
	Successful IPO, Biocon listed in India (2004)	Enzymes Business Divested (2007)	Generic Formulations Business Unit set up (2013)	Establishes Biocon Biologics Ltd (BBL) as an independent entity (2019)
			Syngene debuts on the Indian stock market (2015)	BBL acquires Viatrix' global biosimilars business to emerge as a fully integrated, global biosimilars firm (2022)

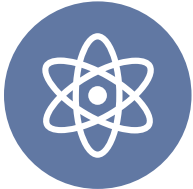
NOTE:
 1 USD = 65 INR except FY2018 and FY2021 ;
 FY2018: 1 USD = 70 INR | FY2022: 1 USD = 75.92 INR

Differentiated Pipeline of Complex Generics, Biosimilars



GENERICS

APIs



Potent APIs

Peptide APIs

Niche molecules for hospitals

Formulations



Injectables

Topicals

Potent Oral Solids

Device Dependent Products

BIOSIMILARS



Human Insulin & Analogs

mAbs

Fusion proteins

Vaccines*

Commercialized in Global Markets

08

20

Biosimilars in Portfolio

*Subject to completion of SILS alliance



Business Segments



Aligned to Global Imperative of Driving Greater Health Equity

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



Ensuring access through quality, affordability, reliability



A unique, fully integrated global biosimilars enterprise making a difference to patients' lives globally



Partnering to deliver innovative scientific solutions

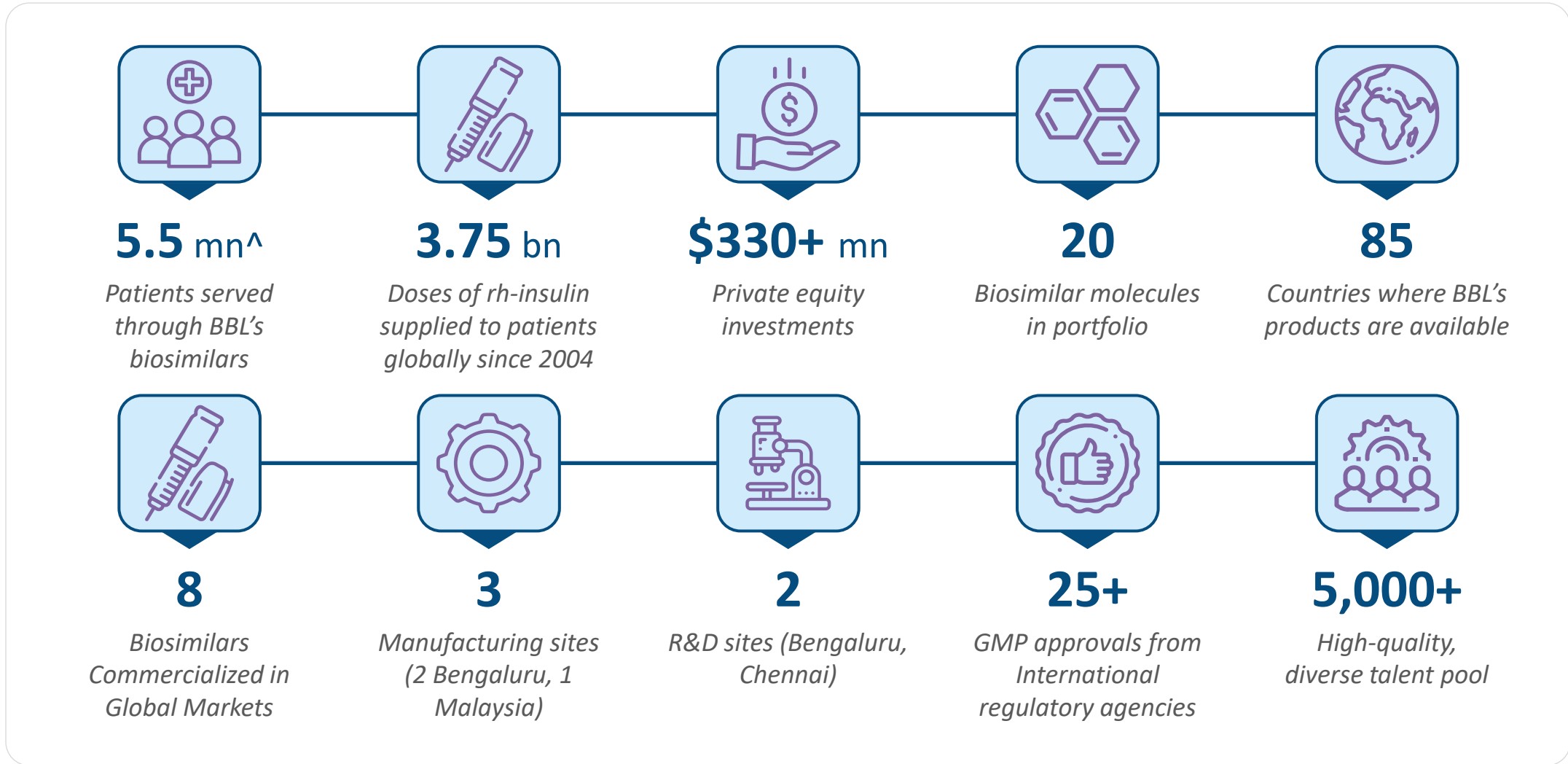


Pushing scientific boundaries to deliver impactful innovations



**Our Biosimilars
Business**

Biocon Biologics At A Glance



Includes Adalimumab and Etanercept which have been in-licensed by Viatrix and Biocon Biologics has economic interest
[^] MAT June 2022

Status as of March 2022

		Emerging Markets	Advanced Markets
Biosimilar Value Chain	Product Development		
	Clinical Trials		
	Regulatory		
	Manufacturing		
	Supply Chain		
	Commercialization		

Acquired capabilities post acquisition of Viatrix' biosimilars business

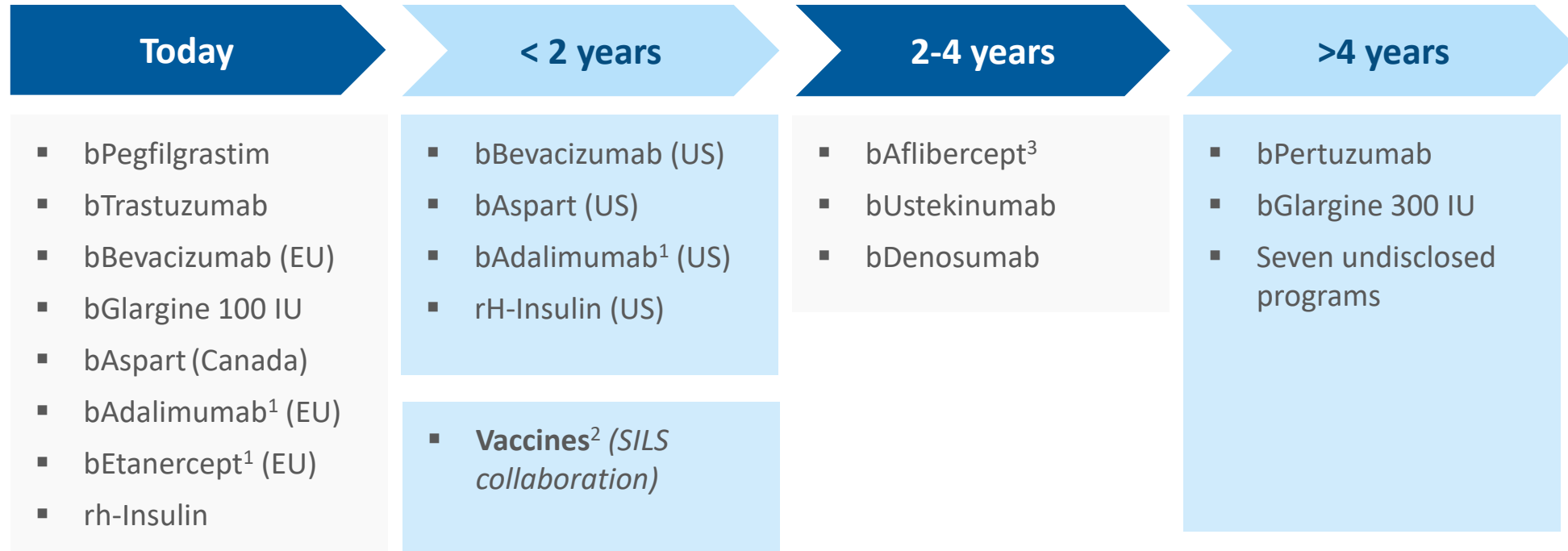


R&D	MANUFACTURING	COMMERCIALIZATION
<ul style="list-style-type: none"> Process & Product Development 	<ul style="list-style-type: none"> Mammalian & microbial tech platforms 	<ul style="list-style-type: none"> Wide commercial footprint across advanced and emerging markets
<ul style="list-style-type: none"> Analytical & Bioanalytical Capabilities 	<ul style="list-style-type: none"> Manufacturing facilities in India & Malaysia 	<ul style="list-style-type: none"> 8* products commercialized globally
<ul style="list-style-type: none"> Pre-clinical & Clinical Development 	<ul style="list-style-type: none"> Drug Substance, Drug Product & Devices Capabilities for insulins & monoclonal antibodies 	<ul style="list-style-type: none"> Hybrid model: Direct presence + Network of partners & distributors
<ul style="list-style-type: none"> Intellectual Property 	<ul style="list-style-type: none"> Facilities approved by major international regulators including U.S. FDA & EMA 	
<ul style="list-style-type: none"> Regulatory Sciences 		



* 2 products are in-licensed

Comprehensive Portfolio to Address Global Disease Burden



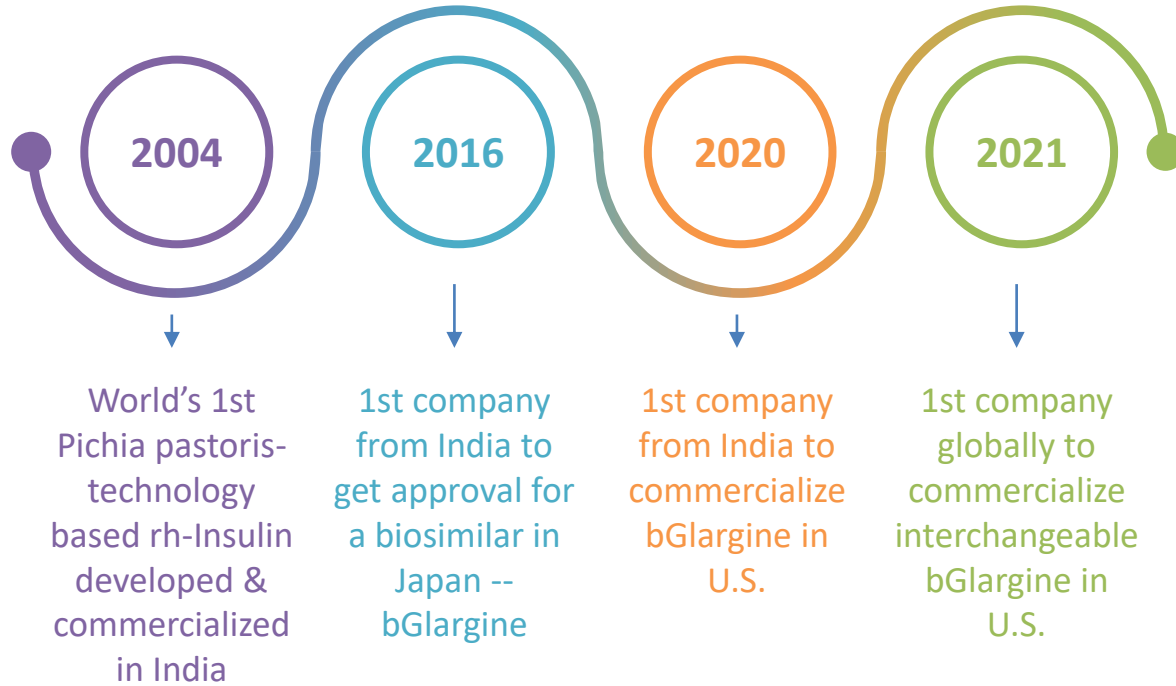
Commercialized in Global Markets **08**

20 Biosimilars in our Portfolio

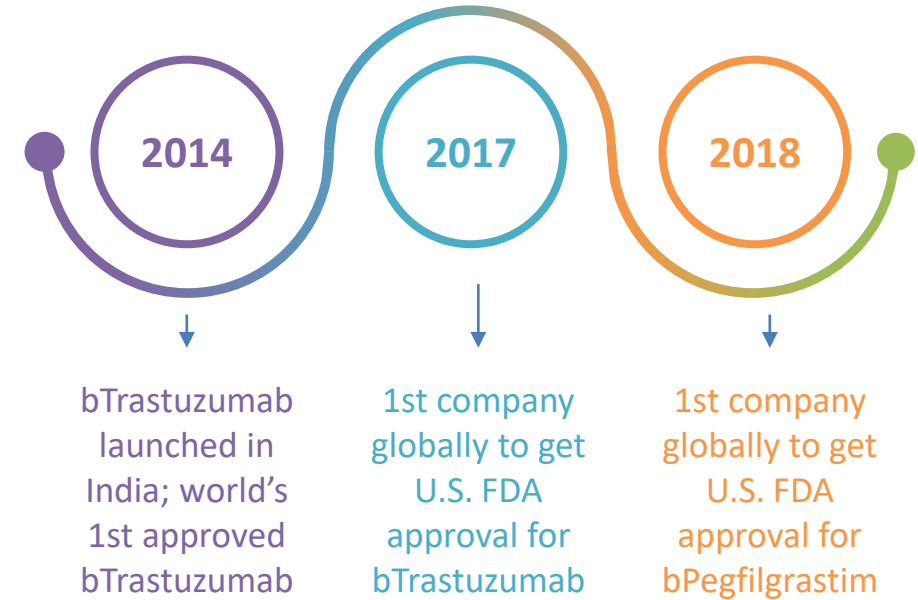
BBL's portfolio targets to unlock a ~USD 70 Billion addressable market

1. BBL has acquired Viatrix's global rights to in-licensed assets | 2. Subject to completion of SILS alliance | 3. BBL has acquired Viatrix's global rights to partnered asset

INSULINS



mAbs \ rPROTEINS



Achieved many 'firsts' in the biosimilars space, ahead of the biosimilars regulatory pathways being defined in many countries

- Proprietary *Pichia pastoris*, mammalian CHO & NSO cell-based platforms
- Drug Substance, Drug Product & Devices Manufacturing Capabilities for Insulins, mAbs
- Ranked among Top 15 Global Biopharma Players in terms of Bio-Manufacturing Capacity
- >USD 1 Billion invested in building global manufacturing scale for biologics



Certified By:



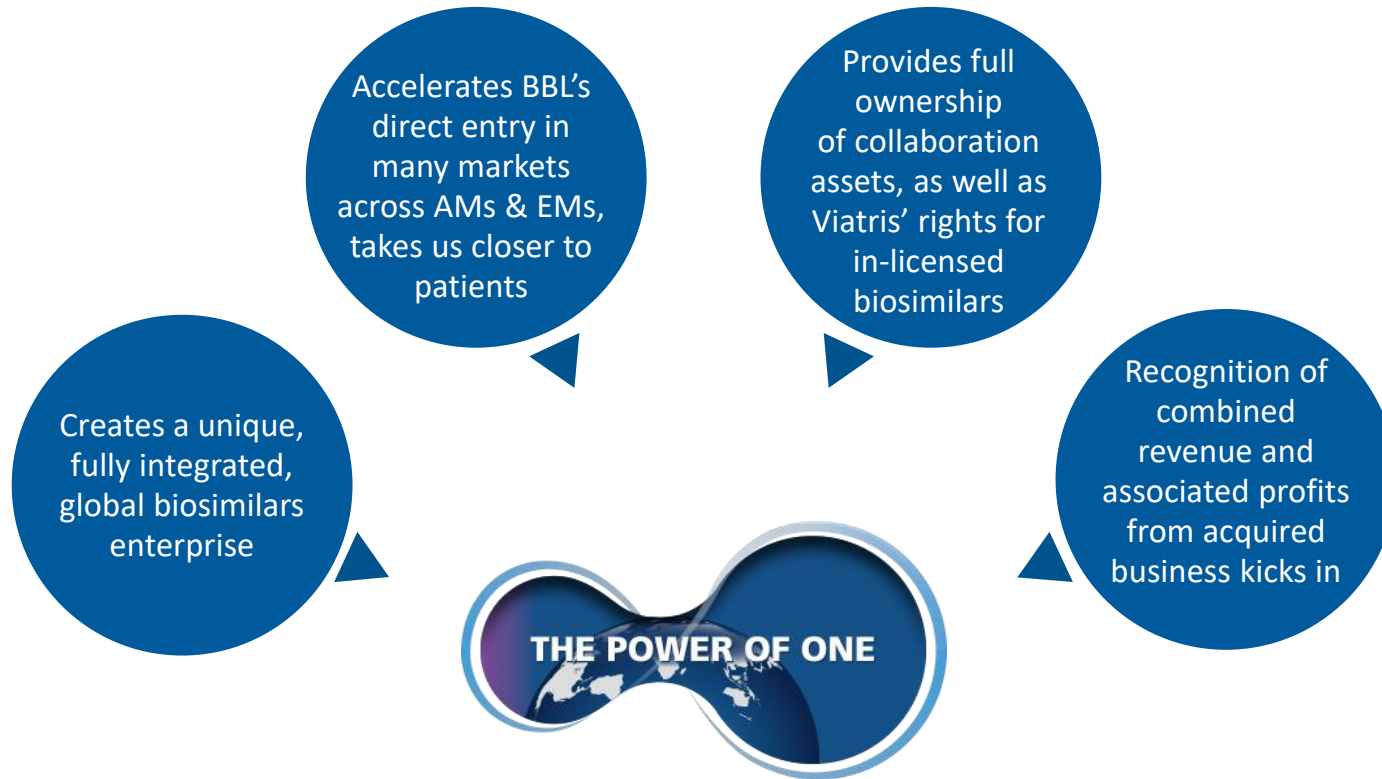
B3: India's First Biopharma Facility Awarded by ISPE



350K Sqft. facility with 4M safe man hours

3.5x current capacity

Historic Acquisition of Viatris' Global Biosimilars Business: November 2022



Leveraging **THE POWER OF ONE**
Enabling Affordable Access to Lifesaving Biosimilars, Worldwide

> USD 3 bn Acquisition - Among Largest Deals in Indian Pharma Industry

- Builds on decade-long partnership with Viatris to address global health inequities
- Forges ahead to build Biocon Biologics, a global brand

Viatris is providing commercial & other services to ensure smooth integration, business continuity

Strategic Alliance with SILS for Vaccines in Infectious Diseases

1

Access to 100 mn doses of vaccines annually for 15 years

2

Commercialization rights of the SILS portfolio for global markets

3

Committed revenues and related margins from H2 FY23



~15% stake at a post-money valuation of ~USD 4.9 billion

Adding vaccines to our biosimilars portfolio



Providing World Class Treatment Options Across Therapies; Benefitted 2.5+ Mn Patients' Lives in India

Basalog[®]
Insulin Glargine (rDNA)

Insugen[®]
Human Insulin (rDNA)

ALZUMab-L[™]
Itolizumab Injection 100 mg/Vial

CANMab[™]
Trastuzumab Injection 150 mg / 440 mg

BIOMab[®] EGFR
(Nimotuzumab Injection)

TOUCHED ~1.7 MILLION PATIENT LIVES
INSUGEN + BASALOG

TOUCHED 42,000 LIVES

OVER 25,000 PATIENTS
TREATED

TOUCHED ~18,000
LIVES

Basalog[®]
Insulin Glargine (rDNA)

It's Time to **Switch**

The Truly Global Affordable Glargine

USFDA APPROVED

Insugen[®]
Human Insulin (rDNA)

Delivering Universal Access to Affordable rh-Insulin

True Partner In Diabetes Management

Manufactured at Asia's largest integrated Insulins facility in Malaysia

ALZUMab-L[™]
Itolizumab Injection 100 mg/Vial

A first in class, Anti-CD6, novel biologic

In the treatment of CRS in moderate to severe ARDS patients due to COVID-19

Inhibits. Protects. Restores.

- Inhibits hyperinflammation by intercepting CD6
- Protects patient from getting critical
- Restores Life

CANMab[™]
Trastuzumab Injection 150 mg / 440 mg

Reinforcing Trust through New real world evidence

Only an Authentic Biosimilar Trastuzumab can show similar outcome to innovator

US FDA APPROVED

The Authentic Trastuzumab for HER

In the treatment of HER2-over Metastatic Breast Cancer, Early Breast Cancer, Metastatic Gastric Cancer

More than 25,000 patients have been treated!

BIOMab[®] EGFR
(Nimotuzumab Injection)

Timely Intervention for better outcomes

INDIAN EVIDENCE by INDIAN PATIENTS in LASCCHN

Significant Improvement in... PFS & DFS is possible now

TARGET SUPERIOR OUTCOMES

Only The Anti-EGFR that has been proven to be efficacious in LASCCHN along with Cisplatin RT

Outcome of a large randomized trial done 536 Head & Neck cancer patients

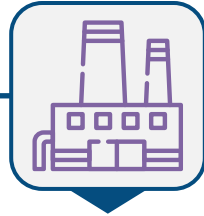


**Our Generics
Business**

Generics Business At A Glance



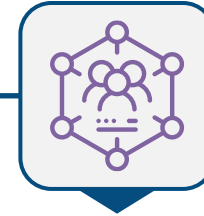
Presence in
100+
countries including
U.S., Europe & large
EMs



5
State-of-the-art
facilities



50+
cGMP approvals
received from
international
regulatory agencies



R&D team of
300+
scientists



Supplying to
1000+
pharma companies



Portfolio comprises
50+
APIs











500+
DMFs filed in various
jurisdictions



300+
Patents Obtained

Growing Portfolio of Active Pharmaceutical Ingredients (APIs)

	Leadership in fermentation-based APIs		40+ APIs
	Among world's largest manufacturers of statins & immunosuppressant APIs		700+ API customers
	Balanced portfolio: Cardiovascular, anti-diabetes, immunosuppressants, high potent API & niche molecules		75+ countries served by APIs across US, Europe & large emerging markets
	Consistent quality compliance & regulatory approvals track record		
	Investing in R&D - continuous manufacturing, bio transformation		

Generics Formulations: Vertically Integrated with In-House APIs

	Forward integrating portfolio of niche, difficult-to-make APIs into formulations
	Portfolio spans Cardiovascular, Metabolics, Oncology, Immunology & Autoimmune indications
	Development pipeline includes oral solids (potent & non-potent), topical, parenteral & device dependent products
	11 products commercialized in U.S.; now expanding to select European & MoW markets directly & through partners

	Products Launched in U.S.
1	▪ Rosuvastatin Calcium
2	▪ Simvastatin
3	▪ Atorvastatin
4	▪ Pravastatin
5	▪ Labetalol HCl
6	▪ Everolimus
7	▪ Tacrolimus
8	▪ Esomeprazole DR
9	▪ Posaconazole
10	▪ Dorzolamide
11	▪ Mycophenolic Acid

Manufacturing Operations

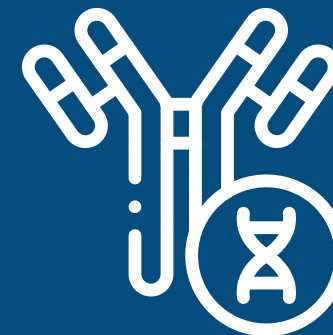
5 state-of-the-art facilities in Bengaluru, Hyderabad and Visakhapatnam

Technology platforms include microbial fermentation, chromatographic purification, chemical synthesis, peptide synthesis, HPAPIs

2 new facilities – an immunosuppressants plant and a peptides facility – are presently in the process of being commissioned

Accreditations by regulatory agencies such as US FDA, EMA, COFEPRIS, ANVISA, PMDA, NMPS (South Korea)





**Our Novel Biologics
Business**

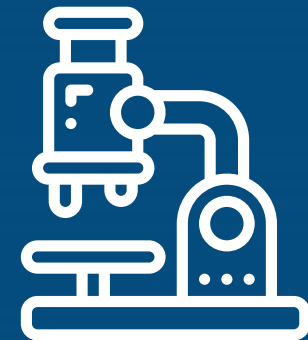
Pushing scientific boundaries to deliver impactful innovations

Asset		Details	Disease Area
ITOLIZUMAB	Novel, Humanized CD6 Antibody	Partnered with Equillum* <ul style="list-style-type: none"> Got U.S. FDA's 'fast track' designation for aGVHD and Lupus Got U.S. FDA's 'orphan drug' label for prevention, treatment of aGVHD 	INFLAMMATION (ACUTE GRAFT-VS-HOST DISEASE, LUPUS, ULCERATIVE COLITIS)
		EUA for COVID-19; Phase IV completed	COVID-19
BCA101 <i>Fusion Protein</i>	First-in-class EGFR / TGFβ-trap bifunctional antibody	Can target multiple tumor types; has higher local tumor concentration of immuno-modulatory arm resulting in better therapeutic window	IMMUNO-ONCOLOGY



A clinical-stage biotechnology company based in U.S. @

* Licensed to Equillum for US, Canada, Australia & New Zealand
 @ Associate company focused on developing Immuno-Oncology assets



Our Research Services Business





25+

*years of scientific
excellence*



400+

*Active clients across
multiple sectors*



5,200+

Scientists



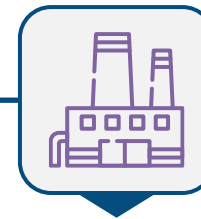
500

PhDs



15

*Collaborations with Top 20
pharmaceutical
companies*



2mn sq ft

*World-class R&D
and manufacturing
infrastructure*

Partnering to Deliver Innovative Scientific Solutions



- Integrated R&D & manufacturing services for small & large molecules, ADCs & oligonucleotides
- World-class R&D and manufacturing infrastructure
- Audited successfully by US FDA, EMA, AAALAC & major life sciences partners
- Talented scientific & techno-commercial teams, led by experienced management
- Listed in India on BSE, NSE since 2015



Financials

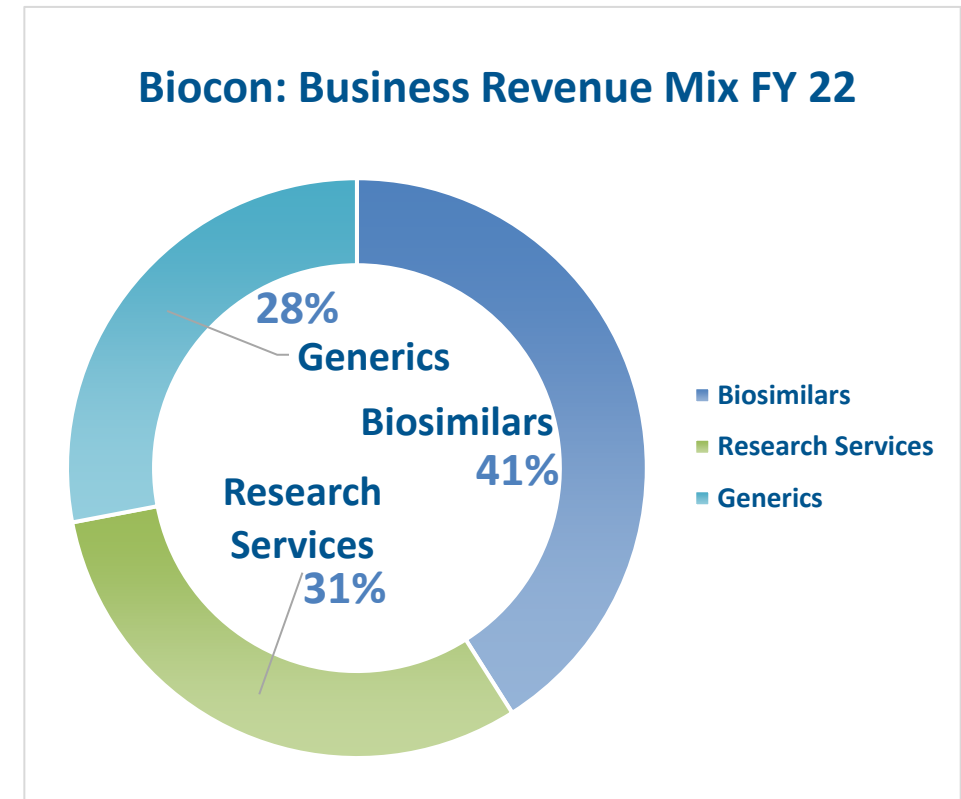


Biocon Group: Financial Highlights for FY22



Revenue US\$ 1.1 Billion

		FY 22	FY 21
Revenue	+14%	₹8,397Cr	₹7,398Cr
Core EBITDA*	+18%	₹2,669Cr	₹2,270Cr
% margin		32%	31%
EBITDA	+14%	₹2,183Cr	₹1,907Cr
% margin		26%	26%
PBT Before Exceptional Items	+4%	₹1,094Cr	₹1,055Cr
% margin		13%	14%
Net Profit Before Exceptional Items	-3%	₹722Cr	₹744Cr
% margin		9%	10%



* Core EBITDA is EBITDA net of licensing, forex, gain on dilution in Bicara, mark-to-market loss on investments and R&D expense.



Environment, Social, Governance



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'

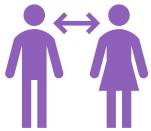
Monitor Performance → Improve Through Initiatives → Report Outcomes

ESG: A Culture of Purpose, Ethics & Equity

Three key criteria used to assess performance and policies beyond financials



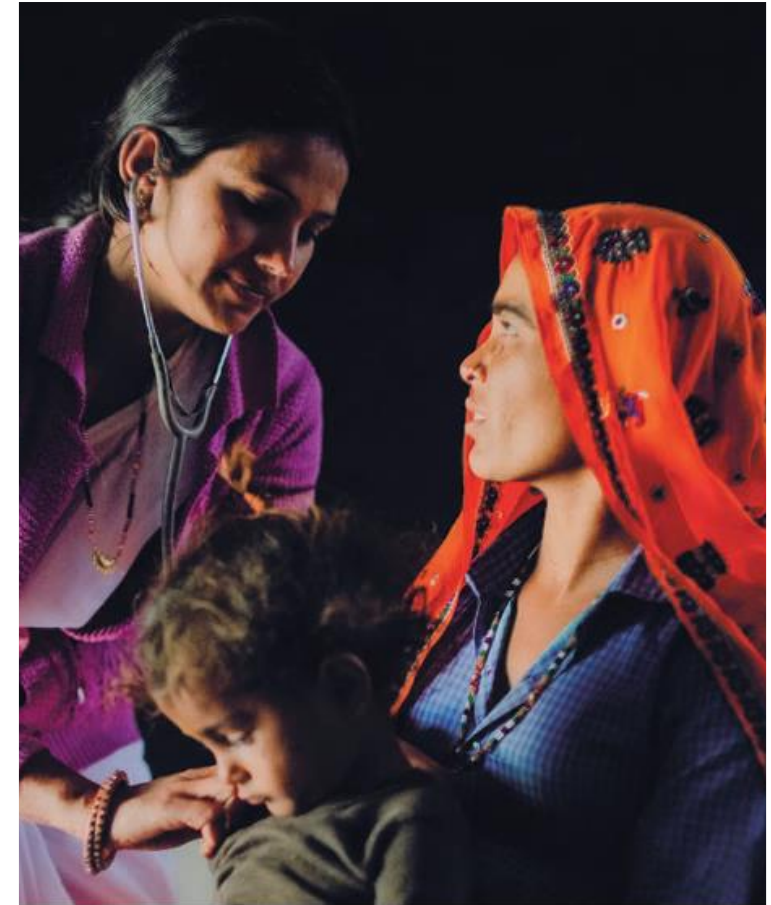
Environment: Use of resources and impact on the environment



Social: People practices and consideration for the broader community



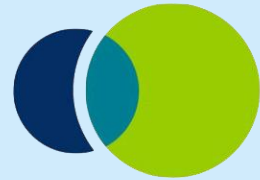
Governance: Rules and principles used to run the organization



ESG: Recognitions



*Published 1st GRI aligned
ESG & BRSR Report for
FY22*



Dow Jones
Sustainability Indexes

*Featured for 1st time in 2021
in Emerging Markets Index
with a score of 45; among
top 15 in India*



*Improve score of 'B' in
2021 in Climate Change &
Water Security*

ecovadis

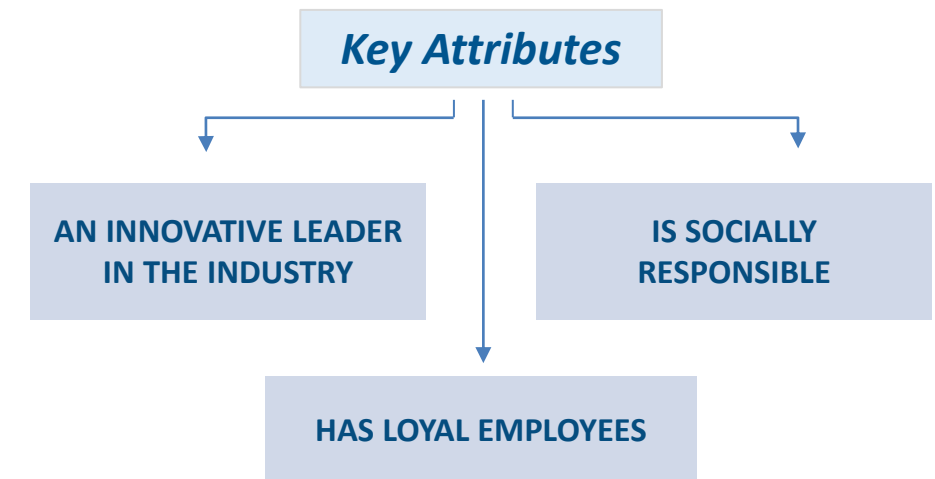
*Secured 'Bronze' place,
improved score of 52 in
2021*

Among Top 10 Global Pharma & Biotech Employers

Biocon & Biocon Biologics together feature at No 8.

Biocon has been on the Top 20 Global Biotech Employers list since 2012

2022 rank	2021 rank	Employer (global HQ)	An innovative leader in the industry	Treats employees with respect	Is socially responsible	Provides employees with autonomy	Has loyal employees
1	1	Insmed (Bridgewater, NJ)	✓	✓	✓		
2	3	Alnylam Pharmaceuticals (Cambridge, MA)	✓	✓	✓		
3	4	Regeneron (Tarrytown, NY)	✓		✓		✓
4	2	Incyte (Wilmington, DE)	✓	✓	✓		
5	6	Syngenta Group (Basel, Switzerland)	✓		✓		✓
6	5	Spark Therapeutics (Philadelphia, PA)	✓	✓	✓		
7	7	Moderna (Cambridge, MA)	✓	✓	✓		
8	12	Biocon Limited (Bangalore, India)	✓		✓		✓
9	8	Vertex Pharmaceuticals (Boston, MA)	✓	✓	✓		
10	9	Merck KGaA (Darmstadt, Germany)	✓		✓		✓



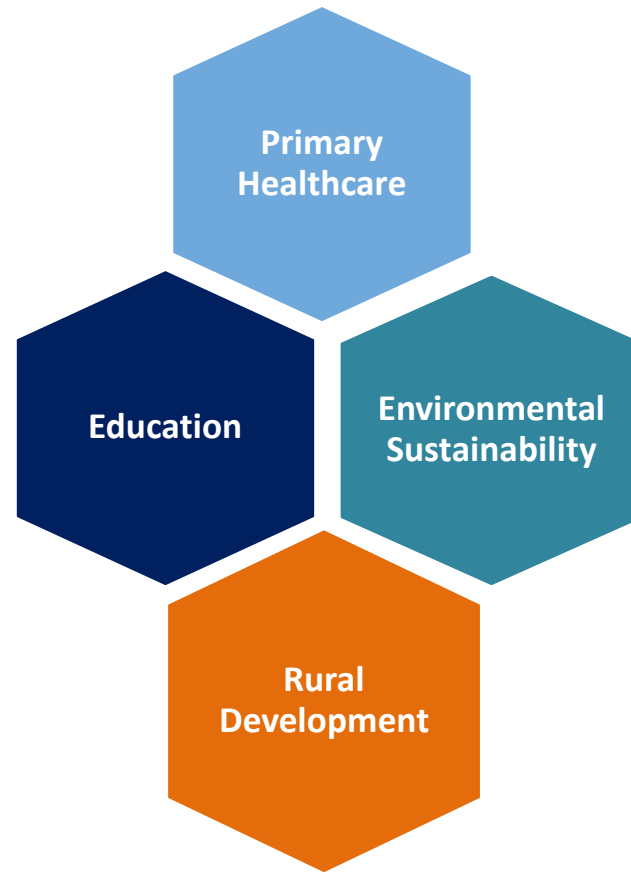
Biocon Foundation's Programs Align with Schedule VII CSR Activities as Notified Under Section 135 of the Companies Act 2013



eLAJ Smart Clinics: ~71,000 patient visits (FY22); COVID-19 support to govt



Biocon Chair: Biosciences training and research at IBAB



Specialist Camps

- NCD Camps
- Geriatric Camps
- Well Baby Camps
- Dental Camps

- **Hebbagodi Lake:** Revival and maintenance



Center of Excellence for Advanced Learning in Applied Biosciences



- A combination of academic and experiential learning
- Scholarship up to 75% on course fee
- **850+** students graduated
- 100% Placement Record

Education Partners:



Developing high-end talent for the Biotech sector

PROGRAMS

- *Biocon-KGI Certificate Program in Biosciences*
- *BITS Biocon Certificate Program in Applied Industrial Microbiology*
- *Biocon-KGI Certificate Program in Clinical Development*
- *Biocon JSS AHER Certificate Program in Global Regulatory Affairs*
- *Biocon Ramaiah Certificate Program in Quality Control Analytical*
- *Biocon KGI Certificate Program in Bioscience Management*
- *Biocon Certificate Program in Faculty Development*



THANK YOU