Biocon Limited

CORPORATE PRESENTATION

June 2024

Biocon Group is driven by an unwavering purpose to deliver health equity through high quality, affordable therapies that lower costs, increase access and improve treatment outcomes.

VISION

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

VALUES

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

Biocon Group At A Glance

16,300+
Total Employees

120+
Countries where our products are available

1,500+
Patents

8
Biosimilars commercialized globally

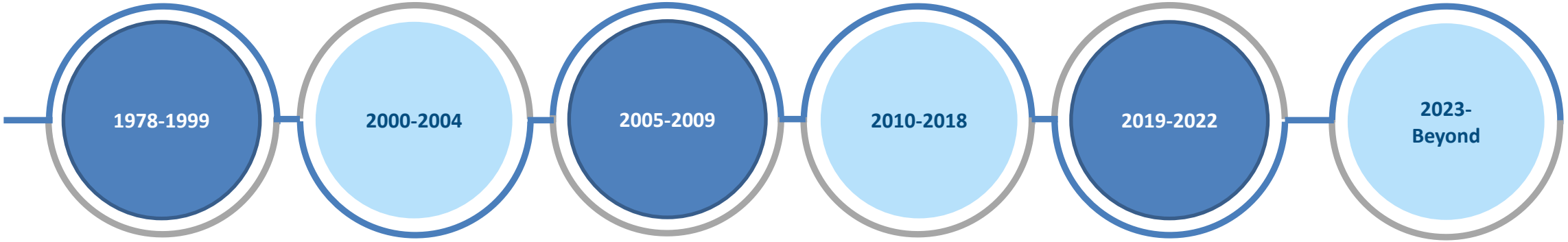
100+
cGMP approvals from international regulatory agencies:

15 of Top 20
Pharma companies served by service portfolio of Syngene

Strategic Priorities

Our Business Evolution Over The Years

FY1999	FY2004	FY2009	FY2015	FY2019	FY2024
People 250	People 700+	People 3,500+	People 7,500+	People 11,000+	People 16,300+
Revenue USD 5 mn	Revenue USD 85 mn	Revenue USD 184 mn	Revenue USD 484 mn	Revenue USD 820 mn	Revenue USD 1.9 bn



1978-1999	2000-2004	2005-2009	2010-2018	2019-2022	2023-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, Generics, Research Services	Working on Becoming a Global Leader
	Successful IPO, Biocon listed in India (2004)	Enzymes Business Divested (2007)	Generic Formulations Business set up (2013)	Establishes Biocon Biologics Ltd (BBL) as independent entity (2019)	Biocon crosses USD 1Bn revenue milestone FY23
			Syngene goes public in India (2015)	BBL acquires Viatris' global biosimilars business to emerge as a fully integrated, global biosimilars firm (2022)	Biocon Biologics integrates acquired business; crosses USD 1Bn revenue milestone in FY24

NOTE:
1 USD = 65 INR except FY2019 and FY2023 ;
FY2019: 1 USD = 69 INR | FY23: 1 USD = 82 INR

Our Global Presence

Biocon
- Delware, US
- New Jersey, US

Biocon Biologics
- New Jersey, US

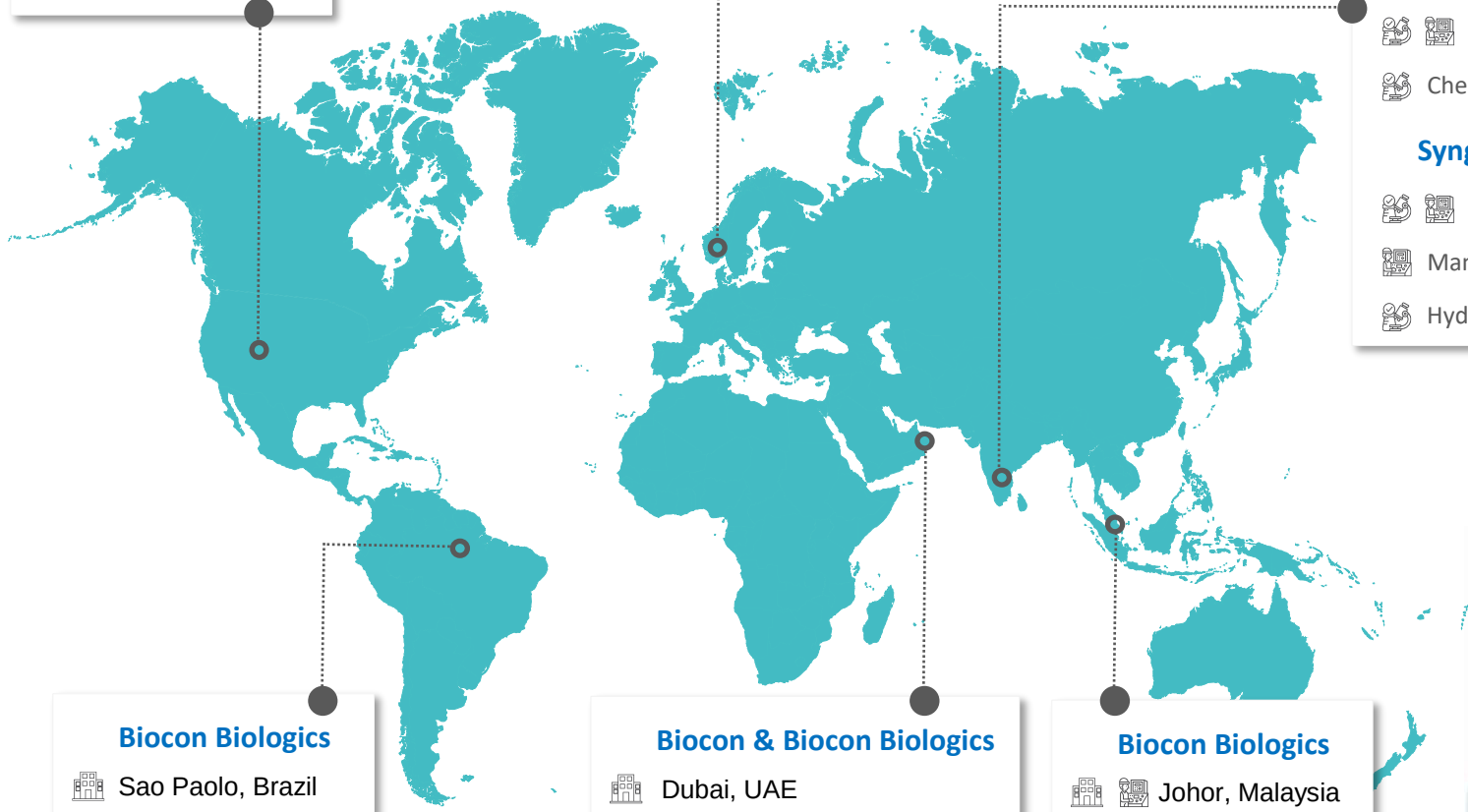
Biocon
- London, UK
- Dublin, Ireland
- Mosta, Malta
- Delemont, Switzerland

Biocon Biologics
- London, UK
- Dublin, Ireland

Biocon
- Bengaluru, India(HQ)
- Visakhapatnam, India
- Hyderabad, India

Biocon Biologics
- Bengaluru, India(HQ)
- Chennai, India

Syngene
- Bengaluru, India(HQ)
- Mangaluru, India
- Hyderabad, India



Biocon Biologics
- Sao Paolo, Brazil

Biocon & Biocon Biologics
- Dubai, UAE

Biocon Biologics
- Johor, Malaysia

Office
Manufacturing
Research

Business Segments

Our Business Segments

One Company, Four Unique Offerings Across The Pharmaceutical Value Chain

Making a Difference to Patients Worldwide through Generics, Biosimilars, Novel Biologics and Research Services

Ensuring Access through Quality, Affordability, Reliability

Pushing Scientific Boundaries to Deliver Impactful Innovations

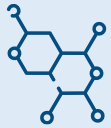
Transforming Healthcare. Transforming Lives.

Putting Science to Work

Generics Business

Generics

APIs



Leadership in fermentation-based APIs – Immunosuppressants, statins, anti-infectives

Serving **750+** API customers

100+ APIs in portfolio

Expanding portfolio in peptides, high potent and synthetic APIs

FORMULATIONS

Vertically integrated player with **75+** generic formulations in portfolio

18 products launched in U.S.
4 launched in Europe
Few in Emerging Markets

Portfolio addresses 13 of the Top 50 drugs in the U.S. market

Generic APIs & Formulations

R&D and Manufacturing

7 state-of-the-art manufacturing facilities in Bengaluru, Hyderabad, Visakhapatnam, New Jersey

Balanced Portfolio

Cardiovascular, anti-diabetes, oncology, immunosuppressants, high potent API (Active Pharmaceutical Ingredient) & niche molecules, like peptides, GLP-1s

Compliance/Approvals

Products approved by agencies such as U.S. FDA); EMA; MHRA; COFEPRIS; ANVISA among others.

Note: Status as of March 2024

Growing Portfolio of Active Pharmaceutical Ingredients (APIs)

Global presence in supply of fermentation-based small molecules to the generics industry in regulated markets

Portfolio covers therapeutic areas of cardiovascular, anti-diabetics, immunosuppressants, and specialty molecules

Consistent quality compliance & regulatory approvals track record

100+ APIs

750+ API customers

1st Generics Company to be approved for Liraglutide in an ICH or major regulated market

75+ countries served, including U.S., Europe & large EMs

Note: Status as of March 2023

Generics Formulations: Vertically Integrated with In-House APIs

Forward integrating portfolio of niche, difficult-to-make APIs into formulations

Therapeutic segments of diabetes, cardiology, oncology, immunology, autoimmune indications and obesity

Oral solid dosage forms, injectables (vials, pre-filled syringes, auto-injectors), other forms

75+ drug products (commercial, tentative approvals, filed or in development)

18 products launched in U.S.; 4 launched in Europe; Few in Emerging Markets

Note: Status as of March 2024

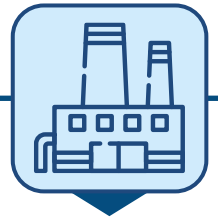
Generics Business At A Glance

100+

countries including U.S., Europe & large EMs reached commercially

18

Generic Formulations launched in U.S.



7

State-of-the-art facilities

90+

cGMP approvals received from international regulatory agencies

750+

Global customers

100+

Generic formulation dossiers submitted

500+

DMFs filed in various jurisdictions

500+

Scientists & Post-Graduates are part of R&D team

Note: Status as of March 2024

Biocon Biologics

Biocon

Biosimilars Business

Biocon Biologics™
Transforming Healthcare. Transforming Lives.

Biocon Biologics: A Unique, Fully Integrated, Leading Global Biosimilars Player

Biocon

Research & Development

- *Process & Product Development*
- *Scale up and tech transfer*
- *Analytical and Bioanalytical Sciences*
- *Clinical development*
- *Regulatory Sciences*
- *Intellectual Property*

Manufacturing

- *Mammalian & microbial tech platforms*
- *Insulins, mAbs & conjugated rProteins*
- *Drug Substance, Drug Product & Devices Capabilities for insulins & mAbs*
- *3 Manufacturing Sites*
- *80+ cGMP Approvals (including U.S. FDA & EMA)*

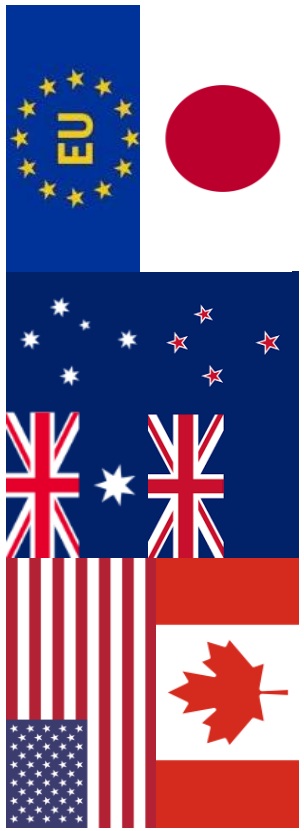
Commercialization

- *Commercial reach in 120+ countries*
- *Advanced Markets & Emerging Markets*
- *8* products commercialized globally*
- *Self- & Partner-led commercial models*

Note: Status as of March 2024 ** 2 products are in-licensed*

Strong Commercial Capabilities: Reach in 120+ Countries

ADVANCED MARKETS



Robust portfolio of products across diabetes, oncology, immunology

Direct commercial presence in U.S., Canada, European Big 5 Markets (Germany, France, UK, Spain and Italy)

Brands enjoy strong market shares in respective categories in U.S., Europe

EMERGING MARKETS

Hybrid Commercial Model

- Self-led model in 8 countries
- Partner / Distribution-led model in rest

Commercial reach in ~80 countries across APAC, AFMET, LATAM regions

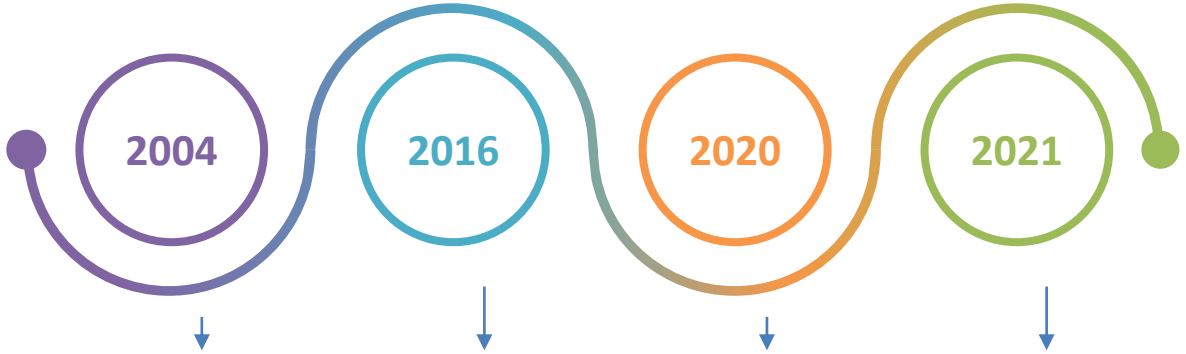
Key brands of Trastuzumab, rh-Insulin & Glargine have dominant market shares in many markets

Biocon Biologics™
Transforming Healthcare. Transforming Lives.

Setting New Benchmarks for Biosimilars Industry Worldwide

Biocon

INSULINS



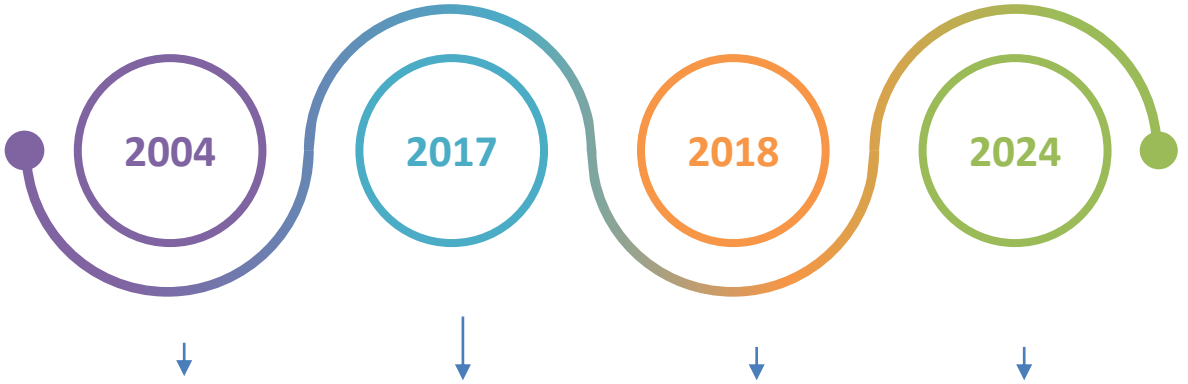
2004
World's 1st Pichia pastoris-technology based **rh-Insulin** developed & commercialized in India

2016
1st company from India to get approval for a biosimilar in **Japan -- bGlargine**

2020
1st company from India to commercialize **bGlargine in U.S.**

2021
1st company globally to commercialize **interchangeable bGlargine** in U.S.

mAbs\rPROTEINS



2004
bTrastuzumab launched in India; **world's 1st** approved bTrastuzumab

2017
1st company globally to get **U.S. FDA approval for bTrastuzumab**

2018
1st company globally to get **U.S. FDA approval for bPegfilgrastim**

2024
1st company to get **U.S. FDA approval for interchangeable bAflibercept**

Achieved many global 'firsts' in the biosimilars space

Biocon Biologics™
Transforming Healthcare. Transforming Lives.

Comprehensive Portfolio of In-Market & In-Development Biosimilars Across Therapies

Portfolio Unlocks a ~US$100 Bn Global Opportunity

Therapy Area	Oncology	Immunology	Diabetes	Eye Health	Bone Health	Others
Approved/ Commercialized *9 molecules*	bPegfilgrastim bTrastuzumab bBevacizumab	bAdalimumab bEtanercept	bGlargine U100 rh-Insulin bAspart	bAflibercept		
Late Stage[1] *3 molecules*	bDenosumab bPertuzumab	bUstekinumab			bDenosumab	
Early Stage[2] *8 molecules*	2 undisclosed assets	3 undisclosed assets	bGlargine U300 1 undisclosed asset			1 undisclosed asset

Commercialized in Global Markets 08 | **20 Biosimilars in our Portfolio**

[1] Clinical to BLA Review | [2] Pre-Clinical

Biocon Biologics At A Glance

5.5+ mn^

Patients served through BBL's biosimilars

~5.8 bn*

Cumulative doses of insulin supplied globally till date

$500+ mn

Private equity investments

20

Biosimilar molecules in portfolio

120+

Countries where BBL's products are available

8#

Biosimilars commercialized in global markets

3

Manufacturing sites (2 Bengaluru, 1 Malaysia)

2

R&D sites (Bengaluru, Chennai)

80+

cGMP approvals from International regulatory agencies

~5,500

High-quality, diverse talent pool

#2 in-licensed assets

#Inclides rh-Insulin and Insulin Glargine

Note: Status as of March 2024

Novel Biologics Business

Novel Biologics

ITOLIZUMAB

Novel, first-in-class humanized CD6 antibody

equillium

Licensed to Equillium for US, Canada, Australia & New Zealand

Being developed by Equillium for severe immune-inflammatory diseases including aGVHD and systemic lupus erythematosus / lupus nephritis, ulcerative colitis

BCA101
Fusion Protein

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

BICARA therapeutics

Boston-based company focused on developing Immuno-Oncology assets

BCA101 + pembrolizumab combination dose expansion study in 1L HNSCC demonstrates significant improvement over standard of care

Research Services Business

Syngene | Research Services Business

Biocon

Putting Science to Work

Innovative R&D Solutions

Offers integrated solutions across research, development and manufacturing

Established track record in discovery research and development for small and large molecules. Emerging presence in commercial manufacturing

Collaborations

13 out of Top 15 pharmaceutical Companies are clients

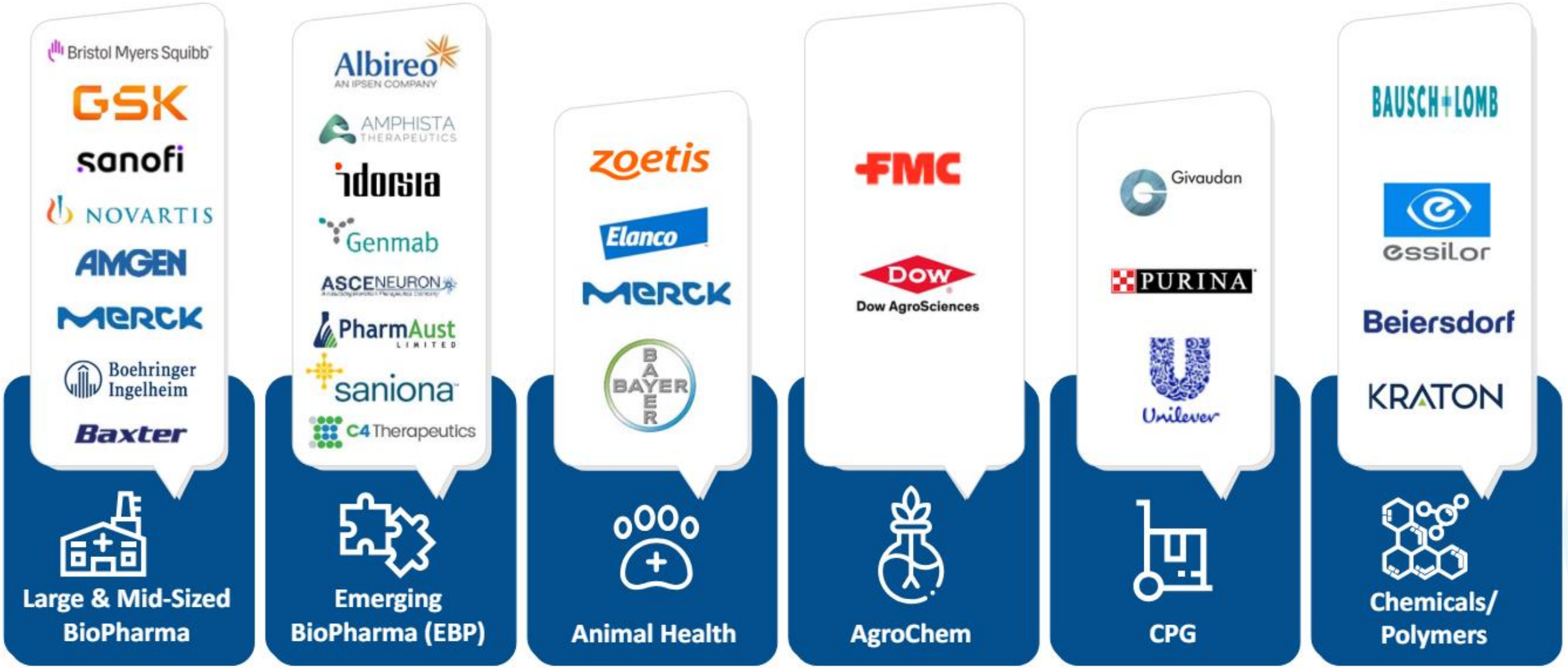
Strong Technical Expertise

6,000+ qualified scientists including ~500 PhDs

2 mn+ sq. ft. world-class R&D and manufacturing infrastructure

Note: Status as of March 2023

Partnered with Global Leaders in Multiple Industry Segments



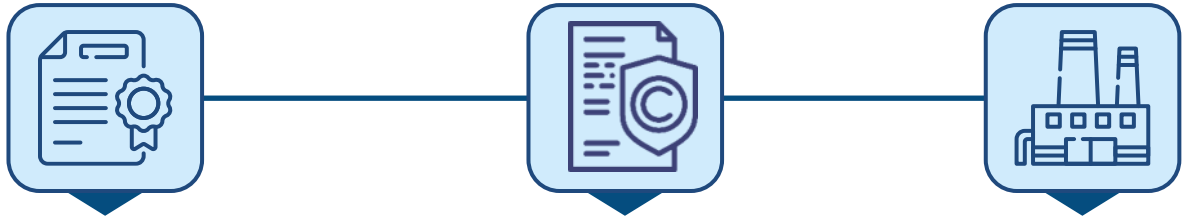
Note: Status as of March 2024

Syngene | Syngene at a Glance

8,500+
Headcount

400+
Active clients

~6,000+
Scientists, including ***~500*** *PhDs*



4
Divisions:
Discovery Services
Dedicated R&D Centers
Development Services
Manufacturing Services

400+
Patents held with clients

3
3 campuses in Bangalore, Hyderabad and Mangalore

Note: Status as of March 2023

Financials

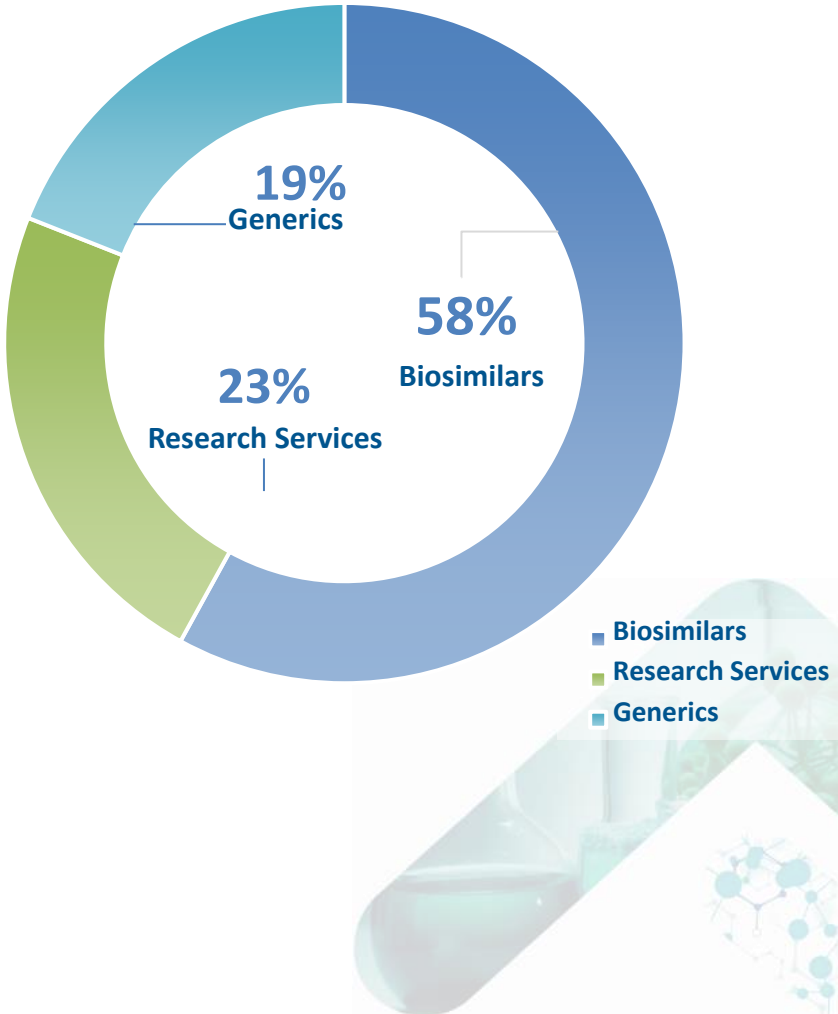
Biocon Group: Financial Highlights for FY24

Rs Million

		FY 24	FY 23
Revenue	+35%	156,212	115,501
EBITDA	+44%	41,642	28,876
% margin		27%	25%
PBT Before Exceptional Items	+29%	15,368	11,885
PBT	+70%	15,252	8,971
Net Profit	+121%	10,225	4,627

Figures above are rounded off to the nearest million; % based on absolute numbers.

Biocon: Business Revenue Mix FY 24



Biocon Limited FY24 Revenues at USD 1.9 billion

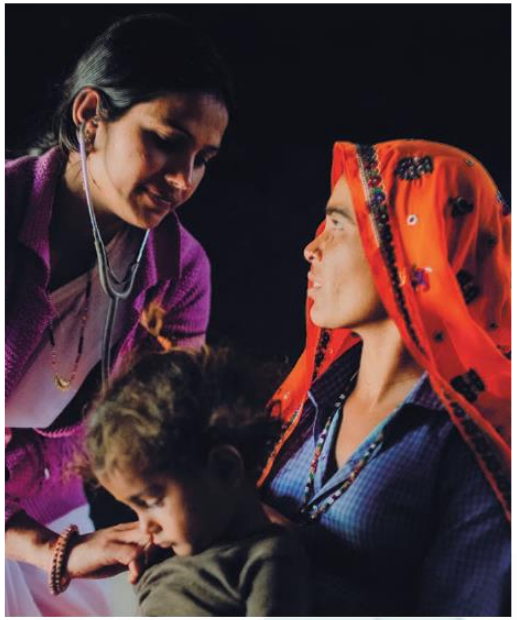
- Biocon Biologics FY24 Revenues at USD 1.1 billion

Environment, Social, Governance

ESG: 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’



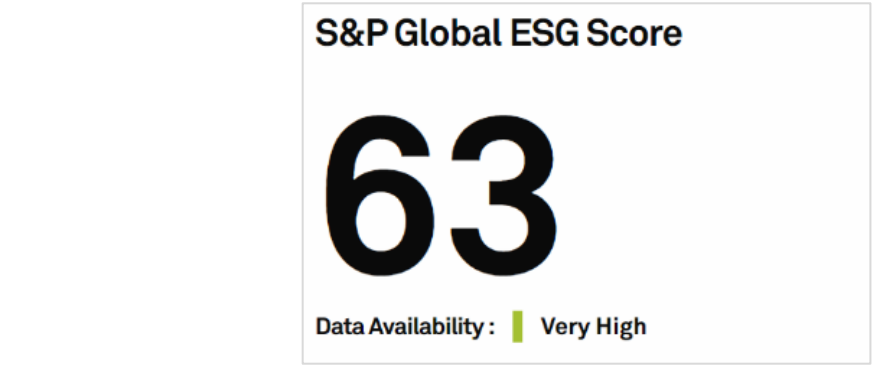
Monitor Performance → Improve Through Initiatives → Report Outcomes

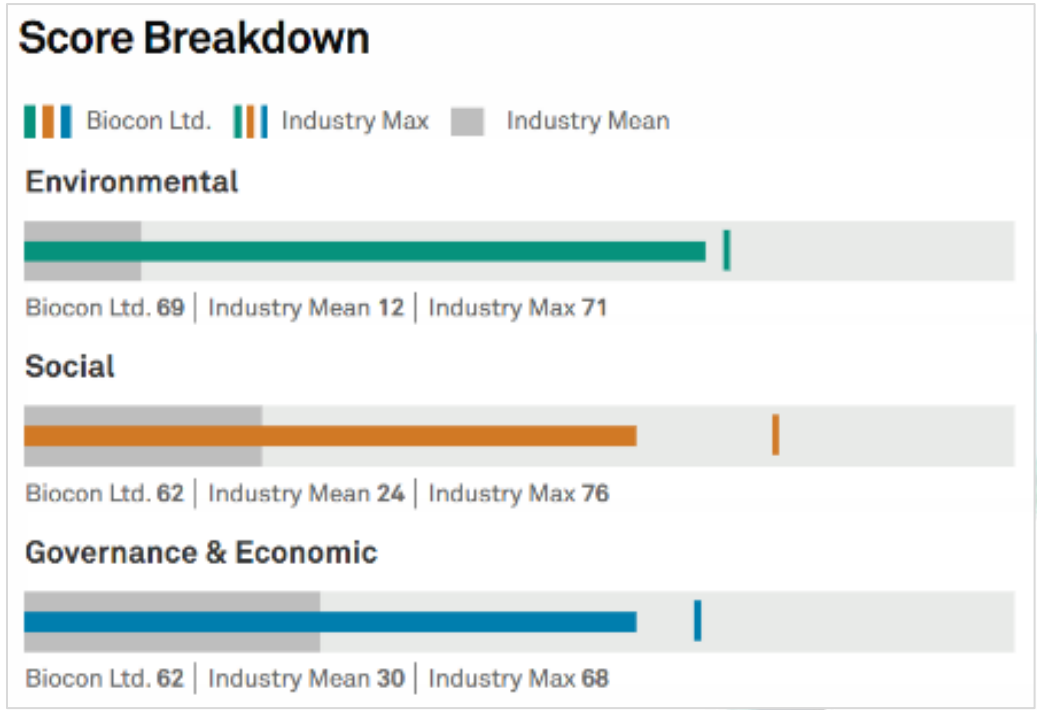
Awards & Recognitions

Sustainable1 S&P Global	Included in **S&P Global 2024 Sustainability Yearbook** 2nd year in a row	FTSE4Good	Enhanced **FTSE4GOOD Index** score to 3.6 from 3.2, surpassing the healthcare industry average of 2.3 and biotech sub-industry average of 2.8
Dow Jones Sustainability Indexes	Included in **DJSI EMs Index** for 3rd successive year	BW BUSINESSWORLD Presents IMSC India's Most Sustainable Companies	Recognized among **Top 30 India's Most Sustainable Companies** in 2023 by **BW Businessworld**
CDP	**CDP 2023** scores at 'B' for Climate Change & 'C' for Water Security	PSIPL ESG SOLUTIONS Presents INDIA SUSTAINABILITY CONCLAVE AND AWARDS 2023	Received '**Best Overall Sustainable Performance' Award** in the pharmaceutical sector at the **India Sustainability Conclave & Awards 2023**
	Biocon Foundation awarded the prestigious **9th Dalmia Bharat- CSRBOX CSR Impact Award 2023** in the 'Healthcare (Small)' category for Oral Cancer Control Program using Mobile Health (mHealth)		

S&P Global Corporate Sustainability Assessment 2023 Ranks Biocon Among Top 10 Global Biotech Companies

- S&P Global ESG Score at **63** vs 52 last year
- **99th percentile** for Biotech industry classification
- **Environmental Dimension**: Score: **69** | Industry max: 71 | Industry mean: 12.
- **Social Dimension**: Score: **62** | Industry max: 76 | Industry mean: 24.
- **Governance & Economic Dimension**: Score: **62** | Industry max: 68 | Industry mean: 30.





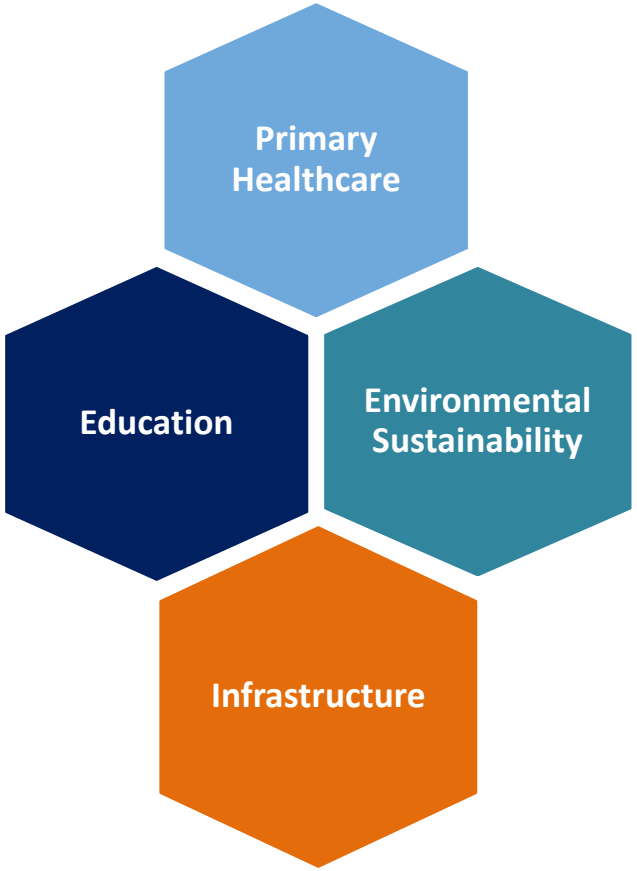
Corporate Social Responsibility

Empowering Communities

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

eLAJ Smart Clinics: ~ 65,350+ patient visits (FY24)

Biocon-Hebbagodi Metro Station



Specialist Camps

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

Expanding Healthcare in Tribal Areas: Provided healthcare access to 2,000+ individuals and screened 1,600+ for NCDs.

Biocon Academy
ADDING VALUE, ENHANCING SKILLS

Adding Value, Enhancing Skills

Center of Excellence for Advanced Learning in Applied Biosciences

- A combination of academic and experiential learning
- Scholarship up to 75% on course fee
- **1,000+** students graduated in 10 years
- 100% Placement Record

Education Partners:

KGI KECK GRADUATE INSTITUTE
Claremont, California, USA

BITS Pilani
Pilani | Dubai | Goa | Hyderabad

RAMAIAH
COLLEGE OF ARTS, SCIENCE & COMMERCE

Developing high-end talent for the Biotech sector

PROGRAMS

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

Biocon

People Equity: 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

2023 rank	Employer (global HQ)	Is an innovative leader in the industry	Treats its employeeswith respect	Is socially responsible	Work-employee values aligned	Has loyal employees
1	Insmed *(Bridgewater, NJ)*			✓	✓	✓
2	Incyte *(Wilmington, DE)*		✓	✓		✓
3	Alnylam Pharmaceuticals *(Cambridge, MA)*		✓	✓	✓	
4	Regeneron *(Tarrytown, NY)*	✓		✓		✓
5	Syngenta Group *(Basel, Switzerland)*	✓	✓	✓		
6	Spark Therapeutics *(Philadelphia, PA)*	✓	✓	✓		
7	Vertex Pharmaceuticals *(Boston, MA)*	✓		✓	✓	
8	**Biocon Limited *(Bangalore, India)***	✓		✓		✓
9	Moderna *(Cambridge, MA)*	✓	✓	✓		
10	Genentech *(South San Francisco, CA)*	✓	✓	✓		

Science 2023 TOP EMPLOYER

Key Attributes

- AN INNOVATIVE LEADER IN THE INDUSTRY
- IS SOCIALLY RESPONSIBLE
- HAS LOYAL EMPLOYEES

Note: Science Top Employer is a Top 20 Global Pharma & Biotech Employers annual ranking by the U.S.-based Science magazine

THANK YOU