Biocon Limited

BSE: 532523 | NSE: BIOCON | REUTERS: BION.NS |
BLOOMBERG: BIOS IN | WWW.BIOCON.COM

Investor Presentation
September 2019
Safe Harbor

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.
Agenda

Our Journey

Financial Highlights

Our Business

• Small Molecules
• Biologics
• Branded Formulations
• Research Services - Syngene

Five Year Financials
Biocon: Asia’s Leading Biopharma Company

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

Our Mission
To be an integrated Biotech enterprise of global distinction

Our Values
- Integrity & Ethical Behavior
- Performance driven Work Culture
- Value Creation through Innovation & Differentiation
- Quality through Compliance & Best Practices
- Collaboration, Team Work & Mutual Respect
Committed to Affordable Access

Aiming to develop products that can potentially benefit a billion patients
The Biocon Journey: A Continuous Evolution

1978-1999
An Enzymes Company

2000-2004
Transforming into a Biopharma Company
Successful IPO, Biocon listed in India

2005-2009
Building the Base Business and Expertise in Biologics
Enzymes Business Divested
Global Collaboration for Biosimilars with Mylan

2010-2015
Focused on global development and strategic global alliances
Mylan Insulins collaboration signed
IPO of Syngene

2016 and beyond
Poised for Global Impact with Biosimilars
Global Partnership with Sandoz for Next-Gen Biosimilars
Entered Developed Markets of Japan, US, EU with Biosimilars

Unwavering focus through the years on innovation & difficult to make, niche products to create tangible differentiators for sustainable growth
Key Innovations: Making a Difference

- First US FDA approval for Lovastatin
- Launches INSUGEN® (rh-Insulin) (German Technology Insulin Delivery Device)
- Launches INSUPen®/INSUPen® EZ
- Launches ALZUMAb™ (Itolizumab)
- Launches BIOMAb EGFR® (Nimotuzumab)
- Launches BASALOG® (Insulin Glargine)
- Introduces CANMAb™ (bisimilar Trastuzumab)
- Launches Basalog One™
- Ogivri™, first biosimilar Trastuzumab approved by US FDA
- Launches KRABEVA®, biosimilar Bevacizumab in EU, Australia
- Approval of Semglee, biosimilar Insulin Glargine in EU and Australia. Launch in EU
- Approved and launched Fulphila™, biosimilar Pegfilgrastim in US
- Insulin Glargine launched in Japan
- Launches Ogivri™, biosimilar Trastuzumab in India
Financial Highlights
## Financial Summary

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q1 FY20</th>
<th>Q1 FY19</th>
<th>Growth (%)</th>
<th>FY19</th>
<th>FY18</th>
<th>Growth (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>14,900</td>
<td>11,926</td>
<td>25%</td>
<td>56,588</td>
<td>43,359</td>
<td>31%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>4,616</td>
<td>3,066</td>
<td>51%</td>
<td>15,381</td>
<td>10,353</td>
<td>49%</td>
</tr>
<tr>
<td>Net Profit#</td>
<td>2,229</td>
<td>1,197</td>
<td>86%</td>
<td>7,291</td>
<td>3,724</td>
<td>96%</td>
</tr>
<tr>
<td>R&amp;D Expenses in P&amp;L</td>
<td>787</td>
<td>442</td>
<td>78%</td>
<td>2,899</td>
<td>2,158</td>
<td>34%</td>
</tr>
<tr>
<td>Gross R&amp;D Spends</td>
<td>1,101</td>
<td>883</td>
<td>25%</td>
<td>4,796</td>
<td>3,804</td>
<td>26%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>31%</td>
<td>26%</td>
<td>27%</td>
<td>24%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EPS# (Rs.)</td>
<td>1.9</td>
<td>1.0</td>
<td>6.1</td>
<td>3.1</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

# Adjusted for any exceptional items, EPS adjusted for bonus
# Revenue Highlights

<table>
<thead>
<tr>
<th>Particulars by segment</th>
<th>Q1 FY20</th>
<th>Q1 FY19</th>
<th>Growth</th>
<th>FY19</th>
<th>FY18</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Small Molecules</td>
<td>4,796</td>
<td>4,001</td>
<td>20%</td>
<td>17,728</td>
<td>15,077</td>
<td>18%</td>
</tr>
<tr>
<td>- Biologics</td>
<td>4,896</td>
<td>2,497</td>
<td>96%</td>
<td>15,169</td>
<td>7,702</td>
<td>97%</td>
</tr>
<tr>
<td>- Branded Formulations</td>
<td>1,334</td>
<td>1,473</td>
<td>-9%</td>
<td>6,654</td>
<td>6,115</td>
<td>7%</td>
</tr>
<tr>
<td>- Syngene (Research Services)</td>
<td>4,209</td>
<td>4,060</td>
<td>4%</td>
<td>18,255</td>
<td>14,231</td>
<td>28%</td>
</tr>
<tr>
<td>- Inter-segment</td>
<td>(576)</td>
<td>(793)</td>
<td>-27%</td>
<td>(2,572)</td>
<td>(1,828)</td>
<td>41%</td>
</tr>
<tr>
<td><strong>Revenue from Operations</strong></td>
<td><strong>14,659</strong></td>
<td><strong>11,238</strong></td>
<td><strong>30%</strong></td>
<td><strong>55,144</strong></td>
<td><strong>41,297</strong></td>
<td><strong>34%</strong></td>
</tr>
<tr>
<td>- Other Income</td>
<td>241</td>
<td>688</td>
<td>-65%</td>
<td>1,444</td>
<td>2,062</td>
<td>-30%</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>14,900</strong></td>
<td><strong>11,926</strong></td>
<td><strong>25%</strong></td>
<td><strong>56,588</strong></td>
<td><strong>43,359</strong></td>
<td><strong>31%</strong></td>
</tr>
</tbody>
</table>

All Figures in ₹ Million except %
### Key Financial Metrics – Evolution over last 5 quarters

All Figures in ₹ Million except %

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY 2019 Q1</th>
<th>FY 2019 Q2</th>
<th>FY 2019 Q3</th>
<th>FY 2019 Q4</th>
<th>FY 2019 FY19</th>
<th>FY 2020 Q1</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEGMENT REVENUE</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a. Small Molecules</td>
<td>4,001</td>
<td>4,319</td>
<td>4,689</td>
<td>4,719</td>
<td>17,728</td>
<td>4,796</td>
</tr>
<tr>
<td>b. Biologics</td>
<td>2,497</td>
<td>3,675</td>
<td>4,486</td>
<td>4,511</td>
<td>15,169</td>
<td>4,896</td>
</tr>
<tr>
<td>c. Branded Formulations</td>
<td>1,473</td>
<td>1,639</td>
<td>2,122</td>
<td>1,330</td>
<td>6,564</td>
<td>1,334</td>
</tr>
<tr>
<td>d. Research Services</td>
<td>4,060</td>
<td>4,186</td>
<td>4,671</td>
<td>5,338</td>
<td>18,255</td>
<td>4,209</td>
</tr>
<tr>
<td>Total</td>
<td>12,031</td>
<td>13,819</td>
<td>15,968</td>
<td>15,898</td>
<td>57,716</td>
<td>15,235</td>
</tr>
<tr>
<td>Less: Inter-segment revenue</td>
<td>(793)</td>
<td>(609)</td>
<td>(560)</td>
<td>(610)</td>
<td>(2,572)</td>
<td>(576)</td>
</tr>
<tr>
<td>Net sales / Income from continuing operations</td>
<td>11,238</td>
<td>13,210</td>
<td>15,408</td>
<td>15,288</td>
<td>55,144</td>
<td>14,659</td>
</tr>
</tbody>
</table>

| SEGMENT MARGINS* (PBIT/Segment Revenue)          |              |              |              |              |              |              |
| a. Small Molecules                               | 18%          | 20%          | 21%          | 14%          | 18%          | 22%          |
| b. Biologics                                     | 11%          | 25%          | 30%          | 33%          | 26%          | 38%          |
| c. Branded Formulations                          | 12%          | 7%           | 13%          | 4%           | 9%           | -2%          |
| d. Research Services                             | 20%          | 23%          | 23%          | 24%          | 23%          | 21%          |
| Consolidated Margins                             | 17%          | 20%          | 18%          | 19%          | 19%          | 21%          |

| ROCE* (PBIT/Capital Employed)                     |              |              |              |              |              |              |
| a. Small Molecules                               | 22%          | 22%          | 23%          | 22%          | 22%          | 27%          |
| b. Biologics                                     | 4%           | 7%           | 9%           | 11%          | 11%          | 20%          |
| c. Branded Formulations                          | 74%          | 58%          | 79%          | 81%          | 81%          | -11%         |
| d. Research Services                             | 20%          | 23%          | 21%          | 21%          | 21%          | 17%          |
| Consolidated ROCE (Annualized)                   | 13%          | 15%          | 15%          | 15%          | 15%          | 18%          |

* Segment margins are before interest & other un-allocable expenditure / (income) and segment ROCE is before un-allocable assets/ liabilities.
Our Business
Business Segments

**Biologics**

Novel Biologics & Biosimilars

*Innovation in biologics development including novel molecules & biosimilars*

Small Molecules

*Differentiated APIs & Generic Formulations*

Research Services

*Syngene*

*CRO offering integrated service platform for novel molecule drug discovery & development for small & large molecules*

Branded Formulations

*Finished Dosage Business in India & Overseas*

<table>
<thead>
<tr>
<th>Complex Small Molecule APIs to Biologics</th>
<th>Comprehensive Presentation in Biologics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Novels &amp; Biosimilars</td>
<td>Drug Substance</td>
</tr>
<tr>
<td></td>
<td>Drug Products</td>
</tr>
<tr>
<td></td>
<td>Delivery Devices</td>
</tr>
<tr>
<td></td>
<td>Vials, Cartridges &amp; Prefilled Syringes</td>
</tr>
</tbody>
</table>
**Small Molecule: APIs & Generic Formulations**

**Differentiated APIs**
- Product Portfolio leverages core fermentation technology strengths
- Among world’s largest manufacturers of statins & immunosuppressant APIs
- Early mover in niche products at commercial scale

**Current Portfolio**

<table>
<thead>
<tr>
<th>Constituents</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Statins</strong> Simvastatin, Pravastatin, Atorvastatin, Rosuvastatin, &amp; Fluvastatin.</td>
</tr>
<tr>
<td><strong>Immuno suppressants</strong> Tacrolimus, Sirolimus, Everolimus, Mycophenolate Mofetil &amp; Mycophenolate Sodium</td>
</tr>
<tr>
<td><strong>Other Biopharma</strong> Orlistat, Fidaxomicin, Glatiramer Acetate, other molecules</td>
</tr>
</tbody>
</table>

**Generic Formulations**
- Niche pipeline; Solid oral & parenteral products in both potent & non-potent categories for emerging and developed markets.
- Focus therapeutic segments – Metabolics, Oncology, Immunology & Auto-immune indications
- Generic Formulations strategy includes First-to-Files and Para IVs.
- Launched generic Rosuvastatin, Simvastain & Atorvastatin tablets in US

**Focus on vertically integrated development of molecules in chronic therapeutic areas**
Biocon is a pioneer in bringing high quality, yet affordable, novel biologics & biosimilars to patients globally.

**Novel Biologics**
- Creating market leadership in Innovation e.g., Insulin Tregopil, Itolizumab
- Pipeline includes oral insulin; mAbs against targets like CD6, CD20 & EGFR; bispecific fusion mAbs
- Potential to change the treatment paradigm in diabetes, immunology.

**Biosimilars**
- Positioned among early wave of entrants with multiple biosimilars commercialized globally. 15+ years of experience is developing biologics.
- Portfolio straddles rh-insulin, insulin analogs, mAbs and other recombinant proteins.
- Strong scientific and technical capabilities. Over 4000+ people dedicated to support this business across various functions.

Biocon | Enduring Edge
Strategic Partnership with Mylan for Biosimilars: Insulins & mAbs

Partnership leverages Biocon’s Strong Development & Manufacturing Capability and Mylan’s Regulatory & Commercial Excellence

**BIOCON**
- Global-scale, complex biologics manufacturing capabilities
- Facilities accredited by international regulatory agencies
- Decade-long experience & demonstrated expertise in developing MAbs and other biologics

**MYLAN**
- Strength in Regulatory/filings strategy
- Strong commercialization capability in US and EU.
- Market agility and speed

**Deal Structure: Upfront Payment + Cost Sharing + Supplies + Profit Sharing**

<table>
<thead>
<tr>
<th>Mylan’s Exclusive Commercialization Regions</th>
<th>Generic Insulin Analogs</th>
<th>Biosimilar MAbs &amp; other Biologics</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>US, Canada, Europe, Australia &amp; New Zealand</td>
<td>Developed markets</td>
</tr>
</tbody>
</table>

# In Developed Markets only
Strategic Partnership with Sandoz for **next generation Biosimilars**

**Broader Biocon Biologics participation in end to end development and commercialization with a global leader in biosimilars**

**Portfolio addresses next wave of immunology and oncology biosimilars**

- Market opportunity to open up by middle of next decade
- Both partners share responsibility for end-to-end development, manufacturing and global regulatory approvals for a number of biosimilars
- Costs & profits are shared equally

**Commercialization Responsibilities**

<table>
<thead>
<tr>
<th>Sandoz</th>
<th>Biocon Biologics</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. North America (US &amp; Canada)</td>
<td>1. Japan, Australia, New Zealand</td>
</tr>
<tr>
<td>2. EU (European Free Trade Association (EFTA) and Balkan states)</td>
<td>2. All Emerging Markets</td>
</tr>
</tbody>
</table>
## Status of Biocon Biologics Global Biosimilars Portfolio*

<table>
<thead>
<tr>
<th>Therapeutic Area</th>
<th>Molecule</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oncology</td>
<td>PEGFILGRASTIM</td>
<td>Launched in the U.S. Approved in EU, Australia &amp; Canada.</td>
</tr>
<tr>
<td>Oncology</td>
<td>BEVACIZUMAB</td>
<td>Launched in India. Global Phase III.</td>
</tr>
<tr>
<td>Oncology</td>
<td>FILGRASTIM</td>
<td>Preclinical</td>
</tr>
<tr>
<td>Oncology</td>
<td>PERTUZUMAB</td>
<td>Early Development</td>
</tr>
<tr>
<td>Diabetes</td>
<td>INSULIN GLARGINE</td>
<td>Launched in the EU, Japan* &amp; Emerging Markets. Approved in Australia &amp; New Zealand. Under review in U.S.</td>
</tr>
<tr>
<td>Diabetes</td>
<td>INSULIN GLARGINE 300 IU/ML</td>
<td>Early Development</td>
</tr>
<tr>
<td>Diabetes</td>
<td>INSULIN ASPART</td>
<td>Global Phase III</td>
</tr>
<tr>
<td>Diabetes</td>
<td>INSULIN LISPRO</td>
<td>Preclinical</td>
</tr>
<tr>
<td>Diabetes</td>
<td>RECOMBINANT HUMAN INSULIN</td>
<td>Launched in Emerging Markets. Phase I for U.S. (partnered with Lab Pisa)</td>
</tr>
<tr>
<td>Autoimmune</td>
<td>ADALIMUMAB</td>
<td>Partner Mylan has launched in-licensed product Hulio® in EU. Biocon benefits from economic interest</td>
</tr>
<tr>
<td>Autoimmune</td>
<td>ETANERCEPT</td>
<td>Partner Mylan’s in-licensed product filed for approval in EU. Biocon retains economic interest</td>
</tr>
<tr>
<td>Oncology &amp; Immunology</td>
<td>VARIOUS ASSETS</td>
<td>Early stage development</td>
</tr>
</tbody>
</table>

* Japan launch is outside of the Mylan partnership
# Biocon Biologics Well Placed in Competitive Global Landscape (1)

<table>
<thead>
<tr>
<th>Molecule</th>
<th>Phase I</th>
<th>Phase 3</th>
<th>Regulatory Submission</th>
<th>Approved/ Marketed</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>EMA</td>
<td>FDA</td>
</tr>
<tr>
<td>ADALIMUMAB</td>
<td>DM Bio</td>
<td>Coherus, Celltrion, Alvotech</td>
<td>Pfizer</td>
<td>Amgen, Samsung, Sandoz, Fresnius/DRL, Fuji Kirin/Mylan/BIOCON, Amgen, BI, Sandoz, Samsung</td>
</tr>
<tr>
<td>ETANERCEPT</td>
<td>Coherus, Hanwha</td>
<td>Lupin/Mylan/BIOCON</td>
<td></td>
<td>Samsung, Sandoz, Samsung</td>
</tr>
<tr>
<td>TRASTUZUMAB</td>
<td>DM Bio, United BioPharma, Alteogen, NeuClone, Sino</td>
<td>Hanwha/ Prestige, Shanghai Henlius/Accord</td>
<td>Amgen, Celltrion, Pfizer, Samsung, BIOCON, Amgen, BICON, Celltrion, Samsung, Pfizer</td>
<td></td>
</tr>
<tr>
<td>BEVACIZUMAB</td>
<td>Sandoz, Daiichi, Fresnius/DRL, Tanvex, Apobiologix, Zhejiang Teruisi</td>
<td>BL, Centus, Fuji-Kirin/Astra, BIOCON, Cipla, mAbxience/ Amneal, Hanwha/ Prestige, Bio-Thera, Shanghai Henlius, Luye, Celltrion, JHL</td>
<td>Samsung</td>
<td>Amgen, Pfizer, Amgen, Pfizer</td>
</tr>
<tr>
<td>PEGFILGRASTIM</td>
<td>Fresnius/DRL, Pfizer, Kashiv (Adello), Lupin, Zydus</td>
<td>Apotex/ Intas, Sandoz</td>
<td>BIOCON, Coherus, Apotex/ Intas, Sandoz, USV/Juta, Mundipharma (Cinfa)</td>
<td>BIOCON, Coherus</td>
</tr>
<tr>
<td>FILGRASTIM</td>
<td>Lupin</td>
<td>Apotex, Kashiv (Adello), Tanvex</td>
<td>Sandoz, Teva, Hospira, Stada, Intas, Hexal</td>
<td>Sandoz, Pfizer</td>
</tr>
</tbody>
</table>

$ Based on publically available information
## Biocon Biologics Well Placed in Competitive Global Landscape (2)

<table>
<thead>
<tr>
<th>Molecule</th>
<th>Phase I</th>
<th>Phase 3</th>
<th>Regulatory Submission</th>
<th>Approved/ Marketed</th>
</tr>
</thead>
<tbody>
<tr>
<td>INSULIN GLARGINE</td>
<td>Lannett/ HEC</td>
<td>Gan &amp; Lee/ Sandoz</td>
<td>BIOCON</td>
<td>BIOCON, Eli Lilly, Merck</td>
</tr>
<tr>
<td>INSULIN ASPART</td>
<td>BIOCON</td>
<td>Sanofi</td>
<td>EMA</td>
<td>FDA (TA)</td>
</tr>
<tr>
<td>INSULIN LISPRO</td>
<td>BIOCON</td>
<td>Sanofi</td>
<td>FDA</td>
<td>FDA</td>
</tr>
<tr>
<td>RH-INSULIN</td>
<td>BIOCON</td>
<td>Rechon (EU)</td>
<td>EMA</td>
<td>FDA</td>
</tr>
</tbody>
</table>

$ Based on publically available information
Biosimilars Manufacturing: Building Global Scale

Global Scale Manufacturing Capabilities in India

- State-of-the-art manufacturing facilities – mammalian & microbial
- Facilities conform to most stringent cGMP guidelines - Inspected by EMA, USFDA, Health Canada, ANVISA, COFEPRIS, PMDA, TGA etc.
- Second fill-finish sterile injectable line in Bangalore has been approved by the EMA. To support future growth of biologics formulations and help expand access across global markets.
- Construction of second antibody manufacturing facility in Bangalore ongoing, expected commissioning in FY20.

Biocon Malaysia: Asia’s largest integrated insulins manufacturing facility

- Biocon’s First Manufacturing expansion overseas in Iskandar, Johor.
- Investment of ~US$300 mn in the first phase.
- Plant has received GMP certificate from EMA, NPRA, Malaysia and other Emerging Market regulators.
- Sales commenced in E.U. & Emerging Markets; include OTA award by Ministry of Health – Malaysia.

Biocon Biologics over the years have built global scale and cost competitive, complex manufacturing capabilities to address global market opportunities
**Vision:** “Most Inspiring Global Leader in Biologics” delivering affordable access to innovative and inclusive healthcare solutions, transforming patient lives.

Implement strategic initiatives going beyond the product in our aspiration to reach dominant market share in key markets, unlock underserved markets, and differentiate us from competition.

<table>
<thead>
<tr>
<th>THE FOUR PILLARS</th>
<th>PATIENTS</th>
<th>PEOPLE</th>
<th>PARTNERS</th>
<th>BUSINESS</th>
</tr>
</thead>
</table>
| **PATIENTS**     | Patient-Centricity & Therapeutic Area Leadership  
• Leader with a vision that resonates strongly with global scientific communities |
| **PEOPLE**       | Unique Culture with Talent Diversity  
• Unique culture of constant innovation  
• Inherent strengths in co-creation and leveraging diversity |
| **PARTNERS**     | Disruptive & Differentiated Portfolio  
• Leader in a disruptive, differentiated portfolio offering  
• Achieve scientific excellence by leveraging cutting-edge technology |
| **BUSINESS**     | Agile Delivery Capability  
• Global scale manufacturing with AI/ML equipped systems  
• Innovative delivery models that optimize number of intermediaries  
Innovative, Technology-Driven Operating Models  
• Archetype-based technology-driven operating model leveraging partnerships  
• Ability to serve patients at the centre of the income pyramid |
|                  | Excellence in Market Shaping  
• Leader in creating sustainable market advantages and policy shaping |
Branded Formulations: Now aligned with Biologics Growth Strategy

- Specialty business with regional ambitions; strong value builder for Biocon.
- Biologics-led specialty products focused on chronic therapy areas.
- Comprehensive offering of products, patient and physician support programs

**INDIA**

- India’s largest Insulins & leading Oncology Company
- Presence across therapies: Metabolics, Oncotherapeutics, Immunotherapy, Nephrology and Comprehensive Care Division.
- Several brands ranked amongst 'Top 3' brands in respective segments.

**UAE**

- Ranked among Top 15 pharmaceutical companies in UAE.
- Most branded generic products in Top 2 in respective segments.
- Glaricon (Biosimilar Insulin Glargine) and Canhera (Biosimilar Trastuzumab) launched in UAE

- Insugen® ranks among Top 3 human insulin brands in India
- CANMAb™ is No. 1 brand of Trastuzumab in India
- Basalog®, is No 2 brand of Insulin Glargine in India

**Key Brands**

- Insugen®
- Basalog®
- BIOMAb EGFR®
- CANMAb™
- ALZUMAb™
- KRABEVA®
- TACROGRAF™
# Novel Molecules - Pipeline & Therapeutic Area Focus

| **DIABETES** | **Insulin Tregopil** *(In-house program)*  
First-in-Class Oral, Prandial Insulin  
- Liver specific- portal delivery. Weight neutral  
- Pivotal Phase II/III clinical study in T2DM patients in India ongoing  
- JDRF supported Phase I Multiple Ascending Dose study planned in T1DM patients | **India Phase II/III in T2D ongoing** |
|--------------|-------------------------------------------------|-------------------------------|
| **INFLAMMATION** | **Itolizumab** *(Licensed to Equillium for US & Canada)*  
Novel, humanized CD6 Antibody  
- Novel CD-6 Biology presenting durable immune-modulatory benefits and superior clinical safety  
- Marketed in India for plaque Psoriasis | **Clinical Trial initiated in aGVHD, Severe Asthma** |
|              | **BVX-20#** *( Partnered with Vaccinex)*  
Novel, 2nd Generation humanized CD20 Antibody  
- Path to IND mapped out, to advance program in neuro-inflammatory disorder | **Path to IND mapped** |
|              | **QPI-1007** *(licensed from Quark Pharma)*  
SiRNA for ophthalmic disease  
- Non-Arteritic Anterior Ischemic Optic Neuropathy (NAION)  
- Patients randomized for global study (incl. in India) | **Phase III in NAION** |
| **IMMUNO-ONCOLOGY** | **EGFR mAb + TGFβrII** *(In-house program)*  
Tumor-Targeted Fusion mAb*  
- Higher local tumor concentration of immuno-modulatory arm resulting in a better therapeutic window  
- Opportunity to target multiple tumor types | **Pre-clinical** |

Incorporated in Boston, U.S. as a wholly owned subsidiary of Biocon to focus on developing Immuno-oncology assets
**Research Services Business: Syngene**

- One of leading India based CROs, a global high growth CRO company
- End-to-end discovery, development and manufacturing capabilities with focus on novel molecular entities
- Offers an integrated drug discovery, development and manufacturing platform for both small and large molecules, antibody-drug conjugates and oligonucleotides backed by best-in-class bioinformatics services
- World class infrastructure audited successfully by US FDA, EMA, AAALAC and major life sciences partners
- 331* global clients across multiple sectors
- World-class R&D and manufacturing infrastructure spread over 1.5 million sq. ft
- ~4,000* qualified scientists
- Strong track record of top-line growth with best in class EBITDA margins (30+% ) and Net Profit margin (high teens to low 20’s)
- Listed in India on BSE and NSE in 2015

* For fiscal ended March 31, 2019
Biocon: Group Structure

Legend:
- Ultimate Holding Company
- Joint Venture
- Direct Subsidiary
- Step-down subsidiary
- 2nd Step-down subsidiary

Details are as on July 31, 2019

Small Molecules & Novels

Biocon Limited, India
- 100%
- 100%
- 100%
- 100%
- 100%
- 100%
- 100%

Biocon FZ LLC, UAE
- 100%
- 49%
- 100%
- 100%
- 100%
- 100%
- 100%

Syngene International Limited, India
- 70.24%
- 100%
- 100%

Syngene USA Inc

Biocon FZ LLC, UAE
Neo Biocon FZ LLC, UAE
Biocon Pharma Limited, India
Biocon SA Switzerland
Biocon Biologics India Limited, India
Biocon Biologics Limited, UK
Biocon SDN BHD, Malaysia

Biocon Biologics Research Limited India

Biosimilars

70.24%
98%
100%
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