

# Biocon Biologics

**Transforming Healthcare. Transforming Lives.**

Investor Presentation

September 2020






## Safe Harbour

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, 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 biotechnology and pharmaceuticals industries, changes in political conditions and changes in the foreign exchange control regulations. 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



# Healthcare is a 'Human Right'

~2B people, a third of the world's population across developed and LMIC countries, lack access to essential medicines

	Estimated Breast Cancer treatment cost	Time equivalent based on avg. annual wages*
	\$18.5k	~10 years
	\$33.9k	~10 years
	\$71.7k	~1.7 years

Expected to be worsened post COVID-19 pandemic

**Affordable  
Innovative Therapies**

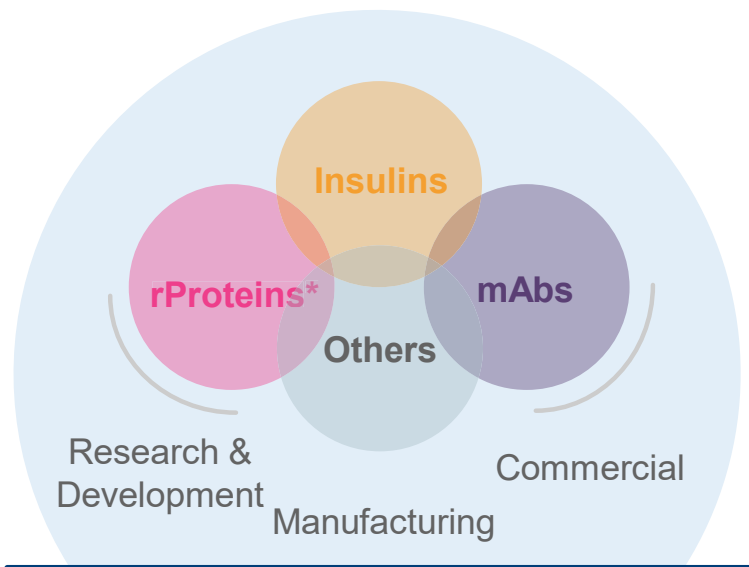
\*Not disposable income

Source: WHO Technical Report on Pricing of cancer medicines and its impacts (2019)



# Platform built on 40+ years of strong heritage

Building an ecosystem where people are willing and able to continuously innovate



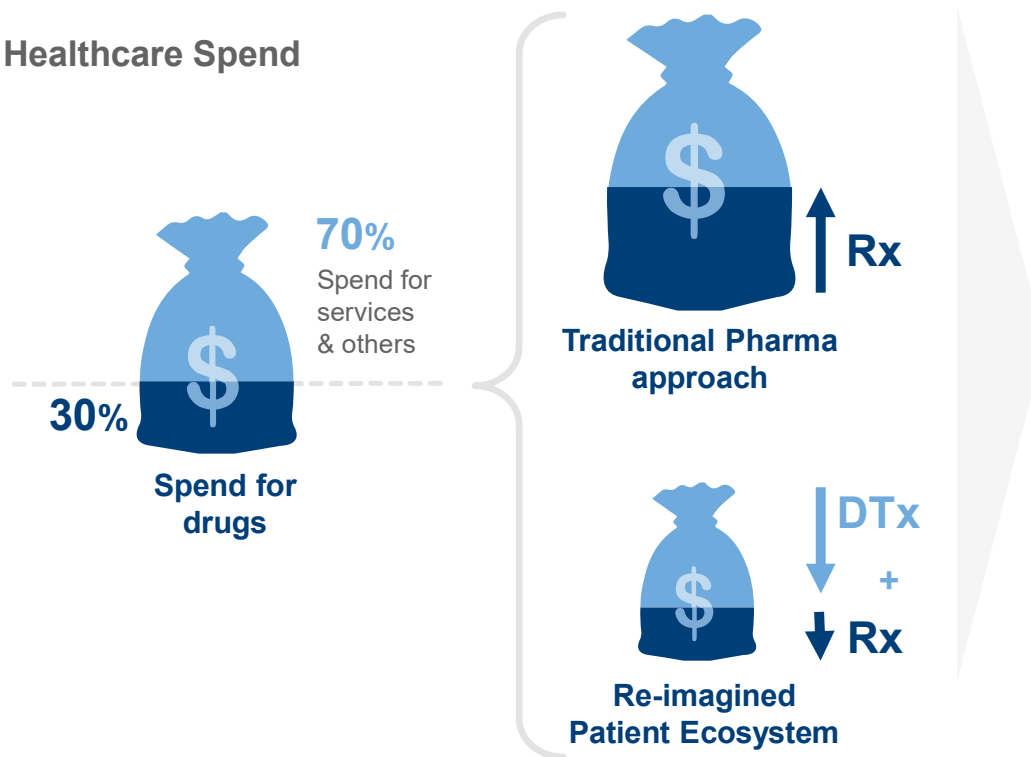
- 'Pure Play' Biosimilars Company
- Fully integrated – lab to market
- Global Footprint
- Disruptive collaborations

\*rProteins refers to Recombinant Proteins

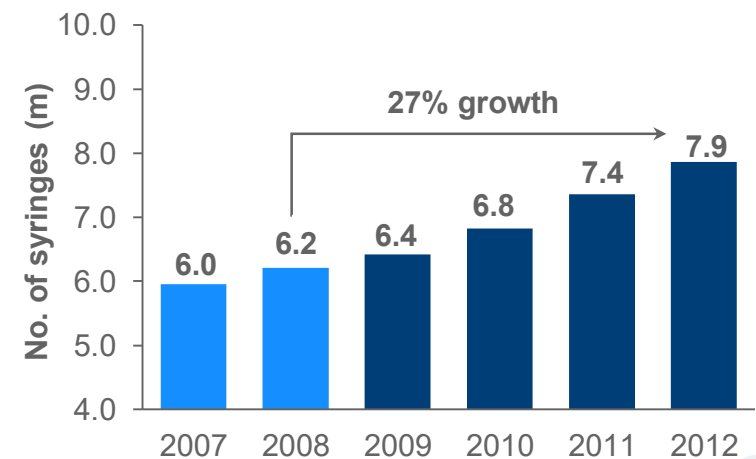
# Ambition to transform global healthcare

Impact 5 million patient lives in FY22 by enabling access to more affordable healthcare solutions

## Healthcare Spend



## Total G-CSF market volume (Europe)\*

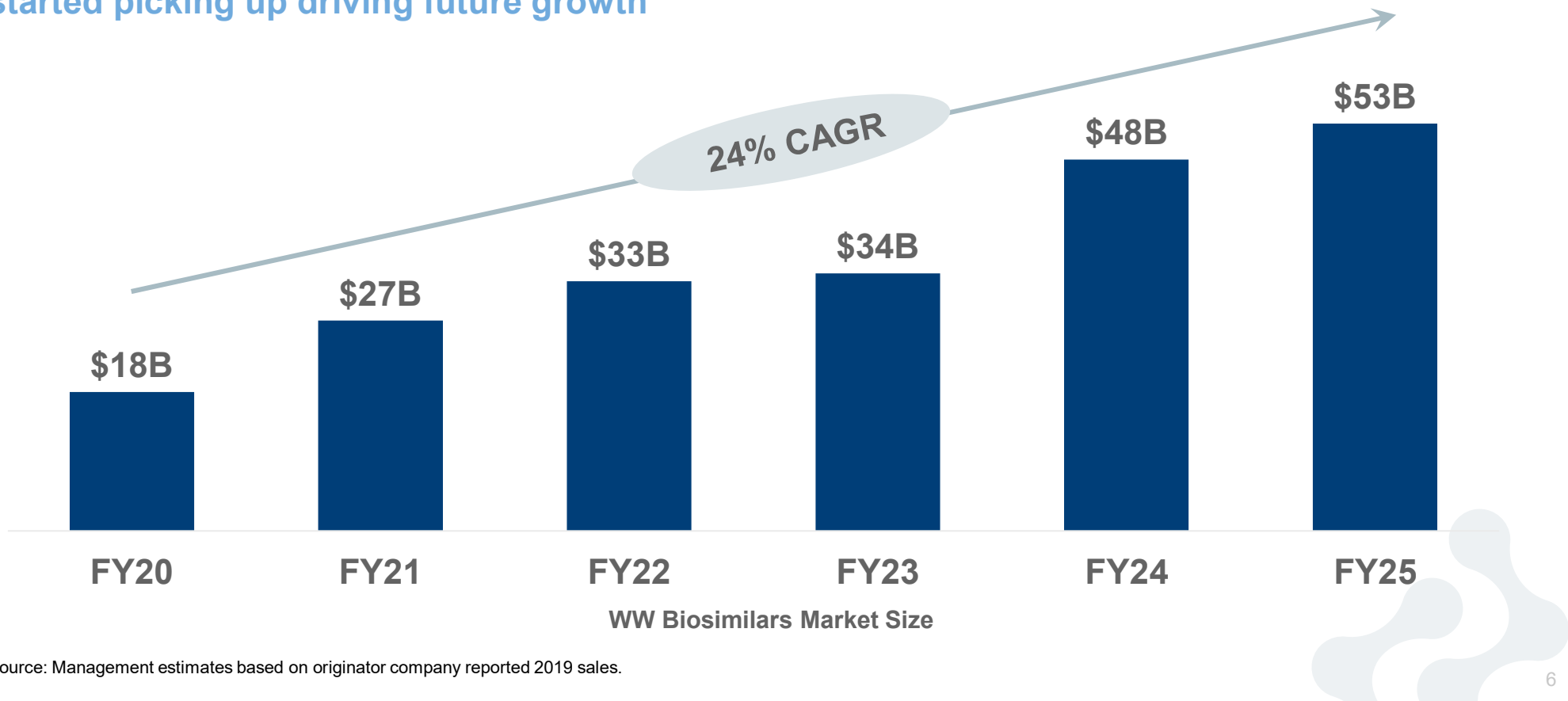


Biosimilar introduced in Sep'08

\*Includes filgrastim, pegfilgrastim and lenograstim

## Targeting a financially attractive global market

EU has already witnessed strong adoption of biosimilars while the US market has recently started picking up driving future growth



# Developing 'High Precision' biosimilars at all scale

Very well positioned with FDA approval of Insulins, mABs & Therapeutic Proteins

2   
R&D sites

 890+  
Patents granted\*

28   
Products  
in pipeline

7   
Commercial  
Products






and over 100 other countries

\*Status Jun 2020

# Focusing on high-value therapeutic areas

Broad portfolio with majority of 28 biosimilars to be launched in the next decade

Therapeutic Areas	Molecule	Stage					Originator WW 2019 net sales (\$ Bn)
		Early Dev./ Preclinical	Phase I	Phase III	Planned Sub. / Filed	Approved / Marketed	
<div>Oncology</div> <div></div>	Pegfilgrastim						~20
	Trastuzumab						
	Bevacizumab						
	Pertuzumab						
<div>Immunology</div> <div></div>	Adalimumab*						~37
	Etanercept*						
	Undisclosed						
	Undisclosed						
<div>Diabetes</div> <div></div>	Glargine** 100U						~13
	Glargine 300U						
	Aspart						
	RHI^^						
	Undisclosed						
Ophthalmology	Undisclosed						~8
Bone Health	Undisclosed						~5

\*Partner Mylan has in-licensed product (**Biocon benefits from economic interest**); \*\*Japan is outside of Mylan partnership; ^^RHI completed Ph1 and considering potential Ph-3 waiver to be confirmed with FDA advice, shown as Planned submission. **Note:** Mylan is responsible for commercialisation of all the disclosed products mentioned above except RHI in US and EU.



# Solid expertise in difficult-to-manufacture biologics

Understand the science, scale, scope & complexity of manufacturing biologics in a competitive cost structure



Manufacturing sites  
(2 Bangalore, 1 Malaysia)



cGMP approvals  
(incl. FDA & EMA)



➤ Drug Substance, Drug Product & Device Capability

➤ Proprietary *P. pastoris* & mammalian CHO and NSO cell-based platform

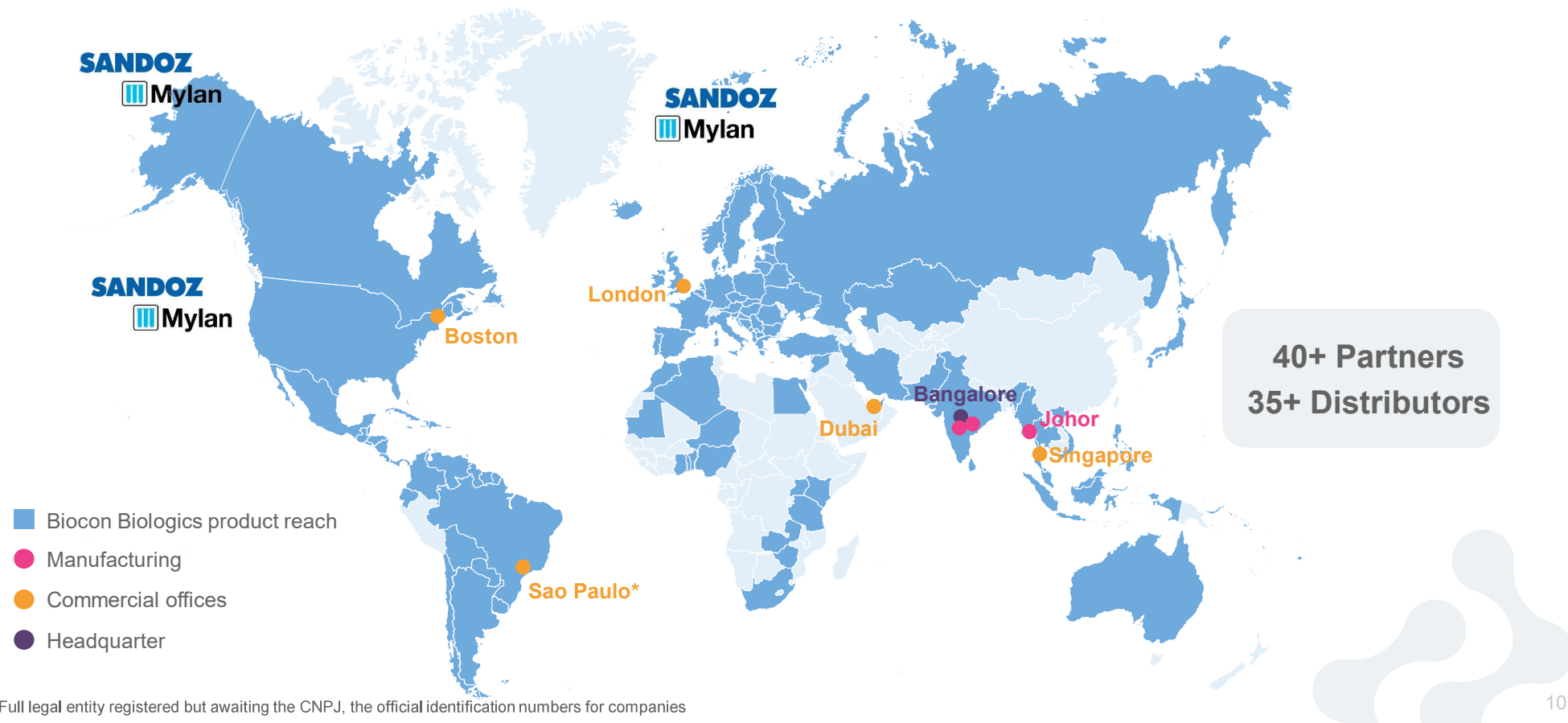
➤ Large-scale capacity catering to global needs

➤ Robust regulatory compliance

# Providing access to more affordable biosimilars in over 120 countries



On route to have increasing direct presence in key geographies



# Enabling access and healthcare cost optimisation with non-traditional approaches



Global collaboration with Voluntis for development & distribution of a Digital Therapeutic for diabetics

Digitally-Enabled personalized insulin tomorrow

Insulin (Semglee)

+

Companion DTx (Insulia)

=

Optimised Therapy



Patient Healthcare Outcomes



Healthcare Costs



# Targeting \$1 billion revenue by FY22

Building 'commercial' band-width to continuously strengthen performance



## Recent and Upcoming Launches

**Semglee** 100 units/ml  
solution for injection in pre-filled pen  
insulin glARGine



**Bevacizumab & Aspart**






**rH Insulin**



**insulia**  
Digital  
Therapeutics


## Improve Market Share in Developed Markets

**Fulphila** ~16% of  
PFS market



**Ogivri**

 Double-digit share in 9 markets  
#1 Biosimilar to Trastuzumab

## Expand Presence in MoW Markets

Most of World markets: 44% YoY growth in Q1'21

Note: Mylan responsible for commercialization of Semglee, Fulphila and Ogivri in US and EU.

# Biocon Biologics

Transforming Healthcare, Transforming Lives.



A vision driven by a strong belief that 'healthcare is a human right'



Fully integrated global platform built on 40+ years of strong heritage



Operating in a sizeable global market with strong growth potential



Developing portfolio of 28 biosimilars across high-value therapeutic areas



Solid expertise in difficult-to-manufacture, large-scale, biologics



Commercial reach in 120+ countries with increasing direct presence



Highly experienced global management team setting out to achieve \$1B by FY22