

THE
impact
MANIFESTO

Touching a billion
lives through
affordable innovation

INVESTOR PRESENTATION

Q3FY21 | January 2021

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.

Biocon is a global biopharmaceutical company that is leveraging its affordable innovation model to reduce disparities in access to safe, high-quality medicines, as well as, address the gaps in scientific research to find innovative solutions to impact a billion lives.



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



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



availability

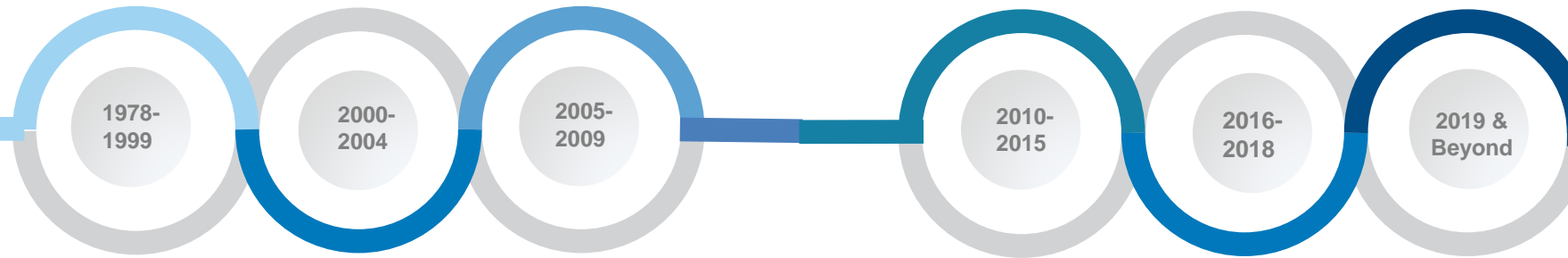
- Build strategic global and regional partnerships to make high-quality biopharmaceuticals available to the maximum number of people
- Create a robust portfolio of 'blockbuster' drugs with the potential to benefit a billion patients



assurance

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

The Biocon Journey: A Continuous Evolution



An Enzymes Company

Transforming into a Biopharma Company

Successful IPO, Biocon listed in India (2004)

Building the Base Business and Expertise in Biologics

Enzymes Business Divested (2007)

Global Development of Biosimilars in Partnership with Mylan (2009)

Strategic Global Alliance with Mylan for Biosimilars Expanded (2013)

Generic Formulations Business Unit set up (2013)

IPO of Syngene (2015)

Commercialized Biosimilars for Diabetes & Cancer in Japan, U.S., EU

Global Partnership with Sandoz for Next-Gen Biosimilars (2018)

Poised for Global Impact with Biosimilars

Investments in complex Generic Formulations

Unwavering focus through the years on innovation & difficult to make, niche products to create tangible differentiators for sustainable growth

Biocon Today: Strategically poised for a strong global play



Rs 65,286 Mn
Revenue*



12,000+
Total Employees*



1,200+
Patents



25+
cGMP approvals from
International regulatory agencies



120+
Countries where our
products are available



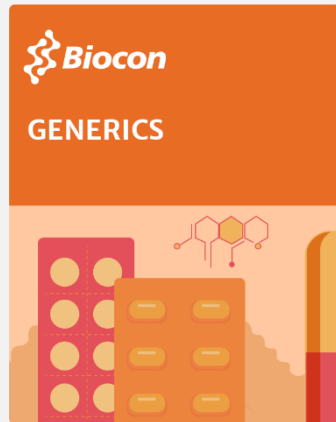
Ranked 5
Among Top 10 Global
Biotech Employers by
Science magazine



Business Segments



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



Ensuring
access
through
quality,
affordability,
reliability



Expanding
access through
innovative,
inclusive
healthcare
solutions



Partnering to
deliver
innovative
scientific
solutions



Pushing
scientific
boundaries to
deliver
impactful
innovations



Differentiated API business

- **5 state-of-the-art facilities** across Bangalore, Hyderabad and Visakhapatnam in India to manufacture **high quality products with reliability and efficiency**.
- Expertise in **fermentation technology, large scale chromatography and synthetic chemistry** gives us a key competitive edge in APIs.
- Among the **world's largest manufacturers of immunosuppressant and statin APIs**
- **1,000+ customers in 100+ countries** including the U.S, Europe and large emerging markets, with a **track-record of excellence for over 20 years**.



Growing Formulations Footprint

- **Solid oral & parenteral products** in both potent & non-potent categories
- **Focus therapeutic segments** – Metabolics, Oncology, Immunology & Auto-immune indications
- Generic Tacrolimus, Rosuvastatin, Simvastatin & Atorvastatin launched in the **United States**
- Entered partnerships to **expand Generic Formulations** footprint in **China, Singapore, Thailand**
- Regulatory licenses received from **MHRA** for import and distribution of our formulations in **UK**



Investments for future growth

- **Expanding our R&D capabilities** for newer fermentation-derived and chemical synthesis-based molecules.
- Focus on **developing niche, difficult-to-make, complex molecules** with relatively higher entry barriers.
- **Investing Rs. 6 billion in greenfield, fermentation-based manufacturing facility** in Visakhapatnam, Andhra Pradesh
- Focus on **adopting best-in-class quality practices and implement digital processes** in our quality and related functions
- Retaining leadership in key APIs with **structured cost improvement programs**

THE



1000+

Customers



280+

Patents Obtained



50%

Global MS in orlistat API
& world's leaders in
immunosuppressants



800+

Metric ton cumulative
weight of APIs
supplied annually

- 'Pure Play' Biosimilars Company
- Fully integrated – lab to market
- Global Footprint (120+ countries)
- Strong collaborations (Viatris & Sandoz)
- Commercial infrastructure in India (BFI)

Therapeutic Areas	Molecule	Biocon Biologics Portfolio Development Stage			Originator WW 2019 Net Sales (\$ Bn)	
		US	Europe	Most of World^^		
Oncology	Pegfilgrastim				~20	
	Trastuzumab					
	Bevacizumab					
	Pertuzumab					
Immunology	Adalimumab*				~37	Early Dev./ Preclinical
	Etanercept*					
	Undisclosed					Clinical
	Undisclosed					
Diabetes	Glargine** 100U				~13	Filed
	Glargine 300U					
	Aspart					Approved / Commercialised
	RHI^^					
	Undisclosed					
Ophthalmology	Undisclosed				~8	
Bone Health	Undisclosed				~5	

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




28 Portfolio Products

7 Commercial Products

2 R&D sites

3 Manufacturing sites (2 Bengaluru, 1 Malaysia)

25+ cGMP approvals (incl. FDA & EMA)

Disease Area	Asset	Current Progress
 <p>Diabetes</p>	<p>Insulin Tregopil- a first-in-class oral, prandial Insulin</p>	<ul style="list-style-type: none"> Phase I multiple ascending dose studies in Type 1 DM patients making good progress in Germany. This trial is in partnership with the US-based Juvenile Diabetes Research Foundation (JDRF), a leading non-profit organisation . Phase 1 component of this trial expected to be completed in FY22
 <p>Inflammation</p>	<p>Itolizumab- A novel humanized CD6 antibody</p>	<ul style="list-style-type: none"> US, Canada, Australia and New Zealand rights out-licensed to the US-based Equillium Inc. Currently, Equillium is conducting clinical trials on the use of Itolizumab in the treatment of acute graft-versus-host disease (aGVHD), uncontrolled asthma and lupus nephritis. In 2020, Itolizumab was repurposed for the prevention and treatment of COVID-19 complications and we were granted Restricted Emergency Use approval in September 2020 for the treatment of Cytokine Release Syndrome (CRS) in moderate to Severe Acute Respiratory Distress Syndrome (ARDS) patients in India. Additional data is being collected as part of Phase 4 (post-marketing study) and Real-World Evidence (RWE) from COVID-19 patients.
 <p>Immuno-oncology</p>	<p>BCA101- (formerly FmAb2, a first-in-class EGFR / TGFβ-trap bifunctional antibody). This asset is part of Bicara Therapeutics, a wholly owned subsidiary of Biocon and a clinical-stage biotechnology company based in US</p>	<ul style="list-style-type: none"> Entered a Phase 1/2 study at leading US and Canadian cancer centers in July 2020. Under evaluation, both as a single agent and in combination with the checkpoint inhibitor Pembrolizumab, in patients with advanced EGFR-driven solid tumors, who no longer respond to the standard of care. Bicara anticipates transitioning to dose expansion studies in the second half of 2021.

- ❖ Offering **integrated research, development and manufacturing services** for both **small and large molecules, antibody-drug conjugates and oligonucleotides** backed by best-in-class bioinformatic services
- ❖ Combining **world class research expertise, technology and infrastructure** to reduce costs and time to market
- ❖ **Talented scientific and techno-commercial teams**, led by experienced management, moving beyond cost arbitrage to innovation
- ❖ World class infrastructure audited successfully by **US FDA, EMA, AAALAC and major life sciences partners**
- ❖ **360+ active marquee clients** across multiple sectors
- ❖ **World-class R&D and manufacturing infrastructure** spread over **1.9 million square feet**
- ❖ **5000+** strong pool of employees, **4,200+ 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**



Financial Highlights



Q3FY21 and 9MFY21 Financial Highlights



Particulars ¹	Q3 FY21	Q3 FY20	Growth	9M FY21	9MFY20	Growth
Total Revenue	1,879	1,753	7%	5,323	4,841	10%
EBITDA	427	480	(11%)	1,266	1,383	(8%)
<i>EBITDA Margin</i>	<i>23%</i>	<i>27%</i>		<i>24%</i>	<i>29%</i>	
Core EBITDA Margin	31%	34%		32%	34%	
Net Profit²	169	206	(18%)	497	645	(23%)
Net Profit	169	203	(17%)	487	625	(22%)
<i>Net Profit Margin</i>	<i>9%</i>	<i>12%</i>				
Gross R&D Spends	183	155	18%	491	388	27%
R&D Expenses in P&L	171	131	30%	426	314	35%

1. All Figures in ₹ Crore except %

2. Net Profit before exceptional item and discontinuing operation

Revenue by Segments

Income ¹	Q3 FY21	Q3 FY20	Growth	9M FY21	9MFY20	Growth
Generics	561	576	(3%)	1,758	1,645	7%
Biosimilars	769	693	11%	2,137	1,882	14%
Novel Biologics	-	-	-	-	-	-
Research Services	585	519	13%	1,526	1,405	9%
Revenue from Operations	1,851	1,717	8%	5,267	4,743	11%
Other Income	28	36	(22%)	56	98	(43%)
TOTAL REVENUE	1,879	1,753	7%	5,323	4,841	10%
<i>*Licensing Income</i>	11	9		32	23	

1. All Figures in ₹ Crore except %

Key Segment wise highlights

Segment revenue		Q3 FY21	Q3 FY20	Q2 FY21	9M FY21	9M FY20	FY 20
a.	Generics	561	576	599	1,758	1,645	2,207
b.	Biosimilars	769	693	676	2,137	1,882	2,315
c.	Novel Biologics	-	-	-	-	-	-
d.	Research services	584	519	520	1,526	1,405	2,012
Total		1,914	1,788	1,794	5,421	4,931	6,534
Less: Inter-segment revenue		(63)	(71)	(50)	(154)	(188)	(234)
Income from continuing operations		1,851	1,717	1,745	5,267	4,743	6,301
Segment results							
a.	Generics	54	91	75	228	267	338
b.	Biosimilars	111	143	81	297	433	428
c.	Novel Biologics	(51)	(34)	(31)	(102)	(86)	(104)
d.	Research services	116	107	94	277	293	446
Total		229	307	219	700	907	1,108
Less: Other un-allocable items, net		(7)	(11)	(4)	(11)	(28)	(40)
Profit before tax		236	318	223	711	935	1,147
Capital Employed							
a.	Generics	3,961	2,652	3,018	3,961	2,652	2,836
b.	Biosimilars	1,576	2,333	2,345	1,576	2,333	2,394
c.	Novel Biologics	(165)	(53)	(115)	(165)	(53)	(73)
d.	Research services	2,617	2,180	2,461	2,617	2,180	2,174
		7,988	7,113	7,709	7,988	7,113	7,330
e.	Un-allocable	116	171	115	116	171	53
Total capital employed		8,104	7,284	7,824	8,104	7,284	7,383

1. All Figures in ₹ Crore except %

Thank You

INVESTOR RELATIONS CONTACT:

Ankit Gupta, Biocon Limited

Tel : +91 813 092 3253 Email: ankit.gupta@biocon.com

Nikunj Mall, Biocon Biologics Limited

Tel : +91 998 777 4078 Email: Nikunj.mall@biocon.com