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CIN: L24234KA1978PLC003417

www.biocon.com

BIO/SECL/AJ/2023-24/72

August 11, 2023

То,	То,
The Secretary	The Secretary
BSE Limited	National Stock Exchange of India Limited
Department of Corporate Services	Corporate Communication Department
Phiroze Jeejeebhoy Towers,	Exchange Plaza, Bandra Kurla Complex
Dalal Street, Mumbai – 400 001	Mumbai – 400 050
Scrip Code - 532523	Scrip Symbol- BIOCON

Dear Sir/Madam,

Subject: Investor Presentation – Q1 FY24.

With reference to the captioned subject, please find enclosed the Investor Presentation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations").

The above information will also be available on the website of the Company at <u>www.biocon.com</u>.

Kindly take the above said information on record.

Thanking You,

Yours faithfully,

For Biocon Limited

Mayank Verma Company Secretary & Compliance Officer Membership No.: ACS 18776

Enclosed: Investor Presentation



Q1 FY24 Investor Presentation

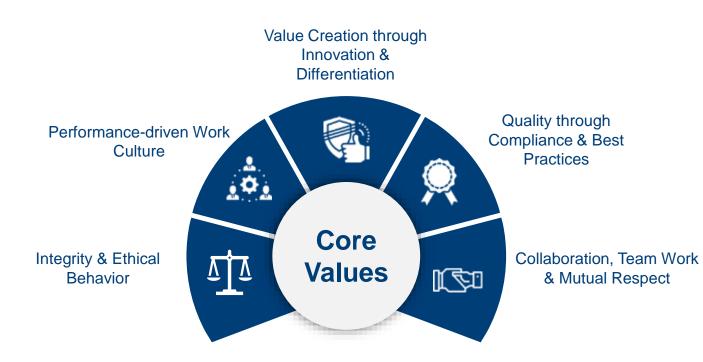
August 2023

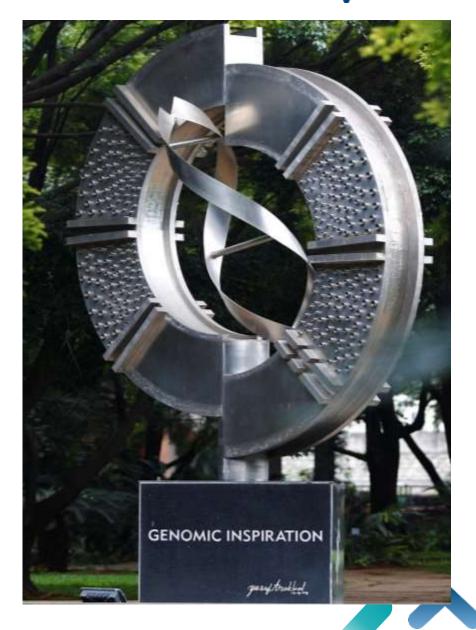


Relentless Pursuit. Differentiated Growth.

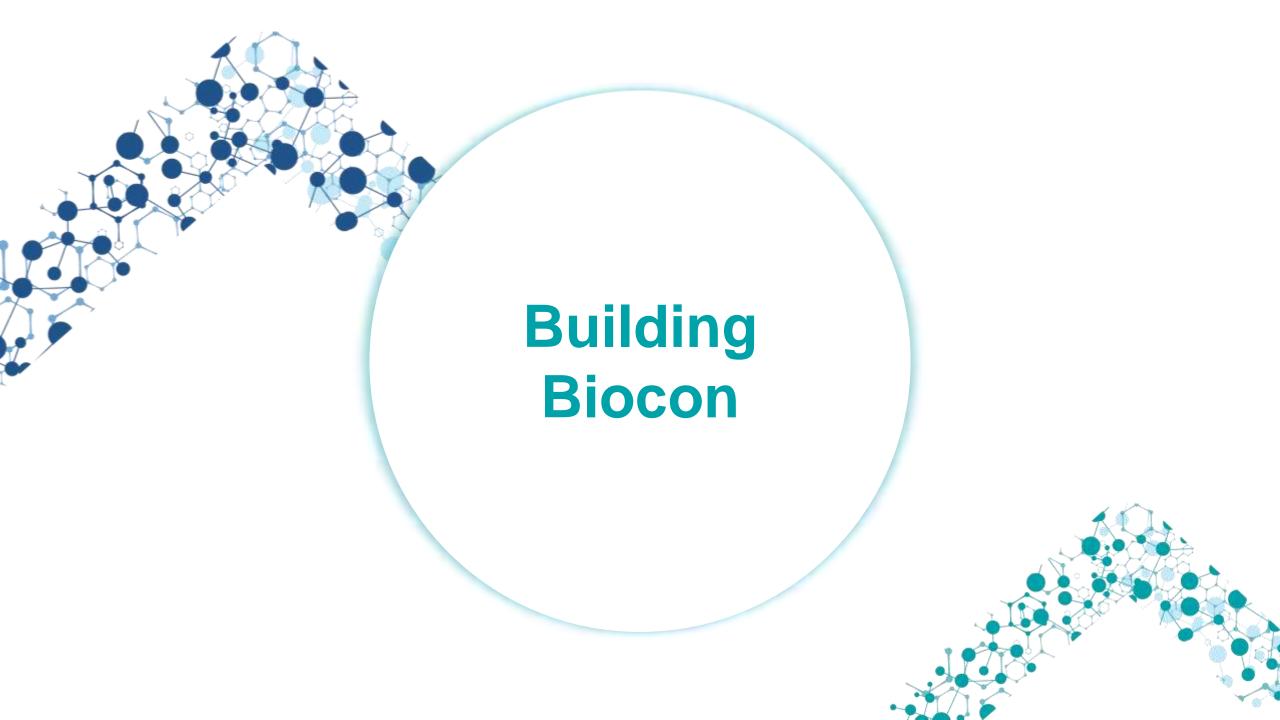


Biocon is a technology-enabled, future-ready, global biopharmaceuticals leader driven by an unwavering purpose to enhance healthcare worldwide through highquality, affordable therapies that can lower costs, increase access and improve treatment outcomes.





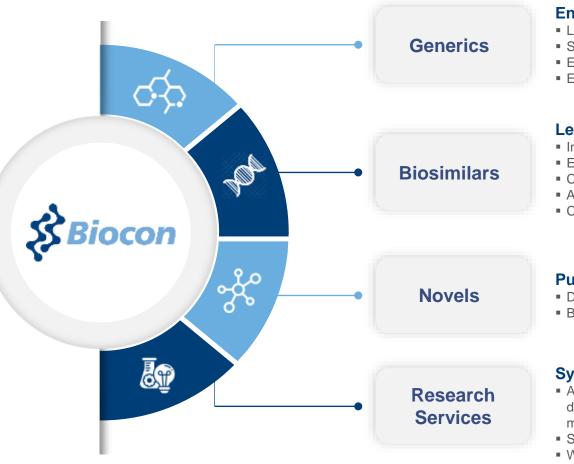






Biocon: One Company, with multiple value propositions across its verticals

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



Ensuring access through quality, affordability, reliability

- Leadership in fermentation based APIs Immunosuppressants, statins, anti-infectives
- Serving 750+ API customers with 50+ APIs from our global scale API facilities
- Expanding portfolio in peptides, high potent and synthetic APIs
- Evolving as a vertically integrated player in complex generic formulations

Leading vertically integrated global biosimilars company

- Invested >\$1B in the development and manufacturing of biosimilars ahead of its peers
- End-to-end capabilities spanning R&D, manufacturing and commercialization in Advanced & Emerging Markets
- Committed to enabling affordable access with global reach in 100+ countries
- Achieved several global "firsts", setting new benchmarks for the industry
- Comprehensive industry leading portfolio of 20 biosimilars targeting an attractive ~\$80B opportunity by FY28

Pushing scientific boundaries to deliver impactful innovations

- Differentiated pipeline in immunology with expansions into new indications
- Bicara addressing unmet need in oncology through precision immunotherapy with BCA 101

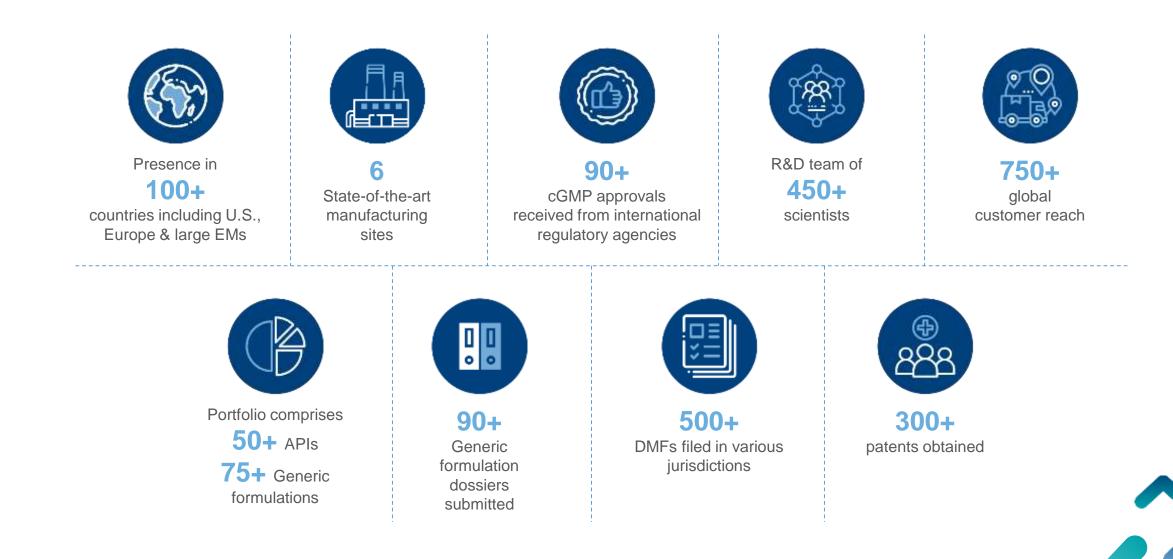
Syngene - partnering to deliver innovative scientific solutions

- A global CRO and CDMO offering integrated solutions across discovery research, development and manufacturing including commercial supplies for both small and large molecules
- Scientific services spanning multiple therapeutic areas, modalities and industry segments
- Working with 400+ clients and collaborated with 13 of the top 15 pharmaceutical companies
- Operating to global quality standards from 2 Mn sq. ft. R&D and manufacturing infrastructure in Bengaluru, Mangaluru, and Hyderabad





Generics Business at a Glance



Note: Status as of Dec 2022



Generics : API & Formulations - Growth Levers

Strengths built over the years

- Expertise in fermentation technology, large scale chromatography & synthetic chemistry
- Leveraging in-house API to forward integrate and move up the value chain
- Balanced portfolio across therapeutic segments

Product Portfolio Expansion

- API Expanding portfolio beyond fermentation and synthetic molecules to peptides, high potent APIs
- Formulations Complex injectables, device dependent products, potent oral solids, modifiedrelease and extended-release oral solids
- Augmenting portfolio through in-licensing strategy

Capacities Additions & Expansion

- Immunosuppressants API (Visakhapatnam)
- Other Fermentation APIs (Bengaluru)
- Peptides (Bengaluru)
- Synthetic API (Hyderabad)
- Injectables (Bengaluru)

Business Development initiatives

- Strategic partnerships with select customers
- Local manufacturing mandate opportunities in global markets - Technology transfer/ API supply / finished dosage formulations
- API: Expansion of business in key select markets
- Formulations: Expand commercial footprint beyond U.S, either directly or through partners

Other initiatives

- Continued focus on cost improvement and quality compliance
- De-risk critical intermediates sources
- Digital transformation initiatives to support key strategic priorities
- Focus on ESG initiatives like use of renewable energy, promoting gender diversity (incl. women in the shop-floor)





Generics : Our Key APIs and Formulations

APIs*

Therapeutic Area	Molecule	Therapeutic Area	Molecule
	Apixaban		Tacrolimus
	Atorvastatin		Mycophenolate Mofetil
	Dabigatran		Mycophenolate
	Fluvastatin	Immunosuppressants	Sodium
	Ivabradine		Everolimus
Cardiovascular	Pravastatin		Tacrolimus
	Rivaroxaban		Pimecrolimus
			Dasatinib
	Rosuvastatin	Opeology	Everolimus
	Simvastatin	Oncology	Lenalidomide
	Lovastatin		Temsirolimus
	Sacubitril Sodium		Micafungin
	Liraglutide	Anti-fungal	Anidulafungin
	Dapagliflozin		Posaconazole
	Empagliflozin	Multiple Sclerosis	Fingolimod
	Linagliptin		Teriflunomide
Anti-Diabetics	Repaglinide		Orlistat
	Sitagliptin		Deferasirox
		Others	Brinzolamide
	Vildagliptin		Mirabegron
	Pioglitazone		Fidaxomicin

* Filed DMFs | 1 MoW - Most of the World markets | \$Select EU countries | TA – Tentative approval

FORMULATIONS

Therapeutic Area	Molecule	US	Dev. Markets: ex-US	MoW ¹
	Rosuvastatin Calcium		EU	
	Simvastatin			
Cardiovascular	Atorvastatin			
Cardiovascular	Pravastatin			
	Labetalol HCI			
	Prazosin			
	Everolimus		EU\$	
Oncology	Pemetrexed	ТА		
	Lenalidomide	ТА	EU\$	
	Tacrolimus			
Immunosuppressants	Mycophenolic Sodium			
Multiple Celevesie	Fingolimod			
Multiple Sclerosis	Teriflunomide			
	Aminocaproic acid (Antifibrinolytic)			
	Dapagliflozin (Anti Diabetic)	ТА		
	Esomeprazole DR (Gastrointestinal)			
Others	Dorzolamide (Ophthalmic)			
	Posaconazole (Anti-Fungal)		UK, EU ^{\$}	
	Vigabatrin Oral Solution (CNS)			
	Vigabatrin Tablets (CNS)			



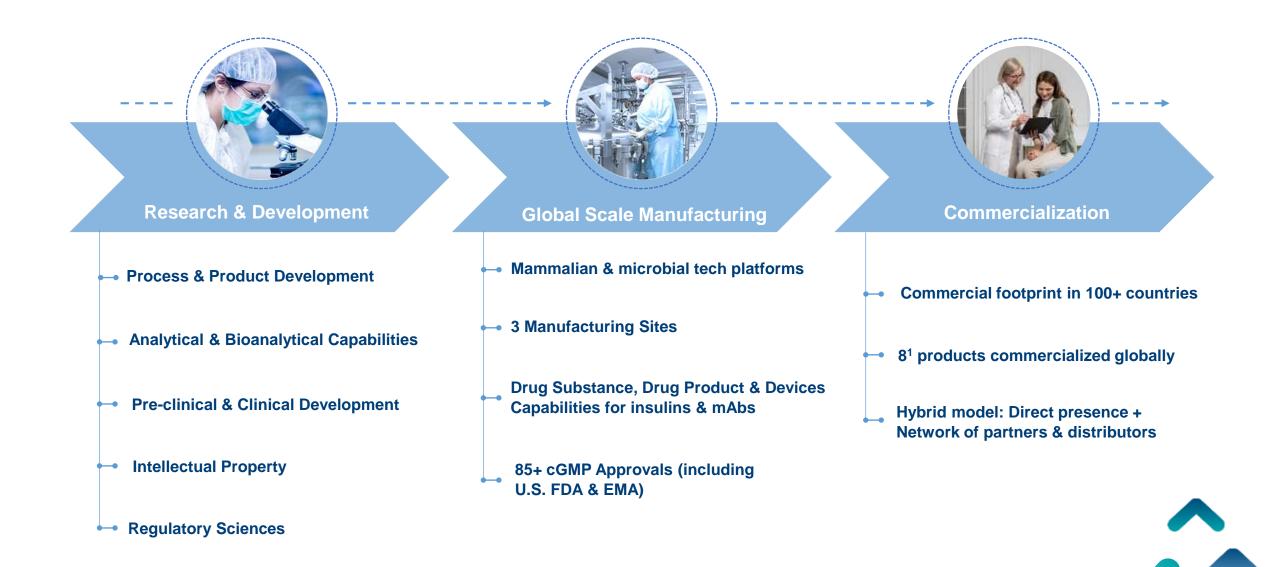
Biosimilars Business at a Glance



Unique, fully integrated leading global biosimilars player



Biosimilars: Unique, fully integrated capabilities from lab to market





Biosimilars: Leading global player with a strong track record of success

Built on a 40+ year legacy of cutting-edge science

- Invested >\$1B in biosimilars ahead of its peers to build expertise across multiple platforms and a differentiated portfolio including insulins, mAbs and fusion proteins
- In-house R&D, clinical and regulatory capabilities to develop high precision biosimilars for global markets
- Expertise in large scale manufacturing, across Drug Substance, Drug Product and Devices and among the Top 15 globally in biomanufacturing capacity
- Commercial reach in 100+ markets through a combination of direct presence¹, strategic partnerships and distributors

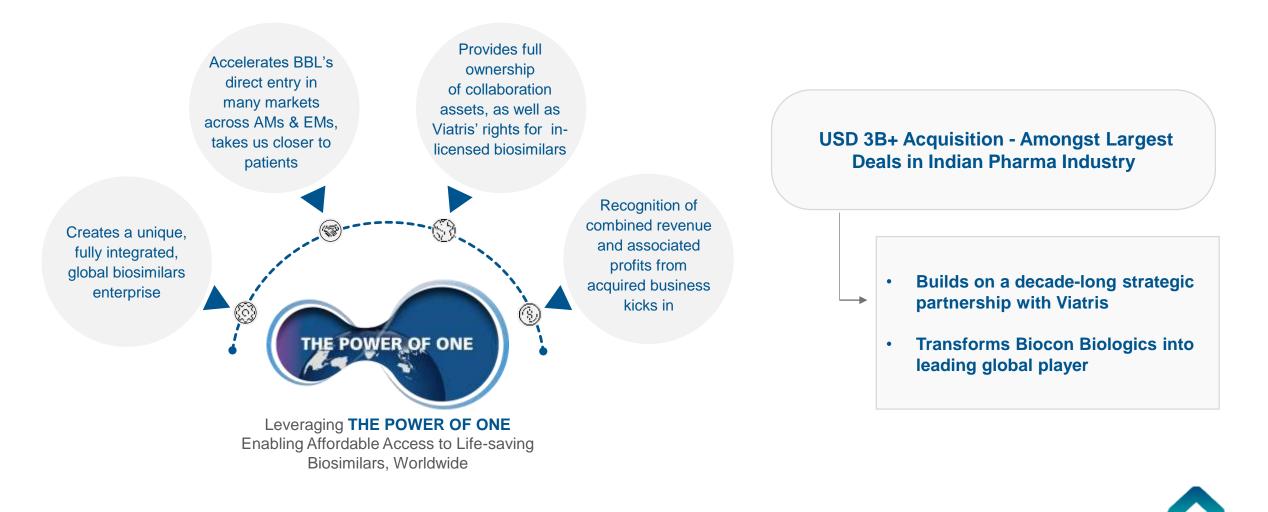
...with a strong track record in an attractive market

- Achieved many 'firsts' in the industry first to receive bTrastuzumab, bPegfilgrastim and interchangeable bGlargine approval in the US
- Commercialized products in key Advanced Markets, such as the US, EU, Japan and several Emerging Markets (e.g., India, Brazil, UAE, etc.)
- **Backed by marquee investors** including Tata Capital, True North, Goldman Sachs, ADQ, Viatris, Serum and Edelweiss
- Biosimilars are an attractive market with FY22 addressable of \$25B², growing to ~\$80B in FY28²

Committed to enabling affordable access to high quality biosimilars globally



Biosimilars: Acquisition of Viatris' global biosimilars business



Transformational deal to create value for all stakeholders

Biocon

Biosimilars: Comprehensive, industry leading portfolio of 20 biosimilars

Therapy Area	Oncology	Immunology	Ophthalmology	Bone Health	Diabetes	Others
Approved or Commercial	PegfilgrastimTrastuzumabBevacizumab	AdalimumabEtanercept			RHIGlargine U100Aspart	
Late Stage ¹	DenosumabPertuzumab	Ustekinumab	Aflibercept	Denosumab		
Early Stage ²	2 undisclosed assets	3 undisclosed assets			Glargine U300	2 undisclosed assets

New product launches planned almost every year through 2030





Novel Molecules: Itolizumab equillium



Pushing to deliver impactful innovations in collaboration with Equillium Inc.

World's first novel humanized anti-CD6 monoclonal antibody	Acute Graft- Versus-Host Disease (GVHD)	 Pivotal Phase III Study initiated in Mar '22 for use in First-Line treatment of Acute GVHD; patient dosing initiated European Commission granted Orphan Drug Designation for treatment of aGVHD in Jul '21 Received Fast Track designation from the US FDA
that selectively targets the CD6- ALCAM pathwayBiocon's second global 'lab to market' novel biologic after NimotuzumabLaunched in India in 2013 to treat	Systemic Lupus Erythematosus/ Lupus Nephritis (SLE/LN)	 ✓ Received Fast Track designation from the US FDA ✓ Given positive trends in Part A, expanded Part B portion of Phase 1b EQUALISE study to clinical centers in India ✓ Patient enrolment complete for the LN study ✓ Topline data expected in the first half of 2024
chronic plaque psoriasis under the brand ALZUMAb [™] Licensed out rights to develop & commercialize in the U.S., Canada, Australia and New Zealand to U.Sbased biotechnology company, Equillium Inc. in 2017	Cytokine Release Syndrome treatment in 'Moderate to Severe' Acute Respiratory Distress Syndrome	 ✓ Repurposed for prevention & treatment of COVID-19 complications in India in 2020 ✓ Granted 'Restricted Emergency Use' approval in Sep '20
Option and Purchase Agreement entered between Equillium and Ono Pharmaceutical Co., Ltd, Japan, where Equillium has granted Ono the exclusive right to acquire its rights to itolizumab	Ulcerative Colitis	 Application for Phase 2 clinical trials in India for the treatment of ulcerative colitis using Itolizumab, approved by the DCGI Initiated Phase 2 clinical study of Itolizumab in patients with Ulcerative Colitis in Dec '22

Novel Molecules: Bicara Therapeutics* - Dual Action | Dual Impact



SBiocon

The precision of targeted therapies The power of tumor modulators			
వస్.స్ క్రైస్ BCA101	BCA 101	 Lead product candidate, BCA101 (EGFR / TGF-β-trap) demonstrates tumor target engagement and clinical activity Monotherapy activity in difficult to treat post-pembro squamous lung cancer and cutaneous squamous carcinoma Activity in combination with pembro in checkpoint and cetuximab-refractory head and neck cancer (HNSCC) BCA101 + pembrolizumab combination dose expansion study in 1L HNSCC demonstrates significant improvement over standard of care 	
(Formerly FmAb2) Lead candidate <i>First-in-class EGFR / TGFβ-trap</i> <i>bifunctional antibody</i>	Organization	 Highly experienced management team, board of directors and advisory board \$190M raised to date from syndicate of dedicated biotech investors. Biocon ownership at 38%, to reduce to ~23% in FY24. Leveraging the Biocon and Syngene infrastructure to offer agility and deep experience in CMC/drug development 	
	Platform	 ✓ ToTeM™ – leverages rational combinations to unleash the full potential of targeted tumor modulators ✓ Pragmatic antibody engineering and manufacturable IgG-like biologics 	

*a US based clinical-stage biotechnology company. In Q4FY21, Biocon ceded control over the Board of Directors and Operations of Bicara to enable it to operate independently under a US based leadership team and raise funds to advance its development programs. As a result of this change, Bicara was classified as an Associate from a Subsidiary under IND-AS.

Syngene's broad capabilities, spanning the value chain, facilitate integration to captures additional benefits for clients

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Syngene: Strategic Priorities

Research: Discovery Services	Research: Dedicated Centers	
Provide end-to-end therapeutic discovery capabilities including differentiating research technologies and platforms, across many disciplines, disease areas and therapeutic modalities	Continue to strengthen our existing partnerships with Amgen, Bristol Myers Squibb (BMS) and Baxter through the dedicated centers which provide: a strong foundation for future planning; revenue	Operational Excellence Focus on customer delivery through operational excellence
Development and	visibility over the medium to long term; and predictable cash flows Development and	People Develop strong leaders and managers while offering all employees career- long learning
Manufacturing Services – Small Molecules	Manufacturing Services – Large Molecules	opportunities
Leverage existing capabilities to offer integrated Chemistry, Manufacturing, and Controls (CMC) solutions Secure U.S. FDA and other major global regulatory approvals for the small molecule commercial scale manufacturing facility as a platform to attract a broader scope of projects	 Drive an integrated approach for biologics development and manufacturing to provide a one-stop-shop capability from drug discovery to commercial manufacturing for biologics Accelerate capacity build-up 	Environmental, Social and Governance (ESG) Committed to operating in a responsible and sustainable manner.



Financial Highlights: Q1 FY24



Consolidated (in ₹ Cr.)	Q1 FY24	Q1 FY23	YoY %	
Total Revenue	3,516	2,217	59	Biosimilars +106% Research +25% Generics 15%
Core EBITDA ¹	936	661	42	Growth across Generics, Biosimilars & Research Services
% Margin	28%	31%		
EBITDA	808	478	69	Net R&D spend at ₹315 Cr, up ₹117 Cr vs Q1 FY23, representing 12% of revenues ex-Syngene Forex Loss of ₹9 Cr vs. loss of ₹38 Cr last year.
% Margin	23%	22%		
Profit Before Tax	184	197	(7)	Increase in depreciation, amortization and interest expense by ₹353 Cr, primarily related to acquisition of Viatris' biosimilar business
% Margin	5%	9%		
Net Profit	101	144	(30)	Increase in minority interest due to dilution of shareholding in Syngene and Biocon Biologics on account of the Viatris deal
Net Profit Margin %	3%	7%		

¹ Core EBITDA defined as EBITDA before forex, dilution gain in Bicara, R&D, licensing income and mark to market movement on investments.



Biocon Generics: Q1 FY24 Highlights

Revenue growth driven primarily by U.S. generic formulations business; new product launches in key ex-US markets

Continued traction in immunosuppressant API portfolio

Received 'Tentative Approval' in U.S. for Lenalidomide capsules

Successfully closed two U.S. FDA inspections, EIRs with 'NAI status' received for both

Work on new injectable facility and expansion of peptide and nonimmunosuppressant fermentation capacities commenced in Bengaluru

In INR Cr	YoY %		
Segment Revenue	700	607	15
PBT	64	63	1
% of revenue	9%	10%	



Biocon Biologics: Biosimilars – Q1 FY24 Business Update



Significant growth in market shares of key commercial products

Increase in NRx to 15% for Insulin Glargine in the U.S., demonstrates strong ongoing adoption

New Insulin Glargine customers added in the U.S. with exclusive status

Fulphila is the biosimilar market leader in the U.S., demonstrating physician and payor confidence

Hulio launched in the U.S. – biosimilar uptake across the industry for Adalimumab has been more gradual than expected

Key Products' Market Share ¹				
United States				
Jun-23 Jun-22				
Fulphila (bPegfilgrastim)	16%	8%		
Ogivri (bTrastuzumab)	11%	9%		
Semglee (bGlargine) ²	12%	8%		

Europe						
May-23 May-22						
Fulphila (bPegfilgrastim)	7%	4%				
Ogivri (bTrastuzumab)	5%	5%				
Abvemy (bBevacizumab)	5%	1%				
Semglee (bGlargine)	2%	1%				
Hulio (bAdalimumab)	6%	6%				
Nepexto (bEtanercept)	1%	1%				

1. Market shares based on IQVIA volumes, Eq.SU I 2. Includes both Semglee and unbranded Glargine



Biocon Biologics: Biosimilars – Q1 FY24 Financial Update

Revenues doubled Y-o-Y with driven by increased market share and consolidation of Viatris' biosimilar business

Sequentially, revenues largely flat due to phasing of the tender business in EMs and a one-off impact of rebates in the US for Fulphila

Higher rebates in Fulphila for select customers on legacy contracts which will normalize in the coming quarters

Core EBITDA¹ margin expected to return to mid-30s by the end of FY24

Q1 FY24	Q1 FY23	YoY %
2,015	977	106
513	361	42
28%	37%	
457	190	141
23%	19%	
24	71	(66)
1%	7%	
	2,015 513 28% 457 23% 24	51336128%37%45719023%19%2471



Novels: Q1 FY24 Update

Patient enrolment ramped up in the pivotal Phase III clinical study of itolizumab in patients with aGVHD* (EQUATOR study)

Pivotal Phase 1b clinical study of Itolizumab for Lupus Nephritis (EQUALISE study) fully enrolled. Top line data expected in 1H2024

BCA101 demonstrates 65% ORR in Combination with Pembrolizumab in 1L HPV-negative Recurrent/Metastatic Head and Neck Squamous Cell Carcinoma (HNSCC), with a tolerable safety profile - a significant improvement over existing standard of care

Bicara completed an oversubscribed USD 108 million Series B financing in March 2023, which will help to advance this asset





Syngene: Q1 FY24 Update



Strong performance led by Development and Manufacturing Services; supported by sustained growth in Discovery Services and the Dedicated Centers

Announced deal to acquire multimodal biologics plant from Stelis along with high speed fill-finish facility; strengthens Syngene's position as a leading biologics contract development and manufacturing service provider

Completed acquisition of additional land in Hyderabad, to support long term growth in Research Services division

In INR Cr	Q1 FY24 Q1 FY23 YoY %				
Revenue	808	645	25		
PBT	123	93	33		
% of revenue	15%	14%			







ESG: A Culture of Purpose, Ethics & Equity

Going beyond financials to have a positive impact

Our ESG Strategy Pillars



GRI BRSR Report for FY23



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 \rightarrow Improve Through Initiatives \rightarrow Report Outcomes

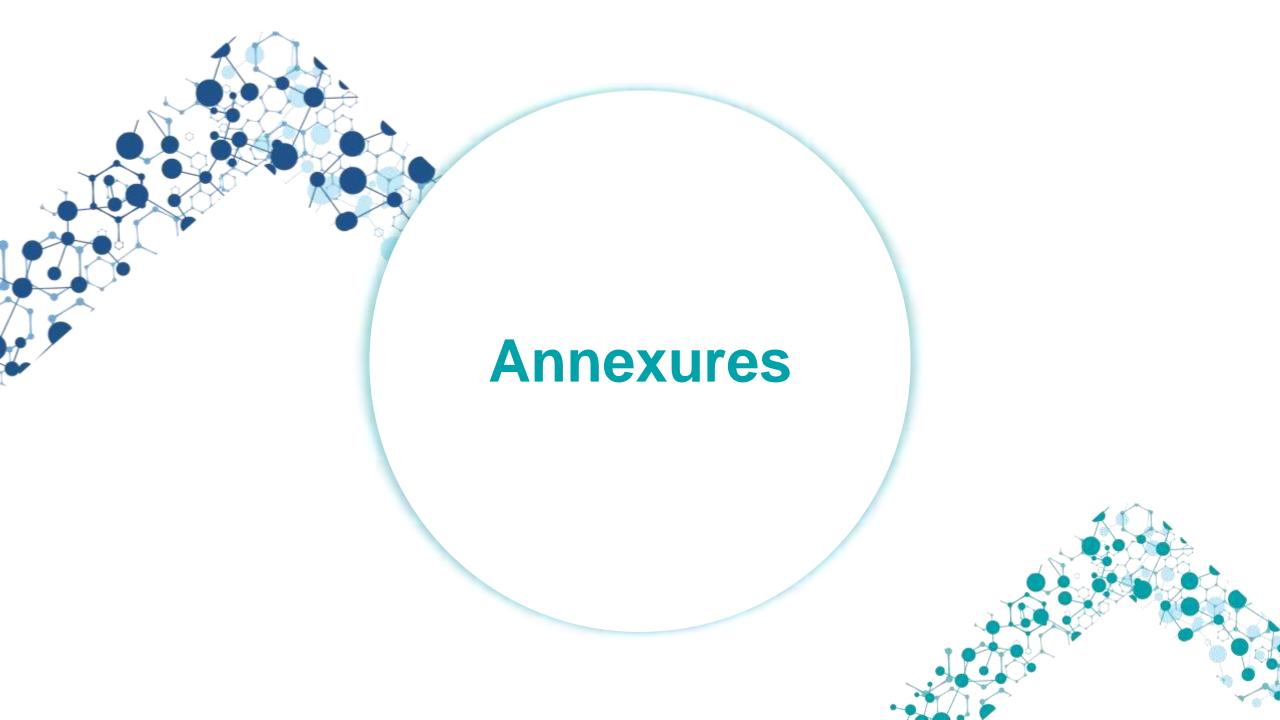




Progressed to Integrated Reporting

Continuously improving disclosures towards better transparency

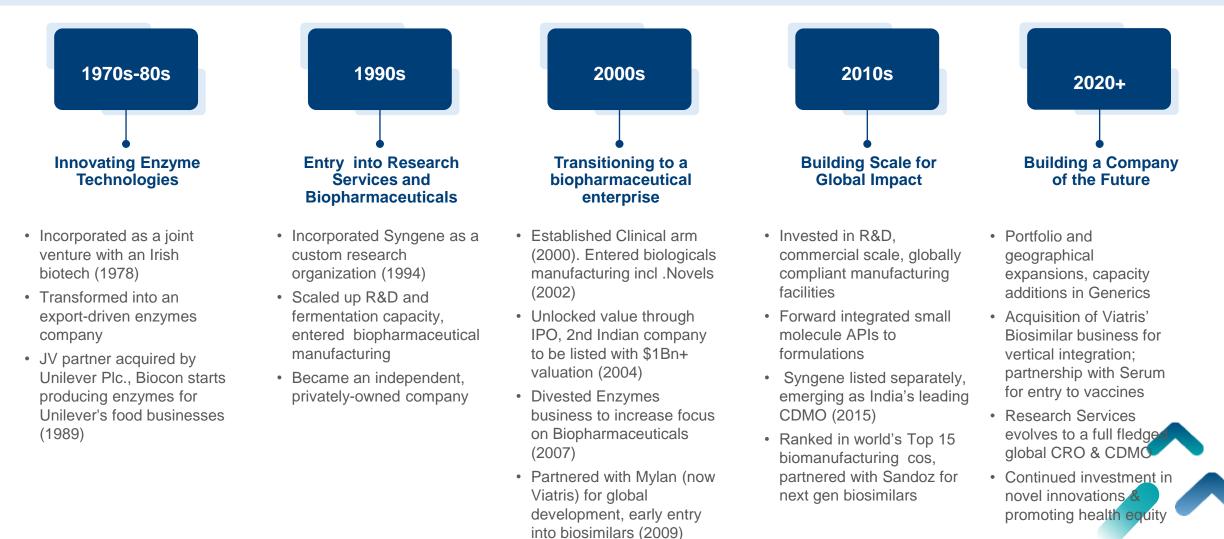
1st GRI aligned Integrated Report for FY23 with many maiden disclosures SBiocon Outcome of Gender Pay Gap Analysis Alignment with TCFD Outcome of Water Risk Assessment **Outcome of Biodiversity Impact Assessment Relentless Pursuit.** Differentiated Growth. Third Party Assurance of EHS data Integrated Annual Report 2023 Alignment with UNGC Principles BRSR (voluntarily adopted in FY22) Integrated Annual Report 2023



Biocon

Biocon's Evolution: Our journey over the last 5 decades

Metamorphosis from manufacturer of enzymes to a vertically integrated bio-pharmaceutical player and global CRO & CDMO of global standing. Created tangible differentiators for sustainable growth with focus on research and innovation





With many firsts, Biocon is ahead of the curve

1 st Indian Life Sciences Company to get ISO 9001 Certification	 1st Clinical Research Service Organization in India established - Clinigene 	 1st company globally to get U.S. FDA approval for making Lovastatin API through innovative fermentation technology. 	 1st company in the world to develop & commercialize Pichia -based rh-Insulin 	 1st Indian Company to launch a novel biologic, Nimotuzumab for head and neck cancer patients 	 1st anti-CD6 monoclonal antibody in the world, Itolizumab, commercialised in India
1993	2000	2001	2004	2006	2013
1 st company to introduce biosimilar Trastuzumab in the world	 1st company from India to have a biosimilar approved in Japan 	 1st company globally to receive U.S. FDA approval for biosimilar Trastuzumab 	 1st company to launch Fulphila[™], biosimilar Pegfilgrastim in U.S. 	• 1 st company from India to have a biosimilar commercialized in the US	• 1 st company to receive interchangeability designation for a biosimilar (insulin glargine) in the US
2014	2016	2017	2018	2018	2021

Biocon

Safe Harbor Statement

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.





Thank You



ntegrated Annual Report FY 2023