

BIOCON : FOUR DECADES OF PIONEERING EXCELLENCE

COMMITTED TO AFFORDABILITY & ACCESS

CORPORATE PRESENTATION

June 2020

An Innovation-Led Global Biopharmaceutical 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

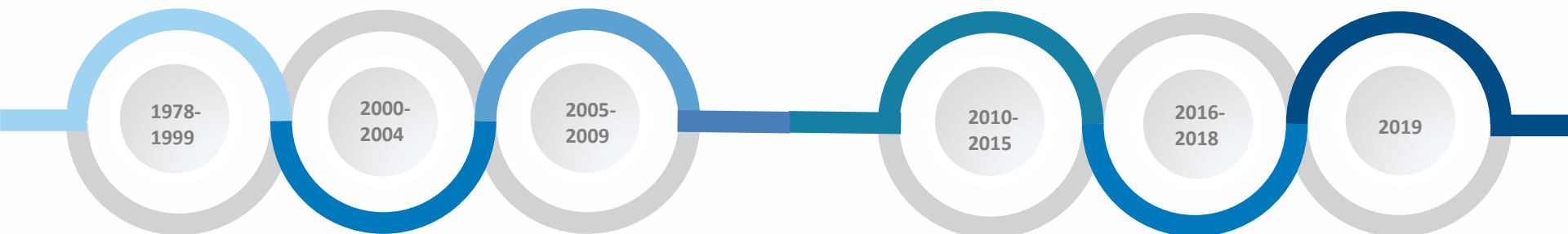


Our Values

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

Our Business Evolution Over The Years

FY1999	FY2004	FY2009	FY2015	FY2018	FY2020
<div>People</div> <div>250</div>	<div>People</div> <div>700+</div>	<div>People</div> <div>3,500+</div>	<div>People</div> <div>7,500+</div>	<div>People</div> <div>10,000+</div>	<div>People</div> <div>11,000+</div>
<div>Revenue</div> <div>USD 5 Mn</div>	<div>Revenue</div> <div>USD 85 Mn</div>	<div>Revenue</div> <div>USD 184 Mn</div>	<div>Revenue</div> <div>USD 484 Mn</div>	<div>Revenue</div> <div>USD 667 Mn</div>	<div>Revenue</div> <div>USD 900+ Mn</div>



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

NOTE:
1 USD = 65 INR except FY2020 ;
FY2020: 1 USD = 70 INR

Ahead of the Curve

1979

1st company from India to manufacture and export enzymes to the U.S. & Europe

2004

1st company globally to develop rh-insulin using a proprietary yeast platform based on *Pichia pastoris*

2004

1st biotech company to list on the Indian stock exchanges; crossed US\$1 billion market cap on Day 1

2006

1st indigenously developed novel biologic, BIOMab EGFR[®] launched in India by Biocon

2013

1st anti-CD6 monoclonal antibody in the world, ALZUMAb[™], developed and launched in India by Biocon

Ahead of the Curve

2014

1st biosimilar Trastuzumab to be approved anywhere in the world developed and launched in India by Biocon as CANMAb™

2016

1st company from India to launch a biosimilar in Japan: Insulin Glargine

2017

1st company globally to get U.S. FDA approval for biosimilar Trastuzumab; 1st company from India to have a biosimilar approved in the U.S.

2018

1st company to commercialize biosimilar Pegfilgrastim in U.S.

2019

1st Company from India to have 2 biosimilars commercialized in U.S. with launch of Trastuzumab

1st Company from India to commercialize biosimilar Trastuzumab, biosimilar Insulin Glargine in Australia through PBS

A Credible Biopharma Enterprise

270+

Patents granted
(Small Molecules)*

890+

Patents granted
(Biologics)*

~790

Registered Trademarks*

7

Biologics taken from
Lab to Market
2 Novels & 5 Biosimilars



120+

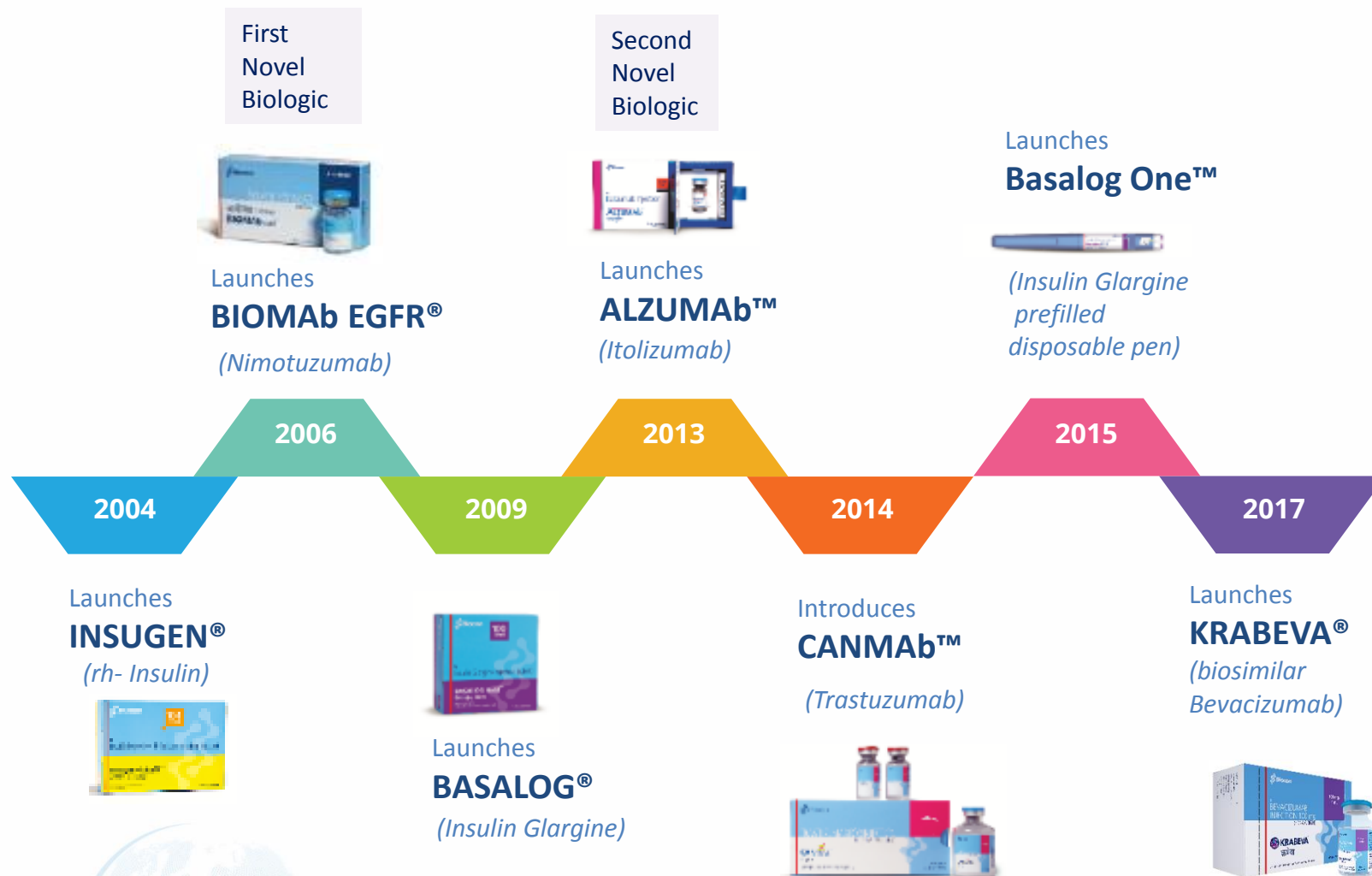
Countries where
our products are
available

25+

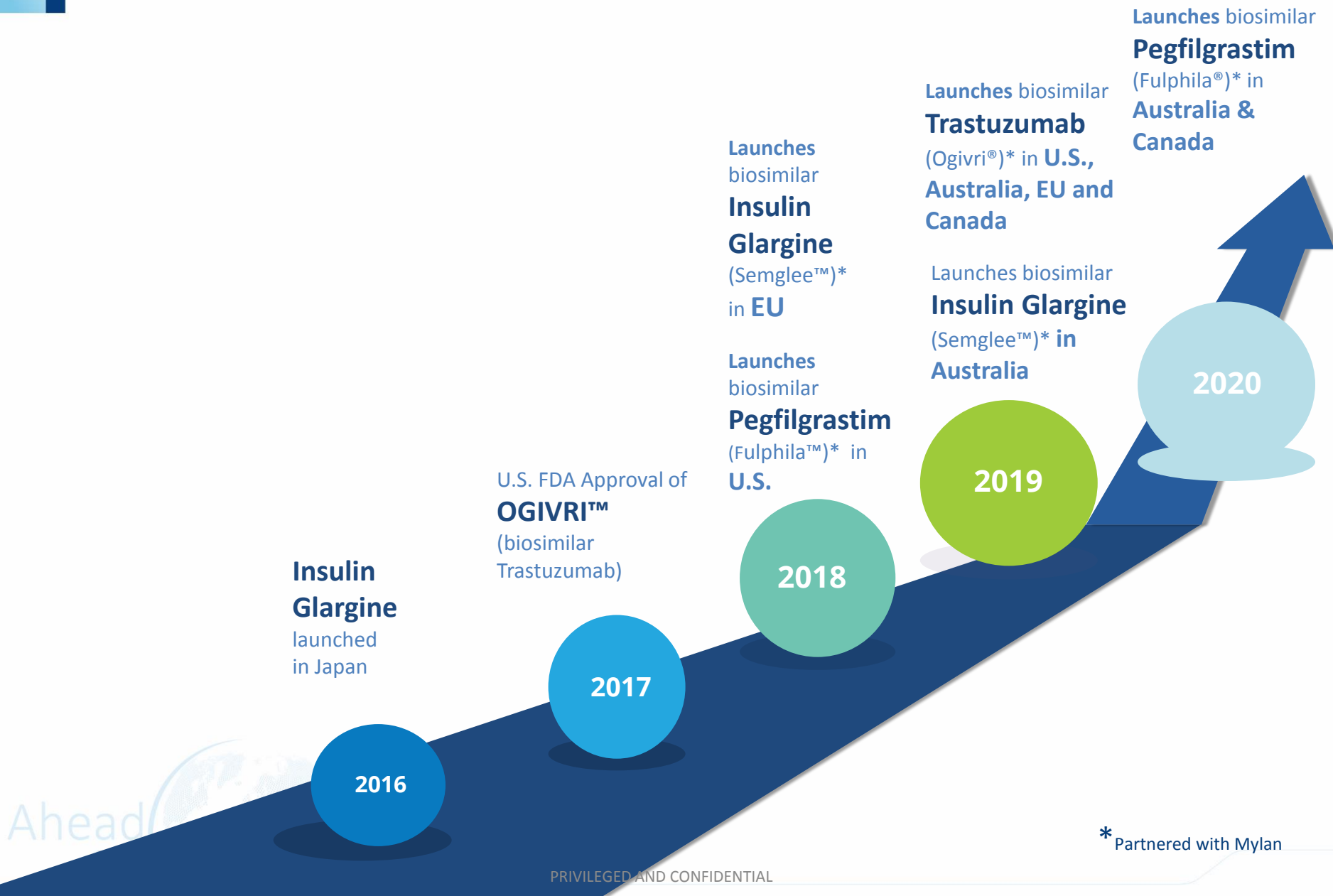
cGMP approvals from
International regulatory
agencies*

Key regulatory approvals from
US, EU, Japan, Canada, Australia,
Brazil, Mexico, Turkey, GCC etc.

Innovation Milestones in India



Making Global Impact with Biosimilars



* Partnered with Mylan

Biocon: Ranks 6th on Science Careers' Top 20 Global Pharma & Biotech Employers List 2019



TOP TWENTY EMPLOYERS

Top Twenty Employers - 2019							
2019 Ranking	2018 Ranking	Employer (Global Headquarters)	Innovative Leader in the Industry	Treats Employees with Respect	Is socially responsible	Work culture values aligned	Leadership makes Changes Needed
1	-	Alnylam Pharmaceuticals (Cambridge, MA)	✓	✓		✓	
2	1	Regeneron (Tarrytown, NY)	✓		✓	✓	
3	2	Incyte (Wilmington, DE)		✓	✓	✓	
4	5	Merck KGaA (Darmstadt, Germany)		✓	✓	✓	
5	-	Spark Therapeutics (Philadelphia, PA)	✓	✓		✓	
6	7	Biocon Limited (Bangalore, India)	✓		✓		✓
7	3	Novozymes (Copenhagen, Denmark)	✓	✓	✓		
8	9	Genentech (South San Francisco, CA)	✓	✓		✓	
9	16	Eli Lilly and Company (Indianapolis, IN)		✓	✓	✓	
10	14	Syngenta (Basel, Switzerland)	✓	✓	✓		

- No. 6 on Science Magazine's 2019 list
- Moved up from No. 7 in 2018

- Key winning attributes: • *Innovative Industry Leader;*
- *Socially Responsible;* • *Makes Changes Needed*

Only Asian company in the Global Biotech and Pharma Companies' list since 2012



BUSINESS SEGMENTS

Our Growth Verticals

Biosimilars



Small Molecules

Differentiated APIs
& Generic
Formulations

Novel Biologics



GROWTH VERTICALS

Branded Formulations

Finished Dosage
Business in India &
Overseas

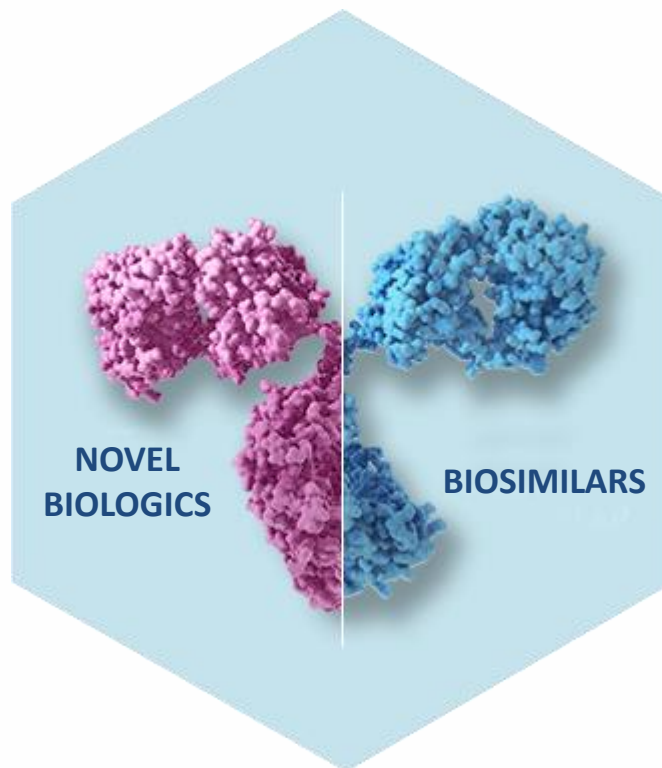
Research Services

Syngene

Biologics: Biosimilars & Novel Biologics

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

- Portfolio straddles rh-insulin, insulin analogs, mAbs and other recombinant proteins.
- 15+ years of experience is developing biologics.
- Positioned among early wave of entrants; several biosimilars commercialized in various markets globally.

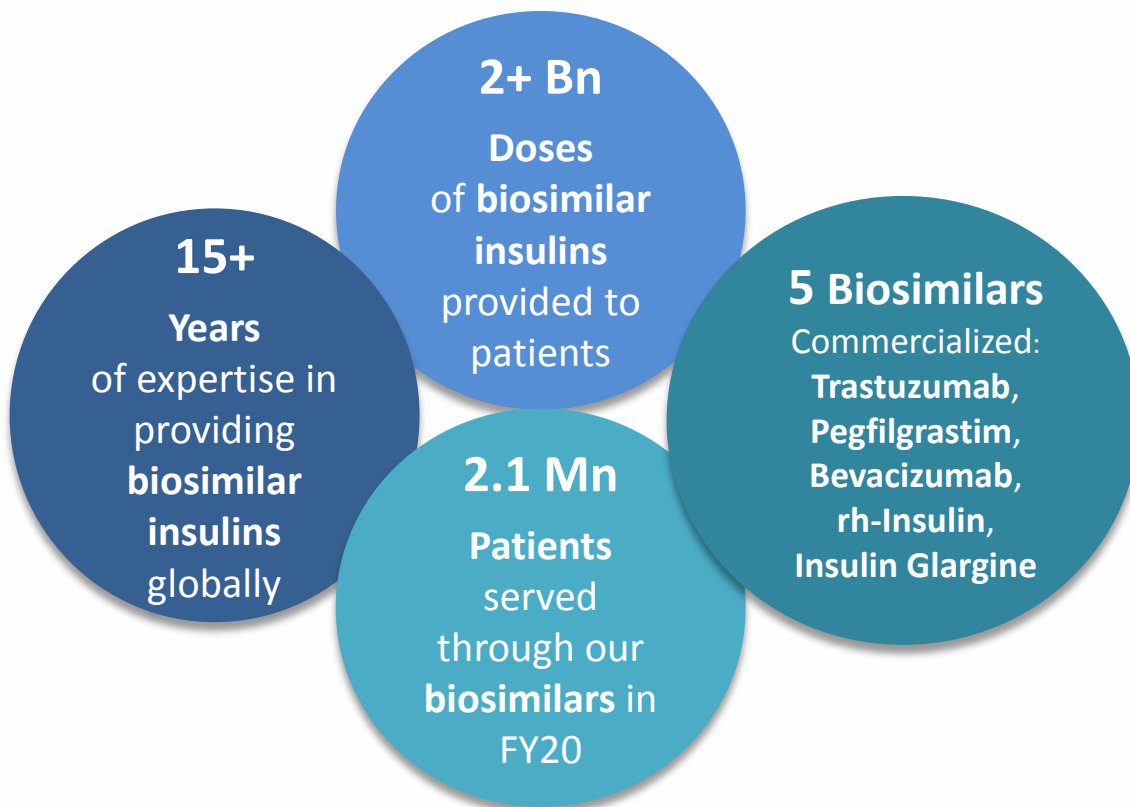
Biocon Biologics



- An Integrated 'pure play' biosimilars player
- Core expertise in **developing, manufacturing, commercializing high quality biosimilars**
- Wide portfolio: **rh-Insulin, Insulin Analogs, Monoclonal Antibodies** and other **Recombinant Proteins**
- Focus on Chronic Diseases: **Diabetes, Cancer & Autoimmune Conditions**
- **FY20** Revenue rose 29% to **Rs. 1,951 Crore**

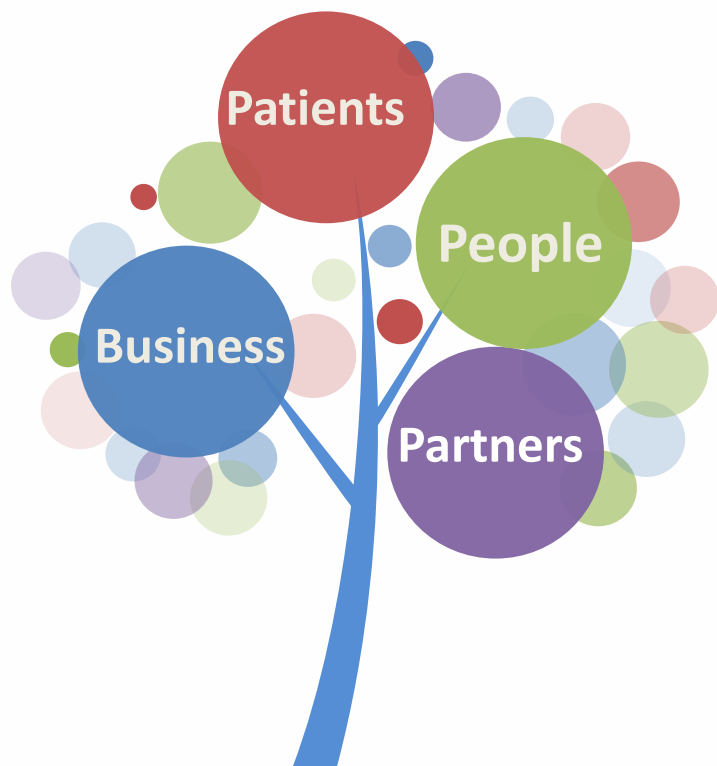
Our Value Proposition: Science, Scale & Expertise

- Developing high quality, affordable biosimilars
- Expanding access to a cutting-edge class of therapies
- Cost competitive, complex manufacturing capabilities
- Offering significant cost savings to patients, insurers, healthcare systems globally



Biocon Biologics: Central To Our Mission

PATIENTS, PEOPLE, PARTNERS, BUSINESS



- Aim to touch ~5 million **PATIENTS** by FY22
- Build a **PEOPLE** centric organization
- Penetrate global markets with **PARTNERS**
- Create a successful innovation-driven **BUSINESS**

Policy Engagement: Reaffirming Commitment to Enable Affordable Access

Initial Steps Towards Greater Focus on Global Policy Engagement and Visibility



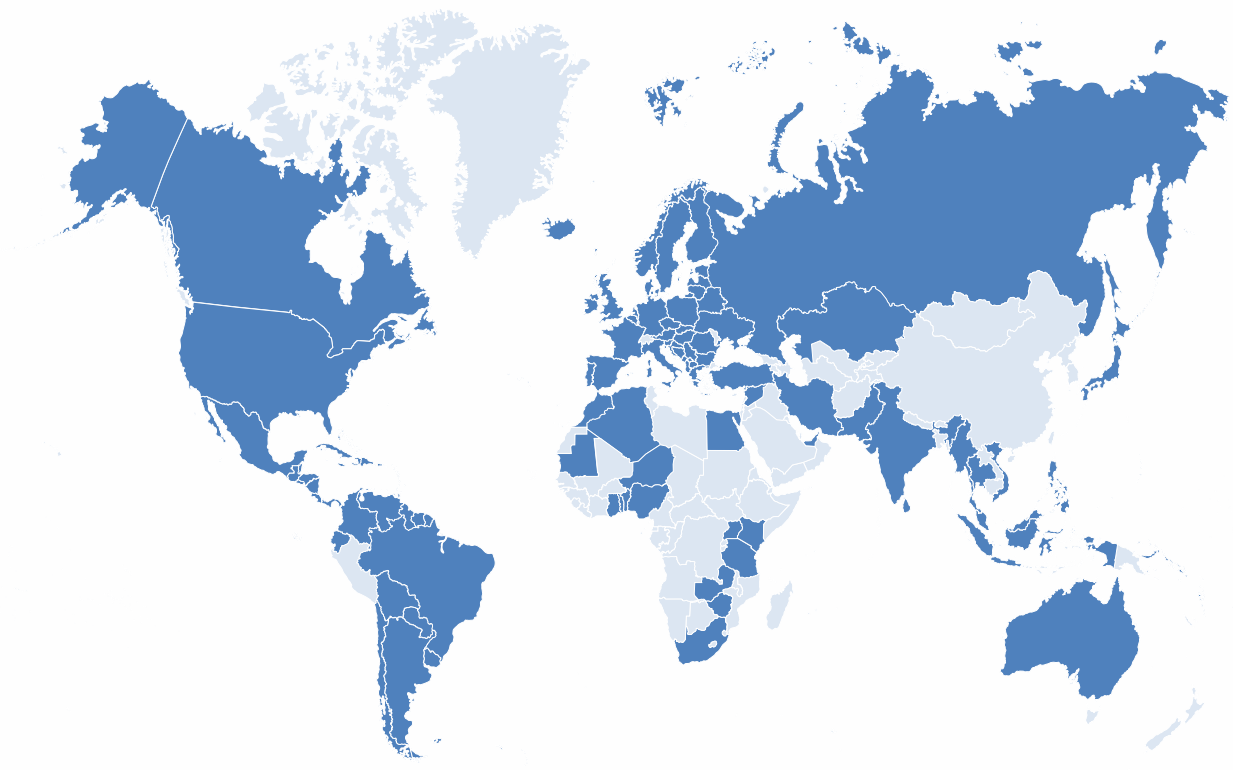
- **US-India Leaders Summit**, Washington DC
- **UNAIDS Health Innovation Exchange meeting** on sidelines of the 74th session of **United Nations General Assembly (UNGA)**, New York
- **US FDA Public Hearing on Increasing Access to Insulins**, White Oak, Maryland
- **International Diabetes Federation Annual Congress 2019**, Busan
- **2020 World Economic Forum**, Davos

Serving Patient Needs in Emerging & Developed Markets

Biosimilars Footprint Across the World

3 Key Biosimilars Commercialized in Global Markets like US, Europe, Australia, Canada, Japan:

- **INSULIN GLARGINE**
- **TRASTUZUMAB**
- **PEGFILGRASTIM**



Countries where BIOCON BIOLOGICS Biosimilars have been approved or commercialized on its own or through partners.

Biocon Biologics Global Product Portfolio

28 Direct & Partnered



With **MYLAN**, 11 biosimilars being co-developed for global markets



With **SANDOZ**, set of next-gen immunology, oncology biosimilars being co-developed for global markets



BIOCON BIOLOGICS is independently developing many biosimilar assets

THERAPY FOCUS: Diabetes, Oncology, Immunology, Dermatology, Ophthalmology, Neurology, Rheumatology and Inflammatory Diseases.

Biocon's Global Partnership with Mylan



Molecule	KEY MOLECULE STATUS
TRASTUZUMAB	Launched in U.S., Canada, EU, Australia & Emerging Markets.
PEGFILGRASTIM	Launched in U.S., Canada & Australia. Approved in EU
BEVACIZUMAB	Launched in India and Sri Lanka
INSULIN GLARGINE 100 IU/mL	Launched in EU, Australia, Japan* & Emerging Markets. Approved in New Zealand. Under review in U.S.
INSULIN ASPART	Global Phase III
RECOMBINANT HUMAN INSULIN	Launched in Emerging Markets. In active development for U.S.

11 BIOSIMILARS BEING CO-DEVELOPED FOR GLOBAL MARKETS

- Partnership Leverages Biocon's Strong Development & Manufacturing Capabilities & Mylan's Regulatory & Commercial Excellence
- Cost and Profit Share Model

Biocon's Exclusive Partnership with Sandoz



- Set of next-gen immunology, oncology biosimilars being co-developed for global markets.
- Various Assets are in early stage development stage for global markets.

- **Both Partners have Shared Responsibility for Development, Manufacturing, Global Regulatory approvals**
- **Costs & Profits are Shared Equally**
- **Broader Biocon Participation in End-to-End Development and Commercialization**



Novel Molecules: Pipeline & Therapeutic Area Focus

INSULIN TREGOPIL	First-in-Class Oral, Prandial Insulin	India Phase II in T2D Completed; Commenced Phase Ib in T1D in Germany [^]	DIABETES
ITOLIZUMAB*[@]	Novel, Humanized CD6 Antibody	Clinical trials ongoing in aGVHD [#] , Severe Asthma, Lupus Nephritis, COVID-19	ACUTE GRAFT-VS-HOST DISEASE, ASTHMA, LUPUS, COVID-19
BVX-20^{\$}	Novel, 2 nd Generation Humanized CD20 Antibody	Path to IND Mapped	INFLAMMATION



New entity incorporated in Boston, U.S. as a wholly owned subsidiary of Biocon to focus on developing Immuno-Oncology assets

FMAb2 <i>Fusion Protein</i>	EGFR mAb + TGFβRII Tumor-Targeted Fusion mAb	IND Filed, Received 'study may proceed' advice from US FDA	IMMUNO-ONCOLOGY
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* Licensed to EQUILLIUM US, Canada, Australia & New Zealand

Acute Graft-VS-Host Disease

[^] Supported by JDRF

[@] Undergoing clinical trials in India for COVID-19 complications

^{\$} Partnered with Vaccinex



Small Molecules: APIs

Differentiated Portfolio

- Product portfolio leverages core fermentation technology strengths
- Among world's largest manufacturers of statins & immunosuppressant APIs
- Biocon's API is one of the global leaders in statin pills
- Forward Integration to Formulations augurs well for the Business

Current Portfolio	Constituents
Statins	Simvastatin, Pravastatin, Atorvastatin, Rosuvastatin, Fluvastatin
Immunosuppressants	Tacrolimus, Sirolimus, Everolimus, Mycophenolate Mofetil, Mycophenolate Acid
Other Key Products	Glatiramer Acetate, Fingolimod, Teriflunomide, Orlistat, Mirabegron



Small Molecules: Generic Formulations

- Formulations Under its own Label
- Solid oral & parenteral products in both potent & non-potent categories for emerging and developed markets.
- Generic Formulations strategy includes First-to-Files and Para IVs.
- **Rosuvastatin** , **Simvastatin** and **Atorvastatin Calcium** tablets launched in **U.S.** are gaining market share.

BIOCON EXPANDS GEOGRAPHIC FOOTPRINT INTO CHINA: 2nd LARGEST PHARMA MARKET in 2019

- Licensed out 3 Generic Formulations products to China Medical System Holdings (CMS)
- Aim to address a Market Opportunity of **US\$ 0.8 Bn**
- Biocon will develop & manufacture while CMS will Commercialize



Biocon's 1st oral solid dosage facility successfully completes pre-approval U.S. FDA inspection in January 2020.

Syngene: Research Services Business

- India's first Contract Research Organization – 25+ years of unparalleled experience in novel molecule discovery & development services
- End-to-end discovery, development and manufacturing capabilities
- Integrated service platform for small & 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
- Over 330* global clients across diverse industries
- 1.3 Mn sq. ft. of world-class R&D and manufacturing infrastructure
- 4,100+ scientists
- Value Creation through Public Listing in 2015



* For fiscal ended March 31, 2019



GLOBAL SCALE MANUFACTURING

Manufacturing Expertise

- Large Scale Fermentation-Derived Complex APIs and Generic Formulations facilities
- Global Scale Biologics Manufacturing Capability; both Drug Substance & Drug Product
- 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.

Manufacturing Locations

- Bangalore
- Telangana
- Vishakhapatnam
- Malaysia



Insulins Facility In Bangalore

Global Scale And Cost Competitive, Complex Manufacturing Capabilities To Address Global Market Opportunities

Biocon Campus: First Manufacturing Facility Set Up



Established: 1978, Spread over 25 acres

REGULATORY APPROVALS:

- U.S. FDA
- EMA,
- TGA (Australia)
- COFEPRIS (Mexico)

Manufactures:

- Fermentation-derived and Synthetic Chemistry-based Small Molecule APIs.
- Drug Substance for Insulins

Largest Biotech Hub in India: Biocon Park, Bangalore



Established: 2006, Spread over 90 acres

REGULATORY APPROVALS:

- U.S. FDA
- EMA,
- Health Canada
- PMDA (Japan)
- TGA (Australia)
- ANVISA (Brazil)
- COFEPRIS (Mexico)
- MCC (South Africa)

Manufactures:

- **Drug Substances & Drug Products for Monoclonal Antibodies & Other Recombinant Proteins**
- **Drug Products & Devices for Insulins**

Biocon Malaysia: Asia's Largest Integrated Insulins Manufacturing Facility

- Biocon's first overseas manufacturing facility built with an Investment of ~US\$300 Mn
- Manufactures Drug Substance, Drug Products in vials, cartridges and devices
- GMP approvals from EMA, NPRA etc
- Insulin Glargine from this facility has been launched in Europe
- Addressing the needs of 350,000 people with diabetes in Malaysia
- Commercial supplies to some of the emerging markets being served from Malaysia



Financials



FINANCIALS

FY20: Business Segment Highlights



Annual Segmental Growth:

BIOLOGICS : + 29%

SMALL MOLECULES : + 18%

BRANDED FORMULATIONS : (18%)

RESEARCH SERVICES : + 10%

NOTE: 1 USD = 70 INR

Financial Highlights: Q4FY20 & FY2020

In Rs. Million (except Growth numbers)

As per IND-AS

	Q4FY20	Q4FY19	Growth		FY20	FY19	Growth
Revenue	16,441	15,570	6%		65,286	56,588	15%
Net Profit	1,234	2,137	(42%)		7,482	9,053	(17%)
EBITDA	3,817	4,312	(11%)		17,645	15,381	15%

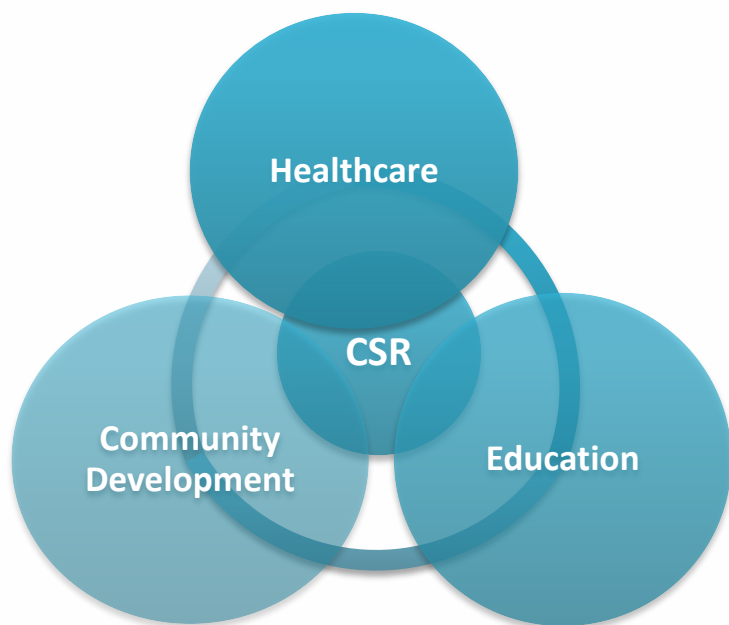
	Q4FY20	Q4FY19	Growth		FY20	FY19	Growth
Small Molecules	5,407	4,719	15%		20,937	17,728	18%
Biologics	3,574	4,511	(21%)		19,513	15,169	29%
Branded Formulations	1,172	1,330	(12%)		5,362	6,564	(18%)
Research Services	6,073	5,339	14%		20,119	18,256	10%
Total Sales	15,810	15,288	3%		63,672	55,144	15%

Beyond Business: CSR



CORPORATE SOCIAL RESPONSIBILITY

Promoting Social and Economic Inclusion



Beyond Business: CSR

HEALTHCARE – Key Initiatives

- **Tech enabled Primary Health Centres: eLAJ Smart Clinics**
- **Focus on Non Communicable Diseases**
 - Oral , Cervical, and Breast Cancer Screenings
 - Cancer Task Force
 - Mental Health Awareness
- **Women & Child Health:** Well Baby Clinic, Midday meals
PMSA - ANC Camps, Balspandana

COMMUNITY DEVELOPMENT – Addressing Community Needs

Key Initiatives

- **WASH initiative:** School Toilets & Safe Drinking Water
- Hennagara School Building
- Girls' Hostel
- Lake Rejuvenation
- Namma BioCommunity

EDUCATION – Key Initiatives

- Chinnara Ganitha

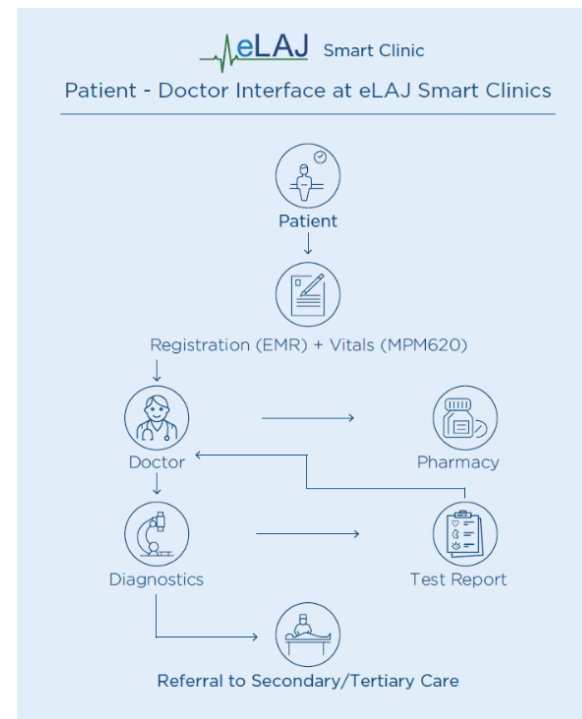
eLAJ Smart Clinics - Strengthening Delivery of Primary Healthcare in India

- Based on **robust EMR** system.
- **Patients' records digitised**; ensures continuum of care.
- **3 interconnected modules** - Registration, Medical Consultation and Diagnostics.
- **Centralized EHRs** - Health records accessible from anywhere.

IMPACT OF eLAJ CLINICS

Patient Visits

~400,000 since launch



Sustainability Programs: Lake Revival

HEBBAGODI LAKE: 35 Acres, Electronic City



Lake Transformation
Video Watch here:



YouTube link:

<https://www.youtube.com/watch?v=WKmWelPoFd4>

- Rejuvenated **Hebbagodi Lake** inaugurated and dedicated to local community
- Used 3-step eco-friendly Bioremediation Process to revive dying lake
- Children's Park and RO-based safe drinking water facility also dedicated to local community
- Makes it to **Limca Book of World Records** as the 'Largest Area of Artificial Floating Wetlands Created in a Lake in India'
- Taken up revival of one more lake in the vicinity: **Yarandahalli lake**



Center of Excellence for Advanced Learning in Applied Biosciences



Developing high end talent for Biotech Sector

PROGRAMS

- Biocon-KGI Certificate Program in Biosciences
- BITS Biocon Certificate Program in Applied Industrial Microbiology
- Biocon-KGI Certificate Program in Clinical Development
- Biocon Academy Certificate Program in Faculty Development
- Biocon Ramaiah Certificate Program in Quality Control Analytical

Education Partners:



Claremont, California, USA



BITS Pilani
Pilani | Dubai | Goa | Hyderabad



- A combination of academic and experiential learning
- Scholarship up to 75% of course fee
- KGI Program - 16 batches completed
- BITS Biocon Program: 6 batches completed
- 600+ students graduated
- 100% Placement Record

Ahead
of the curve



Thank you



www.biocon.com