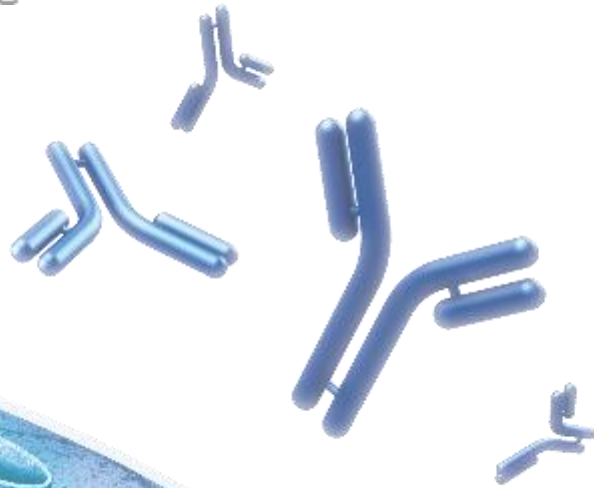
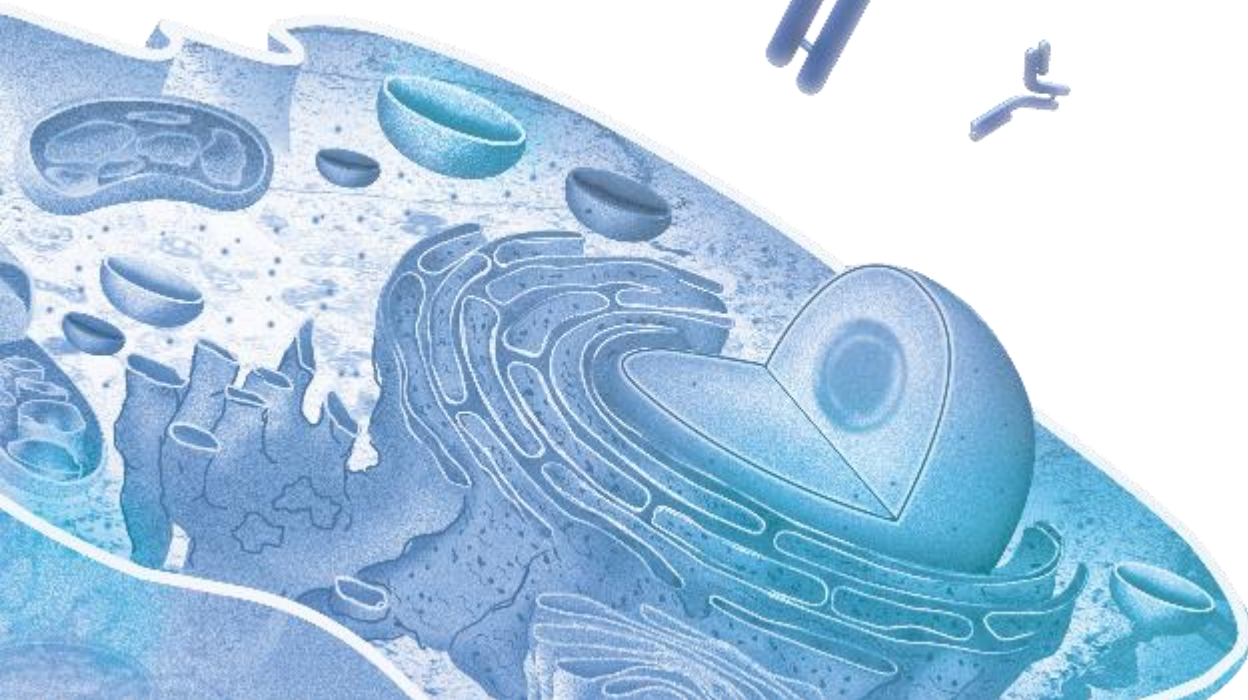


Ahead  
of the curve



## Corporate Presentation

July 2017





Credibly Capable Organization

Business Segments

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

Financials

Beyond Business: CSR

Outlook

# Biocon: A Credibly Capable Organization



## 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

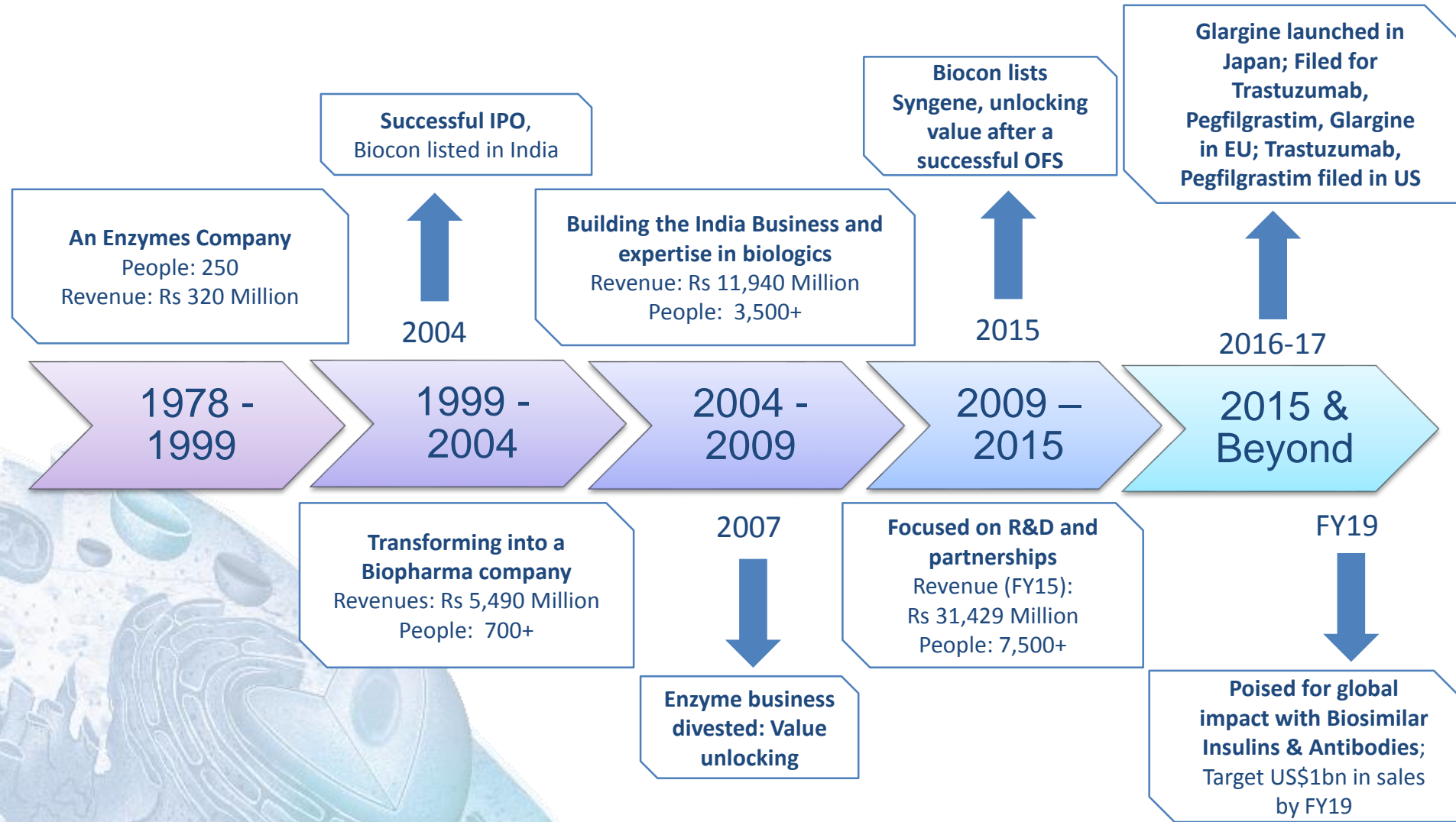
## Our Values

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

# The Biocon Journey: A Continuous Evolution



## From an Enzymes Maker to a Leading Indian Innovator Biopharma Company



# A Credible Biopharma Enterprise



~1,300

Patent applications  
filed globally\*

1,050

Patents granted\*

555

Trademark  
registrations\*

7

Biologics taken from  
Lab to Market  
2 Novels & 5 Biosimilars



~120

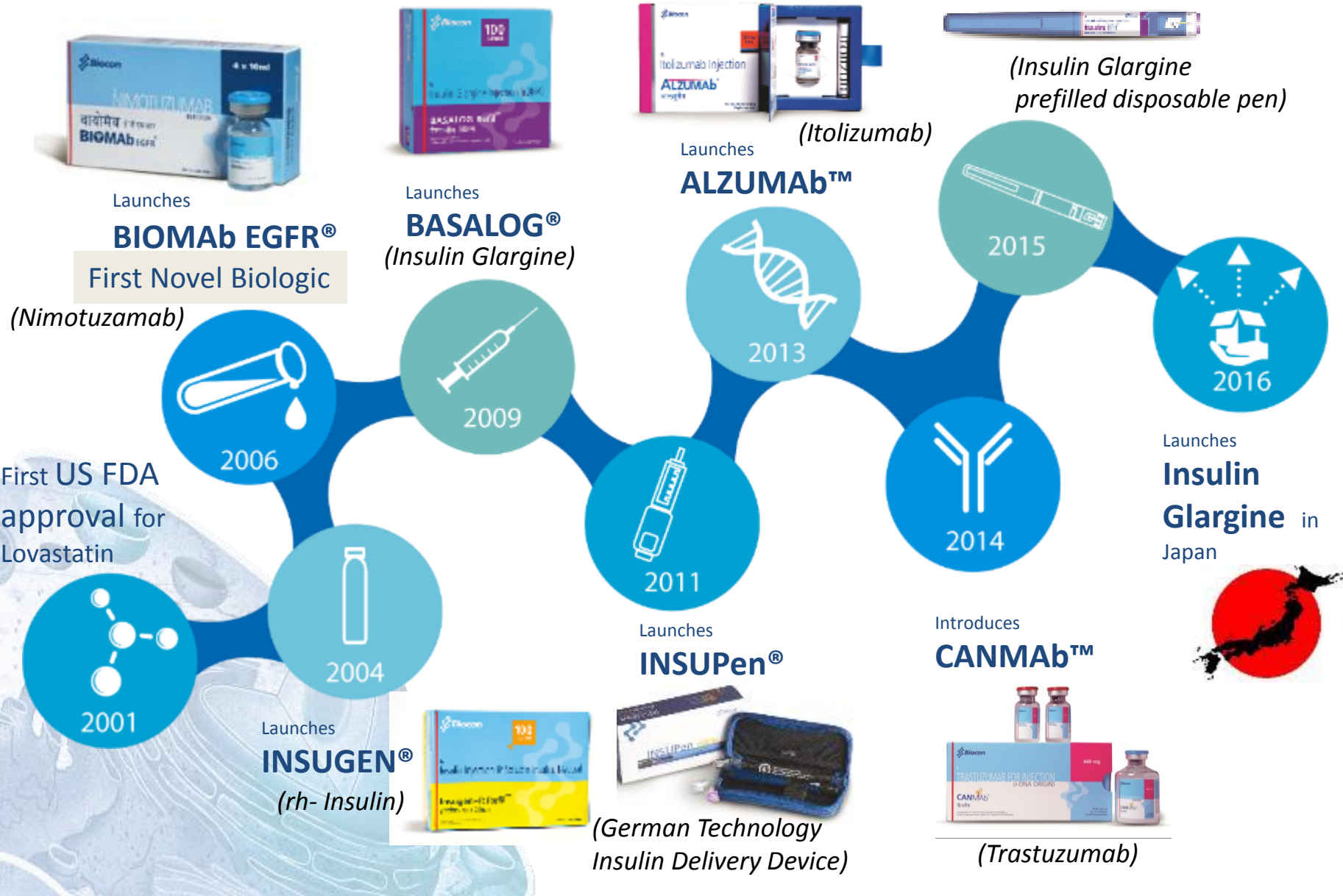
Countries where our  
products are available

25+

cGMP approvals from  
International regulatory  
agencies\*

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

# Key Innovations: Making a Difference



Launches **BIOMAb EGFR®**  
First Novel Biologic



Launches **BASALOG®**  
(Insulin Glargine)



Launches **ALZUMAb™**  
(Itolizumab)



Launches **Basalog One™**  
(Insulin Glargine prefilled disposable pen)

First US FDA approval for Lovastatin

Launches **Insulin Glargine** in Japan



Introduces **CANMAb™**



(Trastuzumab)

(German Technology Insulin Delivery Device)

# Biocon : Among Top 10 Best Global Biotech Employers

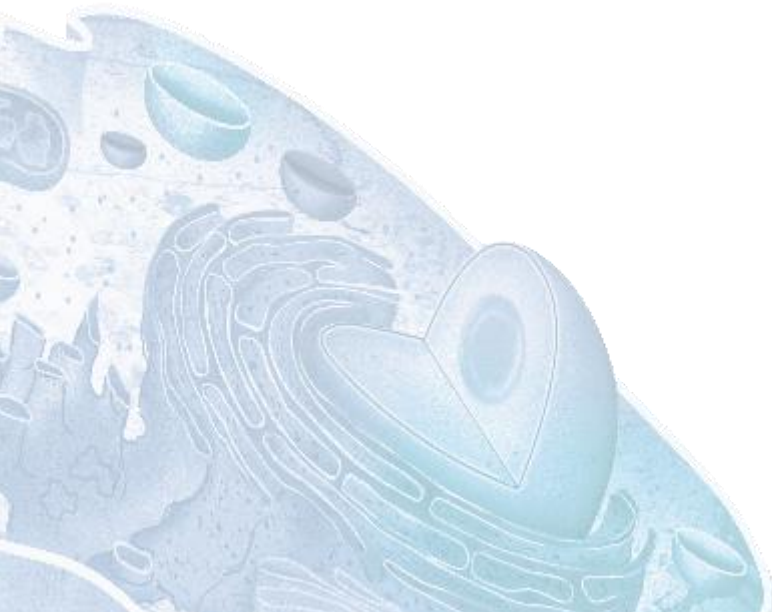


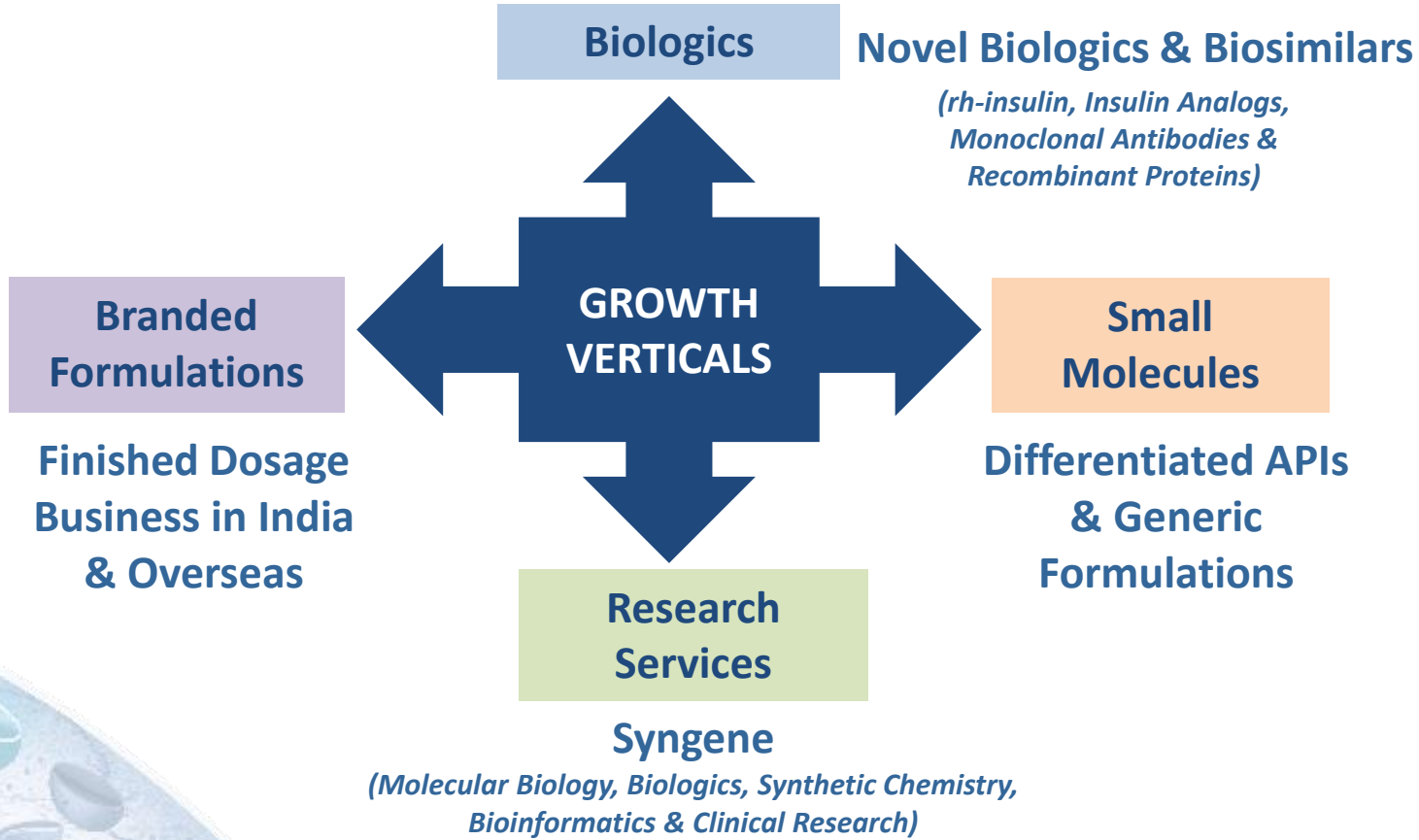
- Ranked at No. 9 on *Science Magazine's* 2016 list of Global Top Employers for Biotech sector
- Company has achieved this distinction on being recognized for three key attributes:
  - *Innovative industry leader*
  - *Clear Vision*
  - *Socially Responsible*
- Moved up from No.13 last year

2016 Rank	2015 Rank	Employer (Global headquarters)
1	2	<b>Regeneron Pharmaceuticals</b> (Tarrytown, NY)
2	3	<b>Novo Nordisk</b> (Bagsvaerd, Denmark)
3	7	<b>Moderna Therapeutics</b> (Cambridge, MA)
4	11	<b>Eli Lilly and Company</b> (Indianapolis, IN)
5	4	<b>Vertex Pharmaceuticals</b> (Boston, MA)
6	1	<b>Novozymes</b> (Bagsvaerd, Denmark)
7	6	<b>Genentech</b> (South San Francisco, CA)
8	5	<b>Alexion Pharmaceuticals</b> (New Haven, CT)
9	13	<b>Biocon</b> (Bangalore, India)
10	8	<b>Roche—excluding Genentech</b> (Basel, Switzerland)
11	17	<b>Merck KGaA</b> (Darmstadt, Germany)
12	10	<b>AbbVie</b> (North Chicago, IL)
13	9	<b>Monsanto Company</b> (Creve Coeur, MO)
14	–	<b>Syngenta</b> (Basel, Switzerland)
15	14	<b>Abbott</b> (Abbott Park, IL)
16	15	<b>Boehringer Ingelheim</b> (Ingelheim, Germany)
17	12	<b>Celgene Corporation</b> (Summit, NJ)
18	16	<b>Bayer</b> (Leverkusen, Germany)
19	–	<b>Novartis</b> (Basel, Switzerland)
20	–	<b>Johnson &amp; Johnson</b> (New Brunswick, NJ)



# Business Segments



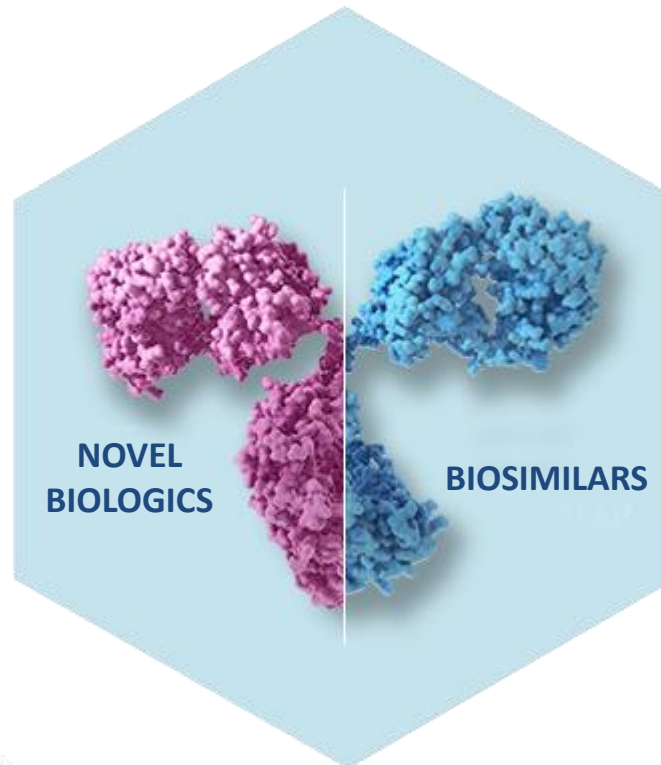


<p><b>Complex Small Molecule APIs to Biologics</b></p> <p><b>Novels &amp; Biosimilars</b></p>	<b>Comprehensive Presentation in Biologics</b>		
	<p><b>Drug Substance</b></p>	<p><b>Drug Products</b></p> <p>Vials, Cartridges &amp; Prefilled Syringes</p>	<p><b>Delivery Devices</b></p> <p>Reusable &amp; Disposable Prefilled, Pens</p>

## Biologics will provide Biocon with the next bolus of growth

### Novel Biologics

- Creating market leadership in Innovation e.g., Insulin Tregopil, Itolizumab.
- Pipeline includes conventional peptides & MAbs, novel fusion MAbs, and siRNA.
- Potential to change the treatment paradigm in diabetes and immunology.



### Biosimilars

- Portfolio straddles rh-insulin, insulin analogs, monoclonal antibodies and recombinant proteins.
- Addressable market size: ~US\$60 Billion.
- Positioned among early wave of biosimilar entrants in the developed markets.

# Biosimilars: Generic Insulins and Analogs



- Portfolio of rh-insulin, basal, rapid-acting insulin analogs along with delivery devices.
- Among Top 3 biosimilar players globally for both rh-Insulin & Insulin Glargine# .
- Approvals in 60+ markets for rh-Insulin, 20+ markets for Insulin Glargine.
- Biocon's Insulin Glargine: 1st biosimilar from India to be launched in Japan.
- Marketing Authorization Application for Insulin Glargine accepted for review by EMA.

Molecule	Type	Status	Market Size* (US\$ bn)
Rh Insulin	Regular Acting Insulin	Pre-clinical (US market). Marketed in Emerging Markets.	3.2
Glargine	Long Acting Insulin Analog	Filed in EU, Australia & Canada. US filing in H1FY18. Marketed in Japan (since July 2016) and Emerging Markets.	6.4
Aspart	Rapid Acting Insulin Analog	Preclinical	4.5
Lispro	Rapid Acting Insulin Analog	Preclinical	2.8
<b>Total Market Size (rounded off)</b>			<b>17.0</b>

\* Market Size of innovator products in the current portfolio: Innovator Sales CY 2016

# measured in number of units sold; Source: IMS Year End 2016

# Biosimilars: MABs & Recombinant Proteins



- High-value portfolio of 6 biosimilars for Oncology & Autoimmune indications.
- Launched world's most affordable Trastuzumab in India in 2014; some Emerging Markets in 2016.
- Significant headway in clinical development, regulatory filings of some key biosimilar molecules.
- MAAs for biosimilar Pegfilgrastim, Trastuzumab accepted for review by EMA.
- BLAs for biosimilar Pegfilgrastim, Trastuzumab accepted for review by U.S. FDA.

Molecule	Indication	Status	Market Size* (US\$ bn)
Trastuzumab	Cancer	Filed in US, EU. Marketed in Emerging Markets	6.9
Bevacizumab	Cancer	India/Emerging Markets Phase III completed. Global Phase III commenced.	6.9
Adalimumab	Autoimmune	Global Phase III completed.	16.1
Pegfilgrastim	Chemo-induced Neutropenia	Filed in US, EU, Canada & Australia.	4.6
Filgrastim	Chemo-induced Neutropenia	Early development.	0.8
Etanercept	Autoimmune	Early development.	8.9
Total Market Size (rounded off)			44.0

\*Market Size of innovator products in the current portfolio: Innovator Sales CY 2016

# Biosimilars: Growth Through Partnership



- Biocon follows risk-reward sharing strategy through global and regional partnerships.
- Partnered with Mylan, one of the largest generics and specialty pharma companies in the world, for biosimilars.
- Pact includes **six** biosimilars for oncology and autoimmune indications; **three** generic insulin analogs.
- Highly competitive and distinct biosimilars portfolio with tremendous global potential.
- Mylan to introduce products in developed markets; Biocon will target emerging markets.



# Biosimilars: Biocon Well Placed In Competitive Landscape



Molecule	Biosimilar Development Pipeline <sup>@</sup>			
	Pre-Clinical	Phase I	Phase III/Filed	Approved/ Marketed
<b>Pegfilgrastim</b>	Pfizer	Dr. Reddy's	<b>Biocon-EMA, FDA</b> ; Apotex - FDA, EMA; Coherus - FDA, EMA; Sandoz, Cinfa	
<b>Trastuzumab</b>	Oncobiologics, Dr. Reddy's	Hanhwa, Meiji Seika	<b>Biocon-EMA FDA</b> , Celltrion - EMA, Samsung – EMA, Amgen, Pfizer, Hanhwa	
<b>Insulin glargine</b>			<b>Biocon - EMA</b> , Samsung – EMA, FDA	<b>Biocon – JP</b> , Eli Lilly – EU, US, JP,CAN, Samsung – EU
<b>Adalimumab</b>	Epirus	Dr. Reddy's, Oncobiologics, Meiji Seika	<b>Biocon</b> , Samsung-EMA, Sandoz, Boehringer Ingelheim – FDA, EMA, Coherus, Momenta, Pfizer, Serono, Fujifilm-Kirin, Oncobiologics	Amgen – FDA, EMA
<b>Bevacizumab</b>	Celltrion	Sandoz, Daiichi, Oncobiologics, Cipla	<b>Biocon – Global, RoW</b> ; Amgen-FDA, EMA, Boehringer Ingelheim, Pfizer, Samsung, Fujifilm-Kirin/Astra Zeneca, Dr. Reddy's	
<b>Filgrastim</b>	<b>Biocon</b> , Pfizer		Apotex - FDA	Sandoz – US, EU; Teva – JP, EU; Accord-EU, Apotex - EU, Hospira – EU, ANZ, Fuji – JP, CTA-EU
<b>Etanercept</b>	<b>Biocon</b> , Celltrion		Coherus, Lupin	Samsung – EU, Sandoz – FDA, EMA
<b>Insulin aspart</b>	<b>Biocon</b>			
<b>Insulin lispro</b>	<b>Biocon</b>		Sanofi - EMA	
<b>Rh-insulin</b>	<b>Biocon – US</b>			

- State-of-the-art manufacturing facilities – mammalian & microbial.
- Facilities conform to most stringent cGMP guidelines.
- Successfully audited by US FDA, EMA, ANVISA, COFEPRIS, PMDA etc.

## Manufacturing Locations

Bangalore

Malaysia

Hyderabad

Visakhapatnam

## New Medical Devices Facility In India



- Facility inaugurated in Bangalore in 2015.
- Manufacturing high quality insulin glargine pen.
- Approved by Indian, Japanese health regulators.
- Basalog One™ - 1<sup>st</sup> product to roll out.
- Insulin Glargine Pen launched in Japan in 2016

## New Insulins Facility In Malaysia



- Biocon's first overseas manufacturing facility set up with an investment of USD 250 mn.
- Asia's largest integrated Insulins facility; to manufacture Drug Substance, Drug Products in vials, cartridges and devices.
- Commercial supplies initiated with OTA award by Ministry of Health – Malaysia.



# Branded Formulations: India & UAE

- 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 and leading Oncology company.
- Presence across therapies: Metabolics, Oncotherapeutics, Immunotherapy, Nephrology and Specialty.
- 25 brands are category leaders; among Top 5.

## UAE

- Ranked among Top 15 pharmaceutical companies in UAE.
- Several brands ranked among Top 3 in respective therapy segments.
- Overall prescription share recorded a 60% growth as per IMS (Apr-Sep 2016).

**Key Brands**  
Insugen®  
Basalog®  
BIOMAb EGFR®  
CANMAb™  
ALZUMAb™  
CytoSorb



# Novel Molecules Pipeline

- Novel Molecules pipeline straddles diabetes, autoimmune disorders and oncology.
- Molecules span a wide range of platforms and products and include conventional peptides and monoclonal antibodies, novel fusion MAb's and siRNA's.

<b>DIABETES</b>	<b>Insulin Tregopil *</b> First-in-Class Oral, Prandial Insulin	<b>Phase II Ready</b> <b>T1D/ T2D</b>
<b>INFLAMMATION</b>	<b>Itolizumab*</b> Novel, humanized CD6 Antibody	<b>Phase I Ongoing</b>
	<b>BVX-20#</b> Novel, humanized CD20 Antibody	<b>IND Ready</b>
	<b>QPI-1007\$</b> SiRNA for ophthalmic disease	<b>Phase III Initiated in</b> <b>NAION</b>
	<b>QPI-1024\$</b> SiRNA for inflammatory disease	<b>Pre-clinical</b>
<b>IMMUNO-ONCOLOGY</b>	<b>FmAb2*</b> Tumor-targeted fusion mAb	<b>Pre-clinical</b>

- \* In-House program
- # BVX-20 with Vaccinex
- \$ QPI-1007 & QPI- 1024 with Quark Pharma. QPI-1007 Global Phase III trial includes India.

## Differentiated APIs

- Product Portfolio leverages core fermentation technology strengths
- Global scale built for complex APIs: Statins, Immunosuppressants

Current Portfolio	Constituents
Statins	Simvastatin, Pravastatin, Atorvastatin, Rosuvastatin, & Fluvastatin.
Immuno suppressants	Tacrolimus, Sirolimus, Everolimus, MMF & MPA
Other Biopharma	Orlistat, Fidaxomicin, multiple other molecules

## Generic Formulations

- Nascent pipeline; 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.
- Core products: Metabolics, Oncology, Autoimmune indications.
- Continue to build momentum in dossier filing with a focus on specialty molecules in chronic therapeutic segments



**2016:** First Generic Formulations approval in EU received for Rosuvastatin Calcium tablets; Rosuvastatin Calcium ANDA approved by US FDA.

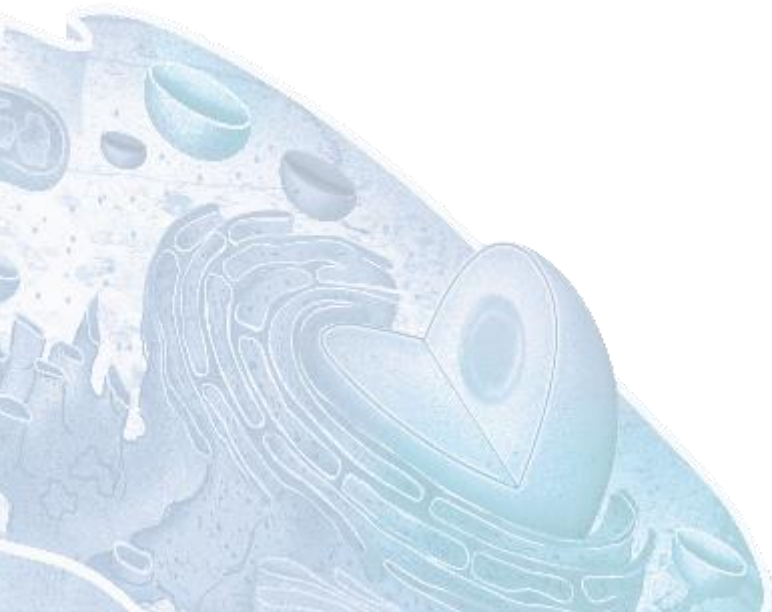
**Constructing Biocon’s first oral solid dosage facility in Bangalore to support future generic filings with capex of US\$25mn. Estimated completion in CY2017.**

# Syngene (Research Services Business)

- One of the leading India-based CROs; only publicly listed 'pure play' CRO in the country.
- Three key verticals – Dedicated R&D Centers, Discovery Services and Development & Manufacturing Services.
- Integrated discovery and development platform.
- Focus on novel molecular entities.
- ~300 clients across multiple sectors.
- Five Dedicated R&D Centers - BMS, Abbott Nutrition, Baxter, Amgen & Herbalife Nutrition.
- 3,000+ qualified scientists.
- World-class R&D and manufacturing infrastructure spread over 1.3 Million sq. ft facility.



# Financials



# Financial Highlights: FY17



In Rs. Million (except Growth numbers)

	FY17	FY16	Growth
Revenue	40,787	34,602	18%
Net Profit*	6,199	4,021	54%
EBITDA	11,366	8,470	34%

As per Ind AS

	FY17	FY16	Growth
Small Molecules	16,330	14,546	12%
Biologics	5,793	4,046	43%
Branded Formulations	5,489	4,409	24%
Research Services	11,604	10,809	7%
<b>Revenue from Operations</b>	<b>39,216</b>	<b>33,810</b>	<b>16%</b>
Other Income	1,571	792	98%
<b>Total Revenue</b>	<b>40,787</b>	<b>34,602</b>	<b>18%</b>

# Beyond Business: CSR



# Beyond Business: CSR

## Promoting Social and Economic Inclusion

### HEALTHCARE

- Integrated and holistic healthcare delivery
- Using PPP model to make a meaningful impact
- Enabling last mile reach of preventive & primary health services

### EDUCATION

- Delivering quality education innovatively
- Addressing the gaps in critical learning
- Providing access to experiential learning in basic maths, computer skills and language skills

### COMMUNITY DEVELOPMENT

- Household sanitation units; sanitation facilities in schools
- Biocon Nagar: A thriving self sufficient township for 500 families
- Project One: Clean Drinking Water Initiative





## Health Initiatives:

### Focus on Early Detection, Prevention of Chronic Diseases

- **Oral Cancer:** Conducting population-based screening for early detection, prevention.
- **Cervical Cancer :** Comprehensive program focused on education, screening, early detection, follow-ups and referrals.
- **Breast Cancer :** Conducting onfield cancer screening handheld device.
- **Diabetes & Hypertension programs:** Diabetes and hypertension awareness programs conducted through camps, home visits.
- **Malnutrition:** Providing nutritional supplements and monitoring health profiles of undernourished children.
- **Antenatal care:** Primary Health check-ups for pregnant women; Identifying and referring high-risk pregnancy cases.

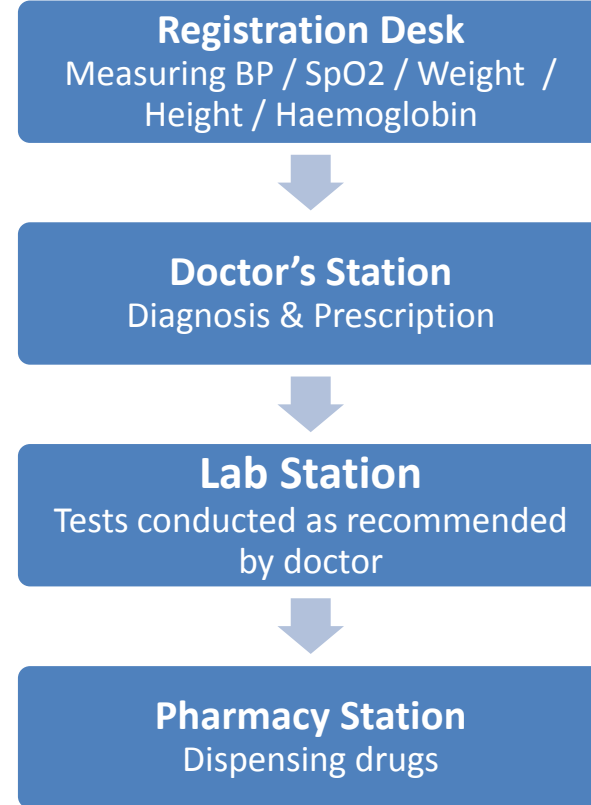


### Spreading Wings

- Building on success of primary healthcare programs in Karnataka.
- PPPs with Rajasthan, Karnataka govts to run PHCS, sub-centers.
- Cancer screening in Nagaland, Assam.

## 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.



- **Registration** - Demographic details & vital parameters recorded and stored.
- **Doctor** - Symptoms, prescription for diagnostics / medicines, diagnosis.
- **Lab** - Can perform up to 50 tests and results are available in under an hour.

## Center of Excellence for Advanced Learning in Applied Biosciences



### Education Partners:



Claremont, California, USA



- A combination of academic and experiential learning.
- Scholarship up to 75% of course fee.
- 300 students Graduated; 100% placement record maintained.
- Two batches of BITS Biocon Program in Applied Industrial Microbiology completed.

## Developing high end talent for Biotech Sector

### TWO FLAGSHIP PROGRAMS

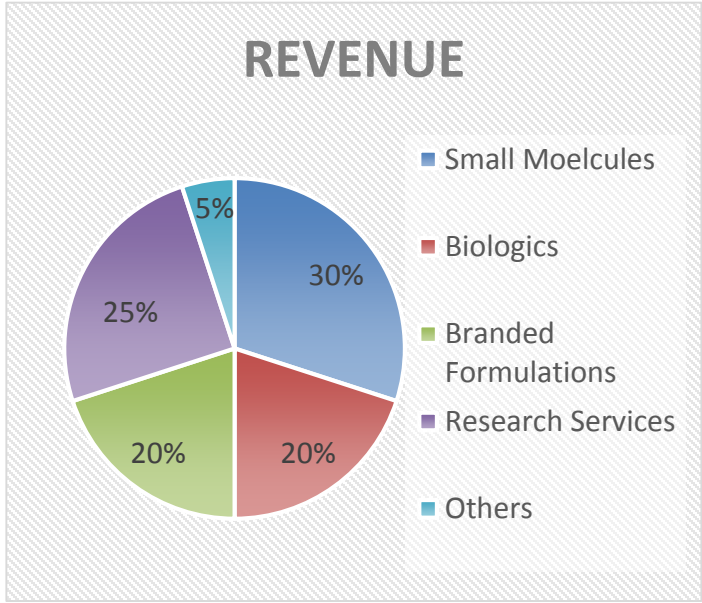
- 16 weeks full-time, one-of-its-kind **Biocon-KGI Certificate Program** in Biosciences
- 8 weeks full time Certificate Program in **Applied Industrial Microbiology** with BITS, Pilani

# Outlook



## Key Focus Areas

- **Small Molecules & Generic Formulations**- Improved product mix including Generic Formulations.
- **Biologics** - Meaningful near term growth to be driven by biosimilars in emerging markets, ramp up post developed market entry.
- **Branded Formulations** –Strategy focused around biologics and differentiated products, geographical expansion.
- **Research Services** - Sustained growth momentum with increase in clients & services, moving from CRO to CRAMS with commercial manufacturing.



**Growth drivers supplemented by addition of new offerings (products, services & partnerships)**

# Thank You



[www.biocon.com](http://www.biocon.com)