

# Investor Presentation

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June 2023

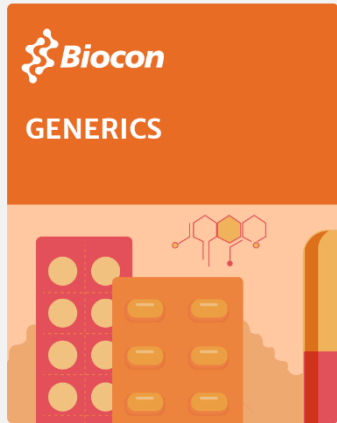


Enabling Affordable Access to Lifesaving  
Biosimilars, Worldwide

# Biocon Biologics is a subsidiary of Biocon Limited



## Biocon Business Segments



Ensuring access through  
quality, affordability,  
reliability



Expanding access  
through innovative,  
inclusive healthcare  
solutions



Pushing scientific  
boundaries to deliver  
impactful innovations



Partnering to deliver  
innovative scientific  
solutions

Biocon Limited is a Bengaluru based biopharma company listed in India with US\$3.5 bn market cap

# Vision & Values

## VISION

To be a global leader in biologics delivering affordable access to innovative and inclusive healthcare solutions, transforming patients' lives

## CORE VALUES



VALUE CREATION  
THROUGH  
INNOVATION &  
DIFFERENTIATION

QUALITY  
THROUGH  
COMPLIANCE &  
BEST PRACTICES

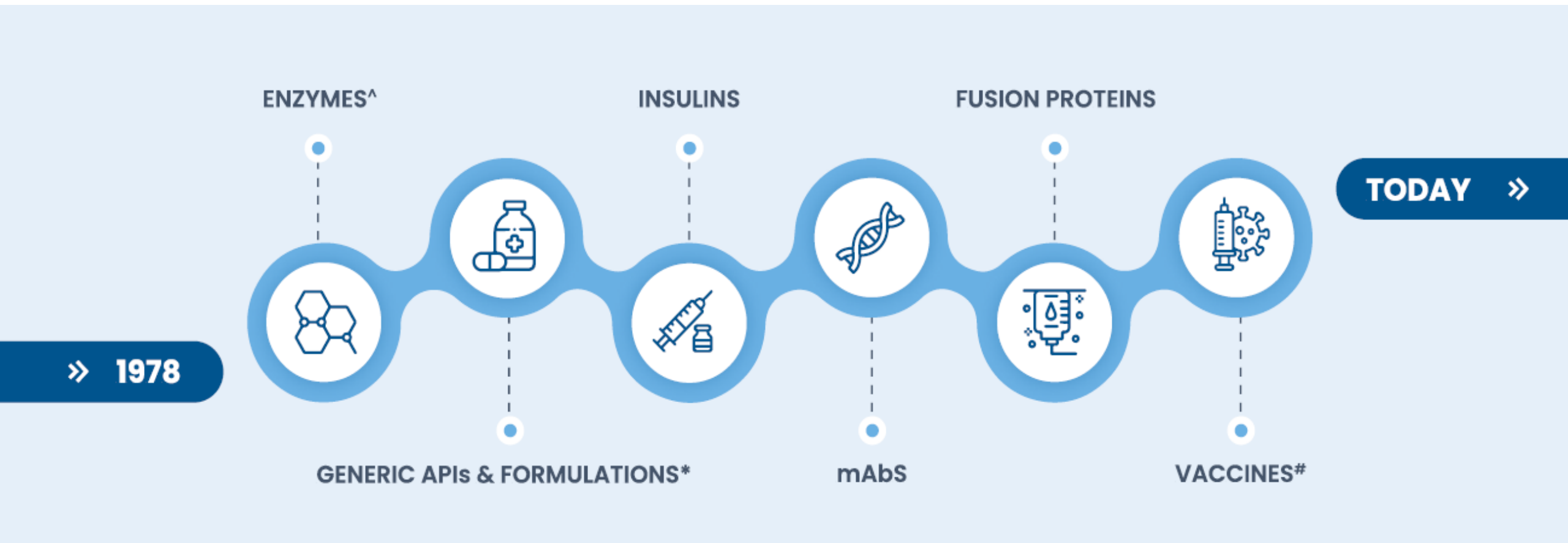
COLLABORATION,  
TEAMWORK &  
MUTUAL RESPECT

INTEGRITY &  
ETHICAL BEHAVIOR

PERFORMANCE  
DRIVEN WORK  
CULTURE

**Committed to Making a Difference to Patients' Lives**

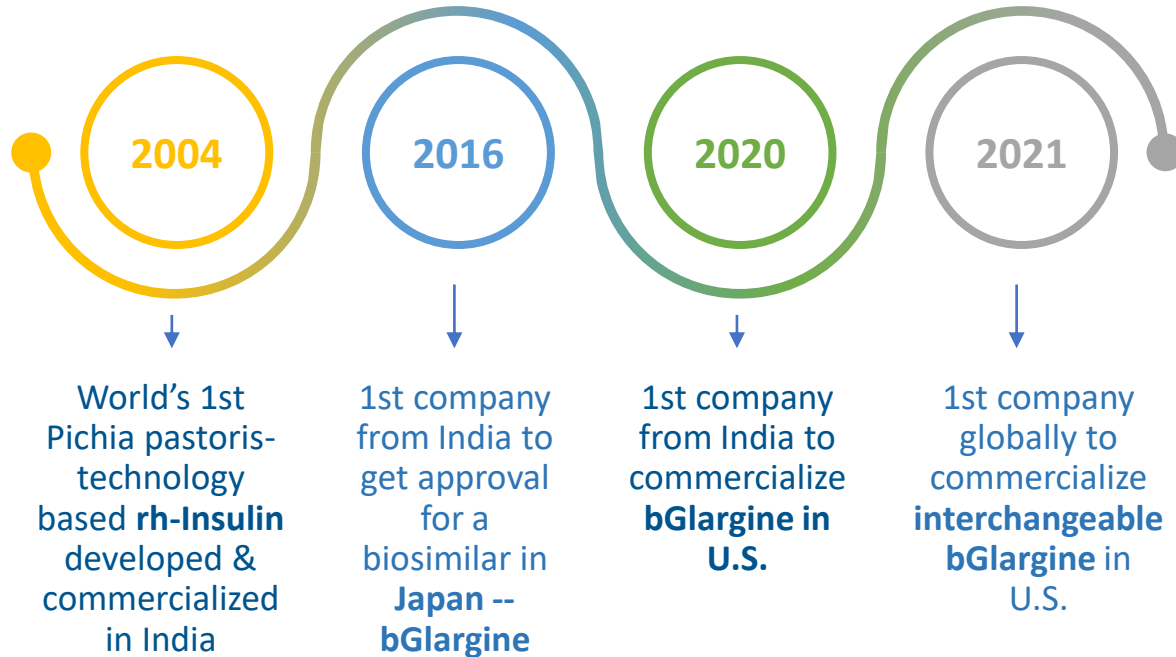
# 40-year Legacy of being on the Cutting Edge of Science



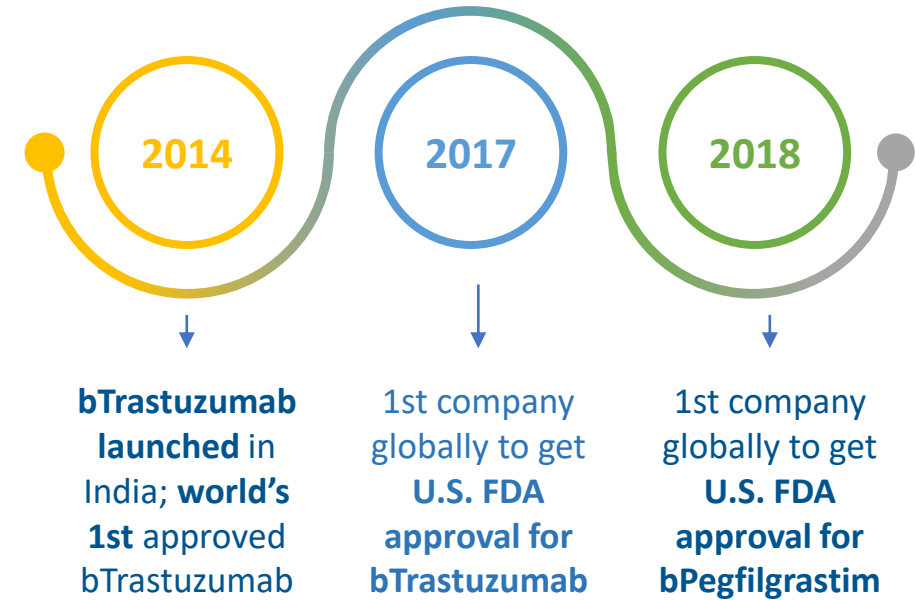
Successfully transformed from an enzymes company to a leading global biopharma enterprise

# Setting New Benchmarks for the Biosimilars Industry

## INSULINS



## mAbs \ rPROTEINS



**Achieved many global 'firsts' in the biosimilars space**

# Growing participation in global biosimilars market

## PARTNER

## BBL ROLE

## BBL ECONOMICS



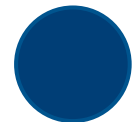
Biosimilars co-developed and co-commercialized with R&D and manufacturing led by BBL



Set of next-gen biosimilars being co-developed

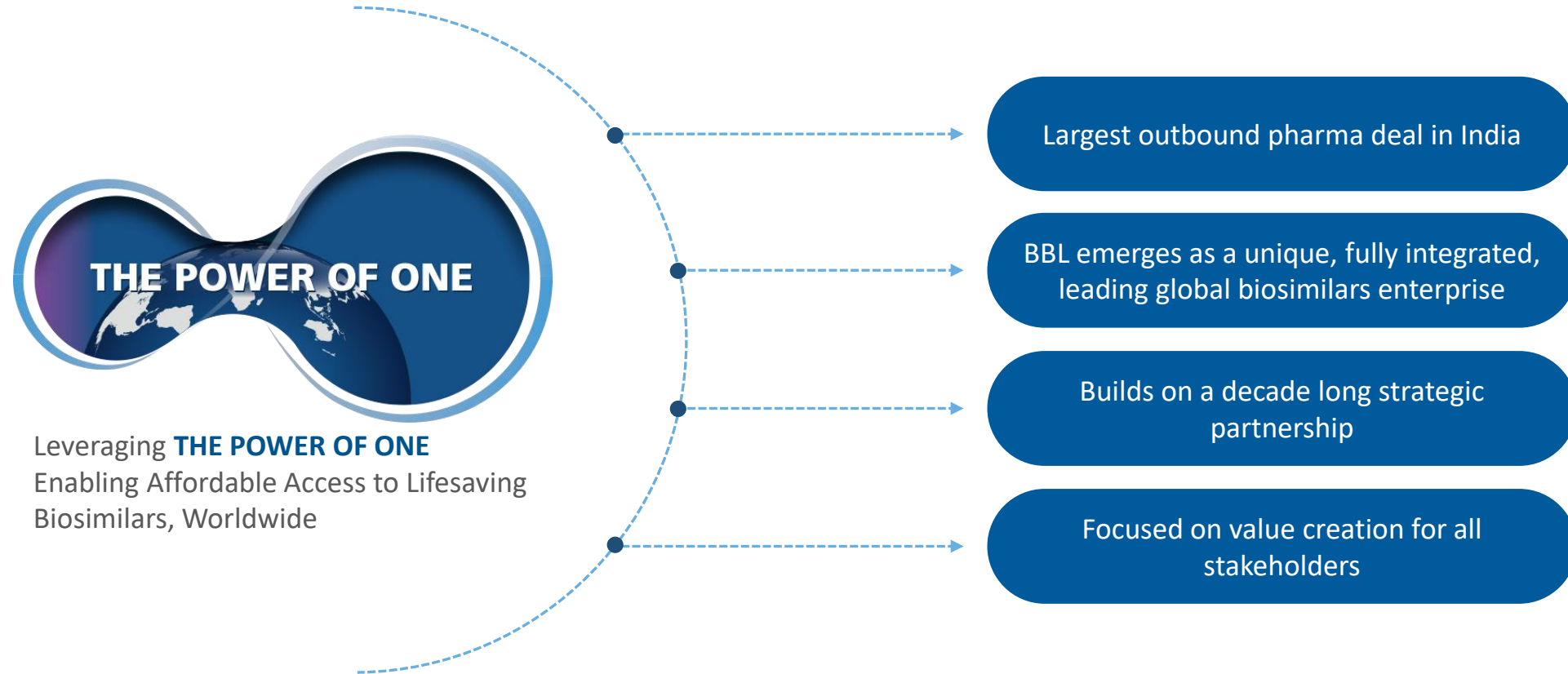


Independently developing several biosimilar assets; completed acquisition of Viatris' biosimilar business



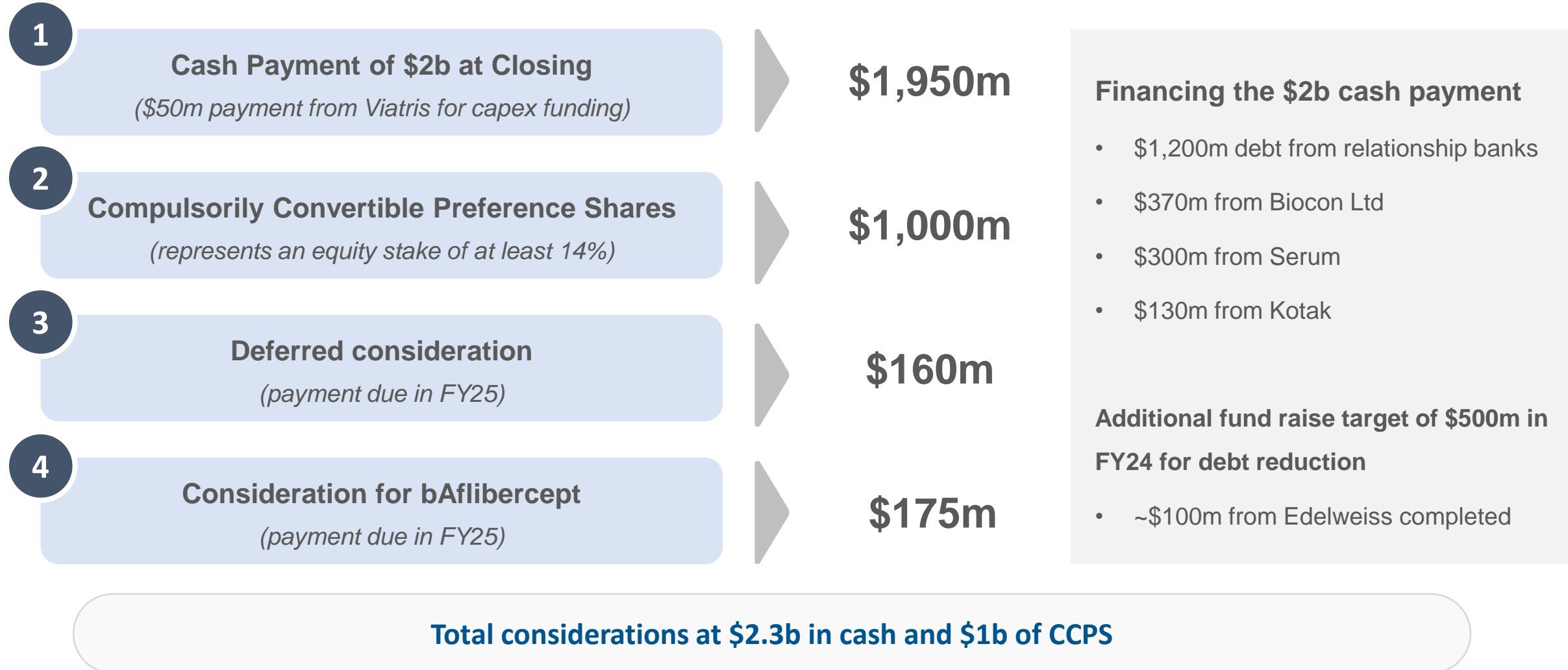
Collaboration with partners to build complementary capabilities, de-risking the journey in an uncharted territory

# USD 3B+ Acquisition of Viatrix' Global Biosimilars Business



**Transformational acquisition to unlock value for all stakeholders – Customers, Partners & Patients**









# Considerations to Viatris





# Acquisition adds Complementary Capabilities

Acquired Capabilities 

		Emerging Markets	Advanced Markets
Biosimilars Value Chain	Product Development		
	Clinical Trials		
	Regulatory		
	Manufacturing		
	Supply Chain		
	Commercialization		

An exceptional opportunity to build a unique, full integrated global biosimilars leader

# A Unique, Fully Integrated Global Biosimilars Player



**Proven capabilities across the value chain**

# R&D: Cutting-Edge Science & Technology Capabilities

2   
R&D sites

 1,000+  
Patents granted

20   
Portfolio  
Products

8   
Approved  
Products

## Inspired by Patients. Driven by Science

- Commitment to innovation and value creation
- Proven track record of scientific success
- Innovative and proprietary technology platforms
- Robust track record of generating IP
- Experience working with key global regulators



*Note: Patent numbers reflect overall Biocon Group patents*

# Manufacturing: State-of-the-Art Global Scale Facilities

3 

Manufacturing sites  
(2 India, 1 Malaysia)

25+ 

cGMP approvals  
(incl. FDA & EMA)



Certified By:



Drug Substance, Drug Product and Device Capabilities



Proprietary *P. pastoris*, mammalian CHO and NSO cell-based platforms



Large-scale global operations and among the Top 15<sup>1</sup> companies globally in terms of biomanufacturing capacity



Stringent quality & compliance standards

FDA U.S. FOOD & DRUG  
ADMINISTRATION

EUROPEAN MEDICINE AGENCY  
EMA

Spesializirani Centri za  
Departamento de Saúde e Segurança  
Farmacéutica do Estado de São Paulo

tfmda 国家药品监督管理局  
中国食品药品检定研究院

Health  
Canada



식품의약품안전처  
Ministry of Food and Drug Safety

Agência Nacional de  
Vigilância Sanitária

mcc





















Cofepris



Agência Nacional de Saúde  
Santitas, Saúde e Segurança

1. 19th Annual Report of Biopharmaceutical Manufacturing Capacity, Bioplan Associates 2022

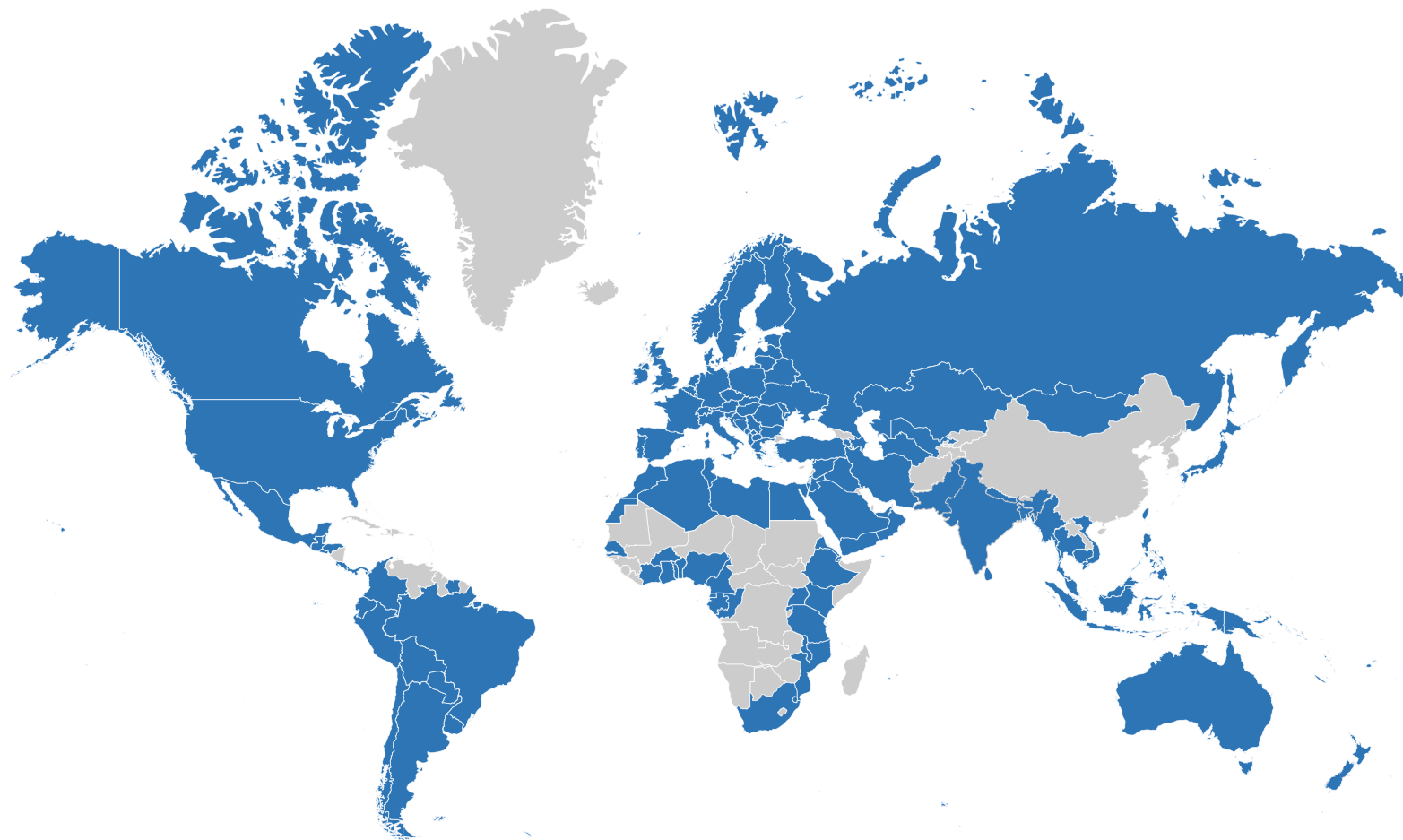
# Manufacturing: One of the highest capacities in the industry

Company	Total Capacity (KL)	Company	Total Capacity (KL)
1 	982	11 	441
2 	879	12 	436
3 	727	13 	389
4 	623	14 	368 <sup>#</sup>
5 	610	15 	328
6 	602	16 	323
7 	571	17 	281
8 	555	18 	275
9 	546	19 	272
10 	465	20 	255

Committed to supply reliability and quality compliance







Source: 19th Annual Report and Summary of Biopharmaceutical Manufacturing Capacity and Production, Bioplan Associates 2022 | #326KL actual capacity including CMO

# Commercial: Patient Reach in 100+ Countries



**Hybrid commercial model with a combination of direct presence, strategic partnerships & distributor tie-ups**

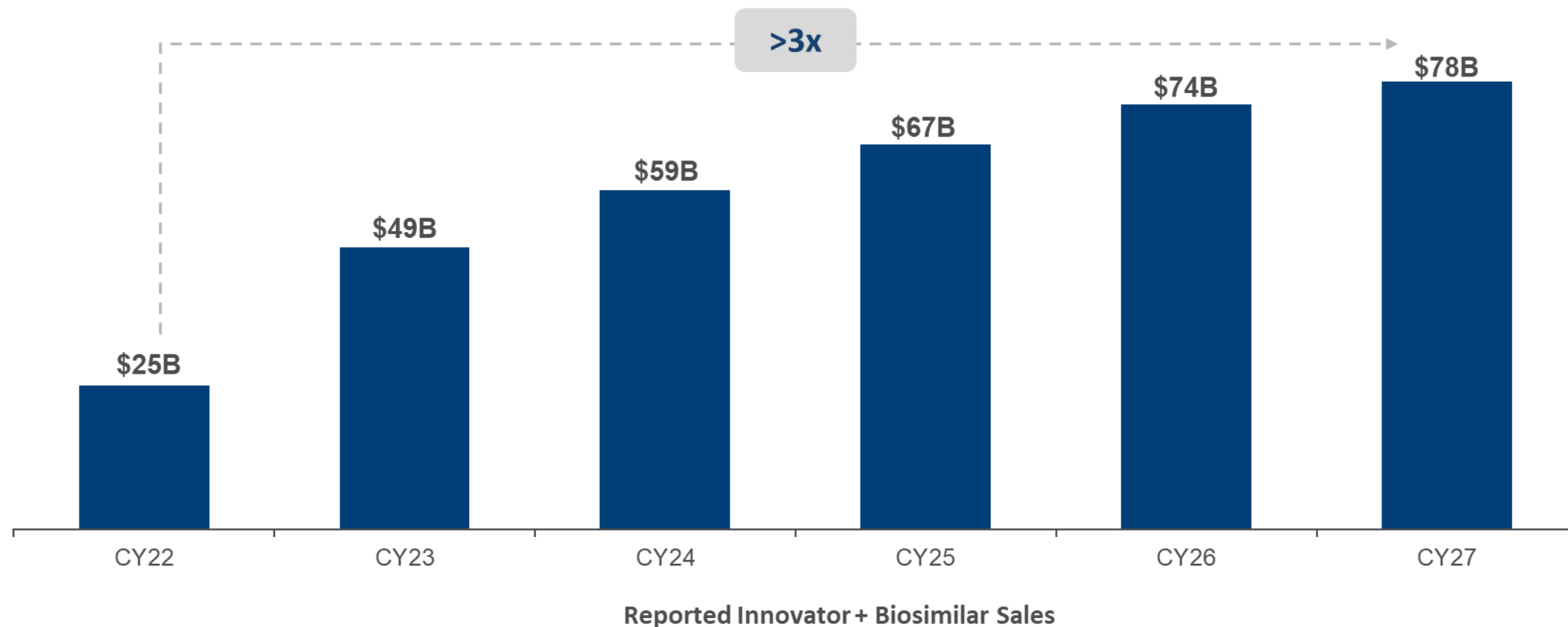
# Portfolio: 20 Biosimilars across Therapy Areas

Therapy Area	<b>Oncology</b> 	<b>Immunology</b> 	<b>Ophthalmology</b> 	<b>Bone Health</b> 	<b>Diabetes</b> 	<b>Others</b> 
Approved or Commercial	<ul style="list-style-type: none"> <li>• Pegfilgrastim</li> <li>• Trastuzumab</li> <li>• Bevacizumab</li> </ul>	<ul style="list-style-type: none"> <li>• Adalimumab<sup>3</sup></li> <li>• Etanercept<sup>3</sup></li> </ul>			<ul style="list-style-type: none"> <li>• RHI</li> <li>• Glargine U100</li> <li>• Aspart</li> </ul>	
Late Stage <sup>1</sup>	<ul style="list-style-type: none"> <li>• Denosumab</li> <li>• Pertuzumab</li> </ul>	<ul style="list-style-type: none"> <li>• Ustekinumab</li> </ul>	<ul style="list-style-type: none"> <li>• Aflibercept</li> </ul>	<ul style="list-style-type: none"> <li>• Denosumab</li> </ul>		
Early Stage <sup>2</sup>	2 undisclosed assets	3 undisclosed assets			<ul style="list-style-type: none"> <li>• Glargine U300</li> </ul>	2 undisclosed assets

**New product launches planned in global markets almost every year through 2030**

1. Clinical to BLA Review; 2. Pre-Clinical; 3. In-licensed assets

# Portfolio: Unlocks a \$75B+ Global Addressable Market in 5 years

















**Significant opportunity to make a meaningful difference to patient lives**

*Note: Global MAT Q3'CY22 Sales | US: company reported sales for originator & biosimilars or ASP\*IQVIA units used where reported sales are not available | Ex-US: company reported sales or IQVIA sales*



# Portfolio: One of the most Comprehensive in the Industry

										
	Trastuzumab	✓				✓	✓	✓	✓	✓
	Bevacizumab	✓	✓		✓	✓	✓	✓	✓	✓
	Pegfilgrastim	✓	✓		✓				✓	✓
	Filgrastim								✓	✓
	Rituximab				✓		✓	✓	✓	✓
	Adalimumab	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Etanercept	✓			✓	✓	✓			✓
	Infliximab					✓	✓	✓	✓	✓
	Ustekinumab	✓		✓		✓	✓	✓		
	Ranibizumab		✓			✓				
	Aflibercept	✓	✓	✓	✓	✓	✓	✓		✓
	Denosumab	✓		✓	✓	✓	✓			✓
	Insulin Glargine	✓								✓
	Insulin Aspart	✓								✓
	Insulin Lispro									✓

Sources: Public disclosures, BBL research; \*Fresenius includes mAbxience portfolio

# ESG: Going Beyond Financials to Have a Positive Impact

**Committed to Managing Performance and  
Improving Outcomes**



## **Driving 'Patient Equity'**

Improve access to  
high quality  
biotherapeutics



## **Creating 'People Equity'**

Build an empowering  
and inclusive  
workplace



## **Promoting 'Environment Equity'**

Adapting  
sustainable  
business practices



## **Ensuring 'Stakeholder Equity'**

Operate with integrity,  
transparency and  
accountability



## **Enabling 'Social Equity'**

For  
underserved  
communities

**Our ESG Strategy Pillars**

# ESG: Efforts Being Recognized Globally



Recognized among **World's Most Sustainable Companies** in **S&P Global 2023 Sustainability Yearbook**



Improved **ESG score to 52** in the 2022 **Sustainability Assessment** from 45 in the previous year



CDP scores at **'B'** for **Water Security** & **'C'** for **Climate Change**



Won **UNWEP India Award** and **Transparency & Reporting Asia-Pacific Winner**



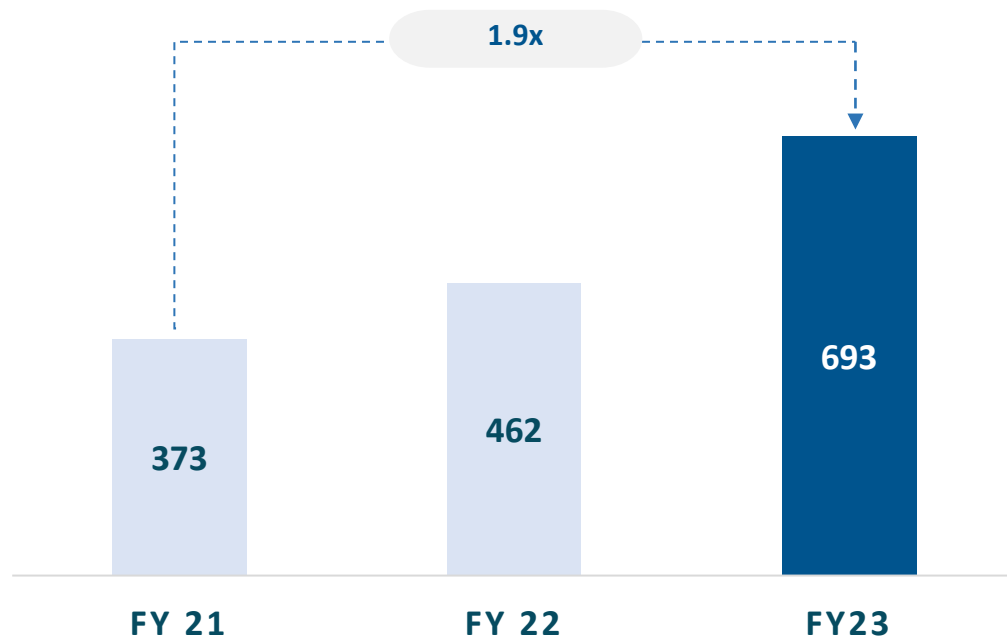
**United Nations**  
Global Compact

Joins **UNGC**, the **world's largest Corporate Sustainability** initiative and will incorporate 10 Principles of UNGC into business strategy and operations

# Financials: Strong Performance backed by Marquee Investors



## Key Financials (\$M)<sup>1</sup>



## Investments



**\$700M+**  
Fixed Assets



**\$400M+**  
R&D Investments



**\$500M+**  
Private Equity  
Investments



**Well poised to create significant value for shareholders**

1. At constant INR:USD exchange rate of 75 | 2. Derived based on \$1B value of CCPS issued to Viatris equating to at least 12.9% stake in BBL

# Experienced Global Leadership Team



**KIRAN MAZUMDAR  
SHAW**

Executive Chairperson,  
Biocon & Biocon Biologics



**SHREEHAS P TAMBE**

Chief Executive Officer &  
Managing Director



**CHINAPPA M.B.**

Chief Financial Officer



**MATTHEW ERICK**

Chief Commercial Officer -  
Advanced Markets



**SUSHEEL UMESH**

Chief Commercial Officer-  
Emerging Markets



**SANDEEP N. ATHALYE**

Chief Development Officer



**NAVEEN NARAYANAN**

Global Head of HR



**PAUL THOMAS**

Global Head - Portfolio and  
Program Management



**GANESH REDDY**

Global Head of Manufacturing



**KIRAN KUMAR  
GANDHIRAJAN**

Site Head, Malaysia



**MICHAEL CUTTER**

Global Head of Quality



**ANUJ GOEL**

Global Head of  
R&D - CMC



**SEEMA AHUJA**

Global Head - Corporate Brand &  
Head of Communications –  
Emerging Markets



**STEPHANIE WASCO**

Head of Communications –  
Advanced Markets



**STEPHEN FECHO**

Global Head of SCM



**AKHILESH NAND**

General Counsel –  
Emerging Markets



**STEPHEN MANZANO**

General Counsel -  
Advanced Markets



**MANDAR  
GHATNEKAR**

Global Head of IT and Digital  
Transformation

# Biocon Biologics At A Glance



Global reach in  
**100+**  
countries including U.S.,  
Europe and EMs



**Top 15**  
in global  
biomanufacturing  
capacity



**25+**  
cGMP approvals  
received from key regulatory  
agencies



Diverse talent  
pool of  
**5,500+**  
people



**965+**  
patents granted



Portfolio comprises  
**20** biosimilars  
and Vaccines



**8**  
Commercial  
Products in Global  
Markets



**>5M**  
Patients served

**Unique, fully integrated leading global biosimilars player**

# Building an organization for the next decade



- 1 Fully integrated global biosimilars company (lab to market)
- 2 Strong commercial presence in 100+ global markets
- 3 Comprehensive portfolio of 20 +biosimilars and vaccines
- 4 Global scale biologics manufacturing capacity
- 5 Experienced management team with strong execution capabilities
- 6 Strong business financials enabling long-term growth



**Thank You**

