



Driving innovation and equitable access to healthcare

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CEO & Managing Director

J.P. Morgan Healthcare Conference
January 16, 2025



Forward-looking statements have been and will be made in written documents, presentations and verbal representations (collective referred to as "Presentation") of Biocon Biologics Limited and its Affiliates (collectively referred to as "Biocon Biologics"). Such Presentations are based on management's beliefs, as well as assumptions made by management. Words such as "anticipates", "believes", "estimates", "expects", "intends", "plans", "projects", "objective", "projection", "forecast", "goal", "may" and similar expressions are used to identify these forward-looking statements. Examples of forward-looking statements include statements made about strategy, ramp-up and delivery schedules, introduction of new products, expected revenue, net income, operating cash flow growth, operating margin improvement, expected revenue growth, expected current remaining performance obligation growth, market projections, as well as statements regarding future performance and outlook. By their nature, forward-looking statements involve contingencies, risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements and presentations. Important factors that could cause actual results to differ materially from our expectations include (but is not limited to), 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. Biocon Biologics disclaims and undertakes no liability or obligation (A) in event the forward looking statements, Presentation and assumptions don't come to fruition or (B) to publicly update or revise any forward-looking statements, whether as a result of changes in actual results, changes in assumptions, other factors affecting such statements (C) for any third party actions are undertaken based on reliance on such Presentation.



Biocon Group - A leading global biopharmaceutical company



Improving patients' lives by delivering affordable healthcare products and differentiated services



47+
year legacy



Market cap of
USD5.2 B²



120+
Countries where
Biocon products
are available



100+
cGMP approvals



15 of Top 20
Pharma companies
served by service
portfolio¹



1,700+
Patents¹



6
Manufacturing
locations¹

Incubated 4 businesses



Biosimilars - Expanding access through innovative, inclusive healthcare solutions

58% of FY24 total revenue¹



Generics - Ensuring access through quality, affordability, reliability

19% of FY24 total revenue¹



Market cap of USD 4.1B³

Research Services - Partnering to deliver innovative scientific solutions

23% of FY24 total revenue¹



Market cap of USD 829M⁴

Novel Biologics - Pushing scientific boundaries to deliver impactful innovations

Pre-revenue

Creating strength through diversification and synergies

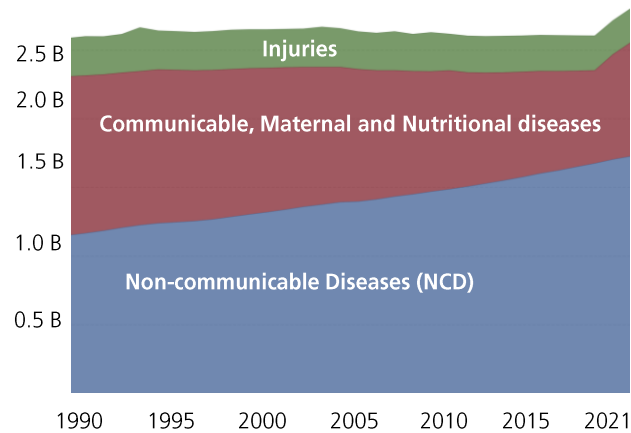
Notes:

1. For fiscal year ended 31st Mar 24
2. For Biocon, as of 08 Jan 2025, sourced from BSE converted an exchange rate of INR85.85/USD
3. For Syngene, as of 09 Jan 2025, sourced from BSE converted an exchange rate of INR85.85/USD
4. For Bicara, Market Cap as of 09 Jan 2025, from NASDAQ. Biocon Ltd has a 10% stake in Bicara Therapeutics

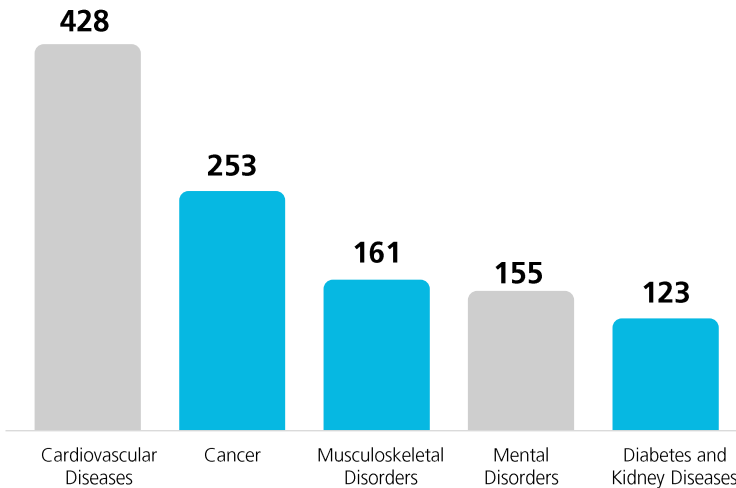
Current global disease burden

Significant increase in the global disease burden for non-communicable diseases

Total Disease Burden by Cause (Billion DALYs*)



Total Disease Burden by Cause (Billion DALYs*)



Oncology

Incidence expected to increase to 30M patients by 2040. 1.6 times from 2020

Diabetes

1 out of 8 adults expected to suffer from Diabetes by 2045

Immunology

"...autoimmune diseases cumulatively affect 5 to 10% of the industrial world population. Other studies have shown that the prevalence of autoimmune disease in developing countries is lower but on the rise..."

Global Autoimmune Institute
20 Feb 2024

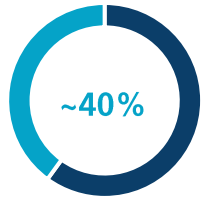
NCDs like Cancer, Diabetes and Musculoskeletal / Auto-immune diseases now represent >60% of the global disease burden

*Disability-Adjusted Life Years | Sources: 1. [Our World in Data](#) (2021); 2. Institute for Health Metrics and Evaluation, [Global Burden of Disease](#) (2021)



Overview of the global pharmaceutical market

Significant unmet needs and improved patient outcomes underscore the opportunity in biologics



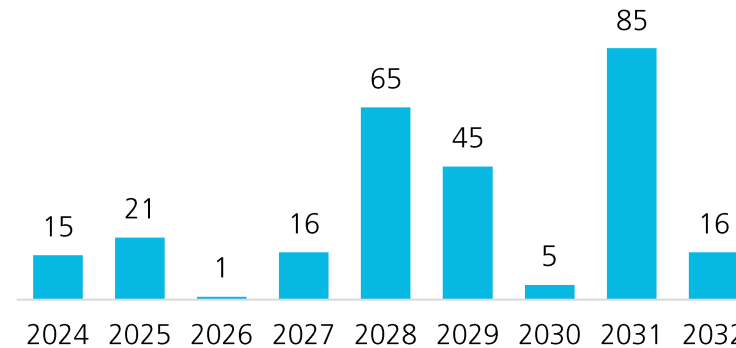
Expected share of biologics in all pharmaceutical spend (2026)



8 of the top 15 selling medications are biologics

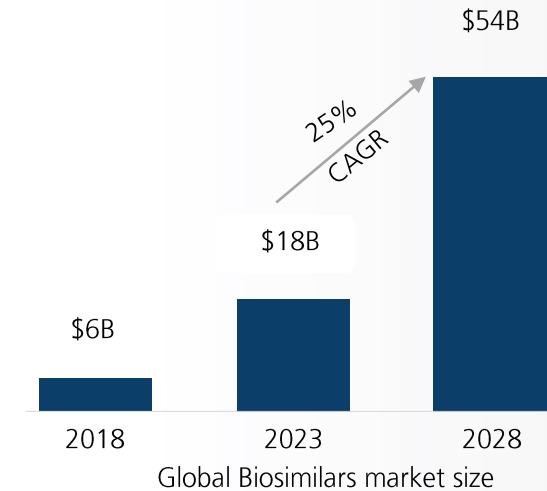
Biosimilars offer more **affordable** and **sustainable** alternatives to healthcare systems

45+ blockbuster biologics set to lose exclusivity between now and 2032 with a cumulative **USD270B+** opportunity



Biosimilar adoption in most major markets has increased to **~80%**

Global Biosimilars market is expected to grow **3x to about \$54B** in 2028



Biosimilars can significantly expand patient access to lifesaving therapies and drive substantial savings for healthcare systems

Sources: World Preview 2023: Pharma's Age of Uncertainty by Evaluate Ltd
Note: 1. Market size is based on worldwide prescription drug sales; % of biologics vs. small molecules is based on worldwide prescription drug & OTC pharmaceutical market by sales

What does it take to win?



A fully integrated model with 'lab to market' capabilities is a key differentiator and driver of success



US\$3B+ acquisition to build fully integrated global capabilities

Acquired Viatrix' global biosimilars business to add the commercial front-end to existing capabilities



Transformational acquisition completed in November 2022



One of the largest outbound pharma deals from India



Builds on a decade long strategic partnership



Successfully integrated the business in 1 year – one of the fastest in the industry



One of the Top 5 Global Biosimilars players



Biocon Biologics is now as a unique, fully integrated, leading global biosimilars enterprise with the capabilities to 'play' and 'win'



Robust portfolio of 20 products

Addressing a market opportunity of USD 160B+

	Approved	Late Stage	Early Stage
Oncology	<ul style="list-style-type: none"> ✓ Pegfilgrastim ✓ Trastuzumab ✓ Bevacizumab 	<ul style="list-style-type: none"> ✓ Denosumab ✓ Pertuzumab 	<ul style="list-style-type: none"> ✓ 1 undisclosed
Immunology	<ul style="list-style-type: none"> ✓ Adalimumab ✓ Etanercept ✓ Ustekinumab 		<ul style="list-style-type: none"> ✓ 3 undisclosed
Diabetes	<ul style="list-style-type: none"> ✓ Glargine U100 ✓ Aspart ✓ rh-Insulin 		<ul style="list-style-type: none"> ✓ Glargine U300 ✓ 1 undisclosed
Bone Health		<ul style="list-style-type: none"> ✓ Denosumab 	
Ophthalmology	<ul style="list-style-type: none"> ✓ Aflibercept 		
Others			<ul style="list-style-type: none"> ✓ 1 undisclosed

2 R&D sites

300+ Active patents

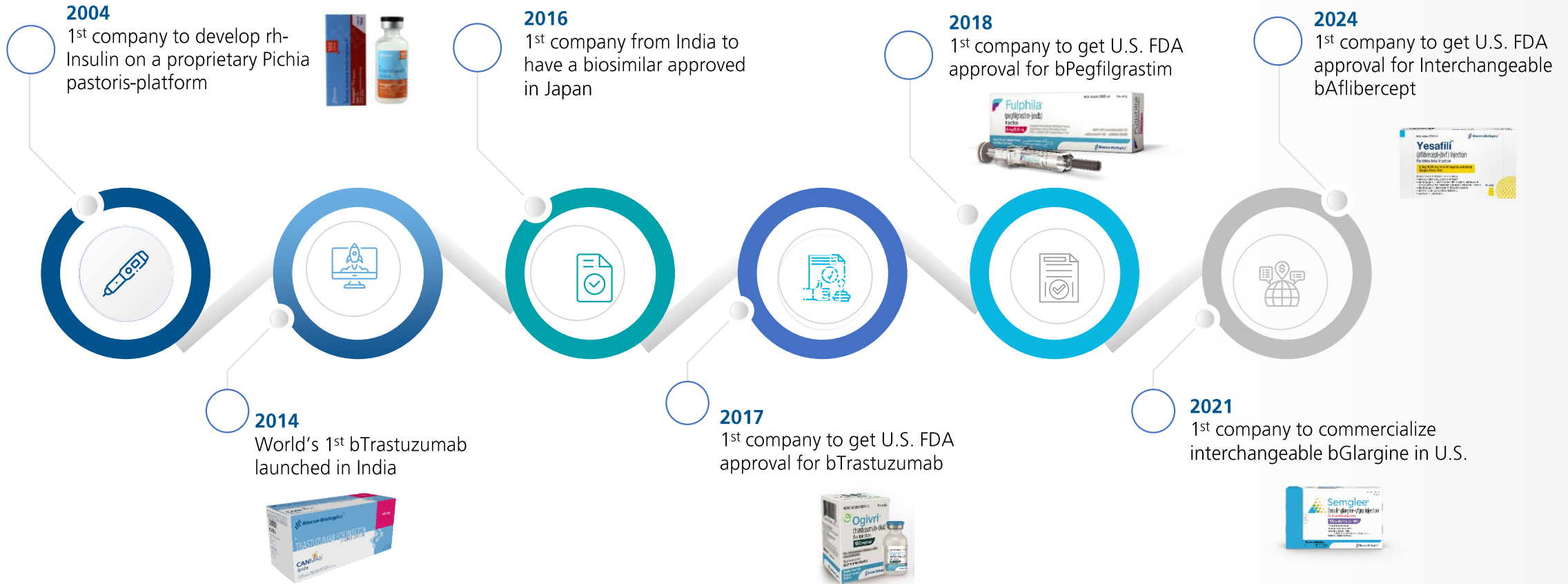
~500 Scientists

Strong focus on Oncology, Immunology and Diabetes in-line with the global disease burden

Late Stage: Phase III to regulatory submissions; Early Stage: Preclinical stage



R&D excellence with many 'firsts' on the global stage



Strong track record of R&D leadership has allowed Biocon Biologics to be 'first to market' in many of its biosimilars

State-of-the-art manufacturing facilities



3
Manufacturing sites
(2 India, 1 Malaysia)



85+
cGMP approvals from
25+ regulators



USD900M+
Invested

Comprehensive manufacturing capabilities



Drug substance

- Insulins
- Monoclonal antibodies
- Conjugated rProteins



Drug product

- Sterile injectables
 - Vials
 - Lyophilized vials
 - Cartridges
 - Pre-filled syringes



Devices

- Reusable pens¹
- Pre-filled pens

Manufacturing capacity at global scale



300+KL
Manufacturing
capacity for drug
substance



100M+ units
Manufacturing
capacity for
drug products






















Asia's largest
Integrated insulins
facility

Certified by global regulatory authorities with a full suite of capabilities



One of the largest manufacturing capacities globally

	Company	Total capacity (KL)
1	 Roche Genentech	982
2	 SANOFI	879
3	 gsk	727
4	 SAMSUNG BIOLOGICS	623
5	 Pfizer	610
6	 AMGEN	602
7	 Lilly	571
8	 novo nordisk	555
9	 FUJIFILM Value from Innovation	546
10	 Lonza	465

	Company	Total capacity (KL)
11	 Boehringer Ingelheim	441
12	 NOVARTIS SANDOZ A Novartis Division	436
13	 CELLTRION	389
14	 Biocon Biologics	368
15	 MERCK	328
16	 Bristol Myers Squibb <i>(Includes Celgene & Juno)</i>	323
17	 AstraZeneca MedImmune	281
19	 Johnson & Johnson	272
18	 Biogen	275
20	 REGENERON	255

Biocon was an early investor in manufacturing capacity and is the only biosimilars player with global scale



Our strong global commercial presence

Strong commercial presence and established network of robust partnerships...

Advanced Markets



21

self-led markets



16

partnered markets



300+

employees

Emerging Markets



8

self-led markets



75+

partnered markets



80+2

employees

Select Partners



...leading to significant market shares across the globe

Advanced Markets



Fulphila
(bPegfilgrastim)

23 %



Abevmy
(bBevacizumab)

29 %



Ogivri
(bTrastuzumab)

23 %



Hulio
(bAdalimumab)

18 %



Semglee
(bGlargine)

18 %

Emerging Markets



Rh-Insulin

95 %



bBevacizumab

90 %



bTrastuzumab

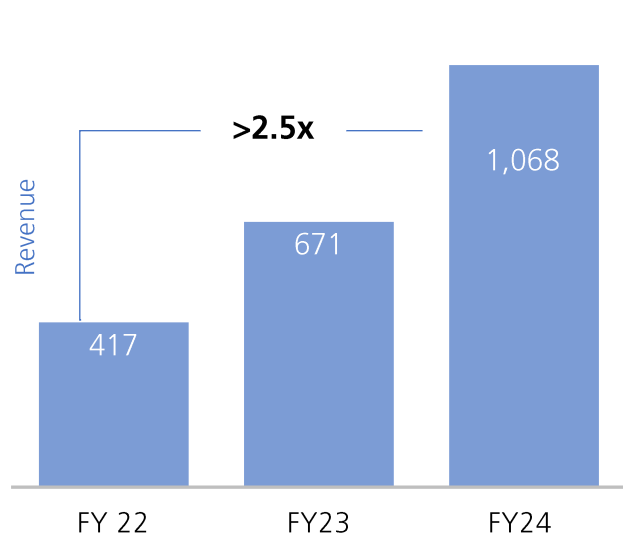
44 %

Significant market shares across geographies is a reflection of Biocon's strong commercial engine



Strong financial performance backed by marquee investors

Key Financials (US\$M)



R&D (US\$M)	40	108	110
EBITDA%	29%	24%	25%

Investments

- \$900M+** Manufacturing Facilities
- \$1B+** R&D Investments
- \$500M+** Private Equity Investments



Debt Capital

- \$800M+** USD Bond Issuance on SGX
- >3x** Oversubscribed
- 1st** Biopharma Listing in Asia

Significant investments till date, balanced capital structure and well positioned to create stakeholder value



Experienced global leadership team and board of directors



Diverse team with in-depth industry expertise

Members of Board



Kiran Mazumdar-Shaw
Executive Chairperson



Shreehas Tambe
Chief Executive Officer
and Managing Director



Arun Chandavarkar

Non-Executive, Non-Independent Director



Bobby Parikh

Independent Director



Dan Bradbury

Independent Director



Peter Piot

Independent Director



Nicholas Haggart

Independent Director



Thomas Roberts

Non-Executive Non-Independent Director



Nivruti Rai

Independent Director



Rajiv Malik

Non-Executive, Non-Independent Director,
Nominee Director of Viatrix



Shreehas Tambe
Chief Executive Officer
and Managing Director



Kedar Upadhye

Chief Financial Officer



Matthew Erick

Chief Commercial Officer
– Advanced Markets



Susheel Umesh

Chief Commercial Officer
– Emerging Markets



Rhonda Duffy

Chief Operating Officer



Anuj Goel

Chief Development Officer



Naveen Narayanan

Global Head of HR

Robust governance and a highly engaged board of directors



2025: Accelerating growth and expanding patient reach



5 new launches on the horizon

- 5 in the U.S.
- 3 globally

Yesintek™
Denosumab
(PROLIA/XGEVA, Amgen)

Jobevne™
(bevacizumab-nwgd)
Injection 400mg | 100mg

Kirsty™
(insulin aspart-xjhz) injection

Yesafili™
afibercept



Strengthening footprint in Europe-5 markets

- UK, Spain, Italy, France and Germany



Re-affirming long-term commitment to Diabetes

- Only global biosimilar insulin player
- Doubling manufacturing capacity
- Partnering with governments e.g. Mexico, Malaysia



Increasing depth and breadth in Emerging Markets

- Key markets such as Saudi Arabia, Brazil, Mexico, UAE, Malaysia, Thailand and Philippines

Several catalysts in place to fuel growth momentum and unlock value for all stakeholders – *Patients, Customers, and Partners*





Thank You

