



Global Commercial Presence

A leading global player in the biosimilars market, with a commercial presence in over 120 countries, Biocon Biologics is redefining access to essential medicines across the world. We have 20 biosimilars in our portfolio that can potentially address a USD 78 billion global market opportunity by FY28. Out of these, nine have been commercialized in markets worldwide, and are making a difference to the lives of 5.8+ million patients every year.

With a unique portfolio of monoclonal antibodies (mAbs), insulins and conjugated recombinant proteins for diabetes, cancer, autoimmune diseases, eye conditions and bone health, we are deeply committed to the long-term sustainability of global biosimilars access.



**Expanding Footprint,
Transforming Lives.**



**Delivering healthcare
solutions across the world**



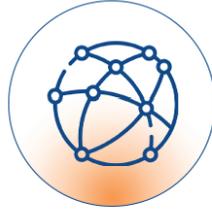
**Expanding reach of our
products to patients**

● **Global Footprint
Across 120+ Countries**

Our commercial strategy is built on the 4A Model — Accessibility, Affordability, Availability, and Assurance — ensuring that patients worldwide benefit from reliable access to high-quality biosimilars through a mix of self-led and partner-led commercial models tailored to local healthcare ecosystems. Our robust commercial network, coupled with R&D expertise and manufacturing capabilities, has made us a frontrunner in the biosimilars industry.



Fully Integrated Global
Biosimilars Company
(Lab to Market)



Strong Commercial
Presence in
Global Markets



Comprehensive portfolio
of Biosimilars
(mAbs & Insulins)



Global-Scale
Biologics
Manufacturing
Capability



Experienced
Management Team
Empowering Everyone
to Succeed



Strong Business
Financials
Enabling Long-Term
Growth

Fully Integrated Lab-to-Market Global Enterprise

We are a fully integrated lab-to-market global enterprise with end-to-end capabilities across the biosimilars value chain. This allows us to directly manage business strategy, strengthen customer engagement, and respond swiftly to the evolving needs of healthcare systems worldwide, taking us closer to our most important stakeholder — our patients. Strategic partnerships, localized commercial models, and a deep understanding of regional healthcare needs have strengthened our ability to deliver impactful and sustainable solutions across Advanced and Emerging Markets.

Strengthening Access and Impact Across Advanced Markets

Advanced Markets form the foundation of Biocon Biologics' global growth strategy, contributing over 75% of our total revenues. In these highly regulated and competitive geographies, we are expanding access to high-quality, affordable biosimilars that improve health outcomes for patients managing

chronic conditions such as diabetes, cancer, and autoimmune diseases.

We have built a strong commercial presence across the U.S., Canada, and the Big 5 European countries — Germany, France, the UK, Spain, and Italy — with a robust portfolio spanning key therapy areas. Our self-led model in 21 markets, complemented by strategic partnerships in 16 others, has enabled us to achieve double-digit market shares in several countries. Through consistent performance and a patient-centric approach, we have built strong brand equity among healthcare professionals, partners, and patients — positioning us for sustained growth and expanded access globally.

Expanding Equitable Access Across Emerging Markets

Emerging Markets are at the heart of Biocon Biologics' mission to enable affordable access to lifesaving and life-improving therapies. Home to nearly 70% of the patients we serve, these regions benefit from our broad portfolio of nine commercialized biosimilars addressing critical needs in diabetes, oncology, and autoimmune diseases. We operate across Asia-Pacific (APAC), Latin America (LATAM), Africa, the Middle East, Turkey (AFMET), and the Commonwealth of Independent States (CIS) through self-led, partner-driven, and hybrid commercial models tailored to local market dynamics.

Our dedicated teams in key countries such as Malaysia, the Philippines, Thailand, Brazil, Saudi Arabia, Morocco, South Africa, and the UAE allow us to engage directly with healthcare systems and patients, while strategic partnerships in other markets ensure wide and sustainable reach. We have achieved dominant market shares in several countries for our insulins and oncology therapies, reinforcing our commitment to health equity. With a focused strategy for Low- and Middle-Income Countries (LMICs), we continue to break barriers to access and bring high-quality biosimilars within the reach of millions.

Strong Commercial Presence and Established Network of Robust Partnerships.



Source: Company Information as of 31 March 2025
Note: 1. Number of employees supporting sales in Emerging Markets

Investing in the Future

We are actively building an industry-leading biosimilars pipeline through sustained investments in R&D. Over the past two decades, we have invested over USD 1 billion to create state-of-the-art R&D and manufacturing facilities in India and Malaysia. These world-class assets, backed by global regulatory approvals, position us to meet rising global demand with both speed and scale.

With more than 55 biologics expected to lose exclusivity by 2032 — representing over USD 270 billion in peak sales — the opportunity for biosimilars is immense. Our vertically integrated model, strong execution capabilities, and expansive portfolio uniquely position us to capitalize on this growth opportunity and shape the future of global healthcare.

Website: www.bioconbiologics.com

Follow us at:

Last Updated: July 2025