Biocon Limited
20th KM, Hosur Road
Electronic City
Bangalore 560 100, India
T 91 80 2808 2808
F 91 80 2852 3423

CIN : L24234KA1978PLC003417

www.biocon.com

January 20, 2022

To The Secretary **BSE Limited** Department of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	To The Secretary **National Stock Exchange of India Limited** Corporate Communication Department Exchange Plaza, Bandra Kurla Complex Mumbai – 400 050
Scrip Code - 532523	**Scrip Symbol- BIOCON**

Dear Sir/Madam,

Subject: Investor Presentation – Q3 FY22.

With reference to the captioned subject, please find enclosed the Investor Presentation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations").

The above information will also be available on the website of the Company at https://www.biocon.com.

Kindly take the above said information on record.

Thanking You,

Yours faithfully,

For **Biocon Limited**

MAYANK VERMA
Digitally signed by MAYANK VERMA
Date: 2022.01.20 22:33:25 +05'30'

Mayank Verma
Company Secretary and Compliance Officer

Enclosed: Investor Presentation

Q3FY22
Investor Presentation

January 2022

Safe Harbor Statement

Certain statements in this release concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements. Important factors that could cause actual results to differ materially from our expectations include, 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. Neither the company, nor its directors and any of the affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after this date or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.

Biocon is a global biopharmaceutical company that is leveraging its affordable innovation model to reduce disparities in access to safe, high-quality medicines, as well as, address the gaps in scientific research to find innovative solutions to impact a billion lives.

The Biocon Manifesto

As a committed stakeholder of the global health agenda under the UN Sustainable Development Goals (SDGs), Biocon has drawn up a manifesto to deliver on its commitment to universal healthcare.

accessibility

- Use our science, scale and expertise to enhance access to essential drugs for patients on the lowest rung of the economic ladder
- Uncover new medical insights aimed at expanding the scope of therapy to address unmet needs

affordability

- Focus on the kind of innovation that adds the condition of affordability to accessibility
- Bring competition for expensive innovator medicines through our generics and biosimilars

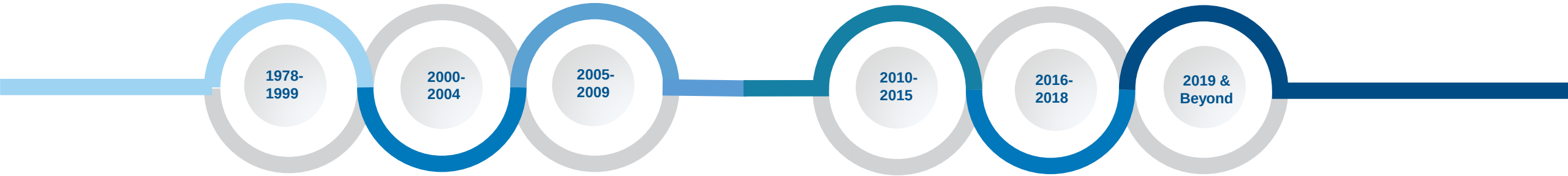
availability

- Build strategic global and regional partnerships to make high-quality biopharmaceuticals available to the maximum number of people
- Create a robust portfolio of ‘blockbuster’ drugs with the potential to benefit a billion patients

assurance

- Demonstrate the highest levels of ethics, compliance and governance
- Assure continuous supply of high-quality products conforming to international regulatory standards

The Biocon Journey: A Continuous Evolution



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

Investments in complex Generic Formulations

Unwavering focus through the years on innovation & difficult to make, niche products to create tangible differentiators for sustainable growth

Biocon Today: Strategically poised for a strong global play

Rs 7,360 Cr
Revenue*

12000+
Total Employees*

1,200+
Patents

25+
cGMP approvals from International regulatory agencies

120+
Countries where our products are available

Ranked 5
Among Top 10 Global Biotech Employers by Science magazine

*FY21

Sustainability at Biocon

- Featured for the 1st time in **'Dow Jones Sustainability Emerging Markets Index' for 2021**
- Among **Top 15 from India** to be featured

Received a **'B' score** in **Climate Change & Water Security** in **CDP Score Report 2021**

Philosophy of Unconditional Equity through…

PATIENT EQUITY

- **3.1M patients** reached through biosimilars for diabetes & cancer in FY21
- **~2B** statin pills delivered in the U.S. in FY21

PEOPLE EQUITY

- **Top 5** among global pharma & biotech employer since 2012
- Recognized by **UN Women** for efforts to promote diversity

SOCIAL EQUITY

- **~₹97M** CSR Spend in FY21
- Focus on Primary healthcare, Environmental stability, Rural development & COVID relief

ENVIRONMENTAL EQUITY

- **53%** electricity came from green power in FY21
- **100%** waste water recycled & reused

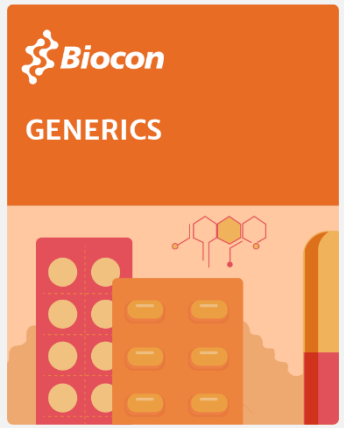
STAKEHOLDER EQUITY

- Independent Boards; Professional Management
- **Board Committees, policies** for global governance

Business Segments

Growth Verticals: Aligned With Shifting Paradigms

From pipeline to production, from drug discovery to drug delivery, we bring differentiated, high-quality and affordable healthcare products & services globally.



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

Generics: Investing in capacities & capabilities for future growth

Differentiated API business

- **5 state-of-the-art facilities** across Bangalore, Hyderabad and Visakhapatnam, India
- Among the **world's largest manufacturers of immunosuppressant & statin APIs**
- Expertise in **fermentation technology, large scale chromatography and synthetic chemistry**
- **Consistent track record of quality compliance** and manufacturing of **high quality products with reliability and efficiency**
- **1,000+ customers** in **100+ countries** incl. the U.S, Europe and large emerging markets, with a **track-record of excellence for over 20 years**

Growing Formulations Footprint

- **Oral solids (**potent & non-potent), **parenteral & device dependent products**
- **Focus therapeutic segments** – Metabolics, Oncology, Immunology & Auto-immune indications
- **8 Generic Formulations commercialized** in the US
- Entered into partnerships to enhance presence in **China, Singapore, Thailand, Brazil and Middle East.**

Investments for future growth

- **Expanding our R&D capabilities** for fermentation-derived, chemical synthesis-based molecules, peptides and potent APIs
- Focus on **developing niche, difficult-to-make, complex molecules** with relatively higher entry barriers by also leveraging our **deep expertise in Fermentation based APIs**
- **Investing ₹ 6 B in greenfield, fermentation-based manufacturing facility** in Visakhapatnam, India
- Focus on further **strengthening quality** and related functions **and improving efficiency through digitization and other strategic initiatives**

1000+
Customers

280+
Patents Obtained

50%
Global MS in orlistat API & world's leaders in immunosuppressants

800+
Metric ton cumulative weight of APIs supplied annually

Generics: Q3 FY22

KEY HIGHLIGHTS

- Revenue growth due to launch of Everolimus in the US & uptake in API business
- Continued pricing pressure, higher RM/solvent & logistics cost
- Partnered with Tabuk pharmaceuticals to commercialize speciality products in the Middle East
- Three dossier approvals received : Mycophenolic Acid Delayed-Release Tablets USP in the US; Everolimus Tablets & Fingolimod Capsules in EU
- On track to commission greenfield Immunosuppressant API facility in Visakhapatnam in FY22

	Q3 FY22	Q3 FY21
Revenue	₹607Cr	₹567Cr
	7% YoY increase	
Profit Before Tax (PBT)	₹67Cr	₹53Cr
	11% of revenue	*9% of revenue*

Biosimilars: Fully integrated global player in an attractive market

- Commercialized several biosimilars in developed and emerging markets
- Robust pipeline across multiple therapeutic areas
- Launched the first 'interchangeable' biosimilar approved by US FDA (bGlargine)
- Expertise in large scale biologics manufacturing across diverse technology platforms
- Serve patients globally through commercial partners and direct sales force in India[6]
- Forged strong local and global partnerships e.g., Viatris, Libbs and Sandoz

Therapeutic Areas	Molecule	Product Status: US	Dev. Markets: ex-US	MoW[5]
Oncology	Pegfilgrastim[1]		Europe, CANZ	
	Trastuzumab[1]		Europe, CANZ	
	Bevacizumab[1]		Europe, AU	
	Pertuzumab[1]			
Immunology	Adalimumab[1,2]		Europe, CA, Japan	
	Etanercept[1,2]		Europe	
Diabetes	Glargine 100U[1,3]		Europe, ANZ, Japan	
	Glargine 300U[1]		Europe	
	Aspart[1]		Europe, CA	
	RHI[4]			
Undisclosed	7 Assets			

Early Dev./ Preclinical | Clinical | Filed | Approved

8 Approved Products[7]

2 Research & Development sites

3 Manufacturing sites (2 Bengaluru, 1 Malaysia)

25+ cGMP approvals (incl. FDA & EMA)

1 In partnership with Viatris; 2 Partner Viatris has in-licensed product (Biocon benefits from economic interest); 3 Japan is outside of Viatris partnership; 4 RHI non-partnered asset completed Ph 1 and considering potential Ph 3 waiver to be confirmed with US FDA advice, shown as Planned submission; 5 MoW represents Most of the World markets. Chart represents the status of the country where the product is in most advanced stage. Every country has a different status; 6 Branded Formulations India (BFI) is the commercial platform in India; 7 Includes Adalimumab and Etanercept which have been in-licensed by Viatris and Biocon Biologics has economic interest.

Entering adjacencies in communicable disease: infectious disease antibodies and vaccines

Key Commercial Products

Recent Collaborations

adagio

SII
SERUM INSTITUTE OF INDIA

50,000+ lives impacted

Continued portfolio expansion

Key terms of alliance with SILS

1. Access to 100m doses of vaccines annually for 15 years
2. Commercialization rights of the SILS portfolio for global markets
3. Committed revenue stream and related margins from H2 FY23

~15% stake in BBL at a post-money valuation of ~$4.9bn

Alliance to commercialize SILS COVID portfolio and other next generation vaccines

Biosimilars: Q3 FY22

KEY HIGHLIGHTS

- Strong performance of bGlargine in US evidenced by several commercial arrangements (e.g., ESI & Prime formulary listing)
- Robust growth in Biocon Biologics led commercial franchise in emerging markets
- Wave 2 pipeline programs to enter clinic in Q4 FY22
- Initiated investments for the expansion of insulin manufacturing facility in Malaysia

	Q3 FY22	Q3 FY21
Revenue	₹981Cr	₹769Cr
	28% YoY increase	
Core EBITDA*	₹363Cr	₹285Cr
	38% margin	*38% margin*
PBT^	₹201Cr	₹111Cr
	20% of revenue	*14% of revenue*

*Core EBITDA defined as EBITDA before R&D, forex, licensing and mark-to-market loss on Adagio investment

^Does not include mark-to-market loss on Adagio investment of ₹77 Cr

Novel Molecules: Pushing scientific boundaries to deliver impactful innovations

Disease Area	Asset	Current Progress
 Diabetes	**Insulin Tregopil**- a first-in-class oral, prandial Insulin	• Phase I multiple ascending dose studies in Type 1 DM patients ongoing in Germany; in partnership with US-based Juvenile Diabetes Research Foundation (JDRF), a leading non-profit organization • **Phase I component** of this trial **expected to be completed in FY22**
 Inflammation	**Itolizumab**- A novel humanized CD6 antibody	• US based partner, **Equillium to initiate a Pivotal Study in early 2022** for use in First-Line treatment of Acute Graft-Versus-Host Disease (aGVHD). • Equillium conducting a **Proof of Concept study** for **SLE / LN*** • **European Commission granted an 'Orphan Medical Product'** designation in the treatment of Graft Versus Host disease in Jul '21 • Repurposed for prevention & treatment of COVID-19 complications in India in 2020; **granted 'Restricted Emergency Use' approval in Sep '20** for treatment of Cytokine Release Syndrome in 'Moderate to Severe' Acute Respiratory Distress Syndrome patients
 Immuno-oncology	**BCA101**- (formerly FmAb2, a first-in-class EGFR / TGFβ-trap bifunctional antibody) - part of **Bicara Therapeutics**, a clinical-stage biotechnology company based in US**	• **Entered a Phase I/II study** at leading US and Canadian cancer centers in Jul '20 • **Under evaluation, both as a single agent and in combination with the checkpoint inhibitor**, Pembrolizumab, in patients with advanced EGFR-driven solid tumors, who no longer respond to the standard of care • **Completed enrollment** for **dose finding** part of **Phase I** trial, both in monotherapy & in combination with a PD1 inhibitor; **3 expansion cohorts to open at start of 2022**

*Systemic Lupus Erythematosus/Lupus Nephritis

In Q4FY21, Biocon ceded control over the Board of Directors and Operations of Bicara Therapeutics Inc. to enable it to operate independently under a US based leadership team and raise funds to advance its development programs. As a result of this change, Bicara was classified as an Associate from a Subsidiary under IND-AS.

Novels: Q3 FY22

KEY HIGHLIGHTS

- On track to initiate a pivotal study on Itolizumab in first-line acute GVHD* in early 2022
- Part B of Phase 1b EQUALISE study for SLE / LN** expanded to clinical centers in India
- Bicara# completed enrolment in dose finding part of Phase 1 trial for its lead program, BCA101; on track to open three expansion cohorts at the start of 2022

*Graft-Versus-Host Disease **Systemic Lupus Erythematosus/ Lupus Nephritis

#In Q4FY21, Biocon ceded control over the Board of Directors and Operations of Bicara Therapeutics Inc. to enable it to operate independently under a US based leadership team and raise funds to advance its development programs. As a result of this change, Bicara was classified as an Associate from a Subsidiary under IND-AS.

Research Services (Syngene)

- Offering integrated research, development & manufacturing services for small & large molecules, antibody-drug conjugates & oligonucleotides backed by best-in-class bioinformatic services
- World-class R&D and manufacturing infrastructure spread over 2 million square feet
- Audited successfully by US FDA, EMA, AAALAC and major life sciences partners
- Talented scientific & techno-commercial teams, led by experienced management, moving beyond cost arbitrage to innovation; 4700+ talented team of scientists, incl. ~490 PhDs
- 400+ active marquee clients across multiple sectors
- Strong track record of top-line growth with best-in-class EBITDA margins and Net Profit margin
- Listed in India on BSE and NSE in 2015

Research Services: Q3 FY22

KEY HIGHLIGHTS

- Discovery & Dedicated Centers were growth drivers in Q3
- Development & Manufacturing Services delivered sustained performances in Q3
- Extension and expansion of collaboration with Amgen until 2026; to add a dedicated laboratory
- Updated full year guidance for revenue growth to high teens from mid-teens

	Q3 FY22	Q3 FY21
Revenue	₹641Cr	₹585Cr
	10% YoY increase	
PBT	₹128Cr	₹117Cr
	20% of revenue	*20% of revenue*

Financial Highlights

Annual Financial Highlights

		FY21	FY20	
Revenue	*+13%*	**₹7,360Cr**	**₹6,462Cr**	**Biosimilars +21% | Research Services +9% | Generics +6%**
Core EBITDA[1]	*+15%*	**₹2,430Cr**	**₹2,108Cr**	**Forex loss** of **₹9Cr** in FY21 vs **₹65Cr** of **Forex gain** in FY20
% margin		*33%*	*33%*	
EBITDA	*+8%*	**₹1,907Cr**	**₹1,765Cr**	**Gross R&D spends** at **₹627Cr** in FY21 (**13%** of ex-Syngene revenues) **R&D spends in P&L ₹533Cr** for FY21
% margin		*26%*	*27%*	
Profit Before Tax[2]	*(11)%*	**₹1,077Cr**	**₹1,215Cr**	Excluding Bicara Fair Valuation gain of 160 Cr: Core EBITDA **32%, dn 1%** EBITDA **₹1,747Cr** at **24%** **Net profit** at **₹594Cr**
% margin		*15%*	*19%*	
Net Profit #	*(4)%*	**₹754Cr**	**₹789Cr**	
% margin		*5%*	*9%*	

1 Core EBITDA defined as EBITDA before R&D, forex and licensing income; 2 from continued operations

Financial Highlights: Q3 FY22

		Q3 FY22	Q3 FY21	
Revenue	*+18%*	**₹2,223Cr**	**₹1,885Cr**	**Biosimilars +28% | Research Services +10% | Generics 7%**
Core EBITDA*	*+23%*	**₹715Cr**	**₹581Cr**	**Mark-to-market loss on Adagio investment** of **₹77Cr** **Forex Gain** of **₹19Cr** vs **₹6Cr** in Q3 FY21
% margin		*33%*	*31%*	
EBITDA	*+25%*	**₹537Cr**	**₹428Cr**	**Gross R&D spend** at **₹178Cr** **R&D spend** in **P&L ₹138Cr**
% margin		*24%*	*23%*	
Profit Before Tax	*+14%*	**₹269Cr**	**₹236Cr**	**PBT** adjusted for **mark-to-market loss on Adagio investment** of **₹346Cr**
% margin		*12%*	*12%*	
Net Profit	*+11%*	**₹187Cr**	**₹169Cr**	
% margin		*8%*	*9%*	

*Core EBITDA defined as EBITDA before R&D, forex, mark-to-market loss on Adagio investment and licensing income

Thank You

INVESTOR RELATIONS CONTACT:

Aishwarya Sitharam, Biocon Limited

Tel: +91 93236 48143 **Email**: aishwarya.sitharam@biocon.com

Nikunj Mall, Biocon Biologics Limited

Tel : +91 998 777 4078 **Email**: nikunj.mall@biocon.com