



Biocon Limited
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CIN : L24234KA1978PLC003417

www.biocon.com

September 18, 2020

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

Sub: Investor Presentation on “Biocon Biologics Transforming Healthcare. Transforming Lives.”.
Ref: Regulation 30 of the SEBI Listing Obligations and Disclosure Requirements (LODR) Regulations, 2015.

With reference to the captioned subject, please find enclosed Investor Presentation, presented at the Investor Meeting held on September 16, 2020.

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

Kindly take the above said information on record.

Thanking You,

Yours faithfully,

For **Biocon Limited**

meinel



Mayank Verma
Company Secretary and Compliance Officer

Encl: Investor Presentation

Biocon Biologics

Transforming Healthcare. Transforming Lives.

Investor Presentation

September 2020






Safe Harbour

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, 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 biotechnology and pharmaceuticals industries, changes in political conditions and changes in the foreign exchange control regulations. 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



Healthcare is a 'Human Right'

~2B people, a third of the world's population across developed and LMIC countries, lack access to essential medicines

	Estimated Breast Cancer treatment cost	Time equivalent based on avg. annual wages*
	\$18.5k	~10 years
	\$33.9k	~10 years
	\$71.7k	~1.7 years

Affordable Innovative Therapies

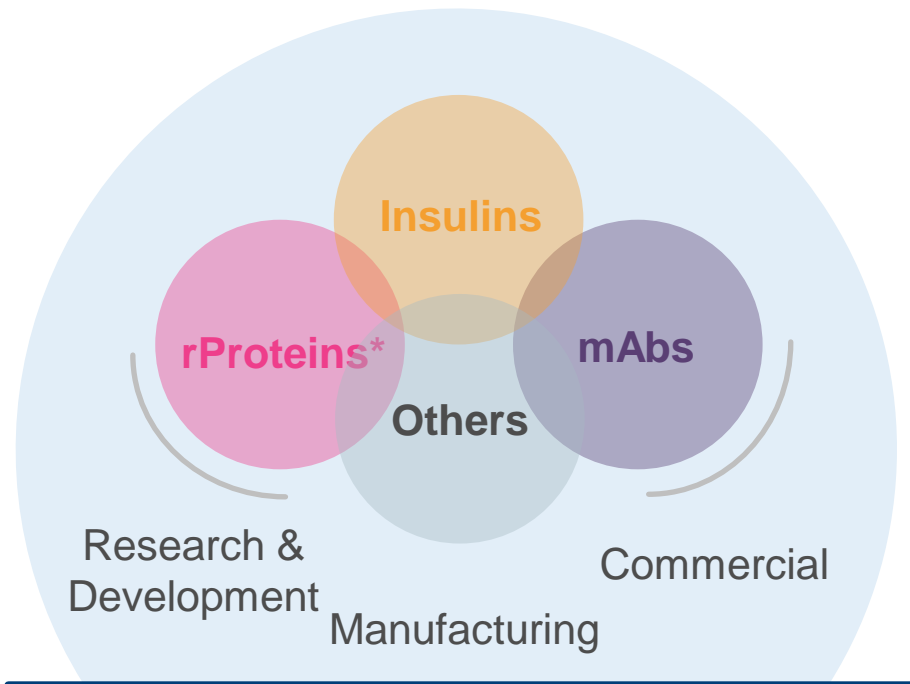
Expected to be worsened post COVID-19 pandemic

*Not disposable income
Source: WHO Technical Report on Pricing of cancer medicines and its impacts (2019)



Platform built on 40+ years of strong heritage

Building an ecosystem where people are willing and able to continuously innovate

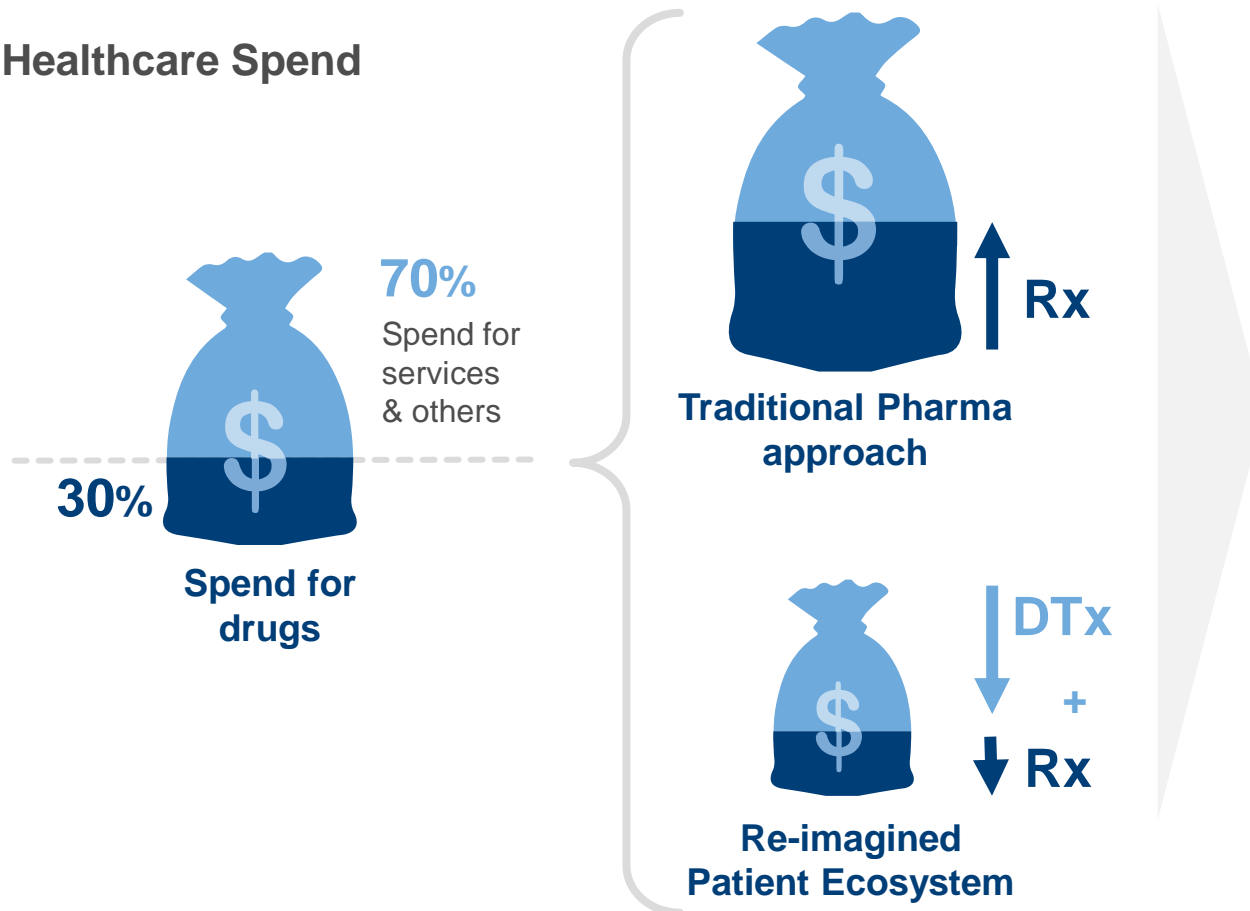


- 'Pure Play' Biosimilars Company
- Fully integrated – lab to market
- Global Footprint
- Disruptive collaborations

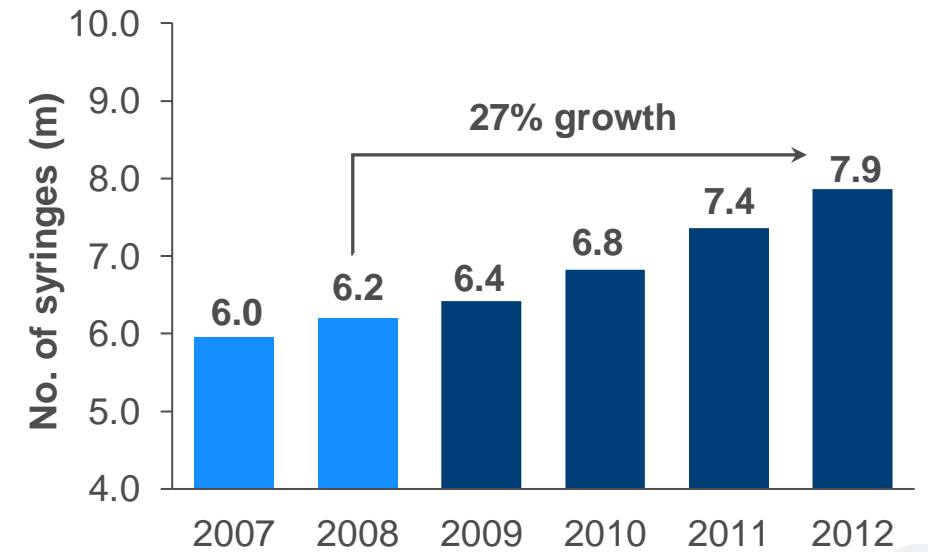
Ambition to transform global healthcare

Impact 5 million patient lives in FY22 by enabling access to more affordable healthcare solutions

Healthcare Spend



Total G-CSF market volume (Europe)*

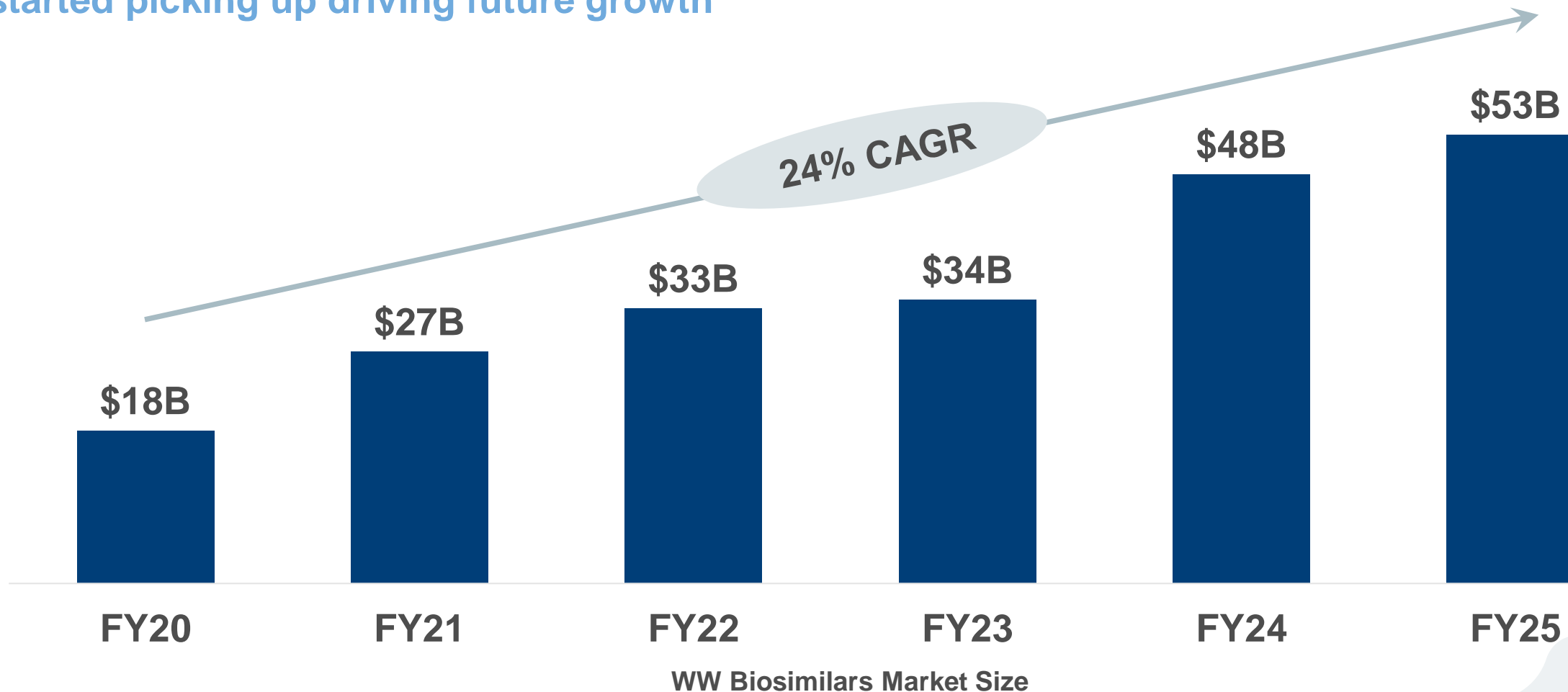


Biosimilar introduced in Sep'08

*Includes filgrastim, pegfilgrastim and lenograstim

Targeting a financially attractive global market

EU has already witnessed strong adoption of biosimilars while the US market has recently started picking up driving future growth



Source: Management estimates based on originator company reported 2019 sales.

Developing 'High Precision' biosimilars at all scale

Very well positioned with FDA approval of Insulins, mABs & Therapeutic Proteins

2 
R&D sites

 890+
Patents granted*

28 
Products
in pipeline

7 
Commercial
Products






and over 100 other countries

*Status Jun 2020

Focusing on high-value therapeutic areas

Broad portfolio with majority of 28 biosimilars to be launched in the next decade

Therapeutic Areas	Molecule	Stage					Originator WW 2019 net sales (\$ Bn)
		Early Dev./ Preclinical	Phase I	Phase III	Planned Sub. / Filed	Approved / Marketed	
Oncology 	Pegfilgrastim	[Progress bar: ~95%]					~20
	Trastuzumab	[Progress bar: ~95%]					
	Bevacizumab	[Progress bar: ~75%]					
	Pertuzumab	[Progress bar: ~25%]					
Immunology 	Adalimumab*	[Progress bar: ~95%]					~37
	Etanercept*	[Progress bar: ~95%]					
	Undisclosed	[Progress bar: ~35%]					
	Undisclosed	[Progress bar: ~35%]					
Diabetes 	Glargine** 100U	[Progress bar: ~95%]					~13
	Glargine 300U	[Progress bar: ~35%]					
	Aspart	[Progress bar: ~75%]					
	RHI^^	[Progress bar: ~70%]					
	Undisclosed	[Progress bar: ~35%]					
Ophthalmology	Undisclosed	[Progress bar: ~35%]					~8
Bone Health	Undisclosed	[Progress bar: ~35%]					~5

*Partner Mylan has in-licensed product (Biocon benefits from economic interest); **Japan is outside of Mylan partnership; ^^RHI completed Ph1 and considering potential Ph-3 waiver to be confirmed with FDA advice, shown as Planned submission. **Note:** Mylan is responsible for commercialisation of all the disclosed products mentioned above except RHI in US and EU.

Solid expertise in difficult-to-manufacture biologics

Understand the science, scale, scope & complexity of manufacturing biologics in a competitive cost structure

3 

Manufacturing sites
(2 Bangalore, 1 Malaysia)

25+ 

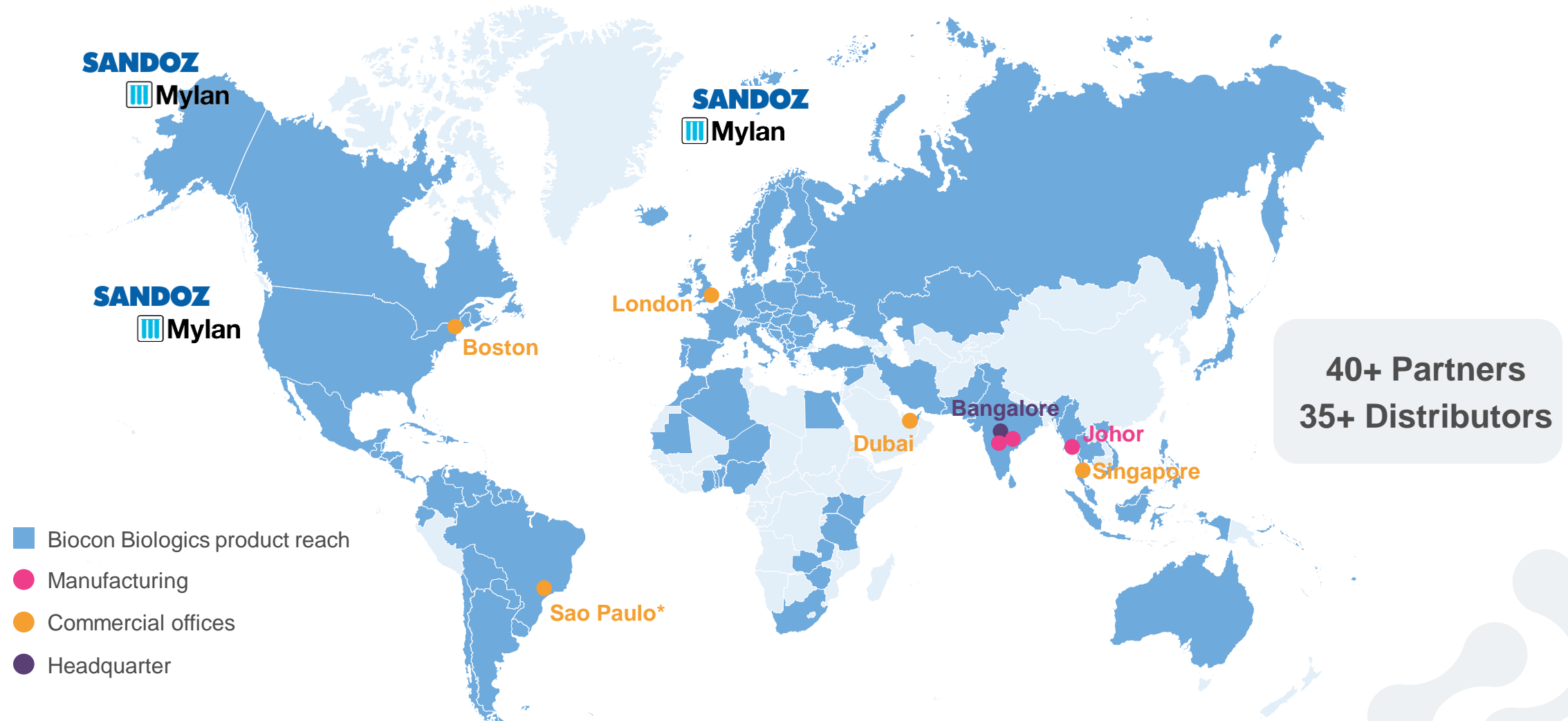
cGMP approvals
(incl. FDA & EMA)



- Drug Substance, Drug Product & Device Capability
- Proprietary *P. pastoris* & mammalian CHO and NSO cell-based platform
- Large-scale capacity catering to global needs
- Robust regulatory compliance

Providing access to more affordable biosimilars in over 120 countries

On route to have increasing direct presence in key geographies



* 'Full legal entity registered but awaiting the CNPJ, the official identification numbers for companies

Enabling access and healthcare cost optimisation with non-traditional approaches

Global collaboration with Voluntis for development & distribution of a Digital Therapeutic for diabetics

Digitally-Enabled personalized insulin tomorrow

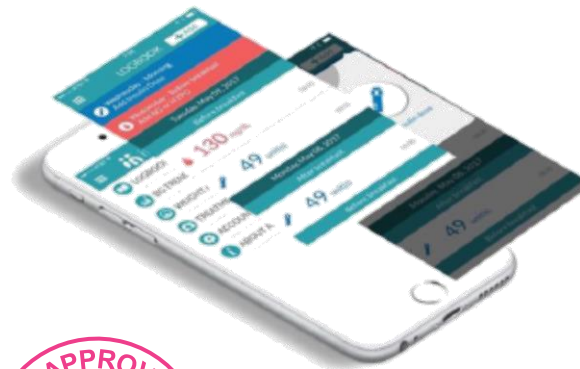
Insulin (Semglee)

+

Companion DTx (Insulia)

=

Optimised Therapy



Patient Healthcare Outcomes



Healthcare Costs

Targeting \$1 billion revenue by FY22

Building 'commercial' band-width to continuously strengthen performance



Recent and Upcoming Launches

Semglee 100 units/ml
solution for injection in pre-filled pen
insulin glARGine



Bevacizumab & Aspart






rH Insulin



insulia
Digital
Therapeutics

Improve Market Share in Developed Markets

Fulphila ~16% of
PFS market



Ogivri  Double-digit share in 9 markets







  #1 Biosimilar to Trastuzumab

Expand Presence in MoW Markets

Most of World markets: 44% YoY growth in Q1'21

Biocon Biologics

Transforming Healthcare, Transforming Lives.

-  A vision driven by a strong belief that 'healthcare is a human right'
-  Fully integrated global platform built on 40+ years of strong heritage
-  Operating in a sizeable global market with strong growth potential
-  Developing portfolio of 28 biosimilars across high-value therapeutic areas
-  Solid expertise in difficult-to-manufacture, large-scale, biologics
-  Commercial reach in 120+ countries with increasing direct presence
-  Highly experienced global management team setting out to achieve \$1B by FY22