



**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](http://www.biocon.com)

BIO/SECL/AJ/2023-24/160

February 9, 2024

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

Dear Sir/Madam,

**Subject: Investor Presentation – Q3 FY24.**

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 [www.biocon.com](http://www.biocon.com).

Kindly take the above said information on record.

Thanking You,

Yours faithfully,

For **Biocon Limited**

**Mayank Verma**  
Company Secretary & Compliance Officer  
Membership No.: ACS 18776

Encl.: Investor Presentation



# Q3 FY24 Investor Presentation

February 2024

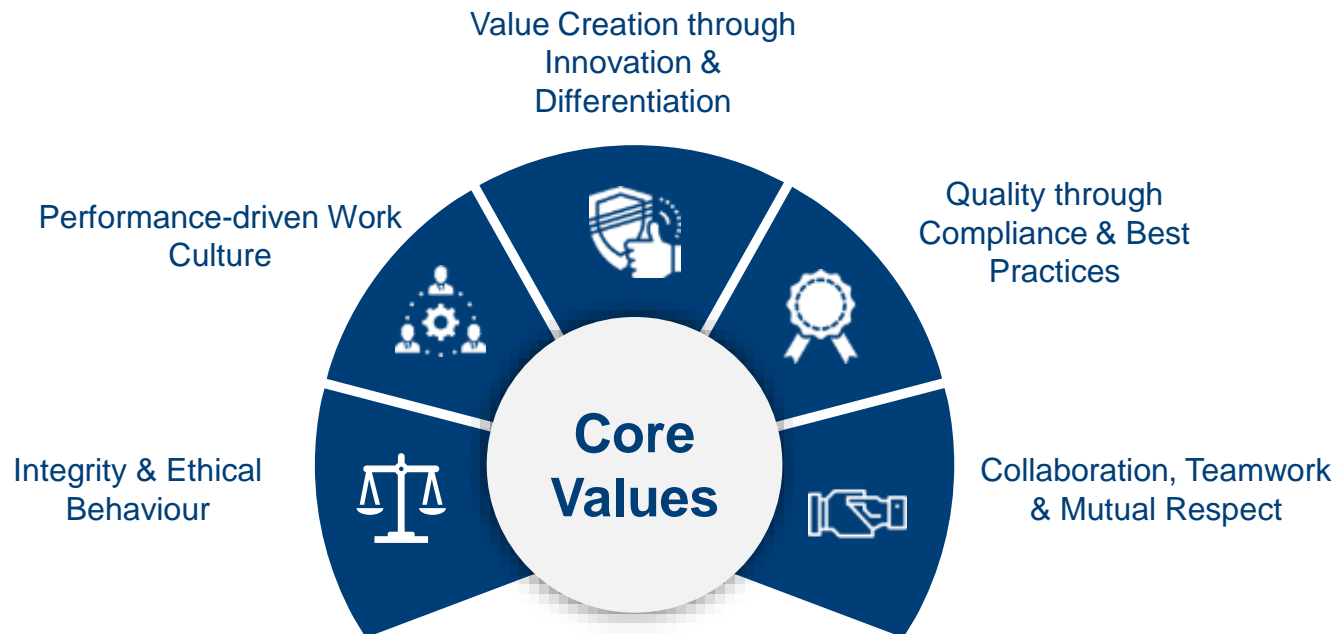


**Relentless Pursuit.  
Differentiated Growth.**

Integrated Annual Report FY 2023



Biocon is a technology-enabled, future-ready, global biopharmaceuticals leader driven by an unwavering purpose to enhance healthcare worldwide through high-quality, affordable therapies that can lower costs, increase access and improve treatment outcomes.





# **Building Biocon**



# Biocon at a Glance



**₹11,550 Cr |  
\$ ~1.4 bn**  
Revenue\*



**~16,500+**  
Total Employees\*



**Rank #8**  
Among Top 10 Global  
Biotech, Pharma &  
Biopharma Sector\*\*



**1,500+**  
Patents\*



**100+**  
cGMP approvals from  
International regulatory agencies



**8**  
Manufacturing  
units\*



**120+**  
Countries where our  
products are  
available\*



**15 of top 20**  
pharma companies  
served by service  
portfolio \*



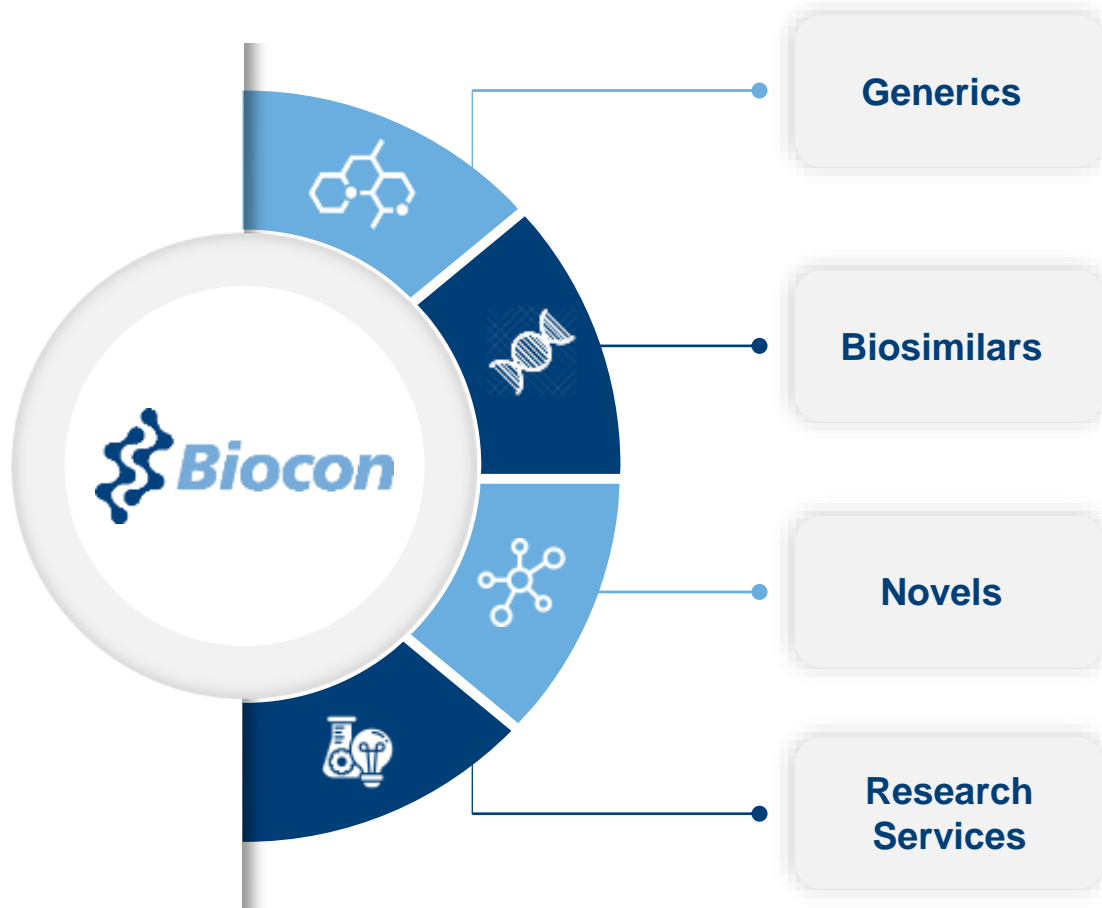
**Top 28**  
Products within  
portfolio\*\*\*





# Biocon: One Company, with multiple value propositions across its verticals

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



## Generics

### Ensuring access through quality, affordability, reliability

- Leadership in fermentation-based APIs – Immunosuppressants, statins, anti-infectives
- Serving 750+ API customers with 50+ APIs from our global scale API facilities
- Expanding portfolio in peptides, high potent and synthetic APIs
- Evolving as a vertically integrated player in complex generic formulations

## Biosimilars

### Leading vertically integrated global biosimilars company

- Invested >\$1B in the development and manufacturing of biosimilars ahead of its peers
- End-to-end capabilities spanning R&D, manufacturing and commercialization in Advanced & Emerging Markets
- Committed to enabling affordable access with global reach in 100+ countries
- Achieved several global “firsts”, setting new benchmarks for the industry
- Comprehensive industry leading portfolio of 20 biosimilars targeting an attractive ~\$80B opportunity by FY28

## Novels

### Pushing scientific boundaries to deliver impactful innovations

- Differentiated pipeline in immunology with expansions into new indications
- Bicara addressing unmet need in oncology through precision immunotherapy with BCA 101

## Research Services

### Syngene - partnering to deliver innovative scientific solutions

- A global CRO and CDMO offering integrated solutions across discovery research, development and manufacturing including commercial supplies for both small and large molecules
- Scientific services spanning multiple therapeutic areas, modalities and industry segments
- Working with 400+ clients and collaborated with 13 of the top 15 pharmaceutical companies
- Operating to global quality standards from 2 Mn sq. ft. R&D and manufacturing infrastructure in Bengaluru, Mangaluru, and Hyderabad



# Generics Business at a Glance



Presence in  
**100+**  
countries including U.S.,  
Europe & large EMs



**7**  
State-of-the-art  
manufacturing  
sites



**90+**  
cGMP approvals  
received from international  
regulatory agencies



R&D team of  
**500+**  
Scientists &  
Postgraduates



**750+**  
Global  
customer reach



Portfolio comprises  
**50+** APIs  
**75+** Generic  
formulations



**100+**  
Generic  
formulation  
dossiers  
submitted



**500+**  
DMFs filed in various  
jurisdictions



**300+**  
patents obtained



# Generics : API & Formulations - Growth Levers

## Strengths built over the years

- Expertise in fermentation technology, large scale chromatography & synthetic chemistry
- Leveraging in-house API to forward integrate and move up the value chain
- Balanced portfolio across therapeutic segments

## Product Portfolio Expansion

- API - Expanding portfolio beyond fermentation and synthetic molecules to peptides, high potent APIs
- Formulations – Complex injectables, device dependent products, potent oral solids, modified-release and extended-release oral solids
- Augmenting portfolio through in-licensing strategy

## Capacities Additions & Expansion

- Immunosuppressants API (Visakhapatnam)
- Other Fermentation APIs (Bengaluru)
- Peptides (Bengaluru)
- Synthetic API (Hyderabad)
- Injectables (Bengaluru)
- Acquisition of oral solid manufacturing facility (US)

## Business Development initiatives

- Strategic partnerships with key customers
- Local manufacturing mandate opportunities in global markets - Technology transfer/ API supply / finished dosage formulations
- API: Expansion of business in key markets
- Formulations: Expand commercial footprint beyond U.S, either directly or through partners

## Other initiatives

- Continued focus on cost improvement and quality compliance
- De-risk critical intermediates sources
- Digital transformation to support key strategic priorities
- Focus on ESG initiatives like use of renewable energy, promoting gender diversity (incl. women on the shop-floor)





# Generics : Our Key APIs and Formulations

## APIs \*

Therapeutic Area	Molecule	Therapeutic Area	Molecule	
Cardiovascular	Apixaban	Immunosuppressants	Tacrolimus	
	Atorvastatin		Mycophenolate Mofetil	
	Dabigatran		Mycophenolate Sodium	
	Fluvastatin		Everolimus	
	Ivabradine		Sirolimus	
	Pravastatin		Pimecrolimus	
	Rivaroxaban		Dasatinib	
	Rosuvastatin		Everolimus	
	Simvastatin		Lenalidomide	
	Lovastatin		Temsirolimus	
Anti-Diabetics	Sacubitril	Anti-fungal	Cabozantinib	
	Liraglutide		Micafungin	
	Dapagliflozin		Anidulafungin	
Anti-Diabetics	Empagliflozin	Multiple Sclerosis	Posaconazole	
	Linagliptin		Fingolimod	
	Repaglinide		Teriflunomide	
	Others	Sitagliptin	Others	Orlistat
		Vildagliptin		Deferasirox
		Pioglitazone		Brinzolamide
			Mirabegron	
			Fidaxomicin	

## FORMULATIONS

Therapeutic Area	Molecule	US	Dev. Markets: ex-US	MoW <sup>1</sup>
Cardiovascular	Rosuvastatin Calcium	Launched	EU	Launched
	Simvastatin	Launched		
	Atorvastatin	Launched		
	Pravastatin	Launched		
	Labetalol HCl	Launched		
	Prazosin	Launched		
Oncology	Rivaroxaban		UK, EU <sup>\$</sup>	
	Everolimus	Launched	EU <sup>\$</sup>	Launched
	Pemetrexed	TA		
	Lenalidomide	TA	EU <sup>\$</sup>	
Immunosuppressants	Dasatinib	TA		Launched
	Tacrolimus	Launched		Launched
Multiple Sclerosis	Mycophenolic Sodium	Launched		Launched
	Fingolimod	Launched		
	Teriflunomide	Launched		
Others	Dimethyl fumarate		EU <sup>\$</sup>	
	Aminocaproic acid (Antifibrinolytic)	Launched		
	Dapagliflozin (Anti Diabetic)	TA		
	Esomeprazole DR (GI)	Launched		
	Dorzolamide (Ophthalmic)	Launched		
	Posaconazole (Anti-Fungal)	Launched	UK, EU <sup>\$</sup>	Launched
	Famotidine (GI)	Launched		
	Vigabatrin Oral Sol (CNS)	Launched		
	Vigabatrin Tablets (CNS)	Launched		

Launched

Approved



\* Filed DMFs | 1 MoW - Most of the World markets | <sup>\$</sup>Select EU countries | TA – Tentative approval

# Biosimilars Business at a Glance



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



**Top 15**  
in global  
biomanufacturing  
capacity



**85+**  
cGMP approvals  
received from key regulatory  
agencies



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



**390+**  
patents granted



Portfolio comprises  
**20** biosimilars



**8**  
Commercial  
Products in Global  
Markets

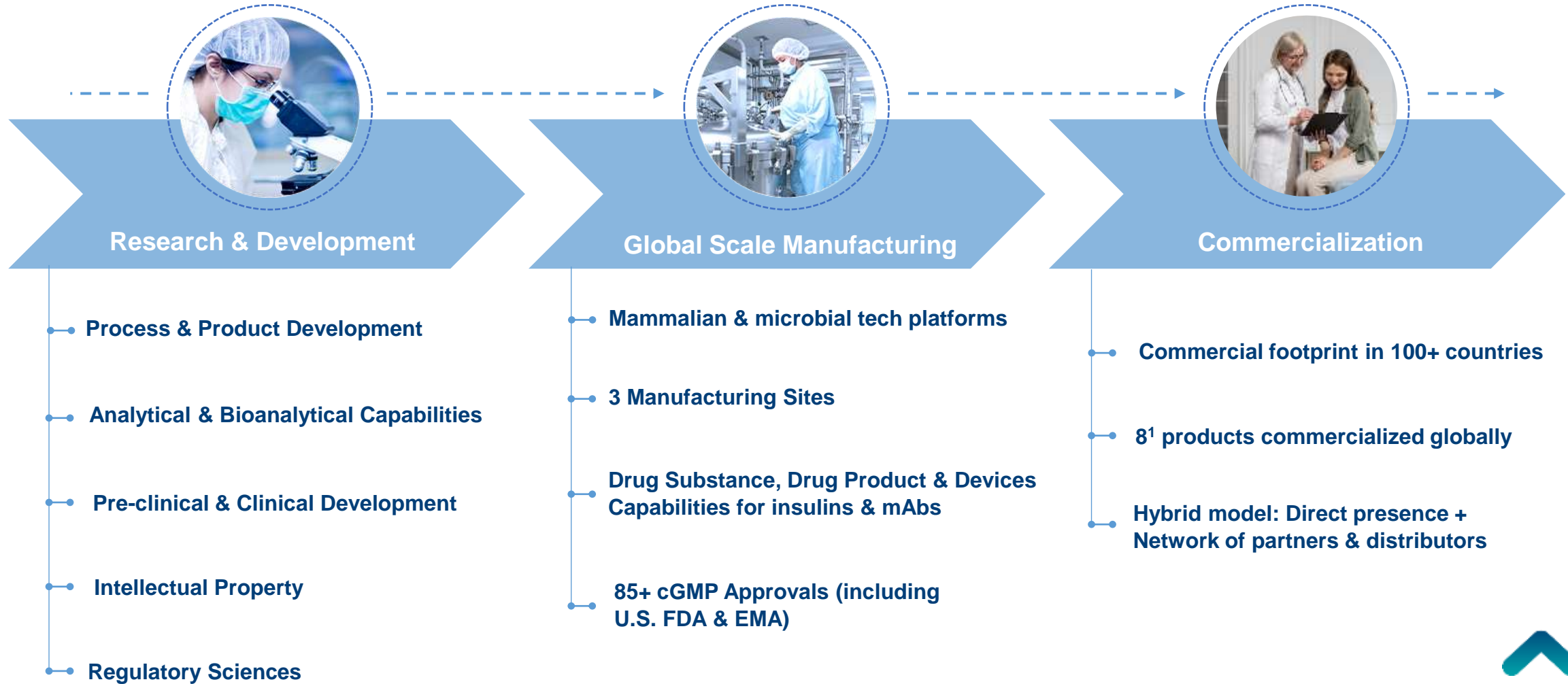


**5.5M+**  
Patients served

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



# Biosimilars: Unique, fully integrated capabilities from lab to market



<sup>1</sup>Two products are in-licensed i.e. Adalimumab & Etanercept



# Biosimilars: Leading global player with a strong track record of success

## Built on a 40+ year legacy of cutting-edge science

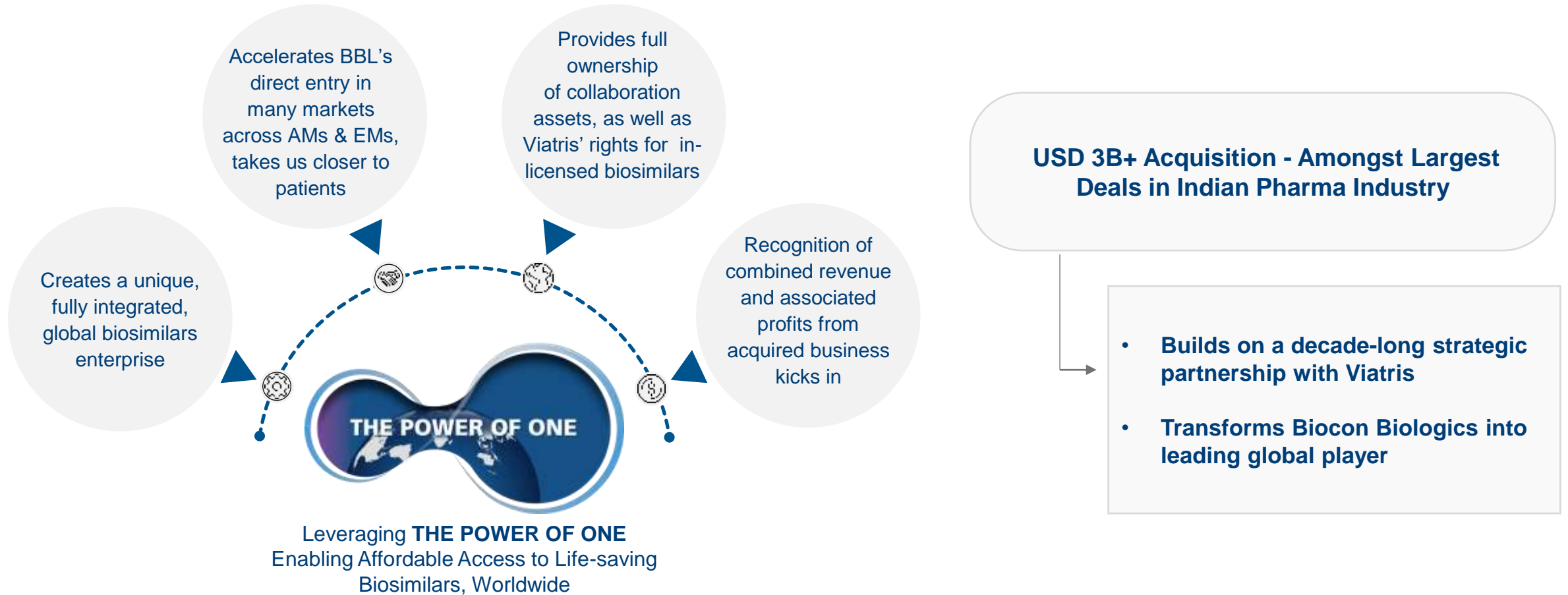
- **Invested >\$1B in biosimilars ahead of its peers** to build expertise across multiple platforms and a differentiated portfolio - including insulins, mAbs and fusion proteins
- **In-house R&D, clinical and regulatory capabilities** to develop high precision biosimilars for global markets
- **Expertise in large scale manufacturing**, across Drug Substance, Drug Product and Devices and among the **Top 15 globally** in biomanufacturing **capacity**
- **Commercial reach in 100+ markets** through a combination of direct presence<sup>1</sup>, strategic partnerships and distributors

## ...with a strong track record in an attractive market

- **Achieved many 'firsts' in the industry** - first to receive bTrastuzumab, bPegfilgrastim and interchangeable bGlargine approval in the US
- **Commercialized products in key Advanced Markets**, such as the US, EU, Japan and **several Emerging Markets** (e.g., India, Brazil, UAE, etc.)
- **Backed by marquee investors** including Tata Capital, True North, Goldman Sachs, ADQ, Viatris, Serum and Edelweiss
- Biosimilars are an **attractive market** with FY22 addressable of \$25B<sup>2</sup>, growing to **~\$80B in FY28<sup>2</sup>**

**Committed to enabling affordable access to high quality biosimilars globally**







# Biosimilars: Acquisition of Viatris' global biosimilars business



**Transformational deal to create value for all stakeholders**



# Biosimilars: Comprehensive, industry leading portfolio of 20 biosimilars

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

**New product launches planned almost every year through 2030**



1. Clinical to BLA Review; 2. Pre-Clinical



# Novel Molecules: Itolizumab



Pushing to deliver impactful innovations in collaboration with Equillium Inc.



## Itolizumab

*World's first novel humanized anti-CD6 monoclonal antibody that selectively targets the CD6-ALCAM pathway*

Biocon's second global 'lab to market' novel biologic after Nimotuzumab

Launched in India in 2013 to treat chronic plaque psoriasis under the brand ALZUMAb™

Licensed out rights to develop & commercialize in the U.S., Canada, Australia and New Zealand to U.S.-based biotechnology company, Equillium Inc. in 2017

Option and Purchase Agreement entered between Equillium and Ono Pharmaceutical Co., Ltd, Japan, where Equillium has granted Ono the exclusive right to acquire its rights to itolizumab

### Acute Graft-Versus-Host Disease (aGVHD)

- ✓ Pivotal Phase III Study initiated in Apr '22 for use in First-Line treatment of aGVHD; enrollment ongoing
- ✓ Received US FDA Fast Track & Orphan Drug Designations
- ✓ European Commission granted Orphan Drug Designation

### Systemic Lupus Erythematosus/ Lupus Nephritis (SLE/LN)

- ✓ Received Fast Track designation from the US FDA
- ✓ Given positive trends in Part A, expanded Part B portion of Phase 1b EQUALISE study to clinical centers in India
- ✓ Patient enrolment complete for the LN study
- ✓ Topline data expected early in June 2024

### Cytokine Release Syndrome treatment in 'Moderate to Severe' Acute Respiratory Distress Syndrome

- ✓ Repurposed for prevention & treatment of COVID-19 complications in India in 2020
- ✓ Granted 'Restricted Emergency Use' approval in Sep '20

### Ulcerative Colitis

- ✓ Enrolment for Phase II clinical trial in India for Ulcerative Colitis complete.

# Novel Molecules: Bicara Therapeutics\* - Dual Action | Dual Impact

The precision of targeted therapies | The power of tumor modulators



## BCA101

(Formerly FmAb2)

**Lead candidate**

*First-in-class EGFR / TGFβ-trap  
bifunctional antibody*

### BCA 101

- ✓ Lead product candidate, **BCA101** (EGFR / TGF-β-trap) demonstrates tumor target engagement and clinical activity
- ✓ BCA101 + pembrolizumab combination dose expansion study in **1L HNSCC demonstrates significant improvement over standard of care**
  - ✓ In Ph 1 HNSCC trials, BCA101 **demonstrated a strong clinical profile, including an ORR of 57%, CR rate of 18%, mPFS of at least 6.2mos**, and a well-tolerated safety profile
- ✓ Strong scientific rationale supports BCA101's applicability beyond HNSCC, including sqNSCLC, squamous esophageal, and others

### Organization

- ✓ \$165M Series C closed in December 2023 led by TPG and Braidwell. \$355M raised to date from syndicate of dedicated biotech investors. Biocon ownership is 14% as of year-end 2023.
  - ✓ Carolyn Ng, Partner of TPG life Sciences Innovation, joined the Board in conjunction with this financing.
  - ✓ All existing Series B investors participated in this Series C financing.
- ✓ Highly experienced management team, board of directors and advisory board
  - ✓ Appointed Lara Meisner as Chief Legal Officer
- ✓ Leveraging the Biocon and Syngene infrastructure to offer agility and deep experience in CMC/drug development

# Syngene's broad capabilities, spanning the value chain, facilitate integration to captures additional benefits for clients

## Research business

## Development and Manufacturing business

### Discovery Services



### Dedicated R&D Centers



### Development Services



### Manufacturing Services



**Flexible Platform** with capability across multiple modalities including small molecule, large molecule, peptides, oligonucleotides, antibody drug conjugates, PROTACs

**SynVent** - our proprietary platform for Integrated Drug Discovery

**SARchitect**- our proprietary platform for data visualization and analysis, including features specifically designed to foster collaboration between scientific experts across geographies

**Ring-fenced** infrastructure for exclusive operations for an individual client

**Dedicated**, multi-disciplinary team of scientists

**Access** to entire Syngene ecosystem for specialist research and development operations

Pre-clinical to clinical trials

Drug substance and drug product development

Associated services to demonstrate the safety, tolerability and efficacy of the selected drug candidate

cGMP-compliant manufacturing of clinical supplies, and registration batches for small molecules

Manufacturing of small and large molecules for commercial supplies

cGMP-compliant facilities

State-of-the art API manufacturing and Biologics manufacturing facilities



# Syngene: Strategic Priorities



## Research: Discovery Services

Provide end-to-end therapeutic discovery capabilities including differentiating research technologies and platforms, across many disciplines, disease areas and therapeutic modalities



## Research: Dedicated Centers

Continue to strengthen our existing partnerships with Amgen, Bristol Myers Squibb (BMS) and Baxter through the dedicated centers which provide: a strong foundation for future planning; revenue visibility over the medium to long term; and predictable cash flows



## Operational Excellence

Focus on customer delivery through operational excellence



## Development and Manufacturing Services – Small Molecules

Leverage existing capabilities to offer integrated Chemistry, Manufacturing, and Controls (CMC) solutions

Secure U.S. FDA and other major global regulatory approvals for the small molecule commercial scale manufacturing facility as a platform to attract a broader scope of projects



## Development and Manufacturing Services – Large Molecules

Drive an integrated approach for biologics development and manufacturing to provide a one-stop-shop capability from drug discovery to commercial manufacturing for biologics

Accelerate capacity build-up



## People

Develop strong leaders and managers while offering all employees career- long learning opportunities



## Environmental, Social and Governance (ESG)

Committed to operating in a responsible and sustainable manner.



# **Q3 FY24 Highlights**

## Financial Highlights: Q3 FY24

Consolidated (in ₹ Cr.)	Q3 FY24	Q3 FY23	YoY %	
<b>Total Revenue<sup>1</sup></b>	<b>4,519</b>	3,020	50	<b>Biosimilars +65%   Research +9%   Generics -7%</b>
<b>Core EBITDA<sup>2</sup></b>	<b>983</b>	1,069	(8)	
<i>% Margin</i>	27%	36%		
<b>EBITDA</b>	<b>1,492</b>	723	106	<b>Net R&amp;D spend</b> at ₹329 Cr, representing 11% of revenues ex-Syngene
<i>% Margin</i>	33%	24%		
<b>Profit Before Tax</b> <i>(Before exceptional items)</i>	<b>787</b>	246	220	<b>Increase in depreciation, amortization and interest expense by ₹ 260 Cr</b> , primarily related to acquisition of Viatris' biosimilar business
<i>% Margin</i>	17%	8%		
<b>Net Profit</b> <i>(Before exceptional items)</i>	<b>644</b>	140	360	<b>Increase in minority interest</b> due to dilution of shareholding in Syngene and Biocon Biologics on account of the Viatris deal
<b>Net Profit Margin %</b>	<b>14%</b>	5%		

<sup>1</sup> Includes income from divestiture of two non-core Branded Formulations India business units in Biocon Biologics of 350 crores and gain from Biocon's stake dilution in Bicara Therapeutics of 456 crores

<sup>2</sup> Core EBITDA defined as EBITDA before forex, dilution gain in Bicara, R&D, licensing income and mark to market movement on investments.





## Financial Highlights: Q3 FY24

Consolidated (in ₹ Cr.)	Q3 FY24	Q3 FY23	YoY %	
<b>Net Profit</b> <i>(Before exceptional items)</i>	<b>644</b>	140	360	<b>Exceptional items:</b> <ul style="list-style-type: none"> <li><b>Q3 FY24</b> <ul style="list-style-type: none"> <li>Gain on carrying value of existing contractual receivable arrangement; offset by</li> <li>Impairment of intangibles associated with a product in certain territories &amp; inventory provision</li> <li>Transaction costs related to Viatris transaction &amp; the Stelis facility acquisition</li> </ul> </li> <li><b>Q3 FY23</b> <ul style="list-style-type: none"> <li>Deal related expenses of the Viatris transaction</li> </ul> </li> </ul>
Exceptional Items <i>(Net of tax and minority interest)</i>	16	(182)		
<b>Net Profit</b> <i>(Reported)</i>	<b>660</b>	(42)		



# Biocon Generics: Q3 FY24 Highlights

- Consistent steady/ growth in Generic Formulations business
- Received first Generic Formulation approval in China, for Mycophenolate Sodium
- - Vizag receives CEP from EDQM, the European regulator
  - Peptides facility in Bengaluru successfully completes validation activities
  - Process validation begins in Hyderabad for synthetic APIs

In INR Cr	Q3 FY24	Q3 FY23	Q2 FY24	YoY %	QoQ %
<b>Segment Revenue</b>	703	760	676	(7)	4
<b>Core EBITDA</b>	154	168	158	(8)	2
<b>% of revenue</b>	22%	21%	23%		
<b>PBT</b>	50	72	66	(30)	(24)
<b>% of revenue</b>	7%	10%	10%		



# Biocon Biologics: Biosimilars – Q3 FY24 Business Update

- Finished operational integration of acquired business from Viatris in about 120 countries, one year ahead of schedule
- Uptick in the sales of unbranded Glargine in US through a closed-door pharmacy network, not reflected in the reported market shares
- Secured several new contracts in the US for bPegfilgrastim, bTrastuzumab and bAdalimumab
- Launched bBevacizumab in Brazil with \$175m of annual originator sales

## Key Products' Market Share<sup>1</sup>

United States			
	Nov-23	Aug-23	Nov-22
<b>Fulphila (bPegfilgrastim)</b>	18%	20%	11%
<b>Ogivri (bTrastuzumab)</b>	12%	11%	10%
<b>Semglee (bGlargine)<sup>2</sup></b>	12%	12%	10%
<b>Hulio (bAdalimumab)<sup>3</sup></b>	0.1%	0.0%	--
Europe			
	Q3 CY'23	Q2 CY'23	Q3 CY'22
<b>Fulphila (bPegfilgrastim)</b>	8%	7%	5%
<b>Ogivri (bTrastuzumab)</b>	6%	6%	6%
<b>Abvemy (bBevacizumab)</b>	6%	6%	1%
<b>Semglee (bGlargine)</b>	4%	3%	2%
<b>Hulio (bAdalimumab)</b>	6%	6%	6%
<b>Nepexto (bEtanercept)</b>	2%	2%	1%

1. Market shares based on IQVIA volumes, Eq.SU I 2. Includes both Semglee and unbranded Glargine



# Biocon Biologics: Biosimilars – Q3 FY24 Financial Update

➤ Excluding licensing revenues from the non-core BFI divesture, sequential growth of 8%

➤ Core EBITDA margin impacted on account of series of transition related expenses and one-off costs

➤ Received \$220m from an existing contractual receivable arrangement, ~\$200m used to pare down debt

➤ BBL net debt at \$1.2 billion<sup>2</sup>

In INR Cr	Q3 FY24	Q3 FY23	Q2 FY24	YoY %	QoQ %
<b>Segment Revenue</b>	2,483	1,507	1,969	65	26
<b>Core EBITDA<sup>1</sup></b>	587	663	660	(11)	(11)
<b>% of revenue</b>	28%	44%	34%		
<b>EBITDA</b>	714	361	453	98	58
<b>% of Revenue</b>	29%	24%	23%		
<b>PBT</b> (before exceptional items)	196	102	(15)	92	
<b>% of Revenue</b>	8%	7%	(1)%		



# Biocon Biologics: Biosimilars – Q3 FY24 Other Business Updates

➤ Initiated Phase 3 studies for bPertuzumab

➤ Progressive discussion with the US FDA ; Awaiting site-inspection for bAspart and bBevacizumab BLA in US

## Key Catalysts

➤ Opening up of bAdalimumab market along with regulatory approvals for bAspart and bBevacizumab in US

➤ Debt reduction and strengthening of balance sheet remains key focus



## Novels : Q3 FY24 Update

### Itolizumab (partnered with Equillum)

- Patient enrolment ramped up in the pivotal Phase III clinical study of itolizumab in patients with aGVHD\* (EQUATOR study)
- Pivotal Phase 1b clinical study of Itolizumab for Lupus Nephritis (EQUALISE study) fully enrolled. Topline data expected in June 2024.

\*Acute Graft-Versus-Host Disease

### BCA101 (Bicara<sup>§</sup>)

- US\$165 million Series C Financing from dedicated biotech investors closed in Dec'23. Biocon recorded a dilution & fair value gain of ₹456 crores in the consolidated P&L statement during the quarter.
- As of December 2023, Biocon's shareholding in Bicara at 14%.





# Syngene: Q3 FY24 Update

- Positive performance in Development and Manufacturing Services as well as in the Dedicated Centers. Performance in Discovery Services was impacted by the slowdown in biotech funding
- In Manufacturing Services, Syngene continued to make good progress on the long-term biologics manufacturing partnership with Zoetis
- Concluded the acquisition of biologics manufacturing facility from Stelis Biopharma Ltd. The facility is expected to be operational in the second half of FY25, subject to regulatory approvals

In INR Cr	Q3 FY24	Q3 FY23	YoY %
<b>Segment Revenue</b>	854	786	9
<b>EBITDA</b>	261	248	5
<b>% of Revenue</b>	30%	31%	
<b>PBT</b>	142	140	1
<b>% of revenue</b>	17%	18%	





**Environment,  
Social,  
Governance**

# ESG: A Culture of Purpose, Ethics & Equity

Going beyond financials to have a positive impact

## Our ESG Strategy Pillars

 Improve access to high quality therapeutics to drive 'Patient Equity'

 Build an empowering and inclusive workplace creating 'People Equity'

 Adapting to a sustainable business operations for 'Environment Equity'

 Operate with integrity, transparency and accountability ensuring 'Stakeholder Equity'

 Enable underserved communities 'Social Equity'

**Monitor Performance → Improve Through Initiatives → Report Outcomes**

## Disclosures and Recognitions



Published 1st GRI aligned  
Integrated Report & 2<sup>nd</sup>  
BRSR Report for FY23



Improved ESG score of  
63, part of Emerging  
Markets Index & 2024  
Sustainability Yearbook



Score of 'B' for Climate  
Change and 'C' for Water  
Security in 2023



Secured 'Silver' place and  
improved score to 66 in  
2022.



Ranked #8 by Science  
Magazine – Top Global Pharma  
& Biotech Employers in 2023



Top 10 - India's Best  
Workplaces in Diversity,  
Equity and Inclusion, 2021



Won ET Edge Employee  
Excellence Award , 2023



# Progressed to Integrated Reporting

Continuously improving disclosures towards better transparency

**1<sup>st</sup> GRI aligned Integrated Report for FY23 with many maiden disclosures**

Outcome of Gender Pay Gap Analysis

Alignment with TCFD

Outcome of Water Risk Assessment

Outcome of Biodiversity Impact Assessment

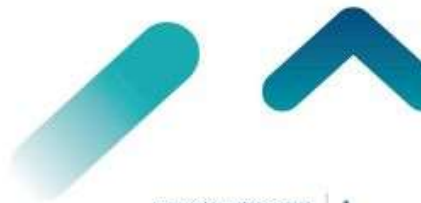
Third Party Assurance of EHS data

Alignment with UNGC Principles

BRSR (voluntarily adopted in FY22)



**Relentless Pursuit.  
Differentiated Growth.**  
Integrated Annual Report 2023



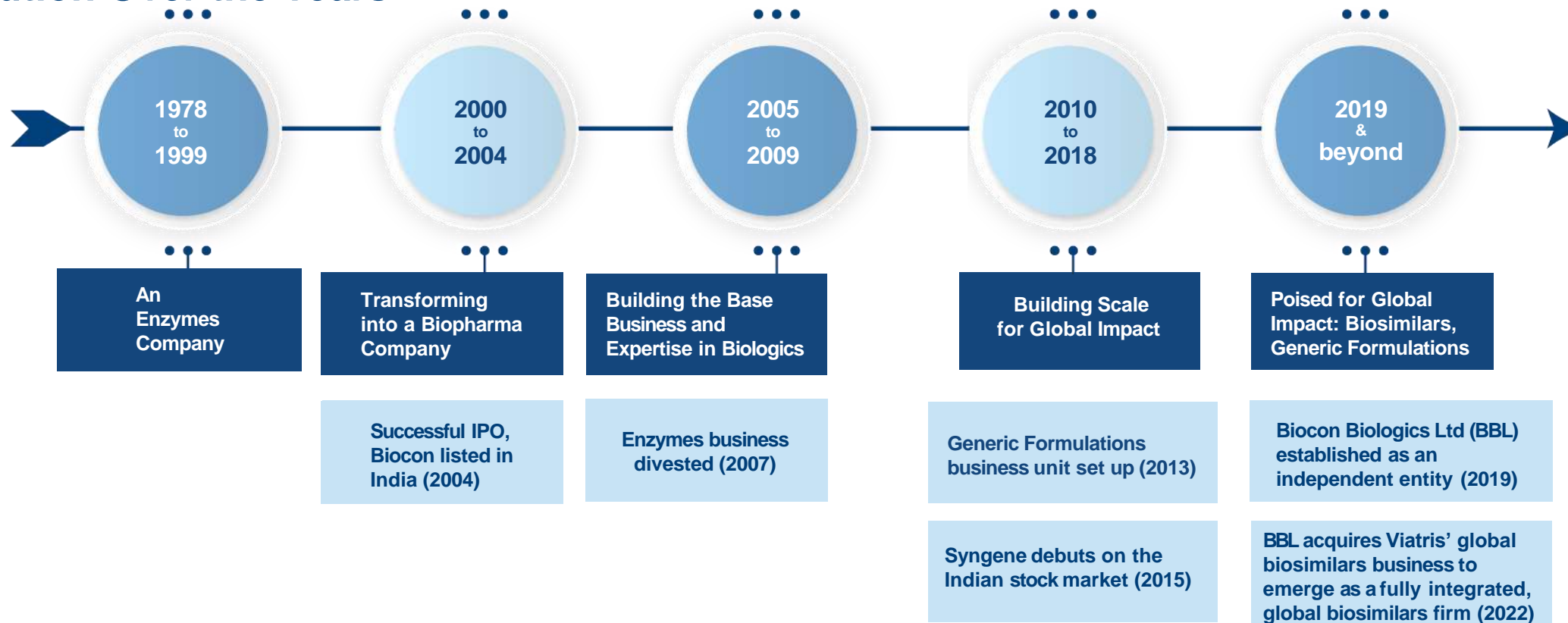
Integrated Annual Report 2023 | 1





# Annexures

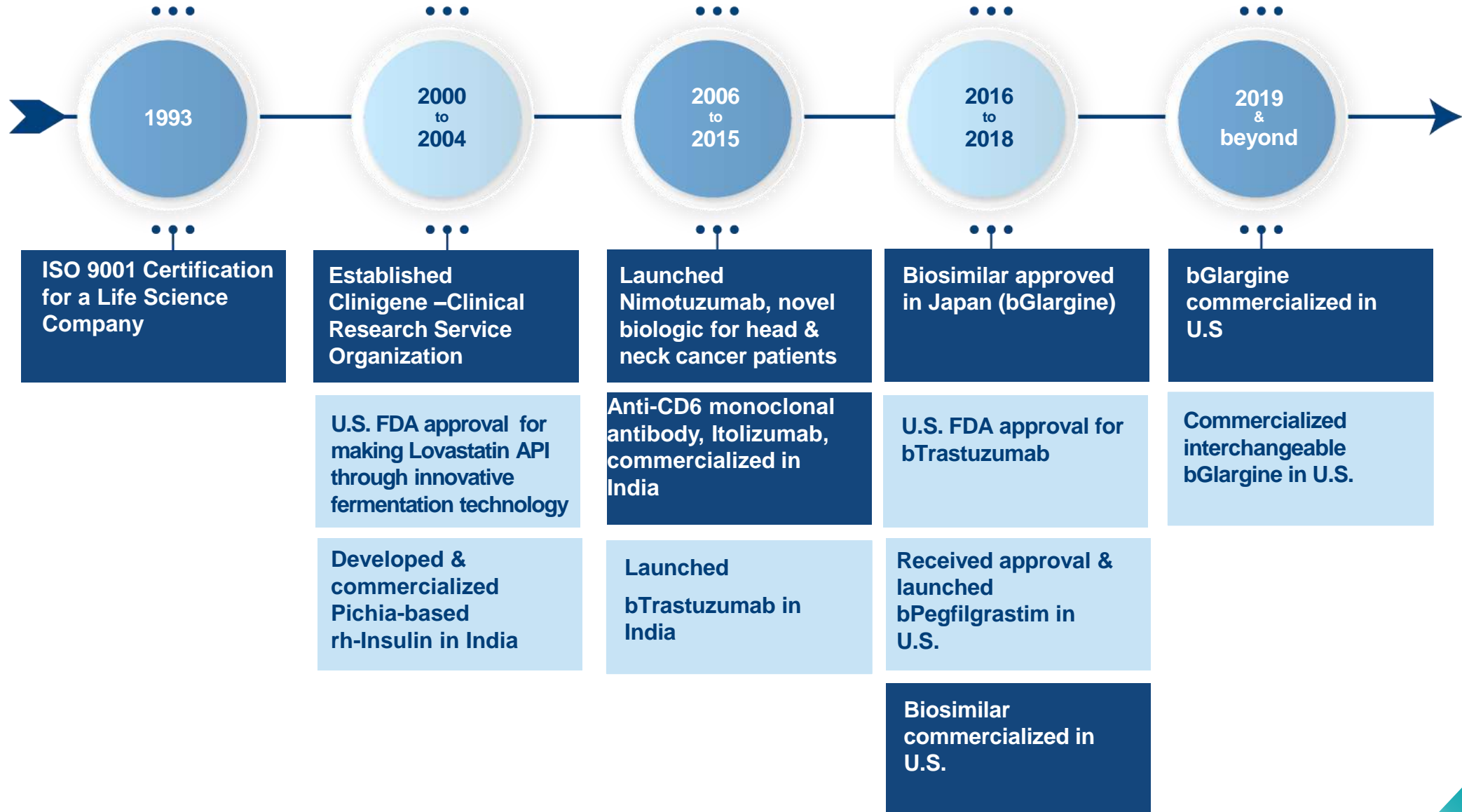
# Our Evolution Over the Years



	FY1999	FY2004	FY2009	FY2015	FY2018	FY2022	FY2023
<b>PEOPLE</b>	250+	700+	3,500+	7,500+	10,000+	15,000+	16,500+
<b>REVENUE</b>	\$5 Mn	\$85 Mn	\$184 Mn	\$484 Mn	\$667 Mn	\$1.1 Bn	\$1.4 Bn

1 USD = ₹82.21 for FY23

# With many firsts, Biocon is ahead of the curve





## Safe Harbor Statement

*This release may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects upon Biocon and its subsidiaries/ associates. These forward-looking statements involve known or unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in such statements. Important factors that could cause actual results to differ materially from our expectations include, amongst other: general economic and business conditions in India and overseas, 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 currency changes, 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 and global biotechnology and pharmaceuticals industries, changes in political conditions in India and changes in the foreign exchange control regulations in India. Neither Biocon, nor our directors, or any of our subsidiaries/associates assume any obligation to update any particular forward-looking statement contained in this release.*



**Thank You**



**Relentless Pursuit.  
Differentiated Growth.**

Integrated Annual Report 2023

