

#### 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

#### BIO/SECL/SG/2024-25/173

February 03, 2025

То,	То,
The Manager	The Manager
BSE Limited	National Stock Exchange of India Limited
Department of Corporate Services	Corporate Communication Department
Phiroze Jeejeebhoy Towers,	Exchange Plaza, Bandra Kurla Complex
Dalal Street, Mumbai – 400 001	Mumbai – 400 050
Scrip Code – 532523	Scrip Symbol – Biocon

Dear Sir/Madam,

#### Subject: Corporate Presentation

With reference to the captioned subject, please find enclosed the Corporate Presentation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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

Kindly take the above information on record and acknowledge.

Thanking You,

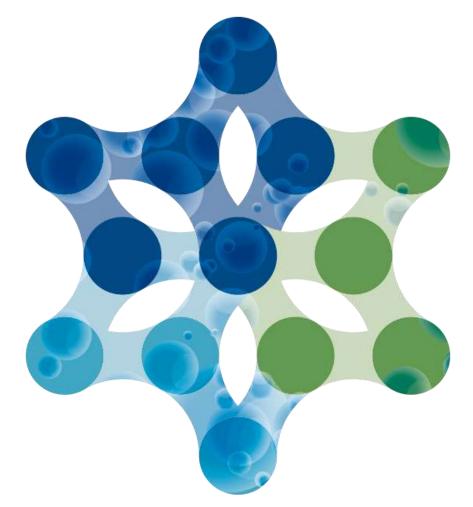
Yours faithfully,

For Biocon Limited

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

Encl: Corporate Presentation





# The Multiplier Effect MAXIMIZING VALUE

# Corporate Presentation Biocon Limited

January 2025



### **Safe Harbor Statement**

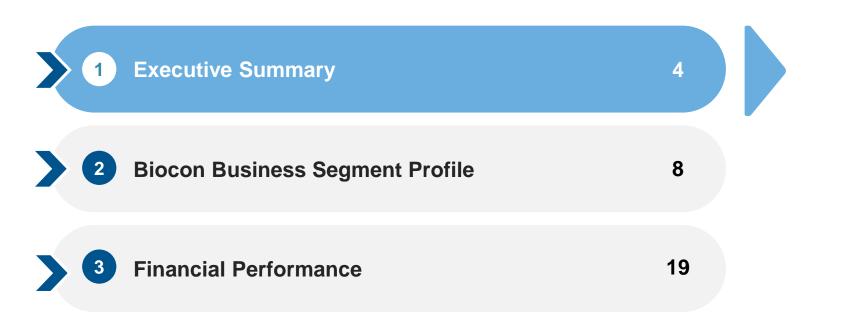
"Certain statements in this release concerning our future growth prospects are forward-looking statements, which are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements.

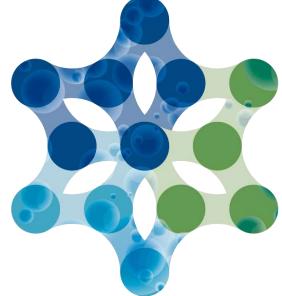
Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological 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, 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."



# Agenda





The Multiplier Effect MAXIMIZING VALUE



Biocon is a Diversified, Globally scaled, Biogenerics company anchored in India, well positioned to capitalize on the Large, Long Term Market Opportunities; Poised at an Inflection Point for Robust Growth in the next 3 to 5 years



Siocon Biologics	Generics	Syngene
Biosimilars	GLP-1s and Peptides	Research Services



# **Biocon's Vision, Priorities and Differentiators**



Enhance global healthcare through innovative and affordable biopharmaceuticals for patients, partners and healthcare systems across the world



Kiran Mazumdar-Shaw

Executive Chairperson

Biocon Group

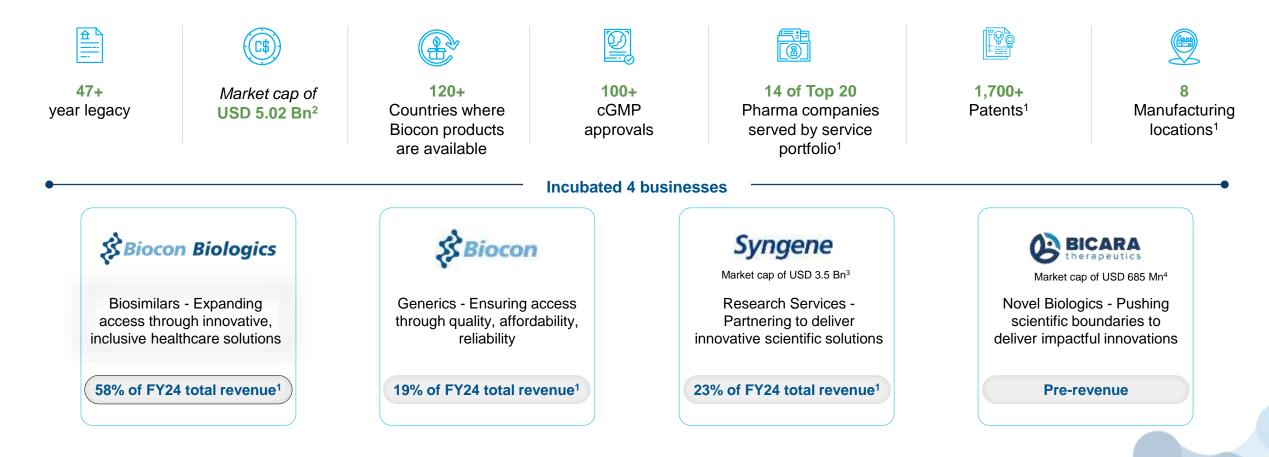
		Our Priorities		Differentiators And Growth Drivers
	Patient Centricity	Focus on Science	Access for All	Globally scaled diversified biogeneric enterprise models
		مدادار کو ایک		Vertically Integrated lab-to-market model capturing the entire value chain
	4_0000		The second secon	Leverages the multiplier effect generated by interconnected businesses
W	Quality	Sustainable	People	A culture and track record of innovation backed by a strong scientific R&D team
on	First পুর	Growth	Power	Globally recognized quality and compliance practices
	de la companya de la comp	E		Leveraging India's value advantage of scientific talent and cost-competitive manufacturing

Biocon is poised for next wave of growth post integration of Viatris' biosimilar business acquisition



# **Biocon Group - A leading global biopharmaceutical company**

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



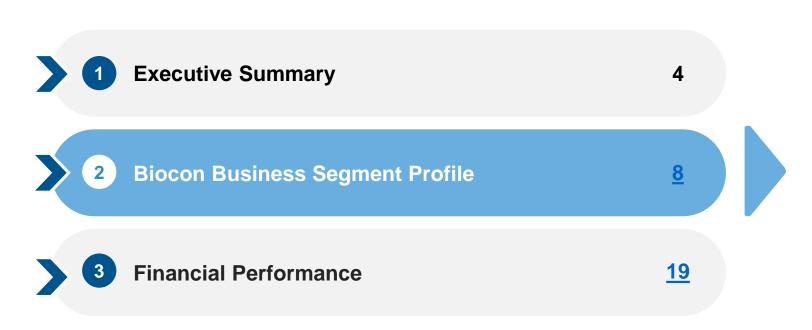
#### Creating strength through diversification and synergies

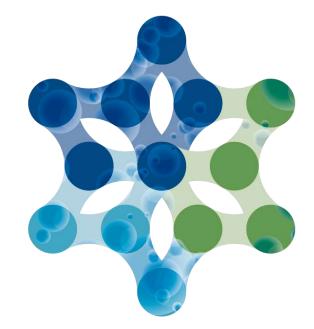
#### Notes:

- 1. For fiscal year ended 31 March 2024
- 2. For Biocon, as of 31 Jan 2025, sourced from BSE converted an exchange rate of INR 86.64/USD
- 3. For Syngene, as of 31 Jan 2025, sourced from BSE converted an exchange rate of INR 86.64/USD
- 4. For Bicara, Market Cap as of 30 Jan 2025, from NASDAQ. Biocon Ltd has a 10.7% stake in Bicara Therapeutics



# Agenda



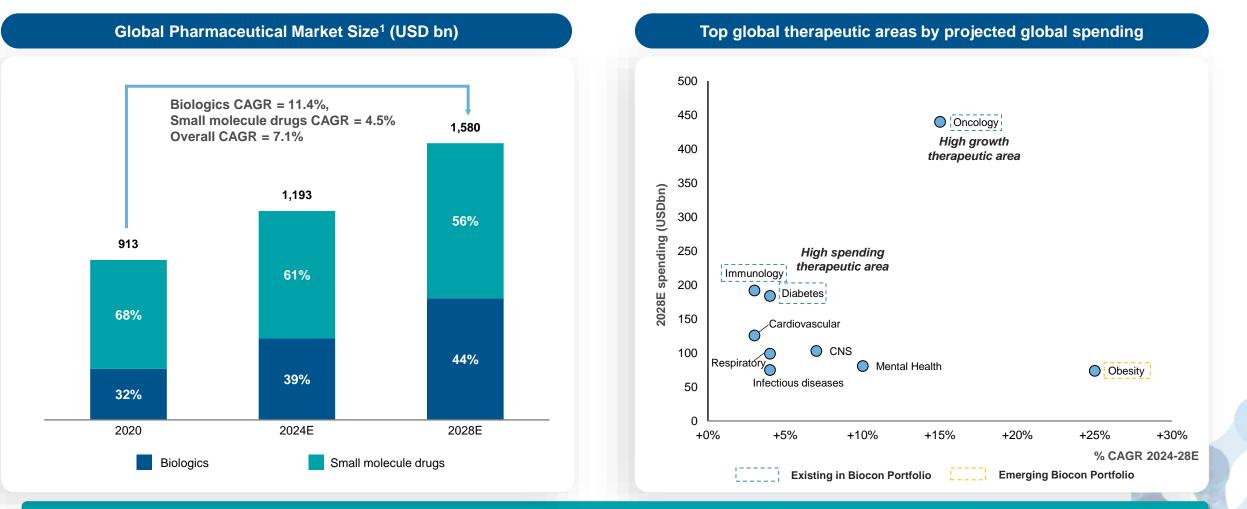


The Multiplier Effect MAXIMIZING VALUE



# **Biosimilars - Well Positioned in a Fast-Growing Segment of The Pharma Market**

Biocon focuses on Oncology, Immunology and Diabetes which are TAs with large scale and potential spending growth



#### Oncology, Immunology and Diabetes are therapeutic areas with high expected spending and large commercial opportunities

Sources: Frost & Sullivan

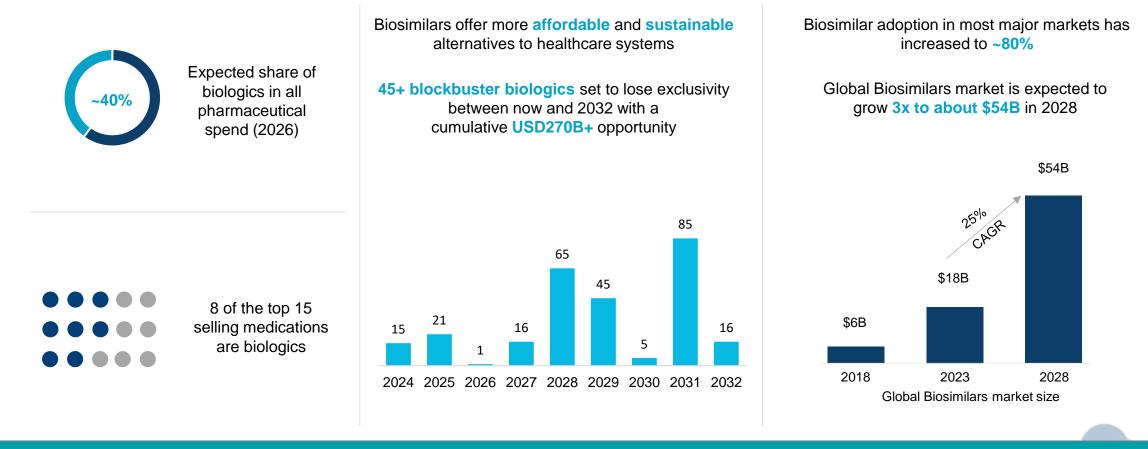
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Note: 1. Market size is based on worldwide prescription drug sales; % of biologics vs. small molecules is based on worldwide prescription drug & OTC pharmaceutical market by sales



# **Biosimilars - Overview of the Global Pharmaceutical Market**

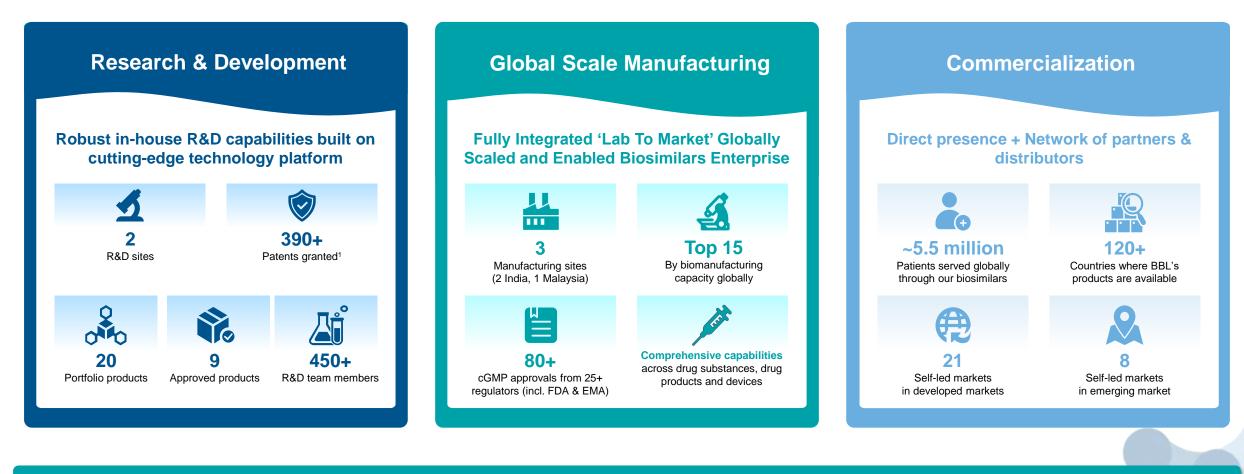
Significant unmet needs and improved patient outcomes underscore the opportunity in biologics



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



# **1** Biosimilars - Vertically Integrated Biosimilar Enterprise Capabilities



Well Positioned To Leverage Fully Integrated Enterprise Model And Capitalize On The Rapidly Expanding Global Biosimilars Market



# **1** Biosimilars - Strong Global Commercial Presence



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



# **Generics - Complex API and Generic Formulations Player**

Vertically integrated, globally scaled enterprise with end-to-end capabilities



#### Diverse Portfolio of Generic Formulations expanding to GLP-1s

- Leveraging in-house APIs to forward integrate and move up the value chain particularly for key molecules
- Foraying into potent, injectables and peptides segments targeting oncology, diabetes and emerging obesity opportunities
- The first generic company globally to obtain approval for a generic GLP medicine in a major regulated market



### Development and Manufacturing

#### Manufacturing sites enabling supply reliability

- Expertise in fermentation technology, large scale chromatography & synthetic chemistry
- High standards of quality with 90+ cGMP approvals from various international regulatory agencies
- Strategically invested in Peptides and GLPs pipeline,
   API and formulations
- One of the leading manufacturers of statin and immunosuppressant APIs in the world with a total API manufacturing capacity of 715 MTPA
- Capacity addition and expansion plans across molecules (Immunosuppresants, Peptides, Synthetic APIs, injectables, oral solid manufacturing)





# Market expansion through direct selling, licensing and partnerships

- Strong presence in US with end-to-end control over APIs and Generic Formulations
- Dual strategy with direct presence in key markets and strategic partnerships for wider coverage in Europe
- Collaborative B2B Business model in Emerging Markets

Global scale generics player with vertically integrated presence in both API manufacturing and complex generic formulations



# **2** Generics - Biocon is an Early Mover in Developing Generic GLP-1s

**Overall Pharma Market growth: 7.1%** 

GLP-1s are among one of the fast-growing segments in the Global pharmaceutical market<sup>1</sup>

				Overanti	lanna market gro	W CI I. 7 . 1 70	
					CAGR = 23.4%	106.7	
chind							
_				37.3			
5	9.0	13.3	17.3				
	2018	2020	2021	2023		2028E	_

Biocon is one of the early movers in developing generic GLP-1s

Near, Mid- and Long-Term opportunity: Biocon developing multiple Peptides

- Demonstration of scientific capabilities
- Vertically integrated operations
- Capability to manufacture peptides both via synthetic as well as fermentation route basis requirement (Lira, Sema)
- Building capacities in-line with evolving market dynamics
  - Liraglutide: (2023 innovator sales: USD 2.8bn)
- **UK:** Approval received; Commercialization from Q4 FY2024
- **Europe:** DCP Approval received, Filing across various verticals
- **USA:** Application filed
- Entry into major MoW markets including Central and Latin America, AFMET and APAC to be explored through the partnership route
- Semaglutide: (2023 innovator sales: USD 21.2bn)
- USA: DMF Filed
- **MoW** markets and other emerging economies (Market formation to initiate from second half of this decade)
- Advanced economies (End of decade)
- Tirzepatide: (2023 innovator sales: USD 5.3bn)
- Opportunity for the next decade

The Global GLP-1 Market is Evolving Rapidly with Swift Adoption of Approved Drugs for Weight Management

Global GLP-1 Peptides Market (USD bn)

#### Source: Frost & Sullivan

Notes: GLP refers to Glucagon Like Peptides | 1. While 2018 - 2023 represent actual reported innovator sales for GLP-1, CY28 are projections



# Syngene – Well Positioned in The Highly Attractive CRDMO Market

Market trends supportive of long-term industry growth

#### **CRDMO Market Size**

3

# USDbn 211 15% 46 13% 107 165 15% 25 82 2023 2028 CDMO CRO

#### Key market trends supportive of longterm growth

- ✓ Sustained growth in R&D spend by clients
- ✓ Rising demand for outsourcing services
- Increasing preference for integrated service providers through collaborations / partnerships
- Macro factors from U.S. Biosecure Act, U.S. Inflation Reduction Act, potentially have positive impact for Indian companies in medium to long term

With twin engine growth strategy, Syngene well positioned to capture opportunity

Research	Discovery Services	End-to-end discovery and preclinical development capabilities, on a contract basis, including differentiating research technologies and platforms, across many disease areas and therapeutic modalities
	Dedicated Centers	Continue to build our current collaborations with Amgen, Bristol Myers Squibb (BMS), and Baxter through the dedicated facilities that we run on their behalf. These dedicated research centers constitute a sound base for future planning, offering revenue predictability over the medium to long term, and ensuring stable cash flow.
Development and Manufacturing Services	Small Molecules	Leverage existing capabilities including chemistry, manufacturing, and controls (CMC) solutions and commercial manufacturing services to provide integrated, end-to-end, development and manufacturing solutions to clients
	Large Molecules	Deliver an integrated service including biologics development and manufacturing, creating a one-stop- shop with our ability to span from early drug discovery to commercial manufacturing.



# **3** Syngene – One-stop CRDMO Service Platform

Offering clients integrated services from drug discovery to commercial scale manufacturing

Multi functional state-of-the-art infrastructure facilities & new capabilities across different locations within India to meet strategic partners needs









#### HQ campus at Bengaluru, India

90 Acres (3,64,217 sq. mt) where most of Syngene's capabilities are housed today

#### **Biologics**

Discovery development & manufacturing plant at HQ campus

#### Fully functional R&D Centre

at Genome Valley, Hyderabad, India

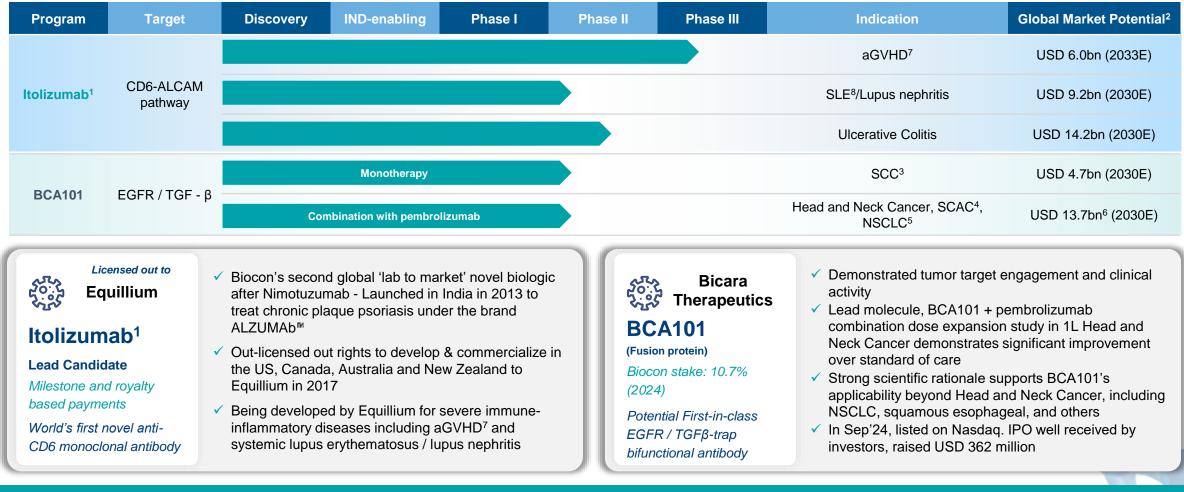
#### Drug substance manufacturing

Commercial manufacturing to support product launch located at Mangalore, India



# **Novel Biologics – Leveraging Biocon's Innovation Heritage**

Discovering potential first-in-class novel therapies in a capital light manner

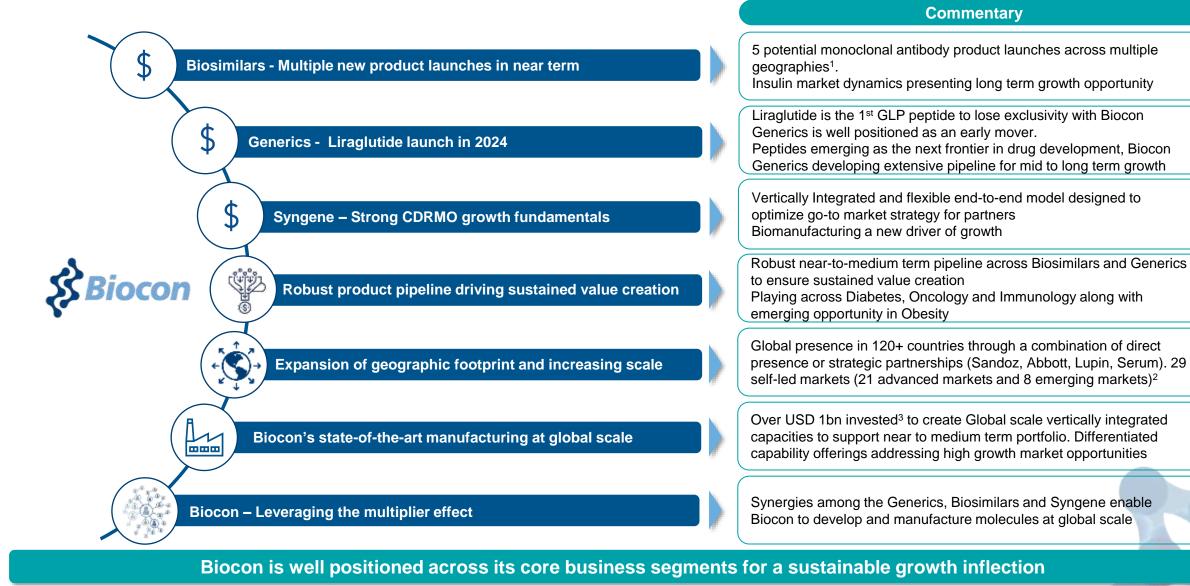


Novel biologics segment supported by its strong R&D capabilities offers significant upside potential for Biocon Limited

Notes: 1. Itolizumab is not under Bicara | 2. Addressable market for the indication | 3. Squamous cell carcinoma | 4. Squamous cell anal cancer | 5. Non-small cell lung cancer | 6. Market size of the Non-small cell lung cancer | 7. Acute Graft-Versus-Host Disease | 8. Systemic lupus erythematosus



### **Biocon - Key Growth Drivers**

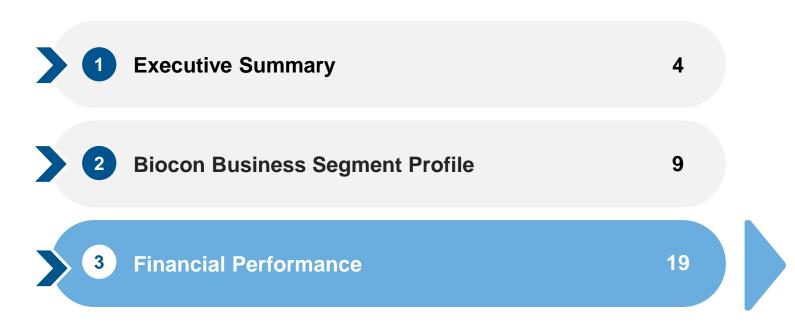


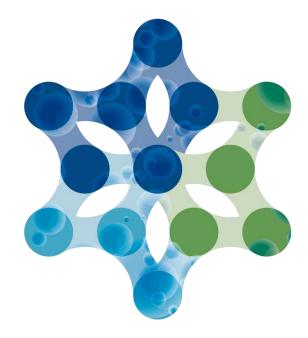
Notes: 1. Subject to regulatory approvals | 2. Global presence for Biocon Biologics | 3. Investments by Biocon Biologics in capex and research & development (R&D)

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# Agenda

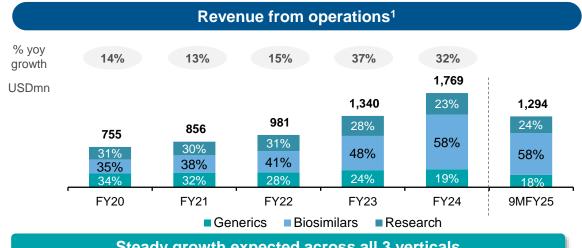




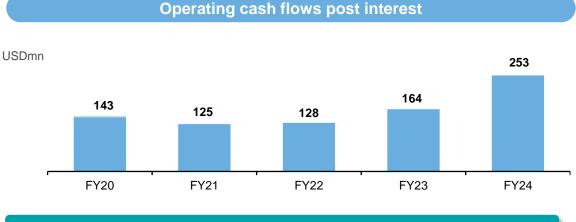
The Multiplier Effect MAXIMIZING VALUE

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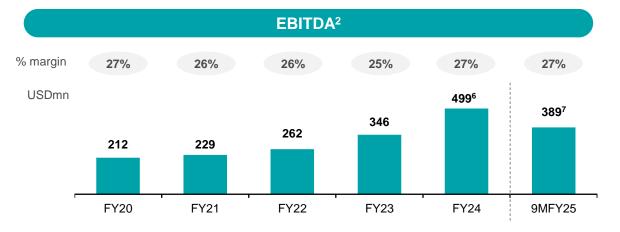
# **Biocon Group - Robust Financial Performance**



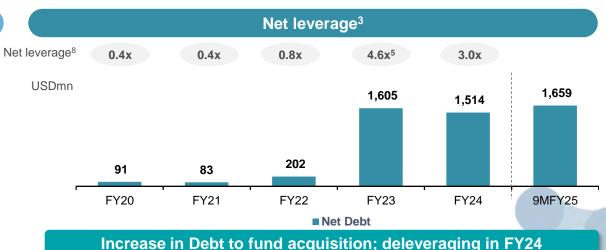
Steady growth expected across all 3 verticals



Robust cash accrual ensuring ample liquidity



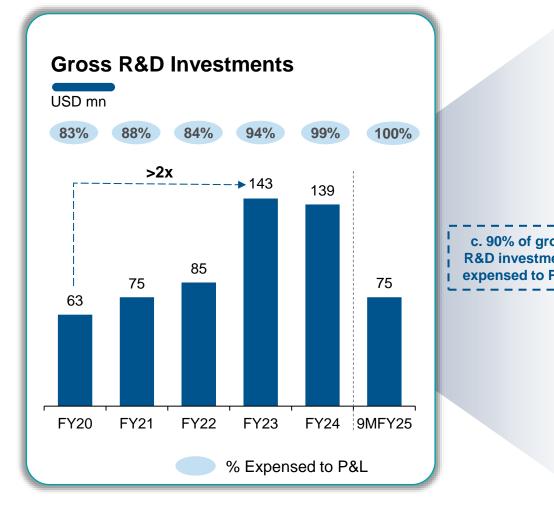
#### Strong EBITDA growth with a healthy margin profile



Notes: 1. Segmental revenue percentages are computed basis aggregate revenue from operations prior to elimination of inter-segment adjustments and other income | 2. EBITDA is Profit before tax plus finance cost, depreciation and amortization and share of loss in JV/Associate, net (Includes other income) | 3. Net Debt includes investment from investors in the nature of optionally convertible / non-convertible instruments | 4. USD/INR = 83.4 used for financial years | 5. Jump in leverage in FY23 due to USD 1.2bn term debt and non-convertible instruments availed for acquisition of Viatris' biosimilars business | 6. FY24 includes gain of \$42 mn from sale of business in relation to immunotherapy and nephrology small molecule formulations and \$63 mn from fair valuation gain and stake dilution gain in Bicara | 7. 9MFY25 include gain of \$127 mn from sale of business in relation to Metabolics, Oncology, and Critical Care products | 8. Leverage computed basis EBITDA and Net debt for each reporting period



## Significant R&D Investments to Drive Next Phase of Growth



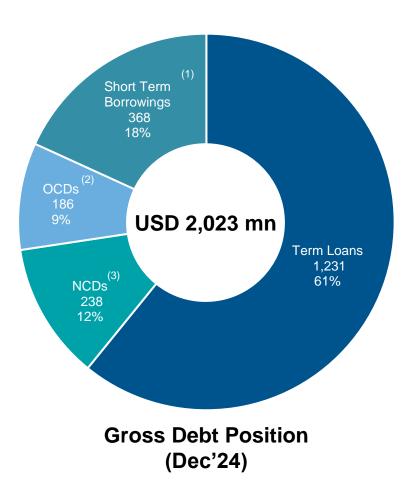
### **R&D Performance Highlights – FY24**

	Bioco	on Limited	Biocon Biologi
Product Launches	5		25
Products in the pipeline	<b>33</b> APIs	50 Generic Formulations	12
Products in our portfolio	<b>75</b> APIs	83 Generic Formulations	20
Regulatory filings	<b>37</b> APIs	<b>38</b> Generic Formulations	42
Regulatory approvals	<b>20</b> APIs	<b>24</b> Generic Formulations	40
R&D investment as % of revenue	8%		10%
			200

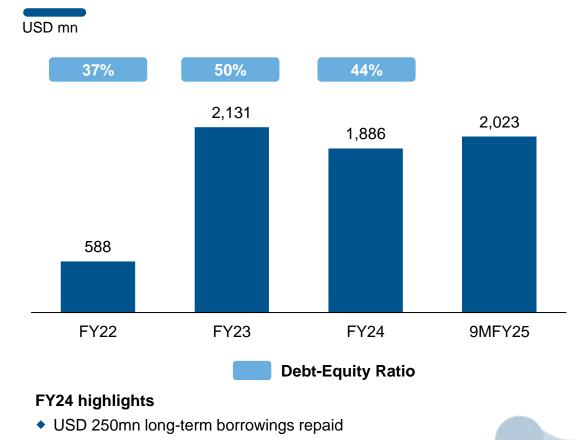
Committed to enabling affordable access to high quality generics and biosimilars globally

Notes: USD/INR = 83.4 used for all financial years | 1. Average R&D investments expensed to P&L between FY20 to FY24

### **Biocon – Group Debt Position**



#### **Gross Debt Over the Years**

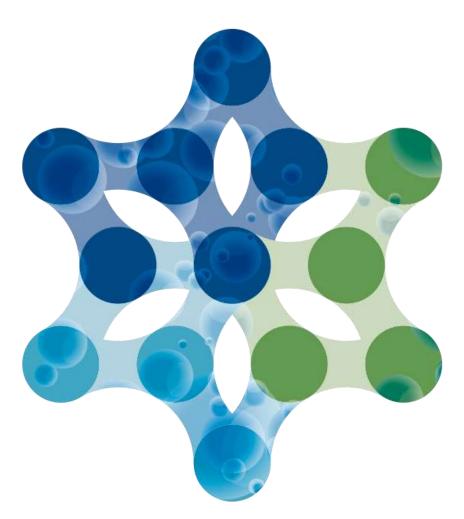


• USD 150mn mezzanine finance in Generics business settled

#### Stated objective to continue deleveraging the business

Note: USD/INR = 83.4 used for all financial years | 1. Excludes current maturities of long-term borrowings | 2. Optionally Convertible Debenture issued to Goldman Sachs issued on Mar 31, 2021, having a tenor of 61 months convertible at any time | 3. Non-convertible debentures

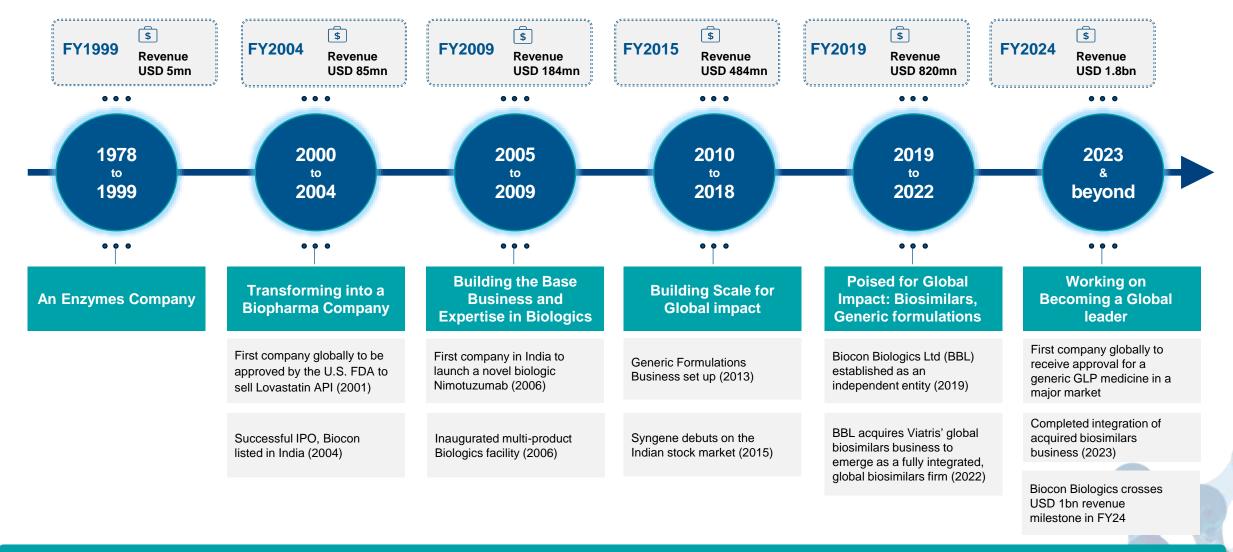
# Appendix



The Multiplier Effect



### **Biocon Through the Years**



Four decades of transforming healthcare with a track record of incubating and successfully scaling new businesses



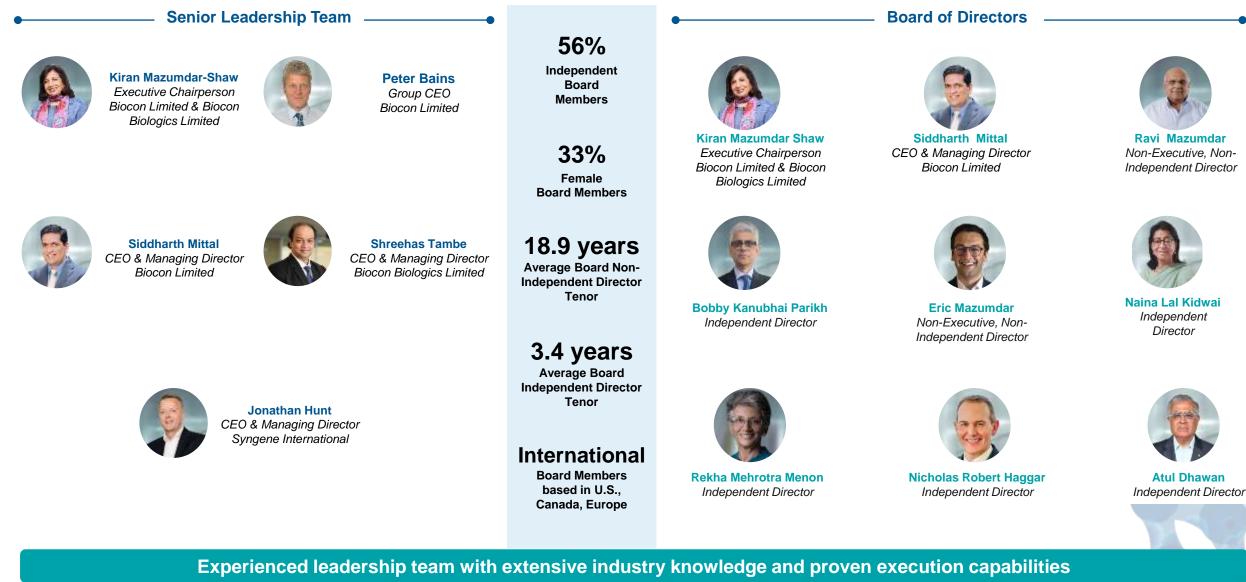
# **Biocon Ownership Organization Structure – Key Subsidiaries**

	Biocon Limited Consolida	atod				Shareholding (De	c 31, 2024)
	Market Cap <sup>1</sup> : USD 5,023 mn Revenue <sup>2</sup> (9MFY25): USD 1,2			St.	Biocon	19%	■ Promoter
	EBITDA (9MFY25): USD 389 r			N.		20% 61%	Institutions
	Total Debt (Dec 31, 2024): US						Others
	Cash <sup>3</sup> (Dec 31, 2024): USD 36	64 mn		88.5% (Dec 31, 2024) c.70.2% on a fully diluted basis <sup>4</sup>	52.5% (Dec	_ · · ↓	
			Biocon	Biologics		Syngene	
Re	venue² (FY24A)		USD 1,0	58 mn		USD 418 mn	
EB	ITDA (FY24A)		USD 26	62 mn		USD 132 mn	
Ма	rket Cap <sup>1</sup>					USD 3,470 mn	
То	tal Debt (Dec 31st, 2024)		USD 1,6	641 mn		USD 19 mn	
Са	sh³ (Dec 31, 2024)		USD 20	09 mn		USD 117 mn	
	areholding ec 31, 2024)		21% 1%	<ul><li>Biocon Limited</li><li>Institutional</li><li>Others</li></ul>		10% 37% 53%	<ul><li>Biocon Limited</li><li>Institutions</li><li>Others</li></ul>

Diversified enterprise driving greater health equity through a differentiated and well-balanced portfolio



# **Biocon - Senior Management and Board of Directors**

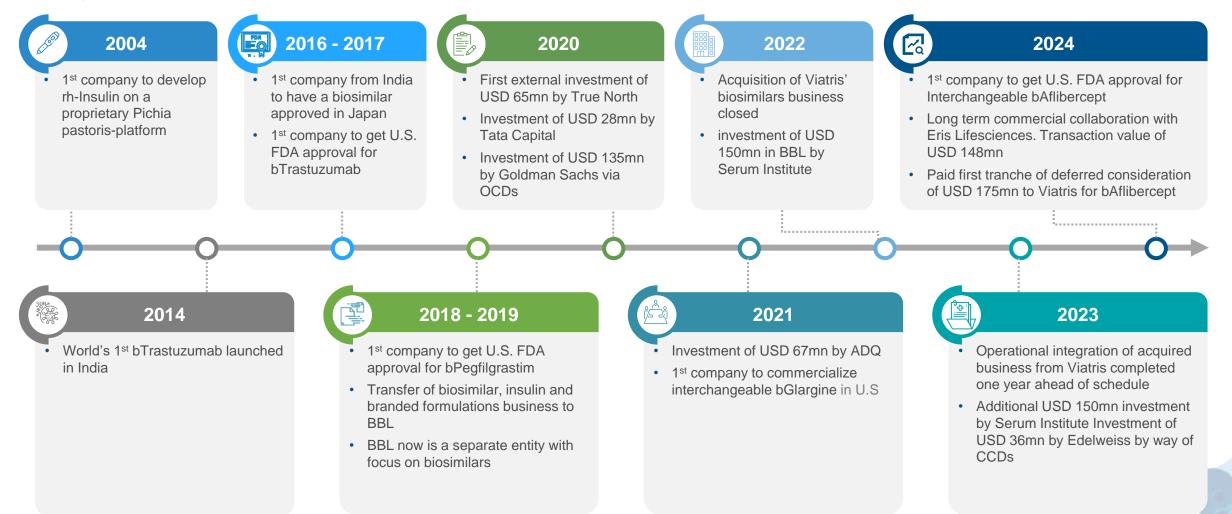


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### **Evolution of Biosimilars Platform**

**Journey of Biocon's Biosimilars Business** 



BBL established as a dedicated biosimilars platform to drive growth through focused strategic initiatives



# Proven R&D Capabilities Backed by Cutting-edge Science and Technology

Strong R&D resources built upon a 40+ year legacy of cutting-edge science and technology platform



Invested > USD 1bn in biosimilars ahead of its peers to build expertise across multiple platforms and a differentiated portfolio including insulins, mAbs and fusion proteins

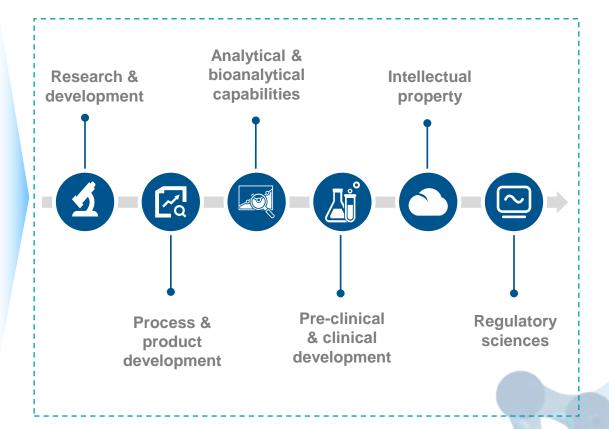


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- In-house R&D, clinical and regulatory capabilities to develop high precision biosimilars for global markets
- Strong R&D team with 2 R&D facilities and diverse global talent pool of c.490 employees translating to 390+ patents obtained
- Continued investments in R&D is a key driver of long-term business growth



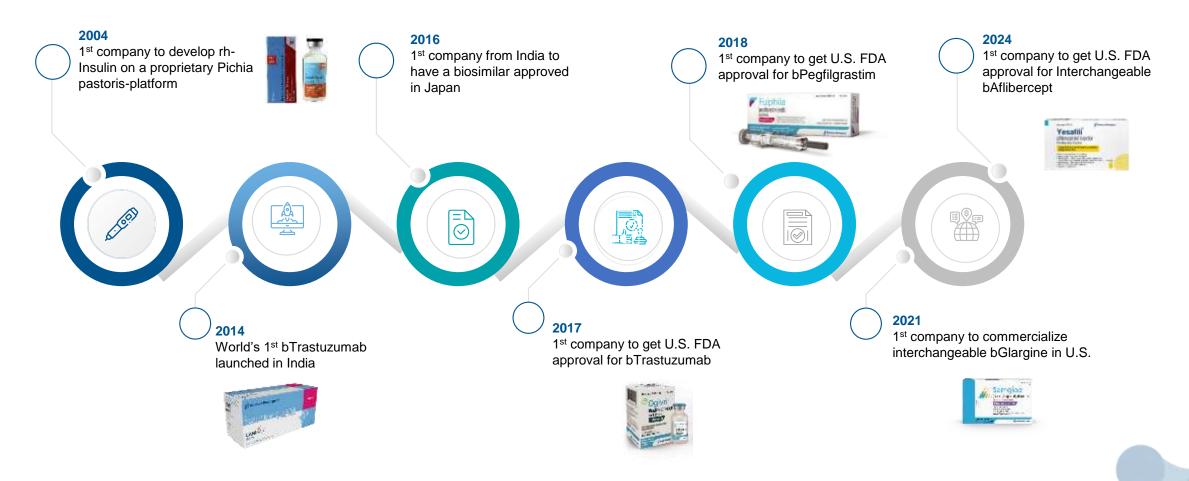
End-to-end in-house R&D capabilities from early development through to regulatory affairs



Validated end-to-end in-house R&D platform backed by world-class infrastructure and cutting-edge science & technology platform



## **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



# **Biosimilars - Strong Pipeline Assets in Strategically Focused Therapeutic Areas**

Robust in-house R&D capabilities with a pipeline of 4 late-stage and 9 early-stage assets coupled with 390+ patents globally

Ophthalmology	Immunology	Bone health / Oncology		
Aflibercept – approved in US, CA, EU and UK • Originator drugs: Regeneron/Bayer Eylea • Peak sales: c.USD10bn • Indications: 5 indications including Age-	<ul> <li>Ustekinumab - filed in US, EU, CA &amp; JP</li> <li>Originator drugs: J&amp;J Stelara</li> <li>Peak sales: c.USD11bn</li> <li>Indications: Psoriasis (PsO), Psoriatic</li> </ul>	<ul> <li>Denosumab – global phase III</li> <li>Originator drugs: Amgen Prolia/Xgeva</li> <li>Peak sales: c.USD7bn</li> <li>Indications: Prolia – Osteoporosis, Xgeva -</li> </ul>	(A) Oncology	<b>2 undisclosed assets</b> in the pre-clinical stage
<ul> <li>Related Macular Degeneration (nAMD)</li> <li>MoA: VEGF inhibitor</li> <li>Expected launch time: 2025 in Canada<sup>1</sup></li> </ul>	<ul> <li>Arthritis (PsA), Crohn's Disease (CD), Ulcerative Colitis (UC)</li> <li>MoA: IL-12/23 inhibitor</li> <li>Expected launch time: 2025 in US<sup>1</sup></li> </ul>	<ul> <li>prevention of skeletal-related events of multiple myeloma and bone metastases from solid tumors</li> <li>MoA: RANKL inhibitor</li> </ul>	Immunology	<b>3 undisclosed assets</b> in the pre-clinical stage
Oncology	Oncology	Diabetes		1 undisclosed asset + the Glargine U300
Pertuzumab – global phase III	Bevacizumab	Insulin Aspart		insulin in the
	Originator druggi Dasha Avastin		Diabetes	pre-clinical stage
<ul> <li>Originator drugs: Roche Perjeta</li> <li>Peak sales: c.USD4bn</li> </ul>	<ul> <li>Originator drugs: Roche Avastin</li> <li>Peak sales: c.USD7bn</li> </ul>	<ul> <li>Originator drugs: Novo Nordisk Novolog</li> <li>Peak sales: c.USD3bn</li> </ul>	Diabetes	pre-clinical stage
		Originator drugs: Novo Nordisk Novolog	Diabetes	<b>1 undisclosed asset</b> in the pre-clinical stage



# USD 3B+ acquisition to build fully integrated global capabilities

India

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



Transformational acquisition completed in November 2022





Builds on a decade long strategic partnership

One of the largest outbound pharma deals from



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



Manufacturing

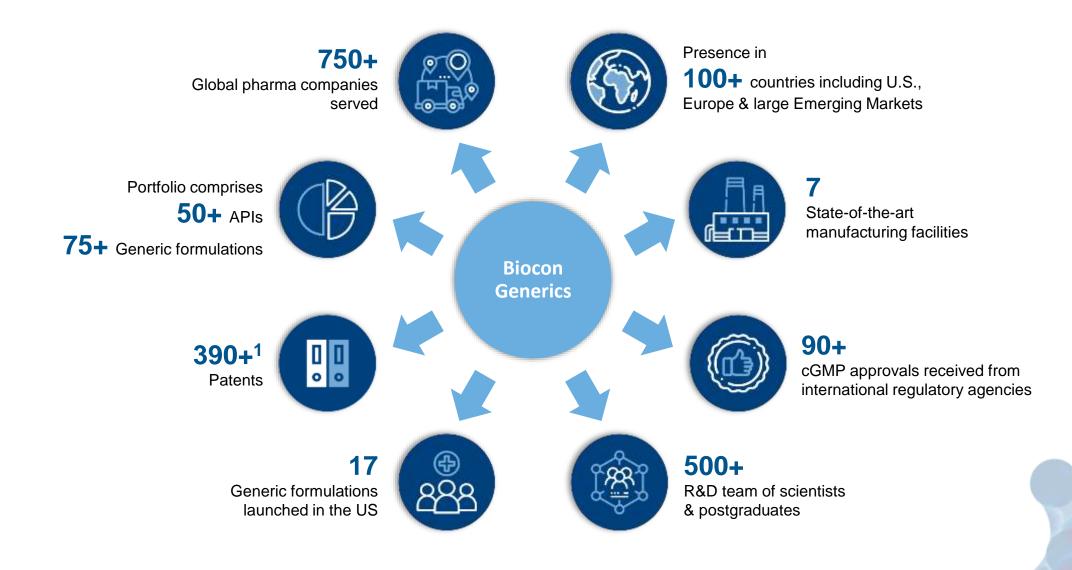


One of the Top 5 Global Biosimilars players

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



# **Generics – Snapshot of Key Metrics**





# **Generics – Key APIs and Formulations Portfolio**

APIs\*

herapeutic Area4	Molecule	Therapeutic Area	Molecule
	Apixaban		Tacrolimus
	Atorvastatin	-	Mycophenolate Mofetil
	Dabigatran	Immunosuppressants	Mycophenolate Sodium
	Fluvastatin	ininunosuppressants	Everolimus
		-	Sirolimus
	Ivabradine	_	Pimecrolimus
Cardiovascular	Pravastatin	_	Dasatinib
	Rivaroxaban	Oncelerv	Everolimus
	Rosuvastatin	Oncology	Lenalidomide
	Simvastatin		Cabozantinib
	Lovastatin	-	Micafungin
	Sacubitril	Anti-fungal	Anidulafungin
		-	Posaconazole
	Liraglutide	_	Fingolimod
	Semaglutide	Multiple Sclerosis	Glatiramer Acetate
	Dapagliflozin		Teriflunomide
	Empagliflozin		Orlistat
Anti-Diabetics	Linagliptin	-	Ticagrelor
	Repaglinide	Others	Deferasirox
			Brinzolamide
	Sitagliptin	-	Mirabegron
	Vildagliptin		Lurasidone

Formula	ations	Launched Approved			
Therapeutic Area	Molecule	US	Dev Markets: ex-US	MoW <sup>1</sup>	
	Rosuvastatin Calcium		UK, EU <sup>\$</sup>		
	Simvastatin				
	Atorvastatin				
0	Pravastatin				
Cardiovascular	Labetalol HCI				
	Dabigatran		UK, EU <sup>\$</sup>		
	Prazosin				
	Rivaroxaban		UK, EU <sup>\$</sup>		
Oncology	Everolimus		EU\$		
	Pemetrexed	ТА			
	Lenalidomide	ТА	UK, EU <sup>\$</sup>		
	Dasatinib	ТА			
	Tacrolimus				
nmunosuppressants	Mycophenolic Sodium				
	Fingolimod		UK, EU <sup>\$</sup>		
Multiple Sclerosis	Teriflunomide				
-	Dimethyl Fumarate		UK, EU <sup>\$</sup>		
	Liothyronin (Hypothyroidism)				
	Liraglutide (Anti-diabetic & Anti-Obesity)		UK		
	Aminocaproic acid Tablet & Oral Sol. (Antifibrinolytic)				
	Dapagliflozin (Anti Diabetic)	ТА			
	Esomeprazole DR (GI)				
	Dorzolamide (Ophthalmic)				
Others	Dorzolamide Timolol (Ophthalmic)				
Others	Posaconazole (Anti-Fungal)		UK, EU <sup>\$</sup>		
	Micafungin (Anti-Fungal)		UK, EU <sup>\$</sup>		
	Nitrofurantoin (Anti-Fungal)				
	Famotidine (GI)				
	Triamterene (Hypertension)				
	Vigabatrin Tablet & Oral Sol. (CNS)				
	Oxcarbazepine (CNS)				

Robust portfolio across multiple therapeutic areas driving significant commercial success



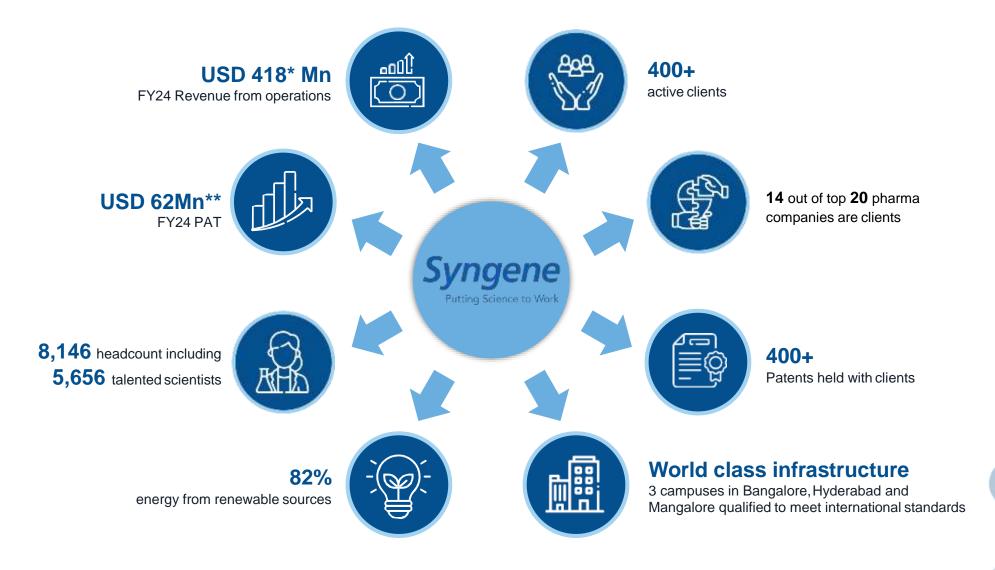
# **Robust portfolio of 20 products**

Addressing a market opportunity of USD 160B+

	• Approved	Late Stage —	Early Stage —	
🕺 Oncology	<ul><li>Pegfilgrastim</li><li>Trastuzumab</li><li>Bevacizumab</li></ul>	<ul><li>Denosumab</li><li>Pertuzumab</li></ul>	1 undisclosed	2 R&D sites
Immunology	<ul><li>Adalimumab</li><li>Etanercept</li><li>Ustekinumab</li></ul>		3 undisclosed	
Diabetes	<ul><li>Glargine U100</li><li>Aspart</li><li>rh-Insulin</li></ul>		<ul><li>Glargine U300</li><li>1 undisclosed</li></ul>	300+ Active patents
Bone Health		Oenosumab		
Ophthalmology	Aflibercept			
Others			1 undisclosed	~500 Scientists

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

# **Syngene – Snapshot of Key Metrics**



SBiocon

# Syngene – One-stop CRDMO Service Platform

Long-term relationships and experience with top-notch clientele

Servicing 400+ clients across subsectors, ranging from biotechs to large pharma players - Served 14 of global top 20 pharmas

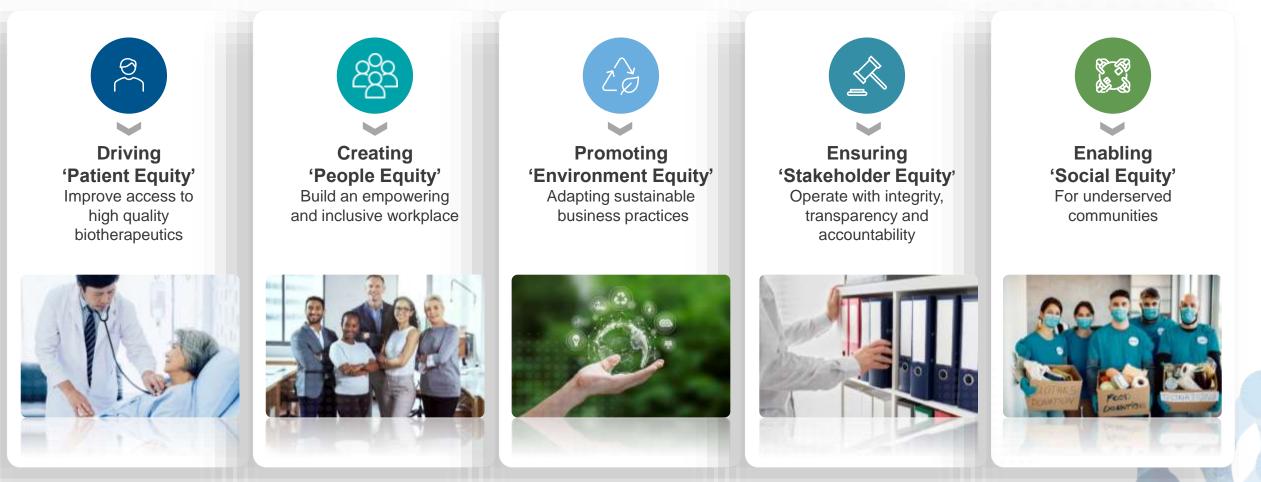
Error Large & Mid-sized BioPharma	Emerging BioPharma (EBP)	AgroChem ······	Chemicals/Polymers
			Bausch & Lomb
Amgen	Albireo	FMC	Beiersdorf
Bristol Myers Squibb	Amphista Therapeutics	Dow Agrosciences	Kraton
Boehringer Ingelheim	Asceneuron		Essilor
Baxter	C4 Therapeutics	<u>,</u>	
GlaxoSmith Kline	Genmab	Animal Health	Consumer Products
Merck	Idorsia	Zoetis	Givaudan
Novartis	PharmAust	Merck	Unilever
Sanofi	Saniona	Elanco	Purina
		<u></u>	

Multi-year contracts resulting in customer stickiness and steady cash flow generation



### **ESG: Going Beyond Financials to Have a Positive Impact**

Committed to Managing Performance and Improving Outcomes



By integrating ESG principles into our strategy & operations, we seek to ensure the well being of our stakeholders and the wider ecosystem



# **Recognition of ESG Initiatives**

	S&P Global CSA	Recognized among <b>World's Most Sustainable Companies, ESG score improved to 69</b> from 63 in 2024 S&P Global Assessment.
ESG Efforts Being Recognized Globally	Dow Jones Sustainability Indexes	Part of Emerging Markets Index & 2024 Sustainability Yearbook
	CDP	CDP scores 'A' for Supplier Engagement, 'B' for Climate Change and 'C' for Water Security in 2023
	● Ecovadis	Ecovadis - Secured 'Silver' place and improved score to 70 in 2023
	● United Nations Global Compact	Member of UNGC, the world's largest Corporate Sustainability
	• Science 2024 Top Employer	Ranked <b>#9</b> by Science Magazine – <b>Top Global Pharma &amp; Biotech Employers</b> in 2024 and Voted as the 'Innovative Leader in the Industry' for Over a Decade

Received several accolades and certifications which is testament to the success of our ESG initiatives



# **Biocon Group – EBITDA to PAT Bridge**

USD mn	FY20	FY21	FY22	FY23	FY24	9MFY25
EBITDA	212	229	262	346	499	389
Less: Interest & finance charges	8	7	8	50	117	82
Less: Depreciation & Amortization	66	86	98	133	188	149
Share of loss in JV/Associate, net	0	9	25	20	10	0
PBT before exceptional item	138	126	131	143	184	158
Add: Exceptional Items, net <sup>1</sup>	5	2	(13)	(35)	(1)	9
PBT	142	128	118	108	183	167
Less: Taxes <sup>2</sup>	38	27	25	30	27	51
Net Profit before Minority Interest	104	101	93	77	156	116
Less: Minority Interest <sup>3</sup>	15	13	15	22	33	36
Net Profit for the period	90	89	78	56	123	80