



**Biocon Limited**

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BIO/SECL/SP/2024-25/94

September 23, 2024

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

Dear Sir/Madam,

**Subject: Corporate Presentation**

With reference to the captioned subject, please find enclosed the Corporate Presentation of Biocon Biologics Limited, being a material subsidiary of Biocon Limited (the Company) 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 [www.biocon.com](http://www.biocon.com).

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



# **Corporate Presentation**

## **Biocon Biologics Limited**

*September 2024*

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# Agenda



- 1** Group Overview – Biocon Limited **5**
- 2** Industry Overview – Biologics and Biosimilars **9**
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# Biocon Group at a Glance

**120+**

Countries where Biocon products are available<sup>1</sup>

**100+**

cGMP approvals from International regulatory agencies

**1,700+**

Patents<sup>1</sup>

**8**

Manufacturing units<sup>1</sup>

**14 of Top 20**

Pharma companies served by service portfolio<sup>1</sup>

- ◆ Founded in 1978 and headquartered in Bangalore, India
- ◆ Listed in 2004 with a current market cap of USD 5.3bn<sup>2</sup>
- ◆ One of the first, fully integrated global biopharmaceutical companies out of India
- ◆ Cutting-edge science, large scale manufacturing capacity and global commercial footprint allows Biocon Limited (“Biocon”) to make lifesaving medicines accessible to patients worldwide



**Biocon Park, Bangalore**

## Creating strength through diversification and synergies



**Generics:** Ensuring access through quality, affordability and reliability



**Biosimilars:** Global leading fully vertically integrated biosimilar company

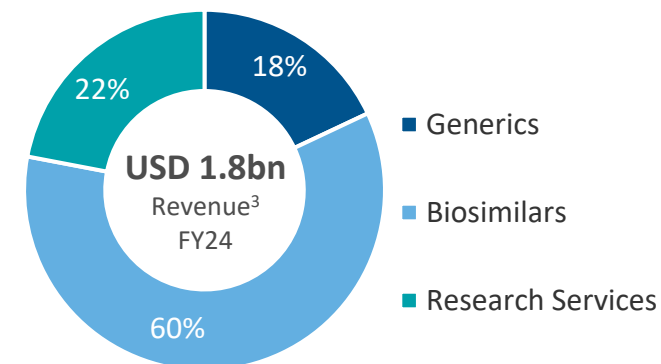


**Research Services:** Partnering to deliver innovative scientific solutions



**Novels:** Pushing scientific boundaries to deliver impactful innovations

## Segment split



**Global biopharmaceutical industry leader with diversified business offerings**

# Leading Global Pharmaceutical Company

Has well-diversified operations and vertically integrated capabilities



Market cap of c. USD 5.3bn<sup>7</sup>

<b>Biosimilars</b>	<b>Generics</b>	<b>Research Services</b>	<b>Novel Biologics</b>
<p>Expanding access through innovative, inclusive healthcare solutions</p>	<p>Ensuring access through quality, affordability, reliability</p>	<p>Partnering to deliver innovative scientific solutions</p> <p>Market cap of c.USD 4.4bn<sup>7</sup></p>	<p>Pushing scientific boundaries to deliver impactful innovations</p> <p>Market cap of c.USD 1.4bn<sup>8</sup></p>
<p><b>60% of FY24 total revenue<sup>1</sup></b></p>	<p><b>18% of FY24 total revenue<sup>1</sup></b></p>	<p><b>22% of FY24 total revenue<sup>1</sup></b></p>	<p><b>Pre-revenue</b></p>
<ul style="list-style-type: none"> <li>◆ End-to-end capabilities spanning R&amp;D, manufacturing and commercialization</li> <li>◆ Strong presence in both advanced and emerging markets – 120+ countries</li> <li>◆ Comprehensive industry leading portfolio of 20 biosimilars</li> </ul>	<ul style="list-style-type: none"> <li>◆ Leadership in fermentation-based APIs<sup>2</sup> and complex generic formulations</li> <li>◆ Serve 750+ pharmaceutical companies with a portfolio of 50+ APIs and 60+ generic formulations</li> <li>◆ Fully vertically integrated player in generic formulations</li> </ul>	<ul style="list-style-type: none"> <li>◆ A global CRO<sup>6</sup> and CDMO<sup>6</sup> offering integrated solutions</li> <li>◆ Working with 400+ clients including 14 of the top 20 pharmaceutical companies</li> <li>◆ Operating in-line with the highest global quality standards across the value chain from R&amp;D to manufacturing</li> </ul>	<ul style="list-style-type: none"> <li>◆ Addresses unmet needs in oncology through precision immunotherapy</li> <li>◆ Differentiated pipeline in immunology with expansions into new indications</li> <li>◆ BCA101 as the first-in-class EGFR<sup>3</sup> / TGFβ-trap<sup>4</sup> bi-functional antibody currently in FDA phase II for treatment of cSCC<sup>5</sup> as monotherapy</li> </ul>

From pipeline to production, drug discovery to drug delivery, Biocon has an integrated offering delivering affordable healthcare products and differentiated services

Sources: Public information

Notes: 1. Total revenue from operations, 2. Active pharmaceutical ingredients, 3. Epidermal growth factor, 4. TGF-β — a signaling molecule that promotes tumor growth in the presence of EGFR, 5. Cutaneous squamous cell carcinoma, 6. Contract research organization / Contract development and manufacturing organization, 7. Market Cap as of 20 Sep 2024, sourced from BSE; 8. Market Cap as of 20 Sep 2024, from NASDAQ. Biocon Ltd has a 10% stake in Bicara Therapeutics

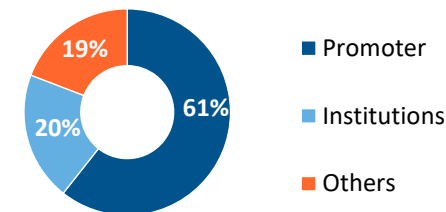


# Biocon Ownership Organization Structure

**Biocon Limited Consolidated**  
**Market Cap<sup>1</sup>:** USD 5,262mn  
**Revenue<sup>2</sup> (FY24):** USD 1,769mn  
**EBITDA (FY24):** USD 499mn  
**Total Debt<sup>3</sup> (June 30, 2024):** USD 1,487mn  
**Cash<sup>4</sup> (June 30, 2024):** USD 355mn



Shareholding (June 30, 2024)



88.7%<sup>6</sup> (June 30, 2024)



54.5% (June 30, 2024)



<b>Revenue<sup>2</sup> (FY24)</b>	USD 1,058mn	USD 418mn																
<b>EBITDA (FY24)</b>	USD 263mn	USD 132mn																
<b>Market Cap<sup>1</sup></b>	--	USD 4,389mn																
<b>Total Debt<sup>3</sup> (June 30, 2024)</b>	USD 1,396mn	USD 17mn																
<b>Cash<sup>4</sup> (June 30, 2024)</b>	USD 188mn	USD 125mn																
<b>Shareholding (June 30, 2024)</b>	<table border="1"> <thead> <tr> <th>Category</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>Biocon Limited</td> <td>89%</td> </tr> <tr> <td>Non-institution</td> <td>8%</td> </tr> <tr> <td>Others</td> <td>3%</td> </tr> </tbody> </table>	Category	Percentage	Biocon Limited	89%	Non-institution	8%	Others	3%	<table border="1"> <thead> <tr> <th>Category</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>Biocon Limited</td> <td>55%</td> </tr> <tr> <td>Institutions</td> <td>37%</td> </tr> <tr> <td>Others</td> <td>8%</td> </tr> </tbody> </table>	Category	Percentage	Biocon Limited	55%	Institutions	37%	Others	8%
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Diversified biopharmaceuticals group driving greater health equity through a differentiated and well-balanced portfolio

**Notes:**

1. As of 20 Sep 2024, sourced from BSE
2. Annual Revenue from operations for full year
3. Excluding leases and structured instruments including OCDs, CCDs and NCRPS
4. Including bank balances
5. Revenue and EBITDA for both BL and BBL on reported basis
6. ~70% on fully diluted basis

# Agenda

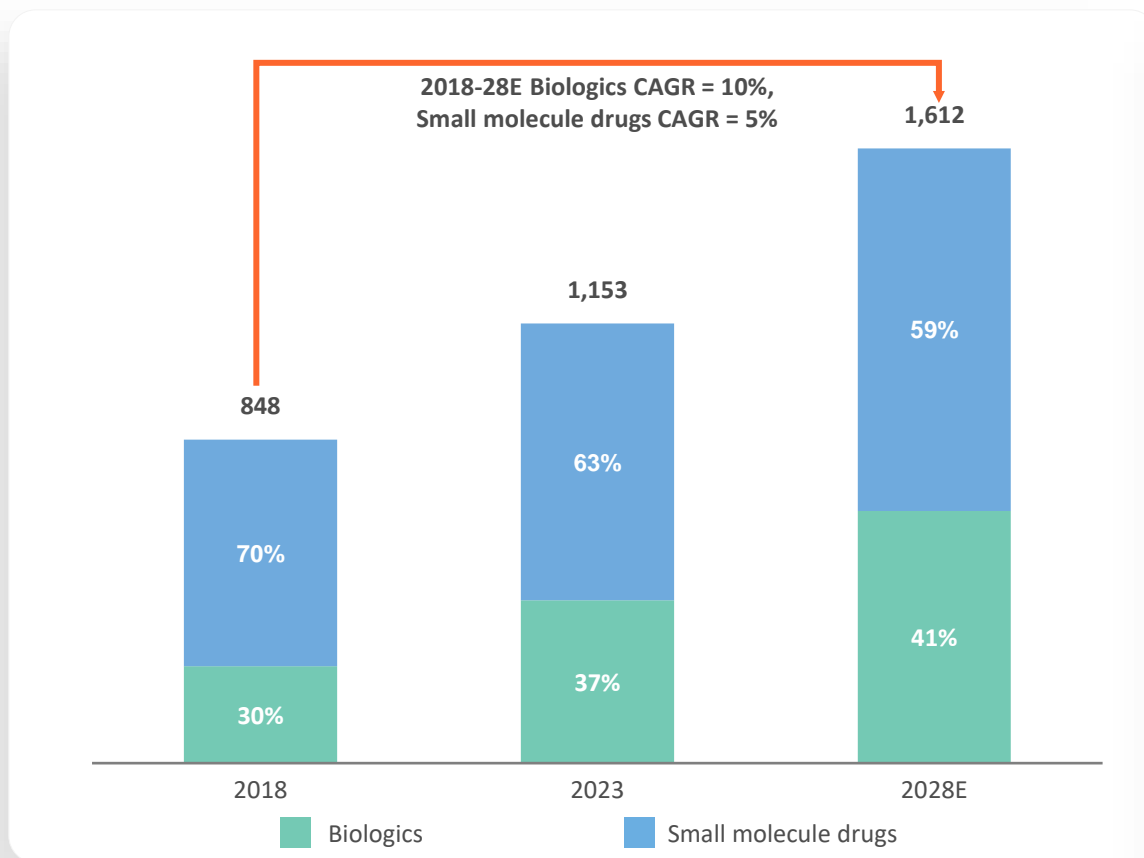


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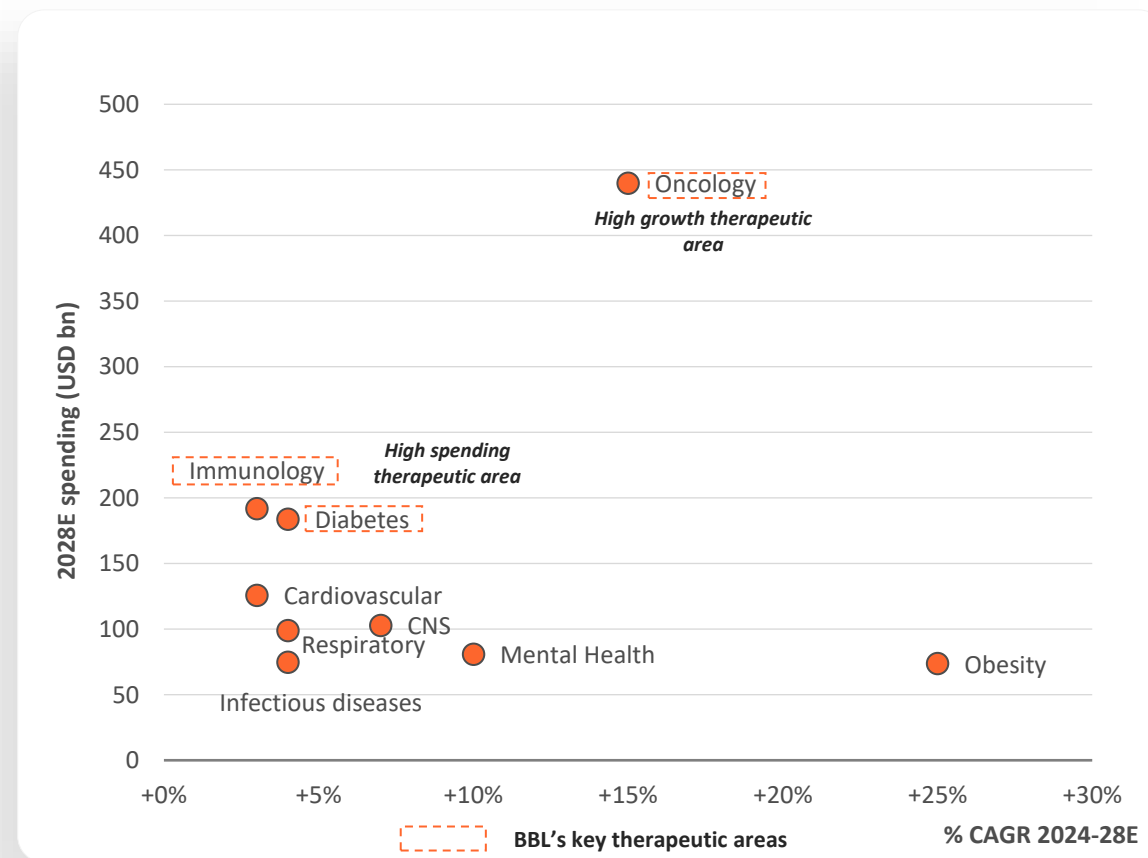
# Global Pharmaceutical Market Overview

Steadily growing global pharmaceutical market with biologics representing an increasing share

## Global pharmaceutical market size<sup>1</sup> (USD bn)



## Top global therapeutic areas by projected global spending

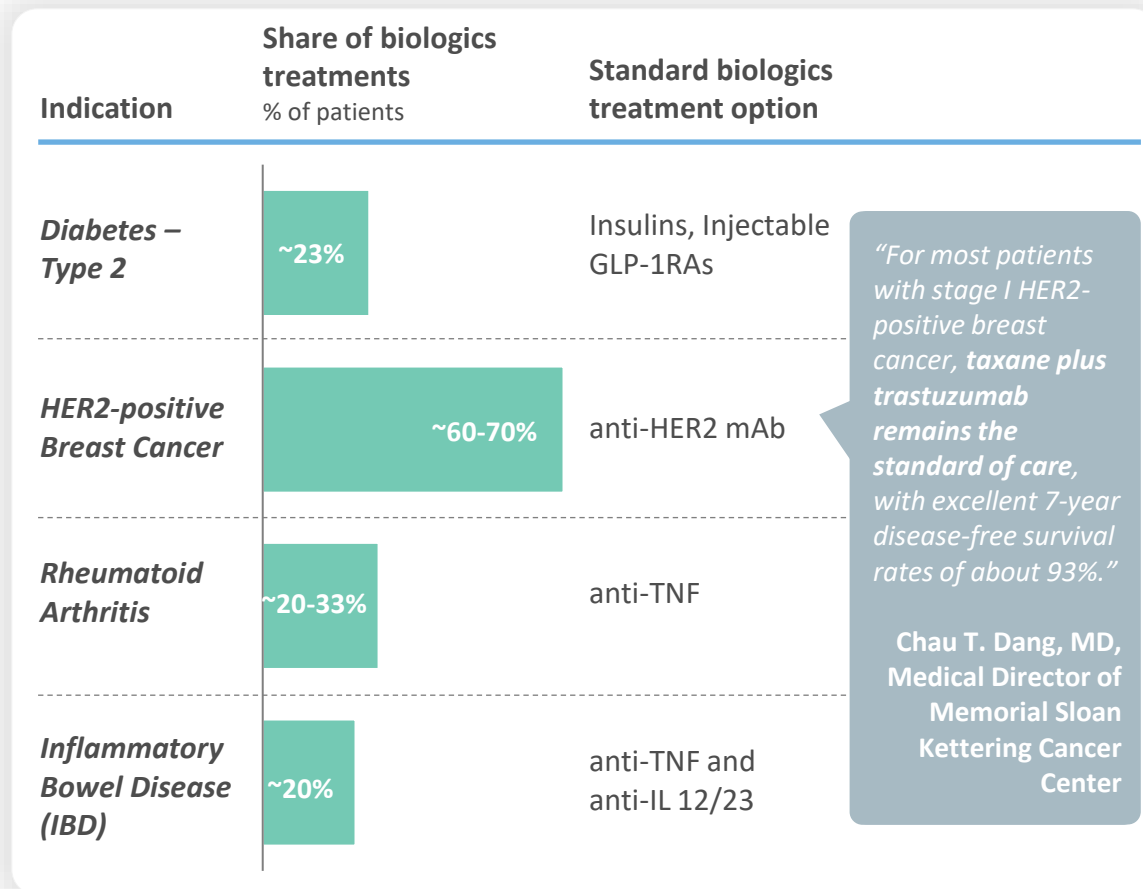


Oncology, Immunology and Diabetes are the therapeutic areas with the highest expected spending and hence largest commercial opportunities

Notes: 1. Sources: Evaluate Pharma, Frost & Sullivan; 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 are a Major Component of the Global Pharmaceutical Market

## Use of Biologics in Key Therapeutic Areas<sup>1</sup>



Share of biologic treatments is increasing in several key indications within the top 3 therapeutic areas

## Upcoming Biosimilar Opportunities For Key Molecules<sup>2</sup>

Molecule	Brand Name	Therapeutic areas	Peak sales (USD bn)
Pembrolizumab	Keytruda	Oncology	32
Nivolumab	Opdivo	Oncology	13
Ustekinumab	Stelara	Immunology	11
Aflibercept	Eylea	Ophthalmology	10
Secukinumab	Cosentyx	Immunology	7
Dulaglutide	Trulicity	Anti-Diabetic	7
Denosumab	Prolia	Musculoskeletal	5
Denosumab	Xgeva	Musculoskeletal	4
Pertuzumab	Perjeta	Oncology	3
Golimumab	Simponi	Immunology	2
Certolizumab Pegol	Cimzia	Immunology	2
Ipilimumab	Yervoy	Oncology	2
Ado-Trastuzumab Emtansine	Kadcyla	Oncology	2
Mepolizumab	Nucala	Respiratory	2

8 of the top 10 pharmaceuticals sold globally in 2023 are biologics with several going off patent in the near future

1. Sources: Company estimates  
2. Sources: Evaluate Pharma, Frost & Sullivan

# What is a Biosimilar?

## Comparison of biosimilars and generics in development costs and capabilities required

	Biosimilars	Small molecule generics
<b>Definition</b>	◆ Large, complex molecules produced from living organisms that are highly similar to the reference biologic product	◆ Small, chemically synthesized molecules that are identical to the reference product
<b>Expertise &amp; Capabilities</b>	<ul style="list-style-type: none"> <li>◆ Highly specialized skills</li> <li>◆ Experience with complex technological platforms</li> </ul>	◆ Easy to build given limited complexity
<b>Development Spends</b>	◆ ~USD 50-200mn	<ul style="list-style-type: none"> <li>◆ Simple Gx: &lt;USD 1.0mn</li> <li>◆ Complex Gx: ~USD 15-20mn</li> </ul>
<b>Development Timelines</b>	◆ ~6-9 years	◆ ~2-3 years
<b>Clinical Studies</b>	◆ Pharmacokinetic comparison studies in Phase 3 with ~100-500 subjects	◆ Bioequivalence studies in ~20-50 healthy volunteers
<b>Manufacturing Investments</b>	◆ USD 150mn+	<ul style="list-style-type: none"> <li>◆ Simple Gx: ~USD 20-30mn</li> <li>◆ Complex Gx: ~USD 40-50mn</li> </ul>
<b>Price Erosion Trajectory</b>	◆ Typically less steep and more gradual	◆ Typically steeper and faster

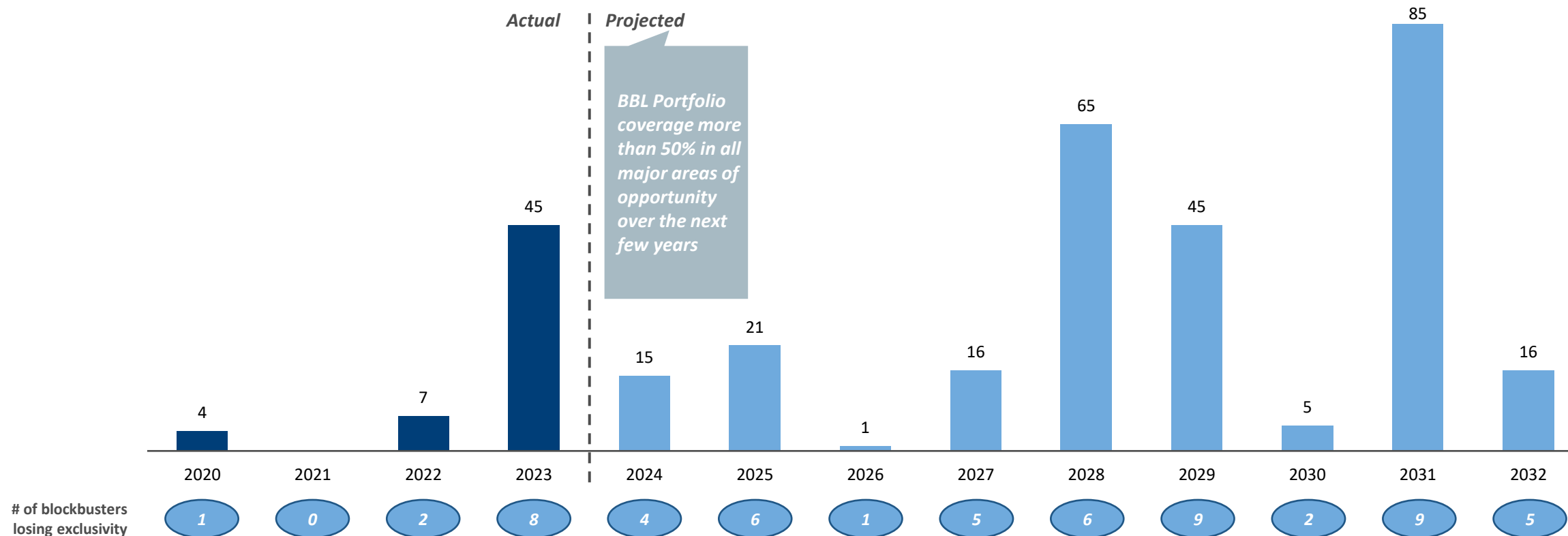
**Biosimilars require significantly more expertise and investments to develop than small molecules which translate to higher entry barriers**

# Biosimilars Opportunity Potential

Vey large opportunity with 45+ blockbusters<sup>1</sup> (est. peak annual sales of ~USD 270 bn) expected to lose exclusivity by 2032

## Cumulative global annual peak sales

USD bn



Total peak sales of blockbusters translate to a cumulative ~USD 270bn opportunity by 2032 with a majority in BBL's portfolio

Sources: Public disclosures

Note: 1. Blockbuster defined as a drug with annual sales of USD1.0bn+ in the peak year; analysis based on timing of US patent expiry

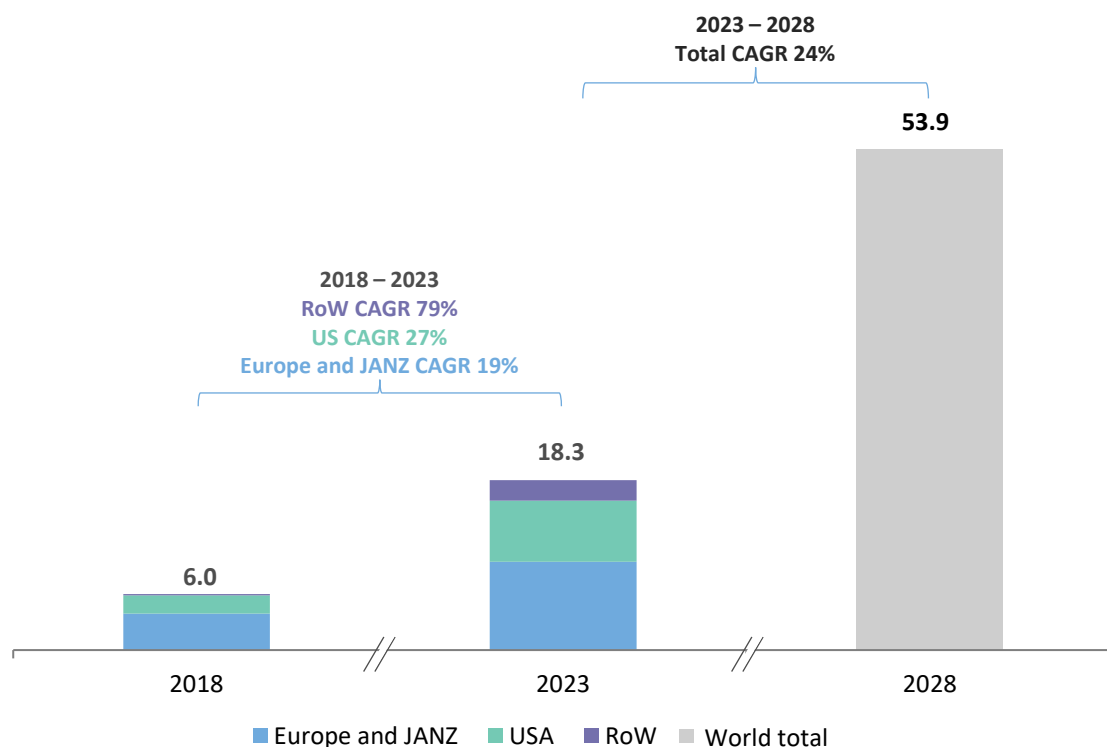


# Global Biosimilars Market Overview

US and Europe continue to be the two largest biosimilars markets across the globe

## Global biosimilars market size

USD bn



## Key growth drivers and trends in the global biosimilars market

- ✓ An abundance of biologics reaching LOEs
- ✓ Increasing incidence levels (e.g., diabetes incidence expected to rise by over 85% between 2024-45)
- ✓ Favorable regulations e.g., UK removing phase 3, EU interchangeability, FDA Modernization Act 2.0
- ✓ Adoption rates starting to hit 60-90%

## Supportive policies and regulations

- Lawmakers Promoting Biosimilars**
  - ✓ FDA pushing for removal of Interchangeability (IC) designation & substitution
  - ✓ Federal Trade Commission sued PBMs in US over insulin pricing and rebates as results in increased prices
  - ✓ US Senate passes bill limiting number of patents a company can assert on a single biologic during litigation
- Inflation Reduction Act**
  - ✓ Authorizes CMS to establish “Maximum Fair Price” for Top10 Part D products for 2026 (no biosimilars)
  - ✓ Closed door negotiations ongoing on selected drugs for 2026

Global biosimilars market is expected to rapidly grow driven by favorable industry tailwinds

Policy and regulation aimed at increasing biosimilar adoption and reducing barriers to entry

# Overview of Competitive Landscape

4 cohorts of peers illustrated – Originators, biosimilar-focused, generics, and R&D-focused peers<sup>(1)</sup>

## Our Originator peers



Remains invested in the business



Dropped early-stage pipeline but leveraging brand portfolio

Global pharma companies with a sizeable biosimilar segment

## Our Biosimilar-focused peers



Acquired Viatrix biosimilars business



Building R&D & manufacturing capabilities in Slovenia



Building up own international commercial presence

Been fully integrating to optimize margins

## Our Generics peers



Extending into biosimilars

## Our R&D-focused peers



Focusing on R&D and partnerships

BBL with its fully integrated capabilities is well positioned to compete with global biosimilar players and win

# Agenda



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# Biocon Biologics at a Glance



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



Global reach in **120+** countries including U.S., Europe and Emerging Markets



**Top 5** global insulin player<sup>2</sup>



**Top 15** in global biomanufacturing capacity<sup>1</sup>



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



Diverse global talent pool of ~**5,000** people



**300+** Active Patents



Portfolio comprises **20** biosimilars



**8** Commercialized Products in Global Markets



**5.5 Mn+** Patients served

Sources:

1. 19th Annual Report and Summary of Biopharmaceutical Manufacturing Capacity and Production, BioPlan Associates 2022; Biocon Analysis  
2. IQVIA 2023; Biocon Analysis

# USD 3bn+ Acquisition of Viatrix' Global Biosimilars Business

One of the largest outbound pharma deals in India

## Sources of Acquisition (USD mn)

Syndicated Term Loan	1,200
Equity Infusion	800
Deferred Consideration (Payable in FY25)	335 <sup>1</sup> <i>Of which USD 160mn remains payable</i>
Compulsorily Convertible Preference Shares	1,000 <sup>1</sup>
<b>Total</b>	<b>3,335</b>

## Transformational deal to create value for all stakeholders



Transformational acquisition completed in November 2022



Builds on a decade long strategic partnership



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

Acquired Capabilities		Emerging Markets	Advanced Markets
Biosimilars Value Chain	Product Development		
	Clinical Trials		
	Regulatory		
	Manufacturing		
	Supply Chain		
	Commercialization		

BBL is now a fully vertically integrated global biosimilars company with presence and capabilities in both Emerging and Advanced Markets

# Leading Biopharma Player with Fully Vertically Integrated Capabilities and Global Footprint



- 1 ✓ Comprehensive portfolio of biosimilars creating well-diversified revenue streams
- 2 ✓ Strong pipeline assets in strategically focused therapeutic areas
- 3 ✓ Proven R&D capabilities backed by cutting-edge science and technology
- 4 ✓ State-of-the-art manufacturing facilities compliant with the highest quality standards
- 5 ✓ Global commercial presence developed via strong in-house team and reputable partnerships
- 6 ✓ Experienced global leadership team with robust execution capabilities and in-depth industry knowledge
- 7 ✓ Robust capital structure with diversified investors & creditors



# 1 Comprehensive Portfolio of Biosimilars Creating Well-diversified Revenue Streams (I)

Diverse portfolio of 8 biosimilars targeting some of the biologics globally

	 Oncology			 Immunology		 Diabetes		
	Commercialized							
Products	bPegfilgrastim	bTrastuzumab <sup>3</sup>	bBevacizumab	bAdalimumab	bEtanercept <sup>4</sup>	Glargine Insulin	Rh-Insulin	Aspart Insulin
Originator / Originator brand	 	 	 	 	 	 	 	 
Originator peak sales (USD bn)	4.7	7.1	7.1	21.2	6.0	6.9	1.4	3.1
Market share in advanced markets	US <sup>1</sup> : 21% EU + JANZ <sup>1</sup> : 5%	US: 18% EU + JANZ: 5%	EU: 3%	EU + JANZ: 6%	-	US: 13% EU + JANZ: 3%	-	-
Addressable market size in the US <sup>2</sup> (USD bn)	1.2	0.8	1.5	12.3	3.7	0.9	0.9	0.7

Strong Oncology, Immunology, and Diabetes Offerings

Sources: IQVIA, Public disclosures

Notes:

1. Q1 CY24 Market Share for US and Europe + Japan, Australia and NZ

2. Full 2023 reported sales; Orig.+BS; ASP\*Eq.SU method used where reported sales are not available

3. Market share data for bTrastuzumab is for IV only

4. Not launched in the US

# 1 Comprehensive Portfolio of Biosimilars Creating Well-diversified Revenue Streams (II)

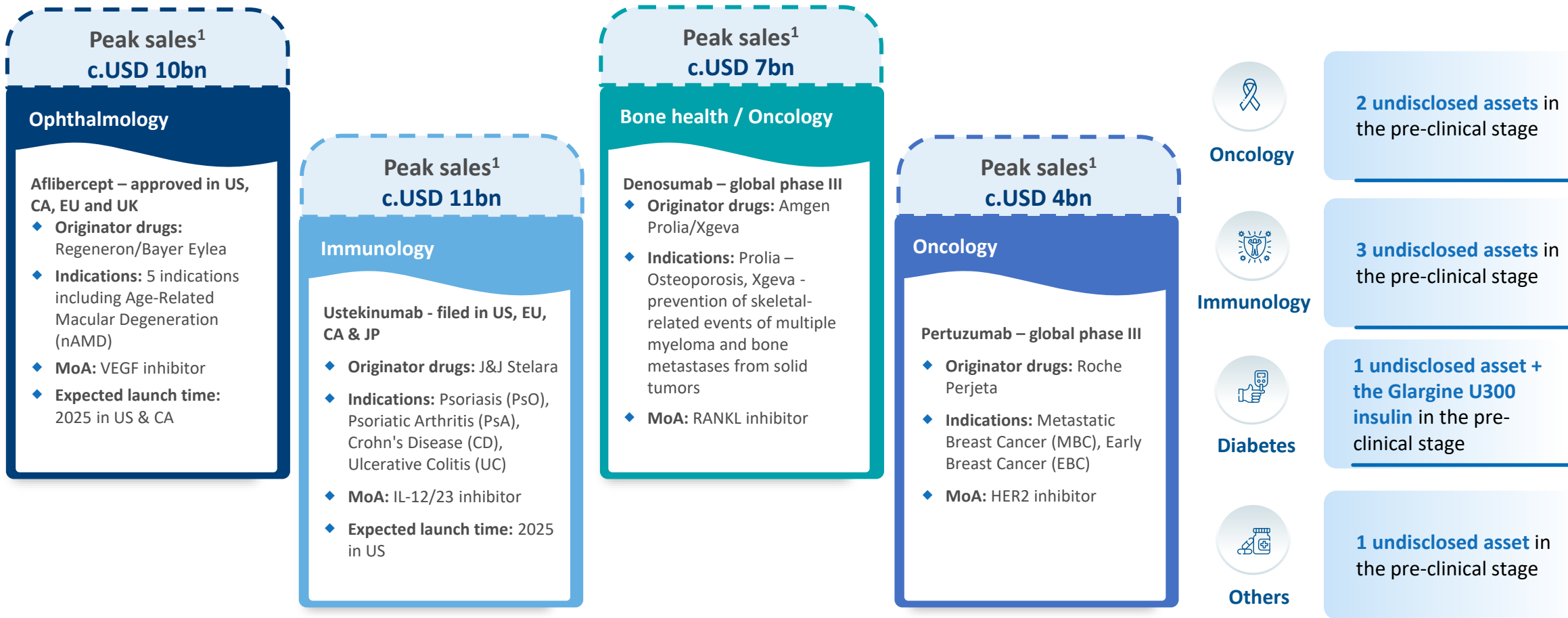
Industry leading portfolio and an early entrant into biosimilars

	Biocon Biologics	<b>SANDOZ</b>	<b>SAMSUNG</b> BIOEPIS	CELLTRION	ORGANON	<b>AMGEN</b>	Pfizer	alvotech
Oncology	Trastuzumab	✓	✓	✓	✓		✓	✓
	Bevacizumab	✓	✓	✓	✓	✓	✓	✓
	Pegfilgrastim	✓	✓			✓		✓
	Filgrastim		✓					✓
	Pertuzumab	✓						
	Rituximab		✓		✓	✓	✓	✓
Immunology	Adalimumab	✓	✓	✓	✓	✓	✓	✓
	Etanercept	✓	✓	✓		✓		
	Infliximab		✓	✓	✓		✓	✓
	Ustekinumab	✓	✓	✓	✓	✓	✓	✓
Ophthalmology	Ranibizumab		✓	✓				
	Aflibercept	✓	✓	✓	✓		✓	✓
Bone health	Denosumab	✓	✓	✓	✓	✓		✓

BBL is uniquely positioned with development and manufacturing capabilities for mAbs<sup>1</sup> and Insulins

## 2 Strong Pipeline Assets in Strategically Focused Therapeutic Areas

Robust in-house R&D capabilities with a pipeline of 4 late-stage and 8 early-stage assets coupled with 300+ active patents globally



4 new product launches are expected in the next few years which will strengthen commercial portfolio offering and drive growth

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

## Continued investment in R&D is key drive of long-term growth

- Invested > USD 1bn in R&D of biosimilars ahead of its peers to build expertise across multiple platforms and a differentiated portfolio - including insulins, mAbs and fusion proteins
- End-to-end 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 ~400 scientists translating to 300+ active patents obtained
- Continued investments in R&D is a key driver of long-term growth

 <b>2</b> R&D sites	 <b>300+</b> Active Patents granted	 <b>20</b> Portfolio products	 <b>9</b> Approved products
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## Achieved many firsts in the global biosimilar space

- 2004** 1<sup>st</sup> company to develop rh-Insulin on a proprietary Pichia pastoris-platform
- 2014** World's 1<sup>st</sup> bTrastuzumab launched in India
- 2016** 1<sup>st</sup> company from India to have a biosimilar approved in Japan
- 2017** 1<sup>st</sup> company to get U.S. FDA approval for bTrastuzumab
- 2018** 1<sup>st</sup> company to get U.S. FDA approval for bPegfilgrastim
- 2021** 1<sup>st</sup> company to commercialize interchangeable bGlargine in U.S
- 2024** 1<sup>st</sup> company to get U.S. FDA<sup>1</sup> approval for Interchangeable bAflibercept

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

Sources: FDA, PMDA  
Notes: 1. Federal Drug Administration

# 4 State-of-the-Art Manufacturing Facilities with the Highest Quality Standards

## State-of-the-art global scale manufacturing facilities



**3**

Manufacturing sites  
(2 India, 1 Malaysia)



**80+**

cGMP approvals from  
25+ regulators  
(incl. FDA & EMA)



**~USD 900mn**

Invested

**300+KL**

Manufacturing capacity  
for drug substance

**100m+ units**

Manufacturing capacity  
for drug products

✓ Digitalization transforming operations and improving data management practices

✓ Quality Maturity Management focus on - Reliability, Consistency and Robustness (Quality By Design)

## Comprehensive manufacturing capabilities

### Drug substance

- ◆ Insulins
- ◆ Monoclonal antibodies
- ◆ Conjugated rProteins

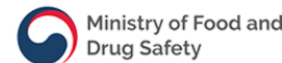
### Drug product

- ◆ Sterile injectables
  - Vials
  - Lyophilized vials
  - Cartridges
  - Pre-filled syringes

### Devices

- ◆ Reusable pens<sup>1</sup>
- ◆ Pre-filled pens

## Certified by global regulatory authorities and committed to the highest quality standards



Global scale manufacturing facilities certified by global regulatory authorities with full suite of capabilities

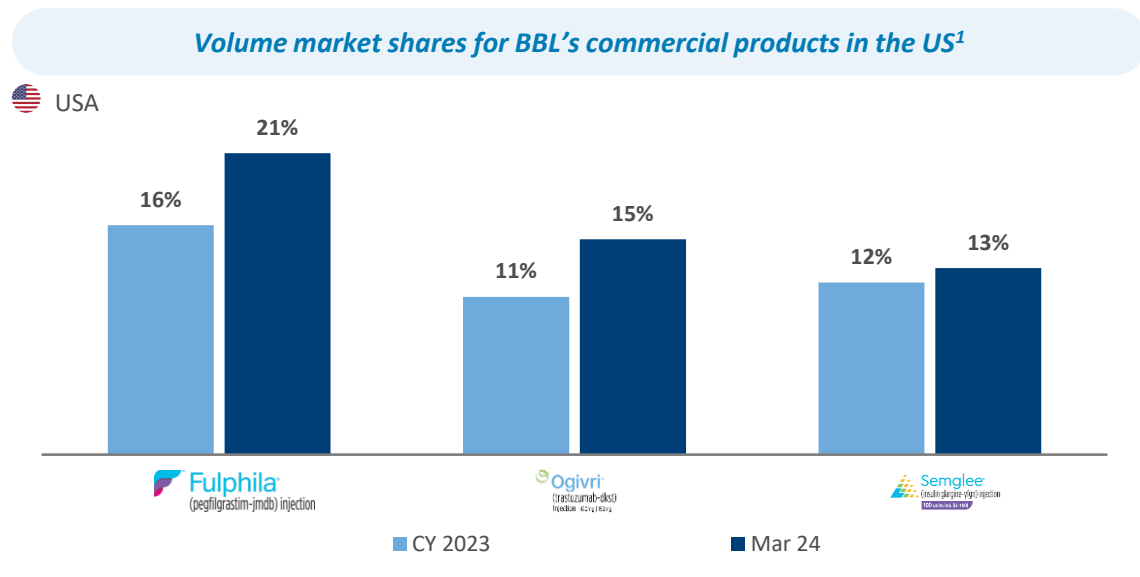
# 5 Global Commercial Presence Developed via Strong In-house Team and Reputable Partnerships

Strong commercial presence and established network of robust partnerships..

<b>Advanced markets</b> 	 <b>21</b> self-led markets	 <b>16</b> partnered markets	 <b>300+</b> employees
	<b>Emerging markets</b> 	 <b>8</b> self-led markets	 <b>75+</b> partnered markets

**Selected Partners**

...leading to significantly improved market position across the World



- ◆ Further expansion into key European markets and JANZ<sup>3</sup> will accelerate growth
- ◆ Strong offtake already in key Emerging Markets e.g. Brazil, Malaysia etc.

Increased market share in key advanced markets is a testimony to BBL's commercial model and efficacy of the Viatrix integration

Notes:  
 1. IQVIA  
 2. Number of employees supporting sales in Emerging Markets  
 3. Japan, Australia and New Zealand



# 6 Global Board of Directors with Diverse Expertise and Experience



**Kiran Mazumdar-Shaw**  
*Executive Chairperson*



**Shreehas Tambe**  
*CEO & MD*



**Arun Chandavarkar**  
*Non-Executive, Non-Independent Director*



**Bobby Parikh**  
*Independent Director*



**Dan Bradbury**  
*Independent Director*



**Peter Piot**  
*Independent Director*



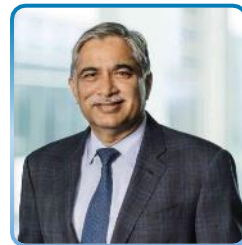
**Nicholas Hagggar**  
*Independent Director*



**Thomas Roberts**  
*Non-Executive Non-Independent Director*



**Nivruti Rai**  
*Independent Director*



**Rajiv Malik**  
*Non-Executive, Non-Independent Director, Nominee Director of Viatrix*

## Key Expertise of the Board

Board Members	Research & Innovation	General Management & Leadership	Finance & Risk Management	Compliance & Governance	Global Healthcare	Technology & Digital Perspective	Scientific Knowledge
Kiran Mazumdar-Shaw	●	●	●	●	●	●	●
Shreehas Tambe	●	●	●	●	●	●	●
Dr Arun Chandavarkar	●	●	●	●	●	●	●
Bobby Parikh		●	●	●			
Daniel Bradbury	●	●	●	●	●		●
Russell Walls		●	●	●	●		
Prof. Peter Piot	●	●		●	●		●
Dr Thomas Roberts	●		●	●	●		●
Nivruti Rai		●	●	●	●	●	
Rajiv Malik	●	●	●	●	●	●	●
Nicholas Robert Hagggar	●	●	●	●	●	●	●

Active and highly engaged Board of Directors

# 6 Experienced Global Leadership Team with Robust Execution Capabilities and In-depth Industry Knowledge



**Kiran Mazumdar-Shaw**

*Executive Chairperson*

- ◆ Chairperson of the Board of Directors since inception
- ◆ Recognitions: Padma Shri (1989), Padma Bhushan (2005), BRICS-CCI Lifetime Achievement Award - Entrepreneur of the Year (2020), G20 Healthcare Commitment Awards (2023)

### Professional Experience

- ◆ First-generation entrepreneur; Founded Biocon in 1978
- ◆ 45+ years of experience in Biotechnology
- ◆ Executive Chairperson, Biocon
- ◆ Non-Executive Chairperson, Syngene

### Mandates

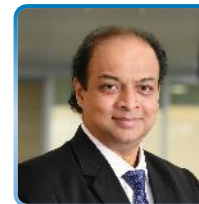
- ◆ Non-Executive Director, Narayana Health
- ◆ Former Lead Independent Director, Infosys
- ◆ Global Alumni Ambassador for Australia
- ◆ Business Ambassador for State of Victoria, Australia

### Boards & Other Memberships

- ◆ Independent Director, PureTech Health, U.S.
- ◆ The MIT Corporation, U.S.
- ◆ Memorial Sloan Kettering Cancer Center, U.S.

### Education

- ◆ B.Sc. (Zoology Hons.), Bangalore University
- ◆ Post-Graduate Diploma, Malting and Brewing, Ballarat Institute of Advanced Education, Melbourne, Australia



**Shreehas Tambe**

*Chief Executive Officer and Managing Director*

- ◆ Member of the Board of Directors since 2022

### Professional Experience

- ◆ Over 25 years of biopharmaceutical experience
- ◆ Expertise across all aspects of the business including R&D, Operations, Capital Projects and General Management
- ◆ Played an integral role in building Biocon's Biologics business

### Recognitions

- ◆ Distinguished Alumnus Award by his alma mater, the prestigious ICT, Mumbai

### Education

- ◆ Masters' degree in Bioprocess Technology from ICT, Mumbai
- ◆ Bachelor's degree in Pharmaceutical Sciences & Technology, University of Pune



**Kedar Upadhye**

Chief Financial Officer



**Rhonda Duffy**

Chief Operating Officer



**Matthew Erick**

Chief Commercial Officer – Advanced Markets



**Susheel Umesh**

Chief Commercial Officer – Emerging Markets



**Dr. Sandeep Athalye**

Chief Development Officer

Seasoned management team as the backbone of future success

# 7 Biocon Biologics – Capital Structure

## BBL Capital Structure<sup>4</sup>

Capital Structure Table (Jun'24)	USD mn
Equity and Structured Instruments	2,666
<b>Total Equity and Structured Instruments</b>	<b>2,666</b>
Acquisition Debt (Syndicated Term Loan)	950
Bilateral Bank Debt	192
Working Capital	254
<b>Total Debt</b>	<b>1,396</b>

## Strong and stable credit rating facilitates access to onshore debt capital markets

	<b>AA+</b>	July 2020 onwards <sup>2</sup>
	<b>AA+</b>	January 2022 onwards <sup>3</sup>

## Snapshot of diversified bank lender base

International Banks

Domestic Banks

## Investments from marquee investors<sup>1</sup>

Robust Capital Structure with a balanced mix of debt and equity; Deep and diverse relationships across a spectrum of international and domestic financial institutions and a strong credit rating profile in the onshore markets

Notes:

1. Investments from PE Investors are in the nature of structured equity instruments. Some investors have a put option on Biocon Limited
2. Ratings Reaffirmed at AA+ in November 2023;
3. Ratings Reaffirmed at AA+ in June 2024;
4. In the table, we have classified USD 349mn equivalent structured instruments under "Equity and Structured Instruments". Please note that these instruments are classified as Borrowings in the Consolidated Financial Statements of BBL



**Thank You**

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