



Press Release

Biocon Pharma and DKSH Collaborate to commercialize seven generic formulations in South East Asia markets

Bengaluru (India), Bangkok (Thailand), Singapore, June 22, 2020

Biocon Ltd (BSE code: 532523, NSE: BIOCON), an innovation-led global biopharmaceutical company, and DKSH, a leading market expansion services provider with a focus on Asia, today announced that Biocon's subsidiary, Biocon Pharma Limited and DKSH Business Unit Healthcare, have signed an agreement under which DKSH will sell and distribute seven of Biocon Pharma's generic formulations in Singapore and Thailand.

Under the terms of the agreement, DKSH will gain an exclusive license to register and commercialize these seven generic formulations from various therapeutic areas like diabetology, cardiology, oncology and immunology, which will be sold under Biocon's brand in Singapore and Thailand. DKSH will manage marketing and sales as well as logistics for Biocon Pharma, helping drive sales growth through its capabilities and strengths in the medical and pharmacy channels.

This development is in line with Biocon's strategy for expansion of its generic formulations business through licensing of its drug products in multiple markets. Thailand and Singapore are the two large markets in the South East Asia region.

Siddharth Mittal, CEO & Managing Director, Biocon, said: *"We are happy to partner with DKSH to commercialize Biocon's generic formulations pipeline in key South East Asian markets of Singapore and Thailand. This collaboration will enable us to address the growing patient needs for affordable access to high-quality generics for chronic diseases and expand our commercial footprint in this region. Our generic formulations pipeline comprises of difficult-to-make, complex molecules and leverages our strong track record of quality and reliability of supplies to our patients and customers."*

Bijay Singh, Global Head of Business Unit Healthcare, DKSH, said: *"DKSH helps Asian patients get reliable and efficient access to the best healthcare possible, with an emphasis on quality and compliance, leveraging technology wherever possible. Together with Biocon Pharma, we can help a lot of patients in Asia who require advanced therapies for chronic diseases. We are delighted to provide full agency services to Biocon Pharma. We will manage marketing and sales as well as logistics for Biocon's products in several therapeutic areas, such as cardiology, diabetes, immunology and oncology in Singapore and Thailand. With a broad reach across our*



medical channel in Asia, we are committed to driving growth for Biocon Pharma and improving access to healthcare products for all.”

Biocon’s Generic Formulations business is built on the back of company’s strong portfolio of complex and differentiated APIs. Through forward integration into dosage forms, the company seeks to provide a safe, efficacious and continuous supply of high-quality affordable drugs to address patient needs in diverse markets. Biocon has successfully commercialized a few products under its own label in the US.

About Biocon Limited

Biocon Limited, publicly listed on Bombay Stock Exchange Limited and National Stock Exchange of India in 2004, is a fully integrated, innovation-led global biopharmaceuticals company committed to enhance affordable access to complex therapies for chronic conditions like diabetes, cancer and autoimmune diseases. It is a leading global player for APIs including statins, immunosuppressants and specialty molecules with a large customer base across the world. Biocon is aggressively building a niche generic formulations portfolio to serve patient needs worldwide. The Company has developed and commercialized a range of Biosimilars, Novel Biologics and differentiated Small Molecules in India and other global markets. The Company is committed to developing innovative molecules to address unmet patient needs and has a promising novel assets pipeline in immuno-oncology. For further information, please visit www.biocon.com & follow Biocon Ltd. on Twitter @bioconlimited

About DKSH

DKSH is the leading Market Expansion Services provider with a focus on Asia. The Group helps companies to grow across the Business Units Healthcare, Consumer Goods, Performance Materials and Technology. The service portfolio covers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. Publicly listed on the SIX Swiss Exchange, the Group operates in 36 markets with 33,350 specialists, generating net sales of CHF 11.6 billion in 2019. With its Swiss heritage, DKSH has been deeply rooted in Asia Pacific since 1865. The DKSH Business Unit Healthcare distributes pharmaceuticals, consumer health and over-the-counter (OTC) products as well as medical devices. With around 8,220 specialists, the Business Unit generated net sales of CHF 6.0 billion in 2019.

For further information, please contact:

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