



No: 2018/SEC/FEB/259

Date: February 8, 2018

National Stock Exchange of India Limited
"Exchange Plaza", 5th Floor,
Plot No. C/1, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai – 400051

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400001

Biocon Limited

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Electronics City
Bangalore 560 100, India
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CIN : L24234KA1978PLC003417

www.biocon.com

NSE - Symbol - BIOCON

BSE - Scrip code - 532523

Dear Sirs,

Sub: Intimation regarding Analysts/ Institutional Investors meet

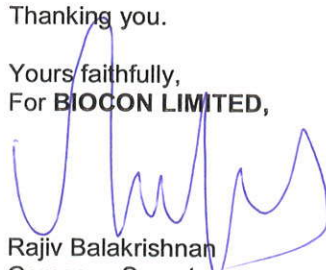
Pursuant to the provisions of regulation 30 (6) of SEBI (Listing Obligations & Disclosure Requirements), Regulations, 2015, please find below the schedule of the Analysts/ Institutional Investors meetings.

| Date | Name | Type of meeting | Location |
|--|---|-----------------|-----------|
| February 8, 2018 | Abu Dhabi Commercial Bank | Group Meeting | Bangalore |
| | AFP Cuprum | | |
| | Alaska Permanent Fund Corporation | | |
| | Anthos | | |
| | BICE | | |
| | Commerzbank | | |
| | CPPIB | | |
| | Deutsche Bank | | |
| | Exelon | | |
| | Generali | | |
| | Goldman Sachs Asset Management | | |
| | HDFC Bank | | |
| | Nanshan Life Insurance | | |
| | New York - Presbyterian Hospitals Group | | |
| | New York State Teachers Retirement System | | |
| | OPTrust | | |
| Pictet & Cie | | | |
| QIA | | | |
| Raytheon | | | |
| Victorian Funds Management Corporation | | | |

The above mentioned schedule will also be available on the website of the company www.biocon.com. The presentation used by the Company for the above meeting is enclosed herewith. Kindly take on record the same.

Thanking you.

Yours faithfully,
For **BIOCON LIMITED**,


Rajiv Balakrishnan
Company Secretary

Ahead
of the curve



Biocon Limited Investor Presentation

February 2018

Safe Harbor

Certain statements in this release concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions 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 in and the conditions of the Indian biotechnology and pharmaceuticals industries, 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.

Need For Affordable Healthcare

- At least **1/2 the world's population** lacks access to essential health services.

- **100 Mn people pushed into extreme poverty each year** due to out-of-pocket health expenses.

- 90% of population in developing countries buy medicines through out-of-pocket payments.



- **Noncommunicable diseases (NCDs)** kill **40 million** people each year, accounting for 70% of all deaths worldwide.

- **Diabetes** management alone absorbs up to **1/3** of entire **health budget** in several countries.

- Avg cost of **newly approved treatments** for various **cancer** indications is **US\$120,000/person /yr.**

Biocon: Prepared To Tackle Global Health Challenges



CANCER

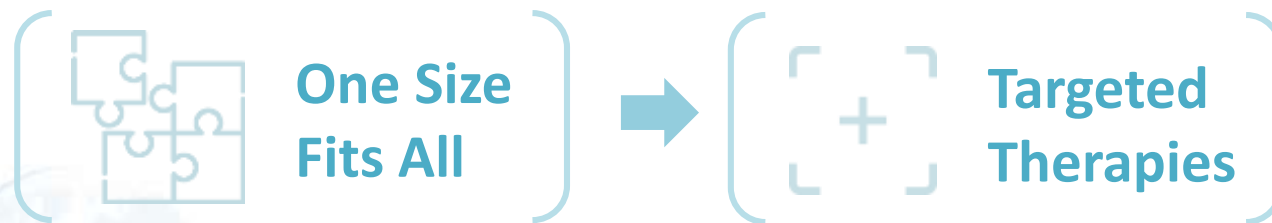
Cause of **'One in Seven'** deaths globally*



DIABETES

Affects **'One in 11'** Adults globally#

Rapidly Changing Medical Paradigm



Biologics: At The Cutting Edge

Of the Top **15**
Global pharma
brands by revenue
in 2016

10
were biologics*



Traditional
Small
Molecule
Generics

Worldwide biotechnology
drug market in 2022
projected to grow to

US\$ **337**
billion

Global biosimilars market
in 2020 projected to be
between

US\$ **25-35**
billion



Antibodies/
Insulins /
Protein
Therapeutics



Biocon: Asia's Leading Biopharma Company



Our Vision

To enhance global healthcare through innovative and affordable biopharmaceuticals for patients, partners and healthcare systems across the globe

From Garage Startup To Asia's Leading Biopharma Enterprise

'Green the World'



Manufacturing eco-friendly enzymes to replace polluting chemicals



'Heal the World'



Producing world class biologics for cancer, diabetes, autoimmune diseases

Biocon Strategy Of Differentiation

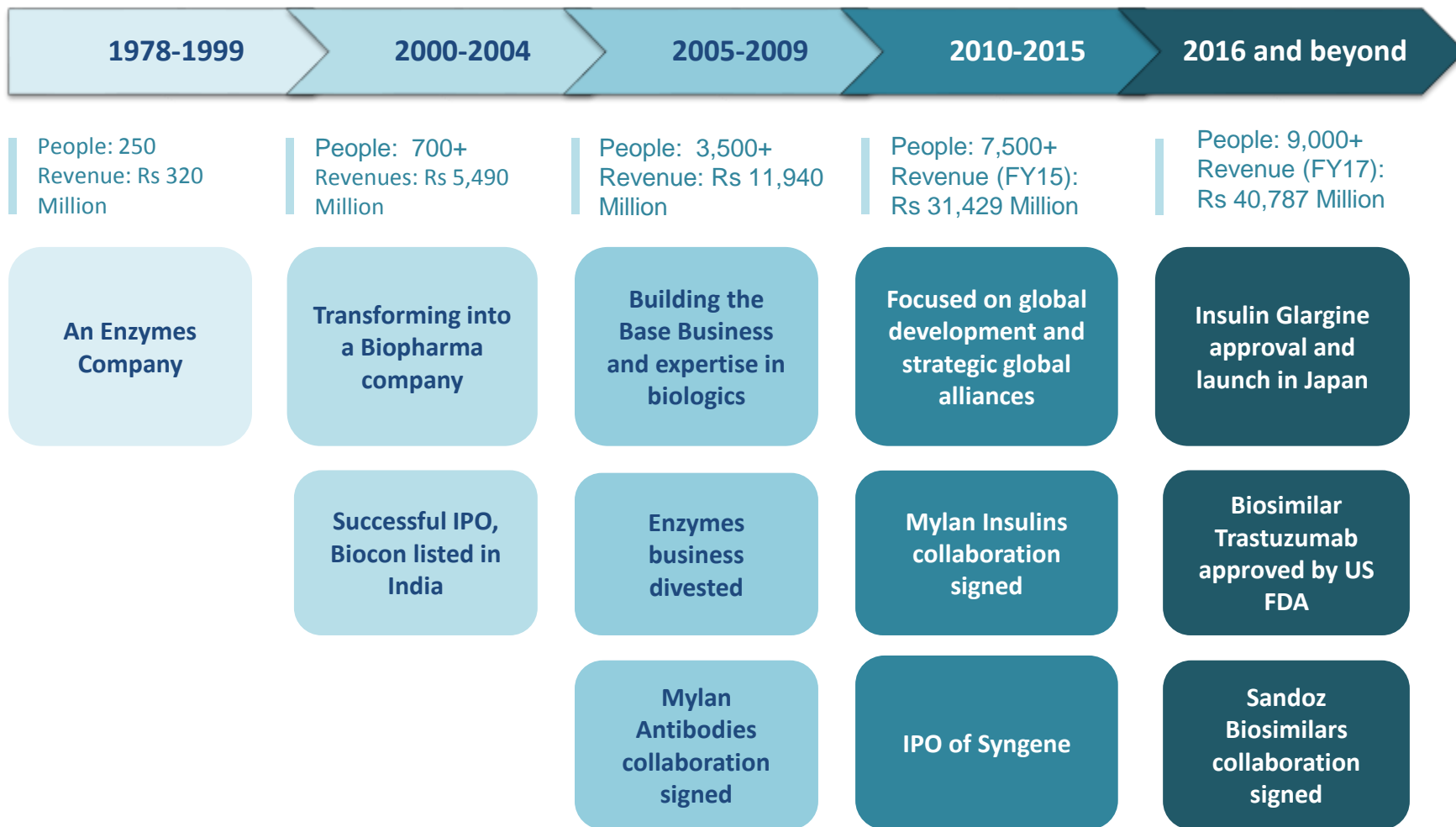


**Affordable
Innovation**

**Intellectual
Asset
Creation**

**Global
Scale**

The Biocon Journey: A Continuous Evolution



Unwavering focus through the years on innovation & difficult to make, niche products to create tangible differentiators for sustainable growth

Biocon: Championing Affordable Innovation

First Novel Biologic



Launches
BIOMAb EGFR®
(Nimotuzamab)



Launches
BASALOG®
(Insulin Glargine)



Launches
ALZUMAb™
(Itolizumab)

(Insulin Glargine
prefilled disposable
pen)



Launches
Basalog One™

Ogrivi™, first
biosimilar
trastuzumab
approved by US FDA



Launches
KRABEVA®
in India



Launches
**Insulin
Glargine** in
Japan



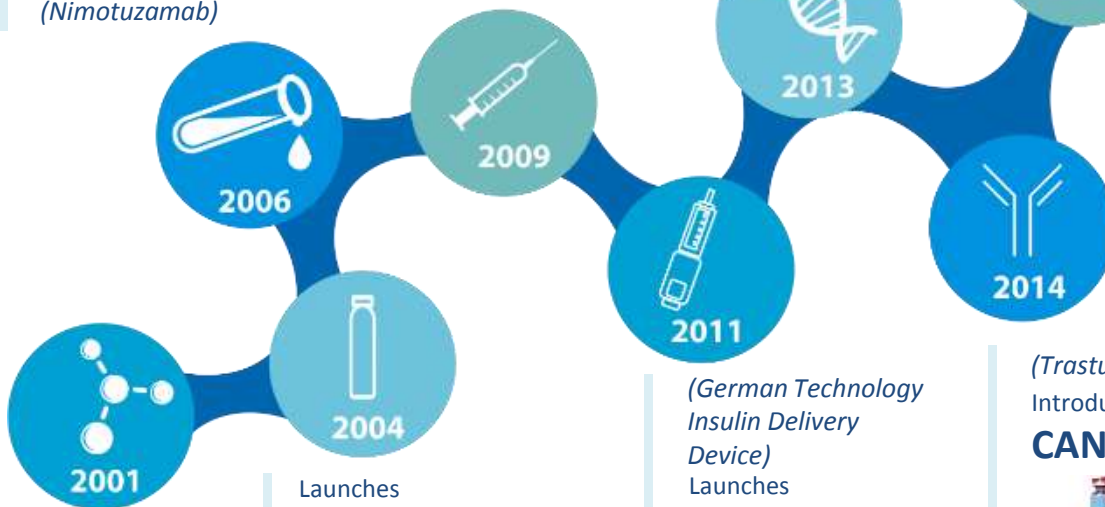
(Trastuzumab)
Introduces
CANMab™



(German Technology
Insulin Delivery
Device)
Launches
INSUPen®



Launches
INSUGEN®
(rh-Insulin)



First US FDA
approval for
Lovastatin

of the cure

Biocon: Ahead Of The Curve



- To indigenously produce novel biologic, BIOMAb EGFR®



- Biotech company in India to list on the Indian stock exchanges



- Company globally to commercialize rh-insulin manufactured through *Pichia* fermentation technology

- Company to launch a novel anti-CD6 monoclonal antibody for psoriasis, ALZUMAb™ (Itolizumab), in India



- Indian company to launch a biosimilar Insulin Glargine pen in Japan



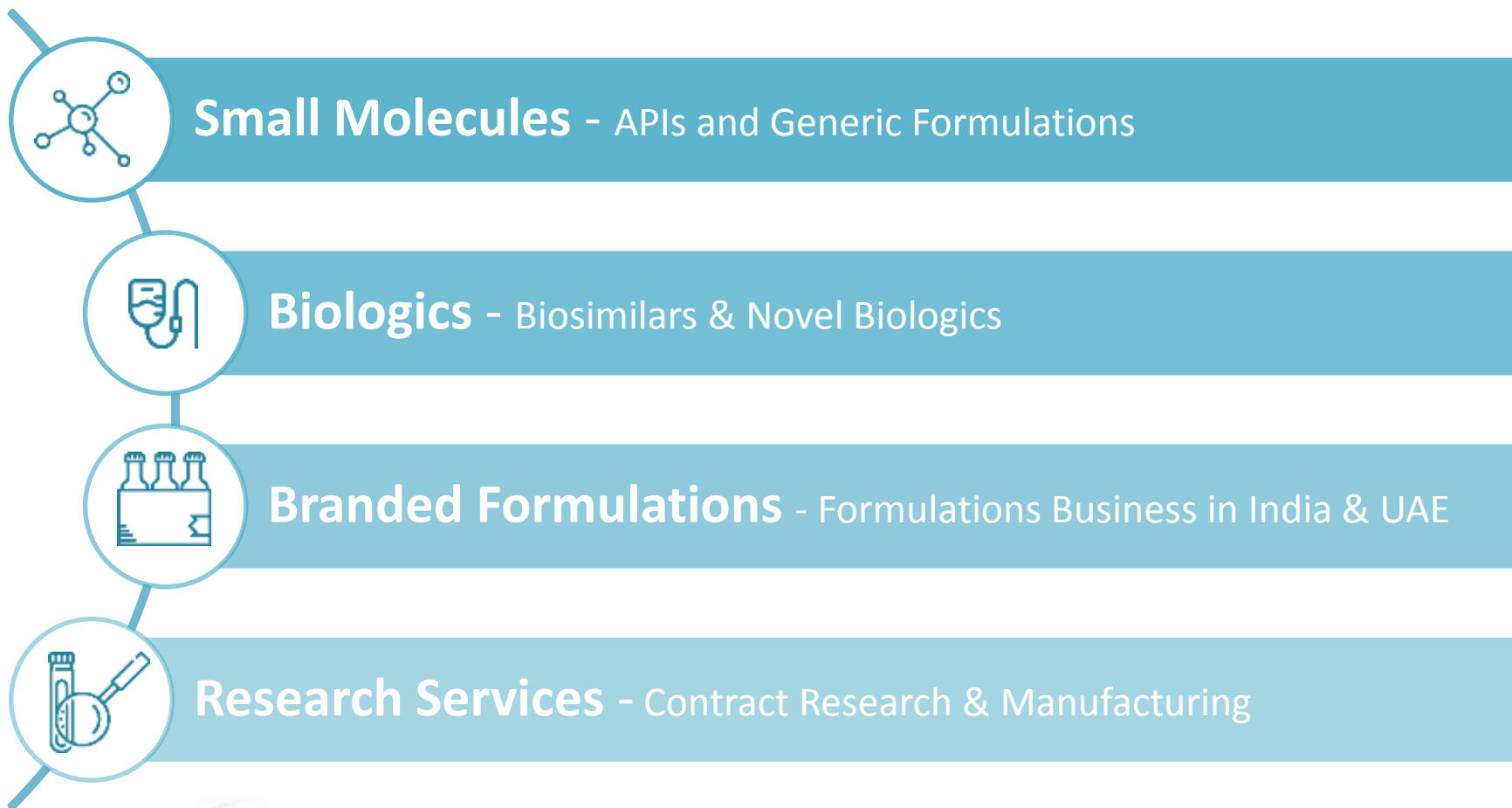
- Indian company to get US FDA approval for a biosimilar in US

Landmark Achievement : USFDA Approval of Biosimilar Trastuzumab

- US FDA approved Mylan/Biocon's biosimilar **Trastuzumab** on **December 1, 2017**
- **Biocon** and **Sandoz** announced an **exclusive global collaboration** to develop next generation biosimilar immunology and oncology products
- Mylan/ Biocon's biosimilar **Insulin Glargine** received positive opinion from **EMA's CHMP**
- Mylan/Biocon received approval for Biosimilar **Trastuzumab** in **Brazil** through partner Libbs Farmaceutica
- Biocon launched biosimilar **Bevacizumab, KRABEVA®** in India for treatment of patients with metastatic colorectal cancer and other types of lung, kidney, cervical, ovarian and brain related cancers



Biocon Business Segments



Focus On Biosimilars

- Over 15 years of experience in developing biologics with four biosimilars commercialized in various markets across the globe.
- Strong scientific and technical capabilities with manufacturing expertise and scale to address global opportunities. Over 1500 people dedicated to support this business across various functions.
- A large diverse portfolio which straddles across insulin and insulin analogs, monoclonal antibodies and recombinant proteins addressing diabetes, oncology and immunology indications.
- Along with our partners, have invested in multiples of hundred million dollars in R&D and capex
- Strategic partnership with global companies like Mylan and Sandoz to cross leverage development and commercialization capabilities in a risk and reward share model
- Meaningful near term growth to be driven by emerging markets with a significant ramp-up post entry into developed markets.

Strong end to end global player with a large diverse biosimilar portfolio

Strategic Partnerships: Mylan

BIOCON

- Global-scale, complex biologics manufacturing capabilities
- Facilities accredited by international regulatory agencies
- Decade-long experience & demonstrated expertise in developing MABs and other biologics

MYLAN

- Strength in Regulatory/ filings strategy
- Strong commercialization capability in US and EU.
- Market agility and speed

Deal Structure: Upfront Payment + Cost Sharing + Supplies + Profit Sharing[#]

| | Generic Insulin Analogs | Biosimilar MABs & other Biologics |
|---|---|-----------------------------------|
| Mylan's Exclusive Commercialization Regions | US, Canada, Europe, Australia & New Zealand | Developed markets |

Strategic collaboration leverages Biocon's strong development & manufacturing capability and Mylan's regulatory & commercial excellence

Strategic Partnerships: Sandoz

Deal Structure

Portfolio addresses next wave of immunology and oncology biosimilars

Both companies share responsibility for end-to-end development, manufacturing and global regulatory approvals for a number of biosimilars

Costs & profits are shared equally

Commercialization Responsibilities

| Sandoz | Biocon |
|--|---|
| <ol style="list-style-type: none"> 1. North America (US & Canada) 2. EU (European Free Trade Association (EFTA) and Balkan states) | <ol style="list-style-type: none"> 1. Japan, Australia, New Zealand 2. All Emerging Markets |

Broader Biocon participation in end to end development and commercialization with a global leader in biosimilars

Disclosed Biosimilars Pipeline - A Multi-billion Dollar Opportunity

INSULINS

| Molecule | Type | Status |
|-------------------|-----------------------------|--|
| Rh Insulin | Regular Acting Insulin | Pre-clinical (US), Marketed in EM |
| Glargine | Long Acting Insulin | EU (+CHMP opinion). Under review in US, Australia & Canada. Marketed in Japan (since Jul-16) & EMs |
| Aspart | Rapid Acting Insulin Analog | Global Phase I |
| Lispro | Rapid Acting Insulin Analog | Preclinical |

BIOSIMILARS

| | | |
|----------------------|-------------|--|
| Adalimumab | Auto-Immune | Global Phase III completed |
| Trastuzumab | Cancer | Approved in US. Under review in EU, Canada, Australia, Filed/ Marketed in EM |
| Pegfilgrastim | Neutropenia | Filed in US, EU, Canada, Australia, EM |
| Bevacizumab | Cancer | Global Phase III. Marketed in India |
| Filgrastim | Neutropenia | Early development |
| Etanercept | Auto-Immune | Early Development |

Biocon Well Placed In The Competitive Landscape

| Molecule | Biosimilar Development Pipeline [@] | | | | | |
|--|--|---|---|-----------------------------------|------------------------------------|-----------------------|
| | Phase I | Phase 3 | Regulatory Submission | | Approved/ Marketed | |
| | | | EMA | FDA | EMA | FDA |
| Pegfilgrastim | DRL, Pfizer | | Biocon, Coherus, Sandoz, Cinfa, USV, Apotex | Biocon, Coherus, Apotex, Sandoz | None | None |
| Ttrastuzumab | | Hanwha | Biocon, Amgen, Pfizer, | Amgen, Celltrion, Pfizer, Samsung | Samsung, Celltrion (+CHMP) | Biocon |
| Insulin Glargine | | | | Biocon | Biocon +CHMP), Eli Lilly, Merck | Eli Lilly, Merck (TA) |
| Adalimumab | Oncobiologics | Coherus, Biocon, Momenta, Pfizer, Fresenius,, | Fuji-Kirin, Sandoz | Samsung, Sandoz | Amgen, Samsung, BI | Amgen, BI |
| Bevacizumab | Sandoz, Daiichi, Oncobiologics, Cipla, DRL | Biocon, BI, Pfizer, Samsung, Fuji-Kirin/ Astra Zeneca | | | Amgen | Amgen |
| Filgrastim | Pfizer | | | Apotex, Adello | Sandoz, Teva, Pfizer, Stada, Intas | Sandoz, Teva |
| Eetanercept | Hanwha | Coherus, Lupin, Samsung | | | Samsung, Sandoz | Sandoz |
| Insulin aspart linsulin lispro rh-insulin | Biocon | | | | Sanofi | Sanofi |

[@] Biosimilar Development Pipeline details may not be exhaustive, pipeline progress may not be perfectly accurate; Source: Company disclosures, research reports

Global Scale Manufacturing Capabilities in India

- Largest Biologics Manufacturing capability in India
- State-of-the-art manufacturing facilities – mammalian & microbial.
- Facilities conform to most stringent cGMP guidelines.
- Successfully audited by US FDA, EMA, ANVISA, COFEPRIS, PMDA etc.
- Second fill-finish sterile injectable line in Bangalore has been approved by the DCGI. Will support future growth of biologics formulations
- Construction of second antibody manufacturing facility in Bangalore

Manufacturing Locations

- Bangalore
- Hyderabad
- Vishakhapatnam
- Malaysia



Insulins Facility In Bangalore

Biosimilars Manufacturing: Malaysia Insulins Plant Commercialized

Biocon Malaysia: Asia's largest integrated insulins manufacturing facility



- Asia's largest integrated Insulins facility; to manufacture Drug Substance, Drug Products in vials, cartridges and devices.
- Biocon's first overseas manufacturing facility with an Investment of over US\$275
- cGMP approval from NPRA, Malaysia, Commercial supplies initiated with OTA award by Ministry of Health, Malaysia
- Plant has received EMA GMP certificate for drug substance and drug product
- Emerging market filings underway, commercial supplies to these markets expected to contribute to sales in FY18 and beyond

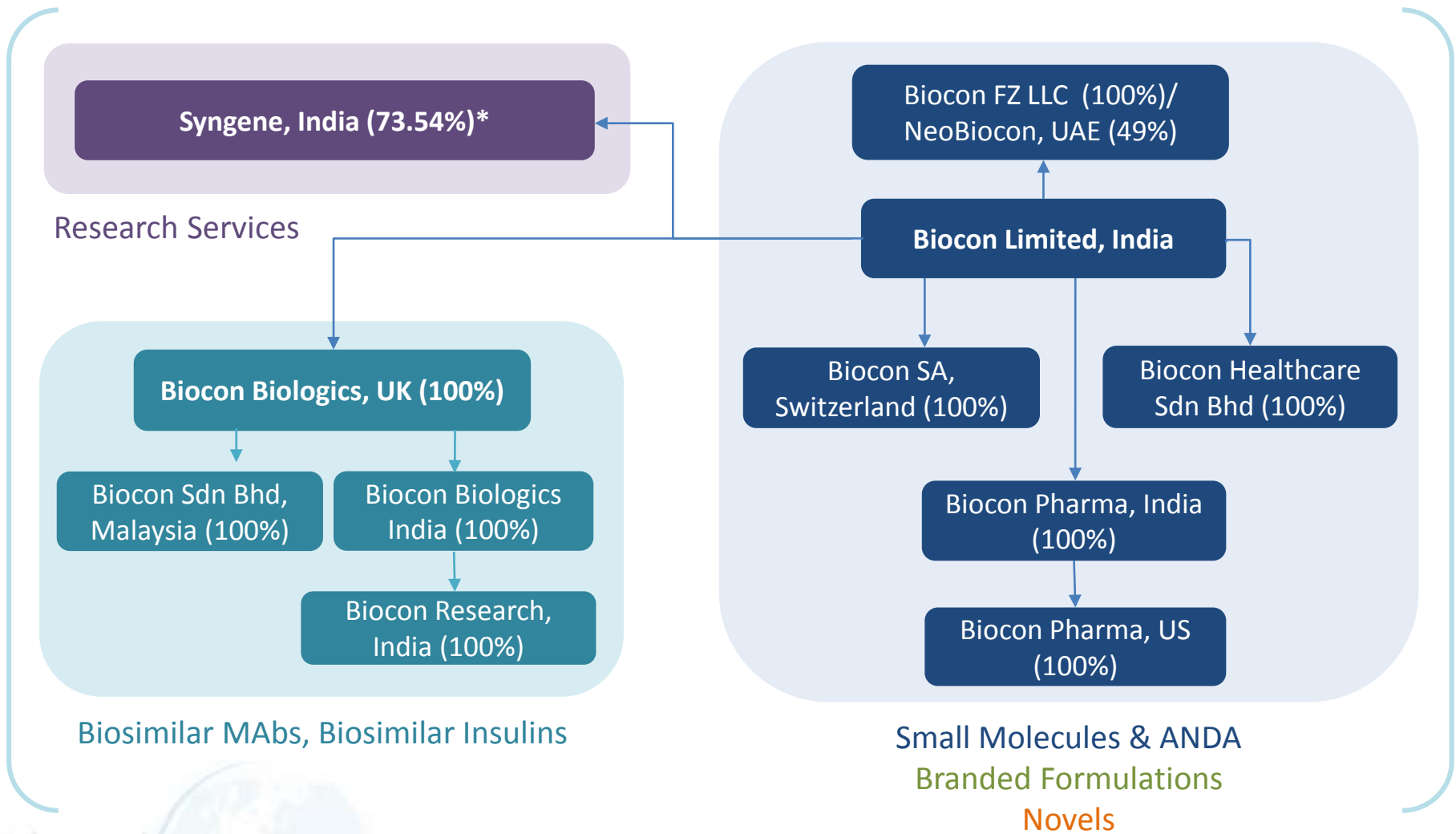
Biocon over the years have built global scale and cost competitive, complex manufacturing capabilities to address global market opportunities

Novel Molecules - Pipeline & Therapeutic Area Focus

| | | |
|------------------------|--|--|
| DIABETES | Insulin Tregopil * First-in-Class Oral, Prandial Insulin | India Phase II/III in T2D commenced |
| INFLAMMATION | Itolizumab* Novel, humanized CD6 Antibody | IND Ready |
| | BVX-20# Novel, humanized CD20 Antibody | IND Ready |
| | QPI-1007\$ SiRNA for ophthalmic disease | Phase III in NAION |
| IMMUNO-ONCOLOGY | Tumor-Targeted Fusion mAb* | Preclinical |

- * In-House program
- # BVX-20 with Vaccinex
- \$ QPI-1007 with Quark Pharma. QPI-1007 Global Phase III trial includes India.

Business Holdings Structure



• Includes 0.93% held by Biocon Research Limited

Ahead of the curve **Thank you**

A faint, light blue graphic of a globe is positioned behind the text "Ahead of the curve". The globe shows the continents and is rendered with a subtle grid pattern.