

Credibly **Capable**

Investor Presentation

April 2017



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.

Agenda

Biocon: Who are we?

Highlights

- Business Highlights
- Financial Highlights

Growth Segments

- Small Molecules
- Biosimilars
- Branded Formulations
- Novel Molecules
- Research Services - Syngene

Five Year Financial Summary

Outlook

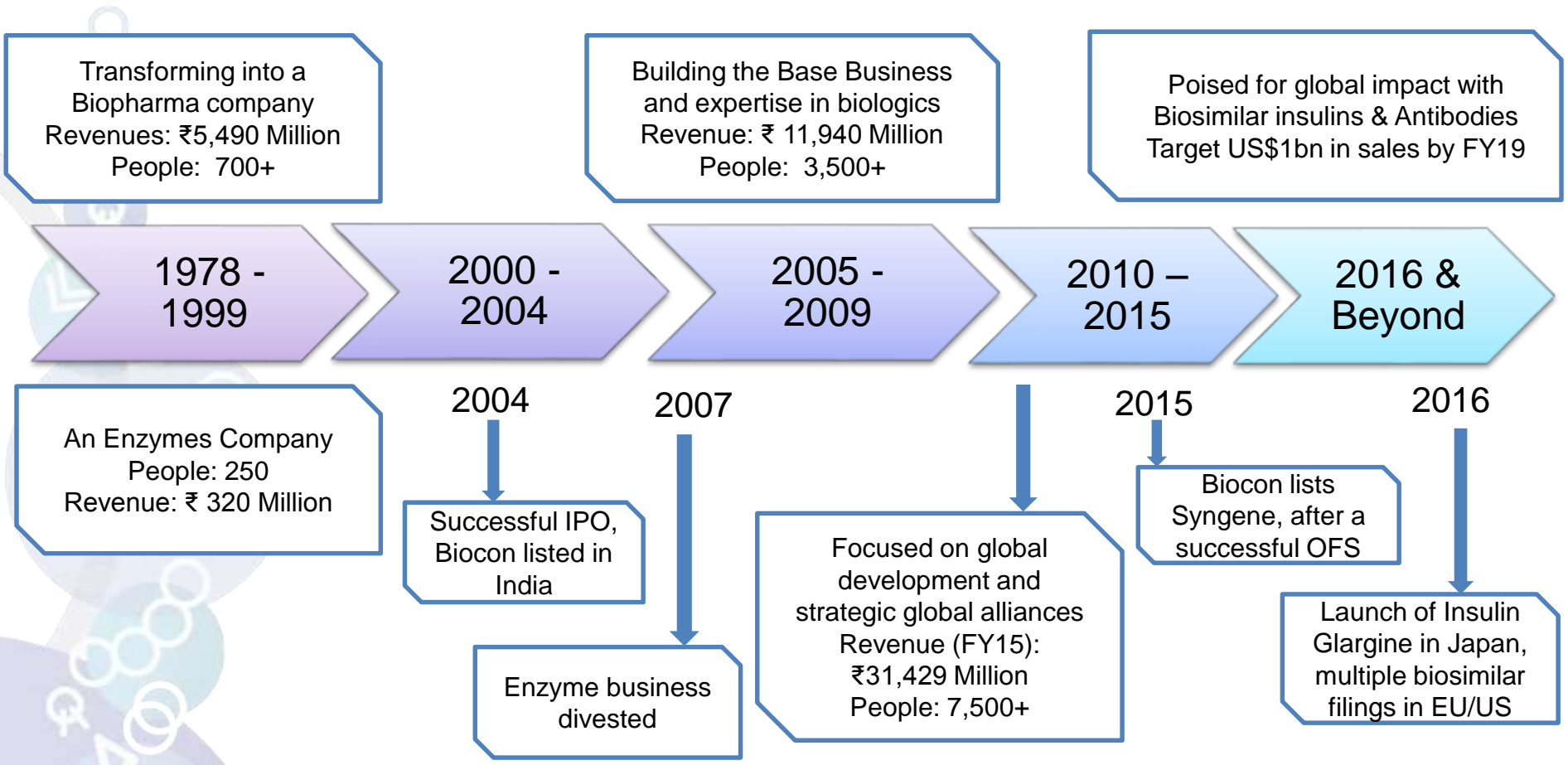
Who are we?

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

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

Evolution of Key Innovations: Making a Difference

1979 - First Indian company to manufacture and export enzymes to US and Europe

2001 - First Indian company to be approved by US FDA for the manufacture of lovastatin from solid state fermentation

2004 - First company worldwide to commercialize generic recombinant human insulin developed on its proprietary fermentation technology

2006 - India's first indigenously produced novel monoclonal antibody BIOMAb-EGR® to treat head & neck cancer launched

2009 - Indigenously developed long lasting basal Insulin Glargine introduced in India as BASALOG®

2013 - World's first anti-CD6 monoclonal antibody ALZUMAb™ to treat psoriasis launched in India

2014 - CANMAb™, world's most affordable trastuzumab for treating metastatic breast cancer, launched in India

2016 – Launch of Insulin Glargine in Japan by partner FUJIFILM Pharma, first developed market launch for a Biocon product



Highlights – FY17

- ❖ Marketing Authorization Application for proposed biosimilars of Pegfilgrastim, Trastuzumab and Insulin Glargine accepted for review by the European Medicines Agency.
- ❖ Proposed biosimilar Trastuzumab and Filgrastim accepted for review by USFDA.
- ❖ Biocon's Insulin Glargine launched in Japan on 15 July, 2016 by partner FUJIFILM Pharma.
- ❖ Biocon's Malaysian subsidiary Biocon SDN. BHD. awarded a three year, MYR 300 million contract for supplying rh-Insulin cartridges and re-usable insulin pens under the Malaysian government's Off-Take Agreement (OTA) initiative. Commercial supplies from the Malaysia insulin plant have commenced.
- ❖ Received FDA approval for Rosuvastatin Calcium, first ANDA approval for Biocon.
- ❖ Biocon Ranked Among Global Top Ten Biotech Employers; the only Asian Company to Feature in 2016 Rankings released by Science Career magazine.
- ❖ The Board of Directors have recommended for approval by shareholders a bonus issue* of 2:1, i.e. 2 bonus shares for every one share held by an investor.
- ❖ The Board has also recommended for approval by shareholders a dividend* of Rs.3 per share (pre-bonus) for FY17.

*The Company will set a record date in due course

Financial Highlights – Q4 & FY17*

All Figures in ₹ Million except %

Particulars	Q4 FY17	Q4 FY16	Growth	FY17	FY16	Growth
Revenue	9,743	9,727	0%	40,787	34,602	18%
EBITDA	2,307	2,206	5%	11,366	8,470	34%
Net Profit [#]	1,353	769	76%	6,199	4,021	54%
R&D Expenses in P&L	652	996	-35%	2,662	2,742	-3%
Gross R&D Spends	975	1,520	-36%	4,019	4,267	-6%
EBITDA Margin	24%	23%		28%	24%	
EPS[@] (Rs.)	6.4	16.7		30.6	27.5	

~ Revenue mix (FY17): Ex-India 70% : India 30%

* Per Ind-AS, [#]Net Profit adjusted for exceptional items, [@]Reported EPS

Segmental Sales – Q4 & FY17*

All Figures in ₹ Million except %

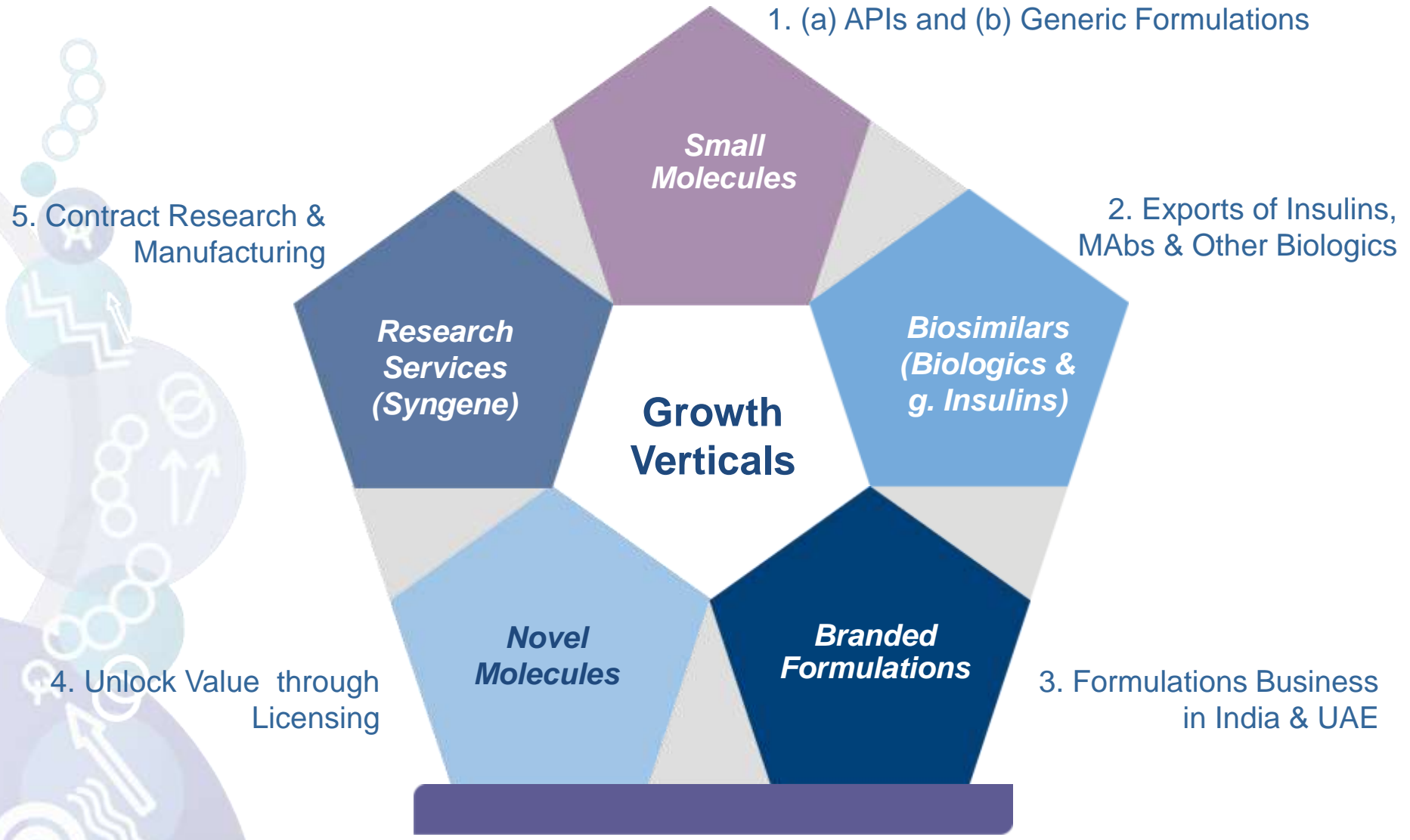
Particulars	Q4 FY17	Q4 FY16	Growth	FY17	FY16	Growth
Biocon	6,528	6,298	4%	27,381	22,773	20%
- Small Molecules	3,869	3,950	-2%	15,868	13,870	14%
- Biologics	1,194	1,193	0%	4,573	3,415	34%
- Branded Formulations	1,310	1,052	25%	5,491	4,411	24%
- Licensing	155	103	50%	1,449	1,077	35%
Syngene (Research Services)	2,722	3,155	-14%	11,382	10,599	7%
Total Sales	9,520	9,453	-2%	38,763	33,372	16%

* Per Ind-AS, adopted w.e.f. April 2016

A decorative graphic on the left side of the slide, consisting of a vertical stack of overlapping circles and shapes in shades of blue and purple. The shapes contain various white icons: a chain of circles, a circular arrow, a zigzag line with an arrow, a target, and a large arrow pointing upwards. The graphic is partially obscured by a solid blue horizontal bar at the bottom of the slide.

Business Segments

Growth Verticals: Aligned with Shifting Paradigms



Small Molecule APIs

- Product Portfolio which leverages our core fermentation capabilities and have a high degree of complexity.
- Early mover in niche products at commercial scale.
- One of the largest producers of various fermentation based statins and immunosuppressant API in India and across the globe.

Current Portfolio	Select Molecules
Statins	Simvastatin, Pravastatin, Atorvastatin, Rosuvastatin, & Fluvastatin.
Immuno suppressants	Tacrolimus, Sirolimus, Everolimus, MMF & MPA
Other Biopharma	Orlistat, Fidaxomicin

Small Molecule Generic Formulations

- Vertically integrated business model with a nascent pipeline.
- Target to file ~15-20 dossiers in the next few years.
- Pipeline includes solid oral & parenteral products in both potent & non-potent categories of compounds.
- Focus therapeutic segments – Metabolics, Oncology, Immunology & Auto-immune indications.
- Construction of our first Oral Solid Dosage facility to support our future generic formulation filings in full swing in Bangalore. Estimated commissioning CY 2017. Total capex outlay - US\$25mn.

Continue to build momentum in dossier filing with a focus on specialty molecules in chronic therapeutic segments

Biosimilars

- ❖ Marketing Authorization Application for proposed biosimilars of Pegfilgrastim, Trastuzumab and Insulin Glargine accepted for review by the European Medicines Agency.
- ❖ Proposed biosimilar Trastuzumab and Pegfilgrastim accepted for review by USFDA.
- ❖ Generic Insulin Glargine in the US and Adalimumab biosimilar for US/EU continue to make progress towards filing.
- ❖ Strong scientific and technical capabilities and manufacturing expertise to address global opportunities.
- ❖ Human insulin and Insulin Glargine registered in over 60 and 20 emerging markets, respectively.
- ❖ Biocon's Trastuzumab launched in India in Feb-14 and has also been launched in multiple emerging markets in CY16.
- ❖ Work on our second fill-finish line in Bangalore to support future growth of biologics formulations close to completion. Estimated commissioning CY 2017. Total capex outlay - US\$25mn.

Amongst the largest portfolio of biosimilars globally with addressable market size of over US\$60 Billion

Biosimilars: Growth through partnership

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
Market Opportunity*	~US\$17 Bn	~US\$44 Bn

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

Global Biosimilars Pipeline – US\$61 bn opportunity

	Molecule	Type	Status	Market Size* (US\$ bn)
INSULINS	Rh Insulin	Recombinant Human Insulin	US development – Preclinical	3.2
	Glargine	Long Acting Basal Insulin	Global Phase III, under review in EU. Approved in Japan	6.4
	Aspart	Rapid Acting Insulin Analog	Preclinical/Scale Up	4.5
	Lispro	Rapid Acting Insulin Analog	Preclinical/Scale Up	2.8
				Insulins Total Market Size (rounded off)
BIOSIMILARS	Adalimumab	Chronic Plaque Psoriasis	Global Phase III	16.1
	Trastuzumab	mBreast Cancer	Global Phase III, under review in EU & US	6.9
	Pegfilgrastim	Chemo-induced Neutropenia	Under review in EU & US	4.6
	Bevacizumab	Non-Squamous NSCLC, mColorectal Cancer	Global Phase III initiated. RoW Phase III completed	6.9
	Filgrastim	Chemo-induced Neutropenia	Preclinical/Scale Up	0.8
	Etanercept	Auto-immune	Preclinical/Scale Up	8.9
				Biosimilars Total Market Size (rounded off)

*Market Size of innovator products in the current portfolio: Innovator Sales CY 2016

Conversion into USD done using average exchange rate for CY 2016 as given on <http://www.federalreserve.gov/releases/G5a/current/default.htm>

Biosimilar Pipeline: Biocon well placed in the competitive landscape

Molecule	Biosimilar Development Pipeline [®]			
	Pre-Clinical	Phase I	Phase III/Filed	Approved/ Marketed
pegfilgrastim	Pfizer	Dr. Reddy's	Biocon-EMA, FDA ; Apotex - FDA, EMA; Coherus - FDA, EMA; Sandoz, Cinfa	
trastuzumab	Oncobiologics, Dr. Reddy's	Meiji Seika	Biocon- EMA, FDA , Celltrion - EMA, Samsung – EMA, Amgen, Pfizer, Hanhwa	
insulin glargine			Biocon - EMA , Samsung – FDA	Biocon – JP , Eli Lilly – EU, US, JP,CAN, Sumsung - EU
adalimumab	Epirus	Dr. Reddy's, Meiji Seika	Biocon , Samsung-EMA, Sandoz, Boehringer Ingelheim – FDA, EMA, Coherus, Momenta, Pfizer, Serono, Fujifilm-Kirin, Oncobiologics	Amgen – FDA, EMA
bevacizumab	Celltrion	Sandoz, Daiichi, Oncobiologics, Cipla	Biocon – Global, RoW ; Amgen-FDA, EMA, Boehringer Ingelheim, Pfizer, Samsung, Fujifilm-Kirin/Astra Zeneca, Dr. Reddy's	
filgrastim	Biocon , Pfizer		Apotex - FDA	Sandoz – US, EU; Teva – JP, EU; Accord-EU, Apotex – EU, Hospira – EU, ANZ, Fuji – JP, CTA-EU
etanercept	Biocon , Celltrion	Hanwha-Merck Serono	Coherus, Lupin	Samsung – EU, Sandoz – FDA, EMA
insulin aspart	Biocon			
insulin lispro	Biocon		Sanofi – EMA	
rh-insulin	Biocon – US			

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

Biosimilars Manufacturing: Building Global Scale

Biocon Malaysia: Asia's largest integrated insulins manufacturing facility



- ❖ Biocon's First Manufacturing expansion overseas in Iskandar, Johor.
- ❖ Investment of over US\$250mn in the first phase.
- ❖ Commercial supplies initiated with OTA award by Ministry of Health – Malaysia.
- ❖ Emerging market filings have started, commercial supplies to these markets expected to commence in FY18.

- ❖ Commercial supplies from Disposable insulins pen line in Bangalore ongoing.
- ❖ MAbs capacity to be augmented in Bangalore.




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

Branded Formulations

- A Specialty Business with regional ambitions, currently in India and UAE. Strategy focused around biologics and differentiated products as anchor brands.
- The UAE business sells Branded generics and in-licensed Branded products.
- India business organized into 5 divisions around chronic therapy areas, namely **Metabolics, Oncotherapeutics, Immunotherapy, Nephrology, and Specialty.**
- Successfully developed and taken a range of Novel Biologics, Biosimilars, differentiated Small Molecules and affordable Recombinant Human Insulin and Analogs from 'Lab to Market'.
- Some of the key brands in India include INSUGEN® (rh-insulin), BASALOG® (Glargine), BIOMAb-EGFR™ (Nimotuzumab), BLISTO® (Glimepiride+Metformin), CANMAb™ (Trastuzumab), Evertor® (Everolimus), TACROGRAF™ (Tacrolimus) and ALZUMAb™ (Itolizumab), a 'first in class' anti-CD6 monoclonal antibody.
- Future growth to be driven by deeper penetration of existing brands and new product launches.

Novel Molecules - Pipeline & Therapeutic Area Focus

 <p>DIABETES</p>	<p>Insulin Tregopil * First-in-Class Oral, Prandial Insulin</p>	<p>Phase II Ready T1D/ T2D</p>
<p>INFLAMMATION</p>	<p>Itolizumab* Novel, humanized CD6 Antibody</p>	<p>Phase I Ongoing</p>
	<p>BVX-20# Novel, humanized CD20 Antibody</p>	<p>IND Ready</p>
	<p>QPI-1007\$ SiRNA for ophthalmic disease</p>	<p>Phase III Initiated in NAION</p>
	<p>QPI-1024\$ SiRNA for inflammatory disease</p>	<p>Preclinical</p>
<p>IMMUNO- ONCOLOGY</p>	<p>Tumor-Targeted Fusion mAb*</p>	<p>Preclinical</p>

- * In-House program
- # BVX-20 with Vaccinex
- \$ QPI-1007 & QPI- 1024 with Quark Pharma. QPI-1007 Global Phase III trial includes India.

Novel Molecules – Progressing to key milestones

Asset	Details
Tregopil Phase II Ready	USP: Oral, Ultra Rapid-Acting Post- prandial glycemic control; Liver specific- portal delivery, Weight neutral <ul style="list-style-type: none"> ▪ Safety & tolerability established in Phase 1 studies in US – DDI, Food Effect, PK/PD Data available ▪ Pivotal Phase III clinical study in T2DM patients in India (under an IND) finalized. ▪ Phase I Multiple Ascending Dose study planned in T1DM patients
Itolizumab Phase I Ongoing	USP: Novel CD-6 Biology presenting durable immune-modulatory benefits and superior clinical safety <ul style="list-style-type: none"> ▪ Successful PoC data: Phase 3 in psoriasis, Phase 2 in rheumatoid arthritis, preclinical in multiple sclerosis. Marketed in India for Plaque Psoriasis ▪ Initiated Phase I (Stages 1&2) - Single Ascending Dose study in Australia (S.C formulation). Stage 1 dosing completed; S.C route shows very good bioavailability. Stage 2 to be initiated shortly. ▪ Global filing plans ongoing – Phase II studies planned in inflammatory diseases
QPI-1007 In Phase III	Novel SiRNA for ophthalmic disease: <ul style="list-style-type: none"> ▪ Non-Arteritic Anterior Ischemic Optic Neuropathy (NAION) – Patients randomized for global study (incl. in India)
BVX-20 IND ready	2nd Generation humanized antibody targeting CD-20 <ul style="list-style-type: none"> ▪ Path to IND mapped out, to advance program in neuro-inflammatory disorder
EGFR mAb + TGFβRII (Fusion mAb) IND Ready	USP: Higher local tumor concentration of immuno-modulatory arm resulting in a better therapeutic window <ul style="list-style-type: none"> ▪ Pharmacology & MOA established in in-vitro & in vivo tumour models ▪ Proof of Concept established in in-vivo model ▪ Clinical opportunity in multiple tumour types

Syngene (Research Services Business)

Global High Growth CRO Company

- ❖ Established in 1994, as India's first Contract Research Organization – 22+ years of unparalleled experience in novel molecule discovery and development services
- ❖ One of the leading India-based contract research organizations (CRO)
- ❖ Integrated Service Platform for small and large molecules including Antibody-drug conjugates and oligonucleotides backed by best-in-class bioinformatics services
- ❖ End-to-end discovery, development and manufacturing capabilities
- ❖ World class infrastructure audited successfully by US FDA, EMA, AAALAC and major life science partners.
- ❖ 293⁽¹⁾ clients across multiple sectors
- ❖ 96%⁽¹⁾ of revenues from outside India
- ❖ 3,500+⁽¹⁾ qualified scientists
- ❖ World-class R&D and manufacturing infrastructure spread over 1.3 million sq. ft.
- ❖ Strong track record of top-line growth with best in class EBITDA (30+%) and Net Income (high teens to low 20's)

(1) For fiscal ended March 31, 2017

A decorative graphic on the left side of the slide, featuring a vertical stack of overlapping circles and abstract shapes in shades of blue and purple. The shapes contain various symbols, including the Euro symbol (€), arrows, and geometric patterns, suggesting a focus on finance and technology.

Five Year Financials & Outlook

Financial Performance Summary (FY12-16)#

All Figures in ₹ Million except EPS

Business Segment	FY12	FY13	FY14	FY15	FY16
Biopharmaceuticals	16,764	18,705	21,382	22,367	23,908
- Biopharma	14,170	15,231	17,468	18,071	19,534
- Branded Formulations	2,594	3,474	3,914	4,296	4,374
Contract Research	4,101	5,572	7,146	8,225	10,599
Total Sales	20,865	24,227	28,528	30,592	34,507
Other Income	618	1,103	804	837	1,192
Total Revenue	21,483	25,380	29,332	31,429	35,699
EBITDA	5,792	5,957	7,429	7,489	9,045
EBITDA Margin (%)	27%	23%	25%	24%	25%
Net Profit*	3,384	3,241	4,137	4,022	4,372
Net Profit Margin	16%	13%	14%	13%	12%
EPS*	16.9	16.2	20.7	20.1	21.9
R&D Spends (in P&L)	1,566	1,640	1,310	1,688	2,750
R&D (as % of Biopharmaceuticals Sales)	9.3%	8.8%	6.1%	7.5%	11.5%

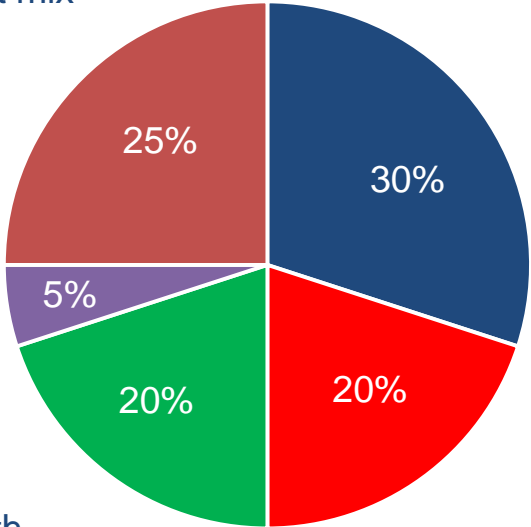
Numbers as per old I-GAAP

*Net Profit is pre-exceptional

Aspiring for \$1 Billion in Revenues by FY 19

Key Focus Areas

- **Small Molecules & Generic Formulations** - Improved product mix incl. ANDAs
- **Biosimilars** - Meaningful near term growth to be driven by emerging markets, ramp up post developed market entry
- **Branded Formulations** – Strategy focused around biologics and differentiated products, geographical expansion
- **Novel Molecules** - Out-licensing and Global Development
- **Research Services** - Sustained growth momentum with increase in clients & services, moving from CRO to CRAMS with commercial manufacturing

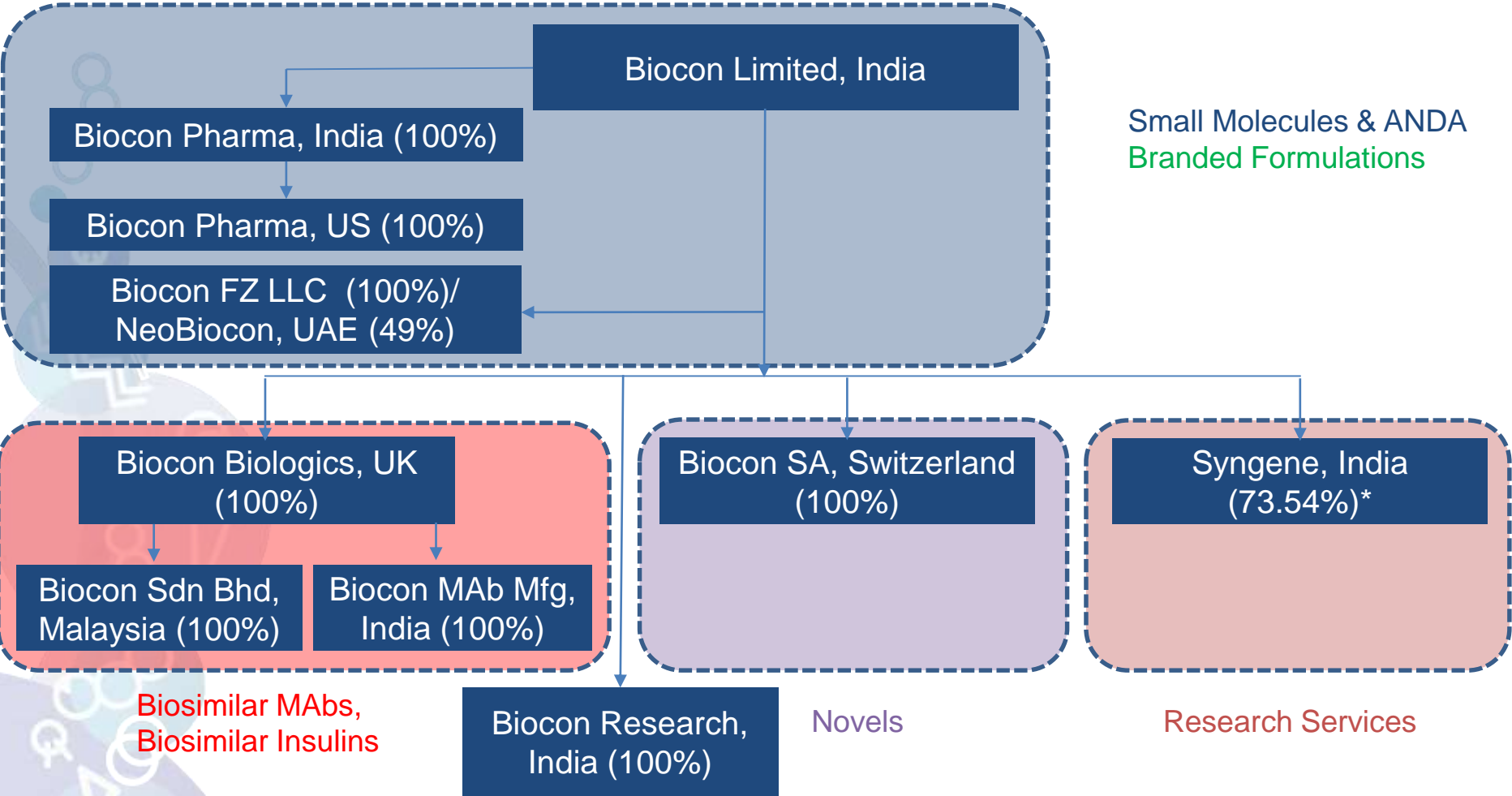


Growth drivers supplemented by addition of new offerings (products, services & partnerships)

Appendix



Business Holdings Structure



* Includes 0.93% held by Biocon Research Limited

For further information, please visit

www.biocon.com



Investor Relations contact:

Saurabh Paliwal

Tel : +91 80 6775 2040

Email: saurabh.paliwal@biocon.com