

|                 |                                |              |                  |
|-----------------|--------------------------------|--------------|------------------|
| Published Date: | Tuesday 18th June, 2019        | Publication: | Mint [Bangalore] |
| Journalist:     | Surabhi Upadhyay, Sonia Shenoy | Page No:     | 10               |
| MAV/CCM:        | 161,532/115.38                 | Circulation: | 14,000           |

# Trastuzumab's US launch will be a big opportunity for Biocon-Mylan: Shaw

Surabhi Upadhyay & Sonia Shenoy  
CNBC-TV18

**K**iran Mazumdar Shaw, the chairman and managing director of Biocon, expects \$370-400 million revenue from biosimilars by FY21. Edited excerpts from an interview.

Biosimilars has been a fantastic story for the company. Your revenues doubled over the last one year or so and one report says that by FY21 perhaps the revenue from this business could be as high as \$400 million. Are these overly optimistic projections or are these doable numbers?

These are very realistic numbers because if you look at the opportunity for biosimilars in the targeted markets, especially the US and European markets, we believe we can definitely deliver on those numbers because if you think about the projections of the biosimilar market which in 2018 in the US and Europe alone was \$2.9 billion and is projected to increase to almost \$14 billion by 2025 in which the portfolio that Mylan and Biocon is addressing is a substantial part of this \$14 billion opportunity and this does not include the insulin portfolio that we also have. There-

fore, considering that we have a very realistic target I am hopeful that we can actually beat this estimate.

**What are your views on what is happening with respect to the US getting tougher as far as regulatory reforms are concerned? India has just raised tariffs on a few products but do you think that there is a risk of an escalation in some of these trade issues with the US?**

I just feel that the generic industry and now the biopharmaceutical industry through biosimilars is helping keep the cost down in the US in terms of its own challenge with spiraling healthcare cost. Therefore, I hope that this is a sector that won't be severely impacted compared to other sectors that are non-critical for them.

I believe this is a sector that India must actually focus on in terms of building a very strong rationale for why tariff should not be basically imposed on this particular sector. Personally, I believe that this is a sector that is a win-win for both economies.

**Can you tell us about the way the roll-out is going to happen and how some of the key drugs, for instance Pegfilgrastim, Trastuzumab will fare for you in the big markets, that is the European Union and the US**



Biocon CMD Kiran Mazumdar Shaw.

**and what does the rest of the launch pipeline look like for this year?**

In Europe alone we already have four biosimilars approved and in the market between Mylan and Biocon. These are early days yet, but we are very optimistic that even Europe is going to be a very important market growth opportunity for Biocon, but all the eyes are focused on the US opportunity, which is a very large

opportunity for both companies.

In a very short time we have garnered more than 20% market share in Pegfilgrastim, which demonstrates how good this entry has been for our product Fulphila or Pegfilgrastim in the US market and now we do have competition from Coherus and probably a few others, but having said that we are very confident that in the year ahead we would be able to add to this growth

number because we do need to enhance certain capacity requirements to compete aggressively in the market place.

When it comes to Trastuzumab, we are seeing that the launch is imminent. We have just entered the European markets, in a few key markets and we are seeing a good response to this particular launch and you will see some good uptick in the quarters ahead, but US is going to be a big launch opportunity for Biocon and Mylan and Trastuzumab is going to be a very big opportunity and we are focused on making it a success. Followed by that is going to be insulin glargine in the US market.

Hopefully, we should be in the market sometime next year. So all in all, our early pipeline of biosimilars have been launched or are being launched, and will deliver on the promise that they held out for us.

Having said that we also have a pipeline following that includes Bevacizumab, which has completed phase-3 clinical trials, and we hope to get approval for Bevacizumab soon and beyond that we also have insulin aspart and we have other products in the pipeline.

So you can see how seriously committed we are to biosimilars and we believe we have the most comprehensive portfolio of biosimilars for the coming years.

**In the year gone by, Syngene's research services were up almost 30%. What is the outlook for FY20? What would be the triggers there?**

I think the outlook for the year ahead is as promising because we believe that research services part now is beginning to deliver on its integrated platform, which is becoming very attractive to many big pharma companies and non-pharma companies.

Now given the kind of tension that has arisen between China and the US, we are seeing more focus on opportunities that they can leverage from economies such as India. So that's something that we want to focus on.

We are also focusing on some very new age and new emerging technologies based on digital technologies, based on data analytics kind of services as well as the whole new area of cell therapies and that is going to be an important biologics focus area for Syngene.

feedback@livemint.com

**'In a short time Pegfilgrastim has garnered over 20% market share, which shows how good the product's entry has been in the US market'**