

# Credibly **Capable**

Annual Report 2016









# Credibly Capable

**D**riven by our passion to impact global health, we have built differentiated capabilities in the areas of biologics and complex small molecules, leveraging our inherent strengths in cutting-edge science which has brought us the credibility of an innovation-led organization focused on providing affordable

access. We have used complex technology platforms to develop a rich portfolio of small molecules, novel biologics and biosimilars including monoclonal antibodies, rh-Insulin and analogs.

We believe our value proposition built around differentiation and

scale has enabled us to seek global

leadership to provide access to affordable biopharmaceuticals for patients and partners across the globe. Our patient-centric approach and commitment to world-class quality have earned us the reputation of a credibly capable biopharmaceutical organization.



# Capabi

## In Expanding Global Footprint

~120

Countries where our products are available

~3x

Increase in number of countries where our insulins have been approved in the last 5 years

## In Extending Therapeutic Focus

~1.5x

Increase in number of small molecule product groups in the last 5 years

~2x

Increase in number of DMFs filed in the last 5 years

# ility...

## In Building Global Manufacturing Scale

+100%

Increase in Insulins Drug Substance production capacity

+200%

Increase in production capacity for Drug Products

## In Nurturing The Best Talent

~57%

Employees under 30 years of age

~26%

Rise in Revenue/ Employee in the last 5 years

~71%

Increase in the Middle Management employees in the last 5 years

~3x

Increase in number of Masters, PhD degree holders in leadership team in the last 5 years

## In Creating A Differentiated Product Portfolio

COMPLEX SMALL MOLECULE APIs TO BIOLOGICS

Novels & Biosimilars

### COMPREHENSIVE PRESENTATION IN BIOLOGICS

Drug Substance

Drug Products

Liquid Vials,  
Lyophilized Vials,  
Cartridges & Prefilled Syringes

Delivery Devices

Reusable &  
Disposable Prefilled,  
Pens





Biocon has invested in building differentiated capabilities that are based on a deep insight into life sciences. Our pursuit of innovation has led us to acquire the knowledge, expertise and skills essential for developing cutting-edge biological products. We have focused these capabilities on developing 'best-in-class' small and large molecule therapies.

We have a scientifically rigorous, ethically compliant and structured preclinical and clinical development strategy to establish the safety and efficacy of our products.

We have built state-of-the-art manufacturing facilities – both mammalian and microbial – that are designed to conform to the most stringent cGMP guidelines, comply with international regulatory standards and meet client requirements worldwide. Our global scale capacities for manufacturing high quality, affordable biologics have positioned us as the world's fourth largest insulins producer, enabling us to address the growing needs of diabetes patients across the globe. We have successfully collaborated with multiple partners across geographies to establish our commercial footprint in nearly 120 countries.

# Capability

We are now leveraging our experience in India and emerging markets to develop a rich portfolio of biosimilar insulins, recombinant proteins and monoclonal antibodies (MAbs) at disruptively low costs for patients in the developed markets.

We have leveraged our affordable innovation model to develop and commercialize novel therapies for cancer and autoimmune conditions. We are now harnessing our capabilities in novel drug discovery research to advance an exciting Oral Insulin and the world's only clinically validated anti-CD6 targeting molecule through the clinics. We are also exploring the breakthrough potential of immuno-oncology to develop patient-friendly therapies against malignant tumours. Our novel programs span a wide range of platforms and products from conventional peptides & MAbs to novel fusion MAbs and small interfering RNA (siRNA) based therapeutics.



# Credibili

## In Ensuring Global Regulatory Compliance

25+

cGMP approvals from  
International regulatory  
agencies

Products approved by  
key regulatory agencies  
from US, EU, Japan,  
France, Brazil, Mexico,  
Turkey, GCC etc

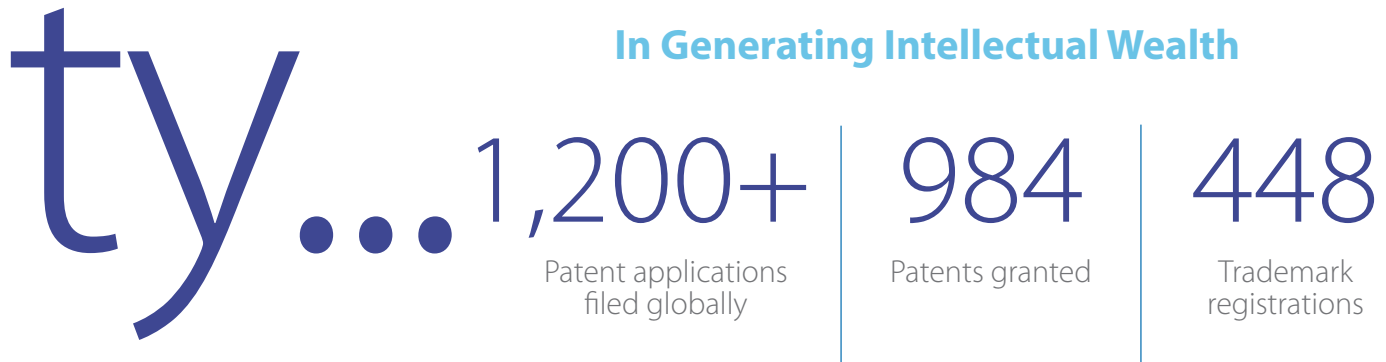
## In Creating A Strong Employer Brand

Top 20

Listed among  
Best Global Biotech  
Employers\*

(\*Science magazine)

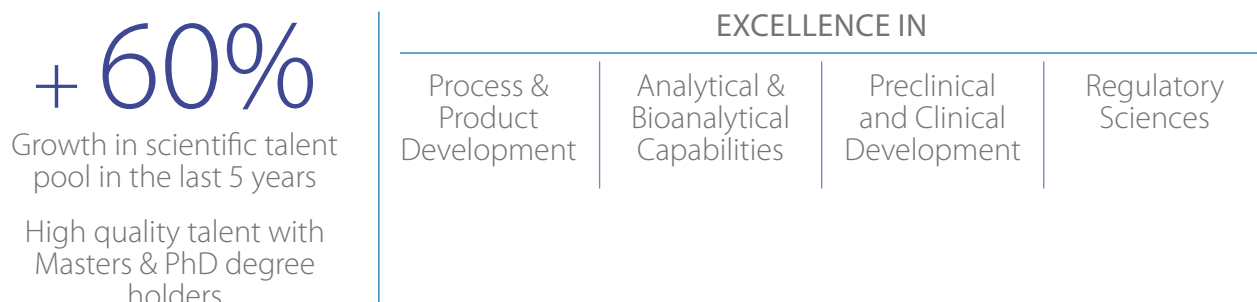




### In Building Valuable Brands in Chronic Therapy Areas



### In Creating A Best-in-Class Innovation Ecosystem





**A**t Biocon, we have crossed many credibility milestones in our one-and-a-half-decade-long biopharma journey. We have successfully launched several affordable, research-driven complex small molecule generics, biosimilars as well as novel biologics for chronic diseases.