

18th February 2025

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| <p>(1) BSE Limited Listing Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001 Scrip Code: 500087</p> | <p>(2) National Stock Exchange of India Limited Listing Department Exchange Plaza, 5th floor, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Scrip Code: CIPLA</p> |
| <p>(3) SOCIETE DE LA BOURSE DE LUXEMBOURG Societe Anonyme 35A Boulevard Joseph II, L-1840 Luxembourg</p> | |

Sub: Presentation for Analyst / Institutional Investor Meetings

Dear Sir/Madam,

In furtherance to our intimation dated 10th February 2025 with respect to our participation at the Kotak conference, the presentation to be discussed at the conference is enclosed and the same is also available on our website at www.cipla.com.

Kindly take the above information on record.

Thanking you,
Yours faithfully,
For Cipla Limited

Rajendra Chopra
Company Secretary

Encl: a/a

Prepared by: Chirag Hotchandani



Cipla

90 YEARS

CARING FOR LIFE

KOTAK CHASING GROWTH CONFERENCE 2025

**Umang Vohra
GCEO & MD Cipla**

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AGENDA

1. Journey so far

2. Trends in the Industry

3. Way Forward

Celebrating 90 Years of Caring for life

Cipla

Foundation of Cipla 1935 - 1950

1935: Dr K A Hamied founded Cipla in Mumbai

1939: Mahatma Gandhi visited Cipla, inspiring Dr K A Hamied to produce vital and life-saving medicines for India



Breath of New Life 1950 - 1985

1960: Dr K A Hamied's son, Dr Y K Hamied joined Cipla

1968: CIPLA's turnover crossed the INR 1 Cr mark

1972: Cipla produced its first inhaler, followed by the launch of Salbutamol that was considered a landmark in the treatment of asthma and COPD



Golden Era of Growth 1985 - 2001

1985: Cipla becomes one of the pioneers to manufacture APIs

1991: Cipla's turnover crossed INR 100 Cr

1997: Cipla Palliative Care set up in Pune to provide free holistic care to terminally-ill cancer patients and their families

2001: Cipla created the world's 1st triple-drug fixed-dose combination and offered this to Doctors without Borders at \$350 per person per year



Stronger Legacy, Stronger Future – 2010 onwards

2012: Landmark year for Cipla as it moved to become a promoter-led and professionally run organization

2013: Cipla Health Limited conceptualized & Cipla acquired Medpro in South Africa

2016: Acquisition of InvaGen & Exelan in US

2020: During the Covid-19 pandemic, Cipla offered access to wide range of offerings from diagnosis to treatment

2023: Acquisition of Actor Pharma (Pty) Ltd

2024: Cipla 'One India' business breached the threshold of INR 10,000 Cr & North America crossed the \$900Mn mark



Journey since 1935 has led to...

Cipla



\$3 bn+
Global Revenue



No. 1
in India by Volume¹



\$900 mn+
Revenue in North
America



No. 1
in Rx in South Africa²



85+
Markets



46
State of art
manufacturing
facilities



50+
Dosage
forms

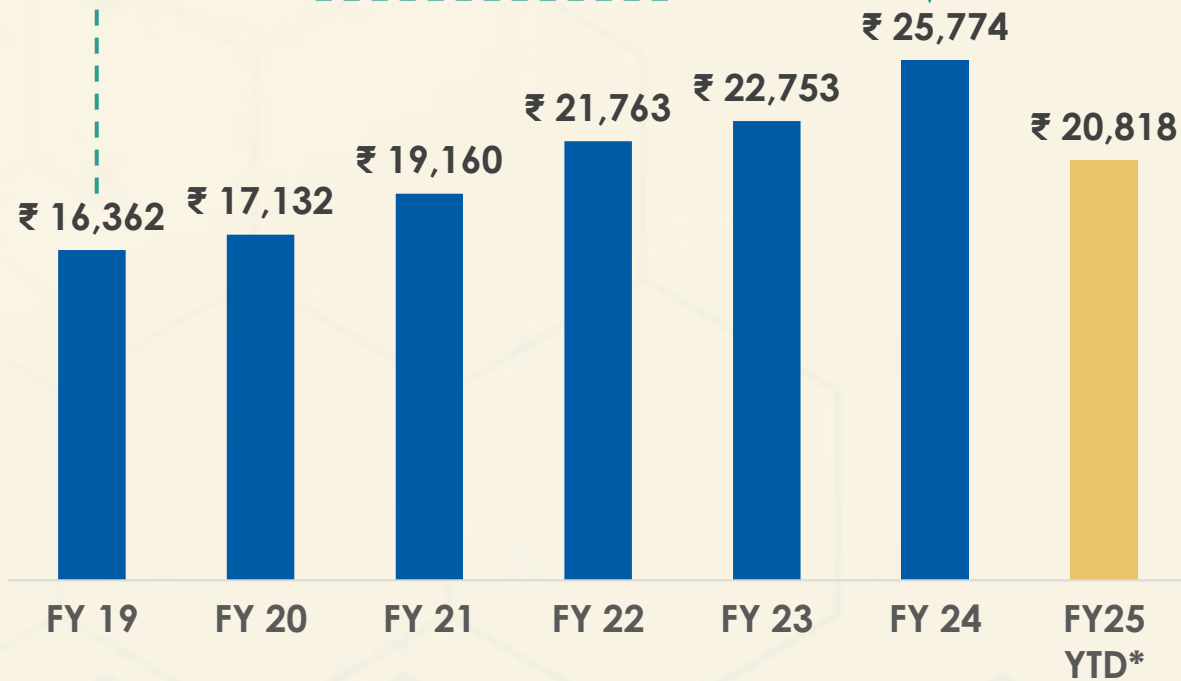
Strong performance with focus on profitability continues



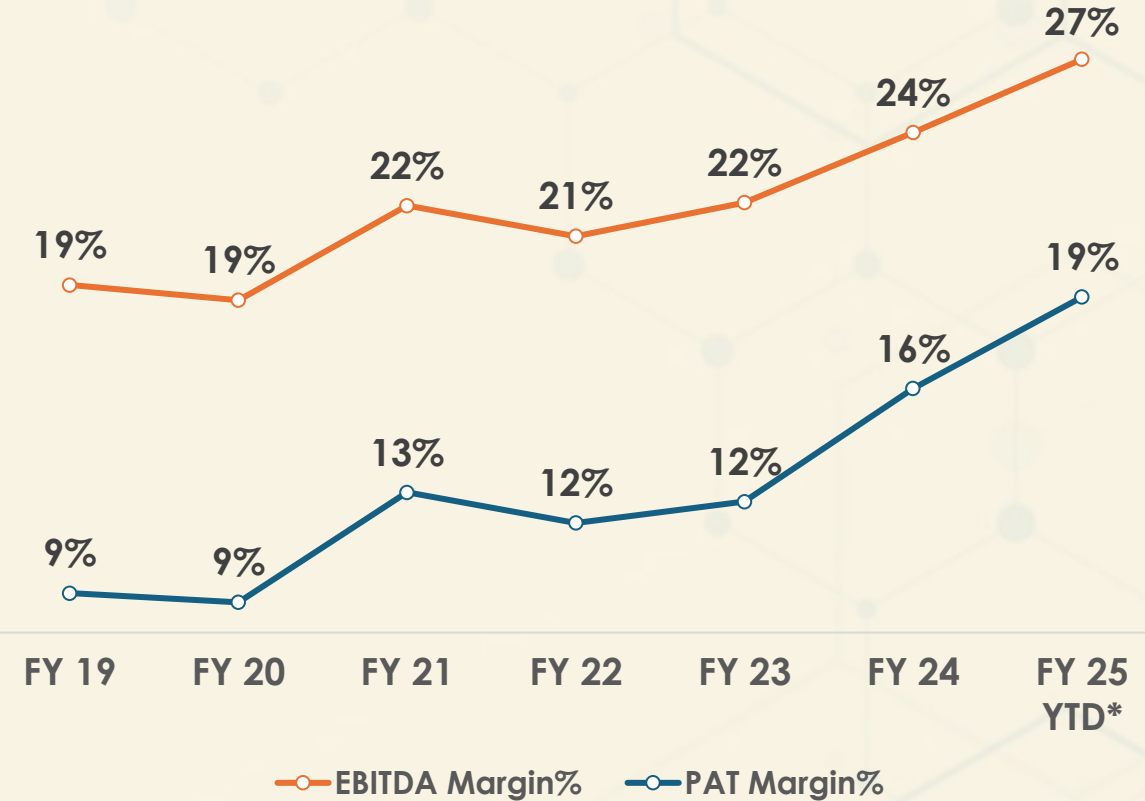
Revenue from Operations

(in INR Cr)

5 Yr CAGR: 10%



EBITDA & PAT Margin %



*Refers to numbers for nine months period Apr-Dec24 2. Cash & Cash Equivalents 3. FY 24

Today Cipla commands a global footprint coupled with strong presence across key markets

Cipla

Cipla revenue share %³

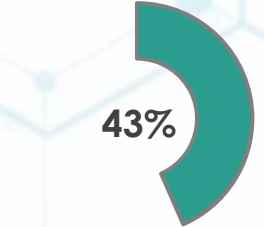
Business Unit

Details

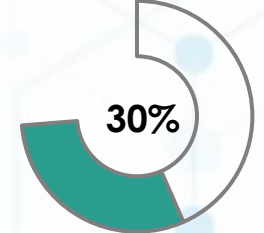
Cipla Revenue | YoY Growth %²



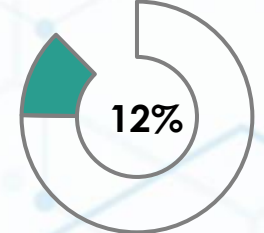
- Includes Rx, Gx & Consumer Health business
- **Cipla third largest player in the IPM**
- **Ranked #1 in India respiratory market; #2 in Urology¹**
- **7 Therapies with IPM Top 5 Ranks¹**



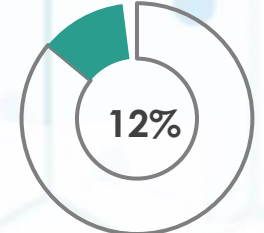
- **Ranked #1 in Generic Albuterol Market⁴**
- Adopted portfolio & customer diversification strategy
- Focus on launching complex generics
- **Established 505 (b) (2) & Para IV verticals**



- Ranked **No. 2 in South Africa** overall market⁵ | Growing 2.5X faster than the market⁵
- **Acquisition of Actor Pharma | Cipla is now 3rd largest player in South Africa OTC⁵**
- Expanding presence in Algeria, Morocco, & SSA cities



- Presence across **50+ markets** in EM and 20+ markets in EU with 2000+ SKUs and 35+ dosage
- Building presence in deeper markets by collaborating with local partners



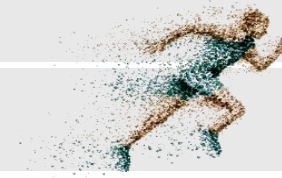
1. IQVIA MAT Dec'24 2. YoY Growth:Ex QCIL 3. As per Cipla annual report FY 2023-24 4. IQVIA Weekly Jan TRx Data 5. IQVIA MAT Nov 24 6. Represents South African Private Revenue

Cipla India: Driving long-term growth with a legacy of sustainability

Cipla

One India revenue trend

| | |
|----------|---------------|
| FY 21 | INR 7,735 Cr |
| FY 24 | INR 10,865 Cr |
| FY 25 9M | INR 8,992 Cr |



CAGR
11%



Branded Prescription

- ❖ Cipla maintained #2 market¹ rank in overall Chronic with improved Chronic mix of 61.5%
- ❖ **Foracort #1 brand in IPM**; crosses 800cr mark
- ❖ **No. of Brands in >100cr increased to 26** in MAT Dec 24 vs only 16 brands in MAT Dec 20



Trade Generics

- ❖ **Largest Trade Generic business in India**
- ❖ Successful transition in distribution model
- ❖ 2 Brands with TTM revenue of > INR 100 Cr and 5 Brands with TTM revenue of INR 50 Cr to INR 100 Cr



Consumer Health

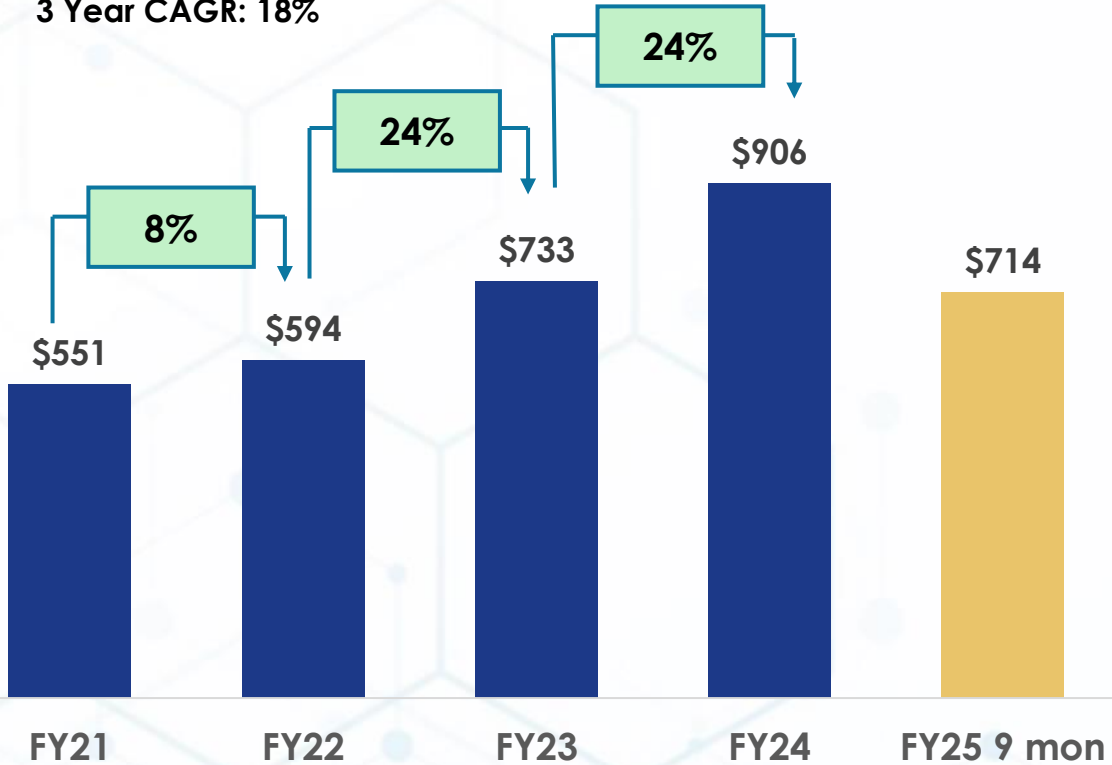
- ❖ Anchor & transitioned brands continue to grow bigger
- ❖ Focus on **sustained EBITDA trajectory**
- ❖ Nicotex², Omnigel³ and Cipladine³ ranked #1 in the market

Focus on driving North America business growth through complex asset pipeline



Cipla North America Revenue (in USD mn)

3 Year CAGR: 18%



Launched Lanreotide both NDA under 505(b)(2) & ANDA

Launched oncology drug Lenalidomide

Derisking US business by investing in local MDI & DPI manufacturing facilities



Pipeline progress

Respiratory Pipeline

- 6 assets filed (launches expected in 1-3 years for major assets)
- 2 assets to be filed over next 12-15 months

Peptides & Complex generics

- 10 assets filed (most launches expected in FY26-FY28)
- 10 assets to be filed over next 12-24 months

Oligo / 505(b)(2) Differentiated products

- 2 505(b)(2) assets launch expected in 1-2 years
- 2 Oligonucleotides & 4 505(b)(2) assets to be filed over next 12-24 months
- 2 Global Biosimilar asset in early stage of development

Key Trends in Pharmaceutical Market



Indian Pharma: An Industry at its pinnacle

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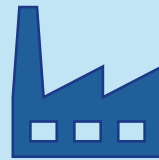
Aspiration for
\$450 bn Indian pharma market by 2047

Pillars of Growth



Growing Population

- Indian population est. to be 1.5 bn by 2030¹
- % of elderly in India est. to double i.e. to ~20% of total pop. by 2050²



Pharmacy of the World

- Second largest no. of USFDA-approved plants
- 20% share in export of generic drugs³



Quality Excellence

- Decrease in OAI classifications from 26% in 2014 to 13% in 2023⁴



Innovation

- Indian companies taking strides in complex generic formulations

Supporting Blocks

Increase in GDP

Increasing Health Insurance Penetration

Increase in Investment

National Pharmaceutical Policy

PLI Scheme

Market opportunity is tremendous; growth across various segments

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Government initiatives & support

- Ayushman Bharat PM-JAY providing **health insurance of 5 lakhs**
- Delivering **healthcare at community level** by setting up health & wellness centres

Rising healthcare awareness & demand

- **Increased health awareness** facilitated by digital penetration
- **Huge middle class** coupled with **increasing disposable incomes**

Advancement in Treatments

- **Increasing trend towards hi-tech complex surgeries & minimal invasive procedures**



Indian Diagnostics Market

Indian diagnostics market valued at about \$ 13 bn in 2023 and is **expected to grow twice its current size by 2028¹**

Preventive Care Market

- Projected to reach **\$532 billion by 2030** with a CAGR of 22%²
- Opportunity in physical, mental wellness & nutrition



Indian Hospital Sector

- Projected to grow at ~10% CAGR³ during next 5 years
- Increase in private sector investment & multi chain hospitals; **improving the healthcare accessibility**

Indian Medtech Industry

- Projected to reach \$50bn market size by 2030⁴
- India ranks among top 20 with market share of 1.65%; **share expected to rise to 10-12% within next 25 years⁴**

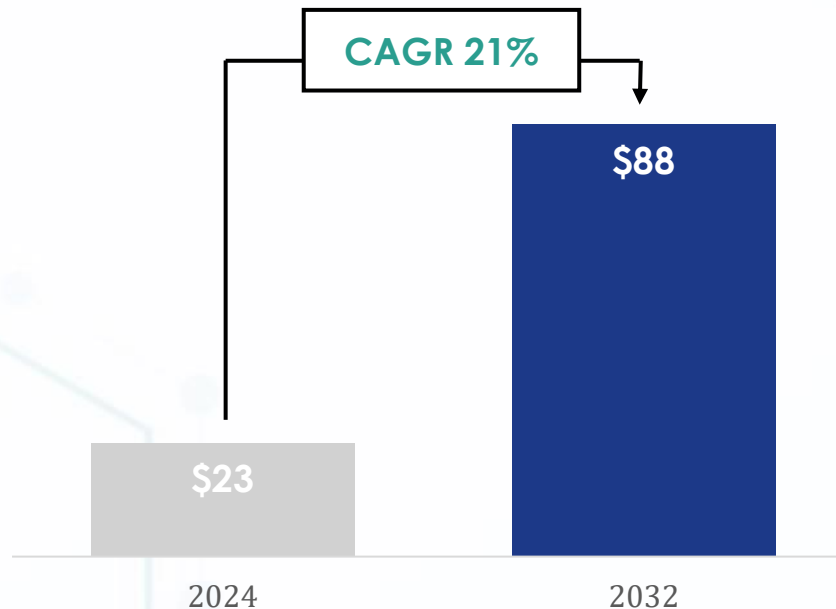


Global pace of innovation is relentless

Buzz words like Obesity, GLP-1, Biosimilars, CAR-T, ADCs, mRNAs continue to dominate



GLP 1 Drug Market¹

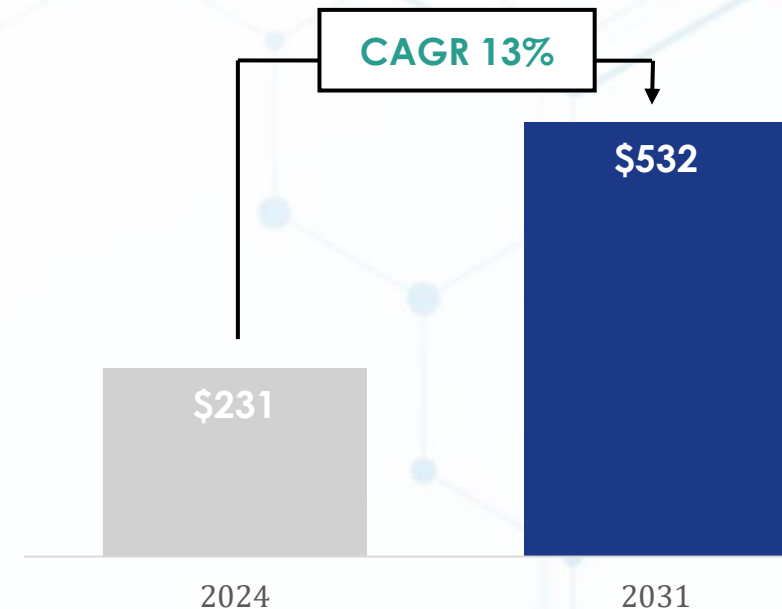


Drivers for growth:

- Next gen therapies such as improving ease of administration through developing oral drugs or LAIs
- Preference for non-insulin therapies
- Cardiovascular protection alongside diabetic control



Oncology Market²



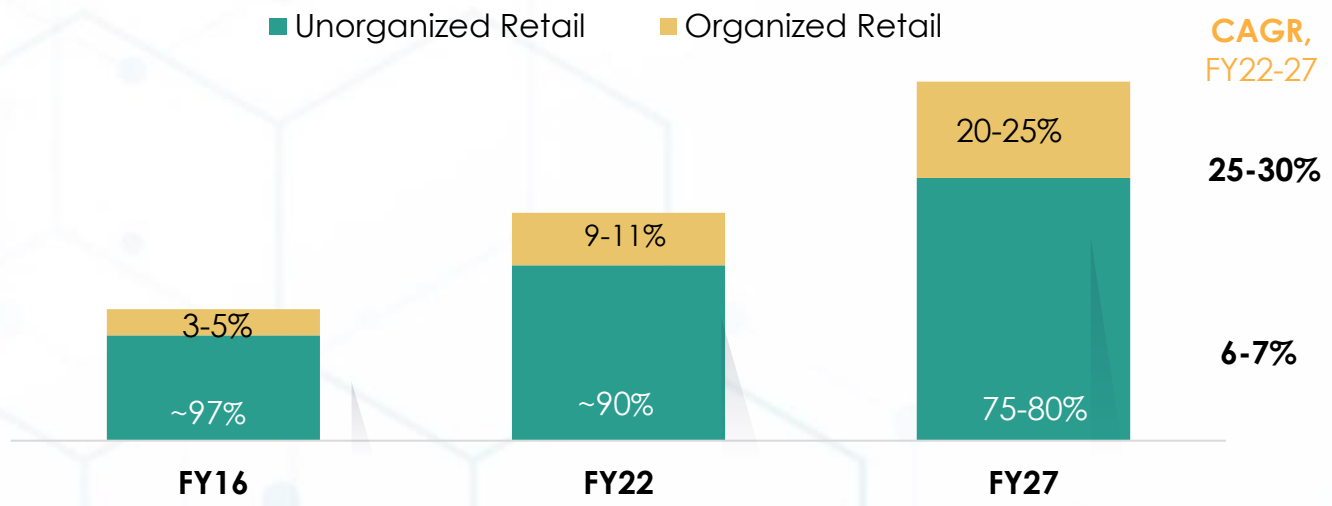
Emerging next gen oncology therapies:

- CAR-T Cell Therapy
- Anti body drug conjugates
- Next Generation Sequencing
- Stem Cells

Channel play design: Needs to accommodate both organized & unorganized retail

Organized players expected to garner a market share of 20-25% by 2027

~80% chemists will still be a part of unorganized retail



- 01 Traditional trade will continue to have high dependence on medicines supply
- 02 Penetration of organized players is limited to Metros, Tier 1 | Tier 2-6 growth will be driven through traditional trade
- 03 Data analytics & insights both from organized & unorganized retail will be critical for pharma industry to design efficiency & drive growth

- Cipla stake in digital tech company GoApptiv increased to 22.99%
- Increase penetration in underserved rural areas of India & address healthcare gaps

Source: Technopak Industry Report, Redseer Research, Analyst reports, Investor presentations

Digital & AI: Backbone of Transformation

Gen AI expected to produce \$80 bn to \$110 bn in annual value across the pharma industry value chain¹

Emerging AI use cases across various fields in pharma industry¹



Research & early discovery

Scientific knowledge extraction
| In silico compound screening
| Trial & portfolio optimization



Clinical development

Regulatory intelligence engine
| Smart data management |
Trial performance copilot



Operations

Augmented Sourcing | No touch planning & real time inventory optimization



Commercial

Personalise content creation | Medical & legal review assistance & automation



Leveraging tech to guide patients on using the inhalers through the Breathefree App



'CipAir' a mobile application designed to enable timely & convenient **first line of screening for asthma in India**

Way Forward



Passion Areas: Lung Leadership

Our ambition : To be the world's largest inhaled medicines player



Increasing depth & width of Respiratory portfolio



Going deeper in Asthma & COPD; Foraying into lung cancer, ILD, ABPA¹



Executing strong pipeline of respi assets in US i.e. Gx Advair, Gx Symbicort



Differentiated Drug & Device Portfolio



26 Double/triple combinations with Ciphaler & Synchrobreathe in development pipeline



Bringing innovative portfolio to India

AFREZZA® INHALER



Received approval to launch India's first inhaled insulin in partnership with Mannkind



Increasing the Awareness & Adoption



#Berok Zindagi:

Addressing key myths & stigma associated with inhalers



Tuffies:

Aimed at improving respiratory care among children



Going Beyond Pharma



Digital

India's first lung health app; Crossed **14 lakhs + downloads**



Spirofy

Expanding Spirofy in countries such as Sri Lanka, Oman, Myanmar & SSA



Breathefree Wellness Centres



- Physiotherapists & trainers
- POC & Advances
- **Bringing Lung Care to patients directly at one place**
- Better diet management
- Counsellors for smoking deaddiction

Passion Areas: Global Wellness

Creating the largest fast-moving wellness company



Tapping the large white space in the Wellness industry



₹ 1000 Cr+¹

10X Growth¹
over last 7 years

| Retailers ² | Grocers & Others | Modern trade | E-Commerce |
|------------------------|------------------|--------------|------------|
| ~5,20,000 | 85,000 + | 9,500 | 11 |

Inorganic Growth



Acquired the fifth largest privately owned OTC Player in South Africa



Acquired cosmetics and personal care business of Ivia Beaute

Entering in New Segments



by CiplaHealth



Multi segment portfolio play in Skin and Hair categories with Rivela, Tugain, Cetafresh & Astaberry range

Source: 1. CHL India business revenue 2. Including Pharmacies



OBESITY

Market

10X

Increase in Global Spending on Anti Obesity Medication since 2020¹



- Indication expansion beyond Obesity
- Global pipeline of 150+ obesity assets at various phases¹
- Orals & Injectables: Future shape of anti-obesity market still settling

Opportunity

- Globally **1 in 8 suffer from obesity** & 70% of obese people projected to be living in LMIC
- **Focus on introducing Semaglutide at opportune time; open to partnership**



ONCOLOGY



Strengthening the oncology portfolio:

- **Developing complex products such as Paclitaxel, lenalidomide or**
- **Through partnerships such as Trastuzumab, Bevacizumab & Rituximab in India**



Focus on building capabilities in next gen therapies through partnerships



CNS



Neuro/CNS market in India witnessing double digit growth; Cipla 5th largest player



Strengthened presence in the anti-epilepsy segment with partnered product Frisium, a leading brand in the anti-epileptic category

Execution: Building strong presence across markets



One India

Increasing Chronic share & focus on tier 2-6 towns

To be 2nd largest Pharma company in Rx Market; Continue Leadership in Gx



One Africa

Continue outpacing market growth in South Africa

Focus on improving business profitability & Sharper focus on top cities vs entire countries



North America

Focus on launching complex generic assets

Become the 2nd largest generic player (by prescriptions) in inhalation based products by 2030.



Emerging Markets & Europe

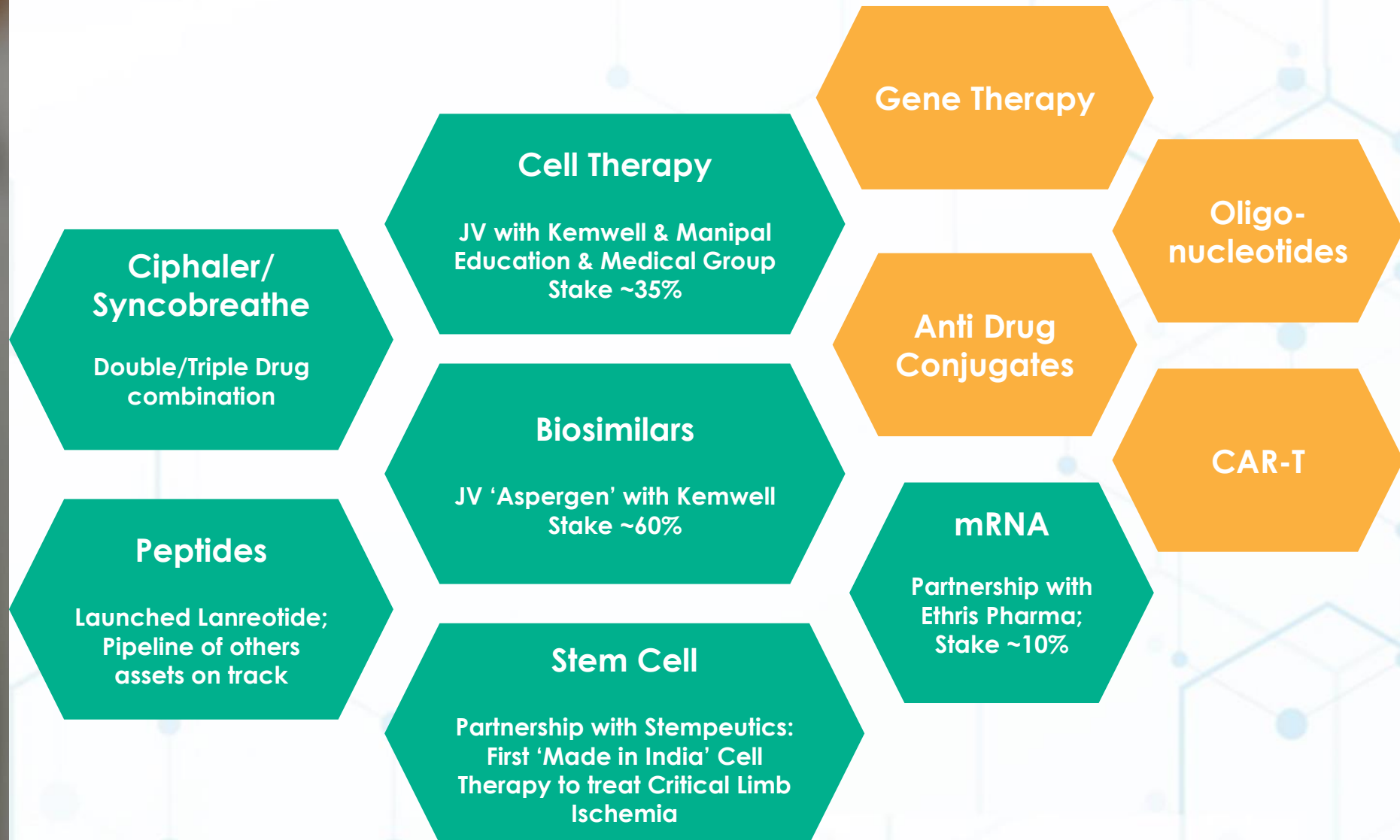
Strategic partnerships & on time launches to drive growth

Continue to build strong presence in deep markets

Innovation: Investing in complex, differentiated, new-age platforms

Cipla

Future Fit Cipla:
Staying relevant in the future



Championing Care

Culture

- ❖ **Cipla Great places to work** certified across geographies | 7 times in a row in india
- ❖ Driving **inclusion and diversity agenda** across leadership levels to represent gender, age, ethnicity & person with disabilities
- ❖ **Champion & Role Model** the “Cipla Way”

ESG

- ❖ Cipla is included in **DJSI World Index 2024 & DJSI Emerging Market Index 2024**
 - ❖ Achieved **1st place in India in the Drug and Pharma sector**
- ❖ Achieved Zero Waste to Land Fill goal a year in advance
- ❖ Committed to best in-class sustainable practices

Crusader for Health & Crisis

- ❖ **Launched Cefepime-Enmetazobactam** in India in partnership with Orchid Pharma
- ❖ Received CDSCO approval for **Plazomicin**
- ❖ Partnered with Central Drug Research Institute for development of Amphotericin-b Eye drops with another **four innovative products in development**



We are proud to share that Cipla has received Zero Waste to Landfill certification for all its 36 operational manufacturing units and R&D centre in India.

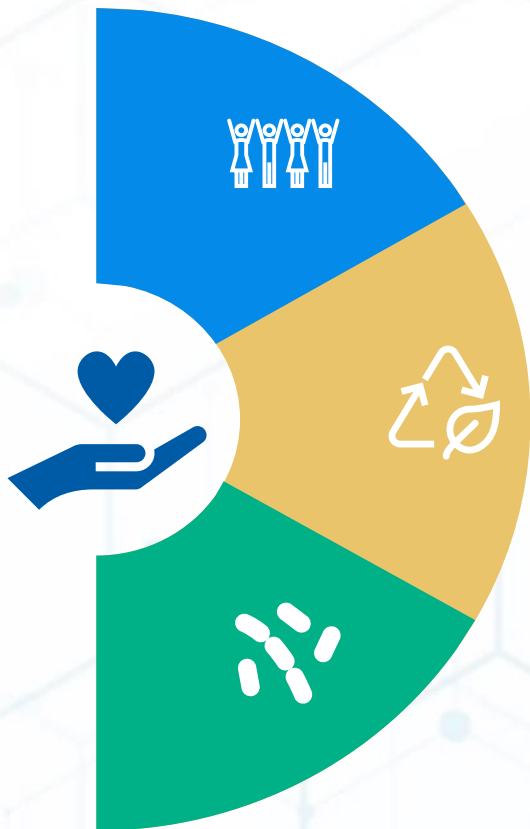
Cipla has achieved its goal a year in advance to its committed timeline.

Every action counts in the fight against resistance



I pledge to use antibiotics wisely.

Cipla





Cipla

Thank You

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