

28th January 2025

(1) BSE Ltd.
Listing Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Scrip Code: 500087

(2) National Stock Exchange of India Ltd.
Listing Department
Exchange Plaza, 5th floor
Plot no. C/1, G Block
Bandra Kurla Complex
Bandra (East), Mumbai - 400 051
Scrip Code: CIPLA

(3) SOCIETE DE LA BOURSE DE
LUXEMBERG
Societe Anonyme
35A Boulevard Joseph II
L-1840 Luxembourg

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation dated 28th January 2025.

Kindly take the above information on record.

Thanking you,

Yours faithfully,
For **Cipla Limited**

Rajendra Chopra
Company Secretary

Encl: As above

Prepared by: Sharina Dsilva

The text 'Investor Presentation' is written in a large, bold, white, sans-serif font in the lower-left quadrant of the slide. The background behind the text is a blurred image of several hands clasped together, suggesting teamwork or support.

Investor Presentation

Q3FY25

28-01-2025

DISCLAIMER

Except for the historical information contained herein, statements in this presentation and the subsequent discussions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, our ability to obtain regulatory approvals, technological changes, fluctuation in earnings, foreign exchange rates, our ability to manage international operations and exports, our exposure to market risks as well as other risks.

The investor presentation is not intended to endorse, advertise, promote or recommend the use of any products listed in it which are for representation purpose only, some of which are reference listed drugs of which the Company has approved, under approval or under development generic equivalents. The prefixes "g" and "generic" used interchangeably indicate the generic versions of the named brand drugs.

Information relating to any medical products or medical devices contained herein is provided by Cipla for general information purposes only. Information on any of the medical products or medical devices may vary from country-to-country. A reference to a medical product or a medical device does not imply that such medical product or medical device is available in your country. The commercial availability of the medical products or medical devices listed herein in your country is dependent on the validity and status of existing patents and/or marketing authorizations related to each. An independent enquiry regarding the availability of each medical products or medical device should be made for each individual country.

The product information contained herein is not intended to provide complete medical information, and is not intended to be used as an alternative to consulting with qualified doctors or health care professionals.

Nothing contained herein should be construed as giving of advice or the making of a recommendation and it should not be relied on as the basis for any decision or action. It is important to only rely on the advice of a healthcare professional.

Strong performance¹ in focused markets; upward operating profitability trajectory

Revenue

EBITDA

PAT

Q3FY25

INR 7,073 Cr 8% (YoY)

INR 1,989 Cr 16% (YoY)
184 bps
28.1% of Revenue

INR 1,571 Cr 50% (YoY)
617 bps
22.2% of Revenue

Business Performance Snapshot

One India

North America

South Africa Private

Emerging Markets & Europe

Q3FY25

INR 3,146 Cr 10% (YoY)

\$ 226 Mn 2% (YoY)

ZAR 1,196 Mn 8% (YoY)

\$ 98 Mn 20% (YoY)

Chronic mix² improved to 61.5% YoY
Trade generics growth trajectory is back on track

Albuterol ranked #1 in U.S. Albuterol Generic market³
Lanreotide supply issues impacted the overall sales

Growing at a market multiple⁴ of 2.5x

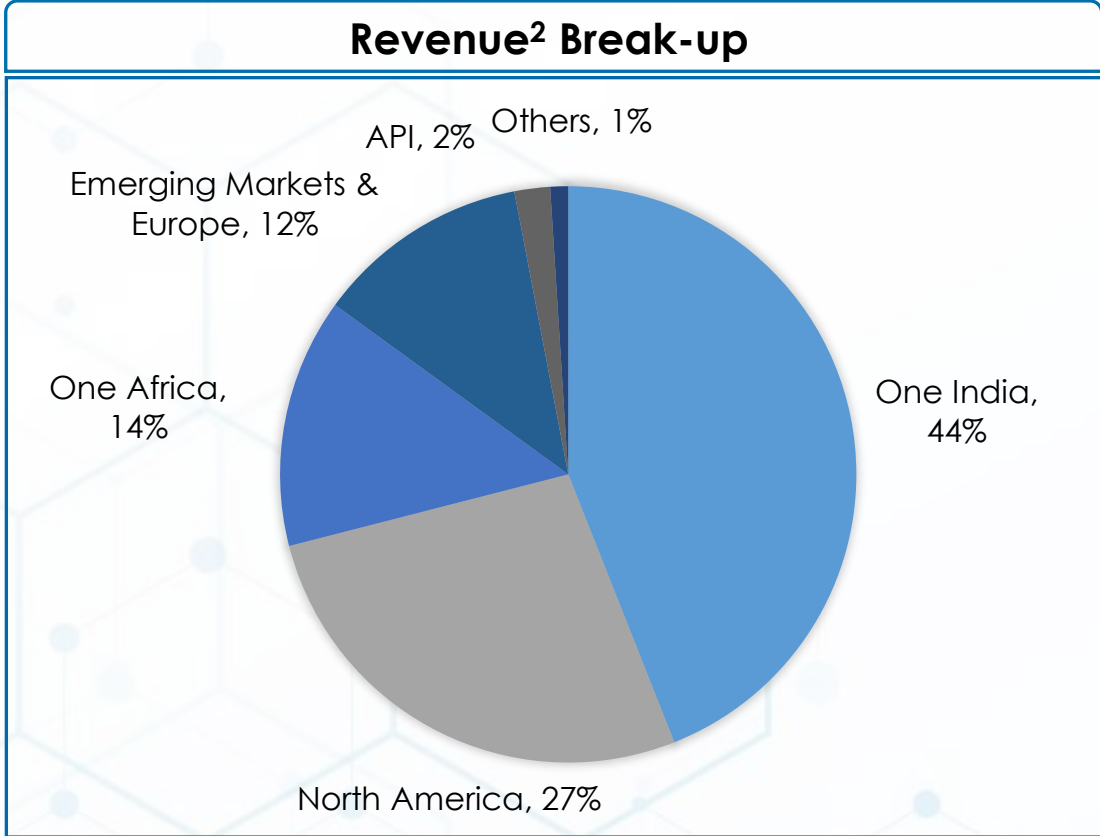
Solid growth driven by deep market focus

1. Ex-QCIL; Divested in Q3FY24 | 2. Market data as per IQVIA MAT Dec'24 | 3. Market data as per IQVIA week ended 27th Dec 2024 | 4. Market data as per IQVIA MAT Nov'24

Financial Performance¹ – Q3FY25

Revenues

INR 7,073 Cr



EBITDA

INR 1,989 Cr

Q3FY25 (Consolidated)

	Actuals (INR Cr)	vs Q3 FY24
Total Revenue from Operations	7,073	8.1%
EBITDA	1,989	15.7%
EBITDA %	28.1%	184 bps
PAT	1,571	49.7%
PAT %	22.2%	617 bps

R&D³ INR 360 Cr
5.1% of revenue

Balance Sheet Strength
Dec-24

Total Debt⁴
INR 466 Cr

Cash Balance⁵
INR 9,413 Cr

Net Cash⁶
INR 8,947 Cr

1. Ex-QCIL | 2. India includes Rx + Gx + CHL; One Africa includes South Africa, North Africa, Sub-Saharan Africa and Cipla Global Access; | 3. Opex including depreciation; | 4. Total debt includes lease liabilities and working capital loan | 5. Cash & cash equivalents includes current investments, fixed deposits, margin deposits and excluding unclaimed dividend balances | 6. Net Cash is Cash balance, net of Total Debts

One India revenue trend

Q3FY23 **INR 2,563 Cr**

Q3FY24 **INR 2,859 Cr**

Q3FY25 **INR 3,146 Cr**

**CAGR
11%**



Branded Prescription

- ❖ Cipla maintained #2 market² rank in overall Chronic with improved Chronic mix of 61.5%
- ❖ Key therapies like - Respiratory, Urology and Acute outpacing the market²
- ❖ Urology ranked #2 with market² growth of 16% YoY



Trade Generics

- ❖ Business back on growth trajectory
- ❖ 2 Brands with TTM revenue of > INR 100 Cr and 5 Brands with TTM revenue of INR 50 Cr to INR 100 Cr
- ❖ 18 new launches in 9M FY25



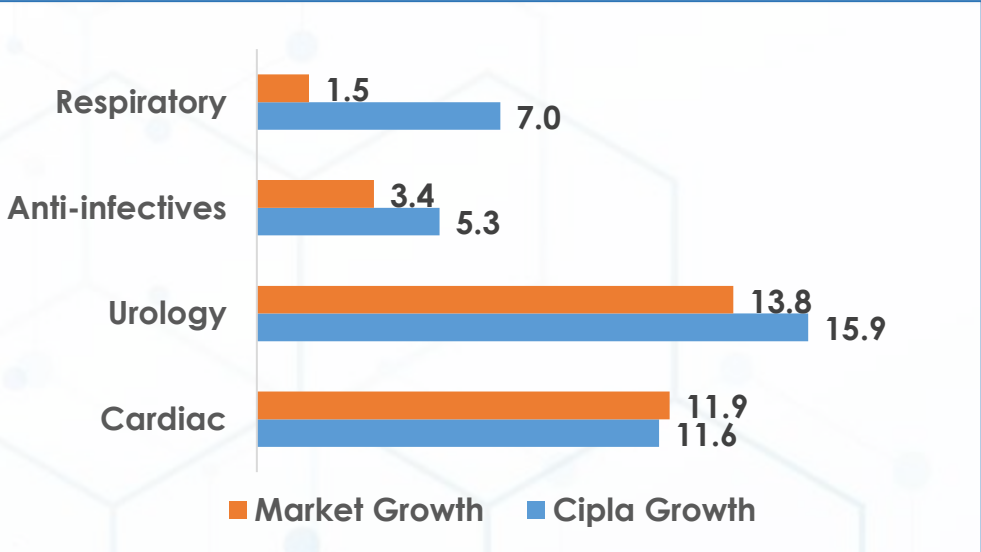
Consumer Health

- ❖ Delivered a robust growth with anchor & transitioned brands continuing to grow bigger
- ❖ Sustained EBITDA trajectory
- ❖ Nicotex³, Omnigel⁴ and Cipladine⁴ ranked #1 in the market

India Rx – Progressing on our journey backed by key therapies

Steady uptake in key therapies¹ growth (%)

Rank



- 1st
- 4th
- 2nd
- 7th

Slow industry growth in Respiratory and Anti-infectives

Largest pharma company by Volume (units) in market¹

5 brands added in the category of market¹ revenue > INR 100 Cr YoY

Leading Cardiac group brand Dytor achieved a market¹ growth of 17% YoY

Key market highlights

#1 Foracort
Biggest Brand in IPM¹

23 Brands
IPM¹ Brands in Top 300 ranks

26 Brands
IPM¹ Brands with revenue > INR 100 Cr

7 Therapies
With IPM¹ Top 5 ranks

1. Market data as per IQVIA MAT Dec'24

One India : Accelerating innovative portfolio for Indian patients

Afrezza (Inhaled Insulin)

AFREZZA® INHALER



- ❑ **Exclusive marketing and distribution** agreement with US-based MannKind Corporation for Afrezza® in India.
- ❑ Afrezza, **an inhaled insulin**, is a cutting-edge product which will increase patient convenience
- ❑ The International Diabetes Federation estimates that **73 million people** are currently **living with diabetes in India**

Zemdri (Plazomicin)



- ❑ Cipla **strengthens fight against AMR**, secures approval to introduce ZEMDRI® (plazomicin) injection in India
- ❑ Indicated for the treatment of **complicated urinary tract infections** (cUTI) including pyelonephritis.
- ❑ UTIs are a global health problem affecting approximately **150 million patients** each year

Cipenmet (Novel anti-infective)



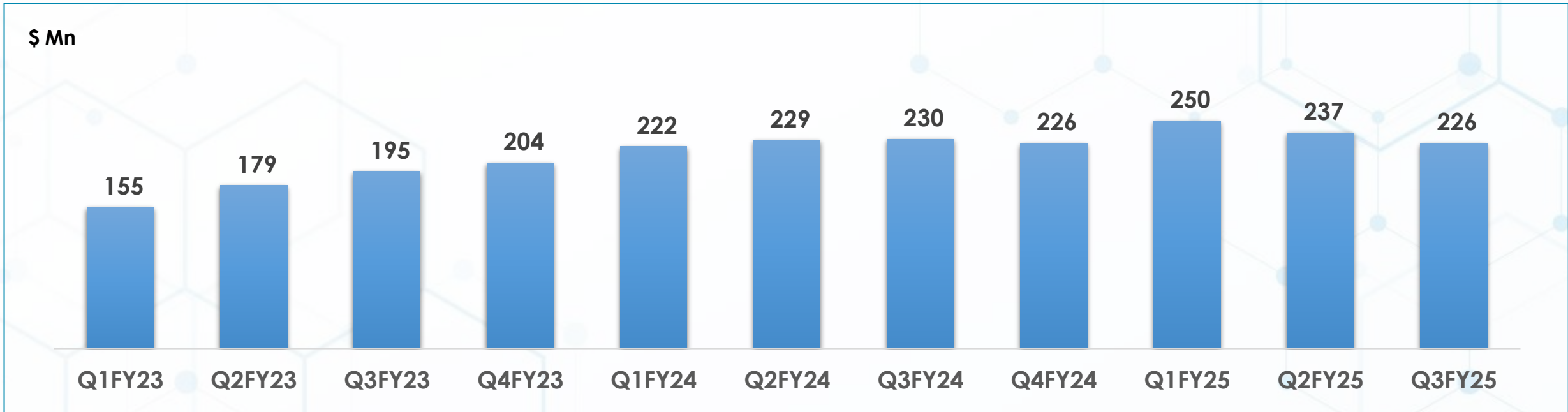
- ❑ Cipla partners with Orchid Pharma to launch antibiotic **Cefepime-Enmetazobactam in India**, used in the treatment of cUTI, HAP and VAP indications¹
- ❑ **Combines** Orchid's innovative drug development capabilities with our extensive distribution network
- ❑ **Enhanced commitment to AMR** stewardship and deliver advanced, innovative therapies to patients

9M FY25: Global Consumer Wellness Franchise



1. Market ranks as per IQVIA Nov'24 | 2. Market ranks as per AC Nielsen Nov' 24 | Above numbers exclude sales of wellness brands through prescription channel

North America: Witnessed continuous traction in key differentiated assets



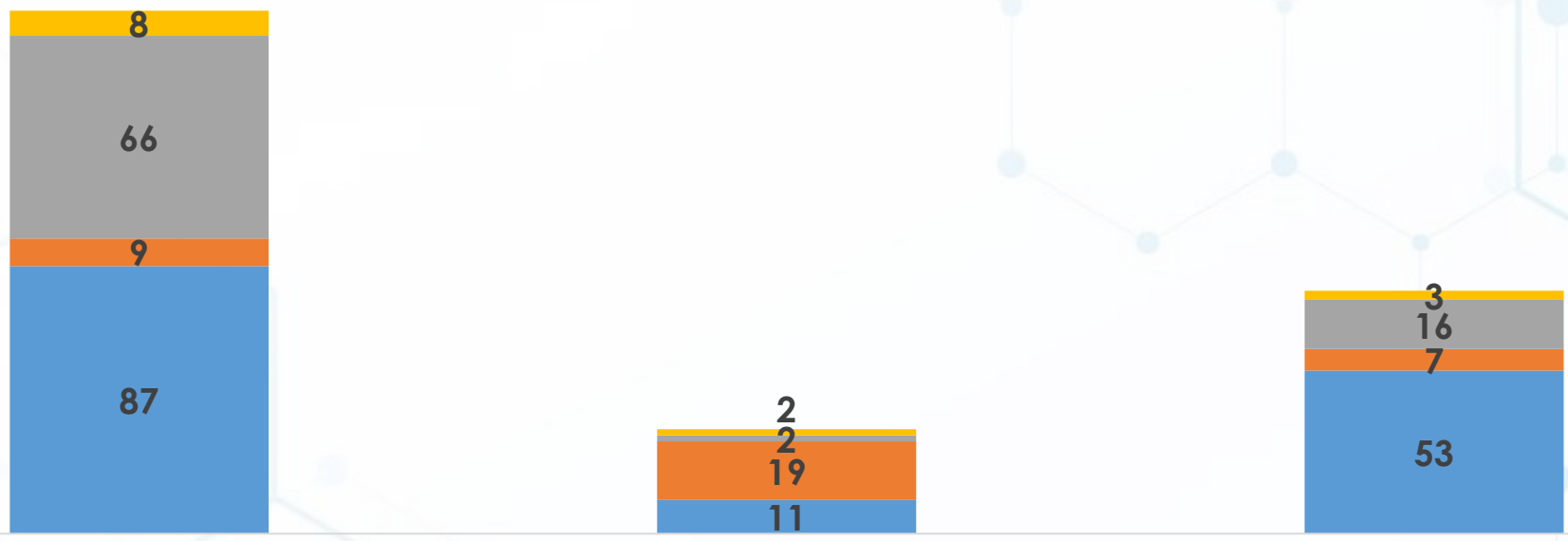
Key Business Highlights



- Received various generic drug approvals, including Phytonadione injectable 1mg/0.5ml, Esomeprazole granules 2.5mg/5mg, Potassium Phosphates Injection USP
- Albuterol market share¹ further increased to 21% during the quarter and ranked No. 1 in the overall U.S. Albuterol Generic market
- Goa facility has been classified as 'VAI' by the USFDA
- Lanreotide supply issues abating

1. Market data as per IQVIA week ended 27th Dec 2024

ANDA & NDA Portfolio & Pipeline (As on 31st Dec 2024)



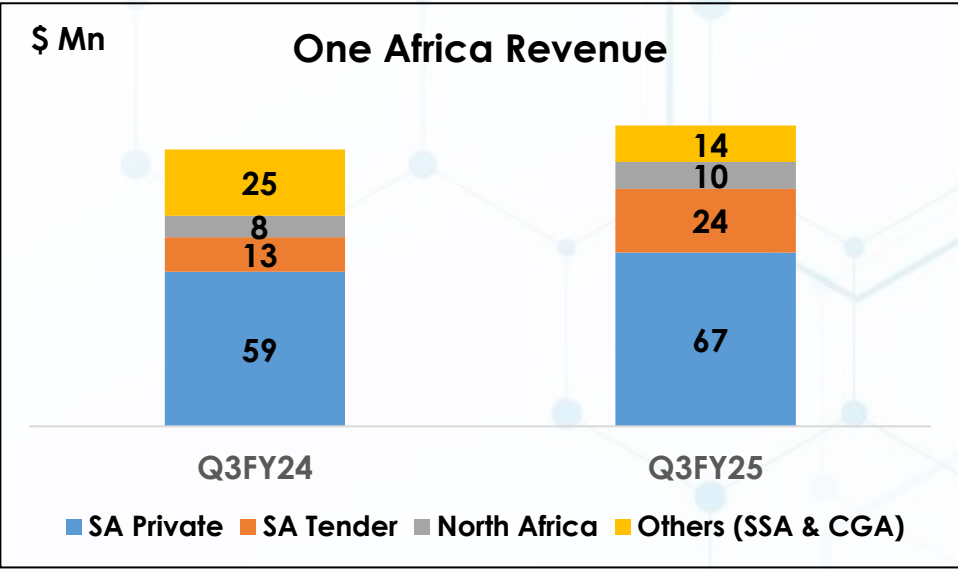
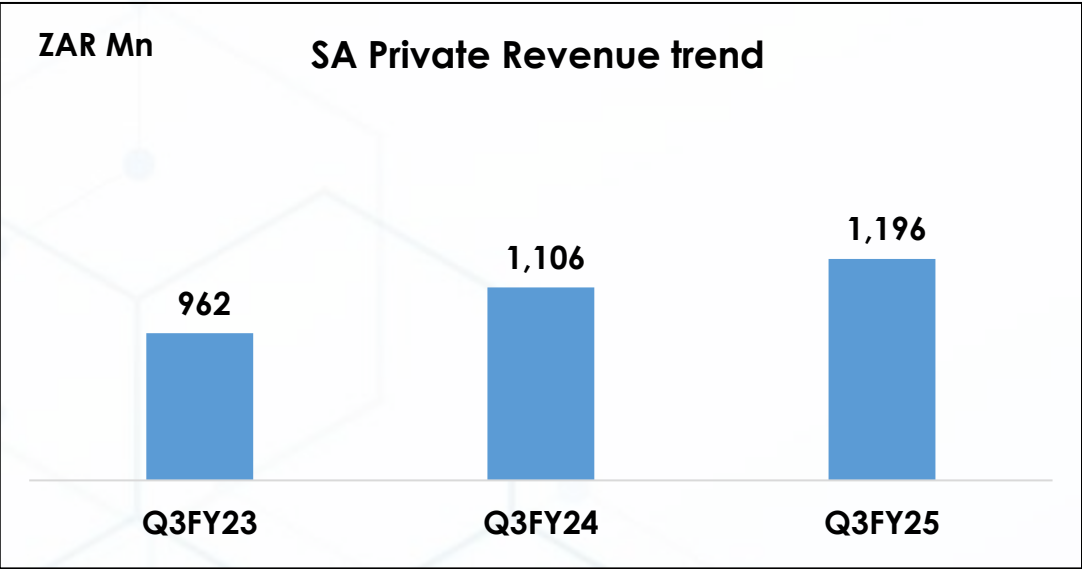
Approved ANDAs & NDAs Tentatively Approved ANDAs & NDAs Under Approval ANDAs & NDAs

■ Cipla Ltd ■ PEPFAR¹ ■ Invagen ■ Partnered ANDAs/NDAs

170	+	34	+	79	=	283
Approved ANDAs & NDAs		Tentatively Approved ANDAs & NDAs		Under Approval ANDAs & NDAs		Total ANDAs & NDAs

1. PEPFAR approved ANDAs can be commercialised in US

One Africa¹: South Africa Private growing 2.5x faster than the market



Market Segment ²	Rank	Share	Cipla Growth	Market Growth
South Africa Prescription	1	8.9%	6.8%	2.6%
South Africa OTC	3	8.6%	2.4%	0.9%
South Africa Overall	2	8.8%	5.2%	2.0%

SA Key Highlights²

- Healthy performance across key therapies like Respiratory, CNS and Anti-infectives
- 10 brands with MAT market revenue > 100 Mn ZAR
- Highest number of brands in top 30 (7), top 50 (13) and top 100 (20) within generics segment



SA Ranked #1

In the prescription market²



13 new launches

Across multiple therapies in 9M FY25

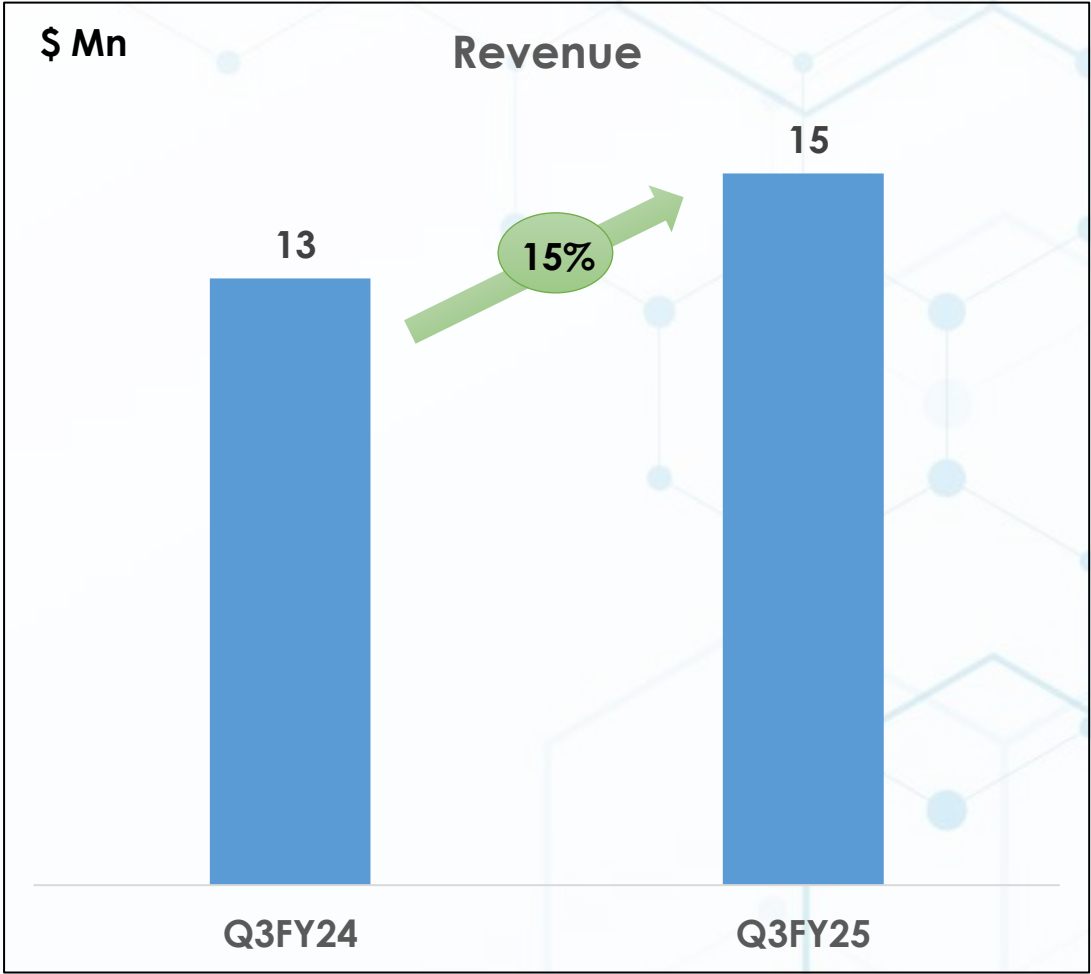
1. One Africa - South Africa, North Africa, Sub-Saharan Africa (SSA) and Cipla Global Access (CGA); numbers are Ex-QCIL | 2. Market data as per IQVIA MAT Nov'24

Q3FY25 : Emerging Markets & Europe and API

Emerging Markets & Europe¹



API



1. North Africa region is reclassified from Emerging Markets to One Africa.

Progress on ESG Goals



Cipla is included in:

- **DJSI World Index 2024**
- **DJSI Emerging Market Index 2024**
- Achieved **1st** place in India in the Drug and Pharma sector



Cipla meets its Zero Waste to Land Fill goal a year in advance

- 36 operational Units & R&D Centre in India certified for ZWTL



13% reduction in freshwater withdrawal compared to FY20



52% of water recycled as percentage of water withdrawal



28% renewable energy in energy mix compared to 9% in FY20



Ciprofloxacin is now AMR certified by BSI

- Ciprofloxacin made at Indore is AMR compliant. Certified by BSI
- Product meets AMR alliance's Antibiotic Manufacturing standard 2022

We are thrilled to share that Cipla has been included in the prestigious



Dow Jones Sustainability Indices (DJSI) World Index 2024



Dow Jones Sustainability Indices Emerging Market Index 2024



Cipla has achieved an impressive third place globally in the Drug and Pharmaceutical sector.



ESG score of

79/100

up from 70 last year



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.

Consolidated Profit and Loss statement summary (Reported)

Particulars	Q3 FY25	Q3 FY24
Revenue from sale of products	6,962	6,506
Other operating income	111	98
Income from operations	7,073	6,604
Material cost	2,264	2,220
Employee benefits expense	1,198	1,068
Other expenses	1,622	1,569
Total expenses	5,084	4,856
Finance costs	15	30
Depreciation, impairment and amortisation expense	280	233
Other income	222	185
Profit before exceptional items and tax	1,916	1,669
Exceptional Items	-	-195
Profit before tax	1,916	1,474
Tax expenses	332	405
Share of associate	-9	-0
Profit for the period	1,575	1,068
Non-controlling interest	4	13
Profit for the period attributable to shareholders	1,571	1,056

Note : Figures have been rounded-off

Consolidated Balance Sheet (Reported)

The Cipla logo is displayed in white text on a dark blue rectangular background in the top right corner of the slide.

INR Cr

Key Balance Sheet Items	Dec-24	Sep-24
Equity	30,012	28,456
Total Debt	466	461
Inventory	5,562	5,573
Cash and Cash Equivalents*	9,413	8,412
Trade Receivables	5,858	5,588
Trade Payables	2,764	2,675
Net Tangible Assets	6,372	6,329
Goodwill and Intangibles	4,984	5,111

* Cash & cash equivalents includes current investments, fixed deposits, margin deposits and excluding unclaimed dividend balances | Figures have been rounded-off



Cipla

Thank You

Registered Office :

Cipla Limited, Cipla House, Peninsula Business Park, Ganpatrao Kadam Marg, Lower Parel, Mumbai 400 013

For any queries, please contact

Diksha Maheshwari

Investor.Relations@cipla.com

For more information please visit

www.cipla.com