

Cipla



Force for Good

Pioneering | Innovative | Rooted in Care

MD & GCEO's Address

Umang Vohra
Aug 2023

CIPLA – FY23 PERFORMANCE

We delivered strong performance across our key markets; upward operating profitability trajectory sustained

Global Cipla


Revenue (YoY Growth)

Global  5%
Ex-Covid  11%

EBITDA Margin

Global 22%
Adj. margin¹ ~23%

R&D Spends²


~6% of Revenue  20% (YoY)

One-India

Revenue (Ex-Covid)  13% (YoY Growth)

Chronic Share  300bp
Specialty In-Licensed  44%
Consumer Franchise³  24%

North America

\$733Mn  23% (YoY Growth)
3rd largest by prescription⁴ in US Generics for Respiratory

South Africa

SA Private  2% (YoY ZAR)

3 Yr CAGR - 8.9%
vs market growth - 4.4%

International Markets

\$376Mn

Double digit in-market growth across key DTM⁵s; expands profitability

Cipla – Standing Strong, Caring for Life



PALLIATIVE CARE



EDUCATION



HEALTH



DISASTER RESPONSE



SKILLING



SUSTAINABILITY



SOUTH AFRICA

Cipla Foundation works across five focus areas of Health, Education, Disaster Response, Skilling and Sustainability in India and South Africa.

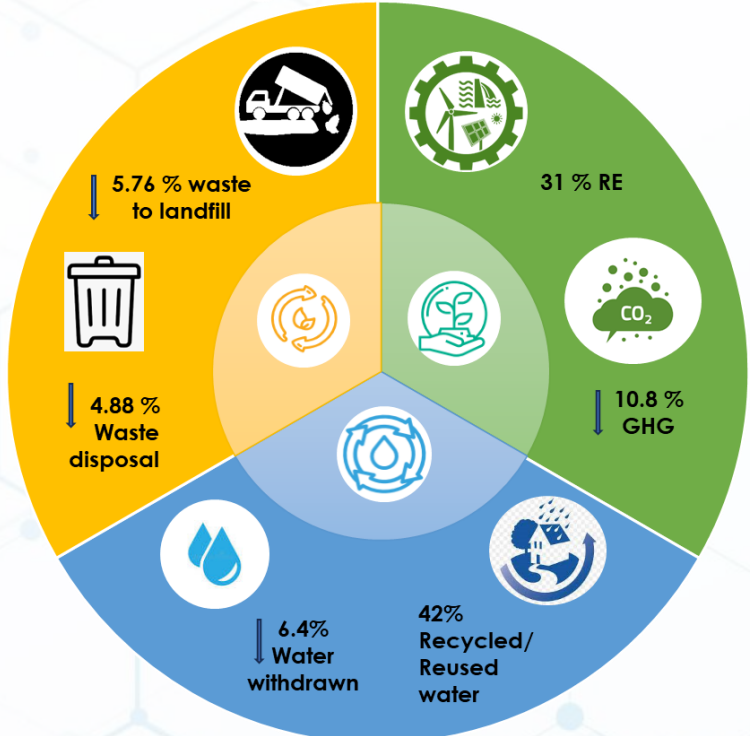
Cipla- Driving growth, delivering pioneering and innovative healthcare solutions



CIPLA – FY23 ESG Progress

Continued Progress on ESG Goals

 Zero waste to landfill
  Carbon neutral (scope 1+2)
  Water neutral



Note :These numbers are all India manufacturing and subsidiaries of India wr.t our commitment of 2025

Recognition for high corporate governance & sustainability practices

KPMG India ESG Excellence Awards, 2023



ICSI Awards

'Business Responsibility and Sustainability' Awards, 2022 & 'Certificate of Recognition' for excellence in Corporate Governance



CIPLA – Remediation at our sites continues

Goa



- **Expect re-inspection in the second half of this financial year.**
- **Successful inspection by MHRA in Jun**
- **Gx Abraxane being de-risked to a CMO site. We expect the ability to supply from both of our sites for this file by FY '25.**

Indore



- **Indore Inspection classification : OAI**
- **Gx Advair is being de-risked to an in-house facility. Expect to market in 12 Months timeframe, a possible FY25 launch**

Cipla of the Future

Pioneering, Innovative and Firmly rooted in Care

Our Purpose, our true North

Never again will India be starved of essential drugs
- **Dr. K. A. Hamied**
(1898 - 1972)
Founder, Cipla

Innovation key driver for future



Sustainable Future



A Momentous Year



Cipla conferred 'Golden Peacock Award' for excellence in Corporate Governance for 2022



Cipla certified as Great Place to work for 5th consecutive year



Cipla's Indore OSD plant designated as an 'Advanced Fourth Industrial Revolution (4IR) Lighthouse' by the World Economic Forum

Thank You!