

Investor Presentation

Q1FY26

25-07-2025

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.

Profitability Momentum Continues with Strong EBITDA Margin at 25.6%



	Revenue	EBITDA	PAT
Q1FY26	INR 6,957 Cr 4% (YoY)	INR 1,778 Cr 4% (YoY) 25.6% of Revenue	INR 1,298 Cr 10% (YoY) 18.7% of Revenue

Business Performance Snapshot

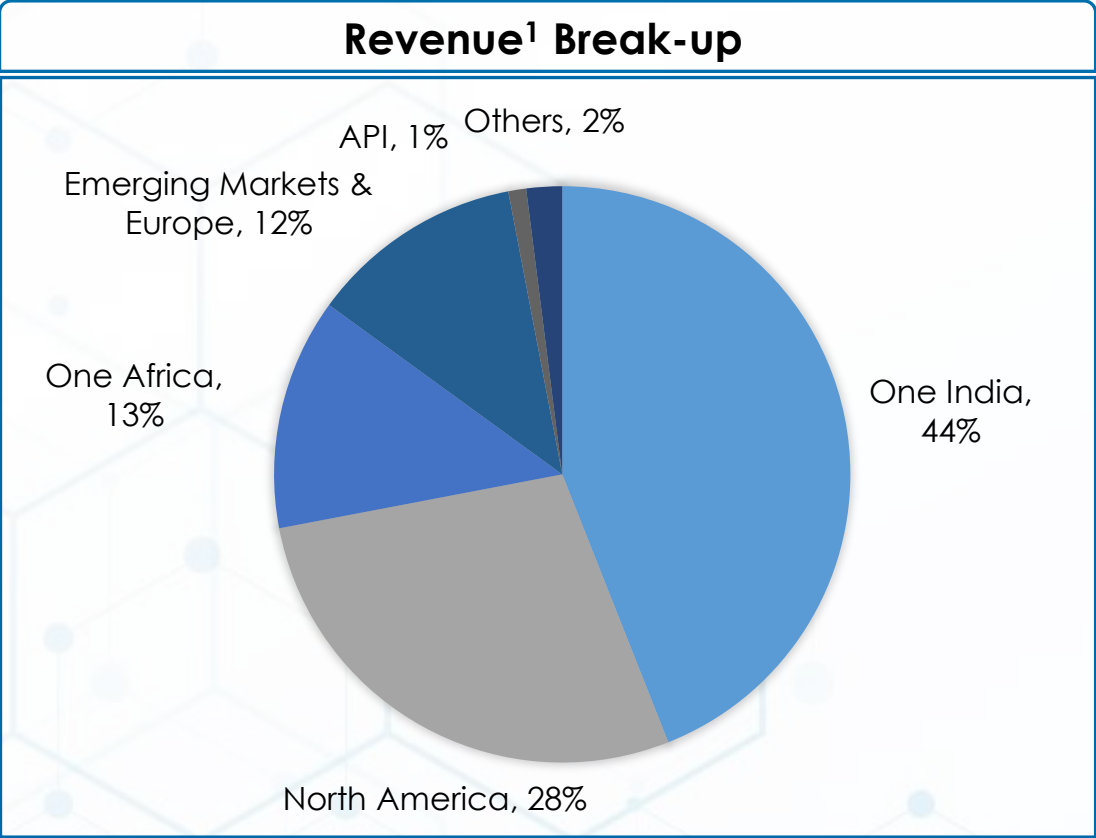
	One India	North America	One Africa	Emerging Markets & Europe
Q1FY26	INR 3,070 Cr 6% (YoY) Successfully launched Voltido Trio, our flagship addition to the Respiratory portfolio	\$ 226 Mn Albuterol ranked #1 in the overall U.S. Albuterol MDI market ¹ with a market share of 19.5%	\$ 102 Mn 11% (YoY) SA private Growing at a market multiple ² of 1.5x	\$ 101 Mn 8% (YoY) Solid growth driven by portfolio leverage

1. Market data as per IQVIA week ended 20th Jun 2025 | 2. Market data as per IQVIA MAT May'25

Financial Performance – Q1FY26

Revenues

INR 6,957 Cr



EBITDA

INR 1,778 Cr

Q1FY26 (Consolidated)		
	Actuals (INR Cr)	vs Q1 FY25
Total Revenue from Operations	6,957	3.9%
EBITDA	1,778	3.6%
EBITDA %	25.6%	-7 bps
PAT	1,298	10.2%
PAT %	18.7%	106 bps

R&D² INR 432 Cr
6.2% of revenue

Balance Sheet Strength
Jun-25

Total Debt³
INR 459 Cr

Cash Balance⁴
INR 10,838 Cr

Net Cash⁵
INR 10,379 Cr

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

One India revenue trend

Highest ever Q1 Sales

Crossed the threshold INR 3,000+ Cr for the first time ever in the opening quarter of any financial year

Q1FY26 Revenue
INR 3,070 Cr



Branded Prescription

- ❖ Cipla maintained #2 market² rank in overall Chronic with a Chronic mix of 61.5%
- ❖ Key therapies like - Respiratory, Urology, Anti-diabetes, Cardiac and Anti-infectives outpaced the market² growth
- ❖ The Voltido Trio range is gaining significant market traction



Trade Generics

- ❖ Business delivered a strong growth during the quarter
- ❖ 2 Brands with TTM revenue of > INR 100 Cr and 5 Brands with TTM revenue of INR 50 Cr to INR 100 Cr
- ❖ 7 new launches in Q1 FY26, including entry into Orthopaedics to expand therapy coverage



Consumer Health

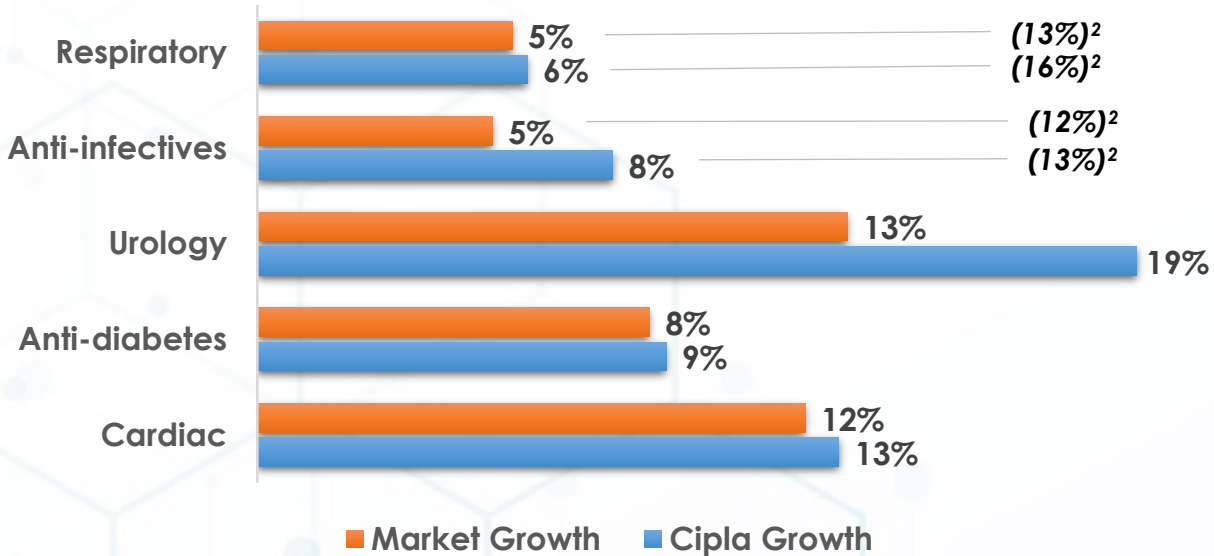
- ❖ Delivered a robust growth with anchor & transitioned brands continuing to grow bigger
- ❖ Sustained EBITDA trajectory
- ❖ Nicotex³, Omnigel⁴ and Cipladine⁴ ranked #1 in the market

1. India includes Branded Prescription, Trade Generics and Consumer Health | 2. Market data as per IQVIA MAT Jun'25 | 3. Market data as per IQVIA Apr'25 | 4. Market data as per AC Nielsen Apr'25

India Rx - Strengthening Our Journey with Strategic Therapeutic Focus



Steady uptake in key therapies¹ growth (%)



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

Cipla's Respiratory supremacy, with its brands occupying all top 6 spots in IPM¹

Key Market Highlights

#1 Foracort

Biggest Brand in IPM¹

23 Brands

IPM¹ Brands in Top 300 ranks

29 Brands

IPM¹ Brands with revenue > INR 100 Cr

6 Therapies

With IPM¹ Top 5 ranks

1. Market data as per IQVIA MAT Jun'25 | 2. Market data as per IQVIA MAT Jun'23

One India : Accelerating Innovative Portfolio in Respiratory and Other Chronic Therapies

Respiratory



Strategic Restructuring in Respiratory: Dedicated Team Set Up to Drive Triple Launches

- ❑ **Foracort G Inhaler:** India's first triple therapy (Glycopyrrolate + Formoterol + Budesonide) for enhanced COPD control
- ❑ **Voltido Trio Inhaler:** Advanced triple combo (Fluticasone Furoate + Umeclidinium + Vilanterol) for improved lung function
- ❑ **Glycohale FB Inhaler:** World's first DPI triple drug (Formoterol + Budesonide + Glycopyrronium) for comprehensive COPD care

Other Chronic Therapies

Anti-Diabetes

- ❑ Launched Empa and achieved **4th rank** amongst new players post LOE launch



CNS

- ❑ Strengthened presence through acquisition of **2** brands in neuropathic pain & sleep disorder



Urology

- ❑ Launched **XTIKTR** (1st of its kind in Asia), a minimally invasive treatment for urethral strictures



One India



Pain Relief



Hydration



Nicotine Replacement



Skin Infection



Cold & Cough

Consumer brands in
One India

Revenue: INR 470 Cr



Consumer brands in
South Africa

Revenue: ZAR 358 Mn

One Africa

CORYX

Cold & Cough

BRONCOL

Cold & Cough

IBUmax

Pain Management

ASTHAVENT
Metered-dose inhaler

Respi OTC

Cipla Actin

Respi OTC

North America - Witnessed Continuous Traction in Key Differentiated Assets

Key Product launches

Nano Paclitaxel - 100 mg/vial (ANDA)



Nilotinib Capsules - 50, 150 and 200 mg (NDA)



Key Business Highlights



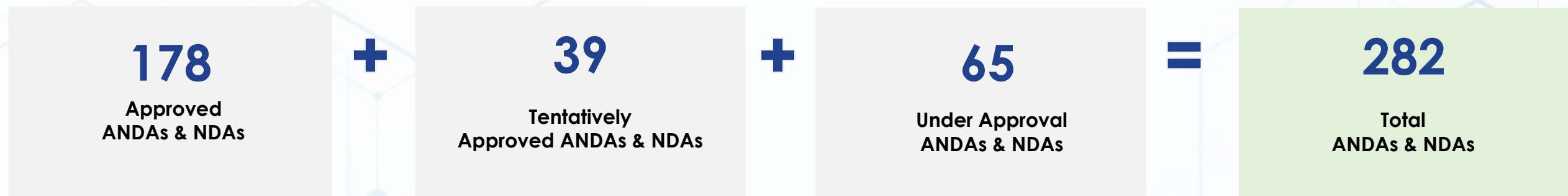
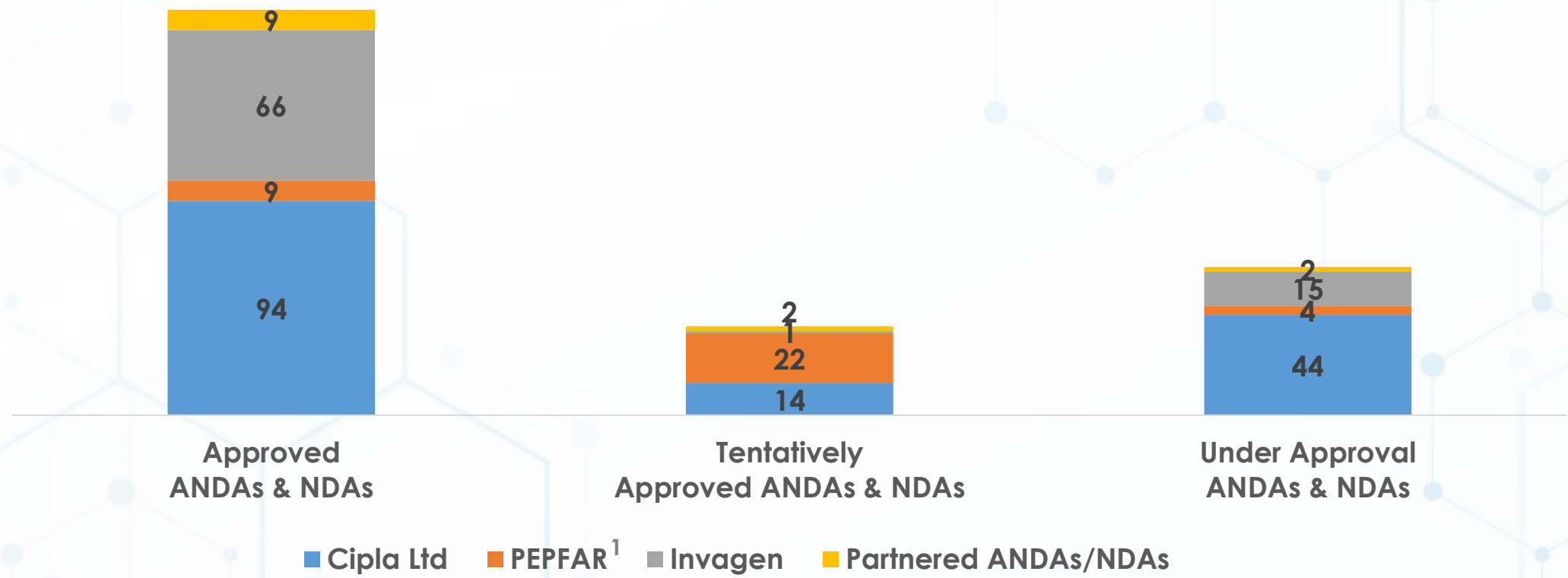
- Albuterol ranked No. 1 in the market¹ (50 million+ inhaler units supplied to the U.S. market cumulatively)
- Lanreotide market² share increased to 21% during the quarter
- Launched key assets Nano Paclitaxel (ANDA) and Nilotinib (NDA), strengthening our oncology portfolio
- Signed agreement to launch first biosimilar product for Cipla in the US, launch expected in Q2 FY26

Pipeline Update



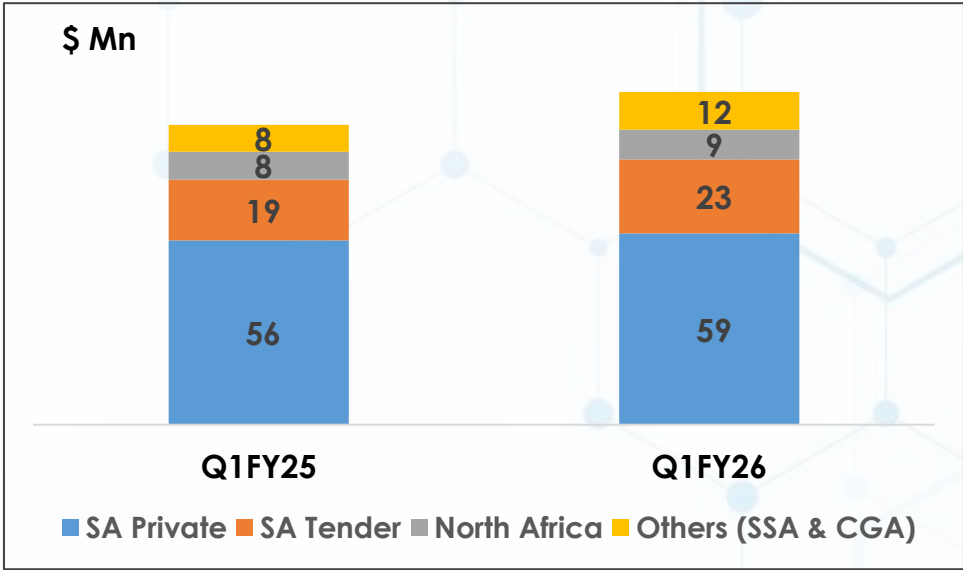
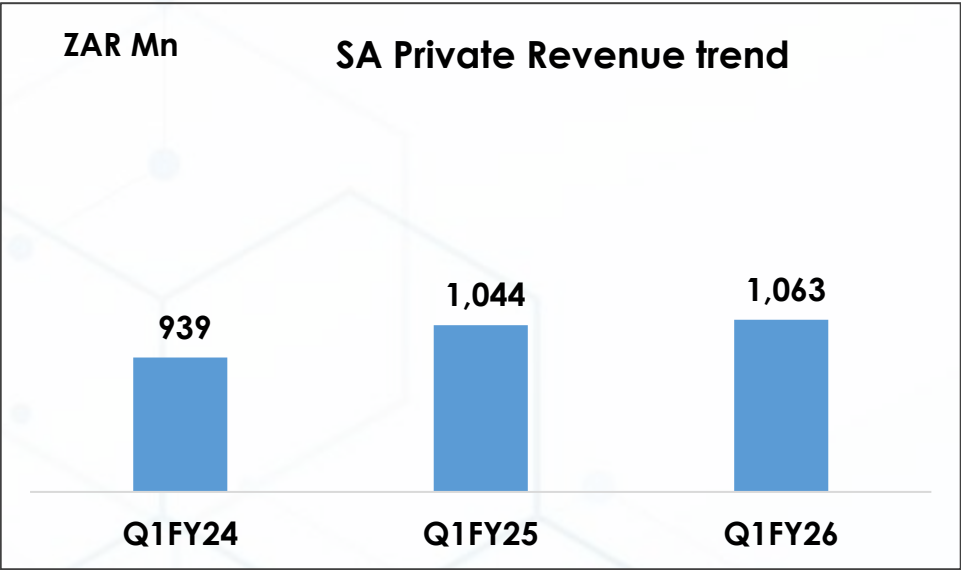
- Respiratory - gAdvair closer to commercialization; preparing for gSymbicort, and a couple of inhalation assets launch in FY27
- The business remain committed to launching 2–3 peptide assets in FY26

ANDA & NDA Portfolio & Pipeline (As on 30th Jun 2025)



1. PEPFAR approved ANDAs can be commercialised in U.S.

One Africa¹ - South Africa Private Growing 1.5x Faster than the Market



Market Segment ²	Rank	Share	Cipla Growth	Market Growth
South Africa Prescription	2	8.8%	6.8%	4.8%
South Africa OTC	3	8.5%	3.3%	1.8%
South Africa Overall	3	8.7%	5.6%	3.8%

SA Key Highlights²

- Healthy performance across key therapies like Respiratory, CNS and Anti-infectives
- 9 brands with MAT market revenue > 100 Mn ZAR
- Highest number of brands in top 30 (7), top 50 (12) and top 100 (20) within generics segment



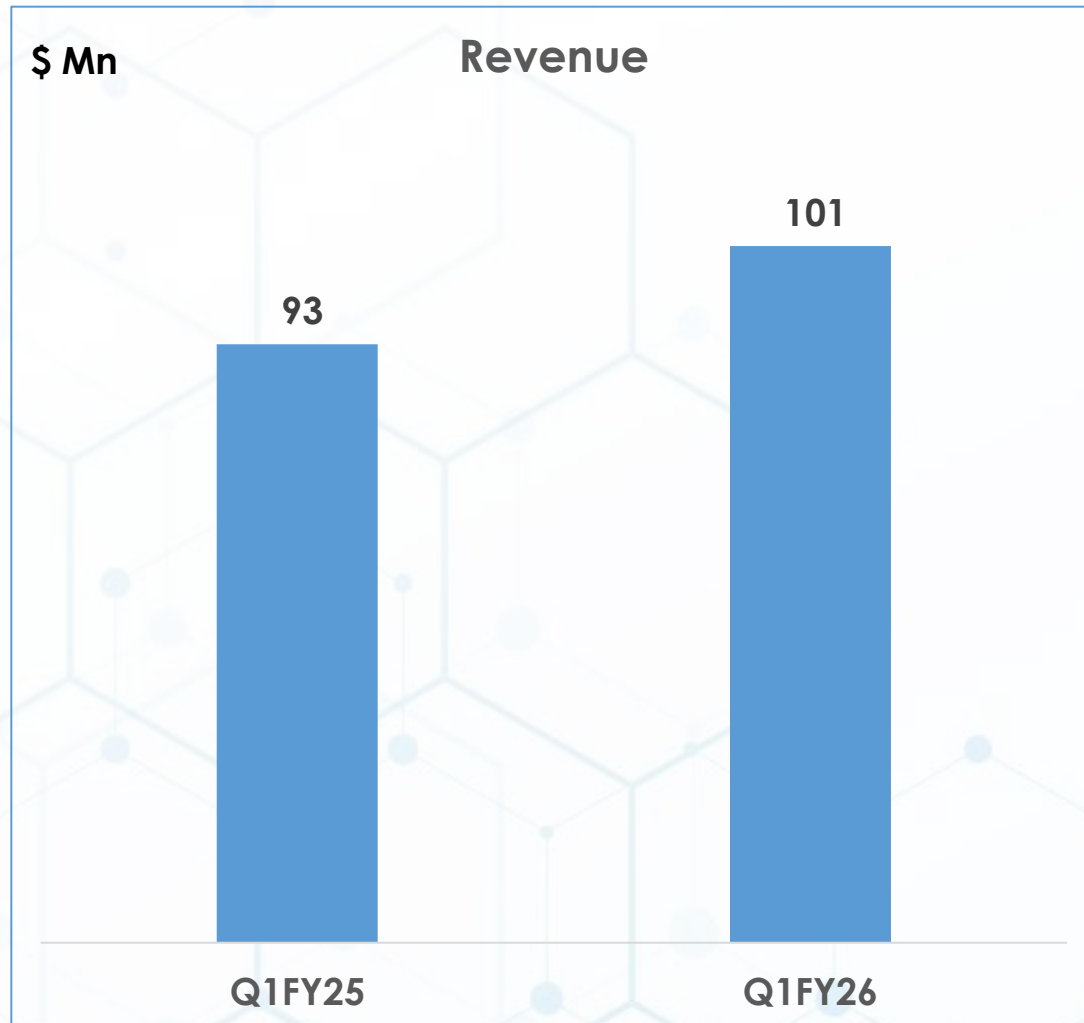
SA Ranked #2
In the prescription market²



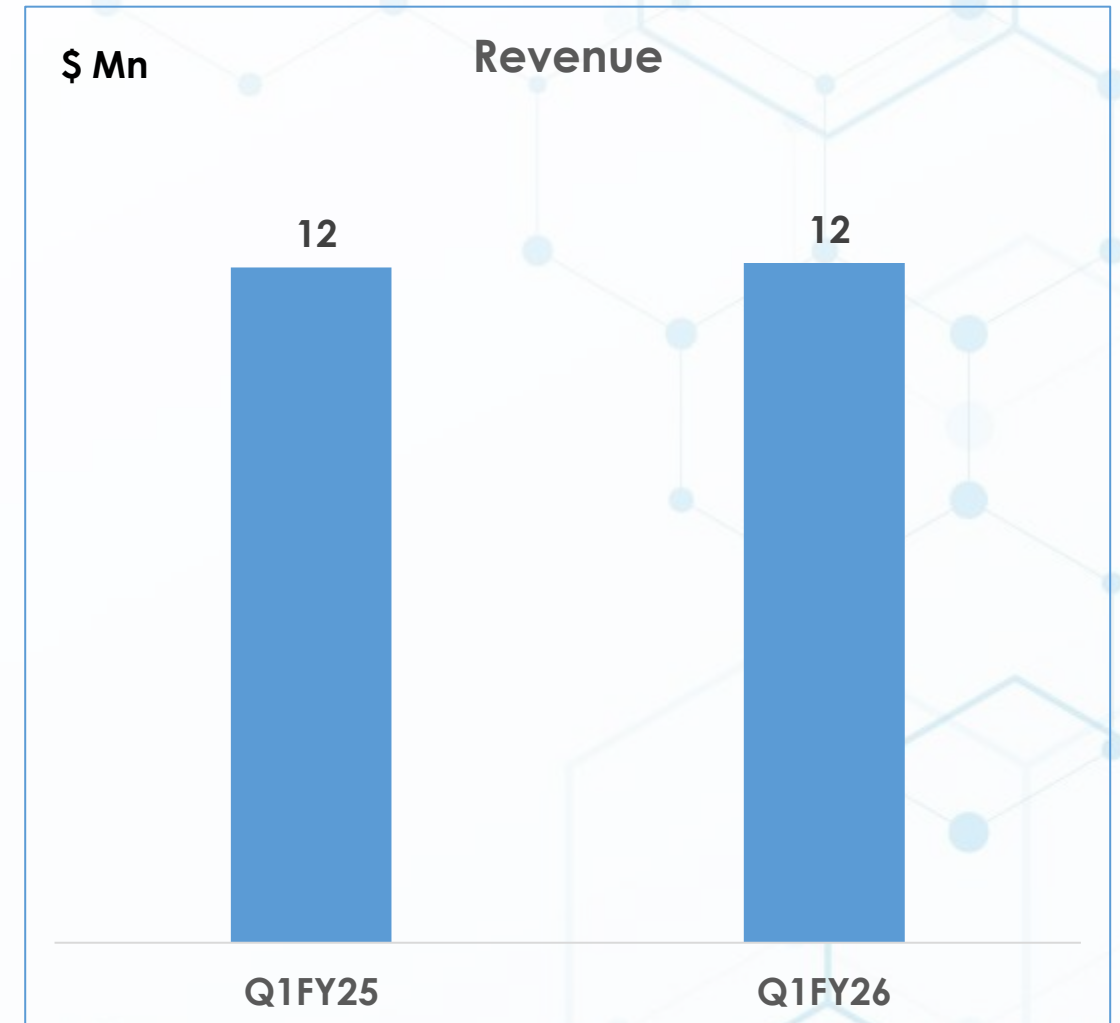
5 new launches
Across multiple therapies in Q1 FY26

Q1FY26 - Emerging Markets & Europe and API

Emerging Markets & Europe



API



Progress on ESG Goals (India Manufacturing Operations) - FY25

Goals (India manufacturing operations)	Progress as on 31st March 2025
80% reduction in absolute Scope 1 (energy based) and Scope 2 emissions*	58% reduction from the baseline year, FY 2019-20
Water neutrality	Achieved 1.75 times water positive
Zero Waste to Landfill ('ZWTL')	All Cipla India Manufacturing operations are ZWTL certified
50% renewable electricity	64% renewable electricity
Continuing zero fatality in our manufacturing operations	Two fatalities in FY 2024-25
Full compliance with safe discharge targets established by AMR Industry Alliance	Achieved full compliance with the safe discharge targets

AMR Certification

Ciprofloxacin & Azithromycin

made at Indore and Goa plant respectively are Anti Microbial Resistance ('AMR') compliant, certified by BSI.

Supplier ESG Assessment

- Suppliers audited on ESG accounted for ~36% of the total procurement expenditure
- Completed desk-based assessments for 186 vendors and 50 on-site assessments

Other Highlights

- **67%** of India manufacturing operations are Zero Liquid Discharge ('ZLD') sites
- Cipla is one of the Indian pharmaceutical companies to conduct and publish a report on **Double Materiality Assessment.**

*Cipla undertook a strategic reassessment of emissions goals and has revised the target from carbon neutral to emission reduction

Consolidated Profit and Loss

Particulars	Q1 FY26	Q1 FY25
Revenue from sale of products	6,837	6,625
Other operating income	120	69
Income from operations	6,957	6,694
Material cost	2,171	2,193
Employee benefits expense	1,312	1,194
Other expenses	1,696	1,591
Total expenses	5,179	4,978
Finance costs	14	18
Depreciation, impairment and amortization expense	253	247
Other income	259	160
Profit before exceptional items and tax	1,770	1,611
Exceptional Items	-	-
Profit before tax	1,770	1,611
Tax expenses	478	435
Share of associate	-0	-1
Profit for the period	1,292	1,175
Non-controlling interest	-6	-2
Profit for the period attributable to shareholders	1,298	1,178

Note : Figures have been rounded-off

Consolidated Balance Sheet



INR Cr

Key Balance Sheet Items	Jun-25	Jun-24
Equity	32,665	28,058
Total Debt [#]	459	547
Inventory	6,091	5,531
Cash and Cash Equivalents*	10,838	8,996
Trade Receivables	6,254	4,989
Trade Payables	3,093	2,742
Net Tangible Assets	6,669	6,210
Goodwill and Intangibles	5,138	4,941

[#]Total debt includes lease liabilities and working capital loan | ^{*} 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