

Investor Presentation

Q2FY26

30-10-2025

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Highest-Ever Quarterly Revenue at INR 7,500+ Cr with Robust Profitability



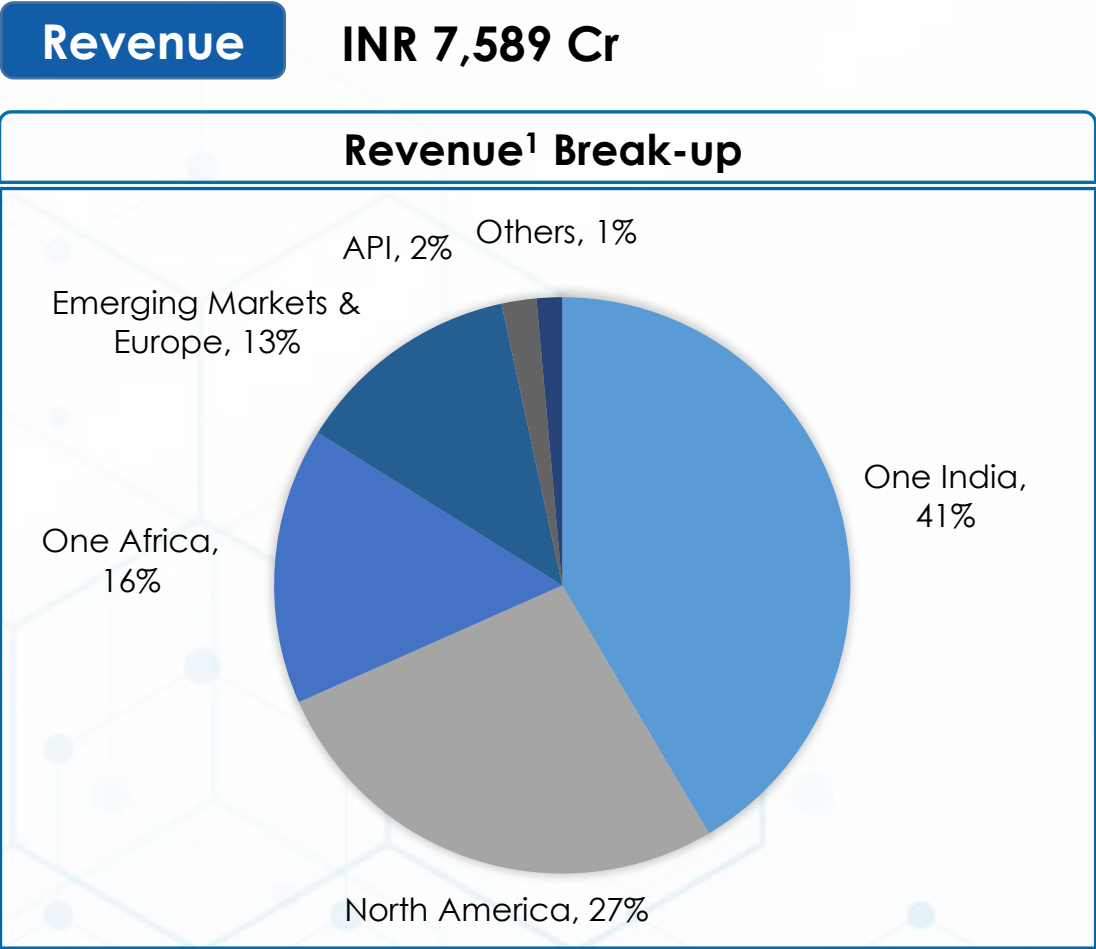
	Revenue	EBITDA	PAT
Q2FY26	INR 7,589 Cr 8% (YoY)	INR 1,895 Cr 0.5% (YoY) 25% of Revenue	INR 1,351 Cr 4% (YoY) 18% of Revenue

Business Performance Snapshot

	One India	North America	One Africa	Emerging Markets & Europe
Q2FY26	INR 3,146 Cr 7% (YoY) Foracort ranked #1 brand in the market ¹	\$ 233 Mn Albuterol ranked #1 in the overall U.S. Albuterol MDI market ² with a market share of 22%	\$ 134 Mn 5% (YoY) SA Private growing at a market multiple ³ of 1.3x	\$ 110 Mn 15% (YoY) Highest-Ever Quarterly revenue

1. Market data as per IQVIA MAT Sep-25 | 2. Market data as per IQVIA week ended 19th Sep'25 | 3. Market data as per IQVIA MAT Aug'25

Financial Performance – Q2FY26



EBITDA

INR 1,895 Cr

Q2FY26 (Consolidated)		
	Actuals (INR Cr)	vs Q2 FY25
Total Revenue from Operations	7,589	7.6%
EBITDA	1,895	0.5%
EBITDA %	25.0%	
PAT	1,351	3.7%
PAT %	17.8%	

R&D²

INR 539 Cr

7.1% of revenue

Balance Sheet Strength	Total Debt ³	Cash Balance ⁴	Net Cash ⁵
Sep-25	INR 467 Cr	INR 10,368 Cr	INR 9,901 Cr

1. One 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 borrowings | 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

Delivered a Revenue of INR 3,146 Cr in Q2 FY26



Branded Prescription

- ❖ Cipla maintained #2 market² rank in overall Chronic
- ❖ Chronic mix improved to 61.8%
- ❖ Key therapies like Urology, Anti-diabetes, Cardiac, Anti-infectives and Dermatology outpaced the market² growth



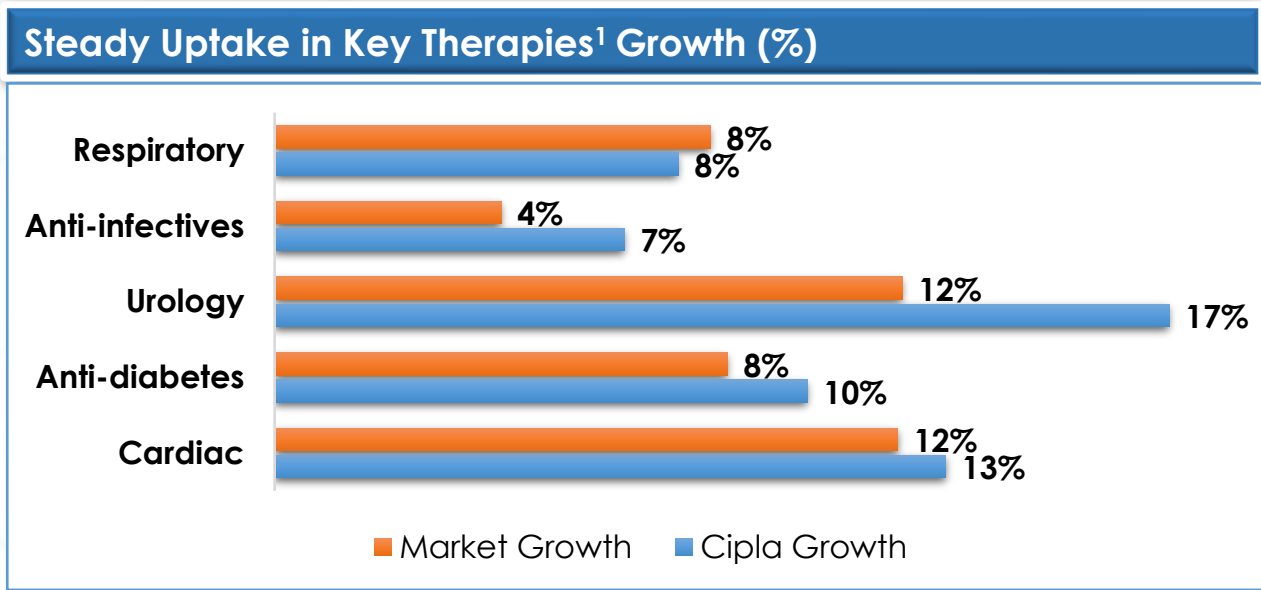
Trade Generics

- ❖ 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
- ❖ 6 new launches in Q2 FY26, including entry into Orthocare 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



Largest pharma company by Volume (units) in market¹

4 Brands added in the category of market¹ revenue > INR 100 Cr YoY

Respiratory Supremacy, with Cipla's brands occupying all top 5 spots in the category¹

Key Market Highlights

#1 Foracort

Biggest Brand in IPM¹

22 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 Sep'25

Unlocking Growth in Chronic Care: Cipla–Eli Lilly Collaboration

Key Highlights

- **Agreement Type:** Promotion and Distribution
- **Product:** Yurpeak (Tirzepatide)
- **Original Brand:** Mounjaro (launched by Lilly)
- **Target Market:** India
- **Pricing Strategy:** Same Pricing as Mounjaro
- **Manufacturing Responsibility:** Eli Lilly
- **Distribution & Promotion Responsibility:** Cipla

Market Impact & Accessibility

- **Expanded Reach:** Partnership extends Tirzepatide availability beyond cities with Eli Lilly's existing presence
- **Addressing Growing Health Concerns:**
 - ~101 Mn Indians with diabetes
 - ~100 Mn Indians affected by obesity
- **Yurpeak** introduces a new treatment option for these widespread conditions

Product Indication

Indicated as an adjunct to diet and exercise for:

- **Type 2 Diabetes Treatment**
- **Chronic Weight Management** in adults with:
 - **Obesity** (BMI ≥ 30)
 - **Overweight** (BMI ≥ 27) + ≥ 1 weight-related comorbidity

Product Availability & Dosage

- **Yurpeak- Available in KwikPen® Presentation**
- **Pen Type:** Multi-dose, single-patient-use prefilled pen
- **Doses per Pen:** 4 fixed doses
- **Dosing Frequency:** Once weekly
- **Available Strengths:** 2.5 mg, 5 mg, 7.5 mg, 10 mg, 12.5 mg, 15 mg

Empowering the Fight Against AMR: Cipla's Stewardship

Huena (Methenamine Hippurate)



- ❑ Cipla introduces **HUENA®** – India's **first non-antibiotic drug** for recurring urinary tract infections
- ❑ HUENA - Long-term, **low dose antibiotic therapy** with lower costs and no risk of antibiotic resistance
- ❑ Promising substitute to long-term low dose antibiotics

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

One India



Pain Relief



Nicotine Replacement



Hydration



Cold & Cough



Skin Infection

Consumer brands in One India

Revenue: INR 404 Cr



Consumer brands in South Africa

Revenue: ZAR 437 Mn

One Africa

Cipla Actin

Respi OTC

BRONCOL

Cold & Cough



Pain Management

ASTHAVENT
Metered-dose inhaler

Respi OTC

Flomist

Respi OTC

North America - Witnessed Continuous Traction in Key Differentiated Assets

Key Business Highlights



- Albuterol ranked No. 1 in market¹ with share increased to 22% (50 million+ inhaler units supplied to the U.S. market cumulatively)
- Lanreotide market² share increased to 22% during the quarter
- Launched Filgrastim, our first biosimilar in the U.S. market
- Our manufacturing facility in Bommasandra, Bengaluru, has been classified as VAI by the USFDA during the quarter

Pipeline Update



- By Calendar year 2026, we expect to launch 4 major Respiratory assets, including gAdvair in Q4FY26, and 3 peptide assets, including Liraglutide. 3 out of 4 Respiratory assets are filed from our U.S. facilities which derisks these launches.

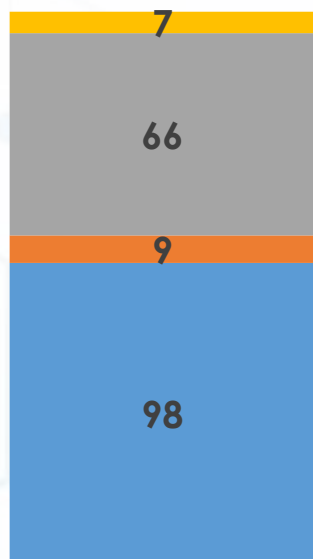
Key Product Approval

**Glucagon for Injection
USP, 1 mg/vial**

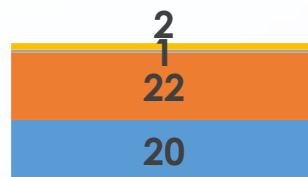


1. Market data as per IQVIA week ended 19th Sep'25 (No. 1 rank in overall U.S. Albuterol MDI market) | 2. Market data as per IQVIA MAT Aug'25

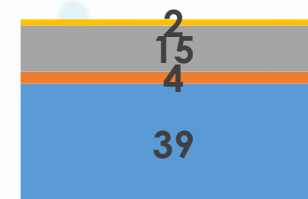
ANDA & NDA Portfolio & Pipeline (As on 30th September 2025)



Approved
ANDAs & NDAs



Tentatively
Approved ANDAs & NDAs



Under Approval
ANDAs & NDAs

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

180

Approved
ANDAs & NDAs

+

45

Tentatively
Approved ANDAs & NDAs

+

60

Under Approval
ANDAs & NDAs

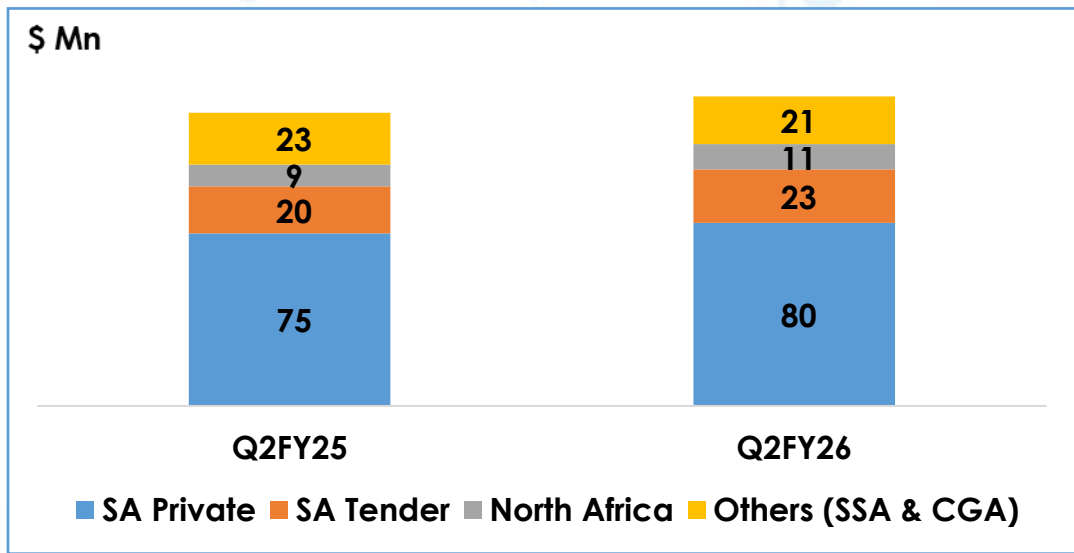
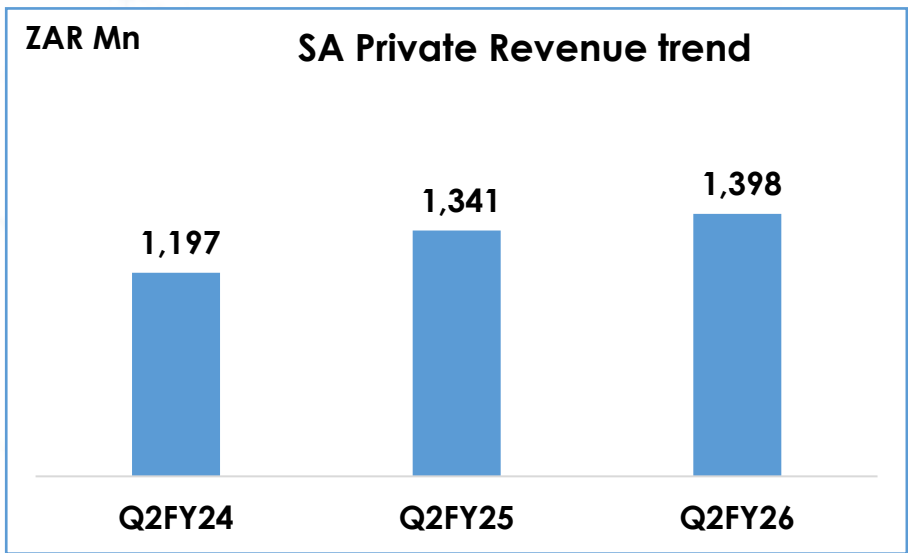
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285

Total
ANDAs & NDAs

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

One Africa¹ - South Africa Private Growing 1.3x Faster than the Market



Market Segment ²	Rank	Share	Cipla Growth	Market Growth
South Africa Prescription	2	8.7%	8.3%	6.1%
South Africa OTC	3	8.4%	2.4%	2.2%
South Africa Overall	3	8.6%	6.2%	4.7%

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 (8), top 50 (11) and top 100 (20) within generics segment



SA Ranked #2

In the prescription market²



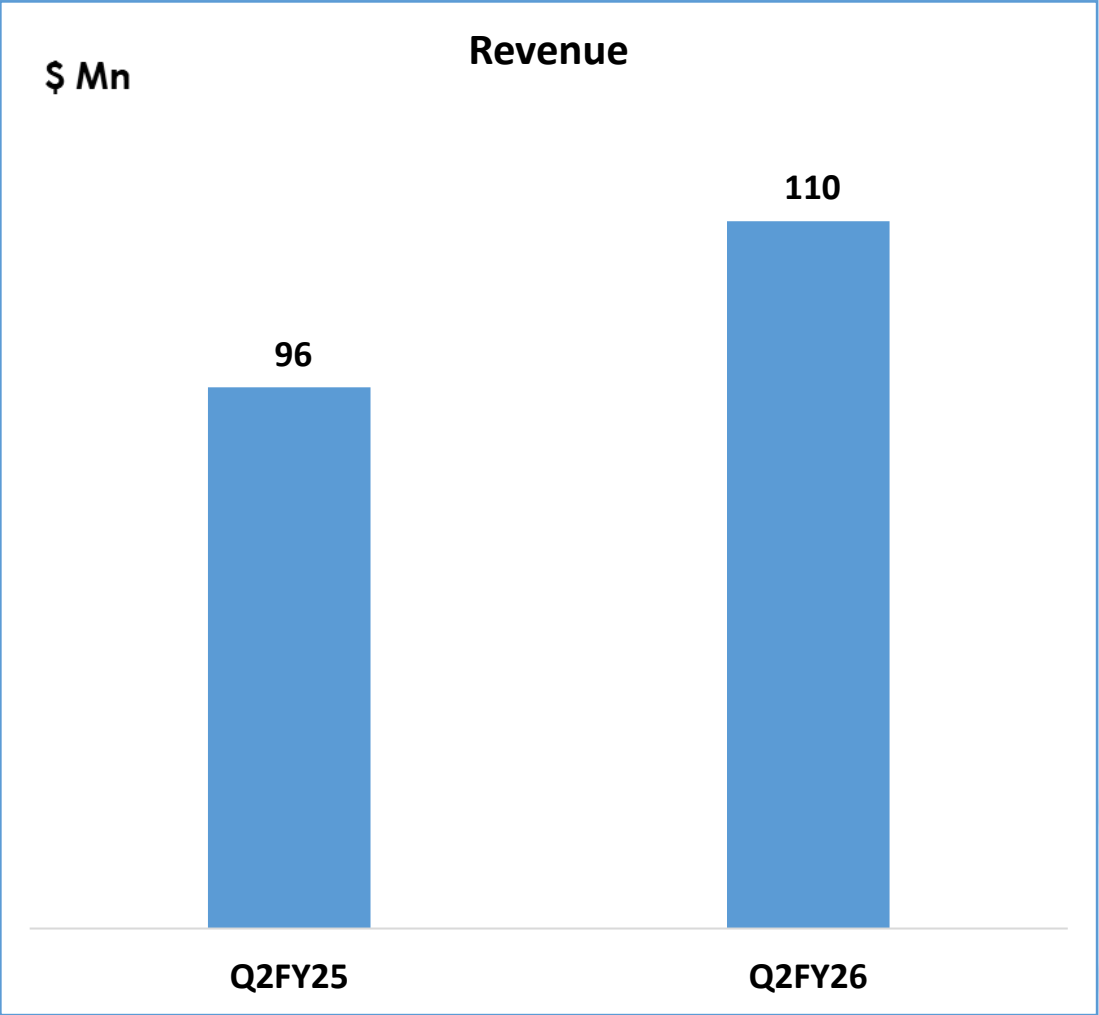
6 new launches

Across multiple therapies in H1 FY26

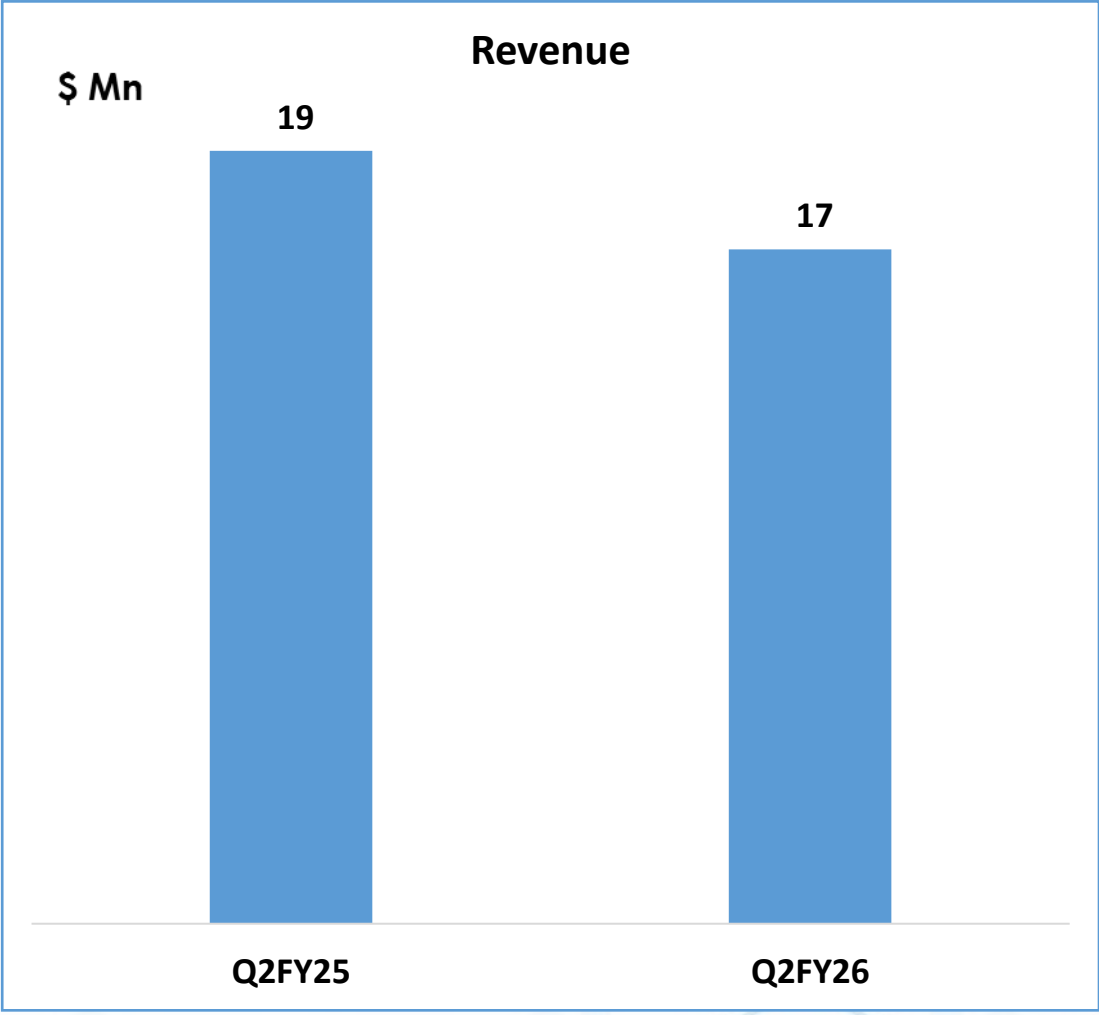
Q2FY26 - Emerging Markets & Europe and API



Emerging Markets & Europe



API



Q2FY26: Progress on ESG goals (India Manufacturing Operations)

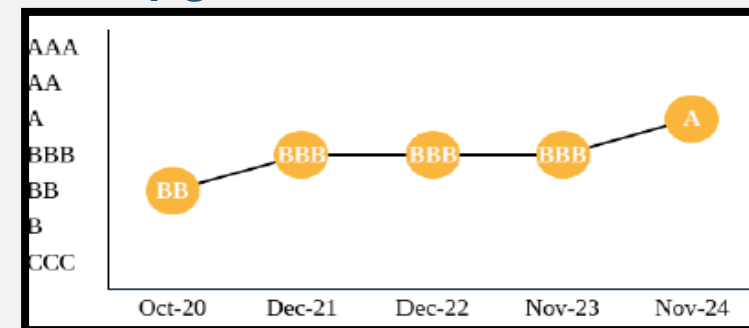
Goals (India Manufacturing Operations by 2025)	Progress as on YTD Aug 2025
80% reduction in absolute Scope 1 (energy based) and Scope 2 emissions from baseline year of FY 2019-20	76% reduction from the baseline year, YTD Aug 2019
Water neutrality	Achieved 1.75 times water positive, as on FY 2025
Zero Waste to Landfill ('ZWTL')	All Cipla India Manufacturing operations are ZWTL certified, as on FY 2025
50% renewable electricity	55% renewable electricity
Continuing zero fatality in our manufacturing operations	Zero Fatality
Full compliance with safe discharge targets established by AMR Industry Alliance	Achieved full compliance with the safe discharge targets. Two AMR certified product - Azithromycin Dihydrate and Ciprofloxacin

Achievement and Recognition

Cipla's case study on Energy Transition is selected in SB COP and will be featured in a special digital booklet in Nov 2025.

The Sustainable Business COP (SB COP) is a global initiative led by the Brazilian National Confederation of Industry (CNI), designed to enhance and formalize the private sector's role in global climate negotiations, within the framework of the UNFCCC.

MSCI ESG Rating – Upgraded to A from BBB



Consolidated Profit and Loss Statement Summary

INR Cr



Particulars	Q2 FY26	Q2 FY25
Revenue from sale of products	7,447	6,961
Other operating income	142	90
Income from operations	7,589	7,051
Material cost	2,498	2,283
Employee benefits expense	1,315	1,208
Other expenses	1,882	1,675
Total expenses	5,695	5,165
Finance costs	13	15
Depreciation, impairment and amortization expense	297	272
Other income	269	191
Profit before exceptional items and tax	1,854	1,789
Profit before tax	1,854	1,789
Tax expenses	500	483
Share of associate	0	-1
Profit for the period	1,353	1,305
Non-controlling interest	2	2
Profit for the period attributable to shareholders	1,351	1,303

Note : Figures have been rounded-off

Consolidated Balance Sheet

INR Cr

Cipla

Key Balance Sheet Items	Sep-25	Sep-24
Equity	33,025	28,456
Total Debt [#]	467	461
Inventory	6,160	5,573
Cash and Cash Equivalents*	10,368	8,412
Trade Receivables	6,902	5,588
Trade Payables	3,035	2,675
Net Tangible Assets	6,996	6,329
Goodwill and Intangibles	5,374	5,111

[#]Total debt includes lease liabilities and borrowings | ^{*} Cash & cash equivalents include current investments, fixed deposits, margin deposits and excluding unclaimed dividend balances | Figures have been rounded-off



Cipla

Thank You

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