







**Q4 & FY25 results**  
**Operational Excellence Driving Growth**

	Income from Operations	EBITDA	PAT
<b>Q4:</b>	<b>INR 6,730 Cr</b>  <b>9% YoY</b>	<b>INR 1,538 Cr (22.8%)</b>  <b>17% YoY</b>	<b>INR 1,222 Cr (18.2%)</b>  <b>30% YoY</b>
<b>FY25:</b>	<b>INR 27,548 Cr</b>  <b>8% YoY</b>	<b>INR 7,128 Cr (25.9%)</b>  <b>14% YoY</b>	<b>INR 5,273 Cr (19.1%)</b>  <b>28% YoY</b>

Above numbers are Ex-QCIL, which was divested in Q3FY24. Reported growth of FY25 is 7% YoY.

**Mumbai, May 13, 2025:** Cipla Limited (BSE: 500087, NSE: CIPLA) today announced its audited consolidated financial results for the quarter ended March 31<sup>st</sup>, 2025.

**Key highlights for the quarter**

- **One-India:** One India Business grew at a healthy 8% YoY during the quarter. Branded Prescription business continued to outpace the market growth in key chronic therapies, Trade Generics is back on growth trajectory and Anchor brands of CHL continued to grow bigger.
- **North America:** Delivered quarterly revenue of \$ 221 Mn supported by traction in differentiated assets.
- **One Africa:** Growth momentum continued with overall quarterly revenue growth at 15% YoY in USD terms.
- **Emerging Markets and Europe:** Posted a substantial quarterly revenue growth of 16% YoY in USD terms.
- **R&D investments:** Stood at INR 426 Cr or 6.3% of sales for the quarter, driven by product filings and development efforts.
- **Strong net cash:** Net cash position of INR 10,369 Cr; Debt primarily includes lease liabilities and working capital requirements.

"I am pleased to share that we continue to make considerable progress across our focused markets. In FY25, we recorded a revenue growth of 8% over last year with the EBITDA margin of 25.9%, driven by mix and other operational efficiencies. Our One-India business grew at a healthy 7% YoY. Key therapies in Branded Prescription business continued to outpace the market growth, Trade Generics business growth trajectory is back on track and Anchor brands of Consumer Health Business maintained leadership position. With a positive traction in our differentiated assets, the US business posted an all-time high annual revenue of \$ 934 Mn. In One Africa, we recorded a solid growth of 12% YoY in USD terms, powered by firm performance across key markets. Emerging Markets and Europe delivered a substantial revenue growth of 15% YoY on the back of deep market focus strategy. Going ahead, the focus will be on growing our key markets, further building our flagship brands, investing in future pipeline as well as focusing on resolutions on the regulatory front".

**Umang Vohra**  
**MD and Global CEO, Cipla Ltd**

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## Market Updates

### ❖ One India Business

#### **Branded Prescription:**

Key therapies like Respiratory, Cardiac, Urology and Acute outpaced the market\*\* growth. Acute category continued to witness seasonal headwinds.

#### **Trade Generics:**

The business is back on growth trajectory. This performance was supported by execution excellence in key therapies, new introductions and technological interventions.

#### **Consumer Health:**

Anchor brands of Nicotex, Omnigel and Cipladine maintained leadership positions in the respective market segments.

### ❖ North America

North America delivered a quarterly revenue of \$ 221 Mn with an all-time high annual revenue of \$ 934 Mn, supported by continued positive traction in differentiated assets. The business obtained three significant drug approvals during the year, Lanreotide Injection (ANDA), Nilotinib Capsules (NDA) and Nano Paclitaxel (ANDA), further strengthening the pipeline. China facility has commenced supply shipments, further strengthening the business operations.

### ❖ One Africa

One Africa delivered strong performance, achieving a robust quarterly growth of 15% YoY in USD terms and an annual growth of 12% YoY in USD terms. In Private Market##, secondary growth was at a healthy 6.7% versus the market growth of 4.9%. This growth was propelled by uptick in key therapies, new launches as well as expansion of OTC portfolio.

### ❖ Emerging Markets and Europe

Deep market focus strategy in Emerging Markets and Europe has laid a strong foundation, with the business delivering a strong quarterly growth of 16% YoY in USD terms and yearly growth of 15% YoY in USD terms. This performance was led by expansion across both DTM and B2B categories, alongside consistent margin stability.

### ❖ Regulatory update

The USFDA audited five manufacturing facilities based in India during the year - Patalganga, Kurkumbh, Goa, Virgonagar and Medisray, all of which were classified as 'VAI'.

\*\* As per IQVIA MAT Mar'25 | ## As per IQVIA MAT Feb'25

## Dividend Note

The Board of Directors of the Company at its meeting held on 13th May, 2025 has recommended a final dividend of ₹ 13/- per equity share for the financial year ended 31st March, 2025 and a special dividend of ₹ 3/- per equity share on the occasion of completing 90 years of the Company, taking the total dividend to ₹ 16/- per equity share (face value ₹ 2 each). The dividend is subject to approval of the shareholders at the ensuing annual general meeting of the Company.

## QUARTERLY BUSINESS WISE SALES PERFORMANCE

Business (In INR Cr)	Q4FY25	Q4FY24	Y-o-Y Growth
India (Rx + Gx + CHL <sup>^</sup> )	2,622	2,417	8%
North America	1,919	1,875	2%
One Africa <sup>#</sup>	1,019	847	20%
South Africa	738	690	7%
Emerging Markets and Europe	895	742	21%
API	182	189	-4%
Others	92	94	-2%
<b>Total</b>	<b>6,730</b>	<b>6,163</b>	<b>9%</b>

## ANNUAL BUSINESS WISE SALES PERFORMANCE (Ex- QCIL)

Business (In INR Cr)	FY25	FY24	Y-o-Y Growth
India (Rx + Gx + CHL <sup>^</sup> )	11,615	10,865	7%
North America	7,899	7,501	5%
One Africa <sup>#</sup>	3,827	3,344	14%
South Africa	2,932	2,427	21%
Emerging Markets and Europe	3,305	2,800	18%
API	566	581	-2%
Others	336	364	-8%
<b>Total</b>	<b>27,548</b>	<b>25,455</b>	<b>8%</b>

<sup>^</sup> CHL – Cipla Health limited | <sup>#</sup> Includes South Africa, North Africa, Sub-Saharan Africa and Cipla Global Access

## CONSOLIDATED PROFIT & LOSS STATEMENT – Q4 FY25

In INR Cr	Q4FY25	Q4FY24	Y-o-Y Growth
Total Income from Operations	6,730	6,163	9.2%
EBITDA	1,538	1,316	16.8%
% of Income from Operations	22.8%	21.4%	150 bps
PAT	1,222	939	30.1%

## CONSOLIDATED PROFIT & LOSS STATEMENT – FY25 (Ex- QCIL)

In INR Cr	FY25	FY24	Y-o-Y Growth
Total Income from Operations	27,548	25,455	8.2%
EBITDA	7,128	6,233	14.4%
% of Income from Operations	25.9%	24.5%	139 bps
PAT	5,273	4,106	28.4%

**BALANCE SHEET** (Reported)

Key Balance Sheet Items (INR Cr)	Mar-25	Sep-24	Mar-24
Equity	31,289	28,456	26,802
Total Debt	438	461	559
Inventory	5,642	5,573	5,238
Cash and Cash Equivalents*	10,807	8,412	8,267
Trade Receivables	5,506	5,588	4,771
Trade Payables	2,837	2,675	2,474
Net Tangible Assets	6,586	6,329	6,047
Goodwill and Intangibles	4,986	5,111	4,713

*\* Cash & cash equivalents include current investments, fixed deposits, margin deposits and excluding unclaimed dividend balances*

# **Announcement**

## **Cipla to release Q4FY25 audited Financial Results on May 13, 2025**

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**Date: May 13, 2025**

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- **1600 hrs IST – EARNINGS CONFERENCE CALL**
- The Company will host an earnings conference call at 1600 hrs IST (1830 hrs SST/HKT, 1130 hrs BST, 0630 hrs US ET), during which the leadership team will discuss financial performance and take questions. A transcript of the conference call will be available at [www.cipla.com](http://www.cipla.com).

### **Earnings Conference Call Dial-in Information**

<b>Date and Time</b>	<b>May 13, 2025 at</b> 1600 – 1700 hrs IST 1830 – 1930 hrs SST/HKT 1130 – 1230 hrs BST 0630 – 0730 hrs US ET
<b>Dial-in Numbers</b>	
Universal Access	Primary Access: <b>(+91 22 6280 1562)</b> <b>(+91 22 7115 8387)</b>
Diamond pass link	Click <a href="#">here</a> to register
Toll Free Number	USA: <b>18667462133</b> UK: <b>08081011573</b> Hong Kong: <b>800964448</b> Singapore: <b>8001012045</b>

### **ABOUT CIPLA LTD**

Established in 1935, Cipla is a global pharmaceutical company focused on agile and sustainable growth, complex generics, and deepening portfolio in our home markets of India, South Africa, North America, and key regulated and emerging markets. Our strengths in the respiratory, anti-retroviral, urology, cardiology, anti-infective and CNS segments are well-known. Our 46 manufacturing sites around the world produce 50+ dosage forms and 1,500+ products using cutting-edge technology platforms to cater to our 80+ markets. Cipla is ranked 3<sup>rd</sup> largest in pharma in India (IQVIA MAT Mar'25), second largest in the pharma prescription market in South Africa (IQVIA MAT Feb'25), and 4<sup>th</sup> largest Respiratory player by prescription in the US Gx (IQVIA MAT Mar'25). For over eight decades, making a difference to patients has inspired every aspect of Cipla's work. Our paradigm-changing offer of a triple anti-retroviral therapy in HIV/AIDS at less than a dollar a day in Africa in 2001 is widely acknowledged as having contributed to bringing inclusiveness, accessibility and affordability to the centre of the HIV movement. A responsible corporate citizen, Cipla's humanitarian approach to healthcare in pursuit of its purpose of 'Caring for Life' and deep-rooted community links wherever it is present make it a partner of choice to global health bodies, peers and all stakeholders. For more, please visit [www.cipla.com](http://www.cipla.com), or click on [Twitter](#), [Facebook](#), [LinkedIn](#).

**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. Cipla Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.