

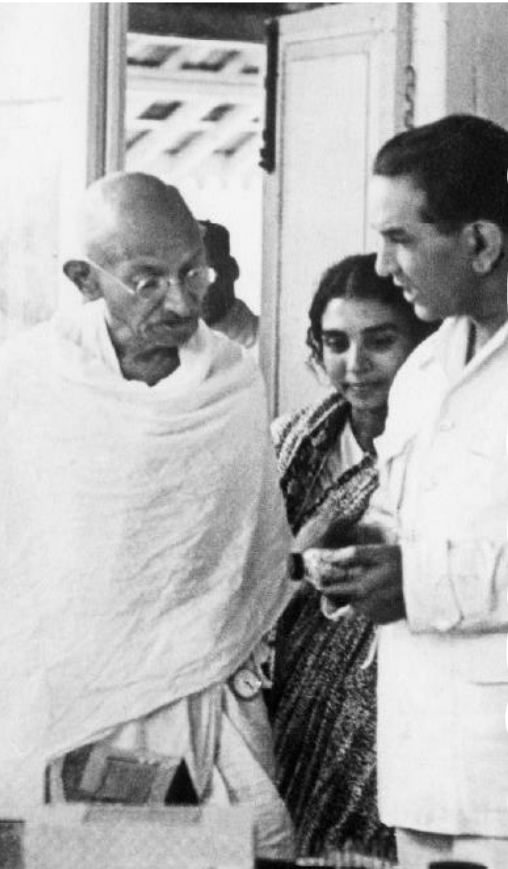


MD & GCEO's Address

Umang Vohra
Aug 2021



Cipla- Caring For Life



“Our purpose of 'Caring for Life' drives us to do better each day and put more smiles on faces.”



**Our People, Our
Pillars of Strength**

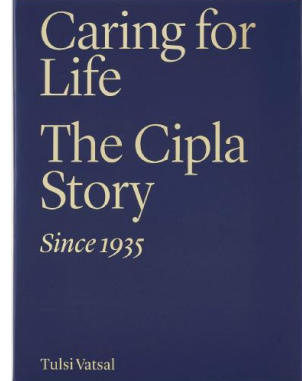


Stronger Together



**Purpose-led, Future-fit
agenda**

A legacy worth celebrating: On the occasion of Cipla's 85th anniversary we launched the book:



Covid19 Products- We strengthened our commitment and support to India & World's fight against the pandemic

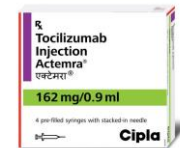
Launched- high-quality medication and diagnostics



Cipremi®
Remdesivir



Ciplenza®
Favipiravir



Actemra®
Tocilizumab



CIPHANDS®
Sanitizer range

Rapid Anti-body Test

- **COVI-G:** licensing agreement for most EM and Europe
- **EliFast:** our first foray in diagnostic in India- SARS CoV-2-IgG antibody detection ELISA

Rapid Antigen Detection Tests

- **CIptest:** reliable high-performing kit launched in Dec'20 in India
- **Sensit/CIptest+ :** Newly launch RAT with unique prefilled extraction buffer tubes
- **CIptest-S:** Cipla's internally developed RAT. Clinical trials are on-going

RT-PCR test

- Viragen: 2-gene test launched



Recent Partnerships

Baricitinib



- Restricted EUA in India for use in combination with Remdesivir for the treatment of COVID-19 in hospitalized adults requiring supplemental oxygen, invasive mechanical ventilation, or extracorporeal membrane oxygenation (ECMO)
- Cipla to manufacture and commercialize in India

Casirivimab and Imdevimab



- Roche received EUA in India for its investigational antibody cocktail indicated for the treatment of mild to moderate Covid-19 in high risk patients
- Partners with Cipla for pan-India distribution

Molnupiravir



- Investigational oral antiviral drug currently in Phase 3 trial for treatment of non-hospitalized Covid-19 patients
- Cipla to manufacture, market and distribute in India and 100+ low and middle income countries

Response to COVID & Natural Disasters



COVID TESTING & CARE CENTRES

Supporting quality free RT-PCR testing for patients with financial difficulties.
Setup of Covid facility in public hospitals at Satara, Indore, Kurkumbh & Dhar



EQUIPMENT & PROTECTIVE GEAR

Providing life-saving essentials at remote health facilities

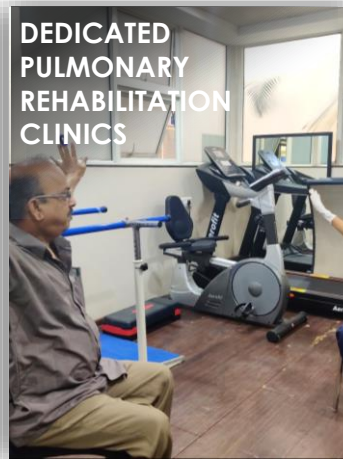
Ventilators | Oxygen Concentrators
Masks | Sanitizers | PPE kit



DEDICATED PEDIATRIC PALLIATIVE CARE UNIT

Supported the setup of Dedicated Pulmonary Rehabilitation Clinics in Pune at:

- Bharti Medical College Hospital
- Yeshwantrao Chavan Memorial Hospital



DEDICATED PULMONARY REHABILITATION CLINICS

First such facility in a Mumbai at Nair Municipal Hospital

The palliative care team provides in-person and online counselling sessions as well as support group meetings for parents



DISASTER RESPONSE

Supported 5600+ families in ~11 disaster response program-

West Bengal, Assam, Odisha, Bihar, Maharashtra and Sikkim

Sustainability- What is our Commitment?

FY2021 Progress

Carbon Neutrality

Renewable energy usage at

15%

Greenhouse Gases emissions reduction by

8%

Water Neutrality

Rainwater harvesting potential

76,368 m3

Total water recycled

32%

Zero Waste to Landfill

1/3rd

of Cipla facilities are Zero Waste to Landfill sites

Waste generated reduced by

15%

AMR Stewardship

Achieved **70%**

score, highest in generic pharma manufacturing In Access to Medicine Foundation's AMR Benchmark Report 2020.

Furthered AMR stewardship with acquisition of key anti-infective ZEMDRI™ (IV Plazomicin) and acquisition of novel anti-infective Elores.

Strategic Partnership with SIGA technologies to support innovation and provide access to novel antibacterial drugs against biothreats.

Green Chemistry and Making it Right

Harmful substances elimination hierarchy developed 103 HAZOP studies conducted in the year.

2025 Goals



Carbon Neutral



Water Neutral



Zero Waste to Landfill



AMR Stewardship



Green Chemistry & Making it Right



Wellbeing of Employees & Partners

Carbon Neutrality or Net Zero: Refers to the state where carbon emissions caused by an entity have been balanced out by funding an equivalent amount of carbon savings elsewhere in the world, through offsets such as afforestation, renewable energy etc,

FY21 Performance- we turned adversity into an opportunity to serve

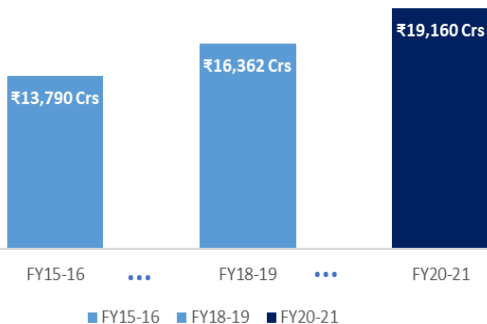


FY21 Revenue:

INR 19160 Crs [USD 2582 Mn]
+ 12% Y-o-Y

Revenue from Operations

5-year-CAGR: 7%

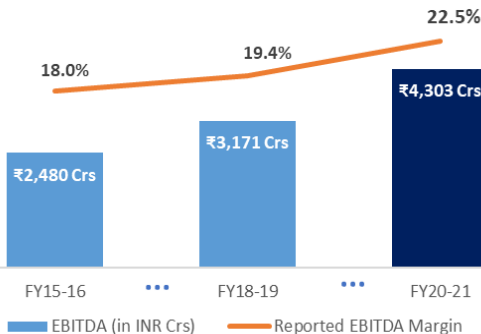


FY21 EBITDA: 22.5%

INR 4303 Crs [USD 580 Mn]
+ 33% Y-o-Y

EBITDA & EBITDA Margin

5-year-CAGR: 12%

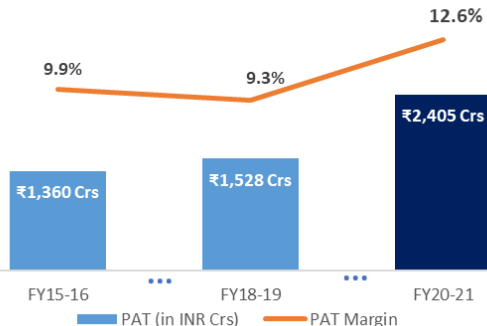


FY21 PAT: 12.6%

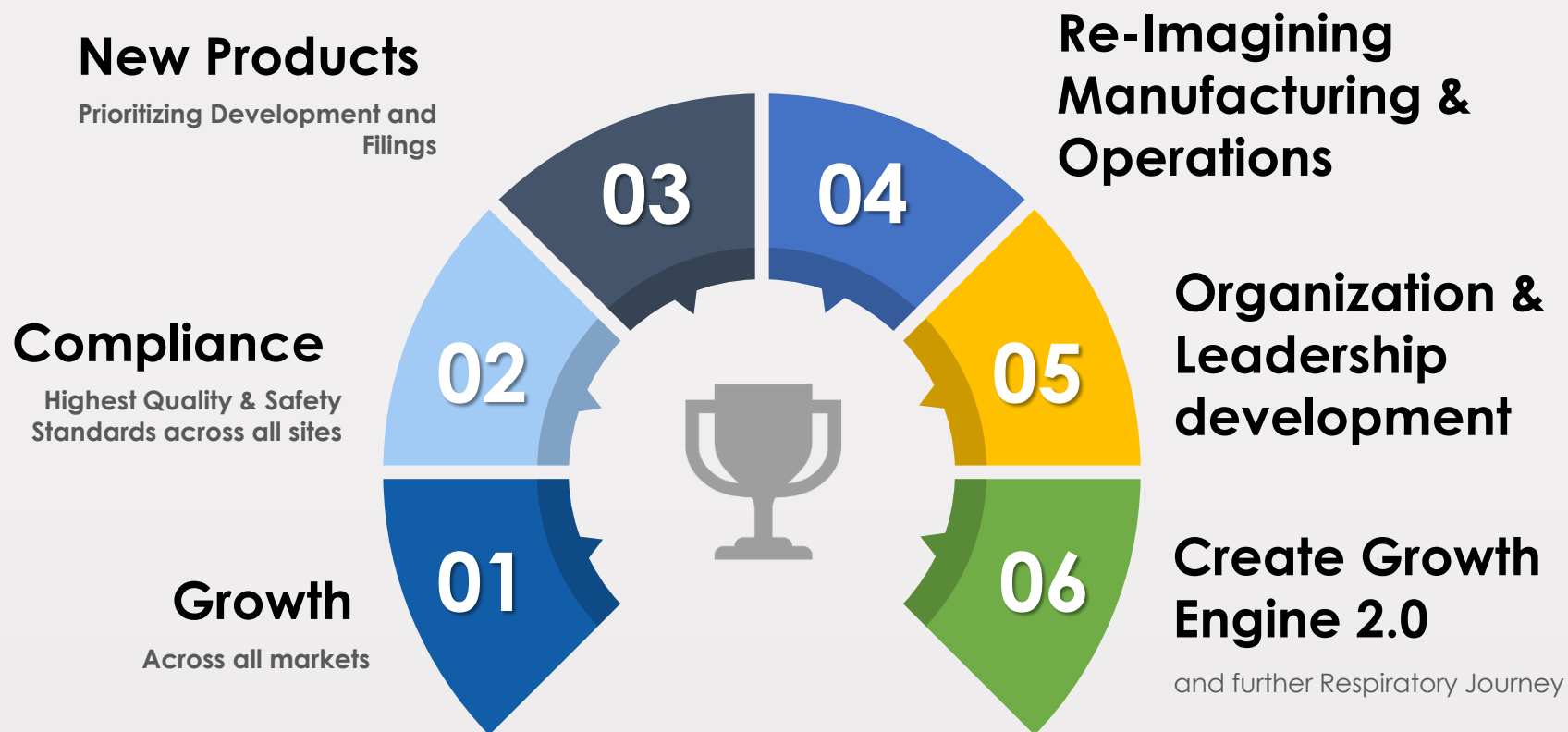
INR 2405 Crs [USD 324 Mn]
+ 55% Y-o-Y

PAT & PAT Margin

5-year-CAGR: 12%



Key priorities- for the coming year



Thank You!