

Great
Place
To
Work®

Certified
MAR 2022 - MAR 2023
INDIA

Care that
inspires
innovation

Cipla


MD & GCEO's Address

Umang Vohra
Aug 2022




Cipla – FY22 Performance

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



Overall Cipla

Revenue <small>(YoY Growth in INR terms)</small>	EBITDA Margin	R&D Spends ²
Overall ↑ 14%	Overall 21%	↑ 21%
Ex-covid ↑ 12%	Adj. margin ¹ ~22%	<small>(YoY Growth)</small>



One-India

(YoY Growth in INR terms)

One India **↑ 27%**

Prescription business crossing \$1Bn scale; continued traction in trade generics and consumer health



North America

NA revenue (YoY Growth)

\$594Mn **↑ 8%**

Continued momentum in respiratory franchise and peptide unlocking



SAGA

SAGA **↑ 6%** (YoY Growth in \$ terms)

SA Private **↑ 15%** (YoY Growth in ZAR terms)

Market beating growth in private business on steady launches



International Markets & API

International Markets **\$385Mn**

Strong respiratory filings in Europe

API **↓ 5%** (YoY Growth in \$ terms)

Note:1. Excludes impact of one-time covid inventory and other charges of ~ INR 200cr in Q4 | 2. Opex including depreciation

Cipla – Standing Strong, Caring for Life



EDUCATION



SKILLING



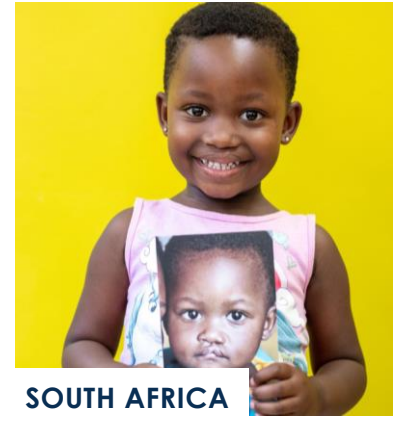
HEALTH



DISASTER MANAGEMENT



PALLIATIVE CARE



SOUTH AFRICA

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

Cipla – Building a Sustainable Future: Our ESG Goals

At Cipla, we believe that when purpose meets passion, people and planet are the winners

FY25 Goals



Waste to Value Plastic waste Management

100%

Equivalent post-consumer plastic waste collected and channelized to authorized recycling vendor



FY2022 Progress

Carbon Neutrality

Renewable energy | GHG Reduction

24% | **16%**

Water Neutrality

3 Zero Liquid Discharge plants in formulation sites commissioned

120,648 kl Rain water harvesting potential

42% Total water recycled/reused

Zero Waste to Landfill

2/3rd of Cipla facilities are zero waste to land fill

30% Reduction in waste disposal

Well-being of Employees and Partners

Zero fatalities

Total Incident Rate **0.53**

AMR Stewardship

Achieved a score of **60%** in generic pharma manufacturing in Access to Medicine Foundation's AMR Benchmark Report 2021, 2nd highest in Indian Generic Pharma companies

Green Chemistry and Making it Right

Eliminated 7 undesirable solvents

112 HAZOP studies conducted during the year.

Substituted 3 solvents with safer alternatives



Cipla- Strategy strengthened for a Sustainable tomorrow

Our strategic Business objectives to drive growth, and deliver pioneering and innovative healthcare solutions



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

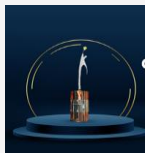


Sustainable Future

Championing Climate Positivity
Accelerating Community Well-Being
Raising the Bar on Governance
Enhancing Access and Affordability



A Momentous Year



Cipla conferred BS Company of the Year Award



Cipla, Only Indian Pharma Player to secure a rank



Cipla conferred Best Governed Company Award



Cipla conferred 'FICCI CSR Award'



Cipla recognized 'Top Employer for 2022 in SA'

Thank You!