

Cipla

Annual General Meeting

MD & GCEO's Address

Umang Vohra
Aug 2024



FY24 : Stellar performance across all markets

Strong Rigor across Geographies; Financial Metrics Continue to Improve¹

	Revenue	EBITDA	PAT
FY24	INR 25,455 Cr 14% <small>(YoY)</small>	INR 6,233 Cr 26% 232 bps <small>(YoY)</small>	INR 4,106 Cr 47% 365 bps <small>(YoY)</small>

Business Performance Snapshot

	One India	North America	South Africa Private	Emerging Markets & Europe
FY24	INR 10,865 Cr 10% <small>(YoY)</small> <i>Delivered highest ever revenue at INR 10,000 Cr+</i>	\$ 906 Mn 24% <small>(YoY)</small> <i>Breached \$ 900 Mn mark; 3-year CAGR at 18%</i>	ZAR 4,518 Mn 17% <small>(YoY)</small> <i>Ranked #1 in the prescription market²</i>	\$ 373 Mn <i>Expansion in profitability</i>

1. Ex-QCIL; Divested in Q3FY24 2. Market data IQVIA MAT Mar'24;

Cipla – Standing Strong, Caring for Life



Cipla Foundation works across five thematic areas:
Health | Environmental Sustainability | Education | Skilling | Disaster Response



Quality : Audit Status

USFDA Approved in FY24/Q1FY25

Invagen

- Fall river - Concluded with Zero 483 observations
- Long Island - Received VAI classification

China

- Concluded with Zero 483 observations

Patalganga

- Received VAI classification

Kurkumbh

- Received VAI classification

Under Remediation

Goa

- Re-inspection completed in Jun 2024 with 6 483 observations
- Gx Abraxane being de-risked to a CMO site.

Indore

- Indore Inspection classification : Warning Letter
- Follow-up (Periodic update) response against WL for Indore Site submitted on time to USFDA
- Gx Advair is being de-risked to an in-house facility.

ESG : Progress on 2025 Sustainability goals



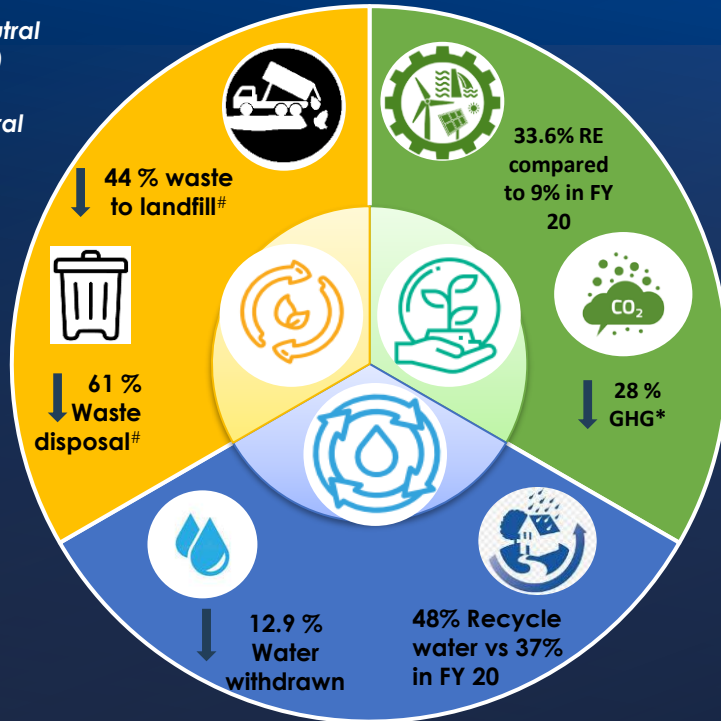
Zero waste to landfill



Carbon neutral
(scope 1+2)



Water neutral



Other highlights

- Our Energy consumption from Renewable source accounts to 5.83 lakhs GJ, an increase of 13% from FY 2022-23.
- Increased usage of renewable power enabled us to avoid 81,054 tCO₂e GHG emissions, a 12.4% increase from FY 2022-23.
- Baddi and Goa site certified as Zero waste to Landfill with a diversion rate greater than 97%.
- Human Right assessment in line with SA8000 completed for major offices in India.
- Goa site won the British safety Council International Merit Award

Accolades

Cipla



DMA Asia Awards

Cipla Health takes center stage by winning awards in 6 different categories, our **Quite Smoking with your friend Nico** campaign took home one Gold and 3 Bronze awards



Economic Times RE-Pharma Awards

Cipla GSCM team bags 2 awards for excellence in distribution, logistics and digital initiatives



ICAI Award for Excellence in Financial Reporting

Cipla's Annual Report and Financial Statement for the 22-23 financial year has been judged as the winner in the Silver Shield category



Cipla wins 2 awards for its EHS initiatives with Cipla Indore winning HSE-7 Star Platinum Award for high EHS Standards



ET Human Capital Awards

Cipla wins 2 awards - Gold for excellence in Digital Transformation and Bronze for Health & Wellness Categories

Responsible Manufacturer Awards

Cipla Kurkumbh Formulation Unit – I honored with a certificate of excellence as a Responsible Manufacturer by Kaizen Hansei



Cipla recognized as Great Place to Work for 6th Consecutive Year

Indian Marketing Awards confers Cipla with Best Marketing Campaign 2023 for its #BerokZindagi and Breathe Free Digital Educator Campaigns. #BerokZindagi also won the Silver Feather Award and Indian Pharma Award 2023 for Excellence in patient outreach



Golden Peacock National Training Award 2024

Cipla received the award for Excellence in Training & Development at IOD's UAE Global Convention on Leadership for Business Excellence and Innovation

Cipla's Strategic Vision 2028

Cipla

Innovation

Horizon 2

- Develop in-house capabilities for Biosimilars, Complex injectables.

Horizon 3

- New age tech – stem cells, mRNA, Oligonucleotides.

Execution

Business Units

- **India, Africa**
 - Strengthen Branded business.
- **US**
 - Differentiated offerings; peptides, 505b2, LAIs.
- **EMEU**
 - Continue to focus on deep markets.

ESG & Compliance

- Water & Carbon neutral by 2025

CHAMPIONING CARE

INNOVATION

- Build large consumer brands.

Passion

Global Wellness



Lung Leadership



- Fortify Global Lung Leadership.
- Expand respiratory care in India.

EXECUTION

PIONEERING

New therapy frontiers

- Obesity,
- Mental Health
- Oncology

CHAMPIONING CARE

Pioneering Care Continuum

Digital

- AI driven DTx solutions Breathefree.

Diagnostics

- POC - revolutionizing Dx.

Devices

- Foray into medical devices.

Execution

Functions

- Achieve cost leadership,
- Creation of COEs for SCM.
- Strong compliance.
- Use AI/ML for real time visibility.

Culture

- Strengthen talent pipeline, enhance diversity across leadership levels

AMR – 'Crusader in Crisis'

- Innovative portfolio, stewardship & advocacy

Thank You!