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 including impact of Covid-19 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.

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Continued progress across our key strategic priorities

<table>
<thead>
<tr>
<th>One India</th>
<th>South Africa &amp; International Markets</th>
<th>Global lung leadership &amp; US Generics</th>
</tr>
</thead>
<tbody>
<tr>
<td>❖ Strong traction across branded prescription, trade generics and consumer wellness</td>
<td>❖ Growth 1.5 times of SA private market&lt;sup&gt;1&lt;/sup&gt;</td>
<td>❖ Strong scale-up in US Direct to market and institutional space</td>
</tr>
<tr>
<td>❖ Multi-quarter market beating growth in branded prescription</td>
<td>❖ High growth of 8.5% in SA OTC private market&lt;sup&gt;1&lt;/sup&gt;</td>
<td>❖ Respiratory unlocking and ramp-up in Albuterol for the US markets</td>
</tr>
<tr>
<td>❖ Consumer brands delivering strong growth post transition</td>
<td>❖ Consistent launch momentum with three chronic and two OTC brands launches in Q1FY22</td>
<td>❖ Arformoterol Tartrate Inhalation Solution launched in Q1FY22</td>
</tr>
<tr>
<td>❖ Comprehensive Covid-19 portfolio</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Growth**

- **Market position**
  - 3<sup>rd</sup> largest<sup>1</sup> pharmaceutical company
  - 3<sup>rd</sup> largest<sup>1</sup> in branded prescription
  - 11 brands<sup>3</sup> amongst top 100 in IPM
  - Largest hospital business<sup>2</sup>
  - Largest<sup>2</sup> in trade generics

- **3<sup>rd</sup> largest<sup>1</sup> in branded prescription
- **11 brands<sup>3</sup> amongst top 100 in IPM
- **Largest hospital business<sup>2</sup>
- **Largest<sup>2</sup> in trade generics

- **3<sup>rd</sup> rank & 7.1% market share in SA private market<sup>1</sup>
- **3<sup>rd</sup> rank & 6.6% market share in SA OTC private market<sup>1</sup>
- **Largest Indian exporter<sup>3</sup> to the emerging markets in FY21

- **3<sup>rd</sup> largest<sup>4</sup> in overall albuterol market in the US
- **Second largest<sup>2</sup> inhaler company with ~141 MDI & DPI sold globally in FY21

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1. Market share data as per IQVIA MAT June 2021 | 2. Internal estimates | 3. As per IntelliMax Finished Formulation Export Data | 4. TRx market share data as per IQVIA week ending 9<sup>th</sup> July, 2021
Strong demand-led momentum in core therapies across branded markets and continued respiratory unlocking in the US drive Q1FY22 performance.

**Overall Revenue**
- **One India:** Sustained momentum in branded markets; 27% (Q1 YoY Growth)
- **SAGA:** Overall revenue up 68% (Q1 YoY Growth)
- **North America:** Continued market share expansion in overall albuterol market; $141Mn Q1FY22 Revenues, up 5% (Q1 YoY Growth)
- **International Markets & API:** Forex challenges in certain markets; recovery expected
- **Consumer Health:** Solid traction in core and transferred products

**Overall EBITDA**
- **One India:** 27% (Q1 YoY Growth)
- **SAGA:** Overall SAGA up 13% (Q1 YoY growth in $ Terms)
- **North America:** $141Mn Q1FY22 Revenues, up 5% (Q1 YoY Growth)
- **International Markets & API:** 14% (Q1 YoY growth in $ Terms)
- **Consumer Health:** Solid traction in core and transferred products

**EBITDA Margin**
- **One India:** 24.5% up 32 (bps YoY)
- **SAGA:** 69% (Q1 YoY growth in $ Terms)
- **North America:** 7% (Q1 YoY growth in ZAR Terms)
- **International Markets:** 14% (Q1 YoY growth in $ Terms)
- **Consumer Health:** One-time profit share on API supplies
Strong capital structure and robust free cash flow generation continues in FY22

- Continued governance on cash and liquidity management
- Growth in operating profitability and prudent working capital management drives robust free cash flow generation
- **Net cash positive position** continues at June-21 end reflects strong balance sheet health

1. Net Cash = Total Cash balances - Total debt | 2. Includes cash and cash equivalents and current investments excluding unclaimed dividend balances
Financial Performance – Q1FY22

**Revenues**  
INR 5,504 Cr  
**↑ 27% YoY**

<table>
<thead>
<tr>
<th>Q1 FY22 (Consolidated)</th>
<th>Actuals (Rs Cr)</th>
<th>vs Q1 FY 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue from Operations</td>
<td>5,504</td>
<td><strong>27%</strong></td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,346</td>
<td><strong>28%</strong></td>
</tr>
<tr>
<td>EBITDA % of revenue</td>
<td><strong>24.5%</strong></td>
<td>32 bps</td>
</tr>
<tr>
<td>PAT</td>
<td>715</td>
<td>24%</td>
</tr>
<tr>
<td>PAT % of revenue</td>
<td>13.0%</td>
<td>-31 bps</td>
</tr>
</tbody>
</table>

**R&D**  
INR 264 Cr  
**Focused R&D investments**

**EBITDA**  
INR 1,346 Cr  
**24.5% ↑ 28% YoY**

**Revenue Break-up**

- India, 49%
- North America, 19%
- SAGA, 15%
- International Markets, 11%
- API, 5%
- Others, 1%

1. India includes Rx + Gx + CHL; SAGA includes South Africa, Sub-Saharan Africa and Cipla Global Access; International Markets include Emerging Markets and Europe; Q2 includes impact of impairment; Figures have been rounded-off.
One India (Rx + Gx+ CHL\(^1\)): Consistent execution driving growth across businesses in India

**Key Business Highlights**

**Branded prescription business**
- Strong volume traction in core therapy portfolio
- Acute and respiratory nebulization recovered well
- Covid portfolio support from second wave in India

<table>
<thead>
<tr>
<th>Therapy</th>
<th>Market Rank</th>
<th>Market share</th>
<th>Cipla Growth</th>
<th>Market growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall Chronic</td>
<td>2</td>
<td>8.2%</td>
<td>16%</td>
<td>12%</td>
</tr>
<tr>
<td>Respiratory</td>
<td>1</td>
<td>24.0%</td>
<td>14%</td>
<td>4%</td>
</tr>
<tr>
<td>Urology</td>
<td>1</td>
<td>14.8%</td>
<td>7%</td>
<td>10%</td>
</tr>
<tr>
<td>Anti-Infective</td>
<td>3</td>
<td>7.5%</td>
<td>10%</td>
<td>9%</td>
</tr>
<tr>
<td>Cardiac</td>
<td>5</td>
<td>5.3%</td>
<td>10%</td>
<td>15%</td>
</tr>
</tbody>
</table>

**Trade generics business**
- Healthy order flow across regions benefiting from strong demand tailwinds across core portfolio and covid ancillary products

**Consumer health business**
- Continued traction in anchor brands as well as brands transferred from trade generics business

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1. CHL – Cipla Health Limited  
2. Market data as per IQVIA IMS MAT June 2021
Global consumer health franchise gaining traction

6.9% contribution to overall revenues in Q1FY22; Improving consumer health outcomes

Anchor consumer brands in India

- **OMNIGEL**
  - Up 31% (Q1FY22 YoY growth)
  - #1 Pain Relief Category (May 2021)

- **CIPCAL**
  - Up 65% (Q1FY22 YoY growth)

Emerging consumer brands in India

- **prolyte ORS**
  - Up 128% (Q1FY22 YoY growth)

- **CLOCIP**
  - Up 69% (Q1FY22 YoY growth)

- **CIPLADINE**
  - Up 150% (Q1FY22 YoY growth)

- **Maxirich DAILY MULTIVITAMIN**
  - Up 195% (Q1FY22 YoY growth)

Anchor consumer brands in South Africa

- **CORYX**
  - Up 22% (Q1FY22 YoY growth in ZAR Terms)

- **BRONCOL**
  - Up 41% (Q1FY22 YoY growth in ZAR Terms)

- **entiro PROBIOTIC**
  - Up 45% (Q1FY22 YoY growth in ZAR Terms)

- **Acurate**
  - Up 6% (Q1FY22 YoY growth in ZAR Terms)

1. Market data as per Nielsen; *nicotine replacement therapy
SAGA¹: South Africa, Sub-Saharan Africa and Cipla Global Access

Key Business Highlights

**South Africa**
- Continued market beating growth in South Africa (SA) private business
- Double digit growth and market share gain in Antiretroviral and oncology private market
- Moved up three places to 3rd in systemic anti-infectives private market²

<table>
<thead>
<tr>
<th>Market Segment²</th>
<th>Market Rank</th>
<th>Market share</th>
<th>Cipla Growth</th>
<th>Market Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>South Africa private</td>
<td>3</td>
<td>7.1%</td>
<td>7.6%</td>
<td>5.1%</td>
</tr>
<tr>
<td>South Africa OTC</td>
<td>3</td>
<td>6.6%</td>
<td>8.5%</td>
<td>12.2%</td>
</tr>
</tbody>
</table>

**Sub-Saharan Africa (SSA) & Cipla Global Access (CGA)**
- SSA: Strong demand seen in markets impacted by Covid-19 as compared to last year
- CGA: Performance in-line with order flow; sales traction witnessed in TLD

1. Financial numbers are rounded off
2. Market data as per IQVIA MAT June 2021

SAGA: 13% Y-o-Y

Q1 Y-o-Y

- SA Private market: 7% (Q1 YoY growth in ZAR Terms)

South Africa
- Private
- OTC

Q1FY21: 28 $ Mn
- South Africa Private: 47 $ Mn
- South Africa OTC: 25 $ Mn
- Others (SSA & CGA): 22 $ Mn

Q1FY22: 64 $ Mn
- South Africa Private: 27 $ Mn
- South Africa OTC: 22 $ Mn
- Others (SSA & CGA): 22 $ Mn
North America: Continued traction in core formulation portfolio

Key Business Highlights

- **US Generics** ramp-up continues
  - Continued market share expansion in overall Albuterol market
  - **New approval**: Arformoterol Tartrate Inhalation Solution 15 mcg / 2 mL
  - Entered into the top 10 generic companies in the US by prescriptions in FY21 driven by unlocking of respiratory franchise as well as strong limited competition launches over the last 2-3 years
  - Focus continues on limited competition complex launches

### Albuterol HFA market segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>TRx Market Rank</th>
<th>TRx Market share</th>
</tr>
</thead>
<tbody>
<tr>
<td>gProventil</td>
<td>1</td>
<td>89.3%</td>
</tr>
<tr>
<td>Generic market (AG + Gx)</td>
<td>3</td>
<td>17.6%</td>
</tr>
<tr>
<td>Total market (Brand + AG + Gx)</td>
<td>3</td>
<td>14.1%</td>
</tr>
</tbody>
</table>

**Pipeline update**

- Closely working with USFDA on **gAdvair**

1. Market data as per IQVIA week ending 9th July 2021
ANDA & NDA\(^1\) Portfolio & Pipeline (As on 30\(^{th}\) June 2021)

Total ANDAs & NDAs

<table>
<thead>
<tr>
<th></th>
<th>Approved ANDAs/NDAs</th>
<th>Tentatively Approved ANDAs</th>
<th>Under Approval ANDAs/NDAs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>171</strong></td>
<td>82</td>
<td>3</td>
<td>41</td>
</tr>
<tr>
<td><strong>18</strong></td>
<td>58</td>
<td>9</td>
<td>21</td>
</tr>
<tr>
<td><strong>74</strong></td>
<td>9</td>
<td>5</td>
<td>8</td>
</tr>
</tbody>
</table>

- **Appended ANDAs/NDAs**
  - Cipla Ltd
  - PEPFAR\(^2\)
  - Invagen
  - Partnered ANDAs

1 Does not include Vet product ANDAs
2 PEPFAR approved ANDAs can be commercialised in US
International Markets and API

**International Markets**

<table>
<thead>
<tr>
<th>$ Mn</th>
<th>Q1 Y-o-Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>92</td>
<td>79</td>
</tr>
</tbody>
</table>

Q1FY21 | Q1FY22

-14%

**Key Business Highlights**

- Emerging markets business impacted by timing deferral pertaining to in-country currency allocation for our middle eastern supplies; recovery expected in Q2FY22
- Strong in-market performance continues across key DTMs

**API**

<table>
<thead>
<tr>
<th>$ Mn</th>
<th>Q1 Y-o-Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>24</td>
<td>41</td>
</tr>
</tbody>
</table>

Q1FY21 | Q1FY22

69%

**Key Business Highlights**

- Sales momentum supported by strong customer relationships
- Revenue include one-time profit share on the commercial supply of an API to a partner
- Continued traction with global seedings & lock-ins
Our FY22 priorities include:

- **Ensuring Covid portfolio** availability and maximize patients reach.
- **Maintain market beating growth** in large branded and unbranded generic franchises of India, South Africa and augment consumer wellness franchise.
- Expanding **lung leadership** globally and maximising value opportunity in **US complex generics** by prioritizing key launches with focused execution and collaborating with regulatory authorities.
- Scaling up businesses across branded and generic DTMs of Europe and Emerging markets through execution on organic and partnered launches including biosimilars.
- **Accelerating digital transformation** to capitalize opportunities and growth opportunities across markets.
- Focus on **regulatory compliance across manufacturing** locations and embrace **best-in class globally benchmarked ESG** practices.
- **Sustained expansion in RoIC** over the long term.

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1. Environmental, Social and Governance
Thank You

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