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Nothing contained herein should be construed as giving of advice or the making of a recommendation and it should not be relied on as the basis for any decision or action. It is important to only rely on the advice of a health care professional.
Robust momentum across key markets; Strong traction in One-India and US business drive Q3FY22 performance

Overall Revenue

- **6%** (Q3 YoY Growth in INR Terms)
- Sustained traction across branded & generic markets; modest contribution of covid products

One India

- **13%** (Q3 YoY Growth in INR Terms)
- Sustained momentum across core therapies and traction in flagship brands

North America

- Robust momentum in core business; strong traction in respiratory portfolio
- **$150 Mn** Q3FY22 Revenues

Overall EBITDA

- EBITDA Margin: **22.7%**
- Continued strong margin trajectory

SAGA

- **4%** (Q3 YoY growth in $ Terms)

International Markets & API

- **2%** (Q3 YoY growth in $ Terms)
- **27%** (Q3 YoY growth in $ Terms)

SA Private Market

- **16%** (Q3 YoY growth in ZAR Terms)
Strong capital structure and robust free cash flow generation continues in Q3FY22

- Strong operating profitability and prudent working capital management drives robust free cash flow generation
- **Net cash positive position** continues at Dec-21 end reflects strong balance sheet health

1. Net Cash = Total Cash balances - Total debt  
2. Includes cash and cash equivalents including fixed deposits with remaining maturity of less than 12 months, current investments and excludes unclaimed dividend balances
Continued portfolio expansion with long-term partnerships & launches across our strategic markets

**US Generics**
- Approval for Lanreotide injection 505 (b)(2)
- Albuterol total market share\(^1\) 15.9% | Arformoterol total market share\(^1\) 26.8%

**One India**
- Launched Spirofy®: India's first pneumotach based portable wireless Spirometer for diagnosis of COPD and asthma

**South Africa**
- Expanding portfolio breadth with 9 launches across men’s health, Cardio and Diabetes, CNS, Infectious diseases, pain & cold and flu and vaccines

**International Markets**
- 2 important respiratory products filed in Europe
- China manufacturing plant set-up completed

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1. TRx market share data as per IQVIA week ending 21\(^{st}\) December 2021
Financial Performance – Q3FY22

Revenues

<table>
<thead>
<tr>
<th>Actuals (Rs Cr)</th>
<th>vs Q3 FY 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue from Operations</td>
<td>5,479</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,243</td>
</tr>
<tr>
<td>EBITDA % of revenue</td>
<td>22.7%</td>
</tr>
<tr>
<td>PAT</td>
<td>729</td>
</tr>
<tr>
<td>PAT % of revenue</td>
<td>13.3%</td>
</tr>
</tbody>
</table>

EBITDA

| INR 1,243 Cr | 22.7% | -3% YoY |

R&D

INR 262 Cr

Priority projects spend on track

EBITDA Break-up

- India, 46%
- North America, 21%
- SAGA, 16%
- International Markets, 13%
- API, 3%
- 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 | Figures have been rounded-off
One India (Rx + Gx+ CHL\(^1\)): Consistent execution driving growth across businesses in India

### Branded prescription business
- Market beating growth for the 3\(^{rd}\) consecutive quarter in FY22
- Sustained traction across therapies in core portfolio
- Modest contribution from covid therapy portfolio
- Robust traction in anchor brands as well as transitioned brands
- Market beating growth for the 3\(^{rd}\) consecutive quarter in FY22
- Sustained traction across therapies in core portfolio
- Modest contribution from covid therapy portfolio

#### Trade generics business
- Strong demand across regions leading to high traction across flagship brands and key therapeutic categories
- Continued focus on customer engagement for healthy order flows

#### Consumer health business
- Robust traction in anchor brands as well as transitioned brands

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

~8% contribution to overall revenues in 9MFY22; Improving consumer health outcomes

Anchor consumer brands in India¹

- **OMNIGEL®**
  - 35% (9MFY22 YoY growth)
  - #1 Pain Relief Category (Nov-21)

- **nicotex**
  - 9% (9MFY22 YoY growth)
  - #1 NRT* Category (Sept-21)

- **Cheston**
  - 34% (9MFY22 YoY growth)
  - #2 Cough & Cold Category (Nov-21)

Emerging consumer brands in India¹

- **prolyte® ORS**
  - 85% (9MFY22 YoY growth)

- **CLOCIP®**
  - 50% (9MFY22 YoY growth)

- **CIPLADINE®**
  - 46% (9MFY22 YoY growth)

- **Maxirich DAILY MULTIVITAMIN**
  - 34% (9MFY22 YoY growth)

Anchor consumer brands in South Africa

- **Actin**
  - 5% (9MFY22 YoY growth in ZAR Terms)

- **CORYX**
  - 55% (9MFY22 YoY growth in ZAR Terms)

- **Asthavent**
  - 13% (9MFY22 YoY growth in ZAR Terms)

- **BRONCOL**
  - 96% (9MFY22 YoY growth in ZAR Terms)

- **acurate**
  - 12% (9MFY22 YoY growth in ZAR Terms)

- **Bionoid**
  - 14% (9MFY22 YoY growth in ZAR Terms)

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

**South Africa²**

- Market beating growth continues in South Africa (SA) private business; tender business performed in-line with expectations
- Market beating growth in Anti-retroviral (ARV), oncology, respiratory and anti-infectives therapies
- Largest ARV supplier by volume in SA private market

### SA Private market

- **16%** (Q3 YoY growth in ZAR Terms)

- 9 Brands launched in Q3FY22
- 38 Brands launched in 9MFY22
- 7 Brands with revenue > ZAR 100Mn

**Market Segment** | **Market Rank** | **Market share** | **Cipla Growth** | **Market Growth**
--- | --- | --- | --- | ---
South Africa private | 3 | 7.2% | 9.1% | 8.2%
South Africa OTC | 3 | 6.9% | 10.1% | 10.9%

**Sub-Saharan Africa (SSA) & Cipla Global Access (CGA)**

- SSA: Healthy order flow across regions; fastest growing company in Kenya²
- CGA: Performance in-line with expectations; strong demand traction continues for TLD

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1. Financial numbers are rounded off  
2. Market data as per IQVIA MAT November 2021
North America: Continued traction in core formulation portfolio; expands peptide portfolio

**Key Business Highlights**

- Robust momentum in core formulation business; strong traction in respiratory portfolio with YoY growth of 36%\(^2\)
- **New approval:** Lanreotide injection 505 (b)(2); expands peptide portfolio
- Focus continues on limited competition complex launches

**Revenue from Respiratory products $Mn^2**

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2</td>
<td>11</td>
<td>43</td>
<td>50</td>
<td>132</td>
<td>150+</td>
</tr>
</tbody>
</table>

**Pipeline update**
- Focus continues on respiratory asset pipeline; working with USFDA on gAdvair

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1. Market data as per IQVIA week ending 21\(^{st}\) December 2021; 2. Excludes B2B revenue for the US market
ANDA & NDA\(^1\) Portfolio & Pipeline (As on 31\(^{st}\) December 2021)

Total ANDAs & NDAs: 167

Approved ANDAs/NDAs:
- Cipla Ltd: 81
- PEPFAR\(^2\): 60
- Invagen: 8
- Partnered ANDAs: 18

Tentatively Approved ANDAs:
- Cipla Ltd: 1
- PEPFAR\(^2\): 9
- Invagen: 3

Under Approval ANDAs/NDAs:
- Cipla Ltd: 4
- PEPFAR\(^2\): 19
- Invagen: 8
- Partnered ANDAs: 41

\(^1\) 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>Q3 Y-o-Y</th>
<th>Q3FY21</th>
<th>Q3FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>-2%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Key Business Highlights
- Maintained scale supported by strong DTM\(^1\) growth across geographies; steady double digit growth in secondary terms during the quarter
- 2 respiratory products filed in Europe

API

<table>
<thead>
<tr>
<th>$ Mn</th>
<th>Q3 Y-o-Y</th>
<th>Q3FY21</th>
<th>Q3FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>27</td>
<td>-27%</td>
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</table>

Key Business Highlights
- Performance attributed to momentary slowdown in orders from developed markets
- Traction in orders from emerging markets; medium-term orderbook robust
- Continued traction with global seedings & lock-ins

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\(^1\) DTM – Direct to market
In FY22, we delivered strong progress on our strategic priorities for FY25

**FY25 targets**

- Incremental opportunity to add $300Mn-$500Mn by FY25
- Market-beating growth in India & South Africa and 10% share of consumer business
- Drive sustainable growth through organic and inorganic levers
- Digital patient care continuum
- Global benchmark for quality compliance & ESG
- RoIC expansion to 17%-20% over the long term

**YTD FY22 progress**

- Launch & scale-up in respiratory assets Albuterol & Arformoterol; Peptide portfolio unlocking
- Continued market beating performance in India & SA; share of consumer business ~8%
- Tracking annualized revenue of $400Mn+
- Continued rigor on creating industry leading digital initiatives
- Inclusion in Dow Jones Sustainability Emerging Markets Index
- Trailing 12-month (Dec-21) RoIC at 21.2%

---

1. DTM – Direct to market | 2. Environmental, Social, Governance | 3. Return on Invested Capital (RoIC) = EBITDA - depreciation & amortization / Average [(Fixed assets including goodwill + Current assets excluding cash and cash equivalent) - Current liabilities excluding borrowing]
Thank You

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