

28th January 2025

(1) BSE Ltd.
Listing Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Scrip Code: 500087

(2) National Stock Exchange of India Ltd.
Listing Department
Exchange Plaza, 5th floor
Plot no. C/1, G Block
Bandra Kurla Complex
Bandra (East), Mumbai - 400 051
Scrip Code: CIPLA

(3) SOCIETE DE LA BOURSE DE
LUXEMBERG
Societe Anonyme
35A Boulevard Joseph II
L-1840 Luxembourg

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation dated 28th January 2025.

Kindly take the above information on record.

Thanking you,

Yours faithfully,

For **Cipla Limited**

RAJENDRA
KUMAR
CHOPRA

Digitally signed by
RAJENDRA KUMAR
CHOPRA
Date: 2025.01.28
14:08:14 +05'30'

Rajendra Chopra
Company Secretary

Encl: As above

Prepared by: Sharina Dsilva

The background of the slide is a blurred photograph of two hands clasped together, suggesting support or partnership. The hands are wearing light-colored, ribbed sleeves. The overall color palette is muted, with soft blues and greys.

Investor Presentation

Q3FY25

28-01-2025

DISCLAIMER

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 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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Strong performance¹ in focused markets; upward operating profitability trajectory



	Revenue	EBITDA	PAT
Q3FY25	INR 7,073 Cr  8% (YoY)	INR 1,989 Cr  16% (YoY) 184 bps 28.1% of Revenue	INR 1,571 Cr  50% (YoY) 617 bps 22.2% of Revenue

Business Performance Snapshot

	One India	North America	South Africa Private	Emerging Markets & Europe
Q3FY25	INR 3,146 Cr  10% (YoY) Chronic mix ² improved to 61.5% YoY Trade generics growth trajectory is back on track	\$ 226 Mn  2% (YoY) Albuterol ranked #1 in U.S. Albuterol Generic market ³ Lanreotide supply issues impacted the overall sales	ZAR 1,196 Mn  8% (YoY) Growing at a market multiple ⁴ of 2.5x	\$ 98 Mn  20% (YoY) Solid growth driven by deep market focus

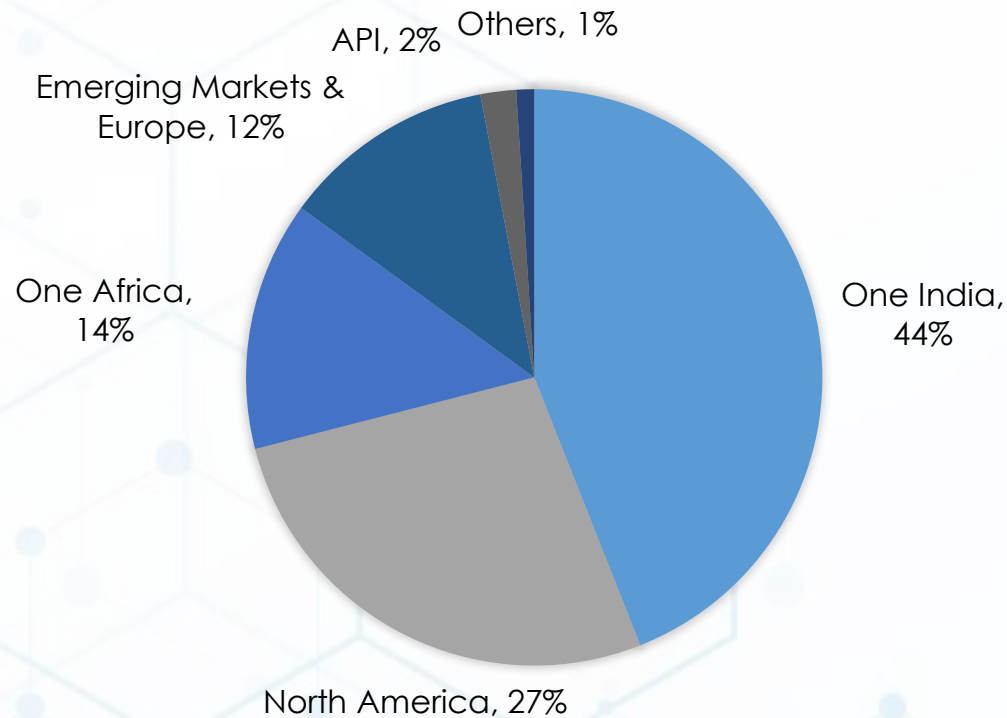
1. Ex-QCIL; Divested in Q3FY24 | 2. Market data as per IQVIA MAT Dec'24 | 3. Market data as per IQVIA week ended 27th Dec 2024 | 4. Market data as per IQVIA MAT Nov'24

Financial Performance¹ – Q3FY25

Revenues

INR 7,073 Cr

Revenue² Break-up



EBITDA

INR 1,989 Cr

Q3FY25 (Consolidated)

	Actuals (INR Cr)	vs Q3 FY24
Total Revenue from Operations	7,073	8.1%
EBITDA	1,989	15.7%
EBITDA %	28.1%	184 bps
PAT	1,571	49.7%
PAT %	22.2%	617 bps

R&D³

INR 360 Cr

5.1% of revenue

Balance Sheet Strength

Dec-24

Total Debt⁴

INR 466 Cr

Cash Balance⁵

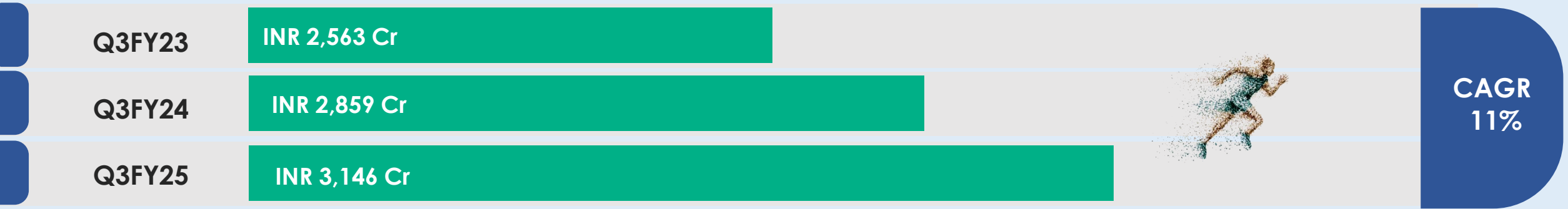
INR 9,413 Cr

Net Cash⁶

INR 8,947 Cr

1. Ex-QCIL | 2. India includes Rx + Gx + CHL; One Africa includes South Africa, North Africa, Sub-Saharan Africa and Cipla Global Access; | 3. Opex including depreciation; | 4. Total debt includes lease liabilities and working capital loan | 5. Cash & cash equivalents includes current investments, fixed deposits, margin deposits and excluding unclaimed dividend balances | 6. Net Cash is Cash balance, net of Total Debts

One India revenue trend



Branded Prescription

- ❖ Cipla maintained #2 market² rank in overall Chronic with improved Chronic mix of 61.5%
- ❖ Key therapies like - Respiratory, Urology and Acute outpacing the market²
- ❖ Urology ranked #2 with market² growth of 16% YoY



Trade Generics

- ❖ Business back on growth trajectory
- ❖ 2 Brands with TTM revenue of > INR 100 Cr and 5 Brands with TTM revenue of INR 50 Cr to INR 100 Cr
- ❖ 18 new launches in 9M FY25



Consumer Health

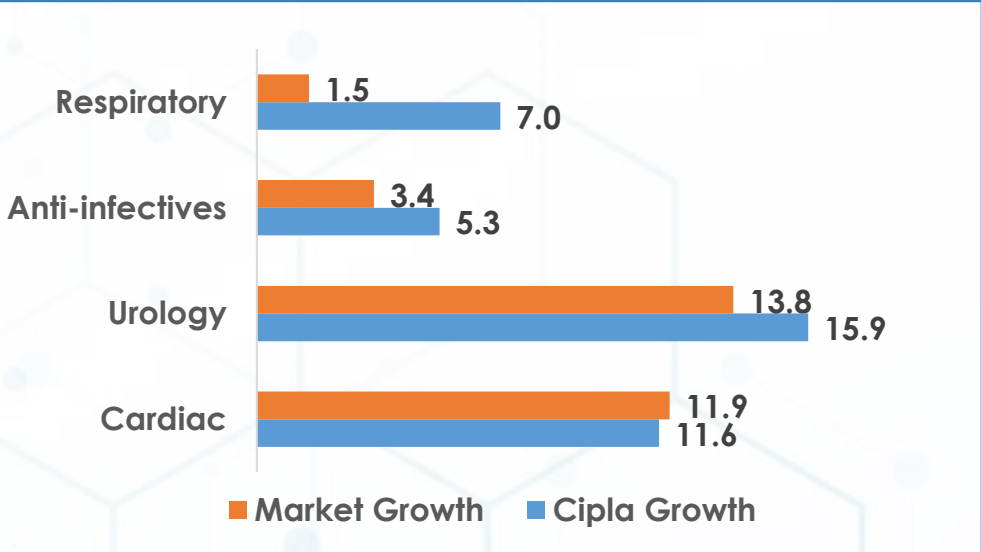
- ❖ Delivered a robust growth with anchor & transitioned brands continuing to grow bigger
- ❖ Sustained EBITDA trajectory
- ❖ Nicotex³, Omnigel⁴ and Cipladine⁴ ranked #1 in the market

India Rx – Progressing on our journey backed by key therapies



Steady uptake in key therapies¹ growth (%)

Rank



1st

4th

2nd

7th

Slow industry growth in Respiratory and Anti-infectives

Largest pharma company by Volume (units) in market¹

5 brands added in the category of market¹ revenue > INR 100 Cr YoY

Leading Cardiac group brand Dytor achieved a market¹ growth of 17% YoY

Key market highlights

#1 Foracort

Biggest Brand in IPM¹

23 Brands

IPM¹ Brands in Top 300 ranks

26 Brands

IPM¹ Brands with revenue > INR 100 Cr

7 Therapies

With IPM¹ Top 5 ranks

1. Market data as per IQVIA MAT Dec'24

One India : Accelerating innovative portfolio for Indian patients

Afrezza (Inhaled Insulin)

AFREZZA® INHALER



- ❑ **Exclusive marketing and distribution** agreement with US-based MannKind Corporation for Afrezza® in India.
- ❑ Afrezza, **an inhaled insulin**, is a cutting-edge product which will increase patient convenience
- ❑ The International Diabetes Federation estimates that **73 million people** are currently **living with diabetes in India**

Zemdri (Plazomicin)



- ❑ Cipla **strengthens fight against AMR**, secures approval to introduce ZEMDRI® (plazomicin) injection in India
- ❑ Indicated for the treatment of **complicated urinary tract infections** (cUTI) including pyelonephritis.
- ❑ UTIs are a global health problem affecting approximately **150 million patients** each year

Cipenmet (Novel anti-infective)



- ❑ Cipla partners with Orchid Pharma to launch antibiotic **Cefepime-Enmetazobactam in India**, used in the treatment of cUTI, HAP and VAP indications¹
- ❑ **Combines** Orchid's innovative drug development capabilities with our extensive distribution network
- ❑ **Enhanced commitment to AMR** stewardship and deliver advanced, innovative therapies to patients

9M FY25: Global Consumer Wellness Franchise

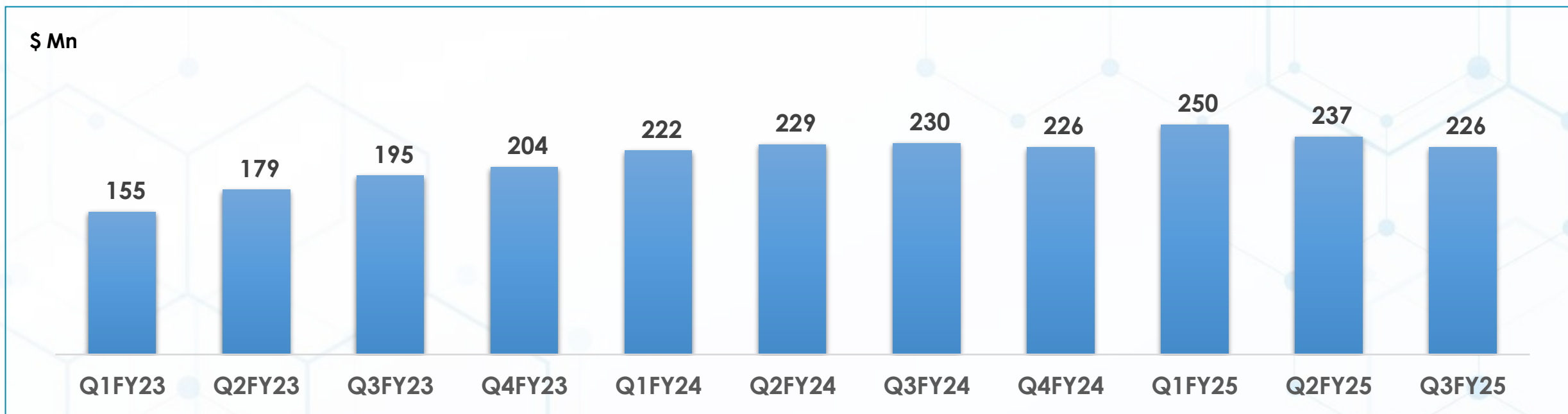
One India : Revenue INR 1,132 Cr (9M FY25)

 OMNIGEL[®] ² Pain relief INR 210+ Cr	 prolyte[™] ORS ² Hydration INR 145+ Cr	 nicotex ¹ Nicotine Replacement INR 130+ Cr	 CIPLADINE[®] ² Skin infection INR 95+ Cr	 cofsils ² Cold & cough INR 80+ Cr
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South Africa : Revenue ZAR 1,217 Mn (9M FY25)

Cipla Actin Respi OTC ZAR 105 Mn	BRONCOL Cough, cold & flu ZAR 75 Mn	CORYX Cough, cold & flu ZAR 70+ Mn	 acurate Pain management ZAR 60+ Mn	flomist nasal spray Nasal Spray ZAR 60+ Mn
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North America: Witnessed continuous traction in key differentiated assets

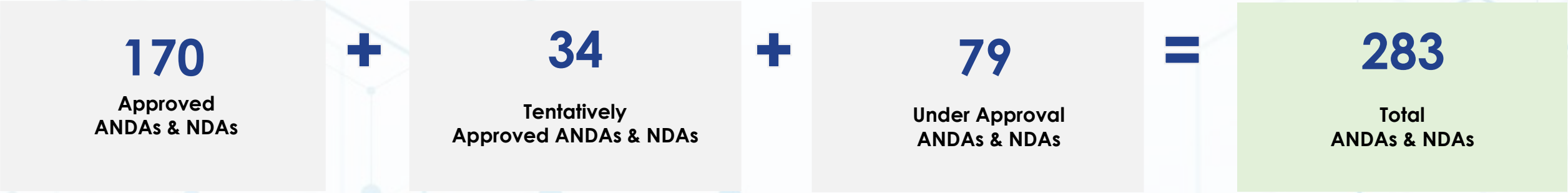
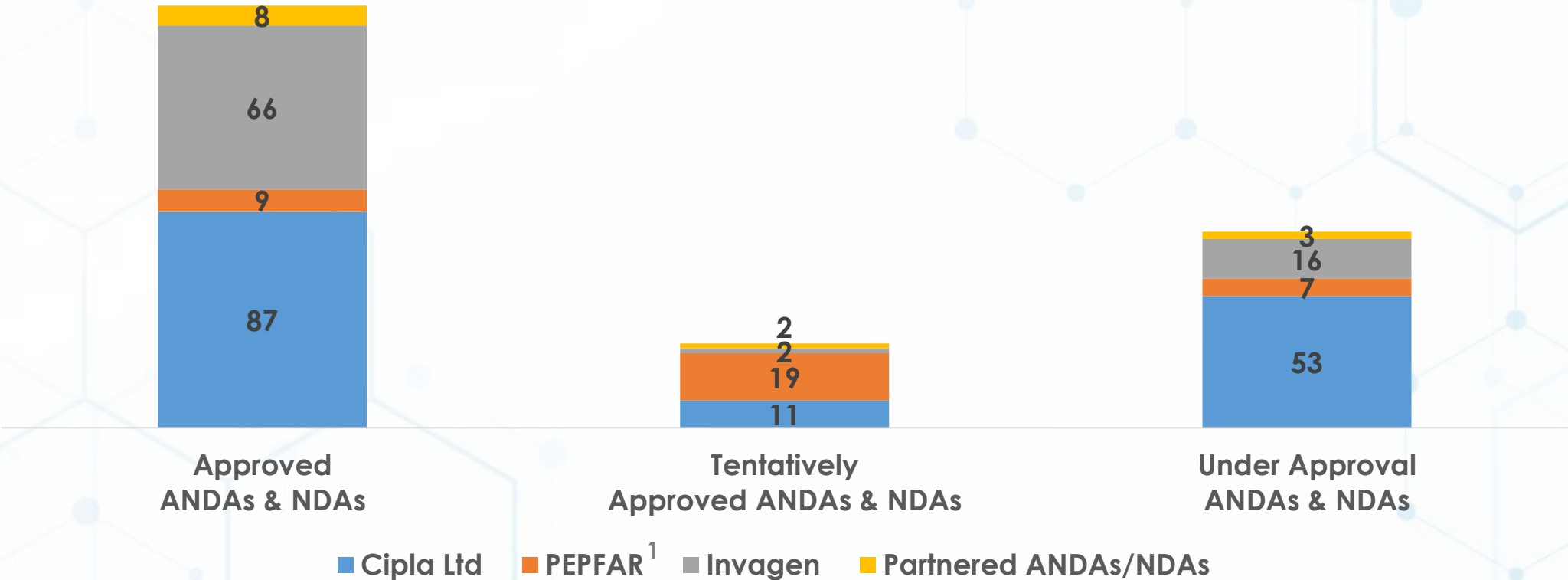


Key Business Highlights



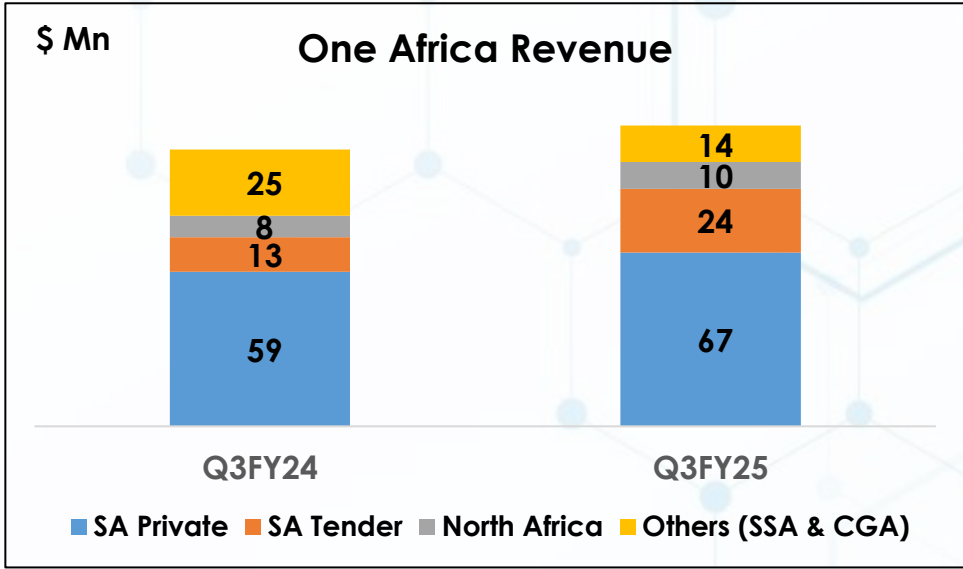
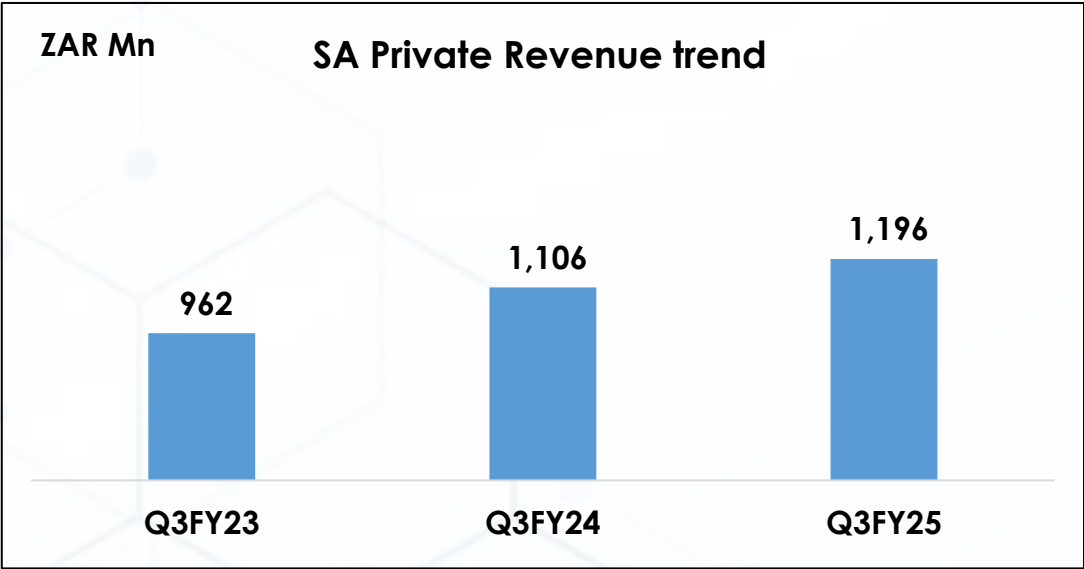
- Received various generic drug approvals, including Phytonadione injectable 1mg/0.5ml, Esomeprazole granules 2.5mg/5mg, Potassium Phosphates Injection USP
- Albuterol market share¹ further increased to 21% during the quarter and ranked No. 1 in the overall U.S. Albuterol Generic market
- Goa facility has been classified as 'VAI' by the USFDA
- Lanreotide supply issues abating

ANDA & NDA Portfolio & Pipeline (As on 31st Dec 2024)



1. PEPFAR approved ANDAs can be commercialised in US

One Africa¹: South Africa Private growing 2.5x faster than the market



Market Segment ²	Rank	Share	Cipla Growth	Market Growth
South Africa Prescription	1	8.9%	6.8%	2.6%
South Africa OTC	3	8.6%	2.4%	0.9%
South Africa Overall	2	8.8%	5.2%	2.0%

SA Key Highlights²

- Healthy performance across key therapies like Respiratory, CNS and Anti-infectives
- 10 brands with MAT market revenue > 100 Mn ZAR
- Highest number of brands in top 30 (7), top 50 (13) and top 100 (20) within generics segment

SA Ranked #1

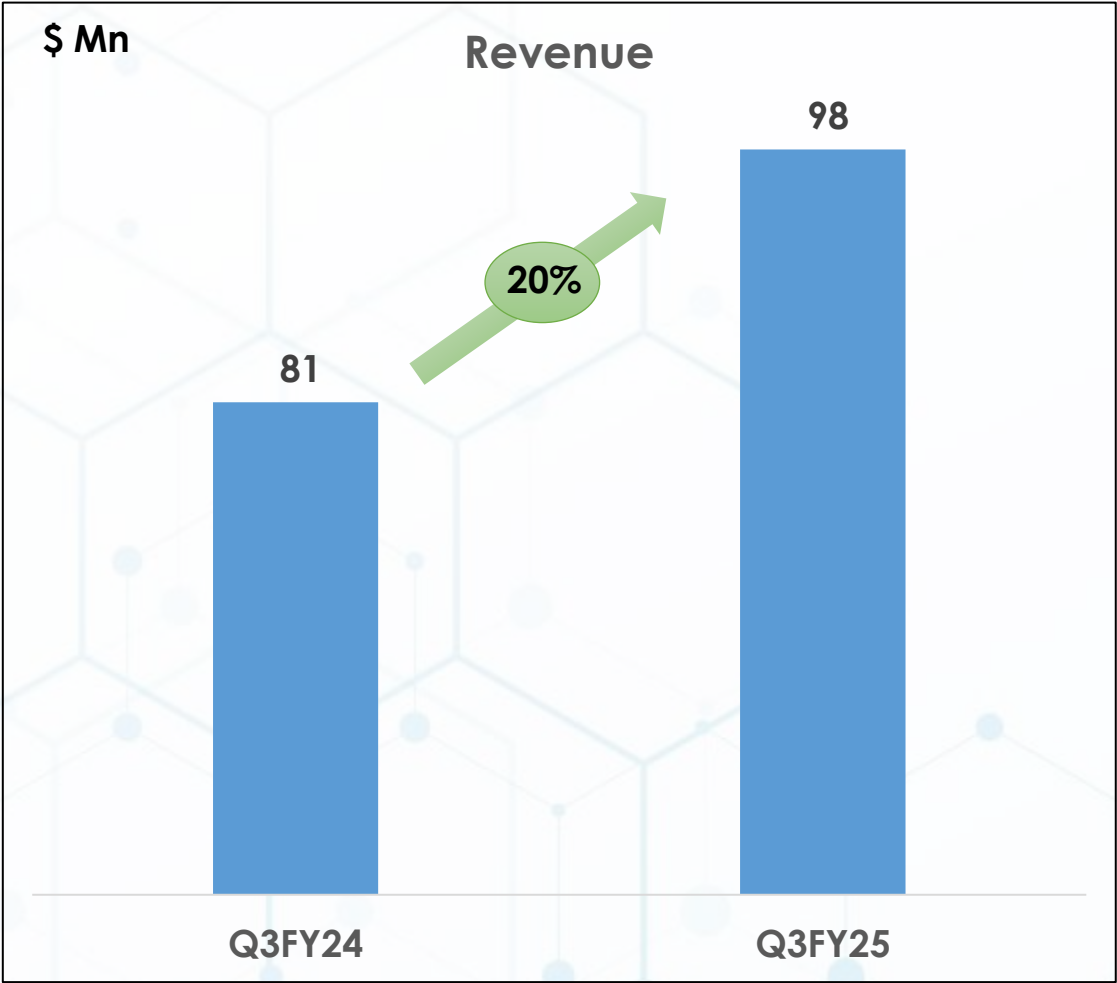
In the prescription market²

13 new launches

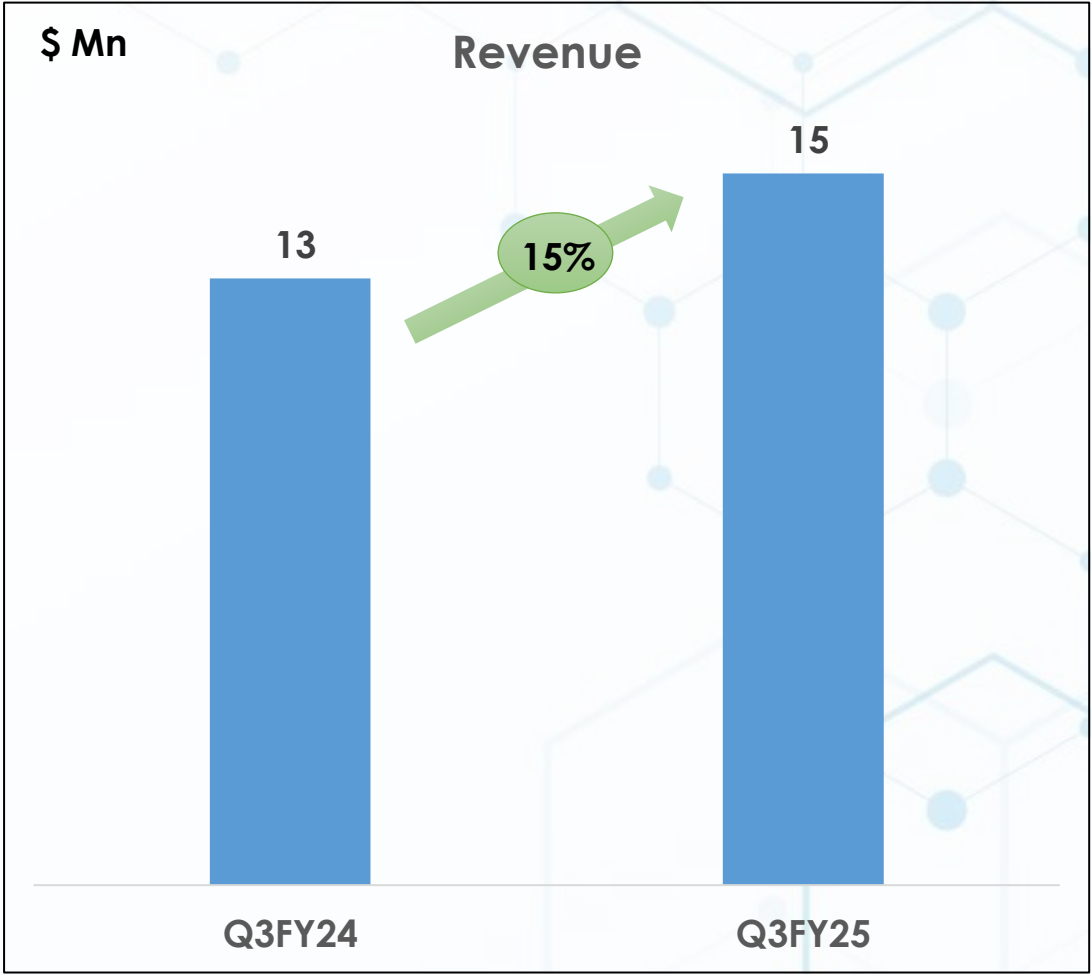
Across multiple therapies in 9M FY25

Q3FY25 : Emerging Markets & Europe and API

Emerging Markets & Europe¹



API



1. North Africa region is reclassified from Emerging Markets to One Africa.

Progress on ESG Goals



Cipla is included in:

- **DJSI World Index 2024**
- **DJSI Emerging Market Index 2024**
- Achieved **1st** place in India in the Drug and Pharma sector



Cipla meets its Zero Waste to Land Fill goal a year in advance

- 36 operational Units & R&D Centre in India certified for ZWTL



13% reduction in freshwater withdrawal compared to FY20



52% of water recycled as percentage of water withdrawal



28% renewable energy in energy mix compared to 9% in FY20



Ciprofloxacin is now AMR certified by BSI

- Ciprofloxacin made at Indore is AMR compliant. Certified by BSI
- Product meets AMR alliance's Antibiotic Manufacturing standard 2022

We are thrilled to share that Cipla has been included in the prestigious



Dow Jones Sustainability Indices (DJSI) World Index 2024



Dow Jones Sustainability Indices Emerging Market Index 2024



Cipla has achieved an impressive third place globally in the Drug and Pharmaceutical sector.



ESG score of
79/100
up from 70 last year



We are proud to share that Cipla has received Zero Waste to Landfill certification for all its 36 operational manufacturing units and R&D centre in India.



Cipla has achieved its goal a year in advance to its committed timeline.

Consolidated Profit and Loss statement summary (Reported)

Particulars	Q3 FY25	Q3 FY24
Revenue from sale of products	6,962	6,506
Other operating income	111	98
Income from operations	7,073	6,604
Material cost	2,264	2,220
Employee benefits expense	1,198	1,068
Other expenses	1,622	1,569
Total expenses	5,084	4,856
Finance costs	15	30
Depreciation, impairment and amortisation expense	280	233
Other income	222	185
Profit before exceptional items and tax	1,916	1,669
Exceptional Items	-	-195
Profit before tax	1,916	1,474
Tax expenses	332	405
Share of associate	-9	-0
Profit for the period	1,575	1,068
Non-controlling interest	4	13
Profit for the period attributable to shareholders	1,571	1,056

Note : Figures have been rounded-off

Consolidated Balance Sheet (Reported)

The Cipla logo is displayed in white text on a dark blue rectangular background.

INR Cr

Key Balance Sheet Items	Dec-24	Sep-24
Equity	30,012	28,456
Total Debt	466	461
Inventory	5,562	5,573
Cash and Cash Equivalents*	9,413	8,412
Trade Receivables	5,858	5,588
Trade Payables	2,764	2,675
Net Tangible Assets	6,372	6,329
Goodwill and Intangibles	4,984	5,111

* Cash & cash equivalents includes current investments, fixed deposits, margin deposits and excluding unclaimed dividend balances | Figures have been rounded-off



Cipla

Thank You

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www.cipla.com