Cipla Corporate Presentation
Cipla at a glance

80 YEARS OF CARING

1 in 3
HIV patients take Cipla ARVs

Our vision is to ensure no patient shall be denied access to high quality & affordable medicine and support.

$1.78 b Total Revenue
60+ Dosage forms

20,000+ Employees
35+ Manufacturing facilities

1500+ Products
35+ Cipla’s first products

150+ Countries
6500 Distributors in India

15+ Therapeutic categories

Cipla Corporate Presentation
Confidential
Presenter:
Established in 1935, Cipla is a pioneer in the Indian pharmaceutical industry—“Never again will India be starved of essential drugs”—Dr K A Hamied - Founder

Established with a vision to meet India’s needs & lay the foundation of Indian Pharmaceutical Industry; Cipla was founded in 1935 by Dr. K A Hamied. Mahatma Gandhi visited Cipla in 1939

Spearheaded India’s patent regime – a step towards making India the pharmacy hub of the world

Set up Goa manufacturing facility, built respiratory capabilities, role of Cipla in providing affordable medicine during HIV epidemic

Set up Indore manufacturing facility, Medpro acquisition in Republic of South Africa, construction of additional capacity at Goa unit VII underway

1930-40

Set the stage for API development in India by establishing first manufacturing plant

1960’s

Cipla receives first US FDA approval for manufacturing

1970’s

Platform technology development, Scaled up Goa units for export markets, Baddi unit to meet growing domestic demand, Oncology API unit setup at Bangalore, Formulations Sikkim, Sterile & non-sterile formulations at Indore

1980’s

1990’s

2000’s

2010+

1960's

1970's

1980's

1990's

2000's

2010+
US$1.8 bn revenue across multiple markets, strong growth rate, increasing globalization

Revenues
USD Million

Global Business Review
Percent, FY 2015

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenues USD Million</th>
<th>Growth Rate</th>
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<tbody>
<tr>
<td>2009</td>
<td>980</td>
<td></td>
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<tr>
<td>2010</td>
<td>1,048</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>1,180</td>
<td>12%</td>
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<tr>
<td>2012</td>
<td>1,313</td>
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<tr>
<td>2013</td>
<td>1,550</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>1,750</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>1,780</td>
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</table>

International (Rest of the World): 25%
South Africa: 14%
North America: 6%
Europe: 4%
API: 8%
India: 43%
### Organisation structured to enable focus

<table>
<thead>
<tr>
<th>North America</th>
<th>India</th>
<th>Europe</th>
<th>South Africa</th>
<th>International (ROW)</th>
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<tr>
<td>New Ventures</td>
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<td>API</td>
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<tr>
<td>Global Access</td>
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<tr>
<td>Respiratory</td>
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<td>New Ventures</td>
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</tbody>
</table>
Unmatched capabilities across R&D and manufacturing, have helped shape Cipla’s journey (1/2)

**Largest portfolio – Across therapies**

- Children’s Health
- Diabetes
- Malaria
- Urology
- Neurosciences
- Dermatology
- Ophthalmology
- HIV/AIDS
- Respiratory
- Cardiovascular
- Critical Care
- Infectious Diseases
- Oncology
- Osteoporosis
- Women’s Health

**Portfolio of over 1500 products across various therapies, offering treatment for acute, chronic and rare conditions**

**Over 1500 dedicated and talented scientists**

**Unmatched capabilities across value chain**

- Research & development
- Rx products
- API
- Innovative technology
- OTC
- Animal Health
- Manufacturing
- Bio-similar MAbs
- Stem cells
- Alliances
Unmatched capabilities across R&D and manufacturing, has helped shape Cipla’s journey (2/2)

Innovation, an integral part of Cipla’s growth story – 30+ Cipla’s first products

- Over 100 patents granted including respiratory
- Patent filing includes drug substances & products, platform technologies, polymorphs and crystals & medical devices
- Developing new drug delivery systems with an aim to improve compliance and convenience
- Developing proprietary medical devices for respiratory medicines
- Over 1000 market authorizations in Europe

Complex & differentiated products launched and commercialized - Case study

- Onco Lys Inj (Gemcitabine)
- Ophthalmic (Travoprost)
- Respule (Albuterol)
- Nasal spray (Dymista)
- Biayer tablet (T+A)
- Injection (Argatroban)
- Soft Gel (Isotretinoin)
- Oral Suspension (Amox/Clav)
- Hydrophilic Matrix (Metformin tab)
- Tablet (Alendronate)
- Syrup (Zidovudine)
- Capsule (Anagrelide, Rivastigmine)
- Molten Mass Encapsulation (Vancomycin)
- Particulate Coating (Kcl caps)
- Controlled Substance (Gel/Pseudo)
- Hormonal Product (Levonorgestrel)
Our API journey started in the 1960’s

1. Built first manufacturing plant and set stage for API development in India
2. API sales US$105 million FY14-15
3. Strong R & D, regulatory and Process Capabilities
4. 4 FDA approved facilities
5. Highly accomplished teams of dedicated scientists for process and analytical work
6. Carved out as a ‘horizontal’ to enable greater focus

Rewards & Recognitions

1. State level award for excellence in energy conservation and management
2. Five star rating during safety audit by British Safety council & Sword of honour
3. ISO-14001 & OHSAS-18001 certification by SGS
4. National award for excellence in water management by Confederation of Indian Industry (CII)
5. CII: 3 Star Award in Best Practices in EHS
6. NDS Bellary: Best Safe Industry Award & Best Safe Worker Award
Cipla’s products are manufactured in more than 35+ state-of-art facilities
## Global scale across different dosage forms

<table>
<thead>
<tr>
<th>Product Type</th>
<th>Quantity</th>
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<tr>
<td>Tablet and Capsules</td>
<td>23 Billion units</td>
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<tr>
<td>Aerosols pMDI</td>
<td>75 Million units</td>
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<tr>
<td>Nasal Sprays</td>
<td>30 Million units</td>
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<tr>
<td>Liquid Injection</td>
<td>10 Million units</td>
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<tr>
<td>Respules</td>
<td>400 Million units</td>
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<tr>
<td>Lyophilised Injection</td>
<td>5 Million units</td>
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<tr>
<td>Prefilled Syringes</td>
<td>45 Million units</td>
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<tr>
<td>3 Piece Eye drops</td>
<td>20 Million units</td>
</tr>
<tr>
<td>FFS Eye drops</td>
<td>60 Million units</td>
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<tr>
<td>UNIMS</td>
<td>60 Million units</td>
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<tr>
<td>Oral Liquids</td>
<td>35 Million units</td>
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<tr>
<td>Creams</td>
<td>65 Million units</td>
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<tr>
<td>Bulk Drugs</td>
<td>950 Tons</td>
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We have regulatory approvals from all the main international regulatory entities

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<th>Sites</th>
<th>USFDA</th>
<th>MHRA</th>
<th>WHO – Geneva</th>
<th>TGA</th>
<th>PIC Germany</th>
<th>South Africa – MCC</th>
<th>Korean FDA</th>
<th>Japan</th>
<th>Brazil - Anvisa</th>
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</tbody>
</table>

a. Select sites also have approvals from Denmark, France, Uganda, Singapore, Latvia, Tanzania, Kenya and various other countries
b. Kampala, Uganda and Durban, South Africa are subsidiaries of Cipla Limited
Across 150 countries, we ensure our products maintain one global standard

1. **One quality philosophy** throughout the entire organization

2. Harmonized systems and process across all facilities to meet applicable Regulatory requirements

3. Quality and compliance monitored through periodic **internal and external audits**

4. **Continuous improvement program** with periodic balanced score cards evaluation and product quality reviews.
   - Highly automated equipment with high accuracy and compliance.

5. **Qualified, experienced and trained staff** to handle respective functions.
   - Use of **4 eye principle** - “doer” and “checker” for key activities
Over 50 years of dedication to respiratory care – Cipla is one of the world’s leading respiratory companies; largest range of drugs and devices approved and sold in over a 100 countries

Cipla brings a diverse respiratory portfolio

- World’s largest range of inhaled medications & devices
- 3rd largest producer of pMDIs worldwide
- 25+ molecules and combinations in multiple dosage forms and strengths
- Vertically integrated through recent acquisition of Jay Precision Pharmaceuticals Private Limited.

Cipla creates access & affordability

- Access is the key - full 360 degree approach to patient awareness, acceptance, compliance and usage, physician training, camps, counselling

Cipla builds

- Over 30 years of dedication to respiratory care
- Transfer of scientific knowledge
- Spread medical and patient education

Cipla works with society

- Continued dedication to R&D: Founded in 2002 by Cipla, Chest Research Foundation is charitable trust, a division of Hamied Foundation, is dedicated to research in respiratory diseases
- Periodic debates with institutions, Healthcare professionals and KOL’s

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- Periodic debates with institutions, Healthcare professionals and KOL’s
Innovative delivery mechanisms for treatment of airway diseases to meet the needs of various patients types

- More than 65 different inhaled products of more than 20 ingredients
- Some examples of devices:

- MDI with Dose Counter
- Synchrobreathe
- Multi-haler
- Revolizer
- Rotahaler
- Nasal Spray
- Nebulizer
- Baby Mask Infant Mask
- Breathe-O-Meter
- Huf Puf Kit Zerostat VT Spacer
Founded in 2002 by Cipla, Chest Research Foundation is a charitable trust, a division of Hamied Foundation, and is dedicated to research in respiratory diseases.

1. Works with corporate, educational and research institutions to improve understanding of the disease process, its diagnosis and its management

2. Continual medical education for physicians and healthcare professionals

3. Education programs for the community

4. CRF has active collaborations with: Imperial College of London to investigate non-smoking COPD in a unique Indo-British venture - John Hopkins University, USA

5. Recognized for PhD by University of Pune
In HIV/AIDS, we make a difference to patients where accessibility is a challenge

World’s largest range of ARVs
Cipla made the world’s first ARV fixed-dose combination
- 3-in-1 pill (brand name “Triomune”) that made it very simple for patients to take the complete treatment

Cipla made HIV treatment affordable and accessible
- Life-saving medicine was too expensive for the majority of the HIV-infected population who lives in Africa and Asia
- Triomune was offered to governments at a dollar a day
- Survival rate among AIDS patients increased by 80% from 1997 to 2003

None shall be denied

Drugs for Opportunistic Infections

Innovative FDCs kits and packs
(for adults and pediatrics)

Wide range of anti-retrovirals approved by WHO, US FDA

Community awareness

Patient education

Clinical and bio-equivalence studies

CME initiatives for physicians

What’s the use of developing life saving medicines if you can’t make them affordable to the patient?
– Dr. Y K Hamied, Chairman, Cipla
Two decades of commitment in enabling access to life-saving medicines for HIV treatment

... enabling access to lifesaving therapy

(Year of Introduction in India by Cipla)
Ref: UNAIDS Global Report 2013

1 Contribution of Indian generics

1.6 million AIDS-related deaths

2.3 million people newly infected with HIV

9.7 million people receiving antiretroviral therapy

Approx. numbers (in millions)
0 1 2 3 4 5 6 7 8 9 10

World’s first
India’s first

0 1 2 3 4 5 6 7 8 9 10

Ref: UNAIDS Global Report 2013

1 Contribution of Indian generics
Cipla Global Access (C-GA) concentrates on four key therapy areas — HIV/AIDS, Malaria, Multi Drug-Resistant Tuberculosis and Reproductive Health

Signed sub-licencing agreement with Medicines Patent Pool (MPP) to manufacture generic HIV medicines atazanavir (ATV) and dolutegravir (DTG)

Entered into non-exclusive licensing agreement with Gilead Sciences, Inc. to manufacture Hepatitis C medicine. Launched in India under the brand name Hepcivir, Cipla will be allowed to manufacture and market it in 90+ countries including India and South Africa

Signed sub-licencing agreement with MPP to manufacture anti-AIDS drug tenofovir alafenamide (TAF)

Collaborated with Medicines for Malaria Venture (MMV) for development of rectal artesunate for pre-referral treatment of children with severe malaria.

Secured 3-year tender contract from The Global Fund for supply of ARV treatments in 140 countries
Cipla plans to touch ~80 Mn Lives by 2020 with it’s access portfolio

**Patients covered**

- **HIV**: 1.7 mn
- **Malaria**: 55 mn
- **MDRTB**: 7,000
- **RH**: 0.3 mn

**Target Patient coverage**

- **2020**: 7 mn, 70 mn, 36,000, 2.5 mn
~5% market share

13 specialised divisions catering to wide range of therapeutic areas

Market leader in 3 therapies: **Respiratory, Urology, ARV**

7 brands in the top 100 (2nd highest for any company)

Largest field force in India with ~9,400 employees

> 85% of medical practitioners in India prescribe Cipla products

Focus on enhancing **patient awareness, medical education**

Network of 6500 distributor partners helps Cipla reach 700,000 pharmacists
Cipla India – Distribution Network gives ubiquitous reach

35 Depots servicing
6500 distributors
700,000 pharmacists
5% market share in Republic of South Africa

**Strong presence** across therapies

Access focus — **$1/day** story: Long history in South Africa

Distinctive **sales force**

**Household name** among consumers, pharmacies, prescribers and key opinion leaders

Manufacturing facility at **Durban**

**Partner of choice** for South African market — recent in-licensing collaborations
Includes Africa, Middle East, Latin America, Asia-Pacific (excluding India), Russia, Australia & New Zealand

Presence across 120+ countries, Relationship with 100+ partners

Market leader in many countries

High focus on Africa – contributes 50% of international sales

Strong tie-ups with governments and funding agencies

Strengthened front end presence over the last 18 months in 16 markets, examples include — Morocco, Algeria, Yemen, Sri Lanka, Uganda
First Indian company to be approved by US FDA in 1985

Through the comprehensive partnership approach model, Cipla has been dedicated to providing access to medicines to US patients for over 30 years.

Partnered formulations with 20 plus partners

An active own internal pipeline that has expanded from 30 to over 60 including several key respiratory products and other complex generics similarly suited to our technology base

Launched US own label in January 2015
Bringing access to medication, affordable medicines and true innovation to European patients

Focussed on offering a new pharma concept built on layers of value such as newer products, concepts, formats, information and services to help healthcare providers across Europe -

API, Plain Generics, Respiratory, HIV, OTC & Hospital products

Building Direct-To-Market presence in several markets

Presence in 30+ countries through partners and own network

50+ partners in Europe commercializing over 25 + INN’s

Commercial partnership with Serum Institute of India for affordable paediatric vaccines in European

Collaboration with BioQuiddity for pain management

Launch of Serroflo (Salmeterol, Fluticasone combination inhaler) in Europe
Cipla New Ventures’ businesses are poised to shape the future of Cipla

**Cipla BioTec**
- To be a disruptive player in the biosimilar space, addressing Access and Affordability through innovation
- Rich pipeline of Biosimilars in Oncology and Respiratory therapy areas in several stages of development
- Working on innovative technology & go-to-market solutions to create a transformational impact in the way Biologics are used
- Received marketing approval in India for a disruptive diabetes product with a novel delivery technology

**Cipla Health**
- To be the most trusted healthcare partner for the Indian consumer, by genuinely improving their lives
- Successfully launched the first product, Nicotex, the smoking-cessation chewing gum and has laid the path for making anti-smoking a national movement
- Spun off consumer healthcare business into a wholly owned subsidiary

**CipTec**
- To be Cipla’s small molecule innovation engine tapping known drugs to make meaningful innovations
- Pipeline consists of exciting early stage ideas in CNS (Central Nervous System) and Oncology therapies, including a strategic investment in the US-based R&D company, Chase Pharmaceuticals
- Chase Pharmaceuticals has two lead assets for the treatment of patients with Alzheimer’s Disease, of which the first, CPC-201, has progressed to Phase II trials

**Stempeutics**
- To develop innovative stem cell products through cutting edge research and clinical applications
- Strategic investment by Cipla in partnership with the Manipal Group on stem-cell based regenerative medicine
- Scientifically established superiority of pooled donor product with pooling technology patent from US Patent office. Received ATMP classification from EMA. Received process patent by the State Intellectual Property Office of China.
- Cipla holds marketing rights in India to the products developed by Stempeutics
Engaged with 8,100 terminally ill cancer patients, Palliative care aims to control pain and suffering and improve the quality of life of patients and their family, during regular curative treatment.

Training and counselling to patients’ relatives

Trains doctors, nurses and medical social workers in palliative care
Cipla is “Caring For Life”

Cipla’s mission is to be a leading Global healthcare company which uses technology and innovation to meet everyday needs of all patients.

The Mother and Child statue that stands, full of compassion and hope, bears testimony to the corporate credo.

Affordability and accessibility

High standards of R&D, quality and manufacturing

Products for almost all therapy areas

Continuous innovation in drug delivery

To health care professionals

**Caring** is providing world-class medicines and support across multiple therapeutic areas.

For patients

**Caring** is a promise to ensure they have continued access to the highest quality medicines at affordable prices; whether a disease affects millions or just a few hundreds.

For business partners,

**Caring** brings the confidence of always getting world-class quality and competitive prices.

For the 20,000 employees of Cipla

**Caring** manifests itself in a safe, equal opportunities' workplace that fosters innovation for a healthier world.
<table>
<thead>
<tr>
<th>Contact Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Registered Office:</strong></td>
</tr>
<tr>
<td>Cipla Limited, Cipla House, Peninsula Business Park, Ganpatrao Kadam Marg, Lower Parel, Mumbai 400 013</td>
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</table>

For any general queries, Reach us at **contactus@cipla.com**

For more information please visit **www.cipla.com**
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, cash flow projections, our exposure to market risks as well as other risks. Cipla Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.