



# Investor Presentation

## Q3 FY 17

8<sup>th</sup> Feb 2017

*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.*

1 Sereflo™ approved by MHRA in UK; Ready for launch

2 Albuterol MDI (gProventil) filed in US

**Respiratory  
franchise kick-off**  
in regulated  
markets

3 Chase Pharmaceuticals stake (16.7%) divested to Allergan

4 Strong growth in key markets of India, North America and South Africa

5 EBITDA margins expansion delivered by improved mix and cost control

# Key priorities on track

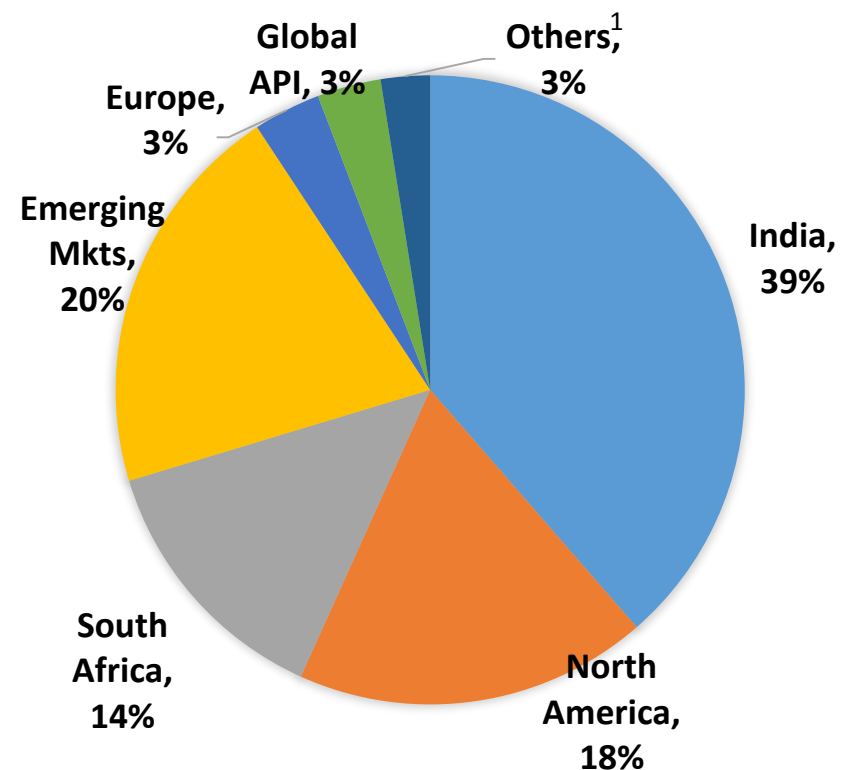
	Key Priorities	Status	Progress
1	India <sup>1</sup> business to beat market growth		<ul style="list-style-type: none"> <li>Continued growth momentum in the quarter (19% y-o-y)</li> <li>Leadership positions maintained across key therapeutic areas</li> </ul>
2	EBITDA guidance of 16-18%		<ul style="list-style-type: none"> <li>EBITDA margin for Q1 was 17%, improved to 18% in Q2 and stands at 18.6% in Q3; towards higher end of our guidance range</li> </ul>
3	R&D scale up		<ul style="list-style-type: none"> <li>Total R&amp;D investments this quarter at 6.2% of revenues</li> <li>Continued and focused investments in development of complex &amp; differentiated products along with regular portfolio</li> </ul>
4	Filing Trajectory		<ul style="list-style-type: none"> <li>In 9m FY17, we filed 21 ANDAs against a total of 5 ANDAs filings in FY16</li> <li>Of the 21 ANDAs filed, 9 were P-IV with couple of them being FTF</li> </ul>
5	Quality Focus		<ul style="list-style-type: none"> <li>Increased automation to further strengthen quality and control processes at all manufacturing locations</li> </ul>

<sup>1</sup> India Rx and Gx business

## Q3 FY17 (Consolidated)

	Actuals (Rs Cr)	vs Q3 FY 16
<b>Total Income from Operations</b>	<b>3,647</b>	<b>16%</b>
a) Domestic Sales	1,458	18%
b) Int'l Sales	2,092	14%
c) Other Operating Income	97	20%
EBITDA	678	46%
<b>EBITDA %</b>	<b>18.6%</b>	
PBT	514	59%
PBT %	14.1%	
PAT	375	44%
PAT %	10.3%	

## Revenue Break-up

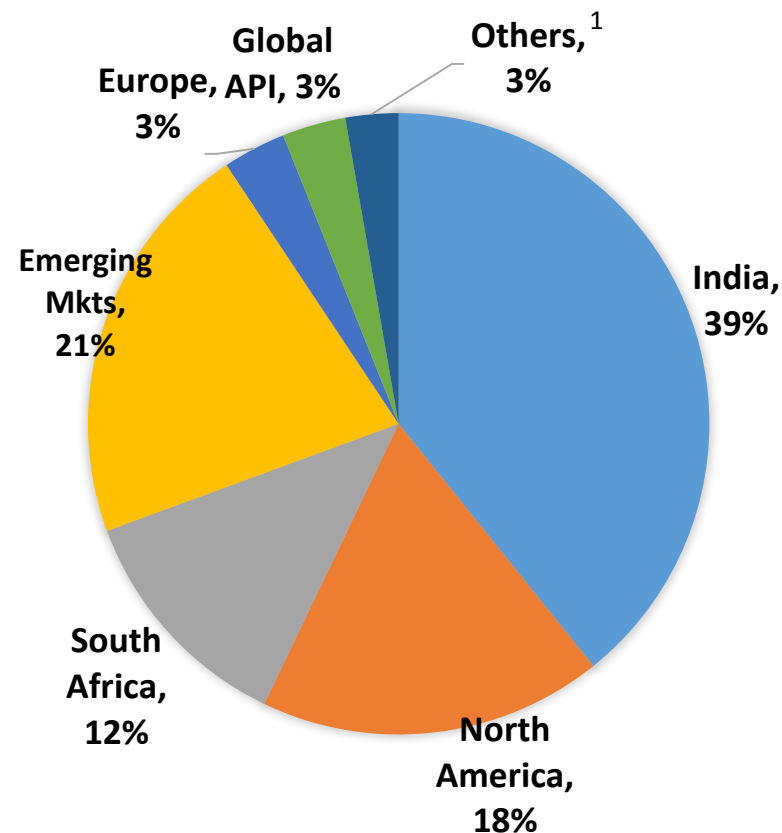


<sup>1</sup> Includes CNV business, Vet, excise duty and others

## 9m FY17 (Consolidated)

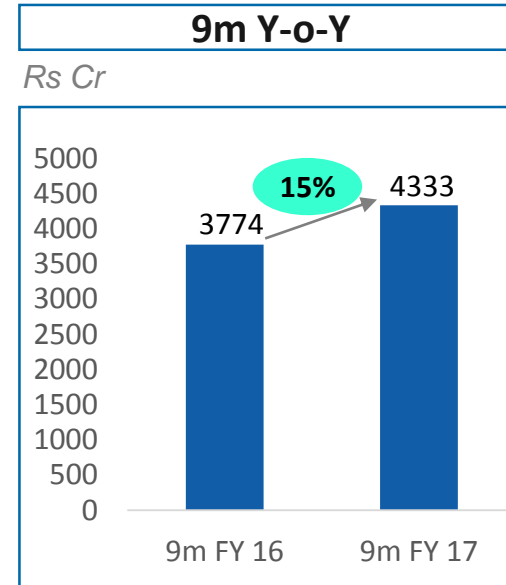
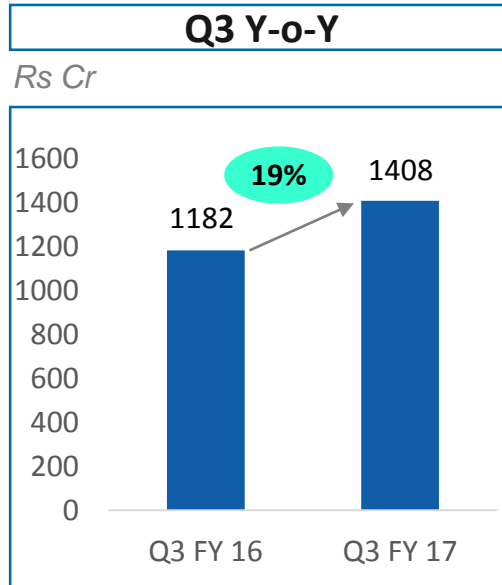
	Actuals (Rs Cr)	vs 9m FY 16
<b>Total Income from Operations</b>	<b>11,048</b>	<b>5%</b>
a) Domestic Sales	4,485	14%
b) Int'l Sales	6,293	0%
c) Other Operating Income	270	15%
EBITDA	1,970	-14%
<b>EBITDA %</b>	<b>17.8%</b>	
PBT	1,359	-25%
PBT %	12.3%	
PAT	1,068	-27%
PAT %	9.7%	

## Revenue Break-up



<sup>1</sup> Includes CNV business, Vet, excise duty and others

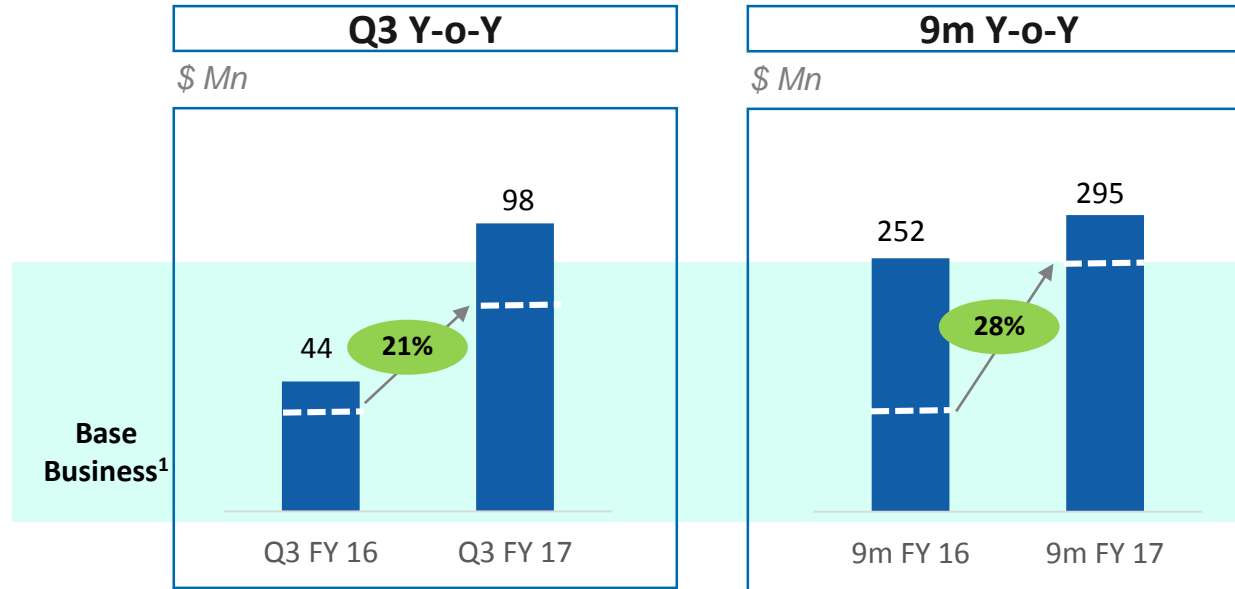
# India (Rx + Gx) Sales



## Key Business Highlights

- As per IMS MAT Dec'16, Cipla outperformed the market in urology (17%vs 14%) and GI (14% vs10%)
- 14 out of 22 Cipla brands in top 300 IMS brands grew more than their respective markets
- On a Q3 y-o-y basis, Cipla surpassed market growth in key therapy areas of Respiratory (8% vs 4%) and Neurology (14% vs 9%)
- Launched 'Save Your Lungs Dilli' campaign with robust digital & social media campaigns and ATL activities

# North America

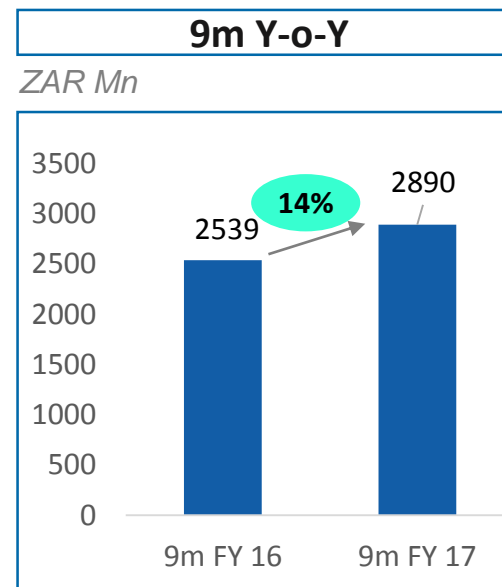
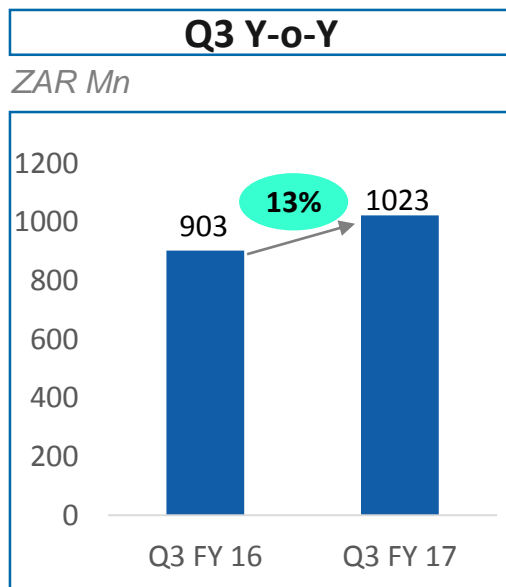


## Key Business Highlights<sup>2</sup>

- Base business continued growth momentum of ~21% in dollar terms vs last year
- Key launches in the 9m FY17 period already at double digit market shares
- One of the fastest-growing generics player in the US, strong DTM performance
  - 8 of the 41<sup>3</sup> (20%) in IMS are in the leadership (#1) share position.
  - 23 of 41 (56%) products ranked among Top 3 in their segments
- US portfolio and filing intensity ramping up strongly; Filed 21 products in 9mFY17, including our first MDI filing – Albuterol

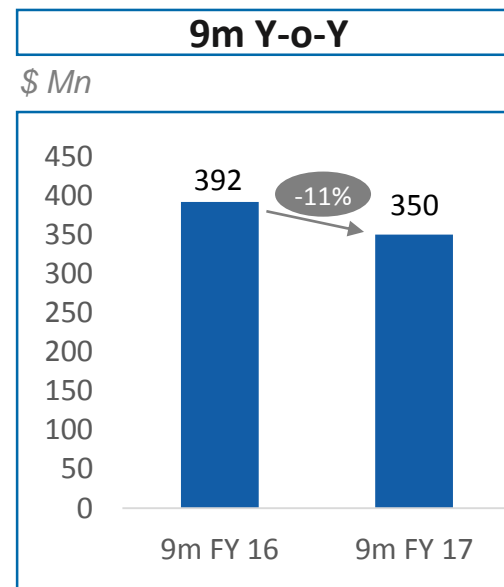
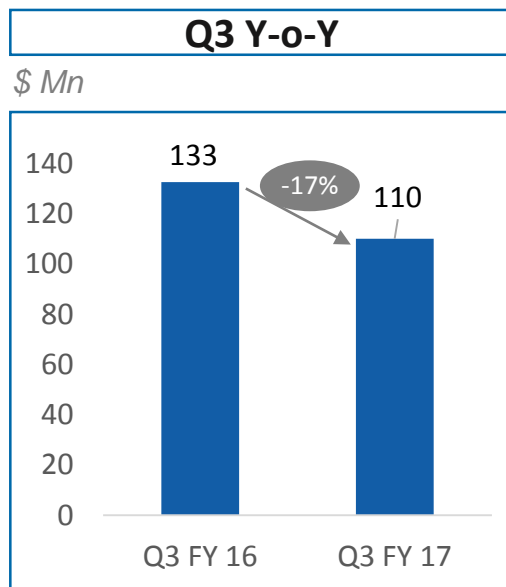
<sup>1</sup> For illustrative purposes only and not to scale | <sup>2</sup> Market statistics as per IMS MAT Dec'16 | <sup>3</sup> Products covered under IMS





## Key Business Highlights

- As per IMS MAT (Nov'16), growth of 17.1% in the private market vs 7.5% market growth; Cipla is the fastest growing company in the top 10 companies
- Continued leadership position in Respiratory, CNS, Oncology & Musculo Skeletal System segments with ~30% market share
- Post integration of Actavis' portfolio, Cipla became the 4<sup>th</sup> largest pharma company in South Africa
- Increased market share to 5.8% in private market (IMS MAT Dec'16), up from 5% at the beginning of the financial year
- Focus on higher-margin tenders and exploring in-licensing opportunities

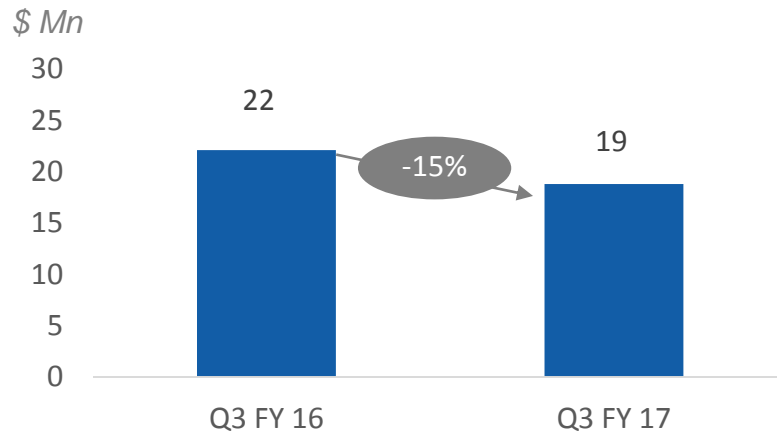


## Key Business Highlights

- Emerging market territories within Sub-Saharan Africa continued growth momentum with ~12% revenue growth
- Decline of in emerging markets (outside of Sub-Saharan Africa and ex-CGA), driven by tender normalization; Strong double digit in-market growth across key front ends
- Efforts on improving profitability driven by greater share of high margin SKUs and country rationalization
- Focused resourcing and investments in key growth markets; Continue to explore in-licensing opportunities
- Building a harmonized product portfolio and leveraging existing dossiers across markets
- Cipla Global Access (CGA) de-growth due to tender phasing

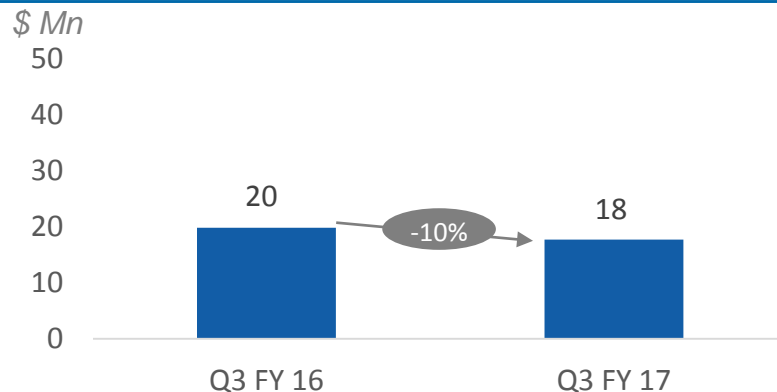
<sup>1</sup> Includes formulations business of markets other than US, India, South Africa and Europe

## Europe



- Business is back on the profitability curve
- Profitability uptick to be driven through higher margin products and leaner cost structure
- Sereflo™ approval in UK; ready for launch
- Imatinib launch successful in Germany and Spain
- Concluding the transition process from DTM to B2B in EU markets

## API



- Decline in large part driven by partner specific issues
- Focus on identifying new customers and leveraging existing relationships to understand requirements better
- Renewed focus on seeding and lock-in

# To Recap, continued progress on key priorities



Key Priorities	Q2 FY17 Progress
<p>1 Accelerate scale-up of US business</p>	<ul style="list-style-type: none"> <li>✓ Key launches already at double digit market shares; platform ready for Q4 launches</li> <li>✓ Maintain momentum on filings; target a greater share of limited competition launches</li> <li>✓ Pipeline Update:                             <ul style="list-style-type: none"> <li>- Albuterol MDI filed in Q3</li> <li>- 21 filings during the 9m FY17 period, including 9 P-IV filings</li> </ul> </li> </ul>
<p>2 Enhance growth in India business</p>	<ul style="list-style-type: none"> <li>✓ High double digit growth in business with key therapies growth outperforming the market</li> <li>✓ Continue to drive business excellence through market shaping initiatives, sales force excellence and new launches across key therapies</li> </ul>
<p>3 Enhance leadership position in key Emerging Markets</p>	<ul style="list-style-type: none"> <li>✓ In-licensing and partnership opportunities being explored in select geographies</li> <li>✓ Diversified profile with presence across multiple emerging markets; Leadership position in various front end markets</li> </ul>
<p>4 Continue to invest in pipeline</p>	<ul style="list-style-type: none"> <li>✓ Future ANDA filings in line with our full year guidance</li> <li>✓ Filing timelines of top 50 projects on track; projects cater to an innovator market size of US\$35bn with focus on complex products</li> </ul>
<p>5 Enhance organizational efficiency, maintain quality track record</p>	<ul style="list-style-type: none"> <li>✓ Focus on product mix, pricing and inventory control driving improvement in gross margin</li> <li>✓ Making decisive choices on markets and portfolio to drive efficiency and reduce complexity</li> <li>✓ Continue to maintain high standards of quality and compliance at all our manufacturing locations</li> </ul>

# Thank you

Contact details:

Alpesh Dalal

E-Mail: [Investor.Relations@cipla.com](mailto:Investor.Relations@cipla.com)