

29th July, 2022

- | | |
|--|---|
| (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, 5 th 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: Corrigendum - Investor Presentation

Dear Sir/Madam,

We refer the investor presentation submitted through letter dated 29th July 2022. Please note that there was a minor error in the graphical presentation of the information in slide 11 (titled North America: Respiratory, Complex generics & Peptide pipeline). In the slide the status of progress of Complex inhalation asset was erroneously shown as 'Approved' instead of the actual status as 'Filed'. We are enclosing the updated presentation.

There is no other change in the presentation.

Please take the updated presentation on record.

Thanking you,

Yours faithfully,

For Cipla Limited



Rajendra Chopra
Company Secretary

Encl: as above

Prepared by: Chirag Hotchandani

The Cipla logo is displayed in a bold, white, sans-serif font in the upper right corner of the slide. The background of the slide is split: the left side features a blurred image of hands clasped together, and the right side is a solid blue field with a white molecular structure pattern. A white diagonal line separates the two background sections.

Cipla

Investor Presentation

Q1FY23

29-7-2022

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 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.

The investor presentation is not intended to endorse, advertise, promote or recommend the use of any products listed in it which are for representation purpose only, some of which are reference listed drugs of which the Company has approved, under approval or under development generic equivalents. The prefixes "g" and "generic" used interchangeably indicate the generic versions of the named brand drugs.

Information relating to any medical products or medical devices contained herein is provided by Cipla for general information purposes only. Information on any of the medical products or medical devices may vary from country-to-country. A reference to a medical product or a medical device does not imply that such medical product or medical device is available in your country. The commercial availability of the medical products or medical devices listed herein in your country is dependent on the validity and status of existing patents and/or marketing authorizations related to each. An independent enquiry regarding the availability of each medical products or medical device should be made for each individual country.

The product information contained herein is not intended to provide complete medical information, and is not intended to be used as an alternative to consulting with qualified doctors or health care professionals.

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.

Q1FY23 Performance

Sustained performance across geographies and continued momentum on core profitability

KEY HIGHLIGHTS

Overall Revenue

INR 5,375 Cr

2%
overall
YoY growth

6%
Ex-covid
YoY growth

EBITDA

INR 1,143 Cr

21.3%
Margin

Core margin trajectory intact; despite sharp normalisation in covid portfolio contribution compared to Q1FY22

R&D Investment¹

INR 274 Cr

4%
YoY growth

5.1%
of overall revenue

BUSINESS UNIT-WISE REVENUE & YOY GROWTH

One-India

9% (ex-covid) YoY growth in INR terms

Continued **core portfolio momentum** across therapies and business segments

North America

10% YoY growth in \$ terms

Steady momentum in core formulation business driven by contribution from **respiratory and peptide products**

SA Private

8% YoY growth in ZAR terms

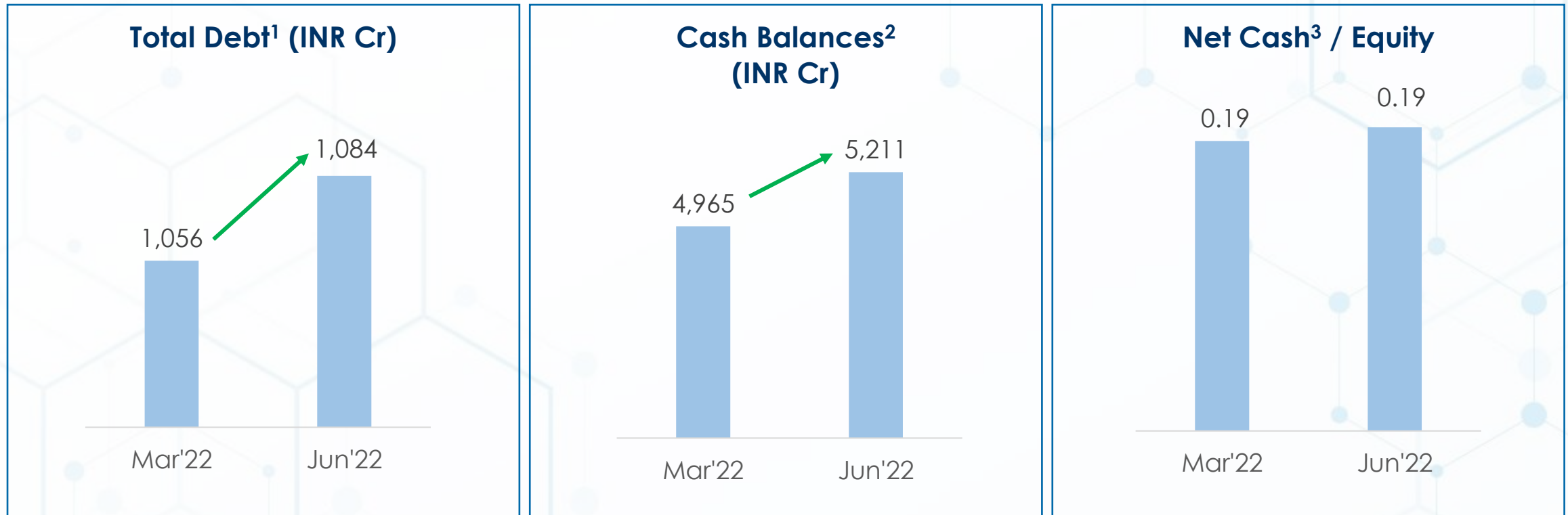
Recovery expected in Q2FY23

International Markets

18% YoY growth in \$ terms

Strong DTM² growth across geographies; offset emerging market forex volatility and muted B2B demand in Europe

Continued focus on maintaining strong balance sheet health and robust free cash flow generation



- Robust free cash flow generation driven by prudent working capital management and optimised capex drive
- Continued governance on cash and liquidity management
- **Net cash positive position** continues at June-22 end reflects robust capital structure

Financial Performance – Q1FY23

Revenues

INR 5,375 Cr

↓ 2% YoY

EBITDA

INR 1,143 Cr | 21.3%

↓ 15% YoY

Q1 FY23 (Consolidated)

| | Actuals (INR Cr) | vs Q1 FY 22 |
|-------------------------------|---------------------|-------------|
| Total Revenue from Operations | 5,375 | -2% |
| EBITDA | 1,143 | -15% |
| EBITDA % of revenue | 21.3% | -318 bps |
| PAT | 686 | -4% |
| PAT % of revenue | 12.8% | -22 bps |

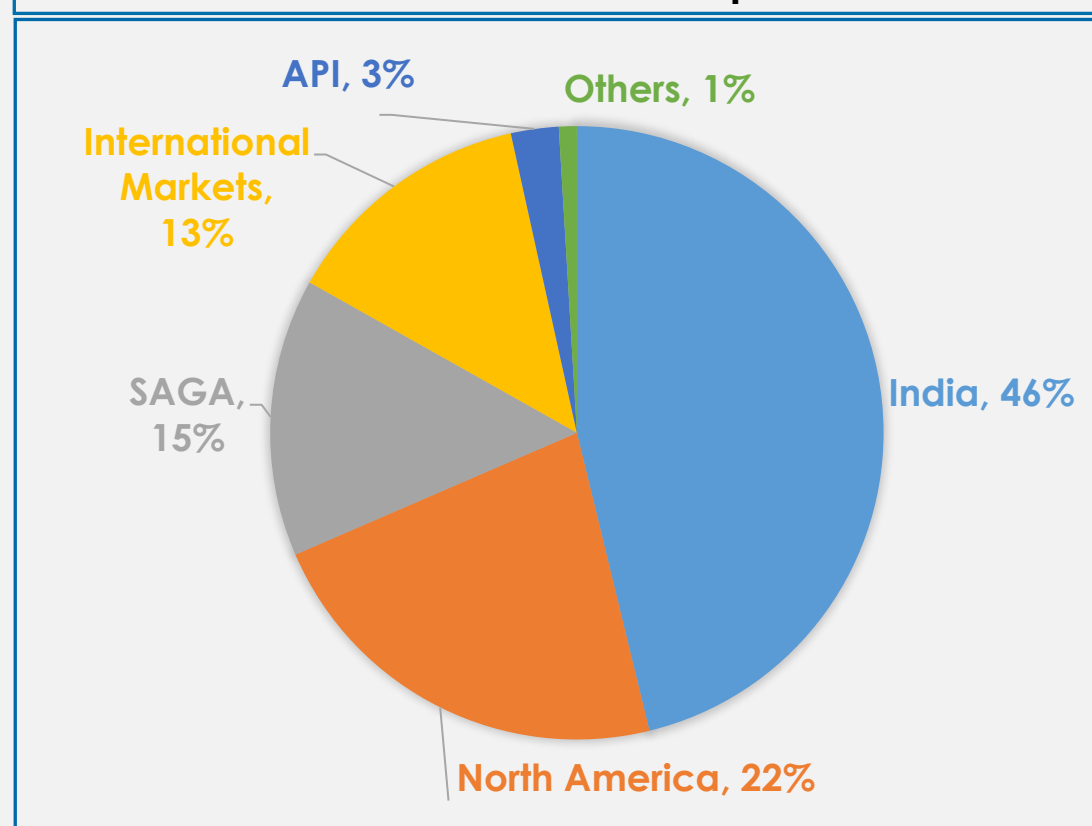
R&D²

INR 274 Cr

↑ 4% YoY

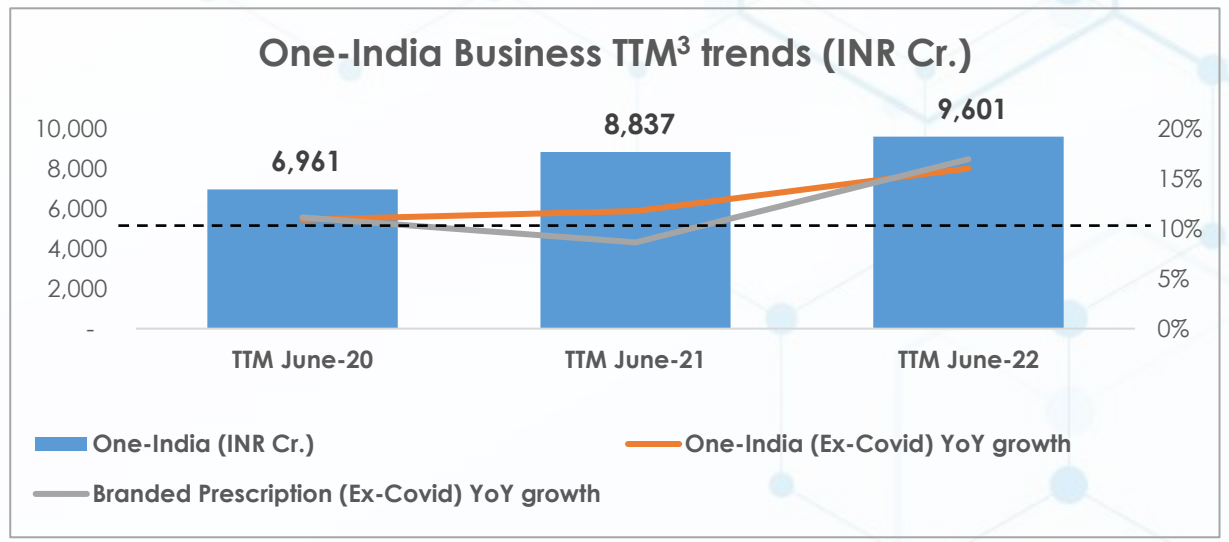
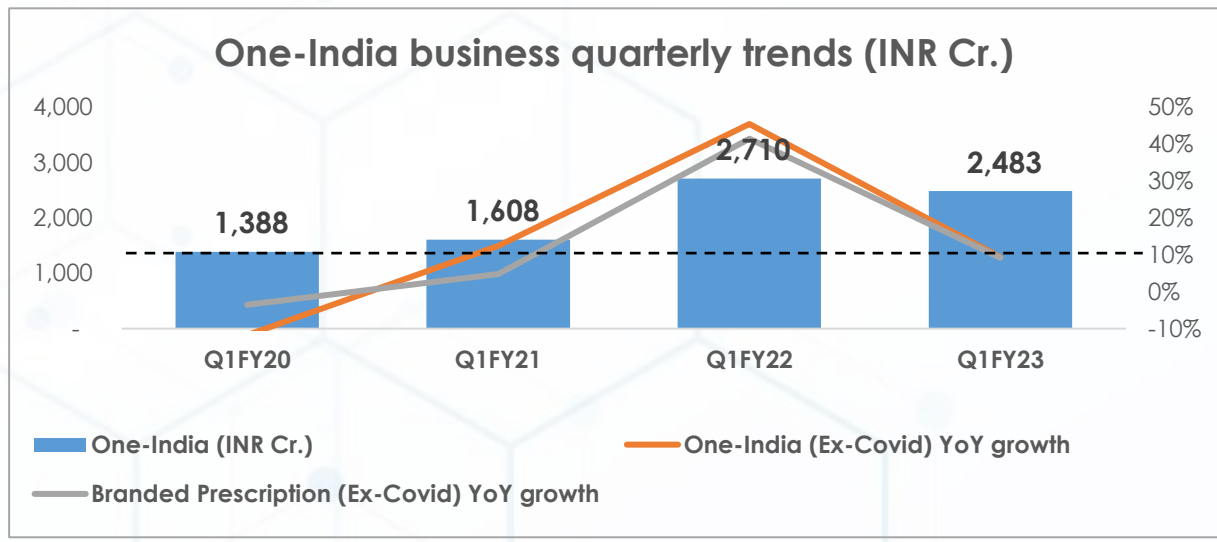
Priority projects on track

Revenue¹ Break-up



One India (Rx + Gx+ CHL¹): Continued core portfolio momentum across businesses amid significant normalisation in covid contribution

Core One-India portfolio growth tracking above 10% for most quarters; market beating growth in branded prescriptions for 5 consecutive quarters



Branded prescription business

- ❖ Sustained momentum across therapies in core portfolio driven by pricing & new introductions
- ❖ Healthy market share² and rank² across therapies

Trade generics business

- ❖ Healthy traction across our flagship brands with steady order flow across regions; Continued channel engagement and governance
- ❖ 16 new launches; includes anti-diabetic and ophthalmic products

Consumer health business

- ❖ Robust traction in anchor brands as well as transitioned brands
- ❖ Sharp consumer insighting and strong on-ground execution

1. CHL – Cipla Health Limited | 2. Market data as per IQVIA MAT June 2022 | 3. Trailing 12 months

Strategic product deals and investments in Q1FY23

Continued strengthening of **One-India** franchise with medium to long term growth levers

Diagnostics



Transaction description: Acquisition of **21.05% for ~INR 25 Cr.** in Achira Labs, engaged in development and commercialization of point of care (PoC) medical test kits in India

Strategic rationale: Cipla's entry in the PoC diagnostics and AMR space through the design, development, and manufacturing of microfluidics-based technologies; increasing patient access to innovative, affordable and quality diagnostic solutions

Wellness



Transaction description: Acquisition of Endura Mass, a renowned nutritional supplement brand in the category of weight gain from Medinn Belle Herbal Care Private Limited

Strategic rationale: Expand Cipla's wellness portfolio by foraying into new category nutritional supplements for weight gain

*Including Endura Mass, Domestic Consumer Business under Cipla Health expected to achieve annualized revenue of **INR 600+ Cr***

Digital



Transaction description: Acquisition of additional stake for **INR 25.9 Cr.** In GoApptiv Private Limited; Cipla's total stake increases to **22.02%** on a fully diluted basis post investment (Initial investment in June 2020)

Strategic rationale: Enable Cipla to further widen its patient reach to affordable and quality drugs with end-to-end brand marketing and channel engagement across tier 2-6 towns in India by leveraging GoApptiv's end to end digital solutions

Global consumer wellness franchise committed to provide a holistic wellness solutions; improving health outcomes

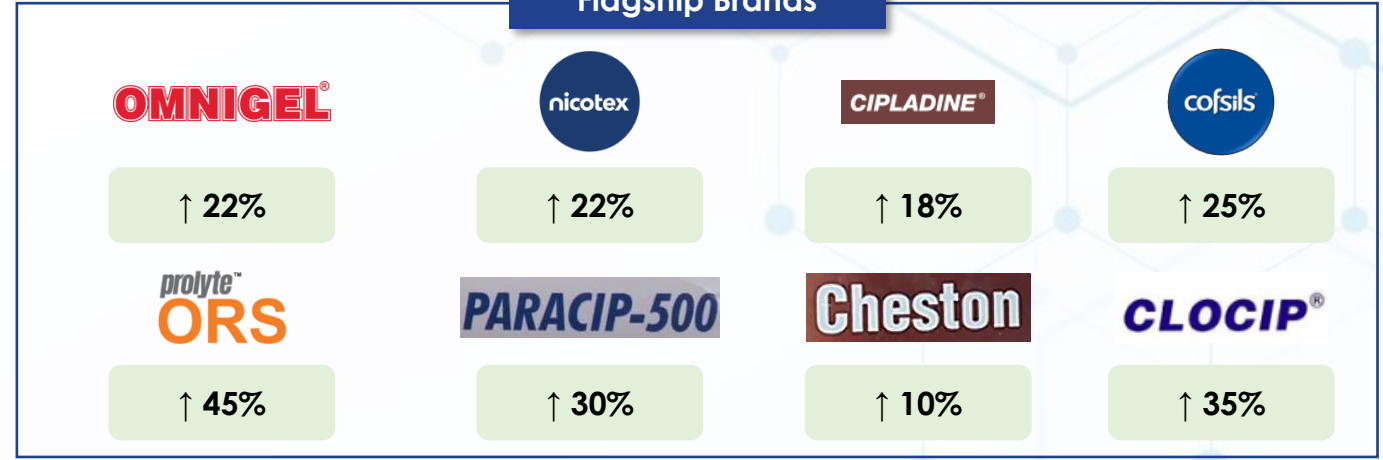
Consumer franchise in India

9%

Contribution of Global Consumer franchise to overall revenues in Q1FY23

1,100
INR Cr+
Trailing 12-month revenue

Flagship Brands



Consumer franchise in South Africa

17%

Q1FY23 YoY growth in Global Consumer franchise

1,275
ZAR m+
Trailing 12-month revenue

Flagship Brands

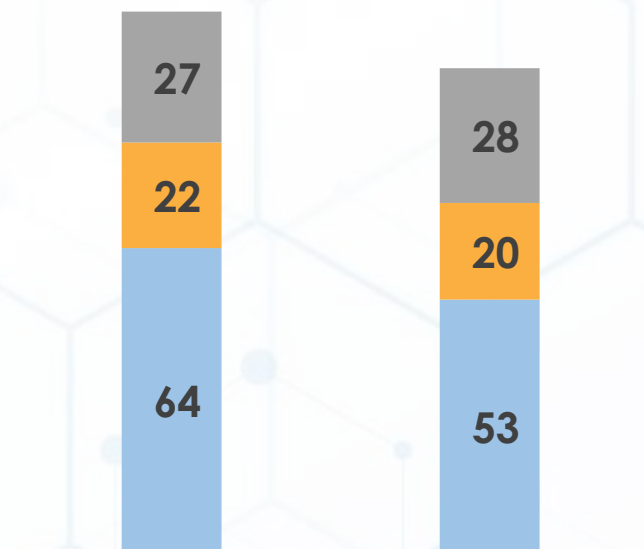


Trailing 12 month June-22 YoY growth

Trailing 12 month June-22 revenue

\$ Mn

Q1 Y-o-Y



Q1FY22

Q1FY23



South Africa²

- ❖ Muted growth in private primary sales with recovery expected in Q2FY23; traction in tender business
- ❖ In secondary terms, strong demand continues with South Africa private business continuing to outperform market
- ❖ Growth diversified across base and new product portfolios
- ❖ Healthy ranks & market positions in key therapy areas

8

Brands launched across multiple therapies in Q1FY23

4-in-1 fixed dose anti-retroviral treatment launched in partnership with DNDi³

| Market Segment | Market Rank | Market share | Cipla Growth | Market Growth |
|---------------------------|-------------|--------------|--------------|---------------|
| South Africa prescription | 3 | 7.7% | 10% | 6.4% |
| South Africa OTC | 3 | 7.0% | 11.6% | 8.0% |
| South Africa overall | 3 | 7.4% | 10.6% | 7.0% |



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

- ❖ **SSA:** Traction driven by continued order flow across regions
- ❖ **CGA:** Performance in-line with expectations driven by strong order flow for TLD

North America: Core formulation business continues steady momentum; continued serviceability across categories



10%
Q1FY23 YoY growth
in \$ terms

Steady momentum in core formulation business led by contribution from **respiratory and peptide assets amongst others**



16.5%
33.4%

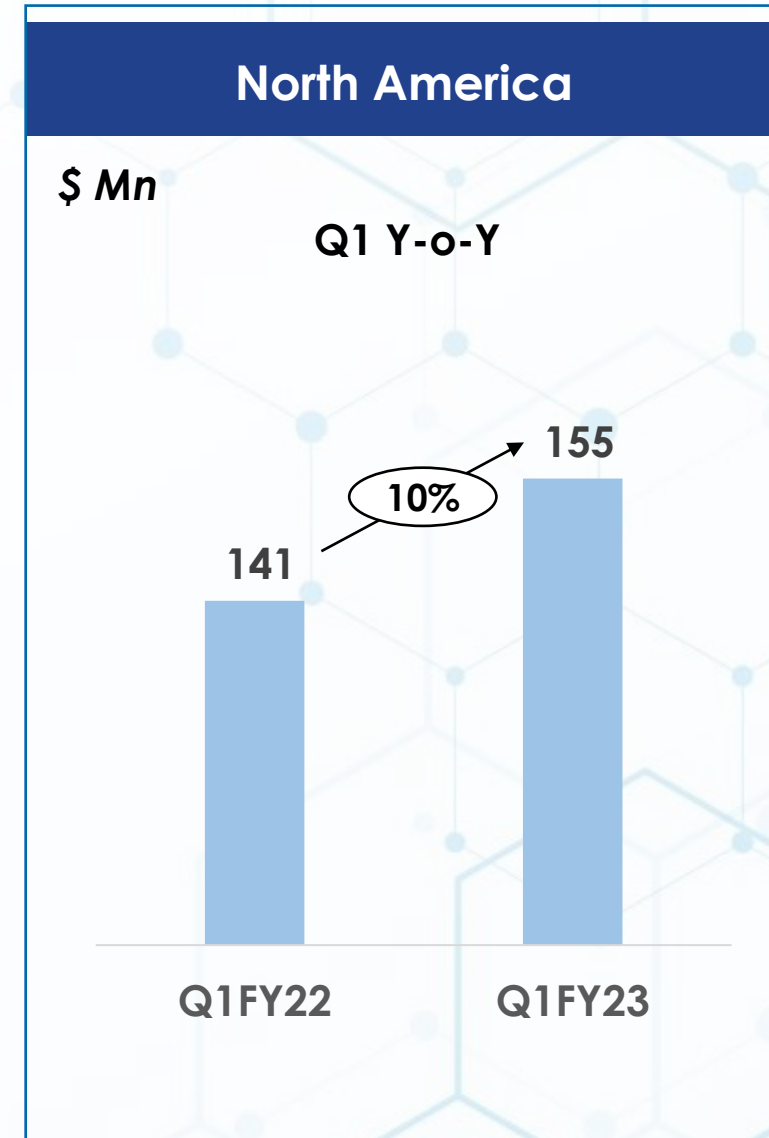
Albuterol total market share¹

Arformoterol total market share¹



22%

Q1FY23 YoY Growth in **DTM respiratory franchise**²



1. Market data as per IQVIA week ending 1st July 2022; 2. Excludes B2B revenue for the US market

North America: Respiratory, Complex generics & Peptide pipeline



Respiratory

Formulation / Brand name

Pre-clinical

Phase 1

Phase 2

Phase 3

Filed

Approved

Status

Complex inhalation asset



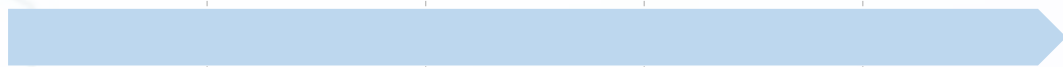
Filed in Q4FY20

Fluticasone + Salmeterol DPI (gAdvair Diskus®)



Filed in Q1FY21

Partnered Inhalation Asset



Filed in Q3FY17

Complex Inhalation Asset



Development in progress

Complex Inhalation Asset



Clinical trials initiated in Q4FY22

Complex Generics

Nano Paclitaxel (gAbraxane®)



Filed in Q1FY17

Lenalidomide (gRevlimid®)



Filed in Q1FY18

Peptide injectables

Partnered Peptide Injectable



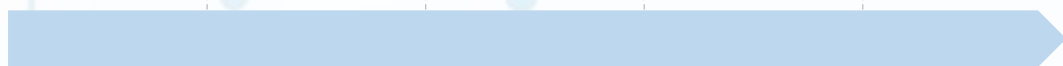
Filed in Q4FY21

Peptide Injectable



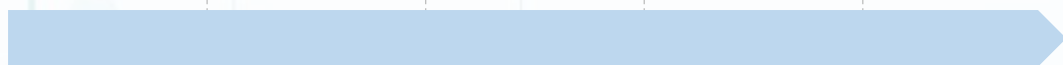
Filed in Q1FY22

Peptide Injectable



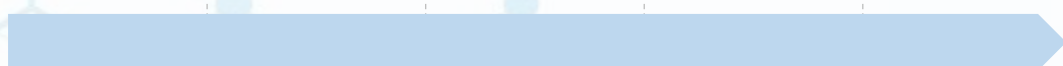
Filed in Q4FY22

Partnered Peptide Injectable



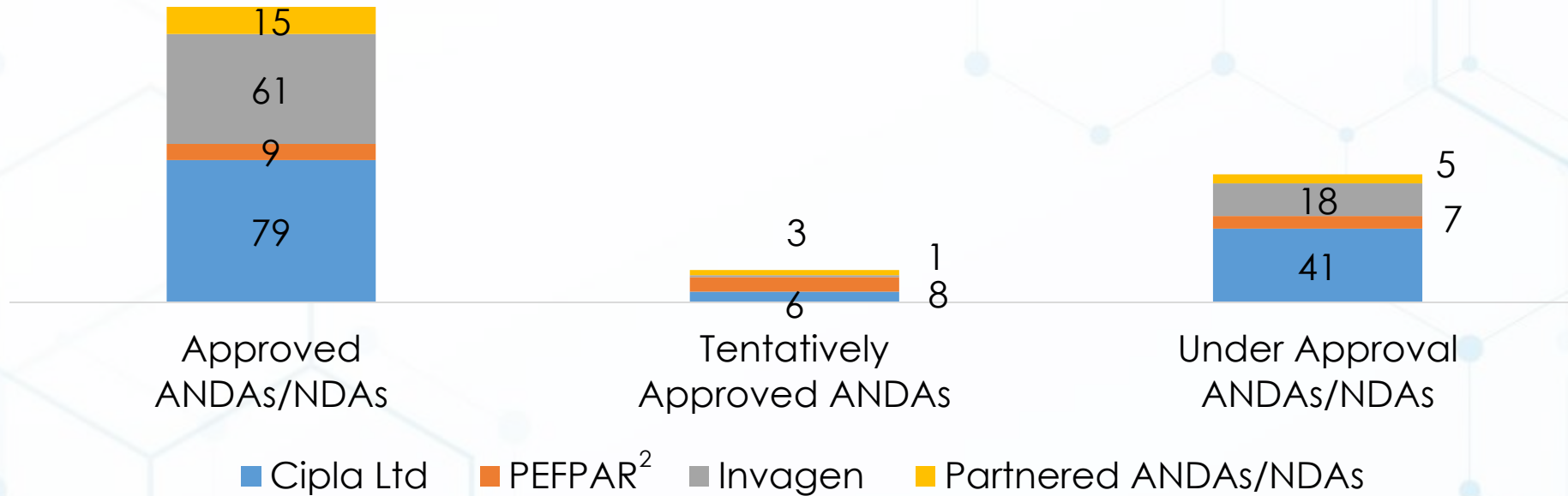
Filed in Q4FY22

Partnered Peptide Injectable



Filed in Q1FY23

ANDA¹ & NDA Portfolio & Pipeline (As on 30th June 2022)



164
Approved
ANDAs & NDAs

+

18
Tentatively
Approved ANDAs

+

71
Under Approval
ANDAs & NDAs

=

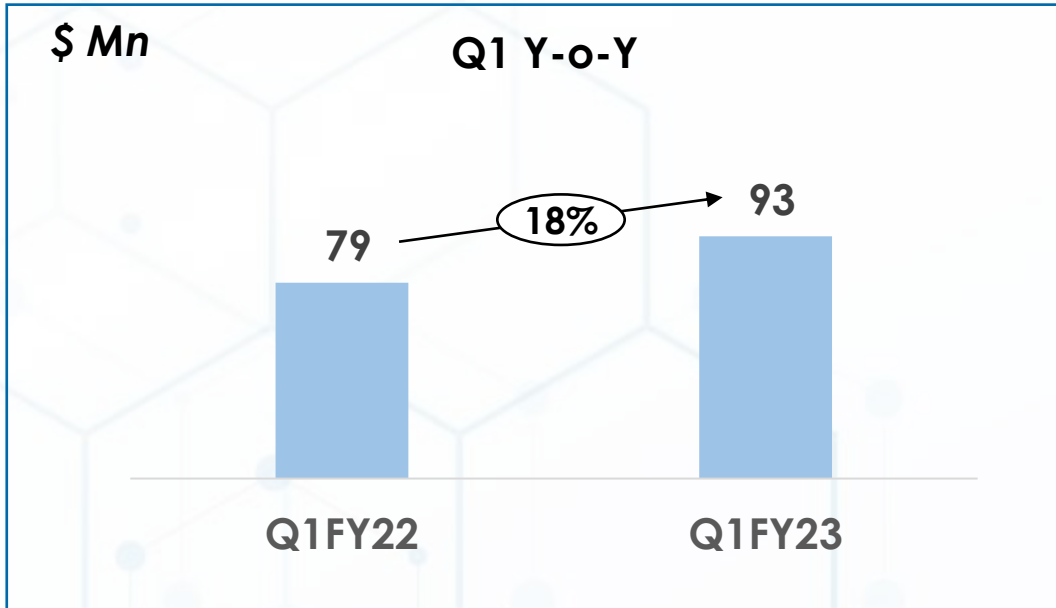
253
Total
ANDAs & NDAs

¹ Does not include Vet product ANDAs

² PEPFAR approved ANDAs can be commercialised in US

International Markets and API

International Markets

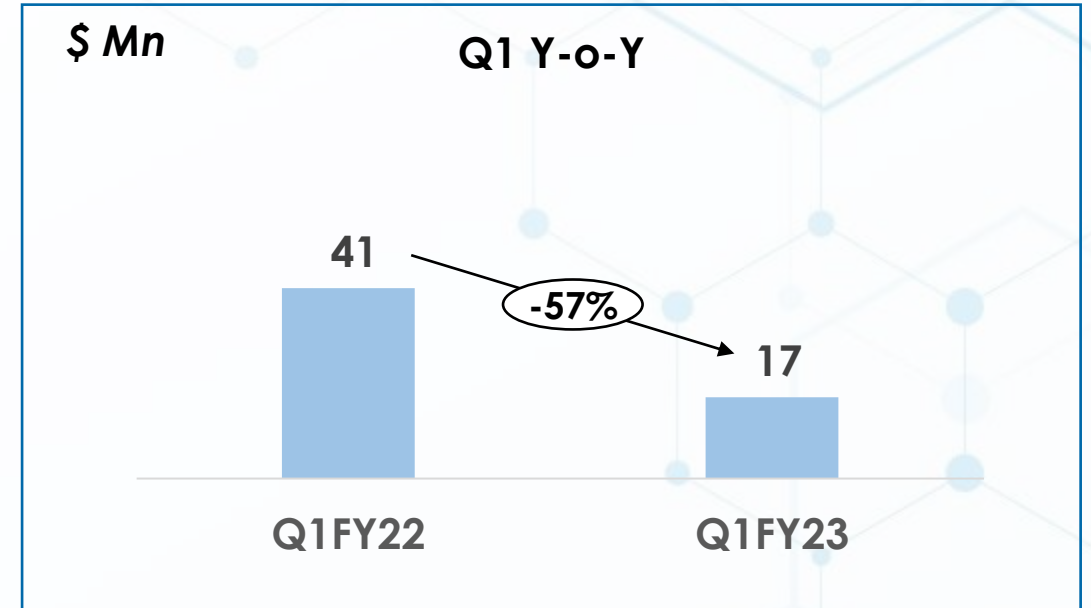


Key Business Highlights



- ❖ Strong DTM¹ growth across geographies; offset by forex volatility in emerging markets and muted B2B demand in Europe
- ❖ Steady double-digit growth in secondary terms during the quarter

API



Key Business Highlights



- ❖ Performance attributed to higher Q1FY22 base due to one-time profit share on an API supply
- ❖ Continued traction with global seedings & lock-ins

1. DTM – Direct to market

Our Strategic Priorities for FY23

| | | | | |
|--|---|---|--|---|
| | <p>Accelerate growth in One-India engine with sharp focus on;</p> | <p>Building big prescription brands across chronic therapies, improved productivity and HCP knowledge partnering</p> | <p>Driving penetration and accessibility of brands for unmet chronic ailments in trade generics</p> | <p>Consumer insighting driving portfolio expansion to address wellness needs and purpose led brand experiences</p> |
| | <p>Advancement on innovative consumer centric products across emerging channels to accelerate the trajectory of our Global Consumer Wellness franchise across India & South Africa</p> | | | |
| | <p>Sustainable scale up our US core formulations sales driven by high serviceability of respiratory and peptide franchise; closely monitoring upcoming high value complex launches in H2FY23</p> | | | |
| | <p>Continued execution on branded & generic portfolio, brand-building, portfolio interventions, launch excellence across DTM¹ markets</p> | | | |
| | <p>Continued cost focus, calibrated pricing actions and other interventions to navigate inflationary procurement, freight and other cost elements for insulating margins and maintaining consistent upward RoIC² trajectory</p> | | | |
| | <p>Driving value through digital adoption across businesses and functions with a dynamic agenda under Cipla Digital Health Ltd.</p> | | | |
| | <p>Focus on regulatory compliance across manufacturing facilities and implement globally benchmarked ESG³ practices</p> | | | |

1. Direct to market | 2. Return on Invested Capital (RoIC) = EBITDA - depreciation & amortization ÷ Average [(Fixed assets including goodwill + Current assets excluding cash and cash equivalent) - Current liabilities excluding borrowing]; Calculations based on FY22 reported EBITDA | 3. Environmental, Social, Governance



Cipla

Thank You

Registered Office :

Cipla Limited, Cipla House, Peninsula Business Park, Ganpatrao Kadam Marg, Lower Parel, Mumbai 400 013

For any queries, please contact

Naveen Bansal

Investor.Relations@cipla.com

Ankit Bhembre

Investor.Relations@cipla.com

For more information please visit

www.cipla.com