

26<sup>th</sup> October, 2021

(1) BSE Limited  
Listing Department,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai 400 001

(2) National Stock Exchange of India Limited  
Listing Department  
Exchange Plaza, 5<sup>th</sup> floor,  
Plot no. C/1, G Block,  
Bandra Kurla Complex,  
Bandra (East), Mumbai - 400 051

**Scrip Code: 500087**

**Scrip Code: CIPLA**

(3) SOCIETE DE LA BOURSE DE LUXEMBOURG  
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 the investor presentation dated 26<sup>th</sup> October, 2021.

Kindly take it on record.

Thanking you,

Yours faithfully,  
For **Cipla Limited**

**Rajendra Chopra**  
**Company Secretary**

Encl: as above

Prepared by: Pratiksha Mangaonkar

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 close-up photograph of several hands clasped together in a supportive grip, while the right side is a solid blue field with a white molecular structure pattern of hexagons and dots.

**Cipla**

# Investor Presentation

Q2FY22

October 26, 2021

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## Strong traction in core therapies across branded markets and continued respiratory momentum in the US drive Q2FY22 performance

### Overall Revenue



↑ **10%**

(Q2 YoY Growth in INR Terms)

Strong delivery across branded & generic markets; Covid contribution normalizes

### Overall EBITDA



↑ **4%**

(Q2 YoY Growth in INR Terms)

EBITDA Margin

**22.2%**

### One India



↑ **16%**

(Q2 YoY Growth in INR Terms)

Sustained momentum across core therapies on a high FY21 base; strong growth in flagship brands

### SAGA



Overall SAGA

↑ **8%**

(Q2 YoY growth in \$ Terms)

SA Private

↑ **20%**

(Q2 YoY growth in ZAR Terms)

### North America



**\$142 Mn**

Q2FY22 Revenues

Revenue at multi-quarter high; Steady momentum in core products offsetting price erosion in rest of the portfolio

### International Markets & API



International

↑ **14%**

(Q2 YoY growth in \$ Terms)

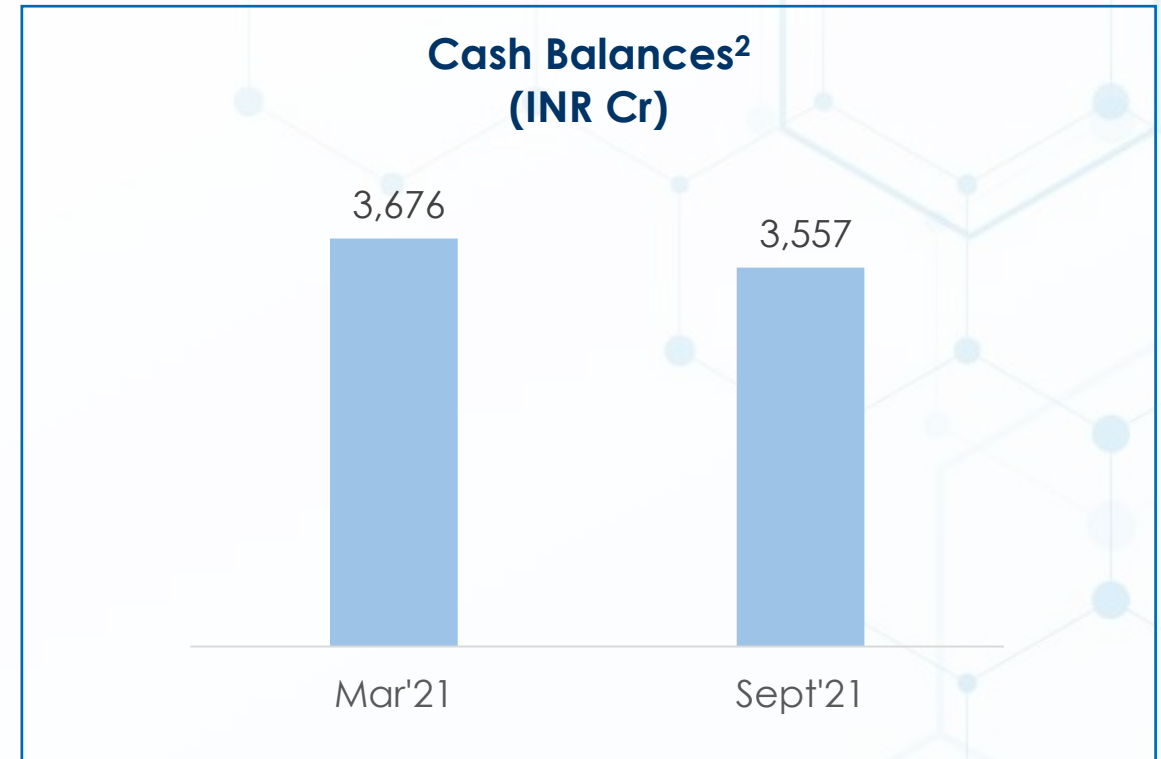
API

↓ **9%**

(Q2 YoY growth in \$ Terms)

# Strong capital structure and robust free cash flow generation continues in Q2FY22

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- Growth in operating profitability and prudent working capital management drives robust free cash flow generation
- **Net cash positive position** continues at Sept-21 end reflects strong balance sheet health
- Prepaid USD 137.5 Mn outstanding InvaGen acquisition debt during the quarter

# Continued expansion in portfolio offerings with long-term partnerships & launches across our strategic markets

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## One India

- ✓ Strategic partnership with Eli Lilly for **diabetic products** Humalog® and Trulicity™

## South Africa

- ✓ New launches in **CNS, Respiratory and ARV** therapies to strengthen our chronic portfolio mix

## International Markets

- ✓ Launched **Bevacizumab Biosimilar** under partnership in **Spain** to strengthen our oncology portfolio

## US Generics

- ✓ Approval for **Difluprednate Ophthalmic Emulsion 0.05%**
- ✓ **Albuterol Gx share<sup>1</sup> 18.2% | Arformoterol Gx share<sup>1</sup> 39%**

## Revenues

INR 5,520 Cr ↑ 10% YoY

## EBITDA

INR 1,226 Cr | 22.2% ↑ 4% YoY

### Q2 FY22 (Consolidated)

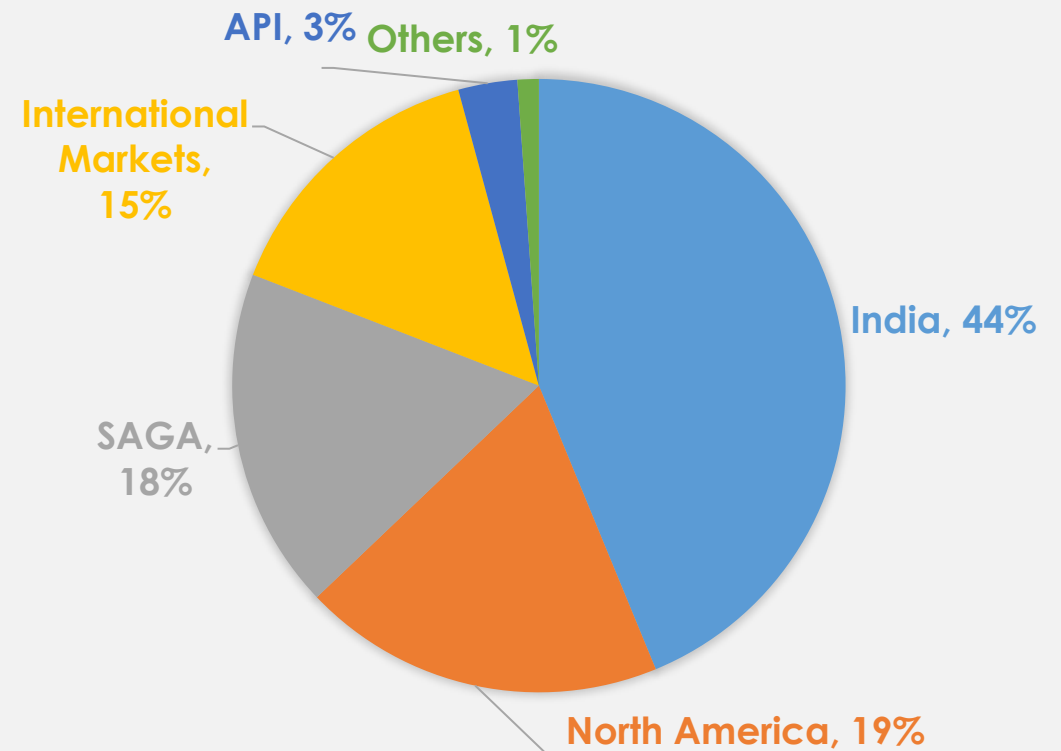
	Actuals (Rs Cr)	vs Q2 FY 21
Total Revenue from Operations	5,520	10%
EBITDA	1,226	4%
EBITDA % of revenue	22.2%	-114 bps
PAT	711	7%
PAT % of revenue	12.9%	-32 bps

## R&D

INR 274 Cr

Priority projects spends on track

### Revenue<sup>1</sup> Break-up



<sup>1</sup> 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<sup>1</sup>): Consistent execution driving growth across businesses in India

### Key Business Highlights



#### Branded prescription business

- ❖ Sustained volume traction across therapies in core portfolio
- ❖ Acute and respiratory nebulization tracking well
- ❖ Covid portfolio normalizing on a YoY and sequential basis
- ❖ Strategic in-licensing for widening therapy base continues with Anti-diabetic deal with Eli Lilly

Therapy <sup>2</sup>	Market Rank	Market share
Overall Chronic	2	7.8%
Respiratory	1	23.1%
Urology	1	14.6%
Anti-infective	3	7.5%
Cardiac	5	5.3%



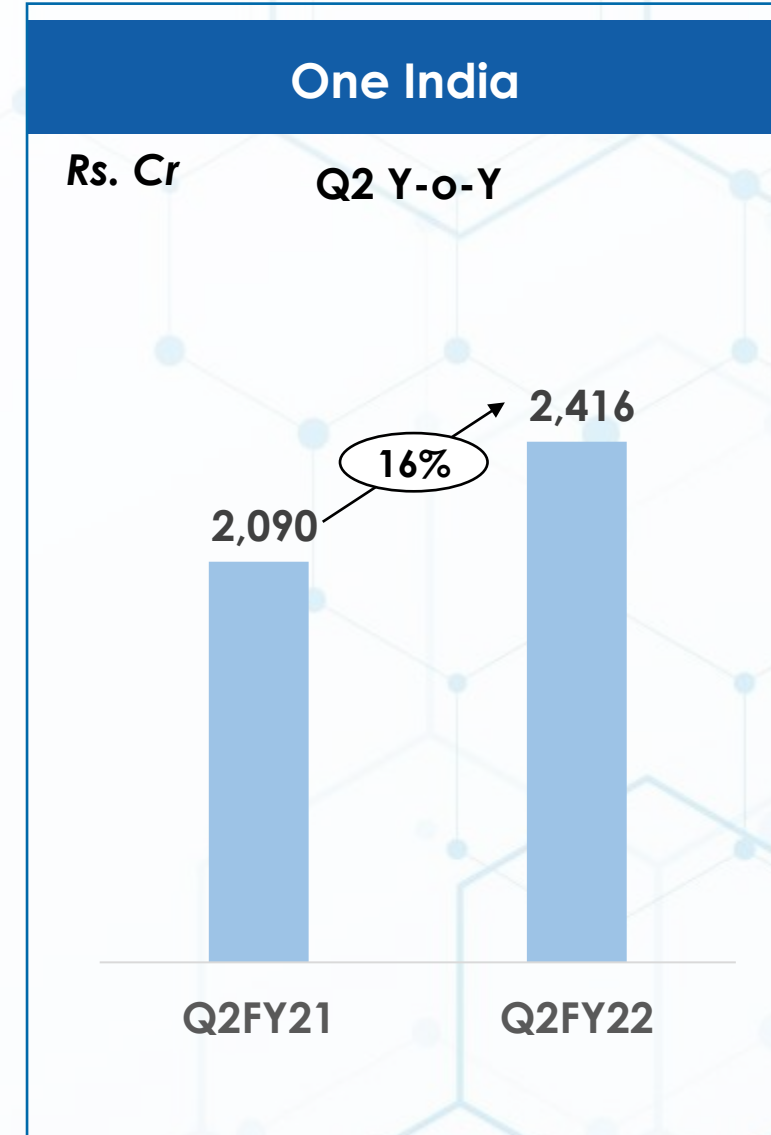
#### Trade generics business

- ❖ Healthy order flow benefiting from strong demand across regions
- ❖ Continued momentum in flagship brands



#### Consumer health business

- ❖ Robust traction in anchor brands as well as brands transferred from trade generics business





7.0+% contribution to overall revenues in H1FY22; Improving consumer health outcomes

## Anchor consumer brands in India<sup>1</sup>

**OMNIGEL<sup>®</sup>**  
 ↑ **41%** **#1**  
 (H1FY22 YoY growth) Pain Relief Category (Aug 2021)

**nicotex** ↑ **13%** **#1**  
 (H1FY22 YoY growth) NRT\* Category (March 2021)

**CIPCAL**  
 ↑ **16%**  
 (H1FY22 YoY growth)

**cofsils** ↑ **58%** **#2**  
 (H1FY22 YoY growth) Cough & Cold Category (Aug 2021)

## Emerging consumer brands in India<sup>1</sup>

**prolyte<sup>™</sup> ORS** ↑ **110%**  
 (H1FY22 YoY growth)

**CLOCIP<sup>®</sup>** ↑ **59%**  
 (H1FY22 YoY growth)

**CIPLADINE<sup>®</sup>** ↑ **52%**  
 (H1FY22 YoY growth)

**Maxirich<sup>®</sup>** ↑ **44%**  
 DAILY MULTIVITAMIN (H1FY22 YoY growth)

## Anchor consumer brands in South Africa

**CORYX** ↑ **43%**  
 (H1FY22 YoY growth in ZAR Terms)

**Asthavent** ↑ **14%**  
 (H1FY22 YoY growth in ZAR Terms)

**BRONCOL** ↑ **66%**  
 (H1FY22 YoY growth in ZAR Terms)

**acurate** ↑ **8%**  
 (H1FY22 YoY growth in ZAR Terms)

**Flomist** ↑ **6%**  
 (H1FY22 YoY growth in ZAR Terms)

1. Market data as per Nielsen; \*nicotine replacement therapy

# SAGA<sup>1</sup>: South Africa, Sub-Saharan Africa and Cipla Global Access

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## Key Business Highlights



### South Africa

- ❖ Continued market beating growth in South Africa (SA) private business; tender business performed in-line with expectations
- ❖ Market beating growth in CNS, respiratory and anti-infectives therapies

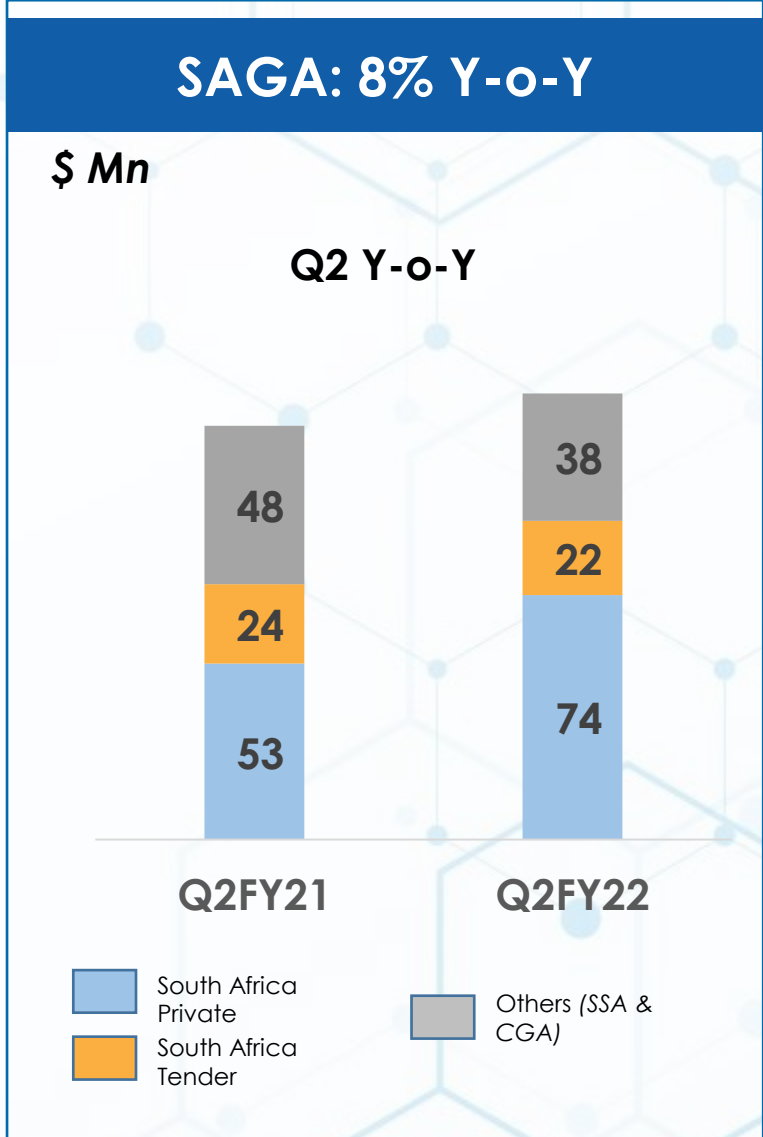
**SA Private market**  
**↑ 20%**  
 (Q2 YoY growth in ZAR Terms)

Market Segment <sup>2</sup>	Market Rank	Market share	Cipla Growth	Market Growth
South Africa private	3	7.3%	8.7%	5.4%
South Africa OTC	3	6.8%	8.0%	10.6%



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

- ❖ Performance attributed to delays in order confirmation from select clients



1. Financial numbers are rounded off | 2. Market data as per IQVIA MAT August 2021

## North America: Continued traction in core formulation portfolio

### Key Business Highlights



**US Generics** ramp-up to multi-quarter high

- ❖ Steady momentum in core products offsetting price erosion in rest of the portfolio
- ❖ **New approval:** Difluprednate Ophthalmic Emulsion 0.05%
- ❖ Focus continues on limited competition complex launches

Albuterol HFA <sup>1</sup>	Generic market (AG + Gx)	Total market (Brand + AG + Gx)
TRx Market Rank	4	4
TRx Market share	18.2%	14.6%

Arformoterol <sup>1</sup>	Generic market (AG + Gx)	Total market (Brand + AG + Gx)
TRx Market Rank	2	3
TRx Market share	39%	24%



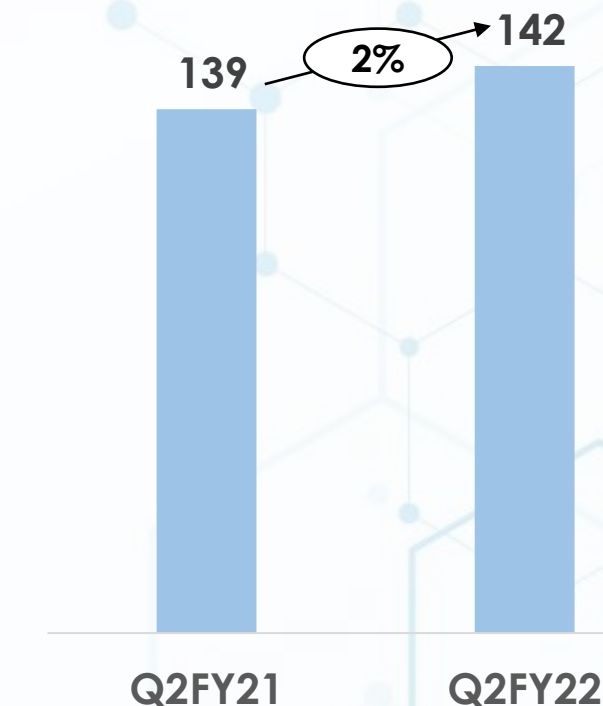
**Pipeline update**

- ❖ Closely working with USFDA on **gAdvair**

### North America

\$ Mn

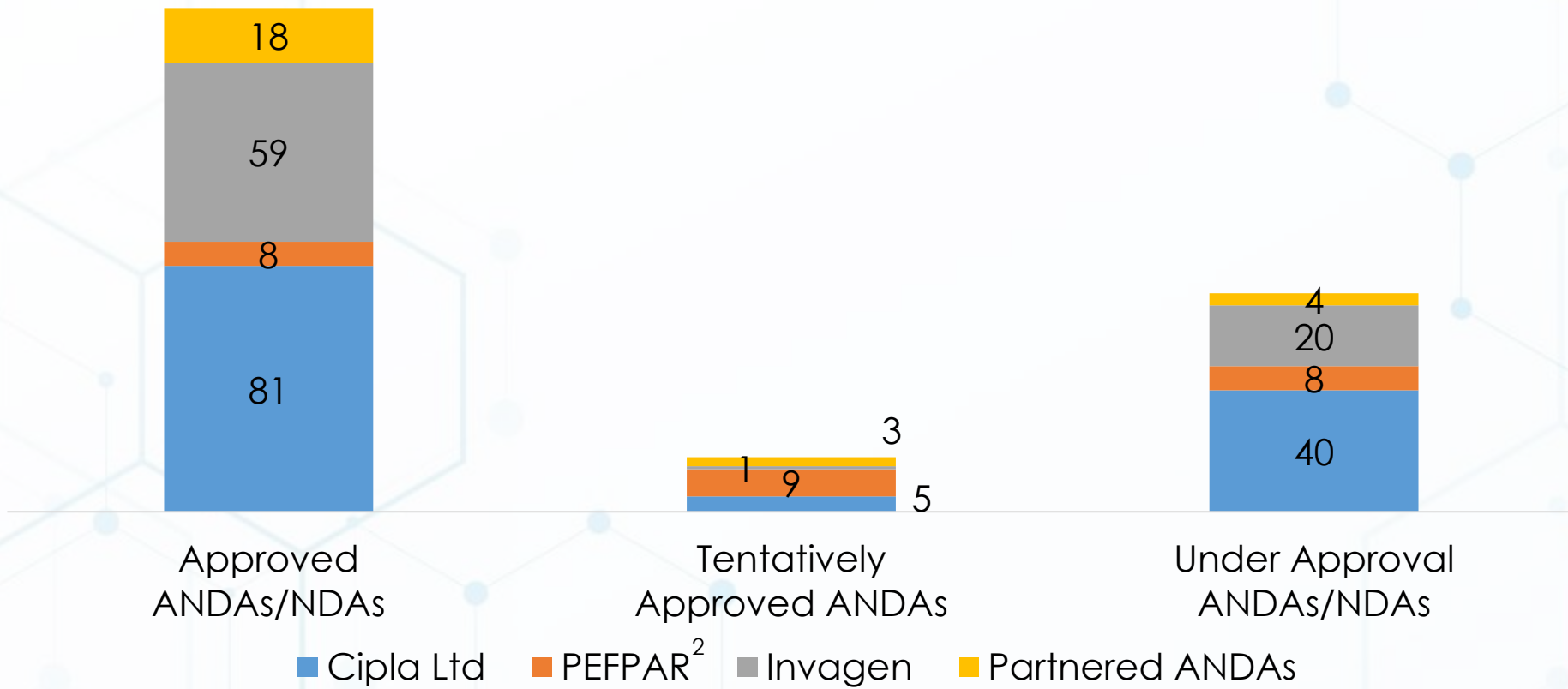
Q2 Y-o-Y



# ANDA & NDA<sup>1</sup> Portfolio & Pipeline (As on 30<sup>th</sup> September 2021)



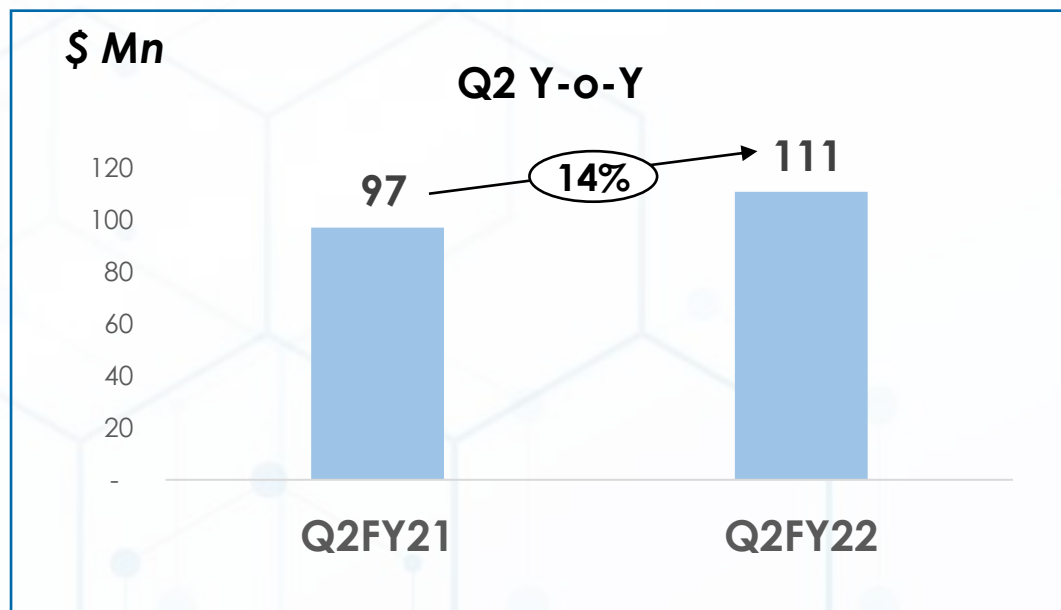
**Total ANDAs & NDAs**      **166**      **+**      **18**      **+**      **72**      **=**      **256**



<sup>1</sup> Does not include Vet product ANDAs

<sup>2</sup> PEFPAR approved ANDAs can be commercialised in US

### International Markets

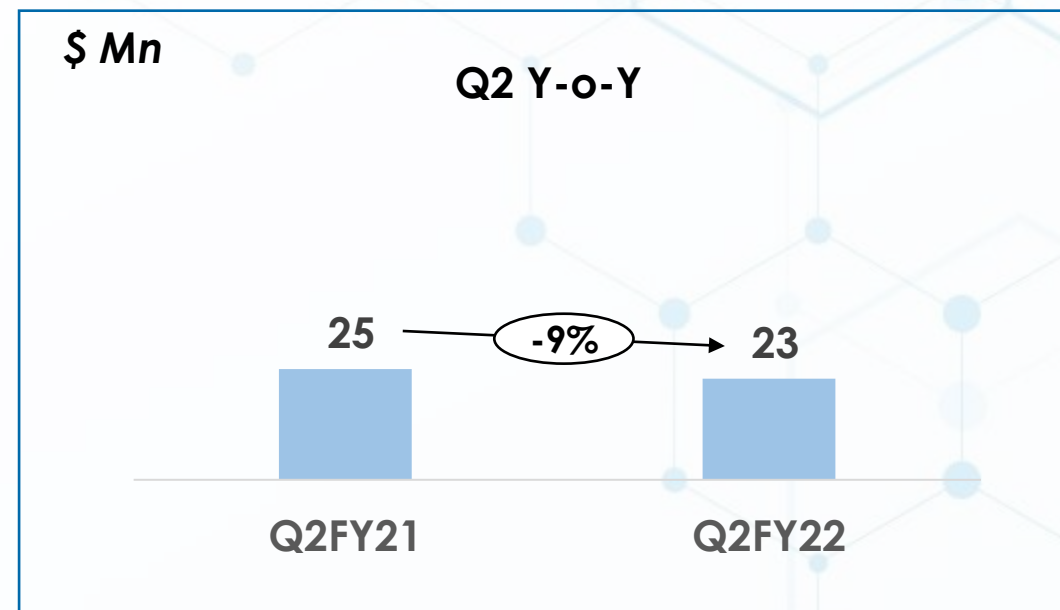


### Key Business Highlights



- ❖ Emerging markets business resumed middle eastern supplies, demonstrated strong DTM performance and contribution from Covid therapy products
- ❖ Bevacizumab Biosimilar launched under partnership in Spain

### API



### Key Business Highlights



- ❖ Sales momentum supported by strong customer relationships
- ❖ Continued traction with global seedings & lock-ins

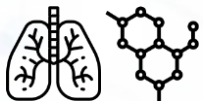
# Our FY22 priorities include



**Maintain growth momentum** in large branded and unbranded generic franchises of India, South Africa and **augment consumer wellness franchise**



**Ensuring Covid portfolio** availability and maximize patient reach



Expanding **lung leadership** globally and maximising value opportunity in **US complex generics by prioritizing key launches** with focused execution and collaborating with regulatory authorities



Scaling up businesses across branded and generic DTMs of Europe and Emerging markets through **execution on organic and partnered launches including biosimilars**



**Accelerating digital transformation** to capitalize opportunities and growth opportunities across markets



Focus on **regulatory compliance across manufacturing** locations and embrace **best-in class globally benchmarked ESG<sup>1</sup> practices**



**Sustained expansion in RoIC** over the long term



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## Thank You

### Registered Office :

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