

6th November, 2019

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| <p>(1) BSE Limited
Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001</p> | <p>(2) National Stock Exchange of India Limited
Listing Department
Exchange Plaza, 5th floor,
Plot no. C/1, G Block,
Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051</p> |
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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, please find enclosed investor presentation dated 6th November, 2019.

This is for your information and record.

Thanking you,

Yours faithfully,
For **Cipla Limited**



Rajendra Chopra
Company Secretary



Encl: as above

Prepared by: Mandar Kurghode



Investor Presentation Q2FY20

06-11-2019

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. Cipla Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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Key highlights:

1 Continued growth across key markets	Overall ↑ 10% <i>(Q2 YoY Growth)</i>	India Rx ↑ 13% <i>(Q2 YoY Growth)</i>	India Gx ↑ 61% <i>(QoQ Growth)</i>	South Africa ↑ 13% <i>(Private Market Q2 YoY Growth; ZAR)</i>
2 Strong EBITDA margin trajectory	~21% <i>(Q2 EBITDA)</i>		↑ 21% <i>Q2 EBITDA YoY Growth</i>	
3 Momentum continues in the US business	US\$135mn <i>Q2 Revenues</i>	↑ 25% <i>Q2 YoY Growth</i>		Retained share in Cinacalcet Launched Pregabalin and Daptomycin
4 Pipeline Progress	<ul style="list-style-type: none">▪ Q2 R&D at INR 295cr or ~7% to sales; Respiratory trials well on-track▪ Patient randomization completed for Advair; Albuterol as a launch in the first half of FY21			
5 Quality and Compliance	<ul style="list-style-type: none">▪ Response submitted for the inspection at Goa			

Financial Performance – Q2FY20

Revenues

INR 4,396 Cr ↑ 10%

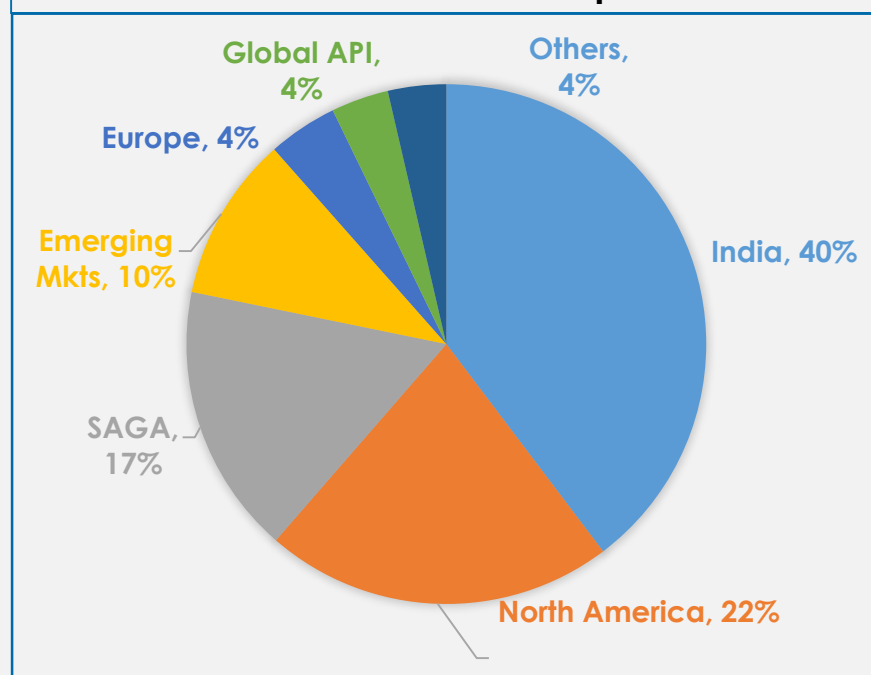
EBITDA

INR 909 Cr / ~21% to sales ↑ 21%

Q2 FY20 (Consolidated)

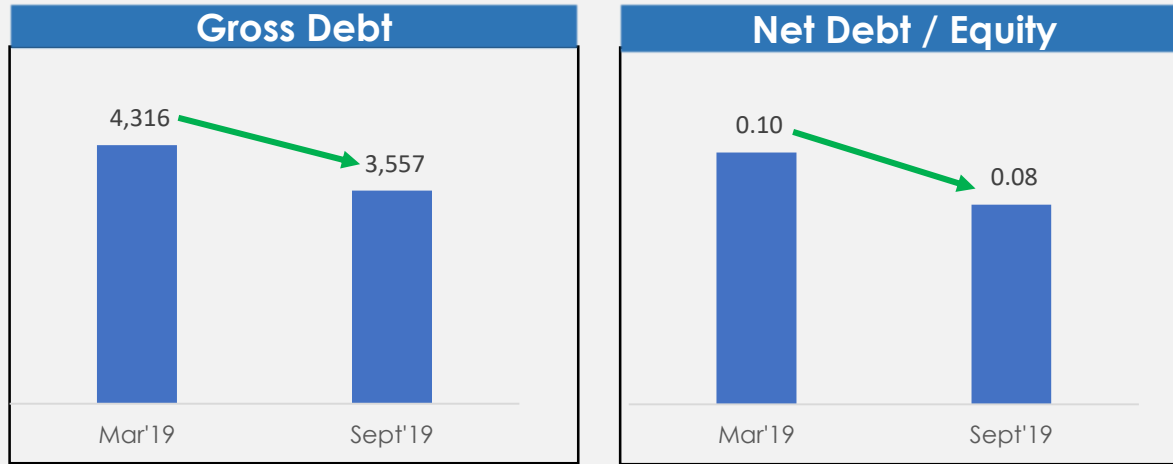
	Actuals (Rs Cr)	vs Q2 FY 19
Total Revenue from Operations	4,396	10%
a) Domestic Sales	1,810	9%
b) Int'l Sales	2,454	8%
c) Other Operating Income	132	106%
EBITDA	909	21%
EBITDA %	20.7%	
PAT	471	25%
PAT %	10.7%	

Revenue¹ Break-up



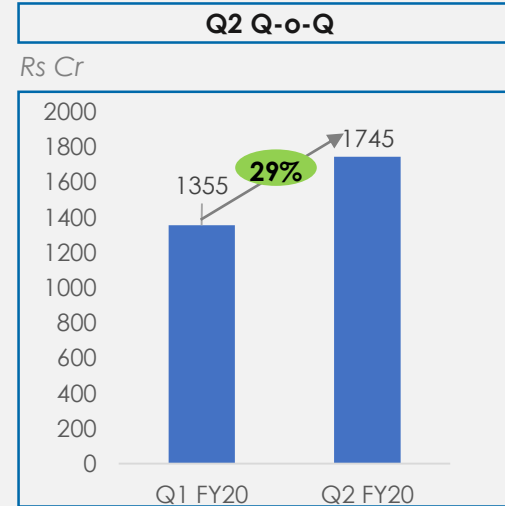
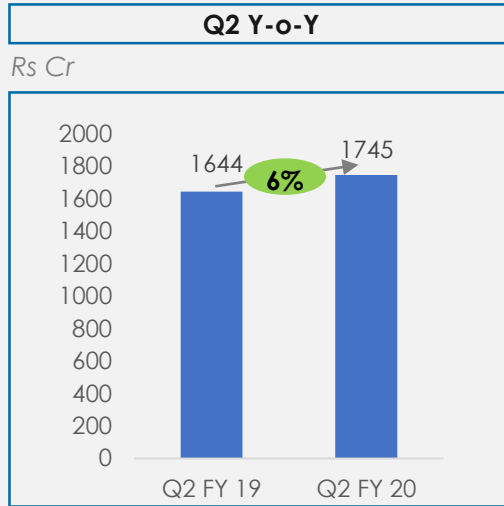
¹ Others: Includes CNV business, Vet and others; SAGA includes South Africa, Sub-Saharan Africa and Cipla Global Access; Percentages have been rounded-off

Continued focus on maintaining balance sheet health with strong cash flow generation



- **Loan repayment of US\$110mn** made during the quarter, *a year ahead of schedule*
- Reduction in Net Debt/Equity despite continued growth and strategic investments

India (Rx + Gx) : Strong recovery in the generics business and momentum across key therapies in the branded business



Key Business Highlights¹

- Strong recovery in the trade generics business with **growth of 61%** on a sequential basis
- The **branded business grew 13%** on a YoY basis driven by performance across both chronic and acute therapies.
- Seasonal triggers helped **acute business drive over 15%** year on year growth in primary sales

Therapy	Market Rank	Market Share	Cipla Growth	Market Growth
Overall Chronic	2	7.8%	15%	12%
Respiratory Inhalation	1	67.9%	16%	15%
Urology	1	14.7%	15%	14%
Cardiology	4	5.7%	17%	12%

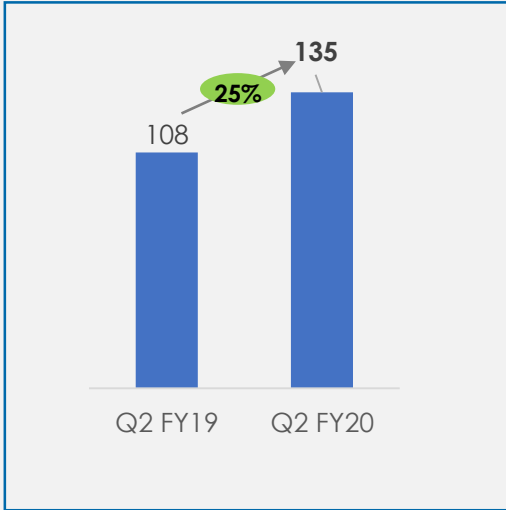
North America: Momentum continues behind new launches and retained share on key assets

Key Business Highlights

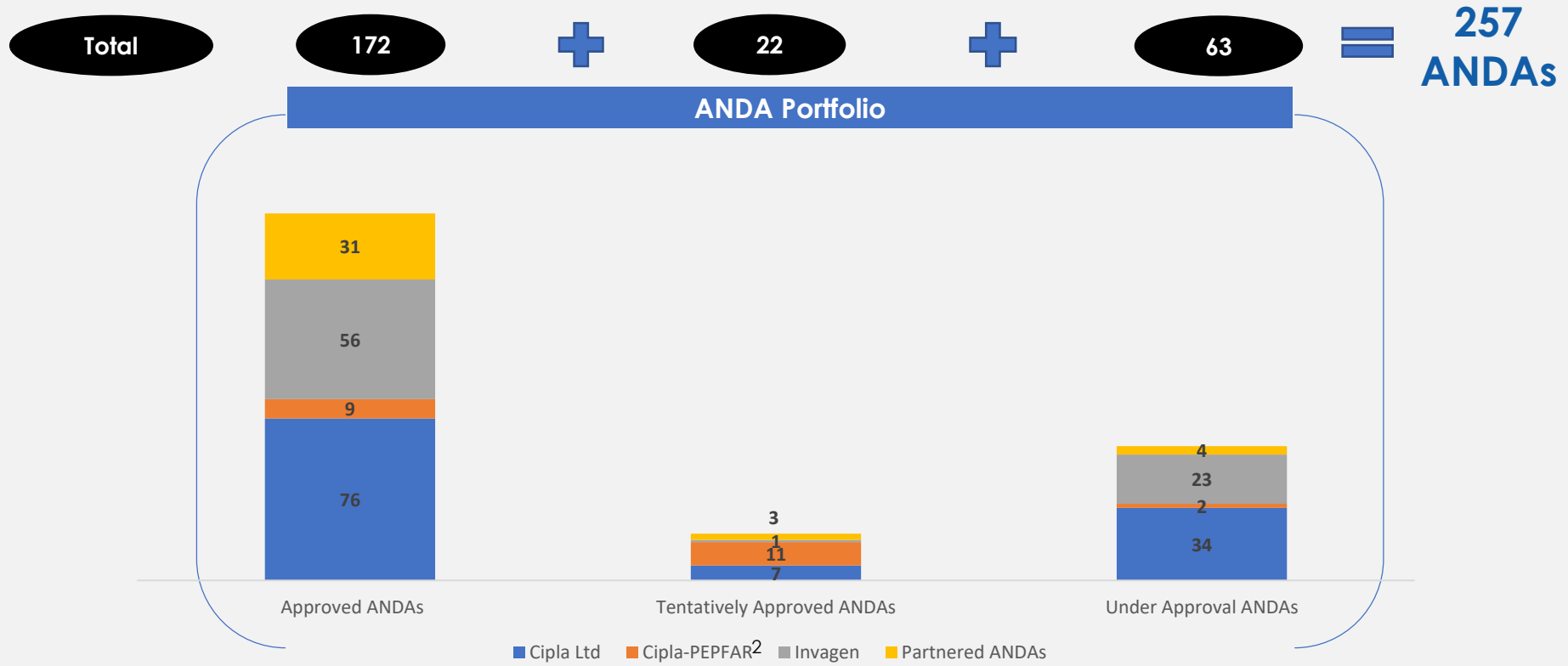
- Continue to retain share in Cinacalcet despite multiple competitors launching the product; contribution in value terms substantially normalized
- Launch of Pregabalin and Daptomycin
- During Q2, the gross margin expanded by ~500bps vs the same quarter last year. On a YTD basis, the gross margin expansion is ~900bps
- **Pipeline Update:**
 - Progressing well on trials for Respiratory products
 - Patient randomization completed for Advair; Albuterol as a launch in the first half FY21
- **US Specialty:**
 - Targeting submission of IV Tramadol NDA later in the year via Avenue Therapeutics.
 - Resumed supplies of Plazomicin in the market

Q1 Y-o-Y

\$ Mn



ANDA¹ Portfolio & Pipeline (As on 30th Sept 2019)

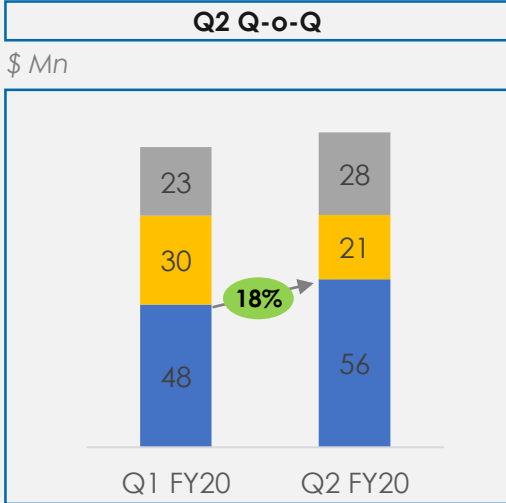
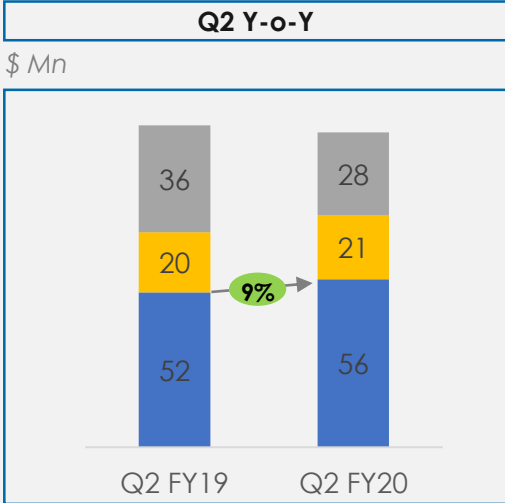


1 Does not include Vet product ANDAs

2 PEPFAR approved ANDAs can be commercialised in US

SA Private Market
 ↑ **13% YoY**
 ZAR Terms

- South Africa Private
- South Africa Tender
- Others (SSA & CGA)



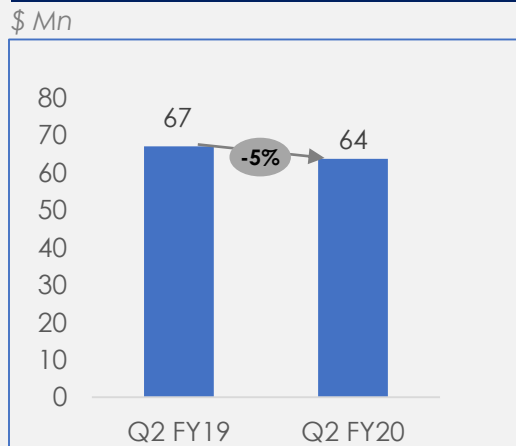
Key Business Highlights

South Africa:

- Overall South Africa business grew strongly at 12% on a year on year basis in local currency; private market business recovered strongly from Q1 to drive ~13% year on year growth
- Private market continued the momentum growing over 3 times the market at 7% as per IQVIA MAT Sept'19
- With Mirren portfolio growing strongly, Cipla is now the 3rd largest player in the OTC market, capturing a market share of 6.8%

1. Financial numbers are rounded off

Emerging Markets



Strengthening portfolio offering in key markets:

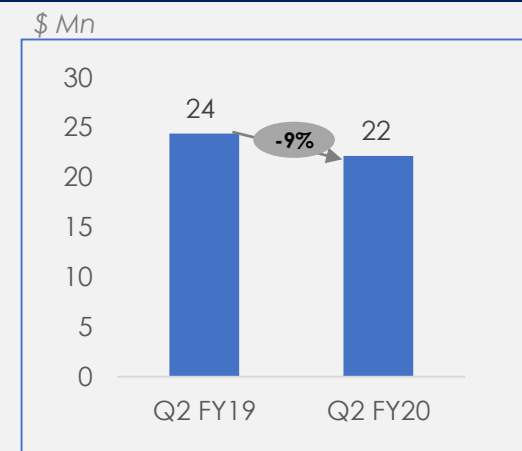
- In Sri Lanka, entered into a strategic partnership with Novartis for marketing and distribution of Ultibro Breezhaler
- Signed a strategic partnership with Novartis, effective Oct 1, to market their Respiratory portfolio in Australia

Europe



- Growth driven by performance in key products
- Overall FPSM UK market share at 12% as per ePACT May-July data

API



- Key customers and focused therapies of Oncology and Respiratory continue to drive business
- Momentum continues in seedings and lock-ins

Key priorities for the upcoming quarters:

1

India

- Leverage on the momentum and continue to drive performance across both branded and generics
- Launch Berok 2.0: Second version of Cipla's flagship patient-focused initiatives in Respiratory

2

South Africa

- Continue growth momentum in the private market portfolio to deliver growth in the overall business
- Continue to be a dominant player in the OTC space and drive further growth in the Mirren portfolio

3

US:

- Focus on limited competition launches in Q4; drive ramp-up in existing assets
- Continue to track Respiratory filings closely
- IV Tramadol NDA filing later this year; continue supply of IV Plazomicin in the market

4

Quality and Compliance

- Work with US FDA to address the observations in Goa
- Continue to operate our facilities globally with the highest level of compliance and control

Thank you

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For more information please visit

www.cipla.com