

25<sup>th</sup> January, 2022

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|--|---|
| <p>(1) BSE Limited<br/>Listing Department,<br/>Phiroze Jeejeebhoy Towers,<br/>Dalal Street,<br/>Mumbai 400 001</p> | <p>(2) National Stock Exchange of India Limited<br/>Listing Department<br/>Exchange Plaza, 5<sup>th</sup> floor,<br/>Plot no. C/1, G Block,<br/>Bandra Kurla Complex,<br/>Bandra (East), Mumbai - 400 051</p> |
|--|---|

**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 25<sup>th</sup> January, 2022.

Kindly take it on record.

Thanking you,

Yours faithfully,  
For **Cipla Limited**

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

Encl: as above  
Prepared by: Chirag Hotchandani

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**Cipla**

The text 'Investor Presentation' is written in a large, white, bold, sans-serif font in the lower-left area of the slide. The background behind the text is a blurred image of several hands clasped together, suggesting teamwork or support.

**Investor Presentation**

Q3FY22

January 25, 2022

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## Robust momentum across key markets; Strong traction in One-India and US business drive Q3FY22 performance

### Overall Revenue



**↑ 6%**  
(Q3 YoY Growth in INR Terms)

*Sustained traction across branded & generic markets; modest contribution of covid products*

### Overall EBITDA



EBITDA Margin  
**22.7%**

*Continued strong margin trajectory*

### One India



**↑ 13%**  
(Q3 YoY Growth in INR Terms)

*Sustained momentum across core therapies and traction in flagship brands*

### SAGA



Overall SAGA  
**↓ 4%**  
(Q3 YoY growth in \$ Terms)

SA Private Market  
**↑ 16%**  
(Q3 YoY growth in ZAR Terms)

### North America

*Robust momentum in core business; strong traction in respiratory portfolio*



**\$150 Mn**  
Q3FY22 Revenues

**↑ 7%**  
(Q3 YoY growth in \$ Terms)

### International Markets & API



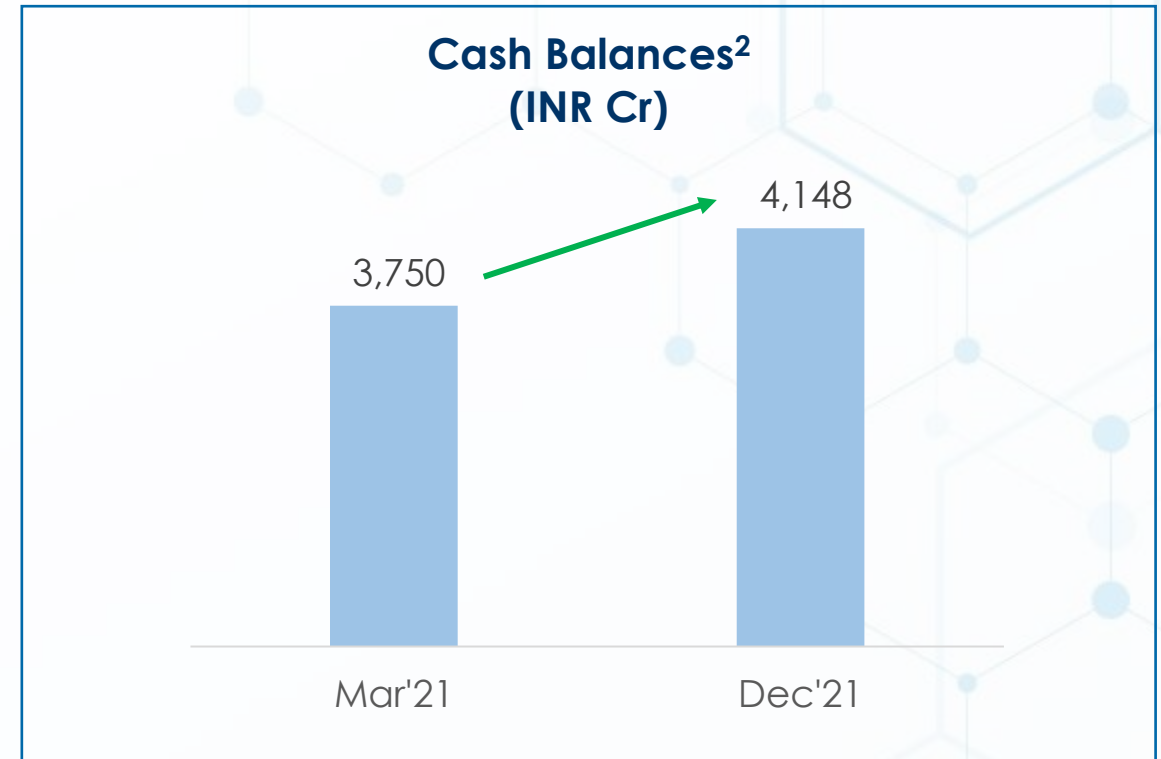
International  
**↓ 2%**  
(Q3 YoY growth in \$ Terms)



API  
**↓ 27%**  
(Q3 YoY growth in \$ Terms)

# Strong capital structure and robust free cash flow generation continues in Q3FY22

Cipla



- Strong operating profitability and prudent working capital management drives robust free cash flow generation
- **Net cash positive position** continues at Dec-21 end reflects strong balance sheet health



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

**Cipla**

## US Generics

- ✓ Approval for **Lanreotide injection 505 (b)(2)**
- ✓ **Albuterol total market share<sup>1</sup> 15.9% | Arformoterol total market share<sup>1</sup> 26.8%**

## One India

- ✓ Launched Spirofy®; **India's first pneumotach based portable wireless Spirometer** for diagnosis of COPD and asthma

## South Africa

- ✓ Expanding portfolio breadth with **9 launches** across men's health, Cardio and Diabetes, CNS, Infectious diseases, pain & cold and flu and vaccines

## International Markets

- ✓ 2 important **respiratory products** filed in Europe
- ✓ **China** manufacturing plant set-up completed

## Revenues

INR 5,479 Cr ↑ 6% YoY

### Q3 FY22 (Consolidated)

	Actuals (Rs Cr)	vs Q3 FY 21
Total Revenue from Operations	5,479	6%
EBITDA	1,243	-3%
EBITDA % of revenue	22.7%	-210 bps
PAT	729	-3%
PAT % of revenue	13.3%	-118 bps

## R&D

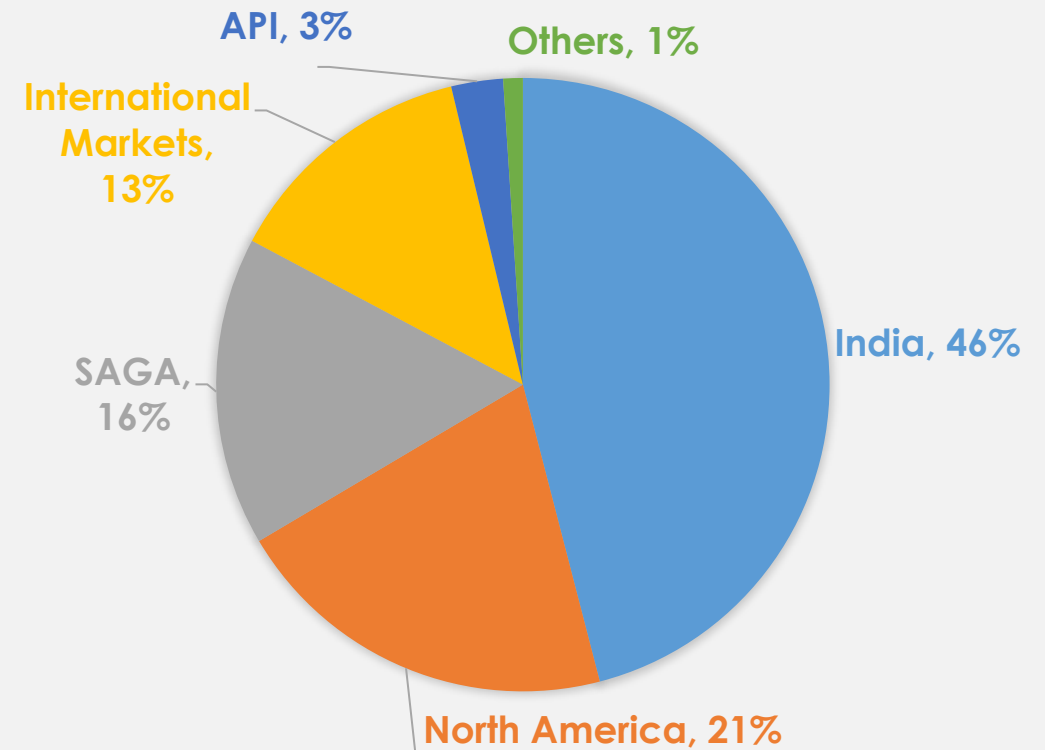
INR 262 Cr

Priority projects spend on track

## EBITDA

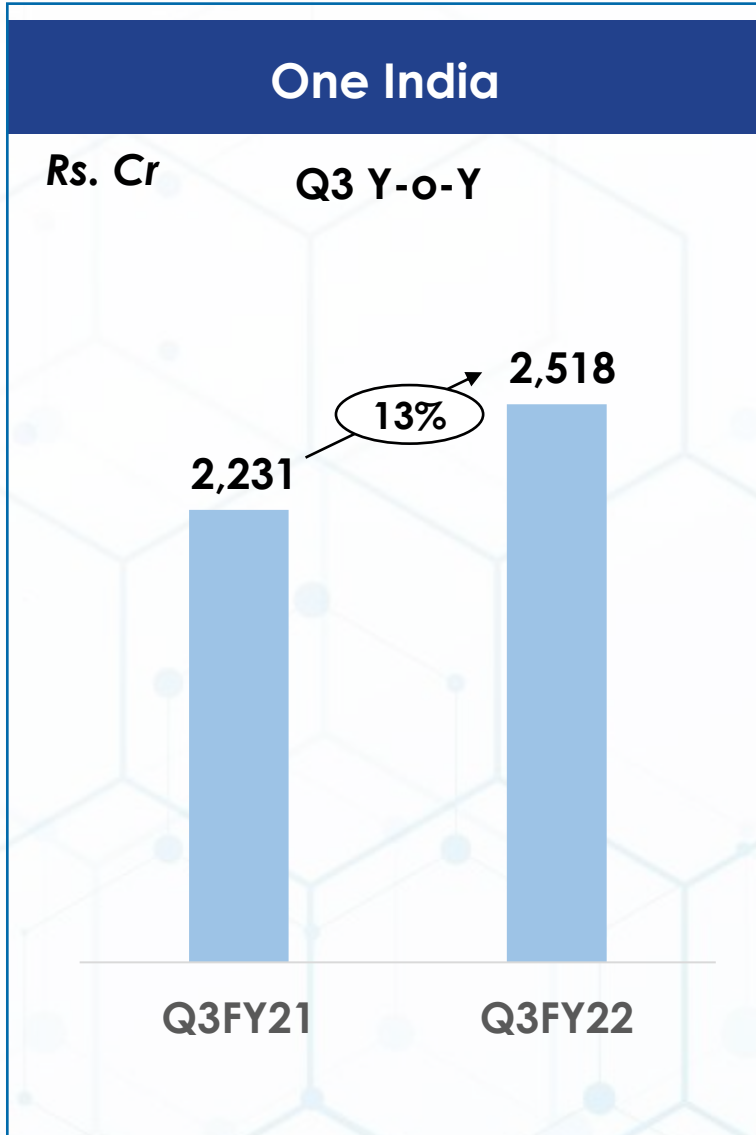
INR 1,243 Cr | 22.7% ↓ 3% YoY

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



1. 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



### Branded prescription business

- ❖ Market beating growth for the 3<sup>rd</sup> consecutive quarter in FY22
- ❖ Sustained traction across therapies in core portfolio
- ❖ Modest contribution from covid therapy portfolio

#3 Overall IPM<sup>2</sup> | 5.3% market share<sup>2</sup>

#2 Chronic IPM<sup>2</sup> | 7.9% market share<sup>2</sup>

#1 Respiratory<sup>2</sup> | 22.6% market share<sup>2</sup>

#1 Urology<sup>2</sup> | 14.4% market share<sup>2</sup>

#5 Cardiology<sup>2</sup> | 5.3% market share<sup>2</sup>

32

Brands launched in 9MFY22

19

Brands in top 300 brands in IPM<sup>2</sup>

18

Brands with revenue > INR 100 Cr<sup>2</sup>



### Trade generics business

- ❖ Strong demand across regions leading to high traction across flagship brands and key therapeutic categories
- ❖ Continued focus on customer engagement for healthy order flows

3

Brands launched in Q3FY22

10

Brands launched in 9MFY22

Launches across Cardio & Diabetic, Thyroid & Derma categories

5

Brands with annualized revenue >INR100 Cr

4

Brands with annualized revenue >INR50 Cr - <INR100 Cr



### Consumer health business

- ❖ Robust traction in anchor brands as well as transitioned brands

**CiplaHealth**  
Improving lives, every day

On sustainable EBITDA trajectory after break-even achieved in H1FY22

1. CHL – Cipla Health Limited | 2. Market data as per IQVIA MAT December 2021



~8% contribution to overall revenues in 9MFY22; Improving consumer health outcomes

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

**OMNIGEL<sup>®</sup>**  
 ↑ **35%** **#1**  
 (9MFY22 YoY growth) Pain Relief Category (Nov-21)

**nicotex** ↑ **9%** **#1**  
 (9MFY22 YoY growth) NRT\* Category (Sept-21)

**Cheston**  
 ↑ **34%**  
 (9MFY22 YoY growth)

**cofsils** ↑ **47%** **#2**  
 (9MFY22 YoY growth) Cough & Cold Category (Nov-21)

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

**prolyte<sup>™</sup> ORS** ↑ **85%**  
 (9MFY22 YoY growth)

**CLOCIP<sup>®</sup>** ↑ **50%**  
 (9MFY22 YoY growth)

**CIPLADINE<sup>®</sup>** ↑ **46%**  
 (9MFY22 YoY growth)

**Maxirich<sup>®</sup>** ↑ **34%**  
 DAILY MULTIVITAMIN (9MFY22 YoY growth)

## Anchor consumer brands in South Africa

**Cipla Actin**  
 ↑ **5%**  
 (9MFY22 YoY growth in ZAR Terms)

**CORYX**  
 ↑ **55%**  
 (9MFY22 YoY growth in ZAR Terms)

**Asthavent**  
 ↑ **13%**  
 (9MFY22 YoY growth in ZAR Terms)

**BRONCOL**  
 ↑ **96%**  
 (9MFY22 YoY growth in ZAR Terms)

**acurate**  
 ↑ **12%**  
 (9MFY22 YoY growth in ZAR Terms)

**Flomist**  
 ↑ **14%**  
 (9MFY22 YoY growth in ZAR Terms)

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

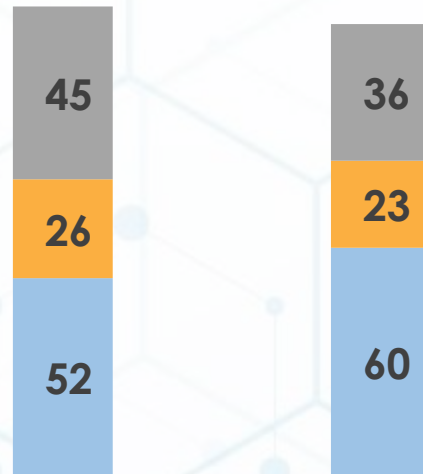
# SAGA<sup>1</sup>: South Africa, Sub-Saharan Africa and Cipla Global Access



## SAGA: -4% Y-o-Y

\$ Mn

Q3 Y-o-Y



Q3FY21

Q3FY22



## South Africa<sup>2</sup>

- ❖ Market beating growth continues in South Africa (SA) private business; tender business performed in-line with expectations
- ❖ Market beating growth in Anti-retroviral (ARV), oncology, respiratory and anti-infectives therapies
- ❖ Largest ARV supplier by volume in SA private market

SA Private market

↑ 16%  
(Q3 YoY growth in ZAR Terms)

9 Brands launched in Q3FY22

38 Brands launched in 9MFY22

7 Brands with revenue > ZAR 100Mn

Market Segment	Market Rank	Market share	Cipla Growth	Market Growth
South Africa private	3	7.2%	9.1%	8.2%
South Africa OTC	3	6.9%	10.1%	10.9%



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

- ❖ **SSA:** Healthy order flow across regions; fastest growing company in Kenya<sup>2</sup>
- ❖ **CGA:** Performance in-line with expectations; strong demand traction continues for TLD

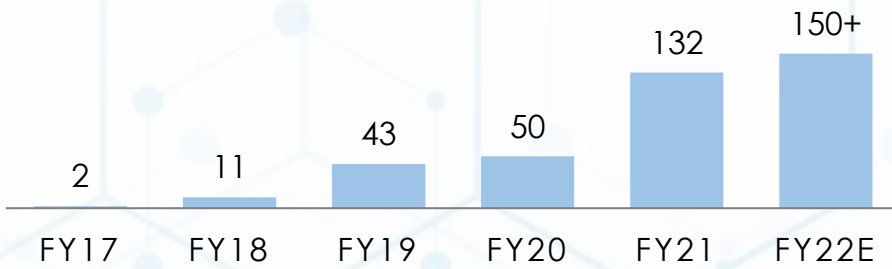
## North America: Continued traction in core formulation portfolio; expands peptide portfolio

### Key Business Highlights



- ❖ Robust momentum in core formulation business; strong traction in respiratory portfolio with YoY growth of 36%<sup>2</sup>
- ❖ **New approval: Lanreotide injection 505 (b)(2)**; expands peptide portfolio
- ❖ Focus continues on limited competition complex launches

### Revenue from Respiratory products \$Mn<sup>2</sup>



15.9%

Albuterol Total market share<sup>1</sup>

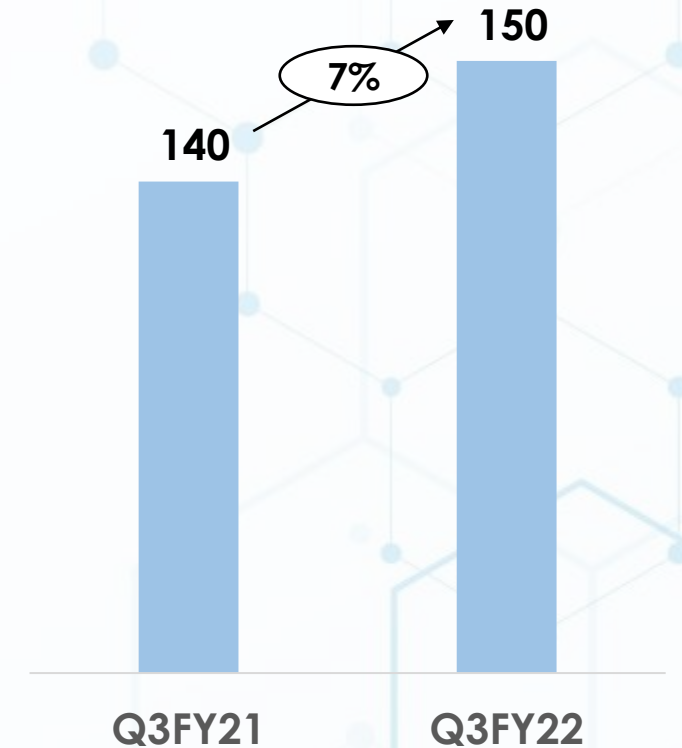
26.8%

Arformoterol Total market share<sup>1</sup>

### North America

\$ Mn

Q3 Y-o-Y



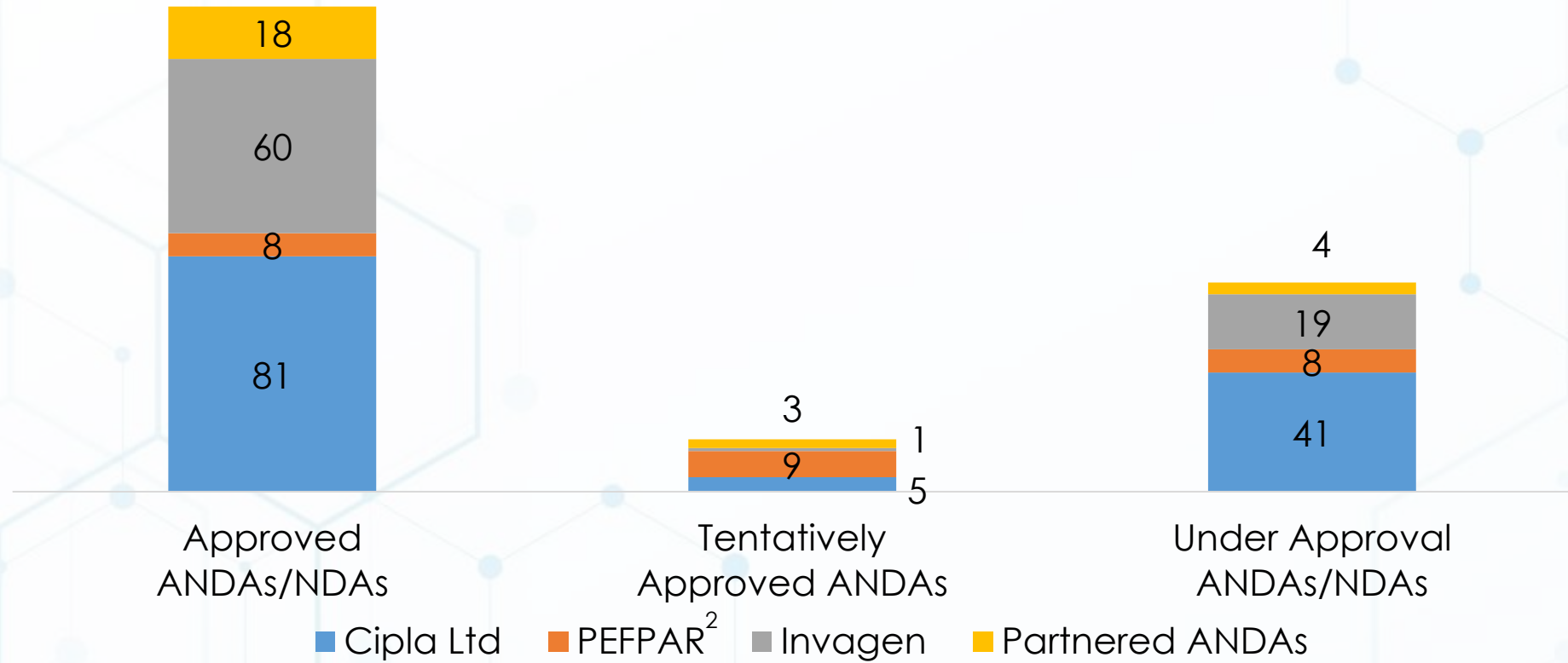
### Pipeline update

- ❖ Focus continues on respiratory asset pipeline; working with USFDA on **gAdvair**

# ANDA & NDA<sup>1</sup> Portfolio & Pipeline (As on 31<sup>st</sup> December 2021)



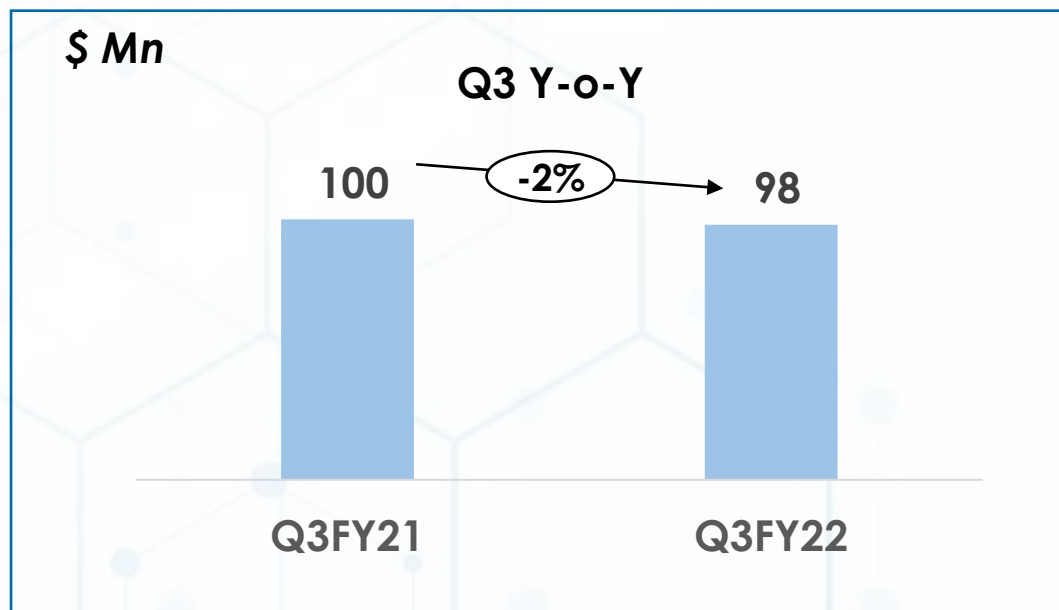
**Total ANDAs & NDAs**      **167**      **+**      **18**      **+**      **72**      **=**      **257**



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

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

### International Markets



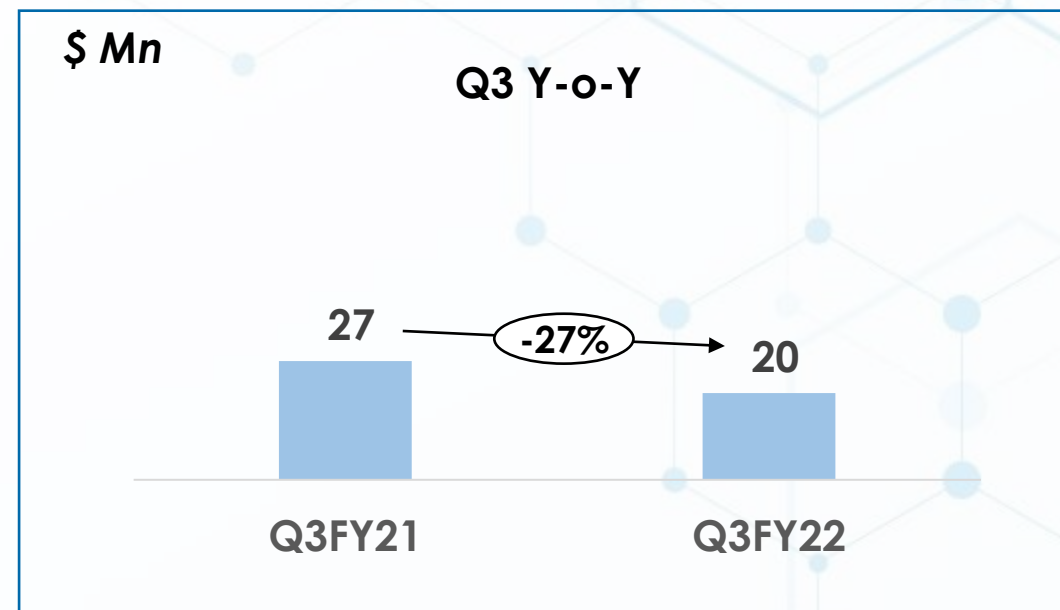
### Key Business Highlights



- ❖ Maintained scale supported by strong DTM<sup>1</sup> growth across geographies; steady double digit growth in secondary terms during the quarter
- ❖ 2 respiratory products filed in Europe

1. DTM – Direct to market

### API



### Key Business Highlights



- ❖ Performance attributed to momentary slowdown in orders from developed markets
- ❖ Traction in orders from emerging markets; medium-term orderbook robust
- ❖ Continued traction with global seedings & lock-ins



# In FY22, we delivered strong progress on our strategic priorities for FY25

	FY25 targets	YTD FY22 progress
 <p>Expanding lung leadership globally and maximising value opportunity in US complex generics</p>	Incremental opportunity to add \$300Mn-\$500Mn by FY25	Launch & scale-up in respiratory assets Albuterol & Arfomoterol; Peptide portfolio unlocking
 <p>Maintain market-beating growth in large branded and unbranded generic franchises of India &amp; South Africa; augment consumer wellness franchise</p>	Market-beating growth in India & South Africa and 10% share of consumer business	Continued market beating performance in India & SA; share of consumer business ~8%
 <p>Focused DTMs<sup>1</sup> and new frontier markets (China &amp; Brazil) for organic growth in Europe and Emerging markets; expanding biosimilar partnerships in key markets</p>	Drive sustainable growth through organic and inorganic levers	Tracking annualized revenue of \$400Mn+
 <p>Leverage digital capabilities to deliver transformative business and patient outcomes in the new normal</p>	Digital patient care continuum	Continued rigor on creating industry leading digital initiatives
 <p>Focus on regulatory compliance across manufacturing locations and embrace best-in class globally benchmarked ESG<sup>2</sup> practices</p>	Global benchmark for quality compliance & ESG	Inclusion in Dow Jones Sustainability Emerging Markets Index
 <p>Consistent upward RoIC<sup>3</sup> trajectory over the long term</p>	RoIC expansion to 17%-20% over the long term	Trailing 12-month (Dec-21) RoIC at 21.2%

1. DTM – Direct to market | 2. Environmental, Social, Governance | 3. Return on Invested Capital (RoIC) = EBITDA - depreciation & amortization ÷ Average [(Fixed assets including goodwill + Current liabilities excluding current tax liabilities) / (Equity + Debt)]



# Cipla

## Thank You

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