

13<sup>th</sup> May, 2025

- |   |   |
|---|---|
| <p>(1) BSE Limited<br/>Listing Department<br/>Phiroze Jeejeebhoy Towers,<br/>Dalal Street,<br/>Mumbai 400 001<br/><b>Scrip Code: 500087</b></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<br/><b>Scrip Code: CIPLA EQ</b></p> |
| <p>(3) SOCIETE DE LA BOURSE DE LUXEMBOURG<br/>Societe Anonyme<br/>35A Boulevard Joseph II,<br/>L-1840 Luxembourg</p>                            |   |

**Sub: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation dated 13<sup>th</sup> May, 2025.

This will also be available on the Company's website at [www.cipla.com](http://www.cipla.com) in the Investors Section.

Kindly take the above information on record.

Thanking you,

Yours faithfully,  
For **Cipla Limited**

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

Encl: As above

Prepared by: Pavankumar Yadav



# Cipla

## Investor Presentation

Q4FY25

13-05-2025

# 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, pandemic 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.

# Robust Performance across Geographies; Financial Metrics Show continued Improvement<sup>1</sup>



	Revenue	EBITDA	PAT
Q4FY25	INR 6,730 Cr  9% (YoY)	INR 1,538 Cr  17% 150 bps (YoY)	INR 1,222 Cr  30% 292 bps (YoY)
FY25	INR 27,548 Cr  8% (YoY)	INR 7,128 Cr  14% 139 bps (YoY)	INR 5,273 Cr  28% 301 bps (YoY)

## Business Performance Snapshot

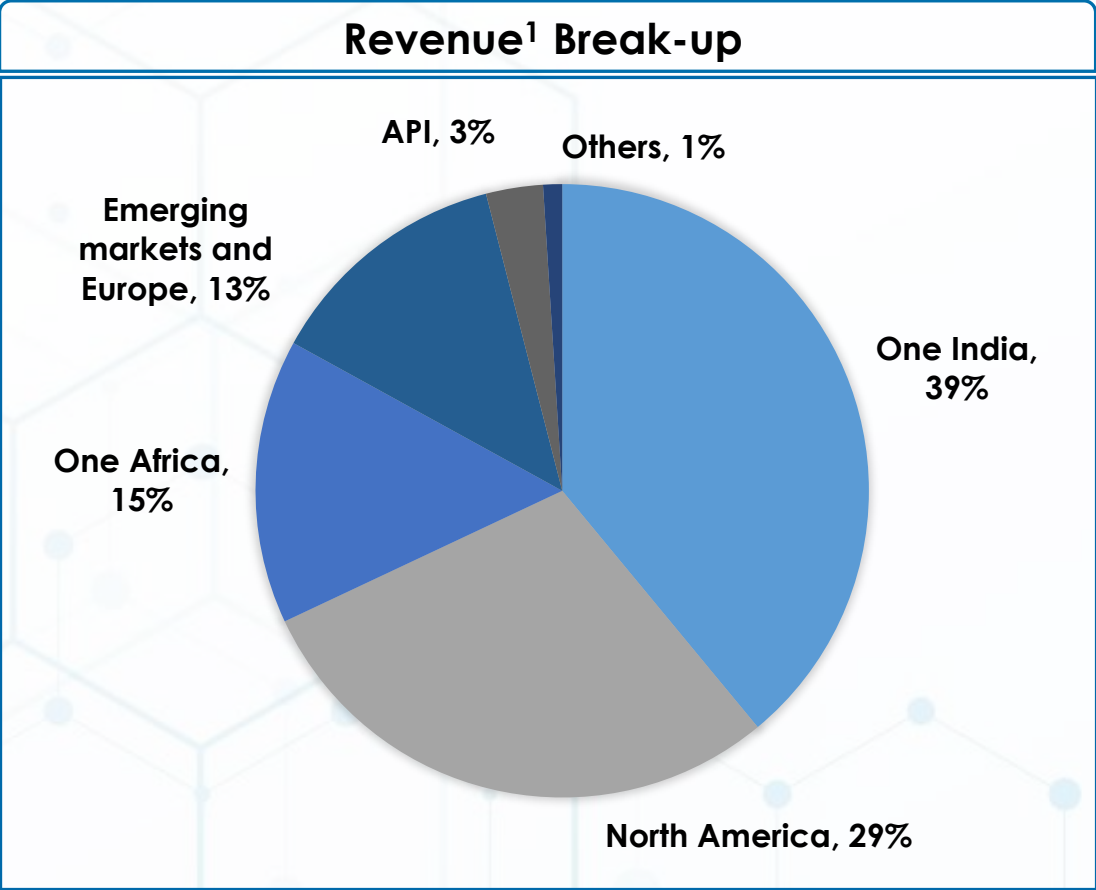
	One India	North America	One Africa	Emerging Markets & Europe
Q4FY25	INR 2,622 Cr  8% (YoY)	\$ 221 Mn  -2% (YoY)	\$ 118 Mn  15% (YoY)	\$ 103 Mn  16% (YoY)
FY25	INR 11,615 Cr  7% (YoY) <i>Foracort surpassed the INR 900 Cr revenue mark<sup>2</sup></i>	\$ 934 Mn  3% (YoY) <i>Received drug approval for Nilotinib (NDA) and Nano Paclitaxel (ANDA)</i>	\$ 452 Mn  12% (YoY) <i>SA private Growing at a market<sup>3</sup> growth multiple 1.4x</i>	\$ 390 Mn  15% (YoY) <i>Revitalizing growth after an extended standstill</i>

1. Ex-QCIL; Divested in Q3FY24 | 2. Market data IQVIA MAT Mar'25 | 3. Market data IQVIA MAT Feb'25

# Financial Performance : Q4FY25

Revenues

INR 6,730 Cr



EBITDA

INR 1,538 Cr

Q4FY25 (Consolidated)		
	Q4FY25 (INR Cr)	vs Q4FY24
Total Revenue from Operations	6,730	9.2%
EBITDA	1,538	16.8%
EBITDA %	22.8%	150 bps
PAT	1,222	30.1%
PAT %	18.2%	292 bps

R&D<sup>2</sup> INR 426 Cr | 6.3% of revenue

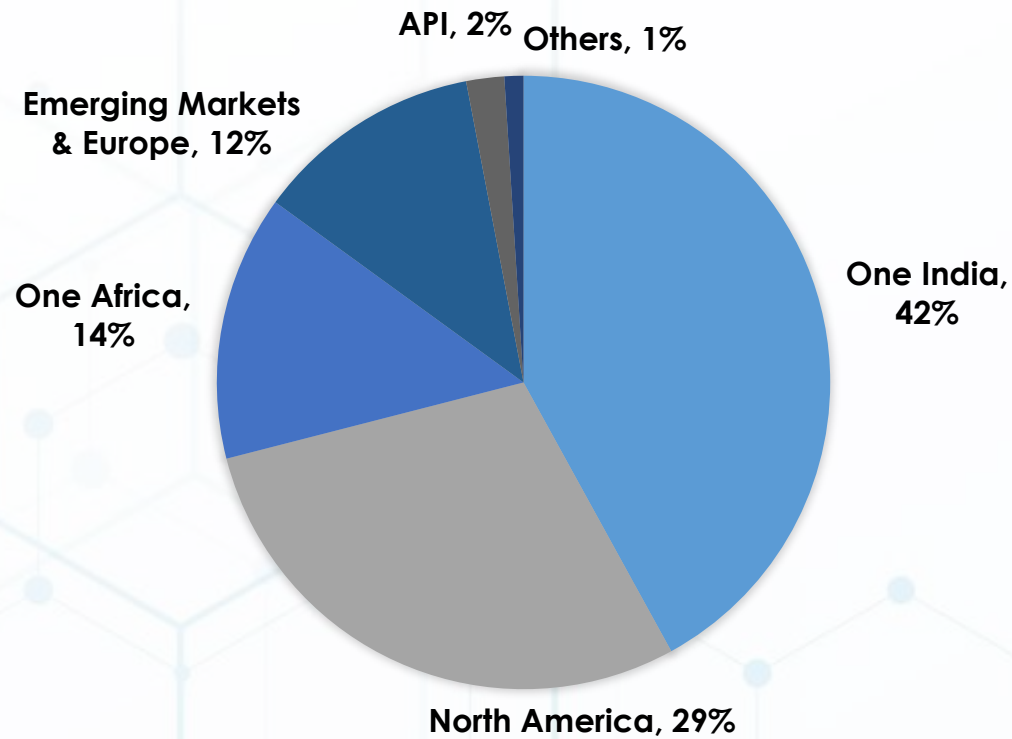
1. India includes Rx + Gx + CHL; One Africa - South Africa, North Africa, Sub-Saharan Africa (SSA) and Cipla Global Access (CGA); | 2. Opex including depreciation

# Financial Performance<sup>2</sup> : FY25

## Revenues

INR 27,548 Cr

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



## EBITDA

INR 7,128 Cr

### FY25 (Consolidated)

	FY 25 (INR Cr)	vs FY24
Total Revenue from Operations	27,548	8.2%
EBITDA	7,128	14.4%
EBITDA %	25.9%	139 bps
PAT	5,273	28.4%
PAT %	19.1%	301 bps

**R&D<sup>3</sup> INR 1,524 Cr | 5.5% of revenue**

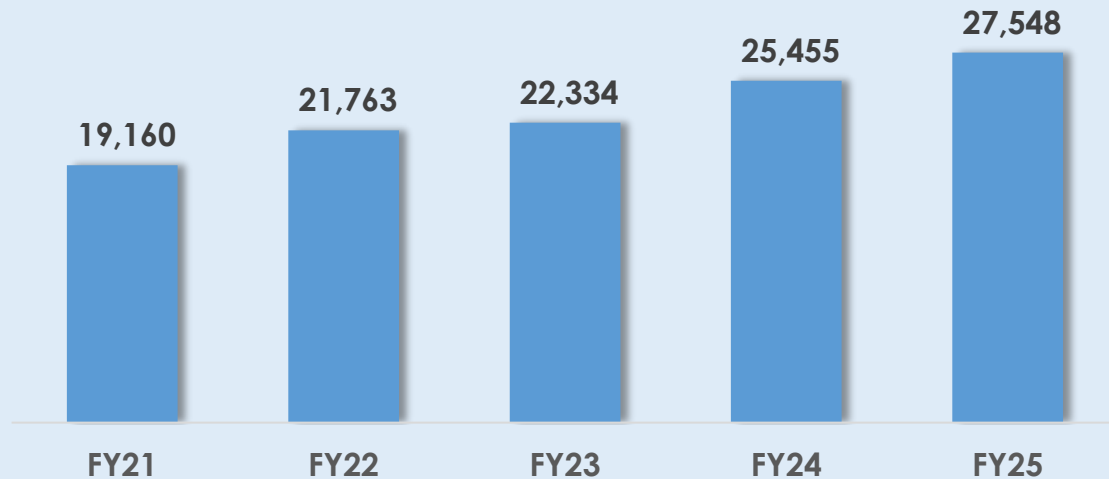


# Strategic Focus Driving Steady Expansion<sup>1</sup>

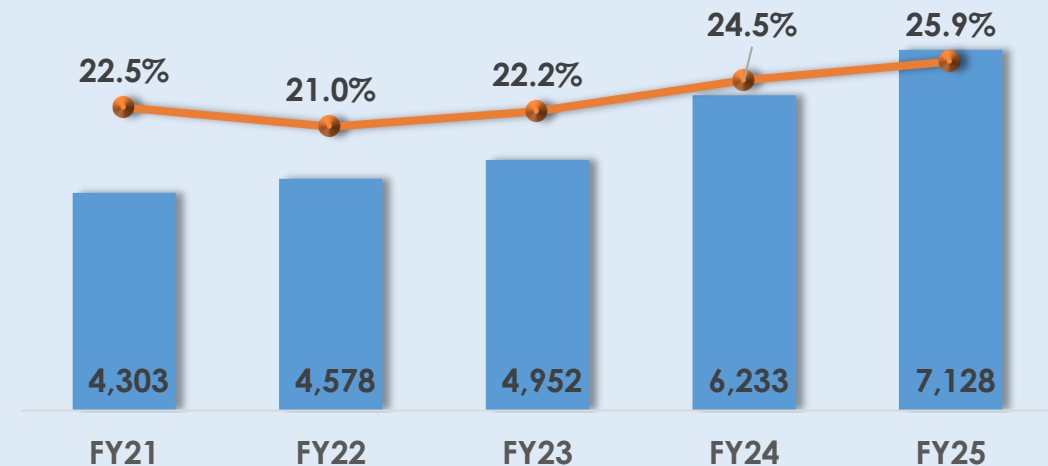
INR Cr

**Cipla**

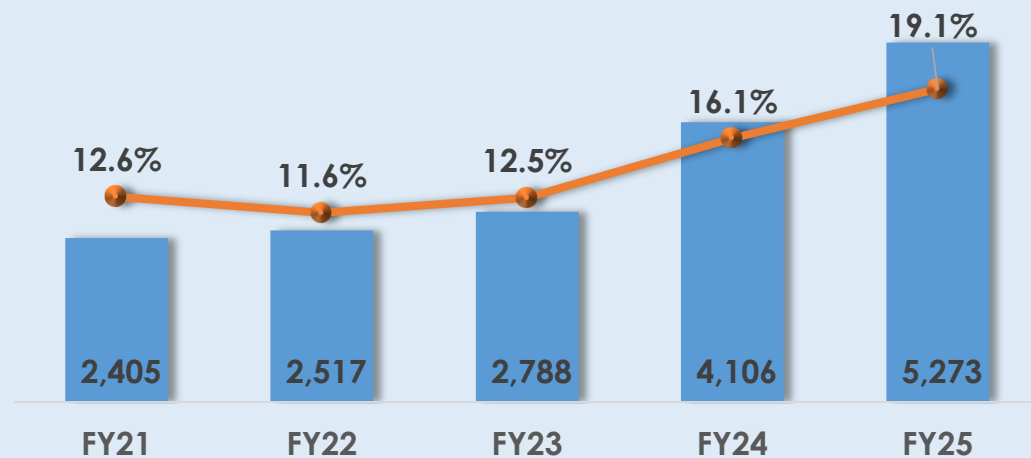
## Revenue



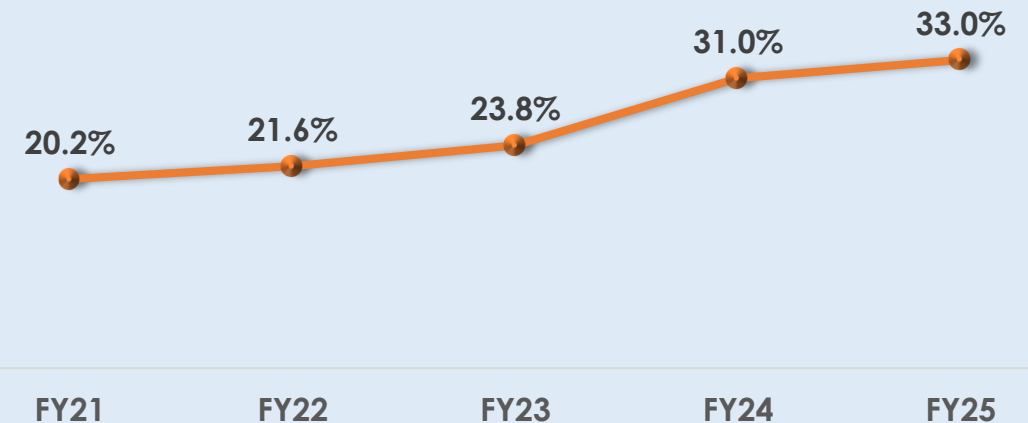
## EBITDA



## PAT



## ROIC



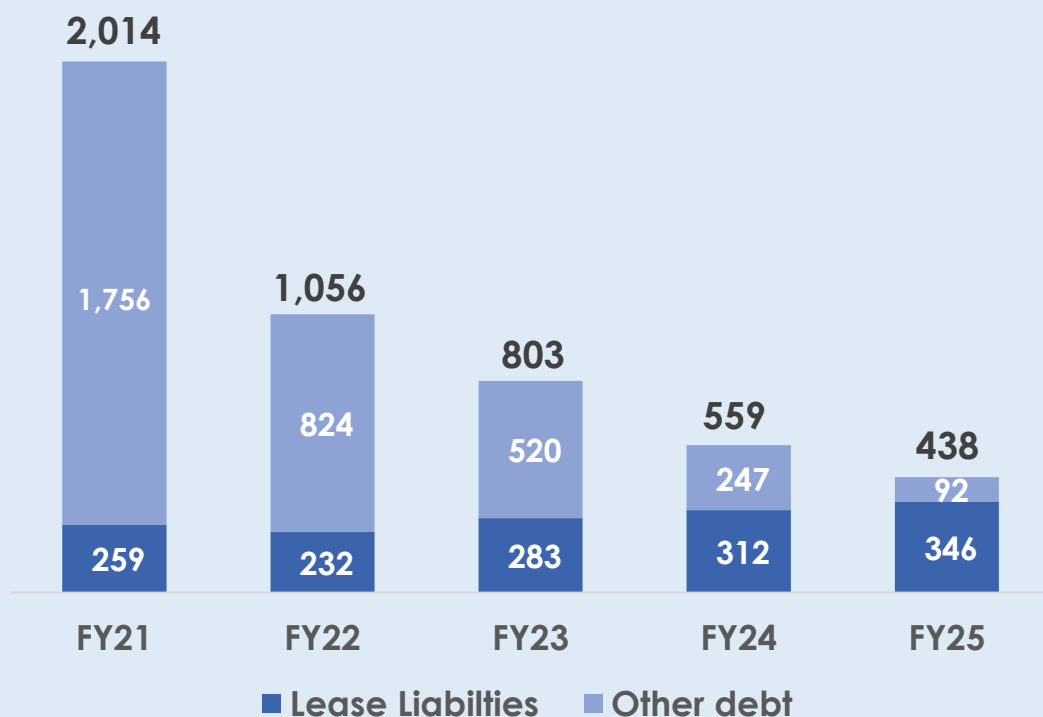
1. FY24 and FY23 are Ex-QCIL

# Strong Net-Cash : Assembling Resources to Fuel Growth Investments; \$ 1 Bn+ Net Cash Position in our Balance Sheet



INR Cr

## Total Debt



## Total Cash<sup>1</sup>



1. Cash & cash equivalents includes current investments, fixed deposits, margin deposits and excluding unclaimed dividend balances



One India Business

**FY25 Revenue**

**INR 11,615 Cr**

**3-year CAGR<sup>2</sup>**

**↑ 10%**

**Q4FY25 Revenue**

**INR 2,622 Cr**

**3-year CAGR**

**↑ 10%**



**Branded Prescription**

- ❖ Cipla maintained #2 rank in overall Chronic with improved Chronic mix <sup>3</sup> of 61.5%
- ❖ Launched the key brands - Empagliflozin, Foracort G and Indaflo during the year
- ❖ Key Chronic therapies of Respiratory, Cardiac and Urology outpacing the market<sup>3</sup> growth



**Trade Generics**

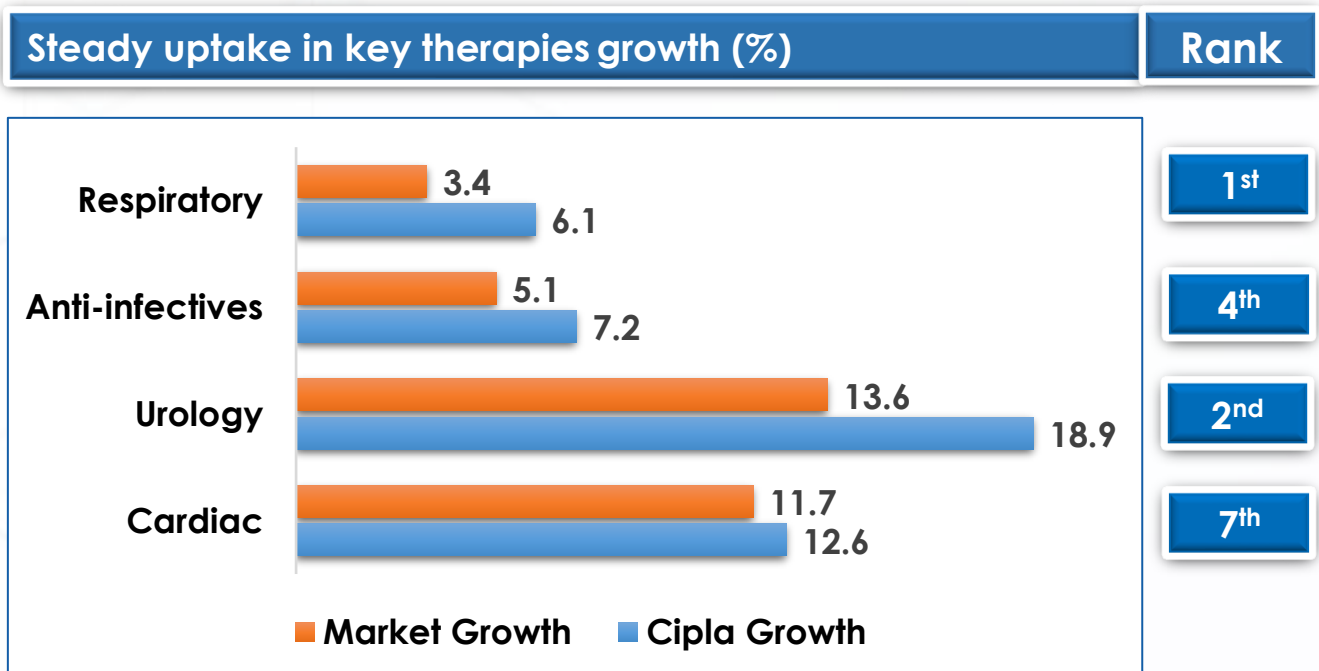
- ❖ Successfully implemented the change in distribution model and back to growth trajectory
- ❖ 2 Brands with TTM revenue of > INR 100 Cr and 5 Brands with TTM revenue of INR 50 Cr to INR 100 Cr
- ❖ 19 new launches in FY25



**Consumer Health**

- ❖ Delivered a robust double-digit growth with anchor & transitioned brands continuing to grow bigger
- ❖ Sustained EBITDA margin trajectory
- ❖ Nicotex<sup>4</sup>, Omnigel<sup>5</sup> and Cipladine<sup>5</sup> ranked #1 in the market

# India Branded Prescription<sup>1</sup> – Advancing with Strategic Precision



Largest pharma company by Volume (units) in IPM

Foracort became the 1<sup>st</sup> brand to cross INR 900 Cr in the history of IPM

Other Chronic therapies like Cardiac, Diabetes and Urology are growing faster than the market<sup>2</sup>

## Key market highlights

Foracort

Continued to be the #1 brand in IPM

23 Brands

IPM Brands in Top 300 ranks

26 Brands

IPM Brands with revenue >INR 100 Cr

6 Therapies

With IPM Top 5 ranks

## Cipla's Strategic Alliances: Accelerating Inorganic Growth

### Top deals during the year



Partnered with Orchid pharma to launch antibiotic Cefepime-Enmetazobactam in India



Non-exclusive patent license agreement with Takeda to commercialize Vonoprazan drug in India



Signed multi-regional licensing deal with Formosa Pharma for Clobetasol Suspension

### Upcoming innovative launches



Exclusive marketing and distribution agreement with US-based MannKind Corporation for Afrezza® in India



Cipla strengthens fight against AMR, secures approval to introduce ZEMDRI® (plazomicin) injection in India

### Top In-licensed Brands in Existing portfolio

Humalog

Galvus

Frisium

Trulicity

Avastin

Scapho



#1

India's largest trade generic business



5,500+  
Stockiest Network  
150,000+  
Chemist coverage



15,000+  
Pin codes serviced  
400+  
Retail field team (RTF)

## Big brands bigger

2 Brands with revenue  
> INR 100 Cr



पेन्टोसेक

5 Brands with revenue INR 50 Cr  
- INR 100 Cr



## Key New Launches





# FY25: Global Consumer Wellness Franchise Creating Market-Leading Brands

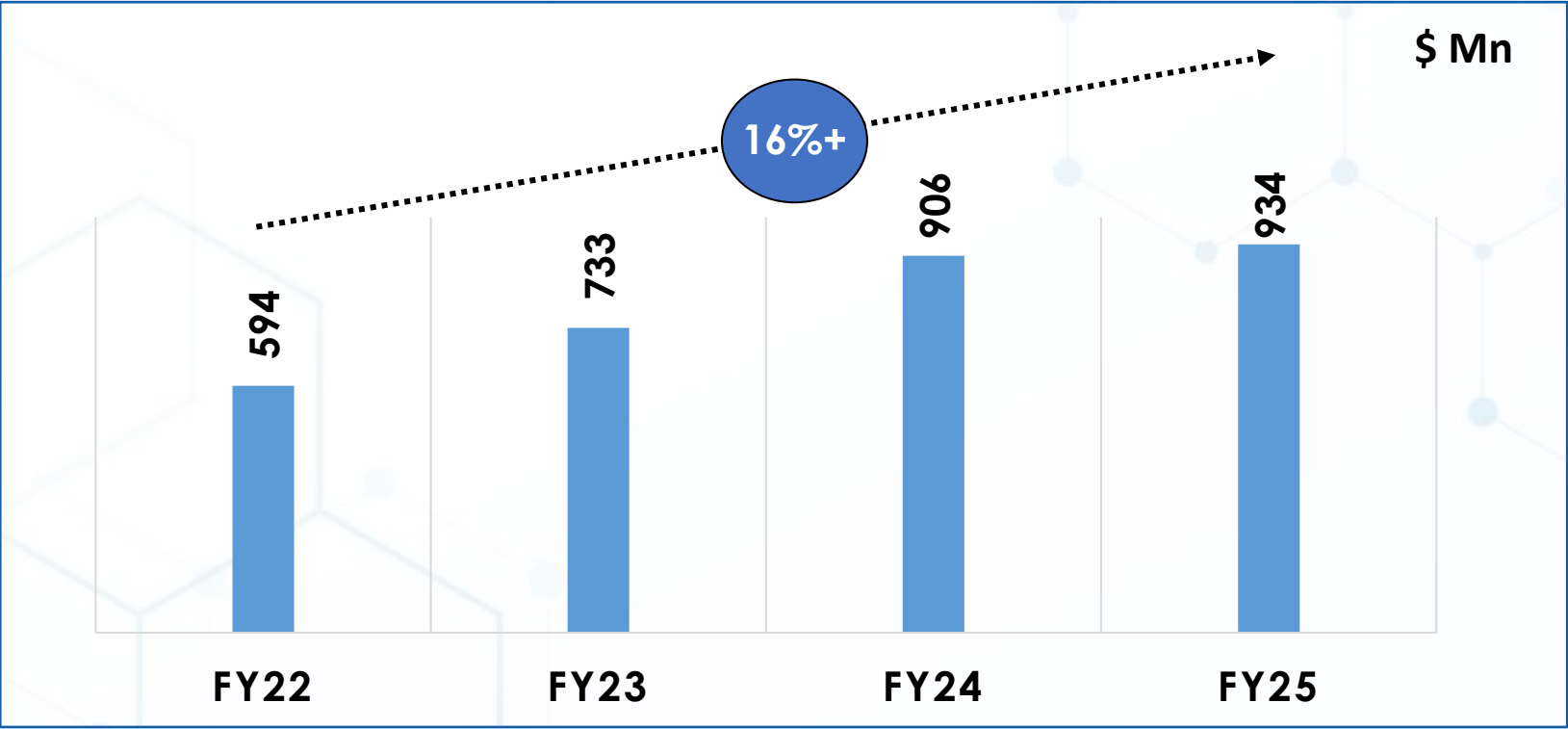
## One India : Revenue INR ~1,400+ Cr (12M FY25)

 <p><b>OMNIGEL<sup>®</sup></b> <sup>2</sup></p> <p>Pain relief</p> <p><b>INR 240+ Cr</b></p>	 <p><b>prolyte<sup>™</sup> ORS</b> <sup>2</sup></p> <p>Hydration</p> <p><b>INR 210+ Cr</b></p>	 <p><b>nicotex</b> <sup>1</sup></p> <p>Nicotine Replacement</p> <p><b>INR 160+ Cr</b></p>	 <p><b>CIPLADINE<sup>®</sup></b> <sup>2</sup></p> <p>Skin infection</p> <p><b>INR 110+ Cr</b></p>	 <p><b>cofsils</b> <sup>2</sup></p> <p>Cold &amp; cough</p> <p><b>INR 100+ Cr</b></p>
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## South Africa : Revenue ZAR ~1,600+ Mn (12M FY25)

<p><b>Cipla Actin</b></p> <p>Respi OTC</p> <p><b>ZAR 130+ Mn</b></p>	<p><b>BRONCOL</b></p> <p>Cough, cold &amp; flu</p> <p><b>ZAR 90+ Mn</b></p>	<p><b>CORYX</b></p> <p>Cough, cold &amp; flu</p> <p><b>ZAR 90+ Mn</b></p>	 <p><b>acurate</b> <sup>20 tablets</sup></p> <p>Pain management</p> <p><b>ZAR 80+ Mn</b></p>	<p><b>ASTHAVENT</b></p> <p>Metered-dose inhaler</p> <p>Respi OTC</p> <p><b>ZAR 80+ Mn</b></p>
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North America: Experienced Sustained Momentum in Key Differentiated Assets



Key generic drug approvals during the year

Lanreotide Injection - 120mg (ANDA)

May-24

Nilotinib Capsules - 50, 150 and 200 mg (NDA)

Feb-25

Nano Paclitaxel - 100 mg/vial (ANDA)

Apr-25



## Pipeline progress

### Respiratory Pipeline

- 6 assets filed (launches expected in line with the review process)
- 4 assets to be filed over next 12-18 months

### Peptides & Complex generics

- 9 assets filed (Some of these launches are expected in FY26-FY28)
- 10 assets to be filed over next 12-24 months

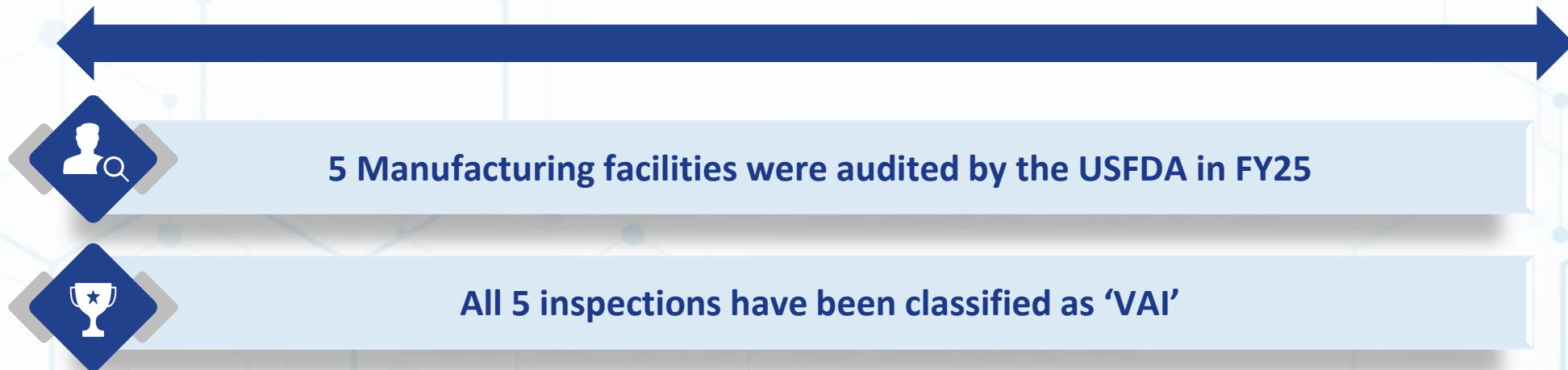
### Oligo / 505(b)(2) Differentiated products

- 2 505(b)(2) assets launches expected in 2-3 years
- 2 Oligonucleotides & 5 505(b)(2) assets to be filed over next 12-24 months
- 2 Global Biosimilar asset in early stage of development

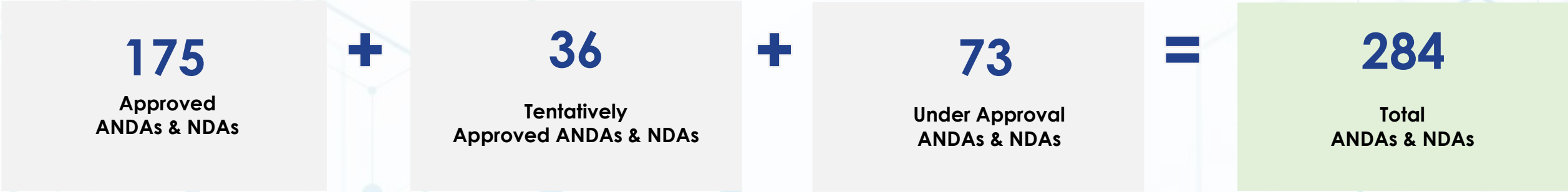
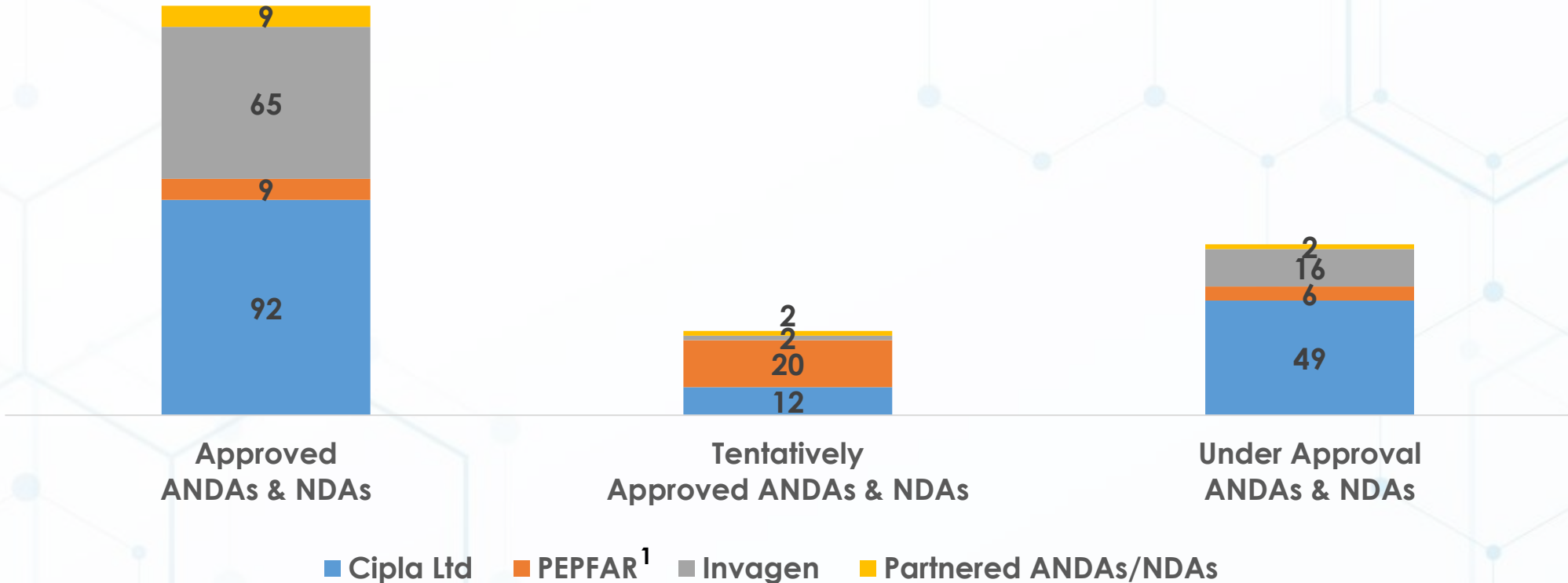




# Upholding Quality and Compliance Across Manufacturing Facilities

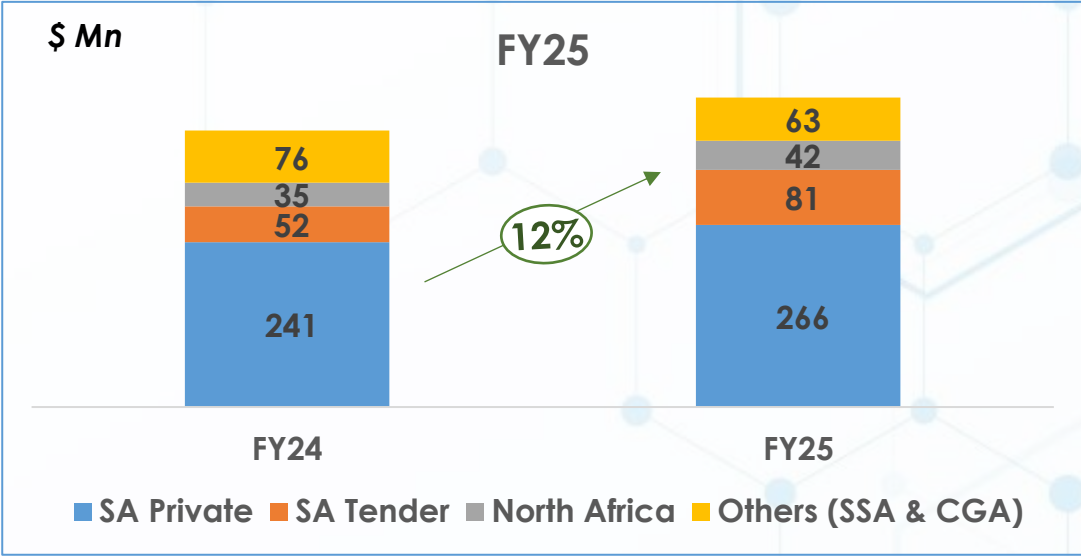
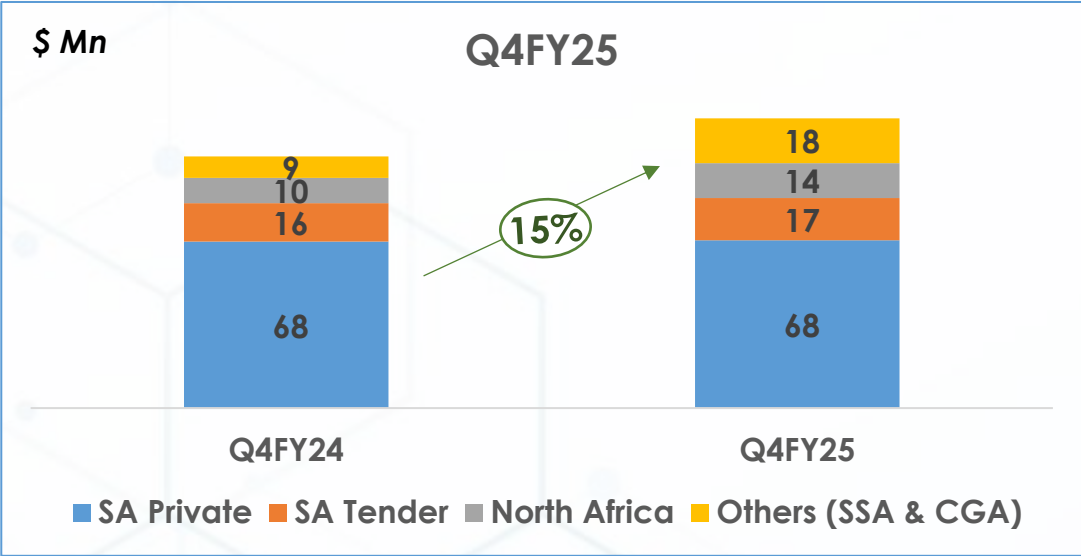


# ANDA & NDA Portfolio & Pipeline (As on 31st March 2025)



1. PEPFAR approved ANDAs can be commercialised in US

# One Africa<sup>1</sup> : Continued Progress on Scaling-up Journey



Market Segment <sup>2</sup>	Rank	Share	Cipla Growth	Market Growth
South Africa Prescription	2	8.7%	8.3%	5.6%
South Africa OTC	3	8.4%	3.9%	3.8%
South Africa Overall	3	8.6%	6.7%	4.9%

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

- Healthy performance across key therapies like Respiratory, CNS and Anti-infectives
- 9 brands with MAT revenue > 100 Mn ZAR
- Highest number of brands in top 30 (7), top 50 (12) and top 100 (20) within generics segment

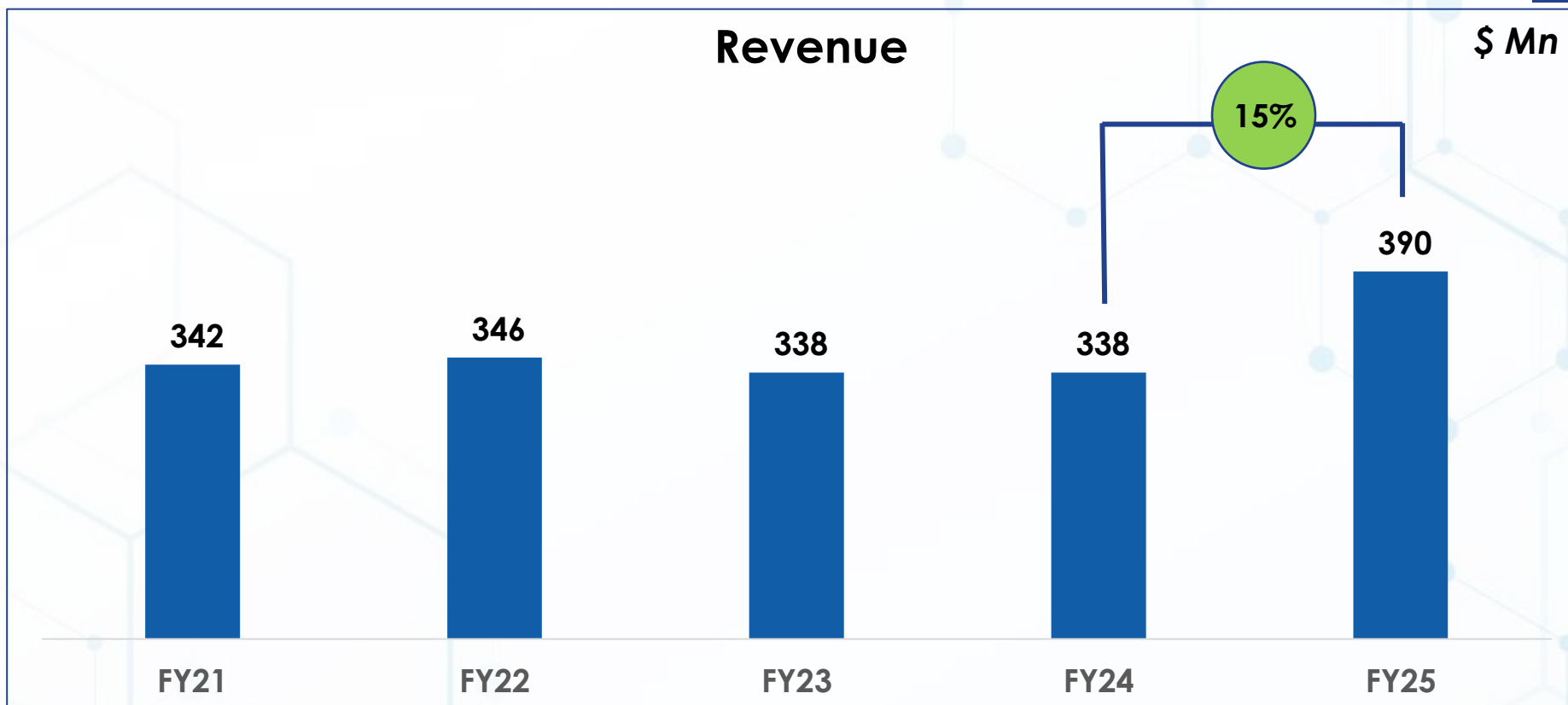
**1.4x Market<sup>2</sup> growth multiple**

**18 new launches**

Across multiple therapies in FY25







1. One Africa - South Africa, North Africa, Sub-Saharan Africa (SSA) and Cipla Global Access (CGA); numbers are Ex-QCIL | 2. Market data as per IQVIA MAT Feb'25



# Emerging Markets & Europe: Building Bolder Presence across Key Markets & Augmenting Core Capabilities



## Growth Drivers

- Driving **operational excellence** by demand/Supply & product issue resolution
- **Commercial excellence in DTM markets** through Sales Force Effectiveness, Marketing and digital initiatives through patient-centric approach
- **Portfolio and Partnerships:** Enhanced focus on Portfolio, Pipeline & Deep markets; Strategic partnerships across B2B markets along with business de-risking in volatile geographies.

Progress on ESG Goals	
	<b>Achieved water neutrality in FY 25</b> against the target timeline of Dec 25. <i>(Independent assurance underway)</i>
	<b>50%</b> of water recycled as percentage of water withdrawal
	<b>36% reduction in absolute scope 1* and scope 2</b> GHG emission compared to FY24
	<b>59%</b> electricity consumed through Renewable sources
	Received 75837 iRECs, equivalent to 75837 MWh electricity, from 100 MWp Solar project (in alliance with Juniper Green Cosmic Pvt. Ltd).
	Manufacturing operations (36 units & R&D Centre) are Zero waste to landfill certified.

Sustainability ratings	
	
<b>CDP Climate :</b>	<b>B-</b> (2023) → <b>B</b> (2024)
<b>CDP Water :</b>	<b>First time disclosure</b> → <b>B</b> (2024)
	
<b>Ecovadis score :</b>	<b>50</b> (2023) → <b>56</b> (2024)

Note: Boundary for sustainability data is India Manufacturing operations | \*Scope 1 energy based

## Profit and Loss Statement Summary (Reported)

INR Cr

Particulars	Q4 FY25	FY25
Revenue from sale of products	6,598	27,145
Other operating income	132	402
<b>Income from operations</b>	<b>6,730</b>	<b>27,548</b>
Material cost	2,189	8,929
Employee benefits expense	1,233	4,833
Other expenses	1,770	6,658
<b>Total expenses</b>	<b>5,192</b>	<b>20,420</b>
Finance costs	14	62
Depreciation, impairment and amortisation expense	309	1,107
Other income	289	862
<b>Profit before exceptional items and tax</b>	<b>1,504</b>	<b>6,821</b>
Exceptional Items	-	-
<b>Profit before tax</b>	<b>1,504</b>	<b>6,821</b>
Tax expenses	279	1,530
Share of associate	-11	-22
<b>Profit for the period</b>	<b>1,214</b>	<b>5,269</b>
Non-controlling interest	-8	-3
<b>Profit for the period attributable to shareholders</b>	<b>1,222</b>	<b>5,273</b>



## Balance Sheet Summary (Reported)

INR Cr

**Cipla**

Particulars	Mar-25	Mar-24
Net Tangible Assets	6,586	6,047
Goodwill & Intangibles	4,986	4,713
Investments	640	642
Other non-current assets	576	406
Advance tax assets (net)	411	442
Deferred tax assets (net)	591	403
Inventories	5,642	5,238
Cash and Cash Equivalents*	10,807	8,267
Trade receivable	5,506	4,771
Other Current Assets	1,471	1,533
Held for sale (net)	40	49
<b>Total assets</b>	<b>37,257</b>	<b>32,511</b>
Equity	31,193	26,706
Non-controlling interest	96	96
Borrowings	92	247
Lease Liabilities	346	312
Other non-current liabilities	159	130
Provisions	1,865	1,741
Trade Payable	2,837	2,474
Other liabilities	667	804
<b>Total equity and liabilities</b>	<b>37,257</b>	<b>32,511</b>

\* Cash & cash equivalents include current investments, fixed deposits, margin deposits and excluding unclaimed dividend balances





# Cipla

## Thank You

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### Diksha Maheshwari

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For more information, please visit

[www.cipla.com](http://www.cipla.com)