

Cipla announces Q4 and FY23 results

**Base revenue grows at 11% driven by steady performance in India and US
Core profitability expands by 100bps**

	Income from Operations	EBITDA Margin	Adjusted PAT ²
FY:	INR 22,753 Cr ↑ 5% 11% ¹	INR 5,027 Cr 22.1% ~23% ¹	INR 2,984 Cr 13.1%
Q4:	INR 5,739 Cr ↑ 9%	INR 1,174 Cr 20.5%	INR 708 Cr 12.3%

1. Growth adjusted for Covid in last year base. 2. Adjusted for one time impairment on account of divestment of certain non-core assets in Africa and Middle East

Mumbai, May 12, 2023: Cipla Limited (BSE: 500087, NSE: CIPLA) today announced its audited consolidated financial results for quarter ended March 31st, 2023.

Key highlights for the quarter

- **One-India:** Robust growth across branded prescription, trade generics and consumer health over last year; 16% YoY growth adjusted for covid.
- **US business:** Reported highest ever revenue of \$204Mn and 27% YoY growth driven by expansion in market share of key launches.
- **SAGA:** Overall SAGA region faced headwinds earlier this year due to supply challenges, however, business has picked up in private market with QoQ growth of 5% in ZAR terms.
- **R&D investments** stands at INR 371 crores or 6.5 % of sales; Higher by 15% YoY driven by continued progress of clinical trials on key pipeline assets.

"I am pleased to share that we continue to make significant progress across our focused markets. In FY23, we recorded highest ever revenue with EBITDA crossing INR 5,000 Cr for the first time. Our One-India business continued the double-digit trajectory growing at 13% ex-Covid during the year led by branded prescription and sustained growth across our acute and chronic therapies. Our continued focus on differentiated portfolio has strengthened our US business which posted highest ever quarterly revenue at \$ 204 Mn and \$ 733 Mn for FY23. Adjusting for covid, our core operating profitability continues to be strong at ~23% expanding by 100 bps over last year. We are excited for the upcoming year, where we look forward to deepening our leadership in branded markets and expanding our differentiated pipeline in the US."

Umang Vohra
MD and Global CEO, Cipla Ltd

For Queries Contact:

Corporate Communications
Heena Kanal
CorpComm@cipla.com

Investor Relations
Naveen Bansal
Investor.Relations@cipla.com

Cipla Ltd.
Cipla House,
Peninsula Business Park,
Ganpatrao Kadam Marg,
Lower Parel, Mumbai-400013

ONE-INDIA

- ❖ **One India business** grew 16%¹ YoY across branded prescription, trade generics and consumer health.
 - **Branded prescription business:** Sustained momentum across therapies in core portfolio; Healthy market share and ranks across therapies.
 - **Trade generic business:** Strong demand for flagship brands in key therapeutic categories; Continued focus on customer engagement & 50+ new launches.
 - **Consumer health:** Robust traction in anchor brands as well as transitioned brands; Revenue already tracking at INR 1000 Cr+ with improved profitability including transitioned brands.

1. Adjusted for covid

SAGA - SOUTH AFRICA, SUB-SAHARAN AFRICA AND GLOBAL ACCESS

- ❖ SA private continues to grow at 3 Yr CAGR of 8.9% vs Market growth at 4.4% as per IQVIA.
- ❖ Continue to maintain leadership positions in key therapy areas along with 30+ new launches in FY23.

NORTH AMERICA

- ❖ Highest ever US core formulation revenue of \$ 204 Mn; 27% YoY growth.
- ❖ Robust momentum in differentiated portfolio; Lanreotide market share now at 17%.
- ❖ Focus continues on limited competition launches.

INTERNATIONAL MARKETS (EMERGING MARKETS & EUROPE)

- ❖ \$ revenue impacted by currency volatility.
- ❖ Strong momentum continues across focused DTMs; double-digit growth in secondary terms.

CONSOLIDATED PROFIT & LOSS STATEMENT

In INR Cr	Q4FY23	Q4FY22	Y-o-Y Growth	FY23	FY22	Y-o-Y Growth
Total Revenue from Operations	5,739	5,260	9%	22,753	21,763	5%
EBITDA	1,174	763	54%	5,027	4,578	10%
% of Income from Operations	20.5%	14.5%	596bps	22.1%	21.0%	106bps
PAT	526	362	45%	2,802	2,517	11%
% of Income from Operations	9.2%	6.9%	228bps	12.3%	11.6%	75bps
Adjusted PAT[^]	708	420	69%	2,984	2,699	11%
% of Income from Operations	12.3%	8.0%	436bps	13.1%	12.4%	72bps

[^] Adjusted for one time impairment on account of divestment of certain non-core assets in Africa and Middle East

BUSINESS-WISE SALES PERFORMANCE^{\$}

Business (In INR Cr.)	Q4FY23	Q4FY22	Y-o-Y Growth	FY23	FY22	Y-o-Y Growth
India (Rx + Gx + CHL)	2,259	2,183	3%	9,869	9,828	0.4%
North America	1,677	1,209	39%	5,909	4,431	33%
SAGA#	832	953	-13%	3,166	3,677	-14%
<i>South Africa</i>	619	664	-7%	2,335	2,633	-11%
International Markets*	784	732	7%	3,028	2,874	5%
API	134	137	-3%	568	760	-25%
Others	53	46	16%	213	193	10%
Total	5,739	5,260	9%	22,753	21,763	5%

^{\$} Financials are rounded-off | # Includes South Africa, Sub-Saharan and Cipla Global Access business |

* International Markets include Emerging Markets and Europe | CHL – Cipla Health limited

BALANCE SHEET:

Key Balance Sheet Items (In INR Cr.)	Mar-23	Mar-22
Equity	23,714	21,117
Total Debt	803	1056
Inventory	5,156	5,350
Cash and Cash Equivalents*	6,273	4,965
Trade Receivables	4,057	3,424
Net Tangible Assets	5,740	5,609
Goodwill & Intangibles	4,514	4,841

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

EARNINGS CONFERENCE CALL

The Company will host an earnings conference call at 1630 hrs IST (1900 hrs SST/HKT, 1200 hrs BST, 0700 hrs US ET), during which the leadership team will discuss the financial performance and take questions. A transcript of the conference call will be available at www.cipla.com.

Earnings Conference Call Dial-in Information Date and Time

May 12, 2023 at
1630 – 1730 hrs IST
1900 – 2000 hrs SST/HKT
1200 – 1300 hrs BST
0700 – 0800 hrs US ET

Dial-in Numbers

Universal Access

Diamond pass link

Toll Free Number

Primary Access: **(+91 22 6280 1562)**
(+91 22 7115 8387)

Click [here](#) to register

USA: **18667462133**

UK: **08081011573**

Hong Kong: **800964448**

Singapore: **8001012045**

ABOUT CIPLA LTD

Established in 1935, Cipla is a global pharmaceutical company focused on agile and sustainable growth, complex generics, and deepening portfolio in our home markets of India, South Africa, North America, and key regulated and emerging markets. Our strengths in the respiratory, anti-retroviral, urology, cardiology, anti-infective and CNS segments are well-known. Our 47 manufacturing sites around the world produce 50+ dosage forms and 1,500+ products using cutting-edge technology platforms to cater to our 80+ markets. Cipla is ranked 3rd largest in pharma in India (IQVIA MAT Mar'23), 3rd largest in the pharma private market in South Africa (IQVIA MAT Mar'23), and 3rd largest by prescription in the U.S (IQVIA MAT Mar'23). For over eight decades, making a difference to patients has inspired every aspect of Cipla's work. Our paradigm-changing offer of a triple anti-retroviral therapy in HIV/AIDS at less than a dollar a day in Africa in 2001 is widely acknowledged as having contributed to bringing inclusiveness, accessibility and affordability to the centre of the HIV movement. A responsible corporate citizen, Cipla's humanitarian approach to healthcare in pursuit of its purpose of 'Caring for Life' and deep-rooted community links wherever it is present make it a partner of choice to global health bodies, peers and all stakeholders. For more, please visit www.cipla.com, or click on [Twitter](#), [Facebook](#), [LinkedIn](#).

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.