



**Cipla announces Q4 and FY21 results**  
**Strengthens its commitment and support to India and World's fight against Covid -19**

Our heartfelt gratitude to the government, frontline workers and our employees for their grit, determination, and perseverance in these unprecedented times. We are humbled to be a part of this industry that came together in solidarity to fight this pandemic.

**Government & The Industry stood as one**

The pharma industry joined forces yet again to help the nation and received extensive support from the centre and state government and regulatory authorities to ensure continued production and supply of life-saving drugs.

**Gratitude to our frontline warriors**

To safeguard frontline healthcare workers, we supplied essential items such as masks, personal protective equipment (PPE), gloves and sanitizers. We offered support to Healthcare professionals (HCPs) and paramedical staff with Covid healthcare management training program.

**Patients: At the heart of everything we do**

- We served >3 Lac severe COVID patients with supply of Actemra, Cipremi and Ciplenza
- Our 24\*7 helpline continues to share information on availability of COVID-19 medicines and other critical products

**Our Community, Our Responsibility**

- Project Ummeed India's first-of-a-kind large-scale, public-private Covid testing initiative by Citibank and Cipla Foundation conducted 1,15,000 free-of-cost RT PCR tests, across 26 government hospitals in 17 municipal corporations.
- Distributed 1,20,000+ protective gear till date and 50,000+ individuals have been supported with dry ration / packed meals.

**Our People, Our Pride**

Our employees have demonstrated significant drive and commitment during these testing times. We have been safeguarding the health of our people during this crisis including enhancing sanitization protocols at our locations, providing support through 24\*7 ambulance, support in procuring oxygen concentrators, admissions to quarantine facilities & Cipla Care centres and more. To provide a helping hand to a bereaved employee's family we have introduced a compassionate relief policy that provides medical, financial and educational support.

*"We, at Cipla, stand firmly with the nation as it continues the fight against a massive second wave of Covid-19. We are privileged to be a part of an industry which is at the centre of this fight. We have been relentless in our efforts to ensure the continuity of supply of life saving drugs. We have significantly expanded our capacity for Covid drugs and have also partnered with global pharma companies and government authorities to bring innovative treatment options to the country. In the battle of hope versus fear, we choose hope backed by grit, determination and our single-minded purpose of Caring for life above everything else."*

**Umang Vohra**  
**MD and Global CEO, Cipla Ltd**

## Quarterly results demonstrate sustained YoY EBITDA and PAT margin expansion by ~240bps and ~330bps respectively

### Key highlights of the quarter

- **India:** Prescription business grew by 6% YoY; sequential normalisation in-line with expectations; Expanded covid portfolio expected to see traction along with core respiratory products
- **South Africa:** Overall business grew by 10% on a y-o-y basis in local currency; strong momentum in private business
- **US business** reported \$138Mn in revenue; Continued market share expansion in overall Albuterol market and growth in institutional business
- **R&D investments** stand at INR 277 crores or 6.0% of sales; 2 partnered peptide injectables filed during in H2FY21 for the US market
- **Net cash positive position** continues in March'21 led by robust free cash flow generation

### CONSOLIDATED PROFIT & LOSS STATEMENT

In INR Cr	Q4FY21	Q4FY20	Y-o-Y Growth	FY21	FY20	Y-o-Y Growth
<b>Total Revenue from Operations</b>	<b>4,606</b>	<b>4,376</b>	5%	<b>19,160</b>	<b>17,132</b>	12%
<b>EBITDA</b>	<b>796</b>	<b>652</b>	22%	<b>4,303</b>	<b>3,230</b>	33%
% of Income from Operations	17.3%	14.9%	239bps	22.5%	18.9%	361bps
<b>PAT</b>	<b>413</b>	<b>246</b>	68%	<b>2,405</b>	<b>1,547</b>	56%
% of Income from Operations	9.0%	5.6%	335bps	12.6%	9.0%	352bps

### BUSINESS-WISE SALES PERFORMANCE<sup>§</sup>

Business (In INR Cr.)	Q4FY21	Q4FY20	Y-o-Y Growth	FY21	FY20	Y-o-Y Growth
<b>India (Rx + Gx + CHL)</b>	<b>1,807</b>	<b>1,730</b>	<b>4%</b>	<b>7,736</b>	<b>6,741</b>	<b>15%</b>
<b>North America</b>	<b>1,002</b>	<b>856</b>	<b>17%</b>	<b>4,091</b>	<b>3,874</b>	<b>6%</b>
<b>SAGA<sup>#</sup></b>	<b>848</b>	<b>825</b>	<b>3%</b>	<b>3,448</b>	<b>3,087</b>	<b>12%</b>
<b>South Africa<sup>^</sup></b>	<b>606</b>	<b>532</b>	<b>14%</b>	<b>2,301</b>	<b>2,203</b>	<b>4%</b>
<b>Emerging Markets</b>	<b>432</b>	<b>415</b>	<b>4%</b>	<b>1,852</b>	<b>1,468</b>	<b>26%</b>
<b>Europe</b>	<b>249</b>	<b>232</b>	<b>7%</b>	<b>988</b>	<b>813</b>	<b>22%</b>
<b>API</b>	<b>224</b>	<b>247</b>	<b>-10%</b>	<b>798</b>	<b>752</b>	<b>6%</b>
<b>Others</b>	<b>44</b>	<b>71</b>	<b>-38%</b>	<b>246</b>	<b>397</b>	<b>-38%</b>
<b>Total</b>	<b>4,606</b>	<b>4,376</b>	<b>5%</b>	<b>19,160</b>	<b>17,132</b>	<b>12%</b>

<sup>§</sup> Financials are rounded-off | <sup>#</sup> Includes South Africa, Sub-Saharan and Cipla Global Access business, excludes SA Animal Health | <sup>^</sup> Excluding SA Animal Health | CHL – Cipla Health limited

### BALANCE SHEET:

Key Balance Sheet Items (In INR Cr.)	Mar-21	Mar-20
<b>Equity</b>	<b>18,586</b>	<b>16,057</b>
<b>Total Debt</b>	<b>1,756</b>	<b>2,816</b>
<b>Inventory</b>	<b>4,669</b>	<b>4,378</b>
<b>Cash and Cash Equivalents*</b>	<b>3,676</b>	<b>2,009</b>
<b>Trade Receivables</b>	<b>3,446</b>	<b>3,891</b>
<b>Net Tangible Assets</b>	<b>5,649</b>	<b>5,673</b>
<b>Goodwill &amp; Intangibles</b>	<b>4,836</b>	<b>4,834</b>

\* Includes current investment and excluding unclaimed dividend balances

## EARNINGS CONFERENCE CALL

The Company will host an Earnings conference call at 1900 hrs IST (2130 hrs SST/HKT, 1430 hrs BST, 0930 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](http://www.cipla.com).

<b>Date and Time</b>	<b>May 14, 2021</b> at 1900 – 2000 hrs IST 2130 – 2230 hrs SST/HKT 1430 – 1530 hrs BST 0930 – 1030 hrs US ET
<b>Dial-in Numbers</b>	
Universal Access	Primary Access: <b>(+91 22 6280 1214)   (+91 22 7115 8115)</b>
Diamond pass link	Click <a href="#">here</a> to register
Local Access	Available all over India: <b>(+91 7045671221)</b>
Toll Number	USA: <b>+ 1 3233868721</b> UK: <b>+ 44 2034785524</b> Hong Kong: <b>+ 852 30186877</b> Singapore: <b>+ 65 31575746</b>

### Playback of Earnings Conference Call audio:

Playback of the earnings call will be available after the end of the call on the following number:

	<b>Phone number</b>	<b>Access code</b>	<b>Replay Dates</b>
Local Toll	India (+91 22 71945757) India (+91 22 66635757)	39212#	<b>May 14, 2021, to May 21, 2021</b>

## 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 46 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 3<sup>rd</sup> largest in pharma in India (IQVIA MAT Mar'21), 3<sup>rd</sup> largest in the pharma private market in South Africa (IQVIA MAT Mar'21), and is among the most dispensed generic players in the U.S. 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](http://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. In addition, the COVID-19 pandemic has created uncertainty and inability to predict the extent to which the pandemic will continue to adversely impact our business operations, financial performance, results of operations, financial position and the achievement of our strategic objectives. Cipla Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.