Cipla

06th February, 2019

(1) BSE Ltd
Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Scrip Code: 500087

(2) National Stock Exchange of India Ltd
Listing Department
Exchange Plaza, 5th floor,
Plot no. C/1, G Block,
Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051

Scrip Code: CIPLA EQ

(3) SOCIETE DE LA BOURSE DE LUXEMBOURG
Societe Anonyme
35A Boulevard Joseph II,
L-1840 Luxembourg

Dear Sir/Madam,

Please find enclosed Press Release dated 06th February, 2019.

Kindly acknowledge the receipt.

Thanking you,

Yours faithfully,
For Cipla Limited

Rajendra Chopra
Company Secretary

Encl: as above

Prepared by: Ashish Chauhan

Cipla announces Q3 FY'19 results

Reflects strong performance in the US business

Income from Operations	EBITDA		PAT
INR 4008 Cr	INR 720 Cr	18% to Sales	INR 332 Cr

Mumbai, Feb 6, 2019: Cipla Limited (BSE: 500087, NSE: CIPLA) today announced its unaudited consolidated financial results for quarter ended December 31, 2018.

Key highlights of the quarter

- **R&D** investments at ~INR 299cr / ~7.5% of sales
- **Continued growth momentum:** Secondary growth in private market [non-tender] segments continues strong across India, South Africa and key Emerging Markets
- **US business sales growth momentum continues** 18% YoY and 10% QoQ growth driven by contribution from new launches.
- Challenges in the tender business with CGA business declining 48% YoY in Q3
- **Quality Focus:** USFDA inspection at Kurkumbh and Invagen ended with minor and procedural observations; Invagen EIR received already. Company received observations from the recent PAI inspection at Goa; responses will be submitted within stipulated time

"This quarter, our US business has delivered strongly as a result of scale-up of new launches. We are tracking well on our guidance on limited competition launches and ANDA approvals. Overall, challenges in this quarter were along expected lines and we remain optimistic as we enter FY'20. Our plan to drive YoY growth from the coming quarters in on track. Our key focus markets remain growth anchors, we have built further on our existing specialty pipeline, and we continue to explore innovative ways of going beyond the pill to meet unmet patient needs."

Umang Vohra
MD and Global CEO, Cipla Ltd

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India[1]

- Cipla continued its **outperformance growing by 12%** vs market growth of 10%; **market share increased to 5.41%**
- Efforts on prescription generation and therapy focus have resulted in strong market performance across our key therapies
  - Chronic segment is increasingly becoming the growth driver; gained a rank to become No 2 in Chronic Segment, growing ~19% vs 13% market growth
  - Market shares improved across all key therapeutic areas such as Respiratory Inhalation, Urology and CNS
  - Award-winning Respiratory campaign 'BerokZindagi' has become a benchmark initiative to build public awareness

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

- As per IQVIA (IMS) MAT Dec'18, South Africa business grew at more than four times the market at 9.1% in the private market
- Mirren portfolio successfully integrated with the business; working towards driving synergies in fast-growing OTC space

NORTH AMERICA

- Delivered strong growth of 18% on a year on year basis and 10% on a sequential basis; Second consecutive quarter of sequential growth
- Post R&D EBITDA positive as ramp-up across key Direct-to-Market launches drives continued quarterly growth
- Limited competition approvals continue ahead of guidance with Medroxyprogesterone Injectable approved; On track for 20+ filings in FY19

EUROPE & EMERGING MARKETS

- Biosimilars franchise in the Emerging Markets: Bevacizumab and Trastuzumab deals signed for multiple Emerging market territories
- Europe:
  - Business continues to operate with strong profitability profile
  - Respiratory franchise expansion continues across key European markets

1. IQVIA (IMS) Q3'18

CONSOLIDATED PROFIT & LOSS STATEMENT

In INR Cr	Q3FY19	Q3FY18	Y-o-Y Growth	Q2FY19	Q-o-Q Growth
Total Revenue from Operations	**4,008**	**3,914**	*2%*	**4,012**	*0%*
EBITDA	**720**	**819**	*-12%*	**753**	*-4%*
% of Income from Operations	*18%*	*21%*		*19%*	
PAT	**332**	**401**	*-17%*	**377**	*-12%*
% of Income from Operations	*8.3%*	*10.2%*		*9.4%*	

Financial numbers are rounded off

EBITDA Build-up

INR Cr	Q3FY19	Q3FY18	Q2FY19
Profit Before Tax	**449**	**340**	**509**
Add:			
Finance Costs	**44**	9	44
Depreciation, Impairment and Amortisation Expense	**293**	522	282
Less:			
Finance and investment related income	**66**	53	82
EBITDA	**720**	**819**	**753**

Financial numbers are rounded off

BUSINESS-WISE SALES PERFORMANCE

Business (In INR Cr.)	Q3FY19	Q3FY18	Y-o-Y Growth	Q2FY19	Q-o-Q Growth
India (Rx + Gx)	1,585	1,598	*-1%*	1,644	*-4%*
North America	849	649	*31%*	758	*12%*
SAGA#	775	870	*-11%*	754	*3%*
South Africa^	*557*	*520*	*7%*	*503*	*11%*
Emerging Markets	393	371	*6%*	472	*-17%*
Europe	189	171	*10%*	139	*35%*
API	154	148	*4%*	171	*-10%*
Others*	64	106	*-40%*	74	*-14%*
Total	**4,008**	**3,914**	***2%***	**4,012**	***0%***

 # Includes South Africa, Sub-Saharan and Cipla Global Access business, excludes SA Animal Health

^ Excluding SA Animal Health

** Includes CNV business, Vet (India and SA Animal Health) and other elements of Revenue*

BALANCE SHEET

Key Balance Sheet Items (In INR Cr.)	Dec-18	Mar-18
Equity	15,316	14,582
Total Debt	4,538	4,098
Inventory	4,033	4,045
Cash and Cash Equivalents*	2,462	2,058
Trade Receivables	3,989	3,102
Net Tangible Assets	5,612	5,829
Goodwill & Intangibles	5,062	5,103

** Includes current investment and excluding unclaimed dividend balances*

EARNINGS CONFERENCE CALL

The Company will host an Earnings conference call at 1700 hrs IST (1930 hrs SST/HKT, 1130 hrs BST, 0630 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. Kotak Institutional Equities will host the call.

Earnings Conference Call Dial-in Information Date and Time	**February 6, 2019 at** **1700 – 1800 hrs IST** **1930 – 2030 hrs SST/HKT** **1130 – 1230 hrs BST** **0630 – 0730 hrs US ET**
Dial-in Numbers	
Universal Access	Primary Access: **(+91 22 6280 1214)** **(+91 22 7115 8115)**
Local Access	Available all over India: **(+91 7045671221)**
Toll-free Number	USA: 1 866 746 2133 UK: 0 808 101 1573 Hong Kong: 800 964 448 Singapore: 800 101 2045

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 and CNS segments are well-known. Our 44 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 Dec'18), 3rd largest in the pharma private market in South Africa (IQVIA YTD Dec'18), and is among the most dispensed generic players in the US. 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 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 document 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, cash flow projections, 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.