8th January 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,

Sub: Intimation of Schedule of Analyst / Institutional Investor Meetings.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we give below, the schedule of analyst / institutional investor meetings with the Company:

Date	Fund / Investor Name	Venue	Type of Meeting
08-Jan-19	37th Annual JP Morgan Healthcare Conference	San Francisco	In person

The presentation that will be made at the 37th Annual J.P. Morgan Healthcare Conference is enclosed and is also available on our website at the following URL: https://www.cipla.com/en/investor-information/intimation-to-stock-exchanges.html

Thank you,

Yours faithfully,
For Cipla Limited

Rajendra Chopra
Company Secretary

Prepared by: Juzer Masta

Cipla

Global generic enterprise moving up the value chain to Specialty

Date: 8th Jan, 2019

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.

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This document and its contents 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.

Established in 1935, Cipla is a pioneer in the Indian pharmaceutical industry

Cipla

83 YEARS OF CARING

Cipla started as a small Indian enterprise, committed to the nation's quest for self-sufficiency – today it has transformed into a world-class global pharmaceutical player



$2.4B
Revenues



18.6%
EBITDA

80+
Markets



23,000+
Employees



44 state of art Manufacturing facilities



50+
Dosage forms

Note: Data as per FY18 numbers

At Cipla, we are well positioned to …

1. **Strengthen leadership position** in **branded markets of India, South Africa and EMs**
2. Establish our **footprint in new growth markets** - **Brazil and China**
3. Continue to deliver on **complex generic assets in US** *(including key Respiratory assets)*
4. Accelerate **innovation-led journey** with key Specialty investments in US
5. Continue our track record of a **high quality global pharmaceutical manufacturer**
6. Remain core to our purpose of '**Caring for Life**' and putting **patients' interest** first

Cipla has substantially strengthened its financial profile and Governance

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- Significant expansion in EBITDA margins, cash flow and balance sheet health improvement

18.6%
EBITDA Margin
(FY18)

+150bps
Improvement in RoIC
(FY18)

0.15
Net Debt/ Equity
(Sept'18)



Golden Peacock Award for Excellence in Corporate Governance – 2018

Continue momentum on ambitious cost optimization programs in order to boost margin profile and future growth

1. **Accelerated impact: ~$100 M savings** identified from **1000+ ideas** in 18 months; **60%** ideas already **implemented and accruing**

2. **Institutionalized cost culture:** 250+ people driving cost initiatives on a daily basis across functions; setup of dedicated **central & functional Continuous Improvement (CI) teams** to drive the program

We have enhanced our global footprint with…

Cipla

- … strong portfolio and execution capabilities across our **branded market franchises** in **India, South Africa and key emerging markets (including Europe)**

EM and Europe

- ✓ **In-licensed Biosimilars** franchise in EMs
- ✓ Respiratory launches in Europe
- ✓ **Targeting new growth markets in Brazil and China**

South Africa

- ✓ **Teva partnership –** Biosimilar launches
- ✓ **OTC Expansion**– acquisition of Mirren
- ✓ **Regional strategy for Africa (SAGA Launch)**

INDIA

- ✓ **Therapy focused** Medical-Representatives structure
- ✓ **Specialty molecules** – partnerships with Big Pharma
- ✓ **Respiratory** – Patient outreach 'Berok Zindagi' Campaign

Our journey to build an innovation led business is getting accelerated

Cipla

- ❑ Enhanced play in the US generics market with key complex assets
- ❑ Significant focus and investments in the US Specialty business

US Generics Business Growth

5x Organic DTM: From $40M in FY17 to ~$200M* US business

Key Complex Assets Approved
Diclofenac, Metoprolol, Isoproterenol, Testosterone injection

On track to file 20+ ANDAs in FY19

gAdvair Trials initiated

Specialty Business Investments

AVENUE THERAPEUTICS

IV Tramadol

Cipla's first large specialty transaction – major milestone towards our US hospital specialty strategy - **USD 215 mn# investment**

$35mn to be invested as first tranche for 33.3% equity stake; second tranche contingent on key label conditions

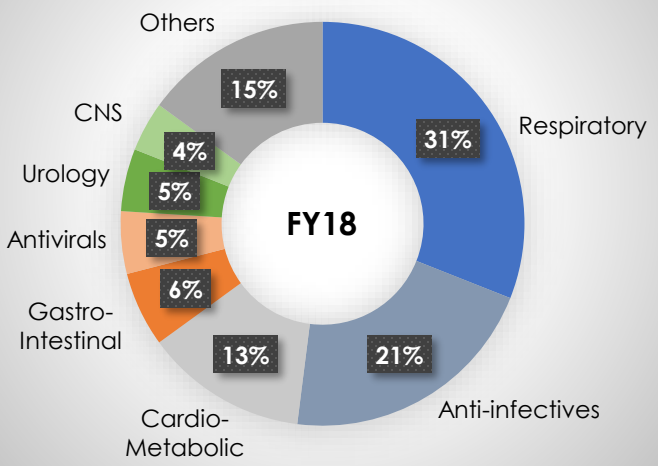
Multiple additional institutional assets under late-stage evaluation

**Q4 FY19 estimated sales annualized ; # Excluding CVRs*

1 India: Continues to be a key component of Cipla's growth story, providing a strong base for global expansion

Cipla

Therapy-wise revenue breakup[1]



Continued Growth across our Portfolio

- **4 therapies ranked amongst top 3** – contributing to 62% of Cipla's revenue share[2]
- **25** of the **top 30 brands** outpacing market **by 2-3%**[2]

Therapy	IPM Rank[3]
Respiratory (Inhalation)	**1**
Urology	**1**
Anti-virals	**1**
Anti-Infectives	3
Cardiology	4
Ophthal	4

Consumer access programs

- Targeting improved outcomes through a combination of **pharma & digital therapeutics**
- Ecosystem for **affordable treatment for oncology patients**
- Launched **patient management solutions** for physicians

Diversifying and expanding business lines through in-licensing

Oncology

- ***Tocilizumab*** *(Actemra®)*
- ***Bevacizumab*** *(Syndyma®)*
- ***Trastuzumab*** *(Biceltis®)*
- ***Rituximab*** *(Ikgdar®)*

Roche

Diabetes

- Janssen — ***Canagliflozin*** *(Prominad®)*
- Mannkind — ***Inhaled Insulin*** *(Afrezza®)*
- Novartis — ***Vildagliptin*** *(Vysov®)*
- Eli Lilly — ***Insulin Glargine*** *(Basaglar®)*

Cardiology

Sacubitril + Valsartan *(Azmarda®)*

Novartis

1. As per Cipla's internal analysis | 2. IQVIA (IMS) MAT Nov'18 | 3. IQVIA (IMS) MAT Sept'18; IPM: Indian Pharmaceuticals Market

The trademarks contained herein are the registered trademarks of the respective companies in India

1 We have started our 'Beyond The Pill' journey Reimagining our Future, Ecosystem and Roles in our core markets

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Expanding across the value chain in home markets



- **#BerokZindagi**
  Inhaler awareness campaign
- **Breathefree**
  campaign for asthma/COPD awareness

- Low cost Spirometers
- Breathe-o-meters
- Peak flow meters

- Smart inhalers
- Financing options
- Digital Stethoscope

- Chronic Disease Management through digital therapeutic
- Integrated HC Ecosystem
- Clinic management solutions

	Awareness	Diagnosis	Treatment	Compliance	Disease management
Patient	✓	✓	✓	✓	✓
Prescriber			✓	✓	✓

1 SAGA*: 3rd largest in private market in South Africa; Growing through partnerships and expansion of OTC and biosimilar portfolio

Cipla

Cipla South Africa



3rd Largest Private Market Player

3x Market Growth @ 11.5%[1]

6.5% Market Share

Continued Portfolio Expansion in the Prescription Business

Cipla's New Triple Combination Antiretroviral Drug Approved by SAHPRA

Tenofovir Lamivudine Dolutegravir (TLD)

synchrObreathe



Cipla's first Breath Actuated Inhaler launch

TEVA Partnership

- **First Biosimilar Launch in SA**

OTC: Key driver for growth

- In the categories where we play, **1 out of every 4 patients leave a pharmacy with a Cipla OTC product[2]**

Strengthened OTC in SA with Mirren acquisition

Mirren (Pty) Ltd

** SAGA: South Africa, Sub Saharan Africa and Cipla Global Access business | Note: Cipla SA data is considered inclusive of Mirren.*
1. IQVIA (IMS) MAT Nov'18. | 2. IQVIA (IMS) MAT Sep'18

1 SAGA*: Expanding patient access in Sub-Saharan Africa by making 'In Africa for Africa'

Cipla

Cipla QCIL in Uganda



- **Government of Uganda** guaranteed **offtake** extended to **FY29**
- Secured **offtake with Government of Zambia** for supply of **ARVs, ACTs and hepatitis treatments**

Only supplier of

Artesunate Rectocaps *(anti-malarials)*

Lopinavir + Ritonavir pellets *(HIV/AIDS)*



WHO approval – Q-TIB, a Cipla world-first FDC single-tablet aimed at reducing mortality from comorbidity burden among HIV patients

New partnership agreements signed for

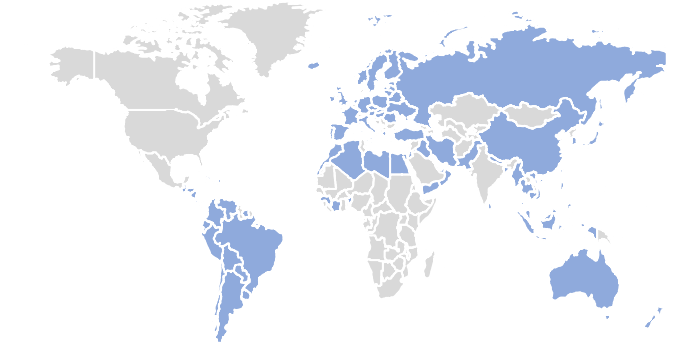
Expanding access to affordable cancer treatment in Africa

* *SAGA: South Africa, Sub Saharan Africa and Cipla Global Access business*

2 EM EU: Exhibited entrepreneurial spirit, managed market volatility, dialled up inorganic quotient

Cipla

Diversified risk profile across 50+ markets by limiting DTM to 13 markets



Expansion of respiratory portfolio across various European markets

Significant investments towards improving Awareness, Detection & Adherence in Emerging markets via strong consumer access programs such as **#ScoreUp#SaveYourLungs#CommittedToZero**

Expansion through organic investments and inorganic partnerships

Cipla Brazil to be the next innovation engine in the country on Oncology



New mfg plant in Morocco

Inhalers plant in North Africa

Gearing up for the game in China via partnerships in Respi

Strong Biosimilars pipeline through partnerships

Trastuzumab
select countries in APAC, MENA and LATAM

Bevacizumab
select countries in APAC, MENA and LATAM

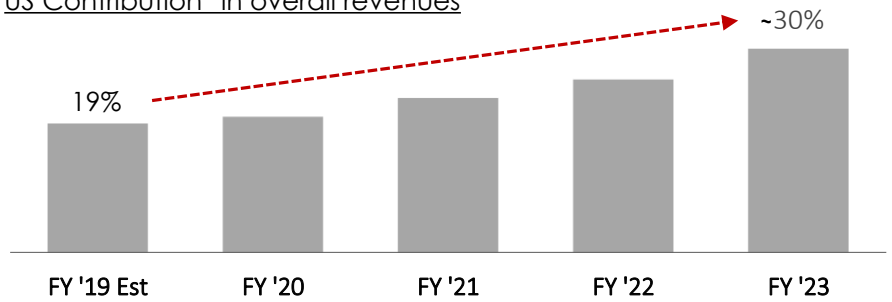
Rituximab
select countries in North Africa

3 US: With strong development pipeline and flagging off new Institutional business

Cipla

Growth Portfolio: Institutional
CNS, Respiratory, Oncology

US Contribution* in overall revenues



Filings: In-line with guidance

Filings: In-line with Guidance (20+ in FY19 on-track)

gAdvair: Phase III Started

Focus on Specialty *(Respiratory & CNS)* **& Institutional**

Acquired Phase 3 pain-management asset IV Tramadol	**Tizanidine transdermal patch under-development**	**Active exploration of acquisition / in-licensing**

Organic growth drivers

Organic DTM: $40M to $200#M US business

3 Big Launches: Diclofenac, Budesonide, Isoproterenol

Key Approvals: Low competition products: Isoproterenol, Testosterone injection

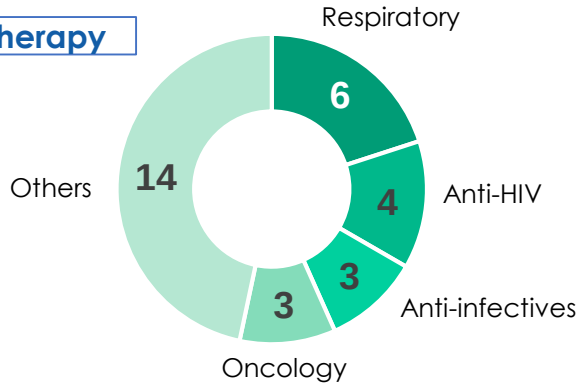
** FY '19 onwards, for illustrative purposes only - not to scale; # *Q4 FY19 estimated sales annualized*

3 US: Filings for under-development products in the US will bolster future growth

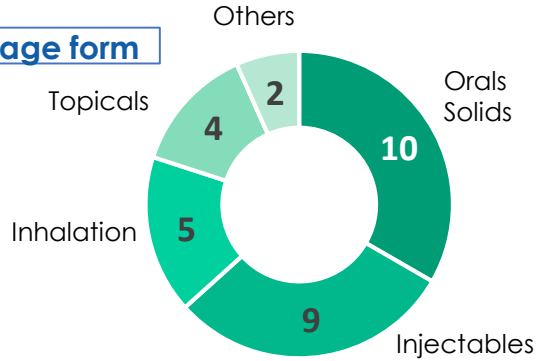
Cipla

Split of top 30 projects

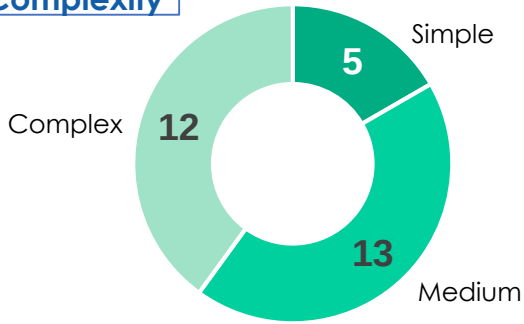
Therapy



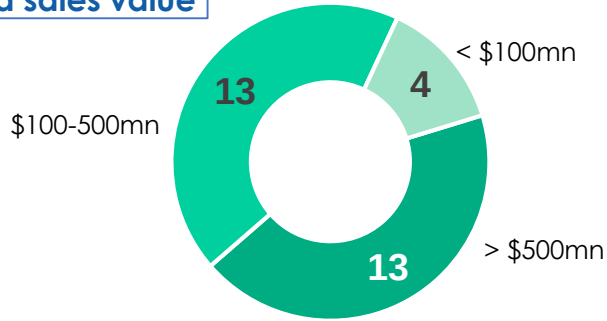
Dosage form



Complexity



Brand sales value



18 Para IV Filings primarily in Respiratory, Anti-HIV and Oncology

14+ limited competition products[1]

Respiratory, Anti-HIV and Oncology pipeline has a **brand market size of ~ *US$ 20bn***

Of the 100+ development projects, top 30 have market size of > US$ 25bn

1. Competition stats are as per Cipla's analysis

3 US: Focusing on limited competition opportunities through tech and product centricity

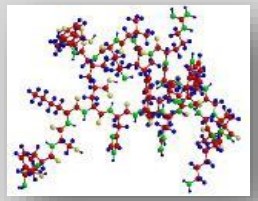
Cipla

LOW COMPETITION PRODUCTS

Pipeline of **30+ Products** with **$23B** market size leveraging our **Scientific Capabilities**

Innovative Technology Platforms

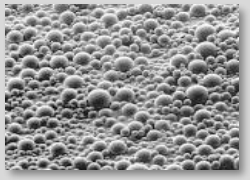
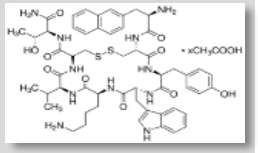
Internal Development

Inhalation technology	Suspension based liquids	Liposome/ Nano injections	Peptide based Injection
			

16+ Products with **$32B** market size leveraging **External Partnerships**

Innovative Technology Platforms

External Partnerships

Microspheres Depot	Insulin-analogues / Biosimilars	Complex API's	Others
			

4 Cipla has signed the agreement to acquire US-based Avenue Therapeutics

Cipla

We are on our journey to realize our long term aspiration of becoming a Global Specialty Pharma

AVENUE THERAPEUTICS

Cipla's first large specialty transaction – major milestone towards our US hospital specialty strategy –USD 215mn[1] investment

$35mn to be invested as first tranche for 33.3% equity stake; second tranche contingent on key label conditions

IV TRAMADOL

- **Addresses unmet need in post-op pain management**
- **Expected to be the first Schedule-4 IV drug in US**
- **Dual action mechanism with low risk of addiction**

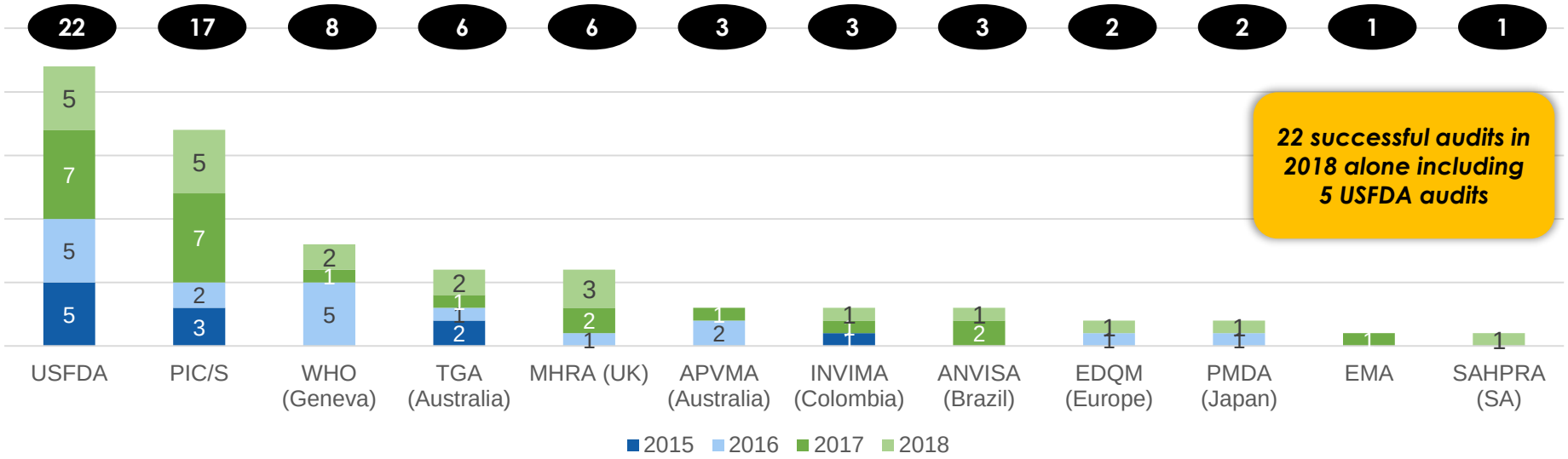
1. Excluding Contingent Value Rights based on performance

5 Cipla continues to focus on excellence in quality and compliance across manufacturing locations

Cipla

Finished formulations	▪ 30+ formulations facilities ▪ 50+ dosage forms ▪ 1500+ products
APIs	▪ 5+ API facilities ▪ 1000+ tons capacity

74[1] successful audits conducted by global regulatory bodies across our facilities[2]



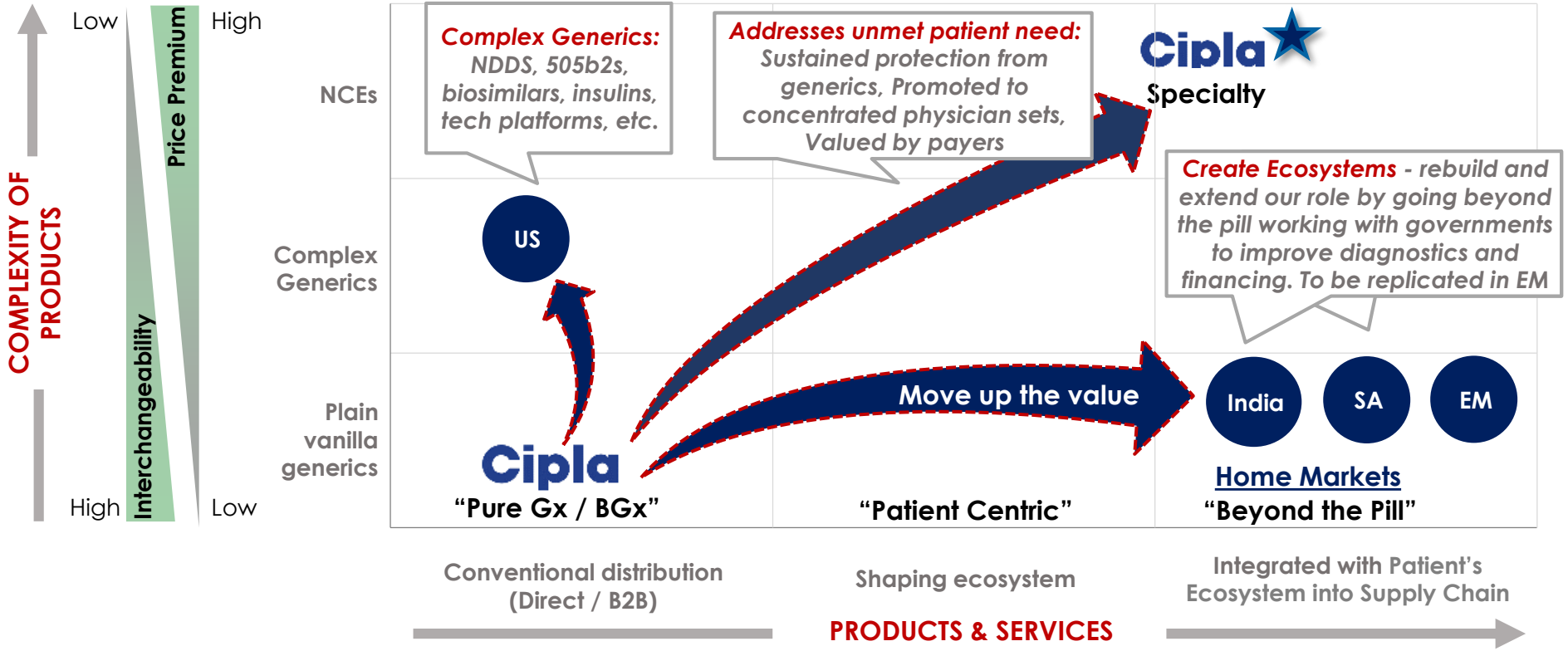
22 successful audits in 2018 alone including 5 USFDA audits

Increased automation to further strengthen quality and control processes

1. Total of 2015, 2016, 2017 and 2018; includes Invagen facility audits for 2016 & 2017
2. Select sites also have approvals from Denmark, France, Uganda, Singapore, Latvia, Tanzania, Kenya, Russia and various other countries

Overall, we are on the path to make our business more sustainable

We aspire to go "Beyond the pill" and offer solutions to our patients, in our quest to be a "Global Specialty Company"



To recap, Cipla is well positioned to …

1. **Strengthen leadership position** in **branded markets of India & South Africa**
2. Establish our **footprint in new growth markets** - **Brazil and China**
3. Continue to deliver on **complex generic assets in US** *(including key Respiratory assets)*
4. Accelerate **innovation-led journey** with key Specialty investments in US
5. Continue our track record of a **high quality global pharmaceutical manufacturer**
6. Remain core to our purpose of '**Caring for Life**' and putting **patients' interest** first

Thank You

Contact Details

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www.cipla.com