Operator: Ladies and gentlemen, good day and welcome to the Cipla Limited Q4 FY26 earnings conference call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded. We have with us today Mr. Achin Gupta, MD and Global CEO, Mr. Ashish Adukia, Global CFO, and Ms. Diksha Maheshwari, Head Investor Relations. I would now like to hand the conference over to Ms. Diksha Maheshwari. Thank you and over to you, ma'am.

Management: Thank you, Sagar. Good afternoon, everyone, and welcome to Cipla's Q4 FY26 earnings call. I'm Diksha Maheshwari from the Investor Relations team at Cipla. Let me draw your attention to the fact that on this call, our discussion will include certain forward-looking statements, which are predictions, projections, or other estimates about future events. These estimates reflect management's current expectations of the future performance of the company. Please note that these estimates involve several risks and uncertainties that could cause our actual results to differ materially from what is expressed or implied. Cipla does not undertake any obligations to publicly update any forward-looking statement, whether as a result of new information, future events, or otherwise. I hope you have received the investor presentation that we have posted on our website. I would now like to request Achin to take the floor.

Management: Thank you, Diksha. Good afternoon, everyone, and thank you for joining us for our fourth quarter earnings call for FY26. 2026 was a year of milestones for us. We completed our 90th anniversary for the business and we achieved significant milestones across all of our businesses, One India, North America, One Africa, and EMU. In India, we crossed the significant threshold, with the business surpassing 12,500 crores in revenues, underscoring the strength and resilience of our domestic franchise, which is our largest franchise. In North America, the successful generic Ventolin approval from our US facility marked an important strategic inflection point and reinforced our R&D capabilities. Our One Africa business continued to deliver market-beating growth, and our EMU operations scaled meaningfully to become a 400 million plus business unit. Together, these achievements highlight our disciplined execution and our commitment to sustainable, as well as diversified growth across geographies.

Now, let me touch upon the individual businesses. Our One India business delivered a robust performance this quarter, growing at 15% year-over-year, driven by strong double-digit growth across branded prescription, trade generics, as well as consumer health. Full-year growth stands at 9% year-over-year. On the branded prescription business, our key chronic therapies—respiratory, anti-diabetics, cardiac, and urology—delivered strong double-digit market growth. Our chronic mix stands at 60% as per IQVIA MAT March 2026. Foracort, our leading inhalation brand, surpassed the revenue of 1,000 crores, reaffirming its position as a respiratory market leader. Meanwhile, Diatone, our cardiac brand, has established itself as a 650 crore brand, delivering 25% year-over-year growth.

This year, we expanded our presence in the IPM by adding four brands with revenues exceeding 100 crores, bringing the total to 33 such brands. Our footprint in the top 300 brands in the industry now has 23 such brands. This year, our growth has also been helped by a series of successful

differentiated product launches across the core therapies. In respiratory, we launched products into the inhalation franchise including Foracort G Synchrobreathe, Ciphaler, and the triple combination Voltiduo Trio, which are strengthening adherence while delivering therapeutic benefits. In anti-microbial resistance, we launched Zemdri, Cipm-met, and S-flocep, which underlines our presence and leadership in resistant and critical infections and AMR. In urology, we launched a novel product called Cysto, which expands our leadership in non-antibiotic management of recurrent UTIs.

In our diabetes franchise, we launched an SGLT2-led portfolio including Empagliflozin. In dermatology, we launched an innovative solution, Perfecta, for scar management. Together, these launches reflect our execution strength, our focus on complexity, and our commitment to driving sustainable growth through improved patient outcomes. During the year, we also enhanced our pipeline and portfolio through strategic partnerships. We entered into a collaboration with Eli Lilly for Orbeez, making our entry into the fast-growing obesity segment with best-in-class molecules. Our partnership with Mankind Corporation of the US brought Afrezza, India's first rapid-acting inhaled insulin, reinforcing our focus on differentiated diabetes solutions. We also gained exclusive rights to Pfizer's key established brands, further strengthening our access to strong brands in the IPM.

Additionally, the acquisition of Inspira Healthcare enhanced our portfolio on the pediatric and wellness product side. Put together, these efforts meaningfully enhanced our portfolio and reinforced Cipla's long-term growth ambitions. On the trade generics side, we continued the strong growth momentum, delivering double-digit growth year-over-year for the quarter as well as for FY26. This performance was driven by focused execution across distribution, a robust pipeline of strategic new product launches, and meaningful advancements in technology-enabled operations. We will continue to expand our portfolio and use that as a key driver for growth, with 17 new launches planned this year.

Our consumer health business continues its strong upward growth trajectory with Nicotex, Omnigel, and Cipladine consolidating their number one positions in their respective segments. The business is driving very healthy secondary growth and actively exploring opportunities to invest in products and channels to further expand our distribution network. Operating profitability has improved in CHL, reflecting the strength and scalability of our consumer health strategy.

Coming to North America, the business reported quarterly revenue of 155 million US dollars and an annual revenue of 780 million dollars, supported by demand in our differentiated portfolio and a steady base business. Albuterol market share increased to 19.6% as per IQVIA MAT March 2026. During the year, we advanced our portfolio with several key assets including Liraglutide, Nintedanib, and Dapagliflozin. Notably, we received regulatory approval for the first AB-rated generic Ventolin with CGT, representing the first commercial MDI product to be manufactured from our US facility. This milestone reinforces our growing confidence and capability to deliver complex generics, not just from India, but also from our US manufacturing facility. We are expecting to launch this product within the coming month. Our Goa facility, together with two US facilities, is well-equipped to support the launch of all four respiratory assets planned for FY27, enabling a seamless and well-coordinated supply to the market.

Our One Africa business grew at an impressive 14% year-over-year growth rate during the quarter, with a full-year growth of 7% year-over-year in USD terms, powered by firm performance across key markets. In the private market, our secondary growth outpaced the market growth, at 6.6% versus 4.8% for the market. In EMU, our focus strategy on deep penetration has built a strong foundation, enabling the business to reach the 400 million dollar revenue mark. This is despite the significant volatility that has been happening in recent months because of the war. The business remained resilient during the quarter, navigating geopolitical uncertainty and disruptions with strength and discipline. It was led both by DTM and B2B categories alongside consistent margin stability and internal pipeline assets.

On the regulatory front, during the year, the US FDA conducted and concluded inspections at three of our manufacturing facilities in India: Bommasandra in Bangalore, Sitec in Mumbai, and Medispray in Goa. All of these inspections resulted in a VAI or NAI classification. This accomplishment reflects our sturdy dedication to quality compliance and operational excellence.

A quick update on our US pipeline. We continue to prioritize organic investments with a sustained focus on advancing R&D capabilities for the US market in particular. We remain very confident in our US business outlook, which is supported by a pipeline of nearly 40 to 50 products to be filed over the next 3 years. This includes 12 first-to-files and 8 B2 opportunities that we are targeting. In the respiratory portfolio, five assets have been filed including generic Ventolin. Four of these are expected to be commercialized in FY27. We are also going to deepen this pipeline with four additional respiratory assets scheduled for filing over the next 24 months.

Importantly, we remain committed to sustainability and innovation, with two respiratory assets incorporating green propellants expected to be filed over the next 24 months as well. In peptides and complex generics, eight assets are already filed, with select launches projected between FY27 and FY28. We aim to file three more peptide and complex generic assets in the next 12 to 24 months. Additionally, we are working on oligonucleotides and we are also having a few global biosimilar assets; one is undergoing a clinical study under an IND and the other is in an earlier stage of development. We see biosimilars as a very large and underpenetrated opportunity, and with the recent change in some of the guidelines, we believe this to be an upcoming almost 200 billion dollar opportunity, with around 100 such biologics expected to lose exclusivity over the next decade.

We are going to enhance our efforts on biosimilars. We have a JV with Kemwell which is focused on execution and has an initial pipeline of respiratory assets and oncology assets. We are looking at adding at least one to two assets for in-house biosimilar development through this JV, which will build our presence in the biosimilar space over the next 5 to 7 years.

On the back of these ambitions and with a very solid foundation of execution, we are also accelerating our AI-led transformation. Our strength has always been on execution across quality, manufacturing, and regulatory, and with the AI transformation, we aim to become a leading AI-led pharma organization. We have invested in robust data and technology foundations, which allows us to scale this up in a structured and sustainable way, and also in a very timely fashion. We will be focusing a lot on driving efficiency, productivity, and better decision-making with the help of AI over the coming months to the coming year. I would now like to invite Ashish to present the

financial and operational performance.

Management: Thank you, Achin. I would like to present the key financial highlights for the quarter and the financial year. We reported quarterly revenue of 6,541 crores and as a result, we ended the year with 28,163 crores. EBITDA margins for the quarter stood at 15.2% and 21% for the year; as always, this does not include other income. The gross margin after material costs stood at 65.6% for the quarter and 66% for the full year, primarily driven by the product mix in the revenue. Total expenses for the quarter include employee costs and other expenses which stood at 3,296 crores. This was higher by about 10% year-over-year. Annually, expenses were 12,689 crores, which was again a similar percentage increase year-over-year. The increase in employee costs reflects our planned investment in talent to support our markets as well as to strengthen our manufacturing readiness in both India and the US.

Overall, operating expenses also include continued investment in R&D, which stood at 509 crores, at about 7.8% of the revenue for the quarter. For the year, it was 1,974 crores, at about 7% of the revenue. These investments are aligned with our pipeline priorities, enable our new launches, and build readiness for upcoming products. As a result, we are scaling up our annual filings, as has been highlighted by Umang. In addition, we have started to see some impact of the ongoing geopolitical situation within operating expenses, which we are closely monitoring. In the near quarters, we don't see a meaningful impact, but in future quarters, as the revenue inventory gets consumed, you will see that impact coming through. For the quarter, PAT stood at 555 crores, representing 8.5% of sales, with an effective tax rate of 22.2%. On a full-year basis, PAT amounts to 3,879 crores, accounting for 13.8% of sales, while the ETR for the year is 25.9%. Our ROIC stood at 22.9% for the year. Of course, PAT also assumes a certain impairment that we have had during the quarter.

Our free cash flow generation and operating efficiency continues to drive a healthy net cash position as of March 31, 2026. Debt on our balance sheet, including lease liabilities, stood at 614 crores, with a net cash equivalent balance of 10,526 crores. Looking ahead, the key priorities for One India will be to focus on execution to sustain growth momentum and outperform the market in branded generics, trade generics, as well as consumer wellness. We will further strengthen our presence in chronic therapies including diabetes, cardiology, urology, and dermatology, while maintaining the robust trajectory we have built in respiratory. In North America, we will concentrate on enhancing our commercial execution and accelerating new product introductions. Our aim is to cross the 1 billion dollar mark as a run rate towards the end of this financial year, i.e., FY27. In South Africa, our focus will be on improving the private mix with a correction in tender contribution. In EMEA, our top priority is to drive top-line growth by deepening penetration in core markets while maintaining a strong margin trajectory.

Looking ahead to FY27, supported by our ramp-up of new launches, investments made across our manufacturing facilities, and ongoing expense optimization initiatives, we expect EBITDA margins to be in the range of 18.5% to 20%. This will be achieved with a sequential improvement quarter-on-quarter, with the key improvement being in the second half of the year. This guidance does not include any contribution from Lanreotide in FY27. I would like to thank you for your attention and will hand back to the moderator to open for questions and answers.

Operator: Should we open the floor for questions?

Management: Yeah, sure, please.

Operator: Thank you very much. We will now begin the question and answer session. Anyone who wishes to ask a question may press star and then one on their touchtone phone. If you wish to remove yourself from the question queue, you may press star and then two. Participants are requested to use handsets while asking a question. Your first question comes from the line of Vishal Manchanda from Systematix. Please go ahead.

Vishal Manchanda – Systematix: Hi, good evening and thanks for the opportunity. During the quarter, did we book any shelf stock adjustment for Revlimid?

Management: No. I think we shared this in the last quarter as well. We did not have any SSA adjustment.

Vishal Manchanda – Systematix: Okay. Second, on the generic Ventolin launch expected next month: as the innovator is supposed to launch a green version of Ventolin sometime by Q3 of this financial year, if the innovator replaces all of their Ventolin products with the new version, would that impact Cipla?

Management: Right now we are launching a generic to the existing Ventolin. Switching to another variant is a process that is not an automatic process under US law at this point in time. We do not anticipate any near-term impact of that change as and when the transition starts to happen.

Vishal Manchanda – Systematix: Okay. And if you could update on the respiratory pipeline assets Advair, Symbicort, QVAR, and Flovent?

Management: As we had guided, we were expecting four approvals this year. Ventolin has already been approved. We have different go-dates for different products. During the year, we are expecting Advair, Symbicort, and then one other asset to get approved. This will happen during H1 and one in H2 as well.

Vishal Manchanda – Systematix: Okay. And what is holding back Advair for so long?

Management: I think your question is probably more historical. If you recall, we had an OAI at our Indore facility, so we had to transfer the technology to the US, which caused the delay. But now we are ready with everything, so it is just a matter of executing this now.

Management: And just to complete that, we went through a pre-approval inspection on our US facility for this particular product.

Vishal Manchanda – Systematix: Got it. And one final one: do you expect to see any benefit out of the EU FTA for your respiratory portfolio because you source many basic devices from Europe?

Management: At this point, we are not expecting any meaningful impact from that. It is more business as usual.

Vishal Manchanda – Systematix: Is there a change in the duty structure there or does it remain the same pre and post EU FTA?

Management: It remains the same, so there is no benefit as such.

Management: And in the EU, we are already selling respiratory devices which are in-house. So there is no significant benefit that we see coming from the EU FTA.

Vishal Manchanda – Systematix: My question was more from a sourcing standpoint. Would the key raw materials that come from Europe be cheaper for you?

Management: No. We get some raw materials from there, especially on the devices side, but there is no such benefit out there.

Vishal Manchanda – Systematix: Okay. Thank you.

Operator: Thank you. Your next question comes from the line of Siddharth Nigandi from CWC. Please go ahead.

Siddharth Nigandi – CWC: Hi, thanks for the opportunity. I wanted to understand the specific initiatives around AI that you mentioned. Could you share any specific pilots you have taken and what you see scaling up in the future?

Management: AI is a broad-based implementation we are targeting across multiple functions. The difference between what happened in the past versus now is we are focusing on end-to-end processes rather than small, limited use cases. We have implementations across quality, regulatory, corporate functions, and a lot of R&D-related use cases as well. The idea is to use it in a way that helps faster and better decision-making while ultimately providing productivity benefits.

Siddharth Nigandi – CWC: Right, thanks. On the biosimilars front, what is your strategy? Are you looking at in-licensing or your own development, and what is the pipeline and timeline for the US and EU? Is that accelerated given the new FDA draft guidelines?

Management: We have predominantly an in-house strategy where we have two assets currently under development for developed markets; one of them is already under clinical trials under a US IND. We will be adding one to two assets each year, which will result in a pipeline of six to eight in-house assets over the next 5 to 8 years. On top of that, we are considering a limited amount of in-licensing where there are near-term opportunities not within our in-house portfolio. We see this as a newer space, especially because changes to the guidelines have placed us in a good position where we can run these like other complex projects and benefit from the overall economics.

Siddharth Nigandi – CWC: Understood. Thank you so much.

Operator: Thank you. Your next question comes from the line of Surya Patra from PhillipCapital. Please go ahead.

Surya Patra – PhillipCapital: Thank you for the opportunity. On the US revenue guidance for a 1 billion dollar run rate by the end of this year: you mentioned that for FY27, you have not factored in Lanreotide or Lenalidomide. If we deduct those from the 780 million dollar revenue of FY26, the number you are talking about is almost double the size of the base US business. What is the bridge for this revenue build-up?

Management: The guidance is for a 1 billion dollar run rate by the end of the year, not 1 billion dollars in total revenue during the year. Much of this is contingent on the pipeline maturing. We have one approval in hand and, as mentioned, three other respiratory approvals, one big peptide approval, and three other smaller assets that were approved during the year. As these products get approved, our run rate will keep improving to reach 1 billion dollars by the end of FY27, which puts us in a very good position.

Surya Patra – PhillipCapital: Okay. So in the second half, we will see a run rate of almost 100 million dollars in incremental revenue versus the quarterly run rate in the first half?

Management: Yes.

Surya Patra – PhillipCapital: Okay. Since you mentioned Lanreotide was not factored into the margin guidance, what is the outlook for Lanreotide specifically?

Management: For Lanreotide, our partner is working on remediation efforts in full swing, and we are helping them navigate that path. By next quarter, we should have closer visibility on their exact remediation timeline, which will include a re-inspection from the FDA. In parallel, we have identified an alternate manufacturing site based in the US. The objective is to file by early next calendar year, which is Q4 of this financial year. This two-pronged approach gives us two shots at the goal. Lanreotide is an interesting opportunity as a long-acting injectable, and once we resolve this, we will be back in the market for FY28.

Surya Patra – PhillipCapital: On Ventolin, we have around a 22% market share in the Albuterol market in the US. With another variant getting approved, do you find changes to the market dynamics, pricing, or competition? Will this lead to incremental business, since prescriptions are based on Albuterol HFA?

Management: These are different products because they get substituted to different innovator products with different NDCs and markets. We have CGT on the generic Ventolin, so we will be exclusive for a six-month period and expect a significant uptick. There is no cannibalization of the other variant, so we are more likely to take share from existing Ventolin suppliers rather than our own franchise.

Surya Patra – PhillipCapital: Is there scope for cost rationalization for FY27?

Management: We are working on multiple productivity enhancement measures, including the tech-related transformation, to optimize costs. In the short term, there are sourcing disruptions because of the war situation, which we are monitoring. Regarding basic efficiencies, these will materialize during the year. Additionally, we invested in North America facilities for these complex products where costs have been present without commensurate revenue. As new launches happen, economies of scale will improve.

Surya Patra – PhillipCapital: Thank you, wishing you all the best.

Operator: Thank you. Your next question comes from the line of Tushar Manudhane from Motilal Oswal Financial Services. Please go ahead.

Tushar Manudhane – Motilal Oswal Financial Services: Thanks for the opportunity. On the R&D spend of almost 2,000 crores, but with few ANDAs being filed, is the R&D spend per ANDA significantly higher for FY26 compared to the earlier philosophy?

Management: Yes. We have pursued complex products, including first-to-files on the oligonucleotide side, as well as more respiratory and peptide projects. This results in higher spend per filing, including litigation costs, API costs, R&D acquisitions, and fees for CROs and CMOs for oligonucleotides.

Tushar Manudhane – Motilal Oswal Financial Services: For respiratory and oligo products, is there a broad R&D spend number per ANDA you would call out?

Management: It is very case-specific. We are guiding toward approximately 7% of sales for R&D spend. The nature of filings is changing with 40 to 50 filings targeting respiratory and peptides. Our endeavor is to pursue complex opportunities with a high internal NPV per project.

Tushar Manudhane – Motilal Oswal Financial Services: The Albuterol market share moved from 22% back to 19.5%. Is there anything to read into that?

Management: That is a minimal reduction of 0.4%. We are rank one there, and if we could supply more, there is potential to increase that share as well.

Tushar Manudhane – Motilal Oswal Financial Services: Is the Indore site regulatory issue delaying filings?

Management: We have de-risked from Indore. Our assets are filed from the US facility and Goa, as Goa is cleared. We are focusing future filings on Goa and the US, and will accelerate Indore as soon as it clears.

Tushar Manudhane – Motilal Oswal Financial Services: On Ventolin, will the market share pickup be gradual?

Management: You will see a ramp-up happening in the second half for generic Ventolin. We will launch within Q1, but the volume ramp-up will occur in H2. Capacity is not a constraint as we have our US facility and no issues on the device side.

Operator: Thank you. Your next question comes from the line of Damayanti Kerai with HSBC. Please go ahead.

Damayanti Kerai – HSBC: Thank you. On your US exit guidance of 1 billion dollars in FY27, what visibility do you have on receiving approvals? For bigger assets, what risk mitigation is implemented?

Management: Regarding confidence, we are seeing developments like the PAI for Advair and the approval of Ventolin. We are aware of goal dates for Q3 and Q4. All facilities are de-risked internally, so we are just pending final approval to launch assets.

Damayanti Kerai – HSBC: Are most of these filed from two sites?

Management: These are filed from the US or Goa facilities for respiratory. The peptide is from a partner site. Goa was recently inspected and we have responded to the observations, so we are waiting for classification.

Damayanti Kerai – HSBC: On the India business, full-year growth was 9%. Do you think you can outpace IPM growth in the next 1 or 2 years? Market growth has improved to low double-digits recently.

Management: We are confident we will deliver strong double-digit growth and market-beating growth in FY27 and FY28. We have seen a consistent trend over the last couple of quarters.

Damayanti Kerai – HSBC: Regarding gross margin trends, how do your complex generics impact margins in the medium term?

Management: Gross margin is a mixed bag. Last quarter, material and R&D costs went up, which has partially reversed this quarter. While Lenalidomide was high-margin, most upcoming respiratory assets are in-house, which will be accrete to company margins. Some peptides are partnered products where profit shares act with gross-to-net and bring the margin down, but they remain significantly accretive to EBITDA as S&D costs in the US are low. In India, moving toward chronic therapies will provide a 5-10% better gross margin. Long-term, gross margin should have a positive bias, though there may be temporary blips from geopolitical risks.

Operator: Thank you. Next question comes from the line of Nikhil Mathur with HDFC Mutual Fund. Please go ahead.

Nikhil Mathur – HDFC Mutual Fund: Good afternoon. Does your 1 billion dollar US exit run rate include Lanreotide?

Management: Currently, we have left that out of the guidance. It would be an upside to the plan if we get back into the market before then.

Nikhil Mathur – HDFC Mutual Fund: Analyzing this quarter's US revenue, you are at around 620 million dollars. To reach a 1 billion dollar exit, you need 380 million dollars of incremental revenue. Is this skewed toward one or two products?

Management: We are expecting a couple of opportunities that are 100 million dollar plus annualized opportunities. There are big contributions expected from respiratory and a peptide asset. Because timing of launch can move by a month or two, we can't give a specific quarterly breakup, but we believe we can cross that run rate by year-end.

Nikhil Mathur – HDFC Mutual Fund: What kind of tail do these 100 million dollar opportunities have? Could competition lead to erosion in FY28 or FY29?

Management: These are not six-month exclusivity opportunities. Even when competition enters, they will taper off slowly, similar to Albuterol or Lanreotide before supply issues. We will manage these as steady dollar-value opportunities rather than a volume game.

Nikhil Mathur – HDFC Mutual Fund: Can you quantify the contribution from Yorpik in Q4?

Management: Real sales started in January. While we saw improvement through April, it is not a meaningful percentage of the overall 15% One India growth we reported.

Nikhil Mathur – HDFC Mutual Fund: Is there an in-licensing component leading to the double-digit growth in Q4?

Management: Yes, we had in-licensing of Pfizer products and the acquisition of Inspira. The base growth remains double-digit.

Operator: Thank you. Your next question comes from the line of Saion Mukherjee with Nomura. Please go ahead.

Saion Mukherjee – Nomura: Looking over the next 2 to 3 years, how should we think about capital deployment organically and inorganically?

Management: Our number one deployment is R&D to accelerate the pipeline in respiratory, peptides, and differentiated products. We will step up on biosimilars, aiming for six to eight internal assets supplemented by inorganic opportunities. Capex has increased over the last 3 years, but that cycle should reduce after another year as we have built enough capacity. For inorganic growth, we look for differentiated specialty products for developed markets in the US and Europe to give us sustainable growth and capabilities.

Saion Mukherjee – Nomura: Are you looking at the branded generic space in India or emerging markets?

Management: In India, large acquisitions are difficult as we are already a leading player by volume and must account for overlaps. In emerging markets, Europe remains a good opportunity where we can acquire both business and capabilities.

Saion Mukherjee – Nomura: The cash on the balance sheet is very large now. Are you thinking about a higher dividend payout?

Management: While absolute rupee terms look high, meaningful large transactions would consume this cash quickly. It gives us flexibility for future growth. We remain selective to ensure acquisitions add strategic value and pass our diligence filters.

Operator: Thank you. The next question comes from the line of Neha Manpuria with Bank of America. Please go ahead.

Neha Manpuria – Bank of America: Trade generics and consumer healthcare grew double-digits in FY26, suggesting the branded generic business was muted. What gives you confidence you will beat India growth next year?

Management: All three segments did well in Q3 and Q4. Q1 was muted on branded Rx due to seasonality, but that is behind us. Considering our current strategies, we are quite confident this trend will continue. We must acknowledge that acute therapies are a fair representation in our mix compared to the market, which is season-dependent. Challenging seasons in recent years required we work harder in other parts of the portfolio to achieve growth.

Neha Manpuria – Bank of America: Given the low base on seasonality, would a normal season provide a tailwind for India growth?

Management: Yes. Seasonal patterns don't typically happen many years in a row. Our base was low for acute items last year, but the chronic portion—specifically diabetes, cardiology, and urology—has grown significantly. We have diversified beyond seasonality-dependent portfolios.

Neha Manpuria – Bank of America: Regarding the margin guidance of 18.5% to 20%, will the second-half margins be north of 20% due to the US launches?

Management: Exactly. The guidance will favor H2 with better-than-average margins. In the first two quarters, without the core benefit of new launches, we will see margins lower than that average.

Operator: Thank you. We take our last question for today from the line of Vivek Agarwal from City Group. Please go ahead.

Vivek Agarwal – City Group: On the EBITDA margin guidance of 18.5% to 20%, this appears conservative given the US and India outlook. Have you baked in significant impacts from input costs or geopolitical situations?

Management: We have made significant investments in people and R&D over the last 2 years. Staffing costs will sustain as we add capacity for exports. R&D will continue at about 7% of sales as we increase programs. The 18.5% to 20% range is fair, and while we hope geopolitical impacts are temporary, we have not budgeted for a sustained long-term impact.

Vivek Agarwal – City Group: If H2 margins factor in new US launches, can FY28 margins be materially better than FY27?

Management: That is our target. We will work to continue improving our targeted margin, and sustaining 20% plus is something we should aim for going forward.

Vivek Agarwal – City Group: How material is Nintedanib? Is it a short-term opportunity?

Management: It is not a very large product, but we have a good market share and it is doing well. We have had a few other launches this year of similar magnitude.

Operator: Thank you. Ladies and gentlemen, that was the last question. I would now like to hand the conference over to Ms. Diksha Maheshwari for closing comments.

Management: Thank you everyone for joining in. If you have any further questions, please write to investor.relations@cipla.com. Thank you.

Operator: Thank you. On behalf of Cipla Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.