

27<sup>th</sup> June 2022

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|---|--|
| <p>(1) BSE Limited<br/>Listing Department,<br/>Phiroze Jeejeebhoy Towers,<br/>Dalal Street,<br/>Mumbai 400 001</p> <p><b>Scrip Code: 500087</b></p> | <p>(2) National Stock Exchange of India Limited<br/>Listing Department<br/>Exchange Plaza, 5<sup>th</sup> floor,<br/>Plot no. C/1, G Block,<br/>Bandra Kurla Complex,<br/>Bandra (East), Mumbai - 400 051</p> <p><b>Scrip Code: CIPLA EQ</b></p> |
| <p>(3) SOCIETE DE LA BOURSE DE LUXEMBOURG<br/>Societe Anonyme<br/>35A Boulevard Joseph II,<br/>L-1840 Luxembourg</p>                                |  |

**Sub: Acquisition of additional stake in GoApptiv Private Limited**

Dear Sir/Madam,

In compliance with the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") and further to the intimation dated 10<sup>th</sup> June 2020, we hereby notify that Cipla has entered into definitive agreements on 27<sup>th</sup> June 2022 for further investment of Rs. 25.90 crores (approx.) in GoApptiv Private Limited.

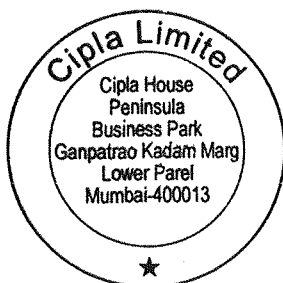
Requisite details under SEBI Listing Regulations, 2015 read with Circular No. CIR/CFD/CMD/4/2015 dated 9<sup>th</sup> September 2015 are enclosed as Annexure – I to this letter.

We request you to kindly take the above disclosure on record.

Thanking you,  
Yours faithfully,  
For Cipla Limited



**Rajendra Chopra**  
**Company Secretary**



Encl: Details as per the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Prepared by: Simona Dsouza

**Cipla Ltd.**

Regd. Office - Cipla House, Peninsula Business Park, Ganpatrao Kadam Marg, Lower Parel, Mumbai-400 013, India

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## Annexure – I

Details as per the SEBI circular no. CIR/CFD/CMD/4/2015 dated 9<sup>th</sup> September 2015

Sr. No.	Particulars	Details
a)	Name of the target entity, details in brief such as size, turnover etc.;	<p><b>Name of the target entity:</b> GoApptiv Private Limited (hereinafter referred to as “GoApptiv”)</p> <p><b>Brief details:</b> GoApptiv, incorporated under the provisions of Companies Act, 2013, is a digital tech-company engaged in the business of offering digital solutions to pharmaceutical companies for increasing patient reach.</p> <p><b>Turnover:</b> Rs. 131.72 crores (unaudited) for the year ended 31<sup>st</sup> March 2022.</p>
b)	Whether the acquisition would fall within related party transaction(s) and whether the promoter/ promoter group/ group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at “arm’s length”;	<p>GoApptiv is an associate of Cipla and hence the said acquisition would fall within the purview of related party transactions.</p> <p>The acquisition and subscription of shares will be at “arm’s length”, on the basis of valuation report received from independent valuers as per applicable laws.</p> <p>None of the promoter/promoter group/group companies have any interest in the entity.</p>
c)	Industry to which the entity being acquired belongs;	GoApptiv offers end to end business solutions including distribution, digital solutions, integrated brand sales management, digital marketing, patient support and healthcare data analytics, channel engagement etc., for healthcare companies.
d)	Objects and effects of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity);	The follow-on investment shall strengthen Cipla’s partnership with GoApptiv, enabling wider reach of its key brands in the Tier 3+ towns through GoApptiv’s solutions for end-to-end brand marketing and channel engagement. The new capital shall support GoApptiv’s future growth plans and enable it to provide comprehensive solutions to its customers thereby benefitting the patients.

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e)	Brief details of any governmental or regulatory approvals required for the acquisition;	Not Applicable.
f)	Indicative time-period for completion of the acquisition;	The transaction is expected to be completed within 30 days from the signing of definitive agreements or such other date mutually agreed between the parties in writing and shall be subject to successful completion/waiver of conditions precedent as mentioned in such definitive agreements.
g)	Nature of consideration - whether cash consideration or share swap and details of the same;	Cash Consideration.
h)	Cost of acquisition or the price at which the shares are acquired	In accordance with the definitive agreements, Cipla would additionally invest an amount of Rs. 25.90 crore (approx.) in following manner:
i)	Percentage of shareholding / control acquired and / or number of shares acquired;	<ol style="list-style-type: none"> <li>1. Acquisition of 4,618 Equity Shares of face value Rs. 10 per share;</li> <li>2. Subscription to 9,889 Series A Compulsorily Convertible Preference Shares of face value Rs. 10 per share.</li> </ol> <p>Cipla's stake in GoApptiv post completion of acquisition and subscription of additional shares would be 22.02%, on a fully diluted basis.</p>
j)	Brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years' turnover, country in which the acquired entity has presence and any other significant information (in brief)	<p>Goapptiv is an India based start-up providing end to end business solutions for healthcare companies to commercialise and improve access of healthcare product reach in tier 2-6 geographies through engagement with all stakeholders in the value chain leveraging proprietary technology platforms and physical reach. Goapptiv has developed digital applications for doctors, distributors, chemists and data analytics for efficient brand marketing for healthcare companies.</p> <p><b>Date of Incorporation:</b> 27<sup>th</sup> March 2015</p> <p><b>History of last 3 years turnover:</b>  FY 21-22: Rs 131.72 crores (unaudited)  FY 20-21: Rs. 59.89 crores  FY 19-20: Rs. 19.70 crores</p> <p><b>Country in which GoApptiv has its presence:</b> India</p>

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