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This information is best reviewed by your financial team. If you're not the person responsible for cash management, please forward this to your CFO, Controller, Treasurer or Credit Manager.

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Dear Valued Partner,

Cipla appreciates the working relationships we have with our suppliers and we are always looking for ways to strengthen our important business partnerships. For this reason, we are asking you to give our Cipla Early Pay programme your full consideration.

We have partnered with the C2FO platform to facilitate accelerated payment of approved supplier invoices via their secure marketplace. C2FO has many years of experience helping numerous suppliers fulfill their cash flow needs.

For a small discount, using their platform, you can receive early payment directly from Cipla to improve your cash flow at rates that are often less than the cost of short-term working capital.

The best part about the programme is that you determine your early payment offer, so you're in control. When your offer is accepted, Cipla will initiate early payment on the next immediate payment run.

The Cipla Early Pay programme is simple and has multiple money-saving advantages:

- **Low cost:** Creates a new working capital option at a rate you choose
- **Flexible:** Eliminates paperwork with on demand access
- **Useful:** Lowers your days sales outstanding (DSO)
- **Secure:** Provides secure access to view your approved invoices
- **Helpful:** Gives you world-class support M-F, 8.30am-5.30pm
- **Simple:** Offers easy account activation and your payment process doesn't change

While we believe the programme is the most-supplier friendly option for improving your working capital efficiency, the final decision to use is yours.

Please activate your C2FO account at your earliest convenience. If you have questions, C2FO support team is ready to help you.

Thank you for your continued partnership with Cipla.

Kedar Upadhye  
Global CFO

Swapn Malpani  
Global SCM Head

P.S. There's no cost or obligation when you activate your C2FO account. It simply gives you the opportunity to see how C2FO could improve your company's cash flow and save you money.