



LUPIN

SCALING
HIGHER ORBITS



BUSINESS HIGHLIGHTS

API

- Established an enduring presence in the Cephalosporins and Anti-TB space
- Built a solid position in the CVS space to widen its product portfolio
- Has attained a global scale of operations through its API business
- A strong technology base to develop complex, difficult-to-make APIs most optimally

CRAMS

- Acquisition of Novodigm Ltd in 2007 to get a headstart on its Contract Research and Manufacturing Services (CRAMS) business
- Focus on leveraging Novodigm's strengths in the area of research and manufacturing to develop niche products for international customers
- As a key research asset, Novodigm is also engaging in B2B opportunities of supplying value added solutions to other pharmaceutical companies that manufacture finished dosages

GLOBAL TB

- Developed Anti-TB products such as Rifampicin, Pyrazinamide, Ethambutol and Rifabutin as the mainstay of the Company's TB business
- Capitalizing on its global leadership in anti-TB
- Expansion of its spectrum of offerings to include APIs in the MDR TB and Paediatric TB category

MANUFACTURING

- Manufacturing facilities approved/inspected by international regulatory agencies like US FDA, UK MHRA, TGA Australia, WHO, and MCC South Africa
- Developed a strong vertically integrated business to build a global pharmaceutical powerhouse

ADVANCED MARKETS

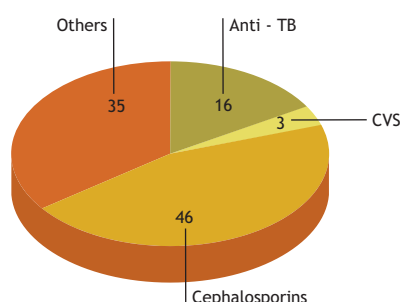
- The fastest growing Generics company in the US by prescriptions (IMS Health)
- The largest Indian company in the US Generics market by prescriptions (IMS Health)
- 22 Generic products in the market, out of which 8 are No.1
- Won the Wal-Mart Supplier Award of Excellence
- One of the fastest growing Generics businesses and ranked amongst top 10 in the Japanese market
- 6th largest Generic business in South Africa

RESEARCH

- Intellectual pool of over 400 scientists
- Focus on drug discovery and advanced drug delivery systems research, resulting in significant progress in its NCE program and value-added generic pharmaceuticals
- Filed over 90 ANDAs, representing a market size in excess of US\$ 90 Bn

A DIVERSIFIED API PORTFOLIO

API SALES (THERAPEUTIC CONTRIBUTION %)



The Company's API and Intermediates business continues its global leadership and has been fueling the growth of the Company's Formulations business. Our integrated model has not only given us cost leadership, but also furnished the additional thrust necessary for pushing Lupin into higher orbits of growth.

API PRODUCT DETAILS

Therapeutic Category	Pharmacopoeia	USD MF	ED MF	CEP
ANTI TB				
Ethambutol Hydrochloride	BP/EP/USP	✓	✓	✓
Pyrazinamide	EP/USP	✓	✓	
Rifabutin	BP/EP/USP	✓	✓	
Rifampicin	EP/USP	✓	✓	
CARDIOVASCULAR				
Lisinopril	EP/USP	✓		✓
Losartan Potassium	USP	✓	✓	
Simvastatin	EP/USP	✓	✓	
ANTIBIOTICS (CEPHS)				
Cefaclor	BP/EP/USP	✓	✓	✓
Cefadroxil	BP/EP/USP	✓	✓	
Cetprozil				
Cefuroxime Axetil	EP/USP	✓	✓	
Cephalexin	BP/EP/USP	✓	✓	
CENTRAL NERVOUS SYSTEM				
Eslicarbazepine				
Lacosamide				
Levetiracetam	USP/In House	✓	✓	
Rasagiline				
GASTRO-INTESTINAL				
Camostat Mesylate				
Rifaximin	BP/In House	✓	✓	
ANALGESICS				
Flupirtine Maleate				
Nimesulide				
ANTI ASTHMA				
Montelukast				



ACTIVE PHARMACEUTICAL INGREDIENTS

ANTI TB

Ethambutol Hydrochloride
Pyrazinamide
Rifabutin
Rifampicin

CARDIOVASCULAR

Lisinopril
Losartan Potassium
Simvastatin

ANTIBIOTICS (CEPHS)

Cefaclor
Cefadroxil
Cetprozil
Cefuroxime Axetil
Cephalexin

CENTRAL NERVOUS SYSTEM

Eslicarbazepine
Lacosamide
Levetiracetam
Rasagiline

GASTRO-INTESTINAL

Camostat Mesylate
Rifaximin

ANALGESICS

Flupirtine Maleate
Nimesulide

ANTI ASTHAMA

Montelukast

INTERMEDIATES

7-Amino-3-Chloro Cephalosporanic Acid(7ACCA)
7 Amino Diacetoxy Cephalosporanic Acid (7ADCA)
7-Amino-3-Ethenyl-8-Oxo-5-Thia-1
Azabicyclo[4.2.0]Oct-2-ene-2-Carboxylic Acid (7AVCA)
(D)-2-Amino-1-Butanol
(L)-2-Amino-1-Butanol
D-Mandelic Acid
L-Mandelic Acid
S-2-Aminobutyric Acid Hydrochloride
S-2-Aminobutanamide

**Products infringing valid patents are not offered for sale*

**The patent position should be verified by the customer*

Contact us at: api@lupinworld.com



At Lupin, we have always looked beyond the obvious. We have identified possibilities and turned them into opportunities. The thrust of this journey has been fueled by 40 years of latent ambition and pioneering spirit, backed by significant achievements that have today become benchmarks globally. We are now moving with undeterred momentum and velocity towards scaling higher orbits by evolving into a differentiated Global Generics Powerhouse.

OUR VISION

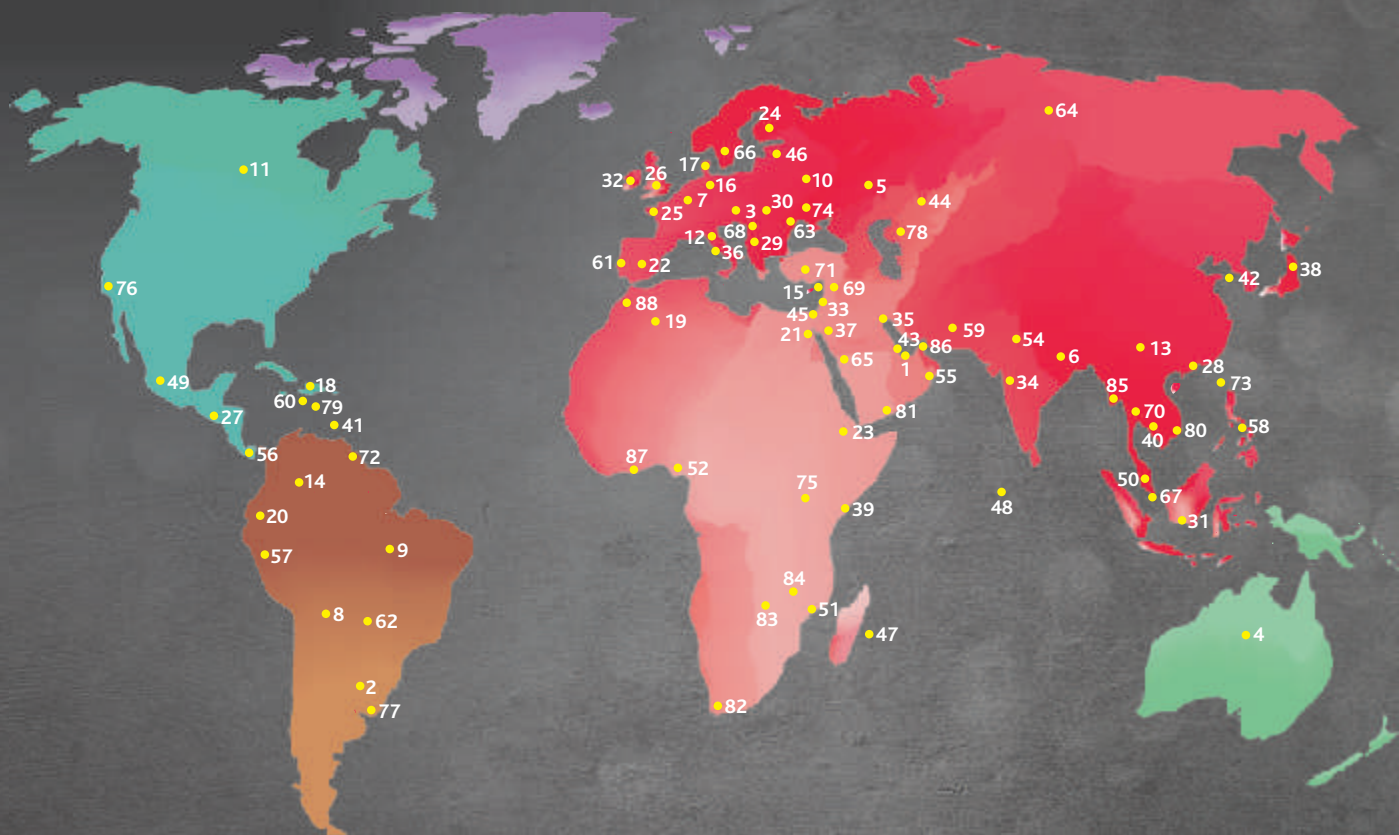
To Be
An Innovation Led
Transnational
Pharmaceutical Company

OUR VALUES

Superior Performance
Integrity
Entrepreneurship
Customer Orientation
Working Together
Respect For People



LUPIN HAS A WIDE GLOBAL FOOTPRINT



- | | | | | |
|------------------------|--------------------|--------------------|----------------------|----------------------|
| 1. UAE | 19. Algeria | 37. Jordan | 55. Oman | 73. Taiwan |
| 2. Argentina | 20. Ecuador | 38. Japan (Kyowa) | 56. Panama | 74. Ukraine |
| 3. Austria | 21. Egypt | 39. Kenya | 57. Peru | 75. Uganda |
| 4. Australia | 22. Spain | 40. Cambodia | 58. Philippines | 76. USA (LPI) |
| 5. Azerbaijan | 23. Ethiopia | 41. St Kitts&Nevis | 59. Pakistan | 77. Uruguay |
| 6. Bangladesh | 24. Finland | 42. South Korea | 60. Puerto Rico | 78. Uzbekistan |
| 7. Belgium | 25. France | 43. Kuwait | 61. Portugal | 79. Brit. Virgin Is. |
| 8. Bolivia | 26. United Kingdom | 44. Kazakhstan | 62. Paraguay | 80. Vietnam |
| 9. Brazil | 27. Guatemala | 45. Lebanon | 63. Romania | 81. Yemen |
| 10. Belarus | 28. Hong Kong | 46. Latvia | 64. Russian Fed. | 82. South Africa |
| 11. Canada | 29. Croatia | 47. Mauritius | 65. Saudi Arabia | 83. Zambia |
| 12. Switzerland | 30. Hungary | 48. Maldives | 66. Sweden | 84. Zimbabwe |
| 13. China | 31. Indonesia | 49. Mexico | 67. Singapore | 85. Myanmar |
| 14. Colombia | 32. Ireland | 50. Malaysia | 68. Slovenia | 86. UAE |
| 15. Cyprus | 33. Israel | 51. Mozambique | 69. Syria | 87. Ghana |
| 16. Germany (Hormosan) | 34. India | 52. Nigeria | 70. Thailand | 88. Morocco |
| 17. Denmark | 35. Iran | 53. Netherlands | 71. Turkey | |
| 18. Dominican Rep. | 36. Italy | 54. Nepal | 72. Trinidad, Tobago | |

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