

February 7, 2018

✓ **BSE Limited**

Department of Corporate Services,  
P. J. Towers,  
Dalal Street,  
**MUMBAI - 400 001.**

**National Stock Exchange of India Limited**

Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (East),  
**Mumbai - 400 051.**

**Dear Sirs,**

**Sub: Q3 FY18 Investor Presentation.**

Pursuant to Regulation 30(2) read with Schedule III Part A (15) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed is a copy of the Q3-2018 Investor Presentation.

Kindly confirm receipt.

Thanking you,

Yours faithfully,  
**For LUPIN LIMITED**

**R. V. SATAM**  
**COMPANY SECRETARY**

**Encl.: a/a**



# LUPIN LIMITED

## Q3 FY18 Investor Presentation

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February 06, 2018

# Safe Harbor Statement



Materials and information provided during this presentation may contain 'forward-looking statements'. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements.

Risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations. Risks and uncertainties particularly apply with respect to product-related forward-looking statements. Product risks and uncertainties include, but are not limited to, technological advances and patents obtained by competitors. Challenges inherent in new product development, including completion of clinical trials; claims and concerns about product safety and efficacy; obtaining regulatory approvals; domestic and foreign healthcare reforms; trends toward managed care and healthcare cost containment; and governmental laws and regulations affecting domestic and foreign operations.

Also, for products that are approved, there are manufacturing and marketing risks and uncertainties, which include, but are not limited to, inability to build production capacity to meet demand, unavailability of raw materials, and failure to gain market acceptance.

You are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation.

The Company disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events, or otherwise.

# Leading position across major markets



## Globally

**7th**

largest generic  
company  
*(by sales<sup>1</sup>)*

**2nd**

largest Indian  
Pharma  
*(by global sales<sup>1</sup>)*

**4th**

largest US  
*(by prescriptions<sup>2</sup>)*

**5th**

India Pharma  
Market Rank<sup>2</sup>

**6th**

largest  
Japanese Gx<sup>2</sup>

## Other Key Markets

**4th**

largest South  
Africa generics<sup>2</sup>

**5th**

largest  
Philippines  
Generics<sup>3</sup>

**6th**

largest  
Australia  
Generics<sup>2</sup>

## Global Footprint

20,000+ Employees  
100+ Countries with sales  
18 Manufacturing sites  
9 R&D sites

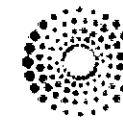
### Sources:

1. LTM sales available as of 30 Sep 2017
2. IQVIA MAT Dec 17 for respective markets
3. IQVIA MAT Nov 17

# Lupin – Awards and Accolades



- **Forbes Global 2000, FY 2017**
- Lupin ranked **No.1 in the Biotech and Pharma**, and **No. 4 amongst large organisations** in the list of top 100 – **Great Place to Work**
- **Dun & Bradstreet Corporate Award** in the pharmaceutical sector
- **“BEST Award”** from ATD
- Thomson Reuters **India Innovation Award** for Research & Development @ Lupin
- **Cardinal Supply Chain Excellence Award** for 2017
- **Forbes India Business Leadership Awards 2016** – Vinita Gupta & Nilesh Gupta awarded the Entrepreneur of the Year
- Vinita Gupta – Hall of Fame - **The Most Powerful Business Women 2017** by Business Today
- Vinita Gupta in **Forbes Asia Power Businesswomen, “Power 50”, FY 2016**
- **Ramesh Swaminathan: Best CFO - Best Inorganic Growth Strategy, 2017** by **BusinessWorld Best CFO Awards**



THOMSON REUTERS



S&P BSE  
SENSEX  
India's index the world trusts



# Our Strategic Direction



## 2016

- Primarily a Generic / Branded Generic Business
- 3 strong geographies

## 2017-2020

- Leading generics player with a larger complex generics mix
- Building Specialty business
- Stronger geographic spread

## 2020+

- Leading generics player with a significant complex generics mix
- Material Specialty business
- Leading Global player

# P&L Highlights – Q3 FY18



Particulars (INR mn)	Q3 FY18	% of sales	Q3 FY17	% of sales	YoY growth	Q2 FY18	% of sales	QoQ growth
Net sales	39,004	100.0%	44,049	100.0%	(11.5%)	38,742	100.0%	0.7%
Other operating income	753		779			778		
<b>Total revenue</b>	<b>39,757</b>		<b>44,828</b>		<b>(11.3%)</b>	<b>39,520</b>		<b>0.6%</b>
Gross margin (excl. other operating income)	25,077	64.3%	31,033	70.5%	(19.2%)	25,877	66.8%	(3.1%)
EBITDA	7,168	18.4%	13,219	30.0%	(45.8%)	9,271	23.9%	(22.7%)
EBIT	4,364	11.2%	10,910	24.8%	(60.0%)	6,549	16.9%	(33.4%)
<b>Net profit</b>	<b>2,217</b>	<b>5.7%</b>	<b>6,331</b>	<b>14.4%</b>	<b>(65.0%)</b>	<b>4,550</b>	<b>11.7%</b>	<b>(51.3%)</b>

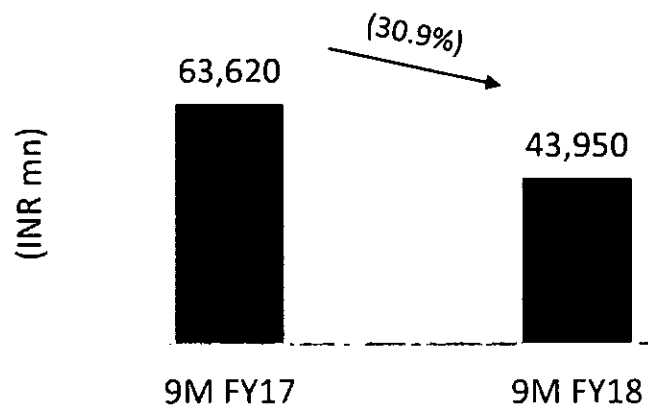
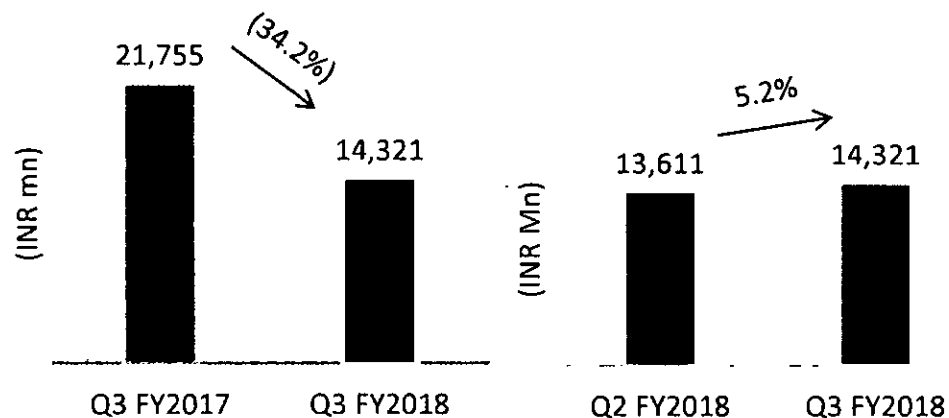
# P&L Highlights – 9M FY18



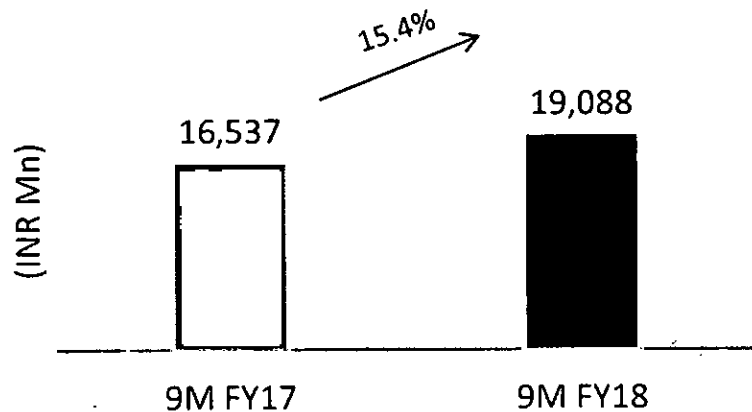
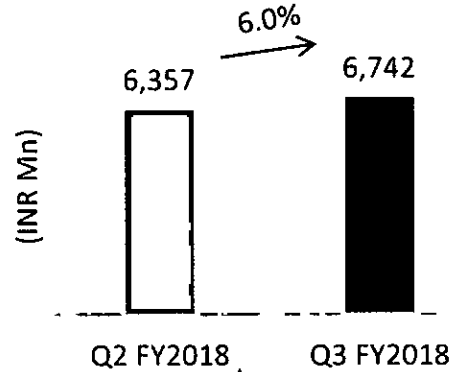
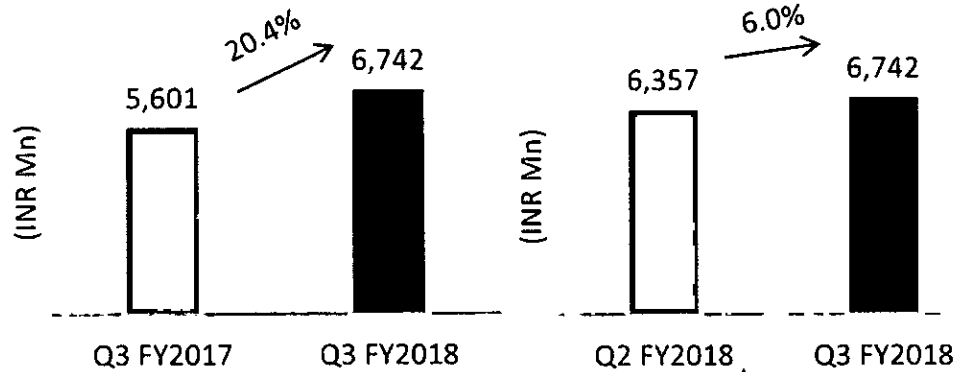
Particulars (INR mn)	9M FY18	% of net sales	9M FY17	% of net sales	YoY growth
Net sales	115,814	100.0%	129,579	100.0%	(10.6%)
Other operating income	2,156		2,831		
<b>Total revenue</b>	<b>117,970</b>		<b>132,410</b>		<b>(10.9%)</b>
Gross margin (excl. other operating income)	76,695	66.2%	91,416	70.5%	(16.1%)
EBITDA	24,442	21.1%	37,729	29.1%	(35.2%)
EBIT	16,312	14.1%	31,281	24.1%	(47.9%)
<b>Net profit</b>	<b>10,348</b>	<b>8.9%</b>	<b>21,772</b>	<b>16.8%</b>	<b>(52.5%)</b>



# North America



- US business registered sales of \$213 mn
  - Brands grew by 16% y-o-y to \$25 mn
- 6 product approvals during Q3 FY18 (18 approvals in 9M FY18)
- 3 product launches in Q3 FY18 (12 product launches in 9M FY18)
- US Market Share: No. 1 in 50 & top 3 in 107 products<sup>1</sup>
- 151 pending ANDAs



## Japan

- Japan sales grew by 34.1% y-o-y to JPY 9,711 mn during Q3 FY18
- Strengthened CNS positioning with
  - Shionogi brands
  - In-licensing agreement to market Quetiapine Fumarate ER tablets
- 6th largest<sup>1</sup> generic company
- Tottori site commissioned
- Strategic partnership with a national distributor

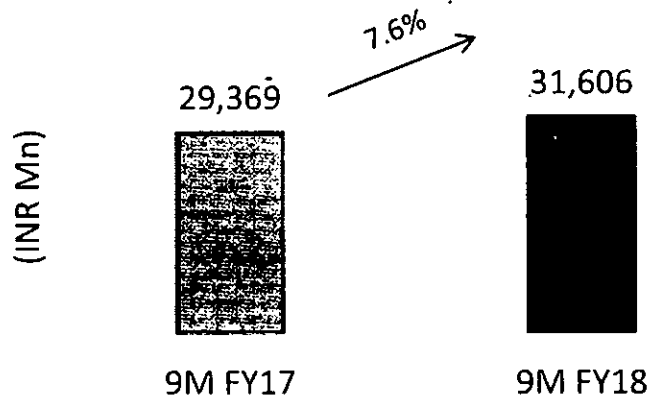
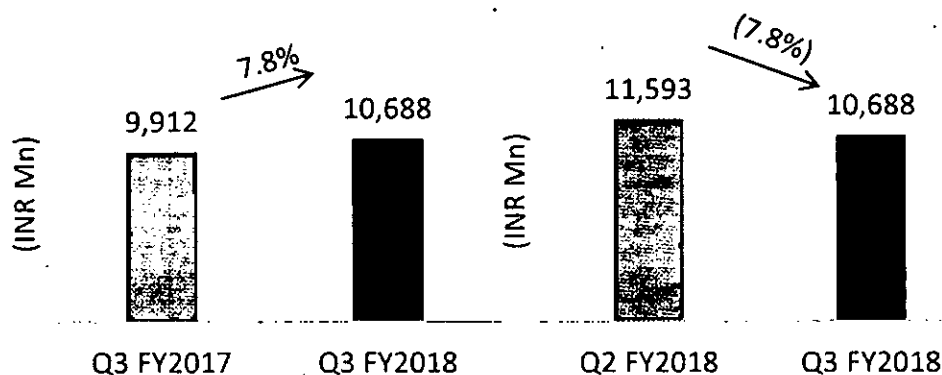
## Philippines

- Philippines sales were PHP 456 mn in Q3 FY18
- Ranked 5th branded Gx player<sup>2</sup>
- Growth of 9.4%<sup>2</sup> against industry growth of 8.1%<sup>2</sup>

Note:

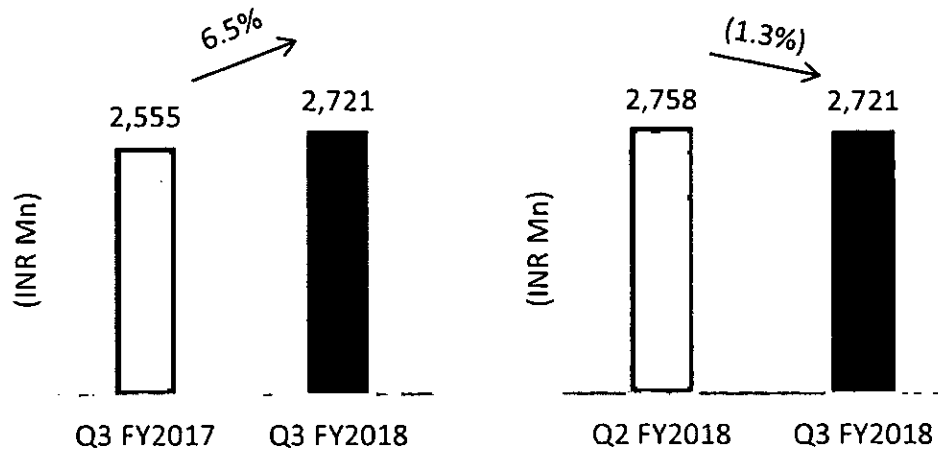
1 IMS Data Japan (Dec 2017) at NHI price

2 Philippines IMS MAT Nov 17



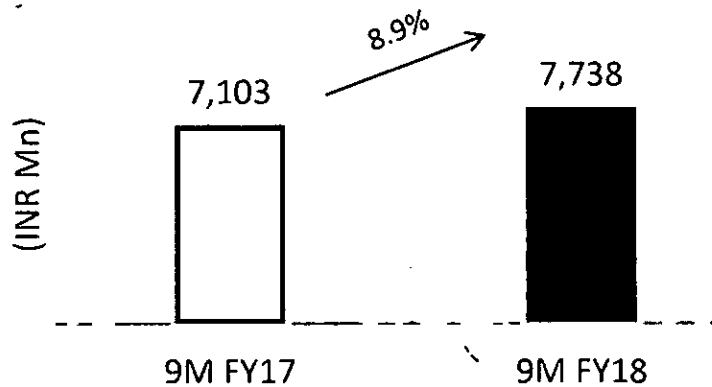
- 5<sup>th</sup> rank in the IPM<sup>1</sup>
- Total field force of ~6,700
- Launched 8 SKUs in Q3 FY18
- Therapy-wise split<sup>2</sup> :
  - Chronic sales – 55.4%;
  - Semi-chronic sales – 27.5%
  - Acute – 17.1%
- Lupin had the 2<sup>nd</sup> highest contribution amongst peers from new product introductions in MAT Dec. 2017

Note:  
 1 IMS MAT Dec 17  
 2 As of Mar-17



### Europe

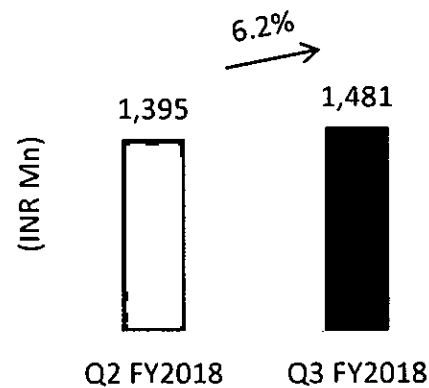
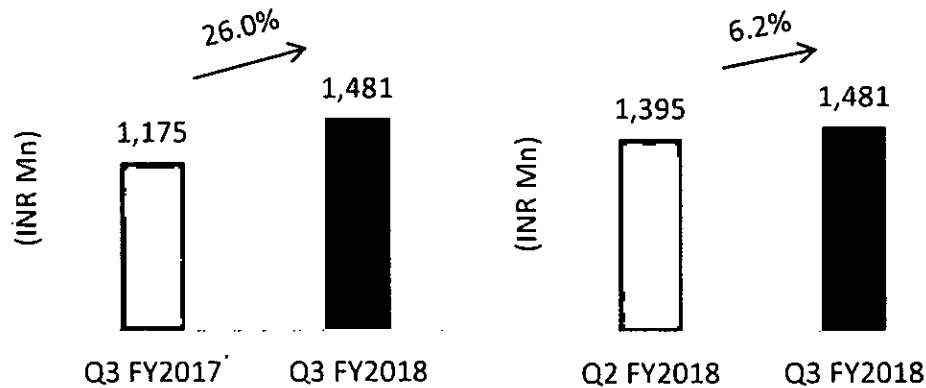
- Focus on Germany: Sales were €8.7 mn in Q3 FY18
- EU 5 markets: Focus on neuro specialty products (viz. Temmler)
- Expanding EU Partnered Business



### South Africa

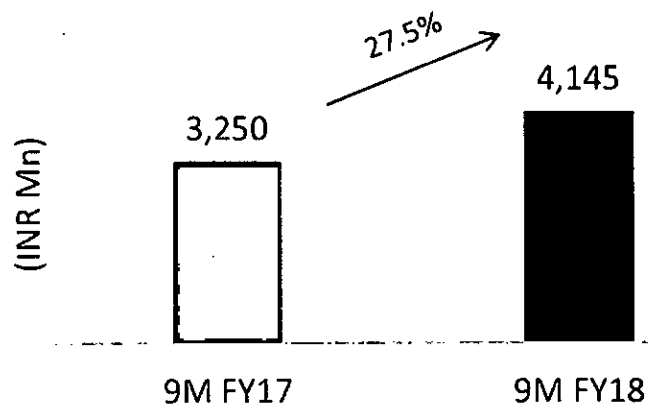
- South Africa sales were ZAR 257 mn in Q3 FY18
- 4<sup>th</sup> largest generic company<sup>1</sup> & #1 CVS player<sup>1</sup>

Note:  
1 SA IMS MAT Dec 17



**Mexico**

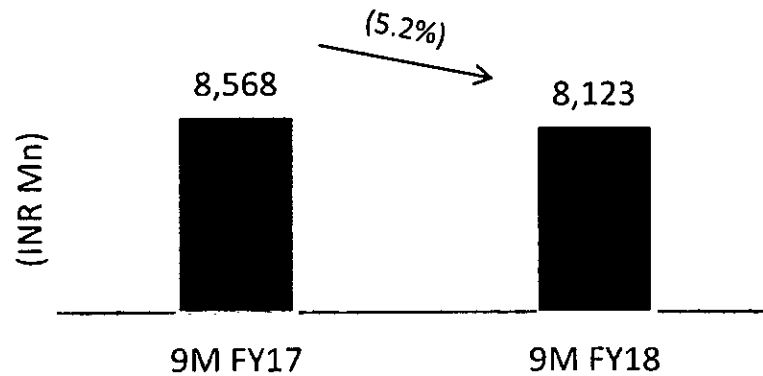
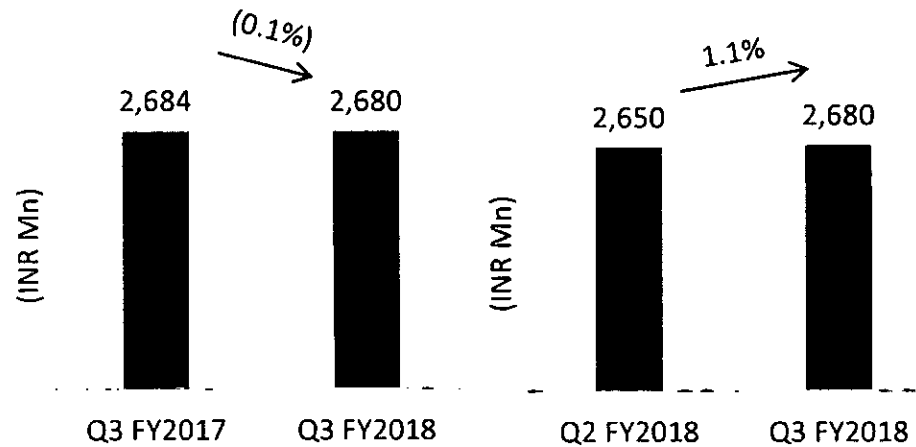
- Mexico business grew by 10% y-o-y to MXN 173 mn during Q3 FY18
- IMS growth of 14.4%<sup>1</sup>



**Brazil**

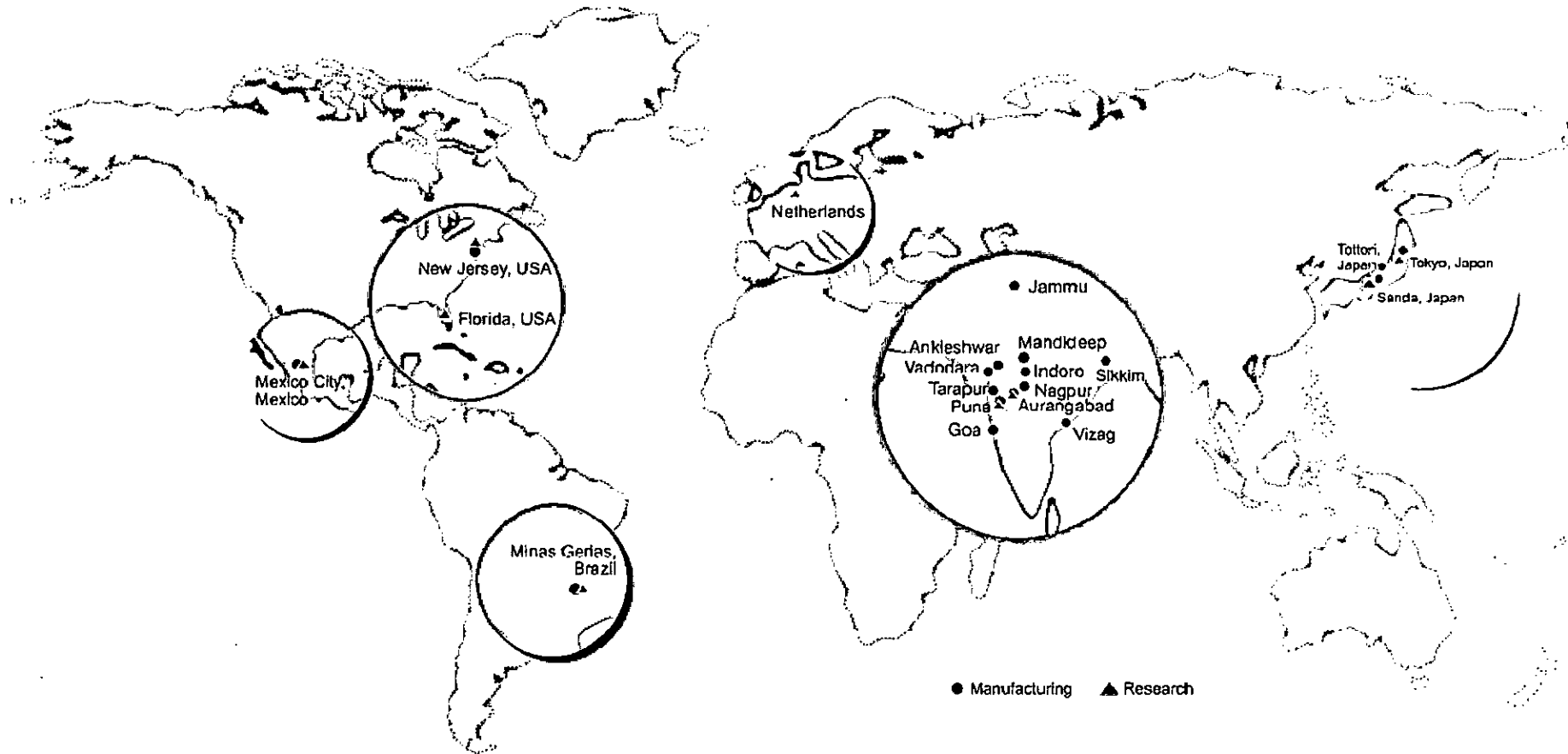
- Brazil business grew by 26% y-o-y to BRL 37 mn during Q3 FY18
- IMS growth of 26% vs market growth of 8%<sup>2</sup>

Note:  
 1 Mexico IMS Knobloch Nov-17 MAT  
 2 Brazil IMS MAT Dec-17



- Enhanced focus on pipeline of complex and first-to-file APIs
- Significant new product portfolio expansion to cater to US/EU/Japan markets
- Foray into Oncology APIs
- Cumulative DMF filings stands at 190 (Dec-2017)

# Manufacturing & R&D– A Diverse Global Network

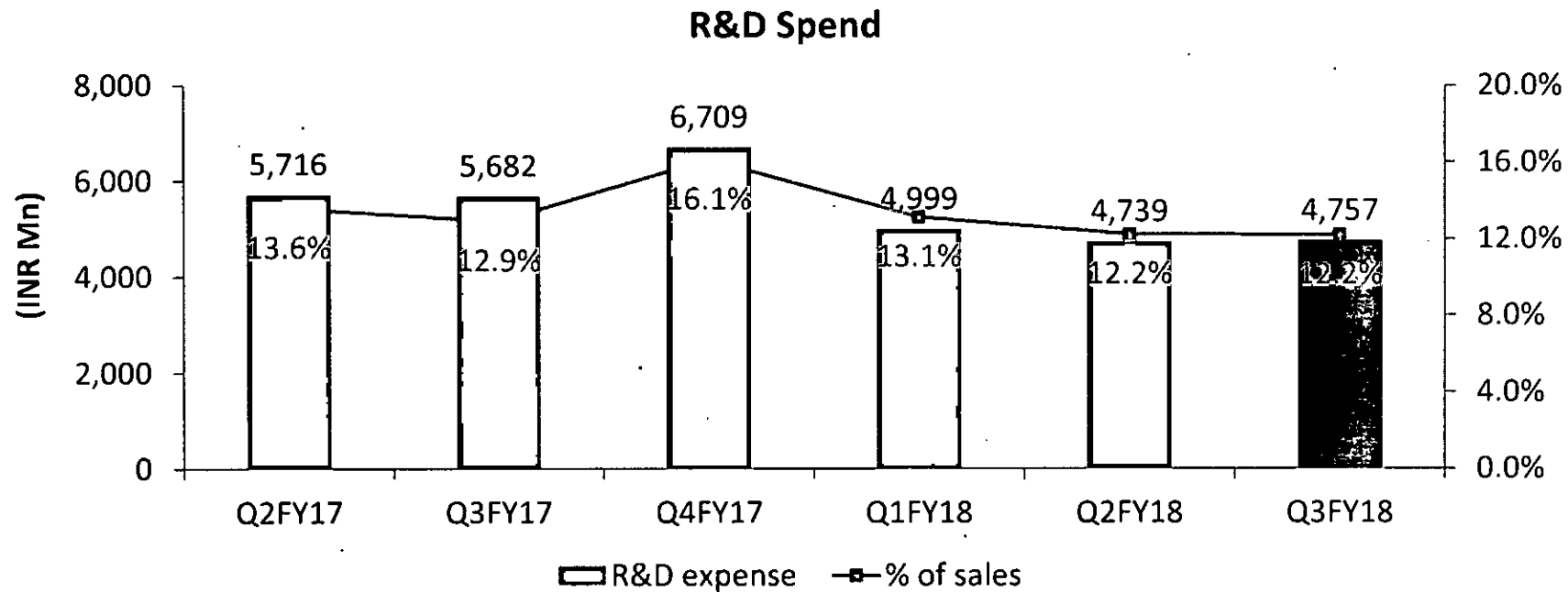


<b>18</b>	<ul style="list-style-type: none"> <li>• 8 USFDA approved sites</li> <li>• Various audits conducted by other authorities without critical observations</li> </ul>
<b>Manufacturing Sites</b>	

<b>9</b>	<ul style="list-style-type: none"> <li>• 382 US ANDA filings</li> <li>• 33 US First to Files</li> <li>• 2,837 patents filed globally*</li> <li>• 1,700+ scientists at Global locations*</li> </ul>
<b>R&amp;D Sites</b>	

\* As of 31<sup>st</sup> Mar-2017

# Our Investments for the Future



- 151 ANDA pending filings with 5 filings and 6 approvals in Q3 FY18 (16 filings and 18 approvals in 9M FY18)
- Enhanced investment on inhalation, biosimilars and injectables



