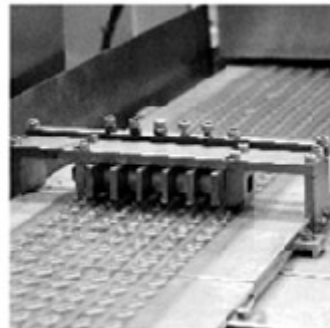




# LUPIN

2010 - 11

INVESTOR PRESENTATION



**LUPIN**

## Corporate Highlights – 2010-11

- 24 consecutive quarters of growth in sales and profits
- Net sales grew by 20% to Rs. 5,707 crore during FY 2010-11, up from Rs. 4,774 crore (FY 2009-10)
- Net profits grew by 27% to Rs. 863 crore during FY 2010-11, as compared to Rs 682 Crore (FY 2009-10)
- Growth across all geographies
  - US business grew by 27% in USD terms
  - Japan grew by 12% in JPY terms
  - S African business grew at 32% in ZAR terms
  - India Region Formulation sales continued to grow at 17%

GO!

**LUPIN**

## Corporate Highlights –2010-11

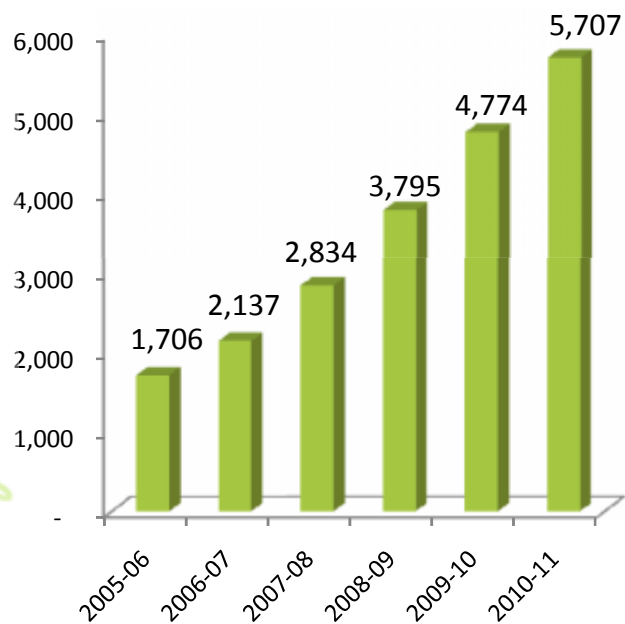
- Capex spend at Rs 481 Crores to meet expected demand.
- Revenue Expenditure on R&D increased by 1 % of net sales to Rs. 483 Crore, amounting to 8.5% of Net Sales during FY 2010-11, as against Rs. 357 Crore, 7.5% of Net Sales (FY 2009-10)
- During the year the company filed 21 ANDA's bringing the Cumulative filings as of FY 2010-11, to 148 filings, of which 48 have been approved by the US FDA.
- Strategic alliance with Farmanguinhos and Department of Health, Brazil.
- Settled litigations with Sunovion over Generic of Lunesta
- Settled litigations with Forest For Memantine
- Settled litigation with Warner Chilcott of Loestrin and Femcon Patent

GO!

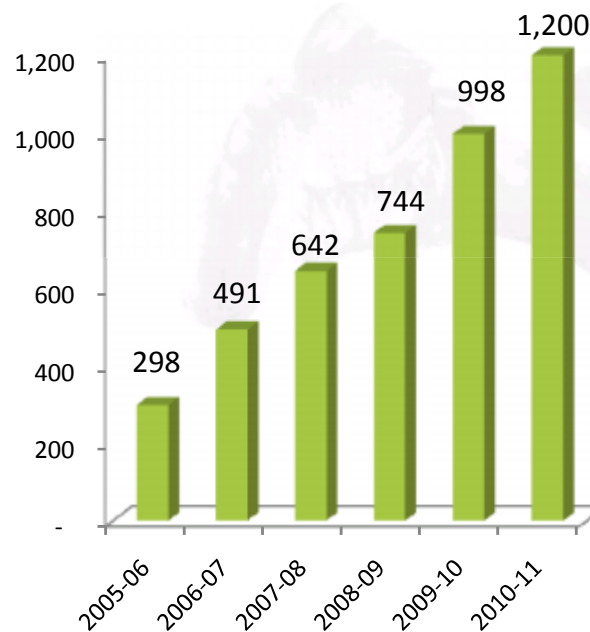


# Financial Trend 2010-11

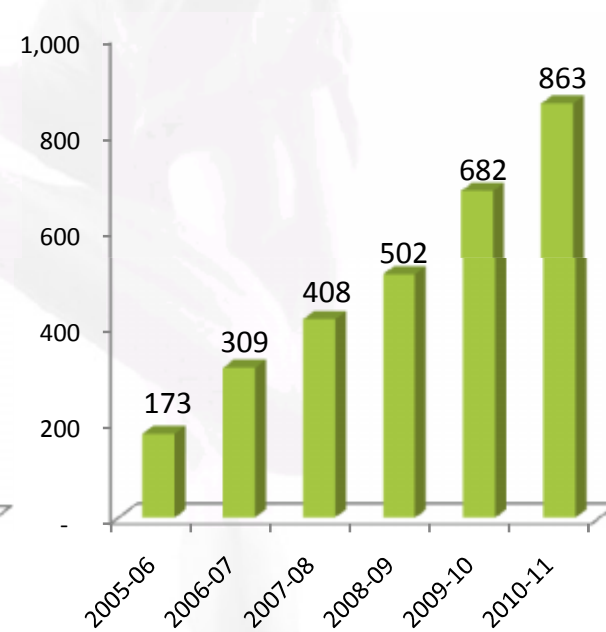
**Sales CAGR +27%**



**EBIDTA CAGR +32%**



**PAT CAGR +38%**



Rs. In Crore

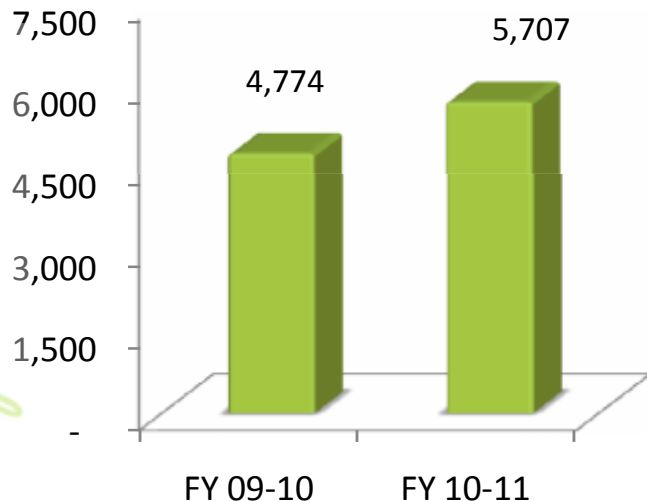
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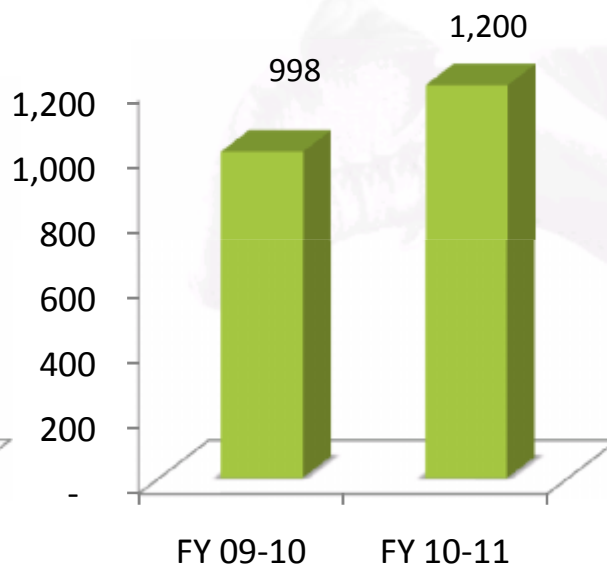
**GO!**

# Financial Trend FY 2010-11.....

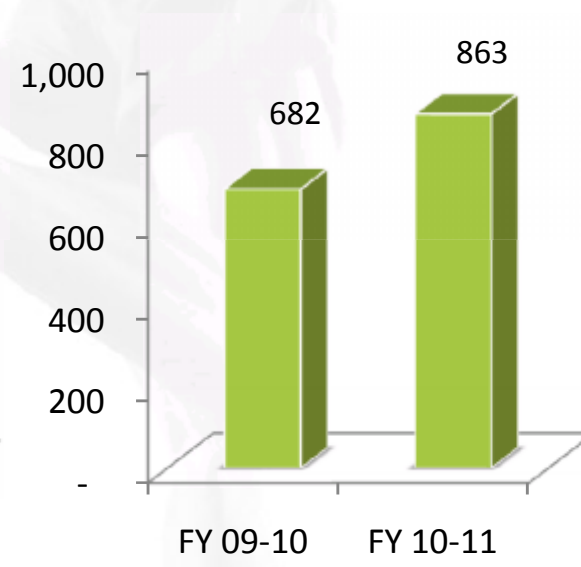
**Sales +20%**



**EBIDTA +20%**



**PAT +27%**



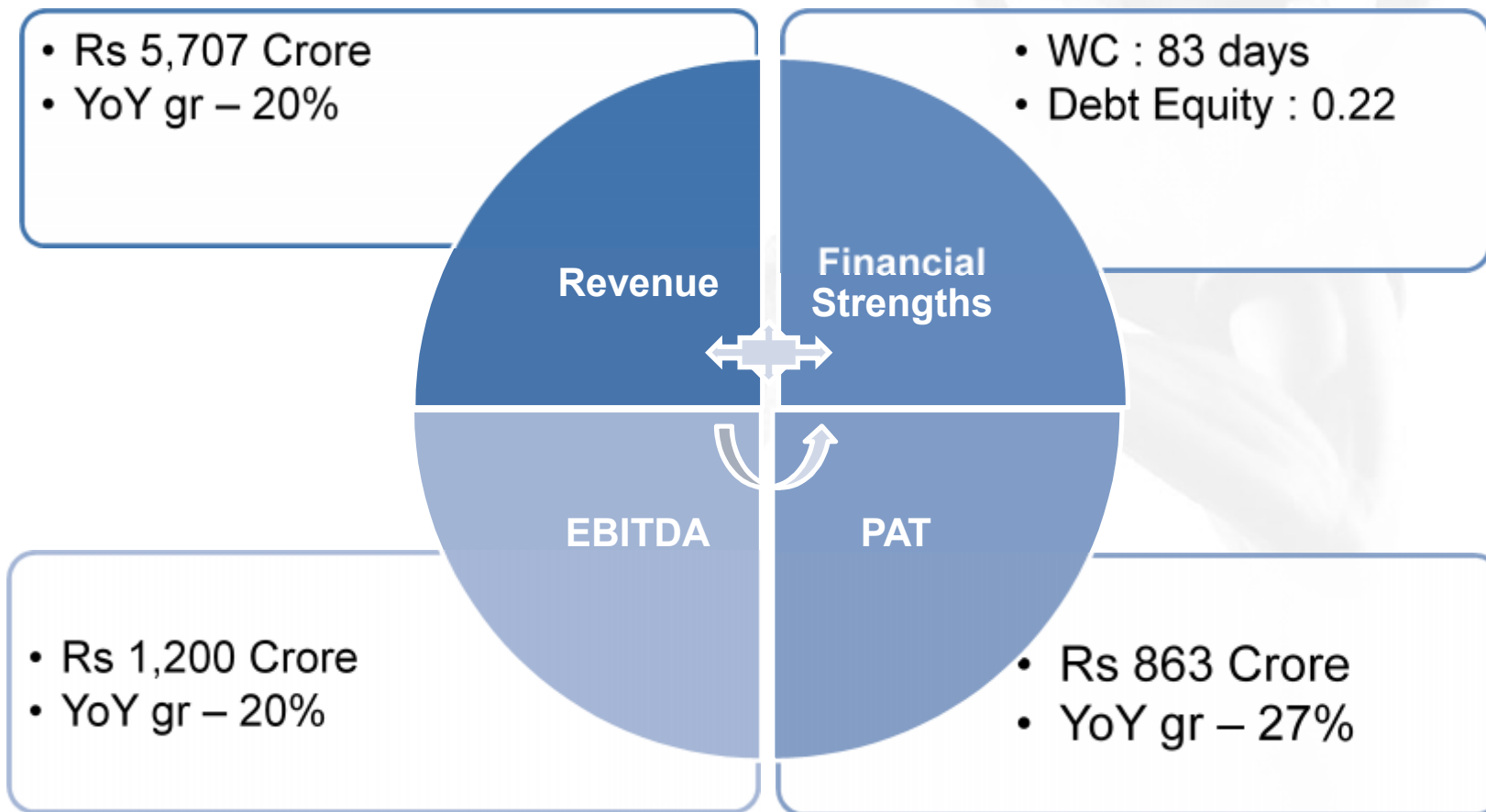
Rs. In Crore

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# Financial Highlights : FY 10-11



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**LUPIN**

# Balance Sheet Ratios

Rs. In Crore

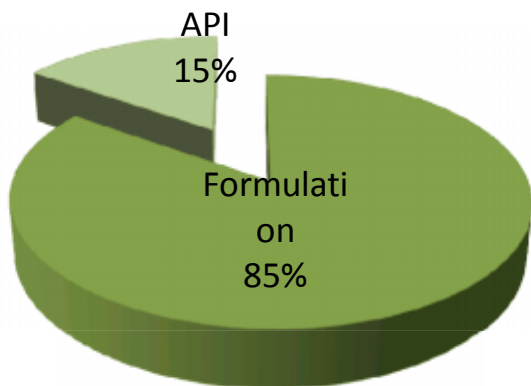
Particulars	FY 09-10	FY 10-11
Operating Working Capital	1,186	1,308
No. of Days to Sales	90	83
ROCE (%)	22.5%	21.5%
Debt Equity Ratio	0.37	0.22



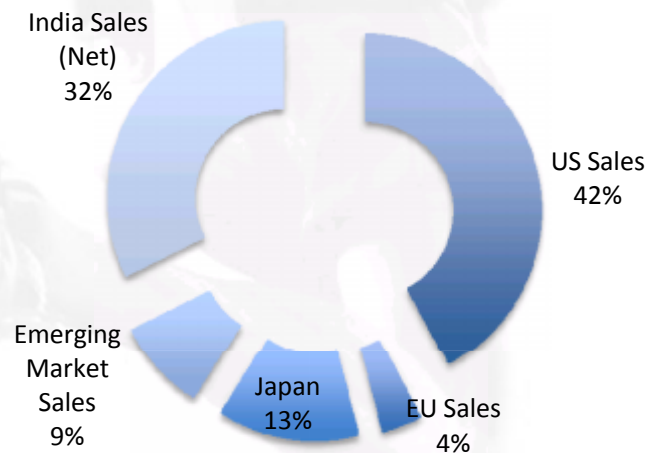


# Revenue Mix : FY 10-11

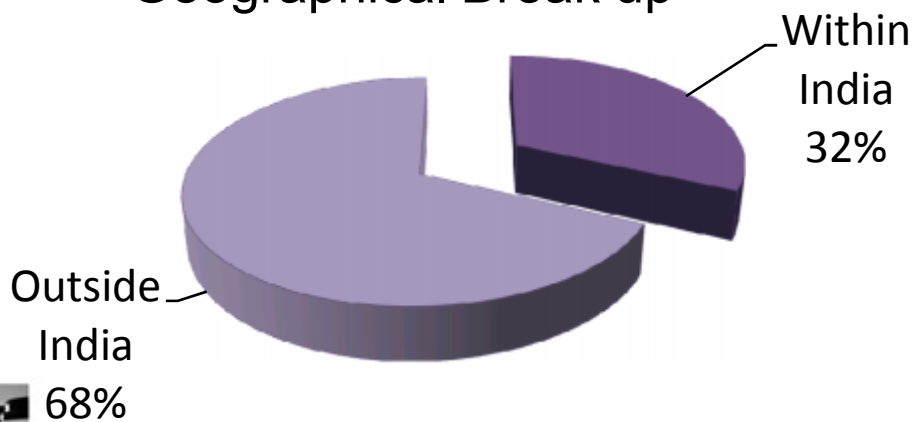
### Business Break up



### Geographical Break up FD Sales



### Geographical Break up

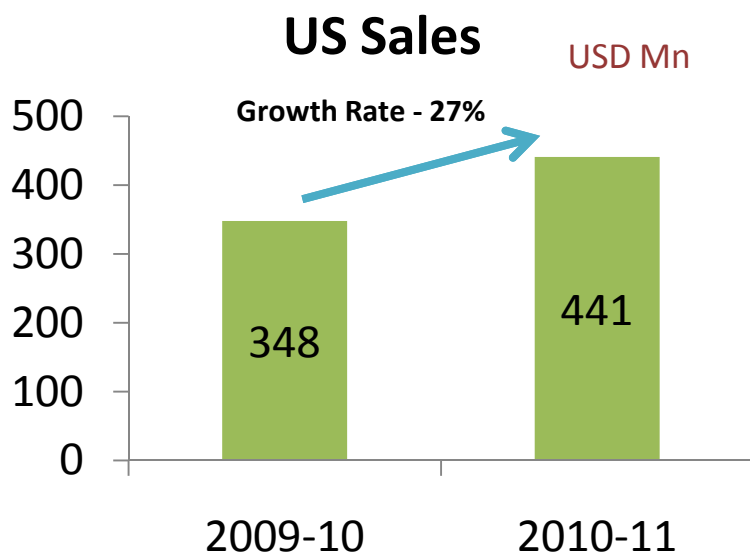




# BUSINESS UPDATE

**LUPIN**

## Advanced Markets – US



### Branded

- Branded portfolio forms 30% of US Turnover
- First quarter of Antara Rx growth
- Suprax Rx increase
  - Suspension – 10.6%
  - Tablets – 60%

### Generics – US

- Launched 5 products during the year
- 5th largest Generic player in the U.S. in terms of prescriptions (IMS Health)
- No. 1 in 14 out of 30 products marketed
- Top 3 in 27 of the 30 products
- Settled ongoing litigations with Sunovion over Generic of Lunesta.
- Settled litigations with Forest For Memantine
- Settled litigation with Warner Chilcott of Loestrin and Femcon Patent
- 21 Filings and 8 approvals during the year.

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**LUPIN**

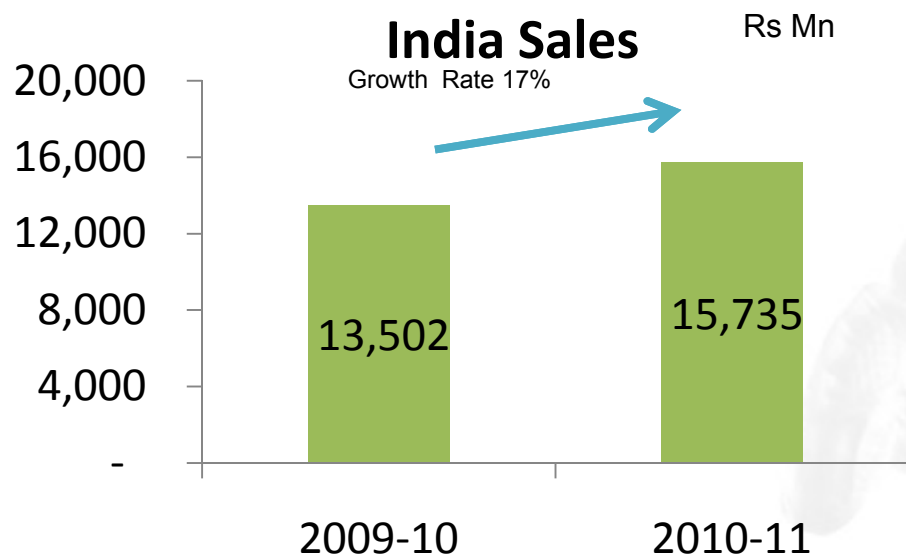
## Advanced Markets – Europe

- Recorded impressive growth of 30% during the year.
- Launched Clarithromycin XL in France during the year
- Launched Valsartan during the year
- Growth of 19% in Cefpodoxime Proxetil tabs and suspension France
- 33 Filings during the year taking the cumulative filings to 91
- 14 Approvals during the year taking the cumulative approvals to 44



**LUPIN**

## India Region Formulations



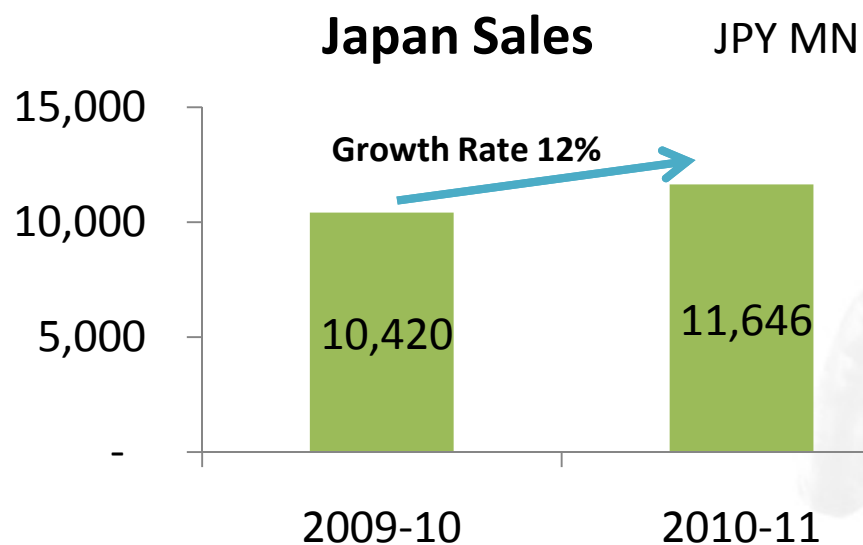
- Continues to be among the fastest growing pharma company in the domestic space @ 17%
- Branded business grew by 17%
- 4 products find a place among the top 300 in the industry
- Extensive collaboration with thought leading institutions
- 41 new products launched during the year
- Contributed 27% to Lupin's revenues during FY 2010-11
- Current Field Force strength at 4,238

GO!



# Japan

## LUPIN



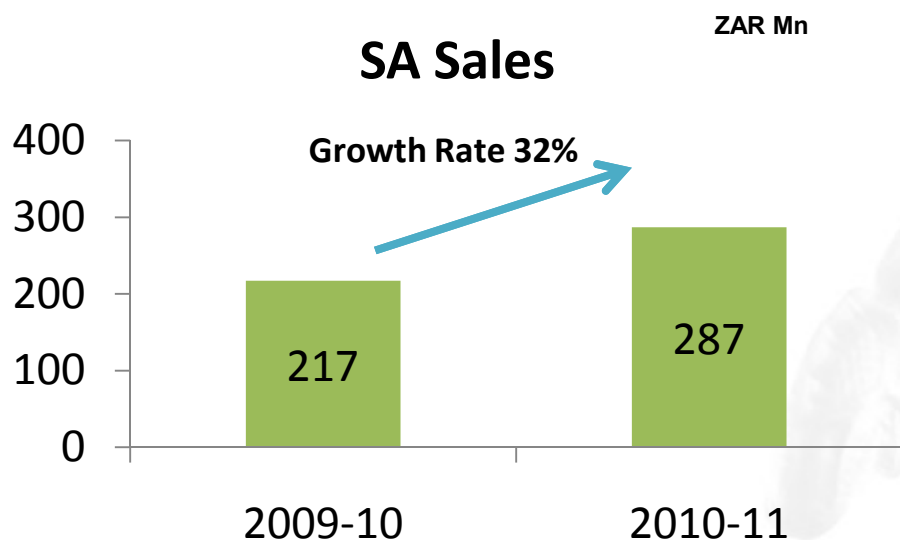
- Registered Net Sales of Rs. 6212 Mn and contributed 11% to Lupin's consolidated revenues during the quarter
- Sales Growth sustained at 12% despite downward revision in prices by 15%
- Launched 5 new products , namely Latanoprost ED, Fluvoxamine , Rabeprazole, Omeprazole Inj and Glimeperide
- Significant player in Amlodipine
- Profit enhancement measures to yield greater results

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**LUPIN**

## South Africa



- Growth sustained at over 32% in ZAR terms
- Sixth largest generic company in the S African market
- Leaders in Amlodipine and Bilocor in unit sales
- Leading presence in CVS
- Several new products under registration
- Future growth through improved generics, IP challenges and in-licensing

**GO!**



# ROW

**LUPIN**

## Philippines

- Presence in Women's health, Primary care and Pediatric segments
- Brand acquisition and in-licensing – a common theme across markets
- OTC promotion support in mass media

## CIS

- Created thrust in three countries across CIS – Russia, Ukraine and Kazakhstan
- Strategic focus on tender/hospital business paying rich dividends in CIS
- Increased focus on brand building and entry into retail chains
- Launched 3 new products in Russia during the current year



GO!

**LUPIN**

## API and Intermediates

- Amongst India's most profitable API entities
- Growth of 12% in FY 2010-11
- Cost, quality and reliability are the cornerstones of our API strategy
- Global leadership in chosen therapies
  - Ceph
  - Ceph-intermediates
  - Anti-TB range
- Achieved global cost, capacity and market share leadership in most products
- Strategic input into formulations business

**GO!**

**LUPIN**

## Research and Development

- Total expenditure FY 2010-11 – Rs. 483 Crore, 8.5% of Net sales
- Talent pool of Over 1000 scientists
- 148 ANDAs, 111 DMFs
- Litigation Settlements
  - Loestrin Fe, Femcon Fe, Memantine, Lunesta
- Ability to churn out rich pipeline across geographies
- Increased focus on F2F and Para IV's
- Focus on differentiated areas – OCs, Ophthal, Derm, Asthma
- CRO Inspected and approved by US FDA
- Strength in drug delivery
- Revamping Drug Discovery
  - Requisite infrastructure in place

Market	Filings	Approval
US	148	48
EU	91	44

GO!



**LUPIN**

## US Generics Pipeline

- 148 products filed, 48 approved
- Para IV's addressing market size of US\$ 30 Bn
- F2Fs – Desloratadine, Memantine, Duloxetine, Eszopiclone, Ziprasidone, Lanthanum Carbonate, Pregabalin, Lo-Seasonique,
- Exclusive F2Fs – Fortamet, Glumetza, Cipro
- Differentiated products
  - Oral contraceptives
  - Ophthalmic
  - Niche products – Niacin XR, Esomeprazole, Tricor, Sevelamer





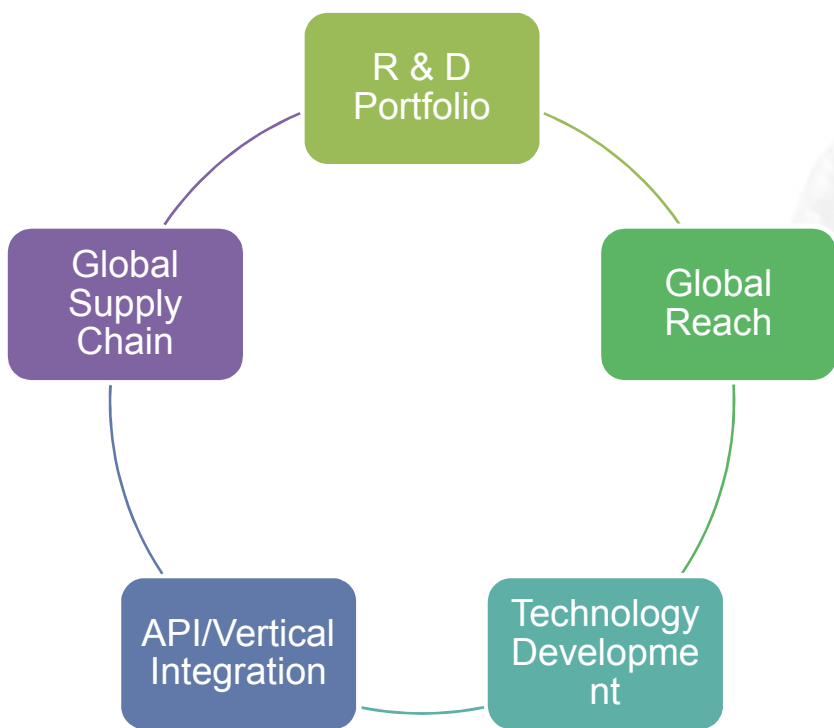
# THE WAY AHEAD



# Lupin's Core Strength in Generics

Managing the Environment

Advantage



- Local market knowledge
- Speed & agility
- High quality products
- Low cost manufacturing

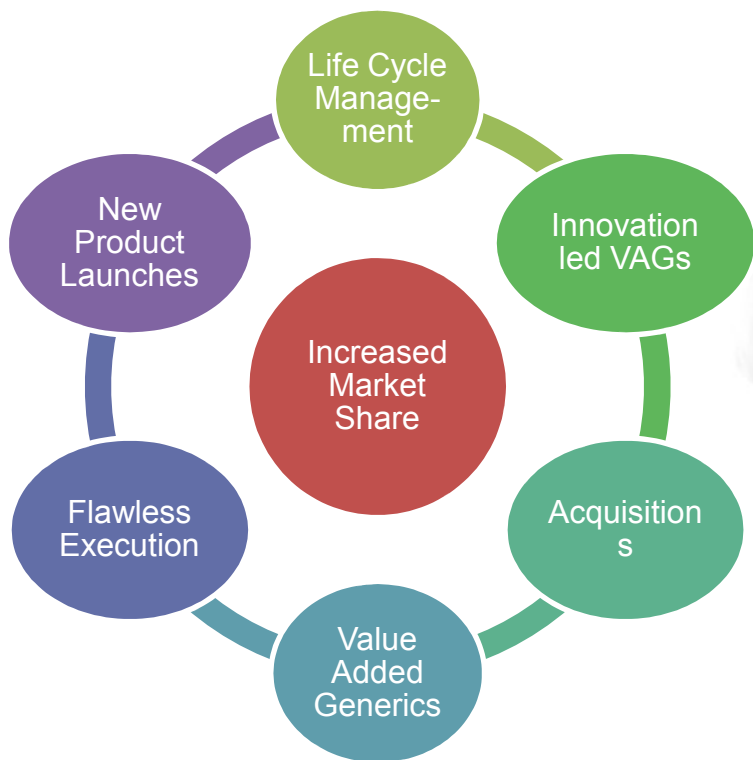
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# Focal Points

## Increase Market Share



## Increase Margins

- Branding / Differentiation
- Life Cycle Management
- Continuous Improvement on the Cost front
- Capacity Leverage
- Better realization through Value added products

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THANK YOU