Megatrends
Industry Review and Operating Environment

The global pharmaceutical market is expected to exceed USD 1.5 Trillion by 2023, and the key growth drivers will continue to be the US and the emerging economies.

The largest generics pharmaceutical market in the world i.e. the US, witnessed increased pricing pressure over the past couple of years due to channel consolidation and faster ANDA approvals by U.S.FDA. However, we are witnessing stabilisation in the US generics landscape with portfolio restructuring leading to selective product discontinuations and increasing focus on profitability by the large generics players.

Additionally, Indian generics players have begun transitioning their US business to Specialty / Complex Generics where competition is relatively lower. U.S.FDA has also been receptive and is now seen ramping up complex products approvals and issuing specific guidance - 45% of ANDA approvals in 2018 were for non-oral solids, up from 33% in 2013.

India’s pharma spends are expected to increase to USD 28-32 Billion by 2023. The increasing prevalence of chronic diseases, improving insurance coverage and rising spending power are expected to continue to drive the demand for pharmaceutical products. Last year, the Government of India launched the Ayushman Bharat - National Health Protection Scheme (NHPS), with a vision to provide insurance cover to an estimated 500 Million individuals from nearly 100 Million poor and financially vulnerable families to address the gap in the common man’s access to reliable healthcare. The Indian government allocated USD 915 Million towards NHPS in the Interim Budget for FY 2019-20, a 167% increase from the USD 343 Million in FY 2018-19. This is a valuable opportunity for us, especially as a leader in branded generics, to contribute towards delivering health at reasonable costs.

Some of the emerging markets like China, Brazil, Mexico South Africa witnessed slower growth over the past few years, owing to regulatory changes announced, or political/social instability leading to high currency fluctuations. These markets are expected to register slower growth in the next five years compared to the past five as the economic growth, and healthcare access expansions of the past contribute less to growth.

As a global pharma company with an expanding footprint, we operate in a complex working environment. Our business remains exposed to dynamic shifts in technology, demographic trends, changes in healthcare budgets and an ever-changing regulatory environment.
POSITIVE DEMOGRAPHICS

Increasing life expectancy, accompanied by population growth, is driving the demand for pharmaceutical products globally. Other factors contributing to the demand are growing incomes, changing dietary habits and lifestyles, and certain environmental factors causing higher incidence of chronic diseases.

INCREASING SIGNIFICANCE OF INDIAN PHARMACEUTICAL INDUSTRY

India is the largest provider of high quality, affordable generics drugs globally and Indian pharmaceutical companies have played a pivotal role in improving the reach of affordable healthcare around the world. India is exporting medicines to 205 countries and vaccines to more than 150 countries. There are more than 600 U.S.FDA approved manufacturing facilities in India, which is higher than any other country outside the US. There are more than 1,300 WHO-GMP certified manufacturing plants in India.

EMBRACING DIGITAL AND ADVANCED ANALYTICS FOR ACCELERATED GROWTH

Major technological shifts over the past few years have encouraged a rapid increase in the use of Advanced Analytics (AA). Globally, the pharmaceutical industry has seen the usage of AA driving growth and productivity across the pharmaceuticals value chain, including R&D, manufacturing, quality, supply chain, sales, etc.

PRICING AND ACCESS

Increasing demand for healthcare continues to put pressure on the governments and payer budgets. This is impacting both the developing and the developed markets, including EU and the US, where both public and privately funded organisations are looking for ways to make medicines more affordable.

NEXT-GENERATION BIOThERAPEUTICS: EXPANDING USE AND NEW APPROVALS

Nine cell-based therapies, gene therapies and regenerative medicines have been launched globally, and an increasing number are in active clinical research across therapy areas. These include direct gene replacement and the CAR-T therapies, which are associated with significant rates of remission for some blood cancers.
Market Review – United States

Built for the long term

Since entering the market over 15 years ago with the launch of its Suprax anti-infective franchise, Lupin has made great strides in building a sustainable and vibrant business in the US. Today, Lupin is the 3rd largest pharmaceutical player in the US by prescriptions (IMS Health NPA March 2019). Lupin is dedicated to deliver high-quality generics and specialty medicines trusted by healthcare professionals and patients all over the US. The company has built strong relationships in the US wholesale and retail channels with an excellent reputation as a reliable, and in many cases a preferred supplier of quality generics. Lupin in the US has also developed a meaningful presence in Women’s Health with a dedicated field sales force promoting our branded product line to health care practitioners. Strong commercial capabilities in the US market for both generics and specialty products position us well to capitalize on the Company’s growth strategy built around quality, niche products, world-class research, manufacturing and supply chain capabilities, protected by strong Intellectual Property.

In the last 5 years, in addition to enhancing our commercial capabilities in the US, the Company has made strategic investments in the US-based research and development infrastructure and programs, as well as in manufacturing facilities, which has enhanced our pipeline in inhalation, dermatology, Women’s Health, controlled substances and other high-value and niche therapeutic areas.

These investments also provide expanded commercial access to certain US government and managed care markets. Our R&D Center for Inhalation, located in Coral Springs, Florida, was established in 2013 and began full operations in early 2014, and our Somerset, New Jersey based manufacturing and research operations were acquired in 2016 as part of the Gavis transaction. The inhalation team led the progress of our pipeline with two inhalation filings in FY2019 including our first to file on DPI, Tiotropium.

In October 2017, Lupin completed the acquisition of Symbiomix Therapeutics, LLC and its FDA approved brand, Solosec®. Solosec® is the first and only single dose oral treatment for Bacterial Vaginosis (BV), the most prevalent gynecologic infection in the US, affecting 21 Million women from ages 21 to 49 annually. The acquisition of the Solosec® franchise significantly expanded Lupin’s Women’s Health Specialty business, which was earlier anchored by Methergine® tablets, which went generics in FY2019. During the fiscal, we successfully launched Solosec® in the US and are continuing to grow our market share in the BV space.

FY2019 Net Sales for the US were USD 777 Million, a decline of 12% compared to the previous year. Our Generics business contributed USD 748 Million, or 96% of the US revenues, and declined 5% versus the previous year. The overall decline in the US revenues was primarily due to the generics competition on Methergine® coupled with new competition on two of our key generics products.

US Generics

The US Generics business grew steadily throughout FY2019 as our base business stabilized and we executed on meaningful new product launches boosting revenues from USD 157 Million in Q1 to USD 241 Million in Q4. Our strength in the US generics market is reflected in our market share. As of March 2019, 65 of the 175 Generics products marketed by Lupin in the US were ranked #1 by market share and 129 of the 175 were in the Top 3 by market share (IQVIA, March 2019). Our average market share per product at 33% is the highest amongst our peers.

The Company filed 27 ANDAs and 1 NDA in the US during FY2019. With 157 ANDAs currently pending approval, addressing a total market size of over USD 52 Billion, we have a rich pipeline to grow and sustain our generics business. We have 40 ANDAs which are first-to-file addressing a market size exceeding USD 30.6 Billion. This includes 15 exclusive first-to-file ANDAs targeting a market size of USD 3.4 Billion.

Additional competition and pricing pressures impacted our US generics revenues in the first half of FY2019. Despite these challenges, inline products units however continued to grow, driven by increased share on some of our long standing products such as Lisinopril and Amlodipine. During the year we successfully launched 22 products including Ranolazine, Levothyroxine Tabs, Methylgeronovine, Atovaquone, and EQ Beyaz. We also strengthened the leadership in the business with the...
Our strength in the US generics market is reflected in our market share. As of March 2019, 65 of the 175 Generics products marketed by Lupin in the US were Ranked #1 by market share and 129 of the 175 were in the Top 3 by market share (IQVIA, March 2019). Our average market share per product at 33% is the highest amongst our peers.

appointment of Alok Sonig as CEO, the US Generics, Global R&D and Biosimilars in addition to other key leadership appointments.

**US Specialty**

One of Lupin's key differentiators is our US Specialty business, and the Company continues to work hard to establish the Specialty business in the US as a leader in Women's Health and as a growth driver for the coming years. Early in FY2017, the LPI Specialty team repositioned its focus in Women's Health and began promotion to Ob/Gyns. In FY2019, Methergine®, our first brand in Women's Health saw generics competition and we discontinued promotional efforts on the product. In FY2019, Methergine®, our first brand in Women's Health saw generics competition and we discontinued promotional efforts on the product.

In FY2019, we launched Solosec®, indicated for the treatment of Bacterial Vaginosis (BV) in adult women. BV is the most prevalent gynaecologic infection in the US, affecting 21 Million women and generating more than 6 Million prescriptions annually. Solosec® is the first and the only approved single-dose oral treatment in the US for BV.

For much of FY2019 the Specialty Division comprised of the Women's Healthcare and the Pharma salesforces that target high value HCP groups and support commercial sales of Solosec®, Suprax® and Antara®. In October 2018, a generics competitor for Suprax® was approved and the Pharma salesforce was discontinued. Solosec® is a foundational product for Lupin's Specialty business and will be the base upon which we will build our US Specialty business. We have established considerable depth in Women's Health with fully integrated capabilities across commercial, medical, regulatory, sales, market access and marketing.

After a successful launch of Solosec®, the Company remains focused on building share in the BV market, and aims to continue to strengthen its portfolio with strategic brand acquisitions / partnerships and develop its own pipeline of Specialty products for the future. In FY2019 we started clinical studies to expand the indication of Solosec® for use in pediatric and trichomoniasis indications.

**Outlook**

We continue to be committed to grow our US generics business building on our strong foundation and executing on our pipeline of limited competition products including first to file products, injectables, inhalation, and Biosimilars. Execution of complex generics pipeline is critical to ensure that we continue to grow our generics business while improving our margins in an otherwise tough environment. With the successful launch of Solosec®, our foundational product in Specialty, we are focused on building a meaningful presence in Specialty and establish depth in the Women’s Health segment through strategic brand acquisitions and partnerships.

**Total Market TRx Ranking**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Corporation</th>
<th>MAT March 2019 (Mn)</th>
<th>Mkt share</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>TEVA</td>
<td>465</td>
<td>10.49%</td>
<td>-21.1%</td>
</tr>
<tr>
<td>2</td>
<td>AUROBINDO</td>
<td>253</td>
<td>5.70%</td>
<td>28.9%</td>
</tr>
<tr>
<td>3</td>
<td>LUPIN</td>
<td>232</td>
<td>5.23%</td>
<td>15.9%</td>
</tr>
<tr>
<td>4</td>
<td>MYLAN</td>
<td>204</td>
<td>4.61%</td>
<td>-28.3%</td>
</tr>
<tr>
<td>5</td>
<td>NOVARTIS</td>
<td>178</td>
<td>4.02%</td>
<td>-24.8%</td>
</tr>
</tbody>
</table>

**Generics Market TRx Ranking**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Corporation</th>
<th>MAT March 2019 (Mn)</th>
<th>Mkt share</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>TEVA</td>
<td>405</td>
<td>11.28%</td>
<td>-22.2%</td>
</tr>
<tr>
<td>2</td>
<td>AUROBINDO</td>
<td>252</td>
<td>7.03%</td>
<td>28.8%</td>
</tr>
<tr>
<td>3</td>
<td>LUPIN</td>
<td>221</td>
<td>6.16%</td>
<td>16.9%</td>
</tr>
<tr>
<td>4</td>
<td>MYLAN</td>
<td>198</td>
<td>5.52%</td>
<td>-28.1%</td>
</tr>
<tr>
<td>5</td>
<td>NOVARTIS</td>
<td>157</td>
<td>4.37%</td>
<td>-25.0%</td>
</tr>
</tbody>
</table>

*Source: IQVIA, National Prescription Audit, March 2019
Lupin’s India business is consistently setting notable performance milestones in the Indian Pharmaceutical Market (IPM). For the year ended 31st March 2019, Lupin’s domestic formulations generated a turnover of INR 46,382 Million, up 12% over FY2018 with a five-year CAGR of 13%. India continues to be the second largest business unit for Lupin, contributing 29% to the top line in FY2019. Lupin maintains its 5th position in the Indian Pharmaceutical Market (IPM), growing fastest amongst the top 5 companies and consistently outperforming the IPM.

We have improved our market share from 3.46% in FY2017 to 3.54% in FY2018 and 3.63% in FY2019. Lupin maintains the 4th position in the high growth chronic segment, growing faster than IPM. The chronic segment has improved the salience to 60% of the total revenues and the acute segment contributes 40%.

**Market Review – India**

**A Major Growth Driver**

**34 Brands**
Rich in-licensed portfolio

**5th Largest**
Pharmaceutical Company

**4th**
Position in high growth chronic segment

**6,900+**
Sales Representatives

---

**Domestic Formulations Sales**

<table>
<thead>
<tr>
<th>Year</th>
<th>INR in Million</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014-15</td>
<td>30,295</td>
</tr>
<tr>
<td>2015-16</td>
<td>34,486</td>
</tr>
<tr>
<td>2016-17</td>
<td>38,157</td>
</tr>
<tr>
<td>2017-18</td>
<td>41,253</td>
</tr>
<tr>
<td>2018-19</td>
<td>46,382</td>
</tr>
</tbody>
</table>

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**Lupin India is growing faster than IPM**

<table>
<thead>
<tr>
<th>Year</th>
<th>IPM</th>
<th>Lupin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016-17</td>
<td>10.5</td>
<td>13.4</td>
</tr>
<tr>
<td>2017-18</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018-19</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

**Gaining MS% each year**

<table>
<thead>
<tr>
<th>Year</th>
<th>2016-17</th>
<th>2017-18</th>
<th>2018-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ms%</td>
<td>3.46</td>
<td>3.54</td>
<td>3.63</td>
</tr>
</tbody>
</table>

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**Domestic Market – Lupin’s Therapy-wise Mix**

- **Cardiac 21.7%**
- **Anti-Diab. 20.8%**
- **Respiratory 12.8%**
- **AI 10.4%**
- **GYN 4.0%**
- **CNS 4.2%**
- **VMS 4.2%**
- **Pain 4.9%**
- **GI 7.6%**
- **Rest 4.9%**
Lupin has maintained its 5th position in the Indian Pharmaceutical Market (IPM), growing fastest amongst the top 5 companies and consistently outperforming the IPM. Lupin ranks 3rd in Anti-diabetes therapy and continues to lead in the Anti-TB segment.

### Domestic Market – Lupin’s Therapy-wise Ranking*

<table>
<thead>
<tr>
<th>Therapy</th>
<th>Rank FY2018</th>
<th>Rank FY2019</th>
<th>Market Gr%</th>
<th>Lupin Gr%</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anti-TB</td>
<td>1</td>
<td>1</td>
<td>-5.0%</td>
<td>-3.9%</td>
<td>56.5%</td>
</tr>
<tr>
<td>Respiratory</td>
<td>2</td>
<td>2</td>
<td>11.4%</td>
<td>16.3%</td>
<td>5.8%</td>
</tr>
<tr>
<td>Cardiac</td>
<td>3</td>
<td>3</td>
<td>12.0%</td>
<td>15.3%</td>
<td>6.6%</td>
</tr>
<tr>
<td>Anti-diabetes</td>
<td>4</td>
<td>3</td>
<td>14.9%</td>
<td>23.7%</td>
<td>7.9%</td>
</tr>
<tr>
<td>Neuro/CNS</td>
<td>7</td>
<td>6</td>
<td>10.3%</td>
<td>13.6%</td>
<td>2.6%</td>
</tr>
<tr>
<td>Gynaecology</td>
<td>9</td>
<td>10</td>
<td>12.9%</td>
<td>12.5%</td>
<td>2.9%</td>
</tr>
<tr>
<td>Anti-Infective</td>
<td>10</td>
<td>10</td>
<td>6.6%</td>
<td>1.9%</td>
<td>3.2%</td>
</tr>
<tr>
<td>Gastrointestinal</td>
<td>12</td>
<td>11</td>
<td>7.9%</td>
<td>13.4%</td>
<td>2.7%</td>
</tr>
</tbody>
</table>

*Source: IQVIA, MAT, March 2019

The top five therapies contribute over 73% of sales. Lupin today ranks 3rd in Anti-diabetes therapy and continues to lead in the Anti-TB segment. Lupin also holds the 2nd position in Respiratory and 3rd position in Cardiology space. Going forward, Lupin’s India business plans to consolidate its position in Urology, Dermatology, and Pediatrics. Recording stellar growth higher than the market, eight of Lupin’s brands now feature in the Top 300 brands of the Indian Pharmaceutical Market (IPM).

Lupin India business has been at the forefront of leveraging technology and adopting innovation to engage with its key stakeholders. In a first of its kind initiative, Lupin launched an Artificial-Intelligence powered, patient-friendly chatbot named Anya. Anya is designed to act as a preferred partner for doctors in resolving patients’ queries and creating disease awareness.

### OTC – LupinLife

Lupin’s Consumer Healthcare business – LupinLife, is focused on strengthening its presence in the market by building a strong distribution for two of its product lines – Softovac®, and Corcal Bone & Beauty. LupinLife continued its growth story with a double digit growth in sales. It introduced extensions under the brand Softovac® - Family pack and on-the-go sachets.

LupinLife’s Corcal Bone & Beauty health supplement is now available across India and the team is building market awareness for the brand by initiatives like TV commercials and consumer outreach through sampling, etc. LupinLife will continue its focus on introducing well-positioned new products basis consumer insights and backed by robust scientific evidence to strengthen current portfolio through brand building initiatives.

### Outlook

We are very optimistic about the outlook for the India region. We have consistently worked on critical success factors like brand building, therapy leadership and technology adoption for the region. Our strategies are aligned to the market opportunities, and Lupin is geared to sustain and outperform the IPM over the short, medium and long term.
Market Review – Asia Pacific

Steady Growth Potential

16%
Contribution to Lupin's global revenues

Etanercept
Approved by PMDA (Japan)

6th Largest
Generics player in Japan

In FY2019, Japan contributed 13% to Lupin's global revenues and 82% to the APAC region revenues. Lupin’s Australian subsidiary, Generics Health Pty Limited has moved up to 4th rank from 5th amongst its peers in Australia. Multicare Pharmaceuticals Philippines Inc. (Multicare), the company’s subsidiary remains the 5th largest branded generics company in the Philippines.

The APAC region constitutes more than 20% of the global pharmaceutical market. The region is home to two developed markets - Japan and Australia, and emerging markets such as the Philippines. Japan remains Lupin's 3rd largest market but continued to face fierce price pressures in 2018. Japan's pharmaceutical market value declined 1.7% in value. The emerging markets, on the other hand, continue to see increased pharmaceutical spending, along with the improvement of healthcare infrastructure and services. Lupin's business in the APAC region grew by 1.5% in FY2019.

Japan

Japan is the 3rd largest pharmaceutical market in the world with sales of approximately USD 91 Billion at NHI prices. The Japanese pharmaceutical market is forecasted to drop at a CAGR of 1.4% over the next five years. generics utilisation rate in the country has reached 74.7% on volume terms as of December 2018. It is expected to achieve the 80% generics utilisation goal by FY2021.

In FY2019, Japan contributed 13% to Lupin's global revenues and 82% to the APAC region revenues. Lupin’s subsidiaries in Japan, Kyowa Pharmaceutical and Kyowa CritiCare (collectively Kyowa) generated JPY 33,889 Million in revenues, a decline of 4% over the previous year. Kyowa remains the 6th largest Japanese generics player, with a strong presence in Psychiatry and Neurology. This enabled Kyowa to successfully license and launch Bipresso®, a specialty brand to treat patients suffering from Bipolar depression, from Astellas. Additionally, the joint venture with Yoshindo (YLB), has received the approval from Japanese authorities for Lupin's first biosimilars, Etanercept, in March 2019.

Australia

The Australian pharmaceutical market is valued at USD 12 Billion in 2018 with generics accounting for over 30% of the sales volume. Lupin's Australian subsidiary, generic Health Pty Limited (Generics Health), had a strong year registering a revenue of AUD 47 Million and with a growth rate of 7%, outperforming the market significantly. Generics Health is a supplier of generics prescriptions and OTC medicines mainly to pharmacies in Australia. Generics Health has moved up to 4th rank from 5th amongst its peers in Australia.

The Philippines

The Philippines pharmaceutical market is valued at USD 3.9 Billion in 2018, growing at 11.7%. Multicare Pharmaceuticals Philippines Inc. (Multicare), the company’s subsidiary generated total revenues of PHP 1,555 Million, a decline of 20% compared to the previous year mainly due to the delay of TB tender deliveries to the Department of Health into the next fiscal. Multicare is a premium branded generics company with a strong presence in Diabetes, Women's Health, Pediatrics, Respiratory, Central Nervous System and Oncology. Multicare remains the 5th largest branded generics company in the Philippines.

Outlook

The Japan generics market is increasingly converging towards a substitution-oriented model. We need to ensure that we develop products at the right cost, manufacture products more efficiently, and gain substantial market share. This is the time to optimise, improve efficiencies, and simultaneously build the specialty portfolio in Japan.
Market Review – Europe, Middle East and Africa

Gearing for Growth

4th Largest
Generics player in South Africa

NaMuscla®
Launched with orphan drug designation in UK, Germany and France

CVS space
Market leader in South Africa

7%
Contribution to Lupin’s global revenues

In FY2019, Lupin’s Europe business recorded a growth of 2% in FY2019 with sales of INR 5,498 Million during the year riding on the launch of its Specialty product NaMuscla®. Lupin’s South African subsidiary Pharma Dynamics (PD) recorded sales growth of 5% and has maintained its ranking as the 4th largest generics pharmaceutical company in South Africa.

Lupin’s EMEA business covering Europe, Middle East and Africa markets recorded revenues of INR 11,906 Million during FY2019, contributing 7% of the Company’s global revenues. The business continues to focus on expanding its presence in the Top 5 European markets and South Africa while building a robust portfolio in the specialty space.

Europe
Lupin’s Europe business recorded a growth of 2% in FY2019 with sales of INR 5,498 Million during the year riding on the launch of its specialty product NaMuscla®, the first orphan drug for the treatment of Myotonia in Non-Dystrophic Myotonia Disorders in UK and Germany. We are now in partnership discussions to commercialise NaMuscla® in other European countries to offer an effective treatment option for patients living with this otherwise life-altering disease. The EMEA team filed three marketing authorisation applications with the European authorities, having received two approvals (including NaMuscla®) during FY2019. The Cumulative filings for Europe now stand at 60 having received 56 approvals to date.

Our Specialty play is in the Neurology space for the European region, together with our strong pipeline in Complex Generics, Biosimilars and Inhalation will further enhance the value of our business. On the Generics side, Lupin is focused on building a meaningful portfolio of niche products while enriching and deepening its relationships with select partners within Europe.

South Africa
In FY2019, Lupin’s South African subsidiary Pharma Dynamics (PD) recorded net revenues of ZAR 1,162 Million. According to IQVIA Health, as of March 2019, PD showed sales growth of 5%. In addition, it has maintained its ranking as the 4th largest generics player (IQVIA MAT Mar 2019).

PD received approval for its Equity Equivalence Investment Program (EEIP) and is expected to receive the Broad-Based Black Economic Empowerment (BBBEE) accreditation certificate in FY2020.

Outlook
The EMEA region will continue to build and maintain its position such as the 4th largest generics player in South Africa and commercialise meaningful products like Biosimilars Etanercept in the region. While EMEA will focus on the Neurology space for its Specialty play backed by NaMuscla®, building the Inhalation segment and shaping a diversified pipeline in Complex Generics and Biosimilars will drive future growth.

While PD has entrenched its position as the largest pharmaceutical company in the Cardiovascular Systems (CVS) therapeutic market, it is also growing in the Central Nervous System (CNS) space. The CVS portfolio, however, remains the largest part of its revenues, followed by the OTC portfolio.
Market Review – Latin America (LATAM)

Building for the future

Over the past 25 years, life expectancy and access to pharmaceuticals and healthcare have improved in Latin America with a clear aim to achieve sustainable healthcare for all. Drug shortfall, rising competition, tighter budgets, insufficient resources, and patent expiration are contributing to the growth in the generics market. The total Brazilian pharmaceuticals market is USD 32 Billion and is the largest market in LATAM, accounting for over 43% of the region’s sales. It is ranked as the 7th largest pharma market worldwide, according to IQVIA.

Performance

Lupin Latin America currently has operations in two of the largest markets in the region, Brazil and Mexico, under the brands Medquímica and Laboratorios Grin respectively. We acquired both these affiliates in the past four years to make headway into the two largest markets in the region.

For FY2019, our LATAM business declined by 2% driven by Brazil’s decline partially offset by growth in Mexico. The truckers’ strike in Brazil in Q1 FY2019 and pressure on price increases were two key challenges faced in Brazil. With the disruptions behind us, we are now ramping up our generics and derm business, which was launched in Q2 FY2019.

Brazil

Medquímica is now ranked 14th in value and 5th in volume in its reference market. According to Close Up audits, Medquímica grew 3.4% in values and 8.7% in units in FY2019, outpacing its reference market growth in both metrics. Actions were taken to optimise the commercial team for better productivity and market growth in its regions. It focused on promoting key brands namely Gripinew grew 16% compared to reference market decline of 9%, and Gastrogel grew 43% outperforming reference market’s growth of 9%. A total of 15 new products were filed with ANVISA and received 10 new MA during FY2019.

Mexico

During FY2019, revenues grew by 5%, from MXP 643 Million to MXP 674 Million, with the subsidiary delivering a healthy increase on all parameters, above industry benchmarks. Laboratorios Grin grew despite the manufacturing plant being shut for seven months (the upgradation of the plant in line with regulatory requirements and capacity enhancement was delayed due to external reasons), a challenging political environment with presidential elections, and product launch delays. The company launched two preservative-free ophthalmic solutions for the treatment of Glaucoma, a generics Olopatadine, the most used molecule for allergic conjunctivitis, and Betahistine for the treatment of vertigo. The sales, marketing and product teams were strengthened and realigned to improve productivity and boost growth with a clear focus on the ophthalmic and pharma segment.

Outlook

Medquímica will launch 10 products in the coming year including an exclusive INN generics filed from Lupin. It’s derma business unit is preparing to launch its continued care line with eight new products for specific skin conditions like atopic dermatitis and sensitive skin types. Ophthalmology will continue to be Mexico’s core therapy segment and the product portfolio will be strengthened by new product launches - glaucoma, pain, lubricants and supplements to complement and enhance market presence.

A preservative-free formulation for the most important brand of lubricants, Zonaker, will be launched in FY2020.
Market Review – Global Active Pharmaceutical Ingredient (API)
Building Scale

23%
Growth in API business over last year

201
US DMF Filings

#1
In Anti-TB segment globally

The API business achieved a turnover of INR 13,464 Million representing a growth of 23% in FY2019. The API business will be a strong contributor to ensure supply continuity and cost efficiencies for the finished products sold by the company globally.

The company has maintained its global leadership in select APIs for over 15 years attracting new customers and expanding its reach to over 50 countries. The company drives its API business building scale and efficiencies that propel it to a leadership position in its chosen markets and therapies. The API business achieved a turnover of INR 13,464 Million representing a growth of 23% in FY2019. The company has considerable experience in fermentation chemistry and is one of the leading producers of fermentation-based and synthetic anti-TB and anti-infective products. With renewed focus on manufacturing of APIs in India, the API business of Lupin will be a strong contributor to ensure supply continuity and cost efficiencies for the finished products sold by the company globally.

Value-Added Finished Formulations Business
The API-plus division of the company has significantly strengthened its value-added finished formulation business, namely the Global Institutional Business (GIB) and the Principal-to-Principal (P2P) business.

Global Institutional Business (GIB)
Lupin is actively engaged with multiple global institutions in the therapeutic areas of Tuberculosis, HIV and Malaria to ensure access to quality and affordable medicines in high disease burden countries across Africa, Asia and LATAM. We are recognized as one of the leading global suppliers of first-line Anti-TB products.

Over the coming years we are poised to emerge as a leading Global Institution Business supplier as these products come to market.

Principal to Principal (P2P) Business – Facilitating access to newer molecules
The P2P business leverages Lupin’s rich expertise in API research and formulation development. The business is geared to launch several first-to-market products in India and is emerging as a robust partner to leading pharmaceutical companies.

Outlook
The API business is leveraging its core fermentation expertise to introduce new products in the coming years, which would spur the growth of the business. The Global institutional business is foraying into the second line anti-TB, anti-retroviral and anti-malaria space, and these products will propel growth over the coming years. The P2P business arm is focused on developing newer products, and novel formulations which are expected to drive growth.

The API team has embarked on a series of initiatives to drive growth in the business, whilst adopting green chemistry technologies with a dual purpose of improving efficiency and protecting the environment.
Market Review
Global Manufacturing Supply Chain and Quality

18 Manufacturing sites
~790 Million Litres of fresh water saved
50+ Operational excellence projects on cost improvement in progress

Enabling Excellence
Lupin’s manufacturing philosophy is centered around four core principles: efficient processes, continuous improvement and innovation, effective teamwork, and compliant and lean manufacturing.

Lupin’s manufacturing footprint comprises of 18 manufacturing sites spread over India, United States, Japan, Brazil and Mexico. Operational rigour coupled with strong emphasis on quality and regulatory compliance serves as a strong foundation to Lupin to deliver affordable and superior quality products world-wide.

This year we continued our thrust on investing in capacity expansion to support growth in existing businesses and automation, and build capacities for commercialization of our pipeline of complex generics and biotechnology products. In FY2019, Lupin undertook the following major investments:

- Initiated project to build a dedicated block for Metered Dose Inhalers in Unit 3 at Pithampur.
- Project work on our new hi-tech facility for Oral Solid Dosages and a dedicated sterile facility for injectable products at our Nagpur SEZ facility is nearing completion and we plan to commence commercial production shortly. The sterile Injectable facility at Nagpur is equipped with the latest technologies involved in the manufacturing of injectables manufacture and includes a Prefilled Syringe Filling line, Vial Filling line and Lyophilizer under aseptic isolators.
- Initiated project work on new Biotech Drug Substance facility at Pune to support future market demand of our biosimilars, including Etanercept.

Highlights – FY2019
- Launched an organization wide transformation project to drive cost reduction and productivity improvement across procurement, manufacturing, R&D and supply chain functions globally
- Extended the program to build Product Robustness (through Six Sigma) to all key sites
- Comprehensive Improvement program underway to enhance laboratory performance and reduce incidents and errors
- Commissioned state-of-the-art zero discharge units to treat and recover waste water, thereby saving close to 790 Million litres of fresh water in FY2019
- Continue to drive productivity and quality initiatives like Total Productive Maintenance, Six Sigma and Overall Equipment Effectiveness across all sites
- Continue investing in greener sources of energy and green chemistry in our manufacturing and R&D sites

Building World-Class Quality
At Lupin, a strong foundation built on delivering quality at each step of the value chain has been one of the prime reasons for our success in the last 52 years. Our goal is to inculcate a culture of quality by establishing robust manufacturing systems that consistently produce high-quality products.

To boost quality and compliance, we continue to invest in automation and upgradation of our quality infrastructure. During the fiscal, a new centralised Data Acquisition System was installed at Goa. The upcoming Nagpur facility is equipped with Electronic Batch Manufacturing Record (eBMR) system and Laboratory
Lupin’s manufacturing philosophy is centred around four core principles – efficient processes, continuous improvement and innovation, effective teamwork, and compliant and lean manufacturing.

Information Management System (LIMS). These systems will be rolled out across the manufacturing network.

Furthermore, we are now embarking on quality transformation initiative across our manufacturing facilities. Some of the key thrust areas under this program are:

- Comprehensive review of our quality systems, especially focusing on building world-class capabilities in areas like investigations.
- Assessing and improving the effectiveness of our training programs.
- Building product and process robustness.
- Building ownership of quality across the site and fostering a quality culture.
- Enhancing automation and IT systems compliance.

Update on regulatory inspections and outcomes through the year

- The Biotech facility at Pune underwent GMP inspections by PMDA (Japan) and EMA (Europe) and came out successfully.
- Tarapur and Pithampur Unit-3 went through the U.S.FDA inspections and both sites have received the Establishment Inspection Report (EIR) subsequently.
- Nagpur facility underwent the U.S.FDA inspection with zero 483 and has received the EIR thereafter.
- Mandideep (Unit 1 and 2) and Somerset sites were also inspected by the U.S.FDA during the financial year. We have submitted our response and a comprehensive remediation plan and are submitting regular updates to the U.S.FDA.
- Goa and Pithampur Unit 2 were also inspected by the U.S.FDA during the year. We have submitted our response and are submitting regular updates to the U.S.FDA on the progress of our remediation measures.

Global Supply Chain

Lupin supplies a diverse portfolio of medicines through our distribution network spread across 100 countries. Our Global Supply Chain Organization has been instrumental in our quest for supply chain excellence. The key drivers of our excellence in supply chain are our high degree of flexibility, speed of execution, reliability and cost efficiency.

Highlights - FY2019

- Completed a global project to optimize inventories across key geographies
- Successfully implemented Serialization and Tamper-Evident packaging for European markets
- Maintained high standards on key metrics like OTIF (On Time in Full - well above 95% in majority of our markets), Forecast Accuracy, Requirement vs Commitments and Adherence to Plan
- Initiated organization-wide project to harmonize Supply Chain Practices and Performance Metrics across all geographies

Rewards and Appreciation

- Received Silver Awards by ASQ (American Society of Quality) for Quality by Design.
- Received Silver Award by QCFI (Quality Circle Forum of India) for Lean Six Sigma Project.
- Awarded the McKesson Supplier of the Year Award for 2019 in the US.
- Three of our manufacturing sites ( Ankleshwar, Mandideep and Tarapur) are at Level 7 of ISRS 8th edition – the highest safety rating to be achieved by a pharmaceutical organisation.
The global economy saw sluggish growth in the second half of 2018, owing to downside risks in advanced economies and the US-China trade dispute casting a long shadow of uncertainty on the entire global trade scenario. However, India continues to be one of the fastest growing major economies in the world and projections suggest a positive outlook.

Since inception, Lupin has grown steadily on the strength of our fundamentals. In a rapidly transforming pharmaceutical landscape, we continue to finetune and evolve along the way. In doing so, we have broadened and integrated our product portfolio to deliver value to all our stakeholders and customers. Solid growth coupled with strong governance will help deliver long-term value.

Solid growth
Our robust business model enables us to deliver effective solutions for our clients, generate attractive returns for our stakeholders and build a sustainable business. We have leveraged our financial expertise to fast-track our growth.

Financial highlights:
- Sales stood at INR 163,694 Million in FY2019 as compared to INR 155,598 Million in FY2018, showing a growth of 5.2%.
- Net profit before exceptional items for FY2019 was INR 9,466 Million in comparison to INR 13,934 Million in FY2018.
- Net profit margin declined to 5.8% in FY2019 from 9.0% in FY2018, on lower gross margins and higher effective tax rates. As a consequence of the lower profitability, the Return on average Net Worth (RoNW) fell from 10% to 7%.
- Interest expense increased 69% on account of higher loans in the US and Brazil as well as rising interest rates as Fed increased rates during the year. Therefore, while the interest coverage ratio has dropped from 13.9 to 8.1, it remains extremely robust and backed by strong cash flows.
- The Board declared a dividend of 250%.

Even though FY2019 started on a difficult note, we ensured it ended on a high, having succeeded in turning around our US generics business. We ensured stabilisation of our base business and stellar execution on the Ranolazine launch, our largest exclusive F2F launch so far. We licensed our NCE MALT1 Inhibitor to AbbVie on attractive terms. Our goal for the next five years is to double our revenues and get our EBITDA margins back to the mid-20’s. This is very doable as we execute on our growth drivers and optimisation measures.
We continued to strengthen our capabilities and portfolio by investing 9.6% of revenues in R&D. This is going to help us reap benefits for the long-term. Over the years, we have made steady progress in building a robust pipeline, strengthening capabilities and consolidating processes for faster delivery.

Strong governance
Our operating model, sound governance structure and robust risk management practices coupled with ethics and transparency in our processes provide a robust foundation for value creation in the short, medium, and long term. In a dynamic business environment, our ethics and our commitment to compliance are a strong anchor.

Creating value for shareholders
We have put in place a robust product pipeline, strong engine for innovation, and significant manufacturing capabilities to help us reach the next level and create sustainable shareholder value. On behalf of the Board, we would like to thank the team for their hard work and commitment to deliver on our strategic objectives. We will continue to maintain a conservative balance sheet, drive organic growth, and seek out margin-accretive opportunities while improving profitability and cash flow through an effective operating model.
At Lupin, our approach is to utilize the best technology, superior competencies and strategic partnerships to advance research and development of products for global markets. Over 1,500 R&D personnel working across 9 R&D centres globally make new products accessible, affordable and available in a timely manner across markets. Lupin has carefully created a balanced portfolio of products to establish leadership in generics and is help build a Specialty pipeline for the future.

While we pursue generics research across multiple dosage forms consistently to ensure we retain our leadership positioning in generics space, we are evolving our R&D pipeline to focus more on Complex Generics and biosimilars. In addition, we are now building a select portfolio for our Specialty pipeline primarily for the US and in our Novel Drug Discovery and Development endeavours. Investment outlay on R&D for FY2019 amounted to INR 15.7 Billion, representing 9.6% of revenues, ensuring the pipeline for the future remains robust.
Pharmaceutical Research
Lupin has focused on reshaping its existing generics portfolio of oral, ophthalmic and dermatology products with a clear goal of developing meaningful complex generics that are aligned to market dynamics, patent expiry and business strategy. We are developing a comprehensive pipeline of high barrier products in the inhalation and injectable space that have a high degree of complexity linked with a delivery system, device design, API and clinical trial requirements.

Lupin’s Generics Pharmaceutical Research R&D hub in Pune, India marked yet another year of successful filings in the oral, ophthalmic, dermatology and inhalation space in the US and other advanced markets including filings for Global Institutional Business (GIB) in the Anti-TB, Anti-Malaria and Anti-Retroviral space.

Biotechnology Research
Lupin Biotech witnessed one of the most exciting phases in its journey towards becoming a global bio-pharmaceutical powerhouse. After having filed the Common Technical Document (CTD) with the Pharmaceuticals and Medical Devices Agency (PMDA), Japan in FY2018, Lupin Biotech started the new financial year with the notable submission of the CTD and Application for Marketing Authorization to the European Medicines Agency for its flagship project – bEtanercept.

- Filed 27 ANDAs (20 orals, one injectable, two dermatology, two ophthalmic and two inhalation).
- ANDA filings for the year include four confirmed exclusive First-to-File (FTF) and seven shared FTF products.
- Lupin received 30 ANDA approvals from the U.S.FDA during FY2019.
- Cumulative ANDA filings with the U.S.FDA now stand at 422 with 265 approvals received to date.

- Filed 16 generics products (MAA) in other markets including EMEA region (Europe, South Africa and Russia), APAC region (Japan and Australia), Canada, Latin America and Mexico and received seven approvals in these geographies.
- Filed 10 MAAs for GIB in Anti-TB, Anti-Malaria and Anti-Retroviral space including the first PEPFAR filing for the company.

- Received Marketing Authorization Approval (MAA) for Etanercept from PMDA (Japan) as well as DCGI (Indian regulatory agency).
- Received GMP certification from Pharmaceuticals and Medical Devices Agency (PMDA) and European Medicines Agency (EMA) for the manufacture of Etanercept drug substance and drug product at our Pune facility.
- Significant progress in the development of bPegfilgrastim and the early-stage portfolio.
- cGMP audit from Cofepris (Mexico) for a late phase oncology product and receipt of successful GMP certification.

We have planned the Qualification of the pilot facility in FY2020 to support scale-up of the early phase products and ensure readiness for seeking early scientific advice from global regulators.
Research & Development
Securing the future

Novel Drug Discovery & Development (NDDD)
The NDDD team has developed a pipeline of highly differentiated and innovative new chemical entities in focused therapy areas of Oncology, Immunology and Metabolic Disorders.

During the year, Lupin partnered with AbbVie to develop and commercialize its novel drug, a highly potent MALT1 (Mucosa-Associated Lymphoid Tissue Lymphoma Translocation Protein 1) inhibitor. Lupin’s MALT1 Oncology program uses a novel compound with the potential to treat multiple hematological cancers which includes ABC Type - Diffuse Large B-Cell Lymphoma (ABC-DLBCL), Chronic Lymphocytic Leukemia (CLL) and Mantle Cell Lymphoma (MCL), in addition to other B-cell malignancies. The program has the potential to particularly address unmet medical needs in the treatment of ABC-DLBCL as well as CARD11 Mutant ABC-DLBCL, both of which are known to be recalcitrant to existing therapies.

This novel first-in-class drug discovery program has been driven by the NDDD team at Lupin in Pune, India right from concept generation to various stages of drug discovery and development through excellent conceptualization, strategic direction and impeccable execution done in-house with world-class processes and procedures to meet global standards.

Current Clinical Programs
Endocrine: Clinical Phase-II study has been completed in India in Chronic Kidney Disease patients on dialysis and also not-on-dialysis. The initial readout from the study has been positive.

Oncology: Post completion of Clinical Phase-I study in Europe on terminally-ill patients (Lung Cancer, Melanoma and Colon Cancer), a Clinical Phase-II study is ongoing in India for treating a refractory type of Lung cancer which has RAS mutations for which no treatment exists worldwide.

Lupin Bioresearch Centre
Lupin Bioresearch Center (LBC) has led a variety of clinical development needs like Bioavailability and Bioequivalence (BA/BE) studies and clinical end-point studies for generics and speciality products of Lupin and its subsidiaries across the globe.

- Made rapid progress in new areas of pharmaceutical innovation for the conduct of Large molecule pharmacokinetic (PK) studies, Ophthalmic in-vitro studies, and for in-vitro and in-vivo PK studies on MDI and DPI Inhalation products.
- Expanded the large molecule lab for conducting PK/PD and immunogenicity studies on biosimilars for regulatory submissions.

The U.S.FDA successfully inspected the in-vitro BE lab facility at Lupin Research Park without any observations in FY2019. The multi-year success of the U.S.FDA inspections exemplifies LBC’s robust compliance and data integrity track record. During the year, LBC completed 82 pivotal studies including 68 BE studies for different geographies, 2 inhalation studies, 11 in-vitro studies, 1 PK study for biosimilars programme and cumulatively accounted for the development of 256 regulatory-compliant analytical methods till date.
Intellectual Property Management Group
The Company was first-to-file with respect to generics versions of Spiriva® DPI, Jublia® Topical Solution, Kerydin® Topical Solution, Jardiance® Tablets, Glyxambi® Tablets, Esbriet® Capsules, Esbriet® Tablets, Xarelto® Tablets 2.5mg, Invokamet® XR Tablets ER, Plenvu® Oral Solution, and Clenpiq® Oral Solution. Lupin’s number of first to file products pending launch now stands at 40.

The Company settled 13 pending U.S. patent litigations and received favourable decisions on Prepopik® (US) and Truvada® (UK and Germany).

Regulatory Submission (U.S., Canada, Europe, Australia, New Zealand, GIB, Brazil/South Africa/ Merck)

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Filed Patent Applications and Granted Patents
In FY2019, the Company filed 159 patent applications. The cumulative number of patent applications filed by Lupin in India and other countries currently stands at 3,204. The patent applications filed in FY2019 included 33 formulation patent applications, 52 API patent applications, 9 biotech patent applications and 65 NDDD patent applications. We successfully secured 64 patents, including 31 NDDD patents during FY2019.
Board of Directors

Mrs. Manju D. Gupta  
Chairperson  
Committee Membership: CSR Committee

Dr. Kamal K. Sharma  
Vice Chairman  
Committee Memberships: Audit Committee, CSR Committee and Risk Management Committee

Ms. Vinita Gupta  
Chief Executive Officer  
Committee Memberships: CSR Committee and Risk Management Committee

Mr. Nilesh Deshbandhu Gupta  
Managing Director  
Committee Memberships: CSR Committee, Stakeholders’ Relationship Committee and Risk Management Committee
Dr. K. U. Mada  
Independent Director  
Committee Memberships: Audit Committee, Nomination & Remuneration Committee and Stakeholders' Relationship Committee

Mr. Dileep C. Choksi  
Independent Director  
Committee Memberships: Audit Committee, CSR Committee and Stakeholders' Relationship Committee

Mr. R. A. Shah  
Independent Director  
Committee Membership: Nomination & Remuneration Committee

Mr. Richard Zahn  
Independent Director  
Committee Membership: Nomination & Remuneration Committee

Mr. Jean-Luc Belingard  
Independent Director

Ms. Christine Mundkur  
Independent Director
People Practices
An Engaged Team of Professionals

At Lupin, we firmly believe that our success hinges on our people achieving their personal and professional goals. We strive to provide our employees with the right opportunities for professional development and personal fulfilment.

One Lupin culture

We take immense pride in our people strategy, which is to Engage, Enable and Grow those who work consistently to grow our business. For us, growth of people and the business are simultaneous processes. We have created a work culture that presents a unique mix of Lupin values and functional expertise. The heart of Lupin’s success is a global footprint of highly talented and motivated professionals that comprise the Lupin family. Our ‘One Lupin’ culture replicated across geographies, creates a unique value proposition of innovation, high performance and continuous learning.

By virtue of our progressive people-centric HR practices and compelling employee experiences, Lupin has been consistently recognised in the top ranks of Great Places to Work in India (2019) and amongst the top 15 across industries in Asia (2016). Lupin also emerged as #1 in the Biotech and Pharma industry. These acknowledgements exemplify our commitment to diversity, capabilities and people practices; all of which are interconnected by an ethos for workplace excellence.

Our organisation is built upon the resolute values that guide us. These values inherited from our Founder, Dr. Desh Bandhu Gupta are the cornerstone of our performance. Our value-based recognition programs such as Shabaash, Bravo and the Dr. Desh Bandhu Gupta Spirit of Lupin Awards imbibe a culture to appreciate peers and teams for demonstrating exemplary conduct / performance.
We believe that every Lupinytt is a partner with us in our journey to progress. The Partners in Progress – our stock option program, is one-of-a-kind covering all Lupin employees. We believe that an individual’s ability to excel and contribute exceptionally deserves special recognition. This program recognizes high performing employees who get a chance to participate in the growth story of the organisation. We empower our people with development initiatives across business verticals for their professional and personal advancement. We transform dreams into goals with our Learn & Earn program which provides opportunities to deserving but underprivileged youth from rural areas. We help equip them with vocational skills, capabilities, tools and an academic degree to lead a professional life and obtain an assured job with us.

>20,000
Lupinytts globally

>3,500
Lupinytts covered under Lupin stock option plan

32 years
The average age of Lupinytt
Corporate Social Responsibility
Empowering communities

Social commitment is anchored in our business philosophy. By embedding sustainability considerations within our strategies, we seek to enhance health, safety and environment standards, and reduce inequalities amongst socially backward groups. By extending necessary help and assistance, we ensure accountability and increase the positive impact of our operations.

The Lupin Human Welfare & Research Foundation (LHWRF) or Lupin Foundation was founded in 1988 by our Founder, Dr. Desh Bandhu Gupta. Today, it is at the forefront of development in the areas of Economic, Social, Infrastructural Development and Natural Resource Management. The core purpose of the Lupin Foundation’s work is developing an efficient and sustainable model for development activities, which can be replicated widely through collaboration and partnerships. This focus has remained the thrust of our initiative over the years. Currently, the Lupin Foundation has its presence in 4,171 villages located in 63 blocks and 23 districts spread across seven states in India.

Transforming farms through productivity enhancement and diversification
Converging on productivity enhancement, crop diversification and technology infusion are the core drivers behind the various interventions undertaken by the Lupin Foundation. Introduction of advanced seed and farming techniques have led to increased production and incomes for poor and marginal farmers who have benefitted through targeted interventions. Similarly, shifts in cropping patterns as a result of vegetable, horticulture, floriculture and fish-farming programs have led to increased incomes through diversification into commercial agriculture and a capacity of the farmers to sustain in the wake of climatic and market variations.

Triggering growth cycle through livestock
Livestock presents a vital source of income for the sustenance of the poor in rural India. However, this sector is plagued by low productivity. The Lupin Foundation focuses on improving breed quality through Artificial and Natural Insemination. Various programmes aimed at providing animal health services, ensuring fodder security and promoting advanced cattle management practices help raise livestock productivity and rural incomes.
Skill and enterprise building for livelihood security
The Lupin Foundation focuses on skill development and credit support. The emphasis is on skill building among rural youth and women to enable them to find meaningful livelihood either through self-employment or wage employment.

Nurturing women leadership in villages
Self-help groups have emerged as the trigger as well as the core mechanism for the Lupin Foundation for women empowerment in its areas of operation. With mushrooming and nurturing of successful women self-enterprises or group businesses, the Lupin Foundation is helping develop women leadership. Women have discovered their voice and confidence, which is the ultimate empowerment for any section of the society.

Bringing quality health services at the doorstep of rural folk
The Lupin Foundation is complementing governmental efforts to reduce Infant Mortality Rate and Maternal Mortality Rate in its adopted areas. It is an implementing partner of the Integrated Child Development Scheme (ICDS) in one block and our performance has been validated. The organisation has embraced the concept of ‘Health Services at the doorstep’ in its adopted areas, which has made health services accessible even in the most remote areas.

Decoding educational happiness
Lupin Foundation has undertaken different innovative programmes to make education accessible and relevant to enhance learning levels, retention and reduction in dropout rates.

Infrastructure development
Sensing the need of adequate rural infrastructure and recognising that it can bring all sections of rural society together, the Lupin Foundation helps communities build necessary civic infra-structures. In this, school infra-structure, rural sanitation and housing have been accorded priority. These initiatives are improving quality of life in our adopted areas and bringing much needed comfort to women, children and the poor.
Awards & Recognitions
Achievements

**India Pharma Innovation of the Year Award 2019** - Department of Pharmaceuticals, Govt. of India

**Vinita Gupta**: Vogue and IBM *Businesswoman of the Year* 2018

**Vinita Gupta** selected *Women of Worth 2018* by Outlook Business

**Vinita Gupta** listed in *Top 50 Most Powerful Women in Business 2018* by Fortune India

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 2017*

**India Pharma Bulk Drug Company of the Year 2018** - Department of Pharmaceuticals, Govt. of India

**“BEST Award 2018”** from ATD

**Silver Awards for Quality by Design** from ASQ (American Society of Quality)

**Silver Award for Lean Six Sigma Project** from QCFI (Quality Circle Forum of India)

**Crystal Globe recognition award** in Oct 2018, second time in a row

**McKesson Supplier of the Year Award for 2019** in US

Three of our manufacturing sites (Ankleshwar, Mandideep and Tarapur) are at Level 7 of *ISRS 8th edition* – the highest safety rating to be achieved by a pharmaceutical organisation

Lupin won First Prize in *CII National Six Sigma Award* for Operational Excellence in Manufacturing.

Lupin won 2nd prize in *CII Kaizen competition* held at Chandigarh (restorative Kaizen).