Built over five decades, Lupin is a formidable pharmaceutical player with a truly global presence. Our reputation as a high-growth company is founded on core values, and our stringent compliance standards makes us the partner of choice in offering pharmaceutical solutions that meet the needs of our patients and make quality healthcare more inclusive and affordable. As we foray into new areas such as complex generics, biosimilars and specialty pharmaceutical products, we are backed by our strong business foundation and expertise in accelerating innovation and enabling impeccable execution. We are committed to building a promising future for all.
Introducing Lupin
A Global Pharmaceutical Major

Lupin is a leading global pharmaceutical company headquartered in Mumbai (Maharashtra), India. We manufacture and sell a wide range of branded and generics formulations, Active Pharmaceutical Ingredients (APIs), biotechnology products and Over-the-Counter (OTC) products in a variety of dosage forms and therapeutic categories. Lupin is committed to offer superior pharmaceutical solutions and make healthcare accessible to millions around the world. With over 18 manufacturing units, nine research centres and more than 20,000 professionals working globally, we have built a formidable pharmaceutical company that has the technical capabilities, manufacturing capacities, product portfolio and geographical reach to excel and grow.

Founded by Dr. Desh Bandhu Gupta (an associate professor of chemistry at BITS Pilani, Rajasthan) in 1968, Lupin is a significant player in key therapy areas such as cardiovascular, anti-TB (world leader), anti-asthma, anti-diabetic, anti-infective, gastro-intestinal (GI), central nervous system (CNS), and gynaecology. Our best-in-class infrastructure and consistent focus on knowledge accretion and innovation have enabled us to expand our presence in high-growth markets.

8th Largest
Generics pharmaceutical company by revenues globally

3rd Largest
Pharmaceutical player in the US by prescriptions

5th Largest
Company in India’s pharmaceutical market

3rd Largest
Indian pharmaceutical company by global revenues

#1
In Anti-TB segment globally

6th Largest
Generics pharmaceutical player in Japan

4th Largest
Generics pharmaceutical company in South Africa
Vision
To be an innovation-led, transnational pharmaceutical company

Values

Key Strengths

Business Model
We operate in a highly regulated and competitive industry across multiple markets. We develop, manufacture and market a broad range of branded and generics formulations, APIs, and biosimilars across the US, India, Asia Pacific (APAC), Europe, Latin American (LATAM) and South Africa. We remain committed to deliver on our strategic intent to emerge as a formidable Complex Generics and specialty-focused pharmaceutical company with unique differentiators as a driving force.

Culture
Our unique value-driven culture, gives us a competitive advantage. Driven by innovation, excellence and quality, we embrace new ideas and developments that enable us to bring quality medicines at affordable costs. We keep people at the centre of our business and are driven by a purpose to meet the unmet medical needs in patient cure.

Strong Research & Development Capabilities
Our highly skilled research team of more than 1,500 R&D personnel is dedicated to developing products that cater to the unique requirements of distinct markets. Our focus has been to direct R&D spends into areas that reflect the opportunities presented by the markets specifically in areas of unmet medical needs. The R&D investments are calibrated for risk and appropriate returns and encompass a balance of meaningful Specialty and Complex Generics products for developed markets like the US, Europe and Japan as well as for the emerging markets. Our research efforts drive our vision to be an innovation-led transnational pharmaceutical company.

Commitment to Quality Manufacturing
We are committed to maintaining the highest quality standards in all our manufacturing facilities. Our 18 state-of-the-art manufacturing facilities across India, the US, Japan, Brazil, and Mexico supply bulk drugs as well as broad range of formulations in different dosage forms, including oral solids, liquids, injectable, dermal, controlled substances, ophthalmic, nasal sprays, metered dose inhalers and dry powder inhalers to markets across the globe.

Regulatory Compliance
Our manufacturing facilities consistently match rigorous global operating benchmarks and are approved by international regulators. We have an extensive footprint in India, advanced markets and key emerging markets in LATAM.

People
We promote, sell and distribute our products through experienced sales and marketing teams. In India alone, 6,900+ representatives market our brands to doctors and pharmacists, while our sales teams in the US and Europe are selling to a broad range of customers, including the leading wholesalers, pharmacy chains, governments and hospital purchasing organisations.

>100 Countries where we enhance patient's lives through our drugs

USD 2.34 Billion Global revenues

9 R&D sites

18 Manufacturing sites

20,000+ Employees

9.6% of net sales invested in R&D
Chairman's Letter
Enabling a Better Future
We at Lupin, cherish our legacy of offering a promising future to people by improving their lives through a reliable supply of high-quality and affordable medicines.

Dear Shareholders,

I am pleased to present to you Lupin’s FY2019 Annual Report.

It was a year of challenges but also a year of significant achievements for Lupin. The first half of the year saw our revenues decline but by the third quarter, our business turned around and I am happy to share that we closed the year on a very strong note. Apart from the operating performance, we also made meaningful progress on our strategic plan – on both complex generics and specialty.

Lupin’s strong entrepreneurial spirit is powering growth internationally as we saw our core generics business in the US recovering in the second half of the year, while our India business continued its double-digit growth, outperforming the market. Solosec®, our branded Women’s Health product has also done well in the US and we continued to ramp up Bipresso® in Japan. In Europe, we successfully launched NaMuscla®, an orphan drug for treatment of myotonia. These remarkable products strengthen Lupin’s branded portfolio, giving us a distinct position in delivering a truly diversified product portfolio.

During the year, we achieved a unique milestone in our new drug research through an alliance with AbbVie to develop and commercialise our novel drug, a highly potent MALT1 (Mucosa-Associated Lymphoid Tissue Lymphoma Translocation Protein 1) inhibitor. This was a realisation of Dr. Gupta’s dream to offer new drugs in areas of unmet needs. It is also a remarkable step forward in treating difficult to treat cancers offering new hope to patients and to drive strong value for our stakeholders.

At all levels across Lupin, our integrated and inclusive culture continues to foster dynamic and long-term growth for our people. We have been recognised by awards over the years; and Lupin has retained its #1 position as a ‘Great Place to Work’, for 2019, in the Biotechnology & Pharmaceuticals sector. This is a remarkable achievement, thanks to our unique culture that continues to be the bedrock of our organisation.

We are an exceptional company with an extraordinary heritage. We have set our sights high. We are extremely motivated, fully committed and truly brimming with confidence. We have set the course for lasting success and are building a promising future.

Thank you for your continued support and trust.

Regards,

Mrs. Manju D. Gupta
Chairman
Vice Chairman's Letter
Growing with Prudence and Passion
We continue to draw inspiration from Dr. Desh Bandhu Gupta’s vision, growing on the strength of the values he instilled. His legacy ensures that our goal to protect and enhance the health and wellbeing of people remains central to all our endeavours at Lupin.

Dear Shareholders,

I am delighted to write to you at the end of what has been a tough year for Lupin and as we get back on the growth path. This is amid an uncertain global environment and complex industry dynamics. Lupin’s commitment to quality, diversified product pipeline, manufacturing excellence, robust supply chain capabilities and passionate leadership are the key enablers of this encouraging performance.

We continue to draw inspiration from Dr. Desh Bandhu Gupta’s vision, growing on the strength of the values he instilled. His legacy ensures that our goal to protect and enhance the health and wellbeing of people remains central to all our endeavours at Lupin. Today, the 52-year-old company that Dr. Desh Bandhu Gupta started, is one of the leading pharma players in the world.

New Developments

It is reassuring to see the promising developments on the innovation front and filings of complex generics during the year. In the US, our base business stabilised and the team executed on important launches that endorse our ability to execute on relatively complex products with strong entry barriers.

Lupin also made renewed foray into Specialty with the launch of Solosec® in the US and Namuscla® in Europe, marking an entry into Women’s Health in the US and Neurology in Europe. Lupin’s first biosimilars Etanercept is also well on course to be launched in Japan and is awaiting approval in Europe. This paves the way for Lupin gaining significance in biologics and opening new frontiers for growth for the company.

Lastly, a significant development in the year was forging the partnership with AbbVie to develop and commercialise our novel oncology drug discovery.

It is of national pride to be able to pull off pure innovation of the highest order.

Consistently Creating Value

As a company deeply rooted in its purpose to offer life-saving medical solutions and creating enduring stakeholder value, Lupin is spurring innovation, quality, operational excellence and competent leadership. The company is building on its firm foundation equipped with a diversified portfolio and driving growth in key markets.

Lupin continues to hold a strong position in its key markets of the US and India besides scaling up in other markets. The company holds on to its position as the third largest generics pharmaceutical player in prescription terms in the US market. Lupin’s India business continues to outperform industry growth retaining its position as the fifth largest pharmaceutical company.

Looking Ahead

Facilitating better access to quality, affordable healthcare globally is what drives us to excel. I am extremely proud of our people for being the strength that powers Lupin and congratulate them heartily for their achievements. I would like to express my heartfelt appreciation to our business partners and the wider stakeholder community for their support. I am confident that Lupin will scale newer heights of performance and excellence this year.

Regards,

Dr. Kamal K Sharma
Vice Chairman
Dear Shareholders,

FY2019 was a significant year for our organisation as we revisited our core strategy, executed well against it and strengthened the organisation for the future. Through the year, we turned around our business and got back on the growth track. We evolved our generics business, started the specialty business in full earnest, attained a material milestone on the innovation front while growing our solid base business. The year marked the start of sustainable growth as we build on our strategic vision, accelerated innovation and drove efficiencies to deliver improved financial performance.

The last two years have been tough for our industry and for our Company given the pricing challenges on the generics side of the business, loss of exclusivity on select key products and brands in the US and regulatory challenges. We started FY2019 on a tough note, however it ended on a very strong note primarily due to the turnaround and stability in our US generics business and a stellar execution on the Ranolazine launch. We have also made significant progress with our growth drivers. On the complex generics front, our first biosimilars Etanercept is approved for launch in Japan while the European approval is awaited. This marks the start of execution on Biosimilars. We filed our first DPI, Tiotropium in the US and advanced our complex generics pipeline, in particular on the inhalation front. We received approval for Levothyroxine, a major complex generics. Bringing access to quality affordable medicines is the foundation of our business. Pipeline execution is
The year marks the start of sustainable growth as we build on our strategic vision, accelerate innovation and drive efficiencies to deliver improved financial performance.

critical to drive our generics business. We successfully launched 22 new products this past year in the US market. During the year we filed 27 ANDAs in the US, 11 of which were confirmed First-to-Files (FTF). With over 157 ANDAs currently pending approval with the U.S.FDA, we have a rich pipeline addressing a total market size of over USD 52 Billion. We have 40 first-to-file opportunities addressing a sizeable market of USD 30.6 Billion.

We launched Solosec® successfully in the US and started building Women’s Health Specialty business in full intensity. We established capabilities on the commercial, medical and managed care front to lay a solid foundation in the specialty segment. We also launched our first orphan drug – Namuscla® in UK, Germany and France marking the start of our specialty business in Europe. These are our first material products in the segment that enable us to address areas with unmet patient needs. We are committed to building on this promising start.

In December 2018, we licensed our first New Chemical Entity (NCE). We announced the partnership with AbbVie granting it exclusive rights for developing and commercialising our novel oncology drug (MALT1 inhibitor), that has the potential to treat difficult to treat blood cancers. This was a remarkable achievement in an area important to our founder Dr. Desh Bandhu Gupta. We will leverage our NCE strength to accelerate further innovation while maximising value for the organisation.

While there were many successes throughout the course of FY2019, we had our share of challenges, particularly, on the compliance front. We have made significant progress on our remediation and enhancement plan and are committed to sustainable compliance throughout all our sites. As an organization this is one of our biggest priorities.

For the fiscal year ended March 31, 2019, we delivered sales of INR 163,694 Million with a growth of 5%, driven by growth in our India and API businesses along with the licensing income from AbbVie. However, our EBITDA margin declined by 1% to close at 20% due to pressures on our US business in the first half of the year. Importantly, the US Generics business grew steadily throughout FY2019 as our base business stabilised and we executed on meaningful new product launches boosting revenues from USD 157 Million in Q1 to USD 241 Million in Q4. In India, we delivered sales of INR 46,382 Million, a growth of 12.4%. In APAC, Lupin managed to grow at 1.5% retaining the #6 rank amongst generics companies in Japan. Our EMEA business recorded sales of INR 11,906 Million, an increase of 5.8%. We witnessed a resurgence of our API business with growth of 23.2% and sales of INR 13,464 Million.

We have built a resilient and reputable business with a sound strategy, choosing to compete in fields that offer the highest potential for impact to healthcare and promising returns. As one of the leading global pharmaceutical companies, we continue to build and nurture talent. Over the years, Lupin has been recognised as a preferred employer and consistently been a Great Place to Work. We take pride that our teams who embrace our value-driven culture and this gives us a competitive advantage.

Looking ahead, FY2020 is an exciting year for Lupin as we plan to bring our first biosimilar to market, commercialise our first inhalation product in the US, continue the growth momentum in our US generics business and launch our injectables portfolio. Coupling this with the building of Solosec® in the US, NaMuscla® in Europe and Bipresso® in Japan will help us drive sustainable growth.

Creating a growth business while making a difference, has been our ambition. We are committed to building a promising future. We will deliver this by executing on our well-defined strategic priorities, investing in capabilities and manufacturing excellence to support operations that meet the highest standards.

Regards,

Vinita Gupta  Nilesh Gupta
Chief Executive Officer  Managing Director
Quarterly Highlights
Creating Consistent Value through the Year

Q1

- Biosimilar Etanercept filed in the EU and Japan
- Launched Women’s Health Specialty product, Solosec®, the first and only single-dose oral therapy for bacterial vaginosis
- First-to-file (FTF) our first DPI, Tiotropium in the US
- Agreement with Mylan, Nichi-Iko to commercialise biosimilars Etanercept
- Expanded partnership with Boehringer Ingelheim for two anti-diabetic drugs in India
- Filed four ANDAs and received five approvals from the U.S.FDA

Q2

- In Europe, the Middle East and Africa (EMEA), our orphan drug, Namuscla® for the treatment of myotonic disorders received positive CHMP opinion
- Filed four ANDAs and received seven approvals from the U.S.FDA
- Solosec® – achieved strong momentum on the managed care side
- Entered into the dermatology segment in Brazil with the launch of Fillerina® and Recrexina® under the Lupin High-End Skin Science umbrella, in partnership with Labo Pharmaceuticals
- Expanded anti-diabetes collaboration with Eli Lilly in India
- US Generics and Global Head – Generics R&D and Biosimilars appointed
- Filed eight ANDAs including an ophthalmic suspension
- Received approval for 11 ANDAs including two injectables (decitabine and doxercalciferol) and an inhalation suspension (budesonide)
- Solosec® – 1,700+ weekly Rx reached in December 2018
- Namuscla® approved for the treatment of myotonic disorders in Europe, with an orphan drug designation; launched in Germany and the UK
- MALT1 Inhibitor programme licensed to AbbVie against potential milestone payments of up to USD 947 Million

- Eight new product launches in the US including exclusive Ranolazine, Minocycline HCL launches
- Monetisation of Complex Generics underway with Levothyroxine launch
- PMDA (Japan) approval for biosimilars Etanercept
- 11 ANDA filings including Arformoterol Tartrate Inhalation Solution
- Approval for seven ANDAs including Levothyroxine and an injectable (Azacitidine)
Financial Highlights
Measuring our Progress

Profit and Loss Metrics

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Sales (₹ in Million)</th>
<th>EBITDA (₹ in Million)</th>
<th>Profit Before Tax* (₹ in Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014-15</td>
<td>126,932</td>
<td>38,593</td>
<td>34,148</td>
</tr>
<tr>
<td>2015-16</td>
<td>137,579</td>
<td>38,705</td>
<td>33,239</td>
</tr>
<tr>
<td>2016-17</td>
<td>171,98</td>
<td>45,997</td>
<td>35,349</td>
</tr>
<tr>
<td>2017-18</td>
<td>155,598</td>
<td></td>
<td>20,076</td>
</tr>
<tr>
<td>2018-19</td>
<td>163,694</td>
<td></td>
<td>18,534</td>
</tr>
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<table>
<thead>
<tr>
<th>Year</th>
<th>Net Profit* (₹ in Million)</th>
<th>EPS* (in ₹)</th>
<th>R&amp;D (₹ in Million)</th>
</tr>
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<tbody>
<tr>
<td>2014-15</td>
<td>24,032</td>
<td>54</td>
<td>10,988</td>
</tr>
<tr>
<td>2015-16</td>
<td>22,607</td>
<td>50</td>
<td>16,038</td>
</tr>
<tr>
<td>2016-17</td>
<td>25,575</td>
<td>57</td>
<td>23,101</td>
</tr>
<tr>
<td>2017-18</td>
<td>13,934</td>
<td>31</td>
<td>23,336</td>
</tr>
<tr>
<td>2018-19</td>
<td>9,466</td>
<td>21</td>
<td>18,510</td>
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Note: *Numbers reported above are before exceptional items
Balance Sheet Metrics

### Net Worth

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<tbody>
<tr>
<td>₹ in Million</td>
<td>91,771</td>
<td>115,634</td>
<td>134,976</td>
<td>135,771</td>
<td>137,422</td>
</tr>
</tbody>
</table>

### Debt Equity Ratio

<table>
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<tbody>
<tr>
<td>in ratio</td>
<td>0.58</td>
<td>0.38</td>
<td>0.41</td>
<td>0.38</td>
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</table>

### Capex

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<tbody>
<tr>
<td>₹ in Million</td>
<td>7,582</td>
<td>11,681</td>
<td>16,634</td>
<td>10,470</td>
<td>6,851</td>
</tr>
</tbody>
</table>

### Revenue Mix

- **Advanced Markets Formulations**: 52%
- **Emerging Markets Formulations**: 29%
- **North America**: 1%
- **India**: 8%
- **NCE licensing income**: 1%

### Geographical Mix

- **North America**: 10%
- **India**: 29%
- **EMEA**: 8%
- **LATAM**: 4%
- **APAC**: 7%
- **ROW**: 16%
- **API**: 16%
- **NCE**: 34%

**LUPIN LIMITED ANNUAL REPORT 2018-19**

BUILDING A PROMISING FUTURE
## Business Model
### Our Value Creation Model

Lupin’s purpose is deeply rooted in its vision to innovate and develop superior pharmaceutical solutions that are affordable and make healthcare accessible to all. We, therefore, have a business model that is centred around three key areas: Diversified portfolio, Efficient business operations and global reach.

<table>
<thead>
<tr>
<th>Our Inputs</th>
<th>Our Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Foundation</strong>&lt;br&gt;Manufacturing facilities, R&amp;D investment, and mergers &amp; acquisitions empower us to expand our technical capabilities, manufacturing capacities, product portfolio and geographic reach.</td>
<td><strong>Develop and Innovate</strong>&lt;br&gt;We are developing differentiated portfolios of generics, branded generics, complex generics, biosimilars and in-licensed products through internal R&amp;D, co-development partnerships, licensing agreements and selective acquisitions.</td>
</tr>
<tr>
<td><strong>People</strong>&lt;br&gt;We have a highly skilled, diverse, and productive workforce. Through continuous training of our people and by hiring new talent, we aspire to achieve our long-term vision.</td>
<td><strong>Manufacture Quality Pharmaceutical Products</strong>&lt;br&gt;We have 18 plants that supply APIs and a broad range of dosage forms including oral solids, liquids, injectables, dermatology products, controlled substances, ophthalmic, nasal sprays, metered dose inhalers and dry powder inhalers to global markets. Of these, 12 plants are located across India, while six are in locations across the US, Mexico, Brazil and Japan.</td>
</tr>
<tr>
<td><strong>Capabilities</strong>&lt;br&gt;We have extensive manufacturing capabilities across our global markets, focused on operational excellence and efficiency.</td>
<td><strong>Market across Geographies</strong>&lt;br&gt;We promote, sell and distribute our products in our markets with the help of experienced sales and marketing teams. In India, nearly 6,900 representatives market our brands to doctors, while our sales teams in the US and Europe are selling to a broad range of customers including leading wholesalers, pharmacy chains, governments and hospital purchasing organisations.</td>
</tr>
<tr>
<td><strong>Values</strong>&lt;br&gt;We are committed to conducting business ethically and strive to achieve the highest quality standards. This approach helps ensure sustainability of our business.</td>
<td><strong>7,500+</strong>&lt;br&gt;Sales professionals’ market our products across geographies</td>
</tr>
</tbody>
</table>
We remain committed to delivering on our strategic intent to emerge as a formidable generics, complex generics and specialty-focused pharmaceutical company with unique differentiators as our competitive advantage.

### Business Segments

#### 01 Generics
Our Generics business manufactures and markets branded and unbranded generics products across markets.

#### 02 Complex Generics
Over the past few years, we have made strategic investments in capabilities and infrastructure to create development expertise across complex generics (in particular, across long-acting injectables, inhalation and biosimilars).

#### 03 Specialty
The specialty business demands higher investment outlay as well as focused management bandwidth. We are directing our efforts in a very targeted manner and intend to leverage this infrastructure across multiple products in our chosen therapeutic areas.

In addition to these three segments, we have other activities, primarily the sale of Active Pharmaceutical Ingredients (API) to third parties in more than 50 countries worldwide and institutional sales of important anti-TB products.

### Value We Provide

#### Patient Benefits
We provide patients with access to high-quality, affordable medicines and help reduce healthcare costs for governments and agencies, with substantial savings compared to branded products and with comparable quality standards.

#### Employee Benefits
We provide long and rewarding careers for our talented and diverse workforce and focus on the development and growth of our people.

#### Great Place to Work
Consistent in receiving the prestigious award each time we have participated.

#### Shareholder Returns
We have a long history of consistent value creation for our shareholders. ~500% total shareholder return over the past 10 years

#### Sustainable Business
Social consciousness is at our core. We hold the distinction of being among the first few to take social welfare as our obligation. Through Lupin Foundation we strive to ensure the benefits of economic progress and social development reach unreachable corners of our country.
- Over 4000 villages covered
- Around 2.8 Million families benefitted
Strategic Priorities
Our Strategy for Long-term Value Creation

Sustain and Grow our Strong Foundation

• We will continue to grow the overall business with a sharp focus on the US and India markets.
• We will continue to consolidate our leadership in the market, introduce new drugs and add more therapies.
  - We will continue to target Loss of Exclusivity (LOE) opportunities in the US as well as enhance focus on non-solid oral dosage forms like injectables, ophthalmic, dermatological products to widen our product base.
  - Strategic alliances and in-licensing will be a critical strategy for launching new products in India. We will continue to maintain our thrust on chronic therapies (~60% of our revenues).
  - We are also looking at expanding our offering within the Gynaecology, Dermatology, Urology and Pediatrics therapy segment, given the prospects of faster growth in these areas.
  - For established and stable businesses such as in South Africa and Japan, we aim to outpace industry growth and sustain profitability through new launches, cost optimisation and sourcing from cost-effective locations like India (own plant).
  - For other developing markets, our strategy is to drive them towards a self-sustainable path to profitability and growth.

Focus on Execution of Complex Generics

• Execution of our Complex Generics pipeline will be critical to ensure that we continue to sustainably improve profitability. We have identified three focus areas, namely Inhalation, Biosimilars and Complex Injectables where we have built a robust product pipeline and continue to add more products.
  - On the Inhalation front, we filed our first DPI in the US. We are the only Indian company to have filed a DPI as well as MDI in the US. We have filed three major inhalation products in the US (generics to ProAir®, Spiriva® and Brovana®, with collective US sales of almost USD 5 Billion - IQVIA MAT March 2019).
  - On the biosimilars front, we filed our first biosimilars to Enbrel® (global sales of approximately USD 9.5 Billion, IQVIA MAT March 2019) in Japan and Europe, which was a key milestone in our biosimilars journey.
  - In FY2019, we partnered with Mylan and Nichi-Iko for commercializing Enbrel® (biosimilars Etanercept) in certain markets (ex-US).
  - We received PMDA (Japan) approval for biosimilars Etanercept in end FY2019 and expect EU approval in FY2020. EU authorities have successfully completed the inspection of our manufacturing facility in Pune. Etanercept is expected to be launched in both Japan as well as in Europe in the second half of FY2020. We are progressing on bridging and interchangeability studies for our Etanercept filing in the US.
Build Specialty Business

On the Specialty front, our focus has been on Women’s Health in the US and opportunistically on Central Nervous System (CNS) in Europe as well as Japan. Solosec®, our branded Women’s Health product in the US was launched towards end of May’18 and has seen a good build up with a top-notch commercial sales team. We will continue to look at potential inorganic opportunities, distribution partnerships to add more products and leverage the platform.

On the CNS front, the focus is on Neurology, with our orphan drug Namuscla® launched in the UK and Germany. We will be launching this in other EU countries and work towards better revenue contribution. In Japan, we have Bipresso® indicated for Bi-polar disorder. We entered into co-promotion agreement for Bipresso® with Yohshitomi which has strong CNS marketing capabilities with 170+ MRs, and will contribute significantly to expansion of coverage.

Focus on Cost Optimisation

In FY2019, Lupin initiated a transformational journey to reshape the company for the future. We worked on sharpening our strategy for stronger growth, and shaping up for new challenges to ensure we are well positioned for future growth.

- Aim to improve R&D productivity (getting products filed, approved and launched expeditiously), build agility in the supply chain and enhance the entire ecosystem to set us on a growth path that would deliver business upsides. This plan is intended to realise full benefits over FY2020-21.

- On the operational front, we continue to look at procurement efficiencies, improving throughput with a renewed focus across the company, optimising that cost base and creating a centre of excellence for support services.

Regulatory Compliance

Regulatory compliance is a strategic priority, and we continue to remain committed on ensuring the highest standards on the quality and compliance front to ensure all our global facilities remain compliant to applicable Good Manufacturing Practice (GMP) standards. We have had a strong track record of compliance for many years and will regain our status as a company that is ahead of our peers on quality and compliance.
Global Footprint
Our Expansive Reach

We have 18 world-class manufacturing facilities that are spread across India, Japan, the US, Mexico, and Brazil. These facilities, which are benchmarked to international standards, are playing a critical role in achieving our global growth aspirations. Our facilities are approved by international regulatory agencies such as the U.S.FDA, the UK’s MHRA, World Health Organisation (WHO), Japan’s PMDA, Australia’s TGA, and South Africa’s MCC.

Quality Manufacturing & Compliance
Research
Marketing & Corporate Development
Over 25 offices across the globe