

## **Lupin enters into a co-operation agreement with Kyowa for Japanese market**

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*Mumbai, 8 August 2005:* Lupin Limited and Kyowa Pharmaceutical Industry Co. Ltd., Japan announced today that they have entered into agreements through which the two will cooperate to market finished formulations in Japan. The arrangements involve Lupin undertaking product development and manufacture whereas Kyowa will bring strengths in conducting biostudies, obtaining regulatory approvals and marketing in Japan.

Japan at USD 52 billion is the second biggest market for pharmaceutical products in the world. Generics account for approx 5% of the total pharma market in Japan. However, the government is actively supporting the use of generics in order to bring down the cost of medicines in the country. A foreign generic company faces formidable entry barriers in Japan owing to complex regulatory environment and strong patent framework prevalent in the country.

Dr. D. B. Gupta, Chairman, Lupin Limited, said, “This is the first major step we are taking to enter the attractive Japanese market. We are enthusiastic about the collaboration with Kyowa and expect the scope of our collaboration to expand substantially in the future.”

Tadashi Sugiura, President, Kyowa Pharmaceutical Industry Co. Ltd., said, “India is the fastest growing country in the world in terms of generic drugs and thus we cannot foresee future growth without getting along with Indian companies. We think that Lupin is the best partner in India and expect to expand our business relationship with Lupin in the future.”

### **About Lupin:**

Headquartered in Mumbai, Lupin (<http://www.lupinworld.com>) develops, manufactures and markets generic intermediates, active pharmaceutical ingredients and finished dosages. Its FY 2004-05 revenues were Rs.12 billion. 11 of Lupin’s plant have been approved by the USFDA and two facilities have been approved by the UKMHRA

### **About Kyowa:**

Headquartered in Osaka, Kyowa develops, manufactures and markets its finished products in Japan. Kyowa has a strong presence in CNS, CVS and GI therapeutic segments and their revenues in 2004-05 were JPY 7.0 Billion.