

## **Lupin – Ranbaxy Sign TB deal**

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**Mumbai, September 27, 2005** – Lupin Limited (Lupin) and Ranbaxy Laboratories Limited (Ranbaxy), India, have entered into a licensing agreement according to which Ranbaxy will be marketing Lupin's Tuberculosis brand in the severely affected West and North African markets. The alliance will leverage the combined strengths Lupin's international expertise in the management of Tuberculosis (TB) and Ranbaxy's global marketing and distribution network.

As per the arrangement, Ranbaxy will sell Lupin's TB brand "Akurit", a Fixed Dose Combination, complying with WHO norms of dosage requirements, safety, patient compliance and convenience. Ranbaxy will market the brand in countries such as Nigeria, Ghana, Ivory Coast, Cameroon, Algeria, Chad, Mauritania and Congo.

TB has recently been declared as an emergency in Africa after 46 Ministers of Health unanimously adopted a resolution at the WHO Africa Regional Committee in Maputo, Mozambique, on August 25, 2005. This decision was taken after the Committee took note of the fact that there are around 1500 TB deaths every day in Africa and the disease kills half a million African people every year, largely young men and women. Africa is the only continent where the incidence of TB is increasing and in just 15 years, it has doubled; tripled in high HIV areas; and quadrupled in countries worst-affected by HIV and TB.

Lupin had earlier announced a similar tie up with Aspen Pharmacare, for the South African market.

Dr K K Sharma, Managing Director, Lupin Ltd said, "We are delighted with this arrangement which will leverage Ranbaxy's field force and marketing strengths in West and North Africa to promote Lupin's TB brands"

**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 Lupins plants have been approved by the USFDA and two facilities have been approved by the UKMHRA.

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