## Lupin FY 2007-08 Q2 Consolidated Net Profit up 46\% to Rs. 756 million

- Gross Sales up $\mathbf{3 5 \%}$ to Rs. $\mathbf{6 , 7 5 6}$ million
- Driven by US market sales, finished dosage export revenue up $99 \%$
- API revenues up 20\%
- Domestic finished dosage revenues up 22 \%
- EBITDA up 41 \% at Rs. 1,314 million

| BSE: 500257 | NSE: LUPIN | REUTERS: LUPN.BO | BLOOMBERG: LPC IN |
| :--- | :--- | :--- | :--- |

Mumbai, 24 October 2007: Lupin Limited today reported a 35 \% rise in revenues for the quarter ended September 30, 2007. Revenues grew from Rs. 4,995 mn in FY 2006-07 to Rs. 6,756 mn in FY 2007-08.

Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) was Rs.1,314 mn (Rs. 934 mn ) a rise of $41 \%$. After Interest and Finance charges of Rs. 80 mn (Rs.93mn) and Depreciation Rs. 140 mn (Rs.112mn), Profit before Tax grew by $50 \%$ to Rs. $1,094 \mathrm{mn}$ (Rs. 728 mn ). Provision for taxation including Fringe Benefit Tax was Rs. 338 mn (Rs. 210 mn ).

Net profit for the quarter increased by $46 \%$ to Rs. 756 mn (Rs. 519 mn ). Total export revenues were at Rs.3,299 mn a rise of $59 \%$. Of these, formulation exports to advanced markets constituted $48 \%$ at Rs. $1,570 \mathrm{mn}$. Formulation revenues from domestic market were up at Rs. 2,602mn (Rs.2,131 mn ) an increase of $22 \%$.

## HIGHLIGHTS

## Acquisitions

- Acquired Pharmaceutical business of Rubamin.


## Advanced markets

- Total formulation revenues from the advanced markets (North America and Europe) were at Rs. $1,570 \mathrm{mn}$ (Rs. 694 mn ), a 126\% growth.
- Lisinopril tablets maintained US market leadership with $34 \%$ market share.
- Suprax Sales US\$ 5.9mn (US\$3.82mn).
- Launched Cefpodoxime Proxetil tabs in France.


## Developing Markets

- API revenues from the developing markets (including India) were $31 \%$ higher at Rs.2,115 mn (Rs.1,609 mn).
- Finished dosage revenues from developing markets (including India) grew by $21 \%$ to Rs. 2,838 mn (Rs.2,346 mn).
- Finished dosage from domestic market grew by $22 \%$ to Rs. 2,602 mn (Rs. 2,131 mn)


## Research \& Development

- Two ANDA and Three MAAs approved during the quarter.
- Research and Development expenditure during the quarter was at Rs.315mn, representing 4.8\%of revenues.

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## LUPIN LIMITED

Registered Office: 159, C.S.T. Road, Kalina, Santacruz (East), Mumbai - 400098. UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2007.
LUPIN
(Rs. in million)

|  |  | Quarter Ended $30 / 09 / 2007$ (Unaudited) | Quarter Ended $30 / 09 / 2006$ (Unaudited) | Half Year Ended $30 / 09 / 2007$ (Unaudited) | Half Year Ended $30 / 09 / 2006$ (Unaudited) | Accounting Year Ended 31/03/2007 (Audited) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1) | Sales (Gross) | 7,309.4 | 5,066.3 | 13,482.8 | 9,916.8 | 20,288.7 |
|  | Less: Excise Duty | 166.2 | 155.6 | 322.1 | 317.5 | 579.4 |
|  | Sales (Net) | 7,143.2 | 4,910.7 | 13,160.7 | 9,599.3 | 19,709.3 |
| 2) | Other Income | 176.1 | 210.2 | 327.5 | 473.2 | 1,866.5 |
| 3) | Total Income | 7,319.3 | 5,120.9 | 13,488.2 | 10,072.5 | 21,575.8 |
| 4) | Expenditure |  |  |  |  |  |
|  | a) Decrease/(Increase) in stock in trade and work-in-progress | (428.0) | (228.0) | (807.9) | (199.3) | (425.9) |
|  | b) Consumption of raw and packing materials | 2,810.7 | 1,763.0 | 4,917.6 | 3,467.4 | 7,297.0 |
|  | c) Purchase of traded goods | 821.6 | 687.3 | 1,645.5 | 1,288.7 | 2,256.6 |
|  | d) Employees costs | 673.4 | 484.8 | 1,214.9 | 917.7 | 1,875.0 |
|  | e) Depreciation and amortisation | 138.9 | 112.3 | 265.8 | 217.8 | 463.7 |
|  | f] Manufacturing and other expenses | 1,713.6 | 1,415.9 | 3,597.9 | 2,766.8 | 5,771.0 |
|  | Total | 5,730.2 | 4,235.3 | 10,833.8 | 8,459.1 | 17,237.4 |
| 5) | Interest and finance charges | 80.0 | 93.1 | 169.0 | 184.1 | 370.9 |
| 6) | Exceptional items | - | - | - | - | - |
| 7) | Profit from Ordinary Activities before tax | 1,509.1 | 792.5 | 2,485.4 | 1,429.3 | 3,967.5 |
| 8) | Tax expense |  |  |  |  |  |
|  | - Current and deferred tax | 292.7 | 187.4 | 449.9 | 296.7 | 866.9 |
|  | - Fringe benefit tax | 35.6 | 22.1 | 70.9 | 43.1 | 80.0 |
| 9) | Net Profit from Ordinary Activities after tax | 1,180.8 | 583.0 | 1,964.6 | 1,089.5 | 3,020.6 |
| 10) | Extraordinary Items (net of tax expense) | - | - | - | - | - |
| 11) | Net profit | 1,180.8 | 583.0 | 1,964.6 | 1,089.5 | 3,020.6 |
| 12) | Paid up equity share capital (Face value Rs.10/- each) | 820.5 | 803.1 | 820.5 | 803.1 | 803.4 |
| 13) | Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year |  |  |  |  | 8,080.7 |
| 14) | Earnings Per Share [EPS] (Not Annualised) Rs. <br> - Basic | 14.59 | 7.26 | 24.25 | 13.57 |  |
|  | - Diluted | 14.33 | 7.23 | 23.80 | 13.52 | 36.93 |
| 15) | Public Shareholding <br> Number of shares <br> Percentage of shareholding | $\begin{array}{r} 40082086 \\ 48.85 \end{array}$ | $\begin{array}{r} 38258100 \\ 47.64 \end{array}$ | $\begin{array}{r} 40082086 \\ 48.85 \end{array}$ | $\begin{array}{r} 38258100 \\ 47.64 \end{array}$ | $\begin{array}{r} 38295606 \\ 47.66 \end{array}$ |

## NOTES:

1. The above financial results were reviewed by the Audit Committee and thereafter approved and taken on record by the Board of Directors at their meeting held on October 24, 2007. The statutory auditors of the Company have carried out limited review of the above results pursuant to Clause 41 of the Listing Agreement.
2. Information on segments have been disclosed on a consolidated basis in accordance with Accounting Standard 17 " Segment Reporting".
3. The aggregate amount of revenue expenditure incurred on Research \& Development and shown in the respective heads of account is as under:

|  | $\begin{array}{r} \text { Quarter } \\ \text { Ended } \\ \mathbf{3 0 / 0 9 / 2 0 0 7} \\ \hline \end{array}$ | $\begin{array}{r} \text { Quarter } \\ \text { Ended } \\ \mathbf{3 0 / 0 9 / 2 0 0 6} \end{array}$ | $\begin{array}{r} \text { Half Year } \\ \text { Ended } \\ \mathbf{3 0 / 0 9 / 2 0 0 7} \end{array}$ | $\begin{array}{r} \text { Half year } \\ \text { Ended } \\ \mathbf{3 0 / 0 9 / 2 0 0 6} \end{array}$ | Accounting <br> Year Ended <br> 31/03/2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Rs. in million | 314.7 | 318.4 | 687.9 | 638.2 |  |

4. During the quarter, 44,370 (aggregate to date 45,180 ) equity shares of Rs. $10 /-$ each, fully paid up were allotted on exercise of the vested stock options in accordance with the terms of exercise under the Lupin Employees Stock Option Plans, thereby resulting into an increase in the paid up share capital by Rs. 0.4 million (aggregate to date Rs. 0.5 million) and securities premium by Rs. 13.4 million (aggregate to date Rs. 13.6 million).
5. During the quarter, in accordance with the terms of issue, Foreign Currency Convertible Bonds aggregating to US\$ 6.0 million (aggregate to date US\$ 20.3 million) were converted into 489,488 (aggregate to date $1,656,100$ ) equity shares of Rs.10/- each, fully paid up, at a predetermined price of Rs. 567.04 per share, thereby resulting into an increase in the paid up share capital by Rs. 4.9 million (aggregate to date Rs. 16.6 million) and securities premium by Rs. 272.7 million (aggregate to date Rs. 922.5 million).
6. During the quarter, the Company acquired $100 \%$ equity shares of Rubamin Laboratories Limited, a company mainly engaged in the manufacture of advanced intermediates for Active Pharmaceutical Ingredients (APIs).
7. During the previous quarter, the Company's new finished dosages facility at Jammu started commercial production.

8 Subsequent to the quarter, the Company has acquired a significant majority stake in Kyowa Pharmaceutical Industry Co. Limited, a leading Japanese generic company.
9. There was no unresolved investor complaint pending as on July 1, 2007. The Company received 21 complaints during the quarter which were resolved. There was no unresolved complaint pending as on September 30, 2007.
10. Figures for the previous periods have been regrouped, wherever necessary, to correspond with the figures of the current period.

By order of the Board For Lupin Limited

Dr. Desh Bandhu Gupta
Dated: October 24, 2007

## LUPIN LIMITED

Registered Office : 159, C. S. T. Road, Kalina, Santacruz (East), Mumbai - 400098. CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2007
(Rs. in million)

|  |  |  |  |  |  |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |

## NOTES :

1. The above financial results were reviewed by the Audit Committee and thereafter approved and taken on record by the Board of Directors at their meeting held on October 24, 2007.
2. The Consolidated Financial Statements include the financial statements of the subsidiaries Lupin Pharmaceuticals Inc.- U.S.A., Lupin Hong Kong Limited- Hong Kong (up to May 24, 2007), Lupin Australia Pty Limited- Australia, Max Pharma Pty Limited- Australia, Lupin Holdings B.V.- Netherlands, Lupin Herbal Limited India, Lupin Pharmacare Limited- India, Lupin Atlantis Holdings S.A.- Switzerland (from June 05, 2007) and Rubamin Laboratories Limited-India (from September 26, 2007).
3. The Consolidated Financial Statements are prepared in accordance with Accounting Standard 21 "Consolidated Financial Statements" issued by the Institute of Chartered Accountants of India.
4. During the quarter, 44,370 (aggregate to date 45,180 ) equity shares of $R s .10 /-$ each, fully paid up were allotted on exercise of the vested stock options in accordance with the terms of exercise under the Lupin Employees Stock Option Plans, thereby resulting into an increase in the paid up capital by Rs. 0.4 million (aggregate to date Rs. 0.5 million) and securities premium by Rs. 13.4 million (aggregate to date Rs. 13.6 million).
5. During the quarter, in accordance with the terms of issue, Foreign Currency Convertible Bonds aggregating US\$ 6.0 million (aggregate to date US $\$ 20.3$ million) were converted into 489,488 (aggregate to date $1,656,100$ ) equity shares of Rs.10/-each, fully paid up, at a predetermined price of Rs. 567.04 per share, thereby resulting into an increase in the paid up capital by Rs. 4.9 million (aggregate to date Rs. 16.6 million ) and securities premium by Rs. 272.7 million (aggregate to date Rs. 922.5 million).
6. The group operates exclusively in the "Pharmaceuticals" business segment and has only one reportable segment. Revenue by geographical segment data is as follows :

|  |  |  |  | Rs. in million |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Quarter <br> Ended $30.09 .2007$ | Quarter <br> Ended \|30.09.2006 | Half Year Ended $\mathbf{3 0 . 0 9 . 2 0 0 7}$ | Half Year <br> Ended 30.09.2006 | Accounting <br> Year ended <br> 31.03.2007 |
| Revenue within India | 3,295.2 | 2,844.3 | 6,296.0 | 5,699.8 | 10,972.4 |
| Revenue outside India | 3,443.9 | 2,126.4 | 6,314.9 | 4,474.2 | 11,395.0 |

7. Figures for the previous periods have been regrouped, wherever necessary, to correspond with the figures of the current period.

By order of the Board
For Lupin Limited

Place : Mumbai
Dated : October 24, 2007

## Dr. Desh Bandhu Gupta <br> Chairman

