



Lupin FY 2007-08 Consolidated Net Profit up 32% to Rs. 4083 mn

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

**Note – Figures in brackets indicate figures for the previous year*

Mumbai, May 14, 2008

- Consolidated Sales up 34% to Rs. 27730 mn
- EBITDA up 31% at Rs. 6423 million
- Exports up 52% at Rs.15292 mn
- Domestic formulations business records a growth of 26% at Rs 9496 Million, growing ahead of the market
- 3rd fastest growing generic pharma Company in the US by prescriptions
- A basket of 15 products in the US with 4 market leaders
- Brand business in US grows by over 50% in revenue, Suprax franchise extended further through launch of Double strength suspension and 400mg Tablets
- 11 ANDAs, 14 DMFs, 5 EDMFs / COS, 7 MAA (UK/EU) and 2 dossiers (TGA) filed during the year
- Cefpodoxime Proxetil tablets launched in France
- Income of Euro 20mn (Rs 1127 Mn) for the sale of IP on Perindopril
- Two major acquisitions, Kyowa and Novodigm (erstwhile Rubamin) during the year position the Company in the second largest pharma market, Japan and the CRAMS business in India, respectively.

Lupin Limited today announced its Q4 and year end consolidated financial results as follows :

Financials Year End 2007-08

The Company reported a 34 % rise in revenues for the year ended March 2008. Revenues grew from Rs. 20717 mn in FY 2006-07 to Rs. 27730 mn in FY 2007-08. Net profit for the year increased by 32 % to Rs 4083 mn (Rs. 3086 mn). Export revenues were Rs. 15292 mn a rise of 52%. Of these, formulation exports to advanced markets constituted 59 % at Rs. 9038 mn. Revenues from domestic markets were up at Rs. 12437 mn (Rs. 10685 mn) an increase of 16 %.

Earnings before Interest ,Taxation, Depreciation and Amortization (EBITDA) was Rs. 6423 mn (Rs. 4913 mn) a rise of 31 %. After Interest and Finance charges of Rs. 374 mn (Rs. 372 mn) and Depreciation Rs. 647 mn (Rs. 466 mn) Profit before Tax grew by

33% to Rs. 5402 mn (Rs. 4075 mn). Provision for taxation including Fringe Benefit Tax was Rs. 1318 mn (Rs. 988 mn).

During the year, the company incurred R& D expenditure of Rs 1546 mn, being 6 % of gross sales.

Revenue Breakup:

Formulations: Rs. 19527 mn
 Regulated markets: 9038 mn
 Emerging markets: 10489 mn
APIs: Rs. 8202 mn
 Regulated markets: 707 mn
 Emerging markets: 7495mn

Q4, 2008

For the quarter ended March 31, 2008, the consolidated sales revenues were up 41% to Rs. 7680 mn (Rs. 5441 mn). Formulation exports were up by 84% at Rs. 3421 mn. Consolidated Net profit was at Rs. 961 mn.

The Board recommended a dividend of 100% including a special dividend of 50%.

Commenting on the results, Dr Kamal Sharma, Managing Director, said, "Our overall performance reflects our commitment to deliver value each year. All parts of our business have posted robust sales. The year was quite eventful with two strategic acquisitions that will contribute to our growth for the coming years."

Operational Summary

Advanced Markets

The Company's advanced markets business has been the major growth driver for the year clocking in sales of Rs 9745 Mn (Rs 4828 Mn) growing at 102%

USA operations

Lupin Pharmaceutical Inc, the the company's US subsidiary reported a stellar performance recording sales of Rs. 7205 mn reflecting a growth of 103%. Lupin's Business model in the US focuses on Generic and Brand business and during the financial year 07-08 both the segments reported exponential growth.

Lisinopril and Cefprozil continued to perform well. The company launched Cefdinir in May'07 and expanded the product portfolio with the launches of Trandolapril, Lovastatin, Amlodipine and Simvastatin.

The Company has a total of 15 products on the market, of which 4 are market leaders. The Company is also aims at establishing strategic alliances with select trade partners in order to achieve a long-term sustainable position in the market.

Lupin's Brand business for the year grew by 52%. The Suprax franchise was expanded with the addition of the Double Strength (DS) product and growing the Suprax share within the anti-infective market. The Suprax prescriptions for the period grew at 55%.

Lupin's growth in the US has been recognized by IMS health that listed Lupin as the 3rd fastest growing generic pharma company by prescriptions for 2007. The Company also received recognition/acknowledgement from its customers in the form of two awards during the year. The "Best New Manufacturer of the Year Award" was bestowed by AmerisourceBergen and Cardinal Health awarded Lupin with the "Quality Supplier of the Year Award".

During the year, the company demonstrated its capabilities on the IP front with successful litigations on Cefdinir and Ramipril.

Europe

In UK, the Company launched Lisinopril, its first product under its Direct to Market segment in December 07.

In France, Lupin launched Cefpodoxime Proxetil Tablets which was marketed through arrangement with partners and garnered a market share of over 50%.

AAMLA

Japan

The Company's most significant achievement in this region during the year was the acquisition of Kyowa Pharmaceutical Industry Co Ltd, (Kyowa) in Japan. Through its subsidiary, Lupin has positioned itself amongst the top ten generic pharma Companies in the worlds' second largest pharma market. The Company recently received approvals for ten new products from the Ministry of Health & Labour Welfare, Japan (MHLW) and Kyowa expects to launch these in July 2008, post NHI listing.

The Company aims at accelerating the number of filings and expanding the therapeutic width of its offerings in Japan.

Australia

Also during the year Lupin commenced generating revenues through its subsidiary in Australia.

Emerging Markets

The formulation revenues from developing markets (including India) grew by 17 % to Rs. 10489 mn (Rs. 8999 mn).

India

The Company continued to post a robust performance in its domestic formulations business with annual sales of Rs 9496 reflecting a growth 26%.

This company's robust performance was driven by growth in the Asthma, Cardiovascular, CNS, Diabetic, Anti infective & Gastrointestinal segments.

Riding on its growth which is ahead of the average pharma industry growth the Company secured a position at No. 5 (manufacturers listing) for the month of March 08. During this period Lupin improved its market share from 2.4% to 2.7% with a growth of 27% (Source: IMS MAT March 08)

After attaining leadership position in the anti- tuberculosis segment with a MS of 48%, the Company is fast gaining market-share in the anti-asthama segment. It is currently positioned at No. 2. (Source: IMS MAT March 08)

Lupin's now has 7 Brands in the Top 300 brands of the Indian pharma industry.

CIS

In CIS countries there has been a steady rise in Product Registrations and the field force has been expanded further to increase Company's market penetration in Russia, Ukraine, Azerbaijan, Kazakhstan and Uzbekistan.

Research & Development

IP Strength

During the year the Company successfully leveraged the strengths of its Intellectual Property The Perindopril IP sale was another manifestation of the company's IP potential. The IP sale generated Euro 20 Mn in 07-08.

During the fiscal year Lupin has filed 97 patent applications and received patent grants for 37 patents in all, with 5 patents related to the formulation and drug delivery technology, 10 patents related to the process and 22 patents related to the New Chemical Entities. .

Drug Discovery

In the area of NCE research, the Company's molecules on anti-migraine and anti -psoriasis made progress in their respective clinical trials. The company also has some interesting leads on Diabetes and Rheumatoid Arthritis, which are in the preclinical stages.

Generics Research

During the year the Company focused on quality filings in several markets, and filed 11 ANDA's and 14 DMFs in the US. Additionally on the Formulations front, 7 filings have been made in Europe and 2 in Australia. With respect to APIs a total of 5 EDMFs/CoS have been made in Europe during the year.

Going Forward

To accelerate its R&D program the Company has constituted an International Scientific Advisory Board that held its first meeting in 2008.

A separate development lab for a new therapeutic area has been functional and development work for several projects was initiated during the year.

The new Bio-analytical lab at LRP also commenced during the year.

API

API revenues from the developing markets (including India) were at Rs. 7293 mn (Rs. 6739 mn), a growth of 8 %.

API revenues from the domestic market marginally declined by 9 % at Rs. 2740 mn (Rs. 3006 mn).

The most significant development of this business this year was the deeper entry into the CRAMS space through acquisition. The new entity Novodigm is now fully integrated. It is pursuing further business expansion.

Manufacturing:

During the year all manufacturing locations supported the needs of the markets by developing products well in time to leverage the market opportunities. New technological initiatives were taken for energy conservation and environment protection.

In order to meet the challenges of the future, the Company augmented its manufacturing capacities this year at most of its plants.

To meet the demands of the domestic market a state- of- the- art Formulations facility at Jammu was fully commissioned Another green field project at Indore for catering to advanced markets needs is under full swing. This will be a highly specialized facility for both API's and Finished Dosages.

About Lupin

Lupin Limited, headquartered in Mumbai in India, is an innovation led transnational pharmaceutical company producing a wide range of quality, affordable generic and branded generic formulations and APIs for the developed and the developing markets of the world. The Company has secured global leadership position in Anti-TB and Cephalosporins and has a significant presence in the areas of Cardiovasculars (prils and statins), Diabetology, Asthama and NSAIDs.

The Company's R&D endeavors have resulted in significant progress in its NCE program. The Company's foray into Drug Delivery Systems has resulted in the development of platform technologies that are being used to develop value added generic pharmaceuticals. Currently positioned amongst the top six pharmaceutical companies of India, the Company is committed to achieve sustainable earnings and growth for all its stakeholders.

For further information pl contact:

Lupin Ltd

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LUPIN LIMITEE

Registered Office : 159, C. S. T. Road, Kalina, Santacruz (East), Mumbai - 400 098.
AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2008

(Rs. in million)

		Quarter Ended 31/03/2008 (Unaudited)	Quarter Ended 31/03/2007 (Unaudited)	Accounting Year Ended 31/03/2008 (Audited)	Previous Accounting Year Ended 31/03/2007 (Audited)
1)	Sales (Gross)	7,679.9	5,441.0	27,730.1	20,716.5
	Less : Excise Duty	<u>176.1</u>	<u>122.7</u>	<u>666.4</u>	<u>579.4</u>
	Sales (Net)	7,503.8	5,318.3	27,063.7	20,137.1
2)	Other Income	327.9	1,338.0	2,064.5	1,990.5
3)	Total Income	7,831.7	6,656.3	29,128.2	22,127.6
4)	Expenditure				
	a) Decrease/(Increase) in stock in trade and work-in-progress	(423.4)	(146.4)	(2,132.0)	(509.8)
	b) Consumption of raw and packing materials	2,606.9	2,026.5	10,195.1	7,369.0
	c) Purchase of traded goods	896.9	518.0	3,574.9	2,461.6
	d) Employees costs	839.8	691.4	3,076.0	2,199.9
	e) Depreciation and amortisation	205.6	125.8	647.4	466.1
	f) Manufacturing and other expenses	<u>2,386.6</u>	<u>1,452.9</u>	<u>7,991.2</u>	<u>5,694.1</u>
	Total	6,512.4	4,668.2	23,352.6	17,680.9
5)	Interest and finance charges	103.6	98.2	373.5	372.2
6)	Exceptional Items	-	-	-	-
7)	Profit from Ordinary Activities before tax	1,215.7	1,889.9	5,402.1	4,074.5
8)	Tax expense				
	- Current and deferred tax	242.2	464.8	1,203.2	908.1
	- Fringe benefit tax	12.4	13.7	114.8	80.0
9)	Net Profit from Ordinary Activities after tax	961.1	1,411.4	4,084.1	3,086.4
10)	Extraordinary Items (net of tax expense)	-	-	-	-
11)	Net Profit before minority interest and share of loss in Associate	961.1	1,411.4	4,084.1	3,086.4
12)	a) Minority Interest	2.1	-	1.3	0.8
	b) Share of loss in Associate	0.3	-	0.3	-
13)	Net Profit	958.7	1,411.4	4,082.5	3,085.6
14)	Paid up equity share capital (Face value Rs. 10/- each)	820.8	803.4	820.8	803.4
15)	Reserves excluding Revaluation Reserves			11,976.0	7,929.7
16)	Earnings Per Share [EPS] (Not Annualised) Rs.				
	- Basic	11.68	16.94	50.01	37.79
	- Diluted	11.67	16.86	49.78	37.61
17)	Public Shareholding				
	Number of shares	40117137	38295606	40117137	38295606
	Percentage of shareholding	48.88	47.66	48.88	47.66

NOTES :

1. The above consolidated 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 May 14, 2008.
2. The Consolidated Financial Statements include the financial statements of the subsidiaries Lupin Pharmaceuticals Inc.- U.S.A., Kyowa Pharmaceutical Industry Co., Limited -Japan (from October 18, 2007), Amel Touhoku-Japan (from October 18, 2007), Novodigm Limited (Formerly known as Rubamin Laboratories Limited) -India (from September 26, 2007), Max Pharma Pty Limited - Australia, Lupin Pharmacare Limited-India, Lupin Australia Pty Limited- Australia, Lupin Holdings B.V.- Netherlands, Lupin Herbal Limited- India, , Lupin Atlantis Holdings S.A.- Switzerland (from June 05, 2007) and Lupin Hong Kong Limited- Hong Kong (up to May 24, 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. The group operates exclusively in the "Pharmaceuticals" business segment and has only one reportable segment. Revenue by geographical segment data is as follows :

Particulars	Quarter	Quarter	Accounting	Rs. in million
	Ended	Ended	Year Ended	Accounting
	31.03.2008	31.03.2007	31.03.2008	Year Ended
				31.03.2007
Revenue within India	2,886.4	2,359.4	12,030.9	10,833.8
Revenue outside India	4,818.2	3,879.4	16,843.9	11,281.2

5. 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 : May 14, 2008

Dr. Desh Bandhu Gupta
Chairman



L U P I N

LUPIN LIMITED

Registered Office: 159, C.S.T. Road, Kalina, Santacruz (East), Mumbai - 400 098.

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2008.

(Rs. in million)

	Quarter Ended 31/03/2008 (Unaudited)	Quarter Ended 31/03/2007 (Unaudited)	Accounting Year Ended 31/03/2008 (Audited)	Accounting Year Ended 31/03/2007 (Audited)
1) Sales (Gross)	6,370.0	5,303.3	26,098.6	20,288.7
Less: Excise Duty	174.3	122.7	661.7	579.4
Sales (Net)	6,195.7	5,180.6	25,436.9	19,709.3
2) Other Income	256.7	1,283.4	1,974.2	1,866.5
3) Total Income	6,452.4	6,464.0	27,411.1	21,575.8
4) Expenditure				
a) Decrease/(Increase) in stock in trade and work-in-progress	(575.8)	(73.4)	(1,841.7)	(425.9)
b) Consumption of raw and packing materials	2,324.1	2,028.6	9,708.7	7,297.0
c) Purchase of traded goods	754.8	455.0	3,095.2	2,256.6
d) Employees cost	598.4	462.7	2,418.2	1,875.0
e) Depreciation and amortisation	153.4	125.2	561.1	463.7
f) Manufacturing and other expenses	2,167.9	1,558.1	7,549.3	5,771.0
Total	5,422.8	4,556.2	21,490.8	17,237.4
5) Interest and finance charges	85.1	98.1	343.9	370.9
6) Exceptional items	-	-	-	-
7) Profit from Ordinary Activities before tax	944.5	1,809.7	5,576.4	3,967.5
8) Tax Expense				
- Current and deferred tax	165.9	425.2	1,028.0	866.9
- Fringe benefit tax	12.2	13.7	114.6	80.0
9) Net Profit from Ordinary Activities after tax	766.4	1,370.8	4,433.8	3,020.6
10) Extraordinary items (net of tax expense)	-	-	-	-
11) Net profit	766.4	1,370.8	4,433.8	3,020.6
12) Paid up equity share capital (Face value Rs.10/- each)	820.8	803.4	820.8	803.4
13) Reserves excluding Revaluation Reserves			12,349.7	8,080.7
14) Earnings Per Share [EPS] (Not Annualised) Rs.				
- Basic	9.34	16.56	54.31	37.10
- Diluted	9.33	16.48	54.06	36.93
15) Public Shareholding				
Number of shares	40117137	38295606	40117137	38295606
Percentage of shareholding	48.88	47.66	48.88	47.66

NOTES:

- 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 May 14, 2008.
- Information on segments has been disclosed on a consolidated basis in accordance with Accounting Standard 17 "Segment Reporting".

3. The Board of directors has, at its meeting held on May 14, 2008 recommended a dividend of Rs. 10/- per equity share of the face value of Rs.10/- each (including special dividend of Rs.5/- per equity share) aggregating Rs. 960.3 million, inclusive of tax on dividend.

4. The aggregate amount of revenue expenditure incurred on Research and Development and shown in the respective heads of account is as under:

	Quarter Ended <u>31/03/2008</u>	Quarter Ended <u>31/03/2007</u>	Accounting Year Ended <u>31/03/2008</u>	Accounting Year Ended <u>31/03/2007</u>
Rs. in million	482.0	405.0	1,546.4	1,359.0

5. During the year, the Company received income of Rs. 1127.2 million (previous year Rs. 1143.2 million) on account of sale of rights in Patent Applications for 'Perindopril' which has been included in the Other Income.

6. During the year, 80,231 (previous year 50,936) 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 in an increase in the paid up share capital by Rs. 0.8 million (previous year 0.6 million) and securities premium by Rs. 25.3 million (previous year Rs. 17.4 million).

7. During the year, in accordance with the terms of issue, Foreign Currency Convertible Bonds aggregating US\$ 20.3 million were converted into 1,656,100 equity shares of Rs.10/- each, fully paid up, at a predetermined price of Rs. 567.04 per share, thereby resulting in an increase in the paid up share capital by Rs. 16.6 million and securities premium by Rs. 922.5 million.

8. The Company, during the year based on the Announcement of The Institute of Chartered Accountants of India "Accounting for Derivatives" together with the principles of prudence as enunciated in Accounting Standard-1 "Disclosure of Accounting Policies" has accounted for derivative forward and option contracts at fair values, considering the principles of recognition and measurement stated in Accounting Standard - 30 "Financial instruments, Recognition and Measurement". On that basis, changes in the fair value of the derivative instruments as at 31st March, 2008 have been recognised in the Cash Flow Hedge Reserve and in the Profit and Loss Account.

9. During the year, the Company through its wholly owned subsidiary Lupin Holdings B.V., Netherlands, acquired 90.3% equity shares of Kyowa Pharmaceutical Industry Co., Limited, Japan, a leading generic company.

10. During the year, the Company acquired 100% equity shares of Novodigm Limited (formerly known as Rubamin Laboratories Limited), Vadodara, a company mainly engaged in the manufacture of advanced intermediates for Active Pharmaceutical Ingredients (APIs).

11. There was no unresolved investor complaint pending as on January 1, 2008. The Company received 17 complaints during the quarter which were resolved. There was no unresolved complaint pending as on March 31, 2008.

12. 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: May 14, 2008

Dr. Desh Bandhu Gupta
Chairman