



# CORPORATE

OVERVIEW

Lupin is an innovation-led transnational pharmaceutical company. Patient-centricity is deep-rooted in our DNA and our values-driven culture forms the bedrock of every interaction. We constantly work towards our goal of making high-quality medicines affordable and accessible to all – this is our path to a higher goal.

Our founder, **Dr. Desh Bandhu Gupta (DBG)**, was committed to improving the healthcare scenario in India. At a time when the pharmaceutical industry in India was in nascent stages and most medicines were being imported, DBG dreamt of placing the country on the global pharmaceutical map. Driven by this passion, the company was established in 1968 and named Lupin – a flower that not only grows and thrives in harsh conditions but also nourishes the soil in which it is present.

Headquartered in Mumbai, India, today, Lupin has a strong presence in more than 100 markets across the world. Our products range from branded and generic formulations, biotechnology products, and Active Pharmaceutical Ingredients (APIs) to Over-the-Counter (OTC) products and Specialty pharmaceuticals.

**Dr. Desh Bandhu Gupta**

Founder, Lupin Limited

(1938 - 2017)



# GLOBAL FOOTPRINT

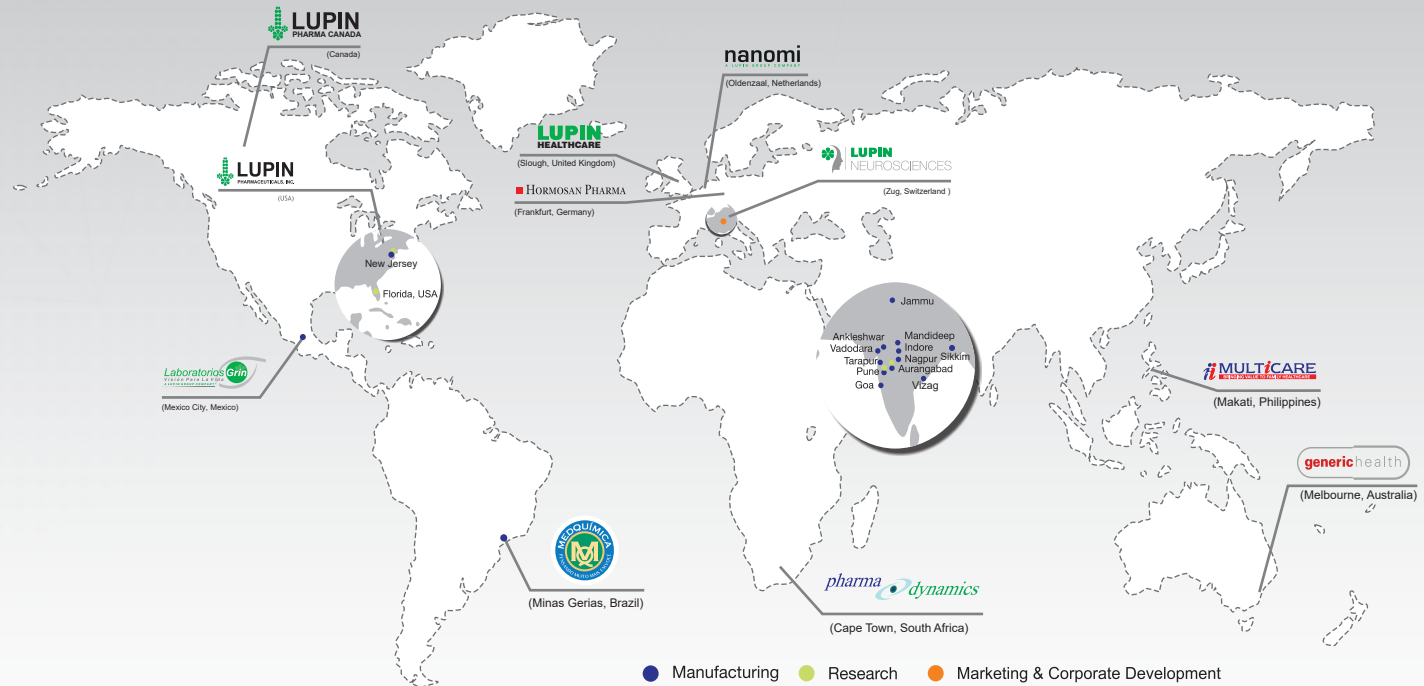
15

Manufacturing Sites

7

Research Facilities

20,000+  
Workforce



Manufacturing

India: Aurangabad, Anklshwar, Dabhasa, Goa, Indore, Jammu, Mandideep, Nagpur, Pune, Sikkim, Tarapur & Vizag  
US: New Jersey; LATAM: Mexico & Brazil

Research

India: Pune & Aurangabad  
US: New Jersey & Florida  
LATAM: Mexico & Brazil  
Europe: Netherlands

Subsidiaries

Brazil – Medquímica  
Mexico – Laboratorios Grin  
Netherlands – Nanomi  
Philippines – Multicare  
Australia – Generic Health  
South Africa – Pharma Dynamics  
Germany – Hormosan  
UK – Lupin Healthcare

# OUR BUSINESSES



## Generics

Lupin leads the segment in several therapy areas including anti-TB, diabetes, cardiovascular, respiratory, and ophthalmic, across geographies. More than 70% of our US products rank amongst the top three products in their respective segments, with several Lupin brands ranking among the top 300 brands of the Indian Pharmaceutical Market.



## Complex Generics

Building our complex generics portfolio is currently among the core focus areas for the business. Backed by strong research capabilities, we have launched products such as Filgrastim, Pegfilgrastim, Etanercept and Albuterol, among others, in different geographies around the world. We have additionally ramped up our injectables portfolio and are focused on four areas — iron products, peptides, depot injectables and partnered products.



## Biotech

Our biosimilars manufacturing facility at Pune boasts of dedicated mammalian and microbial manufacturing capabilities. Our flagship product Etanercept, an injectable biologic, is currently available in Japan, India, and the EU. It is a breakthrough in the treatment of many chronic, immune-mediated inflammatory diseases such as rheumatoid arthritis, psoriatic arthritis, axial spondylarthritis and plaque psoriasis.



## Novel Drug Discovery & Development

At the cutting edge of innovation, we are developing a pipeline of highly differentiated and innovative new chemical entities within focused therapy areas, including Oncology, Immunology, and Metabolic Disorders. Our strong oncology pipeline includes frontier approaches of exploiting immunology, synthetic lethality, epigenetic changes, and cancer metabolism. We are committed to successfully translating these R&D efforts from bench-to-bedside.



## Active Pharmaceutical Ingredient (API)

Lupin is a leading API manufacturer and the global experts in fermentation technology-based pharma products. Supplying to more than 70 countries around the globe, we remain committed to serving institutional businesses in markets such as the US and Europe, and building new partnerships in emerging markets like China, Brazil, Mexico, Vietnam and Malaysia, among others.



## Specialty

The changing landscape of patient needs and disease complexity offers opportunities for special branded medication in specific therapy areas. We have identified Women's health in the US and rare diseases in the EU region as the core focus areas for our specialty strategy. We continue working towards expanding the reach of our existing products and adding more specialty products to our portfolio.



## OTC

Our OTC divisions across the globe, such as LupinLife Consumer Care in India and Pharmacy Action in Australia, are committed to bringing value-based offerings to meet consumer demands and enhance their quality of life. Backed by a robust distribution network, we offer both Rx-to-OTC and direct OTC products to address growing consumer needs. From bowel regulators and intimate hygiene solutions for women, to health supplements for men and a range of personal sanitisation products, our portfolio comprises a variety of differentiated products.

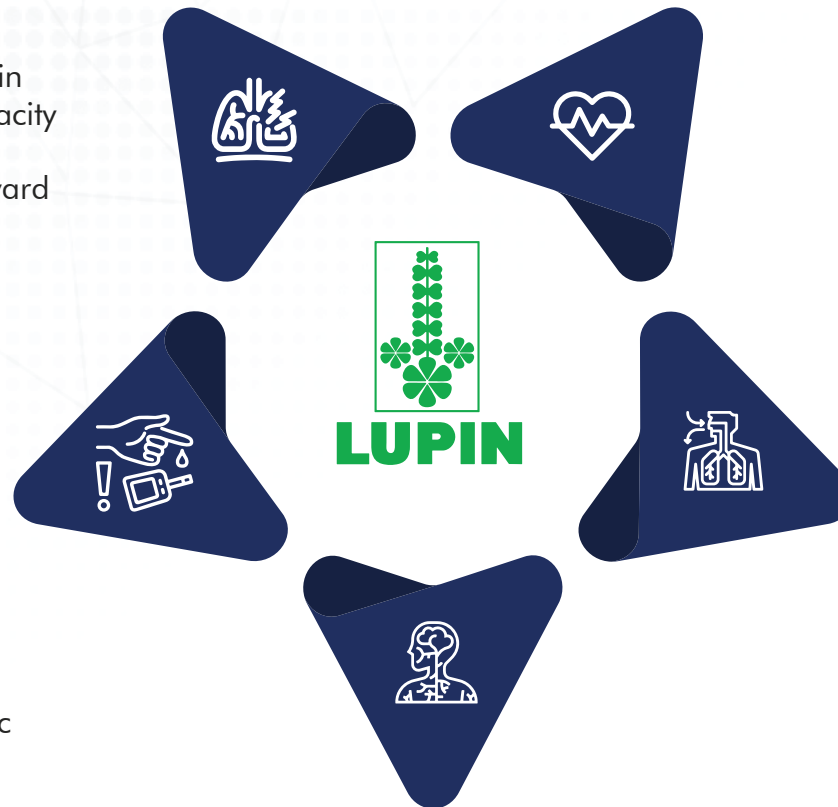
# KEY THERAPIES

## Anti-Tuberculosis

Lupin enjoys leadership in the anti-TB segment, supported by our expertise in fermentation chemistry and high capacity and high-quality manufacturing capabilities. We are also working toward creating medicines for multi-drug resistant (MDR) tuberculosis.

## Diabetes Management

We believe in working toward creating an ecosystem of affordable and accessible therapy for diabetes management, globally. Lupin manufactures and markets 15 out of the top 20 anti-diabetic molecules in India. We rank #3 in the anti-diabetic market in India, while two of our key products rank #1 and #3 in the US market.



## Cardiac Care

We introduced our first offering in the cardiovascular segment in 1986. Today, Lupin ranks #3 in the cardiovascular segment in India and #5 in the US by volume, among the top 10 generics. In addition, we are also the #1 provider for heart medication in South Africa.

## Respiratory

Our Inhalation Research Center at Coral Springs, Florida, is a specialised R&D facility focused on inhalation products. We are also working on leveraging gadgets in a drug-device equation to monitor and ensure patient adherence to therapy. A few examples include a first-of-its-kind Bluetooth-enabled smart device; our Breath Actuated Nebulizer; and our OPEP device.

## Central Nervous System (CNS) Disorders

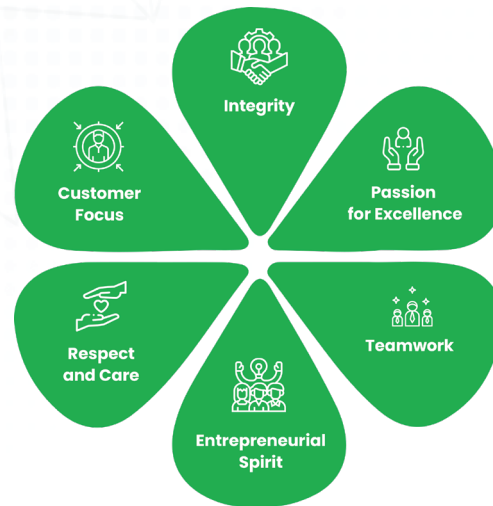
In India, Lupin ranks #6 in this segment with a strong presence in the anti-epileptic, anti-depressant, schizophrenia and headache markets. In Germany, our subsidiary Hormosan specialises in medicines for severe chronic pain as well as migraine and cluster headache. We have also developed an orphan drug, NaMuscla®, fulfilling the unmet need for symptomatic treatment of non-dystrophic myotonia (NDM) and launched it in Germany and few other EU countries.

# OUR PEOPLE ARE OUR #FORCEOFGOOD

Our people are at the center of our business ecosystem. In every walk of Lupin's life, they are the #ForceOfGood in their mission of enhancing patients' life and longevity.

## The Lighthouses of Lupin: Our Values

Our values are like lighthouses they signal us at every step of the work way giving us direction, meaning and purpose. Comprising of six core values – Integrity, Passion for Excellence, Teamwork, Entrepreneurial Spirit, Respect and Care, and Customer Focus are central to our being.



## CULTURE OF INNOVATION, EMPOWERMENT AND COLLABORATION FOR A BETTER FUTURE

The Spirit of Lupin powers our people and our operating universe, essentially our Work Family. Our culture, defined by our values, translates into an invigorating environment that mentors, nurtures and supports talented individuals in their journey from good to great. Our workplace policies and initiatives are designed to enable our employees' personal and professional development as they grow through the ranks.



# 5P'S

PEOPLE  
PASSION  
PROFESSION  
PERFORMANCE  
PATIENT XPERIENCE

Lupin is a confluence ground for Passion and Profession. We believe that passion is the fuel for propelling one's career graph. We capitalize and nurture the performance potential of our people to garner superlative Patient Xperiences. What makes us stand apart is that we have the systems and processes of a large company, but the nimbleness and agility of a small enterprise.

# OUR JOURNEY

1968

Lupin commences business

1970-1990

- Lupin Laboratories Pvt. Ltd. is incorporated
- First Formulation plant and R&D Center at Aurangabad is commissioned
- Lupin Human Welfare and Research Foundation (LHWRF) is founded by Desh Bandhu Gupta
- USFDA approvals received for Ankleshwar and Mandideep plants

1991-2000

- Fermentation Plant established at Tarapur, Maharashtra
- Sterile Plant for Injectable Cephalosporins (API) commissioned at Mandideep
- IPO of Lupin Laboratories Ltd. and Lupin Chemicals Ltd.
- USFDA approved Cefaclor, 7 ACCA and Rifampicin
- USFDA approved Injectable Cefotaxime (API and Finished Product)

2001-2010

- Lupin Laboratories Ltd. is amalgamated with Lupin Chemicals Ltd., and retitled Lupin Ltd
- State-Of-The-Art R&D center, Lupin Research Park at Pune commissioned
- New Anti-TB Facility commissioned at Aurangabad
- First ANDAs filed
- Lupin Pharmaceuticals Inc. USA, formed in the U.S.
- WHO approved finished product facility at Aurangabad
- U.S. FDA approved Oral Cephalosporin plant (Mandideep)
- Generics Business launched in the U.S. with 4 Products
- U.S. FDA approved new Lovastatin plant at Tarapur

2011-2021

- Commencement of commercial production at Oral Solid Dosage facility, Pithampur
- India Formulations business inks its first in-license deal with Huminsulin®
- Acquired Laboratorios Grin, Mexico, Specialty Ophthalmic Company
- Acquired Nanomi B.V. and entered the Complex Injectables space
- Inaugurated Center of Excellence for Inhalation Research in Coral Springs, Florida
- Acquired Specialty Product Portfolio of Temmler Pharma GmbH & Co. in Germany
- Acquires Medquimica Industria Farmaceutica S.A. in Brazil
- Completes the acquisition of Pharma Dynamics in South Africa
- Forays into the OTC Segment with the launch of Softovac®
- Inaugurates a new plant at Sikkim
- Signs deal with AbbVie for exclusive rights to develop and commercialize Lupin's MALT1 inhibitors (oncology)
- Acquired Symbiomix Therapeutics, LLC in New Jersey
- Commissions Injectables Facility at Nagpur
- Files New Drug Application for Etanercept
- Inks partnership with Boehringer Ingelheim to develop and commercialize Lupin's MEK inhibitors (oncology)
- Orphan Drug NaMuscla® for treatment of non-dystrophic Myotonia launched in Europe
- Receives European Marketing Authorization for Nepexto, Biosimilar Etanercept
- Receives International Sustainability Rating System (ISRS) Certification for four sites

- U.S. FDA approved Goa finished product facility
- Acquired Vadodara based Rubamin Laboratories Ltd.
- Started production of finished product at Jammu
- Set up Biotech facility, Pune
- Acquired Hormosan Pharma GmbH in Germany
- Acquired majority stake in Generic Health Pty Ltd., Australia
- Acquired majority stake in Pharma Dynamics, South Africa
- Acquired majority stake in Multicare Pharmaceuticals Philippines Inc.

# ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG)

At Lupin, we are partnering with stakeholders to drive environmental, social and governance priorities and make a global impact.

Building on our longstanding commitment to sustainability, which dates back to the founding of our company, we have taken the next step by implementing a comprehensive approach to sustainability and responsible business practices.

Our environmental, social, and governance framework is composed of a comprehensive set of commitments across all the ESG dimensions that guide the execution of the company's business strategy. We have set ambitious targets and developed detailed action plans for achieving them.



## Environmental

We are working to minimize our impact on the planet by taking climate action and partnering with our suppliers to reduce their environmental footprint.



## Social

We aim to achieve social impact by improving people's health and well-being, offering the best place to work, and engaging with our suppliers and the communities.



## Governance

Everything we do is anchored by ethical and responsible standards and practices. We maintain the highest standards through an effective management structure, operating model, ethics framework and robust risk management procedures.



# CORPORATE SOCIAL RESPONSIBILITY


Built on more than three decades of practice in leading CSR work in rural India, today Lupin Human Welfare and Research Foundation (LHWRF) operates within a framework of Lives and Livelihoods. Our Lives pillar denotes healthcare while the Livelihoods pillar entails enabling rural incomes. Over the years, the Foundation has lifted thousands of families out of poverty through skilling and generating farm, farm allied, and non-farm livelihoods. LHWRF has a presence in 5431 villages located in 77 blocks of 23 districts spread across 9 states in India.

Going forward, the Foundation's efforts will continue to focus on improving both Livelihood and Lives. It is the vision of our Lives pillar to improve health outcomes and quality of lives while strengthening the healthcare system in India. All of this will be achieved with a specific focus on diseases of national importance that are aligned with our therapeutic expertise.


Based on an analysis of the prevalence, severity, and growth rates of diseases in India, we have identified cardiovascular and chronic respiratory diseases (encompassing COPD and Asthma) as the core area of our healthcare initiative. Aligning with the WHO framework of healthcare delivery, the first phase will see execution of programs in Maharashtra, Madhya Pradesh, and Rajasthan, bringing much-needed interventions and progress to the underprivileged communities.





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