



Transforming Hope into Healing

CORPORATE OVERVIEW

आत्मः दीपो भवः

(Gautama Buddha's Wish: Be your own light)



Desh Bandhu Gupta, a chemistry professor and son of a village school teacher, started Lupin in 1968, showing us that no goal is unachievable when science and excellence meet ethics. We are now the 3rd largest generics company in the U.S.,

7th largest Inhalation drug provider, 11th largest generics company globally, 7th largest pharma company in India, and the largest provider of TB drugs in the world. The 22,000 strong Lupin family, across 15 manufacturing locations in India and other countries, offices around the world, state of the art R&D centers, diagnostics labs and neuro-rehab center, provide healthcare solutions that are for people, not just profit.

DBG taught us that when you grow, you grow for the community. We are committed to transforming the lives of millions of patients and families with the best science, technology, and social development, reframing our future and millions of lives. DBG's dream will be fulfilled when no one is left without the quality care they deserve, and we make medicines for the world a synonym for Made in India.

Dr. Desh Bandhu Gupta

Founder, Lupin Limited (08.02.1938 – 26.06.2017)

About Lupin

Lupin Limited, headquartered in Mumbai, India, is a global pharmaceutical leader with a footprint across the U.S., LATAM, APAC, EMEA and India, with products distributed in over 100 markets. With a diverse portfolio of over 1,200 products, Lupin remains committed to its mission of making quality healthcare accessible to the communities we serve. Our visionary Founder, Dr. Desh Bandhu Gupta, instilled in us the importance of offering quality, affordable and innovative medicines and being a responsible corporate citizen, making a positive difference to patients, communities and the environment.

Lupin has a network of 15 manufacturing sites, 7 research centers, and a dedicated workforce of over 22,000 professionals. Our efforts have positioned Lupin as a leader in generics, branded generics, complex generics, APIs, biosimilars and specialty medicines. With a specialized portfolio that includes branded and generic formulations, biologic products and active pharmaceutical ingredients, the company enjoys leadership positions in India, the U.S. and several other key markets focused on therapeutic areas such as respiratory, cardiovascular, anti-diabetic, anti-infective, gastrointestinal, central nervous system and women's health.

Through Lupin Human Welfare and Research Foundation, we have positively impacted the lives of over 1.57 Mn people. At Lupin, we strive to create meaningful and impactful health outcomes that benefit patients and communities alike. Lupin continues to stride ahead in its quest for excellence and is committed to unlocking a bold and prosperous future for all its stakeholders.

Our Values



Passion for Excellence

We relentlessly pursue excellence through innovation and continuous improvement in all our projects, processes and products.

To set our standards, we benchmark with the best in the world.



Entrepreneurial Spirit

We empower our employees to generate new ideas, explore avenues and offer solutions that add exceptional value.

We encourage them to build ownership in all endeavours by assuming responsibility with passion and conviction.



Customer Focus

We strive to understand and meet customer needs in a professional and responsive manner.

We focus on building long-term partnerships for mutual benefit.



Integrity

We conduct ourselves with uncompromising integrity and honesty with the highest standards of ethical behavior and transparency.

Everything we do must stand public scrutiny.



Teamwork

We align the efforts and energies of our people across all levels and geographies to deliver outstanding results to our stakeholders.

We encourage diverse opinions and work together in a coordinated and mutually supportive way.



Respect & Care

We are compassionate and sensitive towards all our stakeholders and treat them the way we would expect to be treated.

We provide equal and fair opportunities for employment, learning and career development.

Global Footprint

Manufacturing

India: Chhatrapati Sambhajinagar, Ankleshwar, Dabhasa, Goa, Pithampur, Jammu, Mandideep, Nagpur, Pune, Sikkim, Tarapur & Vizag

U.S.: New Jersey

LATAM: Mexico & Brazil

Research

India: Pune & Aurangabad

U.S.: 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

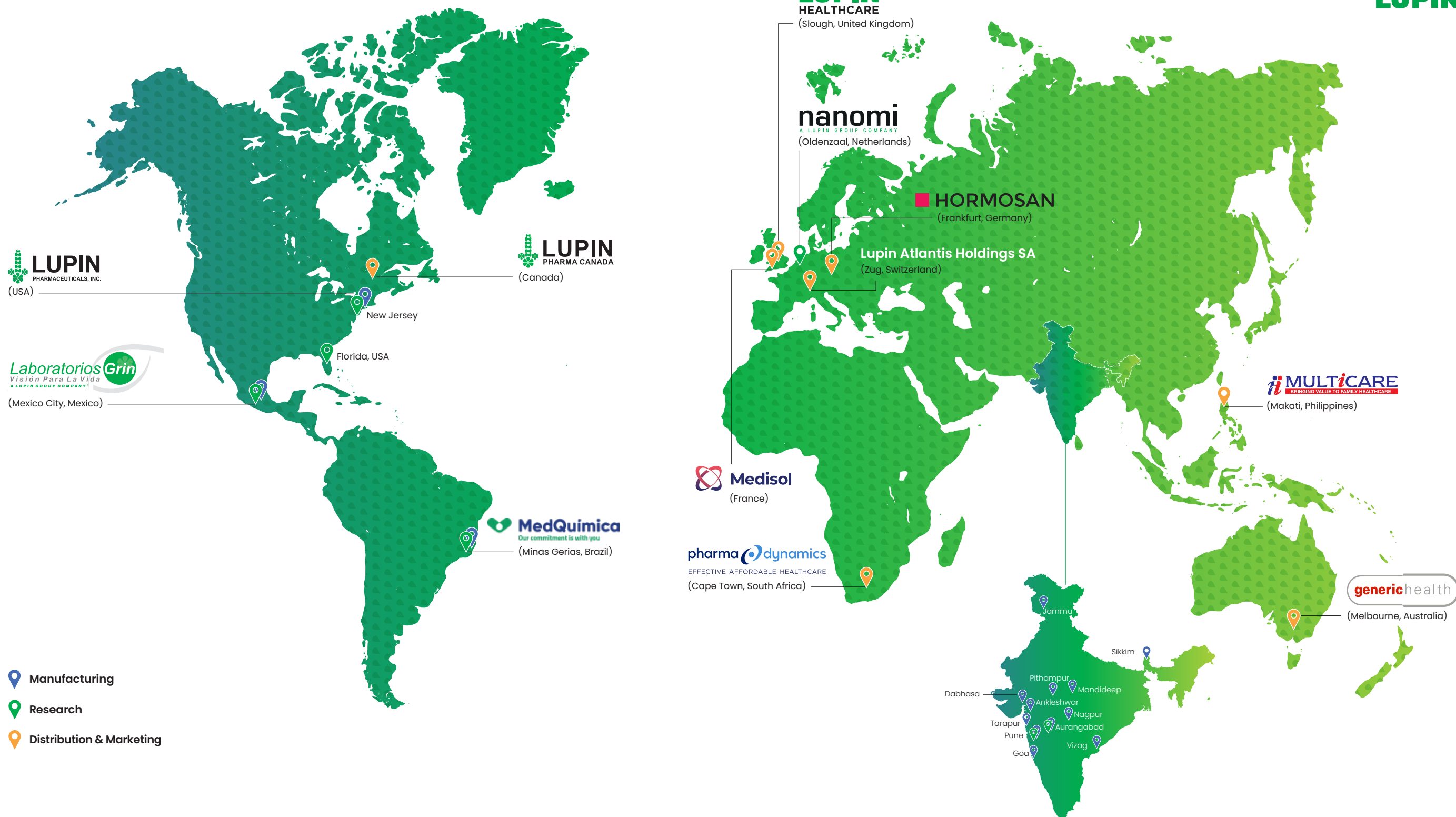
U.S.: Lupin Pharmaceuticals

Canada: Lupin Pharma

Switzerland: Lupin Atlantis Holdings SA

France: Medisol

API and CDMO, India: Lupin Manufacturing Solutions



15


Manufacturing Sites

07

Research Facilities

22,000+


Strong Workforce



₹200,108 Mn
Total Revenue From Operations

₹39,307 Mn
EBITDA


FINANCIALS



866
Active Patents Applications
as of March 2024

442
ANDAs and NDAs filed with
U.S. FDA as of March 2024


R&D



3rd
In the U.S. (by prescriptions)

7th
In the Indian Pharma Market

RANKINGS



25+
Robust Injectables Pipeline for FY25

15+
Robust Pipelines of Respiratory
Products for FY25

27 Bn+
Formulation Units Sold Globally
(IQVIA MAT Mar 24 Standard Units)

PRODUCTS

1,420,000+

Patients Reached Through Patient
Education Programs

78,000+

HCPs Participated in Doctor
Education Programs

21% YoY

Reduction in Scope 1 and Scope 2
Emissions in FY24

Our Businesses



Generics

Lupin leads the segment in several therapy areas, including anti-TB, diabetes, cardiovascular, respiratory, and ophthalmic across geographies. We are the third largest pharma company in the U.S. by filled prescriptions, with 5.2% market share in generic scripts. Lupin’s generic business is steadfastly committed to quality and reliability, ensuring the consistent delivery of high-quality products to the 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 diversified our portfolio to include a wide range of complex generics. Key products such as Tiotropium, Darunavir and Suprep showcased strong performance in FY24. 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 a dedicated mammalian and microbial manufacturing capabilities. Our flagship product Etanercept, an injectable biologic, is currently available in Japan, India, Canada 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.

Active Pharmaceutical Ingredient (API)

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

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.

Our Strategy for **Value Creation**

Transforming HOPE

We are united by our Purpose – ‘To improve our patients’ lives’. Our aspiration is to transform Hope into Healing for patients globally through cutting-edge science and technology, supporting the needs of our patients, colleagues, and communities, while delivering sustainable returns and creating value for everyone. We are guided by our four strategic priorities as we move forward to being an innovation-led transnational pharmaceutical company, dedicated to improving patient outcomes and advancing healthcare worldwide.

Holistic Growth

Our people are our greatest assets, and as our business evolves, we focus on business growth and value creation by developing a future-ready workforce.

Operational Excellence

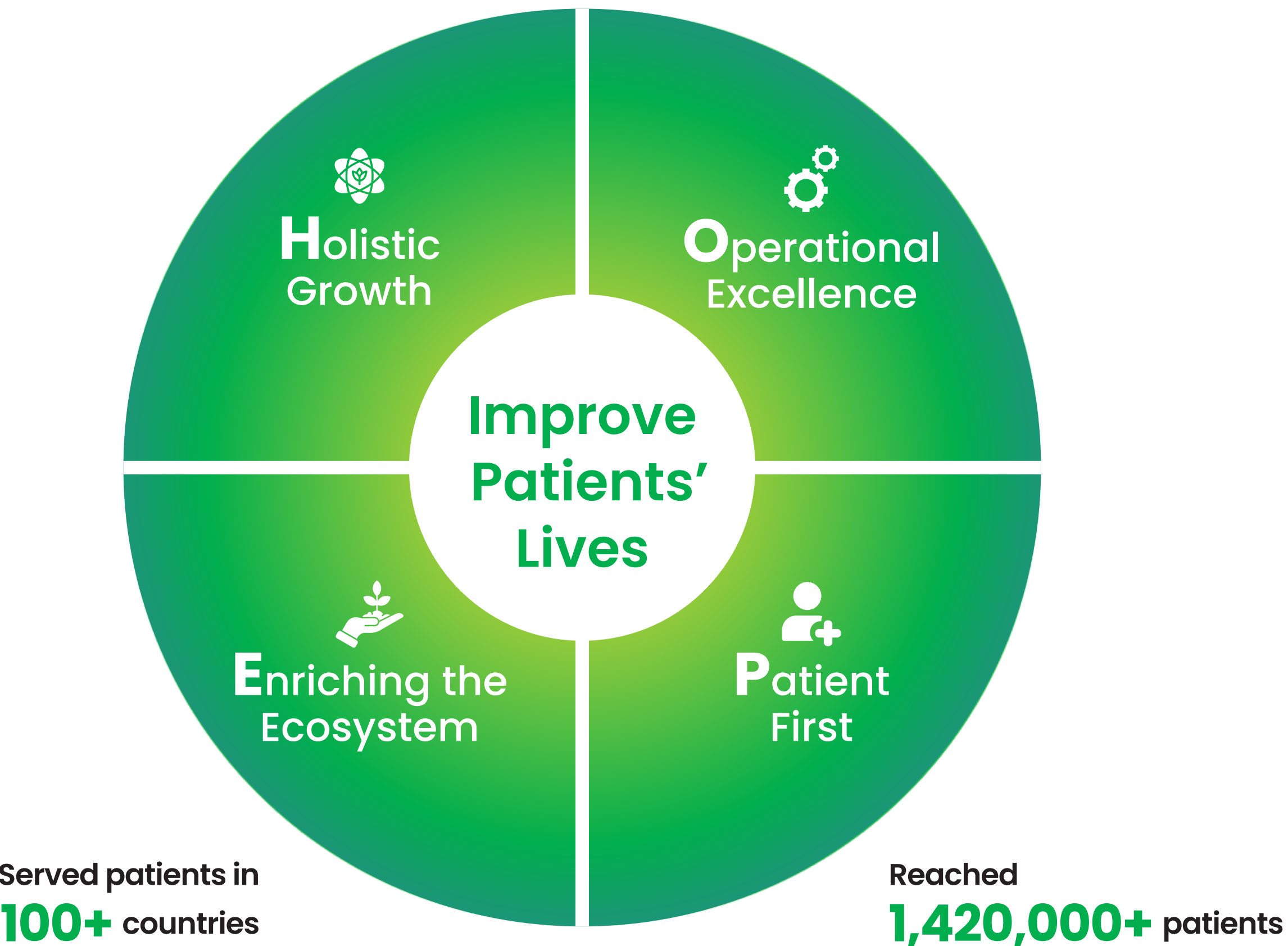
We are focused on efficiency extraction and productivity optimization to achieve excellence in our operations across different aspects of the business. This helps us streamline operations and maximize productivity.

Focus on Patient-Centricity

We strive to provide patients with meaningful healthcare experiences and outcomes, helping them to lead fulfilling lives. Our decisions are driven by what patients identify as most important to them.

Enriching the Ecosystem

We are committed to enriching the ecosystem by fostering strong collaborations with diverse stakeholders. By engaging with our suppliers and vendors and assessing their performance, including ESG compliance, we ensure mutual growth and adherence to high standards. We support healthcare professionals through continuous education and resources, enhancing their ability to provide exceptional patient care.





7th Rank
in Indian Pharma Market



10%
Five-Year CAGR



Lupin Brands
Rank in the Top 300 Brands

- **34% contribution** to global revenue
- **Market leaders** in anti-TB, respiratory, cardiovascular, and anti-diabetic segments
- Strategic field force expansion, portfolio optimization, and commitment to key therapy areas

OUR OTC BUSINESS

- Consistent Growth: **18% CAGR since FY20**
- **Brand Success:** Flagship products like **Softovac** lead the bulk laxative segment. **Aptivate** has carved a niche in child healthcare

Therapy-wise Ranking

Therapy	Rank	Market Share
Anti-TB	1	<div><div></div></div> 60.7% (2.0%)
Anti-diabetic	3	<div><div></div></div> 7.8% (-0.4%)
Cardiology	3	<div><div></div></div> 6.1% (-0.1%)
Respiratory	2	<div><div></div></div> 6.1% (0.3%)
Gynecology	9	<div><div></div></div> 3.7% (0%)
Neuro/CNS	6	<div><div></div></div> 2.7% (-0.1%)
Gastrointestinal	10	<div><div></div></div> 2.8% (0%)



3rd Rank

In the U.S. by prescriptions



37%

of Lupin's overall FY24 sales



>20

Products have market share greater than 50%

- Wide presence across therapeutic areas
- Tiotropium Bromide, the first DPI from India for the U.S. market, along with our respiratory franchise, to lead further expansion
- Specialty presence with Xopenex and Brovana, strengthening our respiratory portfolio
- Focused on further expanding in the complex generics space (inhalation, injectables) and in specialty areas



Europe, the Middle East and Africa (EMEA)



10%
of Global Sales



NaMuscla
EU Expansion Ongoing



8th Largest
Generics Player in South Africa



UK

- Lupin Healthcare, Lupin's UK subsidiary, is focused on strengthening the respiratory portfolio
- Luforbec becomes the first certified carbon-neutral pMDI in the UK, aligning with our sustainability commitment



Germany

- Lupin's German subsidiary, Hormosan, has showcased substantial growth in Neurology, Pain, and Sexual Health portfolios
- Our product portfolio consistently outperforms the market's CAGR, highlighting strategic effectiveness



France and Partnered Business

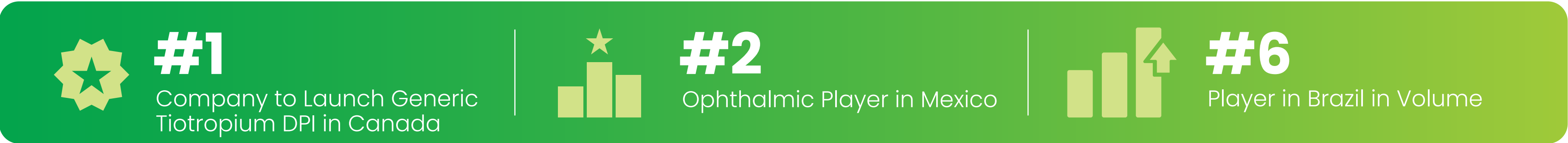
- In France, we maintain a strong focus on injectable products, providing access to the local institutional markets and boosting Lupin's injectable business in the broader EMEA region
- Strategic distribution partnerships in countries across Eastern Europe, Middle East, North Africa and Gulf region, driven by respiratory product Luforbec



Africa

- Pharma Dynamics, Lupin's South African subsidiary, is focused on key therapeutic areas: Cardiovascular (CVS), Central Nervous System (CNS), and OTC franchise
- We comply with and adhere to Broad-Based Black Economic Empowerment (BBBEE)
- ATC expansion into Diabetes, Female Healthcare and Urology remains the focus, with most new SAHPRA registration submissions

Our **Extended Markets**



Canada

- Lupin Pharma Canada, Lupin’s subsidiary, started its commercial activities in 2015 and became a specialty brand company with a presence in gastroenterology and women’s health in a short span
- Focuses on the commercialization of specialized and niche generics to fulfill unmet needs of patients
- First company to launch generic Tiotropium dry powder inhalation product in Canada



Mexico

- 2nd largest Ophthalmic player in Mexico
- Focus on expanding beyond ophthalmic segment into respiratory and neuroscience segments
- Launch of six new products across ophthalmic, anti-infectives, and food supplements



Brazil

- MedQuimica, Lupin’s subsidiary, is the 6th largest player in the Brazilian pharmaceutical market
- Robust sales growth of BRL 253 Mn in FY24
- MedQuimica has a broad portfolio encompassing 76 molecules across 50 therapeutic classes, with 18 products ranked within the top 5 in their categories

ASIA PACIFIC (APAC)



#4

Generic Player in Australia



#2

Branded Generic Player in Philippines



Australia

- Generic Health, Lupin's subsidiary, is the fourth-largest generics player in the region
- Strong sales growth of 13% due to 12 new product launches during the year and the continued success of our OTC hair loss treatment product, Minoxidil
- Ongoing growth and exploration of opportunities in adjacent markets, such as New Zealand
- Continued focus on the generics sector, with an emphasis on respiratory, oncology, complex injectables, and biosimilars



Philippines

- Multicare Pharmaceuticals Philippines Inc., Lupin's subsidiary, is ranked second in branded generics
- Portfolio of over 100 products spanning various therapeutic areas, including rheumatology, women's health, oncology, diabetes, gastroenterology, pediatrics, renal, respiratory, anti-TB, and neuroscience
- Certified as "Great Place to Work"

Nanomi: Technology for the future

nanomi
A LUPIN GROUP COMPANY

- Nanomi is Lupin's research-focused subsidiary in the Netherlands
- Nanomi specializes in complex long-acting injectables, enabling Lupin to sustain and grow its complex injectables business
- Proprietary, highly scalable process, enabling the manufacturing of highly uniform microspheres and nanoparticles, for long-acting injectable medicines
- Innovative platform enhancing the precision, consistency, and injectability of controlled-release products. Our technology makes producing sterile microspheres and nanoparticles more cost-effective, reproducible, and adaptable to various therapeutic needs
- Nanomi's specialization is an enabler for the development, commercialization, and supply of high entry-barrier products



Lupin's Active Pharmaceutical Ingredient (API)

- Extensive expertise in process chemistry
- Encompasses fermentation technology, manufacturing efficiencies, strategic cost management and procurement
- In FY24, we continued to strengthen our business, client base, and further expanded our presence
- MedQuimica, Lupin's subsidiary, is the 6th largest player in the Brazilian pharmaceutical market

Principle to Principle (P2P) Business

- Leveraging Lupin's rich expertise in API research and formulation development, our P2P business focuses on developing new molecules and combinations that meet market needs
- Successfully commercialized new and innovative formulations in the cardiovascular and gastrointestinal therapy segments

Global Institutional Business

- A testament to our commitment to a healthier world globally
- Collaborates closely with global and national public health institutions in the fight against TB and HIV

01

02

03

Our Adjacencies

Lupin Manufacturing Solutions (LMS)

LMS is Lupin's strategic focus on API Contract Development and Manufacturing Operations (CDMO). Rooted in strong scientific and manufacturing foundations, especially in APIs, LMS capitalizes on India's potential in the global CDMO space. Aspiring to be a trusted partner, LMS emphasizes efficiency, capability building, and tailored strategies. Collaboration, dedication, and a pursuit of excellence are the cornerstones of LMS' journey, setting new standards in the API CDMO segment.

A strategic carve-out of our API business in FY24 encompassing the manufacturing sites at Dabhasa & Vizag, and the fermentation and enzymatic research units at Lupin Research Park, Pune - our R&D center with capabilities across multiple technology platforms, aims to maximize our third-party API business and foray into API Contract Development & Manufacturing Operations (CDMO).

Atharv Ability

Atharv Ability is Lupin's Neurological Rehabilitation Center located in Mumbai and Hyderabad. The center serves as a cutting-edge outpatient facility for both adults and children, and specializes in treating post-stroke, traumatic brain injury, spinal cord injury, and various other neurological conditions, including Parkinson's, cerebral palsy, and multiple sclerosis. Offering a wide range of treatments under one roof, Atharv Ability's services include neuro physiotherapy, advanced robotics therapy, speech and language therapy, occupational therapy, cognitive therapy, aqua therapy, pain management, spine rehabilitation, and pediatric neurological rehabilitation.



Lupin Diagnostics

Since commencing operations in 2021, Lupin Diagnostics has established 38 processing labs across West, East, and South India. Over 50% of our labs are NABL accredited, one of the highest rates in the industry. We are expanding in West and East India, focusing on tier 3 and tier 4 cities, and have broadened our portfolio to include oncology, neurology, and genomics. Our network of 750 collection centers supports this growth.

Lupin Digital Health

Established in 2021, Lupin Digital Health (LDH) spearheads Lupin's foray into digital healthcare. Lyfe, India's 1st clinically proven digital cardiac rehabilitation program, is designed to improve heart health and quality of life. This Digital Therapeutics (DTx) platform connects doctors and patients across diverse therapies. Anchored by a Tech, Product, & Data hub in Bengaluru and a 24x7 nerve center in Mumbai, LDH is dedicated to crafting and operating world-class digital healthcare solutions.



ESG Commitment

Building a **sustainable** future



Our Decarbonization Journey

We are proactively engaged in minimizing our carbon footprint through the implementation of energy-efficient measures and the adoption of cleaner energy sources

We have committed to Science Based Targets initiative (SBTi) and 2030 GHG emission targets. We have achieved 21% Emission Reduction in FY24 covering Scope 1 & 2 from a base of FY20



Harnessing Renewable Energy

Lupin steadfastly pursues alternative energy solutions that leverage the potential of renewable resources

We prioritize the use of renewable energy sources and invest in cutting-edge technologies to reduce our environmental impact

There has been a 33.8% share of Renewable Energy across operations in FY24



Responsible Waste Management

Our proactive approach includes the implementation of waste reduction programs. Furthermore, our commitment extends to the conservation of natural resources, encompassing water and raw materials

89% of total incinerable hazardous waste from our India operations was sent to cement plants for co-processing in FY24

ESG Commitment

Fostering **strong** relationships



Community Outreach Program

Our ‘Lives’ program is aimed at enhancing healthcare accessibility and addressing non-communicable diseases (NCDs)

Through our ‘Livelihoods’ program, we undertake economic development activities in the fields of agriculture, animal husbandry, women empowerment, and rural Industries

Reached 1,405 villages across 8 states



Safe and Inclusive Work Environment

Promoting a safe and inclusive work environment is fundamental to our corporate ethos

Through training programs and initiatives, we aim to create an atmosphere where employees feel respected, supported, and able to reach their full potential

Zero fatalities of employees and contractors



Ethical Sourcing

We integrate ethical practices within our supply chain, emphasizing fair labor practices and responsible sourcing. We evaluate and select suppliers who share our commitment to environmental and social responsibility

In FY24, we undertook a comprehensive ESG evaluation of 309 suppliers who are either strategic or critical to our operations

ESG Commitment



Ensuring **ethical** governance



Transparent and Ethical Business Practices

Lupin upholds a commitment to transparent and ethical business practices, guided by a robust corporate governance framework

Our governance practices ensure that decisions are made with integrity, accountability, and consideration for the long-term interests of the company and its stakeholders

We are a UNGC signatory

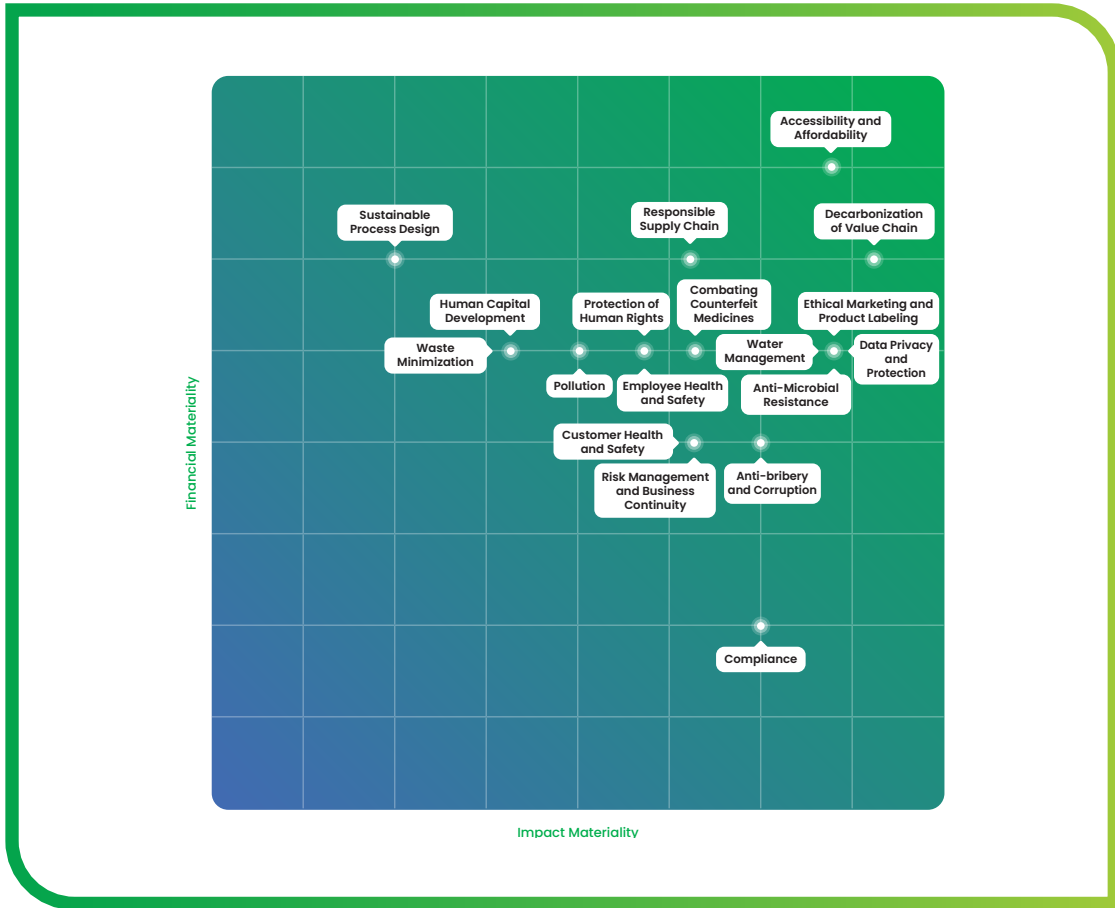


Stringent Compliance with Regulatory Standards and Industry Best Practices

At Lupin, we maintain a stringent approach to compliance, continuously monitoring and updating our practices to align with evolving regulatory requirements

This commitment not only ensures legal conformity but also promotes a culture of excellence and reliability in our operations

Every year since 2023, we have published our Tax Transparency Report



Regular Engagement with Stakeholders

Regular engagement is a cornerstone of our governance approach, involving shareholders, customers, investors, employees, and the broader community

This engagement extends to ongoing dialogues and proactive communication channels that foster transparency and inclusivity

People & Culture

At the heart of our values lies the commitment to cultivating a culture of acceptance, diversity, and inclusion. We firmly believe in creating an inclusive workplace where equality prevails, irrespective of gender, age, race, or sexual orientation.



Enhancing Capabilities Through Engagement and Care

- Fostering a positive work environment
- Celebrating diversity and unity through engaging events for employees
- Offering counseling services and wellness support for employees
- Employee volunteering program achieving over 19,188 hours, making a positive impact on society



Developing a Future-Ready Workforce

- Prioritizing continuous learning
- Total Training Hours: 1,448,463 in FY24
- INR 132,678,981 allocated for training initiatives globally in FY24
- Comprehensive orientation on the Code of Conduct, Business Ethics, POSH guidelines, GMPs, and role-specific regulations



Enabling a Culture of Acceptance, Diversity, and Inclusion

- Commitment to an inclusive workplace
- Zero tolerance for discrimination
- As an equal-opportunity employer, we globally implement our Diversity, Equity, and Inclusion policy

Our people and culture efforts have resulted in:

~22,000

Strong Workforce



of Employees & Contractors
over the last four years

₹191 Mn+

Investment made for Training
and Development



AWARDS & RECOGNITIONS



Taxation Team recognized as the **‘Best In-house Indirect Tax Team of the Year’** at the ITR Asia-Pacific Tax Awards 2023 by the International Tax Review

‘Breakthrough Launch of the Year’ Award (for the brand Valentas) at the National Feather Healthcare and Pharma Awards in association with the Economic Times

Humrahi, Lupin’s Patient Support Program for Diabetes Management, recognized as a **‘Patient-Centric Pharma Program in Diabetes Care’** by the IHW Council

JAI, Lupin’s Digital Asthma Educator platform, won the **‘Big Impact Award’** curated by Big FM and as the **‘Best Customer Experience Platform’** at the Global CX Summit India

Novashakti won the **‘Patient-centric Campaign of the Year’** Award at the India Health Summit

Gold Award at the Industrial SafetyLeadership Award by CII

Two Gold awards at National Awards for **Manufacturing Competitiveness FY24**

Platinum Award for Kaizen at **CII Champions Trophy 2023**

Best-in-class Supply Chain Strategy Award at **15th ELSC Leadership Awards**

LHWRF won the **Water Sustainability Award for Excellence in Participatory Water Management**

Lupin Diagnostics won the **Emerging Diagnostics Chain of the Year Award** at the **Diagnostics Innovation & Excellence Awards 2024**

Lupin’s Corporate Communications team named among **‘The 30 Top Corporate Communication Teams 2023 and 2024’** by Reputation Today

Vinita Gupta recognized as one of **‘India’s 50 Most Powerful Women in Business’** by Fortune India

Vinita Gupta featured in **‘The She List, Top 100 Women Achievers of India’** by India Today



THANK YOU

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