



BUILT TO GROW

LUPIN

1st

Largest Indian
pharmaceutical
company in the
USA by
prescriptions

3rd

Largest Indian
pharmaceutical
company

9th

Largest
Japanese
generic
pharmaceutical
company

14th

Largest generic
pharmaceutical
company
globally

An innovation led transnational
pharmaceutical company

LUPIN 2012

> USD 1.4 billion revenue

> 20% EBITDA and growing

Expanding global footprint

Market capitalization has grown 11 times in 7 years

Within reach of top 25 global pharmaceutical companies

BUILT TO GROW

Lupin was founded in 1968 with the vision to develop new drugs to combat and eradicate life-threatening diseases. To manufacture drugs of the highest social priority so as to nurture, protect and enrich our society. Embedded in Lupin was a formula for growth. Forty-four years on, what has stayed with us is that same entrepreneurial spirit, culture of creativity and innovation and pride in belonging to an industry that makes a difference in the lives of people.

We are today a fully integrated pharmaceutical company with an unrivaled position in the US, India and Japan. This position is built on a backbone of cutting-edge research, world-class manufacturing facilities and a truly global supply chain. With the building blocks in place, the future looks brighter than its ever been. We are Built to Grow.



CHAIRMAN'S MESSAGE

“ Embedded in Lupin is a formula for growth which fuels creativity, performance and innovation

Dr Desh Bandhu Gupta
Founder and Chairman



BUILT TO GROW

My Dear Shareowners

When I started Lupin over 40 years ago, the dream was simple – to provide as many people as possible with affordable medicines that would address the most prevalent diseases of the highest social priority, such as tuberculosis. I discovered that by working hard on a noble ambition, growth and success followed.

Embedded in Lupin is a formula for this growth. Growth fueled by a boundless vision, the determination to succeed and reach for our dreams. These fundamental philosophies are what drive Lupin - creativity, performance and innovation.

Lupin has delivered the highest growth performance consistently over the past ten years. We expect the future to be no different and we continue to invest in new therapy areas, reach out to new territories and dive deeper into our existing markets. As we have grown as a company, we realized that our ambitions were bigger than generic products alone and that we had the means to go up the value chain into specialty products and proprietary research and development. That is the journey we are on today – to become a global specialty pharmaceutical company offering a wide portfolio of generic and proprietary products globally.

As always, it is a pleasure for me to address you and to share our results for the previous year. We have carefully put together all the pieces of our story, to be counted amongst the leading pharmaceutical companies in the world. Lupin is Built to Grow.

With Best Wishes

Dr Desh Bandhu Gupta

Founder and Chairman
Lupin Limited

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Shakti Chakraborty

Naresh Gupta

Divakar Kaza

Vinod Dhawan

MANAGEMENT TEAM



Ramesh Swaminathan

Ms Vinita Gupta

Dr Desh Bandhu Gupta

Dr Kamal K Sharma

Nilesch Gupta

CORPORATE INFORMATION

DIRECTORS

Dr Desh Bandhu Gupta

Chairman

Dr Kamal K Sharma

Managing Director

Mrs M D Gupta

Executive Director

Mr Nilesh Gupta

Executive Director

Ms Vinita Gupta

Dr Vijay Kelkar

Mr Richard Zahn

Mr R A Shah

Dr K U Mada

Mr D K Contractor

COMPANY SECRETARY & COMPLIANCE OFFICER

Mr R V Satam

AUDITORS

Deloitte Haskins & Sells

Chartered Accountants

AUDIT COMMITTEE

Dr K U Mada *Chairman*

Dr Kamal K Sharma

Mr D K Contractor

INVESTORS' GRIEVANCES COMMITTEE

Mr D K Contractor *Chairman*

Dr K U Mada

REMUNERATION COMMITTEE

Dr K U Mada *Chairman*

Mr R A Shah

SOLICITORS

Crawford Bayley & Co.

BANKERS

Central Bank of India

Bank of Baroda

State Bank of India

Citibank N.A.

The Hongkong and Shanghai

Banking Corporation Limited

Standard Chartered Bank

ICICI Bank Limited

Kotak Mahindra Bank Limited

J P Morgan Chase Bank N.A.

SENIOR MANAGEMENT TEAM

Dr Desh Bandhu Gupta

Chairman

Dr Kamal K Sharma

Managing Director

Ms Vinita Gupta

Group President & CEO -

Lupin Pharmaceuticals Inc., USA

Mr Nilesh Gupta

Group President & Executive Director

Mr Shakti Chakraborty

Group President -

India Region Formulations & CIS

Mr Vinod Dhawan

Group President -

AAMLA & Business Development

Mr Ramesh Swaminathan

President - Finance & Planning

Dr Rajender Kamboj

President - Novel Drug Discovery &

Development

Mr Naresh Gupta

President - API & Global TB

Mr Divakar Kaza

President - Human Resources

Mr Alok Ghosh

President - Technical Operations

Dr Cyrus Karkaria

President - Biotechnology

Mr Sunil Makharia

Executive Vice President - Finance

Mr Debabrata Chakravorty

Executive Vice President - Supply

Planning & Strategic Sourcing

Mr Andrew Macaulay

Executive Vice President -

Lupin (Europe) Ltd.

Dr Dhananjay Bakhle

Executive Vice President -

Medical Research

Dr Sofia Mumtaz

Executive Vice President - IPMG

Mr Rajendra Chunodkar

Executive Vice President - Technical

Mr R S Raghav

Executive Vice President -

Marketing & Sales

REGISTERED OFFICE

159, C.S.T. Road, Kalina

Santacruz (East)

Mumbai 400 098

Tel:+ 91 22 6640 2323

Fax:+ 91 22 2652 8806

CORPORATE OFFICE

Laxmi Towers, 'B' Wing

Bandra Kurla Complex

Bandra (East)

Mumbai 400 051

Tel: + 91 22 6640 2222

Fax: + 91 22 6640 2130

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info@lupinworld.com

BOARD OF DIRECTORS

Dr Desh Bandhu Gupta *Chairman*

Dr Kamal K Sharma *Managing Director*

Mrs M D Gupta *Executive Director*

Mr Nilesh Gupta *Executive Director*

Ms Vinita Gupta

Dr Vijay Kelkar

Mr Richard Zahn

Mr R A Shah

Dr K U Mada

Mr D K Contractor

AWARDS 2011-12

Ernst & Young Entrepreneur of the Year

Life Sciences and Health Care – Dr Desh Bandhu Gupta

NDTV Business Leadership Awards

Pharmaceutical Company of the Year

Business Today 30 Most Powerful Women in Business

Ms Vinita Gupta

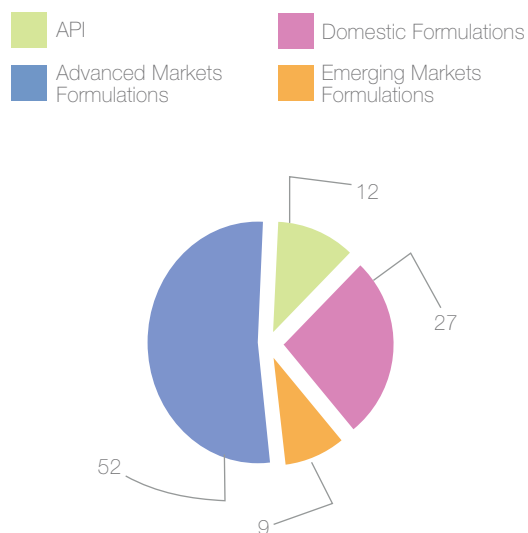
Business Today Yes Bank Best CFO Awards

Best Leverage Management – Large Companies

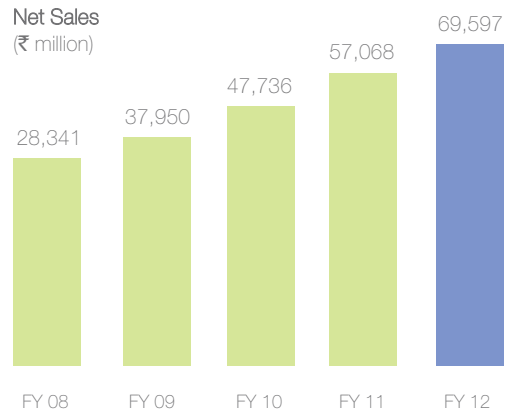
Mr Ramesh Swaminathan

FINANCIAL HIGHLIGHTS 2012

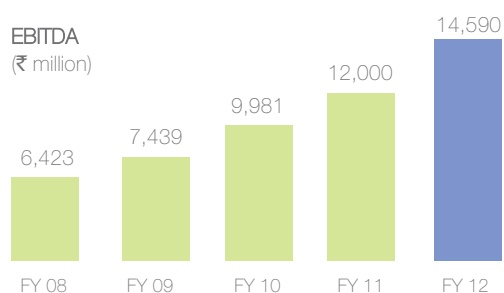
Revenue Composition (%)



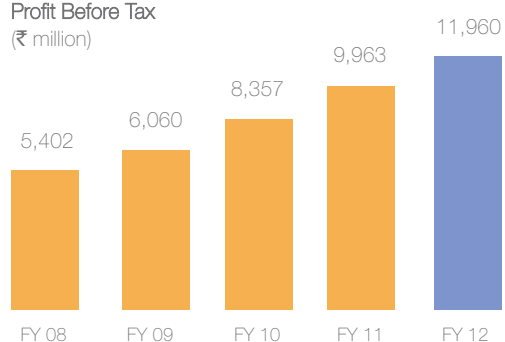
Net Sales (₹ million)



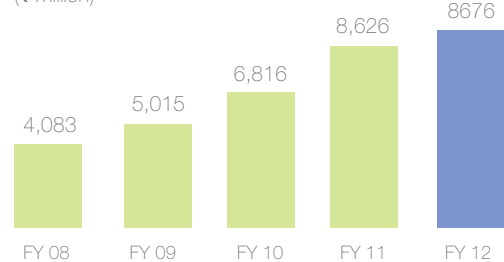
EBITDA (₹ million)



Profit Before Tax (₹ million)



Consolidated Net Profit (₹ million)



Exports (₹ million)

