THE BOTTOMLINE IS…

LUPIN LIMITED | Annual Report 2013

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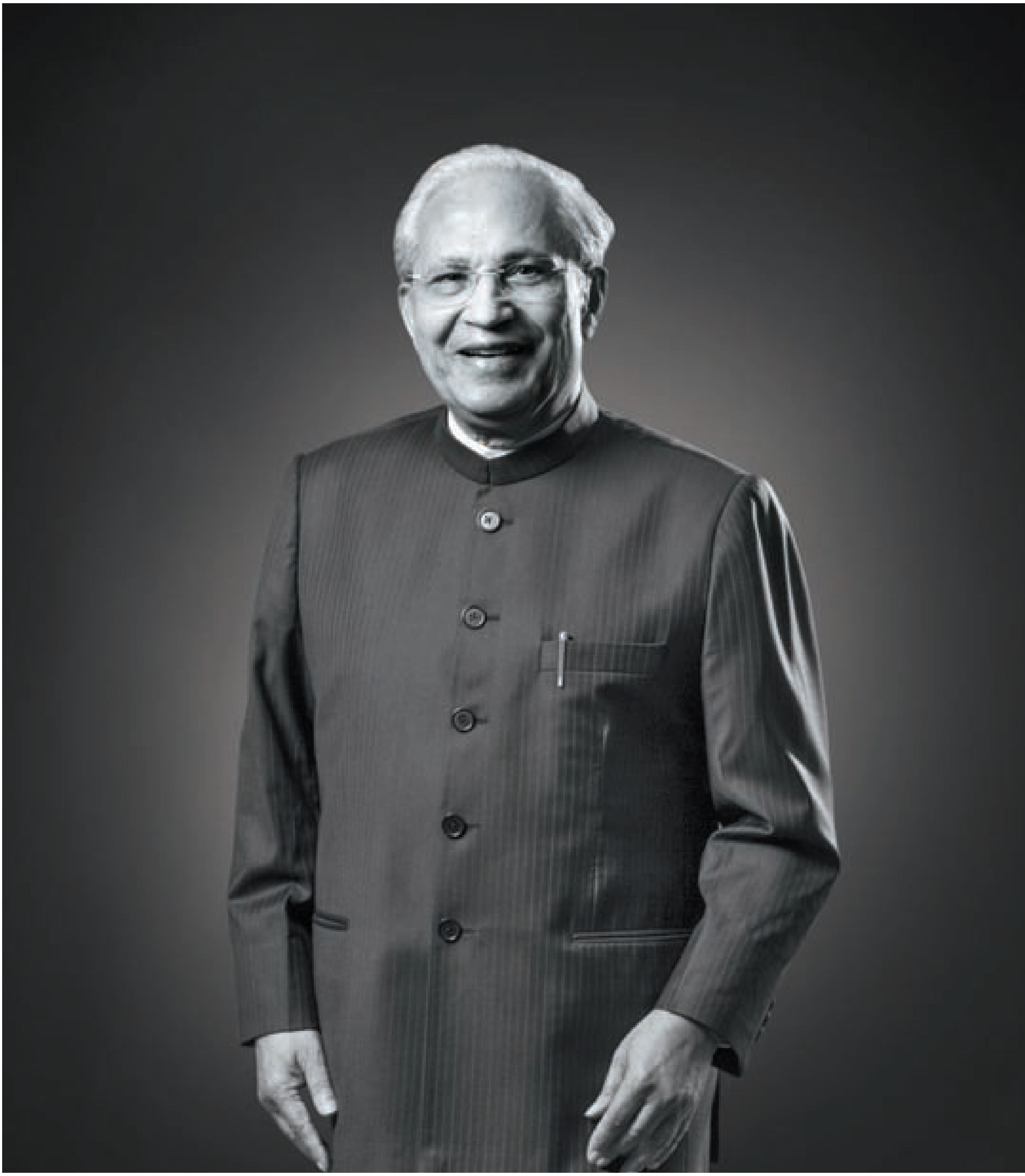
Annual Report 2013

There is only one reason why we exist; to treat disease, to heal and enrich human life. The bottomline, then, is just one.

Happiness.

Dr. Desh Bandhu Gupta, Founder & Chairman, Lupin Limited

THE BOTTOMLINE IS HAPPINESS



My Dear Shareowners,

As a young entrepreneur, I was always driven by ideas that would help improve people's lives, which is what led me to set up Lupin in 1968. Lupin embodies my vision to fight life-threatening diseases by manufacturing drugs of the highest social priority and quality medicines at affordable prices. It personifies the deep inter-connect between what we do and what society needs.

I am proud to say that today Lupin develops and manufactures drugs with the objective to treat disease, to heal and enrich human life. The better we do this, the better we are able to serve the community, the happier we are able to make people. As a result, happiness is not a business by-product, it is the critical bottomline of all that we have ever done and will continue to do at Lupin.

This overarching bottomline is the sum of all that every Lupinytt works towards at every level, function and location of our business, globally.

Some would measure our success by our leadership credentials, growth in revenues, profits, market shares, customer service records and market capitalisation. We, at Lupin, measure it by looking at how many new products and technology platforms we develop, how many lives we touch, how we make quality medicines more accessible and affordable to the common man globally. This is our index of success and happiness.

My vision for Lupin, from ₹ 5000 to USD 5 billion in 50 years, is but the beginning for a bigger more pertinent goal, a happier tomorrow.

Best Wishes,

Dr. Desh Bandhu Gupta
Founder and Chairman
Lupin Limited

CORPORATE INFORMATION

DIRECTORS

Dr. Desh Bandhu Gupta, *Chairman*

Dr. Kamal K. Sharma, *Managing Director*

Mrs. M. D. Gupta, *Executive Director*

Ms. Vinita Gupta

Mr. Nilesh Gupta, *Executive Director*

Dr. Vijay Kelkar

Mr. Richard Zahn

Mr. R. A. Shah

Dr. K. U. Mada

Mr. Dileep C. Choksi, *Additional Director*
(w.e.f. October 23, 2012)

Mr. D. K. Contractor
(up to October 23, 2012)

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. Dileep C. Choksi
(w.e.f. October 23, 2012)
Mr. D. K. Contractor
(up to October 23, 2012)

INVESTORS' GRIEVANCES COMMITTEE

Dr. Vijay Kelkar, *Chairman*
(w.e.f. October 23, 2012)
Dr. K. U. Mada
Mr. D. K. Contractor
(up to October 23, 2012)

REMUNERATION COMMITTEE

Dr. K. U. Mada, *Chairman*
Mr. R. A. Shah

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
JP 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

Dr. Rajender Kamboj
President - Novel Drug Discovery & Development

Mr. Ramesh Swaminathan
President - Finance & Planning

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. Paul McGarty
President - Lupin Pharmaceuticals Inc., USA

Dr. Sofia Mumtaz
President - IPMG

Mr. Sunil Makharia
Executive Vice President - Finance

Mr. Debabrata Chakravorty
Executive Vice President - Supply Planning & Strategic Sourcing

Dr. Dhananjay Bakhle
Executive Vice President - Medical Research

Mr. Rajendra B. Chunodkar
Executive Vice President - Technical

Mr. R. S. Raghav
Executive Vice President - Marketing & Sales

Mr. Vilas S. Satpute
Executive Vice President - API Manufacturing

Mr. Ganadish Kamath
Executive Vice President - Corporate Quality Assurance

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.
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KEY CONTACTS

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Email: shamshergorawara@lupinpharma.com

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Head – Investor Relations
Lupin Limited
Tel: +91 98 20 552 083
Email: rajivpillai@lupinpharma.com

BOARD OF DIRECTORS

Dr. Desh Bandhu Gupta, *Chairman*

Dr. Kamal K. Sharma, *Managing Director*

Mrs. M. D. Gupta, *Executive Director*

Ms. Vinita Gupta

Mr. Nilesh Gupta, *Executive Director*

Dr. Vijay Kelkar

Mr. Richard Zahn

Mr. R. A. Shah

Dr. K. U. Mada

Mr. Dileep C. Choksi, *Additional Director (w.e.f. October 23, 2012)*

Mr. D. K. Contractor, *(up to October 23, 2012)*

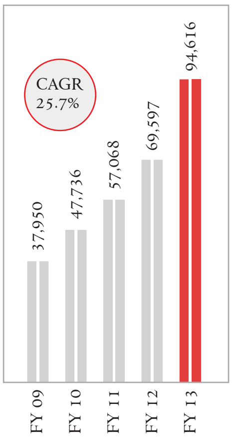
AWARDS 2012-13

- The National Stock Exchange included Lupin in the Standard & Poors CNX NIFTY Index
- The Economic Times 500 – India's 10 Most Resilient Companies 2012
- Great Place to Work – Best Companies to Work for, 2012, India
- Forbes India, Business Leadership Awards, Top 5 CEOs – Private Sector, 2012, Dr. Kamal K. Sharma
- The Inaugural Ernst & Young Family Business Award 2012, US, Ms. Vinita Gupta
- Ernst & Young Entrepreneur of the Year® 2012 Award winner in Maryland, Ms. Vinita Gupta
- CNBC TV 18 Best Performing CFO in the Pharma & Health Care sector, Mr. Ramesh Swaminathan

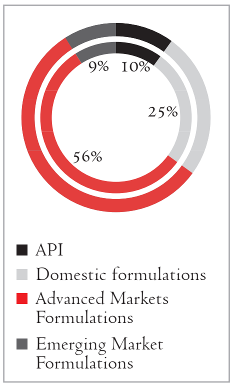
FINANCIAL HIGHLIGHTS

Business analysis – Revenue and Profitability

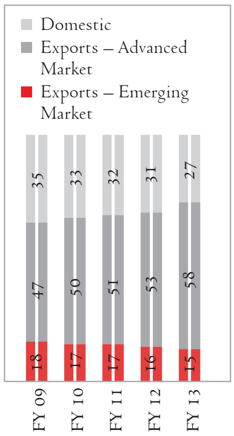
Net sales
(₹ million)



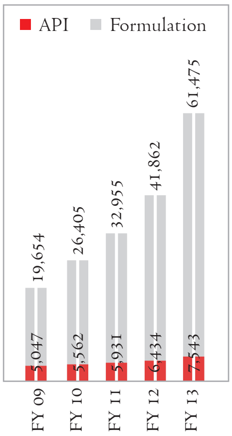
Revenue composition
(%)



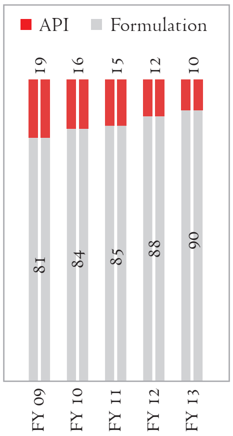
Geographic break down
(% contribution)



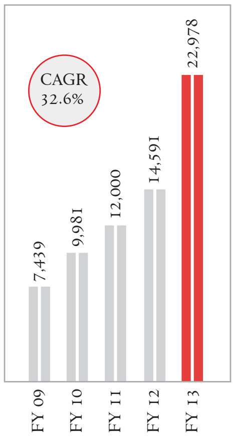
Exports
(₹ million)



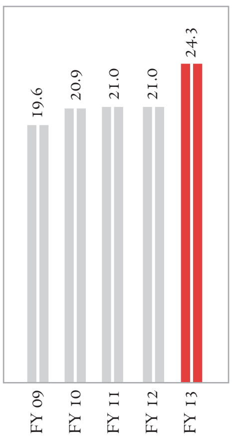
Business mix
(% contribution)



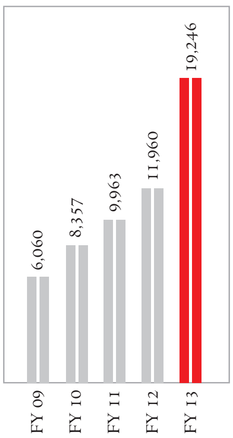
EBITDA
(₹ million)



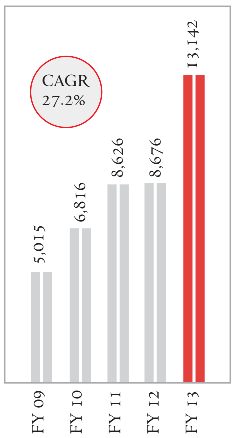
EBITDA margin
(%)



Profit before tax
(₹ million)

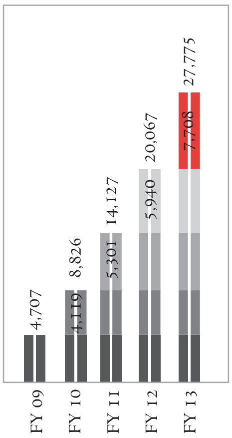


Net profit
(₹ million)

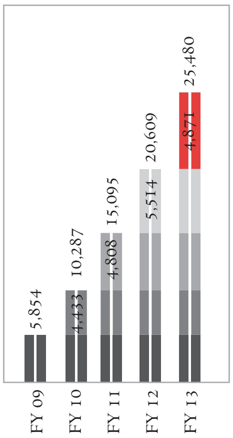


Business critical investments

Cumulative R&D spend
(₹ million)

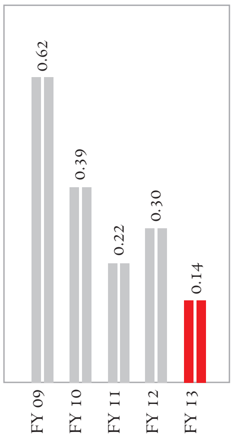


Cumulative Capex
(₹ million)



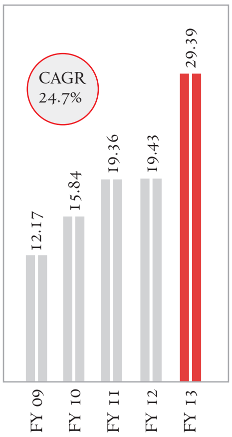
Financial leverage

Debt equity ratio

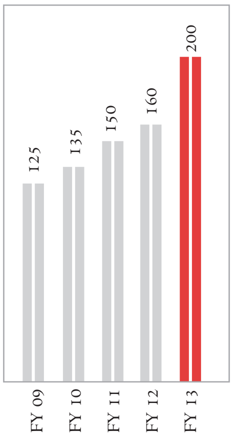


Shareholder value growth

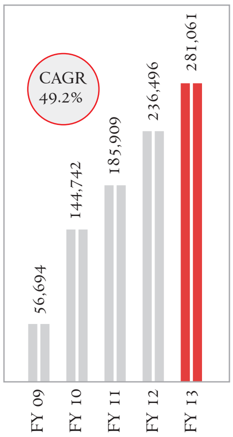
Earning per share
(₹)



Dividend
(%)



Market capitalisation
(₹ million)



8th
Largest generics player globally by market capitalisation

3rd
Largest Indian Pharmaceutical company

5th
Largest and fastest growing generics player in the US by prescription

7th
Largest generics player in Japan

THE BOTTOMLINE IS EXCELLENCE

Dr. Kamal K. Sharma
Managing Director