

Lupin (LPC IN)

Buy: Good launches + execution should allay concerns

- ▶ 3QFY17 PAT beats estimates on better US and forex gain
- ▶ US 18% above estimates led by gGlumetza and seasonal ramp up. Filings quality and approval pace healthy
- ▶ Pipeline visible, good execution can allay concerns on expected metformin dip. Buy with revised INR1761 TP

3QFY17 beat on better gGlumetza: Lupin reported PAT of INR6.3bn (20.7% yoy), 5% higher than HSBCe helped by higher US sales, forex gain and control on other expenses. Sales at INR44bn were c8% higher than HSBCe on higher US and better India despite demonetization. EBITDA margins at 27.1% (HSBCe 23.9%) reflect continued benefit from high margin gGlumetza though recent authorized generic launch could keep this in check. Tax rate at c39% (full year expected at 28%) was due to unwinding of deferred tax. 3Q had forex gain of INR270m.

US pipeline plenty, execution key: 3QFY17 US sales at USD316m (8% qoq) were c18% above estimates due to a) higher gGlumetza (market share gain from the innovator), b) ramp up in methergine brand (overall brand sales at USD22m) and c) high cephalosporin sales (seasonality). Lupin expects entry of 2 more players in gGlumetza in next 12-m while continues to guide limited competition in gFortamet where it has lost market share to Mylan (c11% share as per IMS Health). While pricing has been stable, pipeline and launch outlook is healthy at 25+ launches in next 12-months incl. Minastrin Fe (FTF launch), gEpzicom, bupropion XL, controlled substances/CS (HYCD/APAP, oxycodone/APAP), potassium chloride, gNamenda XR, gVigamox, gTamiflu, gFosrenol etc. Along with these we expect ramp up of launches from Somerset (Gavis) could give needed cover on possible fall in metformin products (Fortamet, Glumetza). Recent filing of gProAir is addition to its bucket of complex filings (includes gRestasis, gAndrogel, gLialda). We believe good execution esp. on controlled substance pipeline and gain on limited competition products could allay concentration risk concerns in the US.

Adjust TP to INR1,761 (from INR1,778), maintain Buy. We are positive on Lupin's efforts to build specialty R&D pipeline - gAdvair possible filing in FY18, bEnbrel and 2 film products with Monosol making progress. The company expects to file over 30 ANDAs in FY17 with many targeted at differentiated areas. India and Japan (including recent acquisition of brands from Shionogi) carry strong outlook. Our base case assumes c11% USD-based FY17-19e CAGR growth in US on high base of FY17. We continue to forecast c26-27% EBITDA margins over this period. We value Lupin at 24x (Gordon Growth PE, unchanged) Sep-18 EPS of INR77.3 and discount this to arrive at a TP of INR1,761 (from INR1,778). Key downside risk is poor execution in high value product launches in US, material price erosion in the portfolio following Walmart-McKesson merger.

EQUITIES PHARMACEUTICALS

India



MAINTAIN BUY

TARGET PRICE (INR)

1761.00

PREVIOUS TARGET (INR)

1778.00

SHARE PRICE (INR)

1486.75

UPSIDE/DOWNSIDE

+18.4%

(as of 08 Feb 2017)

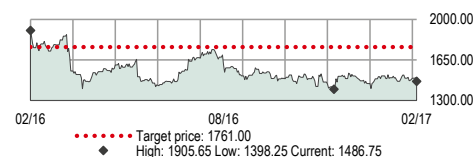
MARKET DATA

Market cap (INRm)	671,261	Free float	53%
Market cap (USDm)	9,982	BBG	LPC IN
3m ADTV (USDm)	21	RIC	LUPN.BO

FINANCIALS AND RATIOS (INR)

Year to	03/2016a	03/2017e	03/2018e	03/2019e
HSBC EPS	47.41	59.76	73.62	80.90
HSBC EPS (prev)	-	59.93	74.82	81.16
Change (%)	-	-0.3	-1.6	-0.3
Consensus EPS	49.25	63.57	73.87	84.92
PE (x)	31.4	24.9	20.2	18.4
Dividend yield (%)	0.4	0.5	0.6	0.7
EV/EBITDA (x)	20.4	15.8	13.1	11.7
ROE (%)	21.4	22.0	22.3	20.5

52-WEEK PRICE (INR)



Source: Thomson Reuters IBES, HSBC estimates

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Disclosures & Disclaimer

This report must be read with the disclosures and the analyst certifications in the Disclosure appendix, and with the Disclaimer, which forms part of it.

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Financials & valuation: Lupin

Buy

Financial statements

Year to	03/2016a	03/2017e	03/2018e	03/2019e
Profit & loss summary (INRm)				
Revenue	140,588	174,551	201,729	223,605
EBITDA	36,037	46,243	53,868	59,488
Depreciation & amortisation	-4,635	-8,652	-10,173	-12,048
Operating profit/EBIT	31,402	37,591	43,695	47,440
Net interest	-258	-1,500	-1,000	-800
PBT	34,330	38,691	45,195	49,680
HSBC PBT	34,330	38,691	45,195	49,680
Taxation	-11,536	-10,834	-12,203	-13,414
Net profit	22,707	27,858	32,967	36,266
HSBC net profit	21,229	26,762	32,967	36,226
Cash flow summary (INRm)				
Cash flow from operations	-4,107	26,366	46,638	30,166
Capex	-11,751	-18,000	-15,000	-15,000
Cash flow from investment	-92,936	-18,000	-15,000	-15,000
Dividends	-3,368	-4,014	-4,945	-5,434
Change in net debt	62,918	-4,352	-26,693	-9,732
FCF equity	-19,044	5,766	29,138	12,126
Balance sheet summary (INRm)				
Intangible fixed assets	73,586	73,586	73,586	73,586
Tangible fixed assets	42,437	51,786	56,612	59,564
Current assets	97,790	97,549	117,050	125,970
Cash & others	8,379	2,731	14,424	12,156
Total assets	224,378	233,485	257,813	269,684
Operating liabilities	32,318	27,582	38,863	31,902
Gross debt	71,193	61,193	46,193	34,193
Net debt	62,814	58,462	31,769	22,037
Shareholders' funds	109,844	133,687	161,709	192,501
Invested capital	173,117	192,608	193,962	215,062

Ratio, growth and per share analysis

Year to	03/2016a	03/2017e	03/2018e	03/2019e
Y-o-y % change				
Revenue	10.3	24.2	15.6	10.8
EBITDA	0.2	28.3	16.5	10.4
Operating profit	-0.6	19.7	16.2	8.6
PBT	0.5	12.7	16.8	9.9
HSBC EPS	-11.8	26.1	23.2	9.9
Ratios (%)				
Revenue/IC (x)	1.1	1.0	1.0	1.1
ROIC	15.7	15.1	16.7	17.1
ROE	21.4	22.0	22.3	20.5
ROA	13.0	12.7	13.8	14.0
EBITDA margin	25.6	26.5	26.7	26.6
Operating profit margin	22.3	21.5	21.7	21.2
EBITDA/net interest (x)	139.6	30.8	53.9	74.4
Net debt/equity	57.0	43.6	19.6	11.4
Net debt/EBITDA (x)	1.7	1.3	0.6	0.4
CF from operations/net debt		45.1	146.8	136.9
Per share data (INR)				
EPS Rep (diluted)	50.71	62.21	73.62	80.99
HSBC EPS (diluted)	47.41	59.76	73.62	80.90
DPS	6.01	7.62	9.39	10.31
Book value	245.30	298.54	361.12	429.88

Valuation data

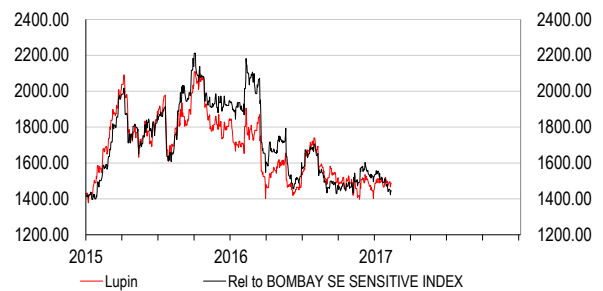
Year to	03/2016a	03/2017e	03/2018e	03/2019e
EV/sales	5.2	4.2	3.5	3.1
EV/EBITDA	20.4	15.8	13.1	11.7
EV/IC	4.2	3.8	3.6	3.2
PE*	31.4	24.9	20.2	18.4
PB	6.1	5.0	4.1	3.5
FCF yield (%)	-2.8	0.9	4.3	1.8
Dividend yield (%)	0.4	0.5	0.6	0.7

* Based on HSBC EPS (diluted)

Issuer information

Share price (INR)	1486.75	Free float	53%
Target price (INR)	1761.00	Sector	Pharmaceuticals
Reuters (Equity)	LUPN.BO	Country	India
Bloomberg (Equity)	LPC IN	Analyst	Girish Bakhru, CFA
Market cap (USDm)	9,982	Contact	+91 22 22681638

Price relative



Source: HSBC

Note: Priced at close of 08 Feb 2017

3QFY17 highlights

- ▶ 3QFY17 US sales at USD316m grew 8% qoq on higher methergine, gGlumetza and seasonally higher cephalosporins sales
- ▶ Lupin indicates 25+ plus launches in next 12-months including key launches like Minastrin Fe, Epzicom and few controlled substances
- ▶ R&D to remain elevated level in view of progress in niche pipeline products like Advair inhaler, biosimilar Enbrel etc

US: 3QFY17 US sales at USD316m (8% qoq) were c1% above our estimates on account of higher gGlumetza sales, pick up in methergine brand sales and seasonally higher cephalosporins sales. Lupin gained some market share from brand in gGlumetza (IMS Health currently indicates c80% prescription share for Lupin). The company foresees entry of 2 more generic players (Teva (TEVA.TA, USD32.10, Hold) and Sun Pharma (SUN.BO, INR662.20, Buy) in this space in next 12-months.

For another key product gFortamet, Lupin lost some market share to competitor Mylan. Regarding recent ANDA filing of Aurobindo Pharma for Fortamet generic, Lupin expects that patent litigation by the innovator can put statutory 30-month stay on FDA approval of Aurobindo's generic.

Fortamet ER TRx trend

TRx share	1 year ago		6 months ago		3 months ago		Latest week	
Week ending	2016/01/22	2016/01/29	2016/07/22	2016/07/29	2016/10/21	2016/10/28	2017/01/20	2017/01/27
Metformin ER (F)	99.45%	99.42%	99.57%	99.52%	99.53%	99.54%	99.57%	99.57%
Lupin	61.61%	60.84%	64.30%	63.92%	64.88%	64.64%	58.46%	58.04%
Allergan	37.74%	38.51%	35.24%	35.55%	32.89%	32.65%	29.96%	30.31%
Mylan	0.00%	0.00%	0.00%	0.00%	1.74%	2.23%	11.07%	11.19%
Fortamet ER (brand)	0.55%	0.58%	0.43%	0.48%	0.47%	0.46%	0.43%	0.43%

Source: IMS Health, HSBC analysis

Glumetza TRx trend

TRx share	1 year ago		6 months ago		3 months ago		Latest week	
Week ending	2016/01/22	2016/01/29	2016/07/22	2016/07/29	2016/10/21	2016/10/28	2017/01/20	2017/01/27
Metformin ER (Z)-	0.00%	0.00%	71.45%	71.22%	74.50%	77.58%	79.56%	80.18%
Lupin								
Glumetza (Brand)	100.00%	100.00%	28.55%	28.78%	25.50%	22.42%	20.44%	19.82%

Source: IMS Health, HSBC analysis

Lupin stated price erosion in higher single digit for its US portfolio during 3Q, similar to what it had been seen during the previous quarter.

Lupin had launched 4 products during 3Q and expects launch of another 3 products during 4QFY17. The company indicated healthy outlook for new launches with potential 25+ launches in next 12-months including Minastrin Fe (FTF launch), gEpzicom, bupropion XL, controlled

substances/CS (HYCD/APAP, oxycodone/APAP), potassium chloride, gNamenda XR, gVigamox, gTamiflu, gFosrenol etc. Along with these we expect ramp up of launches from Somerset (Gavis) could give needed cover on possible fall in metformin products (Fortamet, Glumetza) and also help in partially offsetting price erosion impact in the base portfolio.

Lupin indicates controlled substances or CS as one of key US sales driver in near-to-medium term where its filings cover USD20bn out of total USD30bn US market for CS. It is currently in the process of launching HYCD/APAP (US market size cUSD800m). As per the company, market share gain in CS products and advance purchasing orders are essential to get more quota from the DEA (Drug Enforcement Agency) which controls CS sales in the US.

The company has filed 6 ANDAs and received 11 approvals during 3QFY17 taking cumulative filings and approvals to 207 and 344 respectively. Recent filing of gProAir inhaler is addition to its bucket of complex filings (includes gRestasis, gAndrogel, gLialda). The company expects to file over 30 ANDAs in FY17 with many targeted at differentiated areas.

India formulations: 3QFY17 sales at INR9,912m grew 11.9% yoy despite demonetization (2%-3% sales impact). As per company, demonetization impact is largely over and expects sales growth to return back to 14-15% level from April 2017 onwards.

Lupin expects disruption in market due to potential implementation of GST (Goods and Service Tax) in 2H CY2017 as trade channels will de-stock inventory amid uncertainties during GST roll-out. However things should normalize soon and in long-term, secular growth story for India formulations remain intact with 15-20% annual sales growth.

Japan: In 3QFY17, Japan sales grew 5.3% yoy in JPY terms. Lupin had closed Shionogi deal during 3QFY17 and booked sales for few days from Shionogi. It expects 4Q to see full benefit from this deal and anticipated double-digit sales growth for its Japanese business.

Shionogi deal was announced in Aug 2016 under which Lupin acquired 21 products from Shionogi which have annual sales of USD90m covering therapeutic areas such as central nervous system (CNS), oncology, cardiac and anti-infectives. With this acquisition, Lupin will be ranked fifth among generic companies in Japan from current tenth rank. Lupin aims to get into Top 5 position among generics in Japan where generic penetration is expected to reach 80% in next three years from the current level of 55-56% according to the company

This acquisition will help Lupin in entering the Japanese branded market as well as help it in introducing its own products in Japan. As per Lupin, Shionogi products margins are closer to overall company margins but higher than overall margins of c11% industry-wide.

R&D expense: Lupin reported 3QFY17 R&D expenses of INR5.7bn (12.9% of net sales) compared to 13.6% to net sales in 2QFY17.

Lupin expects its R&D spend to remain elevated at 12-14% of sales as it continues to focus on strengthening its offerings in specialty segments of derma, ophthalmology, controlled substances, injectables, respiratory inhalers, biosimilars and NCE (new chemical entity)/NDDS (new drug and device delivery systems).

Development process for biosimilar Enbrel (etanercept for EU and Japan market), gAdvair inhaler and 2 film products with Monosol are progressing as per expectations.

Lupin 3QFY17 earnings summary

(INRm)	3QFY17	3QFY17e	Actual vs HSBC est.	3QFY16	y-o-y	2QFY17	q-o-q
Net revenue	44,829	41,735	7.4%	35,477	26.4%	42,905	4.5%
Raw materials	13,016	12,103	7.5%	11,232	15.9%	12,429	4.7%
Staff cost	7,312	7,133	2.5%	5,434	34.5%	7,124	2.6%
Other expenses	12,343	12,533	-1.5%	10,349	19.3%	13,072	-5.6%
EBITDA	12,158	9,966	22.0%	8,461	43.7%	10,281	18.3%
Other income	1,036	400	159.0%	664	56.0%	271	282.1%
Net interest	459	300	53.1%	99	364.4%	263	74.6%
Depreciation	2,309	2,037	13.4%	1,216	89.9%	2,112	9.3%
PBT	10,426	8,029	29.8%	7,811	33.5%	8,177	27.5%
Tax	4,095	2,007	104.0%	2,557	60.1%	1,589	157.6%
Minority interest & profit share in JV	0	10		-8		34	
Adj. Net Profit	6,331	6,032	5.0%	5,246	20.7%	7,004	-9.6%
Reported Net Profit	6,331	6,032	5.0%	5,246	20.7%	6,622	-4.4%
As % of revenues							
Raw Materials	29.0%	29.0%		31.7%		29.0%	
Staff Cost	16.3%	17.1%		15.3%		16.6%	
Other expenses	27.5%	30.0%		29.2%		30.5%	
EBITDA	27.1%	23.9%		23.8%		24.0%	
PBT	23.3%	19.2%		22.0%		19.1%	
Tax Rate (%)	39.3%	25.0%		32.7%		19.4%	
Net profit (adj.)	14.1%	14.5%		14.8%		16.3%	

Source: Company data, HSBC estimates

Lupin 3QFY17 sales split

(INRm)	3QFY17	3QFY17e	Actual vs HSBC est.	3QFY16	y-o-y	2QFY17	q-o-q
Formulations	41,365	37,699	9.7%	30,668	34.9%	39,193	5.5%
India	9,912	9,583	3.4%	8,860	11.9%	9,958	-0.5%
US	21,755	18,425	18.1%	13,805	57.6%	19,978	8.9%
Japan	4,492	4,674	-3.9%	3,734	20.3%	4,368	2.8%
South Africa	1,113	1,205	-7.6%	952	16.9%	1,197	-7.0%
EU	1,442	1,192	21.0%	1,235	16.8%	1,158	24.5%
RoW	2,651	2,620	1.2%	2,082	27.3%	2,534	4.6%
Bulk	2,684	3,036	-11.6%	2,835	-5.3%	2,919	-8.1%
Total sales	44,049	40,735	8.1%	33,503	31.5%	42,112	4.6%
Other Op income	779	1,000	-22.1%	1,973	-60.5%	793	-1.8%
Net Revenue	44,829	41,735	7.4%	35,477	26.4%	42,905	4.5%

Source: Company data, HSBC estimates

Lupin: Changes in estimates

INRm	FY17e	FY18e	FY19e
HSBC New estimates			
Revenues	174,551	201,729	223,605
EBITDA	46,243	53,868	59,488
Net Profit	26,762	32,967	36,226
EPS (INR)	59.8	73.6	80.9
HSBC Old estimates			
Revenues	169,136	199,245	219,179
EBITDA	43,664	53,505	57,772
Net Profit	26,835	33,503	36,342
EPS (INR)	59.9	74.8	81.2
% Variance-new vs old			
Revenues	3.2%	1.2%	2.0%
EBITDA	5.9%	0.7%	3.0%
Net Profit	-0.3%	-1.6%	-0.3%
EPS (INR)	-0.3%	-1.6%	-0.3%
Consensus			
Revenues	173,486	199,752	227,640
EBITDA	46,022	53,438	61,151
Net Profit	28,848	33,396	38,255
EPS (INR)	63.6	73.7	84.9
% Variance-HSBC new vs Consensus			
Revenues	0.6%	1.0%	-1.8%
EBITDA	0.5%	0.8%	-2.7%
Net Profit	-7.2%	-1.3%	-5.3%
EPS (INR)	-6.0%	-0.2%	-4.7%

Source: HSBC estimates, Thomson Reuters DataStream

We have changes to our estimates in-line with current visibility on key product launches in the US and outlook for growth in other regions. We continue to build in higher R&D and build 13-14% to sales R&D in FY17-19e in lieu of respiratory and biosimilar trials. All these adjustments have led to minor changes in our FY17/18/19 EPS estimates.

We are broadly in-line with Consensus on EPS estimates for FY17/18/19.

Valuation and Risks

We maintain Buy as long-term outlook remains strong in the US. In near-term, new launches such as Minastrin Fe, bupropion XL, Epzicom and some controlled substances (HYCD/APAP & oxycodone/APAP) and oral contraceptives sustain US sales and can offset some declines in the US on price erosion and lower metformin sales. In long-term R&D driven specialty focused products should drive US growth.

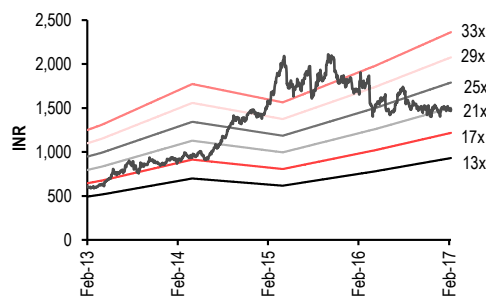
We roll forward valuations and value Lupin at 24x (Gordon Growth based PE, unchanged) Sep-18e EPS of INR77.3 and discount this to get TP of INR1,761 (from INR1,778).

Our Gordon growth assumptions are: c22% RoE, long-term growth rate of 3.6% and cost of equity of 7.1%.

Our revised TP implies upside of 18.4% and we maintain Buy rating on strong outlook for the US.

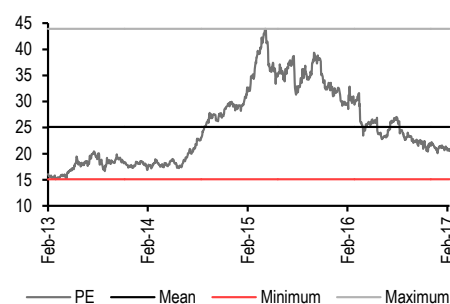
Key downside risks: poor execution in high value product launches in US (e.g. HYCD/APAP, Vigamox, Epzicom, bupropion XL etc), material price erosion in the portfolio following Walmart-McKesson merger.

Lupin 12-month forward PE (x) band



Source: HSBC estimates, Thomson Reuters DataStream

Lupin 12-month forward PE (x) range



Source: HSBC estimates, Thomson Reuters DataStream

Peer valuation summary (priced at close 8 Feb)

Company	BBG Ticker	Mcap (USDb)	Rating	CMP (INR)	TP (INR)	Up/Down-side	EPS (INR)				PE (x)			
							FY16	FY17e	FY18e	FY19e	FY16	FY17e	FY18e	FY19e
Aurobindo	ARBP IN	6.1	Buy	697	874	25.5%	33.9	40.1	47.7	51.8	20.5	17.4	14.6	13.4
Cipla	CIPLA IN	7.2	Hold	603	625	3.6%	20.6	17.2	23.9	30.8	29.2	35.1	25.3	19.6
Dr Reddy's	DRRD IN	7.4	Reduce	3,015	2,656	-11.9%	138.9	76.5	123.7	165.9	21.7	39.4	24.4	18.2
Lupin	LPC IN	10.0	Buy	1,487	1,761	18.4%	47.4	59.8	73.6	80.9	31.4	24.9	20.2	18.4
Sun Pharma	SUNP IN	23.6	Buy	662	797	20.4%	21.3	30.4	35.7	40.0	31.1	21.8	18.6	16.6

Source: HSBC estimates, Thomson Reuters DataStream

Disclosure appendix

Analyst Certification

The following analyst(s), economist(s), and/or strategist(s) who is(are) primarily responsible for this report, certifies(y) that the opinion(s) on the subject security(ies) or issuer(s) and/or any other views or forecasts expressed herein accurately reflect their personal view(s) and that no part of their compensation was, is or will be directly or indirectly related to the specific recommendation(s) or views contained in this research report: Girish Bakhru, CFA and Damayanti Kerai

Important disclosures

Equities: Stock ratings and basis for financial analysis

HSBC believes an investor's decision to buy or sell a stock should depend on individual circumstances such as the investor's existing holdings, risk tolerance and other considerations and that investors utilise various disciplines and investment horizons when making investment decisions. Ratings should not be used or relied on in isolation as investment advice. Different securities firms use a variety of ratings terms as well as different rating systems to describe their recommendations and therefore investors should carefully read the definitions of the ratings used in each research report. Further, investors should carefully read the entire research report and not infer its contents from the rating because research reports contain more complete information concerning the analysts' views and the basis for the rating.

From 23rd March 2015 HSBC has assigned ratings on the following basis:

The target price is based on the analyst's assessment of the stock's actual current value, although we expect it to take six to 12 months for the market price to reflect this. When the target price is more than 20% above the current share price, the stock will be classified as a Buy; when it is between 5% and 20% above the current share price, the stock may be classified as a Buy or a Hold; when it is between 5% below and 5% above the current share price, the stock will be classified as a Hold; when it is between 5% and 20% below the current share price, the stock may be classified as a Hold or a Reduce; and when it is more than 20% below the current share price, the stock will be classified as a Reduce.

Our ratings are re-calibrated against these bands at the time of any 'material change' (initiation or resumption of coverage, change in target price or estimates).

Upside/Downside is the percentage difference between the target price and the share price.

Prior to this date, HSBC's rating structure was applied on the following basis:

For each stock we set a required rate of return calculated from the cost of equity for that stock's domestic or, as appropriate, regional market established by our strategy team. The target price for a stock represented the value the analyst expected the stock to reach over our performance horizon. The performance horizon was 12 months. For a stock to be classified as Overweight, the potential return, which equals the percentage difference between the current share price and the target price, including the forecast dividend yield when indicated, had to exceed the required return by at least 5 percentage points over the succeeding 12 months (or 10 percentage points for a stock classified as Volatile*). For a stock to be classified as Underweight, the stock was expected to underperform its required return by at least 5 percentage points over the succeeding 12 months (or 10 percentage points for a stock classified as Volatile*). Stocks between these bands were classified as Neutral.

*A stock was classified as volatile if its historical volatility had exceeded 40%, if the stock had been listed for less than 12 months (unless it was in an industry or sector where volatility is low) or if the analyst expected significant volatility. However, stocks which we did not consider volatile may in fact also have behaved in such a way. Historical volatility was defined as the past month's average of the daily 365-day moving average volatilities. In order to avoid misleadingly frequent changes in rating, however, volatility had to move 2.5 percentage points past the 40% benchmark in either direction for a stock's status to change.

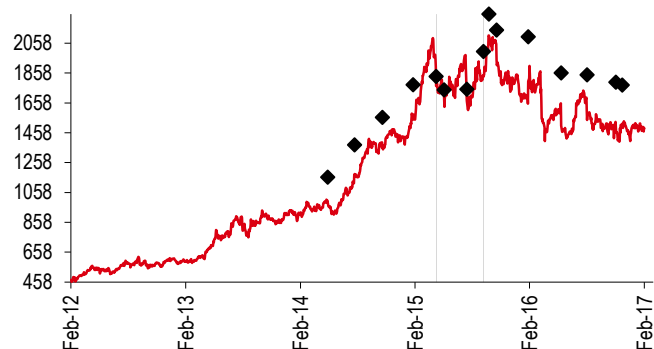
Rating distribution for long-term investment opportunities

As of 09 February 2017, the distribution of all independent ratings published by HSBC is as follows:

Buy	45%	(25% of these provided with Investment Banking Services)
Hold	40%	(27% of these provided with Investment Banking Services)
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For the purposes of the distribution above the following mapping structure is used during the transition from the previous to current rating models: under our previous model, Overweight = Buy, Neutral = Hold and Underweight = Sell; under our current model Buy = Buy, Hold = Hold and Reduce = Sell. For rating definitions under both models, please see “Stock ratings and basis for financial analysis” above.

For the distribution of non-independent ratings published by HSBC, please see the disclosure page available at <http://www.hsbcnet.com/gbm/financial-regulation/investment-recommendations-disclosures>.

Share price and rating changes for long-term investment opportunities**Lupin (LUPN.BO) share price performance INR Vs HSBC rating history**

Source: HSBC

Rating & target price history

From	To	Date	Analyst
Overweight	Hold	17 Apr 2015	Girish Bakhru
Hold	Buy	15 Sep 2015	Girish Bakhru
Target price	Value	Date	Analyst
Price 1	1159.00	07 May 2014	Girish Bakhru
Price 2	1377.00	31 Jul 2014	Girish Bakhru
Price 3	1560.00	28 Oct 2014	Girish Bakhru
Price 4	1780.00	03 Feb 2015	Girish Bakhru
Price 5	1835.00	17 Apr 2015	Girish Bakhru
Price 6	1744.00	13 May 2015	Girish Bakhru
Price 7	1750.00	24 Jul 2015	Girish Bakhru
Price 8	2002.00	15 Sep 2015	Girish Bakhru
Price 9	2252.00	02 Oct 2015	Girish Bakhru
Price 10	2146.00	27 Oct 2015	Girish Bakhru
Price 11	2101.00	05 Feb 2016	Girish Bakhru
Price 12	1858.00	20 May 2016	Girish Bakhru
Price 13	1846.00	10 Aug 2016	Girish Bakhru
Price 14	1796.00	10 Nov 2016	Girish Bakhru
Price 15	1778.00	30 Nov 2016	Girish Bakhru

Source: HSBC

To view a list of all the independent fundamental ratings disseminated by HSBC during the preceding 12-month period, please see the disclosure page available at www.research.hsbc.com/A/Disclosures.

HSBC & Analyst disclosures**Disclosure checklist**

Company	Ticker	Recent price	Price date	Disclosure
LUPIN	LUPN.BO	1486.75	09 Feb 2017	6, 7

Source: HSBC

- HSBC has managed or co-managed a public offering of securities for this company within the past 12 months.
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