



BSE: 500257	NSE: LUPIN	REUTERS: LUPIN.BO	BLOOMBERG: LPC IN
-------------	------------	-------------------	-------------------

Robust Growth, Record Profits Net Profit Up 24%, Q2 FY 2011-12

Mumbai, November 09, 2011: Pharma Major Lupin Ltd. reported a top-line growth of 24% and net profit growth of 24% for the second quarter, FY 2011-12. These unaudited results were taken on record by the Board of Directors at a meeting held in Mumbai today.

Key Financial & Performance Highlights

- Net sales grew by 24% to Rs. 17,417 Mn. during Q2, FY 2011-12, up from Rs. 14,094 Mn. (Q2, FY 2010-11)
- Net profits grew by 24% to Rs. 2,669 Mn. during Q2, FY 2011-12, as compared to Rs 2,150 million (Q2 FY 2010-11)
- Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) grew by 35% to Rs. 4,057 Mn. during Q2, FY 2011-12, from Rs. 3,001 Mn.(Q2 FY 2010-11)

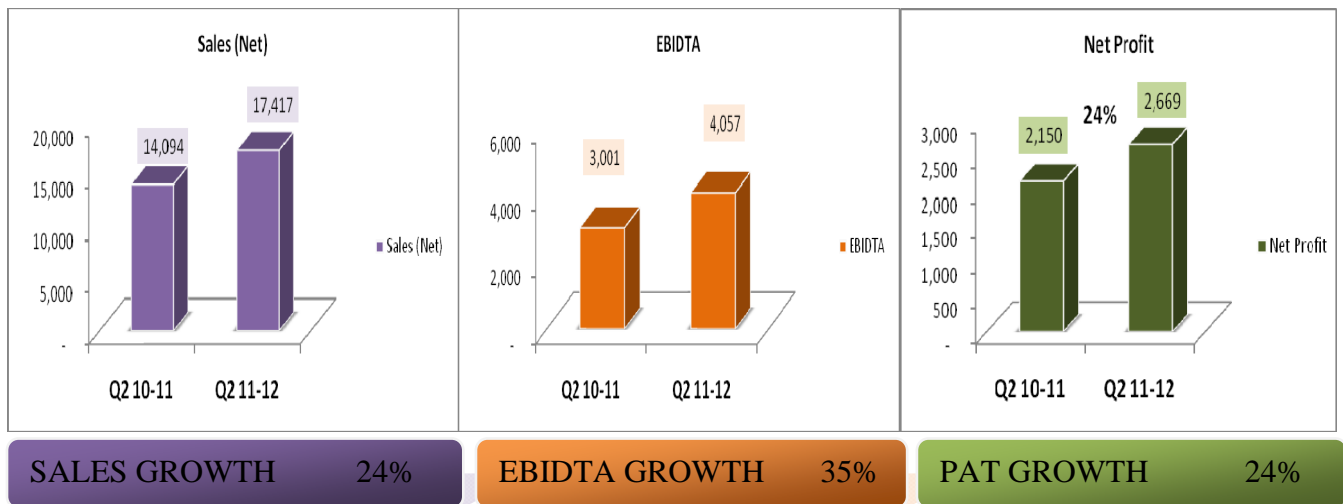
Commenting on the results, Dr. Kamal K. Sharma, Managing Director, Lupin Limited, said "We had a very good second quarter. Steady product approvals, launches and growth across the U.S., Europe, Japan and India have helped us deliver 25 quarters of consistent growth."

Profit & Loss Highlights

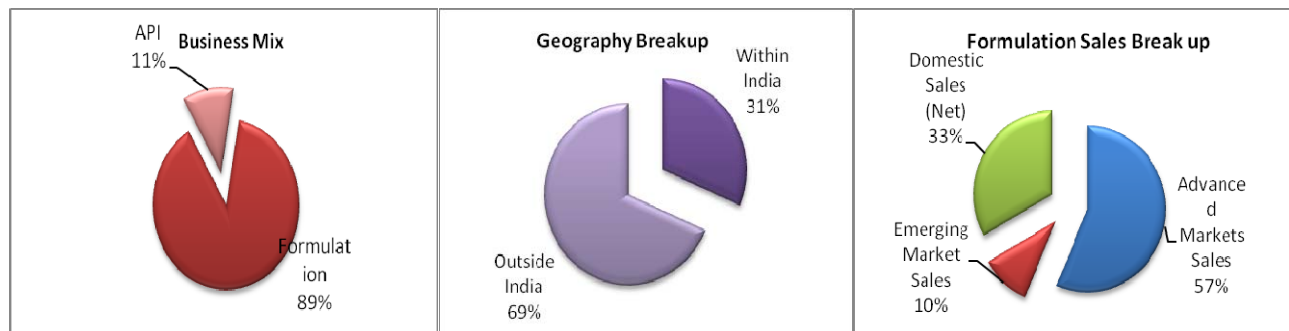
- Material cost decreased by 4.7% to 34.3% of Net Sales, at Rs. 5,979 Mn. during Q2, FY 2011-12, as against Rs. 5,494 Mn. (Q2, FY 2010-11).
- Personnel cost decreased by 0.5% to 13.1% of Net Sales, at Rs. 2,276 Mn. during Q2, FY 2011-12, as against Rs. 1,916 Mn. (Q2, FY 2010-11).
- Selling, General and Administrative expenses increased by 3.2% to 31.2 % of Net Sales at Rs. 5,429 Mn. during the Q2, FY 2011-12 as against Rs. 3,943 Mn during Q2, FY 2010-11.
- Revenue Expenditure on R&D increased to Rs. 1,380 Mn. amounting to 7.9% of Net Sales during Q2, FY 2011-12, as against Rs.1,157 Mn. (Q2, FY 2010-11)

Balance Sheet Highlights

- Net Operating Working Capital increased by 23% to Rs 16,089 Mn. as on 30th September, 2011 as against Rs 13,082 Mn. as on 31st March 2011 despite a 24% increase in topline.
- Capital Expenditure stands at Rs.1,285 Mn. during the quarter.
- Debt Equity Ratio stood at 0.25 as on 30th September, 2011 from 0.22 as on 31st March, 2011.



(All Figures are in Rs. Mn)



Operational Highlights

- Advanced markets Formulation sales (including US, Europe & Japan) increased by 15% to Rs. 7,760 Mn. during Q2, FY 2011-12, up from Rs. 6,728 Mn (Q2, FY 2010-11). The Advanced Markets contributed 45% of the Net Sales for the Quarter.
- Formulation Sales in US and EU grew by 16% to Rs 5,981 Mn. during Q2, FY 2011-12, up from Rs. 5,161 Mn. (Q2 FY 2010-11).
- Net Sales for Lupin's Indian business grew by 22% to Rs. 5,120 million during Q2, FY 2011-12 as compared to Rs. 4,191 million (Q2, FY 2010-11).
- Lupin's Japanese subsidiary, Kyowa grew by 14% to Rs. 1,780 Mn during Q2, FY 2011-12 and contributed 10 % of the overall revenues during the quarter.
- Sales for Lupin's South African subsidiary, Pharma Dynamics grew by 61% to Rs. 679 Mn. during Q2, FY 2011-12 as against Rs. 422 Mn (Q2, FY 2010-11.)
- Other emerging markets grew by 14% at Rs 912 Mn during Q2, FY 2011-12 as against Rs. 802 Mn (Q2, FY 2010-11.)

- Lupin entered into a licensing agreement with Medicis Pharmaceutical Corporation during the quarter and received USD 20 Mn upfront payment for the same.
- Lupin and Eli Lilly India entered into a strategic collaboration to promote and distribute Lilly's Huminsulin range of products in India & Nepal.
- Lupin's Philippines subsidiary, Multicare Pharmaceuticals entered into a marketing and distribution agreement whereby Multicare will market Sanofi-Aventis's Central Nervous System (CNS) global brands, Solian® (Amisulpride) and Stilnox® (Zolpidem Hemitartrate).

Operational Summary

USA & Europe

US & Europe formulation sales contributed 34% of consolidated revenues. Sales of Formulations in US & Europe grew by 16% to Rs. 5,981 Mn. during Q2, FY 2011-12, as against Rs. 5,161 Mn. (Q2, FY 2010-11).

USA

The Branded Business grew by 19% while the generics business grew by 14% during the quarter.

The company further expanded and consolidated on its generic product portfolio in the U.S. during the quarter. 16 out of 32 generic products in the U.S. rank No 1 by market share and 30 out of these 32 products are in the Top 3 by Market share (IMS Health - Sep, 2011). Lupin's prescription market share has grown to 5.1% and Lupin remains the 5th largest and the fastest growing generics player in the U.S. (by prescriptions, IMS Health).

The quarter also saw the company launch Metformin ER Tablets having received approvals from the US FDA. Lupin was the first applicant to file an ANDA for the product and under the provisions of the Hatch-Waxman Act is entitled to 180 days of marketing exclusivity. The company also launched Levetiracetam ER Tablets, Mefenamic Acid Capsules and Tramadol ER Tablets in the U.S generics market.

During the quarter, the company entered into a licensing agreement with Medicis Pharmaceutical Corporation to apply proprietary Lupin formulation technologies to multiple therapeutic compounds under which the company received USD 20 Mn. upfront payment during the quarter. Lupin will also be eligible for future research, development, regulatory and other milestones of up to USD 38 mn, as well as a single digit royalty on sales by Medicis.

US FDA Approvals

During the quarter the company filed one ANDA bringing the Cumulative filings to 153 ANDAs. The Company received 3 ANDA approvals in the quarter (6 in all in the half year), which takes the total approvals to 54.

Europe

The European business grew 25% in the quarter at Rs 461 mn during Q2, FY 2011-12 as against Rs. 369 Mn (Q2, FY 2010-11.). The company launched Sumatriptan Pen, Letrozole Tablets and Exemestane Tablets in Germany. The Company also launched Levetiracetam tablets in France.

The Company filed 7 MAA filings during the quarter including five DCPs and received 5 approvals during the quarter. The cumulative filings for EU stand at 102 of which 51 were approved.

India Region Formulation

The India Formulations business grew by 22% to clock in revenues of Rs 5,120 Mn. during Q2, FY 2011-12, as compared to Rs. 4,191 Mn. for Q2 2010-11. India forms a very important part of Lupin's overall growth, and contributed 29% to its overall revenues during Q2, FY 2011-12.

Japan

Lupin's subsidiary, Kyowa Pharmaceuticals grew by 14% clocking Net Sales of Rs. 1,780 Mn. during Q2, FY 2011-12, as against Rs. 1,567 Mn. (Q2, FY 2010-11) and contributed 10% to Lupin's consolidated revenues.

South Africa

Lupin's South African Business - Pharma Dynamics clocked in revenues of Rs 679 Mn. during Q2, FY 2011-12, representing a growth of 61%.

API

API Net Sales were at Rs. 1,976 Mn as against Rs 1,951 and contributed 11% to Lupin's consolidated revenues.

R&D

Revenue Expenditure on R&D amounted to Rs. 1,380 Mn., 7.9% to Net sales as against Rs. 1,157 Mn in the previous year.

About Lupin Limited

Headquartered in Mumbai, India, Lupin is an innovation led transnational pharmaceutical company producing a wide range of generic and branded formulations and APIs. The Company today has significant presence in the Cardiovascular, Diabetology, Asthma, Pediatrics, CNS, GI, Anti-Infectives and NSAID space in addition holding global leadership positions in the Anti-TB and Cephalosporins area.

Lupin is the 5th largest and fastest growing generics player in the US (5.1% market share by prescriptions, IMS Health), the only Asian company to achieve that distinction. The company is also the fastest growing top 10 pharmaceutical player in India, Japan and South Africa (IMS).

For the financial year ended March 2011, Lupin's Consolidated Revenues and Profit after Tax were Rs.57,068 million (USD 1.28 Billion) and Rs. 8,626 million (USD 193 million) respectively.

Please visit <http://www.lupinworld.com> for more information about Lupin Ltd.

For further information or queries please contact -

Shamsher Gorawara
Head - Corporate Communications
Lupin Limited:
Ph: +91 98 20 338 555
Email: shamshergorawara@lupinpharma.com or

Sonia Mansata
Text 100 Public Relations
Ph: +91 98 20 11 2481
Email: sonia.mansata@text100.co.in