

**HEART FAILURE SHATTERS MILLIONS OF LIVES**

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## Lupin Pharmaceuticals, Inc.

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*Research Driven. Quality Committed. Customer Focused.*

Headquartered in Baltimore, Maryland, Lupin Pharmaceuticals, Inc. ("Lupin") is dedicated to delivering high-quality branded and generic pharmaceutical products trusted by health care professionals and patients across the United States. Lupin is the exclusive US distributor for all of the products developed and manufactured by its parent company, Lupin Ltd., and other affiliate companies. Lupin remains the fifth-largest generic player in the United States by prescriptions, growing at a rate of 9.9% year over year, the fastest among the top 5 manufacturers (IMS Health, National Prescription Audit, September 2013).

Lupin's journey over the past decade has been very exciting. The birth of Lupin began in 2003 with 3 Baltimore-based employees and Lupin's first US generic product approval. Lupin now markets 71 products, generating over \$800 million in net revenues. Lupin has grown in scale, breadth, and depth. In April 2014, Lupin became the largest tenant in the Harborplace Tower office building, located in Baltimore's vibrant Inner Harbor. The Lupin name is now prominently displayed on its headquarters office building. Lupin has brought significant, high-quality, affordable medicines to the market, which has helped fuel the growth of its business. With a robust pipeline in hand, along with continued investments, expansion of technologic capabilities, and an aspiration to grow the business through organic efforts and acquisitions, Lupin is just getting started.

RECENT GENERIC LAUNCHES	BRAND EQUIVALENT
Eszopiclone Tablets	Lunesta®
Doxycycline Capsules USP	Monodox®
Zolpidem Tartrate ER Tablets USP	Ambien® CR
Rifabutin Capsules USP	Mycobutin®
Niacin ER Tablets USP	Niaspan®


The momentum of Lupin's sustained growth year over year is a result of a valuable pipeline, solid customer relationships, and flawless execution. Lupin has 94 ANDAs pending FDA approval (as of May 2014), and introduced 19 generic products last fiscal year (FY). Lupin's products are generally vertically

integrated, which ensures quality control throughout each step of product development and manufacturing. This gives Lupin an unparalleled advantage over its competitors, as Lupin is able to control its supply chain, as well as offer competitive pricing.

**R&D**

Lupin recognizes the importance of R&D, and globally invested more than 8% of its FY 2013 net sales in this area. In FY 2014, the US generics business reported upward growth of 32%, with revenues of \$723 million, up from \$548 million in FY 2013. New launches contributed 18% of the US generics revenue. Key launches included Duloxetine HCl DR Capsules, Abacavir Lamivudine Zidovudine Tablets, Gatifloxacin Ophthalmic Solution, and Niacin ER Tablets.

Lupin is seeking to expand its portfolio to offer products in new therapeutic areas, including dermatology and inhalation. Lupin's affiliate company, Lupin Inc., recently announced the start-up of its first Research & Development facility, located in Coral Springs, Florida. This R&D site will be a 30,000 sq ft state-of-the-art



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facility and will be focusing on the development of branded and generic oral and nasal inhalation products. Lupin remains committed to investing in the development of new branded and generic products in multiple therapeutic areas and dosage forms.

### Quality & Supply Chain

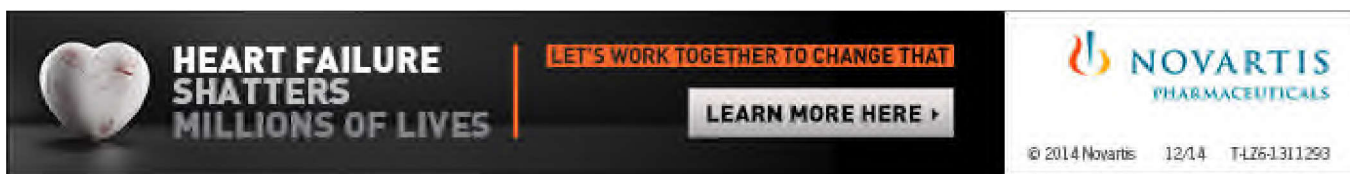
Lupin's commitment to quality is unquestionable. Lupin has earned its reputation for reliability by consistently delivering high-quality products. Lupin has a strong corporate culture of excellence in place, ensuring strict adherence to FDA regulations year after year.

Lupin's global affiliates continue to expand their manufacturing capabilities by adding state-of-the art facilities. This enables Lupin to continue to exceed customer demands and strengthen its overall supply chain by creating efficiencies that ensure cutting-edge response time and continuous product supply.

### The Lupin Advantage

"Over the last decade, Lupin has successfully ring-fenced its business by creating competitive advantages which have become distinctive differentiators. We have done that by calibrating our choice of markets; entry into new geographies, new therapies, the business and product mix; not to mention a rigorous attention to input costs in a never-ending quest for better efficiencies." — Dr. Kamal K. Sharma, managing director, Lupin Ltd.

For more information, visit [www.lupinpharmaceuticals.com](http://www.lupinpharmaceuticals.com).



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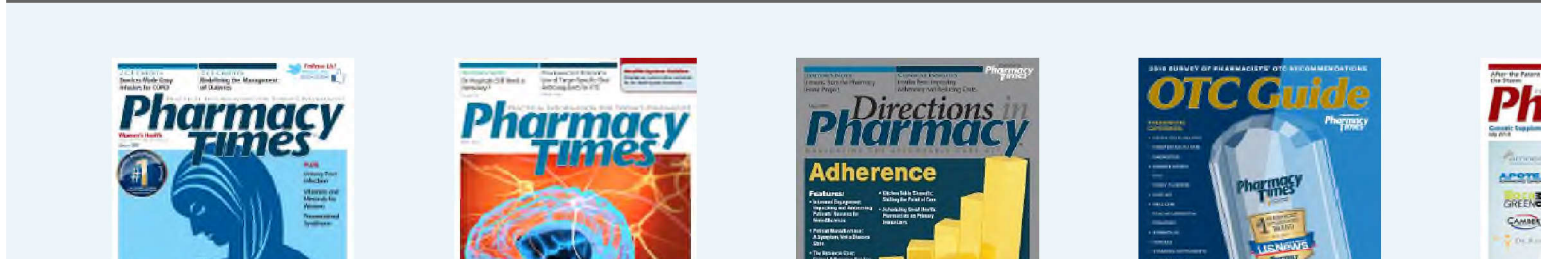
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