Boehringer Ingelheim India and Lupin expand collaboration for co-marketing of two oral anti-diabetic drugs

- Expanded partnership will help co-market two oral anti—diabetic drugs **Gibtulio Met®** (Empagliflozin + Metformin) and **Ajaduo®** (Empagliflozin + Linagliptin)
- **Gibtulio Met®** has potential for addressing CVD risk along with effective blood sugar control in adult Indian patients of type 2 diabetes.
- **Ajaduo®** has a strong blood sugar lowering effect and at the same time addresses multiple pathophysiological defects in type 2 diabetes.

Mumbai, July 11, 2018: German based pharma major - Boehringer Ingelheim and Lupin Limited (Lupin) today announced the expansion of their partnership with plans to market two new oral anti-diabetics recently approved by the Drugs Controller General of India (DCGI) – **Gibtulio Met®** (Empagliflozin + Metformin) and **Ajaduo®** (Empagliflozin + Linagliptin). Both these products belong to a novel class of oral anti-diabetic drugs patented in India and will be launched for the first time by an Indian company. The two products will be co-marketed simultaneously by Boehringer Ingelheim and Lupin across India under different brand names.

The Empagliflozin + Linagliptin combination is the world's first approved combination of an SGLT-2 inhibitor and DPP4 inhibitor. In addition to a strong effect on lowering blood sugar levels, it also addresses multiple pathophysiological defects in type 2 diabetes, and is a big step towards improved management of type 2 diabetes. It will also help in reducing the pill burden for patients and help improve adherence to the prescribed treatment.

The Empagliflozin + Metformin combination can be given to newly diagnosed patients at higher baseline HbA1c levels and would help manage cardiac complications in patients with type 2 diabetes with heart disease.

As per the International Diabetes Federation, India is home to 72.9 million adults aged between 20 and 79 years of age, ranking second behind China; and is poised to breach 150 million patients by 2045, by when India will overtake China. Fortunately, while the number of patients is increasing, so is the awareness among the public to address it. The Indian diabetes market is valued at INR 1,13,360 million and is growing at 11.7% (IMS MAT April 2018) with the oral anti-diabetic market being valued at INR 83,340 million and growing at 11.21% (IMS MAT April 2018).

Commenting on the expanded partnership, **Mr. Sharad Tyagi, Managing Director - Boehringer Ingelheim India** said, "We are pleased to expand this partnership and work closely with Lupin, to provide wider access and innovative solutions towards better diabetes management in India. With this, the medical fraternity and patients will now have access to one of the most comprehensive Diabetes portfolios in the country. As a dedicated organization to the field of diabetes, we aim to reinforce our commitment by continually exploring newer avenues to help reduce the diabetes burden in the country."

According to **Mr. Rajeev Sibal, President – India Region Formulations, Lupin**, "We are excited about the expansion of our partnership with Boehringer Ingelheim and our combined contribution to combating the increasing incidence of Diabetes in India. The introduction of these two new oral anti-diabetics to the market

will strengthen our anti-diabetes portfolio and will contribute immensely to our position as a leading player in the Indian pharmaceutical market."

Lupin's India business grew to INR 44,129 Mn, and is the 5th largest pharmaceutical company by sales in the Indian Pharmaceutical Market, with a focus on its top three therapies areas of Cardiac, Anti-Diabetes and Respiratory. Lupin is the fastest growing company amongst leading majors in the Anti-Diabetes market and on a month basis is ranked as the 3rd largest company in the Indian Diabetes market as per IQVIA. The sales of Lupin's Diabetes portfolio grew to INR 8,430 Mn at a growth rate of 24% YOY which is more than twice that of the market growth rate.

About Boehringer Ingelheim

Innovative medicines for people and animals have for more than 130 years been what the research-driven pharmaceutical company Boehringer Ingelheim stands for. Boehringer Ingelheim is one of the pharmaceutical industry's top 20 companies and to this day remains family-owned. Day by day, some 50,000 employees create value through innovation for the three business areas: human pharmaceuticals, animal health and biopharmaceutical contract manufacturing. In 2016, Boehringer Ingelheim achieved net sales of around 15.9 billion euros. With more than three billion euros, R&D expenditure corresponds to 19.6 percent of net sales.

Social responsibility comes naturally to Boehringer Ingelheim. That is why the company is involved in social projects such as the "Making More Health" initiative. Boehringer Ingelheim also actively promotes workforce diversity and benefits from its employees' different experiences and skills. Furthermore, the focus is on environmental protection and sustainability in everything the company does.

More information about Boehringer Ingelheim can be found on http://www.boehringer-ingelheim.com or in our annual report: http://annualreport.boehringer-ingelheim.com

About Lupin Limited

Lupin is an innovation led transnational pharmaceutical company developing and delivering a wide range of branded & generic formulations, biotechnology products and APIs globally. The Company is a significant player in the Cardiovascular, Diabetology, Asthma, Pediatric, CNS, GI, Anti-Infective and NSAID space and holds global leadership position in the Anti-TB segment.

Lupin is the 12th and 8th largest generics pharmaceutical company by market capitalization (31st March 2018, Bloomberg) and revenues (31st Mar 2018, Bloomberg LTM) respectively. The Company is the 4th largest pharmaceutical player in the US by prescriptions (IQVIA MAT March 2018); 3rd largest Indian pharmaceutical company by global revenues (31st Mar 2018, Bloomberg LTM); 6th largest generic pharmaceutical player in Japan and 5th largest company in the Indian Pharmaceutical Market (IQVIA MAT March 2018).

For the financial year ended 31st March, 2018, Lupin's Consolidated sales and Net profits before ex ceptional items were at Rs. 155,598 million (USD 2.41 billion) and Rs. 13,934 million (USD 216 million) respectively. Please visit http://www.lupin.com for more information. You could also follow us on Twitter – http://www.twitter.com/lupinglobal

CIN: L24100MH1983PLC029442 Registered Office: Lupin Ltd, 3rd Floor, Kalpataru Inspire, Off Western Express Highway, Santacruz (East), Mumbai 400 055.

For further information or queries, please contact –

Lupin Ltd.
Pooja Thakran
VP – Corporate Communications
Email: poojathakran@lupin.com
Ph: +91-22-66402531 / 8291013225

Arvind Bothra
Head – Investor Relations
Email: arvindbothra@lupin.com
Ph: +91-22-66402137

Boehringer Ingelheim
Neeti Khullar
Head Communications & Public Relations
Boehringer Ingelheim India
neeti.khullar@boehringer-ingelheim.com