News Release

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MSD and Lupin announce Strategic Partnership to Co-market MSD's 23-valent Pneumococcal polysaccharide vaccine (PPV) for Indian market

MUMBAI, July 18, 2013: In an important development, MSD, one of the world's leading players in 23-valent Pneumococcal Polysaccharide Vaccines category, and Pharma Major Lupin Limited (Lupin) today announced the forming of an India-specific strategic partnership. Within the scope of the partnership, Lupin will have a non-exclusive license to market, promote and distribute MSD's 23-valent Pneumococcal Polysaccharide Vaccine under a different brand name in India.

Announcing the partnership, **Mr. K. G. Ananthakrishnan, Managing Director, MSD in India** said, "*MSD has a rich legacy of developing vaccines to prevent some of the world's leading diseases. We are proud to have entered into a strategic, India-specific partnership with Lupin. This partnership is aligned with our commitment towards patients in India and also addressing treatment challenges for high risk patients by providing broader access to our innovative medicines and vaccines. It is a perfect amalgamation as MSD brings the research and scientific excellence for Pneumococcal Polysaccharide Vaccines, and Lupin brings their marketing excellence, significant reach among key clinician categories to drive product access. MSD and Lupin both share the same commitment of providing broader access to a larger at risk adult population, driving vaccination rate and reducing fatality, which is core to this unique collaboration in Vaccines*."

Announcing the partnership, **Mr. Shakti Chakraborty, Group President, India & CIS countries, Lupin** said - "We are pleased to be associated with MSD in India. This partnership bears testimony to Lupin's leadership credentials in the Indian Pharmaceutical Market (IPM), 2.8 % market share of the overall IPM (IMS TSA MAT, March 2013), not to mention leadership specifically in the Cardiovascular, Diabetes and Respiratory therapy segments as also our existing market reach within the IPM. We believe that the partnership is an important step-forward as both companies

share a common passion and commitment to make a meaningful difference to the lives of patients suffering from Pneumococcal diseases in India."

Pneumococcal disease is an infection caused by bacteria named *Streptococcus pneumoniae* and it results in variety of invasive and non-invasive pneumococcal diseases with pneumonia being the most common presentation in adults. Pneumococcal disease kills more patients worldwide than any other vaccine preventable diseases. Worldwide 1.6 million people die of pneumococcal disease every year which translates to 3 people dying every minute. Adults with co morbid conditions like chronic lung disease (COPD etc.), diabetes, chronic heart diseases, chronic liver diseases, immune compromised diseases as well as adults more than 65 years of age are at increased risk for pneumococcal diseases than healthy adults

A recent study from India showed that the case fatality rate due to invasive pneumococcal disease observed in elderly is 26.4% which is much higher than that in children and highlights the need for preventive interventions in adults[1]

Identifying this significant risk, this partnership is built on a patient centric model, which will help improve vaccination rate for pneumococcal disease, in particular to high risk population group to help reduce incidence and mortality in adults.

Pneumococcal polysaccharide vaccine (PPV)

Pneumococcal polysaccharide vaccine (PPV) addresses the need of prevention of pneumococcal disease in India with its proven efficacy and broader coverage.

- PPV23 provides broader coverage and has proven efficacy for prevention of pneumococcal diseases which help addresses the need of prevention of pneumococcal disease in India
- Based on the clinical experience since last 3 decades, PPV23 has good safety profile
- Recent India focused study showed that more than 80% of invasive serotype groups of *Streptococcus pneumoniae* causing disease in the elderly in India are included in the formulation of PPV 23 which makes this vaccine relevant from India perspective
- PPV23 is recommended worldwide for prevention of pneumococcal diseases in adults by leading medical societies like Advisory committee on Immunization Practices, American Diabetes Association, American Thoracic society, Geriatric society of India etc.

About MSD

About MSD
Today's MSD is a global healthcare leader working to help the world be well. MSD is a tradename of Merck & Co., Inc., with headquarters in Whitehouse Station, N.J., U.S.A. Through our prescription medicines, vaccines, biologic therapies, and consumer care and animal health products, we work with customers and operate in more than 140 countries to deliver innovative health solutions. We also demonstrate our commitment to increasing access to healthcare through far-reaching policies, programs and partnerships. For more information, visit www.merck.com and connect with us on Twitter, Facebook and YouTube.

MSD operates its human health business in India through three separate legal entities: MSD Pharmaceuticals Pvt. Ltd., Organon (India) Private Ltd., and Fulford (India) Limited, which are subsidiaries of Merck & Co. Inc., Whitehouse Station, N.J., USA. Since its existence in India, the

company has moved quickly in laying the foundation for a business that is differentiated by its focus through launching innovative products relevant to India. MSD India currently operates in various therapeutic areas in human health, including Metabolics, Cardiovascular, Vaccines, Critical Care, Virology, Oncology, Women's Health, Dermatology, Respiratory, Virology, Musculoskeletal and Primary Care, and offers a strong and diversified product portfolio of over 75 brands in total. For more information on MSD India, visit www.msdindia.in

About Lupin Limited

Headquartered in Mumbai, Lupin is an innovation led transnational pharmaceutical company producing and developing a wide range of branded and generic formulations 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 positions in the Anti-TB and Cephalosporin segment.

Lupin is the 5th largest and fastest growing top 5 generics player in the US (5.3% market share by prescriptions, IMS Health) and the 3rd largest Indian pharmaceutical company by sales. The Company is also the fastest growing top 10 generic pharmaceutical players in Japan and South Africa (IMS).

For the financial year ended March 2013, Lupin's Consolidated turnover and Profit after Tax were Rs. 94,616 million (USD 1.74 billion) and Rs. 13,142 million (USD 242 million) respectively. Please visit http://www.lupinworld.com for more information.

Reference

1. Kurien T et al, Journal of Clinical Epidemiology; 66 (2013): 36 - 43

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