

LUPIN LIMITED

Investor presentation
Q3 FY 2019

Feb 06, 2019

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Materials and information provided during this presentation may contain ‘forward-looking statements’. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements.

Risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations. Risks and uncertainties particularly apply with respect to product-related forward-looking statements. Product risks and uncertainties include, but are not limited to, technological advances and patents obtained by competitors. Challenges inherent in new product development, including completion of clinical trials; claims and concerns about product safety and efficacy; obtaining regulatory approvals; domestic and foreign healthcare reforms; trends toward managed care and healthcare cost containment; and governmental laws and regulations affecting domestic and foreign operations.

Also, for products that are approved, there are manufacturing and marketing risks and uncertainties, which include, but are not limited to, inability to build production capacity to meet demand, unavailability of raw materials, and failure to gain market acceptance.

You are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation.

The Company disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events, or otherwise.

Lupin – Awards and Accolades

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- **Walmart Supplier of the Year Award - 2018**
- **Dr. Desh Bandhu Gupta** inducted into the ‘**Hall of Fame**’, CNBC-TV18 – **India Business Leader Awards 2018**
- **Vinita Gupta**: **Vogue and IBM Businesswoman of the year - 2018**
- **Vinita Gupta** selected **Women of Worth** by Outlook Business - 2018
- **Vinita Gupta** listed in **Top 50 Most Powerful Women in Business** by **Fortune India - 2018**
- Lupin ranked **No.1 in the Biotech and Pharma**, and **No. 4 amongst large organisations** in the list of top 100 – **Great Place to Work 2017**
- **India Pharma Bulk Drug Company of the Year - 2018** - Department of Pharmaceuticals, Govt. of India
- **Cardinal Supply Chain Excellence Award – 2018**
- **“BEST Award”** from **ATD – 2018**
- **Innovator Award** from **BioNJ**, New Jersey - 2018



INDIA
BUSINESS
LEADER
AWARDS

IBLA



India's Best Companies
To Work For 2017
A STUDY BY
THE ECONOMIC TIMES
GREAT PLACE TO WORK

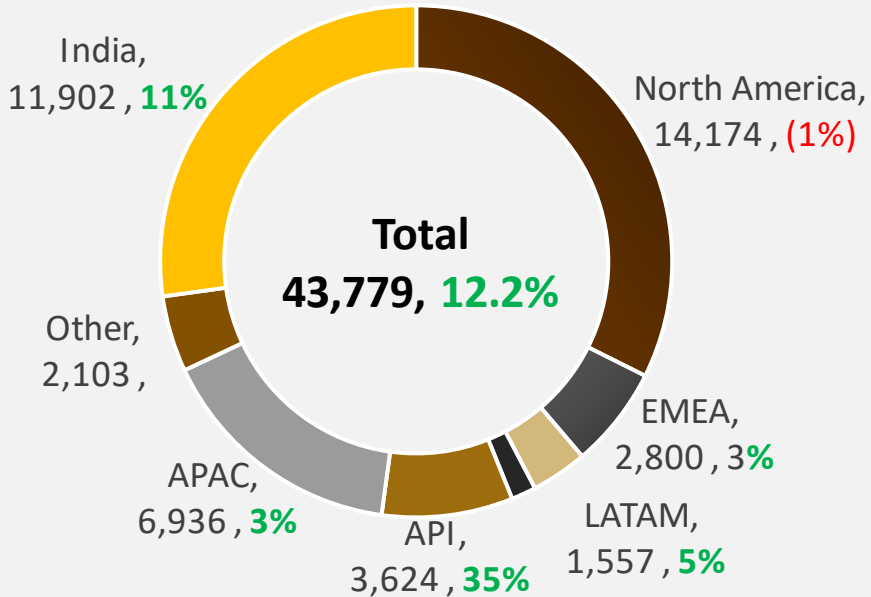
VOGUE

FORTUNE
INDIA

Walmart

OUTLOOK
BUSINESS

Sales (INR mn, YoY growth)



Mr. Nilesh.D.Gupta
Managing Director
Lupin Limited

“After a tough H1, we are now starting to see growth in the US. The growth momentum in the US will continue into the next quarter as we are on track with important launches like Levothyroxine and Ranolazine. Monetization of our innovative R&D molecule was an important milestone achieved during the quarter. We are also on track to deliver on our cost optimization efforts and expect meaningful benefit next fiscal onwards”

Important developments

Regulatory

- WL update - Pithampur (Unit 2) re-inspected
- Mandideep and Pithampur (Unit 3) facilities also inspected by the USFDA

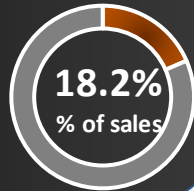
Pipeline

- Filed 8 ANDAs incl. an ophthalmic suspension
- Received approval for 11 ANDAs incl. 2 injectable and an inhalation suspension

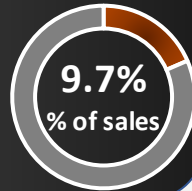
Specialty

- Solosec™ – 1,700+ weekly Rx in Dec'18
- NaMuscla™ approved for the treatment of myotonic disorders in Europe, with an orphan drug designation; launched in Germany and UK
- MALT1 Inhibitor program licensed to AbbVie for potential milestone payments of up to US\$947mn

EBITDA
INR 7,960 mn



R&D
INR 4,257 mn



Tracking FY19 priorities: 9MFY19 scorecard

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Generics

- ✓ US business getting back on growth mode - Average market share for our products - 32.3%¹ (for Dec qtr.)
- ✓ India - Continue to outpace industry growth and gain market share; growing ~1.3x faster than IPM within the chronic segment²
- ✓ Cost control - Global Transformation Project tracking in line with expectations
- Warning Letter resolution - Pithampur (Unit 2) re-inspected by the USFDA; confident of addressing observations satisfactorily

Complex generics

- ✓ Levothyroxine Sodium (gSynthroid) approved by the USFDA (all strengths)
- ✓ bEtanercept filed in EU and Japan - Partnered with Mylan and Nichi-iko for EU and Japan respectively
- ✓ Tiotropium DPI filed, FTF confirmed and PAI done

Specialty

- ✓ SolosecTM – Achieved good unrestricted formulary coverage
- ✓ NaMusclaTM - Orphan drug designation ratified as first approved EU treatment for Myotonia

9MFY19 financials

- ✓ EBITDA margins: 19% (tracking in line with the 18-20% management guidance for FY19)
- ✓ R&D: INR 11.77 bn (tracking in line with the INR 15 -16 bn guidance for FY19)
- ✓ Capex: INR 5 bn (vs INR 7 bn guidance for FY19)

Our Strategic Vision: Well-Diversified Pharma business

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Strong Foundation

Amongst the Top 10 generic companies in the World

Complex Generics Focus

Investing heavily in developing high barrier products

Specialty Focus

Committed to building a strong specialty business

Sustain and Grow

- Major revenue contributor currently
- Maximize on capability to maintain leadership in US generics
- Continue growth momentum in India and other emerging markets

Evolve portfolio

- Deliver on key complex generics, esp. Inhalation and Injectables
- Continue filing of P4 and semi-exclusive generics
- Successfully file and partner biosimilars

Build

- Create a meaningful women's health franchise in US
- Neurology / CNS focus in other developed markets

Q3FY19 Financial Results Review

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P&L Highlights – Q3 FY19

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Amount in INR mn	Q3 FY19	% of sales	Q2 FY19	% of sales	QoQ growth	Q3 FY18	% of sales	YoY growth
Net sales	43,779 ^[1]	100.0%	38,909	100.0%	12.5%	39,004	100.0%	12.2%
Other operating income	1,269		601			753		
Total revenue	45,048		39,510		14.0%	39,757		13.3%
Gross profit (excl. other operating income)	27,770	63.4%	24,981	64.2%	11.2%	25,077	64.3%	10.7%
EBITDA	7,960	18.2%	7,803	20.1%	2.0%	7,168	18.4%	11.0%
PBT before exceptional item	4,364	10.0%	4,410	11.3%	(1.0%)	3,824	9.8%	14.1%
Exceptional item	3,422 ^[2]	7.8%	-	-	-	-	-	-
PBT after exceptional item	942	2.2%	4,410	11.3%	(78.6%)	3,824	9.8%	(75.4%)
Net Profit after exceptional items	(1,517)	(3.5%)	2,660	6.8%	-	2,217	5.7%	-
Add: Exceptional items	3,422	7.8%	-	-	-	-	-	-
Net Profit before exceptional items	1,905	4.4%	2,660	6.8%	(28.4%)	2,217	5.7%	(14.1%)

[1] Sales for Q3FY2019 include NCE Licensing Income of INR 2,103 m. on license of MALT1 inhibitors to AbbVie Inc.

[2] Includes provision of Rs. 3,422 m. for fine related to Perindopril Litigation

P&L Highlights – 9M FY19

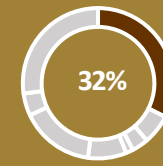
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Amount in INR mn	9M FY19	% of sales	9M FY18	% of sales	YoY growth
Net sales	120,434^[1]	100.0%	115,814	100.0%	4.0%
Other operating income	2,684		2,156		
Total revenue	123,118		117,970		4.4%
Gross profit (excl. other operating income)	76,055	63.2%	76,696	66.2%	(0.9%)
EBITDA	22,875	19.0%	24,442	21.1%	(6.4%)
PBT before exceptional item	12,609	10.5%	14,853	12.8%	(15.0%)
Exceptional item	3,422 ^[2]				
PBT after exceptional item	9,187	7.6%	14,853	12.8%	(38.1%)
Net Profit after exceptional items	3,170	2.6%	10,348	8.9%	(69.4%)
Add: Exceptional items	3,422				
Net Profit before exceptional items	6,592	5.5%	10,348	8.9%	(36.3%)

[1] Includes NCE Licensing Income of INR 2,103 m. on license of MALT1 inhibitors to AbbVie Inc.

[2] Includes provision of Rs. 3,422 m. for fine related to Perindopril Litigation



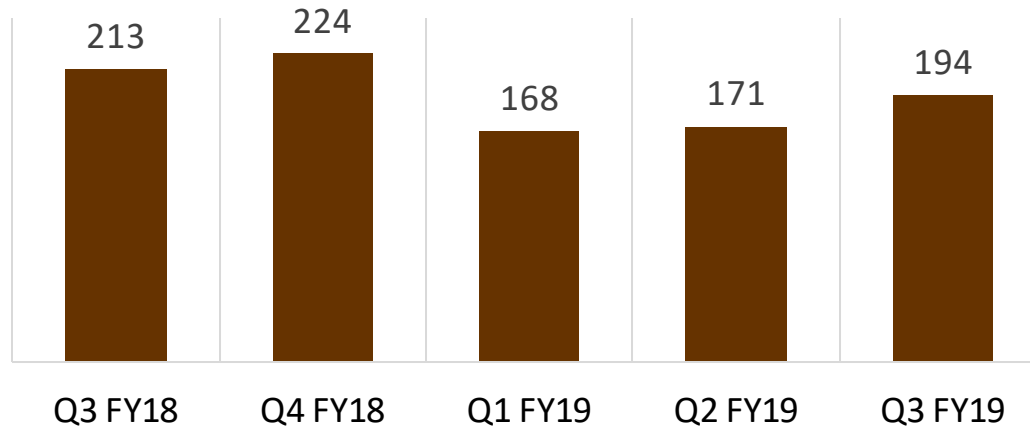
Q3FY19	
YoY	QoQ
↓ 1.0%	↑ 13.5%

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US revenues getting back on growth mode

US quarterly sales (\$ mn)



US portfolio progressing

8

No of filings
(during the quarter)

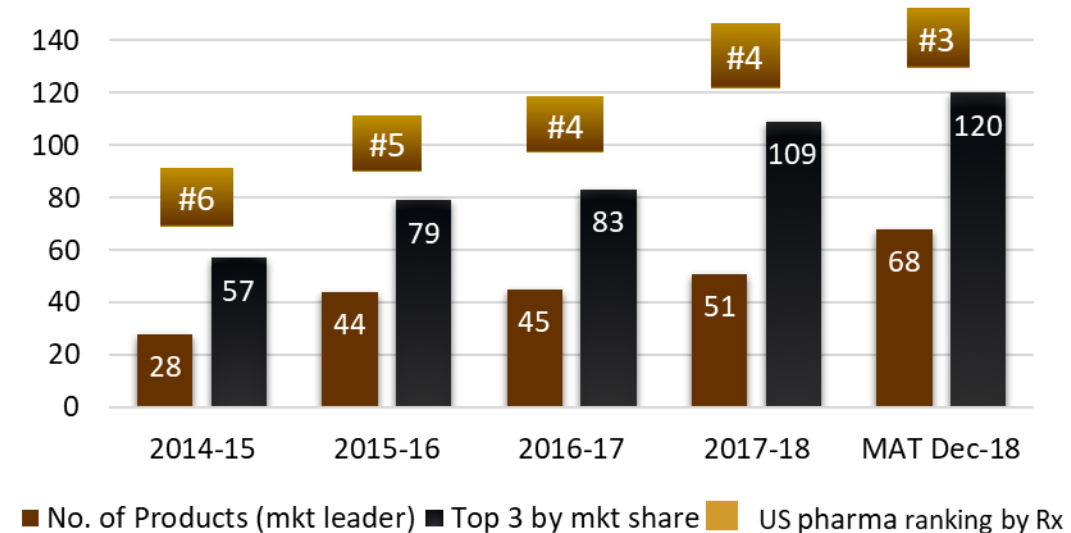
168

Products
marketed
(cumulative)

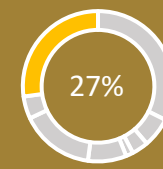
154

Filings
pending
approval
(cumulative)

Lupin consolidating its position in US¹



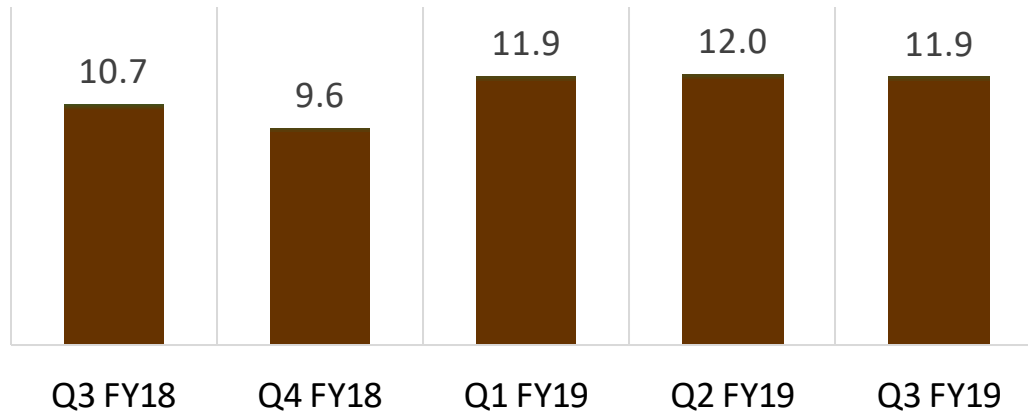
- US business is getting back on growth mode; planned launch of Levothyroxine (gSynthroid) and Ranolazine (gRanexa) to accelerate growth
- Solosec™ – Focus on enhancing pull through at Physician offices and Pharmacies;
- 41 FTF's incl. 15 exclusive awaiting approval



Q3FY19	
YoY	QoQ
↑ 11.4%	↓ 1.1%

Healthy YoY growth

India quarterly Sales (INR bn)



Strong portfolio

9

Brands in top
300 in Q3FY19
(vs 6 brands in Q3FY18)

3

SKU's
launched
(during the quarter)

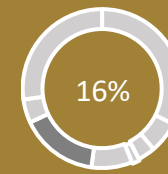
59%

Chronic
contribution
(IQVIA MAT Dec-18)

Continue to outpace industry growth

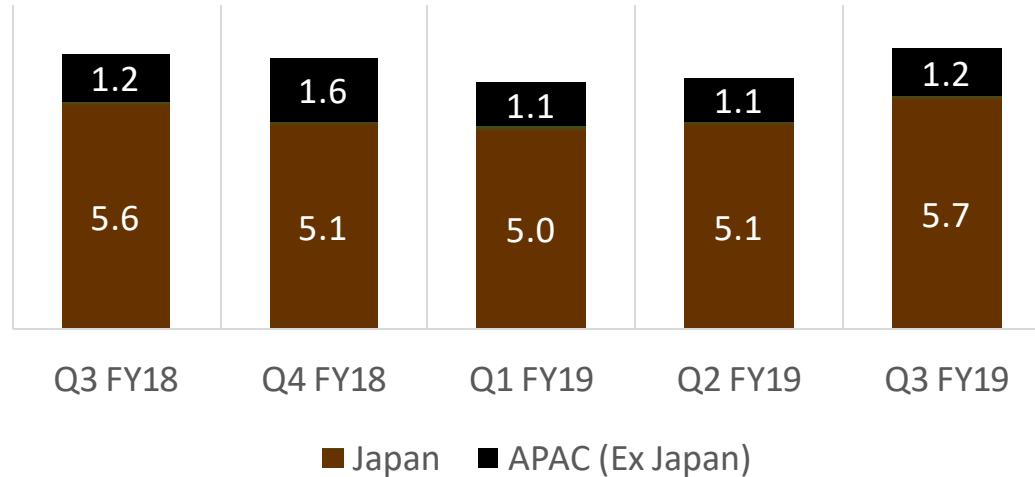
Therapy	Q3 FY19 Growth ¹		Lupin Rank ¹	
	Market	Lupin	MAT Dec-14	MAT Dec-18
Acute	9	5	14	12
Chronic	13	17	5	4
Cardiac	13	15	2	3
Anti-diabetics	16	23	5	3
Respiratory	11	16	6	2

- **5th** rank in the IPM¹
- India business maintained outperformance with **12% growth in Q3FY19¹** (vs 10.2% for IPM)
- **PCPM tracking at INR 7 lakhs per month in 9MFY19** (INR 6.3 lakhs per month in FY18, INR 5.6 lakhs per month in FY18)
- **>6,900** domestic sales force strength



Q3FY19	
YoY	QoQ
↑ 2.9%	↑ 11.9%

APAC sales evolution (INR bn)



Japan business snapshot

6th

Largest generic pharma company in Japan¹

11%

QoQ growth in cc revenues

22%

Kyowa - non generic revenue contribution
(during the quarter)

Performance highlights

Japan

- Growth driven on strong volume uptick in baseline products, offsetting impact of biennial price cut
- bEtanercept filing progressing well
- Bipresso® sales up 124% QoQ

Philippines

- Ranked 5th branded Gx player¹

Australia

- Moved up to become the 4th largest Gx player¹

Developed

EU5

- Germany: EUR 6.9 mn sales in Q3FY19
- ARV's, Women's Health and CNS are the key focus therapeutic segments
- NaMuscla™ - Launched with Orphan drug designation in UK and Germany; Partnering discussions ongoing for commercialization in other EU territories

Emerging markets

South Africa

- 4th largest generics player & #3 generic company by prescriptions
- Q3FY19 revenues grew 7% YoY to ZAR 276 mn
- Market leader in CVS space

Brazil

- BRL 42 mn sales in Q3FY19; up 13.5% YoY
- Making inroads into niche cosmeceutical segment

Mexico

- MXN 173 mn sales in Q3FY19; flat YoY
- Grin is #4 ophthalmic player

API + Global Institutional

- Q3FY19 revenues grew 35% YoY
- Leadership in TB institutional business

Manufacturing and R&D – Diverse Global Network

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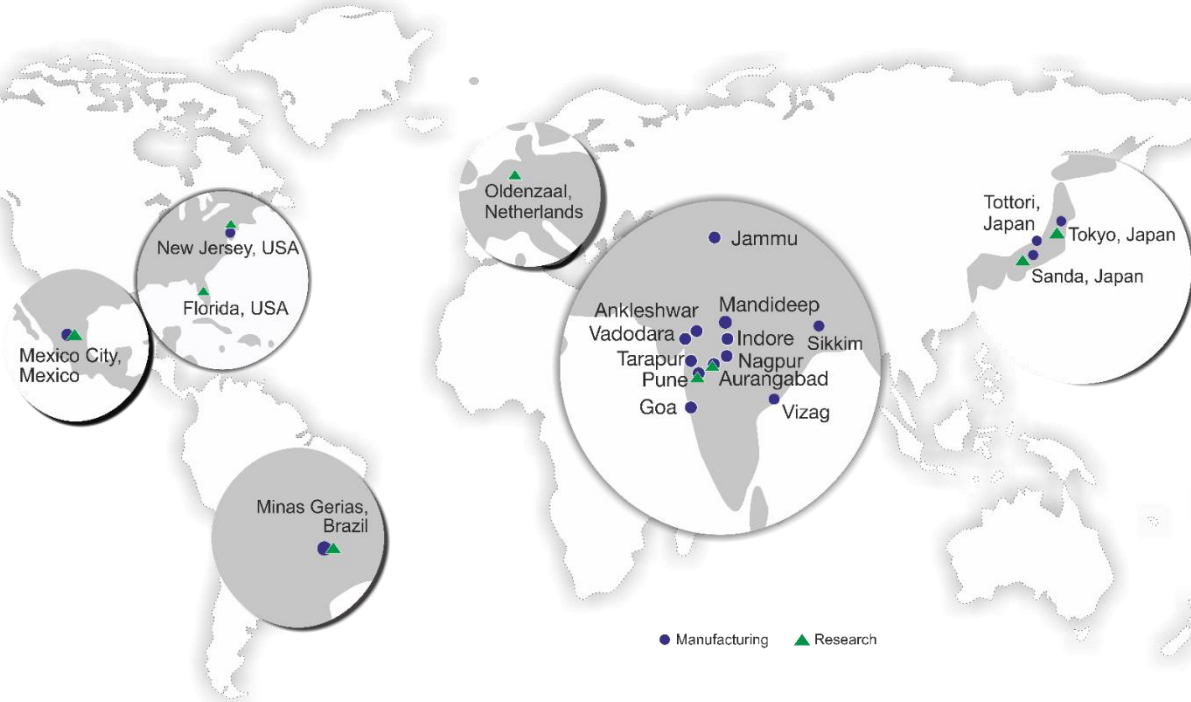
Global Commercial Presence		
100	25	9
Countries where products are sold	Countries with marketing offices	Countries with subsidiaries



18

Manufacturing Sites

- 8 USFDA approved sites
- 12 USFDA inspections in FY18
- Range of capabilities from API to formulations including oral solids, topicals, ophthalmics, injectables



9

R&D Sites

- 412 US ANDAs; 258 approved
- 41 pending US First to Files
- >3,000 patents filed globally
- >1,700 scientists at Global locations

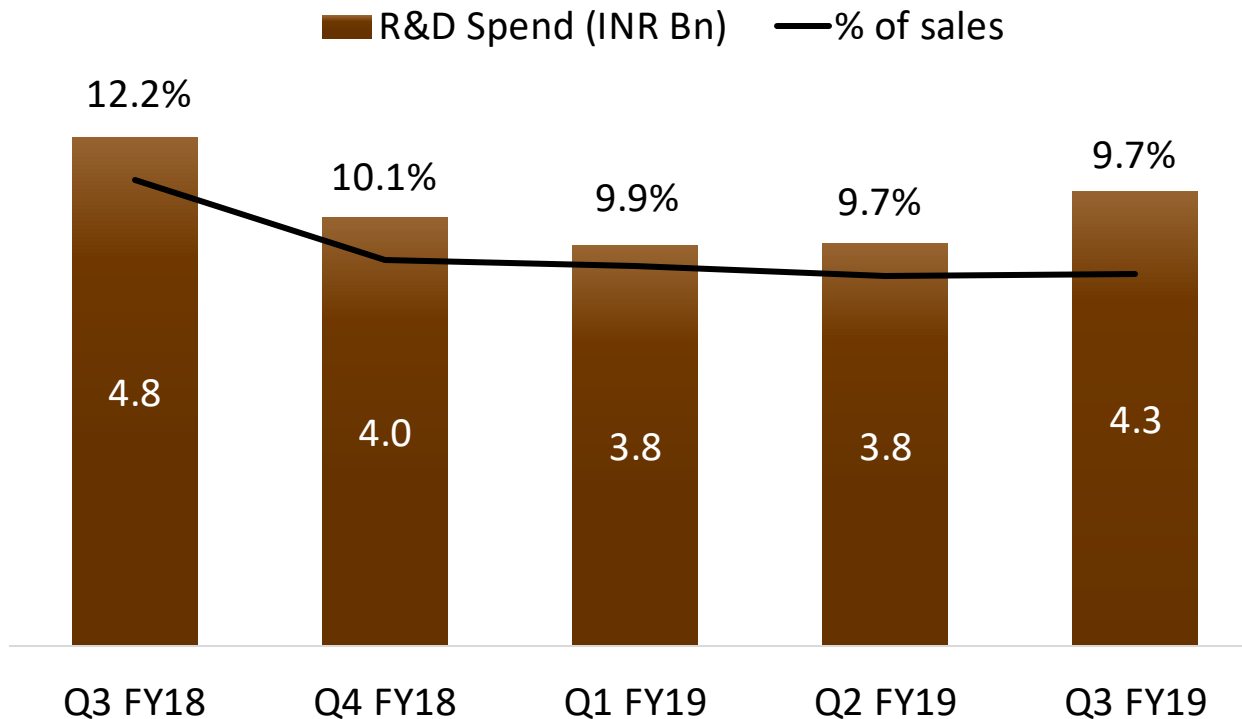
Continued investments in growth initiatives

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Invested INR 4.3 bn or 9.7% of sales on R&D in Q3FY19 at 9 R&D sites globally

Optimizing R&D spend



US Pipeline

412 cumulative filings



154 pending approval



41 First to files
(15 excl. FTF's)

THANK YOU!

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