Press Release

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

Type 2 Diabetes: Boehringer Ingelheim India and Lupin Announce Strategic Co-marketing Agreement

Lupin to market Empagliflozin under the brand name Gibtulio® in India

Mumbai, October 13th, 2016: Boehringer Ingelheim and pharma major Lupin Limited (Lupin) today announced another strategic alliance to co-market Empagliflozin, a novel sodium glucose co-transporter-2 (SGLT-2) inhibitor in India. Boehringer Ingelheim and Lupin had earlier signed a partnership for Co-Marketing Linagliptin in October 2015. The inclusion of Empagliflozin is a significant addition to the partnership. SGLT-2 Inhibitors are a novel class of drugs that were launched across the world in the last couple of years. According to the agreement, Lupin will market and sell Empagliflozin under a separate brand name Gibtulio® which will be promoted by Lupin's specialty field force. Boehringer Ingelheim will continue to sell Empagliflozin under the brand name Jardiance® through their existing sales force and network.

Gibtulio® and Jardiance® tablets are indicated as an adjunct to diet and exercise to improve glycemic control in adults with type 2 diabetes mellitus. They are available in 10 mg and 25 mg strength.

The Indian diabetes market is valued at INR 9,003 Crore, growing at 19.5% (IMS MAT July 2016). The market has been driven largely by the entry of newer drugs like DPP-4 Inhibitors over the last 6 years and the SGLT-2 Inhibitors are expected to outgrow & outpace the market faster than before. The SGLT-2 Inhibitors were first introduced in India in March 2015 and the total SGLT-2 Inhibitors market is valued at INR 113 Crore and growing at 880.17% (IMS MAT July 2016). India is known as the Diabetes capital of the world with 69 million people being diabetic – 5% of the country's population and an estimated 1.02 million deaths are caused due to high blood sugar in India. Type 2 diabetes is expected to increase to 87 million by 2030.

Lupin is the 4th largest company in the Anti-Diabetes segment and currently has 6.7% (IMS TSA, August, 2016) market share of the overall Diabetes market. Lupin also has the distinction of being the only company in the Anti-Diabetes Market with a contemporary portfolio comprising of Oral Anti-Diabetes Drugs (OAD) and Injectable Drugs like Conventional Insulin and Insulin analogues. Lupin's Anti-Diabetic portfolio contributes 11% to its India formulations sales.

Announcing the launch, Mr. Shakti Chakraborty, Group President, India Region Formulations, Lupin said, "We are happy to expand our partnership with Boehringer Ingelheim to combat the growing menace of Diabetes in India. I believe our entry into the fast growth SGLT-2 Inhibitors market with the launch of Gibtulio® will further strengthen our overall Diabetes portfolio and consolidate our position as a market leader and the fastest growing player in the TOP 5 in the Anti-Diabetes segment within the Indian Pharmaceutical Market."

Mr. Sharad Tyagi, Managing Director, Boehringer Ingelheim India said: "We are pleased to strengthen our partnership with Lupin for the sales and promotion of Empagliflozin. This partnership shows our commitment towards addressing challenges in diabetes management in India by providing broader access to innovative medicine. Through its research and scientific excellence, Boehringer Ingelheim India will continue to introduce innovative products to address the unmet patients' needs amidst the growing Indian diabetes epidemic."

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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 5th and the 7th largest generics pharmaceutical company by market capitalization and sales globally (March 31st, 2016, Bloomberg). The Company is the 5th largest pharmaceutical player in the US by prescriptions (4.68% market share – IMS Health, National Prescription Audit, March 2016); the 3rd largest Indian pharmaceutical company by revenues; the 6th largest generic pharmaceutical player in Japan and the 4th largest generic pharmaceutical company in South Africa (IMS Health, March 2016).

For the financial year ended 31st March, 2016, Lupin's Consolidated sales and Net profit stood at Rs. 136,539 million (USD 2.09 billion) and Rs. 22,607 million (USD 345 million) respectively. Please visit http://www.lupin.com for more information.

You could also follow us on Twitter - www.twitter.com/lupinlimited

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

About Boehringer Ingelheim

Boehringer Ingelheim is one of the world's 20 leading pharmaceutical companies. Headquartered in Ingelheim, Germany, Boehringer Ingelheim operates globally through 145 affiliates and a total of some 47,500 employees. The focus of the family-owned company, founded in 1885, is on researching, developing, manufacturing and marketing new medications of high therapeutic value for human and veterinary medicine.

Social responsibility is an important element of the corporate culture at Boehringer Ingelheim. This includes worldwide involvement in social projects through, for example, the initiative "Making More Health" while also caring for employees. Respect, equal opportunity and reconciling career and family form the foundation of mutual cooperation. The company also focuses on environmental protection and sustainability in everything it does.

In 2015, Boehringer Ingelheim achieved net sales of about 14.8 billion euros. R&D expenditure corresponds to 20.3 per cent of net sales.

For more information please visit www.boehringer-ingelheim.com

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Safe Harbor Statement

Jardiance® is a registered trademark of Boehringer Ingelheim
Gibtulio® *is a registered trademark of Boehringer Ingelheim*