



Baltimore Skyline

LUPIN AT A GLANCE

Lupin is an innovation led global pharmaceutical company producing a wide range of high quality, affordable generic and branded formulations and APIs (active pharmaceutical ingredients).

Today, Lupin is the 5th largest and fastest growing top 10 generics company in the United Statesⁱ (5.6% market share by prescriptions).

The U.S. is Lupin's largest and most strategic market. Lupin's estimated annual cost savings to the U.S. health system is approximately \$15 billionⁱⁱ. In March 2016, the company acquired Gavis Pharmaceuticals in Somerset, NJ for \$880 million. In combination with Lupin's R&D and manufacturing investments for the U.S. market, Lupin has collectively invested over \$1 billion for the U.S. market in 2016. Today, Lupin employs 674 highly skilled and specialized employees in the U.S. and will continue to scale as it executes its growth strategy with pipeline investments in complex generics, including biosimilars and inhalation products.

MS. VINITA GUPTA, CEO



Vinita Gupta is the CEO of Lupin Limited (Lupin) and the Chairperson, Lupin Inc., (LI) and its US subsidiary, Lupin Pharmaceutical Inc. (LPI).

A graduate in pharmacy from the University of Mumbai and an MBA from the Kellogg School of Management at Northwestern University, Vinita has not only been responsible for setting up Lupin's business in the U.S and Europe but has also been instrumental in formulating and executing strategy that has helped the company emerge as a global pharmaceutical powerhouse; amongst the most exciting growth stories in the pharmaceutical industry.

Vinita along with her brother Nilesh (Managing Director, Lupin Limited) were named Ernst & Young (EY) Entrepreneur of The Year 2015 and won the Forbes India Leadership Awards 2016 – Entrepreneur of the Year. She was also the winner of the inaugural EY, U.S. 2012 Family Business Award of Excellence and EY Entrepreneur Of The Year® 2012 award winner for the Health Services and Technology for Maryland and is regarded as amongst the most influential Indian Business Women globally. She was named by Forbes Asia in its Top 50 Power Business women listings for Asia Pacific regularly. Vinita also entered the Hall of Fame – Most Powerful Women in Business 2016 – Business Today and was recently named Outstanding Business Woman Leader of the Year - 11th CNBC India Business Leader Awards.

ⁱ IMS MAT March 2016

ⁱⁱ GPHA estimates generic companies save \$250B in annual cost to the U.S. health care system. Lupin's U.S. market share is >5%.