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Lupin Acquires Branded Product Portfolio from Shionogi in Japan

Mumbai, India and Osaka, Japan August 02, 2016: Pharma Major Lupin Limited (Lupin) announced that its Japanese subsidiary Kyowa Pharmaceutical Industry Co., Ltd. (Head Office: Osaka, Japan; President & Representative Director: Ray Tsunoda; hereafter “Kyowa”) has entered into a strategic asset purchase agreement with Shionogi & Co., Ltd. (Head Office: Osaka, Japan; President & CEO: Isao Teshirogi, Ph.D.; hereafter “Shionogi”), on August 1, 2016, to acquire 21 long-listed products from the Japanese pharma major, effective December 1, 2016, subject to certain closing conditions and regulatory approvals including the transfer of marketing authorization of the products to Kyowa.

With the vision of growing globally as a drug discovery-based pharmaceutical company, Shionogi is focusing its resources on its core therapeutic and marketing areas, while continuing to create innovative medicines to support future growth and to strengthen its business operations.

As a part of this growth strategy, Shionogi would transfer 21 long-listed products to Kyowa, the Japanese subsidiary of Lupin Limited. Kyowa is amongst the top 10 Generic companies in Japan and a market leader in Central Nervous System (CNS) space well known for its “AMEL” brand, in addition to other generic pharmaceutical products in its portfolio. With this acquisition, Kyowa will rank 6th amongst generic companies in Japan.

The 21 products cover therapy areas such as Central Nervous System (CNS), Oncology, Cardiovascular and Anti-infectives. These 21 products had sales of JPY 9, 400 million (USD 90 million) collectively on NHI price basis.

Commenting on the acquisition, Mr. Nilesh Gupta, Managing Director of Lupin Limited said, “This acquisition marks Lupin’s foray into the Japanese Branded market in-line with our aspirations to build and strengthen our specialty business globally. The new Branded product portfolio has a strong fit with Lupin’s Kyowa business, as it adds depth and reach to its current CNS portfolio and other therapy areas.”

Dr. Fabrice Egros, President – Asia Pacific & Japan, Lupin Limited commented, “Japan is a very important market for us. The acquisition strongly supports our future growth plans and the brands have robust synergies with Kyowa’s existing portfolio which will enable Lupin to build a wide customer base across the key therapies.”

Dr. Isao Teshirogi, President & CEO of Shionogi said: “In the Japanese domestic prescription pharmaceutical market, the core mission of drug discovery-based pharmaceutical companies, such as Shionogi, is to create high-quality new drugs and to make them available to patients. Therefore, I’m very pleased that this agreement with Kyowa could make both aspects of our mission a reality, allowing us to pursue innovative drug discovery with an even more intense focus, while ensuring that our high quality long-listed drugs continue to be delivered to patients to meet their unmet needs.”

Effective date of marketing transfer: December 1, 2016



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Under the terms of this agreement, Kyowa will book the sales of the 21 products after December 1, 2016, and Shionogi will receive 15.4 billion yen from Kyowa.

About Kyowa Pharmaceutical Industry Co., Limited

Founded in 1954, Kyowa Pharmaceutical Industry Co., Ltd. is a pharmaceutical company developing and manufacturing Branded & Generic pharmaceutical products for patients in the Japanese Market. With sales of JPY 25 billion for the fiscal year ended March 2016, Kyowa is amongst the fastest growing pharmaceutical companies in Japan, a market leader in the Central Nervous System –Neurology space and has strong presence in Cardiovascular, Gastroenterology and Injectables therapy segments. The company covers 94% of the 1,400 psychiatric hospitals in Japan. Kyowa enjoys strong brand equity in the psychiatric and neurological therapy segments, well known for its high quality pharmaceutical product portfolio under the “Kyowa AMEL” brand franchise.

Kyowa is a Japanese subsidiary of Lupin Limited. For more information on Kyowa Pharmaceutical Industry Co., Ltd. please visit <http://www.kyowayakuhin.co.jp>

About Lupin Limited

Headquartered in Mumbai, Lupin is an innovation led transnational pharmaceutical company producing and developing 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 positions in the Anti-TB and Cephalosporin segment.

Lupin is the 5th largest and fastest growing top 10 generics player in the US (5.51% market share by prescriptions, IMS Health) and the 3rd largest Indian pharmaceutical company by sales globally. The Company is also the fastest growing top 10 generic pharmaceutical players in Japan (ranked 9th) and South Africa (ranked 4th – IMS Health).

For the financial year ended 31st March 2016, Lupin's Consolidated turnover and Profit after Tax were Rs. 137,016 million (USD 2.09 billion) and Rs. 22,707 million (USD 347 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: Kalpataru Inspire, 3rd Floor, Off Western Express Highway, Santacruz (East), Mumbai - 400 055.

About Shionogi & Co., Ltd.

Shionogi & Co., Ltd. is a major research-driven pharmaceutical company dedicated to placing the highest value on the needs of patients, based on its corporate philosophy of “supplying the best possible medicine to protect the health and wellbeing of the patients we serve.” Shionogi’s research and development currently targets two



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therapeutic areas: infectious diseases and pain/CNS disorders. In addition to its in-house research activity, Shionogi also accesses external innovation through collaborations with partners in both the academic and private sectors. Contributing to the health and QOL of patients around the world is Shionogi's primary goal. For more details, please visit www.shionogi.co.jp/en.

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