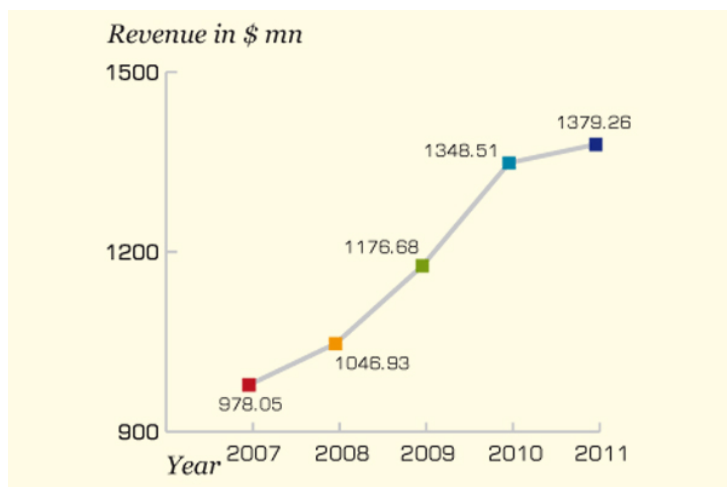


Cipla nurtures global vision for affordable drugs

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CIPLA, INDIA



Chairman & MD:
Dr Y K Hamied

Revenue: \$1.4 bn

Website: www.cipla.com

Start-up Year: 1935

The king of generics, Cipla, has been aggressive in expanding

product portfolio and reaching out to international market. Without missing any opportunity to serve the healthcare industry in an affordable way, Cipla has been extremely active in bringing new drugs to global doorstep. Maintaining a global approach, the international business has contributed to almost 55 percent of the total income, one of the significant revenue drivers for the company. Cipla contributed significant net foreign exchange earnings to the tune of \$420 million in fiscal year 2010-11. The revenue of the company has grown by just over two percent from \$1.35 billion in 2010 to \$1.38 billion in 2011.

Some of the drugs launched by Cipla are Entavir for hepatitis B, Febucip for gout, Flossoft - a topical steroid for eye inflammation, Foracort - an asthma controller therapy, Furamist- nasal spray for allergic rhinitis, and Imudrops - immunomodulatory drug for severe dry eye.

Cipla has invested in manufacturing of bio-therapeutic drugs in India and China and in stem cell research in India and Malaysia.

Cipla is expanding its product portfolio and has built a strong manufacturing network. The company is setting up API facilities at Bangalore and Kurkumbh in India and is also upgrading the API facilities at Patalganga in India. Currently, Cipla has over 30 manufacturing units, 11 of which have all major international regulatory approvals.

To meet the diversified demand of healthcare industry, Cipla keeps on raising its bar and now it is increasing its focus on two therapeutic segments, oncology and neuropsychiatry.

On the mission of making medicines available to the entire world at affordable prices, Cipla is today the largest single supplier of HIV and anti-malarial drugs in the world in terms of volume. "Company is witnessing an increase in the number of patented products being launched in India by multinational companies. A number of these products have been launched at exorbitant prices. Cipla has sought a voluntary license on anti-HIV drugs, Raltegravir and Rilpivirine, and will continue to pursue the in-licensing route to bring the latest products to the Indian consumers at affordable prices," said Dr YK Hamied, chairman, Cipla.

Cipla has more than 2,000 products in over 65 therapeutic categories. The company has around 6,000 product approvals in over 150 countries, creating a strong presence in cardiac, cancer, and anti-infective medication.