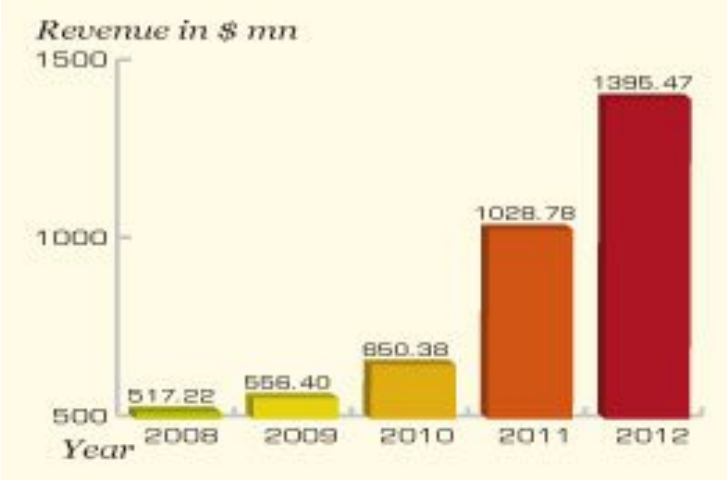
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Lupin gets 16 FDA nods, launches 11 products front

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US remained an unstirred focus for Indian pharmaceutical company Lupin as it went on achieving 16 approvals from US FDA and launched 11 products during 2012. Besides building a strong grip in the US, Lupin consolidated its presence in the European market.

Lupin's global formulations business constituted close to 84 percent of overall business with the US being the largest market outside India. Lupin's prime focus markets are US, Europe, India, Japan, South Africa and Philippines and the company was able to achieve 24 percent growth in its international business that constituted 67 percent of the overall business of the company.

Lupin has a direct presence in the UK and has also made inroads into the generics market of Germany through its subsidiary Hormosan Pharma. Getting strong in oral contraceptive market, Lupin launched three oral contraceptives and expects approvals for around 30 more in the next few years.

Acknowledged as a strong name in the Indian pharmaceutical market, Lupin churned 27 percent of the company's revenue grew at CAGR of 20 percent over the last five years. The Indian market was largely driven by cardiovascular, diabetes, CNS, asthma and gastroenterology segments. Building close alliance with multinational giants, Lupin entered into a strategic alliance with Eli Lilly India to promote and distribute Lilly's insulin range of products.

Capitalizing on the generics market opportunities in Japan, Lupin's Japanese subsidiary Kyowa Pharmaceutical built a strong presence in neurology, cardiovascular, gastroenterology and the respiratory therapy segments. Over the past five years, Kyowa has registered a growth of 39 percent and contributed 12 percent to Lupin's consolidated revenue.

Strengthening its focus on R&D pipeline, Lupin showed green flag to its asthma research labs in India and initiated 10 new drug discovery research programs. Lupin is developing specialized and complex active pharmaceutical ingredients (APIs) like prostaglandins and hormones for the US, EU, Japan and other advanced markets.