

RANBAXY

LABORATORIES LIMITED

REPRESENTATIVE OFFICE IN ROMANIA

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Ranbaxy Laboratories Limited, headquartered in India, is an integrated, research based, international pharmaceutical company producing a wide range of quality, affordable generic medicines, trusted by healthcare professionals and patients across geographies. It is ranked amongst the top ten generic companies worldwide.

The Company's products are sold in over 100 countries with manufacturing operations in 7 countries and ground presence in 46. The Company was incorporated in 1961 and went public in 1973. For the twelve months ended December 31, 2004, Global Sales at US \$1174 Mn registered a growth of 21%. Overseas markets accounted for 78% of the global sales. USA accounted for 36%, while Europe and BRIC (Brazil, Russia, India, China) countries contributed 16% and 26% to global sales, with a combined turnover of US \$924 Mn. With the acquisition of RPG (Aventis) SA, Ranbaxy has positioned itself amongst the largest generic Companies in France and has expanded its overall presence in Europe considerably.

The Company has an expanding international portfolio of affiliates, joint ventures and representative offices across the globe with JV's/ subsidiaries in USA, UK, Germany, France, Spain, Ireland, Netherlands, India, China, Brazil, South Africa, Japan etc. While Ranbaxy aggressively pursues the internationalisation of its business, the growth strategy equally focuses on enhancing market share in India. The Company has a strong Brand marketing team and distribution network in India. Ranbaxy's global consumer healthcare business in India recently launched three herbal brands under New Age Herbals range, further strengthening its OTC range of products.

The Company has established state-of-the-art multi-disciplinary R&D facilities at Gurgaon (near New Delhi), India. It is one of the largest investor on R&D in the Indian pharmaceutical industry with an R&D spend of 7% of its sales during 2004. The Company's major research focus is in the areas of, Urology, Anti-infectives, Respiratory, Anti-inflammatory and Metabolic disorders segments.

While the Company would continue to enhance its momentum in the generics business, emphasis on NCEs (New Chemical Entities) for long term value building and on NDDS (Novel Drug Delivery Systems) in the medium term are the key anchors of future growth.

Ranbaxy's continued focus on R&D has resulted in several approvals in developed markets and significant progress in NDDR. The Company has a promising NCE pipeline, with various molecules at different stages of drug discovery and development. To accelerate its research programme, Ranbaxy has joined hands with GlaxoSmithKline Plc for a global alliance in the area of drug discovery and development. Ranbaxy's collaborative research initiative with Medicines for Malaria Venture, Geneva, to develop a new drug for Malaria, reflects its commitment to eradicate such diseases from the world.

Ranbaxy's foray into NDDS has led to several proprietary know-how "platform technologies" resulting in many products under developmental or commercial stages. Its first NDDS innovation once -a -day Ciprofloxacin has been licensed to Bayer AG, the originator for select markets. Ranbaxy's NDDS focus is on developing prescription products and value added dosage forms and expanding its platform technologies.

The Company's vision is to achieve significant business in proprietary prescription products by 2012 with a strong presence in developed markets. It also aspires to be amongst the Top 5 generic players with a US \$5 Bn sales by 2012. To translate these objectives into reality and to optimise value creation, the Company has adopted a multi-pronged strategy. Acquisition of brands overseas; an emphasis on brand marketing in the US and Europe; entering high potential new markets with value added product offerings; will be the major thrust areas for Ranbaxy in the coming years.

Together with the commitment of around 9,000 strong multicultural workforce, Ranbaxy continues to aggressively pursue its strategies to become a Research- based International Pharmaceutical Company.