

# PHARMA POWERHOUSE

**VINITA GUPTA JOINED LUPIN IN 1997** and has been instrumental in shaping and executing the company's growth strategy that resulted in Lupin becoming a global pharmaceutical powerhouse. She became CEO of the firm in 2013. Toeing the line of her illustrious father in business (the late Desh Bandhu Gupta, a former professor at BITS Pilani, is credited with making Lupin the largest

maker of anti-TB medicines in India), and ably assisted by brother Nilesh Gupta, managing director of Lupin, she has led the company's global expansion through a combination of organic

growth and strategic acquisitions. Vinita is married to US-based entrepreneur Brij Sharma, has a son and is based in Florida.

A pharmacy graduate from the University of Mumbai and an MBA from the Kellogg School of Management at Northwestern University, Illinois, Vinita is credited with making a firm presence and expanding the high-value US market for the company. In the mid-2010s, Indian pharmaceutical companies were vying with each other for a share of the US market with their new launches in the generic segment. Even as Vinita was studying in the US, she was entrusted by her father to create a blueprint for expansion there. From just a 5 per cent share in the US market around the time she joined, she

**ACCOMPLISHMENT**  
Through astute leadership, she has led pharma company Lupin to grab a large share of the US generic medicines market, which now yields 33 per cent of its global sales in FY23

took the US business to 33 per cent share in FY23.

Under her watch, in the past two years, Lupin executed its strategy to transition its generics business into complex generics to drive sustainable growth. She returned Lupin to growth, with global sales increasing 30 per cent and margins growing quarter over quarter. The domestic business, too, sustained growth in the double-digit range, driven by strong performance in cardiology, respiratory and anti-diabetes. In the US, Lupin is back at a healthy profitability level, thanks to important new product launches, cost optimisation efforts and maximising the in-line products. For FY23, total sales for the firm stood at Rs 16,270 crore, with a profit before tax of Rs 716.5 crore. ■

—M.G. Arun



**Vinita Gupta, 55**  
CEO, Lupin

**WORK-LIFE WISDOM**

“Acknowledge that your achievements are driven by your own hunger to succeed. The key is to find the right balance between professional and personal goals”

↘ **BIG INSPIRATION**  
Her father Desh Bandhu Gupta, Lupin's founder

↘ **OFF-WORK**  
Enjoys working out, gardening and spending quality time with family and friends