

# RANBAXY

#### **Press Release**

# Daiichi Sankyo and Ranbaxy Launch Hybrid Business in Venezuela

Tokyo, Japan and Gurgaon, India, June 20, 2012 – Daiichi Sankyo Company, Limited ("Daiichi Sankyo") and Ranbaxy Laboratories Limited ("Ranbaxy") today announced that Daiichi Sankyo's subsidiary Daiichi Sankyo Venezuela S.A. (Located: Caracas, Bolivarian Republic of Venezuela, hereafter Daiichi Sankyo Venezuela) would begin marketing products of Ranbaxy in Venezuela as part of the Hybrid Business Model.

Till now, Ranbaxy has been marketing the products in Venezuela through a local distributor. Daiichi Sankyo Venezuela will now take over this role. To kick off the new arrangement Daiichi Sankyo Venezuela has already started the promotion of Ranbaxy products starting this month.

The Venezuelan pharmaceutical market is the third largest in Latin America. Daiichi Sankyo has started its business in Venezuela prior to the other Japanese pharmaceutical companies and has built its presence with innovative pharmaceuticals such as the hypertension medicine Benicar® (olmesartan medoxomil). Daiichi Sankyo will now also focus on expanding Ranbaxy's portfolio of medicines to promote the Hybrid Business Model, encompassing both innovative and established pharmaceuticals to expand and strengthen its presence in Venezuela.

## **About Ranbaxy Laboratories Limited**

Ranbaxy Laboratories Limited, India's largest pharmaceutical company, 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. Ranbaxy's continued focus on R&D has resulted in several approvals, in developed and emerging markets many of which incorporate proprietary Novel Drug Delivery Systems (NDDS) and technologies, developed at its own labs. The company has further strengthened its focus on generics research and is increasingly working on more complex and specialty areas. Ranbaxy serves its customers in over 125 countries and has an expanding international portfolio of affiliates, joint ventures and alliances, ground operations in 43 countries and manufacturing operations in 8 countries. Ranbaxy is a member of the Daiichi Sankyo Group. Through strategic in-licensing opportunities and its hybrid business model with Daiichi Sankyo, a leading global pharma innovator headquartered in Tokyo, Japan, Ranbaxy is introducing many innovator products in markets around the world, where it has a strong presence. This is in line with the company's commitment to increase penetration and improve access to medicines, across the globe. For more information, please visit www.ranbaxy.com

### **About Daiichi Sankyo**

The Daiichi Sankyo Group is dedicated to the creation and supply of innovative pharmaceutical products to address the diversified, unmet medical needs of patients in both mature and emerging markets. While maintaining its portfolio of marketed pharmaceuticals for hypertension, hyperlipidemia, and bacterial infections, the Group is engaged in the development of treatments for thrombotic disorders and focused on the discovery of novel oncology and cardiovascular-metabolic therapies. Furthermore, the Daiichi Sankyo Group has created a "Hybrid Business Model," which will respond to market and customer diversity and optimize growth opportunities across the value chain. For more information, please visit www.daiichisankyo.com.

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