

Lupin in pact for Canada

OUR SPECIAL CORRESPONDENT

Mumbai, Sept. 12: Lupin has entered into an agreement with US-based Salix Pharmaceuticals to market the latter's two products in Canada.

The pact, which is likely to include more products in the future, is expected to open up growth opportunities for India's fourth-largest drug maker in Canada.

Under the distribution agreement with Salix, Lupin will have the exclusive right to market, distribute and sell two products in Canada. These are Zaxine 550mg tablets, used to reduce the risk of overt hepatic encephalopathy in patients with liver disease, and Relistor injection to treat opioid-induced constipation.

Lupin said the agreement included future dosage forms, strengths and indications for such products.

Under the pact, Lupin also has the option to exclusively market, distribute and sell other gastroenterology products in Salix's Canadian pipeline, once they are approved by the Canadian drug

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regulator.

Lupin will promote the Salix products through its own sales force in Canada.

Salix will receive an upfront payment and distribution fees, and is eligible for additional pre-commercial and sales milestone payments. Salix will supply the products to Lupin under separate supply agreements.

According to sources, the Canadian drug market, estimated at \$21.6 billion, is the eighth-largest market in the world.

On the BSE, the Lupin scrip rose 2.93 per cent to end at Rs 1,359.25 today.

Company