

PRIVATE AND CONFIDENTIAL

INTERNAL DISCUSSION POINTS FOR GIULIANI VISIT-DELHI NOVEMBER 20-21, 2008

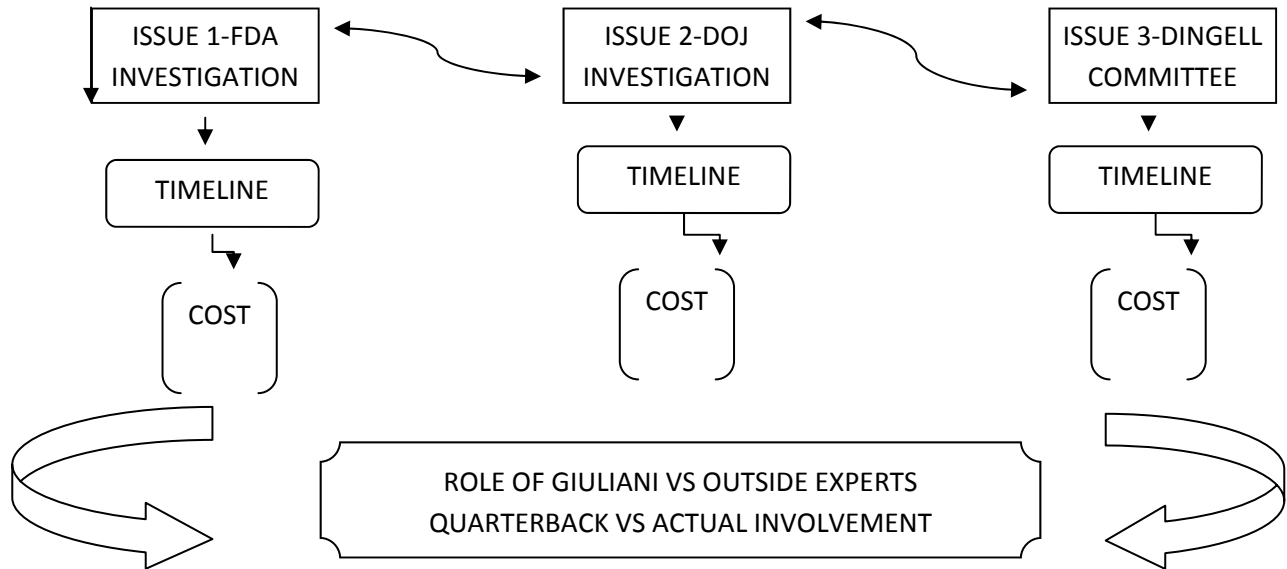
A. FIRST IMPRESSIONS

Our Organization Discuss Giuliani's support and enthusiasm for our organization, first impressions of our plants and what message he intends to deliver to our critics

B. ROLE OF GIULIANI'S FIRM TO THE PRESENT CHALLENGES FACED BY RANBAXY

General Discuss Giuliani's and his firm's proposed role addressing the challenges faced by Ranbaxy

Specific How does Giuliani and his firm plan on tackling each of the issues presented:



C. GLOBAL CHALLENGES PRESENTED BY INTERNATIONAL FDA ENQUIRIES

Outside Consultants Discuss the need for outside consultants, such as Quantic and PRTM and the value of their services for a firm like Ranbaxy. Discuss why Giuliani's firm is an advocate of an outside consultant at this stage of the FDA enquiry.

USA & International Discuss the best approach to handle the regulatory enquiries outside the USA in countries such as Mexico and others as a result of the sensationalism from the US investigation. Is there a benefit in hiring local counsel in those jurisdictions to present refilings of applications with local authorities or for confidentiality and less exposure to hire NY

counsel with offices/alliances in those jurisdictions to tackle FDA like issues that have resulted as a bi-product of FDA sensitivities.

Giuliani Outside of USA

Discuss Giuliani's reach and influence outside USA and how well equipped is his firm in handling international enquiries.

D. FDA and FDA'S EXPANSION INTO INDIA AND CHINA

Impact on Ranbaxy

Discuss FDA's opening of local offices in China and India and how this will affect Ranbaxy directly. Discuss if Giuliani has any information or insight as to the purpose and scope of these offices.

Protocol & Procedures

Discuss what role Giuliani's firm can play in introducing us and making us known to the FDA India operations so we begin to have a direct dialogue with them.

FDA

Discuss how a new democratic administration would affect our relationship with the FDA. Discuss FDA's targeting of foreign companies and many in the India sector such as Lupin, Sun Pharma and Ranbaxy.

Dingell vs Waxman

Discuss Giuliani's understanding of the Dingell-Waxman chairmanship of the House health committee with oversight of the FDA. Discuss Giuliani's ties and relationship with both candidates and what impact he can make if either takes the chair's role. Discuss future of FDA and Ranbaxy under each candidate.

E. CHALLENGES/OPPORTUNITIES PRESENTED BY THE NEW AMERICAN ADMINISTRATION

Lobbying Firm

Discuss the value of a democratic lobbying firm for Ranbaxy such as recently hired by the Government of India.

Effect on Generics

Obama has announced his desire to bring quality generics to the American people. Discuss effect of Obama's health plan on Ranbaxy and how we can take advantage of this administration's posture.

Democratic Majority

Discuss how a Democratic majority in the Government will affect Giuliani and his firm's ability to achieve results for Ranbaxy.

Giuliani's Role

Discuss Giuliani taking a more active role and whether he sees a Democratic lobby having more of a positive effect on the current administration and the FDA than his organization.