



Research Unit at Morton Grove Pharmaceuticals, US



USA

Spreading Footprints Gaining Momentum

STRATEGIC ACQUISITION OF MORTON GROVE PHARMACEUTICALS, USA

During 2007, we indeed made a splash in time with the acquisition of Morton Grove Pharmaceuticals Inc., USA. We have already restructured our business in the US to slice a greater market share in the generic field. **The premeditated acquisition of Morton Grove is a strategic fit to our growth objectives. It positions Wockhardt as a leading liquid generic and speciality dermatology company in the US.** We now have a widespread spectrum of 31 generic products, which include 2

branded generic products. **13 of Morton Grove's total generic products enjoy the top market position whereas, the remaining find a spot in the list of Top 3.** Additionally, Morton Grove is also

providing us with a healthy pipeline for new products, with 16 formulations under development and 6 ANDAs under review. The company is also expecting its first ANDA approval in the nasal spray segment by mid-2008.

The ripple-effect of the acquisition has already stimulated our performance in the US. During the by-gone fiscal, our initiatives from India received as many as 13 ANDA approvals and has completed 7 DMF filings in the US. Furthermore, our prescription volume has more than doubled. **Post-acquisition our product basket has swelled to 56 products, complete in all dosage forms, comprising of tablets, capsules, liquids and sterile injectables. This would help us gain critical mass in the US market.**



Manufacturing Plant of Morton Grove Pharmaceuticals, US

Synergies lead to strength and ultimately, a meaningful consequential existence. We have already identified areas where we can leverage our strength and capacities, thereby bringing about rationalisation and optimisation of global resources.

UNIQUE ANDA PIPELINE

Differentiation is one of the rudiments that success thrives on. Today, we have a unique pipeline of approvals to drive growth. **40% of the total ANDAs filed are of sterile products such as, injections and ophthalmics. We also have in the pipeline, 4 NDDS (Novel Drug Delivery System) products. Additionally we have various ANDA products, which are difficult to replicate and unique.**



Wockhardt USA Inc. and Morton Grove Pharmaceuticals Inc. President, Kurt Orlofski in his New Jersey office