

## **Wockhardt's 15 months Sales stood at Rs. 4,501 crores and Operating Profit at Rs. 823 crores**

**Mumbai, May 20, 2010**

Pharmaceutical and Biotechnology major Wockhardt Limited today announced its audited results for the period ending March 31, 2010. During these 15 months period (Jan 2009 – Mar 2010), the revenue was Rs. 4,501 crores and operating profit (EBIDTA) was Rs. 823 crores.

For the quarter (Jan-March 2010) under review, the sales revenue was Rs. 872 crores and operating profit (EBITDA) was Rs. 158 crores. The net loss for the quarter was Rs. 565 crores. This included the derivatives related losses and non-cash provisions for impairment of Negma's goodwill due to the possible threat of generics to its principal product amounting to Rs. 633 crores. There was also an exchange fluctuation loss of Rs. 16 crores

### **Highlights of the Quarter (Jan-Mar 2010) Results:**

#### **India Business:**

Wockhardt's India branded business grew by 24% in Jan-Mar 2010 over the corresponding period of 2009. The Nutrition business grew by 20%. Overall 8 brands featured in the list of 'Top 300' brands of the industry with 2 brands in the 'Top 100'. Wockhardt's Power Brands is showing good consistent growth of over 26%.

#### **Europe Business:**

Wockhardt UK grew by 19% compared to the industry growth of only 5% in Jan-Mar 2010 over the corresponding period of 2009. Growth drivers being Hospital products that grew by 16% and exports by 31%. The CRAMS business grew by 23% over the same period. Pinewood Healthcare's domestic business is back on track after its sluggish growth in 2009 and has maintained a market share of 29% during the same period. Two new products, Losartan and Grepid were launched and exports were up by 7% for Pinewood. Negma Laboratories' Nebilox grew by 4% during the same period.

#### **USA Business:**

Wockhardt's Morton Grove Pharmaceuticals business has shown a robust 40% growth in Jan-Mar 2010 over the corresponding period of 2009. Wockhardt USA received 3 ANDA approvals and launched two new products thereby expanding its product basket to 76 in the quarter.

As per March 2010 Wolters Kluwer data, 15 products of Wockhardt USA are ranked in the Top-5 positions in the US. Also, Wockhardt's Morton Grove Pharmaceuticals has 26 products in the top slots, of which 13 are at the No.1 position and the other 13 are in the No. 2 position in their respective therapeutic groups in the US.

#### **About Wockhardt**

Wockhardt is a technology-driven global pharmaceutical and biotechnology major with an innovative multi-disciplinary research and development programme. It has 5 research centres and 14 world-class manufacturing plants dotting various countries and continents that are compliant to international regulatory standards such as the US FDA, MHRA and other global regulatory bodies. It has end-to-end integrated capabilities for its products, starting with manufacture of the oral and sterile API's, the dosage forms and marketing through its wholly owned subsidiary in the US. Wockhardt has a global footprint including the US, UK, Ireland and France with a multi-ethnic workforce from 14 different nationalities.

**WOCKHARDT LIMITED**

**AUDITED CONSOLIDATED FINANCIAL RESULTS  
FOR THE PERIOD ENDED 31ST MARCH, 2010**



(Rs. In Million)

PARTICULARS	QUARTER ENDED 31/03/2010	% TO SALES	QUARTER ENDED 31/03/2009	% TO SALES	GROWTH %	15 MONTHS ENDED 31/03/2010	% TO SALES	12 MONTHS & YEAR ENDED 31/12/2008	% TO SALES	GROWTH %
Income from Operations	8,720	100.0	8,623	100.0	1.1	45,014	100.0	35,898	100.0	25.4
Total Expenditure	7,140	81.9	6,817	79.1	4.7	36,784	81.7	28,044	78.1	31.2
a) (Increase)/Decrease in stock	(199)	(2.3)	310	3.6	(164.1)	316	0.7	(297)	(0.8)	(206.3)
b) Consumption of raw material	2,303	26.4	1,572	18.2	46.5	11,841	26.3	7,912	22.0	49.7
c) Purchase of Finished Goods	1,635	18.8	1,587	18.4	3.0	7,561	16.8	5,947	16.6	27.1
Material Consumption	3,739	42.9	3,469	40.2	7.8	19,718	43.8	13,562	37.8	45.4
d) Staff Cost	1,294	14.8	1,481	17.2	(12.6)	6,944	15.4	6,074	16.9	14.3
e) R & D expenditure	116	1.3	146	1.7	(20.8)	668	1.5	513	1.4	30.1
f) Other expenditure	1,991	22.8	1,721	20.0	15.7	9,453	21.0	7,895	22.0	19.7
Other Expenditure	3,401	39.0	3,348	38.8	1.6	17,066	37.9	14,482	40.3	17.8
Gross Profit before Interest, Depreciation & Taxation	1,580	18.1	1,806	20.9	(12.5)	8,231	18.3	7,854	21.9	4.8
Interest/ Financing Cost										
(a) Interest	705	8.1	894	10.4	(21.2)	3,425	7.6	2,590	7.2	32.2
(b) (Income)/Expense due to Exchange Rate Fluctuation	160		313			259		(105)		
(c) Premium on FCCB	0		145			268		1,295		
Gross Profit after Interest but before Depreciation & Taxation	715	8.2	454	5.3	57.5	4,278	9.5	4,074	11.3	5.0
Depreciation	264	3.0	311	3.6	(15.0)	1,481	3.3	1,130	3.1	31.1
Profit after Interest & depreciation	451	5.2	143	1.7	215.1	2,797	6.2	2,944	8.2	(5.0)
Other Income	50	-	103	-	-	295	-	356	-	-
Exceptional Item Profit/(Loss) *	(6,333)		(201)			(12,949)		(5,810)		
Profit/(Loss) before Tax	(5,832)	(66.9)	45	0.5	-	(9,857)	(21.9)	(2,510)	(7.0)	-
Provision for Taxation	(5)		52			278		237		
Fringe Benefit Tax	0		6			9		39		
Deferred Taxation	(238)		85			(120)		(1,192)		
Profit/ (Loss) After Tax	(5,589)	(64.1)	(98)		-	(10,024)	(22.3)	(1,594)		-
Add: Share of Profit/ (Loss) from Associates	(63)		(4)			16		205		
Net Profit/(Loss)	(5,652)	(64.8)	(102)	(1.2)	(5440.8)	(10,008)	(22.2)	(1,389)	(3.9)	(620.5)
Paid-up Equity Share Capital (Rs 5/-each)	547		547		-	547		547		-
Reserves excluding Revaluation Reserve (as per last audited Balance-Sheet)	-		-		-	-		9,630		-
<b>Earning Per Share</b>										
Basic Earning Per Share (Rs)	(51.64)		(0.93)			(91.45)		(12.69)		
Diluted Earning Per Share (Rs)	(51.64)		(0.93)			(91.45)		(12.69)		

\* Derivative Losses for the quarter is Rs.3,315 Mio & Goodwill Impairment is Rs.2,662 Mio

Note : Current year's figures are for 15 months as against 12 months of previous year, hence not comparable.

PARTICULARS	QUARTER ENDED 31/03/2010	% TO SALES	QUARTER ENDED 31/03/2009	% TO SALES	GROWTH %	15 MONTHS ENDED 31/03/2010	% TO SALES	12 MONTHS & YEAR ENDED 31/12/2008	% TO SALES	GROWTH %
Public Shareholding										
- Number of Shares	28,202,555		28,122,803			28,202,555		28,102,803		
- Percentage to Paid-up Capital	25.77%		25.70%			25.77%		25.68%		
Promoters and promoter group shareholding										
a) Pledged/ Encumbered										
- Number of shares	4,300,000		63,178,000			4,300,000		69,280,667		
-Percentage of shares (as a % of the total shareholding of promoter and promoter group)	5.34%		78.40%			5.34%		85.97%		
-Percentage of shares (as a % of the total share capital of the Company)	3.93%		57.73%			3.93%		63.31%		
b) Non-encumbered										
- Number of shares	76,285,382		17,407,382			76,285,382		11,304,715		
-Percentage of shares (as a % of the total shareholding of promoter and promoter group)	94.66%		21.60%			94.66%		14.03%		
-Percentage of shares (as a % of the total share capital of the Company)	69.70%		15.91%			69.70%		10.33%		

**Notes To Consolidated Financials:-**

- 1) The above results were reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on May 20, 2010.
- 2) The outstanding liabilities of the Company are being restructured under the aegis of Corporate Debt Restructuring (CDR) Scheme. As required under the Scheme the Master Restructuring Agreement (MRA) and other necessary documents have been executed and effective. The CDR scheme comprehensively covers the FCCB liabilities, Wockhardt EU Operations (Swiss) AG's loan and crystallized derivatives / hedging liabilities.
- 3) The Company has accounted Mark-to-Market (MTM)/ realised loss of Rs.3,315 million and Impairment of Goodwill of Rs.2,662 million for the quarter ended March 31, 2010 as an Exceptional Item. As negotiations are in progress in respect of derivative/hedging instruments outstanding as on March 31, 2010, relative amounts held as premiums in current assets are unconfirmed.
- 4) Zero coupon Foreign Currency Convertible Bonds (FCCBs) along with premium were due for repayment in October 2009. CDR scheme comprehensively covers FCCB liability and pursuant to it, one of the FCCB holders have been issued preference shares of Rs.2,086 million. Additionally, certain FCCB holders are in negotiation with the Company.
- 5) Winding up petitions are filed by certain lenders / banks in Bombay High Court and the Company has filed affidavit in reply. ICICI Bank, as empowered by CDR and Employee Union have filed intervention application against the winding up. The matter is sub judice and outcome of which cannot be currently ascertained.
- 6) Certain derivative/hedging contracts have been unilaterally cancelled by the banks. The Company has treated the demand of Rs.9,607 million as a contingent liability and has not acknowledged as debt, since the liability cannot be currently ascertained even on a best effort basis till the final outcome of the matter. The Company is of the view that these are contingent liabilities as these arise from past events and existence of which will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within control of the Company and therefore, has not acknowledged these claims against Company as debts.
- 7) As a part of CDR Scheme, during the quarter, Company has issued 424,163,605 Optionally Convertible Cumulative Redeemable Preference Shares of Rs.2,121 million and 912,994,875 Non Convertible Cumulative Redeemable Preference Shares of Rs.4,565 million to various banks, FCCB holder and promoters which are redeemable at premium in the year 2018 and 2019. The Optionally Convertible Cumulative Redeemable Preference Shares will be converted into equity shares commencing October 25, 2015 (Series - 1) and July 04, 2016 (Series - 2) as per SEBI formula on the date of conversion.
- 8) Pursuant to adverse market developments, the Company tested its carrying value of goodwill at Wockhardt France (Holdings) S.A.S. cash generating unit (CGU) for impairment. The impairment testing indicated that the carrying value of goodwill was higher than its recoverable value and accordingly, the Company has recorded an impairment loss with respect to goodwill amounting to Rs.2,662 million as at March 31, 2010. Against the patent challenge to one of our products, Wockhardt France (Holdings) S.A.S., has appealed and the outcome of the hearing is awaited. The management is ready with contingency and restructuring plans combined with immediate and long term strategy.
- 9) Wockhardt EU Operations (Swiss) AG has a bank loan of \$250 million, a part of which was due for repayment in the quarter. Presently, the Company is renegotiating the terms & conditions and the management is confident about successful conclusion of such negotiations.
- 10) As on January 1, 2010 the Company had no investors complaints pending. During the quarter the Company has not received any complaints. Accordingly, no complaints are pending as on March 31, 2010.
- 11) The Company is exclusively into Pharmaceutical business Segment.
- 12) The Board of Directors had approved a change in accounting year of the Company to commence from 1st April every year and to end of 31st March of the following year. Consequently, as a transitional arrangement, the current year annual accounts and reports of the Company are for a period of 15 months commencing from January 1, 2009 and ending on March 31, 2010. The figures in respect of the previous year, however, relate to 12 months ended December 31, 2008 and hence are not comparable.
- 13) Previous period figures have been recast/ re-classified to conform to the current period's presentation.
- 14) Standalone Financials of the Company are available on the websites of National Stock Exchange and Bombay Stock Exchange.