

# Wockhardt Limited

Investor Presentation

By

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Managing Director

Q4FY15 & FY14-15

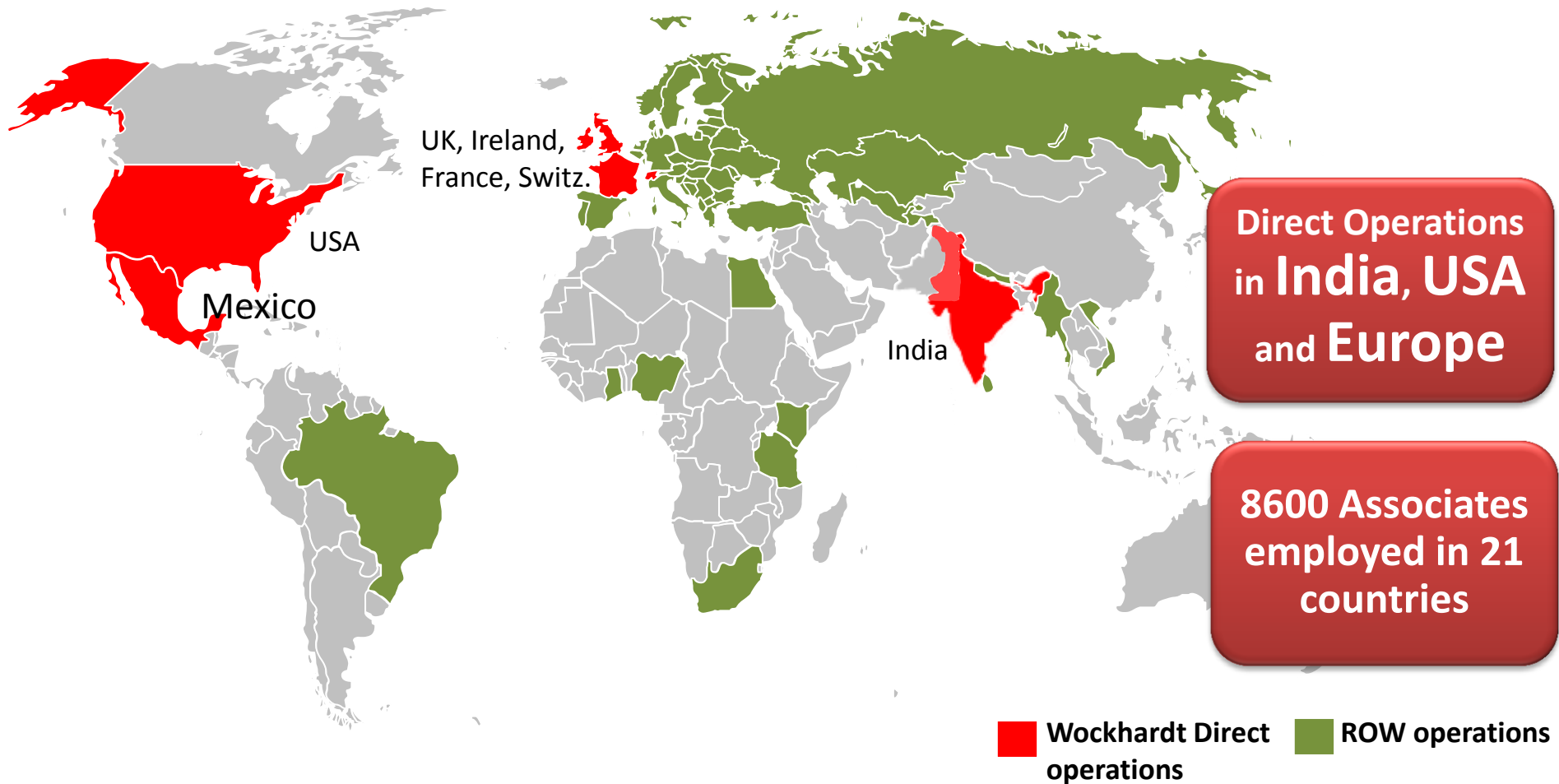
# Safe Harbor Statement

- Except for historical information contained herein, statements in this communication, which include words or phrases such as “will”, “aim”, “will likely result”, “would”, “believe”, “may”, “expect”, “will continue”, “anticipate”, “estimate”, “intend”, “plan”, “contemplate”, “seek to”, “future”, “objective”, “goal”, “likely”, “project”, “should”, “potential”, “will pursue” and similar expressions or variations of such expressions may constitute “forward looking statements”. These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. Wockhardt Limited does not undertake any obligation to update forward looking statements to reflect events or circumstances after the date thereof.

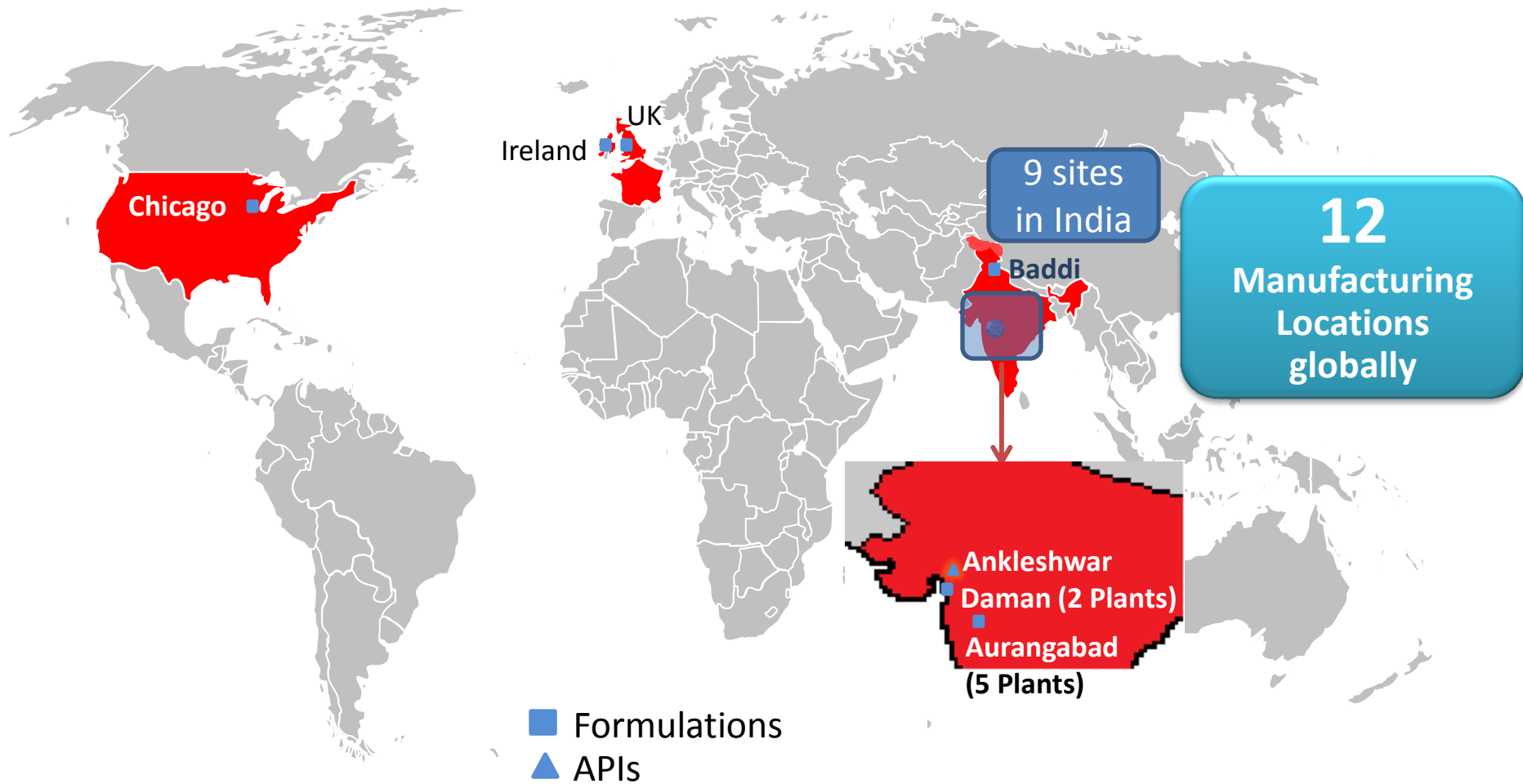
# Introduction to Wockhardt

## Key Business Dynamics

# Wockhardt Today



# Wockhardt Today



# Wockhardt Today



**3** R&D Centers  
worldwide

**USA / UK &  
India**

# Key Business Update

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## Regulatory Update

- UK MHRA lifted Statement of Non Compliance from L1 Facility and have also restored EU GMP certification of Kadaiya facility.
- MGP Facility:- 483 response was found satisfactory from US FDA.
- US FDA conducted inspection in L1 & Waluj facilities & observed on going improvement in company's efforts towards compliance.

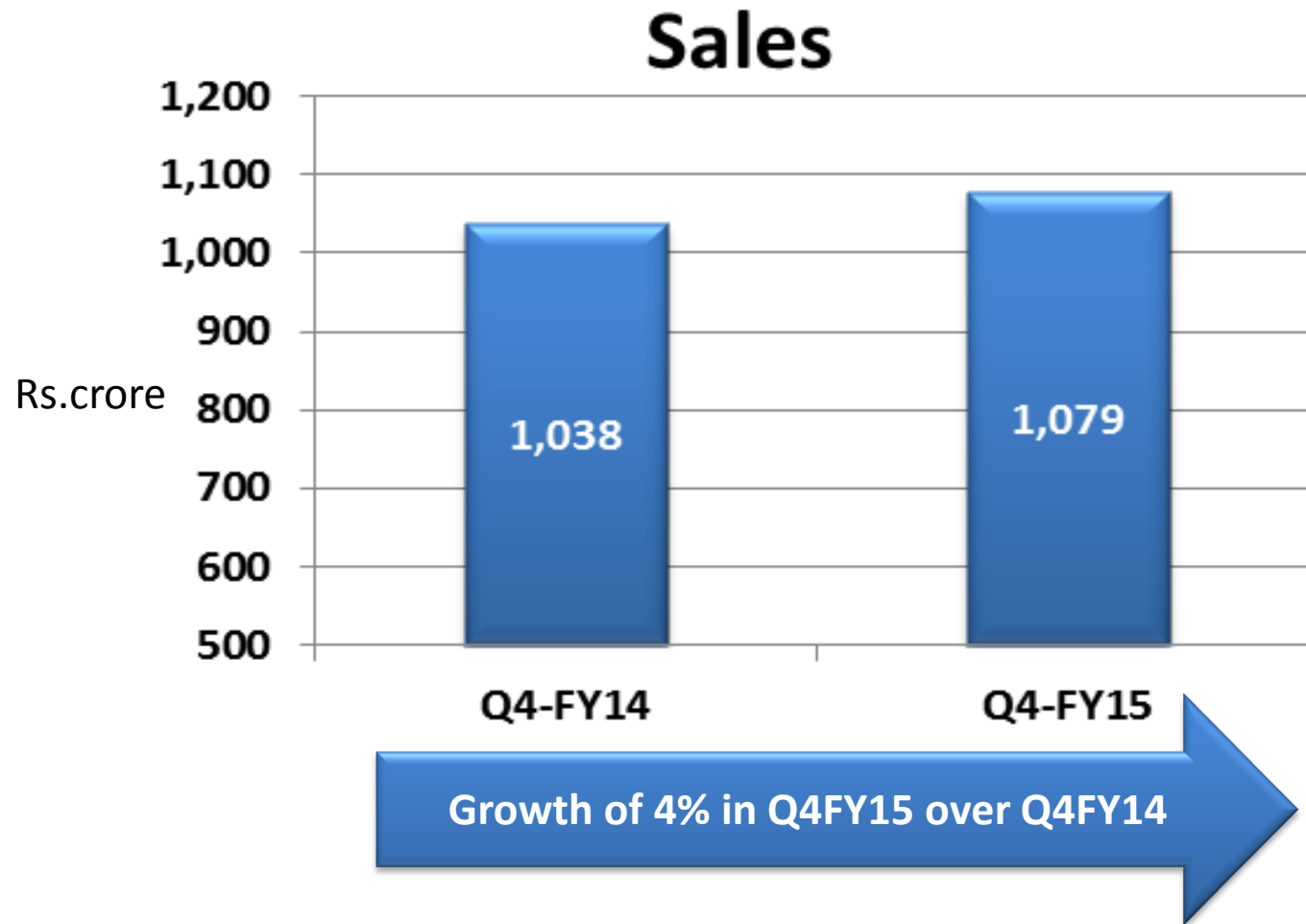
## Research Update

- Obtained QIDP status from US FDA for 2 of its drugs WCK 771 & WCK 2349 for New Drug Discovery program in Anti-infective research in FY15. Also obtained QIDP status for its third NCE product WCK 4873 during this month. QIDP status allows for fast track review by US FDA and also grants a five year extensions to the drug patents in USA. Wockhardt is the only Indian company to receive QIDP status for its NCE products.
- Filed for 267 patents during the Year taking the cumulative filings to 2268 and has been granted 82 patents during the Year taking the cumulative patents granted to 341.

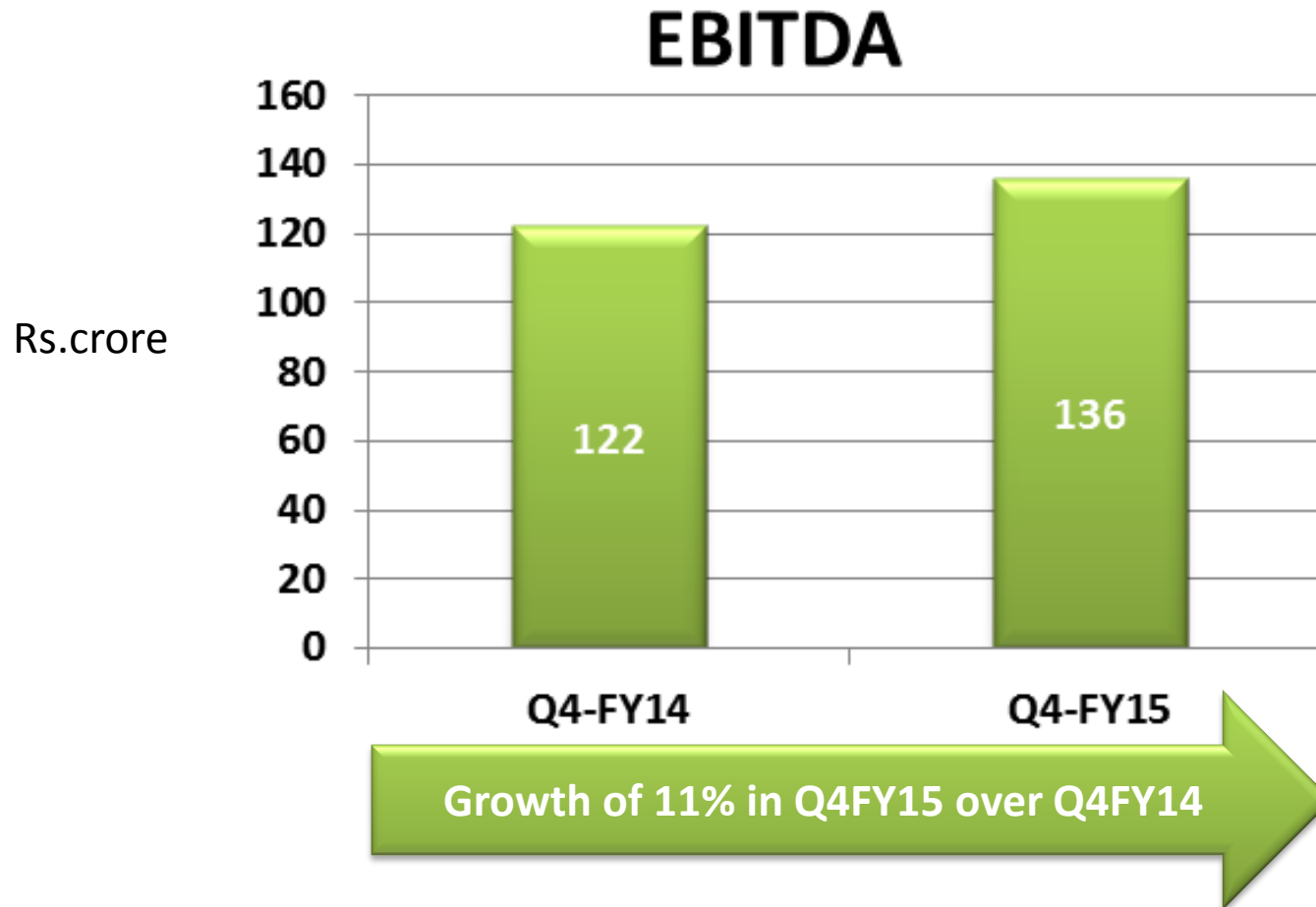


# Q4FY15 Results

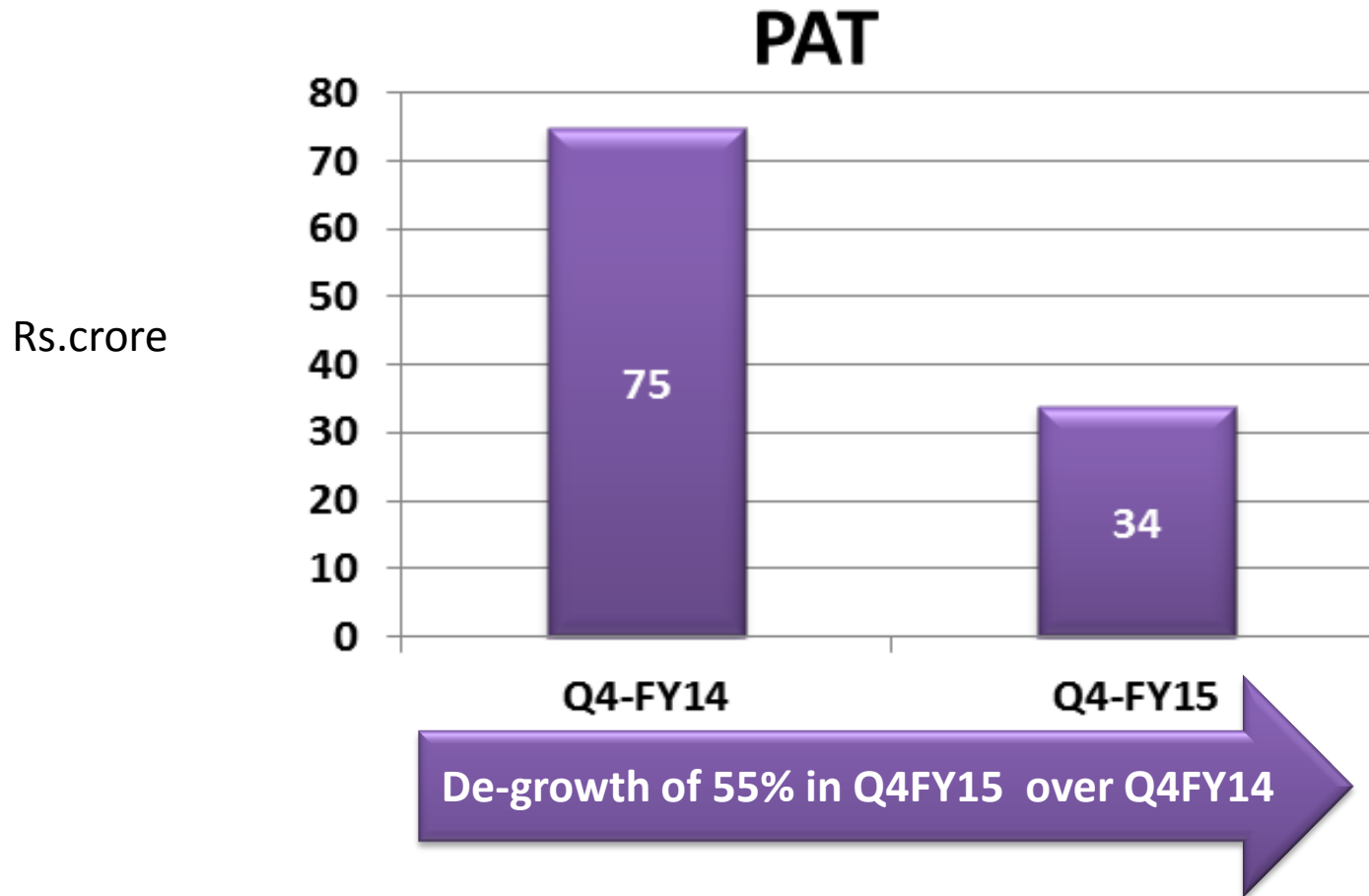
# Sales – Growth of 4% over Q4FY14



# EBITDA – Growth of 11% over Q4FY14

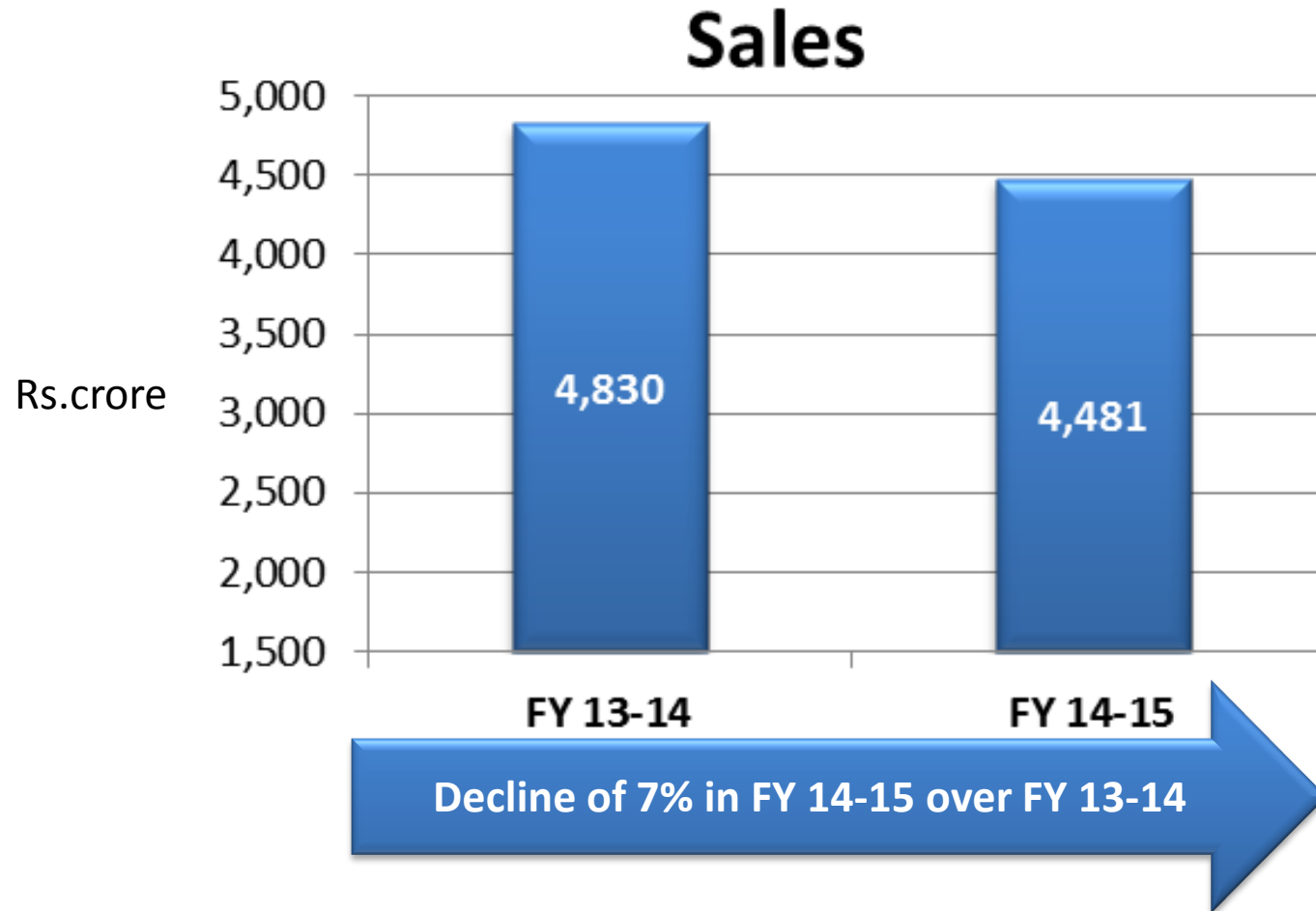


# PAT – Decline of 55% over Q4FY14

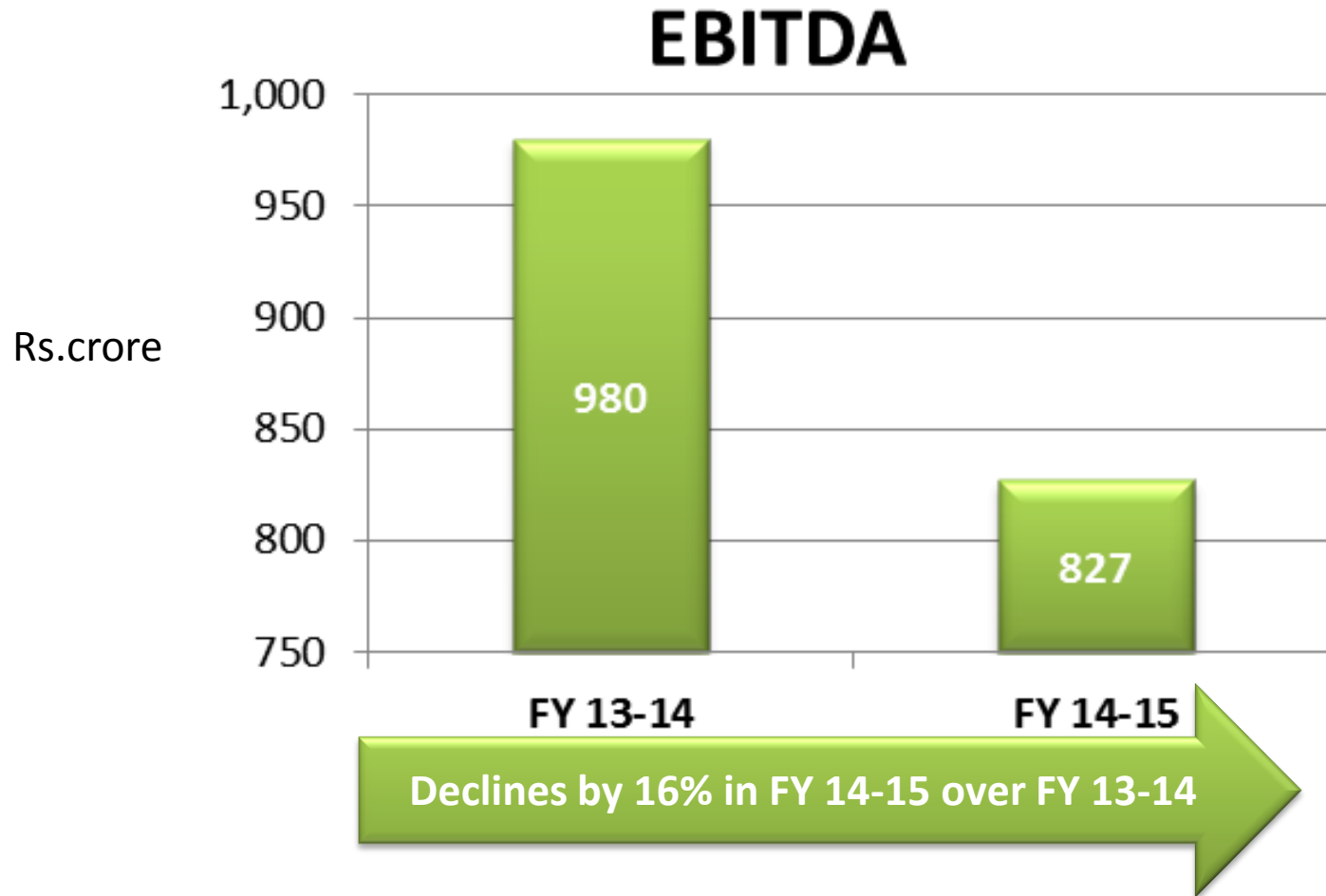


# FY 14-15 Results

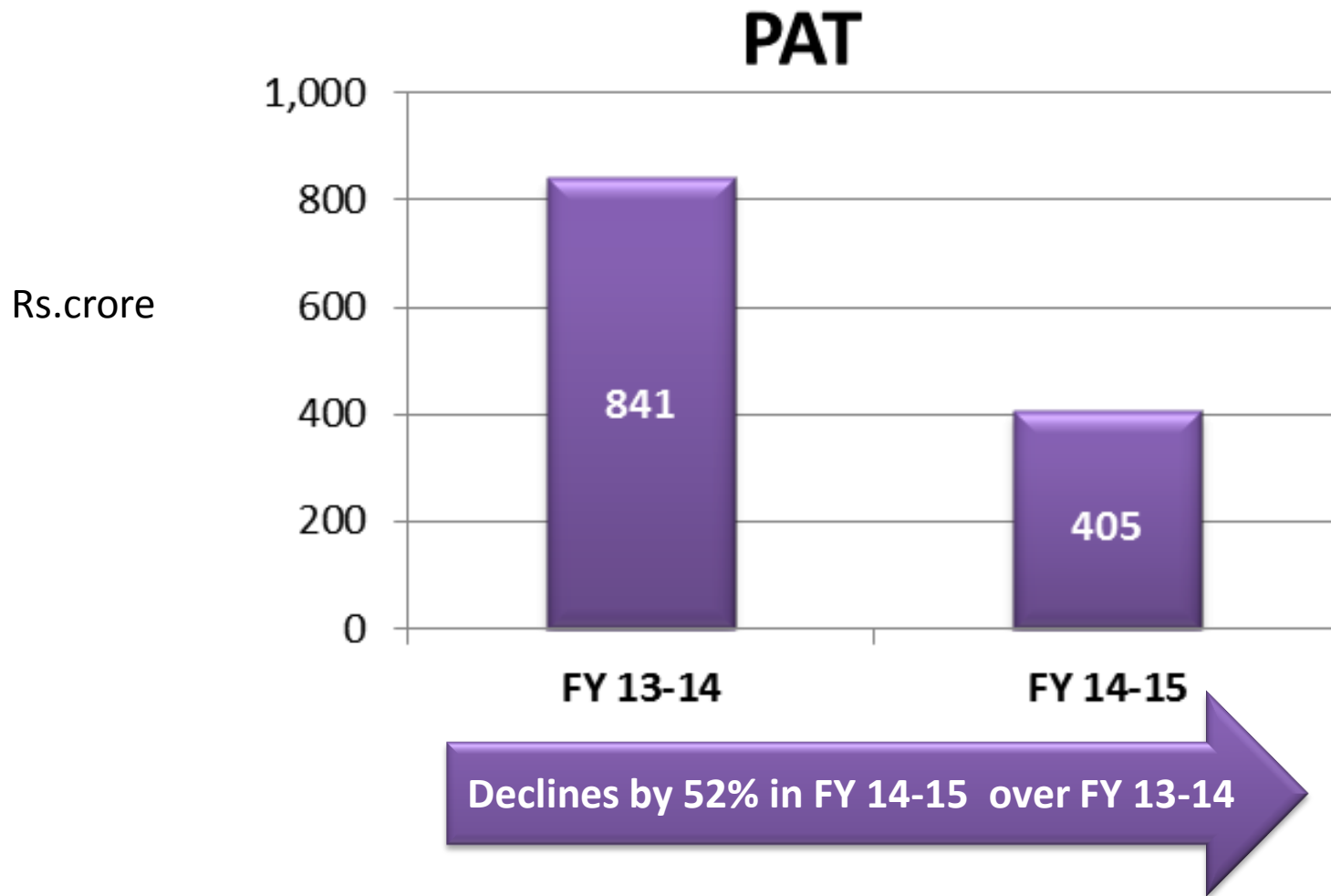
# Sales – Decline of 7% over FY 13-14



# EBITDA – Declines by 16% over FY 13-14



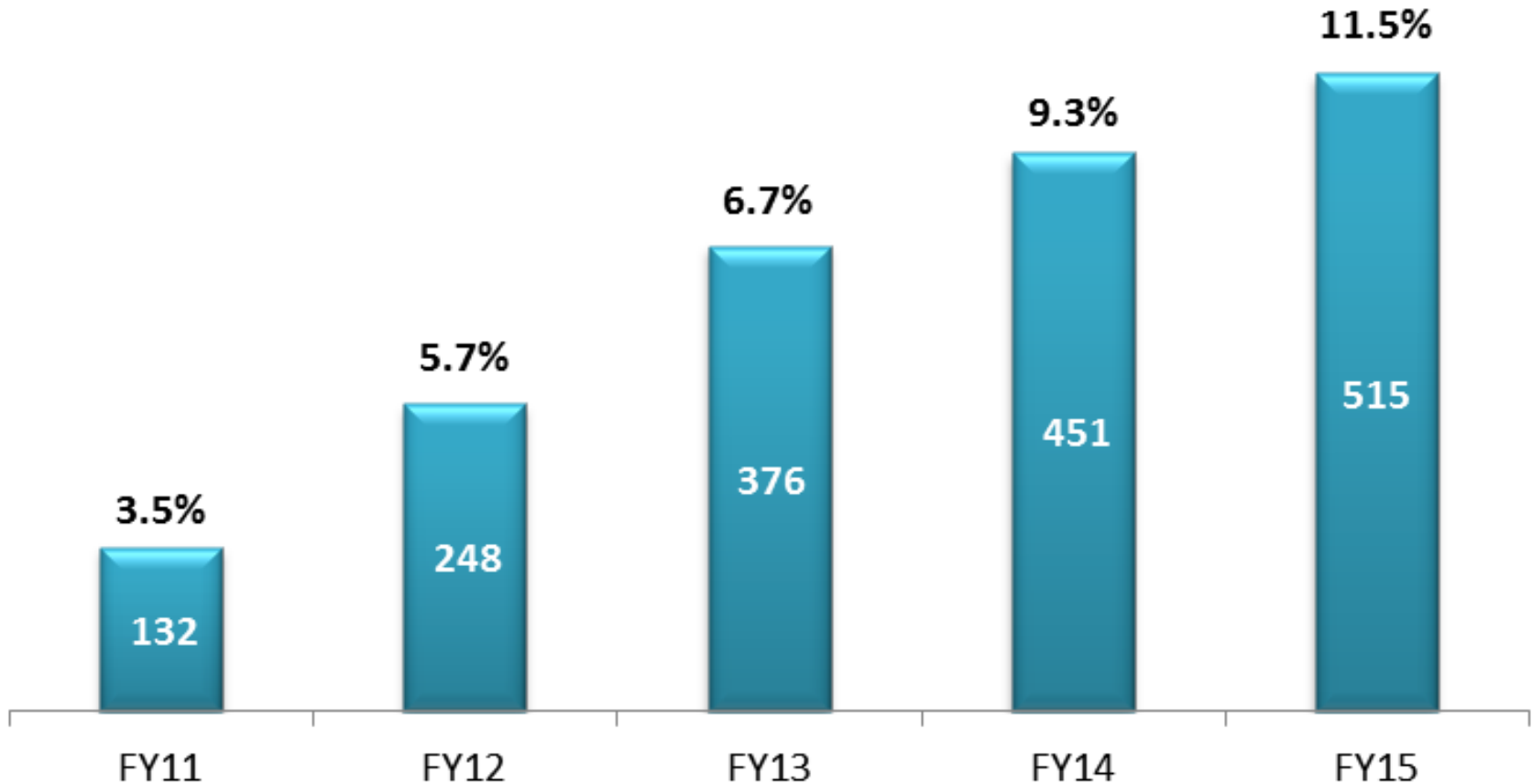
# PAT – Declines by 52% over FY 13-14



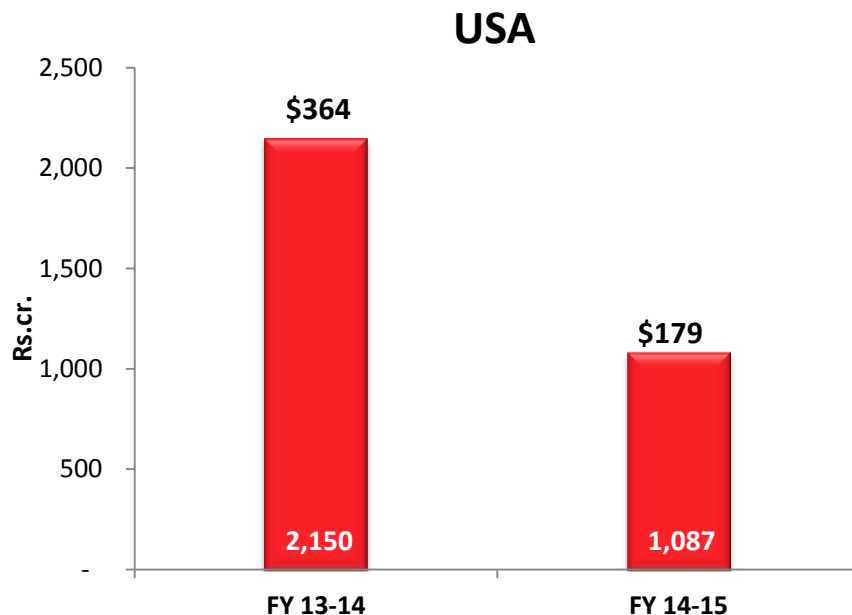


# Research – 11.5% of Sales in FY14-15

## R&D % to Sales



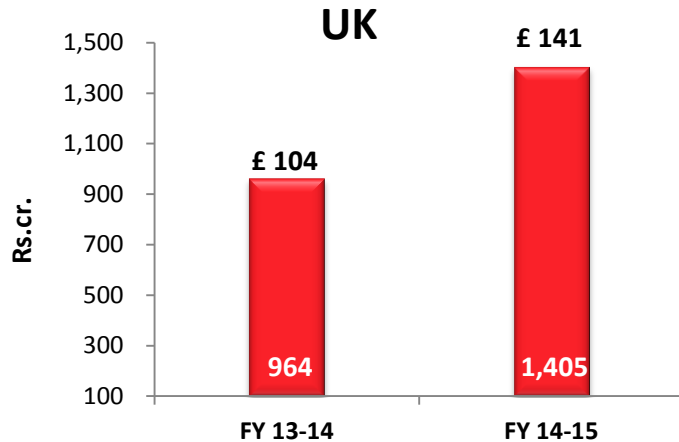
# US Business



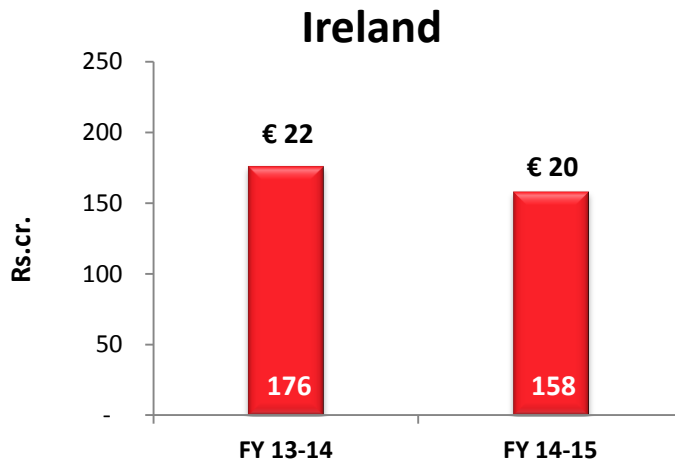
- Declines by 21% (22% in \$ terms) over Q4FY14.
- Declines by 49% (51% in \$ terms) over FY 13-14.
- During the year 14 ANDA's filed & cumulative ANDA's pending for approval is 69.

# EU Operations

## UK Operations



- 8 New Approvals received in FY 14-15.
- 11 New Fillings done in FY 14-15 , 1 in Q4FY15.
- UK operation Grows by 36% (grows by 34% £ terms) in Q4FY15. Grows by 46% (35% in £ terms) in FY 14-15.
- Among top 5 generic company.



## Ireland Operations

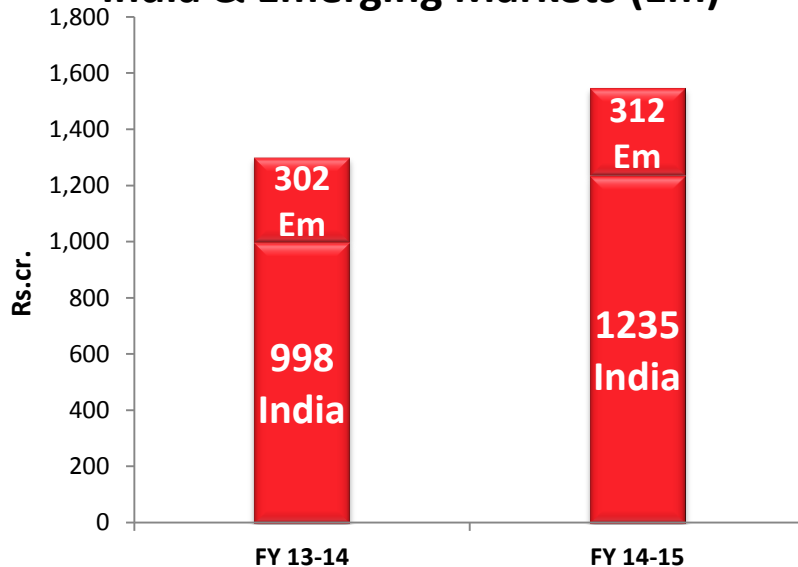
- Ireland Declines by 11% (6% in € terms) in Q4FY15. Decline by 10% (11% in € terms) in FY 14-15.

# India & Emerging Markets



- **Total Emerging Markets (Including India) Grows by 26% for Q4FY15. Grows by 19% for FY 14-15.**
- **India Business Grows by 46% for Q4FY15 and Grows by 24% during FY 14-15.**
- **2 new products in Q4FY15 and 42 new products launched in FY 14-15 in India.**
- **Emerging Market operations declined by 25% in Q4FY15 and grew by 3% during FY 14-15.**

**India & Emerging Markets (Em)**





For investor updates and communication please visit  
[www.wockhardt.com](http://www.wockhardt.com)

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