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# Wockhardt's Q3 Results 2008

# Sales grow by 25.1% to Rs. 924 crore Operating Profit up by 16.5%

## Mumbai, October 21, 2008

Pharmaceutical and biotechnology major Wockhardt Limited today announced a 25.1% increase in consolidated sales revenues to stand at Rs. 923.5 crore for the third quarter ended September 30, 2008 over the corresponding quarter of 2007. Operating profit grew by 16.5% to Rs. 210.8 crore. Net profit stood at Rs. 62.2 crore.

"Our US and European businesses have shown tremendous growth potential in the world's two most mature markets and currently our international operations contributes three quarters to our overall business growing at 31%," said Wockhardt Chairman Habil Khorakiwala. "This exemplifies our ability to create significant value from not only our acquisitions but also in our organic growth, which is growing at 16%," he added.

### USA Business:

Wockhardt's US subsidiary, Wockhardt USA Inc. grew by 123% and the overall US operations including Morton Grove Pharmaceuticals grew by 222% in Q3-2008. This phenomenal growth is now contributing to 20% of consolidated sales. Wockhardt has 11 approvals from the US FDA for its sterile products including Cephalosporins and is currently marketing 63 products in the US market. Recently, the Morton Grove Pharmaceutical production plant in Chicago underwent an inspection and was found fully compliant by the US FDA authorities.

### India Business:

Wockhardt's India business grew by 11% in Q3-2008. As per ORG-IMS, Wockhardt's cumulative rank (Jan-Aug) improved from the 19<sup>th</sup> position in 2007 to the 15<sup>th</sup> position in 2008 and the cumulative market share (Jan-Aug) improved from 1.83% in 2007 to 2.13% in 2008. Wockhardt's in-licensing strategy of getting niche global products to India is seen as a key growth driver with a number of products like Sammy, B-Lift, Novaphane and Mobiwok already launched. Overall 10 brands feature in the list of 'Top 300' brands of the industry with Dexolac and Spasmo-Proxyvon still maintaining its position in the 'Top 100'.

### Europe Business:

Wockhardt's European business grew by 11% in Q3 of 2008 and continues to be Wockhardt's single largest market accounting for 52% of consolidated sales. In Europe, Wockhardt UK is a key growth driver growing by 20% against the industry growth of 6%.

Wockhardt Limited is a global pharmaceutical and biotechnology major with an innovative research and development programme. Wockhardt has global footprints including UK, France, Germany, Ireland and USA. Wockhardt employs a multi-cultural and multi-ethnic workforce of 7500 people worldwide belonging to 14 different nationalities.

#### WOCKHARDT LIMITED



#### UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH SEPTEMBER, 2008

										(RS IN MILLION)				
PARTICULARS	Quarter	% To	Quarter Ended	% To	Growth%	Nine Months	% To	Nine Months	% To	Growth%	Year	% To		
	Ended 30/09/2008	Sales	Ended 30/09/2007	Sales		Ended 30/09/2008	Sales	Ended 30/09/2007	Sales		Ended 31/12/2007	Sales		
	00/00/2000		00/00/2001			00/00/2000		00,00,2001			01/12/2001			
Income from operations	9,235	100.0	7,381	100.0	25.1	26,442	100.0	18,912	100.0	39.8	26,532	100.0		
Total Expenditure	7,127	77.2	5,572	75.5	27.9	20,289	76.7	14,422	76.3	40.7	20,141	75.9		
a) (Increase)/Decrease in stock	432	4.7	(49)	(0.7)	(981.6)	-778	(2.9)	(721)	(3.8)	7.9	-1,431	(5.4)		
b) Consumption of raw material	1,966	21.3	2,004	27.2	(1.9)	5,769	21.8	5,057	26.7	14.1	7,374	27.8		
c) Purchase of Finished Goods	1,209	13.1	1,079	14.6	12.0	4,387	16.6	3,054	16.1	43.6	3,985	15.0		
Material Consumption	3,607	39.1	3,034	41.1	18.9	9,378	35.5	7,390	39.1	26.9	9,928	37.4		
d) Staff Cost	1,620	17.5	1,111	15.1	45.8	4,779	18.1	2,985	15.8	60.1	4,433	16.7		
e) R & D Expenditure	139	1.5	117	1.6	18.8	500	1.9	417	2.2	19.9	505	1.9		
f) Other expenditure	1,761	19.1	1,310	17.7	34.4	5,632	21.3	3,630	19.2	55.2	5,275	19.9		
Other Expenditure	3,520	38.1	2,538	34.4	38.7	10,911	41.3	7,032	37.2	55.2	10,213	38.5		
Gross Profit before Interest,	2,108	22.8	1,809	24.5	16.5	6,153	23.3	4,490	23.7	37.0	6,391	24.1		
Depreciation & Taxation														
Financing Cost (Net)	486	5.3	361	4.9	34.6	1,367	5.2	814	4.3	67.9	1356	5.1		
Income/(Expense) due to Exchange Rate Fluctuation	553	6.0	(93)	(1.3)	(694.6)	1,117	4.2	(332)	(1.8)	(436.4)	(382)	(1.4)		
on Foreign Currency Borrowings			. ,	, ,	. ,			. ,	. ,	. ,	. ,	. ,		
Gross Profit after Interest but before	1,069	11.6	1,541	20.9	(30.6)	3,669	13.9	4,008	21.2	(8.5)	5,417	20.4		
Depreciation & Taxation			100		07.0	700		540	0.0		785			
Depreciation	269	2.9	196		-	762	2.9	549	2.9	38.8		3.0		
Profit after Interest & depreciation	800	8.7	1,345		(40.5)	2,907	11.0	3,459	18.3	(16.0)	4,632	17.5		
Other Income	24	-	26		- (20.0)	91	-	73	-	-	110			
Profit before Tax	824	8.9	1,371		· · ·	2,998 442	11.3	3,532	18.7	(15.1)	4,742 527	17.9		
Provision for Taxation	133 12	1.4	196 8		(32.1)	<u>442</u> 30		497 26	2.6	. ,	36	2.0 0.1		
Fringe Benefit Tax	97	0.1	84		50.0 15.5	241	0.1	20	0.1	15.4	354	1.3		
Deferred Taxation										0.8				
Profit After Tax	582	6.3	1,083		(46.3)	2,285	8.6	, -	14.6	(17.5)	3,825	14.4		
Add: Share of Profit/ (Loss) from Associates	29	0.3	0			68	0.3	0			33			
Net Profit	611	6.6	1,083	14.7	(43.6)	2,353	8.9	2,770	14.6	(15.1)	3,858	14.5		
Extra Ordinary Income/ (Expense) (Net of Tax) [Refer Note 2]	11	0.1	0			(164)	(0.6)	0			0	0.0		
Net Profit After Extra-Ordinary Item	622	6.7	1,083	14.7	(42.6)	2,189	8.3	2,770	14.6	(21.0)	3,858	14.5		
Paid-up Equity Share Capital (Rs.5/-each)	547		547		-	547		547		-	547			
Reserves excluding Revaluation Reserve (as per														
last audited Balance-Sheet)	-		-		-	-		-		-	12,188			
Basic & Diluted Earning Per Share before Extra- Ordinary Item (Rs)	5.58		9.89		(43.6)	21.50		25.31		(15.1)	35.25			
Basic & Diluted Earning Per Share after Extra-Ordinary Item (Rs)	5.58		9.89		(43.6)	21.50		25.31		(15.1)	35.25			
Public Shareholding														
- Number of Shares	2,80,87,803		2,80,72,003			2,80,87,803		2,80,72,003			2,80,75,803			
- Percentage to Paid-up Capital	25.66%		25.65%			25.66%		25.65%			25.66%			

Notes:-

- 1) The above results were reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on October 21, 2008.
- 2) Pursuant to the announcement on 'Accounting for Derivatives" issued by the Institute of Chartered Accountants of India in March 2008, the Company has accounted Mark-to-Market (MTM) losses aggregating Rs. 279 million during the quarter ended March 2008, which have reduced by Rs. 104 million during the June Quarter and further reduced by Rs. 11 million during the current quarter. The Company has entered into Hedging Instruments, which are long term in nature to reduce interest cost for the loans, which the Company has taken in past and is outstanding as of September 30, 2008. As per the Risk Mangement Policy, the Company is hedging the interest for 50% of the long term loans. The Company does not hold or issue derivative financial instruments for trading or speculative purposes. The same has been treated as an Extra-Ordinary Item.
- 3) In the month of October 2004, the Company had issued 110,000 Zero Coupon foreign currency convertible bonds of USD 1,000 each. The Bonds are considered as monetary liability. The Bonds are redeemable on maturity date at 129.578 percent of its principal amount, only if there is no conversion of bonds on or before September 25,2009. The Company is evaluating various options to raise equity funds, if required, to repay the bonds. The current liability for premium is Rs. 81.4 million for the quarter and cumulative liability of Rs.1,165.8 million as of the quarter ended September 30, 2008.
- 4) As on July 1, 2008 the Company had no investors complaints pending. During the quarter the Company has received 4 complaint which have been suitably resolved. Accordingly, no complaints are pending as on September 30, 2008
- 5) The Company is exclusively into Pharmaceutical business Segment.
- 6) Previous period figures have been recast/ re-classified to conform to the current period's presentation.