



# DELIVERING ON TRUST

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Wockhardt draws its strength from the formidable foundation of trust it has built over the years. Reflected in our reputation of being a dependable partner, is our focus on understanding our customers and their needs. Being responsive to all of these is fundamental to our business practices.

Much as we are close to our customers, we are also well versed with the global trends in medicine. This enables us to bring high quality, global products through our R&D endeavours and also through our strategic in-licensing collaborations. Leveraging our multi-technology manufacturing capabilities and cGMP, we deliver world-class products and contract manufacturing services.

On the healthcare front, our zeal towards saving lives of patients suffering from dreaded diseases has enabled us deliver care that is just not the best, but legendary.

At Wockhardt, delivering on trust is not just business - it is our attitude.

## WOCKHARDT VISION

TO BE THE MOST  
ADMIRED HEALTHCARE  
GROUP FROM INDIA

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## WOCKHARDT MOMENTS



**Dr. Murtaza Khorakiwala**, Managing Director, Wockhardt Limited, addressing the delegates at the 'Global Manufacturing Summit 2008'

**Habil Khorakiwala**, Chairman, Wockhardt Group, was honoured and bestowed with the title of 'Entrepreneur of the Year' by the UK Trade & Investment at the India Business Awards 2008. The award was presented by Sir Richard Stagg, British High Commissioner to India (on left) and Andrew Cahn, Chief Executive, UK Trade & Investment (on right)



**Huzaifa Khorakiwala**, Executive Director, Wockhardt Limited, receiving the Business Superbrand Award 2008 from Shri L. K. Advani, BJP Leader. Seen in the center is Anmol Dar, MD, Business Superbrands, India

## WOCKHARDT WORLDWIDE

### RESEARCH CENTRES

#### Wockhardt Limited

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#### Pinewood Laboratories Limited

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#### Morton Grove Pharmaceuticals Inc.

6451 West Main Street  
Morton Grove, Illinois 60053, USA  
Tel: +1 847 9675600  
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### MANUFACTURING PLANTS

#### Wockhardt Limited

Wockhardt Biotech Park  
H-14/2, M.I.D.C., Area Waluj  
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#### Pinewood Laboratories Limited

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Morton Grove, Illinois 60053, USA  
Tel: +1 847 9675600  
Fax: +1 847 9672211



### CORPORATE OFFICE

Registered Office :

#### Wockhardt Limited

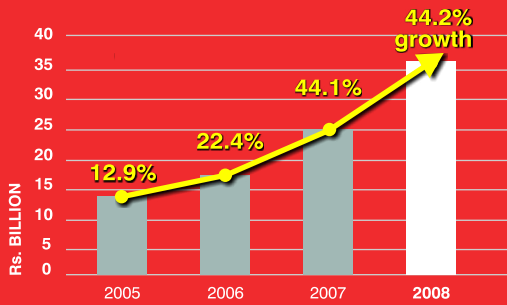
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[www.wockhardt.com](http://www.wockhardt.com)

# HIGHLIGHTS OF 2008

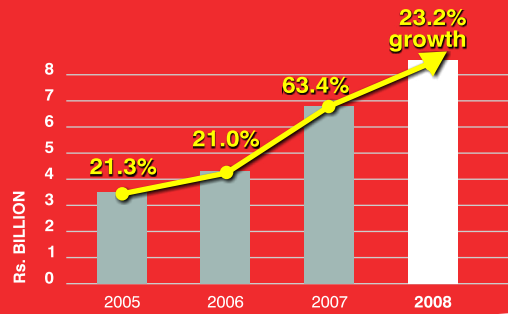
## NET SALES

**Rs. 36 bn**  
US\$ 738 mn



## EBIDTA (Operating Profit)

**Rs. 8.4 bn**  
US\$ 173 mn



### WOCKHARDT US BUSINESS GROWS 140%

23 ANDAs approved during 2008 - amongst the Top-5 in the world

Over 60 products sold in the US market

### WOCKHARDT EUROPE BUSINESS GROWS 30%

Generic & Hospital business key drivers for Wockhardt UK, recording double the industry growth

Contract Manufacturing relationship with 18 companies from US and Europe

Pinewood is the No.1 branded generic company in Ireland, continually outperforming competition in the Irish market. Market share increases to 29% from 23%

Market share of Nebilox of Negma doubles in two years

### INDIA BRANDED BUSINESS GROWS 20% COMPARED TO INDUSTRY GROWTH OF 10% (ORG-IMS 2008)

Market share improves from 1.90 % to 2.08 %

Rank improves by 2 levels

Glaritus (recombinant insulin analogue - glargine), Worlds first after the innovator, launched in India for diabetic patients

11 in-licensed products launched in India

11 brands of Wockhardt feature amongst the Top-300 brands of the industry



# LETTER FROM THE CHAIRMAN

## MY DEAR SHAREOWNERS

**Trustworthiness is the soil that produces strong roots. From it stem confidence, sturdiness, zeal and ultimately, success. ▶**

**-Anonymous**

At Wockhardt, we have firmed our roots on the right soil. And over 40 glorious years of our existence says it all. Having grown brick-by-brick, from a 40-people team to an organisation of 7,000 professionals, we have left behind us a legacy of developing path-breaking and technologically advanced medicines. Through every single day of this journey, we have delivered on the trust our stakeholders have placed in us. And I must say that we have truly enjoyed this privilege.

During the fiscal 2008, Wockhardt displayed one of its best operational performances, historically. I'm pleased to report a 23.2% surge in EBIDTA to reach Rs. 8.4 billion (US\$ 173 million) from consolidated revenues of Rs. 36 billion (US\$ 738 million).

Our international business contributing 73% of the total grew by over 40%. Most promising, was the phenomenal growth shown by our US business including Morton Grove Pharmaceuticals. Today with a growth of 140% in the US, Wockhardt demonstrates a clear ability and resolve to develop high technology products and penetrate the intensely competitive US market. Our efficient R&D and Business teams have succeeded in building a demonstrably competent enterprise. Placing quality above quantity, Wockhardt USA abides by the strategy of delivering niche technology driven products. It is a matter of immense pride for all of us to know that Wockhardt is amongst the Top-5 companies globally, to have received 23 Abbreviated New Drug Application (ANDA) approvals from the United States Food and Drug Administration in 2008 (source: Generics Bulletin 2009). This laudable accomplishment highlights the continued, well-directed and strategic efforts of our dedicated and talented teams.

On the other hand, Europe continues to constitute nearly 51% of our overall business. Well-known big pharma companies from the United States and Europe have trusted Wockhardt with their contract manufacturing and new product requirements. The UK and Irish operations have produced excellent results and shown double-digit growth.

## ON THE HOME FRONT...

As true pioneers in the field of biotechnology in India, we are at the forefront in bringing innovative medicines to the market. Our R&D effort has resulted in the launch of Glaritus, a recombinant insulin analogue - glargine. In fact, Wockhardt is the 1<sup>st</sup> company in the world, after the innovator, to launch this long-acting recombinant insulin analogue in India with a world market potential of US\$ 2 billion and more. Over the years, we have focussed on building a strong and comprehensive diabetes management portfolio with a range of oral anti-diabetic products, insulins and a blood sugar monitoring device - Sugarchek.

Our India branded business grew briskly by 20% in 2008 as compared to the industry growth of 10% (ORG IMS 2008). Overall, Wockhardt increased its market share to 2.08% vis-à-vis 1.9% in 2007 and in the process also improved its industry ranking by 2 notches. Moreover, 11 Wockhardt brands featured in the list of 'Top 300' brands in the industry.

## THE GLOBAL FINANCIAL MAZE

With our international business contributing 73% to the total consolidated revenues, hedging foreign exchange risk is an obvious and a prudent treasury operation at Wockhardt. However, challenging times such as these come uninvited. The prevalent financial downturn and fluctuating exchange rates have resulted in significant losses on our forex exposure. As with the marketplace, we too have been affected by the global financial meltdown and the ensuing credit squeeze. On the back of

**Going forward, we will continue to reinvent Wockhardt and with it develop newer footprints for growth, to be even more competitive.**

superior operational performance, we have decided to strengthen our gearing ratios and are in the midst of a corporate debt restructuring exercise. We are taking significant management initiatives towards containing such losses henceforth and are confident that as a result of this, we shall be stronger than ever... for the future.

### **WOCKHARDIANS... OUR FORTE**

Managing in such turbulent times would have been very difficult, if not for Wockhardt's priceless asset - its people. As strategies bestow direction, a proficient team gives form to goals. With a unified vision and a firm commitment, Wockhardians across the globe have been integral to the company's success. They have provided inspiring leadership to achieve fantastic operational performances.

### **EYES ON THE FUTURE**

Going forward, we will continue to reinvent Wockhardt and with it develop newer footprints for growth, to be even more competitive. At this juncture, I'm reminded of a popular maxim, 'Circumstances are the best teachers.' As a deft organisation, Wockhardt will be more focussed in managing its cash flows and working capital efficiently and will initiate better inventory and cost management practices.

I am also elated to tell you that Wockhardt's Board of Directors have taken the decision to appoint and induct on the Board, Huzafa Khorakiwala as Executive Director and Dr. Murtaza Khorakiwala as Managing Director of Wockhardt Limited. This decision was taken to develop a long-term succession plan in the best interest of the

company and all its stakeholders. This will also give me an opportunity to mentor and develop the next generation leaders whilst I am fully involved in providing leadership, strategic vision and direction to the company's business operations. I will continue to remain as Chairman of Wockhardt with all executive powers to lead the company in its future course of direction. Please join me in congratulating them on this momentous occasion.

Lastly, but definitely not the least, I'd like to extend my thanks to all our investors, customers, bankers, partners, associates as well as Wockhardians for their continued unstinted support and in participating in our future growth and prosperity.

A blue ink signature of Habil Khorakiwala, written in a cursive style.

**Habil Khorakiwala**  
Chairman



# CUSTOMERS

## THE VERY REASON OF OUR BEING...

Over the years, Wockhardt has forged lasting bonds with its care deliverers comprising of the medical community, the hospital administrators, as well as distributors and pharmacists.

As a perceptive company, we have grown to comprehend and deliver valuable intangibles our customers desire.

We provide contemporary products that are clinically proven for efficacy as well as safety. By discerning the unmet medical needs of the customers, we have developed a highly pertinent basket of products across multiple therapeutic areas for acute and chronic conditions, including life-style diseases.

At Wockhardt, we continually deliver on trust our customers repose on us.





**SPEARHEADING INNOVATION FOR A COMPREHENSIVE SOLUTION IN DIABETES MANAGEMENT**

With increasing concern for diabetes globally, and India becoming the diabetes capital of the world, Wockhardt realised the damaging impact and other complications this disease has on the vital organs of the body leading to increased morbidity. At the heart of its foray in providing healthcare solutions, was Wockhardt's unwavering belief of providing patients a comprehensive treatment, which is better, more effective and economical.

Wosulin was India's first world-class recombinant insulin. This technological breakthrough gave Indian patients the much-needed contemporary product at affordable prices. The launch of Wosulin triggered a price reduction of nearly 38% across brands, a huge saving for any diabetic patient in India. Wosulin is steadily becoming the insulin of choice backed by its innovative disposable pen delivery device that is painless and convenient.

With laudable biotechnology research, Wockhardt is the first company in the world after the innovator, to have developed and launched a long-acting (24-hours action) insulin analogue - glargine, under the brand name Glaritus, in India.

Besides Wosulin (insulin) and Glaritus (glargine), Wockhardt also introduced cutting-edge oral hypoglycaemic agents, diabetic nutritional products, a



blood sugar monitoring system - Sugarchek and medical services backed by patient education... all this to facilitate a physician's need for a comprehensive solution in managing his patient's diabetes.

**TECHNOLOGICALLY INNOVATIVE INJECTABLE DEVICES**

We believe innovation is the key in helping the medical profession. Keeping in mind our customers' concern for painless therapy in chronic disorders such as, cancer, kidney failure and diabetes, where injections are to be administered in precise doses, Wockhardt has introduced technologically innovative 'Drug Delivery Systems' like reusable and disposable pen delivery devices for products such as, Wosulin (recombinant insulin), Glaritus (insulin analogue) as well as Wepox (erythropoietin) injectables.



**As a perceptive company, we have grown to comprehend and deliver valuable intangibles our customers desire.**

**CUSTOMER FOCUSED IN-LICENSED PRODUCTS IN NICHE THERAPIES FOR INDIA**

In-licensed brands for Indian patients	In-Licensing Company	Country	Indication
<b>B-Lift</b> Active, Rich, Eye Contour, HIM	Sinclair	Italy	Anti-wrinkle
<b>Novophane</b>	ACM Crawford	France	Nutritional Supplement for hair & nail
<b>Mobiwok</b> Capsules, Injection, PLUS	Indena	Italy	Muscle relaxant
<b>Sammy</b>	G-Nosis	Italy	Osteo-arthritis
<b>Normagut</b>	G-Nosis	Italy	Pro-biotic
<b>Depiwhite</b>	ACM Crawford	France	Depigmentation

**EQUIPPING CARE DELIVERERS IN THE US**

In the United States, Wockhardt provides technology driven, high-quality bio-equivalent generic products post patent expiry, as approved by the United States Food and Drug Administration (US FDA). These generic products not only provide effective treatment but also cost far less than the innovator products prior to patent expiry. In 2008, Wockhardt was amongst the Top 5 companies in the world with 23 ANDA (Abbreviated New Drug Application) approvals from the US FDA. Currently, Wockhardt USA and Morton Grove Pharmaceuticals market over 60 product families in the US and having sales of over US\$ 120 million.

**CUSTOMER CONCERN DRIVES WOCKHARDT UK**

Wockhardt UK's therapeutic portfolio for hospitals and the medical community is significant in areas like Diabetes, Cancer, Infections, Pain and Blood coagulation, besides others. Very interestingly in the UK, diabetic patients depend solely on animal insulin injections and Wockhardt UK is the only company to meet the medical requirements of these patients through Hypurine Procine and Hypurine Bovine insulins. No wonder, Britain's House of Commons applauded Wockhardt's commitment in meeting their customers need and saving their lives. With revolutionary products like Nicopatch and Nicopass, Wockhardt UK has helped people quit smoking and made the world a healthier place to live-in.



### **PINEWOOD HEALTHCARE, IRELAND DELIVERS SUPERIOR VALUE TO ITS CUSTOMERS**

Much in line with its credo of delivering superior value to its customers, Pinewood Healthcare is the purveyor of a wide range of branded generic Ethical and OTC products for the medical community in Europe and the world markets. It is also the No.1 branded generic company in Ireland and continues to outperform competition in the Irish market. The company's comprehensive basket of products includes dosage forms such as, Oral Liquids & Suspensions, Non-Beta Lactam Powders, Creams and Ointments.

### **MAKING ITS WAY INTO CUSTOMERS' HEARTS... NEGMA IN FRANCE**

Wockhardt's French subsidiary, Negma Laboratories is at the forefront in therapeutic segments such as Osteoarthritis & Rheumatology, Phlebotonic and Arterial Hypertension. With its brand, ART50 as its crowning glory, Negma has bolstered its reputation as a partner of choice

within the French pharmaceutical market and has received approval from the French Health Agency for the long-term symptomatic treatment of osteoarthritis. Based on its experience and expertise, Negma is an active ally of physicians, not only in research, but also in their everyday medical practices.

### **HONOURING THE MEDICAL COMMUNITY IN INDIA**

Wockhardt has instituted a platform that recognises India's medical icons through the prestigious Wockhardt Medical Excellence Awards in association with Harvard Medical International, USA. The Company also conducts pertinent conferences and Continuous Medical Education (CME) as a part of knowledge transfer to benefit the Indian medical community.



# CONTRACT MANUFACTURING ORGANISATION (CMO)

## ADDING VALUE TO OUR CLIENT'S GROWTH

Wockhardt's 15 world-class manufacturing plants are compliant with global regulatory bodies like the United States Food and Drug Administration (US FDA), the United Kingdom Medicines & Healthcare Products Regulatory Agency (UK MHRA) and the European Medicines Agency (EMA). It also adheres to continuous Good Manufacturing Practice (cGMP) norms, placing Wockhardt amongst the leading global contract manufacturers. Well-known big pharma companies as well as, prime mega retailers, in both, grocery and pharmacy sectors, and some of UK's largest pharmaceutical wholesalers; are Wockhardt's esteemed customers. It is this trust of our customers that keeps us focussed and aligned.





## WOCKHARDT'S CMO TEAM SPEAKS...

Success doesn't happen by chance. It's about seamless teamwork.

-Mark

Technology transfer is complex and challenging. To get the best results, we're constantly thinking outside the box.

-Neil

Our operation is global. Contract Manufacturing demands a mix of infrastructure and expertise. Our team offers both.

-Tony

Whether it's arranging your next Business Review meeting, scheduling deliveries or reviewing critical timings, customer satisfaction is the key.

-Heather

Product quality, safety and efficacy always come first. We have a duty of care to protect patients and clients alike.

-Tracy

Our testing regimes are stringent. The integrity of the product is what counts.

-Peter

Anticipating distribution needs helps us deliver the best possible customer experience.

-Tracey

Aligning quality and production timelines is crucial. There is no room for error - the final output has to be perfect.

-Ash



It is this trust of  
**our customers that keeps us**  
focussed and aligned.

**Wockhardt has proved to be a responsive Contract Manufacturing Organisation that is flexible to the needs of companies whilst keeping quality paramount.**

**-Gene Merutka, Vice President**  
Zelos Therapeutics, UK

## THE COMPANY WE KEEP...

**Pfizer**

**Amylin Pharmaceuticals Inc**

**J&J**

**Zelos Therapeutics**

**Astra Zeneca**

**Cephalon Inc**

**Mitsubishi Tanabe Pharma Corporation**

**Fidia Farmaceutici SpA**

**Teva Parenterals Inc**

**Laboratoire Aguettant**

**Shire**

**Vitabiotics**

**UCB**

**Galpharma**

## WOCKHARDT, A PARTNER OF CHOICE FOR CONTRACT MANUFACTURING

Contract manufacturing is a well-established strategic option for many pharmaceutical companies and Wockhardt, with its dedicated and specialised team, is best suited to fulfil this need. Wockhardt offers a 'Full Turnkey Service' capability and the contract manufacturing team encompasses experts in Development, Technology Transfer, Manufacturing, Quality Assurance, fully supported by specialists in Regulatory Affairs, Logistics, Planning, Engineering and Purchasing.

With an integrated network of 15 manufacturing facilities across locations in India, Europe and USA, Wockhardt spells quality, trust, dependability and cost-effective services to its corporate customers in meeting their global manufacturing needs. These facilities are approved by global regulatory agencies in the USA, Europe, UK, India and many others.

## IT'S THE PEOPLE THAT MAKE A DIFFERENCE AT WOCKHARDT

Wockhardt's Business & Project Managers work closely with development and operational groups to ensure that timelines as agreed upon with the client are met and the project is well within the budget. Besides, there is always a speedy response to any query.



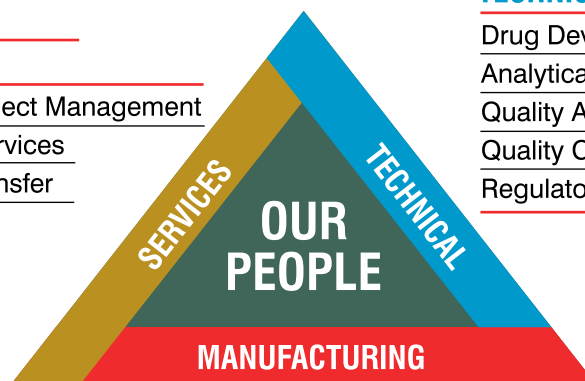
Wockhardt's goal for this technology transfer process is to establish production that is repeatable, robust and produces comparable products, meeting all acceptance criteria, cost and timelines. Wockhardt understands the fundamental importance of technical development

with regard to scale-up, technology transfer and commercialisation in the pre-formulation, formulation and analytical development stages of the molecule and is focussed in delivering the product with its customers marketing and timeline requirements in mind.

## WOCKHARDT CMO DIFFERENTIAL

### SERVICES

- Business & Project Management
- Full Turnkey Services
- Technology Transfer
- Logistics
- Planning
- Purchasing
- Engineering



### TECHNICAL

- Drug Development
- Analytical Support
- Quality Assurance
- Quality Control
- Regulatory Compliance

### MANUFACTURING

#### Multi-disciplinary

- Sterile Injectables
- Lyophilisation
- Solid Dose
- Liquids, Gels, Ointments, Creams
- Sachets & Powders
- Specialised Products

#### Multi-geographic

- India
- UK
- USA
- Ireland
- France



# CHANNELS

## BUILDING BRIDGES OF RELATIONSHIP

Wockhardt has emerged as a trust-worthy entity that undertakes customer-centric initiatives for enhancing its distribution services. From making available a wide range of multi-technology products, including sensitive cold-chain products across continents to our customers, Wockhardt has mastered the art of building long-term relationships.

### **WOCKHARDT'S DISTRIBUTION REACH ACROSS INDIA**

With as many as 100,000 retailers, 4,000 distributors, 26 stock-points and 1,900 field personnel in India, Wockhardt is well networked with its products in each and every nook and corner of India. Serving pharmacists, retail chains, stockists, distributors as well as government bodies has helped us strengthen bonds with our customers.

### **WOCKHARDT'S DISTRIBUTION NETWORK IN EUROPE & OTHER COUNTRIES**

Facilitated by an international network of distributors and agents, Wockhardt UK exports quality products to over 50 countries in the Middle East, Australasia, Africa and South-East Asia. Wockhardt UK's dedicated Retail Medicine Division is a manifestation of the group's vision to offer superior services to its retailers, distributors as well as agents. With an experienced team of Key Account Managers driven by knowledge, commitment and infrastructure, the division has emerged as a long established supplier to the Retail Pharmacy sector. Wockhardt UK is validated by the Department of Transport as a 'Known Consignor' and the entire packing staff has achieved the 'Aviation Security Awareness' certification. Recognitions of this order underscore our ability to ensure the safe and secure delivery of products to our customers.





### HOSPITAL PHARMACEUTICALS SUPPLY IN UK

Wockhardt UK has emerged as a leading supplier of generic hospital pharmaceuticals to the UK market. Our dedicated hospital pharmaceutical team endeavours to consistently expand our range of competitively priced products and focuses on delivering products with comprehensive data stability. It is our incessant effort to deliver products that improve stock management by offering 'singles', instead of multiple packs on high cost lines. With client satisfaction as the nucleus of all our activities, we continuously improve customer service by offering a range of distribution options, including next day or in some cases, same day delivery.

## WOCKHARDT'S SATISFIED CUSTOMERS SPEAK...

At present, we have a wonderful business relationship with Wockhardt, who are one of our major generic suppliers. We have seen our business with them grow year-on-year because of increase in the range of products that they now supply, improved stock levels, coupled with excellent Customer Service care.

**-Arun Patel, Managing Director**  
Colorama Pharmaceuticals Limited, UK

Wockhardt USA LLC has been a consistent and valuable partner for the Amerisource Bergen PRxO Generics formulary and we look forward to continuing to work with Wockhardt going forward.

**-Tony Pera, Senior Vice President, Supply Chain Management**  
Amerisource Bergen Corporation, USA

We have achieved purchasing targets with Wockhardt for the last few years. Wockhardt UK is also been active in launching not only new products but also first day off-patent generics. Another reason for Wockhardt's success in the UK with Sigma and other distributors is also due to their products being very competitively priced, good packaging and high quality.

**-Bharat Shah, Managing Director**  
Sigma Pharmaceuticals Plc, UK

We are proud to be associated with Wockhardt for the past 23 years as their channel partner in Mumbai, India. The innovative products introduced by them on an on going basis have helped us to expand our business too. It has been a happy journey together. The customer focussed service from their sales and distribution team has been very satisfying.

**-Sunit Parikh, Managing Director**  
S Parikh Pharma Private Limited, India

We find your representative and the customer services team are always helpful with any issues we may have. Wockhardt's well presented products include injectables, tablets, liquids, which are stocked at all Phoenix's 13 UK depots.

**-David Lea, Group Commercial Manager**  
Phoenix Healthcare, UK



### WOCKHARDT'S MEGA DISTRIBUTORS FOR US MARKETS

In a bid to optimise our services, we work in partnership with our export clients through strategic alliances and strong commercialisation agreements. Wockhardt's network is further strengthened through distribution agreements with many customers across the USA such as:

#### WALGREENS

The largest drugstore chain in the US operating 6,636 stores in 49 states.

#### CARDINAL HEALTH

One of the largest wholesale distributors that reaches out to customers located across 5 continents.

#### PSS WORLD MEDICAL

It is the United States largest provider of medical supplies to the physician market through over 750 sales consultants. The company has established 33 "PSS Service Centres" distributing medical supplies to approximately 100,000 doctor offices across the USA.

#### THE HARVARD DRUG GROUP

The Harvard Drug Group is a leading secondary supplier of generic pharmaceuticals, brand pharmaceuticals, major OTCs and vitamins. It specialises in servicing independent pharmacies, retail pharmacies and buying groups.



Serving pharmacists, retail chains, stockists, distributors as well as government bodies has helped us strengthen bonds with our customers.

# WOCKHARDT HOSPITALS

## REDEFINING PARADIGMS OF HEALTHCARE

Wockhardt Hospitals has been true to its vision that every citizen of the world should have access to high and contemporary quality healthcare, a vision that is mirrored by our international medical partners Harvard Medical International. The Wockhardt Hospitals motto... 'Towards saving lives' is personified through its strong, committed and talented people and is a manifestation of its value for life.

### TOWARDS SAVING LIVES

From saving a 4-hour old baby with congenital heart disease to implanting the world's smallest pacemaker in a 15-hour old baby, the team at Wockhardt Hospitals has always believed in saving a life. Be it performing life saving organ transplants or setting a global benchmark by performing the first coronary bypass surgery along with an aortic valve replacement without using general anaesthesia or removing a brain tumour through the nasal cavity without opening the skull... unimaginable, yet true.

At Wockhardt Hospitals, conducting minimally invasive brain and spine neurosurgeries, Conscious Off Pump Coronary Artery Bypass Surgery, popularly called, 'Awake Bypass Surgery' and advanced orthopaedic surgeries for knee, hip and shoulder replacements, has become a way of life.

As the country's leading super-speciality hospital group for tertiary care, Wockhardt Hospitals has emerged as a Centre of Excellence, with clinical expertise focussing on its core specialties - cardiac care, neurosciences, orthopaedics, minimal access surgery, besides organ



transplants, ophthalmology and oncology. Today, Wockhardt Hospitals offer advanced super-speciality care and treatment to patients in 17 hospitals across metros and tier II cities of India.

### OUR PARTNERSHIP WITH HARVARD MEDICAL INTERNATIONAL

Wockhardt Hospitals is an associate hospital of Harvard Medical International, a subsidiary of the Harvard Medical School, Boston, USA. With this arrangement, Wockhardt now has access to Harvard's expertise and experience in the field of surgical and medicare services, as well as in setting up and developing hospitals of excellence. With process driven quality systems and adherence to Harvard Medical International standards of clinical care, safe environment, medication safety, respect for rights and privacy as well as infection control standards, we provide our patients the best of treatment and care at an affordable price.

### ETCHING A GLOBAL IDENTITY

Today, we have surfaced as a specialist for super speciality treatment for patients from the US, the UK and other European countries besides South-East Asia, Middle-East and Africa.

It is patients like George Marshall from Europe and Robin Thompson from Alabama, who are amongst hundreds of others to have trusted and experienced Wockhardt Hospital's superior patient care.

### JCI AND OTHER INTERNATIONAL RECOGNITIONS

Wockhardt Hospitals, Mumbai and Bangalore have received the highly coveted accreditation from Joint Commission International (JCI), USA, which is the global benchmark in healthcare accreditation. We are the first super speciality hospital in South Asia to be recognised by the American Blue Cross and Blue Shield Association in its worldwide network of participating hospitals. It is recognised by as many as 17 leading insurance providers across the globe, including CIGNA.

For two years in a row, Wockhardt Hospitals has been recognised with an international award in the category of 'Patient Safety/ Quality Medical Care' at the Asian Hospital Management Awards.

However, there is something that has remained unchanged over these years... our passion for the very gift called - Life.

The Wockhardt Hospitals motto...  
**'Towards saving lives' is personified through**  
our strong, committed and talented people and  
is a manifestation of our value for life.



# CORPORATE SOCIAL RESPONSIBILITY

## A LIFE OF GIVING IS THE LIFE WORTH LIVING

As a pharmaceutical company, it is our inherent attitude to treat patients and make them cherish life. Our will to serve is the embellishment that enables us to touch lives in a meaningful manner. For us, service is beyond one time donation. It is an ongoing endeavour to bring about a positive and sustainable change in the society.

The Wockhardt Foundation is a manifestation of a serious and committed goal of enriching the community. Our mission - to work towards and fight for the upliftment of the poor, weak and the needy resounds in every activity we undertake.

### WOCKHARDT FOUNDATION BELIEVES IN BRINGING ABOUT A CHANGE THROUGH EIGHT PROGRAMMES

#### RIGHT TO VISION

Through this initiative, we have set up a Mobile Eye Clinic across the slum areas and the rural pockets of the country. We are not only treating as many as 8,000 patients every year, but also preventing thousands of cases of blindness.

*“The best way to find yourself  
is to lose yourself in the service of others.”*  
Mahatma Gandhi



### **LITTLE HEARTS**

Today, over 3 lakh babies are born with heart defects and nearly a lakh require early surgical intervention in order to be alive. With our 'Little Hearts' programme, we save the life of a child and also provide financial assistance as an enabler.

### **DE-WORM INDIA**

De-worm India is a joint initiative undertaken by the Wockhardt Foundation, CII-YI, Rotary and Lions Clubs. Worm infestation results in abdominal pain, nausea, vomiting, diarrhoea, weakness, anaemia, retarded physical growth and development in children, detrimental effects on educational performance and school attendance as well as nutritional deficiencies. As per World Health Organisation, 'Mass De-worming' is a feasible treatment option and should be undertaken in endemic areas. Through this programme, we have de-wormed as many as 130,000 children across the country.

### **HIV/AIDS (WHARF)**

Wockhardt HIV/AIDS Research Foundation (WHARF) is a non-profit entity that is committed to the cause of HIV/AIDS in India. WHARF lends its understanding and expertise to train healthcare professionals and counsellors in India, working in the area of HIV/AIDS. Today, we have trained as many as 14,300 doctors, across the country. WHARF Youth have conducted awareness programmes in colleges and many Indian corporate houses on 'Myths and Misconceptions of HIV & AIDS'.

### **FREE CONSULTATIONS**

Under this programme, we encourage doctors across India to give 2 hours of free consultations per week to the poor and needy sections of the society. Every doctor

working under this programme is recognised as an 'Associate Doctor of Wockhardt Foundation' and enjoys certain benefits.

### **SMILE**

Every year, as many as 35,000 children are born with cleft deformities. Wockhardt Foundation, Wockhardt Hospitals and Operation Smile India have initiated this programme to treat cleft deformities among children. Operation Smile India brings in international specialists to conduct this surgery, free of cost at our hospitals. Wockhardt Hospitals, Rajkot, witnessed 45 such surgeries in January 2009 alone. We are now looking forward to treating cleft deformities at other Wockhardt Hospital locations across the country.

### **VOICE**

This initiative is truly a social voice against Smoking, Child Labour and Dowry Exploitation.

### **MORAL APPRECIATION**

Each of these initiatives addresses the needs of the community at economic, social and moral levels.

Apart from these, the weekly Mobile Health Reach programme continues to give free consultations, diagnosis and medicines to poor patients in the slums of Mumbai.

We have already built our competence and capabilities to meet the objectives of each of these programmes. Wockhardians, who have voluntarily come forward to devote some time on these programmes, are called 'Warriors' and they possess a high degree of commitment and devotion towards the various causes of the Foundation.

This is our way of serving the society.



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