



Golden  
50  
years

**WOCKHARDT** | LIFE WINS

# Investor's Presentation

February 2023





## Safe Harbor Statement

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## Snapshot of Wockhardt : 9M FY23



Revenues : **INR 1,973 Cr.**



EBITDA: **INR 86 Cr.**



Long term external D/E Ratio **0.16x\***



International business ~ **75%**



11 manufacturing facilities across world



2 R&D centres one each in India, UK, USA



~ 520 scientists with >80 PhD's, Drug Discovery team > 150 associates<sup>1</sup>



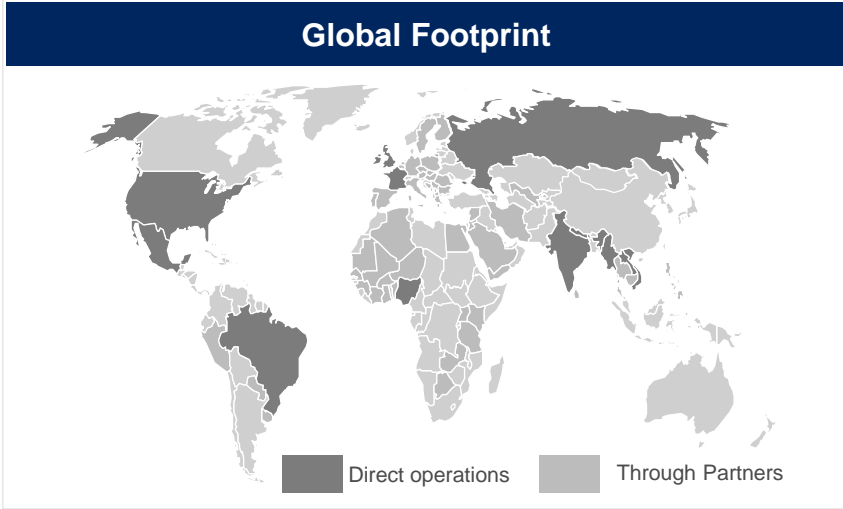
>20% of the 5,400 global associates based outside India<sup>1</sup>



3,214 patents filed; 793 patents granted

*\* Excludes Promoter loans*

# Global Footprint : Significant Regulated market presence



### Capability – across different segments

<ul style="list-style-type: none"> <li>▶ Generics</li> <li>▶ Branded</li> <li>▶ OTC</li> <li>▶ Hospital</li> </ul>	<ul style="list-style-type: none"> <li>▶ 5,000 employees</li> <li>▶ Across US, EU, India &amp; Emerging Markets</li> </ul>
<ul style="list-style-type: none"> <li>▶ Solids,</li> <li>▶ Injectables,</li> <li>▶ Biotechnology</li> </ul>	<ul style="list-style-type: none"> <li>▶ Liquids</li> <li>▶ Nasal Sprays</li> <li>▶ Complex technologies</li> </ul>
<ul style="list-style-type: none"> <li>▶ Antibiotics Drug Discovery</li> <li>▶ Biotechnology</li> <li>▶ Pharma Generics</li> </ul>	

<h4>United Kingdom</h4> <ul style="list-style-type: none"> <li>▶ Leading Indian generic company in Retail &amp; Hospital segments</li> </ul>	<h4>Emerging Markets</h4> <ul style="list-style-type: none"> <li>▶ Presence in Latin America, CIS, Africa, Asia and MENA</li> </ul>	<h4>India</h4> <ul style="list-style-type: none"> <li>▶ 1<sup>st</sup> Indian Company to launch NCE</li> <li>▶ 800 field force</li> </ul>	<h4>Ireland</h4> <ul style="list-style-type: none"> <li>▶ Amongst TOP 5 Generic Cos</li> <li>▶ Largest Generic Cos in hospital products</li> </ul>	<h4>United States of America</h4> <ul style="list-style-type: none"> <li>▶ Generics</li> <li>▶ Hospital segment</li> <li>▶ Pediatrics</li> </ul>
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Share

32%

20%

25%

6%

13%



# Key highlights

1

Business performance



2

Restructuring of US Business



3

Agreement with Serum for vaccine manufacturing in UK



4

Novel Antibiotics

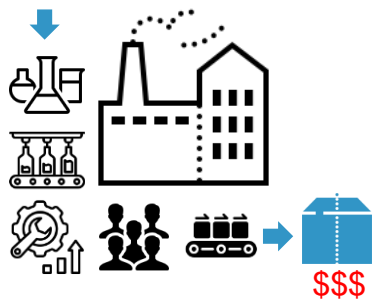




## US Cost Improvements

Site transfer from in-house Chicago site to CMOs

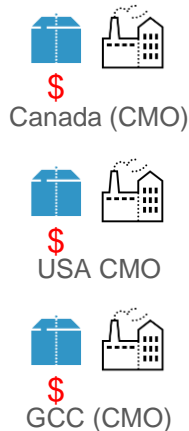
### In-house Manufacturing



MGP Chicago

US\$ 25 Mn fixed cost

### Post re-structuring



Canada (CMO)

USA CMO

GCC (CMO)

US\$ 6 Mn variable cost

## Restructuring Business



Shut down of manufacturing facility at Morton Grove



Few products with high margin manufactured by 3<sup>rd</sup> party



Continue to maintain sales with ~40% gross margins

**Annual savings of ~US\$ 12 Mn**



- Joint venture of 51:49 in favor of Wockhardt
- Received £ 10 million as contribution for reserving capacity- 150 million doses across 15 years
- Serum has identified two vaccines

**Wockhardt plans to manufacture post regulatory approvals and exhibit batches in next 8 - 12 months**



**20**  
years

Committed to Novel Antibiotics research

**#1**

Probably only company to have comprehensive end to end drug discovery programs in Antibiotics

**6**

Programs granted QIDP status by US FDA denoting unmet needs; faster trials, quicker approvals by US FDA





5

*NCEs launched or in advanced-clinical development*

Launched

Pipeline

EMROK

EMROK O

WCK  
4873WCK  
4282WCK  
5222

Wockhardt

1

AVYCAZ

Pfizer

2

RECAR  
BRIO

ZERBAXA

Merck

1

NUZYRA

Paratek

2

ZOLIFLO  
DACINDURLOB  
ACTAM

Entasis

1

TANIBOR  
BACTAM

VenatoRx

1

FETROJA

Shionogi

1

GEPOTID  
ACIN

GSK

2

BAXDELA

VABO-  
MERE

Melinta

Shrinking pipeline - A result of scientific challenge and missing discovery talent base



## Licensing in China

- Signed licensing deal with Jemincare, China for development and commercialization in Greater China
- Received first milestone from Jemincare

## India Phase III trials

- Phase 3 clinical trial concluding by September 2023
- Marketing in India in 2024 post DCGI approval



# Novel Antibiotics- Emrok/Emrok-O

## India

- Already marketed

# EMROK

30K+ Patients Served

India's  Research Antibiotic

## Emerging Markets

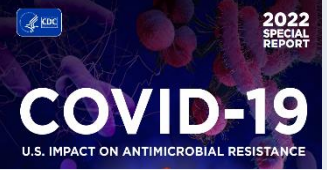
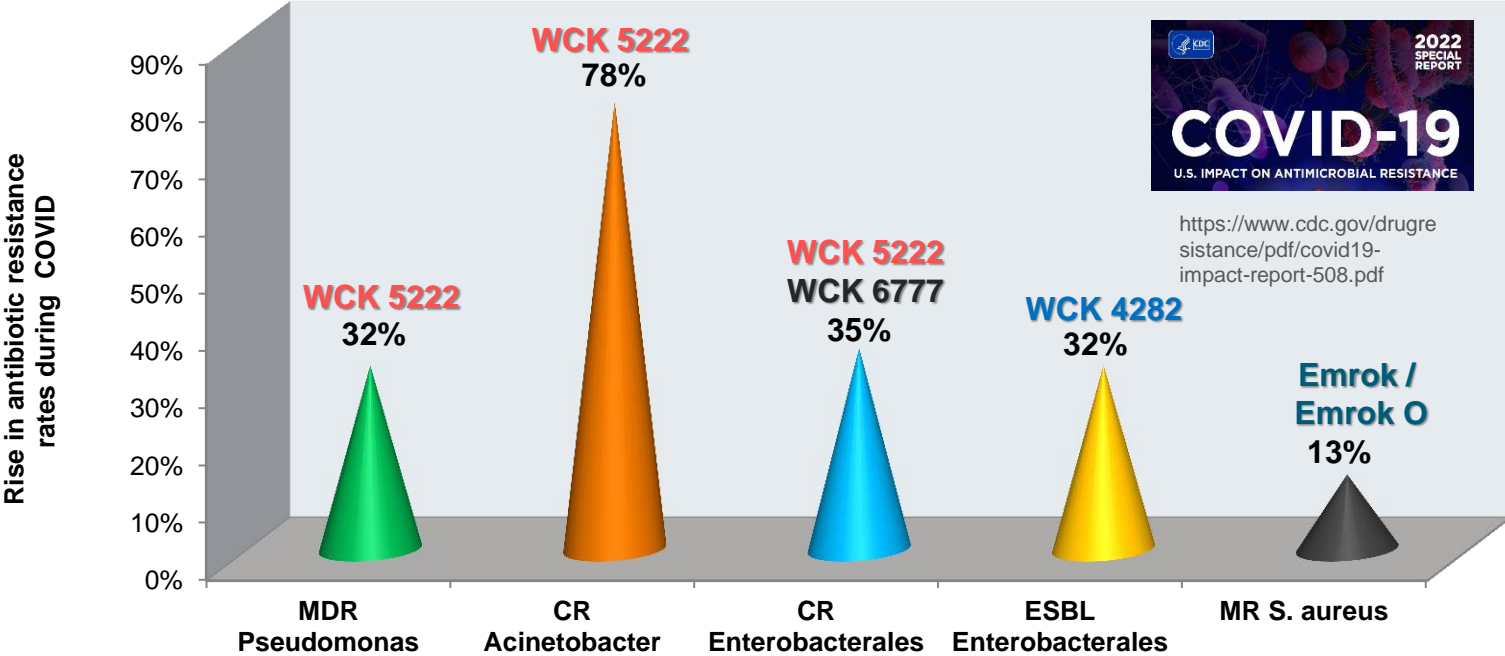
- Expect approvals in 8 emerging markets in next 6-9 months



# WCK 5222- Flagship novel antibiotic

## Increase in potential

- 2022 CDC report highlights rise in Anti-microbial Resistance during COVID-19
- Heightened vigilance reveals the rising level of threat



<https://www.cdc.gov/drugresistance/pdf/covid19-impact-report-508.pdf>



# WCK 5222- Flagship novel antibiotic

## Global Phase III progress

- Global Phase III clinical trial initiated in August 2022 and expected to complete in next 15-18 months.
- Expect to market product in USA, Europe, China & India in 2025

## Saving lives

- 3 critical patients; all other antibiotics options exhausted including recent global innovation product
- Post DCGI approval for compassionate use, successfully cured and discharged on completion of treatment with WCK 5222



# Compassionate use of WCK 5222

*Recently under DCGI Permission 3 patients in India with life-threatening infection received WCK 5222 on compassionate ground since available antibiotics were not efficacious*

## **Patient 1 (Sep. 2022)**

- 50 y, female admitted in Medanta, Hospital Lucknow, treated by Dr. Dilip Dubey
- Post-abdominal surgery sepsis
- Infection of XDR Pseudomonas, resistant to ceftazidime/avibactam
- Though susceptible to colistin, even 4 weeks of therapy didn't improve the clinical condition
- 10 days of therapy with WCK 5222 rescued the patient paving for discharge in stable condition

## **Patient 2 (Nov-Dec. 2022)**

- 11 y, boy admitted in Global Hospital, Chennai, treated by Dr. Ponni/Subramanian
- Post bone-marrow-transplant febrile neutropenia
- Infection of XDR *E. coli*, resistant to ceftazidime/avibactam
- Last-line therapies were not efficacious
- 2 weeks of WCK 5222 eradicated the pathogen; discharged in stable condition

## **Patient 3 (under treatment)**

- 18 y, male admitted in AIG Hospital, Hyderabad, treated by Dr. Balasaheb
- Necrotic fasciitis after chemotherapy for acute leukemia
- Infection of XDR Pseudomonas, resistant to ceftazidime/avibactam
- Last-line therapies were not efficacious
- 10 days of WCK 5222 eradicated the pathogen; being treated for cytopenia



# National Institutes of Health

*Turning Discovery Into Health*

## Funding

- By National Institute of Health, USA

## Stage

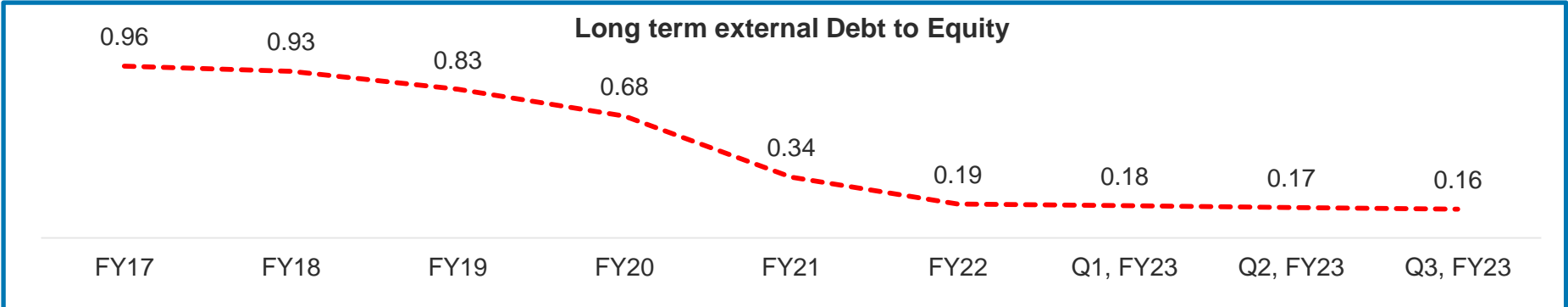
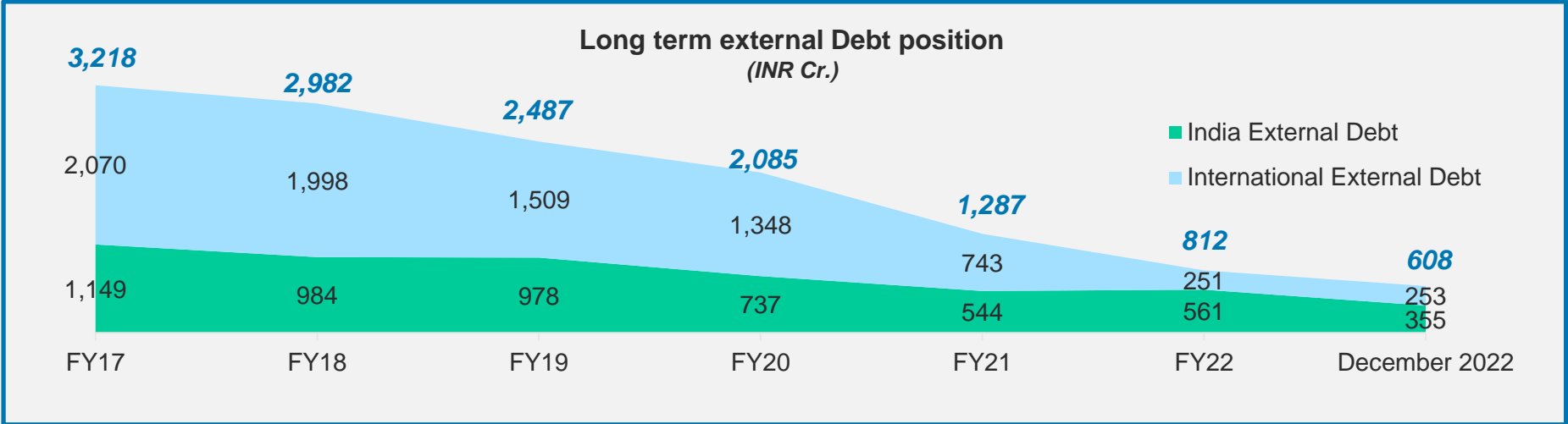
- In Phase I US development



## Financial / Business Highlights



# Deleveraging: Reducing Long term external Debt

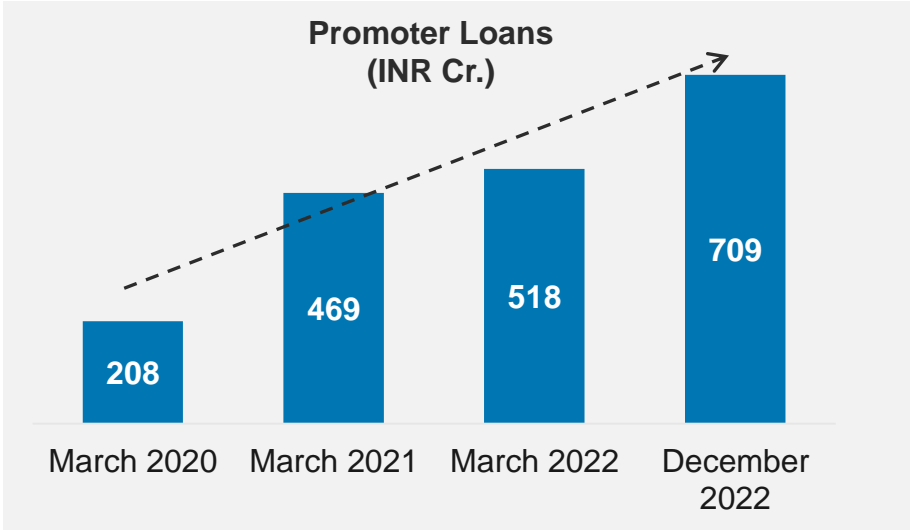




# Promoters commitment

**INR 709 Cr.** Quasi- equity

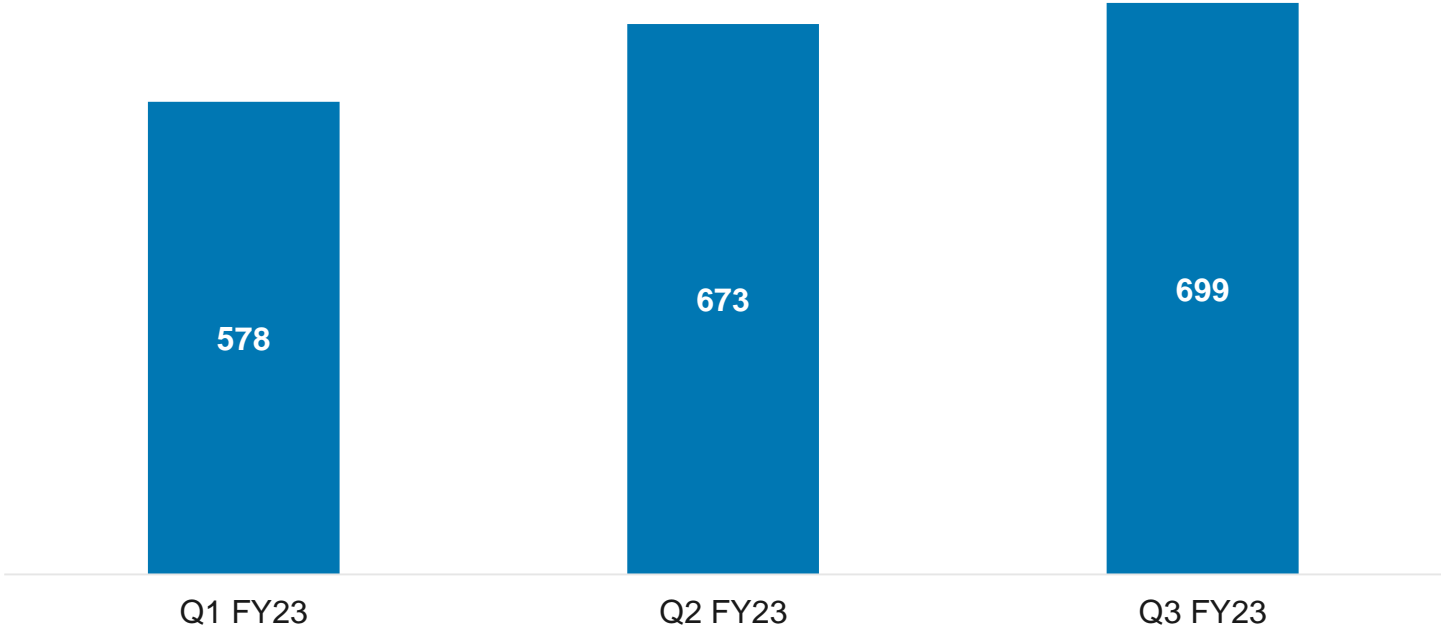
**~INR 500 Cr.** Rights Issue  
- Conversion of Promoter Debt into Equity



**Promoter is fully committed to support the Company**



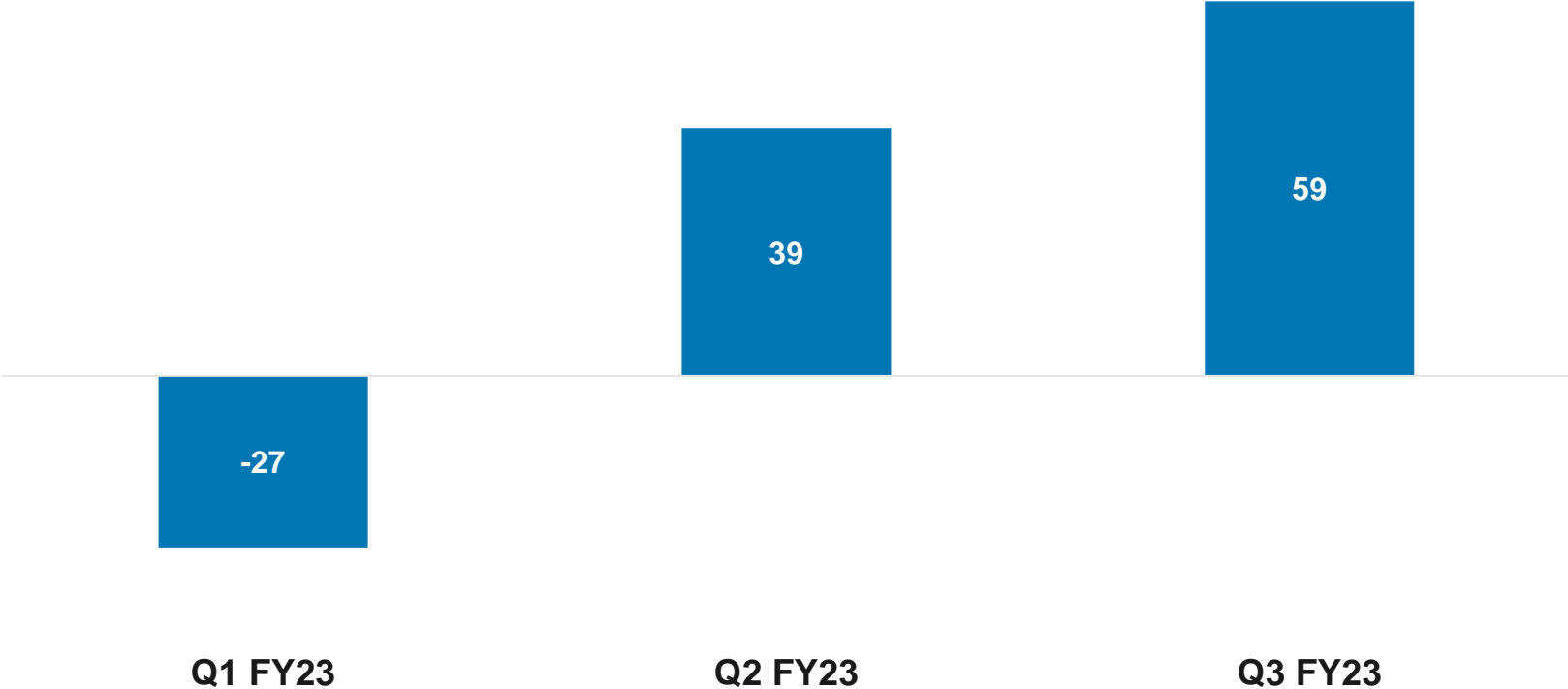
Sales excl. Vaccines (INR Cr.)



# Key Metrics Performance – Steady improvement in EBITDA



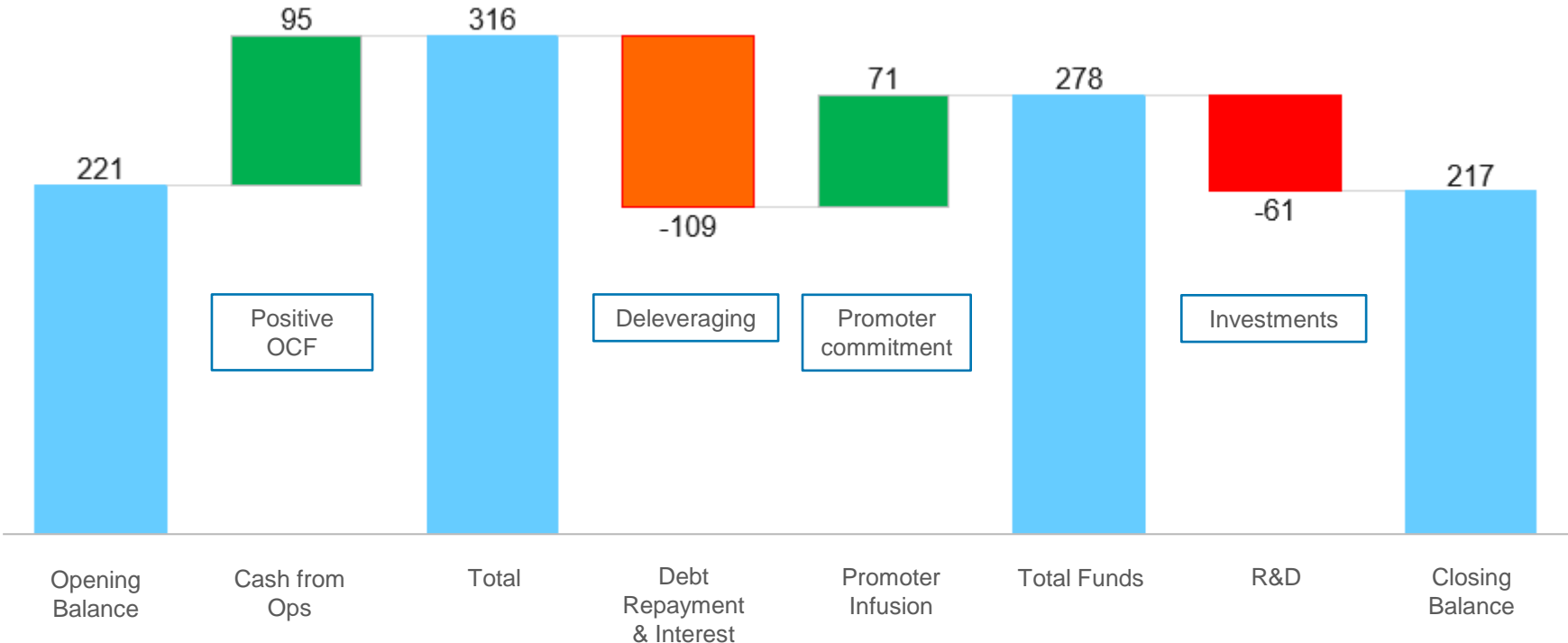
EBITDA excl. Vaccines (INR Cr.)



# Cash Flow Movement

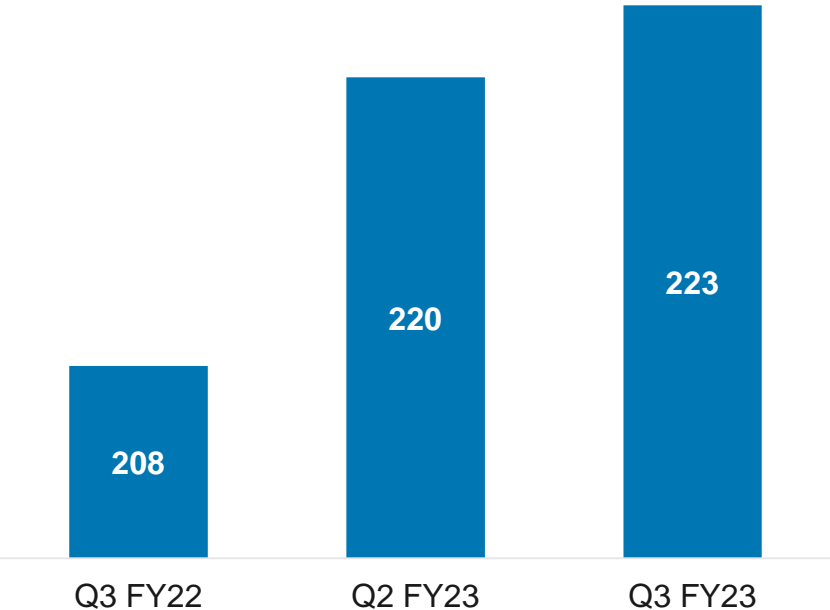


Q3 FY23 (INR Cr.)





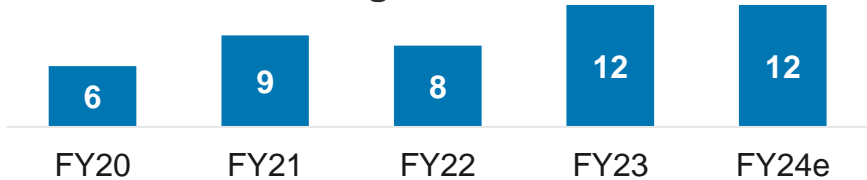
### Revenue Performance



### Key Highlights:

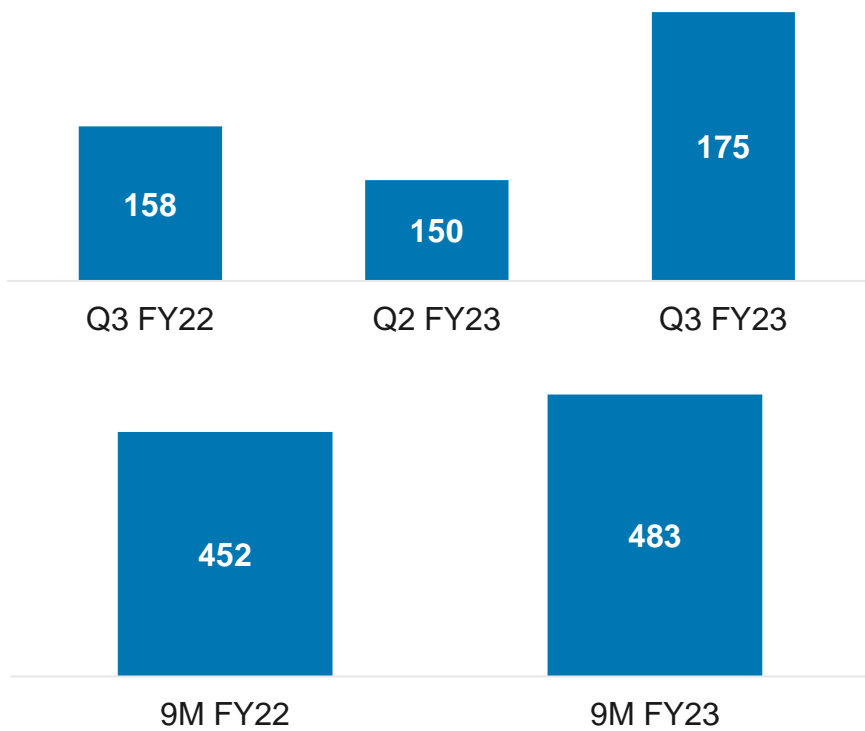
- Comprehensive, FDA-approved manufacturing facility for sterile injectables.
- Present in key therapies across Cardiac, Pain & Analgesics, Vitamins, Respiratory & Diabetes, Oncology, Anti-Infectives
- Collaboration with UK Government and Astrazeneca to manufacture COVID-19 Vaccines.

### Accelerated new filings





## Revenue Performance

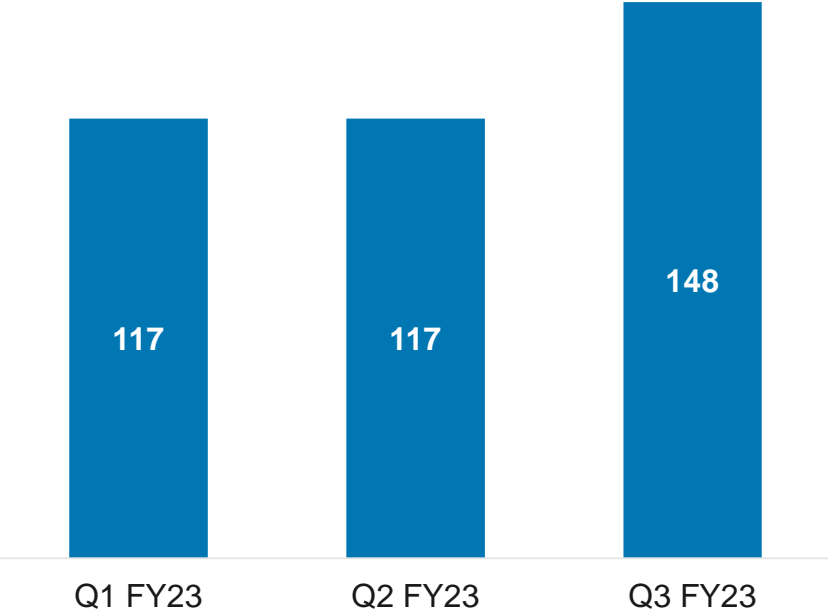


## Key Highlights:

- Therapeutic focus across Diabetes , Nephro, Anti-Infectives, Pain / Analgesics, Vitamins & Nutrients, Neuro / CNS and others.
- One of the few Indian Companies who are into Manufacturing of Insulin, Glargine & OSD in Diabetes
- Robust Distribution Network – CNF (20+)/ Stockiest / Distributors (~ 2000)
- Only Indian Pharma company to Launch novel NCE in India (Brand name – Emrok & Emrok O)
- On 9 months basis, Diabetes Biosimilar business grew >20%
- Launched Sitagliptin under brand name “Sitawok”

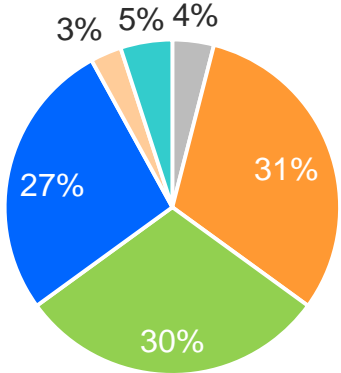


## Revenue Performance



## 9M FY23

- Africa
- Asia
- CIS
- LatAm
- MENA
- New Markets + Others



## Key Highlights:

- De-risked model of Operations - partnerships & relationship building.
- Differential & end to end Business model from Research to Manufacturing to Distribution with backward integration of API manufacturing.
- Strong Presence in Diabetes Segment – Insulin, Glargine : both Vials & Cartridges
- Upcoming Focus – Presence in New Markets / New Segments with high growth potential

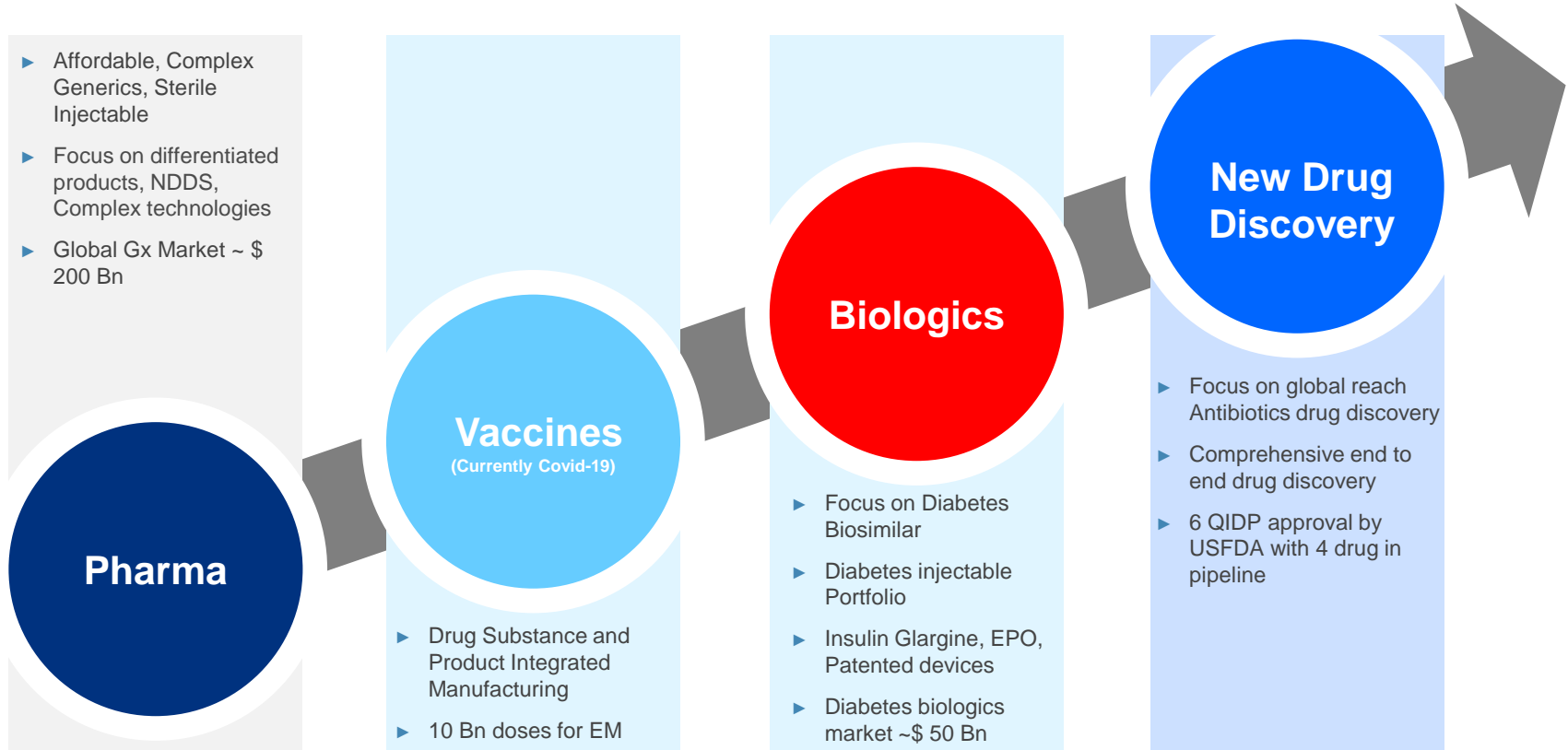




# Growth Drivers



# Wockhardt 2.0 - Strategic pillars which will drive growth





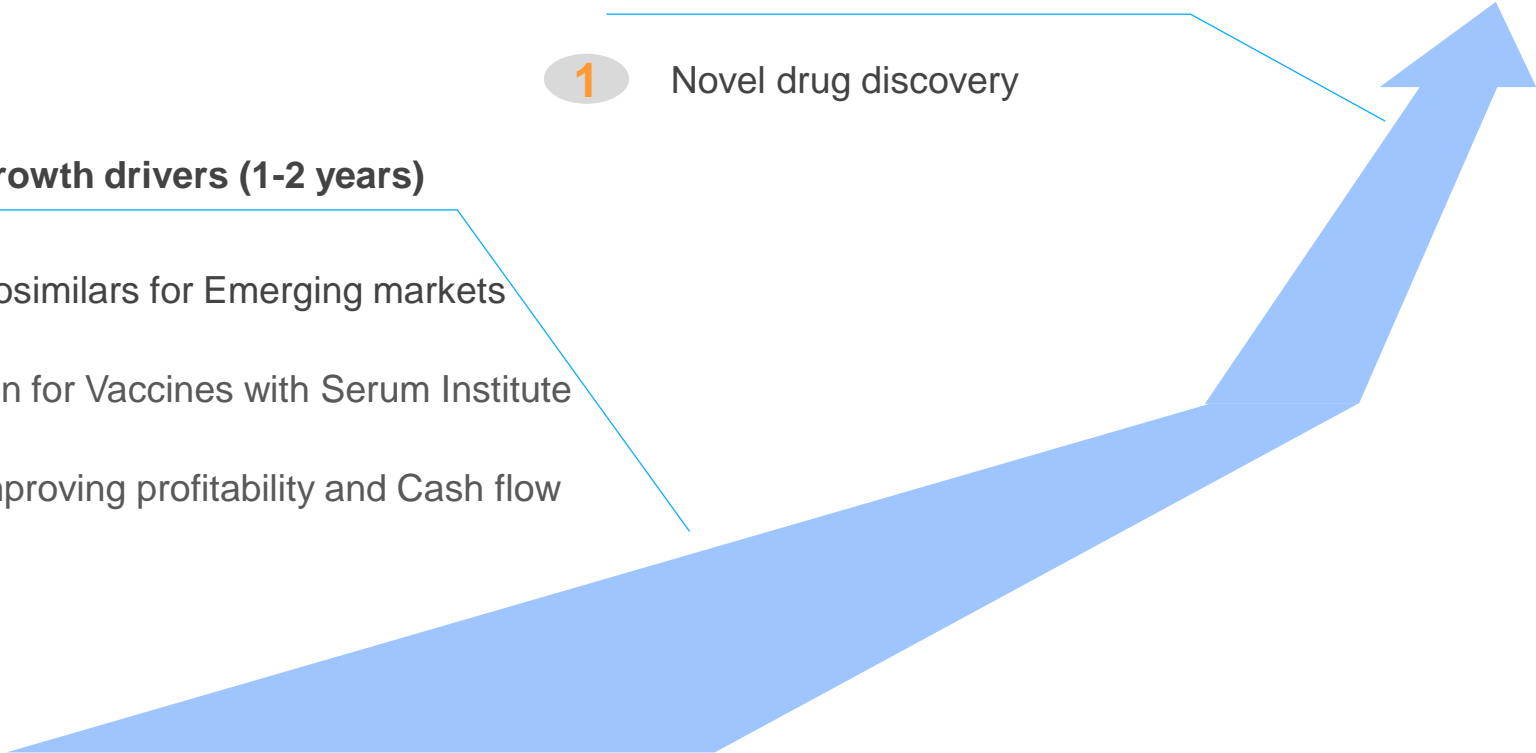
# Short-term and Mid-term growth drivers

## Mid term growth drivers (2-3 years)

- 1 Novel drug discovery

## Short Term growth drivers (1-2 years)

- 1 Diabetes Biosimilars for Emerging markets
- 2 Collaboration for Vaccines with Serum Institute
- 3 Focus on improving profitability and Cash flow



# 1 Growth Drivers – Diabetes Biosimilar (EMs)



Focus on Human Insulin and Insulin Glargine

> US\$ 1.5 Billion market

Increased market share



Registered in emerging markets

> 25 markets

New market launches



Limited competition

6-7 players

Sustainable competitive advantage



Manufacturing infrastructure ready

API + Formulation

Cost competitive



Integrated end to end capabilities

Development to marketing

Own "IP"

# Competitive advantage by providing end to end solutions in Diabetes Biosimilars

## Integrated Capabilities



### R&D

- ▶ Focus on Insulin analogues, GLP-1 analogues



### Manufacturing

- ▶ Pilot to large scale capabilities for API & formulations



### Regulatory

- ▶ Registrations in 25+ countries



### Devices

- ▶ Customised precision patented delivery devices



Patented delivery devices (pen)



Vials



Cartridges

Enhanced competitive posture to help penetrate markets



***Pipeline of Insulin Analogs including Insulin Aspart***

## 2 Collaboration for Vaccines

Contract with UK Govt. for fill-finish supply for AstraZeneca/University of Oxford Covid-19 vaccine



HM Government



AstraZeneca



Golden  
50  
years

WOCKHARDT

LIFE  
WINS

*Supplied >60% of all Covid-19 Vaccines in UK*

*14% of AstraZeneca Europe*

*> 90 COVAX countries*



With Prince (now King) Charles and ex-Prime Minister Boris Johnson

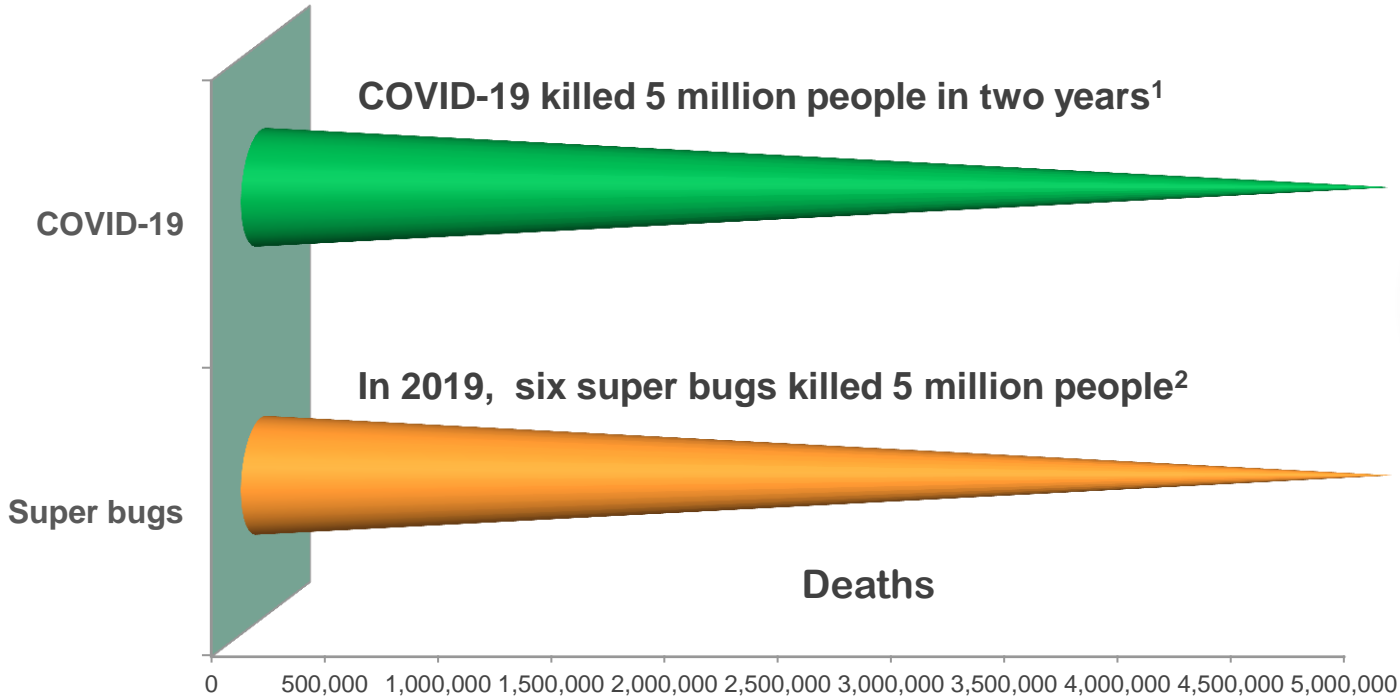
Serum Institute



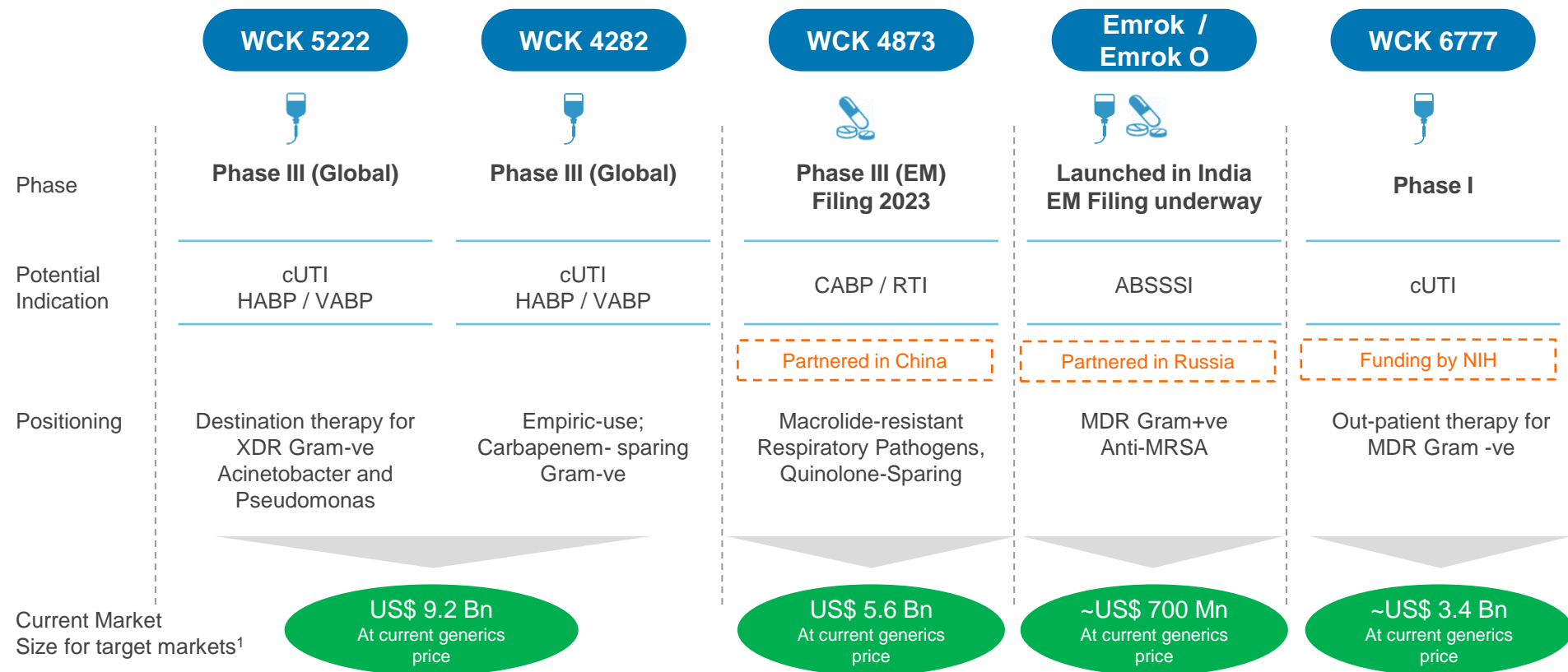
Dedicated manufacturing in UK for up to 150 Million doses per annum

Multi-vaccines arrangement including for COVID-19

Long-term profit-sharing arrangement



**Strong  
evidence  
for  
inadequacy  
of current  
antibiotics**







# Our journey ahead – target key milestones



# Life wins !

