

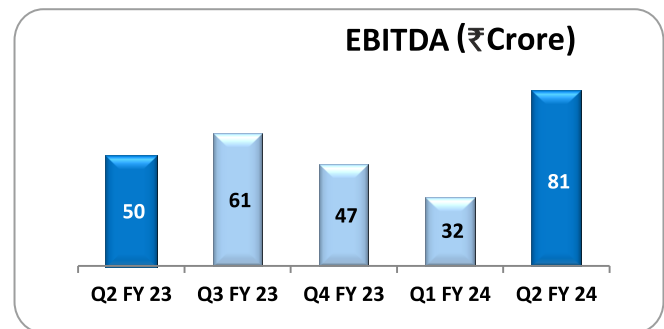
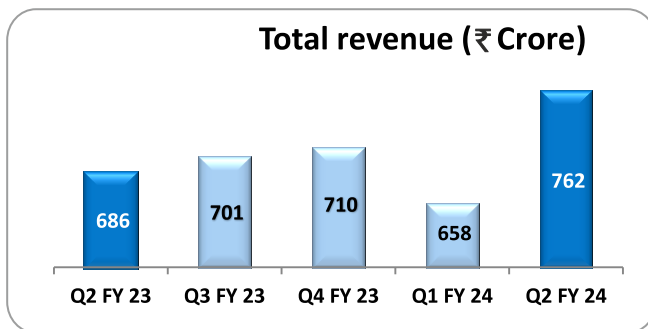


24 November, 2023

My Dear Shareowners,

I am pleased to share with you the achievements of Wockhardt Limited in the second quarter of FY24. As the Chairman of the company, I feel elated seeing the unwavering dedication and relentless pursuit of excellence demonstrated by our team. Completing the first half of the year with strong performance gives us the motivation to approach the second half of the financial year with heightened enthusiasm and determination.

### Our Performance this Quarter:



The Second Quarter of FY24 Revenue stood at ₹ 762 crore, a growth of 11% YoY. For Q2, the EBITDA stood at ₹ 81 crore, translating into a growth of 62% YoY. EBITDA margins for Q2 FY24 stood at 10.7%, a growth of 340 Bps YoY.

This first half of FY24 has been excellent for us. In H1 FY24 Wockhardt has delivered a revenue of ₹ 1,420 crore, representing a growth of 11% YoY. Consolidated EBITDA for H1 FY24 was ₹113 crore, a growth of 223% YoY. EBITDA margins for H1 stood at 8% which is a significant jump of 530 Bps YoY.

Additionally, I would highlight that we have reduced the losses for this quarter, which stood at ₹73 crore as against a loss of ₹ 207 crore in same quarter last year.

The corresponding quarter of previous year includes revenue and profitability from UK Vaccines business.

### Our Backbone of Growth: Research & Development

Research & Development has always been our strength and has enabled us to launch successful drugs that has benefited mankind. The R&D expenditure for Q2 FY24 stood at ₹ 34 crore, which is 4.4% of our sales (including capex it is 8.8% of sales). For H1 FY24, R&D expenditure was ₹ 70 crore, which is 4.9% of sales (including capex was 9.7%).



We have successfully launched 2 products in UK in H1 FY24.

In Ireland, we have successfully completed 2 new filings and 3 launches in H1 FY24.

Registration has been done in 10 countries for ROW, EMROK and EMROK O.

### Update on Intellectual Property:

With underlying strong R&D capabilities, we have successfully created multiple patents on various drugs. In Q2 FY24, 11 patents were filed taking the total patents filed to 3,261. The company was granted 12 patents during the quarter and now holds 834 patents.

### Update on New Drug Discovery:

Our latest drug, which is expected to be a game changer **WCK 5222**, we have recruited 40% more patients for our global clinical trial and continue to add more such patients in the coming months.

*Compassionate Use: Additionally, we have used the drug on 10 patients on the basis of compassionate use after approval of DCGI. The product resulted in 100% cure of the disease and was found to be safe even when administered up to 60 days.*

**WCK 4873:** Another latest drug molecule, clinical trial is completed and will be filed for DCGI approval in next few months and will be marketed by 2024.

### Region-wise Business Highlights:

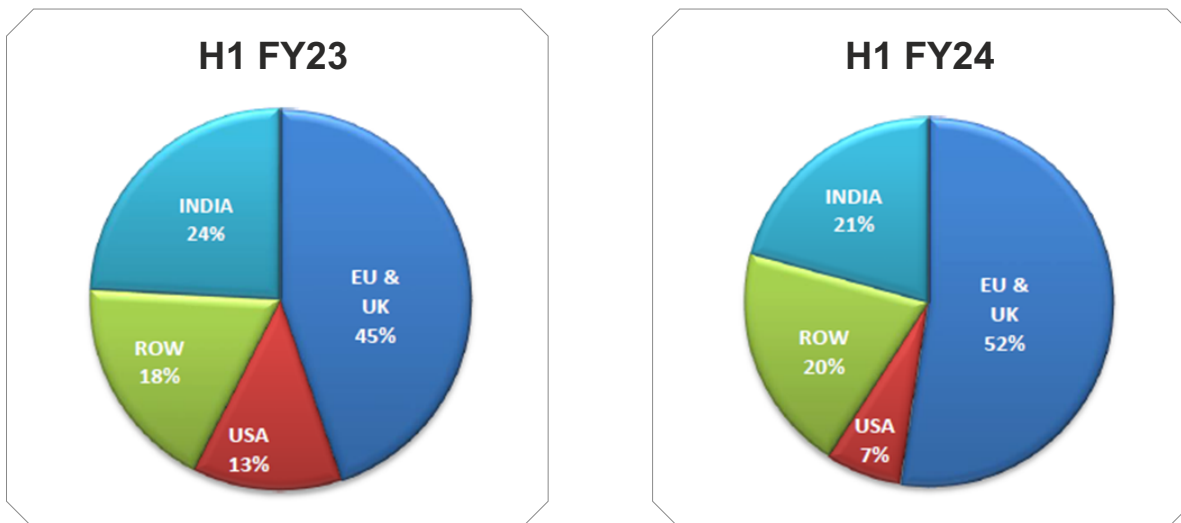
Primarily most of the regions have shown a noteworthy performance on a YoY basis.

- ◆ **UK Revenue** stood at ₹254 crore in Q2FY24 compared to ₹226 crore in Q2FY23 registering a growth of 12% and contributed about 33% of Global Revenue in the current quarter. UK Revenue stood at ₹501 crore in H1FY24 compared to ₹422 crore in H1FY23 registering a growth of 19% and contributed about 35% of Global Revenue in H1FY24.
- ◆ **Emerging Markets Revenue** of the Company stood at ₹152 crore in Q2FY24 compared to ₹117 crore in Q2FY23 registering a growth of 30% and contributing to about 20% of the Global Revenue. Emerging Markets Revenue stood at ₹285 crore in H1FY24 compared to ₹234 crore in H1FY23 registering a growth of 22% and contributing to about 20% of the Global Revenue.
- ◆ **Irish Revenue** stood at ₹45 crore in Q2FY24 compared to ₹38 crore in Q2FY23 registering a growth of 18%. Irish Revenue stood at ₹90 crore in H1FY24 compared to ₹75 crore in H1FY23 registering a growth of 20%.



- ◆ **India Revenue** stood at ₹140 crore in Q2FY24 contributing to 18% of the Global Revenue. In H1FY24, India Revenue stood at ₹295 crore, contributing to 21% of the Global Revenue.
- ◆ **US Revenue** stood at ₹47 crore in Q2FY24 contributing 6% of the Global Revenue. US Revenue stood at ₹95 crore in H1FY24 contributing 7% of the Global Revenue.

**Share of Global Revenues:**



**Way Forward:**

The cornerstone of success for any business lies in its strategy. This holds especially true in the dynamic and evolving landscape of the pharmaceutical industry, where crafting a strategic approach is imperative to navigate the intricacies of the field and capitalize on emerging opportunities. We have meticulously outlined a comprehensive strategy aligned with our vision and long-term objectives, and we have already initiated its implementation across various fronts.

We have successfully restructured our US business, strengthening our UK business and are focused on expanding our Emerging Markets business. We are constantly seeking new business and growth opportunities that will fortify the foundation for continuous growth.

We are focusing on our Diabetes and Biologicals segment, which is our core strength. Our biotechnology team is striving hard to develop new molecules in this space, which will make Wockhardt one of the few competitive companies in this space globally.



Lastly, we are focusing on Novel Antibiotics where our decades of efforts towards antibiotic drug discovery is coming to fruition. We strongly believe that our innovative, life-saving molecules will validate the long-term trust that our investors have reposed in us.

In summary and as a conclusion, our strategy for future growth is centered on three fundamental pillars: innovation, global expansion, and patient-centricity. By prioritizing these key areas, we aim not only to solidify our position as a market leader but also to make a significant impact on the lives of people worldwide.

We express our gratitude to each of you for your ongoing support and confidence in Wockhardt. Our commitment remains steadfast as we concentrate on fortifying the business at Wockhardt, and we sincerely seek your unwavering support.

Warm Regards,



Dr. Habil Khorakiwala  
Founder Chairman

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For further clarification, write to: Investor Service Cell, Wockhardt Limited, Wockhardt Towers, Bandra-Kurla Complex, Bandra East, Mumbai 400 051 or Email: [investorrelations@wockhardt.com](mailto:investorrelations@wockhardt.com)

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