

Wockhardt Limited
25th AGM – 28th June 2024

– **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**

– A very good morning to all of us and all of you. I extend very hearty welcome to all of you at this 25th AGM of Wockhardt Limited, which is being held through video conferencing in accordance with the applicable circulars issued by the Ministry of Corporate Affairs and SEBI. Since the requisite quorum is present, I call the meeting to order.

– I'm indeed very happy to state that all the Board members are present with us and I welcome them to the meeting. I would now like to introduce them to our share owners. Seated on my right is Dr. Murtaza Khorakiwala, your Managing Director. Murtaza is a graduate of Medicine and an MBA from University of Illinois. He has been providing leadership to Wockhardt since 2009. Murtaza, welcome to the meeting.

– **Dr. Murtaza Khorakiwala - Managing Director, Wockhardt Limited:**

– Thank you, Chairman. Hello and good morning to everyone.

– **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**

– I welcome Mrs. Tasneem Mehta who is joining the meeting virtually. She represents cultural space of our Board being an art historian, curator, designer and cultural activist. She has been involved in the revival and aspiration of several cultural sites in Mumbai. Now she is a Managing Trustee and Director, Bhau Daji Lad Museum in Mumbai and was a former Vice-Chairman of Indian National Trust of Art and Culture Heritage. Let us say, welcome to the meeting.

– **Mrs. Tasneem Mehta – Independent Director, Wockhardt Limited:**

– Thank you, Mr. Chairman. Hello and good morning, everyone. I'm sorry I'm unable to join in person due to unavoidable circumstances.

– **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**

– Now, I extend a warm welcome to Akhilesh Gupta who is also joining the meeting virtually. He is a graduate of Stanford University. Earlier, he was the Chairman of Blackstone. He was in the senior leadership position with Reliance. And, presently, he is deeply involved in business school of Divinity School of Harvard University. Dear Akhilesh, welcome to the meeting.

– **Mr. Akhilesh Gupta - Independent Director, Wockhardt Limited:**

– Thank you, Mr. Chairman. Hello and good morning, everyone. I also regret for not being able to join you physically with the other Directors and it's been due to some unavoidable circumstances.

– **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**

– Seated on my left is Mr. Vinesh Kumar Jairath. He is the Director on the board of many large public companies and an IAS officer. He was the Principal Secretary of Industries in the Government of Maharashtra and the Managing Director of SICOM. Dear Vinesh, welcome to the meeting.

– **Mr. Vinesh Kumar Jairath - Independent Director, Wockhardt Limited:**

– Thank you, Chairman. Hello and good morning everyone.

– **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**

– I welcome Ms. Amy Fernandes who is also joining the meeting virtually. Ms. Fernandes is an independent journalist whose editorial journey include Femina, Saturday Times, Sunday edition of DNA. She is currently a Director of Literature Life. This is Mumbai's only literary festival that is considered one of the best in the country. Dear Amy, welcome to the meeting.

– **Ms. Amelia Fernandez - Independent Director, Wockhardt Limited:**

– Thank you, Chairman. Hello and good morning, everyone. I also regret not being able to join in person along with the other Directors due to some unavoidable circumstances.

– **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**

– Seated next to Dr. Murtaza, on my right, is our new Board member Ambassador Ahmad Javed who was recently inducted to the Board and is now proposed for appointment as an Independent Director of your company. Ambassador Ahmad Javed served as Ambassador of India to Saudi Arabia from 2016-19. He is a distinguished former IPS officer and a former Commissioner of Police in Sholapur, New Mumbai and Mumbai. He has dedicated nearly 40 years to law enforcement and public service. Dear Javed, welcome to the meeting.

– **Ambassador Ahmad Javed - Independent Director, Wockhardt Limited:**

– Thank you, Chairman. Hello and good morning to everybody.

– **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**

– Seated next to Mr. Jairath, on my left, is Dr. Huzaifa Khorakiwala, Executive Director and Trustee and CEO of Wockhardt Foundation. Dr. Huzaifa holds a master's degree in Business Management from Yale University and he has been associated with the company since last 15-20 years. Huzaifa, welcome to the meeting.

– **Dr. Huzaifa Khorakiwala - Executive Director, Wockhardt Limited:**

– Thank you, Chairman, and good morning to everyone.

– **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**

– Seated next to Ambassador Ahmad, on my right, is Zahabiya Khorakiwala. She's involved in the company and the healthcare as Managing Director of Wockhardt Hospital and she's on our Board and also on the Board of RPG Life Sciences. She's a graduate from New York University and holds management degree from Indian Business School, Hyderabad. Dear Zahabiya, welcome to the meeting.

– **Ms. Zahabiya Khorakiwala – Non-Independent & Non-Executive Director, Wockhardt Limited:**

– Thank you. Thank you, Chairman. Hello and good morning, everyone.

– **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**

- Apart from the Directors Mr. Deepak Madnani - Chief Financial Officer, Ms. Rashmi Mamtura - Company Secretary, representatives of B.S.R. & Co. - Statutory Auditors, Virendra Bhatt - Secretarial Auditors, and scrutinizer have also joined the meeting through VC.
- The notice dated 28th May, 2024 convening this Annual General Meeting and Annual Report for the financial year ended 31st March have already been circulated to the members of the company electronically. Therefore, with the permission of the members, I take the same as read.
- There is no requirement to read the independent auditor's report or the secretarial auditor's report pursuant to Section 145 the Companies Act as the same does not contain any qualification, observation or comments.
- The register of Directors and Key Managerial Personnel and their shareholding, the register of contract arrangement in which the Directors are deemed to be interested have been made available electronically for the inspection by members during the AGM.
- The company had given the option and received request from certain members to register themselves as speaker at the meeting. Accordingly, the platform will be open for those members to allow them to ask questions or express their views. We had to restrict the number of members because of time. Members who have not registered as speaker but have any questions, may write to the company and we shall respond to them suitably.
- The company had provided the facility to members to cast their votes electronically on all resolution proposing the notice convening the AGM through remote eVoting from Tuesday, 25th June to Thursday, 27th June. Members who have not cast their vote electronically and are participating in this meeting shall have an opportunity to cast their vote during the meeting through the eVoting system provided by NSDL which is now open and shall remain open for 15 minutes after the conclusion of proceedings of this AGM.
- As the resolution mentioned in the notice convening this AGM has been already put to vote through the remote eVoting, there will be no proposition and seconding of the resolution.
- Dear shareholders, share owners, friends and distinguished guests, I would like to recognize the significant contribution and wisdom provided by our Directors Mr. Aman Mehta, Dr. Davinder Singh Brar and Dr. Sanjaya Baru who retired in March, 2024 as per the Companies Act regulation. Wockhardt is indeed very privileged and extremely thankful to them.
- I will now begin with a quote by Nobel laureate in Medicine Har Gobind Khorana who said 'The pursuit of science is not to be just the pursuit of knowledge but also the pursuit of a better and more humane world'. I'm sure all of us agree and I strongly believe that Wockhardt is helping to make the world a better place. As you all know, we pride ourselves in being a research based global pharmaceutical company and the term 'discovery' encapsulates the essence of Wockhardt research and development achievements and their impact on society.
- The year gone by, 23-24, has been a year of some very positive, remarkable and heartening developments in our R&D efforts. In particular, the advances we have made in the development of novel antibiotics heralds one of the most exciting and promising phases of Wockhardt's journey. Rabindranath Tagore said 'Faith is the bird that feels the light'. I'll repeat, 'Faith is the bird that feels the light and sings when the dawn is still dark'. Over 25 years ago, we put our faith, focus and efforts in discovery of novel antibiotics to meet the serious global health challenges of antimicrobial resistors. We put in these 25 years of efforts in building a global antibiotic scientific organization and more importantly creating a culture of research and innovation, networking with over 30 global organizations for

discovering a range of antibiotics for unmet medical needs. And over these years, we have invested over \$500 million. This clearly demonstrates our resilience and belief that Wockhardt and India can do it.

- Additionally, our portfolio of Antibiotic to deal with antimicrobial resistance belongs to different classes of diverse infection occurring in hospitals and communities which we have discovered and they would be available to India and to the world nearly after 30 or 40 years. Allow me to update you all on the status of these novel antibiotics under development.
- Our first ever India patented antibiotic, EMROK and EMROK O, are the only new antibiotic in their class of gram positive to have been developed over the last 30 years. This multi spectrum anti-MRSA antibiotic has been used to keep so far 65,000 patients. They are emerging as effective against multiple indications and we have successfully completed 4 new clinical studies, investigative studies in blood stream infection, bone and joint infection, community acquired bacterial pneumonia and infections in immunosuppressed patients.
- Additionally, we have already completed new drug application filing in 10 other countries in emerging market and we will be filing in another five or six countries during the year. All these will result in significant growth in current year.
- MIQNAF, which is WCK 4873, is an Ultrashort 3-day oral course to treat community acquired bacterial pneumonia with 97% success rate. Existing treatment have developed resistance in some cases as high as 60%. We have now filed new drug application to Drug Controller General of India and expect to introduce a product commercially by the end of the year. We also expect to complete the filing in other emerging markets and, thereafter, we expect a very-robust sales in FY26.
- It is my great pleasure to share with you the promising developments of our wonder drug under development, Zaynich, which is WCK 5222. It is an entirely new chemical entity, a proprietary ground breaking, one of its kind antibiotics discovered in last 50 years. It is designed to address all the major resistant superbugs. Currently undergoing global Phase-III clinical trials. Zaynich was administered on compassionate ground which required permission from Drug Controller General of India and they were treated. And these 30 patients who have resistance to all other antibiotics for a long period of time have responded extremely well. You will be pleased to know that we had 100% success and save these 30 lives. Three of these cases were published in the international journal and I must tell you an individual case is rarely published in these international journals. It is done only when scientific development is of exceptional caliber and there are antimicrobial agents and chemotherapy. It is a U.S. Journal. Annals of Clinical Microbiology and Antimicrobial. It is a U.K. journal and the European Journal of Clinical Microbiology Infectious Diseases, which is EU journal.
- I'm happy to report the fact that Zaynich has saved more than 30 lives. DCGI has approved a small-size clinical trial protocol of carbapenem resistant patients in India. We expect this clinical trial to be completed and hope of product approval by end of this financial year and Zaynich would be available in India thereafter.
- You'll be happy to know that the USFDA for the first time granted approval for the use of WCK 5222 i.e. Zaynich under a provision termed in USA as 'Expanded Access IND' which is similar to what we do here in India as a compassionate use. For a young cancer patient having multiple sites of infection in large wounds at the University of California, Irvine, School of Medicine, Orange County. This patient did not respond to latest available antibiotics in U.S. for over nine months. In four weeks after the administration of Zaynich, the patient responded and infection was free and there was a complete healing of wounds. Thereafter, a doctor could start the chemotherapy to continue the cancer treatment. I believe this is a very important milestone for Zaynich and for all of us and Wockhardt.
- There is the other major development and you will be absolutely delighted to know that globally recognizes U.S. body, Clinical & Laboratory Standards Institute, has granted a susceptibility break point of 64 milligram per litre to Zaynich. First, let me explain to you what is this. Every antibiotic has to go through this institute to develop susceptibility point and the break point is for all broader range of gram-negative resistance pathogen in our case. And the higher the break point, the more effective is a drug. As you all know, antibiotic was first discovered by

Alexander Fleming; Penicillin in 1928. Since then more than 250 antibiotics have been discovered, approved and used for various antibacterial infections. It is the first time in the history of antibiotics that the break point of 64 milligram per litre is granted for an entire range of 10 resistant gram- negative pathogens. In other words, Zaynich would be clinically effective in extreme multidrug resistance organism with an entirely new mechanism driven high bacteria kill power. This is clearly demonstrated and supported by the success we have witnessed in critically ill patient treated under compassionate use as a very last resort.

- 100% clinical and microbiological success rate accompanied with safety of usage of the drug up to 70 days was established with Zaynich. It is extremely gratifying that Zaynich has been unanimously granted the investigational break point in CLSA, the U.S. plenary session, on 24 June, 2024. This is historic and all of us who are associated with Wockhardt, we should be proud. I'm sure this will make India proud.
 - Furthermore, we expect global clinical trial of Zaynich in Phase-III world over, which will be completed in FY25 and, thereafter, we will be filing in U.S., Europe and other countries for regulatory approval. We expect sometime in FY26 to receive global approval of Zaynich and launch it in U.S. and other countries.
 - From business perspective, to optimize the market value for the organization we have decided to have two-prong approach where we will market Zaynich in India, an emerging market, and we license it out to U.S., Europe and developed countries through one of the global pharmaceutical companies. Our other important strategic focus is to develop business in India, an emerging market, through a portfolio of new insulins; add new injectable diabetic products. Here we have a distinct competitive edge. We have our own research, our own manufacturing of API and formulation and a business organization. And this brings a very competitive edge to us and we have a proven record of successful execution and marketing of these products. Our new product pipeline in biologicals in diabetic will ensure a significant penetration in the emerging markets, which indeed have a very-limited players.
 - The Board of Directors and I sincerely thank all Wockhardt Associates, share owners, the medical and financial communities and our vendor associates for their support, cooperation and good wishes. In conclusion, I quote our former president APJ Abdul Kalam who said 'Dream, dream, dream. Dreams transform into thoughts and thoughts results in action'. I'm sure that all of us will see that all our efforts for the last 25 years of research will culminate into a new, very successful research-based Wockhardt organization. Thank you very much.
 - We will now take up the resolution as set forth in the notice. We'll open the floor for queries by the share owners after all the resolutions are tabled.
1. Item Number 1 of the notice is for Adoption of Financial Statement of the company, the Audited Standalone and Audited Consolidated Financial Statement of the company, for the financial year ended 31st March, 2024 along with the report of Board and Auditors thereon have been circulated to the members.
 - The Board and Audit Committee recommends the same for adoption by the members.
 - Since I maybe deemed to be interested in the next item of the agenda, may I now request Mr. Vinesh Jairath, who is also the Chairman of Nomination & Remuneration Committee and Stakeholders Relationship Committee, to occupy the chair and introduce the Item Number 2 of the agenda to the shareholders.
 - **Mr. Vinesh Kumar Jairath - Independent Director, Wockhardt Limited:**
 - Thank you, Dr. Khorakiwala.
 2. Item Number 2 of the notice proposes reappointment of Director retiring by rotation. Dr. Huzaifa Khorakiwala retires by rotation and being eligible seeks reappointment.

- In view of his significant contribution to the company during his tenure, the Nomination & Remuneration Committee and the Board recommends the reappointment of Dr. Huzaifa Khorakiwala for the approval of the members.
- I now request Dr. Khorakiwala to kindly reoccupy the chair and continue with the proceedings.
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- Thank you, Vinesh.
- 3. Item Number 3 of the notice is for the appointment of M/s M.S.K.C. & Associate Chartered Accountants, they are really in India and also known as BDO, Statutory Auditors of the company and fixation of remuneration. The term of appointment of this company and Statutory Auditor is concluded at this 25th AGM.
 - The Audit Committee and the Board recommends appointment of M/s M.S.K.C. & Associate Chartered Accountants as Statutory Auditors of the company for a term of five consecutive years for approval by the members.
- 4. Item Number 4 of the notice seeks ratification of remuneration paid to Cost Auditors. The Board of Directors in the meeting held on 28th May have appointed Kirit Mehta & Company Costs Accountants as Cost Auditors of the company for the FY24-25.
 - In compliance with the law, the remuneration of ₹3,35,000 payable to them is sought for your ratification. Based on comparable market data. The above remuneration was found to be fair and, accordingly, the Board recommended the same for the adoption by the members.
 - Since I may be deemed to be interested in the next agenda item, may I now once again request Mr. Vinesh Jairath to kindly chair the next item of the agenda by introducing the resolution Item Number 5 and 6 of the notice.
- **Mr. Vinesh Kumar Jairath - Independent Director, Wockhardt Limited:**
- Thank you, Dr. Khorakiwala.
- 5. Item Number 5 of the notice pertains to approval of material related party transactions. Wockhardt Limited and its subsidiaries during the course of the business sell goods and takes for advances loan from each other and other related parties thereby making all such transactions fall within the ambit of the definition of the 'Related party transactions'. To facilitate seamless contracting and rendering/availing of products and services by the company and its subsidiaries, it is proposed to avail an approval of the shareholders for entering into continuing transactions pursuant to such arrangements by passing an enabling resolution in this regard.
 - The Audit Committee and the Board recommends the enabling resolution for the approval of the shareholders.
- 6. Item Number 6 of the notice seeks the approval of the members for reappointment of Dr. Habil Khorakiwala, age 81 years, as an Executive Chairman for a further period of five years from the date of expiry of the present term of office that is with effect from 1st March, 2025 and fixing of his remuneration for the period of the first two years of his tenure i.e. from 1st March, 25 till 28th February, 2027.
 - Considering the continued, active involvement of Dr. Habil Khorakiwala, the Nomination & Remuneration Committee and the Board of Directors of the company at their respective meetings held on 28th May, 2024 have approved reappointment for a further term of five years and remuneration of total ₹5 crores per annum to be paid to Dr Habil

Khorakiwala for a period of two years effective from 1st March, 2025. The Nomination & Remuneration Committee and the Board recommend the same for the approval of the members.

- I now request Dr. Khorakiwala to kindly reoccupy the chair and continue with the proceedings.
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- Thank you very much, Vinesh.
- 7. Item Number 7 of the notice proposes appointment of Ambassador Ahmad Javed an Independent Director of the company.
 - The Board of Directors have appointed Ambassador Ahmad Javed as an additional Independent Director in meeting held on 28th May, 2024 to hold office as such up to the date of this AGM. The board also received a letter from the member nominating Ambassador Ahmad Javed as an Independent Director of the company for a term of five years. In view of the above, the Nomination & Remuneration Committee and the Board recommends the appointment of Ambassador Ahmad Javed as an Independent Director of the company and for a term of five years effective from the date of this initial appointment from 28th May, 2024.
- 8. Item Number 8 of the notice is for enabling approval of members for raising additional funds through further issue of equity or securities convertible into equity shares. This enabling resolution does not just state raising of the funds but gives a flexibility to do so if needed by way of one or more public or private offering of equity shares or instruments convertible into equity shares including through qualified institutional placement for an amount of Rs. 1000 crores. The board recommends the same for the approval of the members.
 - Now, we will start the process of inviting the speakers, some of the speakers who have registered themselves. In view of time constraints, I would like to request the speakers to speak and express their views within a period of 2 to 3 minutes and also request subsequent speakers not to repeat the comments and queries already raised by any previous speaker.
 - I now invite Mr. Aman Vij to speak.
 - **Mr. Aman Vij – Speaker Shareholder:**
 - Yes, good morning, sir.
 - **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
 - Please go ahead.
 - **Mr. Aman Vij – Speaker Shareholder:**
 - Sir, my questions are on the 3 years growth drivers which you have mentioned in the PPT. First on the vaccines part. We have recently taken a loan of I think 20 million pounds in the UK subsidiary to modernize the facility and expand the vaccine production. Can you provide some timelines by which this process will be finished. And if you can talk about what is the current capacity as of today and what will be the capacity after the expansion. As well as the utilization currently, what kind of utilization are you expecting in FY25 and FY26 for this division. And if you can talk about how many partners do we have? Are we too dependent on one of the big vaccine companies. This is on the vaccine division.

- Next is on the novel drug discovery, so, on Nafithromycin first – this question was asked last year also but the question was not answered. So, can you talk about what is happening with the out-licensing efforts in China for the same product. Is the arrangement with Jemincare still valid and if yes, what is happening on that front, why is it getting delayed. And you have talked about the launch of this product in India as well in this year. What kind of sales are we expecting in this year and FY26 from Nafithromycin.
- Then on Emrok, you talked about that you are expecting a very significant growth this year, if you can quantify it, are you expecting 50% growth or 100% growth. What kind of sales are you expecting from Emrok in FY25-26.
- Finally, on WCK 5222 our wonder drug, by which quarter do you think the global trials will finish? And there is a chance we will launch this in India after the Meropenem trials and what kind of sales do you expect from India for this year or maybe next year because FY26 there will be full year.
- Finally, on the diabetic section, so we have plans to double our sales in this segment. If you can talk about, because what I understand currently the Big 3 in the insulin industry are focusing on GLP 1, so, there are a lot of vacant spots available for us to grow. So, if you can talk what is our insulin capacity in terms of the number of pens and utilization currently and what kind of growth are we targeting given the vacant spots for the companies like us in FY25 and FY26. Sir, these are the questions, thank you.
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- Thank you very much, Mr. Vij.
- I think part of the answers to your question is covered in my talk itself, but I will elaborate some of the areas which you have mentioned.
- As far as the vaccine is concerned - UK as we have already announced earlier also that we have this arrangement with Serum Institute, we do not have any more arrangement, as I mentioned earlier also in the discussion. And we have enough capacity and this is a 10 year long arrangement for 150 million doses per year. So, we don't expect much business this year. But FY26 onwards we will definitely have business occurring out of this arrangement. We have not already invested 20 million dollars, they have given us 10 million dollars to upgrade some of our facilities which we have already done and if some other development takes places we may need to invest some more and that is I think what we referred to you earlier.
- You have asked about all the 3 novel drugs, on Emrok I can answer the first question because it is already launched. We expect about 75 to 100% growth this year over previous period and that growth will continue for the following year. In other words we expect a total sale of 70 to 80 crores this year and over 125 crores next year on Emrok.
- Miquaf....China is still...I can tell you we are not making much progress as far as issue is concerned but when something specific happens we will let you know. We have already filed as I mentioned to DCGI our application, we expect approval to come some time before the year end. And we should be in the market before the beginning of the next financial year. And this we expect a very significant aspect because we have in India about 12 million to 14 million cases of microbial resistance cases for pneumonia. This is mainly prescribed by specialists like chest specialists and our initial focus is to create an organization to meet this and we are planning fairly ambitiously to reach somewhere between 80 to 100 crores in the first year itself of the launch.
- Then coming to our main drug, Zaynich, we would be completing clinical trial by the end of the financial year and after that in about 6 months' time we should be filing to US, Europe and other countries and they take about 6, 8 to 9 months to get an approval. So, that is where it will be available worldwide. As far as India is concerned, we expect to complete the clinical trial during this financial trial and market next year. Just to give you an idea of potential in India we have 750,000 resistant cases where 5222 can be used, and we expect at least 5% of these cases we should be able to address in the first year of its launch.

- Your second query was around diabetes and insulin portfolio, that is our strategic area of focus. In India we are re-doubling our efforts to getting market potential. And what you said very rightly that there is a great opportunity available to build up this business in India and emerging markets and that is where we are moving and one would see a traction of the efforts and the strategy we are implementing to come in the current year and next couple of years.
- Thank you very much, Mr. Vij for your queries.
- May I now request Mr. Anant Jain?
- **Mr. Anant Jain – Speaker Shareholder:**
- Can you hear me, sir?
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- I can hear you, I can't see you. Yeah, you are visible.
- **Mr. Anant Jain – Speaker Shareholder:**
- First of all, congratulations on what Wockhardt has been doing and its almost its like breaking the glass ceiling because whenever we speak of an NCE by an Indian company generally people would say that's money down the drain. So, to hat's off to you, hat's off to Wockhardt for doing what we have done saving lives, amazing work. Thank you and congratulations for that.
- Now, some of the questions that I have, in Phase III trials out of 411 patients which have undergone Phase III trials, how many have needed another therapy after the trials. This is an observational data point and I think we should be having this.
- My second question is on 6777, it is cleared Phase I and where are we in terms of moving ahead for Phase II and III. And Phase I was sponsored by NIH, can we look at sponsorships for Phase II/Phase III because there are a lot of organizations around the world working on antimicrobial resistance which can act as sponsors. So, are we looking for any of those sponsors.
- The third thing is like you know Nafithromycin in China, I mean the question was asked but do we see any progress on that. How much money have we received from Jemincare and is there any timeline for that? And why is the delay happening in China launch of Nafithromycin.
- The fourth thing is on Emrok, Emrok O and Emrok hasn't shown much growth in the last 2-3 years, you say that it should grow significantly this year. So, what have we done, what have we changed in order to expect this kind of growth.
- The next question I have is, is the UK facility currently producing any vaccines, that's my first question. If not, then when can we expect the vaccine thing to move ahead.
- Finally, you have also mentioned on our diabetes portfolio that we are doing all the GLP 1 drugs, so can you just elaborate on the filings for GLP 1 and if you can give the names of the GLP 1 drugs like Lira or Sema and where are we on the filings and launch of those drugs. Thank you, sir.
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- Thank you very much, Mr. Jain.
- First query was that we have completed about 400 odd patients. No patient required any alternate treatment, all were treated and they responded well to our treatment basically.

- Regarding 6777 sponsorship issue I believe that Phase I is over now, we will be getting results in the next month or two and thereafter we will look at alternatives. We are also looking at 2 or 3 possibilities - one is NIH to continue, second we are also looking at if we can do as small Phase II trials in India or we find some partners if possible. But finding a partner at this stage is destroying a lot of organizational values according to us. So, we would rather look at one or the other options as I mentioned earlier.
- I already responded to Nafithromycin in China but I think more importantly.... I don't have the numbers available we can send it to you later which you have asked for. But I must tell you we believe Nafithromycin would be a very significant product in India and in emerging markets because the need is very great, the drug is coming after 30-40 years. We have branded as Miqnaf and we are creating a new entire organization to deal initially with chest specialists for the current year and soon we may be extending the usage by doing additional clinical in India for other indications also.
- Emrok got changed. I think we have refocused the whole organization, got fresh new leadership, plus we reoriented the approach of approaching the scientific community, the intensive ID specialists and we are having more scientific and medical intervention taking place with them. That is why we expect a very rapid growth because we have also completed 3-4 other investigative studies which I have mentioned earlier. All these put together when we promote this to a professional, they see a much greater need because greater evidence is now available.
- UK vaccine - I have already responded earlier and I have nothing more to say on that.
- GLP 1 – we are not involved at this moment significantly in GLP 1, what I was referring to is the diabetic range of products that is Insulin and Glargine is already in the market. Aspart we are planning to get into the market in the later part of this year. And the other product would follow the Gludec and other products. But equally important is we are having a strategy to penetrate Indian market and also introduce rapidly in the emerging markets.
- Thank you very much, Mr. Jain.
- May I now request Madam Celestine Elizabeth Mascarenhas. Good morning, ma'am, how are you today.
- **Ms. Celestine E. Mascarenhas – Speaker Shareholder:**
- Sir, I am fine. I am happy we are doing a great thing in science and to the life and all. Thank you so much, it is really a pleasure and treasure we have such a company.
- Anyway, I go to the formal part. Respected Chairman Mr. Habil Khorakiwala, MD M. Khorakiwala and other members on the dais, my dear fellow shareholders, I am Celestine Mascarenhas speaking from Mumbai. I thank the company secretary and her team for sending me the annual report and also registering me as a speaker at my request and giving me this platform to express.
- Our annual report is full of information with facts and figures and also self-explanatory adhering to all the norms of corporate governance. Our working is good in the sense, revenue is up this year but overall we are in loss and this is because of the earlier losses. Sir, my question is when our company will come out of these losses thereby come on the dividend lists. Of course, all medicines and discovery is very good, I congratulate for all that and I also appreciate very good CSR work done for the society.
- Now my queries, I go on the ESG side. Have we rated the ESG? If we have rated, the name of the rating agency and what is our score and whether we are listed on any dedicated ESG platform in domestic or international.
- My second question how many staff we have in R&D innovation sector department? What is the attrition level there because these are all scientists and how we try to retain these staff?
- Third is could you throw some light on the multi drug discovery system.
- Fourth is how much margins we get in the vaccines business?

- Lastly but not the least future roadmap for the next 5 years, any monetization of any assets to pay the loan and come on dividend list. Or what about listing of our hospital business, a lot of companies have started listing the hospital range, every month there is some on the hospital range, so I would like to share that with you.
- With this I support all the resolutions and I wish the company all the best and especially to you - good health as it is health is wealth and you are in the health industry. With this thank you so much, may God bless our company.
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- Your various questions on ESG and other thing I will request our director, Dr. Huzaifa to respond to it.
- **Mr. Huzaifa Khorakiwala – Executive Director, Wockhardt Limited:**
- Good morning, madam.
- Regarding the ESG, this is the first year we have completed our ESG report and we have filed a BRSR report with SEBI and this is the first year and we don't have international ratings in the first year right now. And we hope to go in the international rating after another 2 to 3 years, number one. However, CARE has given Wockhardt Foundation a rating of 2A which is the second highest rating and this is what I can tell you regarding ESG and the social work that we are doing.
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- I must tell you about R&D related issue which you raised. In our drug discovery program we have very limited attrition over the years and it is in a single digit by and large. So, it is not an area of concern. And the reason one of our success is many of our top scientists and the leadership have been with the company for last 20-25 years and there is a consistency of the research work they have been doing and that is what has produced the results.
- You mentioned that we are in a loss - we expect that we would be current year positive as far as PBT is concerned.
- And the other question was on monetization of assets which I covered in my note that 5222 that is Zaynich we have a dual strategy, we would market in India and emerging markets and international markets we will try to monetize and that could take place either mostly in FY26 or little later. So, around that calendar year 25-26 one can say is the right time. And the maximum optimum monetization can occur after we file to US FDA that is the stage where the optimum monetization will take place of the molecule because Phase III is completed, all data is available and proper perception in the value proposition is there. Whatever we have done so far on compassionate use getting this high break point of 64, all this further enhances the value proposition in licensing of our molecule.
- Thank you very much.
- May I now request Mr. Gautam Tiwari to speak and what are his questions.
- **Mr. Gautam Tiwari – Speaker Shareholder:**
- Can you hear me, sir?
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- I can hear you, I cannot see you.
- **Mr. Gautam Tiwari – Speaker Shareholder:**
- Sir, can you see me?
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**

- Yes, how are you today?
- **Mr. Gautam Tiwari – Speaker Shareholder:**
- I am fine, sir. I am very happy to see you hale and hearty, sir. Right from day one we have been seeing you right from our younger days till now, we are so happy to see you although virtually.
- Dear sir, first of all good morning to our Habil Khorakiwala ji, our prime icon of our company, our Dr. Murtaza and all dignified directors, team Wockhardt Limited, your CS, myself Gautam Tiwari, I am participating in this meeting from Mumbai.
- The investor care and investor service of our secretarial department is really super fine keeping cordial and harmonious relations with all the shareholders all the time year on year politeness and with good respect to all shareholders and solving all our issues, even this physical copy I got on request. Thanks for having such a good team, not only secretarial even financial and all other teams are also good.
- Sir, thanks and congratulations to the entire board of management for rewarding shareholders time and again, year on year with good handsome dividends and in many other ways.
- Your introductory speech was very good. And we are completing next year 25 years that is silver jubilee. So, I don't know in what way you would like to celebrate, whatever you will do is because you are always working in the interest of shareholders and I am sure you will keep on rewarding shareholders always and all the time. As such I support all appointments and re-appointments of all directors, also I support all resolutions heartily. And my lifetime support to the management is always ensured.
- Sir, you have answered most of the questions which I really wanted to ask in your speech. I am very happy because I wanted to know so many things which you have already answered. So, now only small thing is there, sir, you mentioned that we have launched a medicine for diabetes so is it something which will cure diabetes 100% or 98 to 99%.
- Sir, what is our market share of generic medicine, especially Ireland and UK at present.
- When our company will become debt free? Of course, you know better than anyone else, but I am very sure you have got all capabilities, all expertise, all liaison, all experience to make the company, since years together we have been seeing you running this company so nicely.
- Sir, which of our brands earn maximum revenue in India, UK and US.
- Next what is the percentage overall capacity utilization of manufacturing plants.
- And lastly how many R&D centres we are having and how much is the strength of those R&D centres.
- That's all. Rest all is very good, here is a grand salute to you with respect. Jai Hind. I wish you all the best and very happy, safe life ahead along with a great future for the company under your super fine management and your son's management. Blessings to you, once again salute to you.
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- So, thank you, Mr. Tiwari, for your good wishes and good feelings about the company.
- In Ireland we are among the top 10 companies and in UK among top 5 companies supplying injectables to NHS broadly speaking.
- 25 years AGM we have completed after we went public, but as a company you know we are more than 55 years old. So, we did celebrate our 50th year a few years back basically.

- I think what you are wishing for diabetes, all of us are wishing the same thing that we will have a cure for diabetes. Unfortunately, you need medicine and there is no cure in sight for diabetes. But our approach fundamentally is to make injectable diabetes drugs that is Insulin, Glargine and others. Our focus is not very high on oral drugs. And that is where we have limited competition. India and worldwide there are only 4-5 companies worldwide and therefore we believe that there is a great, great potential in next 3-4 years, this year and next couple of years as far as diabetes is concerned.
- Other aspect about capacity and other thing that is there partly in the annual report but if you require any specific information my team would be very happy to provide you.
- This is our last speaker, and now may I invite Mr. Vinod Agarwal.
- **Mr. Vinod Agarwal – Speaker Shareholder:**
- Can you hear me, sir?
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- Yes, we can see and hear you.
- **Mr. Vinod Agarwal – Speaker Shareholder:**
- Chairman Dr. Habil Khorakiwala, Mr. Murtaza Khorakiwala, CFO, Deepak Madnani and CS Rashmi Mamtura, good morning, it has become afternoon, good afternoon and regards to everyone.
- I have been a shareholder since the IPO which came out in the early 90s, I have not sold my shares, I am still holding my shares though the ups and downs keep on coming in the company, in the share price. This is the 25th year of this company which you got split after the IPO so I am shareholder beyond 25 years of our company in a way.
- The operational revenue is 2798 crores and the PAT loss this year is lesser than the last year's loss, we have controlled the cost and everything. My only thing is that our R&D spends are about 9.8 or 10% of our revenue and we have been able to successfully do pneumonia 3 macrolite WCK 4873 for Nafithromycin and Zaynich also has been done. Now, how long will it take for these to be commercialized. Phase III trials have almost been done. How long will it will take and what will be the size of the market for these two drugs which are almost Phase III completed trials. And in the pipeline you also have, 4282 and 4873 and all very good products. You are a new chemical entity finding company, you have done a lot of research work and filed 24 patents but we need profits to come, sir, sooner or later. Spending R&D has taken a lot of time for us and it should pay us because we have done Phase III are almost complete in two of our drugs.
- With this I wish the company all the best. We have reduced our net debt from 0.96 in 2022 to 0.43:1 which is also a very good sign so we will have lesser finance cost coming to our company and all the best for the future.
- Signing off, Vinod Agarwal, from Mumbai, thank you.
- **Dr. Habil Khorakiwala – Founder Chairman, Wockhardt Limited:**
- Thank you, Mr. Agarwal. I can answer it in a very broad sense. And one of the pertinent questions was that we have spent so much on R&D when will we see the results and I think that is the most important thing I tried to communicate earlier. But I am sure all of you would believe that when the actual number comes then only the sales results will be there. But I think from whatever I did mention to you earlier on Emrok, Miqnaf and Zaynich, these are the 3 brands which we are talking about and all our getting approvals. I must tell you that we are the only Indian company where we have these 3-4 products approved as a new product in India to begin with, there is no other company which has done that. Second, some of these products are globally competitive, it is not just good for India, it is good for entire world including the US, Europe, everything especially Zaynich which we discussed. So, I think we are entering into a golden era from the point of view of optimizing the value of what we have done this year and

what we are today because what we are going to see is the real success of the molecule work which has been done and completed. And as I mentioned some of the products in numbers but you would see a kind of hockey stick kind of growth in next several years of Wockhardt in terms of both sales and profitability that is briefly I can tell you.

- Thank you very much all of you for your interest in the company. And I must compliment all of you for understanding the organization and asking very relevant questions on new molecule especially because that is something one area which not everyone understands fully, follows fully and feel in addition invest into these areas because these are relatively uncertain areas. No Indian companies have achieved what we are saying we have done or we will do, and therefore from an investor perspective it is a bit of a risk area. So, I would like to congratulate and compliment all our investors and shareholders for understanding what we are doing and taking a risk to invest into a situation and when you take a relatively unknown area and take a risk of this nature the rewards are also exceptionally different and high which we have seen worldwide with these kinds of innovative organizations which you can definitely perceive to happen with Wockhardt in time to come.
- Now, I just want to come back to the agenda items and we have already transacted all the agenda items.
- As I informed earlier the e-voting window shall remain open for another 15 minutes after the conclusion of this proceeding. Members who are yet to cast their votes are requested to use this facility to cast their votes now. Combined results of the remote and e-voting and voting at the AGM along with the scrutinizer's report shall be submitted to Stock Exchange within 48 hours of the conclusion of this AGM. The results also shall be placed on the website of the company and NSDL.
- Let me once again thank you very much for your participation, your continued support and looking forward definitely to meet you next year.
- Thank you very much.
- **[e-voting commences]**
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- **End of transcript**