

# Wockhardt Limited

Investor Presentation  
By  
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Managing Director

Q1FY16

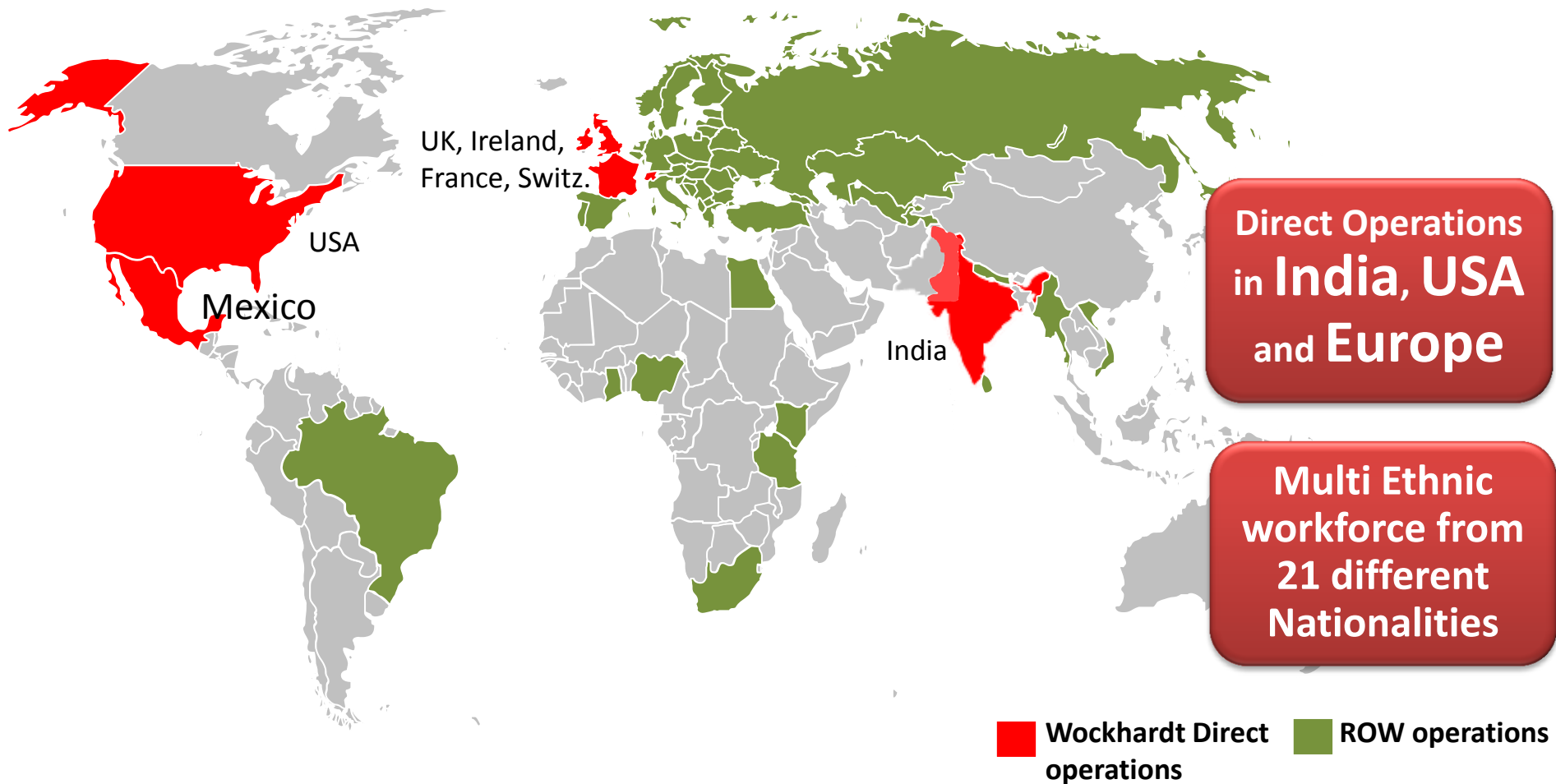
# Safe Harbor Statement

- Except for historical information contained herein, statements in this communication, which include words or phrases such as “will”, “aim”, “will likely result”, “would”, “believe”, “August”, “expect”, “will continue”, “anticipate”, “estimate”, “intend”, “plan”, “contemplate”, “seek to”, “future”, “objective”, “goal”, “likely”, “project”, “should”, “potential”, “will pursue” and similar expressions or variations of such expressions August constitute “forward looking statements”. These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. Wockhardt Limited does not undertake any obligation to update forward looking statements to reflect events or circumstances after the date thereof.

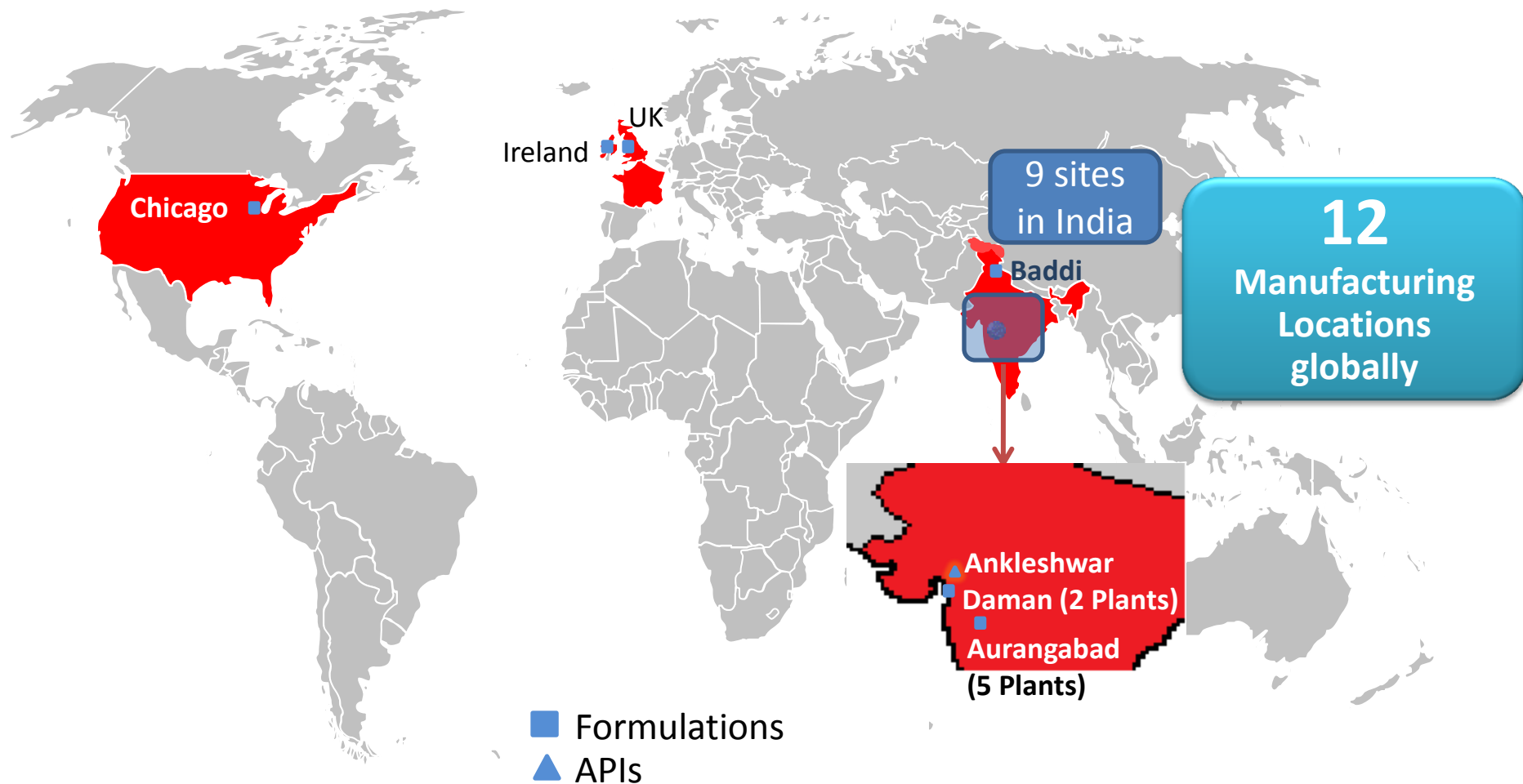
# Introduction to Wockhardt

## Key Business Dynamics

# Wockhardt Today



# Wockhardt Today



# Wockhardt Today



**3** R&D Centers  
worldwide

**USA / UK &  
India**

# Key Business Update

# Key Business Update

## Regulatory Update

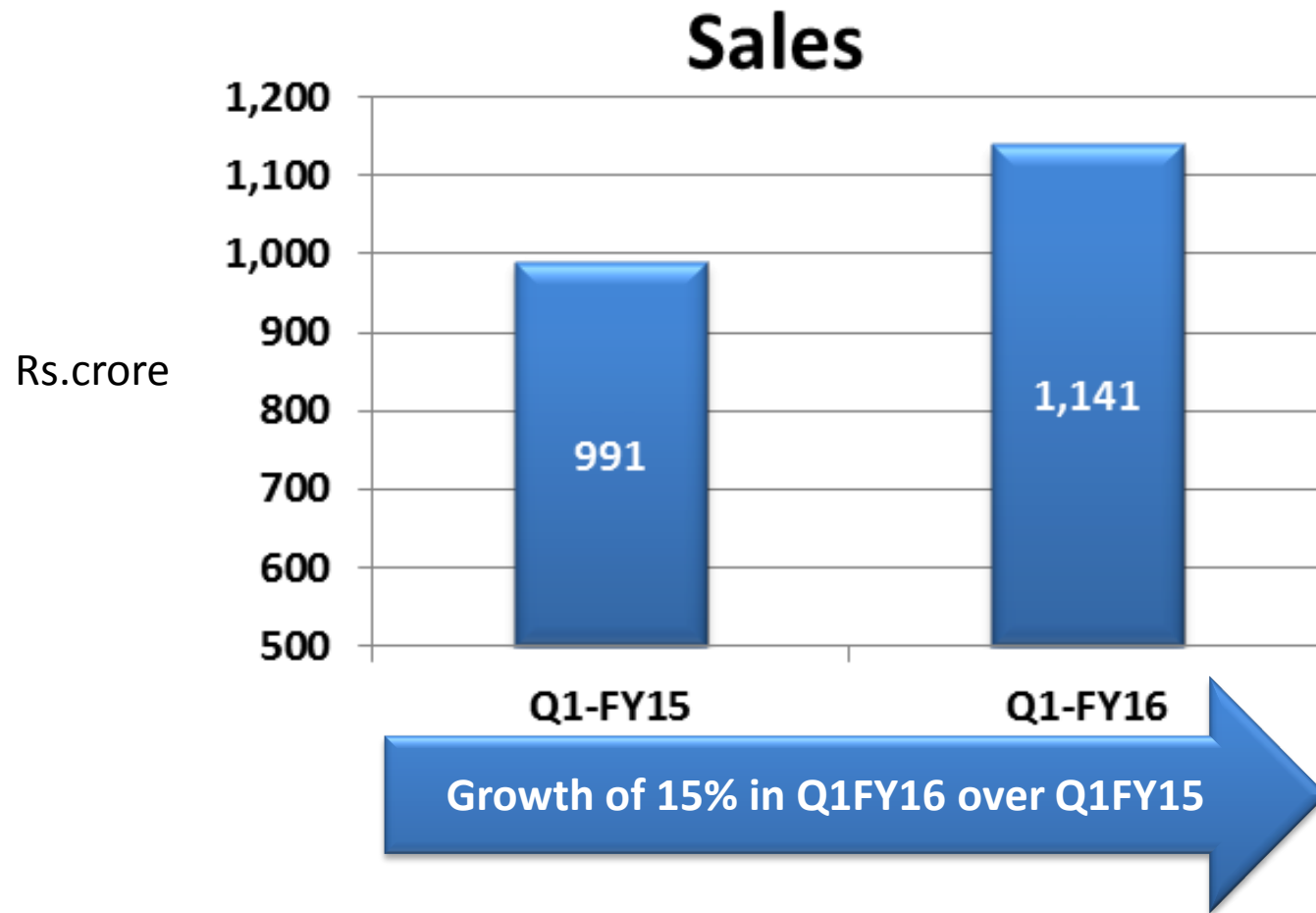
- US FDA has completed inspection in one of the manufacturing facility in Himachal Pradesh in July, 2015 and no 483 has been issued to the company.
- US FDA's inspection of Waluj facility completed during the quarter with minor observations.
- The Company's on going efforts towards compliance measures for Chikalthana and Waluj facilities continues to be in place.
- Resumed Supplies to UK from our Chikalthana Facility.

## Research Update

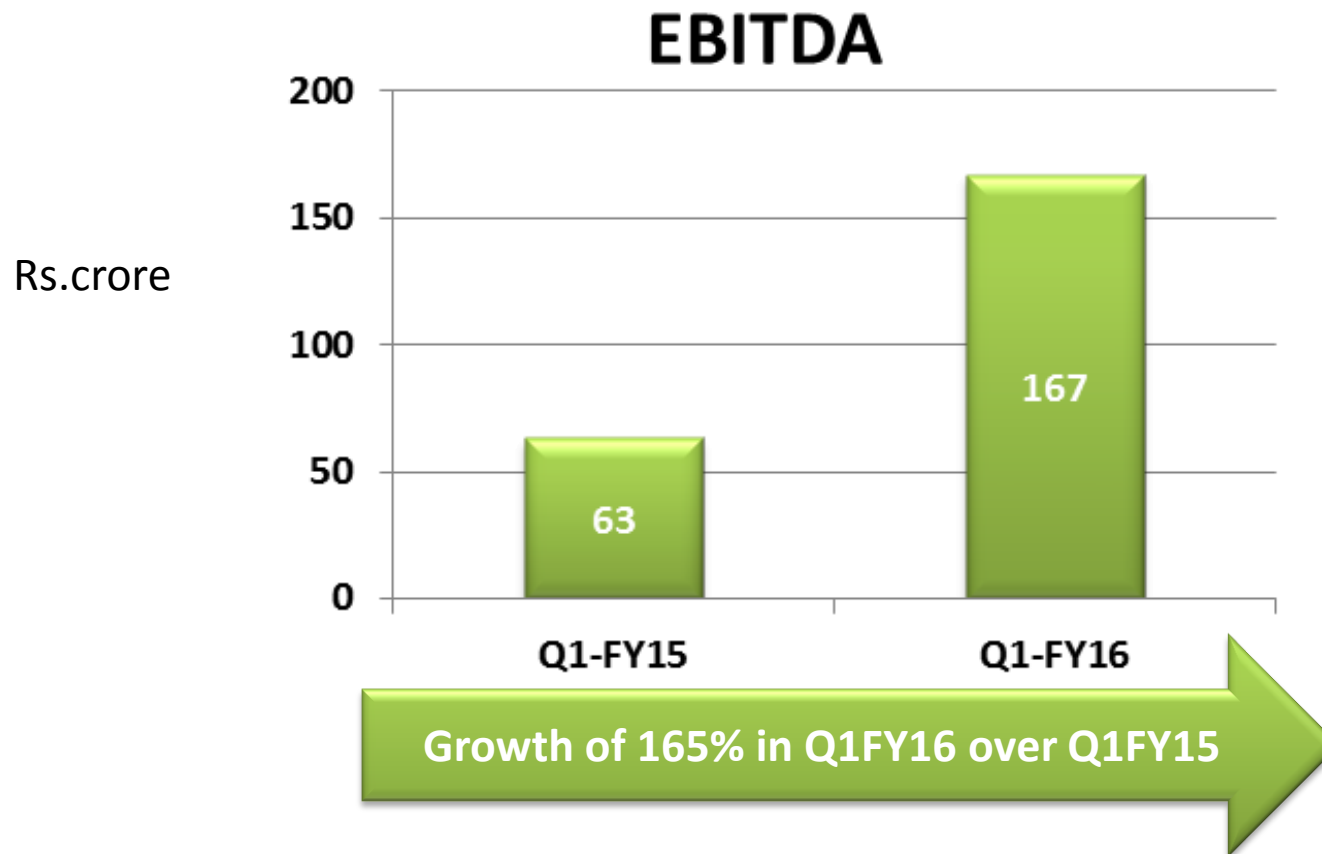
- Received the coveted Breakthrough discovery (QIDP) status for another NCE product WCK 4873 during the quarter. Previously 2 of its drug WCK 771 and WCK 2349 received QIDP status. QIDP status allows for fast track review by US FDA and also grants a five year extensions to the drug patents in USA. Wockhardt is the only Indian company to receive QIDP status for its NCE products.
- Got approval from US FDA for marketing 5mg/5ml of Oxycodone HCL liquid from MGP. Oxycodone is used extensively in management of pain, especially in opioid tolerant patients.
- Filed for 54 patents during the quarter taking the cumulative filings to 2322 and has been granted 26 patents during the quarter taking the cumulative patents granted to 367.

# Q1FY16 Results

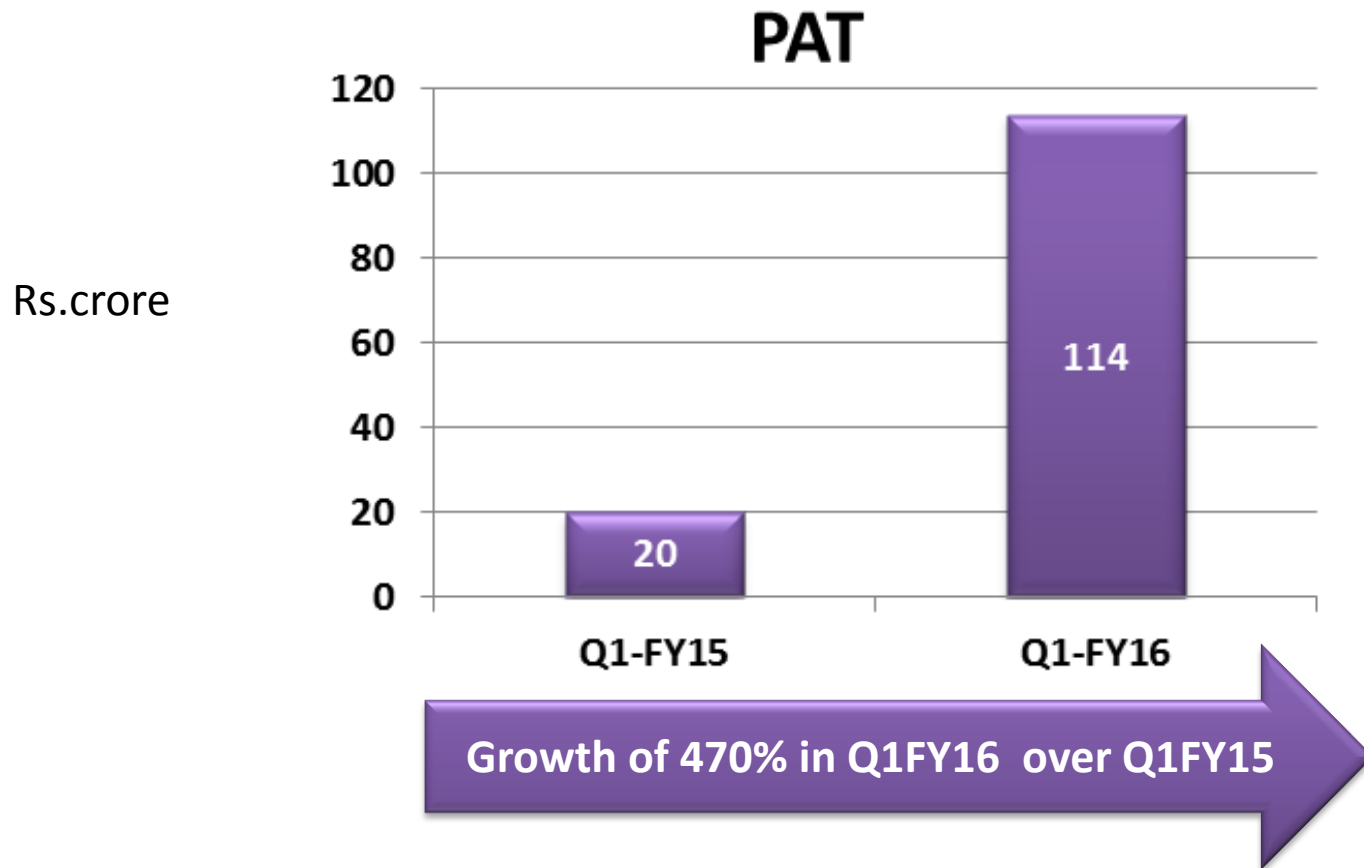
# Sales – Growth of 15% over Q1FY15



# EBITDA – Growth of 165% over Q1FY15

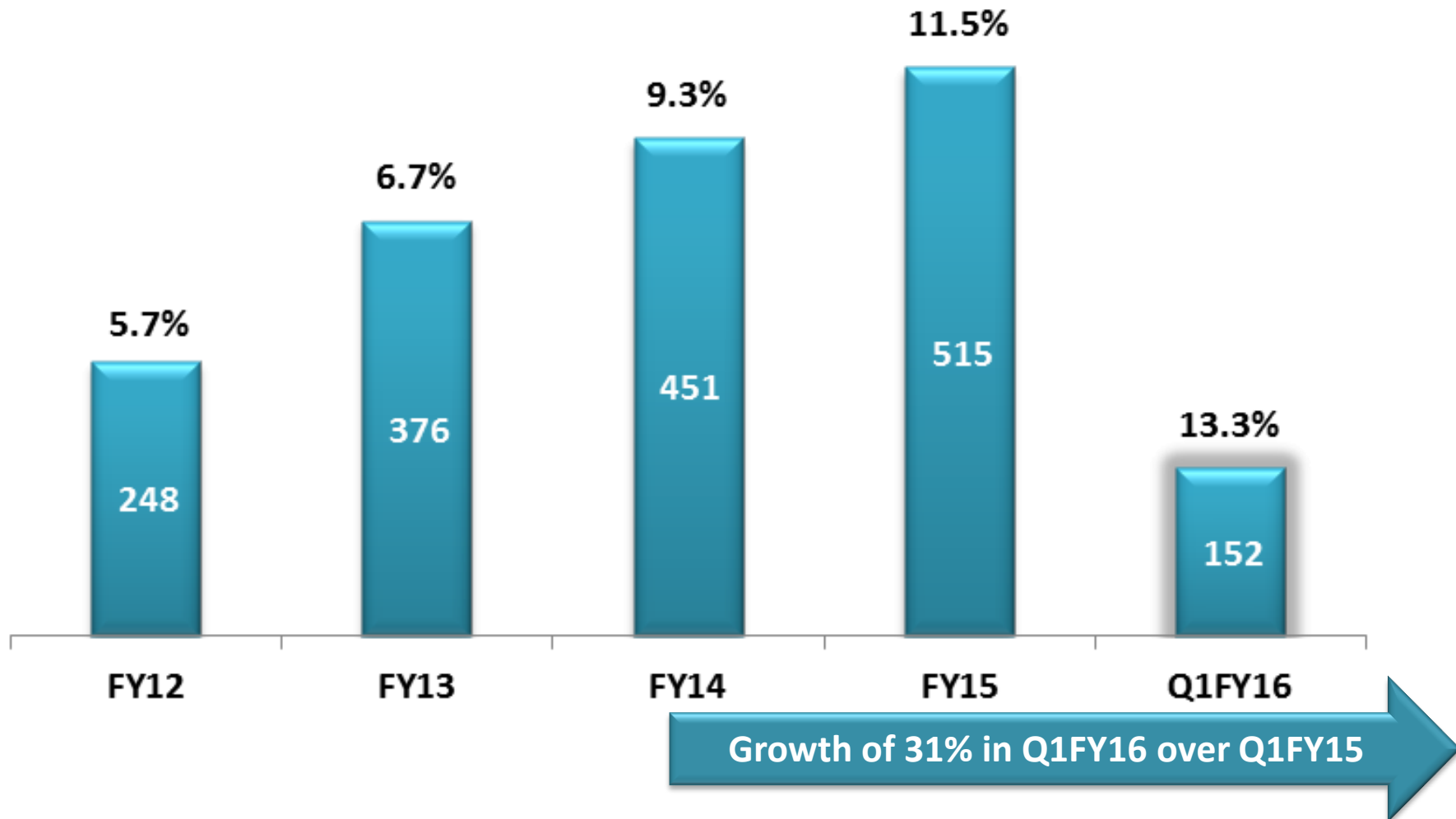


# PAT – Growth of 470% over Q1FY15



# Research – 13.3% of Sales in Q1FY16

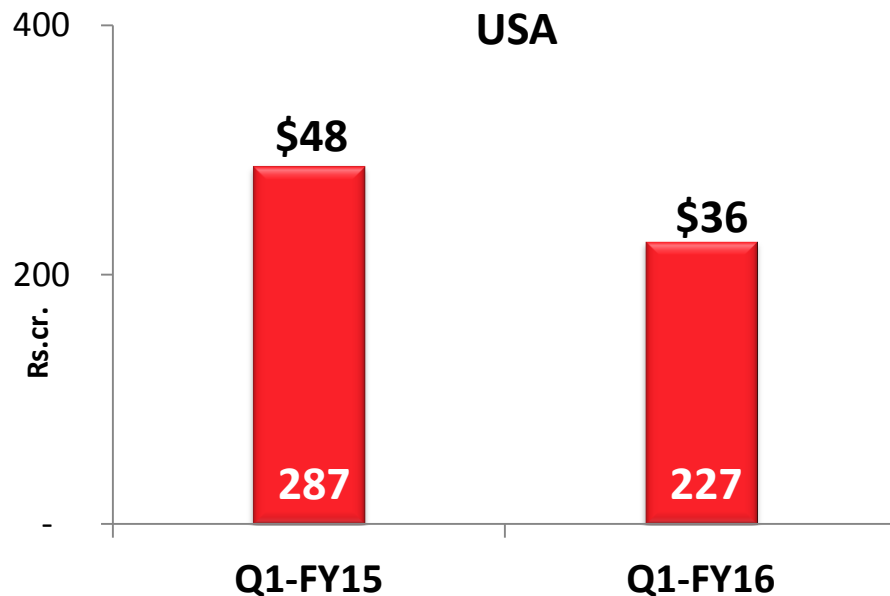
## R&D % to Sales



# US Business

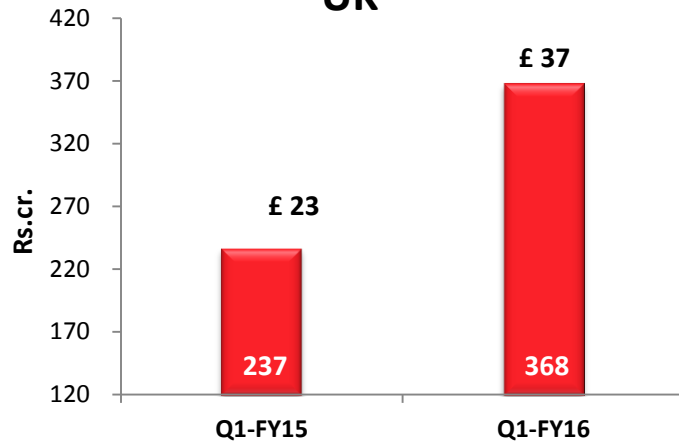


- **Contributes 20% of Total Revenue.**
- **Declines by 21% (26% in \$ terms) over Q1FY15.**
- **During the Q1FY16, 5 ANDA's filed & 1 approval received cumulative ANDA's pending for approval is 73.**



# EU Operations

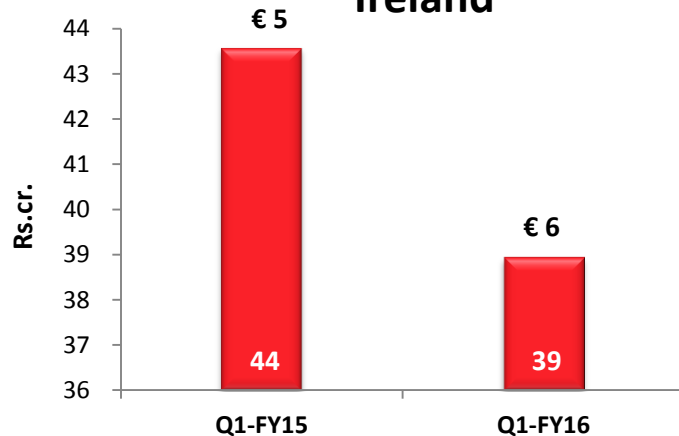
## UK



## UK Operations

- 1 New filing done and 1 New product launched in Q1FY16.
- UK operation Grows by 55% (grows by 59% £ terms) in Q1FY16.

## Ireland



## Ireland Operations

- Ireland Declines by 11% (growth of 4% in € terms) in Q1FY16.

- 
- India & Emerging Markets (EM)**
- | Period | India (Rs. Cr.) | EM (Rs. Cr.) |
|--------|-----------------|--------------|
| Q1FY15 | 295             | 66           |
| Q1FY16 | 375             | 97           |



**For investor updates and communication please visit  
[www.ockhardt.com](http://www.ockhardt.com)**

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