

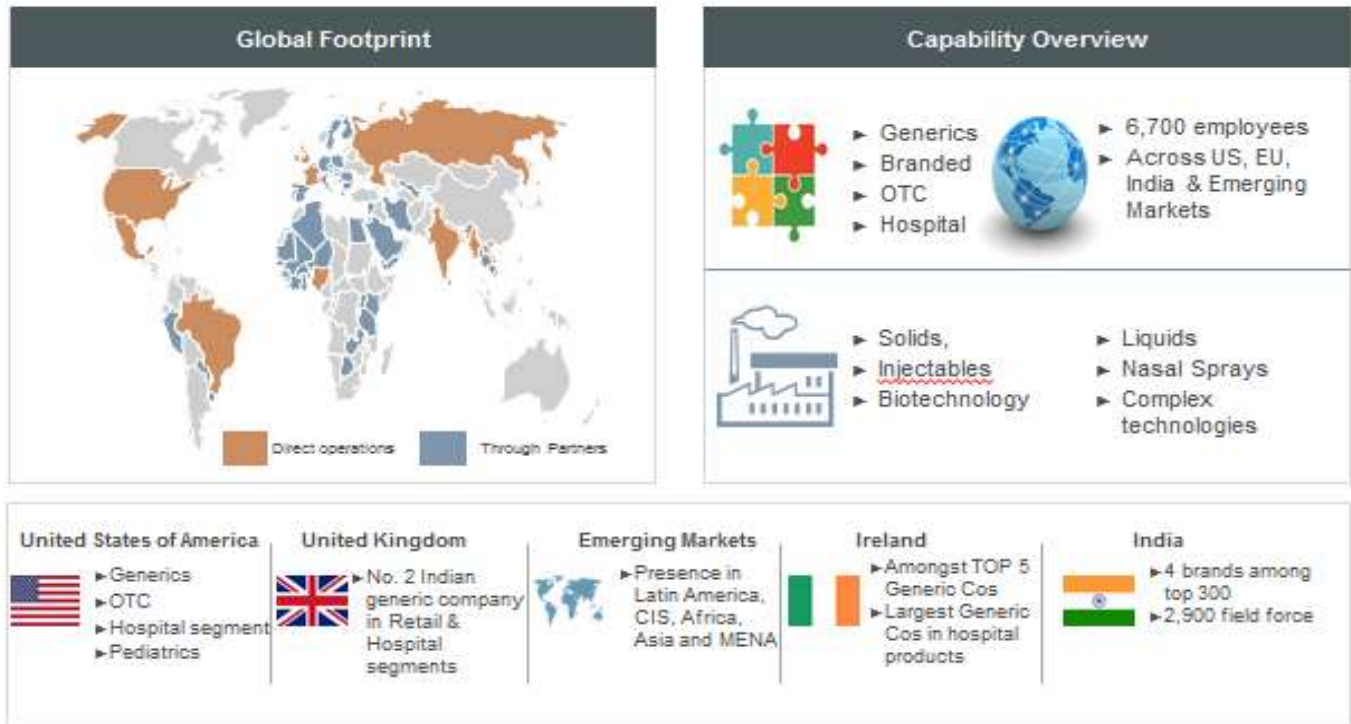


Investor Communication – Q3 FY 20

January 2020

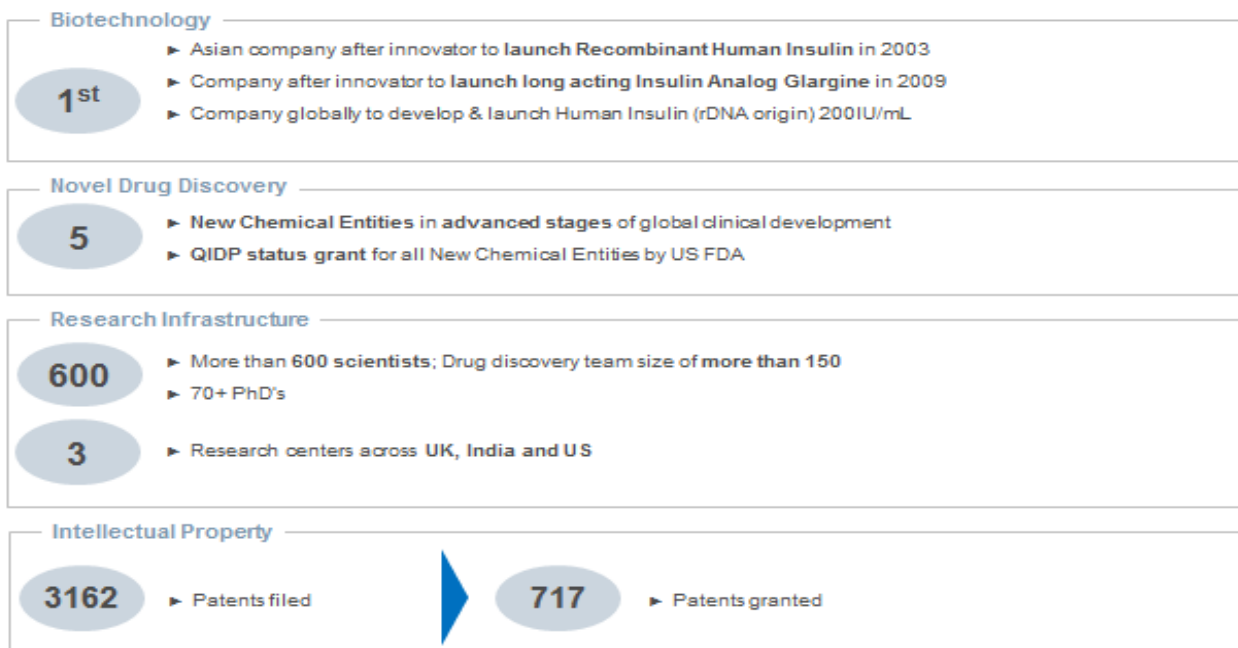


Wockhardt: at a glance



Source: IQVIA, MAT' Mar 2019

Wockhardt : Innovation driven Organisation



Wockhardt : Multi-disciplinary R&D

Increasing focus on innovation and complex technologies

Pharma Generics



Access to affordable, quality drugs

130+ ANDA's approved, 49 US DMF

Biotechnology



Diabetes Focus

Insulin, Glargine, EPO, Pen device

Drug Discovery



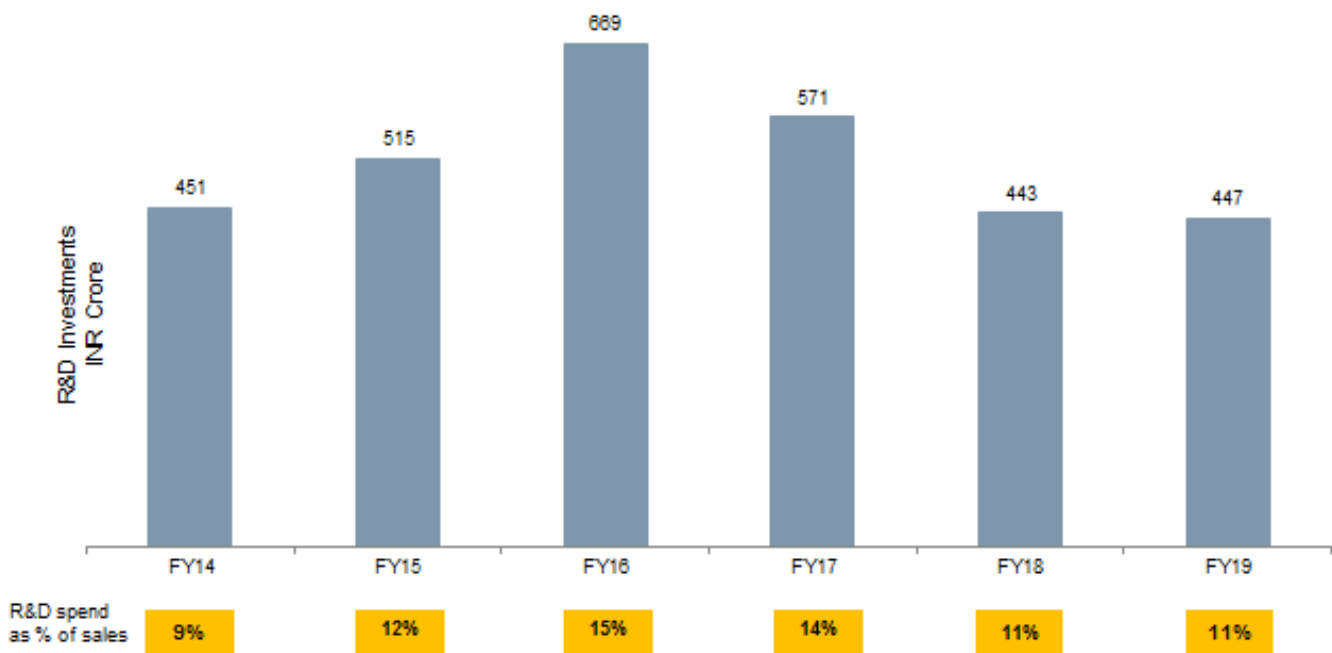
Antibiotics Focus

5 NCEs at clinical stage

QIDP* granted by US-FDA

* Qualified Infectious Disease Product is granted for a product which is active against identified set of resistant pathogens

Wockhardt : Long term commitment in R&D






Wockhardt: 1st Indian Company to Achieve Approval for New Discovered Antibiotics

In January 2020, Drug Controller General of India (DCGI) approved Wockhardt’s 2 new antibiotics, EMROK (IV) and EMROK O (Oral), for acute bacterial skin and skin structure Infections including diabetic foot infections and concurrent bacteraemia based on the Phase 3 study involving 500 patients in 40 centres across India. The new drug by virtue of its broad spectrum activity against widely prevalent pathogens including Methicillin resistant Staphylococcus aureus (MRSA), superior safety over the currently available anti-MRSA agents will target superbug like MRSA which is a leading cause of rising antimicrobial resistance (AMR).

The size of Indian Antibiotic market is approx. 16,000 Crore, growing at 7% and is one of the largest therapeutic segment, with a 12% market share of the Indian Pharmaceutical Market.



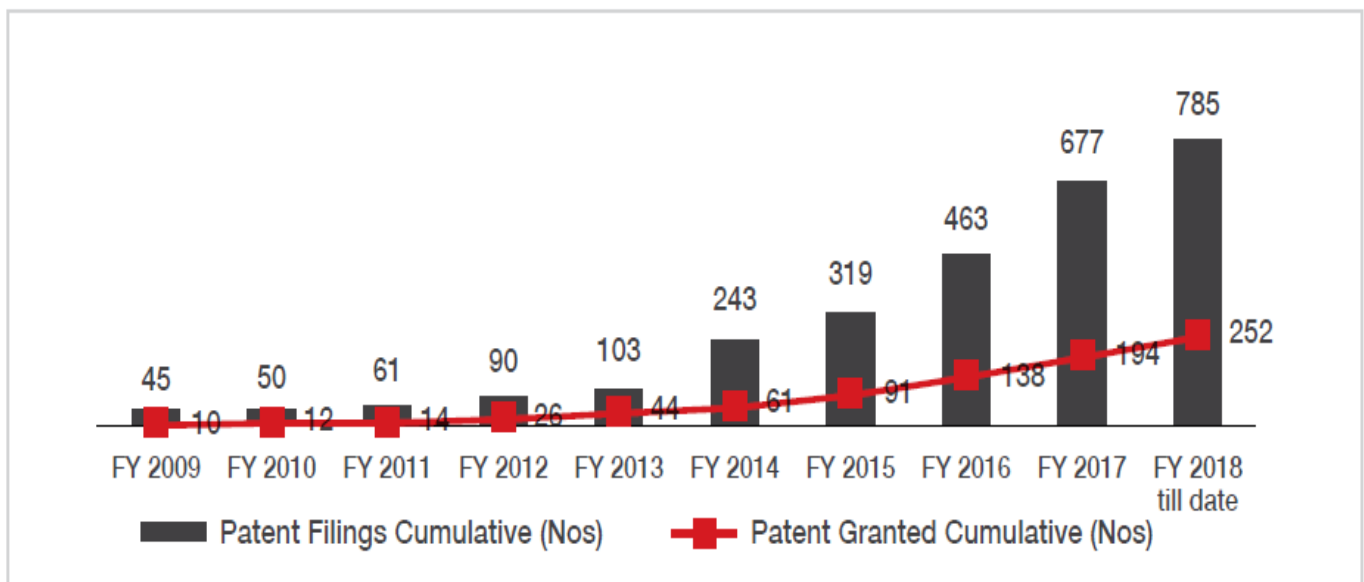
Update on Breakthrough NCE:

	WCK 4873	WCK 5222	WCK 4282
			
	Global Phase II / EM Phase III	Global Phase III	Global Phase III
Expected Global Launch	H2 FY22	H1 FY23	H1 FY24
Potential Indication	CABP / RTI	cUTI HABP / VABP	cUTI HABP / VABP
Target Division	Respiratory & Consulting Physicians	Critical Care	Critical Care
	Macrolide-resistant Respiratory Pathogens,	Destination therapy for XDR Gram negative Acinetobacter and Pseudomonas	Empiric-use; Carbapenem-sparing Gram negative

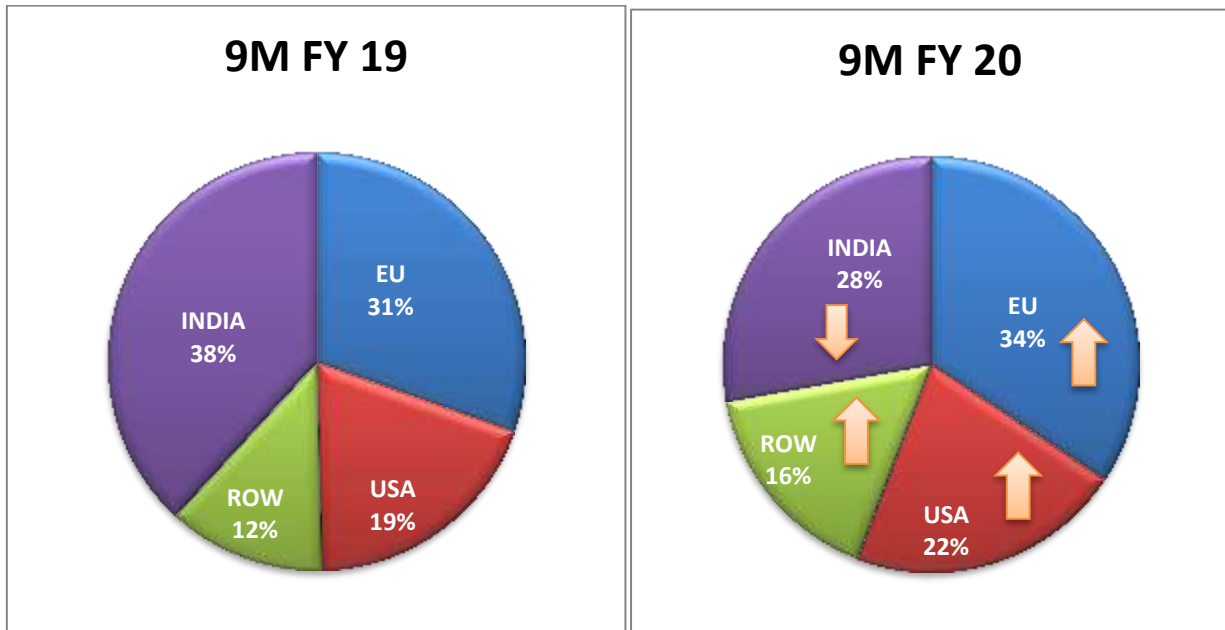
All products are granted QIDP by US-FDA for Breakthrough discovery in the field of "Unmet needs"

Note: ABSSSI: Acute bacterial skin and soft tissue infection; CABP: Community-Acquired Bacterial Pneumonia, RTI: Respiratory Tract Infections; MDR: Multi drug resistant; XTR: Extensively drug-resistant; cUTI: Complicated urinary tract infection; HABP: Hospital acquired bacterial pneumonia VABP: Ventilator associated bacterial pneumonia; QIDP: Qualified Infectious disease product;

Wockhardt has the Highest Patent filed in Antibiotic NCE



Share of Global Revenues:-



Region-wise Revenue Highlights

Q2 FY 20	Regions	Currency	Q3 FY 20	Q3 FY 19	9M FY 20	9M FY 19
	India & Emerging Market					
227	India	INR Cr	235	363	706	1,213
132	Emerging Market	INR Cr	138	125	414	388
	EU					
26	UK	GBP Mn	25	27	75	81
5	Ireland	Euro Mn	5	4	15	15
2	Others	Euro Mn	2	2	5	8
21	USA	USD Mn	30	35	78	89
2	France	Euro Mn	2	2	6	6
802	Total Consolidated		869	1,046	2,534	3,179

India Business: de-growth is mainly on account of lower sales in Quality Generics division and in some of the therapeutic areas.

US Business: de-growth is mainly on account of pricing pressure.

R&D Highlights

The focus in strategic R&D initiatives of the Company in the global arena continued to remain one of the key priorities. Such strategic R&D expenses though meant for the future are expensed off.

Total pending ANDAs as on 31st December, 2019 is 51.

Intellectual Property (IP) :

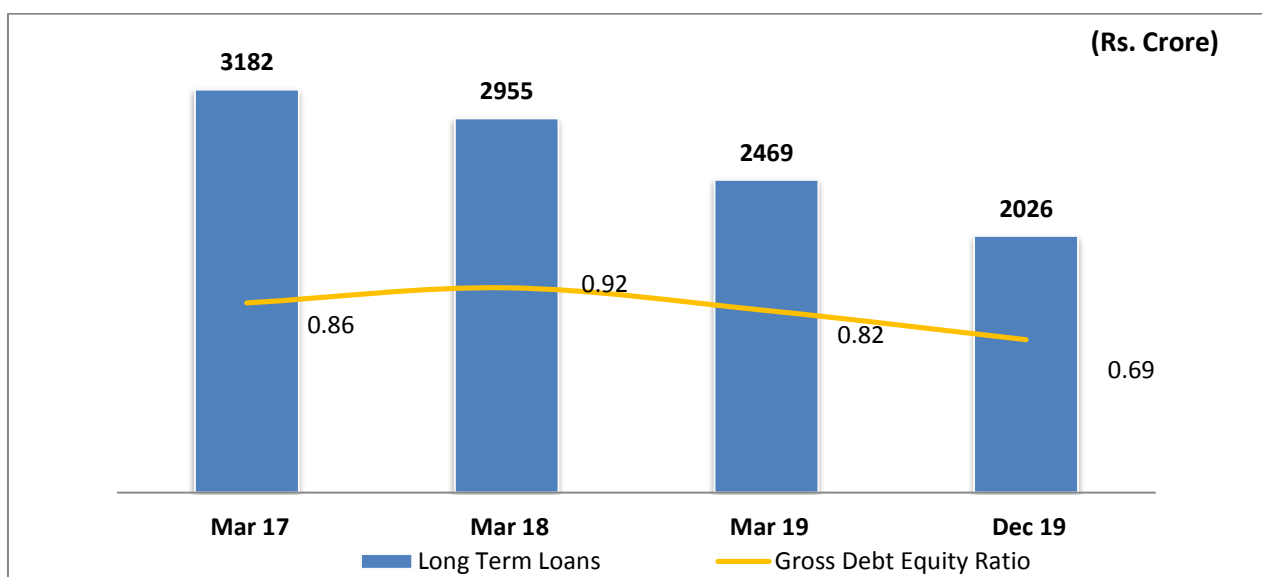
The company's continued pursuit in creating strong **Intellectual Property (IP)** base resulted into filing of 5 patents **during the Quarter ended 31st December, 2019** taking the cumulative filings to 3,162. The company was granted 9 patents during the quarter and now holds 717 patents.

Debt Repayments

During the year ended 31st December, 2019 the Company repaid Rs. 768 crore (PY Rs. 750 crore) towards various Long term debt obligations as per schedule. Debt repayment during the quarter is Rs 359 crore (PY Rs. 347 crore).

Gross Debt- Equity ratio as on 31st December 2019 stood at 0.95

Continuous reduction in Long term Debts:



Note: Long term loan does not include Preference Share Capital. Gross Debt Equity ratio above has been calculated only on the basis of Long Term Loans outstanding.

Consolidated Profit & Loss Statement

Particulars	Q3-FY20	Q2-FY20	Q3-FY19	9M-FY20	9M-FY19
Revenues from Operations	869	802	1046	2534	3179
Material Consumption	348	321	464	1019	1373
Gross Margins	522	482	582	1516	1806
Gross Margin %	60%	60%	56%	60%	57%
Staff Cost	188	190	220	589	667
R&D Expenses	45	60	79	165	222
Other Expenditure*	180	189	264	554	817
Total Expenditure	760	759	1026	2326	3079
EBITDA*	109	43	19	208	100
EBITDA Margin	13%	5%	2%	8%	3%
EBITDA before R&D*	154	103	98	373	322
EBITDA Margin before R&D	18%	13%	9%	15%	10%
Interest Expenses (Net)*	79	65	64	214	201
(Income)/Expense due to Exchange Rate Fluctuation	(25)	(4)	37	(14)	46
Depreciation*	56	53	41	165	121
Other Income / (Loss)	17	(0)	2	25	16
Profit/(Loss) Before Tax before exceptional items	16	(71)	(121)	(132)	(252)
Exceptional Item Profit/(Loss)	-	-	-	-	-
Profit/(Loss) before Tax	16	(71)	(121)	(132)	(252)
Tax Expense (Including Deferred Tax)	(3)	24	(44)	(20)	(50)
Profit After Tax (PAT)	19	(94)	(77)	(112)	(203)
Less: Non-Controlling Interest	10	(12)	(6)	6	(23)
PAT after Non-Controlling Interest	9	(82)	(71)	(117)	(180)
PAT after Non-Controlling Interest Margin %	1%	-10%	-7%	-5%	-6%

*Inclusive of impact of IND AS 116 (Lease Accounting) in 9M FY20.

While the Company has been reporting steady EBITDA Quarter by Quarter, for the first time in the past 3 years, the Company bounces back into Profit (PAT OF Rs 9 crore) owing to marked improvement in Operational Performance & Cost rationalisation.

About Wockhardt

Wockhardt is a research based Global Pharmaceutical and Biotech company. Wockhardt's New Drug Discovery programme has focussed on unmet need of Anti-bacterial drugs that are effective against the menace of untreatable superbugs. Wockhardt is the only company in the world where USFDA has given QIDP Status (Qualified Infectious Diseases Programme) for 5 of our Anti-bacterial discovery programmes – 2 of them are Gram Negative and 3 Gram Positive effective against untreatable "Superbugs". It has a comprehensive Drug Discovery team and clinical organisation.

Wockhardt is employing 7000 people and 27 nationalities with presence in USA, UK, Ireland, Switzerland, France, Mexico, Russia and many other countries. It has manufacturing and research facilities in India, USA & UK and a manufacturing facility in Ireland. Wockhardt has a significant presence in USA, Europe and India, with 72% of its global revenues coming from international businesses.

Disclaimer

Except for historical information contained herein, statements in this communication, which include words or phrases such as “will”, “aim”, “will likely result”, “would”, “believe”, “may”, “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 may 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.

Contact Information

Investorrelations@wockhardt.com