

Ref. No.: WOCK/SEC/SE/2021-22/136

8th March, 2022

<p>BSE Limited Corporate Relations Department P J Towers Dalal Street Mumbai - 400 001</p> <p><u>Scrip Code: 532300</u></p>	<p>National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai - 400 051</p> <p><u>NSE Symbol: WOCKPHARMA</u></p>
-----------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

Dear Sir/Madam,

Sub: Investor Presentation.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith for your information a copy of the latest investor presentation of the Company.

You are requested to kindly take the same on record.

Thanking you,

for **Wockhardt Limited**



Debashis Dey
Company Secretary





Golden
50
years

WOCKHARDT | **LIFE WINS**

Investors Presentation 2022

WOCKHARDT | **LIFE WINS**



Safe harbor

The Wockhardt Limited is proposing, subject to receipt of requisite approvals, market conditions and other considerations, a rights issue of its equity shares and has filed a Letter of Offer. The Letter of Offer is available on the website of the SEBI at <https://www.sebi.gov.in>, the website of BSE at <https://www.bseindia.com>, the website of NSE at <https://www.nseindia.com>, the website of the Lead Manager at www.ambit.co and the website of the registrar to the Issue at www.linkintime.co.in. Investors should note that investment in equity shares involves a high degree of risk. For details, potential investors should refer to the Letter of Offer, including the section titled “Risk Factors”.



Snapshot of Wockhardt

Net Sales Revenues
(9M FY22)

INR 2,575 Cr



12 manufacturing facilities across world

EBITDA
(9M FY22)

INR 331 Cr



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

Profit after tax
(9M FY22)

INR 32 Cr



Over 520 scientists with over 80 PhD's;
Drug Discovery team > 150 associates

Net Debt-Equity Ratio

0.34x¹



~ 5,400 employees³ globally with over 20% employees⁴
based outside India

International business

>80%²




3,214 patents filed; 793 patents granted

 **Pharmaceuticals & API**

 **Vaccines**

 **Diabetes Biosimilars**

 **Novel Antibiotics**

1 - 9M FY 21-22. Excluding promoter debt & preference capital & net of Cash & cash equivalents and other Bank balances

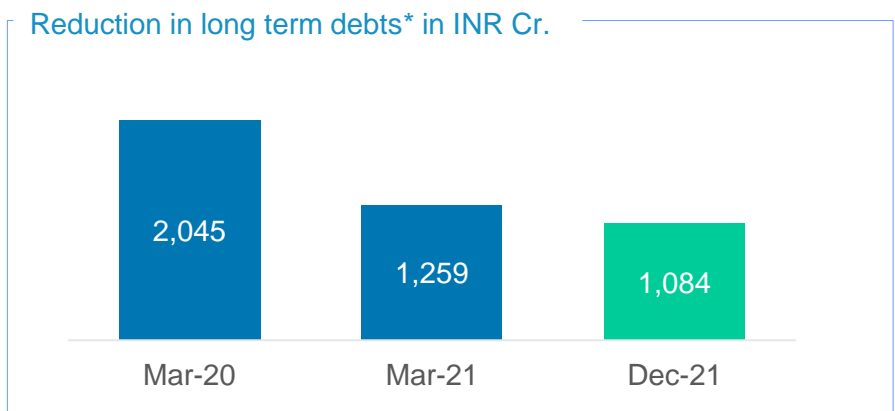
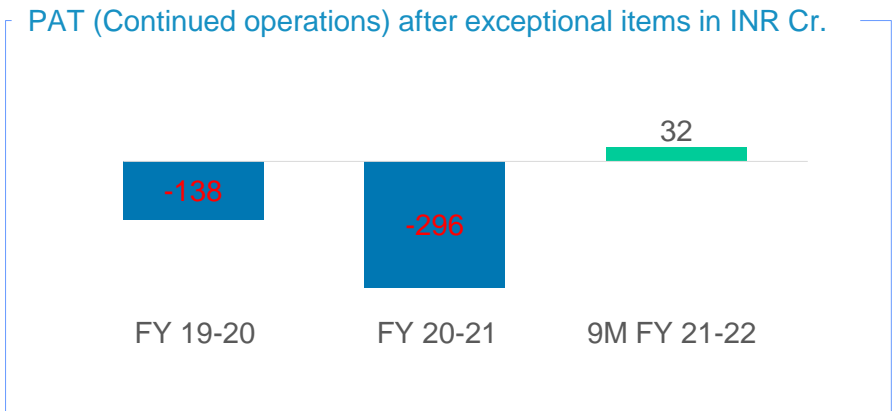
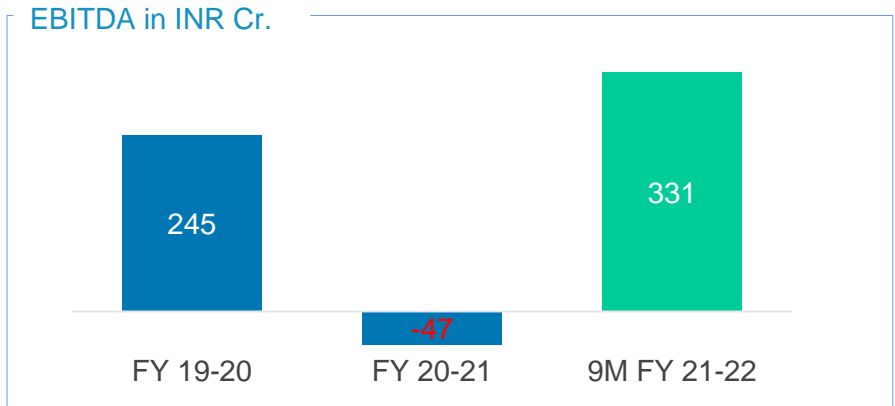
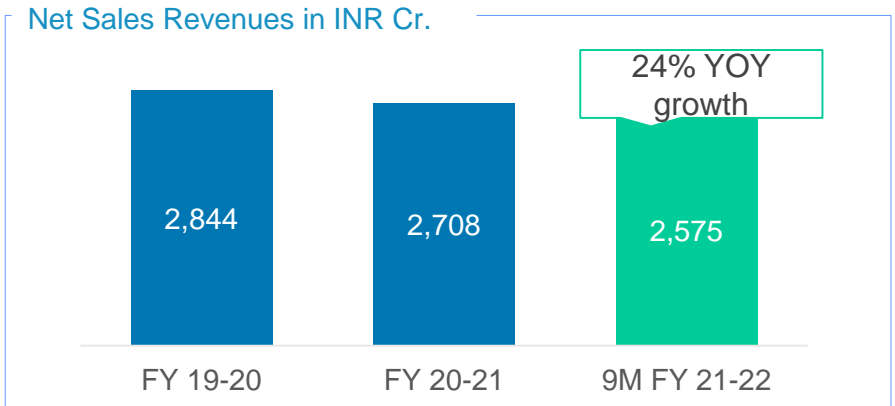
2 - For the year FY 2020-21

3- Includes approximately 1,500 contract employees

4- For the 3,900 employees on payroll of Company



Financial highlights

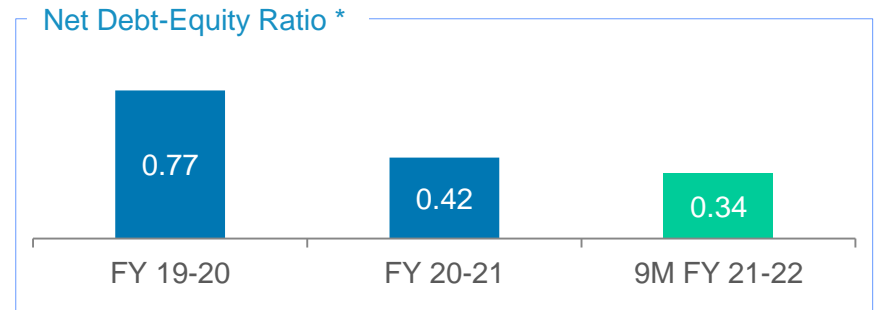
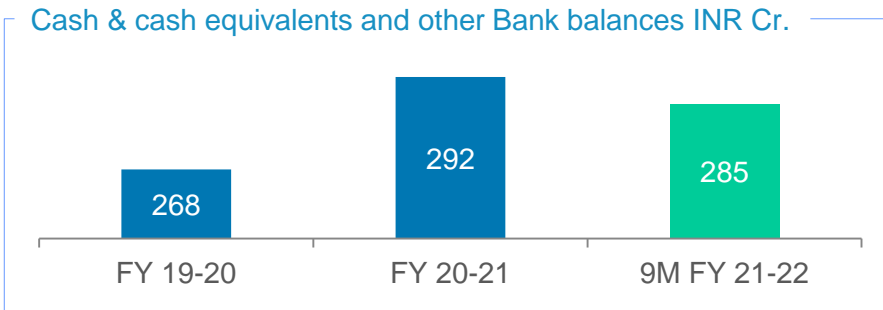
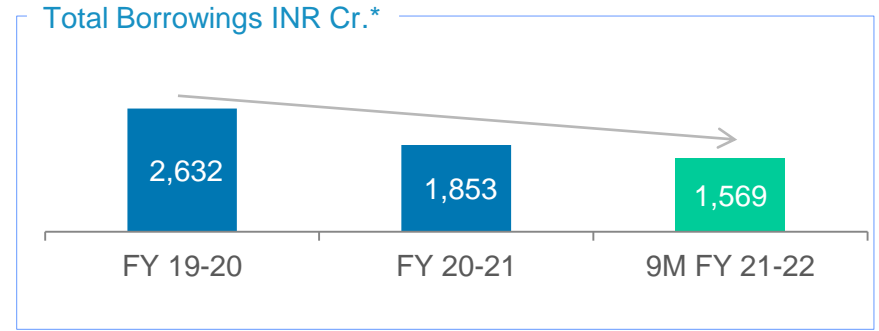
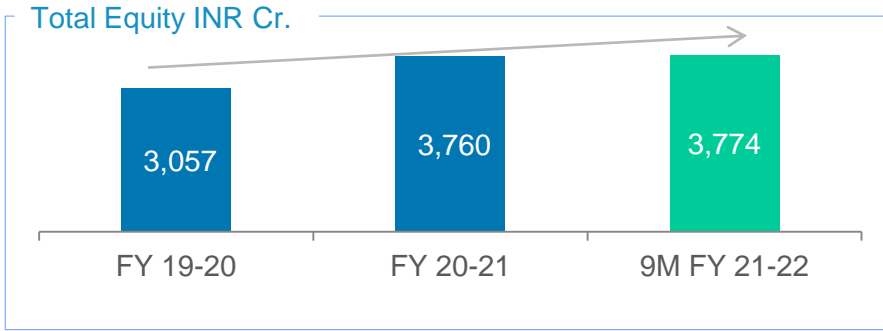


*Excluding promoter debt & preference capital



Net Debt : Equity @ 0.34*

Total Equity increased by >INR 700 Cr. ; Total Borrowings Reduction by > INR 1,000 Cr.



*9M FY 21-22. Excluding promoter debt & preference capital & net of Cash & cash equivalents and other Bank balances



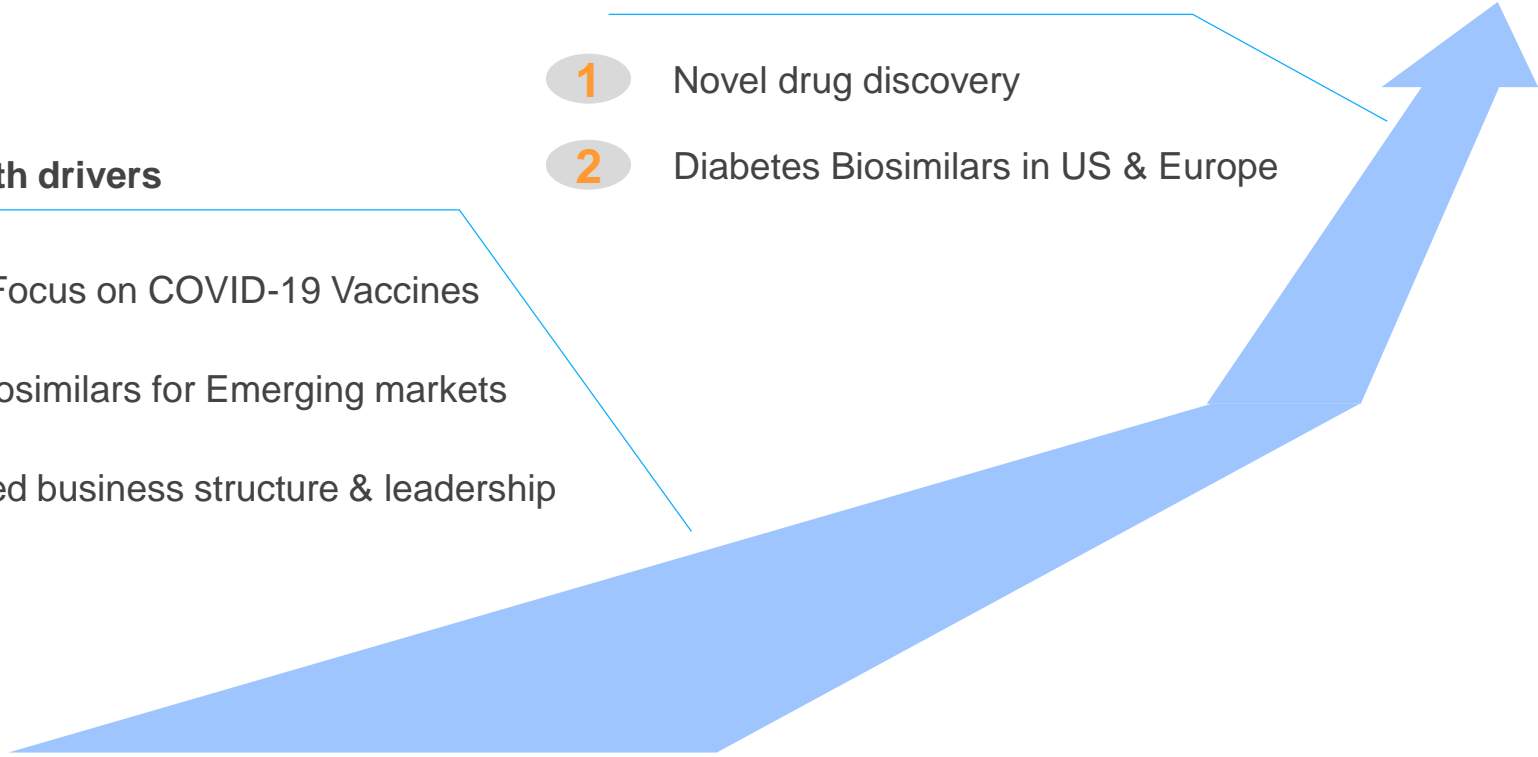
Future Growth drivers

5 years growth drivers

- 1 Novel drug discovery
- 2 Diabetes Biosimilars in US & Europe

2 years growth drivers

- 1 Vaccines - Focus on COVID-19 Vaccines
- 2 Diabetes Biosimilars for Emerging markets
- 3 Re-organized business structure & leadership





1 Vaccines - Focus on COVID-19 Vaccines

Global CMO



Flexibility of supplies from existing India & UK sites

Supply to UK Govt.

>100 Mn
Doses supplied



Fill-finish supply of **Astra Zeneca / University of Oxford** COVID-19 Vaccine to **UK Govt.**

Growth drivers for next 2 years

2 *Diabetes Biosimilars for Emerging markets*

Focus on Recombinant Human Insulin and Insulin Glargine in emerging markets



Manufacturing infrastructure ready

**API +
Formulation**

Low cost manufacturing



Registered in emerging markets

**> 25
markets**

Under registration in 12
countries



Integrated end to end capabilities

**Development
to marketing**

Own patented device

Growth drivers for next 2 years:



3 *Re-organized business structure & leadership*



Growth drivers for next 5 years

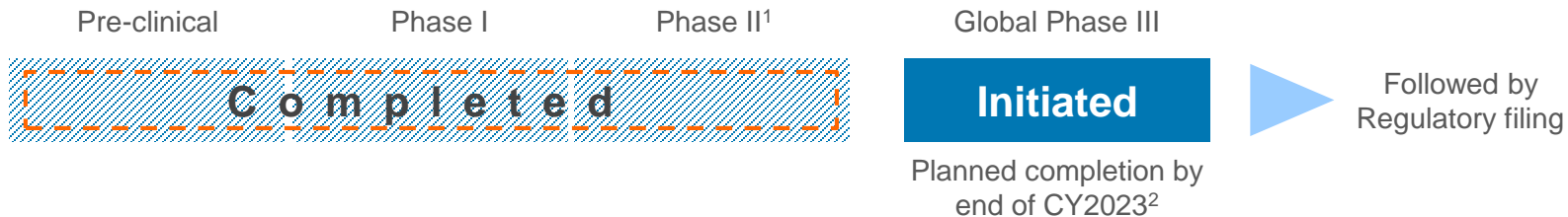


1 Novel drug discovery – focus on Antibiotics against resistant infections

6

QIDP* grant from US FDA for Wockhardt's 6 novel antibiotics

WCK 5222 (Cephalosporin + β -lactam enhancer) - Destination therapy for XDR Gram Negative Acinetobacter & Pseudomonas



*- **Qualified Infectious Disease Product (QIDP)** status granted by US FDA eligible for fast track development process and priority review. QIDP status also grants five year extension to the market exclusivity in the United States

1. Phase II: Waiver

2. Based on management estimates



WCK 5222 differentiation

Activity against resistant infection

Organism/ Resistance Mech.	Pipeline Drugs			Approved Drugs						
	WCK 5222 ¹	Product 1	Product 2	Product 3	Product 4	Product 5	Product 6	Product 7	Product 8	Product 9
<i>K. pneumoniae</i> (ESβL)	Green	Green	Green	Green	Green	Green	Green	Green	Green	Red
<i>K. pneumoniae</i> (KPC)	Green	Green	Green	Light Green	Green	Green	Green	Green	Red	Red
<i>K. pneumoniae</i> (MβL)	Green	Green	Green	Light Green	Red	Light Green	Red	Red	Red	Red
<i>E. coli</i> (PBP3 insert+ESBL/Class C)	Green	Light Green	Green	MIC In vivo	Green	Green	Green	Light Green	Green	Red
<i>E. coli</i> (MβL± PBP3 Insert)	Green	Light Green	Green	MIC In vivo	Red	Light Green	Red	Red	Red	Red
Enterobacter (AmpC)	Green	Green	Green	Light Green	Green	Green	Green	Green	Green	Light Green
Proteus (ESβL, Class C)	Green	Green	Green	Green	Red	Green	Green	Light Green	Light Green	Red
<i>P. aeruginosa</i> (AmpC + oprD +Efflux)	Green	Red	Light Green	Green	Green	Red	Light Green	Green	Red	Green
<i>P. aeruginosa</i> (Oxa, oprD + Efflux)	Green	Light Green	Red	Green	Green	Red	Light Green	Light Green	Red	Red
<i>P. aeruginosa</i> (MβL)	Green	Light Green	Red	Yellow	Red	Red	Red	Red	Red	Red
<i>A. baumannii</i> (CHDL, OXA)	Green	Red	Red	Yellow	Red	Red	Red	Red	Red	Red
<i>S. maltophilia</i> MDR/XDR	Green	Red	Red	MIC In vivo	Red	Red	Red	Red	Red	Red

Most Isolates Susceptible

Variable Susceptibility

Most Isolates Resistant

Sub-optimal Performance for Strains with MIC ≤ Breakpoint

1.WCK 5222: Cifepime + Zidebactam^{*}

Novel drug discovery pipeline – focus on Antibiotics against resistant infections



Robust product pipeline

Development Stage

Target market

1 Emrok IV / Emrok O

Launched in India

Emerging Markets

2 WCK 4873

Phase III

Emerging Markets

Partnered with
Jemincare for
Greater China

3 WCK 4282

Phase III

Global

4 WCK 6777

Phase I

US



2 *Diabetes Biosimilars for US & Europe*

Biosimilars Portfolio of Insulin & GLP-1 analogs

	Product	Type	Development Stage
1	Insulin Glargine	Long acting analogue	GMP batches for Clinical
2	Insulin Aspart	Rapid acting analogue	Product developed / Under testing
3	Insulin Lispro	Rapid acting analogue	Product developed / Under testing
4	Liraglutide	GLP-1 analogue	Under development

+ Limited competition

+ Manufacturing capacity ready

+ Integrated end to end capabilities from development to marketing



Leadership Team



Ravi Limaye

Managing Director- Wockhardt UK



Ajay Sahni

Managing Director -Wockhardt Bio AG / France / Pinewood



Dr. Mahesh Patel

Chief Scientific Officer

Dr. Habil Khorakhiwala
Founder and Executive Chairman



Prakash Gupta

President-Global Supply Chain



Lalit Aggarwal

President - Manufacturing



Pradnya Deshmukh

President – Quality & Compliance



Dr. Vijayesh Gupta

President – Global Strategy, Growth Initiatives



Dr. Murtaza Khorakhiwala
Managing Director

Renewed Leadership (Joined in last 1 year)



Robert Spina

President - North America



Vivek Bachhawat

President - Emerging Markets



Amrut Medhekar

Head-India Branded Business



Avijit Deb

Chief Digital Officer



Board of Directors



Dr. Habil Khorakiwala
Founder and Executive Chairman

- ▶ Ex-President, FICCI
- ▶ Ex-President, IPA
- ▶ Ex-Chancellor, JHU, New Delhi



Dr. Murtaza Khorakiwala
Managing Director

- ▶ Immediate past President, International Chamber of Commerce (ICC), India
- ▶ Ex-President, BMA
- ▶ Member, Executive Committee, IPA



Mr. Aman Mehta
Independent Director

- ▶ Past Head of HSBC operations in India
- ▶ Over 35 years of experience



Mrs. Tasneem Mehta
Independent Director

- ▶ Dr. Bhau Daji Lad Museum, Managing Trustee and Honorary Director
- ▶ Former Vice Chairman & Mumbai Convenor, INTACH



Mrs. Rima Marphatia
Nominee Director

- ▶ Chief General Manager, Exim bank
- ▶ Ex-Member of RBI committee on financial Institutions



Mr. D. S. Brar
Independent Director

- ▶ Ex-CEO & MD, Ranbaxy Laboratories
- ▶ Founder of GVK Biosciences Pvt. Ltd
- ▶ Ex-Director, RBI
- ▶ Member on Board, NIPER;
- ▶ Ex-Chairman, Indian MNC Council of CII



Mr. Vinesh Kumar Jairath
Independent Director

- ▶ Ex-IAS, GoM and Gol
- ▶ Ex- Managing Director, SICOM
- ▶ Ex Principal Secretary of Industries GoM



Dr. Huzaifa Khorakiwala
Executive Director

- ▶ Trustee & CEO, Wockhardt Foundation
- ▶ Founder, The World Peacekeepers
- ▶ 13 Honorary Doctorates & a Knighthood



Dr. Sanjaya Baru
Independent Director

- ▶ Ex-Official spokesman PMO
- ▶ Ex-Secretary General, FICCI
- ▶ Ex-Director, IISS London
- ▶ Ex-Chief Editor, The Financial Express



Mr. Akhilesh Gupta
Independent Director

- ▶ Ex-Chairman, Blackstone India
- ▶ Ex-CEO, Corporate Development, Reliance Industries Limited
- ▶ Advisory Council of Graduate School of Business, Stanford University



Ms. Zahabiya Khorakiwala
Non-Executive Director

- ▶ Managing Director, Wockhardt Hospitals
- ▶ BOD, RPG Life Sciences Ltd



Abbreviations

- API: Active Pharmaceutical Ingredient
- CMO: Contract Manufacturing Organization
- EBITDA: Earnings before Interest, Tax, Depreciation and Amortization
- GLP-1: Glucagon like Peptide-1
- GMP: Good Manufacturing Practice
- KOL: Key Opinion Leader
- MDR: Multi Drug Resistant
- MIC: Minimum Inhibitory Concentration
- PAT: Profit After Tax
- QIDP: Qualified Infectious Disease Product
- US FDA: United States Food & Drug Administration
- XDR: Extremely Drug Resistant

Life wins !



Impacting Life



Saving Life



Affordability



Stakeholders