

# Company Profile Analysis Report of Wockhardt Ltd

February 24, 2021







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## Market Research Reports

### Market Surveys Studies

New Product Launch

Post Product Launch

F

### Techno-Commercial Analytics

Global Techno commercial

Global Techno-  
Commercial Feasibility

A

### Landscape Studies

Patent Landscape  
(for next 5 years)

API & AI Market Landscape

Product FDF Landscape

E

Reports

B

### Procurement & Sales Support Analytics

Global & Domestic Producers

Global & Domestic Buyers

### Financial Analytics

Bankable Report

Credit Report

Financial Due-Diligence

D

### Product Prioritization Studies @ 4 Levels

Therapeutics  
Area

Technology

Industry

Sub-Industry

(BioPharma, API,  
Intermediates, FDF)

C



### Headquarters

*Wockhardt Towers*

*Bandra Kurla Complex*

*Mumbai - India*

*FAX - 91-22-26523905*

*Phone1 - 91-22-26534444*

### Industry

- API
- Fine & Speciality Chemicals
- Excipients, Food, Nutra & Extracts
- Biotech & Biochemicals

### Business Model

Wockhardt Limited (Wockhardt) is a pharmaceutical and biotechnology company that carries out research, development, manufacture and marketing of pharmaceutical and bio-pharmaceutical formulations, vaccines and active pharmaceutical ingredients (APIs). The company's product portfolio caters to therapeutic areas of orthopedics, dental care, dermatology, rheumatology, gynecology, pediatrics, cardiology, pain management, nephrology, neurology and diabetes. Wockhardt's biotechnology capabilities include gene cloning; development of production strains; expression of proteins in all major expression systems - yeast, bacterial and mammalian cells; purification; downstream processing and development; testing and marketing of formulations. It operates a chain of eight super-specialty hospitals

## Sample

### Parent Company

Humuza Consultants

### Establishment Year

1967

### Employee Strength

More than 10,000 employees

### Subsidiaries

- Merind
- Pinewood Laboratories Ltd.
- Wockhardt Bio AG
- Morton Grove Pharmaceuticals, Inc.
- Laboratories Negma S.A.S.
- Wockhardt Biopharm Ltd.
- The Wallis Laboratory
- Wockhardt Europe Ltd.
- Wockhardt UK Holdings Ltd.
- Atlantis USA Inc.

Wockhardt appointed Akhilesh Gupta as an Additional Director on August 29th, 2020

## Top Management with contact details will be provided

- **HABIL KHORAKIWALA** :Chairman & Group CEO
- **MURTAZA KHORAKIWALA** : Managing Director
- **RAVI LIMAYE** : Managing Director, Wockhardt UK
- **AJAY SAHNI** : Managing Director, Wockhardt Bio AG President, Wockhardt France; Managing Director, Pinewood Healthcare
- **PRAKASH GUPTA** : President - Global Supply Chain & Generics
- **PRADNYA DESHMUKH** : President & Global Head - Quality & Compliance
- **MANAS DATTA** : Chief Financial Officer
- **SUNIL KHERA** : President Americas, Emerging Market & Japan
- **ZAHABIYA KHORAKIWAL** : Non Executive Director
- **VIJAYESH GUPTA** : President- India & ROW Business
- **UZAIFA KHORAKIWALA** : Executive Director
- **SANJAYA BARU** : Non-Executive Director
- **AMAN MEHTA** : Non-Executive Director
- **D S BRAR** : Non-Executive Director
- **SHEKHAR DATTA** : Non-Executive Director
- **VINESH KUMAR JAIRATH** : Non-Executive Director
- **TASNEEM MEHTA** : Non-Executive Director
- **BALDEV RAJ ARORA** : Non-Executive Director

- The company has successfully created an integrated multi-technology capability to manufacture all types of dosage forms including sterile injectables and lyophilised products. Highly skilled technicians operate 14 manufacturing facilities that are US FDA, UK MHRA and EMEA compliant sites in India, the US and Europe.
- The state-of-the-art biotech plant in Aurangabad has six dedicated manufacturing facilities for biopharmaceutical bulk as well as recombinant formulations. The Wockhardt Biotech Park has created its own benchmark in manufacturing recombinant products with world-class technology
- As the demand for contract manufacturing grows, Wockhardt continues to upgrade its world-class facilities and make further investments in new units and processes. The state-of-the-art lyophilisation unit at Shendra, Aurangabad in India, is a first of its kind in Asia. The plant is fully automated to provide high quality injectable products. Another plant at Aurangabad includes the manufacture of nanoparticles for all dosage forms to meet the latest advanced technology.

## Manufacturing Capabilities

Steriles	Vials, Ampoules, cartridges, lyophilised, cephalosporins, pre filled syringes	India & Europe
Biotech	API's & FDF : yeast, e-coli, mammalian cell	India
Oral	Tablets, capsules, liquids, sachets, pellets, suspensions	India & Europe
Topical	Creams, ointments, powders, gels	India, Europe & US
API	Sterile cephalosporins, chemical synthesis, peptide synthesis	India, Europe & US
Others	Spray dried nutrition, denture cleansing tablets, fixative creams	India



Dosage Form	Chikalthana			EOU			Bhimpore, Daman			Kadalya, Daman			Cephalosporin			EoU-In)			Baddi			SEZ (In-Progress)			
	Facility	US FDA	MHRA	Facility	US FDA	MHRA	Facility	US FDA	MHRA	Facility	US FDA	MHRA	Facility	US FDA	MHRA	Facility	US FDA	MHRA	Facility	US FDA	MHRA	Facility	US FDA	MHRA	
Tablets	✓	✓	✓	✓	✓	✓	✓		✓	✓		✓	✓		✓				✓						
Capsuls	✓	✓	✓	✓	✓	✓	✓		✓										✓						
Powders				✓																					
Sachets	✓	✓	✓																						
Liquids																			✓	✓	✓				
Suspensions																			✓	✓	✓				
Creams							✓												✓						
Ointments																			✓						
Gels																			✓						
SVP	✓						✓									✓	✓	✓					✓		
LVP																							✓		
PFS																✓	✓	✓							
Ophthalmic Solution																✓	✓	✓							
Lyophilization																								✓	
Cartridges																✓	✓	✓							
Injectable Dry Powders														✓	✓	✓									
Controlled Drugs	✓			✓																					
Potents							✓			✓	✓														

International: US FDA, UK MHRA and EMEA compliant sites in the US and Europe

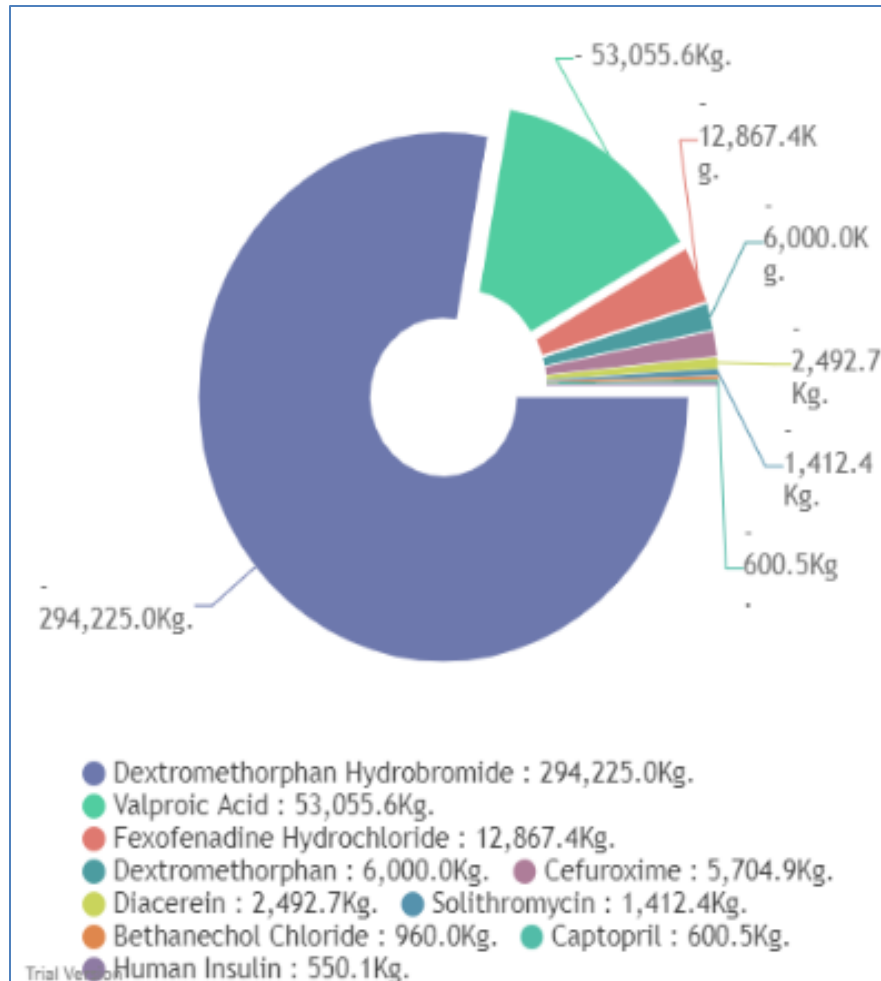
Dosage Form	UK			Ireland			USA		
	Facility	MHRA	US FDA	Facility	MHRA	US FDA	Facility	MHRA	US FDA
Tablets									
Capsuls									
Powders				✓	✓	✓			
Sachets				✓	✓	✓			
Liquids				✓	✓	✓	✓		✓
Suspensions				✓	✓	✓	✓		✓
Drops							✓		✓
Creams				✓	✓	✓			
Ointments				✓	✓	✓			
Gels				✓	✓	✓			
SVP	✓	✓	✓						
Ophthalmic Solution									
Lyophilization	✓	✓	✓						
Cartridges	✓	✓	✓						
Injectable Dry Powders									
Controlled Drugs	✓	✓	✓	✓	✓	✓			
Potents	✓	✓	✓						

14 USFDA & MHRA approved manufacturing facilities across the globe

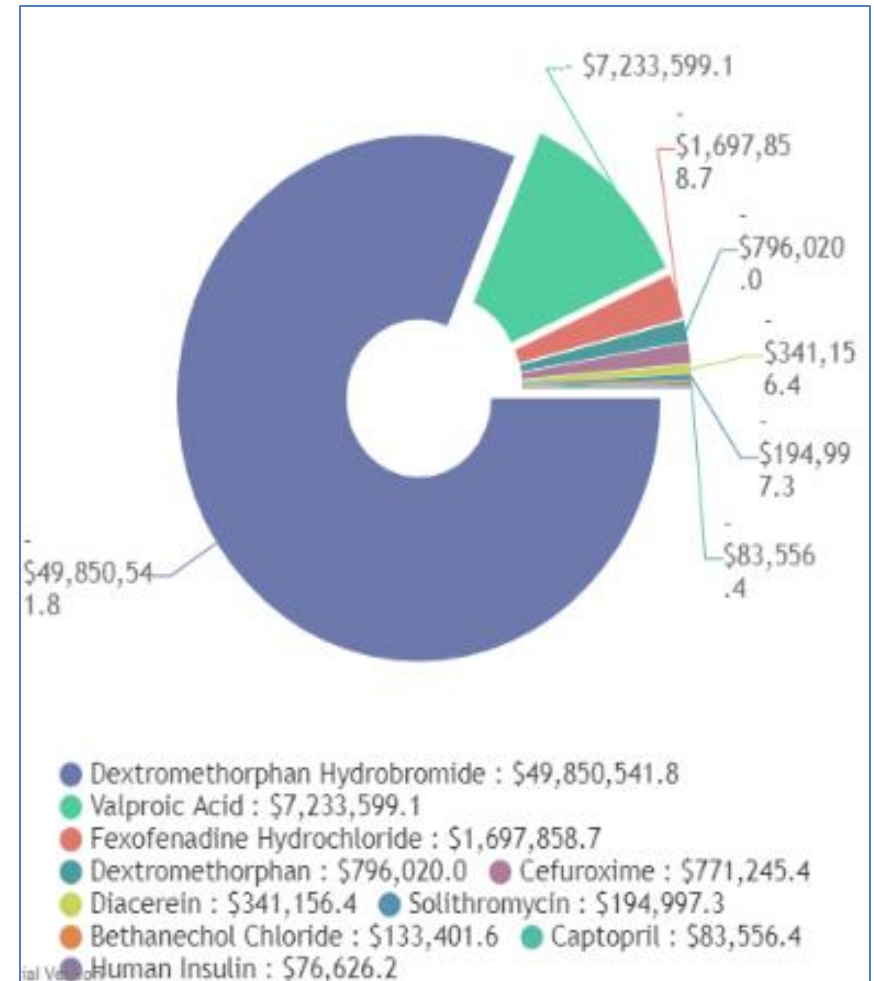


Dextromethorphan Hydrobromide is top product both in terms of volume & in value

Product Volume (Kg)



Product Revenue (USD)





## Top 3 Supplying Product

S No.	Product list	Product Volume (Kg)	Price (USD/Kg)	Value (USD)
1	Dextromethorphan Hydrobromide	294,225.00	169.43	49,850,541.75
2	Valproic Acid	53,055.59	136.34	7,233,599.14
3	Fexofenadine Hydrochloride	12,867.44	131.95	1,697,858.71

## Top 3 Buying Product

S No.	Product list	Product Volume (Kg)	Price (USD/Kg)	Value (USD)
1	Glycerine	6,602,441.50	1.76	11,620,297.04
2	Isopropyl Alcohol	614,400.00	1.73	1,062,912.00
3	Metamizole	435,000.00	1.72	748,200.00

- **Anti-Infectives:** Aziwok, Cefiwok,
- **Cardiology:** Alphasopa, Freecad
- **Dermatology:** Bio-Corneum, Depiwhite Cream.
- **Diabetology:** Metaday, Obax.
- **Neurology:** Dilex OD, Immumod.
- **Pain Management:** Ace Proxvion, Aceroc.
- **Respiratory:** Brozedex Pet, Caviter.
- **Others:** Biovac Flu, Decdan.

- Wockhardt has developed a number of lead molecules, mainly in the area of anti-infectives; these are currently at various stages of development.
- Of these molecules, the most advanced of the New Chemical Entities (NCE) is WCK 771, which has commenced Phase II human clinical trials.
- WCK 771 is a broad-spectrum antibiotic, which has proven effective in treating diverse staphylococcal infections like MRSA and VISA.
- Other lead molecules at various stages of pre-clinical trials are: WCK 2349, WCK 4873 and WCK 4086.

Pipeline Product for NCE approvals

	Preclinical			Clinical	
	Early	Advanced	Ph I	Ph II	
<b>NCE</b>	2nd Gen. Oxas	2nd Gen. Ketolides	WCK 4086	WCK 2349*	WCK 771*
<b>Indication</b>	MRSA, VRE, VISA, VRSA, LNZ Resist.	MDR Pneumo, Strep, H. influ	MRSA, VRE, VISA, VRSA	MRSA + Gram-ves & Anaerobe	MRSA + Gram-ves & Anaerobe
<b>Form</b>	Oral + IV	Oral	Oral + IV	Oral	IV

*Indian Trials*

\* US INDs Approved

## Future Outlook

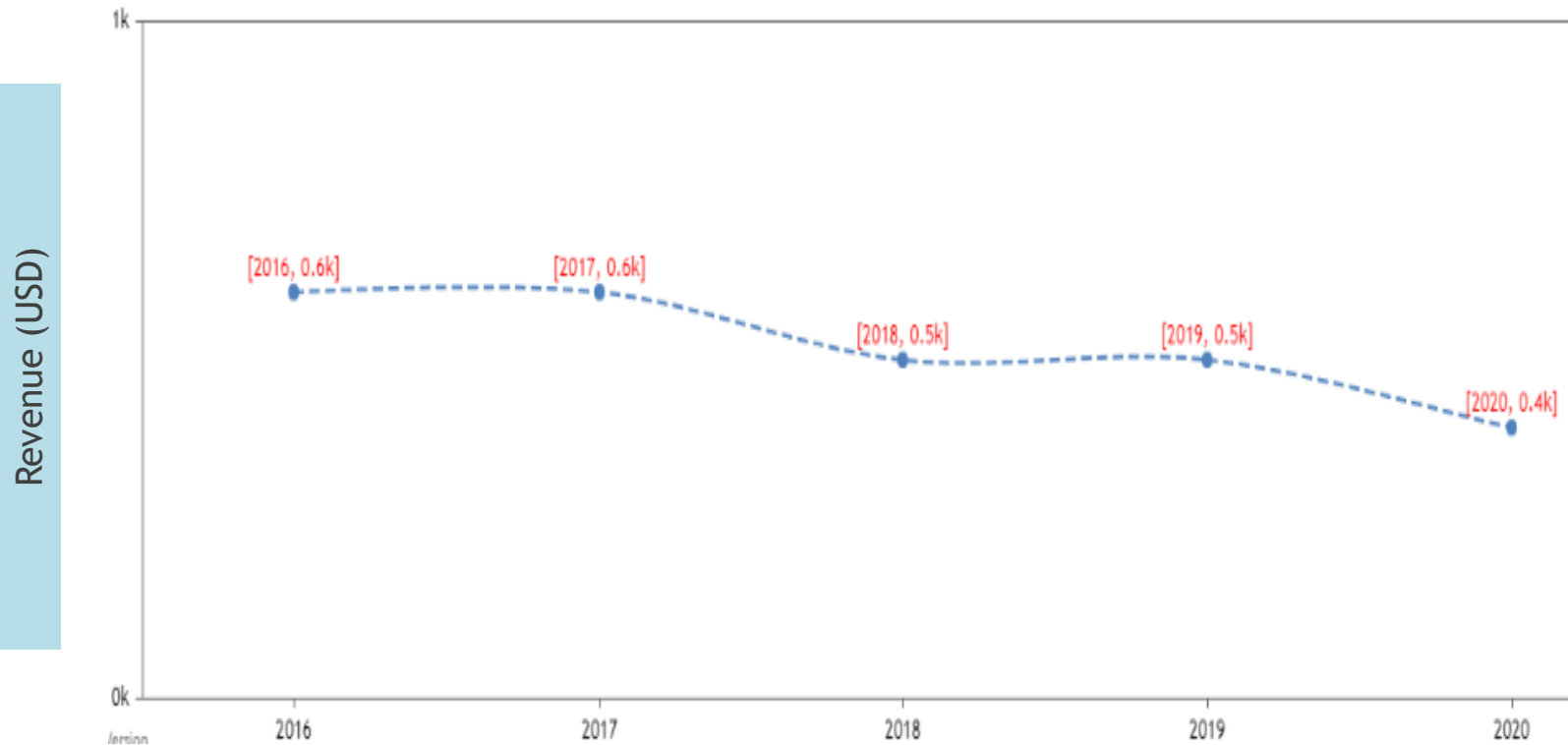
- The United Kingdom has extended a deal with Wockhardt Ltd for the supply of COVID-19 vaccines by six months. The agreement is now expanded to August 2022, and Wockhardt will continue to make vaccines at its unit in Wrexham in Wales
- Wockhardt is in talks for manufacturing tie-ups with US vaccine major Moderna for its mRNA platform-based vaccine

## Recent Development

- In may 2020, Wockhardt's sold part of Domestic Branded Business to Dr. Reddy's Laboratories Limited comprising of 62 products and related business, assets and liabilities including manufacturing facility at Baddi, Himachal Pradesh, India for a consideration of INR 1,850 crore (~USD 260 Million)
- In 2020, 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 target superbug like Methicillin resistant Staphylococcus aureus (MRSA), which is a leading cause of rising antimicrobial resistance (AMR).



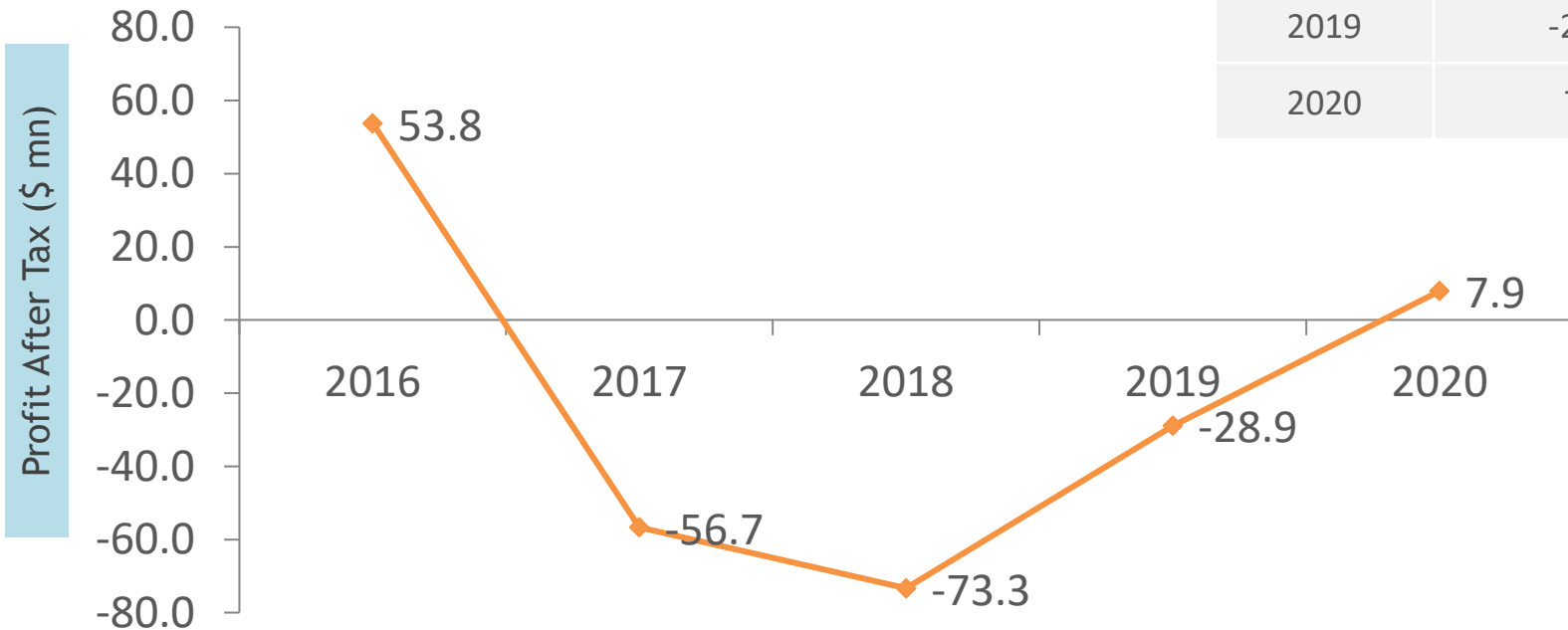
Last Five Years Revenue Trends



The company has been suffering huge losses over the years

Year Ending	PAT million USD
2016	53.8
2017	-56.7
2018	-73.3
2019	-28.9
2020	7.9

CAGR of -32.87% over the 5 years



- **Any other customization we will be included in this report**



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