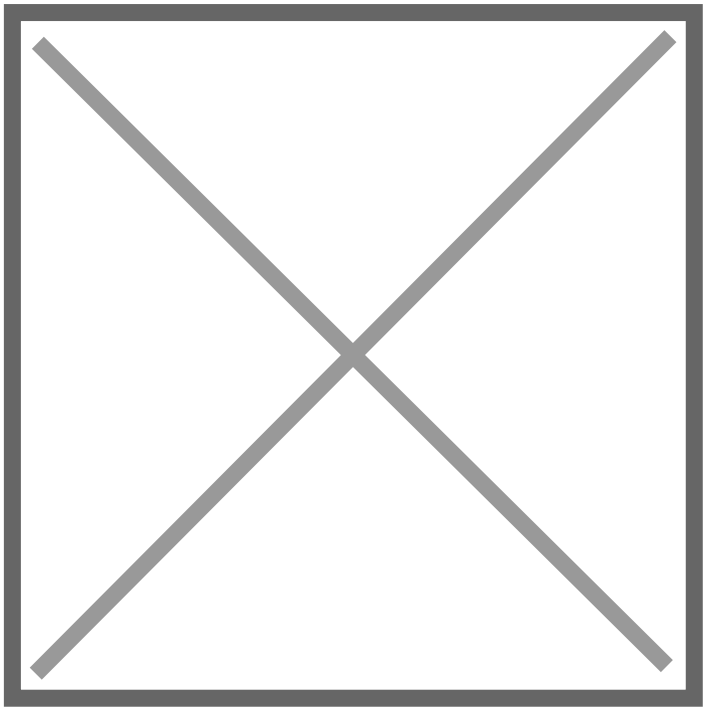
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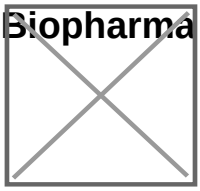
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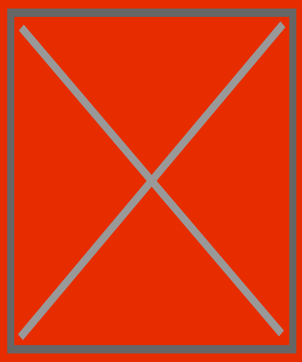


Rank 7.....Wockhardt

Revenue: 84 crore

Biopharma Thrust Pays





CEO: Habil Khorakiwala

Revenue: 84 crore

Start-up year: Mid 1960's

Business: Manufacturing and marketing of recombinant biopharmaceuticals

Address: Wockhardt Towers, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051
Tel: 91-22-26534444
Fax: 91-22-26534242

Website: www.wockhardt.com

Established nearly four decades ago, Wockhardt today is a research and technology oriented pharmaceutical company in India. Since inception it is pursing health care with a passion reflected in its initiative and innovation in research, manufacturing, marketing and in its service to mankind.

Wockhardt has an active multi-disciplinary R&D program involving over 350 scientists, largely focused on developing innovative technologies and drug discovery. The company has a team of over 90 scientists engaged in new drug discovery research and has several new chemical entities in the field of sepsis and anti-infectives.

The company's efforts in biotechnology have led to three successful brands Ã¢â?¬â?? Biovac-B (hepatitis-B) vaccine, Wepox (erythropoietin) and Wosulin (rDNA human insulin). Wockhardt launched Wosulin, India's first recombinant human insulin developed indigenously in August 2003, making India the first Asian country to develop, manufacture and market the product. With this, it became the fourth company in the world to manufacture and market recombinant human insulin. Technological capabilities and strong commitment of a team of scientists have kept Wockhardt in the forefront of the emerging fields of biotechnology and pharmaceuticals. Wockhardt with its three successful biotechnology products in the market has received marketing registrations for bio pharmaceuticals in three countries.

The new drug discovery program at Wockhardt has promising lead molecules in its pipeline in addition to WCK Ã¢â?¬â??771, which will soon undergo phase II clinical trials. This will be useful in treating Methicillin and Vancomycin resistant, life threatening infections and sepsis. Another chemical entity WCK Ã¢â?¬â??1457 shows potent activity against enterococci and is undergoing toxicity studies. Wockhardt has also filed investigational new drug (IND) application for WCK-1152 for treating hospital and community acquired respiratory tract infection that has completed pre-clinical trials. A promising new biopharmaceutical for Wockhardt, Interferon alfa 2b, is undergoing phase III clinical trials. The project to manufacture monoclonal antibodies is also shaping up well at its lab.

Wockhardt has increased its R&D investments to 7.9 percent of the total sales in 2003 from previous year's investment of 6.2 percent. So far it has invested Rs 360 crore in the multidisciplinary research programs in the recent years including the setting up of a world-class research and development center at Aurangabad with an investment of Rs 150 crore. The University of Pune has accorded recognition to Wockhardt Research Centre, Aurangabad, as a Post Graduate Research Center for undertaking PhD programs in basic science and pharmaceutical science faculties of the university.

Wockhardt has augmented its biotech revenue for the year ending December 2003.

Of total annual sales of Rs 980 crore, the biotech revenue is about 8.5 percent, which equals to Rs 84 crore. The biotech sales will increase this year as Wockhardt has entered the global market for its recombinant biopharmaceuticals in the first quarter of 2004. Last year its revenue from biotech division stood at Rs 74 crore.

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