

12.08.2019

BSE Limited  
Department of Corporate Relationship  
1<sup>st</sup> Floor, New Trade Ring, Rotunda Building,  
Phirozejeejeebhoy Towers,  
Dalal Street, Mumbai – 400001.  
Scrip Code: 524742

By BSE Listing

National Stock Exchange of India Ltd.,  
Department of Corporate Services,  
Exchange Plaza, 5<sup>th</sup> Floor,  
C-1, Block G, Bandra Kurla Complex,  
Bandra (E), Mumbai – 400051.  
Scrip Code: CAPLIPOINT

By NEAPS

Dear Sirs,

#### **SUB: OUTCOME OF THE BOARD MEETING**

The Board of Directors of the Company at their meeting held today considered and approved:

1. Un-audited Financial Results (Consolidated and Standalone) for first quarter ended June 30, 2019.
2. To convene 28<sup>th</sup> Annual General Meeting of the Company on Thursday, September 12, 2019 at 10:00 AM

Pursuant to Regulation 30 and 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we herewith enclose:

1. Un-audited Financial Results (Consolidated and Standalone) for first quarter ended June 30, 2019.
2. Limited Review Report (Consolidated and Standalone) for the above Un-audited Financial Results.
3. Press Release on the above Unaudited Financial Results.

The Board of Directors meeting commenced at 11:30 AM and concluded at 4:25PM

Kindly take the same on your records.

Thanking you,

Yours Faithfully,

For **CAPLIN POINT LABORATORIES LIMITED**

  
**COMPANY SECRETARY**

Enclosure: As above

## CAPLIN POINT LABORATORIES LIMITED

Registered Office: "Narbavi", # 3, Lakshmanan Street, T.Nagar, Chennai 600 017

CIN - L24231TN1990PLC019053, Phone Nos.044-28156653, Website - www.caplinpoint.net, email ID-info@caplinpoint.net

## UNAUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE THREE MONTHS ENDED 30th June 2019

Prepared in compliance with the Indian Accounting Standards (Ind - AS)

	Particulars	Three Months ended			Financial Year Ended
		30.06.2019	31.03. 2019	30.06.2018	31.03.2019
		(1)	(2)	(3)	(4)
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
INR in lakhs					
	<b>Income:</b>				
I	Revenue from operations	19,255.32	18,733.97	14,645.99	64,869.09
II	Other income	446.76	266.67	160.93	1,902.89
III	<b>Total Income (I+II)</b>	<b>19,702.08</b>	<b>19,000.64</b>	<b>14,806.91</b>	<b>66,771.98</b>
	<b>Expenses:</b>				
IV	a. Cost of materials consumed	2,246.33	2,378.79	2,364.99	9,511.76
	b. Purchase of traded goods	12,114.20	6,873.64	4,041.29	20,373.31
	c. Changes in inventories of finished goods, stock in trade and work in progress ( Refer Note 11)	(5,842.40)	(632.47)	2.99	(1,007.04)
	d. Employee benefit expenses	1,558.82	1,241.84	1,152.40	4,710.97
	e. Finance cost	1.00	1.36	1.22	6.00
	f. Depreciation & Amortisation Expenses	738.67	671.94	545.33	2,342.50
	g. Other Expenses	2,440.16	2,396.31	1,781.28	8,146.86
	<b>h. Total Expenses</b>	<b>13,256.78</b>	<b>12,931.41</b>	<b>9,889.50</b>	<b>44,084.36</b>
V	<b>Profit before exceptional items and Tax (III-IV)</b>	<b>6,445.30</b>	<b>6,069.23</b>	<b>4,917.42</b>	<b>22,687.62</b>
VI	Exceptional items	-	-	-	-
VII	<b>Profit Before Tax (V-VI)</b>	<b>6,445.30</b>	<b>6,069.23</b>	<b>4,917.42</b>	<b>22,687.62</b>
VIII	<b>Tax Expenses</b>				
	(1) Current Tax	1,449.66	1,962.84	948.55	5,485.70
	(2) Deferred Tax	-11.32	(879.22)	229.46	(453.62)
	<b>Total Tax Expenses</b>	<b>1,438.35</b>	<b>1,083.62</b>	<b>1,178.01</b>	<b>5,032.08</b>
IX	<b>Net Profit for the Year (VII - VIII)</b>	<b>5,006.95</b>	<b>4,985.61</b>	<b>3,739.41</b>	<b>17,655.54</b>
X	<b>Other Comprehensive Income - Net of Income Tax</b>				
	A. Items that will not be re-classified to profit or loss				
	i) Remeasurements of Defined Benefit Plan	(30.34)	(101.30)	14.05	(84.43)
	B. Items that will be re-classified to profit or loss				
	i) Exchange difference in translating the financial statements of foreign operations	(7.06)	(331.45)	(10.42)	58.86
XI	<b>Total Comprehensive Income For The Year (IX + X)</b>	<b>4,969.55</b>	<b>4,552.87</b>	<b>3,743.04</b>	<b>17,629.97</b>
XII	<b>Profit attributable to:</b>				
	Owners of the Company	5,023.45	4,980.59	3,742.90	17,656.70
	Non- controlling interests	(16.51)	5.02	(3.49)	(1.16)
		<b>5,006.95</b>	<b>4,985.61</b>	<b>3,739.41</b>	<b>17,655.54</b>
XIII	<b>Total Comprehensive Income For The Year attributable to</b>				
	Owners of the Company	4,986.06	4,547.83	3,746.53	17,631.13
	Non- controlling interests	(16.51)	5.02	(3.49)	(1.16)
		<b>4,969.55</b>	<b>4,552.87</b>	<b>3,743.04</b>	<b>17,629.97</b>
XIV	Paid up Equity Share Capital (Face value of share of Rs 2/- each)	1,512.86	1,512.61	1,512.07	1,512.61
XV	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year				58,186.03
XVI	<b>Earnings Per Share (EPS) (Not annualised) based on face value Rs 2/- per Equity share</b>				
	(a) Basic (in Rupees)	6.64	6.58	4.95	23.35
	(b) Diluted (in Rupees)	6.60	6.55	4.92	23.23

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Notes :

- 1) The above results have been prepared in accordance with the Companies (Indian Accounting standards) Rules, 2015 ("Ind As") prescribed under Section 133 of the Companies Act, 2013 and other accounting pronouncement generally accepted in India, to the extent applicable.
- 2) The Company operates exclusively in one reportable business segment i.e., "Pharmaceuticals formulations". There is no exceptional and/or extra ordinary item.
- 3) During the three months period ended 30th June 2019, the Company has allotted 12,500 equity shares of Rs 2/- each under the Employee Stock Option Plan 2015 and the total number of equity shares of the Company stands at 7,56,42,750 as on 30th June 2019.
- 4) Effective April 01,2019 the company adopted Ind AS 116 "Leases" and applied the same to the lease contracts existing on April 01,2019 using the modified retrospective approach. The effect of the adoption is not significant to the profit for the period.
- 5) Revenue from operations is disclosed net of Goods & Service Tax
- 6) The Consolidated financial results of the company have been reviewed and recommended by the Audit Committee of the Board and have been approved by the Board of Directors of the Company at their meeting held on 12th Aug 2019.
- 7) The Statutory Auditors of the Company have carried out limited review of the above Consolidated Financial Results pursuant to regulation 33 of the SEBI (Listing obligations & Disclosure Requirements) Regulations,2015.An unqualified opinion has been issued by them thereon.
- 8) The figures for the quarter ended 31st March 2019 are the balancing numbers between the audited figures in respect of the full financial year and the published unaudited year-to-date figures upto the end of the third quarter ended 31st December, 2018, which were subjected to limited review.
- 9) Pursuant to the Business Transfer Agreement executed by the Company on 18th January, 2019, the regulated markets injectable business have been transferred to its wholly owned subsidiary company, Caplin Steriles Limited. The results of this subsidiary has been consolidated in the above results.
- 10) During the quarter ended 30th June, 2019 the Company's wholly owned subsidiary Caplin Point Far East Limited, Hong Kong has invested and acquired a majority share (98%) in Neo Ethicals S.A. Nicaragua. The results of this subsidiary has been consolidated in the above results.
- 11) Changes in Inventories as at 30th June 2019 includes the Closing Inventories (along with Inventories-in-transit) of our subsidiary in Nicaragua which was acquired in the current quarter and the Inventories of our subsidiary in El-Salvador which commenced its business operations during the quarter ended 31st March 2019. Hence this is not comparable with the previous periods
- 12) During the quarter ended 30th June 2019, pursuant to the approval granted by members at the Extra ordinary General Meeting held on 26th February 2019, the company's subsidiary Caplin Steriles Ltd has issued and allotted 1,53,95,568 Series A Compulsorily Convertible Preference Shares of face value of ₹ 10/- at a premium of Rs. 19.23/- each to F-Prime Capital Partners Life Sciences Fund VI LP carrying a coupon rate of 0.001% p.a. having a term of 19 years from the date of allotment.
- 13) Prior year / period figures are regrouped / rearranged wherever necessary.

Place: Chennai  
Date: Aug 12, 2019

  
Dr Sridhar Ganesan  
Managing Director



**CAPLIN POINT LABORATORIES LIMITED**

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CIN - L24231TN1990PLC019053, Phone Nos.044-28156653, Website - www.caplinpoint.net, email ID-info@caplinpoint.net

**UNAUDITED (STANDALONE) FINANCIAL RESULTS FOR THE THREE MONTHS ENDED 30th June 2019**

Prepared in compliance with the Indian Accounting Standards (Ind - AS)

Particulars	Three Months Ended			Financial Year Ended
	30.06.2019 (1)	31.03.2019 (2)	30.06.2018 (3)	31.03.2019 (4)
	(Unaudited)	(Audited)	(Unaudited)	(Audited)
INR In Lakhs				
<b>Income:</b>				
I Revenue from operations	14,026.64	14,074.32	12,516.28	53,690.57
II Dividend from subsidiary	1,753.01	-	1,648.24	1,648.24
III Other income	241.43	331.44	157.25	1,891.89
<b>IV Total Income (I+II+III)</b>	<b>16,021.08</b>	<b>14,405.76</b>	<b>14,321.77</b>	<b>57,230.70</b>
<b>V Expenses:</b>				
a. Cost of materials consumed	2,087.61	2,271.37	2,364.99	9,404.33
b. Purchase of traded goods	3,856.33	3,807.48	3,203.10	14,549.56
c. Changes in inventories of finished goods, stock in trade and work in progress	238.67	123.96	2.99	(250.61)
d. Employee benefit expenses	670.18	758.18	1,145.92	4,201.25
e. Finance cost	1.20	1.34	1.22	5.98
f. Depreciation & Amortisation Expenses	435.80	415.87	545.23	2,084.32
g. Other Expenses	1,327.89	1,494.47	1,744.06	6,970.49
<b>h. Total Expenses</b>	<b>8,617.67</b>	<b>8,872.67</b>	<b>9,007.51</b>	<b>36,965.32</b>
<b>VI Profit before exceptional items and Tax (IV-V)</b>	<b>7,403.41</b>	<b>5,533.09</b>	<b>5,314.26</b>	<b>20,265.38</b>
VII Exceptional items	-	-	-	-
<b>VIII Profit Before Tax (VI-VII)</b>	<b>7,403.41</b>	<b>5,533.09</b>	<b>5,314.26</b>	<b>20,265.38</b>
<b>IX Tax Expenses</b>				
(1) Current Tax	1,319.73	1,888.12	948.55	5,410.63
(2) Deferred Tax	73.12	(387.50)	229.46	38.10
<b>Total Tax Expenses</b>	<b>1,392.85</b>	<b>1,500.63</b>	<b>1,178.01</b>	<b>5,448.73</b>
<b>X Net Profit for the Year (VIII-IX)</b>	<b>6,010.56</b>	<b>4,032.46</b>	<b>4,136.25</b>	<b>14,816.65</b>
XI Other Comprehensive Income/ (Loss) - Net of Income Tax				
A. Items that will not be re-classified to profit or loss				
i) Remeasurements of Defined Benefit Plan	(12.63)	(88.80)	14.05	(71.93)
<b>XII Total Comprehensive Income For The Year (X+XI)</b>	<b>5,997.93</b>	<b>3,943.67</b>	<b>4,150.30</b>	<b>14,744.72</b>
XIII Paid up Equity Share Capital (Face value of shares of Rs 2/- each)	1,512.86	1,512.61	1,512.07	1,512.61
XIV Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year				41,691.88
<b>XV Earnings Per Share (EPS) (Not annualised) based on face value Rs 2/- per Equity share</b>				
(a) Basic (in Rupees)	7.95	5.34	5.47	19.60
(b) Diluted (in Rupees)	7.90	5.31	5.45	19.50

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**Notes :**

- The above results have been prepared in accordance with the Companies (Indian Accounting standards) Rules, 2015 ("Ind As") prescribed under Section 133 of the Companies Act, 2013 and other accounting pronouncement generally accepted in India, to the extent applicable.
- 1) The standalone financial results of the company have been reviewed and recommended by the Audit Committee and have been approved by the Board of Directors of the Company at their meeting held on 12th Aug 2019.
- The Statutory Auditors of the Company have carried out limited review of the above Standalone Financial Results pursuant to regulation 33 of the SEBI (Listing obligations & Disclosure Requirements) Regulations, 2015. An unqualified opinion has been issued by them thereon.
- 3) The Company operates exclusively in one reportable business segment i.e., "Pharmaceuticals formulations". There is no exceptional and/or extra ordinary item.
  - 4) Effective April 01, 2019 the company adopted Ind AS 116 "Leases" and applied the same to the lease contracts existing on April 01, 2019 using the modified retrospective approach. The effect of the adoption is not significant to the profit for the period.
  - 5) Revenue from operations is disclosed net of Goods and Service Tax
  - 6) During the three months period ended 30th June 2019, the Company has allotted 12,500 equity shares of Rs 2/- each under the Employee Stock Option Plan 2015 and the total number of equity shares of the Company stands at 7,56,42,750 as on 30th June 2019.
  - 7) Pursuant to the Business Transfer Agreement executed by the Company on 18th January, 2019, the regulated markets injectable business (including USFDA approved injectable plant and DSIR recognized R&D Units CP4 & CP5) have been transferred to its wholly owned subsidiary company, Caplin Steriles Limited. Hence the results of the current quarter ended 30th June, 2019 are not comparable with the corresponding previous periods / previous quarter
  - 8) The figures for the quarter ended 31st March 2019 are the balancing numbers between the audited figures in respect of the full financial year and the published unaudited year-to-date figures upto the end of the third quarter ended 31st December, 2018, which were subjected to limited review.
  - 9) Prior year / period figures are regrouped / rearranged wherever necessary.

Place: Chennai  
Date: August 12, 2019



Dr Sridhar Ganesan  
Managing Director





## CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

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### Limited Review Report on Unaudited Quarterly Consolidated Financial Results of Caplin Point Laboratories Limited under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To

Board of Directors of Caplin Point Laboratories Limited

1. We have reviewed the accompanying statement of unaudited consolidated financial results ('Statement') of Caplin Point Laboratories Limited ('the Company') and its subsidiaries and joint venture listed below (collectively "the Group") for the quarter ended 30th June 2019, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'). Attention is drawn to the fact that the figures for the quarter ended 30th June 2019 and the corresponding quarter ended in the previous year as reported in these consolidated financial results have been approved by the Parent's Board of Directors, but have not been subjected to review.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.





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We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities:

Name of the entities	Relationship
1. Argus Salud Pharma LLP	Subsidiary
2. Caplin Point Far East Limited	Wholly Owned Subsidiary
3. Caplin Point Laboratories Colombia SAS	Subsidiary
4. Caplin Steriles Limited	Wholly Owned Subsidiary
5. Hainan Jointown Pharmaceutical Company Limited	Joint Venture

Subsidiary of Caplin Point Far East Limited

1. Caplin Point El Salvador, S.A. DE C.V.	Subsidiary
2. Neo Ethicals S.A Nicaragua	Subsidiary

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

6. We did not review the interim financial results / consolidated financial results and other financial information / consolidated financial information of two subsidiaries and one joint venture included in the statement, whose interim financial results / consolidated financial results and other financial information / consolidated financial information reflect total revenues of Rs. 72.51 Cr, total net profit after tax of Rs. 21.74 Cr and total comprehensive profit of Rs. 21.67 Cr for the quarter ended 30<sup>th</sup> June 2019, as considered in the consolidated





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unaudited financial results. These interim financial results/consolidated financial results and other financial information/consolidated financial information have been reviewed by other auditors whose reports have been furnished to us by the management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the report of other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the statement is not modified in respect of the above matters.

for M/s CNGSN & ASSOCIATES LLP  
CHARTERED ACCOUNTANTS  
Firm Registration No: 004915S/S200036



Place : Chennai  
Date : 12/08/2019

**K.PARTHASARATHY**  
Partner  
Membership No: 018394

UDIN: 19018394 AAAAEI1018



## CNGSN & ASSOCIATES LLP

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B.Com., FCA

### Limited Review Report on Unaudited Quarterly Standalone Financial Results of CAPLIN POINT LABORATORIES LIMITED Pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended

To

Board of Directors of Caplin Point Laboratories Limited

We have reviewed the accompanying statement of unaudited standalone financial results of **CAPLIN POINT LABORATORIES LIMITED** ("the company") for the quarter ended 30th June 2019 ("the statement"), being submitted by the Company's Management pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, read with Circular No. CIR/CFD/CMD1/44/2019 dated 29th March 2019 and in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and has been approved by the Board Of Directors. Our responsibility is to issue a report on these financial statements based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results, prepared in accordance with applicable Indian Accounting Standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and



Disclosure Requirements) Regulation, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

for M/s **CNGSN & ASSOCIATES LLP**  
CHARTERED ACCOUNTANTS  
Firm Registration No: 004915S/S200036



**K.PARTHASARATHY**

Partner

Membership No: 018394

UDIN: 19018394 AAAAEJ9634

Place : Chennai  
Date : 12/08/2019





**PRESS RELEASE**

**Consolidated Revenue growth at 33%; EBITDA up 31%;  
PAT up 34 %**

**Chennai, August 12, 2019: Caplin Point Laboratories Limited** (BSE: CAPLL (524742), NSE: CAPLIPOINT) today reported its financial results for the Quarter ended June 30, 2019

**Key Financial & Performance Highlights – Consolidated (INR in lakhs)**

Details	Q1 FY20	Q1 FY19	Growth %	Q4 FY19
Gross Revenue	19,702	14,807	33%	19,001
EBITDA	7,185	5,464	31%	6,743
EBITDA %	36%	37%		35%
PBT	6,445	4,917	31%	6,069
PBT %	33%	33%		32%

**Key Financial & Performance Highlights – Standalone (INR in lakhs)\***

Details	Q1 FY20	Q1 FY19	Growth %	Q4 FY19
Gross Revenue	16,021	14,322	12%	14,406
EBITDA	7,840	5,861	34%	5,950
EBITDA %	49%	41%		41%
PBT	7,403	5,314	39%	5,533
PBT%	46%	37%		38%

\*Pursuant to the BTA executed by the Company on 18th January, 2019, the regulated markets injectable business (including USFDA approved injectable plant and DSIR recognized R&D Units CP4 & CP5) have been transferred to its wholly owned subsidiary company, namely Caplin Steriles Limited by way of a Slump Sale. Hence the standalone results of the current quarter ended 30<sup>th</sup> June 2019 is not comparable with the corresponding previous quarter / periods.



## **Key Performance Highlights:**

### **Financial (consolidated)**

- ✓ Top line growth of 33% at Rs. 197.02 Cr in Q1 FY 20 as compared to Rs. 148.07 Cr last year
- ✓ EBITDA growth of 31% at Rs. 71.85 Cr in Q1 FY 20 Vs Rs. 54.64 Cr last year
- ✓ Contribution margin at 56% in current year and last year
- ✓ Opex increase by INR 12.58 Cr (cash opex by INR 10.65 Cr and depreciation by INR 1.93 Cr). Opex as a % of Revenue is at 24% in Q1 FY20 Vs 23.5% last year
  - Q1 FY20 includes the overhead cost of new units like CRO at Mahindra City near Chennai, API R&D at Hyderabad, Formulations R&D at Perungudi and Overhead cost of our new subsidiary at Nicaragua (acquired in the current quarter)
- ✓ PBT grew by INR 15.28 Crs ( INR 49.17 Crs to INR 64.45 Crs), 31% growth over previous year. PBT as a % of Revenue at 33%
- ✓ PAT registered a growth of INR 12.68 Cr over previous year
- ✓ EPS grew by 34% from INR 4.95 to INR 6.64 (not annualized)
- ✓ Debt-free Company, having Cash & Cash equivalents (including liquid investments) of INR 245.55 Cr

### **Business Highlights**

#### **Emerging Markets**

- ✓ Revenue growth seen from a mix of Branded Generic sales and Tender driven business in existing and new markets respectively.
- ✓ CP-1's Injectable and Softgel line contributing to better margins as niche high value products targeted in these areas.
- ✓ Amaris Clinical (CRO wing of Caplin) awaiting approvals from domestic and international inspection bodies such as US FDA, ANVISA, WHO-Geneva etc.
- ✓ CRO wing will be used for in-house BE/BA studies, with high level of compliance through automation and lower costs.
- ✓ Projects started at API and Intermediates R&D Lab (CP-6) at Hyderabad, targeted towards shortage category products as a result of mass shutdown of units in China.





- ✓ In line with Caplin's vision of overall control over the supply and distribution, the channel partner in Nicaragua has been acquired during the quarter ended 30<sup>th</sup> June 2019 and plans are underway to acquire the channel partner in Honduras in the coming quarter

### Regulated Markets

- ✓ Caplin targets backward integration into API for several products filed (or planned to be filed) in USA and China. Move to ensure continuity of supply, higher level of compliance and considerable reduction in product costs.
- ✓ API R&D Lab construction underway in Chennai. Product selection and personnel recruitment ongoing, expected to be completed by November 2019.
- ✓ Third US FDA inspection completed successfully in June'19 with two minor observations. EIR received in July.
- ✓ Second ANDA approval received under Caplin's name, for Tranexamic Acid Injection. Product to be launched in US in Q3 FY20. According to IQVIA (IMS-Health) Tranexamic Acid injection had US sales of approximately \$30 million for the 12 month period ended March 2019.
- ✓ 2 ANDAs already commercialized at US, with 2 more to be launched in September. Current partners at US – Fresenius-Kabi, Baxter and Meitheal.
- ✓ 11 ANDAs filed from Caplin so far, with 5 approvals. 7 of these under Caplin's name. 8-10 more ANDAs targeted for filing under Caplin's name in FY 2019/20.
- ✓ Capacity expansion ongoing, likely to be completed within Jan 2020. High-Speed Vial Filling line imported from Italy pending installation. Expansion to ensure current capacities are increased by more than 2x.

### **About Caplin Point Laboratories Limited:**

Caplin Point Laboratories Limited is a fast growing pharmaceutical company with a unique business model catering predominantly to emerging markets of Latin America and Africa. Caplin Point Laboratories Limited has state of the art manufacturing facilities that cater to a complete range of finished dosage forms. The Company has also entered regulated markets such as US through its Wholly Owned Subsidiary Caplin Steriles Limited,

Caplin Point has been selected on Forbes Asia's "200 Best Under a Billion" list for three consecutive years (2014, 2015 & 2016), and was recently awarded "The Emerging Company of 2018" by Economic Times Family Business Awards.





**CAUTIONARY STATEMENT:**

*This press release contains certain forward-looking statements. Any forward-looking statement applies only on the date of this press release. By their nature, forward-looking statements are subject to a number of known and unknown risks and uncertainties that may or may not occur in the future and as a result of which the actual results and performance may differ substantially from the expected future results or performance expressed or implied in the forward-looking statements. No warranties or representations are made as to the accuracy, achievement or reasonableness of such statements, estimates or projections, and Caplin Point has no obligation to update any such information or to correct any inaccuracies herein or omission here from which may become apparent.*

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