



CAPLIN POINT[®]
Laboratories

Caplin Point Laboratories Limited

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CIN : L24231TN1990PLC019053

06.06.2018

BSE Limited
Department of Corporate Relationship
1st Floor, New Trade Ring, Rotunda Building
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai- 400001
Scrip Code : 524742

By BSE Listing

National Stock Exchange of India Ltd.,
Department of Corporate Services
Exchange Plaza, 5th Floor,
C-1, Block G, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
Scrip Code : CAPLIPOINT.

By NEAPS

Dear Sirs,

SUB: PRESS RELEASE- DISCLOSURE UNDER REGULATION 30 OF SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015.

Please find the enclosed copy of the press release being published today.

Kindly take the same on your records.

Thanking You,

Yours Faithfully,
For Caplin Point Laboratories Limited


Company Secretary

Enclosure – As above

June 6, 2018

PRESS RELEASE

In furtherance to the Press Release dated 28th May, 2018, in order to address the battle of perceptions amongst a few shareholders of the Company, the Company wishes to further put forth the following facts:

1. About the Promoters

- The Promoters have been maintaining their shareholding ever since the Company was listed, barring shares allotted pursuant to mergers and amalgamation and internal family restructuring.
- The Promoters have never purchased any share even when the Rs 10 share was quoting at Rs 0.90 per share, being the lowest price on 27th February, 2002.
- The Promoters never sold any of their stake even when the shares of Rs 2 were at an all-time high of Rs 783.90 on 7th August, 2017.
- The Promoters had personally gone to high risk/high reward countries in order to turn the Company around from being a non-performing Company in 2006 to a game changer today.

2. About the Company and its performance

- A press release had already been issued on 28th May, 2018 detailing the performance of the Company for the year ended March 31, 2018 as well as indicating the critical performance matrix. It may be noticed that it has outperformed in all the essential parameters.
- It may be worthwhile for any investor to review the performance of this Company vis-à-vis the peer companies operating in this sector. This would give a clear indication that the Company has outperformed other companies and is well poised for sustainable growth.
- While the Company continues to cater to the generic market, it is also focussing on marketing of branded generics, in order to further improve the contribution and for a sustainable growth in the long term.
- The Company has been associated with the creation of a healthcare portal to automate and create an end-to-end connectivity to the distributors and pharmacists in Latin America. This has helped the Company to position branded generics in the market and also further understand whether the products supplied on credit to the distributors/chemists were sold on time to the ultimate customers or not. This in turn enables the Company to monitor credit terms.



- Unlike other Companies, we have increased our registrations from around 100 to 400 products in various countries in Latin America where we have been present for more than a decade. In addition to quality and price, we also assure variety, novelty and a logistical advantage, thus creating a stickiness factor at the bottom of the pyramid.
- The Company has extended credit lines to customers in new and larger geographies of Latin America. Although credit is the norm in these markets, profitability and scalability is greater, in comparison with countries in Africa and Asia.
- The conscious decision to extend credit terms without availing credit facility or infusion of equity, has been made possible due to the Company's inherent strength in terms of liquidity and longstanding distribution network that helps collect the receivables.
- The Company also brings to attention a recent market report released by International Trade Centre, Geneva, for the period January to December 2017 gives the data on the total export of Indian formulations to the Latin American market vis-à-vis our Company's share in the same:

(in US\$ Million)

Country	Caplin's Exports	India's Exports*	% Share of Caplin
Guatemala	25.33	40	63.33
Nicaragua	8.44	23	36.70
El Salvador	9.27	12	77.25
Honduras	6.25	32	19.53
Dominican Republic	5.77	43	13.42
Ecuador	7.95	38	20.92

**Source: Report of International Trade Centre, Geneva*

From the above, you will appreciate that the Company is in an enviable position in these markets and its move towards branded generics would only increase the market share and contribution further.

The above information has already been disseminated in the Company's website and to the Stock Exchanges.

For any further queries, the shareholders may directly write to Mr C C Paarthipan, Chairman, Caplin Point Laboratories Ltd. (Email: paarthipan@caplinpoint.net) or call his Mobile No. +91-70944 97111, who will be pleased to address any further concerns that are already in the public domain.

