

5th August 2021

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

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.

Dear Sir/Madam,

Sub: Outcome of Board Meeting

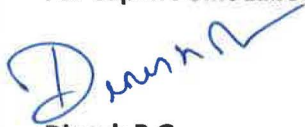
Further to our intimation dated 30th July, 2021, we wish to inform you that the Board of Directors of the Company at its meeting held today has, *inter-alia*:

1. Recommended a Final Dividend of Rs. 1.50/- (75 %) per equity share of Rs.2 each for the financial year ended 31st March 2021, subject to the approval of the shareholders at the ensuing Annual General Meeting.
2. Approved the Un-audited standalone and consolidated financial results and the Limited Review Report (**Annexure-1**) of the Company as per Indian Accounting Standards for the quarter ending 30th June, 2021. We also enclose a Press Release issued by the Company (**Annexure 2**) and an investor presentation in this regard (**Annexure 3**).
3. Approved to convene the 30th Annual General Meeting of the Company on Tuesday, 28th September, 2021.
4. Approved amendments to the Code of Conduct for Prevention of Insider Trading (the Code) formulated in terms of SEBI (Prohibition of Insider Trading) Regulations, 2015. The revised Code is effective from 5th August 2021. The amended Code of Conduct is being hosted on the website of the Company at www.caplinpoint.net.

The meeting commenced at 10.45 A.M and concluded at 12.15 P.M.

Kindly take the same on your records.

Sincerely Yours
For Caplin Point Laboratories Limited



Dinesh R G
Company Secretary

Encl: A/a

CAPLIN POINT LABORATORIES LIMITED

Registered Office: 3rd Floor, "Ashvich Towers", No.3, Developed Plots Industrial Estates, Perungudi, Chennai 600 096

CIN - L24231TN1990PLC019053, Phone Nos.044-2496 8000, Fax No.044-28154952, Website - www.caplinpoint.net, email ID-info@caplinpoint.net

UNAUDITED (STANDALONE) FINANCIAL RESULTS FOR THE THREE MONTHS ENDED 30th JUNE 2021

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

	Particulars	Three Months Ended			Financial Year Ended
		30.06.2021	31.03.2021	30.06.2020	31.03.2021
		(1)	(2)	(3)	(4)
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
INR In Crs					
	Income:				
I	Revenue from operations	127.50	122.88	119.73	482.68
II	Other income (Refer Note 4)	19.33	7.36	4.05	18.62
III	Total Income (I+II)	146.83	130.24	123.78	501.30
IV	Expenses:				
	a. Cost of materials consumed	37.55	32.97	18.83	112.48
	b. Purchase of traded goods	14.17	20.21	26.35	82.92
	c. Changes in inventories of finished goods, stock in trade and work in progress	(3.81)	0.59	3.58	(0.57)
	d. Employee benefit expenses	7.11	7.31	6.22	26.59
	e. Finance cost	0.03	0.03	0.05	0.17
	f. Depreciation & Amortisation Expenses	6.20	5.97	5.43	22.44
	g. Other Expenses	16.17	18.52	7.30	47.33
	h. Total Expenses	77.42	85.60	67.76	291.36
V	Profit before exceptional items and Tax (III-IV)	69.41	44.64	56.02	209.94
VI	Exceptional items			-	-
VII	Profit Before Tax (V-VI)	69.41	44.64	56.02	209.94
VIII	Tax Expenses				
	(1) Current Tax	14.63	13.12	14.48	54.88
	(2) Deferred Tax	0.23	0.03	(0.48)	(1.17)
	Total Tax Expenses	14.86	13.15	14.00	53.71
IX	Net Profit for the period (VII-VIII)	54.55	31.49	42.02	156.23
X	Other Comprehensive Income/ (Loss) - Net of Tax				
	A. Items that will not be re-classified to profit or loss				
	i) Remeasurements of Defined Benefit Plan	-	(0.16)	-	0.22
XI	Total Comprehensive Income For The Period (IX+X)	54.55	31.33	42.02	156.45
XII	Paid up Equity Share Capital (Face value of shares of Rs 2/- each)	15.13	15.13	15.13	15.13
XIII	Other equity	-	-	-	743.54
XIV	Earnings Per Share (EPS) based on face value Rs 2/- per Equity share				
	(a) Basic (in Rupees)	7.21	4.16	5.55	20.65
	(b) Diluted (in Rupees)	7.15	4.07	5.52	20.45
		(Not Annualised)	(Not Annualised)	(Not Annualised)	(Annualised)



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Notes :

- 1) The Unaudited Standalone results for the Quarter ended June 30, 2021 were reviewed and recommended by the Audit Committee and approved by the Board of Directors at their respective meetings held on August 05, 2021 and have been subjected to Limited review by the Statutory Auditors of the Company.
- 2) The Unaudited standalone financial results of the Company have been prepared in accordance with the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 (" the Act") read with relevant rules issued thereunder ("Ind AS") and other accounting principles generally accepted in India and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirments) Regulations, 2015.
- 3) The Company is engaged in the sole activity of carrying on the business of "Pharmaceuticals Formulation " and therefore, has only one reportable segment in accordance with Ind AS 108 "Operating Segments". Hence no separate segment reporting is applicable to the Company.
- 4) Other Income and Profits Before Tax for the Quarter ended June 30,2021 includes Dividend of Rs. 11.55 Crs as against Rs. NIL for the Quarter ended June 30, 2020 and Rs.NIL for the Quarter ended March 31, 2021, received from our wholly owned subsidiary Caplin Point Far East Limited, Hong Kong.
- 5) Revenue from operations is disclosed net of Goods and Service Tax


The outbreak of Coronavirus (COVID -19) pandemic globally and in India caused significant disturbance and slowdown of economic activity. The Company has assessed the impact of pandemic on its financial results/position based on the principle of prudence in applying judgements, estimates and assumptions including sensitivity analysis and has concluded that there is no

- 6) major impact of COVID 19 on the recoverability of carrying values of assets and expects to recover the carrying value of its assets. Considering that it is a dynamic and evolving situation, the management will continue to closely monitor and evaluate the impact of any material change in macro-economic and other related factors, which may have a bearing on the Company's operations.
- 7) The Board of Directors at their meeting held on 6th May, 2021 declared an interim dividend of Rs.1.50 per equity share (75%) for the financial year 2020-21 and was paid to the shareholders. The Board of Directors at their meeting held today have recommended a final dividend of Rs.1.50/- per equity share (75%) of Rs.2/- each for the financial year 2020-21 which is subject to the approval of the shareholders at the ensuing Annual General Meeting. If approved, the total dividend for the financial year 2020-21 would amount to Rs.3/- per equity share (150%) per equity share of Rs 2/- each

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.

- 8) The figures of the quarter ended March 31, 2021 are the balancing figures between the audited figures of the full financial year ended March 31, 2021 and the published year to date figures upto third quarter ended December 31, 2020.
- 9) Previous period figures have been regrouped / reclassified to be in conformity with current period's classification/disclosure, wherever necessary.
- 10)

For and on behalf of the Board


Dr. Sridhar Ganesan
Managing Director

Place: Chennai
Date: 5th August,2021





CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

Swathi Court, Flat No. C & D, No. 43
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E.K. SRIVATSAN
B.Com., FCA

PRANAY.J.SHAH
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 2021 ("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



Place: Chennai
Date: 05/08/2021

A handwritten signature in black ink, appearing to read "K. Parthasarathy".

K.PARTHASARATHY

Partner

Membership No: 018394

UDIN: 21018394AAAAGD9884

CAPLIN POINT LABORATORIES LIMITED

Registered Office: 3rd Floor, "Ashvich Towers", No.3, Developed Plots Industrial Estates, Perungudi, Chennai 600 096

CIN - L24231TN1990PLC019053, Phone Nos. 044 2496 8000, Fax No.044-28154952, Website - www.caplinpoint.net, email ID-info@caplinpoint.net

UNAUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE THREE MONTHS ENDED 30th JUNE 2021

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

	Particulars	Three Months Ended			Financial Year Ended
		30.06.2021	31.03.2021	30.06.2020	31.03.2021
		(1)	(2)	(3)	(4)
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
INR in Crs					
	Income:				
I	Revenue from operations	300.44	278.71	240.08	1,061.29
II	Other income	9.21	9.46	6.49	23.54
III	Total Income (I+II)	309.65	288.17	246.57	1,084.83
	Expenses:				
IV	a. Cost of materials consumed	51.52	39.44	21.18	129.82
	b. Purchase of traded goods	83.20	103.28	23.63	259.57
	c. Changes in inventories of finished goods, stock in trade and work in progress	1.24	(24.04)	63.99	82.35
	d. Employee benefit expenses	26.71	25.87	25.87	102.53
	e. Finance cost	0.27	0.32	0.51	1.59
	f. Depreciation & Amortisation Expenses	12.03	9.86	8.96	36.97
	g. Other Expenses	45.16	48.47	33.81	158.38
	h. Total Expenses	220.13	203.20	177.95	771.21
V	Profit before exceptional items and Tax (III-IV)	89.52	84.97	68.62	313.62
VI	Exceptional items	-	-	-	-
VII	Profit Before Tax (V-VI)	89.52	84.97	68.62	313.62
VIII	Tax Expenses				
	(1) Current Tax	19.84	16.60	17.79	71.14
	(2) Deferred Tax	(1.85)	0.45	(3.72)	(8.96)
	Total Tax Expenses	17.99	17.05	14.07	62.18
IX	Net Profit for the period (VII - VIII)	71.53	67.92	54.55	251.44
X	Other Comprehensive Income - Net of Tax				
	A. Items that will not be re-classified to profit or loss	-	-	-	-
	i) Remeasurements of Defined Benefit Plan	-	(0.29)	-	0.32
	B. Items that will be re-classified to profit or loss	-	-	-	-
	i) Exchange difference in translating the financial statements of foreign operations	4.94	2.51	(0.01)	(7.48)
XI	Total Comprehensive Income For The Period (IX + X)	76.47	70.14	54.54	244.28
XII	Profit attributable to:				
	Owners of the Company	70.85	66.38	54.53	242.28
	Non- controlling interests	0.68	1.54	0.02	9.16
		71.53	67.92	54.55	251.44
XIII	Total Comprehensive Income For The Period attributable to				
	Owners of the Company	75.79	68.60	54.53	235.12
	Non- controlling interests	0.68	1.54	0.02	9.16
		76.47	70.14	54.55	244.28
XIV	Paid up Equity Share Capital (Face value of share of Rs 2/- each)	15.13	15.13	15.13	15.13
XV	Other equity excluding Non-controlling interest	-	-	-	1,170.69
XVI	Earnings Per Share (EPS) (Not annualised) based on face value Rs 2/- per Equity share				
	(a) Basic (in Rupees)	9.37	8.78	7.21	32.03
	(b) Diluted (in Rupees)	9.25	8.64	7.15	31.71
		(Not Annualised)	(Not Annualised)	(Not Annualised)	(Annualised)



tes :

- 1) The Unaudited Consolidated results for the Quarter ended June 30, 2021 were reviewed and recommended by the Audit Committee and approved by the Board of Directors at their respective meetings held on August 05, 2021 and have been subjected to Limited review by the Statutory Auditors of the Company.
- 2) The Unaudited consolidated financial results of the Company has been prepared in accordance with the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 (" the Act") read with relevant rules issued thereunder ("Ind AS") and other accounting principles generally accepted in India and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirments) Regulations, 2015.

The Company is engaged in the sole activity of carrying on the business of "Pharmaceuticals Formulation " and therefore, has only one reportable segment in accordance with Ind AS 108 "Operating Segments". Hence no separate segment reporting is applicable to the Company.
- 3) Revenue from operations is disclosed net of Goods & Service Tax/ Value Added Tax as applicable
- 4) The outbreak of Coronavirus (COVID -19) pandemic globally and in India caused significant disturbance and slowdown of economic activity. The Company has assessed the impact of pandemic on its financial results/position based on the principle of prudence in applying judgements, estimates and assumptions including sensitivity analysis and has concluded that there is no major impact of COVID 19 on the recoverability of carrying values of assets and expects to recover the carrying value of its assets. Considering that it is a dynamic and evolving situation, the management will continue to closely monitor and evaluate the impact of any material change in macro-economic and other related factors, which may have a bearing on the Company's operations.
- 5) The Board of Directors at their meeting held on 6th May, 2021 declared an interim dividend of Rs.1.50 per equity share (75%) for the financial year 2020-21 and was paid to the shareholders. The Board of Directors at their meeting held today have recommended a final dividend of Rs.1.50/- per equity share (75%) of Rs.2/- each for the financial year 2020-21 which is subject to the approval of the shareholders at the ensuing Annual General Meeting. If approved, the total dividend for the financial year 2020-21 would amount to Rs. 3/- per equity share (150%) per equity share of Rs 2/- each
- 6) 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.
- 7) During the quarter ended 30th June' 2021, the Company has incorporated a new wholly owned subsidiary namely Caplin Onco Limited whose results have been consolidated in the above financials and the same does not have a material effect on the results
- 8) The figures of the quarter ended March 31, 2021 are the balancing figures between the audited figures of the full financial year ended March 31, 2021 and the published year to date figures upto third quarter ended December 31, 2020.
- 9) Previous period figures have been regrouped / reclassified to be in conformity with current period's classification/disclosure, wherever necessary.

For and on behalf of the Board


Dr. Sridhar Ganesan

Managing Director

Place: Chennai

Date: 5th August,2021





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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 Consolidated Unaudited Financial results of CAPLIN POINT LABORATORIES LIMITED ("The Parent") and its Subsidiaries (The Parent and its subsidiaries together referred to as the "Group"), for the quarter ended 30th June, 2021, being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, as amended, read with Circular No. CIR/CFD/CMD1/44/2019 dated 29th March 2019.
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 read with relevant rules issued there under 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.



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. Caplin Point Far East Limited	Wholly owned Subsidiary
2. Caplin Onco Limited	Wholly owned Subsidiary
3. Caplin Point (S) Pte. Ltd.	Wholly owned Subsidiary
4. Caplin Steriles Limited	Subsidiary
5. Argus Salud Pharma LLP	Subsidiary
6. Caplin Point Laboratories Colombia SAS	Subsidiary
7. Hainan Jointown Pharmaceutical Company Limited	Joint Venture

Subsidiaries of Caplin Point Far East Limited

1. Caplin Point El Salvador, S.A. DE C.V.	Wholly owned Subsidiary
2. Neo Ethicals S.A Nicaragua	Wholly owned Subsidiary
3. Drogueria Saimed de Honduras S.A	Wholly owned Subsidiary
4. Neoethicals CIA.LTDA - Ecuador	Wholly owned Subsidiary
5. Nuevos Eticos Neo Ethicals S.A - Guatemala	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.
8. We did not review the interim financial statement/financial information/financial results of ten subsidiaries and one joint venture included in the statement, whose interim financial statements/financial information/financial results reflect total revenues (before consolidation adjustments) of Rs. 242.37 Cr, total net profit after tax(before consolidation adjustments) of Rs. 15.28 Cr and Total Comprehensive Income (before consolidation adjustments) of Rs. 20.22 Cr for the quarter ended 30th June 2021, as considered in the consolidated unaudited financial results. These interim financial results/consolidated financial results and other financial statement/financial information/financial results 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: 05/08/2021

A handwritten signature in black ink, appearing to read "K. Parthasarathy".

K.PARTHASARATHY

Partner

Membership No: 018394

UDIN: 21018394AAAAGC8335

Q1 Revenue up 26% YoY, PAT up 31% YoY

Cash Reserves at Rs. 522 Cr

Chennai, Aug 5th, 2021: Caplin Point Laboratories Limited (CPL) (BSE: CAPPL (524742), NSE: CAPLIPOINT) today reported Q1FY22 financial results for the Quarter ended June 30th, 2021

Key Results Highlights (Consolidated):

- ✓ Q1 revenue matches full year revenue of FY 2015/16
- ✓ Cash and Cash Surplus at Rs. 522 Cr for Q1FY22 - increase of Rs 52 Cr over March 2021 balance.
- ✓ Cash flow from Operations (CFO) stood at Rs. 75 Cr in Q1FY22
- ✓ Receivables stable at around 95 days in Q1FY22
- ✓ Inventory stood at Rs. 193 Cr for Q1FY22 as against Rs. 179 Cr in Q4FY21.

Key Business highlights:

- ✓ Foraying into Indian market with selected niche injectable products.
- ✓ Caplin Steriles extending its US products into other emerging market with first orders received from Mexico and Saudi Arabia.
- ✓ Company's CRO wing Amaris Clinical received confirmation of virtual US FDA audit.

Consolidated Financial Results – Q1FY22

Particulars (Rs in Crs)	Q1FY22	Q1FY21	YoY Growth %	Q4FY21	QoQ Growth %
Total Revenue	309.65	246.57	25.6%	288.17	7.5%
Gross Margin	164.48	131.28	25.3%	160.03	2.8%
<i>Gross Margin %</i>	<i>54.7%</i>	<i>54.7%</i>		<i>57.4%</i>	
EBITDA	101.82	78.09	30.4%	95.15	7.0%
<i>EBITDA %</i>	<i>32.9%</i>	<i>31.7%</i>		<i>33.0%</i>	
PBT	89.52	68.62	30.4%	84.97	5.3%
<i>PBT%</i>	<i>28.9%</i>	<i>27.8%</i>		<i>29.5%</i>	
PAT	71.53	54.55	31.1%	67.92	5.3%
<i>PAT%</i>	<i>23.1%</i>	<i>22.1%</i>		<i>23.6%</i>	

Performance Highlights:

- ✓ Total Revenue of Rs 309.65 Cr for Q1FY22, registered a growth of 25.6% over Q1FY21 Total Revenue of Rs 246.57 Cr
- ✓ Gross Margins stable at ~ 55% in Q1FY22
- ✓ PAT increased by 31.1% to Rs. 71.53 Cr in Q1FY22 against Rs. 54.55 Cr in Q1FY21
- ✓ Basic EPS grew by 30% to Rs. 9.37 in Q1FY22 against Rs. 7.21 in Q1FY21 (Not Annualized)

- ✓ With depreciation of INR against USD, exchange gain in Q1FY22 is at Rs.3.58 Cr as against Rs. 1.75 Cr in Q1FY21
- ✓ **Geographical breakup of sales: LATAM & ROW - 91%, US - 9%**

Business Highlights

Emerging Markets

- ✓ Company continues strong growth momentum across top line and bottom line in core Latin American business.
- ✓ **Transit times for sea shipments increased considerably over last few months, resulting in high volume of containers in transit leading to slightly higher inventory levels. Company expects this inventory to be converted into continued strong sales and cashflow by second half of current financial year.**
- ✓ **Prior to entering organic business in key target markets of Mexico and Brazil, Company has started supplying speciality injectable products on emergency procurement basis to these markets.**
- ✓ Continued focus on Cashflow and Collections has resulted in Rs.52 Cr being added to the Cash Reserves for during the first quarter of the current financial year.
- ✓ Current breakup of sales: Private Market sales to Distributors – 60%; Sales to Pharmacies/Retail – 20%; Institutional Sales – 20%.
- ✓ Higher institutional sales are on account of emergency tenders for COVID related products.
- ✓ Monthly sales through company's e-commerce platform 'QuetenX', part of 10X Healthcare portal, increase 39% YoY. Currently catering to around 1,000+ unique customers across Guatemala, Nicaragua, Honduras and Ecuador.
- ✓ **Company's CRO wing Amaris Clinical received confirmation of virtual US FDA audit.**
- ✓ **Company has started manufacturing of Covid-related products such as Liposomal Amphotericin and Enoxaparin for domestic market supply. Company targets completion of enhanced in-vitro characterisation as per global standards and Bio equivalency studies for Liposomal Amphotericin and would be one of the very few companies to launch the product in the domestic market with our own bioequivalence data.**
- ✓ **Projects Update:**
 - **Oncology Facility – Process equipment ordering completed. Design drawing and detail engineering completed. First batches targeted within next 9 months.**
 - **API Facility – Design Drawing and Detail Engineering completed. Process equipment orders to commence shortly.**
 - **Capacity Expansion at CP-1 (ROW facility) – Order placed for additional Lyophilizer in view of increased demand in niche Lyophilized products in current markets.**
 - **Expansion plans under evaluation for Softgel section.**

US & Regulated Markets

- ✓ **Company has launched 4 products from recently approved ANDAs in the last few months. Launch pending for 4 more ANDAs, which is targeted before Dec 2021.**
- ✓ **Market share for already launched products is in the range of 7-12%.**
- ✓ **Company targets to file 8 ANDAs within next three quarters which will have equal mix of Injectable and Ophthalmic products.**
- ✓ **First orders received from Mexico and Saudi Arabia for Caplin Steriles, approvals for these products fast-tracked due to products being commercialized in US.**
- ✓ **First 3 product filings in Canada (ANDS) targeted for Q3, these are approved ANDAs in US. On track to file 2 products in Australia by Q3FY22.**
- ✓ **Company targets US front end presence in 2023, by which time 30+ ANDAs are likely to be approved/under review.**
- ✓ **Capacity expansion in Phase 2 update:**
 - **2 Vial filling lines from Syntegon (Bosch) ordered, expecting delivery within 12 months.**
 - **Pre-Filled Syringe line from Steriline ordered, expecting delivery within 10-12 months.**
 - **Lyophilizer from Tofflon ordered, expecting delivery within 9-12 months.**
 - **Expecting Phase 2 expansion to be completed within 15 months.**
- ✓ **Overall development pipeline remains robust, with 45+ ANDAs under development with addressable market in US at ~ \$3 Billion.**

COVID-19:

The outbreak of Coronavirus (COVID -19) pandemic globally and in India caused significant disturbance and slowdown of economic activity. The Company has assessed the impact of pandemic on its financial results/position based on the principle of prudence in applying judgements, estimates and assumptions including sensitivity analysis and has concluded that there is no major impact of COVID 19 on the recoverability of carrying values of assets and expects to recover the carrying value of its assets. Considering that it is a dynamic and evolving situation, the management will continue to closely monitor and evaluate the impact of any material change in macro-economic and other related factors, which may have a bearing on the Company's operations.

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 is one of the few companies to show consistent high-quality growth in Revenues, Profits and Cash flow over the last 15 years. The Company 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 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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