



**Caplin Point Laboratories *Ltd.***

# Investor Presentation November 2022

Rated #1 in India for "Most Consistent Profitable Growth across the last 10 years"<sup>#</sup>

Second Largest wealth creator for the decade ending 2020\*

<sup>#</sup>Value Research magazine – Wealth Insight June 2022 issue  
<sup>\*</sup>The Economic Times



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1 Q2 and H1FY23 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin



Headquarters, Chennai

# Content

## 1 Q2 & H1FY23 Highlights

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- 1.2 Update on CAPEX
- 1.3 Robust revenue growth coupled with stable margins
- 1.4 P&L for the Quarter

## 2 Understanding Caplin

## 3 Growth engines of Caplin

## 4 More about Caplin



CP-I plant at Suthukeny, Puducherry

## Financial Highlights

- **Revenue** for H1FY23 grew by **18.4% YoY to Rs. 736 Cr**
- **Gross Margins** for H1FY23 were **54.3%**;
- **EBITDA** for H1FY23 was **Rs. 238 Cr; EBITDA margins at 32.4%**
- **H1FY23 PAT** was at **Rs. 178 Cr** up 20.2% YoY
- **Cash and Cash Surplus at Rs. 778 Cr** as at end of September 2022; **Capex** for H1FY23 is at **Rs 53 Cr.**; **Free cash flow** for the period was **Rs. 88 Cr**
- **Receivable days** stood stable at **95 days** as on Sep 22
- Geographical breakup of sales: **LATAM & ROW - 86%, US – 14%**

## Emerging Markets Business Highlights

- Caplin has **acquired an API plant in Vizag**, which will be refurbished into a regulated markets compliant plant, for general category APIs. This is part of the Company's backward integration initiative, **both for Injectable and OSD APIs.**
- **Amaris Clinical (Caplin's CRO wing) successfully completes ISP Chile audit**, paving the way for company's entry into Oral Sold Dosages for Chile market. Company already has 75 injectable/opthalmic products approved in Chile.
- **Expansion of Softgel division nearing completion at ROW site in Puducherry**, a high growth area for the company. Capacity expected to increase to **2X post-expansion.**
- Company's **new marketing division expands into newer geographies** such as **Turkmenistan, Uzbekistan, Vietnam and Cambodia** with first orders received from some of these markets already.

### US & Regulated Markets Business Highlights

- Caplin Steriles' (CSL) Total Revenue in **H1FY23 crosses Rs. 100 Cr and stands at Rs. 103 Cr**, with a growth of 63% YoY, with a healthy mix of Products, Milestone and Profit Share revenues. **Product and milestone/profit-share** revenue breakup is at **70/30 split**.
- **Company's current order book for FY23 is Rs.175 Cr**, not including Profit Share and other Licensing/Milestone revenues. Targeting total revenue of Rs.200 Cr for FY23.
- Company has **7 ANDAs under review** with FDA, with **plans to file 6 more by Q4FY23**, which contains Ophthalmic and Ready To Use Bag products, a niche segment in Injectables.
- Company on target to launch its **own label in the US by Q4FY23**, for 3 approved products.
- Non-US markets: 5 products filed in Canada and Mexico, 3 in Australia, 2 in South Africa, and 1 each in EU and China.
- Company's **first 2 complex emulsion injections to be filed within next 2-3 quarters**
- Overall development pipeline remains robust, with **55+ ANDAs under development** with an **addressable market in US at ~ \$5 Billion**.
- Company's drive towards digitalization takes shape, with installation completion of Labware LIMS, SAP and several other "paperless" initiatives at the plant.

Caplin is venturing on a Capex journey of INR ~430-450 Cr. to expand existing capacities, widen its product portfolio and backward integrate majority of the products

## Capacity expansion and Maintenance Capex

### Capacity expansion in Caplin Steriles:

- ▶ Phase 2 of the facility nearing completion, with machinery installation to be completed by Dec 2022. Commercial batches targeted by Q1FY24 from this unit. Post completion, company will be able to leverage large batches with faster filling speed for Injectable Vials. Also, a Pre-Filled Syringe line is being added, a new delivery system previously not available at Caplin Steriles.
- ▶ Phase 3, a standalone plant close to the current site is expected to be completed within Q3FY24, which will have high Lyophilization capacity, and provision to add 5 more filling lines in future.

### Capacity Expansion at ROW facility

- ▶ Addition of a new Softgel Line and expansion of Injectable capacity underway, expected to be completed by Dec 2022.

~ INR 220 Cr

## Oncology

- ▶ Phase 1 involves Oral Solid Dosages and Phase 2 would be Injectables.
- ▶ Oral Solid Dosages phase to be completed by December 2022. Injectable phase to be completed within 9 months.

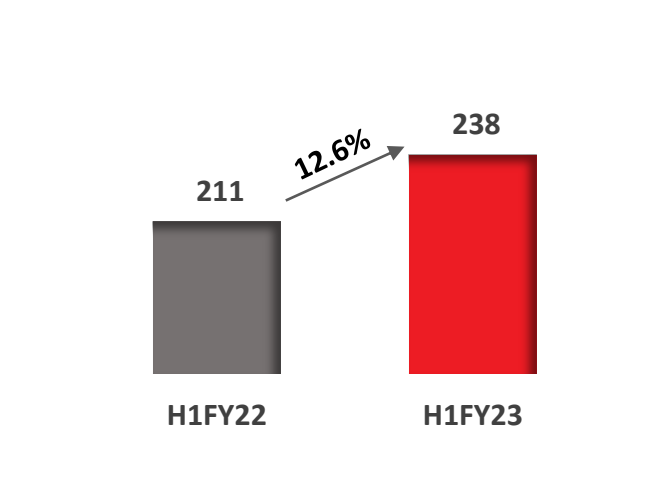
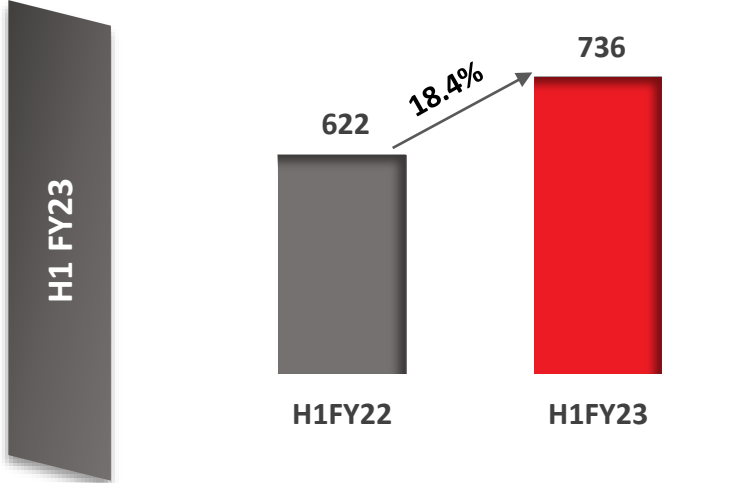
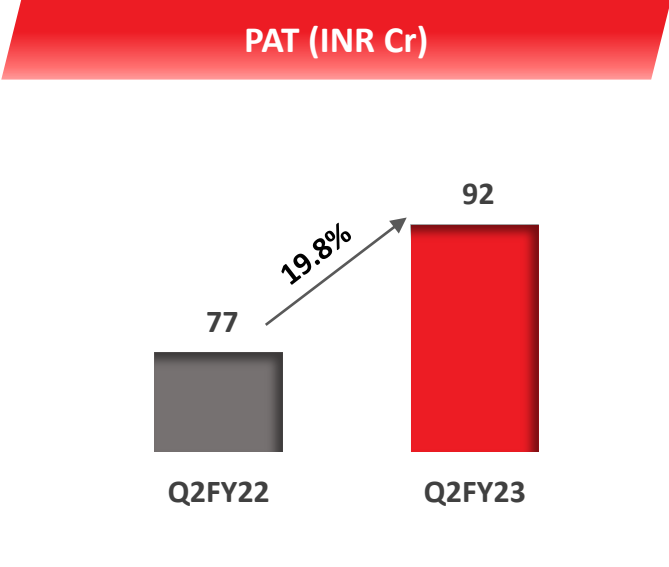
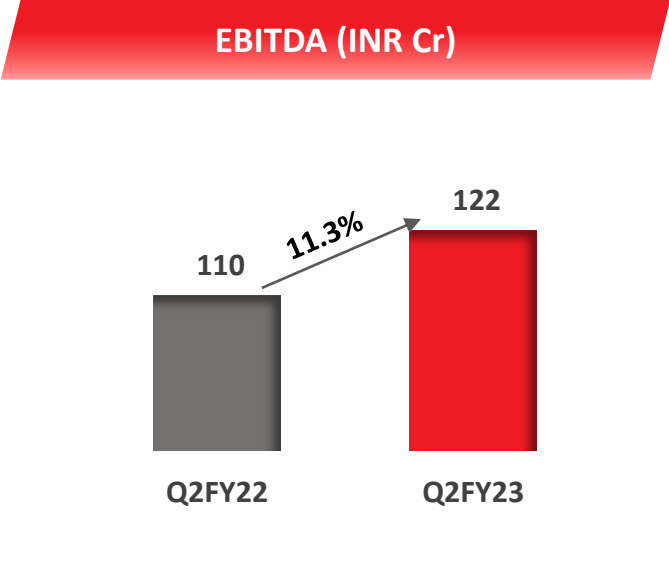
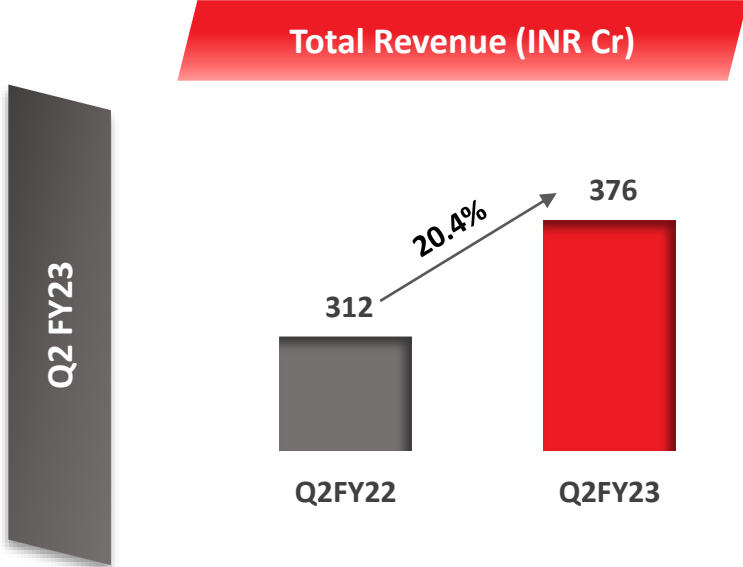
~ 130 Cr

## Backward Integration

- ▶ Company targets being backward integrated with own APIs for 70% of all filings in US by 2024, a critical differentiator for Generic Injectables
- ▶ For this purpose, caplin has acquired an API plant in Vizag, which will be refurbished into a regulated markets compliant plant, for general category APIs. This is part of the Company's backward integration initiative, both for Injectable and OSD APIs.
- ▶ General Category APIs will be started post-refurbishment completion at newly acquired Vizag plant. Targeting completion within Q1FY24.
- ▶ Oncology APIs will be started in adjacent facility to the Finished Dosages Oncology plant at Kakkalur, Chennai. Targeting completion within Q2FY24.

~ INR 100 Cr

# Robust revenue growth coupled with stable margins





# P&L for the Quarter – Consolidated

Value (INR Cr)	Q2 FY23	Q2 FY22	YoY (%)	Q1 FY23	QoQ (%)	H1 FY23	H1 FY22	YoY (%)
<b>Revenue from Operation</b>	359.05	303.53	18.3%	346.33	3.7%	705.38	603.97	16.8%
Other Income	16.48	8.49		13.94		30.42	17.70	
<b>Total Revenue</b>	<b>375.53</b>	<b>312.02</b>	<b>20.4%</b>	<b>360.27</b>	<b>4.2%</b>	<b>735.80</b>	<b>621.67</b>	<b>18.4%</b>
				-				
Cost of Goods sold	165.48	125.78	31.6%	157.23	5.2%	322.71	261.74	23.3%
<b>Gross Profit</b>	<b>193.57</b>	<b>177.75</b>	<b>8.9%</b>	<b>189.10</b>	<b>2.4%</b>	<b>382.67</b>	<b>342.23</b>	<b>11.8%</b>
<i>Gross Profit Margin (on Rev from Ope)</i>	<b>53.9%</b>	<b>58.6%</b>		<b>54.6%</b>		<b>54.3%</b>	<b>56.7%</b>	
Employee Benefit Expenses	34.02	28.97	17.4%	32.43	4.9%	66.45	55.68	19.3%
Research and Development expenses	15.15	15.98	-5.2%	12.52	21.0%	27.67	29.12	-5.0%
Other operating expenses	38.82	31.63	22.7%	41.97	-7.5%	80.79	63.65	26.9%
<b>Total expenditure</b>	<b>87.99</b>	<b>76.58</b>	<b>14.9%</b>	<b>86.92</b>	<b>1.2%</b>	<b>174.91</b>	<b>148.45</b>	<b>17.8%</b>
<b>EBITDA</b>	<b>122.06</b>	<b>109.66</b>	<b>11.3%</b>	<b>116.12</b>	<b>5.1%</b>	<b>238.18</b>	<b>211.48</b>	<b>12.6%</b>
<i>EBITDA Margin</i>	32.5%	35.1%		32.2%		32.4%	34.0%	
Depreciation and Amortisation	11.46	11.72	-2.2%	10.97	4.4%	22.43	23.75	-5.6%
<b>EBIT</b>	<b>110.60</b>	<b>97.94</b>	<b>12.9%</b>	<b>105.15</b>	<b>5.2%</b>	<b>215.75</b>	<b>187.73</b>	<b>14.9%</b>
<i>EBIT Margin</i>	<b>29.5%</b>	<b>31.4%</b>		<b>29.2%</b>		<b>29.3%</b>	<b>30.2%</b>	
<i>Finance Cost</i>	0.14	0.21		0.06		0.20	0.48	
<i>Share of Loss in associates</i>	0.01	-		-		0.01	-	
<b>Profit Before Tax</b>	<b>110.45</b>	<b>97.73</b>	<b>13.0%</b>	<b>105.09</b>	<b>5.1%</b>	<b>215.54</b>	<b>187.25</b>	<b>15.1%</b>
<i>PBT Margin</i>	<b>29.4%</b>	<b>31.3%</b>		<b>29.2%</b>		<b>29.3%</b>	<b>30.1%</b>	
Tax	18.42	20.91		18.78	-1.9%	37.20	38.90	-4.4%
<b>Profit after Tax</b>	<b>92.03</b>	<b>76.82</b>	<b>19.8%</b>	<b>86.31</b>	<b>6.6%</b>	<b>178.34</b>	<b>148.35</b>	<b>20.2%</b>
<i>PAT Margin</i>	<b>24.5%</b>	<b>24.6%</b>		<b>24.0%</b>		<b>24.2%</b>	<b>23.9%</b>	

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2.2 Caplin's core business

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2.4 Smart mix of manufacturing and outsourcing; Product capacities

2.5 Research & Development Capabilities

2.6 Delivered Robust Profitable Growth & Returns over the decade

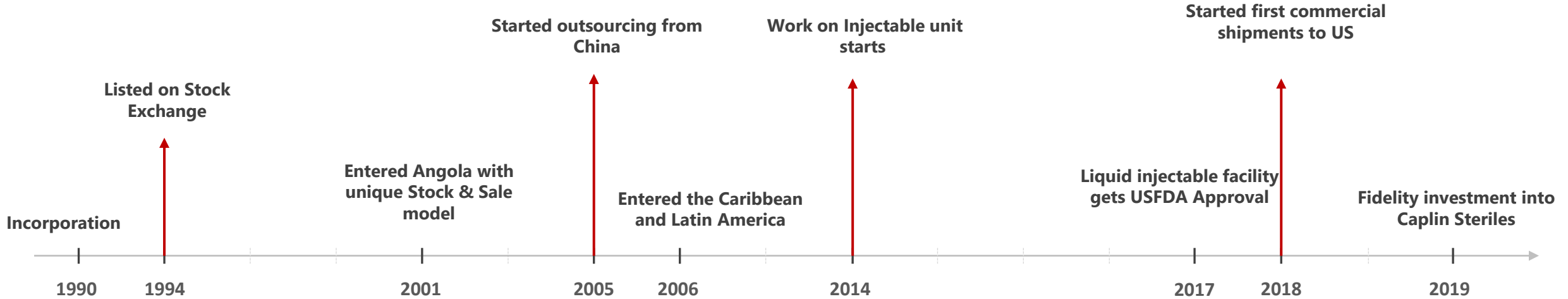
3 Growth engines of Caplin

4 More about Caplin



CP-IV plant at Gummidipoondi, Chennai

# Transformation across the decades



## Contract manufacturer

Market-led Company

Plain vanilla generic products

Introducing products that plugged marketplace gaps

Negative-working capital business

2 main geographies 10 countries  
(Latin America & Francophone Africa)

## Becoming a responsible pharma company

Technology and research-led marketing Company

Mix of generics, branded generics and specialty molecules and Injectables

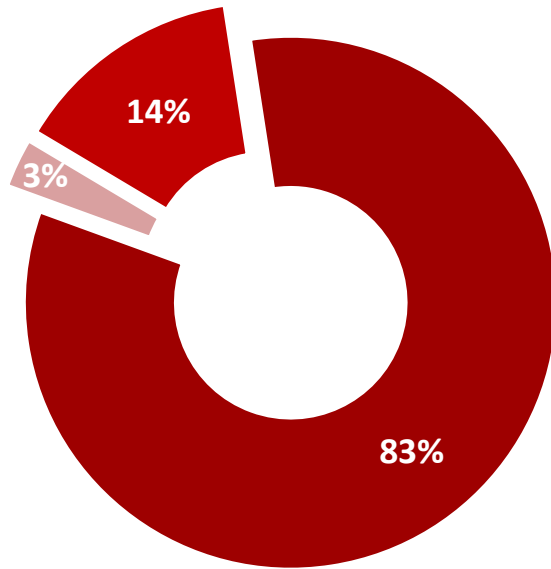
Launch specialty niche products that Create new markets in varied therapy segments

Selective use of Credit strategy to increase market share and remain cash surplus

Extended to Regulated markets like USA with plans to enter Canada, Australia, China and Brazil shortly.

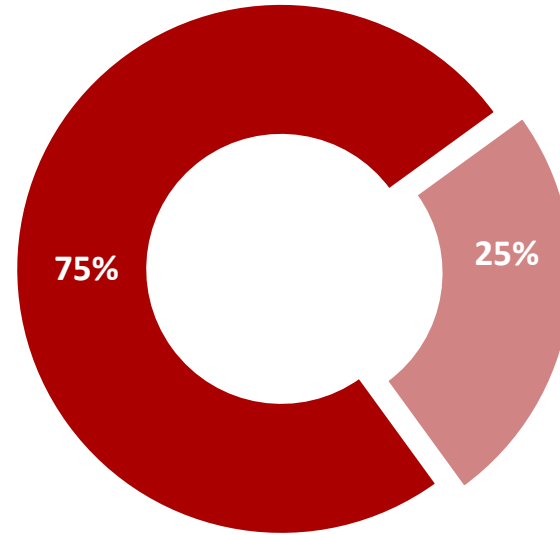
# Our core business – Tapping the untapped markets

Operating Revenue  
(H1FY23)



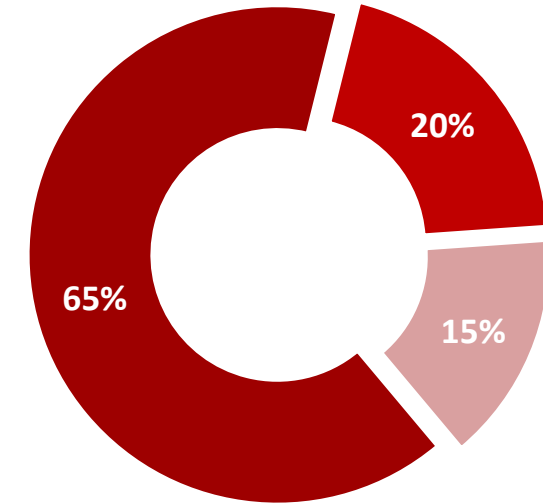
■ Africa ■ US ■ LATAM

Revenue by Business Segment  
(Emerging Markets)  
(H1FY23)



■ Generic ■ Branded Generic

Revenue by Channel  
(Emerging Markets)  
(H1FY23)



■ Distributors ■ Direct Sales  
■ Tender Business

US Business – Injectables and  
Ophthalmic

Emerging Markets (LATAM+Africa) – Generics and Branded Generics

Caplin covers a wide spectrum of pharmaceutical formulations and therapeutic segments across 23 countries with operating revenue of Rs. 705 Cr in H1FY23

## Diversified Product Portfolio with zero reliance on single product / Therapy

4000+ Products registered

650+ Pharmaceutical formulations

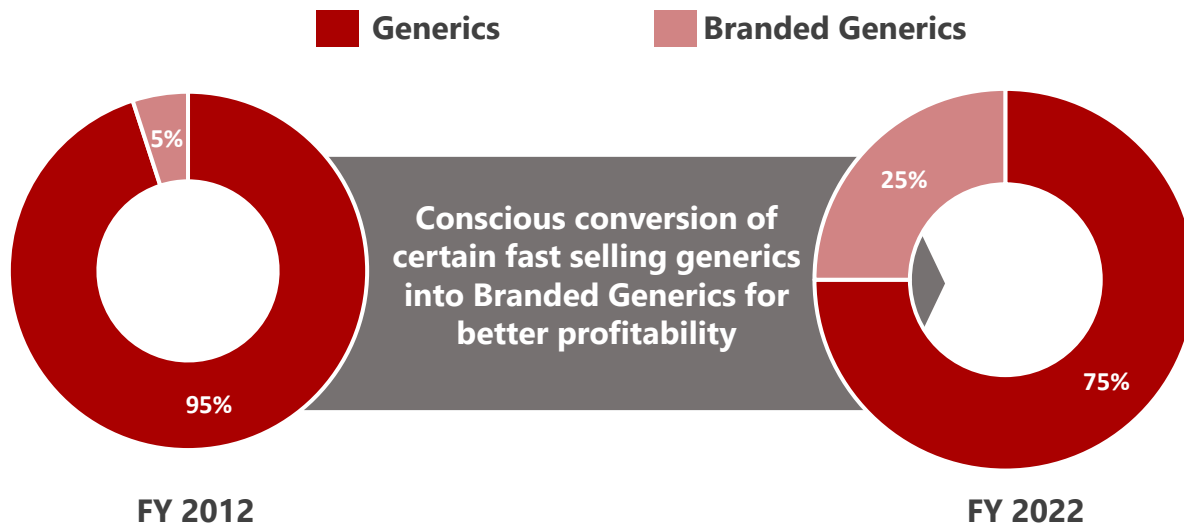
36 Therapeutic Segments

Product mix covers over 60% of WHO essential drug list

Latest focus towards complex spaces

Accounts for larger shelf share across pharmacies on account of a widening product basket

## Changing product mix



## Our Products

- ✓ Tablets
- ✓ capsules
- ✓ Injections (liquid & lyophilized, pre-filled syringes)
- ✓ Ophthalmic
- ✓ Liquid Orals
- ✓ Softgel Capsules
- ✓ Ointments, Creams & Gels
- ✓ Powder for injections
- ✓ Suppositories & Ovules
- ✓ Dermocosmetics
- ✓ Surgicals & Disposables
- ✓ Pre-Mix Bag Formulations
- ✓ Inhalers & Sprays
- ✓ IV infusion

# Smart mix of manufacturing, outsourcing; product capacities

Exports

55% of the products produced inhouse

45% of the products are outsourced from quality conscious partners in India and China

India  
70%

China  
30%



## CP I plant:

### Generics and Branded Generics

- Liquid injections in Vials, Ampoules and Pre-Filled Syringes.
- Tablets
- Capsules
- Liquid Orals (Syrup & Suspension)
- Soft Gelatin Capsules
- Suppositories and Ovules

INVIMA and WHO-GMP

Suthukeny, Puducherry

## CP IV Plant (Part of Caplin Steriles Limited)

### Injectables and Ophthalmic

- Vials
- Lyophilized Vials
- Ophthalmic
- Pre-Mixed Bags
- Pre-Filled Syringes

US FDA, EU-GMP, and INVIMA

Gummidipoondi, Chennai

## Total Annual Product Capacity

1,500 Mn  
Tablets

400 Mn  
Capsules

12 Mn  
Pre-Mix Bags

20 Mn  
Liquid Injection in  
Ampoules

65 Mn  
Liquid Injections in  
Vials

6 Mn  
Bottles of Liquids

1 Mn  
Bottles of Dry  
Syrups

12 Mn  
Pre-Filled  
Syringes

12 Mn  
Ophthalmic units

220 Mn  
Soft Gels

30 Mn  
Suppositories

1.2 Mn  
Lyophilized Vials

Caplin's smart strategy of balanced manufacturing and outsourcing makes it possible to be a lean organisation as well as de-risk against cost escalations, currency fluctuations and other headwinds

# Research & Development Capabilities

## 5 Dedicated Facilities

Caplin has 5 dedicated R&D setups (3 – DSIR approved and 2 under approval)

## INR 355 Cr Capex

Continuous capex investment of over INR 355 Cr over last 5 years towards enhanced manufacturing and R&D capabilities

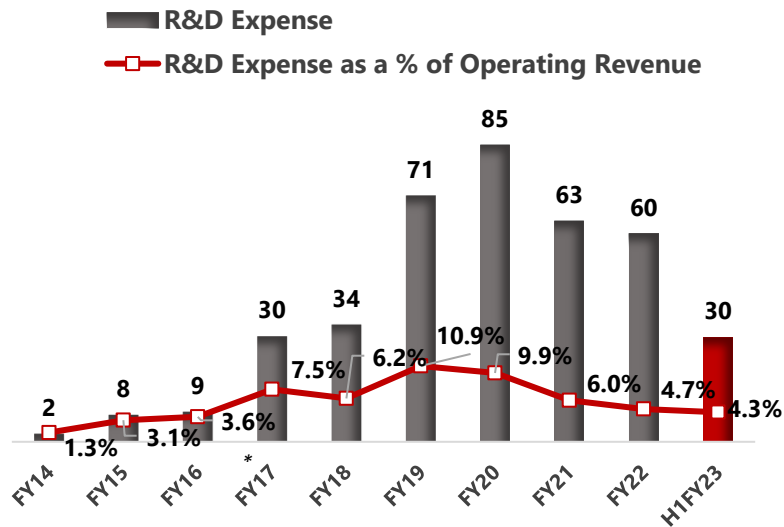
## R&D Expense

Total R&D Spends (Capex + Opex) is 19% of FY22 PAT

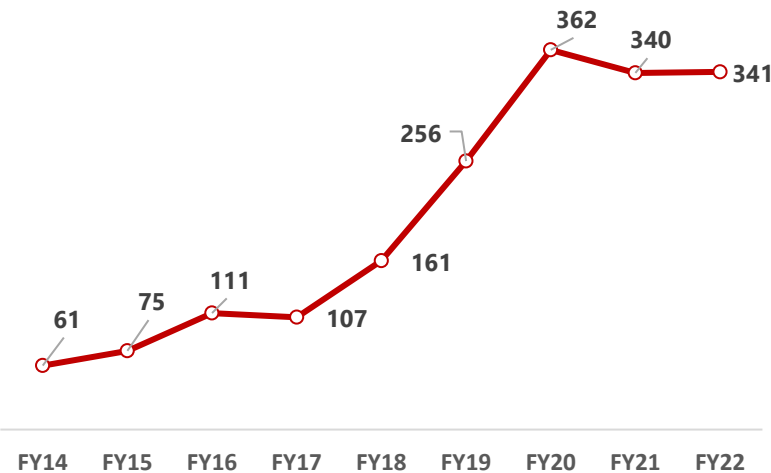
## API

Completed R&D for 22 APIs to be used for backward integration in US and Emerging markets. On track for the DMF filing

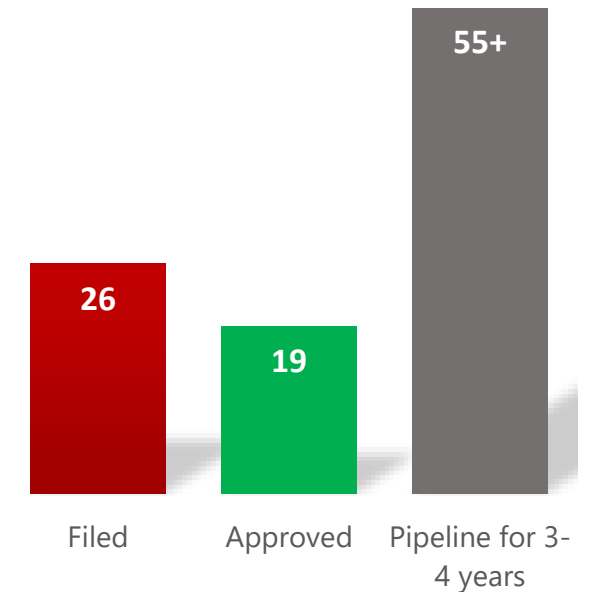
### R&D expense – Capex + Opex (INR Cr)



### R&D Team at Caplin (Nos)



### ANDA Pipeline

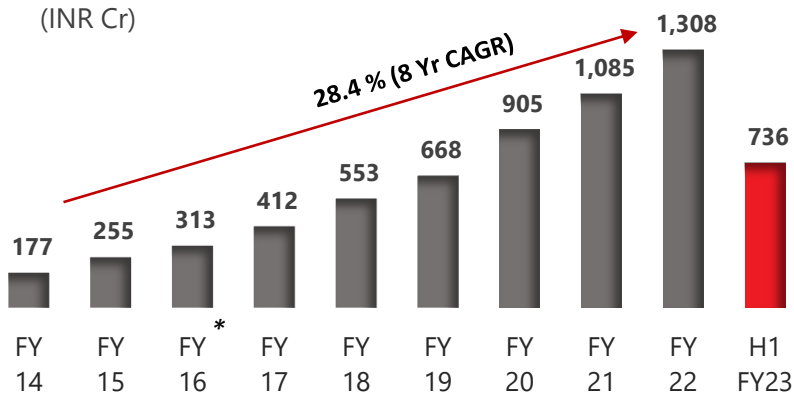


Caplin ranks #1 in India across all industries, for R&D spend as a percentage of Revenue on average in the past 5 years.\*

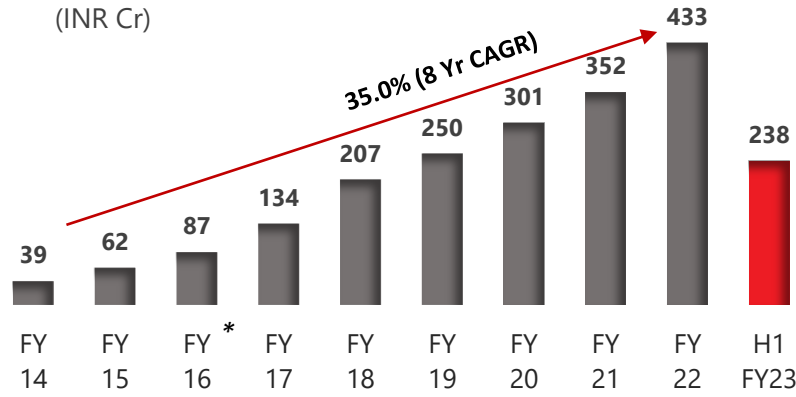
\*Source – CNBC-TV18, Dec 31st 2020

# Delivered Robust Profitable Growth & Returns over the years

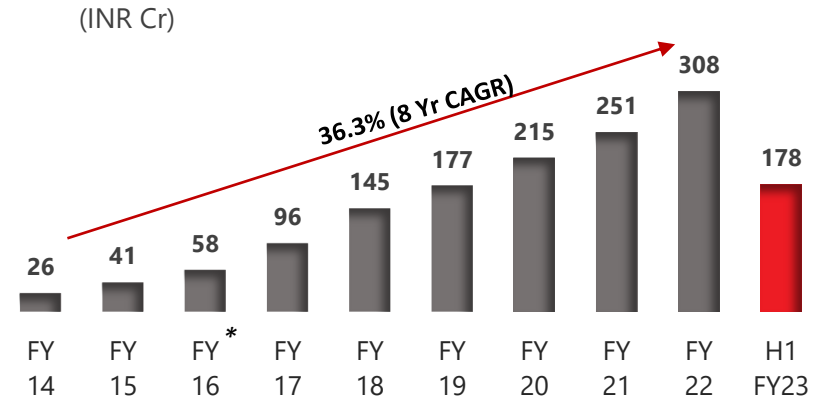
## Total Revenue



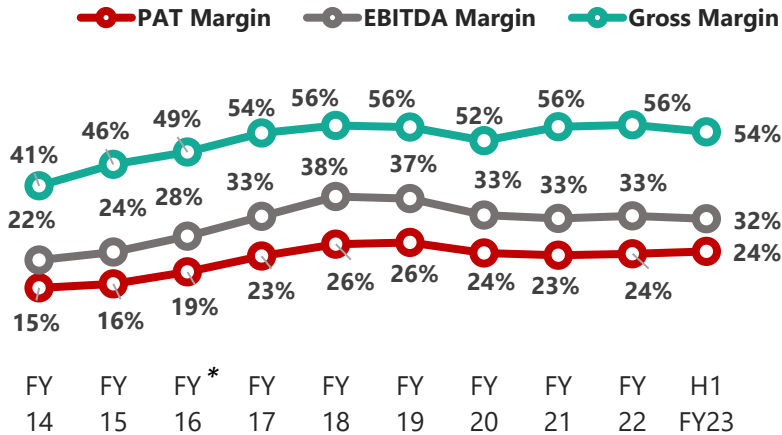
## EBITDA



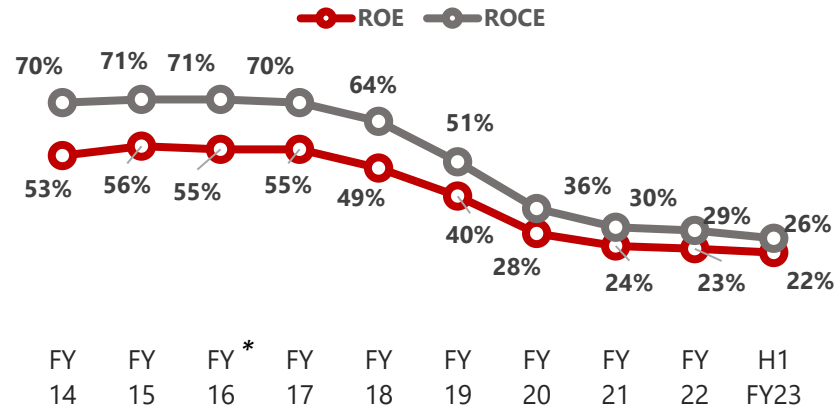
## PAT



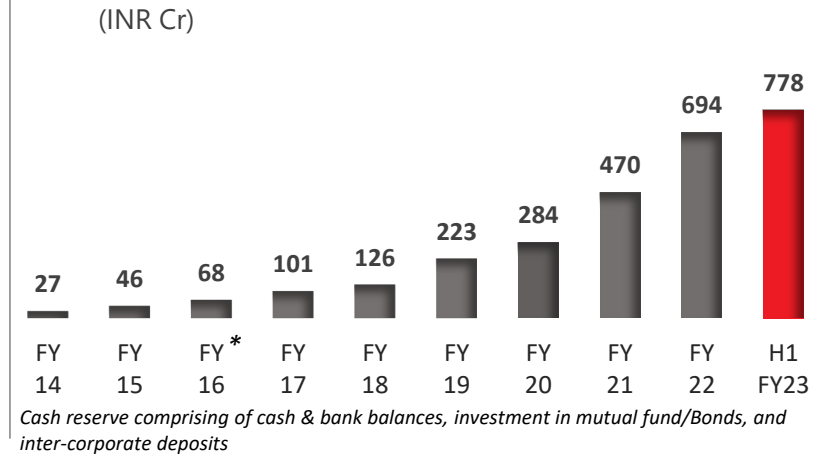
## Robust Margins



## Consistently delivered strong returns



## Cash and Cash Equivalent



Target achieved

2016 Top Line is now 2022 Bottom Line

New Target

To achieve a Cash Surplus of Rs.1000 ~ 1500 Cr in the next 5 years

\*FY16 was only 9 months due to change in fiscal year of the company and therefore the FY16 numbers are Annualized



# Content

1 Q2 & H1FY23 Highlights

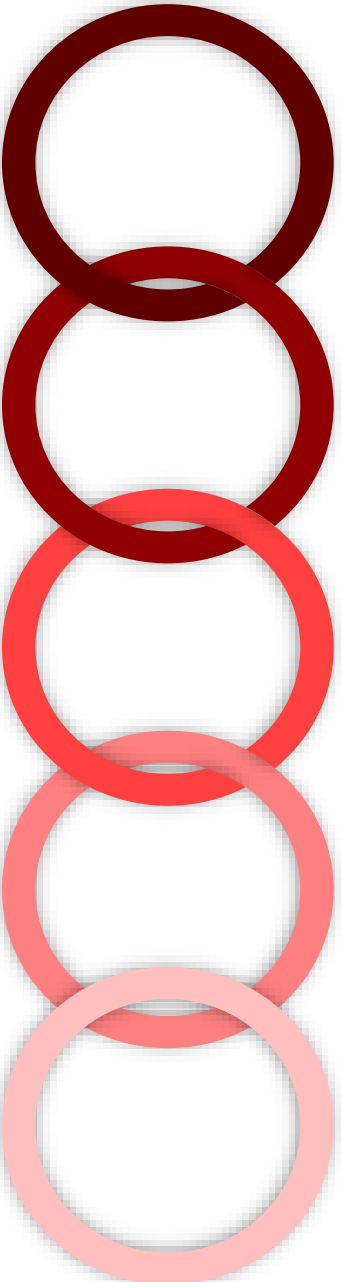
2 Understanding Caplin

3 Growth Engines of Caplin

4 Appendix



Amaris Clinical - CRO Clinic, Chennai



01

## **Core business to grow at historical pace...**

Caplin's core business which is focused on Latin America and Francophone Africa is expected to grow at above industry-average pace with margins expected to improve with increased branded generics business

02

## **... with US Business to boost the growth...**

Aspiration is to have exceptional compliance record and focus on niche products which continues to be in shortage in US market. Caplin believes US business to be one of its primary engines that will drive growth

03

## **... backed by enhanced value chain...**

Backward and forward integration to help save cost, capture more market and control supply chain which is expected to boost earnings

04

## **... Strong balance sheet and...**

Caplin's DNA of remaining debt-free and self-sustenance is highlighted by increasing cash surplus over the years. Strong Balance sheet of Caplin acts as an anchor for our long-term vision

05

## **... Expansion into other geographies and widening of the portfolio**

Caplin plans to enter more regulated markets such as Canada, Australia, China, Russia/CIS as well as enter the bigger LATAM markets of Mexico and Brazil in the near to medium term horizon

## Overview

### LATAM

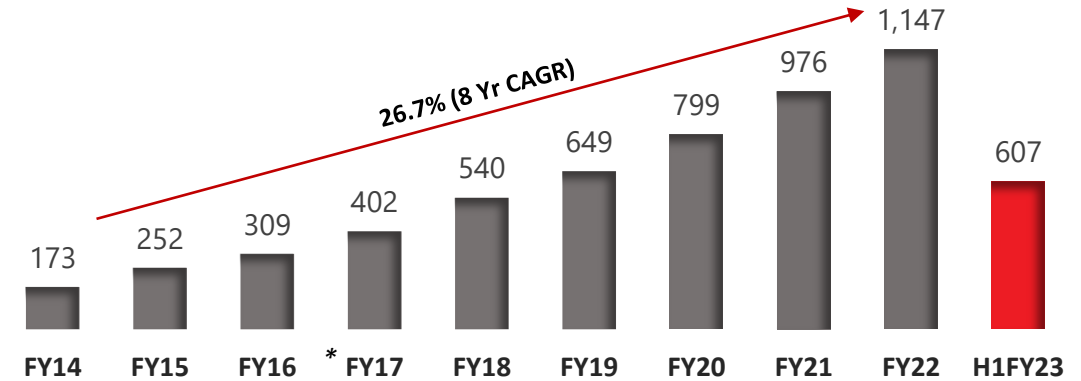
- **No. 1 Indian player in Central America**
- Increased its LATAM footprint from **two countries to 12 countries within a decade**
- Entry into Pharmacy sales through **Healthcare portal**, for higher margins and offtake
- Company has earmarked **Mexico and Chile as the next immediate avenues for growth** in LatAm. Company has 1 product approved in Mexico, with 6 more approvals expected in the next few quarters. Company currently has 75 product registrations in Chile.

### Africa

- **One of the first few Indian pharmaceutical companies to extend to West Africa** with Brand Marketing
- **High Recognition** of CPL's brands across Francophone Africa

## Performance

### Operating Revenue from LATAM + Africa (INR Cr)



\*FY16 was only 9 months due to change in fiscal year of the company and therefore the FY16 numbers are Annualized

## Expansion

- ✓ Increasing focus to larger Latin American countries such as Chile, Colombia and expansion in Mexico and Brazil
- ✓ Working on additional 150 formulations specifically targeting 3 expansion areas – Hospital Injectables, Neuropsychiatric products in Brand Marketing and Anti-Cancer products.

## Pharmacy automation

- ✓ To increase profitability and augment strong capabilities in the Supply Chain.
- ✓ 'QuetenX', part of 10X Healthcare portal, continues to show strong traction, reaching 1,000+ unique B2B customers in Latin America

## Strategy

## End to end business model

- ✓ Acquisition of distributors in LATAM region creates an end-to-end business model

## Bottom of the Pyramid

- ✓ Continued focus on the Bottom of the Pyramid, creating a stickiness factor for Caplin's products

## Quétenx B2B E-Commerce Sales 2022

Quétenx is the first B2B Marketplace in Central America for Online Pharmacy Purchases



Highlights JAN-MAY 2022

- USD 1.4MM** Driven Sales through digital channel 2022
- 1k+** Unique Customers
- 6.6K** Orders through digital channel

- USD 202k** Monthly Average 2022
- 452 SKUs** Monthly Average 2022

## Overview

- Invested ~Rs.450 Crore in Capex and Opex for the 5 years since 2014 through internal accruals to enter the US and Regulated markets
- Entered US Market in 2017-18 with launch of Ketorolac Inj, currently owned by Baxter. Launched 15 products in total in the US, through partners such as Fresenius Kabi, Baxter, Sagent, Xellia, Somerset, Meitheal and others.
- Caplin received approval from Brazil's ANVISA for Injectable plant through mutual recognition of US FDA EIR.
- Company has made significant progress towards digitalization of all Quality processes with the implementation of the Labware LIMS system.
- Non-US markets: 5 products filed in Canada and Mexico, 3 in Australia, 2 in South Africa, and 1 each in EU and China.

## Injectable plant Inspection history

Plant has undergone 3 US FDA, 2 EU GMP audits and 1 ANVISA successfully since 2016

Date	Authority	Observations/ 483 / Warning letter
Aug 2021	ANVISA	No observations
June 2019	USFDA	2 observations of procedural nature
October 2018	USFDA	No observations
October 2016	USFDA	2 observations of procedural nature
May 2015	EU GMP	No Critical observations
Sep 2018	EU GMP	No Critical observations

### Creating the brand Caplin in US market

- ✓ Strengthening the US Credentials by entering niche high value Injectable and Ophthalmic segment
- ✓ Filing a mix of Simple and Complex injectables in US under Caplin's name
- ✓ Planning to have front-end presence by Q4FY23 in the US market to launch own label & expand.

### Focused on a niche segment

- ✓ The Company believes in focusing on this niche segment as there's a chronic gap between demand and supply in Injectables in the US market, resulting in frequent shortages. Injectables have seen lesser price erosion comparatively due to these shortages.

## Strategy

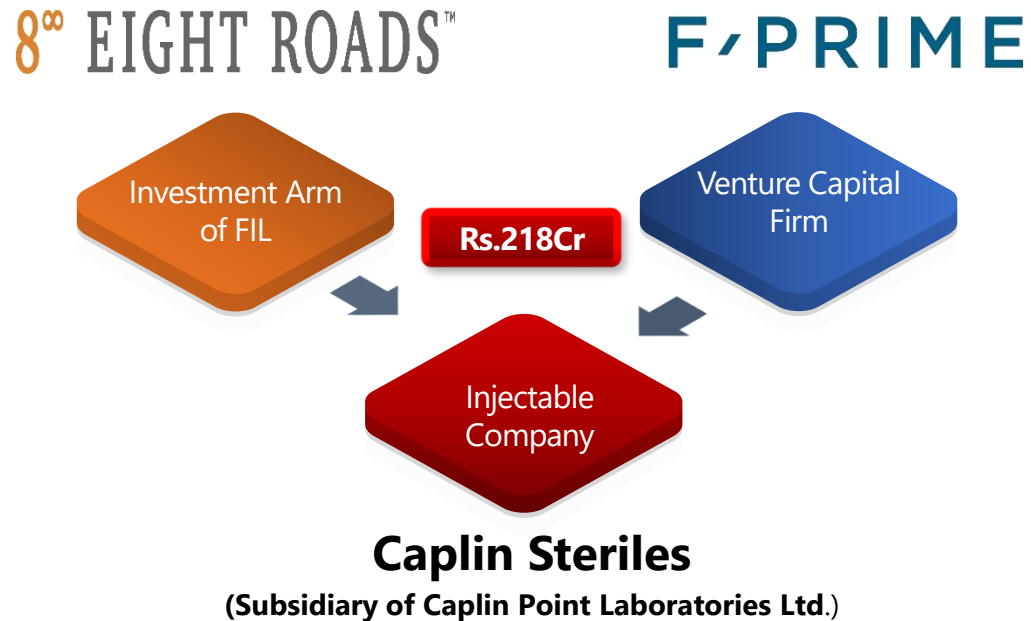
### Strategic Partner

- ✓ Fidelity invested INR 218 Cr. in Caplin Steriles (Caplin's US business) for minority stake.
- ✓ Fidelity is known to be a long-term knowledge partner with over 50% of worldwide private investments into Healthcare. This helps bringing us access to a powerful investment platform spanning Asia, Europe and the US.

### Capacity expansion & backward integration

- ✓ 3x Capacity expansion ongoing at Caplin Steriles Plant – CP-4
- ✓ API backward integration plan for US business is on track
- ✓ **Expansion into Pre-Mix Bags, Lyophilized Vials and Pre-Filled Syringes soon**

## Transaction Structure



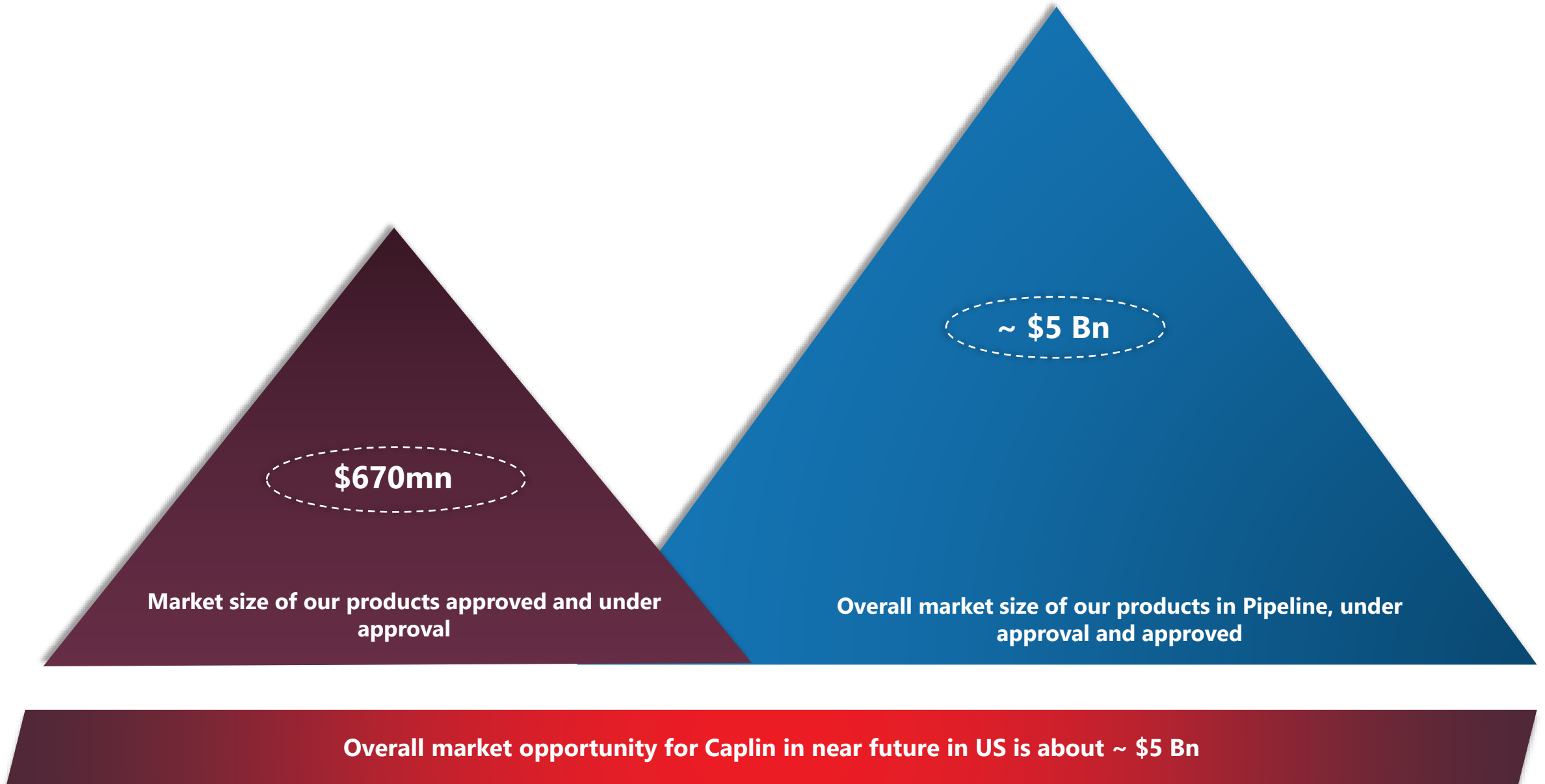
## Transaction Details

### Objective

- Increase R&D capabilities to include Complex Injectable and Ophthalmic products portfolio and enhance capacities at Plant.
- **Eight Roads and F-Prime Capital – Fidelity** together bring access to a powerful investment platform spanning **Asia, Europe and the US**.

### Key Transaction Highlights

- Caplin Steriles Ltd, subsidiary of Caplin Point Laboratories Ltd. will cater to the rapidly growing demand for **injectable products** in the regulated markets, especially the **US and other Regulated Markets**.
- **Eight Roads Ventures and F-Prime Capital** invests **INR 218Cr for Minority** stake, with cash infusion coming into Caplin Steriles Ltd.
- **Fidelity** known to be a long term knowledge partner with over 50% of worldwide private investments into Healthcare.
- The subsidiary has already filed **26 ANDAs** on its own and through partners with the **US FDA**, with **19 approvals till date**.



## Our strategic decisions which will help us in scaling up value chain

### Plant to Portal

- Proposed extension from product manufacture to retail interface through Healthcare portal automating pharmacies, clinics and diagnostic labs.
- This deployment of healthcare portal would generate big data for generics which will lead to better product positioning and insights

1

### Direct approach

- Direct marketing to pharmacies and wholesalers; circumventing trade channels. Currently 20% revenue is generated from direct sales.

### Widen interface

- With 15,000 pharmacies to address bottom-of-the-pyramid customers and engage with doctors

2

### Forward integration

- Caplin moves further up the Value Chain with acquisition of its Channel partners at Latin America.
- Thereby controlling manufacturing, export, import, distribution with direct access to retailers and wholesalers.

3

### Backward integration

- API Plant will cater to US and LATAM business as well as upcoming Oncology business.
- Backward integration into API for complex injectable products
- Targeting complete backward integration from Key Starting Material (KSM) to Intermediates and API.

4

### Setting up of CRO

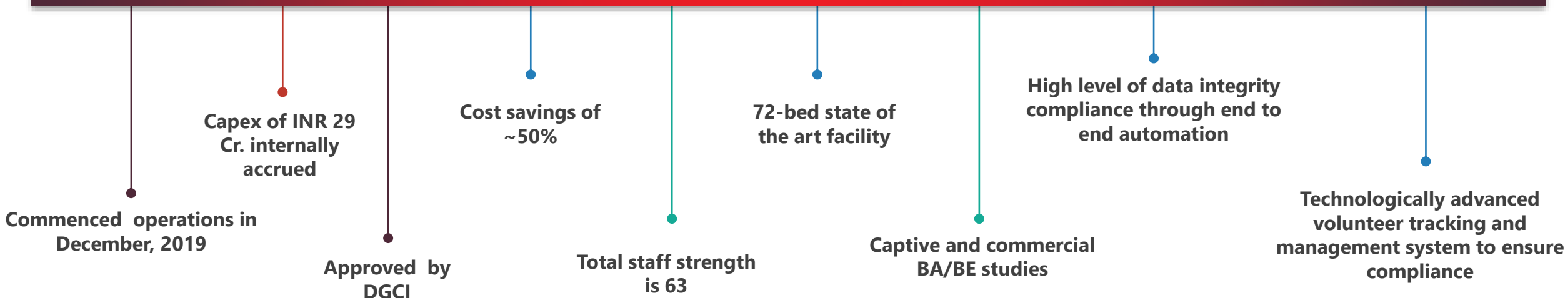
- CRO wing of Caplin Point will cover BE/BA studies for captive consumption, before scaling up as a commercial CRO
- Target markets are China, US, EU and LATAM
- Company's CRO wing Amaris Clinical completes back-to-back virtual and physical US FDA audits, **EIR received for the first inspection.**

5

These strategic decisions which will help caplin to have a better cost advantage is future, gather better intel on the market it operates in, better understand the market trends and changing customer needs as well as better access to some of its markets



## Amaris Clinical – Highlights



### Regulatory approvals



### Regulatory clearance targeted



### State of the Art Technology

#### Andrew Alliance - Auto Pipetting System



The pipetting robot. This liquid handling robot ensures fully traceable and reproducible experiments by automation of complete laboratory workflows – using conventional pipettes and labware

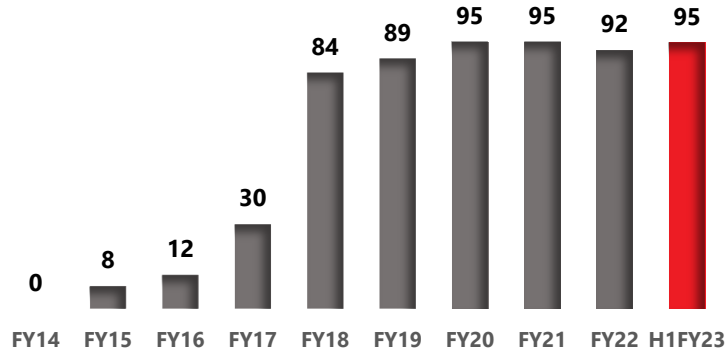
#### Hamilton Automated Sample Access Manager (Sam HD)



- ✓ A first of its kind in India, SAM HD is a completely automated sample management system ensuring high integrity and speed of processing
- ✓ Amaris Clinical is the first CRO in India to have this Automated Storage System

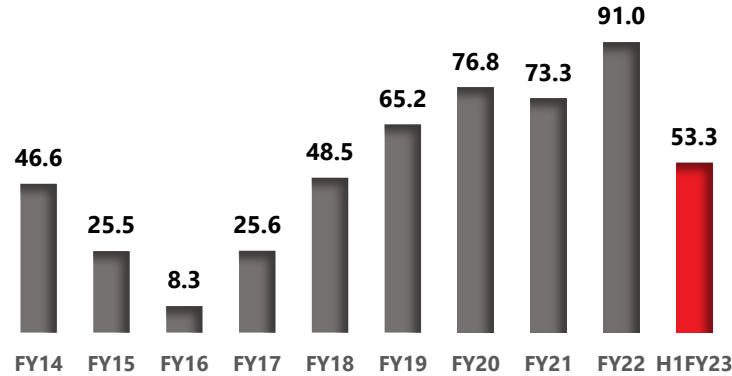
## Caplin's strong balance sheet acts as an anchor for its vision of perceiving an 'Invisible opportunity'

### Receivable Days



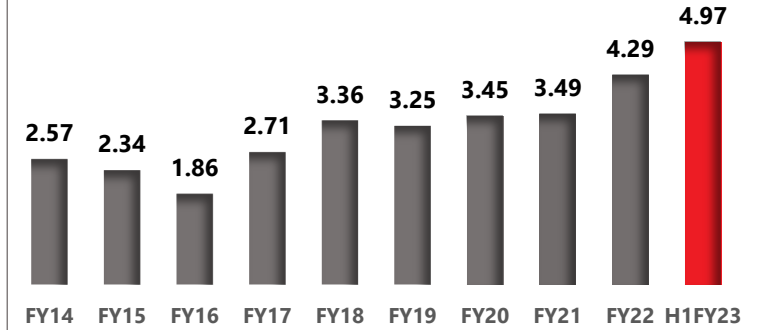
Stable Receivables over the recent period

### Total Capex (INR Cr)



Caplin has incurred strong capex in recent years to enable future growth for next 5 years

### Fixed Asset Turnover Ratio



Company has maintained optimal asset turnover ratio over the years

Caplin had acquired most of its Channel partners in Latin American markets

Caplin is a net debt free company

**Caplin is expanding its presence in regulated countries, larger markets of Latin America, Russia/CIS markets, China, and other Asian Countries**

# Content

1 Q2 & H1FY23 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin

4.1 Experienced and Visionary Board of Directors

4.2 Shareholder Information



R&D centre



**Mr. C.C. Paarthipan**  
*Chairman*

- ✓ 30+ Years of experience in the pharmaceutical industry
- ✓ Spearheading the group in its multi-pronged growth approach
- ✓ First Gen Entrepreneur with a focus towards bottom of the pyramid



**Dr. Sridhar Ganesan**  
*Managing Director*

- ✓ 35+ Years experience in Pharmaceutical Industry
- ✓ Previously, held leadership positions in several international assignments
- ✓ The Government of India's Pharmaceutical Export Promotion Council of India has designated him as an "Honorary Expert"
- ✓ Has been a Faculty in BITS



**Dr. R Nagendran**  
*Independent Director*

- ✓ Ph.D in Ecology and Ethology and M.SC in Zoology
- ✓ Former Expert Member of the National Green Tribunal and former Head of Department of Environmental Science in St. Joseph's College, Bangalore.



**Mr S Deenadayalan**  
*Independent Director*

- ✓ Post Graduate degree in Social Work from Madras School of Social Work and Under Graduate degree in Sociology from Annamalai University
- ✓ Has extensively worked and mentors individuals enabling them to become successful professionals and more than 30,000 municipal school students have been benefitted by his idealistic model.



**D Sathyanarayanan**  
*Independent Director*

- ✓ 30+ years experience in application dev. & implementation
- ✓ MS from Stanford University and bachelors from IIT-Madras



**Dr. C K Gariyali, IAS**  
*Independent Director*

- ✓ Retired IAS Officer and holds a Doctorate in Women Studies
- ✓ Was Principal Secretary to the Governor of Tamil Nadu from 2005-08
- ✓ Was Secretary to Hon'ble CM of Tamil Nadu
- ✓ Worked with various International Agencies like World Bank etc.



**Mr V Thirumalai**  
*Independent Director*

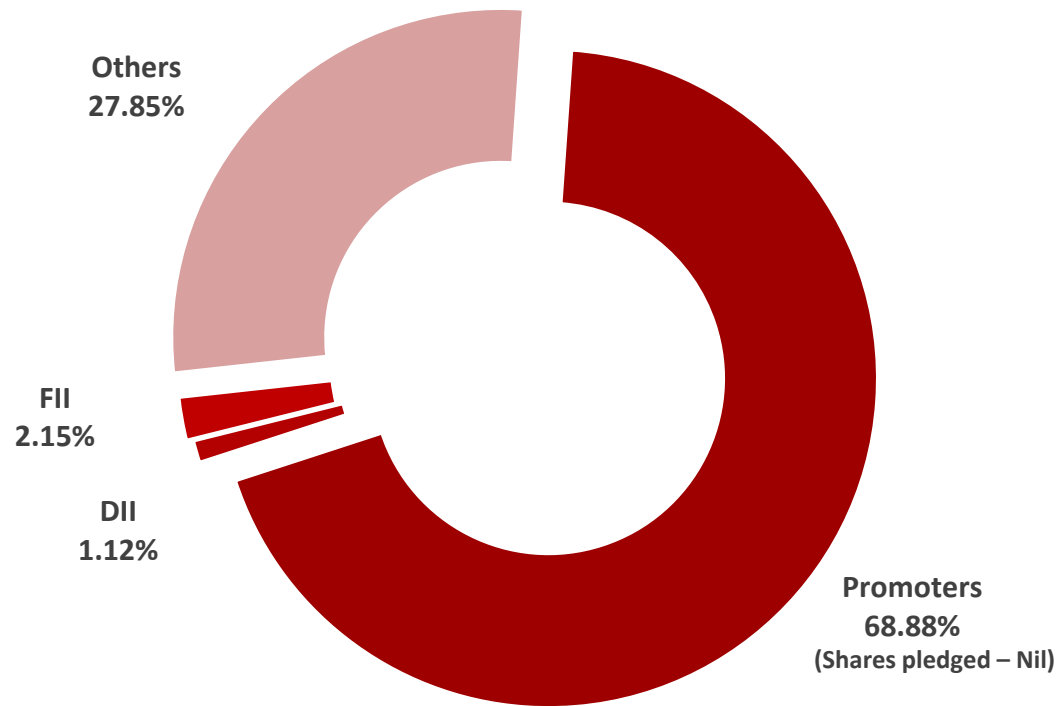
- ✓ 50+ years experience in the field of finance, HR, management & industrial relations
- ✓ Post Graduate in Commerce



**R Viswanathan**  
*Independent Director*

- ✓ Retired ambassador of India to Argentina, Uruguay & Paraguay – 2007 to 2012
- ✓ Latin American expert, widely renowned for his initiatives bringing Latin America closer to India.

Caplin Shareholding as on 30<sup>th</sup> September 2022

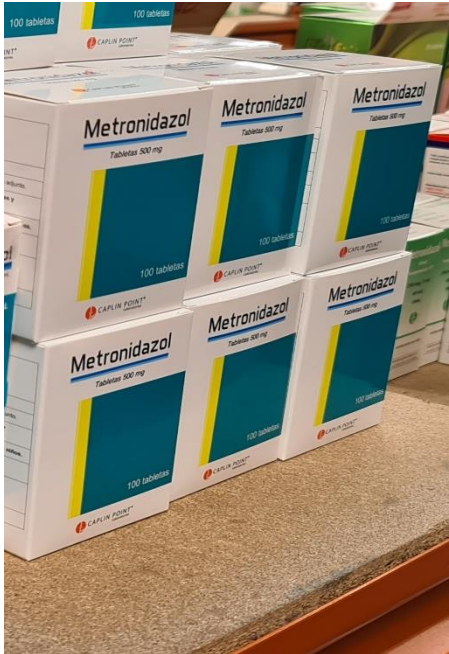


Share Information (as on 30<sup>th</sup> September 2022)

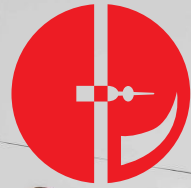
NSE Ticker	CAPLIPOINT
BSE Ticker	524742
Market Cap (INR Cr)	5,642
% free-float	31.12%
Free-float market cap (INR Cr)	1,755
Total Debt (INR Cr)	0.17
Cash & Cash Equivalents (INR Cr)	778
Shares Outstanding	7,58,00,542
3M ADTV (Shares)*	87,555
3M ADTV (INR Cr)*	6.85
Industry	Pharmaceuticals

\*Source: NSE & BSE

# Our Products







# Caplin Point Laboratories Limited

## Investor Relations at Caplin

■ Mr G Venkatram  
investors@caplinpoint.net

**Ernst & Young**  
Rahul Thakur  
rahul.thakur@in.ey.com

**BSE**

524742

 **NSE CAPLIPPOINT**

CIN: L24231TN1990PLC019053 | ISIN: INE475E01026 | DUNS:86-148-4556 | WWW.CAPLINPOINT.NET

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