

Caplin Point Laboratories *Ltd.*

Investor Presentation August 2022

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

Second Largest wealth creator for the decade ending 2020*

#Value Research magazine – Wealth Insight June 2022 issue
*The Economic Times



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Headquarters, Chennai

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CP-I plant at Suthukeny, Puducherry

Financial Highlights

- **Total Revenue of Rs 360.27 Cr for Q1FY23**, registered a growth of **16.3%** over Q1FY22. **Gross Margins** stable at ~ **55%** in Q1FY23
- **PAT** increased by 20.7% to **Rs. 86.31 Cr in Q1FY23** against Rs. 71.53 Cr in Q1FY22
- **Basic EPS** grew by 20% to **Rs. 11.21 in Q1FY23** against Rs. 9.37 in Q1FY22 (Not Annualized)
- **Cash and Cash Surplus at Rs. 746 Cr for Q1FY23**
- **Cash flow from Operations** (CFO) stood at **Rs. 78 Cr** in Q1FY23
- **Receivables** stable at around **93 days** in Q1FY23
- **Inventories are at Rs. 257 Cr** (including in-transit inventory)

Emerging Markets Business Highlights

- **Current breakup of sales:** Private Market sales to Distributors – 62%; Sales to Pharmacies/Retail – 20%; Institutional Sales – 18%.
- Company receives **298 new product approvals** across multiple countries in LatAm in 2022. Total product licenses across the globe at over 4000.
- Company finalizes plans to start a **Warehouse in Chile**, with specific focus on **Private Market and specialized generics in Tenders**. The Company already has 75 products approved in Chile.
- Company had won **2 Institutional Tenders at El Salvador (US\$6.2 million) and Ecuador (US\$14.5 million)**. Supply to El Salvador will be completed by Q2 and Ecuador will be over next 15~18 months.
- Company's CRO wing **AMARIS CLINICAL receives approval from ISP Chile**, in addition to US FDA EIR. Around **9 products shortlisted for conducting BE studies for Chile**, for Caplin.
- Company sets up a **new marketing team for Vietnam and Cambodia** with first order for Cambodia already received.
- Company sets up a **new division for Operational Excellence**, with senior-level hires already completed. Targets digital transformation, lean manufacturing, cost and energy efficiencies, and overall cultural excellence as short to mid-term goals.

US & Regulated Markets Business Highlights

- Caplin Steriles' (CSL) operating **revenue grows 61% YoY to Rs. 41.14 Cr**, with a healthy mix of Products, Milestone and Profit Share revenues. Typical milestone payments are from out-licensing CSL ANDA's to front end partners and payments for CMO projects.
- Company's **current order book for FY23 is Rs.175 Cr, not including Profit Share and other Licensing/Milestone revenues.**
- Caplin Steriles **completed the development of 2 complex emulsion injectables** products with a target to file them during the current financial year. **On track to complete 3 more complex products** in the next 3-4 months.
- Company has **5 ANDAs under review with FDA**, likely to be approved within the next 2-3 Quarters.
- Company **plans to file 10 more by FY23**, of which 5 are Ophthalmic/Otic products, 2 are Complex Injectables and 3 Ready To Use Bag products.
- Company plans **to launch its own label in the US by Dec 2022**, for 3 approved products.
- Non-US markets: **5 products filed in Canada and Mexico, 3 in Australia and 1 each in South Africa, EU and China.**
- Overall development pipeline remains robust, with **55+ ANDAs under development** with an **addressable market in US at ~ \$4.9 Billion.**
- **First two complex emulsion injectable developed from CSL will be filed within FY23**, with Biostudies completed at AMARIS CLINICAL for one of the products.
- Company has made significant progress towards digitalization of all Quality processes, with implementation of Labware LIMS system. Also taken on multiple other digitalization activities including SAP, to achieve a goal of being paperless at the Injectable facility.

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:

- ▶ Company has strategically split up the expansion at Caplin Steriles into 2 separate units. Target is to achieve better flexibility, quicker qualification timelines, and utilization of additional capacity earlier than originally planned.
- ▶ Phase 2 of Unit 1 to have a high-speed Vial Line and expansion of Warehouse Capacity. Unit 2 will have a high-speed Vial Line with large Lyophilization capacity and a Pre-Filled Syringe line that is also capable of handling Cartridges and Devices. Unit 2 will have provision to add 4 more filling lines. Timeline for completion of Phase 2 (Unit 1) is Feb 2023 and Unit 2 is Dec 2023.

Capacity Expansion at ROW facility

- ▶ Addition of a new Softgel Line, expansion of Injectable capacity and expansion of Warehouse 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 nearing completion, with validations for process equipment to be initiated by next quarter.
- ▶ Injectable line ordered from Steriline (Italy) and Lyophilizer from Tofflon (China). Injectable process equipment to be received by H2FY23.

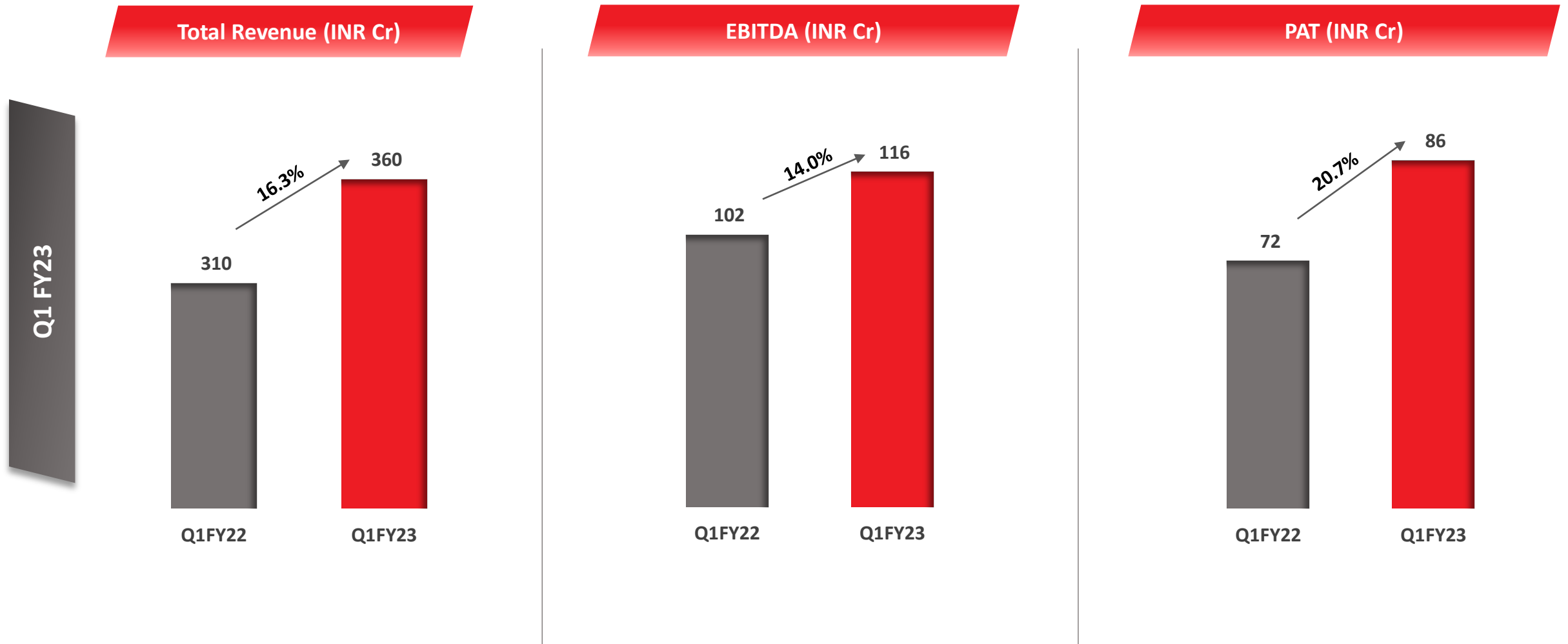
~ 130 cr

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
- ▶ Company plans for greenfield API facility at Thervoy SIPCOT site, Near caplin Steriles' plant in Chennai, which was acquired in 2020. Project to have 2 dedicated blocks for Oncology and General Category APIs. Design Drawing and Detail Engineering completed.
- ▶ API Plant will cater to US and LATAM business as well as upcoming Oncology business.
- ▶ Targeting complete backward integration from Key Starting Material (KSM) to Intermediates and API.

~ INR 100 cr

Q1FY23 - Robust revenue growth coupled with stable margins



P&L for the Quarter – Consolidated

Value (INR Cr)	Q1 FY23	Q1 FY22	YoY (%)	Q4 FY22	QoQ (%)
Revenue from Operation	346.33	300.44	15.3%	339.24	2.1%
Other Income	13.94	9.21		11.51	
Total Revenue	360.27	309.65	16.3%	350.75	2.7%
Cost of Goods sold	157.23	135.96	15.6%	151.92	3.5%
Gross Profit	189.10	164.48	15.0%	187.32	1.0%
<i>Gross Profit Margin (on Rev from Ope)</i>	54.6%	54.7%		55.2%	
Employee Benefit Expenses	32.43	26.71	21.4%	30.24	7.2%
Research and Development expenses	12.52	13.14	-4.7%	15.46	-19.0%
Other operating expenses	41.97	32.02	31.1%	41.68	0.7%
Total expenditure	86.92	71.87	20.9%	87.38	-0.5%
EBITDA	116.12	101.82	14.0%	111.45	4.2%
<i>EBITDA Margin</i>	32.2%	32.9%		31.8%	
Depreciation and Amortisation	10.97	12.03	-8.8%	11.45	-4.2%
EBIT	105.15	89.79	17.1%	100.00	5.1%
<i>EBIT Margin</i>	29.2%	29.0%		28.5%	
<i>Finance Cost</i>	0.06	0.27		0.08	
Profit Before Tax	105.09	89.52	17.4%	99.92	5.2%
<i>PBT Margin</i>	29.2%	28.9%		28.5%	
Tax	18.78	17.99		19.09	-1.6%
Profit after Tax	86.31	71.53	20.7%	80.83	6.8%
<i>PAT Margin</i>	24.0%	23.1%		23.0%	

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2.1 Transformation across the decades

2.2 Caplin's core business

2.3 Diversified Product Portfolio with a balanced product mix

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

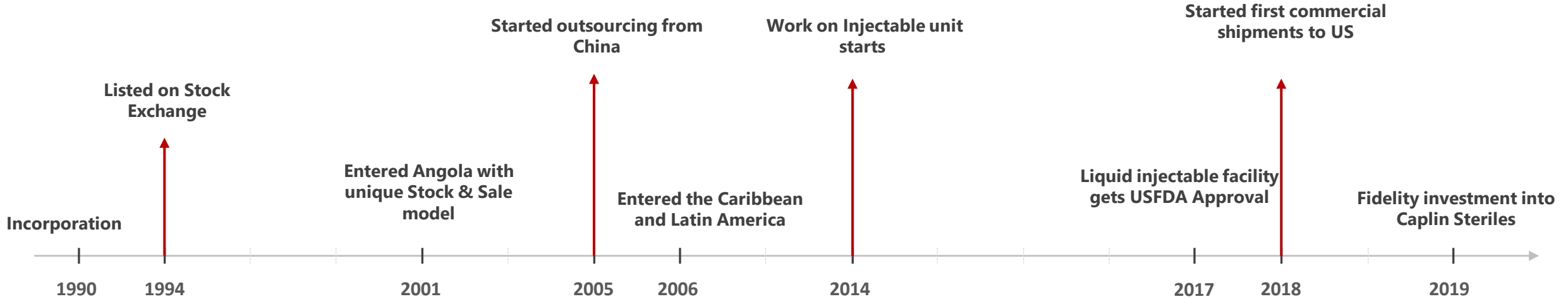
3 Growth engines of Caplin

4 More about Caplin



CP-IV plant at Gummidipoondi, Chennai

Transformation across the decades



Contract manufacturer

Becoming a responsible pharma company

Market-led Company

Technology and research-led marketing Company

Plain vanilla generic products

Mix of generics, branded generics and specialty molecules and Injectables

Introducing products that plugged marketplace gaps

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

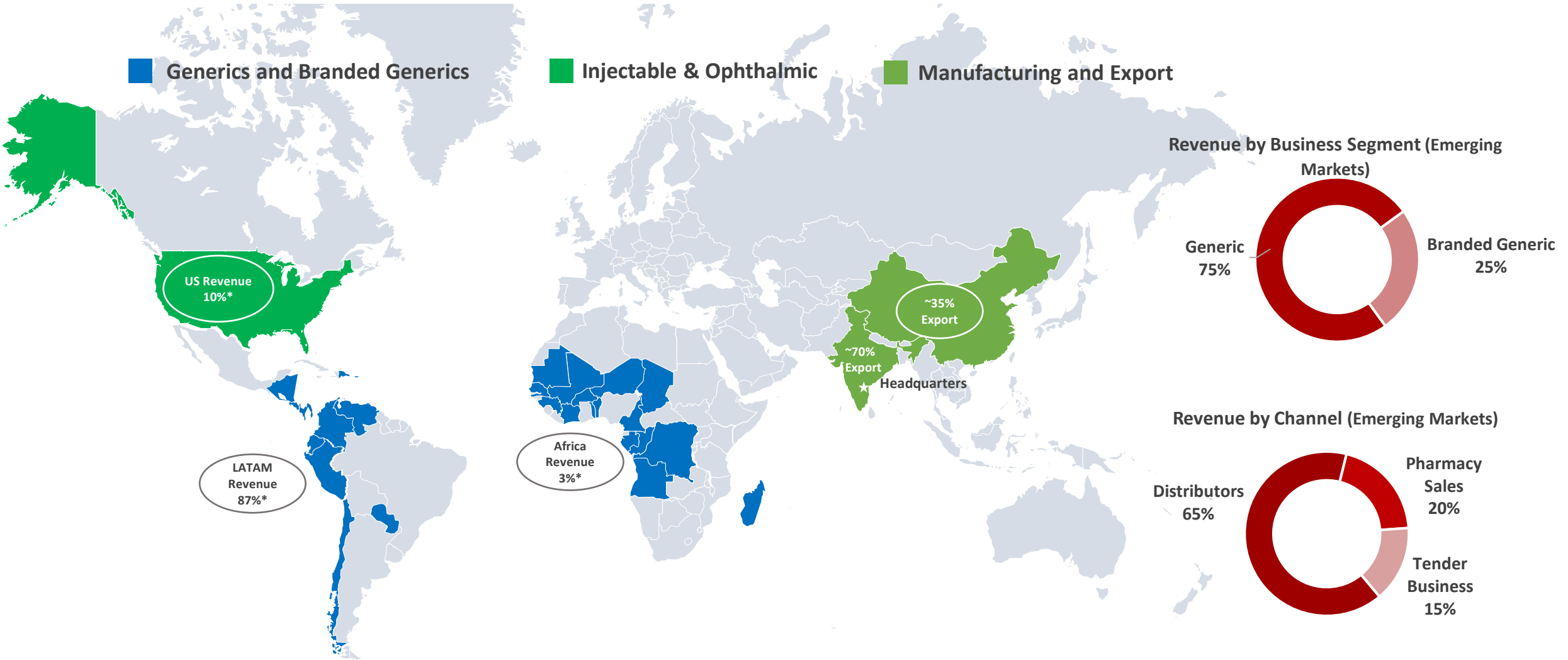
Negative-working capital business

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

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

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

Our core business – Tapping the untapped markets



Caplin covers a wide spectrum of pharmaceutical formulations and therapeutic segments across 23 countries with operating revenue of Rs. 1,269cr in FY22

* Region wise net revenue split for FY22

Diversified Product Portfolio with zero reliance on single product / Therapy

4000+ Products registered

650+ Pharmaceutical formulations

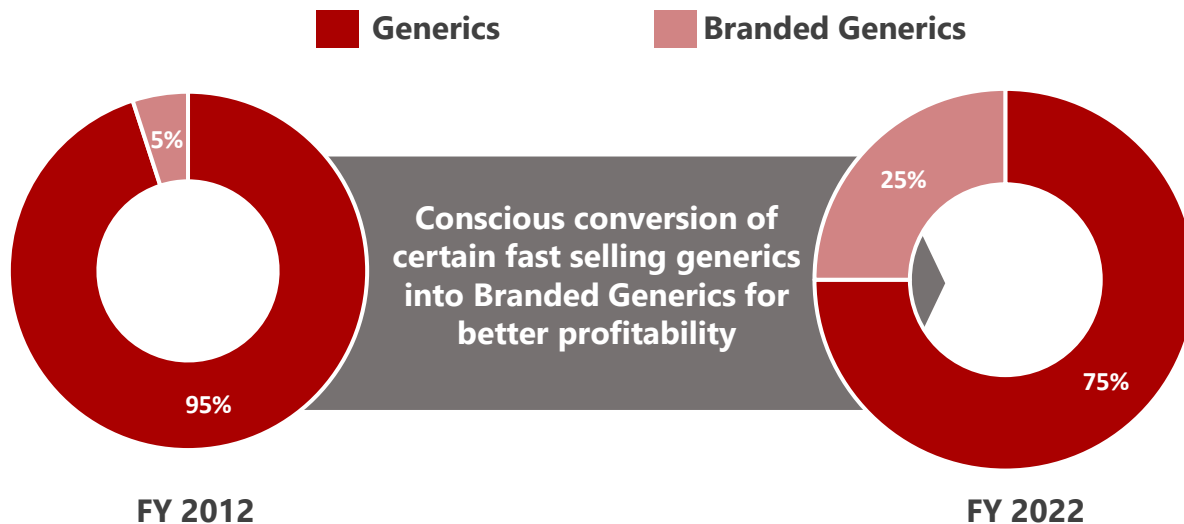
36 Therapeutic Segments

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

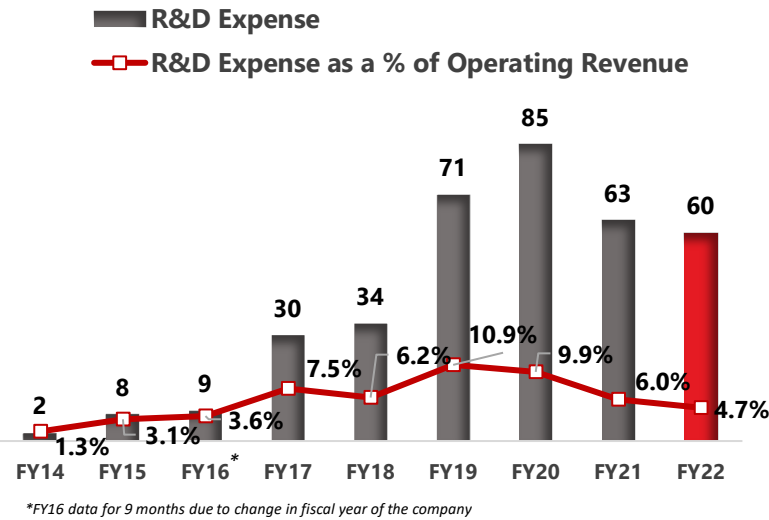
R&D Expense

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

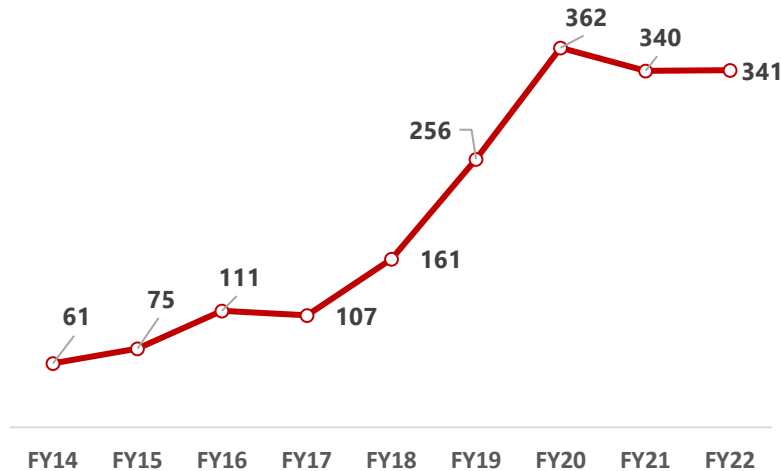
API

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

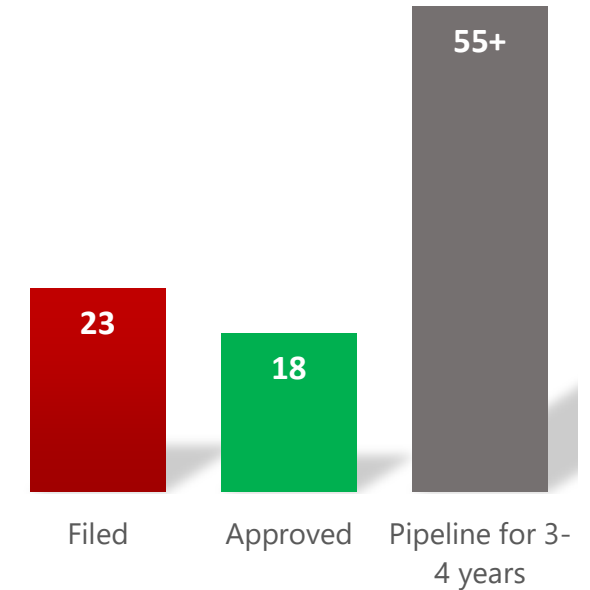
R&D expense – Capex + Opex (INR cr)



R&D Team at Caplin (Nos)



ANDA Pipeline

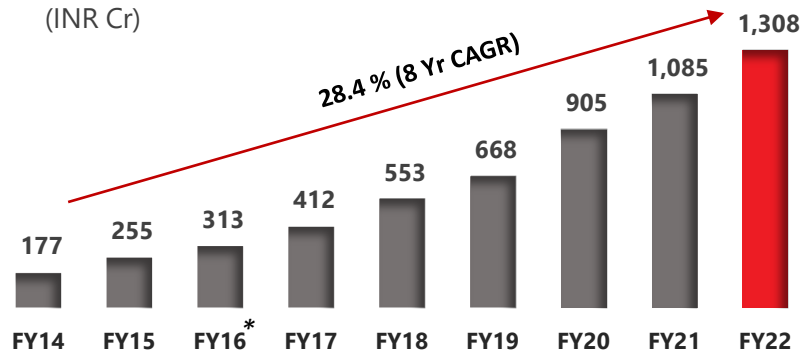


Caplin ranks #1 in India across all industries, for R&D spend as a percentage of Revenue on average in the past 5 years.*

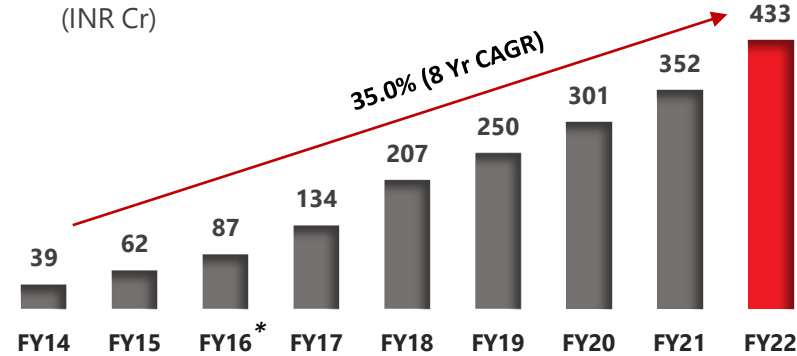
*Source – CNBC-TV18, Dec 31st 2020

Delivered Robust Profitable Growth & Returns over the years

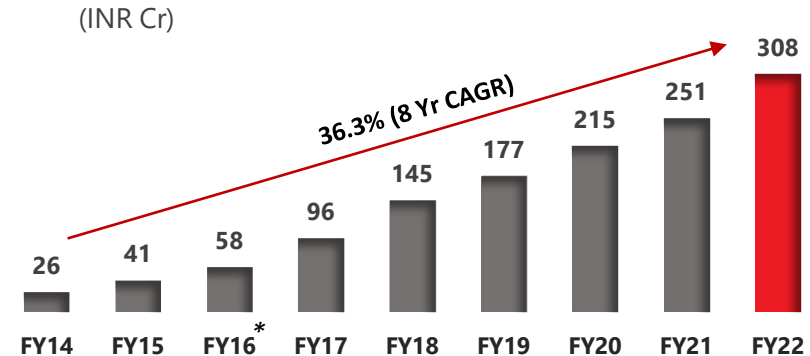
Total Revenue



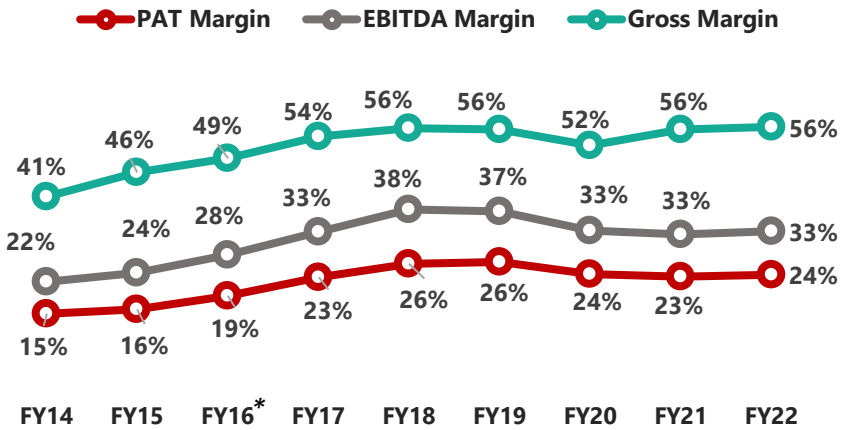
EBITDA



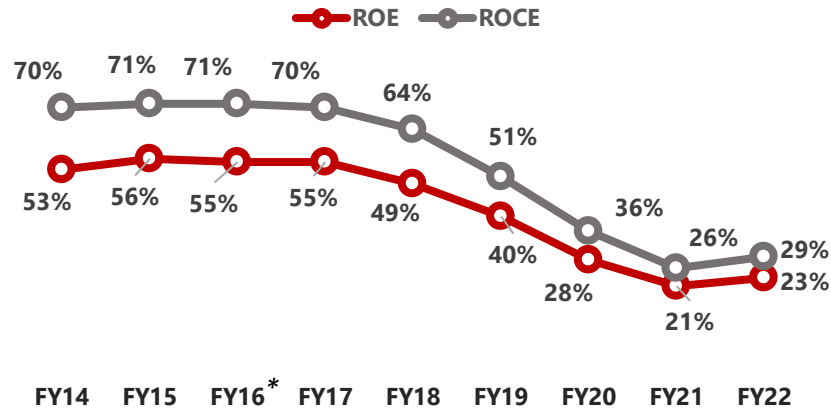
PAT



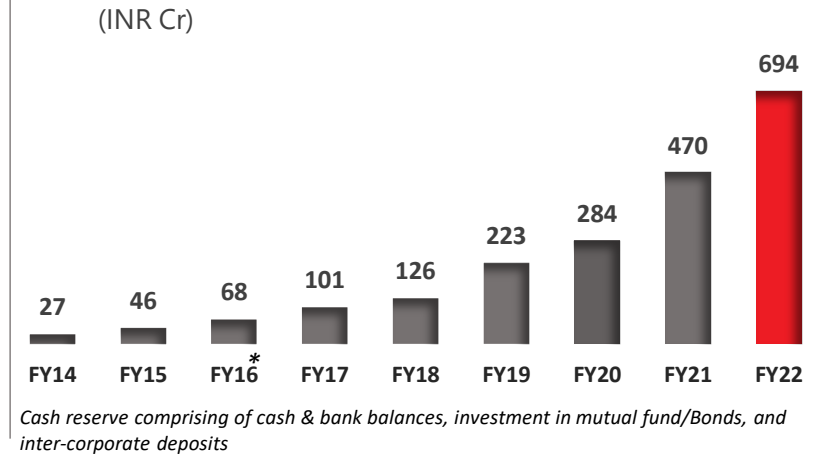
Robust Margins



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

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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

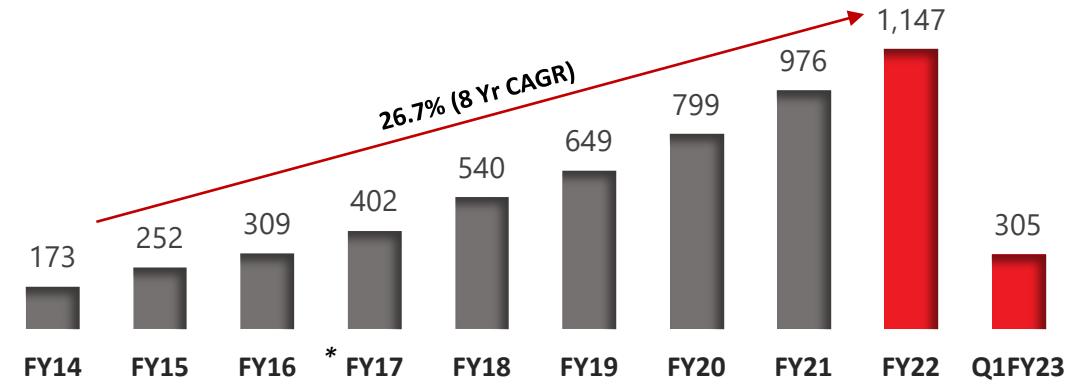
- **No. 1 Indian player in Central America**
- Increased its LATAM footprint from **two countries to 12 countries within a decade**
- Entry into Pharmacy sales through **Healthcare portal**, for higher margins and offtake
- Company has earmarked **Mexico and Chile as the next immediate avenues for growth** in LatAm. Company has 1 product approved in Mexico, with 6 more approvals expected in the next few quarters. Company currently has 66 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

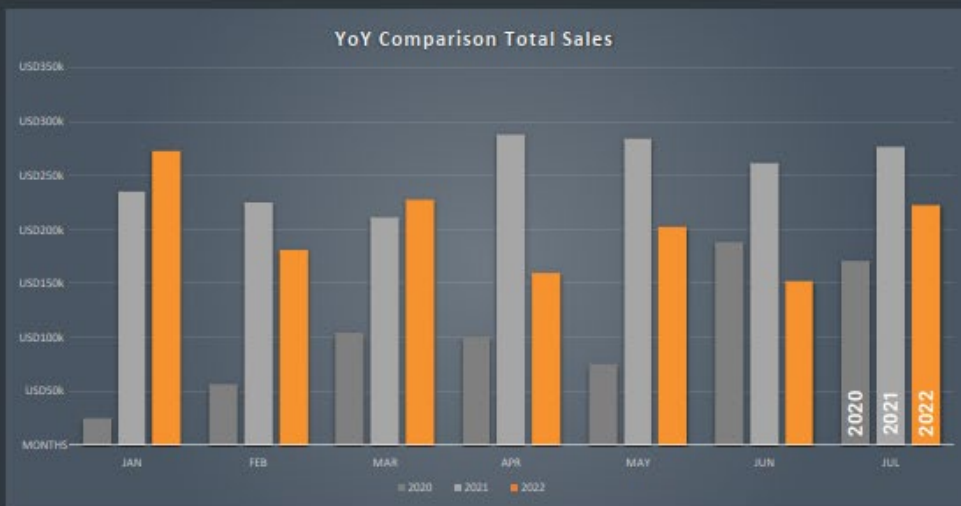
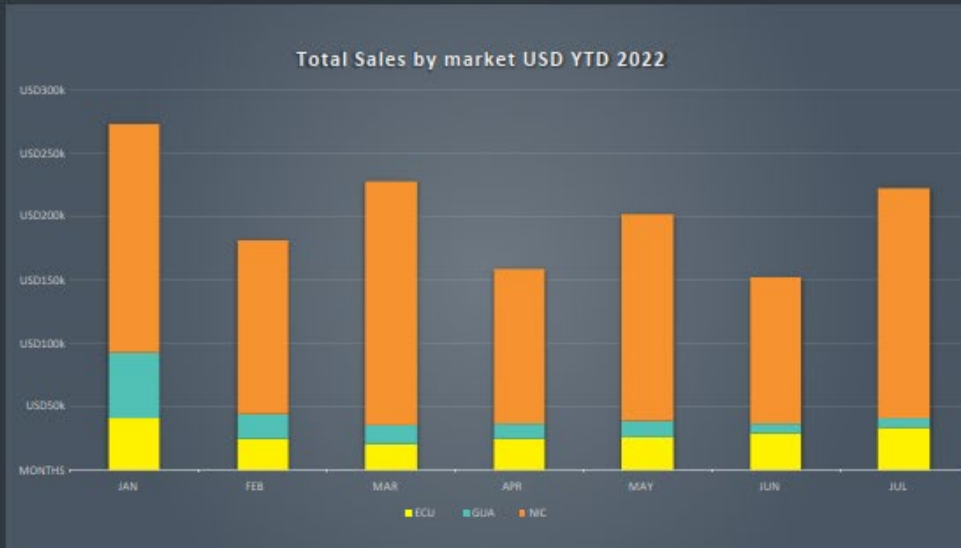
End to end business model

- ✓ 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.**
- Other Regulated markets: 5 products filed in Canada and Mexico, 3 in Australia and 1 each in South Africa, 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 December 2022 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

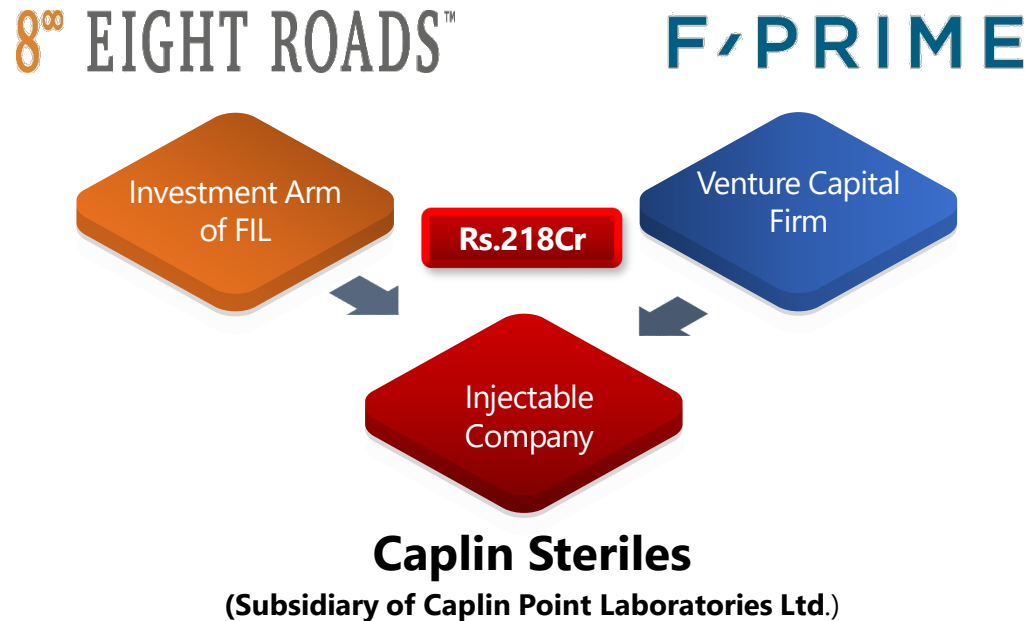
Strategic Partner

- ✓ 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 **23 ANDAs** on its own and through partners with the **US FDA**, with **18 approvals till date**.



\$670mn

Market size of our products approved and under approval

~ \$4.9 Bn

Overall market size of our products in Pipeline, under approval and approved

Overall market opportunity for Caplin in near future in US is about ~ \$4.9 Bn

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

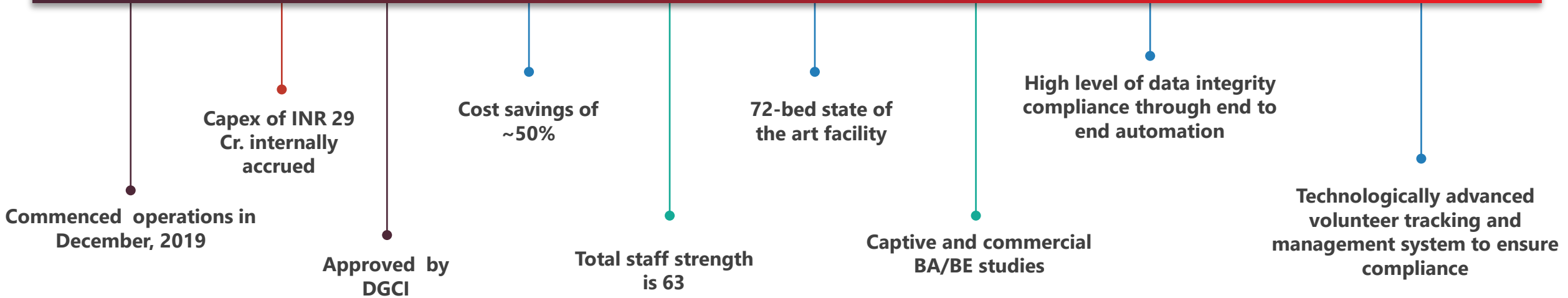
Setting up of CRO

- 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

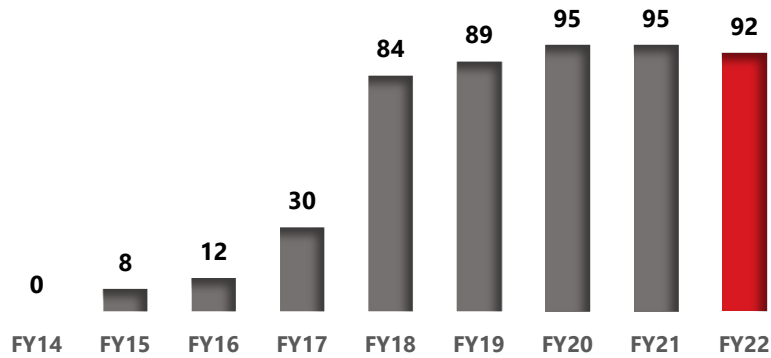
Hamilton Automated Sample Access Manager (Sam HD)



- ✓ 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

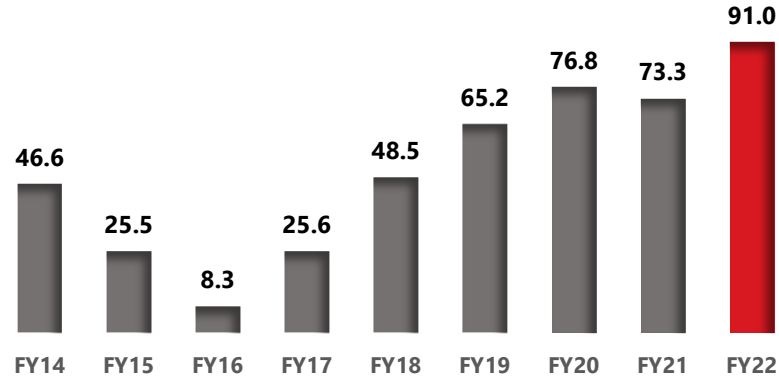
Caplin's strong balance sheet acts as an anchor for its vision of perceiving an 'Invisible opportunity'

Receivable Days



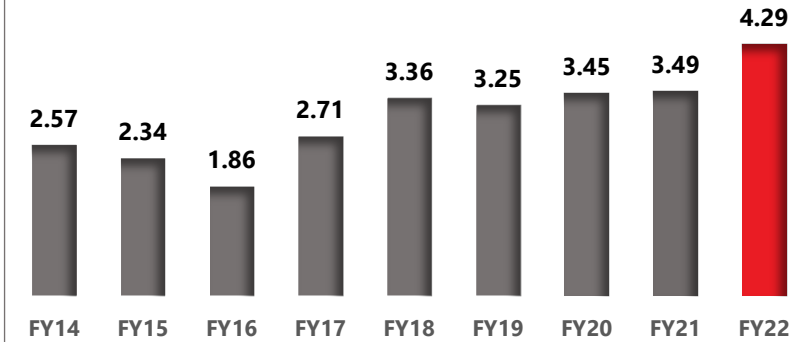
Stable Receivables over the recent period

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

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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. K.C. John
Independent Director

- ✓ 30+ years experience in spheres of technology & entrepreneurship
- ✓ Holds Ph.D from IIM Ahmedabad
- ✓ Visiting Professor at Great Lakes Institute
- ✓ Associated with the global digital communication leader Qualcomm [Fortune 500]



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

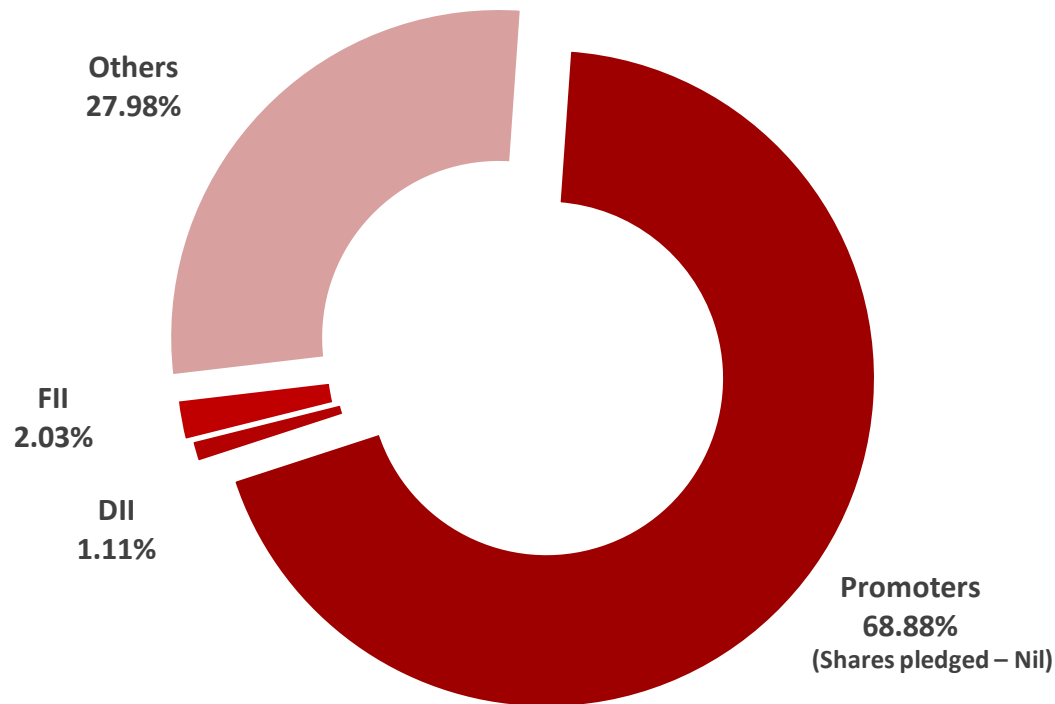
- ✓ 50+ years experience in the field of finance, HR, management & industrial relations
- ✓ Post Graduate in Commerce



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 30th June 2022



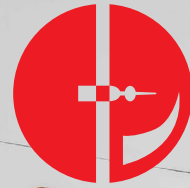
Share Information (as on 30th June 2022)

NSE Ticker	CAPLIPOINT
BSE Ticker	524742
Market Cap (INR Cr)	5,385
% free-float	31.12%
Free-float market cap (INR Cr)	1,676
Total Debt (INR Cr)	1.13
Cash & Cash Equivalents (INR Cr)	746
Shares Outstanding	7,58,00,542
3M ADTV (Shares)*	1,08,010
3M ADTV (INR cr)*	8.05
Industry	Pharmaceuticals

*Source: NSE & BSE

Our Products





Caplin Point Laboratories Limited

Investor Relations at Caplin

■ Mr G Venkatram
investor@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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