

August 5, 2022

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 July 28, 2022, we wish to inform you that the Board of Directors of the Company, at its meeting held today has, inter-alia, took note / approved the following:

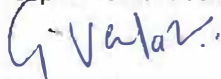
1. Recommended a Final Dividend of Rs. 2 (100 %) per equity share of Rs.2 each for the financial year ended March 31, 2022. This shall be subject to approval of the shareholders at the forthcoming Annual General Meeting.
2. The Record Date for determining the eligibility of the Shareholders for the purpose of Final Dividend shall be communicated to the Stock Exchanges separately as per the timelines specified under the Listing Regulations.
3. Approved the unaudited standalone and consolidated financial results (**Annexure-1**) and the Limited Review Report of the Company as per Indian Accounting Standards for the quarter ending June 30, 2022. We also enclose a Press Release issued by the Company (**Annexure 2**) and an investor presentation in this regard (**Annexure 3**).
4. Appointment of Mr G Venkatram (ACS 23989) as the Company Secretary & Compliance Officer of the Company with effect from 5th August 2022 (**Annexure-4**).

The meeting commenced at 11.00 A.M and concluded at 12.45 P.M.

Kindly take the same on your records.

Sincerely Yours

For Caplin Point Laboratories Limited



Venkatram G

General Counsel and 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 2022

	Particulars	Three Months Ended			Financial Year
		30.06.2022	31.03.2022	30.06.2021	Ended
		(1)	(2)	(3)	(4)
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
INR In Crs					
	Income:				
I	Revenue from operations	116.39	111.94	127.50	528.06
II	Other income (Refer Note 4)	34.97	10.26	19.33	56.55
III	Total Income (I+II)	151.36	122.20	146.83	584.61
	IV Expenses:				
	a. Cost of materials consumed	34.86	42.91	37.55	156.01
	b. Purchase of traded goods	10.62	13.30	14.17	57.64
	c. Changes in inventories of finished goods, stock in trade and work in progress	(4.00)	(11.79)	(3.81)	(9.00)
	d. Employee benefit expenses	8.27	7.51	7.11	30.47
	e. Finance cost	0.01	0.02	0.03	0.09
	f. Depreciation & Amortisation Expenses	6.37	6.95	6.20	25.77
	g. Other Expenses	20.53	21.60	16.17	73.32
	h. Total Expenses	76.66	80.50	77.42	334.30
V	Profit before exceptional items and Tax (III-IV)	74.70	41.70	69.41	250.31
VI	Exceptional items			-	
VII	Profit Before Tax (V-VI)	74.70	41.70	69.41	250.31
VIII	Tax Expenses				
	(1) Current Tax	14.26	12.67	14.63	61.62
	(2) Deferred Tax	(2.80)	0.01	0.23	0.82
	Total Tax Expenses	11.46	12.68	14.86	62.44
IX	Net Profit for the period (VII-VIII)	63.24	29.02	54.55	187.87
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	-	-	-	0.10
XI	Total Comprehensive Income For The Period (IX+X)	63.24	29.02	54.55	187.97
XII	Paid up Equity Share Capital (Face value of shares of Rs 2/- each)	15.16	15.16	15.13	15.16
XIII	Other equity	-	-	-	915.49
XIV	Earnings Per Share (EPS) based on face value Rs 2/- per Equity share				
	(a) Basic (in Rupees)	8.34	3.83	7.21	24.82
	(b) Diluted (in Rupees)	8.27	3.79	7.15	24.60
		(Not Annualised)	(Not Annualised)	(Not Annualised)	(Annualised)



Notes :

- 1) The above Unaudited Standalone financial results for the three months ended 30th June, 2022 have been reviewed and recommended by the Audit Committee and have been approved by the Board of Directors of the Company at their respective meetings held on 5th August, 2022
- 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 "Pharmaceutical 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 three months ended Jun 30,2022 includes Dividend of Rs. 22.91 Crs as against Rs. 11.55 Crs for the quarter ended Jun 30, 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
- 6) 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.
- 7) During the Quarter ended 30th June,2022 the Company had alloted 11,666 equity shares of Rs. 2/- each under the Employees Stock Option Scheme 2015/Employees Stock Option Scheme 2017 and the total number of equity shares of the Company stands at 7,58,00,542. The Company had allotted 20,000 shares during the Quarter ended 31st March 2022 and NIL shares during the Quarter ended 30th June 2021
- 8) The Board of Directors at their meeting held on 12th May, 2022 declared an interim dividend of Rs.2/- (Rs. Two Only) per equity share (100%) for the financial year 2021-22 and was paid to the shareholders on 6th June 2022. The Board of Directors at their meeting held today have recommended a final dividend of Rs. 2/- per equity share (100%) for the FY 2021-22 which is subject to approval of the Shareholders in ensuing Annual General Meeting of the Company.
- 9) The figures for the quarter ended 31st March,2022 are balancing figures between the audited figures in respect of full financial year and the published year to date figures up to the third quarter of the relevant financial year,which have been subjected to limited review by the Statutory Auditors.
- 10) Previous periods' figures have been regrouped / reclassified to be in conformity with current period's classification/ disclosure, wherever necessary.

For and on behalf of the Board



Sridhar Ganesan

**Dr. Sridhar Ganesan
Managing Director**

Place: Chennai

Date: 5th Aug,2022





CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

Swathi Court, Flat No. C & D, No. 43
Vijayaraghava Road, T.Nagar, Chennai - 600 017 India.
Tel : +91-44-4554 1480 / 81; Fax : +91-44-4554 1482
Web : www.cngsn.com; Email : info@cngsn.com

Dr. C.N. GANGADARAN
B.Com., FCA, MBIM (Lond.), Ph.d.

S. NEELAKANTAN
B.Com., FCA

R. THIRUMALMARUGAN
M.Com., FCA

B. RAMAKRISHNAN
B.Com., Grad., CWA., FCA

V. VIVEK ANAND
B.Com., FCA

CHINNSAMY GANESAN
B.Com., FCA, DISA (ICAI)

D. KALAIALAGAN
B.Com., FCA, DISA (ICAI)

K. PARTHASARATHY
B.Com., FCA

NYAPATHY SRILATHA
M.Com., FCA, PGDFM

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 2022 ("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: 05/08/2022

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

K.PARTHASARATHY

Partner

Membership No: 018394

UDIN: 22018394AOIANQ6276

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 2022

Particulars	Three Months Ended			Financial Year Ended
	30.06.2022	31.03.2022	30.06.2021	31.03.2022
	(1)	(2)	(3)	(4)
	(Unaudited)	(Audited)	(Unaudited)	(Audited)
INR in Crs				
Income:				
I Revenue from operations	346.33	339.24	300.44	1,269.41
II Other income	13.94	11.51	9.21	38.75
III Total Income (I+II)	360.27	350.75	309.65	1,308.16
IV Expenses:				
a. Cost of materials consumed	55.41	53.79	51.52	192.31
b. Purchase of traded goods	154.85	120.21	83.20	397.13
c. Changes in inventories of finished goods, stock in trade and work in progress	(53.03)	(22.08)	1.24	(31.93)
d. Employee benefit expenses	32.43	30.24	26.71	115.30
e. Finance cost	0.06	0.08	0.27	0.70
f. Depreciation & Amortisation Expenses	10.97	11.45	12.03	46.90
g. Other Expenses	54.49	57.14	45.16	201.93
h. Total Expenses	255.18	250.83	220.13	922.34
V Profit before exceptional items and Tax (III-IV)	105.09	99.92	89.52	385.82
VI Exceptional items	-	-	-	-
VII Profit Before Tax (V-VI)	105.09	99.92	89.52	385.82
VIII Tax Expenses				
(1) Current Tax	20.27	19.29	19.84	83.91
(2) Deferred Tax	(1.49)	(0.20)	(1.85)	(6.54)
Total Tax Expenses	18.78	19.09	17.99	77.37
IX Net Profit for the period (VII - VIII)	86.31	80.83	71.53	308.45
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	-	(0.46)	-	0.09
B. Items that will be re-classified to profit or loss				
i) Exchange difference in translating the financial statements of foreign operations	22.06	10.60	4.94	14.18
XI Total Comprehensive Income For The Period (IX + X)	108.37	90.97	76.47	322.72
XII Profit attributable to:				
Owners of the Company	84.99	79.06	70.85	299.84
Non- controlling interests	1.32	1.77	0.68	8.61
	86.31	80.83	71.53	308.45
XIII Total Comprehensive Income For The Period attributable to				
Owners of the Company	107.05	89.20	75.79	314.11
Non- controlling interests	1.32	1.77	0.68	8.61
	108.37	90.97	76.47	322.72
XIV Paid up Equity Share Capital (Face value of share of Rs 2/- each)	15.16	15.16	15.13	15.16
XV Other equity excluding Non-controlling interest	-	-	-	1,468.77
XVI Earnings Per Share (EPS) (Not annualised) based on face value				
Rs 2/- per Equity share				
(a) Basic (in Rupees)	11.21	10.43	9.37	39.61
(b) Diluted (in Rupees)	11.12	10.33	9.25	39.26
	(Not Annualised)	(Not Annualised)	(Not Annualised)	(Annualised)



Notes :

- 1) The above Unaudited Consolidated financial results for the quarter ended 30th June, 2022 have been reviewed and recommended by the Audit Committee and have been approved by the Board of Directors of the Company at their respective meetings held on 5th August, 2022
- 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.
- 3) The Company is engaged in the sole activity of carrying on the business of "Pharmaceutical 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) Revenue from operations is disclosed net of Goods & Service Tax/ Value Added Tax as applicable
- 5) 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.
- 6) The Board of Directors at their meeting held on 12th May, 2022 declared an interim dividend of Rs.2/- (Rs. Two Only) per equity share (100%) for the financial year 2021-22 and was paid to the shareholders on 6th June 2022. The Board of Directors at their meeting held today have recommended a final dividend of Rs. 2/-per equity share (100%) for the FY 2021-22 which is subject to approval of the Shareholders in ensuing Annual General Meeting of the Company.
- 7) During the Quarter ended 30th June,2022 the Company had allotted 11,666 equity shares of Rs. 2/- each under the Employees Stock Option Scheme 2015/Employees Stock Option Scheme 2017 and the total number of equity shares of the Company stands at 7,58,00,542. The Company had allotted 20,000 shares during the Quarter ended 31st March 2022 and NIL shares during the Quarter ended 30th June 2021
- 8) The figures for the quarter ended 31st March,2022 are balancing figures between the audited figures in respect of full financial year and the published year to date figures up to the third quarter of the relevant financial year,which have been subjected to limited review by the Statutory Auditors.
- 9) Previous periods' figures have been regrouped / reclassified to be in conformity with current period's classification/disclosure, wherever necessary.

Place: Chennai
Date: 5th Aug,2022



For and on behalf of the Board

Dr. Sridhar Ganesan
Managing Director





CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

Swathi Court, Flat No. C & D, No. 43
Vijayaraghava Road, T.Nagar, Chennai - 600 017 India.
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Web : www.cngsn.com; Email : info@cngsn.com

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B.Com., FCA

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, 2022, 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. Argus Salud Pharma LLP	Subsidiary
2. Caplin Point Far East Limited	Wholly Owned Subsidiary
3. Caplin Point Laboratories Colombia SAS	Subsidiary
4. Caplin Steriles Limited	Subsidiary
5. Caplin Onco Limited	Wholly Owned Subsidiary
6. Caplin Point (S) Pte. Ltd.	Wholly Owned Subsidiary

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.

6. We did not review the interim financial statement/financial information/financial results of ten subsidiaries included in the statement, whose interim financial statements/financial information/financial results reflect total revenues (before consolidation adjustments) of Rs. 328.13 Cr, total net profit after tax(before consolidation adjustments) of Rs. 52.83 Cr and total comprehensive income (before consolidation adjustments) of Rs. 74.89 Cr for the quarter ended 30th June 2022, 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: 05/08/2022



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

K.PARTHASARATHY
Partner
Membership No: 018394

UDIN: 22018394AOICDO5282

Caplin Point Laboratories Limited Q1FY23 Results

Q1FY23 Total Revenue up 16% YoY, PAT up 21% YoY

PBT crosses the milestone of Rs.100 Cr, Cash Reserves at Rs.746 Cr

Chennai, 5th August 2022: Caplin Point Laboratories Limited (CPL) (BSE: CAPPL (524742), NSE: CAPLIPOINT) today reported Q1FY23 financial results for the Quarter ended 30th June 2022.

Key Results Highlights (Consolidated):

- ✓ Total Revenue for the Quarter grew by 16% YoY to Rs. 360 Cr
- ✓ US Operating revenue grows **61% YoY to Rs. 41 Cr**
- ✓ **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)

Key Business highlights:

- ✓ Company delivered a **strong top-line and bottom-line growth** augmented by **benchmark cashflows**.
- ✓ Company **rated #1 in India for “Most Consistent Profitable Growth across last 10 years”** (Source – Value Research magazine – Wealth Insight June 2022 issue)
- ✓ Caplin Steriles **completed the development of 2 complex emulsion injectable 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’s liquid assets** (Cash, inventory & receivables) at **Rs.1,361 Cr**.

Consolidated Financial Results – Q1FY23

Particulars (Rs in Crs)	Q1FY23	Q1FY22	YoY Growth %	Q4FY22	QoQ Growth %
Total Revenue	360.27	309.65	16.3%	350.75	2.7%
Gross Margin	189.10	164.48	15.0%	187.32	1.0%
<i>Gross Margin %</i>	<i>54.6%</i>	<i>54.7%</i>		<i>55.2%</i>	
EBITDA	116.12	101.82	14.0%	111.45	4.2%
<i>EBITDA %</i>	<i>32.2%</i>	<i>32.9%</i>		<i>31.8%</i>	
PBT	105.09	89.52	17.4%	99.92	5.1%
<i>PBT%</i>	<i>29.2%</i>	<i>28.9%</i>		<i>28.5%</i>	
PAT	86.31	71.53	20.7%	80.83	6.8%
<i>PAT%</i>	<i>24.0%</i>	<i>23.1%</i>		<i>23.0%</i>	

Performance 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**
- ✓ **Cash reserves** as of 30th June 2022 comprise of cash and bank balances, investments in mutual funds, bonds, and inter-corporate deposits, **aggregating to Rs. 746 Cr**
- ✓ **Basic EPS grew by 20% to Rs. 11.21** in Q1FY23 against Rs. 9.37 in Q1FY22 (Not Annualized)
- ✓ With the depreciation of INR against USD, exchange gain in Q1FY23 is at Rs.6.31 Cr as against Rs. 3.58 Cr in Q1FY22
- ✓ **Geographical breakup of sales: LATAM & Africa – 88 %, US - 12%**

Business Highlights

Emerging Markets

- ✓ Company's unique LatAm business model continues to drive robust growth across Private and Institutional markets.
- ✓ **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.**
- ✓ **First product approval received (for partner ANDA) through studies completed from AMARIS CLINICAL.**
- ✓ Company sets up a new marketing team for Vietnam and Cambodia with first order for Cambodia already received.
- ✓ Company has gone live on SAP S/4HANA ERP system in India, with all market subsidiaries at LatAm to come under SAP by next quarter, a move that will further enhance supply chain efficiencies for Caplin.
- ✓ **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.**

Projects Update:

- **Oncology Facility** – Oral Solid Dosages phase nearing completion, with validations for process equipment to be initiated by next quarter.
- **API Facility** – Company plans for greenfield API facility at Thervoy SIPCOT site acquired in 2020. Project to have 2 dedicated blocks, for Oncology and General Category APIs.
- **Capacity Expansion at CP-1 (ROW facility)** – Addition of a new Softgel Line, expansion of Injectable capacity and expansion of Warehouse underway, expected to be completed by Dec 2022.
- **Capacity expansion in Caplin Steriles – Latest update:**
 - o 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.
 - o 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.**

US & Regulated Markets

- ✓ **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.**
- ✓ **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.**
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- ✓ **First two complex emulsion injectables 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.**

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 listed on **Forbes “Asia’s 200 Best Under a Billion”** list for 2021. Company has appeared fourth time on this list (2014, 2015, 2016 and 2021) and was 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.

For details, please contact:

<p>Investor Relations at Caplin Mr G Venkatram (Company Secretary) Tel: +91 44 24968000 investor@caplinpoint.net</p> <p>Ernst & Young Mr. Rahul Thakur Rahul.thakur@in.ey.com</p>	<p>Registered Office 3rd Floor, Ashvich Tower, No. 3, Developed Plots Industrial Estate, Perungudi, Chennai – 600 096, Tamil Nadu, INDIA. Tel: +91 44 2496 8000 CIN: L24231TN1990PLC019053 ISIN: INE475E01026 NSE Code: CAPLIPOINT BSE CODE: 524742 Website: www.caplinpoint.net</p>
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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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This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our research & development efforts, our growth & expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceuticals industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its Directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

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1 Q1FY23 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin



Headquarters, Chennai

Content

1 Q1FY23 Highlights

- 1.1 Q1FY23 Highlights
- 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

- **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.

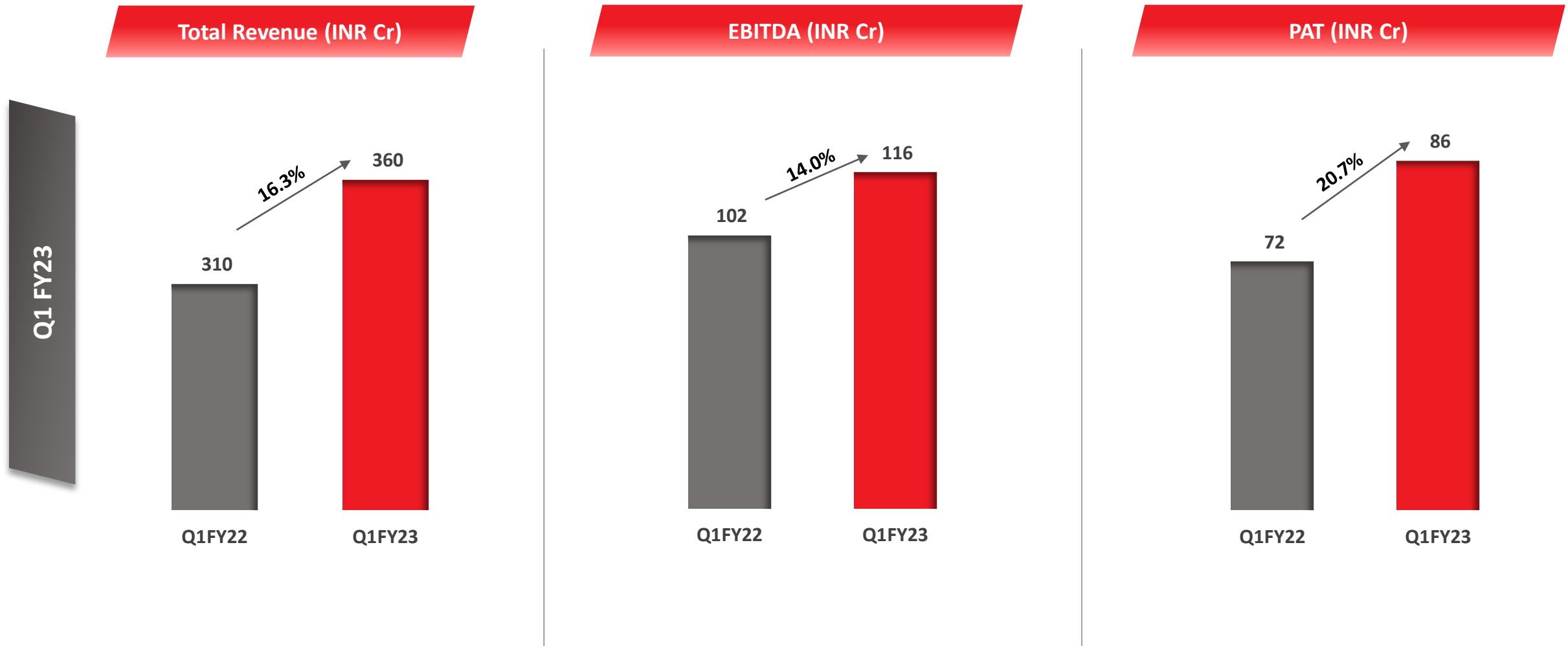
~ 130 cr

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%	

Content

1 Q1FY23 Highlights

2 Understanding Caplin

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

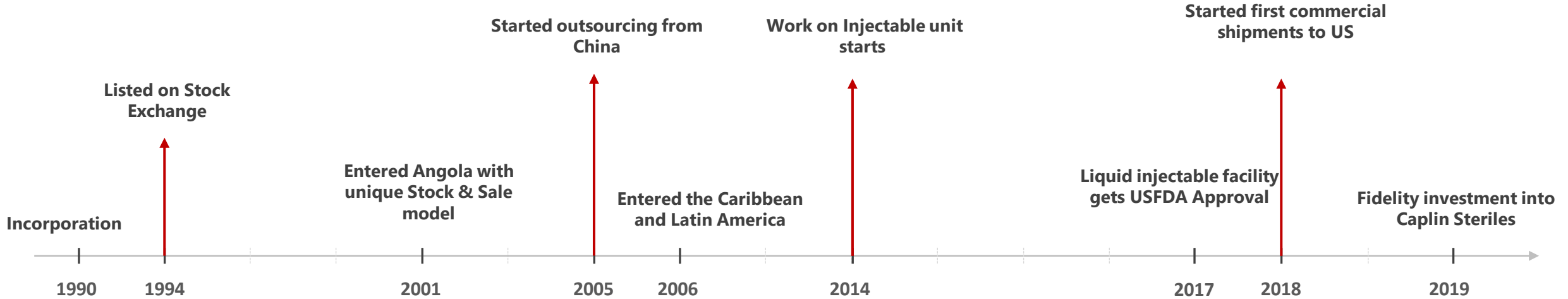
3 Growth engines of Caplin

4 More about Caplin



CP-IV plant at Gummidipoondi, Chennai

Transformation across the decades



Contract manufacturer

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

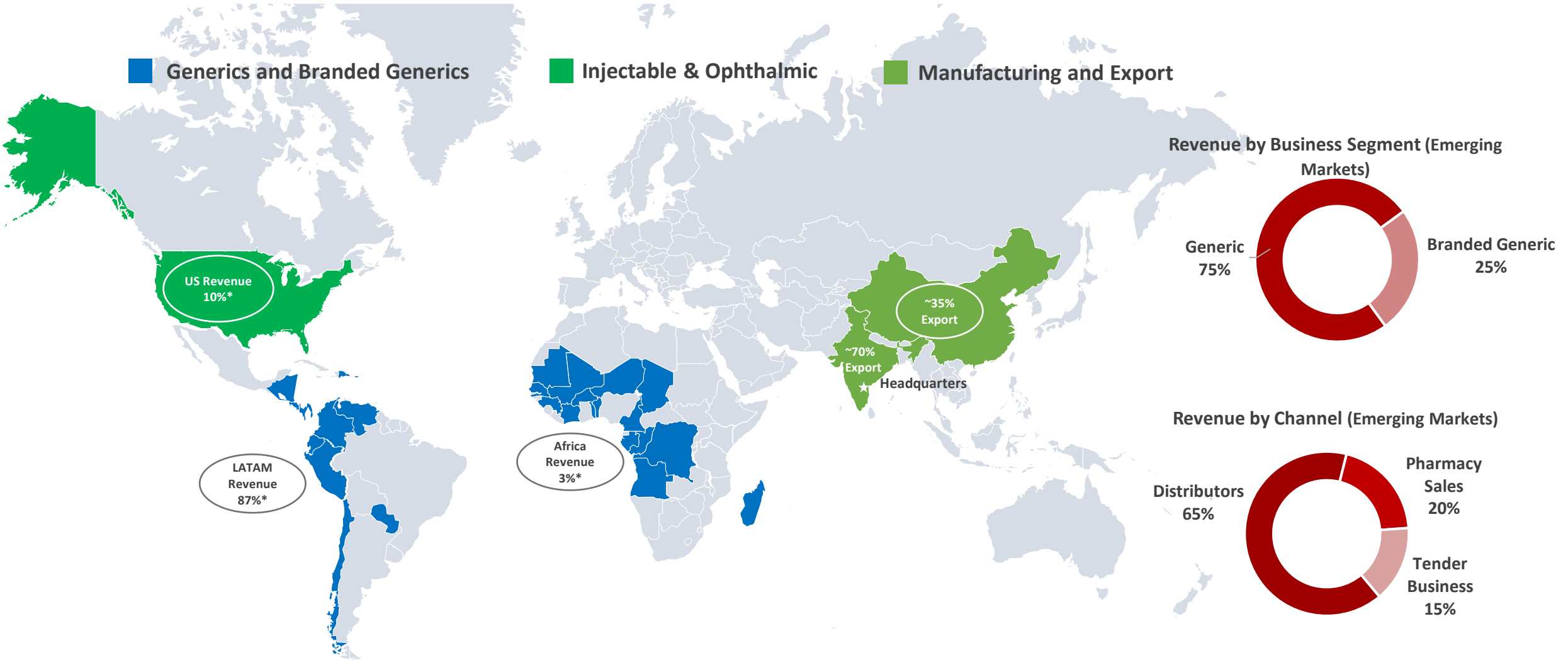
Mix of generics, branded generics and specialty molecules and Injectables

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



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

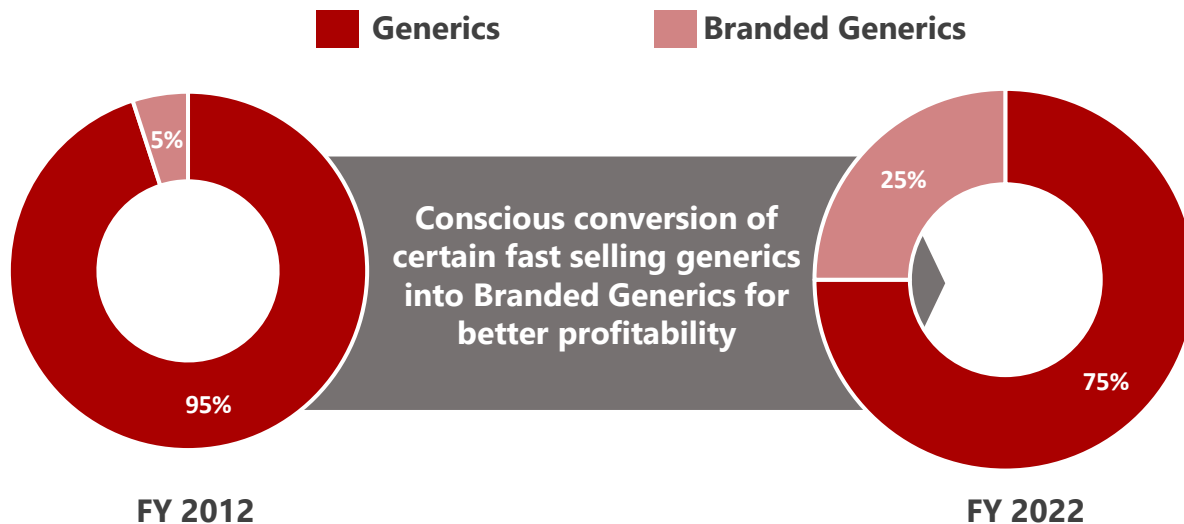
36 Therapeutic Segments

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

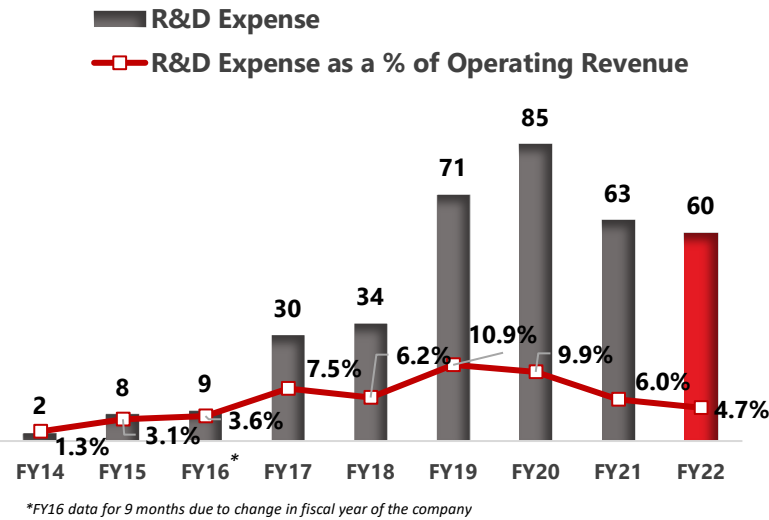
R&D Expense

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

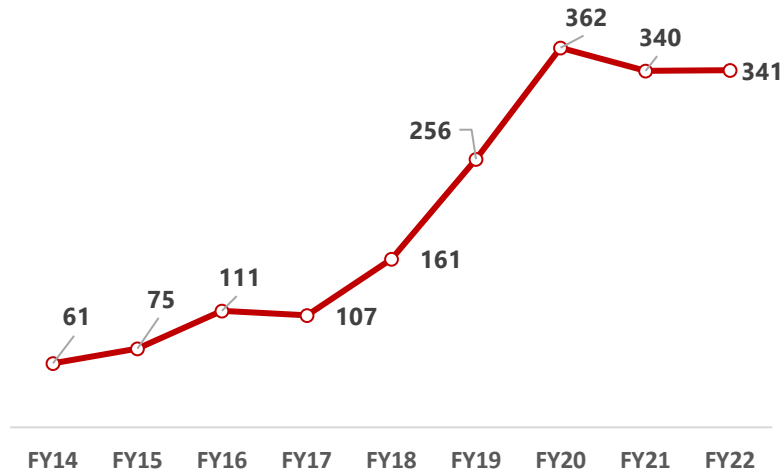
API

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

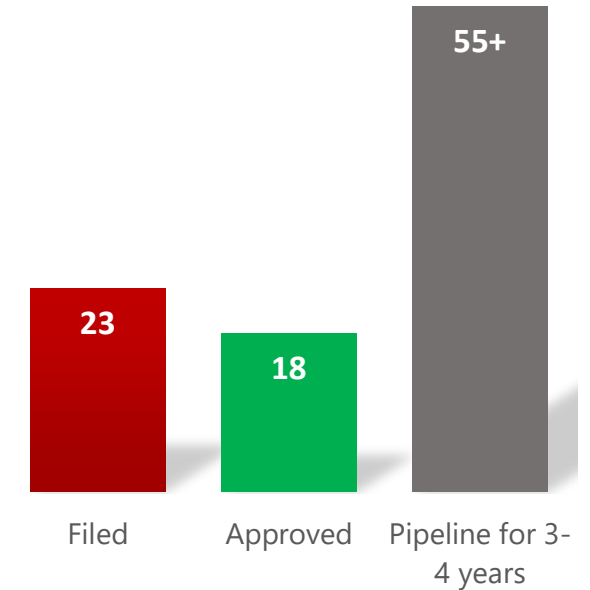
R&D expense – Capex + Opex (INR cr)



R&D Team at Caplin (Nos)



ANDA Pipeline

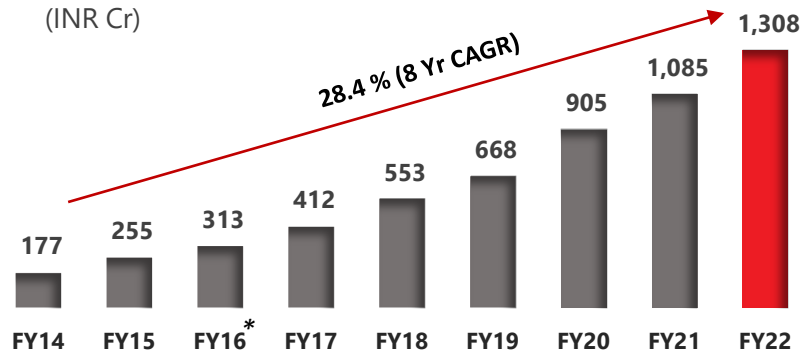


Caplin ranks #1 in India across all industries, for R&D spend as a percentage of Revenue on average in the past 5 years.*

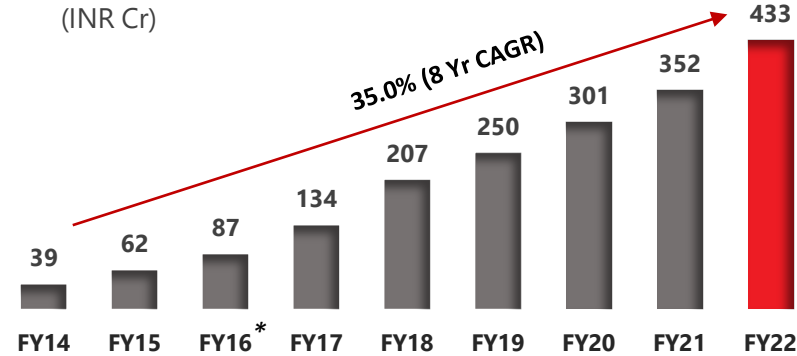
*Source – CNBC-TV18, Dec 31st 2020

Delivered Robust Profitable Growth & Returns over the years

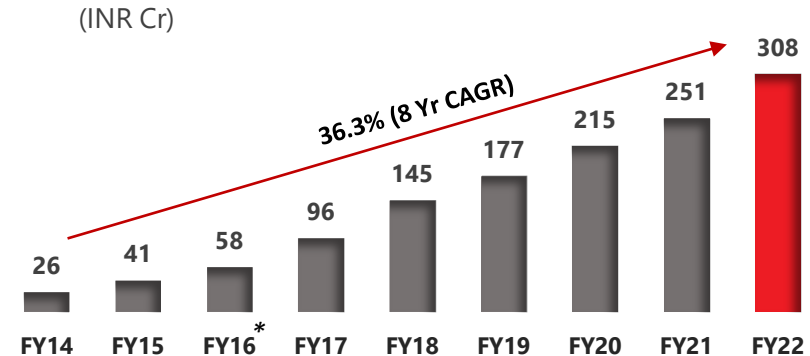
Total Revenue



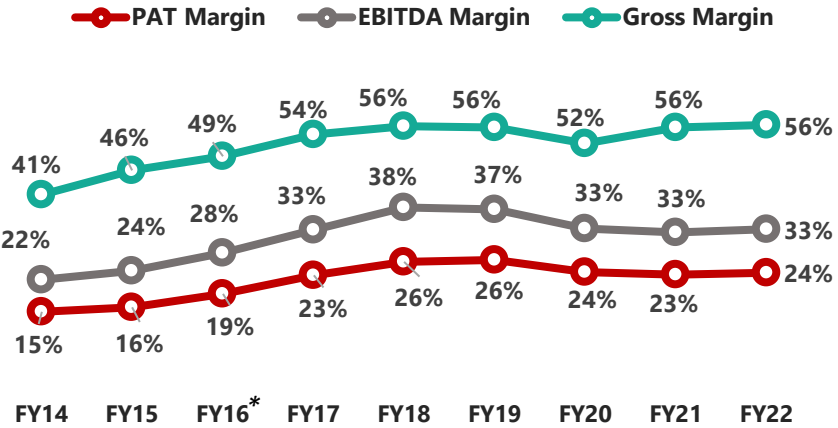
EBITDA



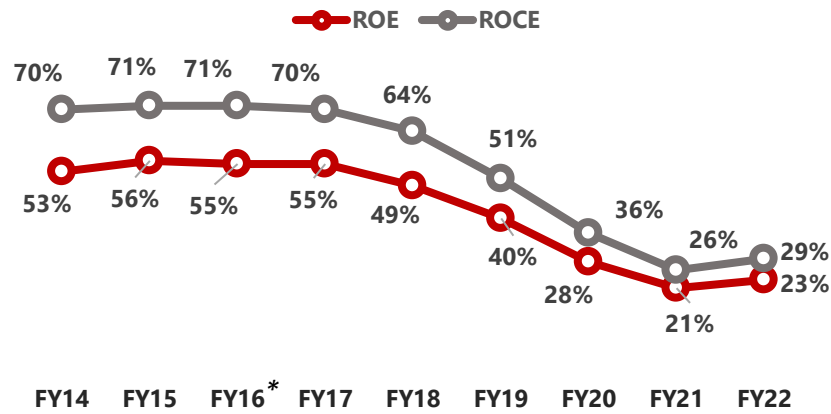
PAT



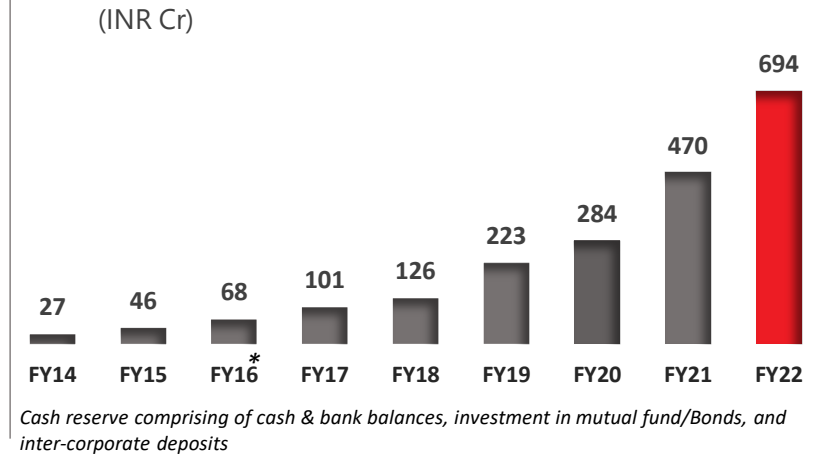
Robust Margins



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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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

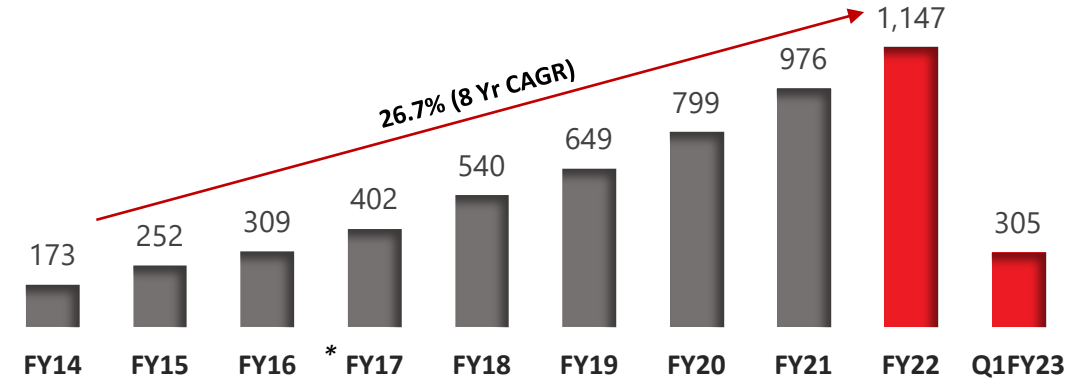
- **No. 1 Indian player in Central America**
- Increased its LATAM footprint from **two countries to 12 countries within a decade**
- Entry into Pharmacy sales through **Healthcare portal**, for higher margins and offtake
- Company has earmarked **Mexico and Chile as the next immediate avenues for growth**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

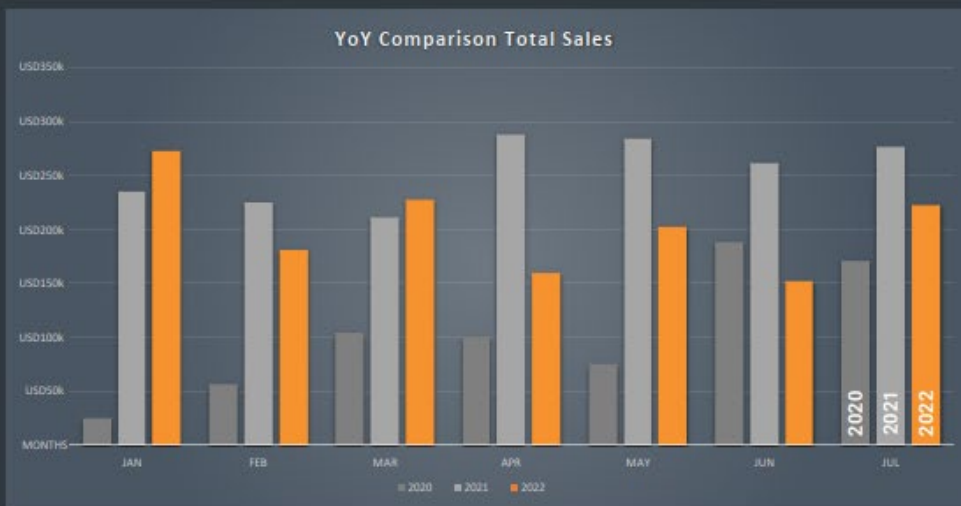
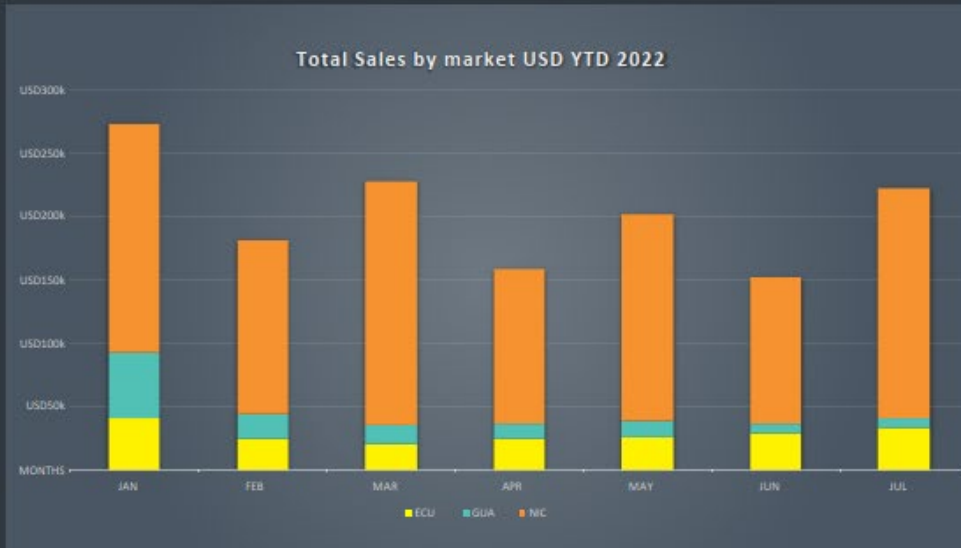
End to end business model

- ✓ 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

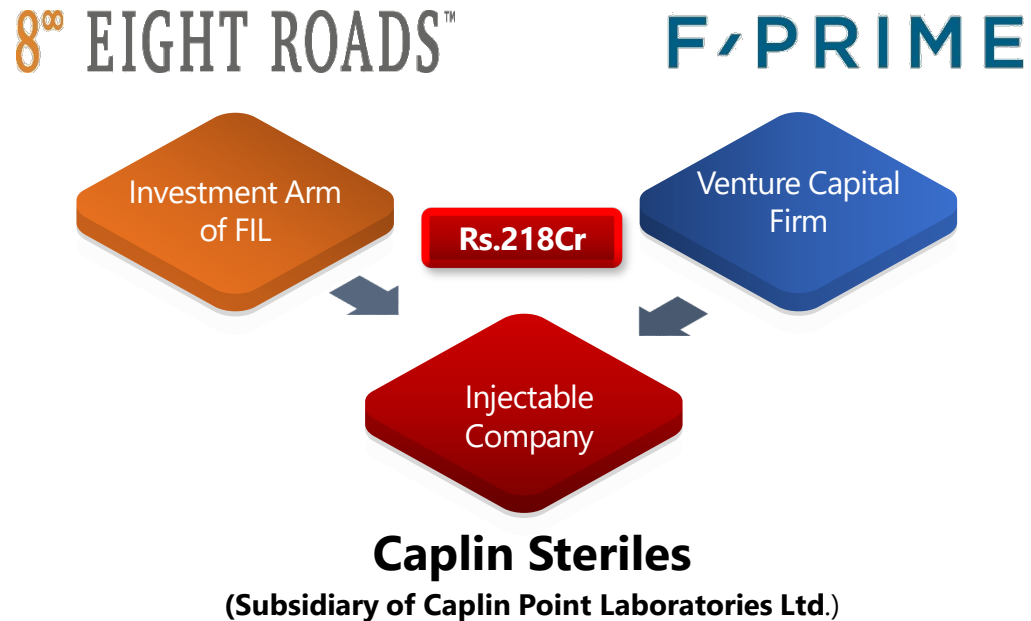
Strategic Partner

- ✓ 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

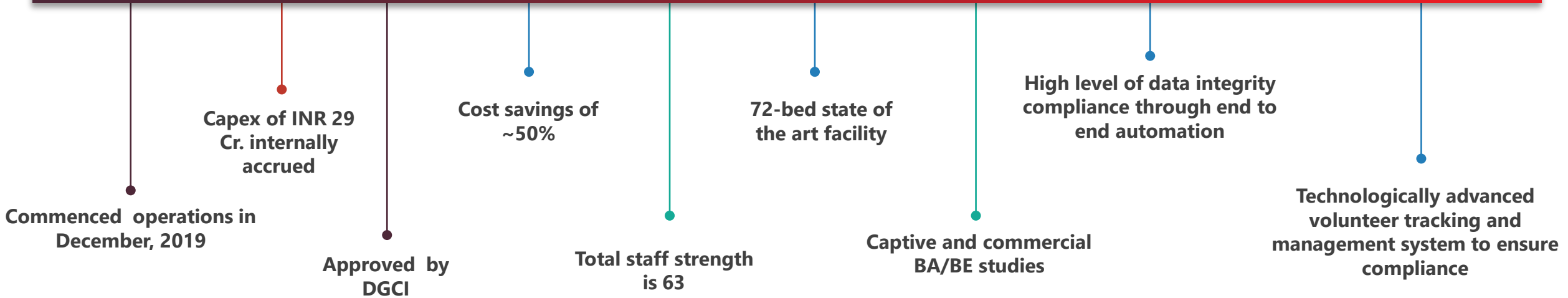
Setting up of CRO

- 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

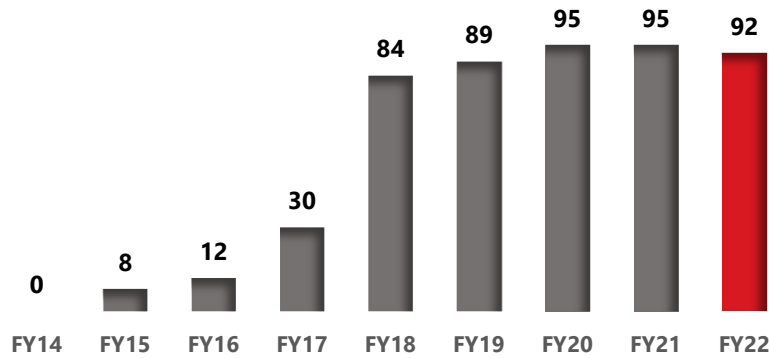
Hamilton Automated Sample Access Manager (Sam HD)



- ✓ 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

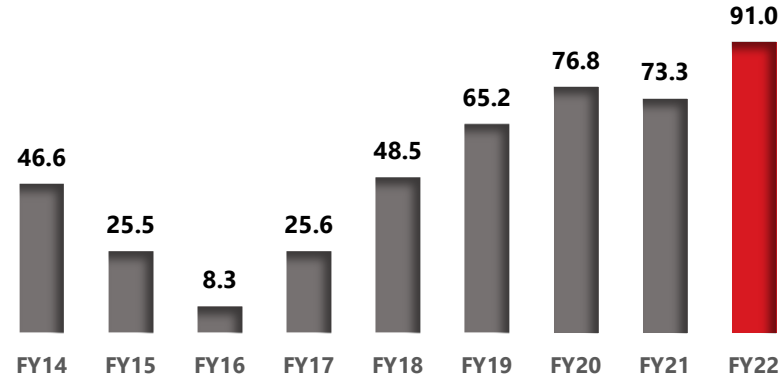
Caplin's strong balance sheet acts as an anchor for its vision of perceiving an 'Invisible opportunity'

Receivable Days



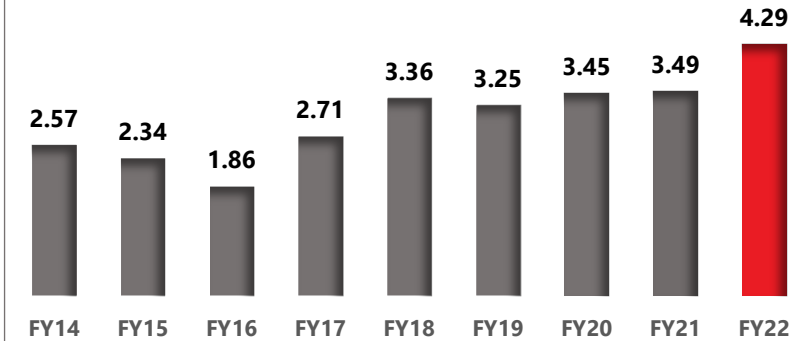
Stable Receivables over the recent period

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

Content

1 Q1FY23 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. 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

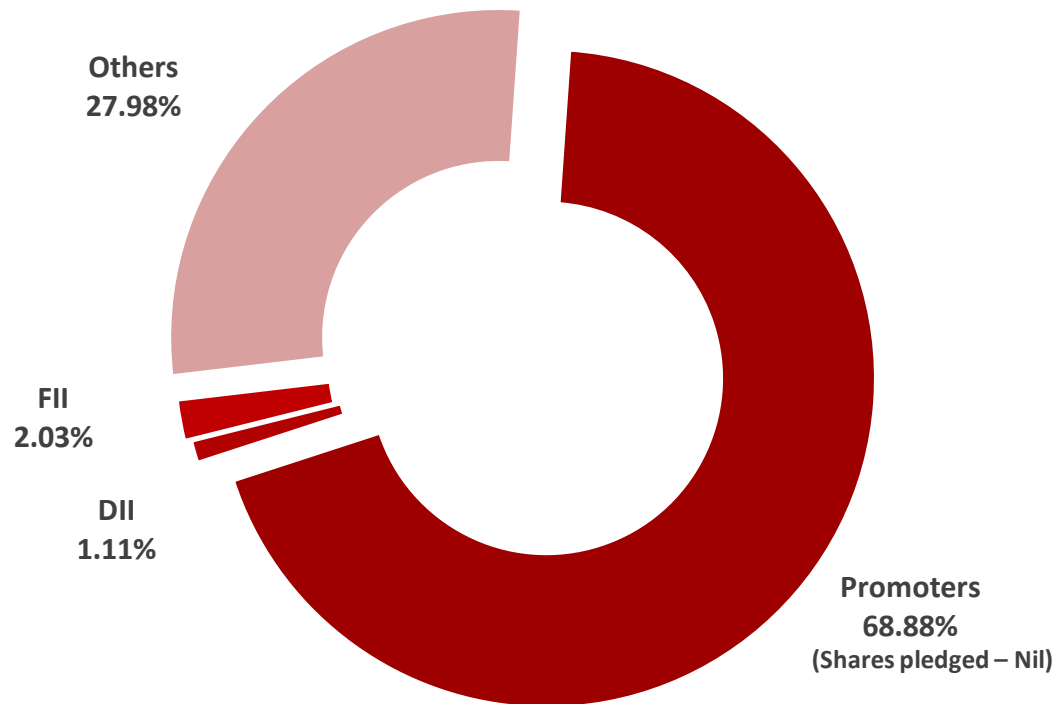
- ✓ 50+ years experience in the field of finance, HR, management & industrial relations
- ✓ Post Graduate in Commerce



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

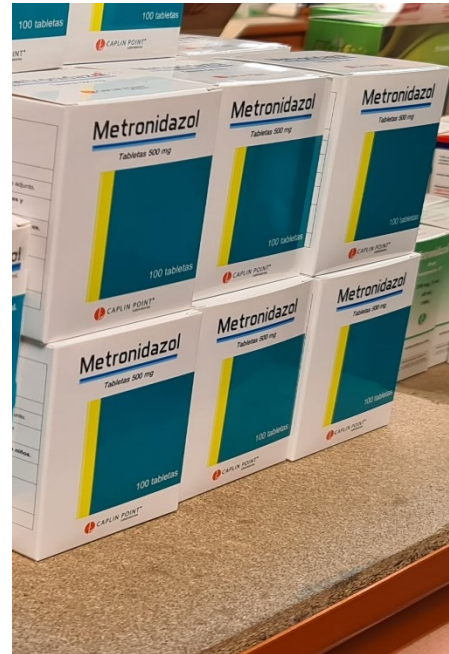


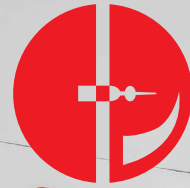
Share Information (as on 30th June 2022)

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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Brief Profile of Mr G Venkatram

S.No	Details of events	Information of such event (s)
5.	Reason for change viz. appointment, resignation, removal, death or otherwise;	Mr G Venkatram will act as the Company Secretary and Compliance Officer of the Company.
6.	Date of appointment / cessation (as applicable) & term of appointment;	w.e.f. August 5, 2022
7.	ICSI Membership Number	A23989
8.	Brief profile (in case of appointment);	
	Name of the Compliance Officer	G Venkatram
	Date of Birth/Age	August 18, 1982
	Educational Qualification	B.Com., ACS, LLB, MBA
	Work Experience	16+ years of experience in Corporate & Securities Laws, Compliance Management and Contract Administration in reputed organisations.
4.	Directorships, if any, in other Companies	NIL
5.	Membership in Board Committees of other Companies	NIL
6.	Shareholding in the Company as on August 5, 2022:	
	- Individually	NIL
	- Held jointly/through relatives	NIL
7.	Relationship with Directors of the Company	NIL

