

**May 27, 2023**

**BSE Limited**

Department of Corporate Relationship  
1<sup>st</sup> 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, 5<sup>th</sup> 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 May 13, 2023 and May 22, 2023, we wish to inform you that the Board of Directors, at its meeting held today, has, inter-alia, approved the following:

1. Declared an Interim Dividend of INR. 2 (100 %) per equity share of face value of INR. 2 each for the financial year ended March 31, 2023.
2. Fixed June 9, 2023 as Record Date for determining the eligibility of the Shareholders for the purpose of Interim Dividend.
3. Approved the Audited standalone and consolidated financial results (**Annexure-1**) of the Company as per Indian Accounting Standards for the year ending March 31, 2023 along with Auditors Report (**Annexure-2**). We also enclose a Press Release issued by the Company (**Annexure-3**) and an investor presentation in this regard (**Annexure-4**).
4. Further the Nomination and Remuneration Committee of the Board of Directors of the Company, has allotted 12,000 equity shares of face value Rs. 2/- each, to the employees of the Company, upon exercise of stock options under Employee Stock Options Scheme(s) of the Company.

We hereby confirm and declare that the Statutory Auditors of the Company i.e., M/s. CNGSN & Associates LLP, Chartered Accountants, Chennai, have issued the audit report on Standalone and Consolidated Financial Statements of the Company for the year ended March 31, 2023 with unmodified opinion.

The meeting commenced at 11.30 A.M and concluded at 12.30 P.M.

Kindly take the same on your records.

Sincerely Yours

**For Caplin Point Laboratories Limited**

**Venkatram G**

**General Counsel & Company Secretary**

**Membership No. A23989**

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

**AUDITED (STANDALONE) FINANCIAL RESULTS FOR THE THREE MONTHS AND TWELVE MONTHS ENDED 31st MARCH 2023**

Particulars	Three Months Ended			Financial Year ended	
	31.03.2023	31.12.2022	31.03.2022	31.03.2023	31.03.2022
	(1)	(2)	(3)	(4)	(5)
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
INR In Crores					
<b>Income:</b>					
<b>I</b> Revenue from operations	144.67	130.60	111.94	528.61	528.06
<b>II</b> Other income ( Refer Note 4)	12.22	29.36	10.26	99.00	56.55
<b>III</b> Total Income (I+II)	<b>156.89</b>	<b>159.96</b>	<b>122.20</b>	<b>627.61</b>	<b>584.61</b>
<b>IV</b> Expenses:					
a. Cost of materials consumed	40.67	39.47	42.91	151.35	156.01
b. Purchase of traded goods	15.31	12.14	13.30	48.38	57.64
c. Changes in inventories of finished goods, stock in trade and work in progress	0.89	(1.07)	(11.79)	(1.67)	(9.00)
d. Employee benefit expenses	10.71	9.49	7.51	36.68	30.47
e. Finance cost	0.03	0.04	0.02	0.12	0.09
f. Depreciation & Amortisation Expenses	6.29	6.47	6.95	25.65	25.77
g. Other Expenses	12.22	19.06	21.60	73.95	73.32
<b>h. Total Expenses</b>	<b>86.12</b>	<b>85.60</b>	<b>80.50</b>	<b>334.46</b>	<b>334.30</b>
<b>V</b> Profit before exceptional items and Tax (III-IV)	<b>70.77</b>	<b>74.36</b>	<b>41.70</b>	<b>293.15</b>	<b>250.31</b>
<b>VI</b> Exceptional items	-	-	-	-	-
<b>VII</b> Profit Before Tax (V-VI)	<b>70.77</b>	<b>74.36</b>	<b>41.70</b>	<b>293.15</b>	<b>250.31</b>
<b>VIII</b> Tax Expenses					
(1) Current Tax	17.96	16.85	12.67	66.58	61.62
(2) Deferred Tax	(1.52)	(1.66)	0.01	(7.69)	0.82
<b>Total Tax Expenses</b>	<b>16.44</b>	<b>15.19</b>	<b>12.68</b>	<b>58.89</b>	<b>62.44</b>
<b>IX</b> Net Profit for the period (VII-VIII)	<b>54.33</b>	<b>59.17</b>	<b>29.02</b>	<b>234.26</b>	<b>187.87</b>
<b>X</b> 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	0.26	(0.50)	-	0.15	0.10
(ii) Income tax relating to these items	(0.04)	-	-	(0.04)	-
<b>XI</b> Total Comprehensive Income For The Period (IX+X)	<b>54.55</b>	<b>58.67</b>	<b>29.02</b>	<b>234.37</b>	<b>187.97</b>
<b>XII</b> Paid up Equity Share Capital (Face value of shares of Rs 2/- each)	15.18	15.18	15.16	15.18	15.16
<b>XIII</b> Other equity	-	-	-	1,124.73	915.49
<b>XIV</b> Earnings Per Share (EPS) based on face value Rs 2/- per Equity share					
(a) Basic (in Rupees)	7.15	7.80	3.83	30.89	24.82
(b) Diluted (in Rupees)	7.09	7.74	3.79	30.62	24.60
	( Not Annualised)	( Not Annualised)	( Not Annualised)	(Annualised)	(Annualised)



*[Handwritten Signature]*

**Notes :**

- 1) The above standalone financial results for the quarter and year ended March 31, 2023 have been reviewed and recommended by the Audit Committee and subsequently approved by the Board of Directors of the Company at their respective meetings held on 27th May, 2023
- 2) The Audited 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 Formulations " and therefore, has only one reportable segment in accordance with Ind AS 108 "Operating Segments". Hence no separate segment reporting is applicable to the Company.
- 4) Other Income and Profits Before Tax for the Quarter and Twelve months ended Mar 31,2023 includes Dividend of Rs. Nil and 46.18 Cr respectively as against Rs. Nil Cr for the Quarter and 23.05 Crs for Twelve months ended Mar 31, 2022, received from our wholly owned subsidiary Caplin Point Far East Limited, Hong Kong.
- 5) Revenue from operations is disclosed net of Goods and Services Tax
- 6) Results for the year ended 31st March, 2023 presented above have been audited by the Statutory Auditors of the company. An unqualified opinion has been issued by them thereon
- 7) During the Quarter and twelve months ended 31st March,2023 the Company had allotted 10,500 and 1,13,870 equity shares of Rs. 2/- each under the Company's Employees Stock Option Schemes and the total number of equity shares of the Company stands at 7,59,02,746 as at 31st March' 2023. The Company had allotted 20,000 equity shares and 1,46,126 equity shares of Rs.2/- each, during the Quarter and Twelve months ended 31st March 2022 respectively.
- 8) The Board of Directors at their meeting held on 27th May 2023 approved an interim dividend of Rs 2/- ( 100% ) per equity share of Rs.2/- each for the Financial Year 2022-23
- 9) The entire shareholding of the Company's Subsidiary entity in Colombia namely Caplin Point laboratories Colombia, SAS, (Colombia) has been transferred to the Company's wholly owned subsidiary Caplin Point Far East Limited on 28th March 2023
- 10) The figures for the quarter ended 31st March,2023 and 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.
- 11) 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



  
Dr. Sridhar Ganesan  
Managing Director

Place: Chennai

Date: 27th May,2023



STANDALONE BALANCE SHEET AS AT MARCH 31, 2023		
(All amounts are in ₹ Crores unless otherwise stated)	(Audited)	(Audited)
Particulars	As at March 31, 2023	As at March 31, 2022
<b>ASSETS</b>		
<b>(1) Non-Current Assets</b>		
(a) Property, plant and equipment	151.70	157.50
(b) Capital work-in-progress	42.68	1.73
(c) Intangible assets	3.94	4.47
(d) Right of Use Assets	1.21	0.49
(e) Intangible Assets under development	-	0.87
(f) Investments in Subsidiaries and Associate	205.93	177.12
(g) Financial assets		
(i) Investments	69.04	35.61
(ii) Loan to Subsidiary	156.00	39.75
(iii) Other Financial Assets	2.20	26.10
(h) Income tax assets (Net)	0.99	2.53
(i) Other Non current Asset	5.51	2.32
<b>Sub-total-Non current assets</b>	<b>639.20</b>	<b>448.49</b>
<b>(2) Current Assets</b>		
(a) Inventories	51.53	42.81
(b) Financial assets		
(i) Investments	159.17	51.97
(ii) Trade receivables	88.24	53.73
(iii) Cash and cash equivalents	122.02	81.01
(iv) Bank balances other than (iii) above	149.36	235.07
(v) Other Financial Assets	71.07	130.02
(c) Other current assets	22.59	11.06
<b>Sub-total-Current assets</b>	<b>663.98</b>	<b>605.67</b>
<b>Total</b>	<b>1,303.18</b>	<b>1,054.16</b>
<b>EQUITY AND LAIBILITIES</b>		
<b>(1) Equity</b>		
Equity share capital	15.18	15.16
Other equity	1,124.73	915.49
<b>Sub-total-Equity</b>	<b>1,139.91</b>	<b>930.65</b>
<b>(2) Liabilities</b>		
<b>(A) Non-Current Liabilities</b>		
(a) Financial liabilities		
(i) Lease Liabilities	0.48	0.16
(b) Deferred tax liabilities (Net)	14.14	21.79
(c) Other non current liabilities	1.80	2.68
<b>Sub-total-Non current liabilities</b>	<b>16.42</b>	<b>24.63</b>
<b>(B) Current Liabilities</b>		
(a) Financial liabilities		
(i) Trade payables		
(a) total outstanding dues of micro and small enterprises	0.37	1.16
(b) total outstanding dues other than (i) (a) above	81.05	63.86
(ii) Lease Liabilities	0.86	0.46
(iii) Other financial Liabilities	20.32	11.74
(b) Provisions	0.17	1.20
(c) Other Current liabilities	44.08	20.46
<b>Sub-total-Current liabilities</b>	<b>146.85</b>	<b>98.88</b>
<b>Total</b>	<b>1,303.18</b>	<b>1,054.16</b>



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CAPLIN POINT LABORATORIES LIMITED		
STANDALONE STATEMENT OF CASH FLOW FOR THE YEAR ENDED MARCH 31, 2023		
(All amounts are in ₹ Crores unless otherwise stated)	(Audited)	(Audited)
Particulars	For the year ended March 31, 2023	For the year ended March 31, 2022
<b>A. Cash Flow from Operating Activities</b>		
Profit before tax	293.15	250.31
<u>Adjustments for:</u>		
Depreciation and Amortisation expense	25.65	25.77
Finance costs	0.12	0.09
Government grant	(0.87)	(0.82)
Exchange Gain on Disposal of Associate	(0.21)	-
Exchange Loss on Disposal of Subsidiary	0.56	-
(Profit)/Loss on sale/disposal of property, plant and equipment	0.32	(0.12)
Employee Stock option Scheme Expense	3.80	2.18
Net Unrealised Foreign Exchange Fluctuation Loss (Gain)	(1.10)	0.13
Fair value loss on financial instruments through profit or loss	0.54	0.14
Realised gain on Financial Assets	(1.83)	(0.88)
Dividend Income	(46.18)	(23.05)
Interest income	(40.37)	(22.87)
<b>Operating Profit before Working Capital changes</b>	<b>233.58</b>	<b>230.87</b>
<u>Adjustments for :</u>		
(Increase) / Decrease in inventories	(8.72)	(17.94)
(Increase) / Decrease in Trade receivables	(34.51)	44.73
(Increase) / Decrease in Other Asset	(11.53)	14.05
(Increase) / Decrease in Other Financial assets	(0.10)	(0.57)
Increase/(Decrease) in Trade payables ,Other Liabilities & Provisions	43.41	21.80
<b>Cash Generated from Operations</b>	<b>222.14</b>	<b>292.95</b>
Income tax Paid	(65.04)	(61.98)
<b>Net Cash inflow / (outflow) from Operating activities</b>	<b>157.10</b>	<b>230.97</b>
<b>B. Cash Flow from Investing Activities</b>		
Sale / (Purchase) of investments	(141.17)	(76.53)
Investment in Bank Deposits & Inter Corporate Deposits	91.49	(122.50)
Investment in Subsidiaries	(31.74)	(34.63)
Proceeds from Disposal of Associate	2.03	-
Proceeds from Disposal of Subsidiary (Net)	1.94	-
Loan given to Subsidiary	(116.25)	(39.75)
Increase/(Decrease) in Other Bank Balances	85.82	(38.75)
Sale / (Purchase) of property, plant and equipment (Including CWIP)	(58.63)	(7.22)
Interest received	31.83	19.52
Dividend received	46.18	23.05
Realised gain on Financial Assets	1.83	0.88
<b>Net Cash inflow/(outflow) from Investing activities</b>	<b>(86.67)</b>	<b>(275.93)</b>
<b>C. Cash Flow from Financing Activities</b>		
Proceeds from exercise of employee stock options*	0.02	0.03
Increase/(Decrease) in Long and Short term Borrowings	-	(0.01)
Interest paid (Including interest on Lease liability)	(0.12)	(0.09)
Dividend paid	(30.32)	(22.69)
<b>Net Cash inflow / (outflow) from Financing activities</b>	<b>(30.42)</b>	<b>(22.76)</b>
<b>Net increase / (decrease) in cash and cash equivalents during the year D=(A+B+C)</b>	<b>40.01</b>	<b>(67.72)</b>
<b>Cash and Cash Equivalents as at the beginning of the year (E)</b>	<b>81.01</b>	<b>148.82</b>
Effect of exchange rate changes on cash and cash equivalents (F)	1.00	(0.09)
<b>Cash and Cash Equivalents as at the end of the year (G=D+E+F)</b>	<b>122.02</b>	<b>81.01</b>
Less: Bank Balance in Unspent CSR Account	6.64	3.99
<b>Net Cash and Cash Equivalents as at the end of the year (I=G-H)</b>	<b>115.38</b>	<b>77.02</b>

Notes:

\* Proceeds from exercise of employee stock options amounting to Rs. 2,27,740 for 1,13,870 ESOP exercised during the year ended March 2023.

The above Standalone Statement of Cash Flows has been prepared under the "Indirect method" as set out in Ind AS 7, 'statement of Cash Flows'.

a). Reconciliation of Cash And Cash Equivalents		
Cash And Cash Equivalents As Per Balance Sheet	122.02	81.01
<b>Total Cash And Cash Equivalents As Per Balance Sheet</b>	<b>122.02</b>	<b>81.01</b>
Less: Bank Balance in Unspent CSR Account	6.64	3.99
<b>Total Cash And Cash Equivalents As Per The Statement Of Cash Flows</b>	<b>115.38</b>	<b>77.02</b>



**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

**AUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE THREE MONTHS AND TWELVE MONTHS ENDED 31st MARCH 2023**

Particulars	Three Months Ended			Financial Year ended	
	31.03.2023	31.12.2022	31.03.2022	31.03.2023	31.03.2022
	(1)	(2)	(3)	(4)	(5)
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
	INR in Crores				
<b>Income:</b>					
I Revenue from operations	389.28	372.07	339.24	1,466.73	1,269.41
II Other income	11.40	14.15	11.51	55.98	38.75
III <b>Total Income (I+II)</b>	<b>400.68</b>	<b>386.22</b>	<b>350.75</b>	<b>1,522.71</b>	<b>1,308.16</b>
<b>IV Expenses:</b>					
a. Cost of materials consumed	57.30	56.69	53.79	223.04	192.31
b. Purchase of traded goods	106.08	104.69	120.21	519.03	397.12
c. Changes in inventories of finished goods, stock in trade and work in progress	13.22	2.52	(22.08)	(78.86)	(31.92)
d. Employee benefit expenses	36.00	34.54	30.24	136.99	115.30
e. Finance cost	0.23	0.36	0.08	0.78	0.70
f. Depreciation & Amortisation Expenses	11.13	11.43	11.45	44.99	46.90
g. Other Expenses	52.75	64.26	57.14	225.47	201.93
h. <b>Total Expenses</b>	<b>276.71</b>	<b>274.49</b>	<b>250.83</b>	<b>1,071.44</b>	<b>922.34</b>
V <b>Profit before share of profit in Associate, Exceptional Items and tax (III-IV)</b>	<b>123.97</b>	<b>111.73</b>	<b>99.92</b>	<b>451.27</b>	<b>385.82</b>
VI Share of Profit in Associate	0.08	(0.01)	-	0.08	-
VII Exceptional items	-	-	-	-	-
VIII <b>Profit Before Tax (V-VI-VII)</b>	<b>124.05</b>	<b>111.74</b>	<b>99.92</b>	<b>451.35</b>	<b>385.82</b>
<b>IX Tax Expenses</b>					
(1) Current Tax	23.68	18.96	19.29	82.30	83.91
(2) Deferred Tax	(0.87)	(4.61)	(0.20)	(7.94)	(6.54)
<b>Total Tax Expenses</b>	<b>22.81</b>	<b>14.35</b>	<b>19.09</b>	<b>74.36</b>	<b>77.37</b>
X <b>Net Profit for the period (VIII - IX)</b>	<b>101.24</b>	<b>97.39</b>	<b>80.83</b>	<b>376.99</b>	<b>308.45</b>
<b>XI Other Comprehensive Income - Net of Tax</b>					
A. Items that will not be re-classified to profit or loss					
i) Remeasurements of Defined Benefit Plan	0.39	(0.84)	(0.46)	0.43	0.09
(ii) Income tax relating to these items	(0.11)			(0.11)	
B. Items that will be re-classified to profit or loss					
i) Exchange difference in translating the financial statements of foreign operations	(5.62)	10.30	10.60	42.43	14.17
XII <b>Total Comprehensive Income For The Period (X + XI)</b>	<b>95.90</b>	<b>106.85</b>	<b>90.97</b>	<b>419.74</b>	<b>322.71</b>
<b>XIII Profit attributable to:</b>					
Owners of the Company	102.11	97.48	79.06	376.26	299.84
Non- controlling interests	(0.87)	(0.09)	1.77	0.73	8.61
	<b>101.24</b>	<b>97.39</b>	<b>80.83</b>	<b>376.99</b>	<b>308.45</b>
<b>XIV Total Comprehensive Income For The Period attributable to</b>					
Owners of the Company	96.77	106.94	89.20	419.01	314.10
Non- controlling interests	(0.87)	(0.09)	1.77	0.73	8.61
	<b>95.90</b>	<b>106.85</b>	<b>90.97</b>	<b>419.74</b>	<b>322.71</b>
XV Paid up Equity Share Capital (Face value of share of Rs 2/- each)	15.18	15.18	15.16	15.18	15.16
XVI Other equity excluding Non-controlling interest	-	-	-	1,865.30	1,468.77
<b>XVII Earnings Per Share (EPS) (Not annualised) based on face value Rs 2/- per Equity share</b>					
(a) Basic (in Rupees)	13.45	12.86	10.43	49.62	39.61
(b) Diluted (in Rupees)	13.33	12.75	10.33	49.18	39.26
	( Not Annualised)	( Not Annualised)	( Not Annualised)	(Annualised)	(Annualised)



*Handwritten signature*

**Notes :**

- 1) The above consolidated financial results for the quarter and year ended March 31, 2023 have been reviewed and recommended by the Audit Committee and subsequently approved by the Board of Directors of the Company at their respective meetings held on 27th May, 2023
- 2) The Audited 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 Formulations " 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 and Services Tax/VAT
- 5) Results for the year ended 31st March, 2023 presented above have been audited by the Statutory Auditors of the company. An unqualified opinion has been issued by them thereon
- 6) The Board of Directors at their meeting held on 27th May 2023 approved an interim dividend of Rs 2/- ( 100 %) per equity share of Rs.2/- each for the Financial Year 2022-23
- 7) During the Quarter and twelve months ended 31st March,2023 the Company had allotted 10,500 and 1,13,870 equity shares of Rs. 2/- each under the Company's Employees Stock Option Schemes and the total number of equity shares of the Company stands at 7,59,02,746 as at 31st March' 2023. The Company had allotted 20,000 equity shares and 1,46,126 equity shares of Rs.2/- each, during the Quarter and Twelve months ended 31st March 2022 respectively.
- 8) The Parent Company has transferred its entire shareholding in its Colombian Subsidiary i.e. Caplin Point laboratories Colombia, SAS, (Colombia) to its wholly owned subsidiary Caplin Point Far East Limited on 28th March 2023
- 9) The figures for the quarter ended 31st March,2023 and 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



A handwritten signature in blue ink, appearing to read "Dr. Sridhar Ganesan".

Dr. Sridhar Ganesan  
Managing Director

Place: Chennai  
Date: 27th May, 2023



**CAPLIN POINT LABORATORIES LIMITED**  
**CONSOLIDATED BALANCE SHEET As at MARCH 31, 2023**

(All amounts are in ₹ Crores unless otherwise stated)	(Audited)	(Audited)
Particulars	As at Mar 31, 2023	As at March 31, 2022
<b>ASSETS</b>		
<b>(1) Non-Current Assets</b>		
(a) Property, Plant and Equipment	267.01	276.66
(b) Capital work-in-progress	220.48	15.41
(c ) Intangible assets	10.94	8.53
(d) Right of Use Assets	1.86	1.38
(e) Intangible Assets under development	0.23	2.32
(f) Financial Assets		
(i) Investments	70.52	37.01
(ii) Other Financial Assets	4.19	28.71
(g) Income tax assets (Net)	3.46	-
(h) Deferred Tax Assets (Net)	13.86	6.21
(i) Other Non-Current assets	44.39	62.27
Sub-total-Non current assets	<b>636.94</b>	<b>438.50</b>
<b>(2) Current Assets</b>		
(a) Inventories	288.22	227.31
(b) Financial Assets		
(i) Investments	159.17	51.97
(ii) Trade Receivables	394.06	320.06
(iii) Cash and Cash equivalents	177.56	150.76
(iv) Bank balances other than (iii) above	315.92	312.23
(v ) Other Financial Assets	71.93	130.84
(c ) Other Current Assets	147.60	104.65
Sub-total-Current assets	<b>1,554.46</b>	<b>1,297.82</b>
<b>Total</b>	<b>2,191.40</b>	<b>1,736.32</b>
<b>EQUITY AND LIABILITIES</b>		
<b>(1)Equity</b>		
Equity Share capital	15.18	15.16
Instruments entirely equity in nature	74.58	74.58
Other Equity	1,790.72	1,394.19
Equity attributable to shareholders of the company	<b>1,880.48</b>	<b>1,483.93</b>
Non controlling interest	26.79	25.95
Sub-total-Equity	<b>1,907.27</b>	<b>1,509.88</b>
<b>(2) Liabilities</b>		
<b>(A) Non-Current Liabilities</b>		
(a) Financial Liabilities		
(i) Lease Liabilities	0.93	1.17
(b ) Provisions	7.78	6.06
(c ) Income tax Liabilities (Net)	-	2.42
(d ) Other non current liabilities	7.42	9.11
Sub-total-Non current liabilities	<b>16.13</b>	<b>18.76</b>
<b>(B) Current Liabilities</b>		
(a) Financial Liabilities		
(i) Borrowings	3.41	0.50
(ii) Trade Payables		
(a) total outstanding dues of micro and small enterprises	0.38	1.57
(b) total outstanding dues other than (ii) (a) above	163.99	154.37
(iii) Lease Liabilities	0.86	0.46
(iv) Other financial Liabilities	71.63	38.29
(b) Provisions	0.28	2.56
(c) Other Current Liabilities	27.45	9.93
Sub-total-Current liabilities	<b>268.00</b>	<b>207.68</b>
<b>Total</b>	<b>2,191.40</b>	<b>1,736.32</b>



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CONSOLIDATED STATEMENT OF CASH FLOW FOR THE YEAR ENDED MARCH 31, 2023

(All amounts are in ₹ Crores unless otherwise stated)

Particulars	(Audited)	(Audited)
	For the year ended March 31, 2023	For the year ended March 31, 2022
<b>A. Cash Flow from Operating Activities</b>		
Profit before tax	451.35	385.82
<u>Adjustments for:</u>		
Depreciation and Amortisation expense	44.99	46.90
Finance costs	0.78	0.70
Government grant	(1.59)	(1.54)
(Profit)/Loss on sale/disposal of property, plant and equipment	0.36	1.17
Expenses for Increasing the Authorised share capital of a Subsidiary	-	0.76
Employee Stock option Scheme Expense	5.19	6.67
Net Unrealised Foreign Exchange Fluctuation Loss (Gain)	(1.18)	0.04
Fair value (gain)/loss on financial instruments through profit or loss	0.54	0.14
Realised gain on Financial Assets	(1.83)	(0.90)
Share of Profit in Associate	(0.08)	-
Interest income	(35.41)	(23.50)
<b>Operating Profit before Working Capital changes</b>	<b>463.12</b>	<b>416.27</b>
<u>Adjustments for:</u>		
(Increase) / Decrease in inventories	(60.90)	(48.31)
(Increase) / Decrease in Trade receivables	(74.00)	(40.70)
(Increase) / Decrease in Other Financial assets	(0.17)	(1.18)
(Increase) / Decrease in Other assets	(42.94)	(5.76)
Increase/(Decrease) in Trade payables ,Other Liabilities & Provisions	32.29	83.74
Impact of Foreign currency translation	42.43	14.17
<b>CASH GENERATED FROM OPERATIONS</b>	<b>359.83</b>	<b>418.23</b>
Income tax Paid (Net)	(88.18)	(81.50)
<b>Net Cash inflow / (outflow) from Operating activities (A)</b>	<b>271.65</b>	<b>336.73</b>
<b>B. Cash Flow from Investing Activities</b>		
Sale / (Purchase) of investments	(141.25)	(76.53)
Investment/(Redemption) in Bank Deposits & Inter corporate Debenture	92.18	(122.33)
Proceeds from sale of Equity shares/(Investment in Equity shares)	-	(1.40)
Increase/(Decrease) in Other Bank Balances	(3.69)	(105.83)
Sale / (Purchase) of property, plant and equipment (Including CWIP)	(193.75)	(91.18)
Interest received	26.82	19.60
Realised gain on Financial Assets	1.83	0.90
<b>Net Cash inflow / (outflow) from Investing activities (B)</b>	<b>(217.86)</b>	<b>(376.77)</b>
<b>C. Cash Flow from Financing Activities</b>		
Proceeds from exercise of employee stock options*	0.02	0.03
Expenses for Increasing the Authorised share capital of a subsidiary	-	(0.76)
Increase/(Decrease) in Long and Short term Borrowings	2.91	(16.56)
Interest paid (Including interest on Lease liability)	(0.78)	(0.70)
Dividend paid	(30.32)	(22.69)
<b>Net Cash inflow / (outflow) from Financing activities ('C)</b>	<b>(28.17)</b>	<b>(40.68)</b>
<b>Net increase / (decrease) in cash and cash equivalents during the year (D=A+B+C)</b>	<b>25.62</b>	<b>(80.72)</b>
<b>Cash and Cash Equivalents as at the beginning of the year (E')</b>	<b>150.76</b>	<b>231.57</b>
Effect of exchange rate changes on cash and cash equivalents (F)	1.18	(0.09)
<b>Cash and Cash Equivalents as at the end of the year (G=D+E+F)</b>	<b>177.56</b>	<b>150.76</b>
Less: Bank Balance in Unspent CSR Account	6.64	3.99
<b>Net Cash and Cash Equivalents as at the end of the year (I=G-H)</b>	<b>170.92</b>	<b>146.77</b>

Notes:

\* Proceeds from exercise of employee stock options amounting to Rs. 2,27,740 for 1,13,870 ESOP exercised during the year ended March 2023.

The above Consolidated Statement of Cash Flows has been prepared under the "Indirect method" as set out in Ind AS 7, 'Statement of Cash Flows'.

**a). Reconciliation of Cash And Cash Equivalents**

Cash And Cash Equivalents As Per Balance Sheet	177.56	150.76
<b>Total Cash And Cash Equivalents As Per Balance Sheet</b>	<b>177.56</b>	<b>150.76</b>
Less: Bank Balance in Unspent CSR Account	6.64	3.99
<b>Total Cash And Cash Equivalents As Per The Statement Of Cash Flow</b>	<b>170.92</b>	<b>146.77</b>



*Indhan*



# CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

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## Independent Auditor's Report on Standalone Annual Financial Results of the Company Pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended

To the Board of Directors of Caplin Point Laboratories Limited

### Report on the audit of the Standalone Annual Financials Results

#### Opinion

We have audited the accompanying standalone Annual financial results ("the Statement") of CAPLIN POINT LABORATORIES LIMITED ("hereinafter referred to as the "Company") for the year ended 31 March 2023, attached herewith, being submitted by the company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (listing Regulations') as amended.

In our opinion and to the best of our information and according to the explanations given to us these standalone financial results:

- i. are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- ii. give a true and fair view in conformity with the recognition and measurement principles laid down in the applicable accounting standards and other accounting principles generally accepted in India of the net profit and other comprehensive income and other financial information for the quarter ended 31 March 2023 as well as the year to date results for the period from 1st April 2022 to 31 March 2023.

#### Basis of Opinion

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under section 143 (10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those SAs are further described in the *Auditor's Responsibilities for the Audit of the Standalone Annual Financial Results* section of our report. We are independent of the Company, in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act, and the Rules thereunder, and we have fulfilled our other ethical



responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on the Standalone annual financial results.

### **Management's Responsibilities for the Standalone Annual Financial Results**

These quarterly financial results as well as the year-to-date standalone financial results have been prepared on the basis of the standalone annual financial statements. The Company's Management and the Board of Directors are responsible for the preparation and presentation of these standalone annual financial results that give a true and fair view of the net profit and other comprehensive income and other financial information in accordance with the recognition and measurement principles laid down in Indian Accounting Standards prescribed under Section 133 of the Act and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the standalone annual financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the standalone annual financial results, the Management and the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors is responsible for overseeing the Company's financial reporting process.

### **Auditor's Responsibilities for the Audit of the Standalone Annual Financial Results**

Our objectives are to obtain reasonable assurance about whether the standalone financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these standalone financial results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:



- Identify and assess the risks of material misstatement of the standalone financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143 (3) (i) of the Act, we are also responsible for expressing our opinion through a separate report on the complete set of financial statements on whether the company has adequate internal financial controls with reference to financial statements in place and operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the standalone annual financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the standalone financial results, including the disclosures, and whether the financial results represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.



## Other Matters

Attention is drawn to the fact that the figures for the quarter ended 31 March 2023 and the corresponding quarter ended in the previous year as reported in these financial results are the balancing figures between audited figures in respect of the full financial year and the published year to date figures up to the end of the third quarter of the relevant financial year. Also, the figures up to the end of the third quarter had only been reviewed and not subjected to audit.

Our opinion on the Statement is not modified in respect of this matter

Place: Chennai  
Date: 27/05/2023



For M/S CNGSN & ASSOCIATES LLP  
CHARTERED ACCOUNTANTS  
Firm Registration No: 004915S/S200036

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

K.PARTHASARATHY  
Partner  
Membership No: 018394  
UDIN: 23018394BGWVDJ3208



# CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

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Web : www.cngsn.com, Email : info@cngsn.com

## Independent Auditors' Report

To  
The Board of Directors  
Caplin Point Laboratories Limited

## Report on the audit of the Consolidated Annual Financial Results

### Opinion

We have audited the accompanying consolidated annual financial results of Caplin Point Laboratories Ltd (hereinafter referred to as the 'Holding Company') and its subsidiaries (Holding Company and its subsidiaries together referred to as "the Group"), its associate for the year ended 31 March 2023, attached herewith, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations').

In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of reports of other auditors on separate audited financial statements of the subsidiaries, the aforesaid consolidated annual financial results:

(i) Includes the financial statement/results of the following:

Name of the entity	Relationship
Caplin Steriles Limited, India	Subsidiary
Argus Salud Pharma LLP, India	Subsidiary
Caplin Point Far East Limited, Hong Kong	Wholly owned subsidiary
Caplin Point (S) PTE. LTD, Singapore	Wholly owned subsidiary
Caplin Onco Limited, India	Wholly owned subsidiary

Subsidiaries of Caplin Point Far East Limited, Hong Kong	Relationship
Caplin Point EL Salvador, S.A. DE C.V., El Salvador	Wholly owned Subsidiary
Nuevos Eticos Neo Ethicals S.A, Guatemala	Subsidiary
Neoethicals CIA.LTDA, Ecuador	Wholly owned Subsidiary
Drogueria Saimed de Honduras S.A., Honduras	Wholly owned Subsidiary
Neo Ethicals S.A, Nicaragua	Wholly owned Subsidiary
Caplin Point Laboratories Colombia SAS, Colombia	Wholly owned Subsidiary

Associate of Caplin Steriles Limited , India	Relationship
Sunsole Solar Private Limited	Associate

(ii) Are presented in accordance with the requirements of Regulation 33 of the Listing Regulations as amended; and



(iii) Gives a true and fair view in conformity with the recognition and measurement principles laid down in the applicable Indian Accounting Standards, and other accounting principles generally accepted in India, of consolidated total comprehensive income comprising of net profit and other comprehensive income and other financial information of the Group for the year ended 31 March 2023.

### **Basis for Opinion**

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those SAs are further described in the Auditor's Responsibilities for the Audit of the Consolidated Annual Financial Results section of our report. We are independent of the Group, its associate in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act, and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us along with the consideration of audit reports of the other auditors referred to in sub paragraph (a) of the "Other Matters" paragraph below, is sufficient and appropriate to provide a basis for our opinion on the consolidated annual financial results.

Our opinion is not modified in respect of this matter.

### **Management's Responsibilities for the Consolidated Annual Financial Results**

These consolidated annual financial results have been prepared on the basis of the consolidated annual financial statements.

The Holding Company's Management and the Board of Directors are responsible for the preparation and presentation of these consolidated annual financial results that give a true and fair view of the consolidated net profit and other comprehensive income and other financial information of the Group including its associate in accordance with the recognition and measurement principles laid down in Indian Accounting Standards prescribed under Section 133 of the Act and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The respective Management and Board of Directors of the companies included in the Group and of its associate are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of each company and for preventing and detecting frauds and other irregularities, selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the consolidated annual financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the consolidated annual financial results by the Management and the Directors of the Holding Company, as aforesaid.



In preparing the consolidated annual financial results, the Management and the respective Board of Directors of the companies included in the Group and of its associate are responsible for assessing the ability of each company to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group and of its associate is responsible for overseeing the financial reporting process of each company.

### **Auditor's Responsibilities for the Audit of the Consolidated Annual Financial Results**

Our objectives are to obtain reasonable assurance about whether the consolidated annual financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated annual financial results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated annual financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3)(i) of the Act, we are also responsible for expressing our opinion through a separate report on the complete set of financial statements on whether the company has adequate internal financial controls with reference to financial statements in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures in the consolidated financial results made by the Management and Board of Directors.
- Conclude on the appropriateness of the Management and Board of Directors use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the appropriateness of this assumption. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated annual financial results or, if such





disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and its associate to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the consolidated annual financial results, including the disclosures, and whether the consolidated annual financial results represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial results/financial information of the entities within the Group and its associate to express an opinion on the consolidated annual financial results.

We are responsible for the direction, supervision and performance of the audit of financial information of such entities included in the consolidated financial results of which we are the independent auditors. For the other entities included in the consolidated annual financial results, which have been audited by other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion. Our responsibilities in this regard are further described in para (a) of the section titled "Other Matters" in this audit report.

We communicate with those charged with governance of the Holding Company and such other entities included in the consolidated annual financial results of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations, as amended, to the extent applicable.

### **Other Matters**

The consolidated annual financial results include the audited financial results of ten subsidiaries whose financial statements reflect total assets (before consolidation adjustments) of Rs.1,826.43 Crores as at 31 March 2023, total revenue (before consolidation adjustments) of Rs.1,396.06 Crores and total net profit after tax (before consolidation adjustments) of Rs.210.83 Crores and Total Comprehensive Income of Rs.253.70 Crores and the Group's share of net profit after tax (before consolidation adjustments) of Rs.0.08 crore of one associate for the year ended on that date, as considered in the consolidated annual financial results, which have been audited by their respective independent auditors. The independent auditors' reports on financial statements of these entities have been furnished to us by the management and our opinion on the consolidated annual financial results, in so far as it relates to the amounts and disclosures included in respect of these entities, is based solely on the report of such auditors and the procedures performed by us are as stated in paragraph above.



Our opinion on the consolidated annual financial results is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors and the financial results certified by the Board of Directors.

The consolidated annual financial results include the results for the quarter ended 31 March 2023 being the balancing figure between the audited figures in respect of the full financial year and the published unaudited year-to-date figures up to the third quarter of the current financial year which were subject to limited review by us.



Place: Chennai

Date: 27/05/2023

For **M/S CNGSN & ASSOCIATES LLP**  
CHARTERED ACCOUNTANTS  
Firm Registration No: 0049155/S200036

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

**K.PARTHASARATHY**  
Partner  
Membership No: 018394  
UDIN: 23018394BGWVDK3965

## FY23 Total Revenue at Rs. 1,523 Cr, up 16% YoY

### US Injectable business grew by 67% YoY to Rs. 213 Cr

### PAT up 22% YoY at Rs.377 Cr; Cash Reserves at Rs. 772 Cr

### PAT for Q4FY23 Crosses Rs. 100 Cr mark

Chennai, 27<sup>th</sup> May 2023: Caplin Point Laboratories Limited (CPL) (BSE: CAPPL (524742), (NSE: CAPLIPOINT)) today reported its financial results for the Q4 and Year ended 31<sup>st</sup> March 2023.

#### Key Results Highlights (Consolidated):

- ✓ Total Revenue for FY23 grew by 16.4% YoY to Rs. 1,523 Cr
- ✓ Gross Margin for FY23 is at 54.8%
- ✓ EBITDA for FY23 is Rs. 497 Cr with EBITDA margins at 32.6%
- ✓ FY23 PAT is at Rs. 377 Cr up 22.2% YoY
- ✓ Cash and Cash equivalents at Rs. 772 Cr as of 31<sup>st</sup> March 2023; Capex for FY23 is at Rs 194 Cr.; Free cash flow for the period is Rs 78 Cr
- ✓ Receivables stood at 97 days as of 31<sup>st</sup> March 2023

#### Key Business highlights:

Particulars (Rs in Cr)	Q4FY23	Q4FY22	QoQ (%)	FY23	FY22	YoY (%)
Total Revenue	400.68	350.75	14.20%	1,522.71	1,308.16	16.40%
Gross Margin	212.68	187.32	13.50%	803.52	711.90	12.90%
Gross Margin %	54.60%	55.20%		54.80%	56.10%	
EBITDA	135.33	111.45	21.40%	497.04	433.42	14.70%
EBITDA %	33.80%	31.80%		32.60%	33.10%	
PBT	124.05	99.92	24.10%	451.35	385.82	17.00%
PBT%	31.00%	28.50%		29.60%	29.50%	
PAT	101.24	80.83	25.20%	376.99	308.45	22.20%
PAT%	25.30%	23.00%		24.80%	23.60%	

- ✓ Company finishes FY23 with strong top-line and bottom-line growth, supported by benchmark cashflows.
- ✓ Caplin Steriles (US Injectable business) Total Revenue crosses Rs. 213 Cr in FY23 with 67% YoY growth; achieving PAT breakeven.
- ✓ Capex projects of Caplin Steriles Phase 2, Caplin Onco and API unit at Vizag nearing completion.
- ✓ Company's liquid assets (Cash, inventory & receivables) are in excess of Rs. 1,450+ Cr

#### Q4 & FY23 Performance Highlights:

- ✓ Q4 FY23 Revenue at Rs. 400.68 Cr, up 14.2 % YoY, as compared to Rs. 350.75 Cr in Q4 FY22

- ✓ PAT for the quarter is at Rs. 101.24 Cr up 25.2% as compared to Rs 80.83 Cr in Q4FY22
- ✓ **PAT increased by 22.2% to Rs. 376.99 Cr in FY23 against Rs.308.45 Cr in FY22**
- ✓ Cash flow From Operations is at **Rs 272 Cr** for Year ended 31<sup>st</sup> March 2023
- ✓ **Basic EPS grew by 25% to Rs. 49.62 in FY23** against Rs. 39.61 in FY22
- ✓ Enhanced deployment of cash has yielded an interest income of Rs. 35.41 Cr in FY23 Vs Rs.23.50 Cr in FY22
- ✓ Considering the extended transit time and with a focus on need to keep Inventory closer to customers, the current level of inventory is likely to continue in Q1 FY24 as well
- ✓ Geographical breakup of sales: **LATAM & ROW - 86%(PY:90%), US – 14%(PY:10%)**

### Company’s growth over 10 years

Particulars	10 Years CAGR	2012-13 to 2022-23 (in Rs. Cr)
Operating Revenue	27.70%	127 Cr to 1467 Cr
Total Revenue	28.00%	129 Cr to 1523 Cr
EBDITA	35.40%	24 Cr to 497 Cr
PBT	35.26%	22 Cr to 451 Cr
PAT	39.00%	14 Cr to 377 Cr
Cash Reserves		17 Cr to 772 Cr

### Business Highlights

#### Emerging Markets

- ✓ Company continues to show strong growth in Latin America and US.
- ✓ Softgel expansion at CP-1 plant completed, with commercial exports commencing in Q4.
- ✓ Company plans entry into Brand Marketing at Latin America, specifically in CNS and CVS segments.
- ✓ Amaris Clinical (Caplin’s CRO wing) to complete BE studies for 30+ products in 2023/24, with several already completed, to be filed in higher surveillance markets such as Chile, in LatAm.
- ✓ Development of 65+ API’s both in General Category and Oncology completed at R&D scale, to be scaled up when Company’s API units go on stream in the next few months.
- ✓ Company’s exports to newer markets such as Cambodia, Turkmenistan and Uzbekistan has commenced in Q4FY23.
- ✓ Company has received 2 tender awards from a LatAm country for Speciality & Oncology products, to be delivered in Q1 and Q2 of FY24.

#### Projects Update:

- **API Facility:**
  - a. General Category API site refurbishment work ongoing, company targeting completion within 4 months.

- b. Oncology API site construction starting in adjacent facility to the Finished Dosages Oncology plant at Kakkalur, Chennai. Targeting completion latest by Q3FY24.
- **Capacity Expansion at CP-1 (ROW facility)** – Softgel capacity expansion completed, with 2x the current capacity established for existing markets. Injectable expansion ongoing – lyophilization capacities to be expanded by 4x.
- **Capacity expansion in Caplin Steriles:**
  - o Phase 2 of the facility nearing completion, commercial batches targeted by Q3FY24 from this unit. Post completion, company will be able to leverage large batches with faster filling speed for Injectable Vials. Also, an automated Pre-Filled Syringe line is being added, a new delivery system previously not available at Caplin Steriles.
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- **OSD Facility for Global markets** – Construction work to commence shortly on a new Oral Solid Dosages plant in Thervoy SIPCOT, near Chennai. The facility, which is expected to be completed in 12 months, will increase existing OSD capacity by 3x and will cater to additional demand from larger LatAm markets such as Mexico and Brazil, in addition to regulated markets such as US and EU.

**All of the above Capex is funded through internal accruals only, and Company continues to remain debt-free.**

### US & Regulated Markets

- ✓ **Caplin Steriles' (CSL) Total Revenue in FY23 crosses Rs. 213 Cr, with a growth of 67% YoY; achieving PAT breakeven**
- ✓ **Revenue breakup is a healthy mix of Product supply and Milestone + Profit Share, with current split at around 70:30**
- ✓ With a healthy order book, Company targets 50% growth in revenues in the FY24. Increase in revenues targeted through new product launches and higher market share from current products.
- ✓ Company has 8 ANDAs under review with FDA as on date, which includes Injectables and Ophthalmics.
- ✓ Company has completed 4 complex products Exhibit Batches, which includes 3 Injectables and 1 Ophthalmic. Plans to file all 4 with US and Global markets during FY24
- ✓ Company has launched its co-labelled product in the US, for 4 approved products.
- ✓ Overall development pipeline remains robust, with 55+ ANDAs under development with an addressable market in US at over \$5 Billion.

- ✓ Company’s drive towards digitalization continues with installation of e-Log Books at the plant, having already completed installation of Labware LIMS and SAP recently.

**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 2022. Company has appeared fifth time on this list (2014, 2015, 2016, 2021 and 2022) 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:**

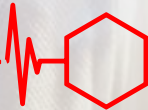
<p><b>Investor Relations at Caplin</b> Mr G Venkatram (General Counsel &amp; Company Secretary) Tel: +91 44 24968000 <a href="mailto:investor@caplinpoint.net">investor@caplinpoint.net</a></p> <p><b>Ernst &amp; Young</b> Mr. Rahul Thakur <a href="mailto:Rahul.thakur@in.ey.com">Rahul.thakur@in.ey.com</a></p>	<p><b>Registered Office</b> 3<sup>rd</sup> 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: <a href="http://www.caplinpoint.net">www.caplinpoint.net</a></p>
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**Caplin Point**  
Laboratories Limited

# Investor Presentation

May 2023



**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



The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. The Company makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information contained herein.

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.

No part of this presentation may be reproduced, quoted or circulated without prior written approval from Caplin Point Laboratories Ltd.



# Content

1 Q4FY23 and FY23 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin



Headquarters, Chennai

# Content

## 1 Q4FY23 & FY23 Highlights

- 1.1 Q4FY23 & FY23 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

- Revenue for **FY23** grew by **16.4% YoY** to **Rs. 1,523 Cr**
- **Gross Margin** for FY23 is at **54.8%**
- **EBITDA** for FY23 is **Rs. 497 Cr; EBITDA margins at 32.6%**
- **FY23 PAT is at Rs. 377 Cr up 22.2% YoY**
- **Cash and Cash equivalents** at **Rs. 772 Cr** as of 31<sup>st</sup> March 2023;
- **Cash flow From Operations at Rs 272 Cr for FY23** ended 31<sup>st</sup> March 2023; **Capex** for FY23 is at **Rs 194 Cr.; Free cash flow** for the period was **Rs 78 Cr**
- **Basic EPS** grew by **25% to Rs. 49.62** in FY23 against Rs. 39.61 in FY22
- **Receivable** stood at **97 days**
- Geographical breakup of sales: **LATAM & ROW - 86%, US – 14%**

## Emerging Markets Business Highlights

- Company continues to show **strong growth in Latin America and US.**
- **Softgel expansion at CP-1 plant completed**, with commercial exports commencing in Q4.
- **Company plans entry into Brand Marketing** at Latin America, specifically in CNS and CVS segments.
- Amaris Clinical (Caplin's CRO wing) **to complete BE studies for 30+ products in 2023/24**, with several already completed, to be filed in higher surveillance markets such as Chile, in LatAm.
- **Development of 65+ API's both in General Category and Oncology completed** at R&D scale, to be scaled up when Company's API units go on stream in the next few months.
- Company's **exports to newer markets such as Cambodia, Turkmenistan and Uzbekistan has commenced in Q4 FY23.**
- Company has **received 2 tender awards from a LatAm country for Speciality & Oncology products**, to be delivered in Q1 and Q2 of FY24.

## US & Regulated Markets Business Highlights

- **Caplin Steriles' (CSL) Total Revenue in FY23 crosses Rs. 213 Cr, with a growth of 67% YoY; achieving PAT breakeven**
- **Revenue breakup is a healthy mix of Product supply and Milestone + Profit Share, with current split at around 70:30**
- With a healthy order book, Company targets 50% growth in revenues in the FY24. Increase in revenues targeted through new product launches and higher market share from current products.
- Company has 8 ANDAs under review with FDA as on date, which includes Injectables and Ophthalmics.
- Company has completed 4 complex products Exhibit Batches, which includes 3 Injectables and 1 Ophthalmic. Plans to file all 4 with US and Global markets during FY24
- Company has launched its co-labelled product in the US, for 4 approved products.
- Overall development pipeline remains robust, with 55+ ANDAs under development with an addressable market in US at over \$5 Billion.

**Caplin is venturing on a Capex journey of INR ~500-550 Cr. to expand existing capacities, widen its product portfolio and backward integrate majority of the products. All of the planned Capex is funded through internal accruals only**

## Capacity expansion in Caplin Steriles

- ▶ Phase 2 of the facility nearing completion, commercial batches targeted by Q3FY24 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 Q4FY24, which will have high Lyophilization capacity, and plans to add complex dosage forms such as Inhalations.

## Oncology

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

## 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 API site refurbishment work ongoing, company targeting completion within 4 months.
- ▶ Oncology API site construction starting in adjacent facility to the Finished Dosages Oncology plant at Kakkalur, Chennai. Targeting completion latest by Q3FY24.

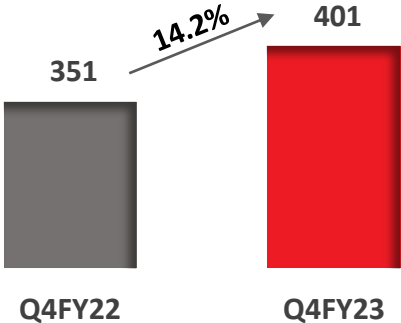
## Capacity Expansion at ROW facility

- ▶ Softgel capacity expansion completed, with 2x the current capacity established for existing markets. Injectable expansion ongoing – lyophilization capacities to be expanded by 4x.
- ▶ OSD Facility for Global markets – Construction work to commence shortly on a new Oral Solid Dosages plant in Thervoy SIPCOT, near Chennai. The facility, which is expected to be completed in 12 months, will increase existing OSD capacity by 3x and will cater to additional demand from larger LatAm markets such as Mexico and Brazil, in addition to regulated markets such as US and EU.

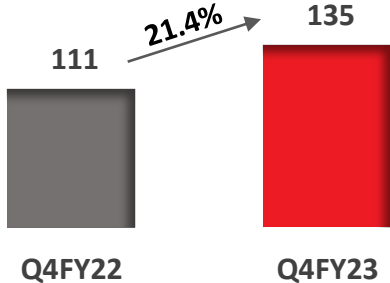
# Robust revenue growth coupled with stable margins

Q4 FY23

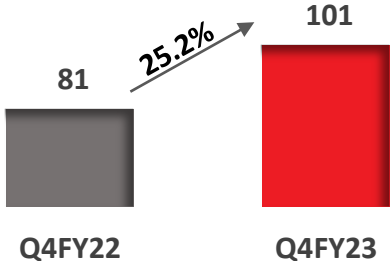
### Total Revenue (INR Cr)



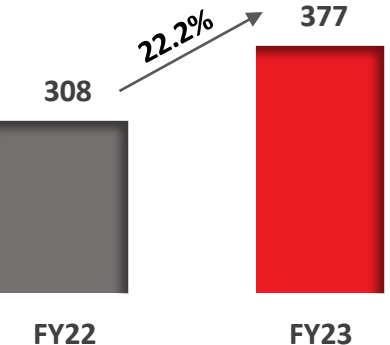
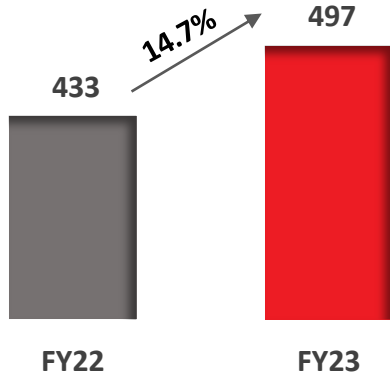
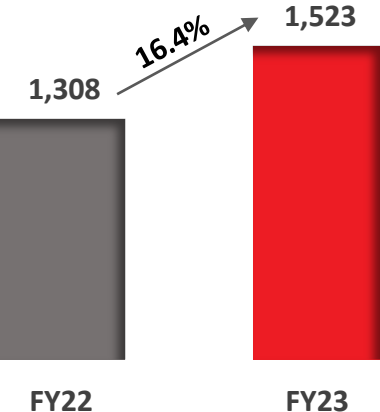
### EBITDA (INR Cr)



### PAT (INR Cr)



FY23



# P&L for the Q4 & FY23 – Consolidated

Value (INR Cr)	Q4 FY23	Q4 FY22	YoY (%)	Q3 FY23	QoQ (%)	FY23	FY22	YoY (%)
<b>Revenue from Operation</b>	389.28	339.24	14.8%	372.07	4.6%	1,466.73	1,269.41	15.5%
Other Income	11.40	11.51		14.15		55.98	38.75	
<b>Total Revenue</b>	<b>400.68</b>	<b>350.75</b>	<b>14.2%</b>	<b>386.22</b>	<b>3.7%</b>	<b>1,522.71</b>	<b>1,308.16</b>	<b>16.4%</b>
Cost of Goods sold	176.60	151.92	16.2%	163.90	7.7%	663.21	557.51	19.0%
<b>Gross Profit</b>	<b>212.68</b>	<b>187.32</b>	<b>13.5%</b>	<b>208.17</b>	<b>2.2%</b>	<b>803.52</b>	<b>711.90</b>	<b>12.9%</b>
<i>Gross Profit Margin (on Rev from Operations)</i>	<b>54.6%</b>	<b>55.2%</b>		<b>55.9%</b>		<b>54.8%</b>	<b>56.1%</b>	
Employee Benefit Expenses	36.00	30.24	19.0%	34.54	4.2%	136.99	115.30	18.8%
Research and Development expenses	17.12	15.45	10.8%	18.40	-7.0%	63.19	59.27	6.6%
Other operating expenses	35.63	41.69	-14.5%	45.86	-22.3%	162.28	142.66	13.8%
<b>Total expenditure</b>	<b>88.75</b>	<b>87.38</b>	<b>1.6%</b>	<b>98.80</b>	<b>-10.2%</b>	<b>362.46</b>	<b>317.23</b>	<b>14.3%</b>
<b>EBITDA</b>	<b>135.33</b>	<b>111.45</b>	<b>21.4%</b>	<b>123.52</b>	<b>9.6%</b>	<b>497.04</b>	<b>433.42</b>	<b>14.7%</b>
<i>EBITDA Margin</i>	33.8%	31.8%		32.0%		32.6%	33.1%	
Depreciation and Amortisation	11.13	11.45	-2.8%	11.43	-2.7%	44.99	46.90	-4.1%
<b>EBIT</b>	<b>124.20</b>	<b>100.00</b>	<b>24.2%</b>	<b>112.09</b>	<b>10.8%</b>	<b>452.05</b>	<b>386.52</b>	<b>17.0%</b>
<i>EBIT Margin</i>	<b>31.0%</b>	<b>28.5%</b>		<b>29.0%</b>		<b>29.7%</b>	<b>29.5%</b>	
Finance Cost	0.23	0.08		0.36		0.78	0.70	
Share of Profit in associates	(0.08)	-		(0.01)		(0.08)	-	
<b>Profit Before Tax</b>	<b>124.05</b>	<b>99.92</b>	<b>24.1%</b>	<b>111.74</b>	<b>11.0%</b>	<b>451.35</b>	<b>385.82</b>	<b>17.0%</b>
<i>PBT Margin</i>	<b>31.0%</b>	<b>28.5%</b>		<b>28.9%</b>		<b>29.6%</b>	<b>29.5%</b>	
Tax	22.81	19.09		14.35		74.36	77.37	
<b>Profit after Tax</b>	<b>101.24</b>	<b>80.83</b>	<b>25.2%</b>	<b>97.39</b>	<b>3.9%</b>	<b>376.99</b>	<b>308.45</b>	<b>22.2%</b>
<i>PAT Margin</i>	<b>25.3%</b>	<b>23.0%</b>		<b>25.2%</b>		<b>24.8%</b>	<b>23.6%</b>	

# Content

1 Q4FY23 & FY23 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

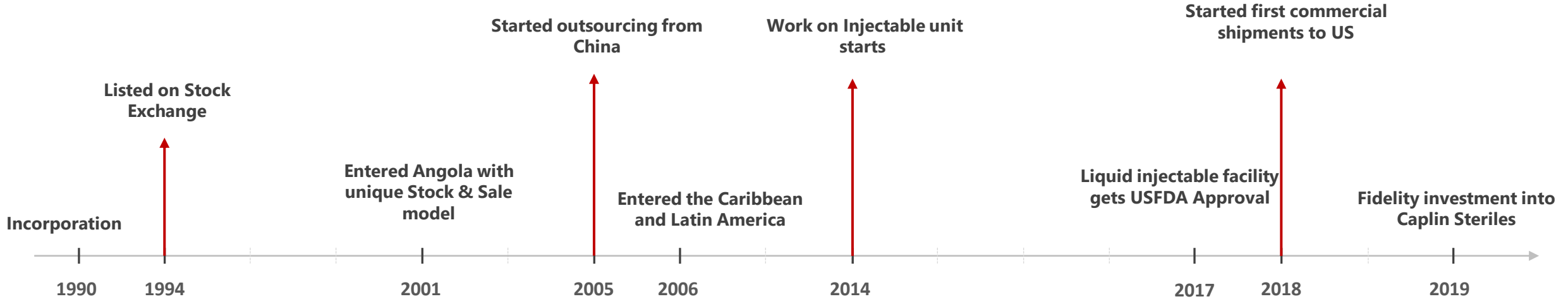
4 More about Caplin



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

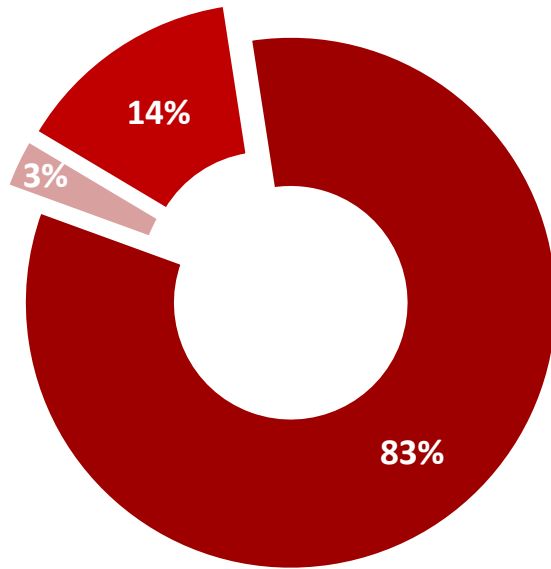
Launch specialty niche products that Create new markets in varied therapy segments

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.

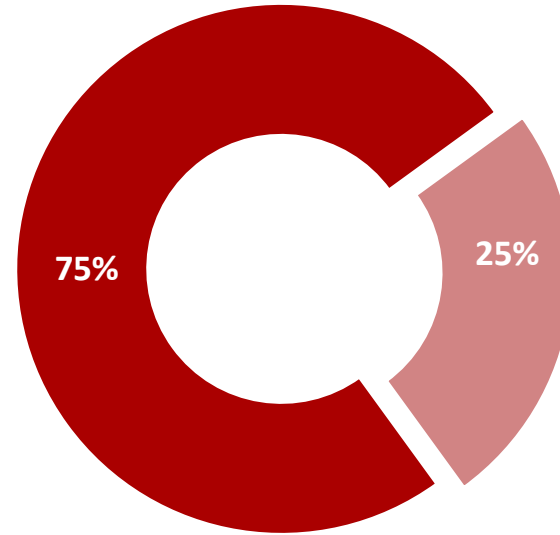
# Our core business – Tapping the untapped markets

Operating Revenue  
(FY23)



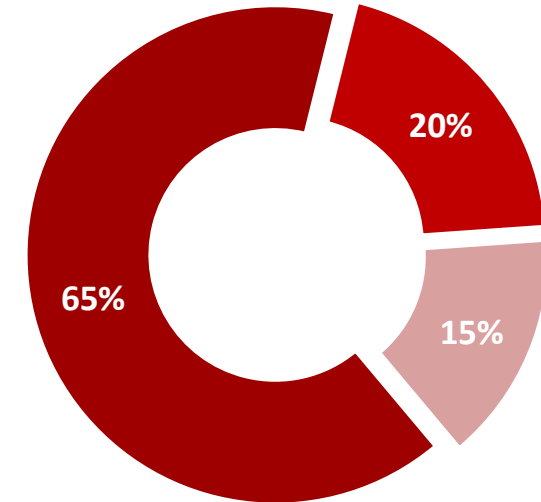
■ Africa ■ US ■ LATAM

Revenue by Business Segment  
(Emerging Markets)  
(FY23)



■ Generic ■ Branded Generic

Revenue by Channel  
(Emerging Markets)  
(FY23)



■ Distributors ■ Direct Sales  
■ Tender Business

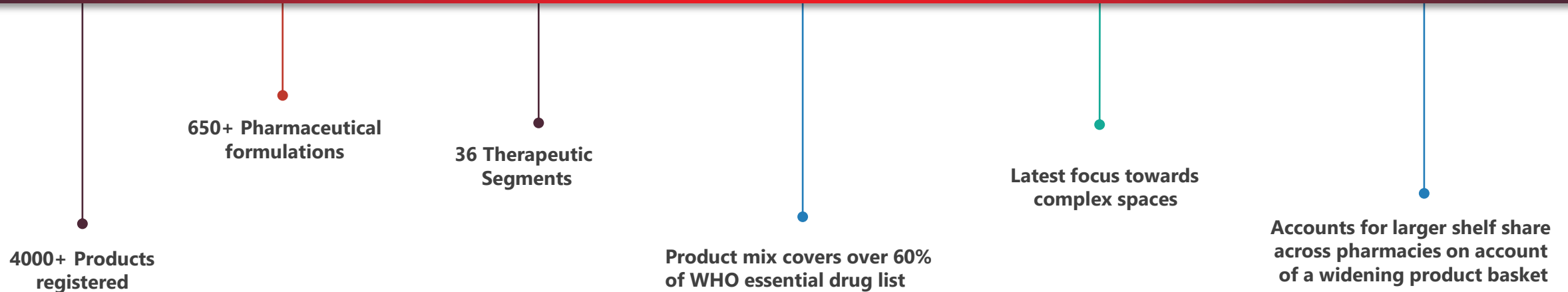
US Business – Injectables and  
Ophthalmic

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

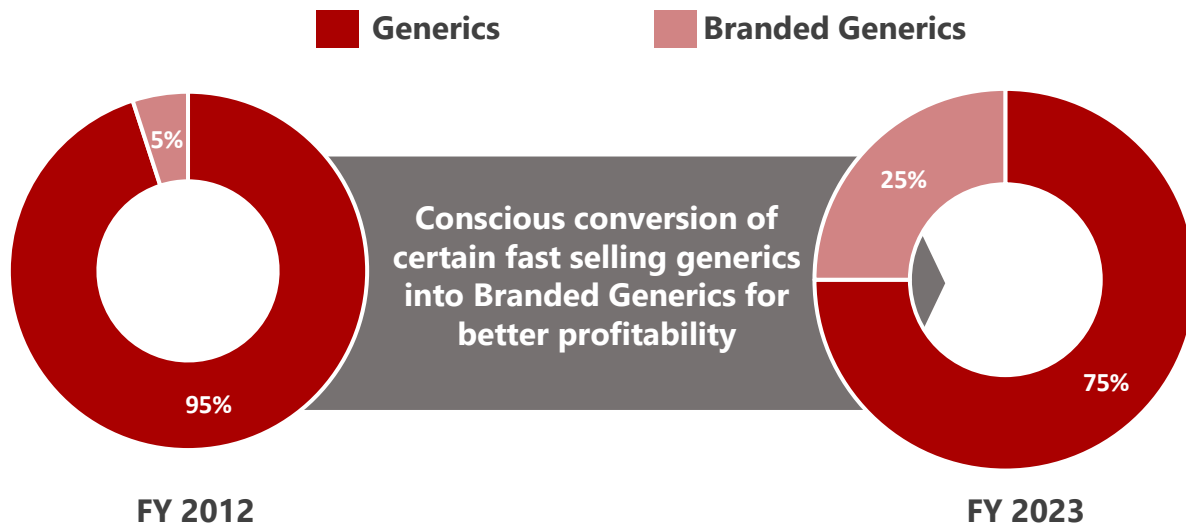
Caplin covers a wide spectrum of pharmaceutical formulations and therapeutic segments across 23 countries with operating revenue of Rs. 1,523 Cr in FY23

# Diversified Product Portfolio with a changing product mix

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



## 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  
65%

China  
35%



## 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

440 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 550+ Cr Capex

Continuous capex investment of over INR 550 Cr over last 7 years towards enhanced manufacturing and R&D capabilities

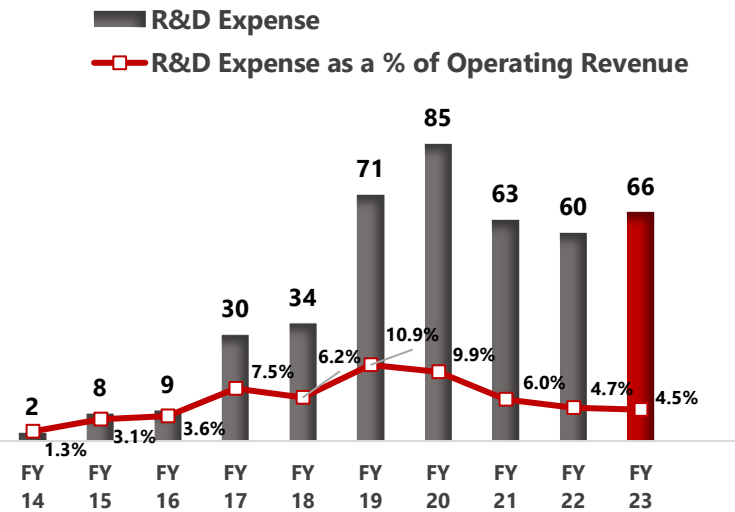
## R&D Expense

Total R&D Spends (Capex + Opex) is 17% of FY23 PAT

## API

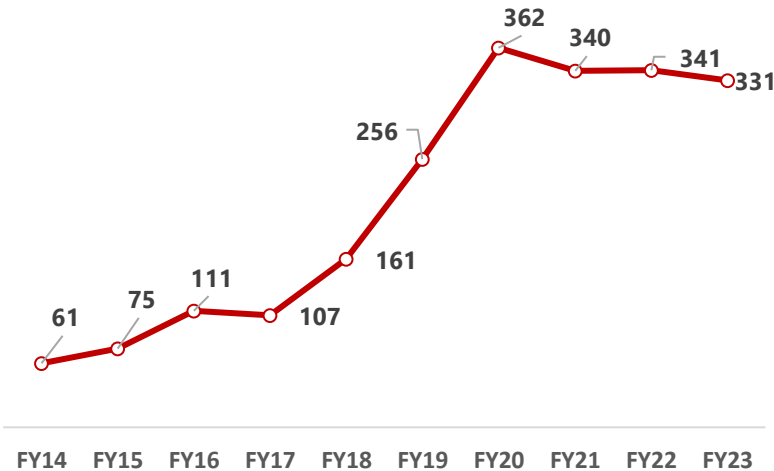
Completed R&D for 65+ APIs to be used for backward integration in US and Emerging markets. On track for the DMF filing

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

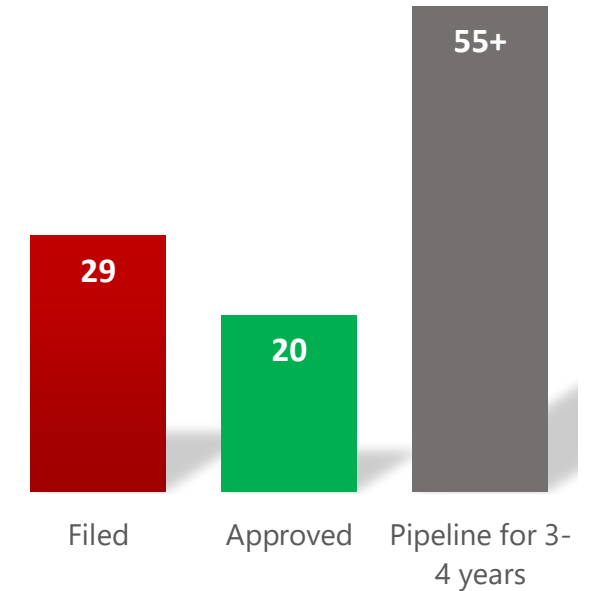


Note: FY16 data for 9 months due to change in fiscal year of the company

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



### ANDA Pipeline



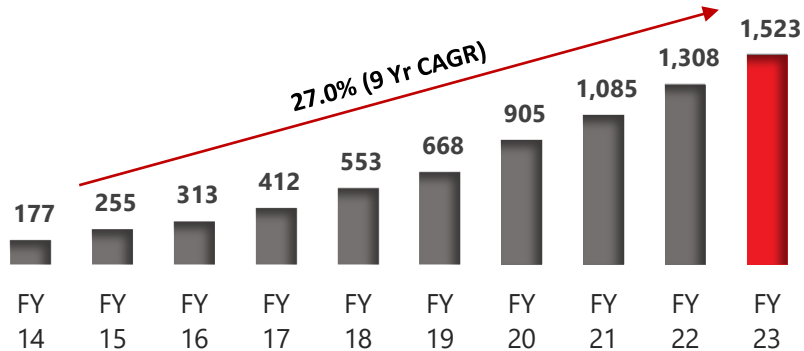
Caplin ranks amongst the top companies in India, for R&D spend as a percentage of Revenue on average in the past 5 years.\*

\*Source – CNBC-TV18, Dec 31st 2020

# Delivered Robust Profitable Growth & Returns over the years

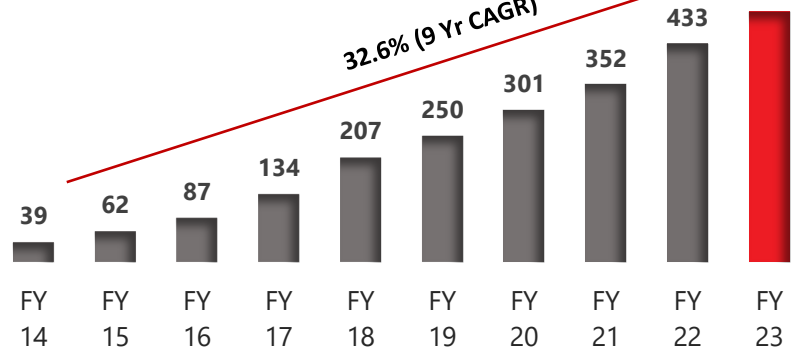
## Total Revenue

(INR Cr)



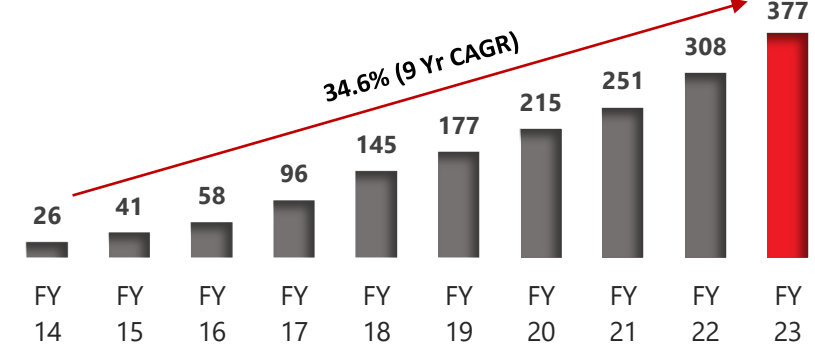
## EBITDA

(INR Cr)



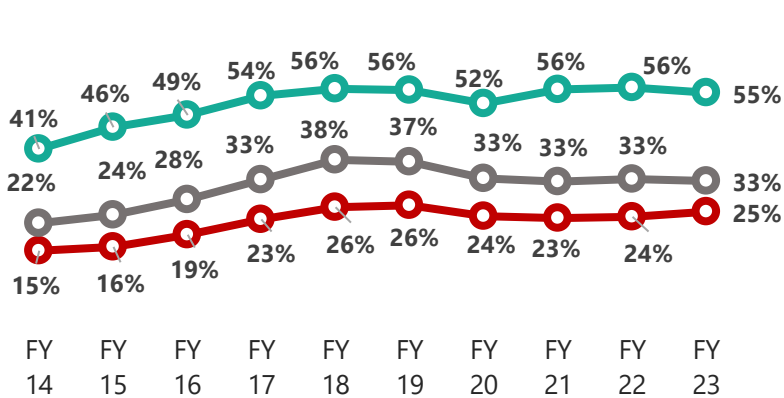
## PAT

(INR Cr)



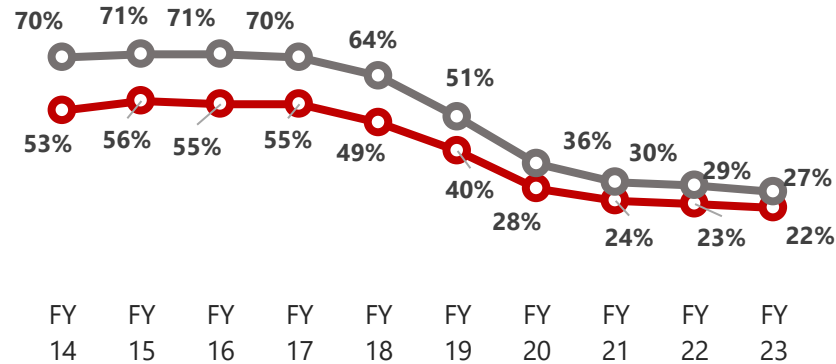
## Robust Margins

● PAT Margin ● EBITDA Margin ● Gross Margin



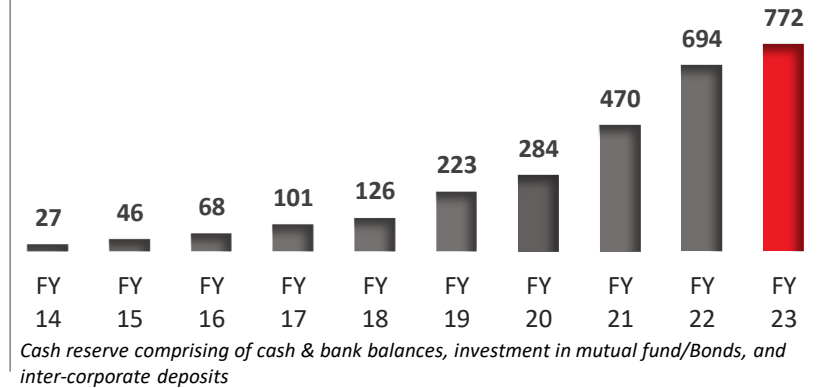
## Consistently delivered strong returns

● ROE ● ROCE



## Cash and Cash Equivalent

(INR Cr)



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

# Content

1 Q4FY23 & FY23 Highlights

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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

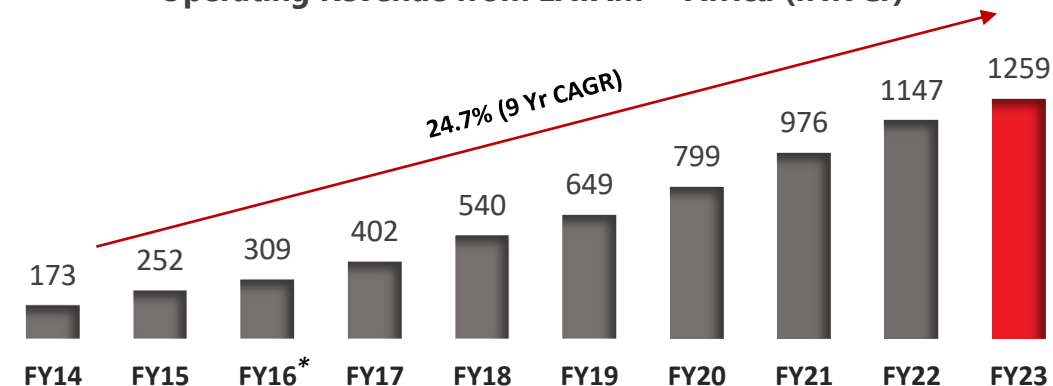
- **No. 1 Indian player in Central America**
- Increased its LATAM footprint from **two countries to 12 countries within a decade**
- Entry into Pharmacy sales through **Healthcare portal**, for higher margins and offtake
- Company has earmarked **Mexico and Chile as the next immediate avenues for growth**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

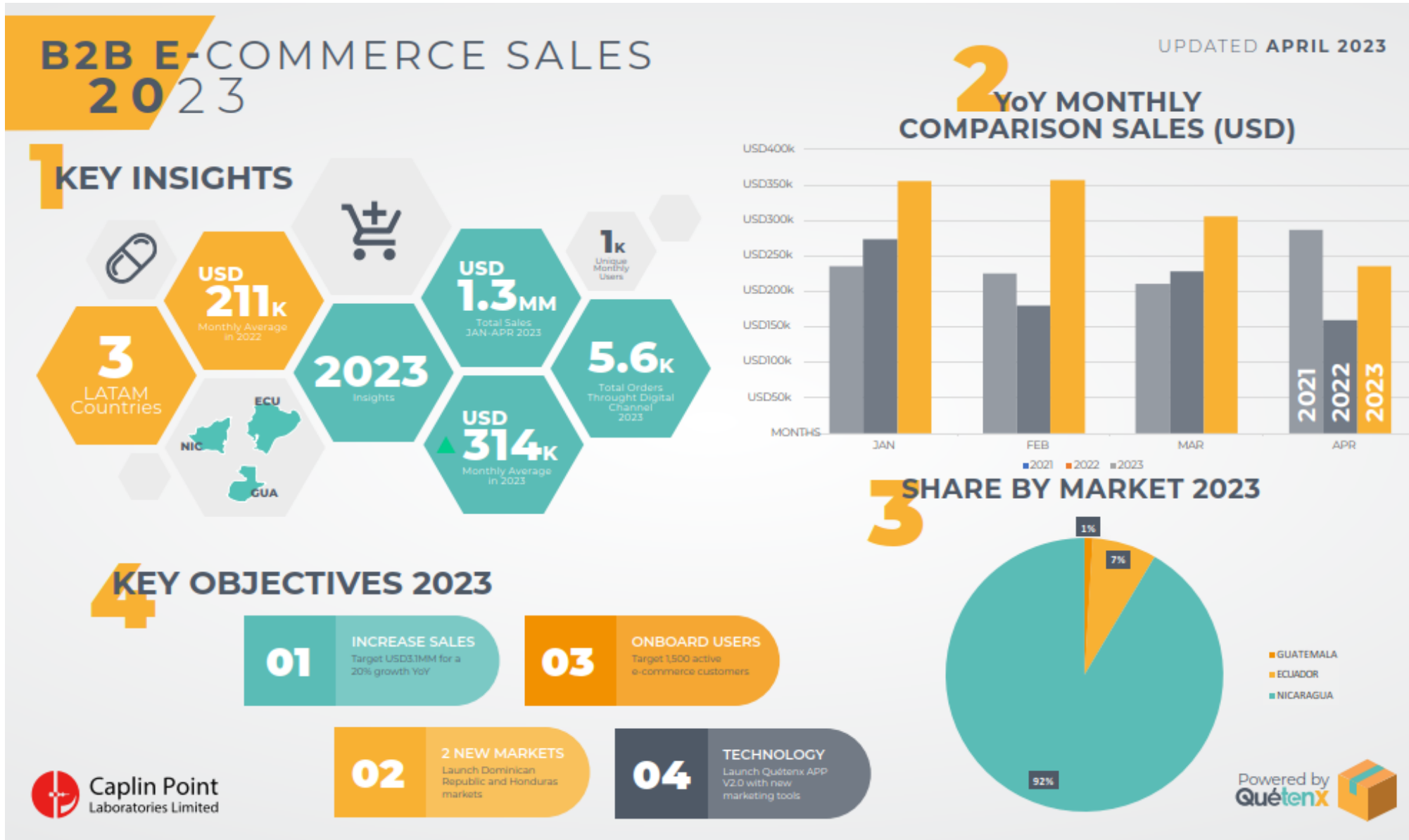
## Strategy

### 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



## 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 2015

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 H1FY24 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

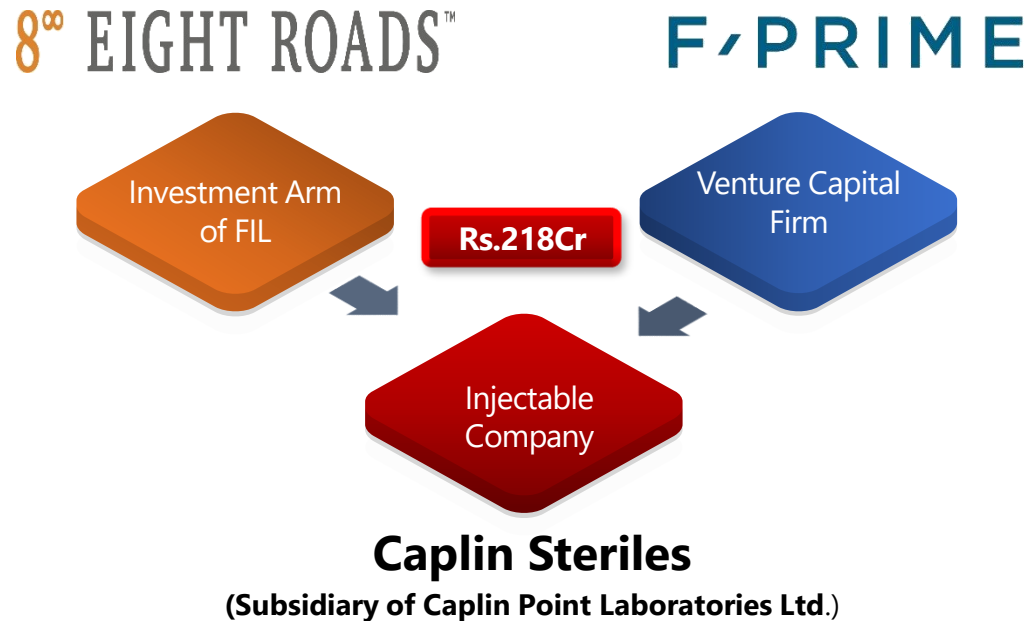
### Strategic Partner

- ✓ 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 **29 ANDAs** on its own and through partners with the **US FDA**, with **20 approvals till date**.



**\$670mn**

Market size of our products approved and under approval

**\$5 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 ~ \$5 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

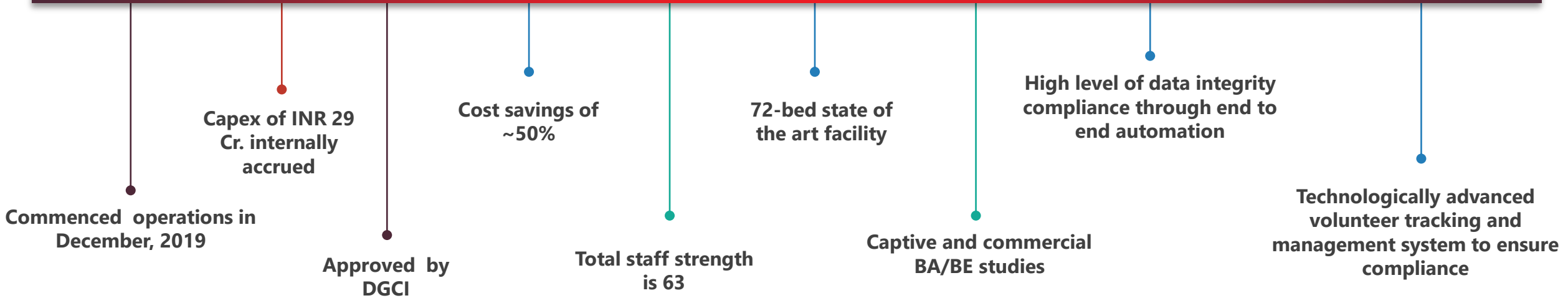
### Setting up of CRO

- 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

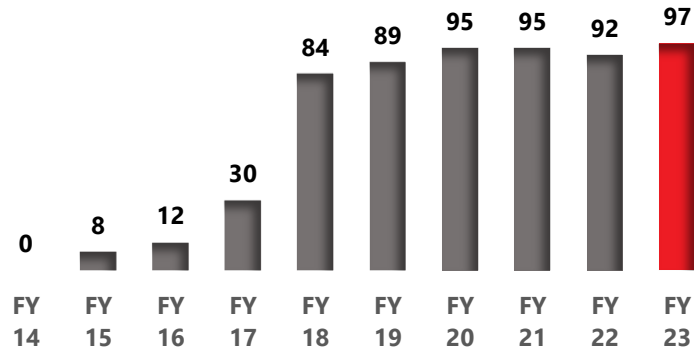
#### Hamilton Automated Sample Access Manager (Sam HD)



- ✓ 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

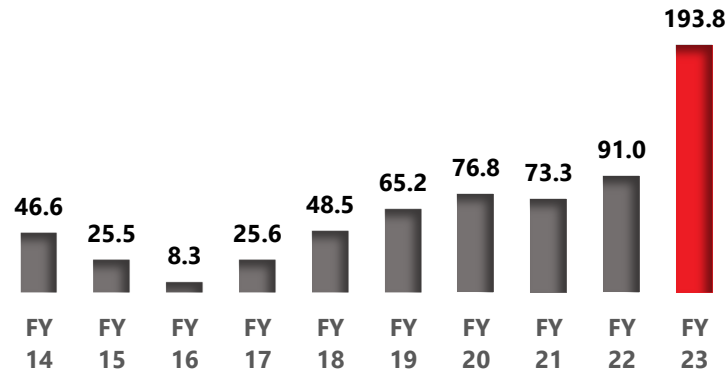
## Caplin's strong balance sheet acts as an anchor for its vision of perceiving an 'Invisible opportunity'

### Receivable Days



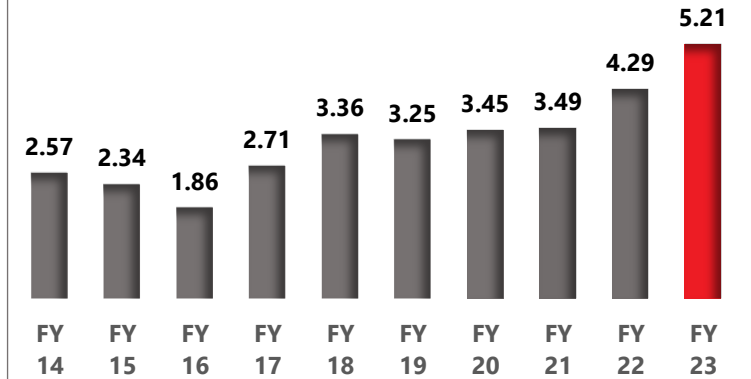
Stable Receivables over the recent period

### 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 consistently improved its 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

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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



**D Sathyanarayanan**  
*Independent Director*

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



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

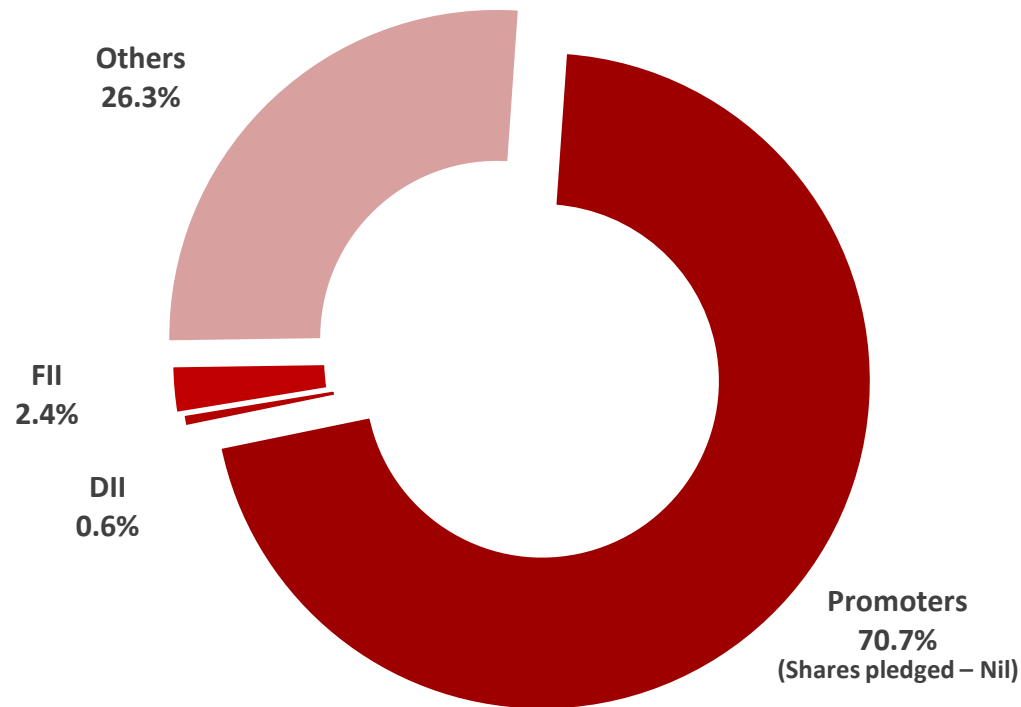
- ✓ Ph.D in Ecology and Ethology and M.SC in Zoology
- ✓ Former Expert Member of the National Green Tribunal and former Head of Department of Environmental Science in St. Joseph's College, Bangalore.



**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.

Caplin Shareholding as on 31<sup>st</sup> March 2023

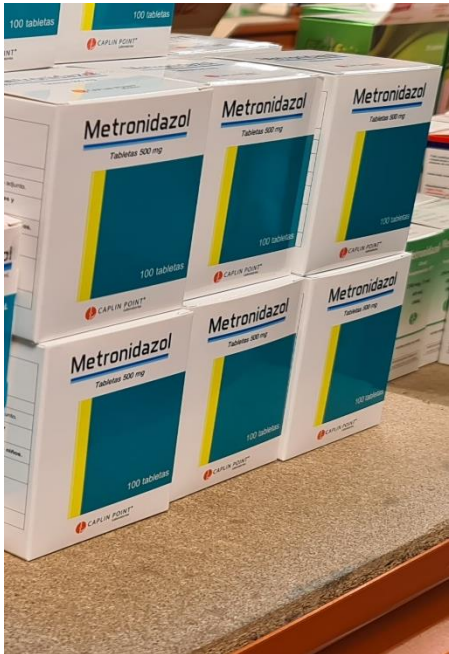


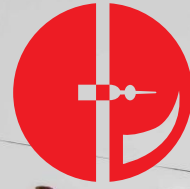
Share Information (as on 31<sup>st</sup> March 2023)

NSE Ticker	CAPLIPOINT
BSE Ticker	524742
Market Cap (INR Cr)	4,529
% free-float	29.3%
Free-float market cap (INR Cr)	1,329
Total Debt (INR Cr)	3.4
Cash & Cash Equivalents (INR Cr)	772
Shares Outstanding	7,59,02,746
3M ADTV (Shares)*	81,311
3M ADTV (INR Cr)*	5.3
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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