

18.06.2020

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

By BSE Listing

National Stock Exchange of India Ltd.,
Department of Corporate Services
Exchange Plaza, 5th Floor,
G1, Block G, Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051
Scrip Code: CAPLIPOINT.

By NEAPS

Dear Sirs,

**SUB: OUTCOME OF BOARD MEETING AND AUDITED FINANCIAL RESULTS FOR THE
QUARTER/YEAR ENDED MARCH 31, 2020**

The Board of Directors of the Company at their meeting held today (i.e) June 18, 2020, inter-alia:

1. Approved the Audited Financial Results (Consolidated and Standalone) for the quarter/year ended March 31, 2020.
2. Recommended a final dividend of Rs. 0-40 paise (20 %) per equity share of Rs.2 each for the financial year ended March 31, 2020.
3. Re-appointed Dr Sridhar Ganesan as a Managing Director for a term of two years effective July 25, 2020, subject to approval of shareholders at the ensuing Annual General Meeting
4. Approved the change of registered office of the Company within the local limits of same city from "Narbavi" No.3, Lakshmanan Street, T Nagar, Chennai-600 017 to "Ashvich Towers" 3rd Floor, No.3, Developed Plots Industrial Estates, Perungudi, Chennai- 600 096.

Regd. Off. : "NARBAVI", No. 3, Lakshmanan Street. T.Nagar, Chennai - 600 017. Tamil Nadu, India. Ph.: +9144 28156653.

Unit I : No. 85/3, Suthukeny Village, Mannadipet Commune, Puducherry - 605 502. Ph.: 95242 32888 / 95242 32006.

Unit II : No. 19, Chinnapuliur Village, Sirupuzhalpettai (Post), Gummidipoondi Taluk, Thiruvallur District - 601 201. Ph.: 9445391317.

Unit III : Plot No. 44, 8th Avenue, Domestic Tariff Area, Mahindra World City, Chengalpattu Taluk, Kanchipuram District-603 004.

Unit IV : Survey No. 895 & 897, Guruvarajakandigai, Sirupuzhalpettai (Post), Gummidipoondi Taluk, Thiruvallur District - 601 201. Ph.: 9788459333 / 69333.

Unit V : Ashvich Tower, 2nd Floor, No. 3, Developed Plots Industrial Estate, Perungudi, Chennai - 600 096. Ph.: +91 44 24968000.

Pursuant to Regulation 30 and 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we herewith enclose:

1. Audited Financial Results (Consolidated and Standalone) for the quarter/year ended March 31, 2020.
2. Audit Report (Consolidated and Standalone) for Audited Financial Results
3. Press Release on the above financial results.
4. Investors Presentation

Pursuant to Regulation 33(3)(d) of SEBI(Listing Obligations and Disclosure Requirements) Regulations,2015, we hereby declare and confirm that, the auditor's report on Audited Financial Results(Consolidated and Standalone) for the quarter/year ended March 31,2020,contains unmodified opinion only.

The Board of Directors meeting commenced at 11:00 Am and concluded at 12.20 PM.

Kindly take the same on your records.

Thanking You,
Yours faithfully,
For Caplin Point Laboratories Limited


Company Secretary
Enclosure: As Above

CAPLIN POINT LABORATORIES LIMITED						
Registered Office: "Narbavi", # 3, Lakshmanan Street, T.Nagar, Chennai 600 017						
CIN - 1.24231TN1990PLC019053, Phone Nos.044-28156653,28156905, Fax No.044-28154952, Website - www.caplinpoint.net, email ID-info@caplinpoint.net						
AUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE THREE MONTHS AND YEAR ENDED 31st MARCH 2020						
Prepared in compliance with the Indian Accounting Standards (Ind - AS)						
Particulars	Three Months Ended			Financial Year Ended	Financial Year Ended	
	31.03.2020	31.12.2019	31.03.2019	31.03.2020	31.03.2019	
	(1)	(2)	(3)	(4)	(5)	
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)	
INR in lakhs						
Income:						
I	Revenue from operations	21,523.38	22,821.13	18,733.97	86,320.17	64,869.09
II	Other income	1,963.25	1,034.00	266.67	4,133.37	1,902.89
III	Total Income (I+II)	23,486.63	23,855.13	19,000.64	90,453.54	66,771.98
IV Expenses:						
	a. Cost of materials consumed	2,381.36	2,588.53	2,378.79	10,812.02	9,511.76
	b. Purchase of traded goods	20,939.38	9,606.37	6,873.64	50,014.34	20,373.31
	c. Changes in inventories of finished goods, stock in trade and work in progress	(12,177.22)	(1,483.31)	(632.47)	(19,510.10)	(1,007.04)
	d. Employee benefit expenses	1,853.25	1,767.97	1,241.84	6,775.88	4,710.97
	e. Finance cost	16.67	6.29	1.36	31.97	6.00
	f. Depreciation & Amortisation Expenses	840.26	842.47	671.94	3,161.92	2,342.50
	g. Other Expenses	3,146.18	3,564.96	2,396.31	12,221.25	8,146.86
	h. Total Expenses	16,999.88	16,893.28	12,931.41	63,507.28	44,084.36
V	Profit before exceptional items and Tax (III-IV)	6,486.75	6,961.85	6,069.23	26,946.25	22,687.62
VI	Exceptional items	-	-	-	-	-
VII	Profit Before Tax (V-VI)	6,486.75	6,961.85	6,069.23	26,946.25	22,687.62
VIII Tax Expenses						
	(1) Current Tax	1,817.15	1,583.09	1,962.84	6,183.93	5,485.70
	(2) Deferred Tax (Refer Note 6)	(216.38)	(509.63)	(879.22)	(746.05)	(453.62)
	Total Tax Expenses	1,600.77	1,073.46	1,083.62	5,437.88	5,032.08
IX	Net Profit for the period (VII - VIII)	4,885.97	5,888.39	4,985.61	21,508.37	17,655.54
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	(29.71)	(0.38)	(101.30)	(70.40)	(84.43)
	ii) Surplus on acquisition of subsidiary	198.69	-	-	198.69	-
B. Items that will be re-classified to profit or loss						
	i) Exchange difference in translating the financial statements of foreign operations	962.99	121.27	(331.45)	1,538.73	58.86
XI	Total Comprehensive Income For The Period (IX + X)	6,017.95	6,009.28	4,552.86	23,175.39	17,629.97
XII Profit attributable to:						
	Owners of the Company	4,889.44	5,856.06	4,980.59	21,500.80	17,656.70
	Non- controlling interests	(3.47)	32.33	5.02	7.57	(1.16)
		4,885.97	5,888.39	4,985.61	21,508.37	17,655.54
XIII Total Comprehensive Income For The Period attributable to						
	Owners of the Company	6,021.42	5,976.95	4,547.82	23,167.82	17,631.13
	Non- controlling interests	(3.47)	32.33	5.02	7.57	(1.16)
		6,017.95	6,009.28	4,552.86	23,175.39	17,629.97
XIV	Paid up Equity Share Capital (Face value of share of Rs 2/- each)	1,512.86	1,512.86	1,512.61	1,512.86	1,512.61
XV	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year				85,820.3	58,186.0
XVI Earnings Per Share (EPS) (Not annualised) based on face value Rs 2/- per Equity share						
	(a) Basic (in Rupees)	6.46	7.74	6.58	28.42	23.35
	(b) Diluted (in Rupees)	6.41	7.68	6.55	28.20	23.23



Notes :

- 1) The above consolidated audited financial results for the quarter and year ended 31st March 2020 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 18th June, 2020
- 2) The 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 operates exclusively in one reportable business segment i.e., "Pharmaceuticals formulations". There is no exceptional and/or extra ordinary item.
- 4) Effective April 01,2019 the company has adopted Ind AS 116 "Leases" and applied the same to the lease contracts existing on April 01,2019 using the modified retrospective approach. This has resulted in recognizing Right of Use Assets and Lease Liability as on 1st April, 2019 . The adoption of this Standard does not have any material impact to the audited financial results.
- 5) Revenue from operations is disclosed net of Goods & Service Tax/ Value Added Tax as applicable

The Company elected to exercise the option permitted under section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly, the Company has recognised provision for income tax for the year ended 31st March, 2020 and remeasured its deferred tax assets and liabilities basis the rates prescribed in the said section. The Company recognized an amount of Rs. 563.90 Lacs towards reversal of deferred tax liability(net) during the year ended 31st March, 2020 on account of the remeasurement for entities based in India

- 6) The Board of Directors at their meeting held on 18th June, 2020 have recommended final dividend of 46 paise per equity share of Rs.2/- each in addition to interim dividend of Rs. 2.10 paise (105%) per equity share of Rs. 2/- each paid during the year. Thus the total dividend for the year amount to Rs 2.50 (121%) per equity share of Rs 2/- each
- 8) The Company has considered the possible effects that may result from the pandemic relating to COVID-19 on the carrying amounts of receivables, inventories and investments. In developing the assumptions relating to the possible future uncertainties in the global economic conditions because of this pandemic, the Company, as at the date of approval of these financial statements has used internal and external sources of information and based on the current estimates arrived at using the said assumptions, the Company expects to recover the carrying amount of receivables, inventories and investments. As the outbreak continues to evolve, the company will continue to closely monitor any material changes to future economic conditions. Based on the assessment done by the management of the Company, though there were minor delays in deliveries from our Chinese suppliers during the initial stages of the pandemic, Pharmaceuticals being essential services was given priority, which resulted in shipments being done on time and there is no material impact on the Sales for the quarter ended 31st March' 2020.
- 9) During the quarter ended 31st March, 2020, the Company's Wholly owned subsidiary Caplin Point Far East Limited, Hong Kong has acquired a majority stake (99%) in Neoethicals CIA.LTDA. Ecudaor and a majority stake (69%) in Nuevos Eticos Neo Ethicals S.A Guatemala. As the results of these subsidiaries are included in the above results, the results for the current period are not comparable with the previous periods
- 10) Results for the year ended 31st March, 2020 presented above have been audited by the Statutory Auditors of the company. An unqualified opinion has been issued by them thereon
- 11) During the year ended 31st March, 2020 the Company had allotted 12500 equity shares of Rs. 2/- each under the Employees Stock Option Scheme 2015 and the total number of equity shares of the Company stands at 7,56,42,750 as at 31st March, 2020



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- 12) During the quarter ended 31st March, 2020, pursuant to the Investment Agreement dated 18th January 2019, Caplin Steriles Ltd (subsidiary of the company) issued and allotted 1,19,74,331 Equity Shares of face value of ₹ 10/- at a premium of Rs. 19.23/- each to the holding company Caplin Point Laboratories Ltd by way of rights issue. It also allotted 1,62,85,020 Series A Compulsorily Convertible Preference Shares of face value of ₹ 10/- at a premium of Rs. 19.23/- each to M/s. Eight Road Ventures India III LP carrying a coupon rate of 0.001% p.a. and allotted 69,79,294 Series A Compulsorily Convertible Preference Shares of face value of ₹ 10/- at a premium of Rs. 19.23/- each to M/s. F-Prime Capital Partners Life Sciences Fund VI LP carrying a coupon rate of 0.001% p.a. both having a term of 19 years from the date of allotment.
- 13) The figures for the quarters ended 31st March, 2020 and 31st March, 2019 are the balancing numbers between audited figures in respect of the full financial years and the published unaudited year to date figures upto the end of the third quarter of the relevant financial year, which was subject to limited review
- 14) Prior year / period figures are regrouped / rearranged wherever necessary.

Place: Chennai
Date: 18th June, 2020



For and on behalf of the Board

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

Dr. Sridhar Ganesan
Managing Director



CAPLIN POINT LABORATORIES LIMITED

Audited Consolidated Statement of Assets and Liabilities As at March 31st, 2020

(All amounts are in ₹ lakhs)

Particulars	As at March 31, 2020 (Audited)	As at March 31, 2019 (Audited)
ASSETS		
(1) Non-Current Assets		
(a) Property, Plant and Equipment	26,562.55	22,473.45
(b) Capital work-in-progress	2,011.82	970.35
(c) Intangible assets	506.74	210.84
(d) Rou Assets	181.14	-
(e) Financial Assets		
(i) Investments	55.54	33.30
(ii) Loans & Advances	537.74	1,064.84
(f) Other Non-Current Assets		
(g) Income tax assets (Net)		
Sub-total-Non current assets	467.04	130.34
	30,322.57	24,883.12
(2) Current Assets		
(a) Inventories	23,823.17	3,744.51
(b) Financial Assets		
(i) Investments	6,022.98	6,962.31
(ii) Trade Receivables	22,896.49	15,980.60
(iii) Cash and Cash equivalents	4,992.91	4,932.21
(iv) Bank balances other than (iii) above	17,349.98	10,366.51
(iv) Loans & Advances	6,829.98	7,287.67
(d) Other Current Assets	337.62	95.01
Sub-total-Current assets	82,253.13	49,368.82
Total	1,12,575.70	74,251.94
Equity and Liabilities		
(1) Equity		
Equity Share capital	1,512.86	1,512.61
Other Equity	93,278.56	61,778.33
Equity attributable to shareholders of the company	94,791.42	63,290.94
Non controlling interest	865.69	7.88
Sub-total-Total Equity	95,657.11	63,298.82
(2) Liabilities		
(A) Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	1.52	28.68
(ii) Lease Liability	128.48	-
(b) Deferred Tax Liabilities (Net)	1,011.24	1,762.45
(c) Other non current liabilities	1,344.88	550.84
Sub-total-Non current liabilities	2,486.12	2,341.97
(B) Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	3,646.29	25.44
(ii) Lease Liability	84.81	-
(ii) Trade Payables	6,413.62	6,047.17
(iii) Other Current Liabilities	4,196.89	2,394.31
(b) Provisions	90.86	144.23
Sub-total-Current liabilities	14,432.47	8,611.15
Total	1,12,575.70	74,251.94



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Audited Consolidated Cash flow Statement for the year ended 31st March, 2020

(All amounts are in ₹ lakhs)

Particulars	For the year ended March 31, 2020 (Audited)	For the year ended March 31, 2019 (Audited)
A. Cash Flow from Operating Activities		
Profit before tax	26,946.26	22,687.62
Adjustments for:		
Depreciation and Amortisation	3,161.92	2,342.50
Finance costs	31.97	6.00
Govt Grant	(75.69)	(31.90)
Loss (Profit) on sale of fixed assets	4.26	-
Employee Stock option Scheme Expense	308.05	410.35
Unrealised Foreign Exchange Fluctuation Loss (Gain)	(1,431.25)	(92.30)
Fair value gain on financial instruments through profit or loss	(48.78)	(342.67)
Realised gain on Financial Assets	(496.81)	(180.55)
Interest income	(744.51)	(199.18)
Operating Profit before Working Capital changes	27,655.42	24,599.87
Adjustments for:		
(Increase) / Decrease in inventories	(703.15)	(898.96)
(Increase) / Decrease in Trade receivables	(23,066.67)	(3,392.45)
(Increase) / Decrease in Loans	1,395.36	(4,868.42)
Increase/(Decrease) in Trade payables, Current Liabilities & Provisions-Long and Short Term	3,124.44	(2,846.07)
Impact of Foreign currency translation	1,538.72	-
CASH GENERATED FROM OPERATIONS	9,944.12	12,593.97
Income tax Paid (Net)	(5,476.42)	(4,251.48)
Net Cash inflow / (outflow) from Operating activities	4,467.70	8,342.49
B. Cash Flow from Investing Activities		
Payment for Acquisition of subsidiaries(Net)	910.65	-
Sale / (Purchase) of investments	988.37	(1,985.81)
Investment in Equity shares -Refer Note 3(B)	(22.50)	-
Advance paid towards Share Application Money	-	(541.34)
Sale / (Purchase) of fixed assets (Including CWIP)	(7,673.81)	(6,518.15)
Interest received	424.78	135.14
Income tax on Dividend income	(574.78)	(287.94)
Realised gain on Financial Assets	496.81	180.55
Capital gains tax paid on sale of business undertakings by way of slump sale	-	(1,028.00)
Net Cash inflow / (outflow) from Investing activities	(5,450.48)	(10,045.55)
C. Cash Flow from Financing Activities		
Proceeds from exercise of employee stock options	0.25	0.54
Proceeds from issue of CCPS (Net of Cost)	11,299.97	10,500.00
Expenses for Increasing the Authorised share capital	(22.45)	-
Increase/(Decrease) in Long and Short term Borrowings	(21.53)	(3.51)
Interest paid	(27.09)	(6.00)
Dividend paid(including Dividend distribution tax paid)	(3,252.64)	(1,512.07)
Net Cash inflow / (outflow) from Financing activities	7,976.51	8,978.96
Net increase / (decrease) in cash and cash equivalents during the year (A+B+C)	6,993.74	7,275.91
Cash and Cash Equivalents as at the beginning of the year	15,065.47	7,717.40
Effect of exchange rate changes on cash and cash equivalents	17.48	72.16
Cash and Cash Equivalents as at the end of the year	22,076.69	15,065.47
Less: Deposit under Lien	913.04	500.0
Net Cash and Cash Equivalents as at the end of the year	21,163.65	14,565.47

Note: The above statement of Cash flow has been prepared under the 'Indirect Method' as set out in Ind AS 7, 'Statement of Cash Flows'



CAPLIN POINT LABORATORIES LIMITED

Registered Office: "Narbavi", # 3, Lakshmanan Street, T.Nagar, Chennai 600 017

CIN - L24231TN1990PLC019053, Phone Nos.044-28156653,28156905, Fax No.044-28154952, Website - www.caplinpoint.net, email ID-info@caplinpoint.net

AUDITED (STANDALONE) FINANCIAL RESULTS FOR THE THREE MONTHS AND YEAR ENDED 31st MARCH 2020

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

	Particulars	Three Months Ended			Financial Year Ended	Financial Year Ended
		31.03.2020	31.12.2019	31.03.2019	31.03.2020	31.03.2019
		(1) (Audited)	(2) (Unaudited)	(3) (Audited)	(4) (Audited)	(5) (Audited)
		INR In Lakhs				
	Income:					
I	Revenue from operations	10,012.49	15,417.38	14,074.32	52,782.53	53,690.57
II	Other income (Refer Note 5)	3,301.24	843.14	331.44	6,597.13	3,540.13
III	Total Income (I+II)	13,313.73	16,260.52	14,405.76	59,379.66	57,230.70
	IV Expenses:					
	a. Cost of materials consumed	2,038.93	2,400.44	2,271.37	9,573.49	9,404.33
	b. Purchase of traded goods	2,934.61	4,622.04	3,807.48	14,318.47	14,549.56
	c. Changes in inventories of finished goods, stock in trade and work in progress	(335.95)	76.07	123.96	(74.10)	(250.61)
	d. Employee benefit expenses	475.55	690.34	758.18	2,499.91	4,201.25
	e. Finance cost	5.49	4.81	1.34	18.50	5.98
	f. Depreciation & Amortisation Expenses	567.86	590.14	415.87	1,965.38	2,084.32
	g. Other Expenses	1,045.86	1,877.86	1,494.47	5,765.52	6,970.49
	h. Total Expenses	6,732.35	10,201.70	8,872.67	34,067.17	36,965.32
V	Profit before exceptional items and Tax (III-IV)	6,581.38	6,058.82	5,533.09	25,312.49	20,265.38
VI	Exceptional items					
VII	Profit Before Tax (V-VI)	6,581.38	6,058.82	5,533.09	25,312.49	20,265.38
VIII	Tax Expenses					
	(1) Current Tax	1,567.80	1,485.87	1,888.12	5,588.87	5,410.63
	(2) Deferred Tax (Refer Note 8)	(0.97)	(186.48)	(387.50)	(40.23)	38.10
	Total Tax Expenses	1,566.83	1,299.39	1,500.62	5,548.64	5,448.73
IX	Net Profit for the period (VII-VIII)	5,014.55	4,759.42	4,032.47	19,763.85	14,816.65
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	(8.62)	(5.65)	(88.80)	(33.47)	(71.93)
XI	Total Comprehensive Income For The Period (IX+X)	5,005.93	4,753.77	3,943.66	19,730.38	14,744.72
XII	Paid up Equity Share Capital (Face value of shares of Rs 2/- each)	1,512.86	1,512.86	1,512.61	1,512.86	1,512.61
XIII	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year				58,477.68	41,691.88
XIV	Earnings Per Share (EPS) based on face value Rs 2/- per Equity share					
	(a) Basic (in Rupees)	6.63	6.29	5.34	26.13	19.60
	(b) Diluted (in Rupees)	6.59	6.25	5.31	25.95	19.50
		(Not Annualised)	(Not Annualised)	(Not Annualised)	Annualised	Annualised



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Notes :

- 1) The above standalone audited financial results for the quarter and year ended 31st March 2020 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 18th June, 2020
- 2) The standalone 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) Effective April 01,2019 the company has adopted Ind AS 116 "Leases" and applied the same to the lease contracts existing on April 01,2019 using the modified retrospective approach. This has resulted in recognizing Right of Use Assets and Lease Liability as on 1st April, 2019 . The adoption of this Standard does not have any material impact to the audited financial results.
- 4) The Company operates exclusively in one reportable business segment i.e., "Pharmaceuticals formulations". There is no exceptional and/or extra ordinary item.
- 5) Other Income and Profits Before Tax for the quarter and year ended 31st March 2020 includes Dividend of Rs. 1536.82 Lacs and Rs. 3289.83 Lacs respectively as against NIL and Rs.1648.03 lacs respectively for the corresponding periods of last year , received from our wholly owned subsidiary Caplin Point Far East Limited, Hong Kong.
- 6) Revenue from operations is disclosed net of Goods and Service Tax
- 7) Pursuant to the Business Transfer Agreement executed by the Company on 18th January, 2019, the regulated markets injectable business (including USFDA approved injectable plant and DSIR recognized R&D Units CP4 & CP5) have been transferred to the Company's wholly owned subsidiary company, Caplin Steriles Limited. Hence the results for the current quarter and year ended 31st March, 2020 are not comparable with the corresponding previous periods
- 8) The Company elected to exercise the option permitted under section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly, the Company has recognised provision for income tax for the year ended 31st March, 2020 and remeasured its deferred tax liabilities basis the rates prescribed in the said section. The Company recognized an amount of Rs. 630.63 Lacs towards reversal of deferred tax liability during the year ended 31st March, 2020 on account of the remeasurement
- 9) The Board of Directors at their meeting held on 18th June, 2020 have recommended final dividend of 40 paise per equity share of Rs.2/- each in addition to interim dividend of Rs. 2.10 paise per equity share of Rs. 2/- each paid during the year. Thus the total dividend for the year amounts to Rs 2.50 (125 %) per equity share of Rs 2/- each

The Company has considered the possible effects that may result from the pandemic relating to COVID-19 on the carrying amounts of receivables, inventories and investments. In developing the assumptions relating to the possible future uncertainties in the global economic conditions because of this pandemic, the Company, as at the date of approval of these financial statements has used internal and external sources of information and based on the current estimates arrived at using the said assumptions, the Company expects to recover the carrying amount of receivables, inventories and

- 10) investments. As the outbreak continues to evolve, the company will continue to closely monitor any material changes to future economic conditions. Based on the assessment done by the management of the Company, though there were logistical challenges in the first couple of weeks during nationwide lockdown, Sales for the quarter ended 31st March' 2020 was minimally impacted and the same did not have a material effect on the results of the Company for the year ended 31st March' 2020.
- 11) Results for the year ended 31st March, 2020 presented above have been audited by the Statutory Auditors of the company. An unqualified opinion has been issued by them thereon

- 12) During the year ended 31st March, 2020 the Company had allotted 12500 equity shares of Rs. 2/- each under the Employees Stock Option Scheme 2015 and the total number of equity shares of the Company stands at 7,56,42,750 as at 31st March, 2020



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- The figures for the quarters ended 31st March, 2020 and 31st March, 2019 are the balancing numbers between audited figures in respect of the full financial years and the published unaudited year to date figures upto the end of the third quarter of the relevant financial year, which was subject to limited review
- 13) The Company has incorporated a wholly owned subsidiary Caplin Point (S) Pte Ltd, in Singapore during the year. This entity has not yet commenced any business operations during the year ended 31st March, 2020
- 14) Prior year / period figures are regrouped / rearranged wherever necessary.

Place: Chennai
Date: 18th June, 2020



For and on behalf of the Board

A handwritten signature in blue ink, appearing to read 'Sridhar'.

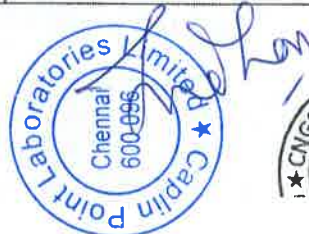
Dr. Sridhar Ganesan
Managing Director



CAPLIN POINT LABORATORIES LIMITED
Audited Standalone Statement of Assets and Liabilities As at March 31st, 2020

(All amounts are in ₹ lakhs)

Particulars	As at March 31, 2020 (Audited)	As at March 31, 2019 (Audited)
ASSETS		
(1) Non-Current Assets		
(a) Property, plant and equipment	16,172.13	13,617.46
(b) Capital work-in-progress	377.31	861.99
(c) Intangible assets	339.24	159.16
(e) Rou Assets	181.14	-
(d) Investments in Subsidiaries, Associates and Joint venture	13,520.67	9,829.09
(f) Financial assets		
(i) Investments	33.04	33.31
(ii) Loans & Advances	220.84	442.64
(g) Other Non-Current Assets		
(h) Income tax assets (Net)	214.73	193.75
Sub-total-Non current assets	31,059.10	25,137.40
(2) Current Assets		
(a) Inventories	2,236.88	2,351.91
(b) Financial assets		
(i) Investments	6,022.98	6,962.31
(ii) Trade receivables	21,898.29	12,538.56
(iii) Cash and cash equivalents	3,683.94	2,309.93
(iv) Bank balances other than (iii) above	2,143.00	2,175.46
(iv) Loans	2,045.06	2,401.25
(d) Other current assets	43.48	55.71
Sub-total-Current assets	38,073.63	28,795.13
Total	69,132.73	53,932.53
EQUITY AND LAIBILITIES		
(1) Equity		
Equity share capital	1,512.86	1,512.61
Other equity	58,477.68	41,691.88
Sub-total-Total Equity	59,990.54	43,204.49
(2) Liabilities		
(A) Non-Current Liabilities		
(a) Financial liabilities		
(i) Borrowings	1.52	28.68
(ii) ROU Lease Liability	128.48	-
(b) Deferred tax liabilities (Net)	2,213.94	2,254.17
(c) Other non current liabilities	372.49	193.73
Sub-total-Non current liabilities	2,716.43	2,476.58
(B) Current Liabilities		
(a) Financial liabilities		
(i) Trade payables	5,141.28	5,950.41
(ii) ROU Lease Liability	84.81	-
(iii) Borrowings	26.77	25.44
(iv) Other current liabilities	1,085.69	2,150.38
(b) Provisions	87.21	125.23
Sub-total-Current liabilities	6,425.76	8,251.46
Total	69,132.73	53,932.53



Audited Standalone Cash flow Statement for the year ended 31st March, 2020

(All amounts are in ₹ lakhs)

	For the year ended March 31, 2020 (Audited)	For the year ended March 31, 2019 (Audited)
A. Cash Flow from Operating Activities		
Profit before tax	25,312.49	20,265.38
<u>Adjustments for:</u>		
Depreciation and Amortisation	1,965.38	2,084.32
Finance costs	18.50	5.98
Govt Grant	(53.83)	(30.87)
(Profit)/Loss on sale of fixed assets	4.26	-
Employee Stock option Scheme Expense	148.96	356.64
Unrealised Foreign Exchange Fluctuation Loss (Gain)	(1,375.85)	(92.90)
Fair value gain on financial instruments through profit or loss	(48.78)	(342.89)
Realised gain on Financial Assets	(485.41)	(180.55)
Dividend Income	(3,291.09)	(1,648.03)
Interest Income	(139.87)	(181.10)
Operating Profit before Working Capital changes	22,054.76	20,235.98
<u>Adjustments for:</u>		
(Increase) / Decrease in inventories	115.03	493.65
(Increase) / Decrease in Trade receivables	(7,947.73)	(3,903.25)
(Increase) / Decrease in Loans		
Increase/(Decrease) in Trade payables, Current Liabilities & Provisions-Long and Short Term	321.90	410.57
CASH GENERATED FROM OPERATIONS	13,735.62	14,818.82
Income tax Paid	(5,035.07)	(4,084.34)
Net Cash inflow / (outflow) from Operating activities	8,700.55	10,734.48
B. Cash Flow from Investing Activities		
Sale / (Purchase) of investments	988.38	(1,995.81)
Investment in Subsidiaries	(3,528.72)	(99.28)
Investment in Jointventures	-	(182.17)
Sale / (Purchase) of fixed assets (including CWIP)	(4,919.07)	(6,043.15)
Sale Proceeds from fixed assets	-	-
Interest received	152.10	156.39
Dividend received	3,291.09	1,648.03
Income tax on Dividend income	(574.78)	(287.94)
Realised gain on Financial Assets	485.41	180.55
Capital gains tax paid on sale of business undertakings by way of slump sale	-	(1,028.00)
Net Cash inflow / (outflow) from Investing activities	(4,105.59)	(7,651.38)
C. Cash Flow from Financing Activities		
Proceeds from exercise of employee stock options	0.25	0.54
Increase/(Decrease) in Long and Short term Borrowings	(25.83)	(3.51)
Interest paid	(13.62)	(5.98)
Dividend paid (including Dividend distribution tax paid)	(3,252.64)	(1,512.07)
Net Cash inflow / (outflow) from Financing activities	(3,291.84)	(1,521.01)
Net increase / (decrease) in cash and cash equivalents during the year (A+B+C)	1,303.12	1,562.09
Cash and Cash Equivalents as at the beginning of the year	4,252.23	2,618.00
Effect of exchange rate changes on cash and cash equivalents	5.39	72.15
Cash and Cash Equivalents as at the end of the year	5,560.74	4,252.23
Less: Deposit under Lien	500.0	500.0
Net Cash and Cash Equivalents as at the end of the year	5,060.74	3,752.23

Note: The above statement of Cash flow has been prepared under the 'Indirect Method' as set out in Ind AS 7, 'Statement of Cash Flows'





CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

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B.Com., FCA

INDEPENDENT AUDITORS' REPORT

TO THE BOARD OF DIRECTORS OF CAPLIN POINT LABORATORIES LTD

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 and its joint venture for the year ended 31 March 2020, 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:

A. includes the financial statement / results of the following:

Name of the entity	Relationship
Caplin Steriles Limited	Wholly owned subsidiary
Argus Salud LLP	Subsidiary
Caplin Far East Limited	Wholly owned subsidiary
Caplin Point Laboratories Colombia SAS	Subsidiary
Hainan Jointown Caplin Point Pharmaceutical Company Limited	Associate
Caplin Point (S) PTE. LTD	Wholly owned subsidiary



Subsidiaries of Caplin Far East Limited	Relationship
Caplin Point EL Salvador, S.A. DE C.V.	Subsidiary
Nuevos Eticos Neo Ethicals S.A - Guatemala	Subsidiary
Neoethicals CIA.LTDA - Ecuador	Subsidiary
Drogueria Saimed de Honduras S.A.	Subsidiary
Neo Ethicals S.A - Nicaragua	Subsidiary

are presented in accordance with the requirements of Regulation 33 of the Listing Regulations as amended; and

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 2020.

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 and its joint venture 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 and jointly controlled entities 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 and jointly controlled entities 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 and jointly controlled entities 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 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 scepticism 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 and joint venture 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 and joint venture 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 No CIR/CFD/CMD 1/44/2019 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 eight subsidiaries whose financial statements reflect total assets (before consolidation adjustments) of Rs.58799.7 lakhs as at 31 March 2020, total revenue (before consolidation adjustments) of Rs.33,544.45 lakhs and total net profit after tax (before consolidation adjustments) of Rs.9813.34 lakhs and the Group's share of net profit after tax (before consolidation adjustments) of Rs. 12.30 Lakhs 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 2020 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.

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

B. Ramakrishnan

B.Ramakrishnan
Partner

Membership No. 201023

UDIN No. 20201023AAAAAY1816

Place : Chennai
Date : 18/06/2020





CNGSN & ASSOCIATES LLP

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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 LTD

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 31st March 2020, attached here with, 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. Attention is drawn to the fact that the figures for the quarter ended March 2020 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.

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 31st March 2020 as well as the year to date results for the period from 1st April 2019 to 31st March 2020.



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 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.

For M/s CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

Firm Registration No: 004915S/S200036

B. Ramakrishnan

B. Ramakrishnan

Partner

Membership No. 201023

UDIN No. 2020103AAAAAX1668

Place : Chennai

Date : 18/06/2020



Caplin Point Laboratories Ltd announces Q4 & FY20 results, Revenue up ~36% YoY to Rs. 904 Cr

Chennai, June 18, 2020: Caplin Point Laboratories Limited (CPL) (BSE: CAPPL (524742), NSE: CAPLIPOINT) today reported its financial results for the Quarter and year ended March 31st, 2020

Results Highlights:

- ✓ PAT up 22% YoY to Rs. 215 cr.
- ✓ EBITDA crosses Rs. 300 Cr in the current financial year
- ✓ 5 year CAGR – Revenue 29%, EBITDA 37%, PAT 39%
- ✓ Cash & cash equivalents as on 17.06.2020 – Rs. 343 Cr

Consolidated Financial Results – FY 19-20

Particulars (Rs in Lakhs)	FY 19-20	FY 18-19	Growth %
Total Revenue	90,453.54	66,771.98	35.5%
EBITDA	30,140.14	25,036.12	20.4%
EBITDA %	33.3%	37.5%	
PBT	26,946.25	22,687.62	18.8%
PBT %	29.8%	34.0%	
PAT	21,508.37	17,655.54	21.8%

Consolidated Financial Results – Q4FY 19-20

Particulars (Rs in Lakhs)	Q4 FY19-20	Q4 FY18-19	Growth %	Q3 FY 19-20
Total Revenue	23,486.63	19,000.64	23.6%	23,855.12
EBITDA	7,343.67	6742.53	8.9%	7,810.61
EBITDA %	31.3%	35.5%		32.7%
PBT	6,486.73	6,069.23	6.9%	6,961.85
PBT%	27.6%	31.9%		29.2%
PAT	4,885.97	4,985.61	-2.0%	5,888.39

Note: As the Standalone results for FY19 included the USFDA approved injectable plant and DSIR recognized R&D Units CP4 & CP5 which were transferred to its subsidiary Caplin Steriles Ltd in January' 2019, the Standalone results for FY19 & FY20 are not comparable. Also, with the acquisition of Channel Partners resulting in multiple subsidiaries coming into the Caplin fold, consolidated financials will get presented as part of the Press Release, for a meaningful analysis of the Company's results.

Key Performance Highlights:**Financial (Consolidated) for FY20:**

- ✓ Top line growth of 35.47% at Rs. 904.5 Cr in FY20 on a higher base of Rs. 668 Cr last year
- ✓ **Caplin Steriles Ltd (CSL), the Company's subsidiary operating in the Regulated markets (US), injectable business delivered a Strong 3.5x revenue growth during its first full year of commercial operations, contributing 8% to the operating revenues for the year**
 - **Operating Revenue at Rs. 65 Cr in FY 20 Vs Rs. 18.7 Cr last year**
- ✓ EBITDA Crosses Rs.300 Cr mark in FY20 with a strong growth of 20.4%
- ✓ Contribution margin is at 52% in current year. The marginal temporary reduction in gross margin level vis-à-vis- last year is on account of a) Company has exported certain Covid-19 related items at Zero Margin to key markets as part of its humanitarian efforts during the crisis b) Sale of products from pre-acquisition inventory in its subsidiaries.
- ✓ **With continued focus on R&D, Company has not only increased activities in current areas of focus but also commissioned DGCI approved CRO facility and Captive API Development Kilo Lab to facilitate back ward integration.**
 - **R&D Opex increased by Rs 24.8 Cr, by more than 90% during the year (from Rs 28.2 Cr in FY 19 to Rs.53 Cr in FY20).**
- ✓ PBT grew by Rs. 42.59 Cr (Rs. 226.87Cr to Rs. 269.46 Cr), Growth of 19% over Previous year. PBT margin at 30%.
- ✓ PAT registered a growth of INR 38.53 Cr (22%) over previous year.
- ✓ **EPS grew by 22% from Rs. 23.35 to Rs. 28.42**
- ✓ Company's Capex in (Non-R&D) Fixed Assets is close to Rs. 37 Cr
- ✓ ROE at 28% and RoCE at 36% on a significantly higher base of >Rs. 310 Cr compared to last financial year (70% increase in Base).
- ✓ Inventory at the year-end (including in-transit inventory) stood at Rs 238 Cr primarily on account of Inventory at warehouses of subsidiaries which were acquired during the year. This equates to around 3-4 months of sales, which we believe gives us the strength to serve the customers more efficiently and pave for growth through our unique Stock and Sale model.
- ✓ **Cash & Cash equivalents at Rs. 284Cr in FY20, an increase of Rs 61 Cr over previous year's balance of Rs 223 Cr. This has since increased to around Rs. 343 Cr as on June 17th, 2020.**
- ✓ **Despite growth of over 35% in Operational Revenue, Receivables were at 95 days compared to 89 days in previous year. Out of the Rs. 229 Cr of receivables as on March 31st, 70% has since been collected as on June 17th, 2020.**

Business Highlights

Emerging Markets

- ✓ Strong sales in both Generic and Branded segments in existing markets continue to drive growth, with good contributions from new markets in Latin America.
- ✓ **IMS Data from Company's top market of Guatemala shows Caplin's strong foothold in the region, with sales higher than established MNCs.**
- ✓ Orders received at Amaris Clinical, CRO wing of Caplin Point, for 3 studies to be done for US market. Upon completion, the trigger for US FDA approval will be activated.
- ✓ **R&D activity completed for 22 APIs, to be used for backward integration for both US and Emerging markets. This will help company's competitiveness in entering larger tenders in Latin America and also on continuity of supply for US ANDAs.**
- ✓ Group's R&D strength increased by more than 40% to 360+ Scientists in current year
- ✓ Acquisition of 4 Channel partners in Latin America helps Company with significant control on marketing, distribution and supply chain advantage.
- ✓ **Company recently launched e-commerce website as part of proprietary 10X Healthcare portal, catering to independent pharmacies who are not visited by salesmen due to Covid-19 situation. This has helped company convert certain traditional credit-sales into Cash Sales, enhancing Cashflow and better inventory rotation. Company's cash reserves enhanced by around Rs.60Cr during Covid-19 months of March to June.**
- ✓ Due to company's unique Stock and Sale business model, it was one among few players having inventory of essential products at its warehouses during Covid-19 months, when several players were impacted by lockdowns and logistical challenges.

US & Regulated Markets

- ✓ **Company has received approvals for 9 out of 17 ANDAs filed (6 in Caplin Steriles name). 4 products have been launched, with the next 5 to be launched within Aug 2020.**
- ✓ Total addressable market size of Caplin's ANDAs approved and under approval - US\$ 670 million.
- ✓ **Company working on an overall pipeline of 15 ANDAs to be filed within the next 24 months, with addressable market size of: US\$ 1.95 Billion.**
- ✓ Company working on plans to enter front end in the US by 2022/23. Company plans to enter Canada, Australia and Mexico within next 18 months.
- ✓ Caplin's API division completes lab scale batches for 17 products for US. Targeting filing 12 DMFs by FY22, all captive. Land acquisition for API plant completed.
- ✓ **Some products filed (and to be filed) fall under US FDA's shortage/emergency usage list. Company hopes for expedited approval for these.**
- ✓ In addition to enhancing capacity to 3x in the last year, Company is also entering into the lucrative Pre-Mix Bag formulations within current FY.

The company wishes to place on record its gratitude to each and every employee, who have been instrumental in ensuring that the company's and its customers interests have been taken care of during times of extreme uncertainty such as the current Covid-19 situation. Further, Company is also taking necessary steps to ensure people safety with Covid-19 disciplines, as part of our emphasis to make Employee 1st.

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 Laboratories Limited has state of the art manufacturing facilities that cater to a complete range of finished dosage forms. The Company has also entered regulated markets such as US through its Subsidiary Caplin Steriles Limited.

Caplin Point has been selected on Forbes Asia's "200 Best Under a Billion" list for three consecutive years (2014, 2015 & 2016), and was recently awarded "The Emerging Company of 2018" by Economic Times Family Business Awards.

CAUTIONARY STATEMENT:

This press release contains certain forward-looking statements. Any forward-looking statement applies only on the date of this press release. By their nature, forward-looking statements are subject to a number of known and unknown risks and uncertainties that may or may not occur in the future and as a result of which the actual results and performance may differ substantially from the expected future results or performance expressed or implied in the forward-looking statements. No warranties or representations are made as to the accuracy, achievement or reasonableness of such statements, estimates or projections, and Caplin Point has no obligation to update any such information or to correct any inaccuracies herein or omission here from which may become apparent.

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ISIN: INE475E01026

NSE Code: CAPLIPOINT

BSE CODE: 524742

Website: www.caplinpoint.net



Caplin Point
Laboratories Limited

Investor Presentation March, 2020

Proving Remedies
BRINGING SMILES to People

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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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3 Growth engines of Caplin

4 More about Caplin



Headquarter, Chennai

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1 Q4 & FY20 Highlights

1.1 FY20 Highlights

1.2 Robust revenue growth coupled with stable margins

1.4 P&L for the Quarter & Year

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin



CP-I plant at Suthukeny, Puducherry

1

Financial Highlights

- ▶ Consolidated Total Revenue up 36% to INR 9,045 mn in FY20 vs. INR 6,677 mn in FY19
- ▶ PAT up ~22% to INR 2,151 mn in FY20 vs. INR 1,766 mn in FY19
- ▶ EBITDA crosses INR 3,000 mn milestone in FY20 with a strong growth of 20% YoY
- ▶ EPS grew by 22% from INR 23.4 in FY19 to INR 28.4 in FY20
- ▶ Cash and Cash Equivalents at INR 3,300 mn as on 15 June 2020

2

Operational Highlights

- ▶ Company has received approvals for 9 out of 17 ANDAs filed (6 in Caplin Steriles name). 4 products have been launched, with the next 5 to be launched by August 2020.
- ▶ Completed development of 22 API's for backward integration, for US and Emerging Markets.
- ▶ Company's proprietary Healthcare Portal 10-X helps increase Cash Sales during Covid-19 lockdowns, through newly launched B2B e-commerce website QueTenX.
- ▶ CRO wing of company has received orders for 3 products Clinical Studies, to be filed in US.

3

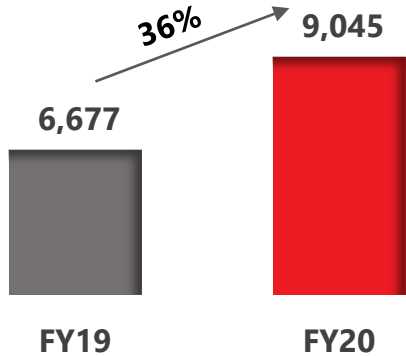
COVID 19 impact on business

- ▶ COVID 19 had minimal impact on Caplin as Company's Stock and Sale model ensured adequate stock of essential products throughout lockdown period.
- ▶ Flexibility of manufacturing and outsourcing strategy helped tide over logistical challenges from India and China.
- ▶ Company converted most credit oriented sales to cash sales during last few months, enhancing cashflow.
- ▶ As part of Company's humanitarian efforts, certain Covid-19 essential products were exported to key markets, at Zero Margin.

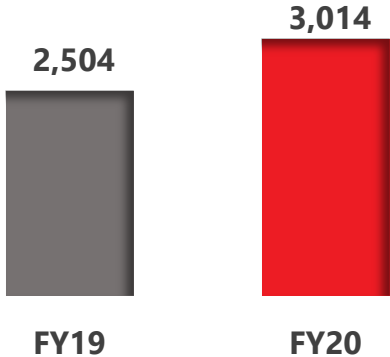
Robust revenue growth coupled with stable margins

FY20

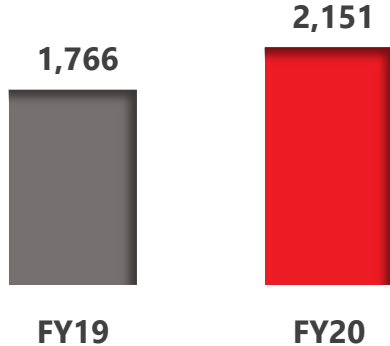
Total Revenue (INR mn)



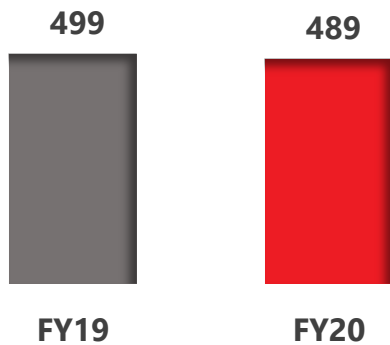
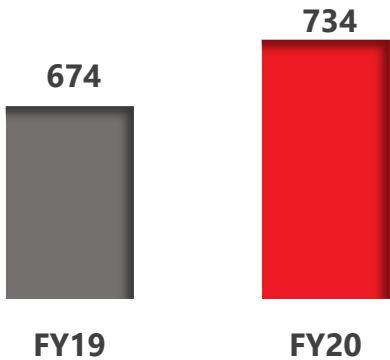
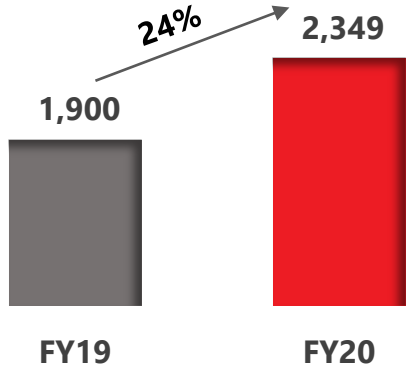
EBITDA (INR mn & Margin %)



PAT (INR mn & Margin %)



Q4 FY20



Revenue continues its strong momentum with margins being muted due to the export of certain Covid-19 related items at Zero Margin to key markets and Sale of products from pre-acquisition inventory in its subsidiaries

P&L for the Quarter and Year - Consolidated

Value (INR Mn)	Q4FY20	Q4FY19	YoY (%)	Q3FY20	QoQ (%)	FY20	FY19	YoY (%)
Revenue from Operation	2,152.3	1,873.4	14.9%	2,282.1	-5.7%	8,632.0	6,486.9	33.1%
Other Income	196.3	26.7	636.1%	103.4	89.9%	413.3	190.3	117.2%
Total Revenue	2,348.6	1,900.1	23.6%	2,385.5	-1.5%	9,045.4	6,677.2	35.5%
Cost of Goods sold	1,114.4	862.0	29.3%	1,071.2	4.0%	4,131.6	2,887.8	43.1%
Gross Profit	1,038.0	1,011.4	2.6%	1,211.0	-14.3%	4,500.4	3,599.1	25.0%
<i>Gross Profit Margin (on Rev from Ope)</i>	48.2%	54.0%		53.1%		52.1%	55.5%	
Employee Benefit Expenses	185.3	124.2	49.2%	176.8	4.8%	677.6	471.1	43.8%
Research and Development expenses	157.7	85.1	85.4%	158.1	-0.3%	530.1	281.9	88.1%
Other operating expenses	157.1	154.6	1.7%	198.4	-20.8%	692.0	532.8	29.9%
Total expenditure	500.1	363.8	37.5%	533.3	-6.2%	1,899.7	1,285.8	47.7%
EBITDA	734.2	674.3	8.9%	781.1	-6.0%	3,014.0	2,503.6	20.4%
<i>EBITDA Margin</i>	31.3%	35.5%		32.7%		33.3%	37.5%	
Depreciation and Amortisation	84.0	67.2	25.1%	84.2	-0.3%	316.2	234.2	35.0%
EBIT	650.1	607.1	7.1%	696.8	-6.7%	2,697.8	2,269.4	18.9%
<i>EBIT Margin</i>	27.7%	31.9%		29.2%		29.8%	34.0%	
<i>Finance Cost</i>	1.7	0.1		0.6		3.2	0.6	
Profit Before Tax	648.5	606.92	6.8%	696.2	-6.9%	2,694.6	2,268.8	18.8%
<i>PBT Margin</i>	27.6%	31.9%		29.2%		29.8%	34.0%	
Tax	160.1	108.4	47.7%	107.3	49.1%	543.8	503.2	8.1%
Profit after Tax	488.4	498.6	-2.0%	588.8	-17.1%	2,150.8	1,765.6	21.8%
<i>PAT Margin</i>	20.8%	26.2%		24.7%		23.8%	26.4%	

Content

1 Q4 & FY20 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 Building Research & Development Capabilities

2.6 Delivered Robust Profitable Growth & Returns over the decade

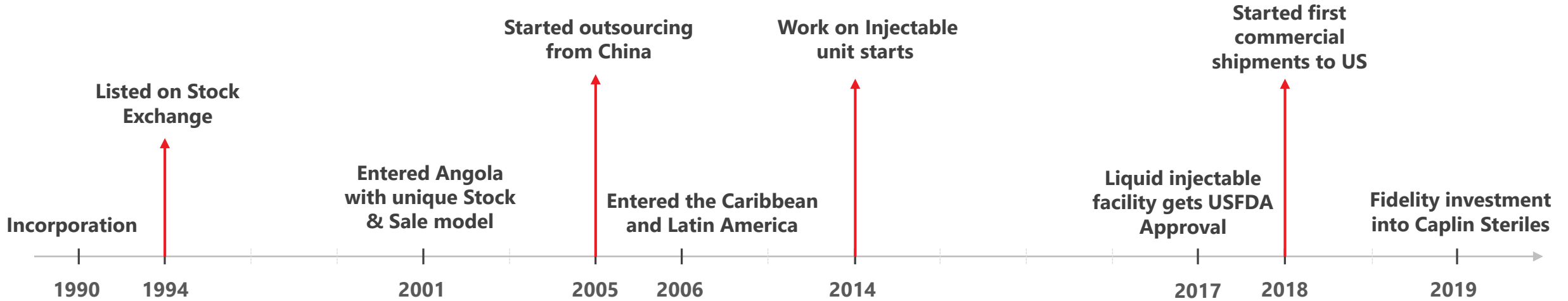
3 Growth engines of Caplin

4 More about Caplin



CP-IV plant at Gummidipoondi, Chennai

Transformation across the decades



Contract manufacturer

Becoming a responsible pharma company

Market-led Company

Technology and research-led marketing Company

Plain vanilla generic products

Mix of generics, branded generics and specialty molecules and Injectable

Introducing products that plugged marketplace gaps

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

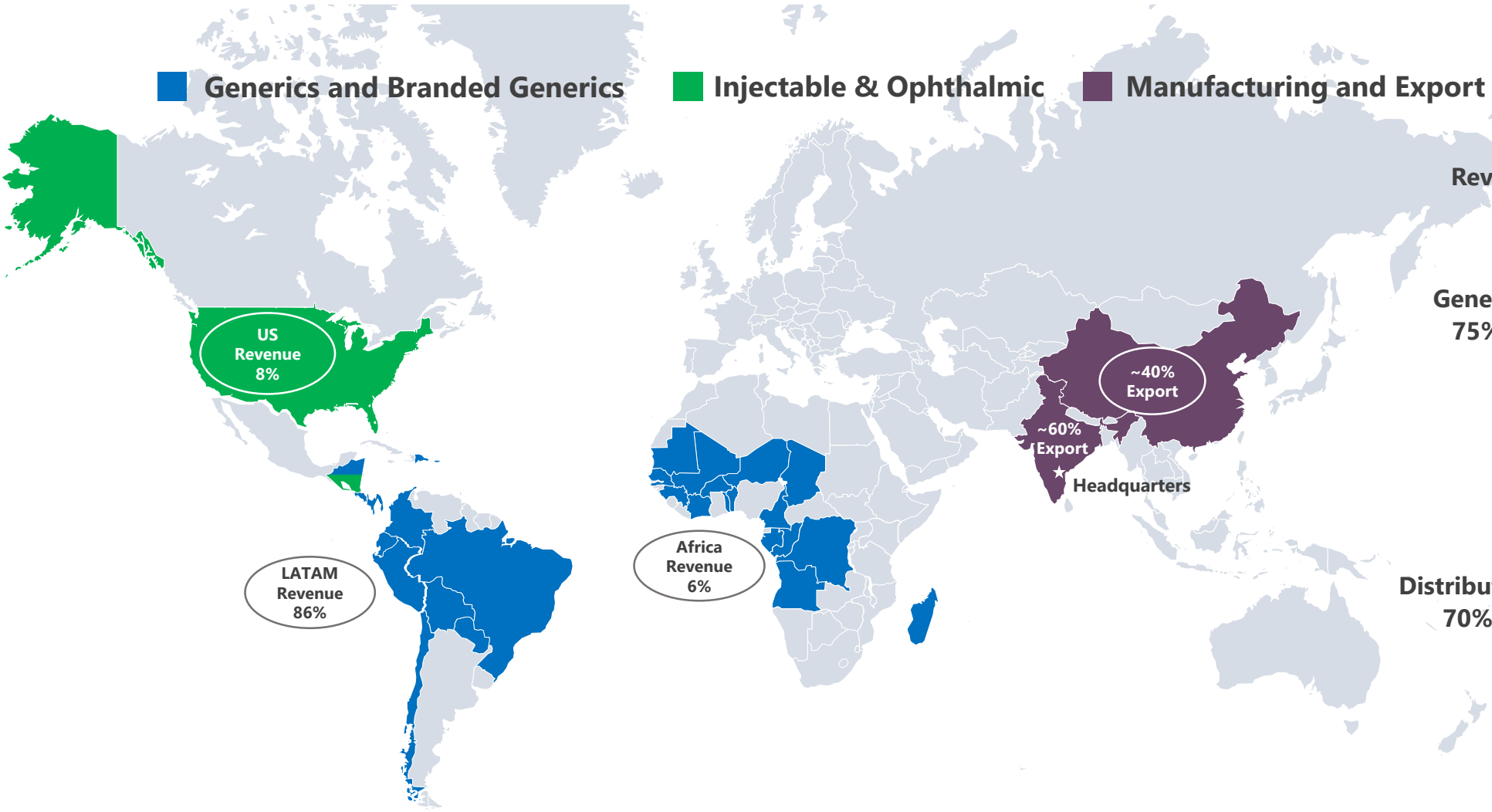
Negative-working capital business

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

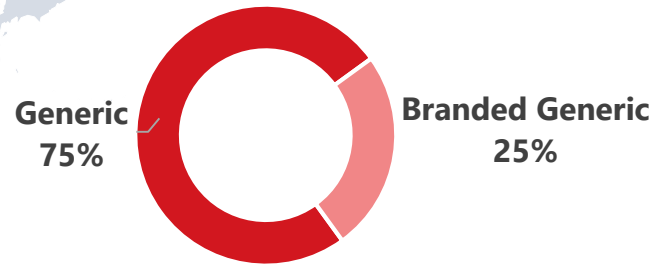
2 main geographies 10 countries
(Latin America & Francophone Africa)

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

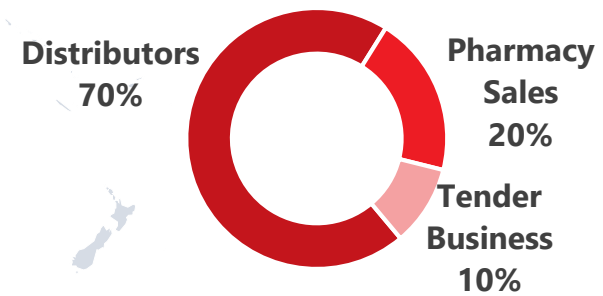
Our core business – Tapping the untapped markets



Revenue by Business Segements



Revenue by Channel



Caplin covers wide spectrum of pharmaceutical formulations and Therapeutic Segments across the 23 countries with a net revenue of INR 9,045 mn in FY20

Diversified Product Portfolio with zero reliance on single product / Therapy

3100+ Products registered

400+ Pharmaceutical formulations

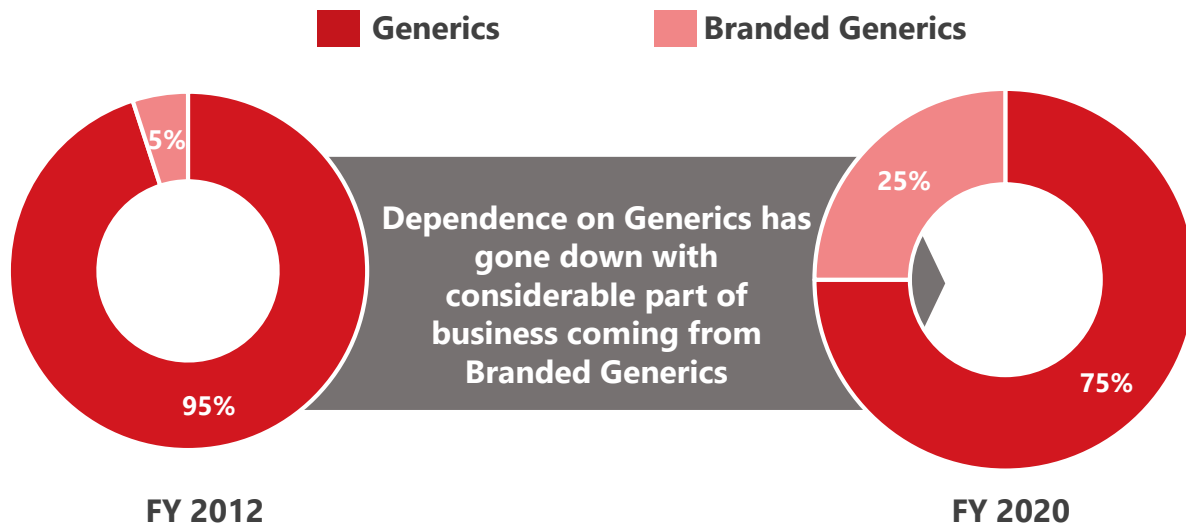
36 Therapeutic Segments

Product mix covers over 50% 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 & lyophilised, pre-filled syringes)
- ✓ Ophthalmics
- ✓ 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

40% of the products produced inhouse

60% of the products are outsourced from quality conscious partners in India and China

Exports

India
60%

China
40%



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
- Ophthalmics
- Pre-Mixed Bags

US FDA, EU-GMP, and INVIMA

Gummidipoondi, Chennai

Total Annual Product Capacity

Generics and Branded Generics

1,500 Mn
Tablets

20 Mn
Liquid Injection in
Ampoules

1 Mn
Bottles of Dry
Syrups

170 Mn
Soft Gels

400 Mn
Capsules

65 Mn
Liquid Injections
in Vials

12 Mn
Pre-Filled
Syringes

30 Mn
Suppositories

Injectables

12 Mn
Pre-Mix Bags

6 Mn
Bottles of Liquids

12 Mn
Ophthalmic units

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

Building Research & Development Capabilities

5 Dedicated Facilities

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

INR 1.6 bn Capex

Continuous capex investment of over INR 1.6 bn over last 5 years towards enhanced manufacturing and R&D capabilities

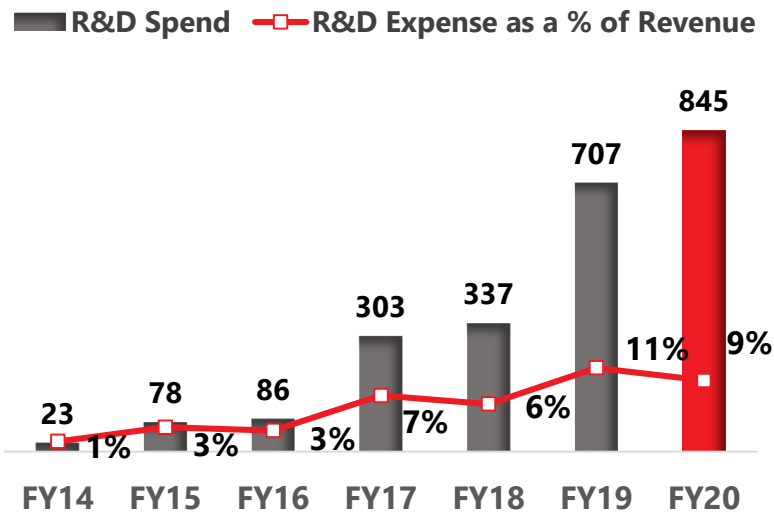
Expensing R&D

Caplin expenses all R&D expenditure. Total R&D Spends (Capex + Opex) is 40% of FY20 PAT

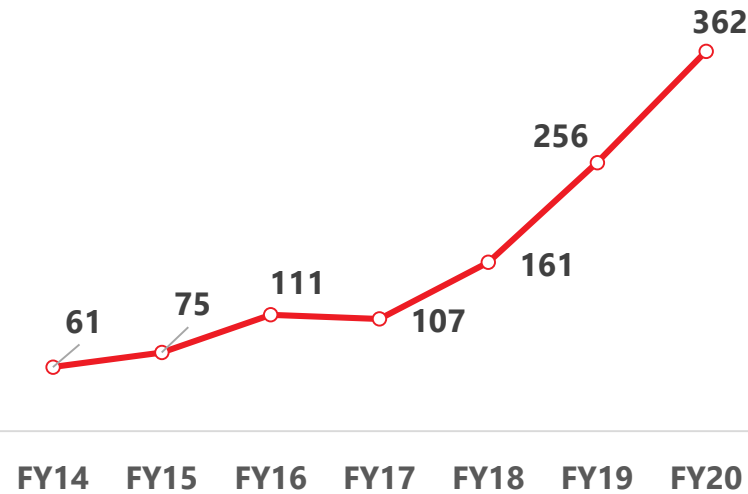
Kilo Lab

Latest R&D facility at Hyderabad focuses on API in Kilo Scale. Commercial manufacturing will be done in new API facility (under construction) in Chennai.

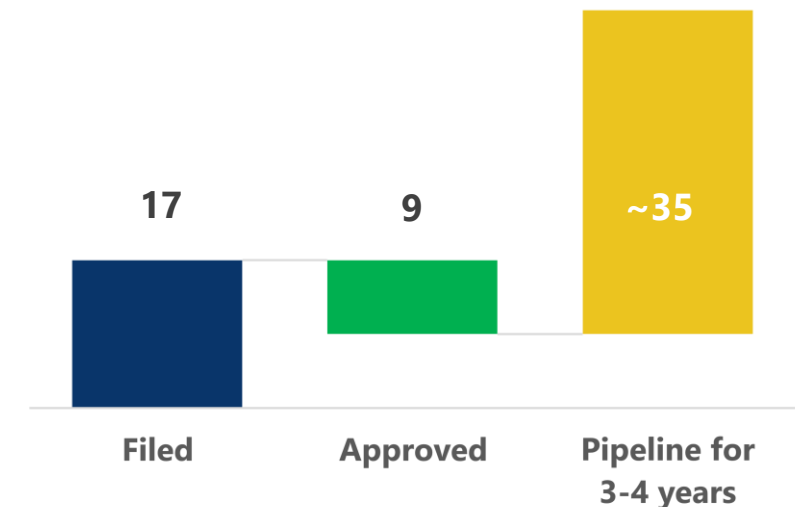
R&D Spends – Capex + Opex (INR mn)



R&D Team at Caplin (Nos)

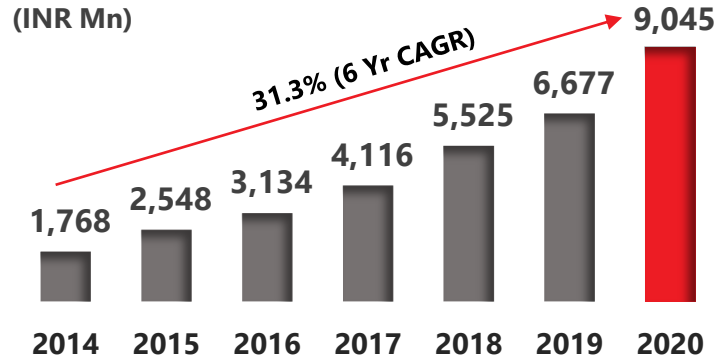


ANDA Pipeline

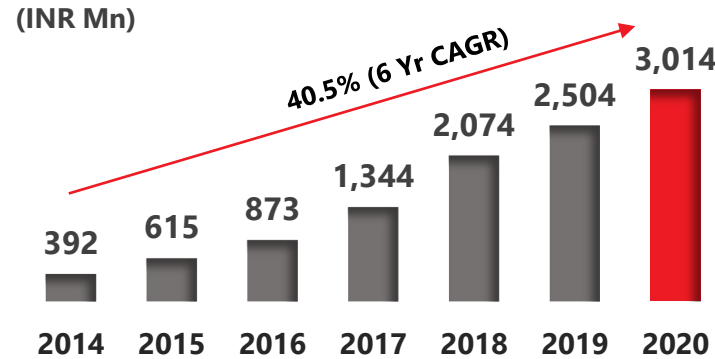


Delivered Robust Profitable Growth & Returns over the years

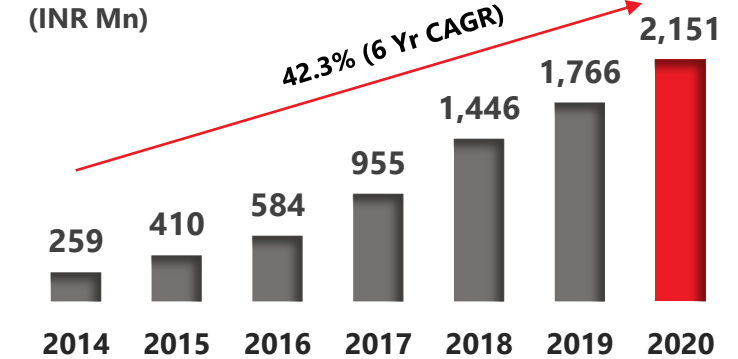
Total Revenue



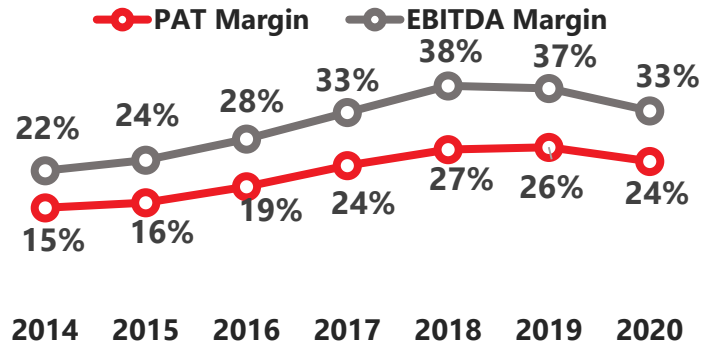
EBITDA



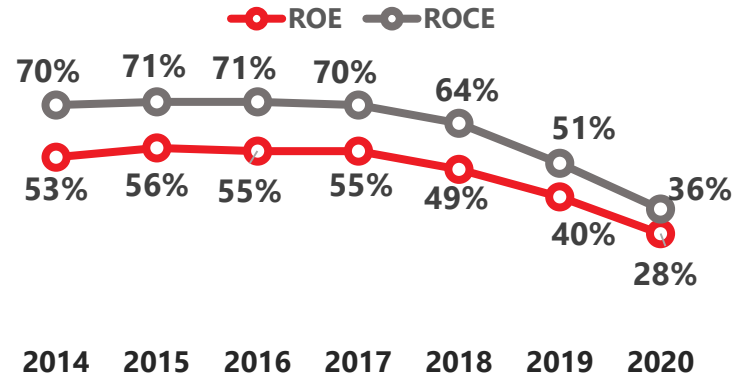
PAT



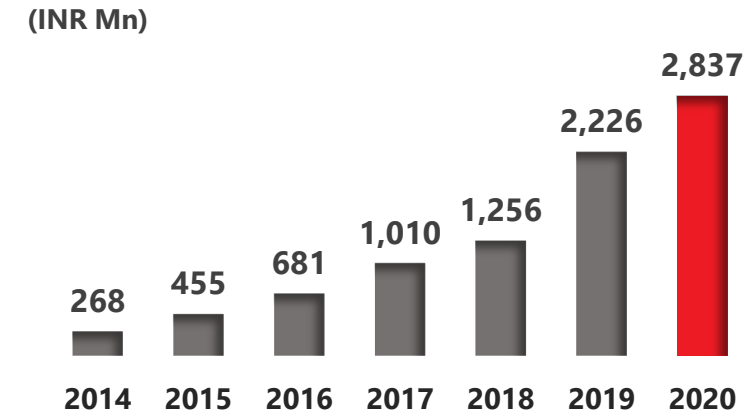
Robustly growing EBITDA & PAT margins



Consistently delivered strong return ratios



Cash and Cash Equivalent



Target
achieved

FY14 top line is now FY19
bottom line

New
Target

To convert Top Line of FY16 into the
Bottom Line of FY22

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2.1 Caplin's growth engines

2.2 Core business

2.3 US Business

2.4 Scaling up the value chain

2.5 Strong balance sheet

2.6 Entering China

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...

Aspirations 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 it's main engine which will drive the growth

03

... backed by Scaling up the value chain and...

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

Strong Balance sheet to act as an anchor for the long term vision of Caplin

05

Aggressive Cash Conservation

Caplin's DNA of remaining debt-free and self-sustenance is highlighted by increasing Cash surplus over the years. Company's open to potential meaningful acquisitions, especially in API space, and can be funded internally.

Overview

LATAM

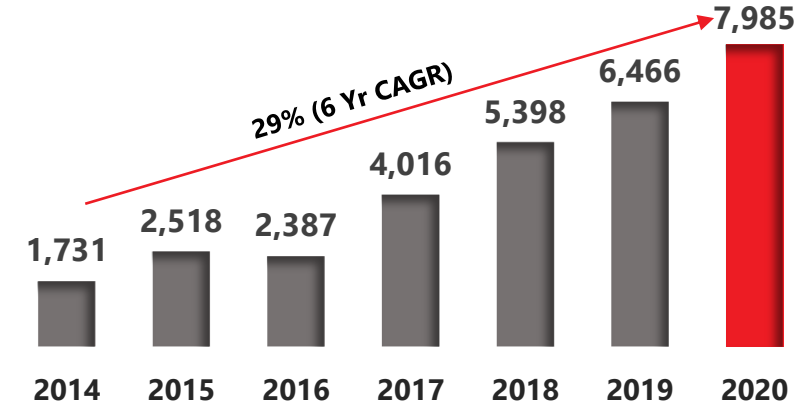
- **No. 1 Indian player in Central America**
- Increased its LATAM footprint from **two countries to 10 countries within a decade**

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 and Portuguese Africa
- Entry into Pharmacy sales through **Healthcare portal**, for higher margins and offtake

Performance

Revenue from LATAM + Africa (INR mn)



Our core business has grown 29 % CAGR since 2014

Expansion

- ✓ Increasing focus to larger Latin American countries such as Chile, Colombia and Ecuador
- ✓ Expanding the branded generics portfolio
- ✓ Addition of Injectable lines for Emerging Markets

Pharmacy automation

- ✓ To increase profitability and augment strong capabilities in the Supply Chain
- ✓ Create a new niches in Africa with first mover advantage

Strategy

End to end business model

- ✓ Acquisition of distributors in LATAM region to create a end to end business model with total control over export, import and distribution

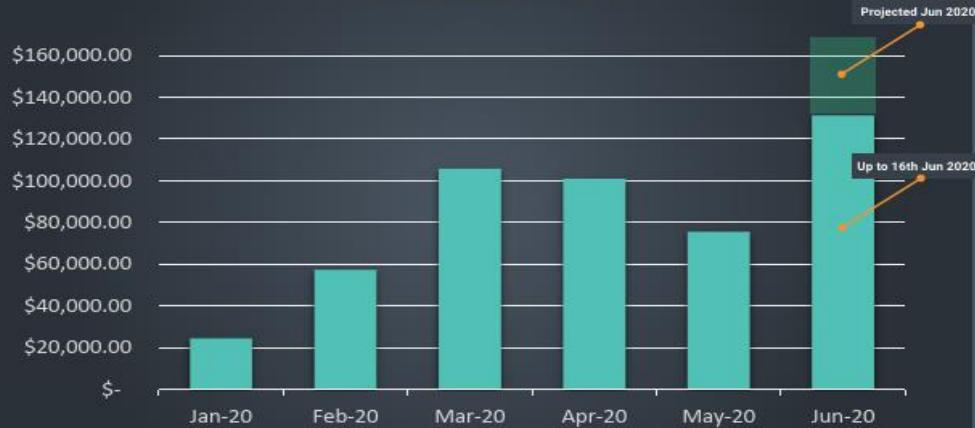
Bottom of the Pyramid

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

Quéténx B2B E-Commerce Sales

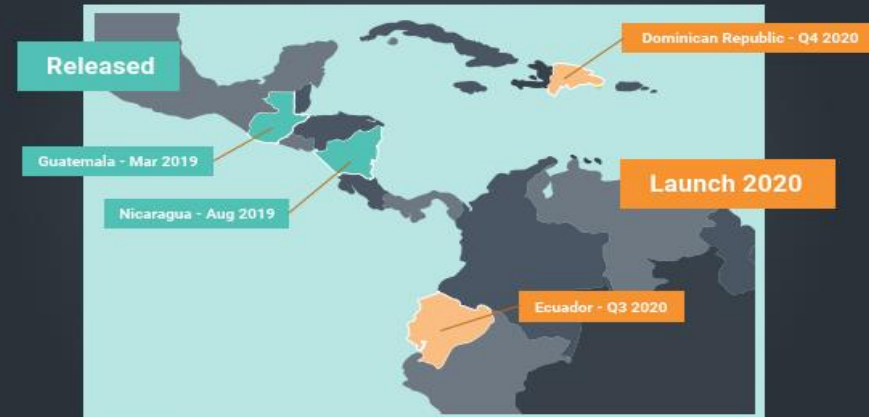
JAN 2020 - 16th JUN 2020

Total Sales 2020

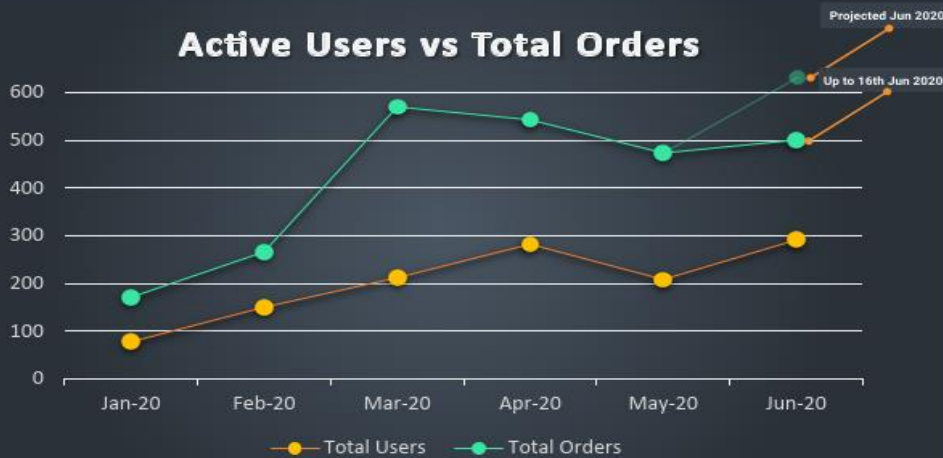


Quéténx is the first B2B Marketplace in Central America for Online Pharmacy Purchases

E-Commerce Pipeline - LATIN AMERICA



Active Users vs Total Orders



Highlights Q1+Q2 2020

435%
Increase in sales in 6 Months Period

200
Pharmacies Onboarded

273%
Increase in active users 6 Months Period

15%
Total Digital Sales to Pharmacies Channel

Overview

- Invested ~Rs.400 crore in Capex and Opex in the last 5 years 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 2 more products in US through Fresenius Kabi, and Caplin's own products – Glycopyrrolate and Sodium Nitroprusside through Meitheal USA. Launch of 5 more products by Aug 2020.
- Currently only player in current size segment to have an **Injectable plant that is approved several times by US FDA, owning ANDAs.**

Injectable plant Inspection history

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

Date	Authority	Observations/ 483 / Warning letter
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 in our own name
- ✓ Planning to have front end presence in the US market within couple of years to aggressively expand

Focused on a niche segment

- ✓ The Company has entered US market focusing on a niche injectables business which has seen less price erosion on account of continuing shortage

Strategy

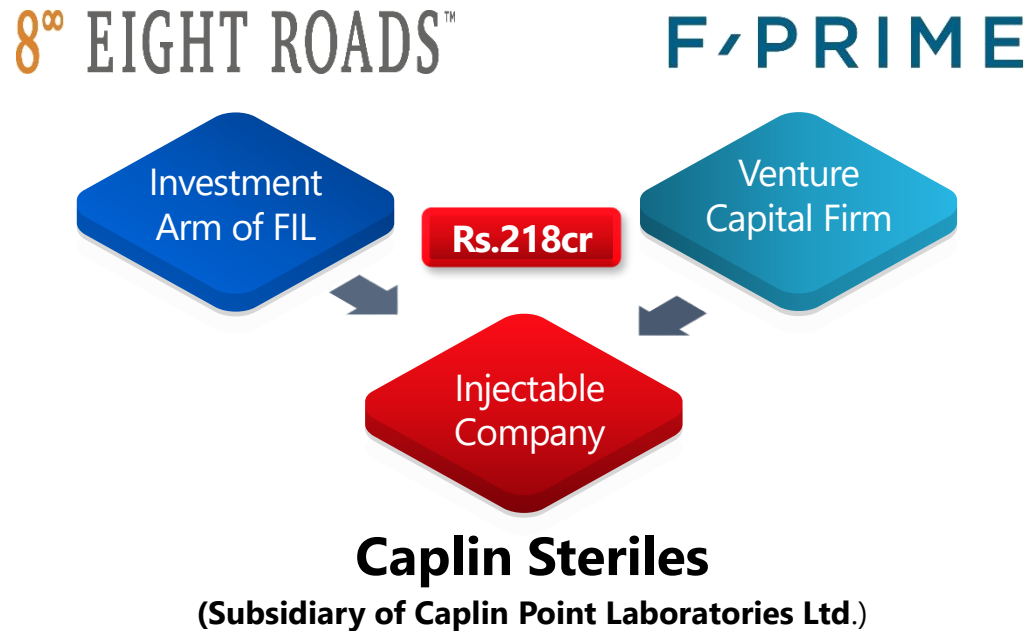
Strategic Partner

- ✓ Company entered US market with a strategic investment from Fidelity private arms which is known to be a long term knowledge partner with over 50% of worldwide investments into Healthcare. Therefore bringing us access to a powerful investment platform spanning Asia, Europe and the US.
- ✓ Fidelity invested INR 218 cr. in Caplin Steriles (Caplin's US business) for 25% stake.

Capacity expansion

- ✓ 3x Capacity expansion underway at Caplin Steriles Plant – CP-4

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 Europe**.
- **Eight Roads Ventures and F-Prime Capital** invests **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 investments into Healthcare.
- The subsidiary has already filed **17 ANDAs** on its own and through partners with the **US FDA**, with **9 approvals till date**.



\$670mn

Market size of our products approved and under approval and

~\$2.0bn

Market size of our products in Pipeline to be filed over next 2 years

Overall market opportunity for Caplin in near future in US is about ~\$2.7bn

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, for better product positioning

1

Direct approach

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

Widen interface

- With 12,000 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 into API for US business

- Backward integration into API for complex injectable products to drive profits, compliance and cost control

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
- Global approvals like FDA, EU, ANVISA targeted for 2020/21

5

These strategic decisions which will help caplin to have a better cost advantage in 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

Commenced operations in December, 2019

Capex of INR 29 cr. internally accrued

Approved by DGCI

Cost savings of ~50%

Total staff strength is 55

72-bed state of the art facility

Captive and commercial BA/BE studies

High level of data integrity compliance through end to end automation

Technologically advanced volunteer tracking and management system to ensure compliance

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

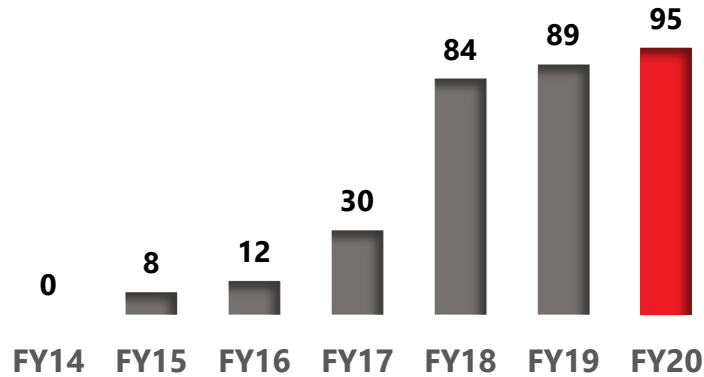
Hamilton Automated Sample Access Manager (Sam HD)



- ✓ 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

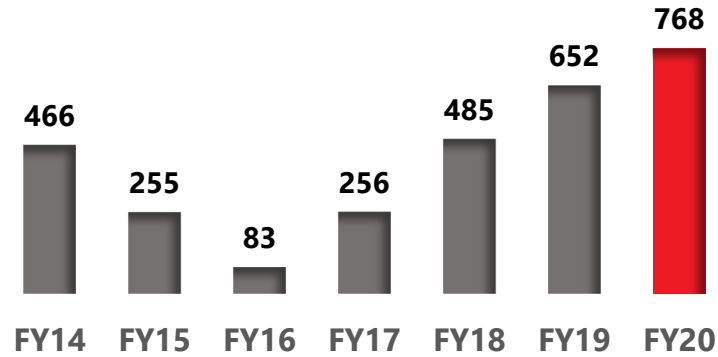
Caplin's strong balance sheet acts as an anchor for its vision of perceiving an 'Invisible opportunity'

Receivable Days



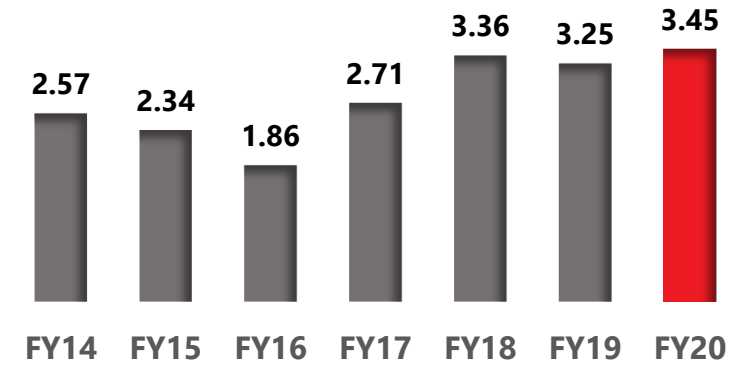
Stable Receivables over the recent period

Total Capex Spends in INR Mn



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

Fixed Asset Turnover Ratio

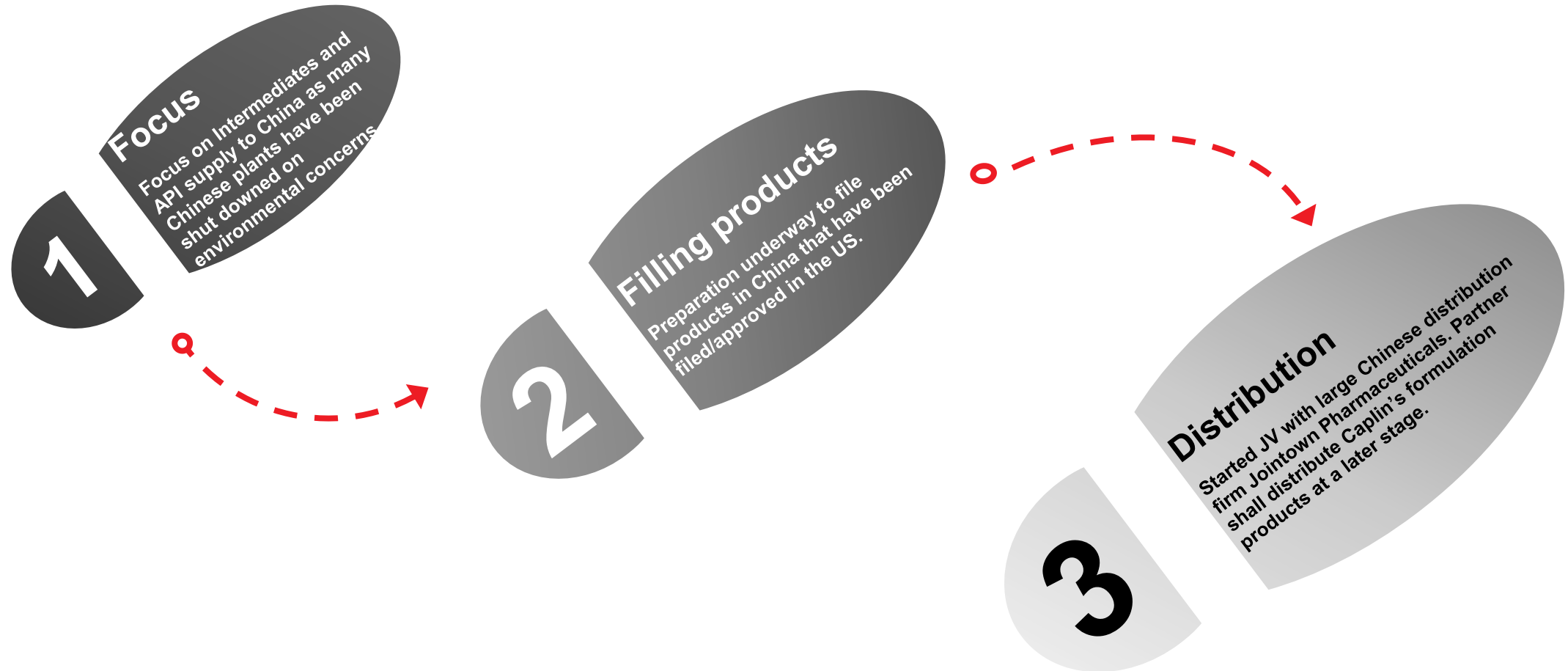


Company has maintained optimal asset turnover ratio over the years

Caplin has acquired its Channel Partners in Nicaragua, Honduras, Ecuador & Guatemala in FY 20

Caplin is a net debt free company

Caplin has made a strategic decision to enter lucrative Chinese market and have taken following steps:



Entering china remains our medium to long term target given the current disruption in market due to COVID 19

Content

1 Q4 & FY20 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin

4.1 Experienced and visionary BOD & Management

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



Mr. D.P. Mishra
Director

- ✓ 30+ years experience in the area of Medicines and formulations
- ✓ Post Graduate in Chemistry



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]



Dr R Ravichandran
Independent Director

- ✓ Management and Finance professional, having rich experience of 38+ years in manufacturing and services



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

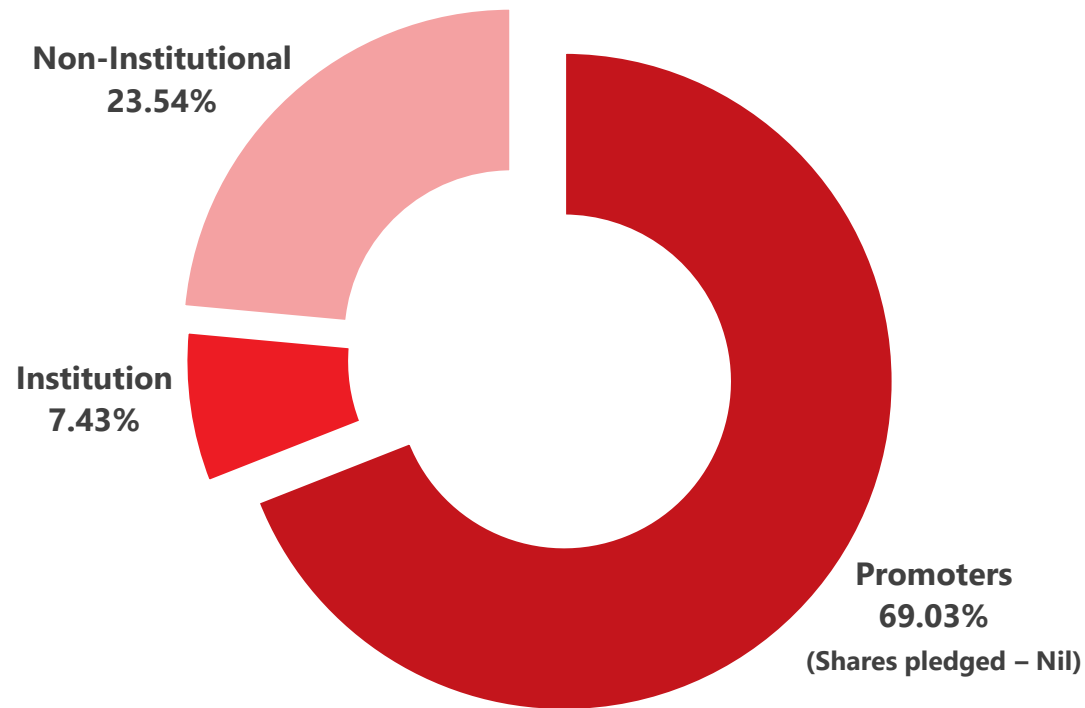
- ✓ 50+ years experience in the field of finance, HR, management & industrial relations
- ✓ Post Graduate in Commerce



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 31st March 2020



Share Information (as on 31st March 2020)

NSE Ticker	CAPPL
BSE Ticker	CAPLIPOINT
Market Cap (INR mn)	21,403
% free-float	30.97%
Free-float market cap (INR mn)	6,629
Total Debt (INR mn)	365
Cash & Cash Equivalents (INR mn)	2,837
Enterprise Value (INR mn)	18,931
Shares Outstanding	7,56,42,750
Industry	Pharmaceuticals



Caplin Point
Laboratories Limited

Investor Relations at Caplin

Vinod Kumar

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NSE CAPLIPOINT

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