

BSE Limited
Department of Corporate Relationship
1st Floor, New Trade Ring, Rotunda Building,
Phiroze jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001.
Scrip Code: 524742

By BSE Listing

National Stock Exchange of India Ltd.,
Department of Corporate Services,
Exchange Plaza, 5th Floor,
C-1, Block G, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051.
Scrip Code: CAPLIPOINT

By NEAPS

Dear Sirs,

SUB: OUTCOME OF THE BOARD MEETING

The Board of Directors of the Company at their meeting held today considered and approved:

1. Un-audited Financial Results (Consolidated and Standalone) for the quarter ended June 30, 2020.
2. To Convene the 29th Annual General Meeting of the Company on Monday, September 28, 2020.

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


1. Un-audited Financial Results (Consolidated and Standalone) for the quarter ended June 30, 2020
2. Limited Review Report (Consolidated and Standalone) for the above Un-audited Financial Results.
3. Press Release on the above Un-audited Financial Results.
4. Investors Presentation.

The Board of Directors meeting commenced at 11:00 AM and concluded at 12:15 PM.

Kindly take the above information on your records.

Thanking You,

Yours Faithfully,
For Caplin Point Laboratories Limited


Company Secretary
Enclosure: As above

CAPLIN POINT LABORATORIES LIMITED

Registered Office: 3rd Floor, "Ashvich Towers", No.3, Developed Plots Industrial Estates, Perungudi, Chennai 600 096

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

UNAUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE THREE MONTHS ENDED 30th JUNE 2020

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

Particulars	Three Months Ended			Financial Year Ended
	30.06.2020	31.03.2020	30.06.2019	31.03.2020
	(1)	(2)	(3)	(4)
	(Unaudited)	(Audited)	(Unaudited)	(Audited)
	INR in Crs			
Income:				
I Revenue from operations	240.08	215.23	192.55	863.20
II Other income	6.49	19.63	4.47	41.33
III Total Income (I+II)	246.57	234.86	197.02	904.53
IV Expenses:				
a. Cost of materials consumed	21.18	23.81	22.46	108.12
b. Purchase of traded goods	23.63	209.39	121.14	500.14
c. Changes in inventories of finished goods, stock in trade and work in progress	63.99	(121.77)	(58.42)	(195.10)
d. Employee benefit expenses	25.87	18.53	15.59	67.76
e. Finance cost	0.51	0.17	0.01	0.32
f. Depreciation & Amortisation Expenses	8.96	8.40	7.39	31.62
g. Other Expenses	33.81	31.46	24.40	122.21
h. Total Expenses	177.95	169.99	132.57	635.07
V Profit before exceptional items and Tax (III-IV)	68.62	64.87	64.45	269.46
VI Exceptional items	-	-	-	-
VII Profit Before Tax (V-VI)	68.62	64.87	64.45	269.46
VIII Tax Expenses				
(1) Current Tax	17.79	18.17	14.50	61.84
(2) Deferred Tax (Refer Note 6)	(3.72)	(2.16)	(0.11)	(7.46)
Total Tax Expenses	14.07	16.01	14.39	54.38
IX Net Profit for the period (VII - VIII)	54.55	48.86	50.06	215.08
X Other Comprehensive Income - Net of Tax				
A. Items that will not be re-classified to profit or loss				
i) Remeasurements of Defined Benefit Plan	-	(0.30)	(0.30)	(0.70)
ii) Surplus on acquisition of subsidiary	-	1.99	-	1.99
B. Items that will be re-classified to profit or loss				
i) Exchange difference in translating the financial statements of foreign operations	(0.01)	9.63	(0.07)	15.39
XI Total Comprehensive Income For The Period (IX + X)	54.54	60.18	49.69	231.76
XII Profit attributable to:				
Owners of the Company	54.54	48.89	50.23	215.01
Non- controlling interests	0.02	(0.03)	(0.17)	0.08
	54.56	48.86	50.06	215.09
XIII Total Comprehensive Income For The Period attributable to				
Owners of the Company	54.53	60.21	49.86	231.68
Non- controlling interests	0.02	(0.03)	(0.17)	0.08
	54.55	60.18	49.69	231.76
XIV Paid up Equity Share Capital (Face value of share of Rs 2/- each)	15.13	15.13	15.13	15.13
XV Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year	-	-	-	858.2
XVI Earnings Per Share (EPS) (Not annualised) based on face value Rs 2/- per Equity share				
(a) Basic (in Rupees)	7.21	6.46	6.64	28.42
(b) Diluted (in Rupees)	7.15	6.41	6.60	28.20



Signature

Notes :

- 1) The above consolidated financial results for the quarter ended 30th June 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 10th August, 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 Requirements) 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) During the Quarter ended 30th June, 2020 the Company has allotted NIL equity shares of Rs. 2/- each under the Employees Stock Option Scheme 2015 as compared to 12,500 equity shares for the corresponding periods of last year.
- 5) Revenue from operations is disclosed net of Goods & Service Tax/ Value Added Tax as applicable
- 6) The Group has taken into consideration the possible effects that may result from the pandemic relating to COVID-19 in the preparation of the financial statements, including but not limited to its assesment of the carrying amounts of receivables, inventories and investments. The Company has been able to effectively manage the operations till now with appropriate safety precautions without any significant impact of COVID 19. The actual impact of COVID-19 in coming quarters may be different from that of this quarter, depending on how the situation evolves globally. The company will continue to closely monitor any material changes to future economic conditions to ensure business continuity.
- 7) The Statutory Auditors of the Company have carried out limited review of the above Consolidated Financial Results pursuant to regulation 33 of the SEBI (Listing obligations & Disclosure Requirements) Regulations,2015. An unqualified opinion has been issued by them thereon.
- 8) As the Parent Company's wholly owned subsidiary Caplin Point Far East Limited, Hong Kong had acquired subsidiaries in Nicaragua (in Q1), Honduras (in Q2), Ecuador and Guatemala (in Q4) in FY 19-20, the current quarter results are not comparable with the previous periods.
- 9) The figures for the quarters ended 31st March, 2020 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
- 10) Prior year / period figures are regrouped / rearranged wherever necessary.

For and on behalf of the Board



Dr. Sridhar Ganesan
Managing Director

Place: Chennai

Date: 10th August, 2020



CAPLIN POINT LABORATORIES LIMITED					
Registered Office: 3rd Floor, "Ashvich Towers", No.3, Developed Plots Industrial Estates, Perungudi, Chennai 600 096					
CIN - L24231TN1990PLC019053, Phone Nos.044-28156653,28156905, Fax No.044-28154952, Website - www.caplinpoint.net, email ID- info@caplinpoint.net					
UNAUDITED (STANDALONE) FINANCIAL RESULTS FOR THE THREE MONTHS ENDED 30th JUNE 2020					
Prepared in compliance with the Indian Accounting Standards (Ind - AS)					
	Particulars	Three Months Ended			Financial Year Ended
		30.06.2020 (1) (Unaudited)	31.03.2020 (2) (Audited)	30.06.2019 (3) (Unaudited)	31.03.2020 (4) (Audited)
INR In Crs					
	Income:				
I	Revenue from operations	119.73	100.12	140.27	527.83
II	Other income (Refer Note 4)	4.05	33.01	19.94	65.97
III	Total Income (I+II)	123.78	133.13	160.21	593.80
IV	Expenses:				
	a. Cost of materials consumed	18.83	20.39	20.88	95.73
	b. Purchase of traded goods	26.35	29.35	38.56	143.18
	c. Changes in inventories of finished goods, stock in trade and work in progress	3.58	(3.36)	2.39	(0.74)
	d. Employee benefit expenses	6.22	4.76	6.70	25.00
	e. Finance cost	0.05	0.05	0.01	0.18
	f. Depreciation & Amortisation Expenses	5.43	5.68	4.36	19.65
	g. Other Expenses	7.30	10.46	13.28	57.66
	h. Total Expenses	67.76	67.33	86.18	340.66
V	Profit before exceptional items and Tax (III-IV)	56.02	65.80	74.03	253.14
VI	Exceptional items		-	-	-
VII	Profit Before Tax (V-VI)	56.02	65.80	74.03	253.14
VIII	Tax Expenses				
	(1) Current Tax	14.48	15.68	13.20	55.89
	(2) Deferred Tax	(0.48)	(0.01)	0.73	(0.40)
	Total Tax Expenses	14.00	15.67	13.93	55.49
IX	Net Profit for the period (VII-VIII)	42.02	50.13	60.10	197.65
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	-	(0.09)	(0.13)	(0.33)
XI	Total Comprehensive Income For The Period (IX+X)	42.02	50.04	59.97	197.31
XII	Paid up Equity Share Capital (Face value of shares of Rs 2/- each)	15.13	15.13	15.13	15.13
XIII	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year	-	-	-	584.78
XIV	Earnings Per Share (EPS) based on face value Rs 2/- per Equity share				
	(a) Basic (in Rupees)	5.55	6.63	7.95	26.13
	(b) Diluted (in Rupees)	5.52	6.58	7.90	25.95
		(Not Annualised)	(Not Annualised)	(Not Annualised)	Annualised



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Notes :

- 1) The above standalone financial results for the quarter ended 30th June 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 10th August, 2020
- 2) The 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 operates exclusively in one reportable business segment i.e., "Pharmaceuticals formulations". There is no exceptional and/or extra ordinary item.
- 4) Other Income and PBT for the quarter ended 30th June 2020 includes Dividend of Rs. NIL as against Rs.17.53 Cr and Rs. 15.37 Cr of Dividend Income in quarter ended 30th June' 2019 and 31st March' 2020 respectively , received from our wholly owned subsidiary Caplin Point Far East Limited, Hong Kong.
- 5) Revenue from operations is disclosed net of Goods and Service Tax

The Company has taken into consideration the possible effects that may result from the pandemic relating to COVID-19 in the preparation of the financial statements, including but not limited to its assesment of the carrying amounts of receivables, inventories and investments. The Company has been able to effectively manage the operations till now with appropriate safety precautions without any significant impact of COVID 19. The actual impact of COVID-19 in coming quarters may be different from that of this quarter, depending on how the situation evolves globally. The company will continue to closely monitor any material changes to future economic conditions to ensure business continuity.

- 7) The Statutory Auditors of the Company have carried out limited review of the above Standalone Financial Results pursuant to regulation 33 of the SEBI (Listing obligations & Disclosure Requirements) Regulations,2015. An unqualified opinion has been issued by them thereon.

- 8) During the Quarter ended 30th June, 2020 the Company has allotted NIL equity shares of Rs. 2/- each under the Employees Stock Option Scheme 2015 as compared to 12,500 equity shares for the corresponding periods of last year.

- 9) The figures for the quarters ended 31st March, 2020 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

- 10) Prior year / period figures are regrouped / rearranged wherever necessary.

Place: Chennai
Date: 10th August, 2020



For and on behalf of the Board

Dr. Sridhar Ganesan
Managing Director



CNGSN & ASSOCIATES LLP

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Independent Auditors' Review Report on Consolidated Quarterly Unaudited 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

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial results **CAPLIN POINT LABORATORIES LIMITED** ("The Parent") and its Subsidiaries (The Parent and its subsidiaries together referred to as the "Group"), for the quarter ended 30th June 2020 being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, read with Circular No. CIR/CFD/CMD1/44/2019 dated 29th March 2019.
2. This statement which is the responsibility of the Parent's management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" (Ind AS 34), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued there under and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the statement based on our review.
3. We conducted our review of the statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with standards on auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing obligations and Disclosure Requirements) regulations, 2015 as amended, to the extent applicable.



5. The Statement includes the results of the following Subsidiaries:

Name of the entities	Relationship
1. Argus Salud Pharma LLP	Subsidiary
2. Caplin Point Far East Limited	Wholly Owned Subsidiary
3. Caplin Point Laboratories Colombia SAS	Subsidiary
4. Caplin Steriles Limited	Wholly Owned Subsidiary
5. Hainan Jointown Caplin Point Pharmaceutical Company Limited, China	Associate
6. Caplin Point (S) PTE. LTD	Wholly owned Subsidiary

Subsidiary of Caplin Point Far East Limited

1. Caplin Point El Salvador, S.A. DE C.V.	Subsidiary
2. Neuvos Eticos Neo Ethicals S.A - Guatemala	Subsidiary
3. Neo Ethicals S.A Nicaragua	Subsidiary
4. Neoethicals CIA.LTDA – Ecuador	Subsidiary
5. Drogueria Saimed de Honduras S.A	Subsidiary

6. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of other auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying financial statements, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure requirements) regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.
7. We did not review the interim financial statements / financial information / financial results of eight subsidiaries and one Associate included in the consolidated unaudited financial results, whose interim financial statements / financial information / financial results reflect total revenues (before consolidation adjustments) of Rs.213.20 Crs and NIL, total net profit after tax (before consolidation adjustments) of Rs. 36.72 Crs and NIL and total comprehensive loss (before consolidation adjustments) of Rs. 36.71 Crs and NIL for the quarter ended June 30, 2020 as considered in the consolidated unaudited financial results. These interim financial statements / financial information / financial results have been reviewed by other auditors whose reports have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above. Our conclusion on the Statement is not modified in respect of the above matters.

Place: Chennai
Date: 10th August 2020



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


K.Parthasarathy
Partner

Membership No.: 018394
UDIN: 20018394AAAAEA9740



CNGSN & ASSOCIATES LLP

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B.Com., FCA

Limited Review Report on Unaudited Quarterly Standalone Financial Results of CAPLIN POINT LABORATORIES LIMITED Pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended

To

Board of Directors of Caplin Point Laboratories Limited

We have reviewed the accompanying statement of unaudited standalone financial results of **CAPLIN POINT LABORATORIES LIMITED** ("the company") for the quarter ended 30th June 2020 ("the statement"), being submitted by the Company's Management pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, read with Circular No. CIR/CFD/CMD1/44/2019 dated 29th March 2019 and in accordance with the recognition and measurement, principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results, prepared in accordance with applicable Indian Accounting Standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and



Disclosure Requirements) Regulation, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

for M/s CNGSN & ASSOCIATES LLP
CHARTERED ACCOUNTANTS
Firm Registration No: 0049155/S200036



K.PARTHASARATHY

Partner

Membership No: 018394

UDIN: 20018394 AAAAEB 4128

Place: Chennai
Date: 10/08/2020



Caplin Point Laboratories Limited announces Q1FY21 results, Consolidated Revenue up 25%, Gross Margin at 55%

Chennai, Aug 10th, 2020: Caplin Point Laboratories Limited (CPL) (BSE: CAPPL (524742), NSE: CAPLIPOINT) today reported Q1FY21 financial results for the Quarter ended June 30th, 2020

Consolidated Results Highlights:

- ✓ Cash Flow From Operations (CFO) crosses Rs. 100 Cr in Q1FY21
- ✓ Free Cash Flow stood at Rs. 86.49 Cr for Q1FY21
- ✓ Cash and Cash Surplus at Rs. 375 Cr as on date, with over Rs. 127 Cr increase in parent company, since Mar 31st, 2020
- ✓ Receivables maintained at 93 days in Q1FY21
- ✓ Inventory stood at Rs. 189.71 Cr for Q1FY21 as against Rs. 238.23 Cr in Q4FY20
- ✓ Net Worth crosses Rs. 1,000 Cr in Q1FY21

Consolidated Financial Results – Q1FY21

Particulars (Rs in Crs)	Q1FY21	Q1FY20	Growth %	Q4FY20
Total Revenue	246.57	197.02	25.1%	234.86
Gross Profit	131.28	107.37	22.3%	103.81
Gross Profit %	54.7%	55.8%		48.2%
EBITDA	78.09	71.85	8.7%	73.44
EBITDA %	31.7%	36.5%		31.3%
PBT	68.62	64.45	6.5%	64.87
PBT %	27.8%	32.7%		27.6%
PAT	54.55	50.06	9.0%	48.86
PAT %	22.1%	25.4%		20.8%

Note: As the company had acquired channel partners in Nicaragua (in Q1), Honduras (in Q2), Ecuador and Guatemala (in Q4) in FY 19-20, the current quarter results are not comparable with the previous periods.

EBITDA %, PBT % and PAT% for Q1FY21 are lower than Q1FY20 mainly due to manpower cost of acquired subsidiaries. However, this talent pool (450+) acquisition will enable the company to achieve the next level of growth by way of expansion into larger geographies in Latin America.

Key Performance Highlights:

Financial (Consolidated) for Q1FY21:

- ✓ **Top line growth of 25.1% at Rs. 246.57 Cr in Q1FY21 against Rs. 197.02 Cr in Q1FY20**
- ✓ **Gross Margins returns to 55%, from 48 % in Q4 19-20 and 52% in FY 19-20 as a whole year**
- ✓ **Cash Flow From Operations (CFO) shows significant increase over previous years, at Rs. 100.32 Cr in Q1, due to efficient working capital management**
- ✓ **With major Channel Partners acquisition completed, Opex is likely to stabilise at current levels**
- ✓ **With USD remaining stable throughout the quarter, exchange gain moderated to Rs. 1.75 Cr as against Rs. 16.91 Cr in Q4FY20**
- ✓ **PAT up ~ 9 % to Rs. 54.55 Cr in Q1FY21 against Rs. 50.06 Cr in Q1FY20**
- ✓ **Basic EPS grew by 9% from Rs. 6.64 in Q1FY20 to Rs. 7.21 in Q1FY21 (Not Annualized)**

Business Highlights

Emerging Markets

- ✓ **Continued focus on Cash Flow and Collections has resulted in Rs.127 Cr being added to the Cash Reserves as on date, post Mar 31st 2020, in the parent company.**
- ✓ **Manufacturing of own API started in CMO at Vizag, for Latin American markets, targeting reduction in costs of 10-15% against current procurement costs, for Top 10 products. Also targeting self-sufficiency/import substitution for 5 critically important APIs in the next 2-3 Qtrs, for Latin American markets.**
- ✓ **Company's e-commerce platform 'QuetenX', part of 10X Healthcare portal, continues to show strong traction, reaching unique B2B customers (pharmacies) in Latin America.**
- ✓ **Company is building up a war chest of Cash Surplus, in preparation for potential acquisition or greenfield opportunities in current markets.**
- ✓ **Company embarking on development of 150 new formulations specifically targeting 3 therapeutic areas – viz. Injectables used in Hospitals, Psychiatric and Neuropsychiatric products for Brand Marketing and Anti-Cancer products.**

US & Regulated Markets

- ✓ **Company received 2 ANDA approvals in Q1. Currently 10 ANDAs are pending approval from US FDA, company expects 6 of those to be approved before Mar 2021.**
- ✓ **Company working with partners on expedited approvals for 2 products currently being used for Covid-19 treatment in hospitals in US.**
- ✓ **Targets filing 4 more ANDAs within Mar 2021. Filing target for FY22 – 15 ANDAs.**
- ✓ **Launched 5 products as on date in US, with another 4 to be launched shortly. Market share occupied by the launched products at 8 ~ 12%.**

- ✓ **Signed distribution deal with Xellia Pharmaceuticals Inc to launch 5 more products in US in the short to medium term.**
- ✓ Company in advanced discussions with partners for extending US products to Canada and Australia. Targets filing 9 products in Canada and 3 in Australia within next 12 months.
- ✓ **API facility's land (near Chennai) procurement and design drawing completed. Construction to start shortly and expected to be completed within 12-15 months. This facility is targeted towards US market and will be for captive consumption.**
- ✓ DMF compilation work under progress for API, for both alternate source and primary source for own ANDA filings.
- ✓ **Front-end presence in the US to be fast-tracked. Likely to be completed before end 2022.**
- ✓ **Addressable market size of Company's overall pipeline of ANDAs under development – over \$2 Billion.**

About Caplin Point Laboratories Limited:

Caplin Point Laboratories Limited is a fast-growing pharmaceutical company with a unique end to end 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.

For details, please contact:

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ISIN: INE475E01026
NSE Code: CAPLIPOINT
BSE CODE: 524742
Website: www.caplinpoint.net



Caplin Point
Laboratories Limited

Investor Presentation June, 2020

Proving Remedies
BRINGING SMILES to People

CIN: L24231TN1990PLC019053 | BSE: 524742 | NSE: CAPLIPOINT | ISIN: INE475E01026 | DUNS:86-148-4556 | WWW.CAPLINPOINT.NET

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Content

1 Q1FY21 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin



Headquarter, Chennai

Content

1 Q1FY21 Highlights

1.1 Quarter 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 25% to INR 247 Cr in Q1FY21 vs INR 197 Cr in Q1FY20
- ▶ EBITDA at INR 78 Cr, up 9% YoY compared to INR 72 Cr in Q1FY20
- ▶ EPS grew by ~ 9% from INR 6.64 in Q1FY20 to INR 7.21 in Q1FY21
- ▶ Free Cash Flow stood at INR 86.49 Cr for Q1FY21. Cash and Cash Equivalents at INR 375 Cr as on 10 August 2020.
- ▶ Inventory stood at INR 189.71 Cr for Q1FY21 as against INR 238 .23 Cr in Q4FY20
- ▶ Receivables maintained at 93 days in Q1FY21

2

LATAM Business Highlights

- ▶ Manufacturing of own API started in CMO at Vizag, targeting reduction in costs of 10-15% for Top 10 products. Also targeting self-sufficiency/import substitution for 5 Critically important APIs in the next 2-3 Qtrs.
- ▶ Company building up a war chest of Cash Surplus for potential acquisition or greenfield opportunities in current markets.
- ▶ Development of 150 new formulations specifically targeting 3 therapeutic areas – viz. Injectables used in Hospitals, Psychiatric and Neuropsychiatric products for Brand Marketing and Anti-Cancer products.
- ▶ Company's e-commerce platform 'QuetenX', part of 10X healthcare portal, continues to show strong traction, reaching unique B2B customers in Latin America

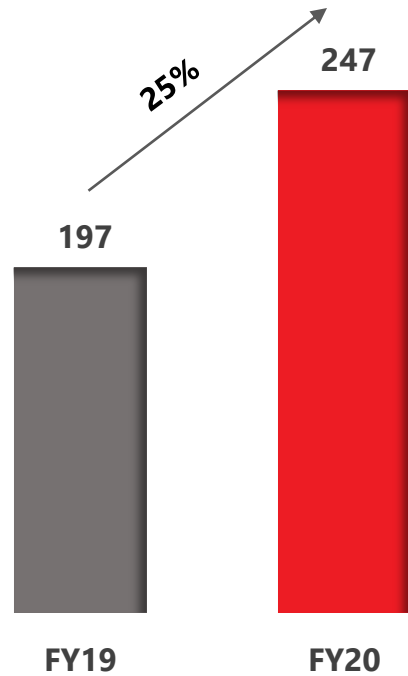
3

US Business Highlights

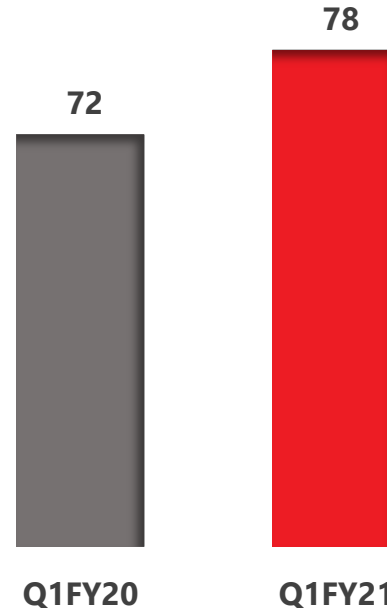
- ▶ Company received 2 ANDA approvals in Q1. Company expects 6 ANDAs to be approved before Mar 2021. Targets filing 4 more ANDAs within Mar 2021. Filing target for FY22 – 15 ANDAs.
- ▶ Launched 5 products as on date in US, with another 4 to be launched shortly. Launched products market share around 8 ~ 12%.
- ▶ Company in advanced discussions with partners for extending US products to Canada and Australia. Targets filing 9 products in Canada and 3 in Australia within next 12 months.
- ▶ Land procurement and design drawing for API facility completed. Construction expected to be completed within 12-15 months. DMF compilation work under progress for API, for both alternate source and primary source for own ANDA filings.

Robust quarterly revenue growth coupled with stable margins

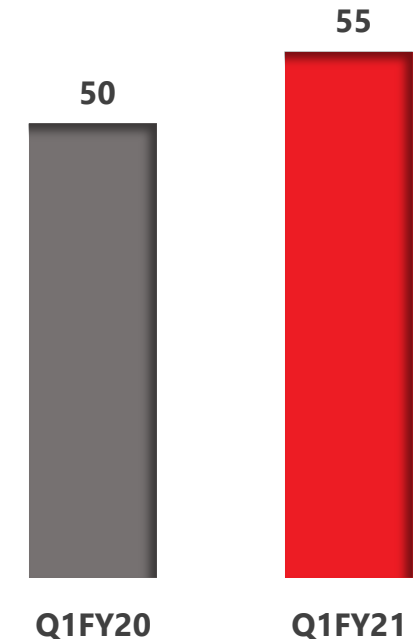
Total Revenue (INR Cr)



EBITDA (INR Cr)



PAT (INR Cr)



Revenue continues its strong momentum with margins being muted due to increased expenditure as a result of acquisition of subsidiaries in LATAM, increased R&D expenditure for US business and sale of products from pre-acquisition inventory in its subsidiaries

P&L for the Quarter - Consolidated

Value (INR Cr)	Q1FY21	Q1FY20	YoY (%)	Q4FY20	QoQ (%)
Revenue from Operation	240.08	192.55	24.7%	215.23	11.5%
Other Income	6.49	4.47	45.3%	19.63	-66.9%
Total Revenue	246.57	197.02	25.1%	234.86	5.0%
				-	
Cost of Goods sold	108.80	85.18	27.7%	111.43	-2.4%
Gross Profit	131.28	107.37	22.3%	103.80	26.5%
<i>Gross Profit Margin (on Rev from Ope)</i>	54.7%	55.8%		48.2%	
Employee Benefit Expenses	25.87	15.59	66.0%	18.53	39.6%
Research and Development expenses	11.22	9.25	21.3%	15.76	-28.8%
Other operating expenses	22.59	15.15	49.1%	15.70	43.8%
Total expenditure	59.68	39.99	49.2%	49.99	19.4%
EBITDA	78.09	71.85	8.7%	73.44	6.3%
<i>EBITDA Margin</i>	31.7%	36.5%		31.3%	
Depreciation and Amortisation	8.96	7.39	21.3%	8.40	6.6%
EBIT	69.13	64.5	7.2%	65.04	6.3%
<i>EBIT Margin</i>	28.0%	32.7%		27.7%	
<i>Finance Cost</i>	0.51	0.01		0.17	
Profit Before Tax	68.62	64.45	6.5%	64.87	5.8%
<i>PBT Margin</i>	27.8%	32.7%		27.6%	
Tax	14.07	14.39		16.01	-12.1%
Profit after Tax	54.55	50.06	9.0%	48.86	11.6%
<i>PAT Margin</i>	22.1%	25.4%		20.8%	

Content

1 Q1FY21 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 Injectables

Introducing products that plugged marketplace gaps

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

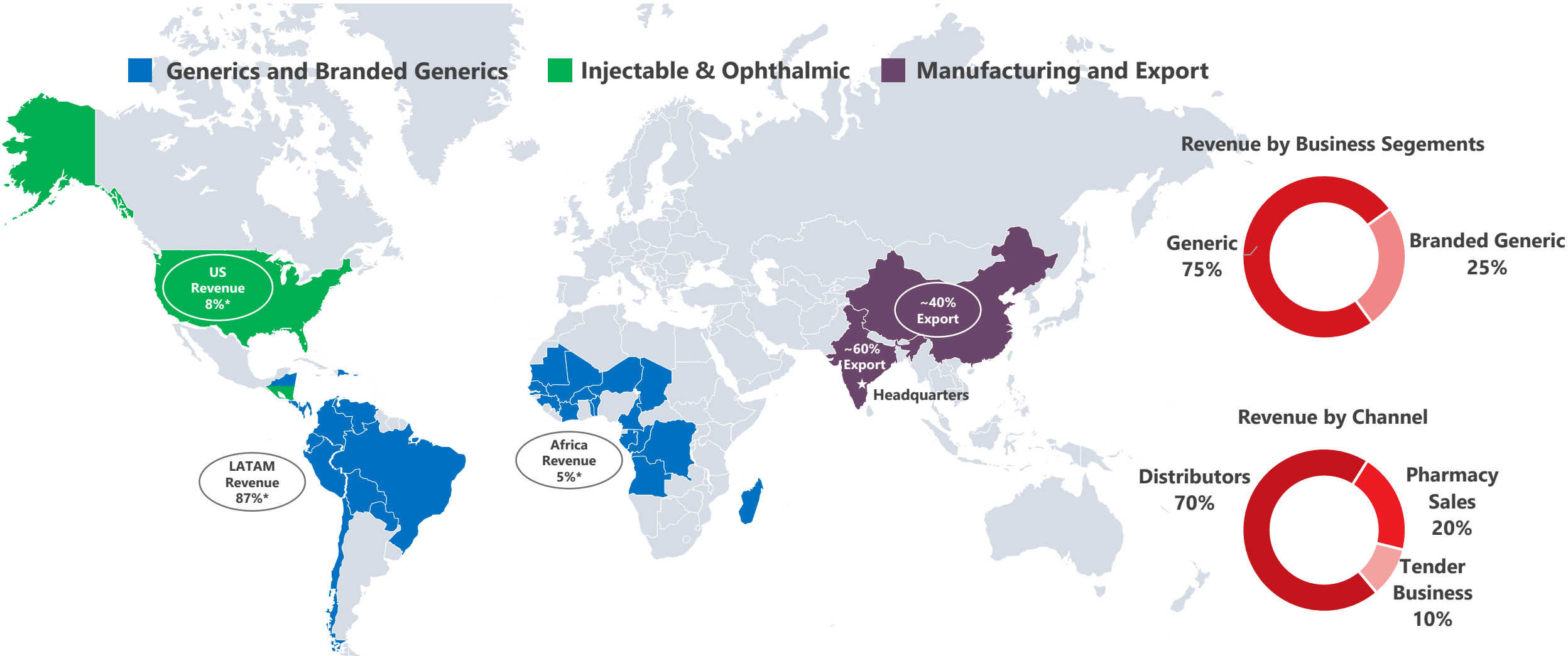
Negative-working capital business

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

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

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

Our core business – Tapping the untapped markets



Caplin covers wide spectrum of pharmaceutical formulations and Therapeutic Segments across the 23 countries with a net revenue of INR 905 Cr in FY20

* Region wise net revenue split for FY20.

Diversified Product Portfolio with a changing product mix

Diversified Product Portfolio with zero reliance on single product / Therapy

4000+ Products registered

650+
Pharmaceutical
formulations

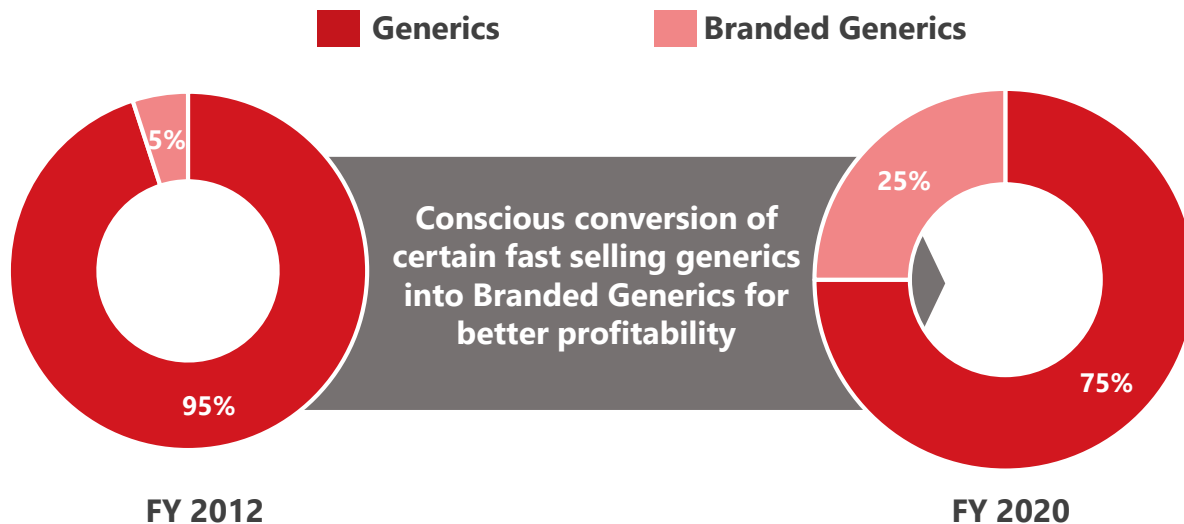
36 Therapeutic
Segments

Product mix covers over 60%
of WHO essential drug list

Latest focus towards
complex spaces

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

Changing product mix



Our Products

- ✓ Tablets
- ✓ capsules
- ✓ Injections (liquid & 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%



Total Annual Product Capacity

1,500 Mn
Tablets

400 Mn
Capsules

12 Mn
Pre-Mix Bags

20 Mn
Liquid Injection in
Ampoules

65 Mn
Liquid Injections
in Vials

6 Mn
Bottles of Liquids

1 Mn
Bottles of Dry
Syrups

12 Mn
Pre-Filled
Syringes

12 Mn
Ophthalmic units

220 Mn
Soft Gels

30 Mn
Suppositories

1.2 Mn
Lyophilized Vials

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

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

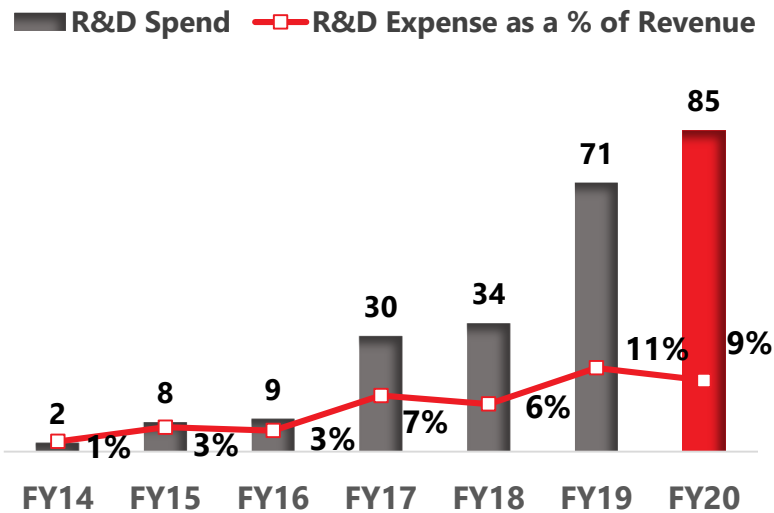
Expensing R&D

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

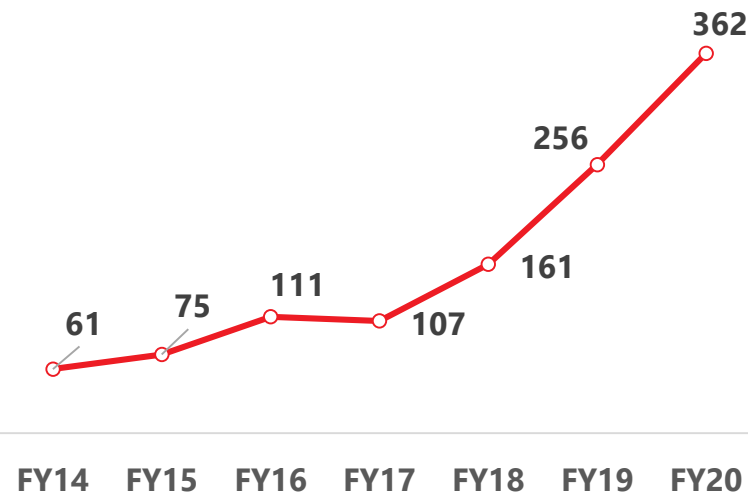
Kilo Lab

Kilo Lab for Commercial manufacturing of API for US market under construction in Chennai.

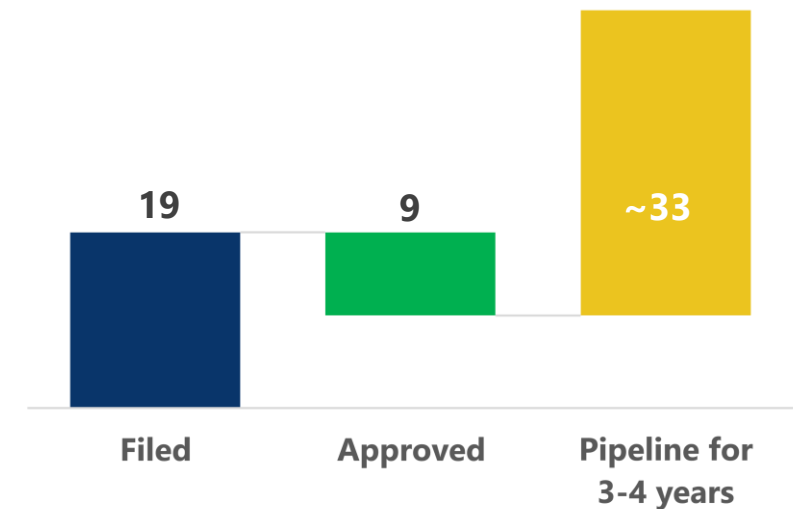
R&D Spends – Capex + Opex (INR mn)



R&D Team at Caplin (Nos)

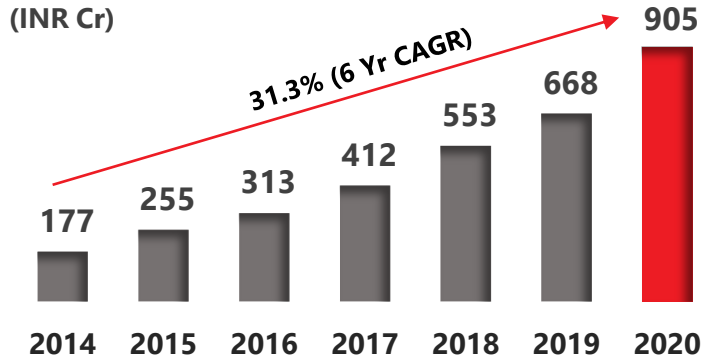


ANDA Pipeline

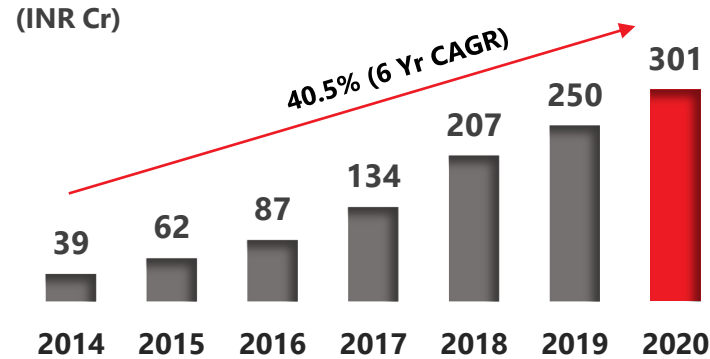


Delivered Robust Profitable Growth & Returns over the years

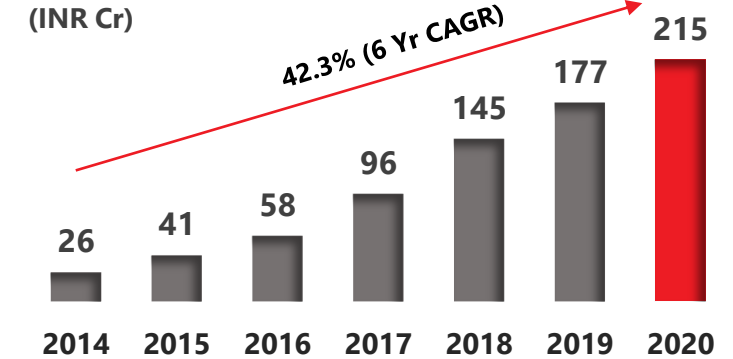
Total Revenue



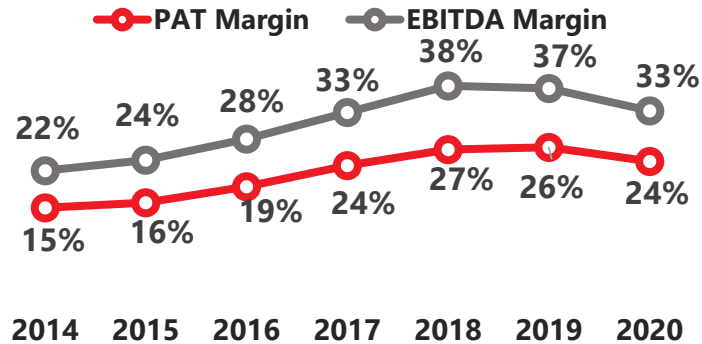
EBITDA



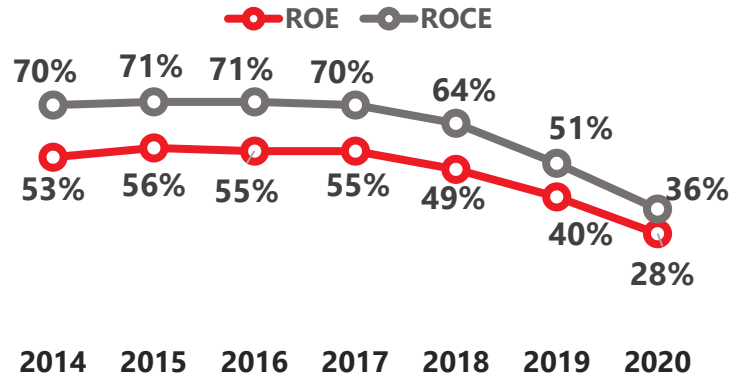
PAT



Robustly growing EBITDA & PAT margins

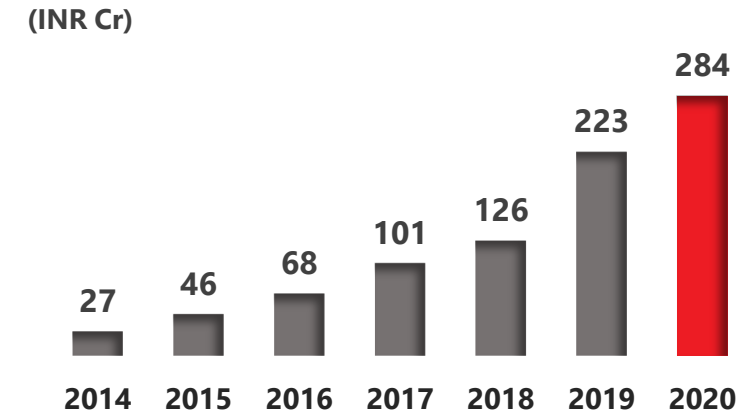


Consistently delivered strong return ratios



Avg RoE and RoCE in 2020 are on a higher base of Rs. 756 Cr (> Rs. 310 Cr over 2019)

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

Content

1 Q1FY21 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

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 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

Caplin plans to enter more regulated markets such as Canada, Mexico and Australia in the near to medium term horizon

Overview

LATAM

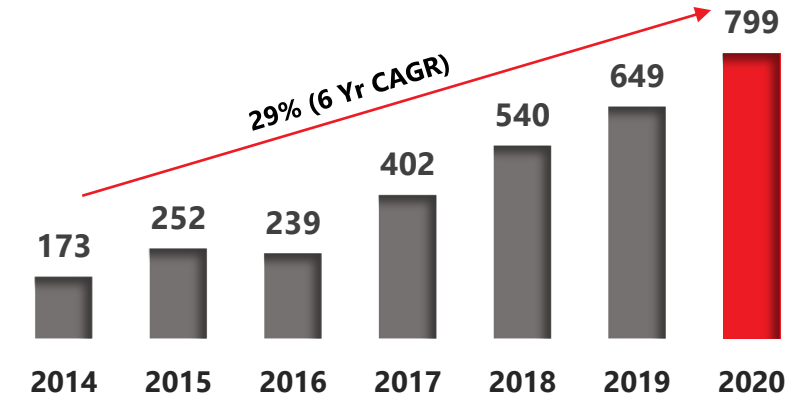
- **No. 1 Indian player in Central America**
- Increased its LATAM footprint from **two countries to 12 countries within a decade**
- Entry into Pharmacy sales through **Healthcare portal**, for higher margins and offtake

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

Performance

Revenue from LATAM + Africa (INR Cr)



Our core business has grown 29 % CAGR since 2014

Expansion

- ✓ Increasing focus to larger Latin American countries such as Chile, Colombia and expansion in Mexico and Bolivia
- ✓ 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 unique B2B customers in Latin America

Strategy

End to end business model

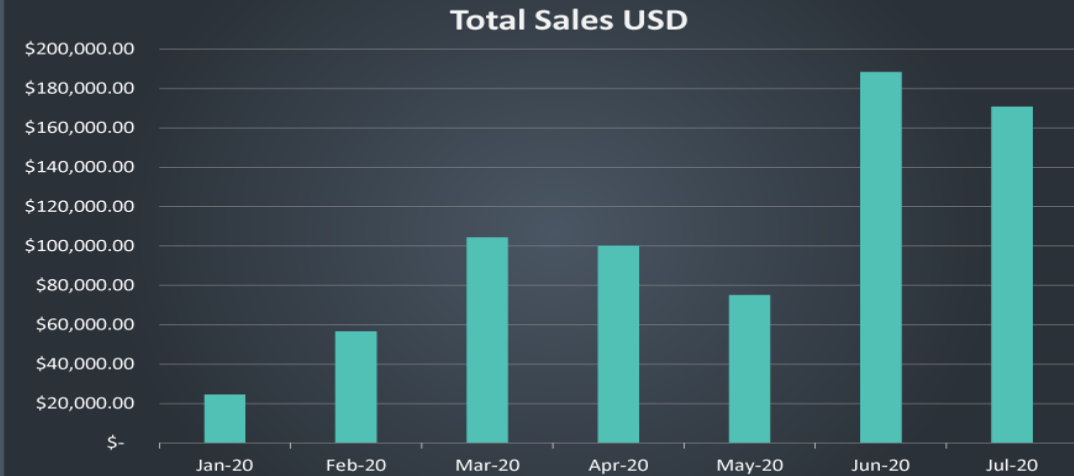
- ✓ Acquisition of distributors in LATAM region to Create a end to end business model with total control over export, import and distribution

Bottom of the Pyramid

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

Quétenx B2B E-Commerce Sales

JANUARY - JULY 2020

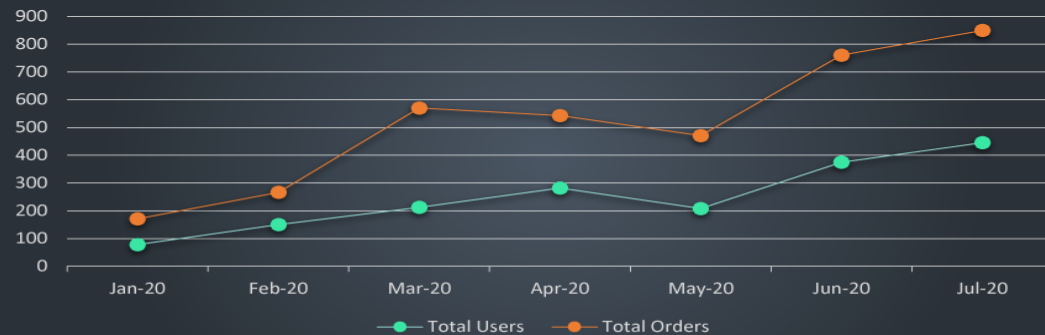


Quétenx is the first B2B Marketplace in Central America for Online Pharmacy Purchases

E-Commerce Pipeline - LATIN AMERICA



Active Customers vs Total Orders



Highlights JAN-JUL 2020

USD **720k**
Driven Sales through digital channel

3.6k
Orders through digital channel

850
Unique Customers

596%
Increase in sales in 7 month period

Overview

- Invested ~Rs.450 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 5 products in total in the US, through partners such as Fresenius Kabi, Baxter and Meitheal.
- Signed new Distribution deal with Xellia Pharmaceuticals to launch 5 more products in the short to medium term in US.

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 to launch own label & expand. Likely to be completed before end 2022.

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. Also this segment has seen lesser price erosion comparatively due to these shortages.

Strategy

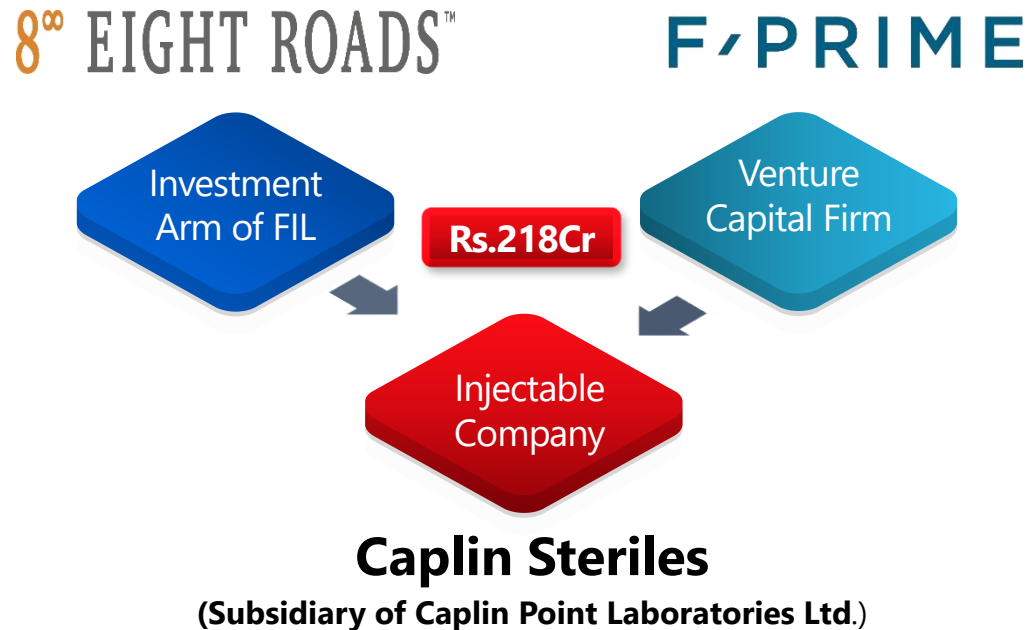
Strategic Partner

- Company entered US market with a strategic investment from Fidelity which 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.
- Fidelity invested INR 218 Cr. in Caplin Steriles (Caplin's US business) for minority stake.

Capacity expansion

- 3x Capacity expansion completed at Caplin Steriles Plant – CP-4
- API Backward integration plan for US business is on track and expected to be completed by Q2FY22

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 **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 **19 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



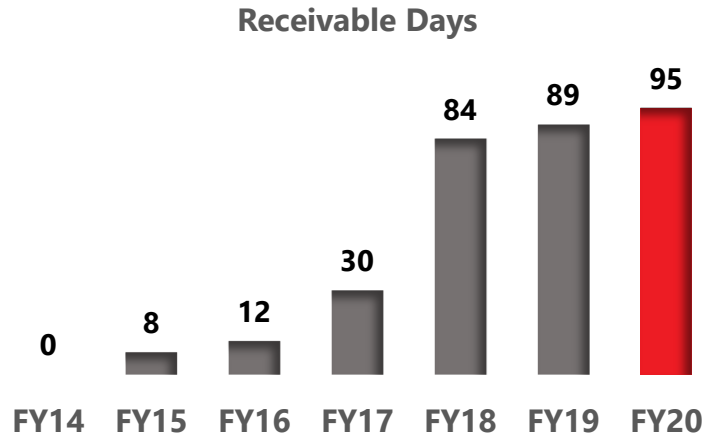
The pipetting robot. This liquid handling robot ensures fully traceable and reproducible experiments by automation of complete laboratory workflows – using conventional pipettes and labware

Hamilton Automated Sample Access Manager (Sam HD)

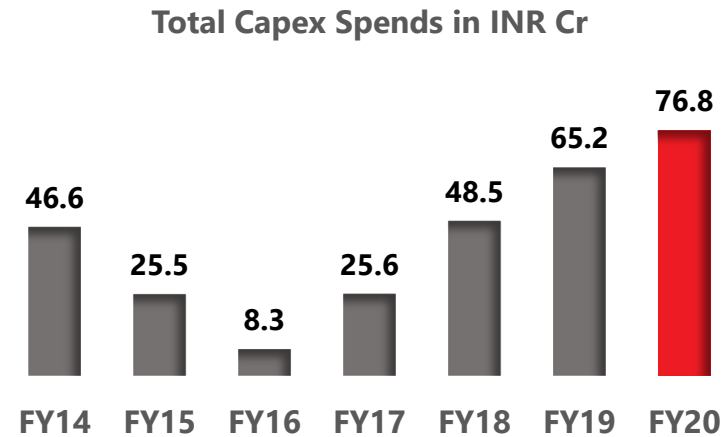


- ✓ A first of its kind in India, SAM HD is a completely automated sample management system ensuring high integrity and speed of processing
- ✓ Amaris Clinical is the first CrO in India to have this Automated Storage System

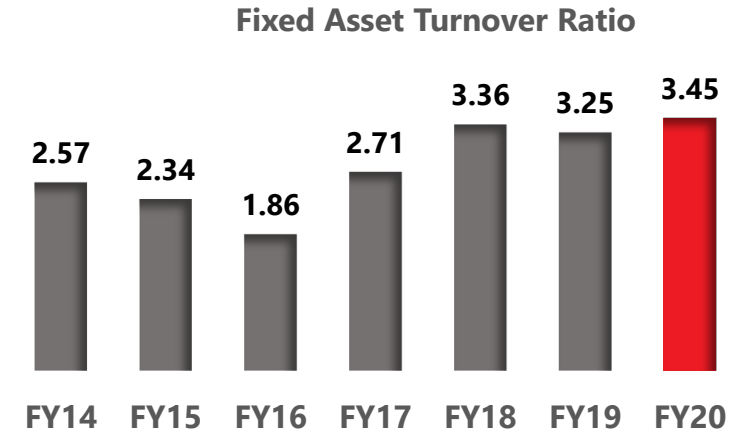
Caplin's strong balance sheet acts as an anchor for its vision of perceiving an 'Invisible opportunity'



Stable Receivables over the recent period



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



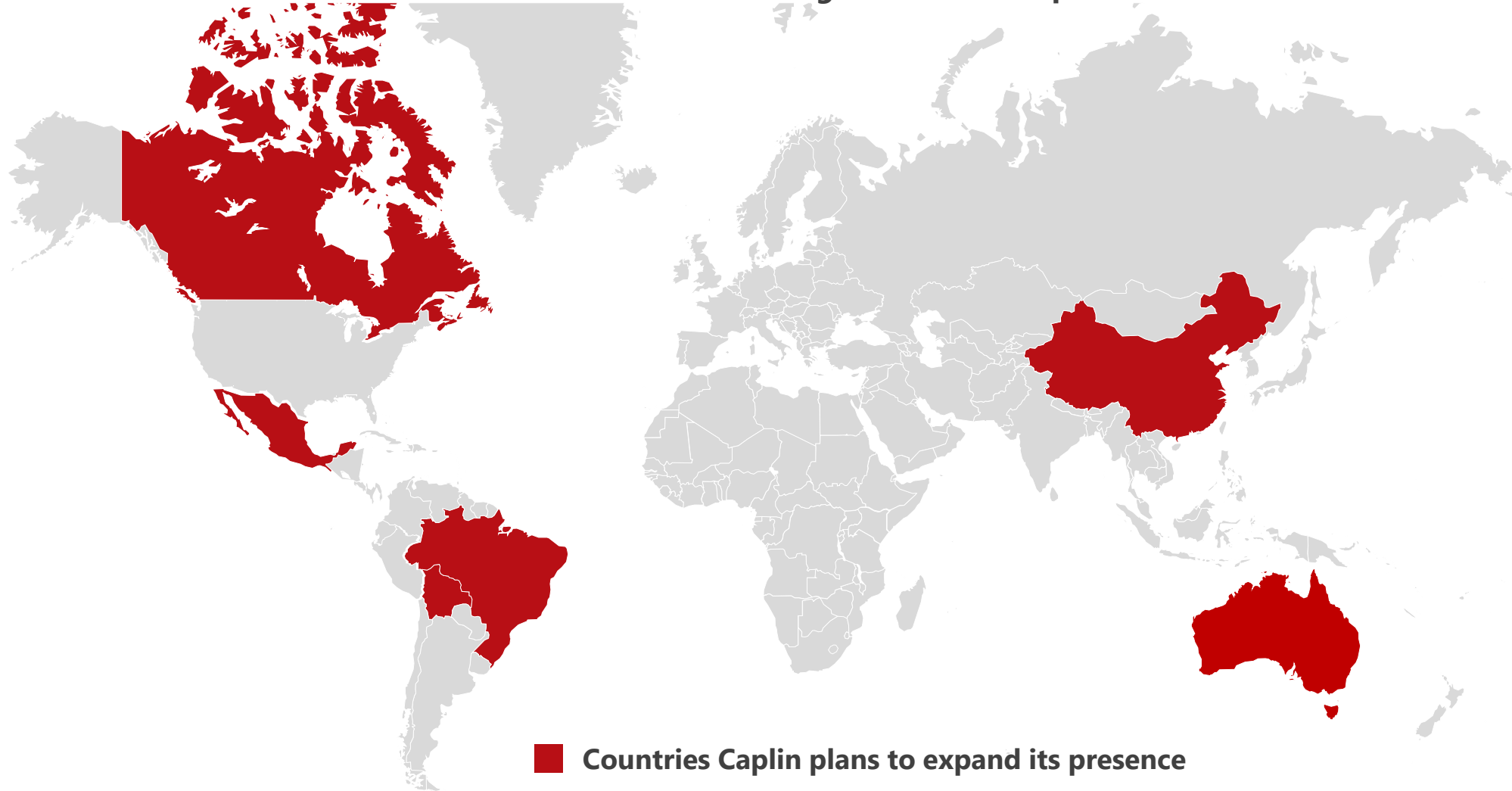
Company has maintained optimal asset turnover ratio over the years

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

Caplin is a net debt free company

05 | ... Expansion into other geographies

Caplin has made a strategic decision to enter luCrative developed markets with its US portfolio and other countries in LATAM market with its wide generics LATAM portfolio



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

Content

- 1 Q1FY21 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]

Experienced and visionary BOD & Management (cont'd)



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

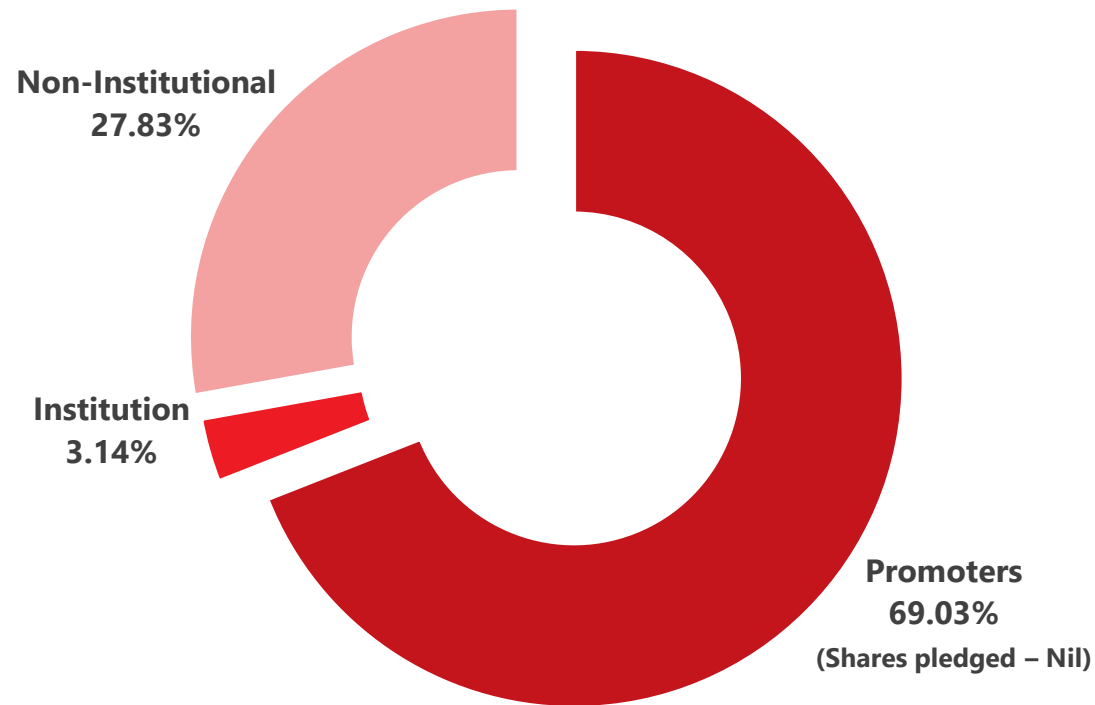
- ✓ 50+ years experience in the field of finance, HR, management & industrial relations
- ✓ Post Graduate in Commerce



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.

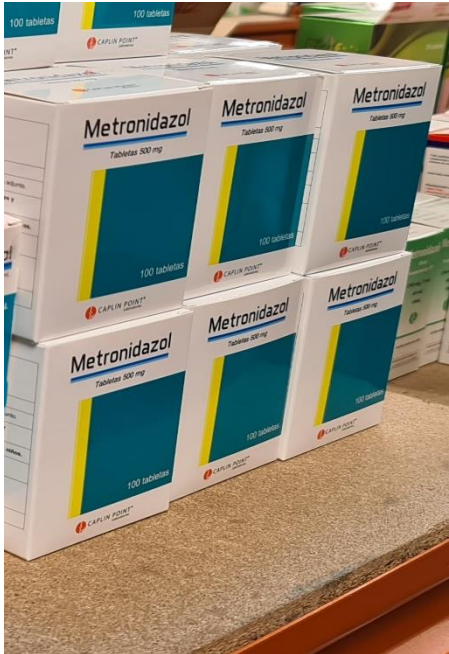
Caplin Shareholding as on 30th June 2020

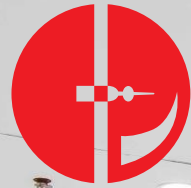


Share Information (as on 30th June 2020)

NSE Ticker	CAPLIPOINT
BSE Ticker	524742
Market Cap (INR mn)	23,631
% free-float	30.97%
Free-float market cap (INR mn)	7,318
Total Debt (INR Cr)	291
Cash & Cash Equivalents (INR Cr)	368
Shares Outstanding	7,56,42,750
3M ADTV (Shares)	2,59,786
3M ADTV (INR mn)	92.4
Industry	Pharmaceuticals

Our Products





Caplin Point
Laboratories Limited

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BSE 524742

NSE CAPLIPOINT

REUTERS CAPL.NS

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