

February 3, 2022

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

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

Dear Sir/Madam,

Sub: Outcome of Board Meeting

Further to our intimation dated January 28, 2022, we wish to inform you that the Board of Directors of the Company at its meeting held today has, *inter-alia* approved the Un-audited standalone and consolidated financial results and the Limited Review Report (**Annexure-1**) of the Company as per Indian Accounting Standards for the quarter and nine months ended December 31, 2021. We also enclose a Press Release issued by the Company (**Annexure 2**) and an investor presentation in this regard (**Annexure 3**).

The meeting commenced at 11:00 A.M and concluded at 12:45 P.M.

Kindly take the same on your records.

Sincerely Yours
For Caplin Point Laboratories Limited



Dinesh R G
Company Secretary

Encl: A/a

CAPLIN POINT LABORATORIES LIMITED							
Registered Office: 3rd Floor, "Ashvich Towers", No.3, Developed Plots Industrial Estates, Perungudi, Chennai 600 096							
CIN - L24231TN1990PLC019053, Phone Nos.044-2496 8000, Fax No.044-28154952, Website - www.caplinpoint.net, email ID-info@caplinpoint.net							
UNAUDITED (STANDALONE) FINANCIAL RESULTS FOR THE QUARTER AND PERIOD ENDED 31st DECEMBER 2021							
Prepared in compliance with the Indian Accounting Standards (Ind - AS)							
Particulars	Three Months Ended			Nine Months Year Ended		Financial Year Ended	
	31.12.2021	30.09.2021	31.12.2020	31.12.2021	31.12.2020	31.03.2021	
	(1)	(2)	(3)	(4)	(5)	(6)	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
INR In Crs							
Income:							
I Revenue from operations	128.22	160.40	123.16	416.12	359.80	482.68	
II Other income (Refer Note 4)	8.54	18.42	3.98	46.29	11.26	18.62	
III Total Income (I+II)	136.76	178.82	127.14	462.41	371.06	501.30	
IV Expenses:							
a. Cost of materials consumed	30.06	45.50	32.05	113.10	79.51	112.48	
b. Purchase of traded goods	14.01	16.17	13.28	44.34	62.72	82.92	
c. Changes in inventories of finished goods, stock in trade and work in progress	7.84	(1.23)	2.77	2.79	(1.16)	(0.57)	
d. Employee benefit expenses	8.44	7.41	7.34	22.96	19.28	26.59	
e. Finance cost	0.02	0.02	0.04	0.07	0.13	0.17	
f. Depreciation & Amortisation Expenses	6.31	6.31	5.61	18.82	16.47	22.44	
g. Other Expenses	14.39	21.15	10.74	51.72	28.81	47.33	
h. Total Expenses	81.07	95.33	71.83	253.80	205.76	291.36	
V Profit before exceptional items and Tax (III-IV)	55.69	83.49	55.31	208.61	165.30	209.94	
VI Exceptional items			-				
VII Profit Before Tax (V-VI)	55.69	83.49	55.31	208.61	165.30	209.94	
VIII Tax Expenses							
(1) Current Tax	16.27	18.05	14.07	48.95	41.76	54.88	
(2) Deferred Tax	0.30	0.28	(0.24)	0.81	(1.20)	(1.17)	
Total Tax Expenses	16.57	18.33	13.83	49.76	40.56	53.71	
IX Net Profit for the period (VII-VIII)	39.12	65.16	41.48	158.85	124.74	156.23	
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	-	-	-	0.31	0.38	0.22	
XI Total Comprehensive Income For The Period (IX+X)	39.12	65.16	41.48	159.16	125.12	156.45	
XII Paid up Equity Share Capital (Face value of shares of Rs 2/- each)	15.15	15.13	15.13	15.15	15.13	15.13	
XIII Other equity	-	-	-	-	-	743.54	
XIV Earnings Per Share (EPS) based on face value Rs 2/- per Equity share							
(a) Basic (in Rupees)	5.17	8.61	5.48	20.99	16.49	20.65	
(b) Diluted (in Rupees)	5.12	8.54	5.45	20.81	16.38	20.45	
	(Not Annualised)	(Not Annualised)	(Not Annualised)	(Not Annualised)	(Not Annualised)	(Annualised)	




Notes :

- 1) The Unaudited Standalone results for the Quarter and Nine months ended December 31, 2021 were reviewed and recommended by the Audit Committee and approved by the Board of Directors at their respective meetings held on 3rd February, 2022 and have been subjected to Limited review by the Statutory Auditors of the Company.
- 2) The Unaudited Standalone financial results of the Company have been prepared in accordance with the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 (" the Act") read with relevant rules issued thereunder ("Ind AS") and other accounting principles generally accepted in India and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- 3) The Company is engaged in the sole activity of carrying on the business of "Pharmaceuticals Formulation " and therefore, has only one reportable segment in accordance with Ind AS 108 "Operating Segments". Hence no separate segment reporting is applicable to the Company.
- 4) Other Income and Profits Before Tax for the Quarter and Nine months ended Dec 31,2021 includes Dividend of Rs. NIL and 23.05 Cr. respectively as against Rs. NIL for the Quarter and Rs. 3.05 Cr for Nine months ended Dec 31, 2020, received from our wholly owned subsidiary Caplin Point Far East Limited, Hong Kong.
- 5) Revenue from operations is disclosed net of Goods and Service Tax
- 6) During the Quarter ended 31st December, 2021 the Company had allotted 1,26,126 equity shares of Rs. 2/- each under the Employees Stock Option Scheme 2015/Employees Stock Option Scheme 2017 and the total number of equity shares of the Company stands at 7,57,68,876 as at 31st December, 2021 as against Allotment of NIL equity shares for the period ended 31st December 2020.
- 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) The outbreak of Coronavirus (COVID -19) pandemic globally and in India caused significant disturbance and slowdown of economic activity. The Company has assessed the impact of pandemic on its financial results/position based on the principle of prudence in applying judgements, estimates and assumptions including sensitivity analysis and has concluded that there is no major impact of COVID 19 on the recoverability of carrying values of assets and expects to recover the carrying value of its assets. Considering that it is a dynamic and evolving situation, the management will continue to closely monitor and evaluate the impact of any material change in macro-economic and other related factors, which may have a bearing on the Company's operations.
- 9) Previous periods' figures have been regrouped / reclassified to be in conformity with current period's classification/disclosure, wherever necessary.

Place: Chennai
Date: 3rd February,2022



For and on behalf of the Board


Dr. Sridhar Ganeshar
Managing Director



CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

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PRANAY.J.SHAH
B.Com., FCA

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

To

Board of Directors of **Caplin Point Laboratories Limited**

We have reviewed the accompanying statement of unaudited standalone financial results of **CAPLIN POINT LABORATORIES LIMITED** (“the company”) for the quarter ended 31st December 2021 and the year to date results for the period 1st April 2021 to 31st December 2021 (“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.

Place: Chennai
Date: 3rd February 2022



for M/s CNGSN & Associates LLP
Chartered Accountants
Firm's Registration No: 004915S/S200036


K Parthasarathy
Partner

Membership No.: 018394
UDIN: 22018394AAESTX2629

CAPLIN POINT LABORATORIES LIMITED

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

CIN - L24231TN1990PLC019053, Phone Nos. 044-2496 8000, Fax No.044-28154952, Website - www.caplinpoint.net, email ID-info@caplinpoint.net

UNAUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE QUARTER AND PERIOD ENDED 31st DECEMBER 2021

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

Particulars	Three Months Ended			Nine Months Ended		Financial Year Ended
	31.12.2021	30.09.2021	31.12.2020	31.12.2021	31.12.2020	31.03.2021
	(1)	(2)	(3)	(4)	(5)	(6)
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
INR in Crs						
Income:						
I Revenue from operations	326.20	303.53	274.39	930.17	782.58	1,061.29
II Other income	9.54	8.49	5.82	27.24	14.08	23.54
III Total Income (I+II)	335.74	312.02	280.21	957.41	796.66	1,084.83
IV Expenses:						
a. Cost of materials consumed	37.41	49.59	37.21	138.52	90.38	129.82
b. Purchase of traded goods	71.88	121.84	50.81	276.92	156.29	259.57
c. Changes in inventories of finished goods, stock in trade and work in progress	34.55	(45.65)	35.88	(9.85)	106.39	82.35
d. Employee benefit expenses	29.38	28.97	25.51	85.06	76.66	102.53
e. Finance cost	0.14	0.21	0.28	0.62	1.27	1.59
f. Depreciation & Amortisation Expenses	11.70	11.72	9.27	35.45	27.11	36.97
g. Other Expenses	52.02	47.61	41.05	144.79	109.92	158.38
h. Total Expenses	237.08	214.29	200.01	671.51	568.02	771.21
V Profit before exceptional items and Tax (III-IV)	98.66	97.73	80.20	285.90	228.64	313.62
VI Exceptional items	-	-	-	-	-	-
VII Profit Before Tax (V-VI)	98.66	97.73	80.20	285.90	228.64	313.62
VIII Tax Expenses						
(1) Current Tax	23.12	21.66	16.67	64.62	54.54	71.14
(2) Deferred Tax	(3.74)	(0.75)	(2.61)	(6.34)	(9.41)	(8.96)
Total Tax Expenses	19.38	20.91	14.06	58.28	45.13	62.18
IX Net Profit for the period (VII - VIII)	79.28	76.82	66.14	227.62	183.51	251.44
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	-	0.55	-	0.55	0.61	0.32
B. Items that will be re-classified to profit or loss						
i) Exchange difference in translating the financial statements of foreign operations	(0.07)	(1.30)	(3.36)	3.57	(9.99)	(7.48)
XI Total Comprehensive Income For The Period (IX + X)	79.20	76.07	62.78	231.74	174.13	244.28
XII Profit attributable to:						
Owners of the Company	74.95	74.98	64.46	220.78	175.89	242.28
Non- controlling interests	4.33	1.84	1.68	6.84	7.62	9.16
	79.28	76.82	66.14	227.62	183.51	251.44
XIII Total Comprehensive Income For The Period attributable to						
Owners of the Company	74.88	74.23	61.11	224.90	166.51	235.12
Non- controlling interests	4.32	1.84	1.67	6.84	7.62	9.16
	79.20	76.07	62.78	231.74	174.13	244.28
XIV Paid up Equity Share Capital (Face value of share of Rs 2/- each)	15.15	15.13	15.13	15.15	15.13	15.13
XV Other equity excluding Non-controlling interest	-	-	-	-	-	1,170.70
XVI Earnings Per Share (EPS) (Not annualised) based on face value Rs 2/- per Equity share						
(a) Basic (in Rupees)	9.90	9.91	8.52	29.18	23.25	32.03
(b) Diluted (in Rupees)	9.81	9.86	8.46	28.92	23.07	31.71
	(Not Annualised)	(Not Annualised)	(Not Annualised)	(Not Annualised)	(Not Annualised)	(Annualised)



Notes :

- 1) The Unaudited Consolidated results for Quarter and Nine months ended December 31, 2021 were reviewed and recommended by the Audit Committee and approved by the Board of Directors at their respective meetings held on 3rd February, 2022 and have been subjected to Limited review by the Statutory Auditors of the Company.
- 2) The Unaudited consolidated financial results of the Company has been prepared in accordance with the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 (" the Act") read with relevant rules issued thereunder ("Ind AS") and other accounting principles generally accepted in India and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- 3) The Company is engaged in the sole activity of carrying on the business of "Pharmaceuticals Formulation " and therefore, has only one reportable segment in accordance with Ind AS 108 "Operating Segments". Hence no separate segment reporting is applicable to the Company.
- 4) Revenue from operations is disclosed net of Goods & Service Tax/ Value Added Tax as applicable
- 5) During the Quarter ended 31st December, 2021 the Company had allotted 1,26,126 equity shares of Rs. 2/- each under the Employees Stock Option Scheme 2015/Employees Stock Option Scheme 2017 and the total number of equity shares of the Company stands at 7,57,68,876 as at 31st December, 2021 as against Allotment of NIL equity shares for the period ended 31st December 2020.
- 6) 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.
- 7) The outbreak of Coronavirus (COVID -19) pandemic globally and in India caused significant disturbance and slowdown of economic activity. The Company has assessed the impact of pandemic on its financial results/position based on the principle of prudence in applying judgements, estimates and assumptions including sensitivity analysis and has concluded that there is no major impact of COVID 19 on the recoverability of carrying values of assets and expects to recover the carrying value of its assets. Considering that it is a dynamic and evolving situation, the management will continue to closely monitor and evaluate the impact of any material change in macro-economic and other related factors, which may have a bearing on the Company's operations.
- 8) Previous periods' figures have been regrouped / reclassified to be in conformity with current period's classification/disclosure, wherever necessary.

Place: Chennai
Date: 3rd February,2022



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 31st December 2021 and the consolidated year to date results for the period 1st April 2021 to 31st December 2021, 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. Caplin Point (S) Pte. Ltd	Wholly owned subsidiary
2. Caplin Onco Limited	Wholly owned subsidiary
3. Caplin Point Far East Limited	Wholly Owned subsidiary
4. Caplin Point Laboratories Colombia SAS	Subsidiary
5. Caplin Steriles Limited	Subsidiary
6. Argus Salud Pharma LLP	Subsidiary
7. Hainan Jointown Caplin Point Pharmaceutical Company Limited, China	Joint Venture

Subsidiary of Caplin Point Far East Limited:

1. Caplin Point El Salvador, S.A. DE C.V.	Wholly owned subsidiary
2. Neo Ethicals S.A Nicaragua	Wholly owned subsidiary
3. Neoethicals CIA.LTDA – Ecuador	Wholly owned subsidiary
4. Drogueria Saimed de Honduras S.A	Wholly owned subsidiary
5. Neuvos Eticos Neo Ethicals S.A - Guatemala	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 ten subsidiaries and one Joint Venture included in the consolidated unaudited financial results, whose interim financial statements / financial information / financial results reflect total revenues (before consolidation adjustments) of Rs.320.46 Crs and Rs. 820.47 Crs for the quarter ended and Nine months ended December 31st 2021, total net profit after tax (before consolidation adjustments) of Rs. 61.93 Crs and Rs. 102 Crs for the quarter ended and Nine months ended December 31st 2021 and total comprehensive income (before consolidation adjustments) of Rs. 61.86 Crs and Rs. 105.82 Crs for the quarter ended and Nine months ended December 31st 2021 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: 3rd February 2022



for M/s CNGSN & Associates LLP
Chartered Accountants
Firm's Registration No: 004915S/S200036


K Parthasarathy
Partner

Membership No.: 018394
UDIN: 22018394AAESUA6991

9MFY22 Revenue up 20% YoY, PAT up 24% YoY

Cash Reserves at Rs. 605 Cr

Chennai, 3rd February 2022: Caplin Point Laboratories Limited (CPL) (BSE: CAPPL (524742), NSE: CAPLIPOINT) today reported its financial results for the Quarter and Nine months ended 31st December 2021

Key Results Highlights (Consolidated):

- ✓ Revenue for the 9MFY22 grew by 20% YoY to Rs. 957 Cr
- ✓ Gross margin for nine months and for the quarter ended Dec'21 expanded by 151 bps and 105 bps to 56.4% and 55.9% respectively
- ✓ Higher Margins and PAT achieved despite significant increase in input material costs, especially ocean freight
- ✓ 9MFY22 PAT is at Rs. 228 Cr up 24 % YoY
- ✓ Cash and Cash Surplus at Rs. 605 Cr as at end of December 2021 – an increase of Rs 135 Cr over March 2021 balance.
- ✓ Free cash flow stood at Rs. 175 Cr as at Dec 21
- ✓ Receivable days stable at 94 days as at Dec 21

Key Business highlights:

- ✓ Company has realized cash profit in excess of Rs.1,000 Cr in the last 3 years and 9 months.
- ✓ Caplin Steriles receives first Ophthalmic product approval from US FDA.
- ✓ Company's CRO wing Amaris Clinical received EIR for US FDA virtual inspection.
- ✓ Company's liquid assets (Cash, inventory & receivables) at Rs.1,140 Cr.

Consolidated Financial Results – Q3 & 9MFY22

Particulars (Rs in Cr)	Q3FY22	Q3FY21	YoY (%)	9MFY22	9MF FY21	YoY (%)
Total Revenue	335.74	280.21	19.8%	957.41	796.66	20.2%
Gross Margin	182.36	150.49	21.2%	524.58	429.52	22.1%
<i>Gross Margin %</i>	<i>55.9%</i>	<i>54.8%</i>		<i>56.4%</i>	<i>54.9%</i>	
EBITDA	110.50	89.75	23.1%	321.97	257.02	25.3%
<i>EBITDA %</i>	<i>32.9%</i>	<i>32.0%</i>		<i>33.6%</i>	<i>32.3%</i>	
PBT	98.66	80.20	23.0%	285.90	228.64	25.0%
<i>PBT%</i>	<i>29.4%</i>	<i>28.6%</i>		<i>29.9%</i>	<i>28.7%</i>	
PAT	79.28	66.14	19.9%	227.62	183.51	24.0%
<i>PAT%</i>	<i>23.6%</i>	<i>23.6%</i>		<i>23.8%</i>	<i>23.0%</i>	

Q3 & 9MFY22 Performance Highlights:

- ✓ Q3FY22 Revenue at Rs. 336 Cr, up 19.8% YoY, as compared to Rs. 280 Cr in Q3 FY21
- ✓ **Gross Margins improved to 55.9% in Q3FY22 from 54.8% in Q3FY21**
- ✓ **PAT increased by 24.0% to Rs. 228 Cr in 9MFY22 as against Rs. 184 Cr in 9MFY21**
- ✓ PAT for the quarter is at Rs. 79 Cr up 20% as compared to Rs. 66 Cr in Q3FY21
- ✓ Cash flow From Operations at **Rs 224 Cr** in 9MFY22 as against Rs 266 Cr for the whole year FY21
- ✓ Basic **EPS grew by 25% to Rs. 29.18 in 9MFY22** against Rs. 23.25 in 9MFY21 (not Annualized)
- ✓ With continued focus on Cash Flow, **Receivables sustained at 94 days** despite growth in sales
- ✓ **Inventory stood at Rs. 207 Cr (including transit inventory of Rs.83 Cr)** in Dec 21 as against Rs. 237 Cr in Sep 21.
- ✓ Considering the extended transit time and with a focus on need to keep Inventory closer to customers, the current level of inventory is likely to continue in Q4 as well.
- ✓ Geographical breakup of sales for 9MFY22: **LATAM & ROW - 91%, US – 9%**

Business Highlights**Emerging Markets**

- ✓ **Company's LatAm business growth beats expectations: achieving critical mass and attaining escape velocity.**
- ✓ Despite tripling of freight costs, company continues to stock and supply goods on time to both Private and Institutional sales, resulting in robust growth.
- ✓ Current breakup of sales: **Private Market sales to Distributors – 65%; Sales to Pharmacies/Retail – 20%; Institutional Sales – 15%.**
- ✓ Sales through company's e-commerce platform 'QueTenX' shows good progress with **over 12,000 orders placed directly through portal each month.** Currently catering to around **1,000+ unique customers** across Guatemala, Nicaragua and Ecuador.
- ✓ **Company plans entry into Russia/CIS markets with direct presence model, similar to LatAm. Senior team and product selection for the first phase completed.**
- ✓ Company has **launched 3 niche injectable products in the domestic market** through marketing partner.
- ✓ Company's CRO wing **Amaris Clinical completes back to back US FDA virtual and physical audits, with NIL observations. EIR received for the first inspection.**

- ✓ **Projects Update:**
 - **Oncology Facility – Civil completion ongoing in full swing, process equipment ordering completed and will be available for trials by end Aug 2022.**
 - **API Facility – Company is evaluating an inorganic opportunity and will finalize the outcome by end of Mar 2022.**
 - **Capacity Expansion at CP-1 (ROW facility) – Completed Capex expansion on handling Complex injectables at this site, with first batches of Liposomal Amphotericin already completed for domestic launch and exports to ROW markets.**

US & Regulated Markets

- ✓ Caplin Steriles' 9MFY22 sales overtake full year sales of previous year.
- ✓ Company has **launched 15 out of 18 approved ANDAs** in the US, with the next **3 products to be launched by H1FY23.**
- ✓ Company has **3 ANDAs under review with FDA**, likely to be approved within the next 2-3 Quarters. Company plans to **file 12 more by end of 2022, of which 5 are Ophthalmic/Otic products and 2 are Complex Injectables.**
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- ✓ Company has started shipments to Mexico and UAE from Caplin Steriles. Registrations also ongoing in other markets such as Philippines, Thailand and CIS countries.
- ✓ Company has finalized **2 new distribution partnerships in the US, prior to own front-end in 2023.**
- ✓ **Installation ongoing for Pre-Mixed Bags line, expected completion by end March. Six products ready for Exhibit Batches from this line.**
- ✓ **Capacity expansion in Caplin Sterile – Phase 2 update:**
 - Civil work started for Phase 2 expansion building, to be completed by Q3FY23.
 - Ordering completed for **2 Vial filling lines from Syntegon (Bosch Germany), Pre-Filled Syringe line from Steriline (Italy) and Lyophilizer from Tofflon (China).** Delivery expected by Q3FY23. Ancillary/Utility equipment ordering also completed
 - Project completion expected by Q1FY24, with **capacities to expand by 3x.**
- ✓ **Overall development pipeline remains robust, with 45+ ANDAs under development with addressable market in US at ~ \$4.2 Billion.**

COVID-19:

The outbreak of Coronavirus (COVID -19) pandemic globally and in India caused significant disturbance and slowdown of economic activity. The Company has assessed the impact of pandemic on its financial results/position based on the principle of prudence in applying judgements, estimates and assumptions including sensitivity analysis and has concluded that

there is no major impact of COVID 19 on the recoverability of carrying values of assets and expects to recover the carrying value of its assets. Considering that it is a dynamic and evolving situation, the management will continue to closely monitor and evaluate the impact of any material change in macro-economic and other related factors, which may have a bearing on the Company's operations.

About Caplin Point Laboratories Limited:

Caplin Point Laboratories Limited is a fast-growing pharmaceutical company with a unique business model catering predominantly to emerging markets of Latin America and Africa. Caplin Point is one of the few companies to show consistent high-quality growth in Revenues, Profits and Cash flow over the last 15 years. The Company has state of the art manufacturing facilities that cater to a complete range of finished dosage forms. The Company has also entered regulated markets such as US through its Subsidiary Caplin Steriles Limited.

Caplin Point listed on Forbes “Asia’s 200 Best Under a Billion” list for 2021. Company has appeared fourth time on this list (2014, 2015, 2016 and 2021) and was awarded “The Emerging Company of 2018” by Economic Times Family Business Awards.

CAUTIONARY STATEMENT:

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

For details, please contact:

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Caplin Point Laboratories *Ltd.*

Investor Presentation February 2022

**Second Largest wealth creator for the
decade ending 2020***

*The Economic Times



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

This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our research & development efforts, our growth & expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceuticals industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its Directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

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Content

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2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin



Headquarters, Chennai

Content

1 Q3 & 9MFY22 Highlights

- 1.1 Q3 & 9MFY22 Highlights
- 1.2 Update on CAPEX
- 1.3 Robust revenue growth coupled with stable margins
- 1.4 P&L for the Quarter

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin



CP-I plant at Suthukeny, Puducherry

Financial Highlights

- Revenue for the 9MFY22 grew by 20% YoY to Rs. 957 Cr
- Gross margin for nine months and for the quarter ended Dec'21 expanded by 151 bps and 105 bps to 56.4% and 55.9% respectively
- 9MFY22 PAT is at Rs. 228 Cr up 24% YoY
- Cash and Cash Surplus at Rs. 605 Cr as at end of December 2021 – an increase of Rs 135 Cr over March 2021 balance
- Free cash flow stood at Rs. 175 Cr as at Dec 21
- Receivable days stable at 94 days as on Dec 21
- Company's liquid assets (Cash, inventory & receivables) at Rs.1,140 Cr.

Emerging Markets Business Highlights

- Company's LatAm business growth beats expectations: achieving critical mass and attaining escape velocity
- Current breakup of sales: Private Market sales to Distributors – 65%; Sales to Pharmacies/Retail – 20%; Institutional Sales – 15%.
- Company plans entry into Russia/CIS markets with direct presence model, similar to LatAm. Senior team and product selection for the first phase completed.
- Company has launched 3 niche injectable products in the domestic market through marketing partner.
- Company's CRO wing Amaris Clinical receives EIR for US FDA virtual inspection.
- Sales through company's e-commerce platform 'QueTenX' shows good progress with over 12,000 orders placed directly through portal each month. Currently catering to around 1,000+ unique customers across Guatemala, Nicaragua and Ecuador.

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- Company has filed first dossier in China, through partner, for a product that is already approved in US. Company has started shipments to Mexico and UAE from Caplin Steriles. Registrations also ongoing in other markets such as Philippines, Thailand and CIS countries.
- Company has finalized 2 new distribution partnerships in the US, prior to own front-end in 2023.

Caplin is venturing on a Capex journey of INR ~430-450 Cr. to expand existing capacities, widen its product portfolio and backward integrate majority of the products

Capacity expansion and Maintenance Capex

- ▶ Installation ongoing for Pre-Mixed Bags line, expected completion by end March. Six products ready for Exhibit Batches from this line.
- ▶ Civil work started for Phase 2 expansion building, US business, to be completed by Q3FY23.
- ▶ Ordering completed for 2 Vial filling lines from Syntegon (Bosch Germany), Pre-Filled Syringe line from Steriline (Italy) and Lyophilizer from Tofflon (China). Delivery expected by Q3FY23. Ancillary/Utility equipment ordering also completed
- ▶ Project completion expected by Q1FY24, with capacities to expand by 3x.
- ▶ Capacity Expansion at ROW facility – Completed Capex expansion on handling Complex injectables at this site, with first batches of Liposomal Amphotericin already completed for domestic launch and exports to ROW markets.

~ INR 200 cr

Oncology

- ▶ Civil completion ongoing in full swing, process equipment ordering completed and will be available for trials by end Aug 2022.
- ▶ First batches targeted within next 9 months.
- ▶ Phase 1 involves Oral Solid Dosages and Phase 2 would be Injectables.
- ▶ Order placed for Isolator process equipment such as Granulation, Tablet Compression, Capsule filling machine etc from GEA-Germany and ACG. Injectable line ordered from Steriline (Italy) and Lyophilizer from Tofflon (China)

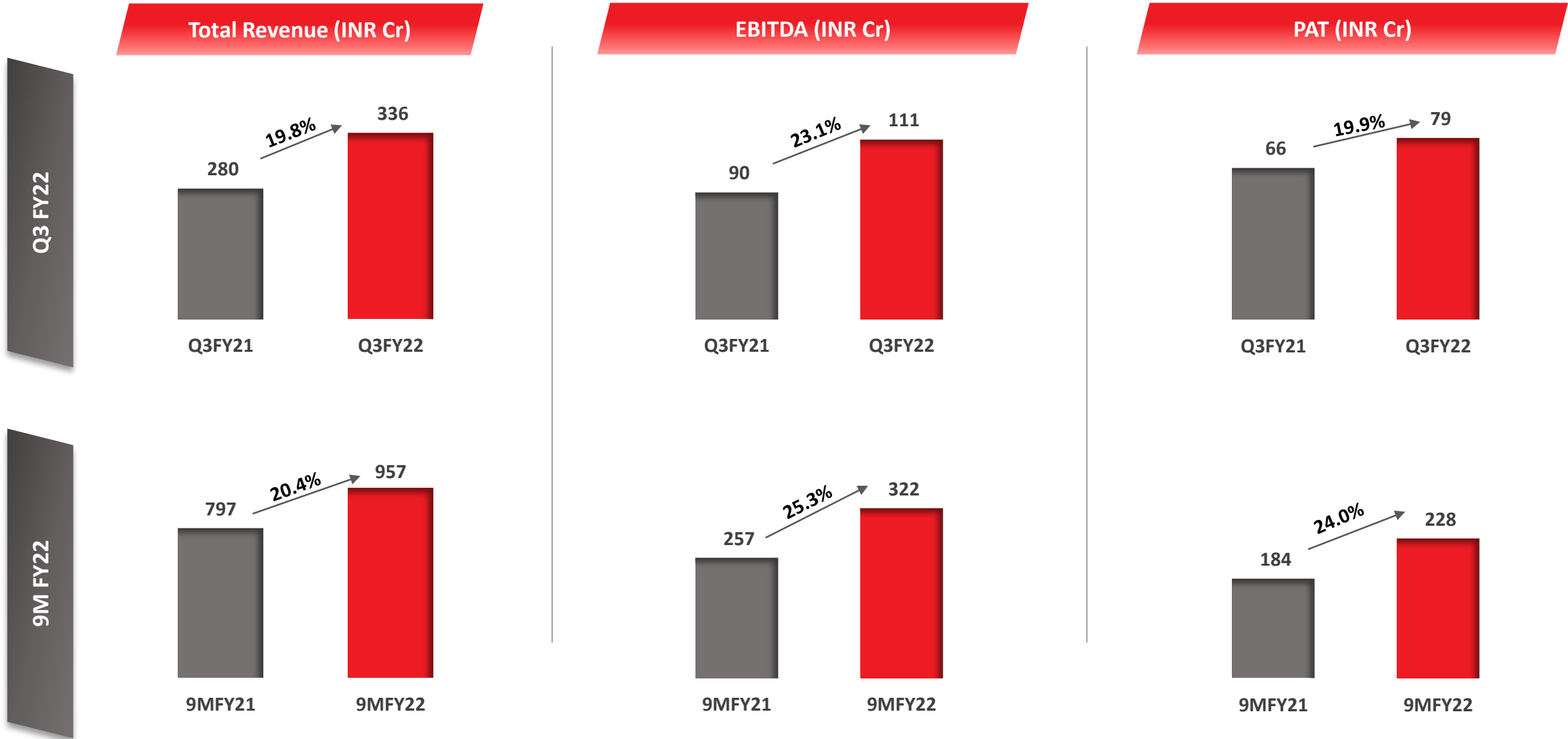
~ 130 cr

Backward Integration

- ▶ Company targets being backward integrated with own APIs for 70% of all filings in US by 2024, a critical differentiator for Generic Injectables
- ▶ Company is evaluating an inorganic opportunity and will finalize the outcome by end of March 2022
- ▶ If company decides to go the organic way, then Construction will start immediately on own API plant, for which land acquisition of 18.67 acres has been completed. Design Drawing and Detail Engineering completed.
- ▶ API Plant will cater to US and LATAM business as well as upcoming Oncology business.
- ▶ Targeting complete backward integration from Key Starting Material (KSM) to Intermediates and API.

~ INR 100 cr

Robust revenue growth coupled with stable margins



P&L for the Quarter and Nine months – Consolidated

Value (INR Cr)	Q3 FY22	Q3 FY21	YoY (%)	Q2 FY22	QoQ (%)	9M FY22	9M FY21	YoY (%)
Revenue from Operation	326.20	274.39	18.9%	303.53	7.5%	930.17	782.58	18.9%
Other Income	9.54	5.82		8.49		27.24	14.08	
Total Revenue	335.74	280.21	19.8%	312.02	7.6%	957.41	796.66	20.2%
Cost of Goods sold	143.84	123.90	16.1%	125.78	14.4%	405.59	353.06	14.9%
Gross Profit	182.36	150.49	21.2%	177.75	2.6%	524.58	429.52	22.1%
<i>Gross Profit Margin (on Rev from Ope)</i>	55.9%	54.8%		58.6%		56.4%	54.9%	
Employee Benefit Expenses	29.38	25.51	15.2%	28.97	1.4%	85.06	76.66	11.0%
Research and Development expenses	14.69	15.15	-3.0%	15.98	-8.1%	43.81	40.36	8.5%
Other operating expenses	37.33	25.90	44.1%	31.63	18.0%	100.98	69.56	45.2%
Total expenditure	81.40	66.56	22.3%	76.58	6.3%	229.85	186.57	23.2%
EBITDA	110.50	89.75	23.1%	109.66	0.8%	321.97	257.02	25.3%
<i>EBITDA Margin</i>	32.9%	32.0%		35.1%		33.6%	32.3%	
Depreciation and Amortisation	11.70	9.27	26.2%	11.72	-0.2%	35.45	27.11	30.8%
EBIT	98.80	80.48	22.8%	97.94	0.9%	286.52	229.91	24.6%
<i>EBIT Margin</i>	29.4%	28.7%		31.4%		29.9%	28.9%	
<i>Finance Cost</i>	0.14	0.28		0.21		0.62	1.27	
Profit Before Tax	98.66	80.20	23.0%	97.73	1.0%	285.90	228.64	25.0%
<i>PBT Margin</i>	29.4%	28.6%		31.3%		29.9%	28.7%	
Tax	19.38	14.06		20.91	-7.3%	58.28	45.13	29.1%
Profit after Tax	79.28	66.14	19.9%	76.82	3.2%	227.62	183.51	24.0%
<i>PAT Margin</i>	23.6%	23.6%		24.6%		23.8%	23.0%	

Content

1 Q3 & 9MFY22 Highlights

2 Understanding Caplin

2.1 Transformation across the decades

2.2 Caplin's core business

2.3 Diversified Product Portfolio with a balanced product mix

2.4 Smart mix of manufacturing and outsourcing; Product capacities

2.5 Research & Development Capabilities

2.6 Delivered Robust Profitable Growth & Returns over the decade

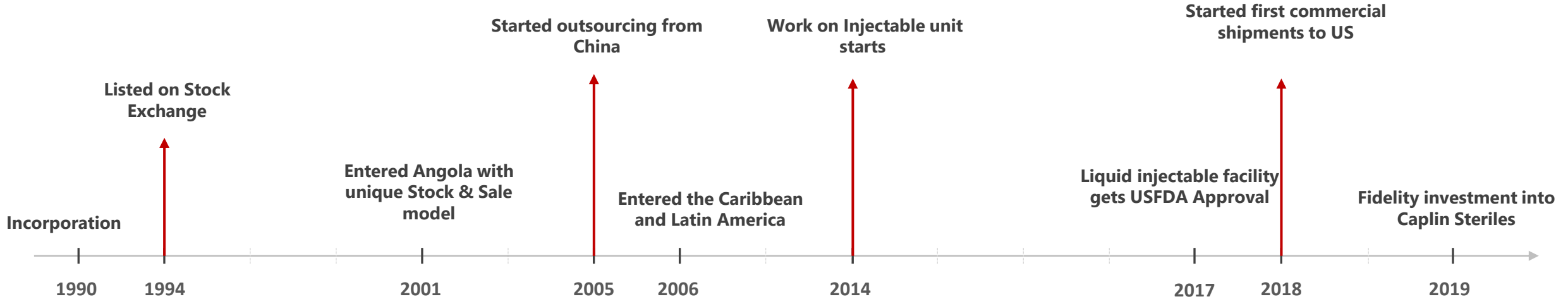
3 Growth engines of Caplin

4 More about Caplin



CP-IV plant at Gummidipoondi, Chennai

Transformation across the decades



Contract manufacturer

Market-led Company

Plain vanilla generic products

Introducing products that plugged marketplace gaps

Negative-working capital business

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

Becoming a responsible pharma company

Technology and research-led marketing Company

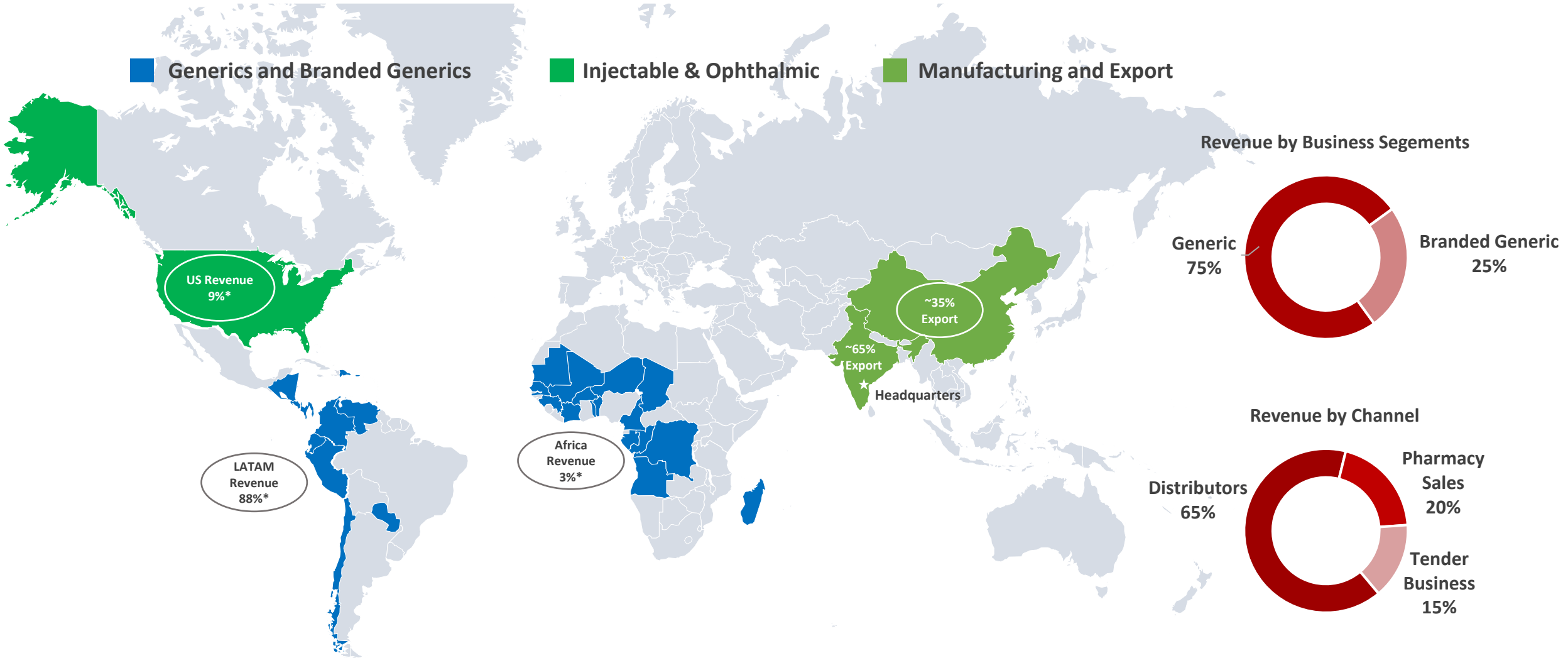
Mix of generics, branded generics and specialty molecules and Injectables

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

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

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

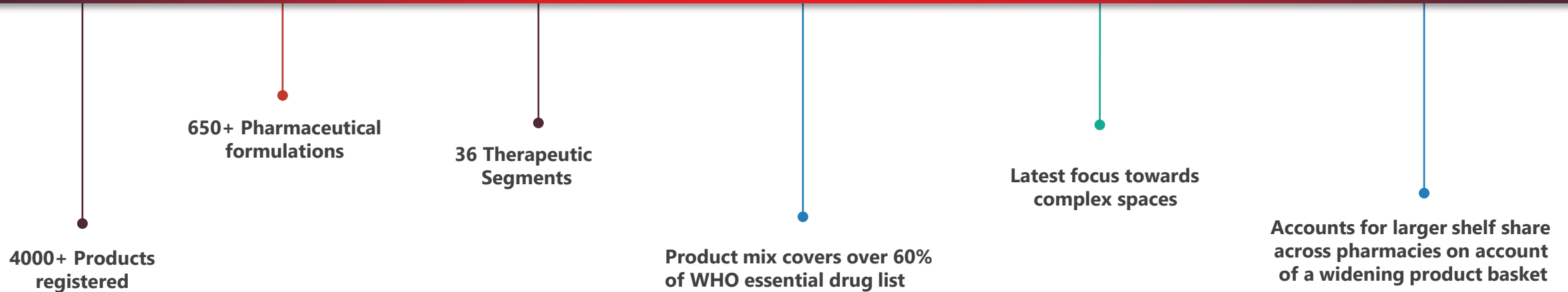
Our core business – Tapping the untapped markets



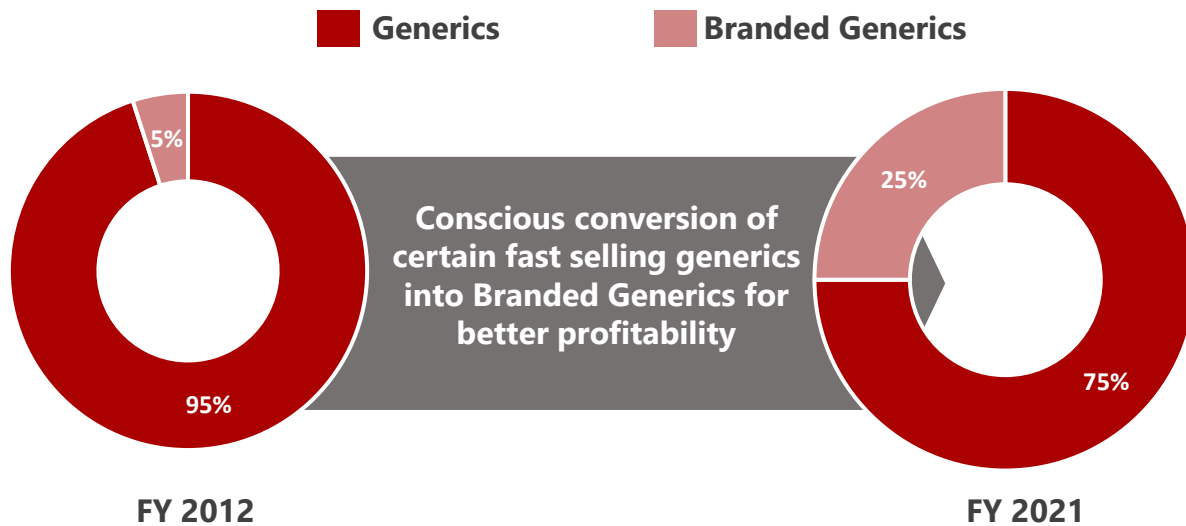
Caplin covers wide spectrum of pharmaceutical formulations and therapeutic segments across the 23 countries with a operating revenue of Rs. 957cr in 9M FY22

* Region wise net revenue split for 9M FY22

Diversified Product Portfolio with zero reliance on single product / Therapy



Changing product mix



Our Products

- ✓ Tablets
- ✓ capsules
- ✓ Injections (liquid & lyophilized, pre-filled syringes)
- ✓ Ophthalmic
- ✓ Liquid Orals
- ✓ Softgel Capsules
- ✓ Ointments, Creams & Gels
- ✓ Powder for injections
- ✓ Suppositories & Ovules
- ✓ Dermocosmetics
- ✓ Surgicals & Disposables
- ✓ Pre-Mix Bag Formulations
- ✓ Inhalers & Sprays
- ✓ IV infusion

Smart mix of manufacturing, outsourcing; product capacities

45% of the products produced inhouse

55% of the products are outsourced from quality conscious partners in India and China

Exports

India
65%

China
35%



CP I plant:

Generics and Branded Generics

- Liquid injections in Vials, Ampoules and Pre-Filled Syringes.
- Tablets
- Capsules
- Liquid Orals (Syrup & Suspension)
- Soft Gelatin Capsules
- Suppositories and Ovules

INVIMA and WHO-GMP

Suthukeny, Puducherry

CP IV Plant (Part of Caplin Steriles Limited)

Injectables and Ophthalmic

- Vials
- Lyophilized Vials
- Ophthalmic
- Pre-Mixed Bags
- Pre-Filled Syringes

US FDA, EU-GMP, and INVIMA

Gummidipoondi, Chennai

Total Annual Product Capacity

1,500 Mn
Tablets

400 Mn
Capsules

12 Mn
Pre-Mix Bags

20 Mn
Liquid Injection in
Ampoules

65 Mn
Liquid Injections in
Vials

6 Mn
Bottles of Liquids

1 Mn
Bottles of Dry
Syrups

12 Mn
Pre-Filled
Syringes

12 Mn
Ophthalmic units

220 Mn
Soft Gels

30 Mn
Suppositories

1.2 Mn
Lyophilized Vials

Caplin's smart strategy of balanced manufacturing and outsourcing makes it possible to be a lean organisation as well as de-risk against cost escalations, currency fluctuations and other headwinds

Research & Development Capabilities

5 Dedicated Facilities

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

INR 1.6 bn Capex

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

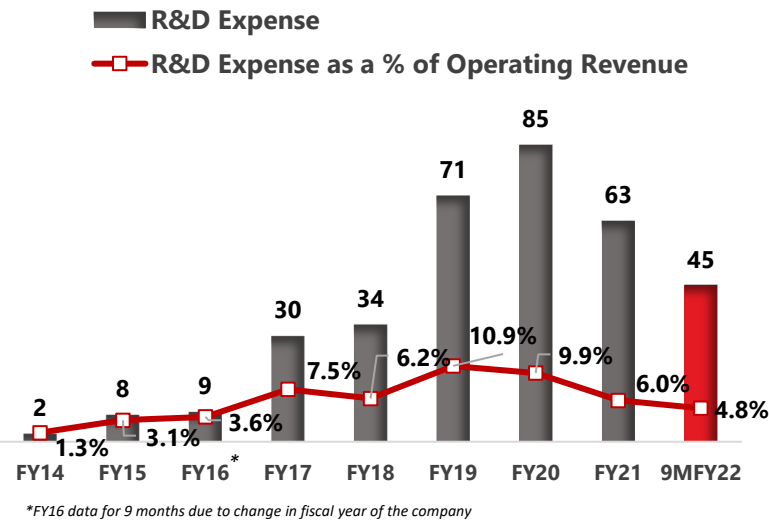
R&D Expense

Total R&D Spends (Capex + Opex) is 25% of FY21 PAT

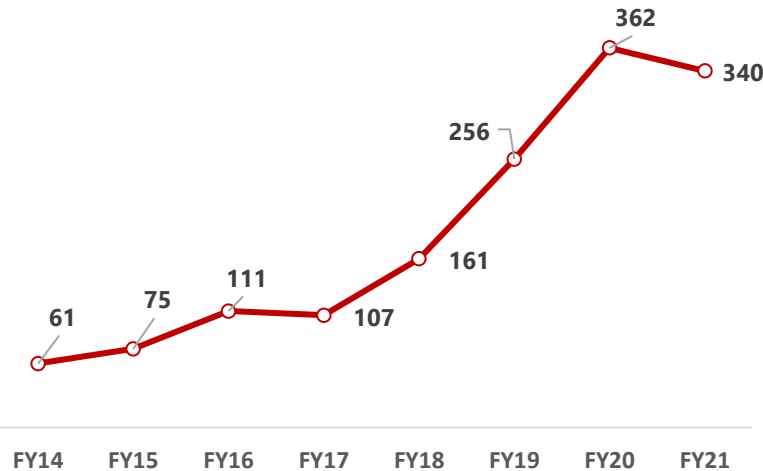
API

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

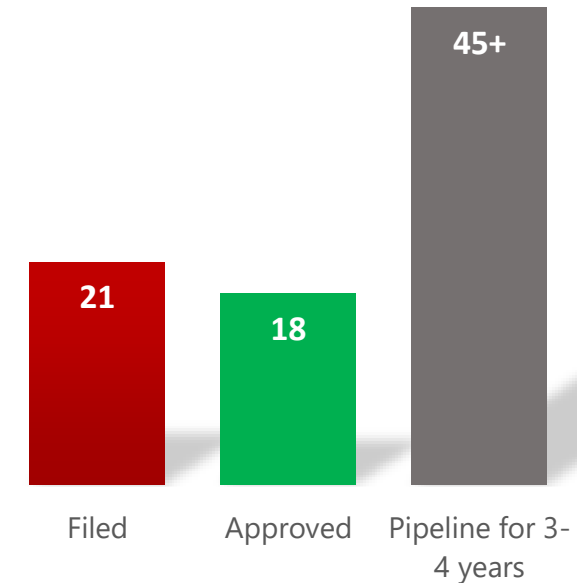
R&D expense – Capex + Opex (INR cr)



R&D Team at Caplin (Nos)



ANDA Pipeline

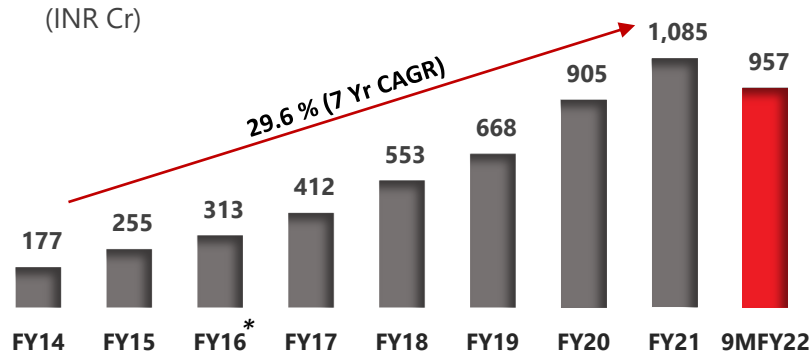


Caplin ranks #1 in India across all industries, for R&D spend as a percentage of Revenue on average in the past 5 years.*

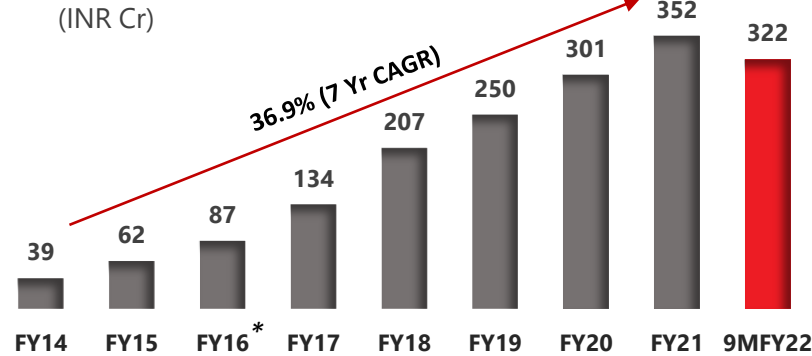
*Source – CNBC-TV18, Dec 31st 2020

Delivered Robust Profitable Growth & Returns over the years

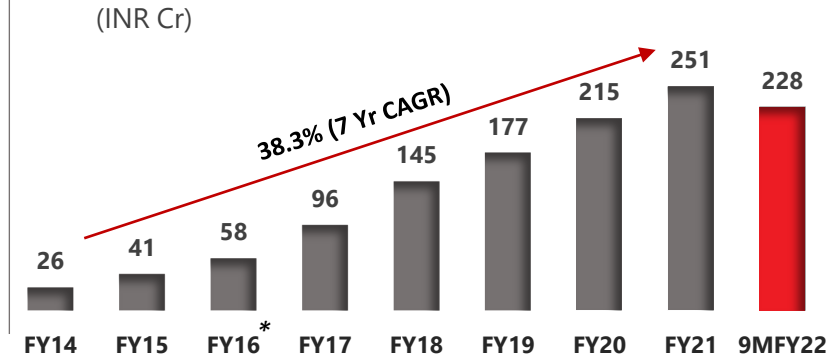
Total Revenue



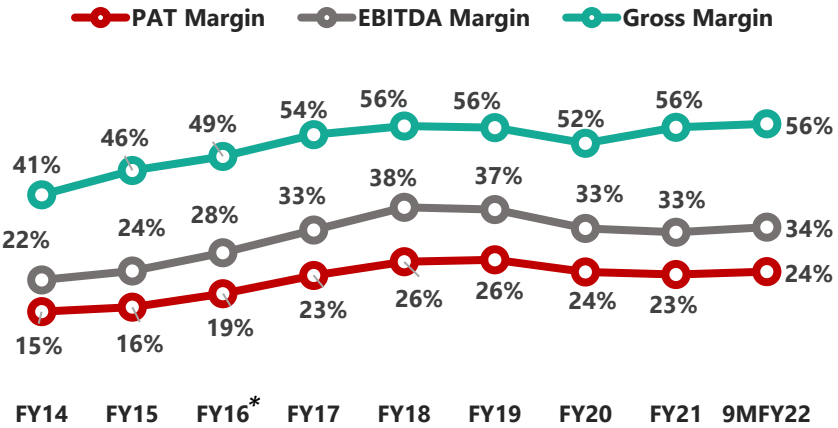
EBITDA



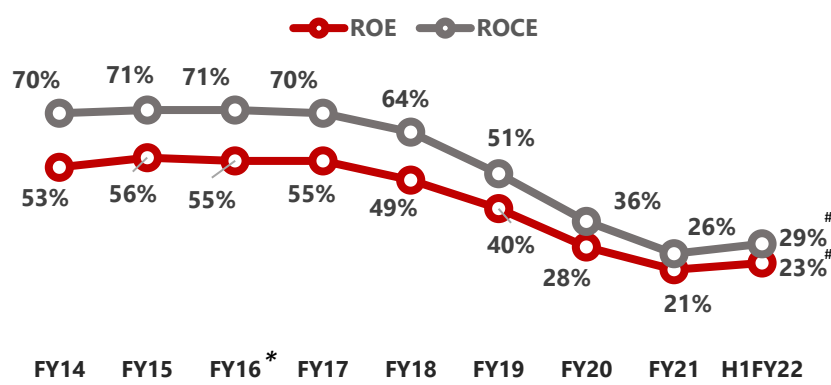
PAT



Robust Margins

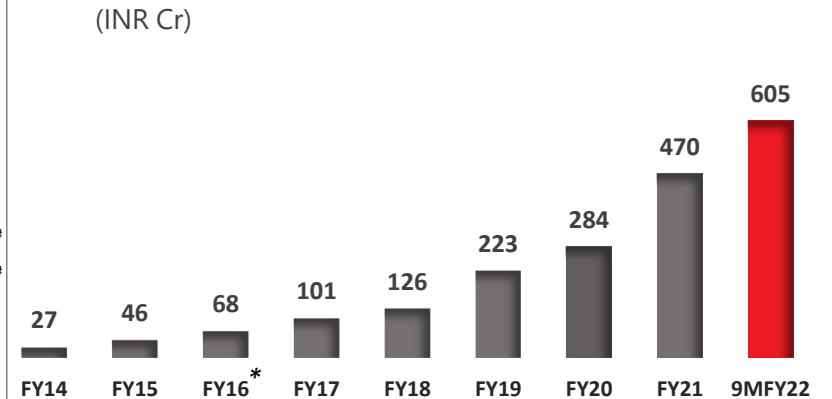


Consistently delivered strong returns



#Annualized basis
Avg RoE and RoCE in 2020 are on a higher base of Rs. 1067 Cr (> Rs. 310 Cr over 2020)

Cash and Cash Equivalent



Target achieved

2015 Top Line is now 2021 Bottom Line

New Target

To achieve a Cash Surplus of Rs.1000 ~ 1500 Cr in the next 5 years

*FY16 was only 9 months due to change in fiscal year of the company and therefore the FY16 numbers are Annualized

Content

1 Q3 & 9MFY22 Highlights

2 Understanding Caplin

3 Growth Engines of Caplin

4 Appendix



Amaris Clinical - CRO Clinic, Chennai



01

Core business to grow at historical pace...

Caplin's core business which is focused on Latin America and Francophone Africa is expected to grow at above industry-average pace with margins expected to improve with increased branded generics business

02

... with US Business to boost the growth...

Aspiration is to have exceptional compliance record and focus on niche products which continues to be in shortage in US market. Caplin believes US business to be one of its primary engines that will drive growth

03

... backed by enhanced value chain...

Backward and forward integration to help save cost, capture more market and control supply chain which is expected to boost earnings

04

... Strong balance sheet and...

Caplin's DNA of remaining debt-free and self-sustenance is highlighted by increasing cash surplus over the years. Strong Balance sheet of Caplin acts as an anchor for our long-term vision

05

... Expansion into other geographies and widening of the portfolio

Caplin plans to enter more regulated markets such as Canada, Australia, China, Russia/CIS as well as enter the bigger LATAM markets of Mexico and Brazil in the near to medium term horizon

Overview

LATAM

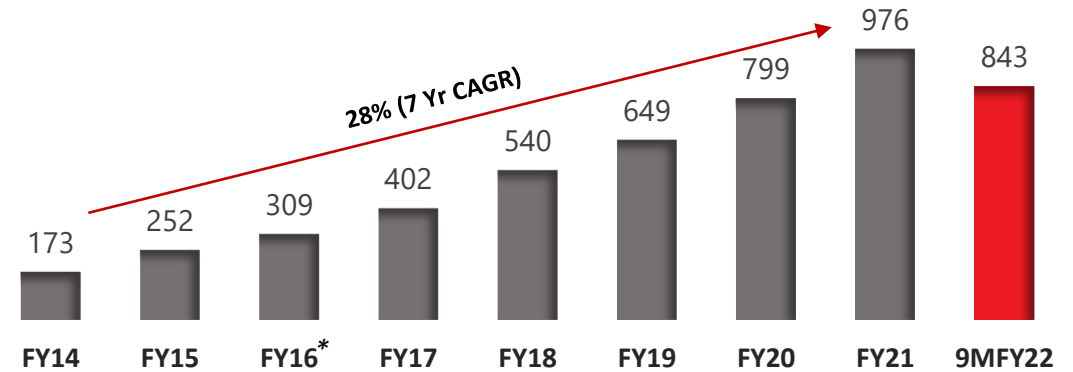
- **No. 1 Indian player in Central America**
- Increased its LATAM footprint from **two countries to 12 countries within a decade**
- Entry into Pharmacy sales through **Healthcare portal**, for higher margins and offtake
- Emergency exports to Brazil and Mexico completed. **Company has filed products for regular approvals in Mexico, with Brazil to follow shortly.**

Africa

- **One of the first few Indian pharmaceutical companies to extend to West Africa** with Brand Marketing
- **High Recognition** of CPL's brands across Francophone Africa

Performance

Operating Revenue from LATAM + Africa (INR Cr)



*FY16 was only 9 months due to change in fiscal year of the company and therefore the FY16 numbers are Annualized

Expansion

- ✓ Increasing focus to larger Latin American countries such as Chile, Colombia and expansion in Mexico and Brazil
- ✓ Working on additional 150 formulations specifically targeting 3 expansion areas – Hospital Injectables, Neuropsychiatric products in Brand Marketing and Anti-Cancer products.

Pharmacy automation

- ✓ To increase profitability and augment strong capabilities in the Supply Chain.
- ✓ 'QuetenX', part of 10X Healthcare portal, continues to show strong traction, reaching 1000+ unique B2B customers in Latin America

Strategy

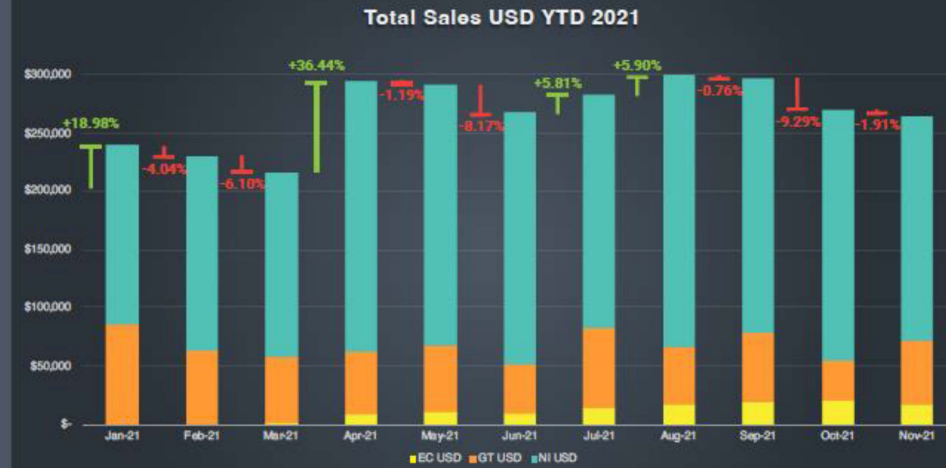
End to end business model

- ✓ Acquisition of distributors in LATAM region creates an end-to-end business model

Bottom of the Pyramid

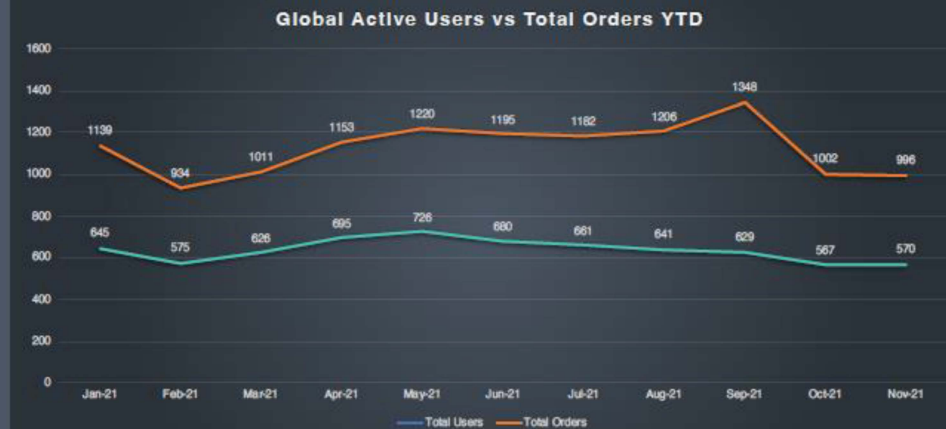
- ✓ Continued focus on the Bottom of the Pyramid, creating a stickiness factor for Caplin's products

Quéténx B2B E-Commerce Sales 2021



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

E-Commerce Pipeline - LATIN AMERICA



Highlights JAN-NOV 2021

▲ USD **2.9MM**
▲ **1k+**
▲ **12.4k**
 Driven Sales through digital channel 2021
 Unique Customers
 Orders through digital channel

USD **268k** Monthly Average 2021
 USD **154k** Monthly Average 2020
 ▲ **+43%**

Overview

- Invested ~Rs.450 Crore in Capex and Opex for the 5 years since 2014 through internal accruals to enter the US and Regulated markets
- Entered US Market in 2017-18 with launch of Ketorolac Inj, currently owned by Baxter
- Launched 15 products in total in the US, through partners such as Fresenius Kabi, Baxter, Sagent, Xellia, Somerset, Meitheal and others.
- 5 ANDS filed in Canada, with 4 more planned for filing by H1FY23. Also, on track to file 3 products in Australia by H1FY23.
- Caplin received approval from Brazil's ANVISA for Injectable plant through mutual recognition of US FDA EIR.

Injectable plant Inspection history

Plant has undergone 3 US FDA, 2 EU GMP audits and 1 ANVISA successfully since 2016

Date	Authority	Observations/ 483 / Warning letter
Aug 2021	ANVISA	No observations
June 2019	USFDA	2 observations of procedural nature
October 2018	USFDA	No observations
October 2016	USFDA	2 observations of procedural nature
May 2015	EU GMP	No Critical observations
Sep 2018	EU GMP	No Critical observations

Creating the brand Caplin in US market

- ✓ Strengthening the US Credentials by entering niche high value Injectable and Ophthalmic segment
- ✓ Filing a mix of Simple and Complex injectables in US under Caplin's name
- ✓ Planning to have front end presence by 2023 in the US market to launch own label & expand.

Focused on a niche segment

- ✓ The Company believes in focusing on this niche segment as there's a chronic gap between demand and supply in Injectables in the US market, resulting in frequent shortages. Injectables have seen lesser price erosion comparatively due to these shortages.

Strategy

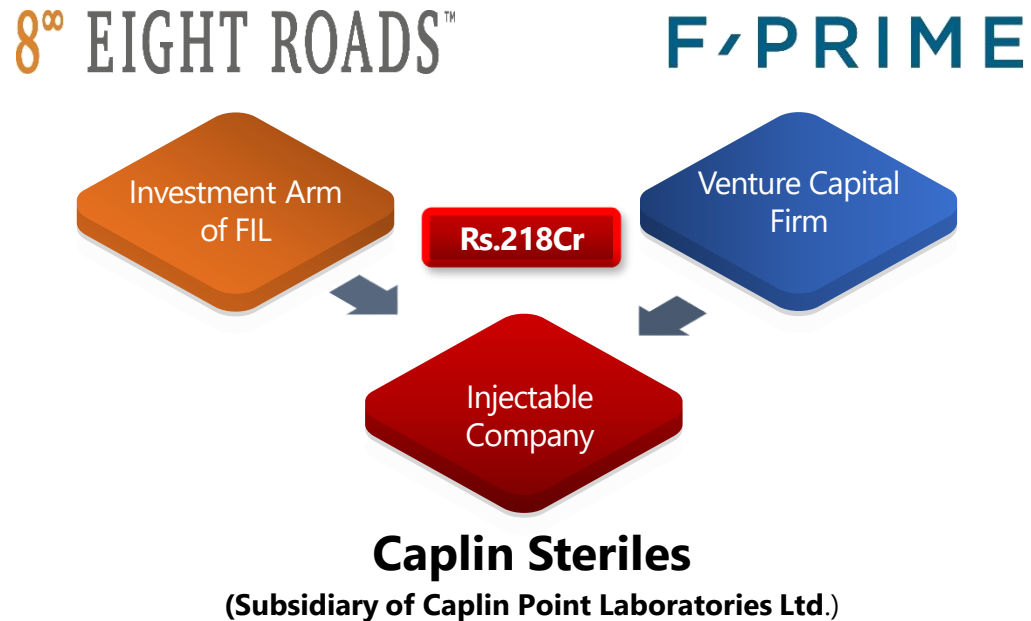
Strategic Partner

- ✓ Fidelity invested INR 218 Cr. in Caplin Steriles (Caplin's US business) for minority stake.
- ✓ Fidelity is known to be a long-term knowledge partner with over 50% of worldwide private investments into Healthcare. This helps bringing us access to a powerful investment platform spanning Asia, Europe and the US.

Capacity expansion & backward integration

- ✓ 3x Capacity expansion ongoing at Caplin Steriles Plant – CP-4
- ✓ API backward integration plan for US business is on track
- ✓ **Expansion into Pre-Mix Bags, Lyophilized Vials and Pre-Filled Syringes soon**

Transaction Structure



Transaction Details

Objective

- Increase R&D capabilities to include Complex Injectable and Ophthalmic products portfolio and enhance capacities at Plant.
- **Eight Roads and F-Prime Capital – Fidelity** together bring access to a powerful investment platform spanning **Asia, Europe and the US**.

Key Transaction Highlights

- Caplin Steriles Ltd, subsidiary of Caplin Point Laboratories Ltd. will cater to the rapidly growing demand for **injectable products** in the regulated markets, especially the **US and other Regulated Markets**.
- **Eight Roads Ventures and F-Prime Capital** invests **INR 218Cr for Minority** stake, with cash infusion coming into Caplin Steriles Ltd.
- **Fidelity** known to be a long term knowledge partner with over 50% of worldwide private investments into Healthcare.
- The subsidiary has already filed **21 ANDAs** on its own and through partners with the **US FDA**, with **18 approvals till date**.

\$670mn

Market size of our products approved and under approval

~ \$4.2 Bn

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

Overall market opportunity for Caplin in near future in US is about ~ \$4.2 Bn

Our strategic decisions which will help us in scaling up value chain

Plant to Portal

- Proposed extension from product manufacture to retail interface through Healthcare portal automating pharmacies, clinics and diagnostic labs.
- This deployment of healthcare portal would generate big data for generics which will lead to better product positioning and insights

1

Direct approach

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

Widen interface

- With 15,000 pharmacies to address bottom-of-the-pyramid customers and engage with doctors

2

Forward integration

- Caplin moves further up the Value Chain with acquisition of its Channel partners at Latin America.
- Thereby controlling manufacturing, export, import, distribution with direct access to retailers and wholesalers.

3

Backward integration

- **API for US business:** Backward integration into API for complex injectable products
- **API of Core Business:** Manufacturing our own API in CMOs with targeted cost reduction of 10-15%.

4

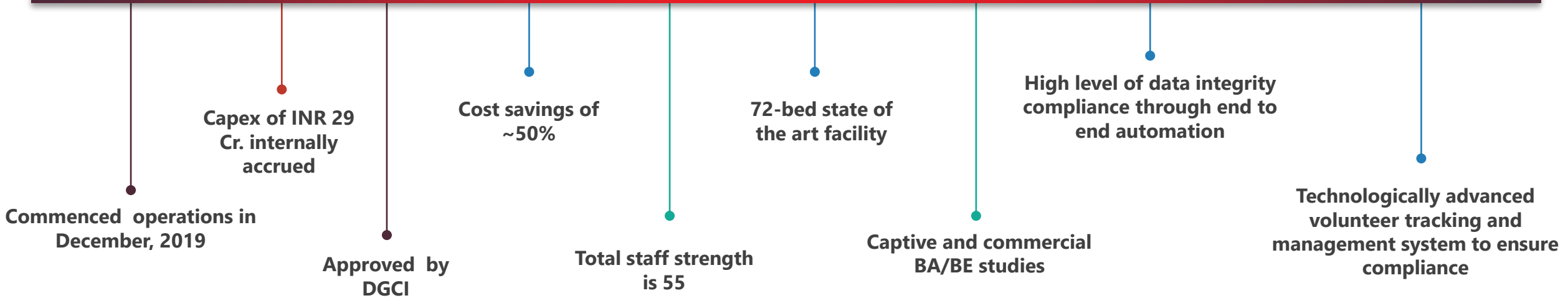
Setting up of CRO

- CRO wing of Caplin Point will cover BE/BA studies for captive consumption, before scaling up as a commercial CRO
- Target markets are China, US, EU and LATAM
- Company's CRO wing Amaris Clinical completes back-to-back virtual and physical US FDA audits, **EIR received for the first inspection.**

5

These strategic decisions which will help caplin to have a better cost advantage is future, gather better intel on the market it operates in, better understand the market trends and changing customer needs as well as better access to some of its markets

Amaris Clinical – Highlights



Regulatory approvals



Received EIR for US FDA virtual inspection

Regulatory clearance targeted



State of the Art Technology

Andrew Alliance - Auto Pipetting System



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

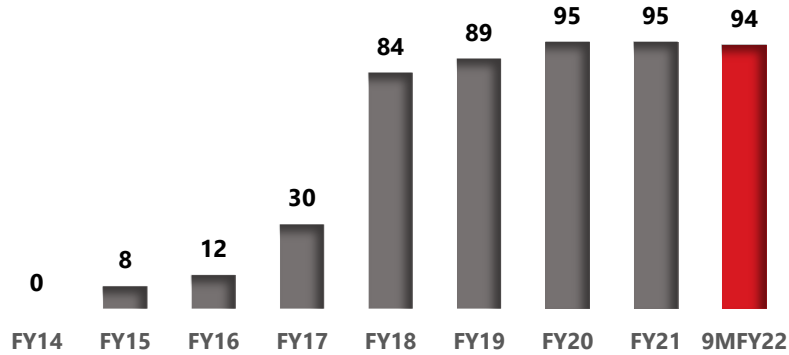
Hamilton Automated Sample Access Manager (Sam HD)



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

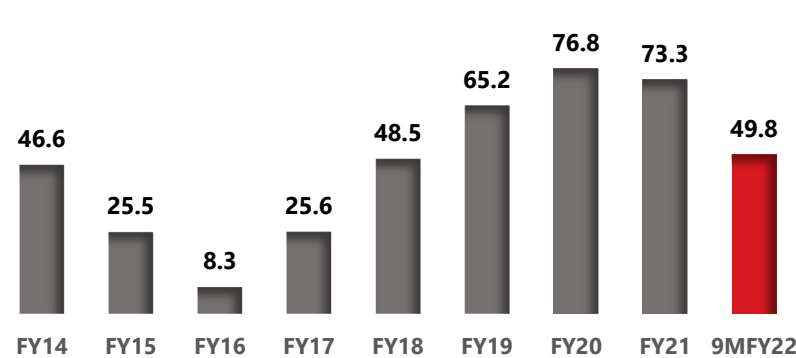
Caplin's strong balance sheet acts as an anchor for its vision of perceiving an 'Invisible opportunity'

Receivable Days



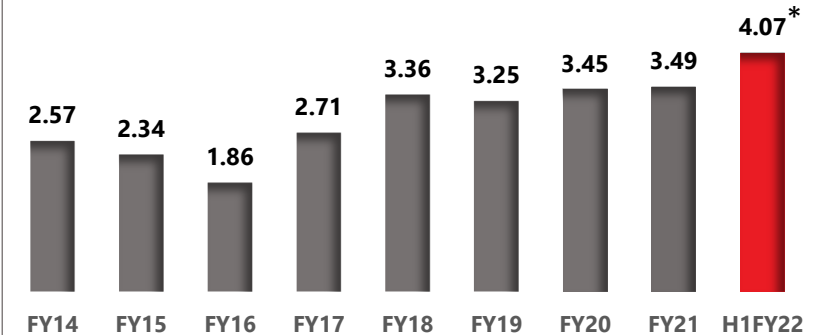
Stable Receivables over the recent period

Total Capex (INR Cr)



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

Fixed Asset Turnover Ratio



* Annualized

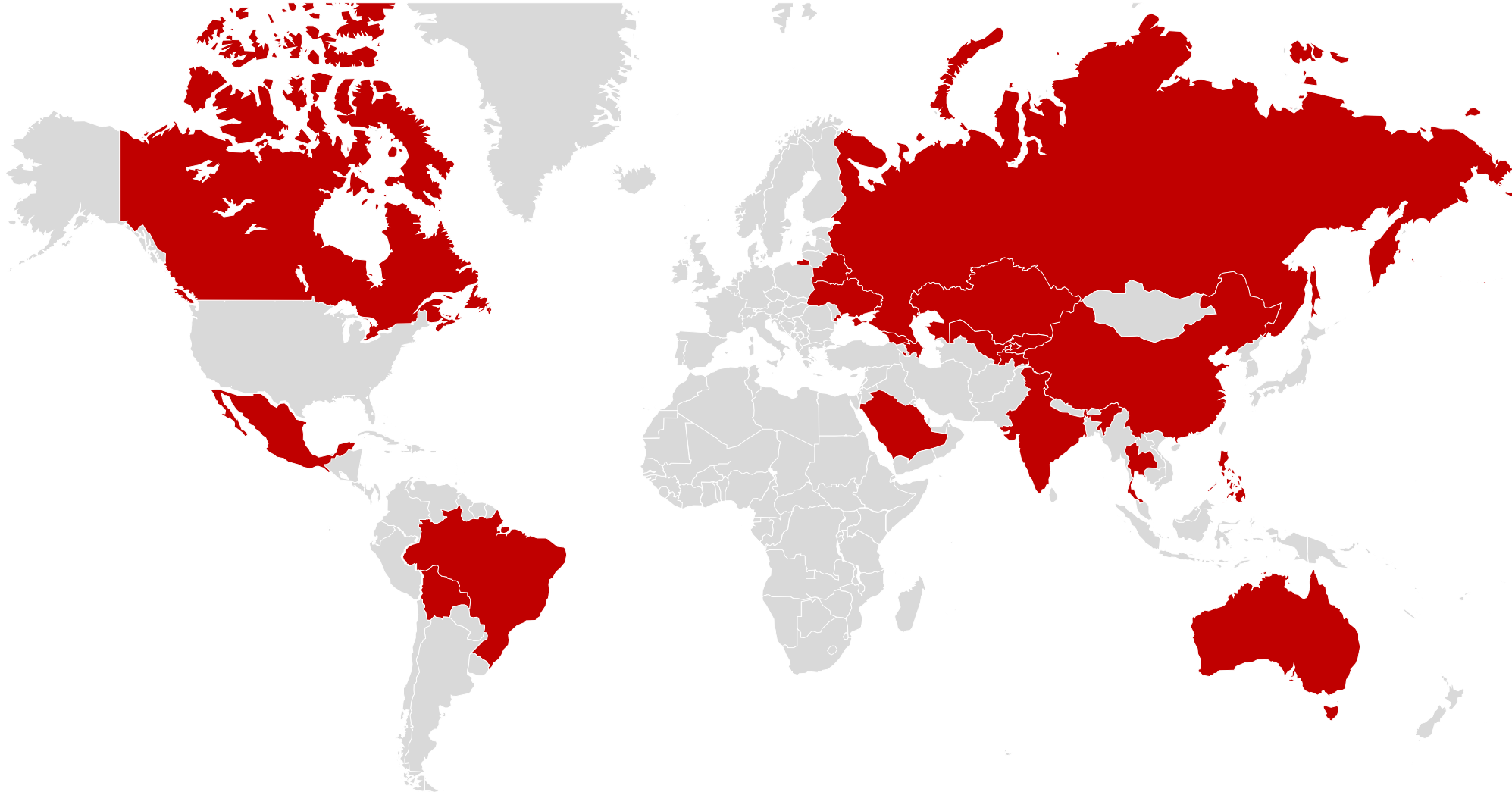
Company has maintained optimal asset turnover ratio over the years

Caplin had acquired most of its Channel partners in Latin American markets

Caplin is a net debt free company

05 | ... Expansion into other geographies

■ Countries Caplin plans to expand its presence



Caplin is expanding its presence in regulated countries, larger markets of Latin America, Russia/CIS markets, China and other Asian Countries

Content

1 Q3 & 9MFY22 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin

4.1 Experienced and Visionary Board of Directors

4.2 Shareholder Information



R&D centre



Mr. C.C. Paarthipan
Chairman

- ✓ 30+ Years of experience in the pharmaceutical industry
- ✓ Spearheading the group in its multi-pronged growth approach
- ✓ First Gen Entrepreneur with a focus towards bottom of the pyramid



Dr. Sridhar Ganesan
Managing Director

- ✓ 35+ Years experience in Pharmaceutical Industry
- ✓ Previously, held leadership positions in several international assignments
- ✓ The Government of India's Pharmaceutical Export Promotion Council of India has designated him as an "Honorary Expert"
- ✓ Has been a Faculty in BITS



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]



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

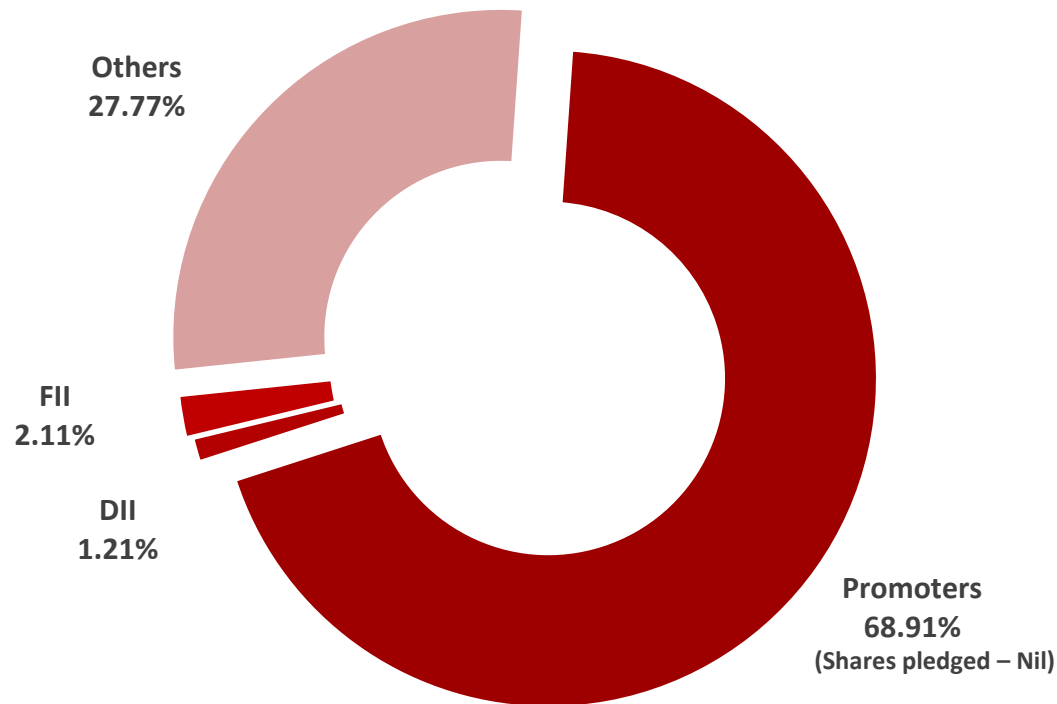
- ✓ 50+ years experience in the field of finance, HR, management & industrial relations
- ✓ Post Graduate in Commerce



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 December 2021



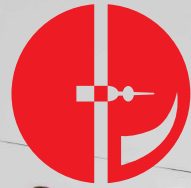
Share Information (as on 31st December 2021)

NSE Ticker	CAPLIPOINT
BSE Ticker	524742
Market Cap (INR Cr)	6,502
% free-float	31.09%
Free-float market cap (INR Cr)	2,022
Total Debt (INR Cr)	0.26
Cash & Cash Equivalents (INR Cr)	605
Shares Outstanding	7,57,68,876
3M ADTV (Shares)*	2,14,414
3M ADTV (INR cr)*	18.14
Industry	Pharmaceuticals

*Source: NSE

Our Products





Caplin Point Laboratories Limited

Investor Relations at Caplin

Dinesh RG
investor@caplinpoint.net

Christensen Advisory
Rahul Thakur
rthakur@christensenir.com

BSE

524742

 **NSE CAPLIPPOINT**

CIN: L24231TN1990PLC019053 | ISIN: INE475E01026 | DUNS:86-148-4556 | WWW.CAPLINPOINT.NET

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