



CAPLIN POINT[®]
Laboratories

Caplin Point Laboratories Limited

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BSE Limited

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

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

Dear Sirs,

SUB: COMPLIANCE UNDER REGULATION 30 OF SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015- PRESS RELEASE.

Please find the enclosed copy of press release regarding Caplin signs Co-operation agreement with Hainan Jointown, China.

Thanking You,

Yours Faithfully,
For Caplin Point Laboratories Limited


Company Secretary

Enclosure : As above

PRESS RELEASE
6 AUGUST 2018

CAPLIN SIGNS CO-OPERATION AGREEMENT WITH HAINAN JOINTOWN, CHINA.

A Chinese movie named "Dying to Survive" is a true life story of a cancer patient, depicting a socially relevant, conscience-stirring theme – Big Pharma vs Small Citizens. It elicited an unusually strong response with the audience as few screenings ended with standing ovations, with the message spreading widely by word -of- mouth. This probably is food for thought for companies entering China which believe in the concept of 'catering to the bottom of the pyramid', which is Caplin's strategy in Latin America, and the same can be repeated in China.

In line with this, Caplin has signed a Co-operation agreement with Jointown Pharmaceuticals Group, a US\$11 billion publicly-traded distribution company in China. Jointown was started by a village doctor who has also followed the concept of catering to the bottom of the pyramid, with medicines supplied to far flung mountainous villages on horseback, when there were no roads connecting these villages. Jointown is today the 4th largest Pharmaceutical distribution company in China catering to over 90% of the hospitals and drugstores, through strategic partnerships with over 2000 local Pharmaceutical companies.

Caplin has had a differentiated presence in China since 2006 - when most companies were sourcing APIs from China, the Company sourced formulations, specifically Cephalosporin and Penicillins, through exclusive partnerships with large local manufacturers. By virtue of engaging with Jointown, Caplin will have extensive insight into the market opportunities available within China. The JV will focus on Trading and Manufacturing of various Pharmaceutical products between China, India and South America, for sustainable growth in the short, medium and long term.

Caplin will hold 39% stake in the JV which will have an initial Equity of USD 2 Million, however, it has been agreed between the parties that the entire business arising out of this entity will be routed through Caplin and/or its subsidiary.



ABOUT JOINTOWN PAHRMACEUTICALS GROUP (Website : www.jztey.com)

Jointown group is the fourth largest pharmaceuticals company in China. It is engaged in the manufacture and distribution of pharmaceuticals, traditional Chinese medicine and medical equipment. It also operates pharmaceutical logistics centers, e-commerce, and retail chains. The Company was founded in 1999 and is headquartered in Wuhan, China and listed in the China Stock Exchange.

The revenue and growth thereof over the last five years of Jointown group is as below:
 (Source Wall Street Journal values in CNY converted into USD@.0.15 per CNY in 000s)

USD in Millions

Particulars	2017	2016	2015	2014	2013
Sales Revenue	11,065	9214	7,426	6,151	5,008
Sales Growth (%)	20.08%	24.07%	20.72%	22.82%	

As per the DBS Group Research Equity Report dated 22nd Feb 2018 under the head "China Pharmaceutical Distribution Sector" Jointown Group stands at fourth place in Top ten picks of shares of pharma companies in China (source Thomson Reuters, DBS Vickers).

