

05.02.2020

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

By BSE Listing

National Stock Exchange of India Ltd.,
Department of Corporate Services
Exchange Plaza, 5th Floor,
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 approved the Un-audited Financial Results (Consolidated and Standalone) for the quarter/ nine months ended December 31, 2019.

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

1. The Un-audited Financial Results (Consolidated and Standalone) for the quarter/nine months ended December 31, 2019.
2. Limited Review Report (Consolidated and Standalone) for the above financial results
3. Press Release on the above financial results.

Board Meeting commenced at 11.15 AM and concluded at 12:30 PM.

Kindly take the same on your records.

Thanking You,

Yours Faithfully,
For Caplin Point Laboratories Limited


Company Secretary

Enclosure: As above

Regd. Off. : "NARBAVI", No. 3, Lakshmanan Street, T.Nagar, Chennai - 600 017. Tamil Nadu, India. Ph.: +91 44 28156653.

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

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

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

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

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

CAPLIN POINT LABORATORIES LIMITED

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

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

UNAUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE THREE MONTHS AND NINE MONTHS ENDED 31st DECEMBER 2019

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

	Particulars	Three Months Ended			Nine Months Ended		Financial Year Ended
		31.12.2019	30.09.2019	31.12.2018	31.12.2019	31.12.2018	31.03.2019
		(1)	(2)	(3)	(4)	(5)	(6)
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
		INR in lakhs					
	Income:						
I	Revenue from operations	22,821.13	22,720.34	15,902.83	64,796.78	46,135.12	64,869.09
II	Other income	1,034.00	689.37	773.97	2,170.12	1,636.22	1,902.89
III	Total Income (I+II)	23,855.13	23,409.71	16,676.80	66,966.90	47,771.34	66,771.98
	IV Expenses:						
	a. Cost of materials consumed	2,588.53	3,595.80	2,467.83	8,430.66	7,132.97	9,511.76
	b. Purchase of traded goods	9,606.37	7,354.40	4,668.96	29,074.97	13,499.67	20,373.31
	c. Changes in inventories of finished goods, stock in trade and work in progress	(1,483.31)	(7.17)	(314.95)	(7,332.88)	(374.57)	(1,007.04)
	d. Employee benefit expenses	1,767.97	1,595.84	1,170.61	4,922.63	3,469.13	4,710.97
	e. Finance cost	6.29	8.01	1.47	15.29	4.64	6.00
	f. Depreciation & Amortisation Expenses	842.47	740.52	567.39	2,321.66	1,670.56	2,342.50
	g. Other Expenses	3,564.96	3,069.96	2,134.56	9,075.07	5,750.55	8,146.86
	h. Total Expenses	16,893.28	16,357.36	10,695.87	46,507.40	31,152.95	44,084.36
V	Profit before exceptional items and Tax (III-IV)	6,961.85	7,052.35	5,980.93	20,459.50	16,618.39	22,687.62
VI	Exceptional items	-	-	-	-	-	-
VII	Profit Before Tax (V-VI)	6,961.85	7,052.35	5,980.93	20,459.50	16,618.39	22,687.62
VIII	Tax Expenses						
	(1) Current Tax	1,583.09	1,334.03	1,427.66	4,366.79	3,522.86	5,485.70
	(2) Deferred Tax	(509.63)	(8.72)	(27.47)	(529.67)	425.60	(453.62)
	Total Tax Expenses	1,073.46	1,325.31	1,400.19	3,837.12	3,948.46	5,032.08
IX	Net Profit for the period (VII - VIII)	5,888.39	5,727.04	4,580.74	16,622.38	12,669.93	17,655.54
X	Other Comprehensive Income - Net of Income Tax						
	A. Items that will not be re-classified to profit or loss						
	i) Remeasurements of Defined Benefit Plan	0.38	(9.97)	(20.02)	40.69	16.87	(84.43)
	B. Items that will be re-classified to profit or loss						
	i) Exchange difference in translating the financial statements of foreign operations	121.27	461.52	91.86	575.73	390.30	58.86
XI	Total Comprehensive Income For The Period (IX + X)	6,010.04	6,178.59	4,652.58	17,238.80	13,077.10	17,629.97
XII	Profit attributable to:						
	Owners of the Company	5,856.05	5,731.83	4,582.56	16,611.37	12,676.11	17,656.70
	Non- controlling interests	32.33	(4.79)	(1.82)	11.03	(6.18)	(1.16)
		5,888.39	5,727.04	4,580.74	16,622.38	12,669.93	17,655.54
XIII	Total Comprehensive Income For The Period attributable to						
	Owners of the Company	5,977.71	6,183.38	4,654.39	17,146.39	13,083.28	17,631.13
	Non- controlling interests	32.33	(4.79)	(1.82)	11.03	(6.18)	(1.16)
		6,010.04	6,178.59	4,652.58	17,157.42	13,077.10	17,629.97
XIV	Paid up Equity Share Capital (Face value of share of Rs 2/- each)	1,512.86	1,512.86	1,512.07	1,512.86	1,512.07	1,512.07
XV	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year						58,186.03
XVI	Earnings Per Share (EPS) (Not annualised) based on face value Rs 2/- per Equity share						
	(a) Basic (in Rupees)	7.74	7.58	6.06	21.96	16.77	23.35
	(b) Diluted (in Rupees)	7.68	7.51	6.03	21.79	16.68	23.23



Notes :

- 1) The above results have been prepared in accordance with the Companies (Indian Accounting standards) Rules, 2015 ("Ind As") prescribed under Section 133 of the Companies Act, 2013 and other accounting pronouncement generally accepted in India, to the extent applicable.
- 2) The Company operates exclusively in one reportable business segment i.e., "Pharmaceuticals formulations". There is no exceptional and/or extra ordinary item.
- 3) Effective April 01,2019 the company adopted Ind AS 116 "Leases" and applied the same to the lease contracts existing on April 01,2019 using the modified retrospective approach. The effect of the adoption is not significant to the results for the period.
- 4) Revenue from operations is disclosed net of Goods & Service Tax
- 5) The Consolidated financial results of the company have been reviewed and recommended by the Audit Committee of the Board and have been approved by the Board of Directors of the Company at their meeting held on 5th Feb' 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) Prior year / period figures are regrouped / rearranged wherever necessary.



Dr Sridhar Ganesan

Managing Director

Place: Chennai

Date: 5th February, 2020



CAPLIN POINT LABORATORIES LIMITED

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UNAUDITED (STANDALONE) FINANCIAL RESULTS FOR THE THREE MONTHS AND NINE MONTHS ENDED 31st DECEMBER 2019

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

	Particulars	Three Months Ended			Nine Months Ended		Financial Year Ended
		31.12.2019	30.09.2019	31.12.2018	31.12.2019	31.12.2018	31.03.2019
		(1)	(2)	(3)	(4)	(5)	(6)
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
INR In Lakhs							
	Income:						
I	Revenue from operations	15,417.38	13,326.02	13,976.17	42,770.04	39,616.25	53,690.57
II	Other income	843.14	458.31	736.50	3,295.89	3,208.69	3,540.13
III	Total Income (I+II)	16,260.52	13,784.33	14,712.67	46,065.93	42,824.94	57,230.70
	Expenses:						
	a. Cost of materials consumed	2,400.44	3,085.17	2,467.83	7,534.55	7,132.96	9,404.33
	b. Purchase of traded goods	4,622.04	2,905.49	3,793.02	11,383.86	10,742.09	14,549.56
	c. Changes in inventories of finished goods, stock in trade and work in progress	76.07	(91.55)	(314.95)	261.85	(374.57)	(250.61)
	d. Employee benefit expenses	690.34	663.84	1,168.48	2,024.36	3,443.07	4,201.25
	e. Finance cost	4.81	7.00	1.47	13.01	4.64	5.98
	f. Depreciation & Amortisation Expenses	530.14	431.59	566.63	1,397.53	1,668.44	2,084.32
	g. Other Expenses	1,877.86	1,513.90	1,944.13	4,719.65	5,476.02	6,970.49
	h. Total Expenses	10,201.70	8,515.44	9,626.61	27,334.81	28,092.65	36,965.32
V	Profit before exceptional items and Tax (III-IV)	6,058.82	5,268.89	5,086.06	18,731.12	14,732.29	20,265.38
VI	Exceptional items	-	-	-	-	-	-
VII	Profit Before Tax (V-VI)	6,058.82	5,268.89	5,086.06	18,731.12	14,732.29	20,265.38
VIII	Tax Expenses						
	(1) Current Tax	1,485.87	1,215.47	1,427.66	4,021.07	3,522.51	5,410.63
	(2) Deferred Tax	(186.48)	74.10	(27.47)	(39.25)	425.60	38.10
	Total Tax Expenses	1,299.39	1,289.57	1,400.19	3,981.82	3,948.11	5,448.73
IX	Net Profit for the period (VII-VIII)	4,759.43	3,979.32	3,685.87	14,749.30	10,784.18	14,816.65
X	Other Comprehensive Income/ (Loss) - Net of Income Tax						
	A. Items that will not be re-classified to profit or loss						
	i) Remeasurements of Defined Benefit Plan	(5.65)	(6.57)	(20.02)	(24.85)	16.87	(71.93)
XI	Total Comprehensive Income For The Period (IX+X)	4,753.78	3,972.75	3,665.85	14,724.45	10,801.05	14,744.72
XII	Paid up Equity Share Capital (Face value of shares of Rs 2/- each)	1,512.86	1,512.86	1,512.07	1,512.86	1,512.07	1,512.61
XIII	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year	-	-	-	-	-	41,691.88
XIV	Earnings Per Share (EPS) (Not annualised) based on face value Rs 2/- per Equity share						
	(a) Basic (in Rupees)	6.29	5.26	4.88	19.50	14.26	19.60
	(b) Diluted (in Rupees)	6.25	5.22	4.85	19.37	14.19	19.50



Notes :

- 1) This statement has been prepared in accordance with the Companies (Indian Accounting standards) Rules, 2015 ("Ind As") prescribed under Section 133 of the Companies Act, 2013 and other accounting pronouncement generally accepted in India, to the extent applicable.
- 2) The standalone financial results of the Company have been reviewed and recommended by the Audit Committee and have been approved by the Board of Directors of the Company at their respective meeting held on 5th February, 2020.
- 3) 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.
- 4) The Company operates exclusively in one reportable business segment i.e., "Pharmaceuticals formulations". There is no exceptional and/or extra ordinary item.
- 5) Effective April 01, 2019 the company has adopted Ind AS 116 "Leases" and applied the same to the lease contracts existing on April 01, 2019 using the modified retrospective approach. The effect of the adoption is not significant to the results for the period.
- 6) Revenue from operations is disclosed net of Goods and Service Tax
- 7) Other Income and Profits Before Tax for the Nine month ended 31st December 2019 includes Dividend of Rs. 1753.01 lacs as against Rs. 1648.03 lacs for the same period last year, received from our wholly owned subsidiary Caplin Point Far East Limited, Hong Kong.
- 8) Pursuant to the Business Transfer Agreement executed by the Company on 18th January, 2019, the regulated markets injectable business (including USFDA approved injectable plant and DSIR recognized R&D Units CP4 & CP5) have been transferred to the Company's wholly owned subsidiary company, Caplin Steriles Limited. Hence the results of the current quarter and nine months ended 31st December, 2019 are not comparable with the corresponding previous periods
- 9) Prior year / period figures are regrouped / rearranged wherever necessary.

Place: Chennai

Date: 5th February, 2020





CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

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Independent Auditor's 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 unaudited consolidated financial results ("the Statement") of CAPLIN POINT LABORATORIES LIMITED ("The Company") and its subsidiaries and joint venture listed below (collectively "the Group"), for the quarter ended 31st December 2019 and the consolidated year to date results for the period 1st April 2019 to 31st December 2019, 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 SEBI circular CIR/CFD/CMD1/44/2019 dated 29th March 2019 ("the Circular").
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, 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 specified under section 143(10) of the Companies Act, 2013 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 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 entities:

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
Subsidiary of Caplin Point Far East Limited	
1. Caplin Point El Salvador, S.A. DE C.V.	Subsidiary
2. Neo Ethicals S.A Nicaragua	Subsidiary
3. Drogueria Saimed S.A ., Honduras	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, the SEBI Circulars 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 5 subsidiaries and 1 Associate included in the consolidated unaudited financial results, whose interim financial statements / financial information / financial results reflect total revenues of Rs. 65.21 Crores and 159.84 Crores for the quarter and nine months ended December 31,2019 respectively, total net profit after tax of Rs. 21.1 Crores and 36.4 Crores for the quarter and nine months ended December 31,2019 respectively and total comprehensive income of Rs. 22.4 Crores and 42.2 Crores for the quarter and nine months ended December 31,2019 respectively 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: 5th February, 2020

For M/s CNGSN & ASSOCIATES LLP
CHARTERED ACCOUNTANTS

Firm Registration No: 004915S/S200036



K. Parthasarathy

K.Parthasarathy
Partner

Membership No. 018394

UDIN No. 20018394 AAAAAS4993



CNGSN & ASSOCIATES LLP

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Independent Auditor's Review Report on Standalone 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 standalone unaudited financial results ("the Statement") of CAPLIN POINT LABORATORIES LIMITED ("the Company") for the quarter ended 31st December 2019, and the year to date results for the period 1st April 2019 to 31st December 2019, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, read with SEBI circular CIR/CFD/CMD1/44/2019 dated 29th March 2019 ("the Circular").
2. The Statement, which is the responsibility of the Company's Management and approved by the Company'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 ('the Act'), 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. 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 the Standards on Auditing specified under Section 143(10) of the Act, 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. 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 the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Act, the SEBI Circulars, 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.

Place: Chennai
Date: 5th February, 2020

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



K. Parthasarathy
K. Parthasarathy
Partner

Membership No. 018394

UDIN No. 20018394AAA AAT5882

PRESS RELEASE

Annual Revenue of FY18-19 achieved in 9M of FY19-20

- Q3 FY20 Consolidated Revenue growth at 43%, EBITDA up 19%, PAT up 29%
- 3x Capacity expansion completed at injectable plant for US market.
- Coronavirus situation at China has no impact on company's operations.

Chennai, February 5, 2020: Caplin Point Laboratories Limited (BSE: CAPPL (524742), NSE: CAPLIPOINT) today reported its financial results for the Quarter ended December 31, 2019

Key Financial Highlights-Consolidated (Rs. in Cr)

Details	Q3 FY 20	Q3 FY 19	Growth%	Q2 FY 20	9M FY 20	9M FY 19	Growth %
Gross Revenue	238.6	166.8	43%	234.1	669.7	477.7	40%
EBITDA	78.1	65.5	19%	78.0	228.0	182.9	25%
EBITDA%	33%	39%		33%	34%	38%	
PBT	69.6	59.8	16%	70.5	204.6	166.2	23%
PBT%	29%	36%		33%	31%	35%	
PAT	58.9	45.8	29%	57.3	166.2	126.7	31%
PAT%	25%	27%		24%	25%	27%	

Key Financial Highlights-Standalone (Rs. in Cr)*

Details	Q3 FY 20	Q3 FY 19	Growth%	Q2 FY 20	9M FY 20	9M FY 19	Growth %
Gross Revenue	162.6	147.1	11%	137.8	460.7	428.2	8%
EBITDA	65.9	56.5	17%	57.1	201.4	164.1	23%
EBITDA%	41%	38%		41%	44%	38%	
PBT	60.6	50.9	19%	52.7	187.3	147.3	27%
PBT%	37%	35%		38%	41%	34%	
PAT	47.6	36.9	29%	39.8	147.5	107.8	37%
PAT%	29%	25%		29%	32%	25%	

*Pursuant to the BTA executed by the Company on 18th January, 2019, the regulated markets injectable business (including USFDA approved injectable plant and DSIR recognized R&D Units CP4 & CP5) have been transferred to its wholly owned subsidiary company, namely Caplin Steriles Limited by way of a Slump Sale. Hence, the standalone results for the Quarter and Nine months ended 31st Dec 2019 is not comparable with the corresponding previous periods

Key Performance Highlights:**Financial (consolidated) for Q3 FY20:**

- ✓ Top line growth of 43% at Rs. 238.6 Cr in Q3 FY 20 Vs Rs. 166.8 Cr last year
- ✓ EBITDA grew by 19% to Rs. 78.1 Cr in Q3 FY 20 Vs Rs. 65.5 Cr last year
- ✓ PAT growth of 29% at Rs. 58.9 Cr in Q3 FY20 Vs Rs. 45.8 Cr last year
- ✓ EPS for the quarter grew by 28% to Rs. 7.74 in Q3 FY 20 Vs Rs. 6.06 last year (not annualized)

Financial (consolidated) for 9M FY20:

- ✓ Top line growth of 40% at Rs. 669.7 Cr for 9M FY20 Vs Rs. 477.7 Cr in 9M FY19
- ✓ EBITDA grew by 25 % to Rs. 228 Cr in 9M FY 20 Vs Rs. 182.9 Cr last year
- ✓ Despite Increase in Opex by INR 54.4 Cr (including depreciation) in 9M FY 20 vs LY, company's EBIDTA and PAT continues to remain strong. Increase in Opex attributed to:
 - Increase in R&D Spend by more than 100% in 9M FY20 due to new units such as CRO at Mahindra World City near Chennai, API R&D (Emerging markets) at Hyderabad, API R&D (US market) and Complex Injectables R&D (US market) at Chennai.
 - Increase of over 25% in manpower strength, from 1027 in Dec'18 to 1290 in Dec'19, with R&D manpower showing significant growth, including 25 Doctorates on current rolls.
 - 9M FY20 includes the enhanced Facility Fee and GUDFA Fee paid to USFDA, on account of Caplin Steriles becoming own ANDA holder during the year as compared to a CMO last year.
- ✓ PAT growth of 31% at Rs. 166.2 Cr in 9M FY20 Vs Rs. 126.7 Cr LY
- ✓ EPS for the Nine months grew by 31% to Rs. 21.96 Vs Rs. 16.77 (not annualized)
- ✓ **Debt-free Company, having Cash & Cash equivalents (including liquid investments) of around Rs.200 Cr as at 31st Dec 2019**

Business Highlights**Emerging Markets**

- ✓ Branded generic business in current markets and Institutional business in new South American markets showing robust growth and sustainable margins.
- ✓ **Company's proprietary healthcare portal '10-X' helps drive high margin B2B and retail sales in Central America.**





- ✓ Clinical studies for in-house products commenced at CRO wing of Caplin, after successful DCGI inspection. ISP Chile inspection triggered, US FDA and EU inspection triggers to be applied shortly.
- ✓ API R&D setup at Hyderabad (CP-6) working on captive manufacturing of high volume API, targeting significant reduction in input material costs for fast moving products.
- ✓ Subsidiaries acquired/set up in LatAm helps Company with significant control on marketing, distribution and overall supply chain.
- ✓ **Coronavirus situation in China has no impact on operations, as Company's main suppliers in Shijiazhuang have continued production without stoppage.**

US & Regulated Markets

- ✓ **Capacity expansion (increase of 3x) completed at injectable plant for US. Batches to be taken on new lines by Q1-2020/21.**
- ✓ First Ophthalmic ANDA filed in Q3-2019/20.
- ✓ 4 out of 6 approved ANDAs launched in the US, with the next 2 to be launched in Mar and May.
- ✓ **Total addressable market size of Caplin's ANDAs approved and under approval - US\$ 475 million.**
- ✓ **Company working on pipeline of 15 ANDAs to be filed within the next 18 months, with addressable market size of: US\$ 1.81 Billion.**
- ✓ 7 products in Company's 2020 pipeline under FDA's drug shortage list.
- ✓ **Caplin's API division completes lab scale batches for 12 products. Targeting filing 10 DMFs by mid-2021, all captive.**
- ✓ API entry to ensure Compliance, Cost and Continuity of supply – 3 main drivers of continued revenues from Regulated markets.

About Caplin Point Laboratories Limited:

Caplin Point Laboratories Limited is a fast growing pharmaceutical company with a unique business model catering predominantly to emerging markets of Latin America and Africa. Caplin Point Laboratories Limited has state of the art manufacturing facilities that cater to a complete range of finished dosage forms. The Company has also entered regulated markets such as US through its Wholly Owned Subsidiary Caplin Steriles Limited.





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

CAUTIONARY STATEMENT:

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

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