



**Caplin Point**  
Laboratories Limited

**Caplin Point Laboratories Ltd.**

# Investor Presentation August 2021

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



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.

No part of this presentation may be reproduced, quoted or circulated without prior written approval from Caplin Point Laboratories Ltd.

# Content

1 Q1FY22 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin



Headquarter, Chennai



# Content

## 1 Q1FY22 Highlights

- 1.1 Q1FY22 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

- Q1 revenue matches full year revenue of FY 2015/16
- Cash and Cash Surplus at Rs. 522 Cr for Q1FY22 - increase of Rs 52 Cr over March 2021 balance.
- Cash flow from Operations (CFO) stood at Rs. 75 Cr in Q1FY22
- Receivables stable at around 95 days in Q1FY22
- Inventory stood at Rs. 193 Cr for Q1FY22 as against Rs. 179 Cr in Q4FY21.
- Geographical breakup of sales: LATAM & ROW - 91%, US - 9%

## Emerging Markets Business Highlights

- Company continues strong growth momentum across top line and bottom line in core Latin American business.
- Foraying into Indian market with selected niche injectables products.
- Current breakup of sales: Private Market sales to Distributors – 60%; Sales to Pharmacies/Retail – 20%; Institutional Sales – 20%. Higher institutional sales are on account of emergency tenders for COVID related products.
- Company has started supplying niche Injectables to Mexico and Brazil, on emergency procurement tenders.
- Company's CRO wing Amaris Clinical received confirmation of virtual US FDA audit.
- Monthly sales through company's e-commerce platform 'QuetenX', part of 10X Healthcare portal, increase 39% YoY. Currently catering to around 1,000+ unique customers across Guatemala, Nicaragua, Honduras and Ecuador.

## US Business Highlights

- Company has launched 4 products from recently approved ANDAs in the last few months. Launch pending for 4 more ANDAs, which is targeted before Dec 2021.
- Market share for already launched products is in the range of 7-12%.
- Company targets to file 8 ANDAs within next three quarters which will have equal mix of Injectable and Ophthalmic products.
- First orders received from Mexico and Saudi Arabia for Caplin Steriles, approvals for these products fast-tracked due to products being commercialized in US.
- First 3 product filings in Canada (ANDS) targeted for Q3, these are approved ANDAs in US. On track to file 2 products in Australia by Q3FY22.
- Company targets US front end presence in 2023, by which time 30+ ANDAs are likely to be approved/under review.

Caplin is venturing on a Capex journey of INR ~300-350 cr. to expand existing capacities, widen its product portfolio and backward integrate majority of the products

## Capacity expansion and Maintenance Capex

- ▶ Pre-Mix Injectable Bag line ready for installation with Filing Batches planned in Jan 2022
- ▶ 2 Vial filling lines from Syntegon (Bosch) ordered, expecting delivery within 12 months.
- ▶ Pre-Filled Syringe line from Steriline ordered, expecting delivery within 10-12 months.
- ▶ Lyophilizer from Tofflon ordered, expecting delivery within 9-12 months.
- ▶ Expecting Phase 2 expansion to be completed within 12-14 months.
- ▶ Annual maintenance for the Pondicherry plant

~ INR 150 cr

## Oncology

- ▶ Company has already acquired Land with 4 Civil buildings in place, in Chennai, which will be developed into dedicated Oncology products plant
- ▶ Design and detail engineering completed. Process equipment ordering completed. Design drawing and detail engineering completed. 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.

~ 100 cr

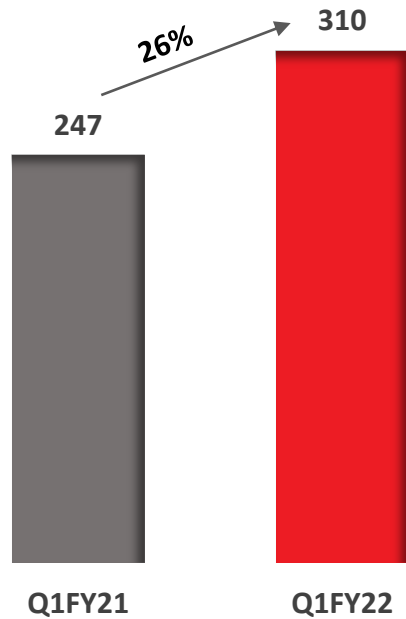
## Backward Integration

- ▶ Company targets being backward integrated with own APIs for 70% of all filings in US by 2024, a critical differentiator for Generic Injectables
- ▶ Construction to start immediately on own API plant, for which land acquisition of 18.67 acres has been completed.
- ▶ Design Drawing and Detail Engineering completed. Process equipment orders to commence shortly. Tendering for Civil and Mechanical work ongoing.
- ▶ 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.

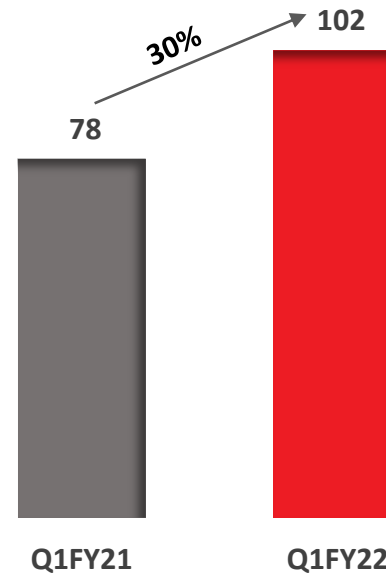
~ INR 100 cr

# Robust quarterly revenue growth coupled with stable margins

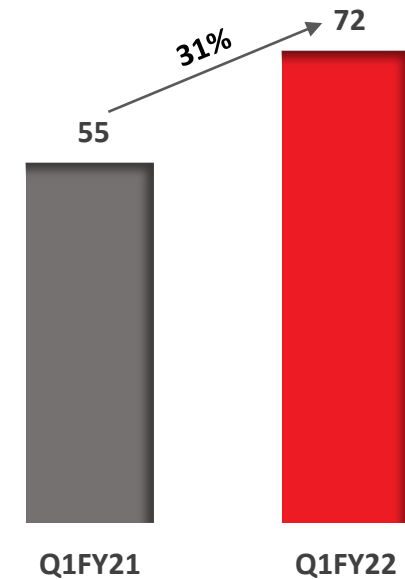
Total Revenue (INR Cr)



EBITDA (INR Cr)



PAT (INR Cr)



# P&L for the Quarter – Consolidated

| Value (INR Cr)   | Q1 FY22       | Q1 FY21       | YoY (%)      | Q4 FY21       | QoQ (%)      |
|--|---------------|---------------|--------------|---------------|--------------|
| <b>Revenue from Operation</b>                          | 300.44        | 240.08        | 25.1%        | 278.71        | 7.8%         |
| Other Income   | 9.21          | 6.49          |              | 9.46          |              |
| <b>Total Revenue</b>                                   | <b>309.65</b> | <b>246.57</b> | <b>25.6%</b> | <b>288.17</b> | <b>7.5%</b>  |
| Cost of Goods sold                                     | 135.96        | 108.80        | 25.0%        | 118.68        | 14.6%        |
| <b>Gross Profit</b>                                    | <b>164.48</b> | <b>131.28</b> | <b>25.3%</b> | <b>160.03</b> | <b>2.8%</b>  |
| <b>Gross Profit Margin (on Revenue from operation)</b> | <b>54.7%</b>  | <b>54.7%</b>  |              | <b>57.4%</b>  |              |
| Employee Benefit Expenses                              | 26.71         | 25.87         | 3.2%         | 25.87         | 3.2%         |
| Research and Development expenses                      | 13.14         | 11.22         | 17.1%        | 13.34         | -1.5%        |
| Other operating expenses                               | 32.02         | 22.59         | 41.8%        | 35.13         | -8.8%        |
| <b>Total expenditure</b>                               | <b>71.87</b>  | <b>59.68</b>  | <b>20.4%</b> | <b>74.34</b>  | <b>-3.3%</b> |
| <b>EBITDA</b>  | <b>101.82</b> | <b>78.09</b>  | <b>30.4%</b> | <b>95.15</b>  | <b>7.0%</b>  |
| <b>EBITDA Margin</b>                                   | <b>32.9%</b>  | <b>31.7%</b>  |              | <b>33.0%</b>  |              |
| Depreciation and Amortisation                          | 12.03         | 8.96          | 34.3%        | 9.86          | 22.0%        |
| <b>EBIT</b>  | <b>89.79</b>  | <b>69.13</b>  | <b>29.9%</b> | <b>85.29</b>  | <b>5.3%</b>  |
| <i>EBIT Margin</i>                                     | <i>29.0%</i>  | <i>28.0%</i>  |              | <i>29.6%</i>  |              |
| <i>Finance Cost</i>                                    | <i>0.27</i>   | <i>0.51</i>   |              | <i>0.32</i>   |              |
| <b>Profit Before Tax</b>                               | <b>89.52</b>  | <b>68.62</b>  | <b>30.4%</b> | <b>84.97</b>  | <b>5.3%</b>  |
| <i>PBT Margin</i>                                      | <i>28.9%</i>  | <i>27.8%</i>  |              | <i>29.5%</i>  |              |
| Tax  | 17.99         | 14.07         |              | 17.05         | 5.5%         |
| <b>Profit after Tax</b>                                | <b>71.53</b>  | <b>54.55</b>  | <b>31.1%</b> | <b>67.92</b>  | <b>5.3%</b>  |
| <b>PAT Margin</b>                                      | <b>23.1%</b>  | <b>22.1%</b>  |              | <b>23.6%</b>  |              |



# Content

## 1 Q1FY22 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

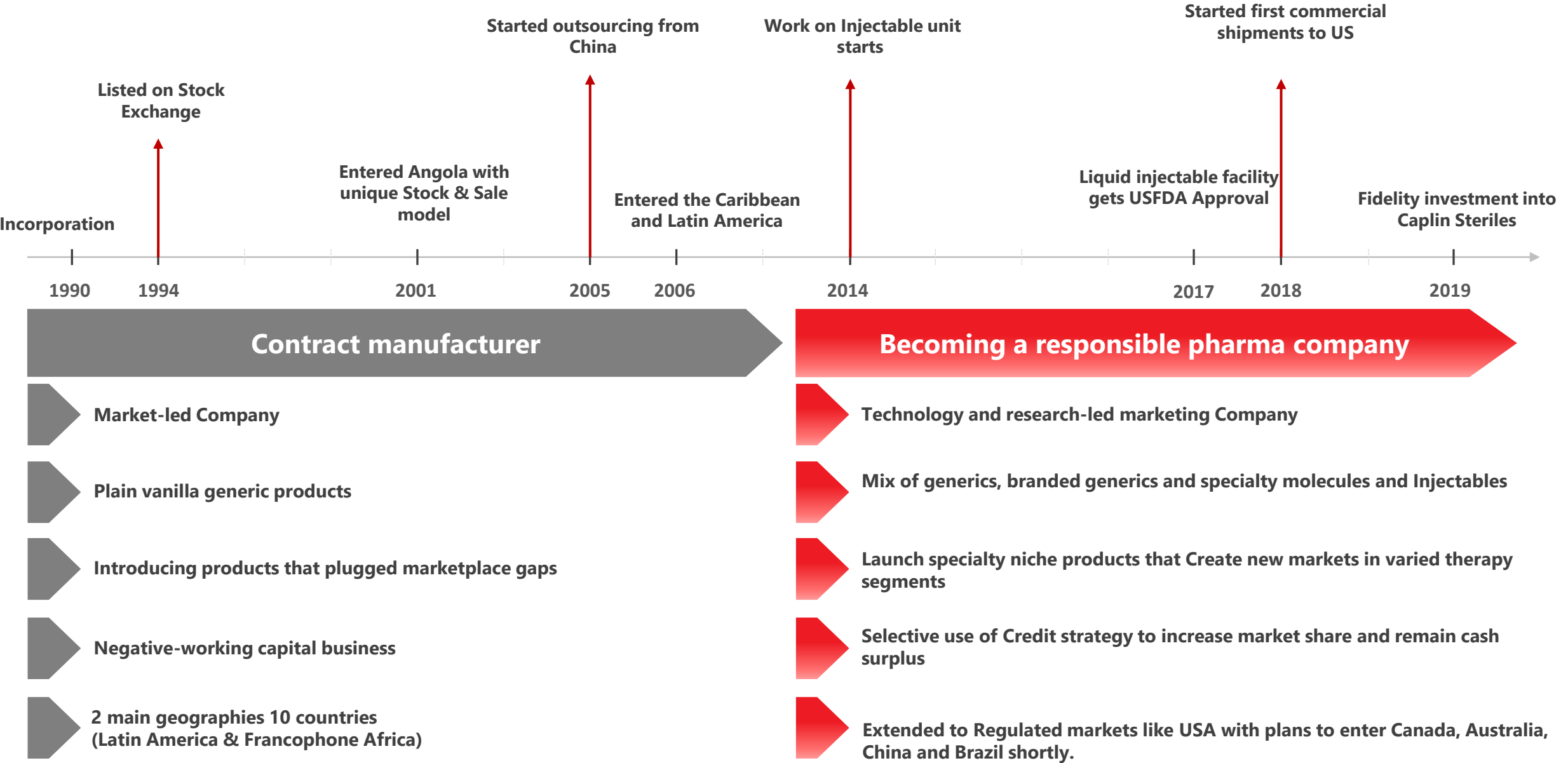
## 3 Growth engines of Caplin

## 4 More about Caplin

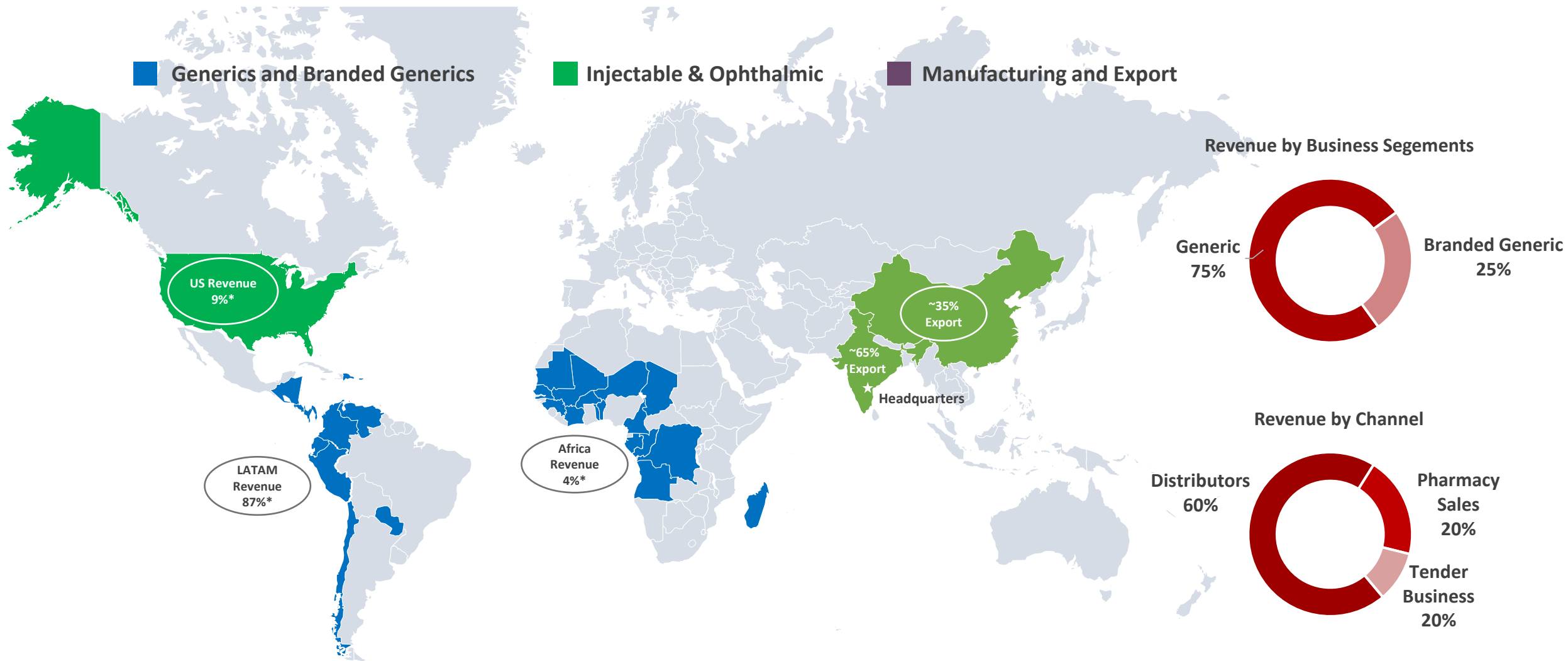


CP-IV plant at Gummidipoondi, Chennai

# Transformation across the decades



# Our core business – Tapping the untapped markets

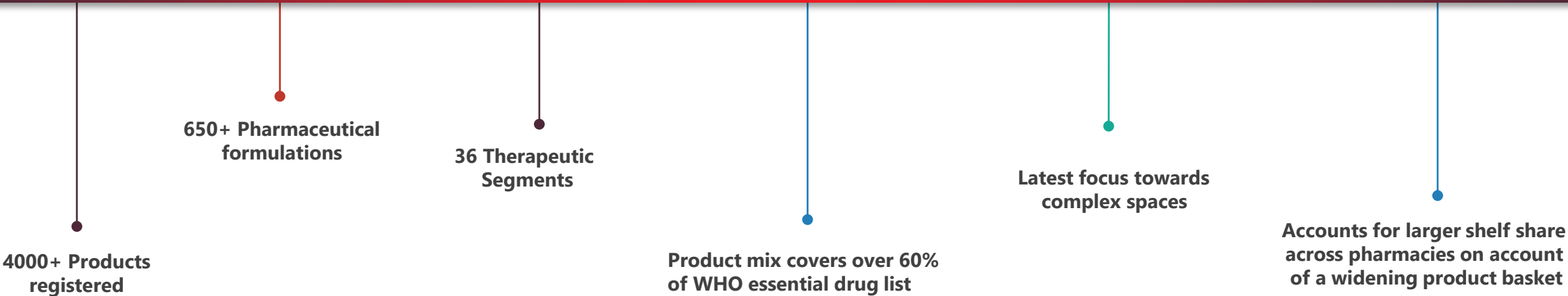


Caplin covers wide spectrum of pharmaceutical formulations and Therapeutic Segments across the 23 countries with a net revenue of INR 1,085 Cr in FY21

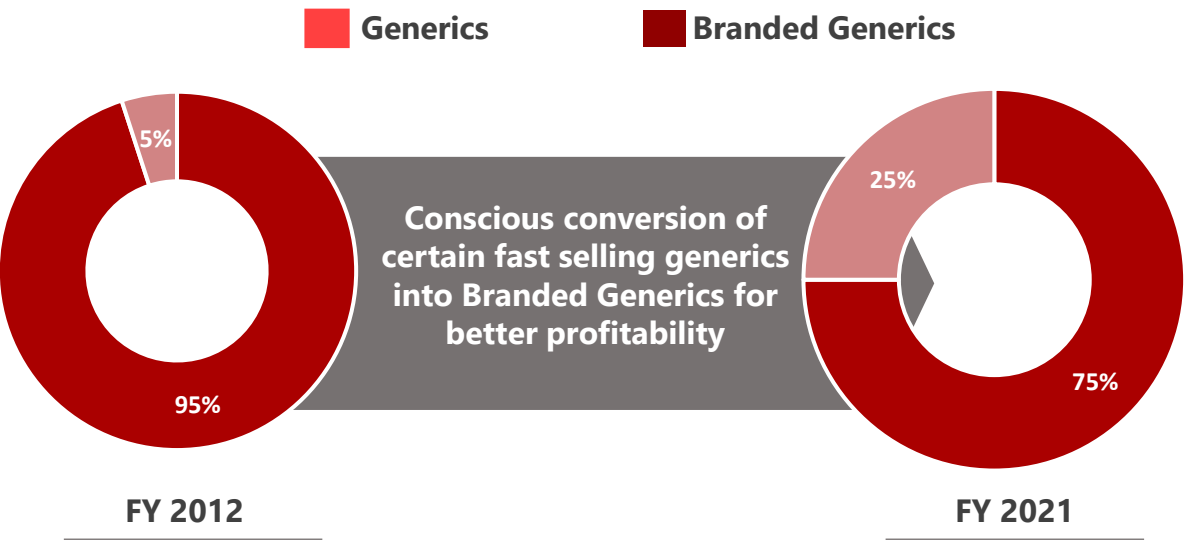
\* Region wise net revenue split for FY21

# Diversified Product Portfolio with a changing product mix

## 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

Exports

45% of the products produced inhouse

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

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

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

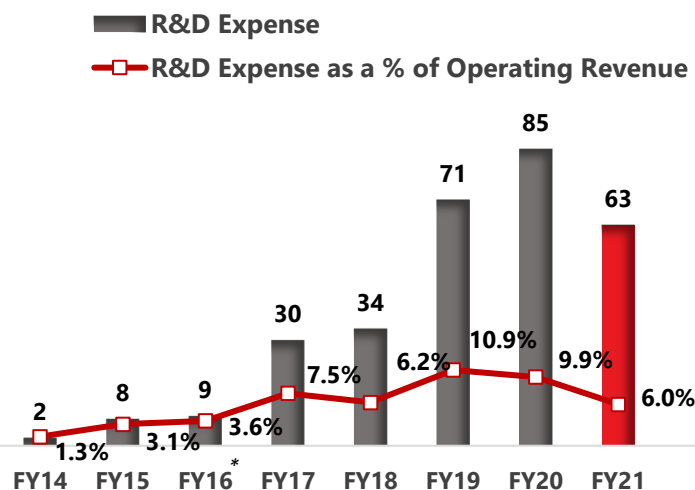
## Expensing R&D

Caplin expenses all R&D expenditure. Total R&D Spends (Capex + Opex) is 25% of FY21 PAT

## API

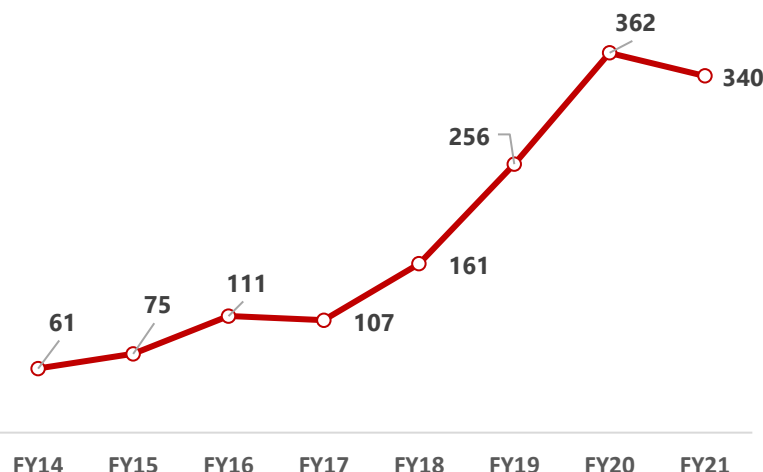
Completed R&D for 22 APIs to be used for backward integration in US and Emerging markets. On track for the DMF filing

## R&D expense – Capex + Opex (INR cr)

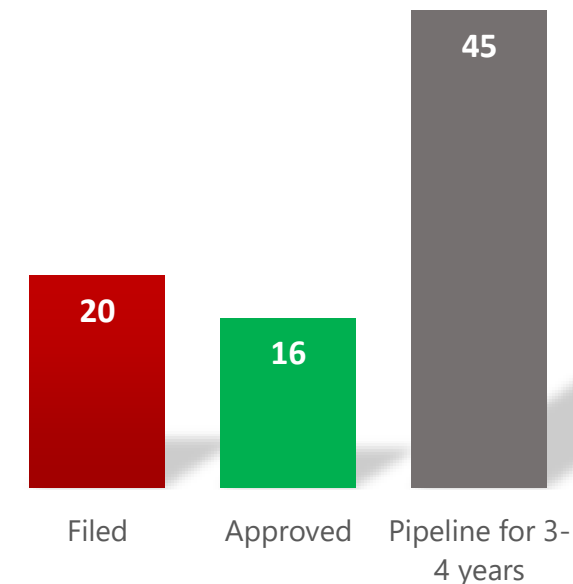


\*FY16 data for 9 months due to change in fiscal year of the company

## R&D Team at Caplin (Nos)



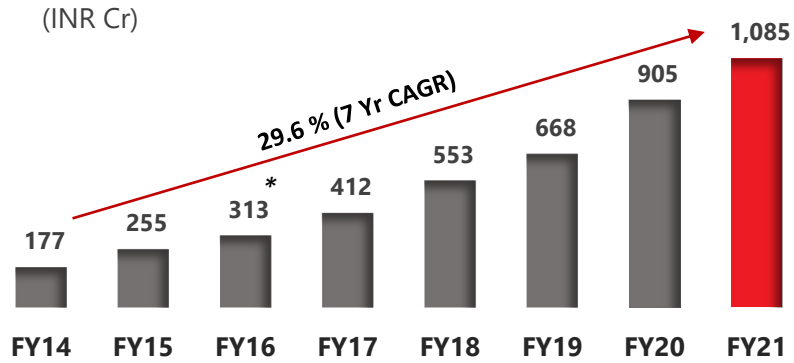
## ANDA Pipeline



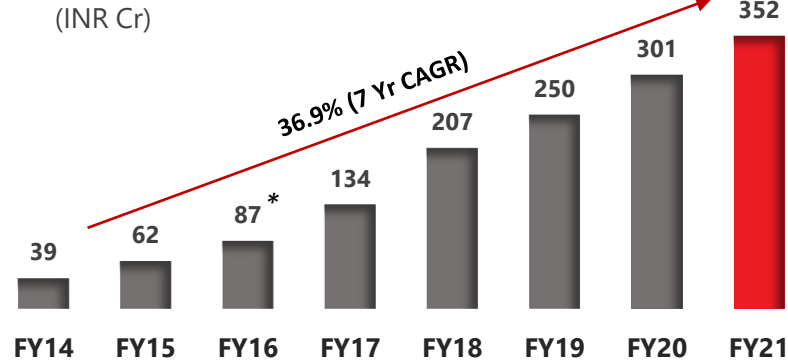
Caplin ranks #1 in India across all industries, for R&D spend as a percentage of Revenue on average in the past 5 years.\*

# Delivered Robust Profitable Growth & Returns over the years

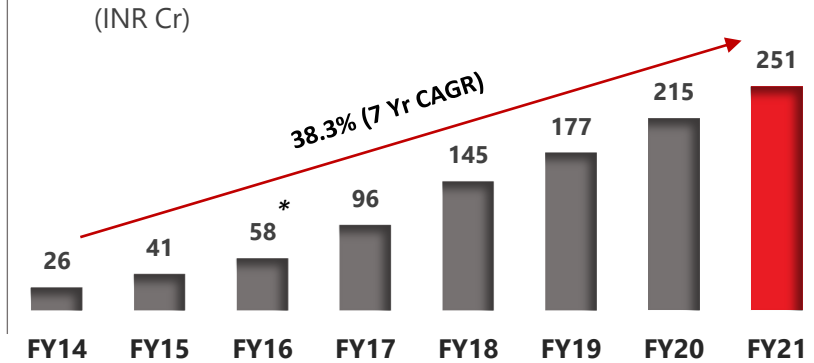
## Total Revenue



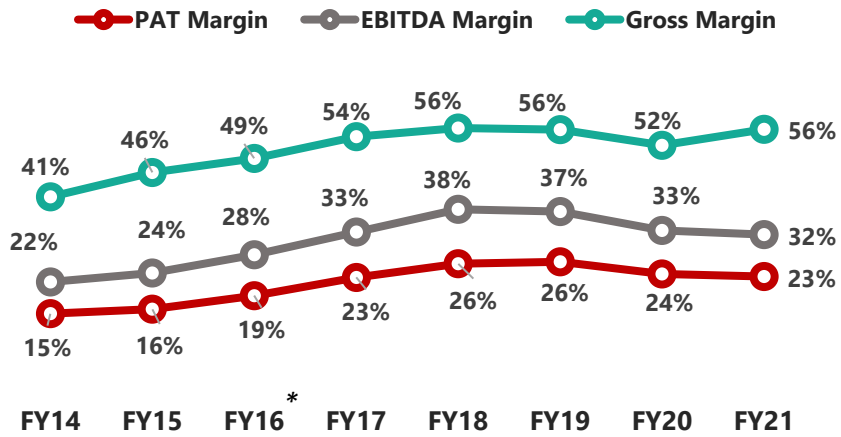
## EBITDA



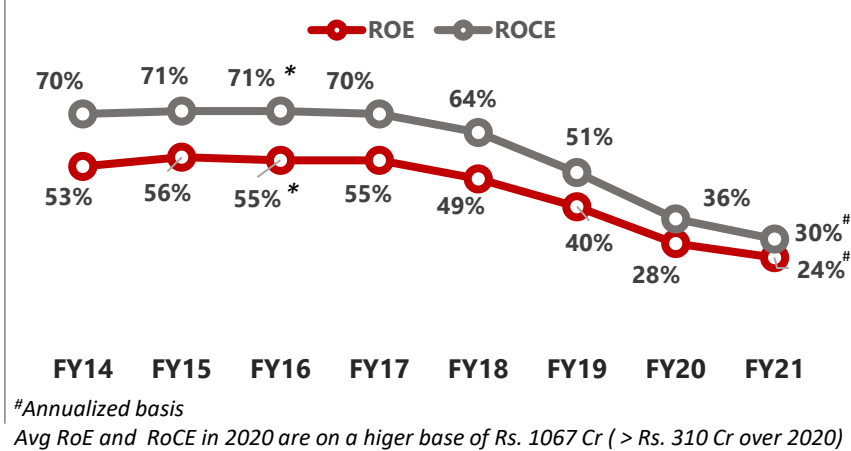
## PAT



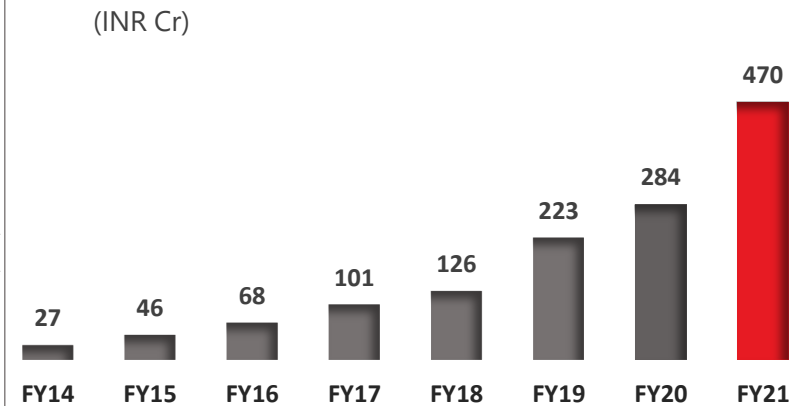
## Robust Margins



## Consistently delivered strong returns



## 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

# Content

1 Q1FY22 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 net 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 as well as enter the bigger LATAM markets of Mexico and Brazil in the near to medium term horizon

## Overview

### LATAM

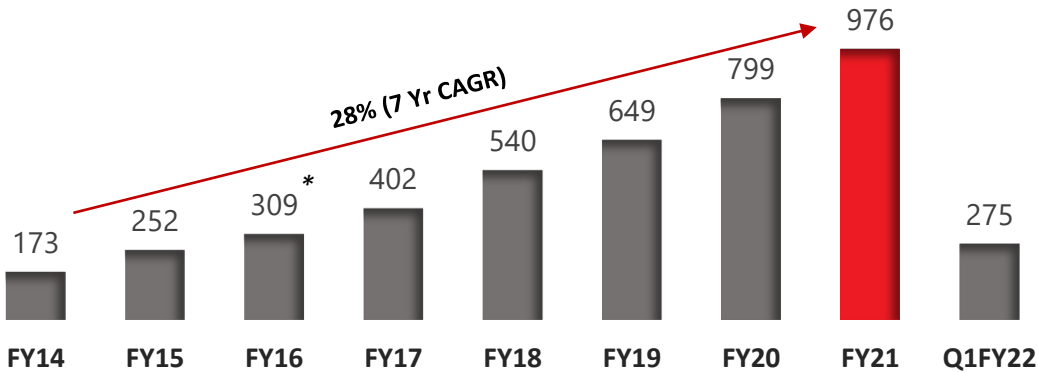
- **No. 1 Indian player in Central America**
- Increased its LATAM footprint from **two countries to 12 countries within a decade**
- Entry into Pharmacy sales through **Healthcare portal**, for higher margins and offtake

### 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 900+ unique B2B customers in Latin America

## Strategy

### End to end business model

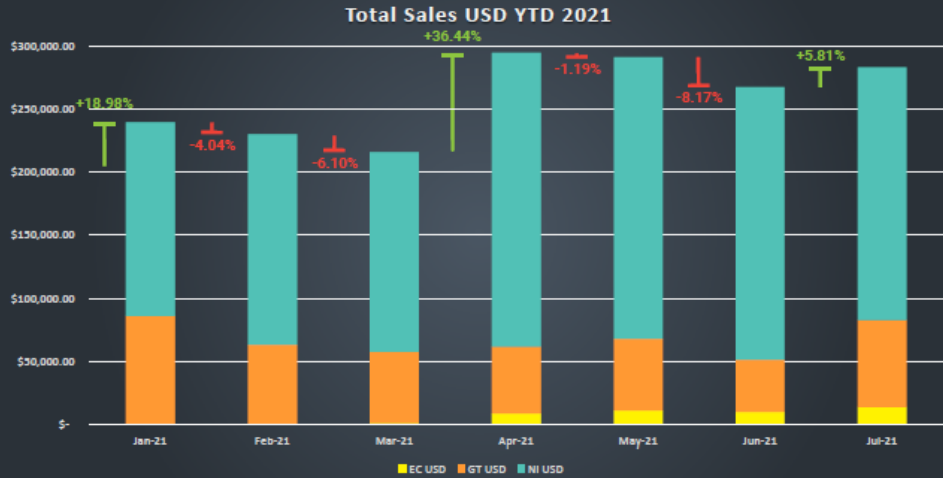
- ✓ Acquisition of distributors in LATAM region creates an end-to-end business model

### Bottom of the Pyramid

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

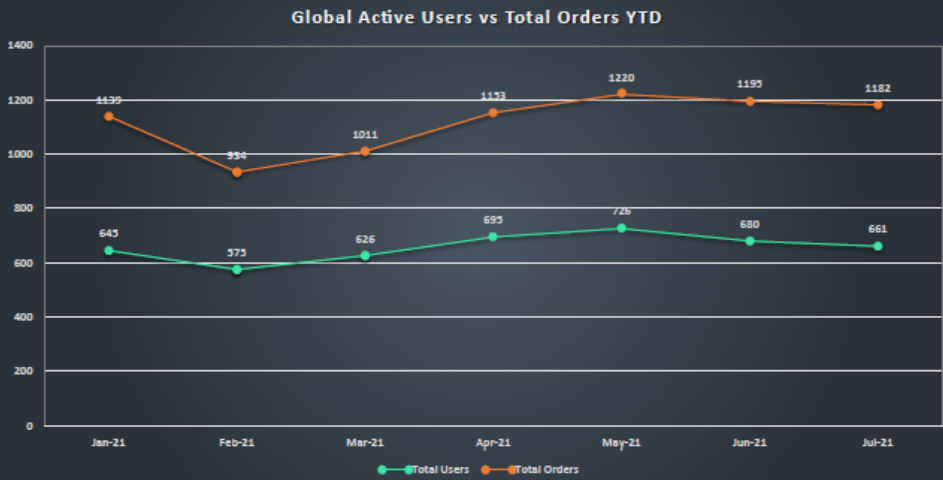
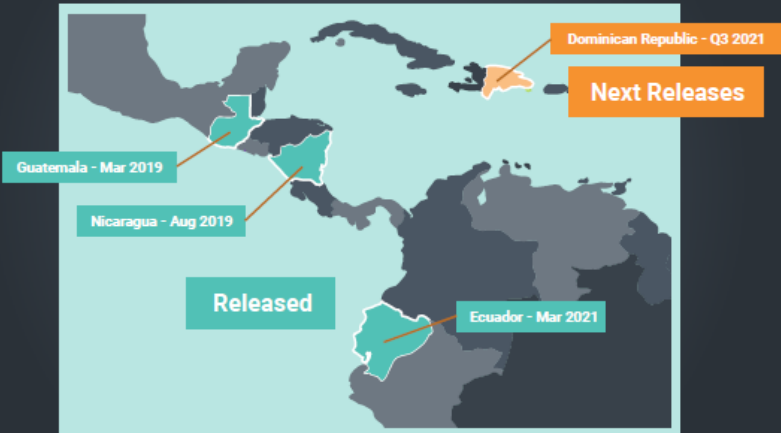


Quéténx B2B E-Commerce Sales  
2021



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

E-Commerce Pipeline - LATIN AMERICA



Highlights JAN-JUL 2021



## 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 12 products in total in the US**, through partners such as Fresenius Kabi, Baxter, Sagent, Xellia, Meitheal and others.
- Signed new agreements for registration of products in Canada, Australia and Brazil. Revenues expected from these markets in next 18 – 24 months

## 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 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

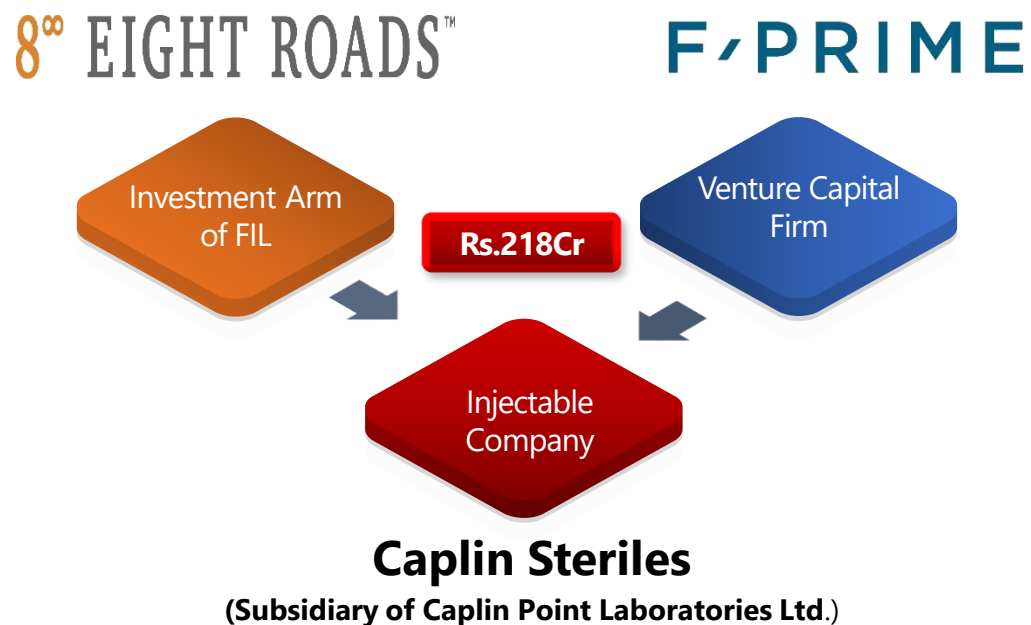
### Strategic Partner

- ✓ 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 and expected to be completed by Q4FY22
- ✓ **Expansion into Pre-Mix Bags, Lyophilized Vials and Pre-Filled Syringes soon**

## Transaction Structure



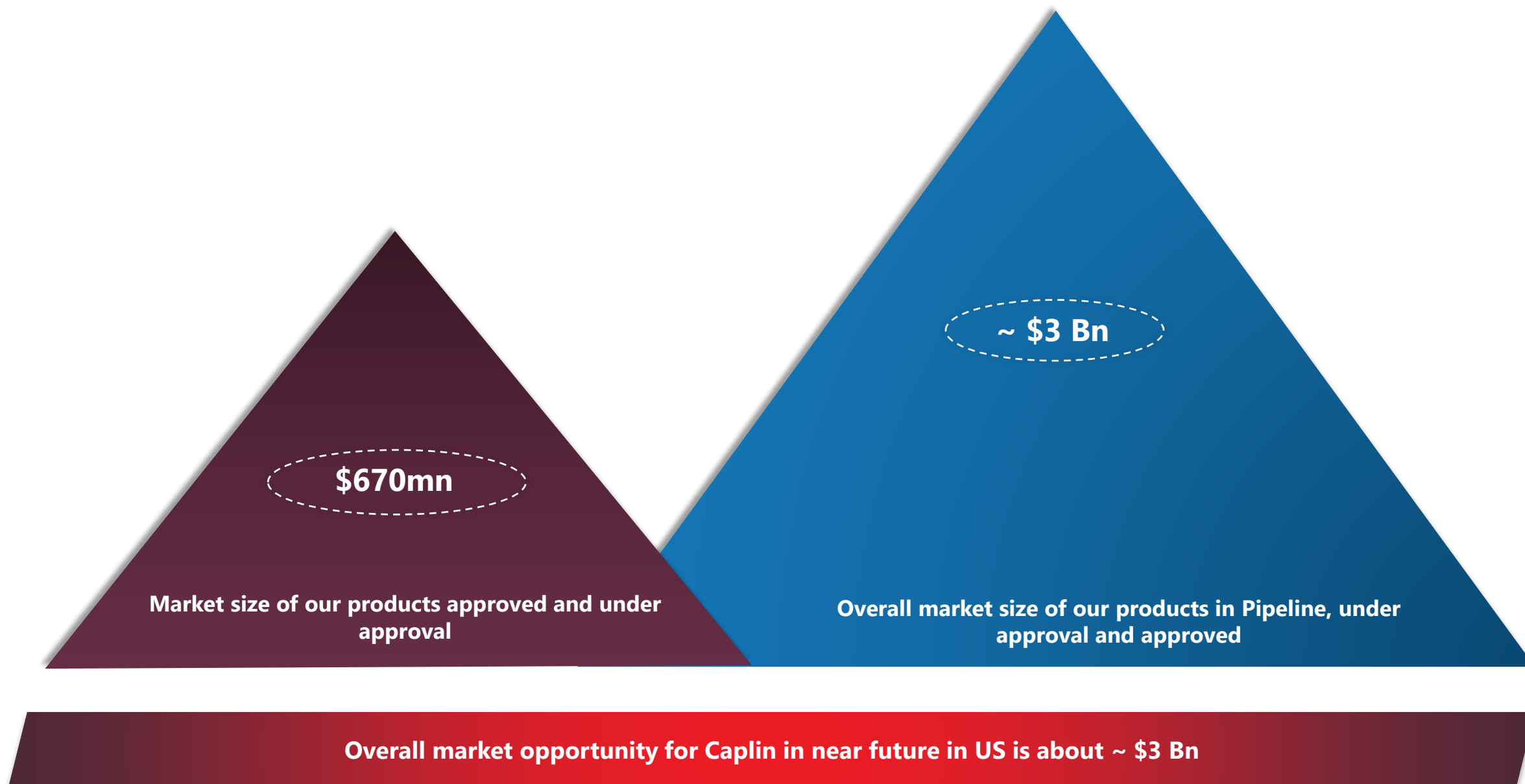
## Transaction Details

### 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 **20 ANDAs** on its own and through partners with the **US FDA**, with **16 approvals till date**.



### 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%. Targeting self-sufficiency for 5 critically important APIs by end of fiscal year

4

#### Setting up of CRO

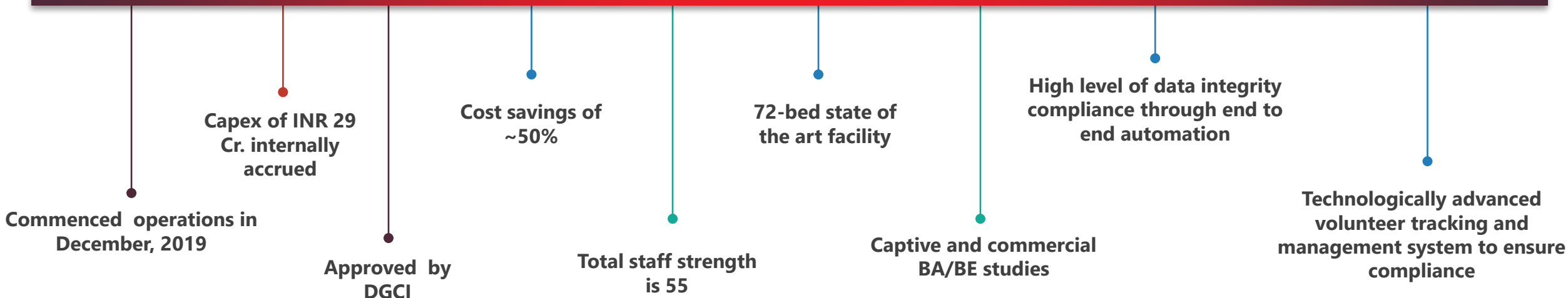
- CRO wing of Caplin Point will cover BE/BA studies for captive consumption, before scaling up as a commercial CRO
- Target markets are China, US, EU and LATAM
- **US FDA virtual audit announced, as 2 ANDAs filed through partner with BA /BE studies done from this site.**

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



## Regulatory clearance targeted



Received confirmation of virtual US FDA audit.



## State of the Art Technology

### Andrew Alliance - Auto Pipetting System



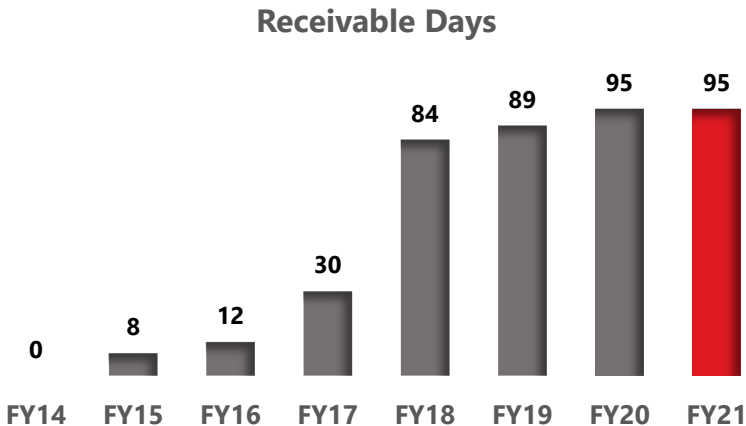
The pipetting robot. This liquid handling robot ensures fully traceable and reproducible experiments by automation of complete laboratory workflows – using conventional pipettes and labware

### Hamilton Automated Sample Access Manager (Sam HD)

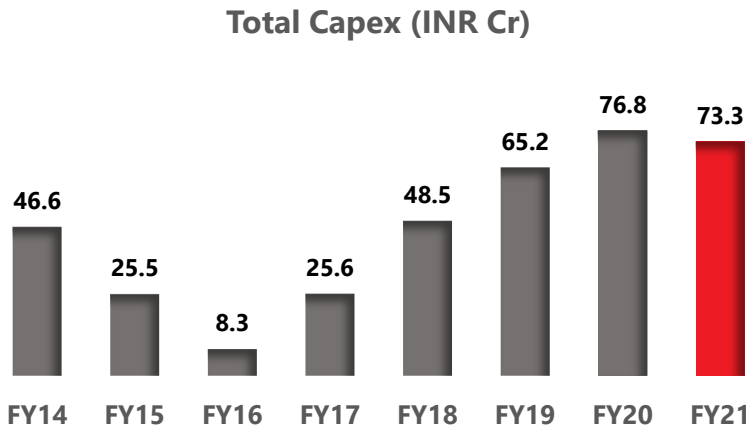


- ✓ A first of its kind in India, SAM HD is a completely automated sample management system ensuring high integrity and speed of processing
- ✓ Amaris Clinical is the first CRO in India to have this Automated Storage System

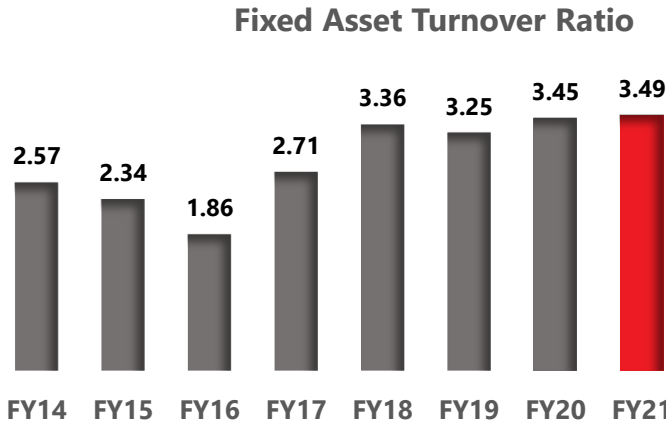
Caplin’s strong balance sheet acts as a anchor for it’s vision of perceiving an ‘Invisible opportunity’



Stable Receivables over the recent period



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



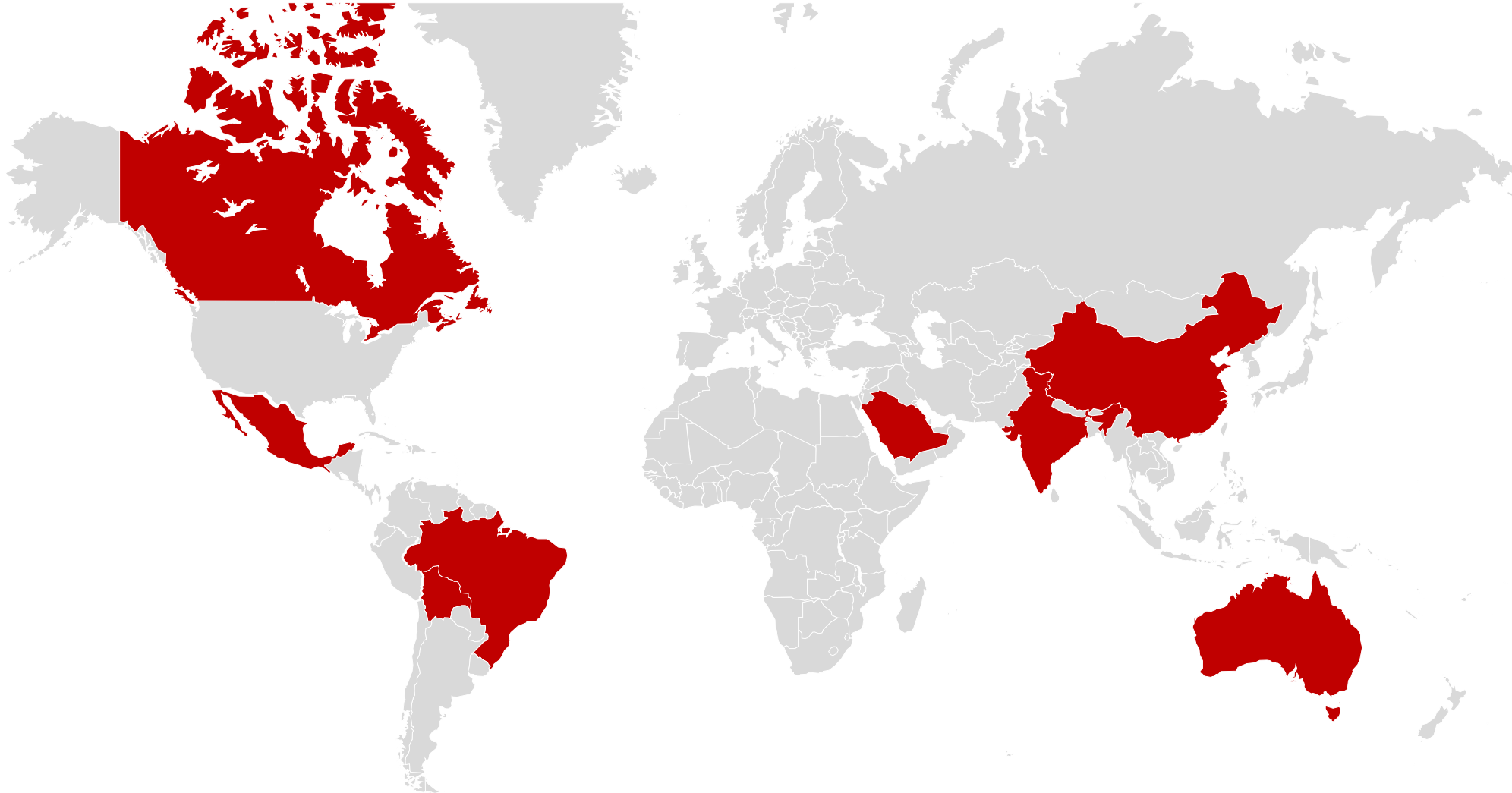
Company has maintained optimal asset turnover ratio over the years

Caplin 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 and larger markets of Latin America**

# Content

1 Q1FY22 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

# Experienced and Visionary Board of Directors



**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 Board of Directors (cont'd)



**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*

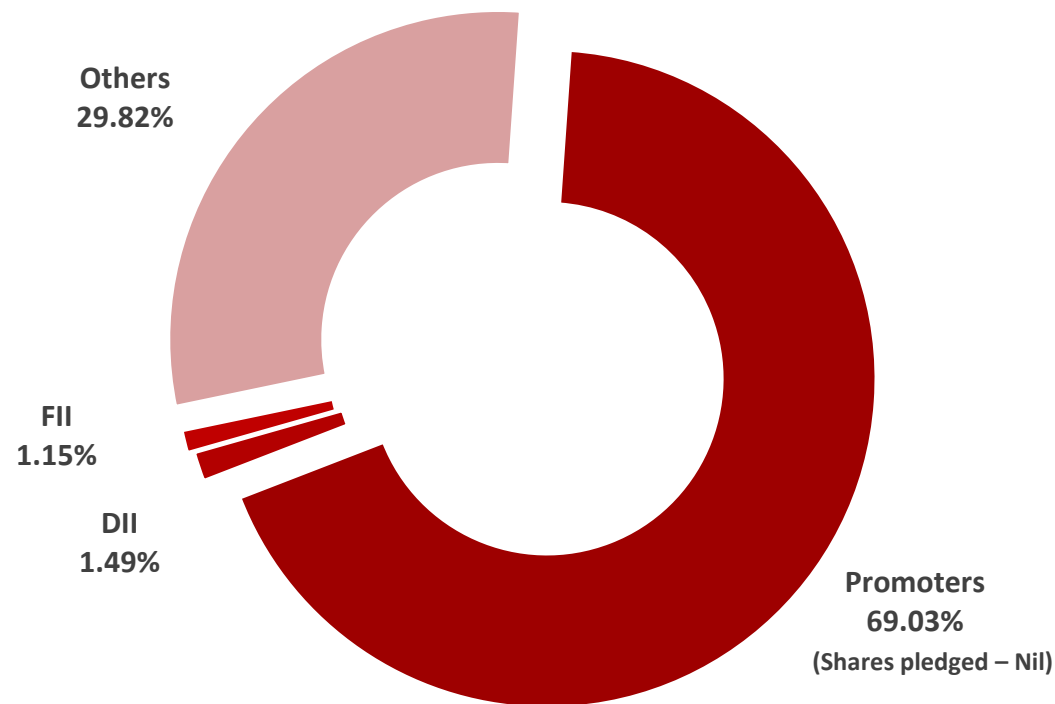
- ✓ 50+ years experience in the field of finance, HR, management & industrial relations
- ✓ Post Graduate in Commerce



**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 30<sup>th</sup> June 2021



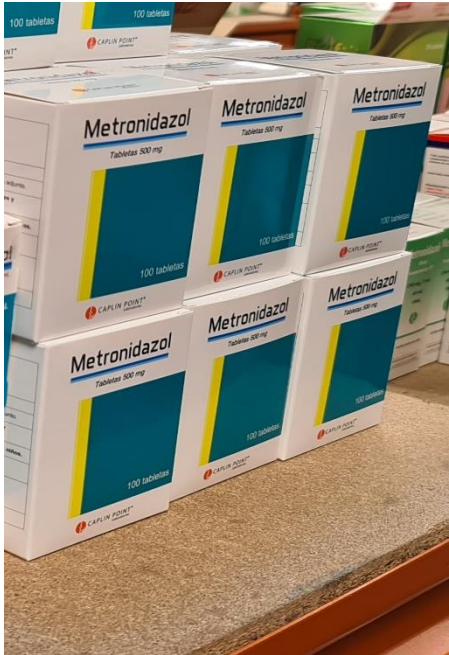
Share Information (as on 30<sup>th</sup> June 2021)

|                                  |                 |
|----------------------------------|-----------------|
| NSE Ticker                       | CAPLIPOINT      |
| BSE Ticker                       | 524742          |
| Market Cap (INR Cr)              | 5,046           |
| % free-float                     | 30.97%          |
| Free-float market cap (INR Cr)   | 1,563           |
| Total Debt (INR Cr)              | 14              |
| Cash & Cash Equivalents (INR Cr) | 522             |
| Shares Outstanding               | 7,56,42,750     |
| 3M ADTV (Shares)*                | 4,67,911        |
| 3M ADTV (INR cr)*                | 26.81           |
| Industry                         | Pharmaceuticals |

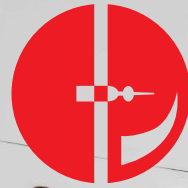
\*Source: NSE



# Our Products







# Caplin Point Laboratories Limited

## Investor Relations at Caplin

Dinesh RG  
investors@caplinpoint.net

**Christensen Advisory**  
Rahul Thakur  
rthakur@christensenir.com

**BSE**

524742

 **NSE CAPLINPOINT**

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

©2018, Caplin Point Laboratories Limited – All Rights Reserved.

© 2018 Caplin Point Laboratories Limited, All Rights Reserved.

“Caplin Point” and The Caplin Point Logo are trademarks of Caplin Point Laboratories Limited. In addition to Company data, data from market research agencies, Stock Exchanges and industry publications has been used for this presentation. This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.