



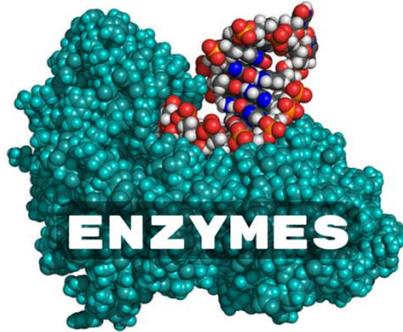
Where ENZYME is life



Earnings Presentation Q3FY18



This information may contain certain forward-looking statements/details in the current scenario, which is extremely dynamic and increasingly fraught with risks and uncertainties. Actual results, performances, achievements or sequence of events may be materially different from the views expressed herein. Investors/shareholders/public are hence cautioned not to place undue reliance on these statements/details, and are advised to conduct their own investigation and analysis of the information contained or referred to in this section before taking any action with regard to their own specific objectives. Further, the discussion following here in reflects the perceptions on major issues as on date and the opinions expressed here are subject to change without notice. The Company under takes no obligation to publicly update or revise any of the opinions or forward-looking statements expressed in this section, consequent to new information, future events or otherwise.



What are enzymes?

Enzymes are natural protein molecules that act as catalysts within living cells, produced by all living organisms. Function as specialized catalysts and accelerate the pace of biochemical reactions.

Advanced uses enzymes to replace chemicals in, and improve efficiency of, a wide variety of industrial processes for its customers.

Company Overview



Advanced Enzymes is a research driven company with global leadership in the manufacturing of enzymes. We are committed to providing eco-safe solutions to a wide variety of industries like human health care and nutrition, animal nutrition, baking, fruit & vegetable processing, brewing & malting, grain processing, protein modification, dairy processing, speciality applications, textile processing and others. Our aim is to replace traditionally used chemicals with eco-friendly enzymatic solutions.

Mission

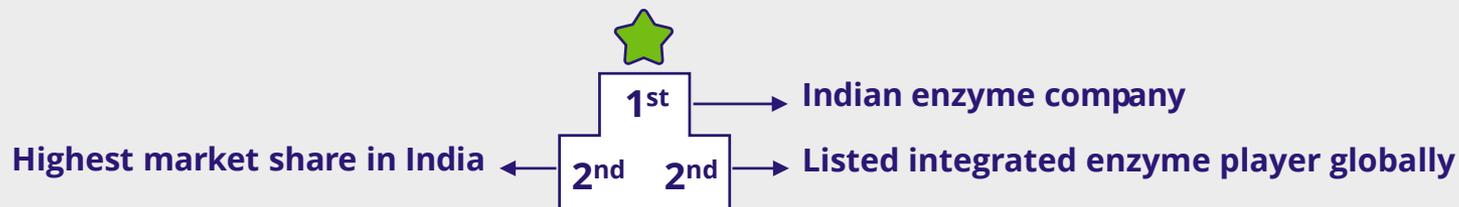


It is our mission to see that every human being is able to take advantage of the power of enzymes for well-being and leading a healthy life!

Vision



Our vision at Advanced Enzymes is to become the largest, enzyme-based, value provider to consumers and processors globally!



Amongst Top **15** Global Enzyme Companies



Manufacturing Units – 7

India - 5 USA - 2



R&D Units – 7

India – 4 | USA – 1 | Germany – 2



68+

Enzymes & Probiotics



400+

Proprietary Products



700+

Customers Worldwide



45+

Countries Worldwide Presence



23+

Years of Fermentation Experience



28

Registered Patents



11

Food Enzyme Dossiers filed with EFSA



1

GRAS Dossier filed with US FDA



420

m³ Fermentation Capacity



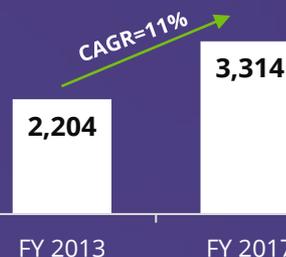
550+

Employees

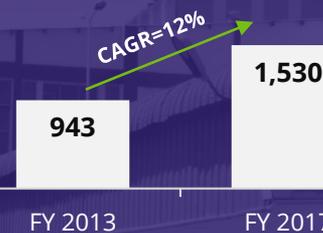
Note: Facts & Figures as on 11th September 2017

Note: As per IGAAP

Revenue (₹ mn)



EBIDTA (₹ mn)



PAT (₹ mn)





Mr. Vasant Rathi

Chairman and Non- Executive Director

Mr. Vasant Laxminarayan Rathi is the Promoter Chairman and Non- Executive Director of our Company. He promoted & incorporated Cal-India in the year 1985 and has been associated with our Company since the year 1993. Mr. Rathi heads our international subsidiaries based in US.



Mr. C L Rathi

Managing Director

Mr. Chandrakant Laxminarayan Rathi, is the Promoter and Managing Director of our Company. He is currently responsible for the management of the entire operations of the Company and its Indian subsidiaries, including strategic initiatives of our businesses.



Mrs. Savita Rathi

Whole-time Director

Mrs. Savita Chandrakant Rathi, is the Whole-time Director of our Company. She is responsible for the administration of the Company, management and supervision of Export-Import, Client relationship management and the Human Resource department of the Company.



Mr. Mukund M. Kabra

Whole-time Director

Mr. Mukund Madhusudan Kabra, is the Whole-time Director of our Company. He is responsible for overlooking the manufacturing operations of the Company at Sinnar and Indore and for optimising the fermentation for existing products, strain improvement, downstream research and analytical research.



Mr. Kedar Desai

Independent Director

Mr. Kedar Jagdish Desai, is the Independent Director on our Board. He holds a Bachelor's degree in Commerce and Law from the University of Mumbai. He is also a qualified solicitor from the Bombay Incorporated Law Society and has over 19 years of experience in the field of law.



Mrs. Rupa Vora

Independent Director

Mrs. Rupa Rajul Vora, is a Non-Executive and Independent Director of our Company since November 28, 2015. She was the Chief Financial Officer at Antwerp Diamond Bank N.V., after which she joined IDFC Group as a Group Director and Chief Financial Officer-Alternatives until June 2014. Currently, she serves as an independent director on a few corporate boards.



Mr. Pramod Kasat

Independent Director

Mr. Pramod Kasat, is a Non-Executive and Independent Director of our Company since December 14, 2016. He is currently the Country Head of Investment banking, Indusind Bank, Mumbai.



Mr. Ramesh Mehta

Independent Director

Mr. Ramesh Thakorlal Mehta is a Non-Executive and Independent Director of our Company since 1993. He has experience in the business of jewellery designing and manufacturing.



Piyush Rathi
Chief Business Officer

A double graduate, Piyush first completed his Bachelors in Maths from Mumbai University and then in Finance from Michigan Tech University, USA. Subsequently he completed his MBA from SCMHRD and joined Advanced Enzymes in April 2005. In 2007 and in 2010, Piyush took charge of the Human Nutrition and Bio-Processing businesses respectively, and since 2014, he has also started developing the Animal Nutrition business internationally. Today, as Chief Business Officer, his key responsibility is to oversee the development of the company's business in Europe & Asia. He has also been instrumental in the recent acquisition of JC Biotech.



Beni Prasad Rauka
Chief Financial Officer

Mr. Beni Prasad Rauka, a Chartered Accountant and Company Secretary by qualification, brings with him a rich experience of over 24 years in the Finance Industry. Mr. Rauka has worked with Category I Merchant Banking firms and finance companies in his long standing career. Mr Rauka joined Advanced Enzymes in the year 2000 as a consultant. Rauka has been leading the financial innovation in the new business structure and managing the financial activities of all group companies since 2007. As Group CFO, his prime objective today is to ensure that adequate and cost-effective finance is available for the group's strategic plans and investments.



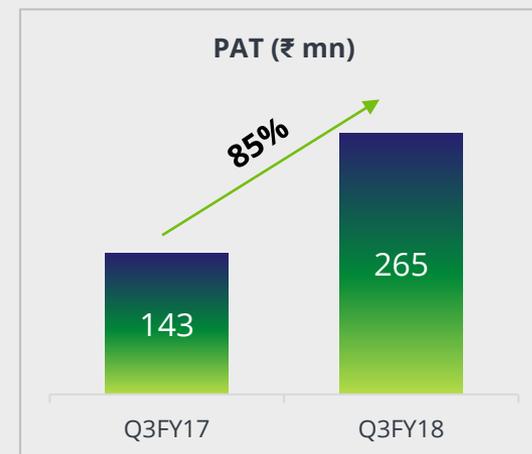
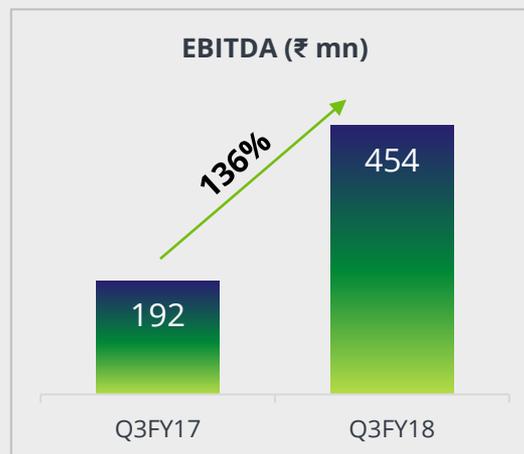
Dr. Anil Gupta
Vice President - Research & Development

Dr. Anil Gupta is a Ph.D. in Microbiology with over 18 years of experience in Industrial Biotechnology. Prior to his joining Advanced Enzymes, he also received the coveted Young Scientist Award Project from Department of Science & Technology, Govt. Of India and has worked as Principal Investigator in several research projects. Today, as Vice President - Research & Development, General Manager Research & Development, Dr. Gupta heads the process development, proteomics & the applied microbiology labs and leads the research effort in developing several new commercially-viable enzymes every year.



Dipak Roda
Vice President - Market & Business Development

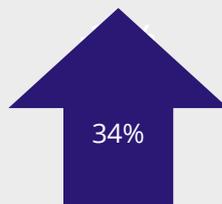
After having secured a Chemical Engineering degree from Bharati Vidyapeeth, Pune and a M.Sc Tech in Bioprocess Technology from UDCT, Mr. Dipak Roda began his career with Khandelwal Laboratories in their bio-technology division. Mr. Roda joined Advanced Enzymes in 2005 as a General Manager in Sales & Marketing. He played a key role in aligning the product baskets to the respective industries that they catered to. He led the company's entry into the large and competitive Chinese market through establishment of Advanced Enzyme Far East. Today, his focus is on growing the bio-processing business in the American continents and his key challenge is to build a strong marketing, sales & distribution network there.



Revenue Breakup ₹ in Million

*YoY Growth

Animal HC



Q3FY18	147
Q3FY17	110

Human HC



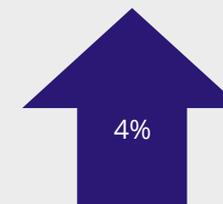
Q3FY18	785
Q3FY17	386

Food



Q3FY18	57
Q3FY17	48

Industrial Processing



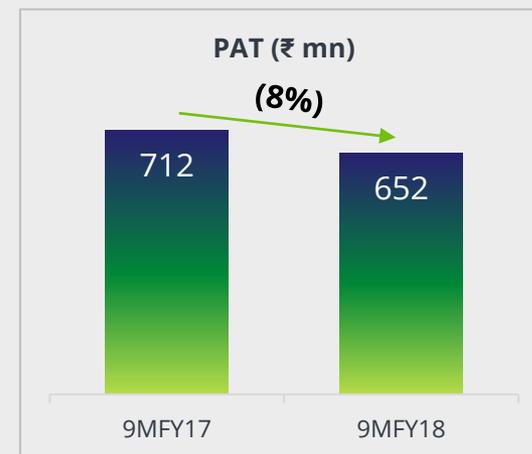
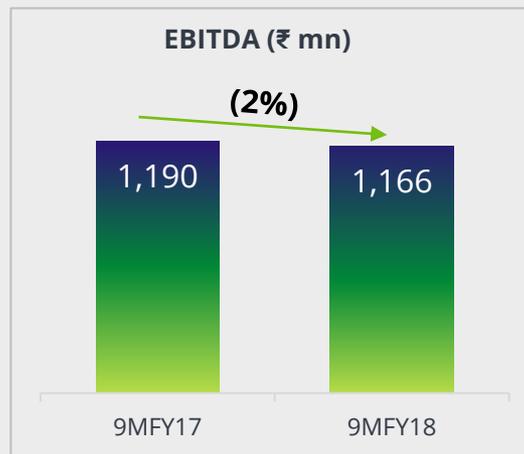
Q3FY18	58
Q3FY17	56

Note: 1.. On Consolidated Basis
2. Revenue excluding excise duty

3. EBITDA is including other income
4. Does not include sales made by Evoxx

5. PAT is before minority
6. Regrouping has been done wherever necessary

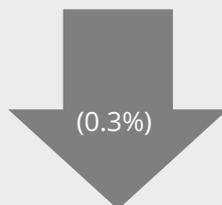
7. Ind AS adjustments are carried out on account of commission and discount.



Revenue Breakup ₹ in Million

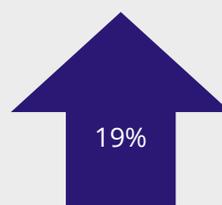
*YoY Growth

Animal HC



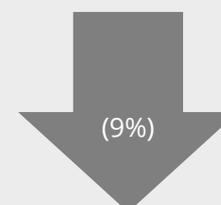
9MFY18	367
9MFY17	368

Human HC



9MFY18	2,103
9MFY17	1,770

Food



9MFY18	149
9MFY17	164

Industrial Processing



9MFY18	152
9MFY17	152

Note: 1.. On Consolidated Basis
2. Revenue excluding excise duty

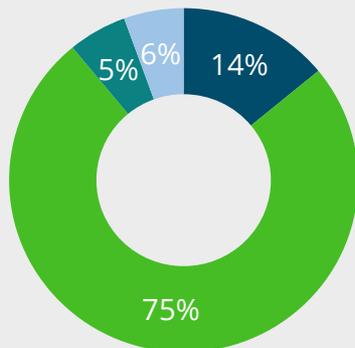
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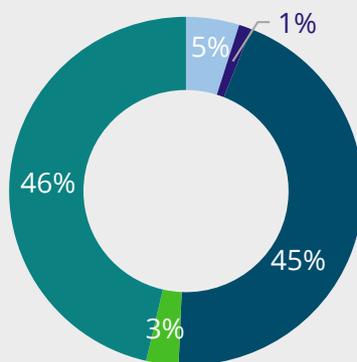
Q3FY18

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Food ■ Industrial Processing

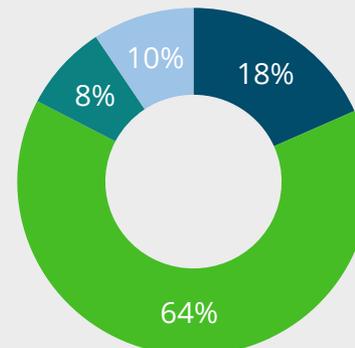
Geographical Revenue Split (%)



■ Asia (ex- India) ■ Others ■ India ■ Europe ■ USA

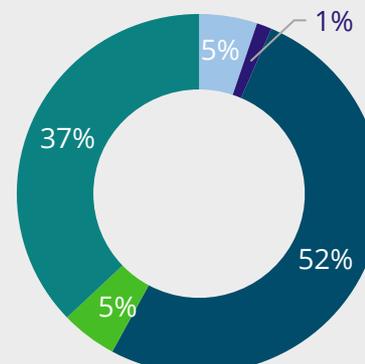
Q3FY17

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Food ■ Industrial Processing

Geographical Revenue Split (%)



■ Asia (ex- India) ■ Others ■ India ■ Europe ■ USA

Note: 1.. On Consolidated Basis
2. Revenue excluding excise duty

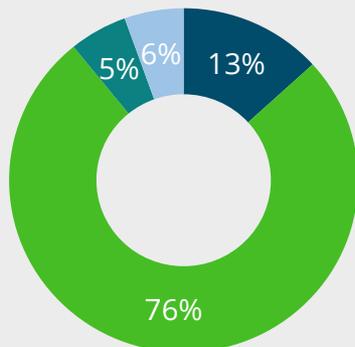
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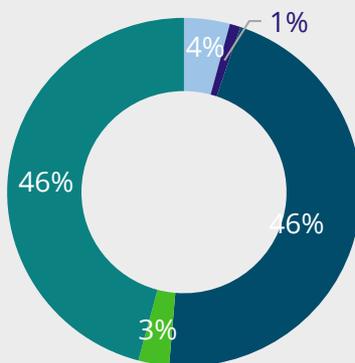
9MFY18

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Food ■ Industrial Processing

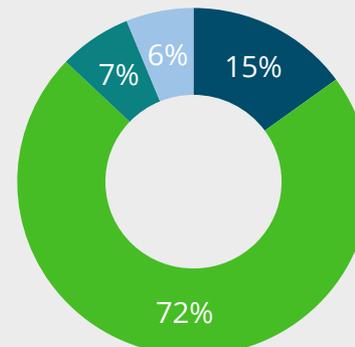
Geographical Revenue Split (%)



■ Asia (ex- India) ■ Others ■ India ■ Europe ■ USA

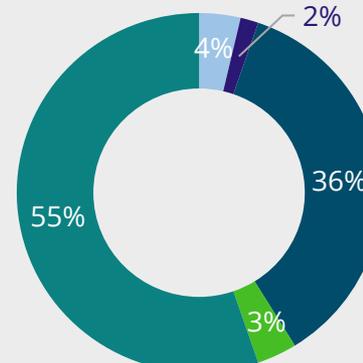
9MFY17

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Food ■ Industrial Processing

Geographical Revenue Split (%)



■ Asia (ex- India) ■ Others ■ India ■ Europe ■ USA

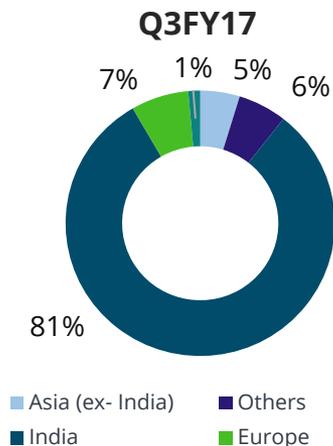
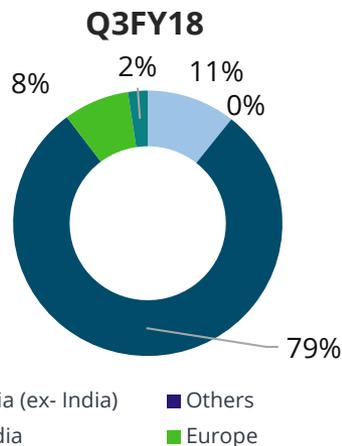
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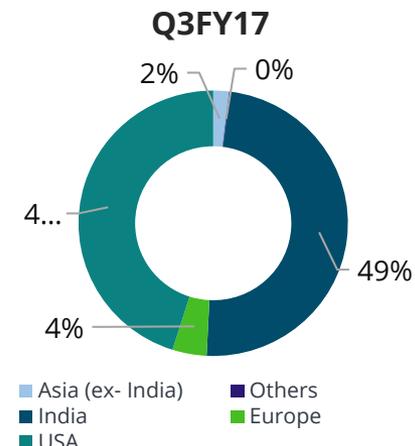
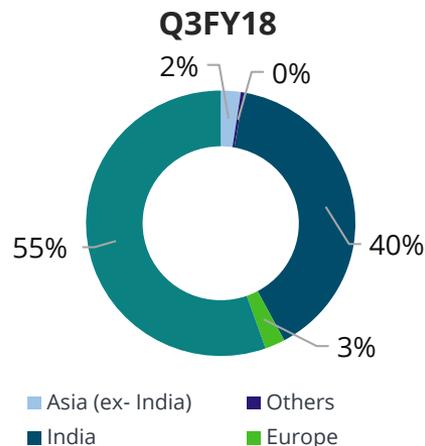
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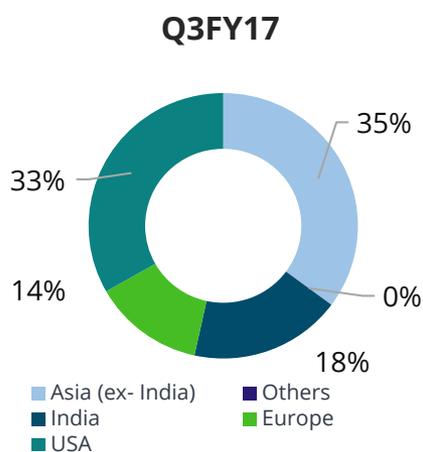
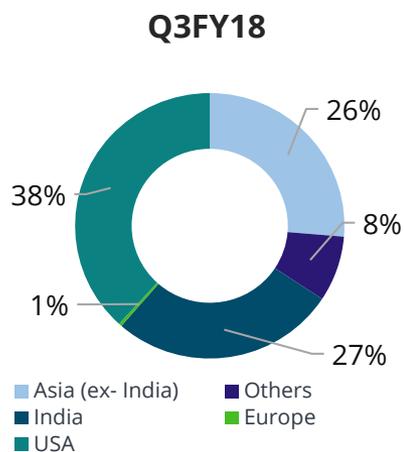
Animal HC



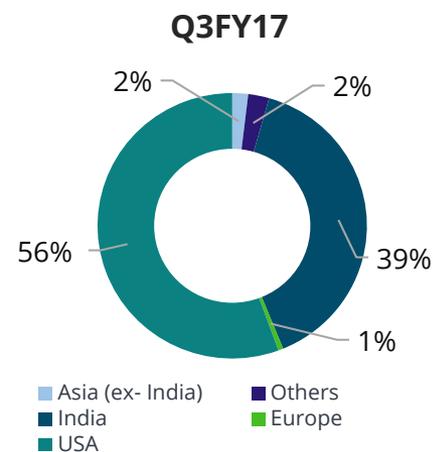
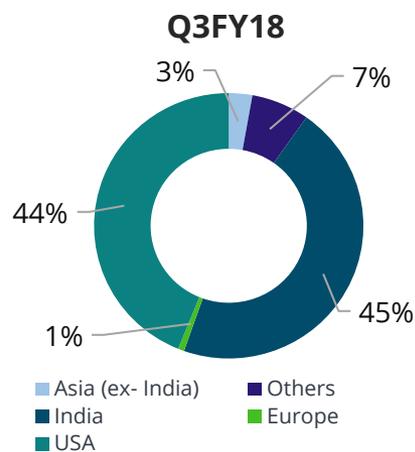
Human HC



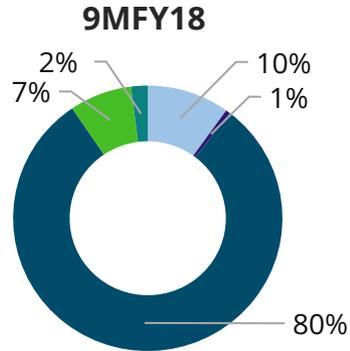
Food



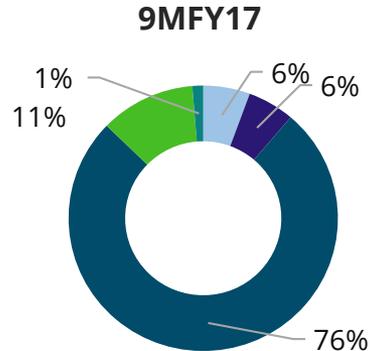
Industrial Processing



Animal HC

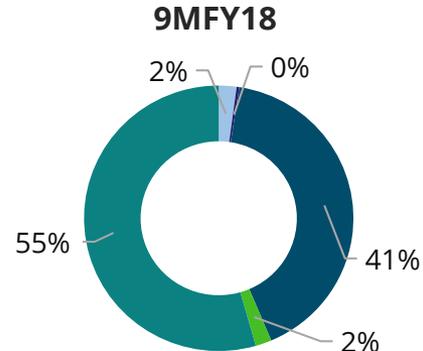


Asia (ex-India)
India
USA
Others
Europe

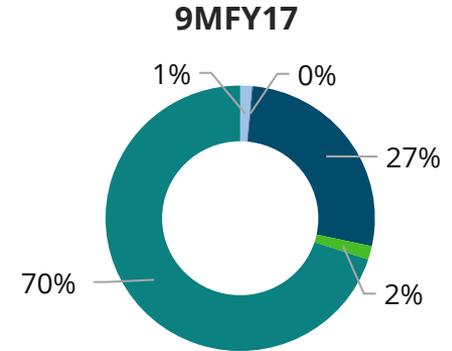


Asia (ex-India)
India
USA
Others
Europe

Human HC

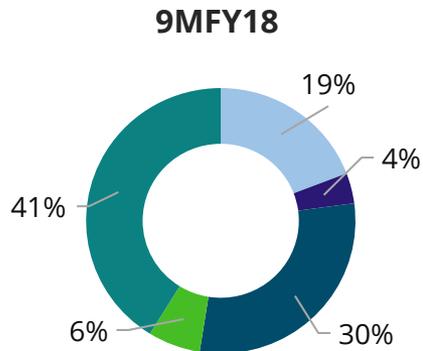


Asia (ex-India)
India
USA
Others
Europe

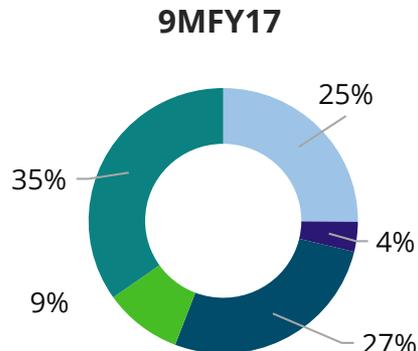


Asia (ex-India)
India
USA
Others
Europe

Food

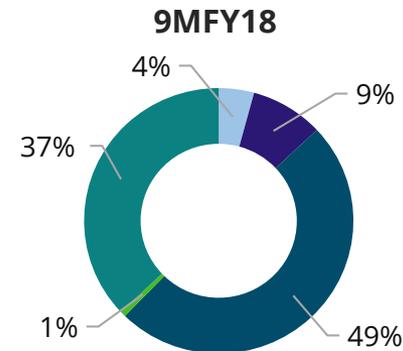


Asia (ex-India)
India
USA
Others
Europe

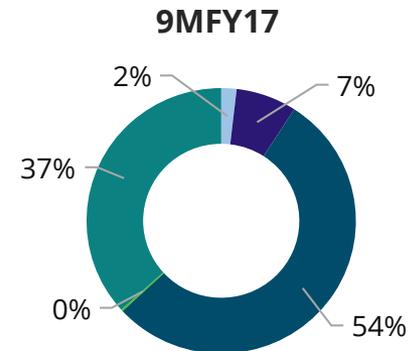


Asia (ex-India)
India
USA
Others
Europe

Industrial Processing



Asia (ex-India)
India
USA
Others
Europe



Asia (ex-India)
India
USA
Others
Europe

Profit & Loss (Consolidated) – Q3FY18 & 9MFY18

₹ in Million except per share data

Particulars	Q3FY18 Unaudited	Q2FY18 Unaudited	Q3FY17 Unaudited	Y-o-Y (%)	9MFY18 Unaudited	9MFY17 Unaudited	Y-o-Y (%)
Income from Operations	1,082	986	627	73	2,869	2,523	14
Expenses	684	622	474	44	1,848	1,441	28
Profit from Operations before Other Income, Finance Costs and Exceptional Item	398	364	153	160	1,021	1,082	(6)
Other Income	3	5	7	(57)	10	17	(41)
Profit from ordinary activities before Finance Costs and Exceptional Item	401	369	160	151	1,031	1,099	(6)
Finance costs	12	14	3	300	38	30	27
Profit from ordinary activities before exceptional item and tax	389	355	157	148	993	1,069	(7)
Exceptional item	-	-	-	-	-	-	-
Profit from ordinary activities before tax	389	355	157	148	993	1,069	(7)
Tax	124	131	14	786	341	357	(4)
Net Profit for the period	265	224	143	85	652	712	(8)
Earnings Per Share	2.26	1.96	1.24		6.32	8.36	

Note: Revenue excluding excise duty

Balance Sheet (Consolidated) – 9MFY18

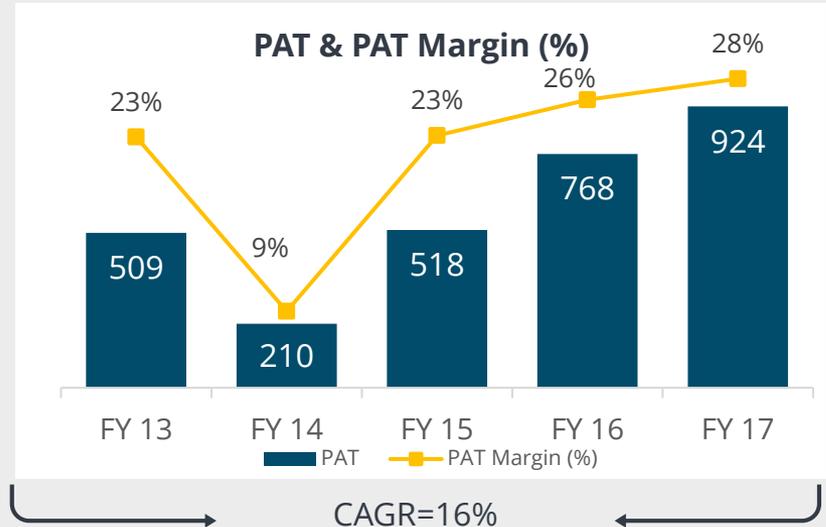
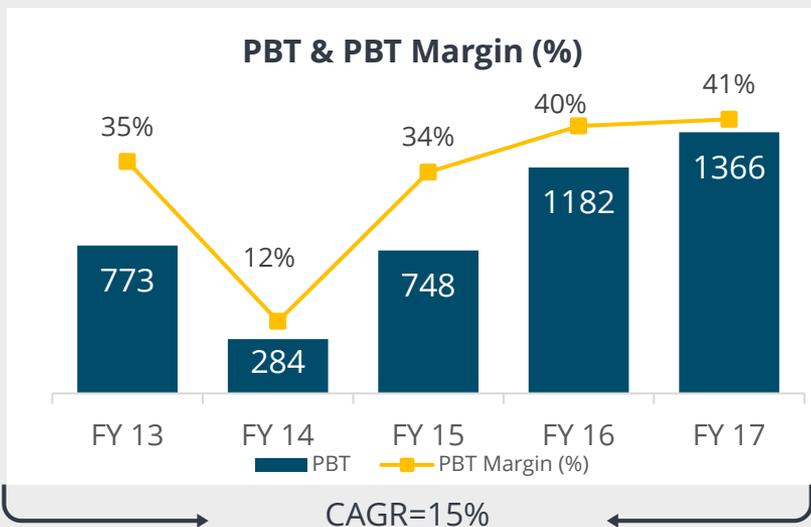
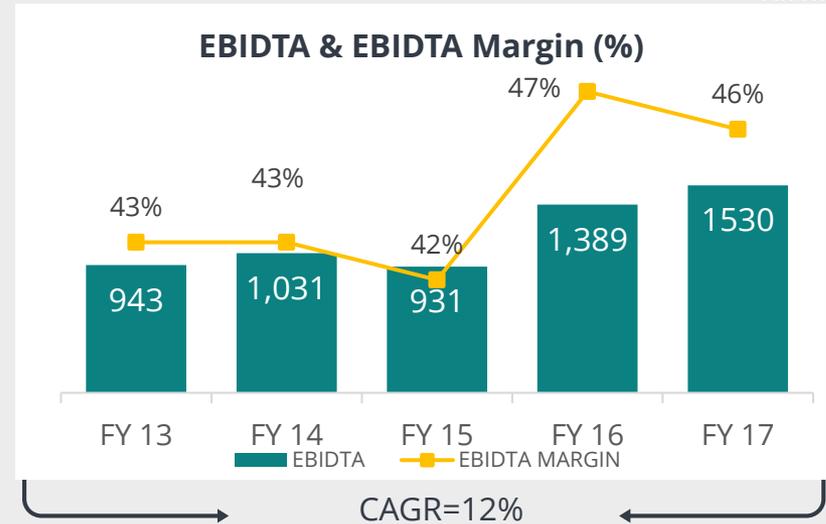
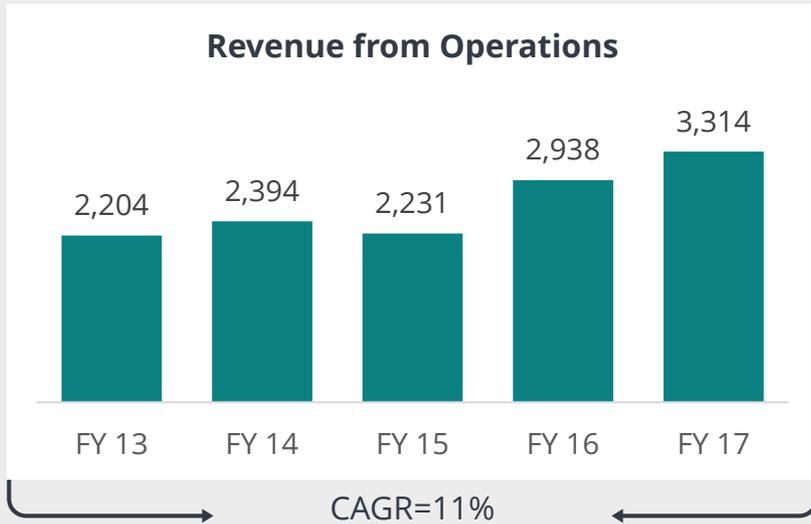
₹ in Million

Particulars	9MFY18
ASSETS	
Property, plant and equipment	1,683
Capital work-in-progress	89
Intangible assets	770
Goodwill	2,418
Other non-current assets	161
Current assets	1,763
Assets held for sale	48
TOTAL- ASSETS	6,932
EQUITY AND LIABILITIES	
Equity share capital	223
Other equity	4,993
Non-controlling interest	212
Non-current liabilities	528
Current liabilities	940
Liabilities classified as held for sale	36
TOTAL- EQUITY AND LIABILITIES	6,932

₹ in Million

Year	Q1	Q2	Q3	Q4	Total
FY18	66	275	235	Expected to grow by 10-15% annually (in \$ terms)	
FY17	375	278	2	135	790
FY16	137	127	211	237	712
FY15	58	31	73	60	222

Average Exchange rate: 2015 - \$1 = ₹ 61.15
 2016 - \$1 = ₹ 65.46
 2017 - \$1 = ₹ 67.09
 2018 - \$1 = ₹ 64.49 (upto 31st December 2017)

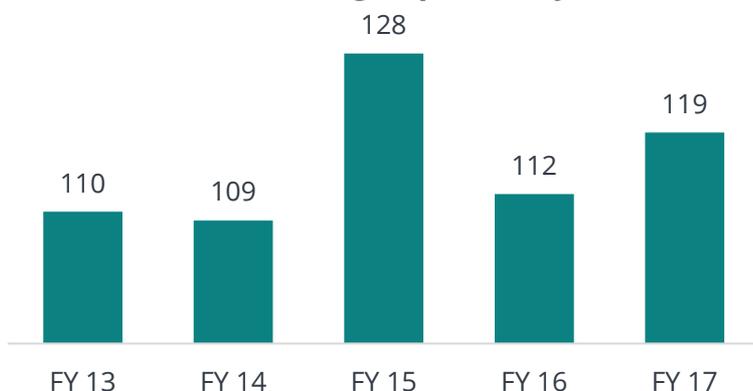


Note: As per IGAAP

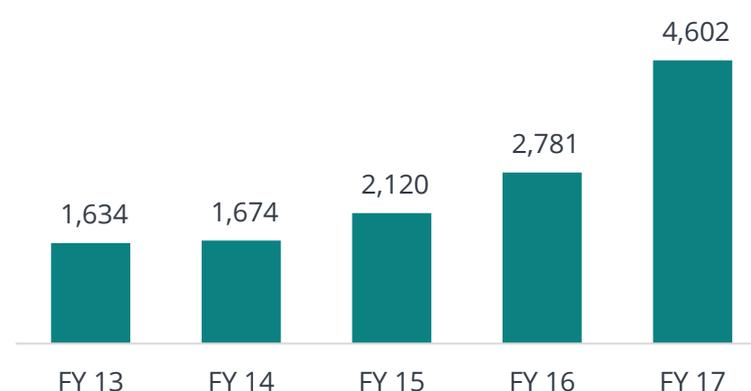
All numbers are on Consolidated basis

ROE = Profit after tax / Average shareholder equity; RoCE = (Net Profit before Tax, Exceptional and extraordinary items + Finance cost) / Average (Net debt + Networkth)

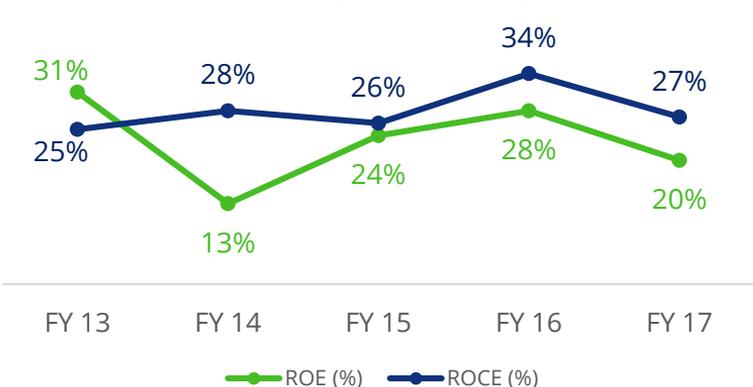
Net Working Capital (Days)



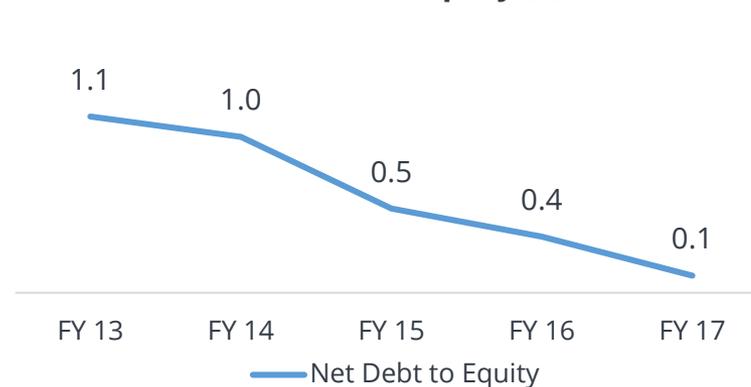
Net Worth (₹ mn)



ROE (%) & ROCE (%)



Net Debt to Equity (x)



Note: As per IGAAP

All numbers are on Consolidated basis

Net working capital days = $\frac{\text{Trade receivables} + \text{inventories} - \text{Trade payables}}{\text{Revenue from operations}} \times 365$

Net Debt = Long term debt + short term debt + current maturities of long term debt - Cash & Cash Equivalent

Stock Data (As on 02nd February 2018)

 Market Capitalization (₹) **27,885 mn**

 Shares Outstanding **111.6 mn**

 Free Float **24.9%**

 Symbol (NSE/ BSE) **ADVENZYMES / 540025**

 Average Daily Volume (3 months) **3,21,155**

Base = 100



 Advance Enzyme

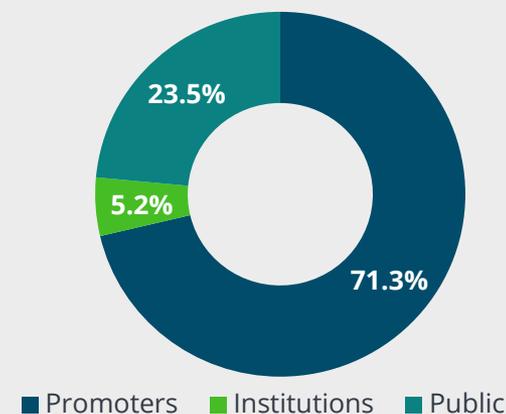
 NIFTY Pharma

Source: BSE, Thomson Reuters

Top Institutional Holders (As on 31st December 2017)

Institutions	OS (%)
DSP BlackRock Investment Managers Pvt Ltd.	2.16
Reliance Nippon Life Asset Management Ltd. (Invst Mgmt)	1.22
Nomura Asset Management Singapore Ltd.	0.67
First State Investment Management (UK) Ltd.	0.39
Van Eck Associates Corp.	0.29

Shareholding Pattern (%)



Note: Data mentioned in above chart is as on 31st December 2017

