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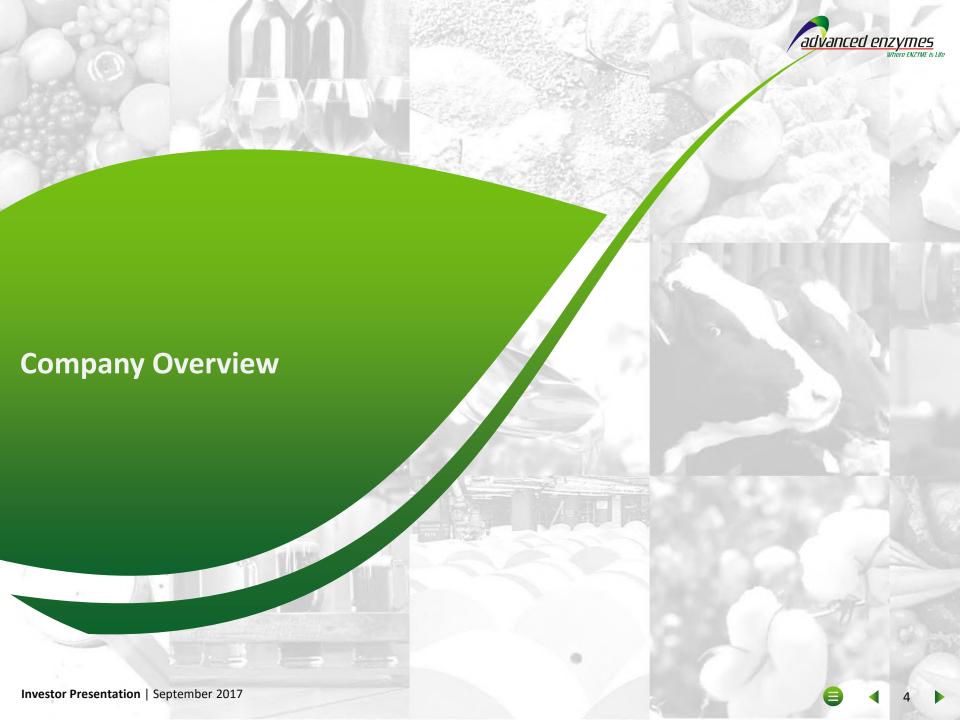


Disclaimer



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 be fore 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.





Company Overview



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 leading, enzyme-based, value provider to consumers and Bio-Processors globally!

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.



Board of Directors





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 U.S.



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. 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.



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. 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.



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.



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. 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.

Management Team





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 Nutrition Animal 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 biotechnology 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 American continents and his key challenge is to build a strong marketing, sales & distribution network there.



Advanced Enzyme Technologies Limited - A Rising Global Star





Geographical Presence





Catering to Diverse end-use Industries







~87% of Total Revenue in FY17

- O Supply enzyme products, enzyme blends & customised enzyme solutions
- Leverage R&D to deliver high quality products at globally competitive prices
- Assist customers worldwide to
 - Optimize their process
 - Improve their product quality
 - Save their time & money
 - Mitigate industrial impact on environment











Corporate Structure



Advanced Enzyme Technologies Ltd. (AETL)

Advanced Bio-Agro Tech Ltd

60%(1)

- Incorporated: 2004 Core Areas: Solutions for poultry & cattle industries
- Presence: South Asia

100%⁽²⁾

Advanced EnzyTech
Solutions Ltd

- Incorporated: 2008
 Core Areas: Textile, Paper and
 Leather Industry
- Presence: South Asia

100%

Advanced Enzymes USA Inc.

- o Incorporated: 2010
- Core Areas: Holding Company for US Subsidiaries
- Presence: North, Central and South America

70%

JC Biotech Private Ltd

- Incorporated: 2004 Acquired: 2016
- Core Areas: Manufacturing of Enzymes
- Presence: India

80%

Advanced Enzymes (Malaysia) Sdn.Bhd.

- Incorporated: 2016 Acquired: 2017
- Core Areas: Enzyme based solutions for extraction of palm oil from palm fruit
- Presence: Malaysia

100%

Advanced Enzymes Europe B.V.

- Incorporated: 2017 Presence: Netherland
- Core Areas: Holding Company for investment in Europe

100%

Specialty Enzymes and Biotechnologies

- Incorporated: 1985
- Core Areas: Proprietary, Customised Enzymes & Probiotic Blends
- Presence: North America and Latin America.

100%

AST Enzymes

Incorporated: 2010
Core Areas: Owned & Branded
Supplements for Nutraceutical
Applications

Presence: North, Central and South America

100%

Dynamic Enzymes,

Incorporated: 2010 Core Areas: Owned & Branded Supplements for Retail Business Model Presence: North, Central and

South America

100%

Enzyfuel Innovation, Inc.

Incorporated: 2015 Core Areas: Enzymes & Technology Solutions for Bio-Fuels Sector Presence: North, Central and 100%

Evoxx Technologies GmbH

- Incorporated: 2006
- Acquired: 2017
- Core Areas: Offerings for Pharma Biocatalysis and Food Processing Industries
- Presence: Germany

100%

Enzyme Innovation,
Inc

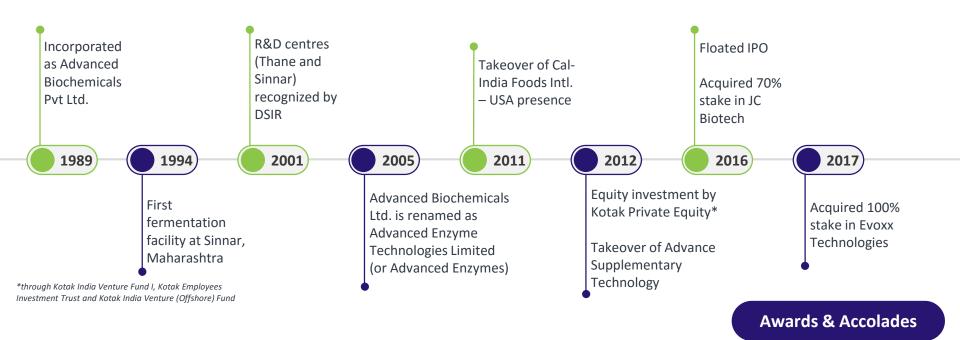
- Incorporated: 2015
- Core Areas: Solution for Animal Nutrition and Bio Processing Sectors
- Presence: North, Central and South America

South America

(1)59.4% by AETL and remaining held by nominees of AET (2)84.86% by AETL and remaining held by nominees of AETL

Brief History and Evolution







- Bio Excellence Award in Industrial Biotechnology - Govt. of Karnataka
- Emerging India Awards in Life Science -Pharmaceuticals & Chemicals – ICICI Business Banking & CNBC TV18



2013

Fastest Growing Mid-Sized Business Awards - Inc. India



2014

Bio Excellence Awards in Industrial Biotechnology – Govt. of Karnataka



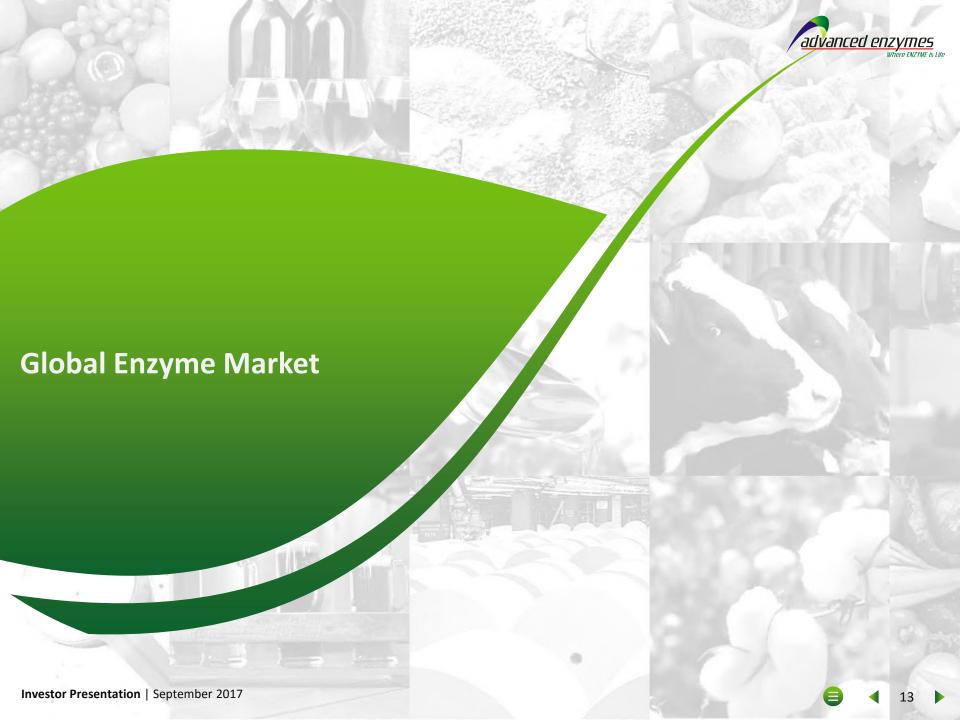
2016

- ◆ Best Nutraceuticals company of the year
- Biotech leader of the decade



2017

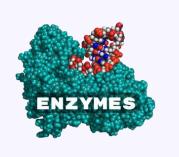
Best IPO of the year award by IR Society, India



Global Enzyme Market: Broad-based Growth led by Specialty Enzymes







World Enzyme Demand by Region

- Global growth to be led by Specialty Enzymes while Industrial Enzymes expected to see moderate growth
- North America dominates the global enzyme market
- Developing countries and especially Asia/Pacific and Central/South America to witness the fastest growth
- Indian enzyme market to grow from USD 105 mn in 2015 to USD 279 mn in 2022 at a CAGR of 15.0%



Enzymes

Industrial Enzymes

High volume, low valueadded application

Specialty Enzymes

Low volume, high valueadded application



Underlying Trends Driving Global Enzyme Demand



Growing Population

Per capita Income, growing middle class and urbanization, particularly in rapidly developing economies

Global Industrial Enzymes

(USD Mn)	Biofuel	Cleaning Product	Food & Beverages	Animal Feed	Other Industrial
2012	515	920	1320	395	480
2022	640	1,690	2,555	745	670
CAGR	2.2%	6.3%	6.8%	6.6%	3.4%
	✓	✓	✓	✓	✓

- Expansion of middle class population & meat consumption
- Adoption of Western-style diets
- Global focus on environment and reducing wastage

Global Specialty Enzymes

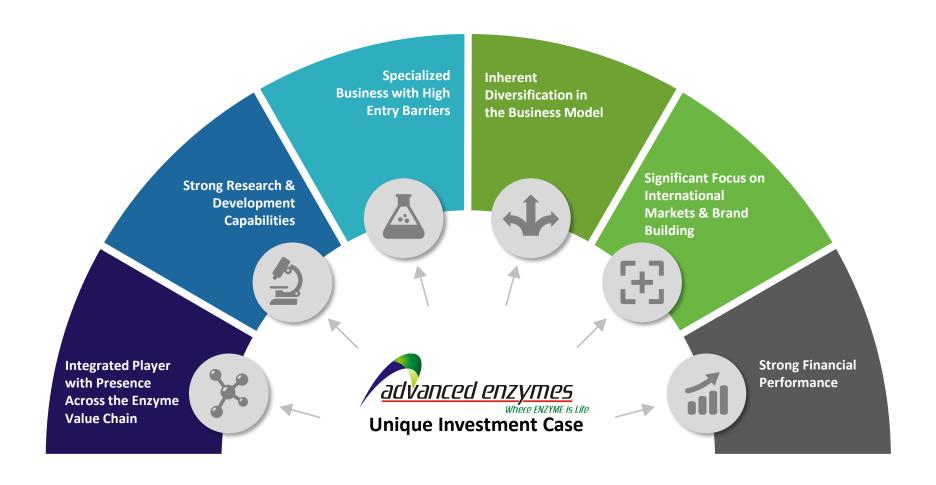
(USD Mn)	Research &	Diagnostic	Other S _l	pecialty
(OSD WIII)	Biotechnology	Diagnostic	Biocatalysts	Nutraceuticals
2012	815	430	255	
2022	1,720	950	530	
CAGR	7.8%	8.2%	7.6%	
	-	-	✓	✓

- Falling cost of DNA manipulation & sequencing
- Demographic shift to aid growth of diagnostic enzymes
- Perceived health benefits of nutraceutical enzymes



What Makes AETL a Unique Investment Case

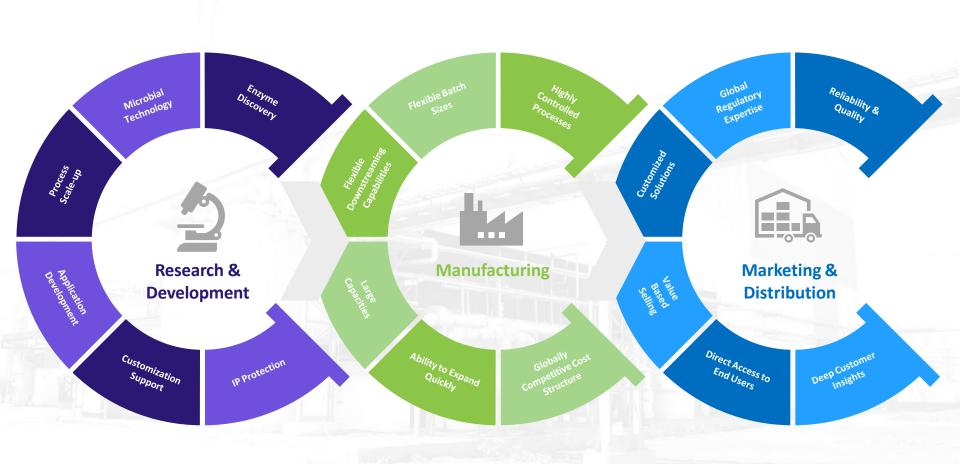






Integrated Player with Presence Across the Enzyme Value Chain





Strong Research & Development Capabilities









Proteomics & Applied Microbiology

Process Development & Optimization

Process Development & Optimization

Laboratory Services

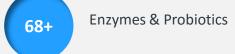
- Purification & Characterisation of enzymes
- Generate data for filing regulatory dossiers
- Develop newer & improved microbial systems

- Upscaling fermentation
- Enhance efficiency of downstream processes
- Improve recovery & purification yields

28(3)

- Develop innovative enzyme solutions for various food & non-food processing industries
- Lab trials support for nutritional applications

- Custom application development
- Testing services for customers

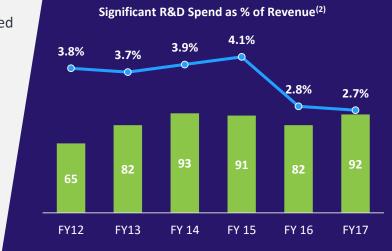


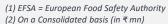
Scientists, Microbiologists, Engineers, Food 100+ Technologists, Biotechnologists

GRAS Dossier filed with **US FDA**



Registered Patents 4 Patent Application Submitted





(3) As on the date of 11th Sep 2017



Specialized Business With High Entry Barriers



Technocrat Promoters

Sustained Research & **Development**

Manufacturing Expertise

Proven Enzyme Development Capabilities



Cumulative experience of 7+ decades in the global enzyme industry



Consistent Investment into R&D over the past 15+ years



Specialized technical expertise in microbial fermentation developed over the last 23+ years



Proven Expertise in Successfully Developing Enzymes; Journey from only 7 in 1994 to 68+ today

Global Competitiveness



Amongst the Lowest Cost Manufacturers in the World (Benchmarked both in terms of Capex & Opex) **Diverse Product Range & Customer Base**



400+ Products, 700+ **Customers Worldwide** **Credible Market Presence**



Presence of more than 3 decades in the industry with prolonged & dedicated "enzyme" focus

Invaluable Experience & **Customer Insights**

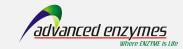


Decades of Experience in **Solving Customer** Problems, and Invaluable **Product & Process** Insights

Highly Concentrated Industry with very few large players like Novozymes, Dupont, BASF, DSM



Inherent Diversification in the Business Model

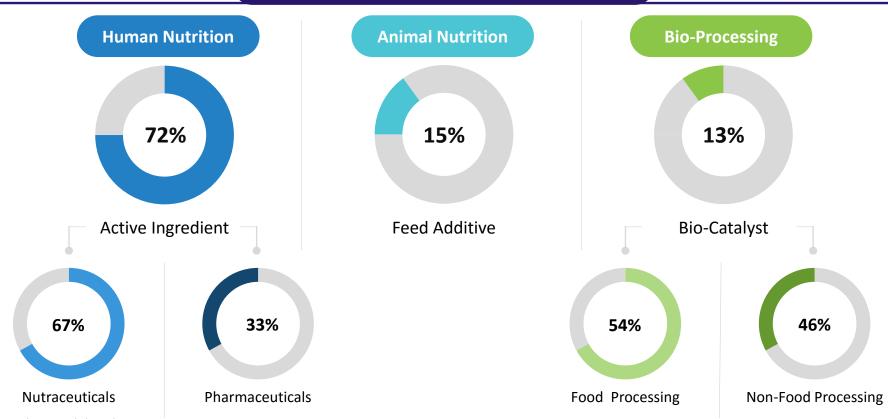


Catering to Diversified Segments & Industries

- Products & Offerings cater to a diverse set of industries across multiple segments such as Human Nutrition, Animal Nutrition & Bio-Processing
- Broad client base serving 700+ customers across 45+ countries worldwide



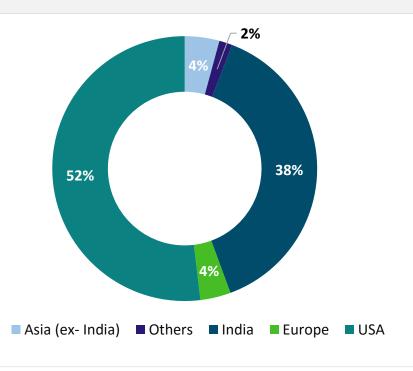
Segment-Wise Revenue Breakup



Note: For the year ended March 31, 2017

Significant Focus on International Markets & Brand Building





Corporate Brand Building Through Participation in Global Trade shows















Geographically diversified revenue base: 62% **International Operations**



Global Sales & Marketing Team

70+

International Distributors





*For the year ended March 31, 2017





Evoxx Technologies GmbH – Acquisition



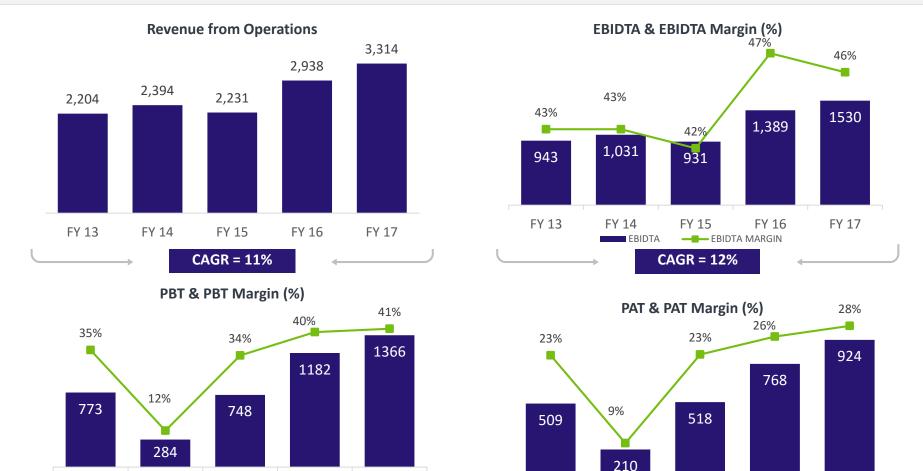
- Advanced Enzymes Technologies Ltd. acquired 100% stake in Evoxx Technologies GmbH for a consideration of € 7.65 million
- The purchase is effected through its wholly owned subsidiary Advanced Enzymes Europe B.V.
- Evoxx is an industrial biotech company focussing on the development and production of industrial enzymes and development of oligosaccharides and polysaccharides to be primarly used in food applications
- As of 31st December 2016, revenues for Evoxx stood at € 2.9 million

Synergy from acquisition

- Evoxx is a Germany based company so this acquisition would give Advanced Enzymes a stronger foothold in Germany and in Europe
- Evoxx has a team of around 40 scientists & technicians and 2 R&D centres in Germany which will help in strengthen research & development capabilities
- Evoxx enhances our product portfolio and offerings for the Pharma Biocatalysis and Food Bio-Processing industries. Evoxx also brings in certain specialised nutritional carbohydrates, which expand our offerings to the US nutraceuticals market.

Strong Financial Performance





FY 13

FY 14

All numbers are on Consolidated basis

FY 13

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

FY 16

FY 17

FY 16

FY 15

CAGR = 16%

PAT Margin (%)



FY 17

FY 14

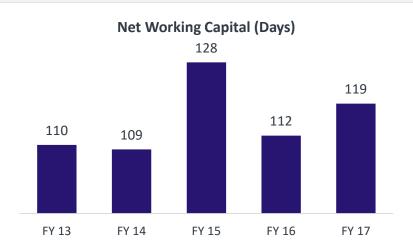
FY 15

CAGR = 15%

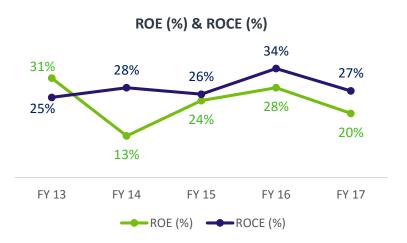
── PBT Margin (%)

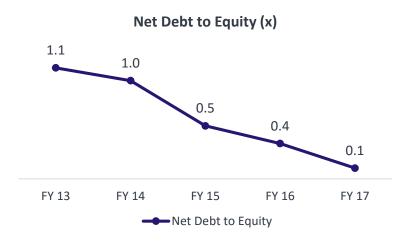
Strong Financial Performance











All numbers are on Consolidated basis Net working capital days =((Trade receivables + inventories - Trade payables)/ Revenue from operations)*365 Net Debt = Long term debt + short term debt + current maturities of long term debt - Cash & Cash Equivalent





Key Strategies for Future Growth



Broaden & Deepen Geographical Presence

- Expand Sales, Marketing & Distribution Networks in North American, European, Latin Expansi: American & Asian markets
- **Build Strategic** Partnerships in Key Markets for Focus Segments

Continued Investment in R&D

Identify Product gaps and Develop new **Enzymes & Solutions Expand Competencies** in Enzyme Discovery and Genetic Engineering

Acquisitions

Inorganic Expansion

- On the R&D front, Acquisition of Key Technologies, Competencies & Skill-sets which Enable Consolidation and/or Entry into **New Market Segments**
- Acquisition of Client Relationships & Businesses in Key Focus Markets

Application Pipeline



Industry	Area of Focus	USP	Geographical Focus	Market Potential
Animal Nutrition	Productivity Enhancement	Powder & Liquid Blends	Global	\$500 mn+
Oils & Fats Processing	Palm Oil Extraction	First Mover, Patent Granted	Asia	\$700 mn+
BioDiesel	Techno- Commercial Feasibility	Complete Technology Package	India	\$650 mn+ (India)
Washing Solutions	Detergents	Organic & Chemical-Free Detergents	India & USA	\$200 mn+ (India)
BioCatalysis	Green Technology for API Production	Technical Service & Low Cost Producer	India	To be mapped

Note: Company estimates subject to revision

Application Pipeline – Current Status



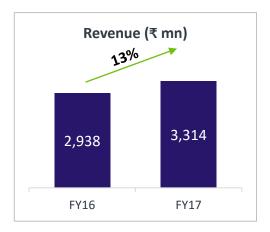
Proof of Concept & Active Stages Enzyme & Microbial Process Scale Up & **Feasibility Assessment Market Expansion** Development **Application Research Market Development** Industry **Animal Nutrition** Oils & Fats **Processin BioDiesel** Washing **Solutions BioCatalysis**

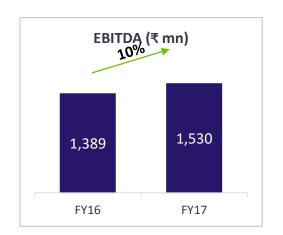


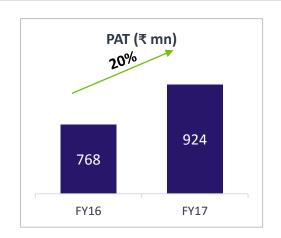


Results Summary – FY17









Revenue Breakup

₹ in Million

*YoY Growth

	Animal HC	Human HC	Food	Industrial Processing
	8%	12%	21%	35%
FY17	512	2,386	223	193
FY16	474	2,137	184	143

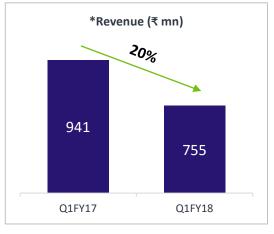
Note: On Consolidated Basis

EBIDTA is including other income

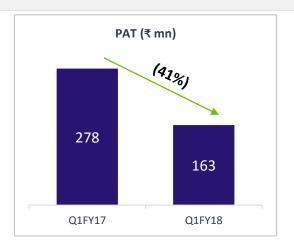
PAT is before minority

Results Summary – Q1FY18





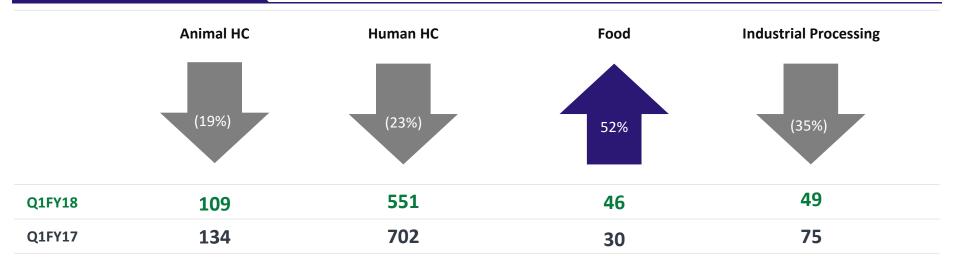




Revenue Breakup

₹ in Million

*YoY Growth



Note: 1.. On Consolidated Basis

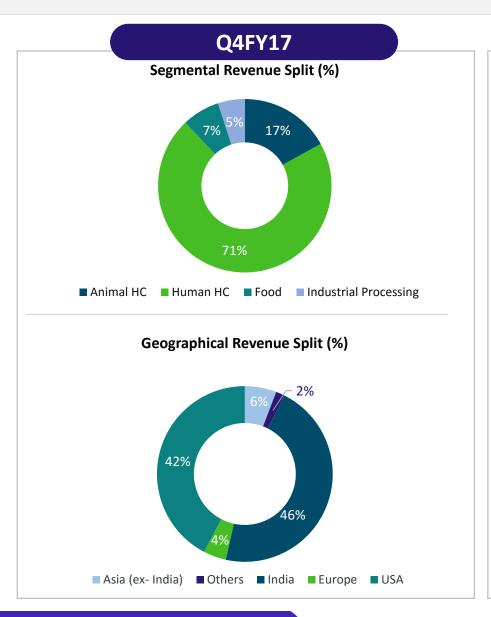
EBIDTA is including other income 2. Revenue excluding excise duty

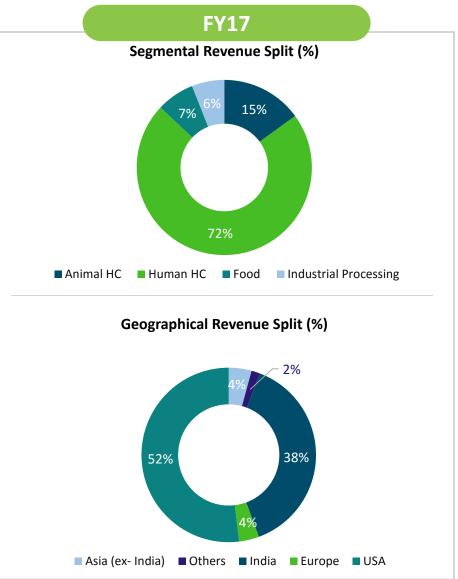
PAT is before minority

^{*}Revenue excluding excise duty

Revenue Split – Q4FY17



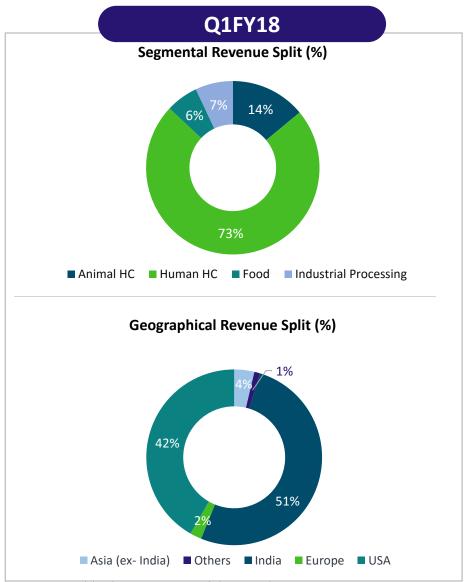


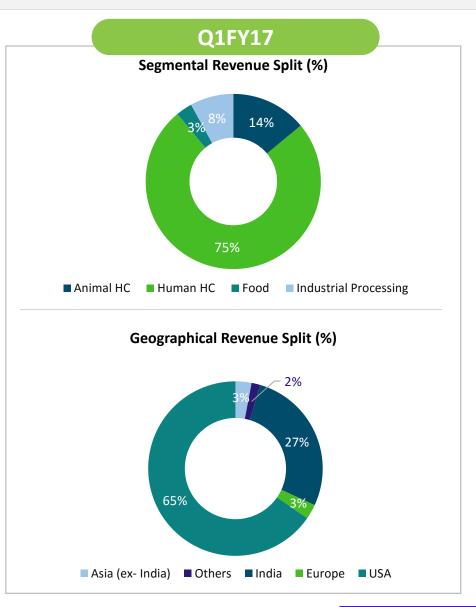




Revenue Split – Q1FY18







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

Profit & Loss (Consolidated) – Q4FY17 & FY17



All figures in ₹ mn

							——————————————————————————————————————
Particulars	Q4FY17 Unaudited	Q3FY17 Unaudited	Q4FY16 Unaudited	Y-o-Y (%)	FY17	FY16	Y-o-Y (%)
Income from Operations	860	600	805	7%	3,314	2,938	13%
Expenses	565	441	432	31%	1,929	1,649	17%
Profit from Operations before Other Income, Finance Costs and Exceptional Item	295	159	373	(21%)	1,385	1,289	7%
Other Income	6	7	6	6%	23	13	77%
Profit from ordinary activities before Finance Costs and Exceptional Item	301	166	379	(21%)	1,408	1,302	8%
Finance costs	12	3	17	(30%)	42	79	(47%)
Profit from ordinary activities before exceptional item and tax	289	163	362	(20%)	1,366	1,223	12%
Exceptional item	-	-	(0.5)	-	-	(41)	-
Profit from ordinary activities before tax	289	163	361	(20%)	1,366	1,182	16%
Tax	89	13	134	(34%)	442	414	7%
Net Profit for the period	200	150	227	(12%)	924	768	20%
Earnings Per Share	9	7	11		41	35	

Profit & Loss (Consolidated) – Q1FY18



₹ in Million except per share data

Particulars	Q1FY18 Unaudited	Q1FY17 Unaudited	Y-o-Y (%)
Income from Operations	802	968	(17)
Expenses	544	492	11
Profit from Operations before Other Income, Finance Costs and Exceptional Item	258	476	(46)
Other Income	3	4	(25)
Profit from ordinary activities before Finance Costs and Exceptional Item	261	480	(46)
Finance costs	13	18	(28)
Profit from ordinary activities before exceptional item and tax	248	462	(46)
Exceptional item	-	-	-
Profit from ordinary activities before tax	248	462	(46)
Tax	85	184	(54)
Net Profit for the period	163	278	(41)
Earnings Per Share (₹2 each)	1.46	2.55	

Note: Revenue excluding excise duty

Top Customer – Trend Analysis



₹ in Million

Year	Q1	Q2	Q3	Q4	Total
FY18	66	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 = ₹ 64.46 (upto 30^{th} June 2017)



Consolidated Balance Sheet



All figures in ₹ mn	2013	2014	2015	2016	2017
Equity and Liabilities					
Share Capital	218	218	218	218	223
Reserves & Surplus	1,416	1,457	1,902	2,563	4,378
Non Current Liabilities	1,300	1,024	688	563	388
Current Liabilities	1,019	1,326	1,306	1,107	653
Minority Interest	24	36	45	54	124
Total Liabilities	3,977	4,061	4,159	4,505	5,766
Assets					
Fixed assets	2,887	2,884	2914	2,924	4,096
Long-term loans and advances	67	78	160	180	191
Other non-current assets	86	179	45	4	9
Inventories	446	499	526	605	685
Trade receivables	388	324	370	418	510
Cash and bank balances	37	26	43	263	79
Other current assets	66	71	101	111	196
Total Assets	3,977	4061	4,159	4,505	5,766

Consolidated Profit & Loss Statement



All figures in ₹ mn	2013	2014	2015	2016	2017
Revenue from operations	2,204	2,395	2,231	2,938	3314
Cost of materials consumed	511	471	477	617	681
Gross Profit	1,693	1,924	1,754	2,321	2633
Gross Profit Margin (%)	76.8%	80.3%	78.6%	79.0%	79.5%
Employee benefit expense	269	328	365	445	515
Other expenses	517	585	483	500	611
EBITDA	907	1,011	906	1,376	1507
EBITDA Margin (%)	41.2%	42.2%	40.6%	46.8%	45.4%
Depreciation	74	100	90	87	122
Finance Costs	96	132	93	79	42
Other income	36	19	26	13	23
Exceptional Items/ Extraordinary Items	0	514	0	(41)	-
Tax expense	264	74	230	414	442
Share of Minority interest	11	13	8	9	17
Profit after tax	498	197	511	759	907
PAT Margin (%)	22.6%	8.2%	22.9%	25.8%	27.4%



Consolidated Cash Flow Statement



All figures in ₹ mn	2013	2014	2015	2016	2017
Profit before tax	760	278	738	1,225	1366
Adjustments for non-cash transactions	79	128	97	87	166
Interest expenses	90	89	80	67	47
Changes in working capital	(258)	155	(115)	(77)	95
Income taxes paid	(254)	(194)	(264)	(270)	(530)
Net Cash flows from operating activities (A)	411	451	530	1,027	1143
Net purchase of tangible assets and others	(151)	(95)	(92)	(133)	(607)
Net purchase of intangible assets	(161)	(14)	(38)	(13)	(16)
Net Cash flows from investing activities (B)	(308)	(105)	(109)	(139)	(623)
Net borrowings	(210)	(86)	(262)	(514)	(611)
Interest & Dividend paid	(90)	(89)	(80)	(75)	(103)
Net Cash flows from financing activities (C)	(32)	(215)	(359)	(616)	(713)
Net (decrease) / increase in cash and cash equivalents (A + B + C)	71	131	62	272	(193)



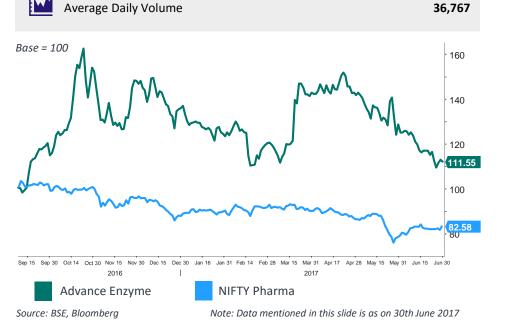
Shareholder Information

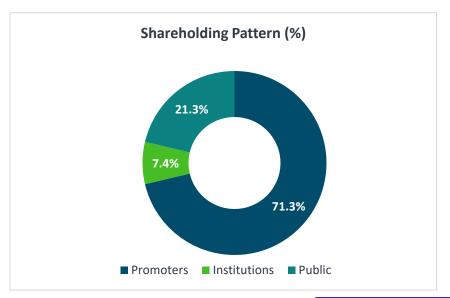


Stock Data (As on 30th June 2017)

Stock Data (As on Soundline 2017)	
Market Capitalization (₹)	36,185 mn
Shares Outstanding	111.63 mn
Free Float	23.15%
Symbol (NSE/ BSE)	ADVENZYMES / 540025
Eval	

Top Institutional Holders	
Institutions	OS (%)
Dsp Blackrock Micro Cap Fund	2.10
Reliance Capital Trustee Co. Ltd-a/C Reliancesmall Cap Fund	1.21
The Nomura Trust And Banking Co., Ltd As The Trustee Of Nomura India Stock Mother Fund	1.02
Motilal Oswal Most Focused Multicap 35 Fund	0.89
Dsp Blackrock Emerging Stars Fund	0.63









Thank You

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