

Advanced Enzyme Technologies Ltd.

CIN: L24200MH1989PLC051018

Sun Magnetica, 'A' wing, 5th Floor, LIC Service Road, Louiswadi, Thane (W)-400 604, India

Tel: +91-22-4170 3200, Fax: +91-22-2583 5159

Email: info@advancedenzymes.com, www.advancedenzymes.com

August 10, 2024

BSE Limited
P. J. Towers,
Dalal Street,
Mumbai- 400 001

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1,
G Block, Bandra-Kurla Complex,
Bandra (E) Mumbai- 400 051

Scrip Code-540025

Trading Symbol-ADVENZYMES

Subject: Press Release
Ref: ISIN: INE837H01020

Dear Sir/Madam,

Pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed is Press Release dated August 10, 2024, titled "Quarterly Earnings Release" dated August 10, 2024.

This is for your information and for public at large.

Thanking you,
Yours faithfully,
For Advanced Enzyme Technologies Limited



Sanjay Basantani
Company Secretary and Head – Legal



Encl.: As above

FOR IMMEDIATE RELEASE

QUARTERLY EARNINGS RELEASE

Thane, India: Saturday, August 10, 2024

Advanced Enzyme Technologies Limited announces Financial Results for First Quarter ended June 2024

Advanced Enzyme Technologies Limited (Advanced Enzymes; NSE: ADVENZYMES; BSE: 540025), a leading specialty biotech company, with global leadership in the manufacturing of enzymes, today announced their unaudited financial results for first quarter ended June 2024.

CONSOLIDATED QUARTERLY FINANCIAL HIGHLIGHTS:

(Amount in INR Mn.)	Q1 FY25	Q4 FY24	Q1 FY24	Change (Y-o-Y %)	Change (Q-o-Q %)	FY24	FY25	Change (%)
Revenue	1,545	1,578	1,473	5%	-2%	6,239	5,406	15%
EBITDA	512	554	440	16%	-8%	2,045	1,564	31%
EBITDA Margin (%)	33	35	30			33	29	
PAT	350	299	294	19%	17%	1,370	1,039	32%
PAT Margin (%)	23	19	20			22	19	
EPS	3.05	2.53	2.58	19%	21%	11.92	9.45	26%

CONSOLIDATED FINANCIAL REVIEW (Y-o-Y basis):

Revenue from Operations:

Revenue from operations on consolidated basis increased to ₹ 1,545 million in the Q1 FY25 from ₹ 1,473 million in the Q1 FY24, a growth of 5%.

Profit:

Consolidated EBITDA during Q1 FY25 stands at ₹ 512 million as compared to ₹ 440 million during Q1 FY24, an increase of 16%.

Profit before tax stands at ₹ 487 million during Q1 FY25 as against ₹ 414 million in Q1 FY24, an increase of 18%.

Profit after tax grew by 19% and stands at ₹ 350 million during Q1 FY25 as compared to ₹ 294 million during the Q1 FY24.

Margin:

EBITDA margin stands at 33%, PBT margin stands at 31% and PAT margin stands at 23% during the quarter.

Financial Costs:

Financial costs stood at ₹ 9 million during Q1 FY25 as against ₹ 7 million in Q1 FY24.

Depreciation and Amortization:

Depreciation and Amortization charge for the Q1 FY25 remain unchanged at ₹ 86 million as compared to the same quarter previous year.

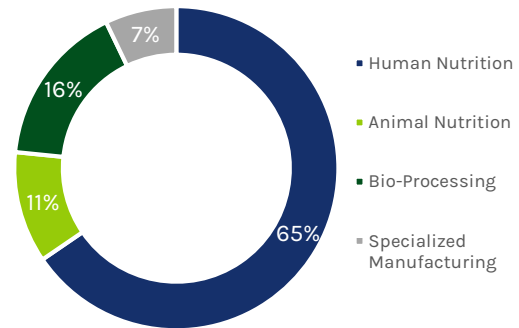
Earnings Per Share:

Earnings Per Share during Q1 FY25 stands at ₹ 3.05 as compared to ₹ 2.58 in Q1 FY24.

OPERATIONAL PERFORMANCE REVIEW:

Segmental Revenue:

(Amount in INR Mn.)	Q1 FY25	Q1 FY24	Change (%)
Human Nutrition	1,012	994	2
Animal Nutrition	172	158	9
Bio-Processing	251	224	12
Specialized Manufacturing	110	97	13



The total revenue from operations grew by 5% on y-o-y basis and de-grew by 2% on q-o-q basis.

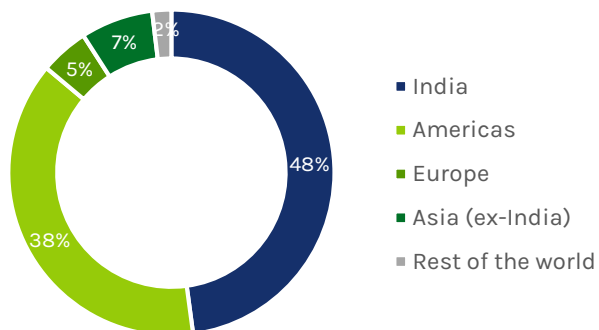
The revenue from human nutrition segment increased by 2% to ₹ 1,012 million in Q1 FY25 as compared to ₹ 994 million in Q1 FY24. This growth is on account of Probiotics and Nutrition business.

The Animal nutrition delivered a growth of 9% to ₹ 172 million in Q1 FY25 as against ₹ 158 million in Q1 FY24.

The Bio-Processing segment outperformed by 12% during the quarter, it accounted for ₹ 251 million in Q1 FY25 as compared to ₹ 224 million in Q1 FY24. In this segment, food business grew by 6% to ₹ 196 million on y-o-y basis during Q1 FY25. The Non-Food business grew by 43% to stood at ₹ 55 million during the quarter.

The Specialized manufacturing segment contributed 7% in the pie which is around ₹ 110 million to the revenue during the quarter, an increase of 13% on y-o-y basis.

Geographical Revenue:



revenue from operations during Q1 FY25 as compared to 50% during Q1 FY24. International sales were 52% of revenue from operations during Q1 FY25 as compared to 50% during Q1 FY24.

The total revenue comprises of International sales amounting to ₹ 806 million in Q1 FY25 as compared to ₹ 736 million in Q1 FY24, an increase of 10%. The revenue increased by 27% in Americas and registered a growth of 13% in Europe while registered a decline of 7% in Asia (ex-India) and 65% in the rest of the world.

Domestic sales accounted for ₹ 740 million in Q1 FY25 as compared to ₹ 737 million in Q1 FY24, it remained flat.

The domestic sales constituted about 48% of

CONSOLIDATED FINANCIAL REVIEW (Q-o-Q basis):

Revenue from Operations:

Revenue from operations on consolidated basis increased to ₹ 1,545 million in the Q1 FY25 from ₹ 1,578 million in the Q4 FY24, a de-growth of 2%.

Profit:

Consolidated EBITDA during Q1 FY25 stands at ₹ 512 million as compared to ₹ 554 million during Q4 FY24, a decline of 8%.

Profit before tax stands at ₹ 487 million during Q1 FY25 as against ₹ 397 million in Q4 FY24, an increase of 23%

Profit after tax grew by 17% and stands at

₹ 350 million during Q1 FY25 as compared to ₹ 299 million during the Q4 FY24.

Financial Costs:

Financial costs stood at ₹ 9 million during Q1 FY25 as against ₹ 8 million during the Q4 FY24.

Depreciation and Amortization:

Depreciation and Amortization charge for the Q1 FY25 is ₹ 86 million as compared to ₹ 93 million in the last quarter.

Earnings Per Share:

Earnings Per Share during Q1 FY25 stands at ₹ 3.05 as compared to ₹ 2.53 in Q4 FY24.

OPERATIONAL PERFORMANCE REVIEW:

Segmental Revenue:

(Amount in INR Mn.)	Q1 FY25	Q4 FY24	Change (%)
Human Nutrition	1,012	1,024	-1
Animal Nutrition	172	185	-7
Bio-Processing	251	258	-3
Specialized Manufacturing	110	111	0

The human nutrition segment decreased by 1% to ₹ 1,012 million in Q1 FY25 as compared to ₹ 1,024 million in Q4 FY24.

The Animal nutrition de-grew by 7 % to ₹ 172 million in Q1 FY25 as against ₹ 185 million in Q4 FY24.

The Bio-Processing segment underperformed by 3% during the quarter, it accounted ₹ 251 million

in Q1 FY25 as compared to ₹ 258 million in Q4 FY24. In this segment, the food and non-food business de-grew by 1% to ₹ 196 million, and 9% to ₹ 55 million respectively, during the quarter in comparison to Q4 FY24.

The Specialized manufacturing segment remained unchanged to ₹ 110 million in Q1 FY25 from ₹ 111 million in Q4 FY24.

Geographical Revenue:

The total revenue comprises of International sales amounting to ₹ 806 million in Q1 FY25 as compared to ₹ 804 million in Q4 FY24, it remained flat. The revenue grew by 12% in Americas, 60% in rest of the world while it de-grew by 45% in Europe and 9% in Asia (ex-India).

Domestic sales accounted for ₹ 740 million in

Q1 FY25 as compared to ₹ 774 million in Q4 FY24, a decline of 4%.

The domestic sales constituted about 48% of revenue from operations during Q1 FY25 as compared to 49% during Q4 FY24. International sales were 52% of revenue from operations during Q1 FY25 as compared to 51% during Q4 FY24.

OUTLOOK 2024-25

Advanced Enzymes is constantly working towards improving and strengthening its business model, and will continue to focus on all three divisions - Human Nutrition, Animal Nutrition and Bio-Processing including developing, adding and launching more products in the target market of probiotics. The Company is confident that its existing capacities and capital investments would serve well to expand its enzymes and probiotics business.

Human Nutrition:

The Company already have B2C business in USA, which is performing well. The same business model is being replicated by the Company in India to explore avenues and accelerate growth. It will continue its focus and thrust on expanding B2C business in Human Nutrition business. The Company launched Wellfa, its own B2C nutraceutical brand targeting Indian customers, it offers immune support, skin care, gut health, metabolism boosters, detox solutions, weight management aids, stress relief and respiratory health products and much more.

This segment should be the next interesting growth driver for the Company. It is also exploring other online avenues for selling the products through parallel online sales channels.

Animal Nutrition:

In the Animal Nutrition, the Company is continuously conducting trials and studies to bring newer and effective nutritional products, which may improve the efficacy of animal feeds. It is working on registering and introducing more products in the domestic as well as in the international markets.

The Company is also looking to expand its sales and marketing team in USA, MENA and Asian market. At the same time, it is targeting to strengthen the geographical reach and distribution network by appointing more distributors in the overseas markets.

Probiotics:

The Company is in the process to introduce more probiotics products in Human Nutrition for the immunity development, active health food, gut health and various nutraceutical applications. In

the Animal Nutrition, the Company is determined to launch more products on immunity development, digestion improvement, and increase nutritional level of feed.

Bio Catalysis:

The Company has made significant progress on developing bio catalases for API manufacturers, providing enzymatic based solutions that are target specific, helping them to save cost of energy, time and use of chemicals. Couple of products are under the advanced stage of trials at plant level by the API manufacturers. This is one of the opportunities, where it will continue its efforts and focus.

Baking:

The Company has several enzymes for the food processing segment, have filed 14 dossiers with European Food Safety Authority (EFSA) and got positive opinion for 9 of the product dossiers. The product line is equally good in terms of efficacy and performance as compared to existing market players. The Company has seen positive response post pandemic. It is confident to expand in Europe, Americas and Rest of World to tap the available opportunities by offering a value based approach in the Baking Industry.

R&D:

The Company is making significant investments in developing state-of-the-art R&D facilities and intends to set trends in the R&D areas mainly for the formulation of new applications and shall continue to significantly invest to build its portfolio with focus on applications and industries. It is also looking to expand and strengthen the R&D team.

Inorganic expansion:

The Company has a robust record of accomplishment of growing inorganically. In the past 7 years, the Company has made 4 successful acquisitions through internal accruals maintaining its record of being zero debt company. It may keep looking for strategical acquisitions that may further strengthen its front-end marketing capabilities, geographical reach, product portfolio and B2C business.

RESULTS CONFERENCE CALL DETAILS

Advanced Enzymes will hold an earnings conference call on 13th August 2024, Tuesday at 16:00 Hours IST to discuss quarterly performance. The transcript of the call will be available later in the Investor Relations section on the Company's website, www.advancedenzymes.com

Please dial the numbers at least 5-10 minutes prior to the conference schedule to ensure that you are connected on time.

Conference Call Primary Number: +91 22 6280 1403 / +91 22 7115 8304

[Pre-registration link](#)

For further information, please contact:

Ronak Saraf

Investor Relations

✉ ir@advancedenzymes.com

CORPORATE INFORMATION:

Advanced Enzyme Technologies Limited
Regd. Office: 5th Floor, 'A' Wing, Sun Magnetica,
Louiswadi, Thane (W) -400 604,
Maharashtra, India
Tel.: +91 22 41703200
Fax: +91-22 25835159
Website: www.advancedenzymes.com
CIN No: L24200MH1989PLC051018

ABOUT ADVANCED ENZYME TECHNOLOGIES LIMITED

Advanced Enzyme Technologies Limited, incorporated in 1989, is a research driven company with global leadership in the manufacturing of enzymes and probiotics. 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, specialty applications, textile processing and others. Our aim is to replace traditionally used chemicals with eco-friendly enzymatic solutions.

Equipped with state-of-the-art 9 manufacturing facilities and 7 research & development locations across India, Germany and US, Advanced Enzymes exports to 45+ countries across 6 continents, and provides customized & effective enzyme solutions coupled with the best in technical advice & superior service.

Advanced Enzymes has received the Bio-Excellence award for being the Best Industrial Biotech Company at Bangalore India Bio in 2010 as well as 2014. In 2013, Advanced Enzymes has also been recognised by Inc. India, as one of the top 500 fastest-growing mid-sized companies in India, Excellence in R&D at UBM India Pharma Awards 2018. Advanced Enzymes has also been recipient of the Emerging India Award in 2010, in the Life Sciences category, by CNBC TV18 and ICICI Bank. Advanced Enzymes has also been awarded for Best IPO at IR Society Awards 2017, by Investor Relation Society of India in association with BSE, KPMG India and Bloomberg.

FORWARD-LOOKING STATEMENTS

This press release may contain forward-looking statements with respect to Advanced Enzyme Technologies' future (financial) performance and position. Such statements are based on current expectations, estimates and information currently available to the company.

Advanced Enzyme Technologies Limited cautions readers that such statements involve certain risks and uncertainties that are difficult to predict and therefore it should be understood that many factors can cause actual performance and position to differ materially from these statements. The company has no obligation to update the statements contained in this press release, unless required by law.