

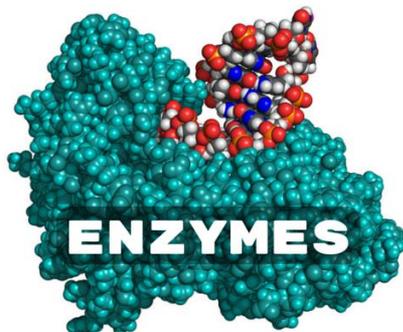


Advanced Enzyme Technologies Limited

Where ENZYME is Life

Earning Presentation | May 2019

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

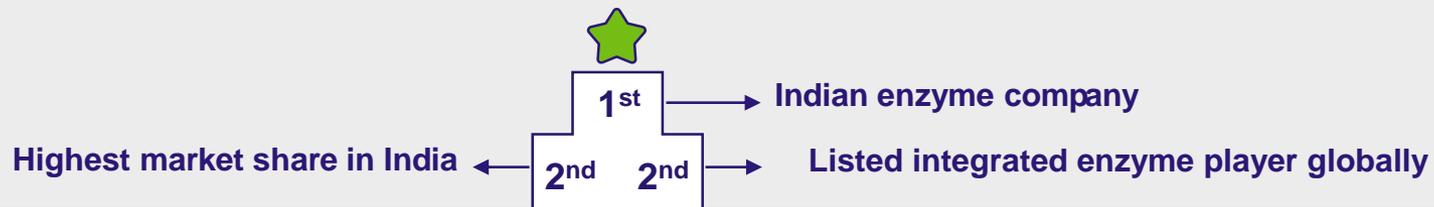


It is our mission to see that every human being is able to take advantage of the power of enzymes for well-being and leading a healthy life!

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



24+

Years of Fermentation Experience



7

Registered Patents



11

Food Enzyme Dossiers filed with EFSA



2*

GRAS Dossier evaluated by US FDA



420

m³ Fermentation Capacity



550+

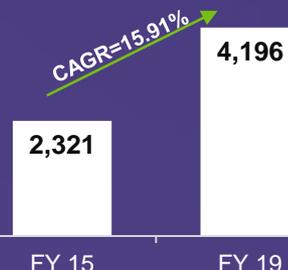
Employees

Note: Facts & Figures as on 31st March 2019

*1 GRAS Dossier under evaluation with US FDA

Note: 2015: as per IGAAP | 2019: as per IndAS

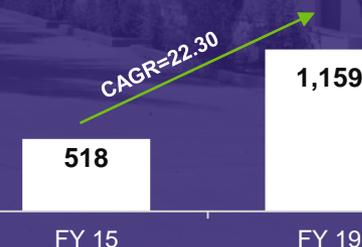
Revenue (₹ mn)

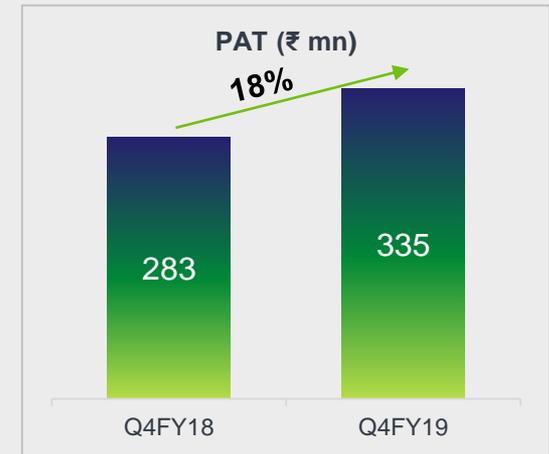
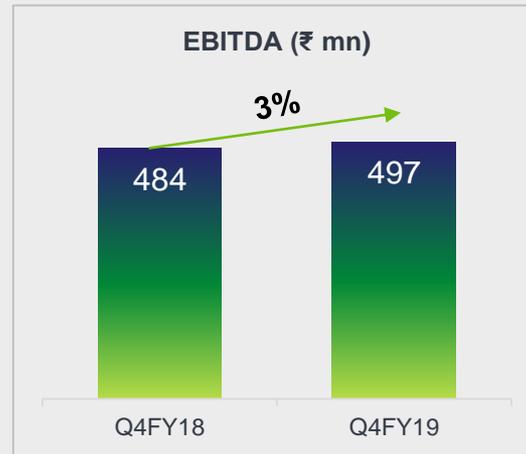
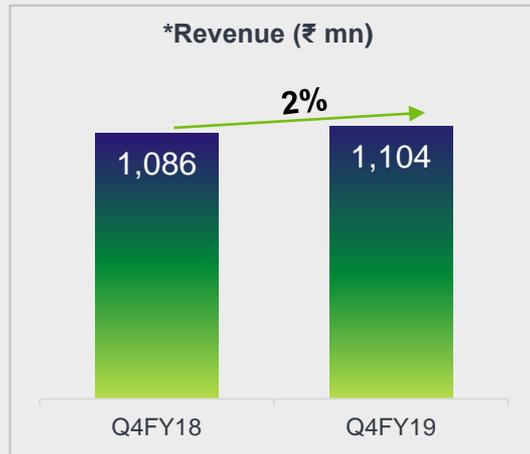


EBIDTA (₹ mn)



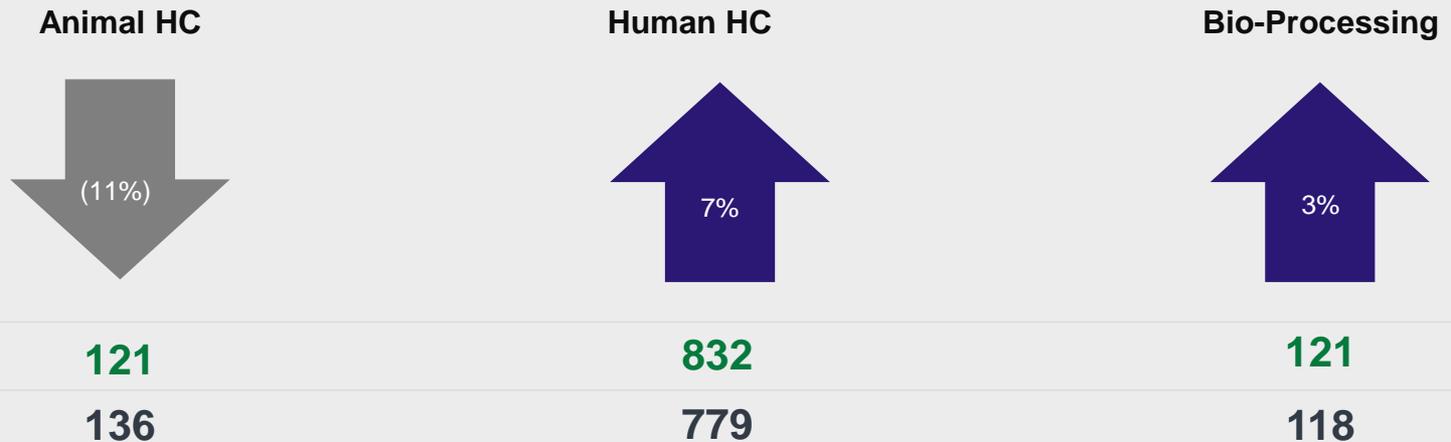
PAT (₹ mn)





Revenue Breakup ₹ in Million

*YoY Growth

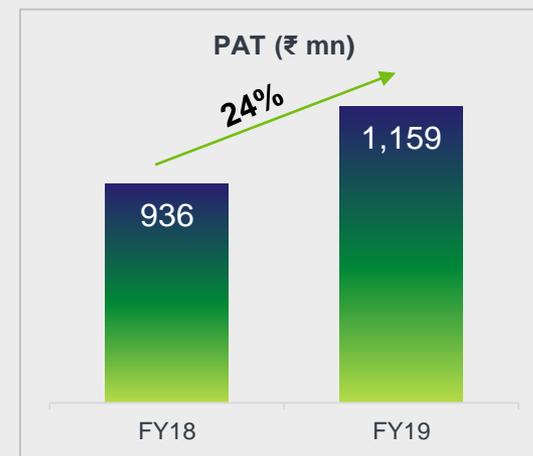
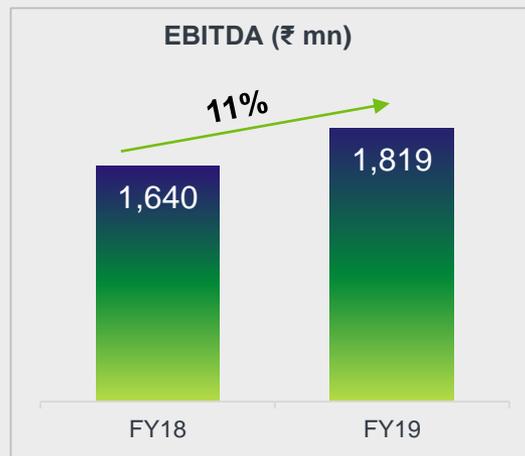


Note: 1.. On Consolidated Basis
2. Segmental Revenue excluding excise duty

3. EBIDTA is excluding other income
4. Does not include sales made by Evoxx

5. PAT is before minority
6. Segment-wise revenue does not include other operating income

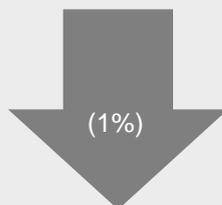
7. Ind AS adjustments are carried out on account of commission and discount.



Revenue Breakup ₹ in Million

*YoY Growth

Animal HC



FY19	493
FY18	498

Human HC



FY19	3,133
FY18	2,860

Industrial Processing



FY19	482
FY18	444

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

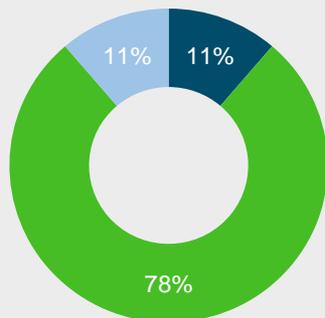
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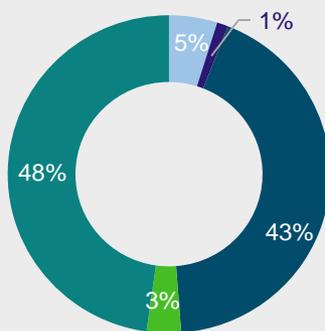
Q4FY19

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Bio-Processing

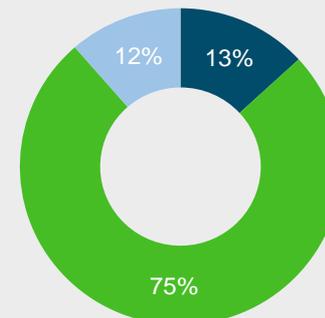
Geographical Revenue Split (%)



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

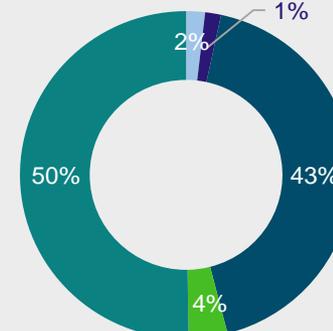
Q4FY18

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Bio-Processing

Geographical Revenue Split (%)



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

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

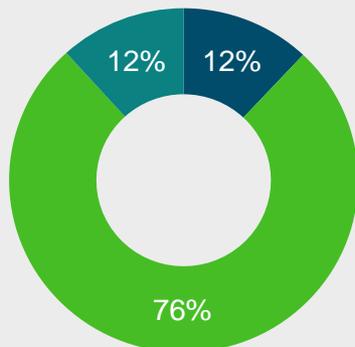
3. Does not include sales made by Evovx

4. Segment-wise revenue does not include other operating income

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

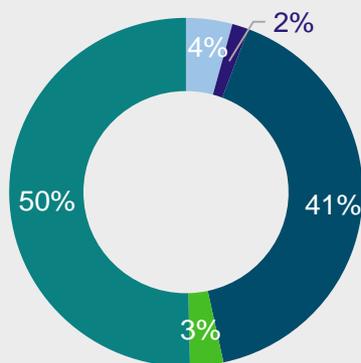
FY19

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Bio-Processing

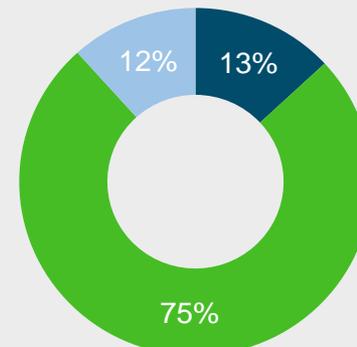
Geographical Revenue Split (%)



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

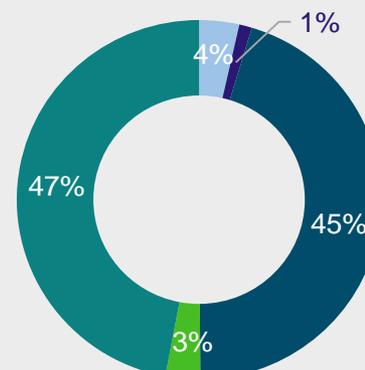
FY18

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Bio-Processing

Geographical Revenue Split (%)



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

Note: 1.. On Consolidated Basis

2. Segmental Revenue excluding excise duty

3. Does not include sales made by Evoxx

4. Segment-wise revenue does not include other operating income

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

Profit & Loss (Consolidated) – Q4FY19 & FY19

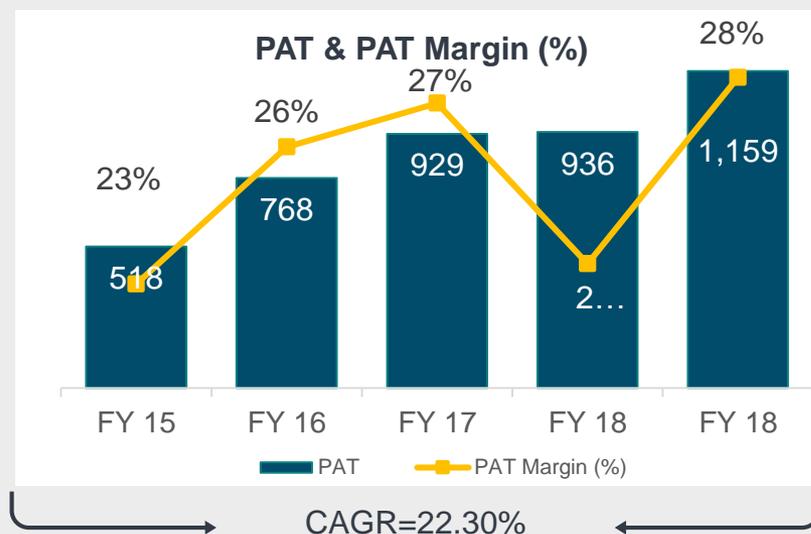
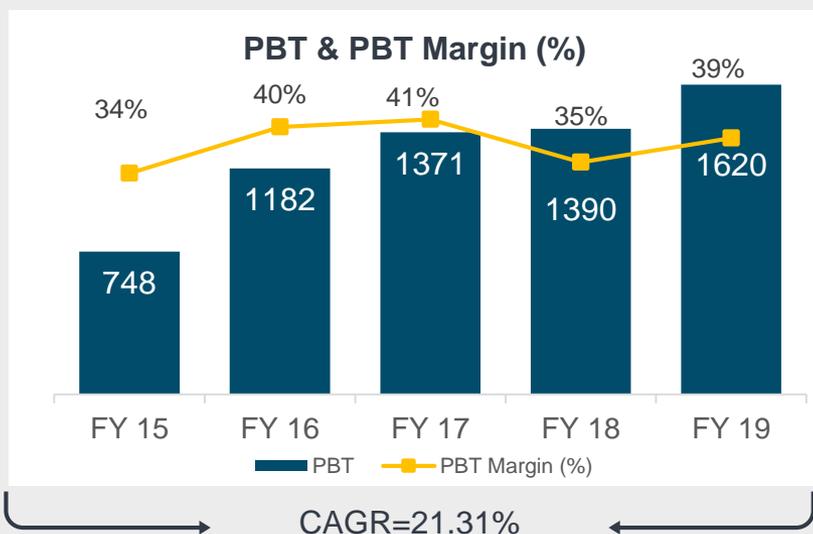
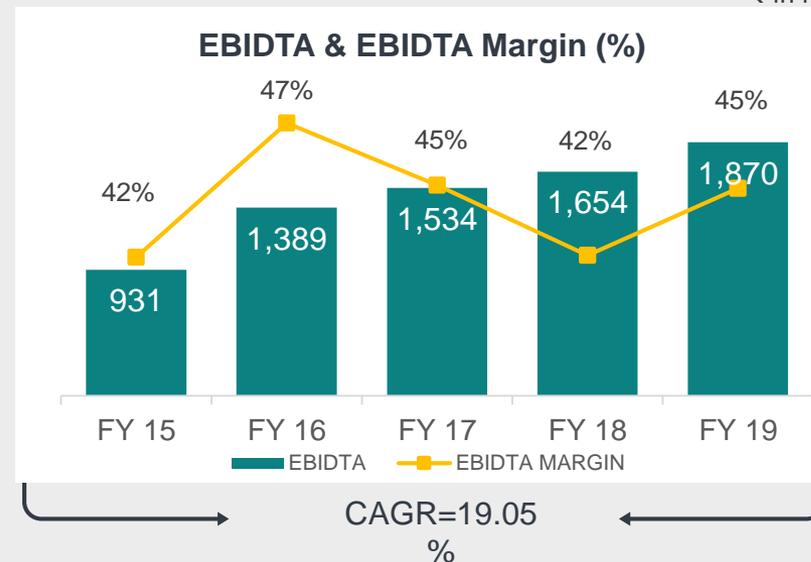
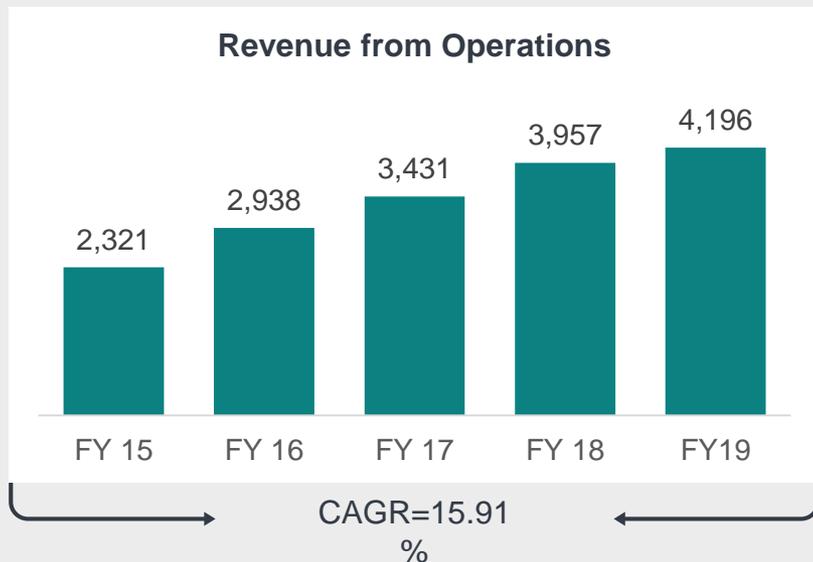
₹ in Million except per share data

Particulars	Q4FY19 Audited	Q3FY19 Unaudited	Q4FY18 Audited	Y-o-Y (%)	FY19 Audited	FY18 Audited	Y-o-Y (%)
Income from Operations	1,104	1,017	1,086	2%	4,196	3,957	6%
Expenses	660	654	649	2%	2,588	2,500	4%
Profit from Operations before Other Income, Finance Costs and Exceptional Item	444	363	437	2%	1,608	1,457	10%
Other Income	27	0	6	368%	50	14	261%
Profit from ordinary activities before Finance Costs and Exceptional Item	471	363	443	6%	1,658	1,471	13%
Finance costs	6	-3	45	(87%)	39	81	(52%)
Profit from ordinary activities before exceptional item and tax	465	367	397	17%	1,620	1,390	17%
Profit from ordinary activities before tax	465	367	397	17%	1,620	1,390	17%
Tax	130	113	114	14%	461	454	1%
Net Profit for the period	335	253	283	18%	1,159	936	24%
Earnings Per Share	2.89	2.19	2.44		9.95	8.07	

Balance Sheet (Consolidated) – FY19

₹ in Million

Particulars	FY19 Audited	FY18 Audited
Assets		
Property, plant and equipment	1,618	1,667
Capital work-in-progress	105	105
Intangible assets	622	662
Goodwill	2,715	2,584
Other non-current assets	183	143
Current assets	2,821	2,107
Assets held for sale	48	48
Total Assets	8,111	7,316
Equity And Liabilities		
Equity share capital	223	223
Other equity	6,565	5,368
Non-controlling interest	260	226
Non-current liabilities	358	471
Current liabilities	651	987
Liabilities classified as held for sale	54	41
Total – Equity and Liabilities	8,111	7,316

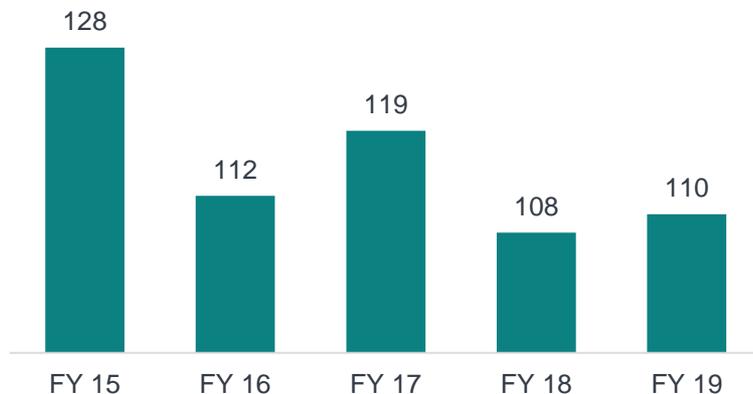


Note: As per IGAAP | FY17, FY18, FY19 – as per IndAs

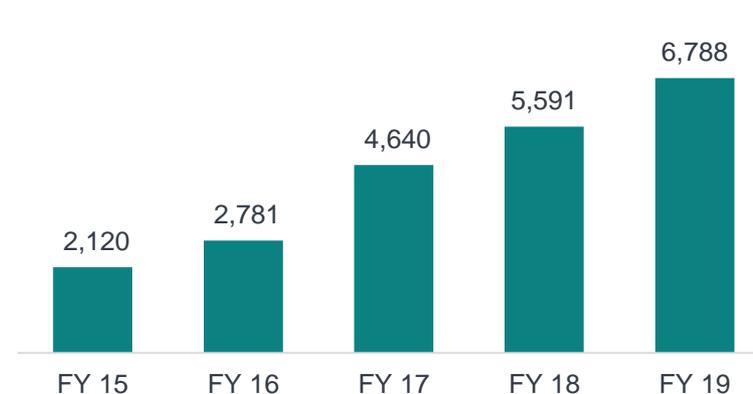
All numbers are on Consolidated basis

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

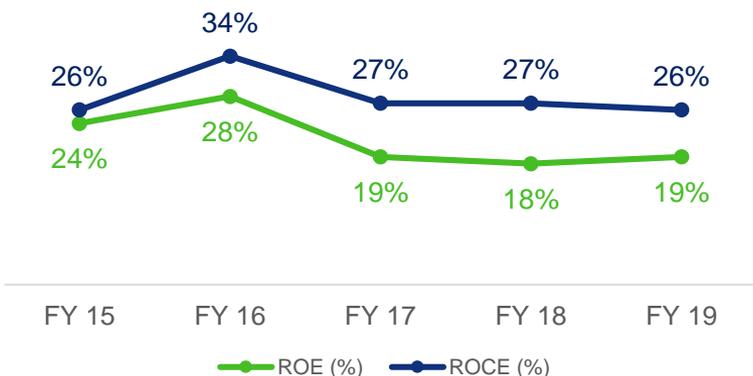
Net Working Capital (Days)



Net Worth (₹ mn)



ROE (%) & ROCE (%)



Net Debt to Equity (x)



Note: As per IGAAP | FY17, FY18 & FY19 – as per IndAs

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 24th May 2019)

 Market Capitalization (₹) **22,429 mn**

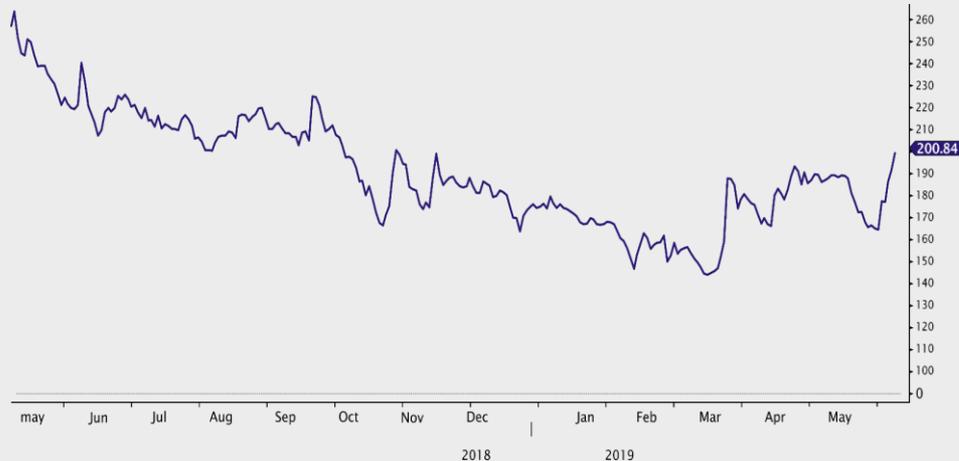
 Shares Outstanding **111.6 mn**

 Free Float **36.90%**

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

 Average Daily Volume (3 months) **497,386**

Stock Chart (As on 24th May 2019)

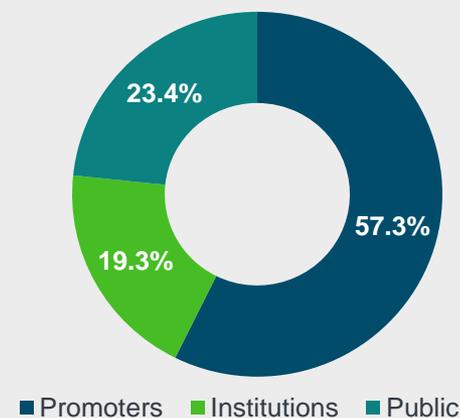


Source: BSE, NSE, Thomson Reuters

Top 5 Institutional Holders (As on 17th May 2019)

Institutions	OS (%)
Orbimed Asia Mauritius Limited	12.10
HDFC Asset Management Co. Ltd.	6.23
Reliance Capital Trustee Co. Ltd	1.43
Massachusetts Institute of Technology	0.27
Lacuna - Adamant Asia Pacific Health	0.18

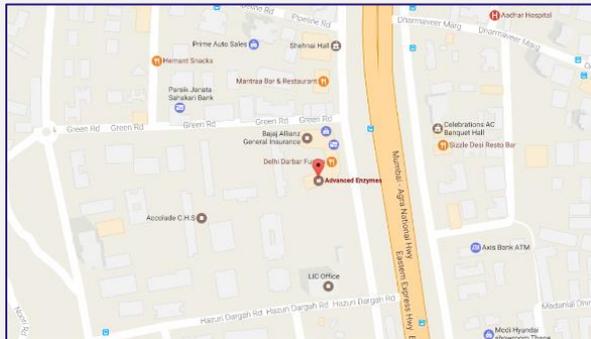
Shareholding Pattern (%)



Note: Data mentioned in above chart is as on 31st March 2019



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Thank You

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