



Where ENZYME is life

# Earnings Presentation Q4FY21

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.



Advanced Enzymes 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, speciality applications, textile processing and others. Our aim is to replace traditionally used chemicals with eco-friendly enzymatic solutions.

## What are Probiotics?

Probiotics are live microorganisms, when administered in sufficient amount, confer health benefits to human and animals. Probiotics have now become an integral part of several therapies for the digestive disorders and newer applications for treatment of several other diseases are being developed. Probiotics act by fighting with the disease causing microorganisms and by secreting beneficial metabolites in the human/animal system.

Advanced Enzymes has developed and upscaled technologies for the production and application of several important probiotics.

### 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!



## Manufacturing Units – 9

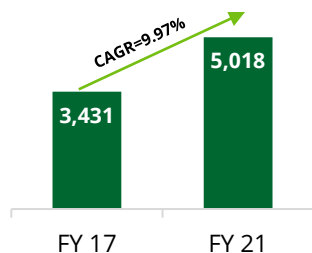
India – 7 | USA – 2



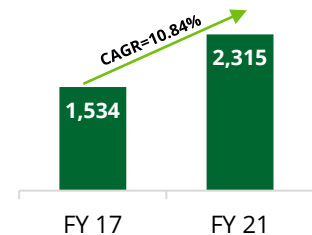
## R&D Units – 7

India – 5 | USA – 1 | Germany – 1

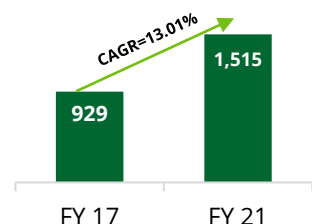
### REVENUE (₹ mn)



### EBIDTA (₹ mn)



### PAT (₹ mn)



Indian enzyme company



Highest market share in India



Listed integrated enzyme player globally



68+

Enzymes & Probiotics



400+

Proprietary Products



700+

Customers Worldwide



45+

Countries Worldwide Presence



550+

Employees



7

Registered Patents



11

Food Enzyme Dossiers filed with EFSA



2\*

GRAS Dossier evaluated by US FDA



500

m<sup>3</sup> Fermentation Capacity



25+

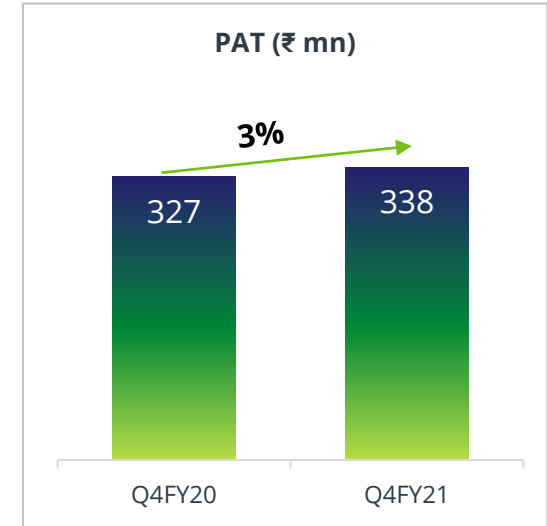
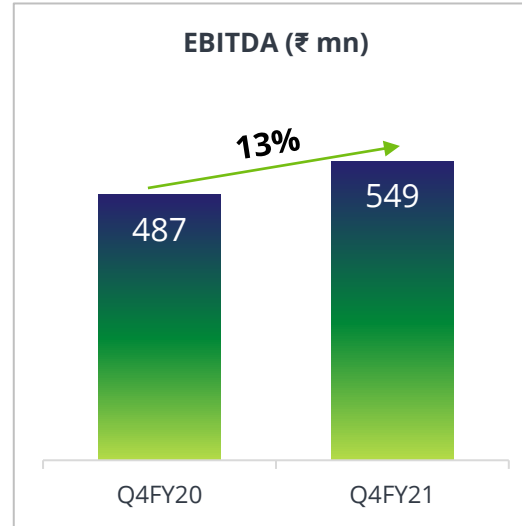
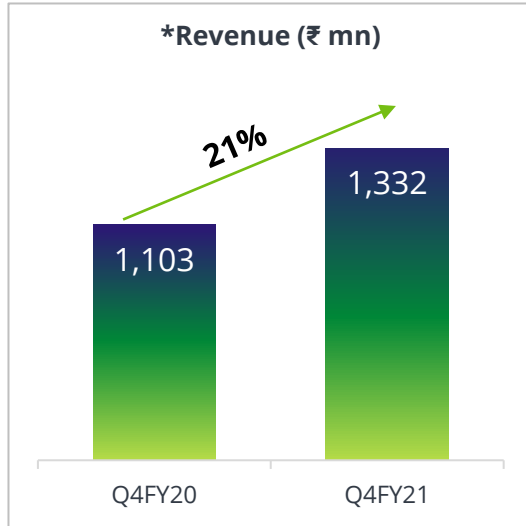
Years of Fermentation Experience

Note: Facts & Figures as on 31<sup>st</sup> March 2021

\*1 GRAS Dossier under evaluation with US FDA

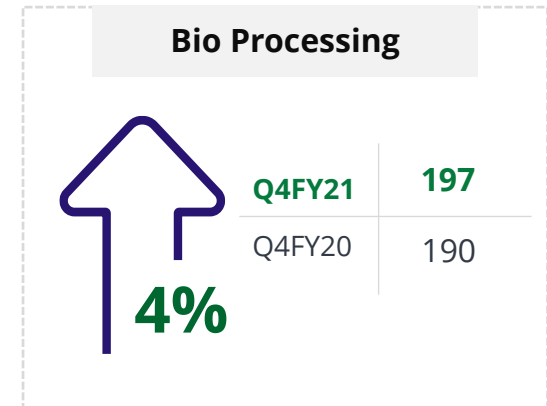
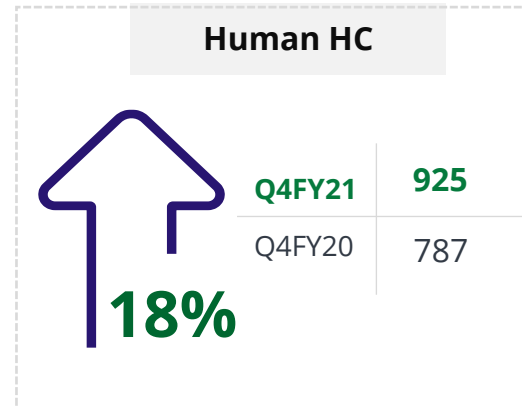
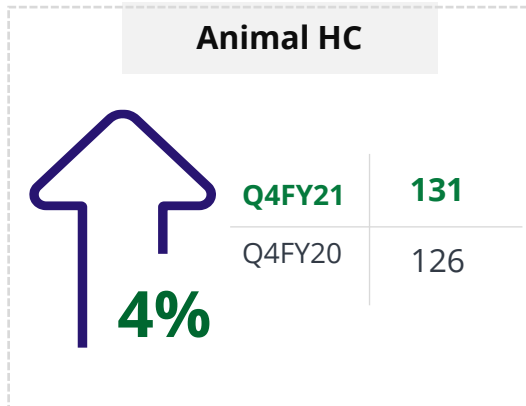
All the numbers are as per IndAs

# Results Summary – Q4FY21 (Consolidated) Y-o-Y



## Revenue Breakup ₹ in Million

\*YoY Growth



Note: 1. On Consolidated Basis  
2. PAT is before minority

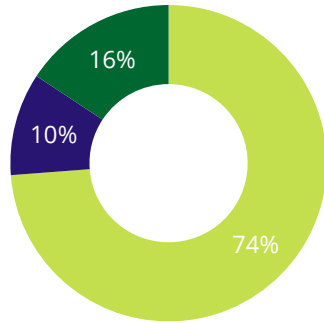
3. Product categorywise revenue does not include other operating income and Ind AS adjustments

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

5. Product categorywise revenue does not include SSPL numbers

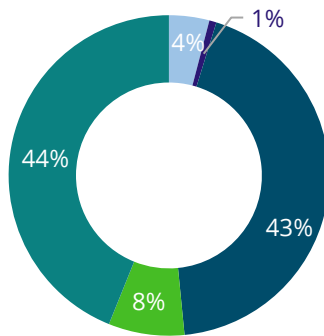
## Q4FY21

Product Category-wise (%)



Human HC    Animal HC    Bio-Processing

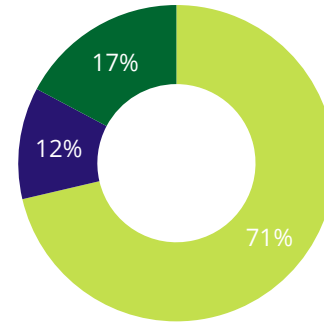
Geographical Revenue Split (%)



Asia (ex- India)    Others    India    Europe    USA

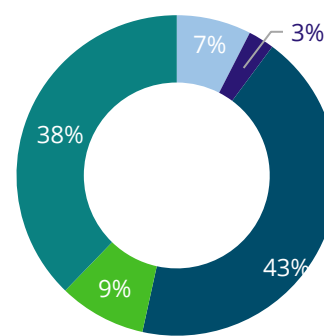
## Q4FY20

Product Category-wise (%)



Human HC    Animal HC    Bio-Processing

Geographical Revenue Split (%)



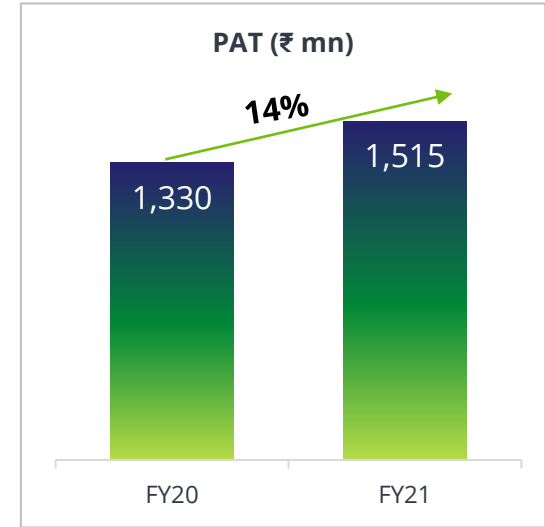
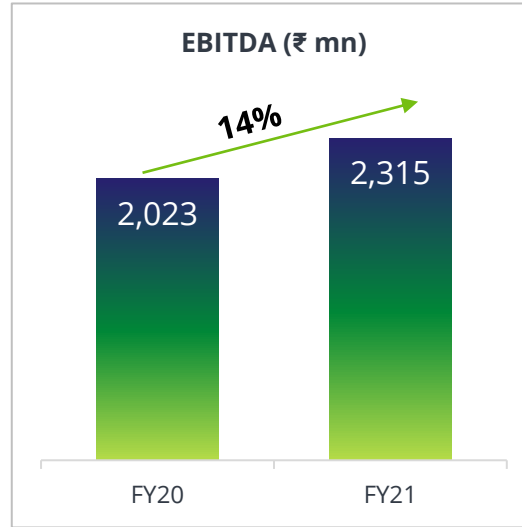
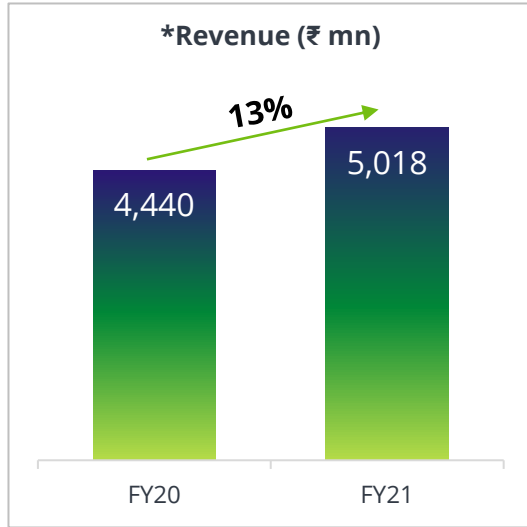
Asia (ex- India)    Others    India    Europe    USA

Note: 1. On Consolidated Basis  
2. EBIDTA is including other income

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

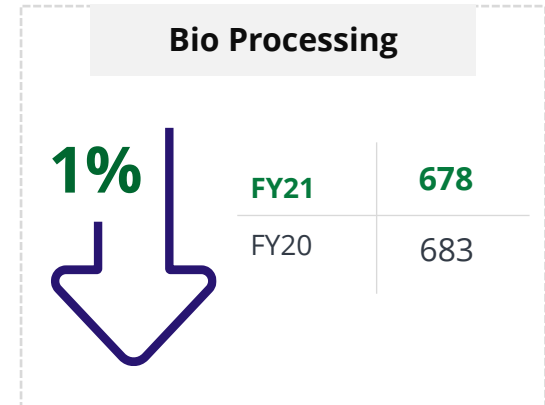
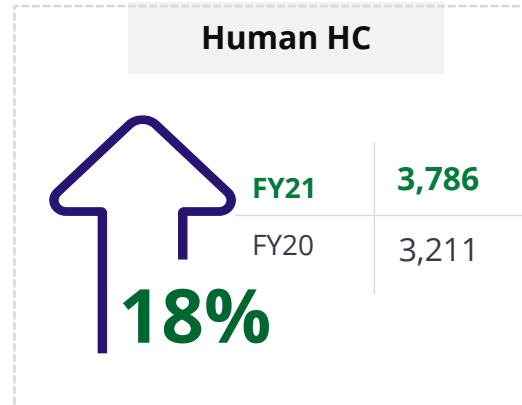
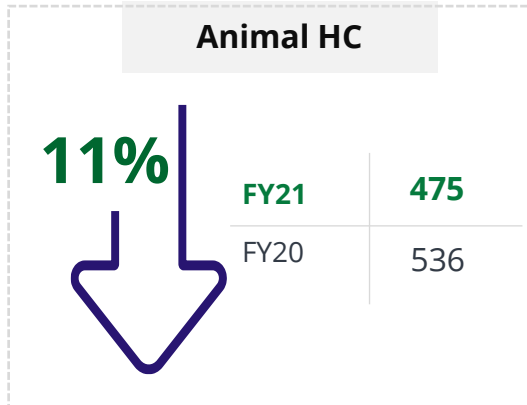
4. Ind AS adjustments are carried out on account of commission and discount.

5. Product categorywise revenue does not include SSPL numbers



## Revenue Breakup ₹ in Million

\*YoY Growth



Note: 1. On Consolidated Basis  
2. PAT is before minority

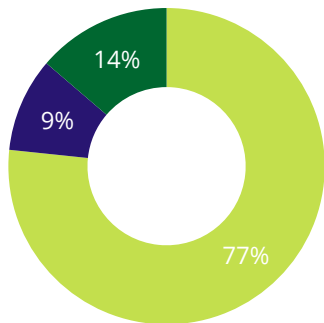
3. Product categorywise revenue does not include other operating income and Ind AS adjustments

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

5. Product categorywise revenue does not include SSPL numbers

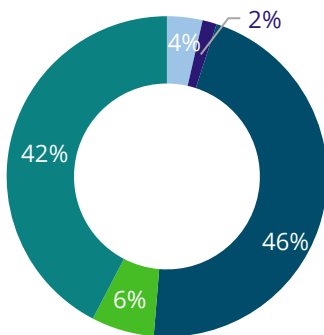
## FY21

### Product Category-wise (%)



Human HC    Animal HC    Bio-Processing

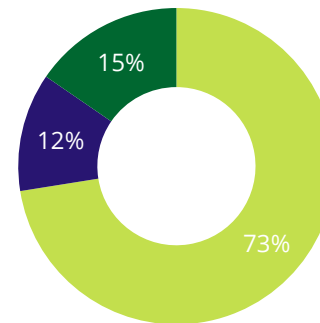
### Geographical Revenue Split (%)



Asia (ex- India)    Others    India    Europe    USA

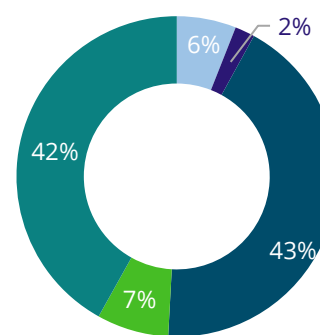
## FY20

### Product Category-wise (%)



Human HC    Animal HC    Bio-Processing

### Geographical Revenue Split (%)



Asia (ex- India)    Others    India    Europe    USA

Note: 1. On Consolidated Basis  
2. EBIDTA is including other income

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

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

5. Product categorywise revenue does not include SSPL numbers



# Profit & Loss (Consolidated) – Q4FY21 & FY21

₹ in Million except per share data

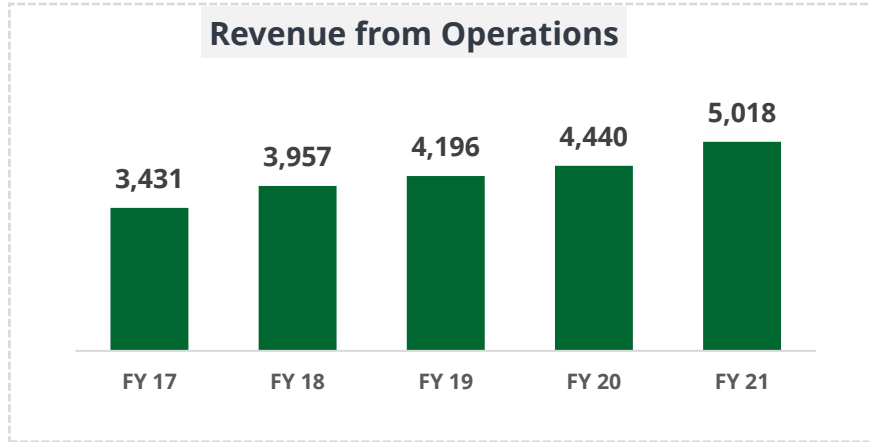
Particulars	Q4FY21 Audited	Q3FY21 Unaudited	Q4FY20 Audited	Y-o-Y (%)	FY21 Audited	FY20 Audited	Y-o-Y (%)
<b>Income from Operations</b>	<b>1,332</b>	1,377	1,103	21%	<b>5,018</b>	4,440	13%
Expenses	<b>867</b>	778	682	27%	<b>2,986</b>	2,675	12%
Profit from Operations before Other Income, Finance Costs and Exceptional Item	<b>465</b>	599	421	10%	<b>2,032</b>	1,765	15%
Other Income	<b>17</b>	13	18	-6%	<b>88</b>	56	57%
Profit from ordinary activities before Finance Costs and Exceptional Item	<b>482</b>	612	439	10%	<b>2,120</b>	1,821	16%
Finance costs	<b>4</b>	3	7	-43%	<b>16</b>	30	-47%
Profit from ordinary activities before tax	<b>478</b>	609	432	11%	<b>2,104</b>	1,791	17%
Tax	<b>140</b>	166	105	33%	<b>589</b>	461	28%
<b>Net Profit for the period</b>	<b>338</b>	443	327	3%	<b>1,515</b>	1,330	14%
<b>Earnings Per Share</b>	<b>2.84</b>	3.86	2.81		<b>13.09</b>	11.58	

# Balance Sheet (Consolidated) – FY21

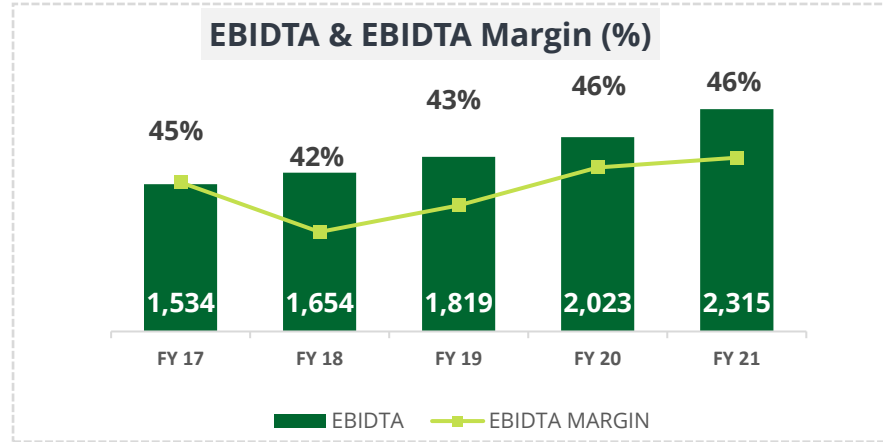
₹ in Million

Particulars	FY21 Audited	FY20 Audited
<b>Assets</b>		
Property, plant and equipment	2,382	2,096
Capital work-in-progress	104	101
Intangible assets	725	592
Goodwill	2,901	2,941
Other non-current assets	253	251
Current assets	5,162	3,757
Assets held for sale	0	48
<b>Total Assets</b>	<b>11,527</b>	<b>9,786</b>
<b>Equity And Liabilities</b>		
Equity share capital	223	223
Other equity	9,483	8,173
Non-controlling interest	601	278
Non-current liabilities	543	461
Current liabilities	677	596
Liabilities classified as held for sale	0	55
<b>Total – Equity and Liabilities</b>	<b>11,527</b>	<b>9,786</b>

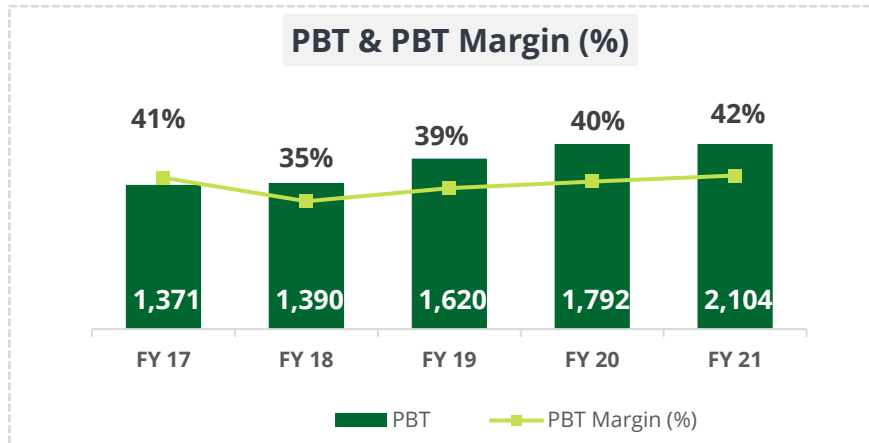
₹ in Million



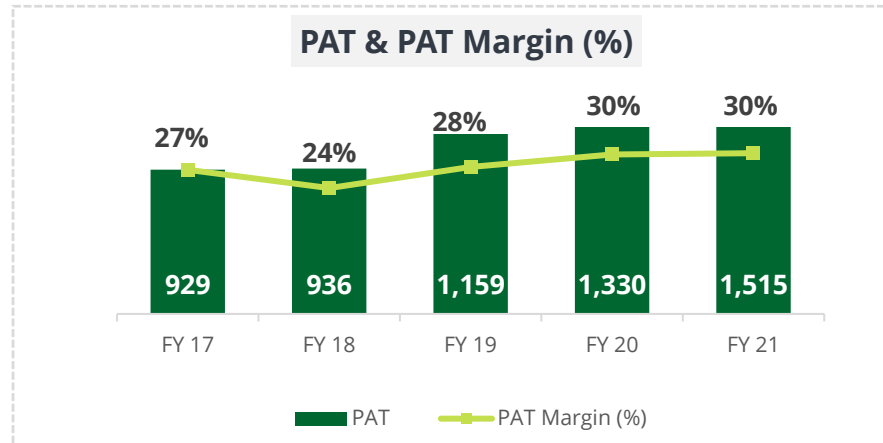
CAGR=9.97%



CAGR=10.84%



CAGR=11.30%



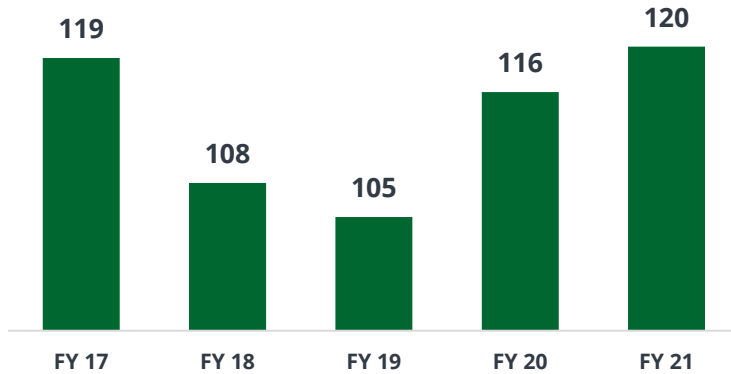
CAGR=13.01%

Note: All the numbers are as per IndAs

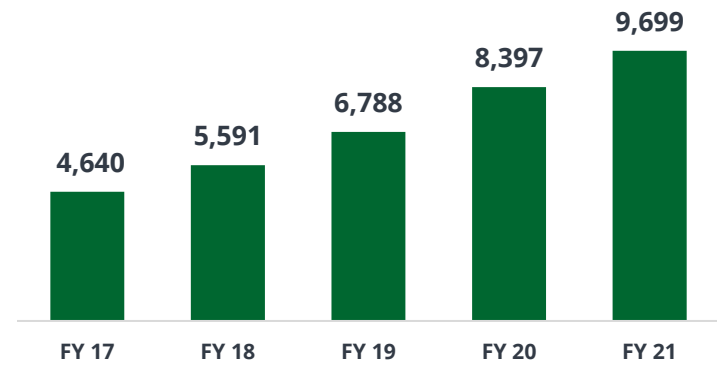
All numbers are on Consolidated basis

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

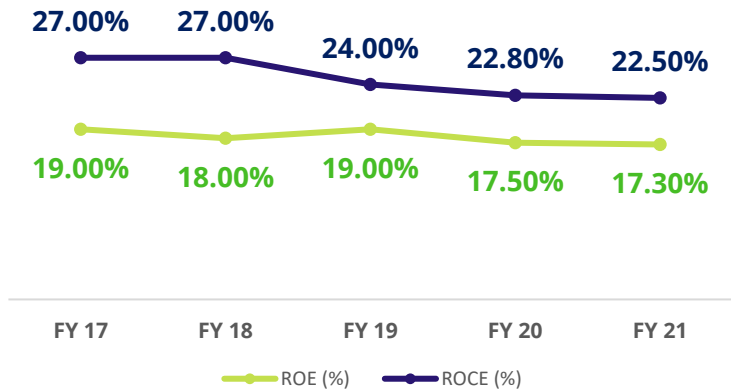
### Net Working Capital (Days)



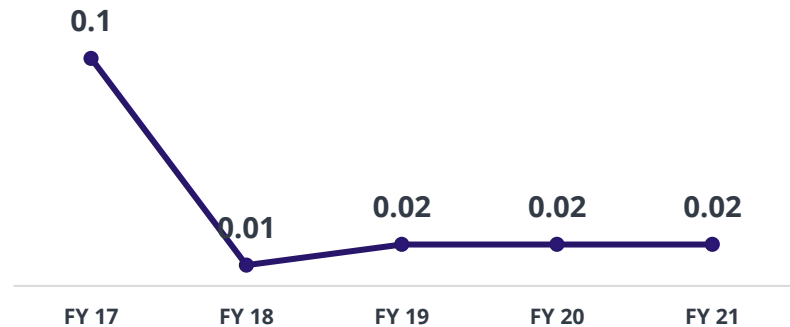
### Net Worth (₹ mn)



### ROE (%) & ROCE (%)



### Net Debt to Equity (x)







Note: All the numbers are 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 21<sup>st</sup> May 2021)

 Market Capitalization (₹)	<b>53,518 mn</b>
 Shares Outstanding	<b>111.72 mn</b>
 Free Float	<b>44.62%</b>
 Symbol (NSE/ BSE)	<b>ADVENZYMES / 540025</b>

## Stock Chart (As on 21<sup>st</sup> May 2021)

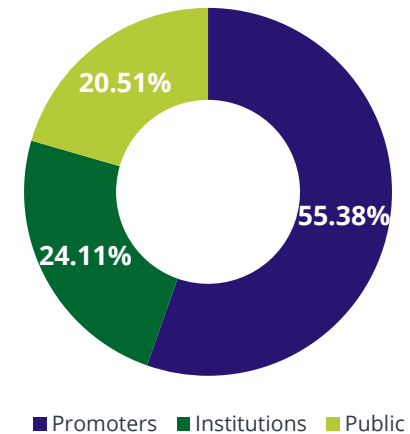


Source: NSE

## Top 5 Institutional Holders (As on 21<sup>st</sup> May 2021)

Institutions	OS (%)
ORBIMED ASIA III MAURITIUS	12.09
HDFC AMC	4.88
NALANDA INDIA EQUITY FUND	4.75
UTI MF	1.65
ICICI PRUDENTIAL MF	0.63

## Shareholding Pattern (%)

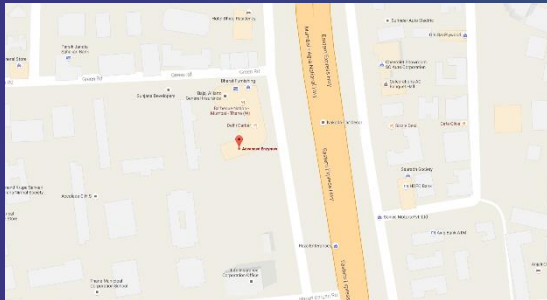


Note: Data mentioned in above chart is as on 31<sup>st</sup> March 2021

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# Thank You

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