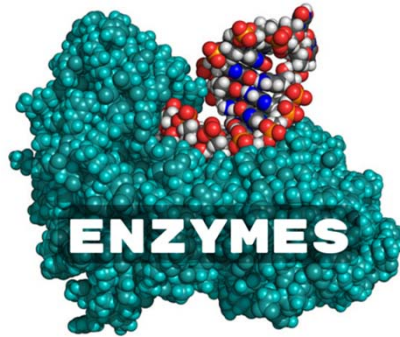




Advanced Enzyme Technologies Limited

Where ENZYME is Life

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



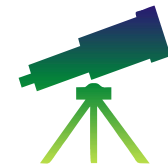
Advanced Enzymes is a research driven company with global leadership in the manufacturing of enzymes. We are committed to providing eco-safe solutions to a wide variety of industries like human health care and nutrition, animal nutrition, baking, fruit & vegetable processing, brewing & malting, grain 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

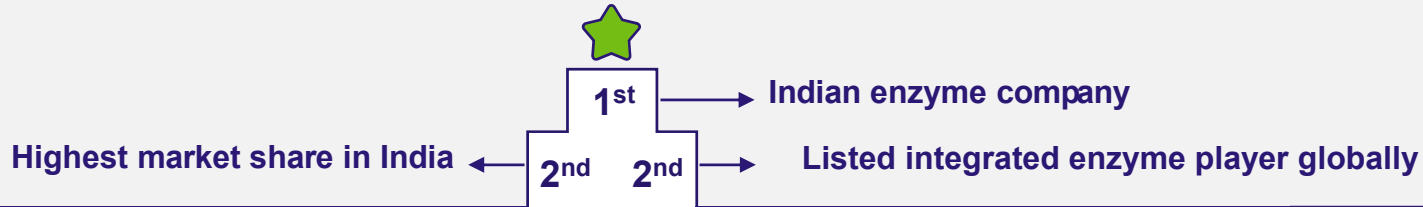


It is our mission to see that every human being is able to take advantage of the power of enzymes for well-being and leading a healthy life!

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



25+

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



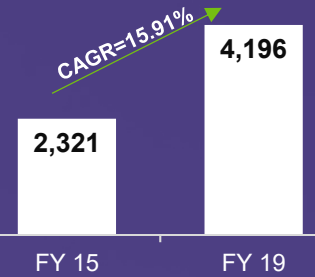
550+

Employees

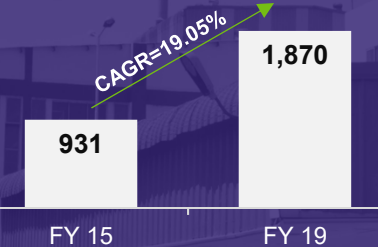
Note: Facts & Figures as on 31st March 2019

*1 GRAS Dossier under evaluation with US FDA

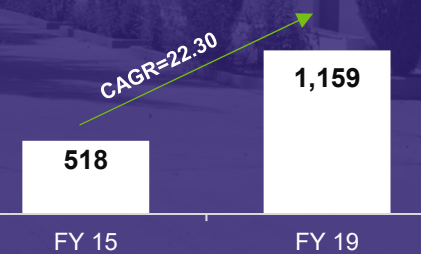
Revenue (₹ mn)



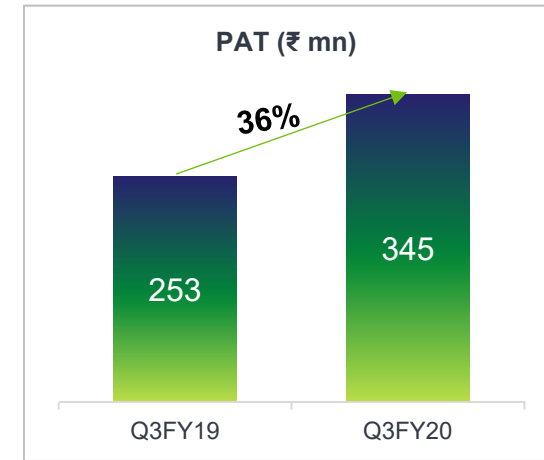
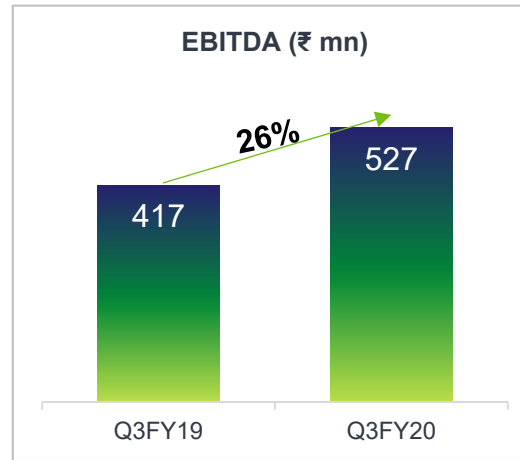
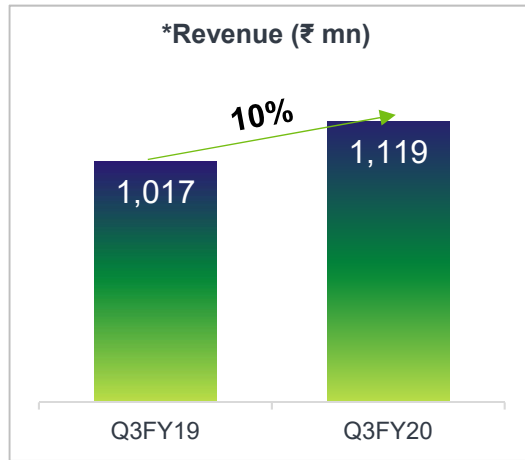
EBIDTA (₹ mn)



PAT (₹ mn)



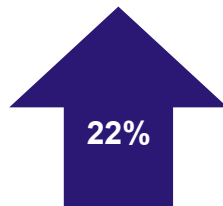
Note: 2015: as per IGAAP | 2019: as per IndAs



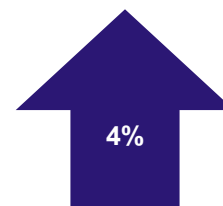
Revenue Breakup ₹ in Million

*YoY Growth

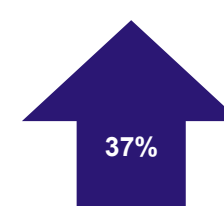
Animal HC



Human HC



Industrial Bio-Processing



Q3FY20

149

807

163

Q3FY19

122

774

119

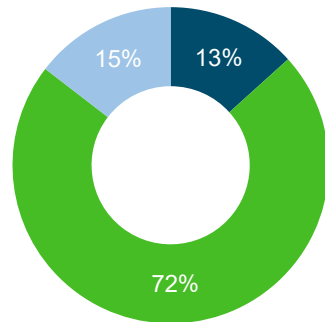
Note: 1. On Consolidated Basis
2. PAT is before minority

3. Segment-wise revenue does not include other operating income and Ind AS adjustments

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

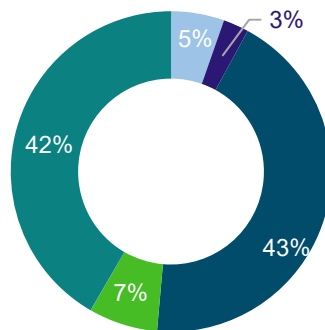
Q3FY20

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Bio-Processing

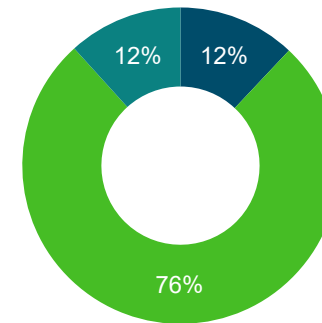
Geographical Revenue Split (%)



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

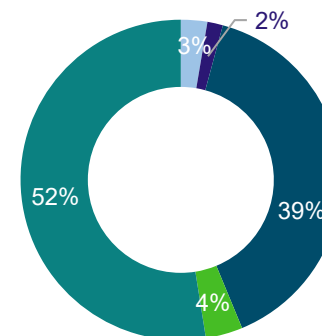
Q3FY19

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Bio-Processing

Geographical Revenue Split (%)

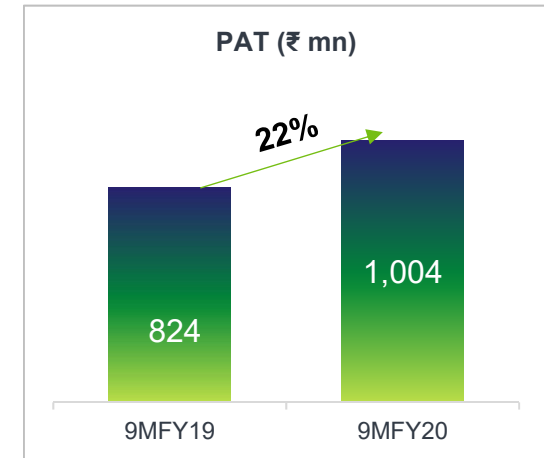
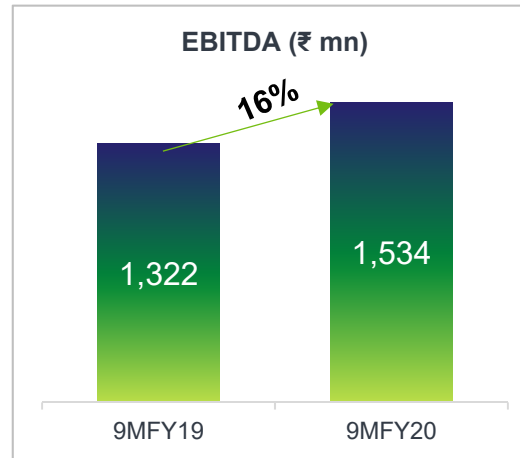
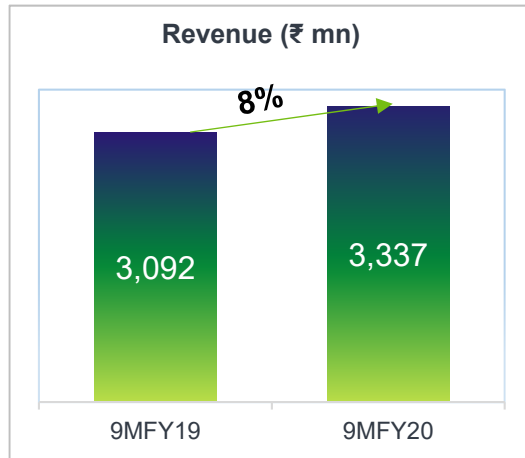


■ Asia (ex- India) ■ Others ■ India ■ Europe ■ USA

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

3. Segment-wise revenue does not include other operating income and Ind AS adjustments

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



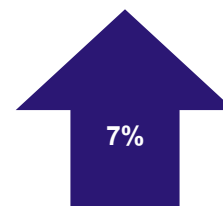
Revenue Breakup ₹ in Million

*YoY Growth

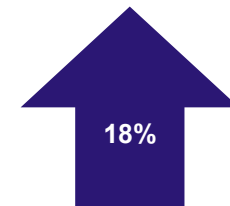
Animal HC



Human HC



Industrial Bio-Processing



9MFY20

410

2,437

487

9MFY19

372

2,301

413

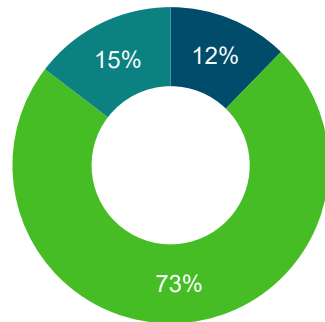
Note: 1. On Consolidated Basis
2. PAT is before minority

3. Segment-wise revenue does not include other operating income and Ind AS adjustments

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

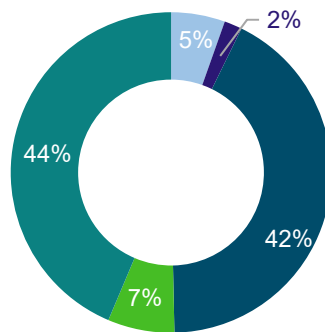
9MFY20

Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Bio-Processing

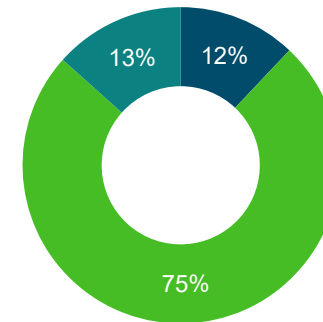
Geographical Revenue Split (%)



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

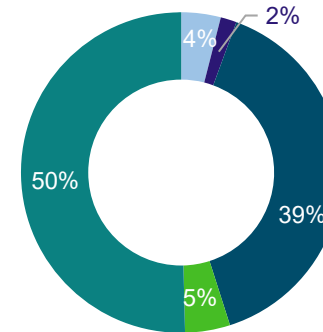
9MFY19

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. PAT is before minority

3. Segment-wise revenue does not include other operating income and Ind AS adjustments

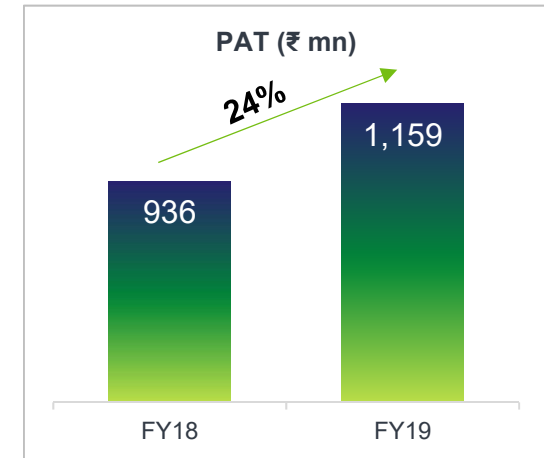
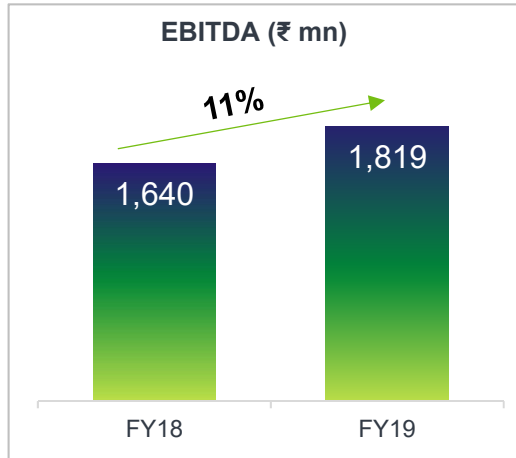
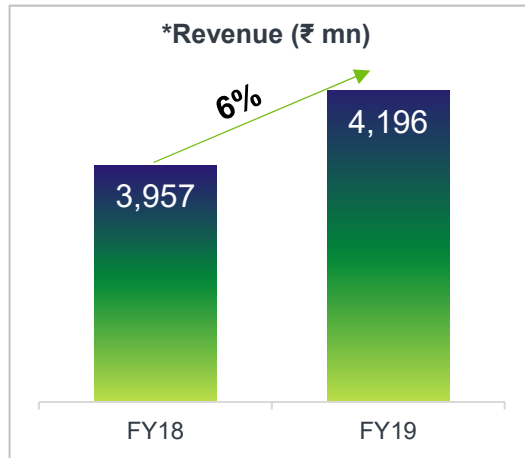
4. Ind AS adjustments are carried out on account of commission and discount.

₹ in Million except per share data

Particulars	Q3FY20 Unaudited	Q2FY20 Unaudited	Q3FY19 Unaudited	Y-o-Y (%)	9MFY20 Unaudited	9MFY19 Unaudited	Y-o-Y (%)
Income from Operations	1,119	1,114	1,017	10%	3,337	3,092	8%
Expenses	655	707	654	0%	1,992	1,928	3%
Profit from Operations before Other Income, Finance Costs and Exceptional Item	464	407	363	28%	1,345	1,164	16%
Other Income	12	15	-	100%	38	24	58%
Profit from ordinary activities before Finance Costs and Exceptional Item	476	422	363	31%	1,383	1,188	16%
Finance costs	8	7	(3)	(367%)	23	33	(30%)
Profit from ordinary activities before exceptional item and tax	468	415	366	28%	1,360	1,155	18%
Profit from ordinary activities before tax	468	415	366	28%	1,360	1,155	18%
Tax	122	98	113	8%	356	330	8%
Net Profit for the period	346	317	253	37%	1,004	825	22%
Earnings Per Share	3.01	2.77	2.19		8.77	7.06	

₹ in Million

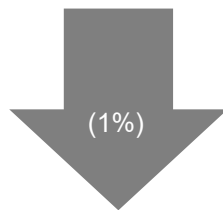
Particulars	9MFY20 Unaudited	9MFY19 Unaudited
Assets		
Property, plant and equipment	2,021	1,626
Capital work-in-progress	176	112
Intangible assets	591	645
Goodwill	2,792	2,742
Other non-current assets	184	175
Current assets	3,484	2,663
Assets held for sale	48	48
Total Assets	9,296	8,011
Equity And Liabilities		
Equity share capital	223	223
Other equity	7,600	6,292
Non-controlling interest	264	254
Non-current liabilities	453	398
Current liabilities	701	798
Liabilities classified as held for sale	55	46
Total – Equity and Liabilities	9,296	8,011



Revenue Breakup ₹ in Million

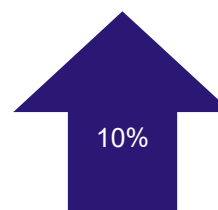
*YoY Growth

Animal HC



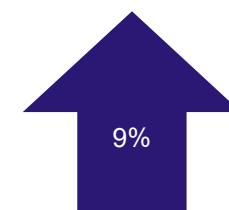
FY19	493
FY18	498

Human HC



FY19	3,133
FY18	2,860

Industrial Processing



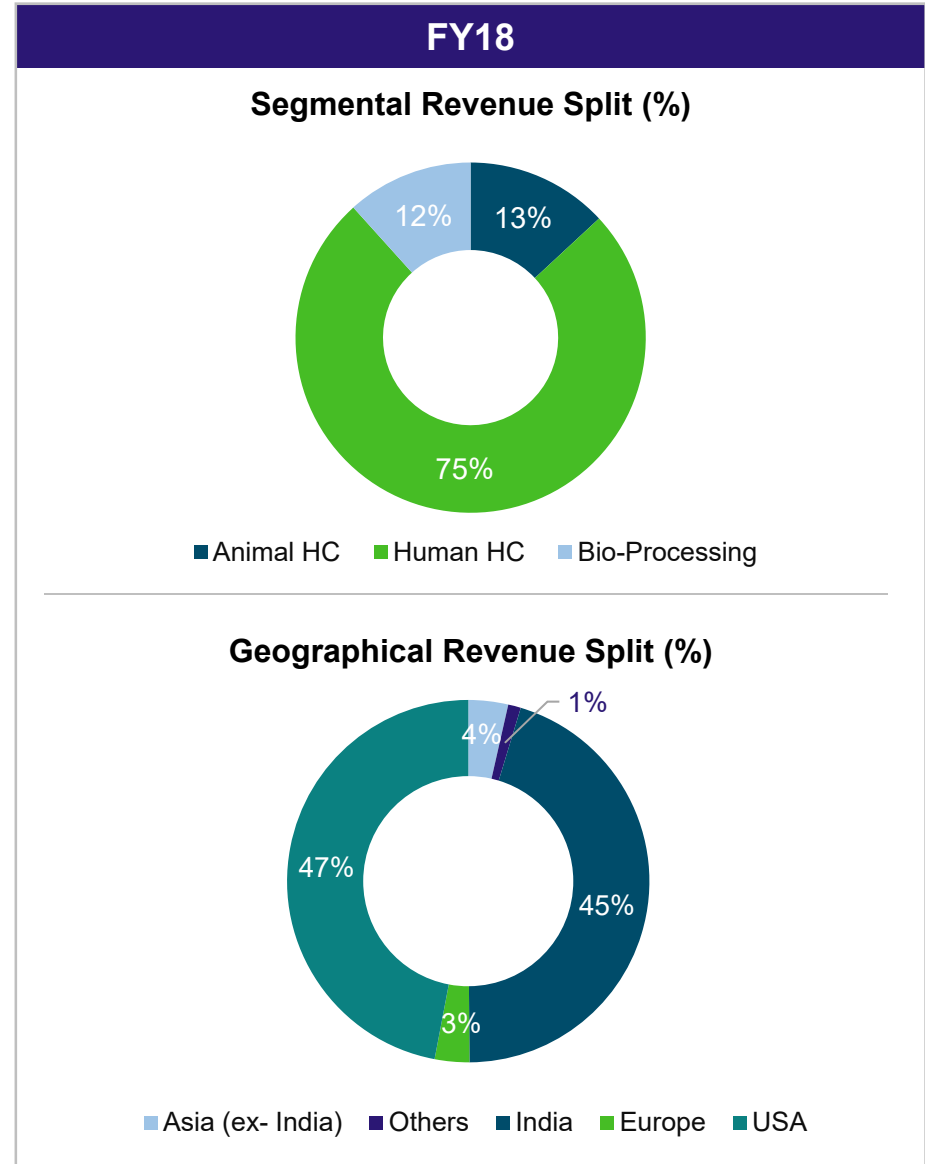
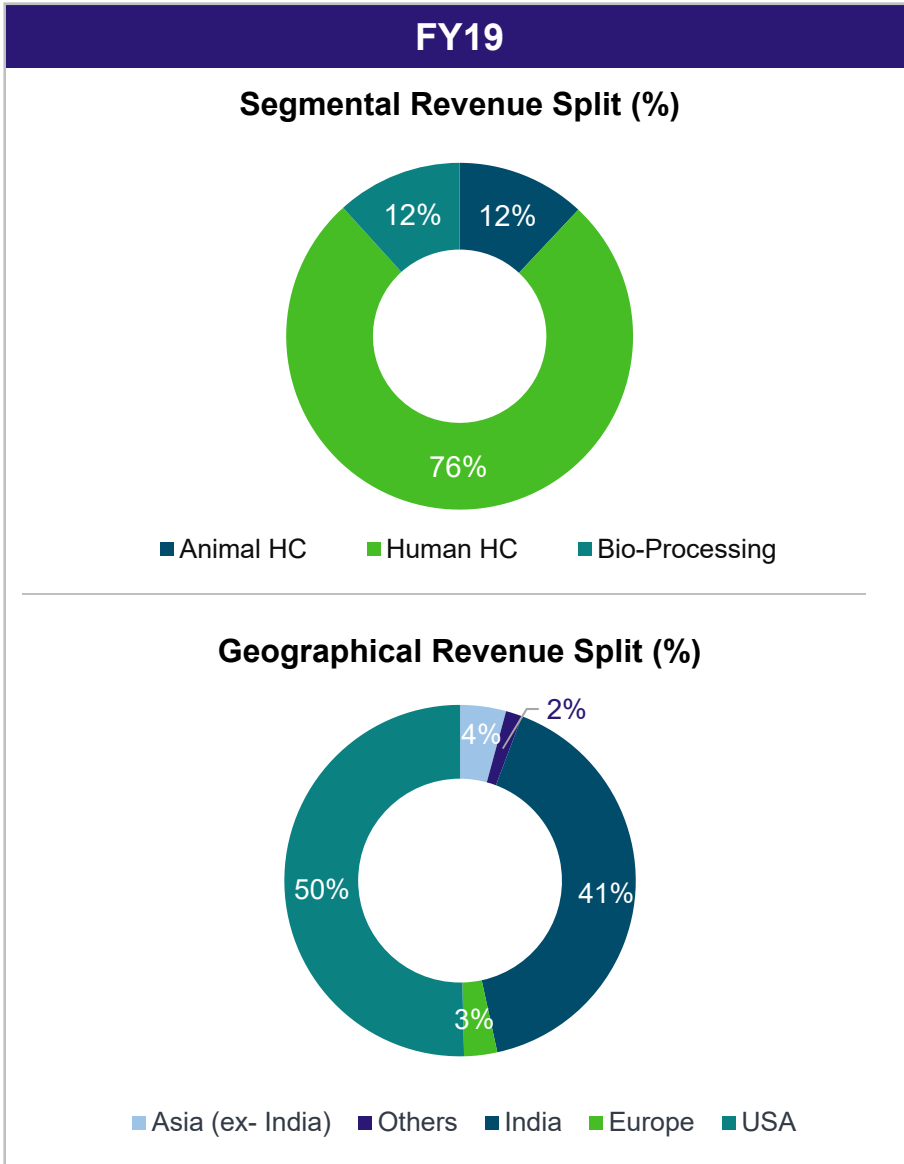
FY19	482
FY18	444

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

3. EBITDA 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.



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.

₹ in Million except per share data

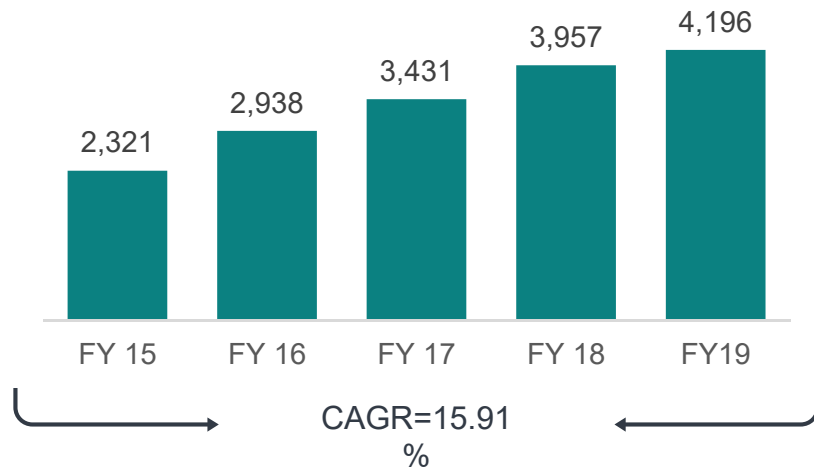
Particulars	FY19 Audited	FY18 Audited	Y-o-Y (%)
Income from Operations	4,196	3,957	6%
Expenses	2,588	2,500	4%
Profit from Operations before Other Income, Finance Costs and Exceptional Item	1,608	1,457	10%
Other Income	50	14	261%
Profit from ordinary activities before Finance Costs and Exceptional Item	1,658	1,471	13%
Finance costs	39	81	(52%)
Profit from ordinary activities before exceptional item and tax	1,620	1,390	17%
Profit from ordinary activities before tax	1,620	1,390	17%
Tax	461	454	1%
Net Profit for the period	1,159	936	24%
Earnings Per Share	9.95	8.07	

₹ in Million

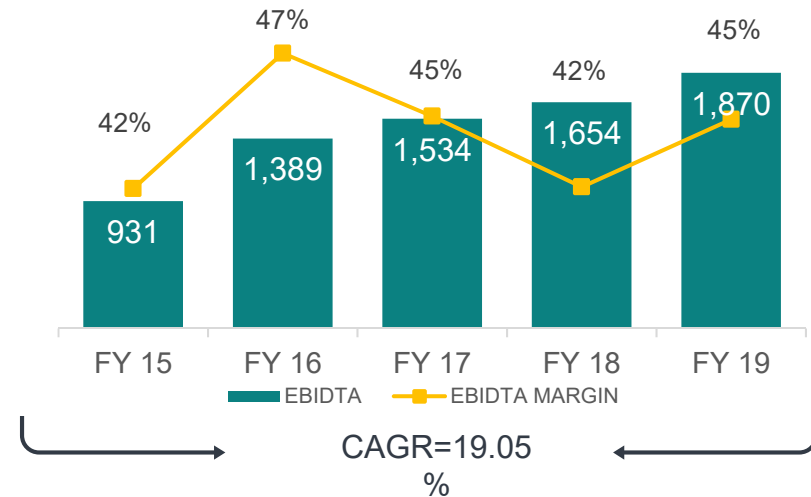
Particulars	FY19 Audited	FY18 Audited
Assets		
Property, plant and equipment	1,618	1,667
Capital work-in-progress	105	105
Intangible assets	622	662
Goodwill	2,715	2,584
Other non-current assets	183	143
Current assets	2,821	2,107
Assets held for sale	48	48
Total Assets	8,111	7,316
Equity And Liabilities		
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

₹ in Million

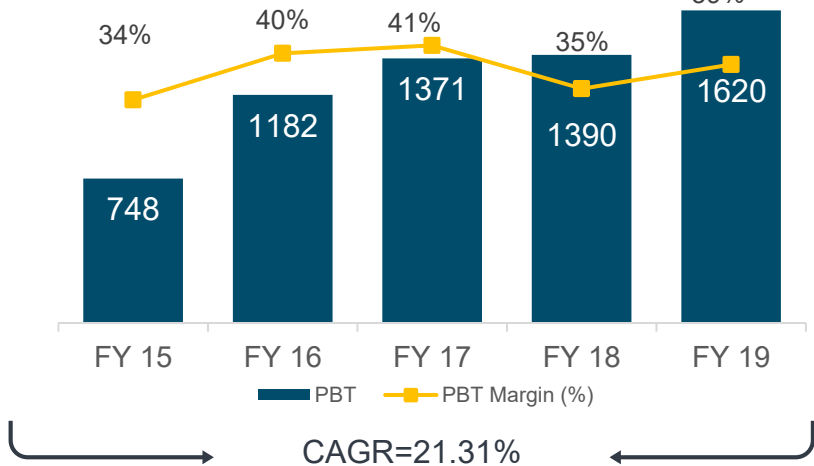
Revenue from Operations



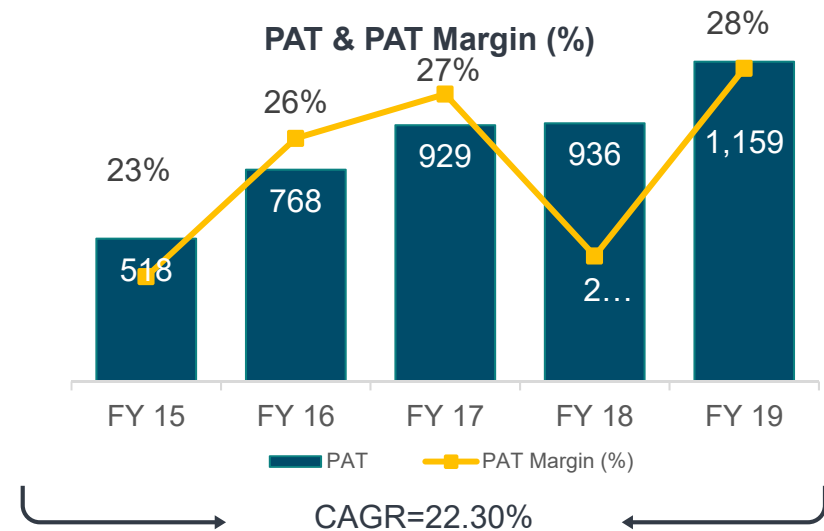
EBIDTA & EBIDTA Margin (%)



PBT & PBT Margin (%)



PAT & PAT Margin (%)

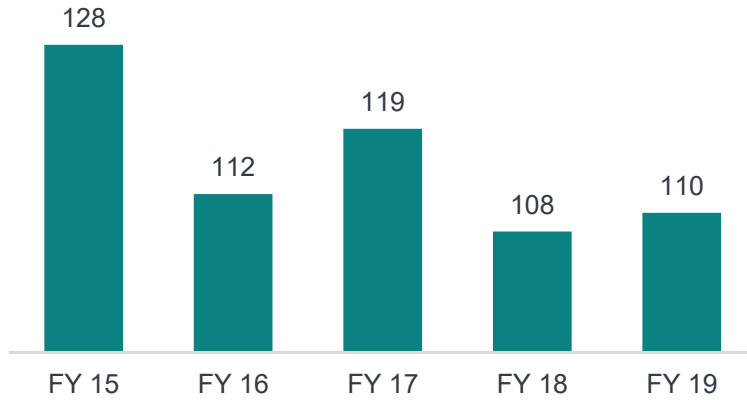


Note: As per IGAAP | FY17, FY18, FY19 – as per IndAs

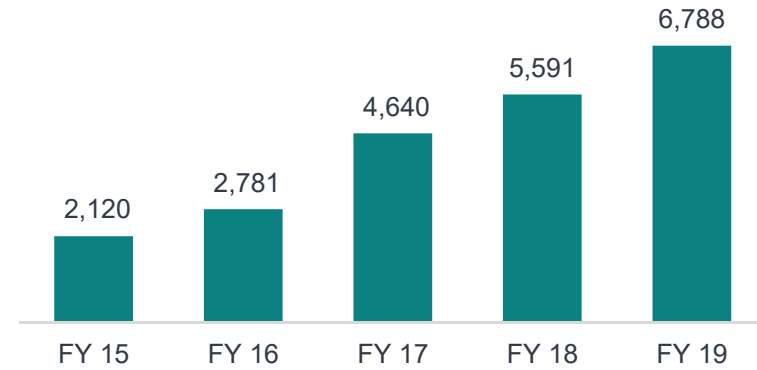
All numbers are on Consolidated basis

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

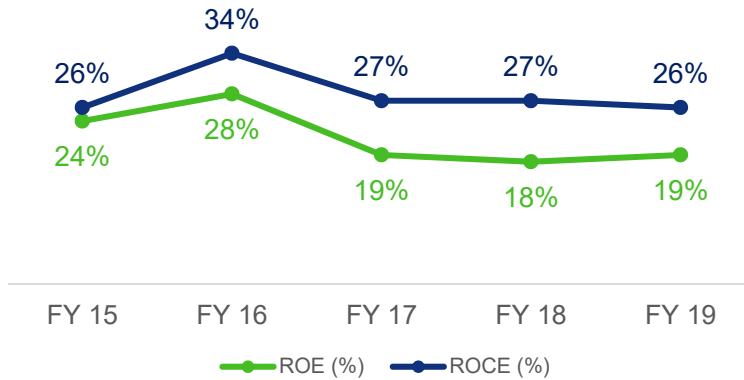
Net Working Capital (Days)



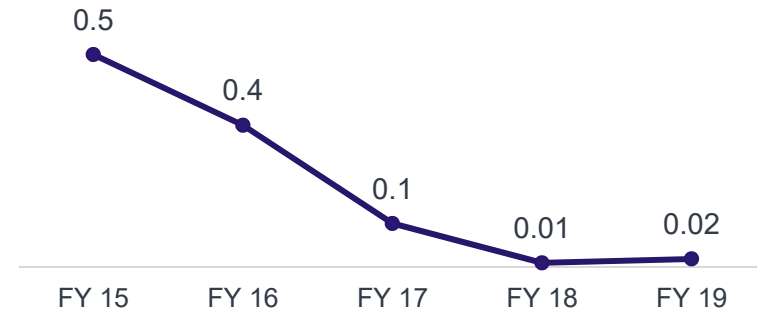
Net Worth (₹ mn)



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 08th August 2019)

	Market Capitalization (₹)	17,666 mn
	Shares Outstanding	111.6 mn
	Free Float	5,123 mn
	Symbol (NSE/ BSE)	ADVENZYMES / 540025

Stock Chart (As on 08th August 2019)

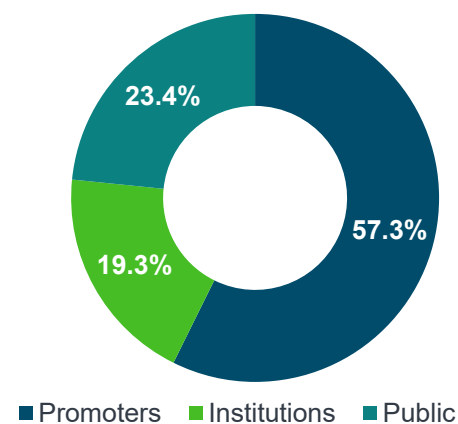


Source: BSE, NSE, Thomson Reuters

Top 5 Institutional Holders (As on 02nd August 2019)

Institutions	OS (%)
ORBIMED ASIA III MAURITIUS	12.09
HDFC SMALL CAP FUND	3.89
HDFC TRUSTEE COMPANY LTD. A/C HDFC CAPITAL BUILDER VALUE FUND	2.32
RELIANCE CAPITAL TRUSTEE CO.	1.56
LACUNA - ADAMANT ASIA PACIFIC HEALTH	0.18

Shareholding Pattern (%)

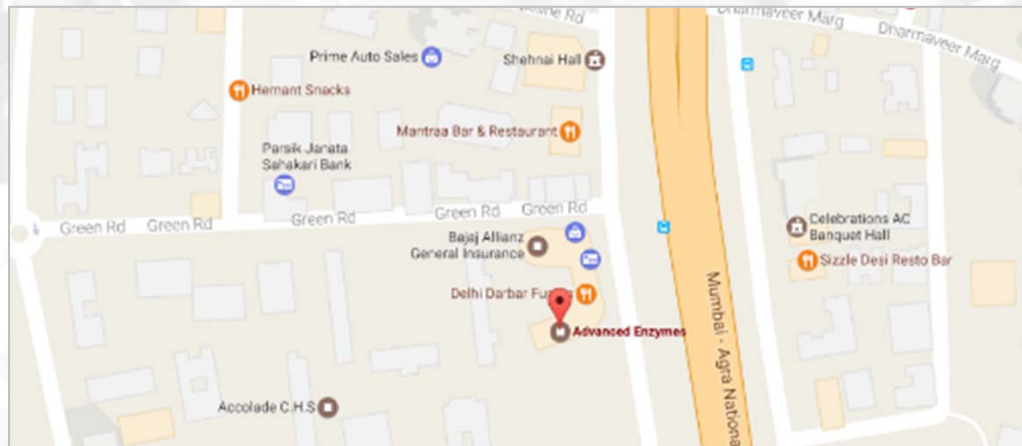


Note: Data mentioned in above chart is as on 30th June 2019

Thank You



Email: investor.realtions@advancedenzymes.com



Advanced Enzyme Technologies Limited

5th Floor, 'A' wing, Sun Magnetica LIC Service Road, Louiswadi, Thane (W) 400 604, India
Tel.: +91-22-4170 3200 | Fax: + 91-22-25835159 | Web: www.advancedenzymes.com