

Advanced Enzyme Technologies Ltd. CIN: L24200MH1989PLC051018

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June 19, 2017

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

Scrip ID-540025

The Listing Department,
National Stock Exchange of India Ltd.
Exchange Plaza, Plot No. C/1, G Block
Bandra-Kurla Complex, Bandra (E)
Mumbai- 400 051
Scrip Code-ADVENZYMES

Sub: Presentation to the Analysts / Institutional Investors

Ref: Our letter dated June 14, 2017

Dear Sir,

This has reference to our letter dated June 14, 2017 intimating schedule of Analyst / Institutional Investors Meeting.

In this regard, please find appended updated "Investor Presentation" as being made to the said Analysts / Institutional Investors.

The aforesaid presentation is also being uploaded on the website of the Company at www.advancedenzymes.com/investors-analyst-presentation.aspx

Thanking you,

Yours faithfully,

For Advanced Enzyme Technologies Limited

Sanjay Basantani

Company Secretary and Head - Legal



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.





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Company Overview





What are enzymes?

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!

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 US.



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.



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. 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.



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.



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. 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 â€" Investment banking , Indusind Bank, Mumbai.



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 Animal Nutrition 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 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.



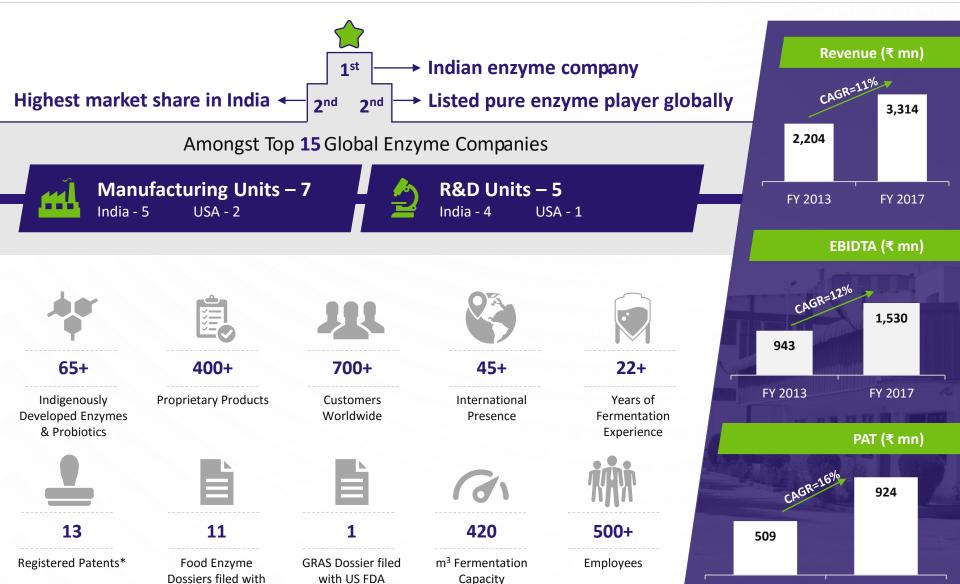
Dipak Roda

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

Advanced Enzyme Technologies Limited - A Rising Global Star







* As on the date of RHP

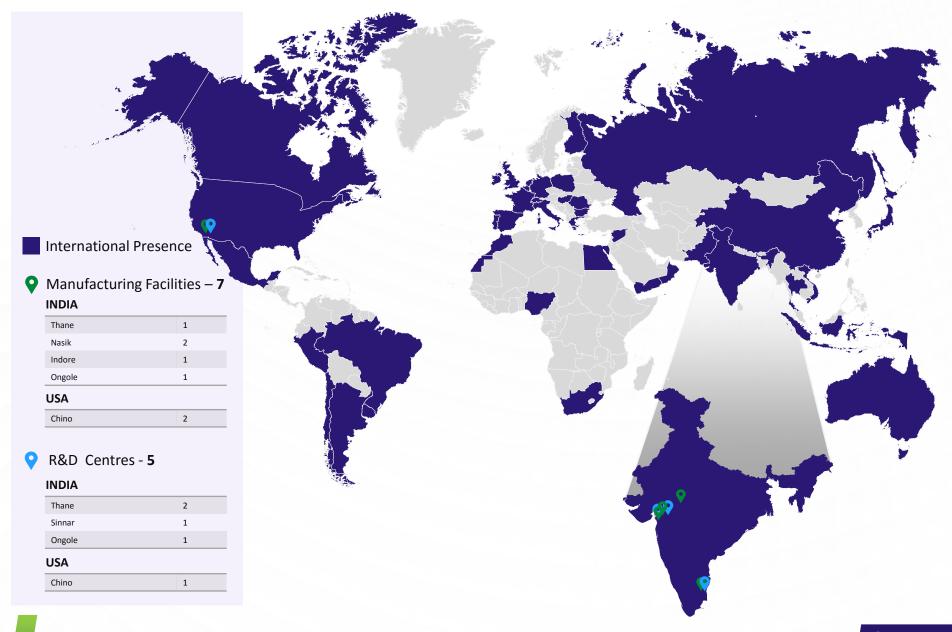
FY 2017

FY 2013

EFSA*

Geographical Presence

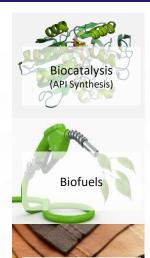




Catering to Diverse end-use Industries







Leather Processing

- 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

Textile Processing

Mitigate industrial impact on environment







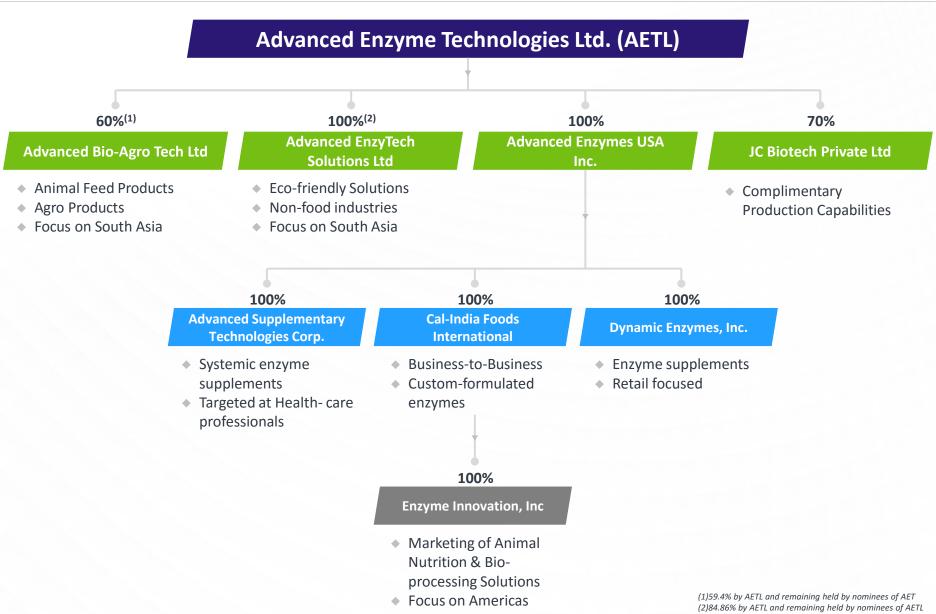


Protein

Modification

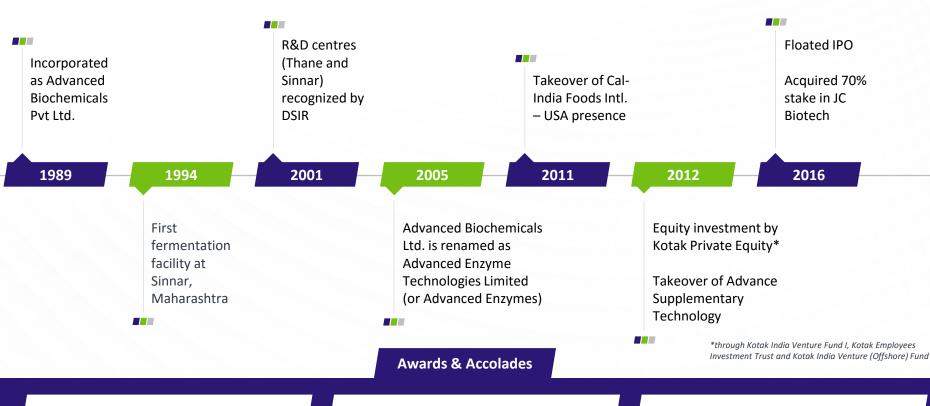
Corporate Structure



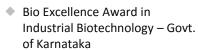


Brief History and Evolution









 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 Nutraceutical Company of the Year

Biotech Leader of the Decade



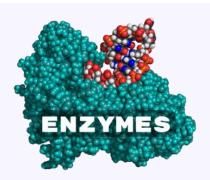




Global Enzymes Market: Broad-based Growth led by Specialty Enzymes



Usage of Enzymes



Enzymes

Industrial Enzymes

 High volume, low valueadded application

Specialty Enzymes

 Low volume, high valueadded application

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%







Underlying Trends Driving Global Enzymes 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)	USD Mn) Research & Diagnostic	Other S	ther Specialty	
(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

Global Probiotics Market



Probiotics



A probiotic is a live microbe which confers a beneficial effect on the host when consumed.

Growth Drivers:

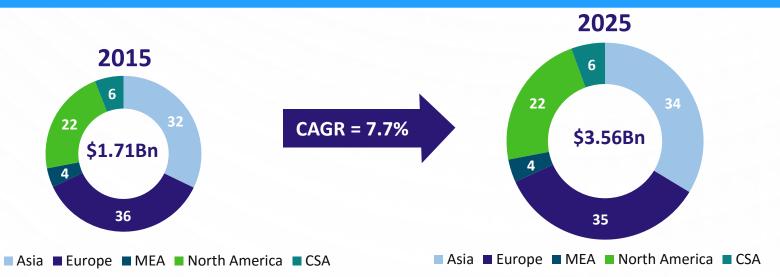
- Rising Importance of Preventive Healthcare
- Increased Awareness & Scientific Knowledge about role of Probiotics in Gut Health
- Growing number of Countries where Use of Antibiotics is prohibited for feed production

Multiple Uses of Probiotics

Foods & Beverages

Dietary Supplements Animal Feed

10 Years Global Market Scenario







Advanced Enzymes - A Unique Investment Case

What Makes AETL a Unique Investment Case

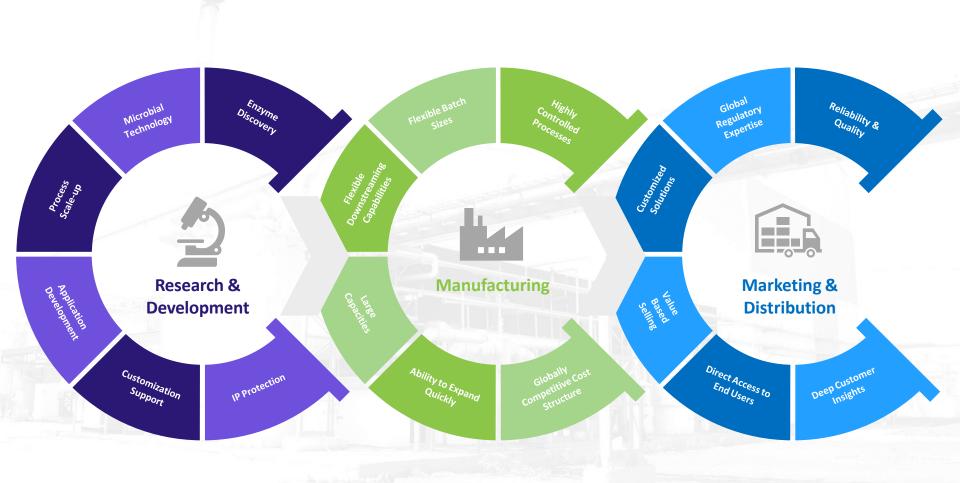






Integrated Player with Presence Across the Enzyme Value Chain





Strong Research & Development Capabilities







Proteomics & Applied Microbiology

Process Development & Optimization

Application Development

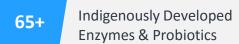
Laboratory Services

- 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

- 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 Technologists, Biotechnologists

GRAS Dossier filed with US FDA



Food Enzymes Dossiers filed with EFSA⁽¹⁾

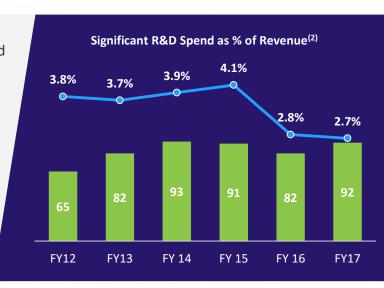


Registered Patents

4 Patent Application
Submitted



(3) As on the date of RHP





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 22+ years



Proven Expertise in Successfully Developing Enzymes; Journey from only 7 in 1994 to 60+ 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

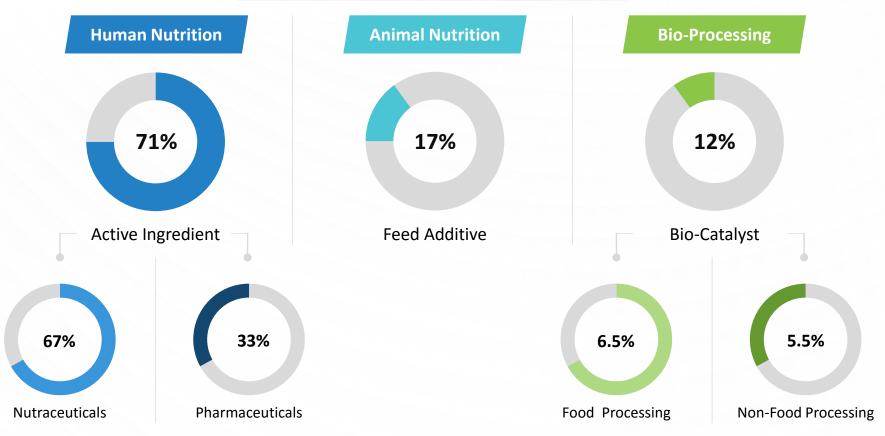




Catering to Diversified Segments & Industries

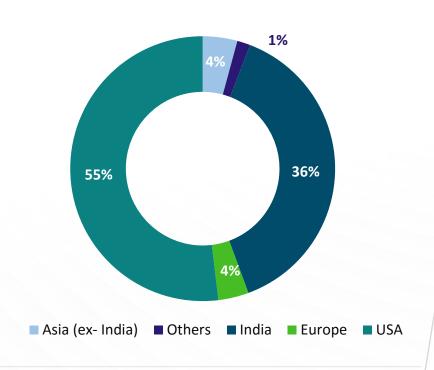
- Products & Offerings cater to a diverse set of industries across multiple segments such as Human Nutrition, Animal Nutrition & Bio-Processing
- ◆ Broad client base serving 700+ customers across 45+ countries worldwide

Segment-Wise Revenue Breakup



Significant Focus on International Markets & Brand Building





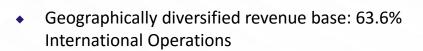
Corporate Brand Building Through Participation in Global Trade shows















55+

70+

 Global Sales & Marketing Team International Distributors

*For the year ended March 31, 2016



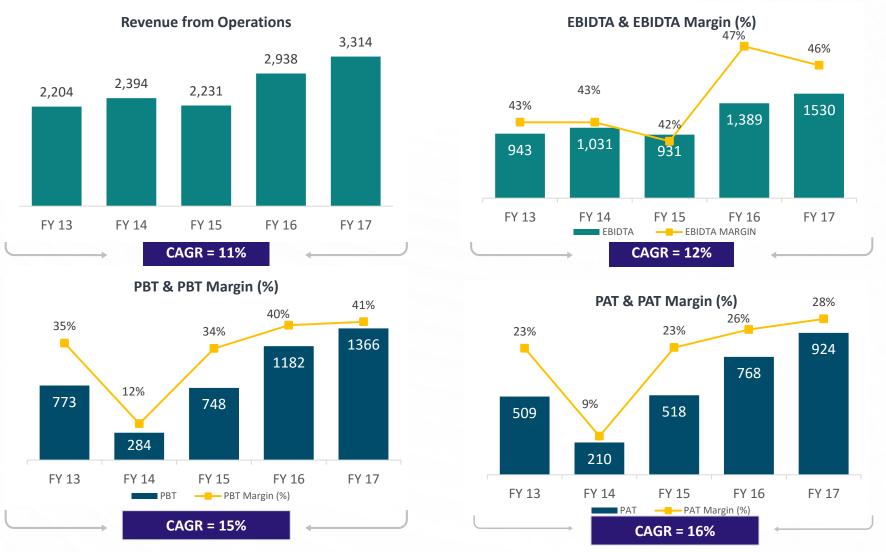




Strong Financial Performance







All numbers are on Consolidated basis

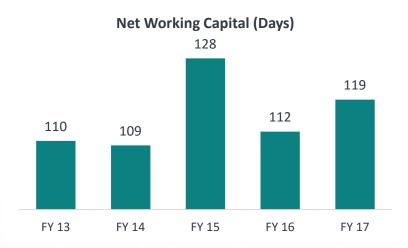
ROE = Profit after tax / Average shareholder equity; RoCE = (Net Profit before Tax , Exceptional and extraordinary items + Finance cost) / Average (Net debt + Networth)



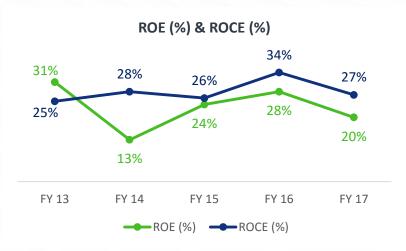
Strong Financial Performance

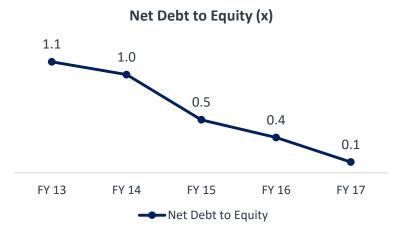


₹ in Million









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







Future Growth Strategies & Pipeline

Key Strategies for Future Growth



Broaden & Deepen Geographical Presence

- Expand Sales, Marketing & Distribution Networks in North American, European, Latin American & Asian Expansi. 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



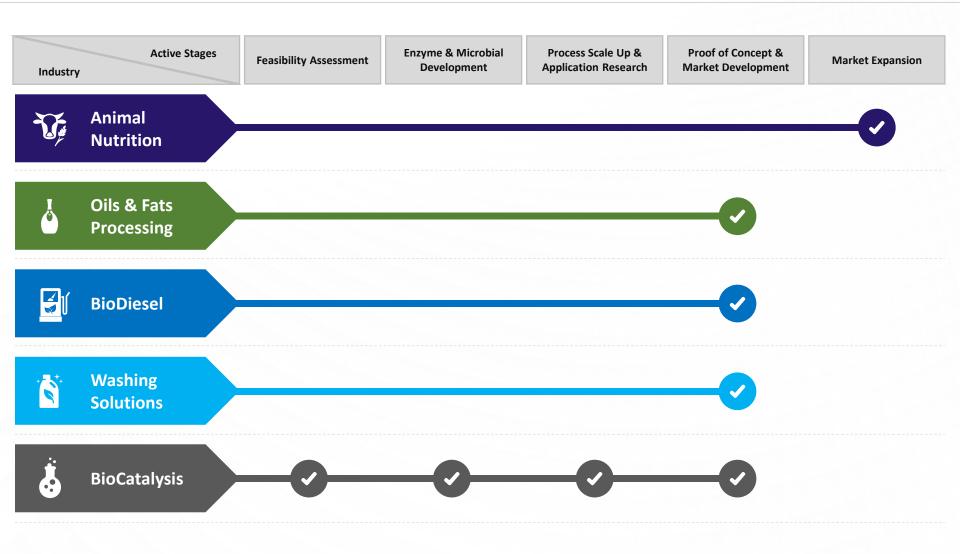
	Industry	Area of Focus	USP	Geographical Focus	Market Potential
Tr.	Animal Nutrition	Productivity Enhancement	Powder & Liquid Blends	Global	\$500 mn+
Ġ	Oils & Fats Processing	Palm Oil Extraction	First Mover, Patent Granted	Asia	\$700 mn+
	BioDiesel	Techno- Commercial Feasibility	Complete Technology Package	India	\$650 mn+ (India)
	Washing Solutions	Detergents	Organic & Chemical- Free Detergents	India & USA	\$200 mn+ (India)
Ğ	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





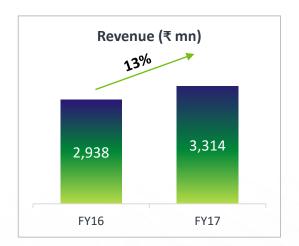


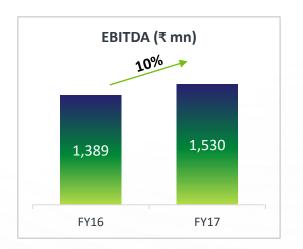


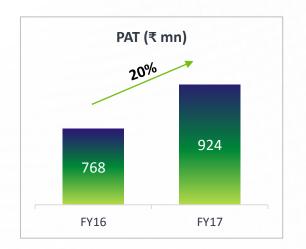


Results Summary – FY17





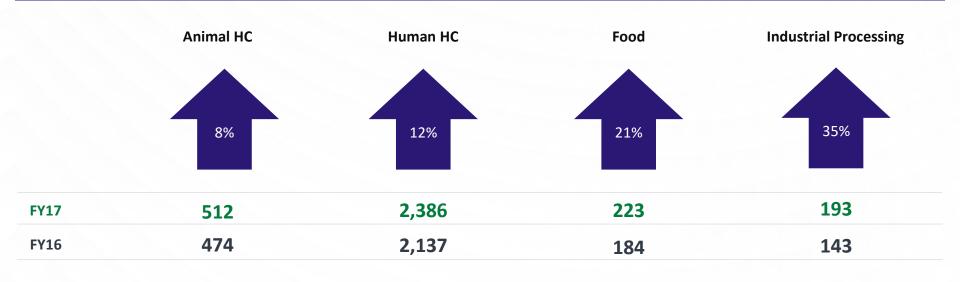




Revenue Breakup

₹ in Million

*YoY Growth



Note: On Consolidated Basis

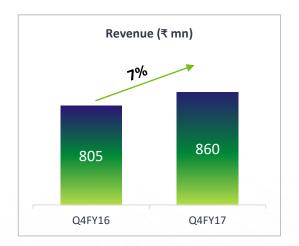
EBIDTA is including other income

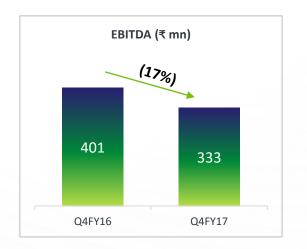
PAT is before minority

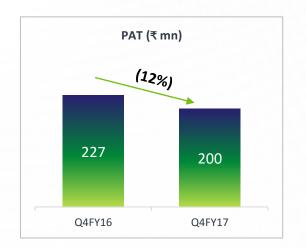


Results Summary – Q4FY17





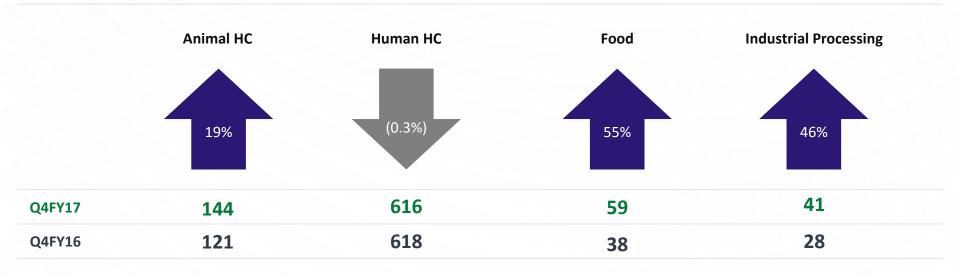




Revenue Breakup

₹ in Million

*YoY Growth



Note: On Consolidated Basis

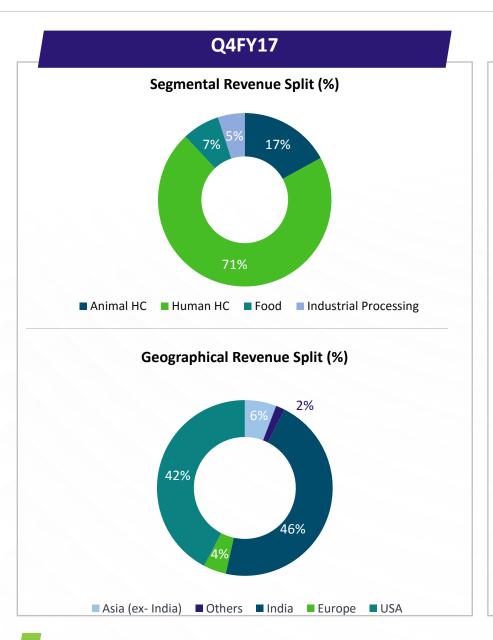
EBIDTA is including other income

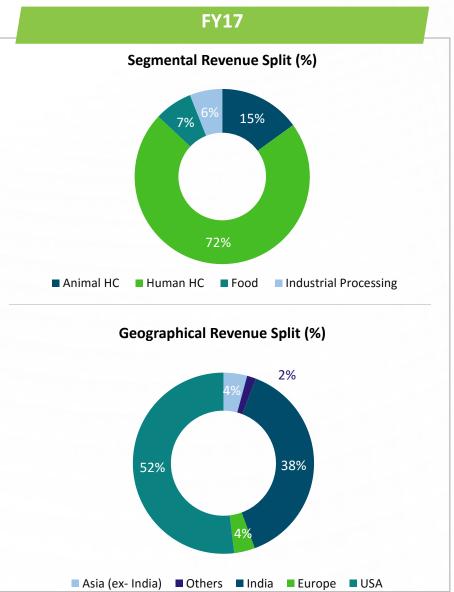
PAT is before minority



Revenue Split









Profit & Loss (Consolidated) – Q4FY17 & FY17



Q4FY17 Q3FY17 Q4FY16 Particulars Y-o-Y (%) **FY17** Y-o-Y (%) **FY16** Unaudited **Unaudited Unaudited 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, 295 159 373 (21%) 1,385 1,289 7% Finance Costs and Exceptional Item Other Income 23 77% 6 7 6 6% 13 Profit from ordinary activities before Finance 301 166 379 (21%) 1,408 1,302 8% Costs and Exceptional Item 12 79 3 17 (30%)42 (47%)Finance costs Profit from ordinary activities before exceptional 289 163 362 (20%) 1,223 12% 1,366 item and tax **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 (12%) 768 227 924 20% **Earnings Per Share** 9 7 11 35 41

Consolidated Balance Sheet



All figures in ₹ mn					
All ligures in \ IIIII	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	331
Cost of materials consumed	511	471	477	617	68
Gross Profit	1,693	1,924	1,754	2,321	263
Gross Profit Margin (%)	76.8%	80.3%	78.6%	79.0%	79.5%
Employee benefit expense	269	328	365	445	51
Other expenses	517	585	483	500	61
EBITDA	907	1,011	906	1,376	150
EBITDA Margin (%)	41.2%	42.2%	40.6%	46.8%	45.4%
Depreciation	74	100	90	87	12
Finance Costs	96	132	93	79	4
Other income	36	19	26	13	2
Exceptional Items/ Extraordinary Items	0	514	0	(41)	
Tax expense	264	74	230	414	44
Share of Minority interest	11	13	8	9	1
Profit after tax	498	197	511	759	90
PAT Margin (%)	22.6%	8.2%	22.9%	25.8%	27.49

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 (as on 31st March 2017)



Stock Data

Stock Performance

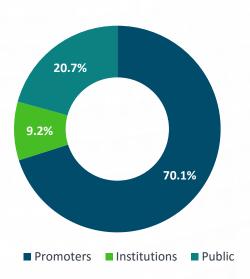
Market Capitalization (₹)	45,938 mn
Shares Outstanding	111.5 mn
Free Float	32.5 mn
Symbol (NSE/ BSE)	ADVENZYMES / 540025
Stock Price (FV=Rs.2/-)	412

Aug 16 Aug 31 Sep 15 Sep 30 Oct 14 Oct 30 Nov 15 Nov 30 Dec 15 Dec 30 Jan 16 Jan 31 Feb 14 Feb 28 Mar 15 Mar 31 2016 200 Advanced Enzyme Technologies Ltd. S&P BSE midcap Base: 100

Top Institutional Holders

Institutions	OS (%)
DSP Blackrock Investment Management Co.	4.53
Motilal Oswal Asset Management Co. Ltd.	1.42
Reliance Capital Trustee Co. Ltd	1.21
The Nomura Trust And Banking Co. Ltd.	1.02
Birla Sun Life Insurance Company Ltd.	0.08

Shareholding Pattern (%)



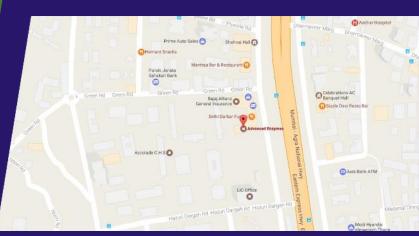
Source: BSE, Bloomberg



Where ENZYME is Life

IR Contact:

Piyush Rathi - Chief Business Officer
Email: investor.realtions@advancedenzymes.com



Advanced Enzyme Technologies Limited

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