

Date: November 11, 2022

To,

The Manager,

Department of Corporate Services (DCS-Listing)

BSE Limited

Phiroze Jeejeebhoy Towers, Dalal Street,

Mumbai- 400001 Scrip Code: 531717 The Manager,

Listing Compliance

National Stock Exchange of India Ltd.

Exchange Plaza, C-1, Block G, Bandra Kurla

Complex, Bandra (E), Mumbai - 400 051

Symbol: VIDHIING

Dear Sir(s),

Ref.: Company Code: BSE - 531717, NSE Symbol: VIDHIING

Sub: Investor Presentation on the Un-audited Financial Results for the quarter and half year ended **September 30, 2022**

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, our Company has announced its Un-audited Financial Results for the quarter and half year ended September 30, 2022 on November 11, 2022.

Enclosed herewith is the Investor Presentation on the Un-audited Financial Results for the quarter and half vear ended September 30, 2022.

Kindly take the same on your record and display on your website.

Thanking you,

For Vidhi Specialty Food Ingredients Limited,

Bipin Madhavji Manek

Chairman & Managing Director

(DIN: 00416441)

Place: Mumbai **Encl.**: As above.

Vidhi Specialty Food Ingredients Ltd.

E/27, Commerce Centre, 78, Tardeo Road, Mumbai 400034, India Tel: + 91 22 6140 6666 (100 Lines) Fax: +91 22 2352 1980, E-mail: mitesh.manek@vidhifoodcolors.com

Website: https://vidhifoodcolors.com/

59/B & 68, M.I.D.C. Dhatay, Roha Dist: Raigad, Maharashtra 402116, India CIN: L24110MH1994PLC076156



Vidhi Specialty Food Ingredients Limited



Investor Presentation - November 2022











Safe Harbor



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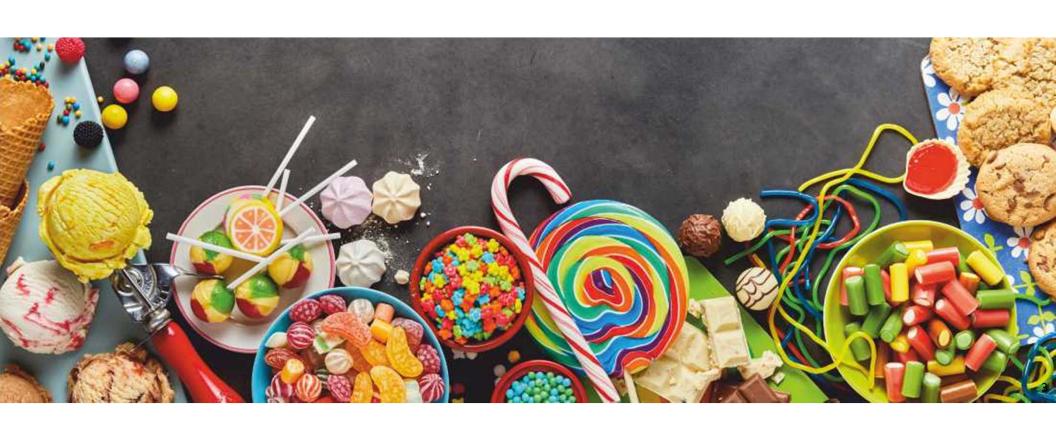
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Q2 & H1FY23 Financial Performance



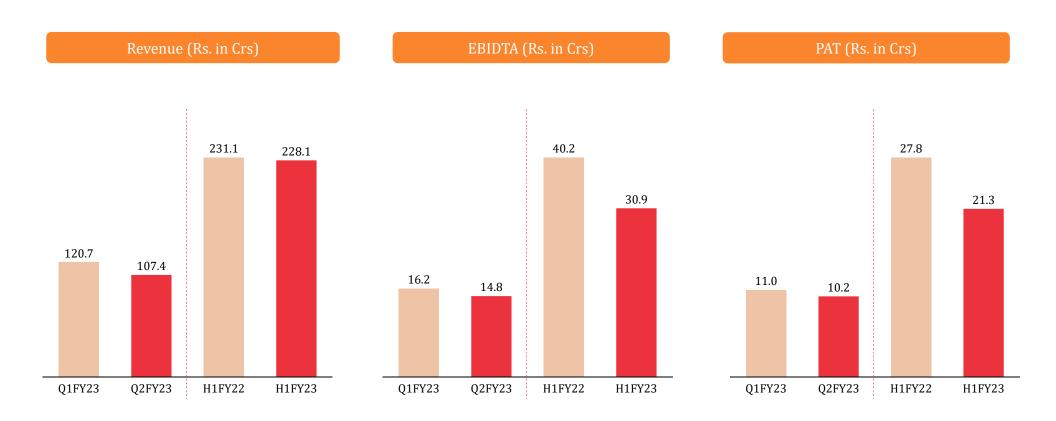
Q2 & H1 FY23 Performance Highlights





Q2 & H1FY23 Consolidated Key Highlights





Q2 & H1FY23 Consolidated Profit & Loss Statement



Particulars (Rs in Crs) - Consolidated	Q2 FY23	Q1 FY23	Q-o-Q	H1FY23	H1FY22	Y-o-Y
Revenue from Operations	107.4	120.7	(11.0)%	228.1	231.1	(1.3)%
Total Expenses	78.3	90.1		168.4	166.3	
Gross Profit	29.1	30.6	(4.7)%	59.7	64.8	(7.9)%
GP %	27.1%	25.3%		26.2%	28.0%	
Employee Benefits Expense	2.4	2.6		5.0	4.7	
Other Expenses	12.0	11.9		23.8	19.8	
EBITDA	14.8	16.2	(8.5)%	30.9	40.2	(23.1)%
EBITDA %	13.8%	13.4%		13.6%	17.4%	
Other Income	0.2	0.4		0.6	0.4	
Depreciation and Amortisation Expense	0.9	0.8		1.7	1.5	
EBIT	14.1	15.7	(10.6)%	29.8	39.2	(23.9)%
Finance Costs	1.1	0.9		2.0	1.2	
PBT	13.0	14.8	(12.2)%	27.8	37.9	(26.6)%
Total Tax Expense	2.8	3.8		6.6	10.1	
Profit for the year	10.2	11.0	(7.1)%	21.3	27.8	(23.6)%
PAT %	9.5%	9.1%		9.3%	12.0%	
EPS	2.06	2.21		4.26	5.57	

Consolidated Balance Sheet



Particulars (Rs in Crs)	Sep-22	Mar-22
Equity Share Capital	5.0	5.0
Other Equity	231.3	212.0
Total Equity	236.3	217.0
Financial Liabilities		
(i) Borrowings	8.3	16.0
Provisions	0.6	0.6
Other Non Current Liabilities	2.7	2.6
Total Non-Current Liabilities	11.6	19.2
Financial Liabilities		
(i) Borrowings	57.7	73.5
(ii) Trade payables	38.0	36.8
(iii) Other Financial Liabilities	0.9	3.4
Provisions	0.2	0.2
Current Tax Liabilities (Net)	0.0	0.0
Other Current Liabilities	0.0	0.0
Total Current Liabilities	101.1	115.6
Total Equities & Liabilities	349.0	351.8

		SPECIALTY FOOD INGREDIENT
Particulars (Rs in Crs)	Sep-22	Mar-22
Property, Plant and Equipment	35.3	35.7
Capital Work-in-progress	58.3	37.2
Right to Use	3.2	3.2
Other Intangible Assets	7.6	7.6
Other Non Current Assets	0.1	0.1
Total Non-Current Assets	104.4	83.9
Inventories	66.9	72.7
Financial Assets		
(i) Trade Receivable	137.2	150.1
(ii) Cash and Cash Equivalents	1.9	1.0
(iii) Other Bank Balances	0.3	0.5
(iv) Loans	1.0	0.9
(v) Other Current Financial Assets	11.8	11.3
Current Tax assets (Net)	0.5	0.4
Other Current Assets	25.1	31.0
Total Current Assets	244.5	267.9
Total Assets	349.0	351.8

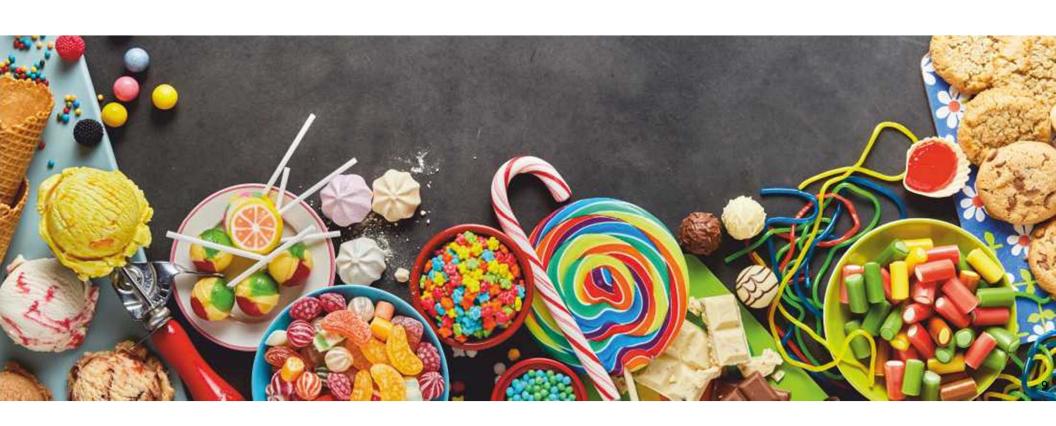
Consolidated Cash Flow Statement



Cash Flow Statement	Sep-22	Sep-21
Cash Flow from Operating Activities		
Profit before Tax	27.8	37.9
Adjustment for Non-Operating Items	(3.8)	(2.3)
Operating Profit before Working Capital Changes	31.7	40.3
Changes in Working Capital	25.1	(56.4)
Cash Generated from Operations	56.8	(16.2)
Less: Direct Taxes paid	(6.6)	(7.0)
Net Cash from Operating Activities	50.2	(23.1)
Cash Flow from Investing Activities	(22.1)	(17.8)
Cash Flow from Financing Activities	(27.4)	40.6
Net increase/ (decrease) in Cash & Cash equivalent	0.7	(0.3)
Cash & Cash Equivalents at the beginning of the period	1.2	10.3
Cash & Cash equivalents at the end of the period	1.9	10.0



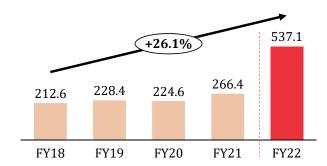
Historical Financials Performance



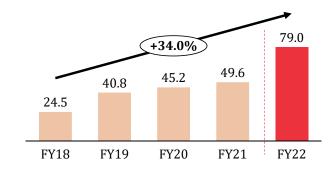
Consolidated Operating Performance



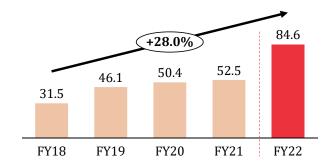
Revenue from Operations (Rs. in Crs)



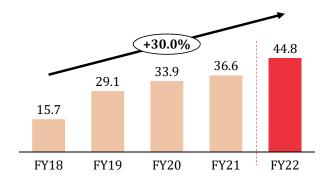
Profit before Tax (Rs. in Crs)



EBIDTA (Rs. in Crs)



Profit after Tax (Rs. in Crs)



Consolidated Historical Profit & Loss Statement



Particulars (Rs in Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18	CAGR (FY18 - FY22)
Revenue from Operations	537.1	266.4	224.6	228.4	212.6	26.1%
Total Expenses	398.1	172.9	133.5	145.3	144.9	
Gross Profit	139.0	93.6	91.2	83.0	67.6	19.7%
GP %	25.9%	35.1%	40.6%	36.4%	31.8%	
Employee Benefits Expense	9.5	7.8	7.3	6.7	5.3	
Other Expenses	44.9	33.3	33.4	30.2	30.8	
EBITDA	84.6	52.5	50.4	46.1	31.5	28.0%
EBITDA %	15.8%	19.7%	22.5%	20.2%	14.8%	
Other Income	1.4	1.6	0.6	0.6	0.4	
Depreciation and Amortisation Expense	3.1	2.9	3.0	2.4	2.5	
EBIT	82.9	51.2	48.1	44.3	29.4	
Finance Costs	3.9	1.6	2.9	3.4	4.9	
PBT	79.0	49.6	45.2	40.8	24.5	
Total Tax Expense	20.4	13.0	11.3	11.8	8.8	
Profit for the year	58.6	36.6	33.9	29.1	15.7	30.0%
PAT %	10.9%	13.7%	15.1%	12.7%	7.4%	
EPS	11.75	7.33	6.79	5.82	3.15	

Consolidated Historical Balance Sheet



Particulars (Rs in Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Equity Share Capital	5	5.0	5	5.0	5.0
Other Equity	211.9	156.3	123.7	96.0	72.0
Total Equity	216.9	161.3	128.7	101.0	77.0
Financial Liabilities					
(i) Borrowings	16	1.9	1.3	2.8	4.3
Provisions	0.5	0.6	0.5	0.3	
Deferred Tax Liabilities (Net)	2.6	1.8	2.1	2.6	2.8
Total Non-Current Liabilities	19.2	4.3	3.9	5.7	7.2
Financial Liabilities					
(i) Borrowings	73.5	28.2	31	39.4	37.8
(ii) Lease Liabilities	0.0	0.0	0	0.0	0.0
(iii) Trade payables	36.7	27.3	17.9	18.3	27.7
(iv) Other Financial Liabilities	1.7	1.7	3.2	2.8	3.9
Provisions	0	0.1	0.1	0.1	0.1
Current Tax Liabilities (Net)	0	1.5	0.7	0.6	0.9
Other Current Liabilities	3.4	1.2	1.4	1.7	0.6
Total Current Liabilities	115.6	60.0	54.3	62.8	71.1
Total Equities & Liabilities	351.7	225.6	186.9	169.5	155.2

Particulars (Rs in Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Property, Plant and Equipment	35.7	26.8	40.2	30.8	29.3
Capital Work-in-progress	37.2	8.4	5.5	0.1	-
Right to Use	3.2	3.2			
Other Intangible Assets	7.6	7.7	-	-	-
Other Non Current Assets	0.1	0.3	0.2	0.2	0.3
Total Non-Current Assets	83.8	46.4	45.9	31.1	29.6
Inventories	72.6	39.9	34.2	35.3	34.6
Financial Assets					
(i) Trade Receivable	150.1	94.6	77	61.9	59.1
(ii) Cash and Cash Equivalents	1.0	4.0	7.1	18.1	7.7
(iii) Other Bank Balances	0.5	6.6	7.7	0.4	0.5
(iv) Loans	0.8	0.8	0.4	0.3	0.3
(v) Other Current Financial Assets	11.3	9.2	0.9	1.0	1.1
Current Tax assets (Net)	0.4	-	-	-	-
Other Current Assets	31	24.0	13.7	21.4	22.4
Total Current Assets	267.8	179.2	141.0	138.4	125.7
Total Assets	351.7	225.6	186.9	169.5	155.2

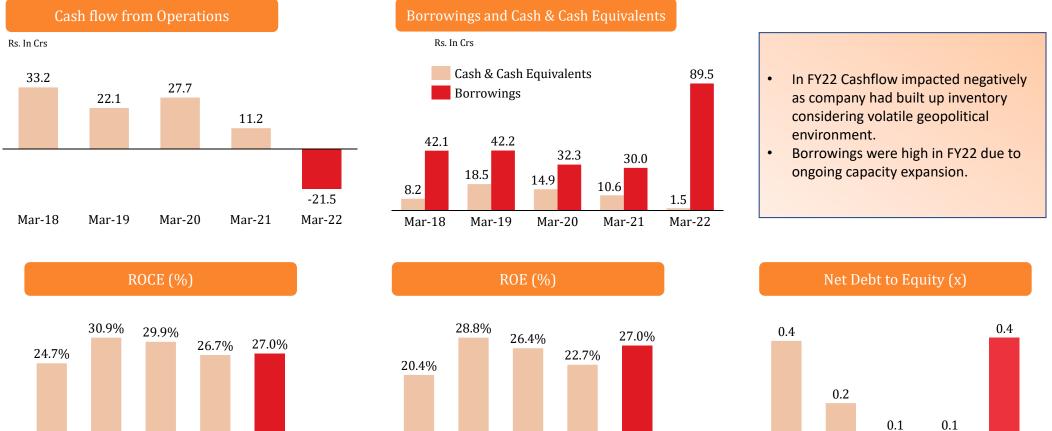
Consolidated Abridged Cash Flow Statement



Cash Flow Statement	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Cash Flow from Operating Activities					
Profit before Tax	78.9	49.6	45.2	40.9	24.5
Adjustment for Non-Operating Items	6.7	4.8	6.1	5.3	7.1
Operating Profit before Working Capital Changes	85.7	54.3	51.3	46.2	31.6
Changes in Working Capital	-85.7	-30.6	-12.0	-12.4	10.2
Cash Generated from Operations	0.04	23.7	39.3	33.8	41.8
Less: Direct Taxes paid	-21.5	-12.5	-11.6	-11.7	-8.6
Net Cash from Operating Activities	-21.4	11.2	27.7	22.1	33.2
Cash Flow from Investing Activities	-40.2	-2.8	-12.1	-3.5	-1.5
Cash Flow from Financing Activities	52.5	-7.9	-24.1	-8.2	-28.8
Net increase/ (decrease) in Cash & Cash equivalent	-9.1	0.5	-8.4	10.3	2.9
Cash & Cash Equivalents at the beginning of the period	10.3	9.8	18.3	8.2	5.3
Cash & Cash equivalents at the end of the period	1.19	10.3	9.8	18.5	8.2

Sustainable Return Ratios





Mar-18 Mar-19 Mar-20 Mar-21 Mar-22

*Annualised basis

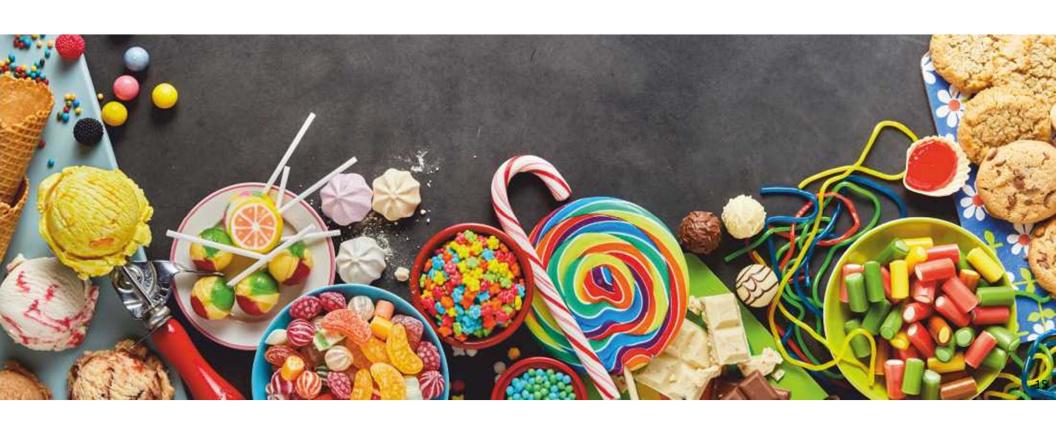
Mar-18 Mar-19 Mar-20 Mar-21 Mar-22

Mar-18 Mar-19

Mar-20 Mar-21 Mar-22



Company Overview

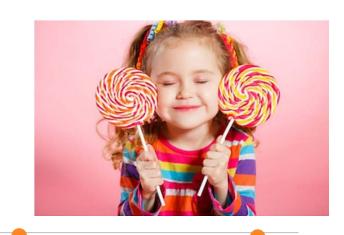


All About Food Colours



Why Food Colours???

- ✓ Food colours are ingredients that are added to food or beverage to enhance its appearance
- ✓ Colours when added to food products imparts very bright and tempting effect





Improves the appearance of the product for consumption

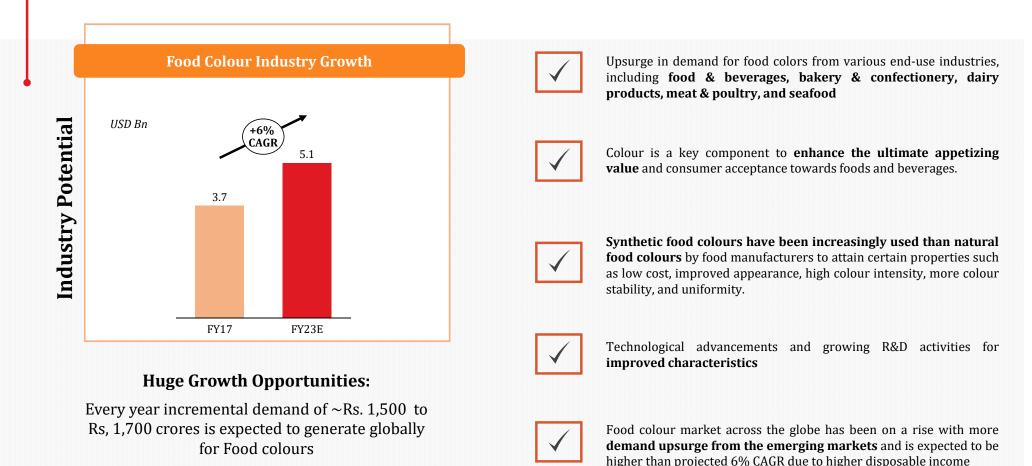
Consistency in the product appearance to influence the consumer to buy a product through visual perception

Enhance the visual appeal of a dish and introduce decorative colours to other foods

Colour of the food can influence the perceived flavor

Huge Industry Potential with Limited Players





COLOURS You Can Trust For Your Food

Source: Industry Reports

About Vidhi Specialty Food Ingredients



An Institution in Edible Colour Technology



Largest food colour manufacturer in Asia

Supplying to **80** Countries across **6** continents

Existing Capacity of over **3,500 MT** p.a.

∼8,500 MT p.a. under expansion

Over 200

active customers











Diversified End User Industry

Food & Beverages Cosmetics

Confectionaries & Bakery

Personal Care Products Pet Foods

Pharmaceuticals

Home Care Products

Synthetic Food Colours



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Primary Water Soluble Food Colours

- Primary Food Water Soluble Colours are water soluble, and impart coloring to any product when dissolved
- Are in accordance with the E.C. & JECFA Regulations & Approved for human consumption by WHO

Blends of Water Soluble Food Colours

- Obtained from mixing different primary colors with one another
- Resultant colors are unique in color property and provide a different feel to products

ake Food Colours

- Used where colouring is to be imparted by coating, these are basically Food Grade Pigments
- Lake Colours are bright, consistent, and useful in industries like snack food, confectioneries, pharmaceuticals, cosmetics, inks, plastic, food containers etc.

Synthetic Water Soluble Colours

Full range of 14 water soluble colours available in Microfine Powder, Fine Plating Grade Powder & Granular Forms

FD&C Certified Water Soluble & Lakes Full range of U.S. FDA Certified Colours in Microfine Powder, Fine Plating Grade Powder & Granular Forms & Lakes

Aluminum Lakes

Full range Of Aluminum Lakes used in Surface Coatings, Capsules, Dry Snacks Food Packaging Material etc.,

D&C Colours

Range of Certified D&C Dyes & Lakes For Drug & Cosmetic Applications

Blends

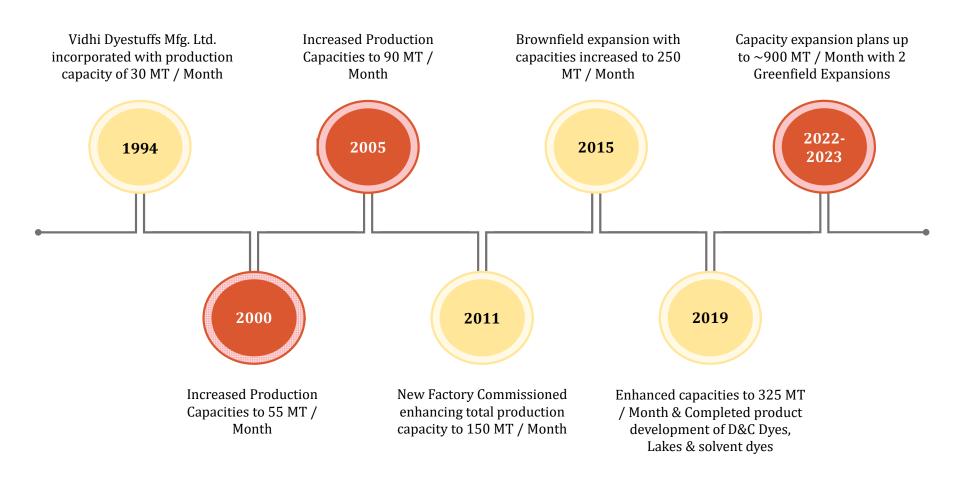
We can develop and match any shade as per the customers specifications

Others

Co-blended Lakes & Granules

Legacy of over 2 Decades





Wide Product Range



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Water Soluble Colours

Tartrazine Allura Red Quinoline Yellow Patent Blue V Sunset Yellow Indigo Carmine Carmoisine Brilliant Blue Amaranth Chocolate Brown HT Ponceau 4R Green S Erythrosine Black PN

Lakes

Lake Tartrazine	Lake Allura Red
Lake Quinoline Yellow	Lake Indigo Carmine
Lake Sunset Yellow	Lake Brilliant Blue
Lake Carmoisine	Lake Chocolate Brown HT
Lake Amaranth	Lake Green S
Lake Ponceau 4R	Lake Black PN
Lake Erythrosine	-

FD&C Certified Water Soluble Colours

FD&C Yellow 5
FD&C Red 3
FD&C Yellow 6
FD&C Yellow 5 FD&C Red 3 FD&C Yellow 6 FD&C Red 40 FD&C Blue 2
FD&C Blue 2
FD&C Blue 1

FD&C Certified Lakes

Lake FD&C Yellow 5
Lake FD&C Yellow 6
Lake FD&C Red 40
Lake FD&C Blue 2
Lake FD&C Yellow 5 Lake FD&C Yellow 6 Lake FD&C Red 40 Lake FD&C Blue 2 Lake FD&C Blue 1

Existing Manufacturing facilities



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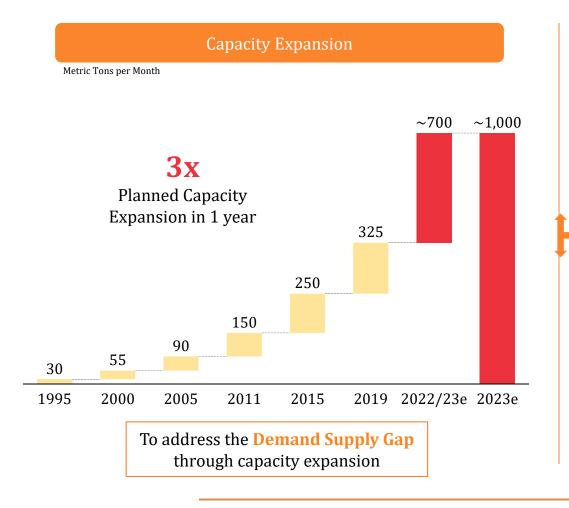
- · Our Manufacturing facilities have been audited and found satisfactory by the U.S. FDA
- Our present and operational manufacturing facilities are spread over an area of 1,76,000 square feet, located in Dhatav Village of Raigad District in the state of Maharashtra
- Plot No 59/B:
 - 3 Dedicated Sections To Manufacture Azo Colours & Lakes: (AZO I, AZO II & AZO III)
 - Dedicated Erythrosine Manufacturing Plant
 - Dedicated Brilliant Blue Manufacturing
- Plant Plot No 68:
 - 2 Dedicated Sections To Manufacture Azo Colours & Lakes: (AZO IV, AZO V)





Long runway for growth





Dahej

- In Dahej Sez, Gujarat
- ➤ 350 MT per month Capacity to be installed
- EC clearance received.
- > Expected timeline: Soon to be commenced

Roha

- Arjun Foods, a wholly-owned subsidiary of Vidhi in Roha MIDC, 200 meters away from the current manufacturing site bring operational synergies
- ➤ 360 MT per month Capacity to be installed in for manufacturing of new high margin products in two phase i.e., 180 MT per month in each phase.
- Terms of reference from MPCB have been received
- > Expected timeline: FY24

with diversified end-user market Highly regulated niche market

Diversified End-user Market



Food & Beverage

Processed Foods

Soft/Health Drink

• Ice Creams

• Sherbets

• Jam's & Jellies

Juices



Cosmetics

• Lip Gloss

Nail Varnish

Mascara

Eye Shadow



Pet food & Cattle Feed

• Dog food

· Cat food

 Cattle/Poultry Feed



Confectionery & Bakery Chocolaté Fillings

Candies

Toffies

Pastries

• Soufflés



Body wash

Shampoos

• Hair gel

• Shaving Gels



Pharmaceuticals

• Syrups

• Tablets

Capsules



Home Care

Personal Care

Dish Washers

Floor Cleaners

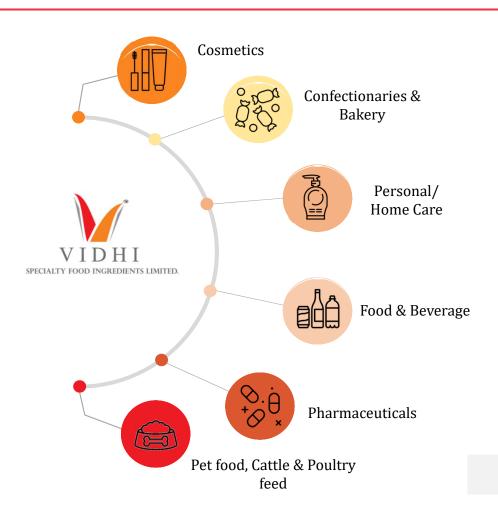
Disinfectants

Sanitizers



Marquee Customers across Industries





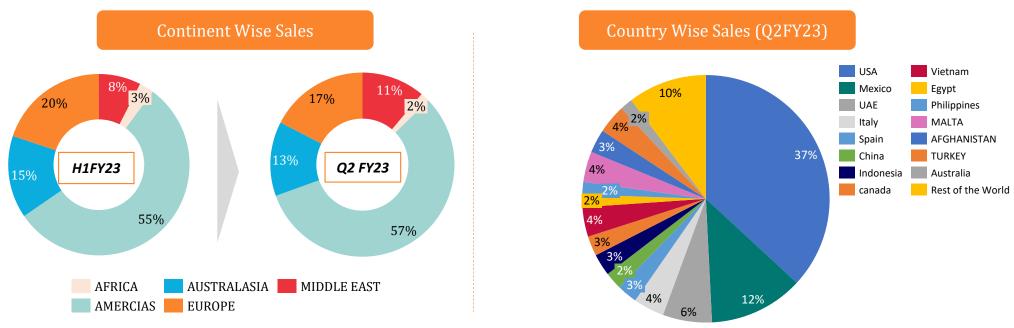
Customer & Industry Diversity

Britannia	Unilever	Procter & Gamble
Nestle	Mars	Pepsi
Kraft	Pfizer	Kerry
Coca-Cola	Sanofi	ITC
Cipla	Cadila	Mondelez
Parle G	Rasna	Mala's

and many more MNC's across the globe

Global Footprint





Diversified Geographical Presence

- ✓ Exporting to more than 80 countries across 5 continents meeting all the specific regulatory requirements for each country and continent
- ✓ Continuous addition of new customers and increasing wallet share in existing customers enhancing the growth for the years to come
- ✓ Top 10 countries contribute to ~80% and ~ 80 % of the revenues in Q2FY23 & H1FY23 respectively
- ✓ Top 10 customers contribute \sim 72% and 68% of the revenues in Q2FY23 & H1FY23 respectively

Stringent Regulatory Approvals











Synthetic Water Soluble Colours

European Commission & JECFA Approved





Aluminum Lakes

European Commission & JECFA Approved



D&C Colours

U. S. FDA Approved



FD&C Colours

U. S. FDA Approved



Blends

European Commission, JECFA & U. S. FDA Approved



FD&C Lakes

U. S. FDA Approved



Co-Blended Lakes & Co-Blended Granules

European Commission, JECFA & U. S. FDA Approved







Certifications & Regulatory Approvals



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- ✓ **1**st **Company** in the field of manufacturing synthetic food colours in India to be awarded with ISO 9002 in the year of 2000
- ✓ ISO 9001:2015, ISO 22000:2005 certified company
- ✓ The Management Of Food Hazard Analysis (HACCP) system for the manufacture of synthetic food colours & lakes
- ✓ Vidhi is a FSSC 22000 accredited company and hence GFSI compliant and also have GMP











Technology and R&D strength





Fully equipped & functional laboratory accredited by **The Bureau of Indian Standards** forms the core of Quality
Control Department



Dedicated **R & D facility** with a team of PHD's & qualified chemists, constantly working on process engineering of existing products and on **development of new products** to enhance the product portfolio and offerings

Stringent checks and processes established at each stage from Raw Material testing to In-Process to Manufacturing processes to delivery of Finished Goods to ensure desired products



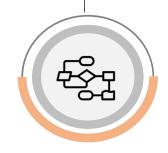
Qualified Technical Team

 Transcendental combination of highly experienced and dynamic force of qualified chemists dedicated towards partnering the efforts of our discerning customers in developing superior colour solutions for their products



End User Approach

 Technical team works closely with the end user, right from the stage of envisioning the product to commercial production and after sales support.



Stringent Testing

 Stringent procedures and fail-safe methods of testing are adopted, right from the stage of sampling of all raw materials, in process checks at various stages of the reactions and thorough testing of all finished products



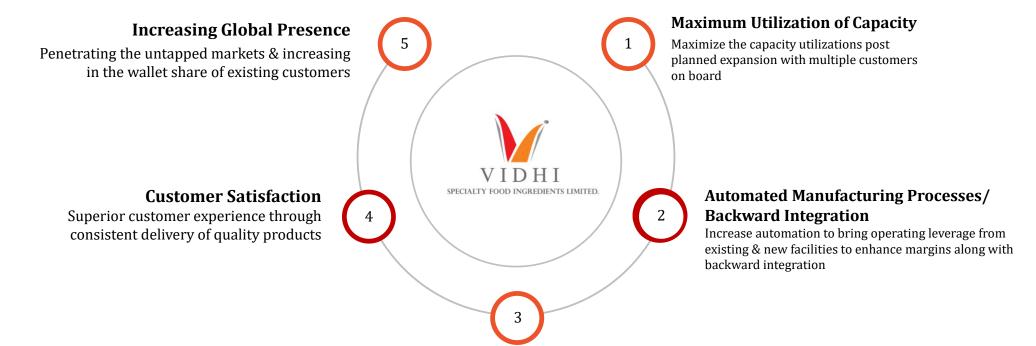
Collaborative working with regulatory bodies

Sharing of information &
 working hand in hand
 with the regulatory
 bodies like US FDA & EC
 for new product
 developments &
 standards to be
 implemented across the
 globe for food colour
 industry

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Growth Drivers





Diversify into High Margin Products

Continuous R & D to develop highly specialized niche products to enhance revenues & margins

High Entry Barriers



Technical Know-how

 Technical know-how with years of experience for continuous development of new products & colours





Highly Regulated Markets

- Operate in a highly regulated markets with multiple regulatory approvals required
- Undertaken various approvals backed by an appropriate lab testing facility and among the very few USFDA approved manufacturers of food grade colours in India

High Entry Barriers for New Competition

Long Customer Approval

- Customer approval takes as long as ~10 years. Average single product approval cycle for customers is between 4-5 years for the first set of orders
- End users have internal specifications which are often more stringent than the regulations to which they adhere to





Quality Control Process

- Follow stringent quality control norms on batch wise before delivery to the customer
- With strong controls and processes in place, able to deliver quality products to customers
- High cost of change in vendor due to stringent norms & approval cycle enhances customer stickiness

Key Differentiators



Products



Experienced Board of Directors



Mr. Bipin M. Manek

Mr. Mihir B. Manek

Mrs. Pravina B. Manek

Mrs. Vidhi H. Parekh

Chairman & Managing
Director

Non-Executive Director

Wholetime Director

Mr. Niren D. Desai Mr. Prafulchandra A. Shah Mr. Rahul C. Berde Mr. Ashit K. Doshi Mrs. Jyoti S. Modi

Independent Director Independent Director Independent Director Independent Director Independent Director

Strong Management Team



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Chairman & Managing Director

Mr. Bipin M. Manek

Rich & Diversified experience of over 35 years in the field food colour manufacturing. Acknowledged as a thought leader in transforming the Company from a small food color manufacturing company to the Asia's 2nd largest food color manufacturing Company.

Joint Managing Director

Mr. Mihir B. Manek

Associated with the company for more than 15 years with expertise in procurement of imported raw materials and distribution. Played a significant role in leading multiple initiatives to accelerate production and sales

Chief Financial Officer

Mr. Mitesh Manek

Postgraduate with 17 years of experience in finance & administration. Also, looks after the sales & distribution to various geographies

Thank You









Company:



Vidhi Specialty Food Ingredients Limited

CIN: L24110MH1994PLC076156

Mr. Mitesh Manek - CFO

mitesh.manek@vidhifoodcolors.com

www.vidhifoodcolors.com

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