



“Transcript of Earnings Conference Call of Advanced Enzyme Technologies Limited for Q3FY21 and 9MFY21”

January 15, 2021



**MANAGEMENT:** **MR. MUKUND KABRA – ADVANCED ENZYME TECHNOLOGIES LIMITED**  
**MR. BENI PRASAD RAUKA – GROUP CFO, ADVANCED ENZYME TECHNOLOGIES LIMITED**

**MODERATOR:** **MR. ANUBHAV ADLAKHA – ANTIQUE STOCK BROKING**

**Advanced Enzyme Technologies Limited**

CIN: L24200MH1989PLC051018

Registered Office: Sun Magnetica, A Wing, 5<sup>th</sup> Floor,  
LIC Service Road, Lousiwadi, Thane (W) – 400604, India

Tel: +91-22-4170 3200 Fax: +91-22-2583 5159

Email ID: [info@advancedenzymes.com](mailto:info@advancedenzymes.com), [www.advancedenzymes.com](http://www.advancedenzymes.com)

**Moderator:** Good day, ladies and gentlemen and a very warm welcome to the Advanced Enzyme Technologies Limited Earnings Conference Call for Q3 FY21 and 9M FY21. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing ‘\*’ and then ‘0’ on your touchtone phone. I now hand the conference over to Mr. Anubhav Adlakha from Antique Stock Broking. Thank you and over to you, Anubhav.

**Anubhav Adlakha:** Good evening everyone. On behalf of Antique Stock Broking and ITI Capital, we thank you for joining us on the Advanced Enzyme Technologies third quarter and 9 months FY21 Earnings Call. Today we have with us Mr. Mukund Kabra – Director and Mr. BP Rauka – Group CFO with us. We will begin the call with opening remarks from the management followed by an interactive question and answer session. At the outset, I would also like to clarify that certain statements made or discussed on the call today may be forward looking in nature and a disclaimer to this effect has been including in the investor communication shared with you earlier.

To begin with, Mr. Kabra will share with us the operating performance and the growth plans of the company followed by Mr. Rauka who shall be taking us through the financial

and segmental performance. I will now hand over the call to Mr. Kabra for his opening comments. Thank you and over to you sir.

**Mukund Kabra:** Thank you. Good evening everyone. It is my pleasure to connect with you and convey our Quarter 3 results of the financial year 2020-21. I would like to congratulate everyone for staying strong during the pandemic and wish good luck ahead as we are working towards achieving normalcy. In the first part of this conference call, we will take you through the earnings and the business highlights followed by the question and answer session. Now I would like to give some highlights on the operational aspects. Despite of persisting COVID pandemic situation we are able to maintain our international sales. Revenue in our US Company has gone up by 7.5% during this quarter and by 1% during 9 months, even we had a loss of sale of 5.47 million from the biggest customer in the first 9 months of the last financial year. Supply chain and logistical issues faced during the lockdown are being solved slowly. However, freight cost has gone up significantly, in some cases three times to four times. All our manufacturing units are running efficiently and progressing well towards normalcy. Our R&D units are operational, and we are working as per given Government guidelines.

Now let me take you through business updates. Moving ahead we announce that we are positive at all fronts and working towards our goals. As we are aware, we strongly believe in delivering long-term value to our shareholders. In

past, we have explained that our annual financial results are more relevant to derive our performance and not the quarter-on-quarter results. In the last time, we said that this year we will be EBITDA positive, may be 4% to 5% on the revenue front and we are on our target. We are happy to say that for the EBITDA for 9 months stood at Rs. 176.6 crores which is 48% of sales increased by 15% from Rs. 153.6 crore 46% of sale in financial year 20. Our PAT increased by 17% and stood for 9 months at Rs. 117.7 crores 32% as compared to Rs. 100.4 crores 30% in the previous financial year.

I am glad to announce that we have decent growth in profitability because of our product mix. As mentioned in our last concall about the outlook for financial year 21 we are positive as everyone around the world in rebuilding and we hope there are no further lockdown. Now let me hand over this call to Raukaji our CFO who will walk you through the company's financial. Thank you everyone.

**Beni Prasad Rauka:** Thank you very much Mukund. I will just take you briefly through the company's financials for the 9 months of FY21. Revenue in 9 months has increased by about 10% from 3,337 million to 3,686 million. This was mainly driven by growth in our human nutrition of about 421 million. Although, there was reduction in the animal nutrition business of about 66 million and bioprocess business of about 6 million. During 9 months, we also witnessed some overall rupee depreciation of 6%. So our international sale is up from 1,911 million to 1,948 million increase of about 2%,

but since rupee has depreciated by 6% so overall it is 4% down in that sense. AU sales that is our US subsidiary company and the sale is up by 1% as Mukund already mentioned in spite of the fact that we have lost sales of about 5.47 million which was there in 9 months of FY20.

So in spite of that sale being not here we recouped our sale and we have 1% increase in the revenue of our subsidiary company in US. Domestic sale is up by 22% this is in India from 1,426 million to 1,738 million. The EBITDA increase is mainly driven by increase in gross margins because of the higher sales although expenses, which has also increased like employee, cost which is like annual increment and some increase in our other expenses because of some GST, taxes and other expenses being higher as compared to last year 9 months. Our profit before tax has increased by 20% Rs. 266 million from 1,316 million to 1,626 million during these 9 months. This is mainly because of the improvement in gross margin as finance cost is not significant and has reduced so there is some savings because the working capital limits we have not utilized. Apart from this, payment of term loans by our subsidiary company so there is fall in the finance cost. Other income was up in 9 months as compared to last year because of some PPP grant we have got in our US Company and depreciation cost has increased slightly during these 9 months.

Our PAT is up by 17% from 1,004 million to 1,177 million it is a roughly 118 crores from 100 crores in last 9 months. The

increase has mainly driven by increase in gross margins and increase in other income as mentioned earlier. Taxes have increased by 93 million because of higher income before tax and some impact. Of course, during this particular quarter because we have worked out our tax provisioning based on the new tax regime this has been enacted by Government of India during finance bill 2019 so that impact has been taken into account based on your working that which one is going to be more beneficial to the company. So because of that the tax liability outgo cash flow will be definitely lower by about 6 million, but deferred tax is higher because due to impact of MAT and due to deferred tax assets being reversed and the deferred tax liability has increased by about 25 million. This was for 9 months Q-on-Q again there is increase of 14% in our revenue top line so it is about 1,377 million as compared to 1,204 million increase of 173 million during the quarter. EBITDA is up by 79 million and PBT is up by 90 million, PAT is up by 58 million.

Therefore, you can see an upward trend during this quarter. Year-on-year again the increase is about 23% on the revenue top line of 258 million from Rs 1,119 million to Rs 1,377 million. EBITDA is increased is about 26% this is Rs 664 Million from Rs 529 million. PBT is up by 30% and PAT is up by 28%. So, the PAT during this particular quarter is Rs 443 million as compared to Rs 346 million of the last quarter. And a couple frequently asked questions, which I would like to place before you. Evoxx is EBITDA positive

in 9 months and JC Biotech sales is up to 354 million in 9 months. Our largest enzymes for Pharma industry stood at 854 million in 9 months as compared to 762 million in previous year 9 months and during this quarter 365 million as compared to 289 million in the corresponding quarter of the previous year. So, this was from my side and now we would commence question and answer session and open this house for Q&A.

**Moderator:** Thank you very much. Ladies and gentlemen, We will now begin the question and answer session. The first question is from the line of Raghav Kapoor from Active Alpha. Please go ahead.

**Raghav Kapoor:** After Mr. CL. Rathi departure which is around two years ago we have not seen a replacement to him come on board, when are you planning on bolstering the management team, in the management team at this point we do not have a dedicated CEO or COO to the business?

**Mukund Kabra:** So the CEO is like Board's call at present we have a structure and the Whole Time Director is working as a CEO.

**Raghav Kapoor:** So it is Mukund you are the CEO right now.

**Mukund Kabra:** Yeah so, I am working or acting as a CEO.

**Raghav Kapoor:** Okay but this is a temporary thing, or you are going to be there permanently?

**Mukund Kabra:** I am going to be there permanently.

**Raghav Kapoor:** Any addition to your team in terms of COO or someone like that who assists you.

**Mukund Kabra:** Not right now we are working on all the structural thing at this point of time.

**Moderator:** Thank you. The next question is from the line of Shikha Mehta from Equitree Capital. Please go ahead.

**Shikha Mehta:** Sir could you give the R&D cost for the quarter and for 9 months and could you give the breakup of how much revenue comes from our top 10 clients for the quarter and 9 months?

**Beni Prasad Rauka:** Top 10-customer sale number is about 47% during the quarter and for 9 months it is about 41% and R&D cost is about 4.5% of our top line.

**Shikha Mehta:** And sir moving forward for the next two, three years could you tell us something about your growth plan or what you expect moving forward anything specific any new products, any acquisitions anything of that sort?

**Mukund Kabra:** Shikha as we already like talked before also we cannot go like annual-to-annual basis or quarter-to-quarter basis we cannot exactly give the growth numbers, but yes, we plan to double our revenues in next five years so that is the goal. In terms of acquisition, that is a constant working what we are working on. We recently add one acquisition, which was a small acquisition, but we are working on more acquisition

and when the time comes, we will tell you about the acquisitions, the products, the segments of the products but we already say those are the segments, which we are working on like the Biocatalyst area, the animal feed area, the probiotics area.

**Shikha Mehta:** So, is it fair to assume that given our current structure, we can double our revenue over the next couple of years and we do not as we might acquire something but looks interesting but even if we do not give in this current structure, we are capable of doubling our revenues over the next couple of years?

**Mukund Kabra:** Not couple of years I already said five years. We are working on other plans like B2C in some of the segments but these are the focus area and even with acquisition or without acquisition, we are confident that we will make this guidance.

**Moderator:** Thank you. The next question is from the line of MP Kulkarni, a private investor. Please go ahead.

**MP Kulkarni:** My question is to the management team. The growth projection looks a bit unambitious in terms of the global trend of going away from chemical based pharma industry to natural resources based pharma industry. Therefore, why is the management not being more aggressive? Whether achieving 14% CAGR revenue growth during the next five years is going to be achieved with the existing capacities or expansion is necessary at the Brownfield sides?

**Mukund Kabra:** What you said is right, in our industry even you for example, you mentioned pharma API molecules are going to its more natural rather than chemical processes, but to develop the enzymes it needs longer time sometimes even one year, two years because it needs lot of protein which is involved in the process. Once it develops the enzyme it takes time for the customer to do the trial then they need to study the stability studies, need to go through the regulatory approval and the process is time consuming. So yes, we are working into these areas and again it is a cost involved and the time involved in the whole process. Therefore, you can work at three molecules at given molecules you cannot go with all the molecules right away because you need to use your resources very delicately. This is the reason like why we are saying, as at least we should be able to go with the 14% CAGR. Now coming back to the capacity, we have enough capacity and we feel that we should be able to achieve this with the existing capacity. Whenever the capacity level utilization will reach to somewhere around 80%, we will plan for our expansion. Expansion cost will not be very high because we have built up our structure in such a way that we can double our Pithampur plants capacity with some maybe about 60, 65 CR.

**MP Kulkarni:** I am reasonably satisfied with your answer. By your tone, I can detect that you are being conservative with your answers but you can surprise us from the upside.

**Mukund Kabra:** We cannot commit anything as of now.

**Moderator:** Thank you. The next question is from the line of Swechha Jain from ANS Wealth. Please go ahead.

**Swechha Jain:** Just a follow up questions. Like you said the plan to double our revenue next five years and you also addressed for the next caller separately as to how and when do you do this. If you could just guide us or throw some light how strategically or what are the key two or three things you think would be the main driver of this doubling the revenue over five years, I mean what would be the main pillars?

**Mukund Kabra:** We divide our sales into the three major segments first is like human nutraceutical where we subdivided into the four-part nutraceutical, pharma then we have Biocatalyst and Probiotics. The Biocatalyst is the area, which, I just explained in the last question about the API, and we feel that this is one of the growth driver for us in the coming days at the same time the Probiotics is one of the growth driver. The other one is like nutraceutical where the B2C sales we expect to grow in the coming days. Now going to the second pillar is animal feed where we feel that, we will have growth in that area as well as the pandemic is over and we can move probably that area should also grow. Going to the third area is bio industrial process where we again subdivide into the food areas and nonfood areas and particularly in the food areas our focus is in the baking areas and we feel that should be another one our growth driver.

**Swchha Jain:** And if capacity expansion is required, we would do it as and when the requirement comes in right?

**Mukund Kabra:** We do need a capacity capital 10 to 12 Crores as a maintenance capital every year, but besides whenever we will reach to somewhere around 80% we will start our capacity expansion.

**Swchha Jain:** And sir just a bookkeeping question if you could let us know the cash and receivables as on 31<sup>st</sup> December?

**Beni Prasad Rauka:** Cash is about 279 crores and receivables are about 70 days of our top line.

**Moderator:** Thank you. The next question is from the line of Rohit Sinha from Emkay Global Please go ahead.

**Rohit Sinha:** In the domestic business, we are seeing strong growth in this quarter. So, specifically in which segment we have witnessed strong growth and how much sustainable these are. I believe there would be some pent up demand also in some segment, but still some segment would have witnessed a sustained growth and how we should see basically the domestic business going forward income tax with pharma industry growth in India?

**Mukund Kabra:** Rohit, you take the name in a sense like this quarter we had a strong demand from the pharma industry or one for our strong molecule. The largest molecule at the same time is the Probiotic. I would say that those numbers might not be

sustainable as we go on, as the numbers will come from some areas where I do not expect the area to grow that rapidly. We always feel that this area should not grow more than 5% of the growth on annual basis. Probably yes, there can be some growth, which we witnessed because of the pandemic situation or maybe the stock situation. But yes, we are optimistic about our year-on-year growth rather than the quarter-on-quarter growth.

**Rohit Sinha:** And sir in pharma have we added new customers or it is existing customers where we have extended some growth?

**Mukund Kabra:** I think it was more towards the existing customer. Some of the demand has come up because of the regulatory rules, which were like supposed to come from January. Probably they might have come up and there might be some slackness or something going forward because of that I could say only that much at this point of time.

**Rohit Sinha:** Sir if you could help us with recent SSPL performance if possible, in this Q3 side and also if you can share debt in the number of SSPL?

**Beni Prasad Rauka:** We have already shared those numbers Rohit. I mean it is there in the one of our upload, but I am not sure anyway SSPL as such the debt is about 16 crores on the books of SSPL, out of which I think roughly 12 crores will be retired and remaining we will continue because there is some borrowing from the bankers. So, that will continue and some

high interest-bearing debt will be retired out of the investment that we have done.

**Rohit Sinha:** And any color on what sort of performance are there on this quarter I mean in first half we have reported close to 19 crores sales, so any number for this Q3?

**Beni Prasad Rauka:** Q3 numbers in fact this acquisition has happened on 11 January 2021. So on 11<sup>th</sup> January 2021 onwards we will be definitely tracking those numbers in the sense, but I think 9 months numbers we might have shared that let me give you those numbers also. So that was I think about 30 crores and the PAT of about 2.1 crore that is how numbers are.

**Rohit Sinha:** Sir any update on our new R&D facility, which we are working on?

**Mukund Kabra:** Yes, we just got our land NA and we are under further development process now. We are like contacting the architect and other things and developing the plans now.

**Rohit Sinha:** Last question on Evoxx side as you mentioned that with an EBITDA positive from there, so I mean was the sales also increased or this is just a cost optimization.

**Beni Prasad Rauka:** Sale has decreased, but yes, EBITDA is positive and that is a good news because they were badly affected because of the pandemic. Therefore, revenue is down, but overall the expenses are also contained in that sense. So,

overall like for 9 months you could see it is the EBITDA positive.

**Rohit Sinha:** Sir if you can share Q3 numbers of Evoxx sales and EBITDA only?

**Beni Prasad Rauka:** Q3 I think the revenue is about 7,80,000 Euros and the expenses are about 4,60,000 Euros. finance cost is about 28,000 Euros and 9 months number I think I will give you if you want 9 months revenue of Euro 2.06 million as compared to Euro 2.36 million last year and EBITDA is about 260000 Euros as compared to about 500000 Euros last year then there is a finance cost of about 90,000 as compared to 80,000 so overall you could see that we are EBITDA positive in Evoxx.

**Moderator:** Thank you. The next question is from the line of Vishal Bharadwaj from S Capital. Please go ahead.

**Vishal Bharadwaj:** Congratulations on wonderful numbers this time. Just had a couple of things to understand on a generic side. The first one is from the COVID-19 part, we have seen that utilization and now normalization in our revenues as well, but we see that the animal healthcare business has come down quite a bit while the human healthcare business that is already a larger chunk in the business has even grown further. So, wanted to understand that if there has is a change in the industry dynamics for the company for the COVID part and is it sustainable going forward.

**Beni Prasad Rauka:** COVID has affected in addition to that in animal healthcare you might have noticed in couple of states have faced the bird flu situation as well. Therefore, our main sales as such is happening in domestic markets, exports were down in any case in last two quarters also because of this pandemic. Logistics were not available and there were many issues so that is the reason I think this animal healthcare segment has badly affected and that is not the focus area because of the change in the pattern of consumption. So people were like particular in India were avoiding to eat nonveg during this pandemic because of one reason this is known to everyone so that has impacted healthcare significant impacted down by 9 in that sense.

**Moderator:** Thank you. The next question is from the line of Ritu Chhabria an Individual Investor. Please go ahead.

**Ritu Chhabria:** Sir we are seeing that there is huge dependency on the US part of the business, and you know with the North American market opening up now, are we equipped to capitalize on this opportunity?

**Beni Prasad Rauka:** So the dependency in the sense this is our own subsidiary company and we head in that business since 1975. Of course, because of some impacts in 9 months during last year the revenue is not due significantly. Still, we can recoup that loss in sales. There is an increase of 1%. So that way now in the US business we could expand in this particular 9 months. Our reach has increased mainly in B2C segment that

has grown very well. We market our own products through our online sales, website in addition we do market our products through a retailers and health practitioners. So, that segment is growing for us and giving us a very good visibility in this US market and in addition to that, this business of B2B has grew in these 9 months. So, we are definitely working to expand that particular market because it is a very big Nutraceuticals market in that sense.

**Moderator:** Thank you. The next question is from the line of MP Kulkarni, a private investor. Please go ahead.

**MP Kulkarni:** It was very encouraging to hear about your efforts to break into B2C market. Would it be possible for you to detail out the route to the market. Of course, you mentioned you are going with retailers and doctors clinics, gym etcetera, but are you also looking at partnering with major consumer goods companies or pharma companies so that they take care of the last mile marketing as well as the overall brand awareness and you simply concentrate on the product development and manufacturing?

**Mukund Kabra:** We are working on B2C segments in the nutraceutical industry depending on our success in US market. We are very conservative we are not keeping our legs very aggressively we are just assuming that B2C nutraceuticals market in India particularly, but in US we are very strongly active there our model is more on a web based model and through the Amazon and that kind of model. In India, we are

also working on B2C segment particularly not only into the nutraceuticals but may be in the coming days we will come up the baking areas maybe in detergent areas and other industrial areas. Therefore, with the acquisition of Scitech we are working on a new type of delivery systems, in particular, these industries and we are working how to take it further to the customer.

**MP Kulkarni:** I am sure it does not need any explanation to the group of people here, but B2C sales are much more preferred as a strategic avenue for growth because they are resilient to downturn and all.

**Mukund Kabra:** So those are stronger sales not like dependent on too many people so over a longer run we need to get into B2C area.

**Moderator:** Thank you. The next question is from the line of Mitesh Shah from ICICI Direct. Please go ahead.

**Mitesh Shah:** My first question is on new tax regime when you are expecting to take new tax issue?

**Beni Prasad Rauka:** That as such or for accounting purpose we have already done our working during this 9 months and going forward that is the new rate that we will apply so we are not going to claim any kind of exemption that are otherwise available. So, the tax rate will be 25.17% as compared to 29.12% as enacted and the effective tax rate probably will be about 25% to 26% in that sense going forward.

**Mitesh Shah:** You are already there you mean to say.

**Beni Prasad Rauka:** Yeah during this year, yes we have done the working based on the new tax regime because that obviously be more beneficial to the company.

**Mitesh Shah:** Second question is regarding more of the strategy actually in many of the companies like pharma industry and chemical companies are getting a huge inquiry across the world mainly because of China plus strategy, so can we be such kind of pent-up demand of inquiries for our companies and if yes then how we would tackle that?

**Beni Prasad Rauka:** I did not get your question can you repeat this.

**Mitesh Shah:** So basically, if you see because of the China issues many of the companies are looking at India a preferred partner. So many of the API companies across the world are looking at India as a preferred partner in the API and the chemical sector and many of the companies are putting extra CAPEX to ramp up their capacity as well, so is that kind of pent up inquiries or the sudden inquiries we have stayed in the last one year?

**Mukund Kabra:** If you look into the China the enzyme industry is very different they do certain like a bulk enzymes or like the commodity enzymes, where like the Chinese players are present at this point of time. They will continue to be there in that area as of now the way we see, but yes, some of the pharma molecules. API Molecules manufactured in China

saw a big demand shift is happening in India. So, lot of APIs are been manufactured from the big API companies in India. We expect the biocatalyst area to grow because of all of this year. Some of the demand this year has been increased into the existing biocatalyst portfolio what we have even the numbers on a larger context is very small on the biocatalyst. Presently I feel like we are about 4% share in the biocatalyst area, but yes that kind of demand shift we can see.

**Mitesh Shah:** Another question is regarding the second wave in Europe and the US. So, do you have any issues raised for the second wave of COVID?

**Mukund Kabra:** Yes, are sales activities in Europe are facing some issues because of the second wave COVID-19. If you really look at it, we are hopeful to get bigger into the baking areas. If you really look into our Germany office there is a lockdown from last one and half months and nobody is able to work or most of them are working from home similar situation at the customer levels so yes some trails are not being happening. Similarly, if you look into the US, it is getting slower because some of the inventory buildup might have happen during the first two quarters or three quarters because people were not sure whether the material would come or not come. This is my best guess at this point of time and probably as the pandemic is growing the demand is there, but there are lot of disturbances are there because of all this logistics and other things and the sales are getting affected. Therefore, it is very difficult situation to predict, but the things will evolve

in US and we will come to know in the coming days at present you can just guess.

**Moderator:** Thank you. The next question is from the line of Bhavesh Jain from ITI Mutual Fund. Please go ahead.

**Bhavesh Jain:** Sir this acquired entity what can be the peak revenue potential post the fund infusion and what kind of capacity expansion we can see the 30 crore which we have invested?

**Beni Prasad Rauka:** So this capacity can increase to about I think 90% of existing capacity by infusing about another 10 crores or so. Therefore, we are working on that to expand that particular capacity also and the revenue based on the current scenario and after the expansion could go to up to 100 crores.

**Bhavesh Jain:** From 27 crore in FY20?

**Beni Prasad Rauka:** No, I am saying when you are asking how much it can grow based on that capacity right. So once, we expand the capacity one can go up to 100 crores that is what I am saying after investing this amount in expansion of the present capacity.

**Bhavesh Jain:** Sir it seems this Q3 EBITDA or PAT margins is lower in that business so any significant because revenue is more or less same around 10 crores and you said for 9 month it has done a PAT of 2.1 crore and 6-month PAT was 1.6 crore, so any margin pressure over there?

**Beni Prasad Rauka:** That is what I am saying right now the numbers are provisional so let me tell you those numbers again are all subject to audit so that once the audit and everything happens then we will be getting the final number.

**Mukund Kabra:** I can add to something to this there are like lot of logistic cost, which has gone up and probably like lot of export is happening from SciTech. So may be the numbers might be lower, but those are unaudited numbers and we need to go through it as we are working on the audit numbers.

**Bhavesh Jain:** And sir can you explain me with one example we have mentioned this it will provide new delivery system for our existing vertical so can you for benefit for all of us can you put one example how it will help us?

**Mukund Kabra:** We are working on let us say like in pure markets there are lot of small bakery whose mixing capacity is let us about 60 kg of flour in their mixes. Therefore, we are coming out with some kind of like effervescent tablets, which you just need to add into the water and that water you can use with the bread. Therefore, instead of like using several improvers what these people are using there is like lot of like unorganized market into this area where they might have to add about 0.3 to 0.1% of the mix. You can simply add one tablet which can dissolve very fast, very concentrated and it can give you better results like the bread volume can go up the softness of the bread can go up the whiteness of the bread can go up and the better quality of the bread. It is easy for them to just go

with it because even like in the smaller bakery it is very difficult for them to measure let us 0.300 gram or 0.400 gram so they always have some losses and since there are like small player the quality is about a problem. So we are coming out with this kind of tablets and we going to all the different areas because now the quantities what you need to shape is very small and this is the way as we are building up this area.

**Bhavesh Jain:** Sir initially it will be B2B?

**Mukund Kabra:** It will be B2C in a sense like yes you might have to go to the distributors and some of the players, some of the people who are there and who has approached to that, but you might have to go and conduct lot of trials so yes, it is a B2C, but through the distributors.

**Bhavesh Jain:** But we need to build the sales team and everything that process will be on for next years?

**Mukund Kabra:** Some of the team is being built up by the distributor but you are appointing you are giving them with margins, and they can give it and some areas like you like need to travel with your team and we are using our existing textile team for this purpose and that is what is going on.

**Moderator:** Thank you. As there are no further questions, I now hand the conference over to the management for their closing comments.

**Mukund Kabra:** Thank you everyone for asking lot of probing questions. We need all of your support. Thank you for all of your support. We wish you all the best and with that, I would like to conclude this call. Thank you again.

**Beni Prasad Rauka:** Thank you very much.

**Moderator:** Ladies and Gentlemen, On behalf of Advanced Enzyme Technologies Limited, that concludes this conference for today. Thank you for joining you may now disconnect your lines.