

Advanced Enzyme Technologies Ltd.

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May 27, 2022

To

BSE Limited
Department of Corporate Affairs
P. J. Towers, Dalal Street,
Mumbai- 400 001
Scrip ID-540025

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

Dear Sir/Madam,

Sub: Transcript of Conference call held on May 23, 2022 for Audited Financial Results for the Financial Year ended March 31, 2022 along with the fourth quarter results

In furtherance to our intimation letter dated May 17, 2022, please find enclosed the Transcript of the Conference call held on Monday, May 23, 2022 with Analysts and Investors for the Audited Financial Results of the Company for the Financial Year ended March 31, 2022 along with the fourth quarter results.

The aforesaid information is also being uploaded on the Company's website.

Kindly take same on your records.

Thanking you,
Yours Faithfully,

For Advanced Enzyme Technologies Limited

Sanjay Basantani
Company Secretary and Head – Legal

Encl.: As above



“Advanced Enzyme Technologies Limited
Q4 & FY2022 Earnings Conference Call”

May 23, 2022



**MANAGEMENT: MR. MUKUND KABRA – WHOLE TIME DIRECTOR -
ADVANCED ENZYMES TECHNOLOGIES LIMITED
MR. BENI PRASAD RAUKA – GROUP CHIEF FINANCIAL
OFFICER – ADVANCED ENZYME TECHNOLOGIES LIMITED
MR. RONAK SARAF – MANAGER – INVESTOR RELATIONS –
ADVANCED ENZYME TECHNOLOGIES LIMITED**

Moderator: Ladies and gentlemen, good day and welcome to Advanced Enzyme Technologies Limited Q4 and FY2022 Earnings Conference Call. 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 the operator by pressing “*” then “0” on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Ronak Saraf. Thank you and over to you Sir!

Ronak Saraf: Thank you. Good evening, everyone. Welcome to the Advanced Enzyme Q4 and fiscal year ended FY2022 earnings conference call. I am Ronak Saraf, the Manager Investor Relations here at Advanced Enzymes. We hope you all have gone through our financials, press release and the Presentation, which have been posted in the Investor Relations section of our website.

Today we have with us Mr. Mukund Kabra, Wholetime Director and Mr. Beni Prasad Rauka, Group CFO. The management will discuss performance and business highlights, updates on strategies and respond to any questions that you may have. As is usual for ease of discussion, we will look at the consolidated financials.

Before we proceed, I would request you all to please read the forward-looking statements contained in the Presentation and the Press release. During our call, we may make forward-looking statements regarding our expectations and prediction about the future because these statements are based on current assumptions and factors that may involve risks and uncertainty. Our actual performance and results may differ materially from our forward-looking statements. So without any further ado, we shall commence this call. Over to you Mukund Sir!

Mukund Kabra: Thank you Ronak. Good evening, everyone. I really appreciate your call for taking out your valuable time and I welcome you all to the conference call for this quarter and fiscal year ended March 31, 2022. At the onset, I hope everyone is healthy, safe and taking all the necessary precautions in the wake of COVID-19. After quite a few quarters, we are welcoming people to a normal world. People have started going back to work.

Starting with a quick recap of the year gone by, during last year the industry has faced some critical challenges initially from the energy crisis, which is coal shortage and its higher prices, turbulence on the raw material front, Omicron variant, unprecedented international freight escalation, geopolitical conflicts, which again lead to the higher energy prices and various other supply chain factors compounded the situation.

Now recent geopolitical conflicts and re-emergence of COVID cases in China and other parts of the world are posing new challenges. The disruptions in the supply chain and logistics have further extended. Despite a lot of uncertainties and disruptions in the business environment, we have stood strong and dealt with all the challenges to the extent possible. We are managing to keep our business on track and commitments towards our customers. We are continuing to build confidence with customers on our ability to serve them with right quality at economical prices and uninterrupted supply execution.

Moving on to the results updates, our revenue declined by 1% on year-on-year basis to Rs.1,317 million in Q4 and grew by 6% to Rs.5,294 million in the last fiscal. Our EBITDA declined by 27% on year-on-year basis to Rs.403 million during the quarter and degrew by 13% to Rs.2,014 million during the year. Our PAT declined by 25% on year-on-year basis to Rs.253 million during the quarter and degrew by 18% and stood at Rs.1,238 million during the year. During Q4 our EBITDA margin stood at 31% while it stood at 38% for the full year. PAT margins stood at 19% during the quarter and it stood at 23% during the year. As I have previously mentioned, the impact in the margins is because of elevated input cost. We have tried to optimize and manage to insulate the margins to the extent possible.

During the year, we have received an US NIH accreditation to systemic enzymes and probiotics supplement - ImmunoSEB and ProbioSEB CSC3 to resolve post-COVID fatigue and no further question letter for two of our filed GRAS Dossiers SEBTilis™ SEBclausii™. Also our two food enzyme dossiers got cleared from the European Food Authority.

We will continue to focus on our priorities that is customer retention, strengthen R&D, foraying business operations in newer geographies, expand solution and product offering, register more product across global regulatory bodies and to look for strategic inorganic opportunities. We will bring more resilience in our business to enhance customer value proposition and deliver long-term sustainable growth going ahead. We hope the world will become a more normal place and that should help our business to continue on the path of stability as well as growth. With this, I will now hand over the call to Rauka Ji. He will walk you through the financials and key subsidiaries numbers. Over to you Rauka Ji.

Beni Prasad Rauka:

Thank you very much Mukund. Good evening, everyone. I hope you all are in good health. The year gone was challenging for the entire industry in terms of elevated input costs and on the disrupted supply chain front and also it was a very important year where one has to work on employee retention and hiring. Now, let me walk you through the company's financial for the Q4 and for the fiscal year FY2022. Year-on-year and Q4 to Q4 of the last year, Mukund has already given some perceptive for the fiscal year FY2022 and FY2021.

Let me take you through the Q-on-Q numbers, so Q4 and Q3 of FY2022, the revenue is down by about Rs.19 million, it stood at Rs.1,317 million as compared to Rs.1,336 million. EBITDA margin is down from 37% to 31% and in value terms it is down by Rs.88 million from Rs.491 million to Rs.403 million during the quarter. Profit after tax has gone down by Rs.34 million, which is about 12% of our revenue so from Rs.286 million which is about 21% of our revenue to Rs.253 million, about 19% of our sales. The reason of decline in EBITDA is mainly because of higher raw material prices, which has impacted the material cost component of revenue and other than that we have observed significant increase in our other expenses mainly the consulting charges, CSR expenses, sales promotion activities has also gone up substantially and of course the prices of coal and fuel have gone up substantially and we have seen the impact of it. Other than that, we have higher laboratory expenses and store consumptions is also higher as compared to the previous quarter. Payroll cost is slightly up because of new hiring during the quarter as compared to Q3. Overall

impact on EBITDA is down because of couple of reasons, low gross margins, higher other expenses. Finance cost is slightly up by about Rs.3 million that is mainly because of lease accounting treatment. Depreciation and amortization are again slightly higher by about Rs.4 million, but not significant impact as such.

Now, I will give 12 months number comparison of FY2021 and FY2022 so our revenue is increased by about Rs.276 million, which is roughly 6% of growth from Rs.5,018 million to Rs.5,294 million and this growth is mainly driven by SciTech where this year we have consolidated at full 12 months of numbers as compared to last year 84 days because that acquisition happened somewhere in the month of January 2021. EBITDA is down from Rs.2,316 million to Rs.2,014 million this year mainly because, again I will take you through various reasons. The EBITDA margin was 46% in FY2021 has decreased to 38% of our revenue. Profit after tax is about 23% of our revenue as compared to 30% last year, so there is a decrease of about Rs.275 million in our PAT and now it is at Rs.1,238 million as compared to Rs.1,513 million in FY2021. The EBITDA margin, as I mentioned earlier is lower during FY2022 as compared to FY2021 because of couple of reasons, which I explained in the quarter to quarter as well, the same kind of situation was there for the full 12 months. We have seen that higher raw material prices has impacted our gross contribution margin by about 1% and payroll cost is higher mainly as mentioned to you that SciTech's 12 months of inclusion in this year, so the impact in addition to the SciTech, the annual increments, which has been given by our company and all our subsidiaries that has also impacted EBITDA margins. In addition to that there is an impact of about 6% because of higher other expenses and those are mainly due to the higher fuel prices including coal and of course this year we have exhibited in a couple of exhibition in international market, so our sale promotion expenses are higher and consulting and business promotions has also gone up and freight & forwarding are something most of the companies have got impacted again that is driven because of higher fuel prices and in addition to that this year we have seen that business travels and everything is becoming like a normal and business as usual so travel and conveyance expenses are also higher as compared to the last year and apart from that there are expenses like lab expenses and stores & spare parts, so all put together has impacted our EBITDA margin by about 6%. Finance cost has not significantly gone up. It is only Rs.2 million increase as compared to FY2021 and depreciation and amortization has increased by about Rs.63 million. This is again mainly because of 12 months of consolidation of SciTech during this year and in addition to that when the acquisition is done, we have to allocate the purchase price, so we had some intangible assets that needs to be amortized, so the impact is mainly from the SciTech's perspective Rs.63 million. Our subsidiary numbers as we generally share with the investors so our Evoxx's topline was about Rs.60 million in this quarter with EBITDA margin of Rs.15 million and PAT of Rs.6 million as compared to the previous quarter of Rs.108 million of revenue and Rs.25 million of EBITDA and Rs.15 million of PAT so for FY2022 the topline of Evoxx was about Rs.220 million as compared to Rs.281 million last year so on year-on-year we have seen there is a decrease of about 22% and EBITDA is down by about 49% from Rs.52 million to Rs.26 million and PAT is also down as compared to the last year. JC Biotech stood at Rs.139 million of revenue in this quarter with EBITDA of Rs.35 million and PAT of Rs.17 million as compared to Rs.150 million, Rs.48 million and Rs.27 million respectively. JC Biotech FY2022 numbers stood at Rs.503 million as compared to Rs.504 of the last year and

EBITDA of Rs.142 million as compared to Rs.149 million and PAT of Rs.72 million as compared to Rs.78 million. Our largest selling product which is anti-inflammatory enzymes this quarter stood at Rs.247 million as compared to Rs.281 million and for the year the total sales of this particular product, anti-inflammatory enzyme is about Rs.1,039 million as compared to Rs.1,135 million of the previous year, so roughly it constituted about 28% of our topline for FY2022 and 31% last year. Our top 10 customers contribution during FY2022 is about 28% as compared to 31% last year. The B2C segment we have not seen any kind of growth, the numbers are flat. It is about USD 1.24 million as compared to USD 1.27 million last year, but yes in terms of rupees it has increased from Rs.386 million to Rs.412 million. In addition to that we also share the category wise sales in human nutrition, if we see the Pharma in the India Market, the sale has gone up from Rs.1,125 million to Rs.1,213 million and the other products category, which is the probiotics is down from Rs.551 million to Rs.172 million. Bio -Catalase is up from Rs.163 million to Rs.187 million. International sale is up from Rs.1,934 million to Rs.2,022 million, but yes overall if we see the B2C segment there is no growth. Other than that, we have seen slight growth in our US business, but that is in nutraceutical and probiotic business and the non-food segment has witnessed some degrowth. Our R&D expenditures during the year including the capex stood at Rs.232 million. This is about 4.4% of our consolidated sales as compared to Rs.257 million and 5.1% of our consolidated sales during FY2021. That was from my side and now we open the floor for question-and-answer session. Thank you so much.

Moderator: Thank you. Ladies and gentlemen, we will now begin with the question-and-answer session. We will wait for a moment while the question queue assembles. The first question is from the line of Nikhil Mathur from HDFC Mutual Fund. Please go ahead.

Nikhil Mathur: Good evening, everyone. Sir my question is first on the company is able to pass on pricing or passing higher cost to the customer, if I look on a Q-o-Q and on Y-o-Y basis, there has been a dip in gross margins, but it is kind fine at this point, say in this environment it is understandable, but I think the problem has been more on the fixed cost as a percentage of sales, so I am just trying to understand has there been some loss of volumes in the Q4, which has lead has to some sort of an operating deleverage because the EBITDA margin compression is much higher than what gross margins look like.

Mukund Kabra: Nikhil most to some extent you are talking about like probiotic business has reduced this year because of the inventory at the customer end to a certain level that has also contributed towards the lower margin on the EBITDA front besides like all the price hike. I think as we move on and as the business stabilizes this year, we should come back to the margins.

Nikhil Mathur: Sir probiotic is the only business that has led to this sort of disproportionate impact?

Mukund Kabra: Yes, the probiotic has somewhat like impact because that business has reduced significantly for this year. It is like almost from Rs.61-Rs.62 Crores to Rs.17 Crores and that is the only one area, which has really impacted and there is anti-inflammatory product which has gone down to some level because of some registration required in Europe and other market, so still we file all the papers

because it is not getting under their novel food. It will again have some impact for a year and two years, so those are the two areas, which had given us some kind of a degrowth on the revenue front.

Nikhil Mathur: Sir heading into FY2022, I think we have passed mid way in the quarter so any particular sign for seeing revival in both these segments in this particular year or again a few more quarters have to be waited off and few more months have to be waited before the reversal is swiftly visible?

Mukund Kabra: In this coming year, it is challenging but at the same time there are a lot of opportunities, which we can see. May be a quarter down the line, we can see that lot of business opportunities are getting open up because of the Russian conditions. We are getting like all the competitors and other people are going with the price hike and other areas so lot of people are approaching us now for the products. All of these have a lot of positive developments are going on these areas. At the same time, the biocatalyst area, which was under pressure because of the solvent prices at the customer levels and other areas but now even like Chinese people are facing the price hikes and other things, so the prices are stabilizing and getting to the normal and that is also creating lot of attraction on the biocatalyst area, so I think in our business there is always a lag of one quarter or one and a half quarter and then the things should really become more better.

Nikhil Mathur: Got it Sir and these potential orders that you are talking about because of Russia or even in China, these products are already there in the market or there are certain products that are yet to be launched by the company?

Mukund Kabra: No, these products are already in the market. The Chinese impacts are biocatalyst area where we were ready with the product, but we have not been able to sell because of the API cost was very, very low from the Chinese area. Now like those prices have again gone back to the normal level and that is where like lot of attraction is coming from all of these Pharma manufacturers to manufacture APIs in India.

Nikhil Mathur: Got it. Sir do you mind giving some indication on what is the mutation level that the company is operating at in FY2022 as well as in FY2021?

Mukund Kabra: Can you please repeat Nikhil.

Nikhil Mathur: I am asking, can you give some colour on what is the utilization level in FY2022 versus utilization levels in FY2021 of the plants?

Mukund Kabra: If we really talk about like the raw material inflation and other inflations or the fuel inflation now the prices are more or less getting stabilized. Now with this stabilized price we started working like if we cannot pass on all the cost to the customer then we also started working on cutting down the cost on the raw material front, so that should balance out like all the inflation and other things because now the situation is more stable. Now we can see that the prices have to go down from the level rather than going up.

Nikhil Mathur: Sorry to interrupt my question was on the production volume utilization vis-à-vis the capacity of what is the production volume utilization that we have seen in FY2022 versus FY2021?

Mukund Kabra: It is more or less the same thing Nikhil, may be 55% to 60%. It is very difficult to put up in terms of capacity, but there are lot of capacity which is there. Also like we have recently like expanded our capacity in the JC Biotech from a 60m³ fermentation to another 60m³ fermentation and that capacity is also like available at this point of time so we will be coming up with lot of different products out there in the given time.

Nikhil Mathur: The Company is sorted on capex for the next one or two years, so there should not be any way to setup in capex?

Mukund Kabra: There will be some capex, which is the normal maintenance capex which will be Rs.15 to Rs.16 Crores this year and if we get all the permissions for the R&D what we proposed in Nasik areas the new R&D Centre, we should be able to get the permission somewhere by June end and if we get that permission from all the government authorities then slowly in five to six years we will be spending in the construction.

Nikhil Mathur: Got it Sir. Thank you so much.

Moderator: Thank you. The next question is from the line of Harshil Solanki from Equitree Capital. Please go ahead.

Harshil Solanki: Good afternoon, Sir. I wanted to know how do you shortlist the products to enter into? How long does it take for the product to hit the market from scratch and what are your internal prices you look at when you launch a new product and second question is the press release you have mentioned launching lot of products, so can you please elaborate when will the products hit the market? What will be their return on investments and stuff like that?

Mukund Kabra: Harshil we generally select the products in the area or the focus area, which we operate so our normal focus area is like the human nutraceutical, animal nutraceutical and the food. Particularly, in the food we are focusing on baking industry. The next level of focus will go in to the dairy industry, so we try to make the complete basket as we move on into those particular areas. For example, when we will go to the dairy industry, we will be having all the baskets. For example, whatever the probiotics need for the dairy and then we will go for that. Now developing a single product makes a lot of time, depending on the R&D for the success rate. We do have quite good success rate, but let us say if we go in a biocatalyst, let us say we go for some kind of ADH or GDH or some kind of an API then in those circumstances we need one to two years as well. We may go for three to four protein engineering rounds in those particular cases. It depends on all the products. It depends on the categories, which we are like focusing. There are a lot of different, different categories in terms of revenue, even like once you make a product it really does not give you the market right away. It takes two to three years to really start generating the revenue. Once we decided to make into the product, but take our expertise and with the time that we are spending

in the industry we do it at a very, very low cost, so the return of investment is hardly takes any time once we really launched the product.

Harshil Solanki: Got it Sir and a follow-up on that we are entering in to the B2C segment as well so by when do you expect that segmental will mature and what kind of investments are you looking in terms of that?

Mukund Kabra: We are already there in B2C area in the US market. We are trying to copy that model. In US also, we did not get any success for the first three to four years and I think we will need three to four years. We are not spending too much of money into these areas. This year also we will be spending somewhere around couple of Crores into these areas.

Harshil Solanki: Got it and Sir last question. Sir our sales have been growing at single digit, so are you confident that our new product launches will help us grow our revenues by double digits in the coming years?

Mukund Kabra: We feel Sir, because we are at a very good stage. Lot of things are into the pipeline. I cannot say for this year particularly like the Q1 and one and a half quarter, but I still feel that this year we should also get a lower double digit growth, but it is difficult to predict with the given situation, geopolitical situations as everyday situation changes, but I think we should have more clarity by the next quarter or something.

Harshil Solanki: Got it Sir. Thanks a lot.

Moderator: Thank you. The next question is from the line of Rohit Sinha from Sunidhi Securities. Please go ahead.

Rohit Sinha: Thank you for taking my question. Sir if I heard right you said that in JC Biotech you almost doubled the capacity, am I correct?

Mukund Kabra: That is right.

Rohit Sinha: From the earlier capacity you had run rate of close to Rs.50 Crores, so can we expect a similar Rs.50 Crores from the additional capacity by 2024 at least or it will take even longer time to reach that kind of level?

Mukund Kabra: As we know the JC Biotech capacity was 100% utilized so we always create the capacity to begin with. Another advantage with the JC Biotech is we do have all the solvent handling facilities available out there, so we can do the fermentation well. We can use the solvent and other things, which are not there in the other two of facilities, so that was the objective to build up the capacity at JC Biotech. The capacity and the fermentation side are over, but we are still waiting for the capacity to be installed for the downstream. I think that work should be completed by the May end of the first week of June and then we can start some products, which require solvents particularly into the animal feed areas and other areas where we need to do even in the fermentation we need to put some solvents, so that should increase our like capacity to make those enzymes, which

currently we are importing and that should give us like some more strength as we move on into those areas.

Rohit Sinha: How was the demand as of now from that JC Biotech basically? Just wanted to understand what kind of potential revenue additions do we see for FY2023 and FY2024 if at all you can mention?

Mukund Kabra: More or less on the Serra front the anti-inflammatory the capacity is fully utilized. Now we are expanding it more on the animal feed area and this product may come up like may be from the second quarter of this year and as we move on there are lot of different products we can introduce into the JC Biotech's Facility, so there is always a lag, but may be couple of quarters down the line they should start increasing the revenue.

Rohit Sinha: Roughly can we expect additional Rs.15 Crores to Rs.20 Crores kind of numbers for at least FY2023?

Mukund Kabra: Yes at least 5 to 10 CR to begin with this year. I am not really clear on this year's picture at this point of time, but as we move on more things will get cleared.

Rohit Sinha: But as we are adding mostly for this animal feed and not for this your human nutrition business?

Mukund Kabra: No, it can be added for any of the products. At this point of time couple of products, which we like developed under R&D are for animals feed, in which we are trying to take it out there to make it which requires solvents and we do have a solvent facility out there.

Rohit Sinha: Got it and secondly Sir is it possible to share what is the breakup in our other expenses, how much additional logistic cost and power cost have been there?

Mukund Kabra: Rauka Ji.

Beni Prasad Rauka: Do you want in terms of absolute numbers, otherwise I have given you the impact on EBITDA.

Rohit Sinha: I have that, just if at all rough number on additional incremental cost, which is there on power and logistics?

Beni Prasad Rauka: Power and fuel, if I look at my 12 months number, it has gone up by about Rs.60 million and then our stores and spare parts have gone up about Rs.25 million. Sales promotion expenses are up by about Rs.30 million. Freight & forwarding is up by about Rs.12 million. Travel and conveyance is up by Rs.15 million and the substantial increase in the other expenses as I already mentioned to you is on account of the 12 months consolidation of our SciTech during this year and last year number includes only for 84 days of performance of SciTech, so that increase is about Rs.90 million in absolute numbers and other than that there is an increase in lab material because of again the increase in the prices about Rs.13 million and there is of course some increase in other petty and miscellaneous expenses of about Rs.14 million, so roughly the total increase in terms of

absolute number is Rs.302 million in this FY2022 from Rs.841 million last years it has reached to Rs.1,143 million, so I have given you complete breakup of increase in other expenses.

Rohit Sinha: Thank you very much and just last question as you are mentioned the employee cost has increase because of the SciTech, so just wanted to know from Q3 to Q4 has there been more addition in terms of...

Beni Prasad Rauka: No. Q3 and Q4 increase is not significant if I compare my SciTech and consolidated numbers there is no significant impact.

Mukund Kabra: But there are few people, which we have taken in the marketing and at the same in the R&D so we are expanding in the R&D

Beni Prasad Rauka: Payroll cost has gone up, yes of course.

Rohit Sinha: That is it from my side Sir. Thank you.

Moderator: Thank you. The next question is from the line of Tarang Agrawal from Old Bridge Capital. Please go ahead.

Tarang Agrawal: Just a quick question, what proportion of your America revenues are from North America?

Beni Prasad Rauka: I do not think we have that breakup.

Mukund Kabra: We do not have a breakup, but I can say that most of the revenues come from the North America only. I can say that is more than 90%.

Tarang Agrawal: Okay.

Moderator: Thank you. The next question is from the line of Jai Anand from Altavista Capital. Please go ahead.

Jai Anand: Good evening. I wanted to understand a bit more on the probiotic and on one of the slides it is mentioned that last year FY2021 sales was \$9.8 million and this year it is \$4.7 million, so why is there a significant reduction in the revenue from probiotic?

Mukund Kabra: In the probiotics, we are working on dual strategies. One strategy is supplying to the people who are already established and the second strategy is to develop our own brand, so developing the brand requires like some more time. We need to file all the GRAS dossiers. We need to file all the other thing. We need to go through the customers R&D and that is the time-consuming process so the business where we were supplying the probiotic to the people who are already established in the market and we are like the supplier at that end, there is an inventory pileup and some of the loss of the business for that customer from the market and both of those have contributed towards to the reduction in the demand for the last year. There was hardly much of a sale on that front last year. This year the situation should become somewhat normal, not like the last to last year, but

may be a year before, so we should be getting back into the normal thing, but this is where like the revenue if you really compare those are on the significantly lower side.

Jai Anand: Is it due to only one customer?

Mukund Kabra: Yes.

Jai Anand: Thank you.

Moderator: Thank you. The next question is from the line of Ketan Chheda, Retail Investor. Please go ahead.

Ketan Chheda: Sir I wanted to know, do we have any five-year plan or a five-year goal kind of a thing or a road map if you will in terms of where do we want to reach in terms of scale? It could be with numbers or some other goals or targets? Do you have something like that or did we have in the past before the COVID period and have we made any adjustments to that?

Mukund Kabra: Yes, you are right before the COVID started we made a five-year plan to double the revenues who are on the track but then the COVID situation has come up. The situation has really made us little bit shaky. We are still to sit back in the drawing room and regroup and rearrange the plan. Once we do that, we will let you know, but more or less we feel that those goals should be achievable if more quickly the things become normal, we should be able to move into the faster track.

Ketan Chheda: Just a follow-up to that, whatever target we have like in terms of doubling the revenues before the COVID period, so now what is the year that we are looking forward to when we will be doubling the revenue at top line?

Mukund Kabra: That is what I was saying Ketan we will sit again into the drawing room and we will come back onto this. At this point of time, we will go with the same target probably I still feel if the things become normal surely, we should be able to go onto the given track. We should really come back quickly to our given track.

Ketan Chheda: Thank you so much. Thank you.

Moderator: Thank you. The next question is from the line of Jatinder Agarwal an Individual Investor. Please go ahead.

Jatinder Agarwal: Can you share some details in terms of your R&D team head count over the last three to four years? Secondly within this if you could elaborate how do we as an outsider look at your R&D team in terms on a medical side, you will probably get PhDs and Doctors that kind, so is there some qualitative aspects to share on your R&D activities that will be good? Thank you.

Mukund Kabra: Rauka ji, do you have these numbers?

Beni Prasad Rauka: We will share the numbers. Meanwhile you can give him the inputs about the qualitative aspect what exactly we look forward when we hire people in R&D. Let me give some brief on this and I think Mukund will add on it. As you see that we operate in different segments, human nutrition and animal nutrition, then apart from that in bio processing segment where we have known food and non-food segment, so whenever we work on various enzymes, those are supplied and formulated so there is science which is like where you need to see where the enzyme can be used if it is going for non-food processing unit like people who are from the technical background of like textile, pulp, paper and leather, so those are with that kind of technical background they are also part of the R&D team and when we talk about animal nutrition again the nutritionist is someone we always look up on. In addition to that as you look to human nutrition side of course there are various scientists for different segments whether it is genome or whether it is microbiology, so all those who have technical and scientific knowledge and qualification. They are always with us and most of them at top level are doctorate. They had PhD in their field and in addition to that those who help them are with the MSc and BSc background, so most of them have well qualified team of candidates.

Mukund Kabra: At this point of time, there are more than 100 people in all the different labs. It depends on the area what is the there. We have a lot of different segments; one is the animal feed, then there is the food area, then there is a nutraceutical area, then there is a biofertilizers area, then there is a fermentation R&D and then there is a protein engineering R&D, so different segment has different people right and then there is a formulation R&D, as Rauka ji was talking there is another division textile R&D and there is a division of detergent R&D, so it is very difficult for me to tell you exactly what is the composition. It depends on the area what kind of jobs we are looking and what kind of work we are doing. The team leader has to be not only PhD, but with a 10 to 15 years of experience into that particular area.

Jatinder Agarwal: Sir how big was this team say three years ago?

Beni Prasad Rauka: As of now we have about 100 plus and then three years back it was about I think 82 or so.

Jatinder Agarwal: Perfect. That is it from my side. Thanks a lot.

Moderator: Thank you. As there are no further question, I now hand the conference over to Mr. Ronak Saraf for his closing comments.

Ronak Saraf: Thank you everyone for taking your valuable time for attending our con-call. We will keep you all posted for any further updates. I request you all too kindly send in your questions that may remain unanswered. An audio recording and a transcript of this call will be uploaded on our website in due course. Looking forward to host you all in the next quarter till then stay healthy and stay safe. Thank you.

Moderator: Thank you. Ladies and gentlemen, on behalf of Advanced Enzyme Technologies Limited, that concludes this conference call. We thank you for joining us and you may now disconnect your lines. Thank you.