

FOR IMMEDIATE RELEASE

EARNINGS RELEASE

Date: May 27, 2017

**BOARD RECOMMENDS 100% INCREASE IN DIVIDEND  
QUARTERLY REVENUE GROWTH OF 43% & NET PROFIT GROWTH OF 34%  
YEARLY REVENUE GROWTH OF 13% & NET PROFIT GROWTH OF 20%**

**Mumbai, India: May 27, 2017** – Advanced Enzyme Technologies Limited (Advanced Enzymes; NSE: ADVENZYMES; BSE: 540025), a leading specialty biotech company, with global leadership in the manufacturing of enzymes, today announced their unaudited financial results for fourth quarter ended February 2017.

**Financial Highlights – Q4FY17 vs Q3FY17:**

- ✓ Consolidated Q4FY17 Net Sales up 43% QoQ to INR 860 mn against INR 600 mn in Q3FY17.
- ✓ Consolidated EBITDA for Q4FY17 stands at INR 333 mn against INR 197 mn in Q3FY17, up 69%.
- ✓ Consolidated FY17 Net Profit up 34% at INR 200 mn against INR 150 in Q3FY17.
- ✓ Consolidated Net Profit Margin stands at 23% Q4FY17 against 17% during Q3FY17.

**Financial Highlights – FY17 vs FY16:**

- ✓ Consolidated FY17 Net Sales up 13% YoY to INR 3,314 mn against INR 2,938 mn in FY16.
- ✓ Consolidated EBITDA for FY17 stands at INR 1,530 mn against INR 1,389 mn in FY16, up 10%.
- ✓ Consolidated FY17 Net Profit up 20% at INR 924 mn against INR 768 mn in FY16.
- ✓ Consolidated Net Profit Margin stands at 28% in FY17 against 26% during FY16.

**Results Conference Call Details**

We will hold an earnings conference call on Monday at 16:30 Hours IST to discuss quarterly and yearly performance. Transcript of the call will be available later in the Investor Relations section of our website [www.advancedenzymes.com](http://www.advancedenzymes.com)

Please dial the numbers at least 5-10 minutes prior to the conference schedule to ensure that you are connected on time.

**Conference Call Primary Number: +91 22 3938 1074; Local Access Number: 3940 3977**

**Advanced Enzyme Technologies Ltd.**

Regd. Office: 5th Floor, 'A' Wing, Sun Magnetica, Louiswadi, Thane (W), Mumbai -400 604 | Tel.: +91 22 41703200  
Website: [www.advancedenzymes.com](http://www.advancedenzymes.com) | CIN No: U24200MH1989PLC051018

## **About Advanced Enzyme Technologies Limited**

Advanced Enzyme Technologies Limited, incorporated in 1989, is a research driven company with global leadership in the manufacturing of enzymes. The company is committed to provide eco-safe solutions to wide variety of industries like human care and nutrition, animal nutrition, baking, fruit & vegetable processing, brewing & malting, grain processing, protein modification, dairy processing, specialty applications, textile processing, leather processing, paper & pulp processing, biofuels, biomass processing, bio catalysis, etc. The company aims to provide side-effect-free healthcare and eco-safe industrial solutions to its customers globally, and is today, the largest producer of enzymes in Central Asia.

Equipped with 6 state-of-the-art manufacturing facilities and 4 research & development centers across India and US, Advanced Enzymes offers 400+ enzyme products. Advanced Enzymes exports to 45+ countries across 6 continents, and provides customized & effective enzyme solutions coupled with the best in technical service.

Advanced Enzymes has received the Bio-Excellence award for being the Best Industrial Biotech Company at Bangalore India Bio in 2010 as well as 2014. In 2013, Advanced Enzymes has also been recognised by Inc. India, as one of the top 500 fastest-growing mid-sized companies in India. Advanced Enzymes has also been recipient of the Emerging India Award in 2010, in the Life Sciences category, by CNBC TV18 and ICICI Bank.

## **Forward-looking statements**

This press release may contain forward-looking statements with respect to Advanced Enzyme Technologies' future (financial) performance and position. Such statements are based on current expectations, estimates and information currently available to the company.

Advanced Enzyme Technologies Limited cautions readers that such statements involve certain risks and uncertainties that are difficult to predict and therefore it should be understood that many factors can cause actual performance and position to differ materially from these statements. The company has no obligation to update the statements contained in this press release, unless required by law.

**For further details, contact:**

### **Investor Relations**

Piyush C. Rath  
Chief Business Officer  
Tel: +91 22 4170 3200  
Email: [piyush@advancedenzymes.com](mailto:piyush@advancedenzymes.com)

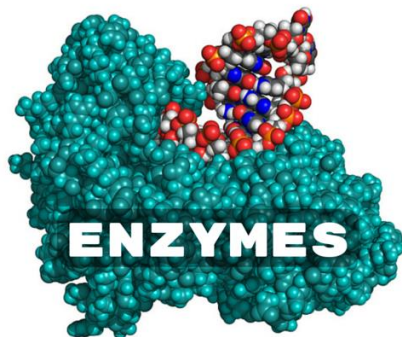
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## What are enzymes?

Enzymes are natural protein molecules that act as catalysts within living cells, produced by all living organisms. Function as specialized catalysts and accelerate the pace of biochemical reactions.

Advanced uses enzymes to replace chemicals in, and improve efficiency of, a wide variety of industrial processes for its customers.

## Company Overview



Advanced Enzymes is a research driven company with global leadership in the manufacturing of enzymes. We are committed to providing eco-safe solutions to a wide variety of industries like human health care and nutrition, animal nutrition, baking, fruit & vegetable processing, brewing & malting, grain processing, protein modification, dairy processing, speciality applications, textile processing and others. Our aim is to replace traditionally used chemicals with eco-friendly enzymatic solutions.

## Mission

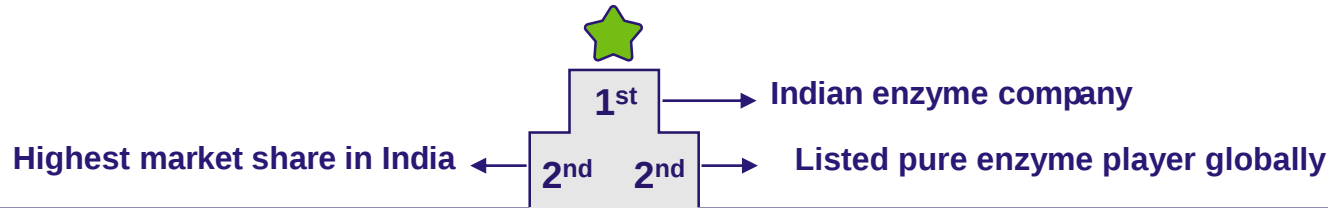


It is our mission to see that every human being is able to take advantage of the power of enzymes for well-being and leading a healthy life!

## Vision



Our vision at Advanced Enzymes is to become the largest, enzyme-based, value provider to consumers and processors globally!



Amongst Top **15** Global Enzyme Companies



**Manufacturing Units – 7**

India - 5      USA - 2



**R&D Units – 5**

India - 4      USA - 1



**65+**

Indigenously  
Developed Enzymes  
& Probiotics



**400+**

Proprietary  
Products



**700+**

Customers  
Worldwide



**45+**

International  
Presence



**22+**

Years of  
Fermentation  
Experience



**13**

Registered  
Patents\*



**11**

Food Enzyme  
Dossiers filed with  
EFSA



**1**

GRAS Dossier  
filed with US FDA



**420**

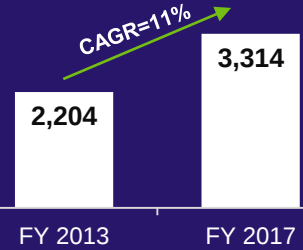
m<sup>3</sup> Fermentation  
Capacity



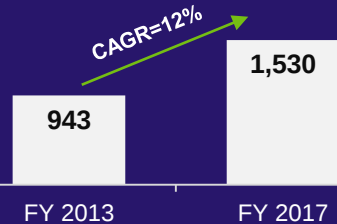
**500+**

Employees

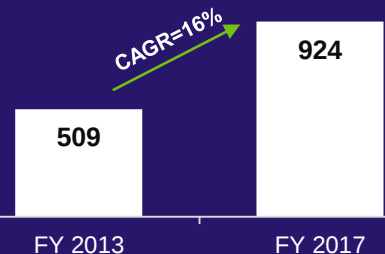
**Revenue (₹ mn)**



**EBIDTA (₹ mn)**



**PAT (₹ mn)**





**Mr. Vasant Rath**

*Chairman and Non- Executive Director*

Mr. Vasant Laxminarayan Rath 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. Rath heads our international subsidiaries based in US.



**Mr. C L Rath**

*Managing Director*

Mr. Chandrakant Laxminarayan Rath, 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 Rath**

*Whole-time Director*

Mrs. Savita Chandrakant Rath, 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*

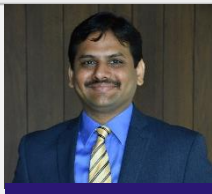
Mr. Pramod Kasat, is a Non-Executive and Independent Director of our Company since December 14, 2016. He is currently the Country Head "Investment banking", Indusind Bank, Mumbai.



**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.



**Piyush Rath**

*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 the 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 from 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.

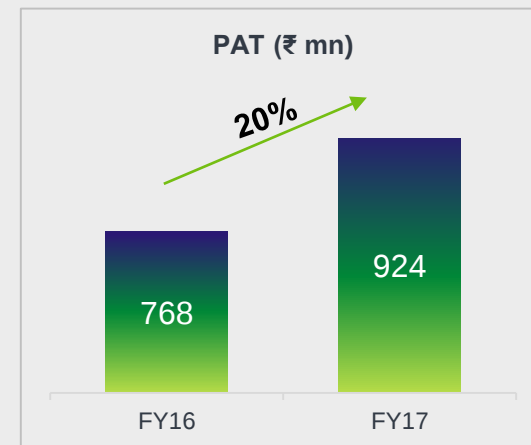
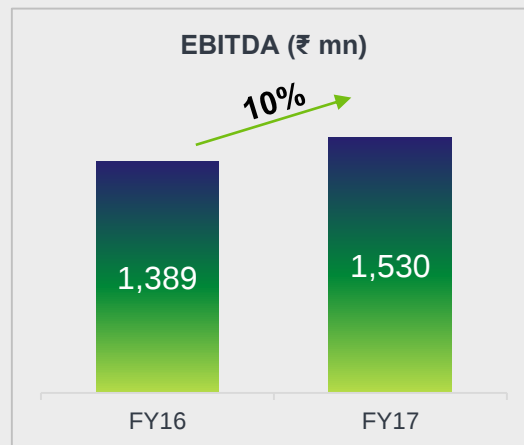
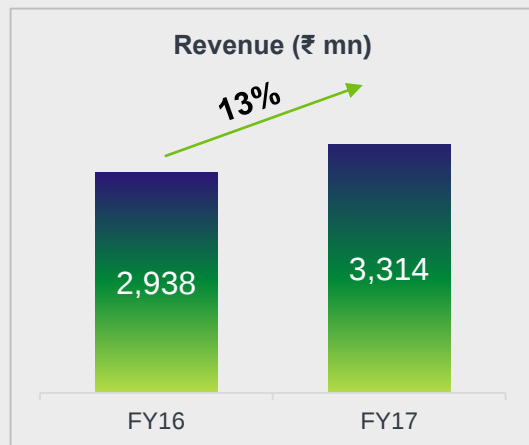


**Dipak Roda**

*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 bio-technology 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.

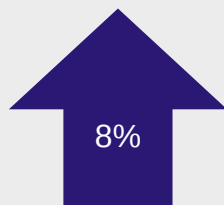
# Results Summary – FY17



## Revenue Breakup ₹ in Million

\*YoY Growth

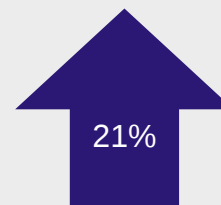
### Animal HC



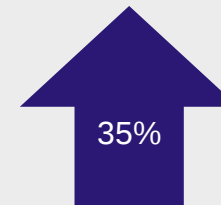
### Human HC



### Food



### Industrial Processing



**FY17**

**512**

**2,386**

**223**

**193**

**FY16**

**474**

**2,137**

**184**

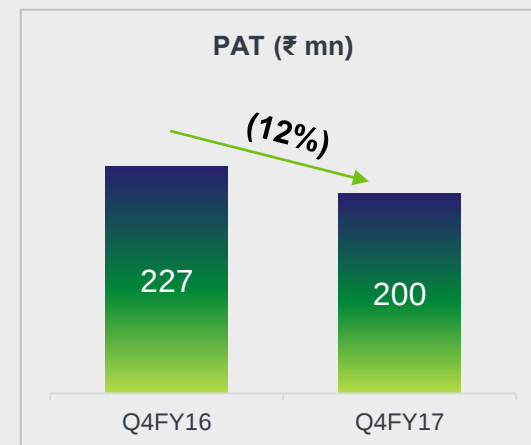
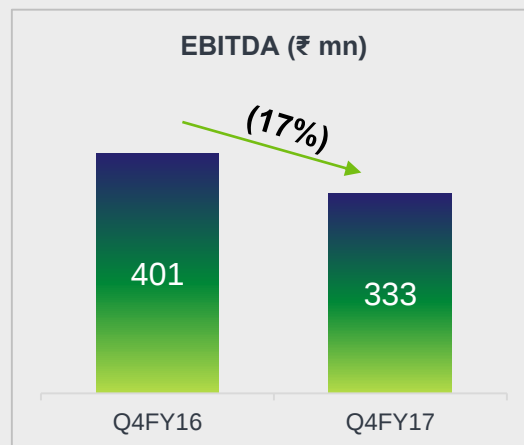
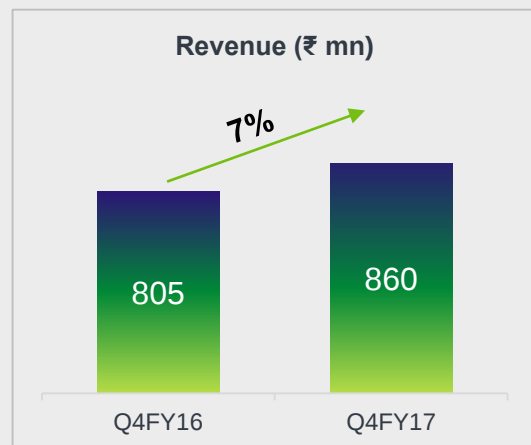
**143**

Note: On Consolidated Basis

EBITDA is including other income

PAT is before minority

# Results Summary – Q4FY17



## Revenue Breakup ₹ in Million

\*YoY Growth

### Animal HC



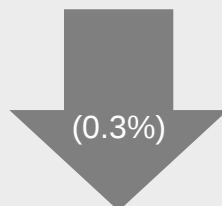
Q4FY17

144

Q4FY16

121

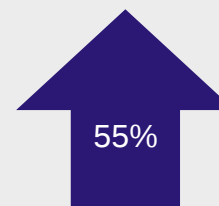
### Human HC



616

618

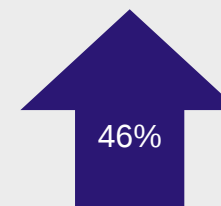
### Food



59

38

### Industrial Processing



41

28

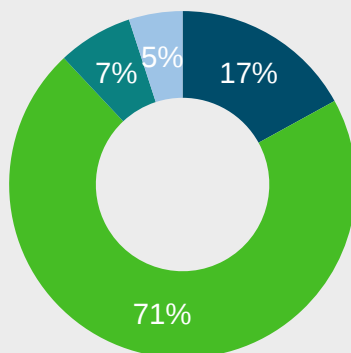
Note: On Consolidated Basis

EBITDA is including other income

PAT is before minority

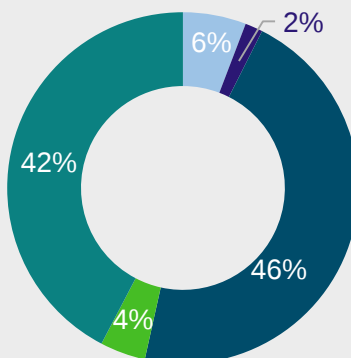
## Q4FY17

### Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Food ■ Industrial Processing

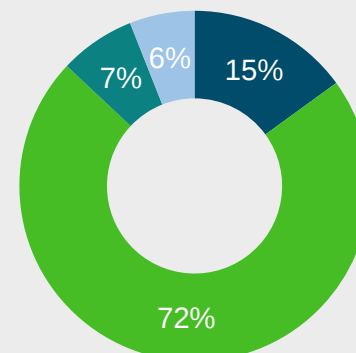
### Geographical Revenue Split (%)



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

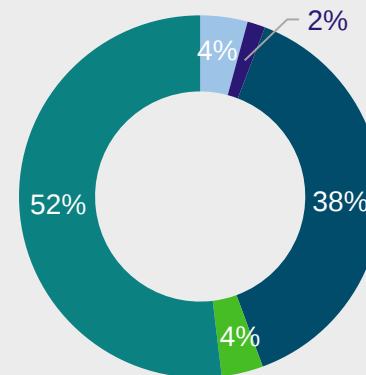
## FY17

### Segmental Revenue Split (%)



■ Animal HC ■ Human HC ■ Food ■ Industrial Processing

### Geographical Revenue Split (%)



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

Note: On Consolidated Basis

# Profit & Loss (Consolidated) – Q4FY17 & FY17

₹ in Million except per share data

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







## Stock Data (As on 31st March 2017)



Market Capitalization (₹)

45,992 mn



Shares Outstanding

22.3 mn



Free Float

6.5 mn



Symbol (NSE/ BSE)

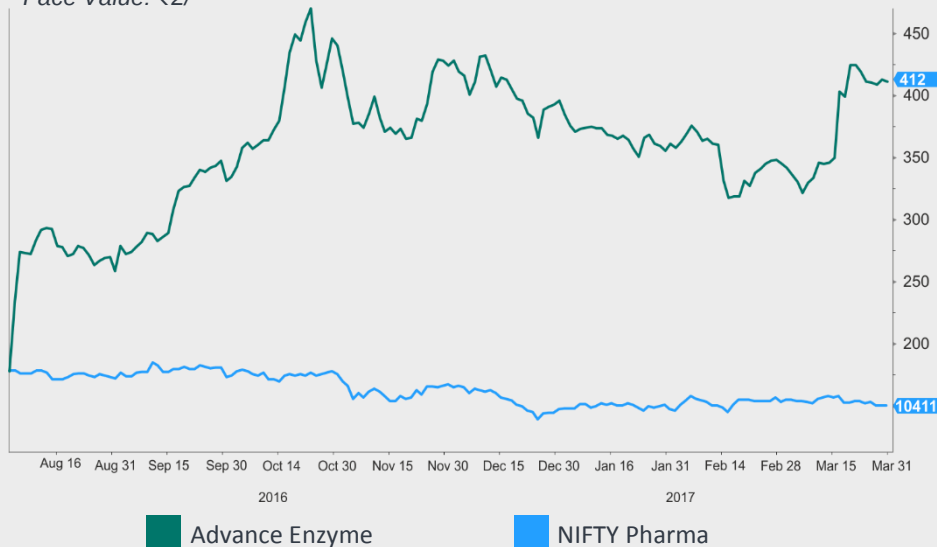
ADVENZYMES / 540025



Average Daily Volume

47,801

Face Value: ₹2/-



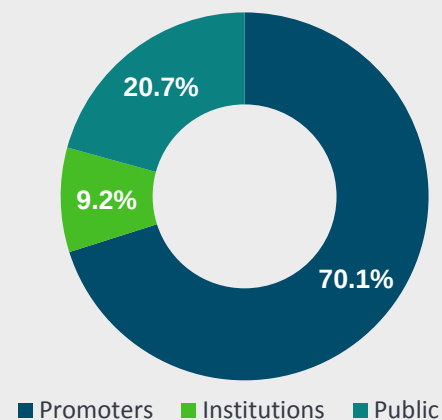
Source: BSE, Bloomberg

Note: Data mentioned in this slide is as on 31<sup>st</sup> March 2017

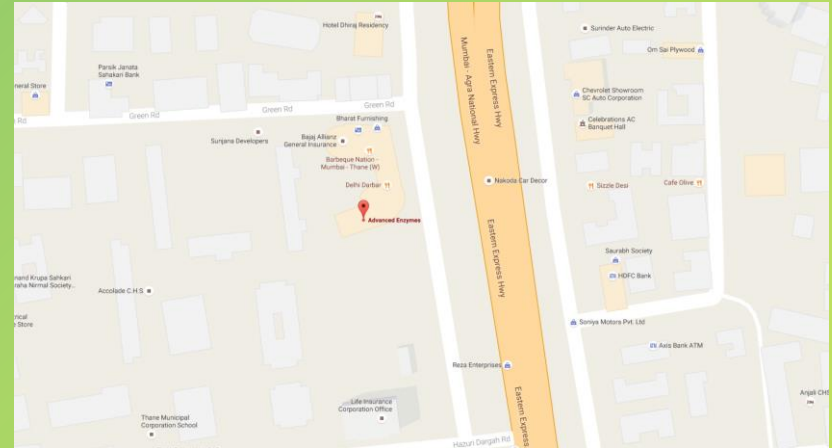
## Top Institutional Holders

| Institutions                            | OS (%) |
|-----------------------------------------|--------|
| DSP Blackrock Investment Management Co. | 3.89   |
| 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 (%)



# Thank You



**Advanced Enzymes**  
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Thane (W) 400 604, India  
Tel: +91-22-4170 3200  
Fax: + 91-22-25835159