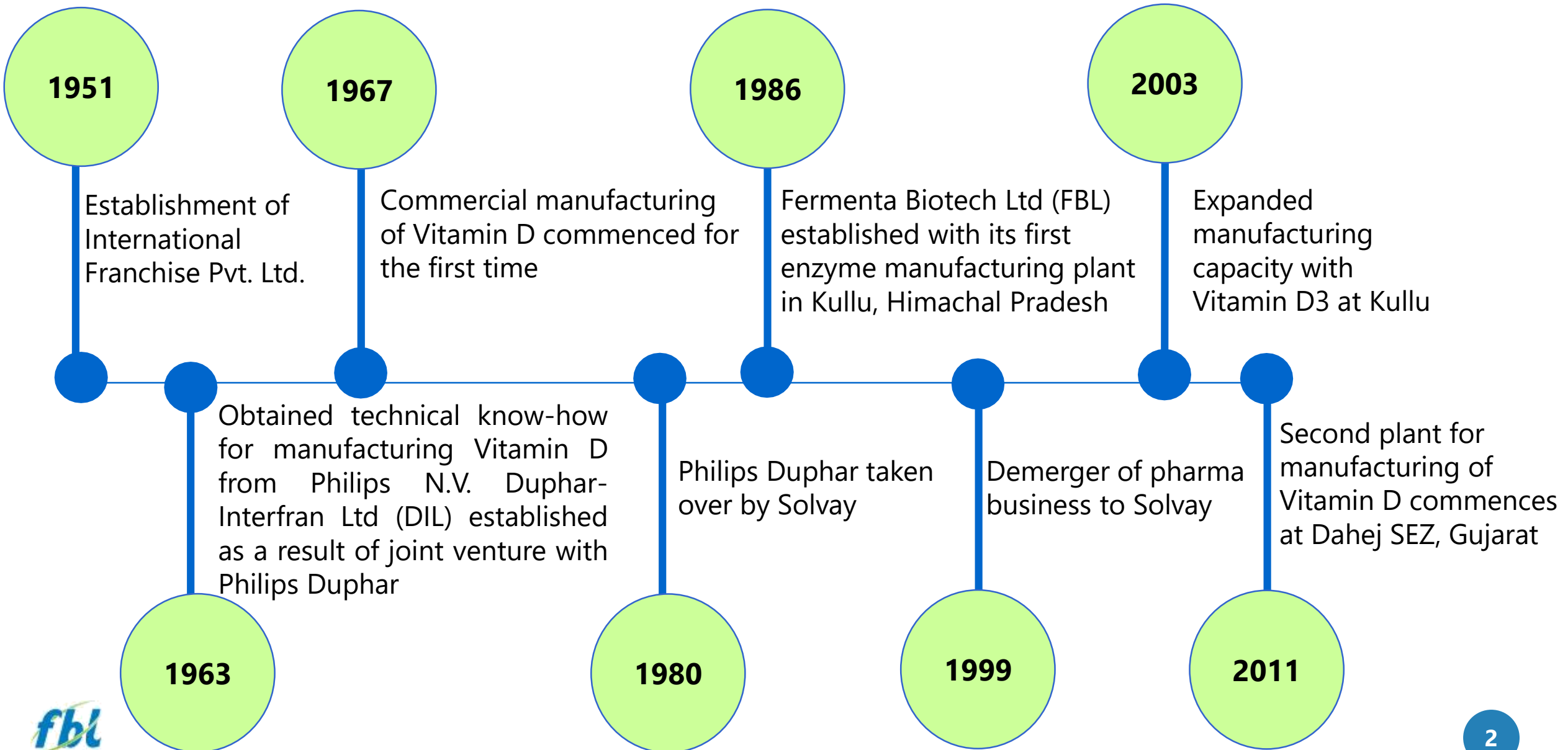




Corporate Presentation

DIL & FBL – Genesis and History



DIL & FBL – Genesis and History

2012

Launched new and improved penicillin G acylase catalyst – Fermase PA 850

Augmented Vitamin D3 resin manufacturing capacity in Dahej

2016

Enhanced Vitamin D3 capacity at its new plant at Dahej

Launched new version of Vitamin D3 500 feed grade Powder

2018

Received the Board's approval for the amalgamation of Fermenta with its holding company, DIL Limited

2014

Initiated commercial production of Vitamin D3 100 CWD for food and dietary nutraceutical supplements

Launched Phenylamidol formulations in Africa

2017

Received CEP from EDQM for its Dahej facility for Vitamin D

Received FSSC 22000 and BRC Food Safety Approvals for both its plants for Vitamin D

2019

Executed lease agreement for acquisition of land at Sayakha, for future expansion and new projects

FBL's Business Divisions, Manufacturing & Clientele

Pharmaceuticals

Niche products with value addition:
Vitamin D & Phenyramidol.

Biotechnology

Novel Enzyme products for
pharmaceutical & fine chemical
industry: Enzymes for antibiotic
synthesis.

Environmental Solutions

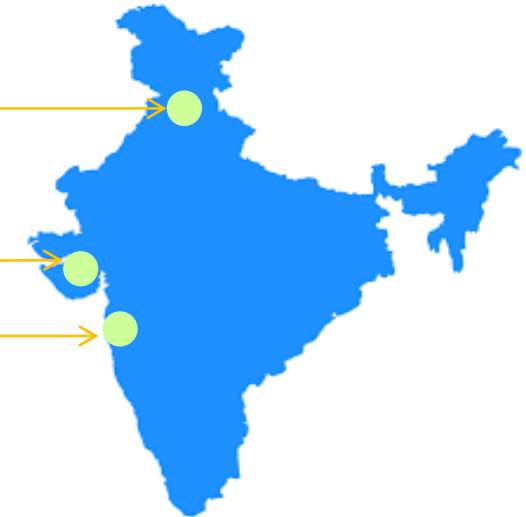
Products and services for various
environmental solutions: Sewage
treatment & effluent treatment.

Manufacturing & Operating Locations

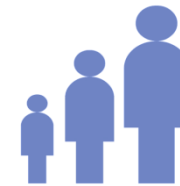
Kullu, Himachal Pradesh
Operating since 1986

Dahej, Gujarat
Operating since 2011

HO, Thane,
Maharashtra
R&D, Thane,
Maharashtra



Global Sales & Distribution Footprint



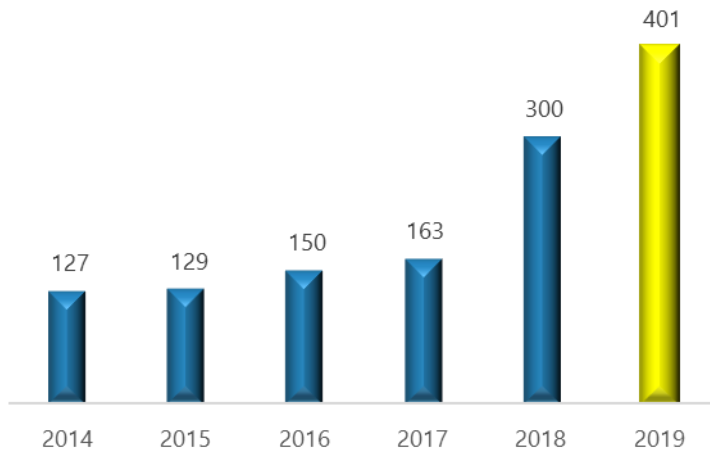
Supplying to more than **300 Customers** across **50 countries** spanning **6 continents**

80%

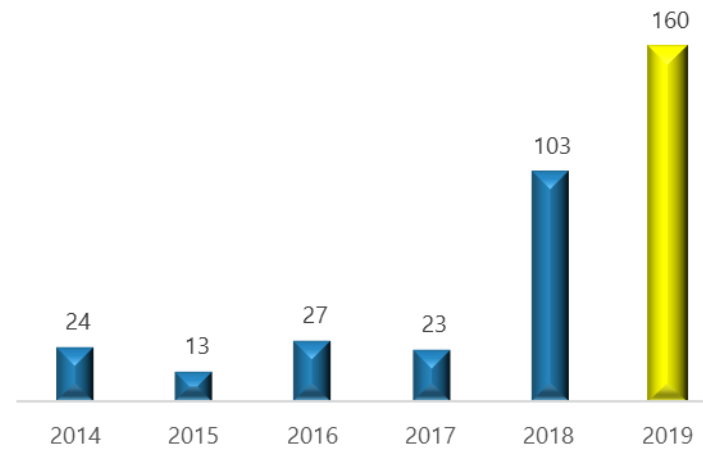
of revenue arises from exports

FBL: Historical Financial Performance

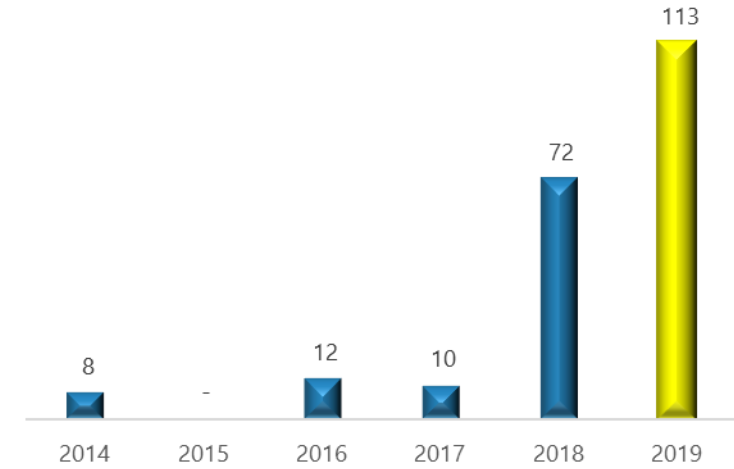
Revenue [^] (Rs. Crs)



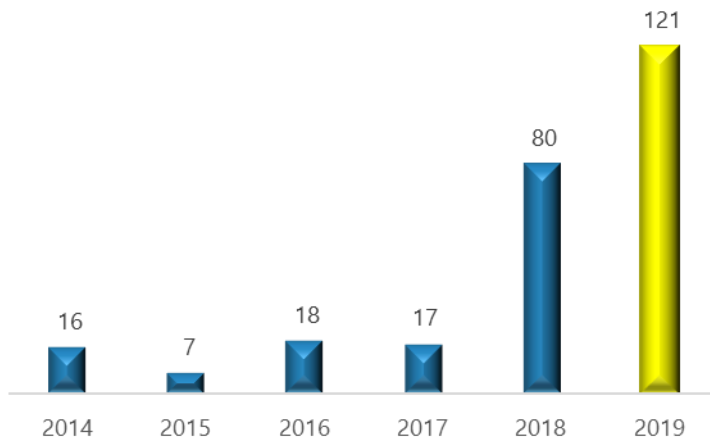
EBITDA [^] (Rs. Crs)



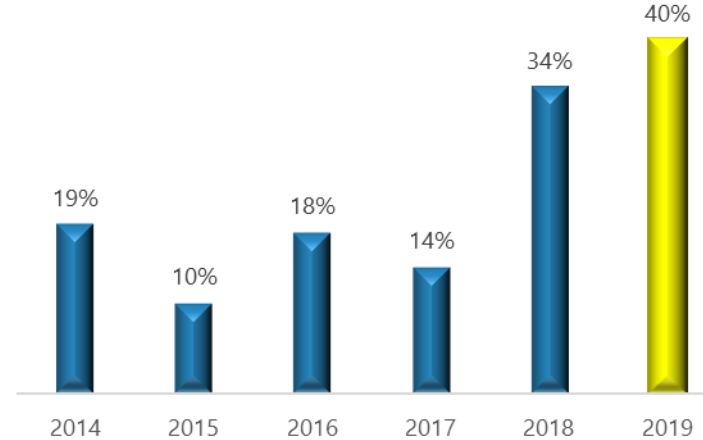
PAT (Rs. Crs)



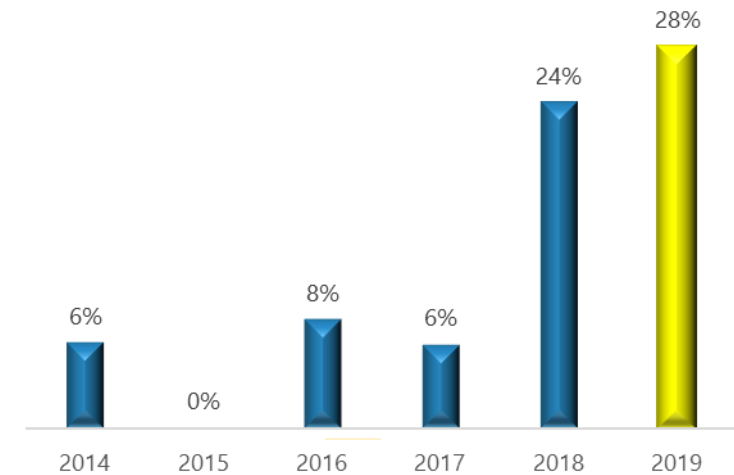
Cash PAT (Rs. Crs.)



EBITDA (%)



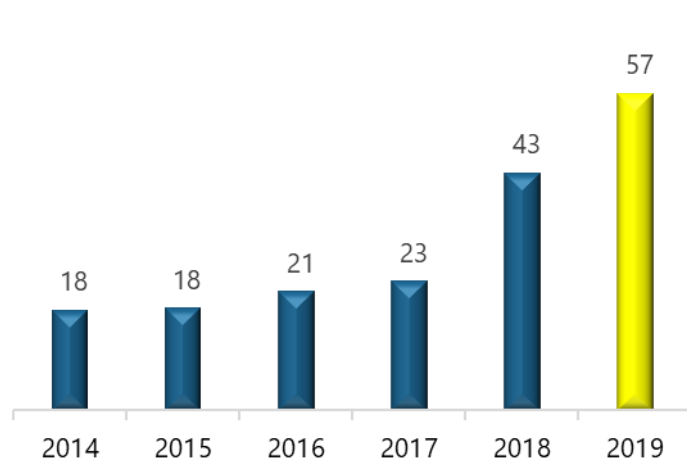
PAT (%)



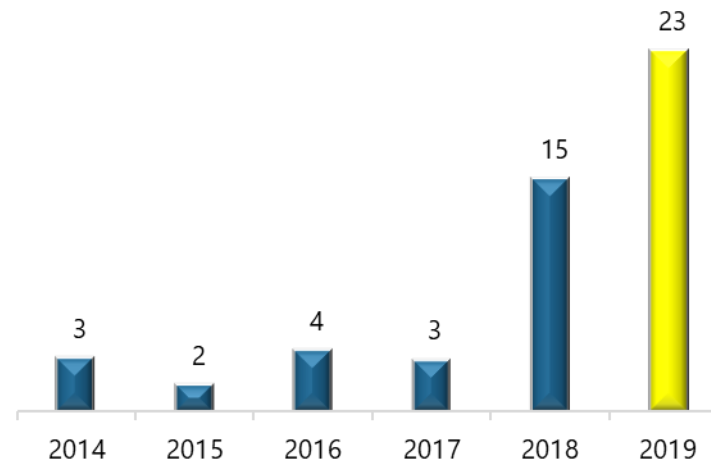
FBL: Historical Financial Performance

Fx – USD @ 70

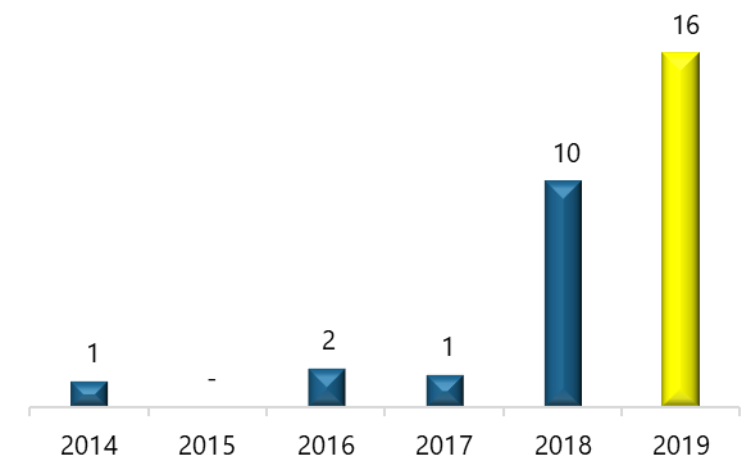
Revenue ^ (USD Mn)



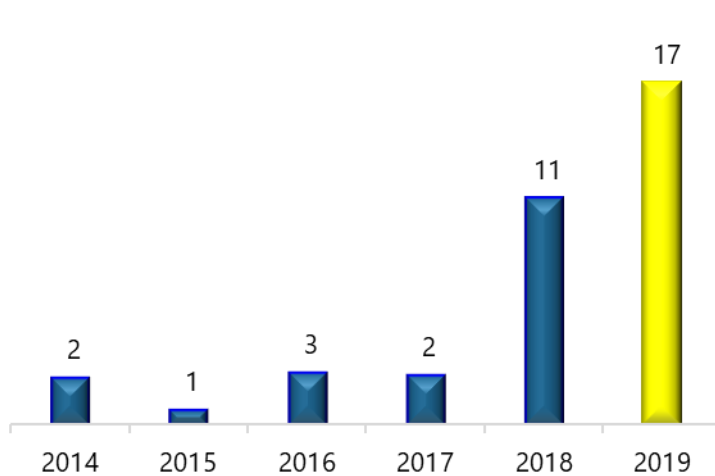
EBIDTA ^ (USD Mn)



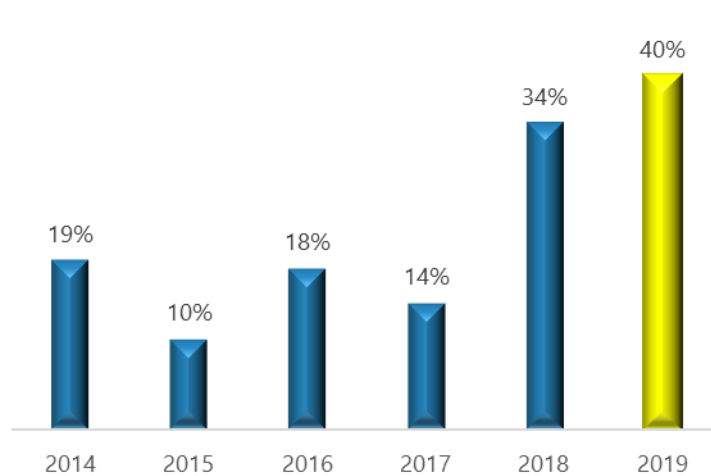
PAT ^ (USD Mn)



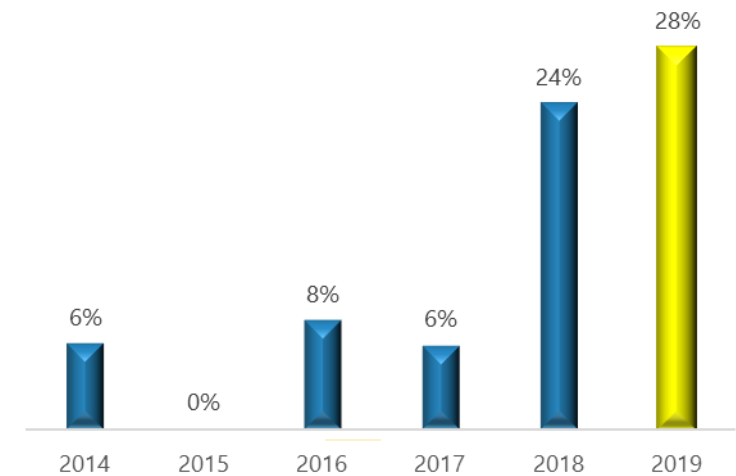
Cash PAT ^ (USD Mn)



EBITDA (%)



PAT (%)



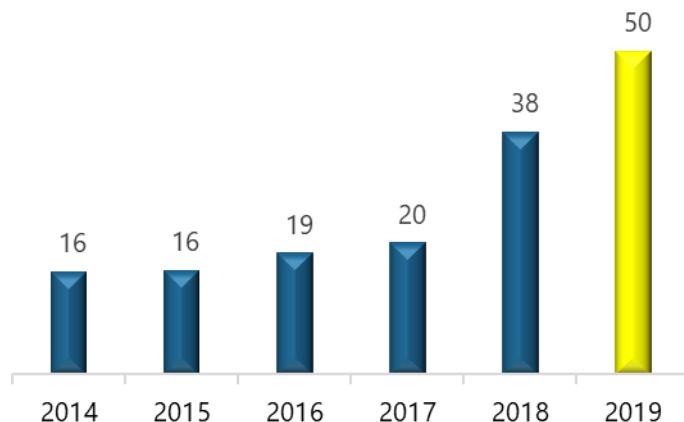
*As per IND-AS

^Includes Other Income

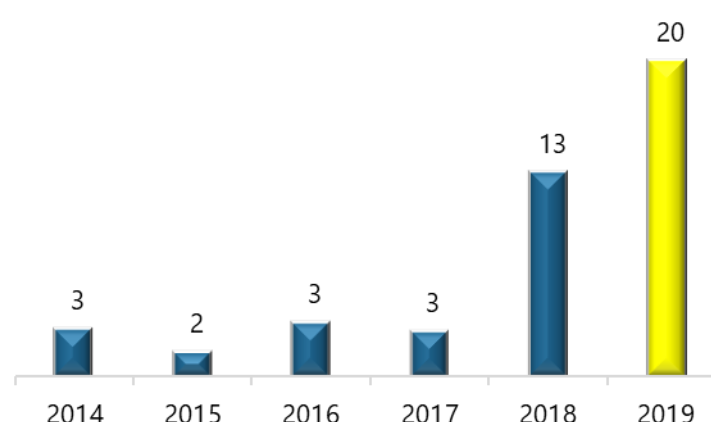
FBL: Historical Financial Performance

Fx – EURO @ 80

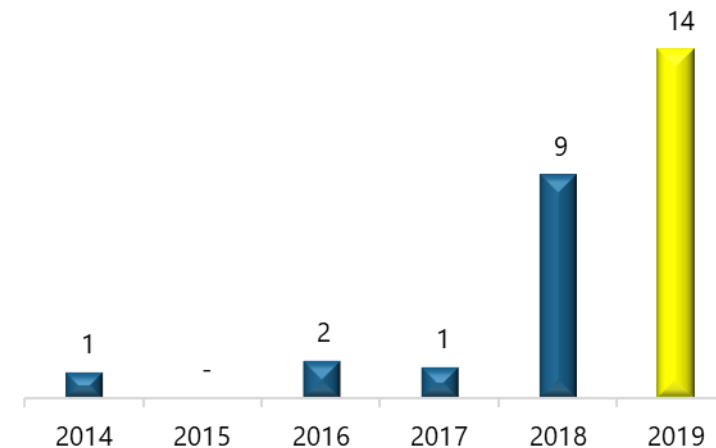
Revenue ^ (EURO Mn)



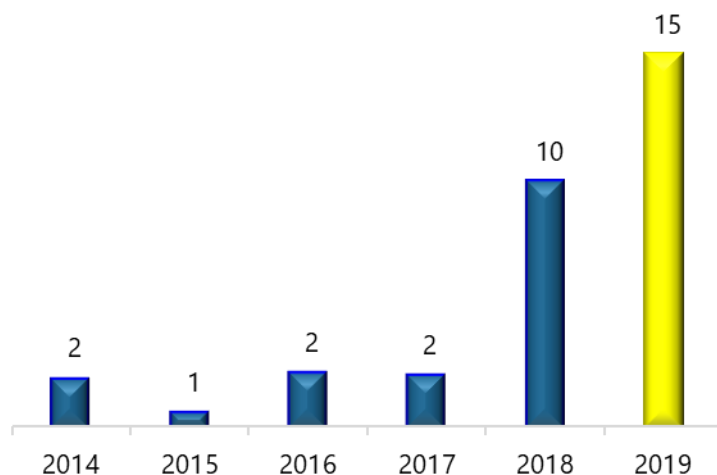
EBIDTA ^ (EURO Mn)



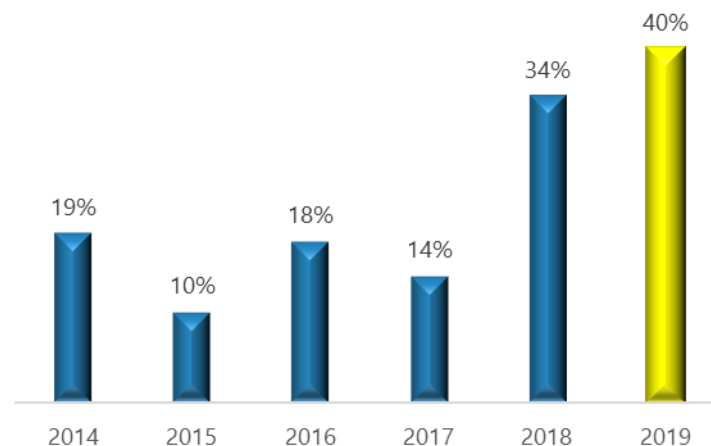
PAT ^ (EURO Mn)



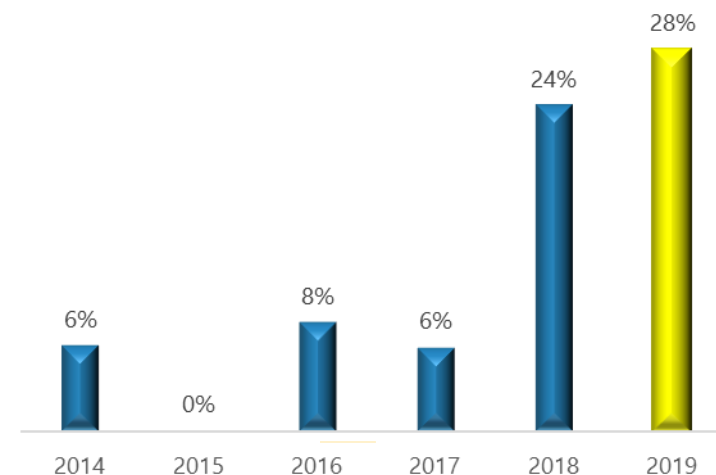
Cash PAT ^ (EURO Mn)



EBITDA (%)



PAT (%)



Vitamin D3 – Our Proprietary Technology



Knowledge Capital

Over 50 years of manufacturing experience

Scale

Among the top three producers of Vitamin D3 API in the world

Pioneering

Use of proprietary technology

Natural

Cholesterol (Raw material) used, obtained from sheep wool from TSE/BSE risk free countries

Unique

1 of 3 CEP-certified companies worldwide;
Products & manufacturing facilities certified by
International regulatory bodies

Applications of Vitamin D3



Pharmaceuticals



Dietary & Nutritional
Supplements



Food



Feed



Veterinary



Rodenticides

Range of Vitamin D3 Offerings

Products

Cholecalciferol (Crystalline Vitamin D3)

Range offerings

40,000,000 IU/g

Cholecalciferol Solution
Cholecalciferol Concentrate (Oily Form)

1 MIU/g, 2 MIU/g, 4 MIU/g

Vitadee CWD (Cold Water Dispersible)

100,000 IU/g, 500,000 IU/g

Vitamin D3 Resin in Oil

2 MIU/g, 4 MIU/g, 5 MIU/g,
10 MIU/g, 15 MIU/g

Vitamin D3 500 Feed Grade Powder

500,000 IU/g



FBL Integrated Biotechnologies



Fermenta is a leader in providing immobilized enzymes and enzyme technologies to sectors like Pharmaceutical, Fine Chemicals to Bioplastics & Cosmetics, etc

We offer solutions for the synthesis of β -lactams and cephalosporin antibiotics

Products: Penicillin G amidase (PA 850), Novel Penicillin G Amidase and CALB Lipase (CALB10000)

Our special microorganisms, enzymes and platform technologies provide unique advantages in waste water treatment and management

FBL Environmental Solutions Capabilities



**COMPREHENSIVE
SOLUTIONS**
for Today's
**ENVIRONMENTAL
CONCERNS.**



1

Original Equipment Manufacturer
for Sewage Treatment Plants (STPs)
'KLARO'

2

MBBR, ASP & MBR Technologies

3

Automation of STPs
(SCADA Based)

4

Modification & Operating
of STP & Effluent Treatment Plant (ETP)

5

Supply of Proprietary Bioculture
"Fermsept"

FBL Manufacturing Facilities

Kullu, Himachal Pradesh



Total Plot area: 14,170 m² (Approx.)
No. of employees 164

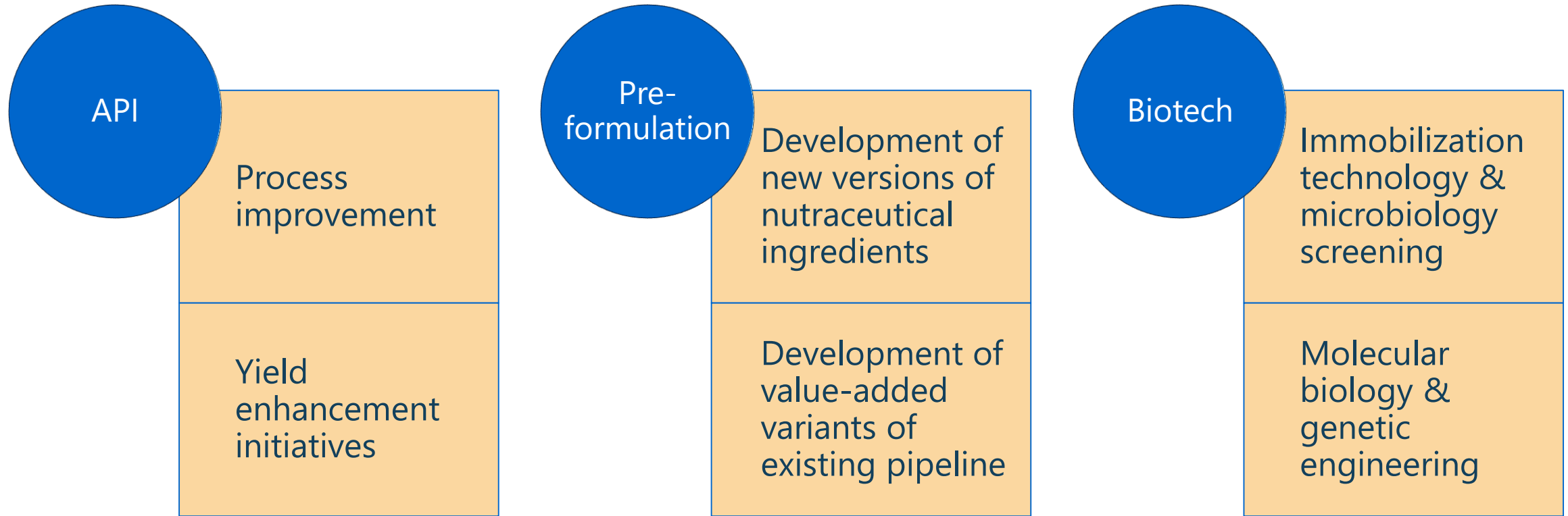


Dahej, Gujarat



Total Plot area: 31,500 m² (Approx.)
No. of employees 169

FBL R&D capabilities



Our Accreditations



Proud Partner of Vitamin Angels



PROUD SUPPORTER



A non-profit organization providing life changing vitamins to populations in need—specifically pregnant women, new mothers, and children under five.

Vitamin Angels works to reach underserved communities in partnership with over **700 NGOs** in more than **74 countries** around the world. It reaches over **61 million** women and children for delivering vitamin solutions.

Last year, our support allowed Vitamin Angels to reach **40,000 additional mothers and children.**

Association with NAB



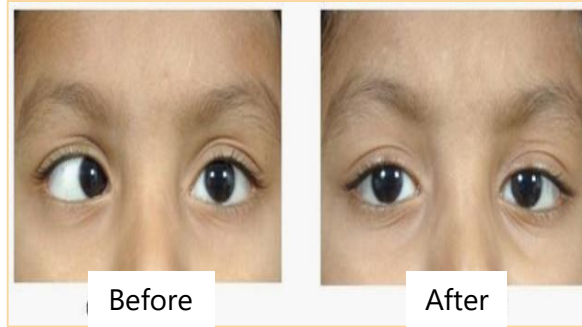
NATIONAL ASSOCIATION FOR THE BLIND (INDIA)

ॐ नमो भगवते वासुदेवाय

Empowering people with vision loss in India



Corneal Transplant (Keratoplasty)



Squint (Strabismus) Correction



Educational Braille Kit

**200
keratoplasty
surgeries
(corneal
transplants)**

**40 squint
corrections
(key hindrance
for marriages)**

**295 Braille
kits**

**Grant for
Diploma in
Special
Education**

Vitamin D Guru: Our Public Awareness Initiative



- An innovative public awareness portal dedicated to spreading awareness about Vitamin D, its intake and benefits.
- Aims to build a community of Vitamin D conscious health users who can share their experiences with others

Team FBL: Awards & Recognition

National Best Employer Brand 2018



India Pharma Awards 2018



Excellence in CSR

Excellence in Export Promotion

Pharma International Excellence





THANK YOU

HAVE A NICE DAY!

www.fermentabiotech.com | www.vitamindguru.com

