



Fermenta Biotech Limited

# Dream. Develop. Deliver.

Fermenta Biotech Limited  
68th Annual Report, 2019-20



### Disclaimer

In this annual report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements – written and oral – that we periodically make, contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried, wherever possible, to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes' and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in making our assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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## Fermenta's sustainable competitive advantage

At Fermenta, our principal product, Vitamin D, is known for its role in immunity and wellbeing at a time when there is a renewed importance for healthy living.

Fermenta is one of a handful of Vitamin D manufacturers in the world, possessing a proprietary complex technology validated through the decades and supplied to customers across the globe.

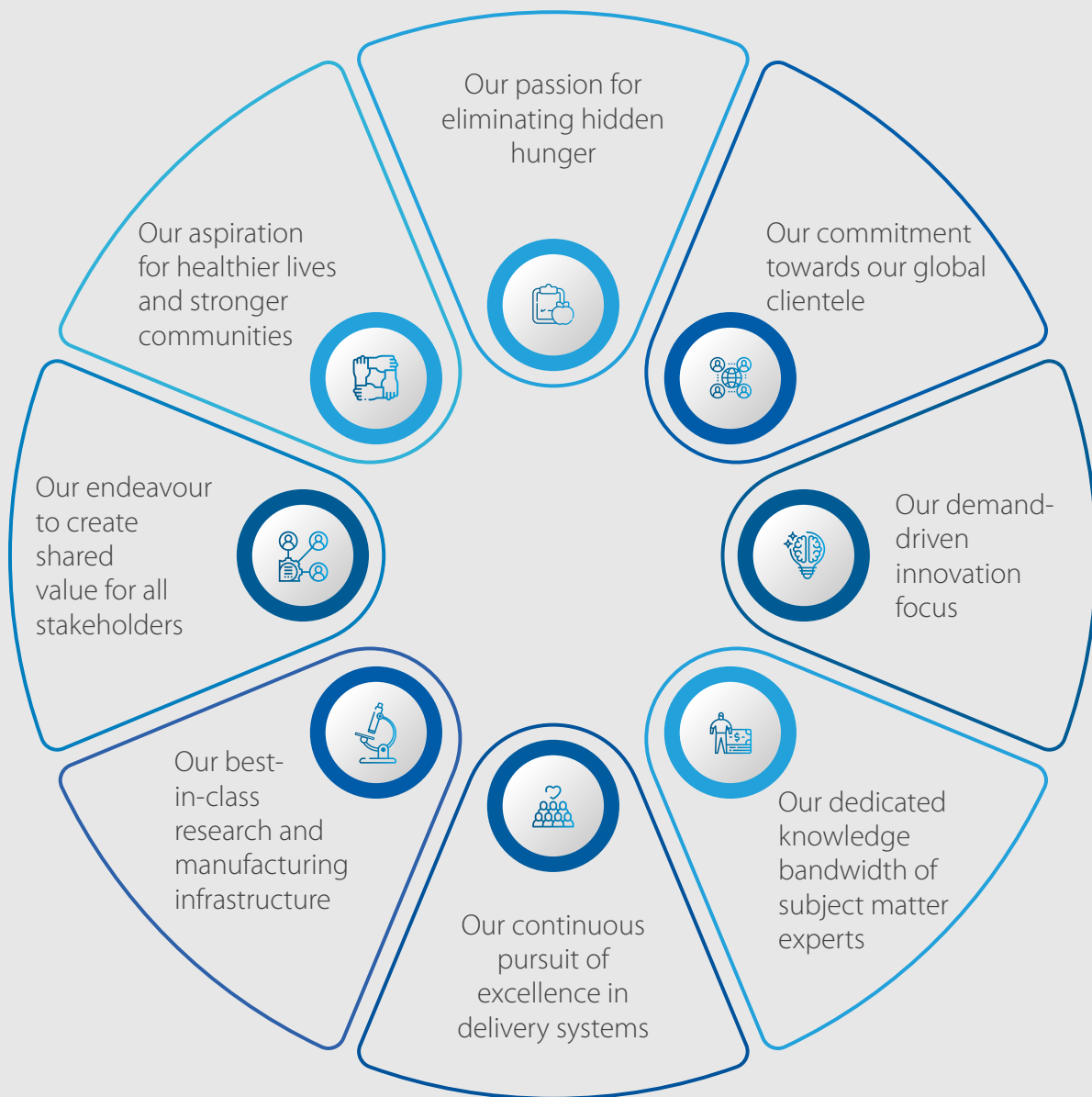
The combination of these realities is expected to enhance value for our stakeholders and help us create stronger communities.





The number of people the world who are deficient in Vitamin D. Making the business of Fermenta relevant and necessary.

# What drives Fermenta's business sustainability



# Fermenta's business model is about one word. Nutrition.



There is a greater focus on building immunity through nutrition—now more than ever



Dietary supplements play an important role in health maintenance



A preventive approach to health is being preferred over a reactive one



Fortified foods are being increasingly recommended to address specific health challenges







## Fermenta Biotech Limited.

One of the most exciting companies in the nutritional ingredients business.

**Possessing a rich and inspiring legacy spanning six decades.**

Protected by a complex proprietary technology.

**Enjoying a widening presence across the world.**

Addressing a long-standing consumer need and demand.

### The values navigating our existence

#### Vision

To create a system and nurture it to reach a state of functioning, enabling it to acquire a state of timeless stability and growth.

#### Mission

To produce high quality niche products, used in every line of pharmaceutical, food and fine chemical manufacture, through innovative and concentrated research efforts, thus becoming the most preferred eco-friendly solutions provider in bio-catalysis and pharmaceuticals

#### Core values

Discipline

Honesty

Mutual respect

Perseverance

Result orientation

#### Our track record, helping strengthen our foundation

Established in 1951, Fermenta Biotech Limited, formerly known as DIL Limited, is the only manufacturer of Vitamin D3 in India and counted among the leading players in the world. The Company is a well-respected player in the areas of pharmaceuticals, dietary and nutritional supplements, biotechnology and environmental solutions.

#### Our state-of-the-art facilities offer comprehensive quality assurance

The Company possesses two state-of-the-art manufacturing facilities across India, one at Kullu (Himachal Pradesh) and the other at Dahej (Gujarat). The Company has invested in a state-of-the-art R&D facility in Thane. A manufacturing facility at Sayakha is likely to commence operations in the foreseeable future.

#### Our product applications have strengthened our recall

The Company is the leading manufacturer and global supplier of Vitamin D3. The Company also produces a range of variants – crystalline, oil, resin in oil, cold water dispersible (CWD), and feed grade powder- that can be used in applications like injectables, soft gel capsules, premixes, food, beverage fortification and animal nutrition. Fermenta is a well-known producer of Penicillin G Amidase, CAL B Lipase and other enzymes with applications across the pharmaceutical, fine chemicals and personal care segments.



### Our merger has helped reinforce our business foundation

During the year under review, the Company merged with its parent Company DIL Limited, strengthening its foundation to enhance shareholder value through multi-year access to larger financial resources.

### Our focused subsidiary has widened our presence

The Company strengthened its business through the establishment of a wholly owned subsidiary in Germany, widening and deepening its presence in Europe.

### Our financial robustness has helped strengthen our credit rating

The Company maintained its long-term credit rating at A- by CARE Ratings Ltd., following its merger, validating its business health.

### Listing

The Company's shares are listed on the BSE Limited. The market capitalisation of the Company stood at ₹626.14 Crores as on March 31, 2020.



### Manufacturing facilities

Location	Products
Kullu, Himachal Pradesh	Vitamin D3, specialty APIs and enzymes
Dahej, Gujarat	Vitamin D3

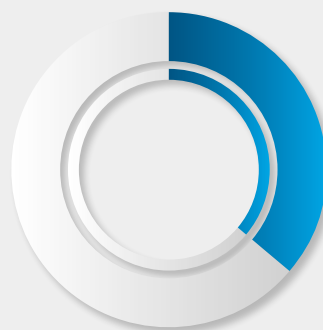
### Employees

FY 2016-17	FY 2017-18	FY 2018-19	FY 2019-20
369	394	421	524

Revenue by geography, FY 2018-19



Revenue by geography, FY 2019-20



Fermenta's knowledge capital, March 31, 2020)



20

Pharmacists



1

PhDs



21

Scientists



39

MBAs and CAs



77

Post-graduates



143

Graduates



223

Under-graduates