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“Hester Biosciences Limited Earnings Conference Call”

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MANAGEMENT: **MR. RAJIV GANDHI – CEO & MANAGING DIRECTOR,
HESTER BIOSCIENCES LIMITED
MR. JIGAR SHAH – CHIEF FINANCIAL OFFICER, HESTER
BIOSCIENCES LIMITED**

MODERATOR: **MR. TEJAS SARVAIYA – TRUST FINANCIAL CONSULTANCY**

Moderator:

Ladies and Gentlemen, Good Day and Welcome to the Hester Biosciences Earnings Conference Call hosted by Trust Financial Consultancy. We have with us today, Mr. Rajiv Gandhi — Managing Director and Mr. Jigar Shah — CFO. As a reminder, all participants' line 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 help with conference call, please signal an operator by pressing '*' then '0' on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to the management. Thank you and over to you sir.

Rajiv Gandhi:

Good afternoon everybody. This is Rajiv Gandhi here — CEO & Managing Director of Hester Biosciences Limited. It is my pleasure to once again be on this conference call. I would like to just give a little brief about the business, about the industry and then probably get on to questions which I would answer all of yours along with Jigar Shah who is our CFO.

Talking about Hester Biosciences as you are aware, we are an Animal Health and animal vaccine manufacturing company based out of Ahmedabad. Our focus till now had only been poultry vaccines. Now besides poultry vaccines, we have gotten into three other divisions that is Poultry Health Products, Large Animal vaccines, and Large Animal Health Products. As of now the focus and the dominance of the poultry vaccine division is by far the highest. Last year, the poultry vaccines divisions contributed to a sales of 87%. This year, the poultry vaccines' division has a contribution of 77%. The other three divisions namely the second division is the Large Animal Health Products divisions which is growing at a near to 50% growth rate and then the Large Animal Health Products as well as the vaccines which are still getting off the ground. Our exports have also been reasonably okay wherein we have registered a near to 100% growth in the exports. The exports are also mainly comprised of poultry vaccines.

To give you a little idea on the poultry industry – at this point of time as it would be relevant considering the financials, the results that we have just published today. The poultry industry in India has been going through a turmoil for the last 4 to 5 months. In fact the last whole financial quarter has been reasonably weak for the poultry industry. There are two main reasons for this as well as a few other incidental reasons. Reason number one is that it is a – every year, we have the Shraavan month which is our Hindu calendar religious month. The sale of poultry meat historically goes down during that time. In this year, we also had the additional month which is there in the Hindu calendar which again for religious reasons, people eat less of chicken. This additional month comes once in every 4 years. So 2 months have gone in that with the poultry sales going down. Besides that there has been a reasonable shake up in the poultry industry in North especially in Punjab and Haryana. There have been a few push and pulls in business between various poultry operators and in trying to allow, disallow certain business practices etc, so that has dissuaded poultry farmers from taking one day old chicks

and continue on their production. So this has also led to a depletion in the poultry population which in turn would impact not only vaccines but also the health product status across.

Coming on to the Large Animal Health Products, we have introduced five more products into the Health Products segment which mainly consist of dewormer that is Anthelmintics as well as antibiotics. Our range includes antibiotics, feed supplements, as well as disinfectants. This division is slowly growing, our main concern, and main reason at the moment after having a good growth last year is to ensure that we maintain the amount receivables as well as the stock positions which after a great by putting in a lot of effort in the earlier years we have gotten both these under control. And with these restrictions, I would not say restrictions with this discipline in mind we have tried to make sure that the quality of sales in all the divisions remain high thereby not making us increase our amount receivables statement. So that has something which has also partly contributed to a lesser sales than probably what we had forecasted and these less sales with the disciplines and the combination of the industry all put together. This definitely has led to a little bit of lower sales, but as things seem in this quarter as well as in the fourth quarter as what we are looking forward to. The poultry industries already seen a turnaround and we are already feeling it in this particular month immediately after the closing of the second quarter and we hope that the industry recovers in the next 2 months' time wherein again it would help us to not only recover, but it would help us again recover the loss sales also that what we would have in the first two quarter.

On the Large Animal vaccines side, we have already started the sales as far as three of Large Animal, two of the Large Animal vaccines is concern. The other three which were under registration we hope to get those registration in the next 2 months. We are very confident that in this financial quarter we would get another 2 or 3 additional Large Animal vaccines. The stress has been on the PPR vaccines, the Indian government has started at a state level started their minor procurements of the PPR vaccine and this seems to at an increasing trend. Apart from the vaccine doing what it is in India, internationally mainly in the African subcontinent, the FAO tenders have started coming up though in small quantities in terms of volume in doses as well as in turnover. But I think in the next 1 year time it should pick up substantially and our effort in creating the right infrastructure for making sure that we are there at that point of time when the demand goes up, spirally goes up. We would be there to execute the order specifically for the PPR vaccine.

Looking at the Nepal plant, things were absolutely in control to sometime as ago wherein suddenly there has been social, political, and economic unrest in that country which has got many things to a halt over there and it has also impacted our project the commissioning of our project. Though everything is absolutely ready, equipment's are in place. There has been a delay because certain equipment's as well as the air handling system, the main utility portion of it, there is some installation pending and because of the current unrest these installations

have got delayed. We are confident that we should be able to at least do some trial production in the month of December and after that we should be able to have commercial production.

So this is a little brief as far as the working in the Q2 is concerned, taking further we are confident that we would be able to achieve growth rates of at least 15% or even more in this financial year and hopefully with the poultry industry settling down that should give us a good boost within India as well as Internationally.

I think that completes my overview, I would give it to Jigar Shah he can briefly give a little note on the financial highlights.

Jigar Shah:

Good Afternoon everyone, I am Jigar Shah – CFO of the company. I will discuss a highlight of the unaudited financial results of Q2 and H1 FY16. The company operation have been divided into four business verticals poultry vaccines, poultry Health Products, Large Animal vaccine, Large Animal Health Products. Under the poultry vaccine division, company has booked sales of 20.41 crore in Q2 FY16 as against 19.68 crore in Q2 of FY15. Sales of H1 FY16 has booked at 42.10 core as against 41.45 crore in H1 FY15. Under the poultry health product division sales booked at 0.76 crore in Q2 FY16 as against 0.21 crore in Q2 FY15. Sales for H1 FY16 has booked at 2.02 crore as against 0.38 in H1 FY15. Under the poultry division overall 6.43 growth is recorded in Q2 FY16 as against Q2 FY15. Well 5.47% growth is recorded in H1 FY16 as against H1 FY15.

Rajiv Gandhi:

Rajiv here. I am just interrupting Jigar. If you look at historically our financial figure, there has always been a little dip during the Q2 and this Q2 sales seeming as what they are. This is just to highlight the fact that the pickup is always in the third and fourth quarter that we have historically in Hester, back to Jigar.

Jigar Shah:

Under the Large Animal vaccine division company has booked sales of 0.02 crore in Q2 FY16 as against almost nil sells in Q2 FY15. Sales for H1 FY16 has recorded at 0.15 crore as against nil sales in H1 FY15. Under the Large Animal Healthcare, health product division company has booked a sales of Rs.1.84 crore in Q2 FY16 as against 1.60 crore in Q2 FY15. Sales of H1 FY16 has recorded 3.39 crore as against 2.96 in FY15 H1. Under the Large Animal vaccine and health product division overall 16.25% is registered in Q2 FY16 as against Q2 FY15, whereas 15.88% growth is recorded in H1 FY16 as against H1 FY15. Company total export sales is 3.49 crore in Q2 FY16 as against 1.08 crore in Q2 FY15. Thereby there is an increase in sales by 2.23x. In half yearly comparison, company has booked total export sales of 5.63 crore in H1 FY16 as against 2.34 H1 FY15, thereby there is an increase in the sales by 1.40 times. Now coming to the consolidated sales and property of the company, sales in Q2 FY16 is recorded at 24.01 crore as against 21.49 crore in Q2 FY15 thereby there is a growth of 11.73%. While comparing half yearly consolidated sales of H1 FY16 recorded at 48.53 crore as against 44.79 crore in H1 FY15 thereby growth of 8.35%. EBITDA is achieved at 31.03% for Q2

FY16 as against 25.64% in Q2 FY15. While, in half yearly comparison, EBITDA for H1 FY16 is achieved at 32.19% as against 28.56% in H1 FY15. Net profit is achieved at 17.90% of the Q2 FY16 as against 12.76% in Q2 FY15. In half yearly comparison, Net profit for H1 FY16 is achieved at 18.46% as against 15.82% of in H1 FY15.

Now coming to the balance sheet analysis, inventory level is 121 days in Q2 FY16 as against 136 days in Q2 FY15. Well, the same is 119 days in H1 FY16 as against 123 days in H1 FY15. Total outstanding debt is 39.59 crore in H1FY16 as against 31.63 crore in H1 FY15. Coming to the financial ratios Return on Equity, ROE, for the Q2 FY16 is achieved at 18.09% as against 13.31% in Q2 FY15. While, the same is 18.87% in H1 FY16 as against 17.19% in H1 FY15. Return on Capital Employed, ROCE, for Q2 FY16 achieved at 13.16% as against 9.79% in Q2 FY15. While, the same stands at 13.73% in H1 FY16 as against 12.65% in H1 FY15. Fixed asset turnover ratio is realized at 1.47 times in H1 FY16 as against 1.37 times in H1 FY15. Earnings per share for Q2 FY16 is at Rs.5.05 per share as against 3.22 per share in Q2 FY15. Well the same is Rs.10.53 per share in H1 FY16 as against 8.33 per share in H1 FY15 that completes my talk. Thank you everyone.

I am giving to Rajiv Gandhi.

Rajiv Gandhi:

Yes one more comment which I would want to make hearing Jigar give all the financial statement is that our amount receivable number of days has gone up slightly. It has gone up by 8 days, this is mainly because of the tight situation of the poultry industry, but you could be rest assured that we are far better than the industries standard at this point of time and I think within a month time we would be able to recover and roll back by cutting these credit days once again. So that completes a brief from by side as well as from Jigar side, we can go on to the questions. Thank you very much.

Moderator:

We will now begin the question and answer session. Ladies and Gentlemen we will wait for a moment while the question queue assembles. The first question is from line of Krish Shambag from Pride Advisors. Please go ahead.

Krish Shambag:

Sir, I have two questions. My first question is when will PPR thermostable vaccines and PPR intranasal vaccines be ready for commercial launch?

Rajiv Gandhi:

Trials are at the moment undergoing and we have reasons to believe that the thermostable PPR vaccine should be ready in the next 4 to 5 months' time and the intranasal delivery, I am not able to commit a time frame, not that it is going to be very longer but I am at the moment I am not able to give this answer. I need to just collect some data before I give you this answer.

Krish Shambag:

My second question is when you can bid for PPR tender based on Nigerian strain from the Nepal plant.

- Rajiv Gandhi:** We have already started putting in the bid and hopeful we should be able to get orders. To answer your question, we have already started participating in bid.
- Moderator:** Thank you. Our question line of Afzaal Mohammed from Karvy Stock Broking. Please go ahead.
- Afzaal Mohammed:** Good morning sir. Sir, does our PPR vaccines have to through any test to meet the FAO qualification criteria.
- Rajiv Gandhi:** We have WHO certification over here and that definitely is one of the key passing standard for the PPR vaccine. Beside that for supplies in Africa, there is a central lab in Africa which does the testing for the vaccine and based on that certification, that could be an additional certificate. But the GMP certificate, the certification is definitely is up to good requirement for supplies to FAO.
- Afzaal Mohammed:** Then sir how many countries have the PPR vaccination as part of the eradication program begins.
- Rajiv Gandhi:** PPR is in the African continent as well as in South East Asia. All countries from – I think from Bangladesh or Myanmar all the way up to western Africa, they have the PPR disease prevalent over there, so all would qualify for the usage of PPR vaccine.
- Afzaal Mohammed:** Sir actually my question is how many of these countries have vaccination begin as part of the eradication program. We just started in 2015 mid or early 2015.
- Rajiv Gandhi:** The eradication program according to what information we have has just begin in a very few countries at this point of time and it would probably take another 6 months to 8 months' time by the time it comes across towards all the other countries.
- Afzaal Mohammed:** And these countries would be African countries sir where it has started already.
- Rajiv Gandhi:** All of them African countries.
- Afzaal Mohammed:** Because what they say in the document like of about stage2 vaccination will actually happen. There will be about 22 countries.
- Rajiv Gandhi:** Yes it would be – in the African continent the incidence of PPR are relatively less in the northern on the north of the Sahara. The sub-Saharan region is the area where the PPR disease is prevalent. So therefore, depending upon the population they would have tendering as well as buying from the country, within the country itself.

Afzaal Mohammed: Thermostable vaccines you said you will be having it at next 4 months to 5 months. Would be exporting the regular vaccine or thermostable PPR vaccine.

Rajiv Gandhi: The thermostable PPR vaccine would be exported from Nepal, while in India, we will focus more on the non-thermostable vaccine and just partly on the thermostable vaccine because the reason being if the distribution channel is good and if the cold chain is maintained till the last level then there is no need to sell a thermostable vaccine because that vaccine has a higher cost. So if the distribution network is good which is reasonably good in India, we will try to reduce the incidences of selling a thermostable PPR vaccine in India.

Afzaal Mohammed: And what would be the cost of selling it in the African countries sir as part of the eradication program, stable versus non-thermostable.

Rajiv Gandhi: Thermostable is not available as much at this point of time, rather it's not available at all. So once we are ready with it as we come closer and then we will get on to the pricing.

Afzaal Mohammed: This thermostable vaccine would remain put in for many days outside.

Rajiv Gandhi: It is under test, our New Castle thermostable vaccines in the poultry it is stable for 10 days at 37 degrees. 7 days at 40 degrees. We are working on the thermostability trials, so once these trials get over I would be able to give you a precise and answer to these number of days. Right now as a trials are ongoing it would be difficult, it is not possible for me to give you a figure like in New Castle.

Afzaal Mohammed: The thermostable the competition for selling PPR vaccine in African countries.

Rajiv Gandhi: I do not think at the moment we have any competition.

Afzaal Mohammed: For thermostable PPR.

Rajiv Gandhi: Yes.

Afzaal Mohammed: I mean all in MNCs like Elanco Novartis.

Rajiv Gandhi: No.

Afzaal Mohammed: Oh wow that's great. Sir one more thing is exports have risen significantly, is that poultry vaccine sir?

Rajiv Gandhi: Around 95% of that would be poultry vaccines.

Afzaal Mohammed: And the remaining would be Large Animal Health Products.

- Rajiv Gandhi:** Yes Large Animal Health Products.
- Afzaal Mohammed:** And how many countries in the product registration pending sir for Poultry vaccine.
- Rajiv Gandhi:** I think in more than 20 countries pending.
- Afzaal Mohammed:** And how about PPR sir. How many countries registration is pending?
- Rajiv Gandhi:** PPR once we get a manufacturing license in Nepal then we will make the application for the registration, but for tenders, we do not need registration for FAO. If you bid in the tender and they award the order, then there is no registration.
- Afzaal Mohammed:** We can expect in January, you will be starting exporting sir after the test run in December.
- Rajiv Gandhi:** Yes, absolutely. Unless there is a little bit of a doubtful situation, in case if there is for any reason a higher level of instability which today I am not able to commit as far as Nepal is concerned, but otherwise yes.
- Afzaal Mohammed:** Sir one more thing, any plan to enter the Pet Care business?
- Rajiv Gandhi:** Not at the moment. At least not directly by our sales marketing or getting into marketing of any pet products.
- Moderator:** Thank you. Next question is from the line of Akshay Badjate from Rubicon Capital. Please go ahead.
- Akshay Badjate:** Sir I have a couple of questions. Basically you know on the export side, where are we exactly with our registration processes, we had mentioned in the previous call that we are undergoing the process in about 20 countries, so what I wanted to understand is, is this registration process at a product level or at the vendor level, what are the typical time lines and costs that we need to incur to get these registration **(Inaudible) 26:52?**
- Rajiv Gandhi:** Registration is an ongoing activity is some of the countries you need to have the company for registered first and then the products. So in some countries product registration is already on, in some countries, the company registration is on and the timeline could be anything 6 months to 2 years as far as registration is concerned and the cost vary from country-to-country at an average you can take it as around \$1500 to \$2000 per product per country.
- Akshay Badjate:** Secondly sir what is the margin differential between domestic versus export revenues. So over here I am basically talking about first you can take it up into gross margins and then EBITDA margin if possible.

- Rajiv Gandhi:** I would say it is the same because what happens is that when we export from here, we are not incurring at the moment any further marketing and distribution cost as we have distributors over there. So if you look at the net impact, I would put both at 1:1.
- Akshay Badjate:** Okay. And the margin would be similar even for FAO tender?
- Rajiv Gandhi:** Absolutely.
- Akshay Banjate:** Okay, right. Thirdly sir, I wanted to understand, you know, the economics for Brownfield expansion on existing facilities in India and Nepal, so basically what I want to understand is for every incremental Rs. 1 of investment, how much business can we generate? This is keeping in mind the existing product portfolio mix.
- Rajiv Gandhi:** You mean to say the asset-to-sales ratio that is what you are trying to say?
- Akshay Badjate:** Correct, Yes.
- Rajiv Gandhi:** We believe that see right now we are also looking at adding additional in production capacity which has been already been provided which has been committed, and it is already under motion. What we think is that by the additional investment that we would be able to put into, we would be able to go up to sales-to-asset ratio to approximately 1.75 something around that. Where the international standards are 1.5 around?
- Akshay Badjate:** Okay, so this on the gross block, am I correct?
- Rajiv Gandhi:** On the gross block, Yes, yes you are correct.
- Moderator:** Next question from Sarah Nathan Viswanathan from UNIFI. Please go ahead.
- Sarah N Viswanathan:** The first question relates to the opening comments given by Mr. Rajiv Gandhi about seasonal impact. One on account of Shravan month and the other one some changes in Non-Indian farmers behavior. So I wanted to better understand the second part and also what are the chances that such instances get replicated in South or Western markets?
- Rajiv Gandhi:** The chances of such a thing to be replicated in other markets are very low because the nature of business, the way it is done is reasonably different from what it is done in the Southern part of the country as against the Northern part of the country. Integration is more the business order in the southern part, so it is already in that direction while in Northern part there is a little bit of resistant toward that type of farming so there for this issue. To answer the second part I think the chances are less. Can you repeat the first question please?
- Sarah N Viswanathan:** No first question, what is the real issue in North India what is happening?

- Rajiv Gandhi:** The North Indian issue as I just said partly by answering your part 2 question is that in poultry integration farming is trying to make headway in these Northern states wherein the standalone farmers, there is resistance from their side whether for the true reasons, not for the true reasons I would really not want to get on to those reasons because I am sure they would their justifications for having these issues. So the standalone farmers versus integration that is the key and that is the conflict.
- Sarah N Viswanathan:** Standalone versus the aggregators.
- Rajiv Gandhi:** Yes, the word aggregator could also be used.
- Sarah N Viswanathan:** You also mentioned that situation has changed since then or it is still continuing the standout.
- Rajiv Gandhi:** No. It is changing slowly. I think everybody ultimately understand then there are in between ways that really come out of it, because business has to go on and there has to be a continuity, so I am sure there have been some settlement and there have been some positive movements.
- Sarah N Viswanathan:** Is there any regulatory intervention or it is just at the industry level?
- Rajiv Gandhi:** No, no there is no regulatory intervention, because there is nothing that a regulator plays a role in this. It is like a group of people doing independent business versus probably a big company wanting to takeover a major chunk of the business, so it is an industry issue, it has got nothing to do with the regulator.
- Sarah N Viswanathan:** And it has also not attracted the local political intervention.
- Rajiv Gandhi:** No political intervention and all these things happen in each state wise but as I said probably things are moving toward the settlement and yes I think things should settle down.
- Sarah N Viswanathan:** And the second question is to the Nepal facility, I would like to recall that Nepal, predominantly you are supposed to use it only for exports, right?
- Rajiv Gandhi:** Yes.
- Sarah N Viswanathan:** So how did the targeted export market, because of this delay, are you planning to service from your Indian facility or you would start sometime with a prospective buyers?
- Rajiv Gandhi:** The objective of the Nepal plant was to manufacture those vaccines that are not allowed to be manufactured in India, so the Indian plant will not be able to substitute any vaccine which is going to be manufactured and sold out of Nepal.
- Sarah N Viswanathan:** Does that mean you asked your clients to wait for the offtake?

- Rajiv Gandhi:** It is not that we have asked our client to wait for their offtake. One is FAO tender we have already started participating, but the outcomes have yet to come. So by the time the outcomes of these tender come we should be ready. And two, as we have not offered, there is no delay that they see from our side. The delay they could see that if we have offered something in December, taken an order for supply in November, December and then not executed the order then yes, but it is not so.
- Sarah N Viswanathan:** Predominantly African market would be our first target or even the other market?
- Rajiv Gandhi:** African would be the first.
- Sarah N Viswanathan:** Do you have any time lines for Nepal or you are still evaluating the situation?
- Rajiv Gandhi:** I do not know whether I was not able to express myself rightly. It is not something that there is an indefinite delay, there is nothing of that sort. As I mentioned we have already started participating in the tender rating outcomes. It could be a month, it could be 2 months, but there is nothing beyond that. I hope that gives clarity on Nepal. There is nothing indefinite about it?
- Moderator:** We have a next question from the line of Ayush Mittal from Mittal & Company. Please go ahead.
- Ayush Mittal:** Sir in the previous phone call you have explained to us and highlighted about the export potential that is we have been doing lot of registration in the other countries and a ramp up is expected. Kindly share something on that front, what's the progress and what are we expecting?
- Rajiv Gandhi:** On the balance sheet standpoint we have more or less exported in terms of value as much as what we had done last year and we continue to put in the efforts towards the exports. Registration is an on ongoing activity. There are registrations that come through, there are registrations that are pending, and there are registrations that are being applied for. There is a continuous movement and in all the three types there are some product line, so as and when we get registration we would start doing the marketing efforts into those countries and these registrations are at the moment are countries specific.
- Ayush Mittal:** What will be the quantum of our exports in this half year of the current financial year, half year?
- Rajiv Gandhi:** The whole year we did 5.09 last year and in this 6 months we have crossed 5.
- Ayush Mittal:** I think you have shared that the export opportunity is sort of bigger than the total business that we are doing as of now and 2 years or 3 years you hope to achieve?

- Rajiv Gandhi:** I maintain the same status and presuming that we grow at a 100% on a year-on-year basis. In the next 3 years or 4 years' time, our export business has to overtake our domestic business.
- Ayush Mittal:** Great. And what would be the major countries here we are getting our numbers as of now?
- Rajiv Gandhi:** Africa and Southeast Asia.
- Ayush Mittal:** Africa and Southeast Asia.
- Rajiv Gandhi:** South East Asian countries and the African countries.
- Ayush Mittal:** These two are the areas where you are trying to ramp up more or are more countries where you expect to get significant numbers?
- Rajiv Gandhi:** Our focus is Africa, West Asia, and Southeast Asia that is our focus.
- Ayush Mittal:** Sir on the Nepal side just an additional query that you would be also needing approvals after you do a trial production or commercialization or is that already done?
- Rajiv Gandhi:** For FAO tenders we will not need that if we have to register in other countries we need the manufacturing license certificate, etc. So there could be that besides the tender business we would get on to the registration process, but in the PPR vaccines 90% or 80 to 90% would come from tendering and 10 to 20 would come from local private consumption, so with that percentage I think we are reasonably okay to start a business as soon as we get our manufacturing for first commercial batch.
- Ayush Mittal:** But you do not need any good manufacturing practices or some WHO approval or audit.
- Rajiv Gandhi:** No, we will need a GMP certification. At the moment we have already working towards it in a sense that the facility that is built all the parameters, the process everything is as per the GMP and we do not foresee any reason or any delay in us getting this certification towards ensuring that if that certification is a requirement we would be able to fulfill very shortly.
- Ayush Mittal:** Do we expect to be able to reach volumes which are good enough to be breakeven or something in a year or 6 months' time or will it take longer?
- Rajiv Gandhi:** It would go beyond a year's time.
- Ayush Mittal:** Beyond a year's time.
- Rajiv Gandhi:** Yes.

- Moderator:** Next question from line of Urvija Shah from Sameeksha Capital. Please go ahead.
- Urvija Shah:** Sir actually I missed out a number in the beginning, can you help me with H1 number for Large Animal vaccine and Large Animal health product.
- Jigar Shah:** Under the Large Animal vaccine division company has booked sales of 0.02 crore in Q2 and almost nil in sale in Q2 of FY 15. H1 it is 0.05 crore well it was a NIL in H1 FY 15. Animal Health product division, company has booked 1.84 crore in Q2 FY16 as against 1.60 crore in Q2 FY15. H1 it is 3.39 crore as against 2.96 crore in H1 FY15.
- Urvija Shah:** 3.96.
- Rajiv Gandhi:** Not 3.96, 2.96.
- Urvija Shah:** A current product that we are producing of current vaccines, also the current registration that are in process?
- Rajiv Gandhi:** The product range includes on the Large Animal side there are two. One is the vaccines and the other is the Health product. On the vaccines there are two products that are registered and there are a few under registration, out of them two or three we hope to get in the next few months' time. And as far as our Large Animal Health product concern we have a big basket of products I would be wrong to just give a figure right now because may be around more than 30-35 products that we have and we are now systematically increasing this product range and this product range includes antibiotics, it includes vitamin-feed supplements, and it includes disinfectant.
- Urvija Shah:** And on vaccine side, we are currently producing Goat Pox and PPR and registration are underway for?
- Rajiv Gandhi:** Theileria, Brucella, HSBQ, swine flu.
- Moderator:** Our next question from line of Ketan Gandhi from Gandhi security. Please go ahead.
- Ketan Gandhi:** Sir when can we bid for tender for PPR on **(Inaudible) 43.32** from Ahmedabad plant.
- Rajiv Gandhi:** Already, we have even made some supplies.
- Moderator:** Ladies and gentlemen, that was the last question. I now have the conference back to the management for closing comments. Thank you and over to you, sir.
- Rajiv Gandhi:** Thank you everyone for taking the time out and being part of this conference. Our endeavor continues of course apart from running the business as efficiently and making it grow. It is also

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our endeavor to be as transparent in communicating with all of you and we hope to continue this communication journey and see you all again in the next conference call. Thank you very much.

Moderator:

Ladies and gentlemen, on behalf of Trust Financial, that concludes this conference call. Thank you all for joining. You may now disconnect your lines.