

#### About Beloorbayir Biotech Ltd (BBTL):

The company is in the business of manufacturing and marketing botanical extracts and nutraceuticals formulations to both domestic and global customers. The products include health/dietary supplements for improving the overall wellness/prevention of diseases, ingredients for functional foods, food colors, and extracts. The company exports to around 35 countries in Europe, US, and Japan, with strong relations with global majors. The company has production facilities near Bengaluru (Peenya, Tumkur, Bidadi), Bhatkal, Hyderabad and Pune. Most of these facilities have also been audited by various global customers and also certified by various international bodies. Over the years, Bayir has developed novel extraction technologies leading to improved extraction yields, high degree of purity and standardized output. The company has an employee strength of ~400 with a turnover of ~INR 100 cr in FY16.

The company was awarded the "Nutraceutical company of the year" by Assocham (a leading industry body) at an event held in Delhi in July 2016.

The company operates in the following business segments:

1. Natural /Bulk extracts: This segment constitutes the largest portion of total sales of the company. With strong sourcing relationships with the suppliers the company manufactures quality natural extracts for global markets. Marketing is carried out through agents across geographies, direct marketing (contacts, references etc.) as well as internet based marketing.
2. Finished formulations: This is the second largest but the fastest growing segment of the company. The formulation facilities largely uses the ingredients made by the natural extract facilities leading to considerable value addition. Besides working on customized formulation for its global customers, company's own proprietary formulations have also been widely accepted by these customers. Company's manufacturing infrastructure and dedicated R&D team develops innovative formulations in all dosage forms viz. tablets, capsules, syrups, gels/ointment and soft gels. The products are marketed by global customers under their own brand name through respective sales and distribution platform. In general, customer starts with few products which increase in number as it validates the processes.
3. Branded Formulations: This division is the smallest in size and is engaged in manufacture and marketing of Ayurvedic formulations with focus on the branded domestic market. These formulations are targeted towards life style disorders, orthopaedics, paediatrics, memory enhancers and gynaecology. Bayir's current presence is largely in Karnataka state.

#### US operations:

The company has a 100% subsidiary Bayir Inc USA, whose focus is to increase business and product offerings in the local market. A senior level professional with strong industry contacts was recruited in FY15 and is based in the US.