

# AIMCO PESTICIDES LIMITED

(AN ISO 9001 : 2015, 14001 : 2015, 45001 : 2018 CERTIFIED)

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CIN NO. L 24210MH1987PLC044362



August 18, 2021

Ref.: APL/CO/BSE/18/2021-22

To,  
The Manager  
The Department of Corporate Services  
BSE Limited  
P. J. Towers, First Floor,  
Dalal Street, Mumbai - 400 001

Dear Sir / Madam,

**Subject: Investor Update**

**Reference: Aimco Pesticides Limited (Scrip Code - 524288)**

Please find enclosed herewith the copy of the Investor Update of the Company highlighting the performance and recent developments of the Company.

This is for your information and record.

Thanking You.

**For Aimco Pesticides Limited**

**Anuradha Matkar**  
**Company Secretary and Compliance Officer**  
**ACS No. 57570**

**Encl.: a/a**



**AIMCO PESTICIDES LIMITED**  
Regd. Office : B1/1, M.I.D.C. Industrial Area, Lote Parshuram, P.B. No. 9,  
Village Awashi, Dist. Ratnagiri - 415 707, Maharashtra  
Phone : (02356) 272136 / 272137 / 272138





# AIMCO Pesticides Limited

Q1FY22 Earnings Presentation, August 2021

BSE – AIMCOPEST | 524288

Bloomberg : AIM:IN



**AIMCO PESTICIDES LTD.**

AIMCO



# Q1FY22 Financial Statement Summary


## Consolidated Profit and Loss Summary

(In ₹ Crores)

Particulars	Q1FY22 Unaudited	Q4FY21 Audited	Q1FY21 Unaudited	Y-o-Y %
Revenue from Operations	53.79	46.08	43.09	24.8%
Total Income	54.70	47.09	43.67	25.3%
Total Operating Expenses	51.38	46.95	30.45	68.7%
EBITDA	2.42	-0.87	2.94	-17.7%
<b>EBITDA</b>	<b>4.5%</b>	<b>-1.9%</b>	<b>7.6%</b>	<b>-310 BPS</b>
Interest Cost	0.46	0.74	1.25	-63.0%
Depreciation & Amortisation	0.57	0.56	0.53	6.8%
Profit Before Taxes	1.39	-2.17	1.16	19.8%
Profit After Taxes	1.05	-1.77	0.84	24.9%
EPS	1.09	-1.85	0.87	25.3%

24.8% 

Q1FY22 Revenue from Operations at INR 53.79 Crore as compared to INR 43.09 Crores in Q1FY21

-17.7% 

Q1FY22 EBITDA at INR 2.42 Crores as compared to INR 2.94 Crores in Q1FY21

24.9% 

Q1FY22 PAT at INR 1.05 Crores as compared to INR 0.84 Crores in Q1FY21

Click here to view Financial Results: <https://www.bseindia.com/xml-data/corpfilings/AttachHis/3ed1e7bf-d692-4833-889c-20cab32fd634.pdf>



# Q1FY22 Performance Discussion

## Management Commentary

- The financial performance of Q1FY22 has been impacted due to escalating export freight and logistics costs. Continuous increase in freight costs has impacted the profitability of export orders for the Company.
- Q1FY22 Revenue from Operations stood at 53.79 crores compared to 43.09 in Q1FY21, an increase of 24.8%. The new contract manufacturing order has partially supported this increase, some revenue for which was recognized in May and June, while the rest is organic business growth.
- On the profitability front, EBITDA margins stood at 4.5% in Q1FY22 compared to 7.6% in Q1FY21 and -1.9% in Q4FY21. However, profitability remains volatile, earlier due to volatile raw materials and presently affected by the rising freight costs.
- The Company is deploying strategies, including efforts to pass-on freight costs beyond a certain point, shifting sales-mix towards domestic markets in the current environment, among others.





# Ongoing CAPEX

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Ongoing  
CAPEX



- **Effluent Treatment Plant** execution a little delayed, estimated to be completed post-monsoon.



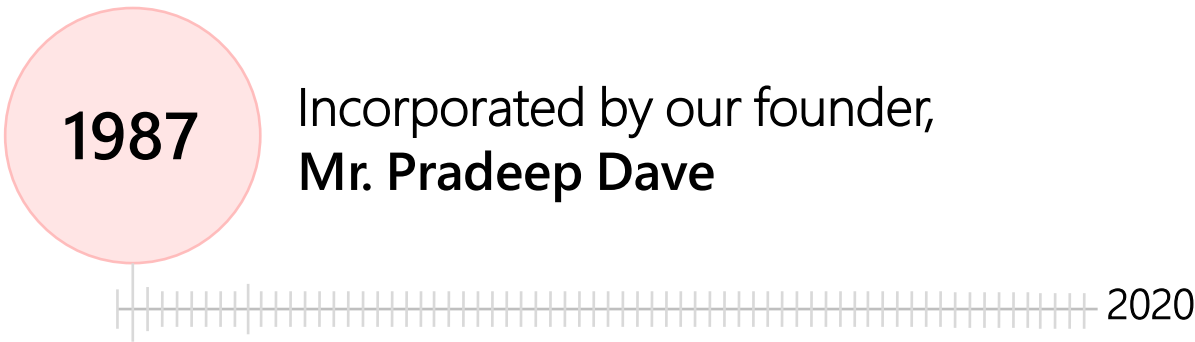
- Ongoing debottlenecking of manufacturing facilities.
- Adding 2 Production Lines in the existing plant, while keeping production disturbances at minimum.



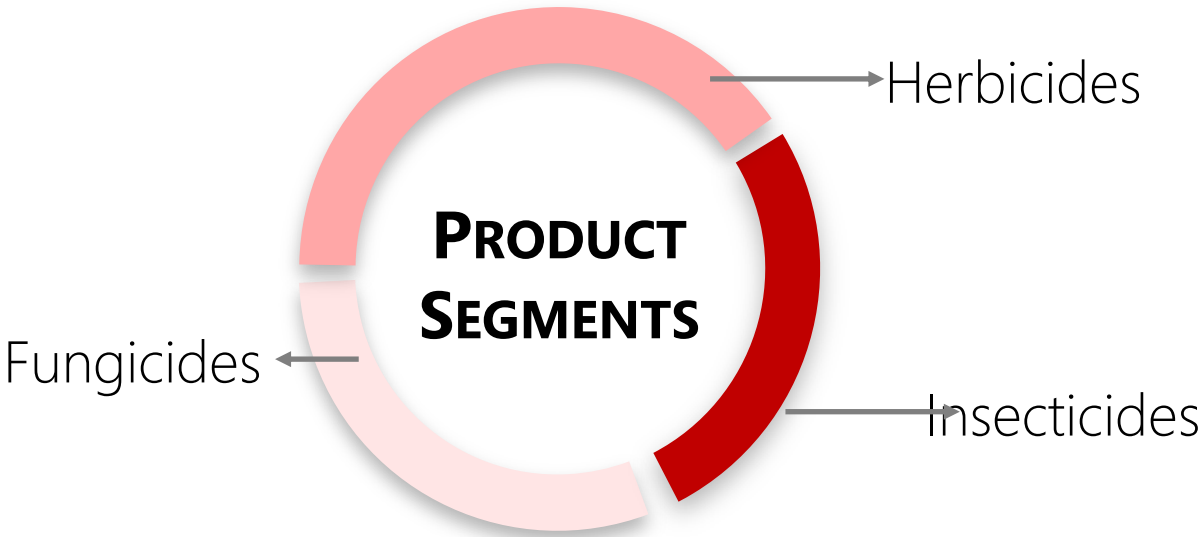




# Introduction



Incorporated in 1987 by our founder **Mr. Pradeep P Dave**, Aimco Pesticides Limited (APL) is a **key player in the Indian Agrochemicals space**



The company is into manufacturing, marketing & exporting technical grade chemicals & formulations of Insecticides, Fungicides and Herbicides.

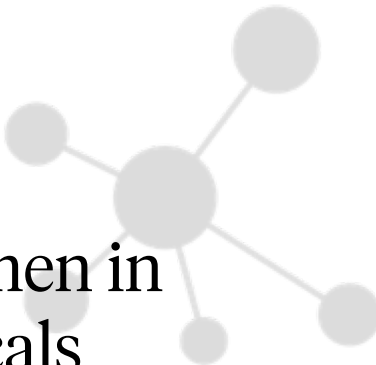


**Strong Export Presence**

Strong export presence with business in **~42 countries globally**

**3-Start Government Recognized Export House**

Recognised for it's acumen in Technical grade chemicals



In its vast history spanning over 4 decades, the company has been ***credited with introducing & commercializing many Agrochemicals in India.***

**First Indian company to manufacture Chlorpyrifos & Triclopyr**

First Indian company to manufacture Chlorpyrifos & Triclopyr Technical in India; right after Dow Chemicals (USA).

**Second Indian company to manufacture Imidacloprid after Bayer India**



# History and Evolution

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History &  
Evolution

01



## Incorporation & early history

- Established in 1987
- Listed on BSE in 1993
- Setup a centralized manufacturing unit in Lote Parshuram in 1993
- 1<sup>st</sup> Indian company to manufacture & commercialize Chlorpyrifos technical in 1993
- Commenced exports in 1995
- Established R&D centre recognized by Department of Science & Technology, GOI since 1996
- 1<sup>st</sup> Indian company to manufacture & commercialize Triclopyr technical in 2001

02



## Debt restructuring & operational turnaround

- RoCE depleted in existing investments due to excessive competition in key products
- Chlorpyrifos turned unprofitable, with more than a dozen plants in the country manufacturing it at one point in time
- Domestic formulations business under-stress due to severe and continuous droughts in 1998-2000
- This all led to low profitability, and an inability to service debt. Debt accumulated due to unapplied interest being converted into term loans.
- In between FY10-14, the company underwent restructuring, offered OTS to banks, completed debt restructuring and turned debt-free by the end of FY2014

03

## Turning profitable and building a foundation

- Post restructuring, the first objective was to turn & stay profitable at all levels
- Company remained agile, utilizing every available business opportunity to turn profitable and rebuild reserves
- Undertook major maintenance & upgradation at Lote Parshuram Facility between FY16-20
- Established a strong footing
- Re-focused on returning to core competence and scale manufacturing of technical grade chemicals
- Introduced Bifenthrin technical in 2017
- Announced first multi-year contract manufacturing deal







# Corporate Ethos

## Mission

To the **serve the farmer** at the very grass root level, by enhancing farm yields using our understanding and respect for the natural ecological processes

## Vision

**To be peerless** among the stalwarts of the agrochemical industry, by offering the very best of agro-inputs to the farmer, through constant innovation and tailor-made solutions that provide the highest levels of customer satisfaction sustainably.

## Environmentally Conscious

The company has recently pledged to attain **ZERO LIQUID EFFLUENT** discharge status in next 5 years.



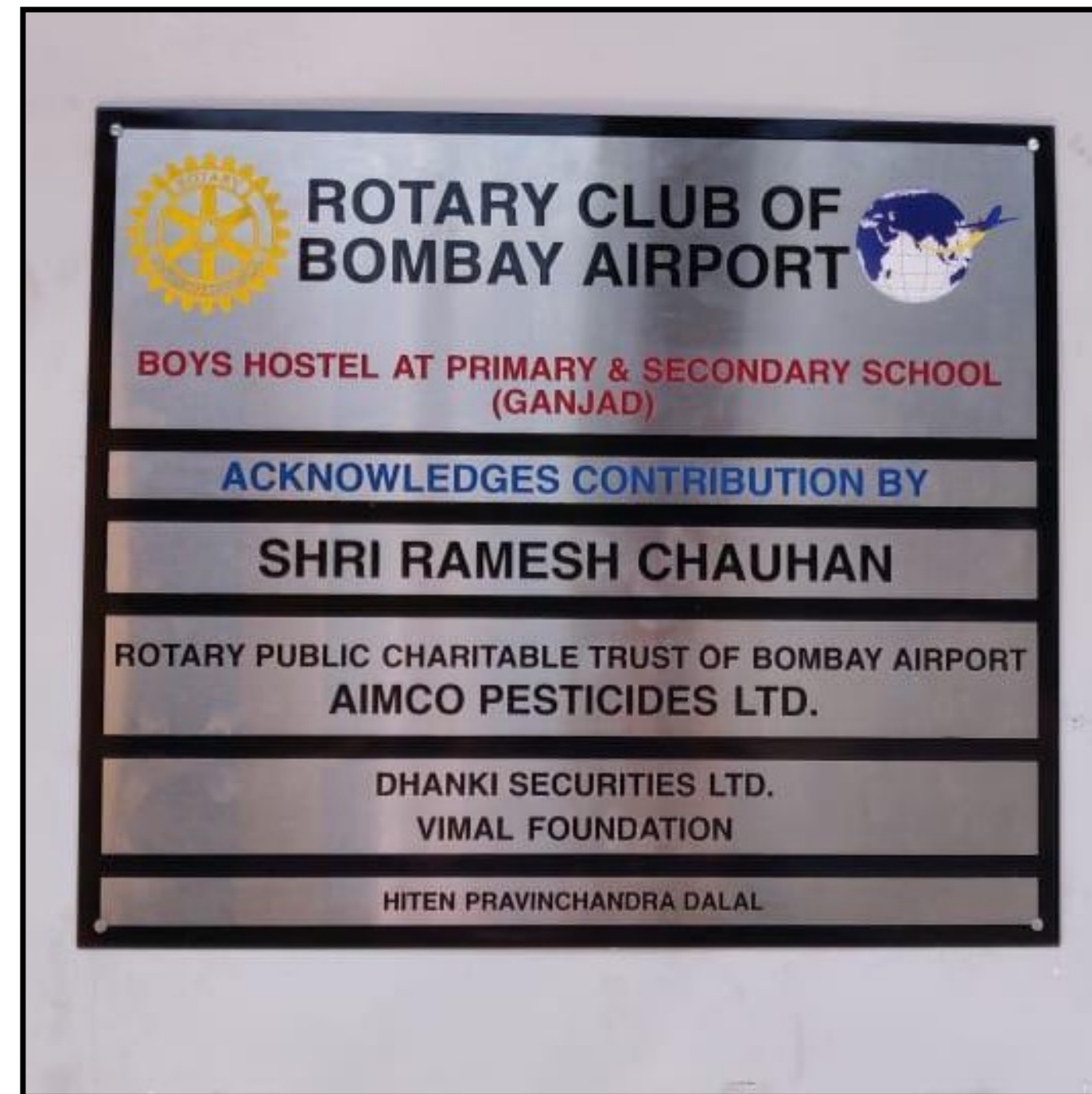


# Recent CSR Activities

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CSR Activities

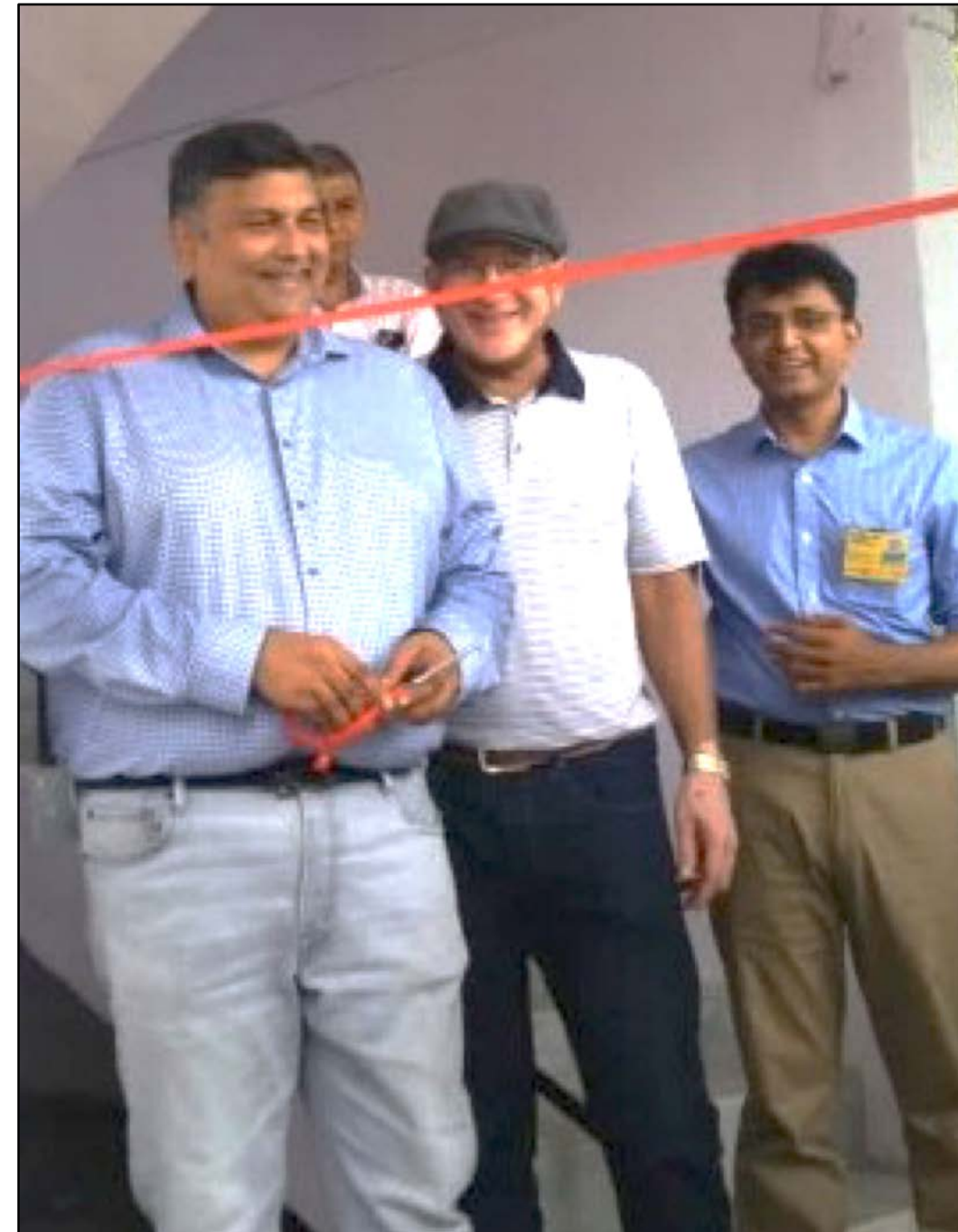


- Contribution at Boys Hostel run by Rotary Club of Bombay Airport
- Contribution and Felicitation by Chiplun Municipal Coporation for AIMCO's efforts towards combating Covid-19 pandemic
- Disinfectant Powder, Face Mask and other necessary contributions made by AIMCO.





# CSR Activities

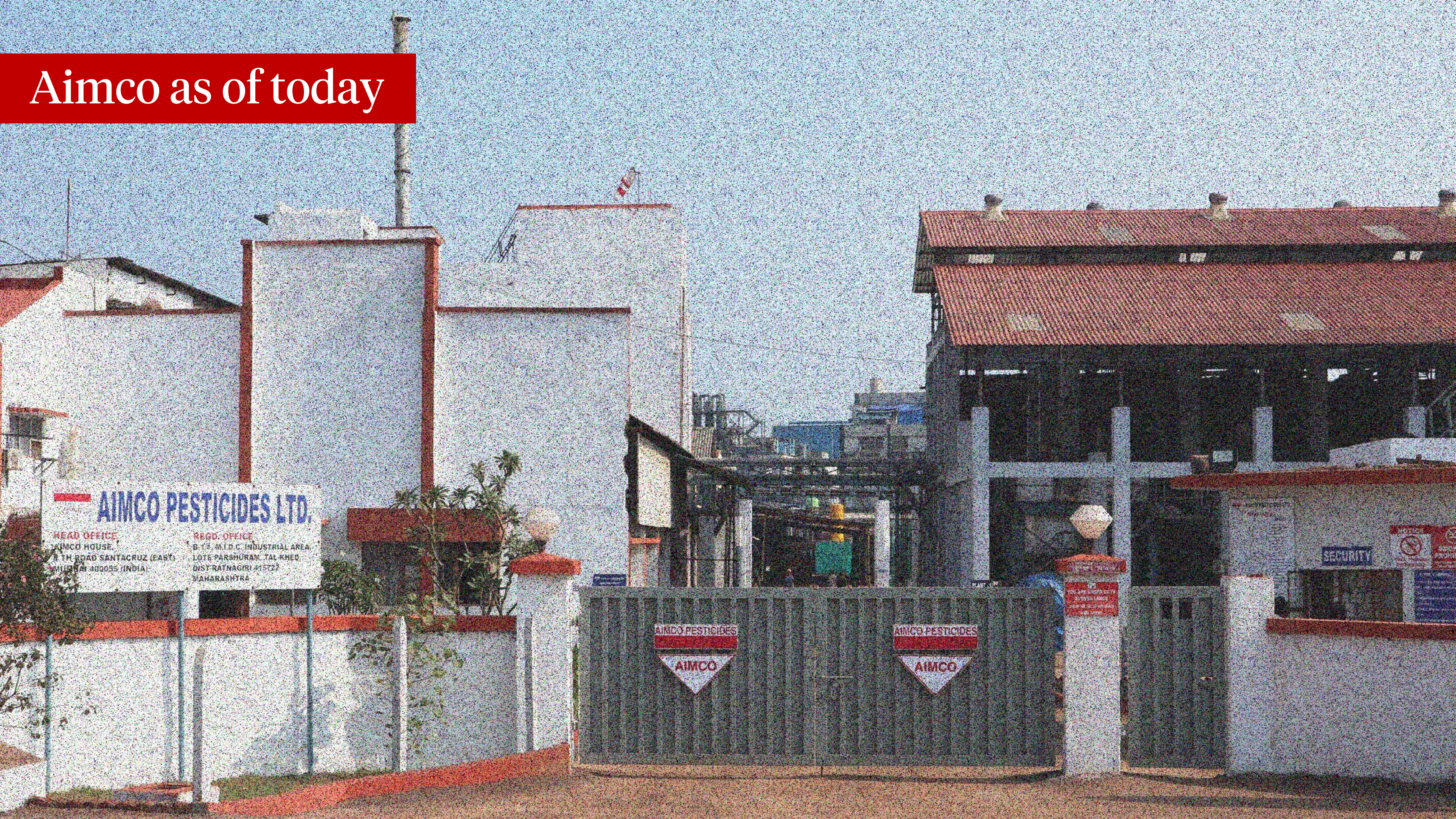


As part of its CSR Program, Aimco Pesticides Limited has funded the construction of a new school building with superior infrastructure and advanced facilities for a Primary & Secondary Ashram School – Village Ganjad, Taluka Dahanu, District Palghar.





# Aimco as of today



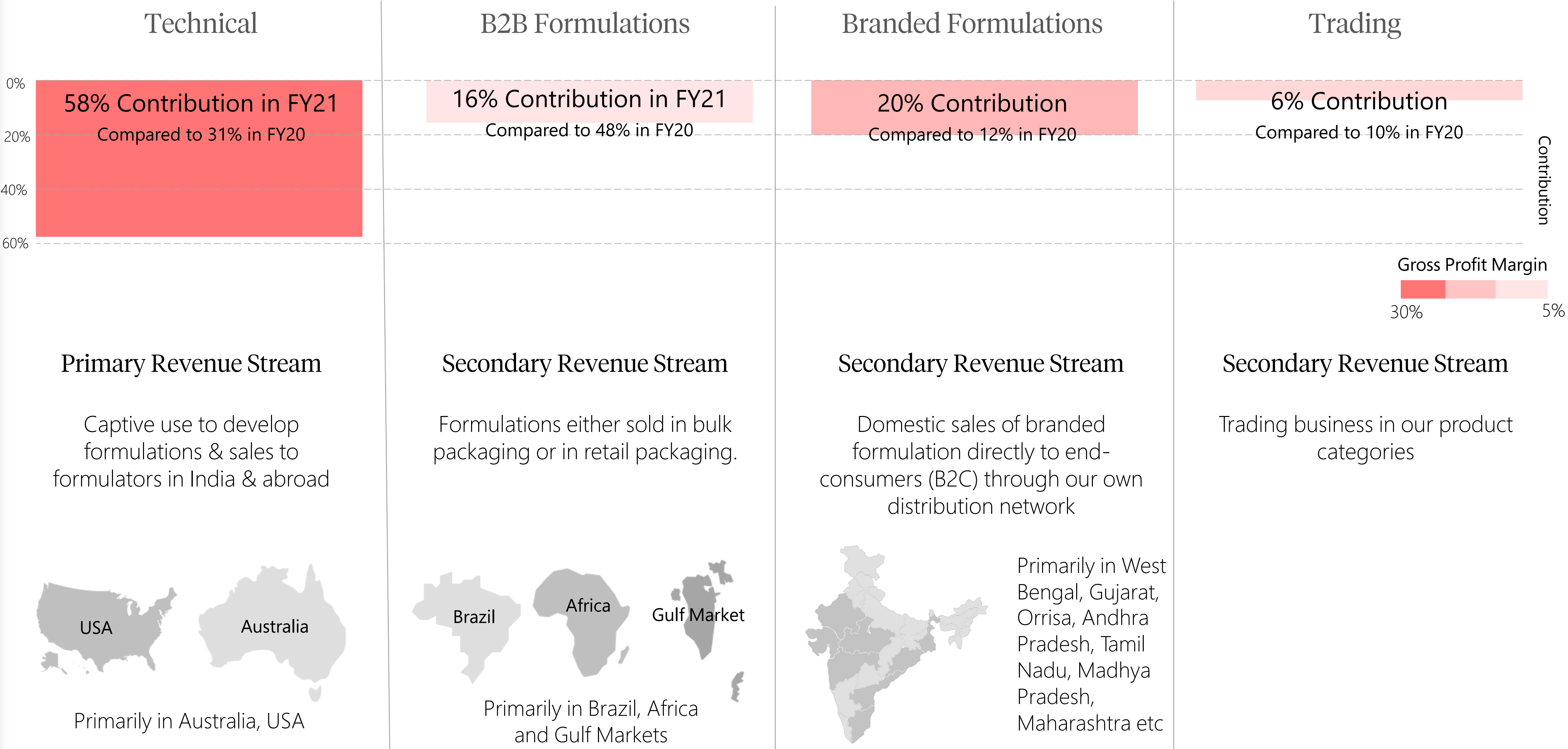


# Business Segments

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Business  
Segments

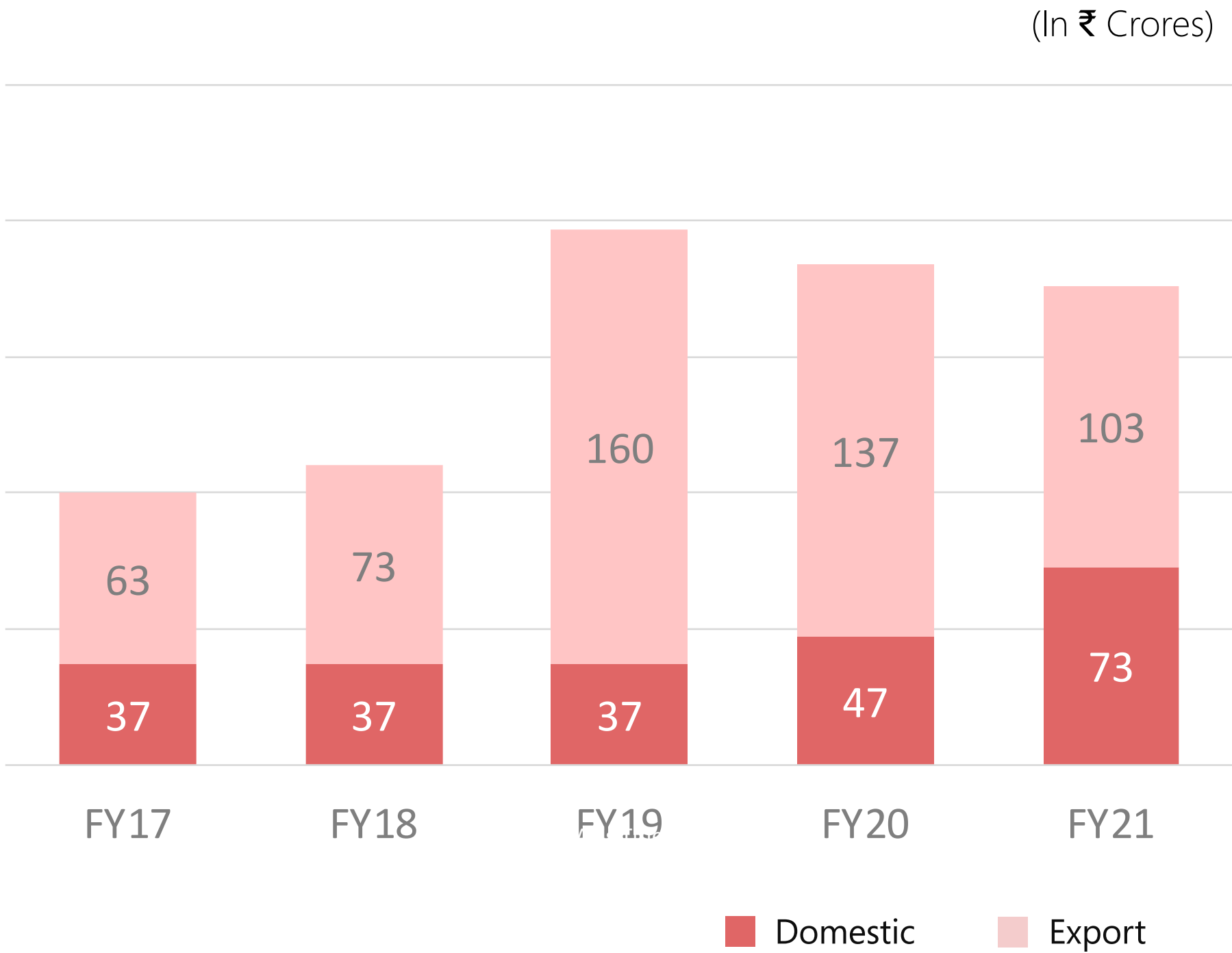




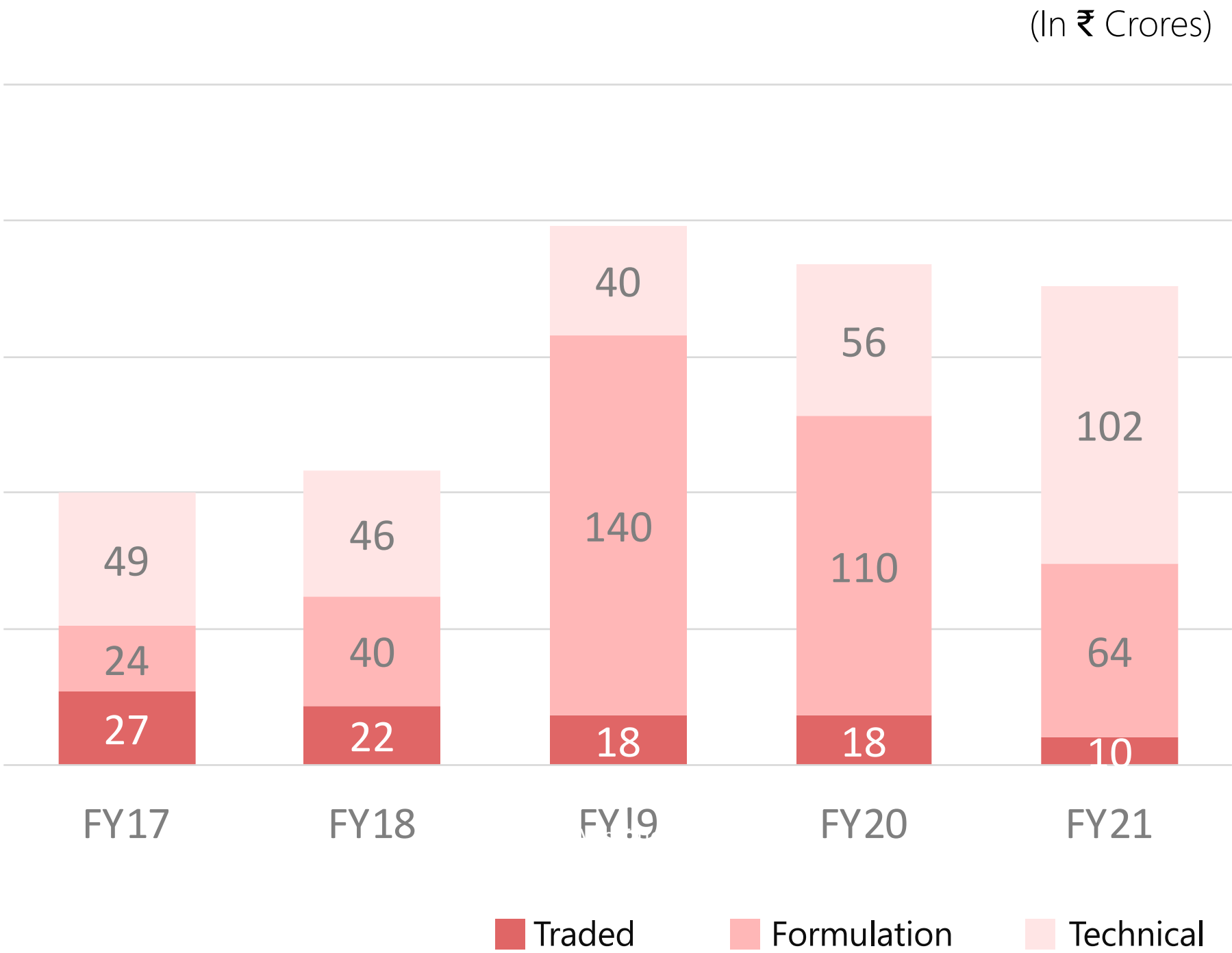


# Revenue Mix

## Geography Wise



## Product Category Wise



\* Figures Rounded Off





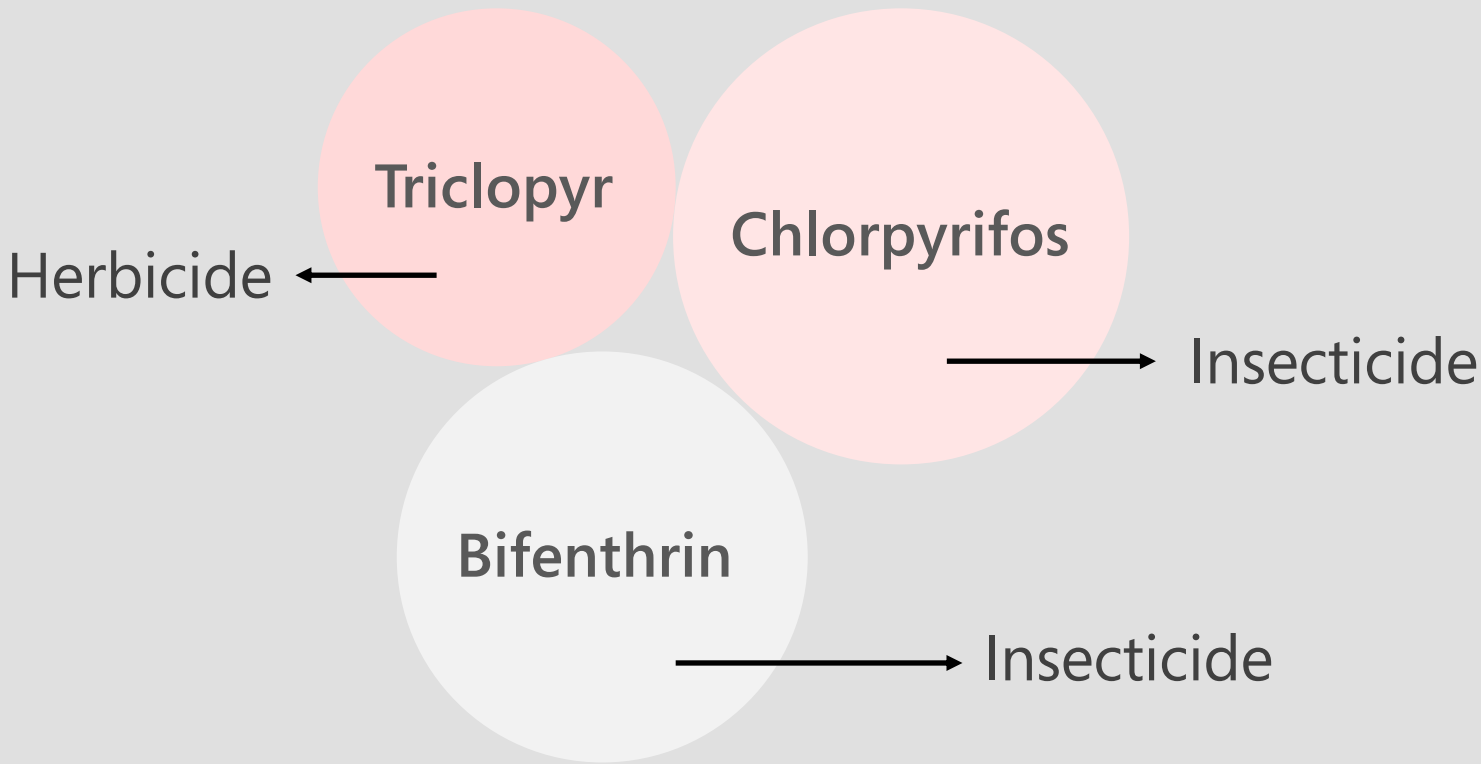
# TECHNICAL



## 11 Technical Manufactured

Manufacturing about a dozen technical grade chemicals in Insecticides, Fungicides and Herbicides categories

### Key Technical Grade Chemicals Manufactured

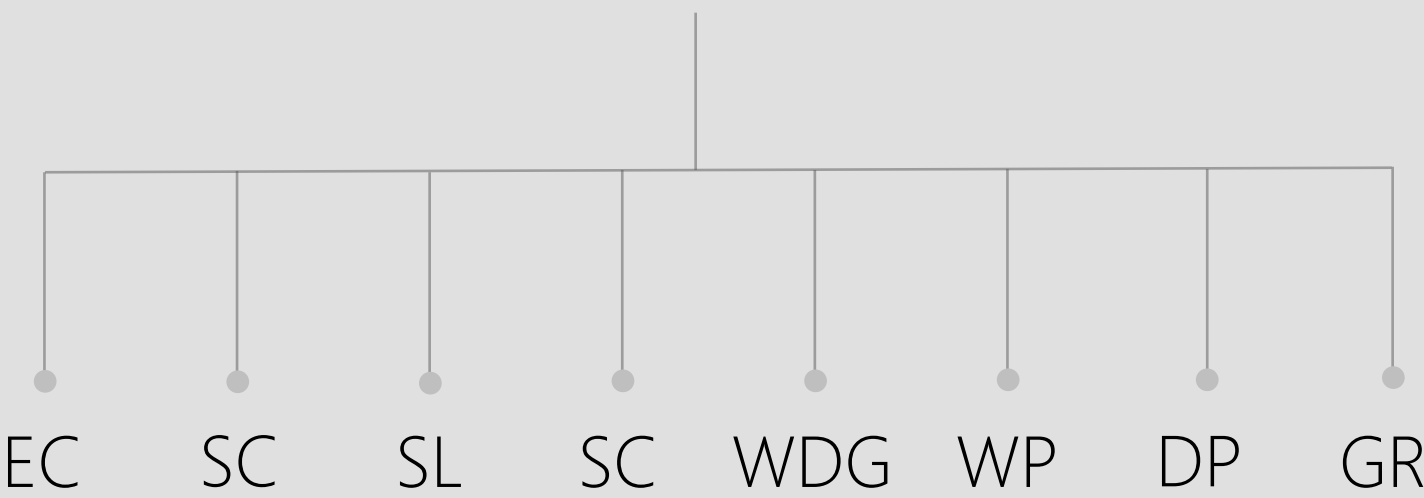


# FORMULATIONS

## 80 Formulations manufactured

Manufacturing about 80 formulations (45 actively) for internally manufactured technical's or procured technical grade chemicals

### Categories of Formulation's manufactured



# Product Portfolio



# Domestic Branded Business

**200+** SKU's



**Age Group  
of brands –  
2+ Decade**

## Top Selling Brands

- Anaconda
- Pyriban

Presence in *branded formulations*  
*since 1995* with a brief pause  
between 2000-04

## Management Outlook

The company is working towards adding new molecules in its portfolio while also expanding its geographical reach, with a strict focus on receivables



Undertaking *responsible*  
& *cautious* growth in this  
segment

## Mode of Operation

1. Building sales offices
2. Appointing Distributors
3. Actively Marketing Products

**35** 

**Dedicated** marketing &  
sales team for domestic  
branded business – **35**  
personnel



## Expanding Geographical Reach

The company is working towards **adding new molecules** in its portfolio while also **expanding its geographical reach**, with a strict **focus on receivables**



# Branded Formulations

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Branded  
Formulations



BYKILL (Bifenthrin  
2 EC, 2 G, 10 EC)



BYKILL (Bifenthrin  
2 EC, 2 G, 10 EC)



PYRIBAN (Chlorpyriphos 20% EC)



PROFENOTOX  
(Profenofos 50% EC)



AIMCO- DDVP  
(Dichlorvos 6% EC)



Anaconda 505 (Chlorpyriphos  
50%, Cypermethrin 5 EC)



# Manufacturing Facility

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The company operates out of one manufacturing facility located at **Lote Parshuram, Ratnagiri in the state of Maharashtra.**

Manufacturing both technical grade chemicals and formulations.

**~250** Personnel

**Set up in 1993**

This unit was set up in 1993, as a measure to centralize the manufacturing operations & enter technical manufacturing. Prior to 1993, the company had 4 formulations plant spread throughout the country.

**23,000 sq. mt**

This facility is located on a plot admeasuring ~23,000 Sq. Mt., with ~50% land available for further development

Fully equipped manufacturing facility.

Pilot Plant facilities with capability to carry out various reactions such as - distillation, dehydration, filtration, washing, etcetera.



Manufacturing  
Facility





Largest Triclopyr manufacturing capacity in India and  
Number 3 globally.



**3000 Tonnes**

Annual Capacity of  
Technical Products

**20 kl**

Daily Manufacturing Capacity  
of Liquid Formulations

**20 Tonnes**

Daily Manufacturing Capacity  
of Granules Formulations

**Manufacturing  
Capacity**

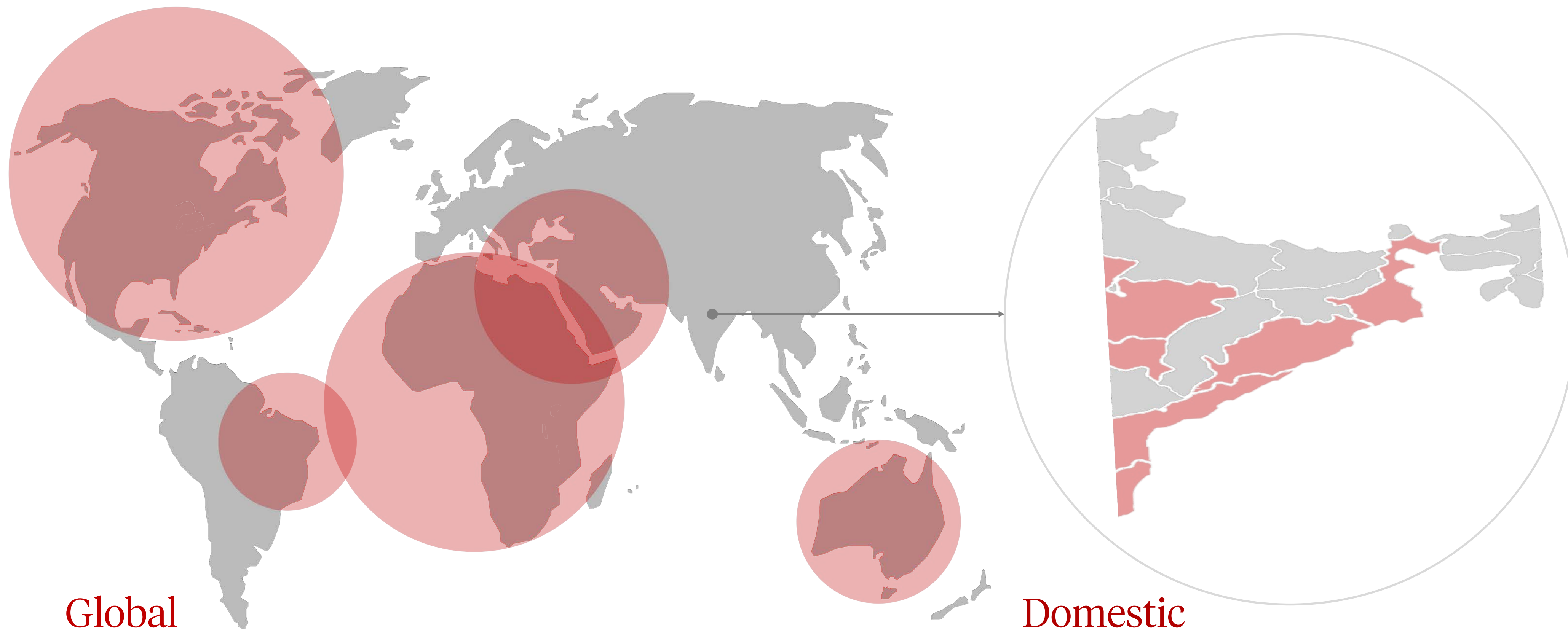




# Geographical Footprint

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## Global

**42** Exporting to ~**42 Countries** both developed and developing markets.

**1** International Sales Office

● Primary markets - North American, Latin American, African and Australian continent.

## Domestic

**5** Domestic Branch Offices

**285** Active Distributors (Domestic & Abroad)

Geographical  
Footprint





# Aimco's Value Chain

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Aimco's  
Value  
Chain

## 1. Product & Process Identification

- First, focus is on our area of competence and expertise in the given chemistry, the process of manufacturing, etcetera.
- For future product additions (technical), only products with at least 30%-40% GPM are considered.
- Second preference is assigned to the acceptability and market-size of the given product in our key strongholds globally.
- Lastly, the product is shortlisted for further research and development.

## 2. Pilot Manufacturing & Data Collection

Data collection as per the requirements of the market in which the product is to be registered.

## 3. Product Registration

Registration either of the technical, formulation or both depending upon the requirement of the market. Product registration may take anywhere between 6 months to 5 years depending upon the country.

## 4. Setting up Manufacturing Infrastructure

May take anywhere between 12 to 24 months depending upon the complexity of the product.

## 5. Manufacturing

a) Technical  
b) Formulation

## 6. Marketing & Distribution





# Research & Development

## Department Head

R&D department headed by Dr. Samir Dave

## Certified R&D Centre

Department of Science & Technology, GOI certified R&D Centre at Lote Parshuram factory site, since 1996.

## Team of 15 staff

A team of 15 chemists, scientists, and staff working in the R&D Department.

## In-House R&D

Entirely in-house R&D developed products – Triclopyr Acid & Esters, Neo Nicotinoids Pesticides, among others.

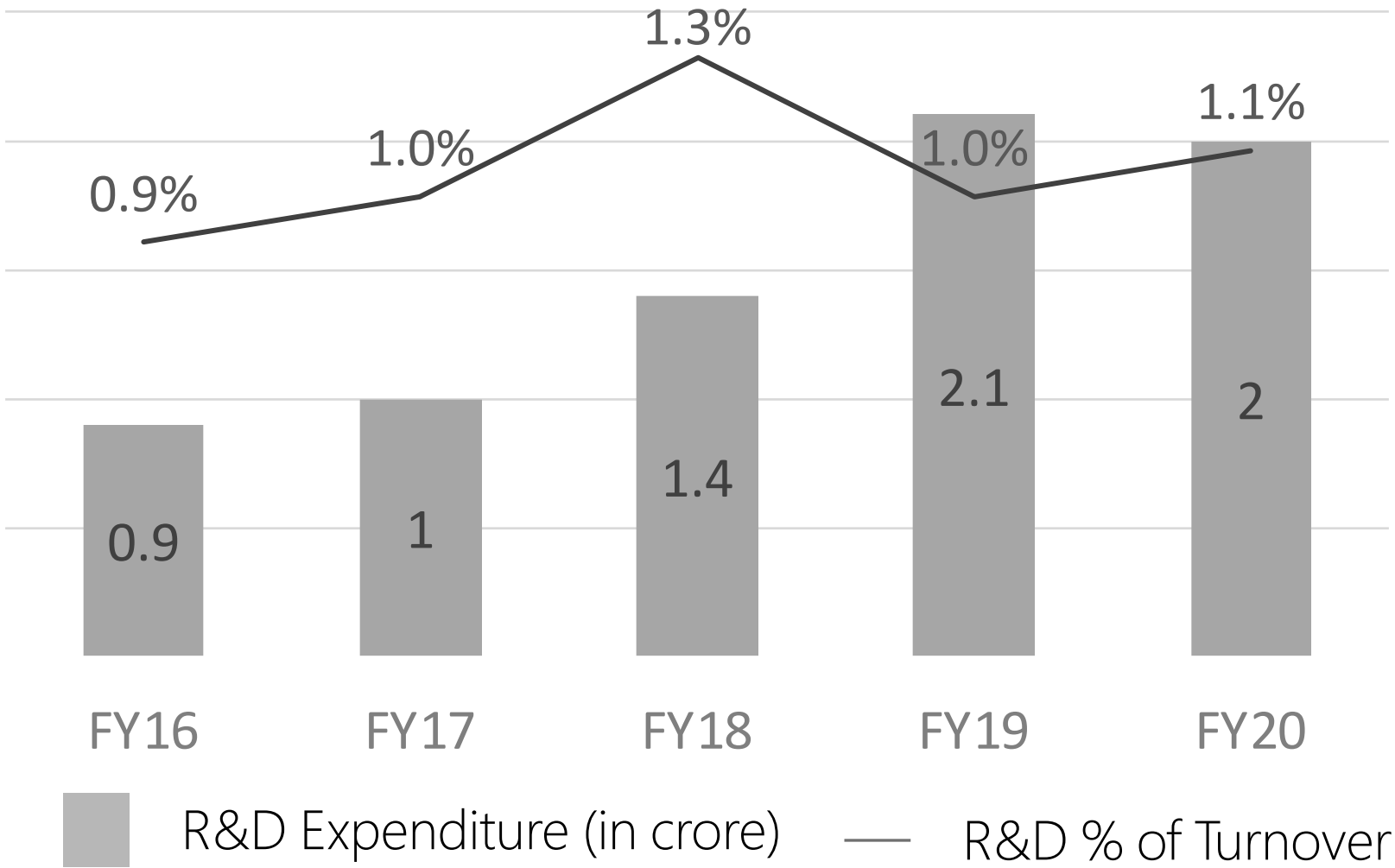
**Each of Aimco’s current commercial product is developed & commercialized using in-house R&D.**

## Expanding Portfolio

Actively working towards adding molecules and expanding Aimco’s technical grade chemicals portfolio.

## Newer Formulations

Additionally, working on developing newer & innovative formulations.

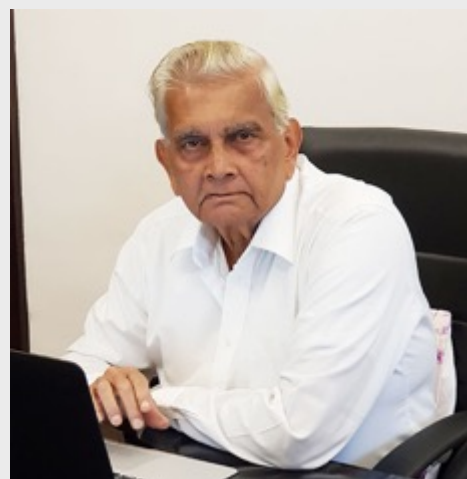


## R&D Focus

- Process development
- Technology to manufacture off patented products
- Process efficiency, higher productivity and cost reductions
- Product development
- Customized formulations



# Management Team



**Mr. Pradeep Dave**  
Founder & Executive Director

B.Sc. (Chemistry) from MU

Serves as the President of Pesticides Manufacturers & Formulators Association of India (PMFAI) for 24+ years

Chairman of the confederation of All India Small & Medium Pesticides Manufacturers Association (CAPMA)

Under his leadership APL became first Indian company to manufacture Chlorpyrifos & Triclopyr technical



**Mr. Elizabeth Srivastav**  
Managing Director

Qualified in M.Sc. In Bio Chemistry from MU

Associated with the company since long and appointed as Managing Director in 2013

More than 30 years of experience in Agrochemicals industry

Handles International Business at APL



**Dr. Samir Dave**  
Executive Director

Qualified Ph.D. in Synthetic Organic Chemistry from MU

20+ years of extensive experience in organic synthesis, research and process development.

Founder & Director of Agrocare – a global Agrochemical Association registered in Belgium. Also a board member of “Agriculture Skill Council of India”

Instrumental in introducing new molecules over the last decade.

Handles Production, Product Development, and Research & Development



**Mr. Ashit Dave**  
Executive Director & CFO

Qualified B.Com, MEP – IIM Ahmedabad

Business executive with wide expertise in chemicals & agrochemicals industry

Looks after Finance, Administration, Commercial Aspects of Business





# Board of Directors

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Board of  
Directors

**Mr. Dushyant Patel**  
Non-Executive  
Independent Director

Mr. Dushyant D. Patel, aged 60 years, holds a degree in Electrical Engineering and possesses more than 25 years of experience in the various areas of business including investment, finance and marketing.

**Mr. Ram Gopal Kaja**  
Non-Executive and  
Independent Director

Mr. Kaja is a Chartered Accountant with wide experience in Finance and Corporate Legal matters.

**Mr. Mayoora Amin**  
Non-Executive and  
Independent Director

Mr. Amin has diversified work experience of more than 45 years in various areas like manufacturing and marketing of electronics, medical equipment, defence instruments, textiles in India as well as abroad. Mr. Amin had been a president of Bombay Industries Association in the year(s) 1995-96 and Rotary Club of Bombay Airport in the year(s) 2013-14. Mr. Amin was an honorary faculty of Bio-Medical Engineering at Bhagubhai Polytechnic, for a decade.

**Mr. Suresh Bhatt**  
Non-Executive and  
Independent Director

Mr. Bhatt has work experience of more than 50 years in the Agrochemical Industry. He is the Managing Director of Dinkal Agro Products Private Limited, a company that specializes in crop organic nutrition technologies and veterinary supplements. Mr. Bhatt is an esteemed executive leader who has been awarded the Udyog Rattan (1984) and Udyog Shree (1986) by the Government of India for his contributions to the industry. Mr. Bhatt has also served in various capacities on the Pesticides Manufacturer's Association of India (PMFAI), one of India's premier agrochemical associations.





# Aimco Going Forward







## Identifying **products for commercial development**

In the last few years, since our operational turnaround, the company has been constantly focusing on adding newer molecules to its product portfolio.



## Investing in product development, data collection and registration

After the initial development phase, the company is investing in data collection and product registration globally, which is a very time and capital intensive procedure.



## Expanding technical portfolio

The company has a principal focus on expanding its competencies in its technical grade portfolio. That is the area in which its strength lies.

Aimco is making continuous efforts to add:

- a) Products which would prove to be profitability **margin assertive** and;
- b) Have an **opportunity size bigger** than our current products.

# Long Term Decisions



# Outlook

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Outlook

Existing technical products	Additions in technical portfolio	CAPEX	Branded Domestic Formulations	Profitability
<p>The company is ramping up production, and capacity, for existing products. The contract manufacturing deal is a big success on this front. The company will be focusing on ramping up its production to reach the desired levels from Q1FY22 onwards.</p>	<p>There are a few products under development in various categories such as Herbicides, Insecticides, and Plant Growth Regulators (PGR). The company is expecting one new product to commercialize in FY22.</p>	<p>The company has certain planned capital expenditure for FY22 towards a) capacity augmentation to cater to the contract manufacturing deal; b) Effluent Treatment Plant completion; c) other ancillary infrastructure; d) and upgradation of R&amp;D lab for NABL certification.</p>	<p>FY21 was a good year for Branded Formulations business. Early trends for FY22 look promising with a good early monsoon, and the company is expecting to deliver decent growth in FY22. At present, growth is expected from existing markets only. No new markets were added in the previous year due to COVID restrictions.</p>	<p>FY21 profitability was impacted due to multiple external reasons, including a) higher cost for many base-raw-materials b) escalated freight costs c) disturbances in production due to ongoing expansion and d) higher interest-cost due to a one-time charge. For FY22, the company expects profitability to normalise.</p>





# Financial Statements and Market Statistics







# Financial Statement Summary

## Consolidated Profit & Loss Summary

₹ In Crores

Particular	FY2021	FY2020	FY2019	FY2018
Revenue from Operations	175.69	185.24	197.25	110.19
Total Income	178.74	188.99	203.98	115.42
Total Operating Expenses	167.01	171.34	183.85	100.99
EBITDA	8.68	13.89	13.40	9.20
<b>EBITDA %</b>	<b>4.9%</b>	<b>7.5%</b>	<b>6.8%</b>	<b>8.3%</b>
Interest Cost	4.38	1.99	0.63	0.31
Depreciation and Amortisation	2.19	2.66	1.73	0.98
Profit Before Taxes	2.09	9.24	11.04	7.91
Profit After Taxes	2.14	6.65	7.72	4.98
EPS	2.19	6.94	8.05	5.33





# Financial Statement Summary

## Consolidated Balance Sheet Summary

₹ In Crores

Particular	FY2021	FY2020	FY2019	FY2018
Shareholder’s Fund	40.80	38.66	35.09	28.69
Non Current Liabilities	4.72	4.44	2.25	1.43
Current Liabilities	87.38	87.05	63.02	39.90
Total	132.92	130.15	100.36	70.02
Non Current Assets	28.65	24.73	21.06	17.62
Current Assets	104.26	105.42	79.30	52.40
Total	132.92	130.15	100.36	70.02





# Financial Statement Summary

## Consolidated Cash Flow Summary

₹ In Crores

Particular	FY2021	FY2020	FY2019	FY2018
Operating profit/(loss) before working capital changes	9.99	14.09	15.18	8.54
Net Cash (used in)/generated from operating activities	11.13	3.52	14.34	4.25
Net Cash (used in)/generated from investing activities	-6.03	-5.07	-6.46	-3.16
Net Cash (used in)/generated from financing activities	-3.64	3.98	-1.78	0.34
Net Increase/(decrease) in cash and cash equivalents	-1.85	2.13	1.74	1.43
Cash and Cash equivalents at the beginning of the year	5.71	3.58	1.84	0.41
Cash and Cash Equivalents at the end of the year	3.85	5.71	3.58	1.84

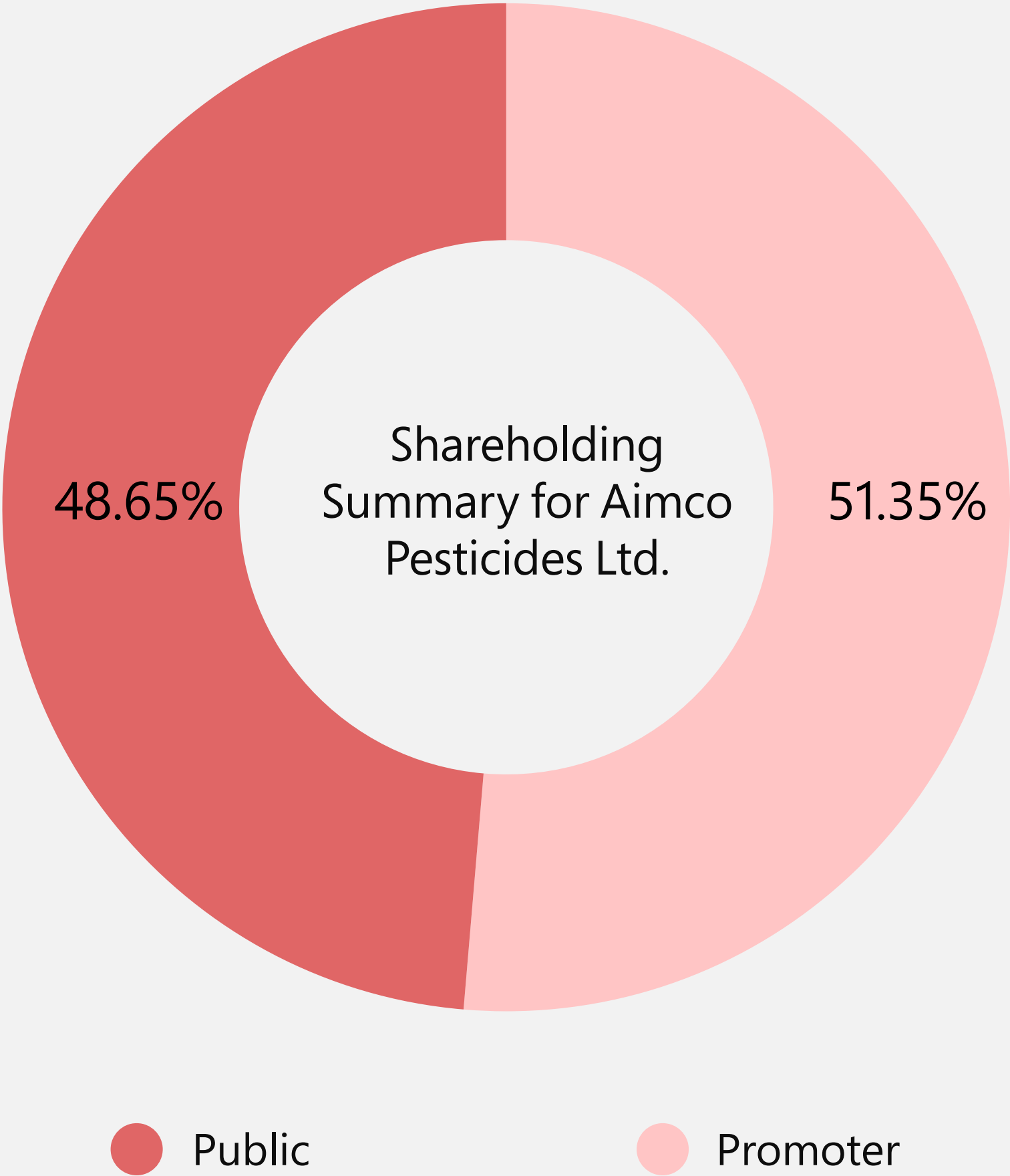




# Market Statistics

Current Market Price	132.0
52 Week High/Low	148.0/61.2
Market Capitalization	127.0 Cr
Shares Outstanding	0.95 Cr
BSE Scrip Code	524288

Market Price Data as on 25<sup>th</sup> June, 2021  
Shareholding Data as on March, 2021







# Get in Touch

**Mrs. Anuradha Matkar**

Company Secretary & Compliance Officer

Aimco Pesticides Limited

[investors@aimcopesticides.com](mailto:investors@aimcopesticides.com)



**Mr. Sayam Pokharana**

Investor Relations Advisor

The Investment Lab

[sayam@theinvestmentlab.in](mailto:sayam@theinvestmentlab.in)





# Safe Harbor

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Harbor

