

AIMCO PESTICIDES LIMITED

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

H. O.: "AIMCO HOUSE", 8th Road, P.B. NO. 6822, Santacruz (E), Mumbai - 400 055. (India)

Tel : +91-22-6760 4000 • Fax : +91-22-6760 4060 / 70

E-mail : aimco@aimcopesticides.com • Web Site : www.aimcopesticides.com

CIN NO. L 24210MH1987PLC044362



February 14, 2022

Ref.: APL/CO/BSE/37/2021-22

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

Q3FY22 Earnings Presentation, February 2022

BSE – AIMCOPEST | 524288

Bloomberg : AIM:IN



AIMCO PESTICIDES LTD.

The background of the slide is a photograph of a vast, green agricultural field under a cloudy sky. The field is divided into sections by dark, winding tracks, likely from a tractor. In the distance, a few small figures of people can be seen on the horizon. The word "AIMCO" is overlaid in large, white, outlined letters across the bottom of the image.

AIMCO

Q3FY22 Financial Statement Summary

Consolidated Profit and Loss Summary

(In ₹ Crores)

Particulars	Q3FY22 Unaudited	Q2FY22 Unaudited	Q3FY21 Unaudited	Y-o-Y %
Revenue from Operations	100.81	80.51	37.34	170.0%
Total Income	100.58	80.44	38.23	163.1%
Total Operating Expenses	93.84	75.90	34.69	170.5%
EBITDA	6.97	4.61	2.65	162.8%
EBITDA	6.9%	5.7%	7.1%	-19 BPS
Interest Cost	0.36	0.42	0.51	-29.7%
Depreciation & Amortisation	0.70	0.63	0.55	26.5%
Profit Before Taxes	5.92	3.56	1.59	271.5%
Profit After Taxes	4.29	2.70	1.15	273.3%
EPS	4.47	2.82	1.20	272.5%

170.0% ▲

Q3FY22 Revenue from Operations at INR 100.81 Crore as compared to INR 37.34 Crores in Q3FY21

162.8% ▲

Q3FY22 EBITDA at INR 6.97 Crores as compared to INR 2.65 Crores in Q3FY21

273.3% ▲

Q3FY22 PAT at INR 4.29 Crores as compared to INR 1.15 Crores in Q3FY21

Click here to view Financial Results: <https://www.bseindia.com/xml-data/corpfilings/AttachLive/57832d85-c1eb-4d5b-bae3-21c5e851b72d.pdf>



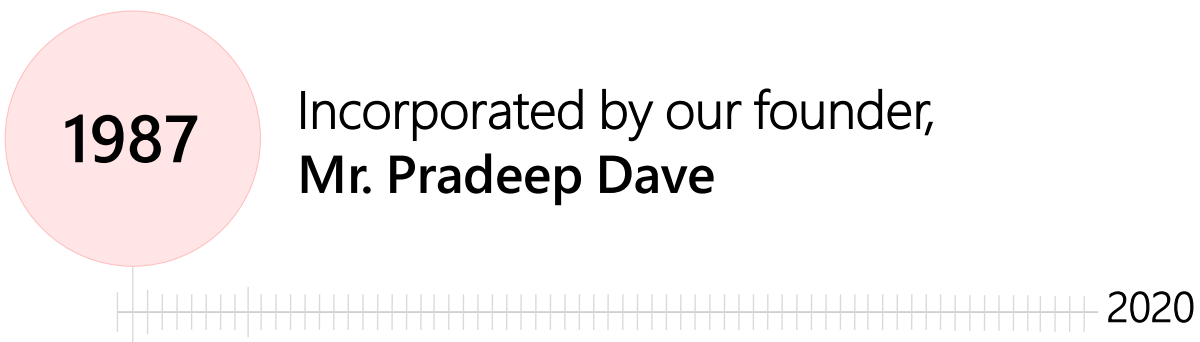
Q3FY22 Performance Discussion

Management Commentary

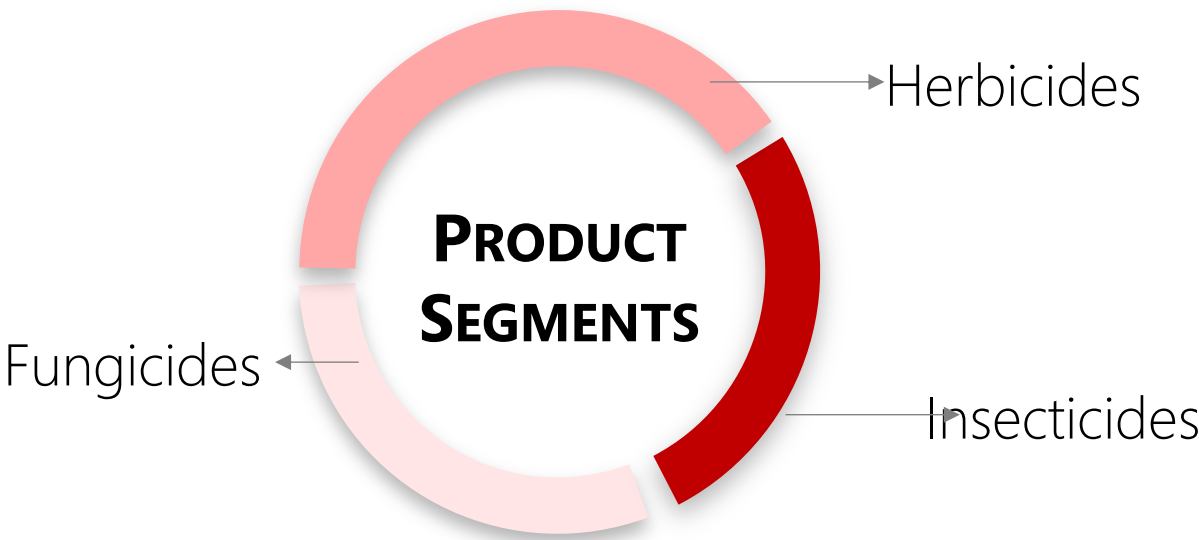
- AIMCO delivered a good performance in Q3FY22, on the Revenue front the Company has reported its highest-ever quarterly sales of 100.81 Crores, this is a significant jump of 25.2% and 170.0% on QoQ and YoY basis, respectively. Sales growth in Q3FY22 has been a function of both higher realisations and better volumes. To add to this, there was some amount of trading business in the quarter as well.
- On the profitability front, EBITDA margins have improved sequentially, as the Company passed on some of the higher input & freight costs. On an absolute basis, we've reported PBT & PAT of 5.92 Crores & 4.29 Crores, respectively.
- The demand outlook for the coming few quarters is good. On the contract manufacturing front, the Company delivered its full committed volumes in Q3.
- On the working capital front, our receivables and payables look optically high, but it is primarily due to some significant purchases & sales during December. Further, the Company has been carrying higher inventories in line with its efforts to ramp up production at its manufacturing facility.
- Year to date, the Company has almost paid the entirety of its borrowings. There are active efforts to refinance working capital limits with optimised borrowings costs.
- Expansion works are underway at the manufacturing facility to ramp up capacities in the coming financial year, along with investments in general infrastructure & warehousing at the facility.



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 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

AIMCO
Pesticides
Limited

Investor
Presentation

History &
Evolution

01



Incorporation & early history

- Established in 1987
- Listed on BSE in 1993
- Setup a centralized manufacturing unit in Lote Parshuram in 1993
- 1st 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
- 1st 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

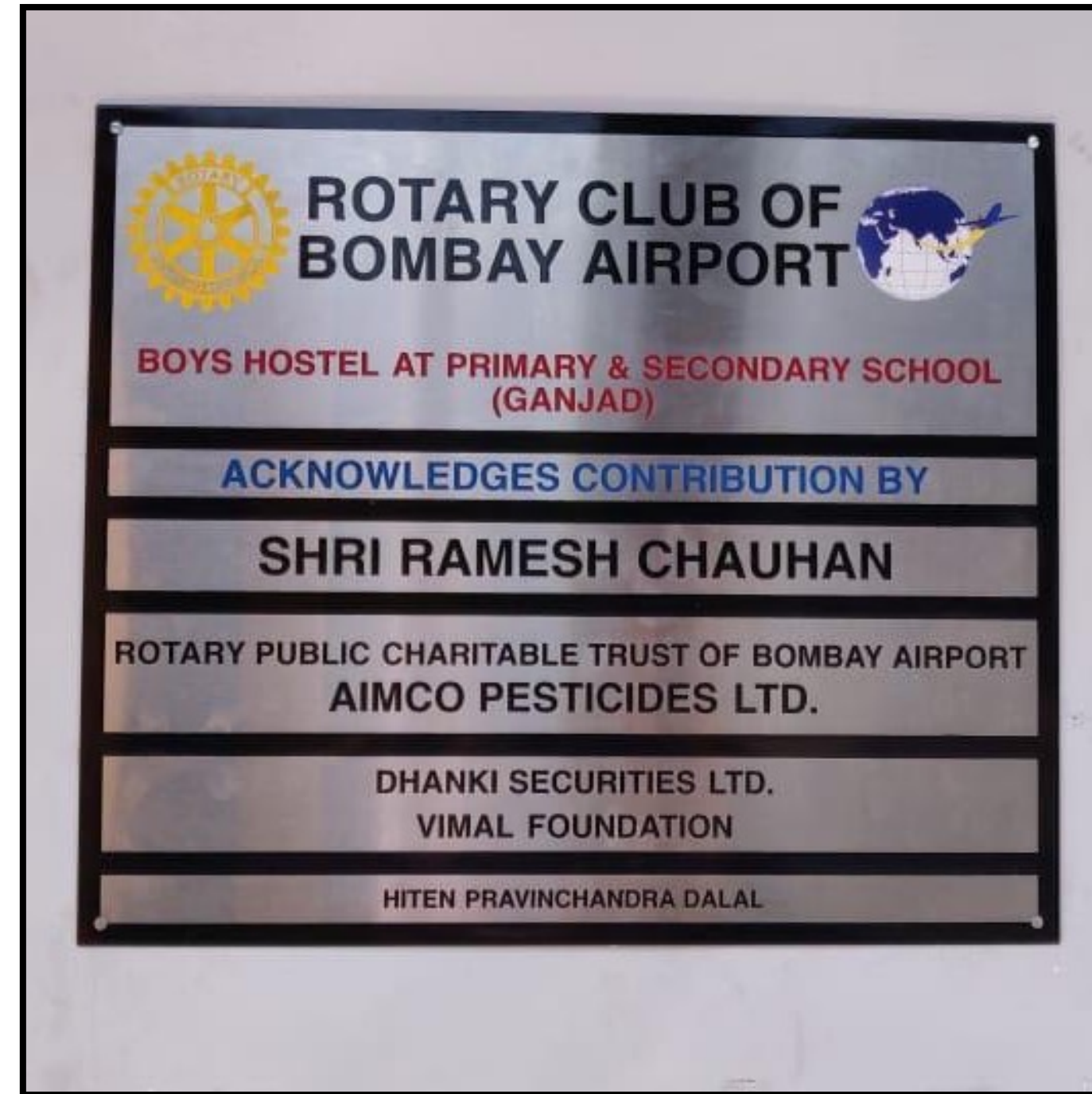
The company has recently pledged to attain **ZERO LIQUID EFFLUENT** discharge status in next 5 years.

Recent CSR Activities

AIMCO
Pesticides
Limited

Investor
Presentation

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.

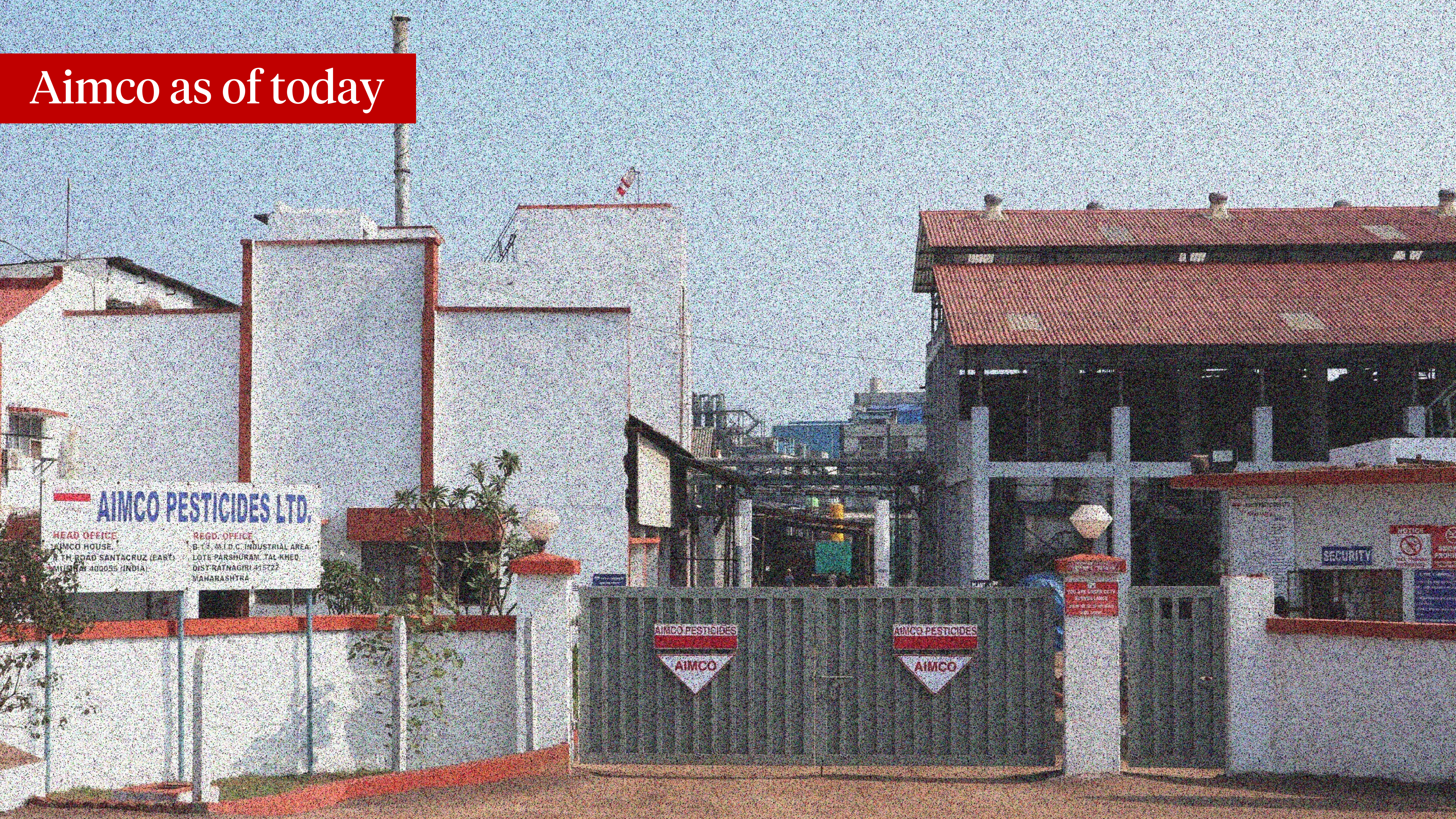
CSR Activities



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

AIMCO
Pesticides
Limited

Investor
Presentation

Business
Segments

Technical

58% Contribution in FY21
Compared to 31% in FY20

Primary Revenue Stream

Captive use to develop
formulations & sales to
formulators in India & abroad



Primarily in Australia, USA

B2B Formulations

16% Contribution in FY21
Compared to 48% in FY20

Secondary Revenue Stream

Formulations either sold in bulk
packaging or in retail packaging.



Primarily in Brazil, Africa
and Gulf Markets

Branded Formulations

20% Contribution
Compared to 12% in FY20

Secondary Revenue Stream

Domestic sales of branded
formulation directly to end-
consumers (B2C) through our own
distribution network



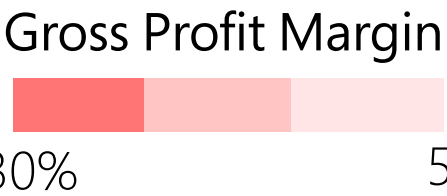
Primarily in West
Bengal, Gujarat,
Orrisa, Andhra
Pradesh, Tamil
Nadu, Madhya
Pradesh,
Maharashtra etc

Trading

6% Contribution
Compared to 10% in FY20

Secondary Revenue Stream

Trading business in our product
categories

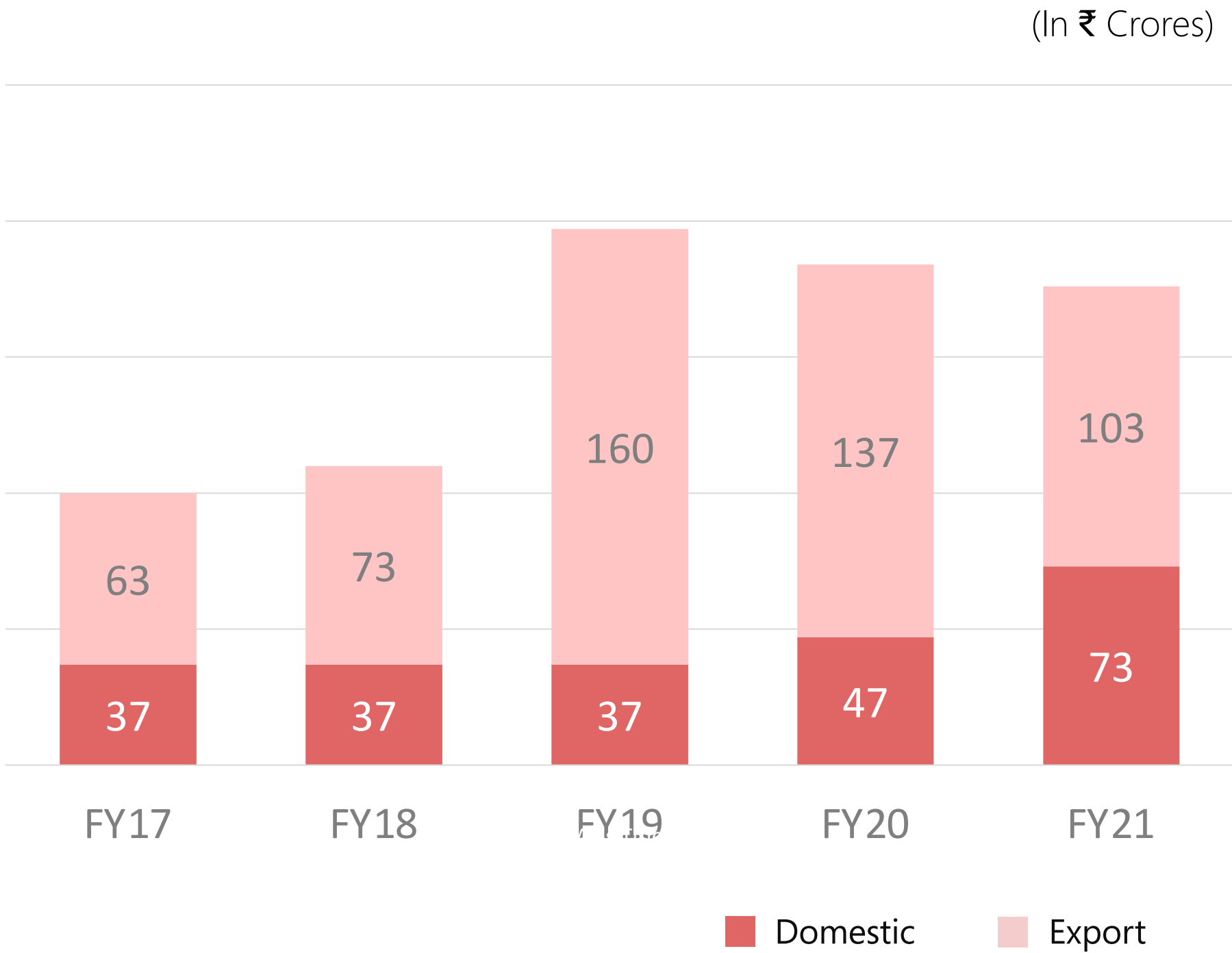


Contribution

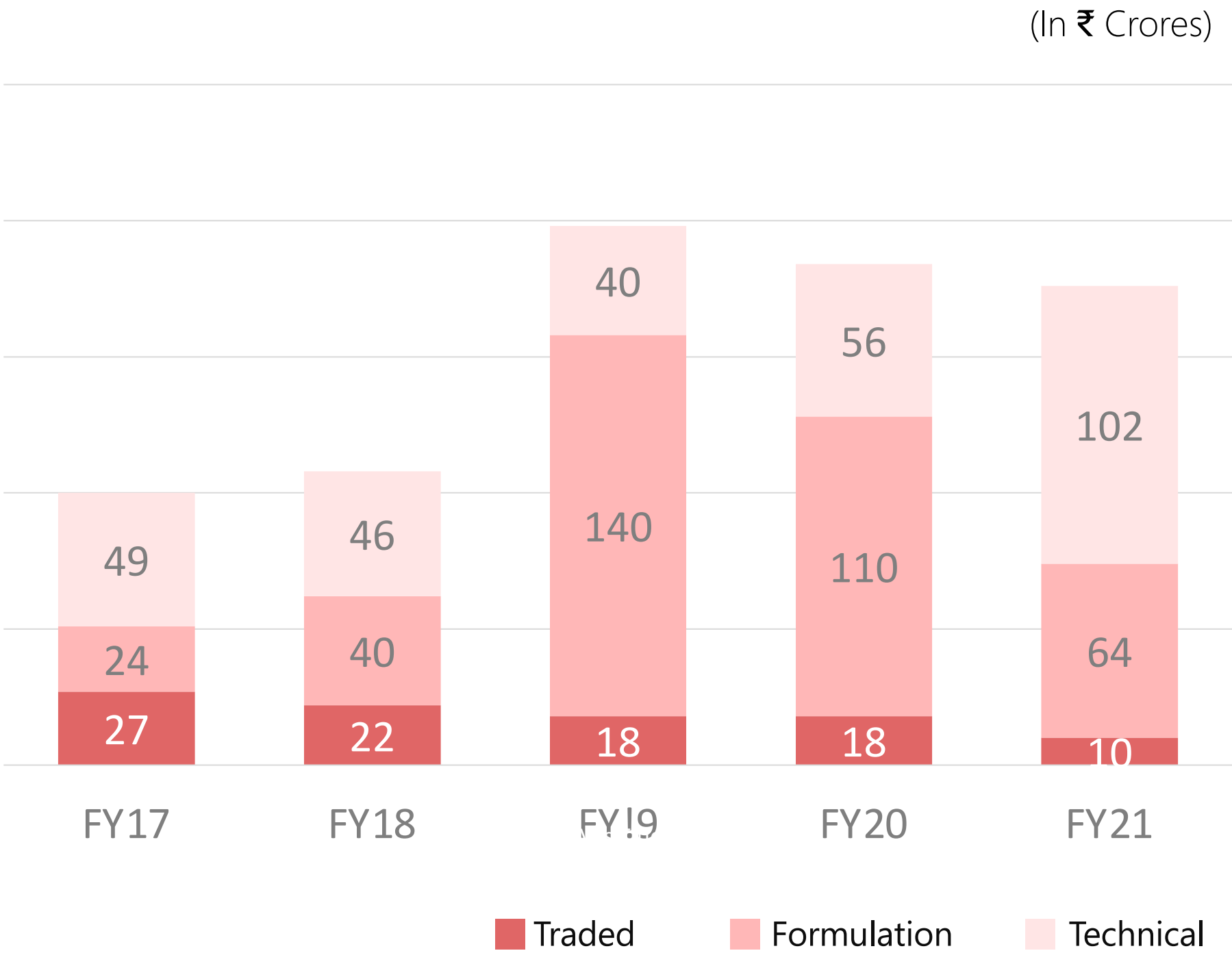


Revenue Mix

Geography Wise



Product Category Wise



* Figures Rounded Off



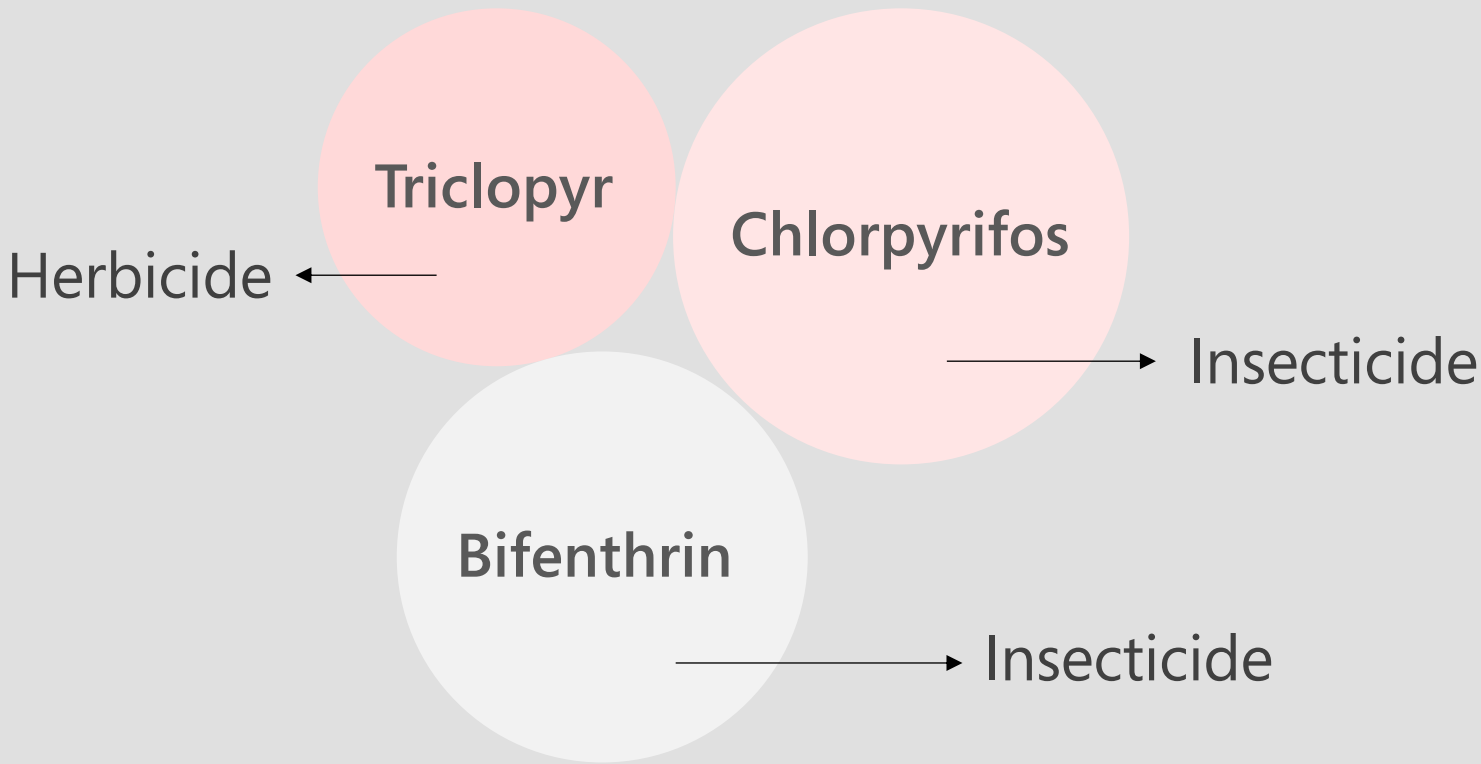
TECHNICAL



11 Technical Manufactured

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

Key Technical Grade Chemicals Manufactured

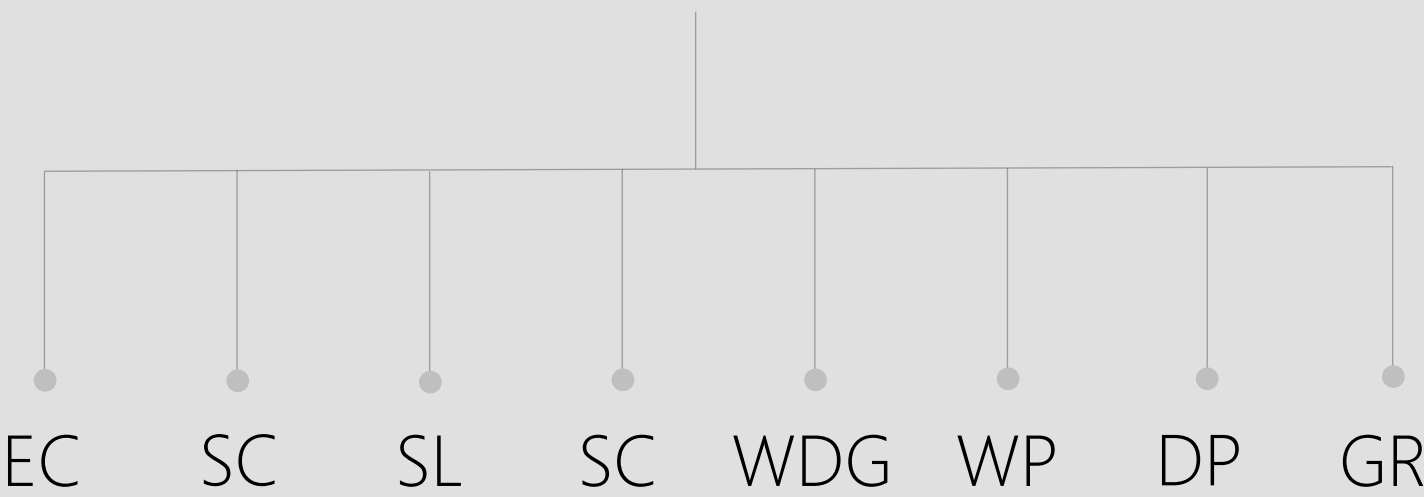


FORMULATIONS

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

AIMCO
Pesticides
Limited

Investor
Presentation



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



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



PYRIBAN (Chlorpyrifos 20% EC)



PROFENOTOX
(Profenofos 50% EC)



AIMCO- DDVP
(Dichlorvos 6% EC)



Anaconda 505 (Chlorpyrifos
50%, Cypermethrin 5 EC)

Branded
Formulations



Manufacturing Facility

AIMCO
Pesticides
Limited

Investor
Presentation



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

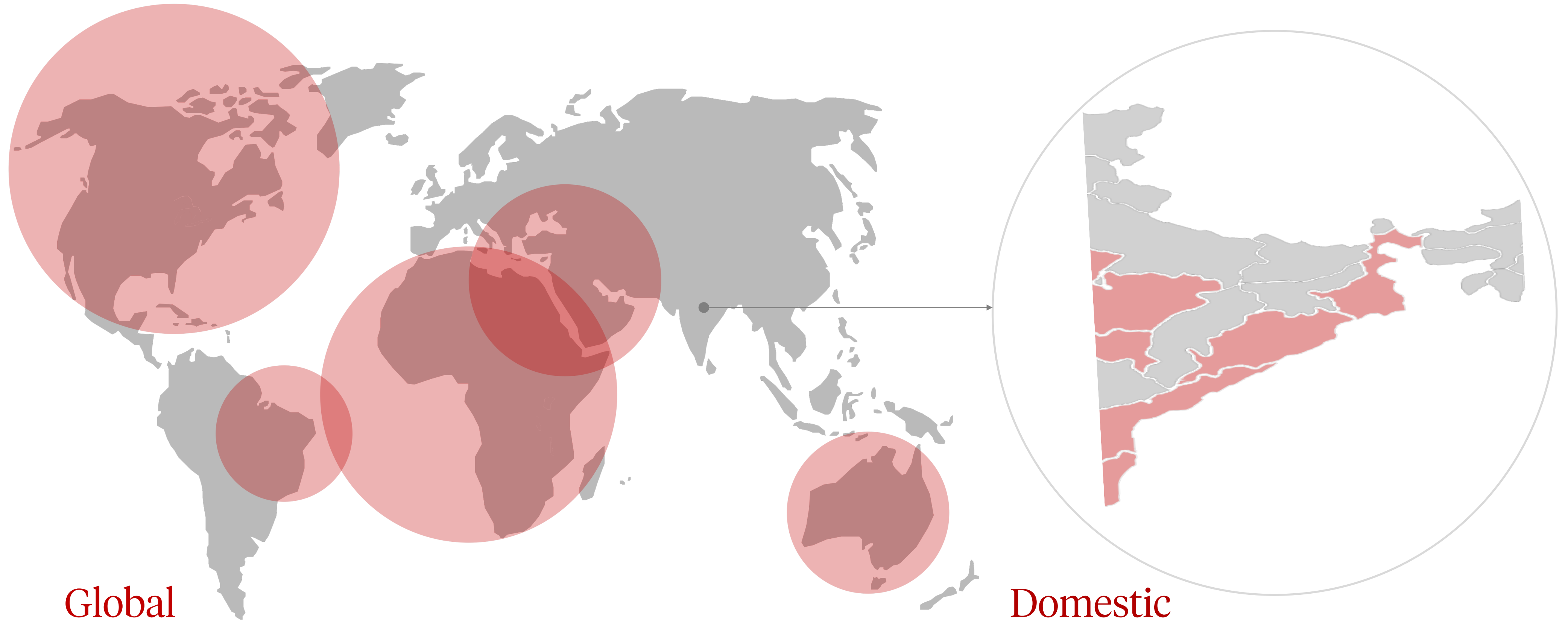
Daily Manufacturing Capacity
of Granules Formulations

**Manufacturing
Capacity**

Geographical Footprint

AIMCO
Pesticides
Limited

Investor
Presentation



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

AIMCO
Pesticides
Limited

Investor
Presentation

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.

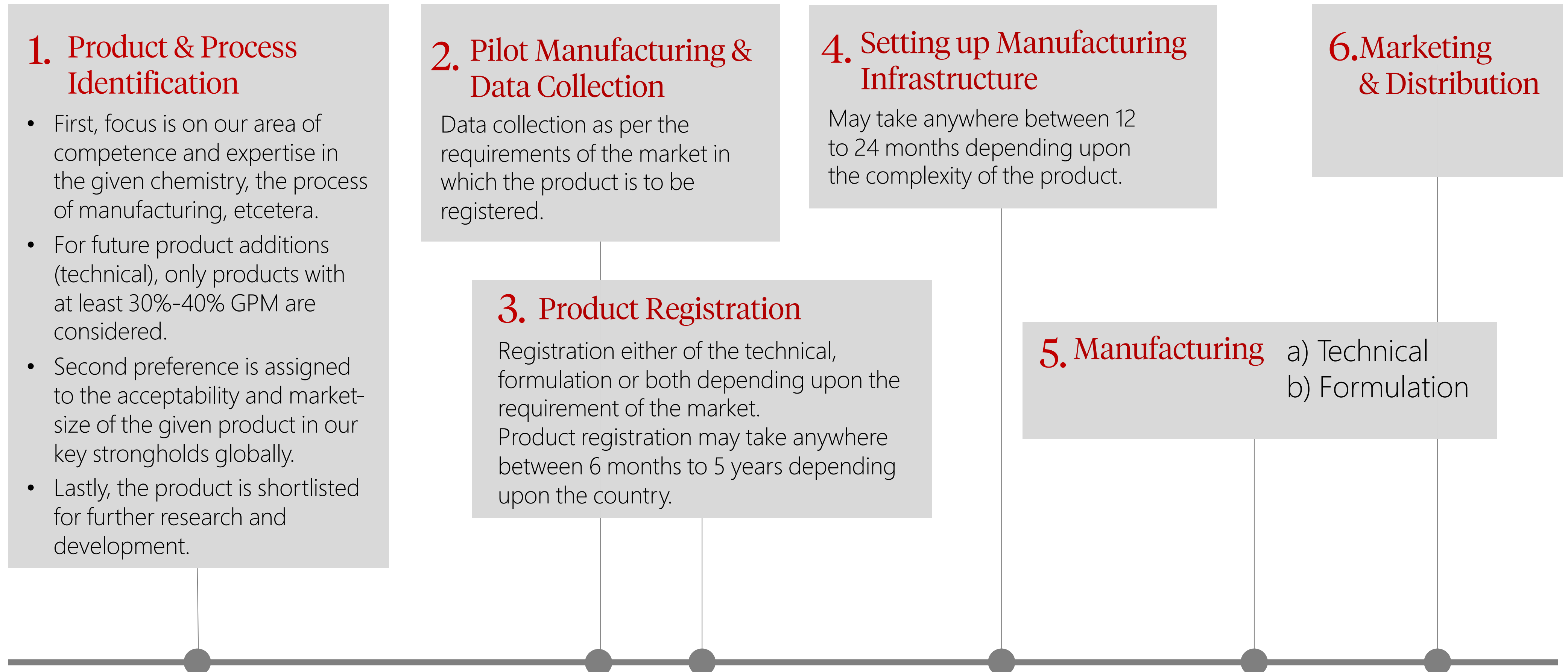
4. Setting up Manufacturing Infrastructure

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.

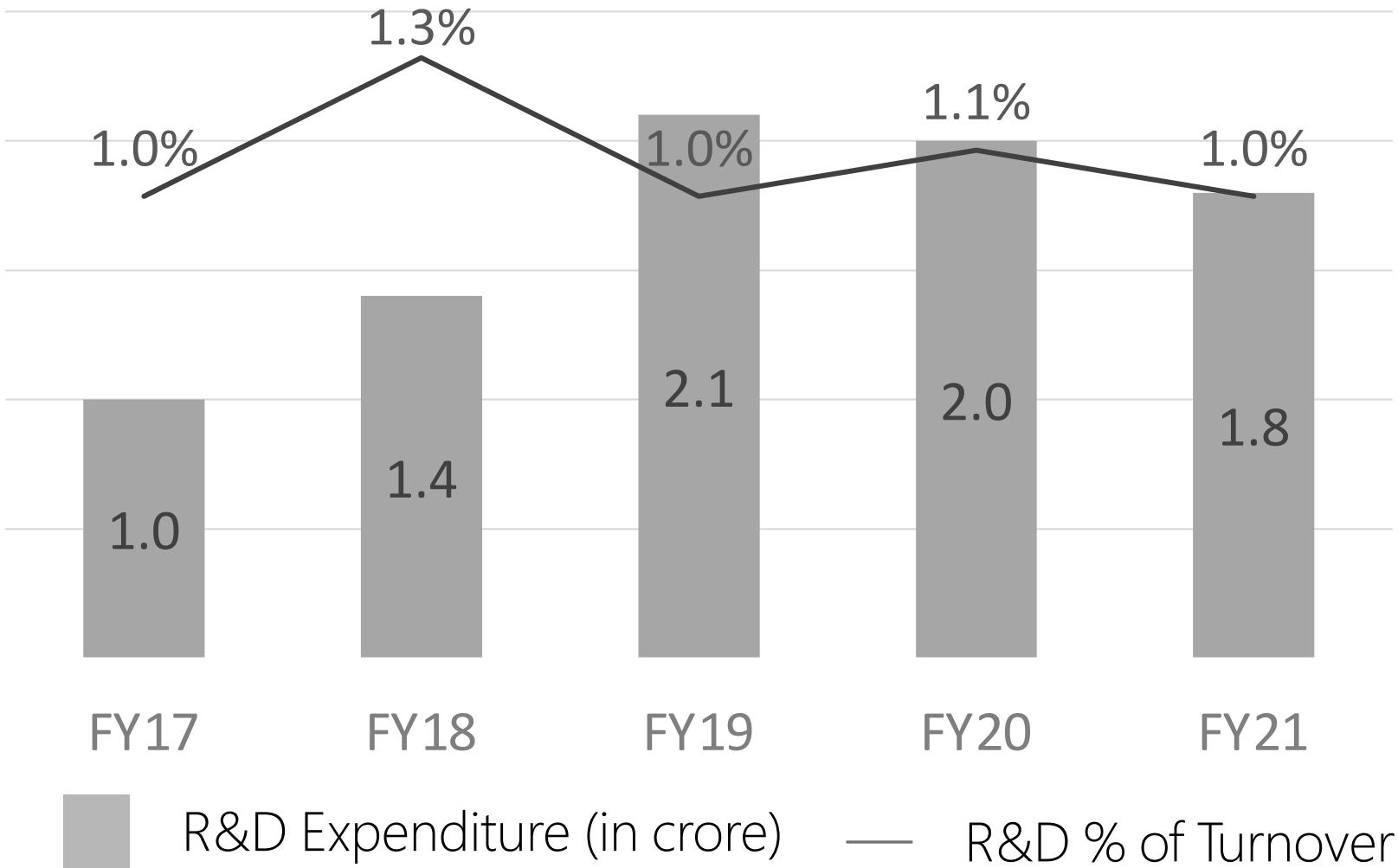
Each of Aimco’s current commercial product is developed & commercialized using in-house R&D.

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

AIMCO
Pesticides
Limited

Investor
Presentation

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

AIMCO
Pesticides
Limited

Investor
Presentation

Outlook

Existing technical products	Additions in technical portfolio	CAPEX	Branded Domestic Formulations	Profitability
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.	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.	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&D lab for NABL certification.	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.	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.



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
EBITDA %	4.9%	7.5%	6.8%	8.3%
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

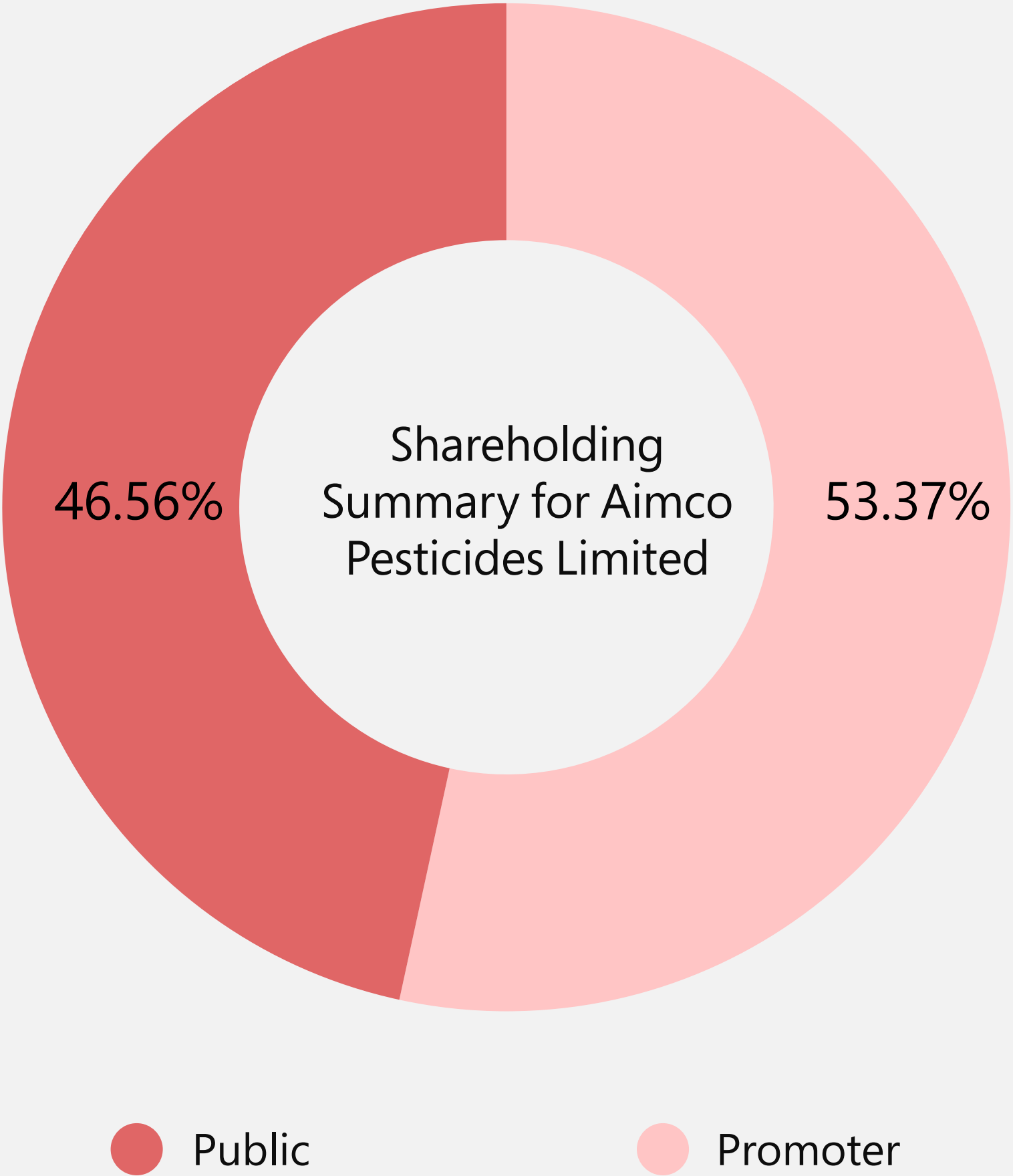


Market Statistics

Current Market Price	154.3
52 Week High/Low	183.6/82.5
Market Capitalization	147.8 Cr
Shares Outstanding	0.95 Cr
BSE Scrip Code	524288

Market Price Data as on 11th February, 2022

Shareholding Data as on 31st December, 2021



Get in Touch

Anuradha Matkar

Company Secretary & Compliance Officer

Aimco Pesticides Limited

investors@aimcopesticides.com



Sayam Pokharna

Investor Relations Advisor

TIL Advisors

sayam@theinvestmentlab.in

+91 94266 60791



Safe Harbor

AIMCO
Pesticides
Limited

Investor
Presentation

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Aimco Pesticides Limited ("the company" or "Aimco"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments. This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. This presentation may not be copied or disseminated, in whole or in part, and in any manner.

Safe
Harbor

