

# AIMCO PESTICIDES LIMITED

H. O.: "AIMCO HOUSE", 8th Road, P.B. NO. 6822, Santacruz (E), Mumbai -400 055.(India)  
Tel: +91-22-67604000 •Fax : +91-22-67604060/70  
E-mail : aimco@aimcopesticides.com • Web Site : www.aimcopesticides.com  
CIN NO. L 24210MH1987PLC044362



September 15, 2020

Ref.: APL/CO/BSE/22/2020-21

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

**Regd. Office : 81/1, 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

Q1FY21 Earnings Presentation September 2020

BSE – AIMCOPEST | 524288

Bloomberg : AIM:IN

AIMCO PESTICIDES



AIMCO

AIMCO PESTICIDES LTD.

AIMCO



# Q1FY21 Financial Statement Summary

## Consolidated Profit and Loss Summary

Rs. In Crores

Particulars	Q1FY21 (Unaudited)	Q4FY20 (Unaudited)	Q1FY20 (Unaudited)	Y-o-Y %
Revenue from Operations	43.09	32.95	62.39	-30.9%
Total Income	43.67	32.96	64.11	-31.9%
Total Operating Expenses	40.16	30.45	57.64	-30.3%
EBITDA (Excluding OI & Exceptional Items)	2.94	2.51	4.75	-38.2%
<b>EBITDA (Excluding OI &amp; Exceptional Items) %</b>	<b>6.8%</b>	<b>7.6%</b>	<b>7.6%</b>	<b>(-) 80 BPS</b>
Interest Cost	1.25	0.82	0.27	360.9%
Depreciation & Amortisation	0.53	0.76	0.62	-14.2%
Profit Before Taxes	1.16	0.92	3.86	-70.0%
Profit After Taxes	0.84	0.71	2.74	-69.4%
EPS	0.87	0.74	2.86	-69.6%

### 30.9% ▼

Q1FY21 Revenue from Operations at INR 43.09 crores as compared to INR 62.39 crores in Q1FY20

### 38.2% ▼

Q1FY21 Revenue from Operations at INR 2.94 crores as compared to INR 4.75 crores in Q1FY20

### 69.4% ▼

Q1FY21 Revenue from Operations at INR 0.83 crores as compared to INR 2.73 crores in Q1FY20

Click here to view Financial Results : <https://www.bseindia.com/xml-data/corpfiling/AttachLive/4901e131-df2d-437e-bcb1-1262b906fe3b.pdf>



# Q1FY21 Performance Discussion

## MANAGEMENT COMMENTARY

AIMCO  
Pesticides  
Limited

Investor  
Presentation

Performance  
Discussion

### Result Discussion

- Revenue from Operations for Q1FY21 stood at 43.09 crores compared to 62.38 crores in Q1FY20, registering a decline of 30.9%. Revenue from Operations for Q1FY21 suffered due to the effects of COVID-19 & Lockdown prominently concentrated in April, and completely neutralizing till the end of May. Even after the classification of Agrochemicals as an essential commodity and the beginning of production since 1st April, many challenges remained, including logistics, workforce movement, and production with a limited workforce (~10%) & capacity.
- On the profitability front, the company witnessed a compression in margins due to a sudden lockdown, causing a disturbance in production and sales activity from the last few weeks of March 2020, till the beginning of May 2020. The company continues to support its team members in these tough times. However, the company opted for a slab wise deduction in pay compensation to ensure there is no hardship on any of the

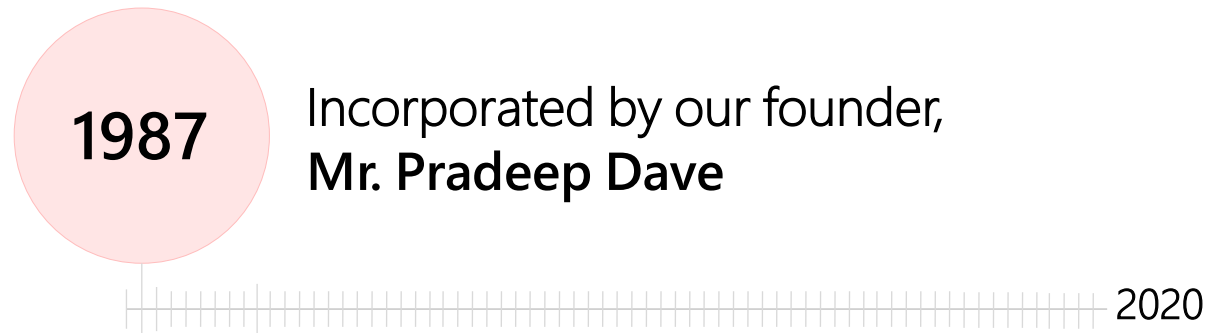
employees. Additionally, a spike in the prices of many inputs & raw materials (prominently domestic) led to depressed gross margins. EBITDA margins stood at 6.8% in Q1FY21 compared to 7.6% in Q1FY20. This was a momentary phase caused due to a demand-supply mismatch. The company was able to pass on the increase in input prices, but with a lag of 1-2 months. Additionally, the aforementioned raw materials' prices have started reverting to mean, though they are not back to the original pre-COVID prices.

### Demand Scenario

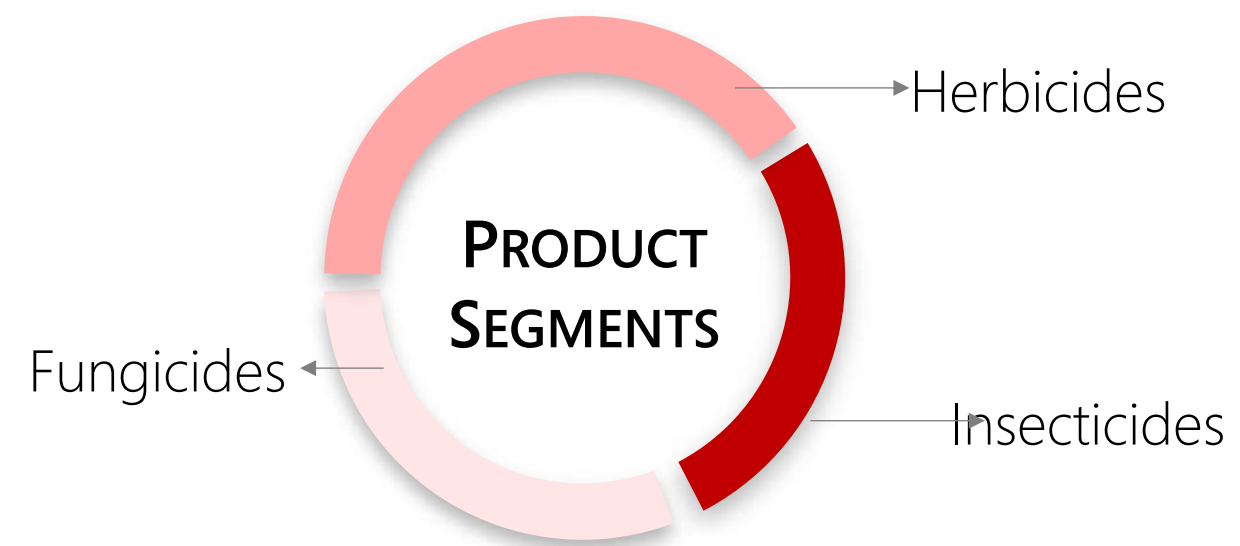
At present, the domestic demand scenario looks more healthy than exports, which is still showing signs of uncertainties in global trade and demand. In the meantime, the company has taken this opportunity to further its domestic business in both branded formulations & technical's product categories.



# Introduction



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



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



**Strong Export Presence**

Strong export presence in **~42 countries globally.**

**Government Registered 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 Agro-chemicals 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 India 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 India company to manufacture & commercialize Triclopyr technical in 2001

02

## Debt restructuring & operational turnaround

- RoCE depleted in existing investments due to entry of excessive competition in key products
- Chlorpyrifos turned unprofitable, with more than a dozen plants manufacturing it in the country
- Domestic formulations business under-stress due to severe and continuous droughts in '98-'00
- 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 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 of the company 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 FY16-19
- Established a strong footing
- Key focus on scaling manufacturing for technical grade chemicals
- Introduced Bifenthrin technical in 2017





# Corporate Ethos

AIMCO  
Pesticides  
Limited

Investor  
Presentation

Company  
Ethos

## Mission

To **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.





# 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



**AIMCO PESTICIDES LTD.**  
**HEAD OFFICE**  
AIMCO HOUSE,  
8 TH ROAD SANTACRUZ (EAST)  
MUMBAI 400055 (INDIA)  
**REGD. OFFICE**  
B-1-1, M.I.D.C. INDUSTRIAL AREA,  
LOTE PARSHURAM, TAL-KHED,  
DIST-RATNAGIRI 415722  
MAHARASHTRA

AIMCO PESTICIDES  
AIMCO  
AIMCO PESTICIDES  
AIMCO

YOU ARE UNDER CCTV SURVEILLANCE  
आपका सारा काम कॅमेरे के अगले आंखों में है

AIMCO PESTICIDES LTD.  
PLANT LAYOUT INDEX

SECURITY

NOTICE  
CELL PHONES PROHIBITED

SMOKE PROHIBITED

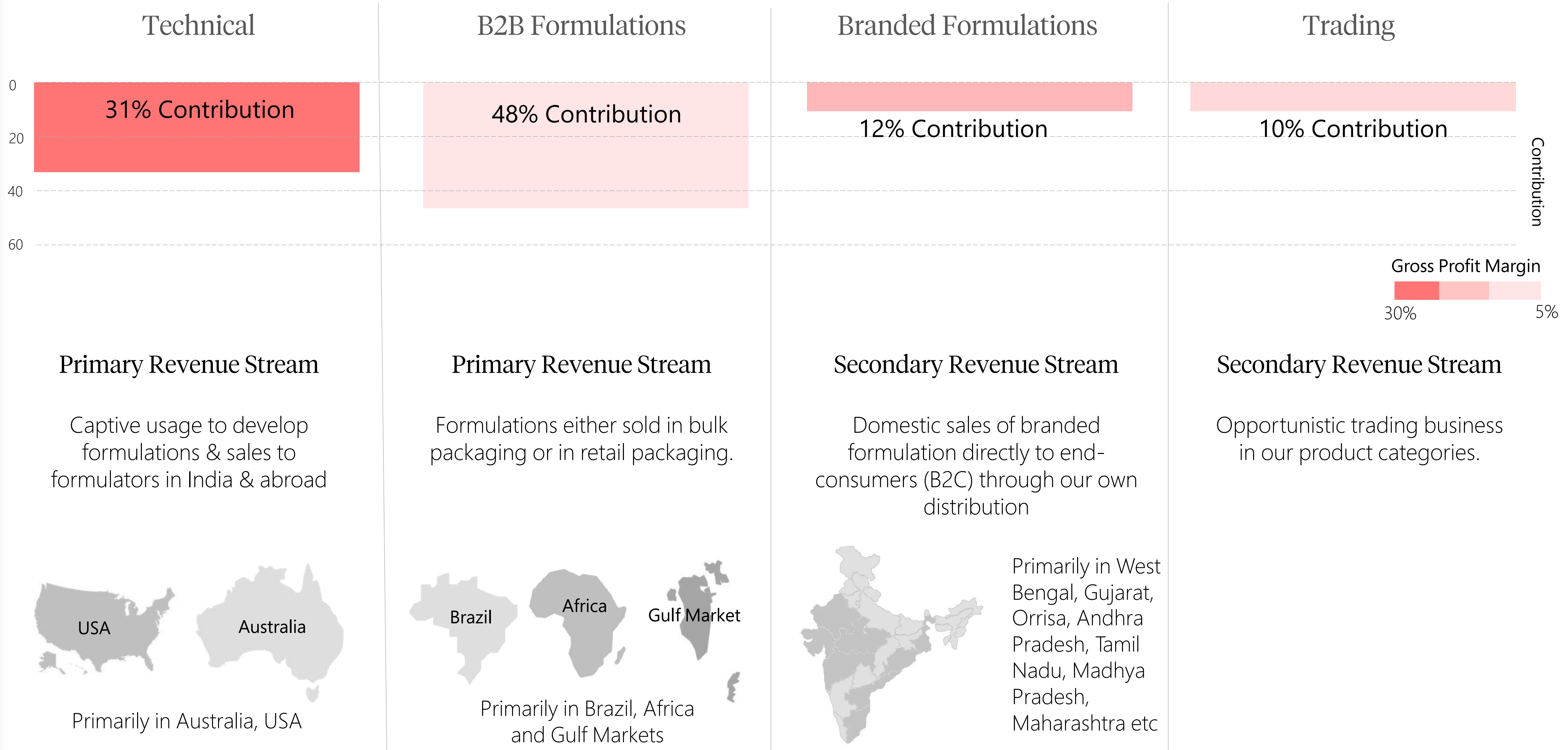


# Business Segments

AIMCO Pesticides Limited

Investor Presentation

Business Segments



\*% contribution of FY20



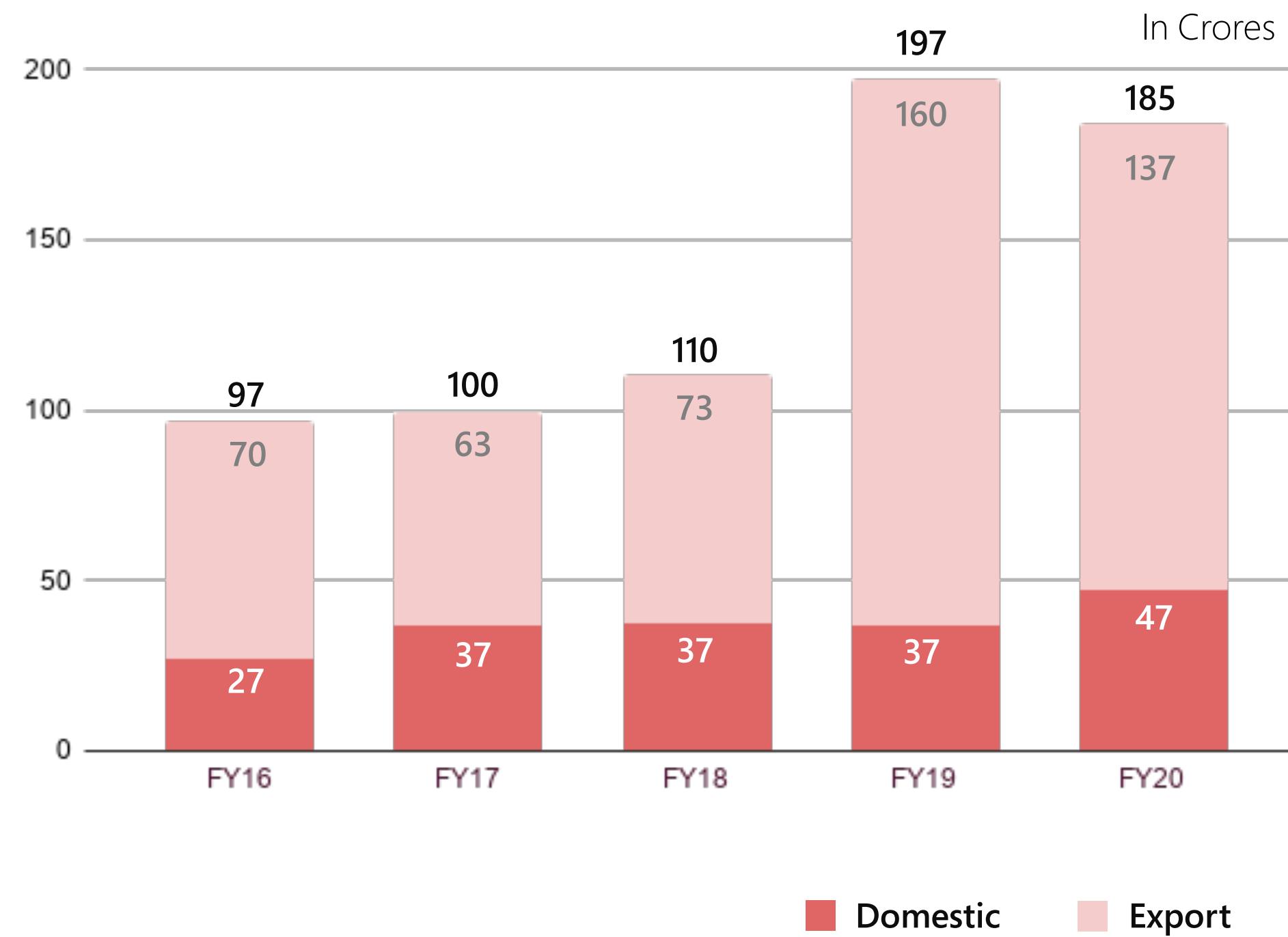
# Revenue Mix

AIMCO  
Pesticides  
Limited

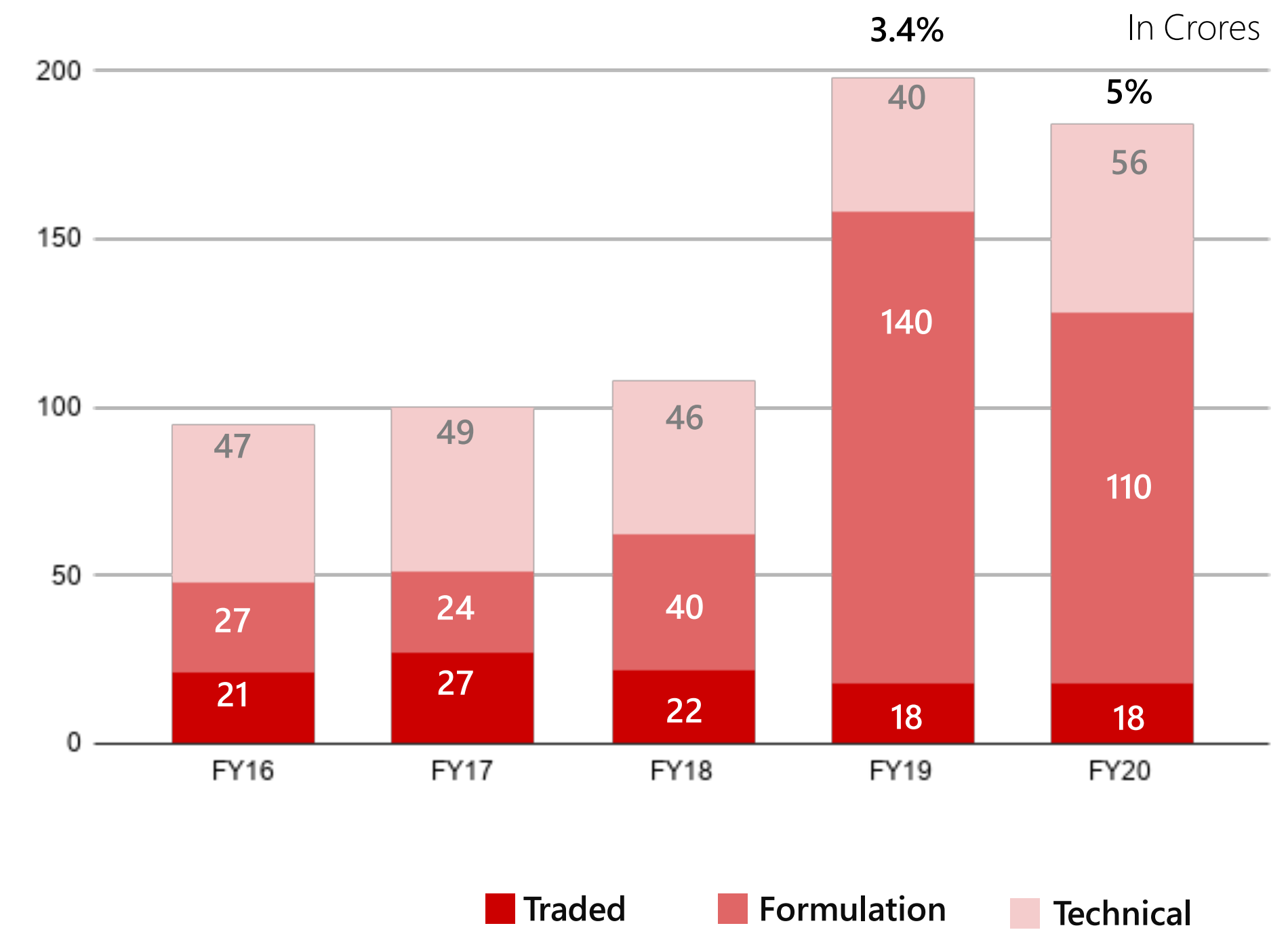
Investor  
Presentation

Revenue  
Mix

## Geography Wise



## Product Category Wise



\* Figures Rounded Off

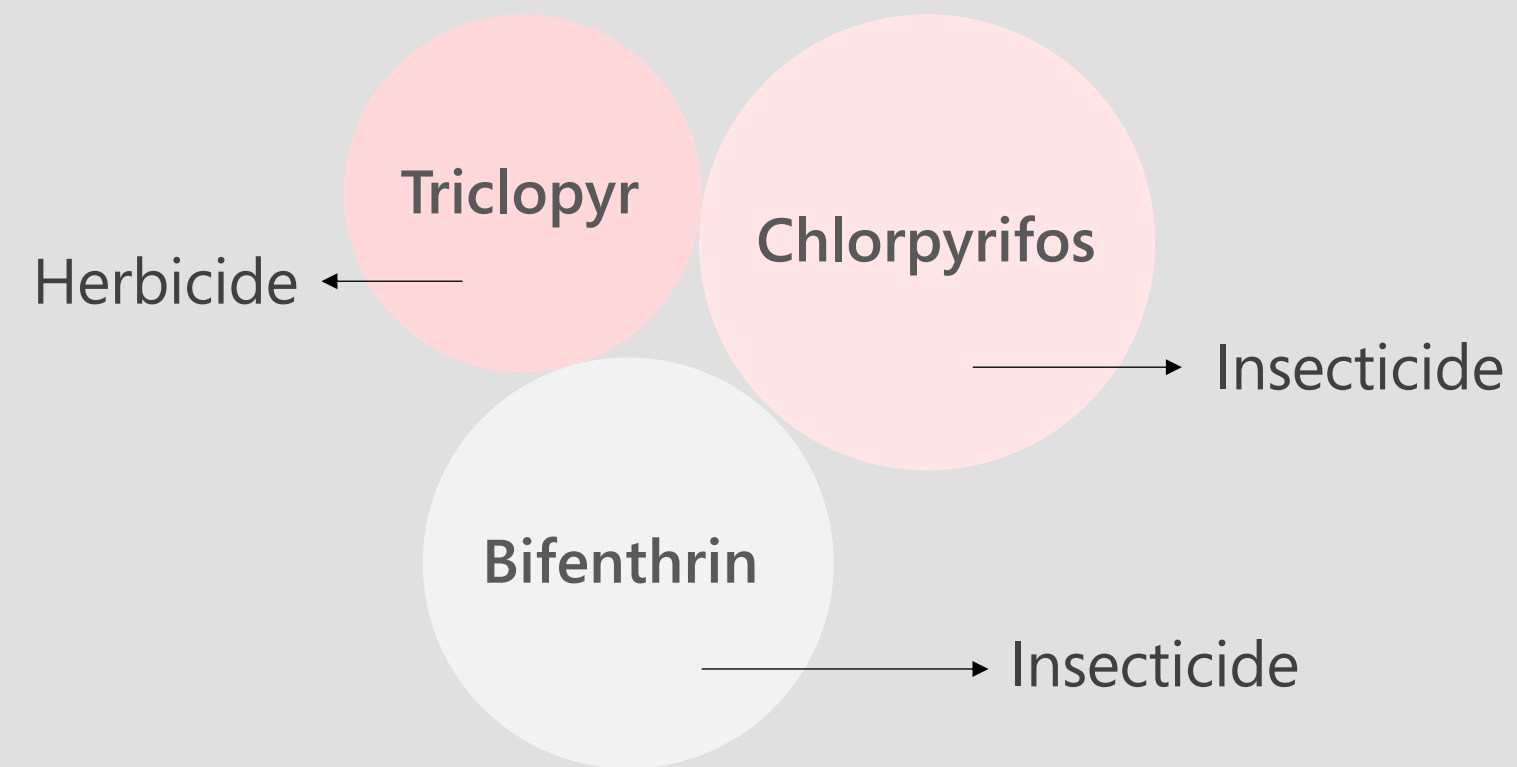
# TECHNICAL



## 11 Technical Manufactured

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

### Key Technical Grade Chemicals Manufactured

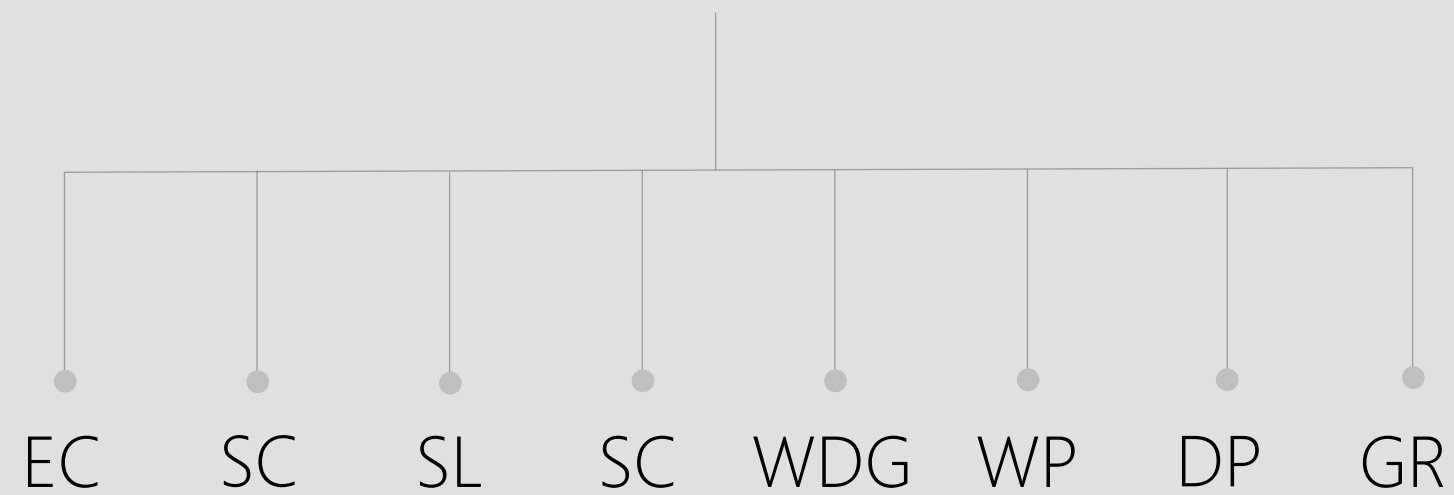


# FORMULATIONS

## 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

AIMCO  
Pesticides  
Limited

Investor  
Presentation

## 200+ SKU's



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

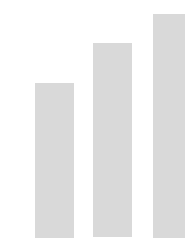
### Top Selling Brands

- 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**

Domestic  
Branded  
Business



# 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



● Lote Parshuram,  
Ratnagiri

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

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

Manufacturing both technical grade chemicals and formulations.

**~250** Personnel

**Total capacity to manufacture & current utilization**



Manufacturing  
Facility





# Largest Triclopyr manufacturing capacity in India and Number 3 globally.

AIMCO  
Pesticides  
Limited

Investor  
Presentation



**3000** Tones

Annual Capacity of  
Technical Products

**20** kl

Daily Manufacturing Capacity  
of Liquid Formulations

**20** Tones

Daily Manufacturing Capacity  
of Granules Formulations

# Manufacturing Capacity

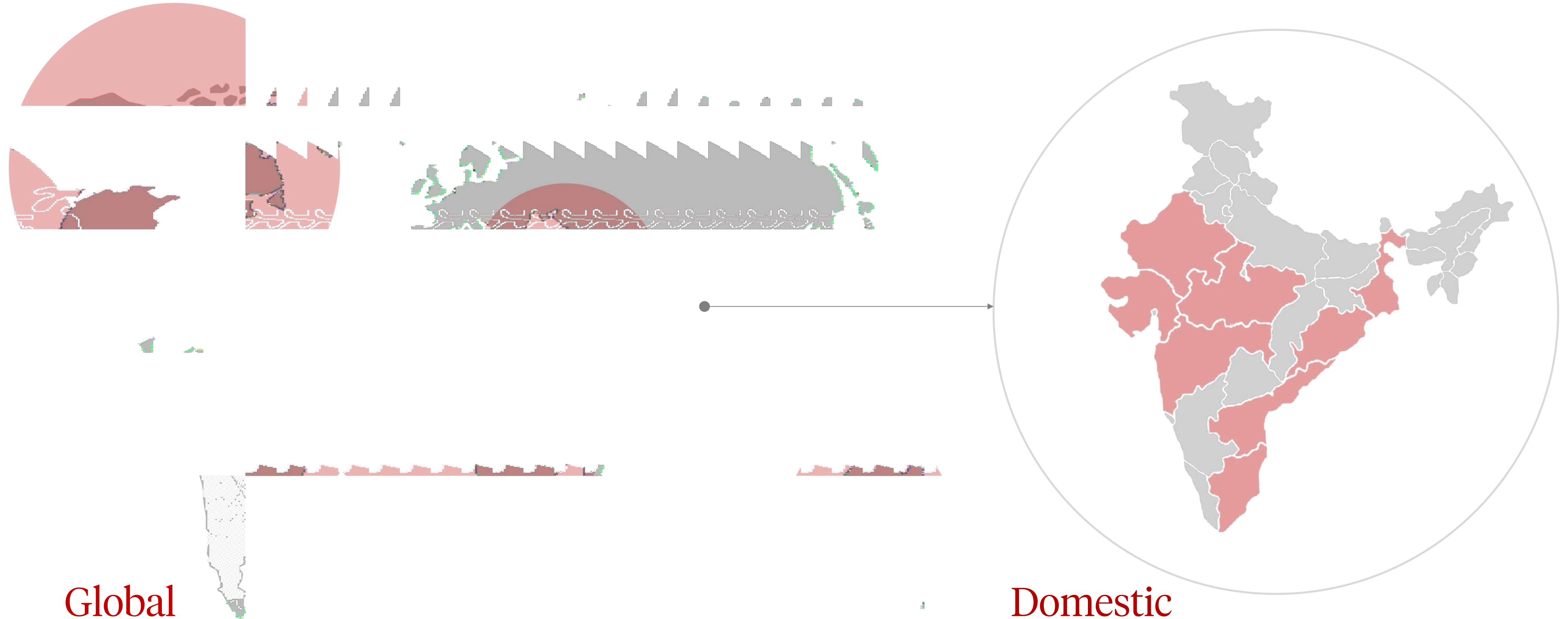




# Geographical Footprint

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 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.

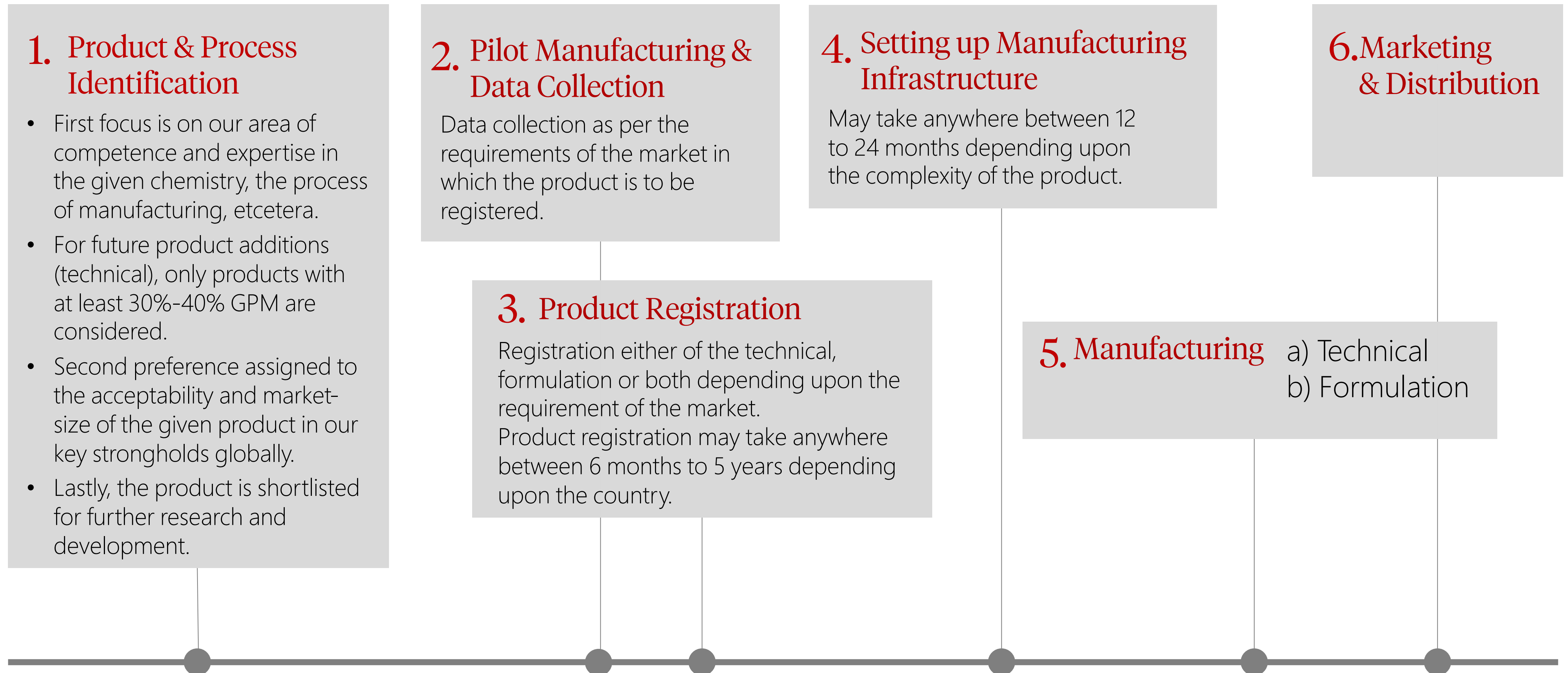
## 4. Setting up Manufacturing Infrastructure

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.

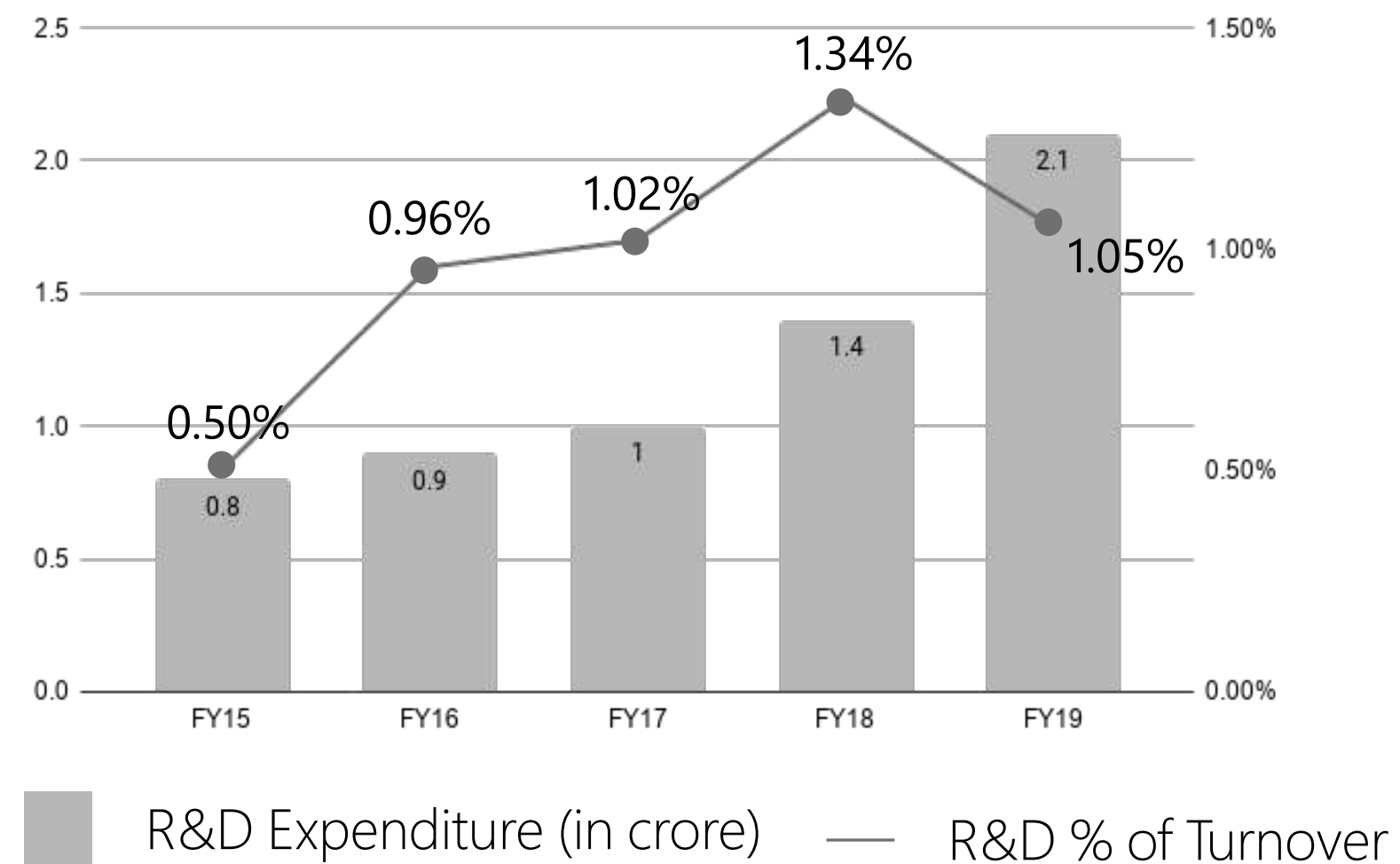
**Each of Aimco's current commercial product is developed & commercialized using in-house R&D.**

## 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

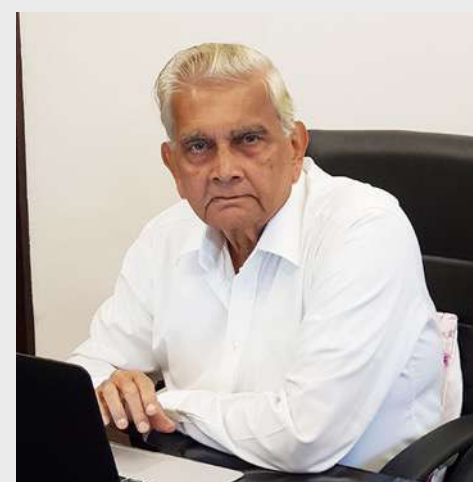
- Process development
- Technology to manufacture off patented products
- Process efficiency, higher productivity and cost reductions
- Product development
- Customized formulations



# Management Team

AIMCO  
Pesticides  
Limited

Investor  
Presentation



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

B.Sc. (Chemistry) from MU

Serves as the President of Pesticides Manufacturers & Formulators Association of India (PMFAI) for 23+ years

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

Under his leadership APL became first Indian co. to mf. Chlorpyrifos & Triclopyr technical



**Mr. Elizabeth Srivastav**  
Managing Director

Qualified in M.Sc. In Bio Chemistry from MU

Associated with the company from (year) and appointed as Managing Director in 2013

More than 30 years of experience in Agro Chemicals 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 last decade.

Production, Product Development, 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

Management  
Team





# Board of Director's

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. Mayoer 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.

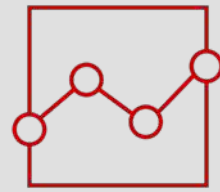




# Aimco Going Forward







## 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) Chemicals 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
<p>We will be focusing on ramping up production, and if necessary capacity, for remunerative products like Bifenthrin in the FY2020-21.</p> <p>The idea is to invest incremental capital only towards margin assertive products, even in our existing portfolio.</p>	<p>There are a few products under development in various categories such as Herbicides, Insecticides, and Plant Growth Regulators (PGR). The company is certain of commercializing at least one key product in FY2021-22.</p>	<p>The company has certain planned capital expenditure for FY2020-21 towards a) Effluent Treatment Plant facility and b) upgradation, automation, and replacement of equipment.</p>	<p>The company is undertaking a steady but very cautious growth in this segment. However, external tailwinds that are expected to last this year will give a boost to this business in FY2020-21. At present, we are receiving good response in this business segment.</p>	<p>Due to reasons communicated, earlier in this presentation, among other factors, we are expecting a healthy improvement in the profitability margins of FY2020-21.</p>





# Financial Statements and Market Statistics





# Financial Statement Summary

## Consolidated Profit & Loss Summary

Rs. In Crores

Particulars	FY2020	FY2019	FY2018	FY2017
Revenue from Operations	185.24	197.25	110.19	102.47
Total Income	188.99	203.98	115.42	104.50
Total Operating Expenses	171.34	183.85	100.99	89.95
EBITDA	13.89	13.40	9.20	12.52
<b>EBITDA %</b>	<b>7.5%</b>	<b>6.8%</b>	<b>8.3%</b>	<b>12.2%</b>
Interest Cost	1.99	0.63	0.31	0.25
Depreciation and Amortisation	2.66	1.73	0.98	0.60
Profit Before Taxes	9.24	11.04	7.91	11.67
Profit After Taxes	6.65	7.72	4.98	11.34
EPS	6.94	8.05	5.33	12.28





# Financial Statement Summary

## Consolidated Balance Sheet Summary

Rs. In Crores

Particulars	FY2020	FY2019	FY2018	FY2017
Shareholder's Fund	38.66	35.09	28.69	18.16
Non Current Liabilities	4.44	2.25	1.43	1.42
Current Liabilities	87.05	63.02	39.90	39.73
Total	130.15	100.36	70.02	59.31
Non Current Assets	24.73	21.06	17.62	19.31
Current Assets	105.42	79.30	52.40	40.00
Total	130.15	100.36	70.02	59.31





# Financial Statement Summary

## Consolidated Cash Flow Summary

Rs. In Crores

Particulars	FY2020	FY2019	FY2018	FY2017
Operating profit/(loss) before working capital changes	14.09	15.18	8.54	12.11
Net Cash (used in)/generated from operating activities	3.52	14.34	4.25	6.81
Net Cash (used in)/generated from investing activities	-5.07	-6.46	-3.16	-8.89
Net Cash (used in)/generated from financing activities	3.98	-1.78	0.34	0.00
Net Increase/(decrease) in cash and cash equivalents	2.13	1.74	1.43	-2.08
Cash and Cash equivalents at the beginning of the year	3.58	1.84	0.41	2.48
Cash and Cash Equivalents at the end of the year	5.71	3.58	1.84	0.40





# Market Statistics

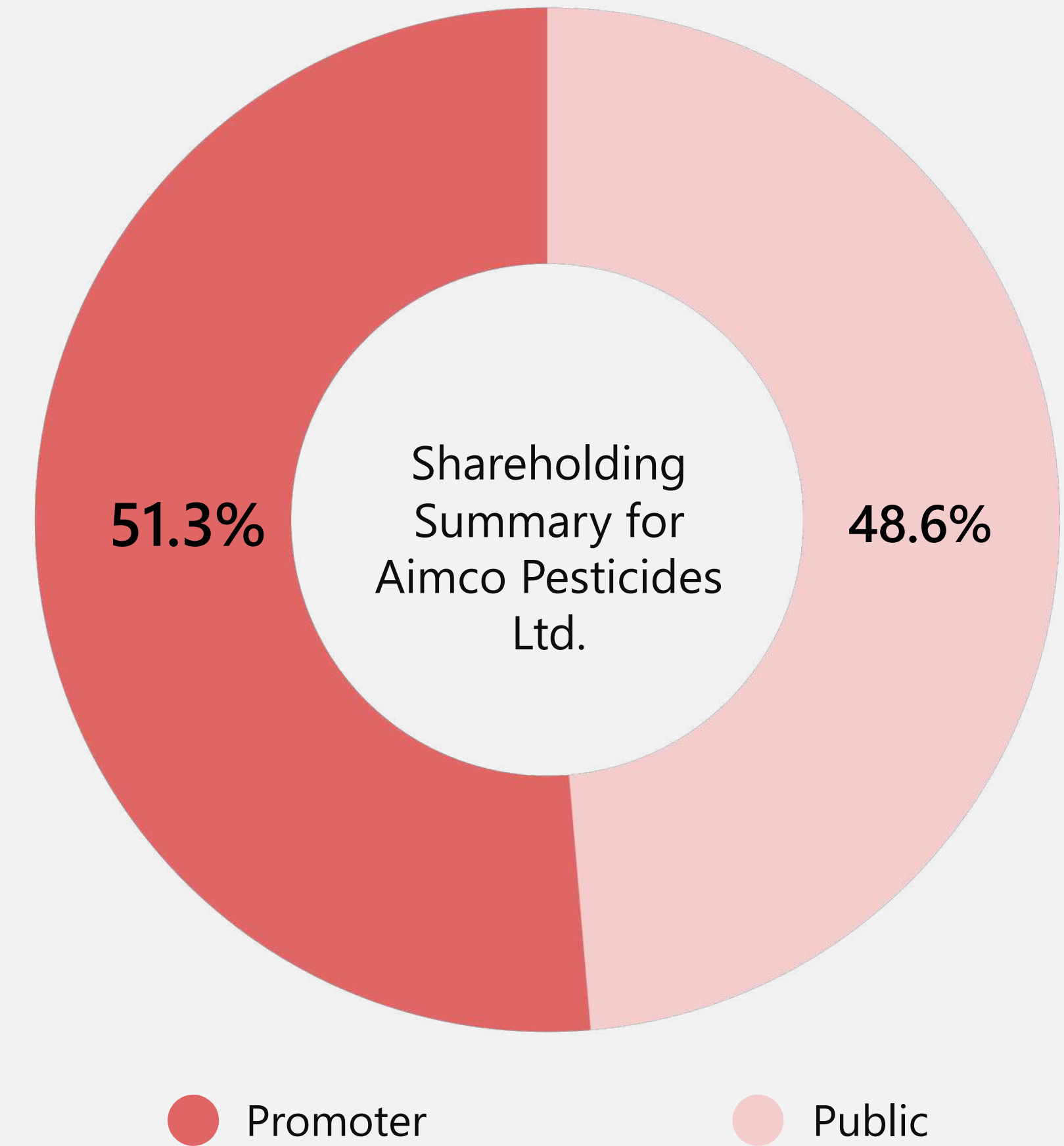
AIMCO  
Pesticides  
Limited

Investor  
Presentation

Current Market Price	65.85
52 Week High/Low	141.00/32.40
Market Capitalization	62.55 Cr
Shares Outstanding	0.95 Cr
BSE Scrip Code	524288

Market Price Data as on 20th July, 2020

Market  
Statistics





# Get in Touch

AIMCO  
Pesticides  
Limited

Investor  
Presentation

**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)



Get in  
Touch





# Safe Harbor

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.

