



# MOVING UP THE LADDER IN WHITE REVOLUTION

AJOONI BIOTECH LIMITED

Investor Presentation



Ajooni biotech Ltd.  
*(Veterinary Health Care Solutions)*

# KEY HIGHLIGHTS



# KEY BUSINESS UPDATES

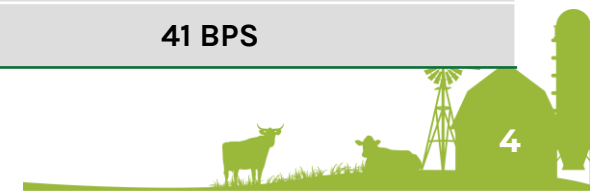
- Received Repeat Export Order from Avon Animal Health, Bangladesh (One of the leading company of Bangladesh) delivering high-quality animal health products and educating farmers on their efficacy.
- Participated in two major expo:
  1. National Goat fair and Agro industrial Exhibition in Uttar Pradesh and got the 2nd Award by Prof. S P Singh Baghal (Honourable State Minister of Fisheries, Animal Husbandry and Dairy of Government of India).
  2. National Dairy and Agro Expo at Topriya (Rajasthan).
- Signed an MOU with well established organization the Unati Agri-allied & Marketing Multi State Cooperative Society Limited (UAMMCL) for 5 states of North India which aims to enhance PURE VEG. Cattle feed business through forward and backward integration, encompassing Raw Material Supply, Warehousing, Storage, Consumer Connectivity & Research and Development within the operational area.
- Received an order from India's top 10 dairy supplier ₹ 4.95 crore and shown interest in purchasing the PURE VEG. Cattle Feed. It is a regular repeat order.
- Received a monthly repeat order from one of the largest South India based Dairy Supplier.
- Entered in Gujrat market for supply of PURE VEG. Cattle Feed and the first order has successfully been delivered to Shree Goga Maharaj Gir Gaushala.
- Received BIS Certification and ISI Mark for Mineral Mixture.
- Field Trials for Moringa to validate cultivation process.

# Q2 FY25 PROFIT & LOSS STATEMENT



ALL FIGURES ARE IN ₹ CRORES

PARTICULARS	Q2 FY25	Q2 FY24	YOY%
Net Sales	25.72	19.48	
Other Income	0.31	0.29	
<b>Total Income</b>	<b>26.03</b>	<b>19.77</b>	<b>31.69%</b>
<b>Operating Expenses</b>			
Raw Material costs	22.57	17.60	
Employee Cost	0.70	0.51	
Other Expenses	1.69	0.74	
<b>Total Expenditure</b>	<b>24.95</b>	<b>18.84</b>	
<b>EBIDTA</b>	<b>1.08</b>	<b>0.93</b>	<b>16.54%</b>
<b>EBIDTA(%)</b>	<b>4.15%</b>	<b>4.68%</b>	<b>-54 BPS</b>
Interest	0.06	0.19	
Depreciation	0.23	0.21	
<b>PBT</b>	<b>0.79</b>	<b>0.52</b>	
TAX Expense	0.18	0.13	
<b>Net Profit</b>	<b>0.62</b>	<b>0.39</b>	<b>58.98%</b>
<b>NPM(%)</b>	<b>2.36%</b>	<b>1.96%</b>	<b>41 BPS</b>



# H1 FY25 PROFIT & LOSS STATEMENT

ALL FIGURES ARE IN ₹ CRORES

PARTICULARS	H1 FY25	H1 FY24	YOY%
Net Sales	51.38	40.48	
Other Income	0.35	0.36	
<b>Total Income</b>	<b>51.73</b>	<b>40.84</b>	<b>26.65%</b>
<b>Operating Expenses</b>			
Raw Material costs	45.04	36.43	
Employee Cost	1.28	1.05	
Other Expenses	3.34	1.70	
<b>Total Expenditure</b>	<b>49.65</b>	<b>39.18</b>	
<b>EBIDTA</b>	<b>2.08</b>	<b>1.66</b>	<b>24.97%</b>
<b>EBIDTA(%)</b>	<b>4.02%</b>	<b>4.07%</b>	<b>-5 BPS</b>
Interest	0.21	0.33	
Depreciation	0.45	0.42	
<b>PBT</b>	<b>1.42</b>	<b>0.92</b>	
TAX Expense	0.14	0.11	
<b>Net Profit</b>	<b>1.28</b>	<b>0.81</b>	<b>58.59%</b>
<b>NPM(%)</b>	<b>2.47%</b>	<b>1.97%</b>	<b>50 BPS</b>

# COMPANY OVERVIEW







# AJOONI @ GLANCE



Established in 2010 Ajooni Biotech Limited (Ajooni, ABL) is one of the leading PURE VEG. animal health care solutions company dedicated to improving the productivity of Dairy farmers and sustainably increase livestock yields.

Ajooni is one of the among leading players in the Compounded PURE VEG. Animal Feed & PURE VEG. feed supplements in India & its portfolio offers a wide range of Quality Cattle feed, Cattle feed Chips, Camel Feed, Cotton Oil Cake, Mustard Oil Cake & wide range of Feed supplements to cover the entire life-cycle of an animal.

The Company is among main suppliers to leading companies like Mother Dairy, Paras Dairy, Saahaj Dairy, Banas Dairy & National Dairy Services

The Company is Registered with Department of Dairy Development, Govt of Punjab (India) & India's first GMP certified Cattle feed company with ISO 9001-2015 (The Quality Management System) ISO 14001:2015 (Environment Management System), ISO-45001:2018 (Occupational Health & Safety Management System). The company is registered with Bureau of Indian Standards ( BIS) & manufacturing ISI Mark Animal feed.

India's First PURE VEG. Cattle Feed company to have ZED Gold process under PM's - Make In India Initiative.

India's First PURE VEG. Cattle Feed Supplement company to have MSME Competitive (Lean) Scheme (MCLS) Certification

Other than Ajooni there are very few companies in the organized listed space which is into PURE VEG. cattle feed & supplement feed in India.



# KEY FACTS & FIGURES



Years of Experience  
**14**



Warehouse Size  
**40,000** Sq Ft



PURE VEG.  
Animal Feed Capacity  
**57,000** MTPA



**CAGR** (FY20 - FY24)  
Revenue: **15.47%**  
EBITDA: **30.96%**



Working with more than  
**12,000** Farmers



**FY24**  
Revenue: **82.3** Cr  
EBITDA: **4.43** Cr  
PAT: **2.17** Cr



Manufacturing  
Units  
**3**



Dry Powder  
Supplement Capacity  
**3,000** MTPA



Supplement Capacity  
**55** Lakhs Liters



Domestic Presence  
**13** States



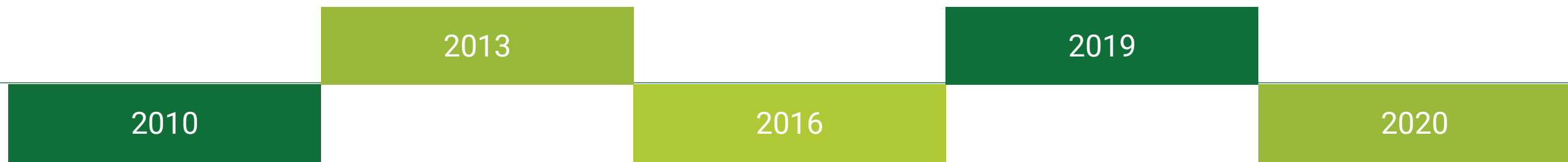
International Presence  
**3** Countries







# KEY MILESTONES & ACCOMPLISHMENTS SINCE INCEPTION



Foundation of Company

Formed a Joint Venture with Patanjali Gramodhyog Nyas to establish a PURE VEG. cattle feed supplement unit with an annual capacity of **12,000 MT.**

Entered Contractual agreement with Mother Dairy, VRS Food & Saahaj Milk Producers Ltd for the supply of PURE VEG. Cattlefeed supplement.

Installed new Semi Automatic PURE VEG. Cattle feed supplement manufacturing plant with Annual Capacity of **15,000 MT.**

- Finalized an agreement with IFFCO Kisan for the provision of PURE VEG. cattle feed supplements.
- Few Company in India to be Registered with the Bureau of Indian Standards for manufacturing ISI-marked PURE VEG. cattle feed supplements.
- Installed new fully Automatic PLC operated PURE VEG. cattle feed plant with annually capacity of **30,000 MT PURE VEG. cattle feed.**



# KEY MILESTONES & ACCOMPLISHMENTS SINCE INCEPTION

In May 2021. Company migrated to Mainboard NSE platform.

- First PURE VEG. Cattle feed Company of India to Receive ZED Gold certification from Government of India
- Acquired land & built a 35,000 square foot warehouse dedicated to storing raw materials..
- 1st export order of PURE VEG. cattle feed supplements to Nepal has been officially initiated..

2021

2023

2022

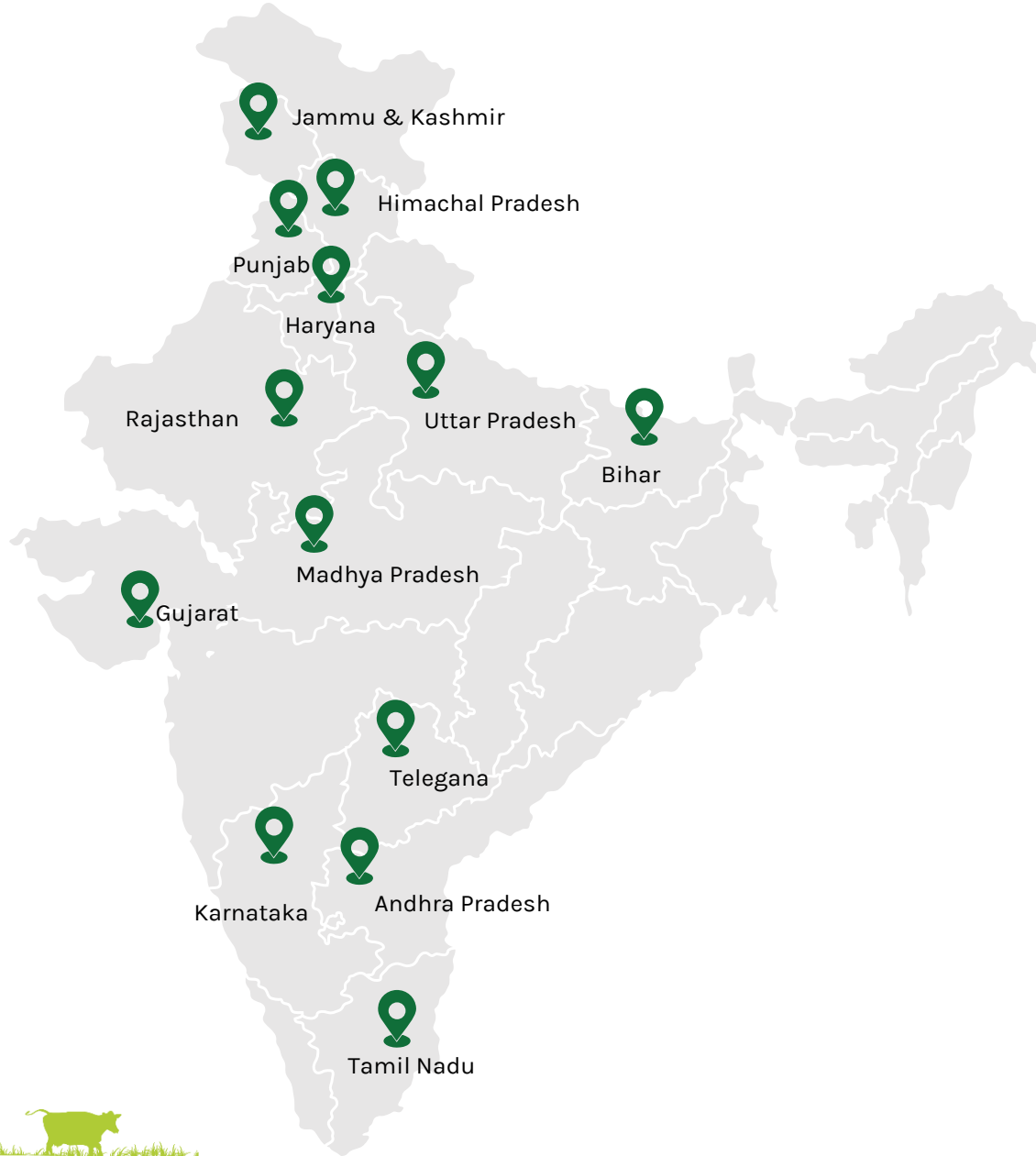
2024

- New plant of PURE VEG. Feed Supplement in Saharanpur, Uttar Pradesh.
- Exclusive agreement with IFFCO KISAN for supply of PURE VEG. Feed Supplement on Pan-India through IFFCO Kisan marketing channel.

- Launched own brand of Ajooni in 3 states (Punjab, Rajasthan & UP) for PURE VEG. Cattle feed & PURE VEG. Animal feed supplements.
- Another export order of PURE VEG. cattle feed supplements to Bangladesh has been officially initiated.
- PURE VEG. Cattle feed company in India to receive ISO Certification ISO 9001, ISO 14001 & ISO 45001
- Purchased 87,000 sq. ft. land for Expansion at G.T. Road Khanna, Punjab adjoining existing plant.
- Partnership with UAMMCL.



# GEOGRAPHICAL PRESENCE



Other than Ajooni there are very few companies in the organized listed space which is into PURE VEG. cattle feed & supplement feed in India.

## Domestic Presence

- Jammu & Kashmir
- Himachal Pradesh
- Punjab
- Haryana
- Rajasthan
- Uttar Pradesh
- Gujrat
- Bihar
- Madhya Pradesh
- Telegana
- Andhra Pradesh
- Karnataka
- Tamil Nadu

Strategic Network Delivers Excellence Nationwide & Company has presence in International market in Nepal, Bangladesh, Sri Lanka & now planning to Export to other Asian countries.

Current Dealers & Distributors Network is 100 & expected to reach 300 by end of Year 2025 for own brand Pan India



# STRATEGICALLY SITUATED MANUFACTURING FACILITY



- Plant, situated in Khanna, benefits from its location in Asia's largest grain market, ensuring easy access to high-quality raw materials.
- Company boasts a BIS-approved, state-of-the-art in-house laboratory equipped with modern testing & validation facilities.
- Company's in-house ultra modern testing & validation laboratories feature state-of-the-art equipment enabling rigorous quality control.
- Experienced technical team provides round-the-clock doctor support to farmers, leveraging over 40 years of expertise.
- With raw materials stored in hygienic & controlled environments, & operations conducted in a fully automated manufacturing plant with minimal labor intervention, company ensure optimal product quality & efficiency.

PURE VEG. Animal Feed Installed Capacity - 57,000 MTPA

In process of capacity expansion for PURE VEG. Cattle Feed & PURE VEG. Supplement Feed by another - 70,000 MTPA



# KEY CUSTOMERS



Ajooni is renowned for its punctual & flawless product delivery facilitated by its highly efficient logistics department.

Ajooni has a robust contract manufacturing footprint & serves as a preferred partner for prominent corporate clients.

Company operates its own fleet of trucks equipped with state-of-the-art GPS systems to monitor truck movements closely.

The company is using IKSL network to enter in to new domestic markets & increasing presence in existing market.

Company has built a proven track record of fostering enduring & mutually beneficial relationships with esteemed milk societies & milk processing companies.

The Company is increasingly working on higher margin supplements products with higher margins.

Forming business association & strategic partnership with leading brands in the Indian market for the supply of PURE VEG. feed & PURE VEG. feed supplements positioning the company as the preferred choice for multinational companies seeking trusted strategic partners for contract manufacturing.



# WHAT DRIVES US



## VISION

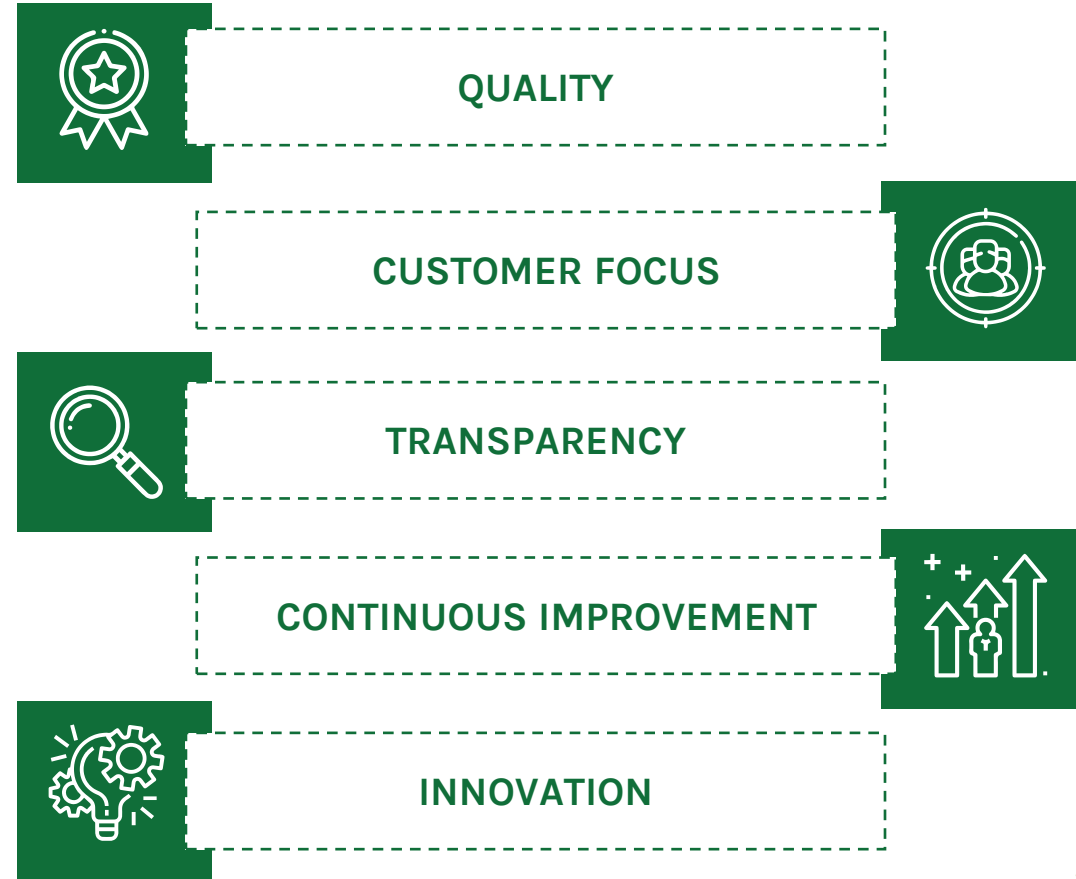
To become “World's best PURE VEG. animal health care solution company.”



## MISSION

- To provide added-value to livestock farmers & consumers through the guiding principles of quality, innovation & sustainability
- To develop cost-effective solutions to improve animal productivity & milk yield
- To endeavor to attain a position of leadership in the field of PURE VEG. animal feed
- To provide products & services of high- and consistent-quality products & ensuring value for money to our customers

## AJOONI'S VALUE CREATION







# WHAT SET US APART AS AN ORGANISED PLAYER





# ASSURANCE OF QUALITY

Ajooni Is First Indian PURE VEG. Feed Company Having MSME Competitive (Lean) Scheme (MCLS) Certification Under Pm's - Make In India Initiative



Directorate of Dairy Development, Punjab



Department of Industries - MSME unit



ISO-9001



Trademark Registration



ISO-14001



Bureau of Indian Standards - ISI mark



Z E D GOLD Certification



Good Manufacturing Practice (GMP)



NSIC registration (in process)



ISO-45001

 India's First PURE VEG. Cattle Feed Supplement Company Having ZED Gold Certification



# AWARDS & RECOGNITION



**Award of MOFPI:  
Best Animal Healthcare  
Products**



**Bureau of Indian Standard**



**PTC Award (Extra Ordinary  
Services to Dairy Sector)**



**Knowledge Chamber of Commerce &  
Industry: ( Progressive Animal  
Healthcare Solution Company)**



**Chamber of Industrial & Commercial  
undertaking:  
( 1st ZED Gold Company in Cattle Feed  
in India)**



# AFFILIATION



Confederation of Indian Industry



Compound Livestock Feed Manufacture's Association of India



Chamber of Industrial & Commercial Undertaking



KCCI – Knowledge Chamber of Commerce and Industry.



# RECEIVED PRESTIGIOUS AWARDS FROM NATION'S KEY FIGURES



# MANAGEMENT OVERVIEW





# EXPERIENCED LEADERSHIP TEAM



## MR. GURMEET SINGH BHATIA (Founder & Promoter)

Mr. Gurmeet Singh Bhatia, founder & promoter of Ajooni Biotech Limited, boasts a career spanning over 40 years, marked by a strategic mindset and a results-oriented approach. His leadership has been pivotal in expanding business operations across diverse territories and regions, driving revenue growth and market penetration. Mr. Bhatia's adeptness in developing and executing business plans aligned with organizational objectives has been instrumental in navigating complex landscapes and capitalizing on emerging technologies. With expertise spanning sectors like Security Printing, Renewable Energy, Agri-Biotechnology, Vet-Pharma, and animal healthcare, he has effectively utilized his skills in finance, marketing, human relations, and operations to deliver results consistently. Mr. Bhatia believes that passion, patience, persistence, and perseverance form an unbeatable combination for success.

### Awards & Recognitions:

- **National Awards:** "NATIONAL AWARDS" by Ministry of MSME-Govt. of India for two years in 2000 and 2003.
- **President of India Award:** Dr. A.P.J. Abdul Kalam, the then President of India conferred President Award of Best Entrepreneur in MSME in the year 2005.
- **Excellence Award :** By Department of Industries, Govt. of Punjab
- **1<sup>st</sup> Quality Award:** By State Government of Punjab.
- **Udyog Shree Award:** By Economic Development Council in recognition of his achievements as First generation entrepreneur.
- **Best Ethics Company Award:** By Times of India.
- **Good Management Practices Adoption Award:** By Association of Corporate Industries of India

# EXPERIENCED LEADERSHIP TEAM



**JASJOT SINGH**  
(Chairman & Managing Director)

Mr. Jasjot Singh has rich experience of over 14 years in the PURE VEG. animal healthcare, pharmaceuticals & biotechnology sectors. A leading young entrepreneur, he has valuable leadership & board experience in the pharma & biotech sectors. Mr. Singh has received the Excellence Award from the Punjab government's Department of Industries.

He has also been awarded the 1st Quality Award by the Centre for International Trade & Industry and Udyog Shree Award for young entrepreneurs by Economic Development Council.

Mr. Singh is an MBA from Oxford University, UK.



**GURSIMRAN SINGH**  
(Director)

Mr. Gursimran Singh has more than 12 years' experience across animal husbandry, agriculture, pharmaceuticals & biotechnology. He has extensive experience in the marketing of agriculture & animal husbandry products including valuable leadership & board experience.

Mr. Singh is also involved in social & community causes and has been a President of the Rotaract Club of Rotary International.

Mr. Singh is an MBA from Gian Jyoti Institute of Management & Technology, Punjab & a commerce graduate from Panjab University.



# EXPERIENCED LEADERSHIP TEAM



**RAMANDEEP SINGH**  
(Independent Director)

Mr. Ramandeep Singh, aged 36, serves as an Independent Director of company. Holding a Bachelor's degree in Arts, he brings over 12 years of extensive experience in organizational management, spanning various domains including strategy, finance, corporate development, sales, consumer research, and marketing. His career progression has seen him assume diverse leadership roles, ultimately leading to general management responsibilities. Mr. Singh has been an integral part of our board since August 2017..



**IMTESHWAR SINGH BHATIA**  
(Independent Director)

Mr. Imtешwar Singh Bhatia, aged 35, holding a Bachelor's degree in Commerce, serves as an Independent Director within our esteemed company. He brings over 15 years of extensive experience in organizational management encompassing strategy, finance, corporate development, sales, consumer research, and marketing. His career journey has evolved through various leadership roles, culminating in general management. Mr. Bhatia has been a valued member of company board since August 2017.



# EXPERIENCED LEADERSHIP TEAM



**PARTEK SINGH**  
(Director)

Mr. Partek Singh, aged 33, serves the role of Executive and Non-Independent Director within organization. Graduating with a Bachelor's degree in Commerce from Punjab University, he brings to the table over 14 years of extensive experience in project management and associated domains. Tasked with the oversight of company's daily operational functions, Mr. Singh has been an integral part of our board since June 2017.



**SIMMI CHHABRA**  
(Independent Director)

Ms. Simmi Chhabra, aged 36, hold as an Independent Director within esteemed company. Possessing a Bachelor's degree in Technology, she brings over 17 years of valuable experience in the realm of administration. Ms. Chhabra has been a member of company board since August 2017.



**ISHTNEET BHATIA**  
Director  
(Independent - Non-Executive)

Mr. Ishtneet Bhatia holds more than 6 years of experience as an Advocate and 7 years of experience as a Corporate Legal Advisor. Wide experience in handling all types of Corporate Recovery matters, RERA, Consumer Commission, NCLT, etc. He has also represented Govt. Departments like GMADA, ADA, JDA.



# BUSINESS OVERVIEW







# PURE VEG. PRODUCTS

Ajooni has portfolio of a wide range of PURE VEG. Quality Cattle feed, PURE VEG. Cattle feed Chips, PURE VEG. Camel Feed, Cotton Oil Cake, Mustard Oil Cake & wide range of PURE VEG. Feed supplements to cover the entire life-cycle of an animal.

## HIGH ENERGY BALANCED PURE VEG. CATTLE FEED

Calf Starter

Heifer

Dairy Calf Grower

Low Yield Cattle

Basic Milking Cattle

High Yield Cattle

## PURE VEG. FEED SUPPLEMENTS

Oral Calcium

Liver Tonic

Mineral Mixture

Uterine Tonic

Digestive Powder

Multi Vitamins





# BENEFITS OF PURE VEG. CATTLE FEED & SUPPLEMENTS

## PROVIDES HOLISTIC NUTRITION:

PURE VEG. Cattle feed contains protein, minerals & vitamins and other vital nutrients. A combination of these essential nutrients aid digestion, tissue repair, daily activity requirements and other functions in cattle. PURE VEG. Cattle feed fulfils the optimum nutritional need for high-productivity cattle, which grazing cannot provide.

## PROMOTES GROWTH:

PURE VEG. Cattle feed contains the essential nutrients in the right proportions that promote faster growth of animals. Having specific nutritional requirements, giving cattle and buffaloes specialized PURE VEG. compound feed & PURE VEG. supplements enhances their weight, muscle-to-fat ratio & growth rate.

## ADDRESSES NUTRITIONAL NEEDS OF PREGNANT COWS:

Cows require dietary adjustments during pregnancy. Giving special PURE VEG. feed to pregnant cattle aids in better development of foetus, impacting the health of the calf after birth positively.

## IMPROVES MILK PRODUCTION:

Quantity & type of diet given to milch animals greatly impact milk production. PURE VEG. Compound feed & nutritional supplements improve rumen microbial protein production & fibre digestion in dairy cattle, resulting in increased milk production & enhancing milk fat proportion.

## TAKES CARE OF NUTRITIONAL NEEDS OF CALVES & HEIFERS.

Calves & cheifers need appropriate nutrition for their growth & development. Special PURE VEG. feed for calves helps in reducing weaning stress, aids rumen development & prevents diarrhoea.





# AJOONI OWN PRODUCT PORTFOLIO

## PURE VEG. FEED SUPPLEMENTS

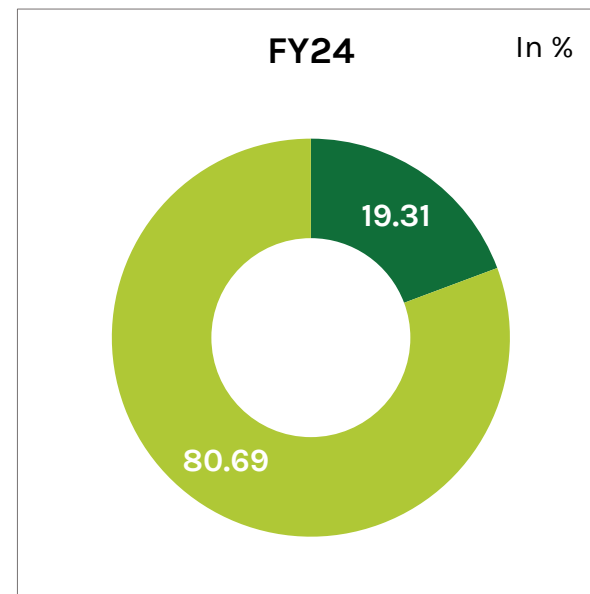
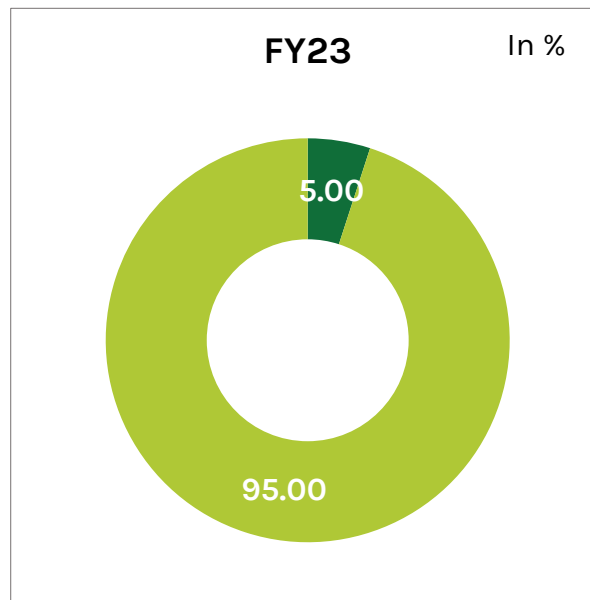
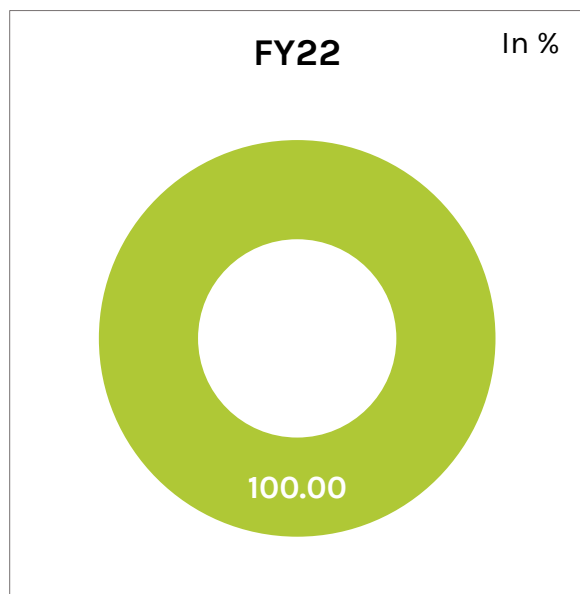


## PURE VEG. CATTLE FEED





# PRODUCT REVENUE-BREAKDOWN



■ Supplements ■ Feed & others

Particulars	FY22	FY23	FY24
Supplements	0	3,72,43,850	15,47,28,000
Feed & Others	74,03,77,674	70,76,33,141	64,64,17,000
Total	74,03,77,674	74,48,76,990	80,11,45,000





# INDUSTRY OVERVIEW

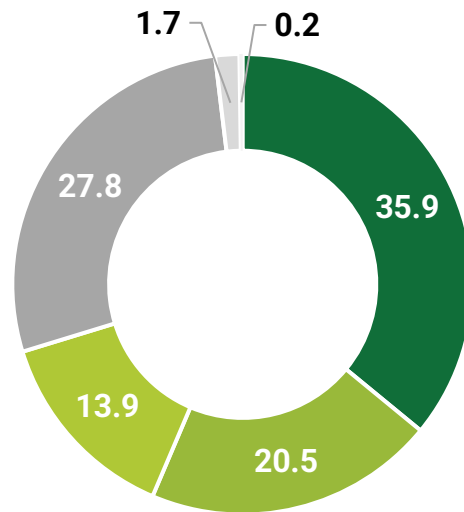


# INDIA LIVESTOCK OVERVIEW

**INDIA HAS A LARGE POPULATION OF CATTLE AND BUFFALOES INCLUDING MORE THAN 125 MILLION MILCH COWS AND BUFFALOES**

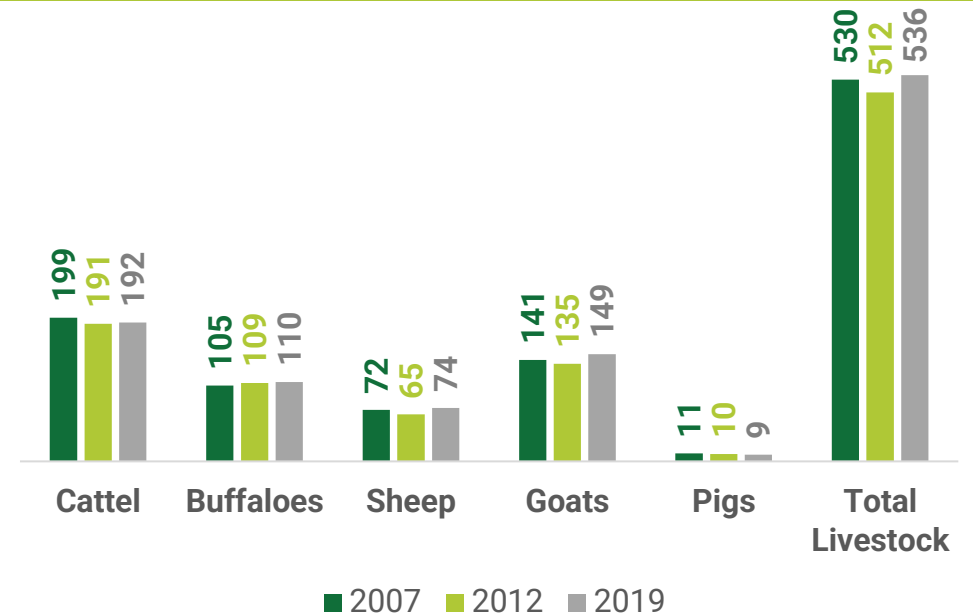
India has the world's largest number of livestock animals. The country also has the largest buffalo population of 110 million. With a cattle population of 192 million, India's total bovine population stood at 303 million in 2020.

LIVESTOCK POPULATION 2020: SHARE OF MAJOR SPECIES



■ Cattel ■ Buffalo ■ Sheep ■ Goat ■ Pig ■ Others

INDIA'S LIVESTOCK POPULATION: 2007-2020



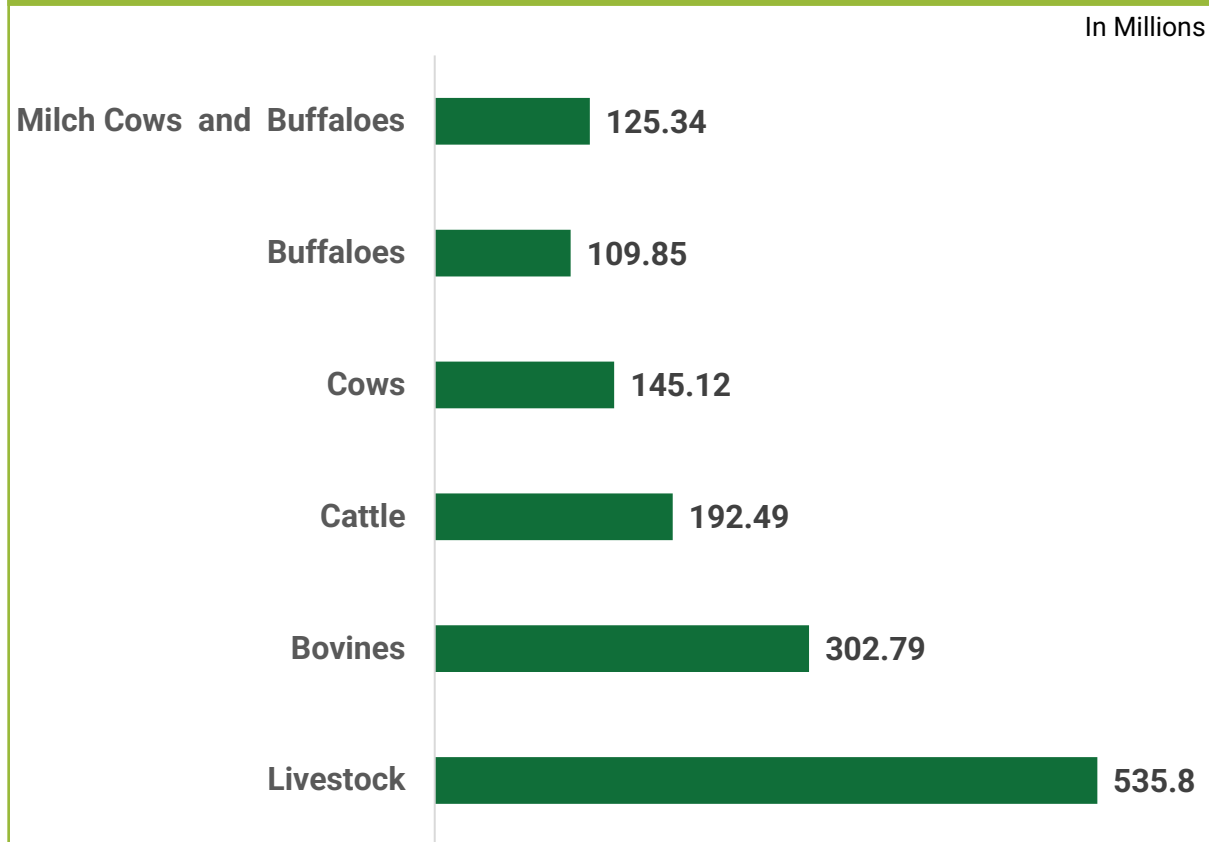
**536**  
**Million**  
India's livestock population

Source: [https://dahd.nic.in/document/annual\\_report](https://dahd.nic.in/document/annual_report)

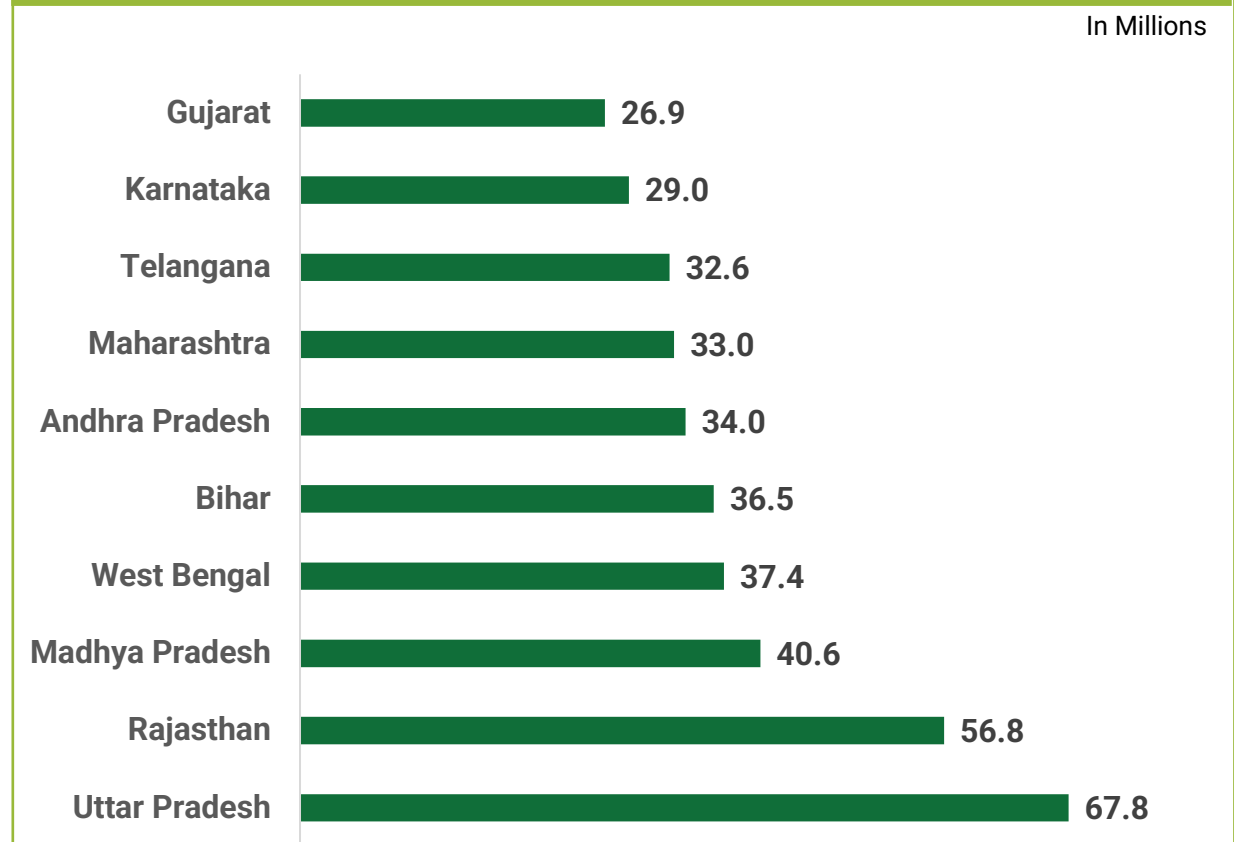
# INDIA LIVESTOCK OVERVIEW

India has a large population of cattle and buffaloes including more than 125 million milch cows and buffaloes

## INDIA'S LIVESTOCK POPULATION: 2020



## MAJOR INDIAN STATES'S LIVESTOCK POPULATION: 2020







# DRIVING GROWTH: INDIA'S PURE VEG. CATTLE FEED INDUSTRY UNVEILED

- The compounded cattle feed (CCF) industry is experiencing rapid growth across India, particularly in rural regions, indicating significant potential for branded cattle feed products.
- With India having largest Cattle population Ranking 1<sup>st</sup> in the world, there is a projected 4% annual growth rate in cattle numbers, highlighting substantial opportunities in the feed industry.
- India Ranking 1<sup>st</sup> in Global Milk production.
- Milk yield is far below the global average.
- Cattle feed is the main component of cost of milk.
- Despite this potential, current levels of feed production in India are below market capacity. The industry is gradually transitioning into a more organized sector, adopting modern techniques and global best practices. While historically, feed production lacked scientific methods, interventions by major players like Cargill in 2006 led to the adoption of more advanced production methods.
- Although the industry shows promise, the majority of feed production remains fragmented, primarily consisting of home and custom mixers.
- India stands as one of the largest and fastest-growing cattle feed markets globally, with the market size reaching approximately USD 13.8 billion in 2022. Projections suggest a further growth to around USD 17.4 billion by 2028, with a compound annual growth rate (CAGR) of 4% between 2023 and 2028.
- Given India's significant livestock population and the anticipated 4% growth rate, the Indian cattle feed industry holds considerable growth potential.





# GLOBAL ANIMAL HEALTH CARE MARKET DYNAMICS

---

Global commercial feed manufacturing generates an estimated annual turnover of over US \$400 billion. Commercial production or sale of manufactured feed products takes place in more than 130 countries and directly employs more than a quarter of a million skilled workers, technicians, managers and professionals.

---

The livestock and pet market size was valued at \$598 million in 2019, and is estimated to reach \$825 million by 2027.

---

The United Nations Food and Agriculture Organization (FAO) estimates that by 2050 the demand for food will grow by 60% and that between 2010 and 2050 production of animal proteins is expected to grow by around 1.7% per year, with meat production projected to rise by nearly 70%, aquaculture by 90% and dairy by 55%.

---

The Indian animal feed market reached a value of ₹ 873.7 billion in 2021. Looking forward, the market is projected to reach ₹ 1493.8 billion by 2027, exhibiting at a CAGR of 9.6% during 2022-2027.

---

The veterinary supplements market is expected to reach US\$ 13.76 Bn by 2031. Unique formulations of phosphorous, calcium, and organic minerals are being preferred in veterinary feed supplements. Refit Animal Care - a provider of veterinary products in India, is publicizing Lam Tone tonic in order to treat lameness in cattle. Such tonics induced with high quality vitamins and supplements are in demand.

---

A recent article published by the USDA-Foreign Agricultural Service on October 20, 2023, analyzed and reviewed our Indian data.

---

The global market was valued at \$ 19642 million in 2017, and is estimated to reach \$ 31387 million by 2025 registering a CAGR OF 6.0% from 2018 to 2025.

---

The primary obstacle hindering the full potential of dairying in India is the shortage of quality feeds and fodders. High-quality feeds and fodders are essential for milk production and maintenance, especially for higher-yielding milk cows and buffaloes. India already possesses the technology for artificial insemination, access to required germplasm, and a proven track record in producing higher-yielding milk cows and buffaloes.





# GROWTH DRIVERS ANIMAL HEALTH CARE PRODUCTS

- 1** Shift from unorganized livestock farming to the organized
- 2** Growing population & income
- 3** Growing food demand
- 4** Growing demand for Livestock
- 5** Highest Global Livestock Population
- 6** Growing demand for PURE VEG. Animal Nutrition
- 7** High demand for PURE VEG. animal healthcare products.
- 8** Highest milk producing country.
- 9** MNC's venturing Indian market for Milk production facilities.



# FINANCIAL OVERVIEW



# PROFIT & LOSS STATEMENT



ALL FIGURES ARE IN ₹ CRORES

Ajooni biotech Ltd.  
(Veterinary Health Care Solutions)

PARTICULARS	FY22	FY23	FY24
Net Sales	74.04	74.49	80.11
Other Income	0.04	0.29	2.19
<b>Total Income</b>	<b>74.08</b>	<b>74.78</b>	<b>82.30</b>
<b>Operating Expenses</b>			
Raw Material costs	64.02	65.74	70.34
Employee Cost	1.48	1.76	1.80
Other Expenses	5.47	4.22	5.73
<b>Total Expenditure</b>	<b>70.97</b>	<b>71.72</b>	<b>77.87</b>
<b>EBIDTA</b>	<b>3.11</b>	<b>3.06</b>	<b>4.43</b>
<b>EBIDTA(%)</b>	<b>4.20</b>	<b>4.10</b>	<b>5.38</b>
Interest	0.54	0.48	0.56
Depreciation	1.11	1.00	0.87
<b>PBT</b>	<b>1.46</b>	<b>1.58</b>	<b>3.00</b>
TAX Expense	0.41	0.45	0.83
<b>Net Profit</b>	<b>1.05</b>	<b>1.12</b>	<b>2.17</b>
<b>NPM(%)</b>	<b>1.42</b>	<b>1.50</b>	<b>2.64</b>

# BALANCE SHEET

ALL FIGURES ARE IN ₹ CRORES

EQUITIES & LIABILITIES	FY22	FY23	FY24
Equity	10.01	17.52	17.52
Reserves	6.38	24.15	25.18
<b>Net-worth</b>	<b>16.39</b>	<b>41.67</b>	<b>42.70</b>
<b>Non-current Liabilities</b>			
Long-term borrowing	2.57	1.75	1.68
Deferred tax Liabilities	0.00	0.00	0.00
Other long terms Liabilities	0.00	0.10	0.12
Long-term provision	0.00	0.00	0.00
<b>Total Non Current Liabilities</b>	<b>2.57</b>	<b>1.85</b>	<b>1.80</b>
<b>Current Liabilities</b>			
Short-term borrowings	2.77	3.43	0.49
Trade payables	6.80	10.11	1.59
Other Current Financial Liabilities	0.00	0.02	0.01
Other current liabilities	0.04	1.1	0.05
Short-term provision	0.44	0.54	0.88
<b>Total Current Liabilities</b>	<b>10.05</b>	<b>15.2</b>	<b>3.02</b>
<b>Total Liabilities</b>	<b>29.01</b>	<b>58.73</b>	<b>47.52</b>

ASSETS	FY22	FY23	FY24
<b>Non Current Assets</b>			
Fixed assets	6.20	6.29	10.32
Capital work in progress	0.0	0.26	0.92
Non-current investments	0.70	3.74	0.00
Other Non-Current Financial Assets	0.00	12	0.00
Deferred Tax Asset	0.18	0.27	0.31
Other non-current assets	0.00	1.5	1.50
<b>Total Non Current Assets</b>	<b>7.08</b>	<b>24.06</b>	<b>15.19</b>
<b>Current Assets</b>			
Inventories	5.88	6.99	15.37
Trade receivables	13.84	20.55	12.96
Cash & Bank Balance	0.06	0.31	0.43
Loans	2.15	4.03	
Other Current Financial Assets	0.00	0.18	3.51
Other current assets	0.00	2.6	0.06
<b>Total Current Assets</b>	<b>21.93</b>	<b>34.67</b>	<b>32.33</b>
<b>Total Assets</b>	<b>29.01</b>	<b>58.73</b>	<b>47.52</b>



# CASH FLOW STATEMENT

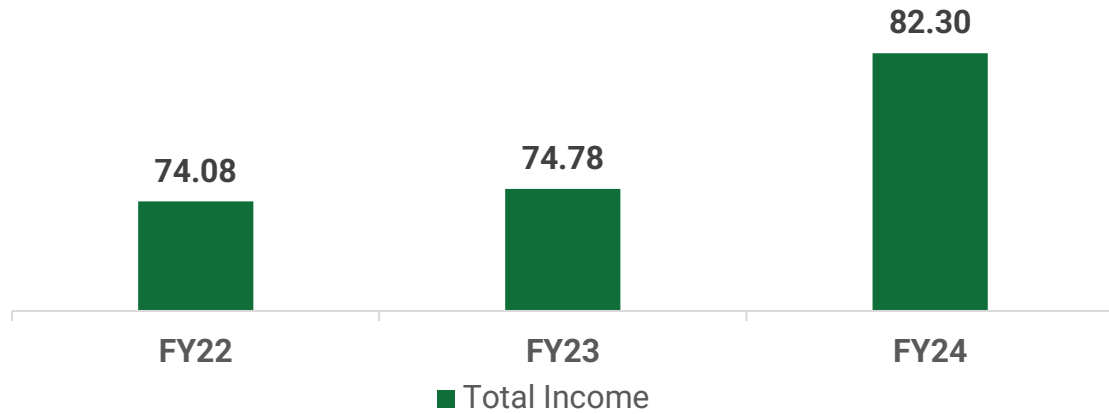


ALL FIGURES ARE IN ₹ CRORES  
Ajooni biotech Ltd.  
(Veterinary Health Care Solutions)

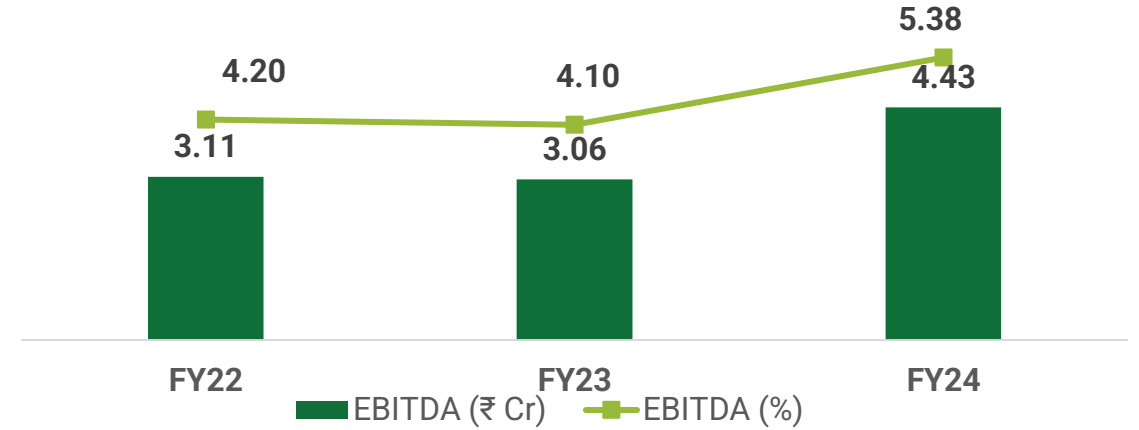
PARTICULARS	FY22	FY23	FY24
Cash Flow From Operating activities	3.68	-5.58	-3.95
Cash flow from Investing activities	-1.89	-15.82	7.63
Cash flow from Financing activities	-1.97	21.65	-3.56
<b>Net Cash &amp; cash equivalents</b>	<b>-0.18</b>	<b>0.25</b>	<b>0.12</b>
Cash & cash equivalents at the beginning of the year	0.24	0.05	0.30
Cash & cash equivalents at the end of the year	0.05	0.30	0.42
<b>Cash &amp; cash equivalents at the end of the year</b>	<b>0.05</b>	<b>0.30</b>	<b>0.42</b>

# KEY FINANCIAL HIGHLIGHTS

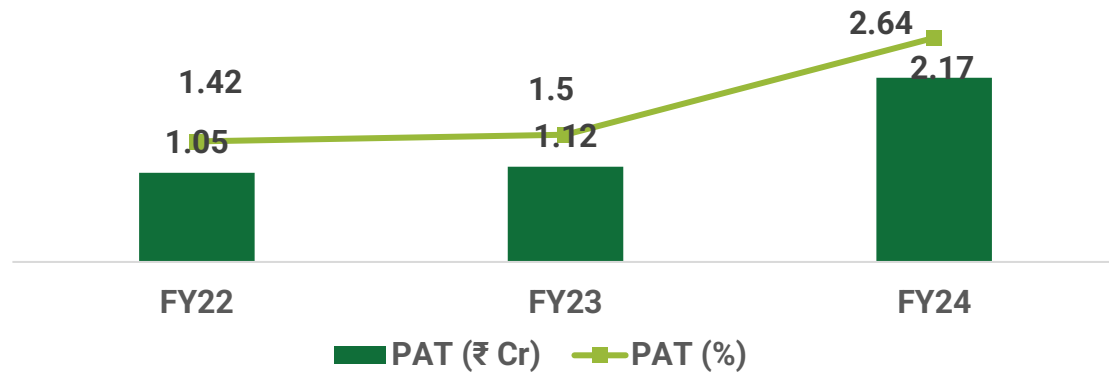
## TOTAL INCOME (In ₹ Cr)



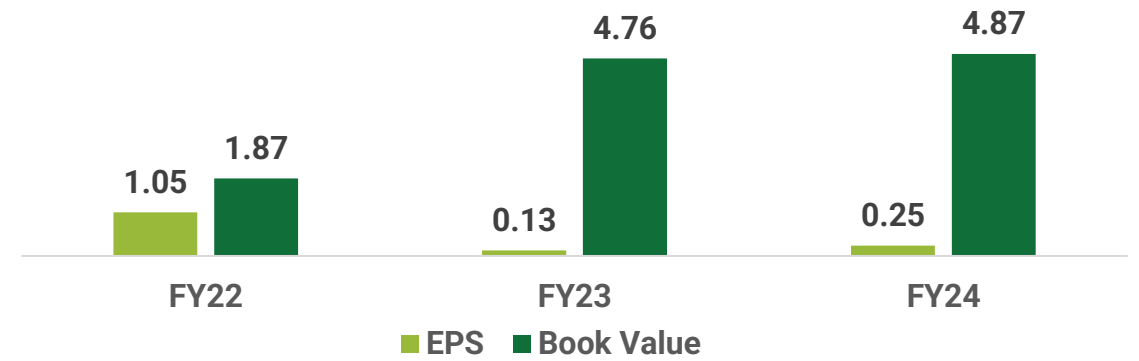
## EBITDA & EBITDA MARGIN



## PAT & PAT MARGIN



## PER SHARE MATRIX (In ₹)



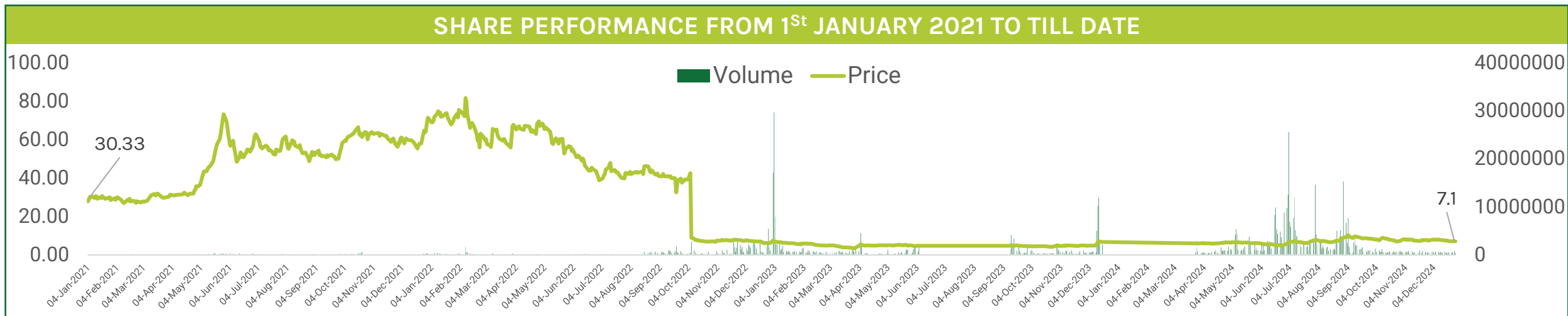
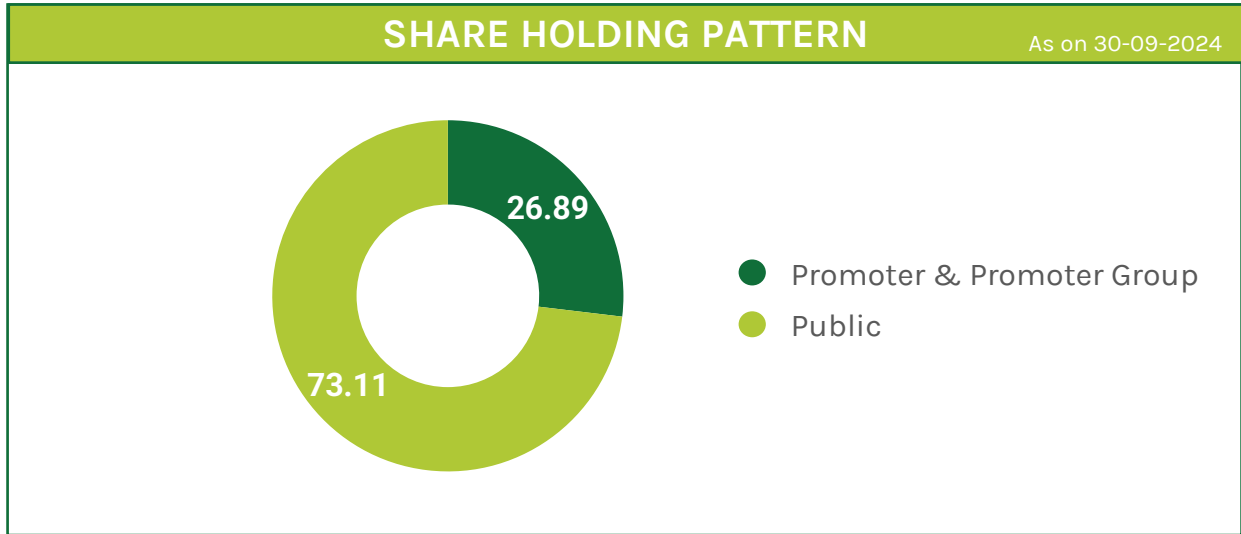


# STOCK DATA

NSE: AJOONI | ISIN: INE820Y01021

As on 27-12-2024

Share Price (₹)	7.10
Market Capitalization (₹ Cr)	122.29
No. of Shares Outstanding	17,22,43,598
Face Value (₹)	2.00
52 week High-Low (₹)	10.34 - 4.30



Note: 5:1 Stock Split. Record date - 7th October, 2022



# THE WAY FORWARD



# GOVERNMENT AID: ASSISTANCE PROGRAMS & SUBSIDIES



**Area:**  
87,000 sq. ft.



**Location:**  
G.T. Road in Khanna,  
Punjab (adjacent to their  
existing plant)



**Capex:**  
₹ 16.50 Cr.

This new unit will be eligible for the following incentives:

## Interest Subvention scheme:

3% interest Subvention to cattle feed industry offered by Ministry of Animal Husbandry, (AHIDF) Govt of India.

## National Livestock Mission Scheme:

Capital subsidy of ₹ 50 lakhs offered by Government of India.

## GST Exemption:

100% GST is exempted to Cattle feed manufacturers.

## Property Tax Exemption:

100% Property tax exemption for 10 years offered by Government of Punjab.

## Electricity Duty Exemption:

7 Years from the commencement of commercial production offered by Government of Punjab.

## Reimbursement of Stamp Duty:

100% Stamp duty will be reimbursed by Government of Punjab.

## Expenses on Lab Equipment:

Reimbursement of Expenses sub to max of ₹5 lakhs will be reimbursed by Government of Punjab.

## Subsidy on Energy Audit:

75% expenses on energy Audit subject to max limit of ₹2 lakhs offered by Government of Punjab.

## Water & Safety Audit:

₹1 Lakhs subsidy on Water & Safety Order offered by Government of Punjab.

## Subsidy on ETP:

Reimbursement of expenses up to ₹25 lakhs by Government of Punjab.

## Credit Rating:

Upgraded CRISIL BB+/Stable.

Entitled under NLM (National Live Stock Mission), Pashu Sanjeevni Scheme (PSS), RGM (Rashtriya Gokul Scheme), PS (Pashu Sakhi).



# TRANSFORMING WASTE INTO TREASURE

Launching Green Feed-  
1st Indian company to  
Introduce PURE VEG.  
Green Feed, Using  
Moringa As Major  
Ingredients.

Collaboration With  
Avon Animal Health,  
One Of The Leading  
Companies In Dhaka,  
Bangladesh

Strategic Partnership  
With The  
9636 Esteemed  
National Dairy  
Development Board  
(NDDB) Dairy Services.

Expanding  
Manufacturing Plant &  
Capacity

New Product  
Development &  
Diversification Plans

R&D Initiatives

## Advantages of Green Feed

- Green feed or green supplements will boost milk yield by up to 33%, offering animals high nutritional value..
- Moringa oil cakes, dried leaves, & branches serves as excellent quality feed alternatives for animals, potentially substituting costly & limited concentrates.
- Carbon Credit - company will be entitled for carbon credits by use of red algae, which methodology has already been approved for the reduction of enteric methane emissions from ruminants

- With partnership with Avon Animal Health, company has found opportunity to expand their export operations to include key PURE VEG. cattle feed supplements such as Calcium, Mineral Mixture, Molasses, Rumesin & other clients in Asian countries.

- With this strategic partnership with National Dairy Development Board (NDDB) Dairy Services, new opportunities will be open for Ajooni & will supply PURE VEG. Cattle feed & PURE VEG. Feed Supplements to MCC.

- Area: 87,000 sq. ft.
- Location : G.T. Road in Khanna, Punjab (adjacent to their existing plant)
- CAPEX : ₹16.50 Crores.

- Cost effective solutions to improve animal health, sustainable increase of milk yield & increase the total income of farmers.

- Company is fully committed to build & sustain itself as an organization where Innovation is a key driver & working on Research based different health care solution by a strong R&D team, working closely with leading Research Agencies & Universities.



# BUSINESS STRATEGY & FUTURE PLANS

To improve operational efficiency by achieving economies of scale after penetrating new catchment areas.



## Operational Efficiency:

Targeting new domestic markets & deepen company's presence in the existing markets and started our presence in International market.



## Geographical Expansion:

Striving hard to grow by leveraging our existing relationships by enhancing customer satisfaction.



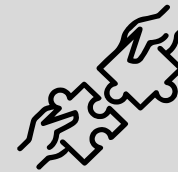
## Leveraging Relationships:

Working to increase brand's recognition through targeted brand building efforts and promotional initiatives.



## Brand Building:

To identify Strategic partners whose resources, capabilities, technologies and strategies are complementary and would enable us to establish our presence in new geographical locations.



## Strategic Partnerships:





# BUSINESS STRATEGY & FUTURE PLANS

- Actively exploring export opportunities in the **Middle East, African countries, and other regions across Asia**. Additionally, we are establishing a robust dealer and distributor network to promote their own brand in the **domestic market**
- Intend to participate in **Government Tenders issued by State departments and expand in International market**.
- Seeking to leverage cutting-edge technologies, company is open to technical collaborations or joint venture projects with global companies.
- Company is implementing cost-cutting measures while maintaining product quality, with the integration of **Moringa cake** expected to **reduce PURE VEG. feed costs and increase profit margins**.
- Engaging in direct procurement from **FPOs and cooperative societies**, with plans to collaborate with a **large cooperative in Punjab** for the procurement of agricultural residues.
- PURE VEG. Cattle feed being a bulky item is viable to export to neighboring countries like **Bhutan, Nepal, Bangladesh and Sri Lanka & other Asian countries**
- Company has launched “ **PURE VEG. Camel Feed** “ which has great scope of export to **UAE, Qatar, Saudi Arabia and other middle east countries**.

## • **Company has started working on Backward Integration which includes:**

1. Collaborating with Farmer Producer Organizations for the direct procurement of raw materials.
2. Establishing partnerships with the liquor/sugar industry to secure the supply of Molasses & DDGS.
3. Engaging with food processing industries to utilize their residuals efficiently.
4. Enhancing supply chain management to strengthen operations.

## • **Company has started working on Forward Integration which includes:**

1. Establishing partnerships with milk cooperative societies to facilitate milk collections.
2. Formalizing agreements with milk-producing companies to handle milk processing operations.
3. Implementing precision diets tailored for dairy farmers.
4. Offering mobile veterinary services to dairy farmers to enhance animal health and well-being.





# UNIQUE SELLING POINT OF AJOONI BIOTECH LIMITED

## Company boasts several distinguishing features:

- Our in-house lab, accredited by BIS, showcases cutting-edge technology for testing and validation, ensuring rigorous quality control from raw material assessment to finished product validation. This commitment to excellence sets us apart from competitors.
- They provide round-the-clock technical support to farmers, facilitated by a seasoned team of Veterinary Doctors with over 40 years of experience, ensuring expert guidance and assistance.
- All raw materials are stored under hygienic and controlled conditions, maintaining quality standards at every step.
- Manufacturing plant operates with high automation, minimizing labor involvement and enhancing efficiency.
- Direct procurement from farmers and solvent plants enables us to secure raw materials economically, giving us a competitive advantage.
- Situated in Khanna, Asia's largest grain market, our plant enjoys easy access to high-quality raw materials.
- Company's timely and flawless product delivery is facilitated by a highly efficient logistics department.
- Maintaining control over transportation with their own fleet of trucks equipped with state-of-the-art GPS systems for real-time monitoring.







# IMPORTANCE OF MORINGA

## Moringa is regarded as a miraculous tree due to the utilization of every part of it.

- Renewable energy: Moringa oil is made from crushing moringa seed and moringa oil is having characteristics of making aviation oil.
- Biodiesel from moringa oil. It is successfully used in different parts of world as a raw material for manufacturing of Biodiesel.
- Bark of Moringa is used to make charcoal and it is further processed and can be used in Electric vehicle as Lithium. ( Research papers are already published regarding this )
- Moringa leaves are used in Nutraceutical Industries as Raw material.
- Moringa leaves are anti inflammatory in nature due to the presence of isothiocyanates.
- Moringa leaves stabilize blood sugar.
- Moringa leaves are rich in amino acid and 18 types of amino acids are found in Moringa.
- Moringa branches are shredded in small pieces and are used as a fodder.
- Moringa oil cake is a rich source of oil and Protein and can be replaced by Mustard cake, Cotton cake & this further reduces the cost of Animal feed.
- Moringa used in PURE VEG. Cattle feed improves the nutritional value of feed & it improves the overall health of cattle and increases milk by 10 to 15% of cattle.





# STRONG FOCUS ON R&D



## Ajooni Has Strong Track Record For R&D →

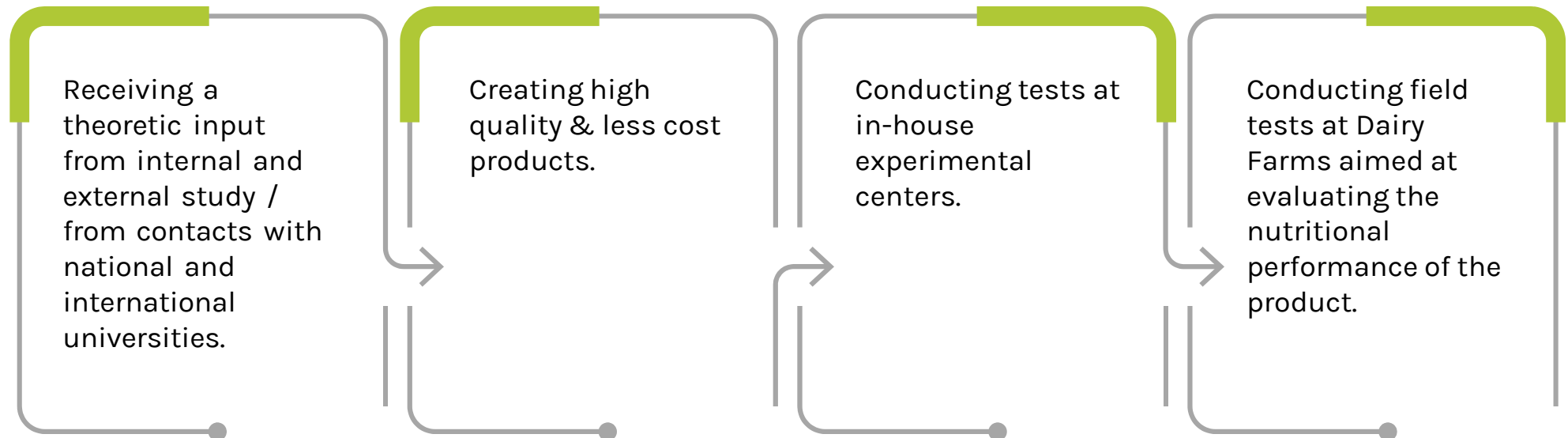
In R&D The Company has professionals from reputed universities, institutions and research firms

On Continues basis The Company has developed new products

In R&D Ajooni is focused on developing cost effective holistic products as per the needs of Animals & Their Activities

The Company is focusing on developing High value products like PURE VEG. Feed Supplements, PURE VEG. Camel Feed, PURE VEG. Bull Feed along with improving current product line as per farmers requirements

### Process of R&D





# DISCLAIMER

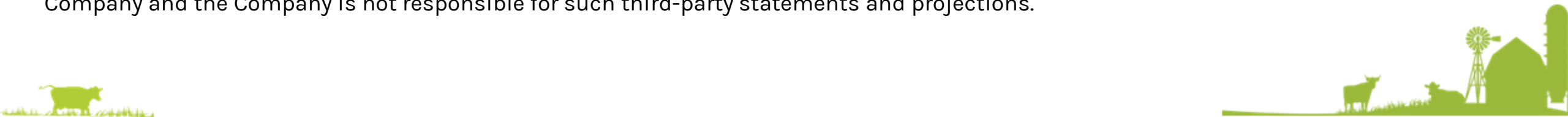
This presentation and the accompanying slides (the “Presentation”), which have been prepared by AJOONI BIOTECH LIMITED (AJOONI, The Company) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.





**Ajooni biotech Ltd.**  
(Veterinary Health Care Solutions)

# Thank you



**Ajooni Biotech Ltd.**  
D-118, Industrial Area, Phase-7,  
Mohali, Punjab – 160059  
**Phone:** +0172-5020762  
**Website:** [www.ajoonibiotech.com](http://www.ajoonibiotech.com)  
**E-mail:** [info@ajoonibiotech.com](mailto:info@ajoonibiotech.com)

**KIRIN ADVISORS PRIVATE LIMITED**  
713-B, Lodha Supremus II, Wagle Estate,  
Thane West – 400 604  
**E-mail:** [info@kirinadvisors.com](mailto:info@kirinadvisors.com)  
**Phone:** 022 4100 2455  
**Website:** [www.kirinadvisors.com](http://www.kirinadvisors.com)

Contact : Vidit Gupta - 9892266373