

## About AITMC Ventures Pvt. Ltd. (AVPL) Unlisted Shares Price

AITMC Ventures Pvt. Ltd. (AVPL), founded in 2016 by Deep Sisai, has revolutionized traditional agricultural practices in India through the innovative use of drone technology. AVPL, a leader in agricultural innovation, is committed to equipping farmers with the latest tools and training to promote sustainable agricultural practices and improve agricultural productivity.

AVPL is a leading player in the agriculture sector and is recognized for its significant contribution to the modernization of Indian agriculture. The company operates on the philosophy of leveraging technology to improve the efficiency and performance of agricultural activities, especially through drone technology.

### Core Business

#### 1. Training and Skill Development

- AVPL is recognized as a "Category A" training partner by the National Skill Development Corporation (NSDC), reflecting its authority and credibility in providing quality agricultural training. The company's training programs are designed to improve farmers' skills with a focus on integrating technology with traditional farming methods.

#### 2. Convergence of Drone Technology

- AVPL has been at the forefront of technological initiatives, developing and implementing drone solutions covering various agricultural needs such as seeding, pest control, crop monitoring, etc. This initiative not only improves crop yields but also contributes to the precision agriculture framework by minimizing wastage and increasing efficiency.

#### 3. Dronepreneur Program

- This innovative program trains individuals called "dronepreneurs" in the operation and management of agricultural drone services. These trained professionals will help in the uptake of Drone-as-a-Service (DaaS) products to the agricultural community and improve the scalability of AVPL's technology solutions.

#### 4. Farmers City Mart Initiative

- AVPL has launched Farmers City Mart as a robust platform to support the agricultural supply chain by providing complete solutions for agricultural needs, ranging from equipment sales to advisory services. The initiative aims to build a unified community of farmers, agri-entrepreneurs, and technology providers.

### Market Impact and Growth

- AVPL has had a significant impact on over 10 million farmers, significantly increasing their agricultural production and income. The global agricultural drone market is poised for expansion and AVPL's strategic positioning in this market is expected to drive significant growth, especially considering the expected market size by 2028.
- AVPL has established touchpoints across 10 states and union territories in India and has already developed an impressive agricultural ecosystem with deep connectivity with all stakeholders across the value chain.
- The company plans to further expand its presence across India to cover 500 districts.

## Strategic Partnerships

### 1. Collaboration with Punjab Kings

The partnership with Punjab Kings, one of the IPL cricket teams, is a strategic move to expand the company's reach and influence to a wider audience.

### 2. Partnership with United Phosphorus Ltd.

The collaboration with UPL in March 2023 aims to strengthen AVPL's stakeholder engagement by setting up 50 facilities to train 50,000 agri-entrepreneurs, thereby significantly impacting the agricultural inputs supply chain.

### 3. Bharat Scouts and Guides Association

The partnership with Bharat Scouts and Guides demonstrates AVPL's commitment to engaging the youth in agricultural innovation through comprehensive skill development programs.

Although AVPL faces challenges unique to the agritech sector, such as high upfront costs of adopting new technologies and the need for continuous innovation, AVPL's prospects remain strong.

## Fundamentals

Fundamentals			
AVPL	75 Per Equity Price	Market Cap (in cr.)	494.64
Unlisted Shares Price		P/E Ratio	112.5
Lot Size	1000 Shares	P/B Ratio	22.93
52 Week High	78	Debt to Equity	0.09
52 Week Low	52	ROE (%)	20.57
Depository	NSDL / CDSL	Book Value	3.14
PAN Number	AAPCA0994F	Face Value	2
ISIN Number	INE0QWL01025		
CIN Number	U01611HR2016PLC066758		
RTA	N/A		

## Financials (Figures in cr)

Balance Sheet				
Assets	2021	2022	2023	2024
Fixed Assets	140	256	435	592
CWIP	0	0	0	0
Investments	197	74	70	67
Trade Receivables	1025	1036	1747	3844
Inventory	0	0	0	63
Other Assets	392	569	1092	1600
<b>Total Assets</b>	<b>1754</b>	<b>1935</b>	<b>3344</b>	<b>6166</b>
Liabilities	2021	2022	2023	2024
Share Capital	375	375	1374	1375
FV	10	10	2	2
Reserves	232	283	780	1681
Borrowings	635	521	195	231
Trade Payables	347	539	772	1722
Other Liabilities	165	217	223	1157
<b>Total Liabilities</b>	<b>1754</b>	<b>1935</b>	<b>3344</b>	<b>6166</b>

<b>P&amp;L Statement</b>				
<b>P&amp;L Statement</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>
Revenue	1168	1129	2145	4187
Cost of Material Consumed	0	0	828	1857
Gross Margins	100	100	61.4	55.65
Change in Inventory	0	0	0	0
Employee Benefit Expenses	109	193	316	439
Other Expenses	914	726	224	646
EBITDA	145	210	777	1245
OPM	12.41	18.6	36.22	29.73
Other Income	0.02	5	57	487
Finance Cost	64	50	55	114
D&A	60	90	114	326
EBIT	85	120	663	919
EBIT Margins	7.28	10.63	30.91	21.95
PBT	21	74	668	1293
PBT Margins	1.8	6.55	31.14	30.88
Tax	-8	24	225	409
PAT	29	50	443	884
NPM	2.48	4.43	20.65	21.11
<b>EPS</b>	<b>0.77</b>	<b>1.33</b>	<b>0.64</b>	<b>1.29</b>
<b>Financial Ratios</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>
Operating Profit Margin	12.41	18.6	36.22	18.6
Net Profit Margin	2.48	4.43	20.65	4.43
Earning Per Share (Diluted)	0.74	1.33	0.64	1.33

<b>Cash-Flow Statement</b>				
<b>Cash- Flow Statement</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>
PBT	0	0	632	1293
OPBWC	0	0	805	1291
Change in Receivables	0	0	711	-2135
Change in Inventories	0	0	0	-63
Change in Payables	0	0	233	1353
Other Changes	0	0	-954	-639
Working Capital Change	0	0	-10	-1484
Cash Generated From Operations	0	0	795	-193
Tax	0	0	-163	-141
Cash Flow From Operations	0	0	632	-334
Purchase of PPE	0	0	-314	-744
Sale of PPE	0	0	0	0
Cash Flow From Investment	0	0	-308	-680
Borrowing	0	0	-264	119
Divided	0	0	0	0
Equity	0	0	12	1019
Others From Financing	0	0	3	-115
Cash Flow from Financing	0	0	-249	1023
Net Cash Generated	0	0	75	9
Cash at the Start	0	0	18	93
Cash at the End	0	0	93	102