



Ami Organics Limited

CIN No. : L24100GJ2007PLC051093

Registered Office :- Plot No. 440/4, 5 & 6, Road No. 82/A, G.I.D.C. Sachin, Surat - 394230, Dist. Surat, Gujarat, India.

November 9, 2023

To,
The Listing Department,
BSE LIMITED,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai- 400 001

To,
The Listing Department
National Stock Exchange of India Limited,
Exchange Plaza, 5th Floor, Plot No. C-1,
G-Block, Bandra Kurla Complex,
Mumbai -400051

Scrip Code: 543349

NSE Symbol: AMIORG

Subject: Press Release pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

In accordance with Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a Press Release discussing the second quarter and half year ended financial results as on September 30, 2023.

This Press Release will be available on the website of the Company www.amiorganics.com.

Kindly take the same on record.

Yours faithfully,

For, AMI ORGANICS LIMITED

EKTA KUMARI
SRIVASTAVA

Digitally signed by EKTA
KUMARI SRIVASTAVA
Date: 2023.11.09
10:33:25 +05'30'

Ekta Kumari Srivastava
Company Secretary & Compliance Officer



Encl: Press Release



Info@amiorganics.com



www.amiorganics.com



+91 72279 77744 / 75730 15366



AMI ORGANICS LIMITED

AMI Organics Limited reports Q2 and H1FY24 Results

H1FY24 Revenue from Operations up 17.3% YoY to Rs. 3,260mn,

H1FY24 EBITDA up 15.2% YoY at Rs. 588mn; EBITDA Margins at 18%

Surat, November 9, 2023: Ami Organics Limited (AMI) (BSE: 543349, NSE: AMIORG), a leading global manufacturer of advance pharmaceutical intermediates and speciality chemicals, today announced financial results for the quarter and half year ended September 30, 2023.

Consolidated Financial Results – Q2 & H1 FY24

Particulars (Rs. Mn)	Q2FY24	Q2FY23	YoY	Q1FY24	QoQ	H1FY24	H1FY23	YoY
Revenue from Operations	1,724	1,470	17.3%	1,537	12.1%	3,261	2,780	17.3%
Gross Profit	708	706	0.2%	736	(3.9%)	1,444	1,345	7.3%
Gross Margin	41.0%	48.0%		47.9%		44.3%	48.4%	
EBITDA	248	281	(11.8%)	340	(27.0%)	588	510	15.2%
EBITDA Margin	14.4%	19.1%		22.1%		18.0%	18.4%	
Adj. PAT	147	190	(22.6%)	222	(176.5%)	370	339	9.1%
Adj. PAT Margin	8.5%	13.0%		14.5%		11.3%	12.2%	

Commenting on results, Mr. Naresh Patel, Executive Chairman & Managing Director, Ami Organics Limited, said: *“I am pleased to report a 17% YoY growth, with a revenue from operations of Rs. 172 crores for the quarter, despite facing downward pricing pressures. Even as we navigated the low demand landscape and delivered growth, our margins took a hit this quarter driven by high pricing pressure and higher sales of low margin products. Still, our strong order book point to a robust second half of FY24.*

On the business front, Advance Pharmaceutical business delivered steady growth of ~8% YoY, even as for one product, a global customer delayed the launch in certain markets impacting our growth for the quarter. Further extending our relationship with Fermion, we have signed one more contract for Advanced Intermediates for their product taking total products under the CDMO contract to 3, enhancing revenue visibility for the coming years.

On the Speciality chemicals side, we delivered strong 72% growth YoY, driven by robust volume. The launch of a new UV Observer product is set to enhance our portfolio, contributing to our financials from Q3 FY24.

In our commitment towards sustainability and operational cost reduction, the board has approved investment in a 16 MW solar power plant which along with already work in progress 5 MW solar power plant will nullify our electricity expense once fully operational.

Deferral in product launch in certain markets by a global customer coupled with pricing pressure due to oversupply from China is expected to have some impact on the numbers and even though we are expecting to deliver robust H2 FY24, overall, we are modifying our growth target from 22-25% for the full year to 18-22% growth for FY24.”



AMI ORGANICS LIMITED

Key Results Highlights (Q2 FY24 Consolidated):

- ✓ **Revenue from operations** for Q2FY24 grew by **17.3% YoY** to **Rs. 1,724 mn**
- ✓ The **Gross margin** for the quarter was at **41%** as compared to 48% in Q2FY23. Lower gross margins were on account of high price erosion and higher sale of low margin products
- ✓ **EBITDA** for the quarter came at **Rs. 248 mn** down 11.8% YoY compared to Rs. 281 mn in Q2FY23
- ✓ **EBITDA margin** for the quarter was at **14.4%** as compared to 19.1% in Q2FY23, Degrowth of 470bps was on account of gross margins as well as higher employee cost, which was driven by annual increments, ESOP and hiring for Ankleshwar unit
- ✓ **Adjusted PAT** for the quarter was **Rs. 147 mn**, down 22.6% YoY as compared to Q2FY23.
- ✓ Board of Directors on recommendation of Audit committee decided to fully impair the existing investment of Company, in the joint venture Ami Oncotheranostics LLC, as it is presumed that revenue generation from Ami Oncotheranostics will take significant time considering the inherent nature of its research activity in terms of longer gestation period and uncertain success rate. The same has been shown as exceptional item in the profit and loss statement for the period April 2023 to September 2023. Since entire investment value is impaired, consolidated results does not include financial numbers of Joint Venture.

Key Business highlights:

- ✓ **Export** at 54%; domestic business at 46%
- ✓ **Advance Pharmaceutical Intermediates**
 - Fermion contract:
 - Signed a new contract for additional advanced intermediate taking total product under CDMO contract to 3 products
 - On track to start the production from Q4FY24 onwards from Ankleshwar Unit
- ✓ **Specialty Chemicals**
 - Received orders for a UV Observer product used in Paint Industry. Expect commercial production to start from Q3FY24
- ✓ **Electrolyte additives update**
 - Advanced stages of negotiation of contract with couple of customers.
- ✓ **Capex Update**
 - Machinery installation in progress in block-1 at Ankleshwar unit
 - Started the recruitment process for the new facility. On track to commence the production activity in Q4FY24

PRESS RELEASE

For Immediate dissemination



AMI ORGANICS LIMITED

✓ **Baba Fine Chemicals Acquisition Update**

- Completed acquisition of majority partnership stake in Baba Fine Chemicals during the quarter

ABOUT AMI ORGANICS LIMITED:

Ami Organics, headquartered at Surat, is a R&D driven manufacturer of specialty chemicals with varied end usage, focussed on the development and manufacturing of advanced pharmaceutical intermediates (“Pharma Intermediates”) for regulated markets and generic active pharmaceutical ingredients (“APIs”) and New Chemical Entities (“NCE”) and key starting material for agrochemical and fine chemicals. AMI has developed and commercialised over 520 Pharma Intermediates for APIs across 17 key therapeutic areas since inception and NCE, with a strong focus on R&D across select high-growth high margin chronic therapeutic areas.

CAUTIONARY STATEMENT:

This press release contains certain forward-looking statements. Any forward-looking statement applies only on the date of this press release. By their nature, forward-looking statements are subject to a number of known and unknown risks and uncertainties that may or may not occur in the future and as a result of which the actual results and performance may differ substantially from the expected future results or performance expressed or implied in the forward-looking statements. No warranties or representations are made as to the accuracy, achievement, or reasonableness of such statements, estimates or projections, and Ami Organics has no obligation to update any such information or to correct any inaccuracies herein or omission here from which may become apparent.

For details, please contact:

<p>Investor Relations at AMI Organics Ekta Srivastava, Company Secretary & Compliance Officer cs@amiorganics.com</p> <p>Ernst & Young Mr. Rahul Thakur Rahul.thakur@in.ey.com</p> <p>Mr. Advait Bhadekar Advait.bhadekar@in.ey.com</p>	<p>Registered Office Plot no. 440/4, 5 & 6, Road No. 82/A, GIDC Sachin, Surat- 394230 CIN: L24100GJ2007PLC051093 ISIN: INE00FF01017 NSE Code: AMIORG BSE CODE: 543349 Website: www.amiorganics.com</p>
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