



# Ami Organics Limited

CIN. : L24100GJ2007PLC051093

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

May 11, 2024

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, 5<sup>th</sup> 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 fourth quarter & year ended financial results as on March 31, 2024.

This Press Release will be available on the website of the Company [www.amiorganics.com](http://www.amiorganics.com).

Kindly take the same on record.

Yours faithfully,

**For, AMI ORGANICS LIMITED**

EKTA  
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SRIVASTAVA  
Date: 2024.05.11  
13:19:51 +05'30'

**Ekta Kumari Srivastava**

**Company Secretary & Compliance Officer**



Encl: Press Release



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## Ami Organics Limited reports Q4 and FY24 Results

### Revenue from operations surpassed Rs. 200 crore mark for the first time reaching Rs. 225 crore in Q4 FY24

**Surat, May 11, 2024: 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 fourth quarter and year ended March 31, 2024.

#### Consolidated Financial Results – Q4 & FY24:

Particulars (Rs. Mn)	Q4FY24	Q4FY23	YoY	Q3FY24	QoQ	FY24	FY23	YoY
Revenue from Operations	2,250	1,864	20.7%	1,664	35.2%	7,175	6,167	16.3%
Gross Profit	900	813	10.6%	714	25.9%	3,058	2,858	7.0%
Gross Margin	40.0%	43.6%		42.9%		42.6%	46.3%	
EBITDA	432	408	5.9%	265	62.8%	1,285	1,226	4.8%
EBITDA Margin	19.2%	21.9%		15.9%		17.9%	19.9%	
PAT	260	272	(4.2%)	178	46.0%	808	833	(3.0%)
PAT Margin	11.6%	14.6%		10.7%		11.3%	13.5%	

Note: PAT and PAT Margin are adjusted for Exceptional Items. Exceptional item includes full impairment of investment in JV - Ami Oncotheranostics LLC and Other.

**Commenting on results, Mr. Naresh Patel, Executive Chairman & Managing Director, Ami Organics Limited,** said: *"I am pleased to share that we have been successful in navigating through the tough industry scenario to deliver an all-time high quarterly revenue from operations of Rs. 225 cr. This represents a growth of 21% YoY and an exceptional 35% sequential growth. Our advanced pharmaceuticals business, grew strongly by 18% YoY and 47% QoQ while our specialty chemicals business grew robustly by 36% YoY during the quarter.*

*I am delighted to share that we have achieved the 'Gold Medal' accreditation from EcoVadis. Although we are in chemicals manufacturing industry, we remain steadfast on our sustainability goals propelled by an intensified focus on green chemistry and green initiatives. This commitment underscores our proactive approach to environmental responsibility and sustainability.*

*I am also thrilled to inform you that recently we have received grant of 3 process patents from The Patent Office, Government of India. Two of these three products are niche and complex in nature.*

*Overall, I believe that we have navigated industry challenges adeptly in FY24 and as we progress ahead with improved overall prospects for the industry, we firmly believe we will sustain our growth trajectory, targeting a revenue growth in range of 20-25% for the fiscal year FY25."*



**Key Results Highlights (Q2 FY24 Consolidated):**

- ✓ **Revenue from operations** for Q4FY24 grew by **20.7% YoY and 35.2% QoQ** to **Rs. 2,250 mn**
- ✓ The **gross margin** for the quarter was at **40.0%**. Gross margins were impacted due to change in product mix.
- ✓ **EBITDA** for the quarter came at **Rs. 432 mn up 5.9% YoY** compared to Rs. 408 mn in Q4FY23 and up **62.8% QoQ** compared to Rs. 265 mn in Q3FY24.
- ✓ **EBITDA margin** for the quarter was at **19.2%** as compared to 21.9% in Q4FY23 and 15.9% in Q3FY24. EBITDA margins contracted by 269bps YoY and grew by 326 bps sequentially.
- ✓ **Adjusted PAT** for the quarter was **Rs. 260 mn. Adjusted PAT margin** for the quarter was **11.6%**.

**Key Business highlights:**

- ✓ Export at **56%**; domestic business at **44%**
  - ✓ During the quarter, **Ami Organics Electrolytes Private limited**, a wholly owned subsidiary of Ami organics focused on Battery chemicals, **commenced regular commercial operations for manufacture and supply of products for lithium-ion battery cells.**
  - ✓ **Process Patent:** Recently, Ami Organics **received patent for three inventions titled:**
    - A process for the preparation of 2- (PIPERIDIN-4-YL)-1H-BENZO[D]IMIDAZOLE
    - A process for the direct synthesis of FEDRATINIB INTERMEDIATE
    - A process for its preparation of LUMATEPERONE TOSYLATE INTERMEDIATE
- With the recent addition of three new patents, Ami Organics now boasts a **robust portfolio of 10 process patents, further exemplifying its prowess in chemical synthesis.**
- ✓ The company has been awarded a prestigious **Gold Rating accreditation** from **EcoVadis**, recognizing the company's outstanding commitment to sustainability.
  - ✓ **Released our 2<sup>nd</sup> Sustainability Report** titled **“Enabling Responsible Growth”**

**PRESS RELEASE**

For Immediate dissemination



**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><b>Investor Relations at Ami Organics</b> Ekta Srivastava, Company Secretary &amp; Compliance Officer <a href="mailto:cs@amiorganics.com">cs@amiorganics.com</a></p> <p><b>Senior Manager – Investor Relations</b> Mr. Rahul Thakur <a href="mailto:Rahul.thakur@amiorganics.com">Rahul.thakur@amiorganics.com</a></p>	<p><b>Registered Office</b> Plot no. 440/4, 5 &amp; 6, Road No. 82/A, GIDC Sachin, Surat- 394230 CIN: L24100GJ2007PLC051093 ISIN: INE00FF01017 NSE Code: AMIORG BSE CODE: 543349 Website: <a href="http://www.amiorganics.com">www.amiorganics.com</a></p>
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