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.

August 10, 2022

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 first quarter ended results as on June 30, 2022.

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

AMI ORGANICS LTD. ★ SACHIN ★

Ekta Kumari Srivastava
Company Secretary & Compliance Officer

Encl: Press Release

PRESS RELEASE
For Immediate dissemination

AMI ORGANICS LIMITED

Q1FY23 Revenue up 15.8% YoY, EBITDA up 7.1% YoY

PAT up 8.3% YoY

Surat, August 10th, 2022: Ami Organics Limited (AMI) (BSE: 543349), NSE: AMIORG) today reported financial results for the Quarter ended June 30th, 2022.

Consolidated Financial Results – Q1 FY23

Particulars (Rs. Mn)	Q1FY23	Q1FY22	*YoY*	Q4FY22	QoQ
Revenue from Operations	1,310	1,131	*15.8%*	1,435	*-9%*
Gross Profit	639	487	*31%*	634	*1%*
Gross Margin	*48.8%*	*43%*	*5.72%*	*44%*	*4.67%*
EBITDA	237	221	*7.1%*	258	*-8%*
EBITDA Margin	*18.1%*	*19.5%*		*18.0%*	
PBT	203	181		223	
PAT	149	137	*8.3%*	213	*-30%*
PAT Margin	*11.3%*	*12.1%*		*15%*	

Commenting on results, Mr. Naresh Patel, Executive Chairman & Managing Director, Ami Organics Limited, said: *"I am happy to share that we have entered the new financial year on a positive note amidst a challenging global environment. Our Revenues for the quarter grew steadily at 16% on a YoY basis to Rs. 131cr. This was driven by the export market and specifically innovator-driven business.*

Our gross margins improved for the quarter due to a better product mix, cost optimization measures, process improvement measures, the use of new technology, and most importantly our ability to pass on the incremental cost to our customers. The EBITDA margins remain stable on a sequential basis weighed down by higher energy prices and lower EBITDA of the specialty chemicals business. I am confident that margins will improve over the course of the year.

Electrolyte additive samples are with customers across the world at various stages and I am hopeful that we will see the commercialization of the product towards the end of this year.

We are also planning to launch two new products under the import substitute business vertical which are in the Agrochemicals space. I believe we will see the commercialization of the same in the 2nd half of FY23.

Overall, even though we are seeing some demand rationalization for the pharmaceutical industry, our core products continue to see strong demand and that makes me optimistic about delivering sustainable growth for the financial year 2023."

Key Results Highlights (Consolidated):

- ✓ **Revenue** from operations for Q1FY23 grew by **15.8% YoY to Rs.1,310mn**
- ✓ **The gross margin** for Q1FY23 improved to **48.8%**, an increase of 572bps on YoY basis and 467bps on a sequential basis. The Margin expansion was driven by a better product mix,

cost optimization measures, process improvement measures, and the use of new of technology.

- ✓ **EBITDA** for the quarter came at **Rs. 237mn up 7.1%** as compared to Rs. 221mn in Q1FY22.
- ✓ **EBITDA margins** for the quarter were at **18.1%** as compared to 19.5% Q1FY22 and 18.0% in Q4FY22. We have been able to **maintain our EBITDA margin on a sequential basis** which is suppressed due to higher energy, and freight cost as well as lower EBITDA margins of the Specialty Chemical business.
- ✓ **PAT for the quarter was at Rs. 149mn up 8.3% on YoY basis**. The PAT margins for the quarter were at 11.3% as compared to 12.1% in Q1FY23.
- ✓ In Q4FY22, Company received a TAX benefit which resulted in a 4% tax for Q4FY22. This led to a higher PAT margin in Q4FY22. If you remove the impact on Tax benefit, **PAT for Q1FY23 is maintained on a sequential basis.**

Key Business highlights:

- ✓ **One-off expense** of loss on sale of the asset is related to the **demolition of the civil structure at the Ankleshwar site.**
- ✓ **Electrolyte additive update:**
    - o **China:** First samples sent to clients are approved. Larger samples are sent to the client which is at an **advanced stage of qualification**.
    - o **Europe: Sent samples to customers for the initial approval**
    - o **India and Korea**: **Engaged with several customers for the product**
- ✓ **Import Substitute Product Updates**: Plan to introduce **two new products** in the current financial year which will cater to the **Agrochemicals industry**. Expect to **commercialize** these products in the **second half of the fiscal year**.
- ✓ We have ordered flow reactors for a couple of more existing products and expect them to shift to continuous flow in the second half of FY23.
- ✓ Capex Update: Company has received Environmental clearance. Excavation work is completed. Civil construction is started. Started ordering machinery for the plant.

COVID-19:

The outbreak of Coronavirus (COVID -19) pandemic globally and in India caused significant disturbance and slowdown of economic activity. The Company has assessed the impact of pandemic on its financial results/position based on the principle of prudence in applying judgements, estimates and assumptions including sensitivity analysis and has concluded that there is no major impact of COVID 19 on the recoverability of carrying values of assets and expects to recover the carrying value of its assets. Considering that it is a dynamic and evolving situation, the management will continue to closely monitor and evaluate the impact of any material change in macro-economic and other related factors, which may have a bearing on the Company's operations.

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 450 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:

Investor Relations at AMI Organics	Registered Office
Ekta Srivastava, Company Secretary & Compliance Officer cs@amiorganics.com **Ernst & Young** Mr. Rahul Thakur Rahul.thakur@in.ey.com	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