



## Ajooni Biotech Limited FY24 Net Profit Rises by 93.75%

**Mumbai – May 21, 2024: Ajooni Biotech Limited (NSE: AJOONI)**, is one of the leading PURE VEG. animal health care solution company dedicated to improving the productivity of Dairy farmers and sustainably increase livestock yields, has reported its Audited financials for Q4 FY24 and FY24.

### Key Financial Highlights (Standalone)

#### FY24:

Particulars (₹ Cr)	FY24	FY23	YoY Change
Total Revenues	82.30	74.78	↑ 10.06%
EBITDA	4.43	3.06	↑ 44.77%
EBITDA (%)	5.38%	4.09%	↑ 129 BPS
Net Profit	2.17	1.12	↑ 93.75%
NPM (%)	2.64%	1.50%	↑ 114 BPS
EPS (₹)	0.25	0.13	↑ 92.31%

#### Q4 FY24:

Particulars (₹ Cr)	Q4 FY24	Q4 FY23	YoY Change
EBITDA	1.85	1.21	↑ 52.89%
EBITDA (%)	9.32%	2.91%	↑ 641 BPS
Net Profit	0.91	0.54	↑ 68.52%
NPM (%)	4.59%	1.30%	↑ 329 BPS
EPS (₹)	0.10	0.06	↑ 66.67%

### Key Highlights For FY24

- Ajooni biotech Limited's contract agreement with national dairy development Board (NDDB) dairy services.
- Company has received Export Order from Avon Animal Health, Bangladesh to deliver high-quality animal health products and educating farmers on their efficacy.
- Company received Upgraded "CRISIL BB+/ Stable" Credit Rating.
- Ajooni Biotech Limited, a leader in PURE VEG animal health care solutions, has launched its own brand to enhance product quality, control pricing, and boost customer satisfaction. By expanding into the B2C market and appointing over 100 dealers across India & plans to surpass 300 Distribution Points by the end of the quarter, Ajooni aims to strengthen its market presence and offer innovative products directly to consumers.

- Company partners with UAMMCL to Revolutionise PURE VEG. Cattle Feed and Moringa Production. UAMMCL is supported by Department of Biotechnology (Government of India) & Punjab State Council for Science & Technology. The company is expecting substantial additional increase in Turnover & additional excellent Margin from this MOU.
- Company has leased a 64,000 sq. yards land in Derabassi, Punjab for cultivation of Moringa nursery and plantation of Moringa.
- With the Pure Veg. cattle feed and Pure Veg. supplement feed operations running on autopilot, Ajooni Biotech Limited is now focusing on Moringa. Successful research has been done and commercial production is set to commence in FY 2025-26. Ajooni is expecting from Pure Veg. Cattle Feed & Pure Veg. Supplement Feed Turnover for F.Y. 24-25 to be ₹ 100-125 Cr., F.Y. 25-26 to be ₹ 200-210 Cr. & for F.Y. 26-27 to be ₹ 250-270 Cr. with PAT margin of 5% of expected Turnover. With Moringa Ajooni is expecting additional Turnover and additional PAT.

**Commenting on the performance Mr. Jasjot Singh, Managing Director of Ajooni Biotech Limited said, "We are delighted to report a strong financial performance for both the Q4 FY24 & FY24. Despite facing challenges, our strategic initiatives and operational efficiencies have resulted in significant growth in profitability.**

The remarkable increase in our EBITDA and Net Profit margins reflects our commitment to enhancing shareholder value. We have leased 64000Sq. yards land in land in Derabassi, Punjab for cultivation of Moringa nursery and plantation of Moringa. Company also received upgraded "CRISIL BB+/ Stable" upgraded Credit Rating & Right Issue Details.

This year we have launched our own brand to enhance product quality, control pricing, and boost customer satisfaction & set to expand into the B2C market by appointing over 100 dealers across India & plans to surpass 300 Distribution Points by the end of the quarter. We remain focused on driving innovation, expanding our product portfolio, and exploring new market opportunities to sustain this growth momentum."

### **Importance of Moringa Leaves**

Moringa is regarded as a miraculous tree due to the utilization of every part of it. So, Ajooni has started cultivation 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.
- **Ajooni Biotech Limited anticipates generating an additional expected annual revenue of ₹150-200 crore from its Moringa operations, with projected profit margins of 40-50% from FY25-26 Onwards.**
- **With the PURE VEG cattle feed and supplement feed operations running on autopilot, Ajooni Biotech Limited is now focusing on Moringa. Successful research and commercial production are set to commence in FY 2025-26.**

## About Ajooni Biotech Limited

Ajooni Biotech Limited is a PURE VEG. animal health care solutions company. It stands as a trailblazer, innovator, and frontrunner in the realm of animal feed production, prioritizing excellence in quality, safety, and production innovation, along with a commitment to delivering exceptional customer service.

With a comprehensive feed range, AJOONI has emerged as a significant player in the animal pure veg feed and pure veg feed supplement. Opting for AJOONI signifies partnering with a responsive, attentive ally boasting extensive experience and a nuanced understanding of the intricate dynamics within the livestock market.

AJOONI's primary objective revolves around optimizing productivity, meeting animals' PURE VEG nutritional and feed requirements comprehensively, and attaining an optimal dietary balance. AJOONI aims to be a steadfast ally to farmers, with our team of experts offering their wealth of knowledge and years of experience to devise tailored diet programs and provide optimal recommendations for the sustained growth and advancement of livestock, which gives it an edge for exponential growth in its products offerings.

**In the organized listed space, Ajooni biotech is the 1<sup>st</sup> PURE VEG. Cattle Feed & PURE VEG. Supplement feed & Leading Producer in the Industry.**

**In FY24, Company has reported Revenue of ₹82.30 Cr, EBITDA of ₹4.43 Cr & Net Profit of ₹2.17 Cr.**

## Disclaimer

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.