



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.

February 08, 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 third quarter and nine months ended results as on December 31, 2021.

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

Nareshkumar R. Patel
Managing Director



Encl: As Above





AMI ORGANICS LIMITED

9M FY22 Revenue up 52% YoY, EBITDA up 39% YoY**PAT up 31% YoY**

Surat, February 07th, 2022: Ami Organics Limited (AMI) (BSE: 543349), NSE: AMIORG) reported financial results for the Quarter and nine months ended December 31st, 2021.

Consolidated Financial Results – Q3 and 9M FY22

Particulars (Rs. Mn)	Q3 FY22	Q3 FY21	YoY	Q2 FY22	QoQ	9M FY22	9M FY21	YoY
Revenue from Operations	1,412	920	53.5%	1223	15.4%	3766	2477	52.0%
Gross Profit	698	454	53.6%	654	6.6%	1839	1151	59.8%
Gross Margin	49.4%	49.4%		53.5%		48.8%	46.5%	2.38%
EBITDA	299	217	37.9%	274	9.3%	794	569	39.5%
EBITDA Margin	21.2%	23.6%		22.4%	-5.3%	21.1%	23.0%	
PBT	286	192	48.4%	225	26.8%	692	511	35.4%
PAT	195	145	34.7%	175	11.4%	507	386	31.3%
PAT Margin	13.8%	17.2%		14.3%		13.5%	15.6%	

Note: Please note FY21 numbers do not include revenue from 2 recently acquired facilities from Gujarat Organics.

Commenting on results, Mr. Nareshkumar Patel, Executive Chairman & Managing Director, Ami Organics Limited, said: *"I am happy to report that our 9M FY22 revenue grew by 52% on YoY basis driven by robust growth in core Pharma Intermediary business as well as stronger grow in Specialty Chemicals business. Our gross margin also saw improvement as compared to 9M FY21. The EBITDA margin for standalone business largely remain intact whereas margin of GOL business also saw positive upside due to our process improvement and cost optimization exercises, but the total EBITDA is lower compared to standalone EBITDA in 9M FY21 after considering effect of integration. As a part of our process improvement and cost optimization exercise we have transferred Specialty chemicals production to a single location at Jhagadia facility. This will provide better operating leverage and in turn improve our margins in coming quarters.*

We have commercialized two new import substitute products where we are one of the few manufacturers in India. Initial response to these products has been very encouraging and we see these products contributing considerably to our top line in coming years. We have more such products in pipeline.

I remain optimistic for the coming quarters on the back of continued strong demand for our products, rationalization in the input prices, successful integration and cost optimization in GOL business and new product launches."

Key Results Highlights (Consolidated):

- ✓ Revenue from operations for Q3FY22 grew by 53.5% YoY to Rs.1,412mn

**AMI ORGANICS LIMITED**

- ✓ 9MFY22 Revenue from operations grew by 52.0% YoY to Rs. 3,766mn
- ✓ Gross margin for the 9M FY22 improved to 48.8% higher by 238 bps when compared to 9M FY21 numbers
- ✓ EBITDA for the nine months came at Rs. 794mn up 39.5% as compared to Rs. 569mn in 9M FY21
- ✓ EBITDA for the core business maintained at sustainable level whereas EBITDA for newly acquired facilities from GOL has improved significantly from single digit to double digit in Q3 FY22
- ✓ As per the use of proceeds for the IPO, we have brought down our debt from Rs. 1,366mn as of 31st March 2021 to Rs. 7.3mn.

Key Business highlights:

- ✓ We have been able to improve our gross margins even in the highly volatile environment of input costs. This was achieved by prudent cost measure and swiftly passing on of incremental input cost to the clients
- ✓ During the quarter we have successfully transferred current production operations of specialty chemical business at Ankleshwar facility to Jhagadia Facility. We do not expect any revenue loss because of transfer of production operation from Ankleshwar to Jhagadia unit of Company
- ✓ Ankleshwar facility will be repurposed for the expansion of Pharma Intermediates business to support the future growth. Company is still working on the design and engineering required to repurpose the Ankleshwar facility for Pharma Intermediates. More details will be share once the overall capex plan is finalised.
- ✓ Initial response to import substitute products has been very encouraging

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.



AMI ORGANICS LIMITED

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 Ekta Srivastava, Company Secretary & Compliance Officer cs@amiorganics.com Christensen Advisory Mr. Rahul Thakur rthakur@Christensenir.com	Registered Office Plot no. 440/4, 5 & 6, Road No. 82/A, GIDC Sachin, Surat- 394230 CIN: U24100GJ2007PLC051093 ISIN: INE00FF01017 NSE Code: AMIORG BSE CODE: 543349 Website: www.amiorganics.com
---	---