Ajooni Biotech Limited entered High Margin B2C Gujarat market for supply of Pure Veg Cattle feed

Mumbai – July 23rd, 2024: Ajooni Biotech Limited (NSE: AJOONI), 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. Ajooni is pleased to announce the entry in B2C Gujarat market for supply of Pure Veg Cattle feed. This milestone reflects the growing confidence in Ajooni Biotech's products and its commitment to expanding its market presence. In the organized listed space, Ajooni biotech is the 1st PURE VEG. Cattle Feed & PURE VEG. feed Supplement Producer in the Industry.

Company has a strong contract manufacturing presence and count large corporates among its customers. To expand our business and customer base we are proud to announce that we've taken the bold step of dealing in our own brand, which will enable us to have greater control over quality, pricing, and customer satisfaction. This strategic move will allow us to better serve our customers and stay ahead of the competition.

We're now entering the B2C market, marking a significant expansion of our business scope. This new initiative will allow us to reach individual consumers directly, offering them a wider range of products and services. It will also improve the top line and bottom line of the Company.

Commenting on the order, Mr. Jasjot Singh, MD & CFO, Ajooni Biotech Limited: "We are happy to share that company is now entered in the market of Gujarat and started supplying pure veg cattle feed to Gaushala's in Gujarat. **The first order has successfully been delivered to Shree Goga Maharaj Gir Gaushala**, and hopefully will reach to other Gaushala's for supply of pure veg. Cattle feed.

We're in process of strengthening Our Dealers and Distributors network in Gujarat and proud to announce that we are in process of assembling a high-performing team of who share our vision and are committed to delivering exceptional results. Their expertise and dedication will play a crucial role in driving our growth and success. This network will enable us to reach more customers, increase our market share, and provide better services to our partners. **The company has now entered in the market of Himachal Pradesh, Punjab, Haryana, Rajasthan, UP, Bihar and Gujrat.**

We're committed to maintaining direct contact with farmers, ensuring that we're always aware of the latest developments in the agricultural sector. This close relationship will enable us to source high-quality products, respond quickly to changing market conditions, and provide value-added services to our customers."

In FY 2023- 24, Company has reported Revenue of ₹82.30 Cr, EBITDA of ₹4.43 Cr & Net Profit of ₹2.17 Cr.

In FY 2024-25, Company is expecting the Total turnover of ₹100 - ₹140 crores.

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. A forward-looking projection statement predicts, projects, or uses future events as expectations or possibilities.

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