



# 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, 5<sup>th</sup> Floor, Plot No. C-1,  
G-Block, Bandra Kurla Complex,  
Mumbai -400051

**Scrip Code : 543349**

**NSE Symbol : AMIORG**

**Subject: Revised Investor Presentation 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 the revised Investor Presentation on first quarter ended June 30, 2022 results and business matters.

This Investor Presentation will also 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 Kumari Srivastava**  
**Company Secretary & Compliance Officer**



Encl: Revised Investor Presentation





**AMI ORGANICS LIMITED**

AUGUST - 2022

# **Investor Presentation**



**Ami Organics Limited**

BSE: 543349 | NSE: AMIORG | [WWW.AMIORGANICS.COM](http://WWW.AMIORGANICS.COM)

# Contents

- 1 Q1FY23 Results
- 2 Company Overview
- 3 Advanced Pharma intermediate
- 4 Specialty Chemicals
- 5 Working towards better tomorrow
- 6 Shareholder Information



# Contents

## 1 Q1FY23 Results

- Management Commentary
- Q1FY23 Earnings Highlights
- Financial performance (Q1FY23)
- P&L Statement for Q1FY23





# Management Commentary



**Mr. Naresh Patel**

Executive Chairman  
and Managing Director

"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 2<sup>nd</sup> 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."

Revenue for  
Q1FY23


**Rs. 1,310 mn**

**15.8%**   
YoY



EBITDA for  
Q1FY23

**Rs. 237 mn**

**7.1%**   
YoY



PAT for  
Q1FY23

**Rs. 149 mn**

**8.3%**   
YoY



# Q1FY23 Earnings Highlights

## Financial Highlights

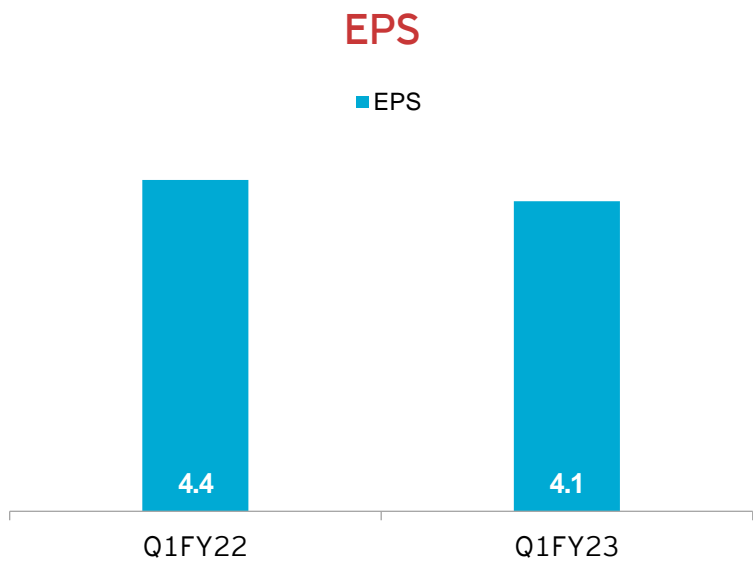
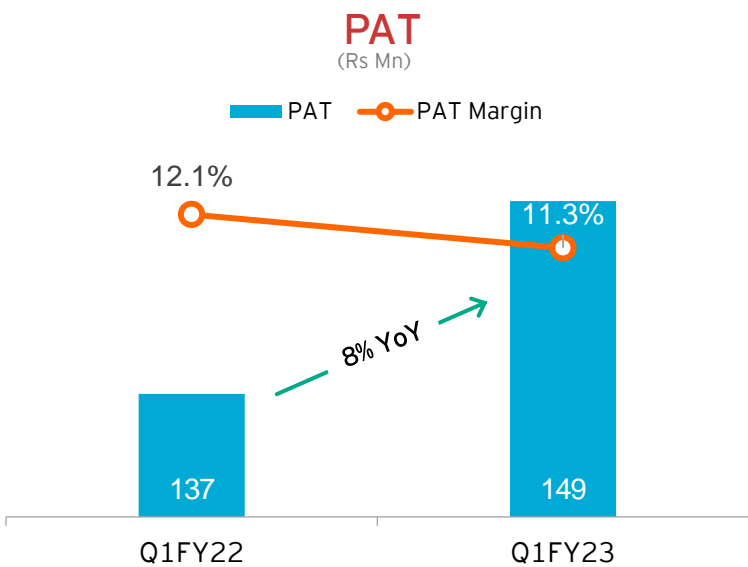
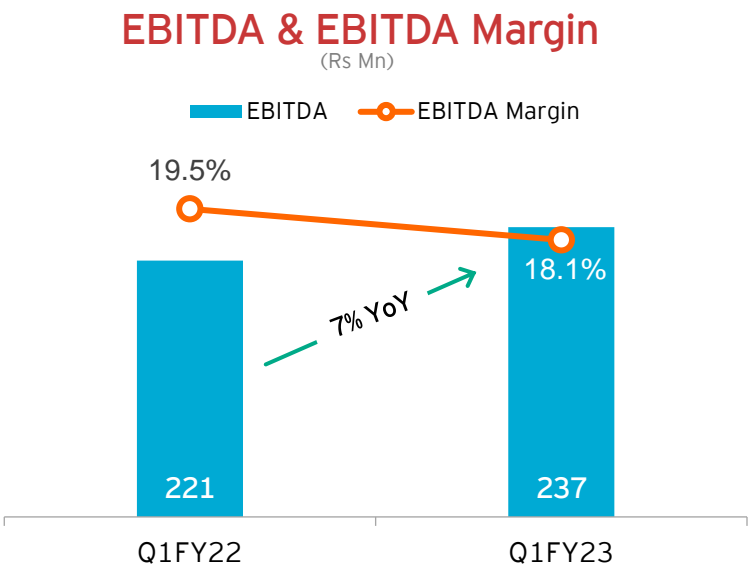
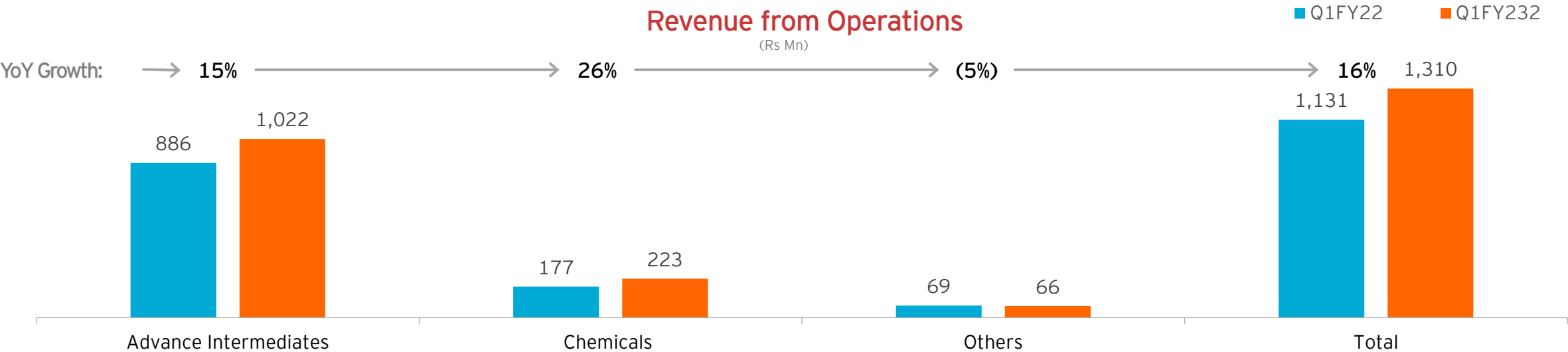
- ✓ **Revenue** from operations for Q1FY23 grew by **15.8% YoY** to Rs.1,310mn
- ✓ **The gross margin** for Q1FY23 improved to **48.8%**, an increase of 572bps on YoY basis and 467bps on a sequential basis. The Margin expansion was driven by a better product mix, cost optimization measures, process improvement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

# Q1FY23 Earnings Highlights (Continued)

## 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:**
  - **China:** First samples sent to clients are approved. Larger samples are sent to the client which is **at an advanced stage of qualification.**
  - **Europe:** Sent samples to customers for the initial approval
  - **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.

# Financial performance (Q1 FY23)





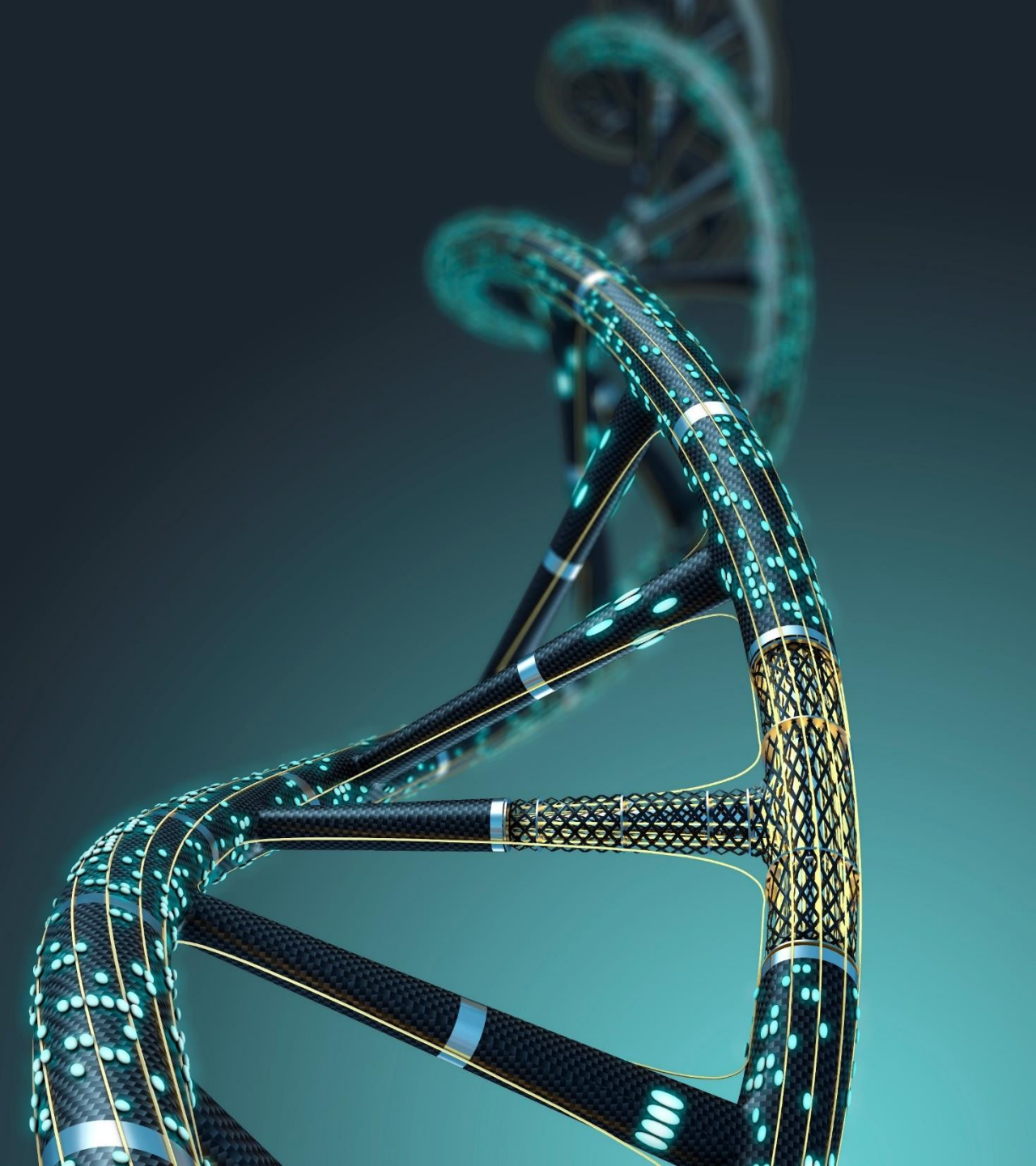
# P&L Statement for Q1FY23

Particulars (Rs. Mn)	Q1FY23	Q1FY22	YoY	Q4FY22	QoQ
<b>Revenue from Operations</b>	1,310	1,131	16%	1,435	-9%
COGS	671	644		802	
<b>Gross Profit</b>	639	487	31%	634	1%
<i>Gross Margin</i>	49%	43%		44%	
Employee benefits expenses	118	90	31%	110	7%
Other expenses	285	177	61%	266	7%
<b>Total Expenses</b>	1,073	910		1,178	
<b>EBITDA</b>	237	221	7%	258	-8%
<i>EBITDA Margin</i>	18%	20%		18%	
Depreciation and amortization	30	22		31	
<b>PBIT</b>	206	199		227	
Finance costs	2	28		6	
Other Income	6	10		2	
Loss on Sale of assets	7	-		-	
<b>PBT</b>	203	181		223	
Tax Expense	55	44		10	
<b>PAT</b>	149	137	8%	213	-30%
<i>PAT Margin</i>	11%	12%		15%	

# Contents

## 2 Company Overview

- Company Overview
- Our Journey
- Our Products
- Strong and Long-term relations with Diversified Customers across Geographies
- Our Manufacturing Facilities
- Superior R&D Capabilities
- Our Founders
- Our Leadership
- What makes us different



# Company Overview



AMI Organics (AMI) is a research and development driven manufacturer of specialty chemicals with varied end usage and is focused on the development and manufacturing of advanced pharmaceutical intermediates ("Pharma Intermediates") for regulated and generic active pharmaceutical ingredients ("APIs") and New Chemical Entities ("NCE") and key starting material for agrochemical and fine chemicals.



**5,201**

FY22  
Revenue

(INR mn)



**1,052**

FY22  
EBITDA

(INR mn)



**450+**

Customers

Added 40 new customers  
in FY22



**~50**

Countries

(Customer locations)



**719**

FY22  
PAT

(INR mn)



**58%**

Export (%)

(FY22)



**3**

Manufacturing  
Facilities

(Gujarat)



**1**

R&D  
Facility

State of art In-house R&D  
facility recognized by  
DSIR in India.

## Business Segments



Pharma  
Intermediates

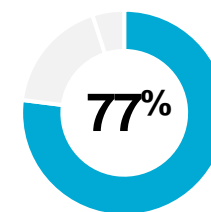


Specialty  
Chemicals

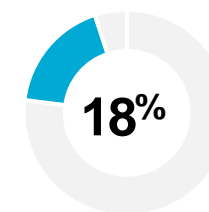


Others

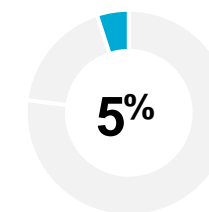
FY22 Revenue - Rs. 5,201mn<sup>(3)</sup>



Advance Intermediates  
for Pharmaceutical  
API and NCE



Specialty Chemicals  
KSM, Parabens, Salicylic acid  
and other specialty  
chemicals

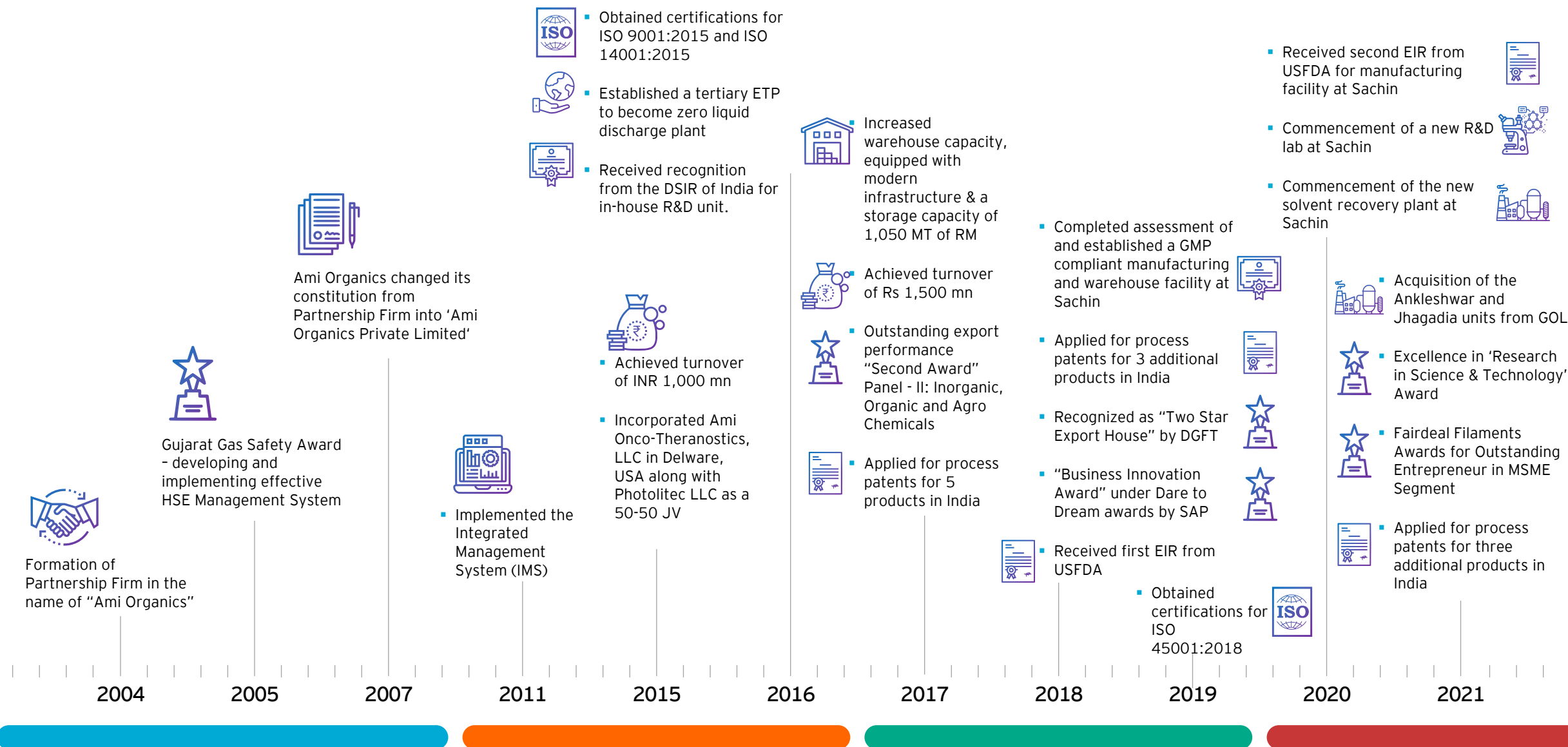


Others

**520+ Products**

Added 17 new products in FY22

# Our Journey



# Our Products

## Advance Intermediates for Pharmaceuticals



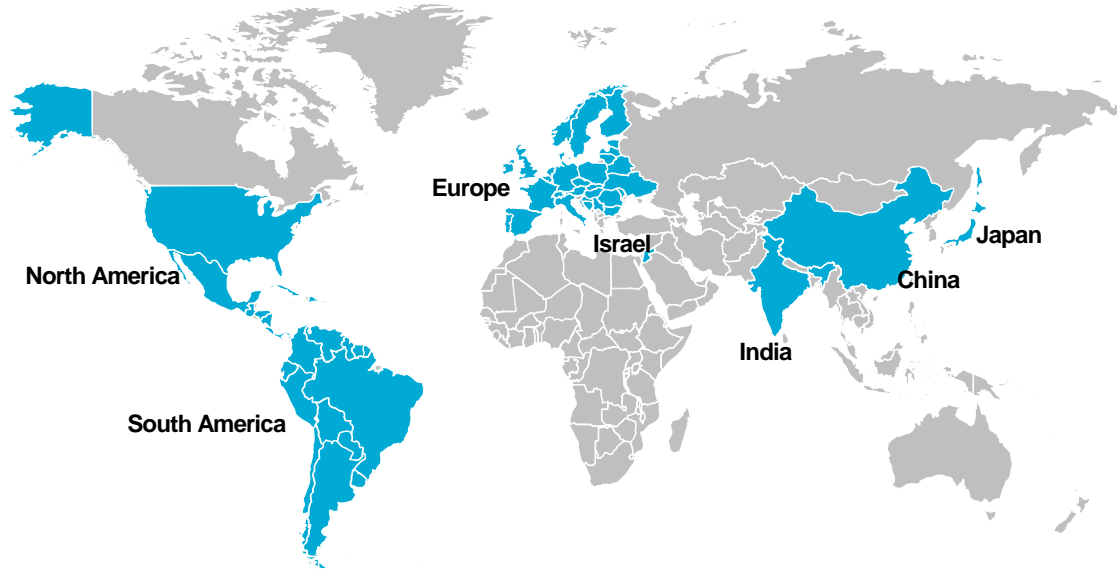
- Advanced Intermediates:
  - ✓ 450+ Products
  - ✓ Intermediates across 17 therapeutic areas
  - ✓ Chronic Therapy focus: 91%
  - ✓ Majorly backward integrated to Basic Chemical level
  - ✓ 50-90% global market share key molecules

## Specialty Chemicals



- Niche KSM for Agrochem and Finechem companies
- Parabens & paraben formulations, Salicylic Acid and other specialty chemicals that find end-use in cosmetics, dyes, polymers and agrochemical industries, animal foods, and personal care industries
- New segment - Electrolyte used in manufacturing cells for energy storage devices.

# Strong and Long-term relations with Diversified Customers across Geographies



**54%**  
of revenue from Top 10  
customers in FY22

**13**  
customers associated since  
last 10 years

**50**  
customers associated since  
last 5 years

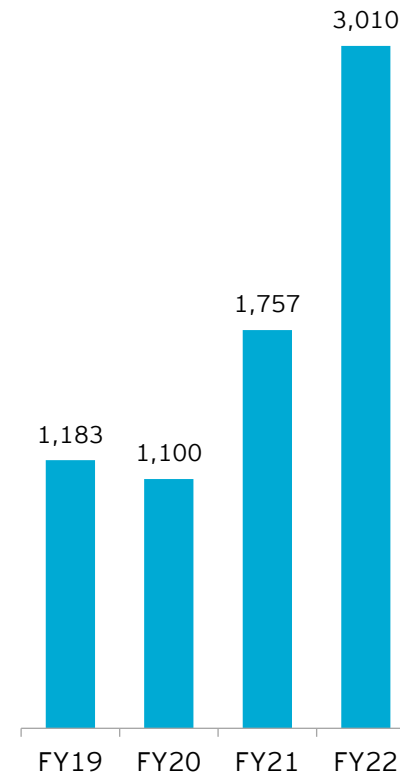
- Well established and long-term relations with domestic and MNCs across large and fast-growing markets globally
- Diversified customer base
- Long term supply contract with key customers
- Prolonged adherence to stringent client requirements leads to new business from existing customer base as well as from new clients

## Revenue from Exports

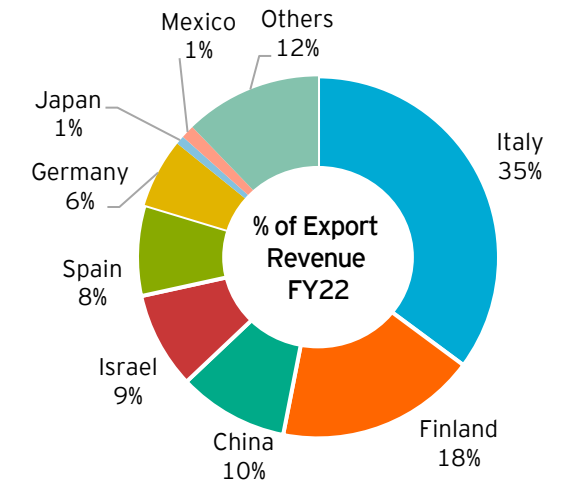
Exports Revenue as % of  
Revenue from Operations

50% 46% 52% 58%

(Rs mn)



## Key Exports Destinations





# Strong and Long-term relations with Diversified Customers across Geographies (cont'd)



## Clientele

### Advanced Pharma Intermediates (Top Clients)

#### Generic



#### Innovators



### Specialty Chemicals (Top Clients)



# Our Manufacturing Facilities



## Manufacturing Facilities Total

Total Land Area  
(sq mtrs)

75,892

Installed Capacity  
(MTPA)

6,060



### Sachin Unit

Land Areas  
(sq mtrs)

8,250

Installed Capacity  
(MTPA)

2,460

- Multipurpose facility equipped for production of Pharma Intermediates
- Two blocks with 13 separate product lines, 40 reactors, 17 dryers, zero-liquid discharge based ETP and SBT system



### Ankleshwar Unit

Land Areas  
(sq mtrs)

10,644

Installed Capacity  
(MTPA)

NA

- The Chemicals production from the Ankleshwar site is successfully transferred to the Jhagadia unit without any loss of revenue
- Currently, the Ankleshwar site has been demolished
- The new plant will be set up at Ankleshwar site to cater to growing demand of Advance Pharmaceutical Intermediates



### Jhagadia Unit

Land Areas  
(sq mtrs)

56,998

Installed Capacity  
(MTPA)

3,600

- Multipurpose facility for production of parabens, PHBA and other specialty chemicals.
- Consists of 26 stainless steel and glass reactors with fully dedicated lines for paraben, PHBA production
- Equipped with state of art ETP with zero liquid discharge solutions
- Unused 15,830 sq mtrs land available to explore brownfield expansion opportunities



### Warehouse (Sachin)

Land Areas (sq mtrs)

2,812

Installed Capacity  
(MTPA)

1,050

- Facility built in vicinity of the Sachin facility

# Superior R&D Capabilities

01

## R&D Lab

2,200 sq. mtrs. DSIR approved in-house R&D facility at Sachin supported by an ADL

02

## Technology

ADL fully supported by analytical instruments (LCMASS, GCMASS, UV spectrophotometer, ultrasonic bath, photo stability & stability chambers, etc.)

03

## State-of-the-art equipment

Modern fume hood system, autoclave, high vacuum distillation assembly, glass reactor assembly, etc.

04

## R&D Strategy

R&D Team - Focused on product Pipeline, NCE product, New product development, CDMO

Process improvement - innovating new ways / improving processes to manufacture products

05

## Team

Specialized team of 60+  
10 members hold Ph. Ds

39 hold Masters' degrees  
Strong focus on new scientists' recruitments

06

## Patents

12 Process Patents filed out of which:

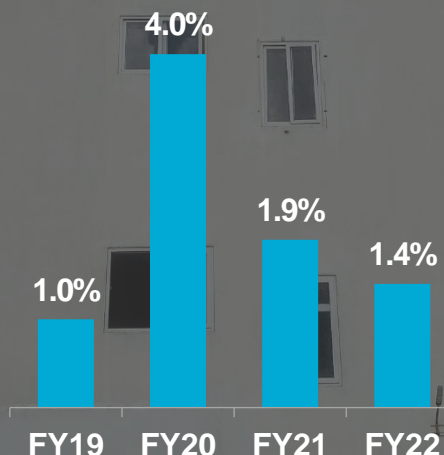
1 Patent granted  
7 Patents published  
4 Patents applied

## R&D Expenditures

24	86	65	70
----	----	----	----

(Rs mn)

R&D expenditure as % of Revenue from Operations



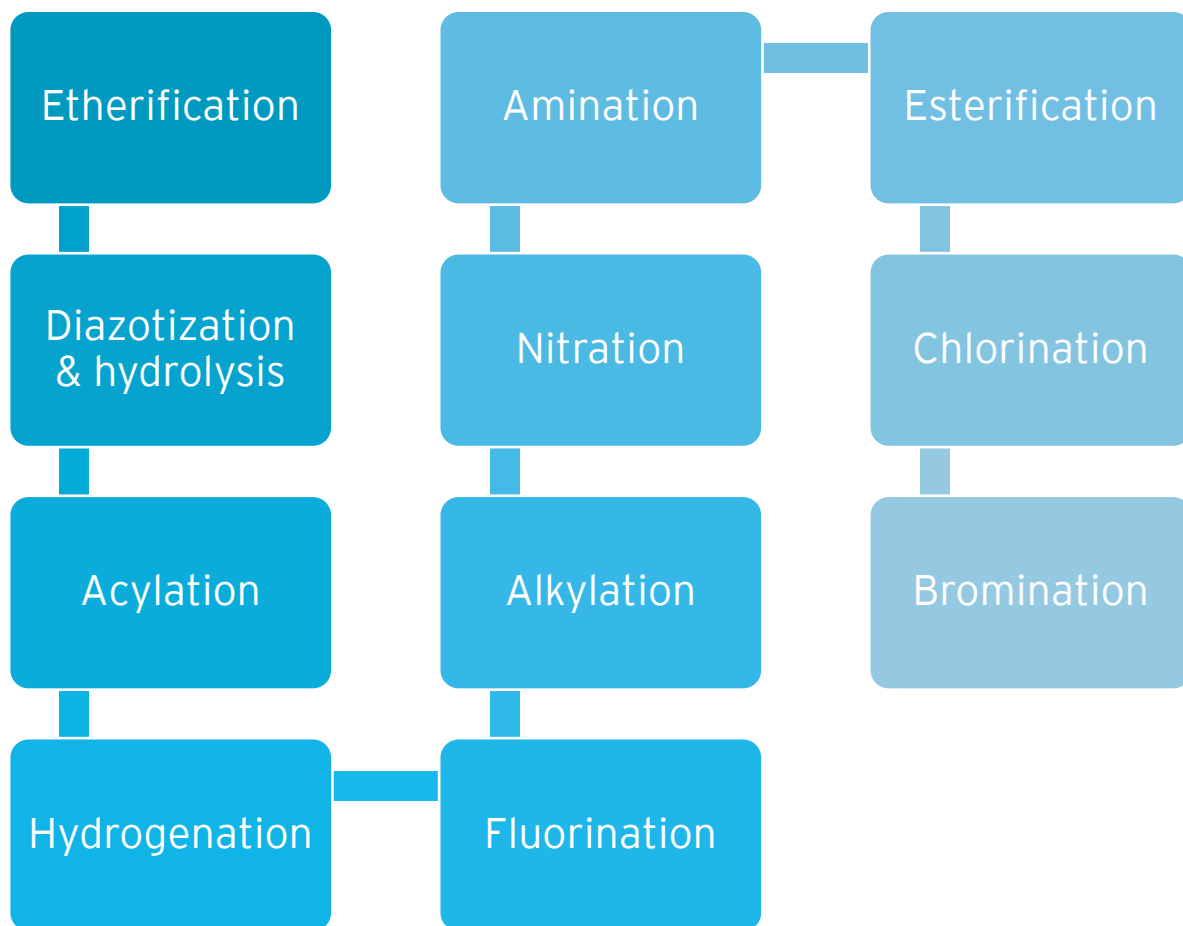
AMI ORGANICS LIMITED  
R & D CENTRE

24AAGCA4014R12L



# Superior R&D Capabilities (Cont'd)

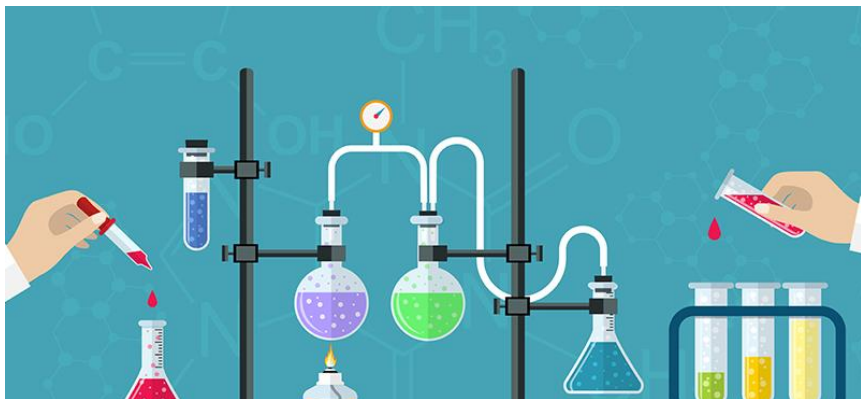
## Our Capabilities in Key Chemistry



AMI Organics R&D Centre in Surat



## Continuous Flow Reactor



- Continuous flow reactors are **more efficient, and sustainable** when compared to manufacturing products using traditional reactors.
- AMI has successfully developed capabilities in **Plug Flow, Catalytic fixed-bed flow, Tubular flow** kind of reactors
- This technology **reduces the cycle time to manufacture** a product which leads to **lower utilization of utilities**
- The space required to fit a flow reactor is considerably lower than the traditional reactors.
- AMI Organics has successfully developed and **commercialized 2 products under continuous flow**
- AMI Organics has **successfully developed 3 more existing products** which are under pilot-scale now. The company has already ordered equipment and the products will commercialize using continuous flow in the current financial year.

## Our Founders

The visionaries who built this company



**Nareshkumar Patel**

Executive Chairman, MD

- Mr. Nareshkumar Patel is founder of the Company.
- He has been associated with the Company since its inception and has extensive experience in the global generic pharma business.
- Nareshkumar is responsible for handling the Chemical Engineering and Product Implementation divisions of the Company.
- He holds a Bachelors Degree in Engineering from Gujarat University.



**Chetankumar Vaghasia**

Whole-time Director

- Mr. Chetankumar Vaghasia is one of the co-founders of the Company.
- He has been associated with the Company since its inception and has over 17 years of deep experience in the chemicals industry
- Chetankumar is responsible for handling the Procurement and Administration divisions of the Company.
- He holds a Diploma from Surat, Gujarat.



# Our Leadership

## Board of Directors



**Virendra Mishra**

Whole-time Director

- Holds Bachelors of Science degree
- Previously associated with K.A. Malle Pharmaceuticals Ltd and Surya Organics & Chemicals



**Girikrishna Maniar**

Non-executive,  
Independent Director

- Holds a Bachelor of Science degree and is a fellow member of the Institute of Cost Accountants of India



**Richa Goyal**

Non-executive,  
Independent Director

- Holds Bachelor of Commerce degree and an LLB degree; fellow member of the Institute of Company Secretaries of India
- Currently associated with "Richa Goyal and Associates"



**Hetal Gandhi**

Non-executive  
Independent Director

- 34+ years of experience in the financial services industry
- Holds Bachelors of Commerce degree; an Associate Member of the ICAI
- Co-founder and MD of Tano India Advisors



**Dr. Anita Bandyopadhyay**

Independent Director

- Acclaimed HR consultant with extensive expertise in Leadership Development and Talent Management,
- Holds a Doctorate in Applied Psychology from Kolkata University
- She has experience in Pharma, FMCG, Retail, and B2B business sectors.



**Mr. Ram Mohan Rao Locande**

Whole-time Director

- 20 years of vast experience with leading pharmaceutical and chemical manufacturing companies in India.
- Worked with prestigious pharmaceuticals companies like Glenmark Pharmaceuticals Ltd., Macleod's, Dr. Reddy Laboratories Ltd

## Key Management Personnel

**Bhavin Shah**

Chief Financial Office

- Holds Bachelor of Commerce and a qualified Chartered Accountant from ICAI
- Previously associated with Sun Pharma Group, Deloitte Haskins & sells

**Ajit Kumar Choubey**

President - Technical

- Holds Doctor of Philosophy degree in Chemistry
- Previously associated with IPCA Laboratories

**Sanjay Vasoya**

AVP - R&D

- Holds Ph.D. and M.Sc in Organic Chemistry
- Previously associated with Teva Pharmaceuticals, Alembic and Rubamin Pharma

**Gaurav Bhandari**

Senior Manager- Marketing

- Holds Bachelor of Technology (Bioinformatics) and PGDM degree
- Previously associated with Go Zoop Online Pvt Ltd and Social PR Outsourcing Pvt Ltd

# What makes us different

1

## Niche Product Portfolio with a strong market share

- ✓ Niche products with limited competition focused on the Chronic disease market
- ✓ Our key products hold more than 50% market share globally

2

## Diversified customer base across geography

- ✓ Successful track record of working with innovators with sticky customers across products/
- ✓ Trusted and reliable supplier of intermediates globally
- ✓ "Preferred Supplier" status for key molecules

3

## The reputation of bringing new products to the market aided by strong R&D capabilities

- ✓ First to Market in most of the products
- ✓ For a single intermediate, capability to provide product from N-1 to N-8 stage with different routes of synthesis

4

## High entry barriers

- ✓ A long gestation period to be enlisted as a supplier
- ✓ The involvement of complex chemistries
- ✓ Regulatory requirements creating hurdles for new entrants

5

## Diversified products to support our growth in future

- ✓ Our long tail of 350-400 products includes products which are in development or testing phase for our clients some of which has potential to support our growth in coming years

6

## Robust cost management / Process Improvements

- ✓ ~64% of our raw material is outsourced from domestic vendors with products developed by AMI and outsourced to toll manufacturer leading to better management of input cost
- ✓ Continuous focus on process optimization and improvement has led to cost leadership in the industry with high quality products

# Contents

## 3 Advanced Pharma intermediate

- A leading Advanced Intermediate Manufacturer from India
- Our Business Model
- Our Key Products and their Application
- Our Products
- Capex
- Our strategy and outlook
- Industry Overview



# A leading Advanced Intermediate Manufacturer from India



**3,984**

FY22  
Revenue

(INR mn)



**50-90%**

Market Share in  
Key Molecules



**160+**

Customers

Added 30 new customers  
in FY22



**73%**

Raw Material  
Outsourced  
domestically



**12**

Process Patents

(1 Patent published; 7 patents granted  
and 4 patents applied)

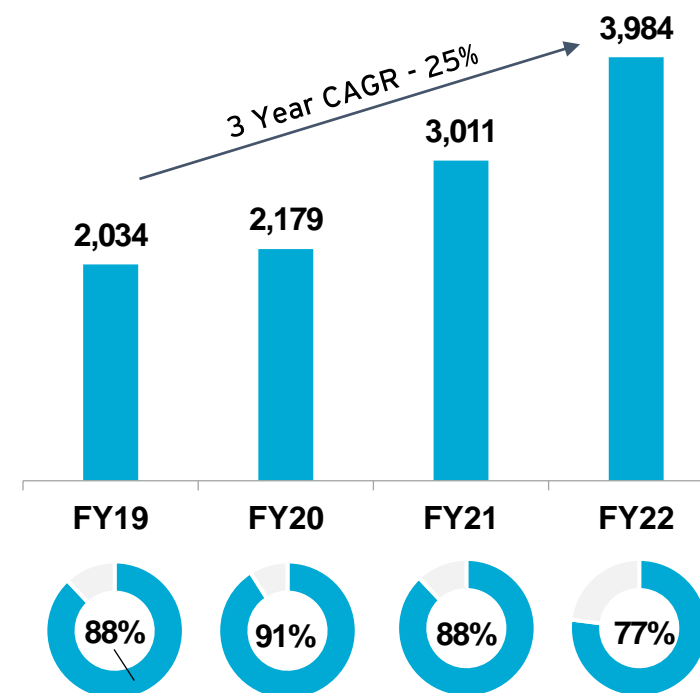


**2**

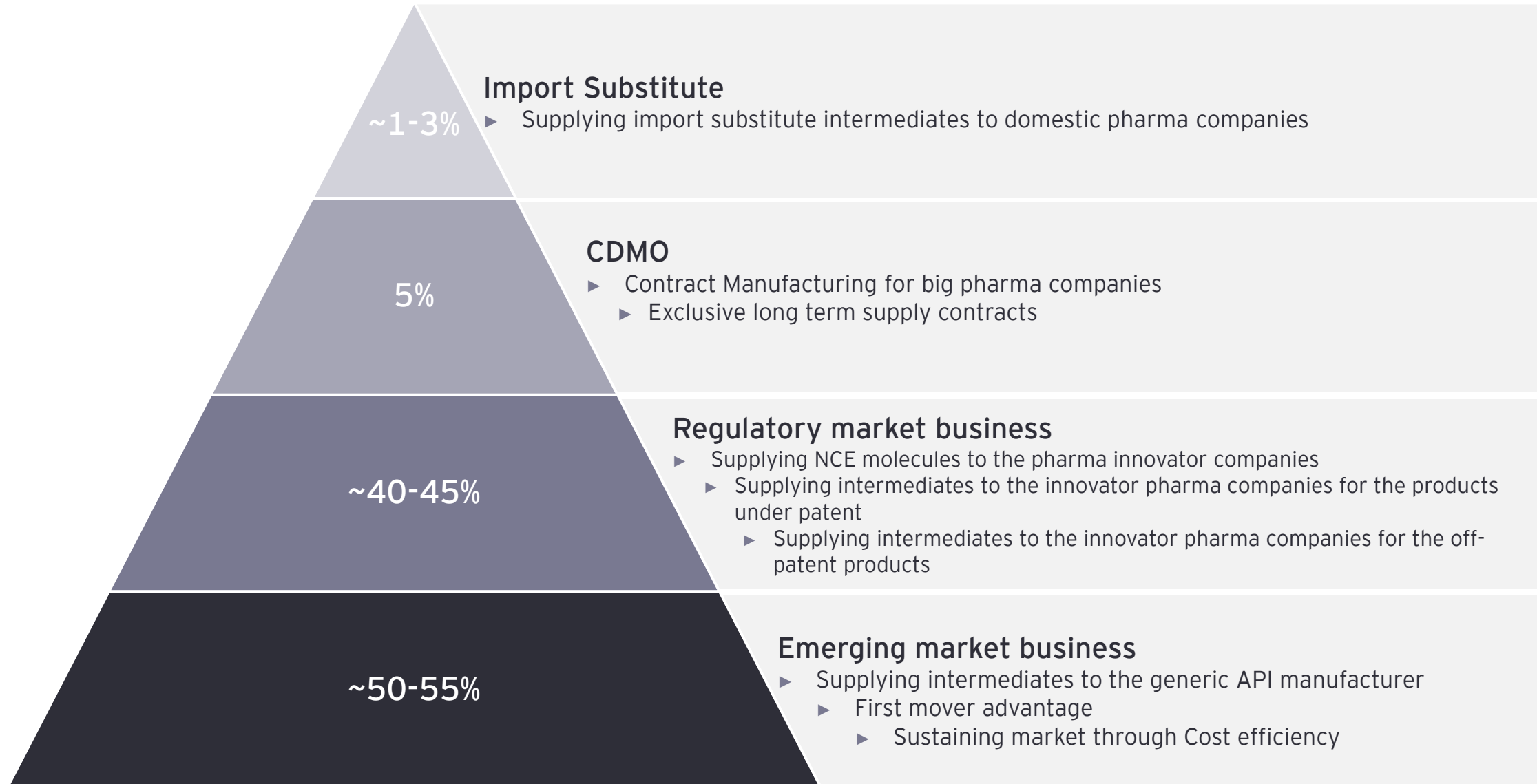
Manufacturing  
Facilities

Surat and Ankleshwar, Gujarat.  
(Ankleshwar plant is under  
development)

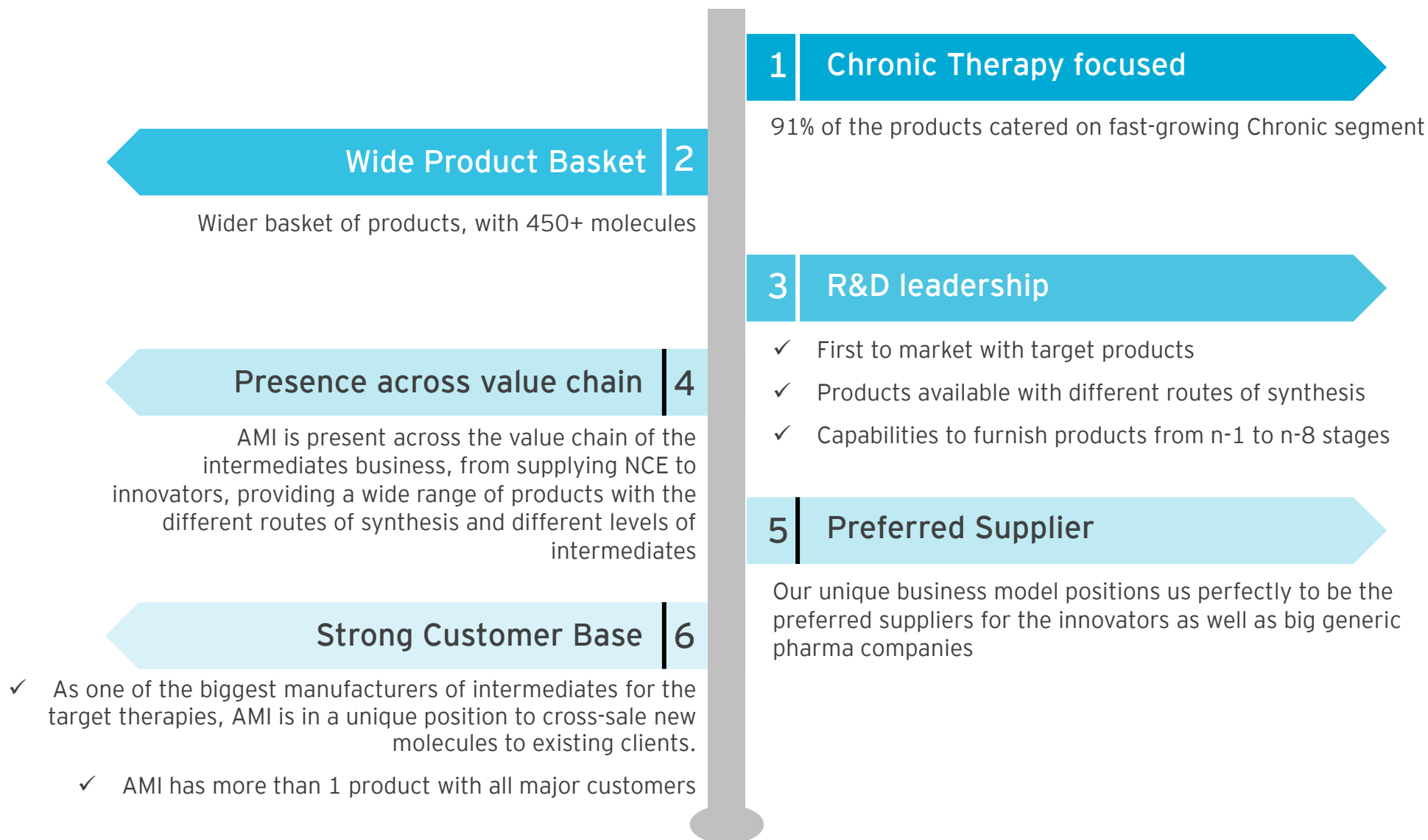
## Historical Business Performance



# Our Business Model – Advanced Intermediates for Pharmaceuticals



# Uniqueness of our business model





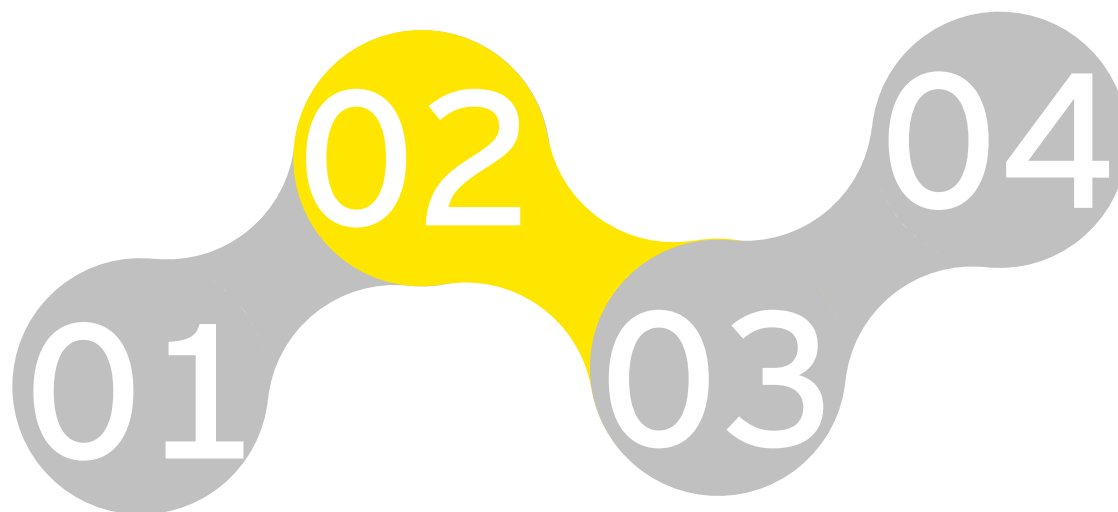
# CAPEX - Expansion of Pharma Intermediate Business

## CAPEX - INR 190cr

On 29<sup>th</sup> April, BOD approved the Capex plan of INR 190cr to build a brownfield plant in Ankleshwar, Gujarat, to support the future business growth in the company's advanced pharmaceutical intermediates segment.

## CAPEX - Funding

The Capex will be funded through a mix of General Corporate funds of IPO proceeds, internal accruals, and debt. Currently, the company does not have long-term debt on the books other than a short-term working capital loan.



## Capacity & Clearances

The Ankleshwar site has received the necessary environmental clearance and the new facility will have ~90 reactors taking the total reactor capacity to 436KL.

The current capacity utilisation at the Sachin unit in Surat, Gujarat which manufactures the majority of the pharmaceutical intermediates is at ~65%.

## Timeline & Other details

The plant is expected to start commercial operations from Q4FY24.

The production at the Ankleshwar unit was successfully transferred to the Jhagadia unit during the last quarter without losing any revenue. Currently, the old plant at Ankleshwar is being demolished and the new plant will be built on this site.

# Our strategy and outlook

## Strategy

## Outlook

Growing Innovator business because of track record of innovation, timely supply, and consistent quality

190cr Capex to expand capacities for the Advance intermediate business

Products already commercialized for **drugs going off patent** in coming years expands/opens up new market

Expect to continue the **historical growth rate** in the coming years

Continue to **develop import substitute** products for domestic market

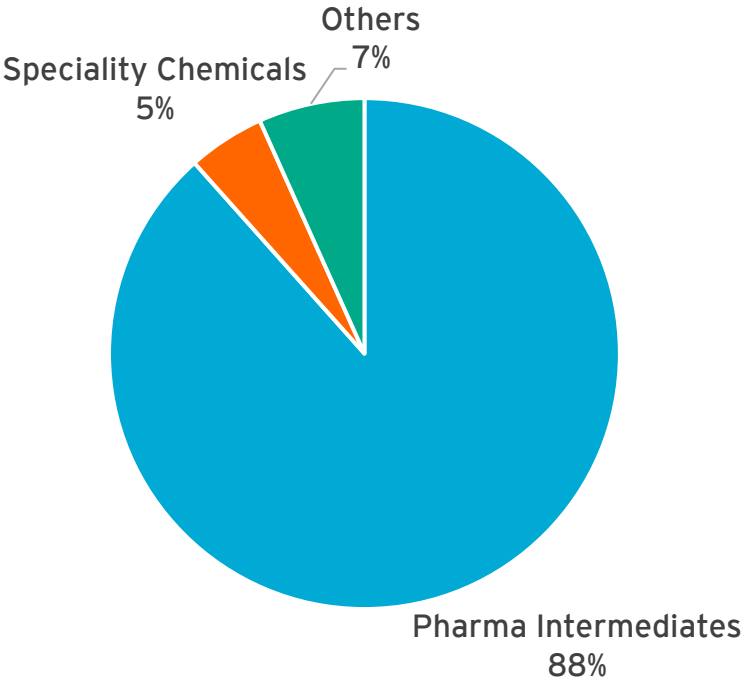
# Industry Overview

Currently ~90% of our revenue come from products used in Pharmaceutical industry specifically for manufacturing of APIs...

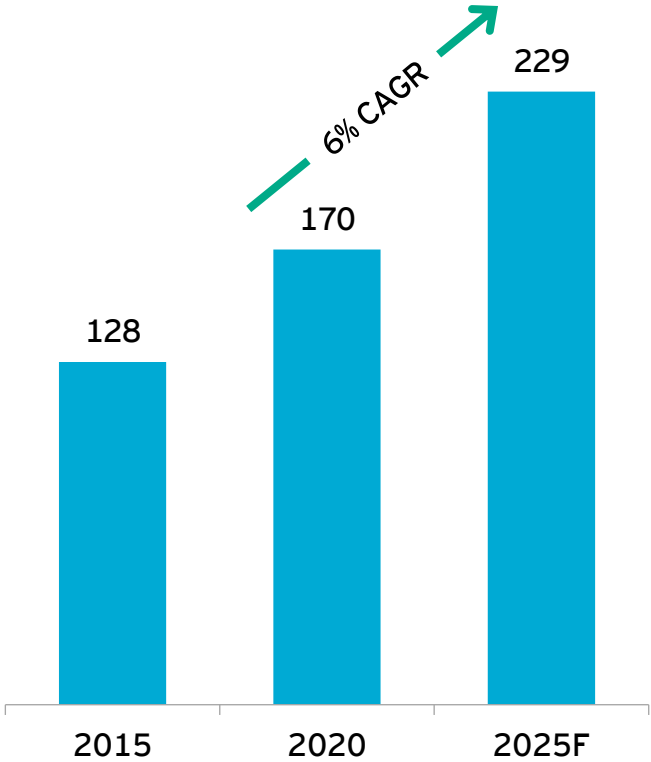
...with Global API industry estimated to grow by 6%; witnessing shift in production activity from developed markets to Asia...

...whereas Key APIs for which Intermediates are manufactured by AMI are expected to grow at much faster rate as the they cater to Chronic disease market which is expected to grow at higher rate than the overall market

FY21 Revenue



Global API Market (USD Bn)



Source: RHP and F&S Report

Key API AMI caters to

CAGR 2020 - 25F<sup>(1)</sup>

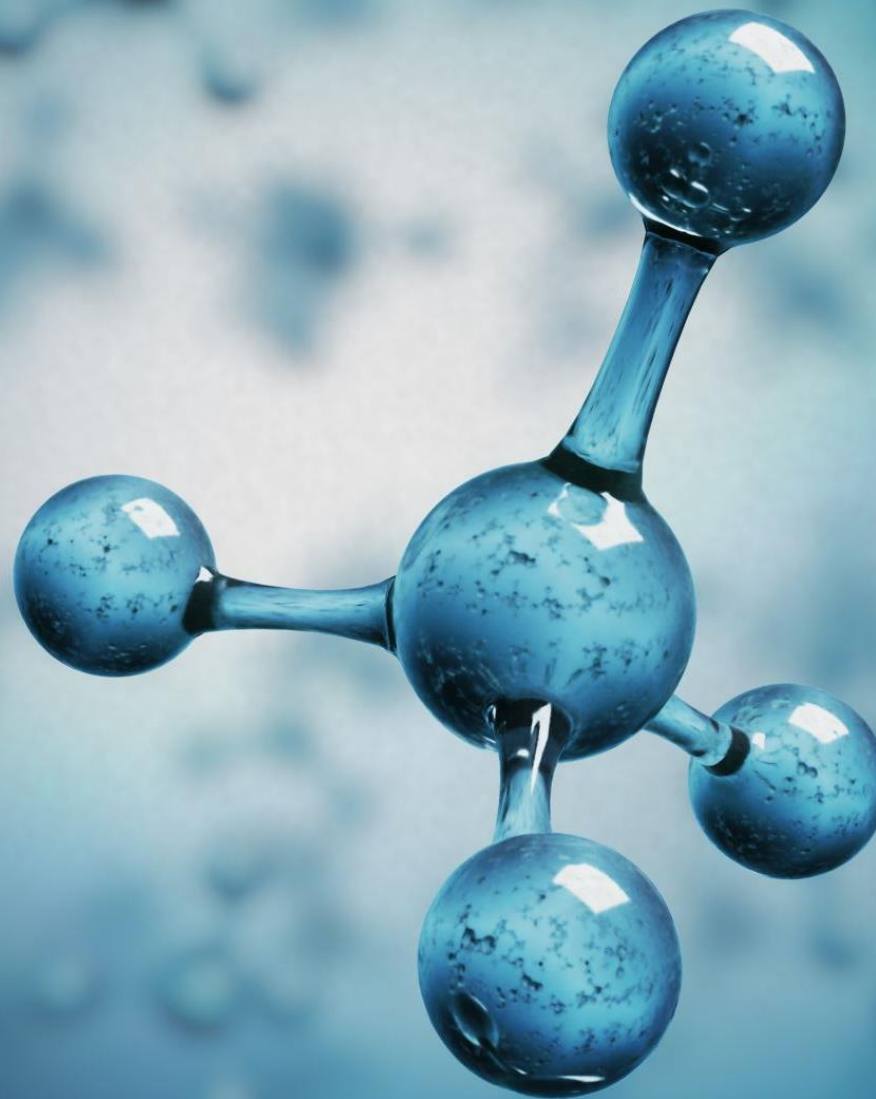
Trazodone	6.30%
Entacapone	11.20%
Pazopanib	11.80%
Darulutamide	36.00%
Dolutegravir	31.50%
Apixaban	44.70%
Nintedanib	23.70%
Rivaroxaban	23.50%

(1) CAGR for global API market size as per F&S report

# Contents

## 4 Specialty Chemicals

- Speciality Chemicals - Overview
- New Product launched
- Acquisition of Gujarat Organics facilities
- Unlocking the Operational Lever
- Industry Overview
- Our strategy and outlook



# Speciality Chemicals - Overview



**931**  
**FY22**  
**Revenue**  
(INR mn)



**300+**  
**Customers**  
**across the globe**  
Added 10 new customers in  
FY22



**30+**  
**Countries**  
(Customer locations)



**~600bps**  
**EBITDA**  
**Improvement**  
in Facilities acquired from  
Gujarat Organics.\*

\*EBITDA Improvement from  
Q1 to Q4

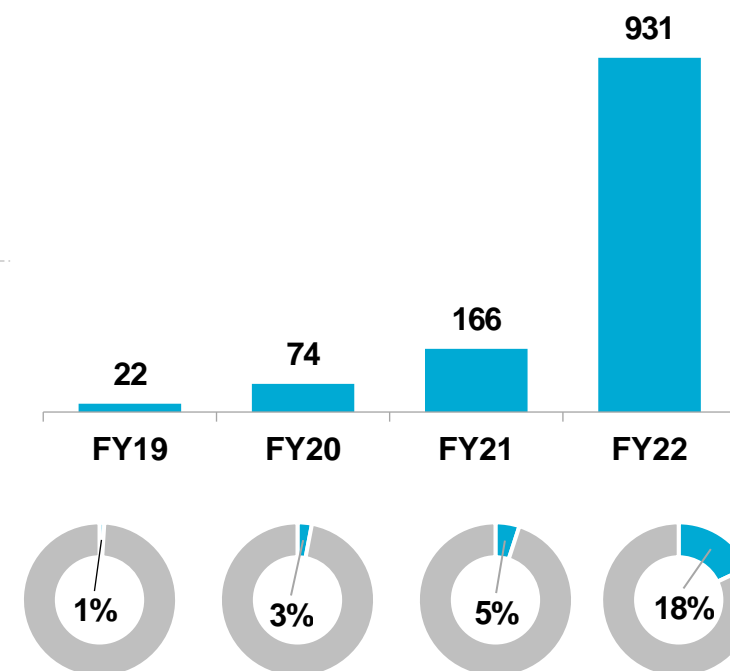


**~50**  
**Products**  
KSM for Agro and Fine chem;  
Parabens;  
Salicylic Acid;  
Other Speciality Chemicals



**1**  
**Manufacturing**  
**Facilities**  
Jhagadia, Gujarat

## Historical Business Performance

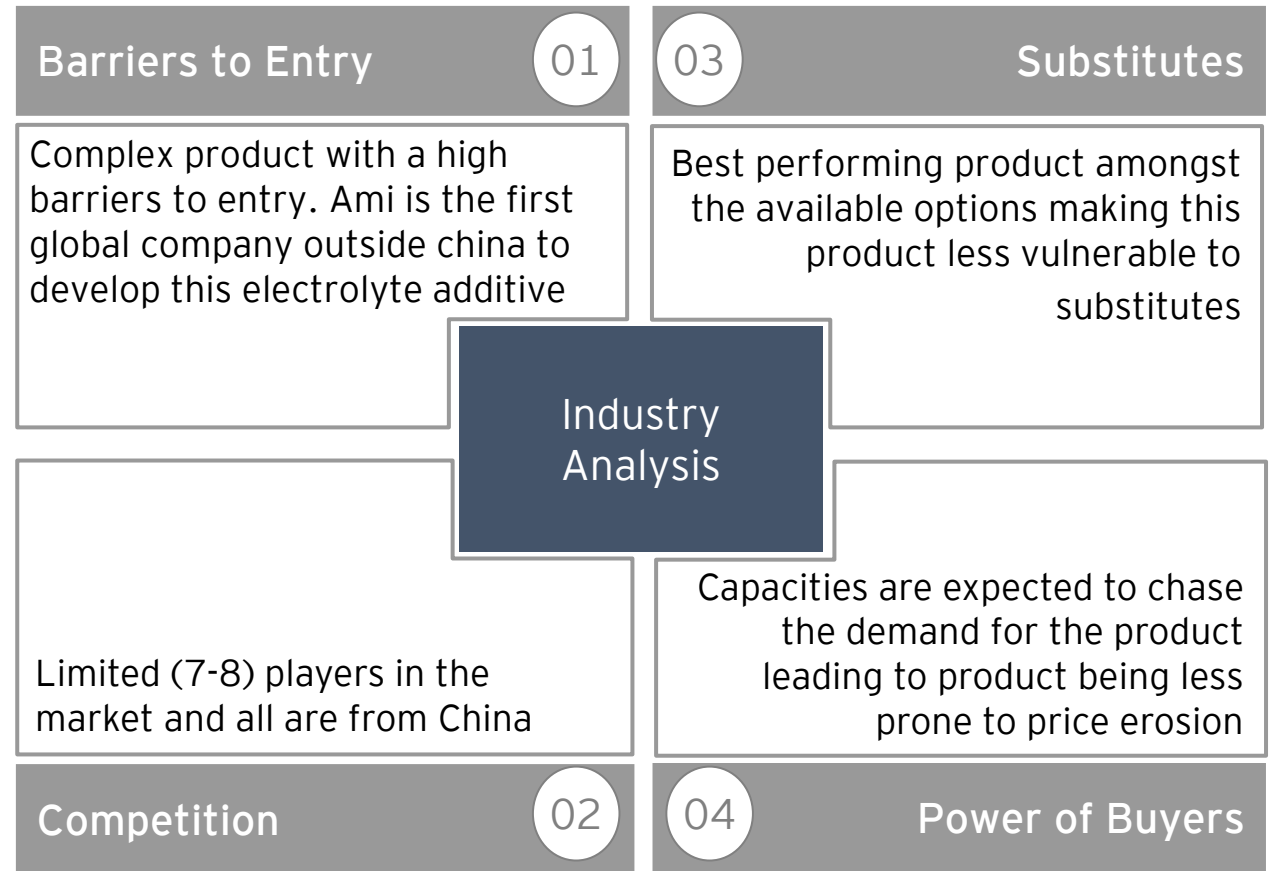


# New Product developed - Electrolyte for cells

## Electrolyte for cells

- AMI Organics has successfully developed a **core electrolyte for cells used in energy storage devices**.
- **First Indian and global company outside China** to develop this product.
- **Samples under approval with customers** from pilot production

## Industry Analysis





# Acquisition of Gujarat Organics facilities



## Deal Rationale

- Acquisition is in line with the Company's inorganic growth strategy of foraying further into the specialty chemicals sector
- Offers significant diversification in the existing product portfolio which furthers the objective of achieving an inorganic expansion of business
- Free Land available for brownfield expansion with all statutory approval



## Deal Stats

- Slump sale transaction with two facilities situated at Ankleshwar and Jhagadia acquired.
- Combined manufacturing capacity of 3,600 MTPA - taking total manufacturing capacity of Ami Organics to 6,060 MTPA
- Sales turnover of the 2 units acquired in Fiscal 2021: INR 1,060 Mn(8)
- Total Purchase Consideration: INR 930 Mn | Acquisition Debt taken: INR 650 Mn



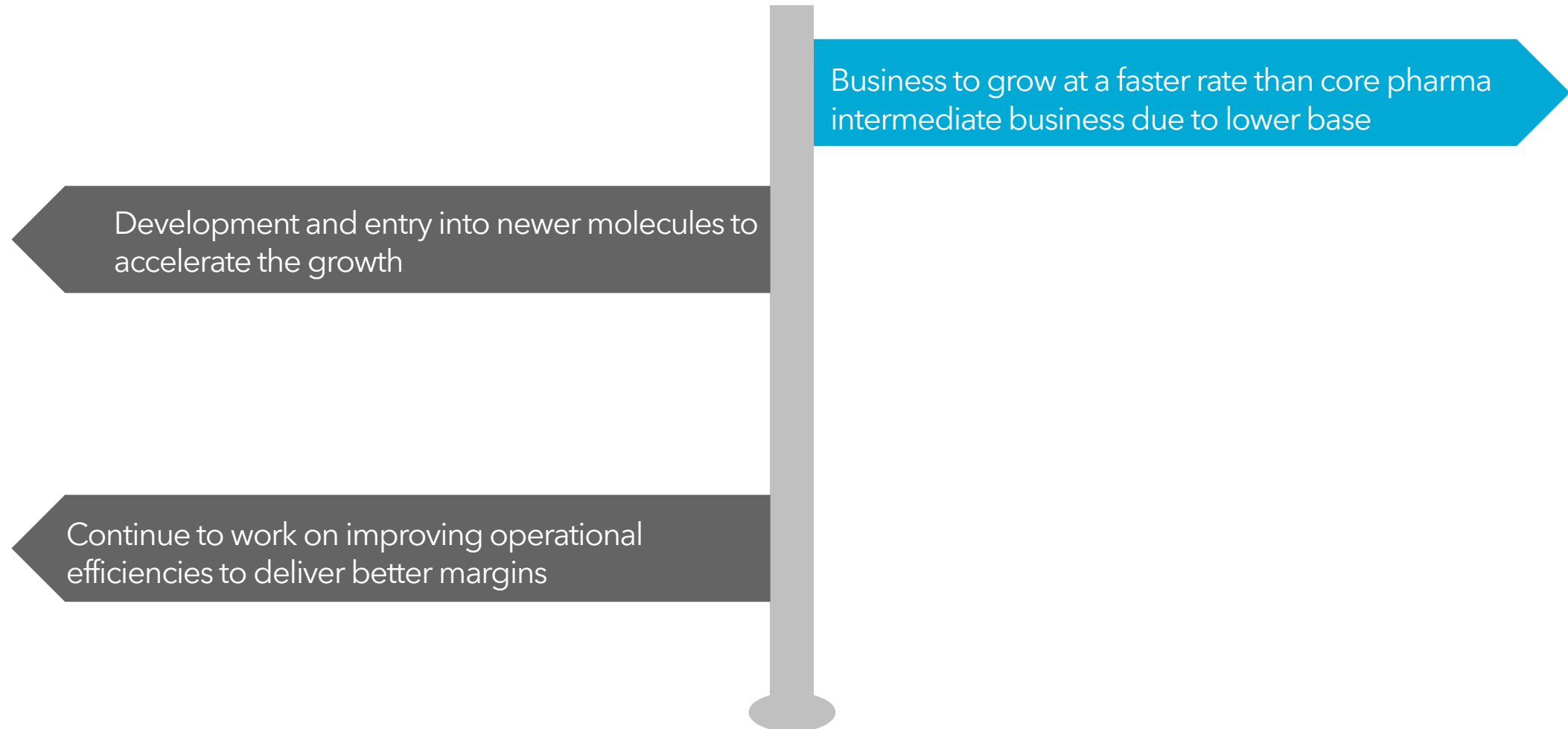
## Gujarat Organics portfolio

- Preservatives: Parabens & paraben formulations with end use in cosmetics, animal foods and personal care industries
- Other Specialty Chemicals that find end use in cosmetics, dyes, polymers and agro-chemical industries

# Our strategy and outlook

## Strategy

## Outlook

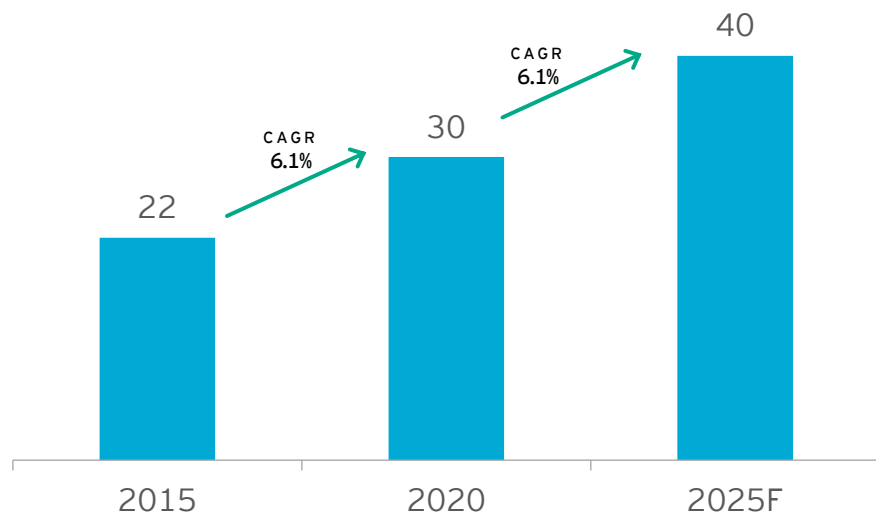


# Industry Overview

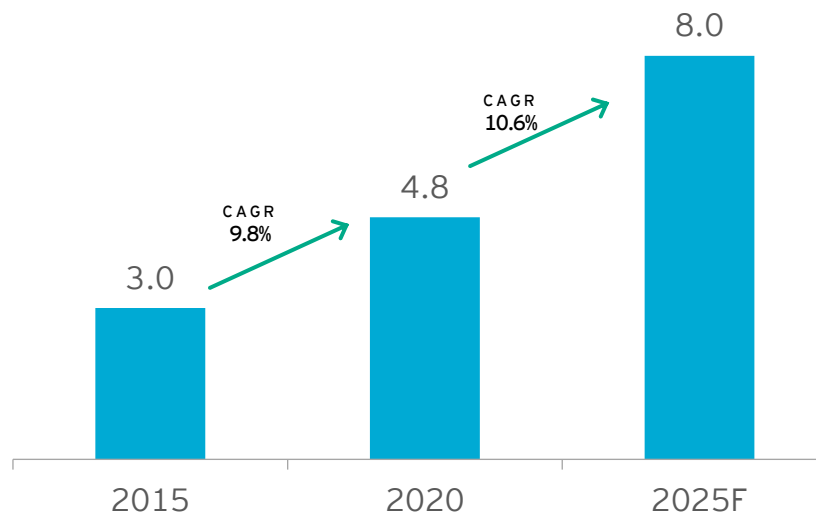
Our existing Chemicals segment supplies KSMs to Agrochemicals and Fine Chemicals company ...

## KSMs

Global KSM Market - Size and Growth  
(USD Bn)



India KSM Market - Size and Growth  
(USD Bn)



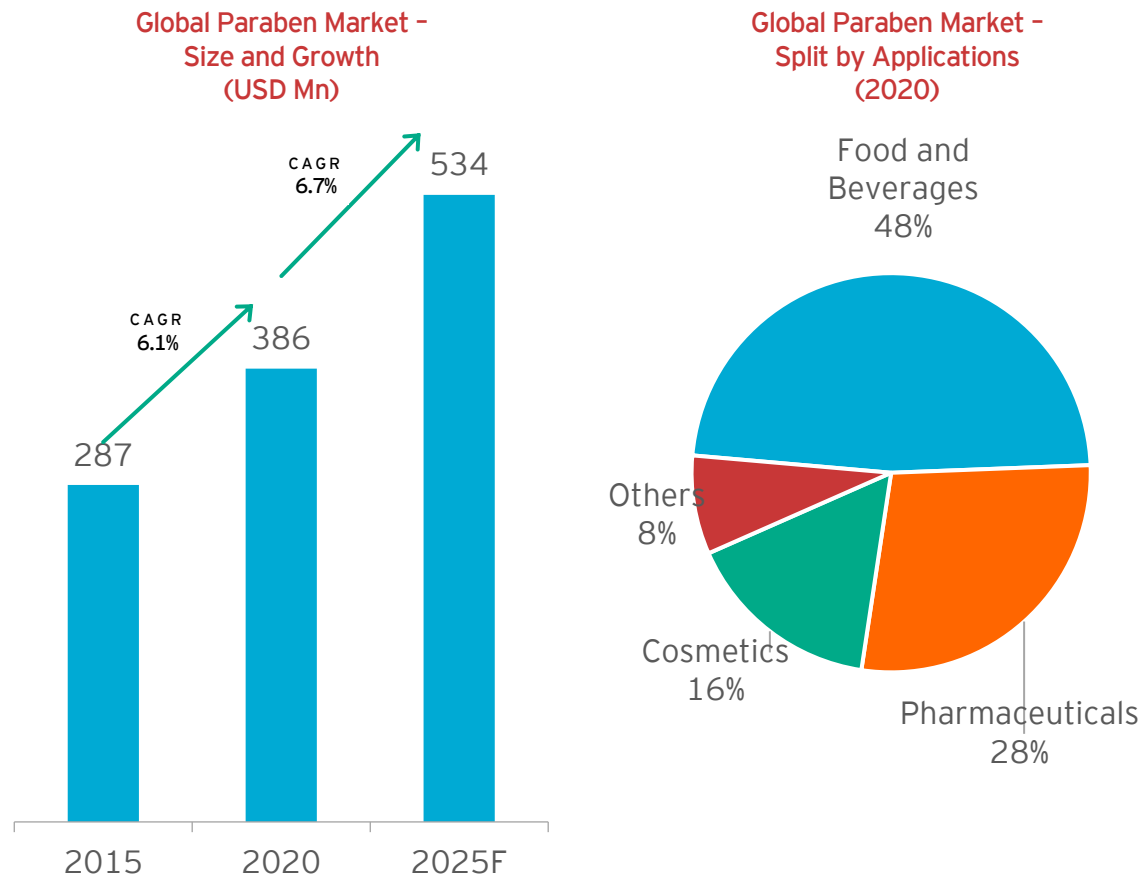
### Why is India favourably placed?

- Govt's proposition to support local manufacturing
- Shift in investments from regulated markets to developing countries
- Global end users looking for alternative to China rapidly
- India's significant experience in handling regulatory requirements, strong process know how, superior R&D and low costs

# Industry Overview

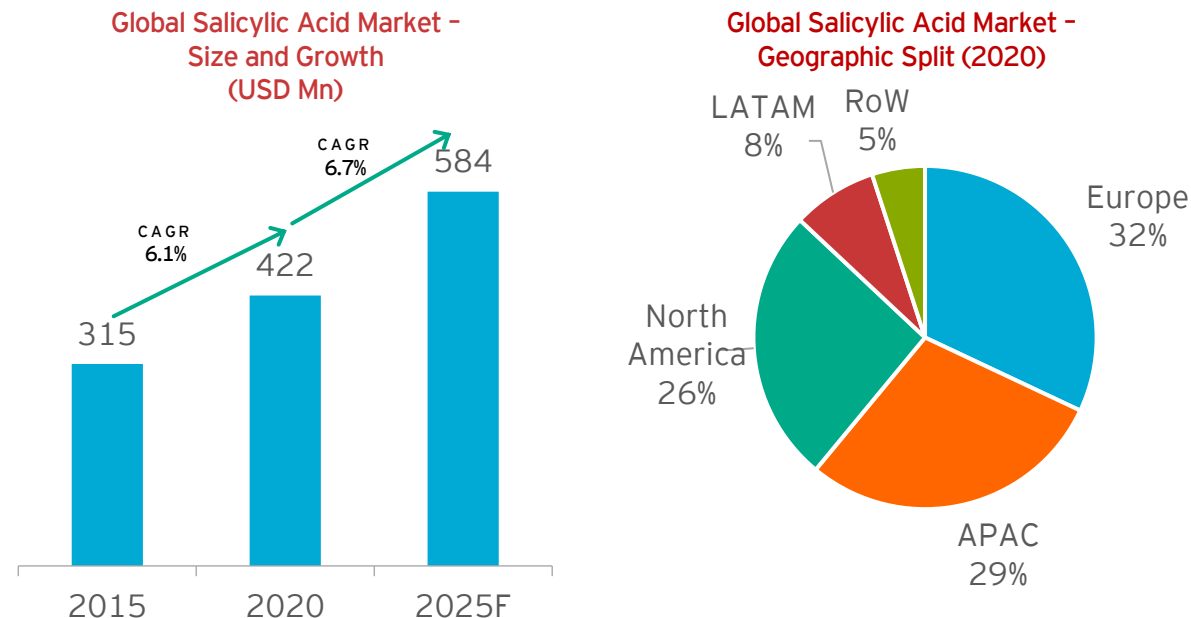
...whereas our new acquired units manufactures preservatives along with some specialty chemicals such as salicylic acid

## Parabens



Source: RHP and F&S Report

## Salicylic Acid



### Key Trends

- Increasing use of salicylic acid based drugs for treatment of skin disorders, cardiovascular diseases and Hughes syndrome
- Increased consumption of Aspirin owing to superior pain-relieving action and easy availability to bolster demand
- Growing use as preservatives to prolong shelf life of F&B products; derivatives used to prevent spoilage and in fermentation
- High demand for facial creams, acne reduction preparations and hair treatment products

# Contents

## 5 Working Toward Better Tomorrow



# Working Towards Better Tomorrow

## Environment:

- Zero Liquid Discharge based in-house effluent plant at Sachin Unit
- 80% of wastewater recycled
- Developing greenbelt in GIDC
- All the manufacturing units are ISO 9001:2015, ISO 14001:2015 certified

1

## Social:

- Company's Sachin Facility is SA 8000:2014 certified
- The SA8000® Standard is the leading social certification standard for factories and organizations across the globe\*\*
- Occupational health and safety management system at Sachin Facility has been certified to be in compliance with ISO 45001:2018 standards by the Bureau Veritas Certification Holding SAS - UK Branch

2

## Governance:

- ✓ 50% of the board constitutes of independent directors
- ✓ Audit and NRC are headed by independent directors

3



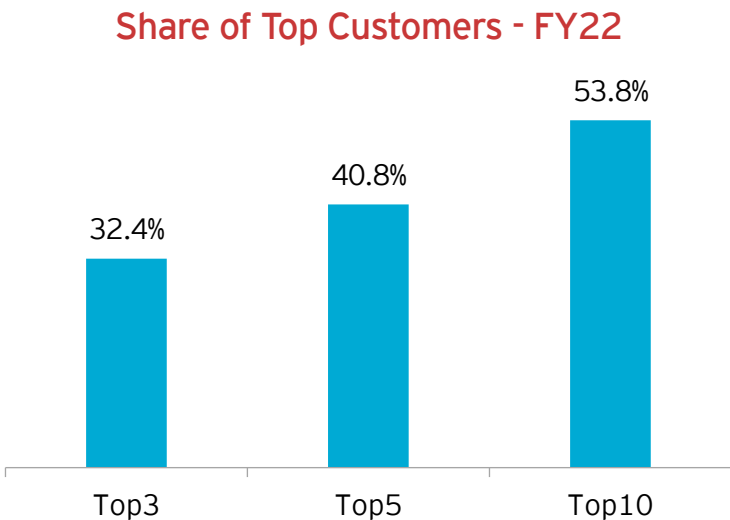
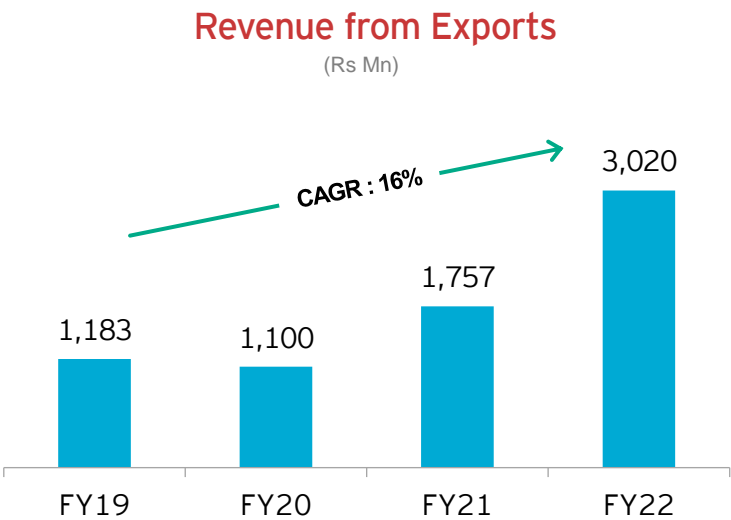
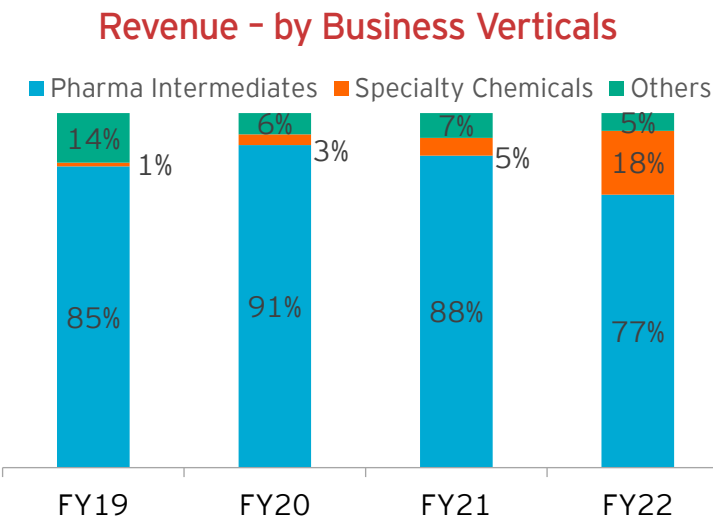
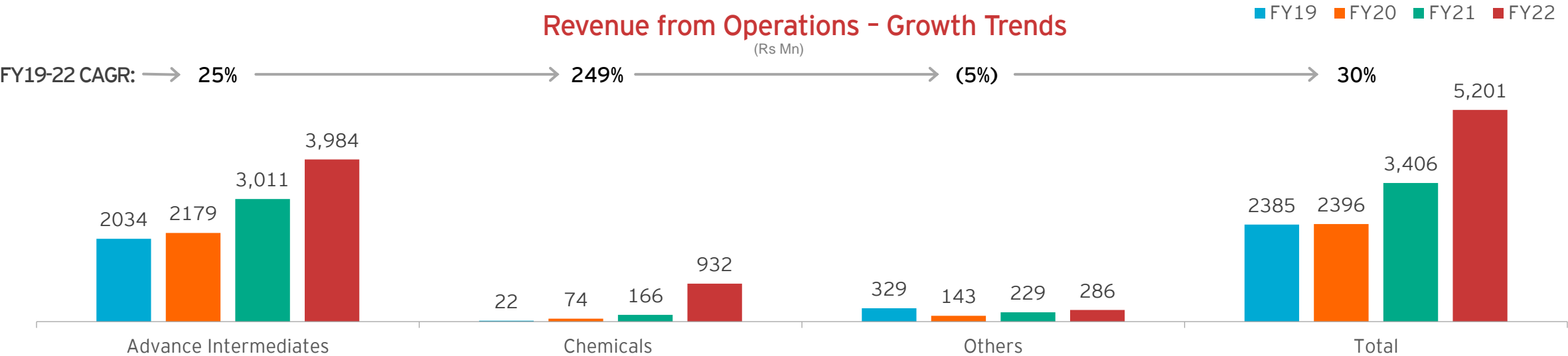
# Contents

## 6 Shareholder Information

- Performance highlights over the years
- Financials for the last three years
- Shareholder Information

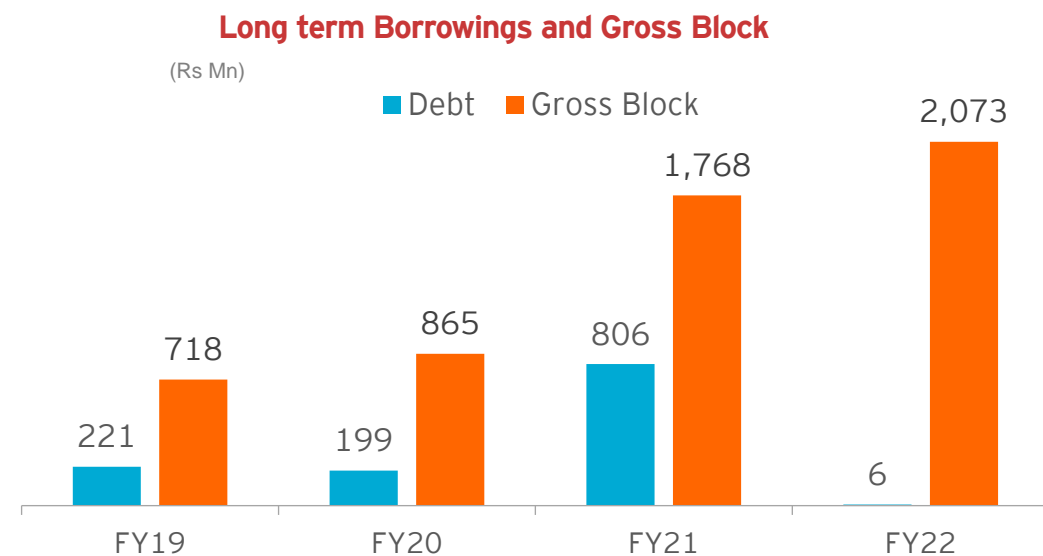
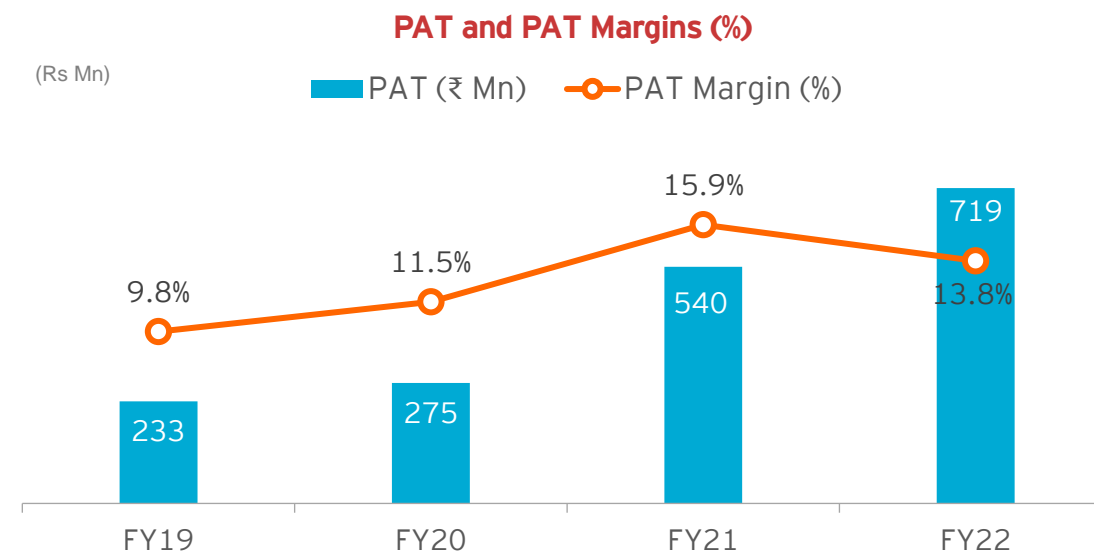
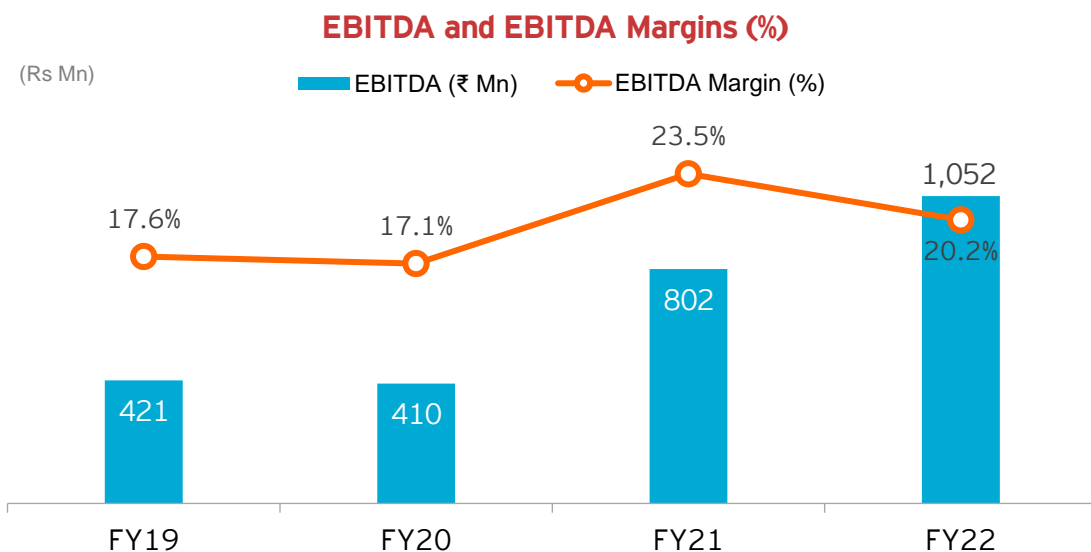


# Performance highlights over the years

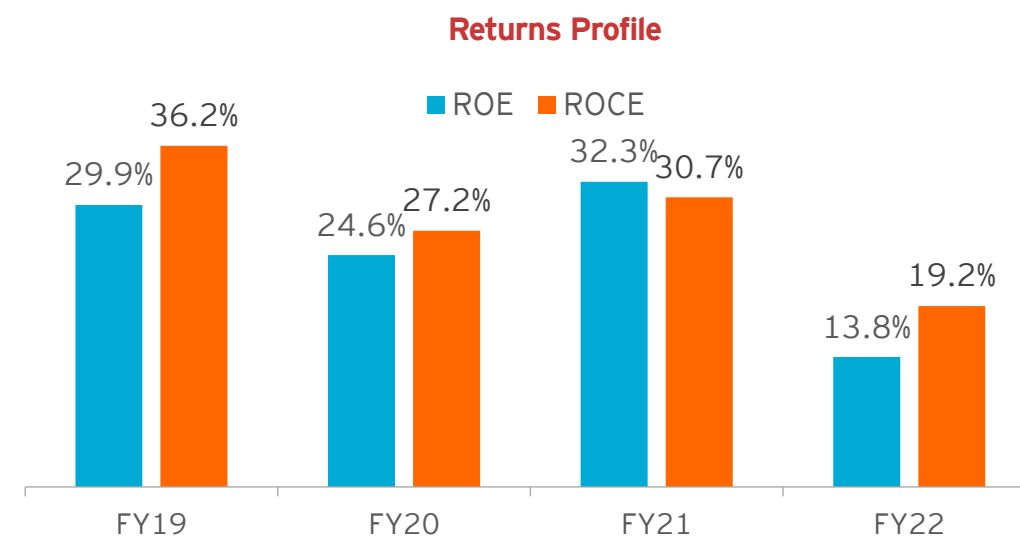


Note: Revenue from Operations for previous years does not include revenue from units acquired from GOL as the acquisition was completed on Mar-21.

# Performance highlights over the years (cont'd)



Repaid most of the borrowing as per the use of IPO proceeds.



\*Lower Return ratios due to higher fixed assets and cash on the balance sheet from IPO.

# Financials for the last three years

## Restated Summary Statement of Profit and Loss

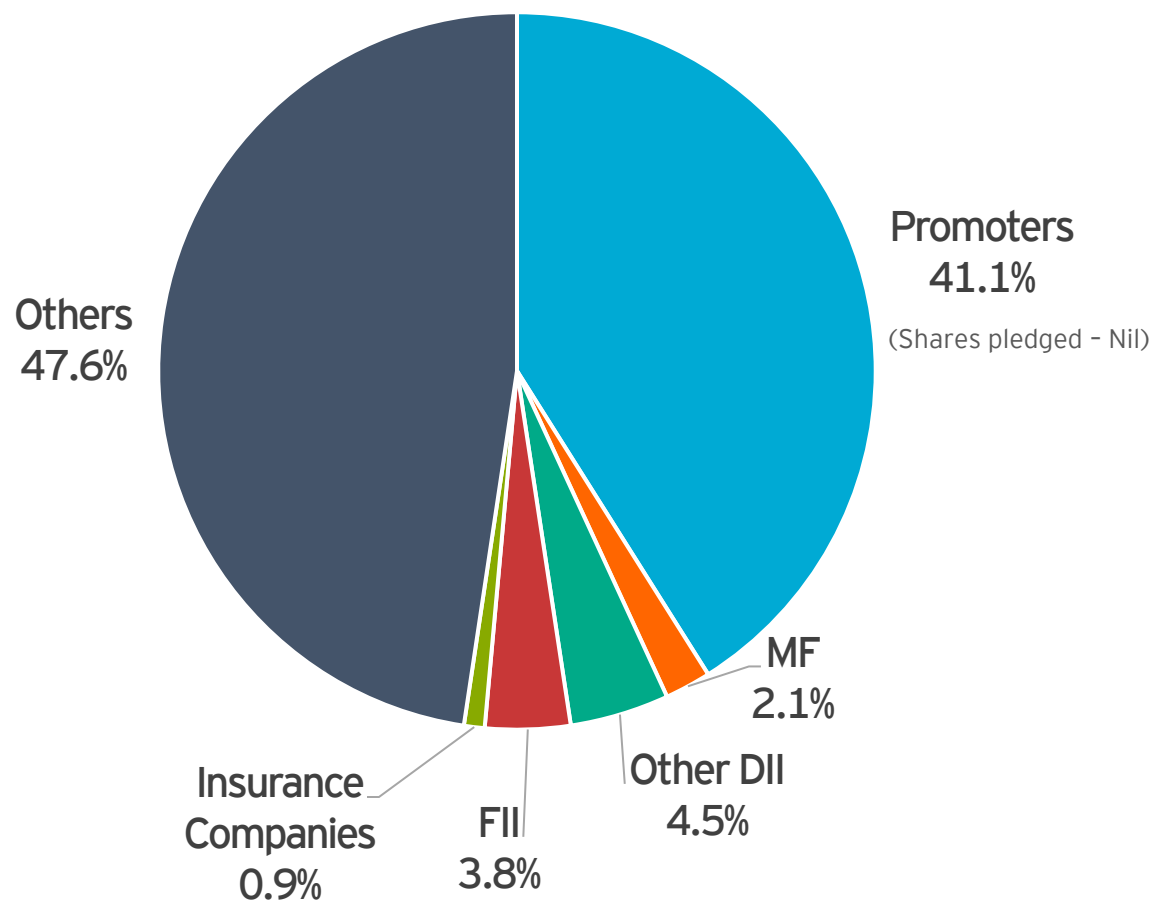
Particulars (Rs. Mn)	FY20	FY21	FY22
Revenue from Operations	2,396	3,406	5,201
Other Income	28	14	28
<b>Total Revenue</b>	<b>2,425</b>	<b>3,420</b>	<b>5,229</b>
Cost of Materials consumed	1,379	1,747	2,728
Employee benefits expenses	178	210	414
Finance costs	56	56	64
Depreciation and amortization	35	42	101
Other expenses	519	599	1,008
<b>Total Expenses</b>	<b>2,077</b>	<b>2,703</b>	<b>4,314</b>
<b>PBT</b>	<b>347</b>	<b>717</b>	<b>915</b>
Tax Expense	73	177	195
<b>PAT</b>	<b>275</b>	<b>540</b>	<b>719</b>

## Restated Summary Statement of Assets and Liabilities

Particulars (Rs. Mn)	FY20	FY21	FY22
<b>I. ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, Plant and Equipment	622	1,606	1778
Capital Work-In-Progress	117	2	30
Other Non-Current Assets	370	362	490
<b>Total Non-Current Assets</b>	<b>1,109</b>	<b>1,970</b>	<b>2297</b>
<b>CURRENT ASSETS</b>			
Inventories	523	604	1122
Trade Receivables	564	1,207	1637
Cash and Cash Equivalents	38	27	996
Other Current Assets	85	325	537
Total Current Assets	1,210	2,162	4291
<b>Total Assets</b>	<b>2,319</b>	<b>4,133</b>	<b>6589</b>
<b>II. EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Equity share Capital	105	315	364
Other Equity	1,013	1,354	4858
<b>Total Equity</b>	<b>1,118</b>	<b>1,669</b>	<b>5223</b>
<b>NON-CURRENT LIABILITIES</b>			
Borrowings	199	726	6
Other Non-Current Liabilities	55	77	67
<b>Total Non-Current Liabilities</b>	<b>255</b>	<b>803</b>	<b>73</b>
<b>CURRENT LIABILITIES</b>			
Current Borrowings	339	445	3
Trade Payables	514	844	1184
Other Current Liabilities	92	372	106
<b>Total Current Liabilities</b>	<b>946</b>	<b>1,660</b>	<b>1293</b>
<b>Total Liabilities</b>	<b>1,201</b>	<b>2,463</b>	<b>1366</b>
<b>Total Equity and Liabilities</b>	<b>2,319</b>	<b>4,133</b>	<b>6589</b>

# Shareholder Information

AMI Shareholding as on 30<sup>th</sup> June 2022



## Share Information (as on 30<sup>th</sup> June 2022)

NSE Ticker	AMIORG
BSE Ticker	543349
Market Cap (Rs. Cr)	3,200
Shares Outstanding	3,64,37,062
3M ADTV (Shares)*	1,65,837
3M ADTV (Rs. cr)*	16.5
Industry	Pharmaceuticals

\*Source: NSE & BSE

The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. The Company makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information contained herein.

This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our research & development efforts, our growth & expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceutical and chemical industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its Directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

No part of this presentation may be reproduced, quoted or circulated without prior written approval from AMI Organics Ltd.





# AMI ORGANICS LIMITED

**For more information please contact:**

**Ami Organics Limited**  
Ekta Srivastava, Company  
Secretary & Compliance Officer  
[cs@amiorganics.com](mailto:cs@amiorganics.com)

**Ernst & Young**  
Rahul Thakur  
[Rahul.thakur@in.ey.com](mailto:Rahul.thakur@in.ey.com)

© 2020 Ami Organics Limited, All Rights Reserved.