



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: 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 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.

Kindly take the same on record.

Yours faithfully,
For, AMI ORGANICS LIMITED

Ekta Kumari

Ekta Kumari Srivastava
Company Secretary & Compliance Officer



Encl: Presentation



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AMI ORGANICS LIMITED

AUGUST - 2022

Investor Presentation



Ami Organics Limited

BSE: 543349 | NSE: AMIORG | WWW.AMIORGANICS.COM

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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 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."

Revenue for
Q1FY23

Rs. 1,310 mn

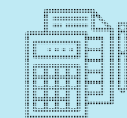
15.8%



EBITDA for
Q1FY23

Rs. 237 mn

7.1%



PAT for
Q1FY23

Rs. 149 mn

8.3%



Q1FY23 Earnings Highlights

Financial Highlights

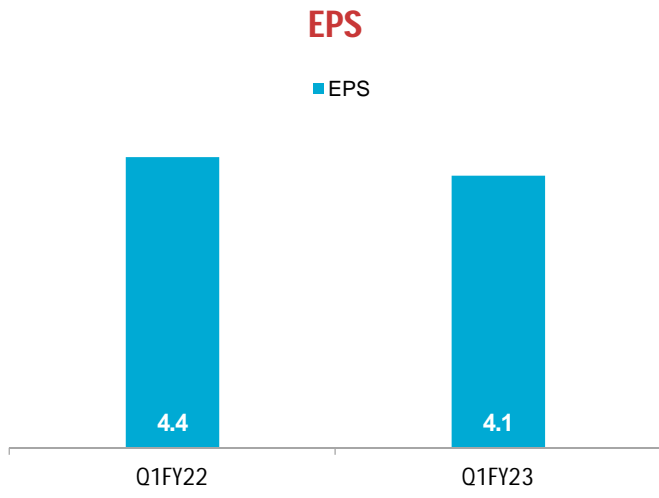
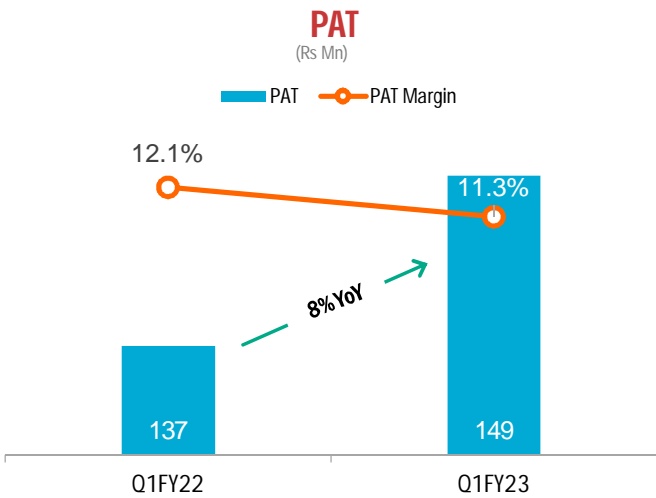
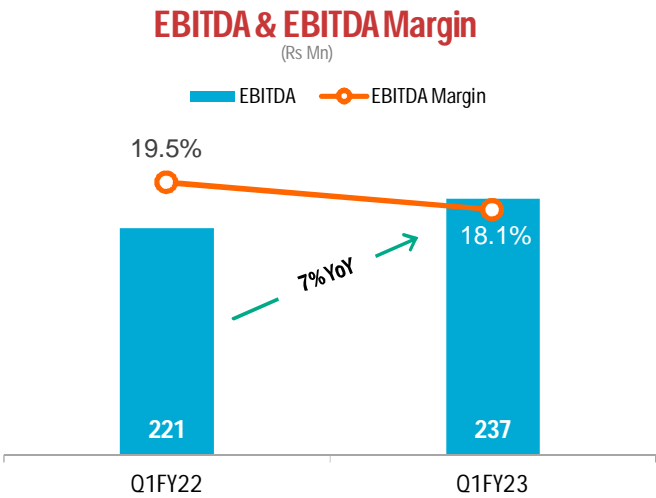
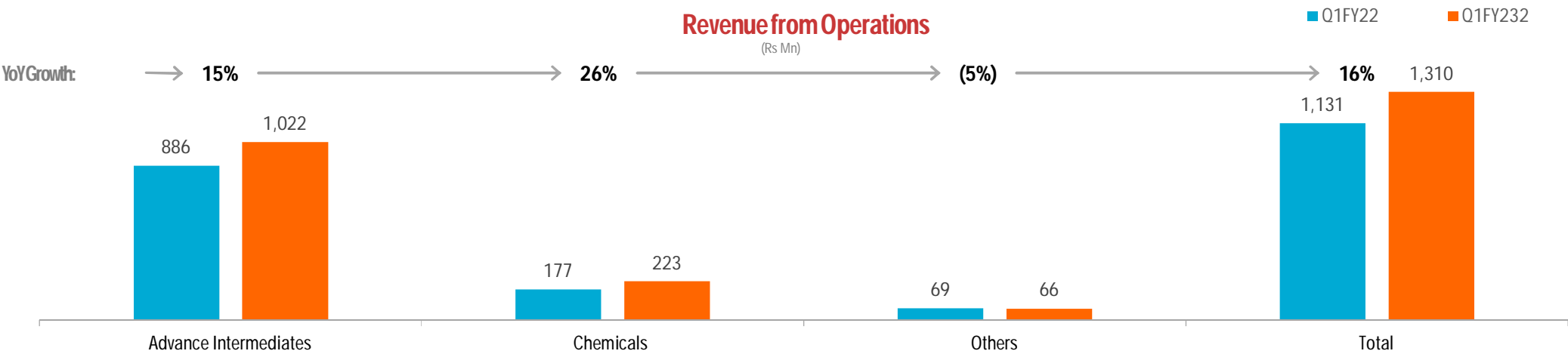
- Revenue increased by 10% to Rs. 2,467 crore in Q1FY23.
- Operating profit (OP) increased by 10.8% to Rs. 230 crore in Q1FY23. The increase in OP was primarily due to higher sales volume and improved operating margins, and the impact of the change in the tax rate.
- EBITDA increased by 10% to Rs. 220 crore in Q1FY23.
- EBITDA margin for the quarter was 8.9%, compared to 8.5% in Q1FY22. The increase in EBITDA margin was primarily due to higher sales volume and improved operating margins, and the impact of the change in the tax rate.
- EBITDA increased by 10% to Rs. 220 crore in Q1FY23.
- EBITDA margin for the quarter was 8.9%, compared to 8.5% in Q1FY22. The increase in EBITDA margin was primarily due to higher sales volume and improved operating margins, and the impact of the change in the tax rate.
- EBITDA increased by 10% to Rs. 220 crore in Q1FY23.
- EBITDA margin for the quarter was 8.9%, compared to 8.5% in Q1FY22. The increase in EBITDA margin was primarily due to higher sales volume and improved operating margins, and the impact of the change in the tax rate.

Q1FY23 Earnings Highlights (Continued)

Key Business Highlights

- One of the key drivers for the Q1FY23 increase in the volume of the sales orders of the key customers
- Key highlights include:
 - China: 1st sample of the product was sent to the customer in Q1FY23. The customer is currently in the process of testing the product and is expected to place a large order in Q2FY23.
 - Europe: 1st sample of the product was sent to the customer in Q1FY23. The customer is currently in the process of testing the product and is expected to place a large order in Q2FY23.
 - India: 1st sample of the product was sent to the customer in Q1FY23. The customer is currently in the process of testing the product and is expected to place a large order in Q2FY23.
- Strong sales performance in the Q1FY23, driven by the strong demand for the product in the key markets.
- The company has successfully secured a large order from a key customer in the Q1FY23, which is expected to significantly boost the revenue in the Q2FY23.
- The company has successfully secured a large order from a key customer in the Q1FY23, which is expected to significantly boost the revenue in the Q2FY23.
- The company has successfully secured a large order from a key customer in the Q1FY23, which is expected to significantly boost the revenue in the Q2FY23.

Financial performance (Q1 FY23)



P&L Statement for Q1FY23

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

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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

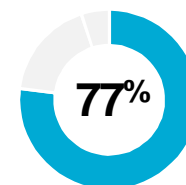


Specialty
Chemicals

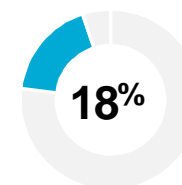


Others

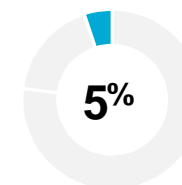
FY22 Revenue – Rs. 5,201mn⁽³⁾



Advance Intermediates
for Pharmaceutical
API and NCE



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

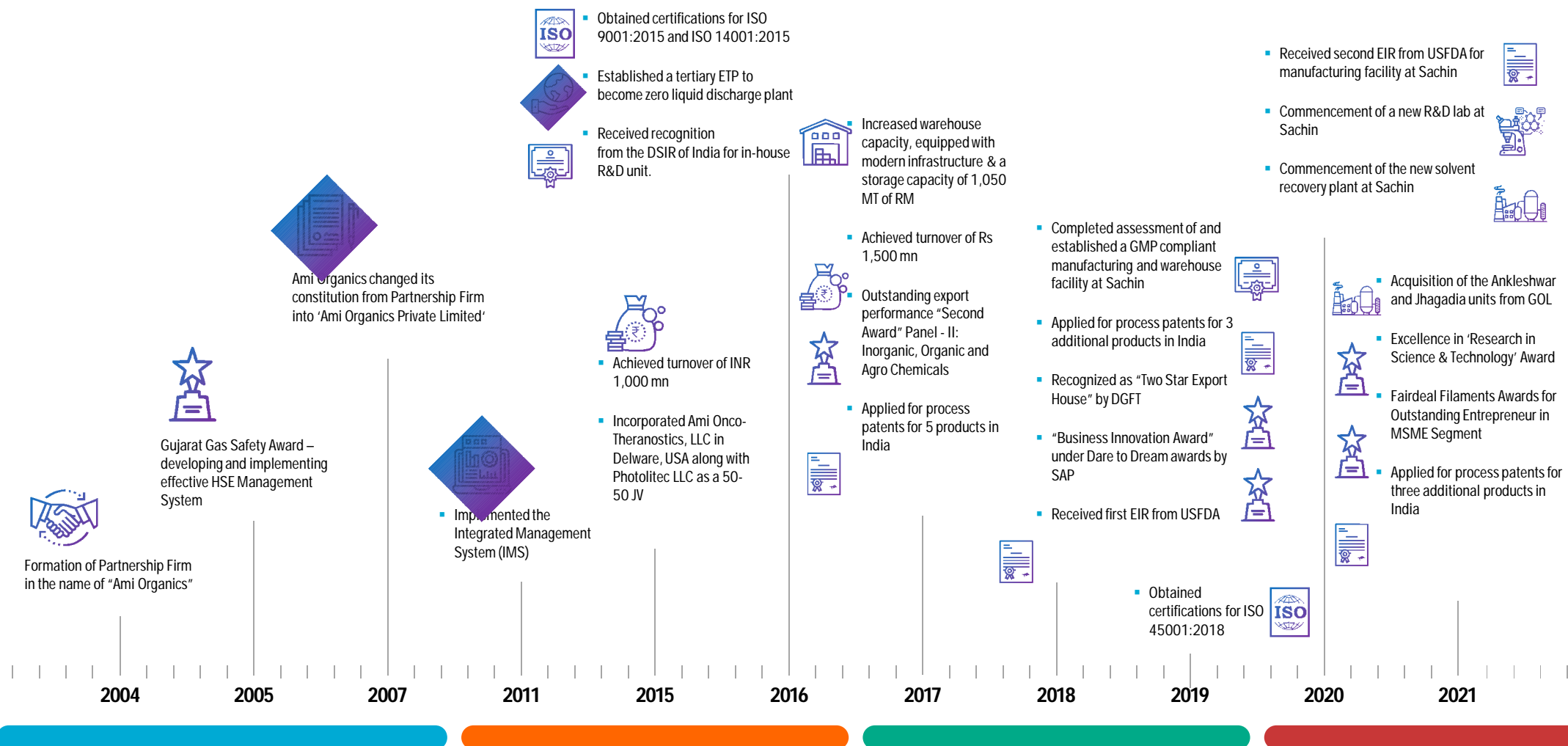


Others

520+ Products

Added 17 new products in FY22

Our Journey



Our Products

Advance Intermediates for Pharmaceuticals



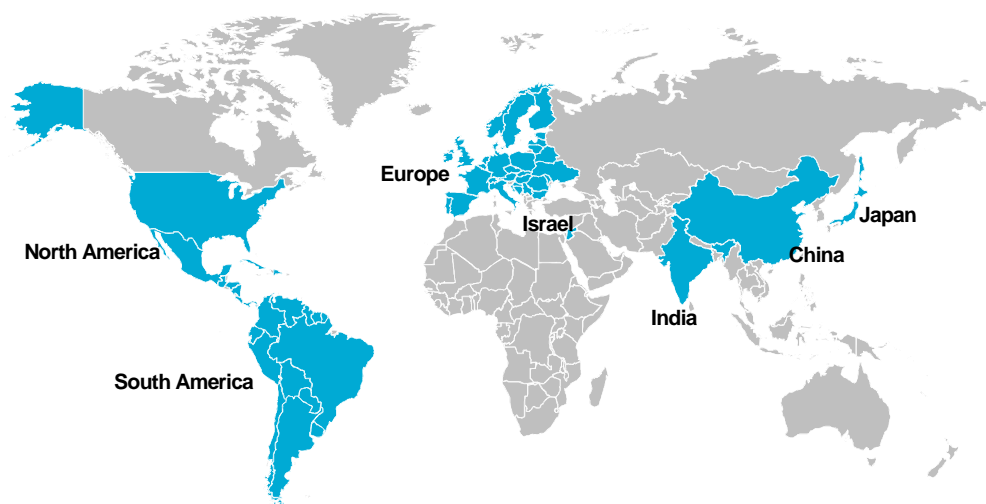
- Advanced Intermediates:
 - ✓ 450+ Products
 - ✓ Intermediates across 17 therapeutic areas
 - ✓ Chronic Therapy focus: 91%
 - ✓ Majorly backward integrated to Basic Chemical level
 - ✓ 50-90% global market share key molecules

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

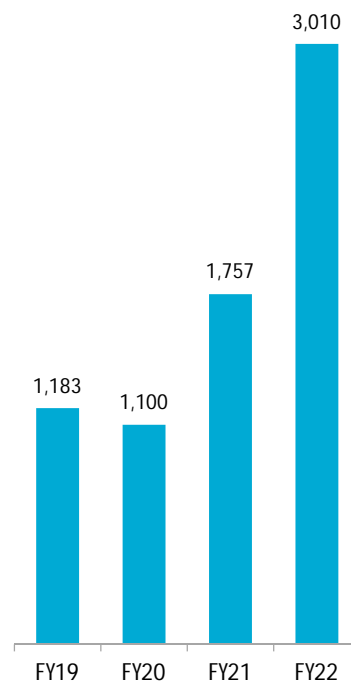
- Well established and long-term relations with domestic and MNCs across large and fast-growing markets globally
- Diversified customer base
- Long term supply contract with key customers
- Prolonged adherence to stringent client requirements leads to new business from existing customer base as well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

Revenue from Exports

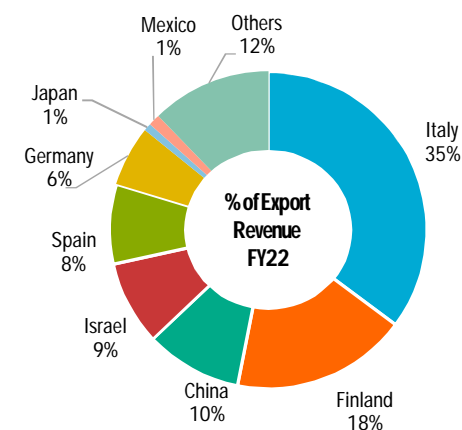
Exports Revenue as % of
Revenue from Operations

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)

Installed Capacity (MTPA)

8,250

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)

Installed Capacity (MTPA)

10,644

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)

Installed Capacity (MTPA)

56,998

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)

Installed Capacity (MTPA)

2,812

1,050

- Facility built in vicinity of the Sachin facility

Note: Data as of March 31, 2021

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

4.0%

1.0%

1.9%

1.4%

FY19

FY20

FY21

FY22

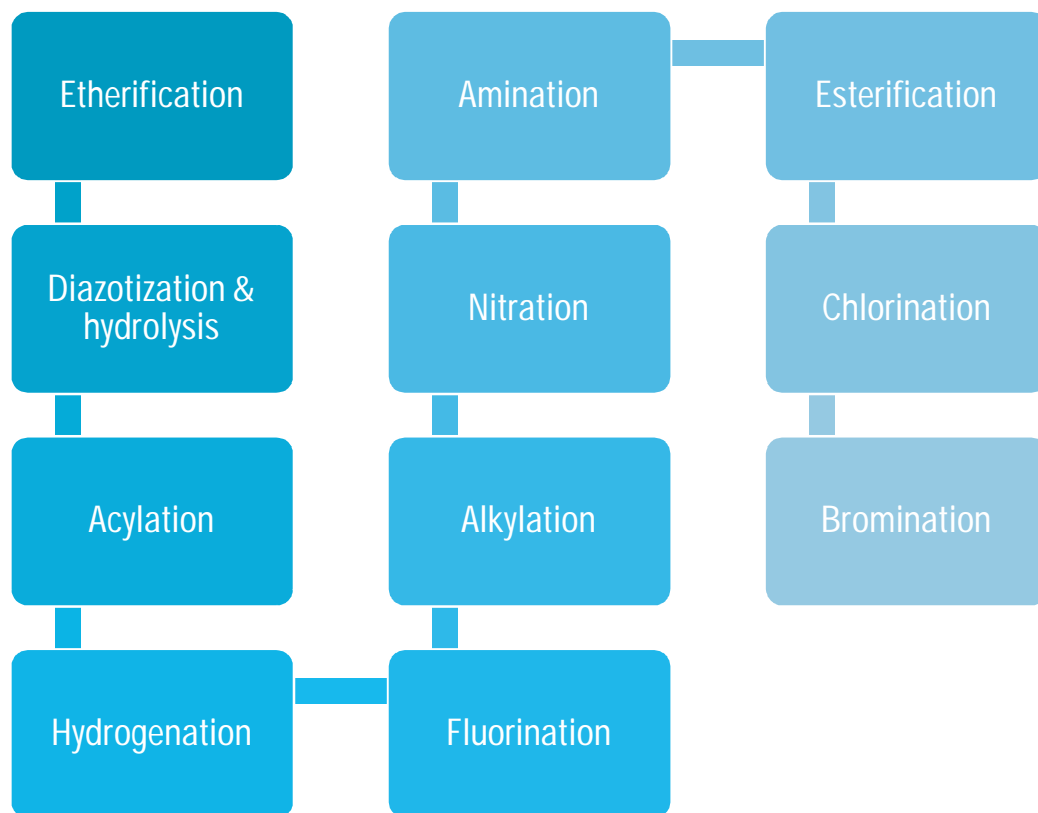


AMI ORGANICS LIMITED
R & D CENTRE

24AAGCA4014R12L

Superior R&D Capabilities (Cont'd)

Our Capabilities in Key Chemistry



AMI Organics R&D Centre in Surat



Superior R&D Capabilities (Cont'd)

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

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

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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)

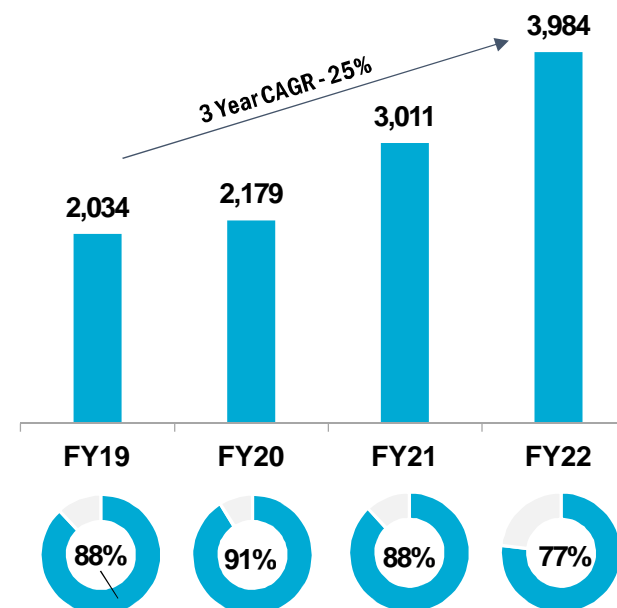


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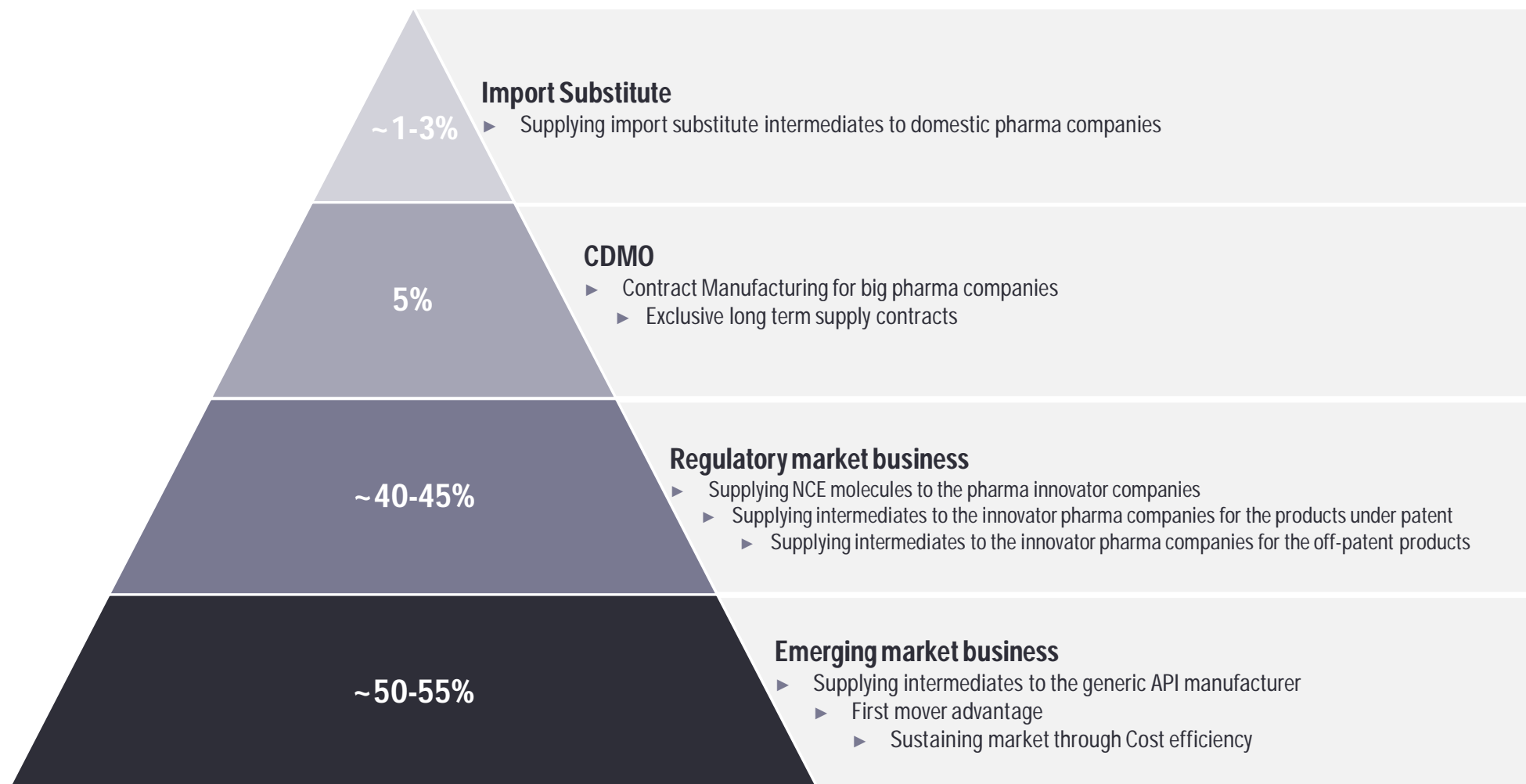
Manufacturing
Facilities

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

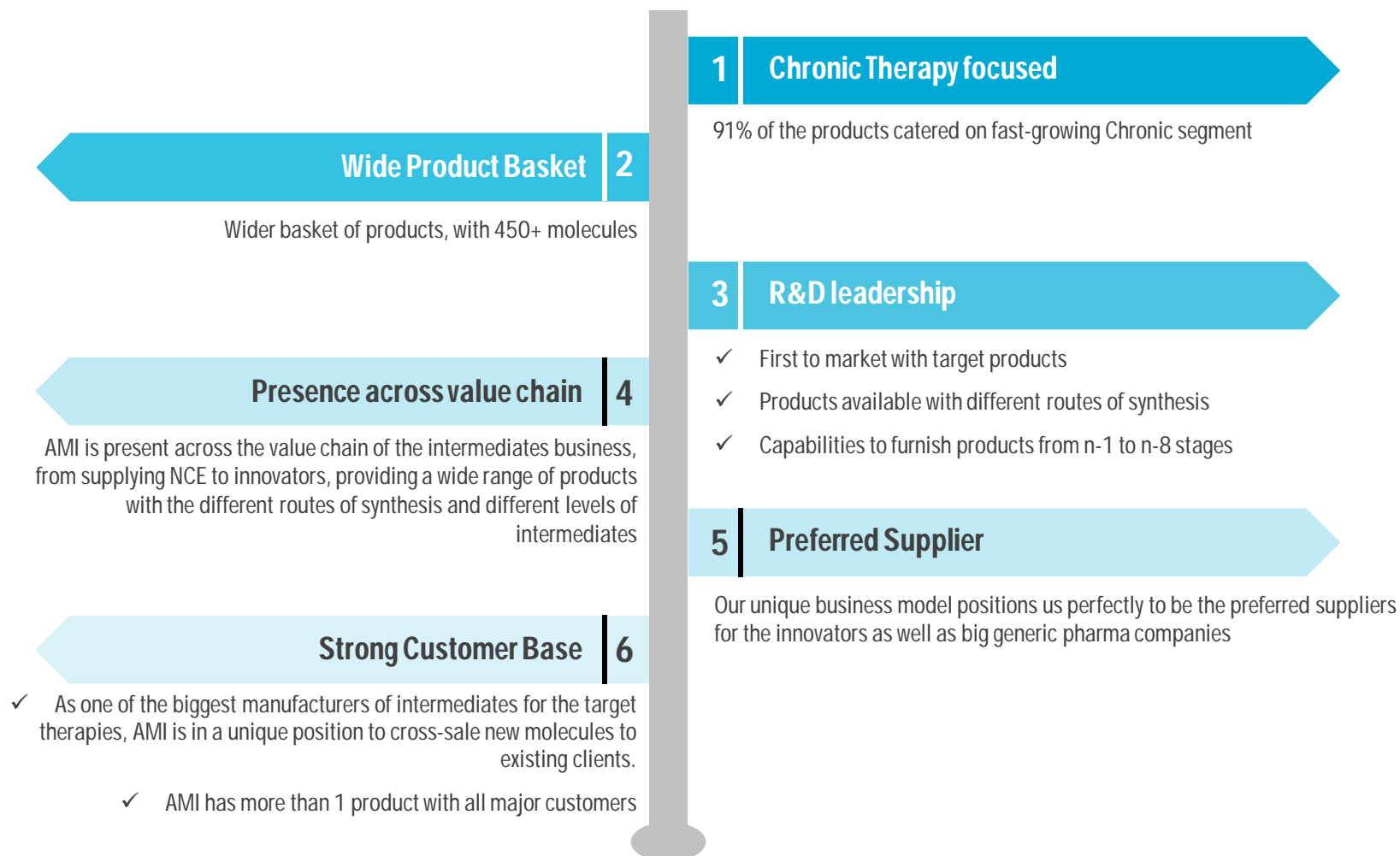
Historical Business Performance



Our Business Model – Advanced Intermediates for Pharmaceuticals



Uniqueness of our business model



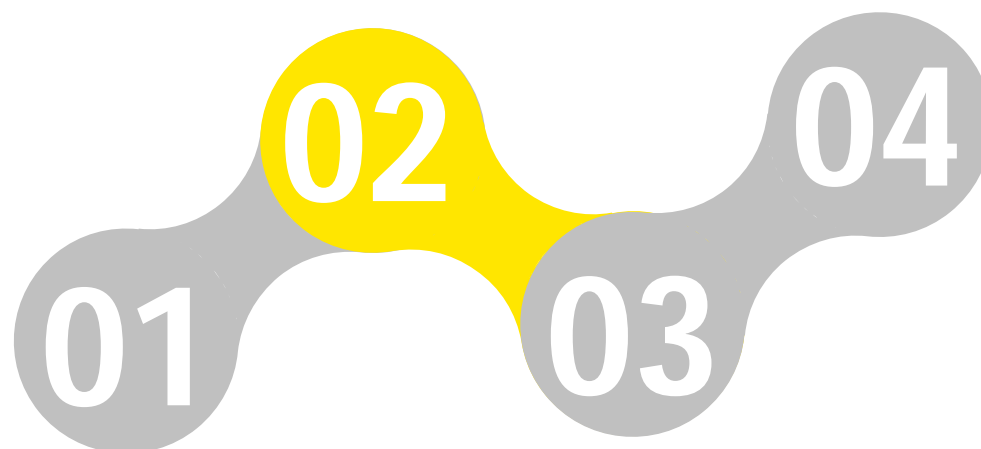
CAPEX – Expansion of Pharma Intermediate Business

CAPEX – INR 190cr

On 29th 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

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

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

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

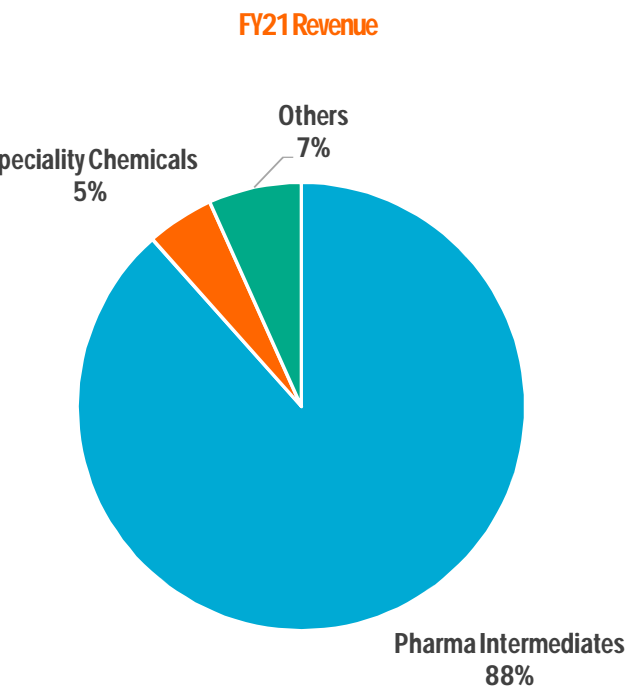
Outlook

190cr Capex to expand capacities for the Advance intermediate business

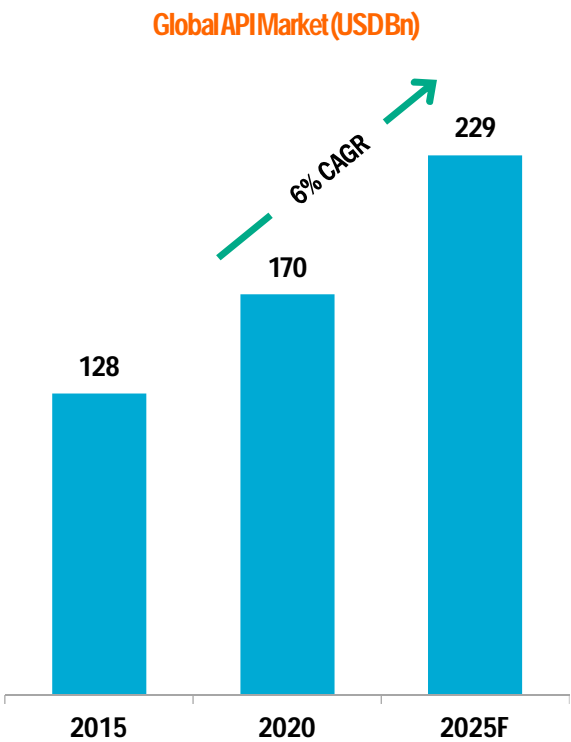
Expect to continue the **historical growth rate** in the coming years

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...



Source: RHP and F&S Report

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

Key API AMI caters to

CAGR 2020 – 25F⁽¹⁾

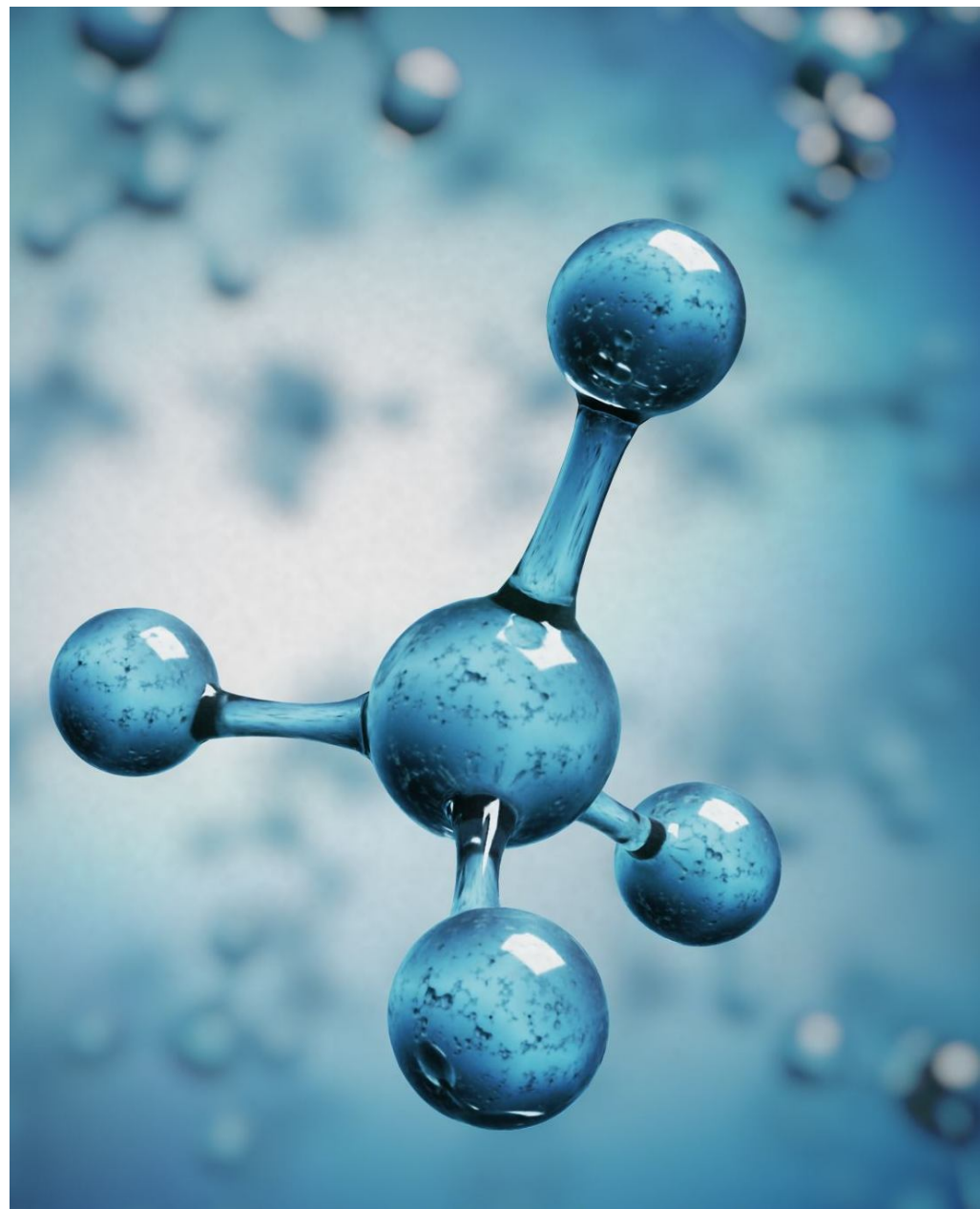
| | |
|--------------|--------|
| Trazodone | 6.30% |
| Entacapone | 11.20% |
| Pazopanib | 11.80% |
| Darolutamide | 36.00% |
| Dolutegravir | 31.50% |
| Apixaban | 44.70% |
| Nintedanib | 23.70% |
| Rivaroxaban | 23.50% |

(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

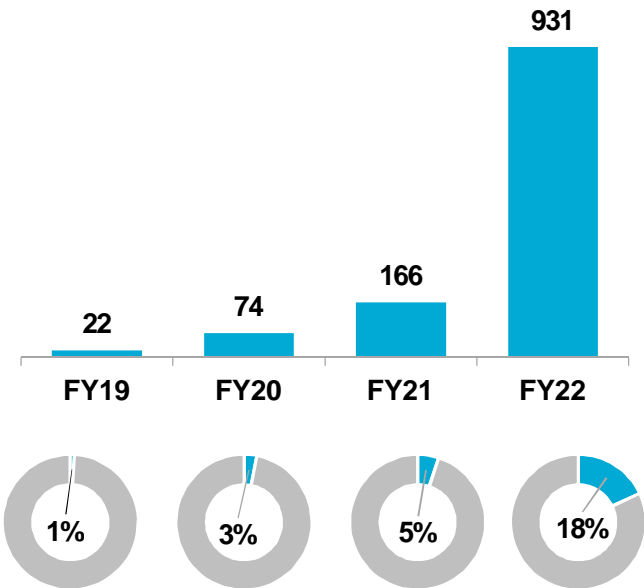


~50
Products
KSM for Agro and Fine chem;
Parabens;
Salicylic Acid;
Other Speciality Chemicals



1
Manufacturing
Facilities
Jhagadia, Gujarat

Historical Business Performance

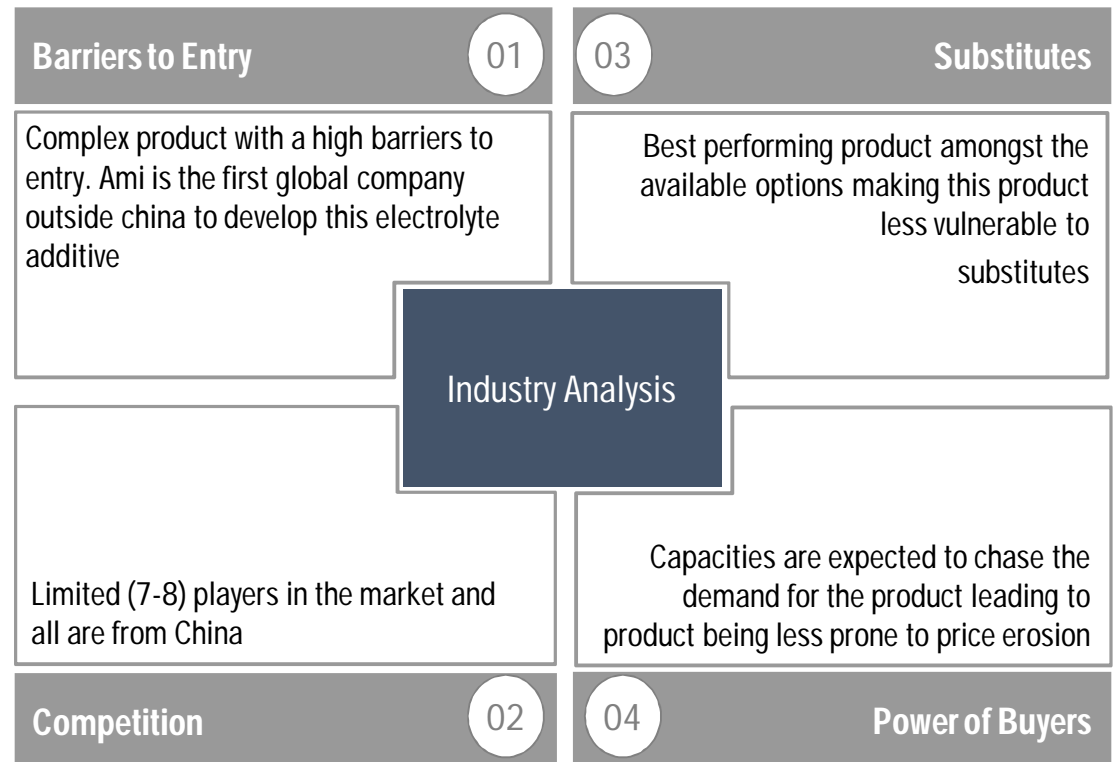


New Product developed – Electrolyte for cells

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

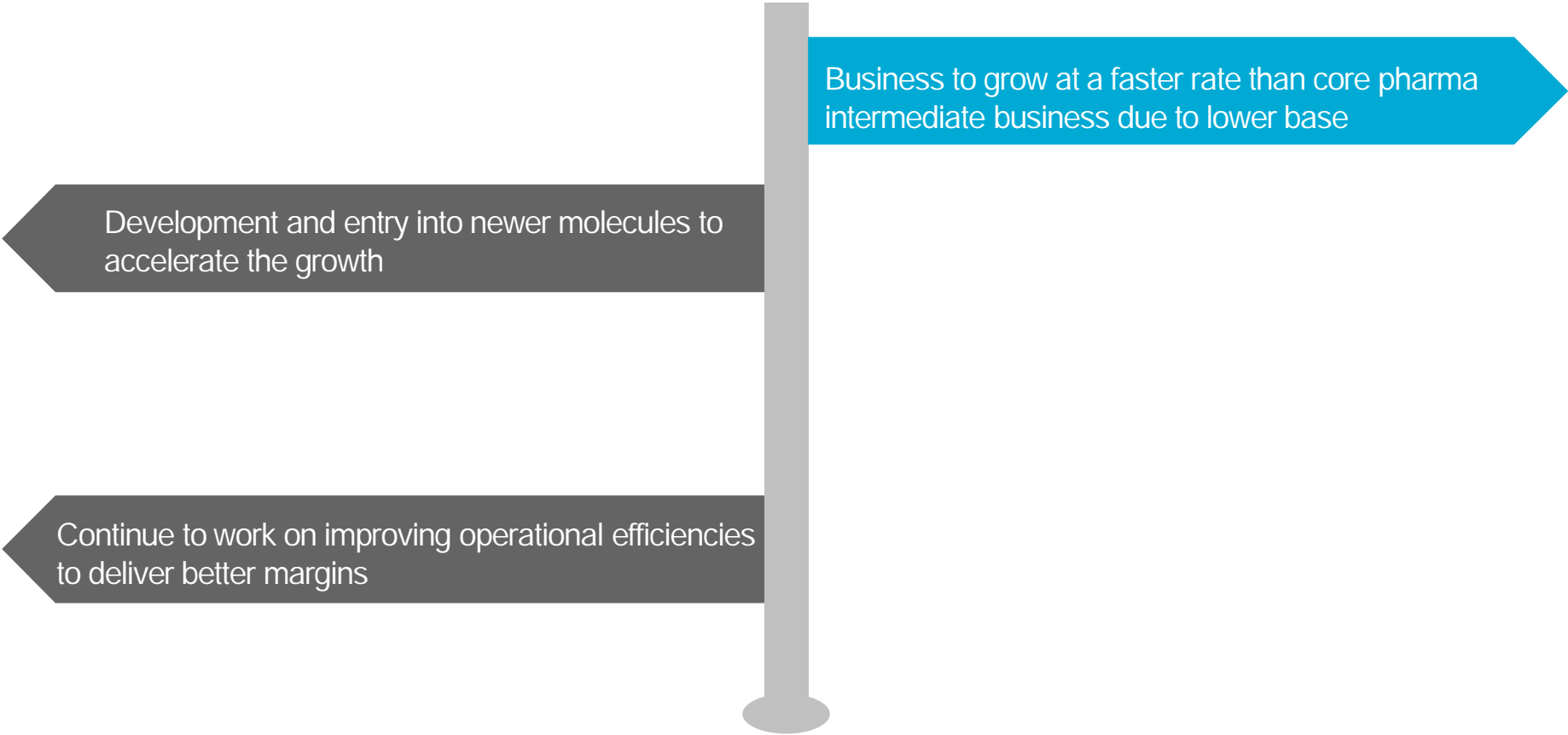
- Preservatives: Parabens & paraben formulations with end use in cosmetics, animal foods and personal care industries
- Other Specialty Chemicals that find end use in cosmetics, dyes, polymers and agro-chemical industries

Our strategy and outlook



Strategy

Outlook

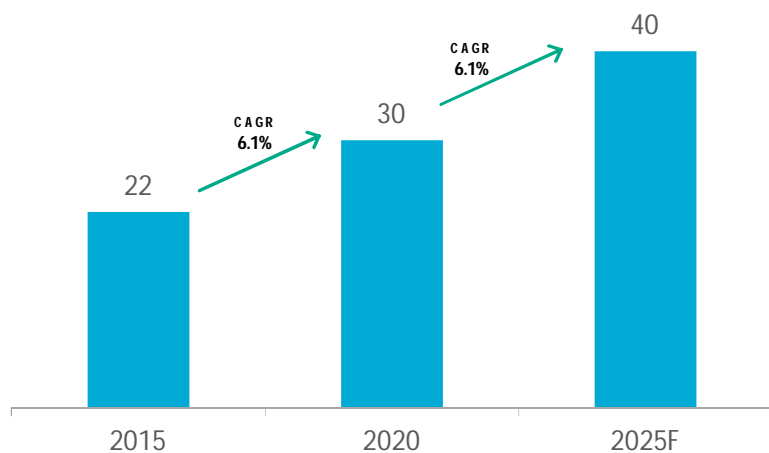


Industry Overview

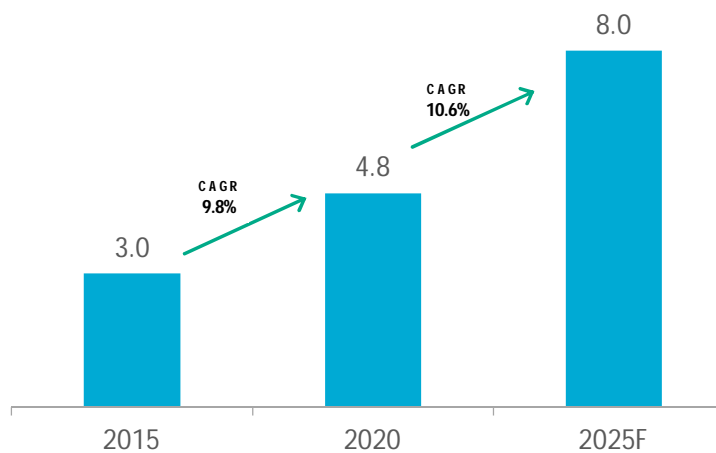
Our existing Chemicals segment supplies KSMs to Agrochemicals and Fine Chemicals company ...

KSMs

Global KSM Market – Size and Growth (USD Bn)



India KSM Market – Size and Growth (USD Bn)



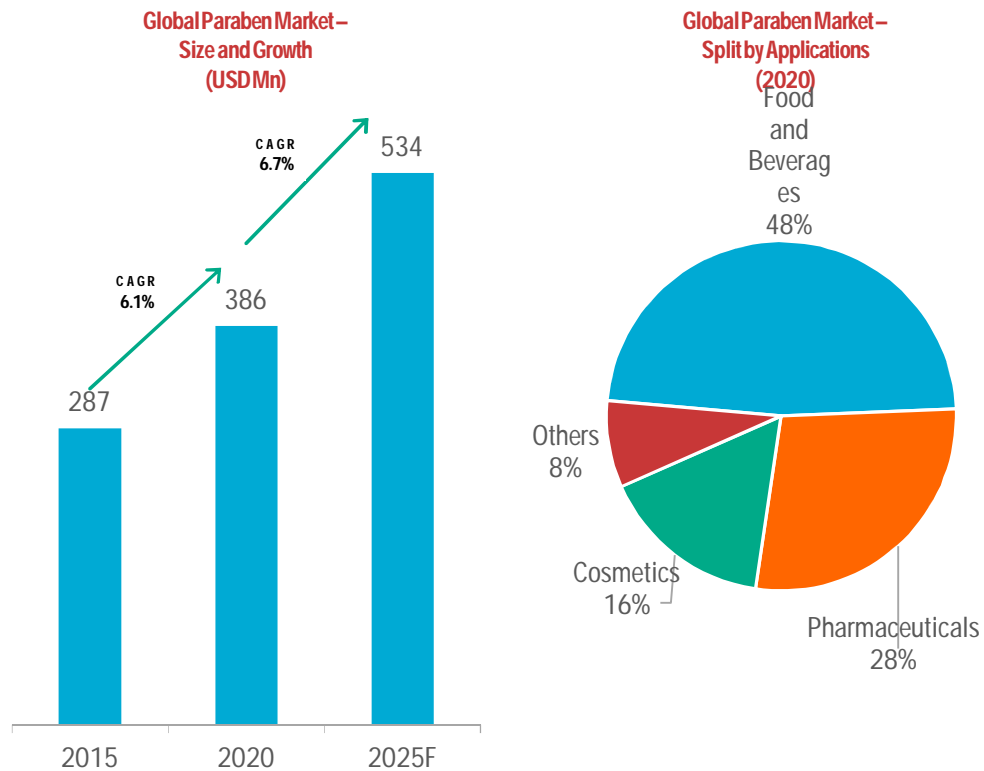
Why is India favourably placed?

- Gol'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

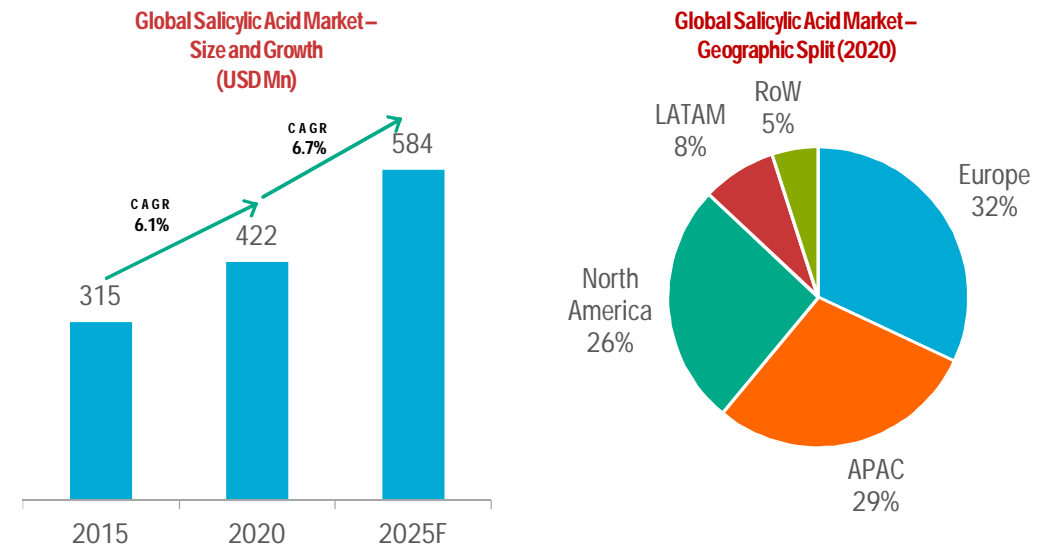
...whereas our new acquired units manufactures preservatives along with some specialty chemicals such as salicylic acid

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

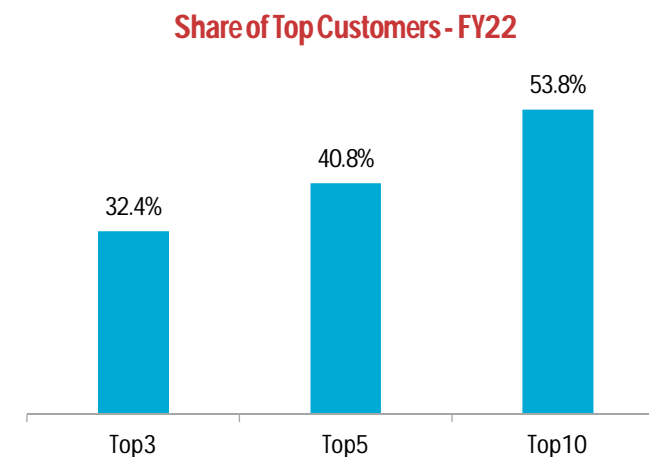
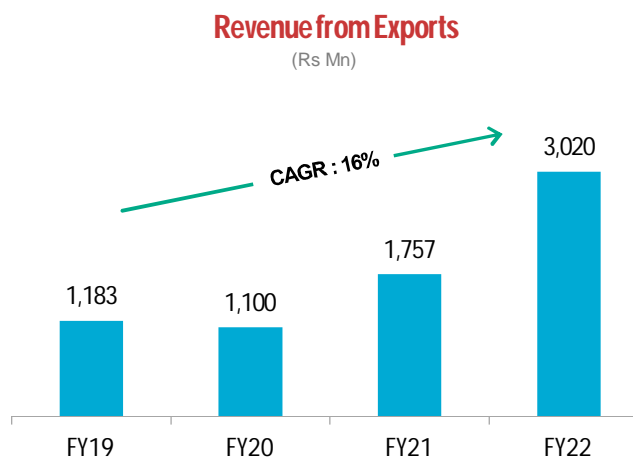
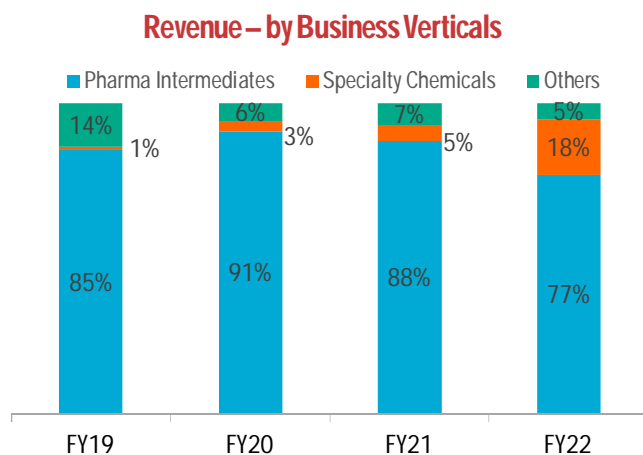
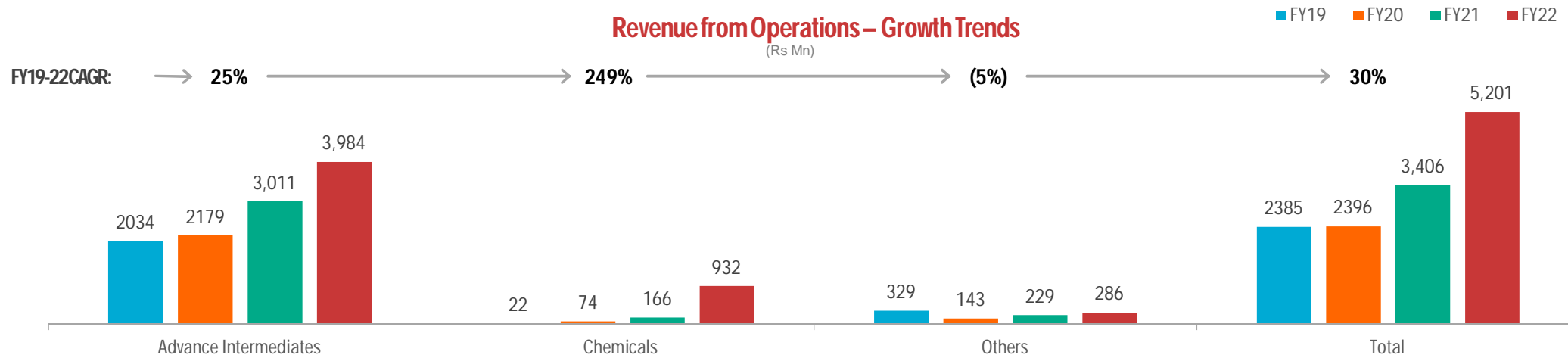
Contents

6 Shareholder Information

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



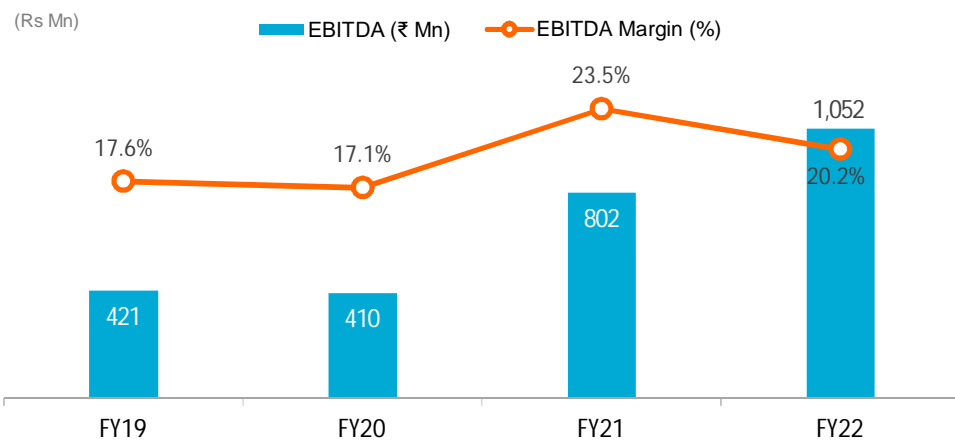
Performance highlights over the years



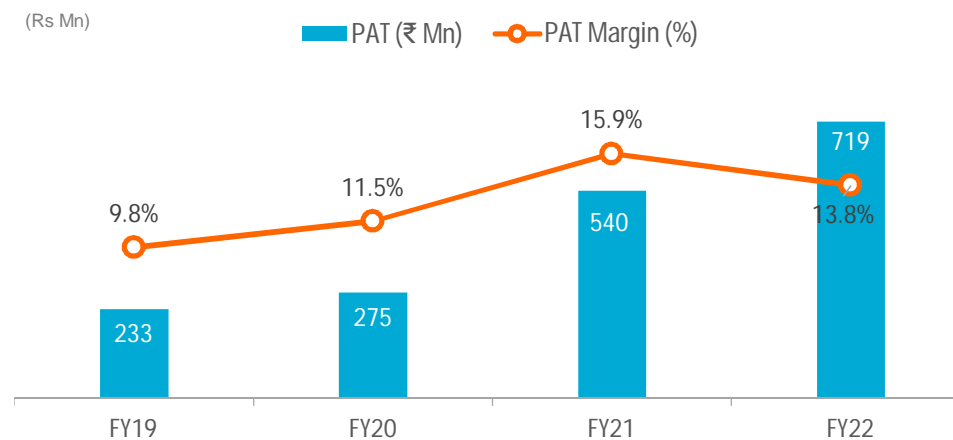
Note: Revenue from Operations for previous years does not include revenue from units acquired from GOL as the acquisition was completed on Mar-21.

Performance highlights over the years (cont'd)

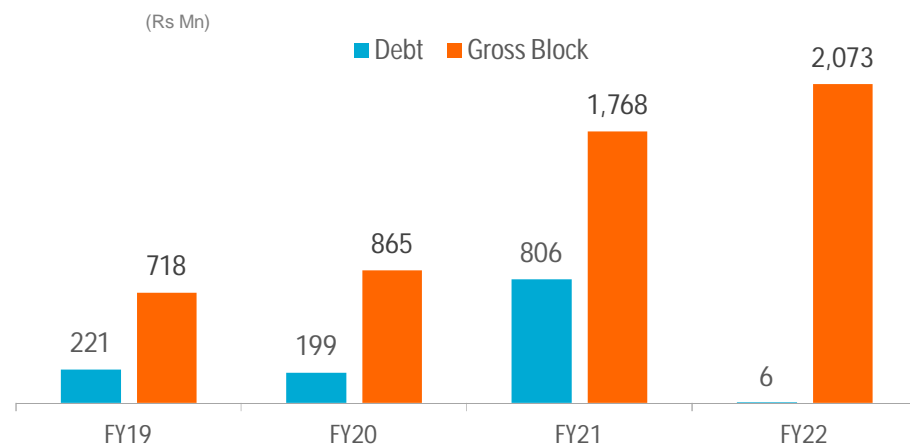
EBITDA and EBITDA Margins (%)



PAT and PAT Margins (%)

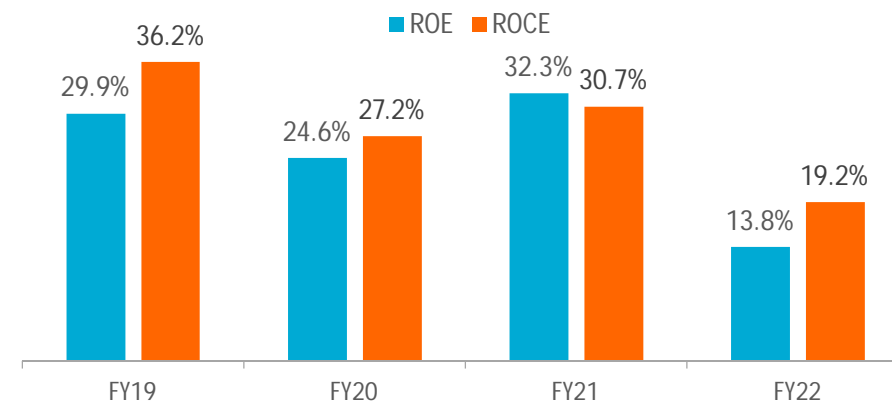


Long term Borrowings and Gross Block



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

Returns Profile



* 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

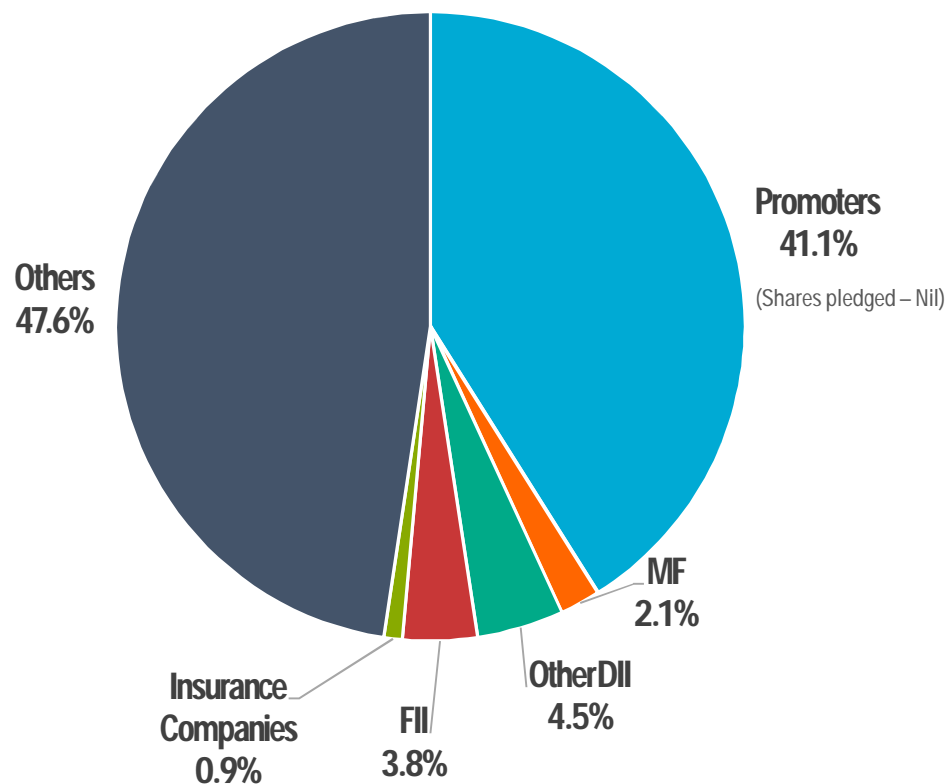
| Particulars (Rs. Mn) | FY20 | FY21 | FY22 |
|--------------------------------|--------------|--------------|--------------|
| Revenue from Operations | 2,396 | 3,406 | 5,201 |
| Other Income | 28 | 14 | 28 |
| Total Revenue | 2,425 | 3,420 | 5,229 |
| Cost of Materials consumed | 1,379 | 1,747 | 2,728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

Restated Summary Statement of Assets and Liabilities

| Particulars (Rs. Mn) | FY20 | FY21 | FY22 |
|--------------------------------------|--------------|--------------|-------------|
| I. ASSETS | | | |
| NON-CURRENT ASSETS | | | |
| Property, Plant and Equipment | 622 | 1,606 | 1778 |
| Capital Work-In-Progress | 117 | 2 | 30 |
| Other Non-Current Assets | 370 | 362 | 490 |
| Total Non-Current Assets | 1,109 | 1,970 | 2297 |
| CURRENT ASSETS | | | |
| 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 |
| Total Assets | 2,319 | 4,133 | 6589 |
| II. EQUITY AND LIABILITIES | | | |
| EQUITY | | | |
| Equity share Capital | 105 | 315 | 364 |
| Other Equity | 1,013 | 1,354 | 4858 |
| Total Equity | 1,118 | 1,669 | 5223 |
| NON-CURRENT LIABILITIES | | | |
| Borrowings | 199 | 726 | 6 |
| Other Non-Current Liabilities | 55 | 77 | 67 |
| Total Non-Current Liabilities | 255 | 803 | 73 |
| CURRENT LIABILITIES | | | |
| Current Borrowings | 339 | 445 | 3 |
| Trade Payables | 514 | 844 | 1184 |
| Other Current Liabilities | 92 | 372 | 106 |
| Total Current Liabilities | 946 | 1,660 | 1293 |
| Total Liabilities | 1,201 | 2,463 | 1366 |
| Total Equity and Liabilities | 2,319 | 4,133 | 6589 |

Shareholder Information

AMI Shareholding as on 30th June 2022



Share Information (as on 30th June 2022)

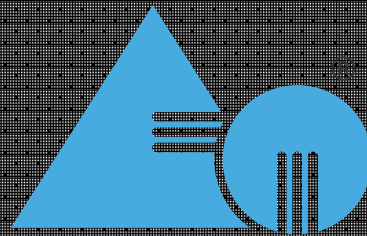
| | |
|---------------------|-----------------|
| NSE Ticker | AMIORG |
| BSE Ticker | 543349 |
| Market Cap (Rs. Cr) | 3,200 |
| Shares Outstanding | 3,64,37,062 |
| 3M ADTV (Shares)* | 1,65,837 |
| 3M ADTV (Rs. cr)* | 16.5 |
| Industry | Pharmaceuticals |

*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.

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