



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 12, 2024

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 third quarter and nine months ended financial results as on December 31, 2023 and other 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 Srivastava
Company Secretary & Compliance Officer

Encl: Presentation



Info@amiorganics.com



www.amiorganics.com



+91 72279 77744 / 75730 15366

Investor Presentation

F E B R U A R Y 2 0 2 4

BSE : 543349 | NSE : AMIORG | www.amiorganics.com



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Working towards better
tomorrow

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- Financials for the last three years
- Shareholder Information





Mr. Naresh Patel

Executive Chairman and Managing Director

Management Commentary

"In the face of a challenging landscape of the chemical industry, I am pleased to report that we have been able to deliver quality growth in Q3FY23 with our revenue from operations growing 9.2% YoY to Rs. 1,664mn. This growth is underpinned by robust volume growth of 25%, indicating strong business traction.

During the quarter, we further solidified our relationship with Fermion by signing an agreement for two additional advanced intermediates for their APIs. This milestone reflects AMI Organics' prowess in fostering enduring client relationships, ably supported by strong R&D and manufacturing strengths. Additionally, we also inaugurated a state-of-the-art, technology-driven plant at our Ankleshwar site, designed to meet the growing demand in the Pharmaceutical intermediate business.

I am also excited to share that we have signed an MOU with a global manufacturer of Electrolytes for the manufacturing of electrolytes for battery cells and allied materials. In this context, we have also signed an MoU with the Government of Gujarat for investment amounting up to Rs 300 crores for setting up of a dedicated manufacturing facility for electrolytes business in Gujarat.

Despite some industry headwinds, we remain confident of closing the year with healthy growth. I would also like to highlight that the various initiatives we have taken in FY23 and FY24 enhances our revenue visibility for FY25 and beyond, bolstering our confidence in our potential for stronger growth in coming years."

Revenue for 9MFY24
(Mn)

Rs. 4,925

↑ 14.4%
YoY

EBIDTA for 9MFY24
(Mn)

Rs. 853

↑ 4.3%
YoY

PAT for 9MFY24
(Mn)

Rs. 548

↓ 2.4%
YoY



Q3FY24 Earnings Highlights

- **Revenue from operations** for Q3FY24 grew by **9.2% YoY** to **Rs. 1,664 mn**
- The **gross margin** for the quarter was at **42.9%** as compared to 46% in Q3FY23 and 41% in Q2FY24. Gross margins contracted 303 basis points YoY but expanded by 190 bps sequentially. Gross margins were driven by unfavourable product mix and pricing pressure.
- **EBITDA** for the quarter came at **Rs. 265 mn** down 13.9% YoY compared to Rs. 308 mn in Q3FY23 and up 6.8% QoQ compared to Rs. 248 mn in Q2FY24.
- **EBITDA margin** for the quarter was at **15.9%** as compared to 20.2% in Q3FY23 and 14.4% in Q2FY24. EBITDA margins degrew by 430bps YoY and grew by 153 bps sequentially. EBITDA margins were largely driven by gross margins.
- **PAT** for the quarter was **Rs. 178 mn**. The **PAT margin** for the quarter was **10.7%**.

Q3FY24 Business Highlights

- Export at **61%**; domestic business at **39%**
- **Advance Pharmaceutical Intermediates**
 - Signed a new agreement with **Fermion for two additional advanced intermediates** taking total product under CDMO with fermion to 5 products
 - **Inaugurated a state-of-the-art technology driven plant in Ankleshwar** in December 2023 which will focus on advanced pharmaceutical intermediate business
- **Electrolyte Business:**
 - Signed a **MOU with a global manufacturer of Electrolytes** for manufacturing of electrolytes for battery cells and allied materials
- Signed **MOU with Government of Gujarat** for investment amounting up to **Rs 300 crores** for set up of **dedicated manufacturing facility for electrolytes** business in the state of Gujarat
- Successfully passed the ISMS 27001-2022 audit. **Received ISO 27001:2022 standard certification.**
- Certified as **Three Star Export House** by Government Of India



Q3FY24 Financial Performance – Key Metrics



Revenue from Operations

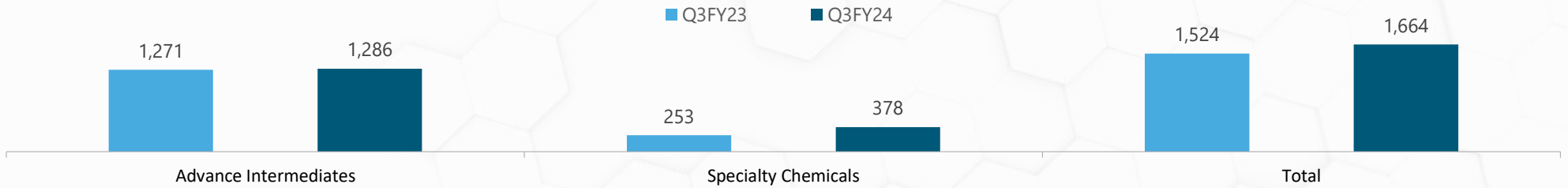
(Rs Mn)

YoY Growth

1.2%

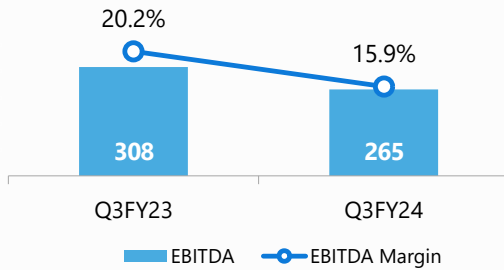
49.5%

9.2%



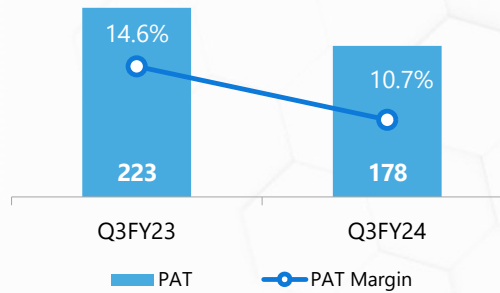
EBITDA & EBITDA Margin

(Rs Mn)

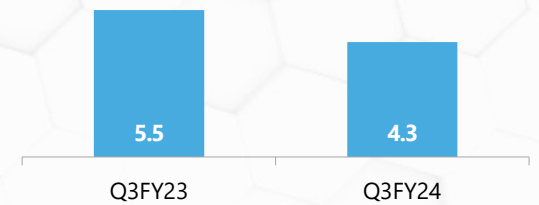


PAT

(Rs Mn)



EPS



9MFY24 Financial Performance – Key Metrics

Revenue from Operations

(Rs Mn)

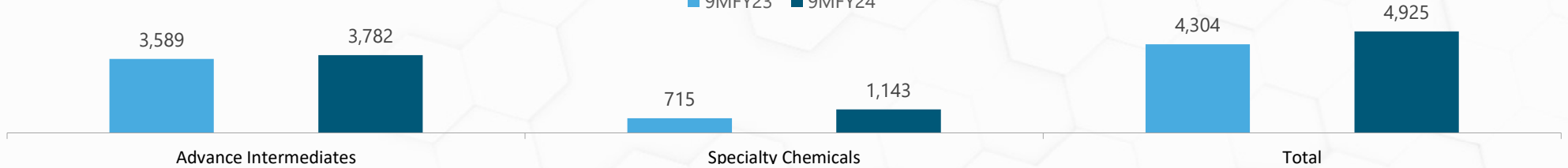
YoY Growth

5.4%

60.0%

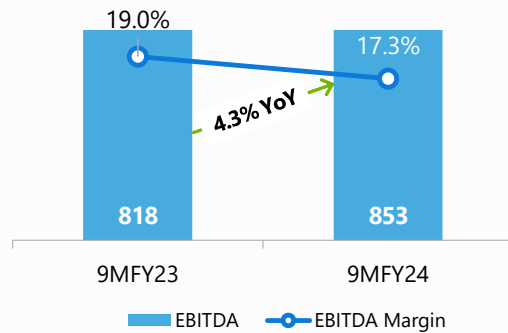
14.4%

■ 9MFY23 ■ 9MFY24



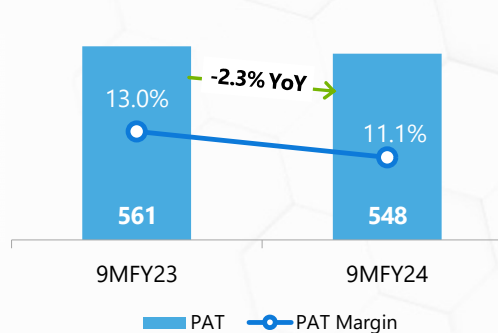
EBITDA & EBITDA Margin

(Rs Mn)

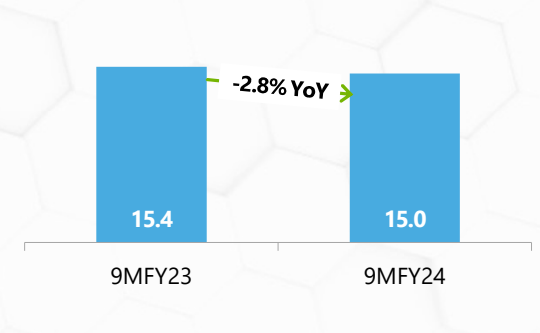


PAT

(Rs Mn)



EPS



Note: PAT, PAT Margin and EPS are adjusted for Exceptional Items. Exceptional item includes full impairment of JV with Ami Oncotheranostics LLC.

P&L Statement



Particulars (Rs. Mn)	Q3FY24	Q3FY23	YoY	Q2FY24	QoQ	9MFY24	9MFY23	YoY
Revenue from Operations	1,664	1,524	9.2%	1,724	(3.4)%	4,925	4,304	14.4%
COGS	950	823		1,016		2,767	2,258	
Gross Profit	714	700	2.0%	708	1.0%	2,158	2,045	5.5%
Gross Margin	42.9%	46.0%		41.0%		43.8%	47.5%	
Employee benefits expenses	161	128		158		461	374	
Other expenses	288	264		301		844	853	
Total Expenses	1,399	1,216		1,475		4,072	3,485	
EBITDA	265	308	(13.9)%	248	6.8%	853	818	4.3%
EBITDA Margin	15.9%	20.2%		14.4%		17.3%	19.0%	
Depreciation and amortization	38	31		37		112	89	
PBIT	228	277	(18.0)%	211	7.7%	742	729	1.7%
Finance costs	25	12		8		39	18	
Other Income	35	30		15		61	45	
Exceptional Item	-	-		(318)		(318)	-	
PBT	237	296	(19.8)%	(99)	338.4%	447	756	(40.9)%
Tax Expense	59	73		71		217	195	
PAT	178	223	(20.1)%	(170)	204.7%	230	561	(59.0)%
PAT Margin	10.7%	14.6%		-		4.7%	13.0%	
PAT adjusted for Exceptional Item	178	223	(20.1)%	147	20.9%	548	561	(2.4)%

Note: Exceptional item includes full impairment of JV with Ami Oncotheranostics LLC.

Financial Performance over the years – Key Metrics

Revenue from Operations- Growth Trends

(Rs Mn)

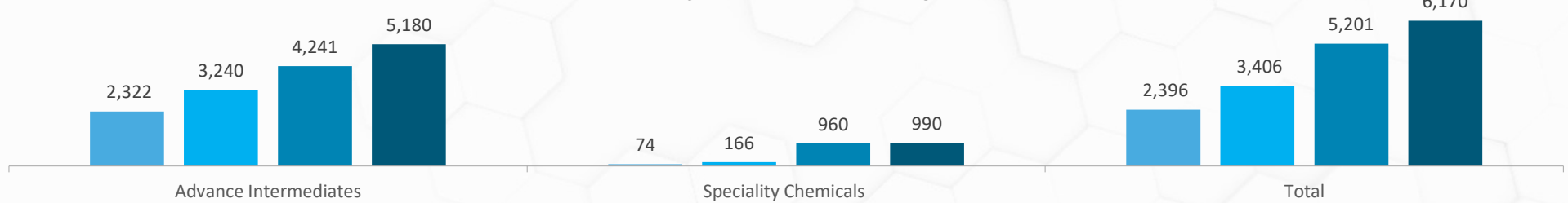
FY20-23 CAGR:

31%

137%

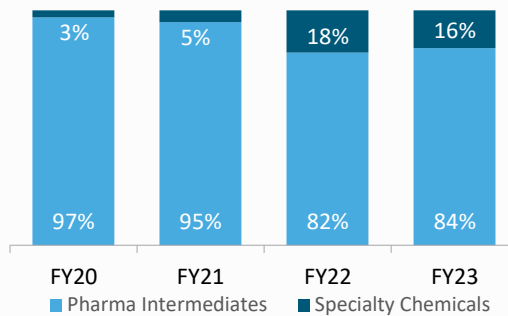
37%

FY20 FY21 FY22 FY23



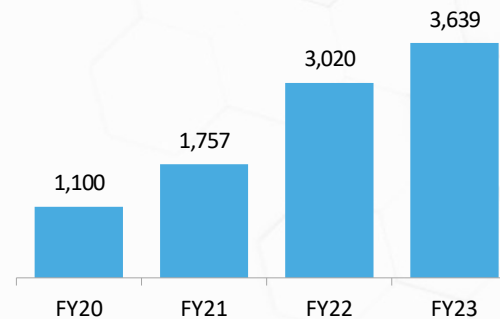
Revenue – by Business Verticals

(Rs Mn)

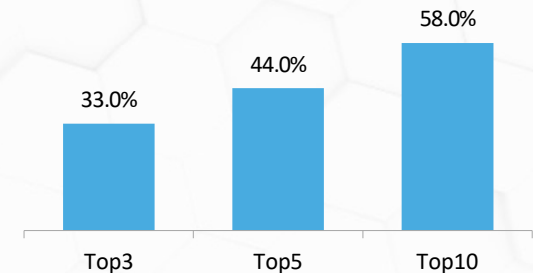


Revenue from exports

(Rs Mn)

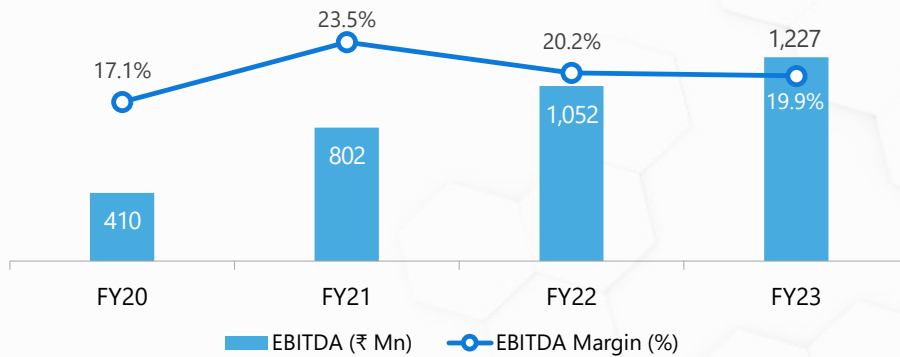


Share of Top 10 Customers - FY23

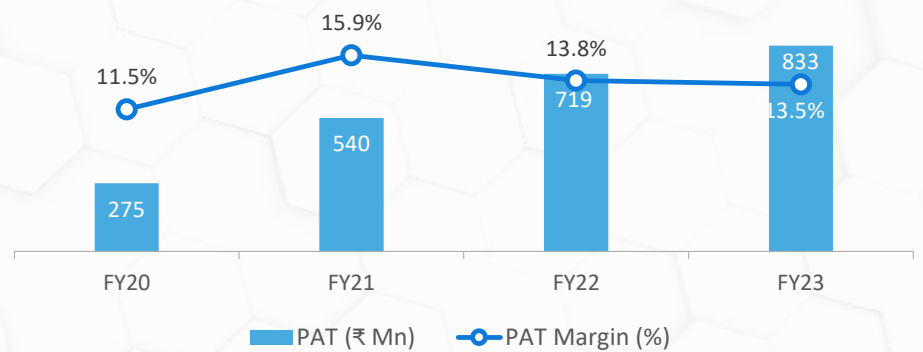


Financial Performance over the years – Key Metrics (cont'd)

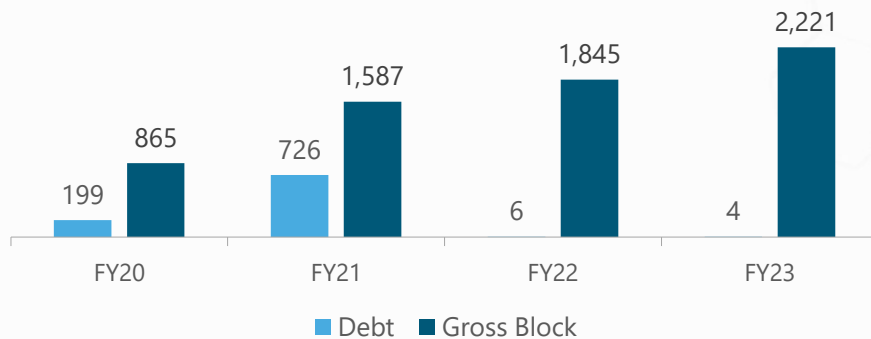
EBITDA and EBITDA Margins (%)



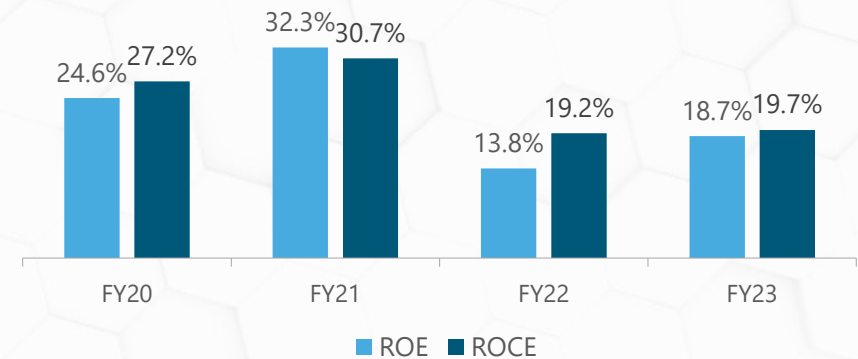
PAT and PAT Margins (%)



Long term Borrowings and Gross Block



Returns Profile



Financials for the last three years

Restated Summary Statement of Profit and Loss

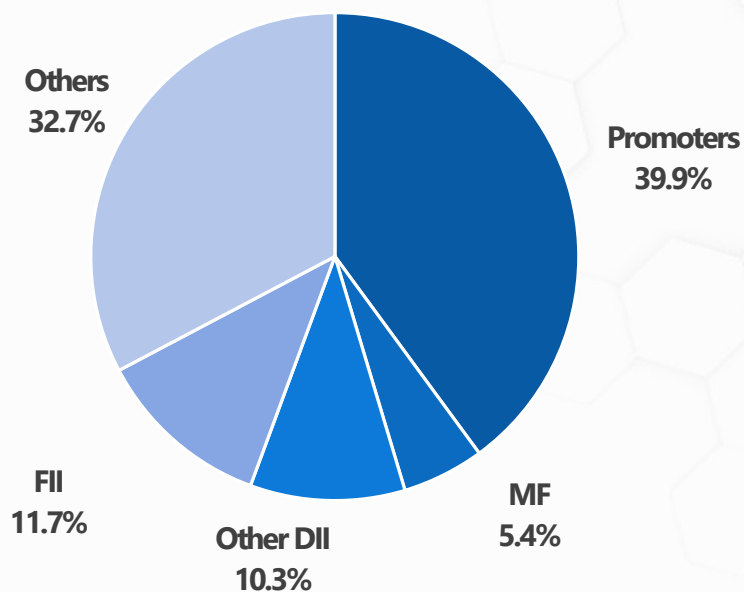
Particulars (Rs. Mn)	FY21	FY22	FY23
Revenue from Operations	3,406	5,201	6,167
Other Income	14	28	43
Total Revenue	3,420	5,229	6,211
Cost of Materials consumed	1,747	2,728	3,309
Employee benefits expenses	210	414	488
Finance costs	56	64	24
Depreciation and amortization	42	101	123
Other expenses	599	1,008	1,143
Total Expenses	2,703	4,314	5,088
PBT	717	915	1,122
Tax Expense	177	195	289
PAT	540	719	833
Adjusted PAT*	540	719	833

Restated Summary Statement of Asset and Liabilities

Particulars (Rs. Mn)	FY21	FY22	FY23
I. Assets			
Property, plant and equipment	1,608	1,808	2,519
Other non-current assets	362	490	399
Total non-current assets	1,970	2,297	2,918
Inventories	604	1,122	1,192
Trade receivables	1,207	1,637	2,303
Cash and cash equivalents	27	996	586
Other current assets	325	537	596
Total current assets	2,162	4,291	4,677
Total assets	4,133	6,589	7,595
II. Equity and liabilities			
Total equity	1,669	5,223	5,868
Borrowings	726	6	4
Other non-current liabilities	77	67	95
Total non-current liabilities	803	73	99
Current borrowings	445	3	30
Trade payables	844	1,184	1,420
Other current liabilities	372	106	178
Total current liabilities	1,660	1,293	1,628
Total liabilities	2,463	1,366	1,727
Total equity and liabilities	4,133	6,589	7,595

Shareholder Information

Shareholding as on 31st December 2023



Share Information as on 31st December 2023

NSE Ticker	AMIORG
BSE Ticker	543349
Market Cap (Rs. Cr)	4,138
Shares Outstanding	3,68,80,562
3M ADTV (Shares)*	2,40,157
3M ADTV (Rs. cr)*	26.52
Industry	Specialty Chemicals

*Source: NSE & BSE

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.

6,211
FY23 Total Revenue
(INR mn)

1,227
FY23 EBITDA
(INR mn)

500+
Customers
Added ~60 new customers in FY23

~50
Countries
(Customer locations)

833
FY23 PAT
(INR mn)

59%
Export (%)
(FY23)

3
Manufacturing Facilities
(Gujarat)

1
R&D Facility
State of art In-house R&D facility recognized by DSIR in India.

Business Segments

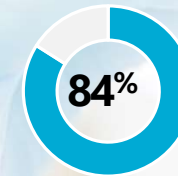


Pharma Intermediates

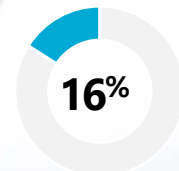


Specialty Chemicals

FY23 Total Revenue – Rs. 6,211mn



Advance Intermediates
for Pharmaceutical API and NCE



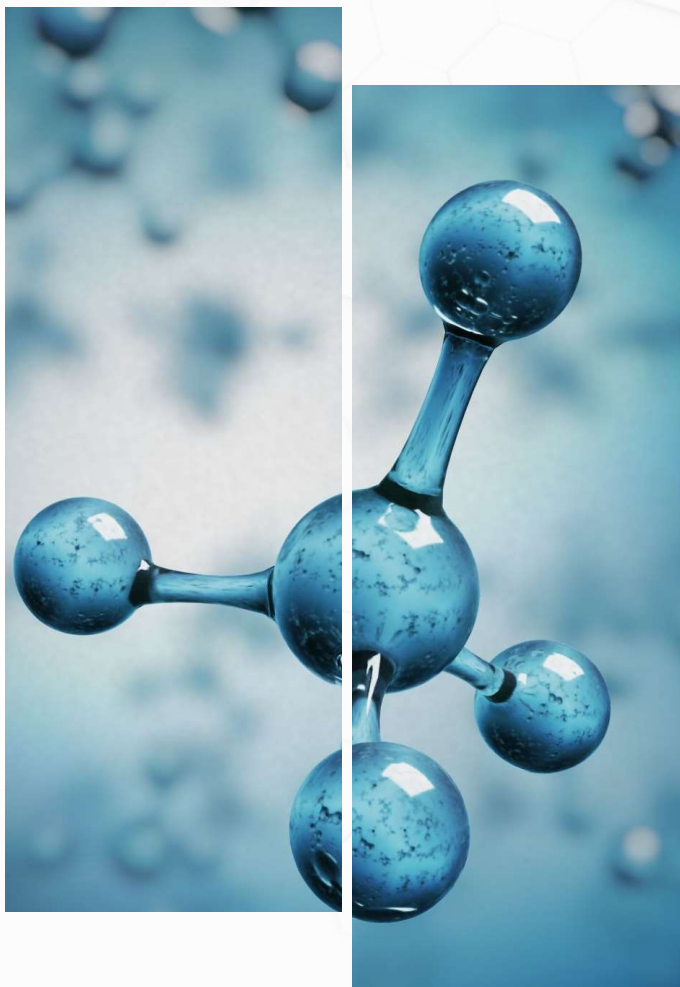
Specialty Chemicals
KSM, Parabens, Salicylic acid and other specialty chemicals

520+ Products
Added ~70 new products in FY23

Our Products

Advance Intermediates for Pharmaceuticals

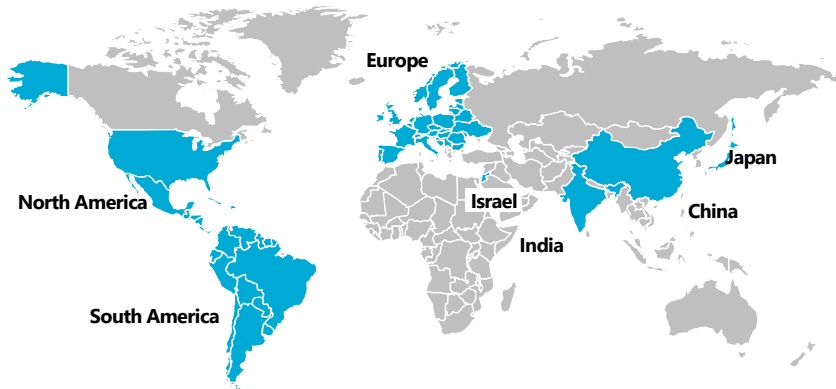
- Advanced Intermediates:
 - 185+ Products
 - Intermediates across 17 therapeutic areas
 - Chronic Therapy focus: ~90%
 - Majorly backward integrated to Basic Chemical level
 - 50-90% global market share key molecules



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



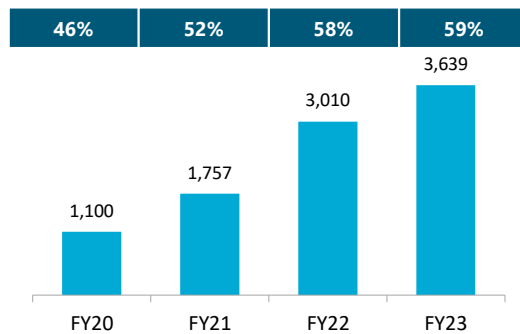
58%
of revenue from Top
10 customers in FY23

13
customers associated
since last 10 years

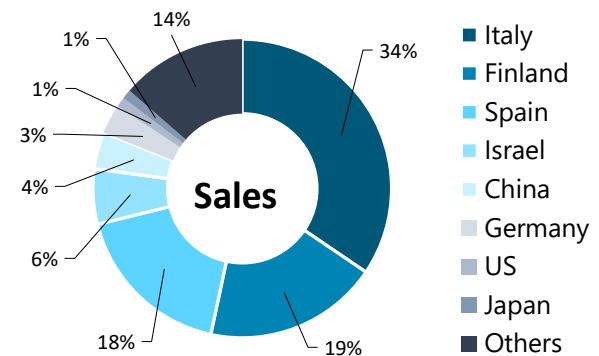
50
customers associated
since last 5 years

- 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

Exports Revenue as % of Revenue from Operations
(Rs mn)



Key Exports Destinations (FY23)



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



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



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



Land Areas (sq mtrs)

10,644

Installed Capacity (MTPA)

NA

- ❑ Inaugurated a state-of-the-art technology driven Ankleshwar plant in December 2023 which will focus on advanced pharmaceutical intermediate manufacturing



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



Land Areas (sq mtrs)

2,812

Installed Capacity (MTPA)

1,050

- ❑ Facility built in vicinity of the Sachin facility



Superior R&D Capabilities

1 R&D Lab

23,681 sq. ft.
DSIR approved in-use R&D facility at Sachin supported by an ADL

2 Technology

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

3 State-of-the-art equipment

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

4 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

5 Team

Specialized team of 120+
16 members hold Ph. Ds
~30 Engineers
~74 holds Masters' and Bachelor's degree

6 Patent

14 Process Patents filed out of which:
4 Patent granted
2 Patents under publication
8 Patents applied

R&D Expenditures (Rs. mn)

86	65	70	77
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R&D expenditure as % of Revenue from Operations



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 Chlorination, Nitration, Etherification, Ammoxidation, Diazotization and Oxidation in flow reactor**
- AMI Organics successfully **commissioned Photo Chlorination and Grignard in pilot flow reactor**



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 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 Master 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 Lokhande

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

Senior 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



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



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



Diversified products to support our growth in future

- Our long tail of 500+ 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



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



The reputation for innovative product launches, supported by robust R&D

- 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

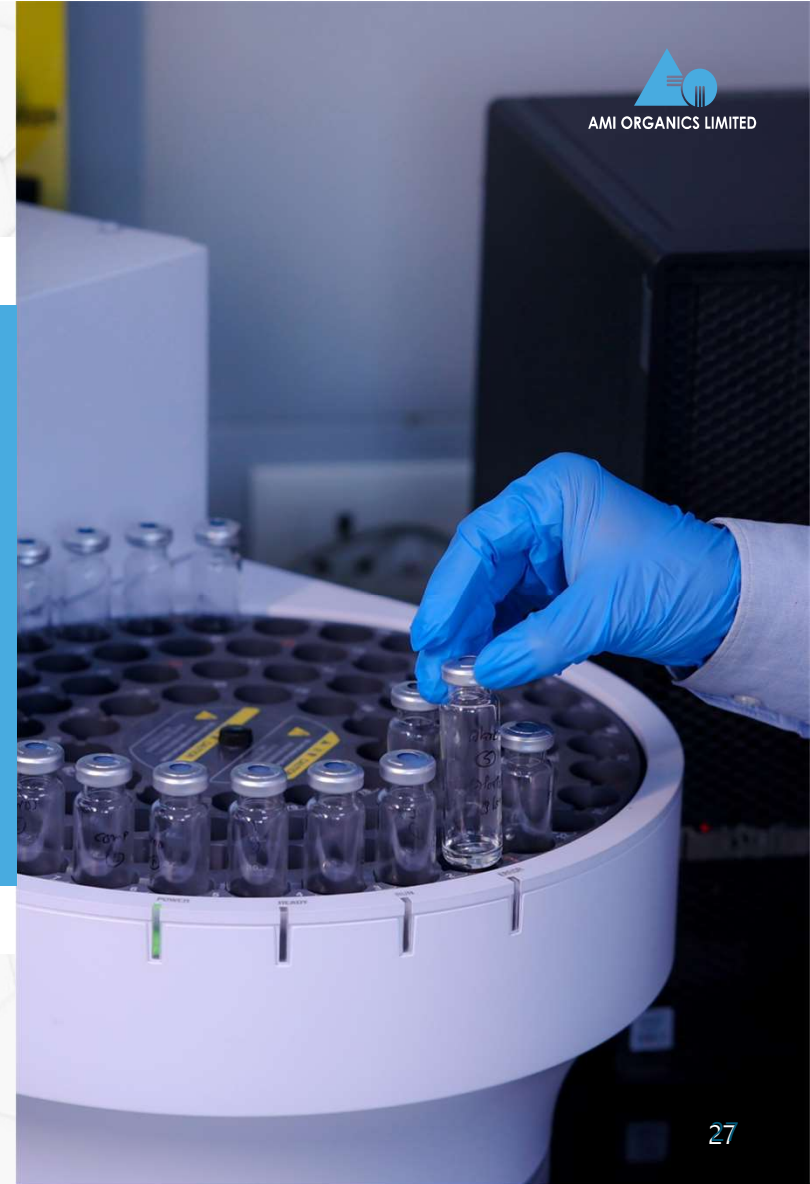


Robust cost management / Process Improvements

- ~73%* 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

3. Advanced Pharma Intermediate

- A leading Advanced Intermediate Manufacturer from India
- Our Business Model
- Uniqueness of our business model
- Our Strategy and Outlook
- Industry Overview



A leading Advanced Intermediate Manufacturer from India



(Rs. mn)



5,180

FY23
Revenue
(INR mn)



50-90%

Market Share in
Key Molecules



185+

Customers
Added ~40 new
customers in FY23



30

New Products
Launched in
FY23



14

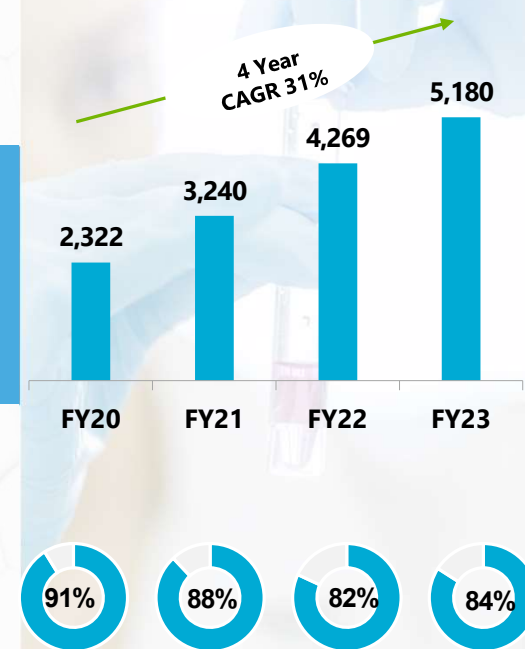
Process Patents
(2 Patent under publication; 4
patents granted and 8
patents applied)



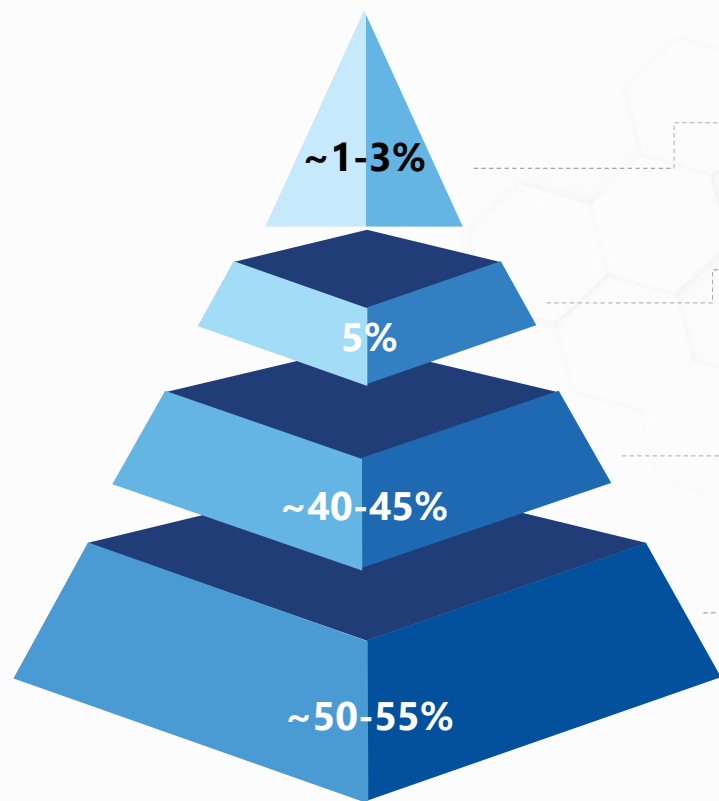
2

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

Historical Business Performance



Our Business Model – Advanced Intermediates for Pharmaceuticals



Import Substitute

- Supplying import substitute intermediates to domestic pharma companies



CDMO

- Contract Manufacturing for big pharma companies
- Exclusive long term supply contracts



Regulatory market business

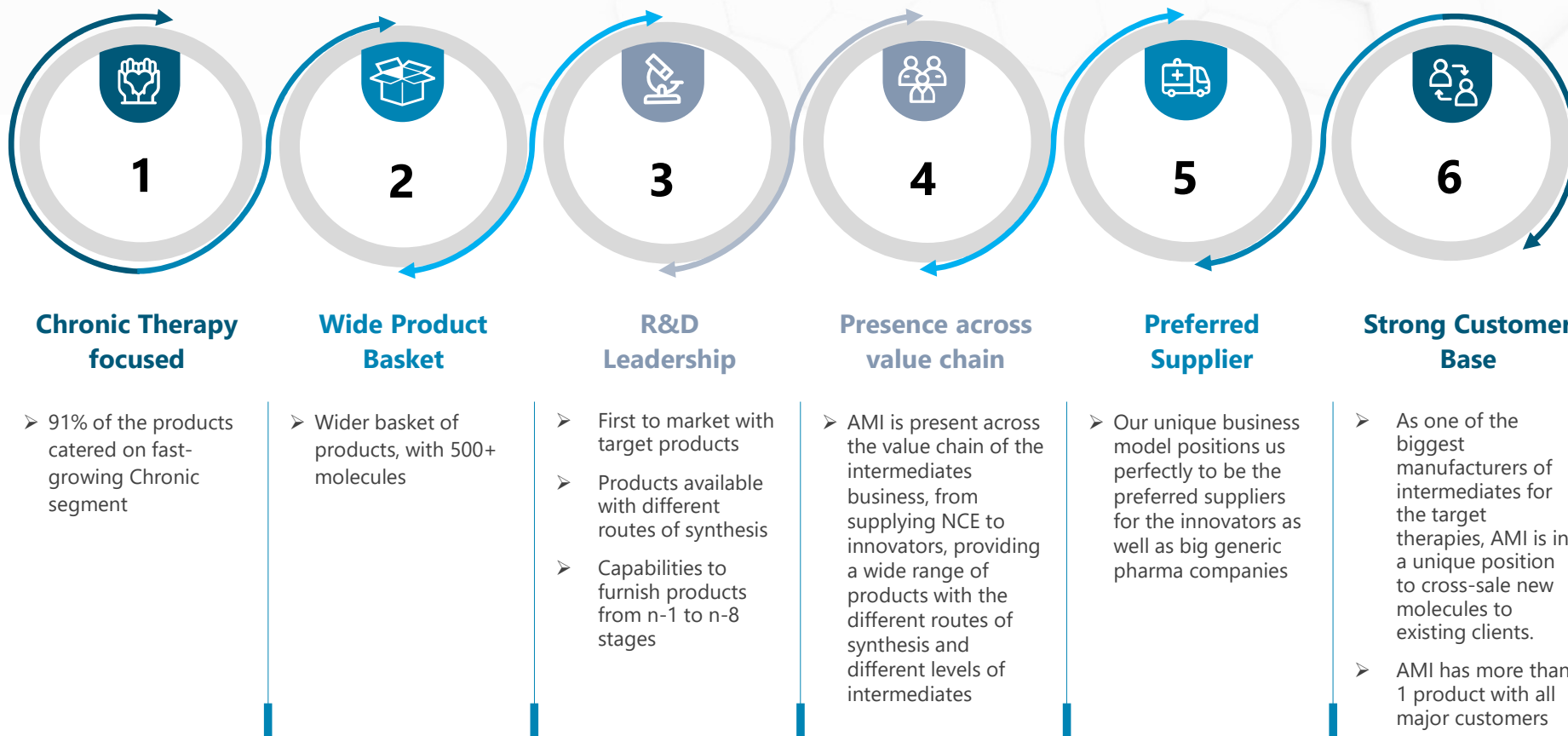
- Supplying NCE molecules to the pharma innovator companies
- Supplying intermediates to the innovator pharma companies for the products under patent
- Supplying intermediates to the innovator pharma companies for the off-patent products



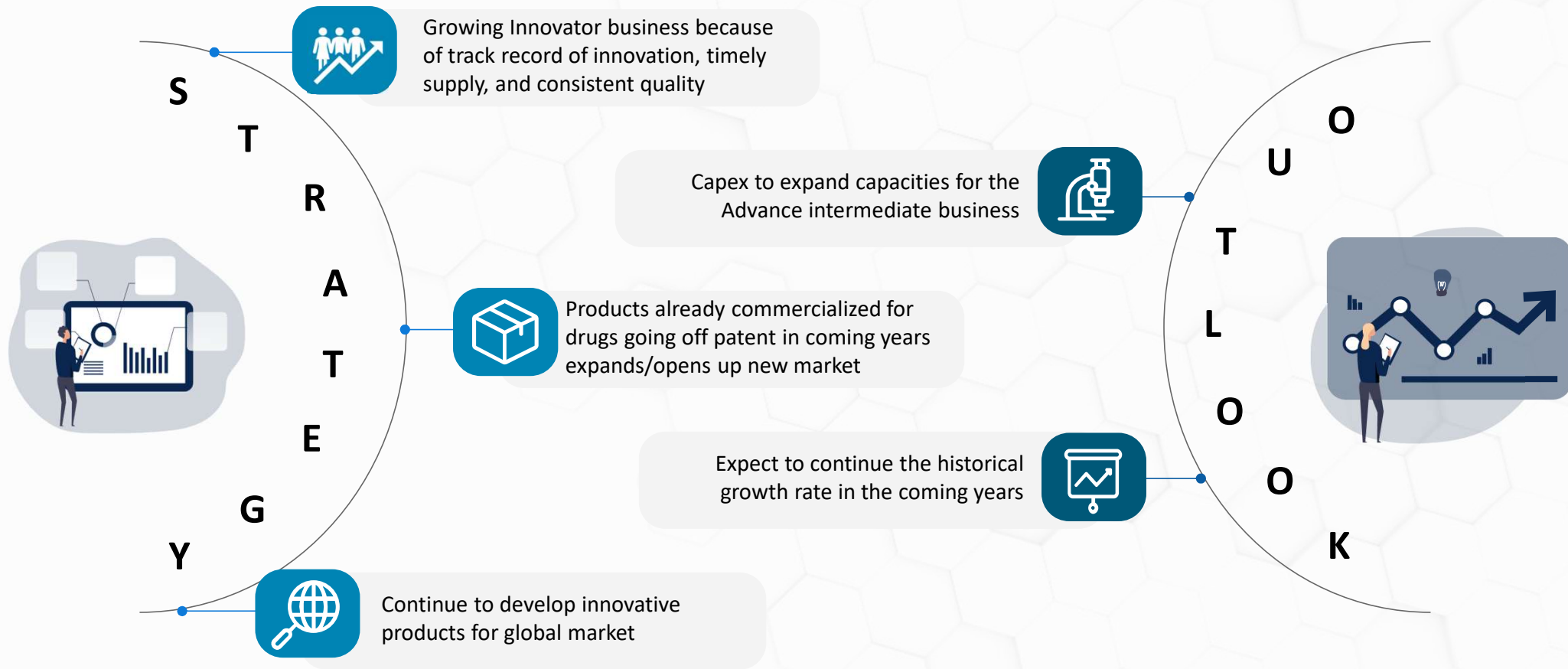
Emerging market business

- Supplying intermediates to the generic API manufacturer
- First mover advantage
- Sustaining market through Cost efficiency

Uniqueness of our business model

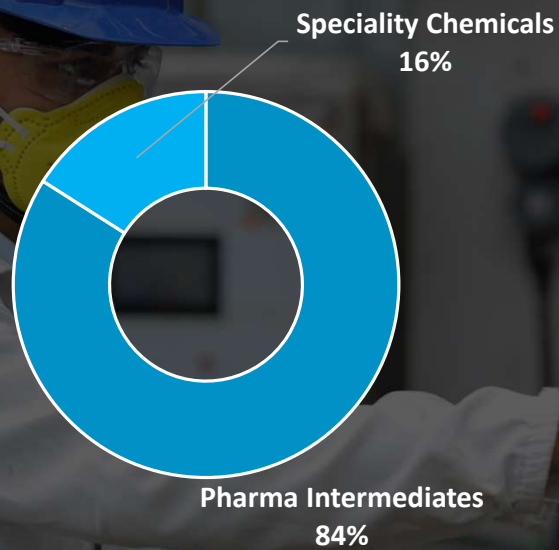


Our Strategy and Outlook

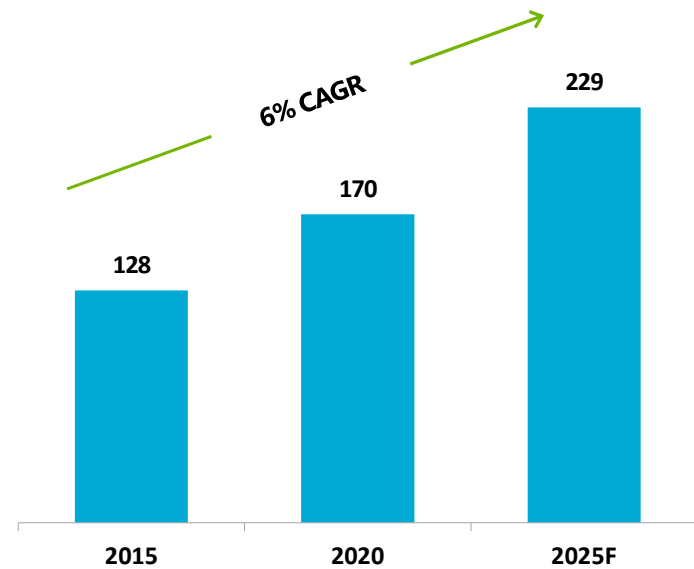


Industry Overview

Revenue (FY23)



Currently ~85% 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

4. Specialty Chemicals

- Speciality Chemicals - Overview
- New Product developed – Electrolyte Additive
- Acquisition of Baba Fine Chemicals (BFC)
- Our Strategy and Outlook
- Industry Overview



Speciality Chemicals - Overview



990

FY23
Revenue
(INR mn)



300+

Customers
across the globe

Added ~20 new customers
in FY23



30+

Countries
(Customer locations)



3

New Products
Launched in
FY23



50+

Products

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



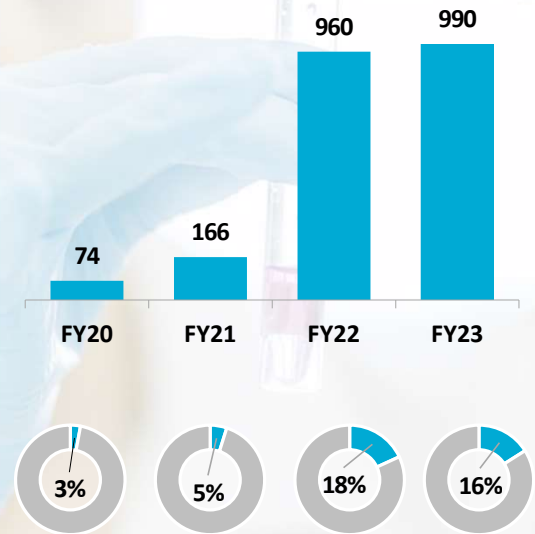
1

Manufacturing
Facilities

Jhagadia, Gujarat

Historical Business Performance

(Rs. mn)



New Product developed – Electrolyte Additive



Electrolyte Additives

- AMI Organics has successfully developed a **core electrolyte additive for cells used in energy storage devices.**
- **First Indian and global company outside China** to develop this product.
- Electrolyte additive **sample approved** at plant scale from **6 customers**



Product Pipeline

- Developed two new products: One Liquid electrolyte additive to increase electrocapacity of Li batteries and one for Solid battery.



Industry Analysis

Barriers to Entry

Complex product with a high barriers to entry. Ami is the first global company outside China to develop this electrolyte additive

Competition

Limited (7-8) players in the market and all are from China

Substitutes

Best performing product amongst the available options making this product less vulnerable to substitutes

Power of buyers

Capacities are expected to chase the demand for the product leading to product being less prone to price erosion



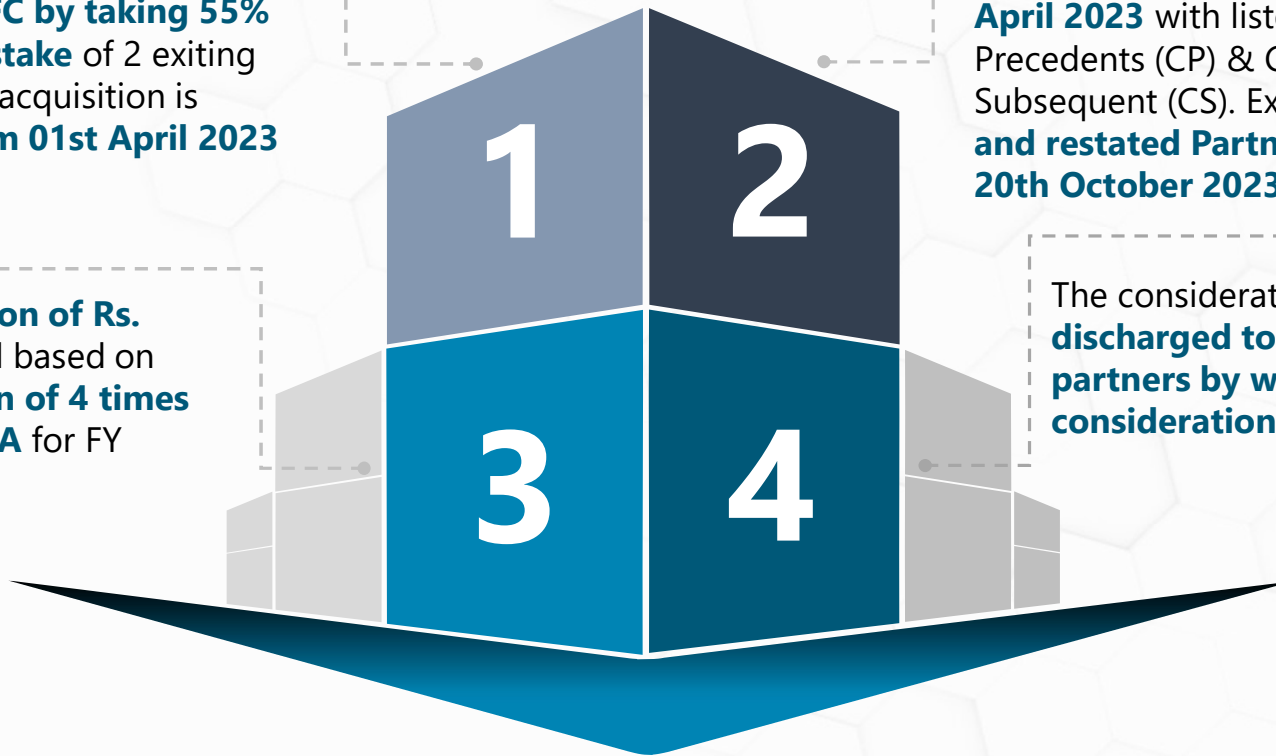
Acquisition of Baba Fine Chemicals (BFC)

AOL acquired **Partnership interest in BFC by taking 55% partnership stake** of 2 exiting partners. The acquisition is **effective from 01st April 2023**

Purchase Agreement **signed on 22nd April 2023** with listed Condition Precedents (CP) & Condition Subsequent (CS). Executed **amended and restated Partnership Deed on 20th October 2023**

The consideration of **Rs. 68.2cr** is derived based on agreed **valuation of 4 times Adjusted EBDITA** for FY 2022-23

The consideration is **fully discharged to the retiring partners by way of cash consideration**



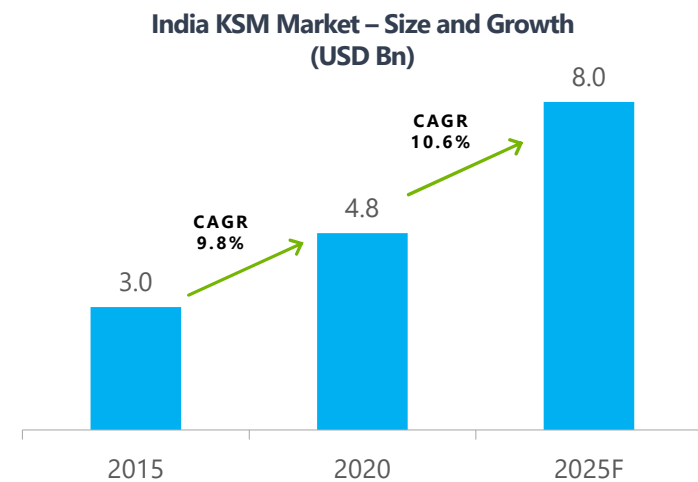
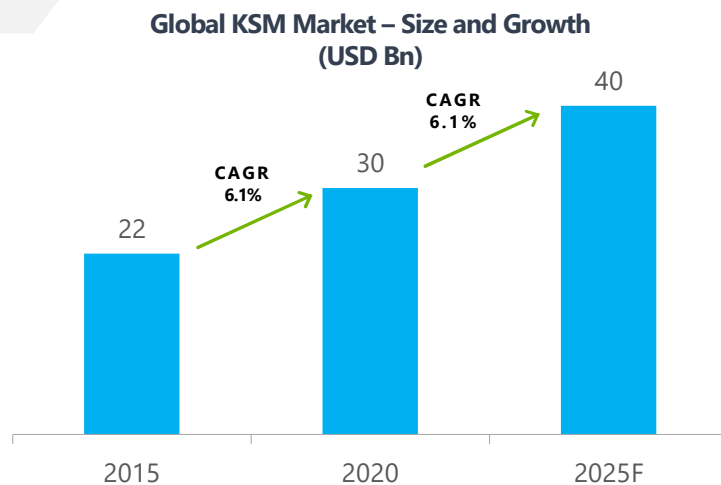
Our Strategy and Outlook



Industry Overview

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

KSMs



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 (cont'd)

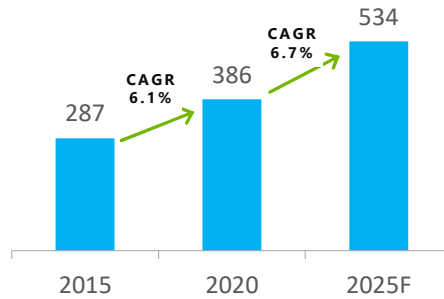
... whereas our new acquired units manufactures preservatives along with some specialty chemicals such as salicylic acid



(Rs. mn)

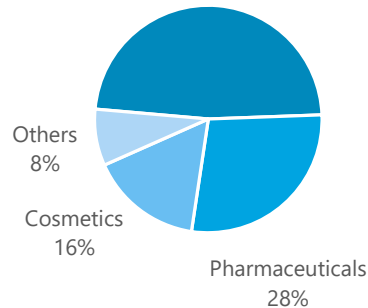
Parabens

Global Paraben Acid Market – Size and Growth (USD Mn)



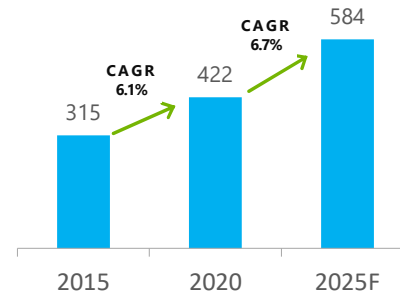
Food and Beverages
48%

Global Paraben Market – Split by Applications (2020)

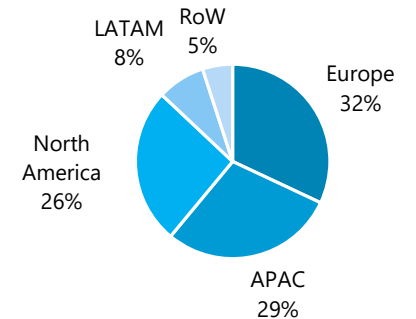


Salicylic Acid

Global Salicylic Acid Market – Size and Growth (USD Mn)



Global Salicylic Acid Market – Geographic Split (2020)



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

5. Working towards 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



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



Governance

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

Safe Harbor

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Contact Us

For more information please contact:



Ami Organics Limited

Ekta Srivastava

Company Secretary & Compliance Officer
cs@amiorganics.com



Ernst & Young

Rahul Thakur

rahul.thakur@in.ey.com

Advait Bhadekar

advait.bhadekar@in.ey.com

