

Ami Organics Limited

CIN.: 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 12, 2024

To, The Listing Department, BSE LIMITED, Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai- 400 001

Scrip Code : 543349

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

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 financial results for the first quarter ended as on June 30, 2024 and other business matters.

This Investor Presentation will also be made available on the website of the Company www.amiorganics.com.

Kindly take the same on record.

Yours faithfully, For, AMI ORGANICS LIMITED

EKTA KUMARI Digitally signed by EKTA KUMARI SRIVASTAVA SRIVASTAVA Date: 2024.08.12 15:58:04 +05'30'

Ekta Kumari Srivastava Company Secretary & Compliance Officer

Encl: Presentation









AUGUST 2024

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











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Executive Chairman and Managing Director

Revenue for Q1FY25 (Mn)

Rs. 1,767



EBIDTA for **Q1FY25**

Rs. 295

PAT for Q1FY25 (Mn)

Rs. 147



33.9%



Management Commentary

"I am pleased to report that we continue to successfully navigate the challenging industry landscape, achieving strong revenue of ₹176 crore, which represents a 14.9% year-over-year growth. This growth was primarily driven by our core pharmaceutical business, while the specialty chemicals segment saw a modest 10% increase.

During the quarter, we also successfully completed the Good Manufacturing Practices (GMP) inspection by the Pharmaceutical and Medical Devices Agency (PMDA), Japan, with no critical or major observations. To our knowledge, we may be the only company in India to have successfully passed both USFDA and PMDA inspections in the advanced pharmaceutical intermediate sector.

Historically, Q1 is always lowest quarter in terms of revenue each financial year since inception, and we typically see sequential growth from Q1 to Q4. I anticipate similar strong sequential growth in the coming quarters. Looking at our current order book, I am confident that we will comfortably meet our 25% growth guidance for the year."





Q1FY25 Earnings and Financial Highlights

- Revenue from operations for Q1FY24 grew by 14.9% YoY to Rs. 1,767 mn
- The gross margin for the quarter was at 42.1%.
- > **EBITDA** for the quarter came at **Rs. 295 mn** down 13.2% YoY compared to Rs. 340 mn in Q1FY24.
- ➤ **EBITDA margin** for the quarter was at **16.7%** as compared to 22.1% in Q1FY24. EBITDA margins contraction was driven by gross margins coupled with higher employee expenses due to annual increments as well as new hiring for Ankleshwar plant.
- > **PAT** for the quarter was **Rs. 147 mn**. The **PAT margin** for the quarter was **8.3%.** PAT margins were impacted due to higher finance cost as well as higher depreciation cost.

Q1FY25 Business Highlights

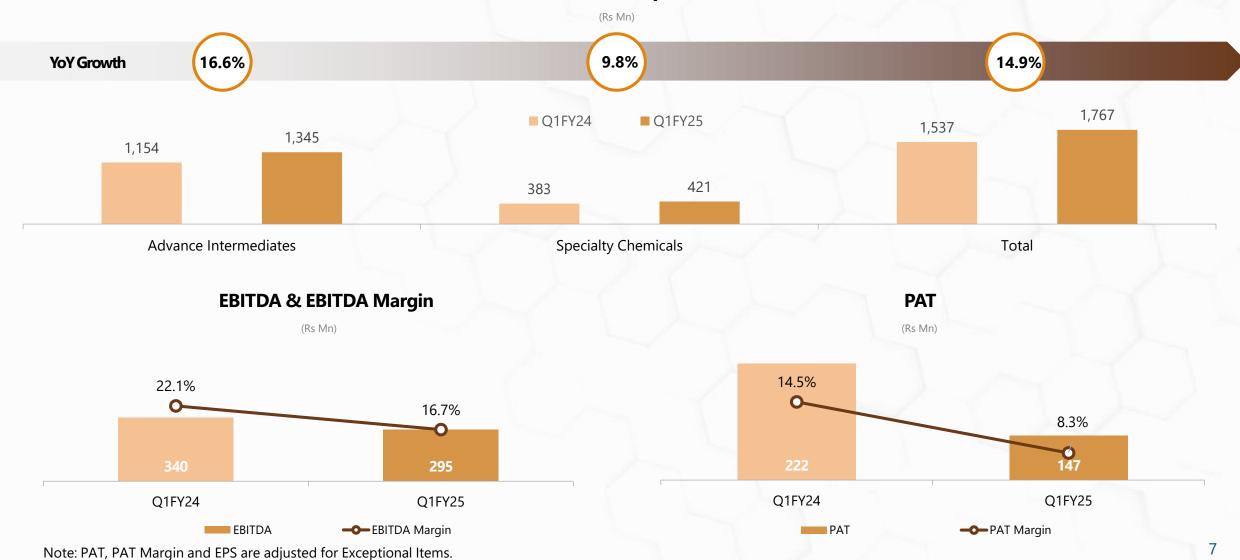
- Export at 63%; domestic business at 37%
- Successfully concluded Good Manufacturing Practices (GMP) inspection by Pharmaceutical and Medical Devices Agency, Japan ("PMDA") without any critical/major observation.
- Incorporated "ENCHEM AMI ORGANICS PRIVATE LIMITED", as a Wholly Owned Subsidiary Company of Ami Organics Electrolytes Private Limited (a Wholly owned subsidiary of Ami Organics Limited).
- Funds Raised Successfully raised Rs. 500cr. through QIP and Preferential allotment to deleverage balance sheet and support capex.
- > As of July 2024, **a total debt of Rs. 253cr** has been repaid and the company is now net debt zero company.



Q1FY25 Financial Performance – Key Metrics



Revenue from Operations



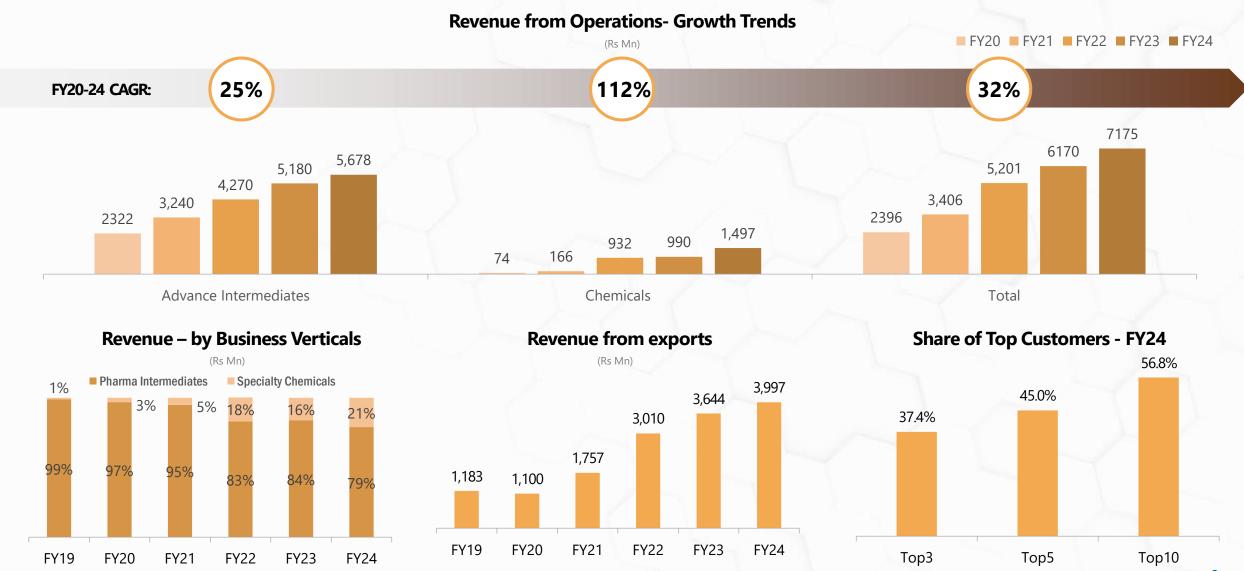
Q1FY25 Financial Performance – P&L Statement



(INR Mn)	Q1FY25	Q1FY24	Y-o-Y	Q4FY24	Q-o-Q
Revenue From Operation	1,767	1,537	14.9%	2,250	-21.5%
COGS	1,023	801	1	1,350	
Gross Profit	743	736	0.9%	900	-17.4%
Gross Margin	42.1%	47.9%		40.0%	
Employee Expense	191	141		170	
Other Expense	258	255		297	
Total Expense	448	396		468	
EBITDA	295	340	-13.2%	432	-31.6%
EBITDA Margin	16.7%	22.1%		19.2%	
					1
Depreciation	62	37		49	\
Finance Cost	44	5		21	
Other Income	10	12		13	
Exceptional Item				-3	
PBT	200	309	-35.5%	372	-46.4%
TAX	51	87		115	
PAT	147	222	-33.9%	257	-42.8%
PAT Margin	8.3%	14.5%		11.4%	

Financial Performance over the years – Key Metrics

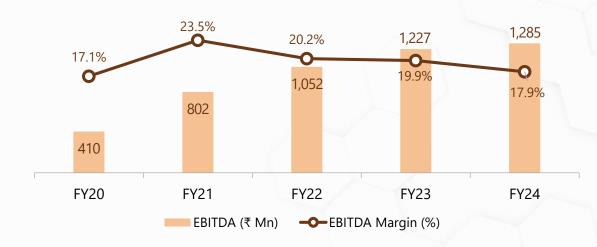




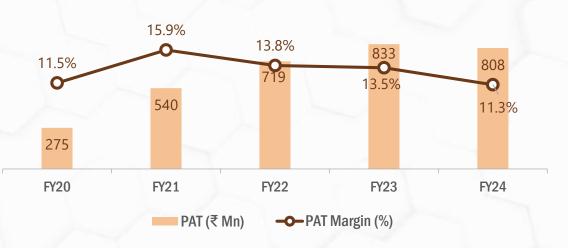
Financial Performance over the years – Key Metrics (cont'd)



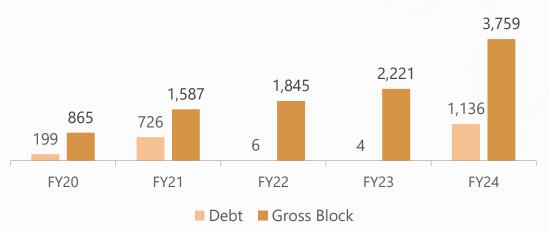
EBITDA and EBITDA Margins (%)



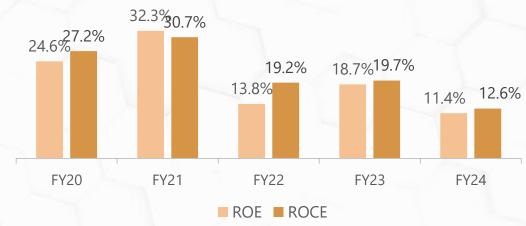
PAT and PAT Margins (%)



Long term Borrowings and Gross Block



Returns Profile



Note: Supressed ROE and ROCE due to ongoing capital expenditure.

Financial Performance over the years - Profit and Loss



Particulars (INR mn)	FY21	FY22	FY23	FY24
Revenue from Operations	3,406	5,201	6,167	7,175
Other Income	14	28	43	75
Total Income	3,420	5,229	6,210	7,250
Cost of materials consumed	1,749	2,823	3,459	4,402
Changes in inventories of finished goods, traded goods and work-in-progress	48	(95)	(150)	(285)
Employee benefits expenses	210	414	488	631
Finance cost	56	64	24	59
Depreciation and amortisation expenses	42	101	123	161
Other expenses	598	1,008	1,144	1,142
Profit before tax and exceptional items	717	914	1,122	1,140
Exceptional profit / (loss)	-	-	-	(321)
Tax expense	177	195	289	332
Profit for the year	540	719	833	487

Financial Performance over the years - Balance Sheet

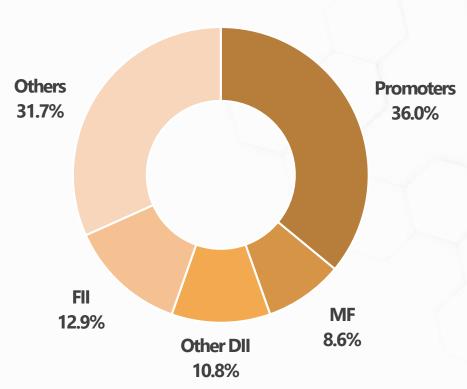


Assets (INR mn)	FY21	FY22	FY23	FY24
Property, plant and equipment	1,422	1,584	1,844	3,229
Right of use assets	184	194	374	372
Capital work-in-progress	2	30	255	1,254
Goodwill	-	-	203	568
Other intangible assets	257	267	211	103
Investments	14	17	17	2
Other financial assets	27	108	65	26
Other non-current assets	64	97	129	447
Total non-current assets	1,970	2,297	3,098	6,001
Inventories	604	1,122	1,192	1,567
Trade receivables	1,207	1,637	2,303	2,064
Cash and cash equivalents	27	103	305	297
Other bank balances	-	893	281	236
Loans	3	6	13	16
Current tax assets (net)	-	49	32	25
Other current assets	321	481	445	753
Total current assets	2,162	4,291	4,571	4,958
Total assets	4,133	6,589	7,669	10,959

Equity and Liabilities (INR mn)	FY21	FY22	FY23	FY24
Shareholder's equity	1,669	5,223	5,939	6,828
Borrowings	726	6	6	1,136
Provisions	44	4	7	13
Deferred tax liabilities (net)	33	63	88	130
Total non-current liabilities	803	73	101	1,280
Borrowings	640	3	30	1,030
Trade payables	848	1,184	1420	1,346
Other current liabilities	151	46	64	344
Provisions	10	60	114	132
Current tax liabilities (net)	11	-	-	-
Total current liabilities	1,660	1,293	1,628	2,852
Total liabilities	2,463	1,366	1,730	4,131
Total equity and liabilities	4,133	6,589	7,669	10,959

Shareholder Information

Shareholding as on 30th June 2024



Source: BSE



Share Information as on 30th June 2024

	NSE Ticker	AMIORG
	BSE Ticker	543349
	Market Cap (Rs. Cr)	5,287
	Shares Outstanding	4,09,05,561
	3M ADTV (Shares)*	2,46,319
	3M ADTV (Rs. cr)*	31.09
	Industry	Specialty Chemicals
V	*Source: NSE	
124		13

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



Ami Organics – At a Glance



- ➤ One of the leading Research and Development driven manufacturer of Specialty Chemicals
- Focused on the development and manufacturing of:
 - Advanced Pharmaceutical Intermediates
 - Specialty Chemicals
- > Serves diverse end-use industries including Pharmaceuticals, Cosmetics, Fine Chemicals, Semiconductor, Battery Chemicals, among others

7,250 1,285 500+ 808 FY24 Total Revenue FY24 EBITDA FY24 Adj. PAT Customers 56% ~45 Manufacturing **R&D** Facility Countries Export% **Facilities** State of art in-house R&D facility

Business Segments





Advanced Pharmaceutical Intermediates

Specialty Chemicals

Revenue Mix (FY24)



Advanced Pharmaceutical Intermediates

Specialty Chemicals

570+ Products

Invoiced to customers in last 5 years

The Evolution



2004

Formation of partnership firm in the name of "Ami Organics"

2005

Gujarat Gas Safety Award - developing and implementing effective HSE Management System

2006

Change in constitution from partnership firm to private limited in the name of "Ami Organics Private Limited"



2016

2015

2011



- > Obtained certifications for ISO 9001:2015 and ISO 14001:2015
- Established a tertiary ETP to become zero liquid discharge plant
- > Received recognition from the DSIR of India for in-house R&D unit
- Achieved turnover of INR 1,000 mn
- > Incorporated Ami Onco-Theranostics, LLC in Delware, USA along with Photolitec LLC as a 50-50 JV

Implemented the Integrated Management System

2017

- Achieved turnover of INR 1,500 mn
- > Increased warehouse capacity, equipped with modern infrastructure & a storage capacity of 1,050 MT of RM
- Outstanding export performance "Second Award" Panel - II: Inorganic, Organic and Agro Chemicals
- > Applied for process patents for 5 products in India

2018

- > Completed assessment and established a GMP compliant manufacturing and warehouse facility at Sachin
- Applied for process patents for 3 additional products in India
- > Recognized as "Two Star Export House" by DGFT
- "Business Innovation Award" under Dare to Dream awards by SAP

2019

Obtained certifications for ISO 45001:2018

> Received first EIR from USFDA

2023

2021

2022

- > Achieved turnover of INR 5,000 million
- > Outstanding Business Leader of the Year Award to the Chairman & MD Mr. Naresh Patel by FGI
- > Forayed into Battery Chemicals electrolytes additives segment by incorporating wholly owned subsidiary - Ami Organics Electrolytes Pvt. Ltd
- > Acquisition of the Ankleshwar and Jhagadia units from
- > Excellence in 'Research in Science & Technology' Award
- > Fairdeal Filaments Awards for Outstanding Entrepreneur in MSME Segment
- > Applied for process patents for three additional products in India

- 2020
- Received second EIR from USFDA for manufacturing facility at Sachin
- Commencement of a new R&D lab at Sachin
- > Commencement of the new solvent recovery plant at Sachin

> Acquisition of Baba Fine Chemicals to foray into Semiconductor industry

16

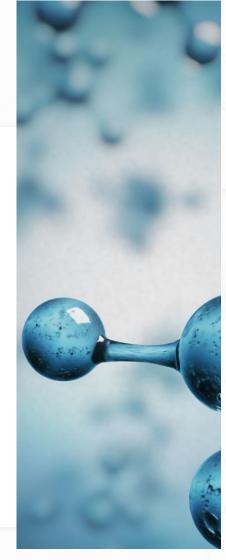
Business Segments





Advanced Pharmaceutical Intermediates

- > ~550 Products invoiced in last 5 years
- Intermediates across 17+ therapeutic areas
- ~95% Chronic Therapy focus
- Majorly backward integrated to Basic
 Chemical level
- Market leader for key intermediates across the globe







Specialty Chemicals

- Parabens & Paraben formulations
- Methyl Salicylate
- Niche KSMs for cosmetics, finechem and agrochem companies
- Semiconductor Chemicals business
 through Baba Fine Chemicals Only
 Indian player in Photo Resist Chemicals
- Electrolyte additives used in manufacturing cells for energy storage devices - First Company in India to manufacture electrolyte additives

Strong and Long-term Relations with Diversified Customers across Geographies



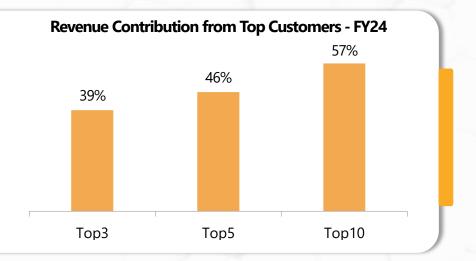


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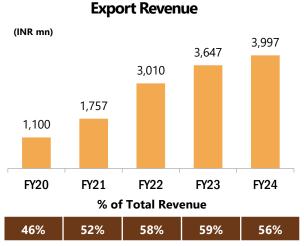
Countries (customer locations)

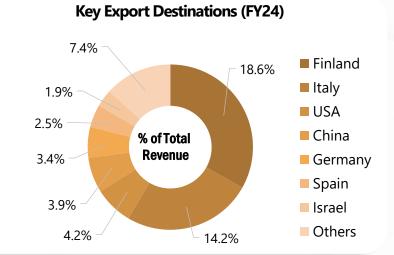
30+ Customers associated since last 10 years

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









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



Advanced Pharma Intermediates (Top Clients)













Generic













Innovators































State-of-the-Art Manufacturing Facilities



76,891

Total Land Area (sq mtrs)

~1,100

Total Installed Capacity (KL)

Sachin, Gujarat



Land Area (sq mtrs)

Installed Capacity (KL)

8,250

144

- Multipurpose facility equipped for production of advanced pharmaceutical intermediates
- One block with 13 separate product lines, 40 reactors, 17 dryers, zero-liquid discharge based ETP and SBT system









Ankleshwar, Gujarat



Land Area (sq mtrs)

Installed Capacity (KL)

10,375

442

- ➤ Inaugurated in Dec 2023, for production of advanced pharmaceutical intermediates
- ➤ Three blocks with 80+ reactors, ~35 dryers, ETP system
- Automated plant with Fully operational DCS (Distributed Control System) and PTS (Powder Transfer System)

Jhagadia, Gujarat



Land Area (sq mtrs) Installed Capacity (KL)

56,998

512

- Multipurpose facility for production of parabens, methyl salicylate and other specialty chemicals
- Consists of 26 stainless steel and glass reactors with fully dedicated lines for paraben and ,ethyl salicylate production
- > Equipped with state of art ETP treatment facility
- ➤ Unused 15,830 sq mtrs land available to explore brownfield expansion opportunities









Greater Noida, UP



Land Area	Installed Capacity		
(sq mtrs)	(KL)		
999	1.8		

- Manufacturing of electronic grade photo resist chemicals
- ➤ 7 lab room with glass line capacity of 500 litres and 14 glass assembly with capacity of 1,300 litres







R&D Centric Organization...



1 R&D Lab

23,681 sq. ft.

State of art R&D facility at Sachin supported by an ADL

2 Technology

ADL fully supported by analytical instruments like:

- LCMASS
- GCMASS
- UV spectrophotometer
- Photo stability & stability chambers, etc.

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:

- NCE product
- New product development
- Process improvement

5 Team

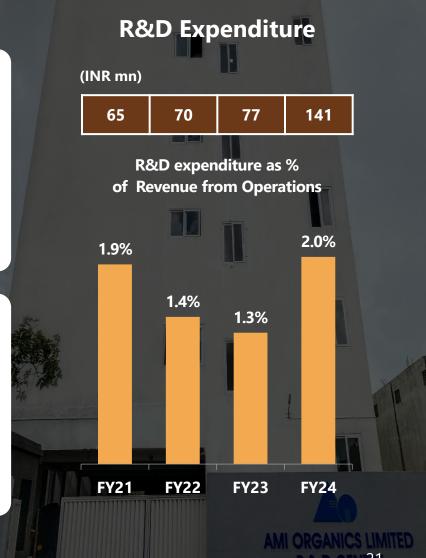
Specialized team of 110+ members including:

- 11 Ph.Ds
- 18 Engineers

6 Patents

15 process patents filed for advanced pharma intermediates:

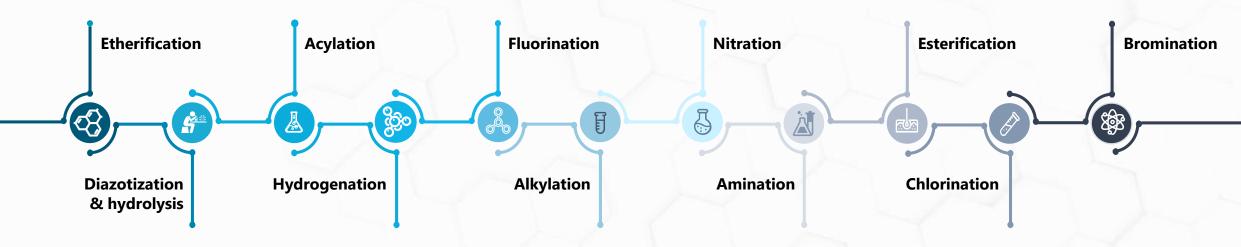
- 10 patents granted
- 1 patent published
- 4 in process of examination



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





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
- > He is responsible for handling the Chemical Engineering and Product Implementation divisions of the Company
- > He holds a Bachelor degree in Engineering from Gujarat University
- > 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 chemical industry
- > He is responsible for handling the Procurement and Administration divisions of the Company
- > He holds a Diploma in Man-made Textile Processing from Surat, Gujarat



Our Leadership



Virendra Mishra Whole – time Director

- Holds Master of Science degree
- Previously associated with K.A. Malle Pharmaceuticals 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 Bachelor of Commerce degree and is 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



Board of Directors

Mr. Ram Mohan Lokhande

Whole – time Director

- Holds B.E. Chemicals from NIIT, Warangal
- 20+ years of vast experience with leading pharmaceutical and chemical companies
- Previously associated with Glenmark Pharmaceuticals, Dr. Reddy Laboratories and Macleod's Pharmaceuticals

Senior Management Personnel

Bhavin Shah

Chief Financial Office

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

Ajit Kumar Choubey

President - Technical

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

Hemant Patel

SGM – Human Resource

Holds Master of Labour
 Management and Post Graduate
 Diploma in Personnel Management
 and Industrial Relations

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
- Market leader for the key intermediates across the globe



High Entry Barriers

A long gestation

The involvement of

period to be

enlisted as a

supplier

complex

chemistries

Regulatory

requirements

creating hurdles

for new entrants



Diversified Products to Support Future Growth

products which includes products that are in development or testing phase, some of which have the potential to support our growth in coming years



Diversified Customer
Base across
Geographies

- 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



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-12 stage with different routes of synthesis



Robust Cost
Management / Process
Improvements

- ~71% of raw material outsourced from domestic vendors
- Continuous focus on process optimization and improvement has led to cost leadership in the industry with high quality products
- Focus on newer technologies to manufacture products e.g. – continuous flow processes

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



Advanced Pharmaceutical Intermediates





5,678 FY24 Revenue



17+
Therapeutic Areas



150+ Customers in FY24



25+
Countries
(Customer locations)



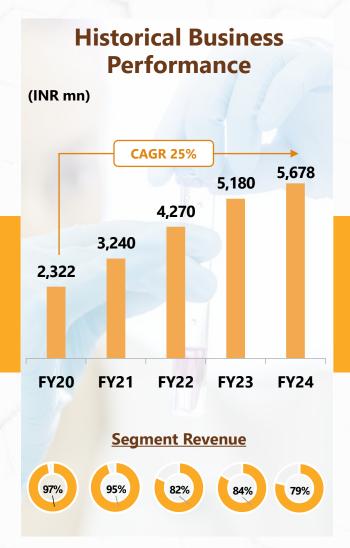
15 Process Patents

(1 patent published; 10 patents granted and 4 patents applied)



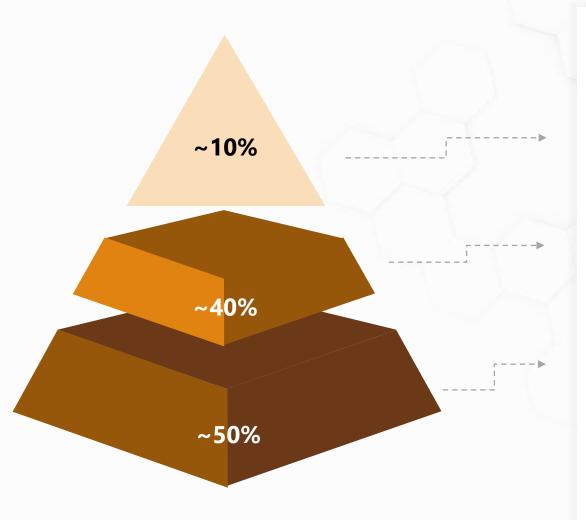
Manufacturing Facilities

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



Our Business Model – Advanced Intermediates for Pharmaceuticals







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





Chronic Therapy focused

> ~95% of the products catered on fast-growing Chronic segment

Wide Product Basket

➤ Wider basket of products, with 550+ molecules

R&D Leadership

- First to market with target products
- Products available with different routes of synthesis
- Capabilities to furnish products from n-1 to n-12 stages

Presence across value chain

➤ AMI is present across the value chain of the intermediates business, from supplying NCE to innovators, providing a wide range of products with the different routes of synthesis and different levels of intermediates

Preferred Supplier

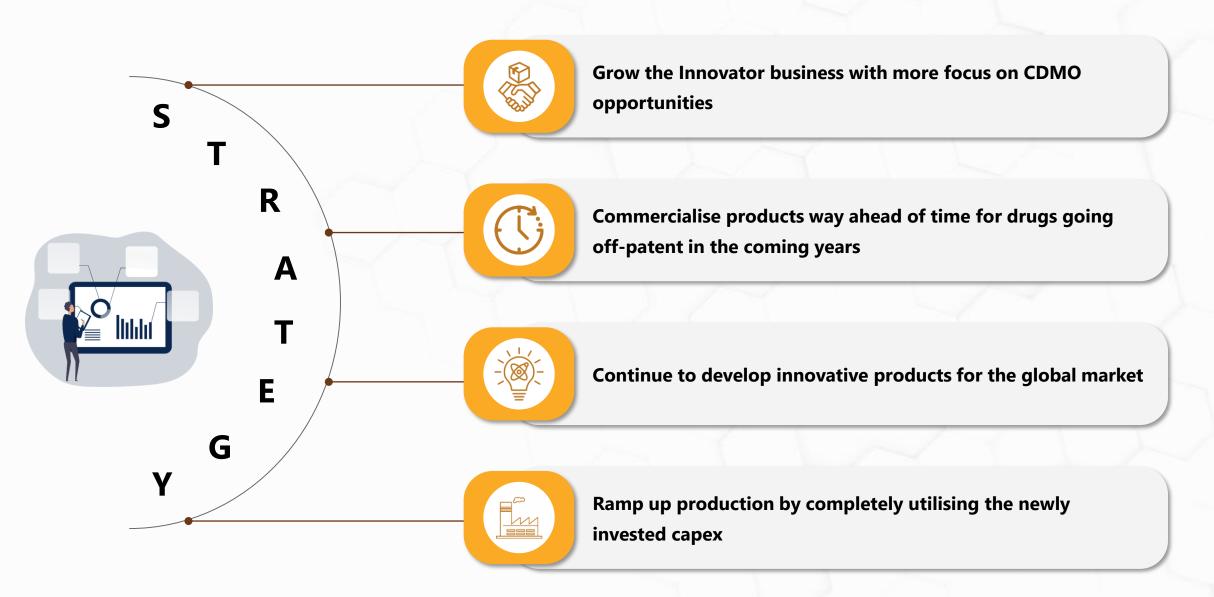
Our unique business model positions us perfectly to be the preferred suppliers for the innovators as well as big generic pharma companies

Strong Customer Base

- As one of the biggest manufacturers of intermediates for the target therapies, AMI is in a unique position to cross-sale new molecules to existing clients.
- AMI has more than 1 product with all major customers

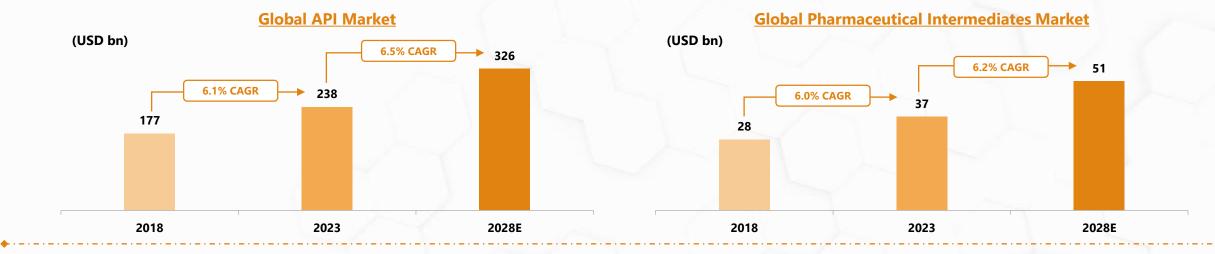
Our Strategy – Advanced Pharmaceutical Intermediates



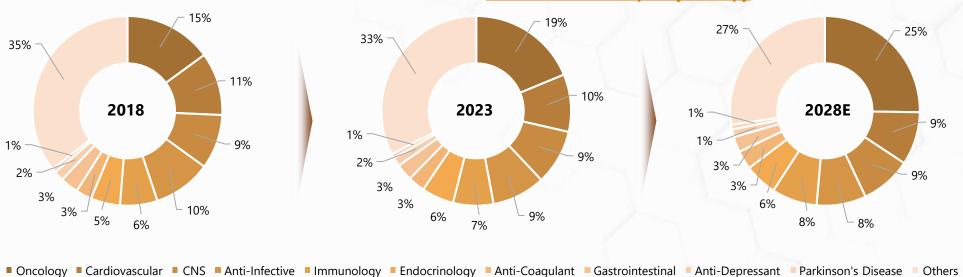


Industry Overview (1/2)





Global API Market Split by Therapy



	CAGR (2018-23)	CAGR (2023-28E)
Oncology	11%	13%
Cardiovascular	4%	5%
CNS	6%	5%
Anti-Infective	4%	5%
Immunology	8%	9%
Endocrinology	8%	7%
Anti-Coagulant	8%	8%
Gastrointestinal	4%	5%
Anti-Depressant	4%	3%
Parkinson's Disease	7%	8%

4. Specialty Chemicals

- Speciality Chemicals Overview
- Our Strategy and Outlook
- Industry Overview



Speciality Chemicals





1,497
FY24
Revenue



3Business
Segments

- > Specialty Chemicals for various industries e.g. Cosmetics, Finechem, Agrochem, etc.
- Battery Chemicals
- Semiconductor Chemicals



40+ Products



340+ Customers

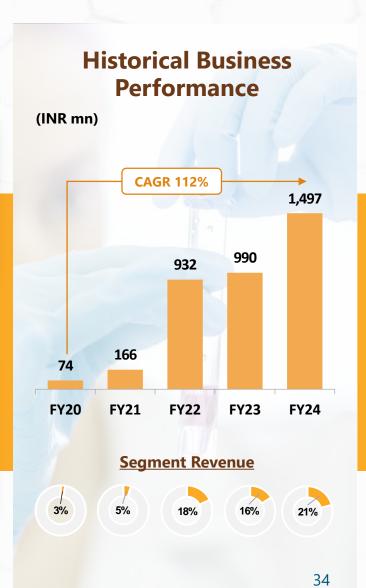


40+ Countries (Customer locations)



Manufacturing Facilities

Jhagadia, Gujarat and Greater Noida, Uttar Pradesh



Our Strategy – Speciality Chemicals



Development and entry into newer applications having strong entry barriers



Continue to work on improving operational efficiencies to deliver better margins





Leverage the technology and capability of Baba Fine Chemicals to expand the semiconductor chemical business



Chemicals segment –
Electrolyte additives
sample approved at plant
scale from 6 customers

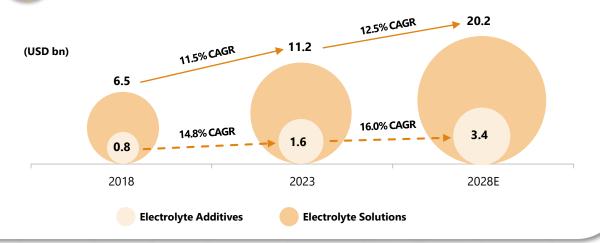
Grow the Battery

Industry Overview (2/2) Global Specialty Chemicals Market (USD bn) 5.4% CAGR 1,219 3.6% CAGR 937 785 2018 2023 2028E



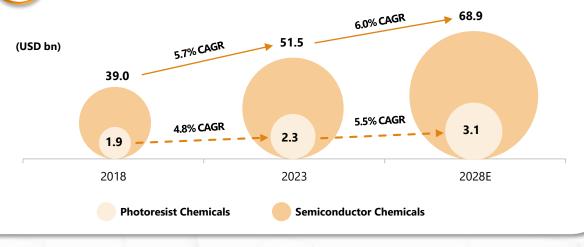


Global Electrolyte Additives and Electrolyte Solutions Market





Global Photoresist Chemicals and Semiconductor Chemicals Market



5. Working towards better tomorrow



ESG Focus – Working towards a Better Tomorrow





Environment

- Zero Liquid Discharge based in-house effluent plant at Sachin facility
- 80% of wastewater recycled
- Developing greenbelt in Sachin
- All the manufacturing units are ISO 9001:2015, ISO 14001:2015 certified
- Awarded Gold Rating
 accreditation from EcoVadis,
 recognizing the company's
 outstanding commitment to sustainability



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 Nomination and Remuneration Committee 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

Rahul Thakur

Senior Manager – Investor Relations Rahul.thakur@amiorganics.com

