

## **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.

#### October 29, 2024

Τo, 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 second quarter and half year ended financial results as on September 30, 2024 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** 







OCTOBER 2024

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











## **Table of Contents**



## 1. Q2 & H1FY25 Results

- Management Commentary
- Q2FY25 Earnings Highlights
- Q2FY25 Business Highlights
- Q2FY25 Financial Performance Key Metrics
- ➤ H1FY25 Financial Performance Key Metrics
- ➤ Q2 & H1FY25 Financial Performance P&L Statement
- Financial Performance over the years Key Metrics
- > Financial Performance over the years Profit and Loss
- ➤ Financial Performance over the years Balance Sheet
- > Shareholder Information





Mr. Naresh Patel **Executive Chairman and Managing Director** 



## **Management Commentary**

"Despite ongoing challenges in the global chemical industry, I am pleased to report stellar year-over-year growth of 43.2% in Q2FY25, driven by exceptional performance in our Pharmaceutical Intermediates and Specialty Chemicals businesses. Our key products maintained growth momentum, and an earlier-than-anticipated ramp-up in our CDMO business provided an additional boost to our results.

I am also proud to announce that PMDA Japan has issued an Inspection Result Report declaring our Sachin Facility as Good Manufacturing Practices (GMP) compliant.

We are experiencing a resurgence in demand for our core molecules, bolstered by ramp up in CDMO contract and strong volume growth within our Specialty Chemicals division. Based on the current order pipeline, we are raising our revenue growth guidance for FY25 from 25% to 30%."

Revenue for Q2FY25 (Mn)

Rs. 2,467

YoY

**EBIDTA** for **Q2FY25** (Mn)

Rs. 489

PAT for O2FY25 (Mn)

Rs. 375



155.0%





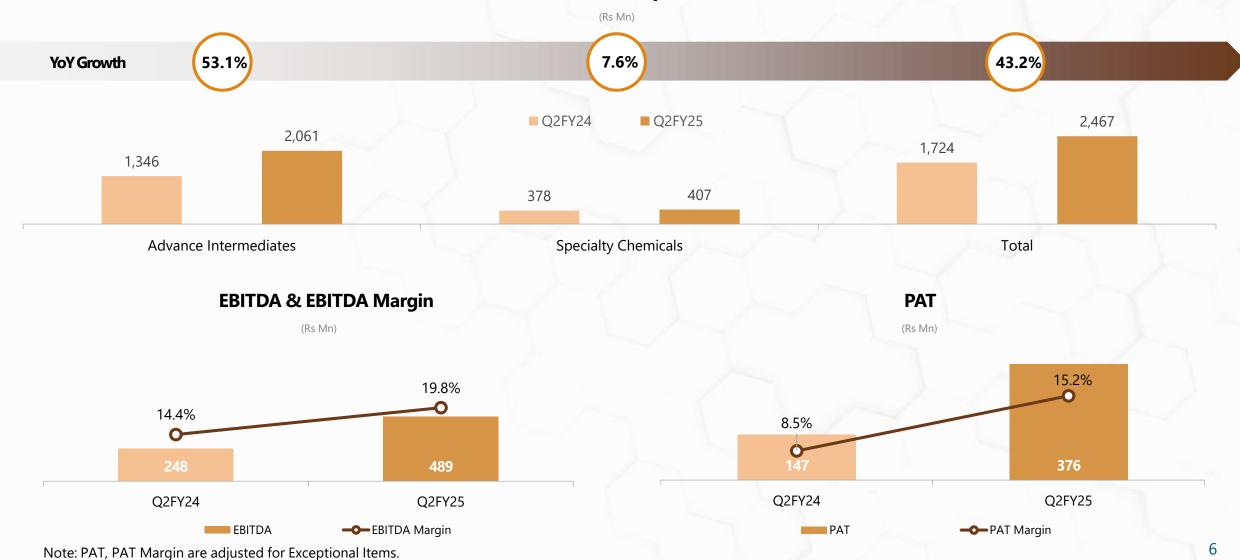
## **Q2FY25 Earnings & Business Highlights**

- > Revenue from operations for Q2FY25 grew by 43.2% YoY to Rs. 2,467 mn
- > The **gross margin** for the quarter improved to **43.4%** up 239 bps YoY and 136 bps QoQ
- **EBITDA** for the quarter came at **Rs. 489 mn** up 97.2% YoY compared to Rs. 248 mn in Q2FY24.
- **EBITDA margin** for the quarter was at **19.8%** as compared to 14.4% in Q2FY24.
- > **PAT** for the quarter was **Rs. 375 mn** up 155% as compared to adjusted PAT of Rs. 147mn in Q2FY24
- > The **PAT margin** for the quarter was at **15.2%** up 668 bps YoY and 682 bps QoQ
- > Export at **76%**; domestic business at **24%**
- Further to the inspection concluded by by Pharmaceutical and Medical Devices Agency, Japan ("PMDA") without any critical/major observation, the agency has issued Inspection Result Report declaring the Sachin Facility as a Good Manufacturing Practices (GMP) compliant.

## **Q2FY25 Financial Performance – Key Metrics**



### **Revenue from Operations**

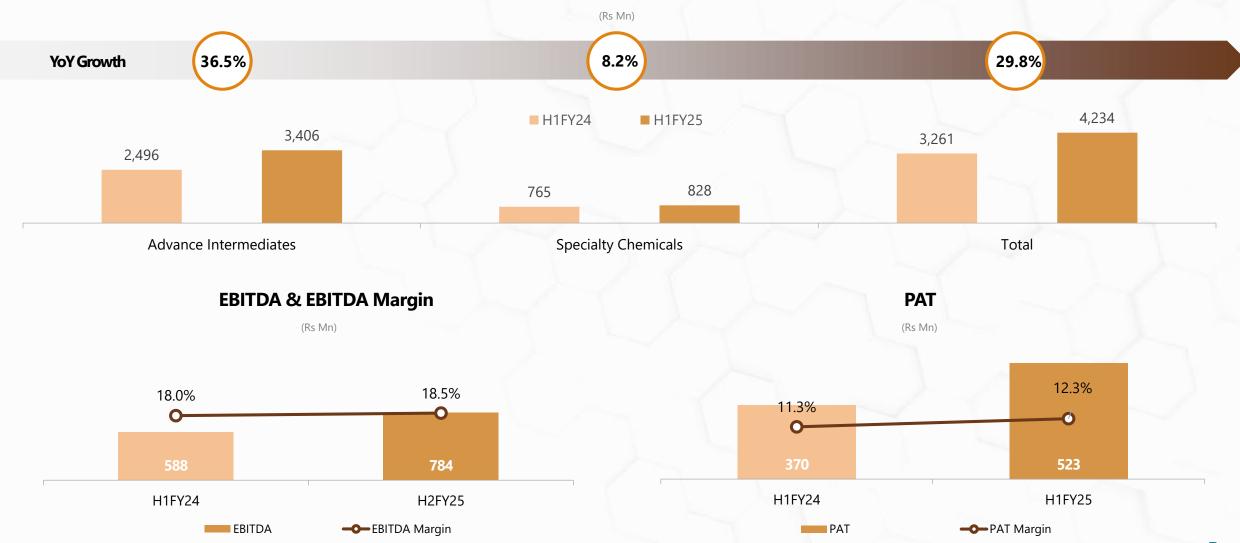


6

## **H1FY25 Financial Performance – Key Metrics**



### **Revenue from Operations**



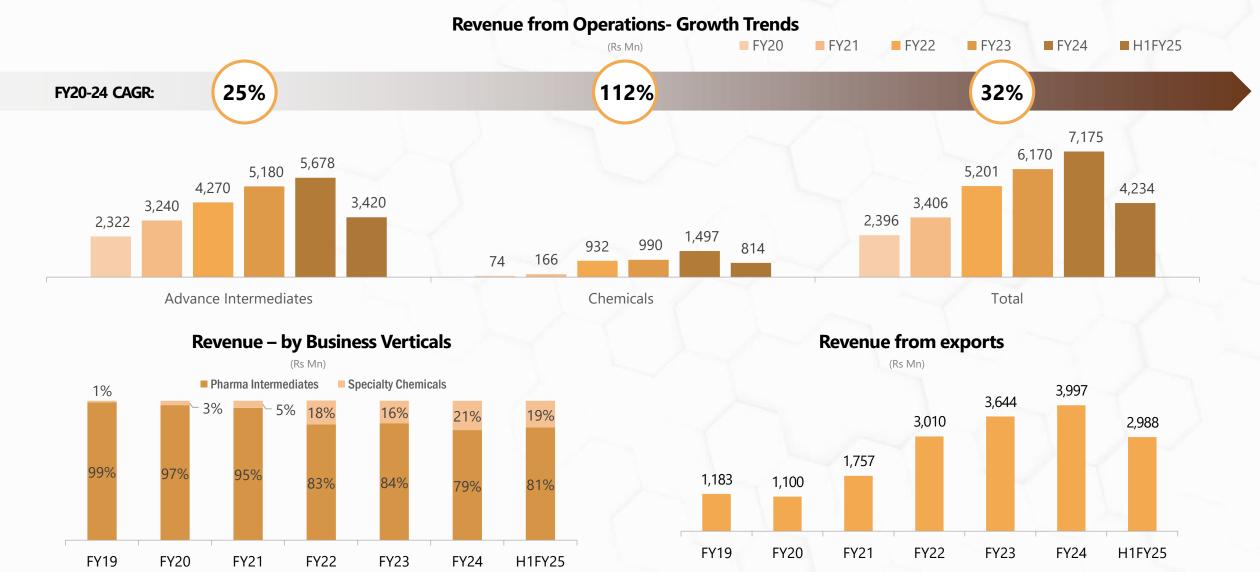
## **Q2 & H1FY25 Financial Performance – P&L Statement**



Particulars (Rs. Mn)	Q2FY25	Q2FY24	YoY	Q1FY25	QoQ	H1FY25	H1FY24	YoY
Revenue from Operations	2,467	1,724	43.2%	1,767	39.7%	4,234	3,261	29.8%
COGS	1,396	1,016		1,023		2,419	1,817	
Gross Profit	1,072	708	51.5%	743	44.2%	1,815	1,444	25.7%
Gross Margin	43.4%	41.0%		42.1%		42.9%	44.3%	
Employee benefits expenses	196	158		191		387	299	
Other expenses	386	301		258		644	556	
Total Expenses	1,978	1,475		1,472		3,450	2,673	
EBITDA	489	248	97.2%	295	65.8%	784	588	33.4%
EBITDA Margin	19.8%	14.4%		16.7%		18.5%	18.0%	
Depreciation and amortization	68	37	85.0%	62	10.5%	130	74	
PBIT	421	211	99.3%	233	80.4%	654	514	27.3%
Finance costs	5	8		44		49	13	
Other Income	84	15		10		95	27	
Exceptional Item	0	-318		0			-318	
PBT	500	-99		200	150.8%	700	210	233.4%
Tax Expense	125	71		51		177	158	
PAT	376	147	155.0%	149	153.0%	523	370	41.3%
PAT Margin	15.2%	8.5%	partie.	8.4%		12.3%	11.3%	. A

## Financial Performance over the years – Key Metrics

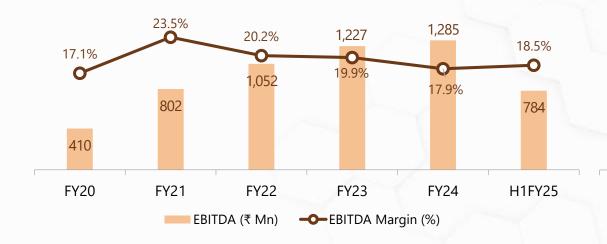




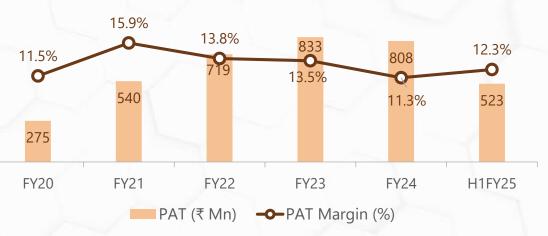
## Financial Performance over the years – Key Metrics (cont'd)



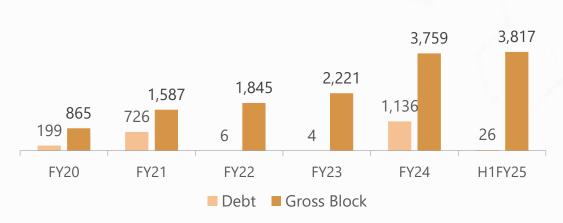
#### **EBITDA and EBITDA Margins (%)**



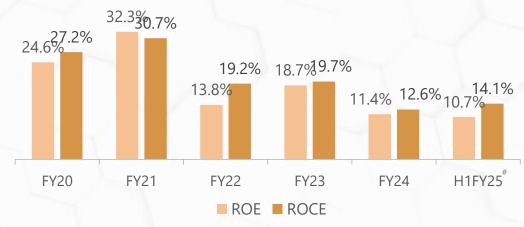
#### **PAT and PAT Margins (%)**



#### **Long term Borrowings and Gross Block**



#### **Returns Profile**



#ROE and ROCE adjusted for outstanding Cash raised in QIP and Preferential Allotment.

## **Financial Performance over the years - Profit and Loss**



Particulars (INR mn)	FY21	FY22	FY23	FY24	H1 FY25
Revenue from Operations	3,406	5,201	6,167	7,175	4,234
Other Income	14	28	43	75	95
Total Income	3,420	5,229	6,210	7,250	4,329
Cost of materials consumed	1,749	2,823	3,459	4,402	2,481
Changes in inventories of finished goods, traded goods and work-in-progress	48	(95)	(150)	(285)	(62)
Employee benefits expenses	210	414	488	631	387
Finance cost	56	64	24	59	49
Depreciation and amortisation expenses	42	101	123	161	130
Other expenses	598	1,008	1,144	1,142	644
Profit before tax and exceptional items	717	914	1,122	1,140	700
Exceptional profit / (loss)	-	-	-	(321)	-
Tax expense	177	195	289	332	177
Profit for the year	540	719	833	487	523

## **Financial Performance over the years - Balance Sheet**

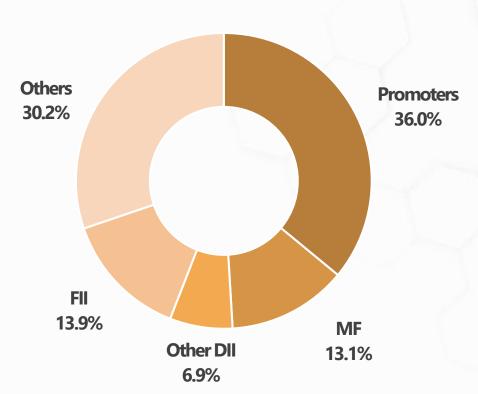


Assets (INR mn)	FY21	FY22	FY23	FY24	H1 FY25
Property, plant and equipment	1,422	1,584	1,844	3,229	3,171
Right of use assets	184	194	374	372	376
Capital work-in-progress	2	30	255	1,254	1,895
Goodwill	-	-	203	568	568
Other intangible assets	257	267	211	103	92
Investments	14	17	17	2	2
Other financial assets	27	108	65	26	45
Other non-current assets	64	97	129	447	515
<b>Total non-current assets</b>	1,970	2,297	3,098	6,001	6,663
Inventories	604	1,122	1,192	1,567	1,575
Trade receivables	1,207	1,637	2,303	2,064	2,418
Cash and cash equivalents	27	103	305	297	582
Other bank balances	-	893	281	236	2,213
Loans	3	6	13	16	20
Current tax assets (net)	-	49	32	25	57
Other current assets	321	481	445	753	741
<b>Total current assets</b>	2,162	4,291	4,571	4,958	7,606
Total assets	4,133	6,589	7,669	10,959	14,269

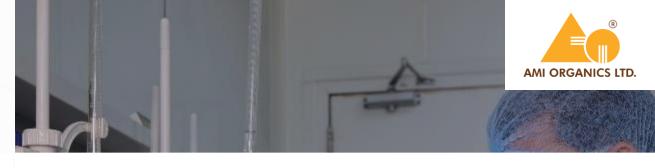
Equity and Liabilities (INR mn)	FY21	FY22	FY23	FY24	H1 FY25
Shareholder's equity	1,669	5,223	5,939	6,828	12,118
Borrowings	726	6	6	1,136	26
Provisions	44	4	7	13	21
Deferred tax liabilities (net)	33	63	88	130	142
<b>Total non-current liabilities</b>	803	73	101	1,280	189
Borrowings	640	3	30	1,030	36
Trade payables	848	1,184	1420	1,346	1,477
Other current liabilities	151	46	64	344	235
Provisions	10	60	114	132	214
Current tax liabilities (net)	11	-	-	-	_
<b>Total current liabilities</b>	1,660	1,293	1,628	2,852	1,962
<b>Total liabilities</b>	2,463	1,366	1,730	4,131	2,151
Total equity and liabilities	4,133	6,589	7,669	10,959	14,269

## **Shareholder Information**

#### **Shareholding as on 30th September 2024**



Source: BSE



#### **Share Information as on 30th September 2024**

	NSE Ticker	AMIORG
	BSE Ticker	543349
	Market Cap (Rs. Cr)	7,130
	Shares Outstanding	4,09,27,511
	3M ADTV (Shares)*	2,55,715
ı	3M ADTV (Rs. cr)*	36.93
	Industry	Specialty Chemicals
	*Source: NSE	
14		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** 

## **Business Segments**





**Advanced Pharmaceutical Intermediates** 

**Specialty Chemicals** 

**Revenue Mix (FY24)** 



**Advanced Pharmaceutical Intermediates** 

State of art in-house R&D facility

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
- > Received first EIR from USFDA

2019

Obtained certifications for ISO 45001:2018



2022

2021

2023

Semiconductor industry

- Acquisition of Baba Fine
   Achieved turnover of INR 5,000 million
   Chemicals to foray into
  - 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 GOL
- > 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



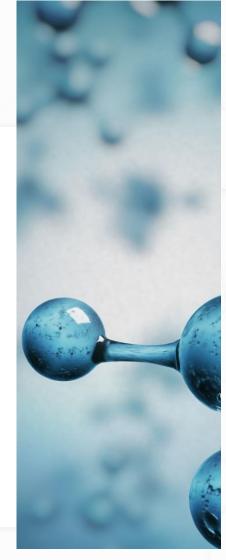
## **Business Segments**





## 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

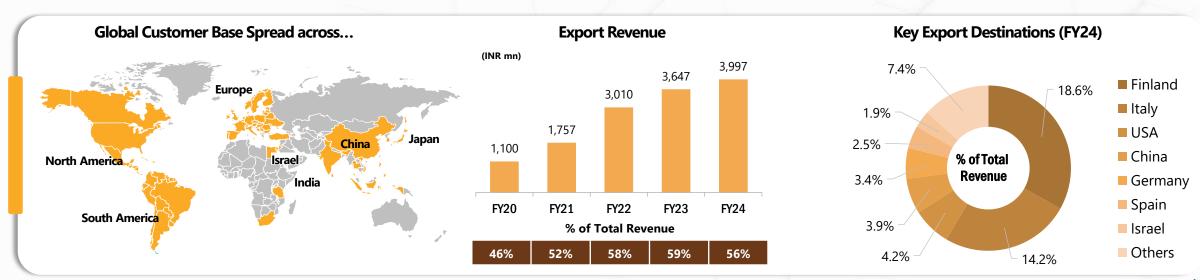


500+

~45
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 (sq mtrs)	Installed Capacity (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

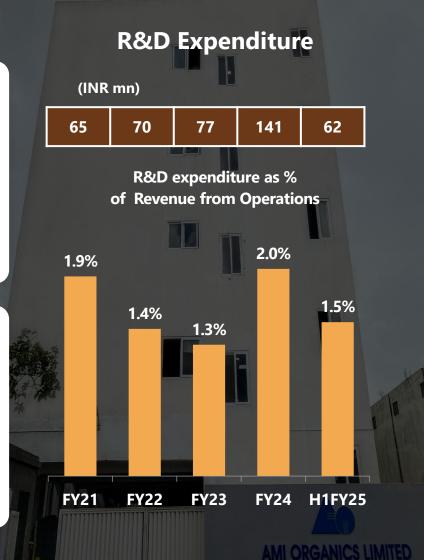
Specialized team of 110+ members including:

- 11 Ph.Ds
- 18 Engineers

6 Patents

15 process patents filed for advanced pharma intermediates:

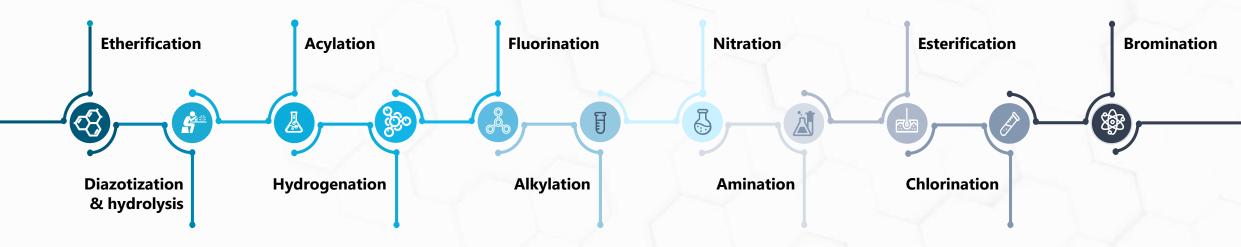
- 10 patents granted
- 1 patent published
- 4 in process of examination



## **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.
- 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.
- > Successfully developed and commercialized Chlorination, Nitration, Etherification, Ammoxidation, Diazotization and Oxidation in flow reactor
- > 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** 

PA long tail of 570+
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
- "PreferredSupplier" status forkey 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)



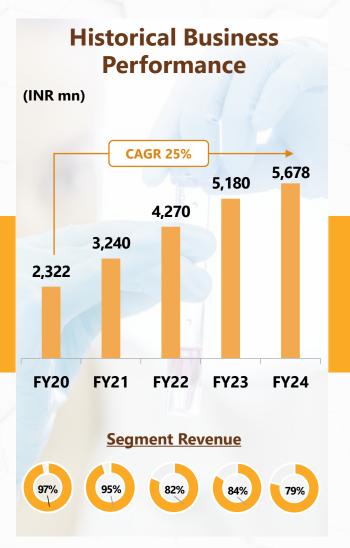
**15** Process Patents

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



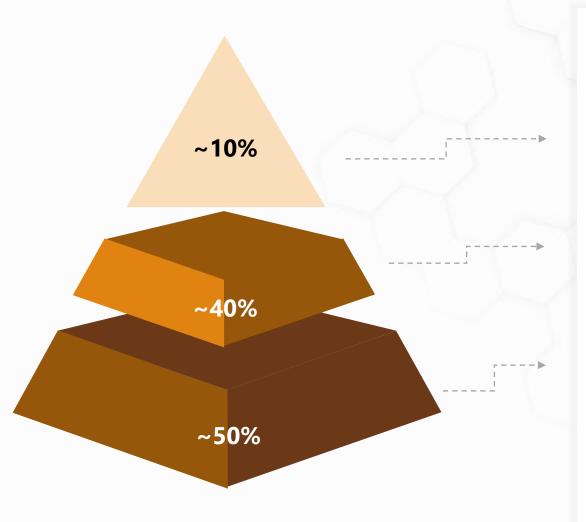
**2**Manufacturing
Facilities

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

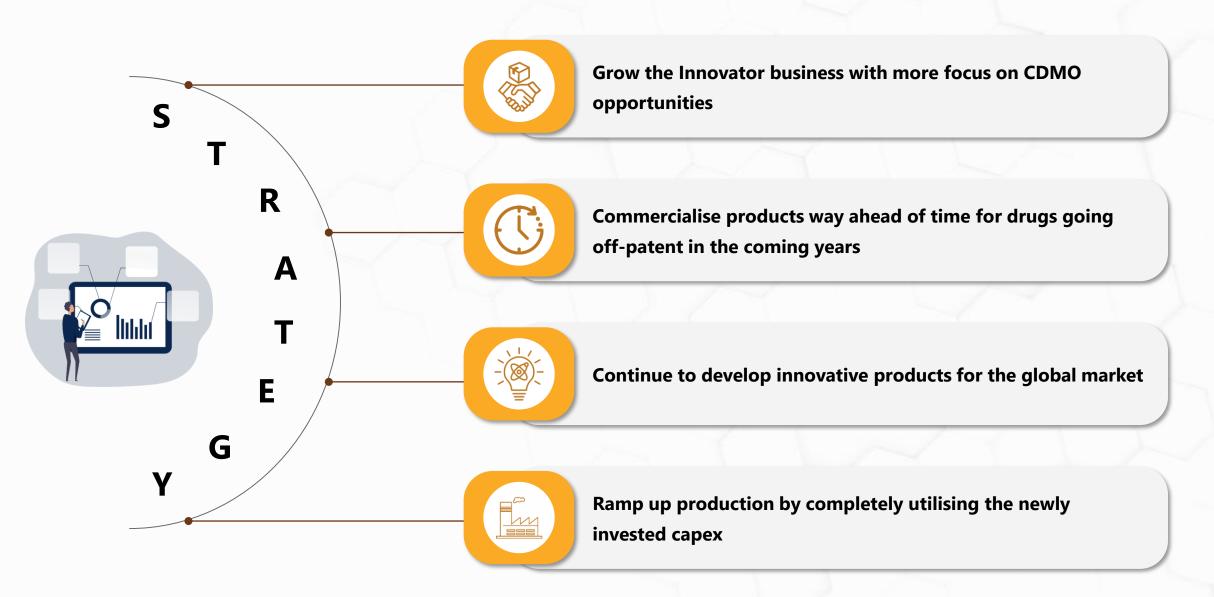
Our unique business model positions us perfectly to be the preferred suppliers for the innovators as well as big generic pharma companies

## 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

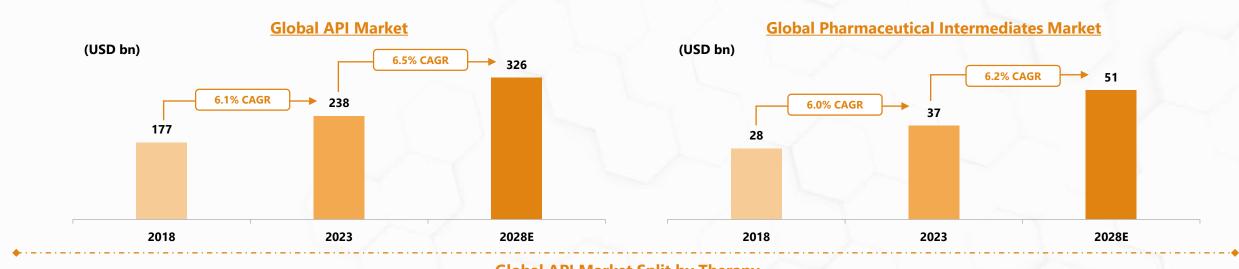
## **Our Strategy – Advanced Pharmaceutical Intermediates**

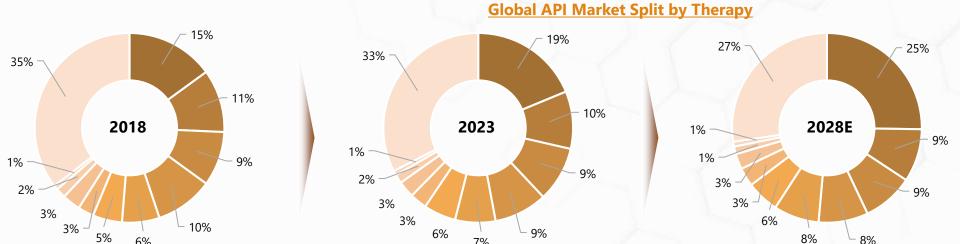




## **Industry Overview (1/2)**







■ Oncology ■ Cardiovascular ■ CNS ■ Anti-Infective ■ Immunology ■ Endocrinology ■ Anti-Coagulant ■ Gastrointestinal ■ Anti-Depressant ■ Parkinson's Disease ■ Others

	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



**3**Business
Segments

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



**40**+ Products



340+ Customers

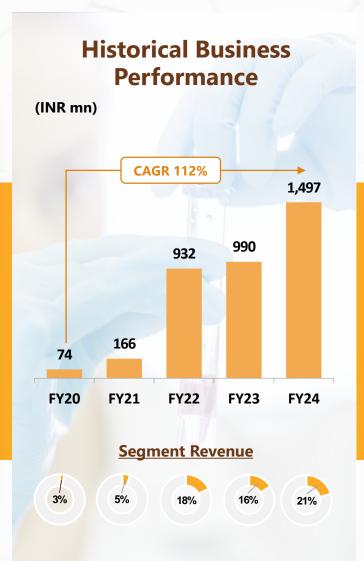


40+ Countries (Customer locations)



**2**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

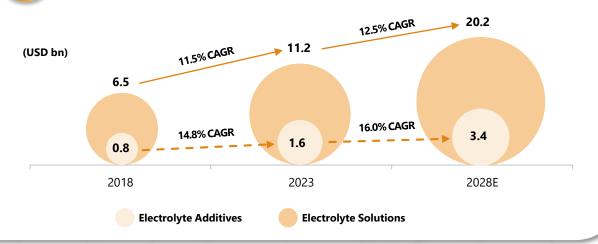
**Grow the Battery** 

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

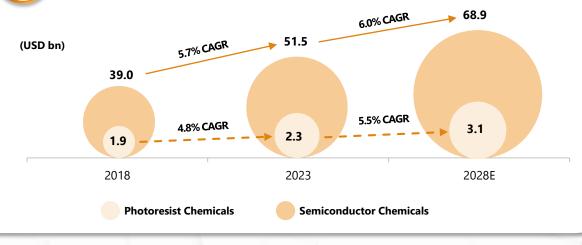




#### **Global Electrolyte Additives and Electrolyte Solutions Market**



#### **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**



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

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

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



## **Contact Us**

For more information please contact:



### **Ami Organics Limited**

#### **Ekta Srivastava**

Company Secretary & Compliance Officer <a href="mailto:cs@amiorganics.com">cs@amiorganics.com</a>

#### **Rahul Thakur**

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

