Registered Office: - Plot No. 440/4, 5 & 6, Road No. 82/A, G.I.D.C. Sachin, Surat - 394230, Dist. Surat, Gujarat, India.

August 11, 2023

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

To, The Listing Department National Stock Exchange of India Limited, Exchange Plaza, 5th Floor, Plot No. C-1, G-Block, Bandra Kurla Complex, Mumbai -400051

Scrip Code: 543349

NSE Symbol: AMIORG

Subject: Investor Presentation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

In accordance with Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation on first quarter ended financial results as on June 30, 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







AUGUST - 2023

Investor Presentation



Ami Organics Limited

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

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- 1 Q1FY24 Results
- 2 Company Overview
- 3 Advanced Pharma intermediate
- 4 Specialty Chemicals
- 5 Working towards better tomorrow



Contents

1 Q1FY24 Results

- Management Commentary
- ➤ Q1FY24 Earnings Highlights
- ➤ Q1FY24 Business Highlights
- > Q1FY24 Financial Performance Key Metrics
- > P&L Statement
- ➤ Financial Performance over the years Key Metrics
- > Financials for the last three years
- > Shareholder Information



Management Commentary





Mr. Naresh Patel

Executive Chairman and Managing Director

"I am extremely pleased that we have been able to deliver sustained growth during the quarter, on the back of deflationary pricing environment in the chemicals industry. Our revenue from operations grew by 9% to Rs. 142 cr. The growth was driven by strong momentum in specialty chemicals business with steady trajectory in the advance pharmaceutical intermediate business.

Segment wise, I believe advance intermediate business will recover strongly from Q2FY24 onwards whereas we will be commercialising a new product during Q2FY24 in the specialty chemicals segment which will further boost the growth for the segment.

On the electrolyte business, we are very close to signing contracts with a few customers and details of the same will be shared once we sign the MOU. I would like to mention, the size of these contracts that we are discussing with customers is much larger than what we had anticipated.

Overall, I believe despite the challenging external environment, we are confident of delivering strong growth with robust margins during the year."



EBITDA for Q1FY24

Rs. 252 mn

9.7%



Q1FY24 Earnings Highlights



Financial Highlights

- ✓ Revenue from operations for Q1FY24 grew by 8.7% YoY to Rs. 1,424 mn
- ✓ The **Gross margin** for the quarter was at **44.8**% as compared to 48.8% in Q1FY23. Lower gross margin for the quarter was due to product mix
- ✓ EBITDA for the guarter came at Rs. 252 mn up 9.7% YoY compared to Rs. 229 mn in Q1FY23
- ✓ **EBITDA margin** for the quarter was at **17.7**% as compared to 17.5% in Q1FY23. EBITDA margin for the quarter was supressed on account of higher employee cost.
- ✓ PBT for the quarter was at Rs. 223 mn up 9.8% YoY as compared to Q1FY23
- ✓ PAT for the quarter was at Rs. 167 mn up 12% YoY as compared to Q1FY23
- ✓ PAT margin for the quarter was at 11.7% as compared to 11.3% in Q1FY23

Q1FY24 Business Highlights

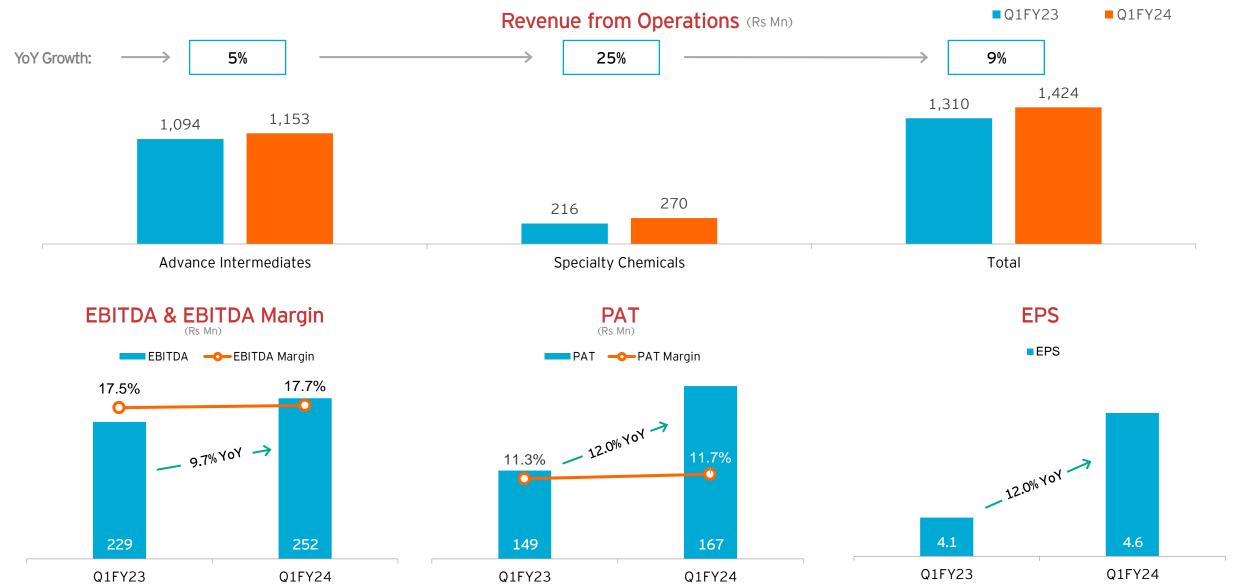


Key Business highlights

- ✓ Export at 37%; domestic business at 63%
 - Export Exports were lower as for some of the products customer changed the API supplier from overseas to India
- ✓ Advance Pharmaceutical Intermediates
 - Fermion contract: Validation batches have been sent. We are expecting to start the production from Q4FY24 onwards.
- ✓ Specialty Chemicals
 - Strong volume traction in Methyl Salicylate and Parabens. Post introduction of flow chemistry process for Methyl Salicylate, we are now globally competitive.
- ✓ Electrolyte additives update
 - Electrolyte samples approved at plant trial scale by 6 customers.
 - We are in advance stages of negotiation of contract with couple of customers.
- ✓ Capex Update
 - Civil work for production and admin block completed. Tank farm and warehouse is more than 60% completed. Machinery installation is in progress in block-1.
 - Started the recruitment process for the new facility. On track to commence the production activity in Q4 FY24.

Q1FY24 Financial Performance - Key Metrics





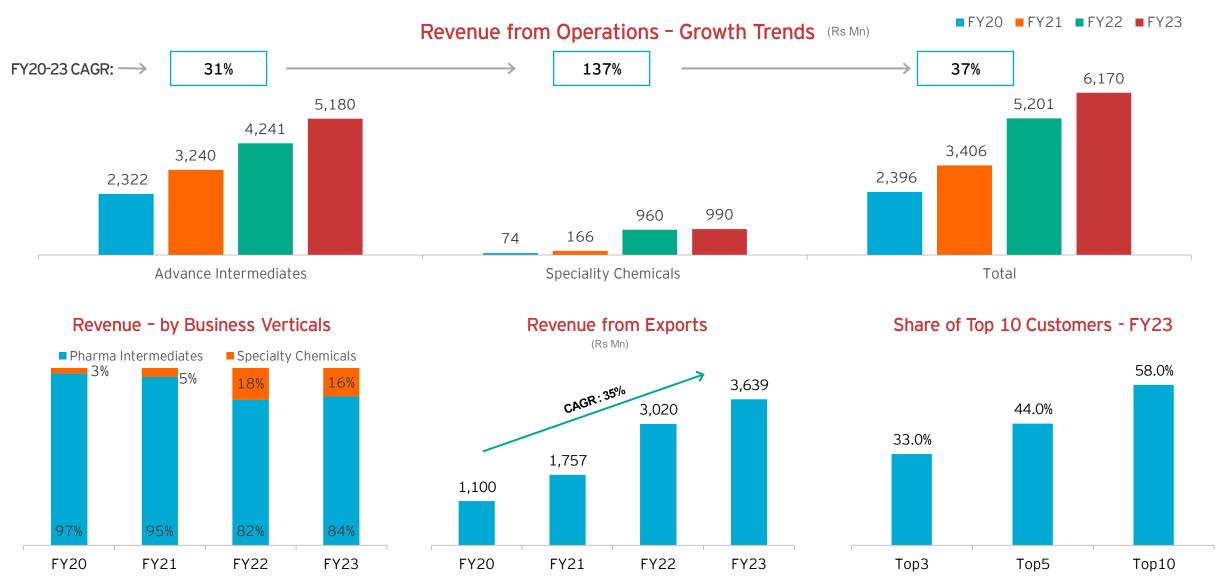
P&L Statement



Particulars (Rs. Mn)	Q1FY24	Q1FY23	YoY	Q4FY23	QoQ	FY23	FY22	YoY
Revenue from Operations	1,424	1,310	8.7%	1,864	-23.6%	6,167	5,201	18.6%
COGS	786	671		1,051		3,309	2,728	
Gross Profit	637	639		813		2,858	2,473	
Gross Margin	44.8%	48.8%		43.6%		46.3%	47.5%	
Employee benefits expenses	137	118		115		488	414	
Other expenses	249	293		290		1,143	1,008	
Total Expenses	1,172	1,081		1,456		4,941	4,150	
EBITDA	252	229	9.7%	409	-38.4%	1,227	1,052	16.6%
EBITDA Margin	17.7%	17.5%		21.9%		19.9%	20.2%	
Depreciation and amortization	34	30		34		123	101	
PBIT	217	199	9.3%	374	-42.0%	1,103	951	16.0%
Finance costs	5	2		6		24	64	
Other Income	11	6		-2		43	28	
PBT	223	203	9.8%	367	-39.1%	1,122	915	22.7%
Tax Expense	57	55		95		289	195	
PAT	167	149	12.0%	272	-38.8%	833	719	15.8%
PAT Margin	11.7%	11.3%		14.6%		13.5%	13.8%	

Financial Performance over the years - Key Metrics

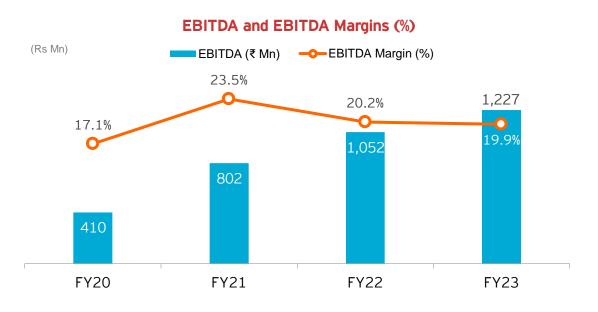


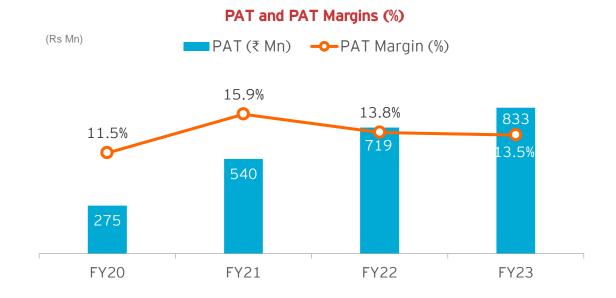


Note: Revenue from Operations for previous years does not include revenue from units acquired from GOL as the acquisition was completed on Mar-21.

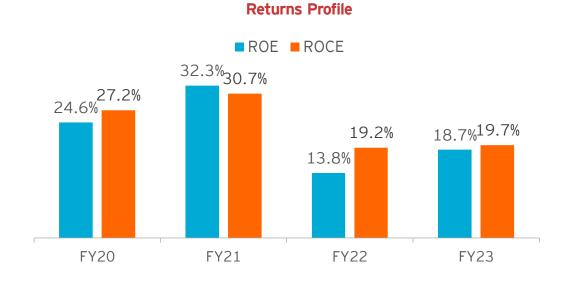
Financial Performance over the years - Key Metrics (cont'd)







Long term Borrowings and Gross Block (Rs Mn) Debt Gross Block 2,221 1,845 1,587 FY20 FY21 FY22 FY23



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
РВТ	717	915	1,122
Tax Expense	177	195	289
PAT	540	719	833



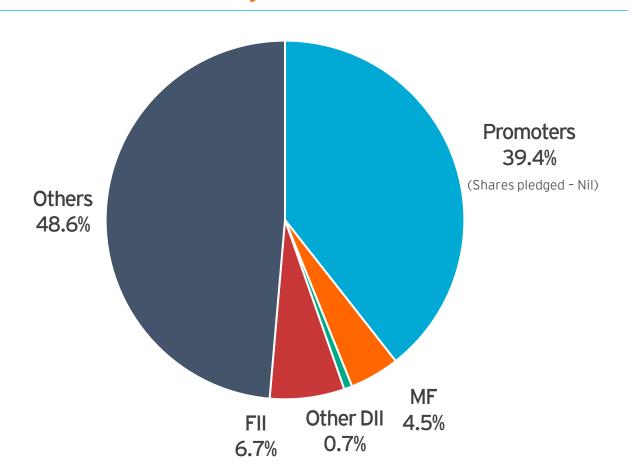
Restated Summary Statement of Assets and Liabilities

Particulars (Rs. Mn)	FY21	FY22	FY23
I. ASSETS			
NON-CURRENT ASSETS			
Property, Plant and Equipment	1,606	1,778	2,221
Capital Work-In-Progress	2	30	298
Other Non-Current Assets	362	490	399
Total Non-Current Assets	1,970	2,297	2,918
CURRENT ASSETS			
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			
EQUITY			
Equity share Capital	315	364	364
Other Equity	1,354	4,858	5,503
Total Equity	1,669	5,223	5,868
NON-CURRENT LIABILITES			
Borrowings	726	6	4
Other Non-Current Liabilities	77	67	95
Total Non-Current Liabilities	803	73	99
CURRENT LIABILITIES			
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



AMI Shareholding as on 30th June 2023



Share Information (as on 30 th June 2023)		
NSE Ticker	AMIORG	
BSE Ticker	543349	
Market Cap (Rs. Cr)	4,634	
Shares Outstanding	3,64,37,062	
3M ADTV (Shares)*	1,60,432	
3M ADTV (Rs. cr)*	18.85	
Industry	Specialty Chemicals	

^{*}Source: NSE & BSE

Contents

2 Company Overview

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



Company Overview





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



6,211 FY23 Total Revenue



1,227
FY23
EBITDA



500+ Customers

customers in FY23



~50
Countries
(Customer locations)



833 FY23 PAT

(INR mn)



59%Export (%)
(FY23)



Manufacturing Facilities



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⁽³⁾



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 Journey





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.



Completed assessment of and established a GMP compliant manufacturing and warehouse facility at Sachin

Applied for process

products in India

patents for 3 additional

Recognized as "Two Star

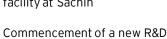
Export House" by DGFT



Received second EIR from USFDA for manufacturing facility at Sachin

lab at Sachin

Sachin



Commencement of the new

solvent recovery plant at



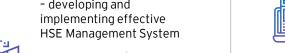
 Acquisition of Baba Fine Chem to foray into semi conductor industry



Ami Organics changed its constitution from Partnership Firm into 'Ami Organics Private Limited'



Gujarat Gas Safety Award - developing and implementing effective



2005



Formation of Partnership Firm in the name of "Ami Organics"



 Implemented the Integrated Management System (IMS)



- Achieved turnover of INR 1,000 mn
- Incorporated Ami Onco-Theranostics. LLC in Delware, USA along with Photolitec LLC as a 50-50 JV



2016

Applied for process patents for 5 products in India

Increased

modern

equipped with

storage capacity of

Achieved turnover

Outstanding export

Panel - II: Inorganic,

1,050 MT of RM

of Rs 1,500 mn

performance

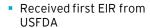
Chemicals

"Second Award"

Organic and Agro

₽.







公高



公高

Fairdeal Filaments Awards for Outstanding Entrepreneur in MSME Segment

Acquisition of the

Jhagadia units from GOL

Excellence in 'Research

in Science & Technology'

Ankleshwar and

Award



Applied for process patents for three additional products in



India

2021 2023











2018

2019

2020

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

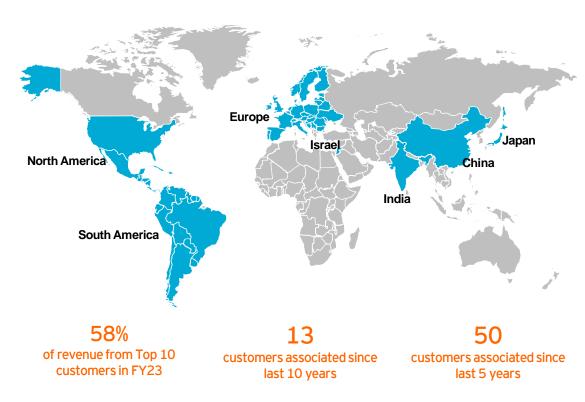
Specialty Chemicals



- 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.

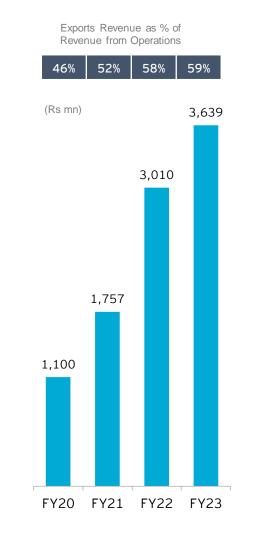
Strong and Long-term relations with Diversified Customers across Geographies



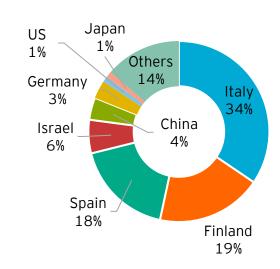


- Well established and long-term relations with domestic and MNCs across large and fast-growing markets globally
- Diversified customer base
- Long term supply contract with key customers
- Prolonged adherence to stringent client requirements leads to new business from existing customer base as well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

Revenue from Exports



Key Exports Destinations (FY23)



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



Clientele

Advanced Pharma Intermediates (Top Clients)

Generic























Innovators









Specialty Chemicals (Top Clients)

















Our Manufacturing Facilities





Manufacturing Facilities Total

Total Land Area (sq mtrs)

75,892

Installed Capacity (MTPA)

6,060



Land Areas (sq mtrs)

Installed Capacity (MTPA)

8,250

2,460

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















Land Areas (sq mtrs) Installed Capacity (MTPA)

10,644

NA

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



Jhagadia Unit

Land Areas (sq mtrs)

Installed Capacity (MTPA)

56,998

3,600

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











Installed Capacity
Land Areas (sq mtrs) (MTPA)

2,812 1,050

Facility built in vicinity of the Sachin facility

Note: Data as of March 31, 2021

Superior R&D Capabilities

01

R&D Lab

23,681 sq. ft.

DSIR approved in-house R&D facility at Sachin supported by an ADL 02

Technology

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

03

State-of-the-art equipment

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

04

R&D Strategy

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

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

05

Team

Specialized team of 120+

16 members hold Ph. Ds

~30 Engineers

~74 holds Masters' and Bachelors degrees 06

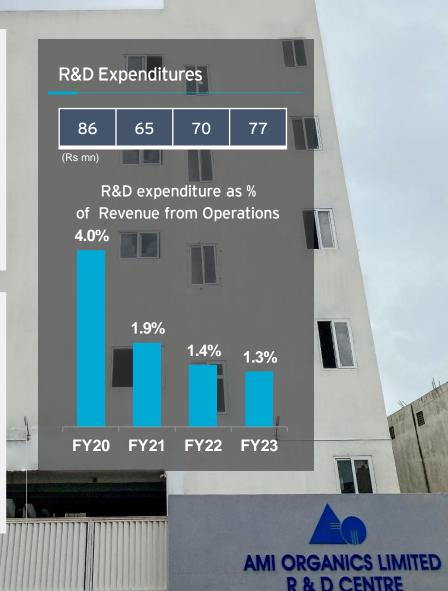
Patents

14 Process Patents filed out of which:

4 Patent granted

2 Patents under publication

8 Patents applied



Superior R&D Capabilities (Cont'd)

Our Capabilities in Key Chemistry

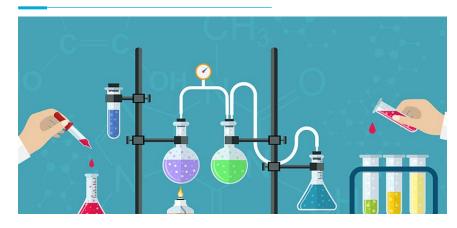
Esterification Etherification Amination Diazotization Chlorination Nitration & hydrolysis Acylation Alkylation Hydrogenation Fluorination



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



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





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 Rao Locande
Whole-time Director

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

Key Management Personnel

Board of Directors

Bhavin Shah Chief Financial Office

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

Ajit Kumar Choubey

President - Technical

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

Sanjay Vasoya

AVP - R&D

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

Gaurav Bhandari

Senior Manager- Marketing

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

What makes us different



1

Niche Product Portfolio with a strong market share

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

2

Diversified customer base across geography

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

3

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

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



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



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

*Advanced Intermediates Business

Contents

3 Advanced Pharma intermediate

- ➤ A leading Advanced Intermediate Manufacturer from India
- Our Business Model
- Capex
- Our strategy and outlook
- ➤ Industry Overview



A leading Advanced Intermediate Manufacturer from India





5,180 FY23 Revenue (INR mn)



50-90% Market Share in **Key Molecules**



185+ Customers Added ~40 new customers in FY23



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

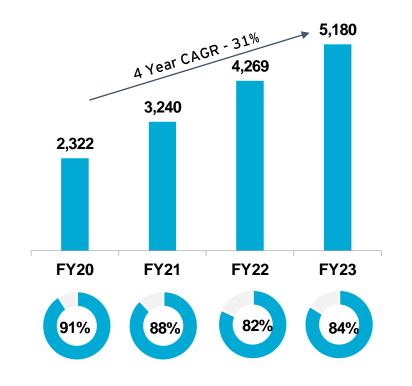


Surat and Ankleshwar, Gujarat. (Ankleshwar plant is under development)

Manufacturing

Facilities

Historical Business Performance





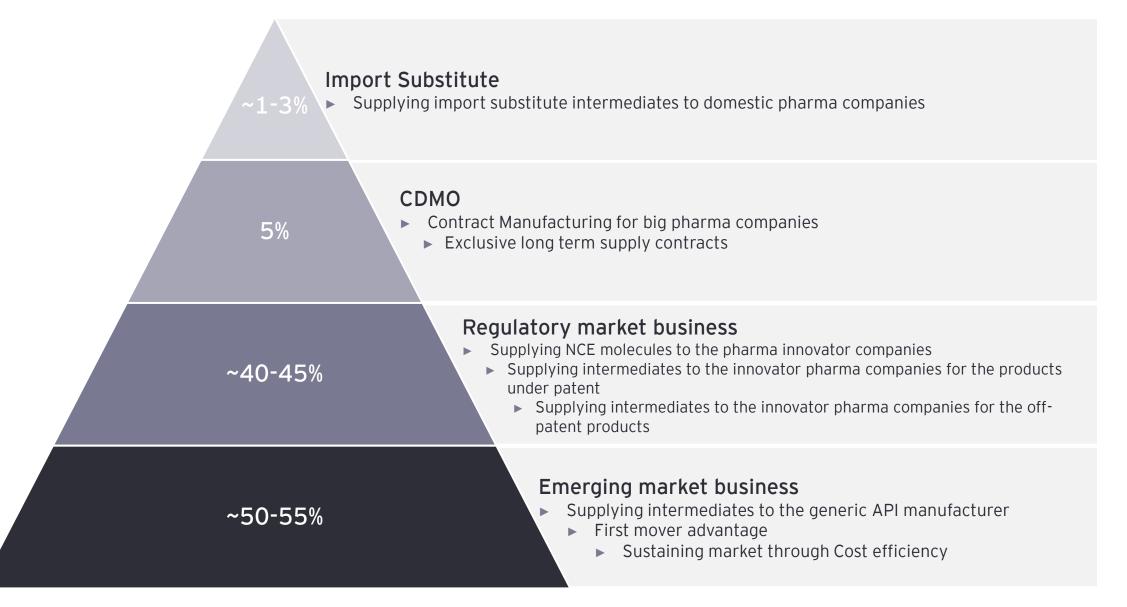
New Products

Launched in

FY23

Our Business Model - Advanced Intermediates for Pharmaceuticals





Uniqueness of our business model



Wide Product Basket | 2

Wider basket of products, with 500+ molecules

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

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

1 Chronic Therapy focused

91% of the products catered on fast-growing Chronic segment

3 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-8 stages

5 Preferred Supplier

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

CAPEX - Expansion of Pharma Intermediate Business

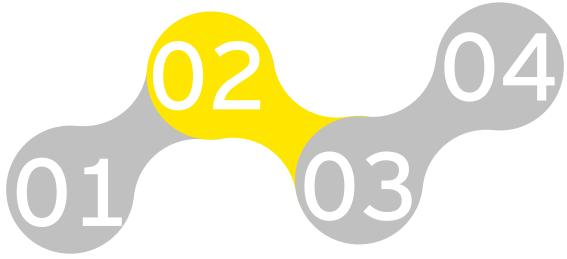


CAPEX - INR 190cr

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

CAPEX - Funding

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



Capacity & Clearances

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

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

Timeline & Other details

The plant is expected to start commercial operations from Q4FY24.

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

Our strategy and outlook



Strategy

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

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

Continue to **develop innovative products** for global market

Outlook

190cr Capex to expand capacities for the Advance intermediate business

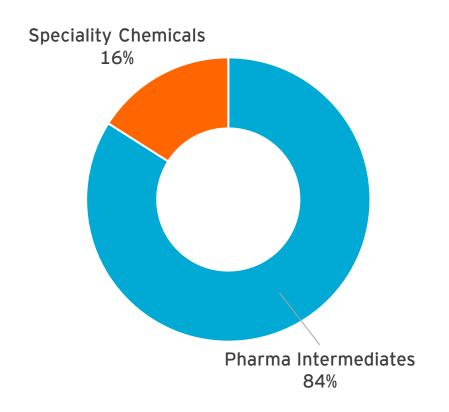
Expect to continue the **historical growth rate** in the coming years

Industry Overview

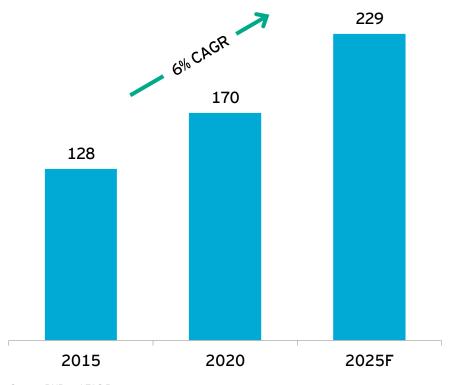


Currently ~85% of our revenue come from products used in Pharmaceutical industry specifically for manufacturing of APIs...

Revenue (FY23)



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

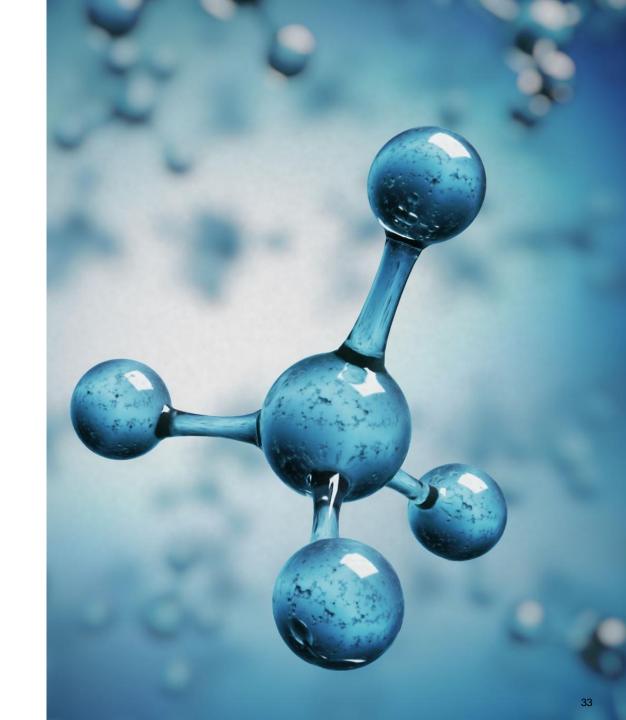


Source: RHP and F&S Report

Contents

4 Specialty Chemicals

- Speciality Chemicals Overview
- > New Product launched
- > Acquisition of Gujarat Organics facilities
- ➤ Acquisition of Baba Fine Chemicals (BFC)
- > Industry Overview
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Speciality Chemicals - Overview





FY23 Revenue (INR mn)



300+

Customers across the globe

Added ~20 new customers in FY23



30+ Countries (Customer locations





50+

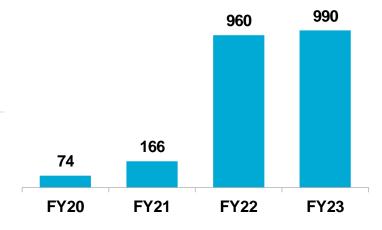
New Products Launched in FY23



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



Manufacturing **Facilities** Jhagadia, Gujarat





New Product developed - Electrolyte Additive



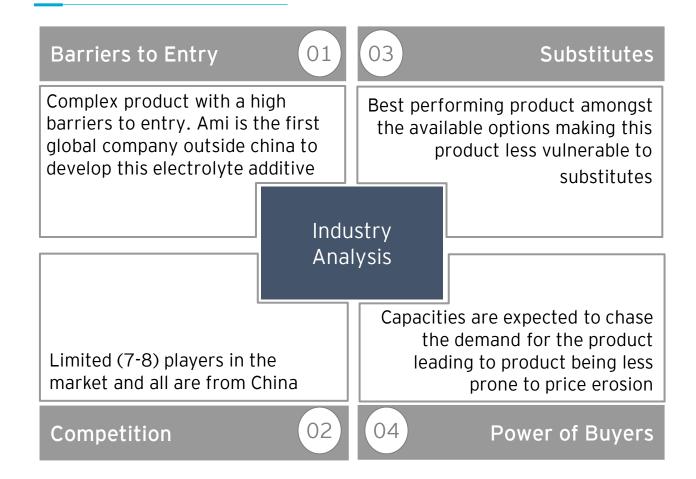
Electrolyte for cells

- 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



Acquisition of Baba Fine Chemicals (BFC)



1

Partnership
interest BFC by
taking 55%
partnership
stake of 2 exiting
partners. The
acquisition will be
effective from
01st April 2023

2

Purchase
Agreement
signed on 22nd
April 2023 with
listed Condition
Precedents (CP)
& Condition
Subsequent (CS)

3

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

4

The consideration will be discharged through a combination cash consideration and issuance of securities of the Company to the exiting parties on a preferential basis

Our strategy and outlook



Strategy

Outlook

Development and entry into newer molecules with strong entry barriers to accelerate the growth

Continue to work on improving operational efficiencies to deliver better margins

Business to grow at a faster rate than core pharma intermediate business due to lower base

Industry Overview



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

KSMs





Why is India favourably placed?

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

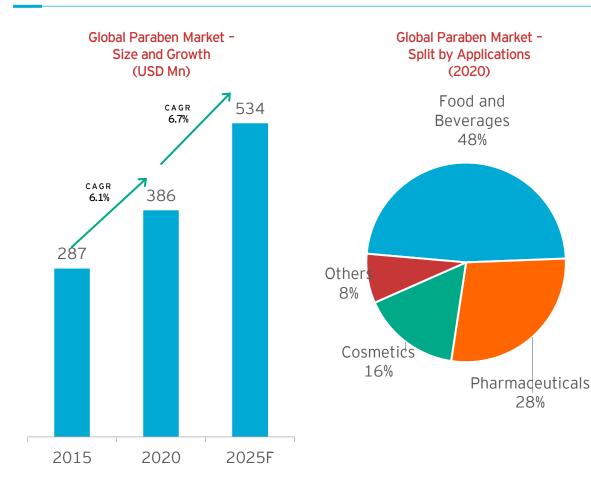
Source: RHP and F&S Report

Industry Overview

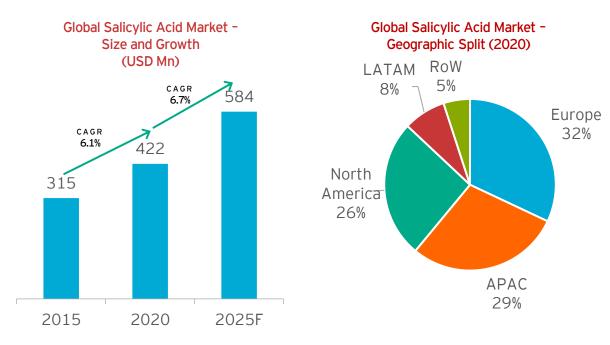


...whereas our new acquired units manufactures preservatives along with some specialty chemicals such as salicylic acid

Parabens



Salicylic Acid



Key Trends

- Increasing use of salicylic acid based drugs for treatment of skin disorders, cardiovascular diseases and Hughes syndrome
- Increased consumption of Asprin 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

Source: RHP and F&S Report

I Contents

5 Working Toward Better Tomorrow



Working Towards Better Tomorrow

Environment:

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

1

Social:

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

2

Governance:

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

3

Safe Harbor



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