



**AMI ORGANICS LIMITED**

MAY - 2022

# Investor Presentation



**Ami Organics Limited**

BSE: 543349 | NSE: AMIORG | [WWW.AMIORGANICS.COM](http://WWW.AMIORGANICS.COM)

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# Contents

## 1 Q4 and FY22 Results

- Management Commentary
- Q4 & FY22 Earnings Highlights
- Financial performance (Q4 FY22)
- Financial performance (FY22)
- P&L for Q4 and FY22
- Capex



# Management Commentary



**Mr. Naresh Patel**

Executive Chairman  
and Managing Director

“It gives me pleasure to report that AMI Organics has crossed a milestone of 500cr sales in FY22. For the year, our operational revenue grew by 53% on a YoY basis to Rs. 520cr. The growth was driven by the impressive 32% YoY growth in the Pharma Intermediate business coupled with the multi-time expansion of the Specialty chemicals business due to the acquisition of facilities from Gujrat Organics (GOL).

We have now completed the integration of two facilities acquired from GOL and our team has shown our operational finesse by improving the EBITDA margin from these facilities from merely 5% to 11% in the last four quarters. Our EBITDA margin during the year remained suppressed due to the integration process. I believe we will continue to see the EBITDA margin improvement from the facilities in FY23 as well.

On the operational front, I am happy to inform you that we have successfully commercialized a couple of products using continuous flow reactors. We are amongst a few companies in India that have successfully commercialized products using continuous flow technology. This validates the industry-leading technical capabilities of AMI Organics.

We have also embarked on a new CAPEX journey to support the future growth of the Advanced Intermediates business. We expect this CAPEX to get completed by end of the financial year 2024.

Lastly, I am proud to announce that, AMI organics has forayed into Electrolyte for cells used in energy storage devices. We are the first Indian and Global company outside China to successfully develop this electrolyte.

Global uncertainty, supply chain issues, and elevated Input prices continue to cast a shadow on the global economy, but I remain optimistic that most of these issues will get rationalized during FY23 and we will witness healthy growth across the business verticals of AMI Organics.”

**Revenue for  
FY22**

**Rs. 5,201 mn**

**52.7%**



**EBITDA for  
FY22**

**Rs. 1,052 mn**

**31.2%**



**PAT for  
FY22**

**Rs. 719 mn**

**33.2%**



# Q4 & FY22 Earnings Highlights

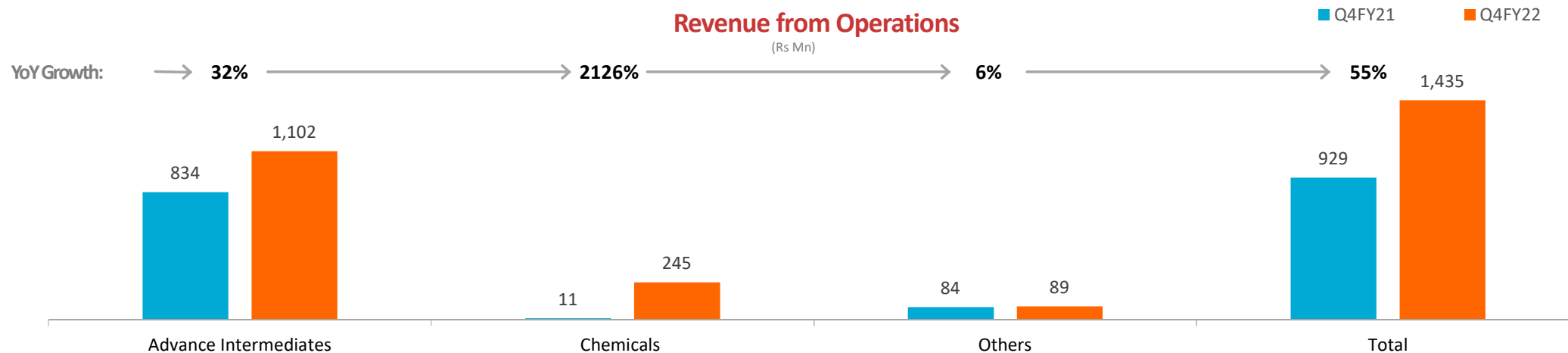
## Financial Highlights

- ✓ Revenue from operations for FY22 grew by 52.7% YoY to Rs.5,201mn
- ✓ The gross margin for FY22 slightly improved to 47.5% when compared to 47.2% in FY21. We have been able to maintain our gross margins even in the highly volatile environment of input costs. This was achieved by prudent cost measures and swiftly passing on incremental input costs to the clients
- ✓ EBITDA for the full year came at Rs. 1,052mn up 31.2% as compared to Rs. 802mn in FY21. EBITDA for the two acquired facilities has been improved significantly from around 5% in Q1FY22 to over 11% in Q4 FY22. EBITDA margin for the full year remained suppressed due to lower EBITDA margin of two newly acquired facilities from GOL.
- ✓ Higher depreciation in FY22 was due in addition to the gross block because of the acquisition of two facilities
- ✓ Higher inventory level due to stocking up of raw materials to secure timely raw material supply at better pricing

## Key Business Highlights

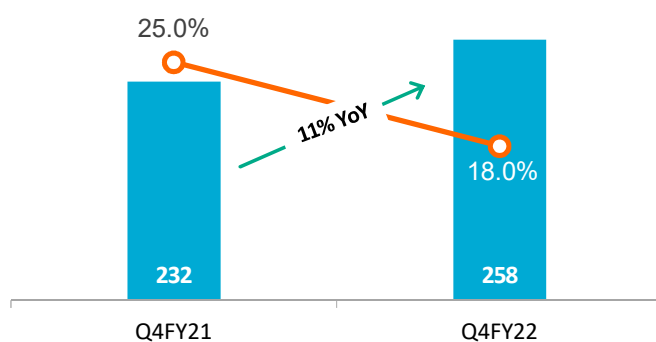
- ✓ During FY22, we have commercialised 17 new products
- ✓ We have successfully developed an electrolyte for cells used in energy storage devices. Samples under approval with customers from pilot production.
- ✓ During the year, we have commercialized 2 products using continuous flow reactors. We have also successfully developed 3 more existing products which are under pilot scale now. The company has already ordered equipment and the products will commercialize using continuous flow reactors in the FY23.
- ✓ The company announced a 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.

# Financial performance (Q4 FY22)



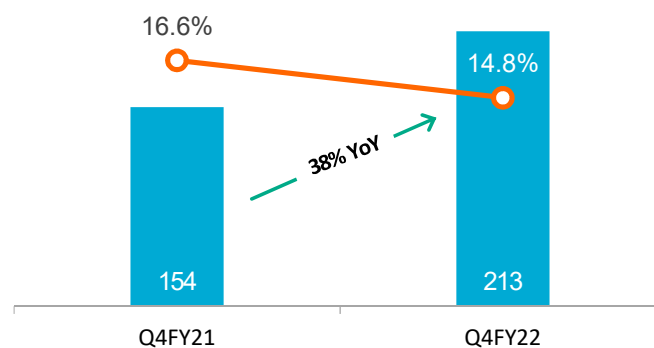
## EBITDA & EBITDA Margin (Rs Mn)

■ EBITDA ○ EBITDA Margin



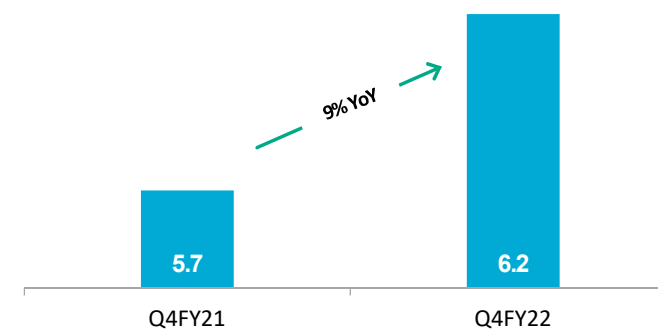
## PAT (Rs Mn)

■ PAT ○ PAT Margin



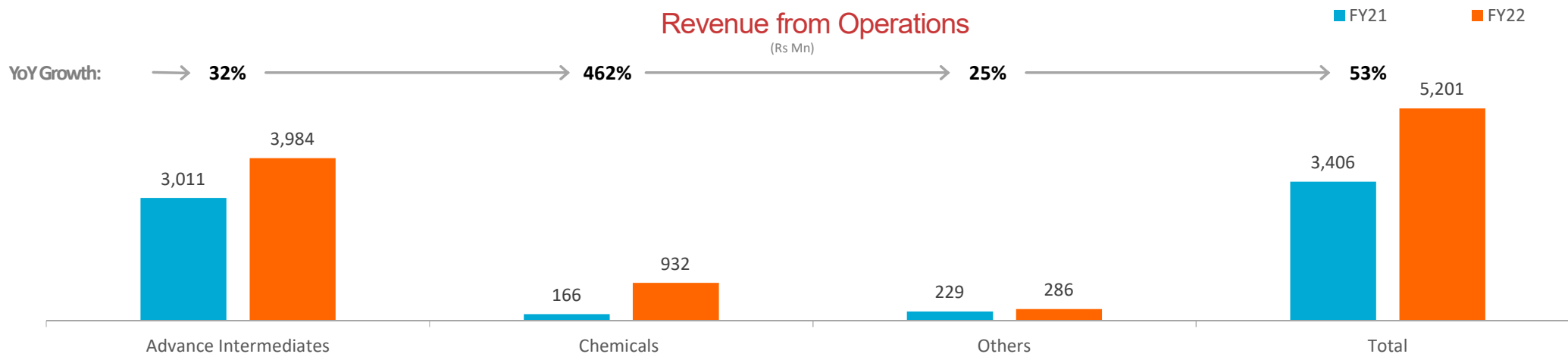
## EPS

■ EPS



Note: Please note FY21 numbers do not include revenue from 2 recently acquired facilities from Gujarat Organics.

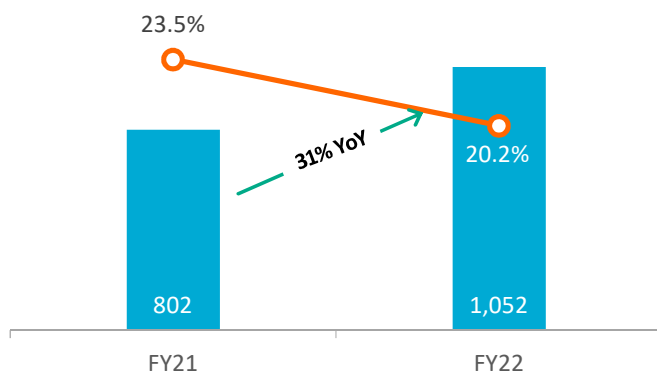
# Financial performance (FY22)



## EBITDA & EBITDA Margin

(Rs Mn)

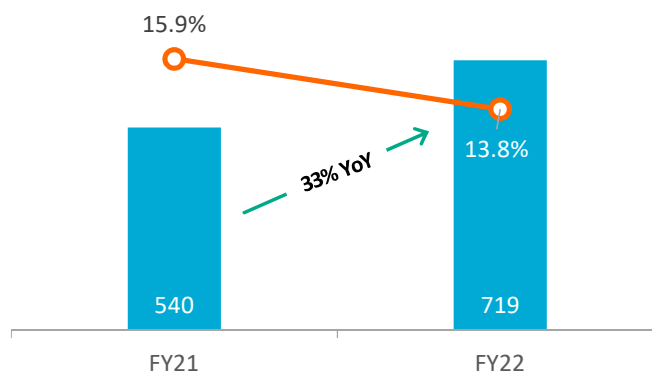
■ EBITDA ○ EBITDA Margin



## PAT

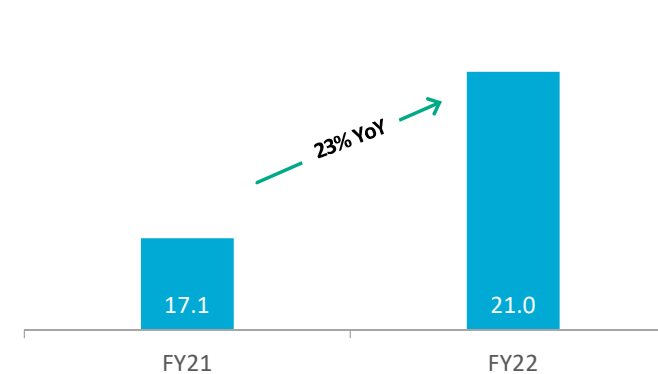
(Rs Mn)

■ PAT ○ PAT Margin



## EPS

■ EPS



Note: Please note FY21 numbers do not include revenue from 2 recently acquired facilities from Gujarat Organics.

## P&L for Q4 and FY22

Particulars (Rs. Mn)	Q4FY22	Q4FY21	YoY	Q3FY22	QoQ	FY22	FY21	YoY
<b>Revenue from Operations</b>	1,435	929	54.5%	1,412	1.7%	5,201	3,406	52.7%
COGS	802	471	70.4%	714	12.3%	2,728	1,797	51.8%
<b>Gross Profit</b>	634	458	38.3%	698	-9.2%	2,473	1,609	53.7%
<i>Gross Margin</i>	44.2%	49.3%		49.4%		47.5%	47.2%	
Employee benefits expenses	110	55		108		414	210	
Other expenses	266	171		290		1,008	598	
<b>Total Expenses</b>	1,178	696	69.1%	1,112	5.9%	4,150	2,605	59.3%
<b>EBITDA</b>	258	232	11.0%	299	-13.8%	1,052	802	31.2%
<i>EBITDA Margin</i>	18.0%	25.0%		21.2%		20.2%	23.5%	
Depreciation and amortization	31	12		24		101	42	
<b>PBIT</b>	227	221	2.8%	275	-17.6%	951	760	25.2%
Finance costs	6	14		3		64	56	
Other Income	2	0		14		28	14	
<b>PBT</b>	223	206	7.9%	286	-22.0%	915	717	27.5%
Tax Expense	10	52		91		195	177	
<b>PAT</b>	213	154	38.2%	195	9.3%	719	540	33.2%
<i>PAT Margin</i>	14.8%	16.6%		13.8%		13.8%	15.9%	

Note: Please note FY21 numbers do not include revenue from 2 recently acquired facilities from Gujarat Organics.

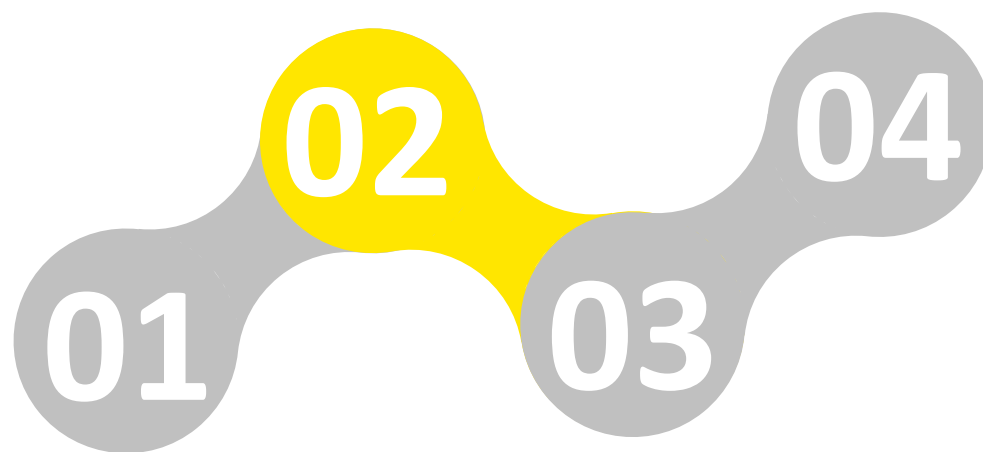
## CAPEX – Expansion of Pharma Intermediate Business

### CAPEX – INR 190cr

On 29<sup>th</sup> 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.

# Contents

## 2 Q4 and FY22 Results

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



# Company Overview



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



**5,201**

FY22  
Revenue  
(INR mn)



**1,052**

FY22  
EBITDA  
(INR mn)



**450+**

Customers  
Added 40 new customers in  
FY22



**~50**

Countries  
(Customer locations)



**719**

FY22  
PAT  
(INR mn)



**58%**

Export (%)  
(FY22)



**3**

Manufacturing  
Facilities  
(Gujarat)



**1**

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

## Business Segments



Pharma  
Intermediates

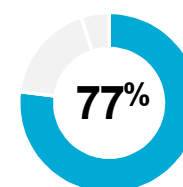


Specialty  
Chemicals

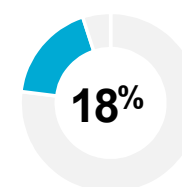


Others

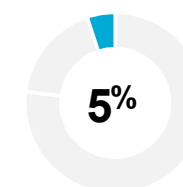
FY22 Revenue – Rs. 5,201mn<sup>(3)</sup>



Advance Intermediates  
for Pharmaceutical  
API and NCE



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

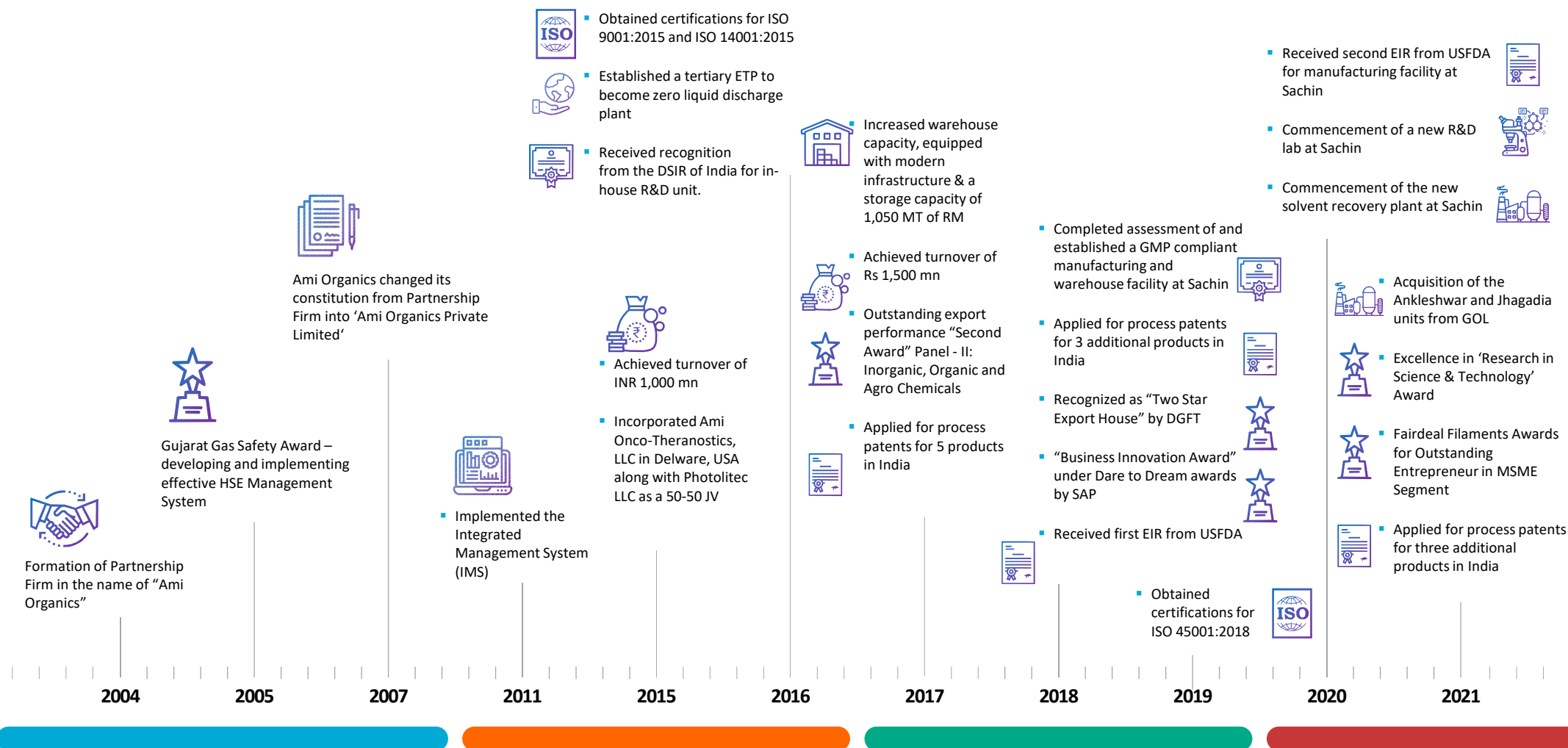


Others

**450+ Products**

Added 17 new products in FY22

# Our Journey



# Our Products

## Advance Intermediates for Pharmaceuticals



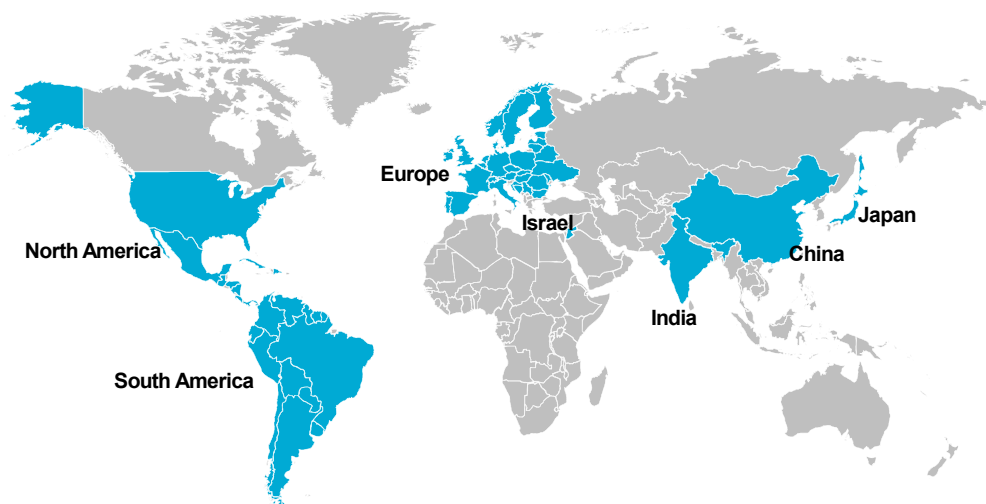
- Advanced Intermediates:
  - ✓ 450+ Products
  - ✓ Intermediates across 17 therapeutic areas
  - ✓ Chronic Therapy focus: 91%
  - ✓ Majorly backward integrated to Basic Chemical level
  - ✓ 50-90% global market share key molecules

## Specialty Chemicals



- Niche KSM for Agrochem and Finechem companies
- Parabens & paraben formulations, Salicylic Acid and other specialty chemicals that find end-use in cosmetics, dyes, polymers and agrochemical industries, animal foods, and personal care industries
- New segment - Electrolyte used in manufacturing cells for energy storage devices.

# Strong and Long-term relations with Diversified Customers across Geographies



**54%**  
of revenue from Top 10  
customers in FY22

**13**  
customers associated since last  
10 years

**50**  
customers associated since last 5  
years

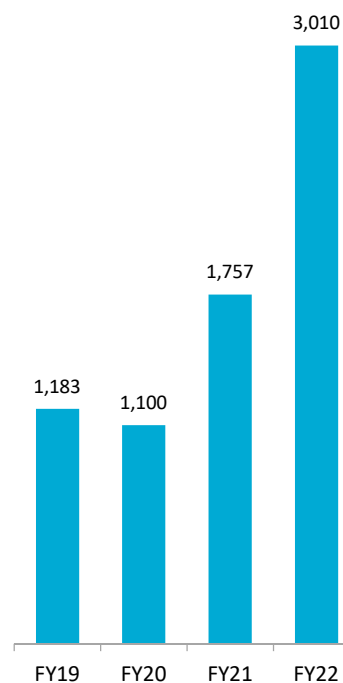
- Well established and long-term relations with domestic and MNCs across large and fast-growing markets globally
- Diversified customer base
- Long term supply contract with key customers
- Prolonged adherence to stringent client requirements leads to new business from existing customer base as well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

## Revenue from Exports

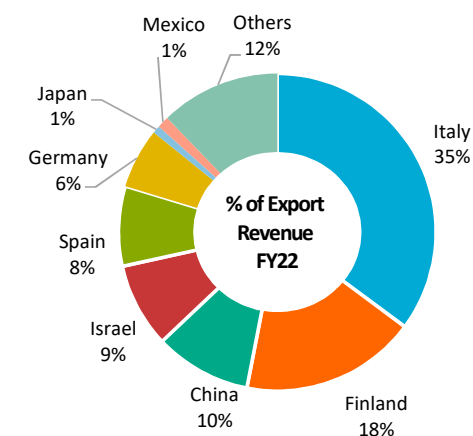
Exports Revenue as % of  
Revenue from Operations

50% 46% 52% 58%

(Rs mn)



## Key Exports Destinations



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

### Clientele

#### Advanced Pharma Intermediates (Top Clients)

##### Generic



##### Innovators



#### Specialty Chemicals (Top Clients)



# Our Manufacturing Facilities



## Manufacturing Facilities Total

Total Land Area (sq mtrs)

**75,892**

Installed Capacity (MTPA)

**6,060**



**Sachin Unit**

Land Areas (sq mtrs)

Installed Capacity (MTPA)

**8,250**

**2,460**

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



**Ankleshwar Unit**

Land Areas (sq mtrs)

Installed Capacity (MTPA)

**10,644**

**NA**

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



**Jhagadia Unit**

Land Areas (sq mtrs)

Installed Capacity (MTPA)

**56,998**

**3,600**

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



**Warehouse (Sachin)**

Land Areas (sq mtrs)

Installed Capacity (MTPA)

**2,812**

**1,050**

- Facility built in vicinity of the Sachin facility

Note: Data as of March 31, 2021

# Superior R&D Capabilities

01

## R&D Lab

2,200 sq. mtrs. DSIR approved in-house R&D facility at Sachin supported by an ADL

02

## Technology

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

03

## State-of-the-art equipment

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

04

## R&D Strategy

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

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

05

## Team

Specialized team of 60+  
10 members hold Ph. Ds

39 hold Masters' degrees

Strong focus on new scientists' recruitments

06

## Patents

12 Process Patents filed out of which:

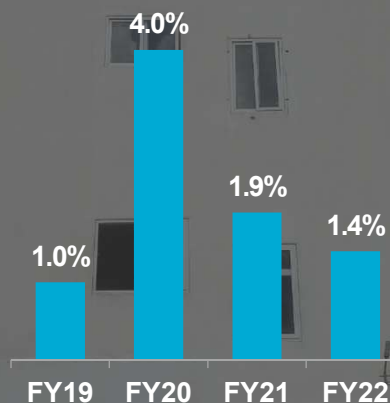
1 Patent granted  
7 Patents published  
4 Patents applied

## R&D Expenditures

24	86	65	70
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(Rs mn)

## R&D expenditure as % of Revenue from Operations

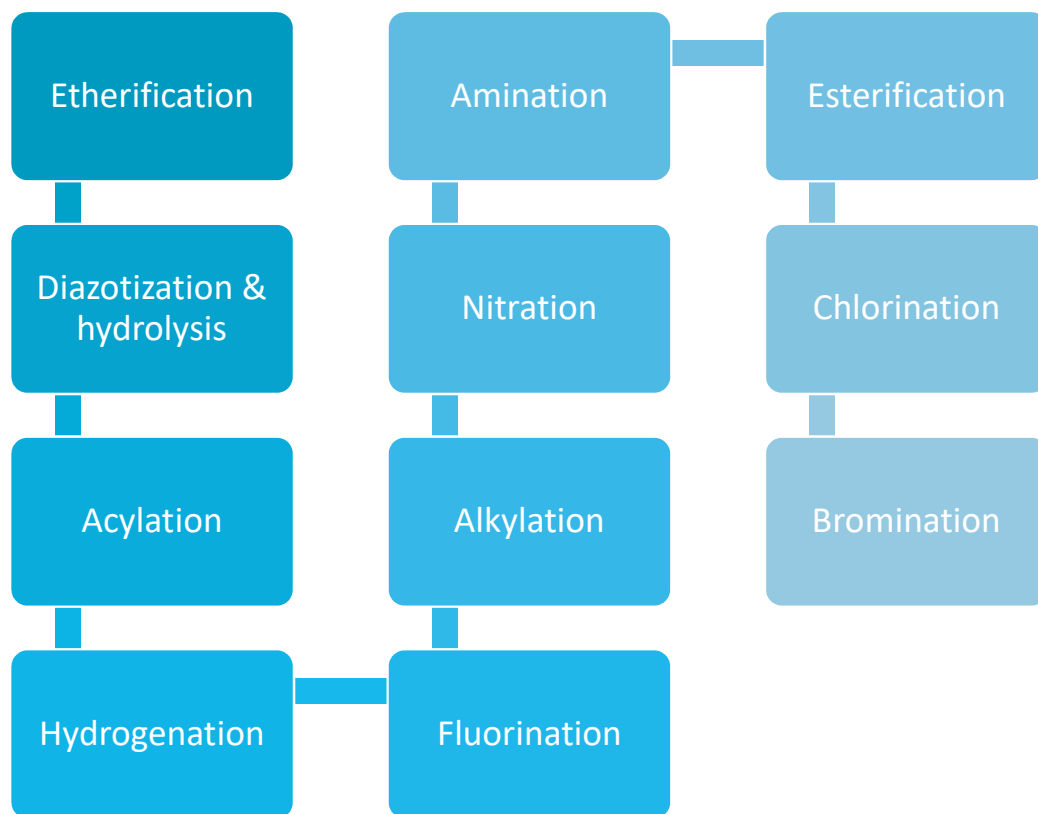


**AMI ORGANICS LIMITED**  
**R & D CENTRE**

24AAGCA4014R12L

# Superior R&D Capabilities (Cont'd)

## Our Capabilities in Key Chemistry

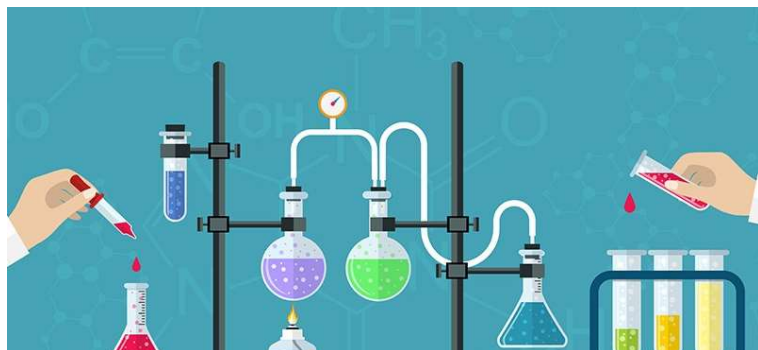


AMI Organics R&D Centre in Surat



## Superior R&D Capabilities (Cont'd)

### Continuous Flow Reactor



- Continuous flow reactors are **more efficient, and sustainable** when compared to manufacturing products using traditional reactors.
- AMI has successfully developed capabilities in **Plug Flow, Catalytic fixed-bed flow, Tubular flow** kind of reactors
- This technology **reduces the cycle time to manufacture** a product which leads **to lower utilization of utilities**
- The space required to fit a flow reactor is considerably lower than the traditional reactors.
- AMI Organics has successfully developed and **commercialized 2 products under continuous flow**
- AMI Organics has **successfully developed 3 more existing products** which are under pilot-scale now. The company has already ordered equipment and the products will commercialize using continuous flow in the current financial year.

# Our Founders

## Our Founders

The visionaries who built this company



**Nareshkumar Patel**

Executive Chairman, MD

- Mr. Nareshkumar Patel is founder of the Company.
- He has been associated with the Company since its inception and has extensive experience in the global generic pharma business.
- Nareshkumar is responsible for handling the Chemical Engineering and Product Implementation divisions of the Company.
- He holds a Bachelors Degree in Engineering from Gujarat University.



**Chetankumar Vaghasia**

Whole-time Director

- Mr. Chetankumar Vaghasia is one of the co-founders of the Company.
- He has been associated with the Company since its inception and has over 17 years of deep experience in the chemicals industry
- Chetankumar is responsible for handling the Marketing and Administration divisions of the Company.
- He holds a Diploma in Man-made textile processing

# Our Leadership

## Board of Directors



**Virendra Mishra**

Whole-time Director

- Holds Bachelors of Science degree
- Previously associated with K.A. Malle Pharmaceuticals Ltd and Surya Organics & Chemicals



**Girikrishna Maniar**

Non-executive,  
Independent Director

- Holds a Bachelor of Science degree and is a fellow member of the Institute of Cost Accountants of India



**Richa Goyal**

Non-executive,  
Independent Director

- Holds Bachelor of Commerce degree and an LLB degree; fellow member of the Institute of Company Secretaries of India
- Currently associated with "Richa Goyal and Associates"



**Hetal Gandhi**

Non-executive  
Independent Director

- 34+ years of experience in the financial services industry
- Holds Bachelors of Commerce degree; an Associate Member of the ICAI
- Co-founder and MD of Tano India Advisors



**Dr. Anita Bandyopadhyay**

Independent Director

- Acclaimed HR consultant with extensive expertise in Leadership Development and Talent Management,
- Holds a Doctorate in Applied Psychology from Kolkata University
- She has experience in Pharma, FMCG, Retail, and B2B business sectors.



**Mr. Ram Mohan Rao Locande**

Whole-time Director

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

## Key Management Personnel

**Abhishek Patel**

Chief Financial Officer

- Holds Bachelor of Engineering and an MBA degree
- Previously associated with Abhiket Financial Services Pvt Ltd, Adventity Global Services.

**Bhavin Shah**

Deputy CFO

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

**Ajit Kumar Choubey**

President – Technical

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

**Sanjay Vasoya**

AVP – R&D

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

**Gaurav Bhandari**

Senior Manager- Marketing

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

# What makes us different

1

## Niche Product Portfolio with a strong market share

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

2

## Diversified customer base across geography

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

3

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

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

4

## High entry barriers

- ✓ A long gestation period to be enlisted as a supplier
- ✓ The involvement of complex chemistries
- ✓ Regulatory requirements creating hurdles for new entrants

5

## Diversified products to support our growth in future

- ✓ Our long tail of 350-400 products includes products which are in development or testing phase for our clients some of which has potential to support our growth in coming years

6

## Robust cost management / Process Improvements

- ✓ ~64% of our raw material is outsourced from domestic vendors with products developed by AMI and outsourced to toll manufacturer leading to better management of input cost
- ✓ Continuous focus on process optimization and improvement has led to cost leadership in the industry with high quality products

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## 3 Advanced Pharma intermediate

- A leading Advanced Intermediate Manufacturer from India
- Our Business Model
- Our Key Products and their Application
- Our Products
- Industry Overview
- Our strategy and outlook



# A leading Advanced Intermediate Manufacturer from India



**3,984**

FY22  
Revenue  
(INR mn)



**50-90%**

Market Share in Key  
Molecules



**160+**

Customers  
Added 30 new customers in  
FY22



**73%**

Raw Material  
Outsourced  
domestically



**12**

Process Patents

(1 Patent published; 7 patents granted and 4  
patents applied )

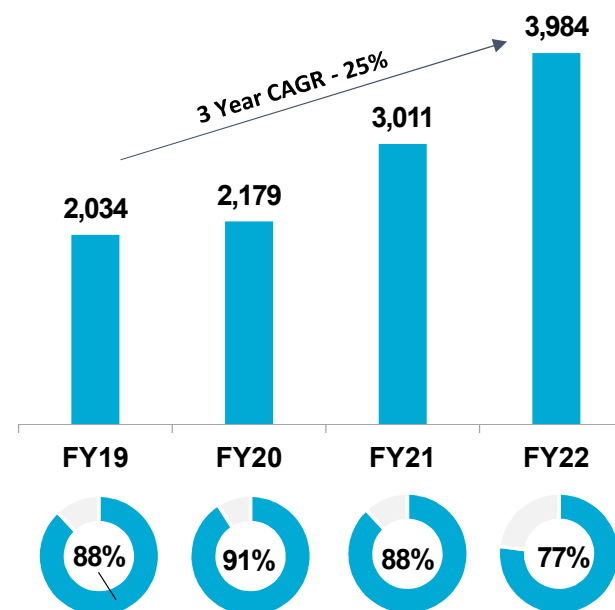


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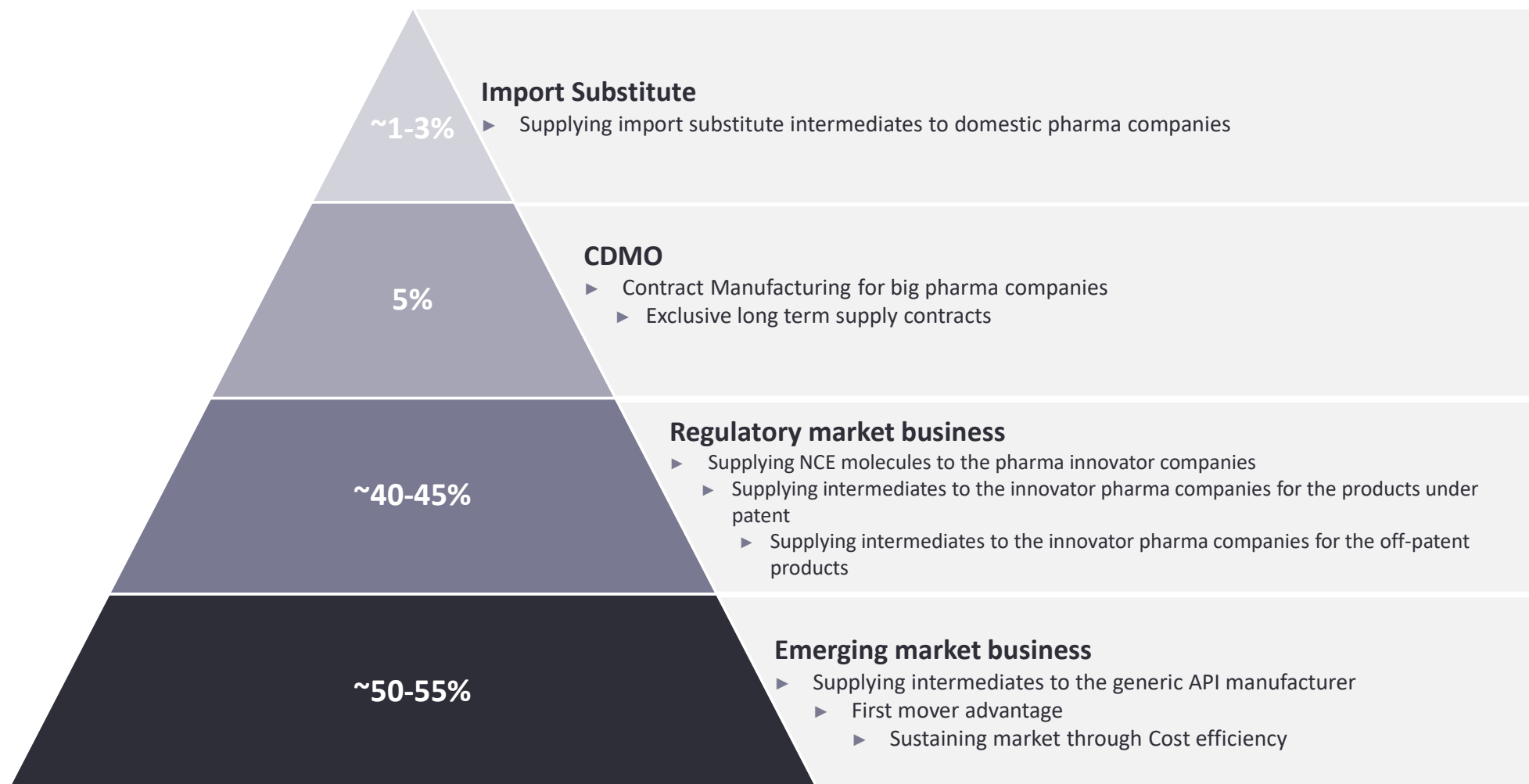
Manufacturing  
Facilities

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

## Historical Business Performance



# Our Business Model – Advanced Intermediates for Pharmaceuticals

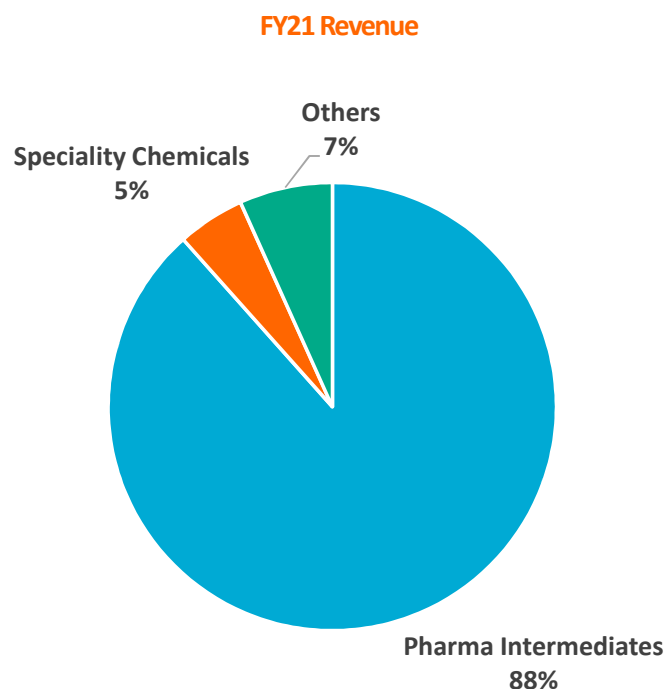


# Uniqueness of our business model

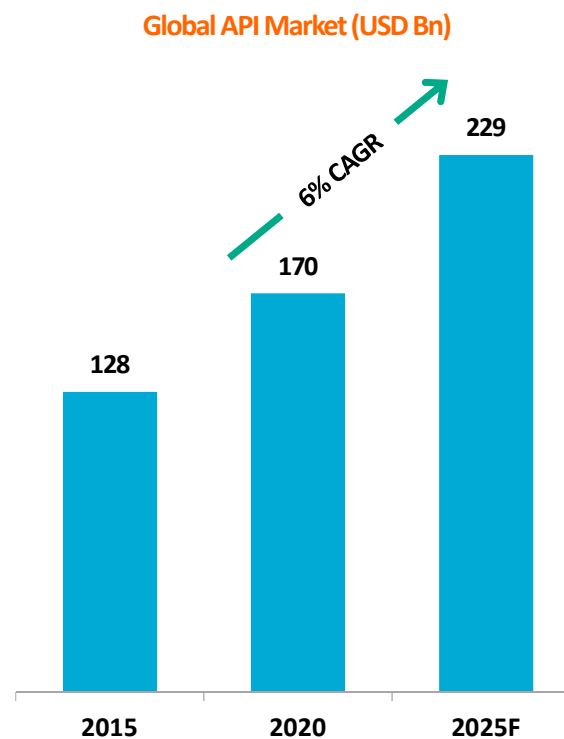


# Industry Overview

Currently ~90% of our revenue come from products used in Pharmaceutical industry specifically for manufacturing of APIs...



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



Source: RHP and F&S Report

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

## Key API AMI caters to

### CAGR 2020 – 25F<sup>(1)</sup>

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

(1) CAGR for global API market size as per F&S report

# Our strategy and outlook

## Strategy

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

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

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

## Outlook

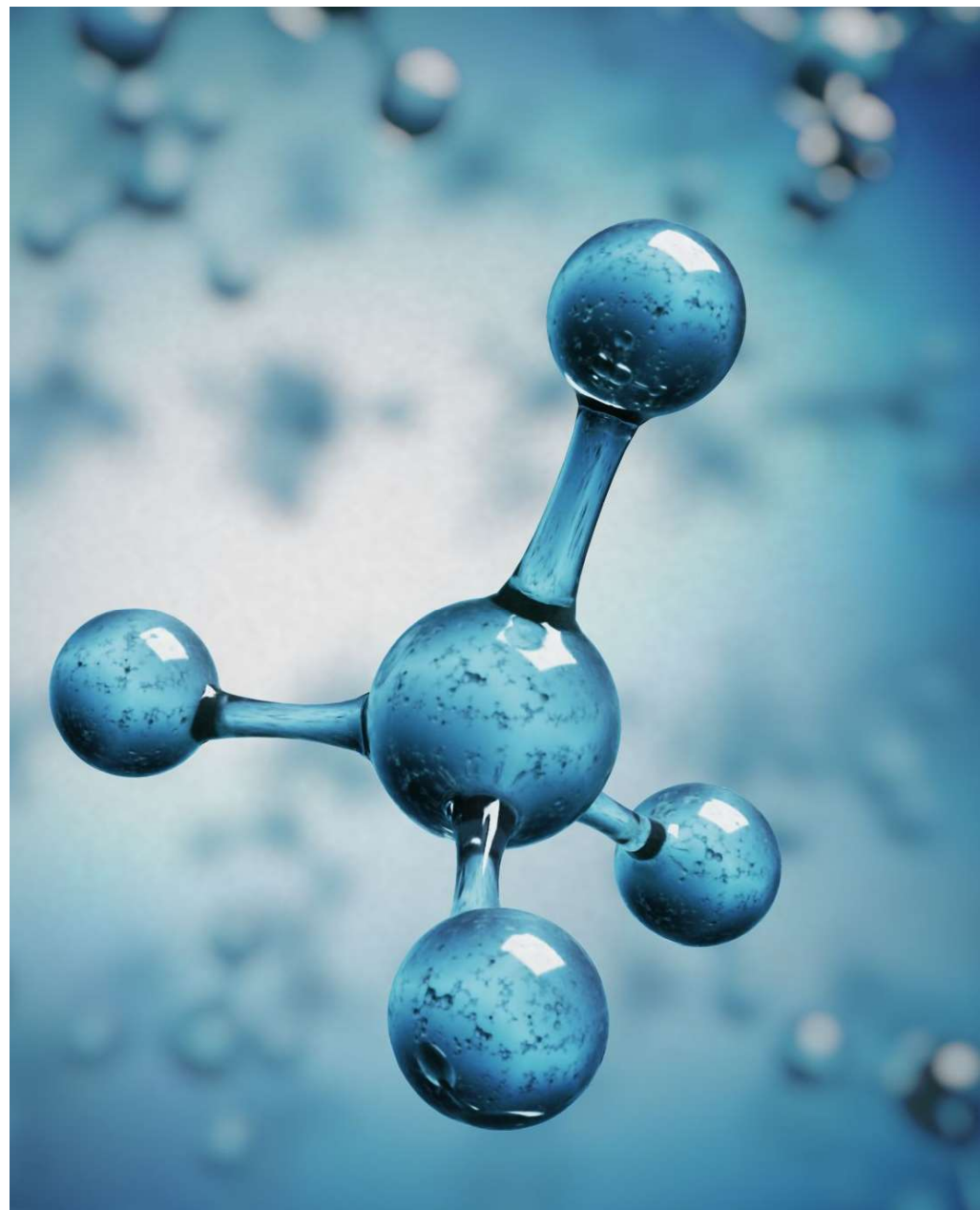
**190cr Capex** to expand capacities for the Advance intermediate business

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

# Contents

## 4 Specialty Chemicals

- Speciality Chemicals - Overview
- New Product launched
- Acquisition of Gujarat Organics facilities
- Unlocking the Operational Lever
- Industry Overview
- Our strategy and outlook



# Speciality Chemicals - Overview



**931**  
**FY22**  
**Revenue**  
(INR mn)



**300+**  
**Customers**  
**across the globe**  
Added 10 new customers in FY22



**30+**  
**Countries**  
(Customer locations)



**~600bps**  
**EBITDA**  
**Improvement**  
in Facilities acquired from Gujarat Organics.\*

\*EBITDA Improvement from Q1 to Q4

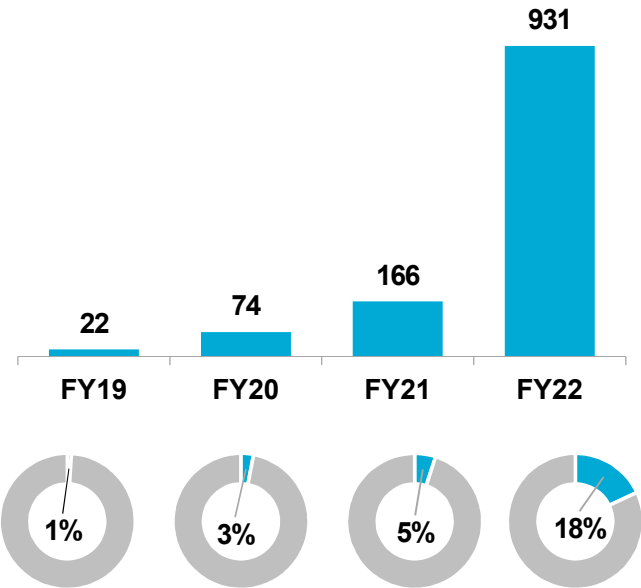


**~50**  
**Products**  
KSM for Agro and Fine chem;  
Parabens;  
Salicylic Acid;  
Other Speciality Chemicals



**1**  
**Manufacturing**  
**Facilities**  
Jhagadia, Gujarat

## Historical Business Performance

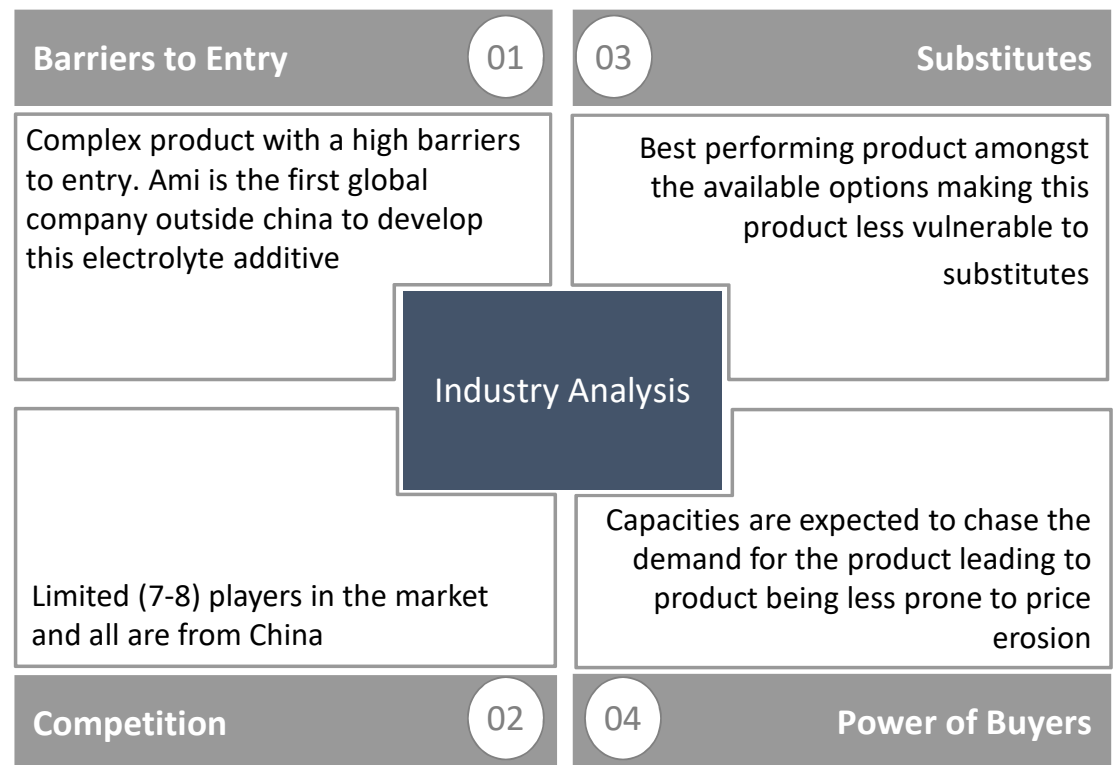


# New Product developed – Electrolyte for cells

## Electrolyte for cells

- AMI Organics has successfully developed a **core electrolyte for cells used in energy storage devices**.
- **First Indian and global company outside China** to develop this product.
- **Samples under approval with customers** from pilot production

## Industry Analysis



# Acquisition of Gujarat Organics facilities



## Deal Rationale

- Acquisition is in line with the Company's inorganic growth strategy of foraying further into the specialty chemicals sector
- Offers significant diversification in the existing product portfolio which furthers the objective of achieving an inorganic expansion of business
- Free Land available for brownfield expansion with all statutory approval



## Deal Stats

- Slump sale transaction with two facilities situated at Ankleshwar and Jhagadia acquired.
- Combined manufacturing capacity of 3,600 MTPA – taking total manufacturing capacity of Ami Organics to 6,060 MTPA
- Sales turnover of the 2 units acquired in Fiscal 2021: INR 1,060 Mn<sup>(8)</sup>
- Total Purchase Consideration: INR 930 Mn | Acquisition Debt taken: INR 650 Mn



## Gujarat Organics portfolio

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

(8) Based on verification of Form GSTR-1 Returns

# Unlocking the Operational Lever

Steady improvement over the quarters in EBITDA of the two Facilities acquired from Gujarat Organics

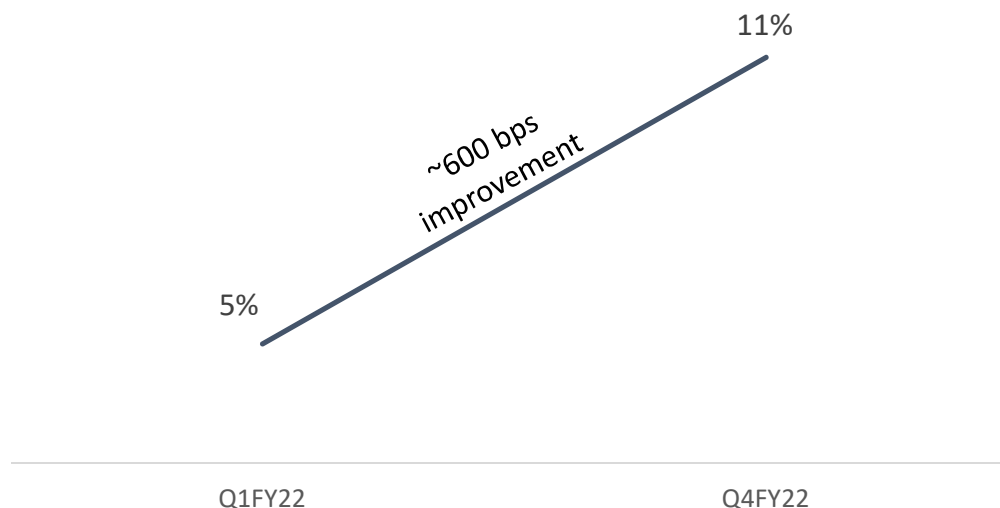
AMI Organics is the cost leader in Intermediates business and this has been achieved by continuous focus on cost reduction, Operations efficiencies, Process Improvement, and Optimal utilization of resources.

Facilities acquired from Gujarat Organics had a very low EBITDA which was putting pressure on the overall EBITDA of the business. We have been able to improve the EBITDA of the facilities by:

1. Streamlining processes
2. Optimising use of Utilities
3. Cost reduction measures
4. Applying Operational finesse of AMI Organics

## EBITDA Margin

— Facilities acquired from Gujarat Organics



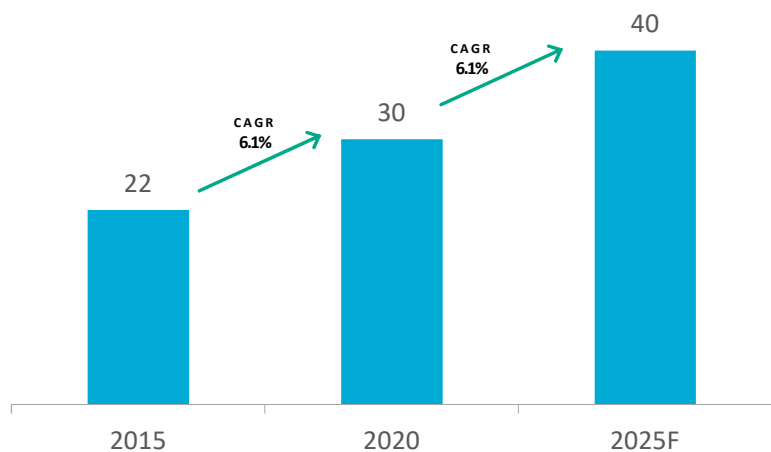
We expect the EBITDA to continue to improve further in the current Financial year

# Industry Overview

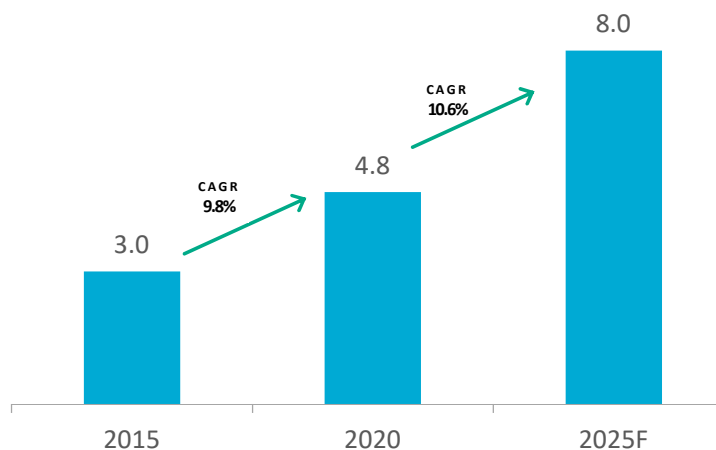
Our existing Chemicals segment supplies KSMs to Agrochemicals and Fine Chemicals company ...

## KSMs

Global KSM Market – Size and Growth  
(USD Bn)



India KSM Market – Size and Growth  
(USD Bn)



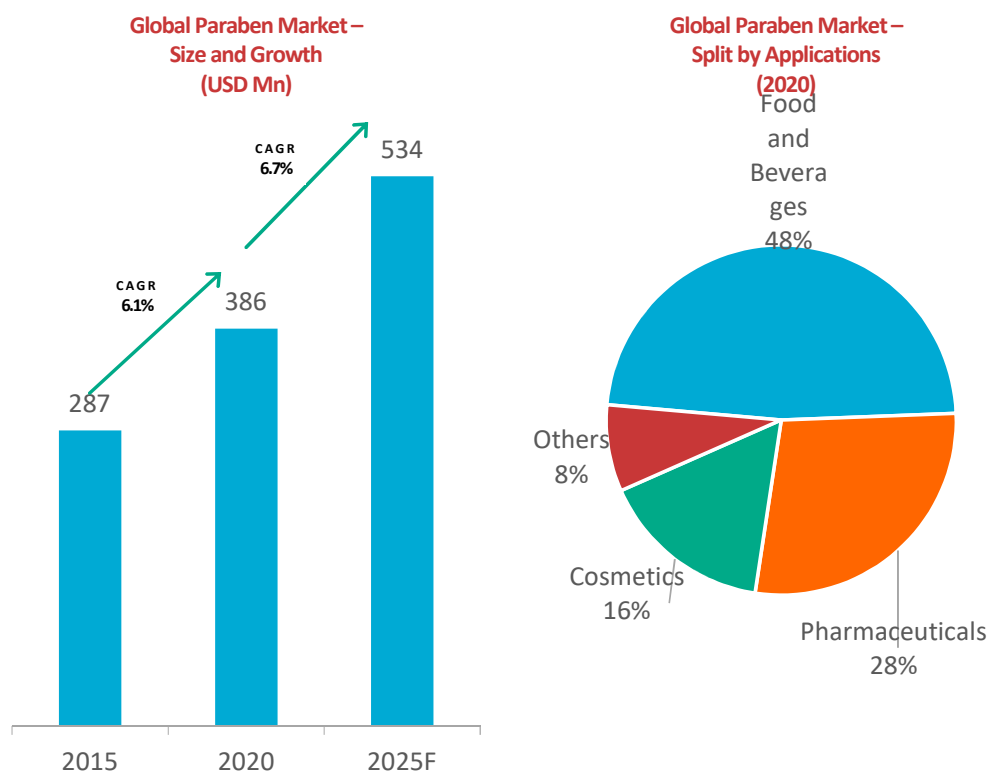
### Why is India favourably placed?

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

# Industry Overview

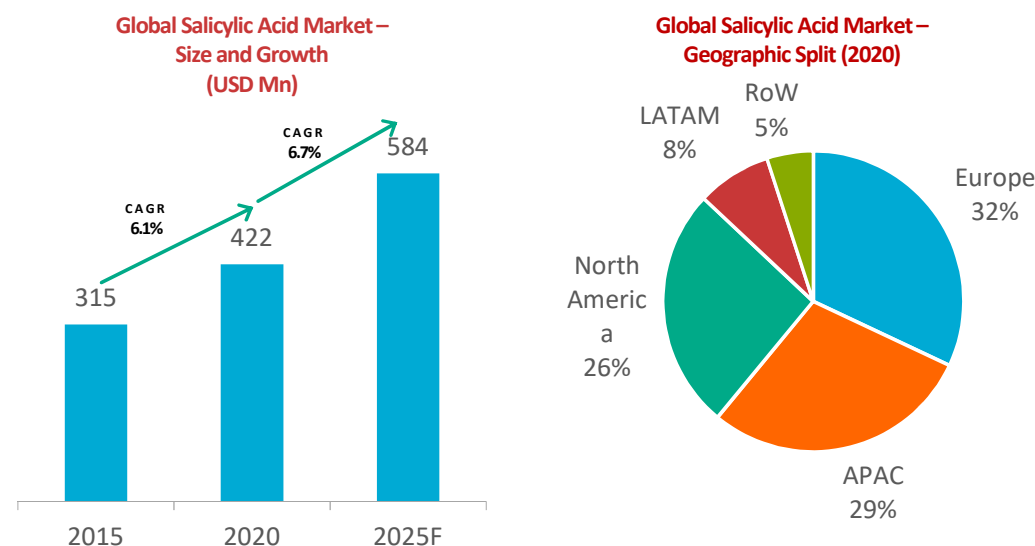
...whereas our new acquired units manufactures preservatives along with some specialty chemicals such as salicylic acid

## Parabens



Source: RHP and F&S Report

## Salicylic Acid



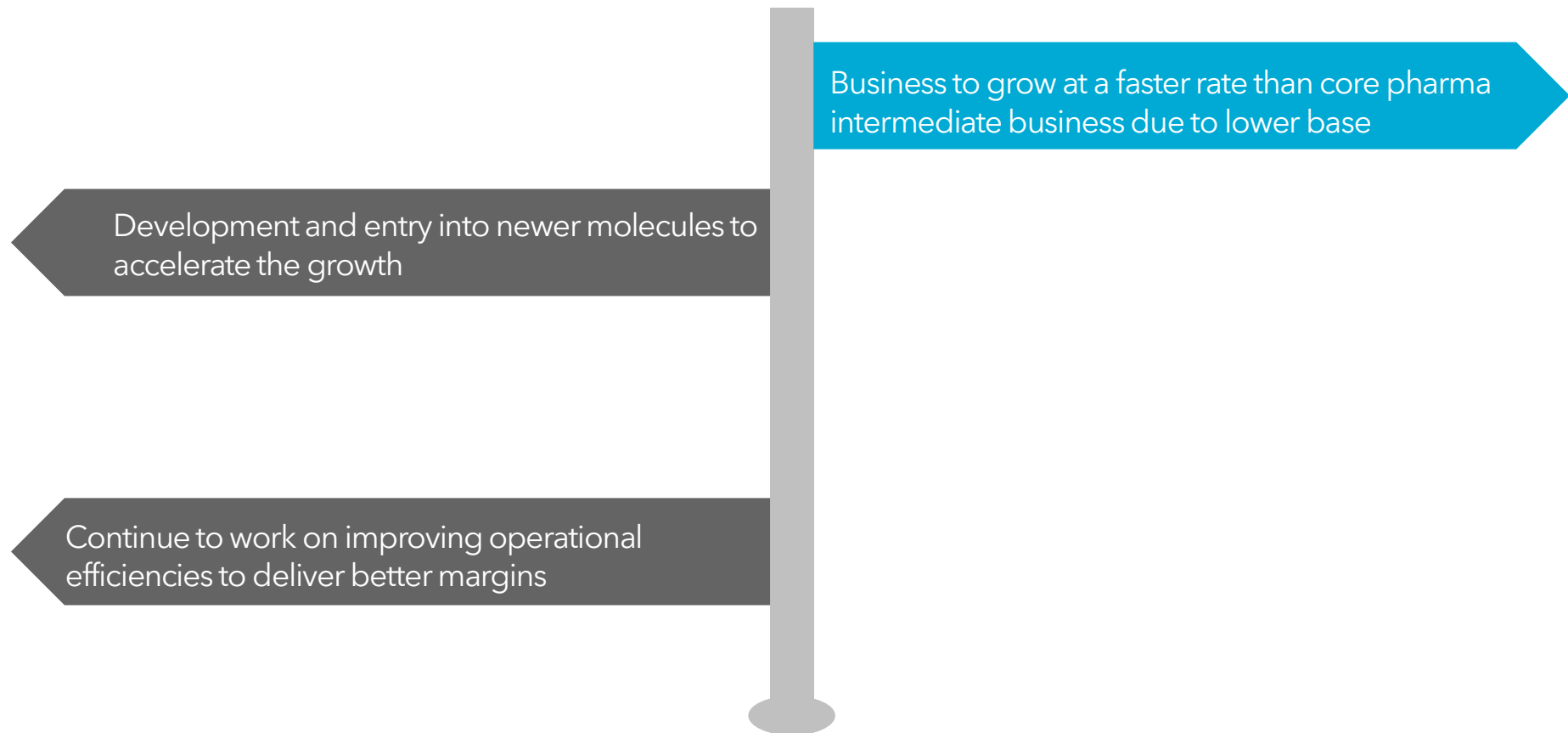
### Key Trends

- Increasing use of salicylic acid based drugs for treatment of skin disorders, cardiovascular diseases and Hughes syndrome
- Increased consumption of Aspirin owing to superior pain-relieving action and easy availability to bolster demand
- Growing use as preservatives to prolong shelf life of F&B products; derivatives used to prevent spoilage and in fermentation
- High demand for facial creams, acne reduction preparations and hair treatment products

# Our strategy and outlook

## Strategy

## Outlook



# Contents

## 5 Working Toward Better Tomorrow



# Working Towards Better Tomorrow

## Environment:

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

1

## Social:

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

2

## Governance:

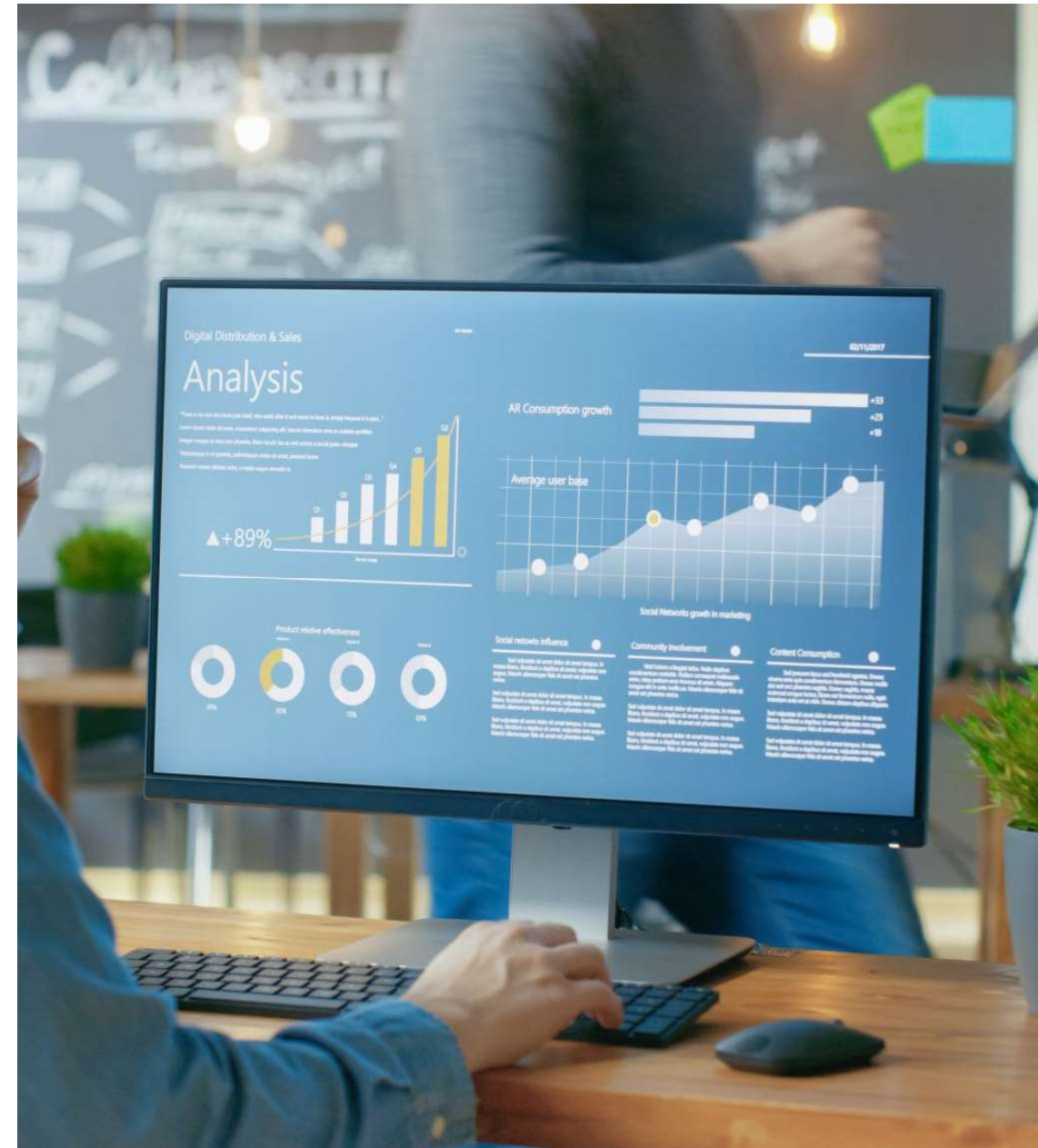
- ✓ 50% of the board constitutes of independent directors
- ✓ Audit and NRC are headed by independent directors

3

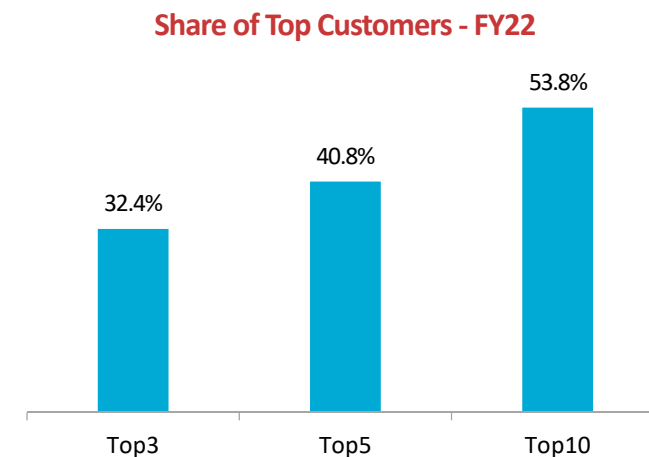
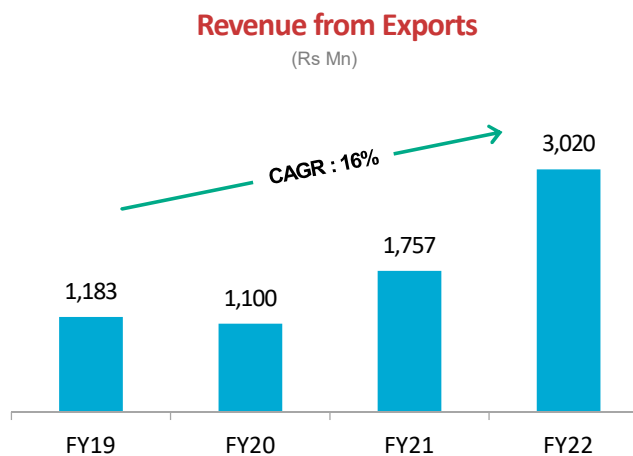
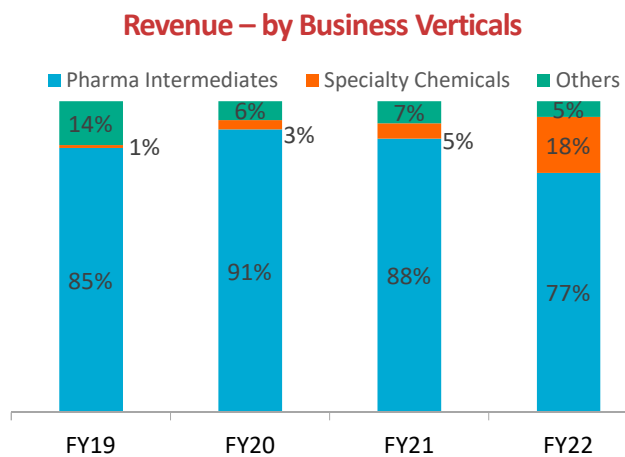
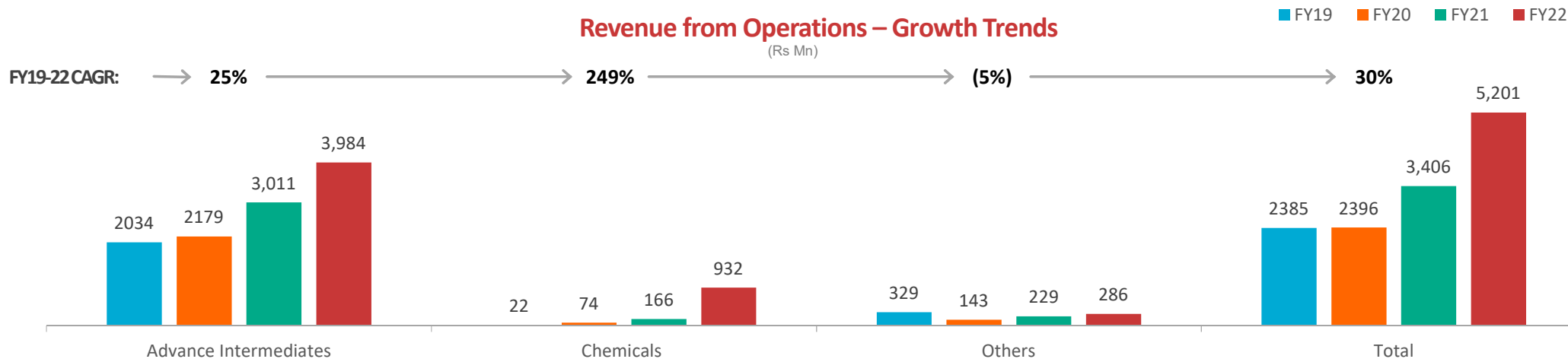
# Contents

## 6 Shareholder Information

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

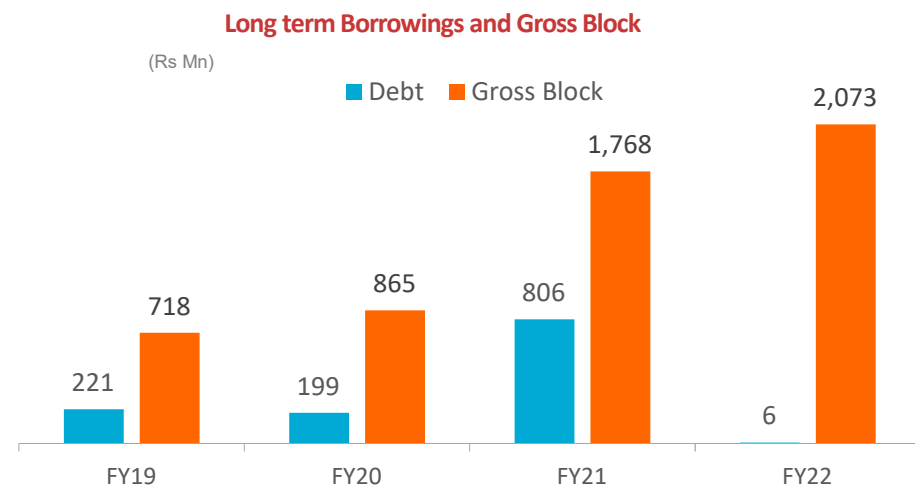
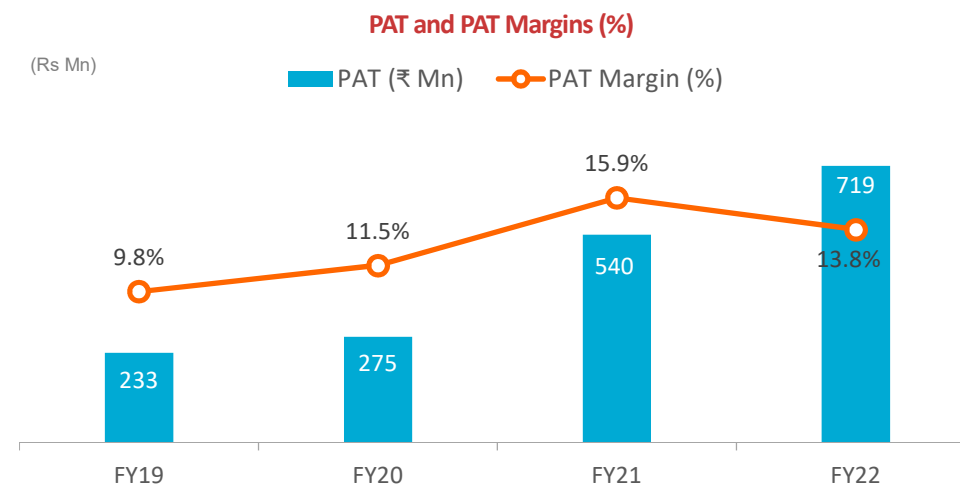
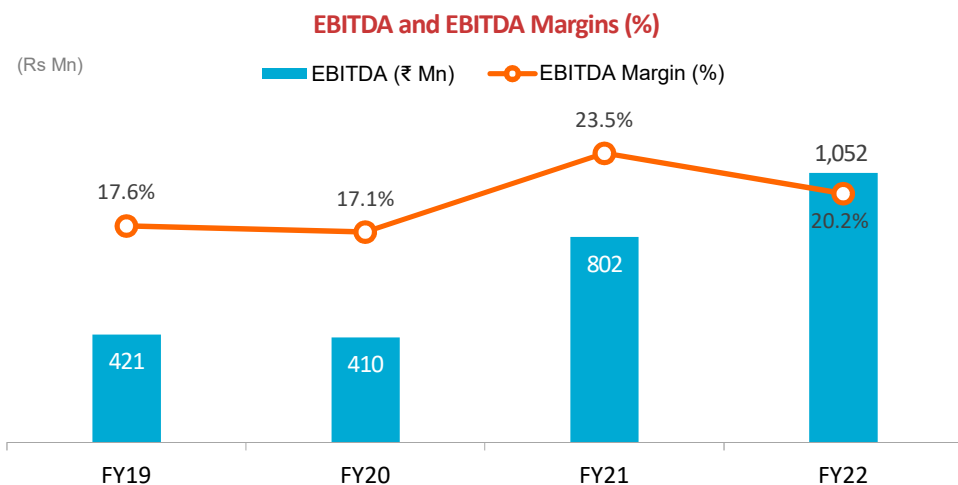


# Performance highlights over the years

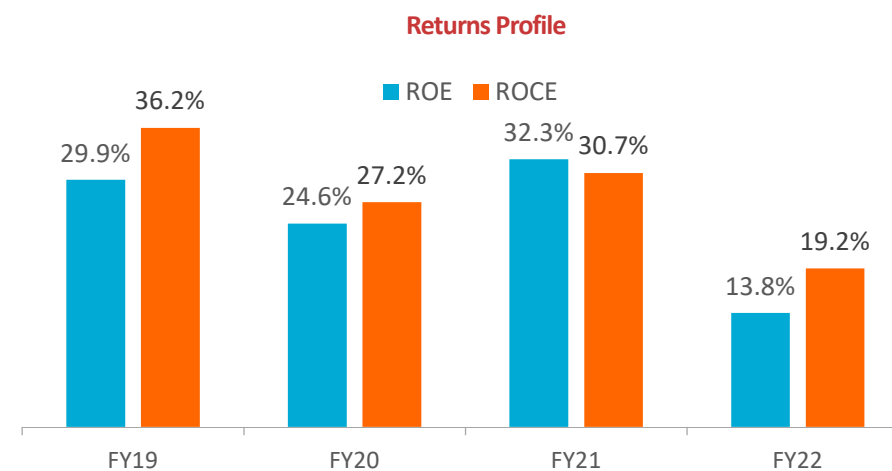


Note: Revenue from Operations for previous years does not include revenue from units acquired from GOL as the acquisition was completed on Mar-21.

## Performance highlights over the years (cont'd)



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



\*Lower Return ratios due to higher fixed assets and cash on the balance sheet from IPO.

# Financials for the last three years

## Restated Summary Statement of Profit and Loss

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

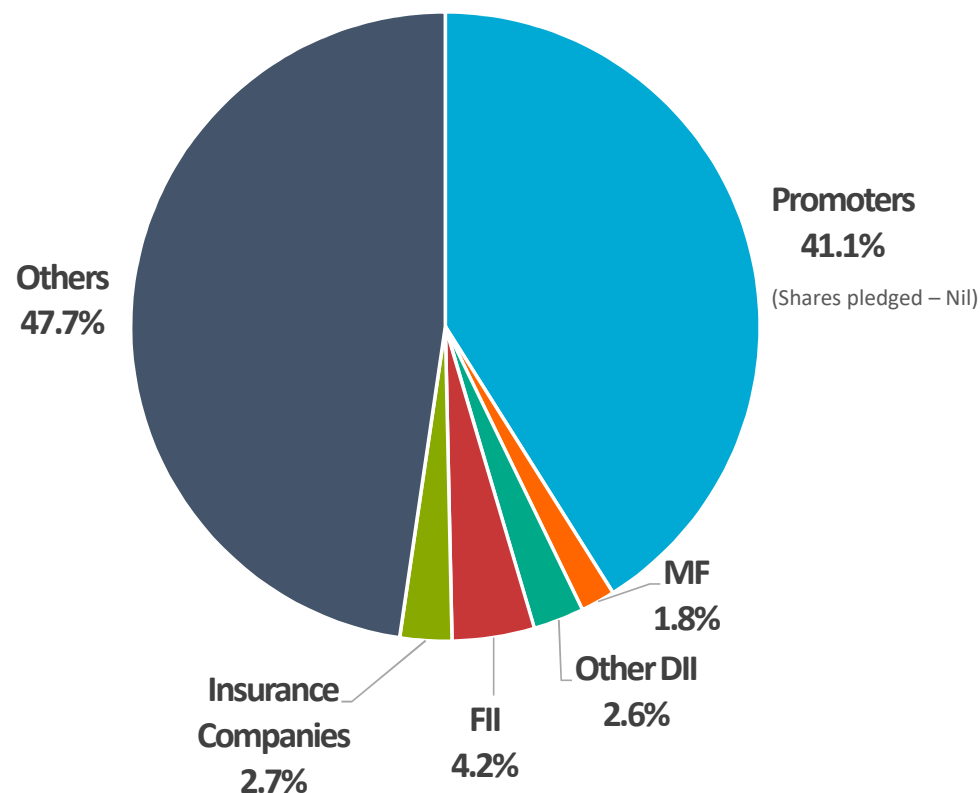


## Restated Summary Statement of Assets and Liabilities

Particulars (Rs. Mn)	FY20	FY21	FY22
<b>I. ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, Plant and Equipment	1,606	1,606	1778
Capital Work-In-Progress	2	2	30
Other Non-Current Assets	362	362	490
<b>Total Non-Current Assets</b>	<b>1,970</b>	<b>1,970</b>	<b>2297</b>
<b>CURRENT ASSETS</b>			
Inventories	604	604	1122
Trade Receivables	1,207	1,207	1637
Cash and Cash Equivalents	27	27	996
Other Current Assets	325	325	537
Total Current Assets	2,162	2,162	4291
<b>Total Assets</b>	<b>4,133</b>	<b>4,133</b>	<b>6589</b>
<b>II. EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Equity share Capital	315	315	364
Other Equity	1,354	1,354	4858
<b>Total Equity</b>	<b>1,669</b>	<b>1,669</b>	<b>5223</b>
<b>NON-CURRENT LIABILITIES</b>			
Borrowings	726	726	6
Other Non-Current Liabilities	77	77	67
<b>Total Non-Current Liabilities</b>	<b>803</b>	<b>803</b>	<b>73</b>
<b>CURRENT LIABILITIES</b>			
Current Borrowings	445	445	3
Trade Payables	844	844	1184
Other Current Liabilities	372	372	106
<b>Total Current Liabilities</b>	<b>1,660</b>	<b>1,660</b>	<b>1293</b>
<b>Total Liabilities</b>	<b>2,463</b>	<b>2,463</b>	<b>1366</b>
<b>Total Equity and Liabilities</b>	<b>4,133</b>	<b>4,133</b>	<b>6589</b>

# Shareholder Information

## AMI Shareholding as on 31st March 2022



### Share Information (as on 31st March 2022)

NSE Ticker	<b>AMIORG</b>
BSE Ticker	<b>543349</b>
Market Cap (Rs. Cr)	<b>3,652</b>
Total Debt (Rs. Cr)	<b>0.84</b>
Cash & Cash Equivalents (Rs. Cr)	<b>98.9</b>
Shares Outstanding	<b>3,64,37,062</b>
3M ADTV (Shares)*	<b>178,065</b>
3M ADTV (Rs. cr)*	<b>17.6</b>
Industry	<b>Pharmaceuticals</b>

\*Source: NSE & BSE

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# AMI ORGANICS LIMITED

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