



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.

May 2, 2025

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 fourth quarter & year ended financial results as on March 31, 2025 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



Investor Presentation

M A Y 2 0 2 5

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AMI ORGANICS LTD.

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Working towards better
tomorrow

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Mr. Naresh Patel

Executive Chairman and Managing Director

Management Commentary

"I am delighted to share that FY25 was a transformative year for Ami Organics, as we proudly surpassed ₹1,000 crore in revenue—a remarkable milestone. This achievement reflects the unwavering dedication of our employees and the invaluable support of our stakeholders, including customers, suppliers, shareholders and all other stakeholders. We extend our heartfelt gratitude for their contributions.

*As we embark on an exciting new phase of growth, we are embracing a bold, future-focused brand identity that aligns with our vision to lead as a diversified specialty chemicals company, serving next-generation industries with a steadfast commitment to sustainability. To reflect this ambition, we are transitioning from "Ami Organics Limited" to "**Acutaas Chemicals Limited**".*

Looking ahead to FY26, we anticipate robust growth across all business segments, driving our confidence in achieving 25% revenue growth."

Revenue for FY25
(Mn)

Rs. 10,069

↑ 40.3%
YoY

EBIDTA for FY25
(Mn)

Rs. 2,321

↑ 80.6%
YoY

PAT for FY25
(Mn)

Rs. 1,604

↑ 98.6%
YoY



Q4FY25 Earnings & Business Highlights

- **Revenue from operations** for Q4FY25 grew by **37.1% YoY** to **Rs. 3,085 mn**
- The **gross margin** for the quarter improved to **47.3%** up 734 bps YoY and 108 bps QoQ
- **EBITDA** for the quarter came at **Rs. 850 mn** up 96.8% YoY compared to Rs. 432 mn in Q4FY24.
- **EBITDA margin** for the quarter was at **27.5%** as compared to 19.2% in Q4FY24.
- **PAT** for the quarter was **Rs. 627 mn** up 144.2% as compared to PAT of Rs. 257 mn in Q4FY24
- The **PAT margin** for the quarter was at **20.3%** up 892 bps YoY and 380 bps QoQ
- Export for the quarter at **74%**; domestic business at **26%**

Q4FY25 Financial Performance – Key Metrics

Revenue from Operations

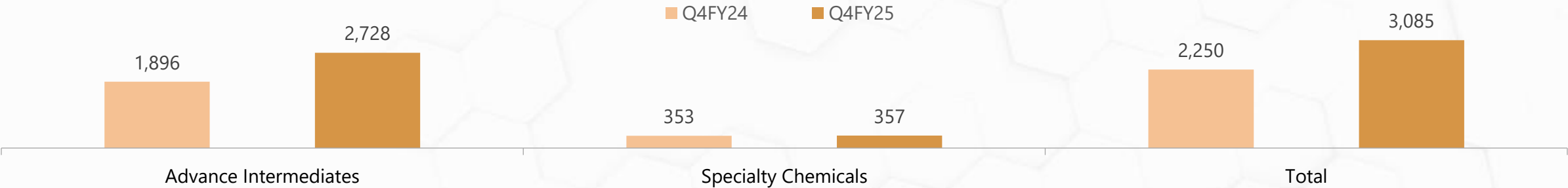
(Rs Mn)

YoY Growth

44.0%

0.8%

37.1%



EBITDA & EBITDA Margin

(Rs Mn)

19.2%

27.5%

432

850

Q4FY24

Q4FY25

EBITDA

EBITDA Margin

PAT

(Rs Mn)

11.4%

20.3%

257

Q4FY24

PAT

627

Q4FY25

PAT Margin

FY25 Financial Performance – Key Metrics

Revenue from Operations

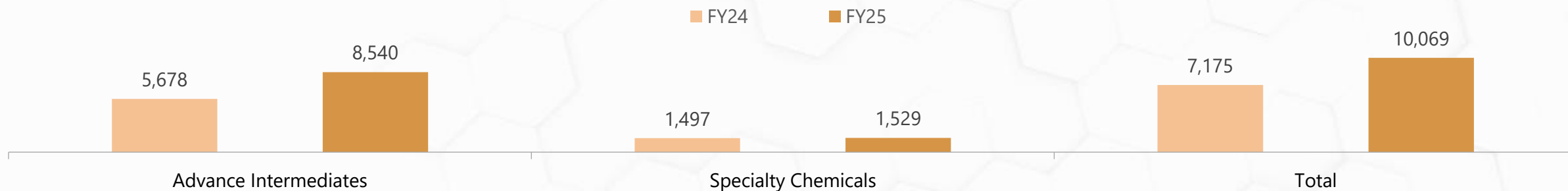
(Rs Mn)

YoY Growth

50.4%

2.2%

40.3%



EBITDA & EBITDA Margin

(Rs Mn)

17.9%

23.0%

1,285

2,321

FY24

FY25

EBITDA

EBITDA Margin

PAT

(Rs Mn)

11.3%

15.9%

808

1,604

FY24

FY25

PAT

PAT Margin

Note: PAT, PAT Margin are adjusted for Exceptional Items.

Q4 & FY25 Financial Performance – P&L Statement

Particulars (Rs. Mn)	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Revenue from Operations	3,085	2,250	37.1%	2,750	12.2%	10,069	7,175	40.3%
COGS	1,625	1,350		1,478		5,522	4,117	
Gross Profit	1,460	900	62.3%	1,272	14.8%	4,547	3,058	48.7%
Gross Margin	47.3%	40.0%		46.2%		45.2%	42.6%	
Employee benefits expenses	233	170		217		837	631	
Other expenses	377	297		368		1,390	1,142	
Total Expenses	2,235	1,818		2,063		7,748	5,890	
EBITDA	850	432	96.8%	687	23.7%	2,321	1,285	80.6%
EBITDA Margin	27.5%	19.2%		25.0%		23.0%	17.9%	
Depreciation and amortization	73	49		63		266	161	
PBIT	777	383	103.0%	623	24.6%	2,055	1,124	82.7%
Finance costs	6	21		7		62	59	
Other Income	58	13		17		169	75	
Exceptional Item	-	-3		-		-	-318	
PBT	828	372	122.7%	633		2,162	822	162.9%
Tax Expense	201	115		179		557	332	
PAT	627	257	144.2%	454	38.0%	1,604	808	98.6%
PAT Margin	20.3%	11.4%		16.5%		15.9%	11.3%	

Note: PAT, PAT Margin are adjusted for Exceptional Items.

Financial Performance over the years – Key Metrics

Revenue from Operations- Growth Trends

(Rs Mn)

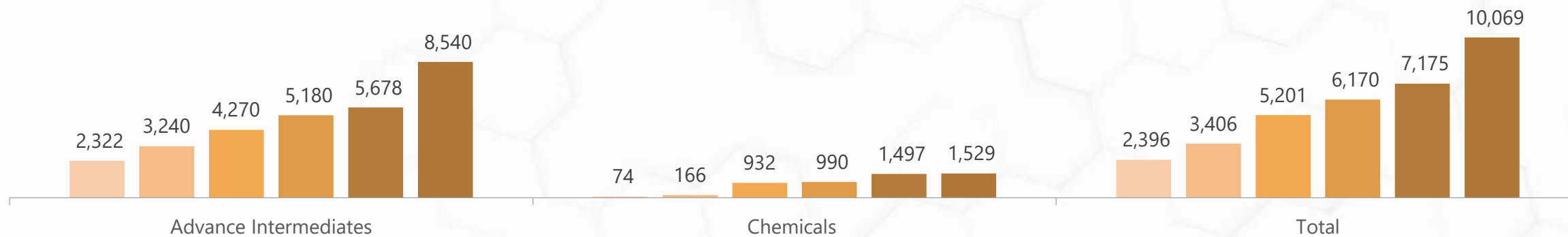
FY20 FY21 FY22 FY23 FY24 FY25

FY20-25 CAGR:

29.8%

83.3%

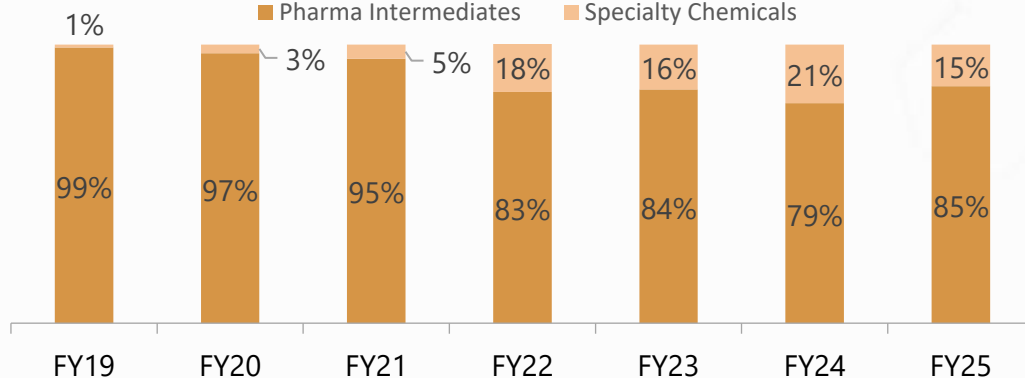
33.3%



Revenue – by Business Verticals

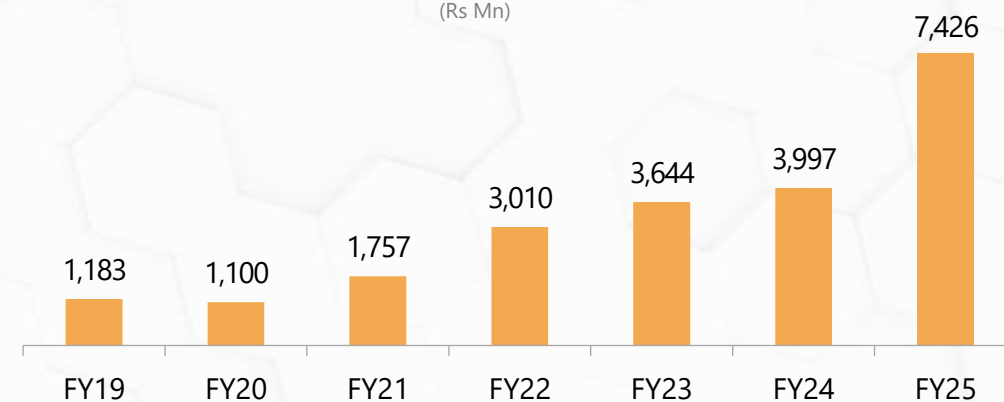
(Rs Mn)

Pharma Intermediates Specialty Chemicals



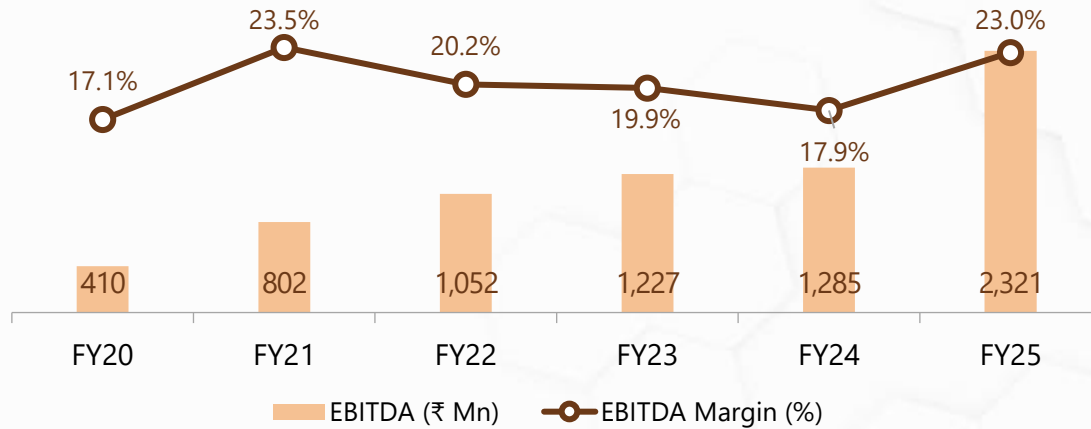
Revenue from exports

(Rs Mn)

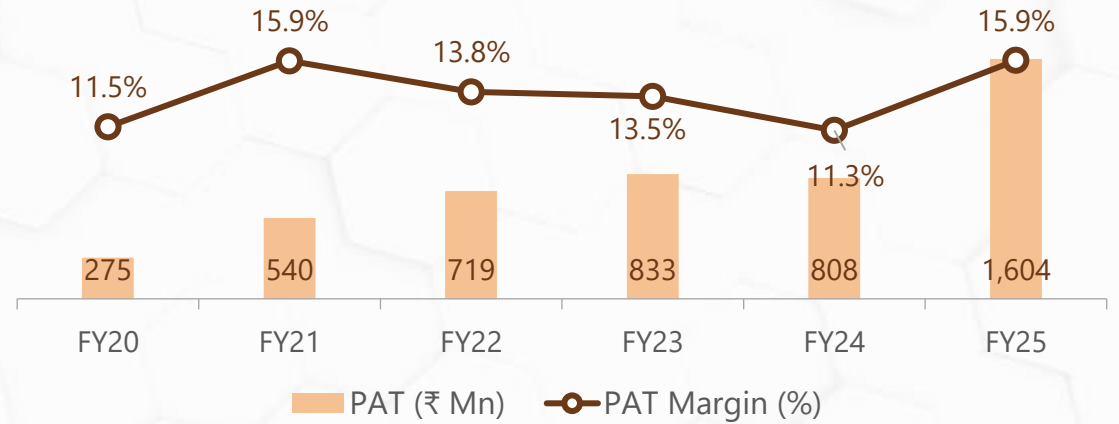


Financial Performance over the years – Key Metrics (cont'd)

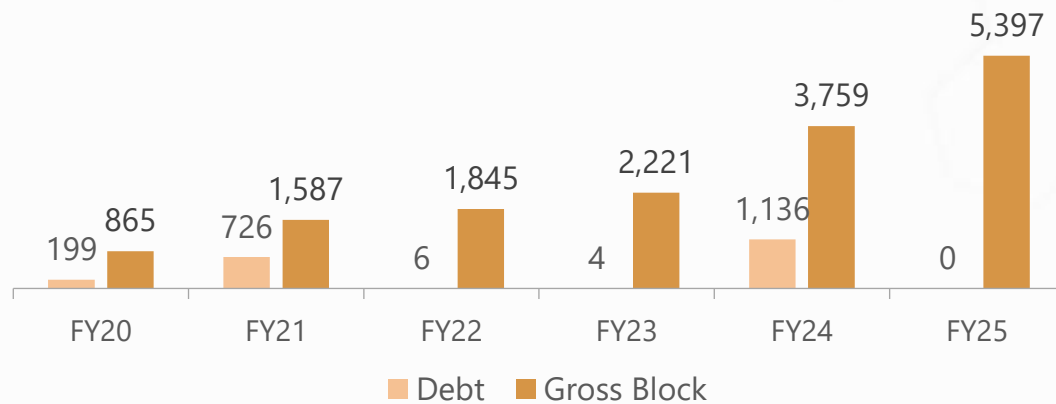
EBITDA and EBITDA Margins (%)



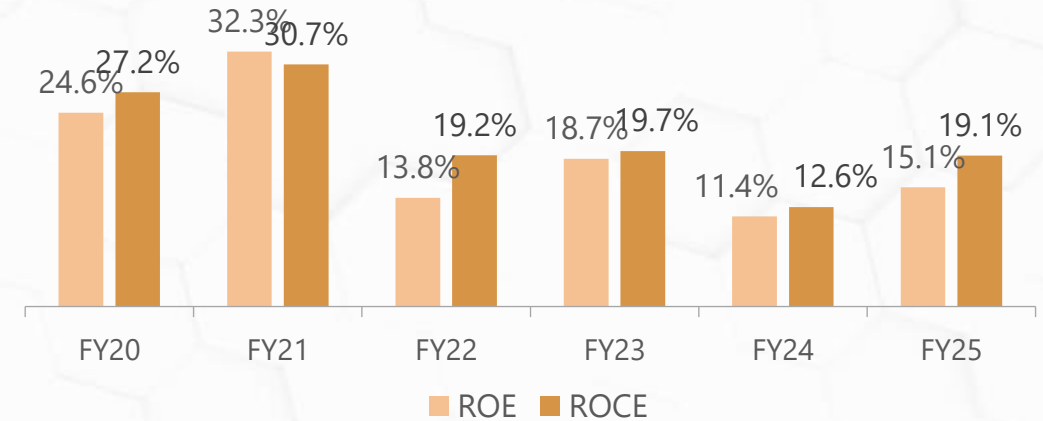
PAT and PAT Margins (%)



Long term Borrowings and Gross Block



Returns Profile



Note: PAT, PAT Margin are adjusted for Exceptional items FY25

#ROE and ROCE adjusted for Cash & Cash Equivalents, Exceptional Items

Financial Performance over the years - Profit and Loss

Particulars (INR mn)	FY21	FY22	FY23	FY24	FY25
Revenue from Operations	3,406	5,201	6,167	7,175	10,069
Other Income	14	28	43	75	169
Total Income	3,420	5,229	6,210	7,250	10,238
Cost of materials consumed	1,749	2,823	3,459	4,402	5,698
Changes in inventories of finished goods, traded goods and work-in-progress	48	(95)	(150)	(285)	(176)
Employee benefits expenses	210	414	488	631	837
Finance cost	56	64	24	59	62
Depreciation and amortisation expenses	42	101	123	161	266
Other expenses	598	1,008	1,144	1,142	1,390
Total Expense	2,703	4,315	5,088	6,110	8,077
Profit before tax and exceptional items	717	914	1,122	1,140	2,162
Exceptional profit / (loss)	-	-	-	(321)	-
Tax expense	177	195	289	332	557
Profit for the year	540	719	833	487	1,604

Financial Performance over the years - Balance Sheet

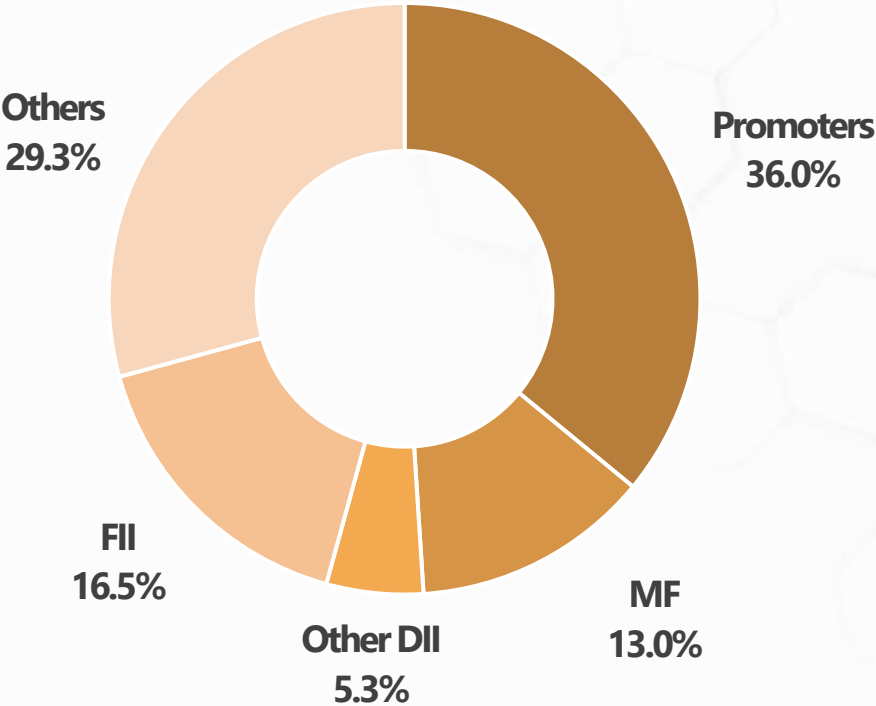
<i>Assets (INR mn)</i>	FY21	FY22	FY23	FY24	FY25
Property, plant and equipment	1,422	1,584	1,844	3,229	4,629
Right of use assets	184	194	374	372	424
Capital work-in-progress	2	30	255	1,254	1,303
Goodwill	-	-	203	568	568
Other intangible assets	257	267	211	103	83
Investments	14	17	17	2	2
Other financial assets	27	108	65	26	49
Current tax assets (net)	-	49	32	25	2
Other non-current assets	64	97	129	447	517
Total non-current assets	1,970	2,346	3,130	6,026	7,577
Inventories	604	1,122	1,192	1,567	1,799
Trade receivables	1,207	1,637	2,303	2,064	2,905
Cash and cash equivalents	27	103	305	297	1,852
Other bank balances	-	893	281	236	637
Loans	3	6	13	16	22
Other current assets	321	481	445	753	701
Total current assets	2,162	4,291	4,571	4,958	7,918
Total assets	4,133	6,589	7,669	10,959	15,493

<i>Equity and Liabilities (INR mn)</i>	FY21	FY22	FY23	FY24	FY25
Shareholder's equity	1,669	5,223	5,939	6,828	13,201
Financial Liabilities	726	6	6	1,136	48
Provisions	44	4	7	13	25
Deferred tax liabilities (net)	33	63	88	130	196
Total non-current liabilities	803	73	101	1,280	269
Borrowings	640	3	30	1,030	82
Trade payables	848	1,184	1,420	1,346	1,560
Other current liabilities	151	46	64	344	135
Provisions	10	60	114	132	245
Current tax liabilities (net)	11	-	-	-	-
Total current liabilities	1,660	1,293	1,628	2,852	2,022
Total liabilities	2,463	1,366	1,730	4,131	2,292
Total equity and liabilities	4,133	6,589	7,669	10,959	15,493

Shareholder Information



Shareholding as on 31st March 2025



Source: BSE

Share Information as on 31st March 2025

NSE Ticker	AMIORG
BSE Ticker	543349
Market Cap (Rs. Cr)	9,991
Shares Outstanding	8,18,68,922
3M ADTV (Shares)*	3,59,646
3M ADTV (Rs. cr)*	80.9
Industry	Specialty Chemicals

*Source: NSE

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

10,238

FY25 Total Revenue
(INR mn)

2,321

FY25 EBITDA
(INR mn)

1,604

FY25 PAT
(INR mn)

~600

Customers

~55

Countries*
(Customer locations)
*Since Inception

74%

Export%
(FY25)

4

Manufacturing
Facilities
(Gujarat, Uttar Pradesh)

1

R&D Facility
State of art in-house R&D facility
recognized by DSIR in Gujarat

Business Segments

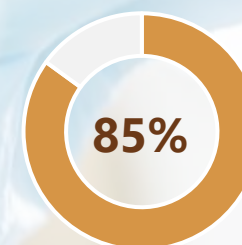


**Advanced Pharmaceutical
Intermediates**

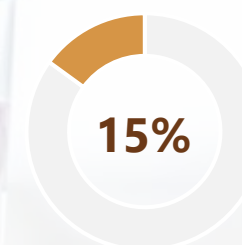


**Specialty
Chemicals**

Revenue Mix (FY25)



**Advanced Pharmaceutical
Intermediates**

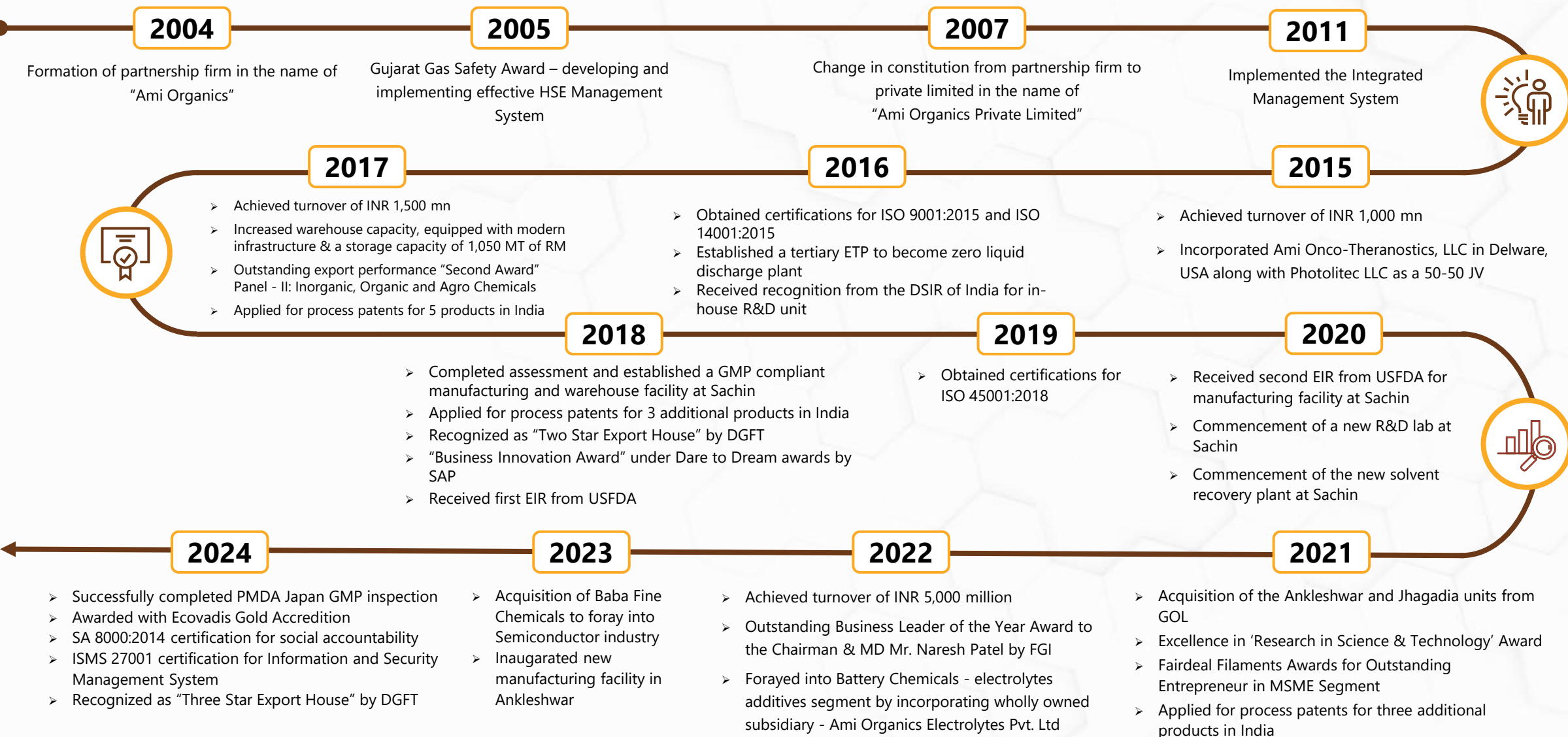


**Specialty
Chemicals**

610+ Products

Invoiced to customers in last 5 years

The Evolution

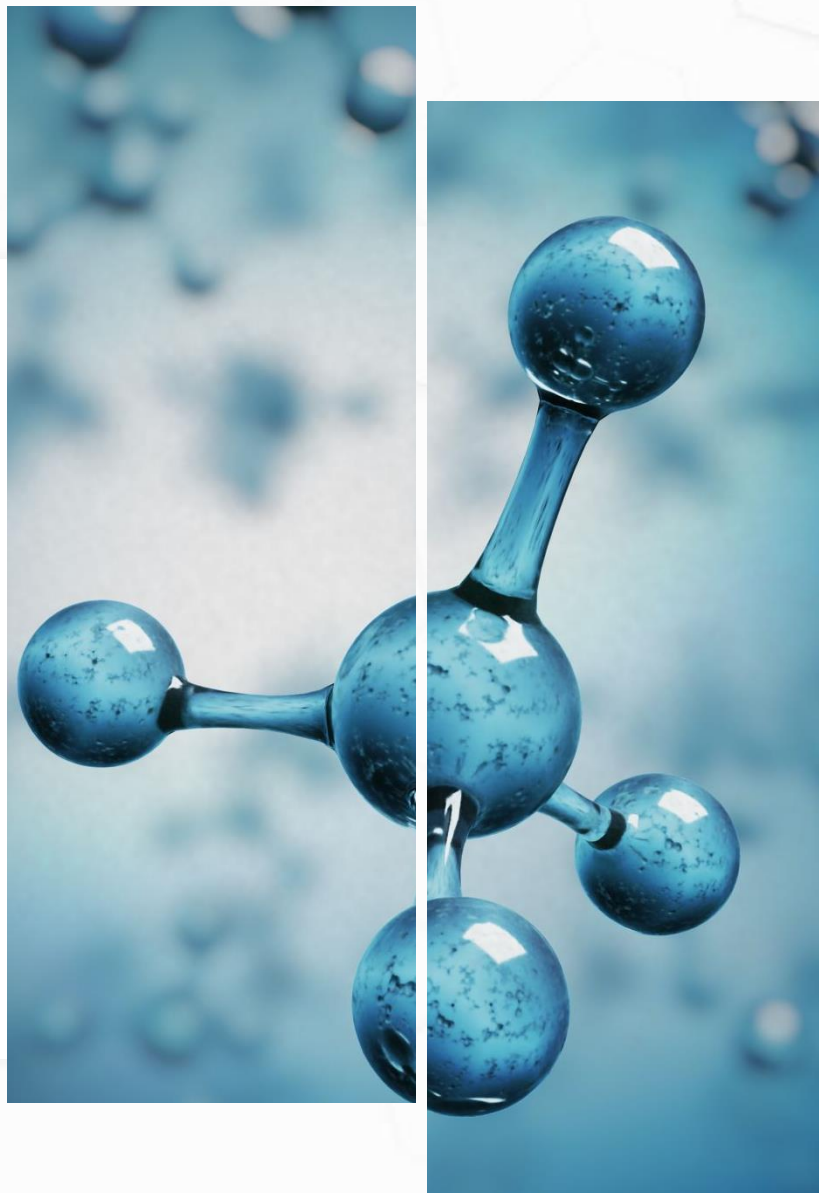


Business Segments



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

~600

Customers

~55

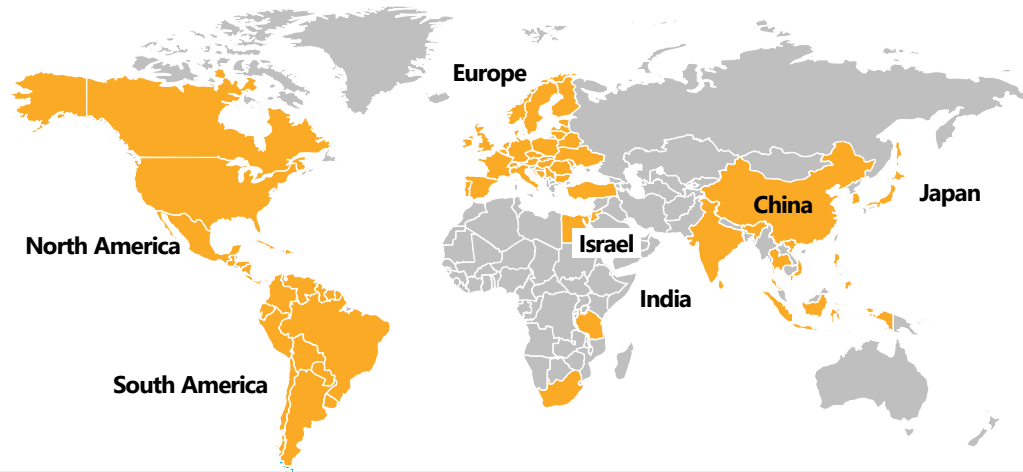
Countries
(customer locations)

30+

Customers associated
since last 10 years

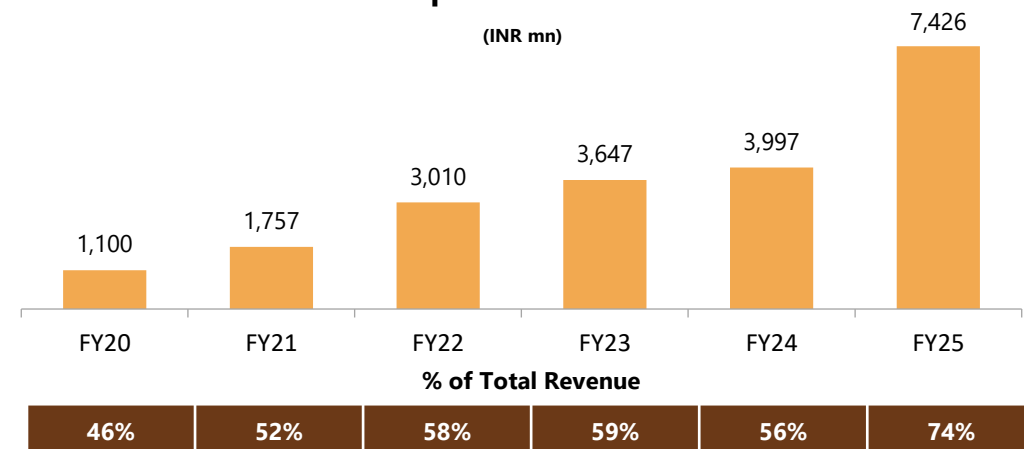
- Well established long-term relations with domestic customers as well as MNCs across large and fast-growing markets
- Diversified customer base
- Long term supply contract with key customers
- Prolonged adherence to stringent client requirements leading to new business from existing customers as well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

Global Customer Base Spread across...



Export Revenue

(INR mn)



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

Advanced Pharma Intermediates (Top Clients)

Generic



Cipla



Innovators



Cosphatec



Lianhetechn

Specialty Chemicals (Top Clients)

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



Note: ETP - Effluent Treatment Plan; SBT - Soil Bio Technology

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.

3 State-of-the-Art Equipment

- Modern fume hood system
- Autoclave
- High vacuum distillation assembly
- Glass reactor assembly, etc.

4 R&D Strategy

R&D team focused on:

- NCE product
- New product development
- Process improvement

5 Team

Specialized team of 130+ members including:

- 15+ Ph.Ds
- 18 Engineers

6 Patents

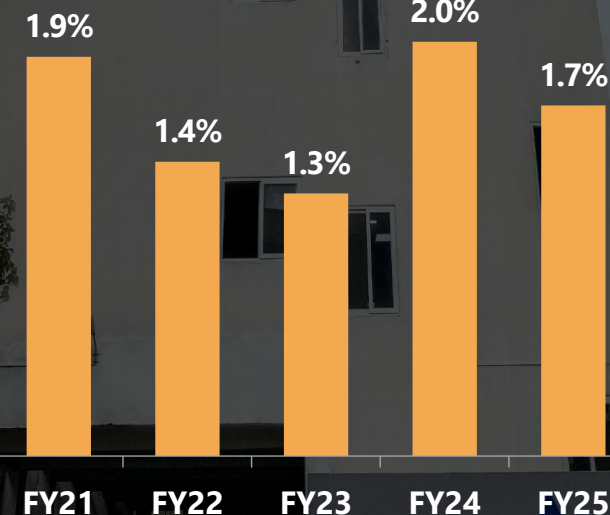
- 15 process patents filed for advanced pharma intermediates:
- 10 patents granted
 - 1 patent published
 - 4 in process of examination

R&D Expenditure

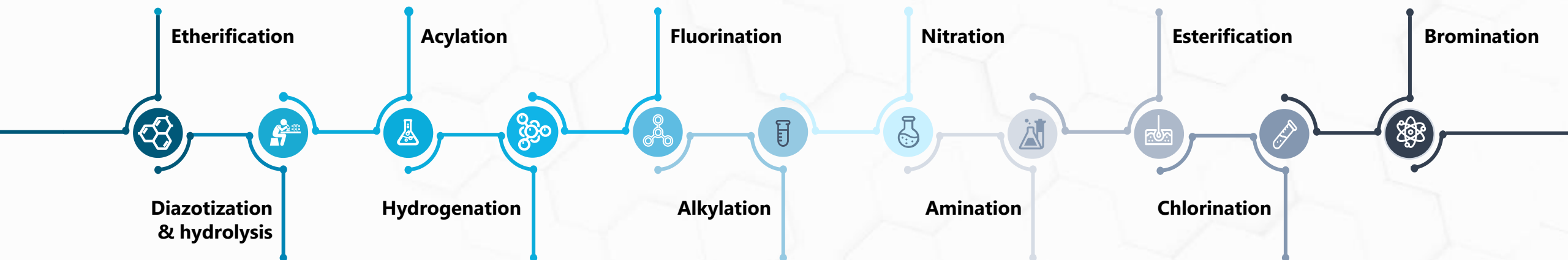
(INR mn)

65	70	77	141	168
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R&D expenditure as % of Revenue from Operations



Our Capabilities in Key Chemistry

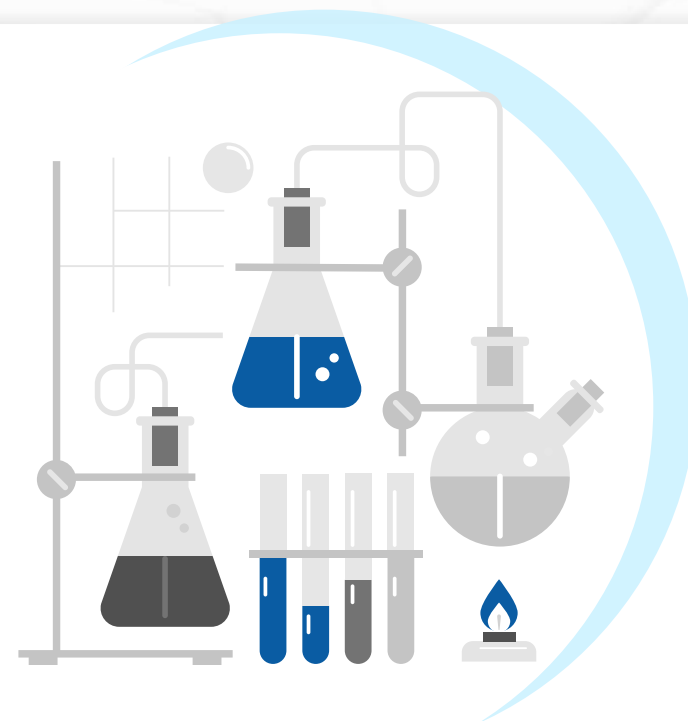


**AMI Organics R&D
Centre in Surat**



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 Chemical 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



Chetankumar Vaghasia

Whole – time Director

Our Leadership

Board of Directors



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



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



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



Diversified Products to Support Future Growth

- A long tail of 610+ products which includes products that are in development or testing phase, some of which have the potential to support our growth in coming years



Diversified Customer Base across Geographies

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



Reputation for Innovative Product Launches Supported by Robust R&D

- First to Market in most of the products
- For a single intermediate, capability to provide product from N-1 to N-12 stage with different routes of synthesis

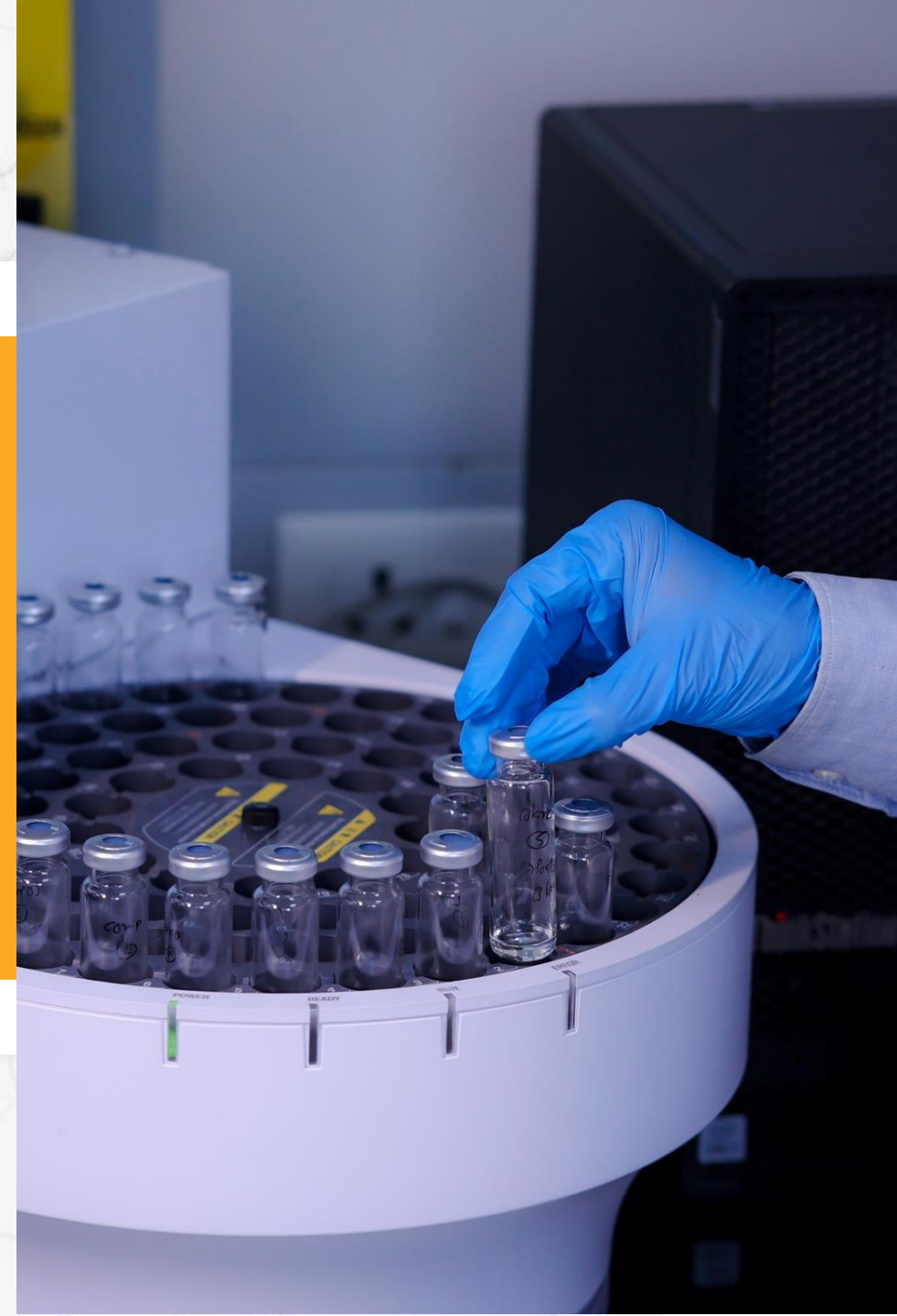


Robust Cost Management / Process Improvements

- ~68% 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



8,540

FY25
Revenue

(INR mn)



17+

Therapeutic
Areas



160+

Customers
in FY25



25+

Countries
(Customer locations)



15

Process Patents

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



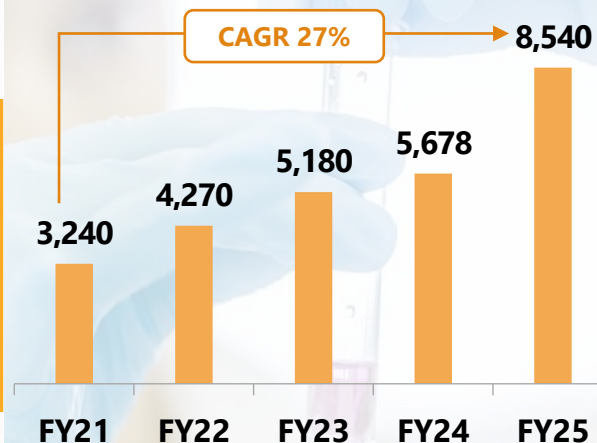
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Manufacturing
Facilities

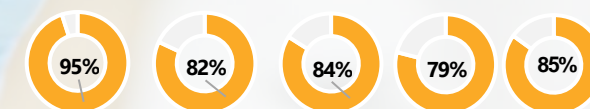
Surat and Ankleshwar, Gujarat
(Ankleshwar plant is under
development)

Historical Business Performance

(INR mn)

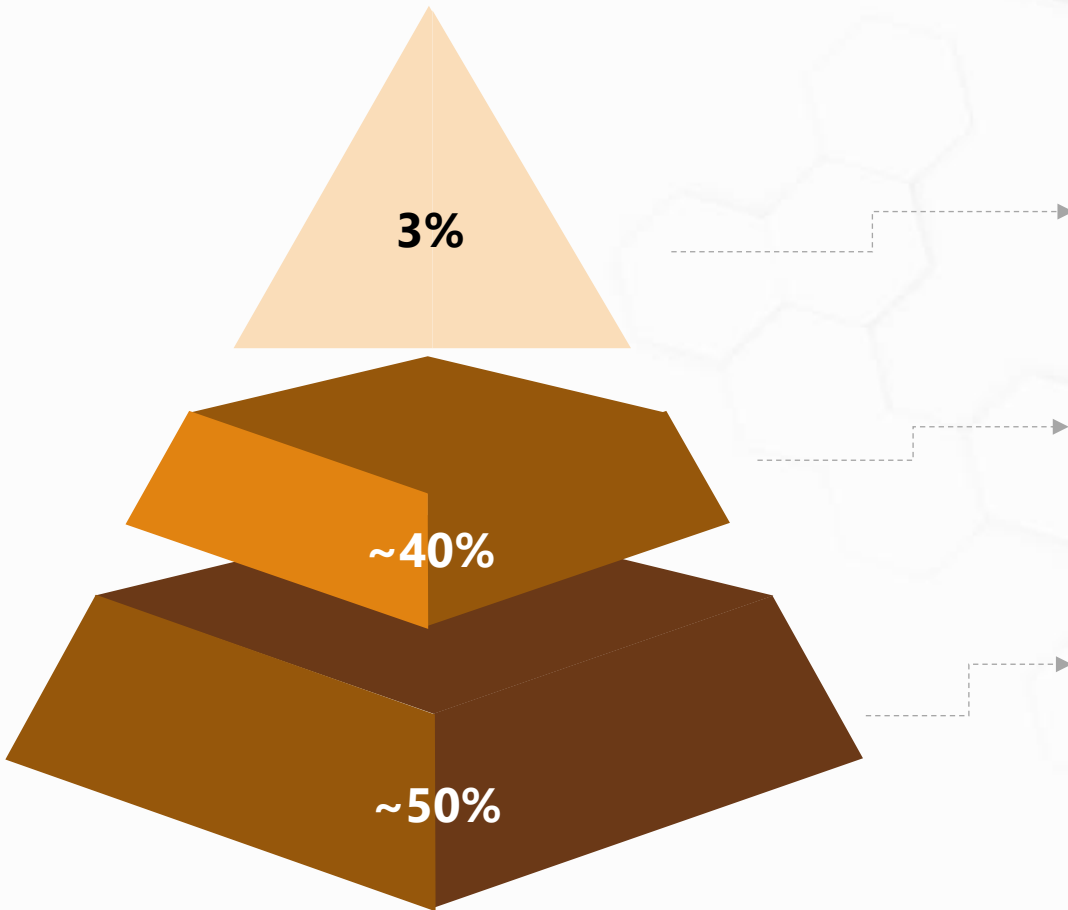


Segment Revenue



Our Business Model – Advanced Intermediates for Pharmaceuticals

Revenue breakup for FY25



CDMO

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



Regulatory market business

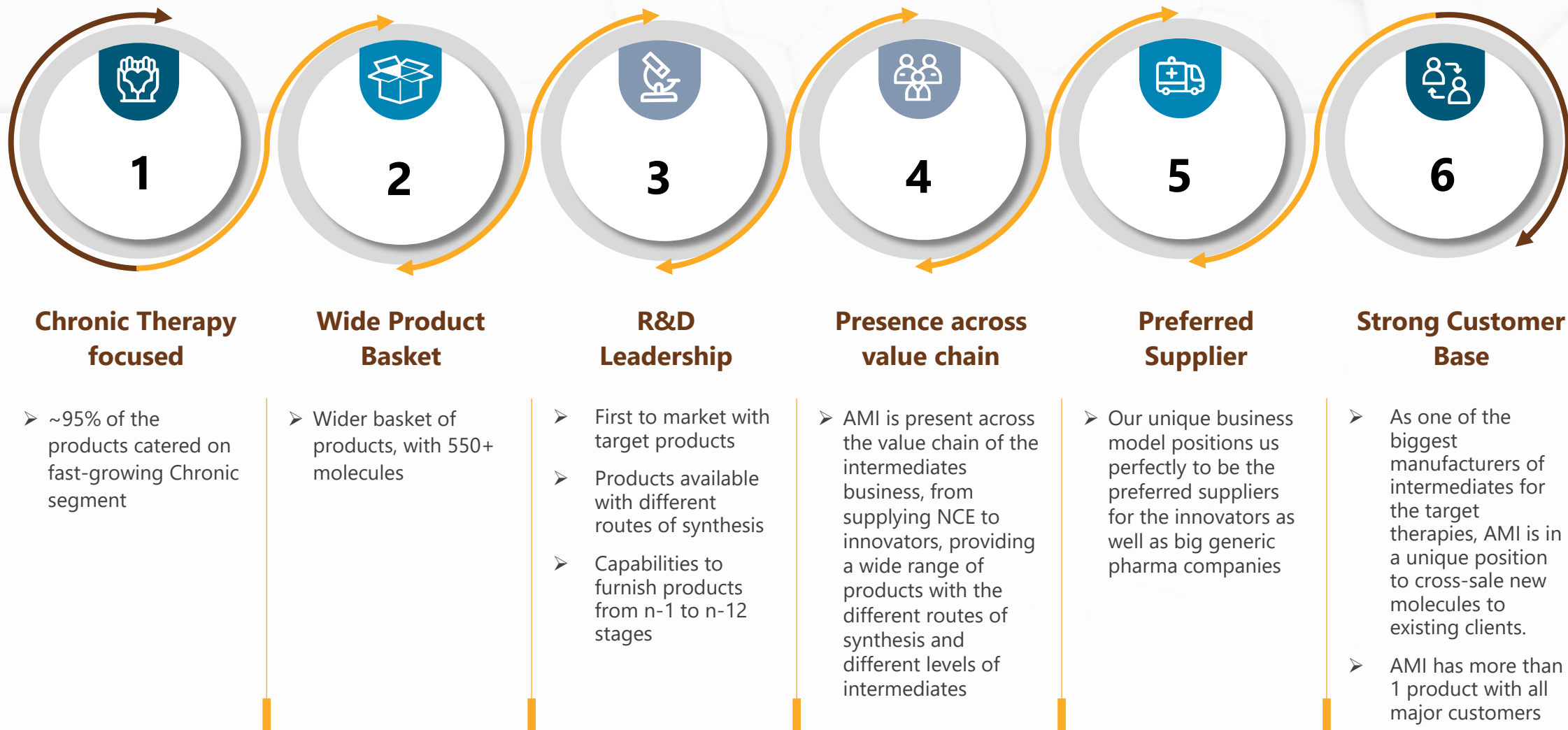
- Supplying NCE molecules to the pharma innovator companies
- Supplying intermediates to the innovator pharma companies for the products under patent
- Supplying intermediates to the innovator pharma companies for the off-patent products



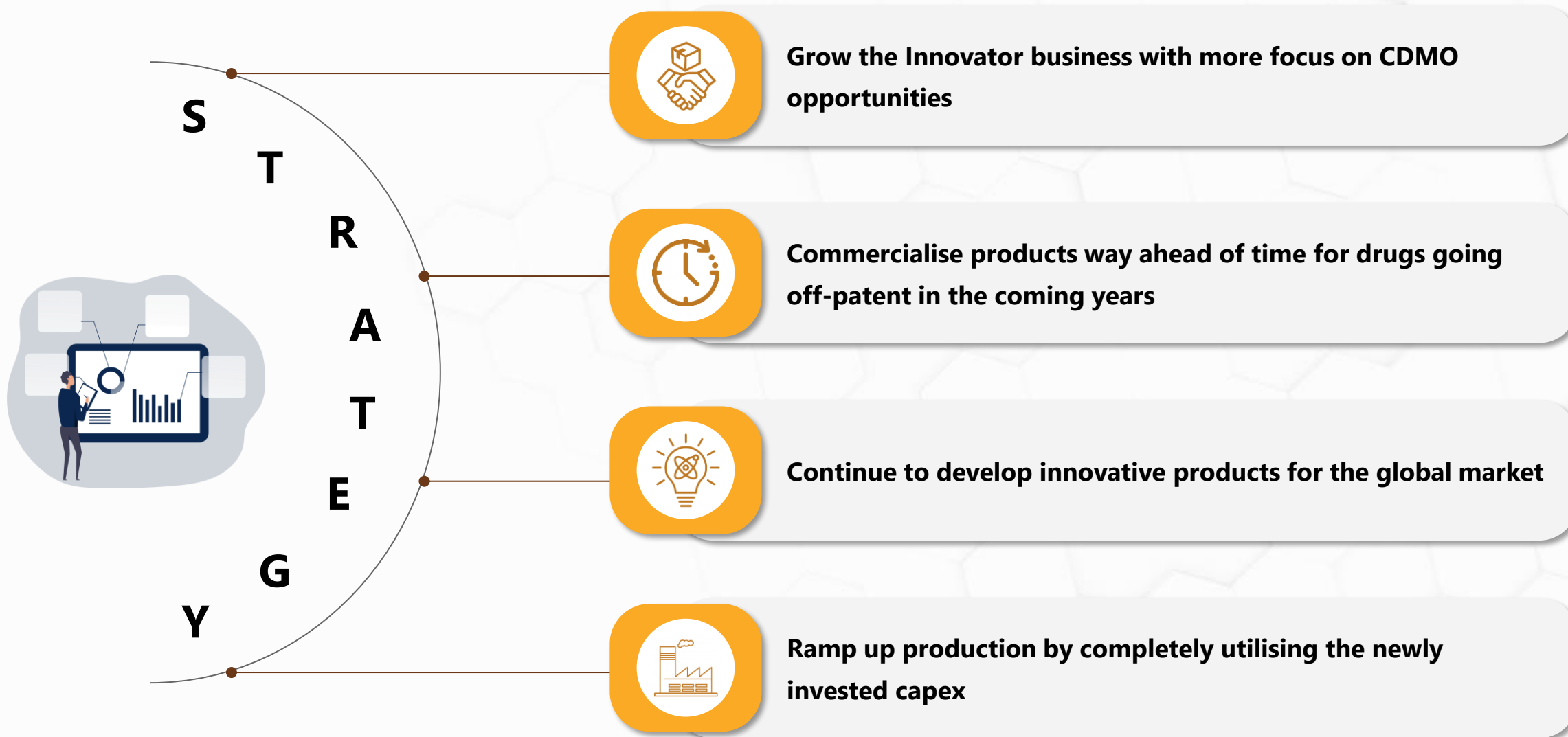
Emerging market business

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

Uniqueness of our business model

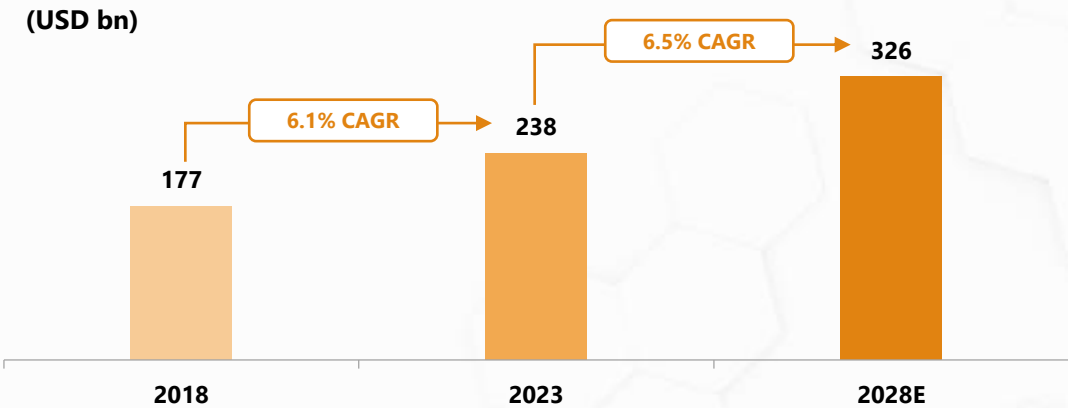


Our Strategy – Advanced Pharmaceutical Intermediates

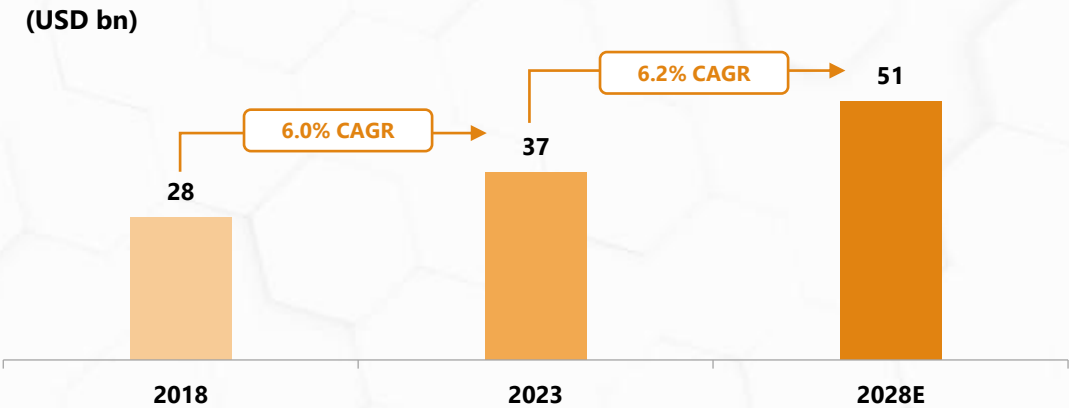


Industry Overview (1/2)

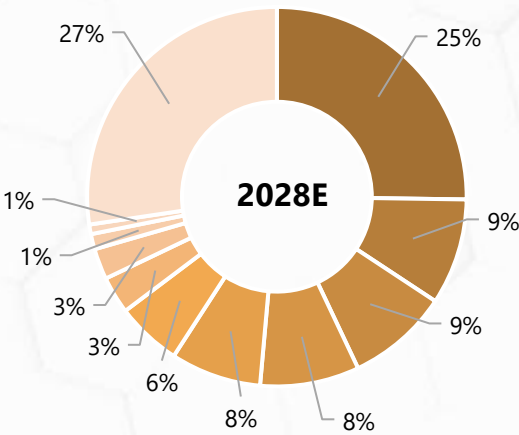
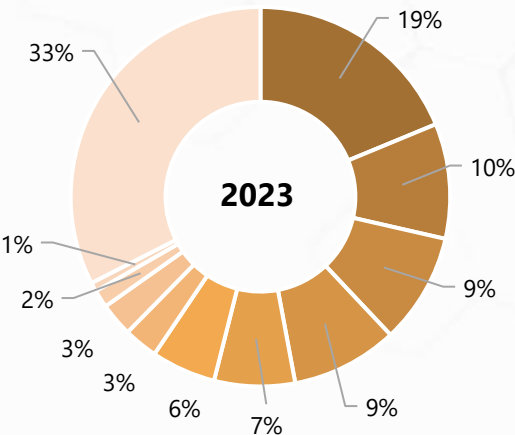
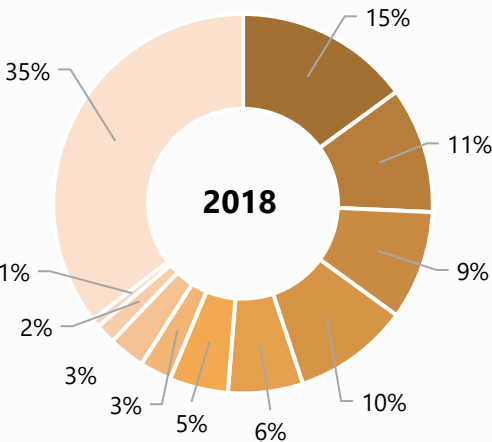
Global API Market



Global Pharmaceutical Intermediates Market



Global API Market Split by Therapy



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

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

4. Specialty Chemicals

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



Speciality Chemicals



1,529
FY25
Revenue
(INR mn)



3
Business
Segments

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



60+
Products



400+
Customers



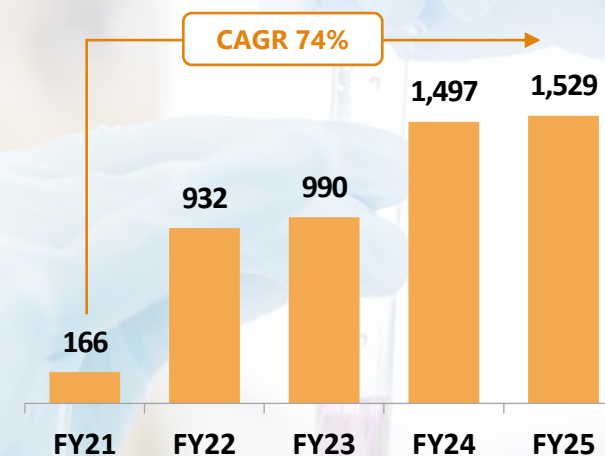
50+
Countries
(Customer locations)



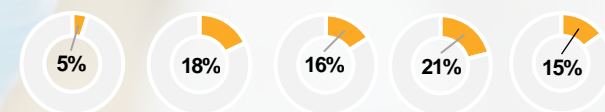
2
Manufacturing
Facilities
Jhagadia, Gujarat and Greater
Noida, Uttar Pradesh

Historical Business Performance

(INR mn)

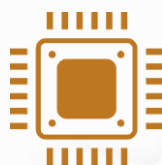


Segment Revenue



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**

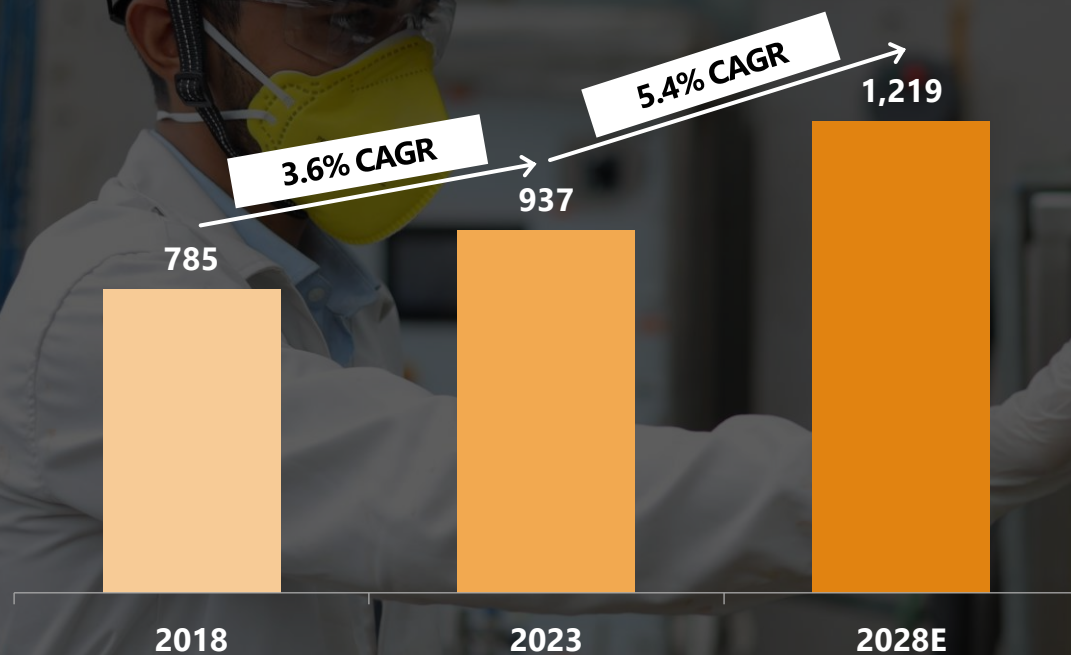


Grow the Battery Chemicals segment –
Electrolyte additives sample approved at plant scale from 6 customers

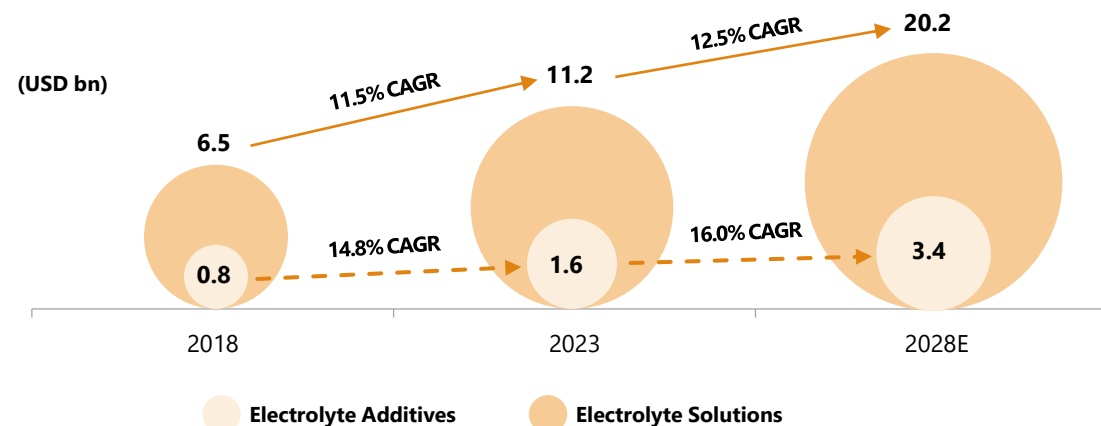
Industry Overview (2/2)

Global Specialty Chemicals Market

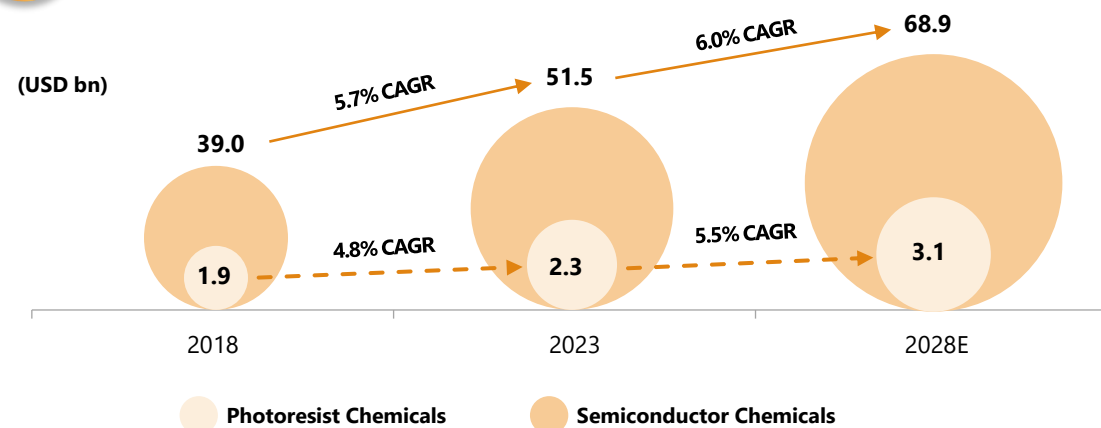
(USD bn)



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

GOLD

EcoVadis rating

16 MW

Renewable energy Project in Progress (11 MW project already commissioned)

One

Plant has Zero Liquid Discharge

54%

Total waste recycled



Social

ZERO

Safety related Incident

100%

Employees covered by social benefits

100%

Employee above minimum wage



Governance

ZERO

Regulatory Compliance Incidents

25%

Women represented in Board of Directors

50%

Board seats held by Independent Directors

ZERO

Cases of Conflict of Interest



SDGs Aligned

Environment



Social



Governance



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