



### Company Profile

Albany Molecular Research, Inc. (AMRI) is a global contract research and manufacturing organization with more than twenty years experience providing customers fully integrated drug discovery, development, and manufacturing services. AMRI supplies a broad range of services and technologies that support the discovery and development of pharmaceutical products and the manufacturing of API and drug product for existing and experimental new drugs. With locations in the United States, Europe, and Asia, AMRI maintains geographic proximity and flexible cost models. AMRI has also historically leveraged its drug-discovery expertise to execute on several internal drug discovery programs, which have progressed to the development candidate stage and in some cases into Phase I clinical development. AMRI has successfully partnered certain programs and is actively seeking to out-license its remaining programs to strategic partners for further development.

### Financial Information

(Market data as of 11/30/11)

<b>Stock Symbol:</b>	AMRI
<b>Share Price:</b>	\$2.29
<b>52 Week Range:</b>	\$2.08-\$6.37
<b>Market Cap:</b>	\$70MM
<b>Shares Outstanding:</b>	30.6 million

### Company Background

- Headquartered in Albany, NY, USA
- Founded in 1991
- IPO in 1999
- Started as chemistry CRO and diversified through organic growth and acquisitions
- Facilities in U.S., Europe & Asia
- 1,400 employees
- 2010 Total Revenues: \$198 million
- December 2010 Cash & equivalents = \$41.5 million

### Analyst Coverage

**Sterne, Agee & Leach, Inc.**  
Greg T. Bolan

## Discovery / Development / Manufacturing

### Investment Highlights

- Global expansion of services platform in India, Singapore and Europe to support growth of client base and revenues
- Unparalleled experience, capacity, and technology platforms to address expanding outsourcing needs of the pharmaceutical and biotech industry
- Seamless technology transfer from preclinical production to commercial production
- Strong operating leverage to support long term operating margin potential
- Fragmented Multi-Billion Dollar Market Potential for each contract services component
- Fully integrated drug discovery capability feeding advanced development to manufacturing
- Proprietary R&D programs create potential royalty, milestone and contract revenue opportunities as evidenced by deals with Bristol-Myers Squibb Co. and Genentech

### Business Model



### Enhancing Revenue Profile



## AMRI's Capabilities

AMRI is the only fully integrated, global contract drug discovery and chemical services provider. The company has unparalleled experience, capacity and flexibility to support clients' needs from the identification of lead compounds via biological screening, through lead optimization chemistry, all the way to drug manufacturing and commercialization.

Target Discovery   Lead Finding   Lead Optimization   Candidate Selection   Pre-Clinical   Phase I   Phase II   Phase III   Product Approval

### Discovery Services

- Medicinal Chemistry
- HTS
- *In Vitro* Biology
- Library Synthesis
- Biocatalysis
- Custom Synthesis
- Natural Products
- Structure ID
- Early ADME

### Development/Small Scale Manufacturing

- Chemical Process Development
- Analytical Development
- Kilo Lab Scale-Up
- Phase I GMP
- Fermentation Development
- Salt & Polymorph Investigations
- Impurity Identification
- Formulation Development

### Large Scale Manufacturing

- Phase II/III API
- Commercial API
- High Value Intermediates
- High Potency
- DEA Regulated API
- Sterile Fill & Finish
- Formulation Manufacturing

## Contract Services

### Discovery Services

AMRI provides extensive resources for drug discovery and lead optimization. At the earliest stages of drug discovery, AMRI helps customers identify biologically active compounds using its *in vitro* biology capabilities for assay development and screening together with its compound libraries. AMRI optimizes the identified lead compounds, applying its fully integrated discovery platform involving medicinal chemistry, DMPK and *in vitro* biology.

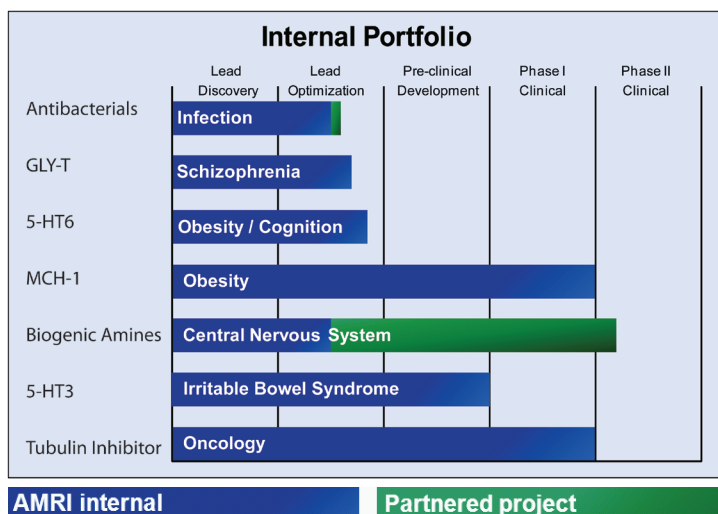
### Development/Small Scale Manufacturing

In order to advance a lead compound through the R&D pipeline, AMRI provides a variety of key pharmaceutical development services to help move compounds into clinical trials. AMRI's capabilities include custom chemical synthesis, scale-up synthesis, process optimization and hazard assessment. AMRI can scale-up compounds for preclinical testing, as well as develop new synthetic routes to target compounds. As a compound enters human clinical trials, AMRI provides cGMP synthesis of active pharmaceutical ingredients and offers a full range of analytical services to bridge the gap from early discovery to clinical trials.

### Large Scale Manufacturing

AMRI's large scale facilities provide manufacturing of active pharmaceutical ingredients (API) and advanced intermediates, sterile drug products, as well as a number of high quality generic APIs. AMRI's FDA-regulated, U.S.-based commercial cGMP facility manufactures a number of customer compounds for both clinical trials and commercial products. Moreover, this facility provides specialized capabilities in the areas of high potency and controlled substance manufacturing. AMRI's production facilities in Europe and Asia provide a reliable and cost-effective supply chain of non-GMP intermediates for the company's U.S. large scale facility.

## Partnering and Out-Licensing Opportunities



## Senior Management

**Thomas E. D'Ambra, Ph.D.**  
Chairman, CEO & President

**Mark T. Frost**  
Senior Vice President, Administration,  
Chief Financial Officer, and Treasurer

**Steven R. Hagen, Ph.D.**  
Vice President, Pharmaceutical  
Development & Manufacturing

**Bruce J. Sargent, Ph.D.**  
Senior Vice President, Drug Discovery

**Lori M. Henderson, Esq.**  
Vice President, General Counsel & Secretary

**Brian D. Russell**  
Vice President, Human Resources

## Recent Announcements

- **January 5, 2012:** AMRI Announces Preferred Provider Agreement with BioPontis Alliance LLC
- **November 9, 2011:** AMRI Announces Supply Agreement with Revolymer®
- **November 7, 2011:** AMRI Announces Collaboration Agreement With Lilly for In-sourced Chemistry Services
- **October 27, 2011:** Creative Antibiotics Signs Agreement with AMRI Regarding Development of Substance Classes and New Substances
- **October 13, 2011:** AMRI Appoints New President, India Operations and New Director of Project Management – Pharmaceutical Services
- **August 18, 2011:** AMRI Receives NIH Contract Award for the Development of Pre-Clinical Drug Candidates to Treat Diseases of the Nervous System
- **May 31, 2011:** AMRI Announces Successful Completion of Phase I Clinical Study of Obesity Compound
- **May 25, 2011:** AMRI to Receive Milestone Payment from Bristol-Myers Squibb for the Initiation of a Phase II Study
- **May 19, 2011:** AMRI to Present Obesity Compound Phase I Clinical Results
- **April 7, 2011:** AMRI Announces Development and Commercial Supply Agreement with Parnell Manufacturing

## Contact Information

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