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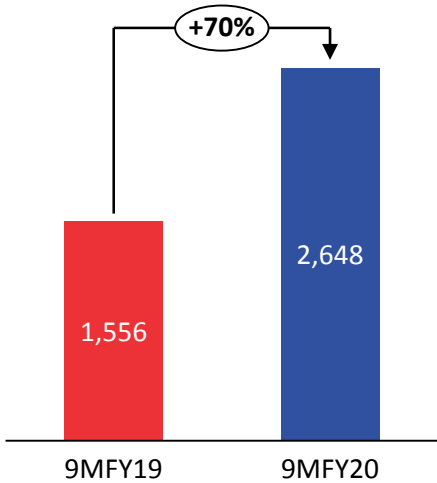


Consolidated Financials

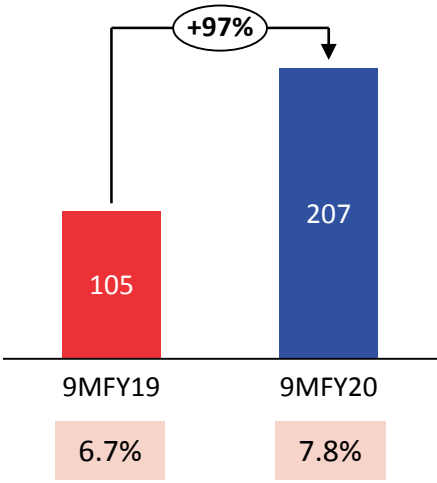
Consolidated Performance*#



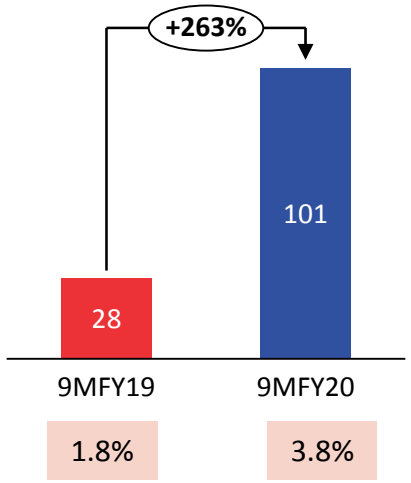
Revenue (Rs. in Crs)



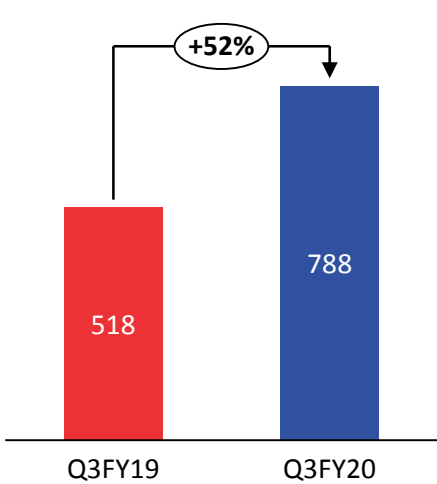
Op. EBIDTA (Rs. in Crs)



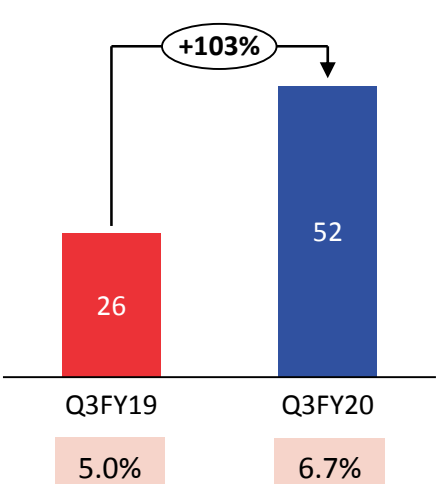
PAT (Rs. in Crs)



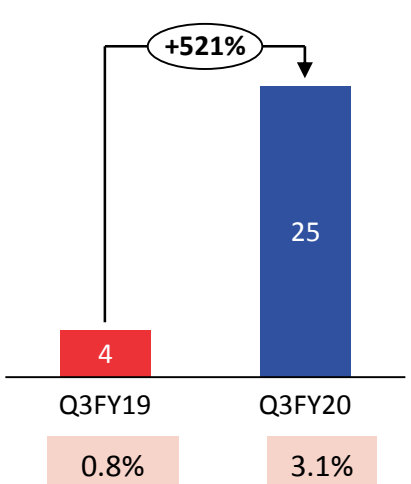
Revenue (Rs. in Crs)



Op. EBIDTA Margins (%)



PAT Margins (%)



- ✓ Revenue for 9MFY20 stands at Rs. 2,648 Crs as compared Rs. 1,556 crs in 9MFY19, **a growth of 70%**
- ✓ Operating EBIDTA for 9MFY20 stood at **Rs. 207 crs, up by 97%** with EBIDTA margins of 7.8%.
- ✓ PAT for 9MFY20 stood at **Rs. 101 crs, up by 263%** with PAT margin of 3.8%.
- ✓ Consolidated Revenue for Q3FY20 stands at Rs. 788 Crs as compared to Rs. 518 Crs in Q3FY19, **a growth of 52%**.
- ✓ Operating leverage due to higher utilization led to an operating EBIDTA **growth of 103% YoY** for Q3FY20. Operating EBIDTA for the quarter stood at Rs. 52 Crs as compared to Rs. 26 Crs in Q3FY19. Operating EBIDTA margins for the quarter stood at 6.7%, a **growth of 167 bps YoY**.
- ✓ PAT for Q3FY20 stood at Rs. 25 Crs as compared to Rs. 4 Crs in Q3FY19, **a growth of 521%**. PAT margins for Q3FY20 stood **at 3.1% up by 238 bps YoY**.

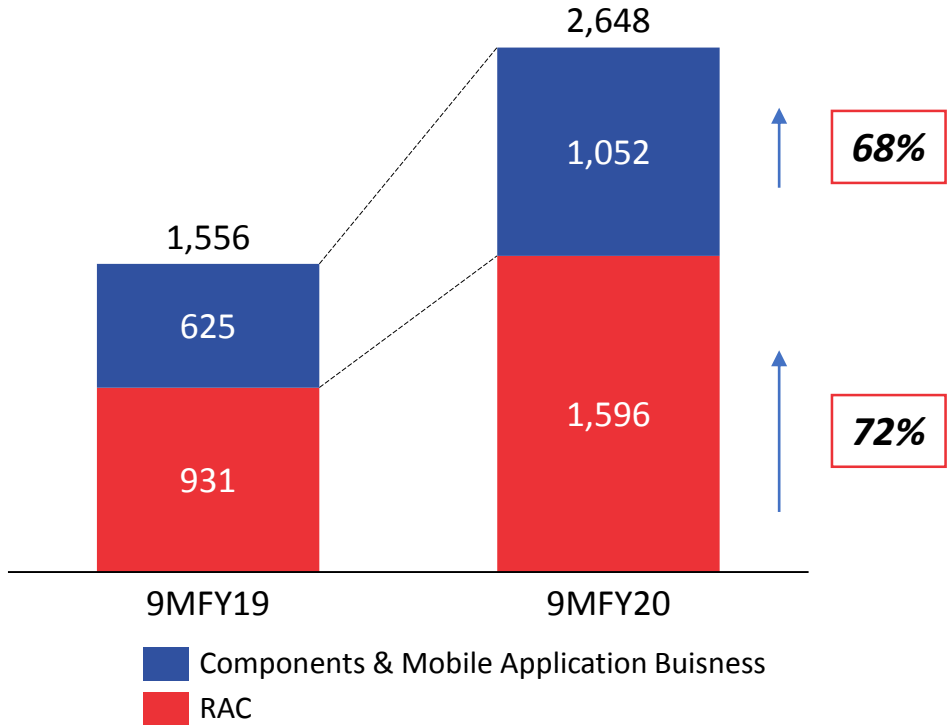
*Q3 & 9MFY20 Financials Post Ind AS 116 impact
#Q3 & 9MFY20 figures includes Sidwal & Ever

Consolidated Revenue Mix & Return Ratios[#]



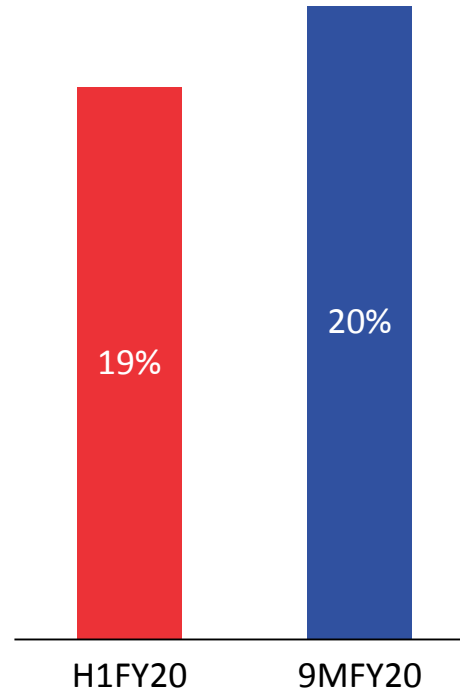
Growth across all Verticals

Rs. In Crs



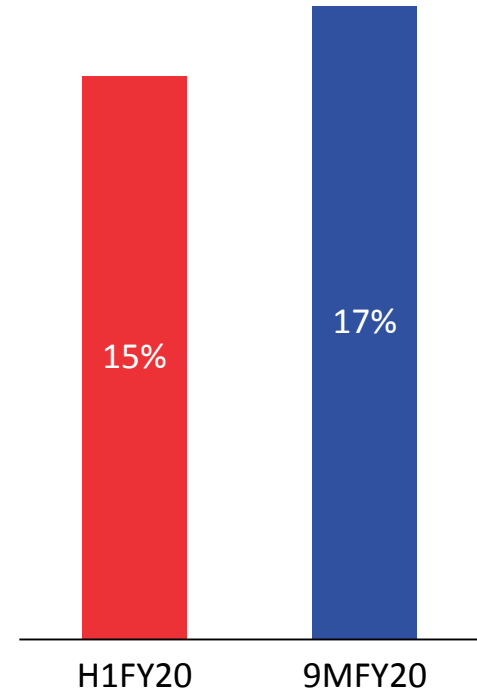
*Our Revenues from “RAC” and “Components & Mobile Applications” business has increased by **72% & 68%** Respectively*

ROCE (%)



We have been witnessing an increasing return ratios and are confident of sustaining the same going forward

ROE (%)



[#]9MFY20 figures includes Sidwal & Ever

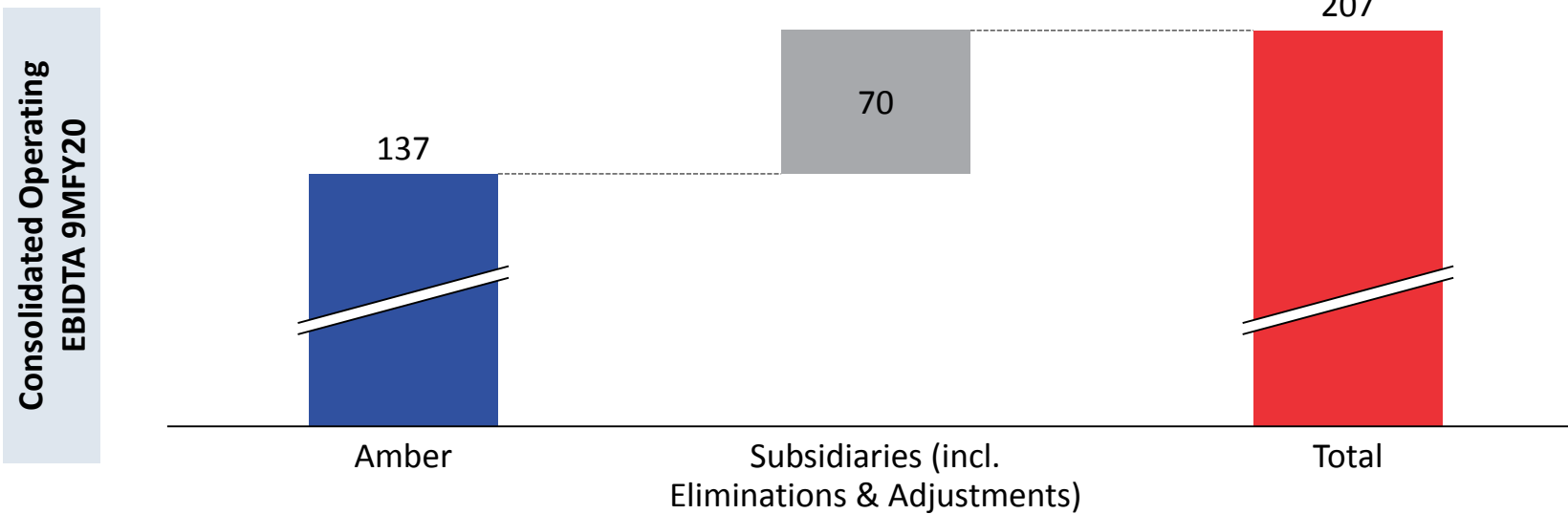
ROCE=EBIT/Average Capital Employed

EBIT Calculated on TTM basis; Capital Employed = Shareholders Funds + Net Debt

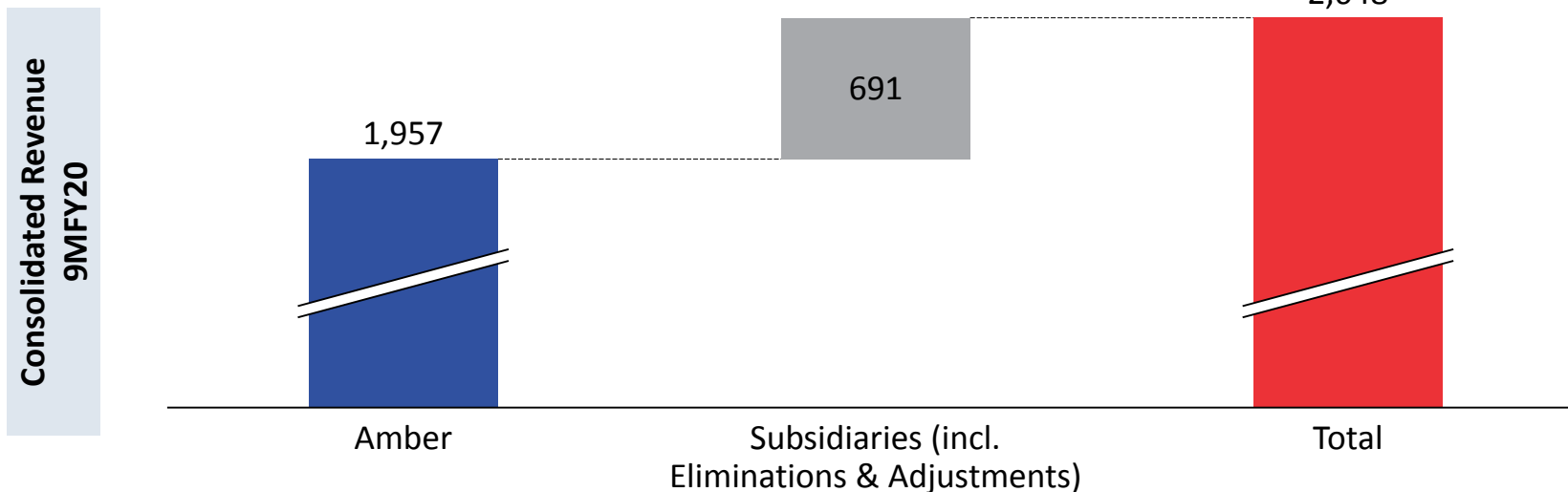
Consolidated Operating EBIDTA & Revenue Build-up*#



Rs. In Crs



Better operating leverage due to increased utilization & robust performance in our subsidiaries has increased our consolidated margins to 7.8%. Consolidated Operating EBIDTA for the nine months FY20 stands at Rs. 207 crs



We have witnessed robust growth across all are verticals & subsidiaries. We remain optimistic on the industry growth and are confident of outperforming industry growth going forward

*9MFY20 Financials Post Ind AS 116 impact
#9MFY20 figures includes Sidwal & Ever

Consolidated Profit & Loss Statement*#



| Particulars (Rs in Crs) | Q3FY20 | Q3FY19 | YoY (%) | 9MFY20 | 9MFY19 | YoY (%) | FY19 |
|---|-------------|-------------|----------------|--------------|--------------|----------------|--------------|
| Revenue from Operations | 788 | 518 | 52% | 2,648 | 1,556 | 70% | 2,752 |
| Raw Material | 654 | 442 | | 2,206 | 1,313 | | 2,313 |
| Employee Expenses | 27 | 13 | | 76 | 42 | | 59 |
| Other Expenses (Excluding forex Gain/Loss) | 55 | 37 | | 159 | 97 | | 167 |
| Total Expenses | 736 | 492 | | 2,440 | 1,451 | | 2,539 |
| Operating EBITDA (After adjusting forex) | 52 | 26 | 103% | 207 | 105 | 98% | 213 |
| Operating EBITDA Margins (%) | 6.7% | 5.0% | 167 bps | 7.8% | 6.7% | 110 bps | 7.7% |
| Depreciation & Amortization | 21 | 16 | | 63 | 46 | | 62 |
| Other Income (Including forex Gain/Loss) | 4 | 3 | | 8 | 0 | | 10 |
| EBIT | 35 | 13 | | 153 | 59 | | 161 |
| Finance Cost | 11 | 6 | | 32 | 17 | | 25 |
| PBT | 24 | 7 | | 121 | 42 | | 136 |
| Tax | -0 | 3 | | 19 | 14 | | 41 |
| PAT | 25 | 4 | 521% | 101 | 28 | 263% | 95 |
| PAT % | 3.1% | 0.8% | 238 bps | 3.8% | 1.8% | 203 bps | 3.4% |
| EPS | 7.89 | 1.27 | | 32.22 | 8.89 | | 30.14 |

Consolidated Balance Sheet



| Particulars (Rs in Crs.) | 30-Sep-19 | 31-Mar-19 |
|---|----------------|----------------|
| Non-Current Assets | 1,186.8 | 891.0 |
| Property, plant and equipment | 712.3 | 651.1 |
| Capital work-in-progress | 7.1 | 8.9 |
| Goodwill | 139.6 | 66.9 |
| Other intangible assets | 210.2 | 91.5 |
| Intangible assets under development | 41.0 | 24.8 |
| Financial assets | | |
| (i) Investments | | - |
| (ii) Loans | 13.5 | 11.6 |
| (iii) Other financial assets | 5.4 | 2.1 |
| Non-current tax assets (net) | 28.6 | 8.7 |
| Deferred tax assets (net) | 7.5 | 3.1 |
| Other non-current assets | 21.7 | 22.3 |
| Current Assets | 1,004.9 | 1,482.9 |
| Inventories | 473.2 | 560.6 |
| Financial assets | | 0.0 |
| (i) Trade receivables | 384.9 | 787.2 |
| (ii) Cash and cash equivalents | 37.9 | 40.1 |
| (iii) Bank balances other than (ii) above | 6.0 | 4.5 |
| (iv) Loans | 15.9 | 13.1 |
| (v) Other financial assets | 38.5 | 46.2 |
| Other current assets | 48.6 | 31.1 |
| Assets classified as held for sale | 2.5 | 0.0 |
| Total Assets | 2,194.2 | 2,373.9 |

| Particulars (Rs in Crs.) | 30-Sep-19 | 31-Mar-19 |
|---------------------------------------|----------------|----------------|
| Equity | 1,081.3 | 1,005.1 |
| Equity share capital | 31.4 | 31.4 |
| Other equity | 1,027.3 | 954.7 |
| Non controlling interest | 22.5 | 19.0 |
| Non-Current Liabilities | 390.5 | 220.6 |
| Financial liabilities | | |
| (i) Borrowings | 174.9 | 141.2 |
| (ii) Lease liabilities | 12.0 | 2.1 |
| (iii) Other financial liabilities | 87.7 | 22.3 |
| Provisions | 9.9 | 5.8 |
| Deferred tax liabilities (net) | 103.9 | 46.9 |
| Other non-current liabilities | 2.2 | 2.3 |
| Current liabilities | 722.4 | 1,148.1 |
| Financial liabilities | | |
| (i) Borrowings | 189.1 | 89.5 |
| (ii) Trade payables | 426.2 | 940.7 |
| (iii) Lease liabilities | 3.7 | 3.4 |
| (iv) Other financial liabilities | 63.0 | 53.6 |
| Other current liabilities | 23.3 | 52.4 |
| Provisions | 1.3 | 0.5 |
| Current tax liabilities (net) | 15.8 | 8.0 |
| Total Equity & Liabilities | 2,194.2 | 2,373.9 |



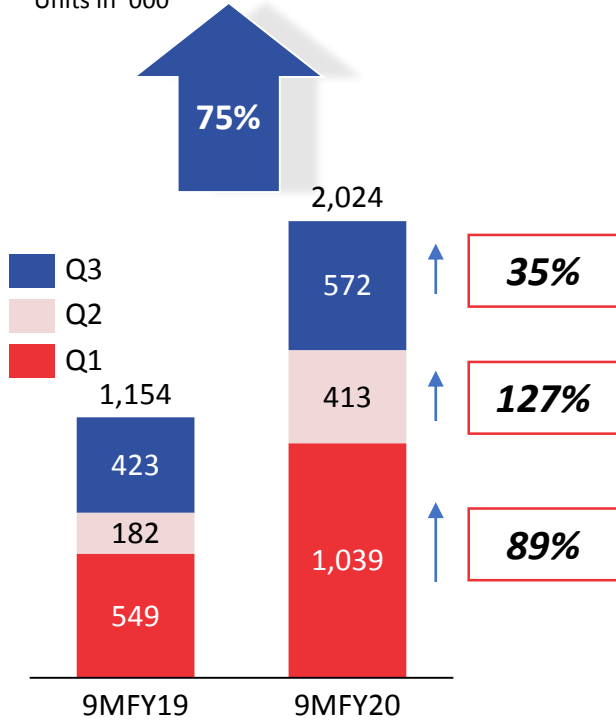
Standalone Financials

Standalone Performance Snapshot*



RAC Sales in Volumes

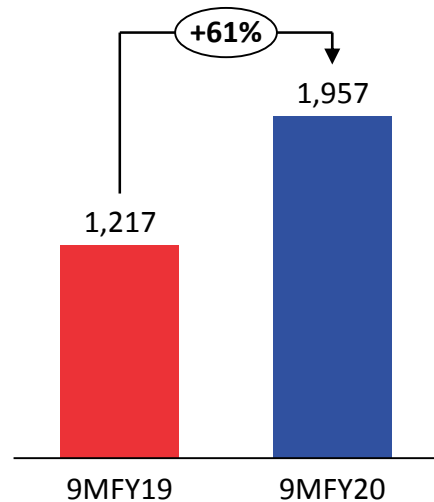
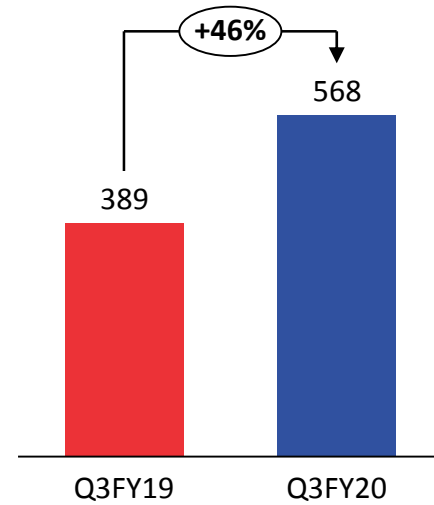
Units in '000



Addition of New Customers, Industry Growth & Increase in Demand/Share of Business in exiting customer has led to substantial increase in volumes by **75%** YoY for 9MFY20

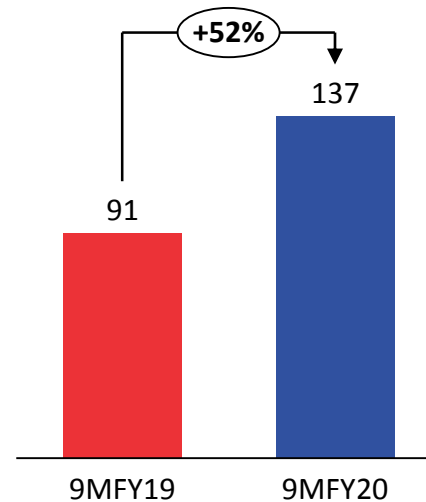
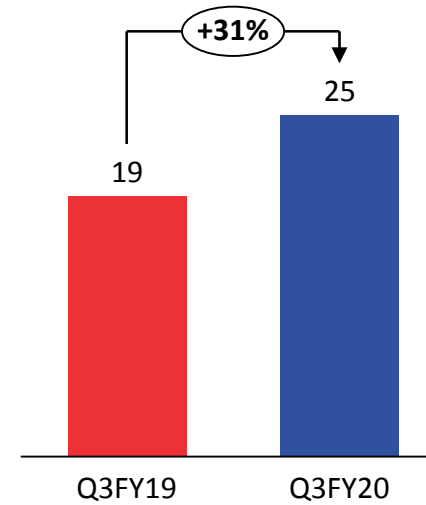
Revenue

Rs. In Crs



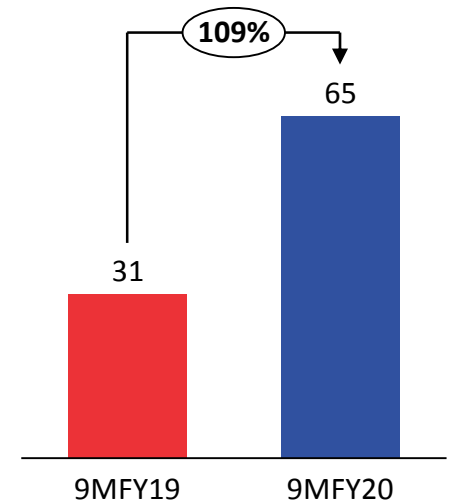
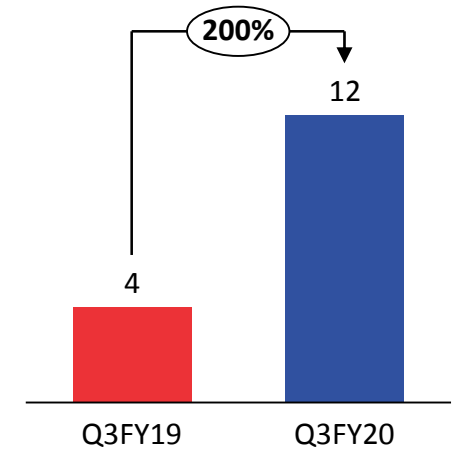
Operating EBIDTA

Rs. In Crs



PAT

Rs. In Crs



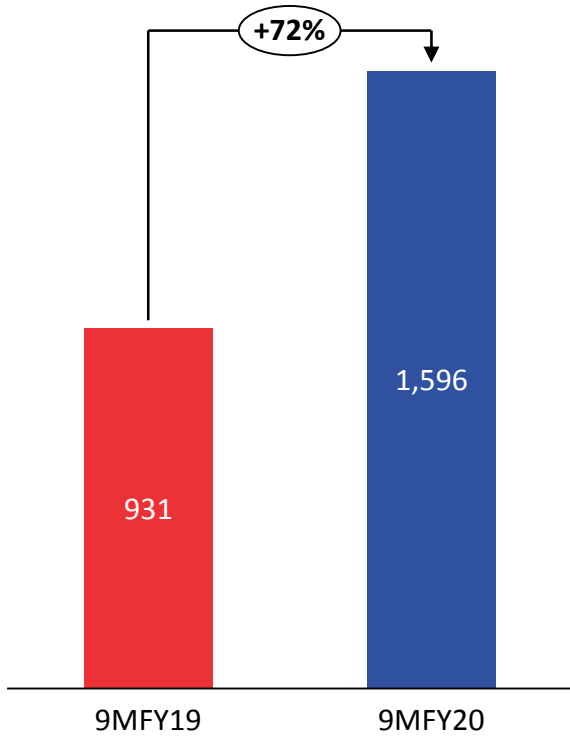
*Q3 & 9MFY20 Financials Post Ind AS 116 impact

Segment wise Revenue Break-up

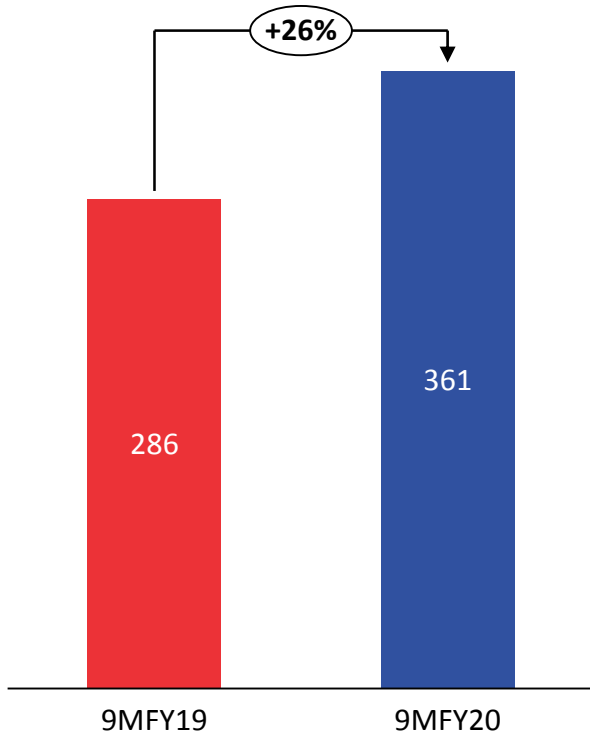


Rs. In Crs

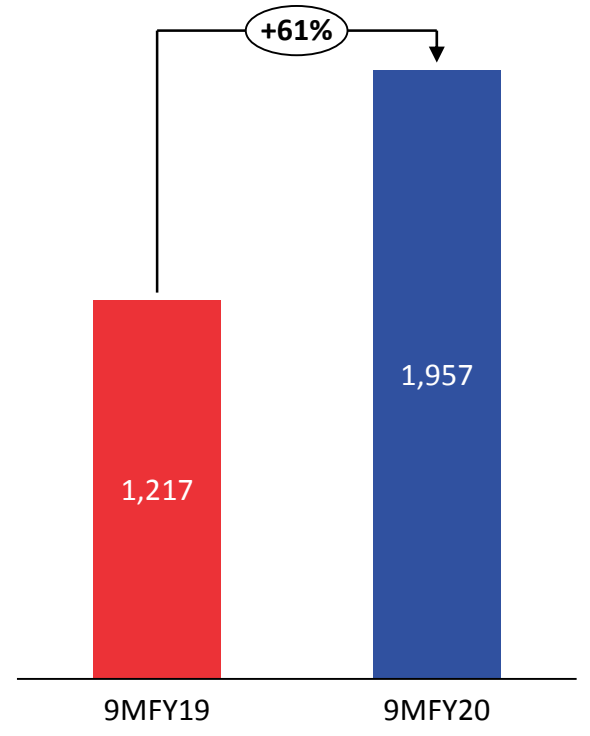
RAC Revenue



Component Business



Total Revenue



+

=

Standalone Profit & Loss Statement*



| Particulars (Rs in Crs) | Q3FY20 | Q3FY19 | YoY (%) | 9MFY20 | 9MFY19 | YoY (%) | FY19 |
|---|-------------|-------------|----------------|--------------|--------------|----------------|--------------|
| Revenue from Operations | 568 | 389 | 46% | 1,957 | 1,217 | 61% | 2,188 |
| Raw Material | 492 | 335 | | 1,676 | 1,025 | | 1,832 |
| Employee Expenses | 13 | 10 | | 37 | 29 | | 40 |
| Other Expenses (Excluding forex Gain/Loss) | 38 | 25 | | 106 | 72 | | 128 |
| Total Expenses | 542 | 370 | - | 1,819 | 1,127 | | 2,000 |
| Operating EBITDA (After adjusting forex) | 25 | 19 | 31% | 137 | 91 | 52% | 188 |
| Operating EBIDTA Margins (%) | 4.4% | 5.0% | -51 bps | 7.0% | 7.4% | -41 bps | 8.6% |
| Depreciation & Amortization | 16 | 12 | | 45 | 37 | | 50 |
| Other Income (Including forex Gain/Loss) | 4 | 3 | | 6 | -1 | | 9 |
| EBIT | 13 | 10 | | 99 | 54 | | 148 |
| Finance Cost | 7 | 3 | | 22 | 10 | | 15 |
| PBT | 6 | 7 | | 77 | 44 | | 133 |
| Tax | -5 | 3 | | 12 | 13 | | 40 |
| PAT | 12 | 4 | 200% | 65 | 31 | 109% | 93 |
| PAT % | 2.0% | 1.0% | 104 bps | 3.3% | 2.5% | 76 bps | 4.2% |
| EPS | 3.67 | 1.22 | | 20.58 | 9.85 | | 29.42 |

*Q3 & 9MFY20 Financials Post Ind AS 116 impact

Standalone Balance Sheet



| Particulars (Rs in Crs.) | 30-Sep-19 | 31-Mar-19 |
|---|---------------|---------------|
| Non-Current Assets | 994.9 | 744.5 |
| Property, plant and equipment | 535.3 | 502.8 |
| Capital work-in-progress | 5.9 | 7.5 |
| Investment Property | 4.3 | 4.3 |
| Other intangible assets | 59.9 | 67.1 |
| Intangible assets under development | 31.9 | 17.6 |
| Financial assets | | |
| (i) Investments | 323.2 | 111.2 |
| (ii) Loans | 11.0 | 10.1 |
| (iii) Other financial assets | 0.7 | 2.1 |
| Non-current tax assets (net) | 1.4 | 0.0 |
| Other non-current assets | 21.5 | 21.8 |
| Current Assets | 779.9 | 1339.3 |
| Inventories | 378.8 | 483.7 |
| Financial assets | | |
| (i) Trade receivables | 290.3 | 731.9 |
| (ii) Cash and cash equivalents | 35.8 | 37.7 |
| (iii) Bank balances other than (ii) above | 4.1 | 4.4 |
| (iv) Loans | 9.9 | 12.8 |
| (v) Other financial assets | 38.5 | 46.1 |
| Other current assets | 22.6 | 22.6 |
| Assets classified as held for sale | 2.0 | |
| Total Assets | 1776.8 | 2083.8 |

| Particulars (Rs in Crs.) | 30-Sep-19 | 31-Mar-19 |
|---------------------------------------|----------------|----------------|
| Equity | 1,028.2 | 975.2 |
| Equity share capital | 31.4 | 31.4 |
| Other equity | 996.8 | 943.8 |
| Non-Current Liabilities | 261.3 | 141.4 |
| Financial liabilities | | |
| (i) Borrowings | 141.5 | 102.1 |
| (ii) Lease liabilities | 10.0 | 0.2 |
| (iii) Other financial liabilities | 65.8 | 0.4 |
| Provisions | 4.5 | 4.0 |
| Deferred tax liabilities (net) | 37.4 | 32.5 |
| Other non-current liabilities | 2.2 | 2.3 |
| Current liabilities | 487.3 | 967.1 |
| Financial liabilities | | |
| (i) Borrowings | 114.4 | 54.0 |
| (ii) Trade payables | 320.2 | 821.0 |
| (iii) Lease liabilities | 3.6 | 3.3 |
| (iv) Other financial liabilities | 36.3 | 36.0 |
| Other current liabilities | 12.3 | 46.0 |
| Provisions | 0.6 | 0.4 |
| Current tax liabilities (net) | 0.0 | 6.4 |
| Total Equity & Liabilities | 1,776.8 | 2,083.8 |

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