



Date: 16 May 2023

To
Secretary
Listing Department

To
Secretary
Listing Department

BSE Limited

Department of Corporate Services Phiroze
Jeejeebhoy Towers Dalal Street, Mumbai – 400 001
Scrip Code : 540902
ISIN : INE371P01015

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,
Mumbai – 400 050
Scrip Code : AMBER
ISIN : INE371P01015

Dear Sir/Ma'am,

Subject: Investor Presentation on the Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and financial year ended 31 March 2023

Pursuant to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015 as amended, please find enclosed herewith Investor Presentation on the Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and financial year ended 31 March 2023.

This information is submitted to you pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

This information will also be hosted on the Company's website, at www.ambergroupindia.com for your information and for information of members / participants and public at large.

Kindly take the same into your records and oblige.

Thanking You,
Yours faithfully
For **Amber Enterprises India Limited**

Konika Yadav
(Konika Yadav)
Company Secretary and Compliance officer
Membership No. : A30322

Amber Enterprises India Limited

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Universal Trade Tower, 1st Floor, Sector 49, Gurgaon-1 22018
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Tel.: +91 1762 232126, 232646 | Fax: +91 1762 232127



Amber Enterprises India Limited

Q4FY23
Result Presentation
May 2023





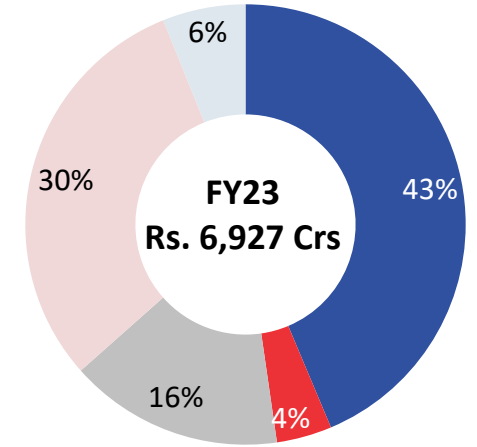
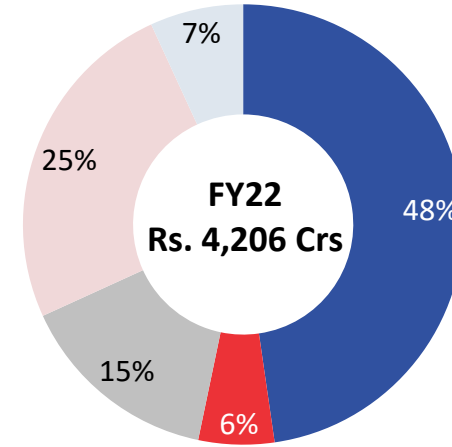
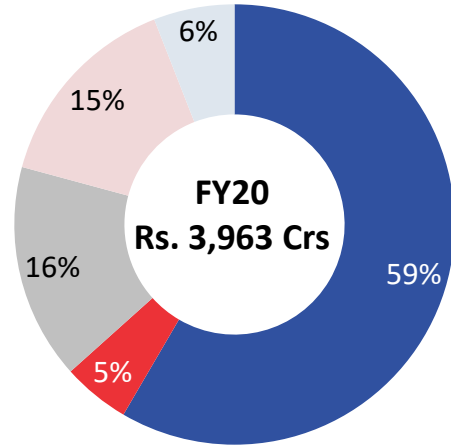
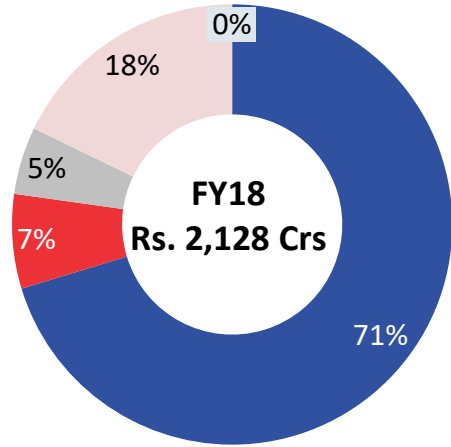
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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections



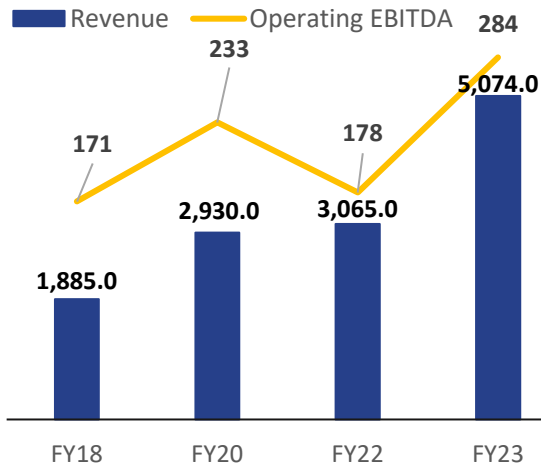
Capability building across business divisions has fuelled growth



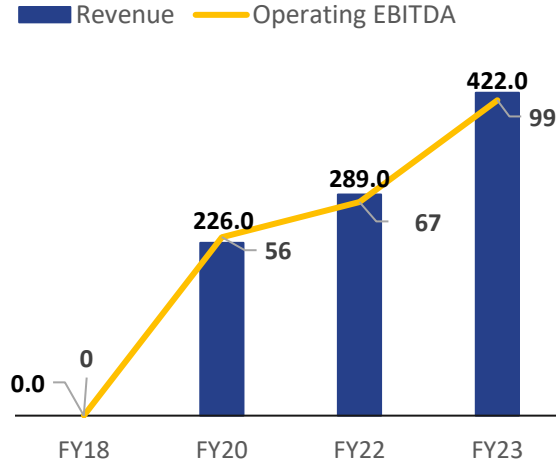
*Data as % of Total Revenue

■ RAC*
 ■ Motors*
 ■ Electronics*
 ■ Components*
 ■ Mobility Applications*

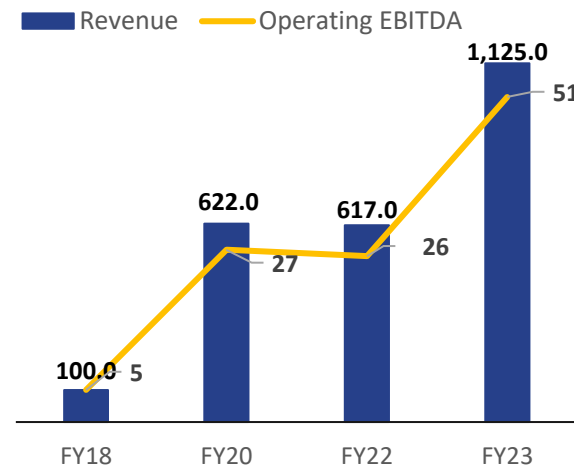
RAC & Components Division



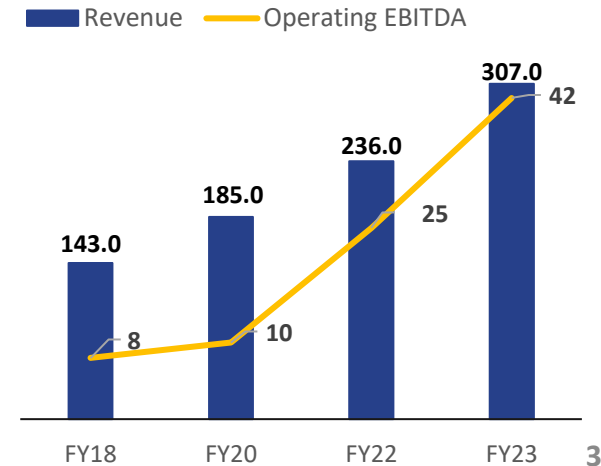
Mobility Division



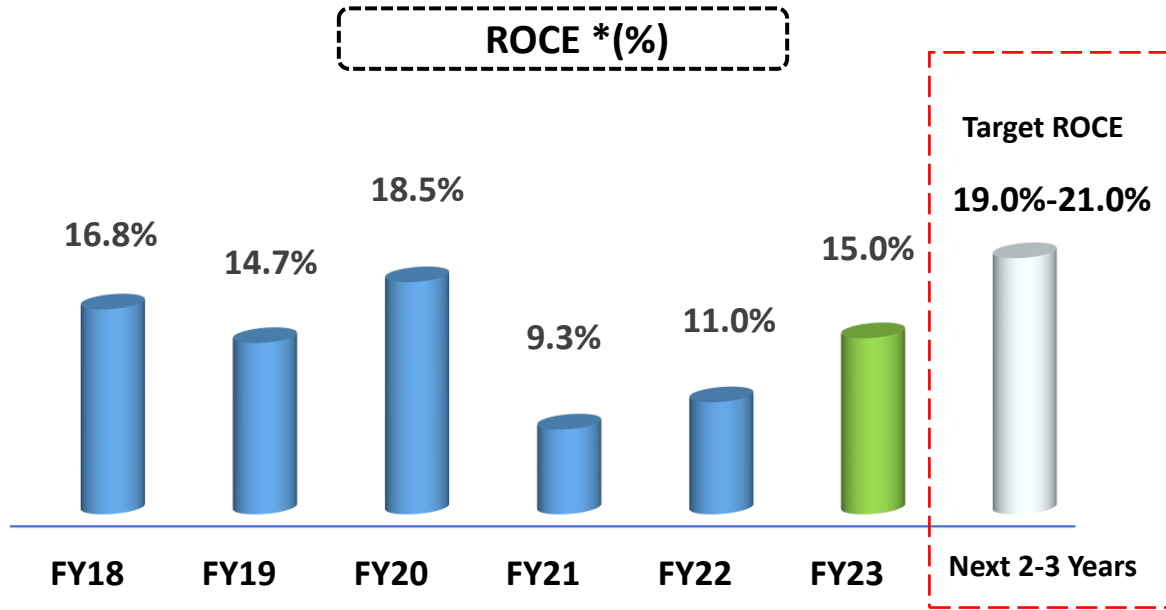
Electronic Division



Motors Division



Strengthening Of Balance Sheet

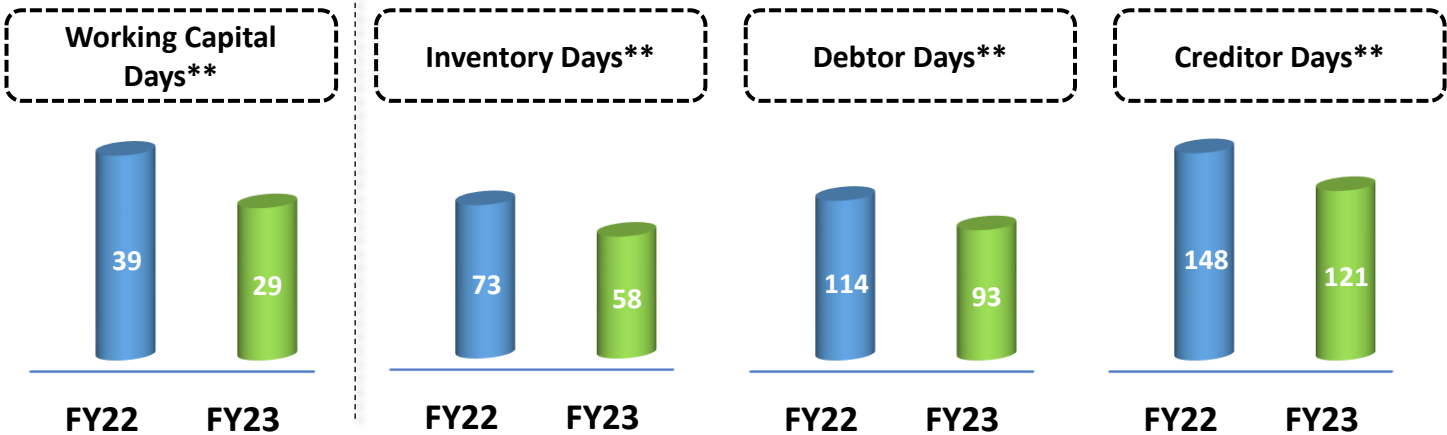


Growth Levers:

- **RAC and Components** division is expected to grow faster than the industry growth rate in FY24
- **Mobility Application division** is expected to grow at **15%-20%** in FY24
- **Electronics division** is expected to grow at **35%-40%** in FY24
- **Motors division** is expected to grow at **30%-35%** in FY24

Outcome:

- We expect our **ROCE** to improve significantly from the current levels and is expected to be in the range of **19%-21% in next 2-3 years time**

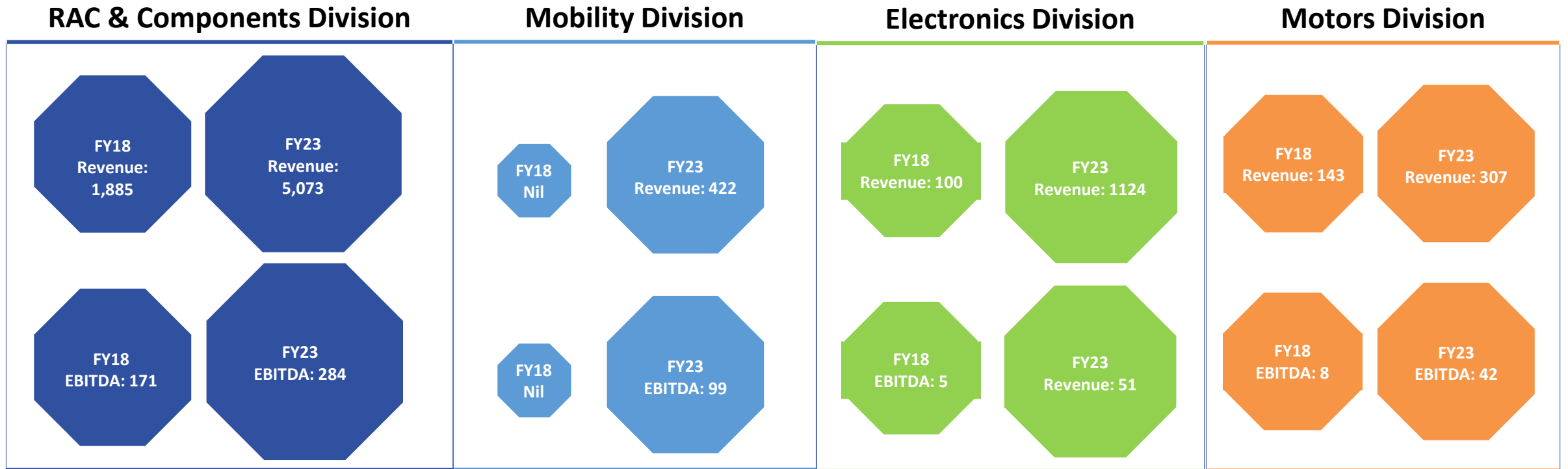


*ROCE=Operating EBIT/[Avg(Opening + Closing Net worth) + Avg(opening Net Debt + closing Net Debt)]

** Days are calculated on annual sales basis



Transformation from RAC to an end to end component supplier



- Consistent growth in all the divisions
- All the divisions contributing healthily in the top line and bottom-line, leading to an improvement in the profitability ratios
- Focus on prudent asset allocation results in better return on investment while balancing growth and profitability and improved return ratios
 - **ROCE improved from 11% to 15% and expected to improve further in the range of 19% to 21% in next 3 years time**
- **Capex:** Timely investments in required capex helped in increase in profitability and improved share in RAC manufacturing and other segments
- FY23 our capex stood at ~ Rs. 698 Cr



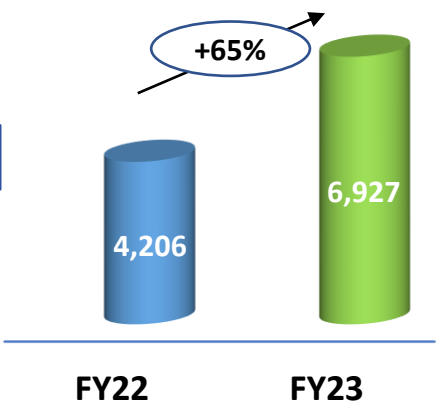
Consolidated Performance



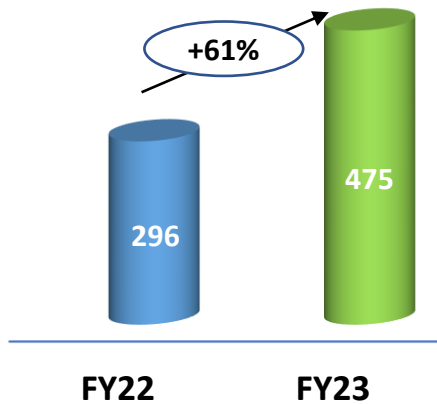
Rs. In Crs

FY23

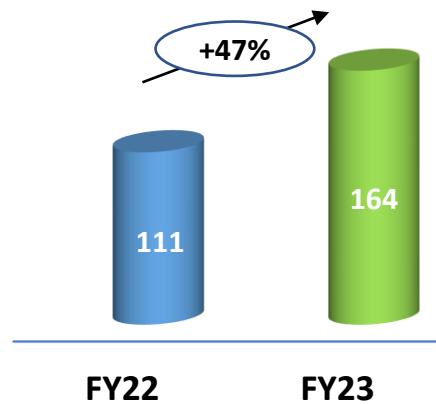
REVENUE



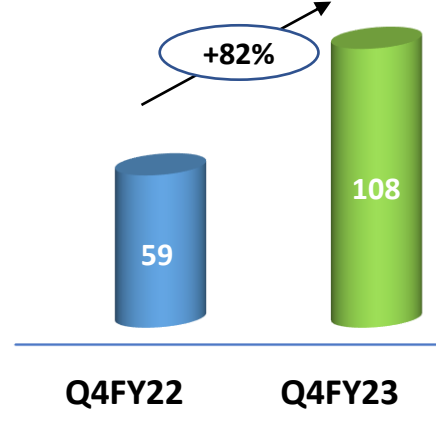
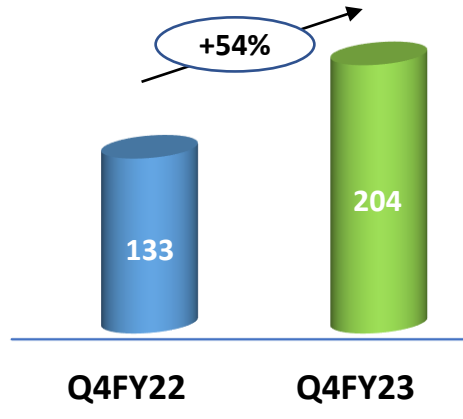
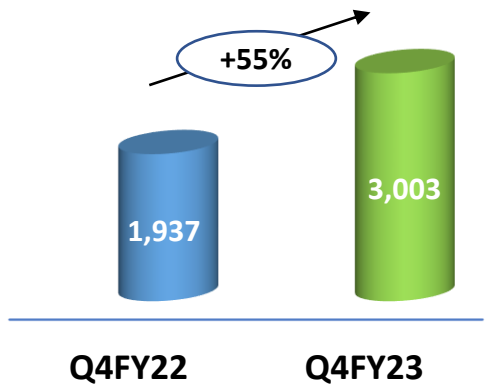
OPERATING EBITDA*



PAT



Q4FY23



* Before impact of ESOP expense and other non operating income and expenses



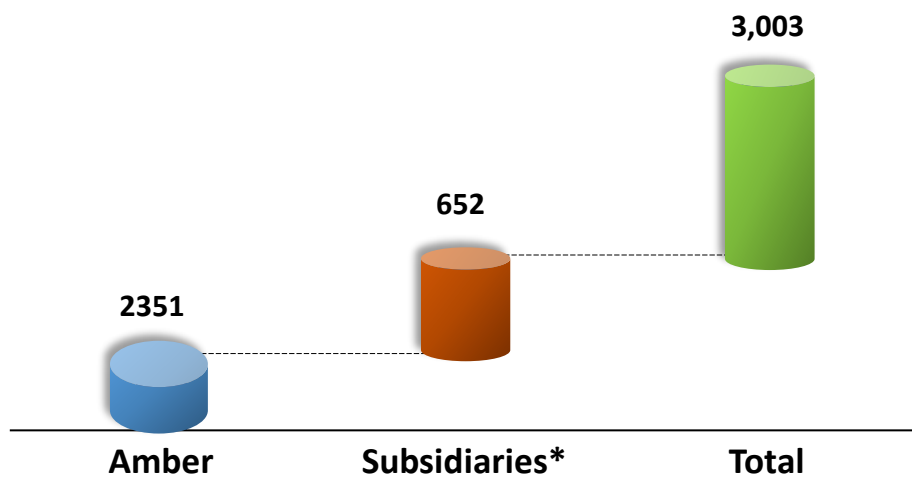
Consolidated Operating EBITDA & Revenue Build-up



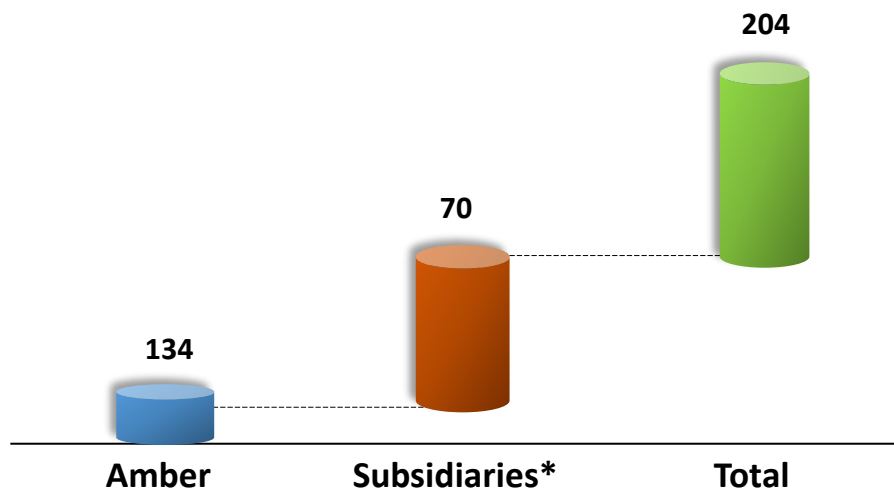
Rs. In Crs

Q4FY23

REVENUE

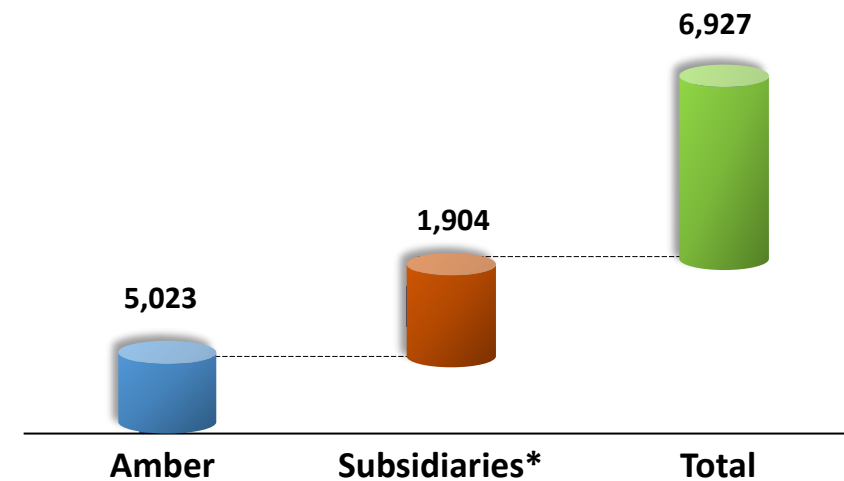


OPERATING EBIDTA**

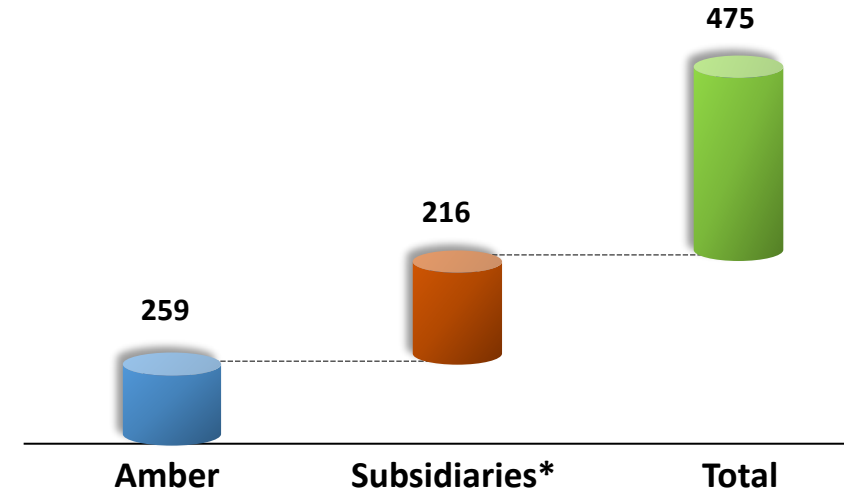


FY23

REVENUE



OPERATING EBIDTA**



** Before impact of ESOP and other non-operating income & expenditures

*after inter-company eliminations and adjustments

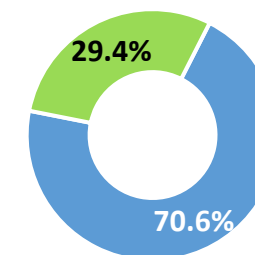
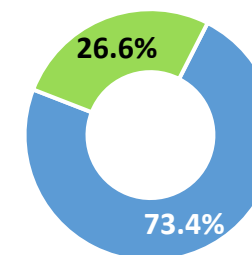
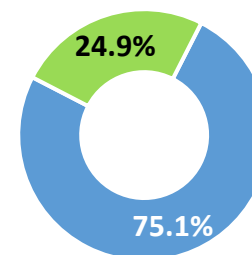
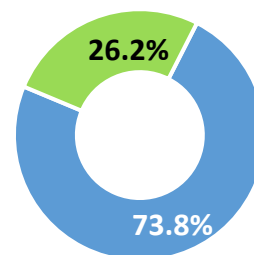
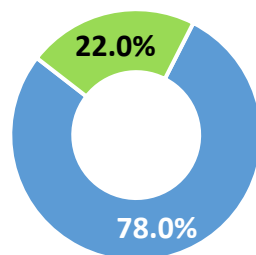


Increasing RAC and RAC Component market share



Industry Size* (in Rs. Crs)	FY19	FY20	FY21	FY22	FY23
Market Size (Mn sets)	6.5	7.2	5.2	6.4	8.4
RAC Industry size at Market Operating Price^	14,820	17,136	12,896	17,920	25,200
RAC Industry size at OEM (manufacturing foot-print) level^	9,848	11,628	8,926	12,160	17,640
Amber Sales (RAC + RAC Components#)	2,167	3,049	2,222	3,229	5,194

Amber Market Share in manufacturing footprint (in Value terms)



*The above-mentioned industry data points are company estimates

#RAC Components include sheet metal components, injection molding components, copper components, heat exchangers, motors, PCBA and Cross Flow Fans

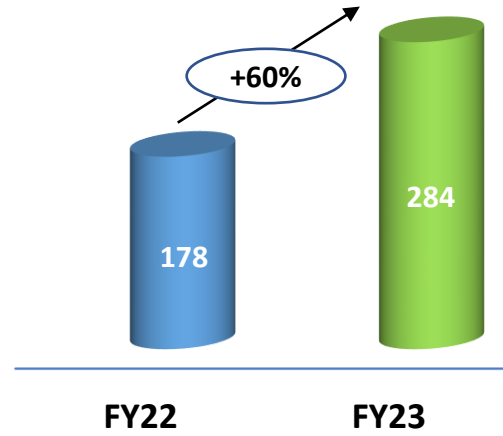
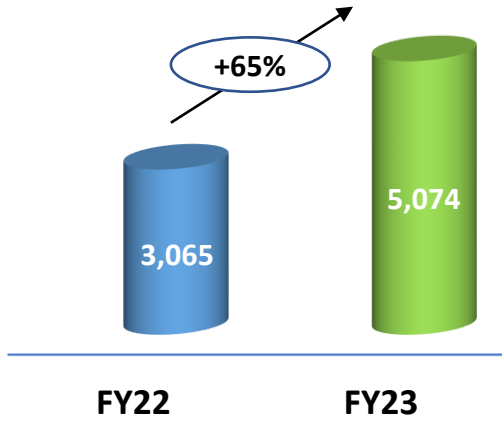
^The above-mentioned data is excluding GST

Rs. In Crs

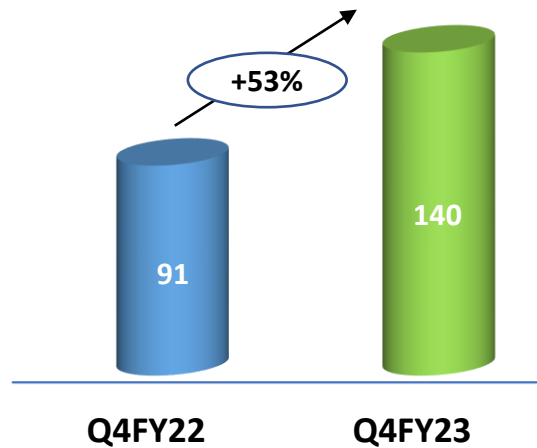
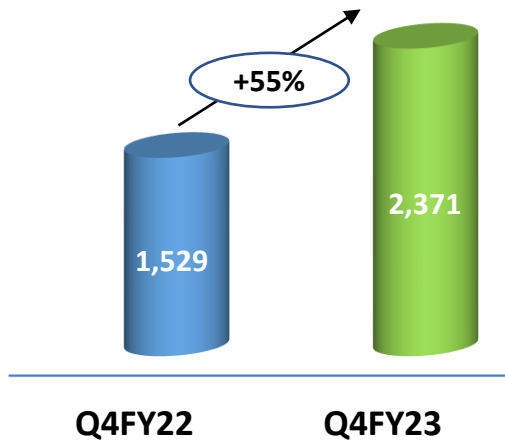
REVENUE

OPERATING EBITDA**

FY23



Q4FY23



- Added new customers during FY23
- Realigned strategy to offer comprehensive solutions in components in tandem with the strategy of RAC customers to insource
- Converted gas charging customer into complete manufacturing solution
- Expanding geographical presence

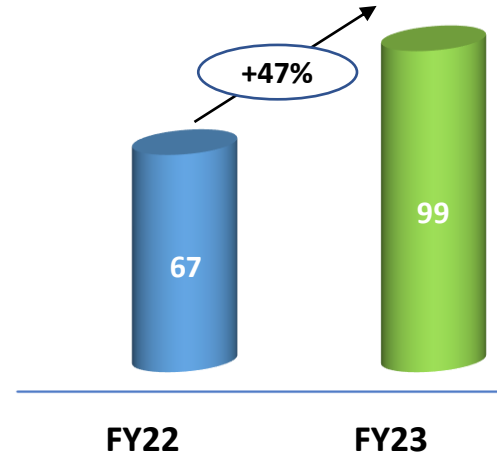
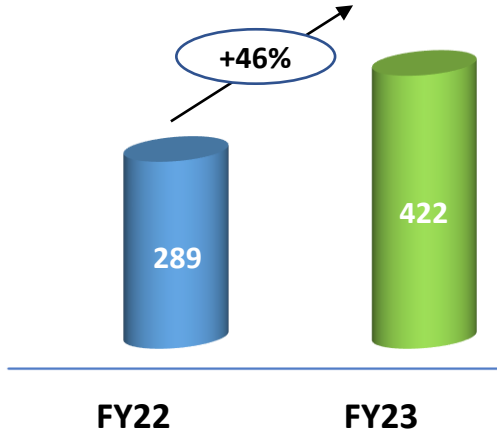


Rs. In Crs

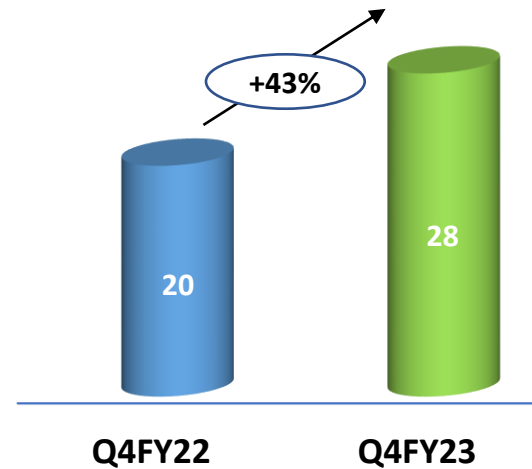
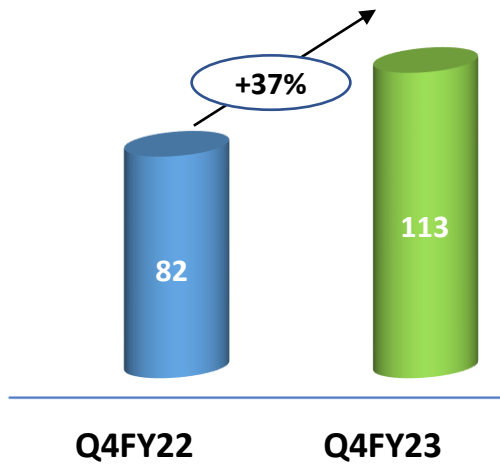
REVENUE

OPERATING EBITDA**

FY23



Q4FY23



- Strong order book of more than Rs 700 crs
- **TOT** - Transfer of technology done in Plug doors and Gangways
- Commenced production of Pantry systems for Vande Bharat
- Defence application business seeing a robust growth
- Expanding wallet share in existing customers

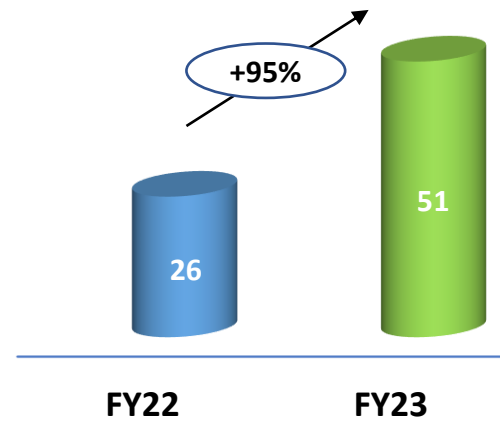
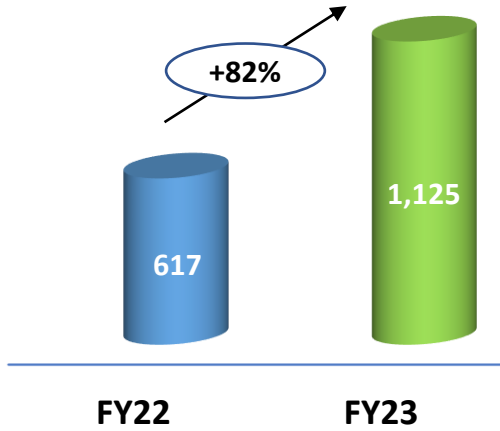


Rs. In Crs

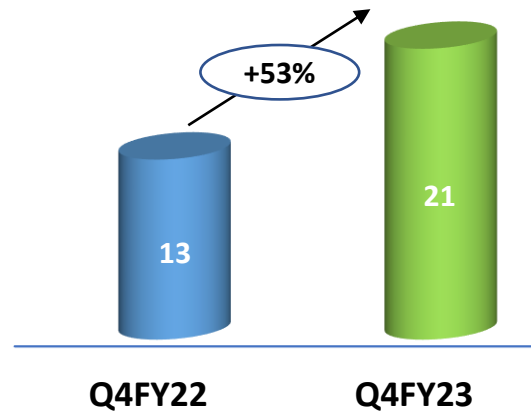
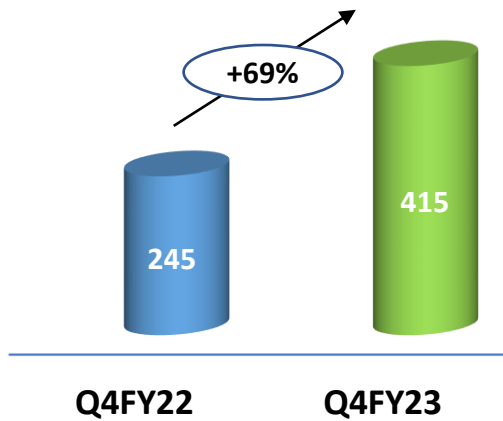
REVENUE

OPERATING EBITDA **

FY23



Q4FY23



- Wearable segment witnessing a strong growth
- Pilot lot of Telecom product started
- Onboarded new customers in wearable and telecom sector
- RAC-PCBA market share crosses 20% and consistently growing



Motor Division

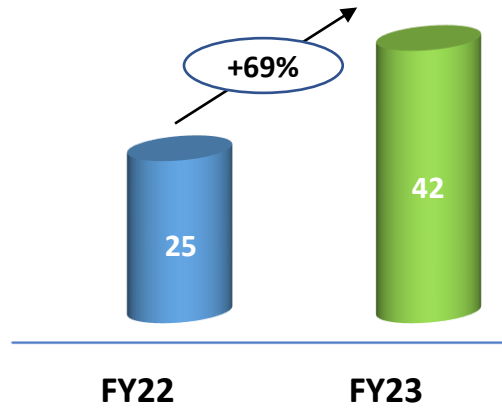
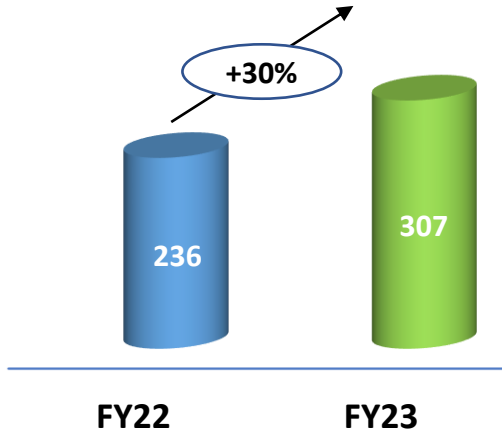


Rs. In Crs

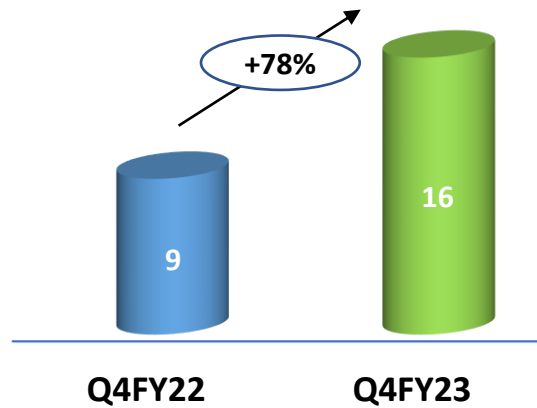
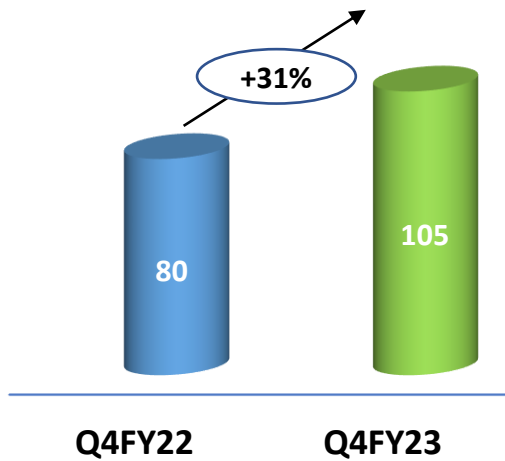
REVENUE

OPERATING EBITDA**

FY23



Q4FY23



- Expanding BLDC motors in ODU, WAC and commercial segment
- At advanced stages to add marquee clients in exports
- Developing motors for new applications

**Before impact of ESOP expense and other non operating income and expenses 12



Consolidated Profit & Loss Statement



Particulars (Rs in Crs)	Q4FY23	Q4FY22	YoY	FY23	FY22	YoY
Revenue from Operations	3,003	1,937	55%	6,927	4,206	65%
Raw Material Consumption (RMC)	2,593	1,670		5,868	3,530	
Gross Profit	409	267	53%	1,059	677	57%
Gross Margins (%)	13.6%	13.8%	bps	15.3%	16.1%	bps
Employee Expenses (excluding ESOP expenses)	57	39		185	134	
Other Expenses (excluding MTM loss on forward contracts, Loss on sale of FA and FA written off)	148	95		400	247	
Total Expenses (including RMC)	2,798	1,804		6,452	3,911	
Operating EBITDA	204	133	54%	475	296	61%
Operating EBITDA Margins (%)	6.8%	6.9%	bps	6.9%	7.0%	bps
Depreciation & Amortization	39	30		139	108	
ESOP expenses	7	4		27	16	
Other Income (Including forex gain, adjustment of forex loss, loss on sale of FA and FA written off)	25	6		23	29	
EBIT	183	104		331	201	
Finance Cost	37	19		112	46	
PBT	146	86		220	154	
Tax	38	27		56	43	
PAT	108	59	82%	164	111	47%
PAT %	3.6%	3.1%	bps	2.4%	2.6%	bps
EPS	30.86	16.98		46.66	32.41	

Consolidated Balance Sheet



Particulars (Rs in Crs.)	31-Mar-23	31-Mar-22
Non-Current Assets	2,407	1,944
Property, plant and equipment (Including right-of-use assets)	1,789	1,079
Capital work-in-progress	13	106
Goodwill	142	146
Other intangible assets	290	280
Intangible assets under development	37	23
Financial assets		
(i) Investments	2	106
(ii) Loans	2	
(iii) Other financial assets	52	108
Non-current tax assets (net)	24	21
Deferred tax assets (net)	3	3
Other non-current assets	51	72
Current Assets	3,837	2,969
Inventories	1,091	841
Financial assets		
(i) Investments	191	120
(ii) Trade receivables	1,763	1,315
(iii) Cash and cash equivalents	323	299
(iv) Bank balances other than (iii) above	236	264
(v) Loans	2	2
(vi) Other financial assets	32	25
Other current assets	197	104
Assets classified as held for sale	0	0
Total Assets	6,243	4,912

Particulars (Rs in Crs.)	31-Mar-23	31-Mar-22
Equity	1,954	1,773
Equity share capital	34	34
Other equity	1,875	1,701
Non controlling interest	45	39
Non-Current Liabilities	841	512
Financial liabilities		
(i) Borrowings	577	332
(ii) Lease liabilities	91	30
(iii) Other financial liabilities	58	34
Provisions	16	15
Deferred tax liabilities (net)	98	98
Other non-current liabilities (including government grants)	1	2
Current liabilities	3,449	2,628
Financial liabilities		
(i) Borrowings	767	700
(ii) Trade payables	2,304	1,702
(iii) Lease liabilities	21	6
(iv) Other financial liabilities	124	117
Other current liabilities (Including government grants)	220	97
Provisions	6	4
Current tax liabilities (net)	7	3
Total Equity & Liabilities	6,243	4,912



Consolidated Cash Flow



Particulars (Rs in Crs)	31-Mar-23	31-Mar-22
Operating profit before working capital changes	433	301
Changes in working capital	-58	-6
Cash generated from operations	374	295
Direct taxes paid (net of refund)	-54	-54
Net Cash from Operating Activities (A)	321	241
Net Cash from Investing Activities (B)	-489	-689
Net Cash from Financing Activities (C)	192.8	555
Net Change in cash and cash equivalents	24.6	107

Company :



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