

## Amber Enterprises India Ltd.

9MFY18 Performance : Profitability surpassed FY17 Results

Revenue growth of 28 % Y-o-Y

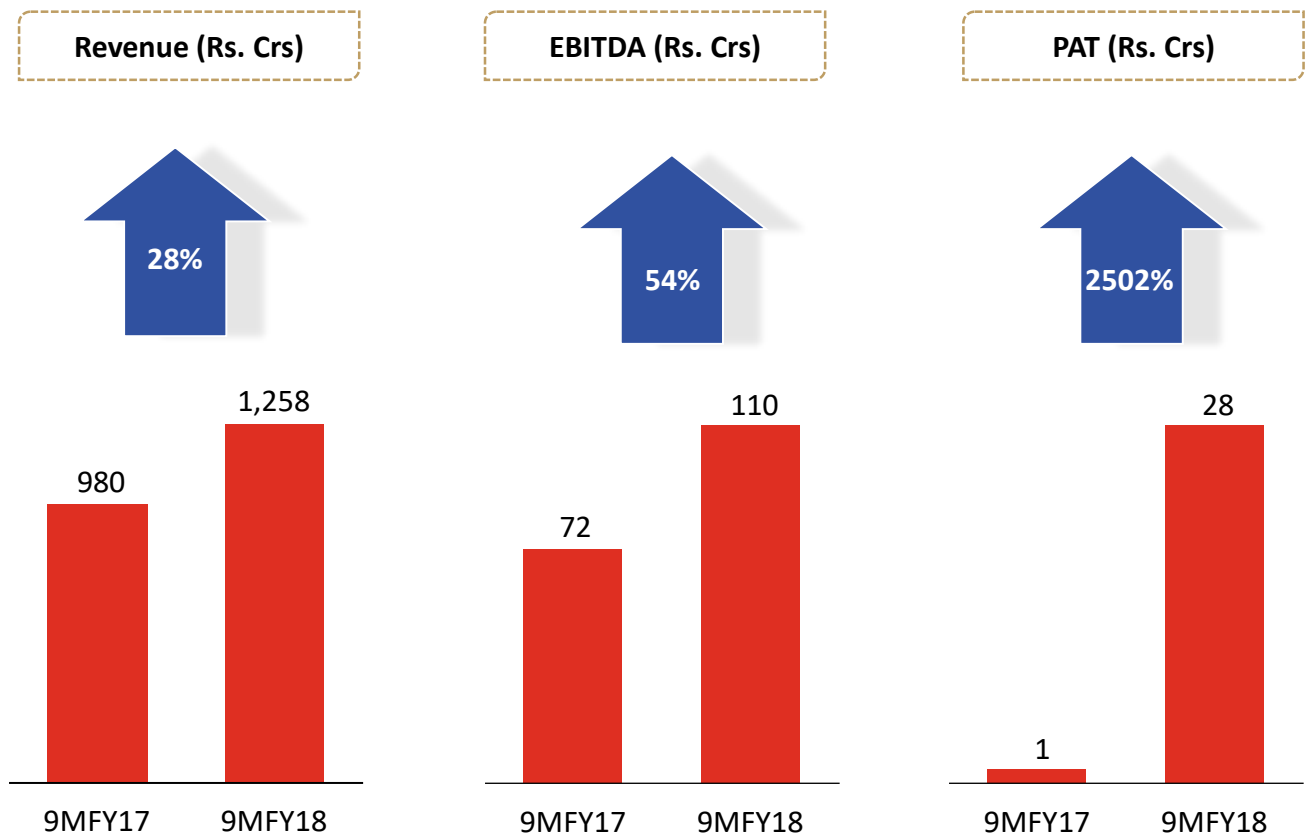
EBITDA growth of 54% Y-o-Y

PAT growth of 2502% Y-o-Y

### Investor Release: 9th March 2018, New Delhi

Amber Enterprises India Ltd. (AEIL) is a market leader in Indian Room Air Conditioner (RAC) and OEM/ODM industry has declared its Unaudited Results for the quarter and nine months ended December 31, 2017

### Standalone Financials at a Glance:



Growth & Profitability of the Acquisitions yet to yield results

**Result Highlights (9MFY18 Y-o-Y) :****Robust Revenue Growth of 28%**

- The Company recorded Revenue of Rs. 1,258 crs during 9MFY18, as against Rs. 980 crs in 9MFY17; a growth of 28% year on year
- This was predominantly due to increase in volumes in the 9MFY18

**EBITDA Expanded by 54%**

- EBITDA for the year stood at Rs. 110 crs and for 9MFY17 it was at Rs. 72 crs
  - Increase in volumes led to better capacity utilization of the existing facilities and thereby improving profitability and return ratios

**Higher Profitability by 2,502%**

- Net Profit After Tax for the year stood at Rs. 28 crs as against Rs. 1 crs in 9MFY17
  - Profitability in 9MFY18 surpassed the Annual Profitability of FY17

**Update on Acquisition**

- Amber is acquiring Ever Electronics Pvt Ltd, one of the largest manufacturer of Electronics PCBs for Air Conditioners and other Consumer Durables in India
- Ever will be acquired by Amber in tranches to be completed before the end of June 2018
- The earlier acquisition of IL JIN Electronics (India) Pvt Ltd in Dec 2017 and the proposed acquisition of Ever Electronics Pvt Ltd will help Amber to offer more integrated solutions for Inverter Air Conditioners and move towards 'Smart Future Ready Technology'
- The acquisition will not only help us access to Technology but also lead to increase in our offerings of Product Components and Amber will be able to take cross selling advantages with Large Brands

**Commenting on the results and performance, Mr. Jasbir Singh, Chairman & CEO of Amber Enterprises India Ltd said:**

*“ We wish to Thank the Financial Community for their overwhelming support to our Initial Public Offering.*

*We are pleased with our performance for Nine Months ended Dec 2017 with revenue growth of 28%, EBITDA growth of 54% and Net Profit growth of 2502% . We had invested in building capacities over the last two years and now higher utilizations has led to improvement in profitability and return ratios.*

*In line with our strategy to capture more market share, increase offerings to our customers and expand our client relationships our acquisition strategy is to get access to the ‘**Smart Future Ready Technology**’, as the market landscape is changing towards more inverter based technology. Both the Companies IL JIN Electronics and Ever Electronics manufacture PCBs for usage in Air Conditioners and other Consumer Durables. These acquisitions will add substantially to our revenues and profitability in the years to come.*

*We would also like to say it is the Company’s enduring commitment to outperform its own and the market expectations, while transforming Top-line growth into healthy Bottom-line results through our three-pillar strategy of Product Expansion, Customer Expansion and Geography Expansion by way of R&D and Excellence in Execution (i.e. Capacity Utilisation & Better Process).*

*Moving forward, we also reiterate our confidence in our ability to sustain Company’s delivery of outstanding shareowner value.”*

### **About Amber Enterprises India Limited**

AEIL was incorporated in 1990 and is a market leader in Indian Room Air Conditioner (RAC) and OEM/ODM industry. The Company has diversified portfolio which includes RAC's, RAC's Components and non AC components. The Company has 10 manufacturing facilities across 7 locations in India, strategically located close to customers enabling faster turnaround.

The company has 55.4% market share of outsourced domestic OEM/ODM & 19.1% market share of overall RAC volumes in India in FY17 based on Frost & Sullivan Reports. The company serves 8 out of 10 RAC brands in India and ~75% of market share of India RAC is commanded by company's customers.

### **Safe Harbor Statement**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information, please contact

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