



**amber**

Amber Enterprises India Limited

**Q1FY22  
Result Presentation**



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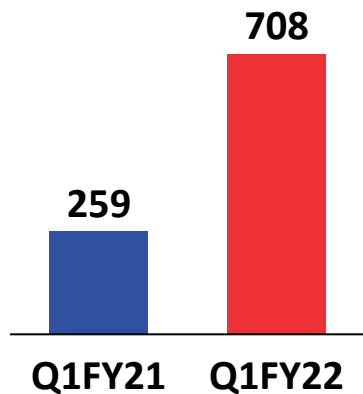
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# Q1FY22 Consolidated Performance

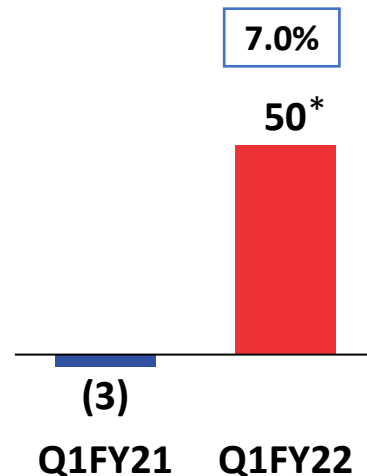


Rs. In Crs

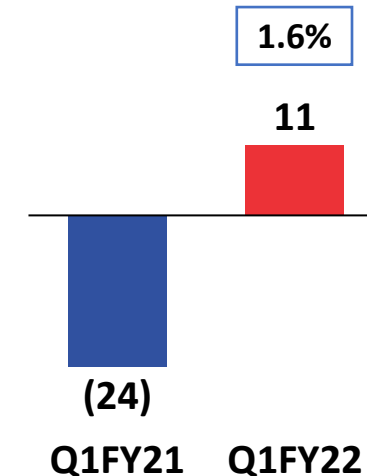
## Revenue



## Op. EBITDA



## PAT



- ✓ On account of Covid-19 induced lockdown restrictions, we witnessed a drop in RAC demand during the peak summer season especially in the last 10 days of April'21 and the months of May'21 and June'21
- ✓ However, as the lockdown restrictions were eased off, the Industry witnessed a surge in the end consumer demand for Air-Conditioners in the month of June'21
- ✓ Unlike last time, there has not been much inventory in channel due to phase wise lock downs ( v/s nationwide lock down last year) and additional demand due to restrictions on import of refrigerant filled ACs
- ✓ On the back of Increasing Retail & OEM demand, we are witnessing business inching towards normalcy

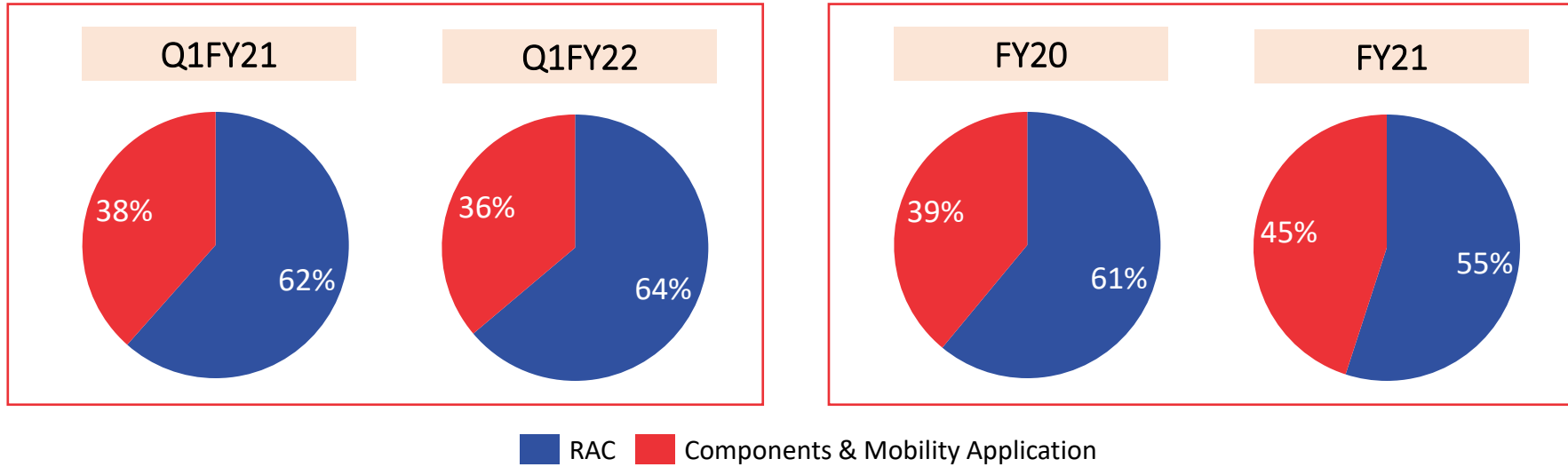
\*Before impact of ESOP of Rs. 3.26 Crs in Q1FY22

Q1FY21 performance was impacted due to Covid-19 first wave induced lockdown and Q1FY22 performance was impacted by Covid-19 second wave induced lockdown restrictions of varying degrees across different regions of the country

% Margins



# Consolidated Revenue Mix



RAC



Components



Mobility Applications

## RAC Business

- Q1FY22 Revenue at Rs. 452 Crs vs Rs. 160 Crs in Q1FY21
- Our RAC business contributed 64% in Q1FY22 as compared to 62% in Q1FY21 of total revenue

## Components & Mobility Application

- Q1FY22 Revenue at Rs. 256 Crs vs Rs.100 Crs in Q1FY21
- Our Components and Mobility Application business contributed 36% in Q1FY22 as compared to 38% in Q1FY21 of total revenue
- We are optimistic on growth from our component business with addition of new customers and demand from newer geographies
- Our outlook for Mobility application business remains optimistic due to new order wins and strengthening of order book



Q1FY22 (Rs. In Crs)	PICL	ILJIN	EVER	SIDWAL
Revenue	36	43	18	50

## PICL

- ✓ We expect to double the revenues from PICL along with margin expansion over the next 2 years
- ✓ This is on the back of increase in product offerings and enhancement in our capabilities, we believe we will be able to cater domestic & export market in more meaningful way in the near future

## ILJIN & EVER

- ✓ As the market is moving rapidly towards inverter AC's we are confident of growing our revenue share from IL JIN & Ever going forward
- ✓ With the help of our in house developed inverter PCB for RACs, we have added 4 to 5 new customers in ILJIN during the period from April 20 to June 21 and few more customers are in the process of approval

## SIDWAL

We are progressing well with the following new product developments:

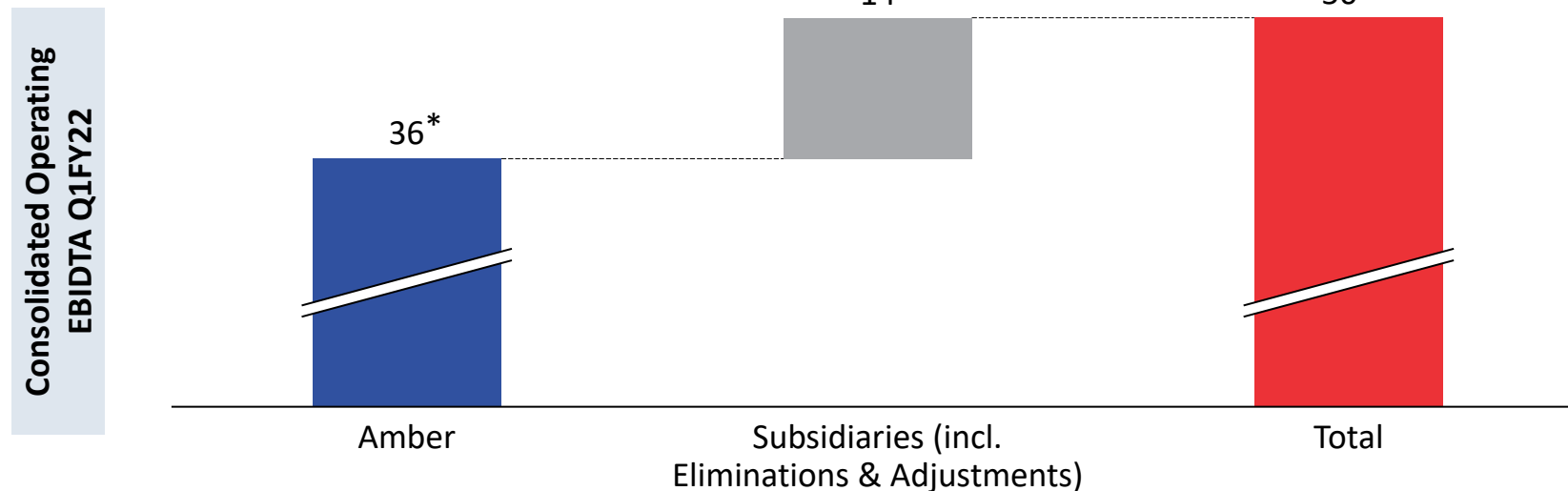
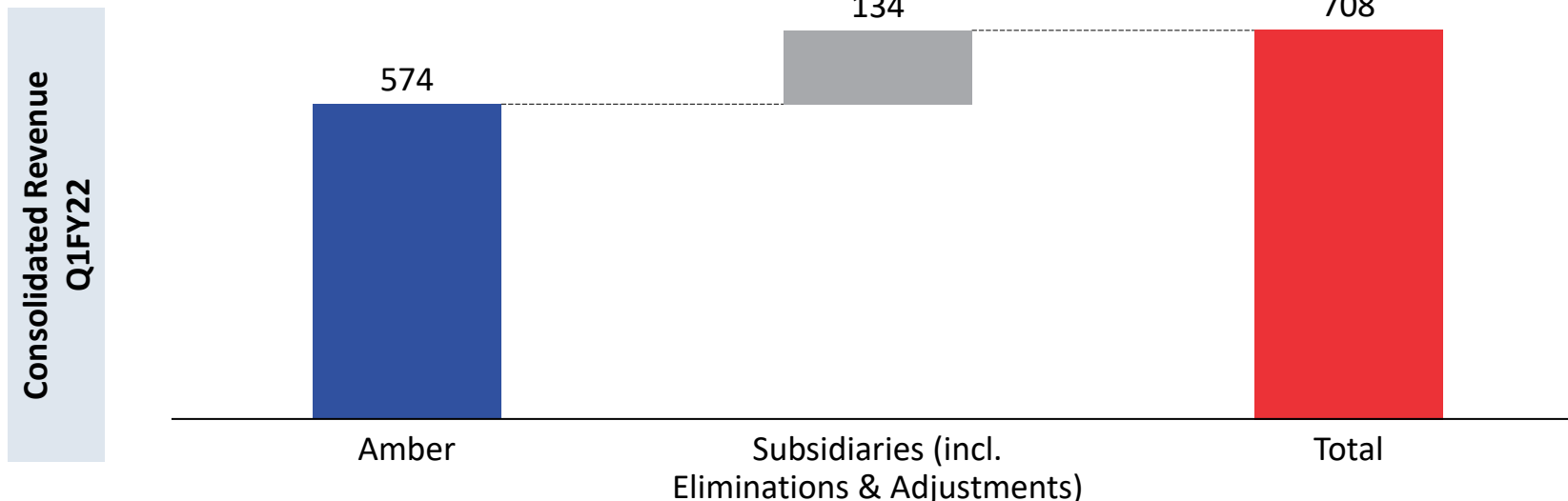
- ✓ Dumper AC for Mining machine used in Defence
- ✓ Electric AC for Electric bus
- ✓ AC for Harvester Combine
- ✓ Metro AC for different climate conditions in India for Mumbai metro, Delhi metro, and Bangalore metro

Our order books stands healthy at more than Rs. 425 Crores

# Q1FY22 Consolidated EBIDTA & Revenue Build-up



Rs. In Crs



*Internal efficiencies, Cost optimization program led to increase in margins in Amber as well as subsidiaries for the quarter*

\*Before impact of ESOP of Rs. 3.26 Crs in Q1FY22



# Consolidated Profit & Loss Statement



Particulars (Rs in Crs)	Q1FY22	Q1FY21	YoY (%)	FY21	
<b>Revenue from Operations</b>	<b>708</b>	<b>259</b>	<b>173%</b>	<b>3,031</b>	<p><i>Q1FY21 performance was impacted due to Covid-19 first wave induced lockdown and Q1FY22 performance was impacted by Covid-19 second wave induced lockdown restrictions of varying degrees across different regions of the country</i></p>
Raw Material Consumption (RMC)	589	218		2,514	
<b>Gross Profit</b>	<b>119</b>	<b>42</b>	<b>184%</b>	<b>517</b>	
<b>Gross Margins (%)</b>	<b>16.8%</b>	<b>16.1%</b>	<b>64 bps</b>	<b>17.1%</b>	
Employee Expenses (excluding ESOP expenses)	29	22		102	
Other Expenses (excluding forex loss, Loss on sale of FA and FA written off)	40	22		186	
<b>Total Expenses (including RMC)</b>	<b>658</b>	<b>262</b>		<b>2,802</b>	
<b>Operating EBITDA</b>	<b>50</b>	<b>(3)</b>		<b>229</b>	
<b>Operating EBIDTA Margins (%)</b>	<b>7.0%</b>	<b>-1.2%</b>		<b>7.5%</b>	
Depreciation & Amortization	24	23		92	
ESOP expenses	3	-		-	
Other Income (Including forex gain, adjustment of forex loss, loss on sale of FA and FA written off)	3	1		25	
<b>EBIT</b>	<b>25</b>	<b>(25)</b>		<b>161</b>	
Finance Cost	9	10		41	
<b>PBT</b>	<b>16</b>	<b>(36)</b>		<b>120</b>	
Tax	5	(12)		37	
<b>PAT</b>	<b>11</b>	<b>(24)</b>		<b>83</b>	
<b>PAT %</b>	<b>1.6%</b>	<b>-9.2%</b>		<b>2.7%</b>	
<b>EPS</b>	<b>3.69</b>	<b>(7.14)</b>		<b>24.96</b>	

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