

## Record Performance for Q1FY20\*

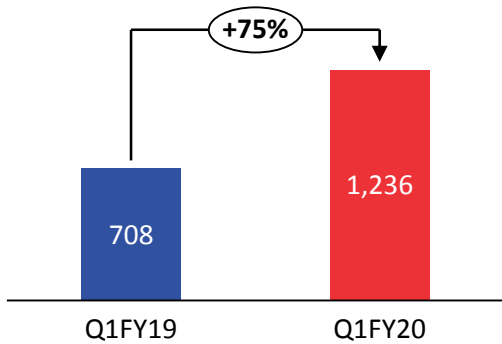
- ✓ Revenue of Rs. 1,236 Crs up by **75%**
- ✓ Operating EBIDTA of Rs. 116 Crs up by **85%**
- ✓ PAT of Rs. 64 Crs up by **143%**
- ✓ RAC Volume# growth of **89%** with a sales of 1,039 K units

### Investor Release: 9<sup>th</sup> August 2019, New Delhi

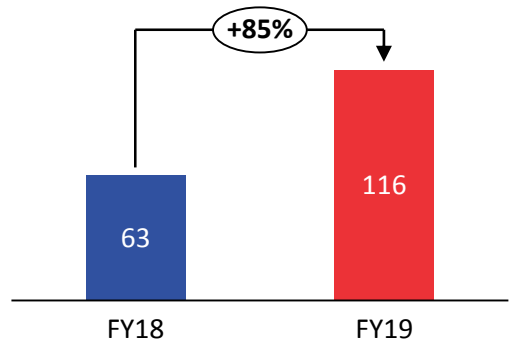
Amber Enterprises India Ltd. (AEIL) has declared its Unaudited Financial Results for the quarter ended June 30, 2019

### Financials at a Glance for Q1FY20\*:

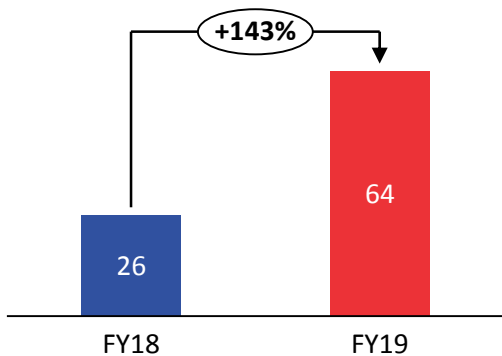
Revenue (Rs. in Crs)



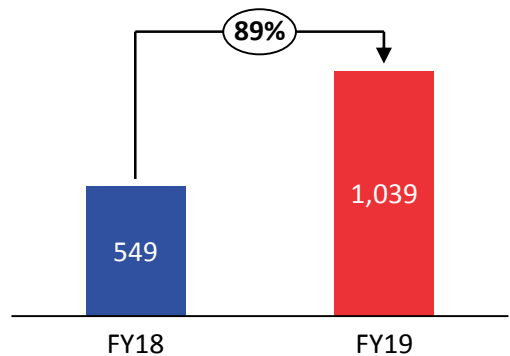
Operating EBIDTA (Rs. in Crs)



Profit after Tax (Rs. in Crs)



RAC Volumes# (Nos. in '000)



**Record Operating Performance**

**Consolidated Result Highlights (Q1FY20 Y-o-Y) :**

- Revenue for Q1FY20 stood at 1,236 crs up by 75% as compared to Rs. 708 crs for Q1FY19
- RAC Components comprises of 12% and Other Business comprises of 19% of our consolidated revenues for Q1FY20
- Operating EBIDTA stood at Rs. 116 crs as compared to Rs. 63 crs in Q1FY19, up by 85%. EBIDTA margins stood at 9.4% up by 51 bps
- PAT for the year stood at Rs. 64 crs up by 143% as compared Rs. 26 crs in Q1FY19. PAT margins were up by 146 bps to 5.2%

**Standalone Result Highlights (Q1FY20 Y-o-Y) :****Revenue**

- The Company recorded revenue of Rs. 996 crs during Q1FY20, as against Rs. 602 crs in Q1FY19 up by 65%. Revenue from RAC for Q1FY20 grew by 83% as compared to Q1FY19.
- Higher Volumes and increased penetration within the customers has led to a substantial jump in revenues for the current quarter

**Operating EBIDTA**

- Operating EBIDTA margins for Q1FY20 stood at 9.4%. Operating EBIDTA for Q1FY20 stood at Rs. 93 crs as compared to Rs. 60 crs in Q1FY19, a growth of 54%

**Profit after Tax (PAT)**

- PAT for Q1FY20 stood at Rs. 49 crs as compared to Rs. 29 crs in Q1FY19 a growth of 68% and margin improvement of 8 bps to 4.9%

**Operational Highlights**

- Our RAC volumes for the quarter grew by 89% from 549k units in Q1FY19 to 1,039k units in Q1FY20
- Addition of New Customers, Industry Growth & Increased Demand by exiting customer has led to substantial increase in volumes

**Commenting on the results and performance for Q1FY20, Mr. Jasbir Singh, Chairman & CEO of Amber Enterprises India Ltd said:**

*“We are happy to deliver a record performance for the quarter with highest ever Revenues, Ebitda driven by increased volumes for a quarter. Our performance has increased on a year on year basis as well as quarter on quarter basis too inspite of Q4 being the highest in our business.*

*On a consolidated basis, Our revenues has increased by 75% and PAT has increased by 143%in Q1FY20. Addition of new customer, industry growth and deepening our presence in existing customers has led to a volume growth of 89%. We have increased our RAC Components and Other Business product offerings and we foresee healthy revenues turning into profitability going forward from our RAC components and Other Business division.*

*We would also like to say it is the Company’s enduring commitment to outperform industry growth, through our three-pillar strategy of Product Expansion, Customer Expansion and Geography Expansion by way of R&D and Excellence in Execution.*

*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) industry and Air Conditioning industry for Mobile Application such as Railways, Metros, Buses etc. The Company has diversified portfolio which includes RACs, RAC Components and Air conditioning solutions for Railways, Metro's, Defence, Bus & Commercial segment. The Company has 15 manufacturing facilities across 6 locations in India, strategically located close to customers enabling faster turnaround.

## 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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