

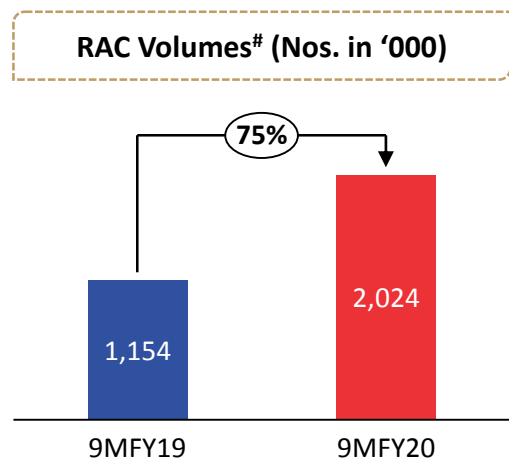
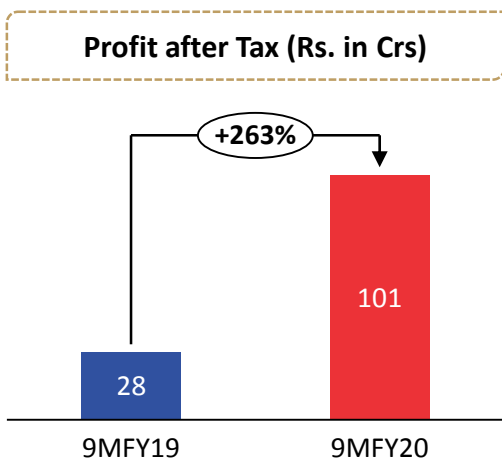
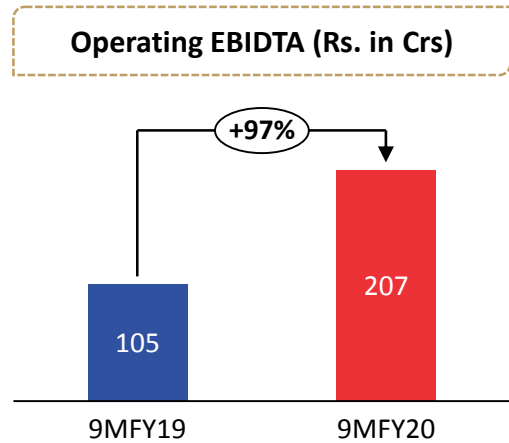
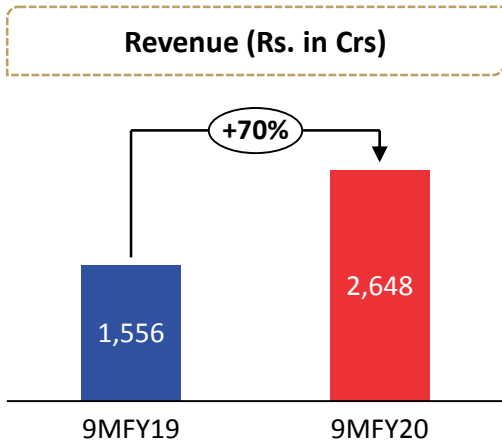
## Consolidated Financial Performance for 9MFY20\*^

- ✓ Revenue of Rs. 2,648 Crs up by **70%**
- ✓ Operating EBIDTA of Rs. 207 Crs up by **98%**
  - ✓ PAT of Rs. 101 Crs up by **263%**
- ✓ RAC Volume# growth of **75%** with a sales of 2024 K units

### Investor Release: 30<sup>th</sup> January 2020, New Delhi

Amber Enterprises India Ltd. (AEIL) has declared its Unaudited Financial Results for the quarter & nine month ended December 31, 2019

### Financials at a Glance for 9MFY20\*:



**Consistently outnumbering the Industry Growth**

\*Data on Consolidated basis & 9MFY20 Financials after IND AS 116 impact

#Volume on standalone basis

^9MFY20 figures includes Sidwal & Ever

**Consolidated Result Highlights\*^ (Q3 & 9MFY20 Y-o-Y) :**

- Revenue for Q3FY20 stood at 788 crs up by 52% as compared to Rs. 518 crs for Q3FY19. Revenue for 9MFY20 stood at Rs. 2,648 crs up by 70%
- “RAC” comprises of 60% and “Components & Mobile Application” Business comprises of 40% of our consolidated revenues for 9MFY20
- Operating EBIDTA for Q3FY20 stood at Rs. 52 crs as compared to Rs. 26 crs in Q3FY19, up by 103%. Operating EBITDA for 9MFY20 stood at Rs. 207 crs as compared to Rs. 105 crs. Operating EBITDA margin for 9MFY20 stood at 7.8%
- PAT for the quarter stood at Rs. 25 crs as compared to Rs. 4 crs in Q3FY19. PAT for 9MFY20 stood at Rs. 101 crs as compared to Rs. 28 crs in 9MFY19. 9MFY20 PAT margins stood at 3.8%.

**Standalone Result Highlights\*^ (Q3 & 9MFY20 Y-o-Y) :****Revenue**

- The Company recorded revenue of Rs. 568 crs during Q3FY20, as against Rs. 389 crs in Q3FY19 up by 46%. 9MFY20 revenue stood at Rs. 1,957 crs up by 61%
- Reducing delta of seasonality curve is been observed and uptick in volume is seen in the non-seasonal period

**Operating EBIDTA**

- Operating EBIDTA for Q3FY20 stood at Rs. 25 crs as compared to Rs. 19 crs in Q3FY19, a growth of 31%.
- Operating EBIDTA for 9MFY20 stood at Rs. 137 crs, growth of 52%. Operating EBIDTA margins stood at 7%

**Profit after Tax (PAT)**

- PAT for 9MFY20 stood at Rs. 65 crs as compared to Rs. 31 crs for 9MFY19, up by 109%. PAT margins were up by 76 bps in 9MFY20 at 3.3%.

**Operational Highlights**

- Our RAC volumes for nine months grew by 75% from 1,154k units in 9MFY19 to 2,024k units in 9MFY20.
- Addition of New Customers, Industry Growth & Increase in Demand/Share of Business in exiting customer has led to substantial increase in volumes by 75%

**Commenting on the results and performance for Q2FY20, Mr. Jasbir Singh, Chairman & CEO of Amber Enterprises India Ltd said:**

*“We have continued our sales & volume momentum for this current quarter & nine months ended FY20, thus outperforming the industry growth again.*

*On a consolidated basis, Our revenues has increased by 70% and PAT has increased by 263% in 9MFY20. Increased industry demand, addition of new customers & our deeper penetration in existing customers across components & SKU’s has led to a volume growth of 75% for 9MFY20.*

*We have been witnessing growth momentum in our subsidiaries as well with higher demand for locally manufactured components and are optimistic of sustaining the growth across subsidiaries going forward.*

*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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