



Amber Enterprises India Limited

Q2FY24
Result Presentation
October 2023





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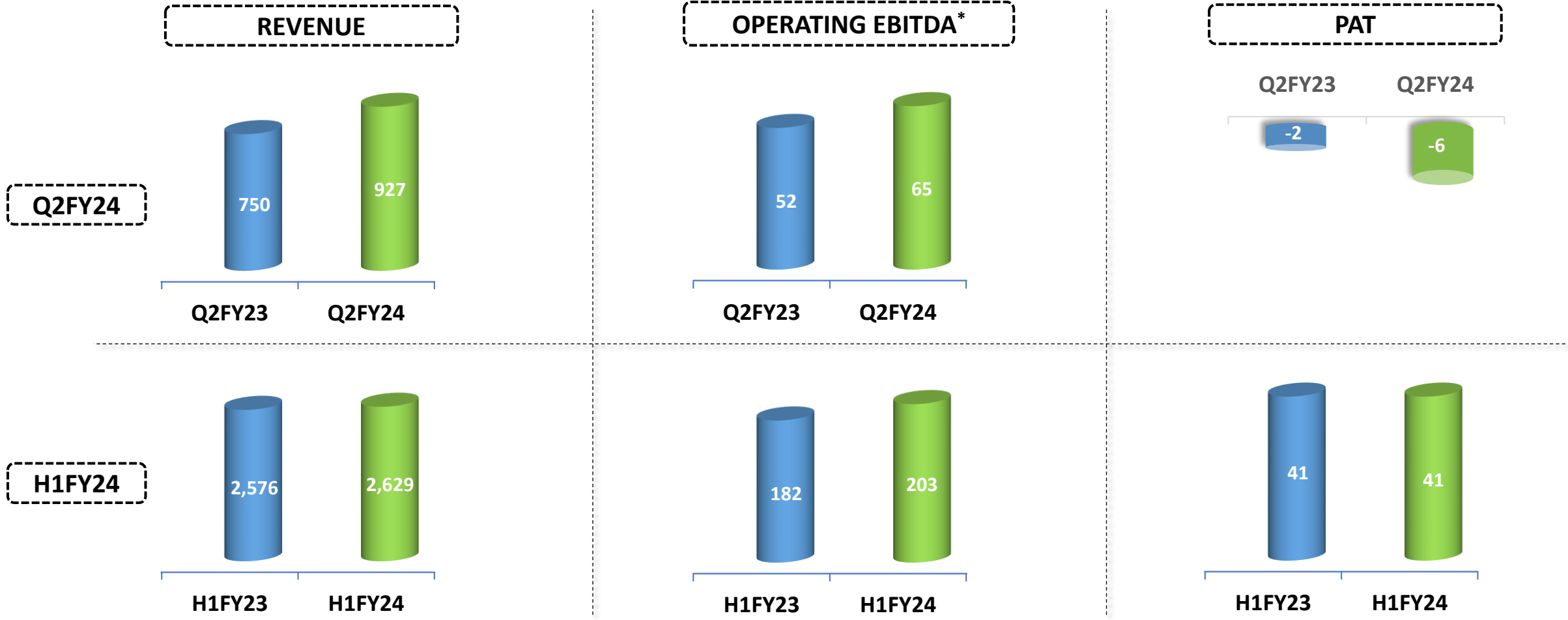
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Consolidated Performance



Rs. In Crs



▪ Our component strategy which led to product mix change has helped to improve margins during the quarter despite weak demand in RAC owing to unseasonal weather patterns

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

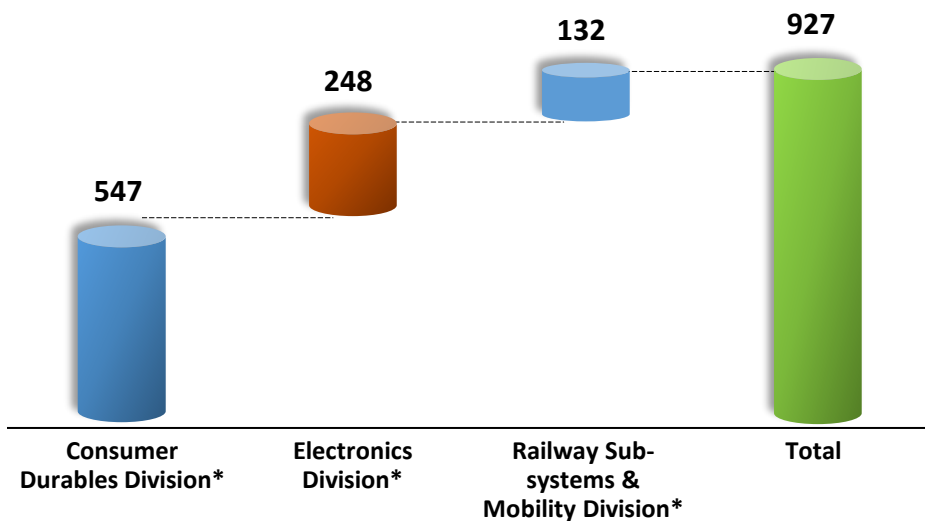


Consolidated Operating EBITDA & Revenue Build-up



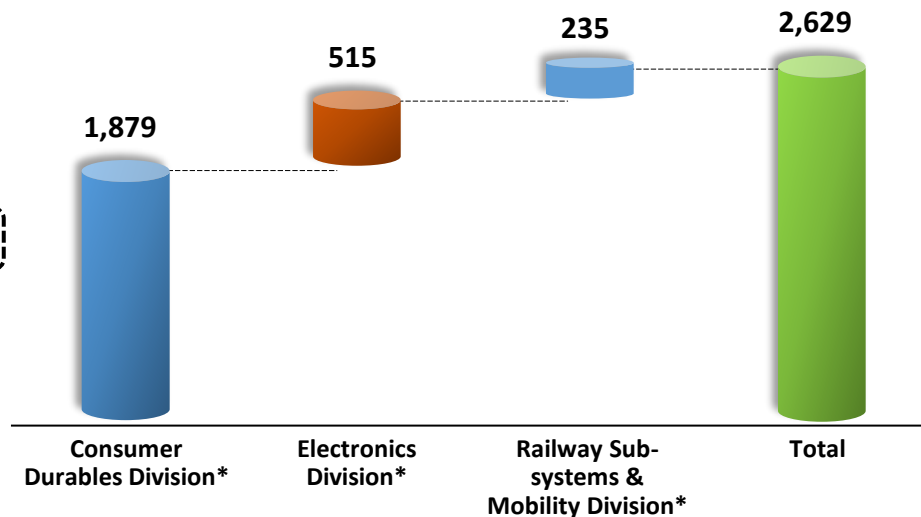
Rs. In Crs

Q2FY24

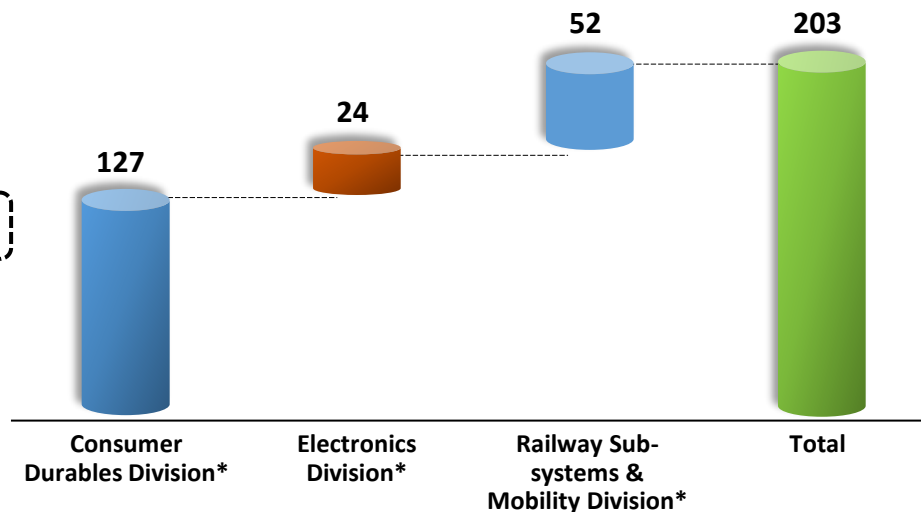
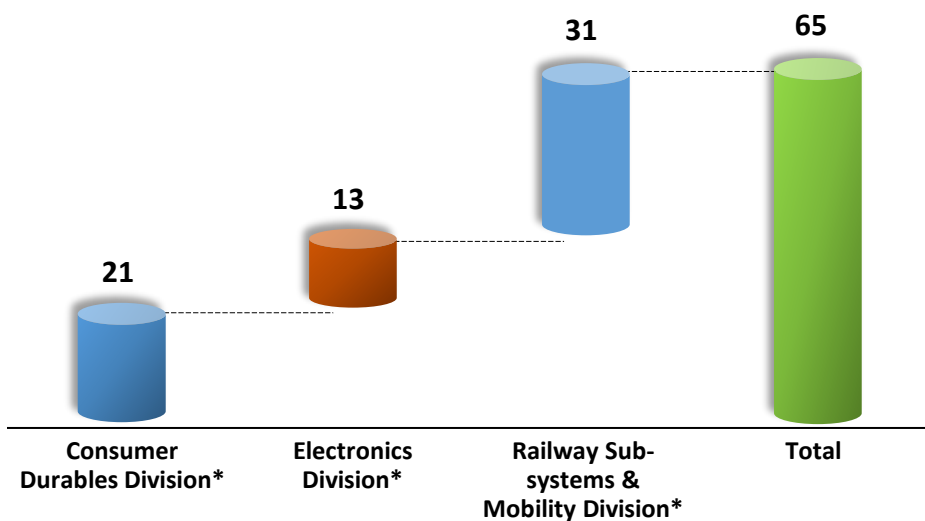


REVENUE

H1FY24



OPERATING EBITDA**



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

*after inter-company eliminations and adjustments



Segment Portfolio



Consumer Durables Division

Product Portfolio

- **RAC:**
 - Split AC, Window AC, Inverter AC
 - Cassette AC and Ductables
- **RAC Components:**
 - Heat Exchanger
 - Injection Molding
 - Motor
 - Copper Tubing
 - Cross-Flow & Axial Fans
 - Sheet metal components
- **Non-RAC Components for:**
 - Refrigerators, Washing Machine, Microwave, Water Purifiers, TVs, Fans, Telecom
- **Tools for Injection Moulding**

Manufacturing Facilities

- **23 Manufacturing Facilities across India**

Electronics Division

Product Portfolio

- **PCBA's for:**
 - Air Conditioner
 - Microwave
 - Refrigerator
 - Television
 - Ceiling Fans
 - Small appliances
- **Telecom:**
 - ONT Routers
 - RRH and BBU
- **Wearables & Hearables**
 - Smart Watch
 - TWS
- **Automobiles:**
 - EV

Manufacturing Facilities

- **4 Manufacturing Facilities across India**

Railway Sub-systems & Mobility Division

Product Portfolio

- **Railways & Metros:**
 - Coach HVAC System
 - Driver Cab AC
 - Pantry & its Equipment
 - Doors (External & Internal)
 - Gangways
- **Bus:**
 - HVAC System
 - Power Racks
- **HVAC for Defence**
- **HVAC for Telecom/IT**
- **HVAC for Data centres**
- **Refrigeration & Cold Room Systems**

Manufacturing Facilities

- **1 Manufacturing Facility in North India**



Product Portfolio



Consumer Durables Division



RAC ODU / IDU



Window AC



Heat Exchanger



Sheet Metal



Motors



Compressor Muffler



Cross Flow Fan

Electronics Division



Smart watch and Bluetooth speaker



TWS



RRH & BBU



ONR/Routers



Microwave PCBA



ODU Inverter Control Box



IDU Inverter Control Box



WAC Main & Display CTL



Top Loading BLDC WM



Refrigerator PCBA



Power Window PCBA

Railway Sub-systems & Mobility Division

Railway & Metro



Coach ACs



Saloon AC



Cabin AC



Doors



Gangway

Bus AC



Roof Mounting



Power Packs

MCU & Inverters



Controller for Railway



Controller for Metro



Electronic Thermostat



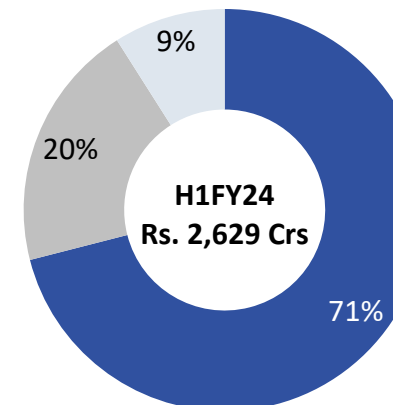
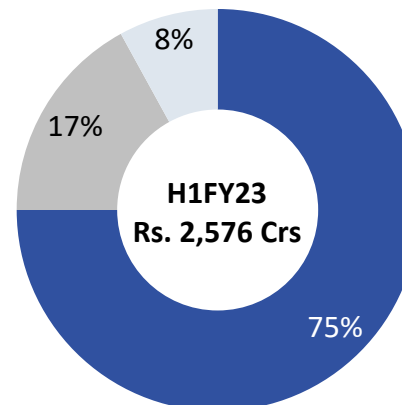
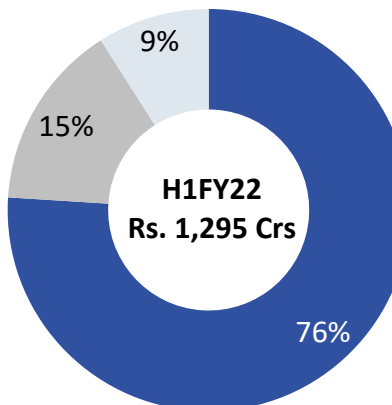
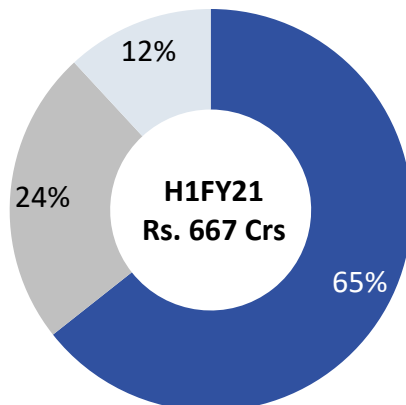
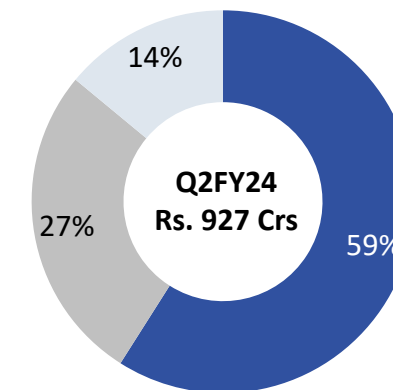
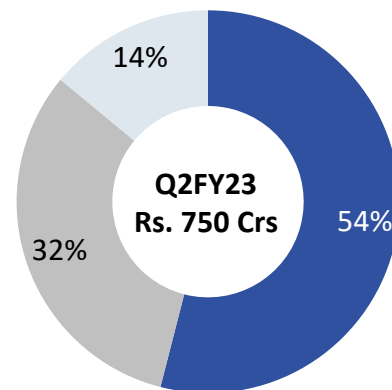
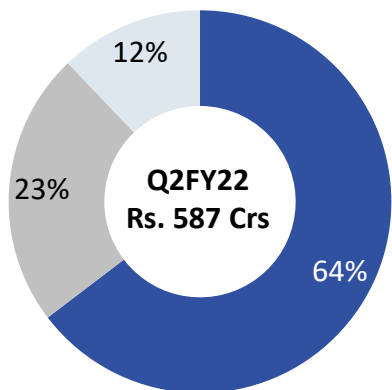
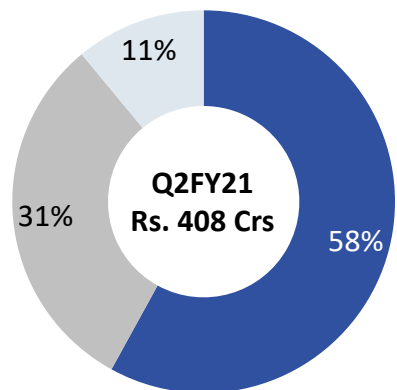
Strategically located near Customers...



Consumer Durables – 23 Facilities	
RAC & Non-RAC Components	Location: Dehradun, Jhajjar, Pune, Greater Noida, Rudrapur, Rajpura, Shahjanpur, Chennai, Sri City, Kadi & Manesar
RAC FG	Location: Dehradun, Jhajjar, Pune & Sri City
Motors	Location: Faridabad
Tooling	Location: Noida
Electronics – 4 Facilities	
PCBA's	Location: Greater Noida, Pune & Chennai
Telecom	Location: Greater Noida & Chennai
Wearables & Hearables	Location: Noida
Railway Sub-systems & Mobility – 1 Facility	
Railway Subsystems	Location: Faridabad



Capability building across business divisions has fuelled growth



**Data as % of Total Revenue*

■ Consumer Durables*
 ■ Electronics*
 ■ Railway Subsystem & Mobility*

- RAC Finished goods contribution stands at 40% at console Level
- Non-RAC components category improved to 39%
- Electronics: JV with Noise will present will help us to deepen our presence in wearable segment and expand into other smart electronics category
- Railway Subsystem & Mobility: Order book has strengthened significantly and stands at 1,140 cr. With rising transport infrastructure, the industry is poised to witness substantial growth in coming future
- Railway Subsystem & Mobility: Started receiving new order for new product addition in doors, gangway and other railway subsystems which will help increase wallet share with existing customers

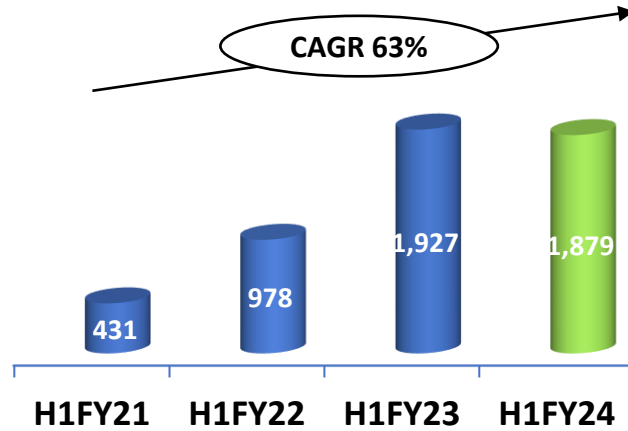


Divisional Performance



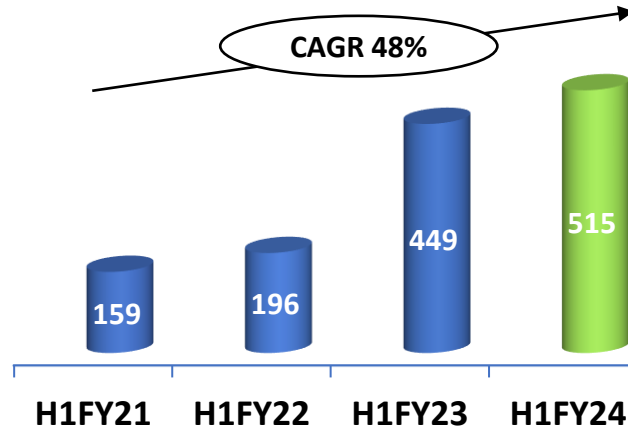
Consumer Durables

REVENUE



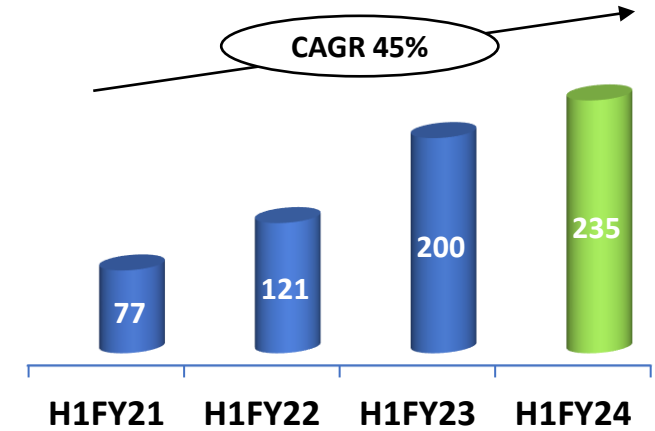
Electronics Division

CAGR 48%



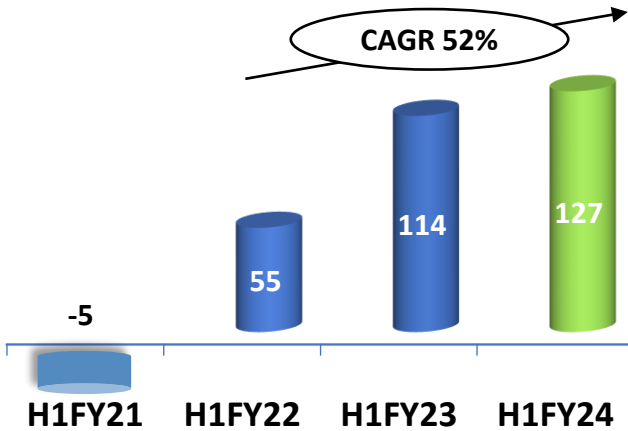
Railway Sub-systems & Mobility Division

CAGR 45%

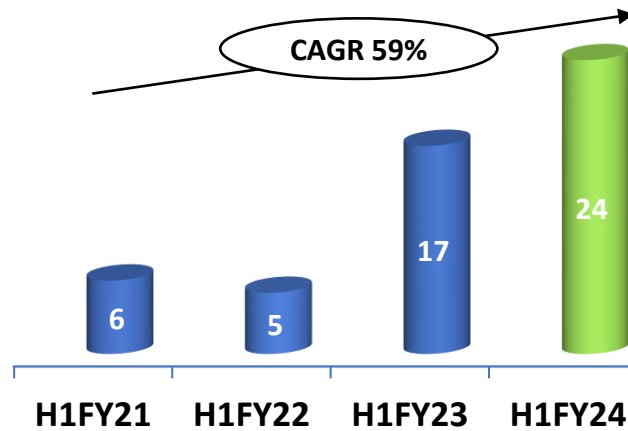


OPERATING EBITDA**

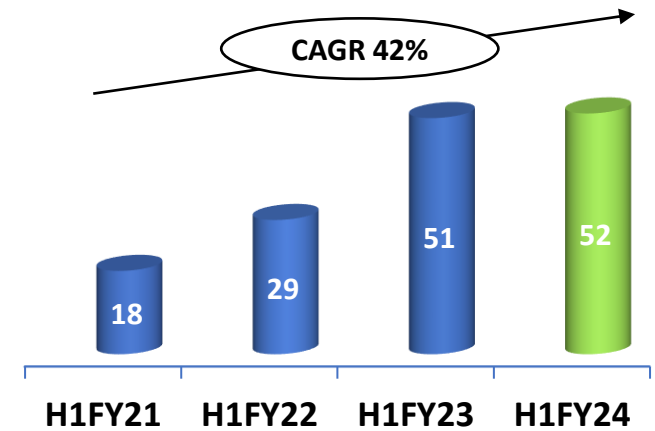
CAGR 52%



CAGR 59%



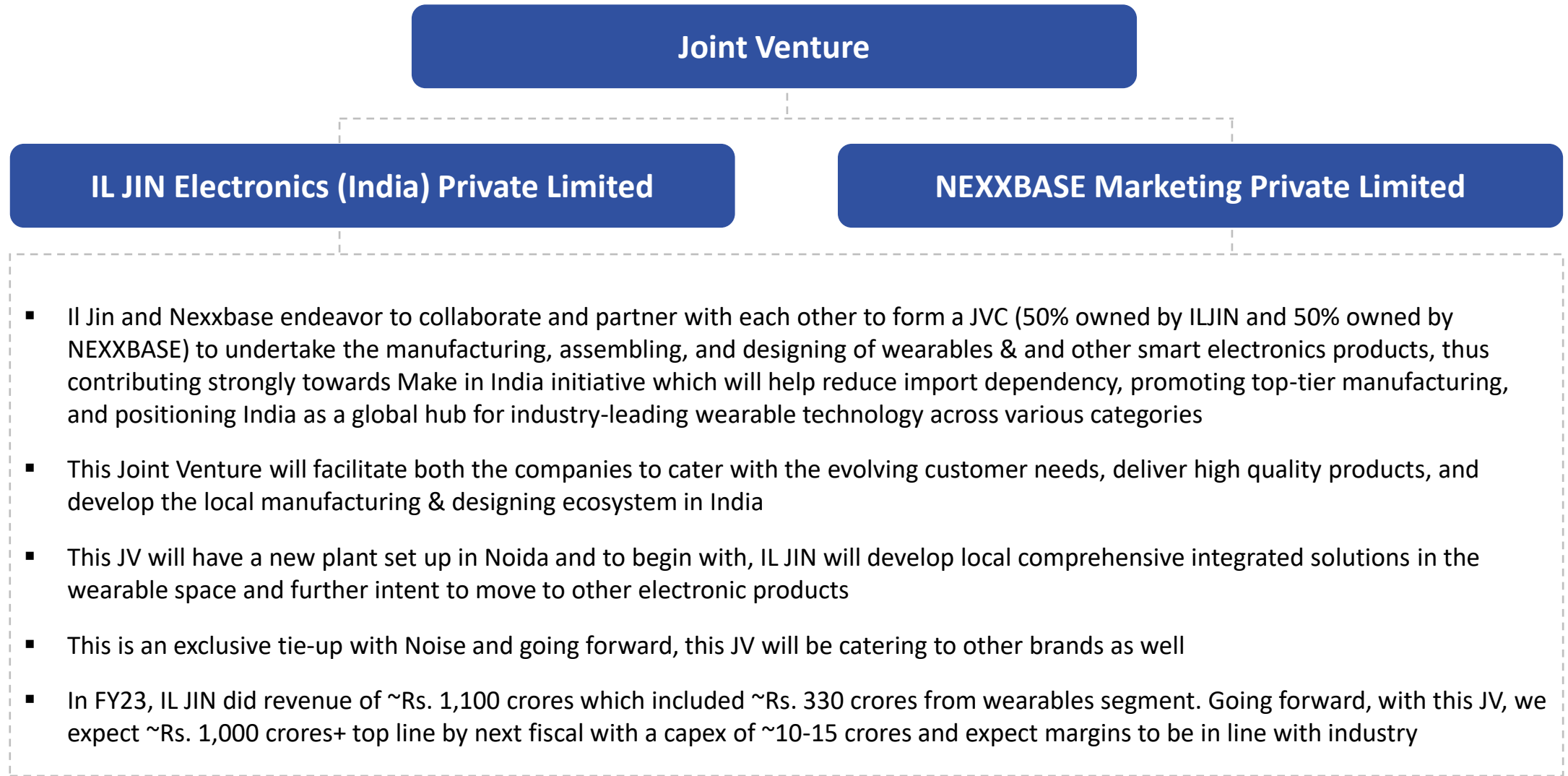
CAGR 42%



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



IL JIN enters JV with Nexxbase (Noise) for manufacturing smart wearables





SIDWAL Manufactured HVAC system for Namu Bharat - RRTS Delhi-Ghaziabad-Meerut corridor





Consolidated Profit & Loss Statement



Particulars (Rs in Crs)	Q2FY24	Q2FY23	YoY	H1FY24	H1FY23	YoY
Revenue from Operations	927	750	24%	2,629	2,576	2%
Raw Material Consumption (RMC)	721	592		2,125	2,156	
Gross Profit	206	158	31%	504	420	20%
Gross Margins (%)	22.3%	21.1%		19.2%	16.3%	
Employee Expenses (excluding ESOP expenses)	55	40		110	81	
Other Expenses (excluding MTM loss on forward contracts, Loss on sale of FA and FA written off)	86	66		191	157	
Total Expenses (including RMC)	862	699		2,426	2,394	
Operating EBITDA	65	52	25%	203	182	11%
Operating EBIDTA Margins (%)	7.0%	6.9%		7.7%	7.1%	
Depreciation & Amortization	45	32		89	64	
ESOP expenses	4	7		9	13	
Other Income (Including forex gain, adjustment of forex loss, loss on sale of FA and FA written off)	12	4		30	-9	
EBIT	27	17		135	97	
Finance Cost	37	24		82	45	
PBT	-9	-7		53	52	
Tax	-4	-5		12	11	
PAT	-6	-2	-	41	41	1%
PAT %	-0.6%	-0.3%		1.6%	1.6%	
EPS	-2.06	-0.88		11.48	11.60	

Particulars (Rs in Crs.)	30-Sep-23	31-Mar-23
Non-Current Assets	2,582	2,407
Property, plant and equipment (including Right-of-use assets)	1,835	1,789
Capital work-in-progress	27	13
Goodwill	142	142
Other intangible assets	274	290
Intangible assets under development	65	37
Financial assets		
(i) Investments	4	2
(ii) Loans	2	2
(iii) Other financial assets	121	52
Non-current tax assets (net)	33	24
Deferred tax assets (net)	3	3
Other non-current assets	74	51
Current Assets	2,049	3,837
Inventories	764	1,091
Financial assets		
(i) Investments	136	191
(ii) Trade receivables	702	1,763
(iii) Cash and cash equivalents	46	323
(iv) Bank balances other than (ii) above	252	236
(v) Loans	2	2
(vi) Other financial assets	42	32
Other current assets	105	197
Assets classified as held for sale	0	0
Total Assets	4,632	6,243

Particulars (Rs in Crs.)	30-Sep-23	31-Mar-23
Equity	2,004	1,954
Equity share capital	34	34
Other equity	1,922	1,875
Non controlling interest	47	45
Non-Current Liabilities	736	841
Financial liabilities		
(i) Borrowings	507	577
(ii) Lease liabilities	90	91
(iii) Other financial liabilities	24	58
Provisions	18	16
Deferred tax liabilities (net)	96	98
Other non-current liabilities (including Government grants)	1	1
Current liabilities	1,892	3,449
Financial liabilities		
(i) Borrowings	940	767
(ii) Trade payables	702	2,304
(iii) Lease liabilities	15	21
(iv) Other financial liabilities	117	124
Other current liabilities (including Government grants)	105	220
Provisions	8	6
Current tax liabilities (net)	6	7
Total Equity & Liabilities	4,632	6,243



Consolidated Cash Flow



Particulars (Rs in Crs)	30-Sep-23	30-Sep-22
Operating profit before working capital changes	196.5	166.9
Changes in working capital	-245.0	-155.0
Cash generated from operations	-48.5	11.9
Direct taxes paid (net of refund)	-22.5	-31.6
Net Cash from Operating Activities (A)	-71.1	-19.7
Net Cash from Investing Activities (B)	-219.5	-278.5
Net Cash from Financing Activities (C)	13.6	221.3
Net Change in cash and cash equivalents	-276.9	-76.9

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