



Date: 11.02.2024

To
Secretary
Listing Department

To
Secretary
Listing Department

BSE Limited

Department of Corporate Services Phiroze
Jeejeebhoy Towers Dalal Street, Mumbai – 400 001
Scrip Code : 540902
ISIN : INE371P01015

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,
Mumbai – 400 050
Scrip Code : AMBER
ISIN : INE371P01015

Dear Sir/Ma'am,

Subject: Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended 31 December 2023 ('Q3 & 9MFY24')

Pursuant to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015 as amended, please find enclosed herewith Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended 31 December 2023, ('Q3 & 9MFY24').

This information is submitted to you pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

This information will also be hosted on the Company's website, at <https://www.ambergroupindia.com/investor-events-presentation-head/> for your information and for information of members / participants and public at large.

Kindly take the same into your records and oblige.

Thanking You,
Yours faithfully
For **Amber Enterprises India Limited**

(Konica Yadav)
Company Secretary and Compliance officer
Membership No. : A30322

Amber Enterprises India Limited

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Universal Trade Tower, 1st Floor, Sector 49, Gurgaon-1 22018
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Tel.: +91 1762 232126, 232646 | Fax: +91 1762 232127



Amber Enterprises India Limited

Q3FY24
Result Presentation
February 2024





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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections



Consolidated Performance



Rs. In Crs

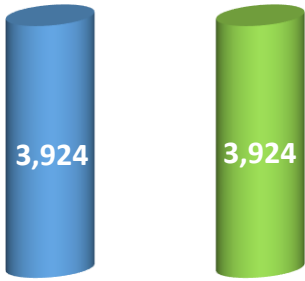
REVENUE

EBITDA#

Operating EBITDA*

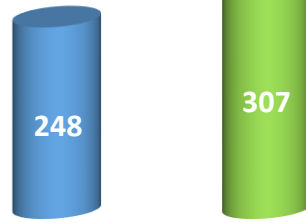
PAT

9MFY24



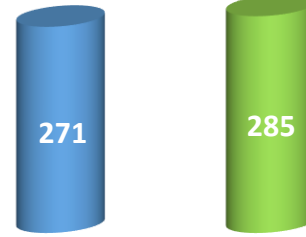
6.3%

7.8%



6.9%

7.3%



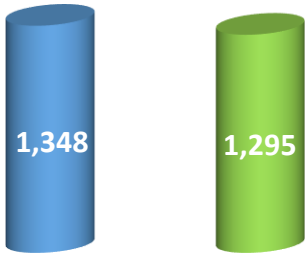
56

40

9MFY23

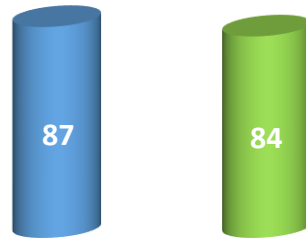
9MFY24

Q3FY24



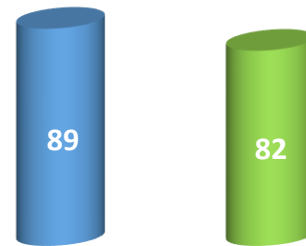
6.5%

6.5%



6.6%

6.3%



15

(1)

Q3FY23

Q3FY24

Q3FY23

Q3FY24

Q3FY23

Q3FY24

Q3FY23

Q3FY24

- Increase in finance cost owing to increase in interest rates and higher depreciation on account of capex done in last year and this year has led to decline in PAT

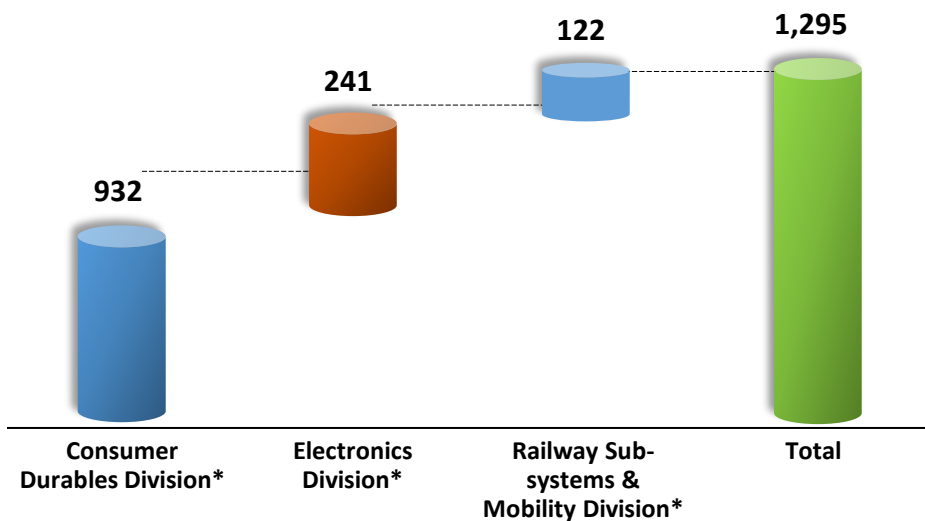


Consolidated Operating EBITDA & Revenue Build-up



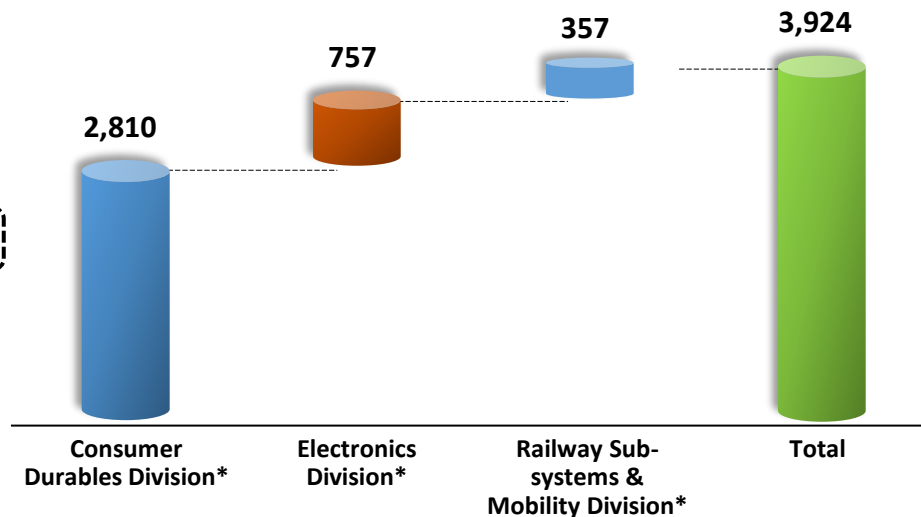
Rs. In Crs

Q3FY24

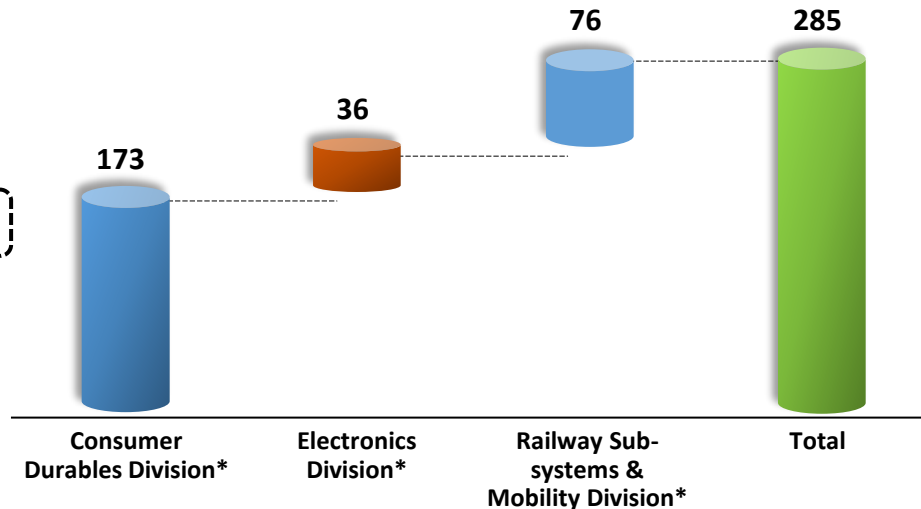
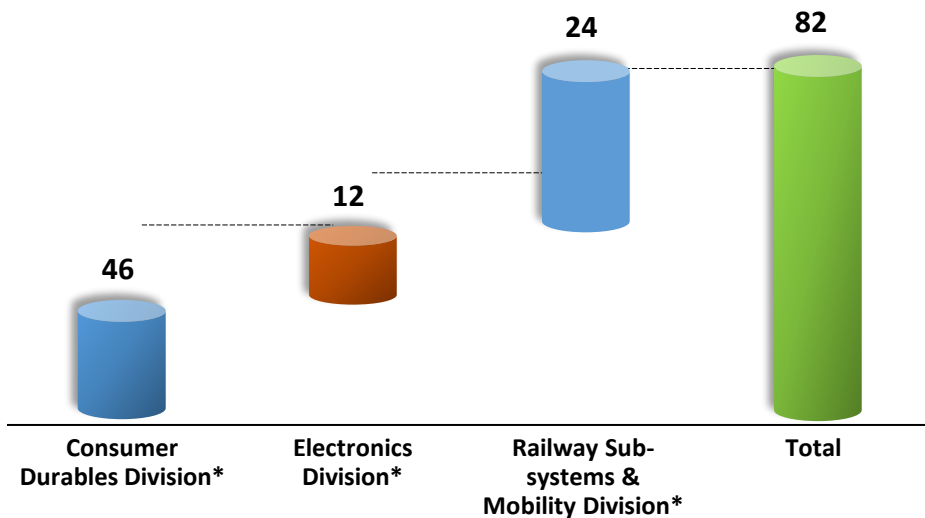


REVENUE

9MFY24



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**

Completed acquisition of 60% equity stake in Ascent Circuits Pvt Ltd, which is one of the leading manufacturers of PCBs. It has 1 Manufacturing facility in Hosur, Tamil Nadu

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**

Formation of Strategic Alliance with Titagarh Rail Systems and created 50:50 JV – SPV – Shivalik. Invitalia – the investment arm of govt of italy will also invest in Firema



Product Portfolio



Consumer Durables Division



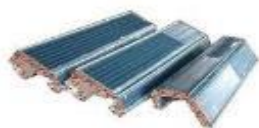
RAC ODU / IDU



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

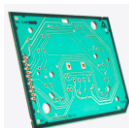


Refrigerator PCBA

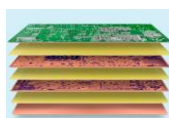


Power Window PCBA

Through acquisition of Ascent



Single sided PCB



Double sided PCB



Multi-Layered PCB



RF PCB

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

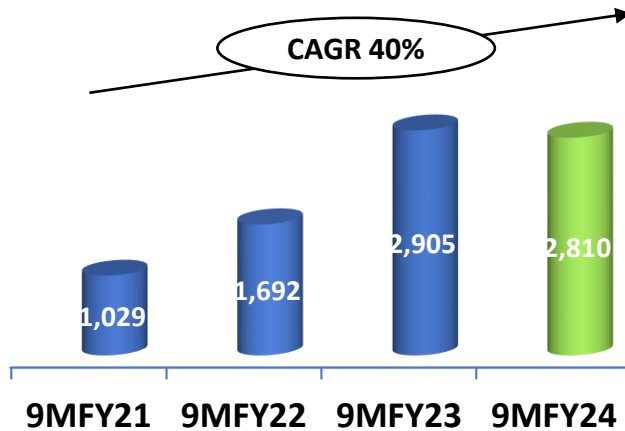


Divisional Performance



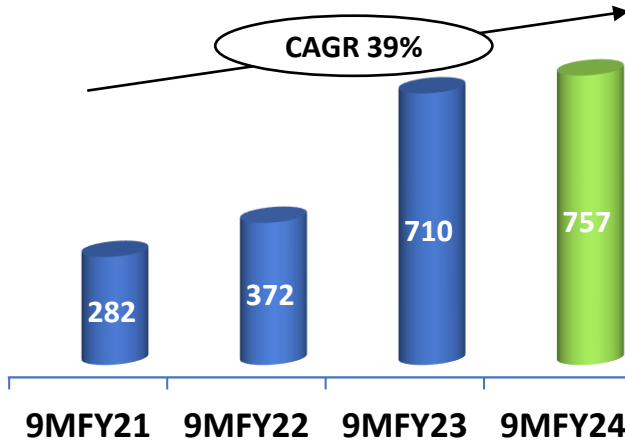
Consumer Durables

CAGR 40%



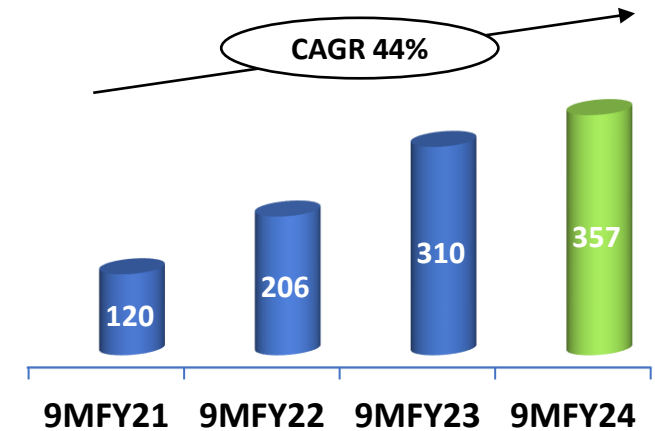
Electronics Division

CAGR 39%



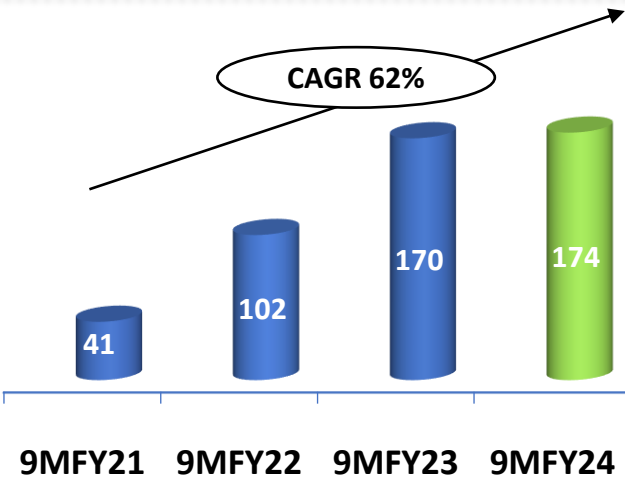
Railway Sub-systems & Mobility Division

CAGR 44%

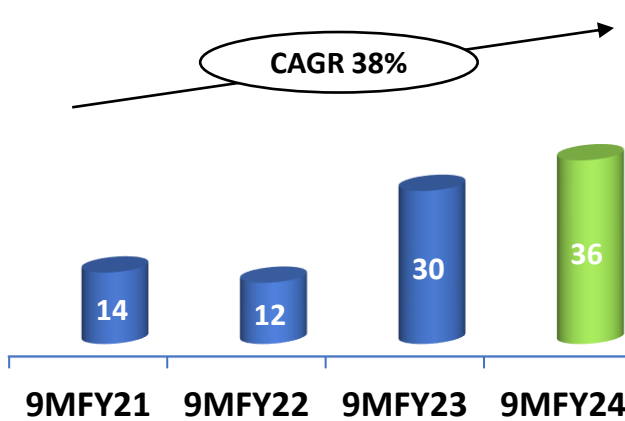


REVENUE

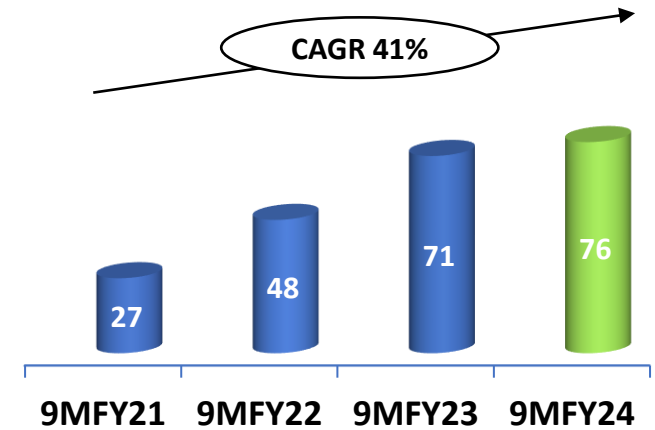
CAGR 62%



CAGR 38%



CAGR 41%



OPERATING EBITDA**

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



Consolidated Profit & Loss Statement



Particulars (Rs in Crs)	Q3FY24	Q3FY23	9MFY24	9MFY23
Revenue from Operations	1,295	1,348	3,924	3,924
Raw Material Consumption (RMC)	1,039	1,119	3,164	3,274
Gross Profit	256	230	760	650
Gross Margins (%)	19.8%	17.0%	19.4%	16.6%
Employee Expenses (excluding ESOP expenses)	60	47	169	128
Other Expenses (excluding MTM loss on forward contracts, Loss on sale of FA and FA written off)	114	94	305	251
Total Expenses (including RMC)	1,213	1,260	3,639	3,654
Operating EBITDA	82	89	285	271
Operating EBIDTA Margins (%)	6.3%	6.6%	7.3%	6.9%
Depreciation & Amortization	47	36	135	100
ESOP expenses	4	7	14	20
Other Income (Including forex gain, adjustment of forex loss, loss on sale of FA and FA written off)	6	6	36	-2
EBIT	37	51	172	148
Finance Cost	37	29	119	74
PBT	0	22	54	74
Tax	1	7	13	18
PAT	-1	15	40	56
PAT %	0.0%	1.1%	1.0%	1.4%
EPS	-0.14	4.20	11.34	15.80

Acquisition of 60% stake in Ascent Circuits Private Limited



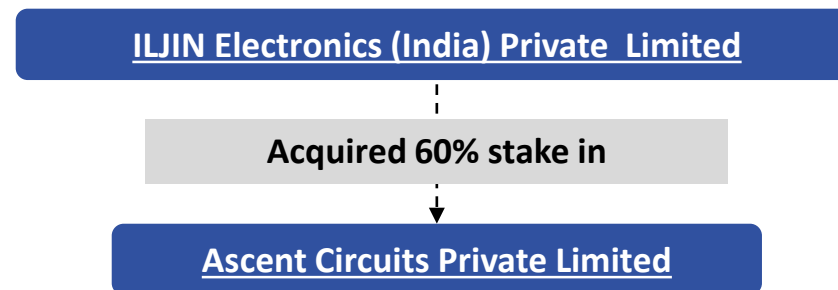


Acquisition of 60% stake in Ascent Circuits Private Limited



Overview

The Amber group has entered into 'definitive agreements' with Ascent Circuits Private Limited for acquiring majority stake in the equity share capital of Ascent Circuits Private Limited through IL JIN Electronics (India) Private Limited (material subsidiary of Amber)



About Ascent Circuits Private Limited

Business -

- A south India based homegrown leading player engaged in the manufacturing of Printed Circuit Boards

Type of products

- Single sided, Double sided, Multi layered, RF PCB

Industry served / Presence

- Aerospace & Defence, Medical, Energy solutions, Automotive, Telecom, Data Centers, Consumer Electronics, IT, Lighting

Clientele (Multinational & Domestic)

- ISRO, BEL, BHEL
- Automotive, Telecom, Consumer Electronics
- Exports its produce to global markets

Acquisition Synergy

- **Strengthen its EMS portfolio**
- **Leverage technical expertise and expanding into new customer base and product portfolio**
- **Increased Backward Integration**
This acquisition will help to increase Amber's local value addition and backward integration into passive components of PCB Assemblies for various applications such as Aerospace & Defence, Medical, Telecom, Consumer Electronics and Automotive
- **In sync with the 'make in India' and 'Atma Nirbhar Bharat' vision of the Government of India**

Amber Strategy

With Government's encouraging policy framework for domestic manufacturing, Amber plans to expand its portfolio in the electronics (EMS) space by further strengthening its R&D and PCBA manufacturing capabilities through backward integration of Bare PCB Boards and adding new industries in its EMS portfolio. This strategic move positions Amber as a key player in the electronics EMS space, aligning well with the sector's anticipated double-digit growth in FY 25 and beyond.

Amber Group inks MoU with Korea Circuit





Amber Group inks MoU with Korea Circuit



Overview:

- Amber Group inks MoU with South Korea's Korea Circuit, a YoungPoong group co. through its recent venture 'Ascent Circuits' to manufacture Flex, HDI, Semiconductor substrates PCBs, fortifying PCB manufacturing in India

About Korea Circuit:

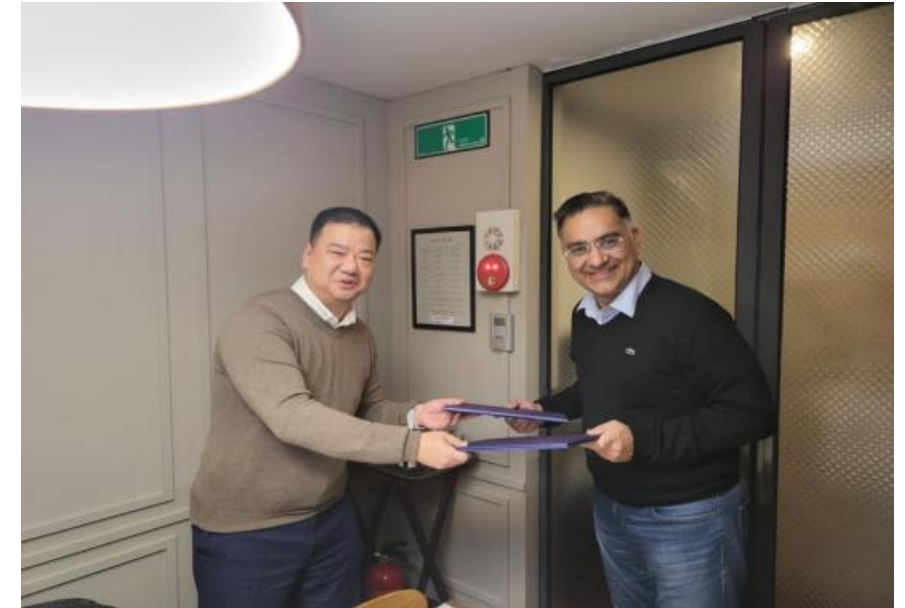
- A pioneer of the Korean PCB industry having production of PCB for the past 45 years
- Armed with state-of-the-art technology
- **PCB solutions developed:**
 - HDI, Flex, Semiconductor substrates, Multilayer, Double sided & Single sided PCBs
- **Applications Range:**
 - Mobile, IT, Semiconductors, Home appliances, Consumer electronics, Aerospace & Defence, Medical, Energy solutions, Automotive, Telecom, Data Centres etc.

How will the MoU benefit Ascent Circuits (Amber)

- Enhance capability for providing solutions to Mobile & Semiconductor industry
- This association will envelop the entire portfolio of PCBs required for various applications in India's Electronics manufacturing growth story i.e HDI, Flex, Semiconductor substrate, Multilayer, Double sided, Single sided

How will the MoU benefit Korea Circuit

- This association will assist Korea Circuit to provide solution to major customers in India, thereby giving it a competitive advantage in the Indian market and help to grow its business
- Will allow Korea Circuit to meet the growing demand in India for electronics and provide its customers with a reliable and efficient supply chain



Strategic Alliance with Titagarh Rail Systems

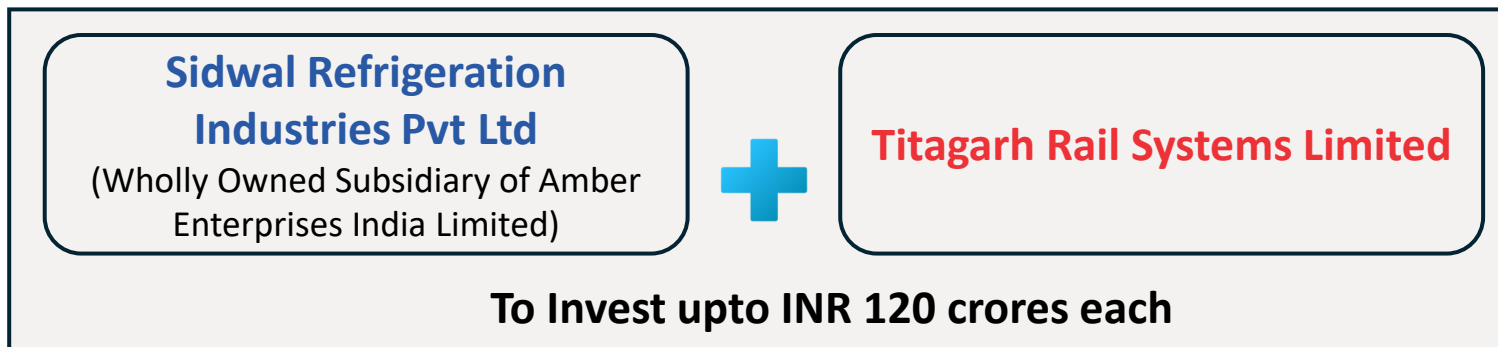




Formation of Strategic Alliance with Titagarh Rail Systems



To provide a comprehensive integrated solutions to rolling stock manufacturers for railway subsystems in India & overseas and to make fresh equity investments into Titagarh Firema SPA, Italy

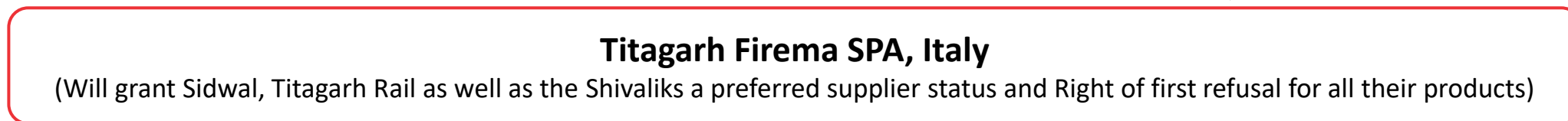


50:50 JV-SPV
(equal control)



To Invest 20.21mn Euros

To Invest additional 17 mn Euros



Existing Shareholders of Titagarh Firema SPA – Titagarh Rail Systems Limited, Umesh Chowdhary, Invitalia & Others



01

The strategic partnership in Firema will facilitate Sidwal's entry into the European market/ global play and will also give Sidwal a preferred access to Firema's own demand

02

Firema recently signed a framework contract for design and supply of 370 sleeping coaches to Trenitalia for Euro 732 million in consortium with Skoda apart from the trains for the Lazio (Rome) region

03

Titagarh Rail and Sidwal will jointly support the growth of Firema via combined management expertise as well as improving cost competitiveness of Firema by supplying critical components from India which are produced by both the groups and Shivaliks (JVC-SPV)

04

The groups are already in advanced stage of discussions for obtaining technology to manufacture critical components and subsystems for the Railway industry from global leaders including from Europe. While the list of these components will be announced by the JVC-SPV in due course, this would include coach interiors, coach toilets, kitchens, seats and other important railway subsystems

05

The new JVC would target to achieve a wallet share of at least INR 150-200 lacs per passenger coach.

06

Sidwal and TRSL also grant each other a Preferred Supplier and a Preferred Customer status for TRSL's own requirements for Sidwal's product, at arm's length basis. Sidwal has received a Letter of Intent under the cooperation agreement for the components manufactured by Sidwal for the existing and future projects by Titagarh Rail including the prestigious Vande Bharat project



Targeted Product Portfolio



Interiors



Coupler



Papis



Seats & Grab rails



Toilets



Company :



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Mr. Sudhir Goyal
sudhirgoyal@ambergrouppindia.com

www.ambergrouppindia.com

Investor Relations Advisors :



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