

May 30, 2024

National Stock Exchange of India Limited
Listing Compliance Department
“Exchange Plaza”
Bandra – Kurla Complex
Bandra East, Mumbai – 400 051
NSE Symbol: ARE&M

BSE Limited
Corporate Relations Department
Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai – 400 001
BSE SCRIP CODE: 500008

Sub: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for Q4 - FY24/ FY24.

This is for your kind information and record.

Thank You

For Amara Raja Energy & Mobility Limited
(Formerly known as Amara Raja Batteries Limited)

Vikas Sabharwal
Company Secretary

Encl: a/a



AMARA RAJA
Gotta be a better way

EARNINGS PRESENTATION

Q4-FY24 / FY24

BUSINESS



4 decades of experience



Leading Automotive Battery Brand



Market Leader in Telecom and Data Centre Industry



Strong Brand recall



First AGM battery manufacturer for 2W



First VRLA battery manufacturer in India

OPERATIONS



7 Manufacturing Facilities



~50 Million units annualized Capacity for Automotive batteries



2.3 Billion AH - Total Industrial batteries capacity



Exporting to 50+ Countries



~8,000+ employees



Country wide distribution network with 1 lakh+ POS

FINANCIALS



Market Cap (Mn) ~ INR 120 Bn+



Marginal debt in the books



10 year Revenue CAGR ~13%



~19% ROCE ⁽¹⁾



AA+ Credit Rating by CRISIL



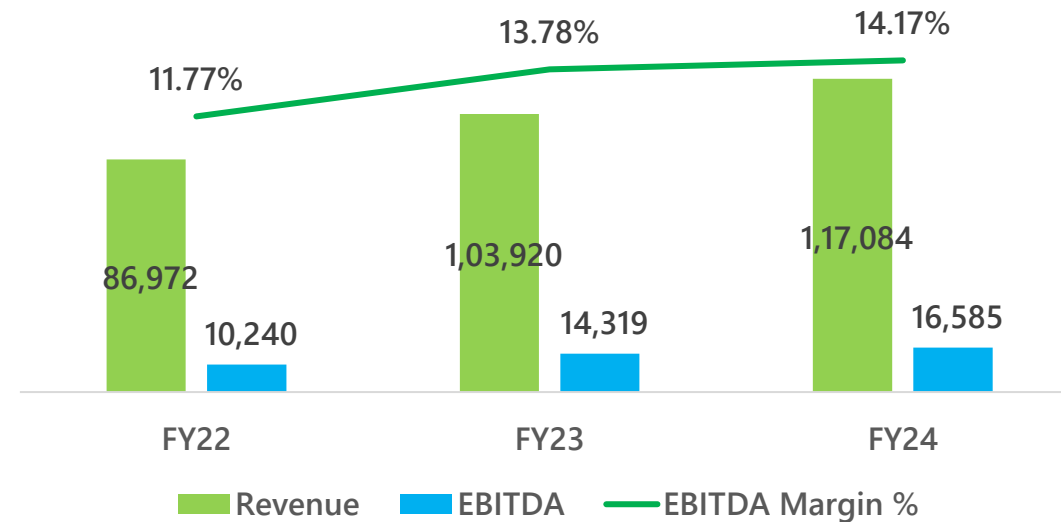
40%+ Institutional Shareholding

(1) As on FY24 end

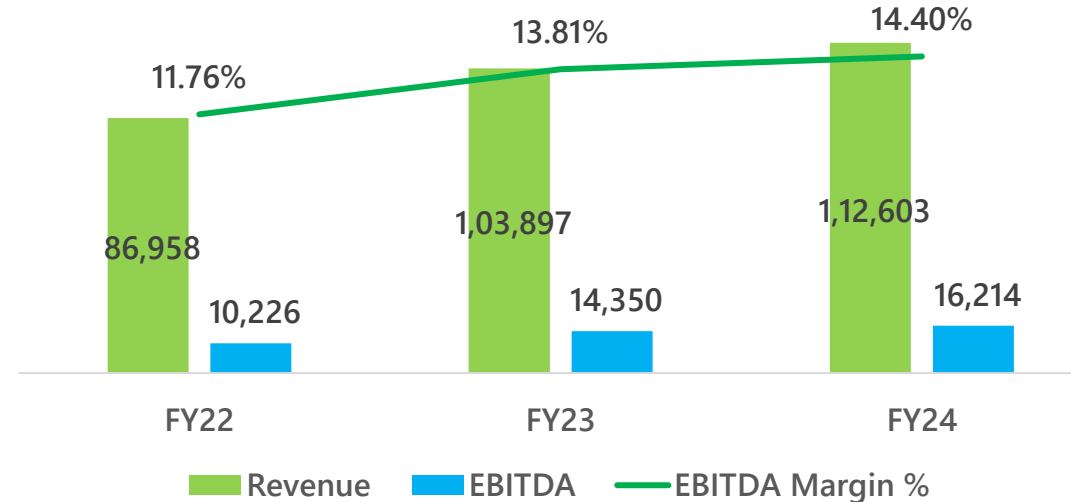
COMPANY OVERVIEW

- Amara Raja Energy & Mobility Limited, (ARE&M), the flagship company of the Amara Raja Group, is one of the largest manufacturers of lead-acid Batteries in India.
- Incorporated in 1985, the company has wide range of products for customers in both, domestic and International markets.
- The company has operated a long-standing and highly successful joint venture with a global technology and industrial giant, Clarios for over 2 decades.
- Strategic decision to shift from solely being a battery manufacturer to a comprehensive Energy & Mobility solutions provider, and also changed the company name to Amara Raja Energy & Mobility Limited in 2023.
- The company exports to over 50 countries across the globe and is focused on expanding its footprint to more countries.
- Strong brands including 'Amaron' and 'PowerZone' leading to improved market share
- 7 manufacturing facilities located in Andhra Pradesh
- All plants recognized with highest level awards in International level Quality Circle Competitions(ICQCC) held in Beijing, China
- TPM is being implemented in all manufacturing facilities, currently all plants certified for sustenance level
- Forayed into the New Energy business in 2022 with ambitious capex plan of INR 95 Bn for setting up a Giga Corridor in Telangana.
- High emphasis on protecting the environment, focus on recycling of lead and RE power

CONSOLIDATED INCOME (INR Mn) & EBITDA MARGINS(%)



STANDALONE INCOME (INR Mn) & EBITDA MARGINS(%)



LEAD ACID BATTERIES

AUTOMOTIVE

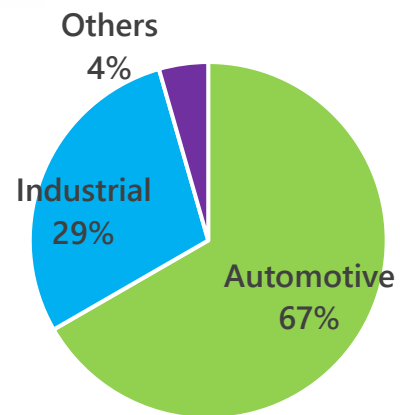
- Applications – 2W, 3W, 4W & CV's
- Largest Exporter of 4W Batteries
- First AGM battery manufacturer for 2W
- Setting up 1.5 L MTPA of a lead recycling facility, showcases commitment to the circular economy

INDUSTRIAL

- Application - Telecom, Railways, Power Control, Solar, UPS
- Market Leader in Telecom sector
- First to introduce VRLA batteries in India
- Largest Integrated Facility for MVRLA Batteries
- Pioneered Battery Solutions for Indian Railways



FY24 Revenue Breakup (%)



■ Automotive ■ Industrial ■ Others

*Others predominantly includes New Energy business.

AUTOMOTIVE | INDUSTRIALS

- Li Cell and Pack Manufacturing
- EV Charging Products
- Energy Storage Solutions
- Developed India's First 21700 Cylindrical Cell (NMC 811)
- Successfully powered an E-Bike using in-house NMC based 2170 cylindrical cells
- Setting up E Positive Energy Labs: a unique innovation & research facility



NEW ENERGY BUSINESS

APPLICATIONS



MANUFACTURING & DISTRIBUTION



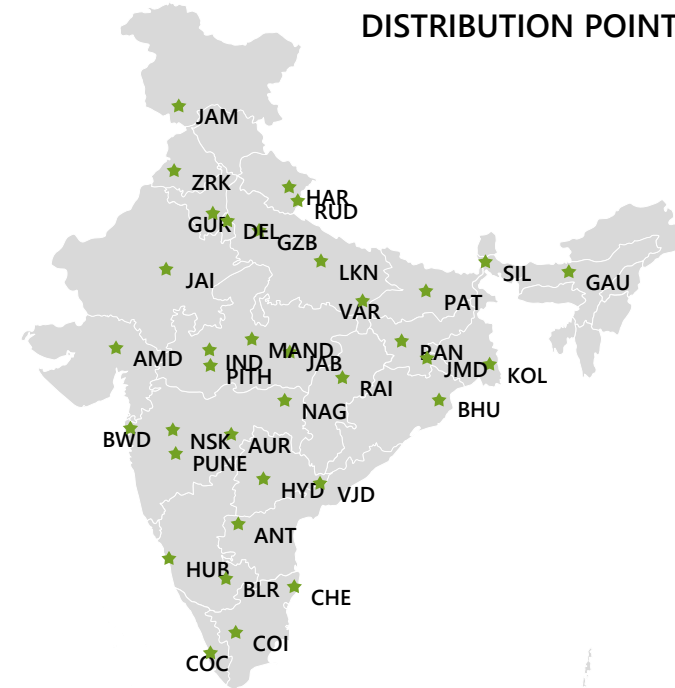
Plastic division plant of Mangal Industries



Plastic division of Mangal integration complete

- Effective from April 01, 2022
- Aids margin improvement

DISTRIBUTION POINTS



7 Battery Manufacturing Plants in two locations

MANUFACTURING CAPACITIES

SALES & DISTRIBUTION NETWORK - INDIA

INDUSTRIES	ANNUALISED CAPACITY	LOCATION
Automotive	~50 Mn	AP
Industrials	2.3 bn Ah	AP

BRANCHES	DISTRIBUTION POINTS	POINT OF SALE
23	39	1,00,000+



AUTOMOTIVE

INDUSTRIAL

PASSENGER VEHICLE OEM CLIENTS

COMMERCIAL VEHICLE/TRACTOR OEM CLIENTS

TWO-WHEELER OEM CLIENTS

INDUSTRIAL OEM CLIENTS



NEW ENERGY BUSINESS : THE FUTURE GROWTH ENGINE

150 GWH

- India's electrification demand expected to be 150GWh by 2030
 - Adoption across user segments like Mobility Telecom and Data Centres
 - Significant market share gain opportunity
-
- Financial subsidies including manufacturing subsidies valued 50,000cr +
 - High customer pull for EVs ensuring market expansion in specific segments as a near given

ARE&M'S
FORAY IN
NEW
ENERGY
SOLUTIONS

Li Cell and pack
Manufacturing

EV Charging
Solutions

Energy Storage
Solutions

COMPLETED AMARA RAJA POWER SYSTEMS
LIMITED(ARPSL) ACQUISITION

- WOS effective from September 29, 2023
- Expected to strengthen charging solutions offerings

POLICY PUSH

ROADMAP FOR CAPITALISING ON THE NEW ENERGY BUSINESS

PLANNED A GIGA CORRIDOR IN DIVITIPALLY, TELANGANA

- **CAPEX announced** – INR 9,500 crores, MoU signed with Government of Telangana
- **Setting up E Positive Energy Labs:** a unique innovation & research facility, Hyderabad, Telangana
- Land allotment completed, spread across 262 acres at Divitipally, Telangana
 - Customer Qualification plant
 - 16 GWH Cell Capacity over the next 10 years

Proposed Cell and Pack plants



Giga Cell Plant



Pack Factory

OPERATIONAL HIGHLIGHTS (LAB) – Q4-FY24/FY24

Plastic Division Integration

- Scheme of arrangement among ARE&M and Mangal approved by NCLT vide its order dated Jan 10, 2024.
- Scheme is effective from April 01, 2022 and the numbers are accordingly restated

Automotive

- After market – 2W volumes and 4W reflected **robust growth in volumes** during the year
- OEM volumes have registered significant growth in 2W segment, while the 4W space is seeing a tepid demand
- Market penetration with **new product launches** in aftermarket & diversification into allied applications includes Lubes
- Strengthened our global presence by entering **the North American and European markets**, placing our products in over 50 countries

Industrial

- Overall volume growth in Industrial applications have been moderate during the year
- Growth driven by telecom applications while UPS has grown moderately





Amaron Jade

AGM Product launched for overseas markets

- Durable product
- Enhanced performance



ELITO

ELITO is a battery brand developed to cater to automotive, 2W/motorcycle applications

- Value for money



Amaron Hi-life Lubes

Diversification into allied applications

- Product designed to elevate vehicles performance
- Caters to 2W, 4W, Commercial Vehicles



FACILITATING CHANNEL PARTNERS AND CUSTOMERS

Products distributed through PAN India Sales & service retail network

Increasing the presence through Amaron franchise network across India

In FY20

450+

In FY24

550 +

Extensive Touch Points with addition of retail partners

2020

90000+

2024

115000+



Partnered with multiple financial institutions to provide financing options to primary channel partners

Digital initiatives to enhance the experience for esteemed partners and customers

Go Paperless with new **AMARON KONNECT APP**



Digital Warranty card

Host of other valuable benefits:

- Latest Product Information
- Navigate to your nearest **AMARON pitstop**
- Excellent user interface/experience



Enhancing brand image and strengthening global supply chain through multiple initiatives such as Distributors Meet, Banding Initiatives and Expo Participation in international markets.

A1 dealer/ distributor meet held in Edinburgh



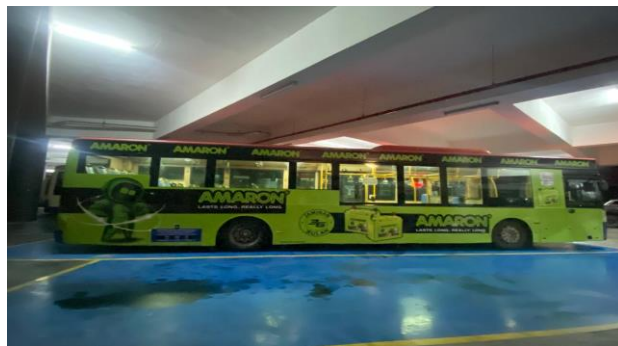
Auto Expo at Birmingham



Auto Expo at Johannesburg



Bus Branding in APAC.



Car Branding in Malaysia.



Inauguration of World's largest Pitstop in Kuwait



Recognition for enhanced customer services

Best partner award from Indus circles for unparalleled services & quality product

Mumbai



Gujarat



MPCG



ATC recognized ARE&M exemplary efforts



Engaging with channel partners

Conducted UPS batteries Channel Partner Meet at Prague in Sep'24



OPERATIONAL HIGHLIGHTS (NEB) – Q4-FY24/FY24

Business growth





New Energy Business clocked 110% growth over the previous year, further cementing our leadership position with our customers

Batteries account for ~80% of revenue during FY24 and remaining is attributable to chargers.

Mobility

 Continue to cater to e3W in automotive segment, with robust volumes growths during FY24


  Focused approach to onboard new customers across other mobility segments


Stationery applications

 Leveraging existing relationships and partnered with telecom players for li-on requirements

 Focus on market entry into segments including UPS, ESS, Home energy

Supply chain & Funding

 Partnering with suppliers to build optimum supply chain across raw materials for cost efficiency

 Investment made so far into the business Rs. 650 cr



CAPEX PROJECTS ON TRACK....

Lead Acid Battery



Battery Recycling Plant at Cheyyar – TN

- 1.5 Lac MTPA State-of-the-art Advanced Green field Lead Acid Battery Recycling plant
- 80% of construction completed
- Commercial production expected to commence from Q2/Q3- FY25



Tubular Battery Plant at ARGC – Chittoor

- 1 Mn+ Battery/ Annum Advanced Tubular Manufacturing plant
- Plant Redesigned with improved Fire Safety Measures
- Commercial production expected to commence from Q4 FY25

New Energy Business



Pack Giga Plant at Divitipally, Hyderabad

- Pack- 2 W line installed
- Cell- 2GW, CQP & E Hub - Construction commenced and in different stages



Received JIPM TPM Awards- Excellence in Consistent TPM Commitment award for Automotive Plants



Overall Excellence Award from Mahindra & Mahindra



AREML has won the " Best Overall Sustainable performance for 2023" at the India Sustainability Conclave and Awards on 2nd Nov in Mumbai



AMARA RAJA
Gotta be a better way

FINANCIAL HIGHLIGHTS



KEY FINANCIAL HIGHLIGHTS

In INR MN



Q4 FY24- Financial Performance

FY24- Financial Performance

Q4-FY24 -CONSOLIDATED

FY24 - CONSOLIDATED

REVENUE	EBITDA	EBITDA %
29,079	4,104	14.1%
EPS	PAT	PAT %
INR 12.55	2,298	7.9 %

REVENUE	EBITDA	EBITDA %
1,17,084	16,585	14.2 %
EPS	PAT	PAT MARGINS
INR 51.05	9,344	8.0 %

Q4-FY24 -STANDALONE

FY24 -STANDALONE

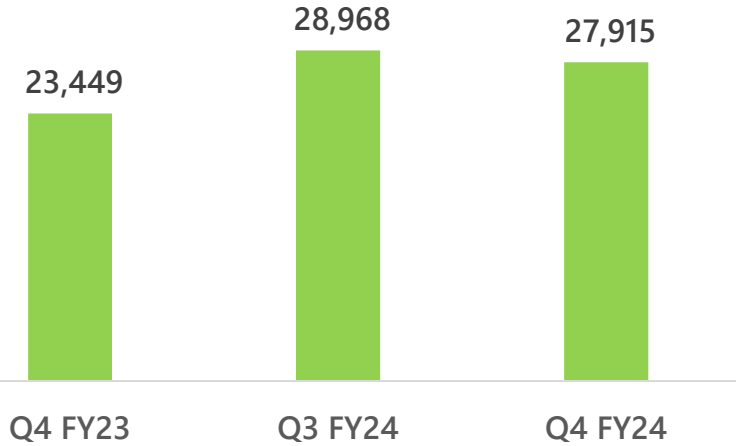
REVENUE	EBITDA	EBITDA %
27,967	4,077	14.6 %
EPS	PAT	PAT %
INR 12.46	2,280	8.2 %

REVENUE	EBITDA	EBITDA %
1,12,603	16,214	14.4 %
EPS	PAT	PAT %
INR 49.49	9,059	8.0 %

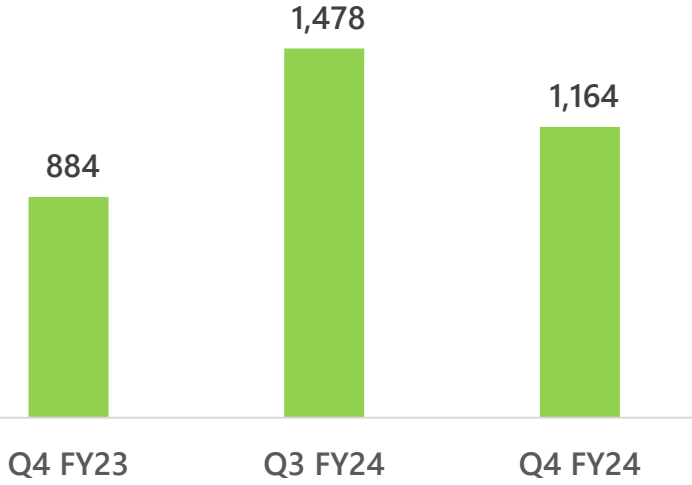
Q4/FY24 SEGMENT HIGHLIGHTS- CONSOLIDATED

Q4 FY24

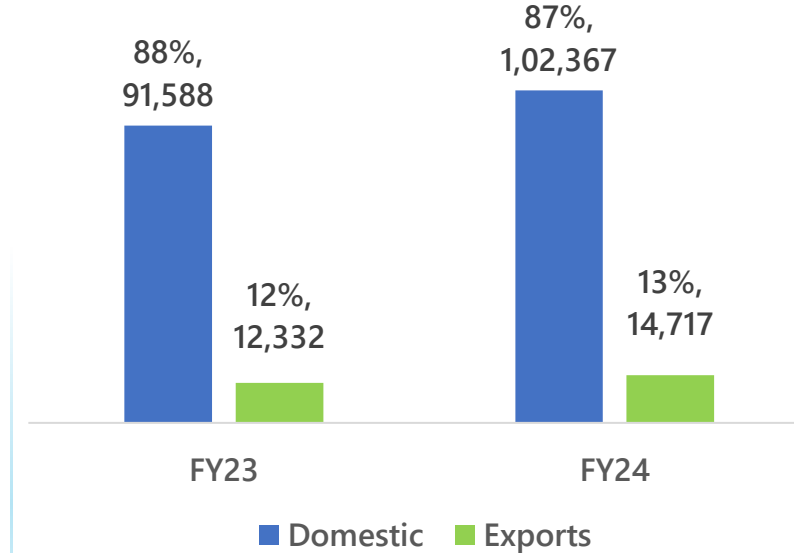
LEAD ACID BATT. REVENUES (INR Mn)



OTHER BUSINESS REVENUES (INR Mn)

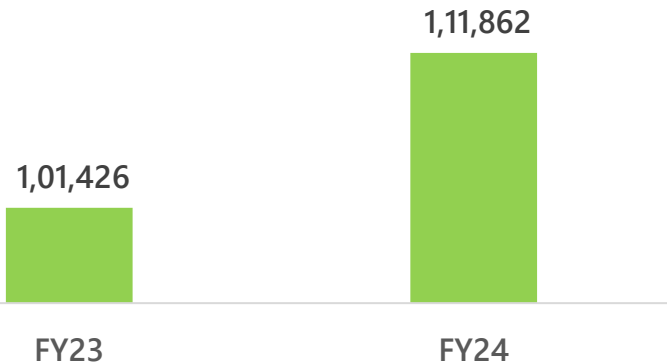


GEOGRAPHICAL REVENUE SPLIT (INR Mn)

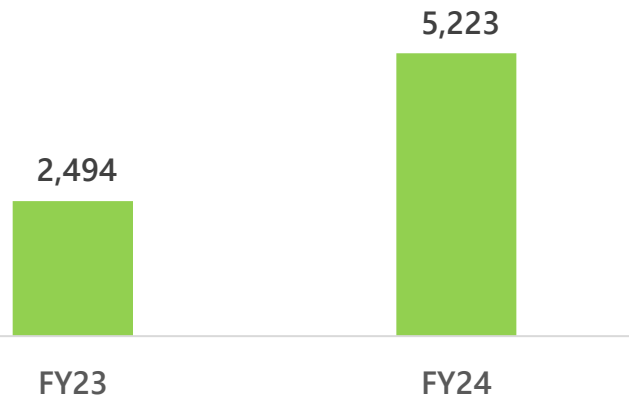


FY24

LEAD ACID BATT. REVENUES (INR Mn)



OTHER BUSINESS REVENUE (INR Mn)



* Numbers are for earlier quarters and FY2023 are restated considering acquisition of Plastic division of Mangal Industries

QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE

PARTICULARS (INR Mn)	Q4-FY24	Q4-FY23*	Y-O-Y	Q3-FY24*	Q-O-Q
Operational Revenue	29,079	24,332	19.5%	30,446	(4.5)%
Total Expenses	24,975	20,799	20.1%	25,890	(3.5)%
EBITDA	4,104	3,533	16.2%	4,556	(9.9)%
<i>EBITDA Margins (%)</i>	<i>14.1%</i>	<i>14.5%</i>	<i>(40) Bps</i>	<i>15.0%</i>	<i>(90) Bps</i>
Other Income	333	248	34.3%	241	38.2%
Depreciation	1,234	1,238	(0.3)%	1,223	0.9%
Finance Cost	109	81	33.6%	77	41.6%
Exceptional Item	0	477	NA	0	0%
PBT	3,094	1,985	55.9%	3,497	(11.5)%
Tax	796	561	41.9%	818	(2.7)%
PAT	2,298	1,424	61.4%	2,679	(14.2)%
<i>PAT Margins (%)</i>	<i>7.9%</i>	<i>5.9%</i>	<i>200 Bps</i>	<i>8.8%</i>	<i>(90) Bps</i>
Other Comprehensive Income	(39)	(14)	NA	4	NA
Total Comprehensive Income	2,259	1,410	60.2%	2,683	(15.8)%
Diluted EPS (INR)	12.55	7.78	61.3%	14.64	(14.3)%

* Numbers are restated effective April 01, 2022, being appointed date for Plastic component of Mangal acquisition

YTD CONSOLIDATED FINANCIAL PERFORMANCE

PARTICULARS (INR Mn)	FY24	FY23	Y-O-Y
Operational Revenue	1,17,084	1,03,920	12.7%
Total Expenses	1,00,499	89,600	12.2%
EBITDA	16,585	14,320	15.8%
<i>EBITDA Margins (%)</i>	<i>14.2%</i>	<i>13.8%</i>	<i>40 Bps</i>
Other Income	1,104	924	19.5%
Depreciation	4,843	4,504	7.5%
Finance Cost	344	296	16.2%
Exceptional Item	0	477	NA
PBT	12,502	9,967	25.4%
Tax	3,158	2,659	18.8%
PAT	9,344	7,308	27.9%
<i>PAT Margins (%)</i>	<i>8.0%</i>	<i>7.0%</i>	<i>100 Bps</i>
Other Comprehensive Income	(61)	1,093	NA
Total Comprehensive Income	9,283	8,401	10.5%
Diluted EPS (INR)	51.05	39.93	27.8%

* Numbers for FY2023 are restated considering acquisition of Plastic division of Mangal Industries

HISTORICAL CONSOLIDATED INCOME STATEMENT

PARTICULARS (INR Mn)	FY22	FY23	FY24
Operational Revenue	86,971	1,03,920	1,17,084
Total Expenses	76,732	89,600	1,00,499
EBITDA	10,239	14,320	16,585
<i>EBITDA Margins (%)</i>	<i>11.77%</i>	<i>13.8%</i>	<i>14.2%</i>
Other Income	780	924	1,104
Depreciation	3,957	4,504	4,843
Finance Cost	151	296	344
Profit Before Exceptional Items & Tax	6,911	10,443	12,502
Exceptional	-	477	-
PBT	6,911	9,967	12,502
Tax	1,785	2,659	3,158
PAT	5,126	7,308	9,344
<i>PAT Margins (%)</i>	<i>5.89%</i>	<i>7.0%</i>	<i>8.0%</i>
Other Comprehensive Income	7	1,093	(61)
Total Comprehensive Income	5,133	8,401	9,283
Diluted EPS (INR)	30.01	39.93	51.05

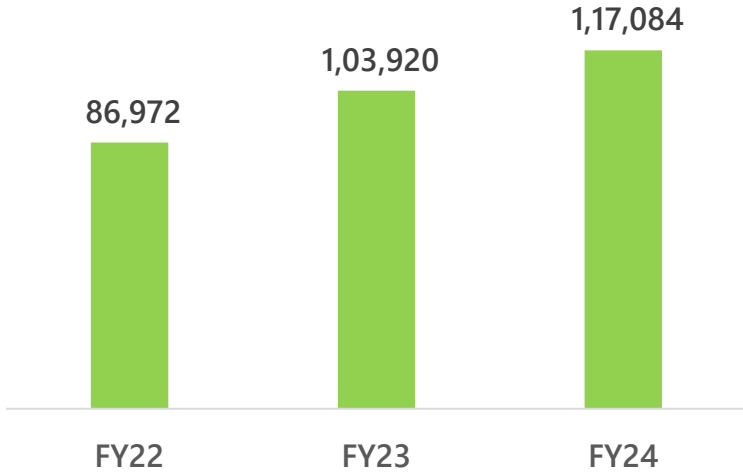
CONSOLIDATED BALANCE SHEET

PARTICULARS (INR Mn)	FY22	FY23	FY24	PARTICULARS (INR Mn)	FY22	FY23	FY24
Assets				Equity And Liabilities			
(1) Non-Current Assets				(1) Equity	45,525	60,070	67,987
(A) Property, Plant And Equipment	21,276	28,555	29,095	(A) Equity Share Capital	171	171	183
(B) Right Of Use Asset	2,852	3,966	4,081	(B) Other Equity	45,354	53,174	67,804
(C) Capital Work-in Progress	8,293	2,487	6,255	(c) Share application money pending allotment		6,726	
(D) Goodwill		4,280	4,358	(2) Non-Current Liabilities			
(E) Other Intangible Assets	795	669	538	(A) Financial Liabilities			
(F) Intangible Assets Under Development	3	8	154	(i) Borrowings	165	800	260
(G) Financial Assets				(ii) Lease Liabilities	773	635	751
(i) Investments	425	2,617	3,608	(B) Provisions	1,083	1,463	1,838
(ii) Other Financial Assets	83	1,252	132	(C) Deferred Tax Liabilities (Net)	314	1,040	906
(H) Deferred Tax Assets (Net)	-	9	17	(D) Other Non-Current Liabilities	637	830	785
(I) Income Tax Assets (Net)	72	15	131	Total Non-Current Liabilities	2,972	4,768	4,540
(J) Other Non-current Assets	1,713	1,251	2,714	(3) Current Liabilities			
Total Non-current Assets	35,513	45,107	51,083	(A) Financial Liabilities			
(2) Current Assets				(i) Borrowings	69	311	273
(A) Inventories	18,046	17,340	19,484	(ii) Lease Liabilities	252	268	283
(B) Financial Assets				(iii) Trade Payables	8,055	7,577	8,565
(i) Investments	347	1,653	3,531	(iv) Other Financial Liabilities	2,988	2,537	3,614
(ii) Loans	-	887	-	(B) Provisions	1,373	1,417	1,328
(iii) Trade Receivables	7,920	8,866	11,358	(C) Current Tax (Net)	-	3	-
(iv) Cash And Cash Equivalents	349	949	983	(D) Other Current Liabilities	2,528	2,670	3,188
(v) Bank Balances Other Than Cash And Cash Equivalents	193	104	195	Total Current Liabilities	15,265	14,782	17,251
(vi) Other Financial Assets	167	3,222	919	Total Equity And Liabilities (1+2+3)	63,761	79,621	89,778
(C) Other Current Assets	1,227	1,494	2,225				
Total Current Assets	28,248	34,513	38,695				
Total Assets (1+2)	63,761	79,621	89,778				

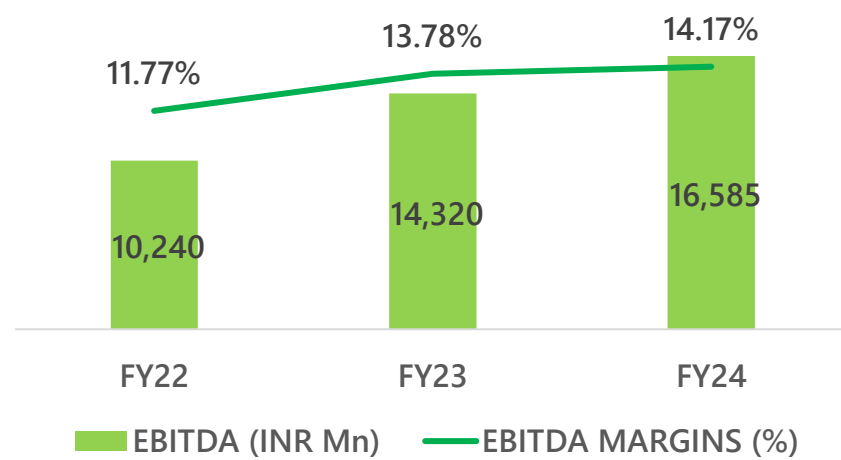
* Numbers for FY2023 are restated considering acquisition of Plastic division of Mangal Industries

CONSOLIDATED FINANCIAL CHARTS

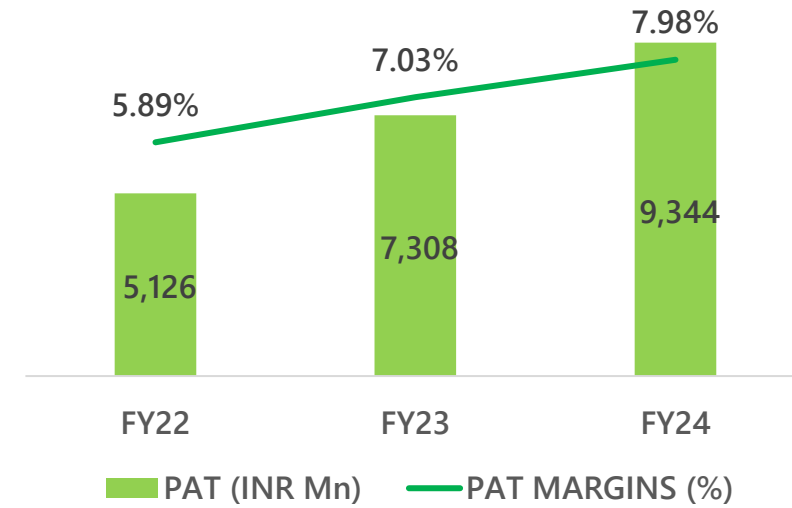
REVENUES (INR Mn)



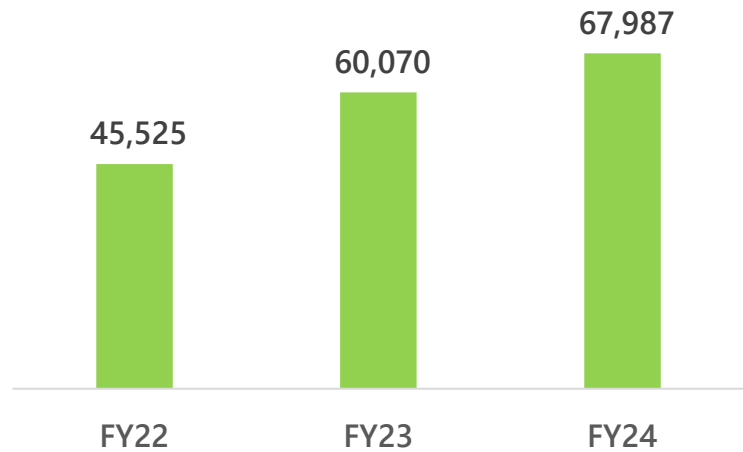
EBITDA (INR Mn) & EBITDA MARGINS (%)



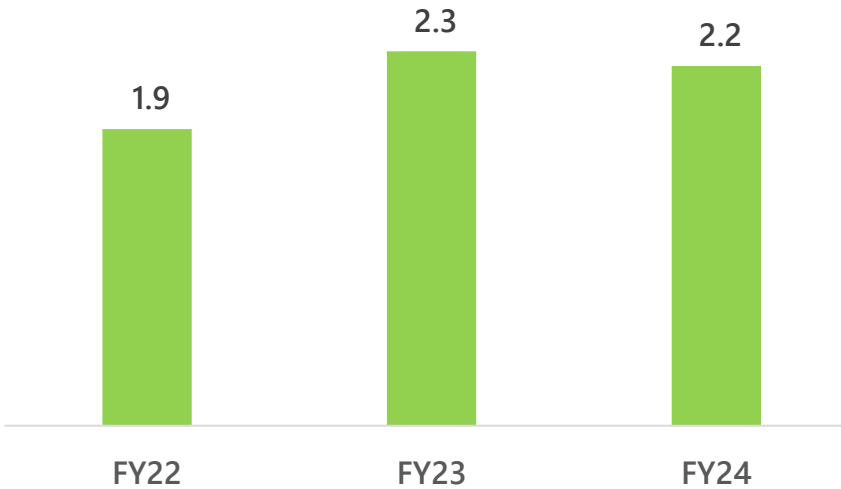
PAT (INR Mn) & PAT MARGINS (%)



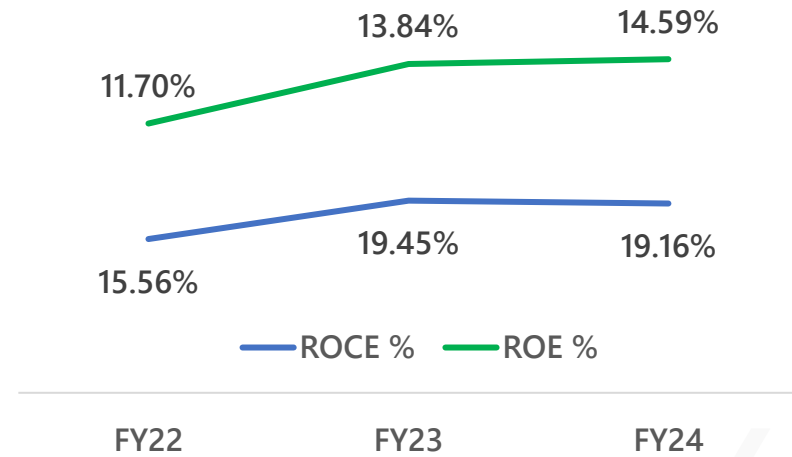
NETWORTH (INR Mn)



CURRENT RATIO

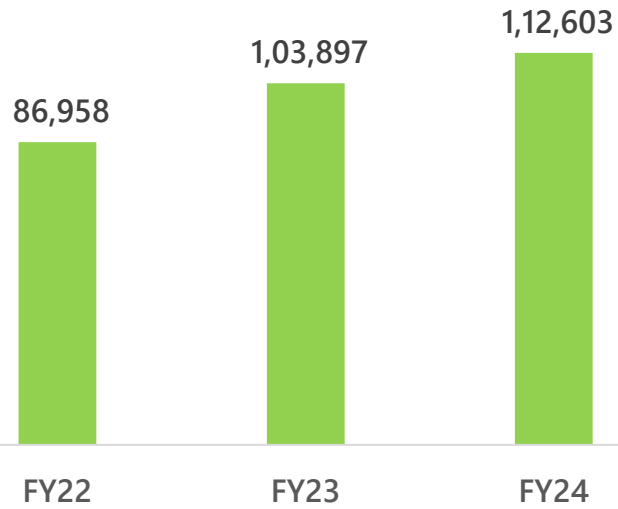


ROCE (%) & ROE (%)

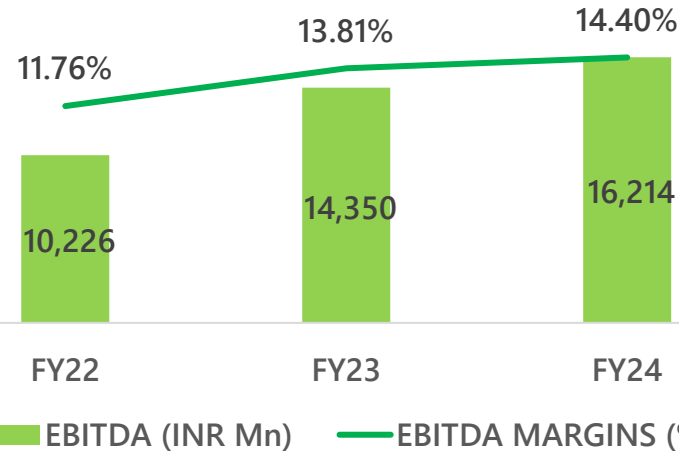


STANDALONE FINANCIAL CHARTS

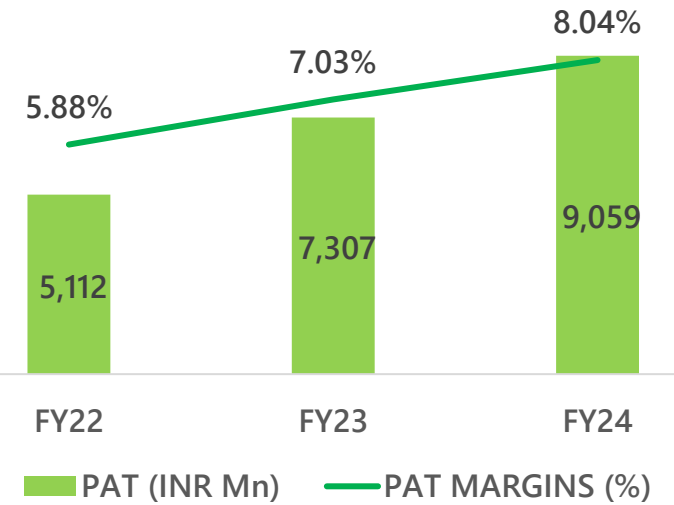
REVENUES (INR Mn)



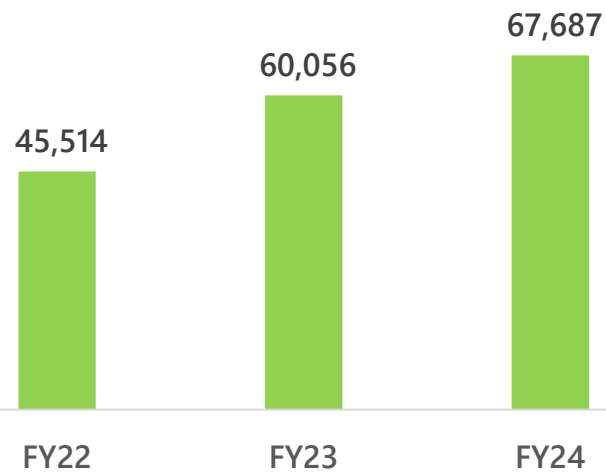
EBITDA (INR Mn) & EBITDA MARGINS (%)



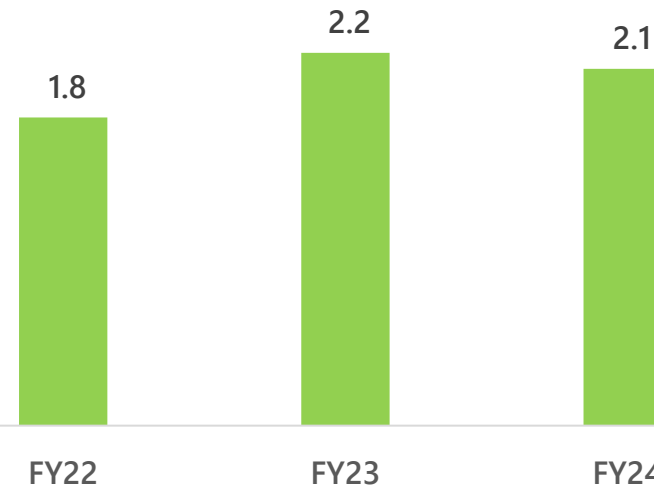
PAT (INR Mn) & PAT MARGINS (%)



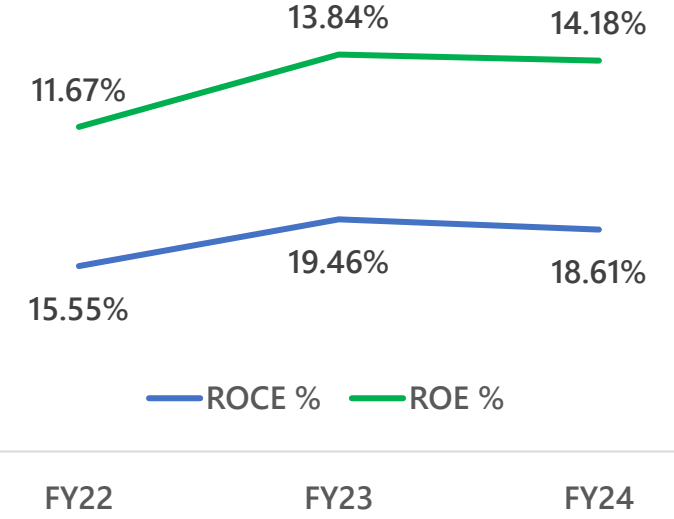
NETWORTH (INR Mn)



CURRENT RATIO

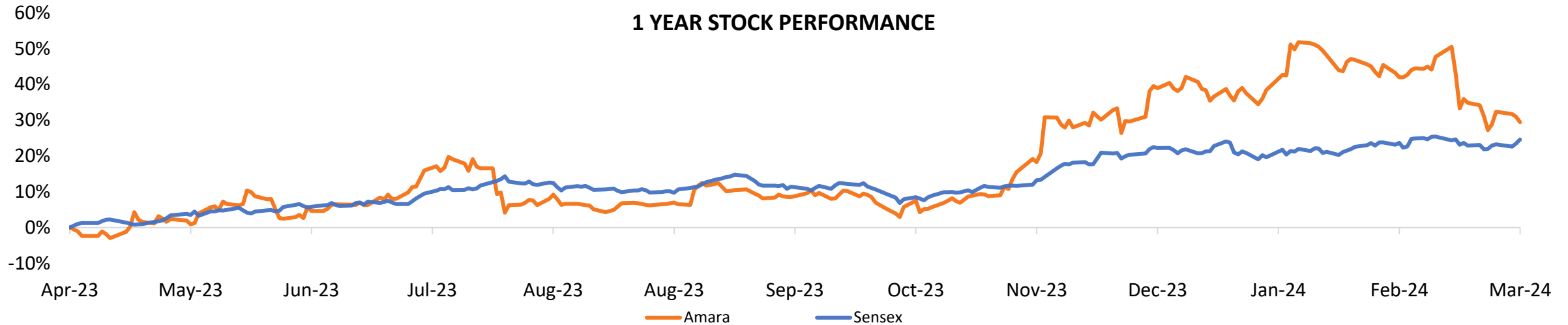


ROCE (%) & ROE (%)



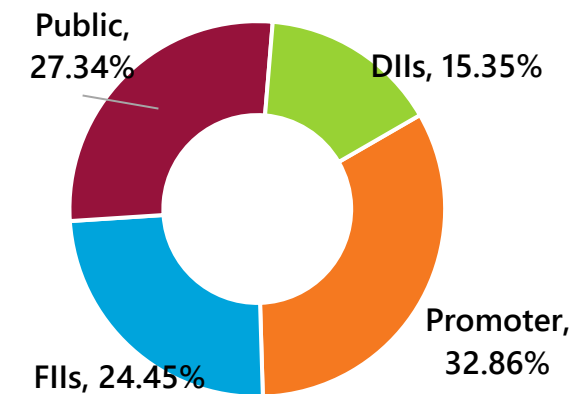
CAPITAL MARKET DATA

NSE: ARE&M | BSE: 500008 | Bloomberg: AMRJ:IN | Reuters: AMAR.NS / AMAR.BO



PRICE DATA (AS ON 31 ST MARCH, 2024)	INR
Face Value	1.0
CMP	760.6
52 Week H/L	922.0/567.0
Market Cap (INR Mn)	1,39,209.09
Shares O/S (Mn)	183.0
Avg. Vol. ('000)	998.28

SHAREHOLDING PATTERN (AS ON 31ST MARCH, 2024)



DISCLAIMER

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Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-4903 9500
Email: amara@valoremadvisors.com
Investor Kit Link: <http://www.valoremadvisors.com/amara>



Tel: +91-40-2313 9000
Email: investorservices@amararaja.com





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