



Date: 26 July 2024

To  
Secretary  
Listing Department

**BSE Limited**

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

To  
Secretary  
Listing Department

**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 ended 30 June 2024**

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 ended 30 June 2024.

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.ambergrouppindia.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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**Regd. Office:**  
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Tel.: +91 1762 232126, 232646 | Fax: +91 1762 232127



Amber Enterprises India Limited

# Driving Transformation. Strengthening the Future.

Q1FY25

Result Presentation

July 2024



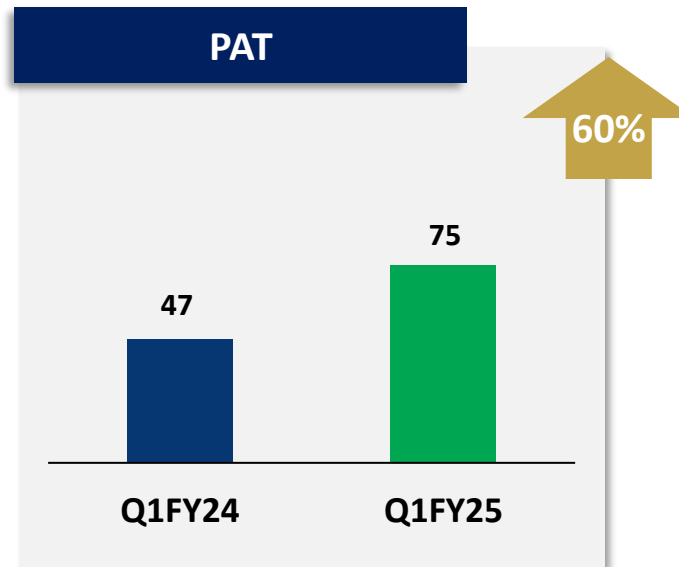
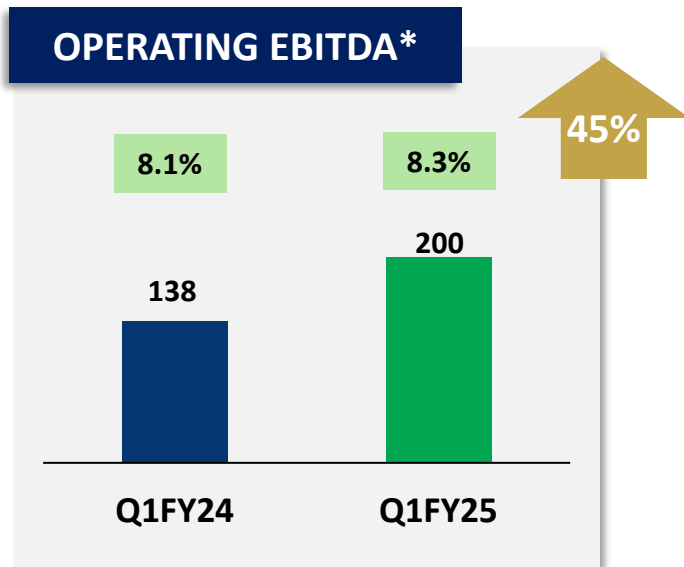
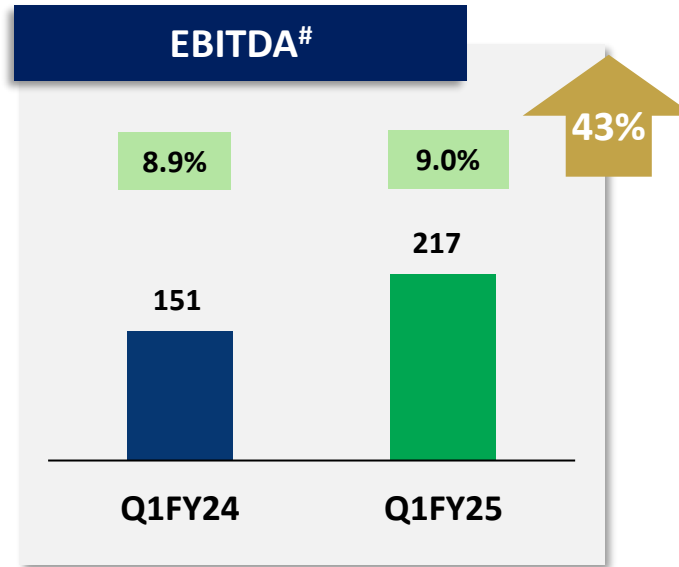
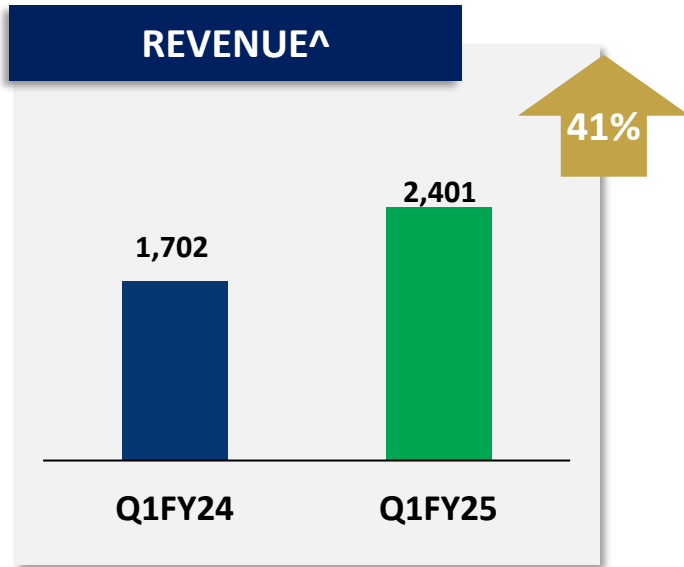
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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees 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



# Q1FY25 Consolidated Performance



- ### COMMENTS
- Revenue grew by 41% YoY due to strong demand for RAC owing to favourable summer season
  - Increase in operating EBITDA margins to 8.3% is reflective of our blend of strategy for finished goods and the components
  - Expansion of product portfolio like Tower Air conditioners, Window Top Throw Inverter Series, Tropical high efficiency split air conditioners and Cassette Air Conditioners
  - Induction of bare PCBs in electronics division opened new avenues in segment of automobile, defense, medical, energy solutions and aerospace
  - Strong order book and new product additions in Railway subsystems and defense providing long-term visibility on growth



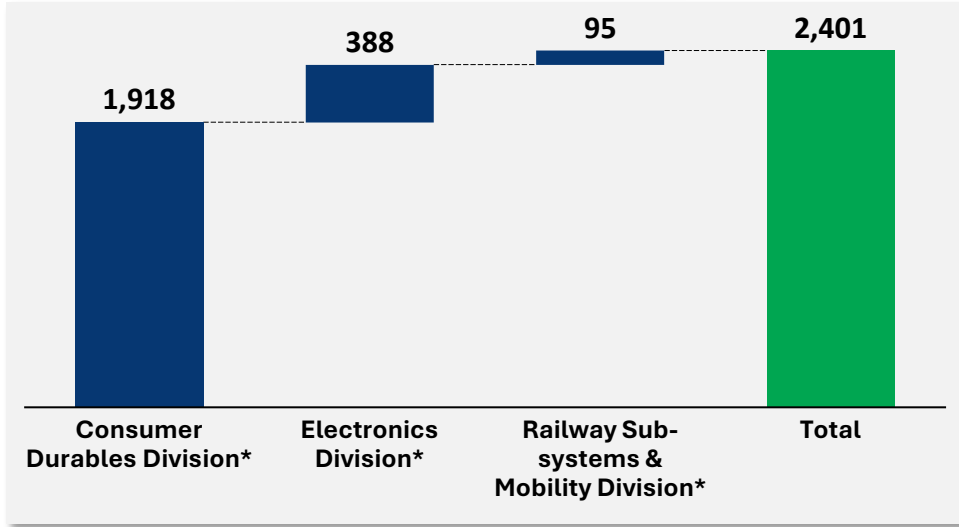
\* Before impact of ESOP expense and other non-operating income and expenses # includes other income ^ does not include other income

# Consolidated Operating EBITDA & Revenue Build-up

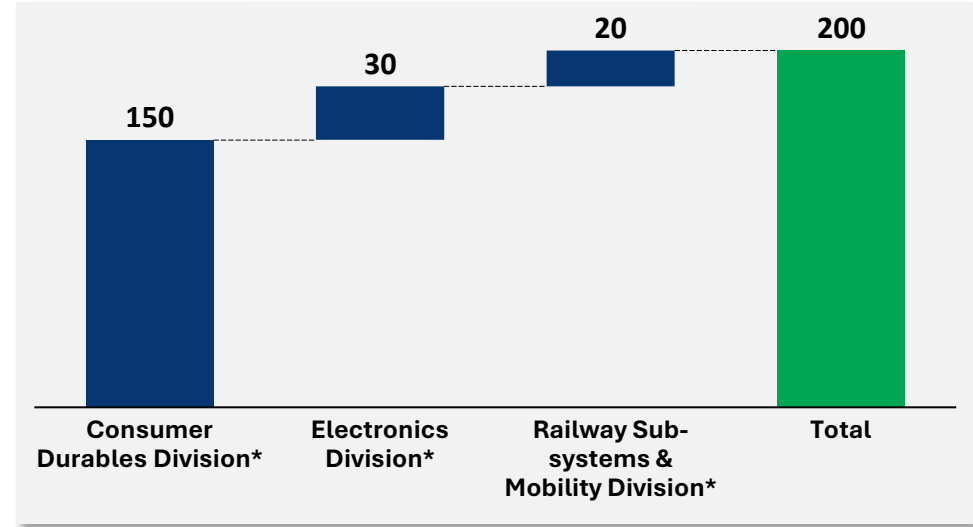


Q1FY25

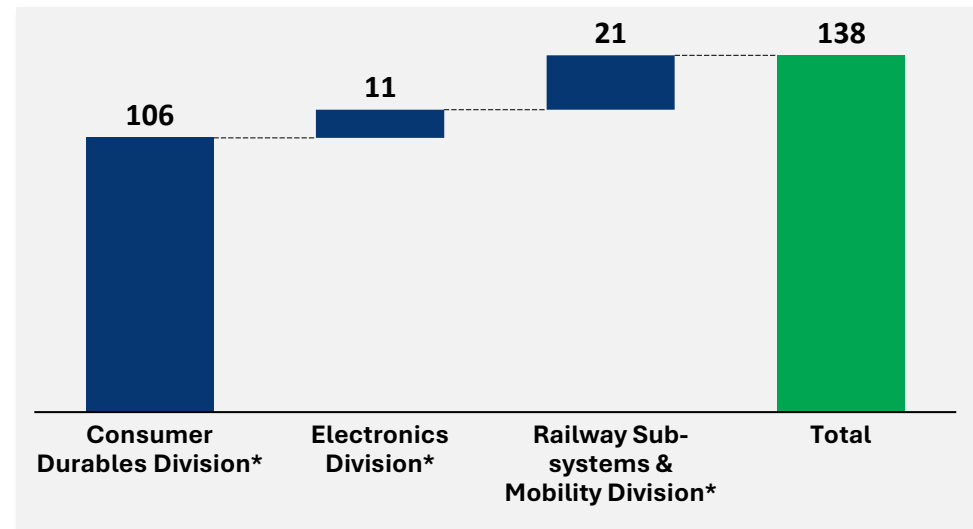
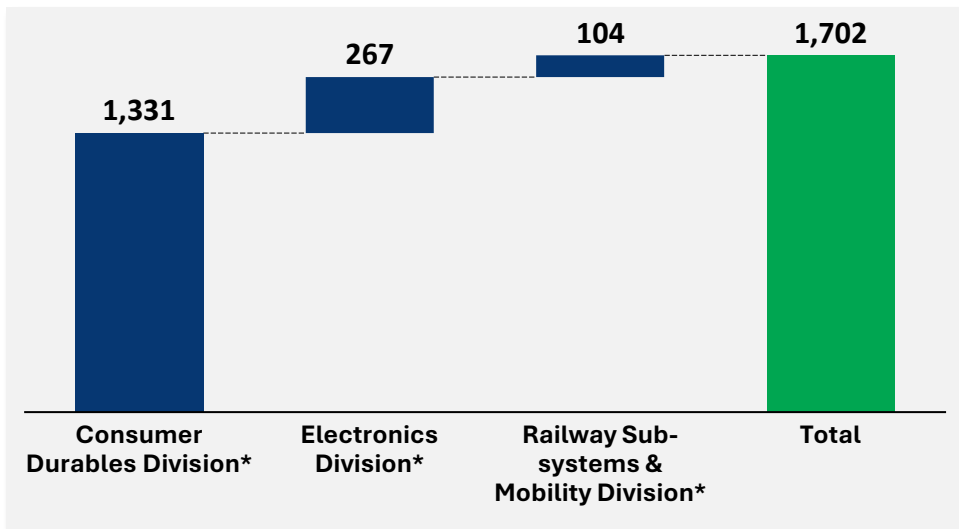
**REVENUE** (Excl. other income)



**OPERATING EBITDA\*\***

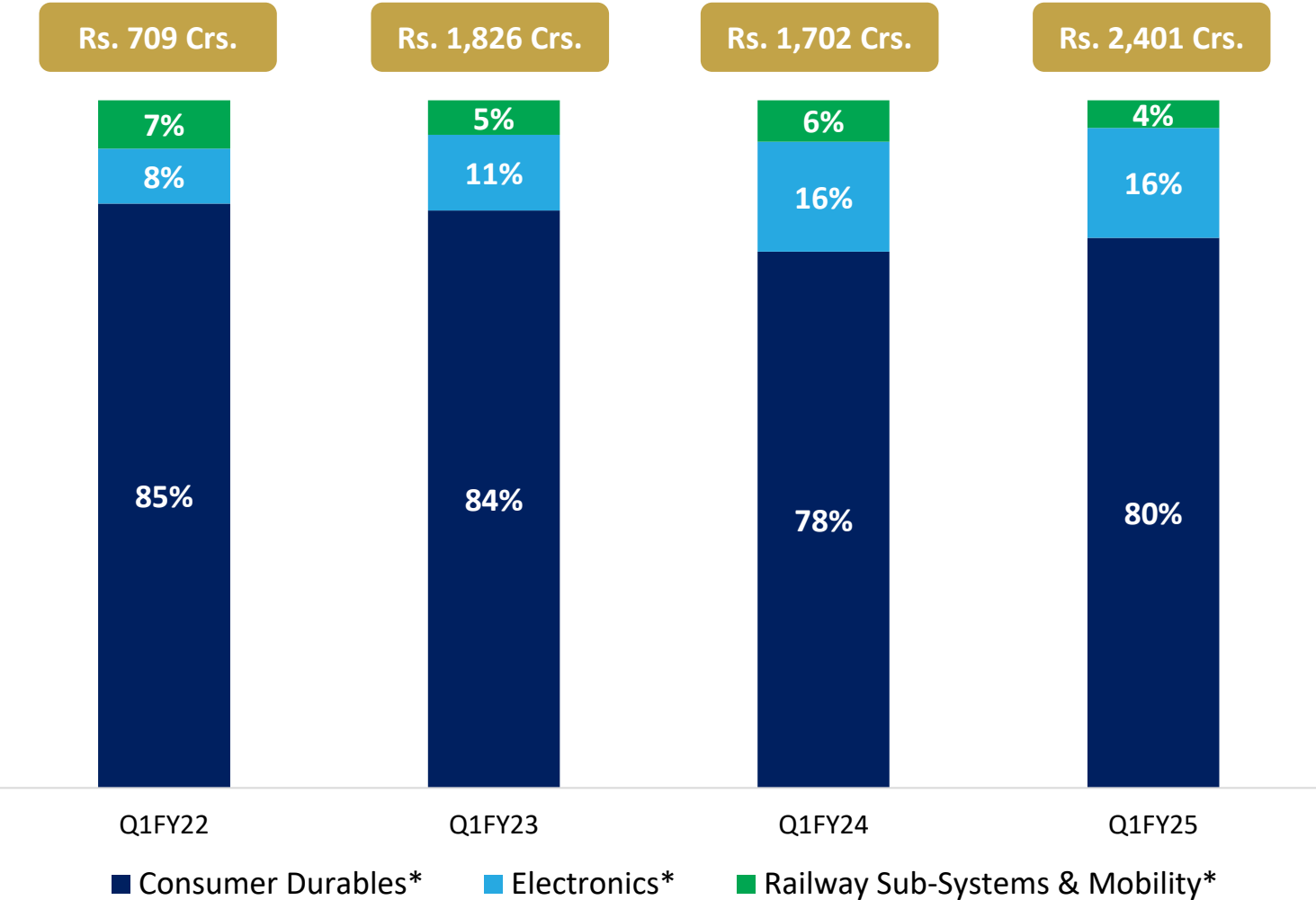


Q1FY24



Revenue & Operating EBITDA are not comparable with published segment results \*\* Before impact of ESOP and other non-operating income & expenditures \*after inter-company eliminations and adjustments

# Capacity building across business divisions has fuelled growth



## COMMENTS

- **Consumer durables division** grew by 44%
  - RAC grew by 50%
  - Non-RAC components vertical grew by 39%
- **Electronics:** Diversification into new business applications through PCBA and PCB manufacturing opening new business avenues supporting EMS play
- **Railway Subsystem & Mobility:** New contracts strengthens order book visibility. Developmental orders for train ACs from European and US companies open global markets. Defense segment gains momentum with a growing order book

% Revenue is not comparable with published segment results

\*Data as % of Total Revenue (excluding other income)

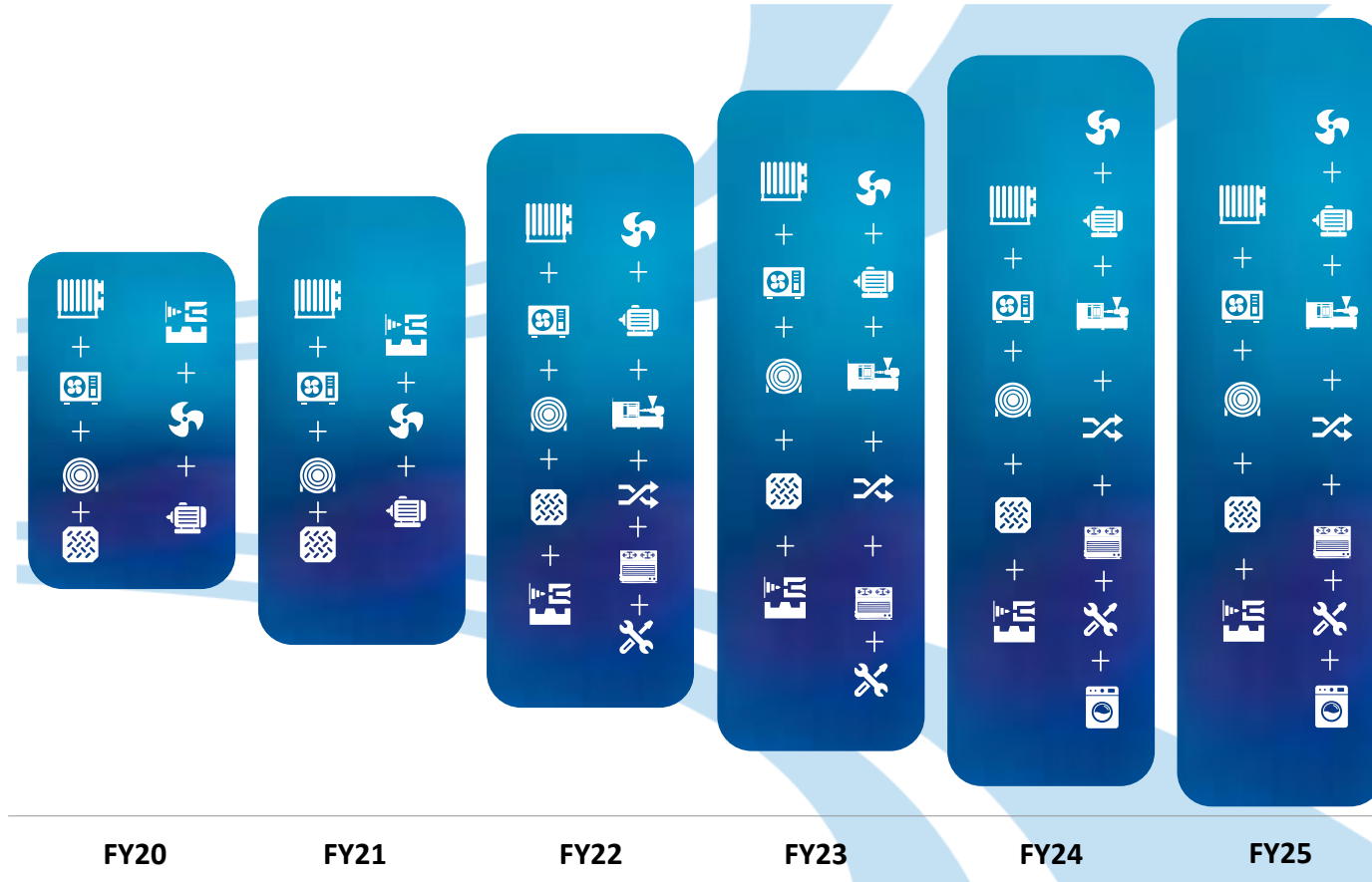
Total Revenue



**CONSUMER  
DURABLES  
DIVISION**

24 Manufacturing Facilities spread across India near customer clusters offering just in time solutions

## Diversification into Various Electronic Applications



### Target Segments

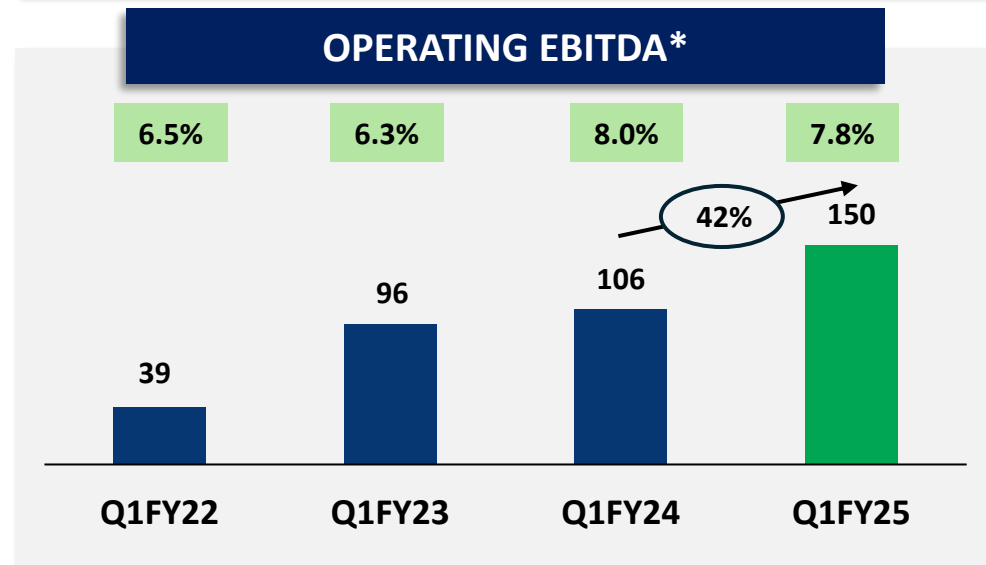
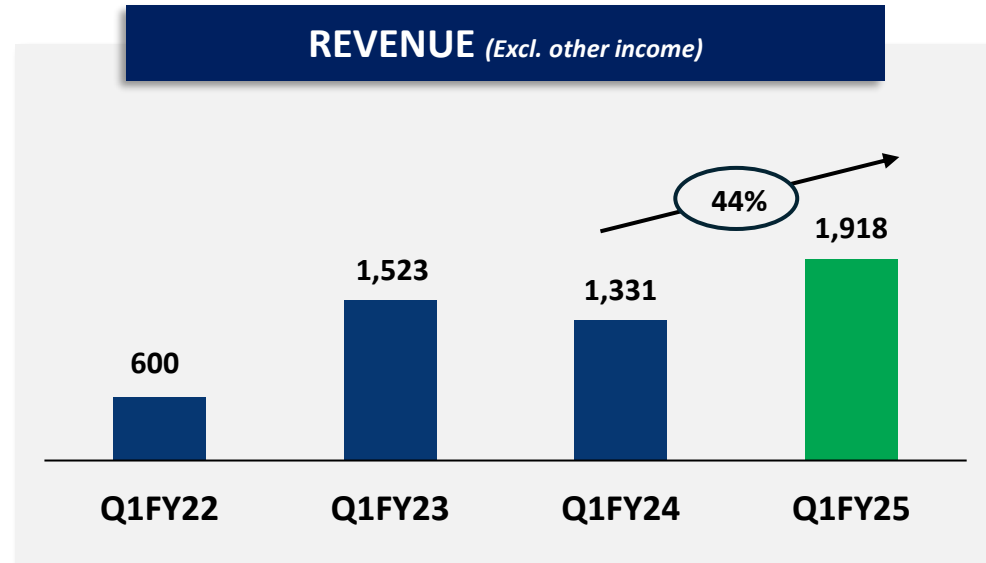
#### AC

- Split AC, Window AC, Inverter AC
- Cassette AC and Ductables

#### Non-AC

- Refrigerators
- Washing Machine
- Microwave
- Water Purifiers
- Automobile
- Energy Meters
- Set Top Boxes, etc.





- COMMENTS**
- Owing to strong summer season
    - Revenue has increased by 44% YoY
    - Operating EBITDA has increased by 42% YoY
  - Diversified our offerings in the component space which are more margin accretive
  - JV for washing machines is further strengthening our position in the consumer durable space beyond Air conditioners



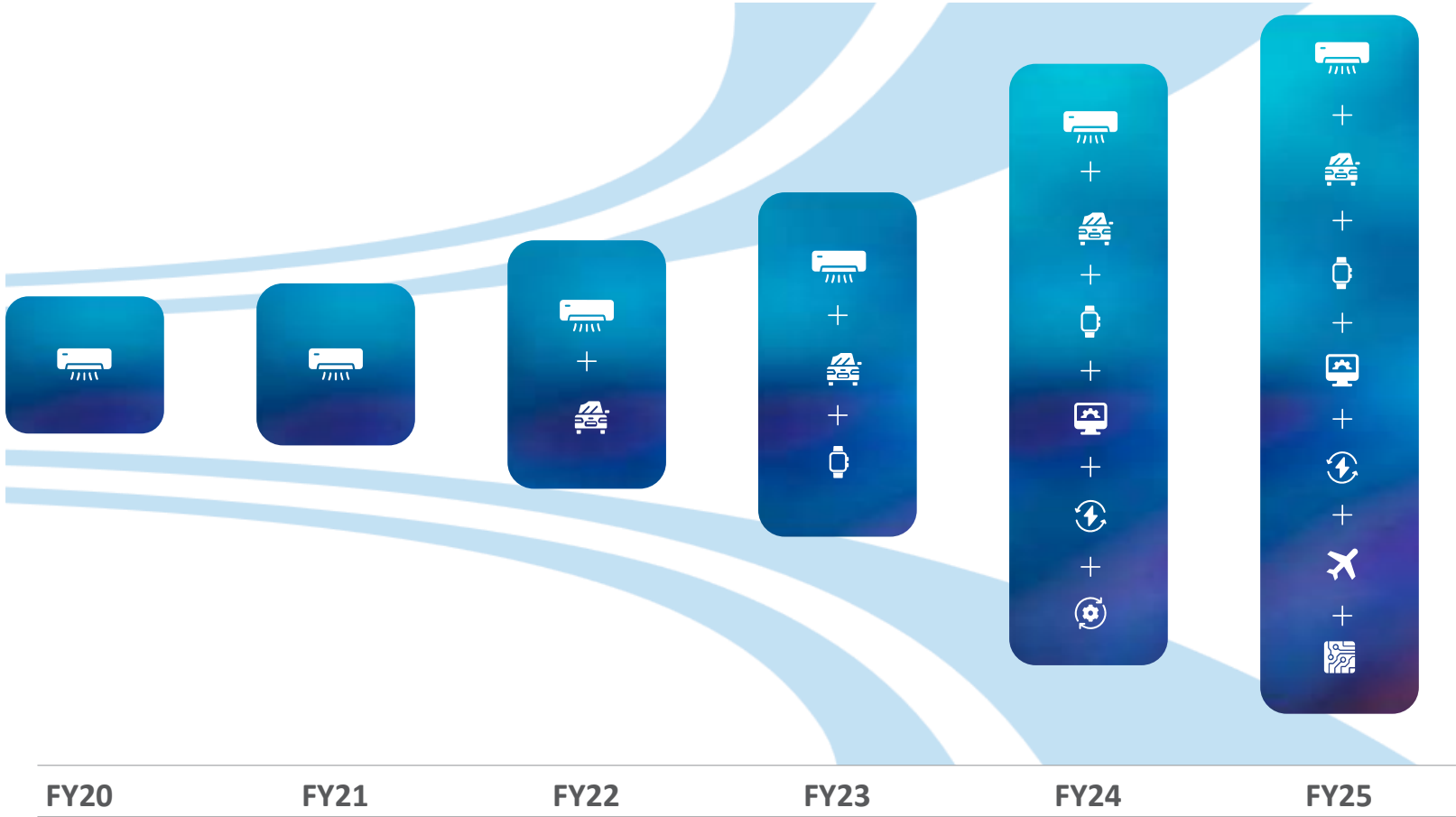
# **ELECTRONICS** **DIVISION**

## 5 Manufacturing Facilities spread across India

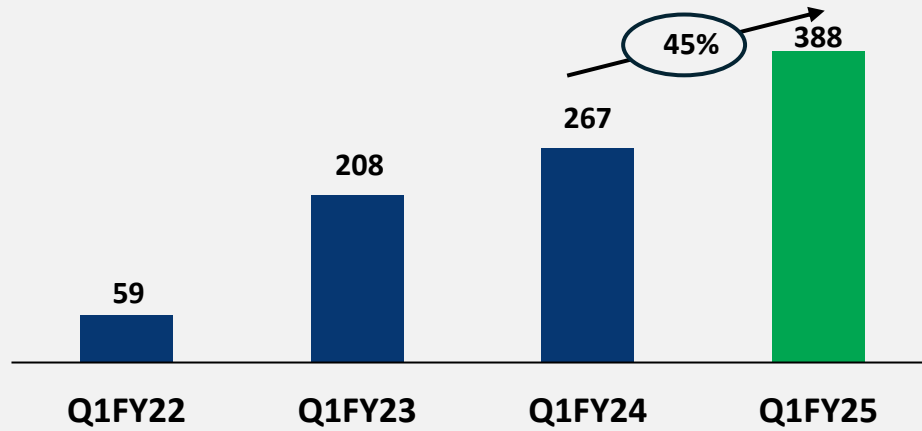
### Target Segments

- Consumer Durables
- Automobile
- Smart Watches
- IT & Telecom
- Energy
- Defence & Aerospace
- PCB (Backward Integration)

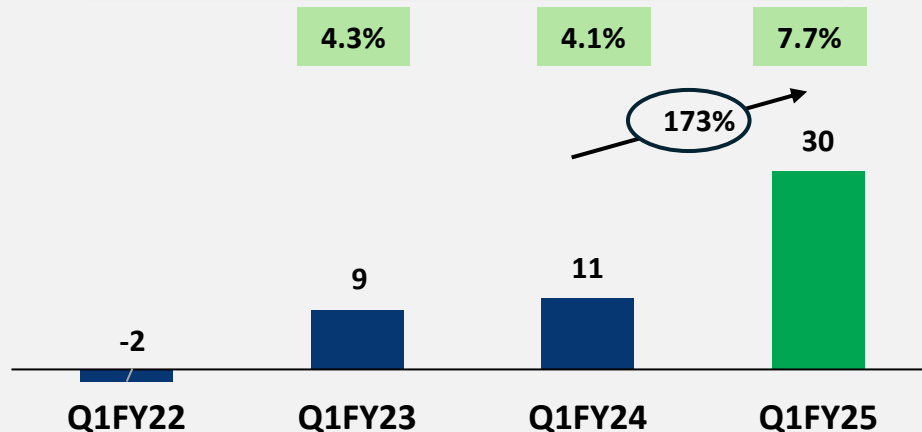
### Product Portfolio for PCBA's and PCB



## REVENUE (Excl. other income)



## OPERATING EBITDA\*



## COMMENTS

- Revenue grew by 45% YoY to Rs. 388 Crs. in Q1FY25
- Operating EBITDA Margin grew by 360 bps YoY to 7.7% in Q1FY25
- Imposition of Anti-Dumping duty on PCBs (upto 6 layers) enabled us to onboard new customers in the segment of Consumer Electronics, IT, Auto - EV, aerospace and defense
- Operating EBITDA margins expected to be in the range of 7.75%- 8% in FY25
- Amber acquired and increased its share in ILJIN and Ever to 90.2%
- Bagged new orders in the segment of defense
- Looking into our current order book, our earlier guidance for revenue growth in EMS division of 35% now stands revised to more than 45%



**RAILWAY  
SUB-SYSTEMS &  
MOBILITY  
DIVISION**

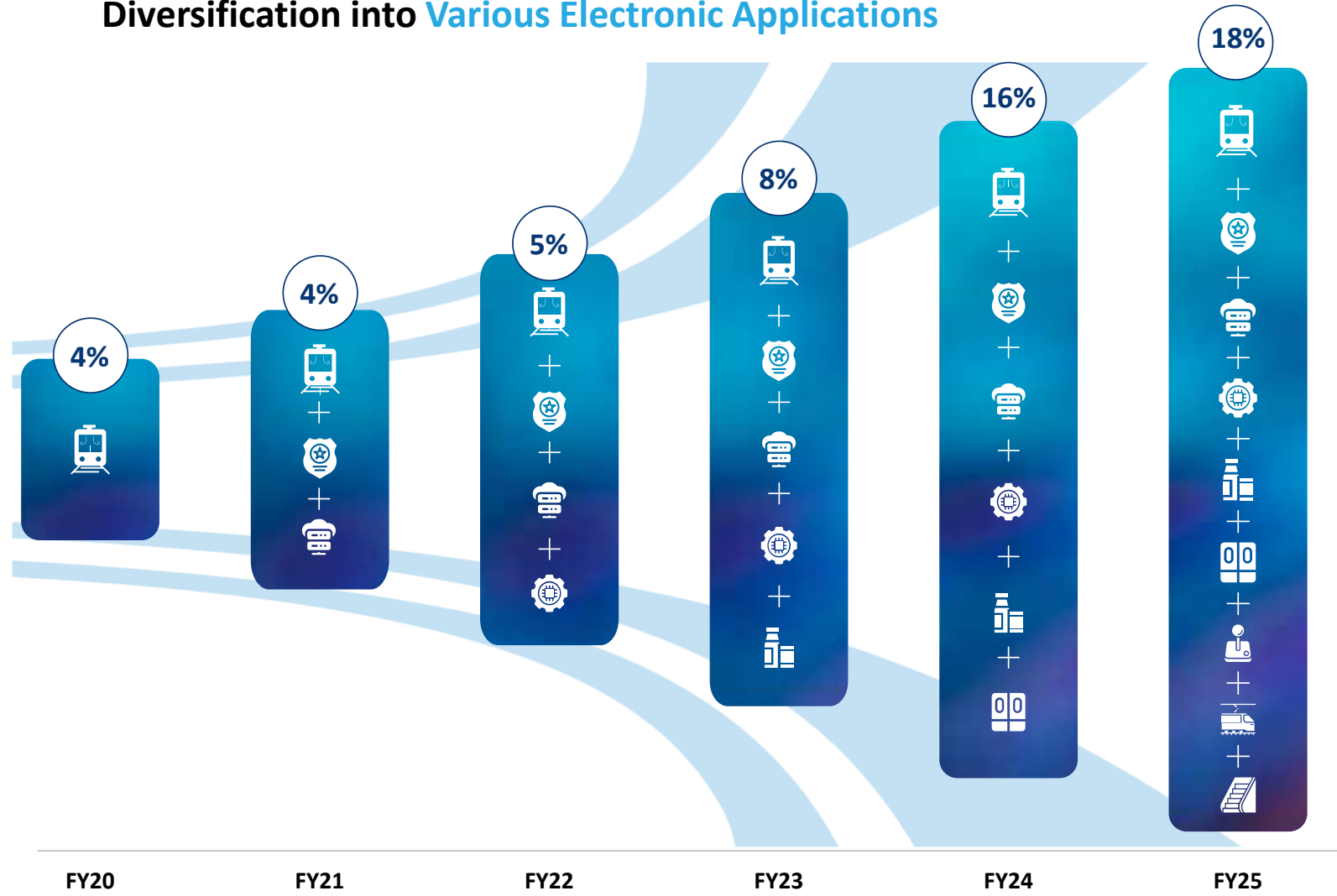


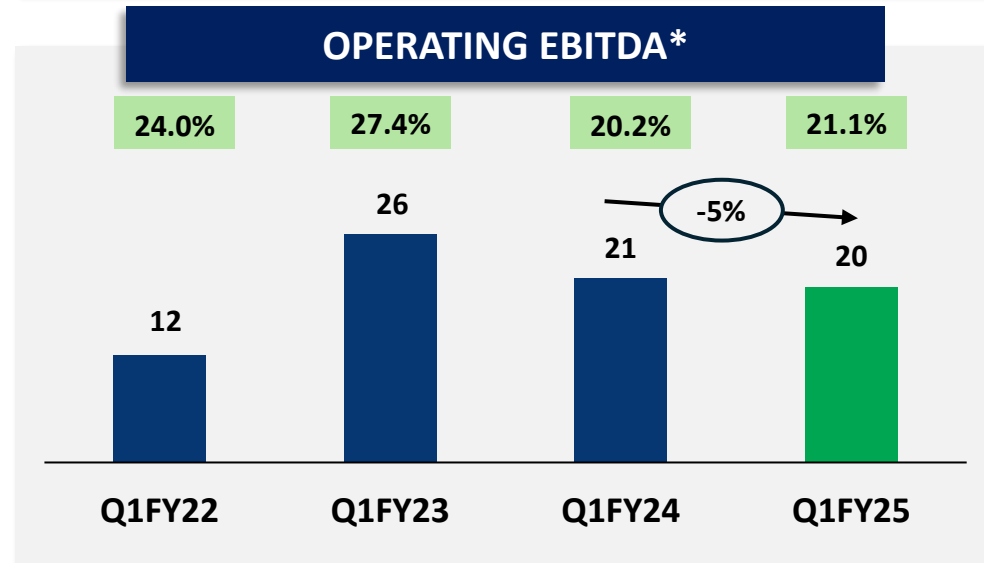
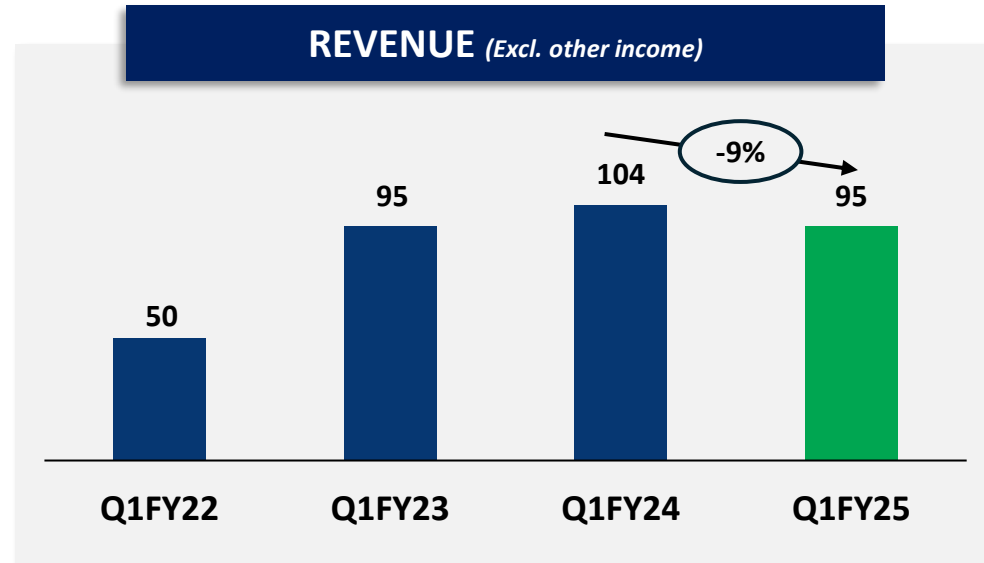
1 Manufacturing Facility in North India | 1 Manufacturing Facility Under Construction

## Diversification into Various Electronic Applications

### Target Segments

- HVAC (Railway, Metro, Data Center)
- Micro-Processor Controller
- Pantry
- Doors
- Gangways
- Coupler
- Pantograph
- Driving Gears
- Defence
- Data Centre





### COMMENTS

- Revenue decreased by 9% YoY to Rs. 95 crores in Q1FY25 due to
  - Delays in the Mumbai Metro project due to shortage of rolling stock sub-systems
  - Delays in the 200 Vande Bharat Express project due to changes in coach composition
  - Shift in focus of Indian Railways this year towards non-AC coaches
- Groundbreaking ceremony of new greenfield facility for SIDWAL has been done in May'24 and is expected to commence operations by Q1FY26
- Expanding wallet share in existing customers through increased components offering per coach
- Product trials of couplers, gears and pantographs under Yujin JV is expected to begin in India by Q4 of this fiscal
- Bagged the developmental order of ACs for trains from US and Europe rolling stock companies
- Order book stands at approx. Rs. 2,075 Crs
- Defense application seeing a robust momentum



**CONSOLIDATED  
FINANCIAL  
PERFORMANCE**

# Consolidated Profit & Loss Statement



Particulars (Rs in Crs)	Q1FY25	Q1FY24	YoY	FY24
<b>Revenue from Operations</b>	<b>2,401</b>	<b>1,702</b>	<b>41%</b>	<b>6,729</b>
Raw Material Consumption (RMC)	1,975	1,405		5,500
<b>Gross Profit</b>	<b>427</b>	<b>297</b>	<b>44%</b>	<b>1,229</b>
<b>Gross Margins (%)</b>	<b>17.8%</b>	<b>17.5%</b>		<b>18.3%</b>
Employee Expenses (excluding ESOP expenses)	74	54		240
Other Expenses (excluding MTM loss on forward contracts, Loss on sale of FA and FA written off)	153	105		471
Total Expenses (including RMC)	2,201	1,564		6,210
<b>Operating EBITDA</b>	<b>200</b>	<b>138</b>	<b>45%</b>	<b>519</b>
<b>Operating EBITDA Margins (%)</b>	<b>8.3%</b>	<b>8.1%</b>		<b>7.7%</b>
Depreciation & Amortization	55	43		187
ESOP expenses	3	5		18
Other Income (Including forex gain, adjustment of forex loss, loss on sale of FA and FA written off)	19	18		46
<b>EBIT</b>	<b>162</b>	<b>108</b>		<b>361</b>
Finance Cost	52	45		167
<b>Profit before tax and share of (loss) from JV</b>	<b>110</b>	<b>63</b>		<b>194</b>
Share of (loss) of JV	(6)	-		(2)
<b>PBT</b>	<b>104</b>	<b>63</b>		<b>191</b>
Tax	30	16		52
<b>PAT</b>	<b>75</b>	<b>47</b>	<b>60%</b>	<b>139</b>
<b>PAT Margins (%)</b>	<b>3.1%</b>	<b>2.8%</b>		<b>2.1%</b>

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**Company :**



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**Investor Relations Advisors :**

**SGA** Strategic Growth Advisors

CIN: U74140MH2010PTC204285

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