



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Amber Enterprises India Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

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.

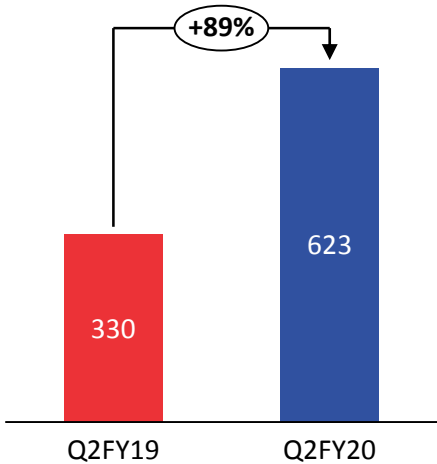


# Consolidated Financials

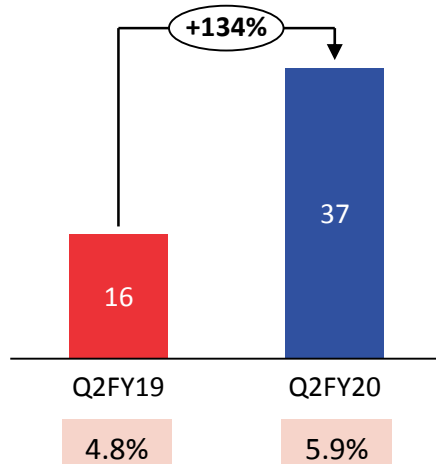
# Consolidated Performance\*#



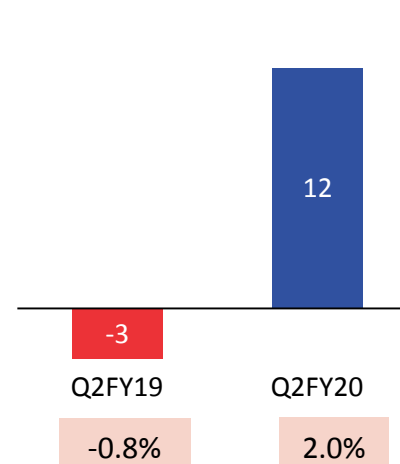
Revenue (Rs. in Crs)



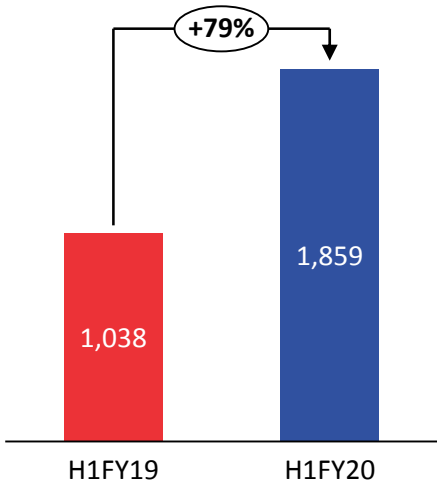
Op. EBIDTA (Rs. in Crs)



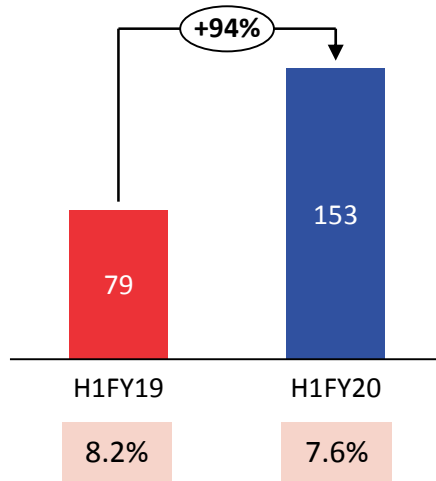
PAT (Rs. in Crs)



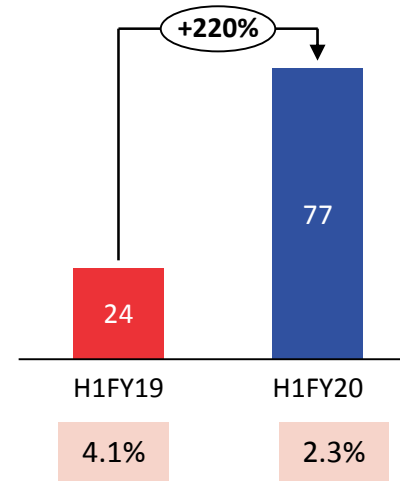
Revenue (Rs. in Crs)



Op. EBIDTA Margins (%)



PAT Margins (%)



- ✓ Consolidated Revenue for Q2FY20 stands at Rs. 623 Crs as compared to Rs. 330 Crs in Q2FY19, **a growth of 89%**. Revenue for H1FY20 stands at Rs. 1,859 Crs as compared Rs. 1,038 crs in H1FY19, **a growth of 79%**
- ✓ Operating leverage due to higher utilization led to an operating EBIDTA **growth of 134% YoY**. Operating EBIDTA for the quarter stood at Rs. 37 Crs as compared to Rs. 16 Crs in Q2FY19. Operating EBIDTA margins for the quarter stood at 5.9%, **a growth of 113 bps YoY**
- ✓ PAT for Q2FY20 stood at Rs. 12 Crs as compared to loss of Rs. 3 Crs in Q2FY19.

The Board of Directors have declared **Interim Dividend of Rs. 1.6 per share (16%)** for the Financial Year 2019-20

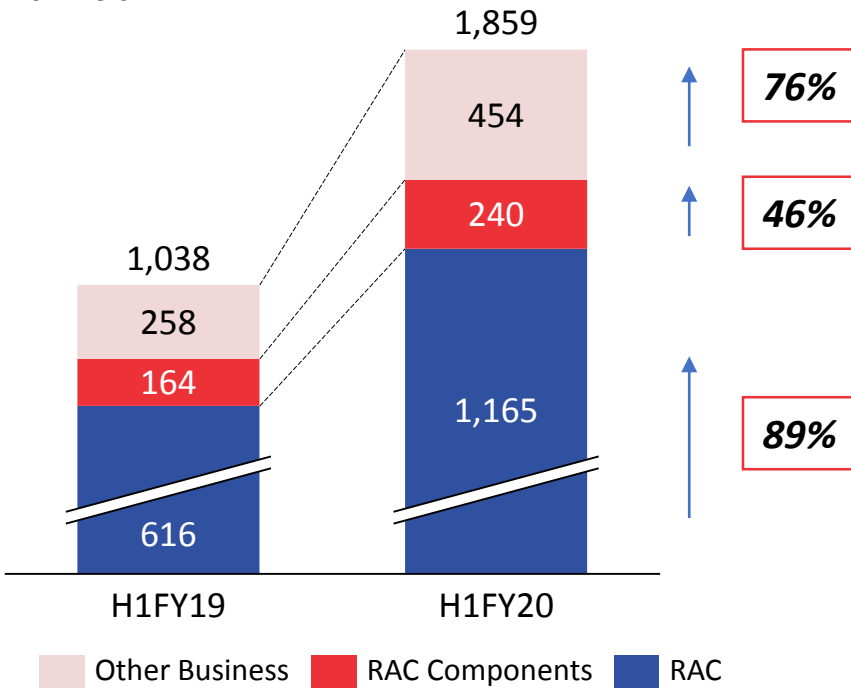
\*Q2 & H1FY20 Financials Post Ind AS 116 impact  
#Q2 & H1FY20 figures includes Sidwal & Ever

# Consolidated Revenue Mix<sup>#</sup>



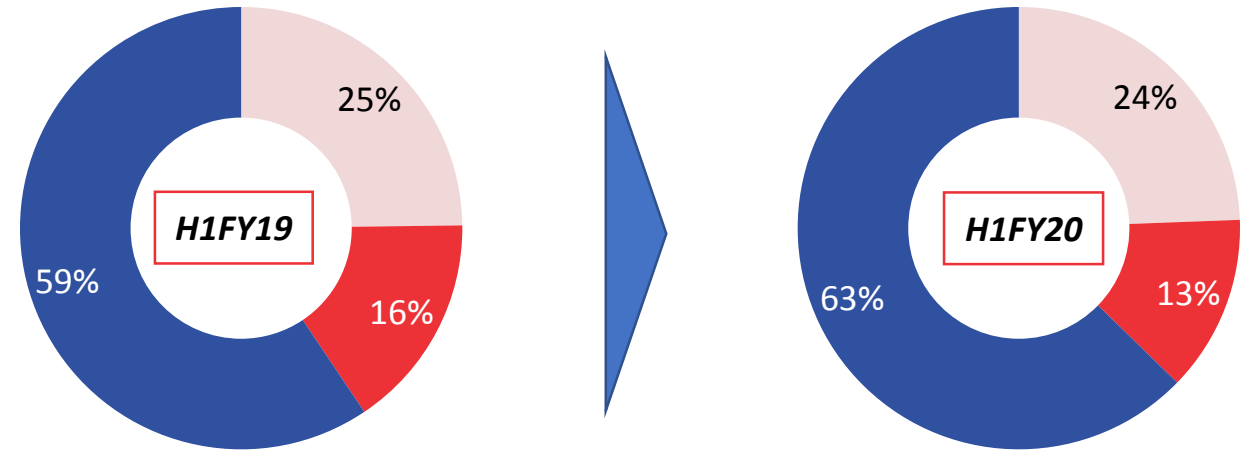
## Growth across all Verticals

Rs. In Crs



## Revenue Mix across all Verticals

Other Busines RAC Components RAC



*Our Revenues from RAC, RAC Components & Other Business has increased by **89%, 46% & 76%** Respectively*

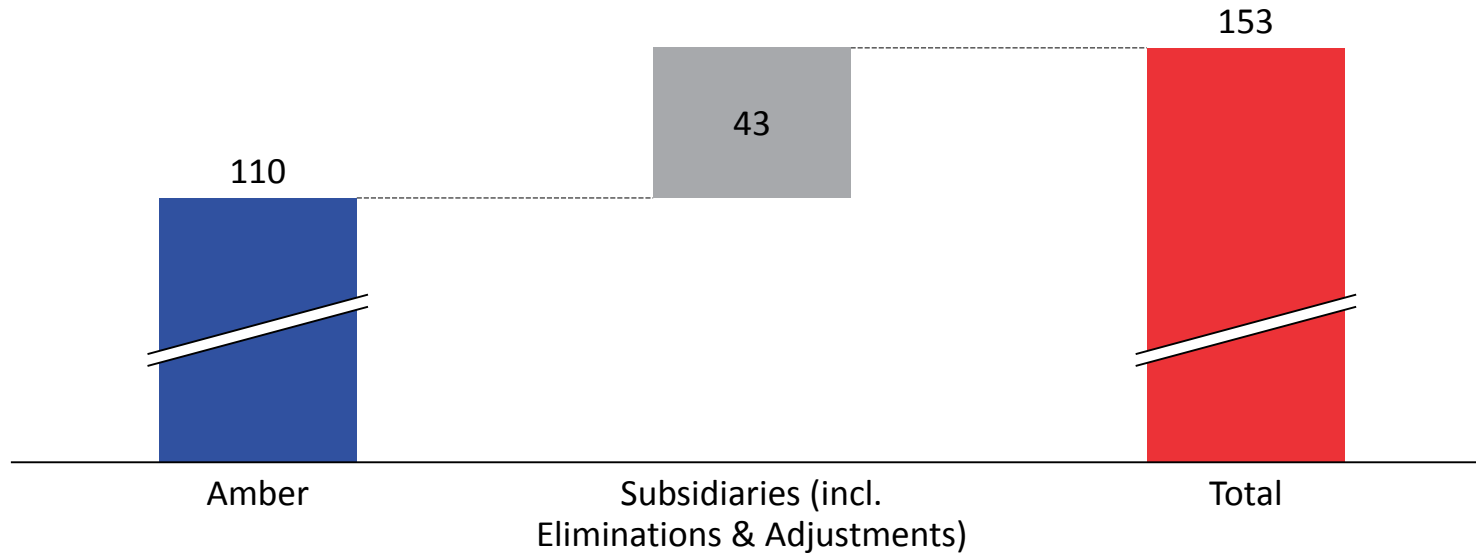
*RAC Components & Other Business now contribute **37%** of our consolidated revenues for H1FY20 as compared to 41% for the corresponding period last year. Our revenues from RAC Components & Other Business have increased in absolute terms and we see healthy revenues going forward from these businesses*

# Consolidated EBIDTA & Revenue Build-up\*#



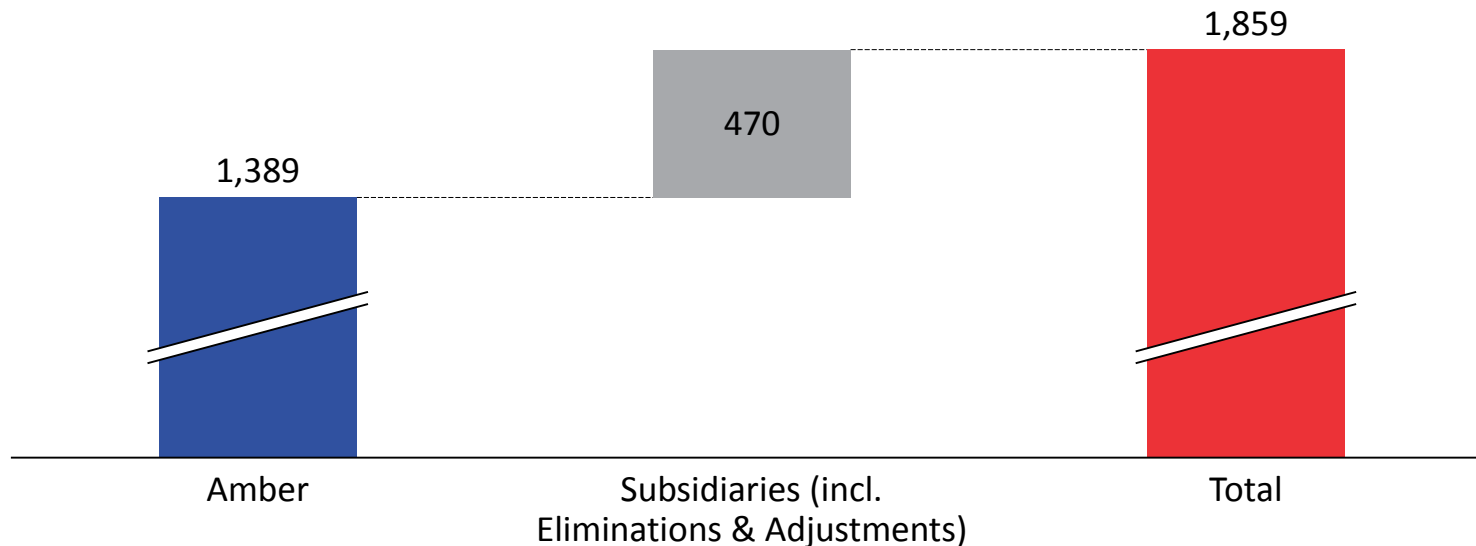
Rs. In Crs

Consolidated Operating  
EBIDTA H1FY20



*Better operating leverage due to increased utilization has increased our consolidated margins to 8.2%. Consolidated Operating EBIDTA for the half year stands at Rs. 153 crs*

Consolidated Revenue  
H1FY20



*We have witnessed robust growth across all are verticals & subsidiaries. We remain optimistic on the industry growth and are confident of outperforming industry growth going forward*

# Consolidated Profit & Loss Statement\*#



Particulars (Rs in Crs)	Q2FY20	Q2FY19	YoY (%)	H1FY20	H1FY19	YoY (%)	FY19
<b>Revenue from Operations</b>	<b>623</b>	<b>330</b>	<b>89%</b>	<b>1,859</b>	<b>1,038</b>	<b>79%</b>	<b>2,752</b>
Raw Material	514	275		1,552	871		2,320
Employee Expenses	25	14		49	29		59
Other Expenses (Excluding forex Gain/Loss)	48	25		106	59		161
<b>Total Expenses</b>	<b>587</b>	<b>314</b>		<b>1,706</b>	<b>959</b>		<b>2,539</b>
<b>Operating EBITDA (After adjusting forex)</b>	<b>37</b>	<b>16</b>	<b>134%</b>	<b>153</b>	<b>79</b>	<b>94%</b>	<b>213</b>
<b>Operating EBITDA Margins (%)</b>	<b>5.9%</b>	<b>4.8%</b>	<b>113 bps</b>	<b>8.2%</b>	<b>7.6%</b>	<b>65 bps</b>	
Depreciation & Amortization	21	15		41	30		62
Other Income (Including forex Gain/Loss)	(0)	1		6	-4		10
<b>EBIT</b>	<b>15</b>	<b>2</b>		<b>118</b>	<b>46</b>		<b>161</b>
Finance Cost	11	6		22	11		25
<b>PBT</b>	<b>5</b>	<b>(4)</b>		<b>96</b>	<b>35</b>		<b>136</b>
Tax	(8)	(1)		20	11		41
<b>PAT</b>	<b>12</b>	<b>(3)</b>		<b>77</b>	<b>24</b>	<b>220%</b>	<b>95</b>
<b>PAT %</b>	<b>2.0%</b>	<b>-0.8%</b>		<b>4.1%</b>	<b>2.3%</b>	<b>181 bps</b>	
<b>EPS</b>	<b>3.87</b>	<b>-0.81</b>		<b>24.33</b>	<b>7.61</b>		<b>30.14</b>

# Consolidated Balance Sheet



Particulars (Rs in Crs.)	30-Sep-19	31-Mar-19
<b>Non-Current Assets</b>	<b>1,186.8</b>	<b>891.0</b>
Property, plant and equipment	712.3	651.1
Capital work-in-progress	7.1	8.9
Goodwill	139.6	66.9
Other intangible assets	210.2	91.5
Intangible assets under development	41.0	24.8
Financial assets		
(i) Investments		-
(ii) Loans	13.5	11.6
(iii) Other financial assets	5.4	2.1
Non-current tax assets (net)	28.6	8.7
Deferred tax assets (net)	7.5	3.1
Other non-current assets	21.7	22.3
<b>Current Assets</b>	<b>1,004.9</b>	<b>1,482.9</b>
Inventories	473.2	560.6
Financial assets		0.0
(i) Trade receivables	384.9	787.2
(ii) Cash and cash equivalents	37.9	40.1
(iii) Bank balances other than (ii) above	6.0	4.5
(iv) Loans	15.9	13.1
(v) Other financial assets	38.5	46.2
Other current assets	48.6	31.1
Assets classified as held for sale	2.5	0.0
<b>Total Assets</b>	<b>2,194.2</b>	<b>2,373.9</b>

Particulars (Rs in Crs.)	30-Sep-19	31-Mar-19
<b>Equity</b>	<b>1,081.3</b>	<b>1,005.1</b>
Equity share capital	31.4	31.4
Other equity	1,027.3	954.7
Non controlling interest	22.5	19.0
<b>Non-Current Liabilities</b>	<b>390.5</b>	<b>220.6</b>
Financial liabilities		
(i) Borrowings	174.9	141.2
(ii) Lease liabilities	12.0	2.1
(iii) Other financial liabilities	87.7	22.3
Provisions	9.9	5.8
Deferred tax liabilities (net)	103.9	46.9
Other non-current liabilities	2.2	2.3
<b>Current liabilities</b>	<b>722.4</b>	<b>1,148.1</b>
Financial liabilities		
(i) Borrowings	189.1	89.5
(ii) Trade payables	426.2	940.7
(iii) Lease liabilities	3.7	3.4
(iv) Other financial liabilities	63.0	53.6
Other current liabilities	23.3	52.4
Provisions	1.3	0.5
Current tax liabilities (net)	15.8	8.0
<b>Total Equity &amp; Liabilities</b>	<b>2,194.2</b>	<b>2,373.9</b>

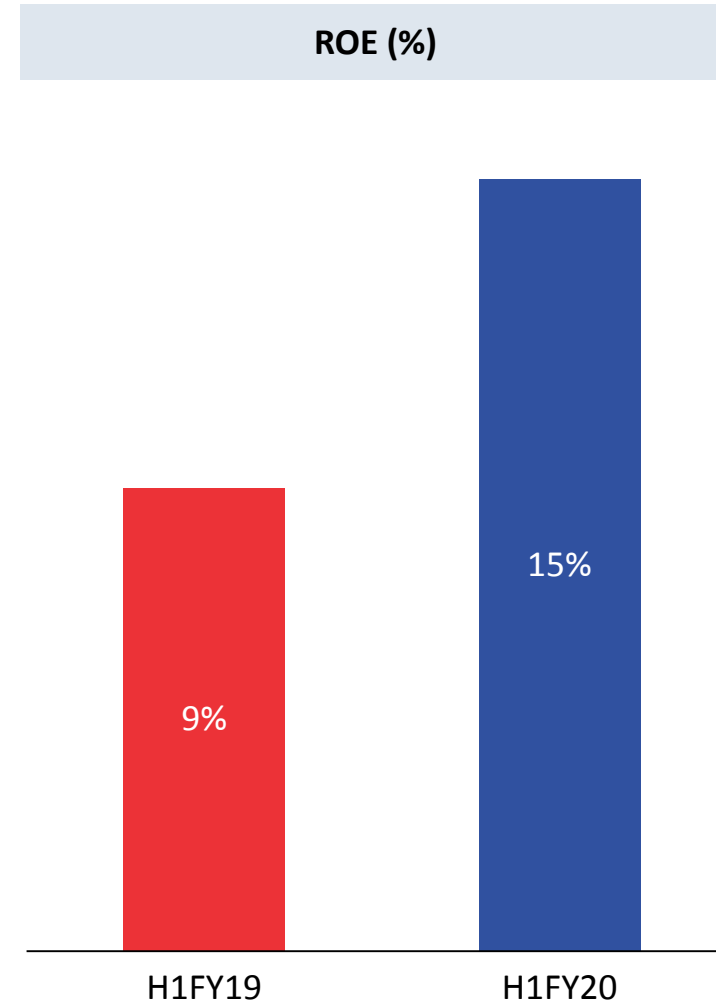
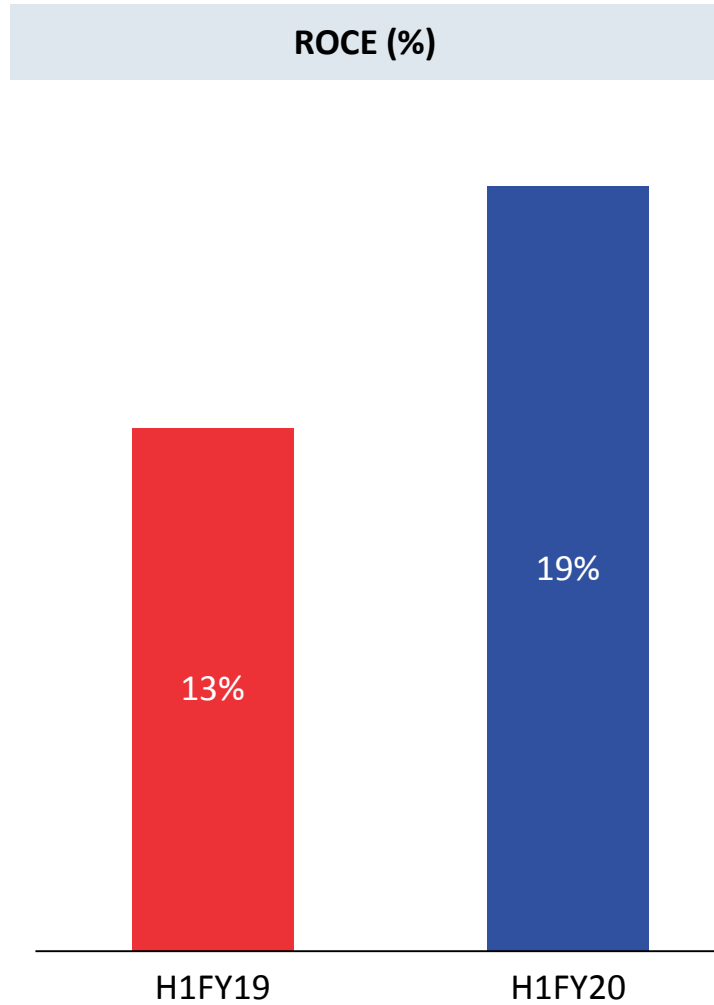


# Summary of Consolidated Cash Flows



Cash Flow Statement for six months ended (Rs in Cr)	Half year ended Sep-19	Half year ended Sep-18
Operating profit before working capital changes	155.8	73.5
Changes in working capital	-44.4	-143.6
<b>Cash generated from operations</b>	111.4	-70.1
Direct taxes paid (net of refund)	-28.0	-19.6
<b>Net Cash from Operating Activities (A)</b>	83.4	-89.7
<b>Net Cash from Investing Activities (B)</b>	-211.4	-41.1
<b>Net Cash from Financing Activities (C)</b>	119.5	35.7
<b>Net Change in cash and cash equivalents</b>	-8.4	-95.1

# Improving Return Ratios





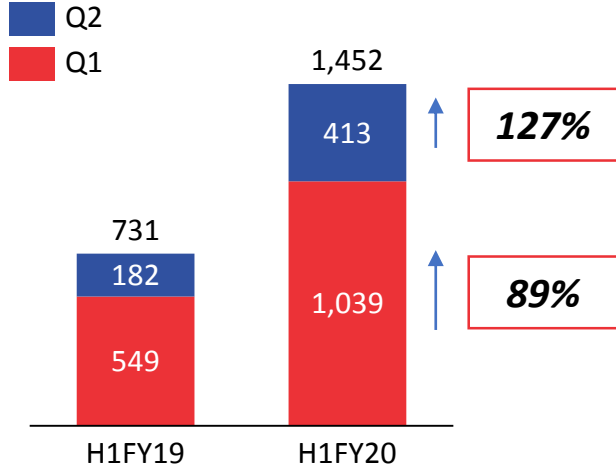
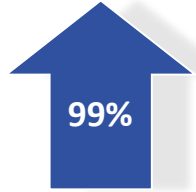
# Standalone Financials

# Standalone Performance Snapshot\*



## RAC Sales in Volumes

Units in '000



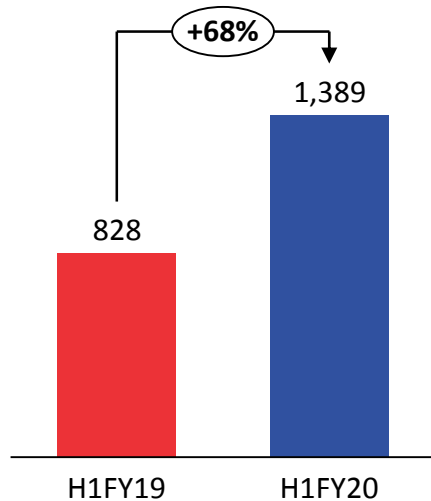
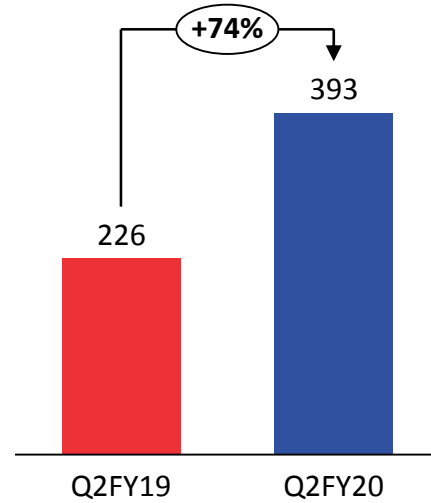
127%

89%

Addition of New Customers, Industry Growth & Increase in Demand/Share of Business in exiting customer has led to substantial increase in volumes by **99%** YoY for H1FY20

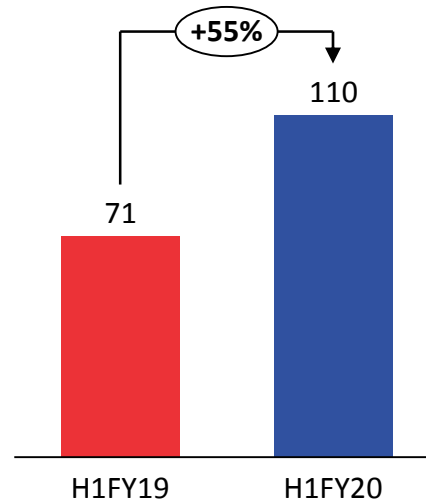
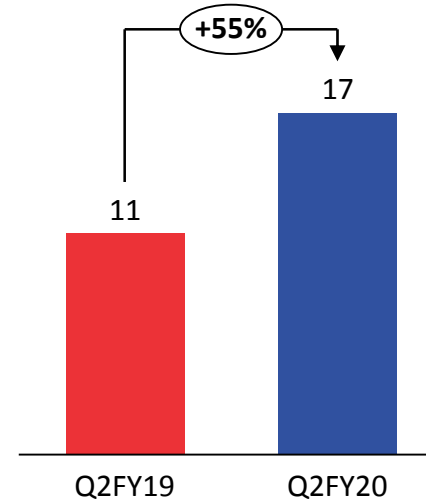
## Revenue

Rs. In Crs



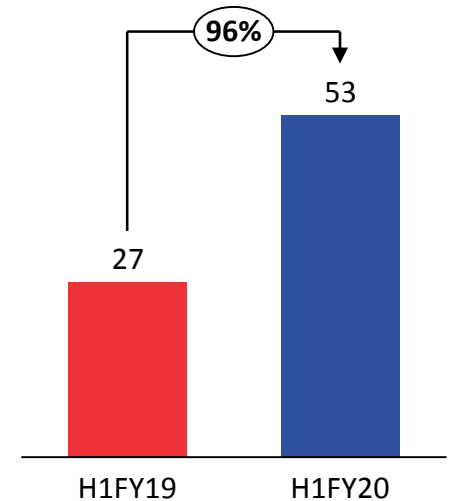
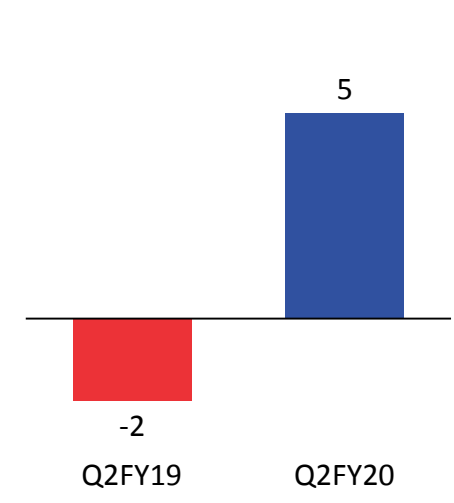
## Operating EBIDTA

Rs. In Crs



## PAT

Rs. In Crs

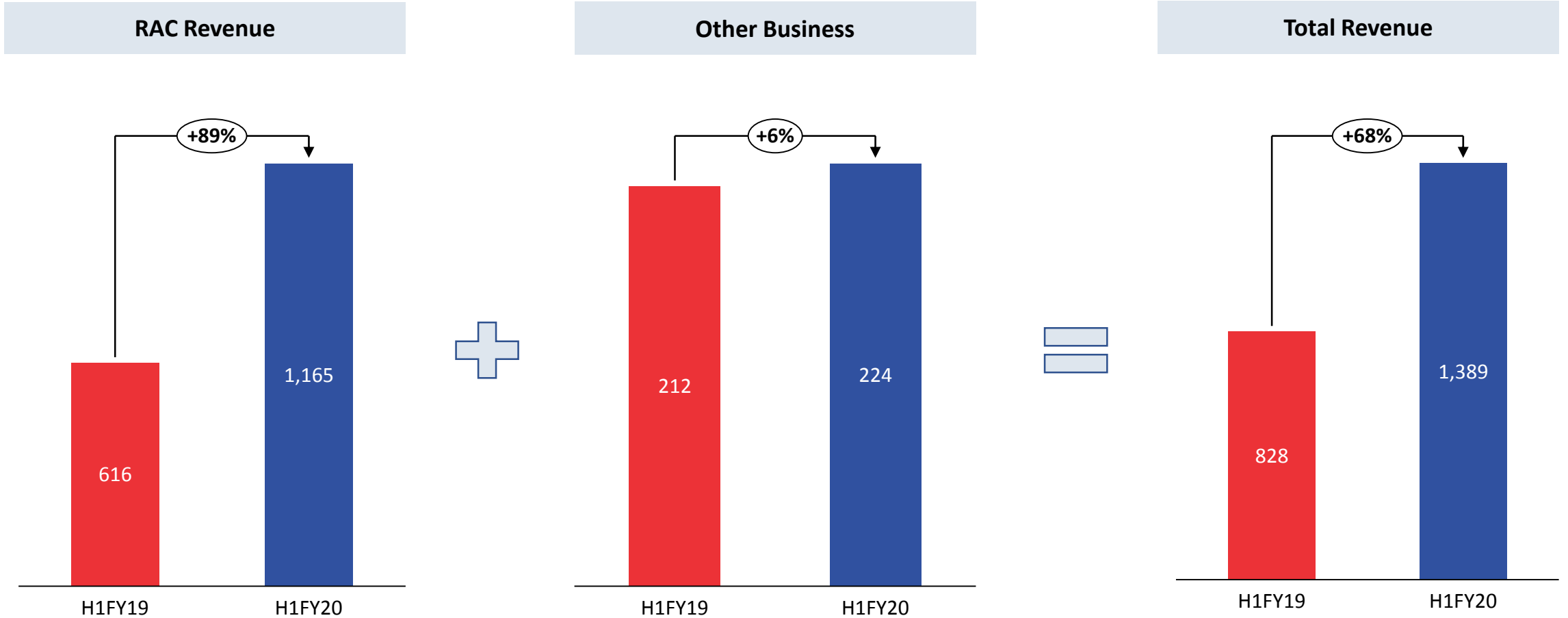


\*Q1FY20 Financials Post Ind AS 116 impact

# Segment wise Revenue Break-up



Rs. In Crs



# Standalone Profit & Loss Statement\*



Particulars (Rs in Crs)	Q2FY20	Q2FY19	YoY (%)	H1FY20	H1FY19	YoY (%)	FY19
<b>Revenue from Operations</b>	<b>393</b>	<b>226</b>	<b>74%</b>	<b>1,389</b>	<b>828</b>	<b>68%</b>	<b>2,188</b>
Raw Material	335	187		1,184	690		1,837
Employee Expenses	12	11		25	22		40
Other Expenses (Excluding forex Gain/Loss)	29	18		71	45		122
<b>Total Expenses</b>	<b>376</b>	<b>215</b>		<b>1,279</b>	<b>757</b>		<b>2,000</b>
<b>Operating EBITDA (After adjusting forex)</b>	<b>17</b>	<b>11</b>	<b>58%</b>	<b>110</b>	<b>71</b>	<b>55%</b>	<b>188</b>
<b>Operating EBIDTA Margins (%)</b>	<b>4.4%</b>	<b>4.8%</b>		<b>8.0%</b>	<b>8.6%</b>		<b>8.6%</b>
Depreciation & Amortization	15	12		29	24		50
Other Income (Including forex Gain/Loss)	(1)	1		4	(4)		9
<b>EBIT</b>	<b>2</b>	<b>(1)</b>		<b>85</b>	<b>43</b>		<b>148</b>
Finance Cost	7	3		15	6		15
<b>PBT</b>	<b>(5)</b>	<b>(4)</b>		<b>71</b>	<b>37</b>		<b>133</b>
Tax	(10)	(2)		18	10		40
<b>PAT</b>	<b>5</b>	<b>(2)</b>	<b>-</b>	<b>53</b>	<b>27</b>	<b>96%</b>	<b>93</b>
<b>PAT %</b>	<b>1.2%</b>	<b>-0.8%</b>		<b>3.8%</b>	<b>3.3%</b>		<b>4.2%</b>
<b>EPS</b>	<b>1.46</b>	<b>-0.56</b>		<b>16.91</b>	<b>8.62</b>		<b>29.42</b>

\*Q2 & H1FY20 Financials Post Ind AS 116 impact

# Standalone Balance Sheet



Particulars (Rs in Crs.)	30-Sep-19	31-Mar-19
<b>Non-Current Assets</b>	<b>994.9</b>	<b>744.5</b>
Property, plant and equipment	535.3	502.8
Capital work-in-progress	5.9	7.5
Investment Property	4.3	4.3
Other intangible assets	59.9	67.1
Intangible assets under development	31.9	17.6
Financial assets		
(i) Investments	323.2	111.2
(ii) Loans	11.0	10.1
(iii) Other financial assets	0.7	2.1
Non-current tax assets (net)	1.4	0.0
Other non-current assets	21.5	21.8
<b>Current Assets</b>	<b>779.9</b>	<b>1339.3</b>
Inventories	378.8	483.7
Financial assets		
(i) Trade receivables	290.3	731.9
(ii) Cash and cash equivalents	35.8	37.7
(iii) Bank balances other than (ii) above	4.1	4.4
(iv) Loans	9.9	12.8
(v) Other financial assets	38.5	46.1
Other current assets	22.6	22.6
Assets classified as held for sale	2.0	
<b>Total Assets</b>	<b>1776.8</b>	<b>2083.8</b>

Particulars (Rs in Crs.)	30-Sep-19	31-Mar-19
<b>Equity</b>	<b>1,028.2</b>	<b>975.2</b>
Equity share capital	31.4	31.4
Other equity	996.8	943.8
<b>Non-Current Liabilities</b>	<b>261.3</b>	<b>141.4</b>
Financial liabilities		
(i) Borrowings	141.5	102.1
(ii) Lease liabilities	10.0	0.2
(iii) Other financial liabilities	65.8	0.4
Provisions	4.5	4.0
Deferred tax liabilities (net)	37.4	32.5
Other non-current liabilities	2.2	2.3
<b>Current liabilities</b>	<b>487.3</b>	<b>967.1</b>
Financial liabilities		
(i) Borrowings	114.4	54.0
(ii) Trade payables	320.2	821.0
(iii) Lease liabilities	3.6	3.3
(iv) Other financial liabilities	36.3	36.0
Other current liabilities	12.3	46.0
Provisions	0.6	0.4
Current tax liabilities (net)	0.0	6.4
<b>Total Equity &amp; Liabilities</b>	<b>1,776.8</b>	<b>2,083.8</b>

---

**Company :**

CIN: L28910PB1990PLC010265

Mr. Sudhir Goyal

[sudhirgoyal@ambergrouppindia.com](mailto:sudhirgoyal@ambergrouppindia.com)

[www.ambergrouppindia.com](http://www.ambergrouppindia.com)

---

**Investor Relations Advisors :**

**SGA** Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Sagar Shroff / Ms. Payal Dave

[sagar.shroff@sgapl.net](mailto:sagar.shroff@sgapl.net) / [payal.dave@sgapl.net](mailto:payal.dave@sgapl.net)

+91 98205 19303 / +91 98199 16314

[www.sgapl.net](http://www.sgapl.net)