



Date: 23 January 2023

To Secretary Listing Department  <b>BSE Limited</b> Department of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001	To Secretary Listing Department  <b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra Kurla Complex, Mumbai – 400 050
Scrip Code : 540902 ISIN : INE371P01015	Scrip Code : AMBER ISIN : INE371P01015

**Subject : Investor Presentation on unaudited financial results of the Company for Q3 of FY 2022-23 under the SEBI (Listing Obligations and Disclosure Requirements), as amended.**

Pursuant to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015 as amended, please find attached investor presentation on unaudited financial results of the Company for Q3 of FY2023 .

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.

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

**Amber Enterprises India Limited (Formerly Known as Amber Enterprises (India) Private Limited)**

**Corp. Address:**  
Universal Trade Tower, 1st Floor, Sector 49, Gurgaon-1 22018  
Tel.: +91 124 3923000 | Fax: +91 124 3923016,17

**Regd. Office:**  
C-1, Phase II, Focal Point, RajpuraTown-140401, Punjab  
Tel.: +91 1762 232126, 232646 | Fax: +91 1762 232127



Amber Enterprises India Limited

**Q3FY23**  
**Result Presentation**  
**January 2023**





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 whatsoever. 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 Performance



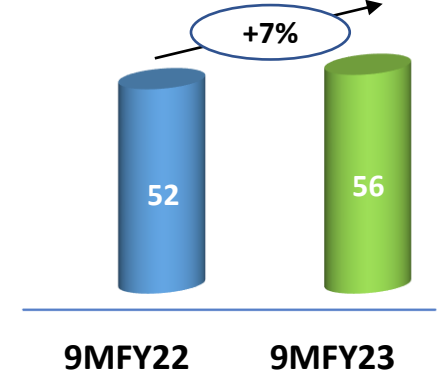
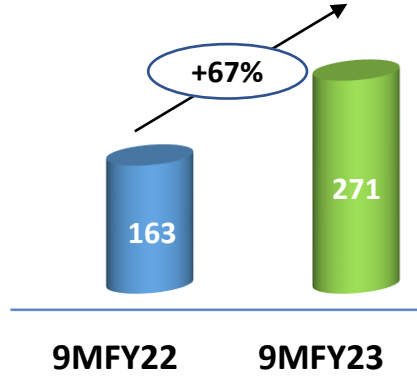
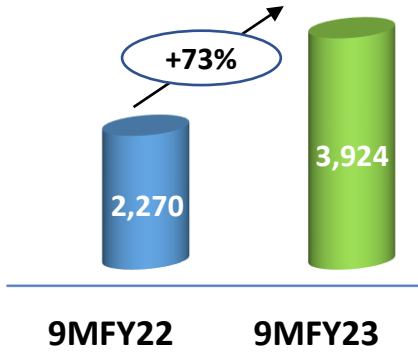
Rs. In Crs

## REVENUE

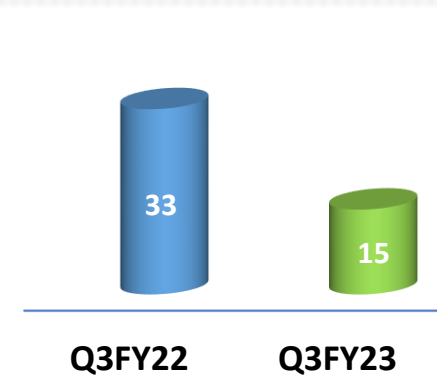
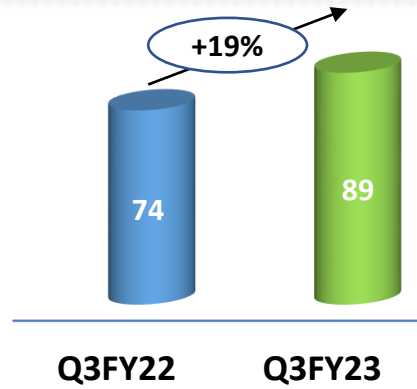
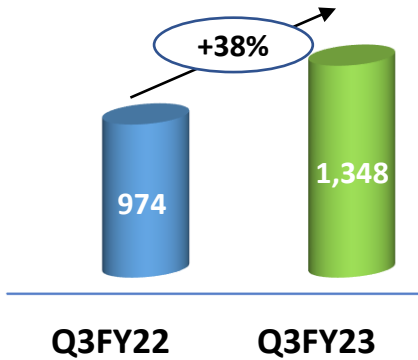
## OPERATING EBITDA\*

## PAT

9MFY23



Q3FY23



- For Q3FY23, there was an increase in RMC by 1.25% owing to a change in product mix.
- Finance cost and Depreciation increased to Rs.29 Crs and Rs.36 Crs as compared to Rs.12 Crs and Rs.27 Crs. in Q3FY22, respectively. The increase in Finance cost and Depreciation is largely due to capex incurred during the period and increased interest rates.

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



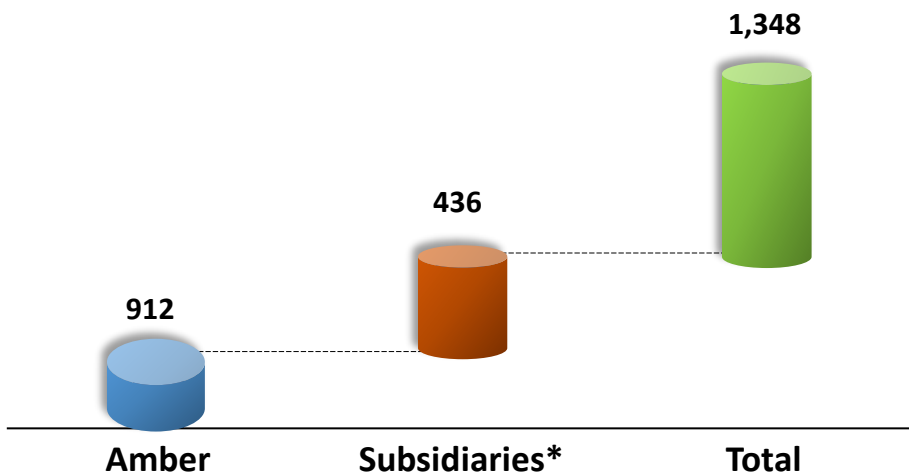
# Consolidated Operating EBITDA & Revenue Build-up



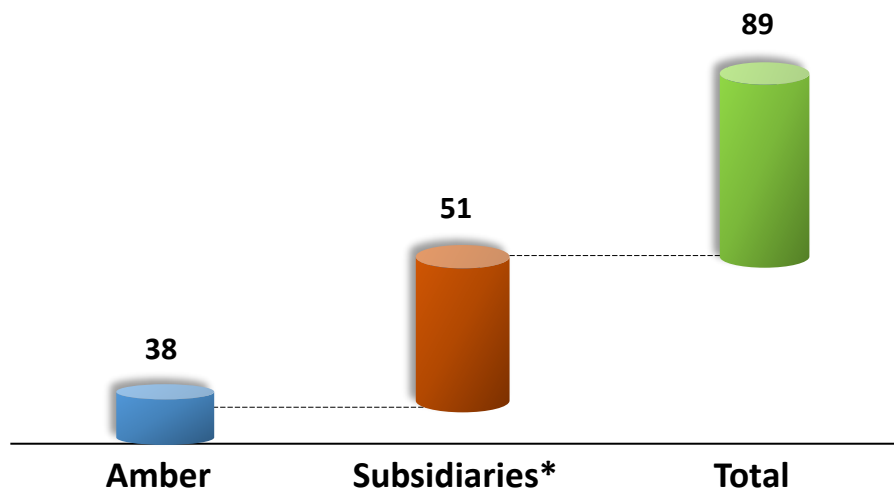
Rs. In Crs

Q3FY23

REVENUE

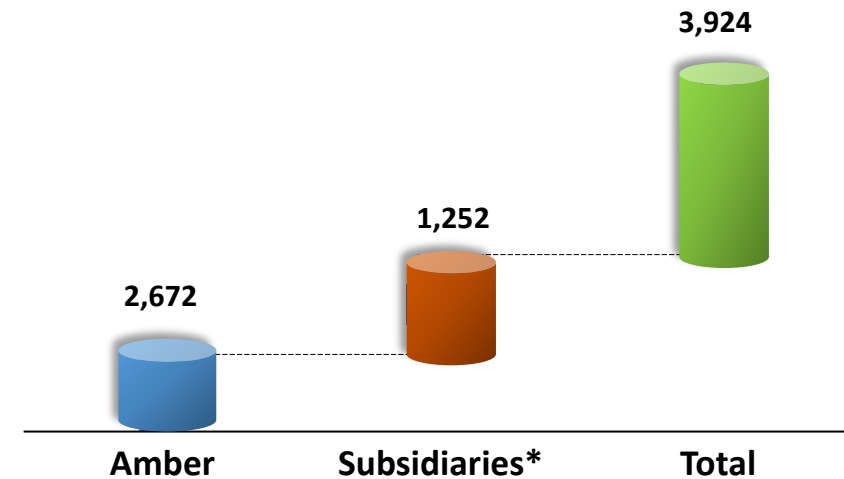


OPERATING EBITDA\*\*

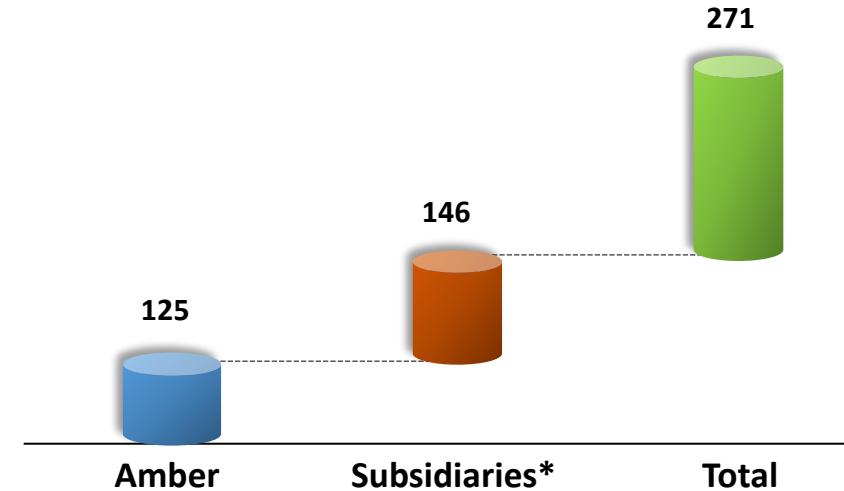


9MFY23

REVENUE



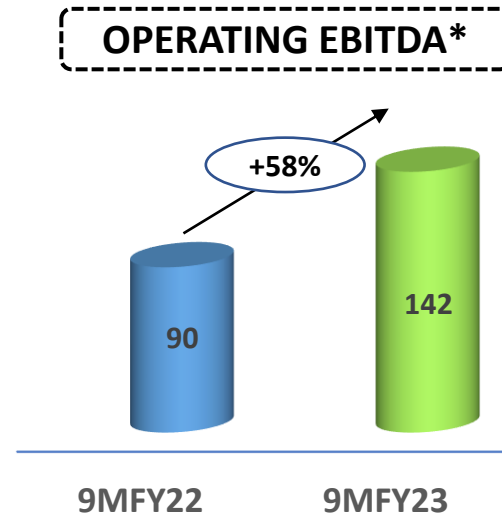
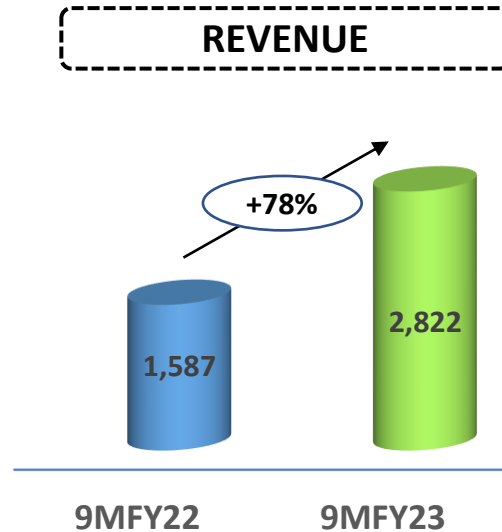
OPERATING EBITDA\*\*



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

\*after inter-company eliminations and adjustments

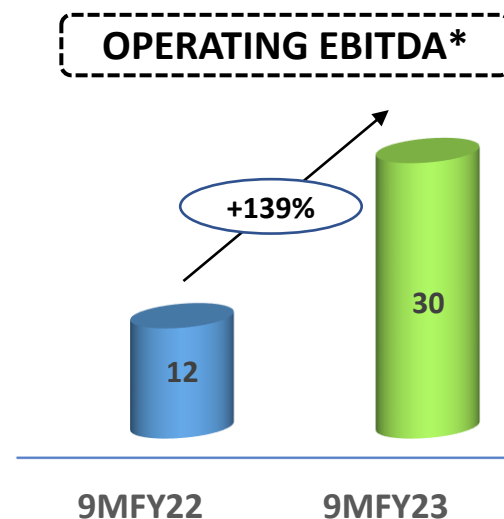
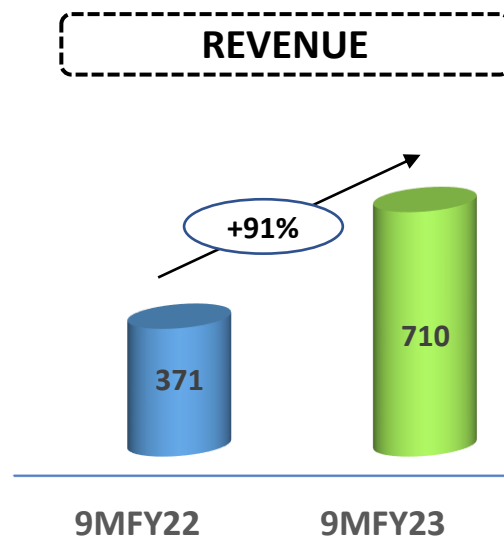
Rs. In Crs



- Components division is growing at a faster pace
  - For 9MFY23, Revenues stood at Rs.1,137 Crs vs Rs.545 Crs in 9MFY22
  - For Q3FY23, revenues stood at Rs. 552 Crs vs 297 Crs in Q3FY22
- The growth is fuelled by a strong order book, new customer addition and expansion in newer geographies like Sri City and Chennai
- Components division includes Amber PR and Pravartaka



Rs. In Crs

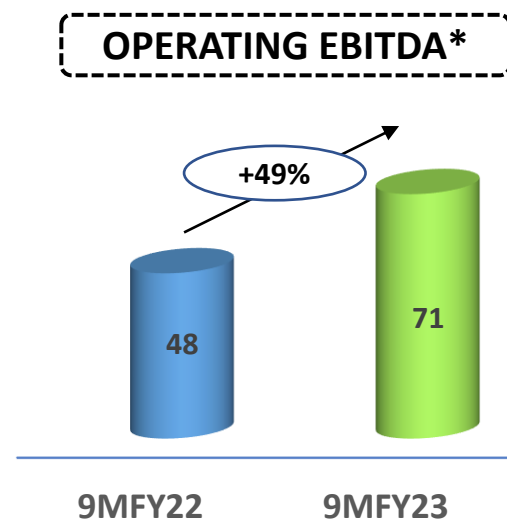
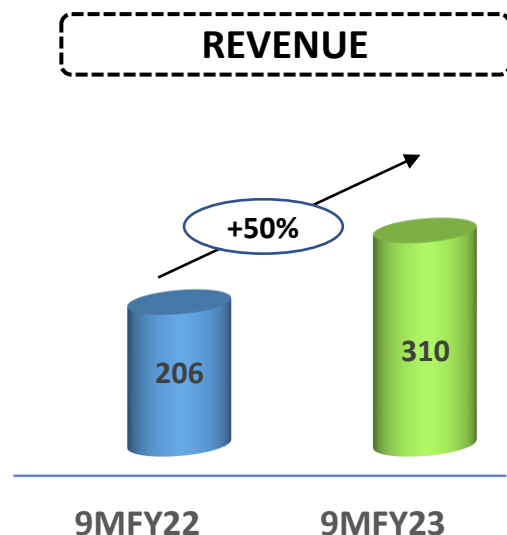


- Op. EBITDA margin for 9MFY23 stood at 4.2% vs 3.2% in 9MFY22
- We are in advanced discussions with new customers in telecom sector
- Expanded the manufacturing footprint of electronic division with new facility in South India
- The division expected to grow by more than 50% in FY24 and includes ILJIN and EVER

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



Rs. In Crs



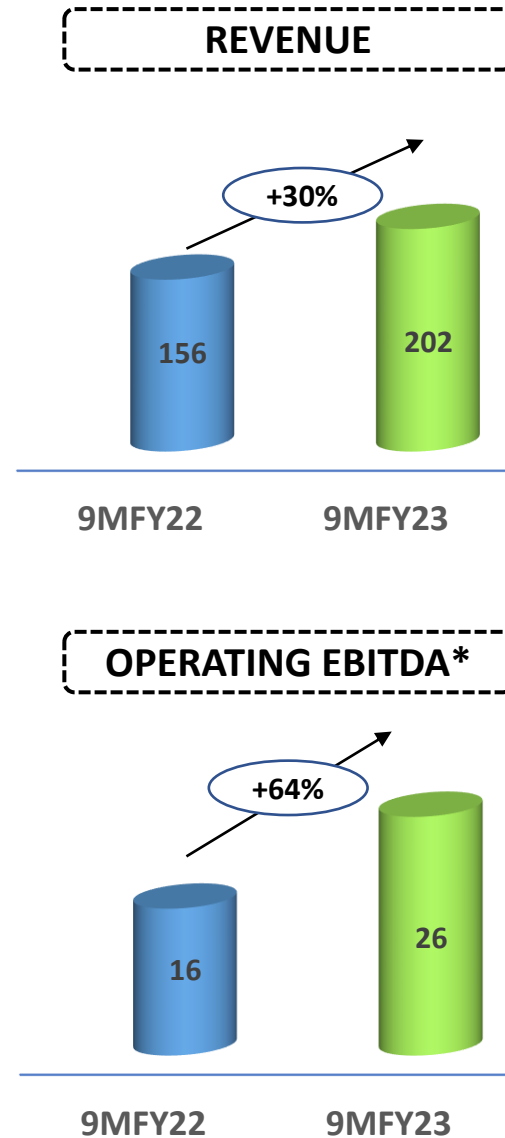
- Op. EBITDA for 9MFY23 has grown by 49% and stood at 22.9%
- Governments thrust on modernisation of railways is providing positive traction for this division
- **Indian Railways:** added Pantry business as a new product category
- Apart from railways all other segments of mobility division such as Metros, Defence, Precision air conditioning for telecom and Bus AC's are on a growth path
- Order book for the segment stands at Rs. 700 Crs+

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





Rs. In Crs



- Op. EBITDA margin for 9MFY23 stood at 12.8% vs 10.2% in 9MFY22
- Received BLDC motor approvals from few customers and few are in process
- **Exports:** Approval from the customers are in process and we expect to receive large orders in FY24
- The strong order book with new product addition and geographical expansion gives us a visibility of a more than 30% growth for FY23

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

# Consolidated Profit & Loss Statement



Particulars (Rs in Crs)	Q3FY23	Q3FY22	YoY	9MFY23	9MFY22	YoY
<b>Revenue from Operations</b>	<b>1,348</b>	<b>974</b>	<b>38%</b>	<b>3,924</b>	<b>2,270</b>	<b>73%</b>
Raw Material Consumption (RMC)	1,119	796		3,274	1,860	
<b>Gross Profit</b>	<b>230</b>	<b>178</b>	<b>29%</b>	<b>650</b>	<b>410</b>	<b>59%</b>
<b>Gross Margins (%)</b>	<b>17.0%</b>	<b>18.3%</b>		<b>16.6%</b>	<b>18.1%</b>	
Employee Expenses (excluding ESOP expenses)	47	35		128	96	
Other Expenses (excluding MTM loss on forward contracts, Loss on sale of FA and FA written off)	94	68		251	152	
Total Expenses (including RMC)	1,260	900		3,654	2,107	
<b>Operating EBITDA</b>	<b>89</b>	<b>74</b>	<b>19%</b>	<b>271</b>	<b>163</b>	<b>67%</b>
<b>Operating EBITDA Margins (%)</b>	<b>6.6%</b>	<b>7.6%</b>		<b>6.9%</b>	<b>7.2%</b>	
Depreciation & Amortization	36	27		100	78	
ESOP expenses	7	4		20	12	
Other Income (Including forex gain, adjustment of forex loss, loss on sale of FA and FA written off)	6	12		-2	23	
<b>EBIT</b>	<b>51</b>	<b>55</b>		<b>148</b>	<b>96</b>	
Finance Cost	29	12		74	28	
<b>PBT</b>	<b>22</b>	<b>43</b>		<b>74</b>	<b>68</b>	
Tax	7	10		18	16	
<b>PAT</b>	<b>15</b>	<b>33</b>	<b>-54%</b>	<b>56</b>	<b>52</b>	<b>7%</b>
<b>PAT %</b>	<b>1.1%</b>	<b>3.4%</b>		<b>1.4%</b>	<b>2.3%</b>	
<b>EPS</b>	<b>4.2</b>	<b>9.53</b>		<b>15.8</b>	<b>15.43</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. Rahul Agarwal / Ms. Brinkle Shah Jariwala

[rahul.agarwal@sgapl.net](mailto:rahul.agarwal@sgapl.net) / [brinkle.shah@sgapl.net](mailto:brinkle.shah@sgapl.net)

+91 98214 38864 / +91 9619385544

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

---