

COMMUNICATION WITH SHAREHOLDERS

Amba Enterprises Limited, with a Manufacturing Capacity of about 3500 MT per year, is one of India's largest manufacturers of transformer core lamination. We are dedicated to being the most crucial and dependable component in our clients' whole value chain. We are a multi-product, multi-location, multi-advantage group with a revenue of around INR 220 crore that serves recognised enterprises across India. We specialize in Silicon Steel Slit Coils, Cut to Size Transformer Laminations, Torroidal Cores, Motor Stamping, and Die Casting Rotor.

AEL products are used in a variety of downstream industries, including UPS, Energy, Distribution Transformer, Electrical, Automobile, Engineering, and Appliances.

We are Incredibly honoured to share with you our Company Growth Report and future prospects.

- In spite of headwinds in the sector, the Company has grown upwards of 30X in last 12 years. Our growth has been constant and consistent in the face of many adversities due to micro and macro factors.
- As fixed costs are hit now, Company envisages higher operating margins from this year. The Company targets to achieve targeted operating margin in the upward for 100 basis point per year for the next 3 years.
- We supply material to all the known, respected and stable parties in the Market. Not just supply, the supply is repetitive in nature, and on a regular basis. We supply to CG Power, Siemens and Bharat Bijlee among others.
- Company is trying to add more customer base in FY 23-FY 24. Negotiations with Havells are in initial stages and incremental revenue of almost INR 100cr+ is expected in the coming year.
- Company is planning to add additional capacity from its new plant at Kapsons Jalandhar.
- Additionally, Company is exploring options and opportunities and conducting feasibility in new products and components in the EV Sector.
- With all positive developments in the power sector and with private capex picking up now, company hopes to grow comfortably for next 3 years.

For Amba Enterprises Limited

Thanking you,

Yours Faithfully

KETAN HANBAL MEHTA
2023 FEB 15:38:19
+0530

Ketan Mehta
Managing Director
(DIN: 01238700)

Date: 20th Feb, 2023

Corporate Office : 430, 4th Floor,
Blue Rose Industrial Estate, Near Metro Mall,
Magathane Petrol Pump, Western Express Highway,
Borivali (E), Mumbai - 400 066. Tel. : 022 - 28701692.

Reg. Off/Factory : Sector No. 132, H.No. 1/4/1,
Premraj Industrial Estate, Shed No. B - 2,3,4,
Dalvi Wadi, Nanded Phata, Pune - 411 041.