



Amber Enterprises India Limited

Q2FY23

Result Presentation

October 2022





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Consolidated Performance



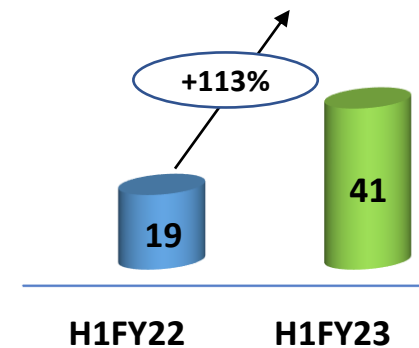
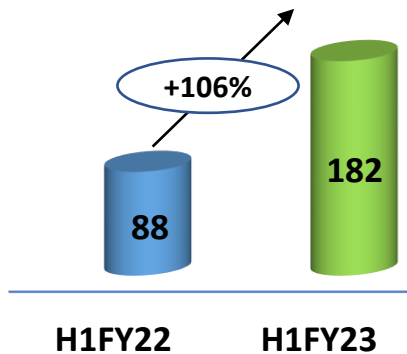
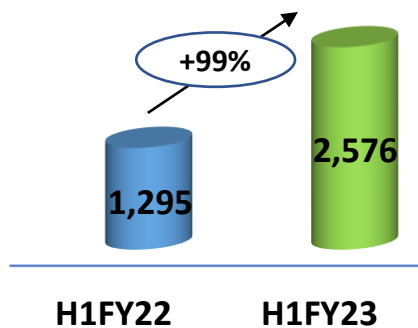
Rs. In Crs

REVENUE

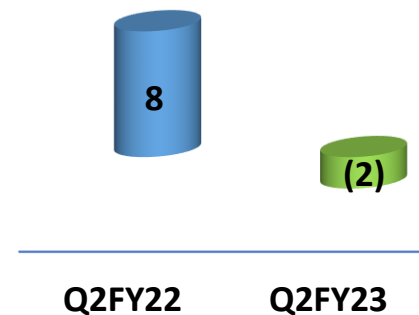
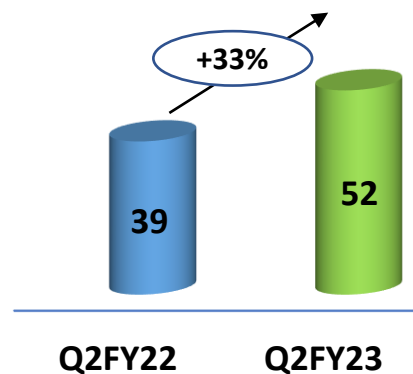
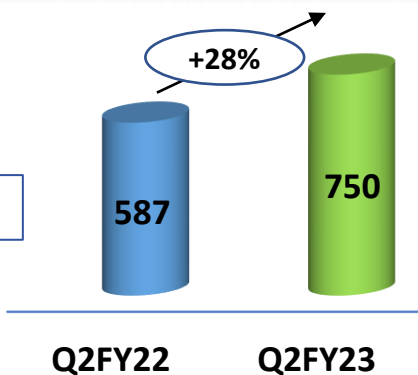
OPERATING EBITDA*

PAT

H1FY23



Q2FY23



- For Q2FY23, there was an increase in Finance cost to Rs. 24 Crs as compared to Rs. 6 Crs in Q2FY22. The increase in finance cost is largely due to capex incurred during the period and increase interest rates. This has resulted in a PAT loss of Rs. 2 Crs in Q2FY23

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

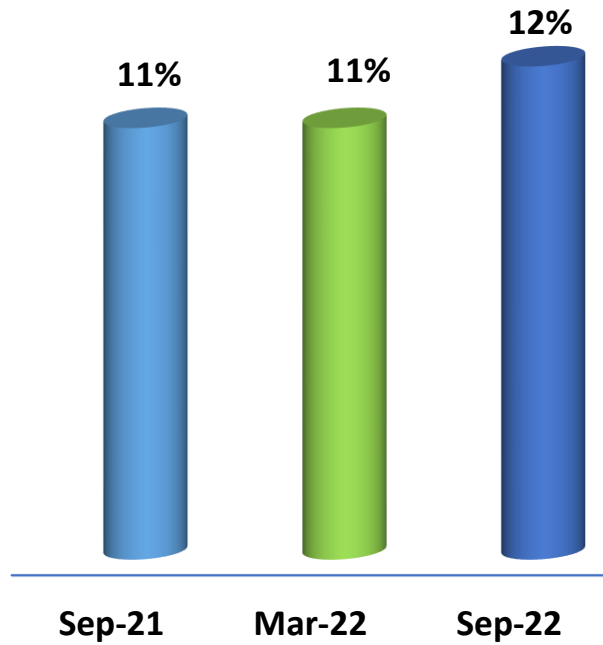


Consolidated Performance

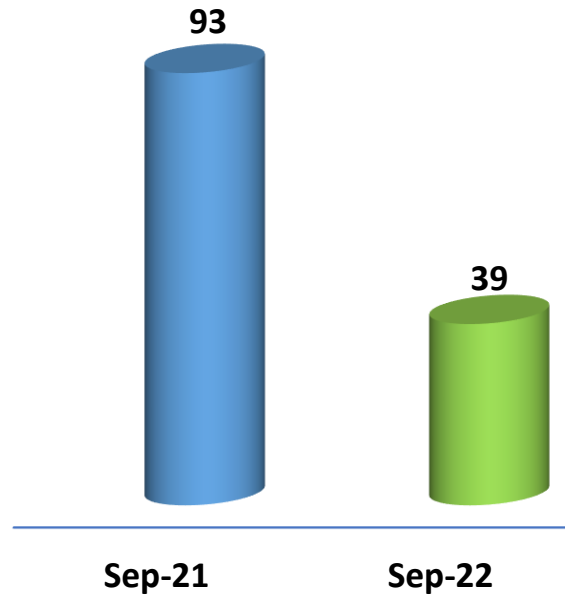


Rs. In Crs

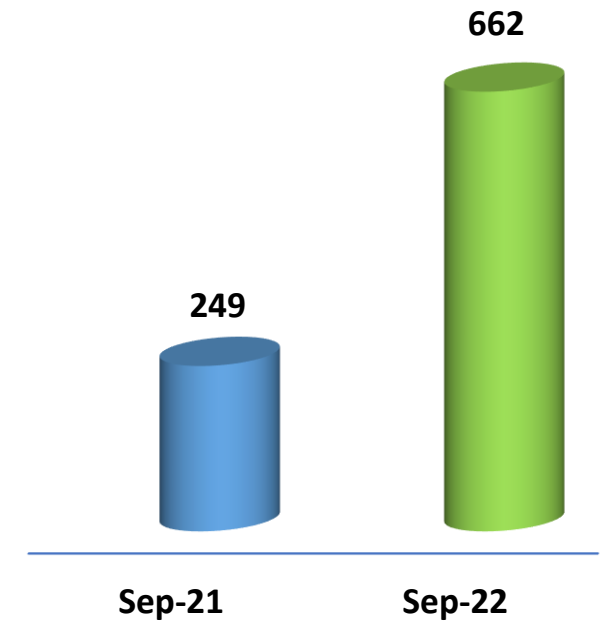
ROCE *(%)



Working Capital (No Of Days)



Net Debt**



*ROCE=Operating EBIT/[Avg(Opening & Closing of (Net worth + Net Debt))]

**Net Debt= Total Borrowings-(Cash &Cash Equivalents +Investment in Fixed Deposits + Investment in Perpetual Bonds in Banks)

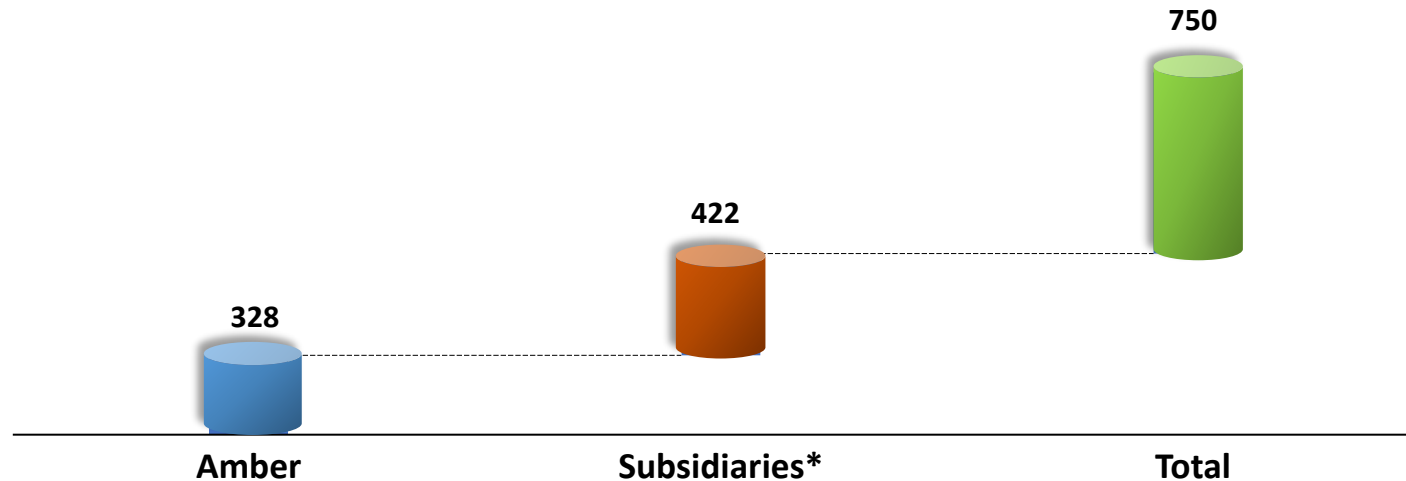


Q2FY23 Consolidated Operating EBITDA & Revenue Build-up

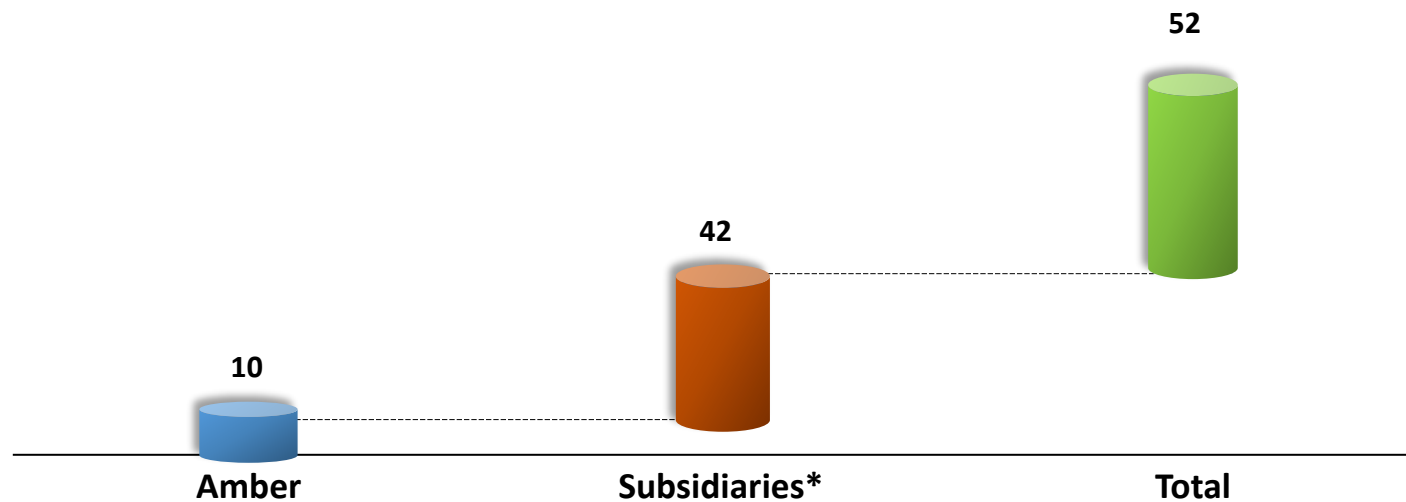


Rs. In Crs

Consolidated Revenue Q2FY23



Consolidated Operating EBITDA Q2FY23**



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

*after inter-company eliminations and adjustments

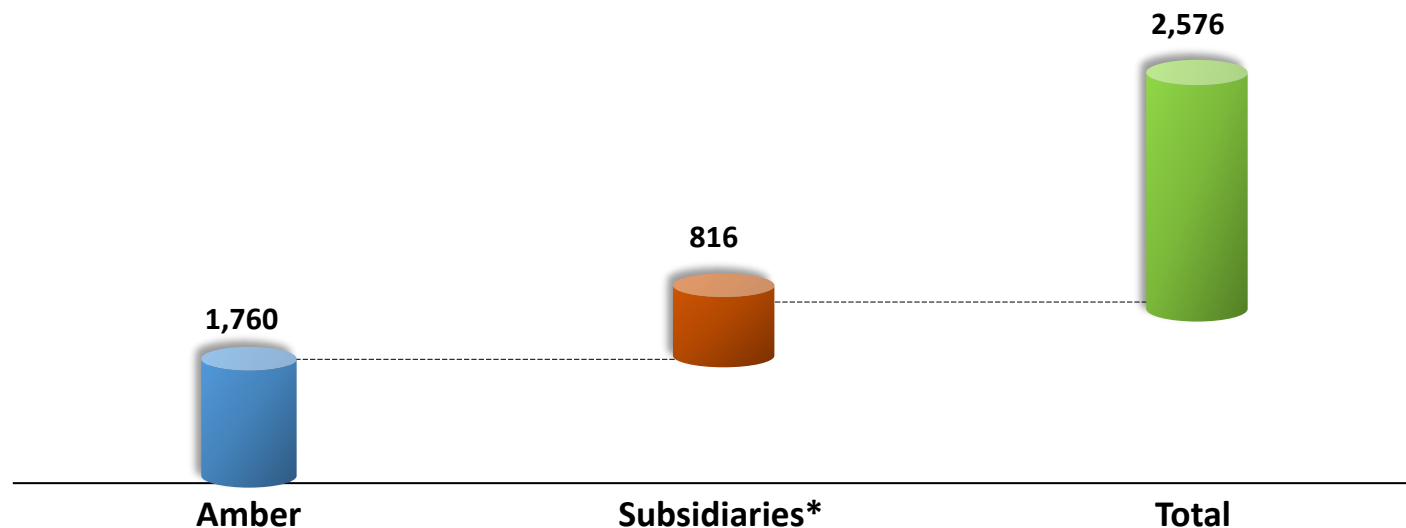


H1FY23 Consolidated Operating EBITDA & Revenue Build-up

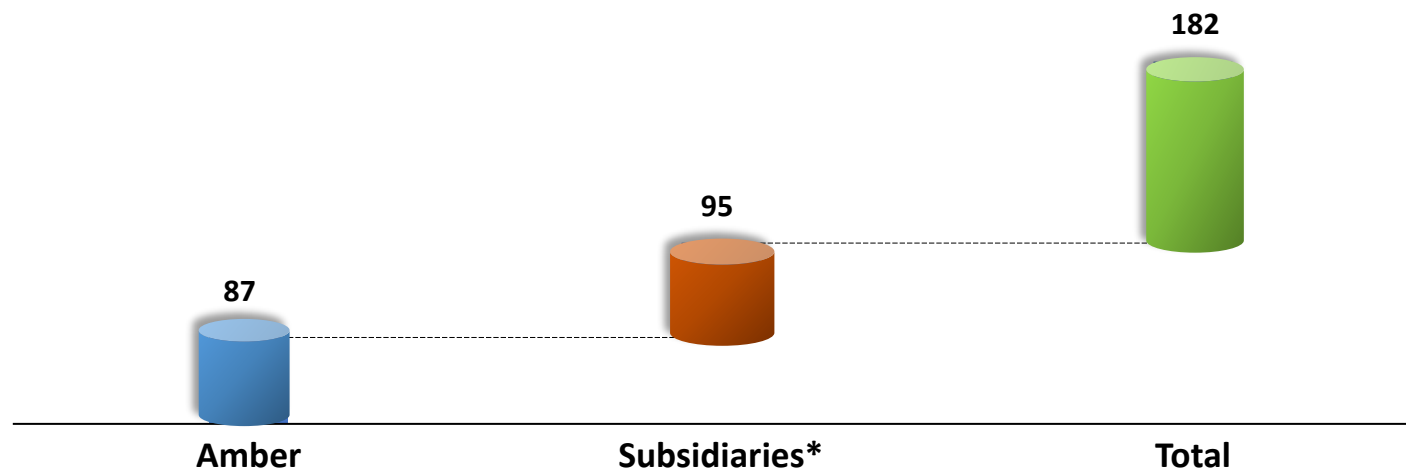


Rs. In Crs

Consolidated Revenue H1FY23



Consolidated Operating EBITDA H1FY23**

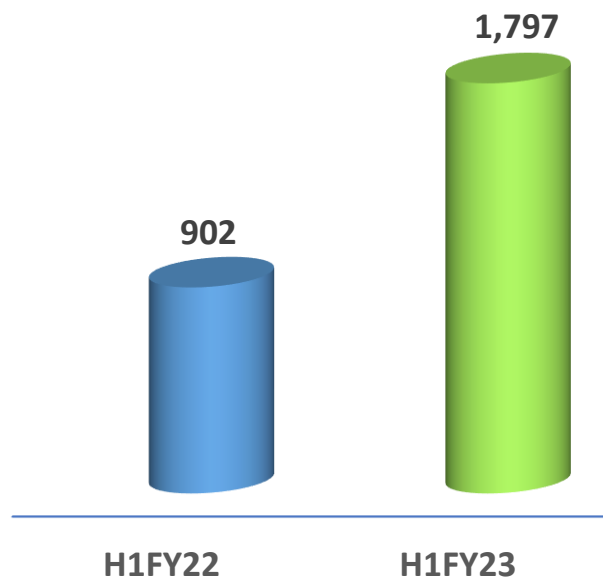


** Before impact of ESOP and other non-operating income & expenditures

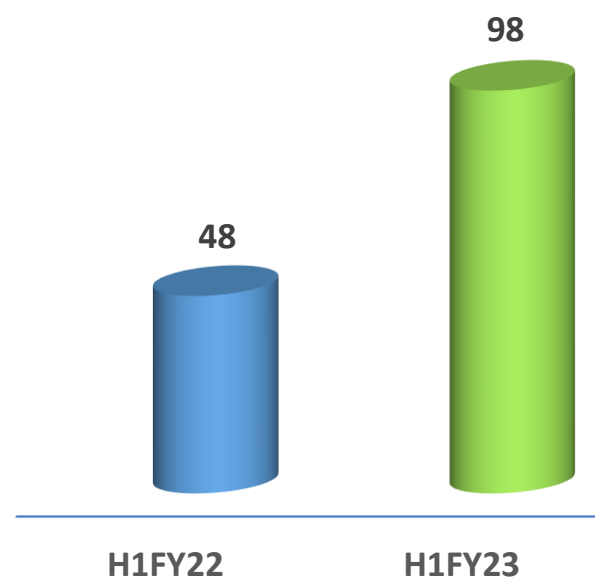
*after inter-company eliminations and adjustments

Rs. In Crs

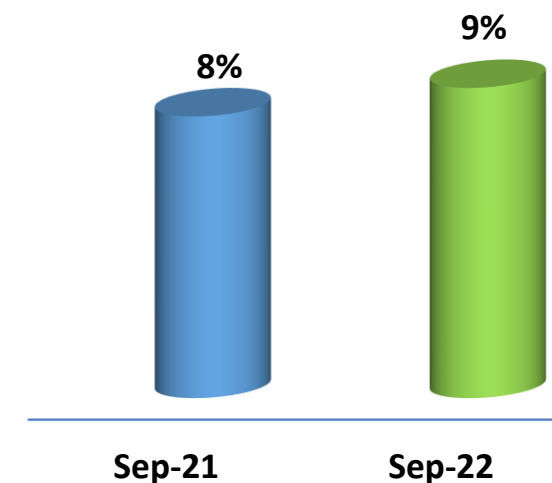
REVENUE



OPERATING EBITDA**



ROCE* (%)



- Components division is growing at a faster pace and for H1FY23, Revenues from components division stood at Rs 585 Crs vs Rs 248 Crs in H1FY22
- The growth is fuelled by a strong order book, new customer addition and expansion in newer geographies like Chennai and Pantnagar
- Components division includes Amber PR and Pravartaka

*ROCE=Operating EBIT/[Avg(Opening & Closing of (Net worth + Net Debt))]

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



Motor Division

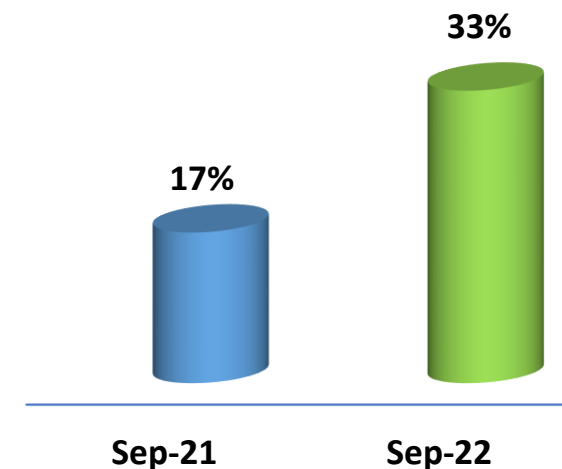
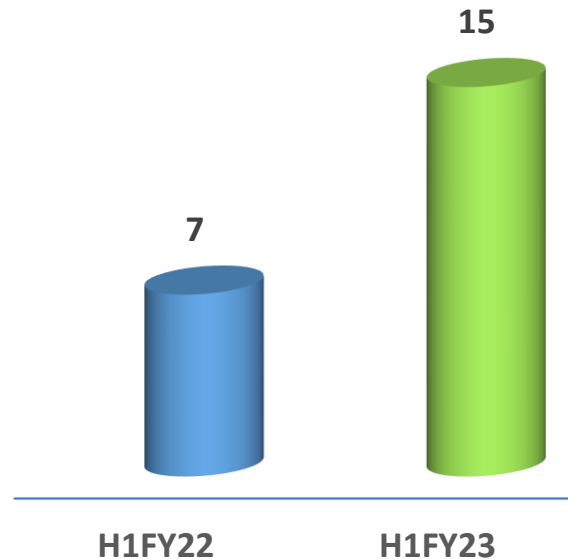
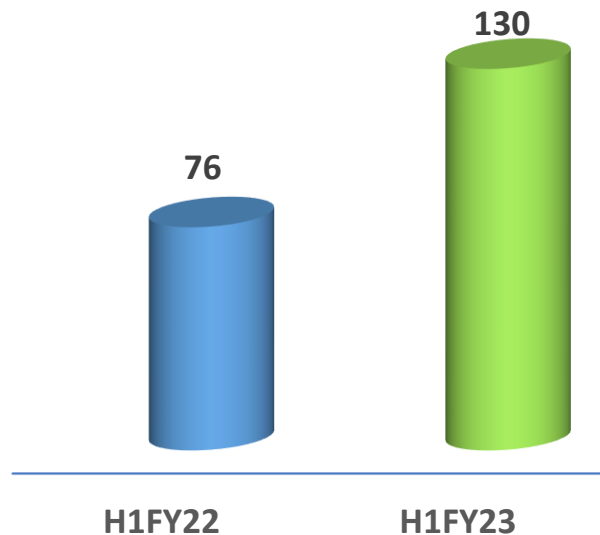


Rs. In Crs

REVENUE

OPERATING EBITDA**

ROCE *(%)



- Shifted to new larger facility in Faridabad to cater the future growth within this division
- Received BLDC approvals from few customers and few are in process and is expected to be received in coming quarters
- Exports: approval from the export customers are in process and 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

*ROCE=Operating EBIT/[Avg(Opening & Closing of (Net worth + Net Debt))]

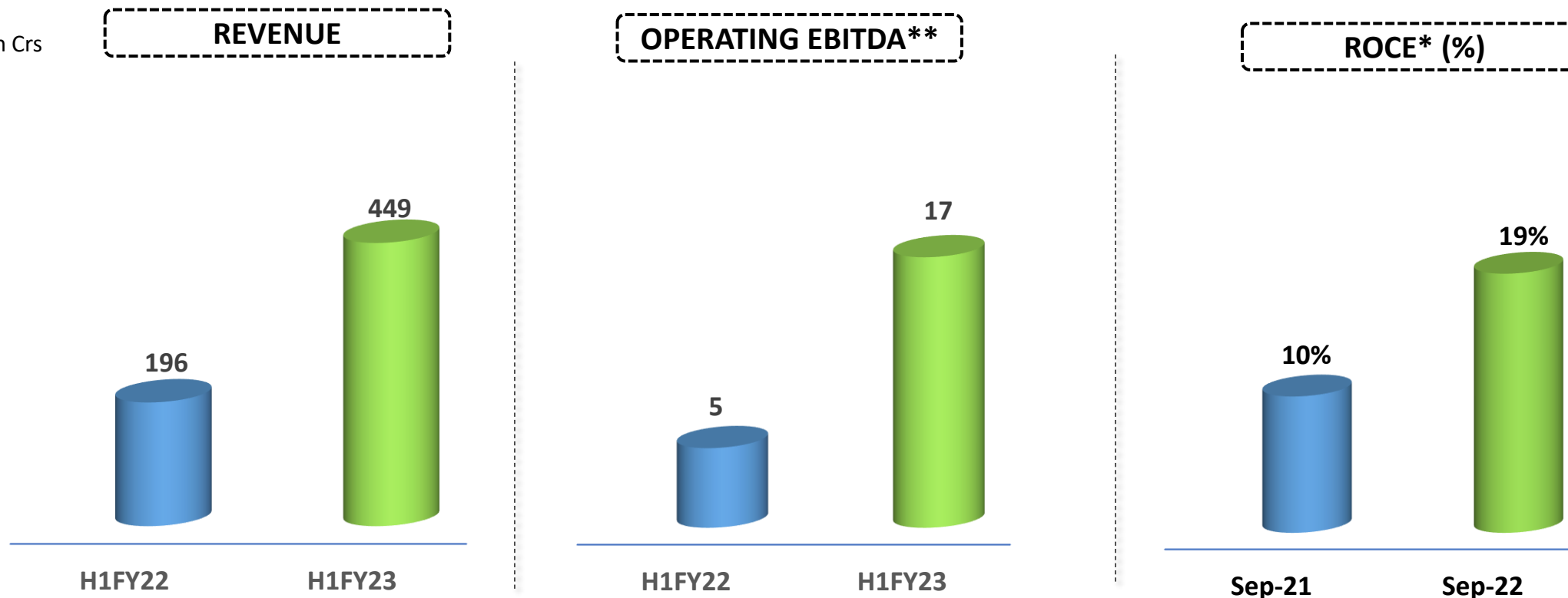
**Before impact of ESOP expense and other non operating income and expenses



Electronic Division



Rs. In Crs



- Added Boat as a customer which has opened up a new verticals of hearables & wearables and bagged good orders
- Expanding the manufacturing footprint of electronic division with new facility in South India to cater large MNC customer
- The division includes ILJIN and EVER

*ROCE=Operating EBIT/[Avg(Opening & Closing of (Net worth + Net Debt))]

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

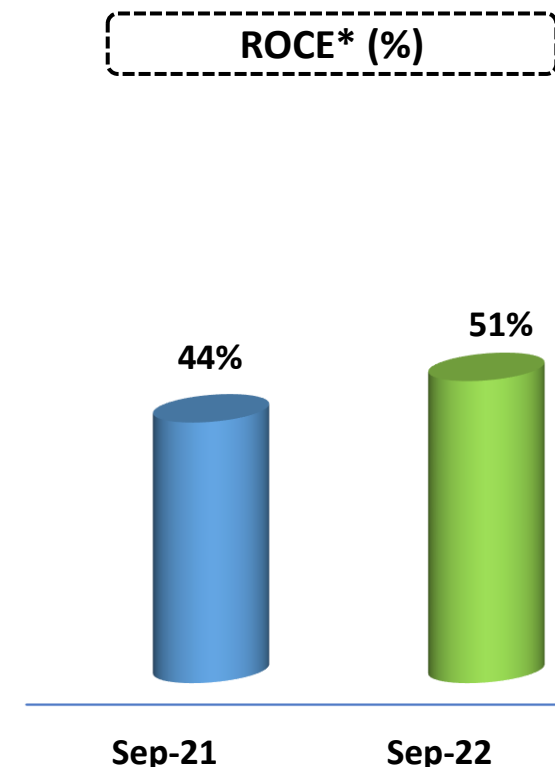
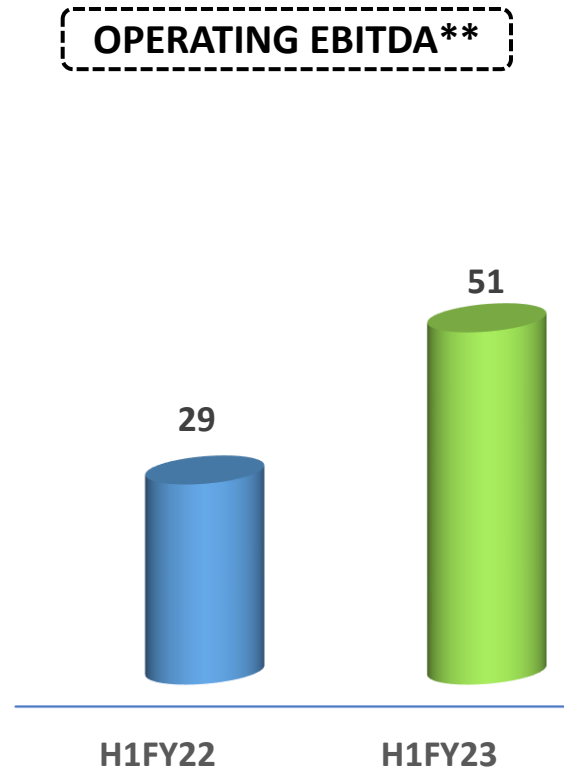
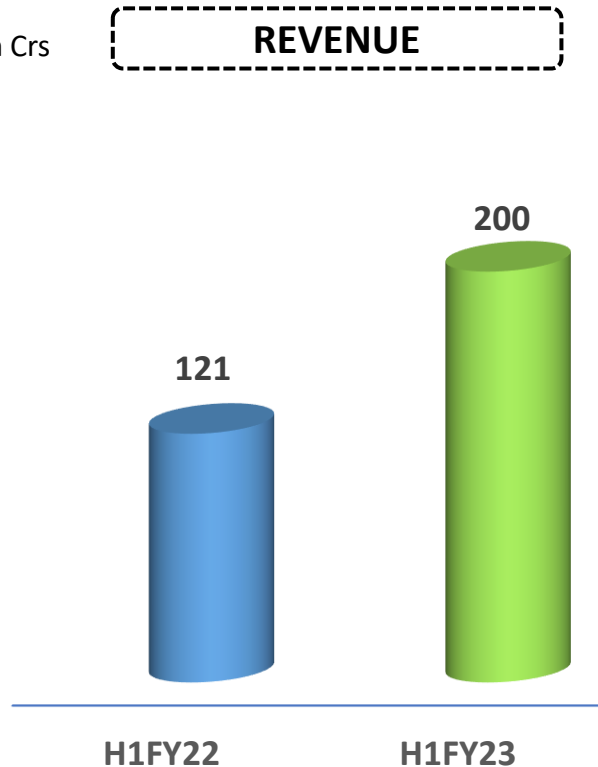


Rs. In Crs

REVENUE

OPERATING EBITDA**

ROCE* (%)



- Increased impetus on Infrastructure development and providing new age preferred means of transport, is providing a large opportunity for growth
- Apart from HVAC solution we are exploring new applications to increase our share of business in the existing customers as well as adding new customers
- Order book for the segment stands at Rs 650 Crs+

*ROCE=Operating EBIT/[Avg(Opening & Closing of (Net worth + Net Debt))]

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



Consolidated Profit & Loss Statement



| Particulars (Rs in Crs) | Q2FY23 | Q2FY22 | YoY | H1FY23 | H1FY22 | YoY |
|--|--------------|--------------|--------------|--------------|--------------|-------------|
| Revenue from Operations | 750 | 587 | 28% | 2,576 | 1,295 | 99% |
| Raw Material Consumption (RMC) | 592 | 474 | | 2,156 | 1,064 | |
| Gross Profit | 158 | 113 | 40% | 420 | 232 | 81% |
| Gross Margins (%) | 21.1% | 19.3% | | 16.3% | 17.9% | |
| Employee Expenses (excluding ESOP expenses) | 40 | 31 | | 81 | 60 | |
| Other Expenses (excluding MTM loss on forward contracts, Loss on sale of FA and FA written off) | 66 | 43 | | 157 | 83 | |
| Total Expenses (including RMC) | 699 | 549 | | 2,394 | 1,207 | |
| Operating EBITDA | 52 | 39 | 33% | 182 | 88 | 106% |
| Operating EBITDA Margins (%) | 6.9% | 6.6% | | 7.1% | 6.8% | |
| Depreciation & Amortization | 32 | 26 | | 64 | 51 | |
| ESOP expenses | 7 | 4 | | 13 | 7 | |
| Other Income (Including forex gain, adjustment of forex loss, loss on sale of FA and FA written off) | 4 | 8 | | -9 | 11 | |
| EBIT | 17 | 16 | | 97 | 41 | |
| Finance Cost | 24 | 6 | | 45 | 16 | |
| PBT | -7 | 10 | | 52 | 26 | |
| Tax | -5 | 2 | | 11 | 6 | |
| PAT | -2 | 8 | -129% | 41 | 19 | 113% |
| PAT % | -0.3% | 1.3% | | 1.6% | 1.5% | |
| EPS | -0.88 | 2.21 | | 11.60 | 5.89 | |

| Particulars (Rs in Crs.) | 30-Sep-22 | 31-Mar-22 |
|--|--------------|--------------|
| Non-Current Assets | 2,375 | 1,944 |
| Property, plant and equipment | 1,271 | 1,079 |
| Capital work-in-progress | 299 | 106 |
| Goodwill | 145 | 146 |
| Other intangible assets | 278 | 280 |
| Intangible assets under development | 55 | 23 |
| | | |
| Financial assets | | |
| (i) Investments | 99 | 106 |
| (ii) Other financial assets | 100 | 108 |
| Non-current tax assets (net) | 47 | 21 |
| Deferred tax assets (net) | 5 | 3 |
| Other non-current assets | 76 | 72 |
| Current Assets | 1,996 | 2,969 |
| Inventories | 731 | 841 |
| Financial assets | | |
| (i) Investments | 58 | 120 |
| (ii) Trade receivables | 617 | 1,315 |
| (iii) Cash and cash equivalents | 222 | 299 |
| (iv) Bank balances other than (ii) above | 206 | 264 |
| (v) Loans | 2 | 2 |
| (vi) Other financial assets | 20 | 25 |
| Other current assets | 140 | 104 |
| | | |
| Assets classified as held for sale | 0 | 0 |
| | | |
| Total Assets | 4,371 | 4,912 |

| Particulars (Rs in Crs.) | 30-Sep-22 | 31-Mar-22 |
|---------------------------------------|--------------|--------------|
| Equity | 1,829 | 1,773 |
| Equity share capital | 34 | 34 |
| Other equity | 1,756 | 1,701 |
| Non controlling interest | 40 | 39 |
| Non-Current Liabilities | 665 | 512 |
| Financial liabilities | | |
| (i) Borrowings | 491 | 332 |
| (ii) Lease liabilities | 30 | 30 |
| (iii) Other financial liabilities | 32 | 34 |
| Provisions | 17 | 15 |
| Deferred tax liabilities (net) | 93 | 98 |
| Other non-current liabilities | 1 | 2 |
| Current liabilities | 1,876 | 2,628 |
| Financial liabilities | | |
| (i) Borrowings | 820 | 700 |
| (ii) Trade payables | 789 | 1,702 |
| (iii) Lease liabilities | 6 | 6 |
| (iv) Other financial liabilities | 188 | 117 |
| Other current liabilities | 54 | 97 |
| Provisions | 5 | 4 |
| Current tax liabilities (net) | 14 | 3 |
| Total Equity & Liabilities | 4,371 | 4,912 |



Consolidated Cash Flow



| Particulars (Rs in Crs) | 30-Sep-22 | 30-Sep-21 |
|---|---------------|---------------|
| Operating profit before working capital changes | 166.9 | 86.6 |
| Changes in working capital | -155.0 | -247.4 |
| Cash generated from operations | 11.9 | -160.8 |
| Direct taxes paid (net of refund) | -31.6 | -31.6 |
| Net Cash from Operating Activities (A) | -19.7 | -192.4 |
| | | |
| Net Cash from Investing Activities (B) | -278.5 | -327.6 |
| | | |
| Net Cash from Financing Activities (C) | 221.3 | 388.2 |
| | | |
| Net Change in cash and cash equivalents | -76.9 | -131.8 |

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