



amber

Amber Enterprises India Limited

**Q4 & FY21
Result Presentation
May 2021**



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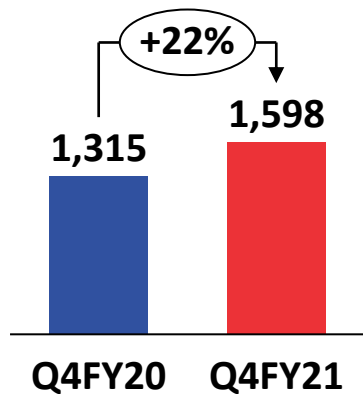
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Q4FY21 Consolidated Performance

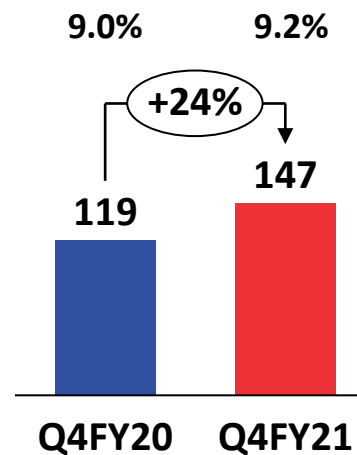


Rs. In Crs

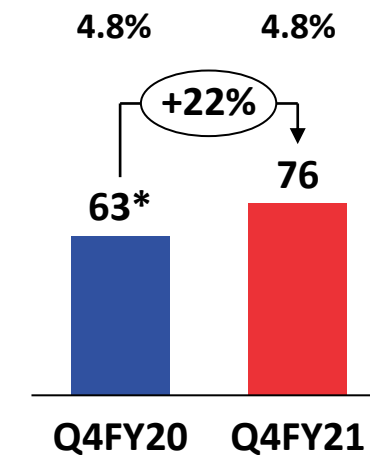
Revenue



Op. EBITDA



PAT



- ✓ The Industry achieved **normalized Inventory levels** on the back of sustained Retail & OEM demand
- ✓ Demand in metro and **Tier 1 cities showed resilience**
- ✓ Omni-Channel presence has led to **demand uptick for AC's especially in the Tier 2/Tier 3 cities**
- ✓ **Operating EBITDA** for the quarter stood at Rs. 147 Crs
- ✓ The Company has been **able to pass on the increase in raw material cost** and **sustain Operating EBITDA margins at 9.2%**

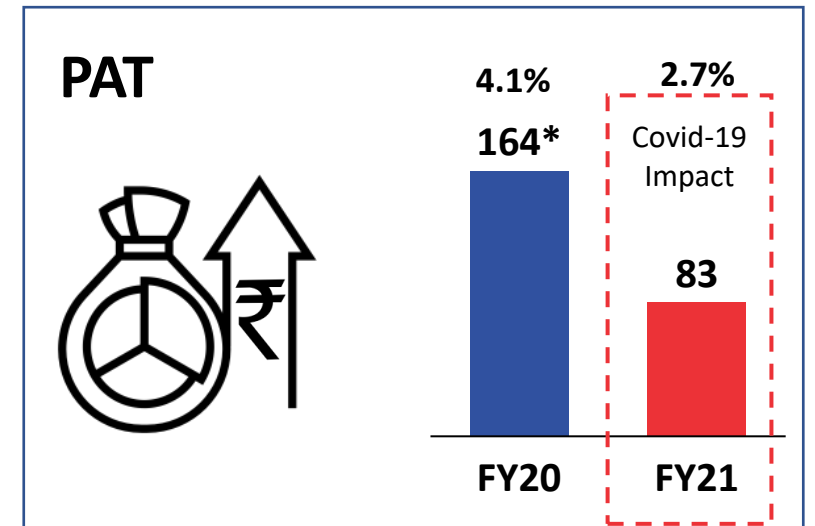
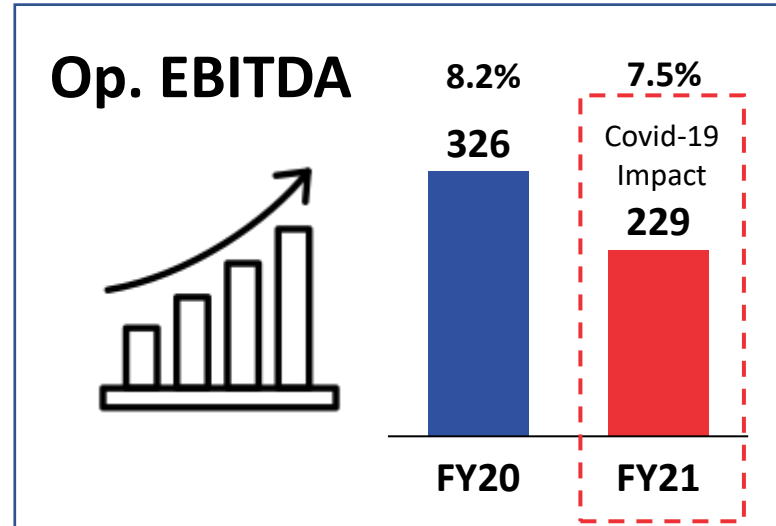
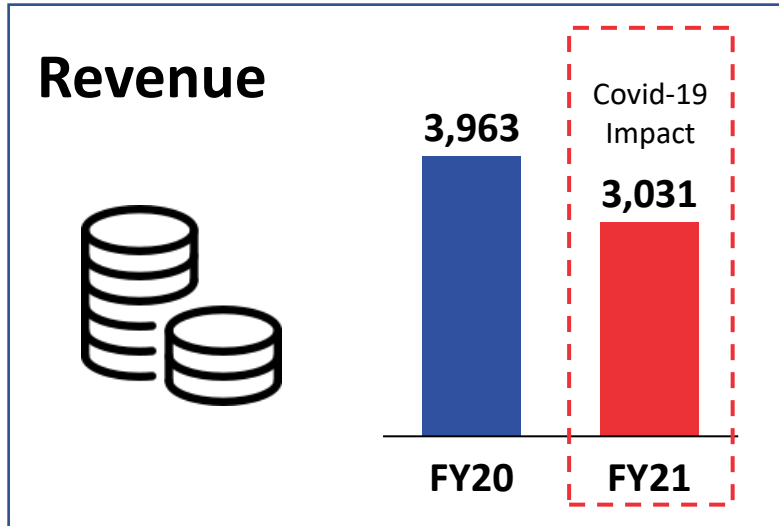
% Margins

*includes 11.24 Crs positive impact due to reduction in Corporate tax rate by the finance ministry

FY21 Consolidated Performance



Rs. In Crs



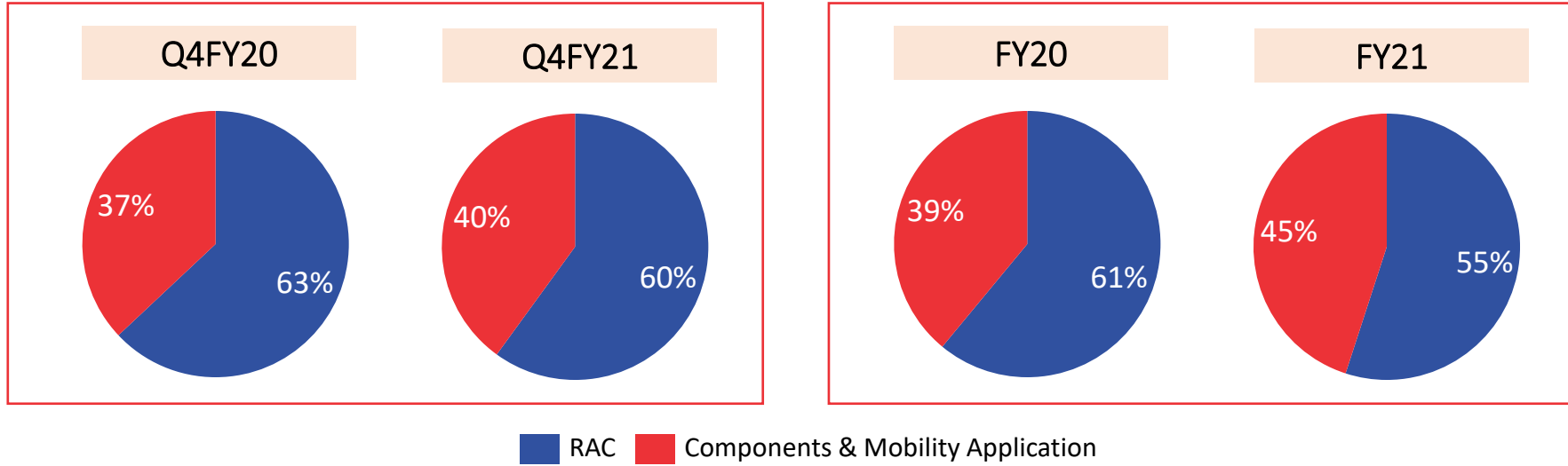
- ✓ The drop in revenue for FY21 was on account of nation-wide lockdown during the peak summer season which led to subdued sales in H1FY21
- ✓ As the lockdown restrictions were eased off in a phased manner across the country, we **witnessed a surge in the retail demand** for Air-Conditioners during Q4FY21
- ✓ During Q4FY21, **the channel inventory demand has returned to normalcy**
- ✓ **Import ban of Refrigerant filled Air Conditioners have created opportunities** for domestic manufacturers. Already signed 6 new customers since the announcement of the notification
- ✓ The drop in the operating EBITDA margin is on the back of de-operating leverage playing out during peak summer season in Q1FY21

% Margins

*includes 25.78 Crs positive impact due to reduction in Corporate tax rate by the finance ministry



Consolidated Revenue Mix



RAC Business

- Q4FY21 Revenue at Rs. 959 Crs vs Rs. 829 Crs in Q4FY20
- FY21 Revenue at Rs. 1,678 Crs vs Rs. 2,425 Crs in FY20
- There is a dip in the revenues from RAC business for FY21 on account of Covid-19 impact during Q1 & Q2 FY21 with Q1 being the peak quarter for our business

Components & Mobility Application

- Q4FY21 Revenue at Rs. 640 Crs vs Rs. 486 Crs in Q4FY20
- FY21 Revenue at Rs. 1,352 Crs vs Rs. 1,538 Crs in FY20
- Our Components and Mobility Application business contributed 40% in Q4FY21 as compared to 37% in Q4FY20
- Our outlook for growth is optimistic with addition of new customers, demand from newer geographies and strengthening of order book on back of new order wins



RAC



Components



Mobility

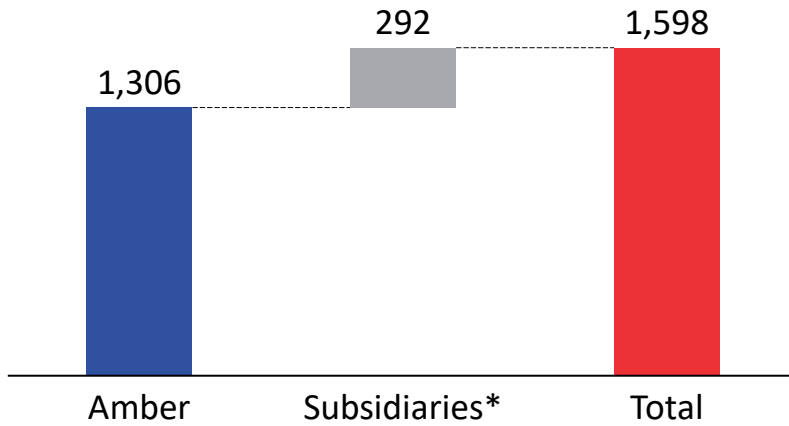


Q4 & FY21 Consolidated Operating EBIDTA & Revenue Build-up

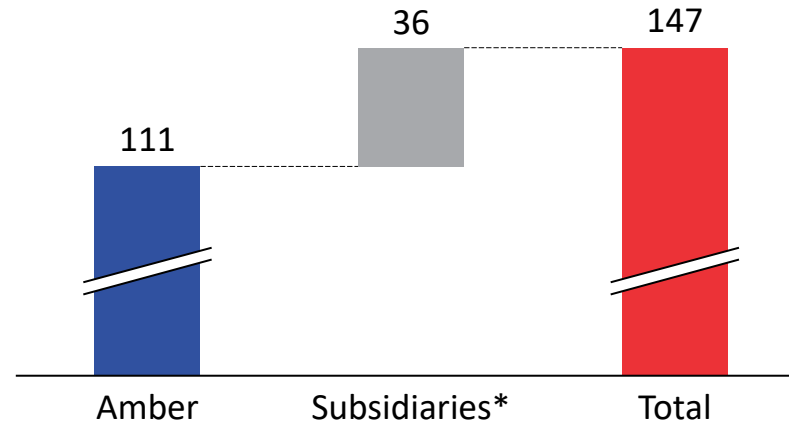


Rs. In Crs

Consolidated Revenue Q4FY21

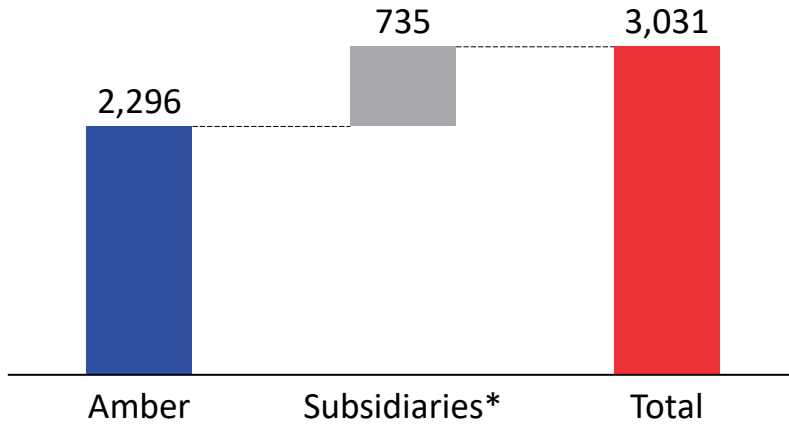


Consolidated Operating EBIDTA Q4FY21

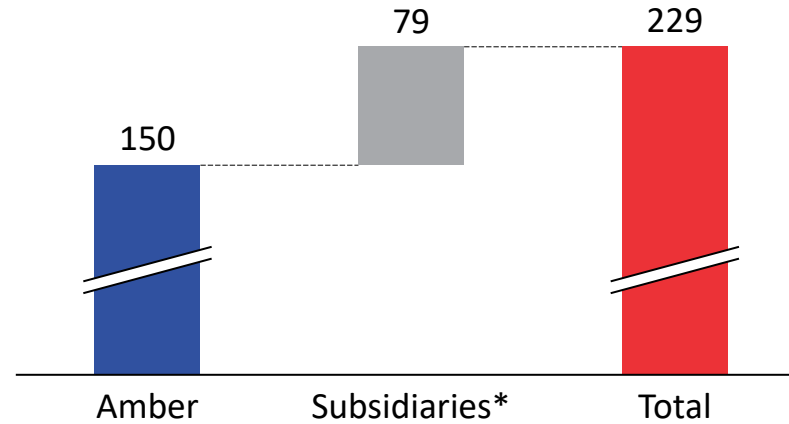


Internal efficiencies, Cost optimization program led to increase in margins in Amber as well as subsidiaries for the quarter

Consolidated Revenue FY21



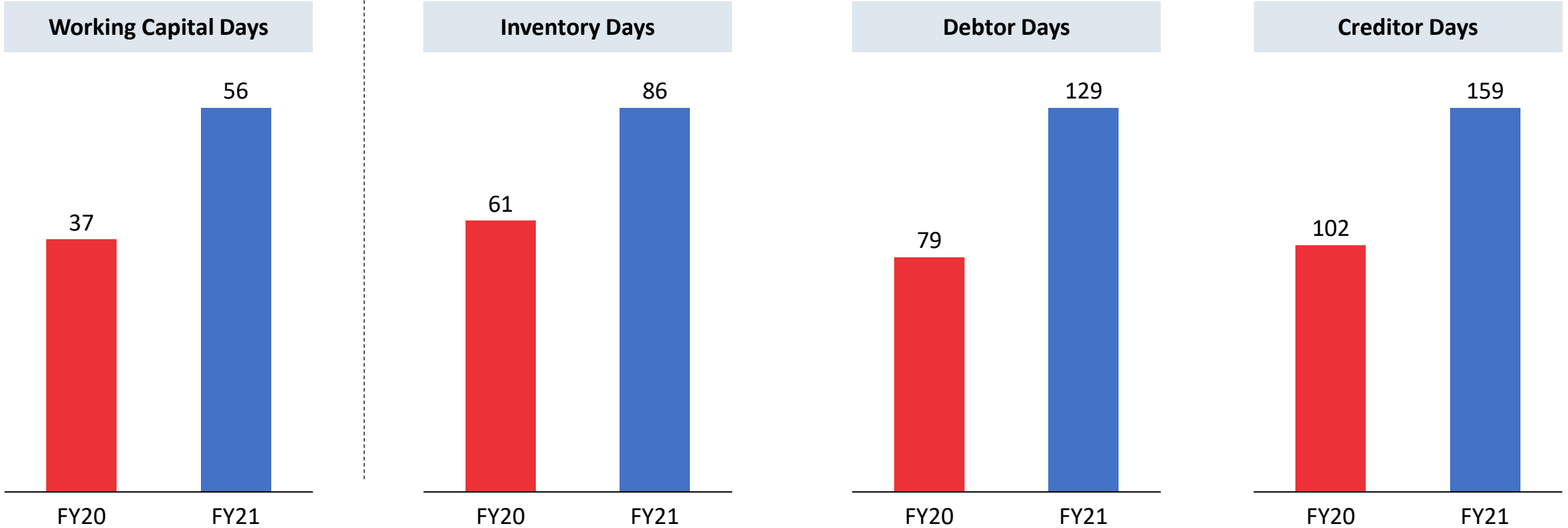
Consolidated Operating EBIDTA FY21



*after eliminations and adjustments



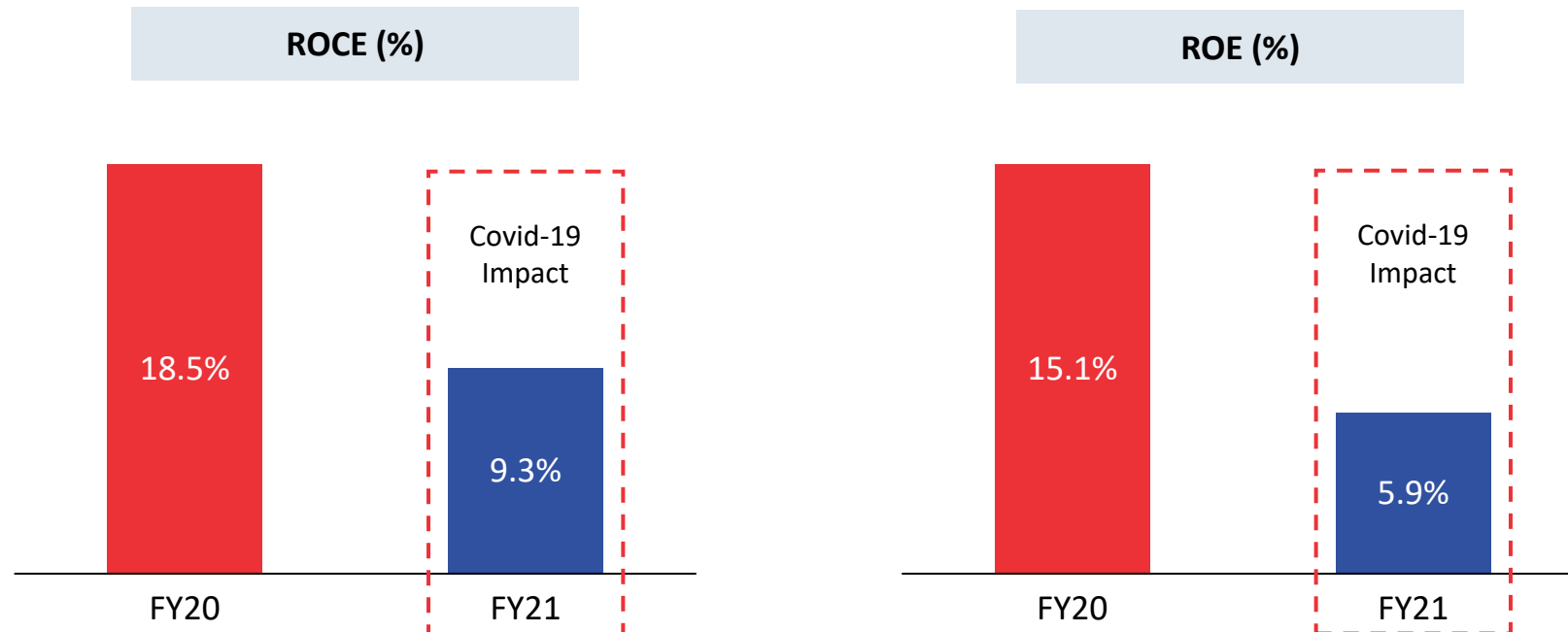
Working Capital Cycle



➤ Increase in working capital cycle is due to low sales in H1FY21 on account of covid-19 related lockdown restrictions. Whereas debtors, inventory and creditors are at peak levels as the sales of the company has reached pre-covid levels in Q4FY21



Consolidated Return Ratios



- Disruption due to Covid-19 related lockdown restrictions at the beginning of the year led to decrease in ROCE to 9.3% and ROE to 5.9% in FY21
- With higher volumes & increased operating leverage we are confident of increasing & sustaining the return ratios going forward

ROE = PAT / Average Networkth

ROCE = Operating EBIT / Average Capital Employed

Capital Employed = Shareholders Funds + Net Debt; Operating EBIT = Op. EBIDTA - Depreciation



Consolidated Profit & Loss Statement



Particulars (Rs in Crs)	Q4FY21	Q4FY20	YoY (%)	FY21	FY20	YoY (%)
Revenue from Operations	1,598	1,315	22%	3,031	3,963	<i>FY21 performance is not comparable with FY20 as FY21 performance was impacted due to Covid lockdown at the beginning of the year</i>
Raw Material	1,345	1,096		2,514	3,302	
Gross Profit	254	219	16%	517	661	
Gross Margins (%)	15.9%	16.7%	-80bps	17.1%	16.7%	
Employee Expenses	30	31		102	106	
Other Expenses (Excluding non-operating expenses)	77	70		186	229	
Total Expenses (including Raw Material)	1,451	1,196		2,802	3,637	
Operating EBITDA	147	119	24%	229	326	
Operating EBIDTA Margins (%)	9.2%	9.0%	+17bps	7.5%	8.2%	
Depreciation & Amortization	23	22		92	85	
Other Income (after netting of non-operating expenses)	2	(17)		25	(9)	
EBIT	127	80		161	233	
Finance Cost	10	10		41	42	
PBT	116	70		120	191	
Tax	40	7		37	27	
PAT	76	63*	21%	83	164 [#]	
PAT %	4.8%	4.8%		2.7%	4.1%	
EPS	22.39	19.98		24.96	50.37	

*includes 11.24 Crs positive impact due to reduction in Corporate tax rate by the finance ministry

#includes 25.78 Crs positive impact due to reduction in Corporate tax rate by the finance ministry

Consolidated Balance Sheet



Particulars (Rs in Crs.)	31-Mar-21	31-Mar-20
Non-Current Assets	1,390.1	1,167.5
Property, plant and equipment	786.4	747.5
Capital work-in-progress	28.8	3.2
Goodwill	122.3	122.3
Other intangible assets	235.4	236.1
Intangible assets under development	14.5	8.6
Financial assets		
(i) Investments	55.1	0.0
(ii) Loans	10.2	10.6
(ii) Other financial assets	105.7	3.6
Non-current tax assets (net)	9.1	17.7
Deferred tax assets (net)	2.0	1.9
Other non-current assets	20.7	16.0
Current Assets	2,195.9	1,730.9
Inventories	716.3	655.7
Financial assets		
(i) Investments	52.9	
(ii) Trade receivables	1,069.0	854.2
(iii) Cash and cash equivalents	180.0	70.0
(iv) Bank balances other than (iii) above	110.0	50.3
(v) Loans	21.9	18.7
(vi) Other financial assets	8.2	45.3
Other current assets	37.7	36.7
Assets classified as held for sale	0.5	2.5
Total Assets	3,586.6	2,900.8

Particulars (Rs in Crs.)	31-Mar-21	31-Mar-20
Equity	1,640.6	1,163.2
Equity share capital	33.7	31.4
Other equity	1,570.4	1,097.0
Non controlling interest	36.5	34.8
Non-Current Liabilities	269.5	292.8
Financial liabilities		
(i) Borrowings	165.1	138.8
(ii) Lease liabilities	11.9	12.9
(iii) Other financial liabilities	0.0	58.5
Provisions	11.9	10.8
Deferred tax liabilities (net)	79.0	69.7
Other non-current liabilities	1.8	2.1
Current liabilities	1,676.4	1,444.8
Financial liabilities		
(i) Borrowings	184.4	181.7
(ii) Trade payables	1,316.9	1,105.8
(iii) Lease liabilities	2.5	2.4
(iv) Other financial liabilities	89.8	94.7
Other current liabilities	67.2	56.3
Provisions	2.3	1.9
Current tax liabilities (net)	13.3	1.9
Total Equity & Liabilities	3,586.6	2,900.8

Summary of Consolidated Cash Flows



Particulars (Rs in Cr)	FY21	FY20
Operating profit before working capital changes	236.9	332.6
Changes in working capital	(8.0)	4.4
Cash generated from operations	228.9	337.0
Direct taxes paid (net of refund)	(7.9)	(48.8)
Net Cash from Operating Activities (A)	221.0	288.2
Net Cash from Investing Activities (B)	(481.0)*	(326.6)
Net Cash from Financing Activities (C)	370.0	63.4
Net Change in cash and cash equivalents	109.9	25.02

*including investment in bonds of Rs. 108 Crs

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