



amber

Amber Enterprises India Limited



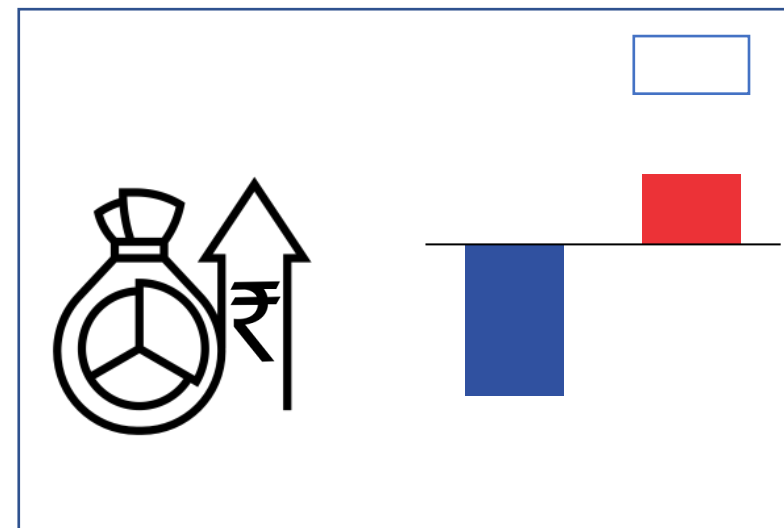
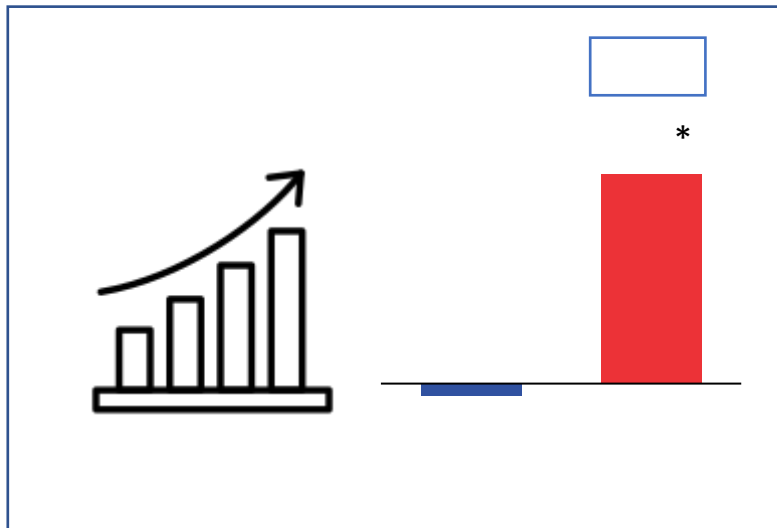
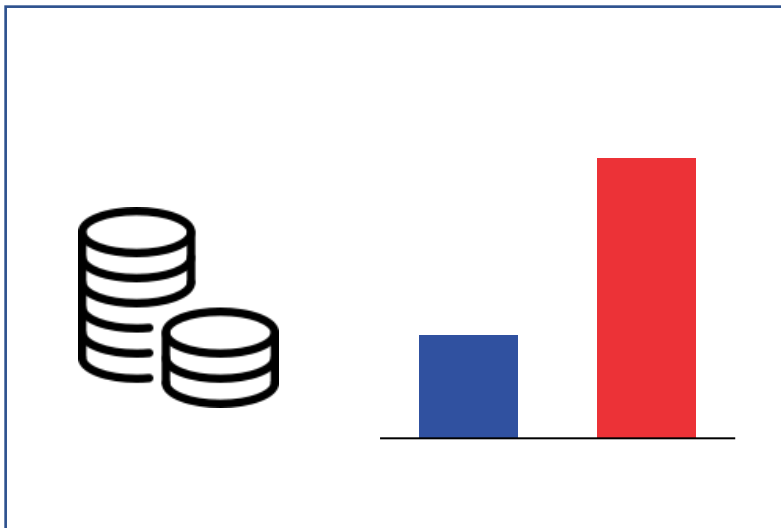
This presentation and the accompanying slides (the “Presentation”), which have been prepared by _____ (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis 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



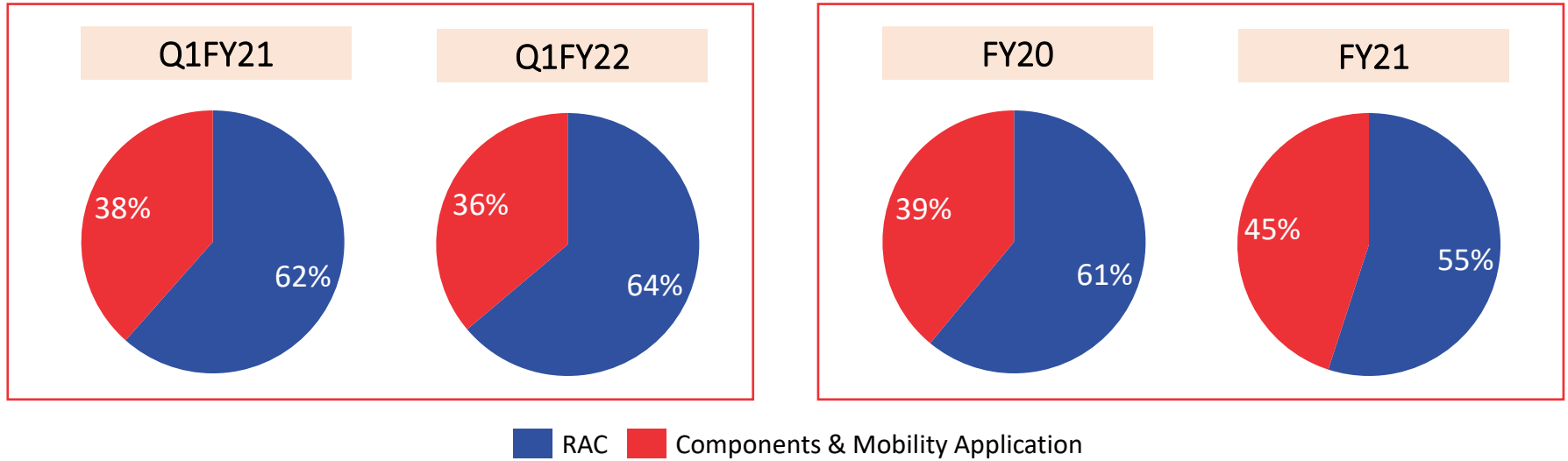
Rs. In Crs



- ✓ On account of Covid-19 induced lockdown restrictions, we witnessed a drop in RAC demand during the peak summer season especially in the last 10 days of April'21 and the months of May'21 and June'21
- ✓ However, as the lockdown restrictions were eased off, the Industry witnessed a surge in the end consumer demand for Air-Conditioners in the month of June'21
- ✓ Unlike last time, there has not been much inventory in channel due to phase wise lock downs (v/s nationwide lock down last year) and additional demand due to restrictions on import of refrigerant filled ACs
- ✓ On the back of Increasing Retail & OEM demand, we are witnessing business inching towards normalcy

*Before impact of ESOP of Rs. 3.26 Crs in Q1FY22

Q1FY21 performance was impacted due to Covid-19 first wave induced lockdown and Q1FY22 performance was impacted by Covid-19 second wave induced lockdown restrictions of varying degrees across different regions of the country



- Q1FY22 Revenue at Rs. 452 Crs vs Rs. 160 Crs in Q1FY21
- Our RAC business contributed 64% in Q1FY22 as compared to 62% in Q1FY21 of total revenue

- Q1FY22 Revenue at Rs. 256 Crs vs Rs.100 Crs in Q1FY21
- Our Components and Mobility Application business contributed 36% in Q1FY22 as compared to 38% in Q1FY21 of total revenue
- We are optimistic on growth from our component business with addition of new customers and demand from newer geographies
- Our outlook for Mobility application business remains optimistic due to new order wins and strengthening of order book





Revenue	36	43	18	50

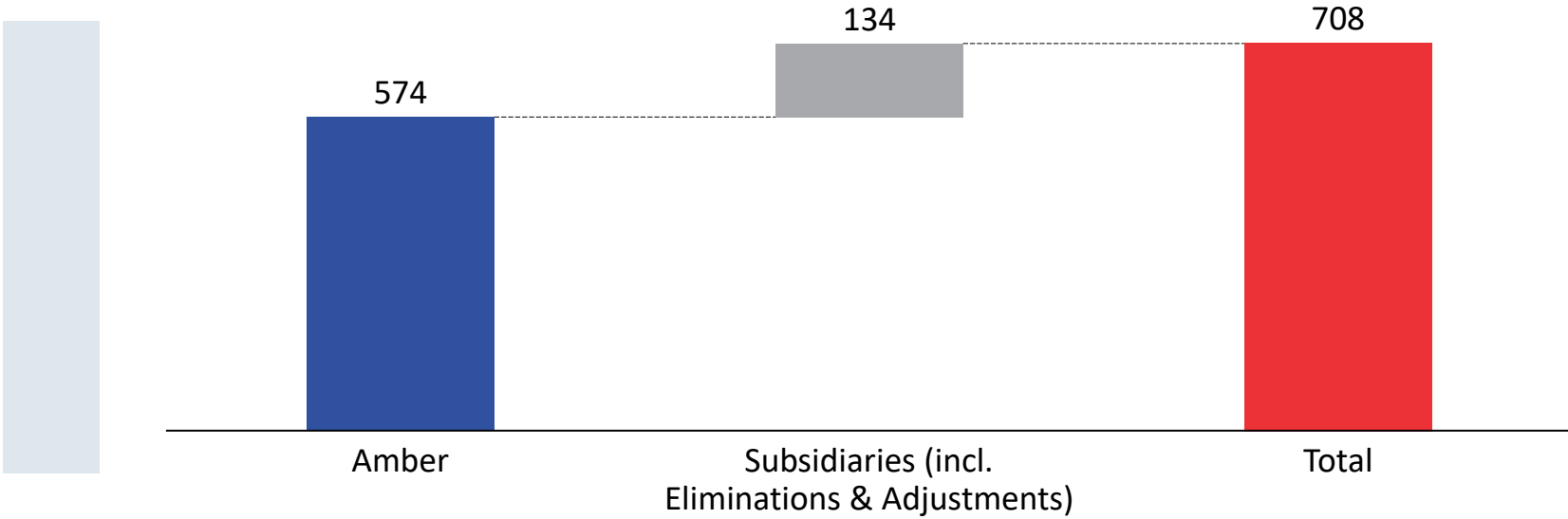
- ✓ We expect to double the revenues from PICL along with margin expansion over the next 2 years
- ✓ This is on the back of increase in product offerings and enhancement in our capabilities, we believe we will be able to cater domestic & export market in more meaningful way in the near future

- ✓ As the market is moving rapidly towards inverter AC's we are confident of growing our revenue share from ILJIN & Ever going forward
- ✓ With the help of our in house developed inverter PCB for RACs, we have added 4 to 5 new customers in ILJIN during the period from April 20 to June 21 and few more customers are in the process of approval

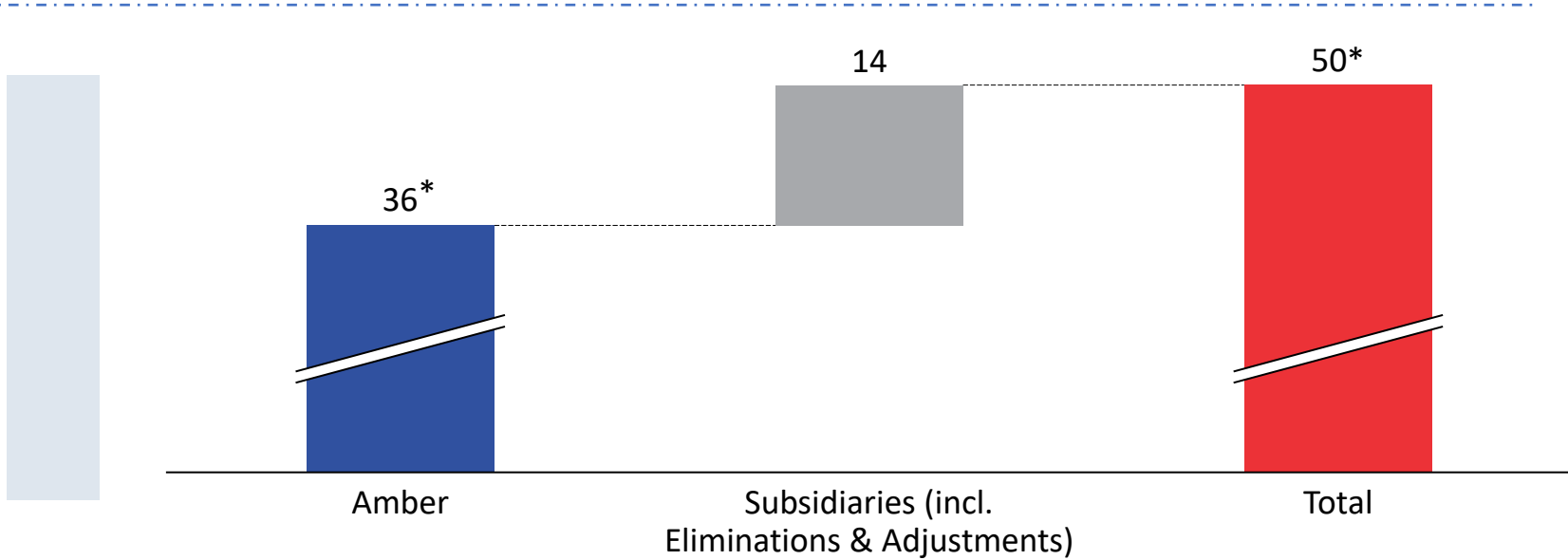
We are progressing well with the following new product developments:

- ✓ Dumper AC for Mining machine used in Defence
- ✓ Electric AC for Electric bus
- ✓ AC for Harvester Combine
- ✓ Metro AC for different climate conditions in India for Mumbai metro, Delhi metro, and Bangalore metro

Our order books stands healthy at more than Rs. 425 Crores



l l l p np
n nl n n
l p l l p l
p pp p p n



*Before impact of ESOP of Rs. 3.26 Crs in Q1FY22



Raw Material Consumption (RMC)	589	218		2,514	
Employee Expenses (excluding ESOP expenses)	29	22		102	
Other Expenses (excluding forex loss, Loss on sale of FA and FA written off)	40	22		186	
	658	262		2,802	
Depreciation & Amortization	24	23		92	
ESOP expenses	3	-		-	
Other Income (Including forex gain, adjustment of forex loss, loss on sale of FA and FA written off)	3	1		25	
	25	(25)		161	
Finance Cost	9	10		41	
	16	(36)		120	
Tax	5	(12)		37	



CIN: L28910PB1990PLC010265

Mr. Sudhir Goyal

sudhirgoyal@ambergrouppindia.com

www.ambergrouppindia.com

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Rahul Agarwal / Ms. Ami Parekh

rahul.agarwal@sgapl.net / ami.parekh@sgapl.net

+91 98214 38864 / +91 80824 66052

www.sgapl.net
