

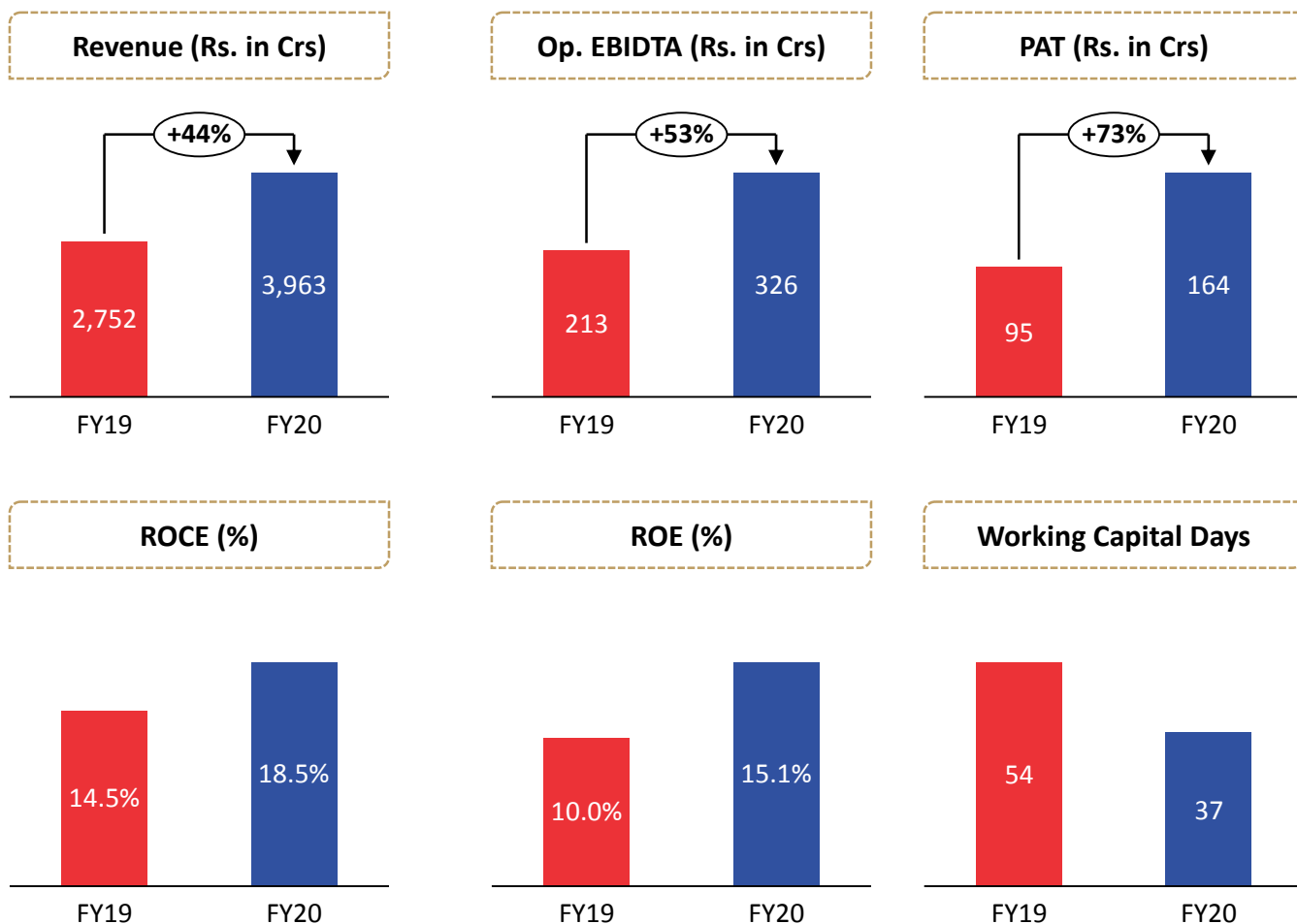
Consolidated Financial Performance for FY20*^

- ✓ Revenue of Rs. 3,963 Crs up by **44%**
- ✓ Operating EBIDTA of Rs. 326 Crs up by **53%**
 - ✓ PAT of Rs. 164 Crs up by **73%**
 - ✓ Increasing Return Ratios

Investor Release: 31st May 2020, New Delhi

Amber Enterprises India Ltd. (AEIL) has declared its Audited Financial Results for the Quarter & Year ended March 31, 2020

Financials at a Glance for FY20*:



Consistently outnumbering the Industry Growth

Consolidated Result Highlights*^ (Q4 & FY20 Y-o-Y) :

- In spite of loss of revenue towards end of march, our Consolidated Revenue for Q4FY20 stands at Rs. 1,315 Crs as compared to Rs. 1,196 Crs in Q4FY19, a growth of 10%. Revenue for FY20 stood at Rs. 3,963 crs up by 44%
- “RAC” comprises of 61% and “Components & Mobile Application” Business comprises of 39% of the consolidated revenues for FY20
- Operating EBIDTA for Q4FY20 stood at Rs. 119 crs as compared to Rs. 108 crs in Q4FY19, up by 10%. Operating EBITDA for FY20 stood at Rs. 326 crs as compared to Rs. 213 crs in FY19, up by 53%. Operating EBITDA margin for FY20 stood at 8.2%
- PAT for the quarter stood at Rs. 63 crs. PAT for FY20 stood at Rs. 164 crs as compared to Rs. 95 crs in FY19, up by 73%. FY20 PAT margins stood at 4.1%.

Standalone Result Highlights*^ (Q4 & FY20 Y-o-Y) :

- Revenue for Q4FY20 stood at 1,046 crs up by 8% as compared to Rs. 971 crs for Q4FY19. Revenue for FY20 stood at Rs. 3,003 crs up by 37%
- “RAC” comprises of 81% and “Component Business” comprises of 19% of the standalone revenues for FY20
- Operating EBIDTA for Q4FY20 stood at Rs. 92 crs. Operating EBITDA for FY20 stood at Rs. 230 crs as compared to Rs. 188 crs in FY19, up by 22%. Operating EBITDA margin for FY20 stood at 7.6%
- PAT for the quarter stood at Rs. 53 crs. PAT for FY20 stood at Rs. 118 crs as compared to Rs. 93 crs in FY19, up by 27%. FY20 PAT margins stood at 3.9%.

Balance Sheet Highlights

- Our working capital days improved vastly in FY20 on increased efforts towards improving collection efficiency, better inventory management and better trade terms with suppliers
- Despite of weak demand towards the end of the quarter our ROCE's have increased from 14.5% to 18.5% for FY20 and ROE's have increased to 15.1% from 10% in FY19

Commenting on the results and performance for Q4 & FY20, Mr. Jasbir Singh, Chairman & CEO of Amber Enterprises India Ltd said:

“Despite the nation-wide lockdown announced in mid-march followed by reduced economic activities, we were able to sustain the volume growth momentum thus outperforming the industry growth.

On a consolidated basis, our revenues increased by 44% and PAT increased by 73% for FY20. Higher proportion of outsourcing contracts coupled with domestic procurement by OEM’s & deeper penetration with existing customers across components & SKU’s has led to a volume growth of 43% for FY20.

With March, April and May period accounting for the majority of the business, the industry did witness a slowdown given the lockdown where companies had shut their assembly/manufacturing units due to Covid-19 Pandemic.

*However, with the opportunities in the hindsight and government’s thrust on **“Vocal for the Local”** & being **“Self-Reliant”** will completely change the manufacturing eco-system for RAC & its components business and domestic manufactures will be the major beneficiaries to it.*

With strong order book in hand in our Mobility business segment, we maintain a positive outlook in this segment and are optimistic of sustaining the growth momentum.

The Company’s three-pillar strategy of Product Expansion, Customer Expansion and Geography Expansion by way of R&D and excellence in execution will ensure the Company’s enduring commitment to outperform industry growth.

We also reiterate our confidence to create long-term shareholder value.”

About Amber Enterprises India Limited

AEIL was incorporated in 1990 and is a market leader in Indian Room Air Conditioner (RAC) industry and Air Conditioning industry for Mobile Application such as Railways, Metros, Buses etc. The Company has diversified portfolio which includes RACs, RAC Components and Air conditioning solutions for Railways, Metro's, Defence, Bus & Commercial segment. The Company has 15 manufacturing facilities across 6 locations in India, strategically located close to customers enabling faster turnaround.

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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