

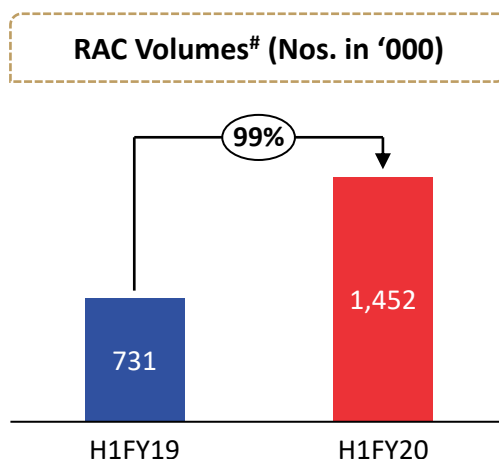
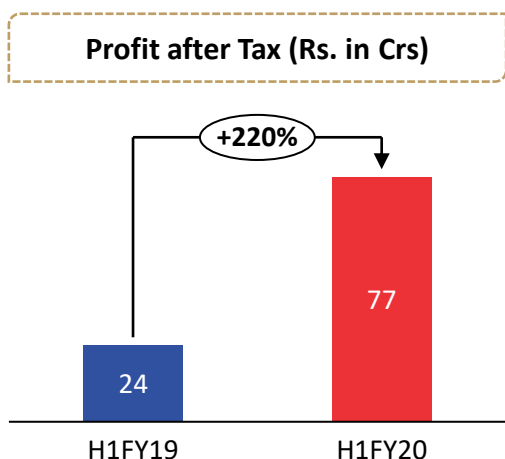
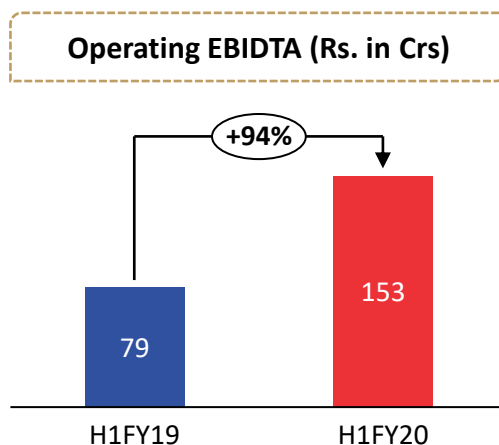
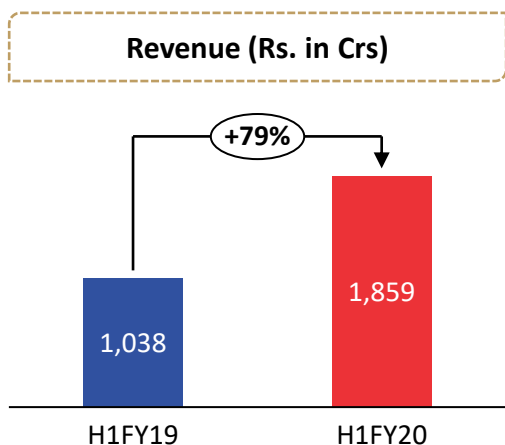
Financial Performance for H1FY20*^

- ✓ Revenue of Rs. 1,859 Crs up by **79%**
- ✓ Operating EBIDTA of Rs. 153 Crs up by **94%**
- ✓ PAT of Rs. 77 Crs up by **220%**
- ✓ RAC Volume# growth of **99%** with a sales of 1,452 K units
- ✓ Declared Interim Dividend of **Rs. 1.6 per share (16%)**

Investor Release: 8th November 2019, New Delhi

Amber Enterprises India Ltd. (AEIL) has declared its Unaudited Financial Results for the quarter & half year ended September 30, 2019

Financials at a Glance for H1FY20*:



Consistently outnumbering the Industry Growth

*Data on Consolidated basis & H1FY20 Financials after IND AS 116 impact

#Volume on standalone basis

^H1FY20 figures includes Sidwal & Ever

Consolidated Result Highlights*^ (Q2 & H1FY20 Y-o-Y) :

- Revenue for Q2FY20 stood at 623 crs up by 89% as compared to Rs. 330 crs for Q2FY19. Revenue for H1FY20 stood at Rs. 1,859 up by 79%
- RAC Components comprises of 63% and Other Business comprises of 37% of our consolidated revenues for H1FY20
- Operating EBIDTA for Q2FY20 stood at Rs. 37 crs as compared to Rs. 16 crs in Q2FY19, up by 134%. Operating EBITDA for H1FY20 stood at Rs. 153 crs as compared to Rs. 79 crs. Operating EBITDA margin for H1FY20 stood at 8.2%
- PAT for the quarter stood at Rs. 12 crs as compared to loss of Rs. 3 crs in Q2FY19. PAT for H1FY20 stood at Rs. 77 crs as compared to Rs. 24 crs in H1FY19. H1FY20 PAT margins stood at 4.1%.

Standalone Result Highlights*^ (Q2 & H1FY20 Y-o-Y) :**Revenue**

- The Company recorded revenue of Rs. 393 crs during Q2FY20, as against Rs. 226 crs in Q2FY19 up by 74%. H1FY20 revenue stood at Rs. 1,389 crs up by 68%
- Reducing delta of seasonality curve is been observed and uptick in volume is seen in the non-seasonal period

Operating EBIDTA

- Operating EBIDTA for Q2FY20 stood at Rs. 17 crs as compared to Rs. 11 crs in Q2FY19, a growth of 58%.
- Operating EBIDTA for H1FY20 stood at Rs. 110 crs, growth of 55%. EBIDTA margins stood at 8%

Profit after Tax (PAT)

- PAT for H1FY20 stood at Rs. 53 crs as compared to Rs. 27 crs for H1FY19, up by 96%. PAT margins were up by 55 bps in H1FY20 at 3.8%.

Operational Highlights

- Our RAC volumes for the quarter grew by 99% from 731k units in H1FY19 to 1,452k units in H2FY20. Quarterly volumes were up by 127% from 182k to 413k in Q2FY20.
- Addition of New Customers, Industry Growth & Increase in Demand/Share of Business in exiting customer has led to substantial increase in volumes by 99%

Commenting on the results and performance for Q2FY20, Mr. Jasbir Singh, Chairman & CEO of Amber Enterprises India Ltd said:

“We have continued our sales & volume momentum for this current quarter thus outperforming the industry growth.

On a consolidated basis, Our revenues has increased by 79% and PAT has increased by 220% in Q2FY20. Increased industry demand & our deeper penetration in customers led to a volume growth of 127%. We have been observing the delta of seasonality curve reducing over the years and hence observing an uptick in the volumes in the non-seasonal periods.

We would also like to say it is the Company’s enduring commitment to outperform industry growth, through our three-pillar strategy of Product Expansion, Customer Expansion and Geography Expansion by way of R&D and Excellence in Execution.

Moving forward, we also reiterate our confidence in our ability to sustain Company’s delivery of outstanding shareowner 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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