

Date: 23.01.2025

To
Secretary
Listing Department

To Secretary Listing Department

**BSE Limited** 

Department of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001 Scrip Code: 540902 ISIN: INE371P01015

*J.* 

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,

Mumbai – 400 050 Scrip Code : AMBER ISIN : INE371P01015

Dear Sir/Ma'am,

Subject: Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated)

of the Company for the quarter and nine months ended 31 December 2024

Pursuant to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015 as amended, please find enclosed herewith 'Investor Presentation' on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended 31 December 2024.

This information is submitted to you pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

This information will also be hosted on the Company's website, at <a href="https://www.ambergroupindia.com/investor-events-presentation-head/">https://www.ambergroupindia.com/investor-events-presentation-head/</a> for your information and for information of members / participants and public at large.

Kindly take the same into your records and oblige.

Thanking You, Yours faithfully For **Amber Enterprises India Limited** 

(Konica Yaadav)
Company Secretary and Compliance officer
Membership No.: A30322

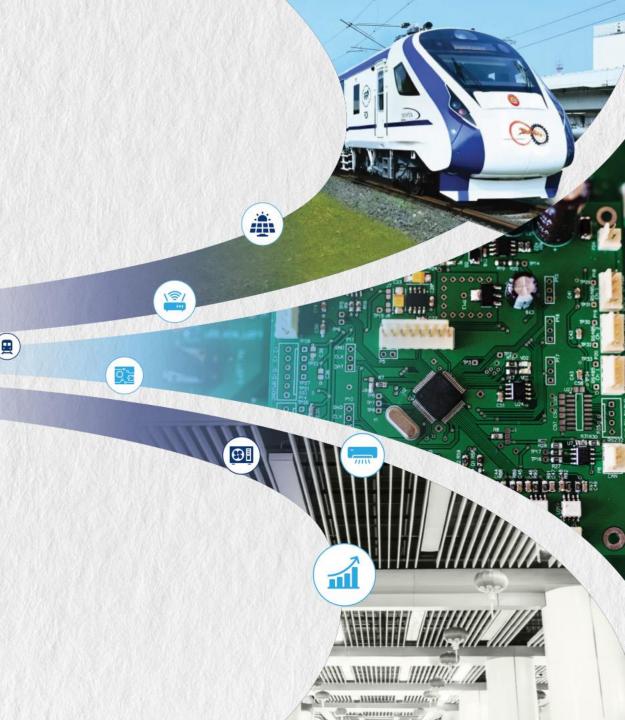
**Amber Enterprises India Limited** 



**Amber Enterprises India Limited** 

# Driving Transformation. Strengthening the Future.

Q3 & 9M FY25 Result Presentation Jan 2025



# **Key Highlights**



### **Q3FY25 Financial Highlights (Consolidated)**



### **9MFY25 Financial Highlights (Consolidated)**



# **Q3 and 9M FY25 Consolidated Performance**





**9MFY25** 

**9MFY25** 

**9MFY24** 

**9MFY24** 

**9MFY25** 

**9MFY24** 

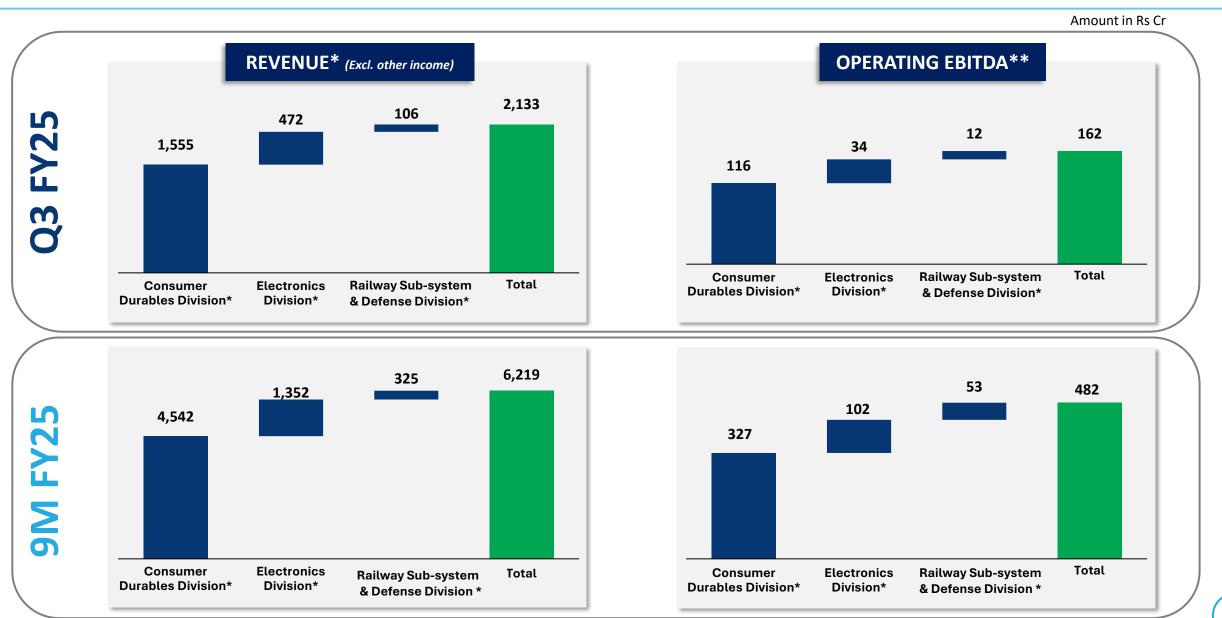
**9MFY24** 

**9MFY25** 

<sup>\*</sup> Before impact of ESOP expense and other non-operating income and expenses # includes other income^ does not include other income

# **Consolidated Operating EBITDA & Revenue Build-up**







# **Consumer Durable Division**



### **Division Overview**



~70%

**BoM Catering Capability** 



**Business Verticals** 





# Non-RAC Components





### **Washing Machine**





Fully Automatic: Top Load & Front Load



Strong RAC industry momentum in anticipation of the positive summer season Diversifying offering into Washing Machine

# **Consumer Durable Product Portfolio**



### **Diversification into Various Applications**

### **Products**

### FG







Window AC

Washing Machine

### **Components**



Sheet Metal

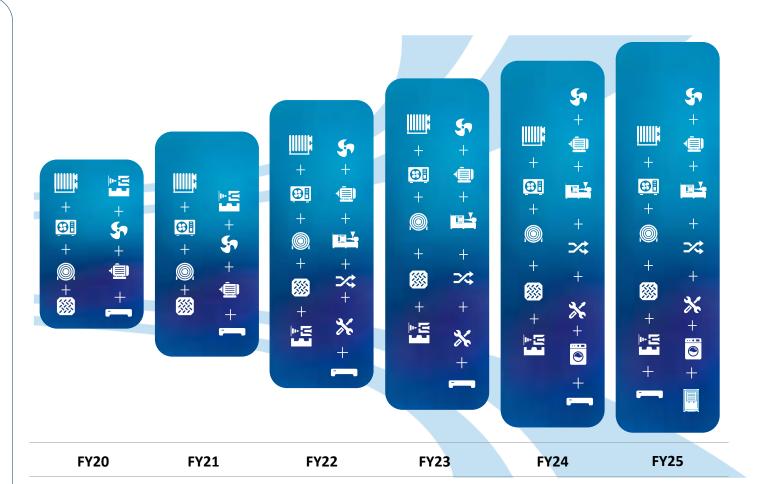
Injection Moulding

(deciding) Motor

**X** Tools

Heat Exchanger

CFF



### **Target Segments**

### **AC & Components**

- Split AC, Window AC, Inverter AC
- Cassette AC and Ductables

### **Non-AC Components**

- Refrigerators
- Washing Machine
- Microwave
- Water Purifiers
- Automobile
- Energy Meters
- Set Top Boxes, etc.

### **Washing Machine**

### **Fully Automatic**

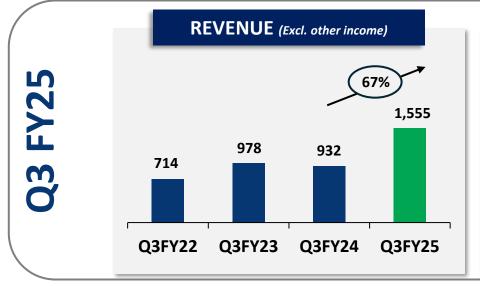
- Top Load
- Front Load

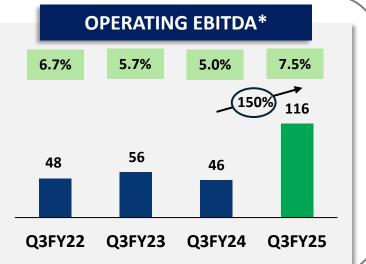
# **Consumer Durables Division Performance**

4.542

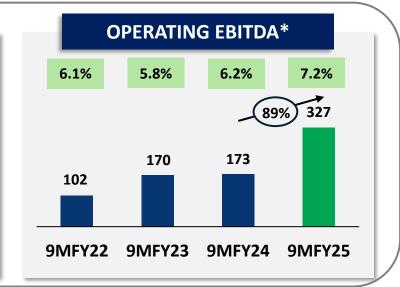


Amount in Rs Cr





# REVENUE (Excl. other income) 2,905 2,810 1,692 **9MFY22 9MFY23** 9MFY24 9MFY25



### **COMMENTS**

- Strong RAC business growth driven by positive season
- Revenue has increased by 67% YoY in Q3
  - RAC & its Components grew by 71%
  - Non-RAC components vertical grew by 43%
- Operating EBITDA has increased by 150% YoY
- Converted a big MNC customer from Gas Charging to full ODM/OEM solution during the year
- Built stronger order book of Commercial AC and onboarded new customers
- Diversified our offerings into margin accretive component space



## **Electronics Division**





### **Division Overview**



05

**Facilities** 



01

**Expansion at Hosur** 

**Business Verticals** 













### **Multiple Growth Levers**

- Ascent: Construction started of the new facility at Hosur
- JV with Korea Circuit: Expansion into HDI, Flex and Semi-Conductor Substrates PCB

# **Electronics Division: Expansion**



# Ascent Facility Expansion: Construction started of the new facility at Hosur



### **Facility Expansion**

Investment of INR 650 crore for new facility



### **Capacity Expansion**

Upto 8,40,000 SqM annual capacity in two phases



### **Timeline**

Commercial Production start by Q4 FY26

### **Amber Group and KCC Inked Joint Venture**



JV

70% IL JIN Electronics 30% Korea Circuits



### **Products**

HDI, Flex and Semi-Conductor
Substrates



### **Target Customer**

Mobile, IT, module and semiconductor industry etc.

JV strengthen the bare PCB offering as comprehensive full stack EMS player

# **Electronics Product Portfolio**

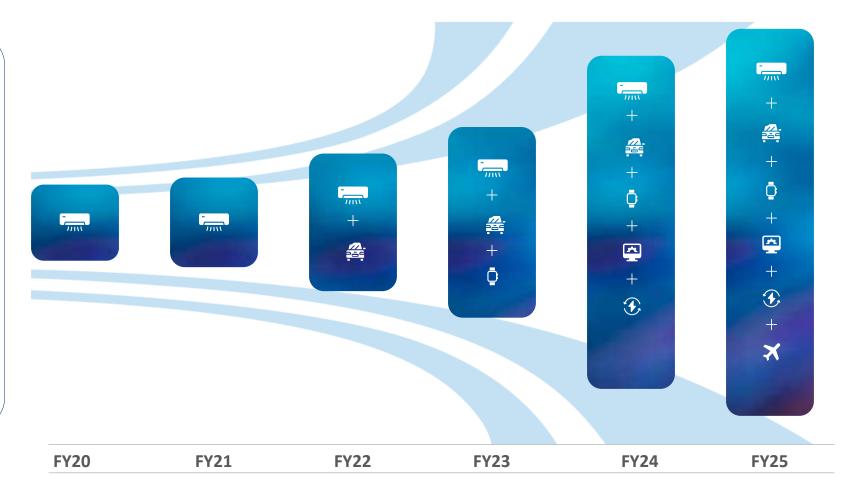


# **Product Portfolio Expansion**

### **Target Segments**



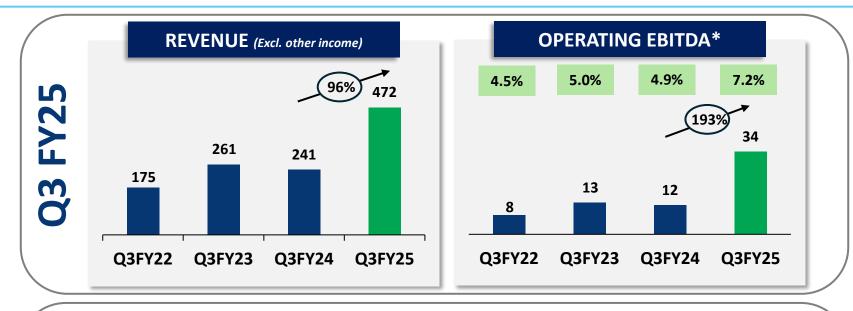
### **Product Portfolio for PCBA's and Bare PCBs**

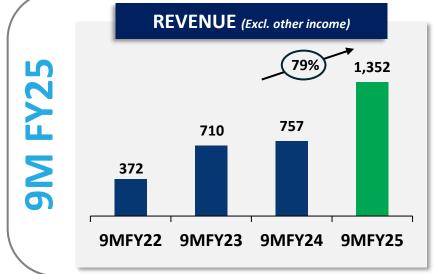


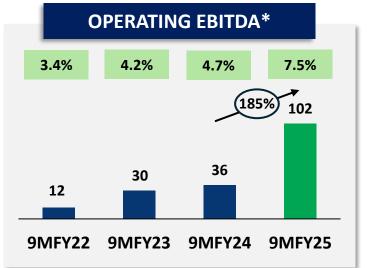
## **Electronics Division Performance**



Amount in Rs Cr







### **COMMENTS**

- Revenue grew by 96% YoY to INR 472
   Crs. in Q3FY25
- Operating EBITDA grew by 193% YoY in Q3FY25
- Imposition of Anti-Dumping duty on PCBs (upto 6 layers) enabling inroads into customers of Consumer Electronics, IT, Auto - EV, aerospace and defense
- Bagged new orders in the segment of defense and renewable energy for PCB-A
- Looking into our current order book, the Electronic Division revenue growth guidance revised to more than 55% for FY25
- Operating EBITDA margins expected to be around 8% in FY25



# Railway Sub-systems & Defense Division





### **Division Overview**



**01** Facility





02

**Expansion of New Facilities** 



**Collaborations and Product Expansion** 



rs



**Technology Transfer (ToT)** 

**Greenfield Expansion** 







JV with Yujin Machinery

Greenfield expansion



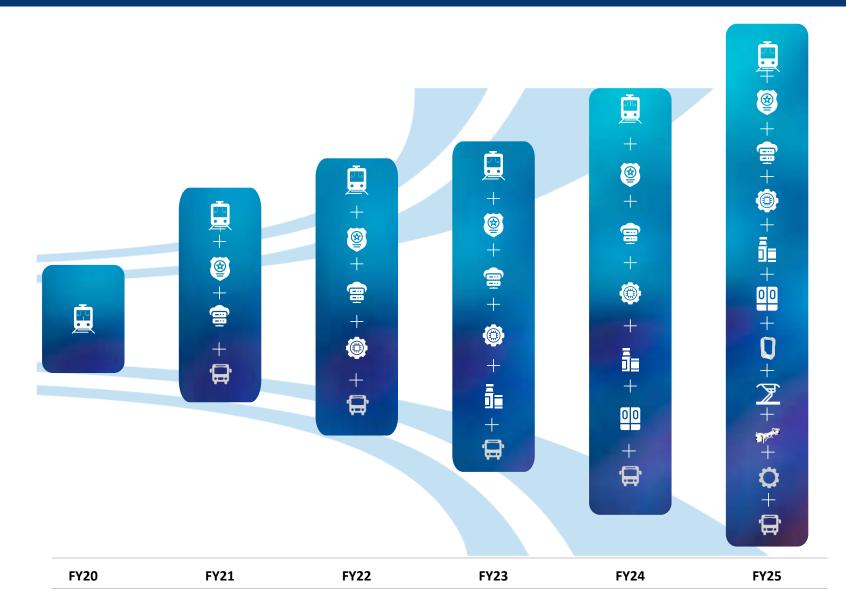
- Expanding wallet share through increased components offering per coach
- SIDWAL new greenfield facility is expected to commence operations by Q2FY26
- Yujin JV: Facility to be ready by Q1FY26, product trails to begin from Q2/Q3FY26 onwards

# Railway Sub-systems & Defense Product Portfolio



### **Diversification of Product Portfolio**

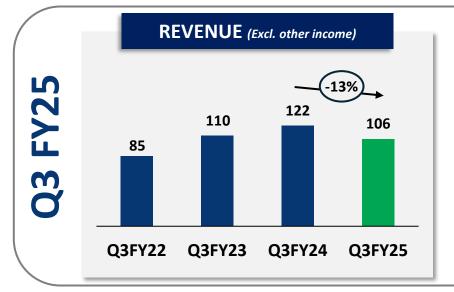
# **Target Segments** Railways & Metro **HVAC (Railway, Metro** & Bus) **Micro-Processor** Controller **Pantry Doors** Gangways Coupler Pantograph **Driving Gears Beyond Railways** Defence (HVAC) **Data Centre (HVAC) Bus HVAC**

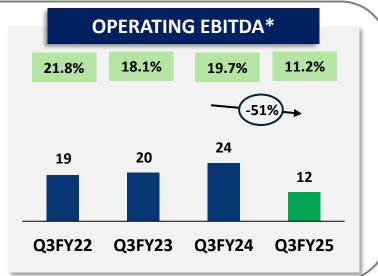


# Railway Sub-systems & Defense Division Performance

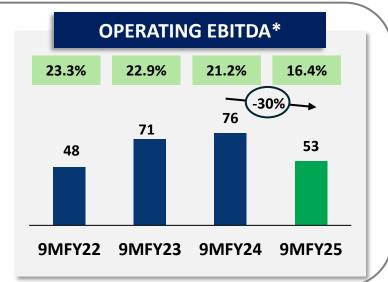








# REVENUE (Excl. other income) 310 357 325 206 9MFY22 9MFY23 9MFY24 9MFY25



### **COMMENTS**

- Revenue decreased by -13% YoY to Rs.
   106 crores in Q3FY25 due to
  - Delay in on of Metro project and Vande Bharat Express project led to offtake delays
  - Change of focus of Indian Railways this year towards non-AC coaches;
  - This shift of focus is momentary and no order cancellation done by Indian Railways
  - Profitability impacted owing to product expansion expense, expect normalization by H2FY26
- Construction progressing well for Sidwal greenfield facility and is expected to commence operations by Q2FY26
- Yujin JV production facility to be ready by Q1FY26, product trials to begin from Q2/Q3FY26 onwards
- Bagged big HVAC order for Metro project
- Defense projects gaining robust traction with strong export avenues



# **Consolidated Profit & Loss Statement**



Particulars (Rs in Crs)	Q3FY25	Q3FY24	YoY	9MFY25	9MFY24	YoY
Revenue from Operations	2,133	1,295	65%	6,219	3,924	59%
Raw Material Consumption (RMC)	1,734	1,039		5,054	3,164	
Gross Profit	399	256	56%	1,165	760	53%
Gross Margins (%)	18.7%	19.8%		18.7%	19.4%	
Employee Expenses (excluding ESOP expenses)	77	60		225	169	
Other Expenses (excluding MTM loss on forward contracts, Loss on sale of FA and FA written off)	160	114		457	305	
Total Expenses (including RMC)	1,971	1,213		5,737	3,639	
Operating EBITDA	162	82	97%	482	285	69%
Operating EBITDA Margins (%)	7.6%	6.3%		7.8%	7.3%	
Depreciation & Amortization	59	47		170	135	
ESOP expenses	2	4		7	14	
Other Income (Including forex gain, adjustment of forex loss, loss on sale of FA and FA written off)	15	6		47	36	
EBIT	116	37	213%	353	172	105%
Finance Cost	54	37		154	119	
Profit before tax and share of profit/(loss) from JV	62	0	-	199	54	268%
Share of (loss) of JV	(9)	_		(17)	_	
PBT	53	0	-	181	54	236%
Tax	16	1		49	13	
PAT*	37	-1	-	133	40	228%
PAT Margins (%)	1.7%	0.0%		2.1%	1.0%	

<sup>\*</sup> PAT is after considering the share of loss of joint ventures of Rs 17 Cr and Rs 9 Cr for 9MFY25 & Q3FY25 respectively

### **Contact Us**



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