

MANAGEMENT DISCUSSION AND ANALYSIS REPORT FOR THE FINANCIAL YEAR 2022-23

Company Overview:

Ambuja Neotia Holdings Private Limited (“Ambuja Neotia” or “the Company”) is the principal investment holding company and promoter of various Ambuja Neotia companies. It is a Core Investment Company registered with the Reserve Bank of India.

As on March 31, 2023, Ambuja Neotia has 13 subsidiaries, 12 associates and 1 joint venture companies, which are engaged in diversified businesses including development of Real Estate, Hospitality & Healthcare projects.

More than 90% of the net assets of the Company are in the form of investments and loans to various Ambuja Neotia companies. The primary source of income is Interest and dividends from loan and investment portfolio, branding fee and occasionally by sale of investments.

The Company owns the ‘Ambuja Neotia’ brand and has entered into the Licencing and Branding Agreement (“Branding Agreement”) with various group companies to enable them to use the same. The aforesaid Agreements confers upon the signatory companies, the right to use the ‘Ambuja Neotia’ brand in the names of their products and services and in certain cases in their corporate names. Ambuja Neotia companies are committed to run their businesses ethically, transparently.

Financial Performance:

	Financial Results			
	Standalone		Consolidated	
	FY23	FY22	FY23	FY22
Total Income	4,167.4	2,827.4	95,221.9	83,179.6
Profit/(loss) before Dep & Tax	978.3	1,938.6	31,337.0	25,120.0
Depreciation	35.4	42.0	4,682.2	3,967.2
Profit before tax	942.9	1,896.6	26654.8	21257.3
Profit for the year after tax	1,491.7	3,136.4	22062.27	18210.2

In FY 2022-23, Total Revenue grew by 47% to Rs. 4167 lacs on standalone basis and grew by 15% to Rs. 95,222 lacs on consolidated basis. While the PAT for the FY 2022-23 dropped by 52% on standalone basis mainly due to certain one-time charge offs, the same recorded a healthy growth of 21% at consolidated basis.

The Company has invested in shares and debenture within the group companies which are mainly into real estate, hospitality, healthcare. Company’s investment in Realty companies is approx. Rs. 351 crore with ROI of 13%, in Hospitality companies is approx. Rs. 148 crores with ROI of 5% and in Hospitality Companies is Rs. 88 crores with ROI of 26%.

The capital structure of the Company strengthened further during the year under review. The Net worth improved as compared to previous the year.

Financial position (Consolidated):

Rs. in lacs

Particulars	Standalone		Consolidated	
	2022-23	2021-22	2022-23	2021-22
Investments	78276.0	78732.0	49857.0	39560.4
Cash & cash equivalents	6042.1	1062.0	12925.2	8315.5
Other assets	13118.0	17504.5	285476.7	255669.2
Total: Assets	97436.1	97298.6	348258.9	303545.1

Networth	95939.9	94707.4	147133.3	122092.8
Gross debt	56.6	68.1	108502.9	122386.4
Other liabilities	1439.6	2523.1	54521.3	43324.7
Non controlling interest	0.0	0.0	38101.5	15741.2
Total: Liabilities	97436.1	97298.6	348258.9	303545.1

Business Highlights:

Ambuja Neotia group is one of the most prominent and respected corporate houses headquartered in Kolkata. The group with its strong forte in real estate, hospitality, healthcare, and education has been responsible for landmark projects in eastern part of India.

India's growth continues to be resilient, underpinned by government's capital outlay and buoyant private consumption. India's GDP has grown by 7.2% in the financial year 2022-23 and is expected to continue to be the fastest growing large economy.

The Company is investing to leverage the India growth opportunity and in industries which have large potential driven by:

- (a) global energy transition trend across sectors,
- (b) imperative for global manufacturers to create a more diversified and resilient supply chain and
- (c) AI/Data led transformation of businesses.

The Company continues to make investments in existing businesses to enable them to capitalize on above growth opportunities and to support deleveraging of balance sheets.

The Company has also identified and incubated select new businesses.

Risks and Concerns for the Company & Risks Management Framework

The Company's Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework.

The Risk Management Committee has been formed to assist the Board for identification, assessment and monitoring of risks in line with the business strategies.

Adequacy of Internal Controls

The Company's internal controls are commensurate with its size and the nature of operations. These have been designed to provide reasonable assurance with regard to recording and providing reliable financial and operational information, complying with applicable statutes, safeguarding assets from unauthorized use, executing transactions with proper authorization and ensuring compliance with the Company's policies.

The terms of reference of the Audit Committee and Risk Management Committee of the Company includes evaluation of internal financial controls and risk management systems respectively. As on March 31, 2023, there are no material unaddressed Internal Financial Controls related observations outstanding.

The Statutory Auditors of the Company have audited the Company's financial statements and issued an attestation report on the Company's internal control over financial reporting (as defined in Section 143 of the Companies Act, 2013).

Based on the above, we believe that adequate Internal Financial Controls exists and are operating effectively.

