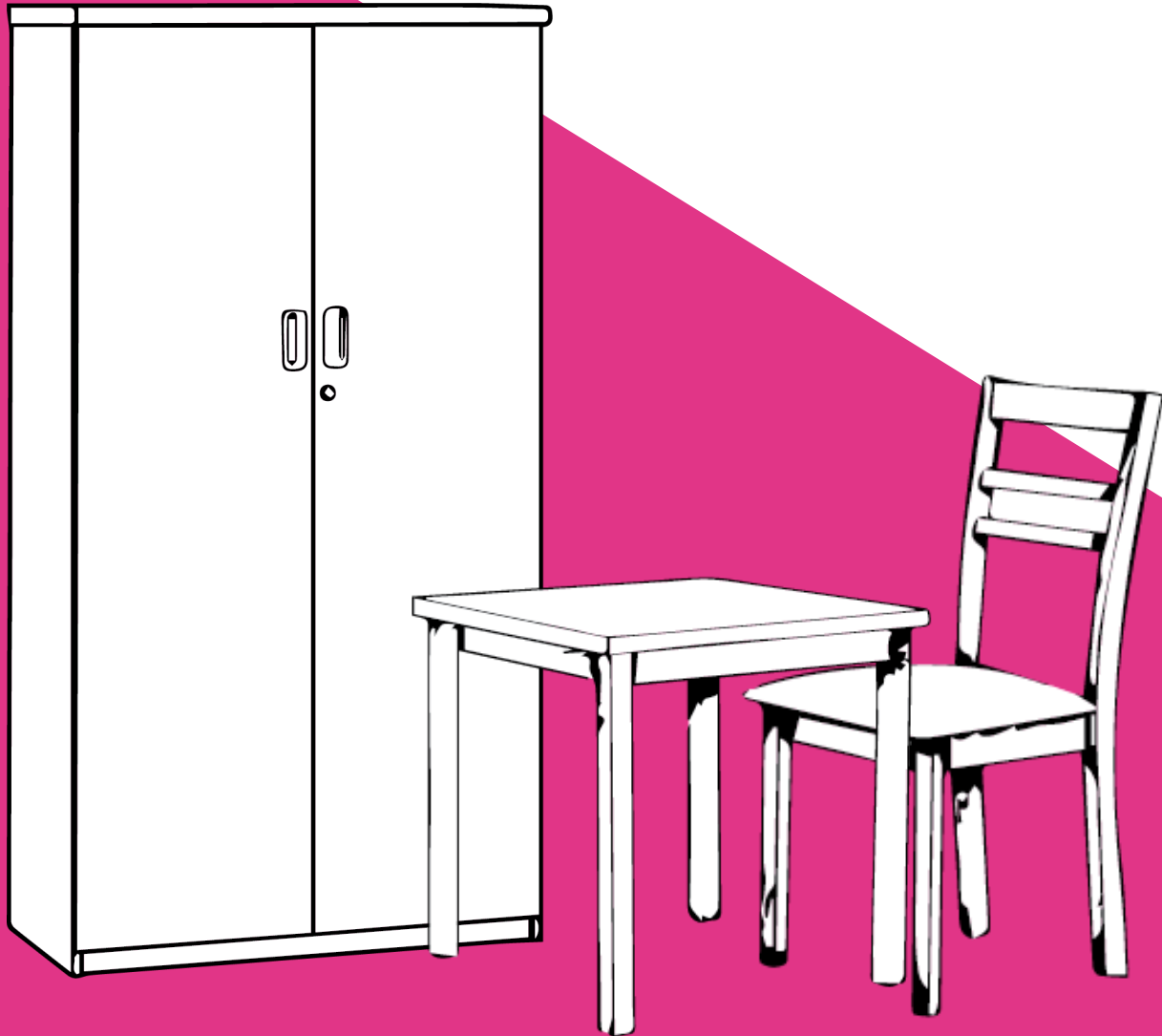




**AVRO**<sup>®</sup>  
FURNITURE

**AVRO INDIA LTD.**

Investor Presentation  
Q3 FY23



## **COMPANY OVERVIEW**

# AVRO @ A GLANCE

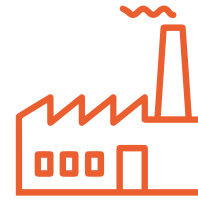


Incorporated in 1996 and established manufacturing facilities in 2002, AVRO INDIA LIMITED is engaged into manufacturing of high quality Plastic moulded Furniture. The company is based out of Ghaziabad, Uttar Pradesh.

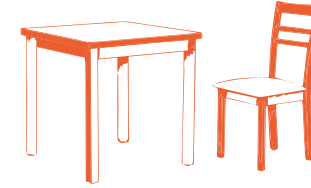
The company sells it's products under brand names AVRO & AVON on PAN India basis through Online & Offline mode. The company is having one of the largest product range in the industry and AVRO is the first company in India which provides 3 year guarantee on selected product range



**20+ Years**  
experience



**Among Top 5** Plastic Products  
manufacturer



**200+ SKUs**



**20,000+** Retail  
Touch Points



**PAN India**  
Presence



**Served 5 Cr+**  
Families



**Top Selling Brand** on Amazon



**6,500+** ZIP Code  
Covered



**Reasonable**  
Pricing



**FY22**  
Revenue – ₹ 65.20 Cr  
EBITDA – ₹ 5.61 Cr  
PAT – ₹ 2.97 Cr



**FY22**  
ROE – 20%  
ROCE – 19%



**5 Year CAGR (FY18 – FY22)**  
Revenue – 25%  
EBITDA – 20%  
PAT – 37%



## VISION

To become an industry leader delivering affordable, durable and sustainable furniture products for industry and household.



## MISSION

To run a sustainable business for collective and inclusive growth for all stakeholders.

**L**

Leadership in industry by building trust & brand equity

**E**

Ethical in doing business delivering value to customers

**A**

Agility to serve customers with team work

**D**

Driven by passion to achieve business goals

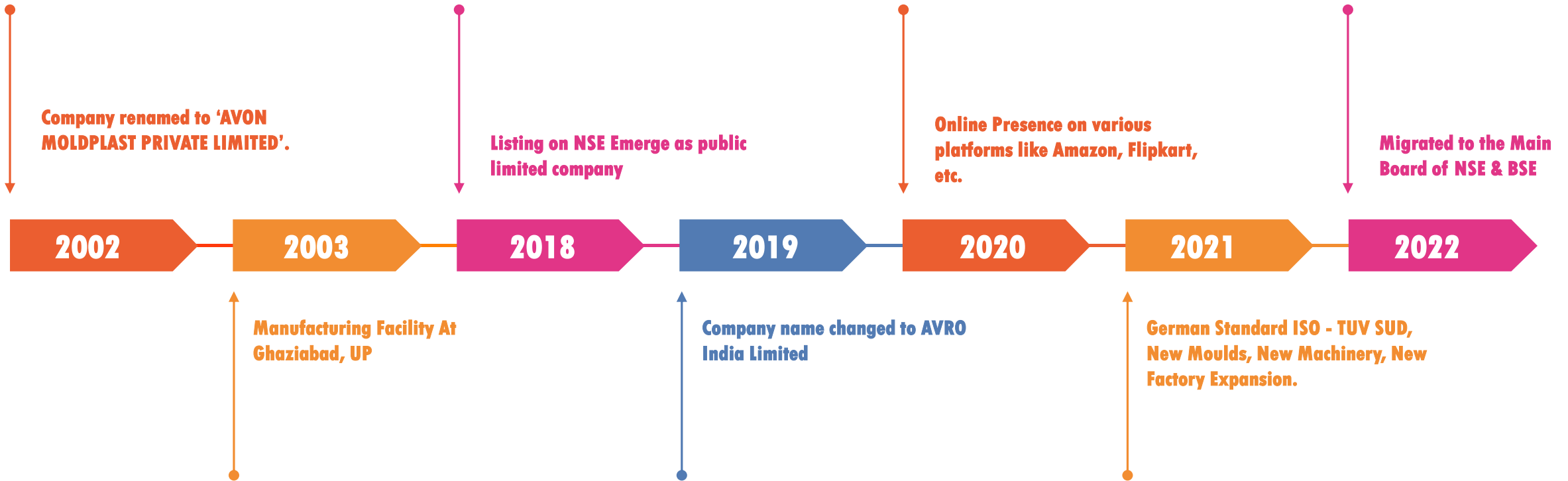
**E**

Excellence in business strategies and operations

**R**

Resilient to stay competitive and innovative

# TIME LINE



# BOARD OF DIRECTORS



**MR. SUSHIL KUMAR AGGARWAL**  
(Chairman)



**MR. SAHIL AGGARWAL**  
(Managing Director)



**MR. NIKHIL AGGARWAL**  
(Whole Time Director)



**MS. ANITA AGGARWAL**  
(Non Executive Director)



**MR. PAWAN DIXIT**  
(Independent Director)



**MR. SUSHIL KUMAR GOYAL**  
(Independent Director)



**MS. RICHA KALRA**  
(Independent Director)



**MS. VANDANA GUPTA**  
(Independent Director)





**Certified Quality & System  
of ISO 9001:2015 & TUV SUD**

**Use of Best In Class Injection  
Moulding Machines**

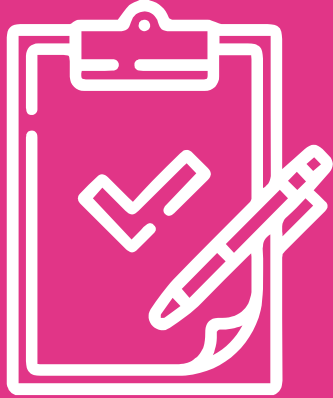


# HELPING ENVIRONMENT BY BEING SUSTAINABLE





# REGISTERED DESIGNS



More than 25  
products design  
registered from the  
Trademark Registry  
Of India



## Certified by renowned world-wide organization for operational excellence by TUV SUD

ZERTIFIKAT ♦ CERTIFICATE ♦ CERTIFICADO ♦ CERTIFICAT ♦ 認証証書



### CERTIFICATE

The Certification Body  
of TÜV SÜD South Asia Private Limited  
certifies that



**AVRO INDIA LTD (UNIT-1)**  
A-7/36-39, South of GT Road Industrial Areas (Opp. Rathi Udyog Ltd),  
Vijay Nagar Ghaziabad - 201009, Uttar Pradesh, INDIA

including the sites and scope of application see enclosure

has implemented Quality Management System  
in accordance with **ISO 9001:2015**  
for the scope of

**Sales, Marketing & Manufacturing of Plastic Furniture Products**

The certificate is valid from **2021-11-10** until **2024-11-09**  
Subject to successful completion of annual periodic audits

The present status of this certificate can be obtained through TÜV SÜD website by scanning below QR code and by entering the certificate number (without spaces) on web page. Further clarifications regarding the status & scope of this certificate may be obtained by consulting the certification body at [info.ms@tuv-sud.com](mailto:info.ms@tuv-sud.com)

Certificate Registration No. **99 100 21962**  
Date of Initial certification: **2021-11-10**  
Issue Date: **2021-11-10** Rev. 00








TUV SUD South Asia Pvt. Ltd. • TÜV SÜD House • Sai Naka • Andheri (East) • Mumbai - 400077 • Maharashtra • India



ZERTIFIKAT ♦ CERTIFICATE ♦ CERTIFICADO ♦ CERTIFICAT ♦ 認証証書



### CERTIFICATE

The Certification Body  
of TÜV SÜD South Asia Private Limited  
certifies that



**AVRO INDIA LTD (UNIT-2)**  
C-17-19, Road No 4, Phase No III, UPSIDC, Indl Area,  
Masuri Gulawati Road (IDC), Hapur Uttar Pradesh – 201015, INDIA

has implemented Quality Management System  
in accordance with **ISO 9001:2015**  
for the scope of

**Manufacturing of Plastic Furniture Products.**

The certificate is valid in conjunction  
with the main certificate from **2021-11-10** until **2024-11-09**  
Subject to successful completion of annual periodic audits

The present status of this certificate can be obtained through TÜV SÜD website by scanning below QR code and by entering the certificate number (without spaces) on web page. Further clarifications regarding the status & scope of this certificate may be obtained by consulting the certification body at [info.ms@tuv-sud.com](mailto:info.ms@tuv-sud.com)

Certificate Registration No. **99 100 21962/02**  
Date of Initial certification: **2021-11-10**  
Issue Date: **2021-11-10** Rev. 00







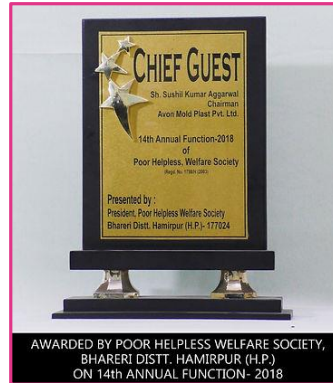

TUV SUD South Asia Pvt. Ltd. • TÜV SÜD House • Sai Naka • Andheri (East) • Mumbai - 400077 • Maharashtra • India



# AWARDS & RECOGNITION



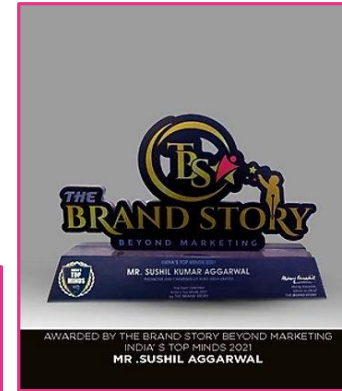
AWARDED BY NSE EMERGE JULY 26, 2018



AWARDED BY POOR HELPLESS WELFARE SOCIETY, BHARELI DISTT. HAMIRPUR (H.P.) ON 14th ANNUAL FUNCTION- 2018



BRAND EXCELLENCE AWARD IN BEST EMERGING BRAND BY ABP NEWS and BE ON 21st NOVEMBER, 2019



AWARDED BY THE BRAND STORY BEYOND MARKETING INDIA'S TOP MINDS 2021 MR. SUSHIL AGGARWAL



ALTINA ENTREPRENEURS EXCELLENCE AWARD 2018



INDIA'S GREATEST LEADERS 2017-18 AWARD BY ASIA ONE



BRAND EXCELLENCE AWARD IN BEST EMERGING BRAND BY ABP NEWS and BE ON 21st NOVEMBER, 2019



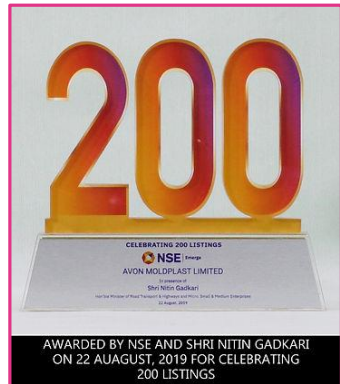
ENTREPRENEUR OF THE YEAR AWARD 2018 BY BUSINESSEX.COM, ENTREPRENEUR INDIA, FRANCHISE INDIA, ZEE BUSINESS



AWARDED BY CII FOR HIS OUTSTANDING CONTRIBUTION TO CII WORK IN WESTERN U.P. 2019-20



AWARDED BY ALL INDIA PLASTIC MOULDED FURNITURE MANUFACTURES ASSOCIATION



AWARDED BY NSE AND SHRI NITIN GADKARI ON 22 AUGUST, 2019 FOR CELEBRATING 200 LISTINGS

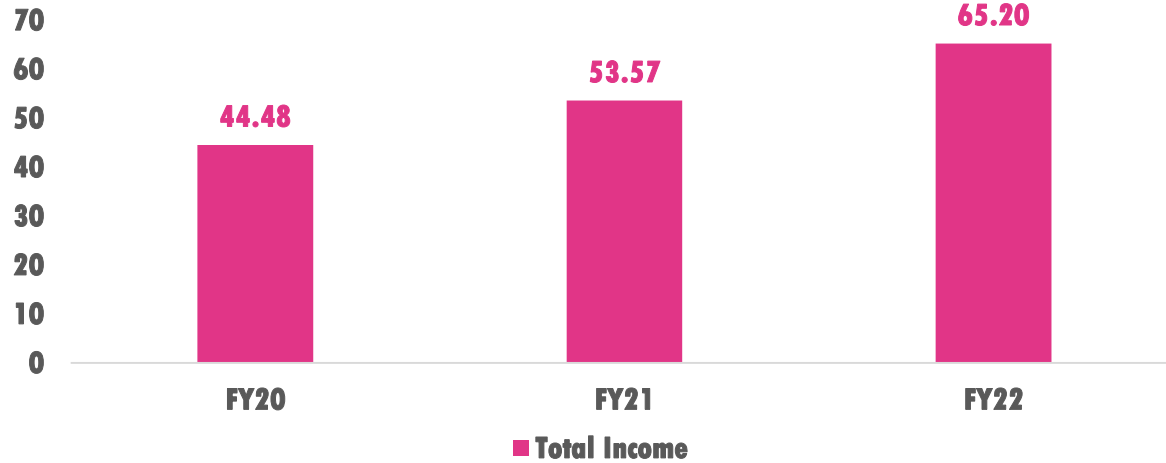


INDIA'S GREATEST BRANDS 2017-18 AWARD BY ASIA ONE

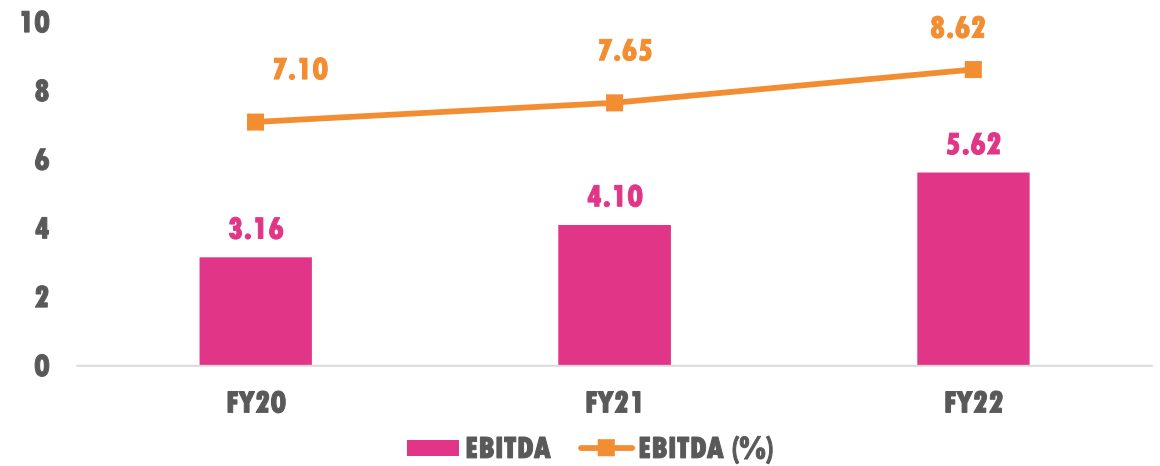


# KEY FINANCIAL HIGHLIGHTS

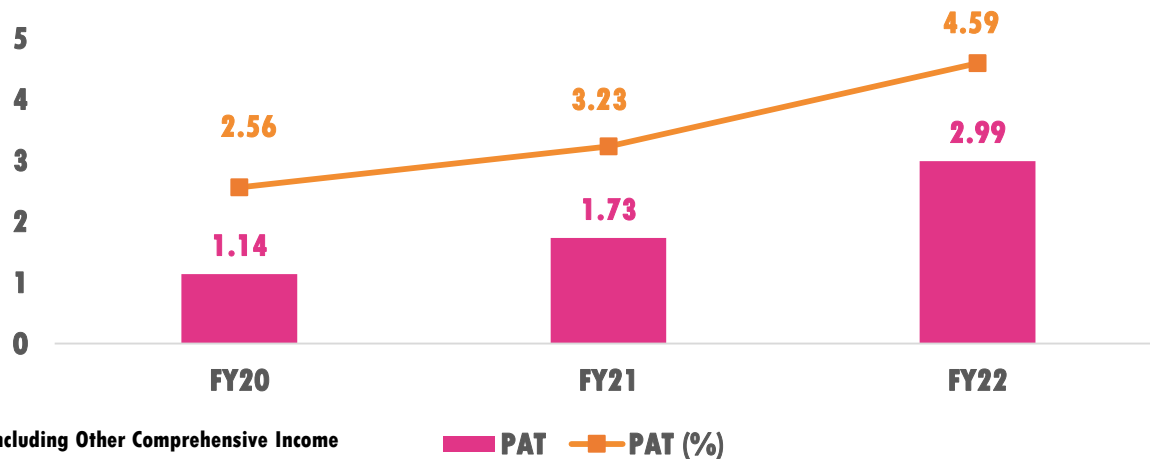
## TOTAL INCOME (In ₹ Cr)



## EBITDA (In ₹ Cr) & EBITDA MARGIN

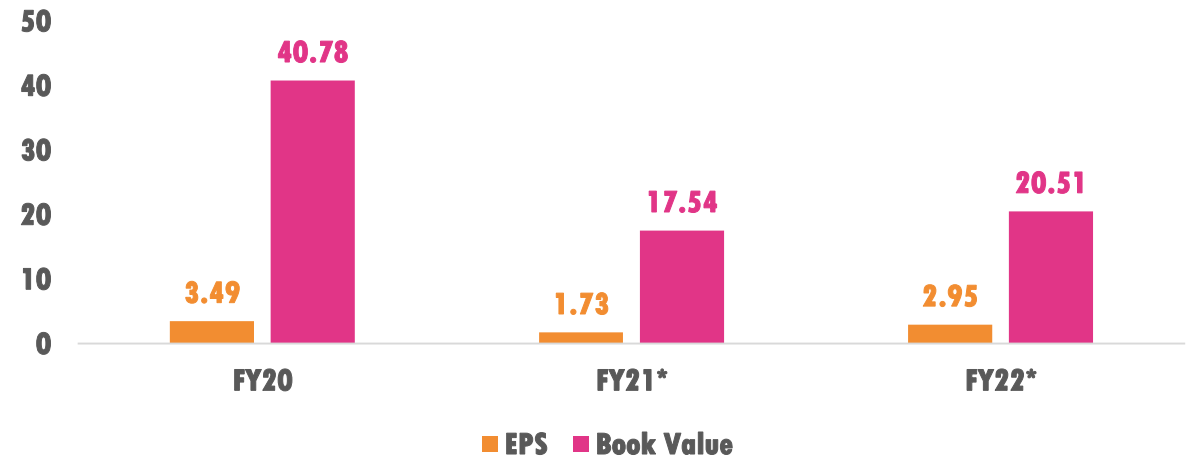


## PAT (In ₹ Cr) & PAT MARGIN



Including Other Comprehensive Income

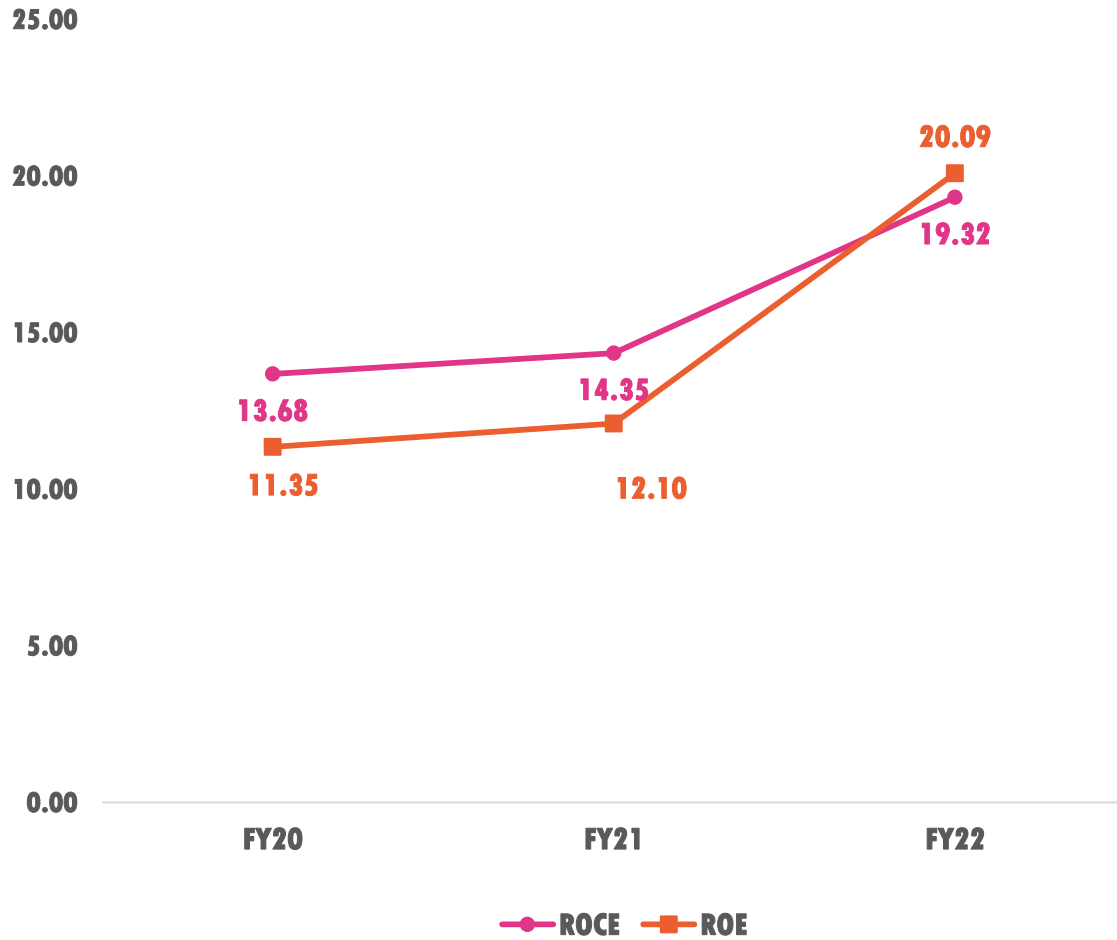
## PER SHARE MATRIX (In ₹)



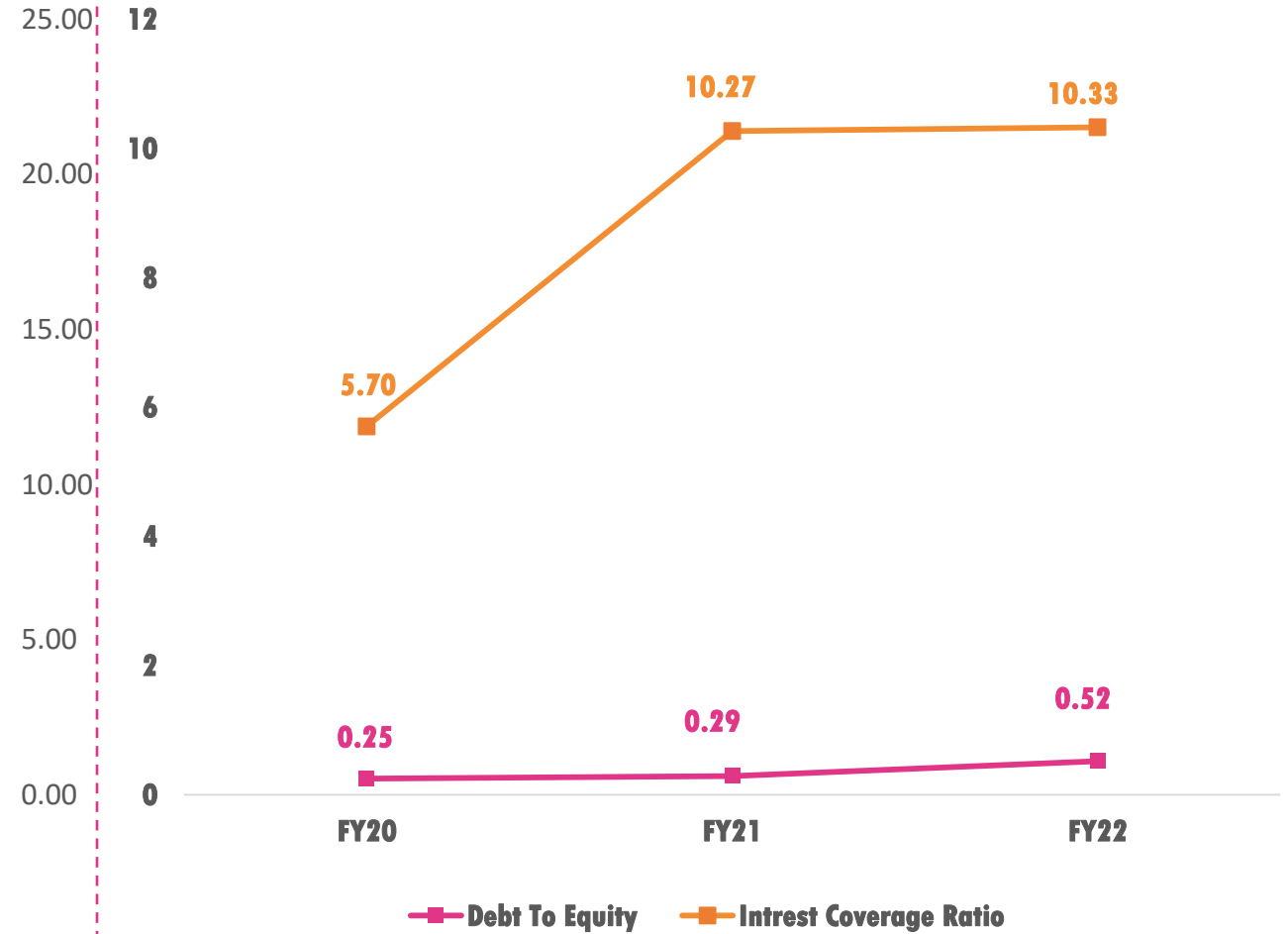
# KEY FINANCIAL HIGHLIGHTS



## IMPROVING RETURN RATIOS (In %)



## Leverage Ratios (In Times)





# KEY FINANCIAL HIGHLIGHTS



**NSE: AVROIND BSE: 543512 | ISIN: INE652Z01017**

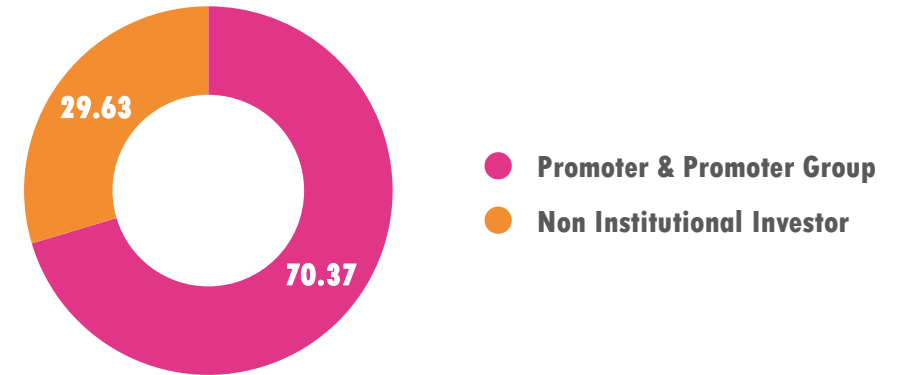
Source - NSE

As on 10-02-2023

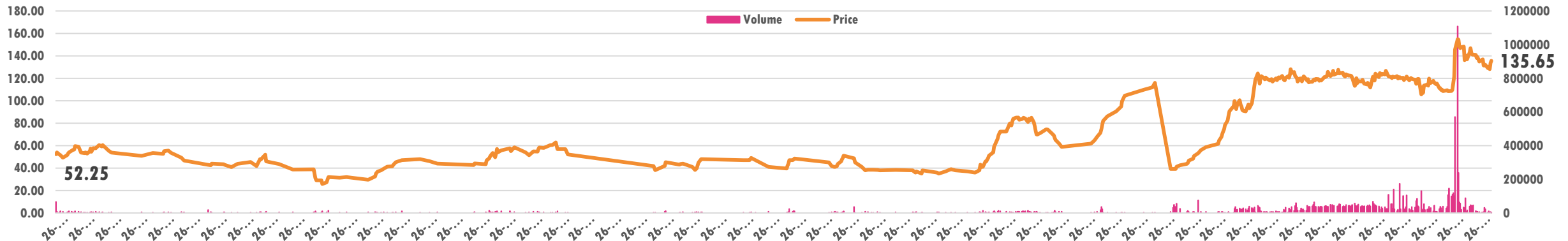
<b>Share Price (₹)</b>	<b>135.65</b>
<b>Market Capitalization (₹ Cr)</b>	<b>135.83</b>
<b>No. of Shares Outstanding</b>	<b>1,00,87,400</b>
<b>Face Value (₹)</b>	<b>10</b>
<b>52 week High-Low (₹)</b>	<b>162.00 – 74.65</b>

## SHARE HOLDING PATTERN

As on 31-12-2022



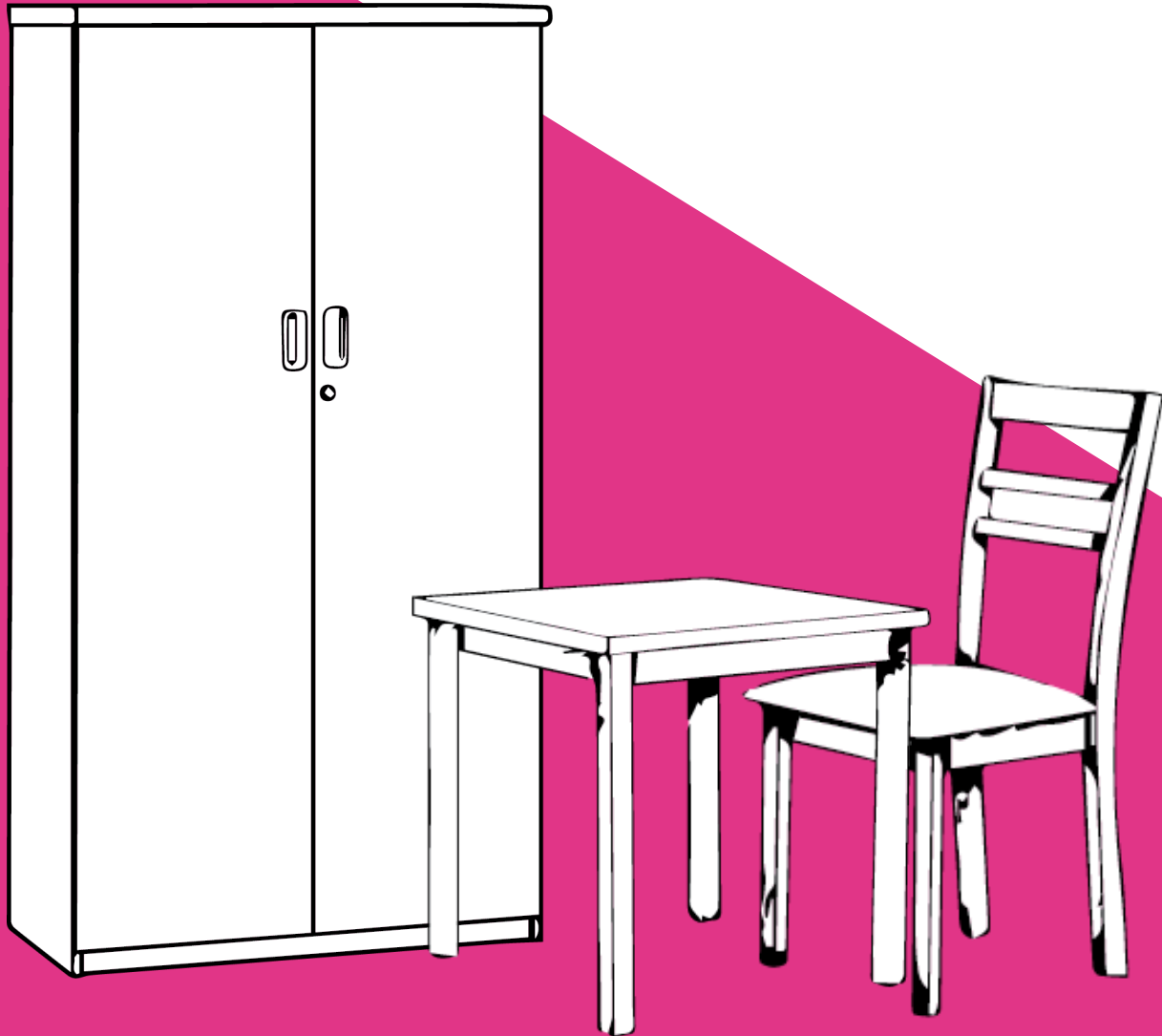
## SHARE PERFORMANCE FROM 26 JULY 2018 TO TILL 10 FEBRUARY 2023



Bonsu Issue Of 21:10 On 4 February 2022

**AVRO INDIA LIMITED**

Source - NSE



## **BUSINESS OVERVIEW**



**CHAIRS**



**TABLES**



**STOOLS**



**BABY CHAIRS**



**ALMIRAH**

# BEST SELLING PRODUCTS



VIVA



MAGNA



NEXA



BABY DESK



PLATINUM



9927



3195

# UNIQUE, ROBUST & REGISTERED DESIGNS



**AVRO FURNITURE**

NO TO BACKACHE  
YES TO COMFORTABLE CHAIRS  
SHOP NOW

Mfd by: AVRO INDIA LIMITED

**AVRO FURNITURE**

That feeling of betrayal when you lean too far back in your chair

Mfd by: AVRO INDIA LIMITED

**AVRO FURNITURE**

- Anti-Skid Rubber Feet
- Extra Ribs For Strength

1101

Mfd by: AVRO INDIA LIMITED

**AVRO FURNITURE**

**STEP STOOL IN GLOSS FINISH**

- Available in Brown, Red & Blue
- Superior Matt & Gloss Finish
- Single Mold in India

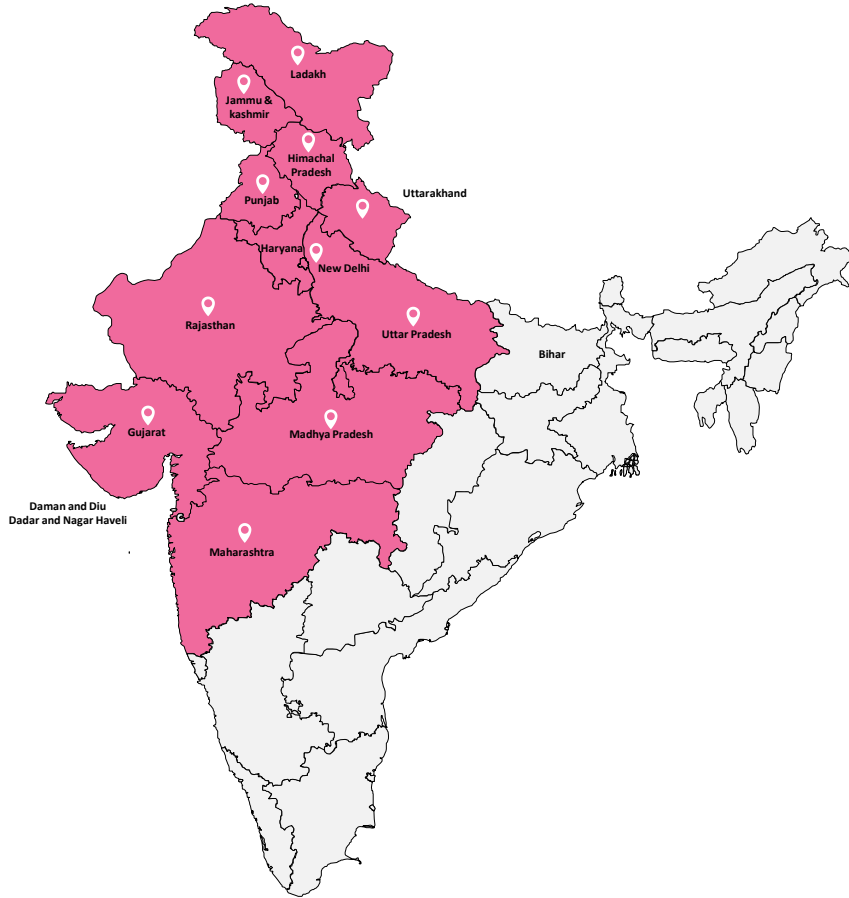
Improved Strength

2.7 Kg

Mfd by: AVRO INDIA LIMITED



# STRONG OFFLINE PRESENCE



Available across  
North India

200+ Distributors

Present at more  
than 20,000  
Furniture Dealer

Catering to more  
than 45Cr  
population

## INSTITUTIONAL CUSTOMERS



### WHY CONSUMER LIKE AVRO



Very Large  
Product Range

Durable Quality

Reasonable Pricing Then  
Competition

3 years guarantee  
On selected products

# STRONG ONLINE PRESENCE



avro furniture

All Shopping Images Maps Videos More Tools

About 9,49,000 results (0.78 seconds)

<https://www.avrofurniture.com>  
**AVRO Furniture: India's Plastic Furniture – Avro Furniture**  
 At Avro plastic furniture we strive to offer the best designs and comfort to our customer. Our big offering of products such as- chairs, table, ...

<https://www.amazon.in> > Chairs-AVRO-FURNITURE-L...  
**AVRO FURNITURE - Chairs / Living Room ... - Amazon.in**  
 Online shopping for Furniture from a great selection of Armchairs, Folding Chairs, Stacking Chairs, Rocking Chairs & more at everyday low prices.



<https://www.amazon.in> > Avro-Furniture-Plastic > k=Av...  
**Avro - Plastic: Furniture - Amazon.in**  
 Results 1 - 24 of 241 — AVRO Furniture|1101 Plastic Chair|Set of 2|Matt and Gloss Pattern |Plastic Chairs for Home, Living Room|Bearing Capacity up to 200Kg | ...

<https://www.flipkart.com> > furniture > avro-furniture-b...  
**Avro Furniture Chairs Online at Best Prices on Flipkart**  
 Buy Avro Furniture Chairs Online: Buy Chairs Online from the trendy and durable collection of plastic, wooden, office, study chairs and many more.



<https://www.indiamart.com> > avrofurniture  
**AVRO India Limited - Manufacturer of Avro Molded Plastic ...**  
 Avro Molded Plastic Chairs, Avro Stylish Plastic Stools & Avro Molded Plastic ... The company provides wide range of plastic injection molded furniture to ...  
 ★★★★★ Rating: 4.1 - 115 votes

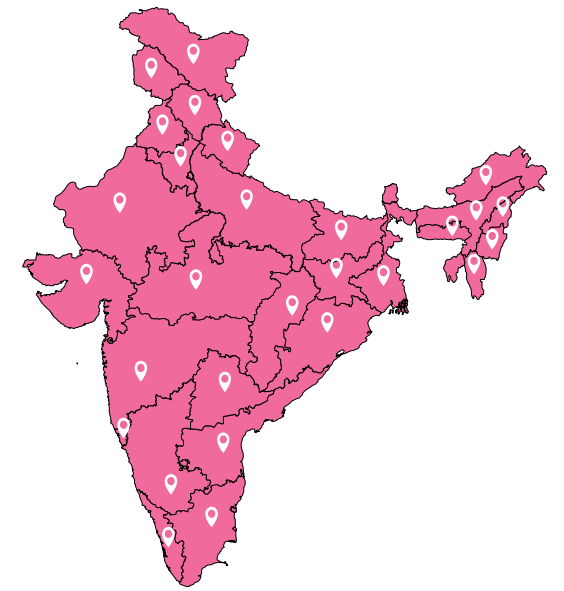


<https://www.snapdeal.com> > ... > Chairs > Plastic Chairs  
**AVRO furniture PLATINUM RATTAN CHAIR Plastic Outdoor ...**  
 Modern Design – AVRO Chairs comes with modern design which will easily fit in your modern lifestyle and homes so, your home look elegant and classy.  
 Product Type: Chairs Plastic Chairs Assembly Type: Pre-assembled  
 Color: Brown

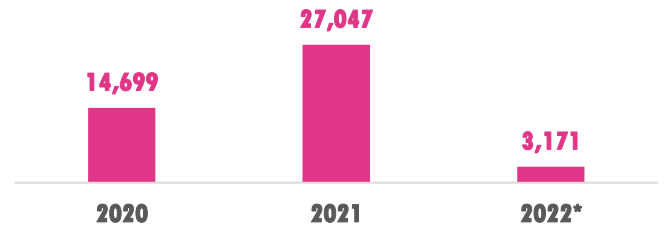


**Orders Delivered To 6,500+ Pin Codes across 28 State & 8 Union Territories**

## PAN INDIA ONLINE PRESENCE



## ONLINE ORDERS



\* Till 12 March 2022

# AMONG BEST SELLING BRANDS ONLINE



amazon.in Hello, Sign in Account & Lists Returns & Orders Cart

Home & Kitchen

Best Sellers Mobiles Customer Service Today's Deals Fashion Electronics Prime New Releases Home & Kitchen Amazon Pay Computers Books Clearance store Coupons Shopping made easy | Download the app

amazon Home Kitchen & Home Appliances Large Appliances Kitchen & Dining Furniture Home Furnishing Home Decor Home Improvement Garden & Outdoor Storage & Organisation Lighting

## Amazon Bestsellers

Our most popular products based on sales. Updated hourly.

- Department
- Home & Kitchen
- Furniture
- Living Room Furniture
- Chairs
- Armchairs
- Folding Chairs
- Relax Armchairs & Chaise Longues
- Rocking Chairs
- Stacking Chairs
- Tub Chairs

### Bestsellers in Armchairs

#1

AVRO Plastic Chairs | Set of 2 | Matt and Gloss Pattern | Plastic Chairs for Home, Living Room| Bearing Capacity up to 200Kg | Strong and...

★★★★☆ 2.025

#2

AVRO Plastic Chairs | Set of 2 | Matt Pattern | Plastic Chairs for Home, Living Room| Bearing Capacity up to 200Kg | Strong and Sturdy...

★★★★☆ 377

#3

9100 Plastic Chair for Home,Office Dining Room, Bedroom, Kitchen, Living Room, Bearing Capacity up to 200 Kg (1)

₹499 999 - 77% 249 999

#4

AVRO FURNITURE 7756 Plastic Chair | Set of 2 | Matt and Gloss Pattern | for Dining Room, Bedroom, Kitchen, Living Room | Bearing...

★★★★☆ 2.352

amazon.in

OUR BEST SELLING PRODUCTS

Delta

2581

9100

Vivo

Smiley Chair

Mickey Baby Chair

Home & Kitchen > Furniture > Living Room Furniture > Chairs > Armchairs

AVRO Plastic Chairs | Set of 2 | Matt and Gloss Pattern | Plastic Chairs for Home, Living Room| Bearing Capacity up to 200Kg | Strong and Sturdy Structure | 1 Year Guarantee, Brown

Visit the AVRO FURNITURE Store

★★★★☆ - 1,003 ratings

-20% ₹1,590<sup>00</sup>

M.F.P. - ₹4,999

Inclusive of all taxes

Offers

- No Cost EMI: Avail No Cost EMI on select cards for orders above ₹3000 (1 offer)
- Bank Offer: Upto ₹79.50 discount on HSBC Bank Credit Cards (2 offers)
- Cashback: Get rewards up to ₹2000 on card approval + 5% bac... (3 offers)

10 days Replacement only

1 Year Warranty

Style: Modern

Color: Brown

Flipkart Explore More

plastic chairs

Electronics TVs & Appliances Men Women Baby & Kids Home & Furniture Sports, Books & More Flights Offer Zone

Filters

Showing 1 - 40 of 7,111 results for "plastic chairs"

Sort By: Relevance Popularity Price - Low to High Price - High to Low Newest First Discount

Categories

Furniture

Chairs

- Outdoor Chairs
- Dining Chairs
- Office Study Chairs
- Stool
- Living Room Chairs

Show 1 more

PRICE

Min ₹35000+

Assured

Nikamal Mystique Plastic Outdoor Chair

NA, Set of 2, Pre-assembled

4.3 (2,083) Assured

₹2,113 ₹4,499 12% off

Free delivery Bank Offer

AVRO furniture PLATINUM RATTAN CHAIR (Set of 4 Chairs) ...

Brown, Set of 4, Pre-assembled

4.4 (1,999) Assured

₹3,899 ₹4,499 13% off

Free delivery Bank Offer

Anmol Plastic Moulded Mistique Keya Chair with Comfort ...

Dark Brown, Pre-assembled

4.3 (392) Assured

₹925 ₹1,999 53% off

Free delivery Bank Offer

MAHARAJA Safari Plastic Chair Set of 4 with Matt & Glos... Dark Brown, Set of 4, Pre-assembled

4.5 (1,999) Assured

₹3,069 ₹5,949 48% off

Free delivery Bank Offer

Flipkart Explore More

Search for products, brands and more

Electronics TVs & Appliances Men Women Baby & Kids Home & Furniture Sports, Books & More Flights Offer Zone

AVRO furniture PLATINUM RATTAN CHAIR (Set of 4 Chairs) WITH 3 YEAR GUARANTEE Plastic Outdoor Chair (Brown, Set of 4, Pre-assembled)

4.4 1,999 Ratings & 375 Reviews Assured

₹3,899 ₹4,499 13% off

Available offers

- Bank Offer 5% Cashback on Flipkart Axis Bank Card T&C
- Bank Offer Extra 10% off ICICI Credit/Debit Cards T&C
- Partner Offer Sign up for Flipkart Pay Later and get Flipkart Gift Card worth ₹100\* Know More
- No cost EMI ₹1,950/month. Standard EMI also available View Plans

Warranty 3 years

Delivery Enter Delivery Pincode Check Enter pincode

Usually delivered in 7 days

Enter pincode for exact delivery dates/charges View Details

Color Number of Chairs 2 4

Highlights

- Delivery Condition: Pre-assembled
- Style: Contemporary & Modern
- W x H x D: 59.436 cm x 58.42 cm x

Services

- 3 years
- Installation and Demo Not required
- 10 Days Replacement Policy

ADD TO CART BUY NOW

AVRO INDIA LIMITED

21

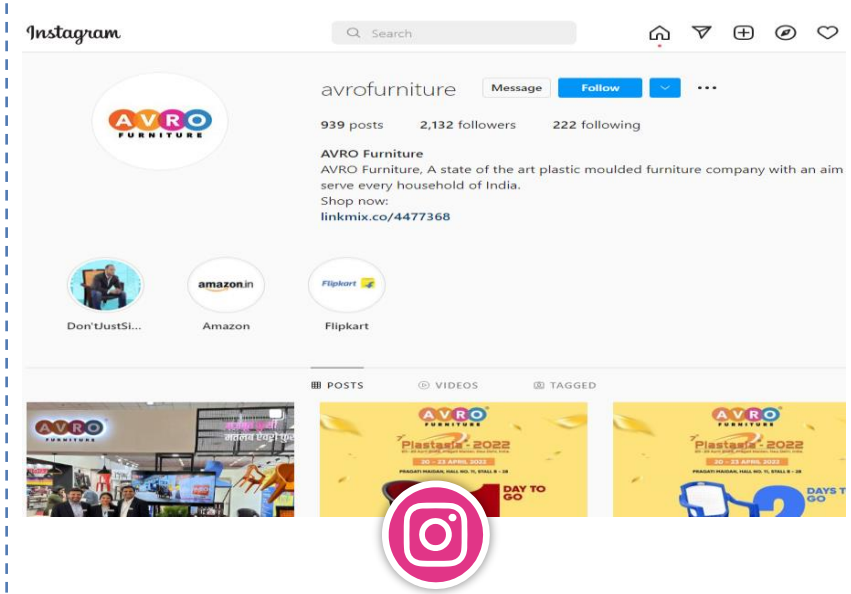
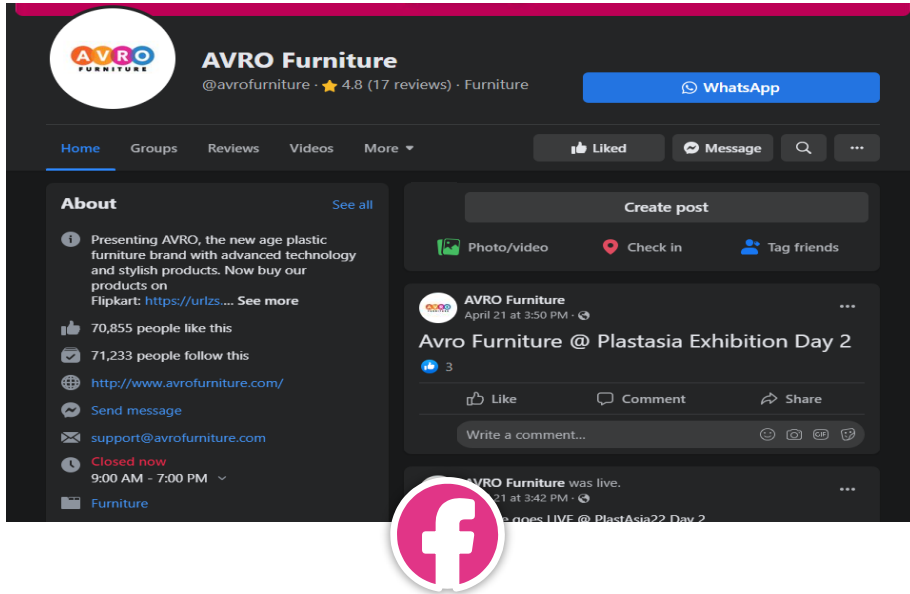


# MIX OF TRADITIONAL & NEW GEN MARKETING

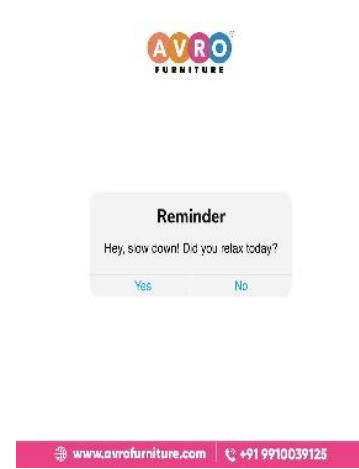
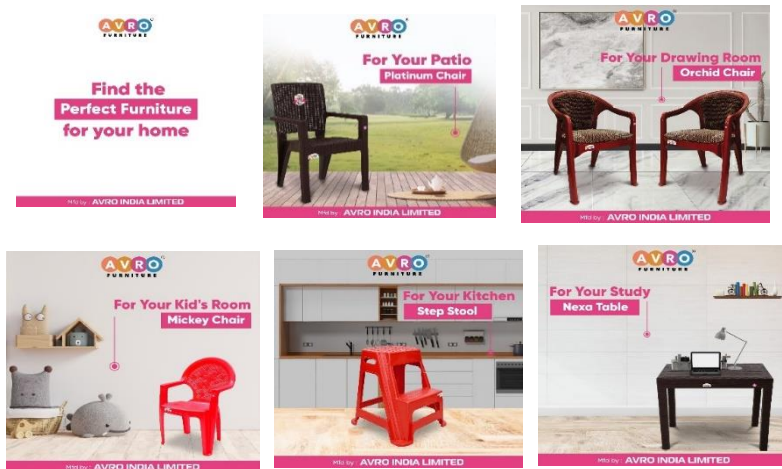




# STRONG SOCIAL MEDIA MARKETING FOR BRAND RECALL



## ONLINE MARKETING CAMPAIGNS & CONTEST





# YOUTUBE VIDEOS FOR PRODUCT DEMOS & ASSEMBLY

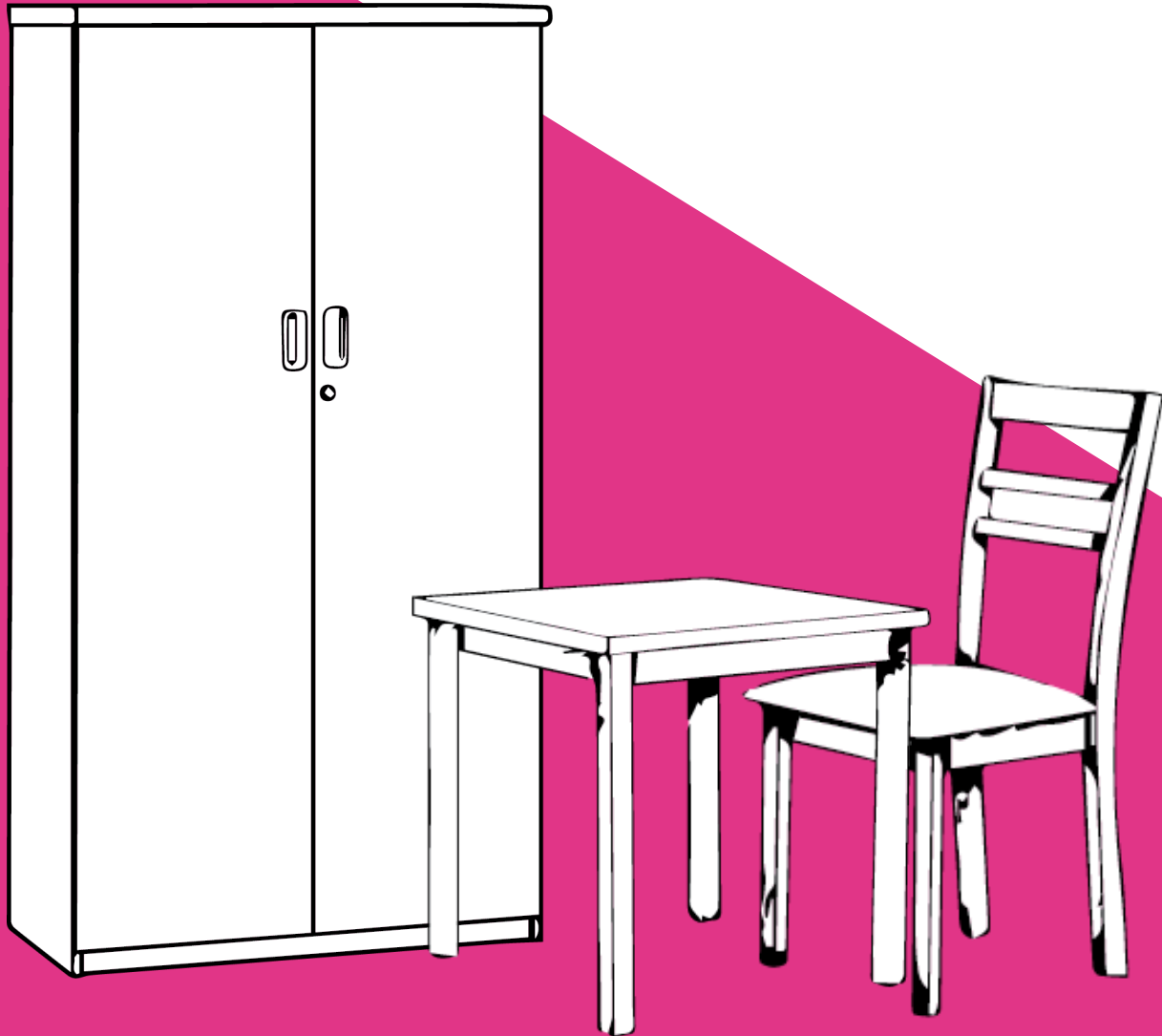


The screenshot shows the AVRO Furniture YouTube channel page. At the top, there's a search bar and navigation icons. Below that is a banner image of a dining table set. The channel name 'AVRO FURNITURE' is displayed with 893 subscribers and a 'SUBSCRIBE' button. Navigation tabs for HOME, VIDEOS, PLAYLISTS, COMMUNITY, CHANNELS, and ABOUT are visible. Under the 'Uploads' section, five video thumbnails are shown with their titles and view counts:

- AVRO Corporate Film 2022 (88 views • 10 days ago)
- AVRO Furniture - New Launch - Oscar Table (338 views • 2 months ago)
- VIVA Table Assembly Video (484 views • 8 months ago)
- Nexa Table Assembly Video (297 views • 8 months ago)
- Maxima Table Assembly Video (200 views • 8 months ago)

A pink play button icon is overlaid on the right side of the channel page.

The screenshot shows a YouTube video player for the 'Delta Multipurpose Table Assembly Video'. The video title is 'Delta Multipurpose Table Assembly Video' with 464 views and a date of 3 Aug 2021. The video player shows a dark brown dining table with the text 'EASY ASSEMBLING VIDEO' and 'DELTA DINING TABLE'. Below the video player, there are interaction buttons: Like (5), Dislike, Share, Download, Save, and a 'SUBSCRIBE' button for AVRO FURNITURE (893 subscribers). A comments section is visible with 1 comment and an 'Add a comment...' input field. On the right side, there's a playlist titled 'Assembly Video of AVRO Product' with 1/5 videos, including 'Delta Multipurpose Table Assembly Video' (0:53), 'Magna Table Assembly Video' (0:40), and 'Maxima Table Assembly Video' (0:44). Other recommended videos are also visible at the bottom right.



## **INDUSTRY OVERVIEW**

By 2030, Indian middle class is expected to have the second largest share in global consumption at 17%.

The plastic furniture industry is estimated to be close to Rs 6000 crore industry pan India by organized and unorganized manufacturers in 2022.

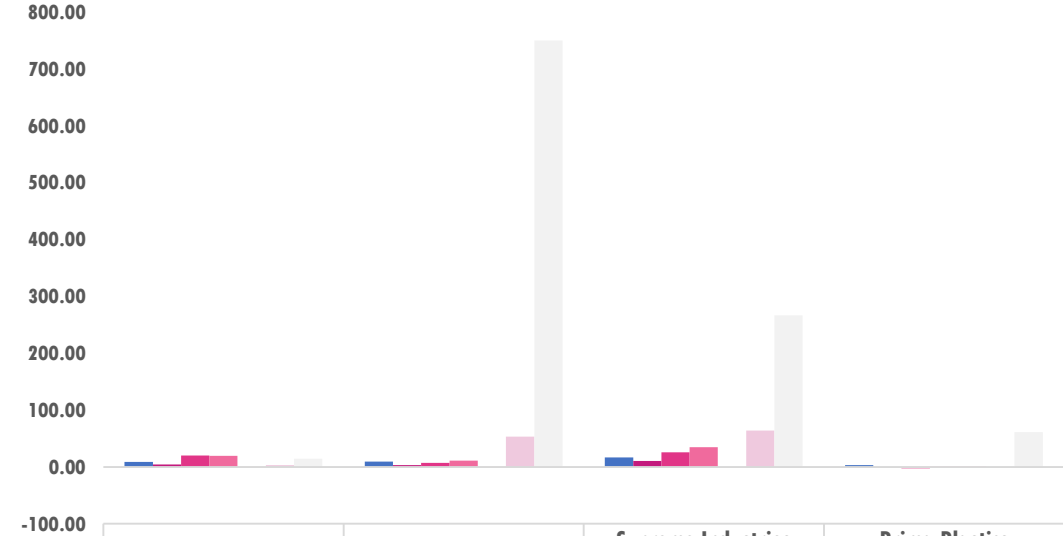
Increasing demand for low-cost, lightweight, and durable plastic furniture in various end-use sectors is driving end-users to adopt plastic furniture instead of traditional, wooden or metal furniture.

There is a growing demand of approx 15% PA organic and will continue to grow for decades due to the versatile nature of the product.

Plastic furniture industry is also saving forests.



## PEER COMPARISON

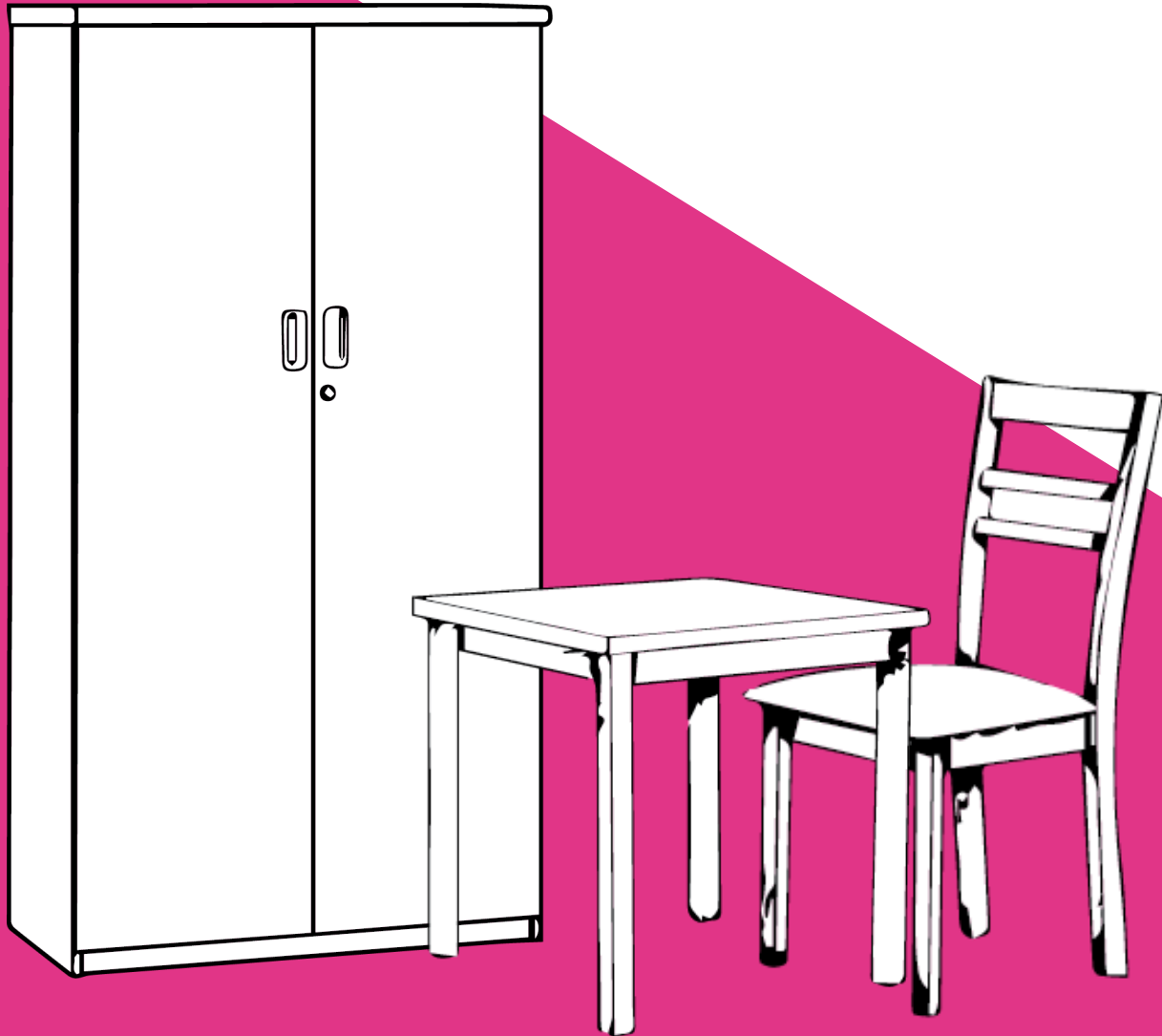


	Avro India Limited	Nilkamal Limited	Supreme Industries Limited	Prima Plastics Limited
■ EBITDA Margin	8.62	9.34	16.85	3.39
■ PAT Margin	4.56	3.20	10.45	-1.53
■ ROE%	20.09	7.30	25.95	-2.50
■ ROCE%	19.32	11.25	34.53	0.47
■ Debt To Equity (X)	0.53	0.15	0.00	0.75
■ EPS ₹	2.95	53.14	63.90	-1.56
■ Book Value ₹	14.37	750.42	266.66	60.95

<b>Total Income ₹ Cr</b>	<b>65.20</b>	<b>2,493.96</b>	<b>7,840.51</b>	<b>111.23</b>
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Data for FY22

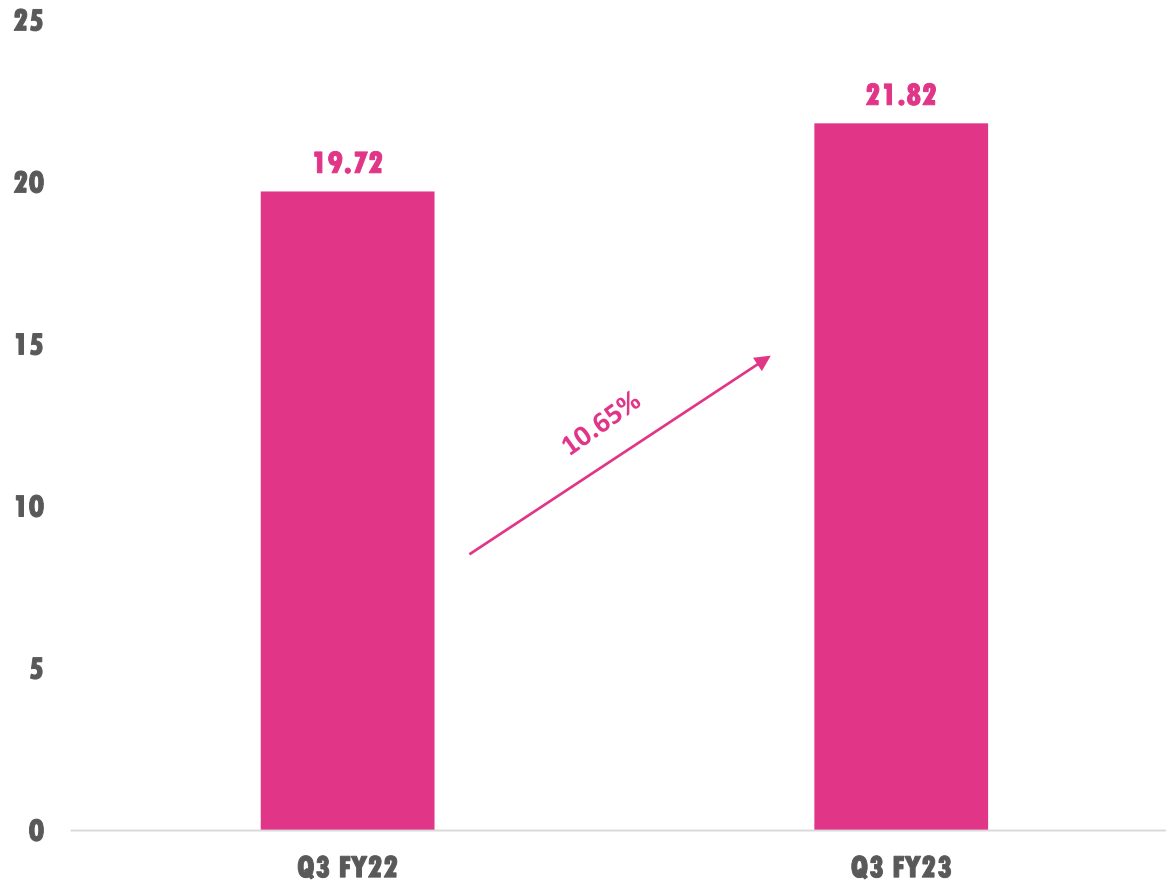
Source – ACE Equity



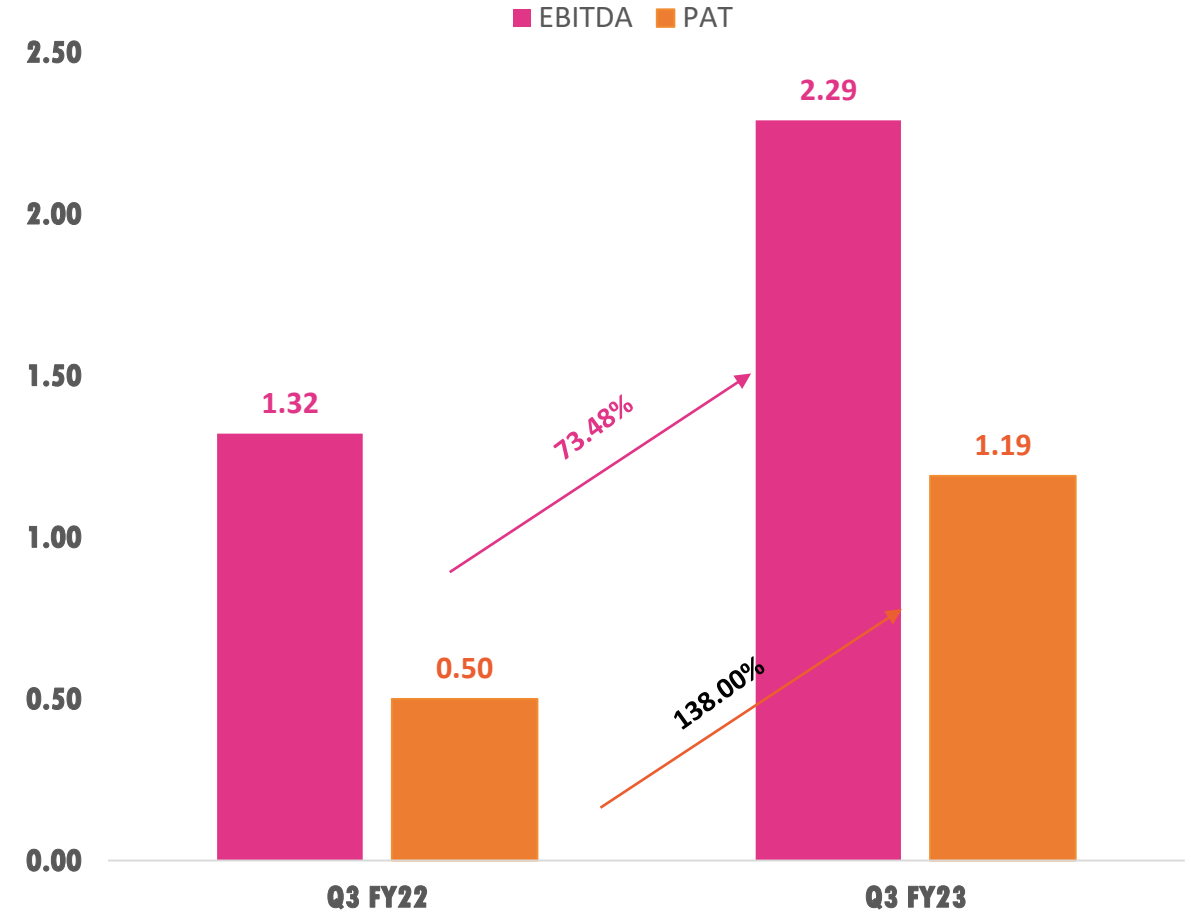
## **FINANCIAL OVERVIEW**

# QUARTERLY PERFORMANCE HIGHLIGHTS

## TOTAL INCOME (In ₹ Cr)



## EBITDA & PAT (In ₹ Cr)





# Q3 FY23 Results Highlight



In ₹ Cr

Particulars	Q3 FY23	Q3 FY22	Y-O-Y %	9M FY23	9M FY22	Y-O-Y%
<b>Net Sales</b>	<b>21.19</b>	<b>19.69</b>		<b>62.91</b>	<b>46.40</b>	
<b>Other Income</b>	<b>0.63</b>	<b>0.03</b>		<b>0.78</b>	<b>0.13</b>	
<b>Total Income</b>	<b>21.82</b>	<b>19.72</b>	<b>10.65%</b>	<b>63.69</b>	<b>46.53</b>	<b>36.88%</b>
<b>Expenses</b>						
<b>Raw Material costs</b>	<b>16.47</b>	<b>14.89</b>		<b>48.36</b>	<b>34.93</b>	
<b>Employee Benefit Expenses</b>	<b>0.37</b>	<b>0.30</b>		<b>0.99</b>	<b>0.97</b>	
<b>Other Expenses</b>	<b>2.69</b>	<b>3.21</b>		<b>7.79</b>	<b>7.99</b>	
<b>Total Expenditure</b>	<b>19.53</b>	<b>18.40</b>		<b>57.15</b>	<b>43.89</b>	
<b>EBIDTA</b>	<b>2.29</b>	<b>1.32</b>	<b>73.48%</b>	<b>6.55</b>	<b>2.64</b>	<b>148.11%</b>
<b>EBIDTA(%)</b>	<b>0.10</b>	<b>0.07</b>		<b>0.10</b>	<b>0.06</b>	
<b>Interest</b>	<b>0.28</b>	<b>0.07</b>		<b>0.70</b>	<b>0.28</b>	
<b>Depreciation</b>	<b>0.45</b>	<b>0.28</b>		<b>1.26</b>	<b>0.87</b>	
<b>PBT</b>	<b>1.56</b>	<b>0.97</b>	<b>60.82%</b>	<b>4.59</b>	<b>1.49</b>	<b>208.05%</b>
<b>TAX Expense (Including Deferred Tax)</b>	<b>0.37</b>	<b>0.47</b>		<b>1.31</b>	<b>0.57</b>	
<b>Net Profit</b>	<b>1.19</b>	<b>0.50</b>	<b>138.00%</b>	<b>3.28</b>	<b>0.93</b>	<b>252.69%</b>
<b>NPM(%)</b>	<b>0.05</b>	<b>0.03</b>		<b>0.05</b>	<b>0.02</b>	

# PROFIT & LOSS STATEMENT



In ₹ Cr

Particulars	FY20	FY21	FY22
<b>Net Sales</b>	<b>44.07</b>	<b>53.27</b>	<b>64.74</b>
<b>Other Income</b>	<b>0.41</b>	<b>0.30</b>	<b>0.46</b>
<b>Total Income</b>	<b>44.48</b>	<b>53.57</b>	<b>65.20</b>
<b>Expenses</b>			
<b>Raw Material costs</b>	<b>37.00</b>	<b>43.46</b>	<b>47.75</b>
<b>Employee Benefit Expenses</b>	<b>1.11</b>	<b>1.33</b>	<b>1.28</b>
<b>Other Expenses</b>	<b>3.21</b>	<b>4.67</b>	<b>10.56</b>
<b>Total Expenditure</b>	<b>41.32</b>	<b>49.46</b>	<b>59.59</b>
<b>EBIDTA</b>	<b>3.16</b>	<b>4.11</b>	<b>5.61</b>
<b>EBIDTA(%)</b>	<b>7.17</b>	<b>7.67</b>	<b>8.62</b>
<b>Interest</b>	<b>0.30</b>	<b>0.26</b>	<b>0.41</b>
<b>Depreciation</b>	<b>1.45</b>	<b>1.44</b>	<b>1.28</b>
<b>PBT</b>	<b>1.41</b>	<b>2.41</b>	<b>3.92</b>
<b>TAX Expense (Including Deferred Tax)</b>	<b>0.27</b>	<b>0.66</b>	<b>0.95</b>
<b>Reported Net Profit</b>	<b>1.14</b>	<b>1.75</b>	<b>2.97</b>
<b>NPM(%)</b>	<b>2.59</b>	<b>3.27</b>	<b>4.56</b>

#FY20 financials are as per GAAP, FY21 it is as per INDAS  
AVRO INDIA LIMITED

# BALANCE SHEET



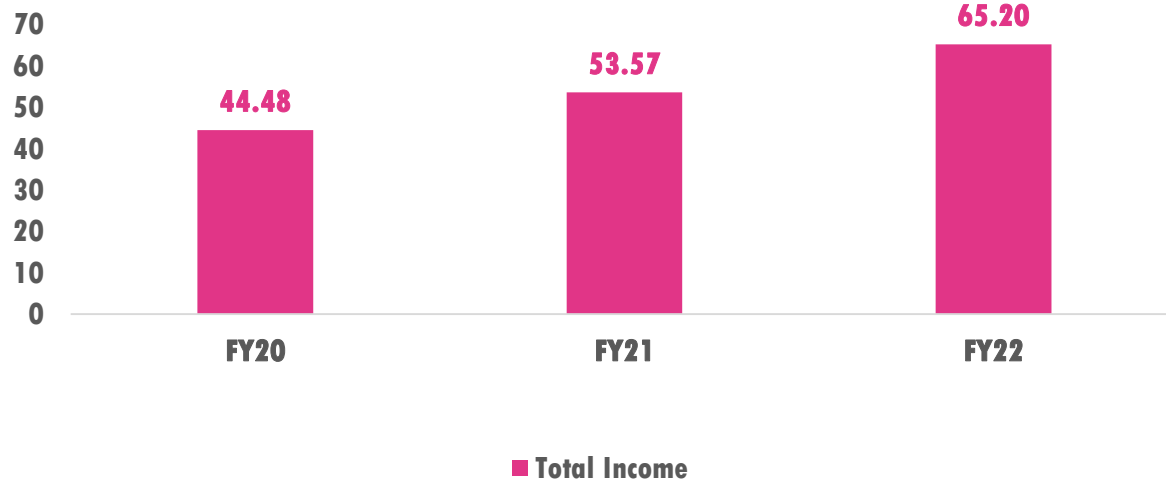
In ₹ Cr

Equities & Liabilities	FY20	FY21	FY22
<b>Equity</b>	<b>3.25</b>	<b>3.25</b>	<b>10.09</b>
<b>Reserves</b>	<b>10.02</b>	<b>14.44</b>	<b>10.60</b>
<b>Total Equity</b>	<b>13.27</b>	<b>17.69</b>	<b>20.69</b>
<b>Non-current Liabilities</b>			
<b>Long-term borrowing</b>	<b>0.99</b>	<b>0.50</b>	<b>1.17</b>
<b>Deferred tax Liabilities</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Other long terms Liabilities</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Long-term provision</b>	<b>0.06</b>	<b>0.08</b>	<b>0.08</b>
<b>Total Non Current Liabilities</b>	<b>1.05</b>	<b>0.58</b>	<b>1.25</b>
<b>Current Liabilities</b>			
<b>Short-term borrowings</b>	<b>1.61</b>	<b>3.65</b>	<b>6.51</b>
<b>Trade payables</b>	<b>2.77</b>	<b>2.34</b>	<b>7.91</b>
<b>Other current liabilities</b>	<b>0.58</b>	<b>0.63</b>	<b>0.95</b>
<b>Short-term provision</b>	<b>0.37</b>	<b>0.01</b>	<b>0.01</b>
<b>Total Current Liabilities</b>	<b>5.33</b>	<b>6.63</b>	<b>15.38</b>
<b>Total Liabilities</b>	<b>19.65</b>	<b>24.90</b>	<b>37.32</b>

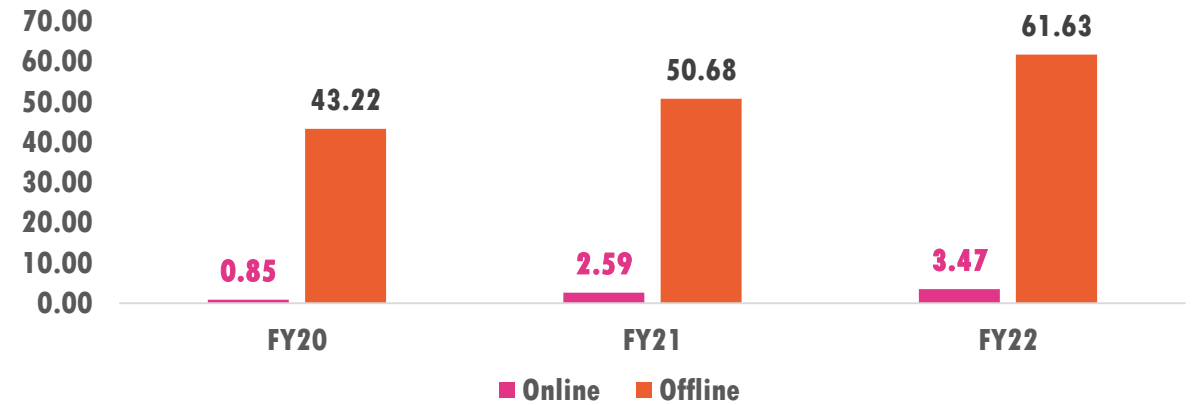
Assets	FY20	FY21	FY22
<b>Non Current Assets</b>			
<b>Fixed assets</b>	<b>8.15</b>	<b>10.46</b>	<b>12.15</b>
<b>Non-current investments</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Other Non-Current Financial Assets</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Other non-current assets</b>	<b>0.28</b>	<b>0.27</b>	<b>0.28</b>
<b>Total Non Current Assets</b>	<b>8.43</b>	<b>10.73</b>	<b>12.43</b>
<b>Current Assets</b>			
<b>Inventories</b>	<b>1.44</b>	<b>1.69</b>	<b>5.05</b>
<b>Trade receivables</b>	<b>8.12</b>	<b>10.79</b>	<b>18.64</b>
<b>Cash &amp; Bank Balance</b>	<b>0.20</b>	<b>0.39</b>	<b>0.45</b>
<b>Other Current Financial Assets</b>	<b>0.37</b>	<b>0.32</b>	<b>0.13</b>
<b>Current Tax Assets (Net)</b>	<b>0.00</b>	<b>0.07</b>	<b>0.00</b>
<b>Other current assets</b>	<b>1.10</b>	<b>0.13</b>	<b>0.26</b>
<b>Total Current Assets</b>	<b>11.22</b>	<b>14.17</b>	<b>25.16</b>
<b>Total Assets</b>	<b>19.65</b>	<b>24.90</b>	<b>37.32</b>

# REVENUE ANALYSIS

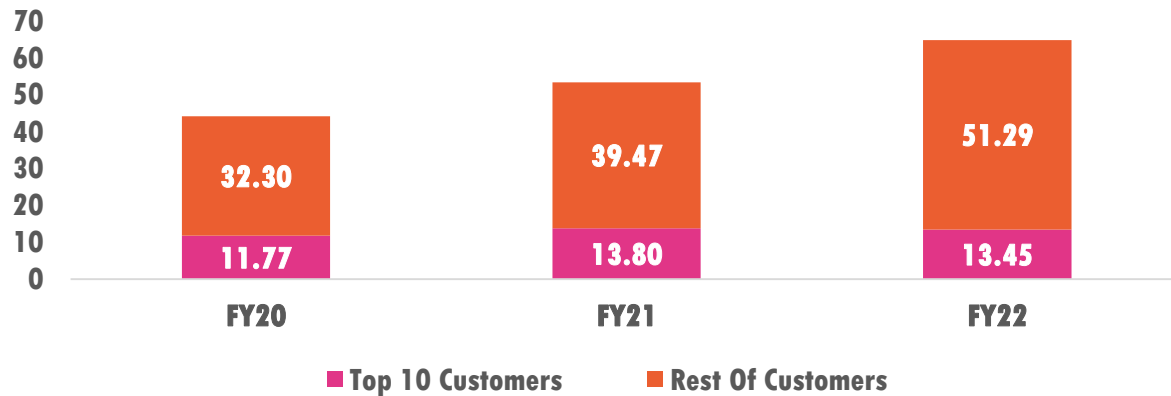
### TOTAL INCOME (In ₹ CR)



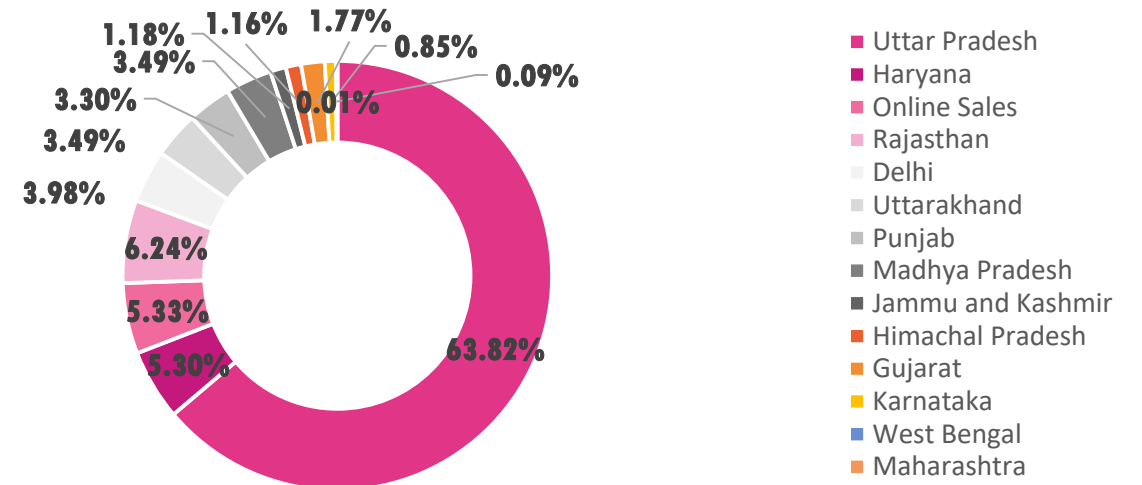
### REVENUE (In ₹ Cr)



### REVENUE BREAKUP (In ₹ CR)



### REGION WISE REVENUE (In %)





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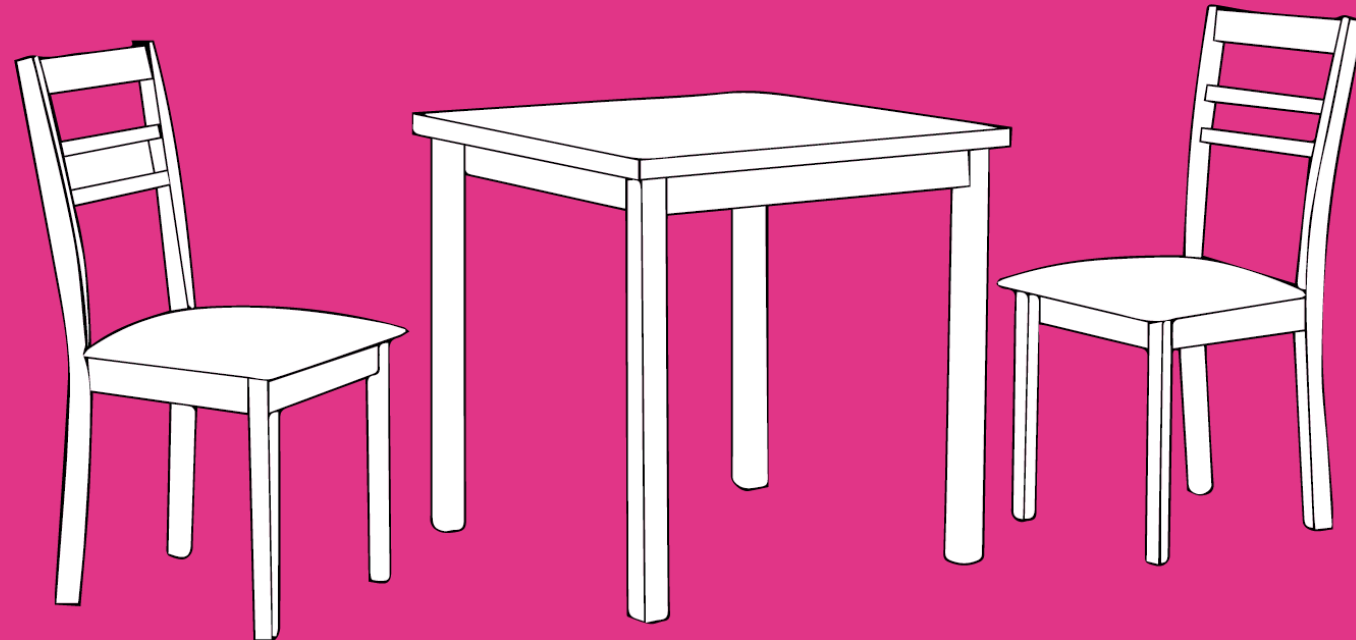
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# Thank You



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