

Date: August 13, 2023

Listing Department <b>National Stock Exchange of India Ltd</b> Exchange Plaza, 5 <sup>th</sup> Floor, Plot No.C/1 G Block, Bandra Kurla Complex, Bandra (E), Mumbai-400051  <b>NSE Symbol: AVROIND</b>	Listing Department <b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street, Mumbai-400001  <b>BSE Scrip Code: 543512</b>
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Dear Sir/Madam

**Sub: Investor Presentation for financial results of Quarter ended 30<sup>th</sup> June, 2023**

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for financial results of quarter ended 30<sup>th</sup> June, 2023 of the Company.

This is for your information and records.

Thanking You

Yours Faithfully

**For AVRO INDIA LIMITED**

**Sumit Bansal**  
**(Company Secretary & Compliance Officer)**  
**M.No: A42433**

Encl: As above

**AVRO INDIA LIMITED**

(Formerly known as AVON MOLDPLAST LIMITED)

Registered Office: A-7/36-39, South of GT Road, Indl. Area (Opp.Rathi Udyog Ltd.),Ghaziabad- 201009 (UP), India

Email: support@avrofurniture.com | Website: www.avrofurniture.com | Helpline No: 9910039125

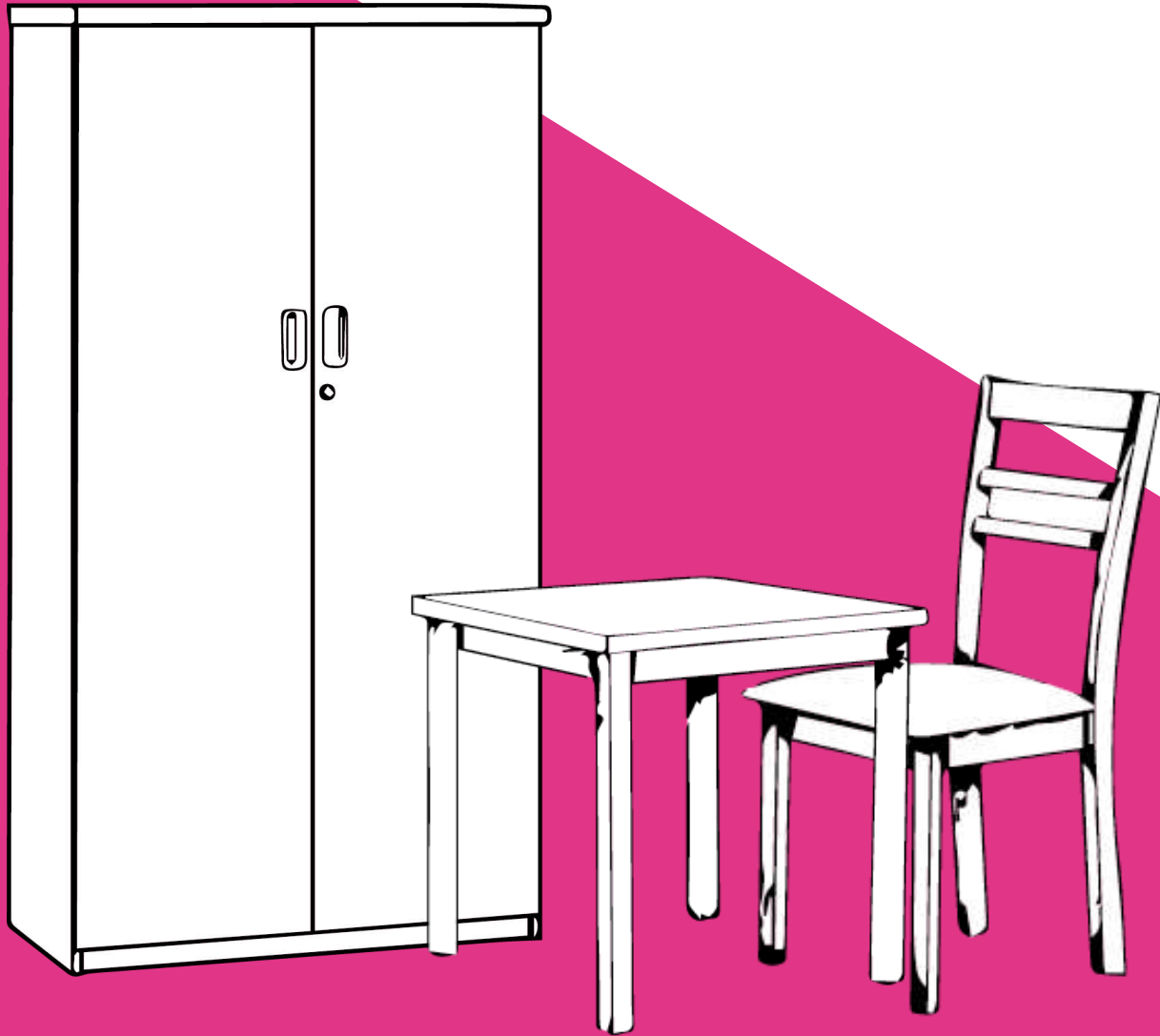
CIN: L25200UP1996PLC101013





# AVRO INDIA LTD.

Investor Presentation  
Q1 FY24



# 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.

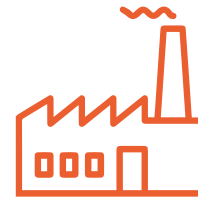
The company sells its products under brand names AVRO & AVON on PAN India basis through Online & Offline mode. The company is having one of the largest product range in the industry and AVRO is the first company in India which provides 3-year guarantee on selected product range



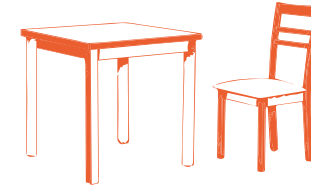
AVRO INDIA LIMITED



20+ Years experience



Among Top 5 Plastic Products manufacturer



150+ SKUs



20,000+ Retail Touch Points



PAN India Presence



Served 5 Cr+ Families



Top Selling Brand on Amazon



6,500+ ZIP Code Covered



Entered in Recycle of Plastic Packaging Waste material (Backward Integration)



FY23  
Revenue - ₹ 82.34 Cr  
EBITDA - ₹ 8.61 Cr  
Net Profit - ₹ 4.15 Cr



FY23  
ROE -16.71 %  
ROCE - 18.64 %



3 Year CAGR (FY21 - FY23)  
Total Income - 23.98 %  
EBITDA - 44.74 %  
Net Profit - 53.99 %



## 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.

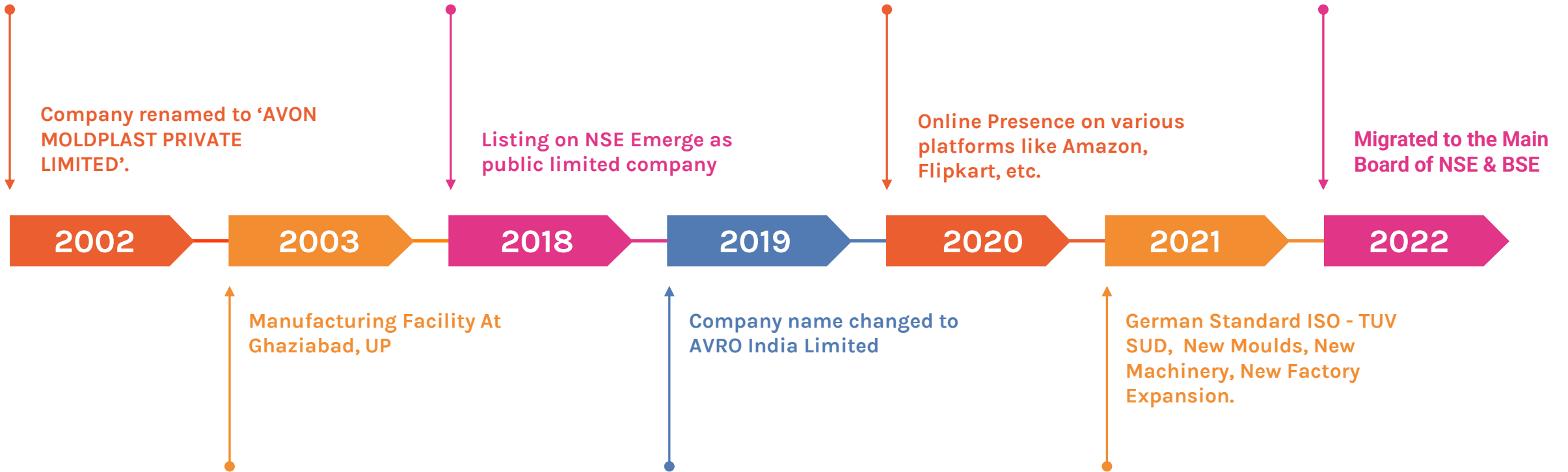
### Our Goal is to:

Ensure that plastic waste stays in the Circular

Create higher value products made from post-consumer /Industrial plastic waste.

Create a sustainable business – one which is environmentally, economically and socially sustainable.

# 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





# AWARDS & RECOGNITION



AWARDED BY NSE EMERGE JULY 26, 2018



AWARDED BY POOR HELPLESS WELFARE SOCIETY, BHARERI 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



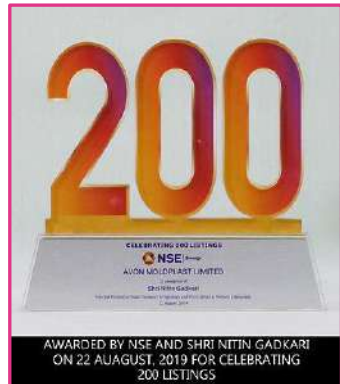
ENTREPRENEUR OF THE YEAR AWARD 2018 BY BUSINESSEX.COM, ENT REPNEURUR INDIA, FRANCHISE INDIA, ZEE BUSINESS



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



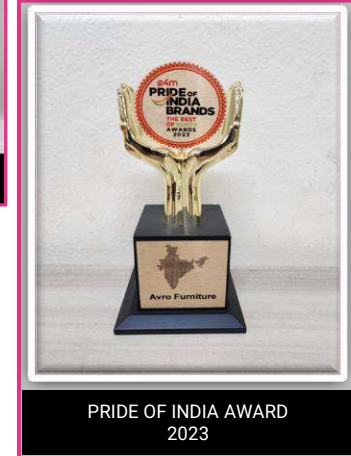
AWARDED BY ALL INDIA PLASTIC MOULDED FURNITURE MANUFACTURES ASSOCIATION



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



PRIDE OF INDIA AWARD 2023



# TURNING WASTE INTO WEALTH

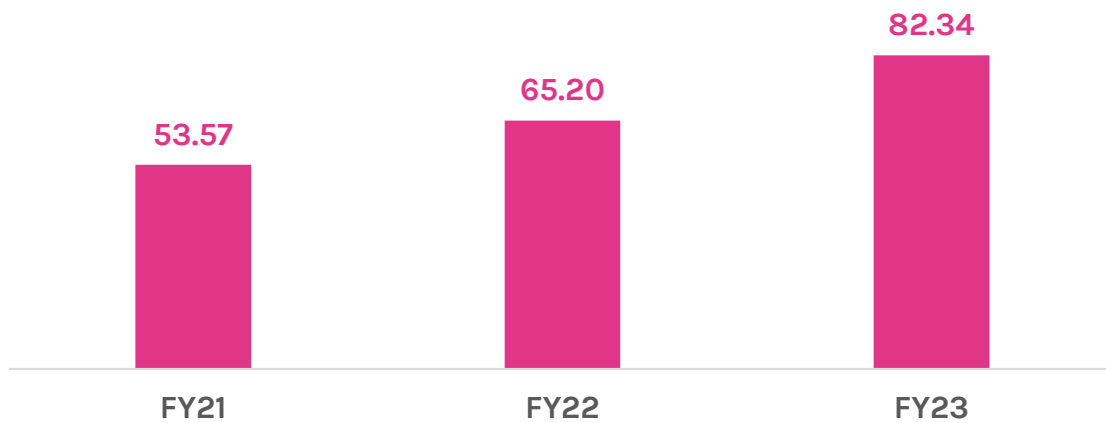


- Environment, Social and Financial Sustainability are at the core values of **Avro's** business.
- **Avro** is committed to keep on investing in sustainability metrics on all fronts because of unwavering commitments of Quality, Reliability and Sustainability.
- AVRO is going to be pioneer in Circular Economy by enabling large multinational brands to replace virgin plastic with recycled plastics in mainstream products & packaging.
- **Avro's** circular production model helps reduce the waste generated by communities, generally sent to landfills, leaked into rivers and oceans.
- It also encourages responsible consumption and production by reducing dependency on extractive virgin plastics. For every kilo of virgin plastic replaced by recycled plastic **Avro** helps reduce 2.5 kilos of GHG emissions.

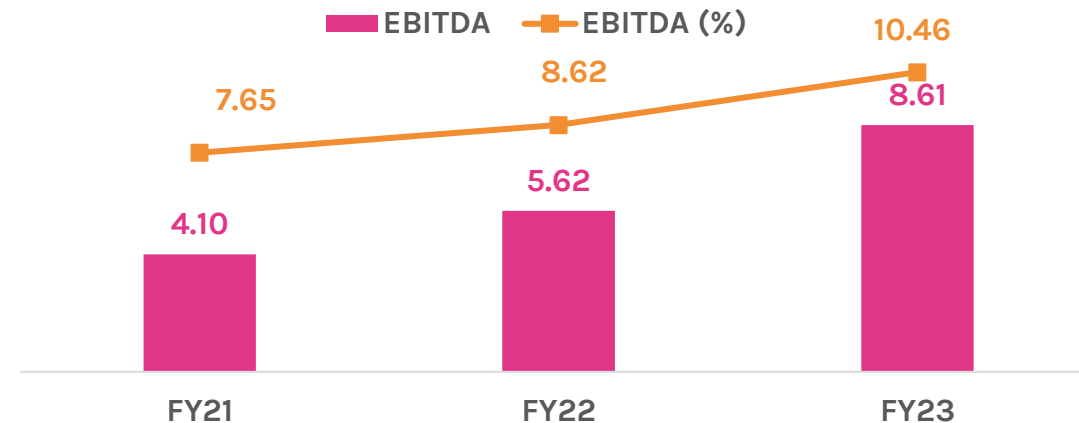


# KEY FINANCIAL HIGHLIGHTS

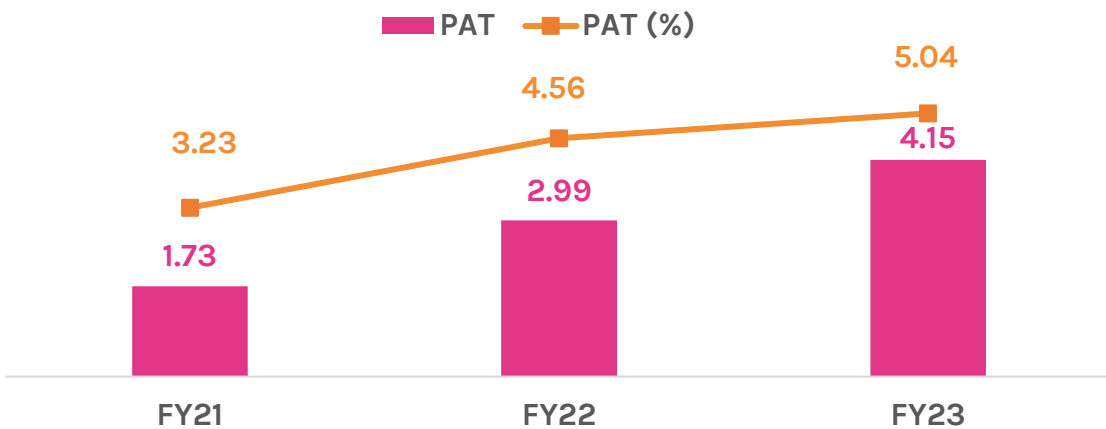
## TOTAL INCOME (In ₹ Cr)



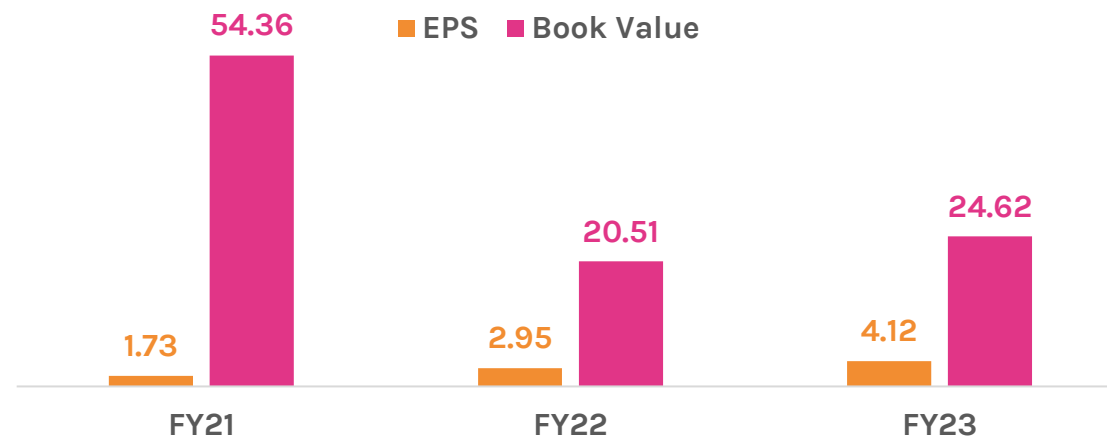
## EBITDA (In ₹ Cr) & EBITDA MARGIN



## PAT (In ₹ Cr) & PAT MARGIN



## PER SHARE MATRIX (In ₹)

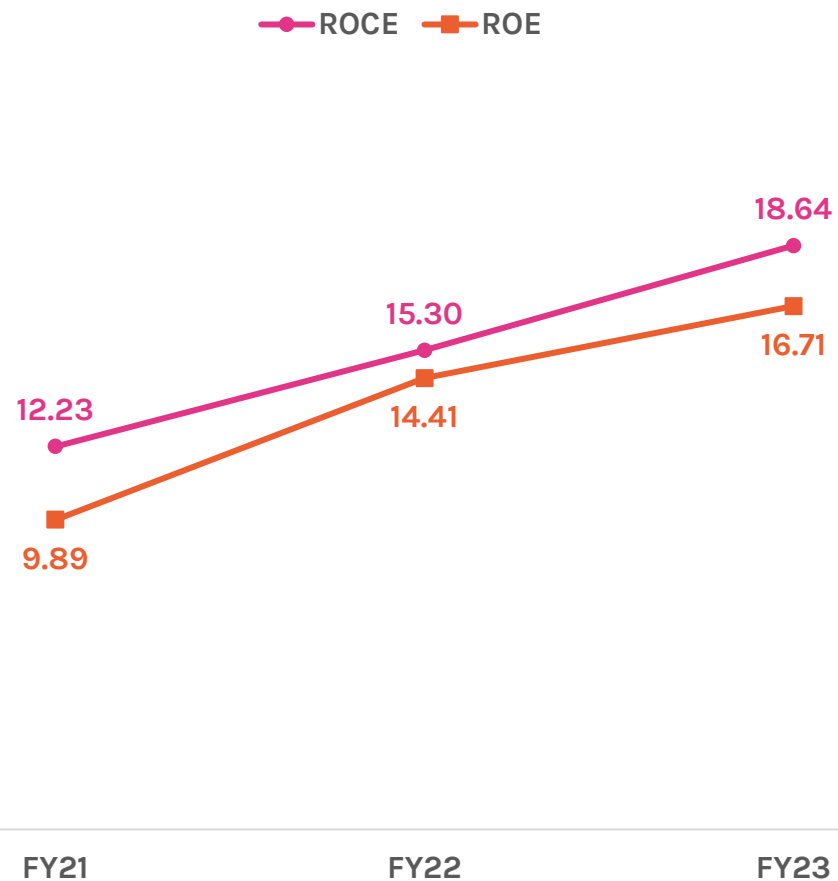


Including Other Comprehensive Income

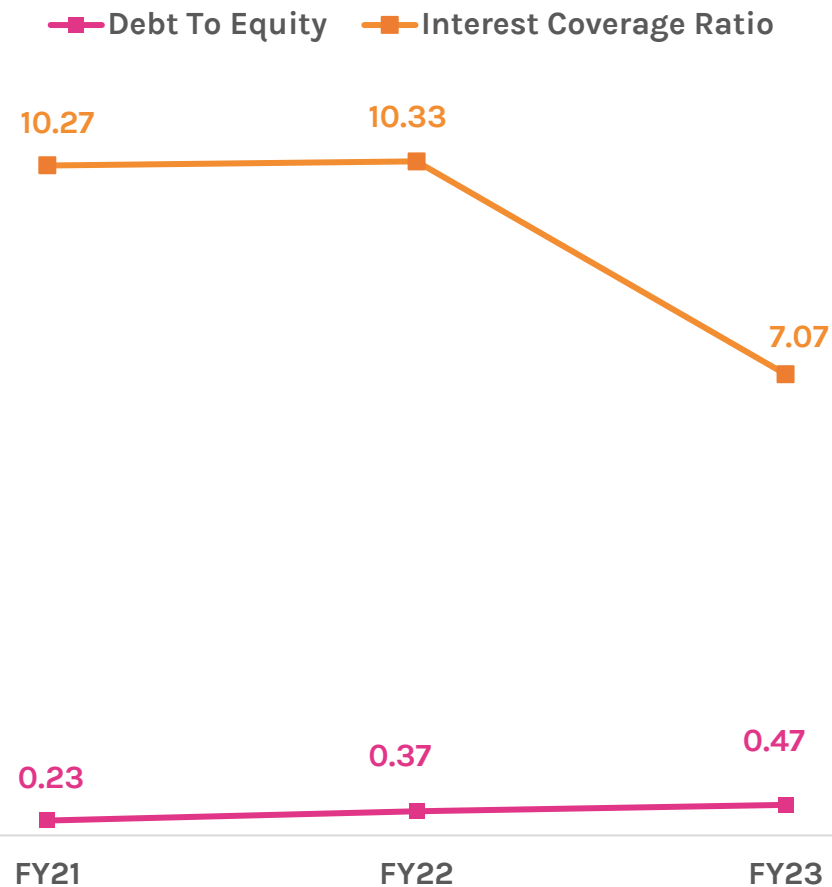
# KEY FINANCIAL HIGHLIGHTS



## IMPROVING RETURN RATIOS (In %)



## Leverage Ratios (In Times)





# KEY FINANCIAL HIGHLIGHTS



NSE: AVROIND BSE: 543512 | ISIN: INE652Z01017

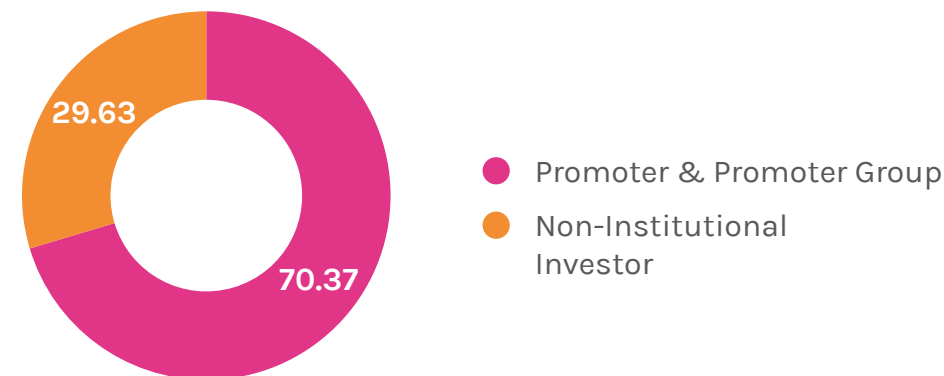
Source - NSE

As on 11-08-2023

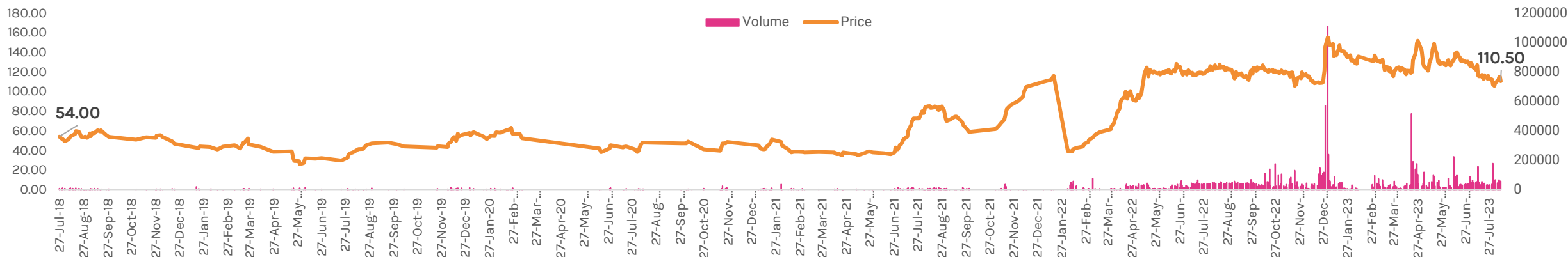
Share Price (₹)	110.50
Market Capitalization (₹ Cr)	111.47
No. of Shares Outstanding	1,00,87,400
Face Value (₹)	10
52-week High-Low (₹)	162.00 - 95.55

## Share Holding Pattern

As on 30-06-2023

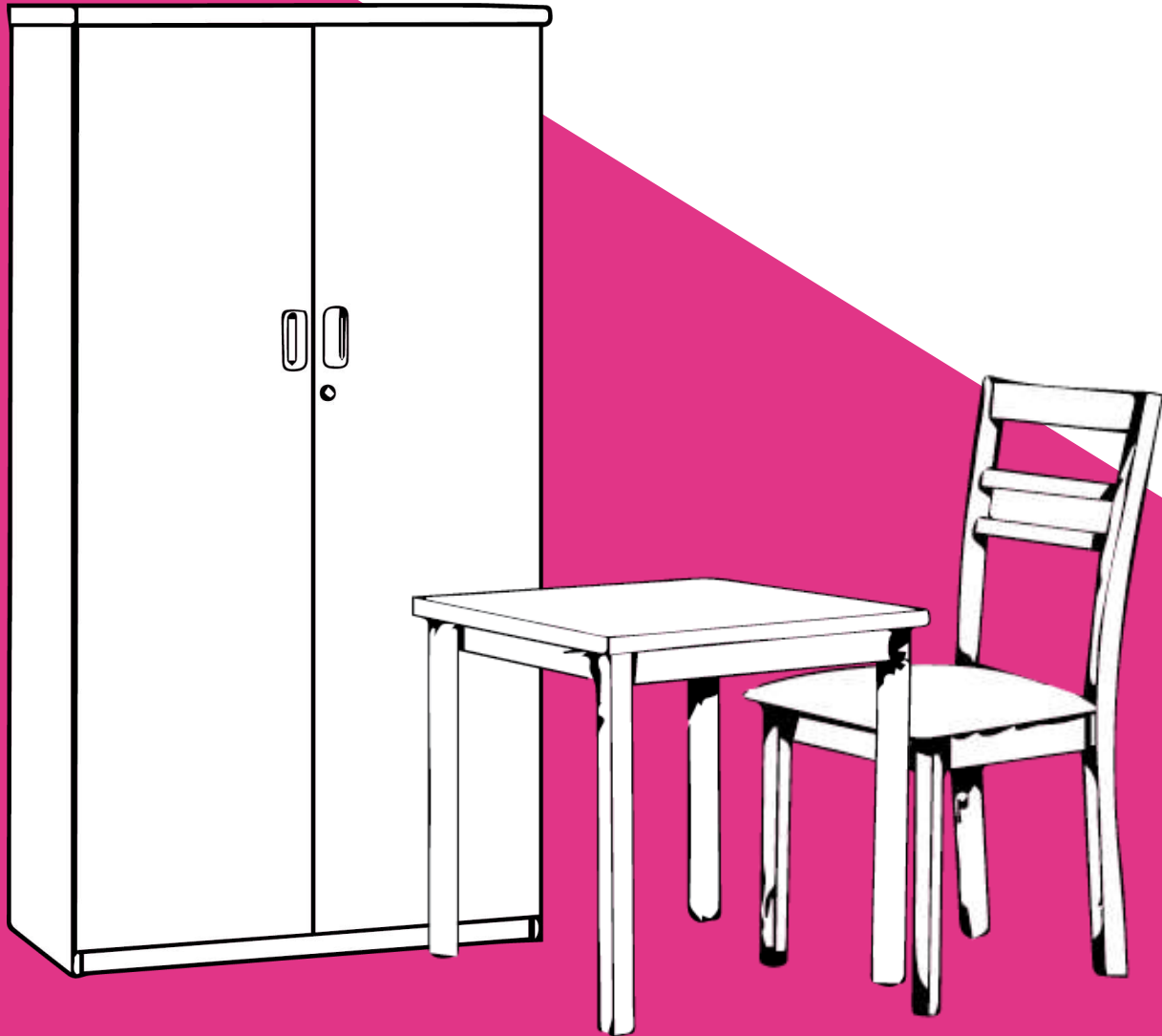


## Share Performance From 26 July 2018 To Till Date



Bonus Issue Of 21:10 On 4 February 2022

Source - NSE



# **BUSINESS OVERVIEW**



CHAIRS



TABLES



STOOLS



BABY CHAIRS



ALMIRAH

# BEST SELLING PRODUCTS



VIVA



MAGNA



NEXA



BABY DESK



PLATINUM



9927



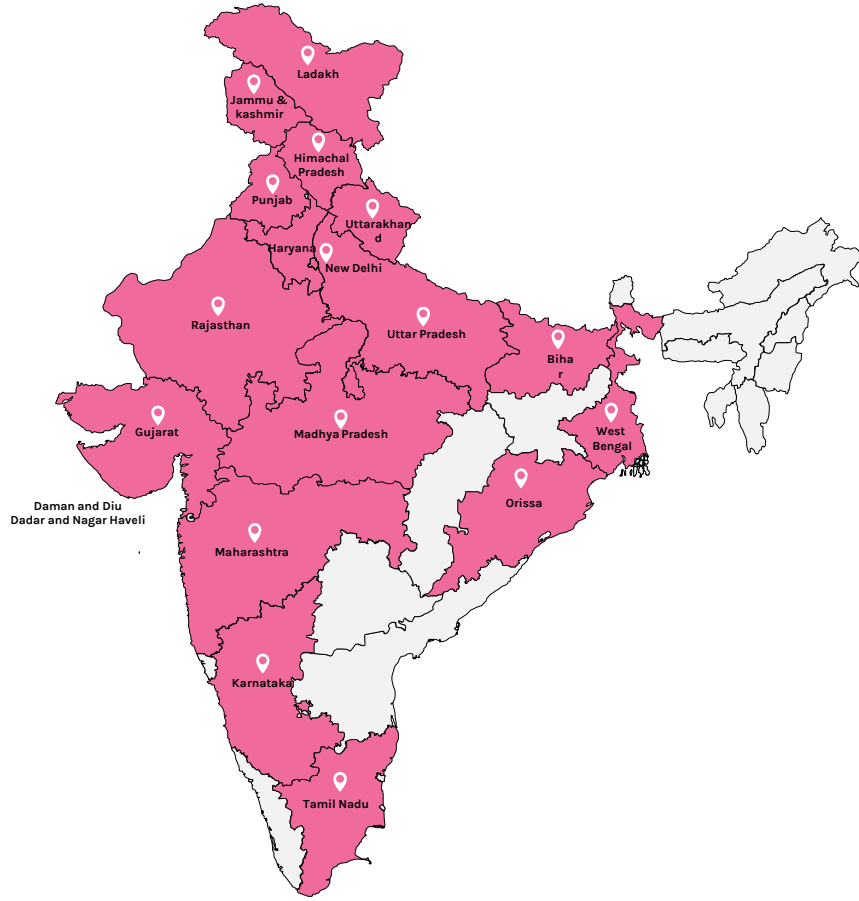
3195



# UNIQUE, ROBUST & REGISTERED DESIGNS



# STRONG OFFLINE PRESENCE



Available across  
20 States

200+  
Distributors

Present at more  
than 20,000  
Furniture Dealer

Catering to  
more than 60Cr  
population

## INSTITUTIONAL CUSTOMERS



WHY AVRO is  
CONSUMER'S Choice →

Large  
Product Range

Durable Quality

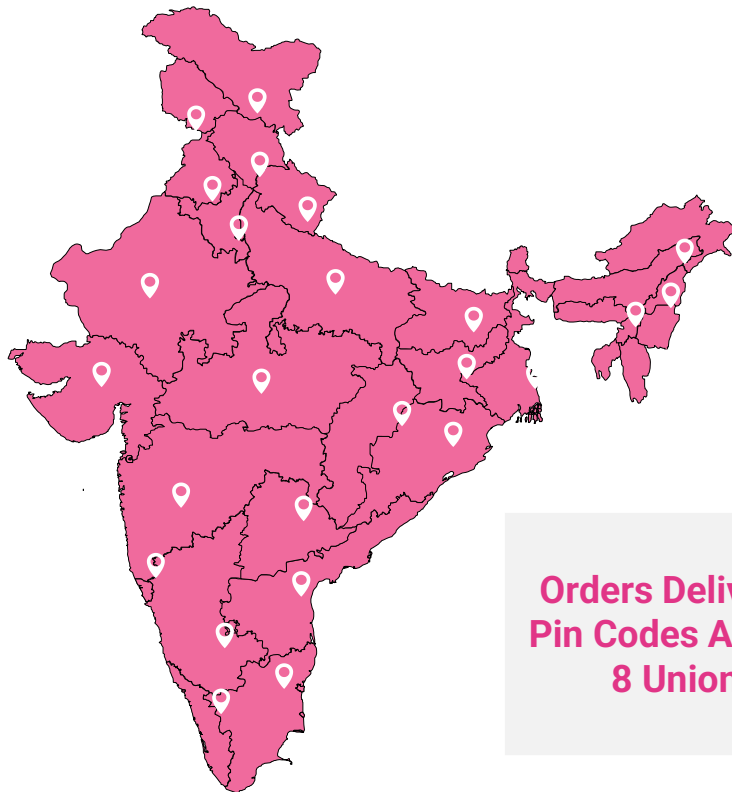
Reasonable Pricing  
Then Competitors

3 years guarantee  
On selected products

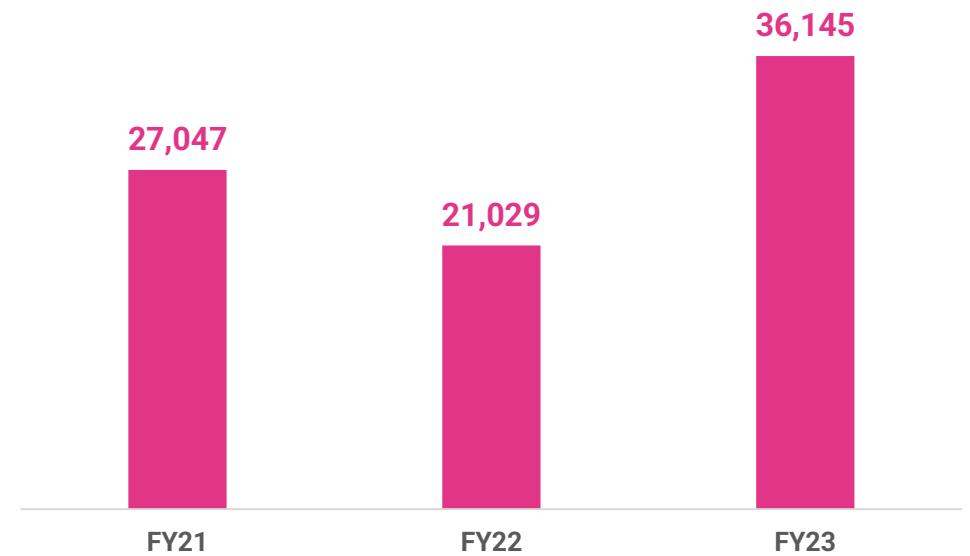
# STRONG ONLINE PRESENCE



## PAN INDIA ONLINE PRESENCE



## ONLINE ORDERS



# AMONG BEST SELLING BRANDS ONLINE



**Amazon Bestsellers**  
Our most popular products based on sales. Updated hourly.

**Bestsellers in Armchairs**

- #1 AVRO Plastic Chairs | Set of 2 | Matt and Glass Pattern | Plastic Chairs for Home, Living Room | Bearing Capacity up to 200Kg | Strong and...
- #2 AVRO Plastic Chairs | Set of 2 | Matt Pattern | Plastic Chairs for Home, Living Room | Bearing Capacity up to 200Kg | Strong and Sturdy...
- #3 9100 Plastic Chair for Home/Office Dining Room, Bedroom, Kitchen, Living Room, Bearing Capacity up to 200Kg (1)
- #4 AVRO FURNITURE 7756 Plastic Chair | Set of 2 | Matt and Glass Pattern | for Dining Room, Bedroom, Kitchen, Living Room | Bearing...

**Flipkart** plastic chairs

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

**Filters:** Categories: Furniture > Chairs > Living Room Chairs

**PRICE:** Min ₹3500+

**Products:**

- Nikamal Mytique Plastic Outdoor Chair, Set of 2, Pre-assembled. ₹2,113 (2,083) 12% off. Bank Offer
- AVRO furniture PLATINUM RATTAN CHAIR (Set Of 4 Chairs) ... ₹3,899 (4,499) 13% off. Bank Offer
- Avro Plastic Moulded Mitoque Keys Chair with Comfort... ₹2,925 (4,499) 35% off. Bank Offer
- MAHARAJA Safari Plastic Chair Set of 4 with Matt & Glass... ₹3,065 (4,499) 33% off. Bank Offer

**AVRO FURNITURE**

**OUR BEST SELLING PRODUCTS**

- Delta
- 2581
- 9100
- Vivo
- Smiley Chair

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

₹1,590 (₹1,999) 20% off

**Offers:**

- No Cost EMI: Avail No Cost EMI on select cards for orders above ₹5000. 1 offer.
- Bank Offer: Upto ₹75.50 discount on MLC Bank Credit Cards. 2 offers.
- Cashback: Set up to up to ₹2000 on card. Approval - 2%... 1 offer.

Style: Modern

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

₹3,899 (₹4,499) 12% 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 ₹1,550/month. Standard EMI also available. View Plans

Warranty: 3 years

Delivery: Usually delivered in 7 days

Color: [Image]

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

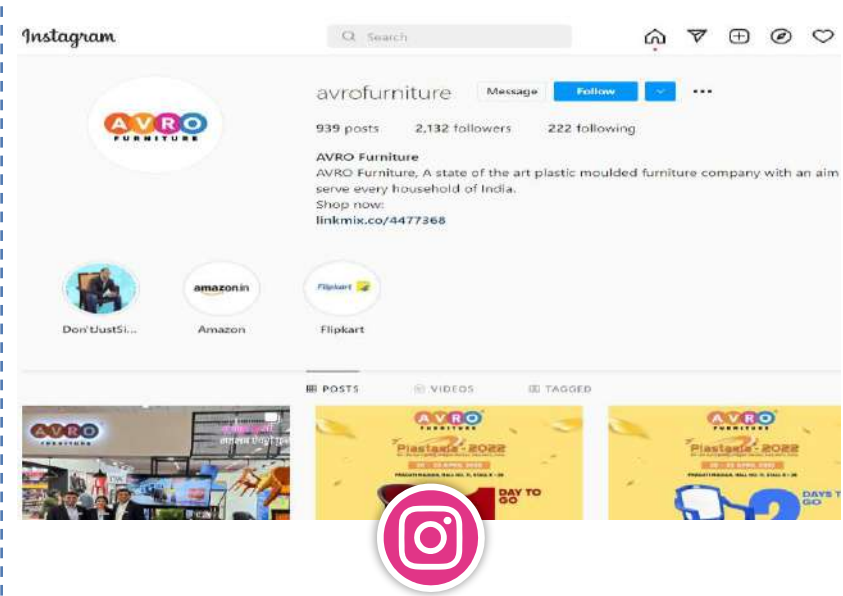
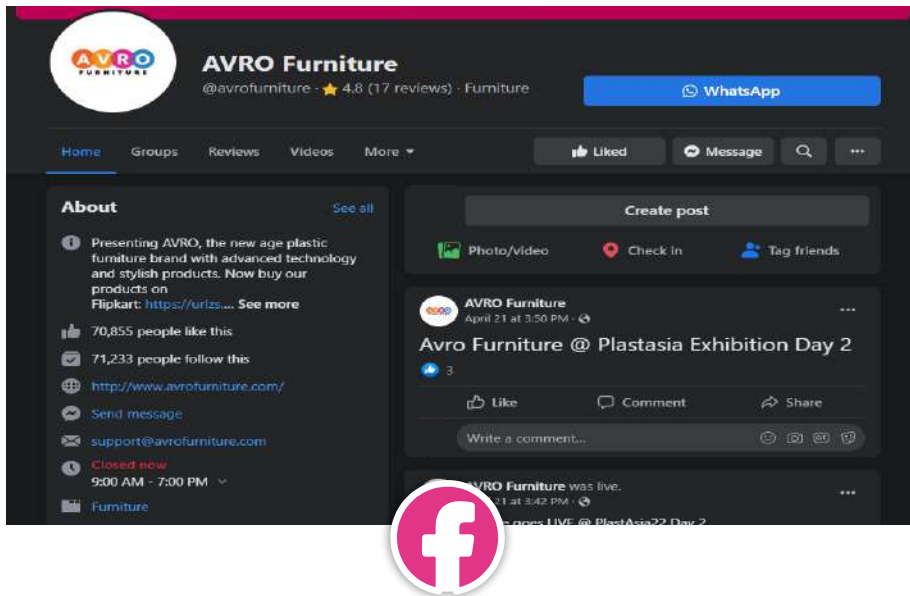


# MIX OF TRADITIONAL & NEW GEN MARKETING

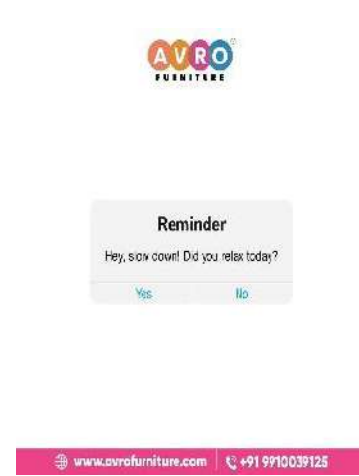




# STRONG SOCIAL MEDIA MARKETING FOR BRAND RECALL



## ONLINE MARKETING CAMPAIGNS & CONTEST



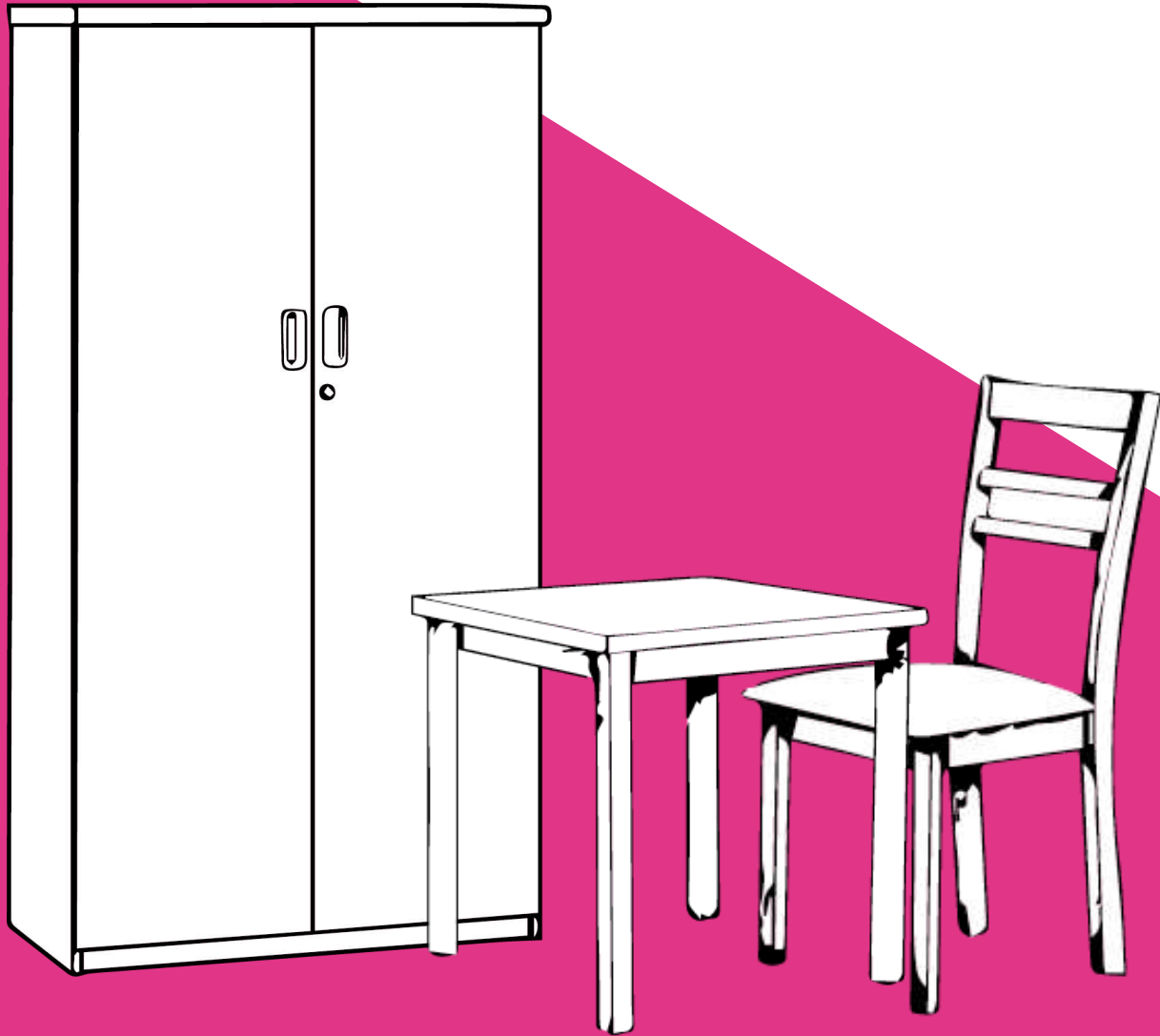
# YOUTUBE VIDEOS FOR PRODUCT DEMOS & ASSEMBLY



The screenshot shows the AVRO Furniture YouTube channel page. At the top, there is a search bar and navigation icons. Below that is a featured video thumbnail showing a dining table set. The channel name 'AVRO FURNITURE' is displayed with 893 subscribers and a 'SUBSCRIBE' button. A navigation menu includes 'HOME', 'VIDEOS', 'PLAYLISTS', 'COMMUNITY', 'CHANNELS', and 'ABOUT'. Under the 'Uploads' section, several video thumbnails are visible, including 'AVRO Corporate Film 2022', 'AVRO Furniture - New Launch - Oscar Table', 'VIVA Table Assembly Video', 'Nexa Table Assembly Video', and 'Maxima Table Assembly Video'. A 'Shorts' section is also present at the bottom.



The screenshot shows a YouTube video player for the 'Delta Dining 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 for 'Like' (5), 'Dislike', 'Share', 'Download', 'Save', and 'Comments' (1). A 'SUBSCRIBE' button is also visible. The right sidebar shows a playlist of assembly videos for AVRO Furniture products, including 'Delta Multipurpose Table Assembly Video', 'Magna Table Assembly Video', and 'Maxima Table Assembly Video'. Other recommended videos are 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.

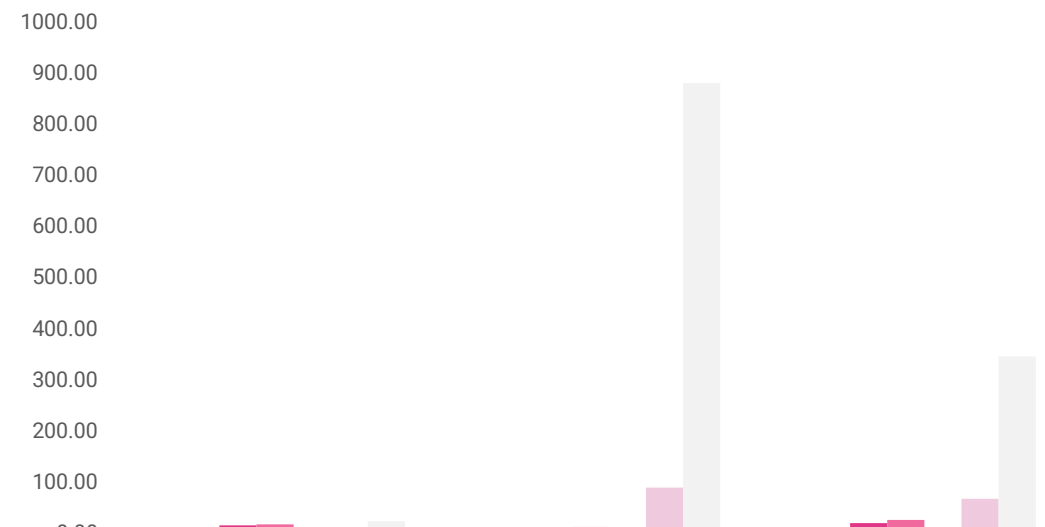
Increasing demand for low-cost, lightweight, and durable plastic furniture in various end-use sectors is driving end-users to adopt plastic furniture instead of traditional, wooden or metal furniture.

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
■ EBITDA Margin	10.46	10.09	13.04
■ PAT Margin	5.04	4.28	9.40
■ ROE%	16.71	10.65	20.99
■ ROCE%	18.64	13.26	26.83
■ Debt To Equity (X)	0.47	0.27	0.01
■ EPS ₹	4.12	90.00	68.12
■ Book Value ₹	24.62	881.00	347.00

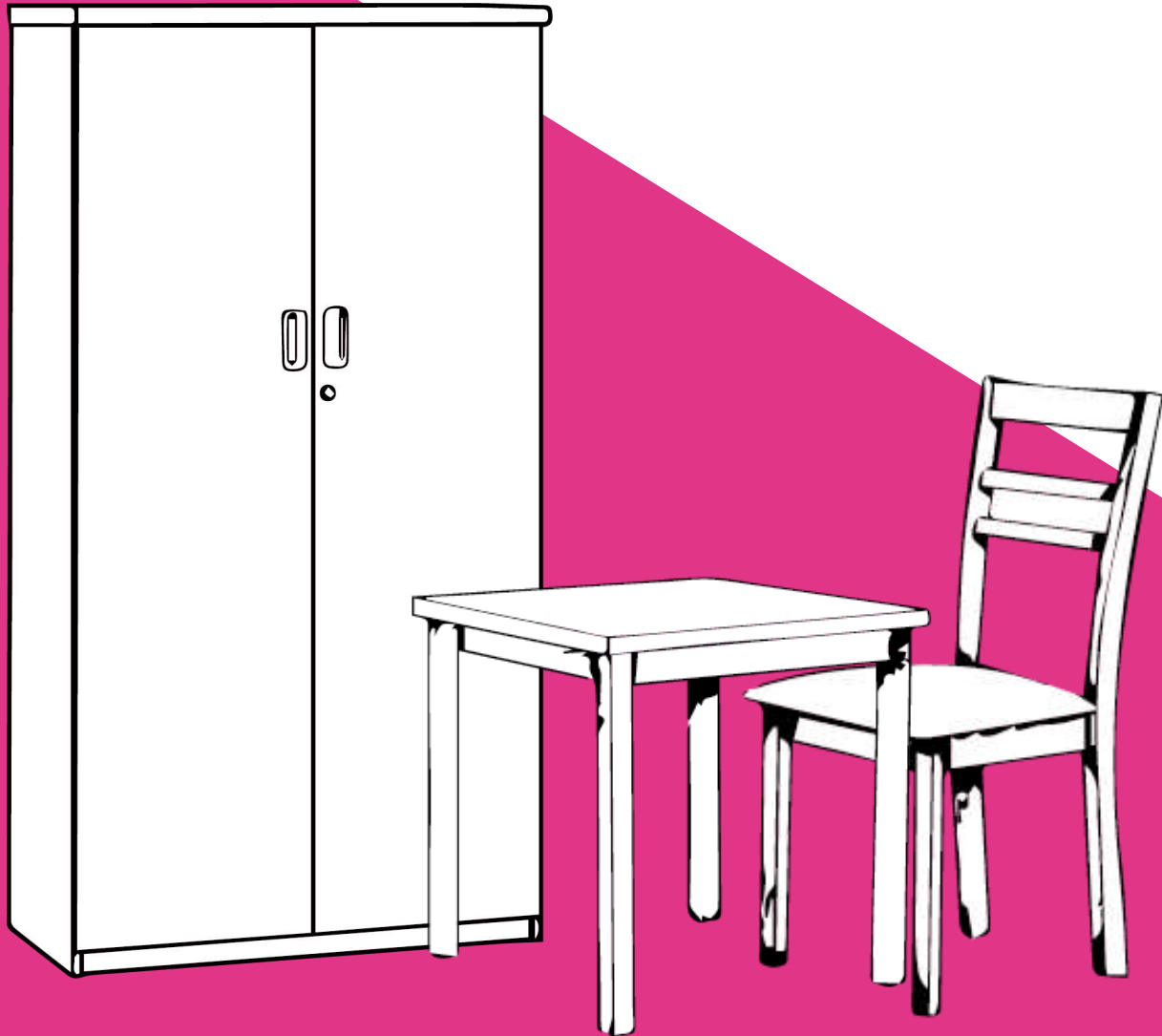
Total Income ₹ Cr

82.34

3141.90

9283.35

Data for FY23

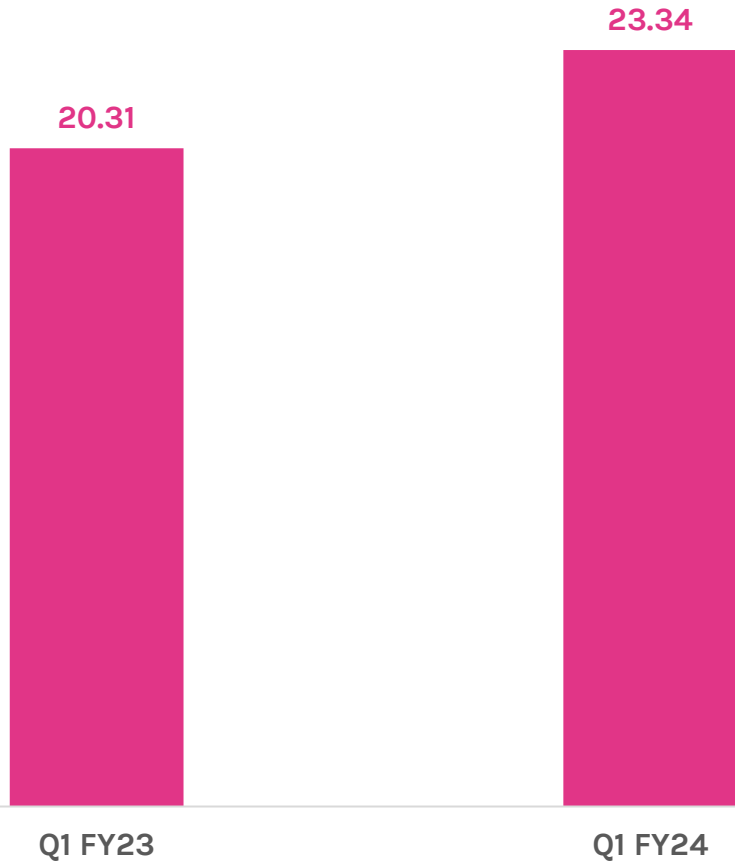


# FINANCIAL OVERVIEW

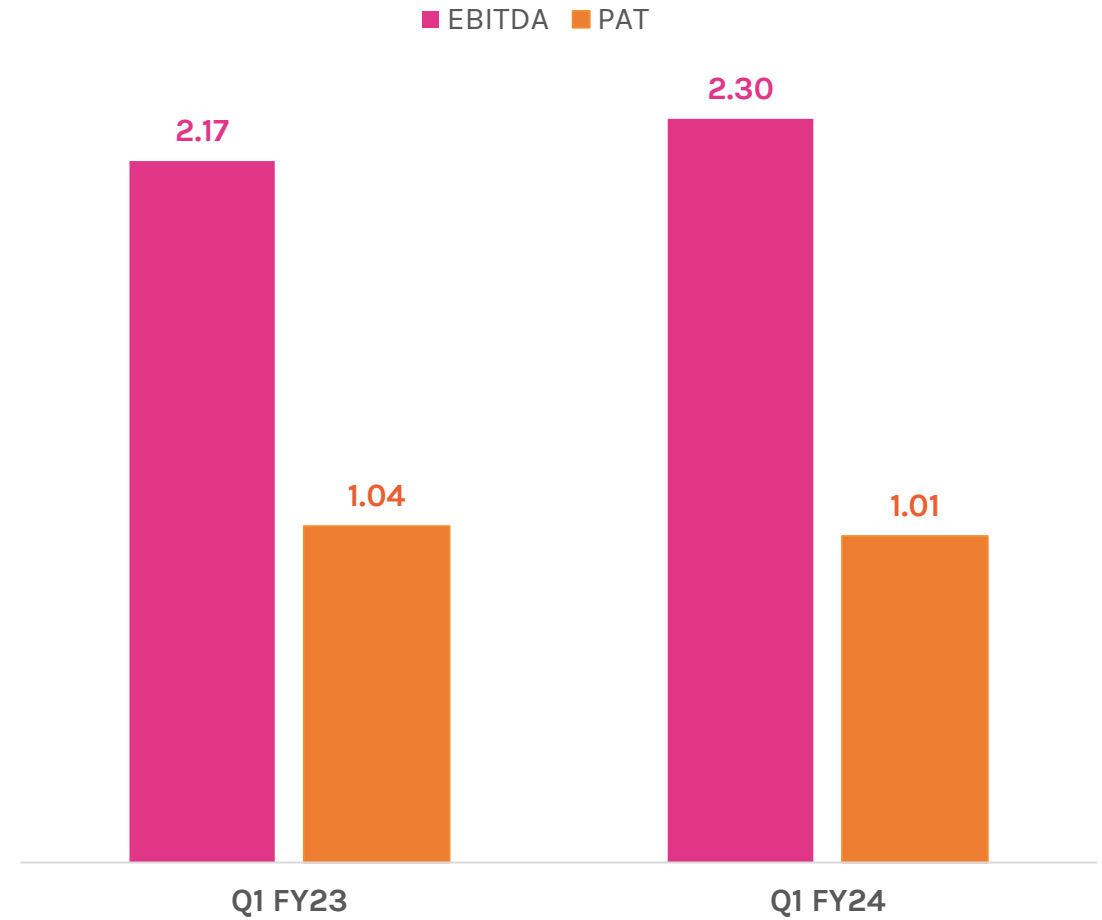


# QUARTERLY PERFORMANCE HIGHLIGHTS

## TOTAL INCOME (In ₹ Cr)



## EBITDA & PAT (In ₹ Cr)



# Q1 FY24 RESULTS HIGHLIGHT



In ₹ Cr

Particulars	Q1 FY24	Q1 FY23	Y-O-Y %	FY23	FY22	Y-O-Y%
Net Sales	22.71	20.25		80.01	64.74	
Other Income	0.63	0.07		2.33	0.46	
<b>Total Income</b>	<b>23.34</b>	<b>20.31</b>	<b>14.91%</b>	<b>82.34</b>	<b>65.20</b>	<b>26.29%</b>
<b>Expenses</b>						
Raw Material costs	17.80	15.70		61.53	47.75	
Employee Benefit Expenses	0.38	0.28		1.37	1.27	
Other Expenses	2.85	2.15		10.83	10.56	
<b>Total Expenditure</b>	<b>21.04</b>	<b>18.14</b>		<b>73.73</b>	<b>59.58</b>	
<b>EBIDTA</b>	<b>2.30</b>	<b>2.17</b>	<b>5.99%</b>	<b>8.61</b>	<b>5.62</b>	<b>53.20%</b>
<b>EBIDTA(%)</b>	<b>9.85</b>	<b>10.68</b>		<b>10.46</b>	<b>8.62</b>	
Interest	0.30	0.19		0.96	0.42	
Depreciation	0.53	0.40		1.82	1.28	
<b>PBT</b>	<b>1.47</b>	<b>1.58</b>		<b>5.83</b>	<b>3.92</b>	
TAX Expense (Including Deferred Tax)	0.46	0.54		1.68	0.95	
Other comprehensive income	0.00	0.00		<b>0.00</b>	<b>0.02</b>	
<b>Net Profit</b>	<b>1.02</b>	<b>1.05</b>	<b>-2.86%</b>	<b>4.15</b>	<b>2.99</b>	<b>38.80%</b>
<b>NPM(%)</b>	<b>4.37</b>	<b>5.17</b>		<b>5.04</b>	<b>4.56</b>	

# PROFIT & LOSS STATEMENT



In ₹ Cr

Particulars	FY21	FY22	FY23
Net Sales	53.27	64.74	80.01
Other Income	0.30	0.46	2.33
<b>Total Income</b>	<b>53.57</b>	<b>65.20</b>	<b>82.34</b>
<b>Expenses</b>			
Raw Material costs	43.46	47.75	61.53
Employee Benefit Expenses	1.33	1.27	1.37
Other Expenses	4.67	10.56	10.83
<b>Total Expenditure</b>	<b>49.46</b>	<b>59.58</b>	<b>73.73</b>
<b>EBIDTA</b>	<b>4.11</b>	<b>5.62</b>	<b>8.61</b>
Interest	7.67	0.42	0.96
Depreciation	1.44	1.28	1.82
<b>PBT</b>	<b>2.41</b>	<b>3.92</b>	<b>5.83</b>
TAX Expense (Including Deferred Tax)	0.66	0.95	1.68
<b>PAT</b>	<b>1.75</b>	<b>2.97</b>	<b>4.15</b>
<b>Other Comprehensive Income</b>	<b>-0.01</b>	<b>0.02</b>	<b>0.00</b>
<b>Reported Net Profit</b>	<b>1.74</b>	<b>2.99</b>	<b>4.15</b>

FY21 it is as per INDAS

AVRO INDIA LIMITED

# BALANCE SHEET



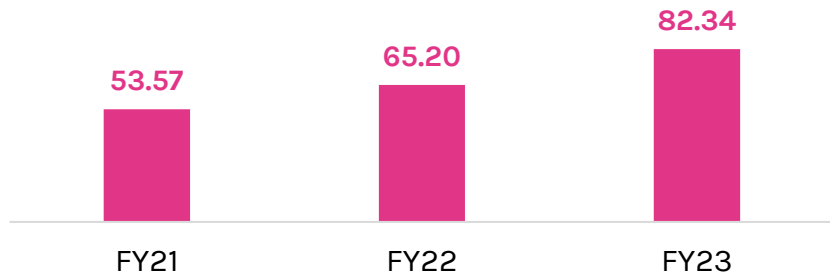
In ₹ Cr

Equities & Liabilities	FY21	FY22	FY23
Equity	3.25	10.09	10.09
Reserves	14.44	10.60	14.75
<b>Total Equity</b>	<b>17.69</b>	<b>20.69</b>	<b>24.84</b>
Non Current Liabilities			
Long Term Borrowing	0.50	1.17	2.83
Deferred Tax Liabilities	0.00	0.00	0.04
Other Long Term Liabilities	0.00	0.00	0.00
Long Term Provision	0.08	0.08	0.08
<b>Total Non Current Liabilities</b>	<b>0.58</b>	<b>1.25</b>	<b>2.95</b>
Current Liabilities			
Short Term Borrowings	3.65	6.51	8.75
Trade Payables	2.34	7.91	3.68
Other Current Financial Liabilities	0.17	0.13	0.15
Other Current Liabilities	0.45	0.82	0.61
Short Term Provision	0.01	0.01	0.01
<b>Total Current Liabilities</b>	<b>6.62</b>	<b>15.38</b>	<b>13.20</b>
<b>Total Liabilities</b>	<b>24.89</b>	<b>37.31</b>	<b>40.99</b>

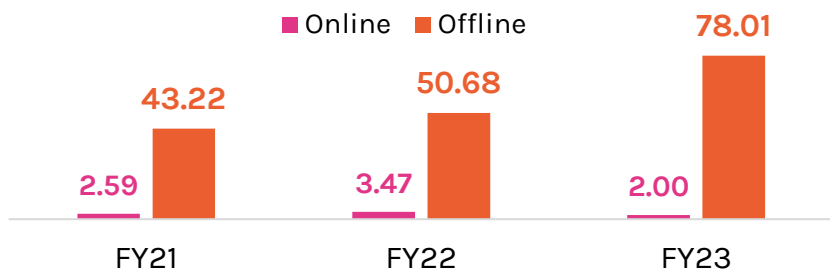
Assets	FY21	FY22	FY23
<b>Non Current Assets</b>			
Fixed assets	10.18	12.15	15.06
Non-current investments	0.00	0.00	0.00
Other Non-Current Financial Assets	0.00	0.00	0.00
Other non-current assets	0.28	0.28	0.28
<b>Total Non Current Assets</b>	<b>10.46</b>	<b>12.43</b>	<b>15.34</b>
Current Assets			
Inventories	1.69	5.05	6.41
Trade receivables	10.78	18.64	16.64
Cash & Bank Balance	0.39	0.45	0.54
Other Current Financial Assets	1.37	0.49	1.73
Current Tax Assets (Net)	0.07	0.00	0.00
Other current assets	0.13	0.25	0.32
<b>Total Current Assets</b>	<b>14.43</b>	<b>24.88</b>	<b>25.65</b>
<b>Total Assets</b>	<b>24.89</b>	<b>37.31</b>	<b>40.99</b>

# REVENUE ANALYSIS

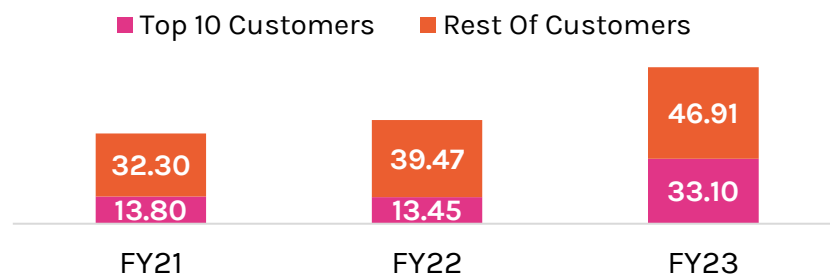
TOTAL INCOME (In ₹ CR)



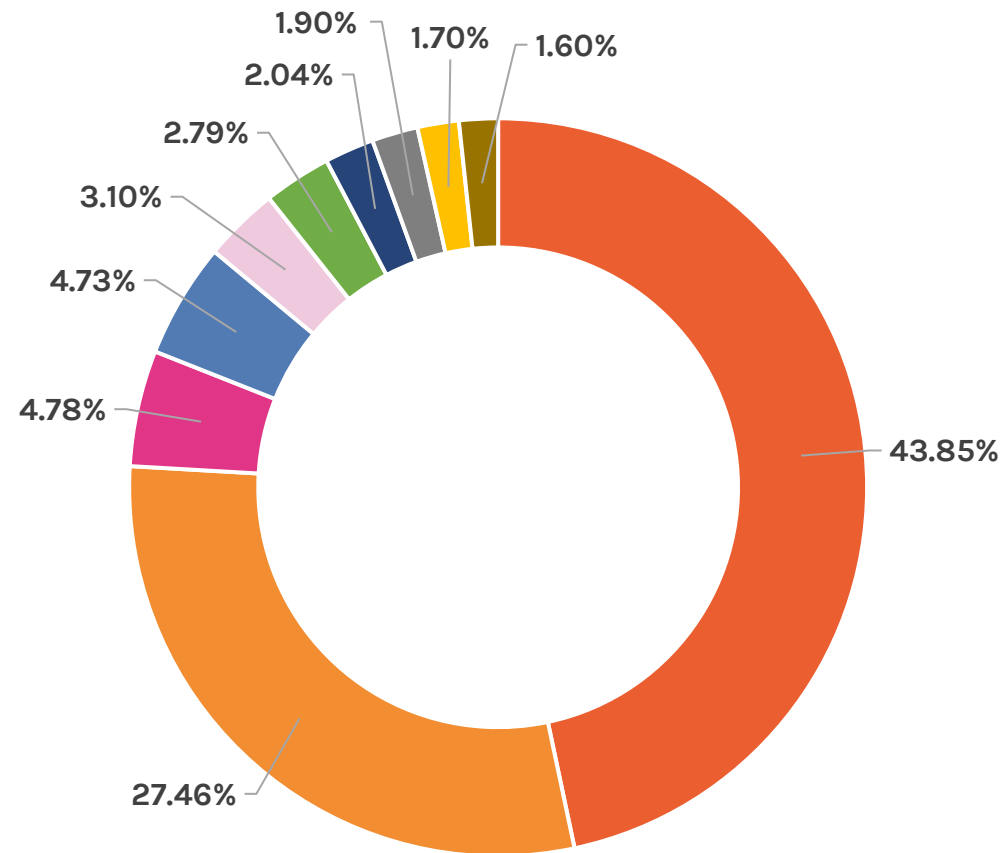
REVENUE (In ₹ CR)



REVENUE BREAKUP (In ₹ CR)



TOP 10 REGION WISE REVENUE FY23 (In %)



- Uttar Pradesh
- Delhi
- Rajasthan
- Haryana
- Madhya Pradesh
- Uttarakhand
- Punjab
- Gujarat
- Jharkhand
- Maharashtra



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# Thank You

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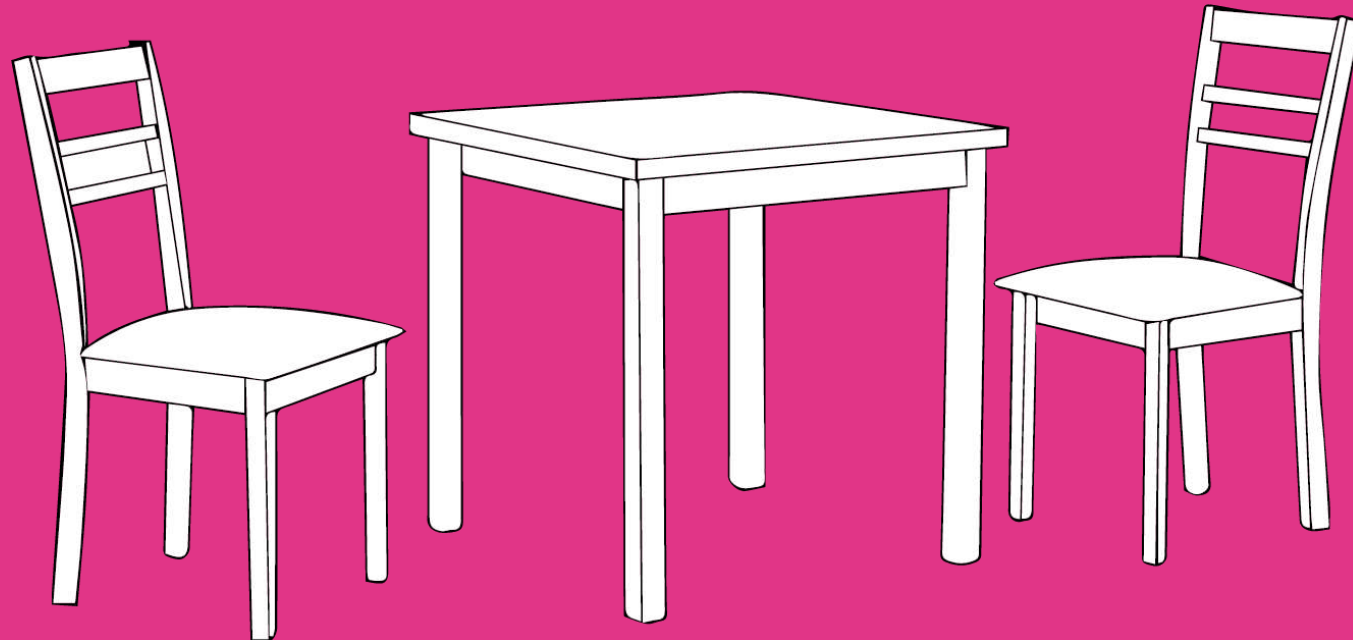
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