

Date: August 13, 2023

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

Sub: Investor Presentation for financial results of Quarter ended 30th 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 30th 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

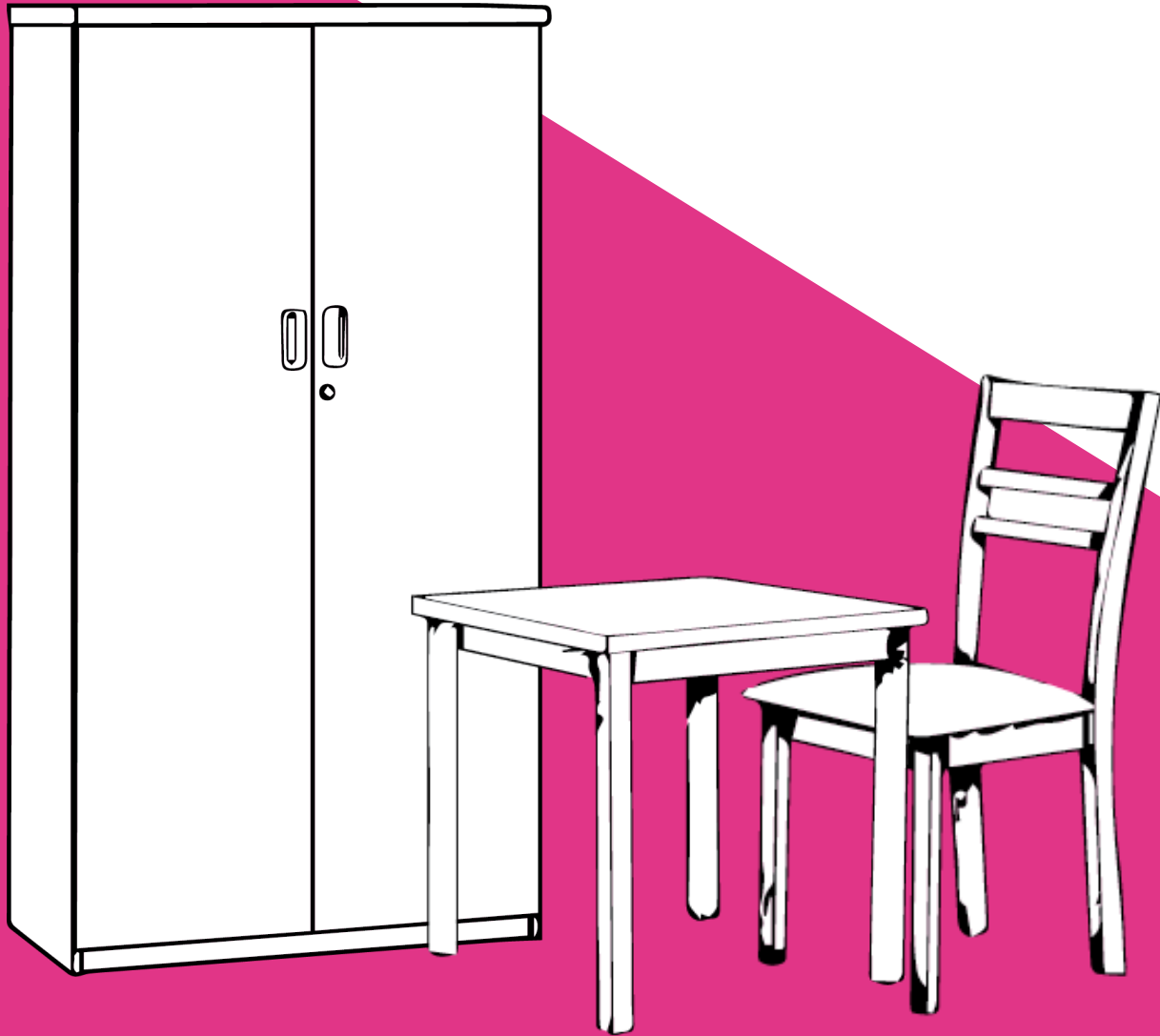




AVRO[®]
FURNITURE

AVRO INDIA LTD.

Investor Presentation
Q1 FY24



COMPANY OVERVIEW

AVRO @ A GLANCE

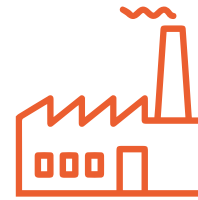


Incorporated in 1996 and established manufacturing facilities in 2002, AVRO INDIA LIMITED is engaged into manufacturing of high-quality Plastic moulded Furniture. The company is based out of Ghaziabad, Uttar Pradesh.

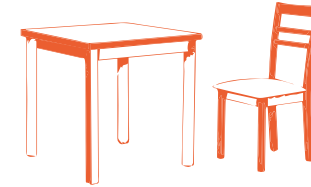
The company sells its products under brand names AVRO & AVON on PAN India basis through Online & Offline mode. The company is having one of the largest product range in the industry and AVRO is the first company in India which provides 3-year guarantee on selected product range



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.

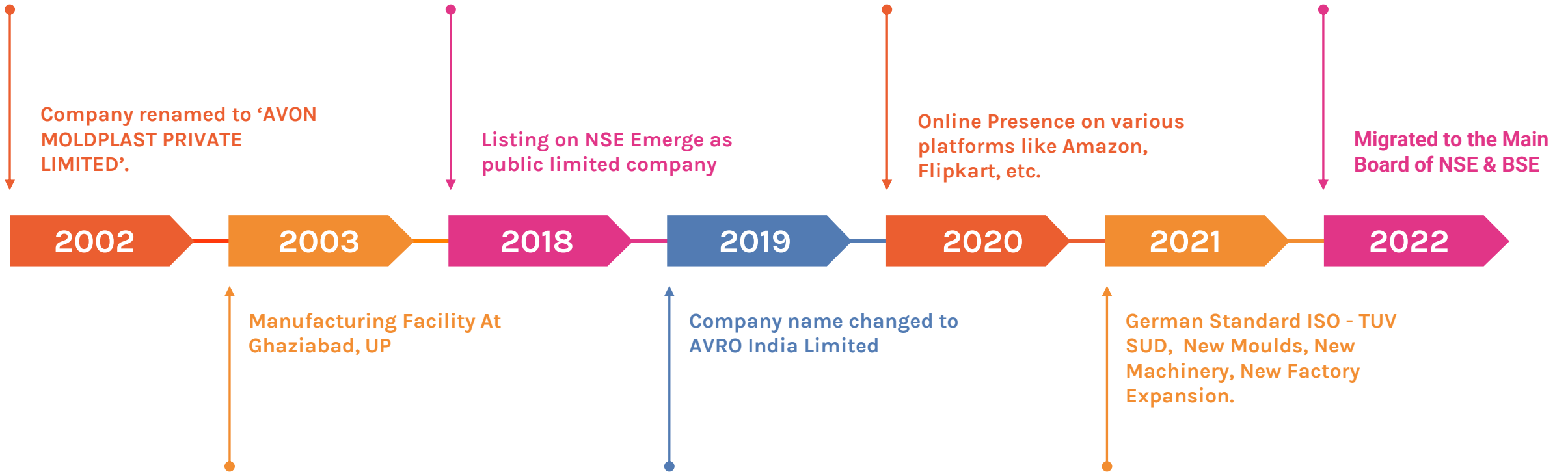
Our Goal is to:

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



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



AWARDS & RECOGNITION



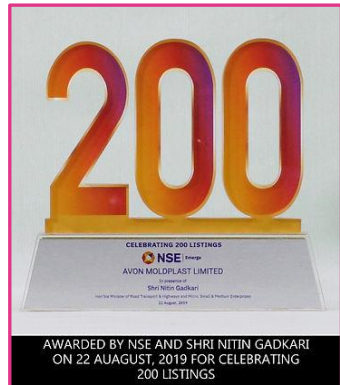
INDIA'S GREATEST LEADERS
2017-18 AWARD
BY ASIA ONE



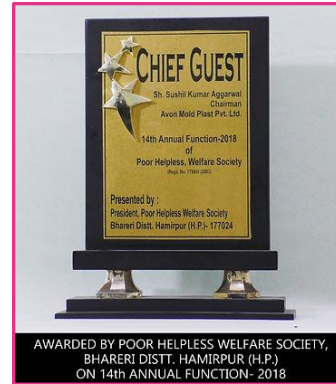
AWARDED BY NSE EMERGE JULY 26, 2018



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



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



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



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



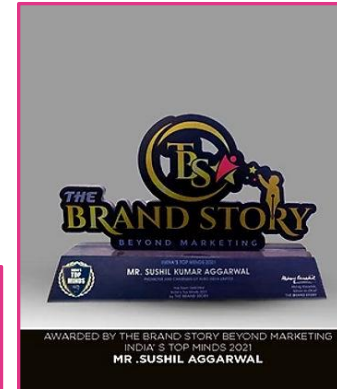
BRAND EXCELLENCE AWARD IN BEST
EMERGING BRAND BY ABP NEWS and
BE ON 21st NOVEMBER, 2019



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



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



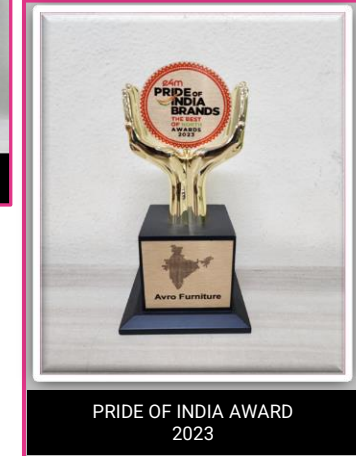
AWARDED BY THE BRAND STORY BEYOND MARKETING
INDIA'S TOP MINDS 2021
MR. SUSHIL AGGARWAL



AWARDED BY ALL INDIA PLASTIC MOULDED
FURNITURE MANUFACTURES ASSOCIATION



ALTINA ENTREPRENEURS EXCELLENCE AWARD
2018

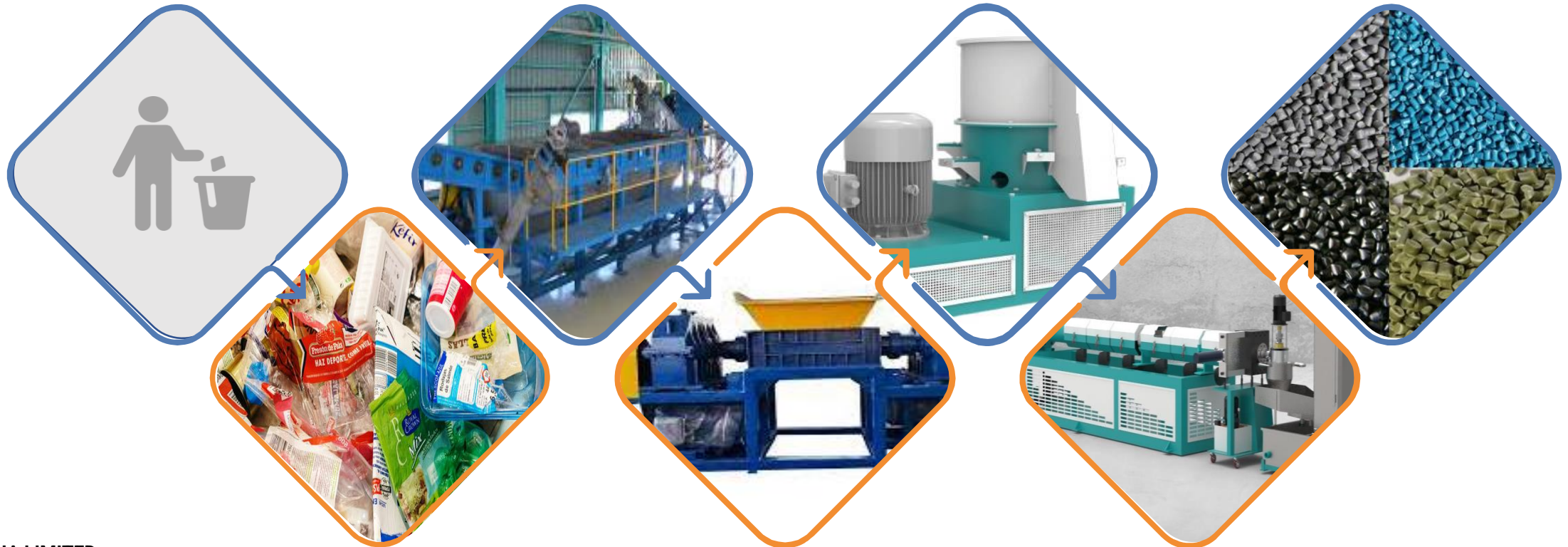


PRIDE OF INDIA AWARD
2023

TURNING WASTE INTO WEALTH

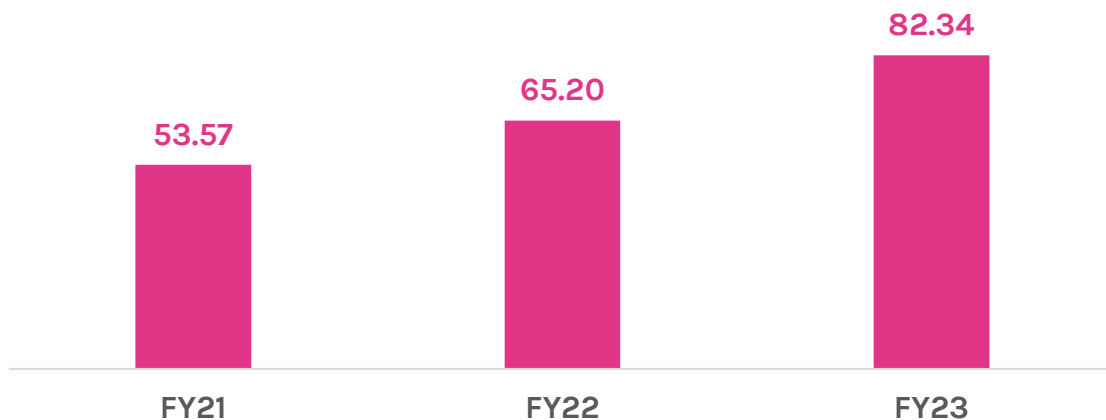


- Environment, Social and Financial Sustainability are at the core values of **Avro's** business.
- **Avro** is committed to keep on investing in sustainability metrics on all fronts because of unwavering commitments of Quality, Reliability and Sustainability.
- AVRO is going to be pioneer in Circular 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.

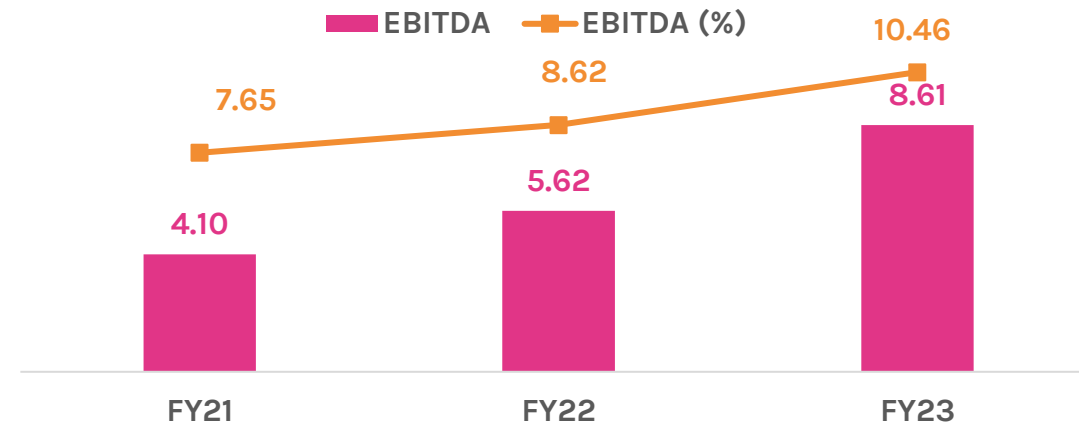


KEY FINANCIAL HIGHLIGHTS

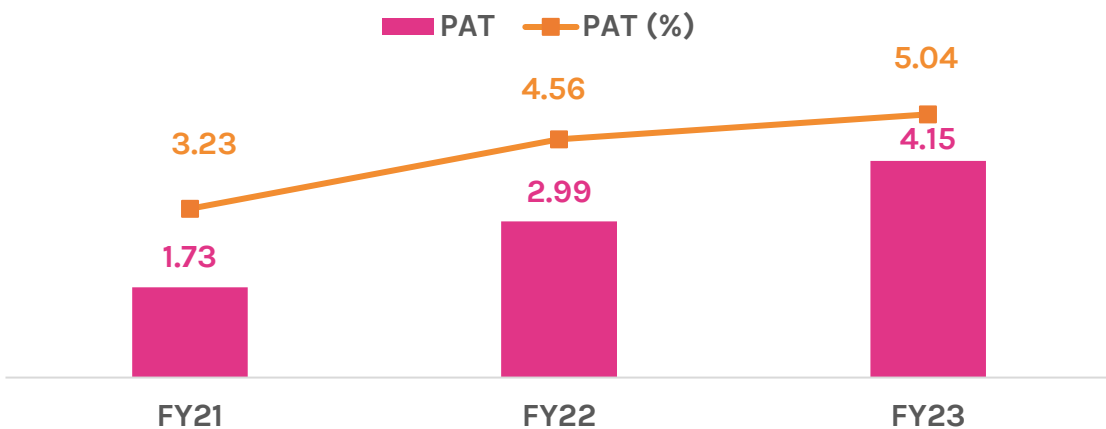
TOTAL INCOME (In ₹ Cr)



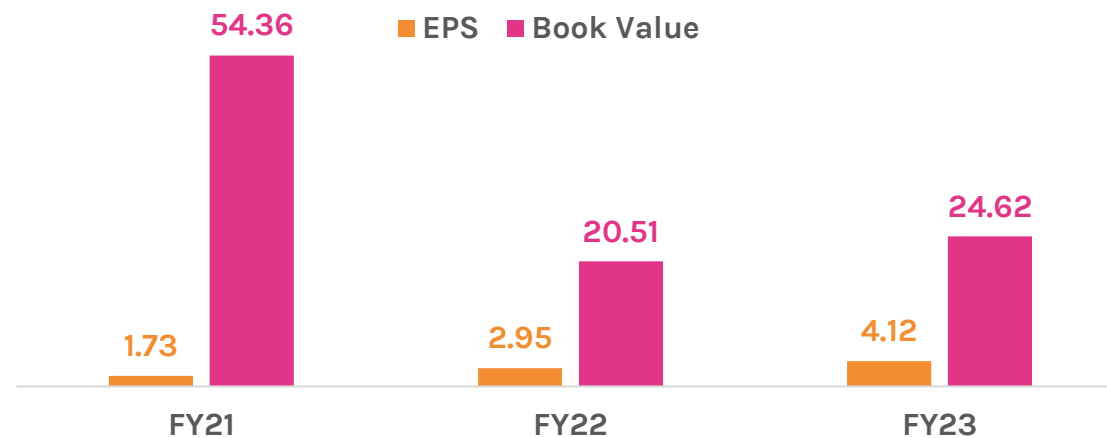
EBITDA (In ₹ Cr) & EBITDA MARGIN



PAT (In ₹ Cr) & PAT MARGIN



PER SHARE MATRIX (In ₹)

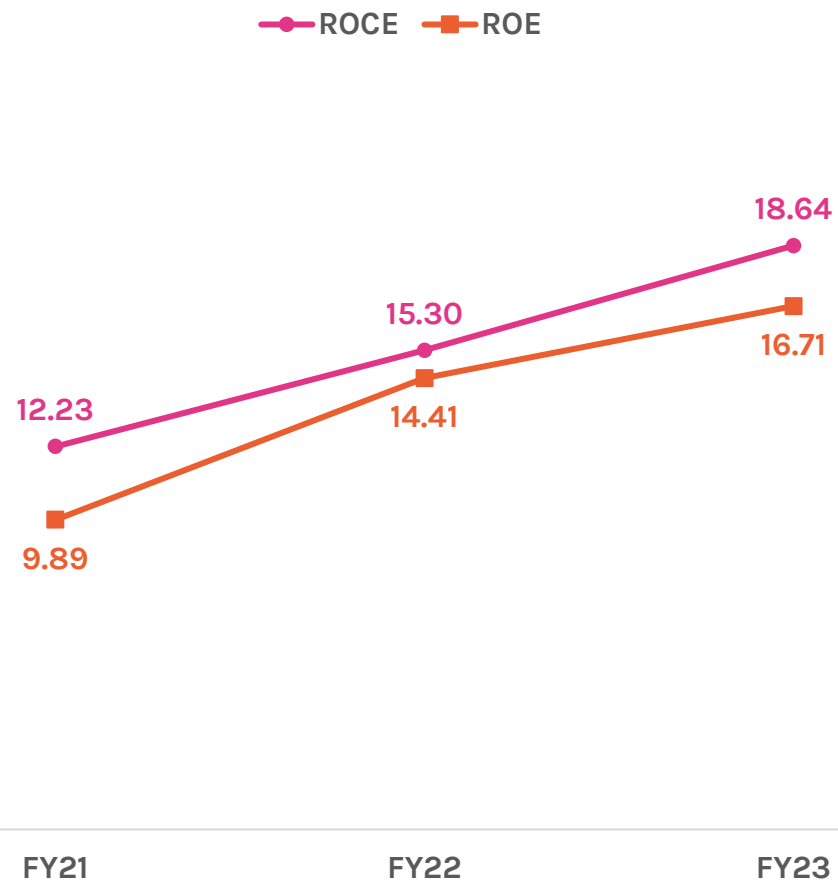


Including Other Comprehensive Income

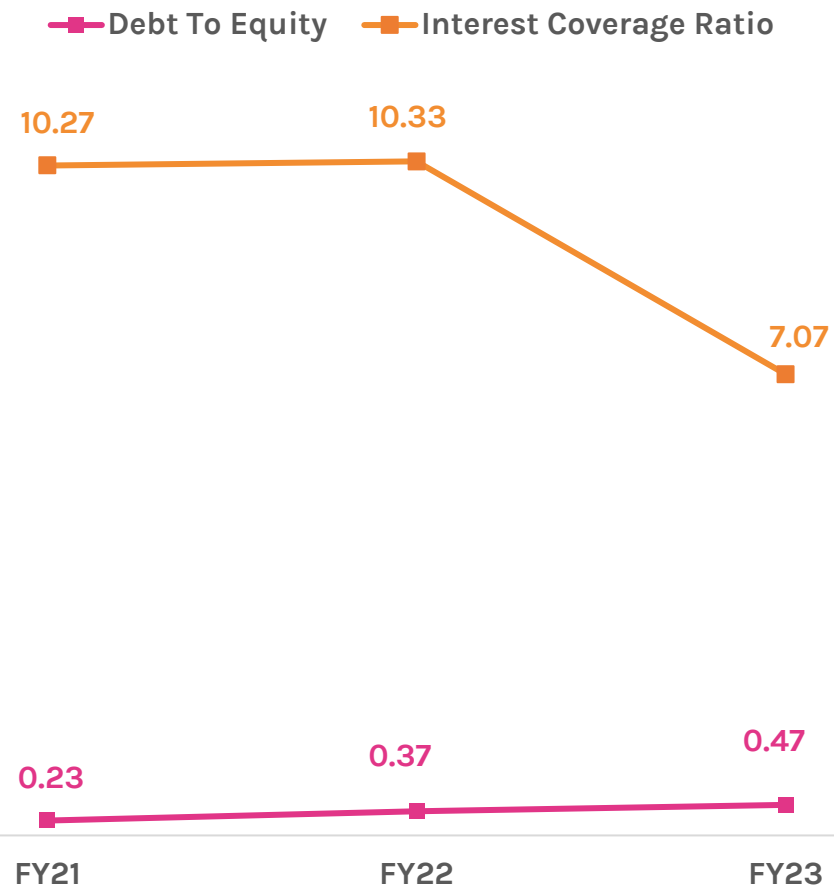
KEY FINANCIAL HIGHLIGHTS



IMPROVING RETURN RATIOS (In %)



Leverage Ratios (In Times)



KEY FINANCIAL HIGHLIGHTS



NSE: AVROIND BSE: 543512 | ISIN: INE652Z01017

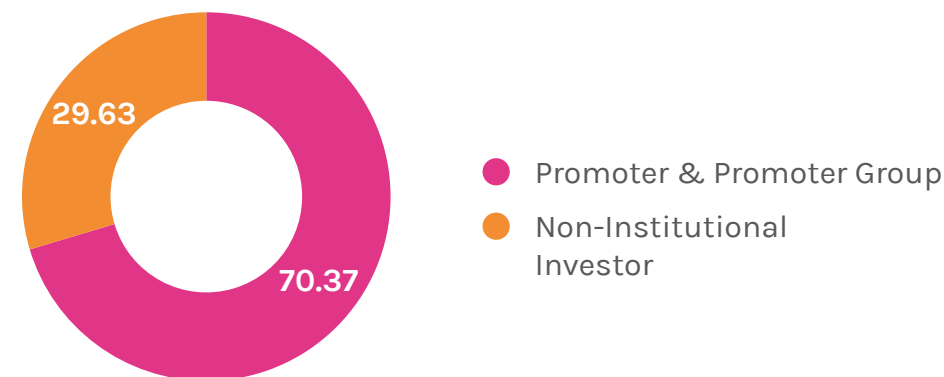
Source - NSE

As on 11-08-2023

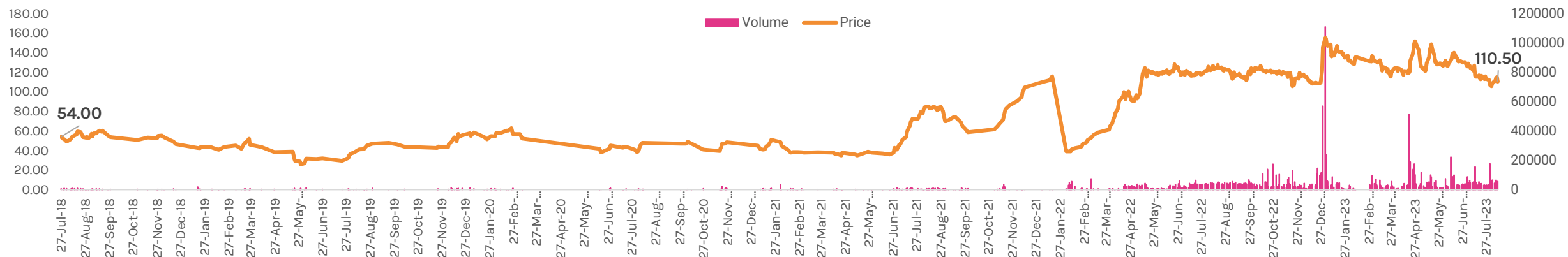
Share Price (₹)	110.50
Market Capitalization (₹ Cr)	111.47
No. of Shares Outstanding	1,00,87,400
Face Value (₹)	10
52-week High-Low (₹)	162.00 - 95.55

Share Holding Pattern

As on 30-06-2023

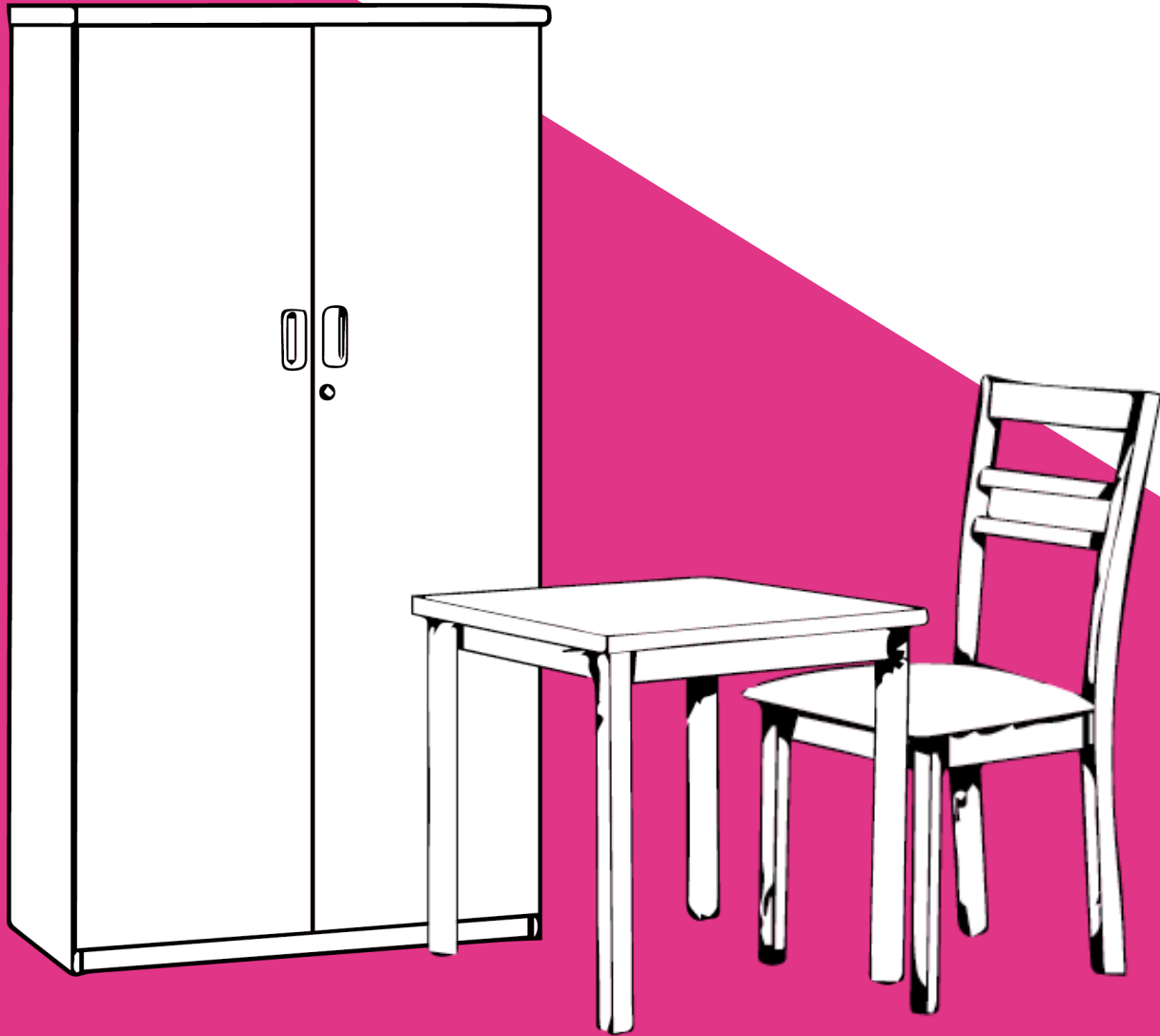


Share Performance From 26 July 2018 To Till Date



Bonus Issue Of 21:10 On 4 February 2022

Source - NSE



BUSINESS OVERVIEW



CHAIRS



TABLES



ALMIRAH



STOOLS



BABY CHAIRS

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

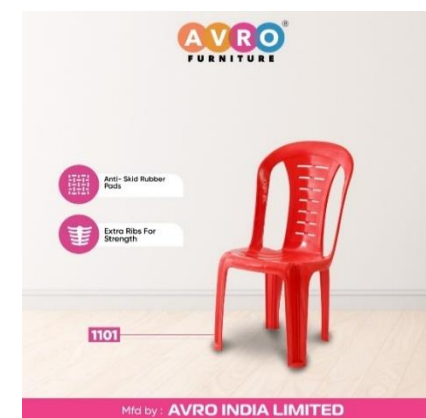
Mfd by: AVRO INDIA LIMITED



AVRO[®]
FURNITURE

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

Mfd by: AVRO INDIA LIMITED



AVRO[®]
FURNITURE

1101

- Anti-Skid Rubber Feet
- Extra Ribs For Strength

Mfd by: AVRO INDIA LIMITED



AVRO[®]
FURNITURE

STEP STOOL
IN GLOSS FINISH

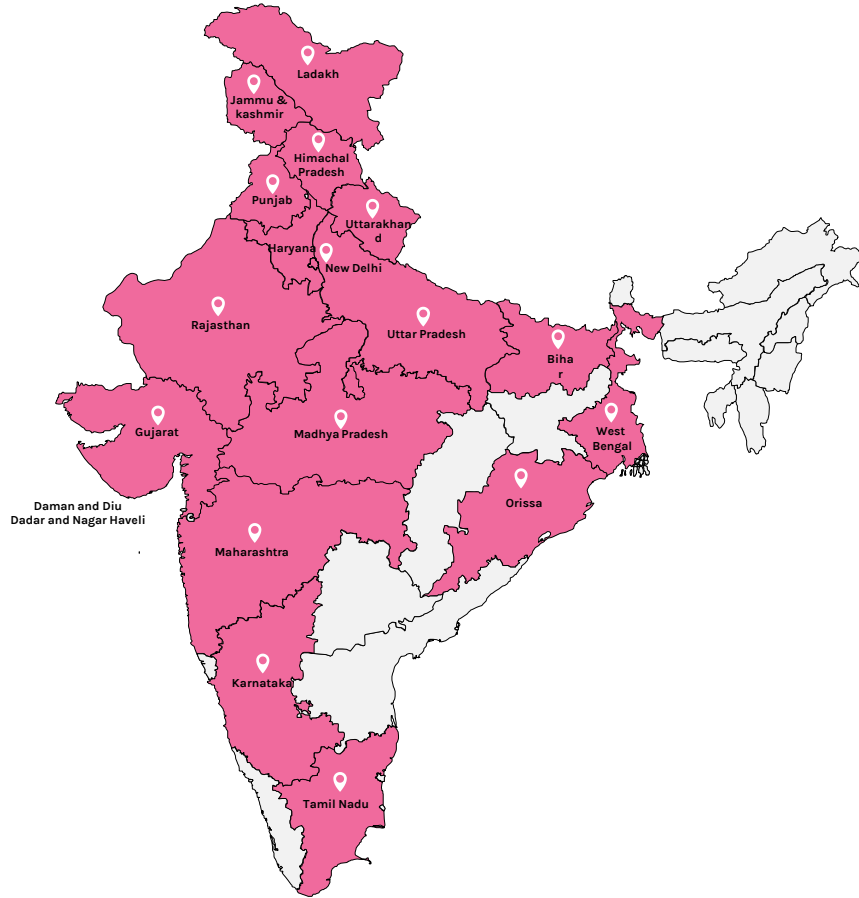
- Available in Brown, Red & Blue
- Superior Matt & Gloss Finish
- Single Mold in India

Improved Strength

2.7 Kg

Mfd by: AVRO INDIA LIMITED

STRONG OFFLINE PRESENCE



Available across
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

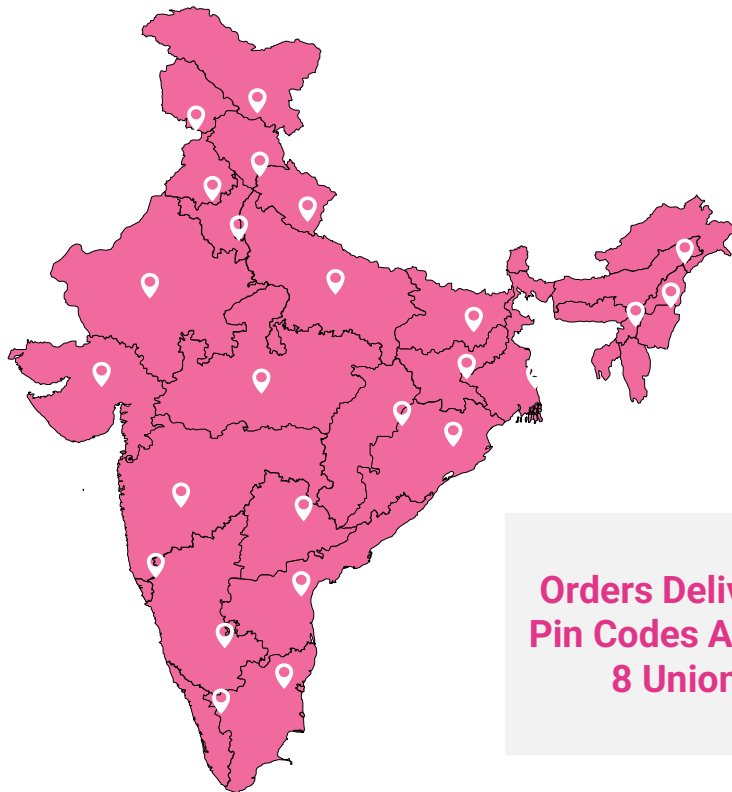
Reasonable Pricing
Then Competitors

3 years guarantee
On selected products

STRONG ONLINE PRESENCE

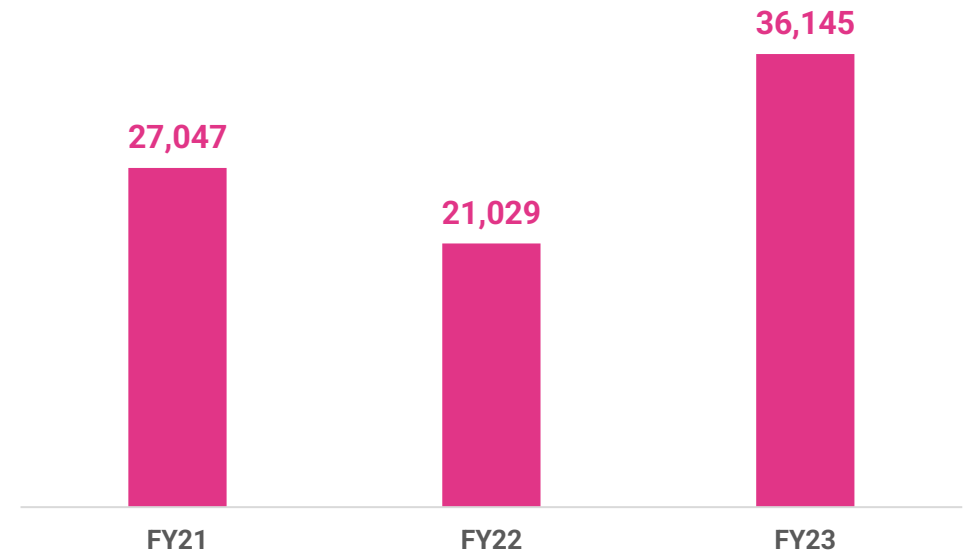


PAN INDIA ONLINE PRESENCE



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

ONLINE ORDERS



AMONG BEST SELLING BRANDS ONLINE



- 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% 749 999

#4

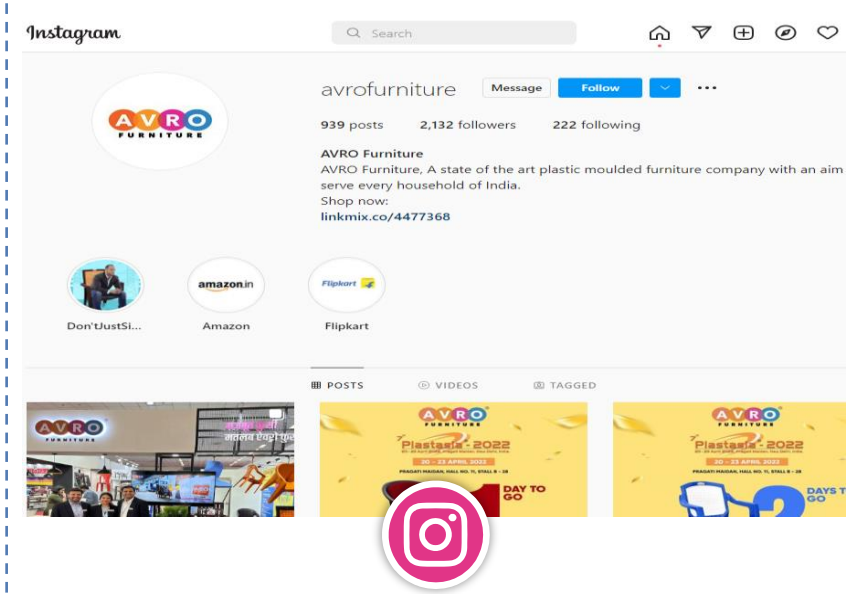
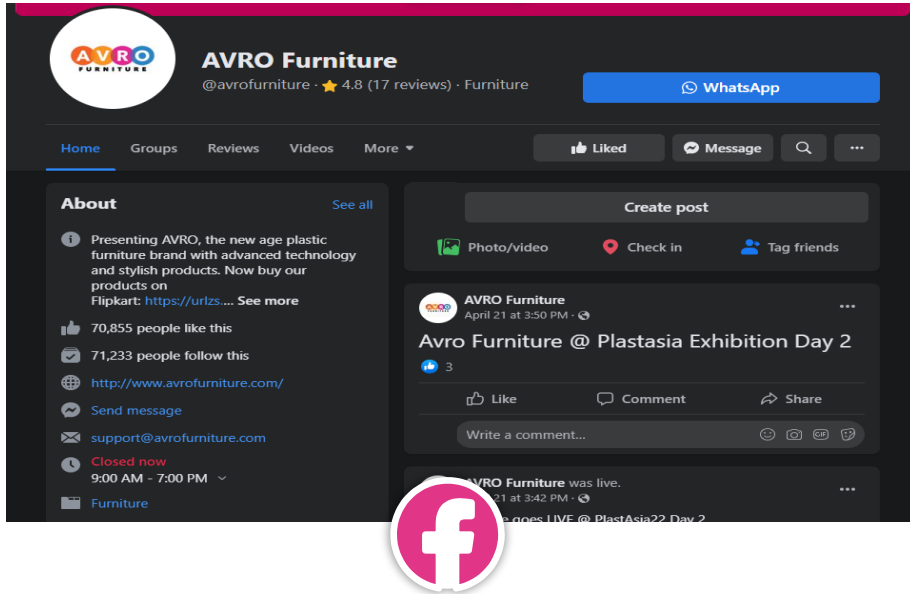
AVRO FURNITURE 7756 Plastic Chair | Set of 2 | Matt and Gloss Pattern | for Dining Room, Bedroom, Kitchen, Living Room | Bearing...

★★★★★ 2.352

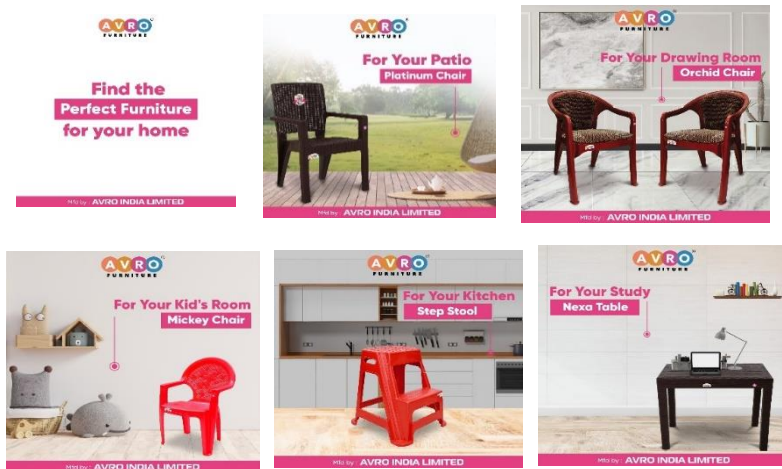
MIX OF TRADITIONAL & NEW GEN MARKETING



STRONG SOCIAL MEDIA MARKETING FOR BRAND RECALL



ONLINE MARKETING CAMPAIGNS & CONTEST



YOUTUBE VIDEOS FOR PRODUCT DEMOS & ASSEMBLY

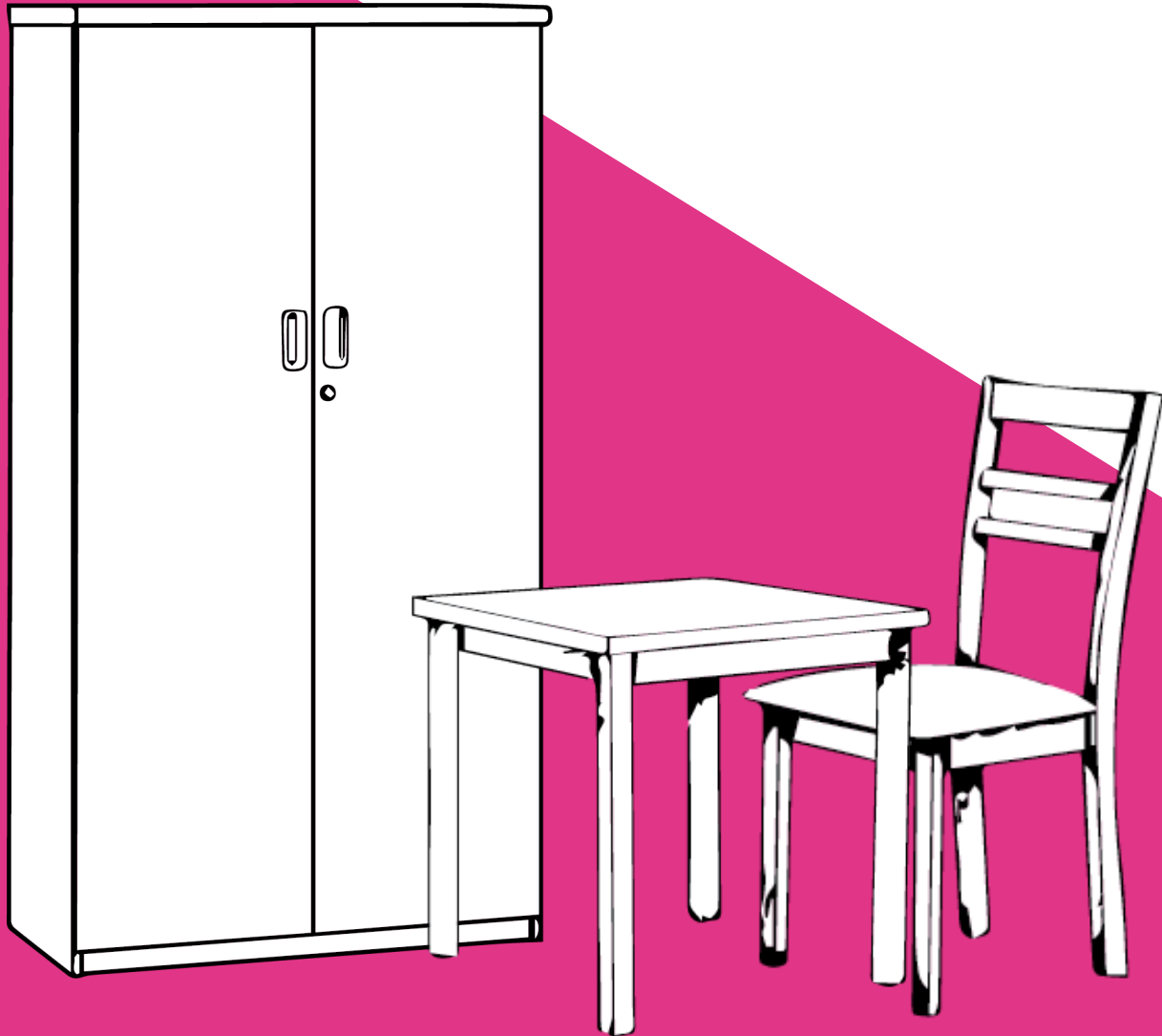


The screenshot shows the AVRO Furniture YouTube channel page. At the top, there's a search bar and navigation icons. Below is a banner image of a dining table set. The channel name 'AVRO FURNITURE' is displayed with 893 subscribers and a 'SUBSCRIBE' button. Navigation tabs for HOME, VIDEOS, PLAYLISTS, 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)



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 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 a 'SUBSCRIBE' button. The AVRO Furniture channel name and subscriber count (893) are also visible. On the right side, there's a playlist titled 'Assembly Video of AVRO Product' with three items: Delta Multipurpose Table Assembly Video (0:53), Magna Table Assembly Video (0:40), and Maxima Table Assembly Video (0:44).



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.

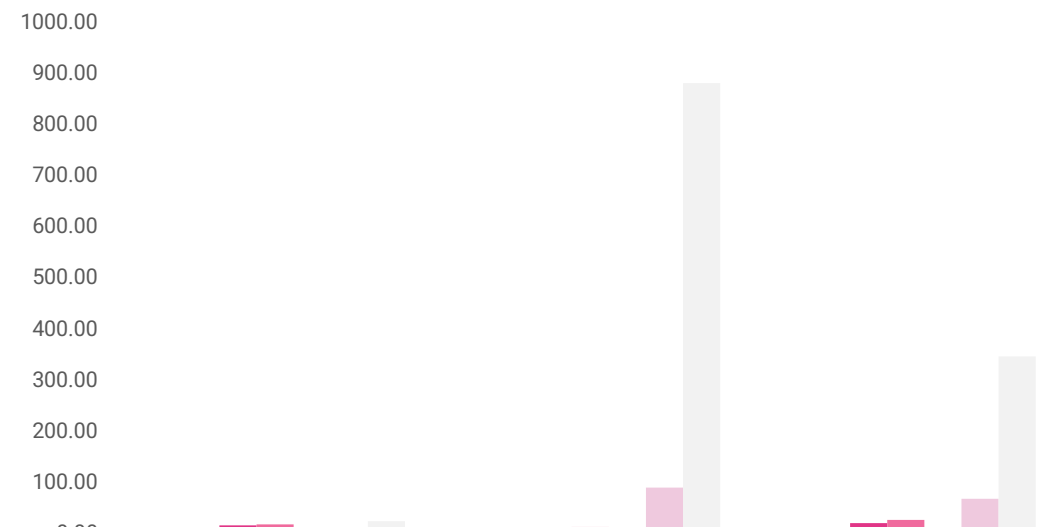
Increasing demand for low-cost, lightweight, and durable plastic furniture in various end-use sectors is driving end-users to adopt plastic furniture instead of traditional, wooden or metal furniture.

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

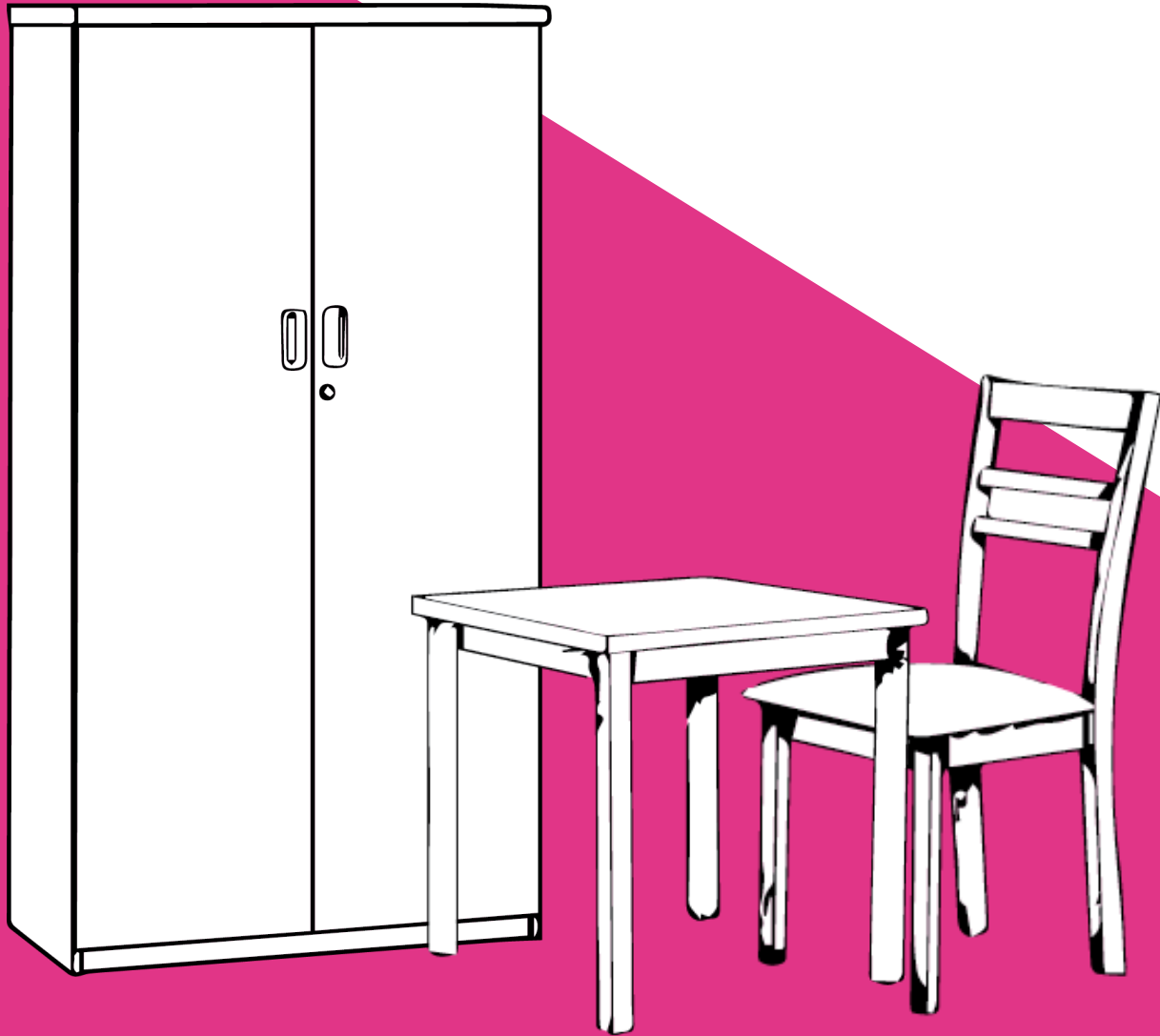
Total Income ₹ Cr

82.34

3141.90

9283.35

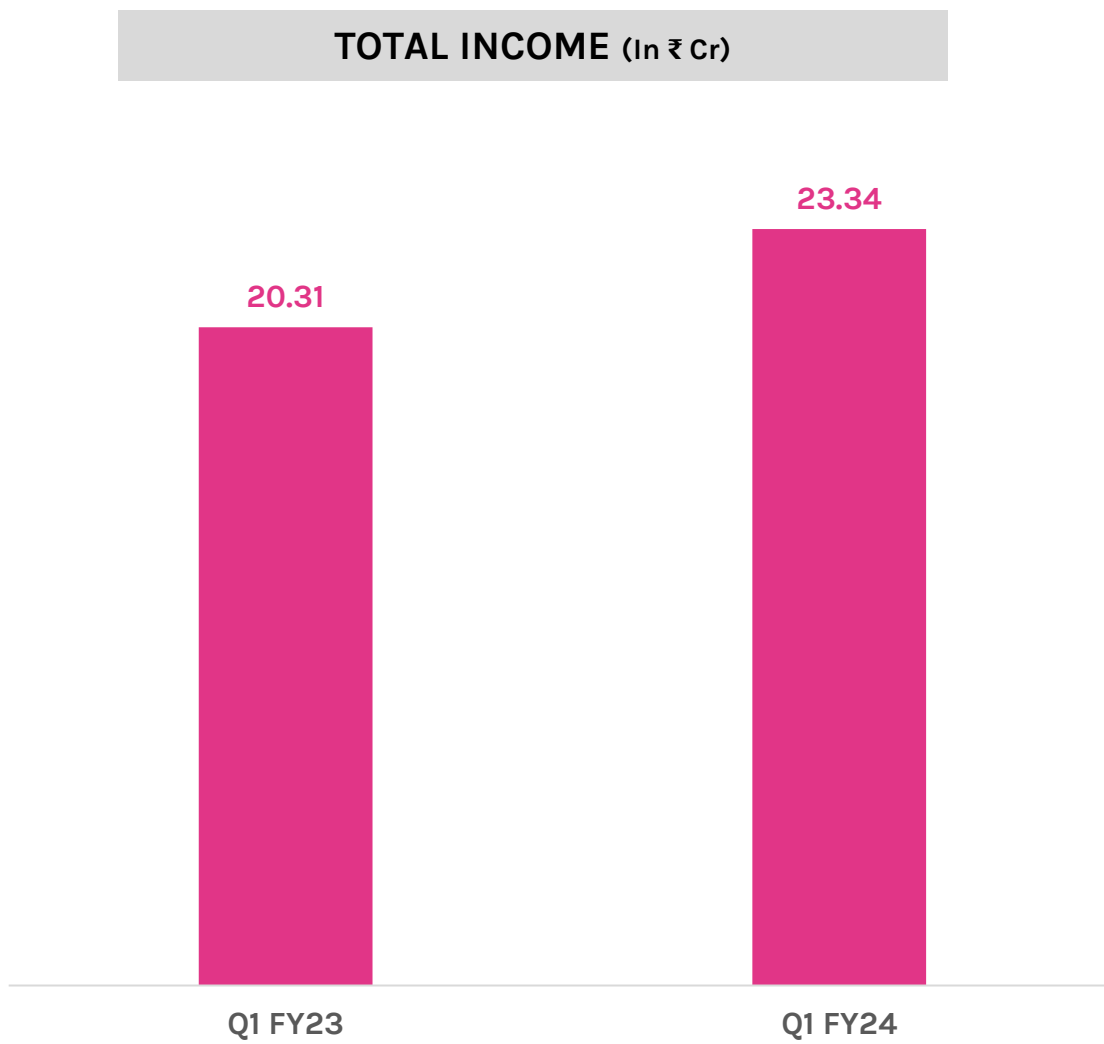
Data for FY23



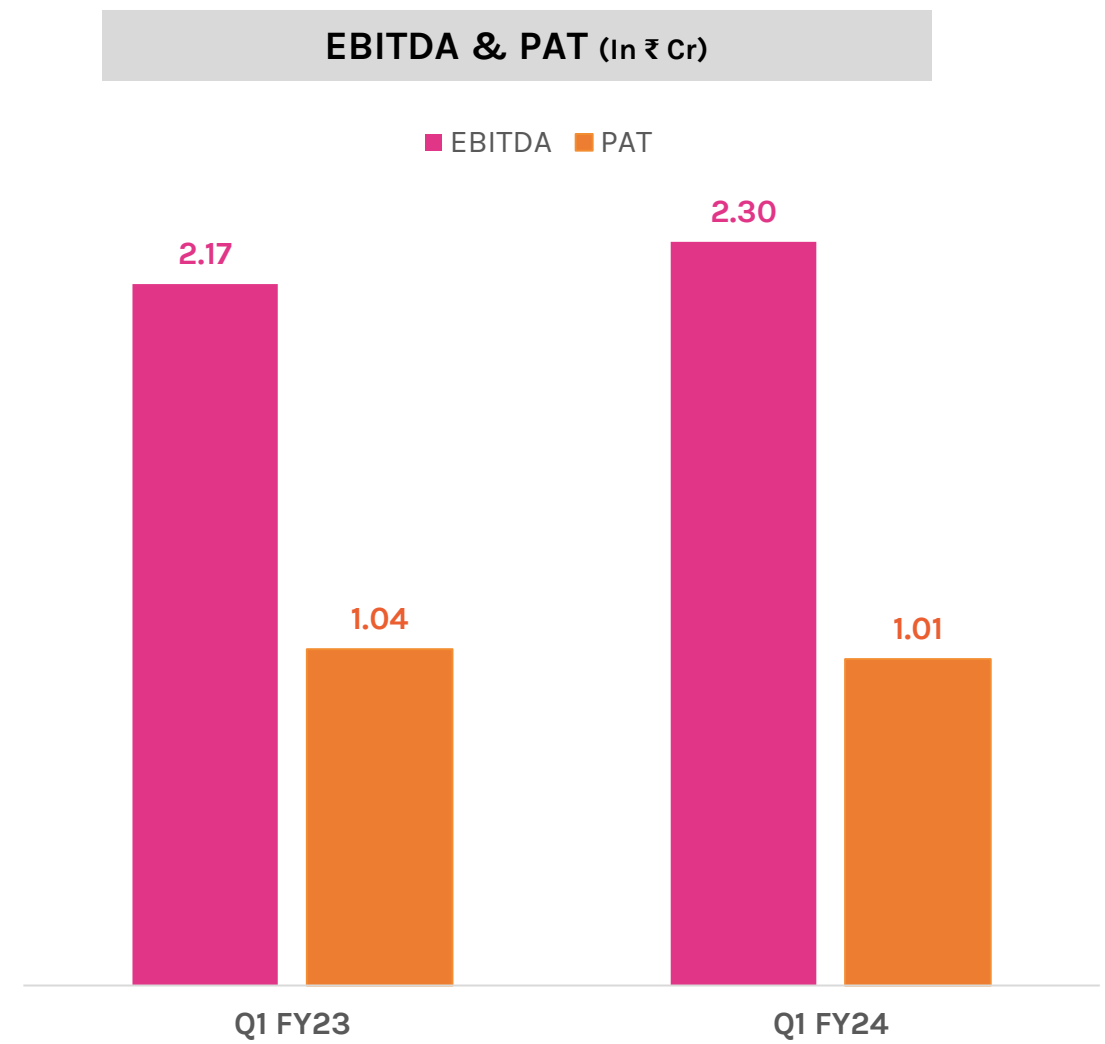
FINANCIAL OVERVIEW

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	
Total Income	23.34	20.31	14.91%	82.34	65.20	26.29%
Expenses						
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	
Total Expenditure	21.04	18.14		73.73	59.58	
EBIDTA	2.30	2.17	5.99%	8.61	5.62	53.20%
EBIDTA(%)	9.85	10.68		10.46	8.62	
Interest	0.30	0.19		0.96	0.42	
Depreciation	0.53	0.40		1.82	1.28	
PBT	1.47	1.58		5.83	3.92	
TAX Expense (Including Deferred Tax)	0.46	0.54		1.68	0.95	
Other comprehensive income	0.00	0.00		0.00	0.02	
Net Profit	1.02	1.05	-2.86%	4.15	2.99	38.80%
NPM(%)	4.37	5.17		5.04	4.56	

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
Total Income	53.57	65.20	82.34
Expenses			
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
Total Expenditure	49.46	59.58	73.73
EBIDTA	4.11	5.62	8.61
Interest	7.67	0.42	0.96
Depreciation	1.44	1.28	1.82
PBT	2.41	3.92	5.83
TAX Expense (Including Deferred Tax)	0.66	0.95	1.68
PAT	1.75	2.97	4.15
Other Comprehensive Income	-0.01	0.02	0.00
Reported Net Profit	1.74	2.99	4.15

FY21 it is as per INDAS

AVRO INDIA LIMITED

BALANCE SHEET



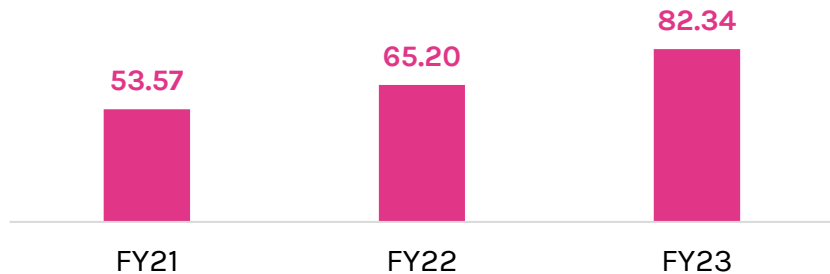
In ₹ Cr

Equities & Liabilities	FY21	FY22	FY23
Equity	3.25	10.09	10.09
Reserves	14.44	10.60	14.75
Total Equity	17.69	20.69	24.84
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
Total Non Current Liabilities	0.58	1.25	2.95
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
Total Current Liabilities	6.62	15.38	13.20
Total Liabilities	24.89	37.31	40.99

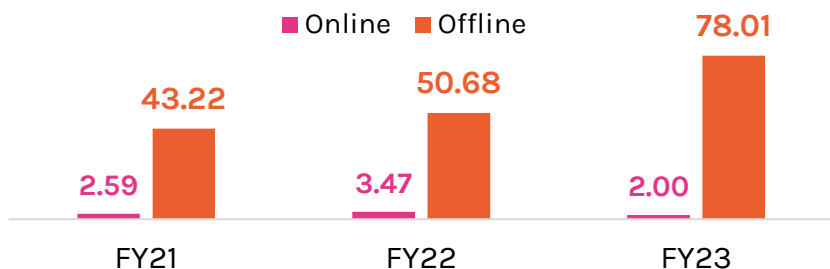
Assets	FY21	FY22	FY23
Non Current Assets			
Fixed assets	10.18	12.15	15.06
Non-current investments	0.00	0.00	0.00
Other Non-Current Financial Assets	0.00	0.00	0.00
Other non-current assets	0.28	0.28	0.28
Total Non Current Assets	10.46	12.43	15.34
Current Assets			
Inventories	1.69	5.05	6.41
Trade receivables	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
Total Current Assets	14.43	24.88	25.65
Total Assets	24.89	37.31	40.99

REVENUE ANALYSIS

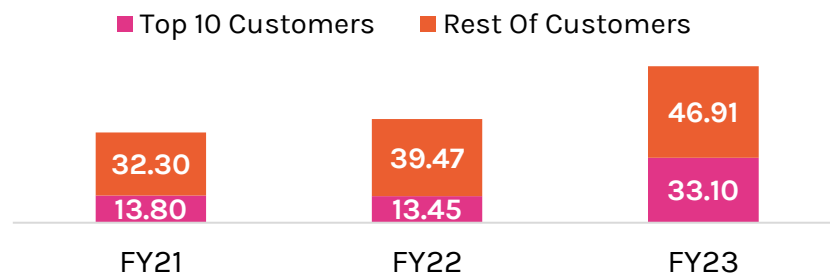
TOTAL INCOME (In ₹ CR)



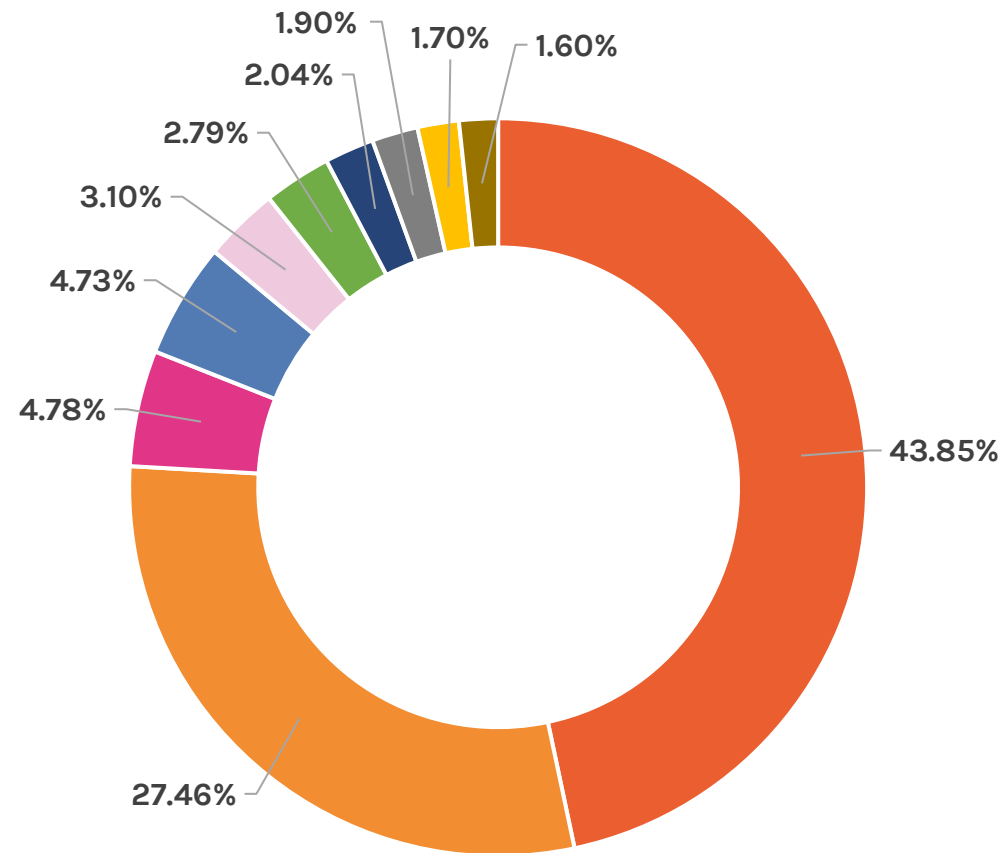
REVENUE (In ₹ CR)



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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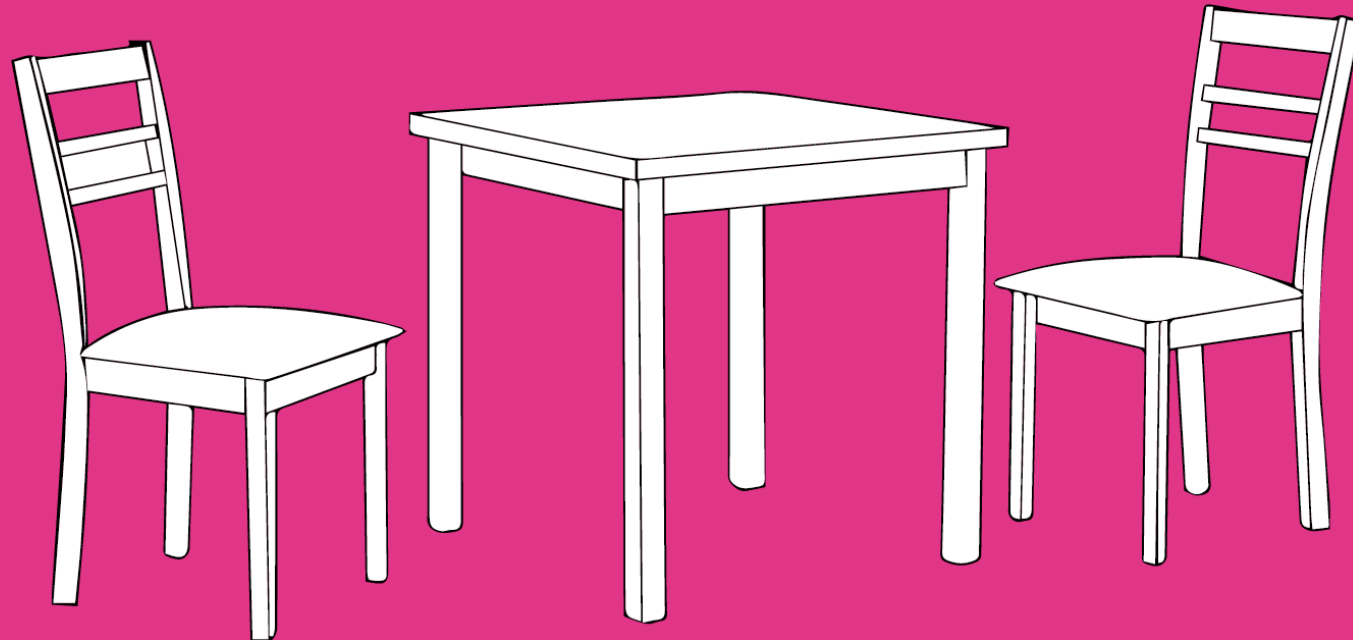
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