



To

To

BSE Limited
Corporate Relationship Department
PJ towers,
Dalal Street,
Mumbai -400001
BSE SCRIP CODE: 543896

The Manager
Listing Department
The National Stock Exchange of India Limited
“Exchange Plaza”, Bandra – Kurla Complex,
Bandra (EAST), Mumbai – 400051
NSE Symbol: AVALON

Dear Sir/Madam,

Sub: -

Investor Presentation on the Unaudited Standalone and Consolidated Financial Results for the Quarter Ended December 31, 2023

This is in continuation to our letter dated January 22, 2024, regarding the Board Meeting to be held on February 01, 2024, wherein the Company approved the Statement of Unaudited Financial Results (Standalone and Consolidated) for the quarter ended December 31, 2023.

In this regard, we have provided the following:

1. Investor Presentation on the Unaudited Standalone and Consolidated Financial Results for the Quarter Ended December 31, 2023.

You are requested to kindly take the above on record.

Yours sincerely,

For **AVALON TECHNOLOGIES LIMITED**

RAJESH V Digitally signed by RAJESH V
Date: 2024.02.01 20:27:11
+05'30'

Name of the Person: Dr. V. Rajesh

Designation: Company Secretary

Membership Number: F9213

Date: February 01, 2024



Avalon
manufacturing your success



February 2024

Earnings Presentation

Q3 FY24

www.avalontec.com

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AVALON – AT A GLANCE

One of the India's Leading Fully Integrated EMS Company with a Global Delivery Footprint



14* Manufacturing units across US / India



Hybrid Manufacturing Operations



570k+* sq.ft. Design & Manufacturing Facilities



Located in SEZ and DTA



Only India EMS player to have full-fledged manufacturing facilities in the US

One stop shop for all EMS services



100 %



Avalon Technologies & Services Pvt Ltd, India

99.9 %



Sienna ECAD Technologies Pvt Ltd, India

100 %



Sienna Corporation
Local Solutions - Global Reach

ABV Electronics Inc., US

One of the leading India EMS player

9M FY24 metrics

16.4%

Return on Capital Employed

7.0%

EBITDA Margin

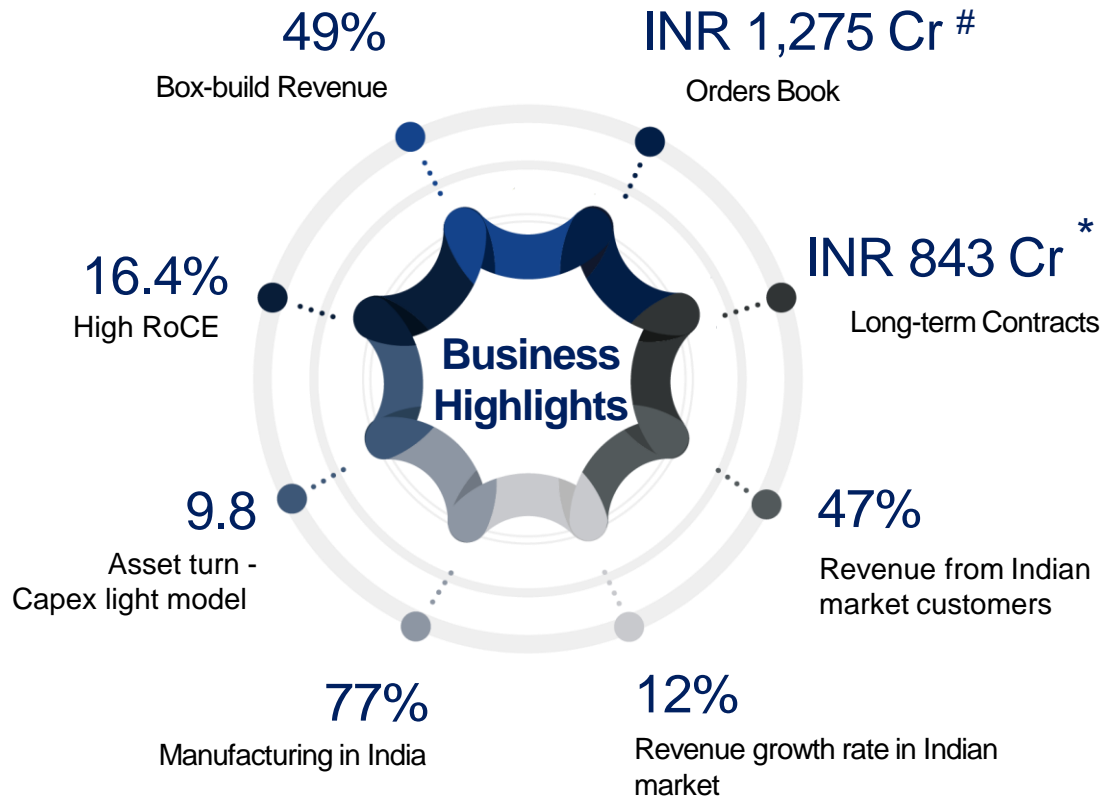
3.2%

PAT Margin

Source: F&S report. Percentages have been rounded of to the nearest whole number.

* Includes two new plants under construction

Business Highlights



Order Book is executable in 12-14 Months

* Long-term contracts are executable in 2-3 years.

Key events

Major wins in US and India across sectors such as Power, Industrial, Clean energy, Automotive and Rail.

Avalon is now a strategic manufacturing partner for C-DAC, playing a pivotal role in advancing India's capabilities in High-Performance Computing, through the 'RUDRA' program.

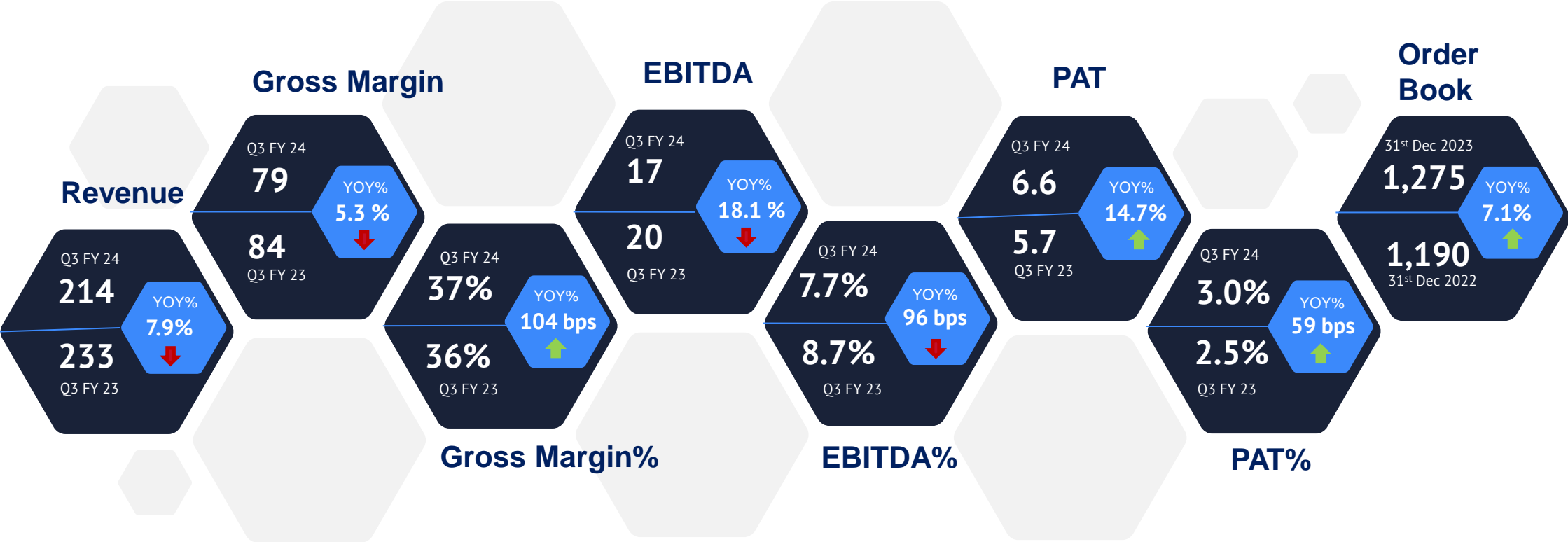
Successfully delivered the first wiper blade assembly sample, marking a key milestone in the Aerospace segment.

One new manufacturing plant at Chennai is set to go live by Q1 FY25.

For addressing our increasing domestic business, we are planning to expand our existing facilities.

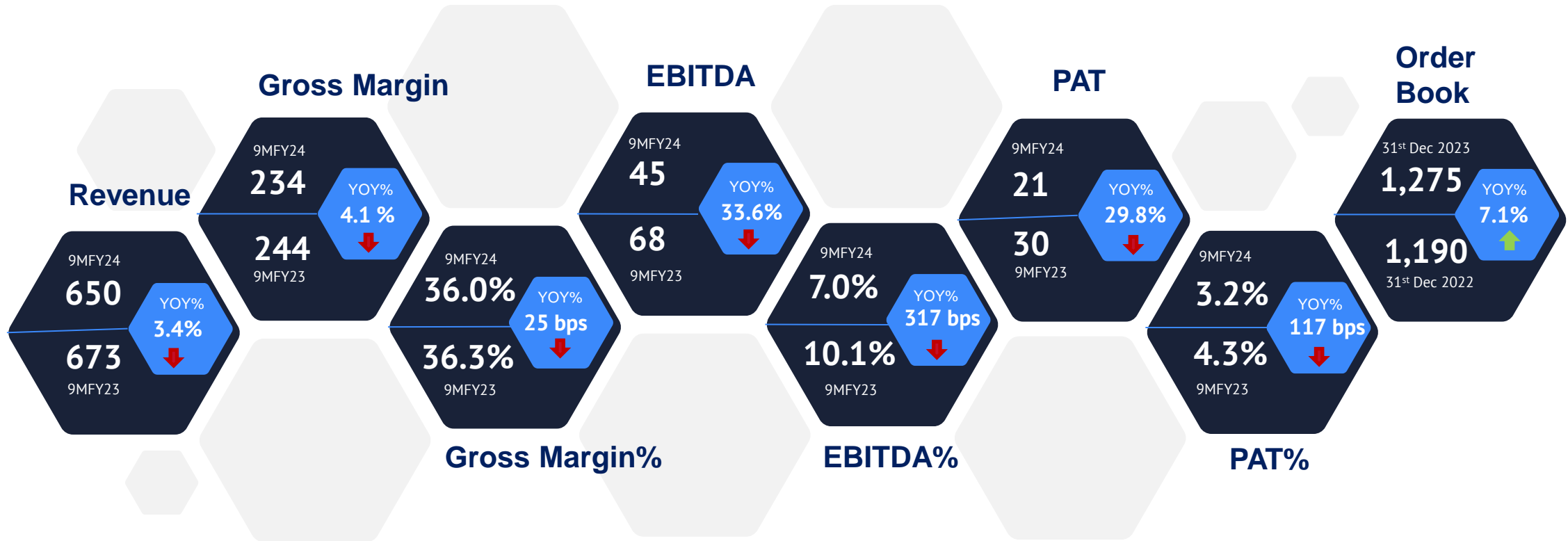
Financial Highlights – Q3 FY24

(INR Cr.)



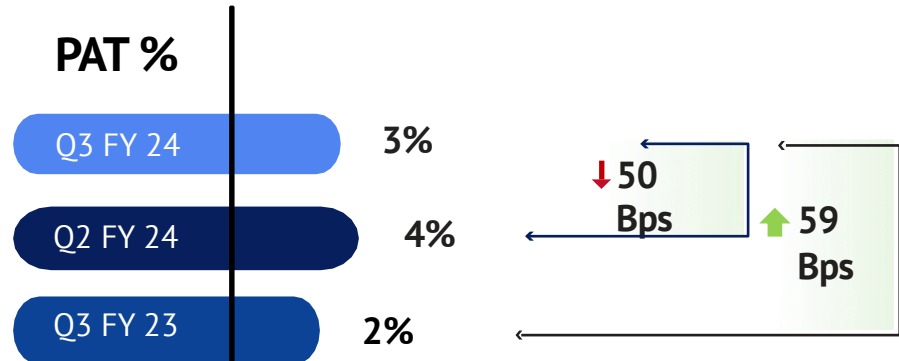
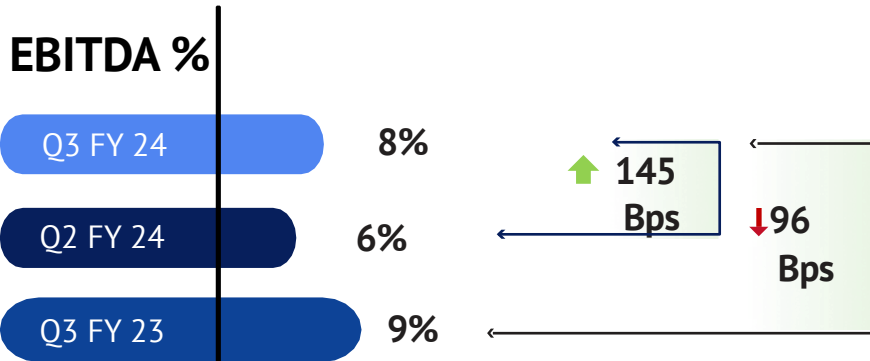
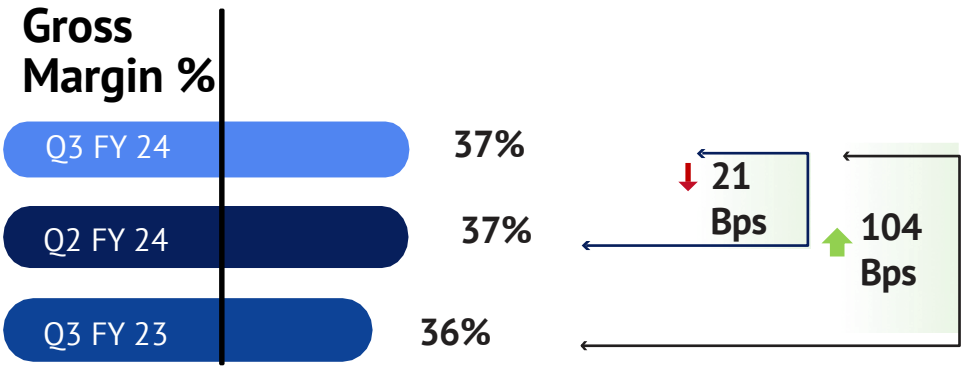
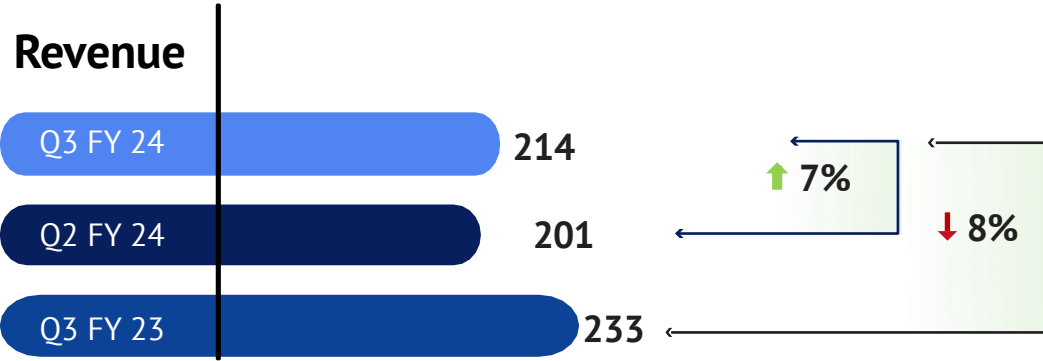
Financial Highlights – 9M FY24

(INR Cr.)



Financial Highlights – Q3 FY24

(INR Cr.)



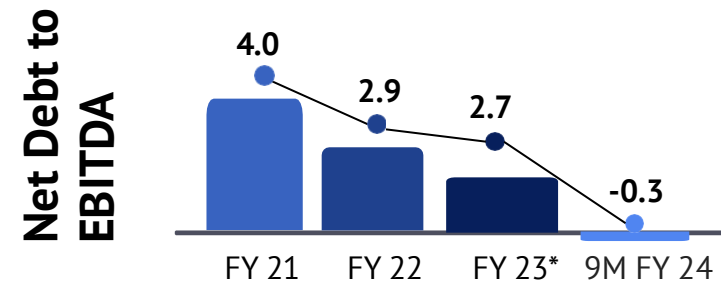
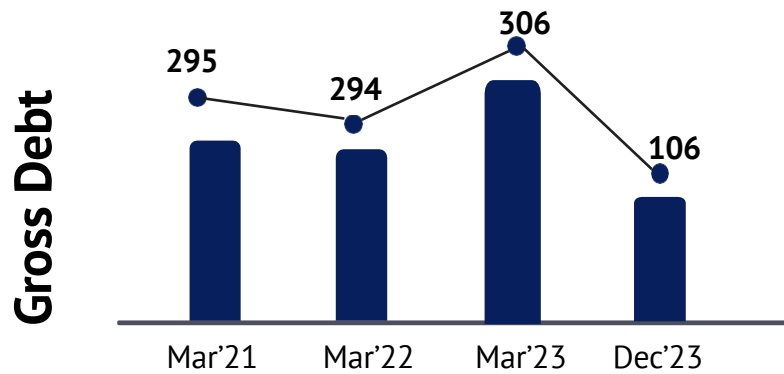
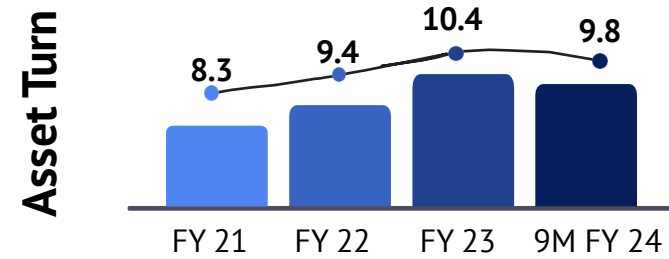
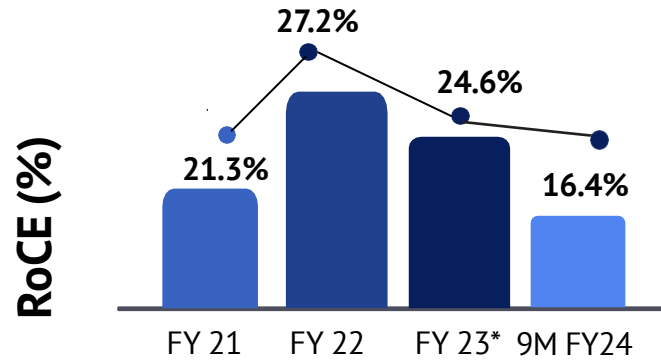
Income Statement

(INR Cr.)

Particulars	Q3 FY24	Q3 FY23	YoY Change	9M FY24	9M FY23	YoY Change
Revenue from Operations	214	233	-7.9%	650	673	-3.4%
Cost of Goods Sold	135	149	-9.4%	416	429	-3.0%
Gross Margin	79	84	-5.3%	234	244	-4.1%
Gross Margin (%)	37.0%	36.0%	104 bps	36.0%	36.3%	-25 bps
Personnel Cost	46	43	5.4%	139	125	11.5%
Other Operating Expenses	17	20	-15.3%	50	51	-2.8%
EBITDA	17	20	-18.1%	45	68	-33.6%
EBITDA (%)	7.7%	8.7%	-96 bps	7.0%	10.1%	-317 bps
Depreciation	6	5	19.1%	17	14	16.1%
Finance Cost	4	9	-57.6%	12	26	-52.2%
Profit Before Tax (PBT)	9	8	15.9%	28	42	-33.7%
Tax	2	2	19.3%	7	13	-43.0%
Profit After Tax (PAT)	7	6	14.7%	21	30	-29.8%
PAT (%)	3.0%	2.5%	59 bps	3.2%	4.3%	117 bps

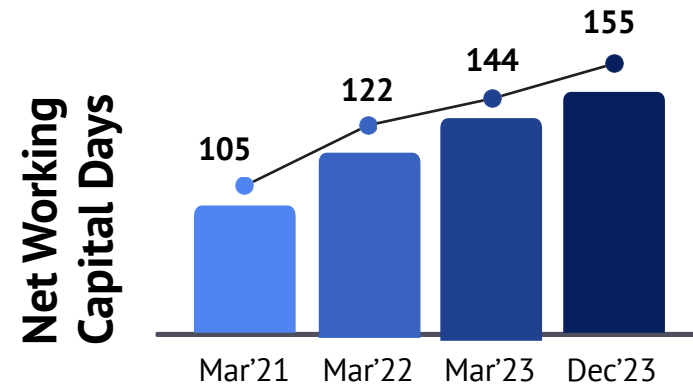
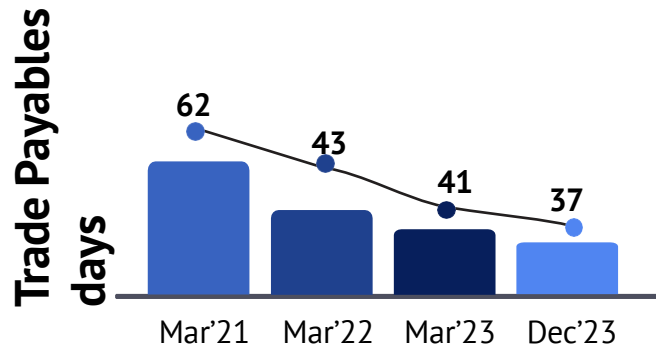
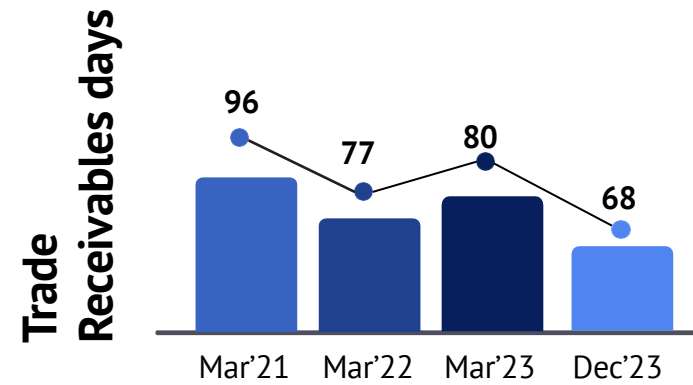
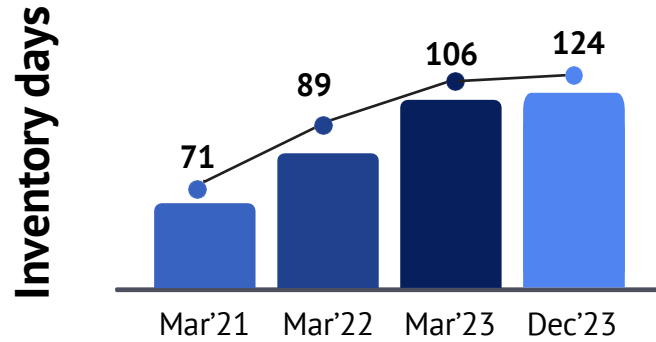
Financial Metrics - I

(INR Cr.)



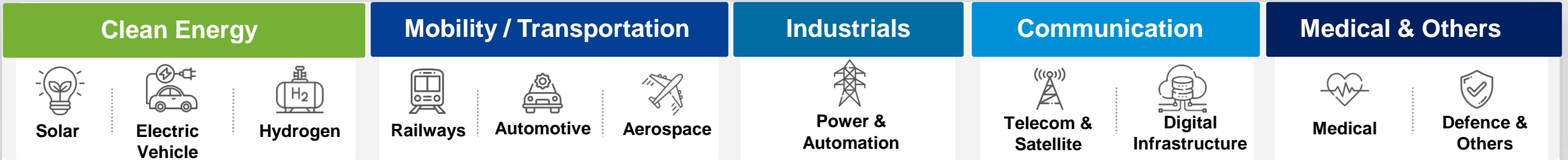
*Calculated excluding IPO cash proceeds

Financial Metrics - II

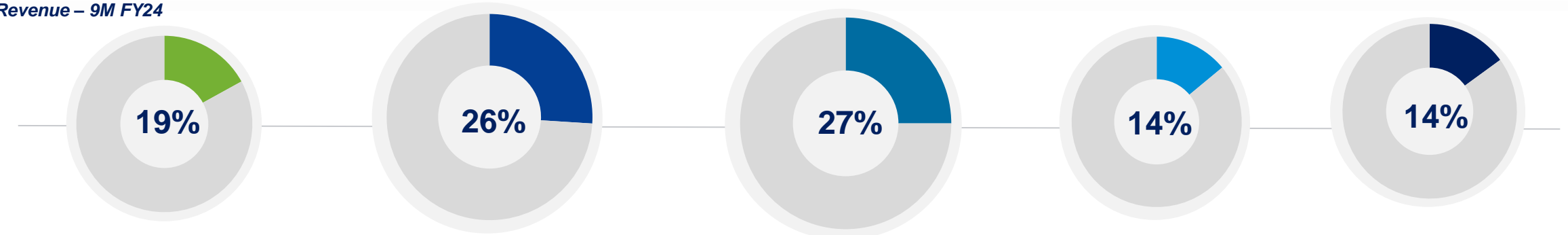


Global Customer Relationships

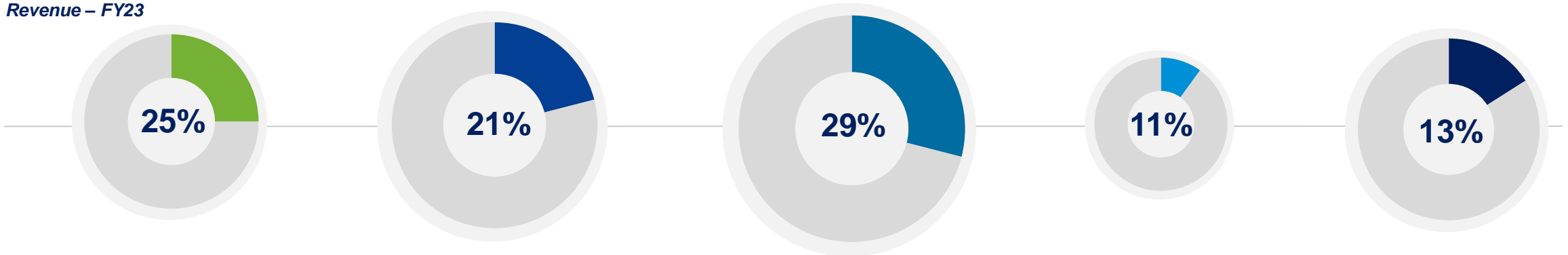
Presence across Multiple Industries with a Diversified Customer Base



Revenue – 9M FY24



Revenue – FY23



Global Customer Relationships

Revenue split based on Customer geography

9M FY 2024

INDIA – 47%

US – 53%

FY 2023

INDIA – 41%

US – 59%

Industry Outlook

Key Drivers

Emerging sectors to drive growth

- Solar
- Hydrogen
- Electric Vehicles

Rising share of EMS manufacturing

- EMS Industry CAGR¹: 32.3%
- Industry In-house CAGR¹: 21.4%

Industry Tailwinds

Mfg. moving to US and India

- “China+1” strategy
- US-China trade war

Growing Indian EMS market

- Increasing new electronic applications

Source: F&S report. Mfg. – Manufacturing. Note: 1. CAGR over FY22 – 26E in India domestic production.

Industry Outlook

Sizeable and Growing Global EMS Market Opportunity

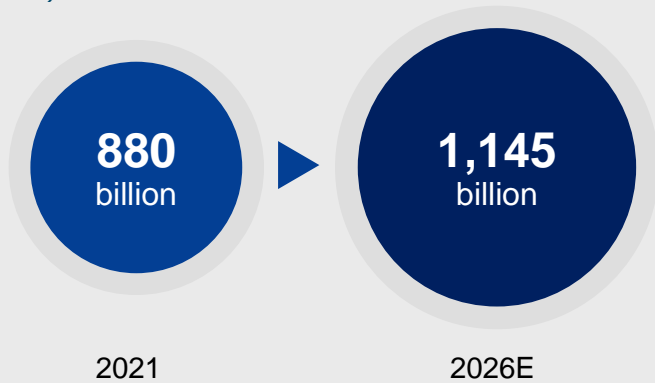
EMS market is poised for a robust growth across industries. India showcases unique competitive strengths

India is leading the EMS growth story

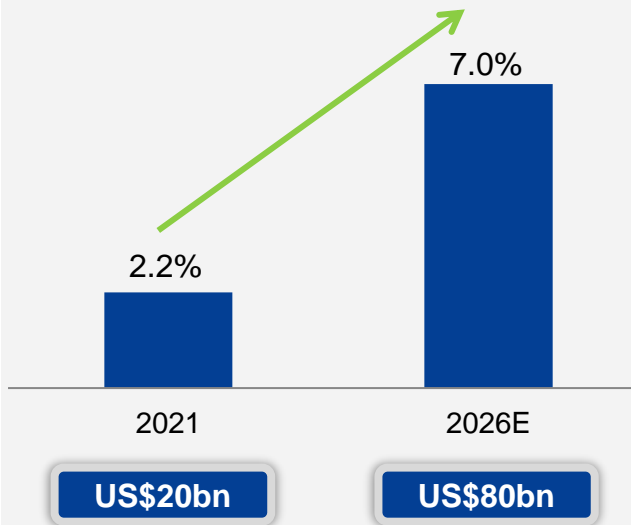
North America is the 2nd largest EMS market

Global EMS Market

(US\$bn)



India's Market Share



Change in Market share

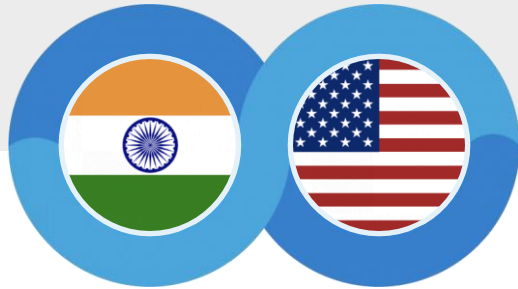
Region	CAGR 2021-26E	Inflexion point	
		2016-21	2021-26E
India	32.3%	+1.1% ↑	+4.8% ↑
US	6.1%	+0.6% ↑	+0.5% ↑
SEA	5.4%	+0.9% ↑	--
China	4.3%	+3.2% ↑	-2.4% ↓
Europe	3.1%	+0.2% ↑	-0.7% ↓
Others	3.1%	-6.1% ↓	-2.1% ↓

Source: F&S Report. Notes: Numbers have been rounded-off.

Our Growth Strategy

Optimal

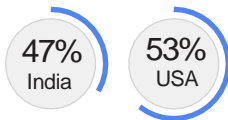
Blend of



Geography

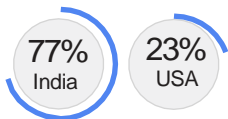
- Cater to world's fastest growing EMS markets – India & US

Customer Presence



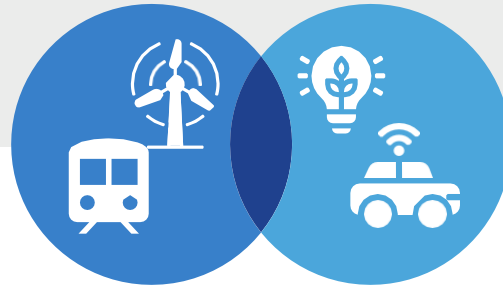
- Capitalize on India manufacturing and US onboarding

Manufacturing Presence



- Capitalize on hybrid manufacturing model

Combination of



Today's & Tomorrow's Technology

- Established businesses – Collaborate, Grow wallet share via up-selling & cross-selling
- Sunrise sector - Partner with emerging pioneers. Eg: Clean energy technology companies

Balance of



Profitability & Growth

- Focus on profitable growth
- Cater to
 - profitable segments. Eg: Aerospace
 - complex & mission critical product. Eg: Big box builds
- Win using integrated capabilities. For eg: Start with design services and reach box build

IPO Proceeds

(INR Cr.)


Objects of the Issue	Amount to be utilized as per RHP	Utilized Amount as on 31 st Dec 2023	Unutilized Amount as on 31 st Dec 2023
Debt repayment	145.0	145.0	0
Working Capital funding	90.0	90.0	0
General Corporate Purposes (Less: IPO Expenses)*	64.4	64.6	0
Total	299.4	299.6	0

* As disclosed in the Prospectus GCP is Rs. 64.4 Cr which is based on Rs. 85.0 Cr less estimated Issue expenses of Rs. 20.6 Crores. The final numbers may vary depending on the actual issue expenses incurred. Based on the actual/incurred issue expenses of Rs. 20.4 Cr. GCP has been revised to Rs. 64.6 Cr. and the balance of Rs. 1.1 Cr has been fully utilized.


Avalon Group - Overview



Aircraft engine parts




Telecom, satellite systems and digital infrastructure




Medical devices



Products for defense application



Clean energy with presence in solar, hydrogen and electric vehicles industries



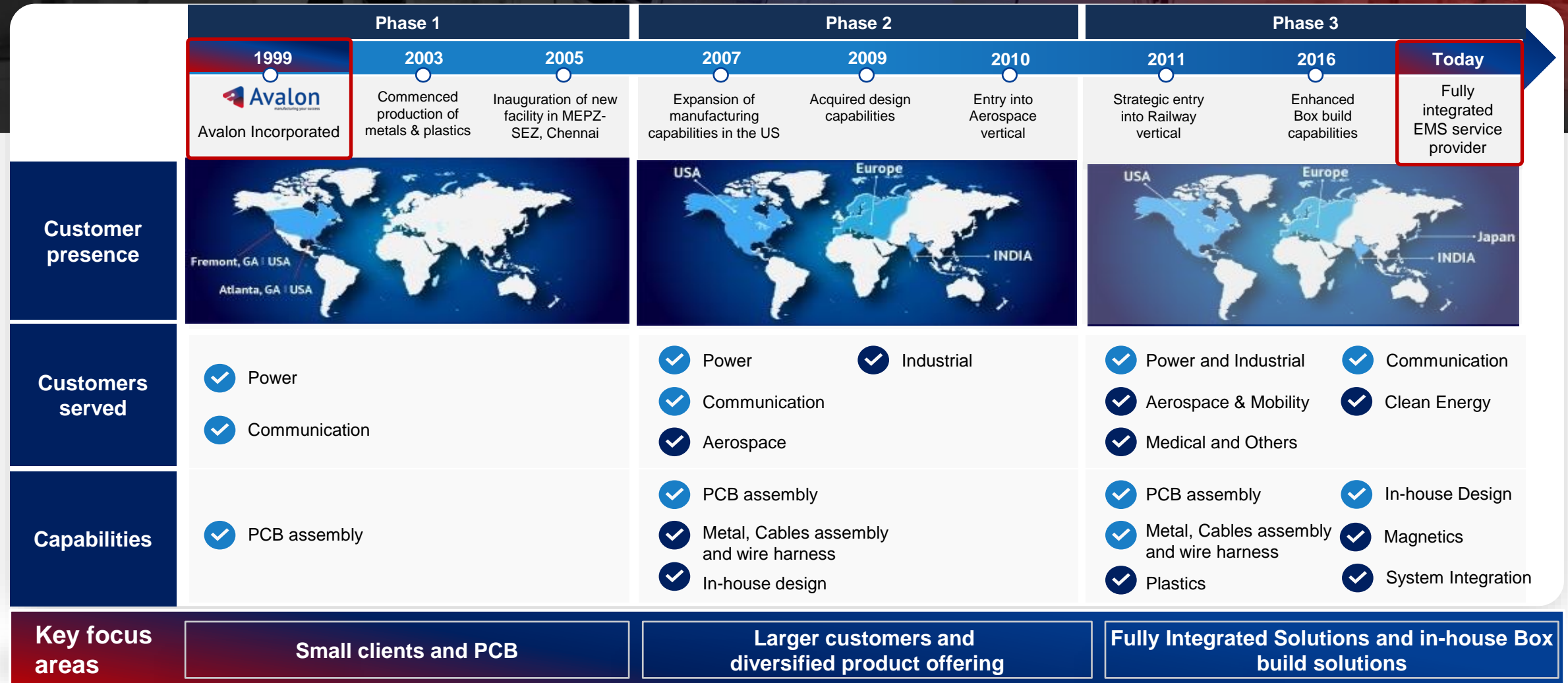
Signaling and braking systems for railways



Avalon's varied product applications across many end use industries

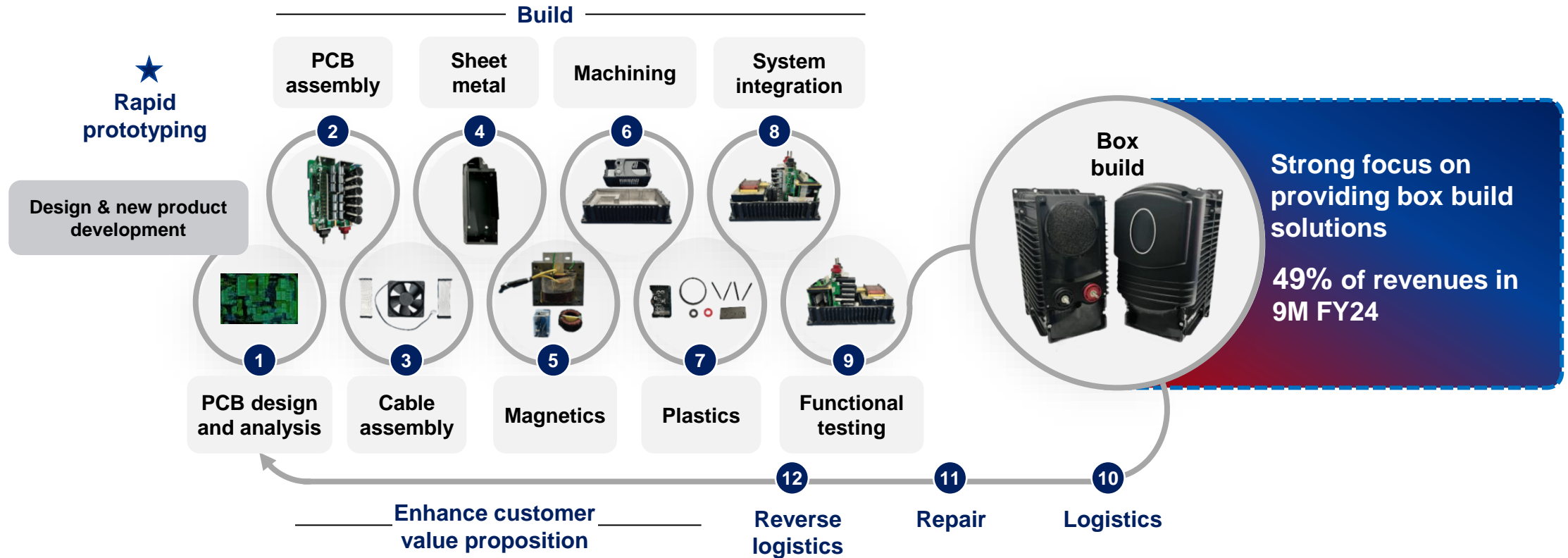
Our Journey So Far

Diversified Business and Strong Growth Avenues



Today

End-to-end Product Offering with Vertically Integrated Solutions – “One Stop Shop”

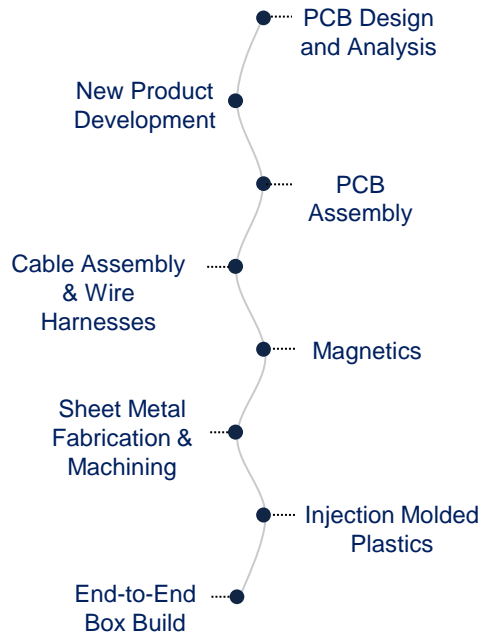


Each of the capabilities have contributed to Avalon becoming one of the leading EMS companies in India

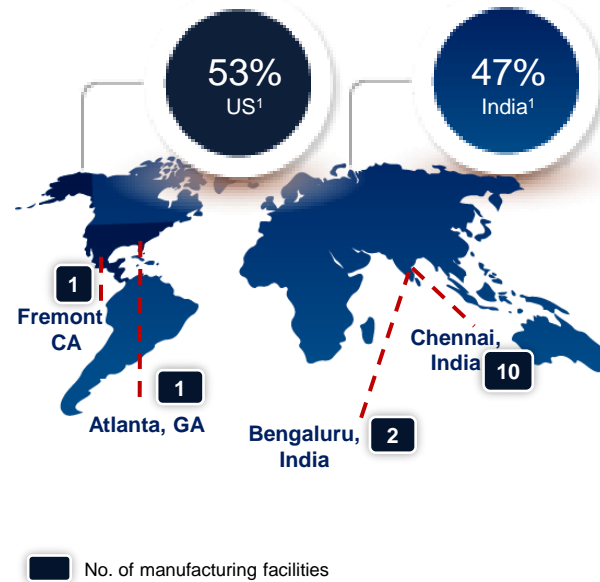
Why Avalon

Our Key Differentiators

Vertical Integration



Global Mfg. & Delivery



Clean Energy



Source: Note: 1. Revenue Contribution based on Geography.

1

Our Positioning

Avalon is Uniquely Positioned & Well Placed to Capture Growth in the EMS Industry

Diversified product portfolio

.....

Diversified across multiple end use industries

.....

Presence in high precision & long product lifecycle industries

.....

Leaders in high mix flexible volume products

.....

Only Indian EMS company with manufacturing facilities in the US

Unique competitive advantage

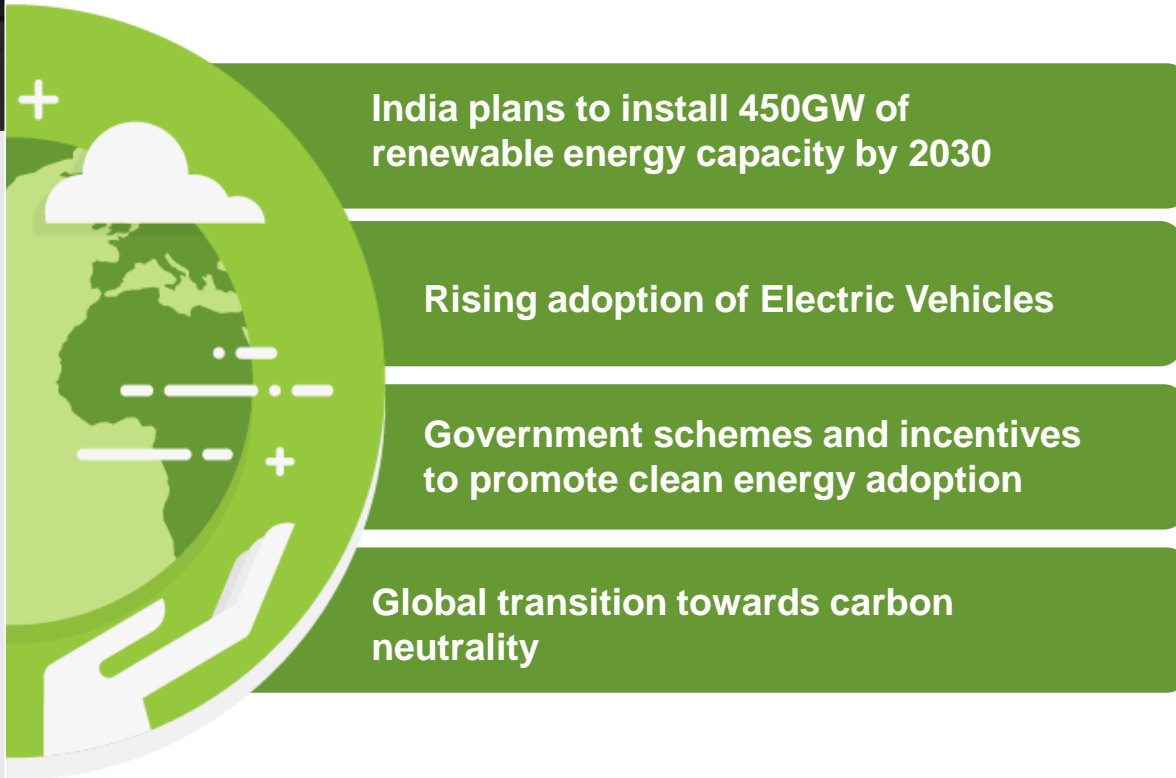
	Year	Service offering		Industry presence								Company focus			
		Design, Testing and PCBA ²	Box Build	Clean Energy	Auto	Railways	Aerospace & Defense	Industrials	Telecom (Commun-ication)	Medical	CEA	Vertical Integration	Global mfg.	Aftermarket services	Company focus
Avalon	1999	✓	✓	✓	✓	✓	✓	✓	✓	✓	○	✓	✓	✓	B2B
Dixon Technologies India Ltd.	1993	✓	✓	○	○	○	○	○	○	✓	✓	○	○	✓	B2C
Amber Enterprises India Ltd	1990	✓	✓	○	✓	✓	○	○	○	○	✓	○	○	✓	B2B B2C
Elin Electronics Ltd	1969	✓	✓	○	✓	○	○	○	○	✓	✓	○	○	○	B2C
Syrma SGS Technology Ltd	1978	✓	○	✓	✓	○	○	✓	✓	✓	✓	○	○	✓	B2B
Kaynes Technology India Ltd	--	✓	✓	○	✓	✓	✓	✓	○	✓	✓	✓	○	✓	B2B B2C
Bharat FIH Ltd	--	✓	✓	✓	✓	○	○	○	○	○	✓	✓	○	✓	B2C
SFO Technologies Pvt Limited	1990	✓	✓	○	✓	○	✓	✓	✓	✓	○	✓	○	✓	B2B
VVDN Technologies Pvt Ltd	--	✓	○	○	○	○	○	✓	✓	○	○	○	○	○	B2B

Source: F&S Report. Notes: CEA = Consumer Electronics and Appliances. 1. Others include Mobile phones, IT Hardware, Lighting, Energy, Power, etc.; 2. Design includes product / PCB Design.

2

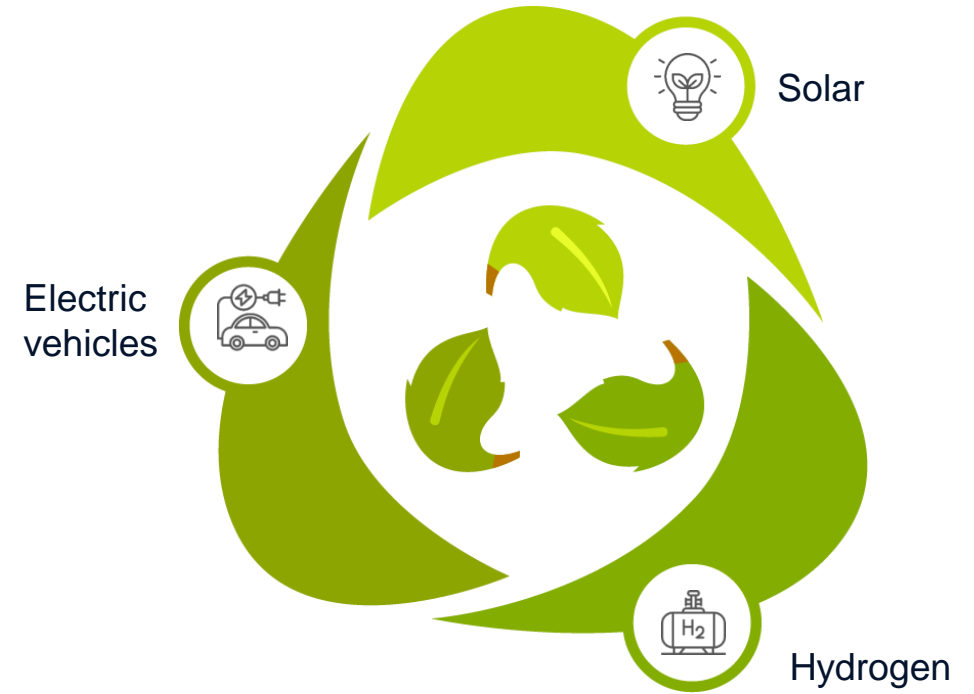
Clean Energy

Avalon's Presence in Clean Energy, a Sunrise Sector for the EMS Industry which is Poised for Robust Growth



- India plans to install 450GW of renewable energy capacity by 2030
- Rising adoption of Electric Vehicles
- Government schemes and incentives to promote clean energy adoption
- Global transition towards carbon neutrality

Robust growth of the clean energy sector creating additional demand for electronic products driving the EMS industry



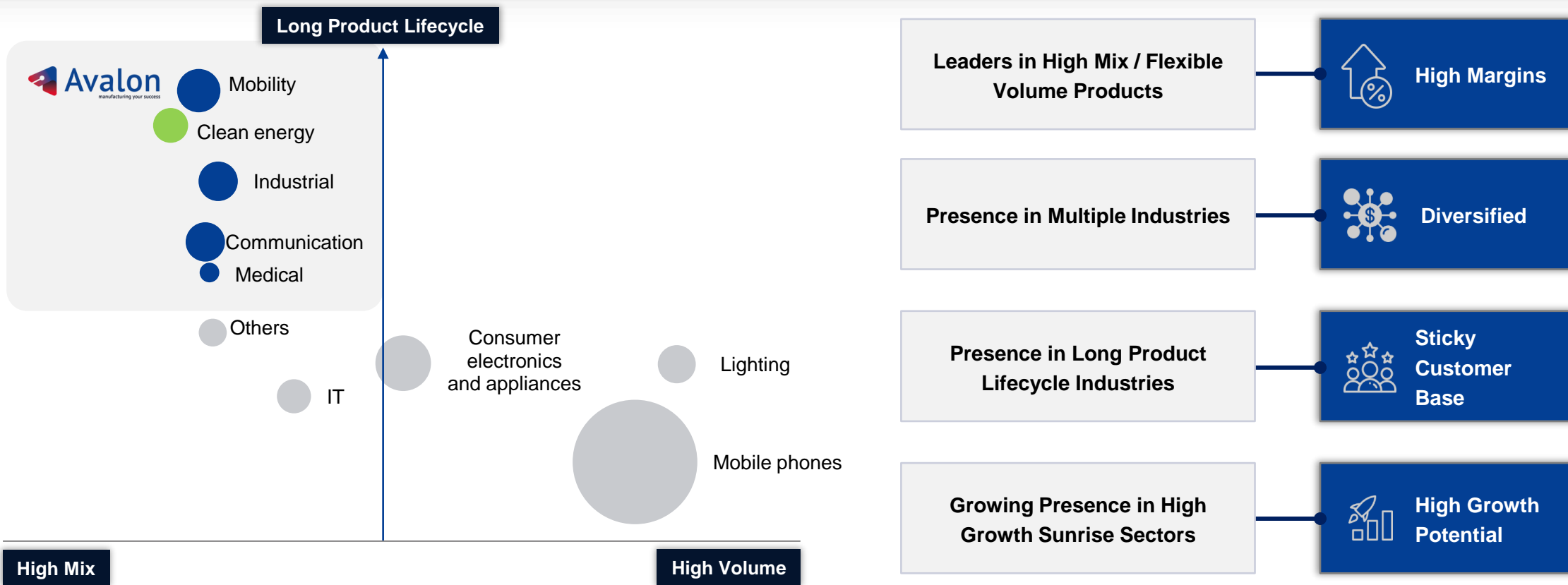
Avalon is operating in key product categories in the clean energy sector

Source: F&S Report.

3 High Mix Products (1/2)

Leaders in High Mix Flexible Volume Products across Multiple Industries

High precision product offering across industries with long product development cycle & significant growth potential



Source: F&S report.

3 High Mix Products (2/2)

Examples of Presence in High Mix & Long Product Development Cycle Products



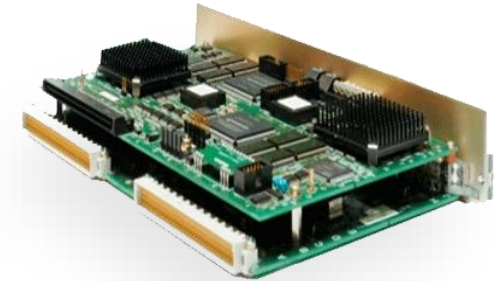
Combustion liner
Aerospace

- Assembled with 32 sheet metal child parts
- Combined with high temperature alloys
- Specialized welding processes
- Brazing and heat treatment



Piston assembly for fueling system
Industrials

- Intricate injection insert molding
- Ultrasonically welding seals
- Ensuring leak proof between fuel and non-fuel side plastics



Anti-collision signaling system
Railways

- Conducted joint product development and prototyping for over 6 years (early 2009 to 2015)
- Highly critical and reliable product
- Significant barriers to entry for Railway Projects

4 Awards & Recognition

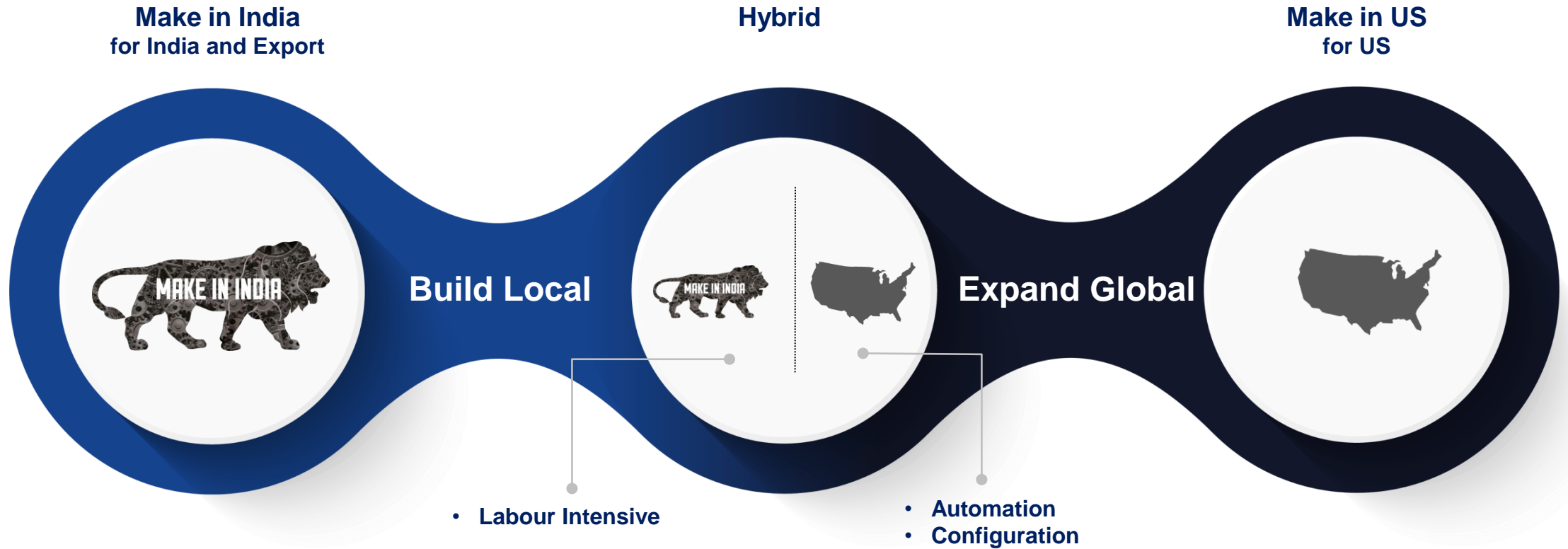
Numerous Awards Stand Testimony of Performance



Select customer awards for quality and customer satisfaction

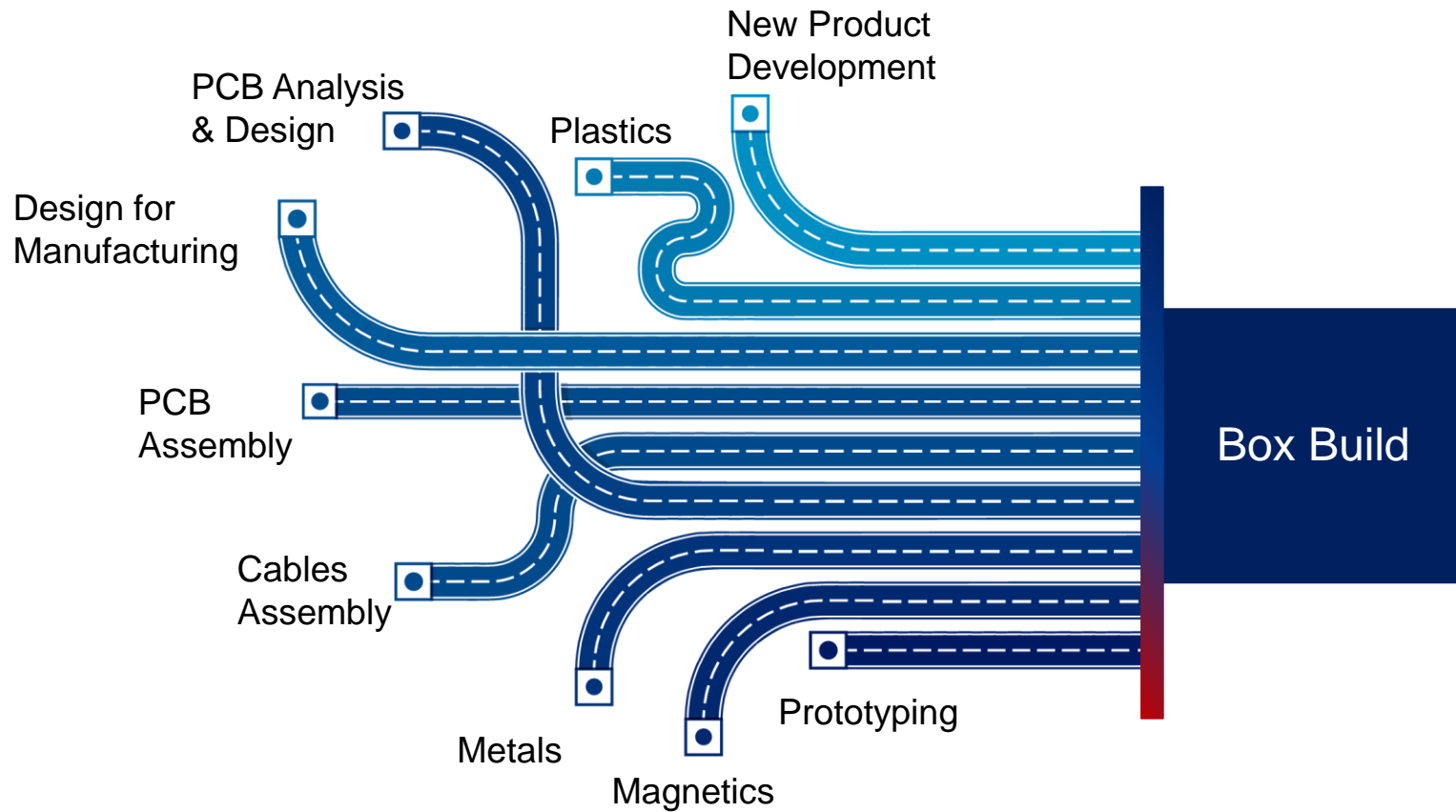
5 Client Delivery Model (1/2)

Flexibility in manufacturing and leveraging Hybrid Model



5 Client Delivery Model (2/2)

Strong Focus on Up-selling and Cross-selling



6

Global Manufacturing Footprint

Serve Customers Locally and Leverage Hybrid Model of Delivery

Global manufacturing presence with state-of-the-art manufacturing facilities

Accredited with Global Quality Standards and Certifications



■ Number of units



>570 k sq. ft. design & mfg. facilities

65 Production lines Operating 2 shifts

Buffer capacity to ramp up production

Notes: Numbers have been rounded-off. SMT = Surface Mount Technology; THT = Through Hole Technology. 1. PPM (customer parts per million) is defined as the number of parts which are defective out of a million; 2. Setting up a new assembly line; 3. Standard Minute Value is the time taken by a qualified worker to perform a given task; 4. One of the facilities is located in Kanchipuram; 5. DTA = Domestic Tariff Area.

7 Avalon's Manufacturing Facilities



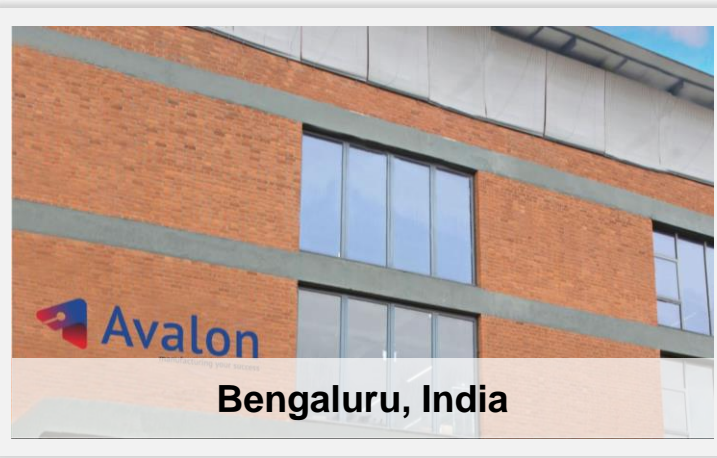
Chennai, India



Chennai, India



Chennai, India



Bengaluru, India



Atlanta, US



Bengaluru, India

8 Key Management Personnel

Strong Management Team with Proven Track Record of Performance and Sound Cross-functional Expertise



Michael Robinson
Chief Operating Officer²

- Responsible for overall manufacturing operations in the US
- Holds a bachelor's degree in science from Worcester Polytechnic Institute, US
- Prior experience: Motorola Inc., Wconnect LLC
- Co-invented "Battery Identification Apparatus" & "Weldless Battery Pack" (both US-patented)



RM Subramanian
Chief Financial Officer

- Responsible for financial functions of Avalon Technologies Ltd. and its subsidiaries
- Holds a bachelor's degree in civil engineering from BITS and PGDM from IIM, Bangalore
- Prior experience with A.F. Ferguson & Co Cairn Energy India Pty. Ltd. and Essar Oil Ltd.



Shamil Bicha
Vice President, Business Development

- Responsible for sales, business development and marketing functions
- Holds a bachelors in mechanical engineering from University of Madras
- Prior experience: Applied Materials, Inc.



Kesavan P
Vice President, Operations

- Several years of experience in operations – PCB and cables division
- Attended first year of diploma course in telecommunication from MEI Polytechnic, Bengaluru
- Prior experience: Quest Smartech Pvt. Ltd., Texmaxo Micro Indo Utama, Sun Fibre Optics Pvt. Ltd., MiniCircuits Ltd.

Decades of experience in the EMS industry



Arjun Balakrishnan
Vice President, Corporate Strategy⁴

- Responsible for operations of metals, aerospace and plastics division
- Holds an MS (engineering) from University of Texas, US and an MBA from Harvard University, Boston, US
- Prior experience: Holm Industries, GE Power Controls India Ltd., Panasonic India Pvt. Ltd.



O J Sathish
Vice President³

- Head of PCB & Semiconductor engineering³
- Heads Design & Development division³
- Holds Bachelors in Engineering from Annamalai University and PGDM (operations management) from IGNOU
- Prior experience: Alpha-Imager Pvt. Ltd.



Savita R Ganjigatti
Vice President, Engineering³

- Head of PCB design and analysis team³
- Holds a bachelors in engineering and masters in technology from Visvesvaraya Technology University, Belgaum
- Prior experience: Karnataka Telecom Ltd., Alpha-Imager Pvt. Ltd.
- Member of TLP1 of IPC Design, US



Harold Frederick Schilb III
Vice President, Business Development²

- Responsible for business development & leads the sales team
- Holds bachelors in science (electrical engineering) from Northeastern University, Massachusetts, US and an MBA from Fairleigh Dickinson University, US
- Prior experience: Dwfritz Automation LLC, Celestica Corporation, Electri-Cord Manufacturing Co, IEC Electronics Corp, etc.

Instrumental in Avalon's growth

Notes: BITS = Birla Institute of Technology; B.Com = Bachelors in Commerce; M.Com = Masters in Commerce; BA = Bachelors in Arts; MA = Masters in Arts; B.Tech = Bachelors in Technology; MS = Masters in Science; MBA = Masters in Business Administration; PGDM = Post Graduate Diploma in Management; IGNOU = Indira Gandhi National Open University. 1. Thought Leadership Programme. 2. of Sienna. 3. of Sienna ECAD. 4. VP, Corporate Strategy of Avalon Technologies & Services.

9 Experienced Board of Directors

Promoter-led Management Team and Highly Experienced Board



Kunhamed Bicha
Chairman & Managing Director

- Promoter of Avalon Technologies Ltd.
- Recipient of "CII Connect 2017 Award for Entrepreneur of the Year (Manufacturing)"¹
- Bachelor's degree in mechanical engineering from PSG College and master's degree in science (industrial engineering) from Wichita State University



Bhaskar Srinivasan
Non-executive Director

- Promoter of Avalon Technologies Ltd.
- MBA from Cochin University of Science & Technology; master's degree in science (industrial engineering) from Wichita State University
- Prior experience with Applied Materials, Inc.



Luquman Veedu Ediyam
Non-executive Director

- Bachelor's degree in technology from University of Calicut
- Currently, the legal partner and MD at Dhafir Technologies, UAE



Sareday Seshu Kumar
Non-Executive Director

- Attended Osmania University to pursue a bachelor's degree in arts
- Participated in accelerated management programme conducted by ISB
- Prior experience: Founder and CEO of Emantras Interactive Technologies Pvt. Ltd.

Decades of experience in the EMS industry



Venkataramani Ananthramakrishnan
Independent Director

- MBA from University of Chicago
- Currently, serves as the MD of IP Rings Ltd. (a part of Amalgamations group)



Chandar Pattabhiram
Independent Director

- Bachelor's degree in mechanical engineering from PSG College
- Currently, serves as the Chief Marketing Officer of Coupa Software Incorporated
- Prior experience with Badgeville, Inc. and Marketo, Inc.



Byas Unnikrishnan Nambisan
Independent Director

- Master's degree in science (industrial administration) from Carnegie-Mellon University
- Currently, serves as the CEO & Director on the Board of Ezetap Mobile Solutions Pvt. Ltd.



Nandita Abraham
Independent Director

- Master's degree in science from Philadelphia College of Textiles and Science and a diploma in apparel marketing and merchandising from NIFT, New Delhi
- Currently, serves on the Board of Cerebrus Consultants Pvt. Ltd.

Instrumental in Avalon's growth

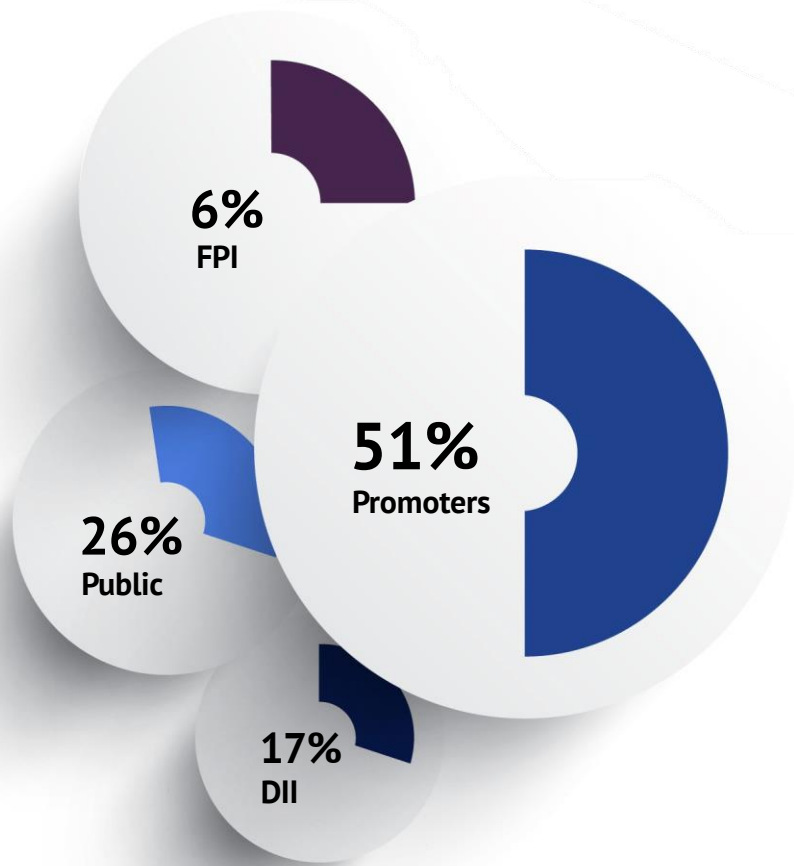
Notes: MD = Managing Director; ISB = Indian School of Business; PGDM = Post Graduate Diploma in Management. 1. Awarded by Confederation of Indian Industry.



Annexures

Shareholding Pattern

(INR Cr.)



Share Information

(As on December 31, 2023)

NSE Ticker	AVALON
BSE Ticker	543896
Market Cap (INR Cr)	3,620
% free-float	80.1%
Free-float market cap (INR Cr)	2,899
Shares Outstanding	6,56,35,894
Industry	Electronic Manufacturing Services

Note: Numbers have been rounded-off. 1. Restated numbers.

Consolidated Profit and Loss

(INR Cr.)

Particulars	FY20	FY21	FY22	FY23
Revenues from operations	642	691	841	945
Other income	11.3	5.4	11	14
Total income	653	696	852	959
Cost of raw materials consumed	429	436	561	624
Changes in inventories of finished goods, work-in-progress	-18	20	-7	-17
Employee benefits expense	116	119	131	161
Finance costs	45	27	25	35
Depreciation and amortisation expenses	16	16	18	20
Other expenses	50	49	58	65
Profit before tax ¹	15	29	66	73
Exceptional items	–	–	20	0
Profit before tax ¹ (after exceptional items)	15	29	86	73
Tax expense	3	5.7	18	20
Profit for the year ¹	12	23	67	53
Margin (%)	2%	3%	8%	5%
ROE (%)	25%	40%	85%	32%
ROCE (%)	27%	21%	27%	25%

Note: Numbers have been rounded-off. 1. Restated numbers.

Consolidated Balance Sheet

(INR Cr.)

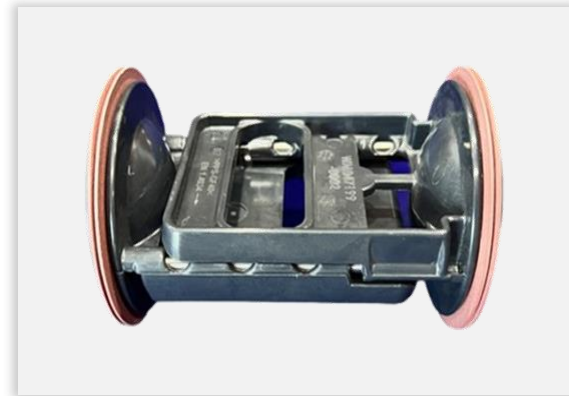
Assets	FY20	FY21	FY22	FY23
Tangible Assets	75	83	91	106
Right-of-use / intangible assets	27	21	25	37
Financial assets	7	4	5	5
Other noncurrent assets	29	25	18	19
Total non-current assets	137	133	139	167
Inventories	155	146	233	318
Trade receivables	114	182	177	206
Cash and cash equivalents	27	34	10	422
Other financial and current assets	17	18	30	67
Total current assets	313	380	450	1014
Total assets	450	513	589	1180

Equity and liabilities	FY20	FY21	FY22	FY23
Shareholder's equity	3	28	89	537
Borrowings	50	81	74	66
Lease and Other non-current liabilities	30	24	27	42
Total non-current liabilities	79	105	102	107
Borrowings	199	214	220	241
Trade payables	136	128	118	142
Lease and Other financial & current liabilities	32	38	61	154
Total current liabilities	367	379	399	536
Total liabilities	446	484	501	643
Total equity and liabilities	450	513	589	1180

Overview of Products and Capabilities

Injection Molded Plastics

Plastics Gallery

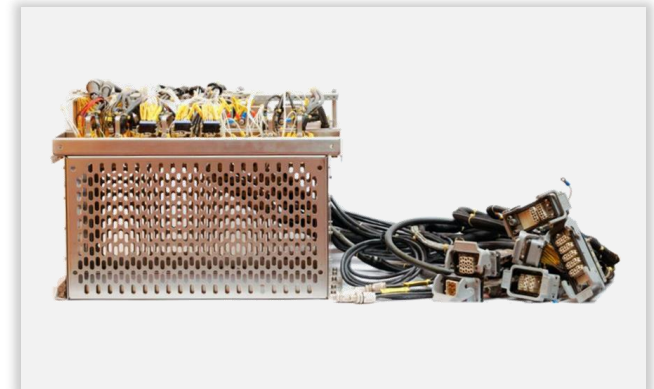
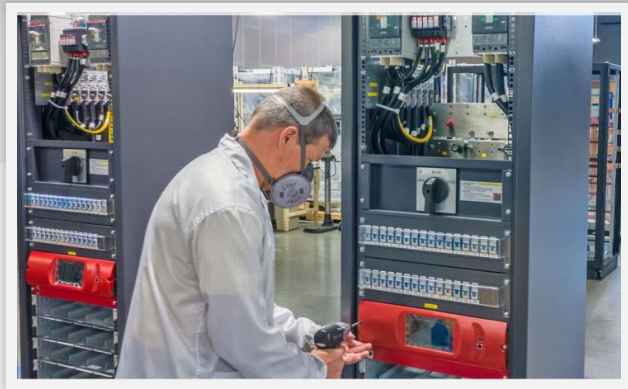
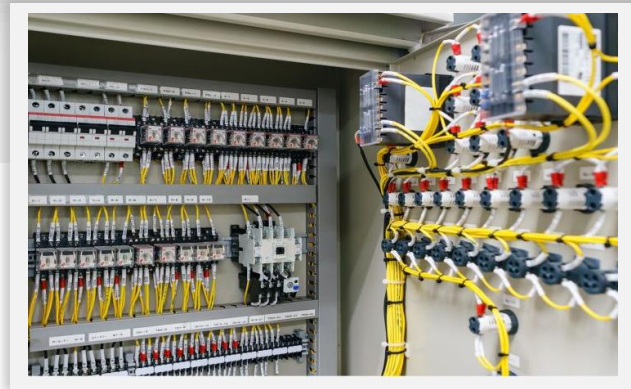


We serve our customers from the injection molding plastic business in various industries including aerospace, industrial and power

Overview of Products and Capabilities

End-to-End Box Build

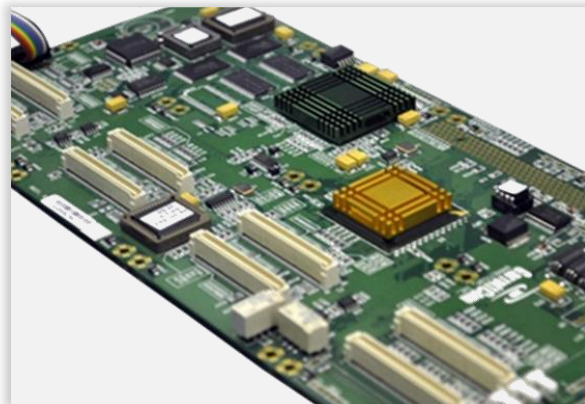
System Integration Gallery



Overview of Products and Capabilities

Printed Circuit Board Assembly

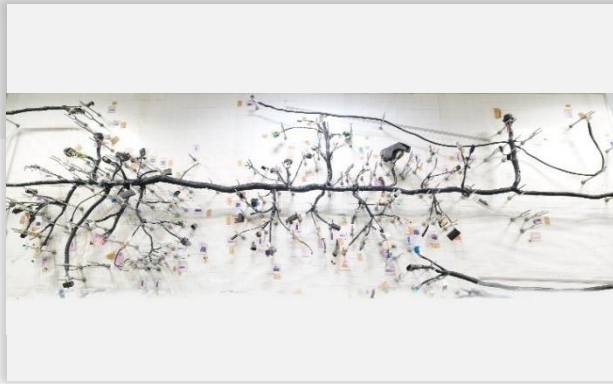
PCB Gallery



Overview of Products and Capabilities

Cable Assembly and Wire Harnesses

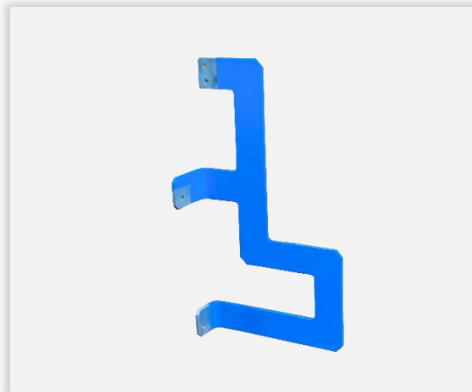
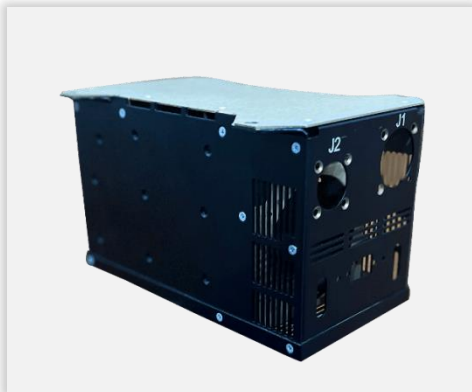
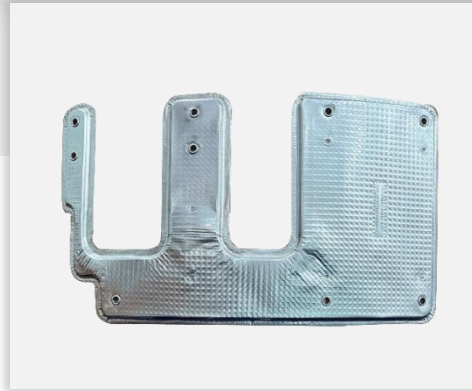
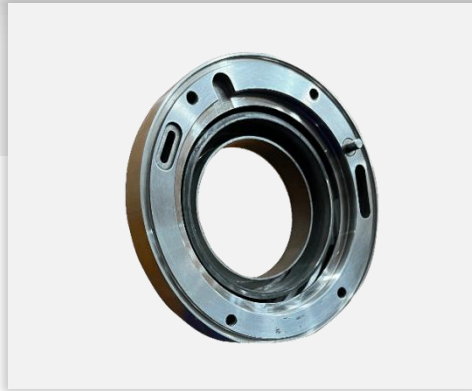
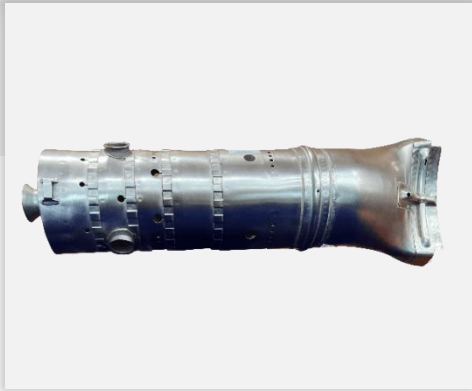
Cables & Wire Harnesses



Overview of Products and Capabilities

Sheet Metal Fabrication and Machining

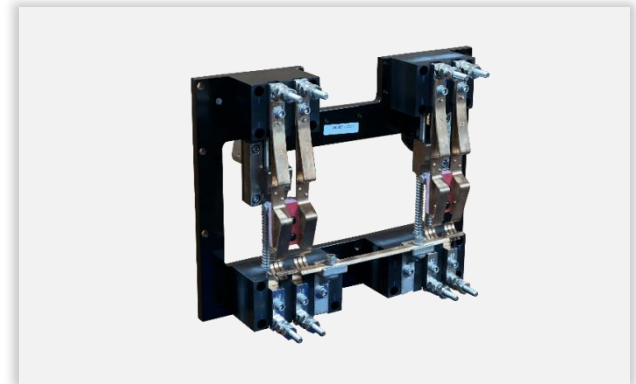
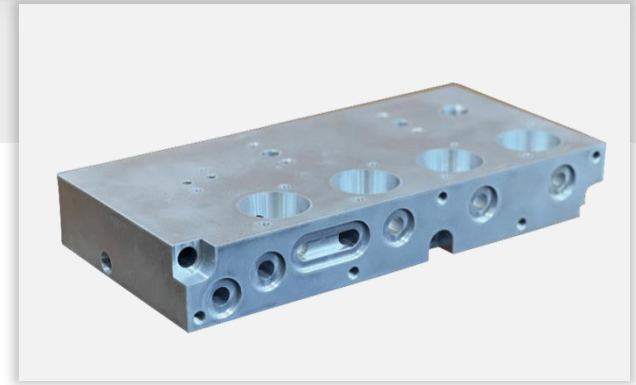
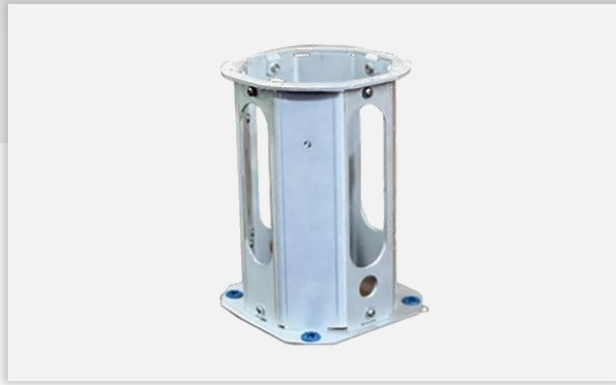
Aerospace Sheet Metal Gallery



Overview of Products and Capabilities

Sheet Metal Fabrication and Machining

Sheet Metal & Machining Gallery



Overview of Products and Capabilities

Magnetics

Magnetics Gallery



The background features several overlapping, semi-transparent shapes in shades of blue and red. The shapes are layered, creating a sense of depth and movement. The colors transition from a vibrant red on the left to a deep blue on the right.

Glossary

Glossary

Term	Description	Term	Description
Avalon	Avalon Technologies Ltd.	IoT	Internet of Things
ATS	Avalon Technologies and Services	M.Com	Masters in Commerce
B.Com	Bachelors in Commerce	MA	Masters in Arts
B.Tech	Bachelors in Technology	MBA	Masters in Business Administration
B2B	Business to Business	MD	Managing Director
B2C	Business to Customer	MS	Masters in Science
BA	Bachelors in Arts	N.A.	North America
BGA	Ball Grid Array	NPD	New Product Development
BITS	Birla Institute of Technology	ODM	Original Design Manufacturer
CA	California	OEM	Original Equipment Manufacturer
CAD	Computer Aided Design	OFS	Offer for Sale
CAGR	Compounded Annual Growth Rate	PAT	Profit After Taxes
CEA	Consumer Electronics and Appliances	PCB	Printed Circuit Board
CEO	Chief Executive Officer	PCBA	Printed Circuit Board Analysis
CS	Company Secretary	PGDM	Post Graduate Diploma in Management
EBITDA	Earnings Before Interest Tax Depreciation & Amortization	PLC	Product Life Cycle
EMS	Electronic Manufacturing Services	QIB	Qualified Institutional Buyer
EV	Electric Vehicle	ROCE	Return on Capital Employed
FPT	Flying Probe Testing	ROE	Return on Equity
FY	Financial Year	RoNW	Return on Net Worth
GA	Georgia	SMT	Surface Mounted Technology
HDI	High Density Interconnect	Sienna	Sienna Corporation
IGNOU	Indira Gandhi National Open University	SPI	Solder Paste Inspection
IIM	Indian Institute of Management	THT	Through Hole Technology
IND AS7	Indian Accounting Standard 7	US	United States