

Date: 10.08.2022

| | |
|--|--|
| 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 |
|--|--|

Dear Sir/Madam

Sub: Investor Presentation on Unaudited Financial Results for the quarter ended June 30, 2022

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation of the Company on Unaudited Financial Results for the quarter ended 30th June, 2022.

The Investor Presentation may also be accessed on the website of the Company at <https://www.avrofurniture.com/pages/Investor-Relations>

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)

A-7/36-39, South of G.T. Road,
Indl. Area (Opp. Rathi Udyog Ltd.)
Ghaziabad-201009 (UP), India

Tel: 0120-4376091
Helpline: 9910039125
info@avrofurniture.com

www.avrofurniture.com
Follow us on   



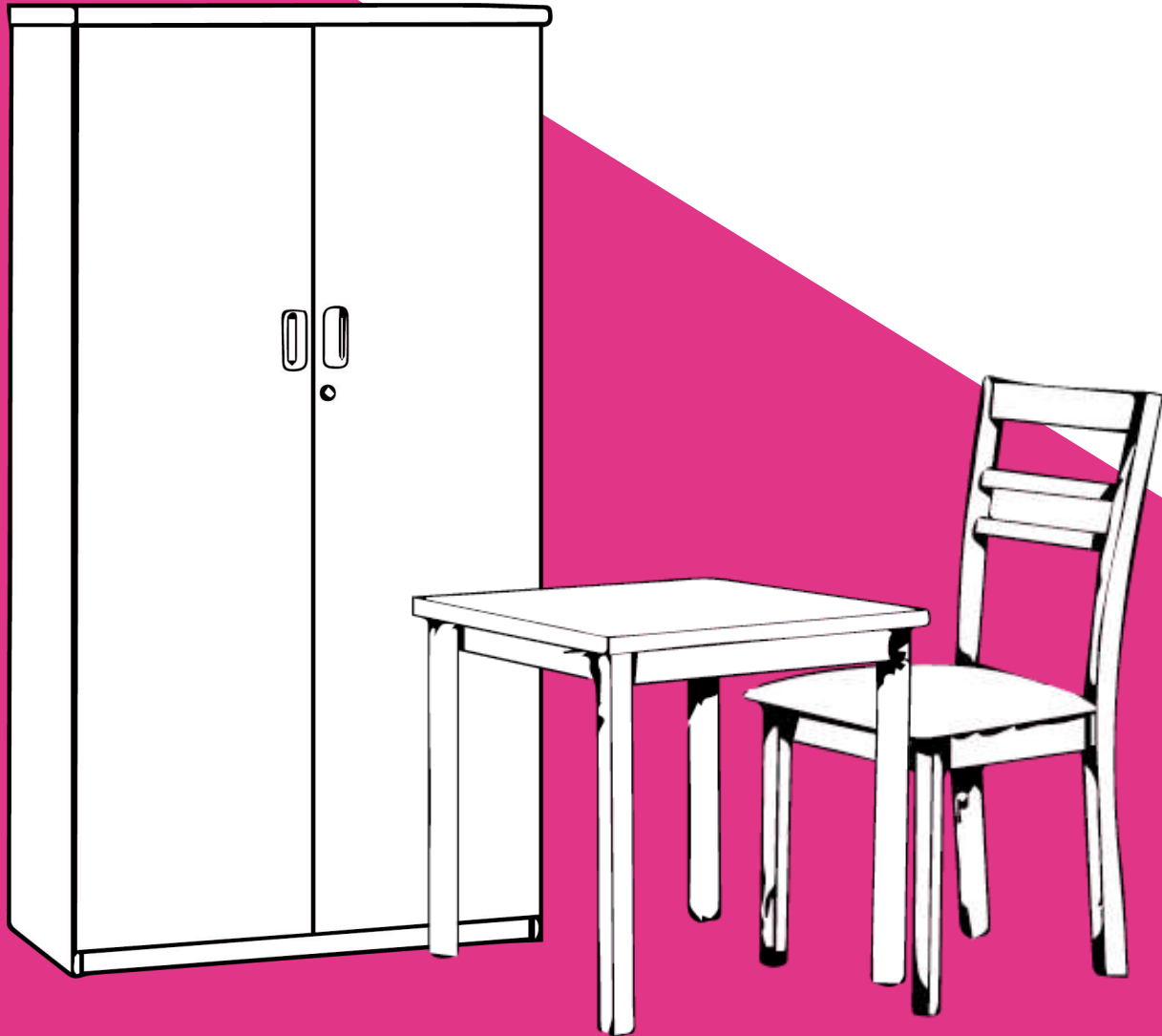
CIN: L25200UP1996PLC101013





AVRO INDIA LTD.

Investor Presentation
Q1 FY23



COMPANY OVERVIEW

AVRO @ A GLANCE

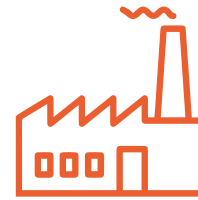


Established in 2002 AVRO INDIA LIMITED is engaged into manufacturing of high quality Plastic moulded Furniture. The company is based out of Ghaziabad, Uttar Pradesh.

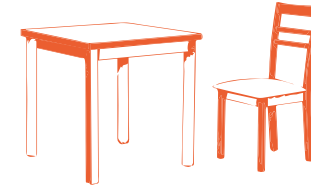
The company sells it's products under brand names AVRO & AVON on PAN India basis through Online & Offline mode. The company is having one of the largest product range in the industry and AVRO is the first company in India which provides 3 year guarantee on selected product range



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 Cr
EBITDA – ₹ 6 Cr
PAT – ₹ 3 Cr



FY22
ROE – 14%
ROCE – 15%



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

WHAT DRIVES US



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

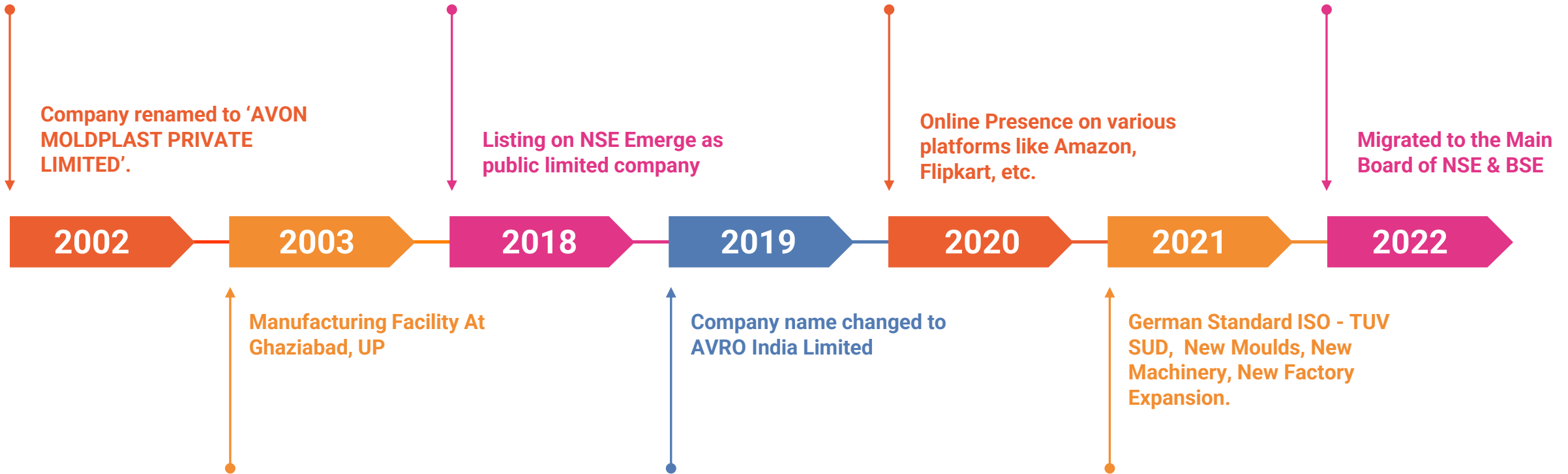
E

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)



MS. ITI GOYAL
(Independent Director)



MS. RICHA KALRA
(Independent Director)



MS. VANDANA GUPTA
(Independent Director)



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

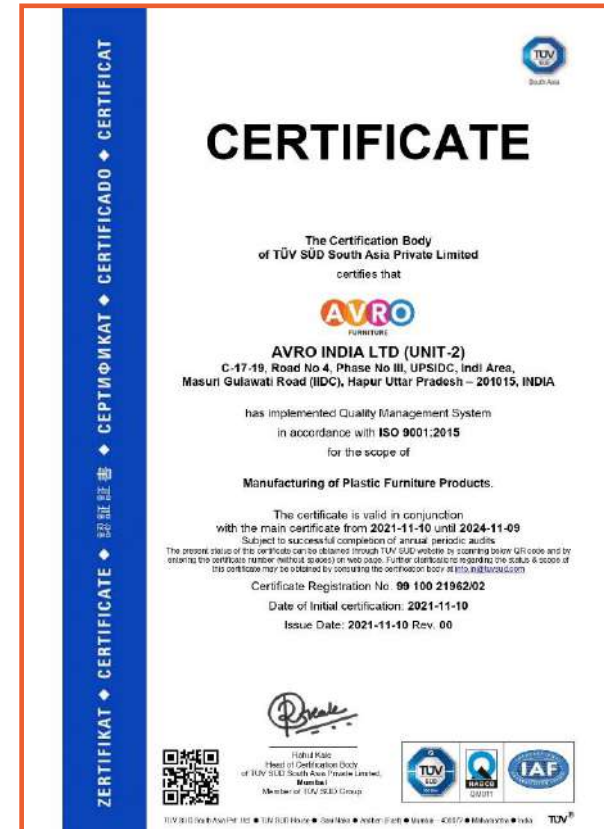
Use of Best In Class Injection
Moulding Machines



HELPING ENVIRONMENT BY BEING SUSTAINABLE



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



AWARDS & RECOGNITION



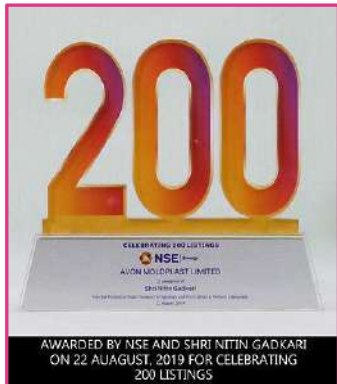
INDIA'S GREATEST LEADERS
2017-18 AWARD
BY ASIA ONE



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,
BHARERI DISTT. HAMIRPUR (H.P.)
ON 14th ANNUAL FUNCTION- 2018



ENTREPRENEUR OF THE YEAR AWARD 2018 BY
BUSINESSEX.COM, ENT REPNEUR 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

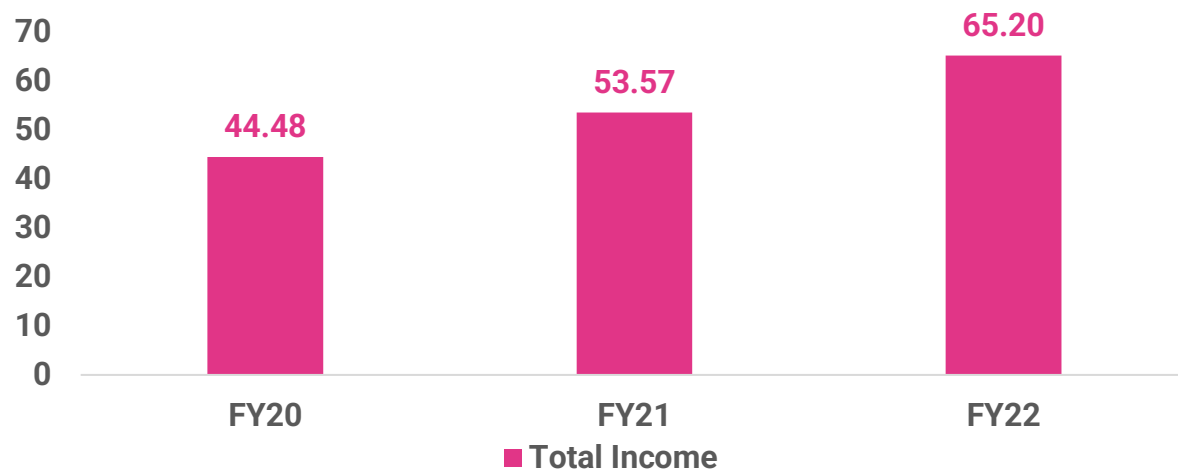


ALTINA ENTREPRENEURS EXCELLENCE AWARD
2018

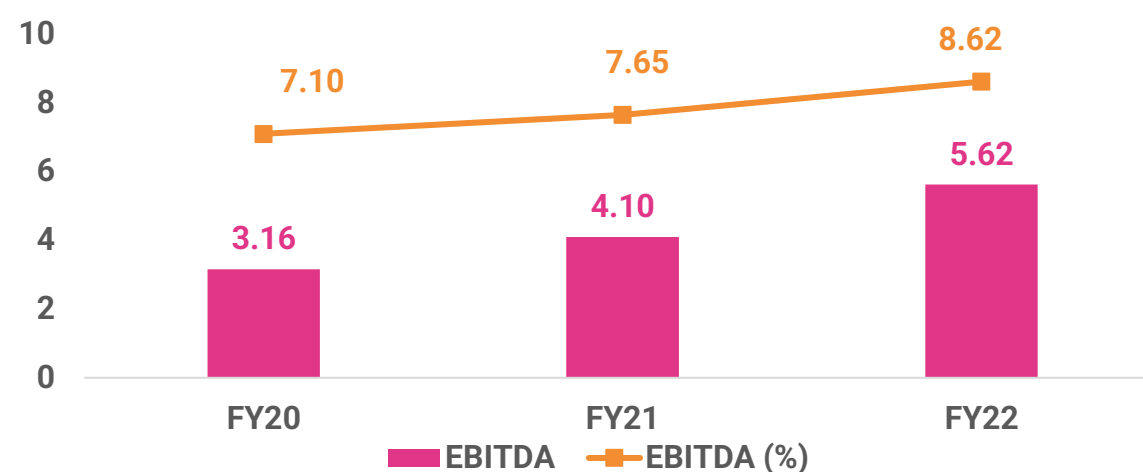
KEY FINANCIAL HIGHLIGHTS



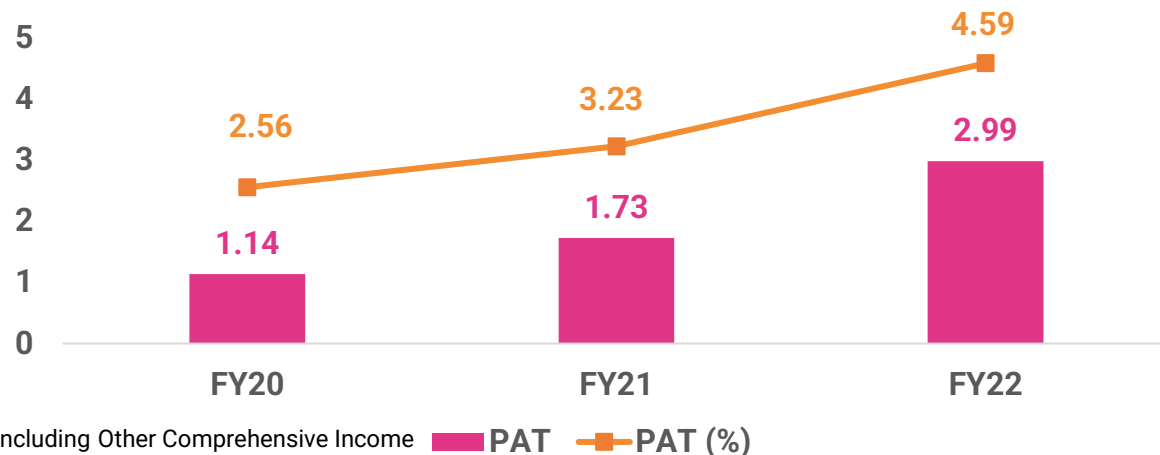
TOTAL INCOME (In ₹ Cr)



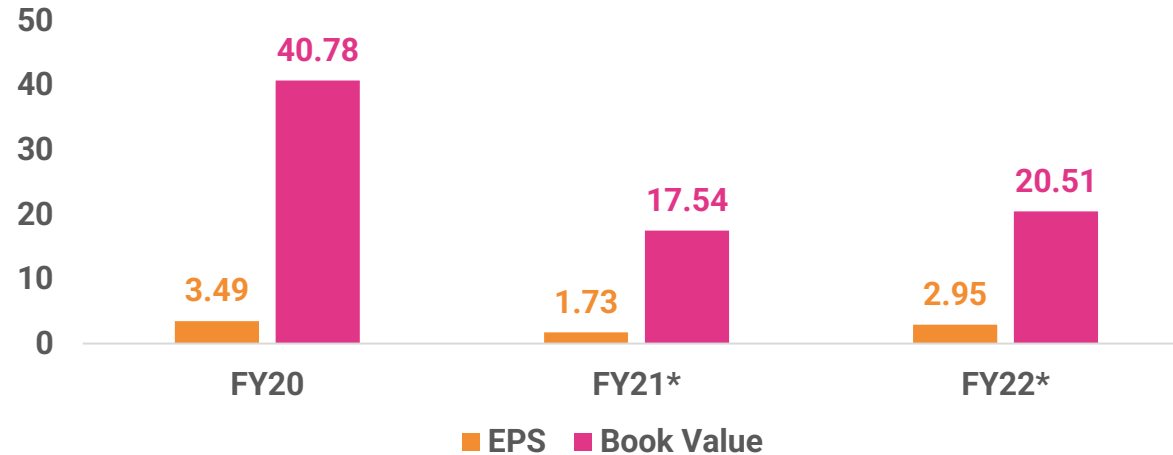
EBITDA (In ₹ Cr) & EBITDA MARGIN



PAT (In ₹ Cr) & PAT MARGIN



PER SHARE MATRIX (In ₹)



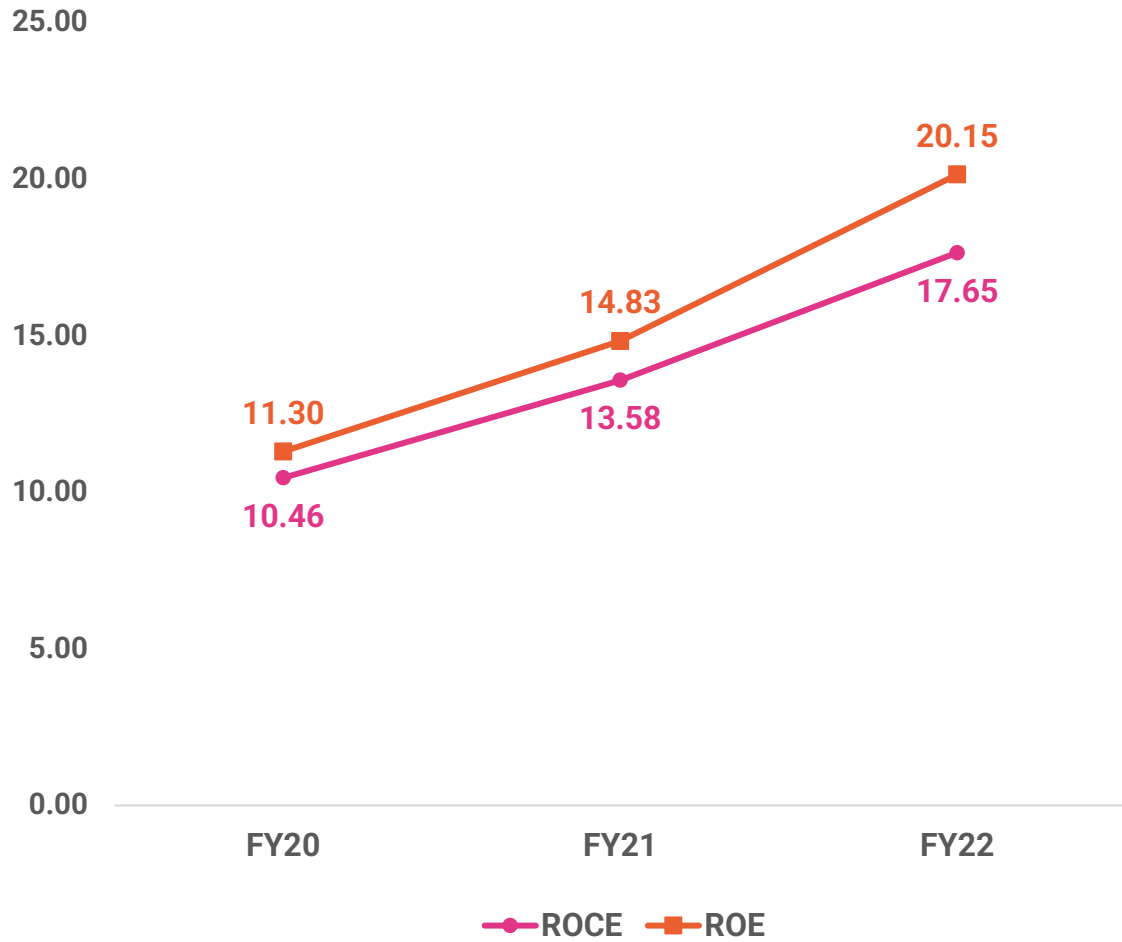
Including Other Comprehensive Income ■ PAT — PAT (%)

*Amount of FY21 & FY22 is adjusted for the bonus, The company has given bonus Of 21:10 On 4 February 2022

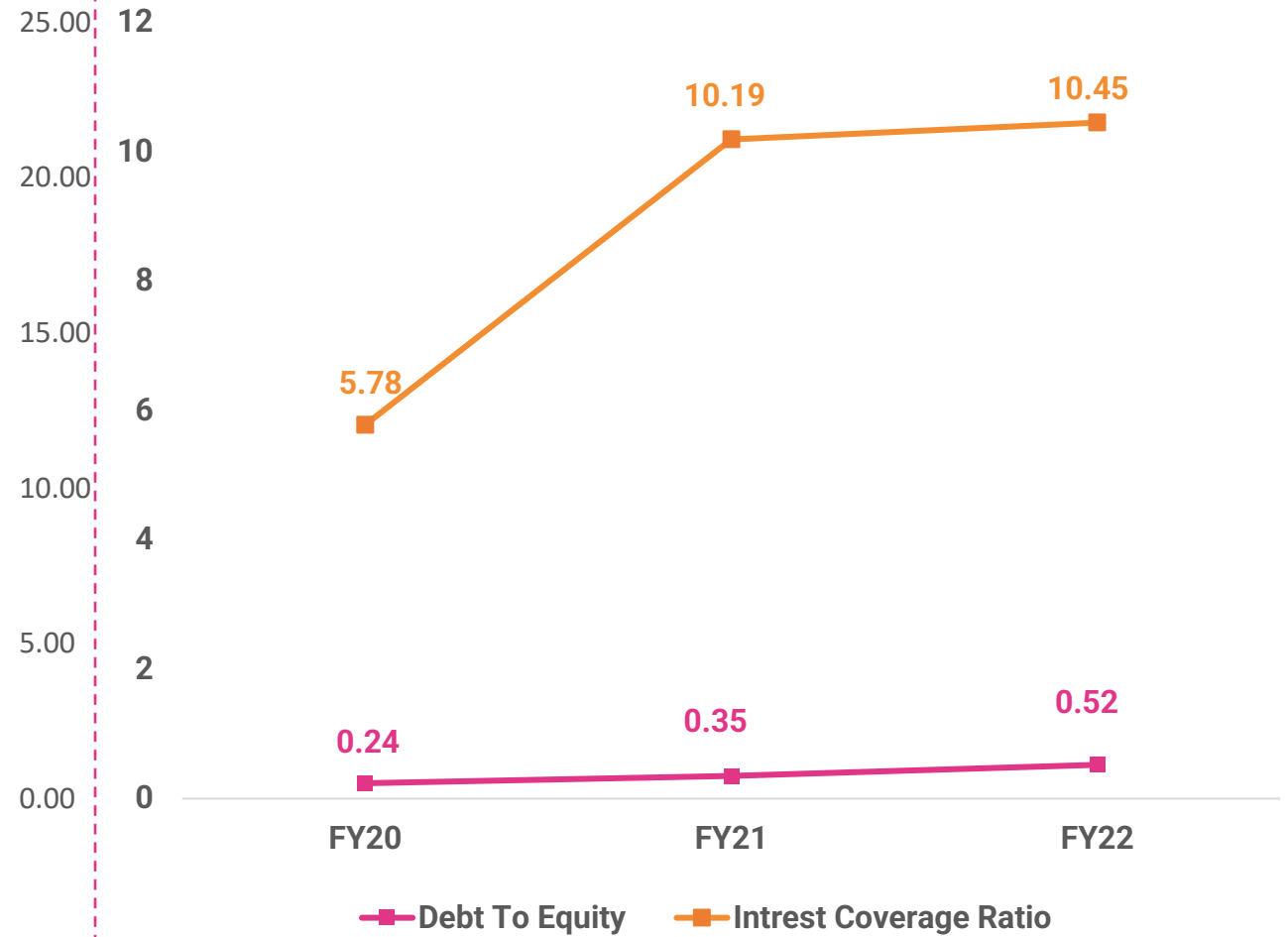
KEY FINANCIAL HIGHLIGHTS



IMPROVING RETURN RATIOS (In %)



Leverage Ratios (In Times)



KEY FINANCIAL HIGHLIGHTS



NSE: AVROIND BSE: 543512 | ISIN: INE652Z01017

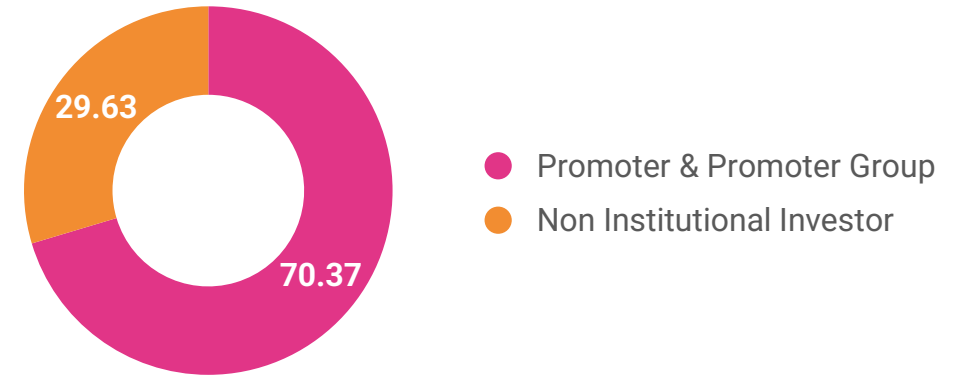
Source - NSE

As on 07-08-2022

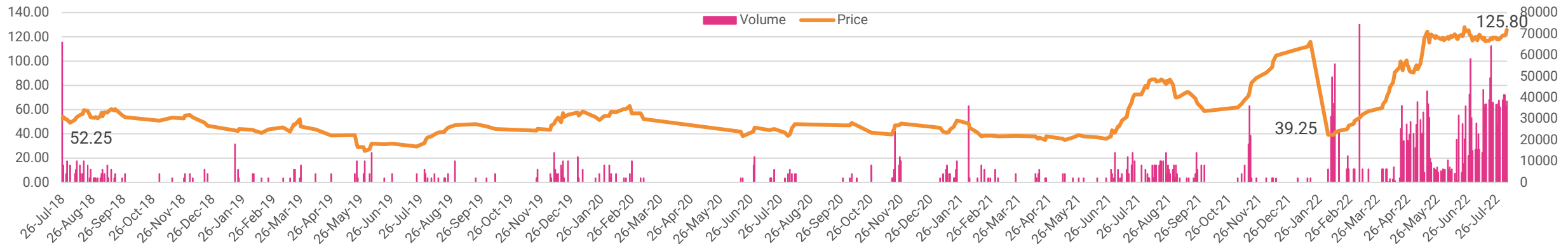
| | |
|-------------------------------------|----------------|
| Share Price (₹) | 125.80 |
| Market Capitalization (₹ Cr) | 127.00 |
| No. of Shares Outstanding | 1,00,87,400 |
| Face Value (₹) | 10 |
| 52 week High-Low (₹) | 134.50 – 74.65 |

SHARE HOLDING PATTERN

As on 30-06-2022



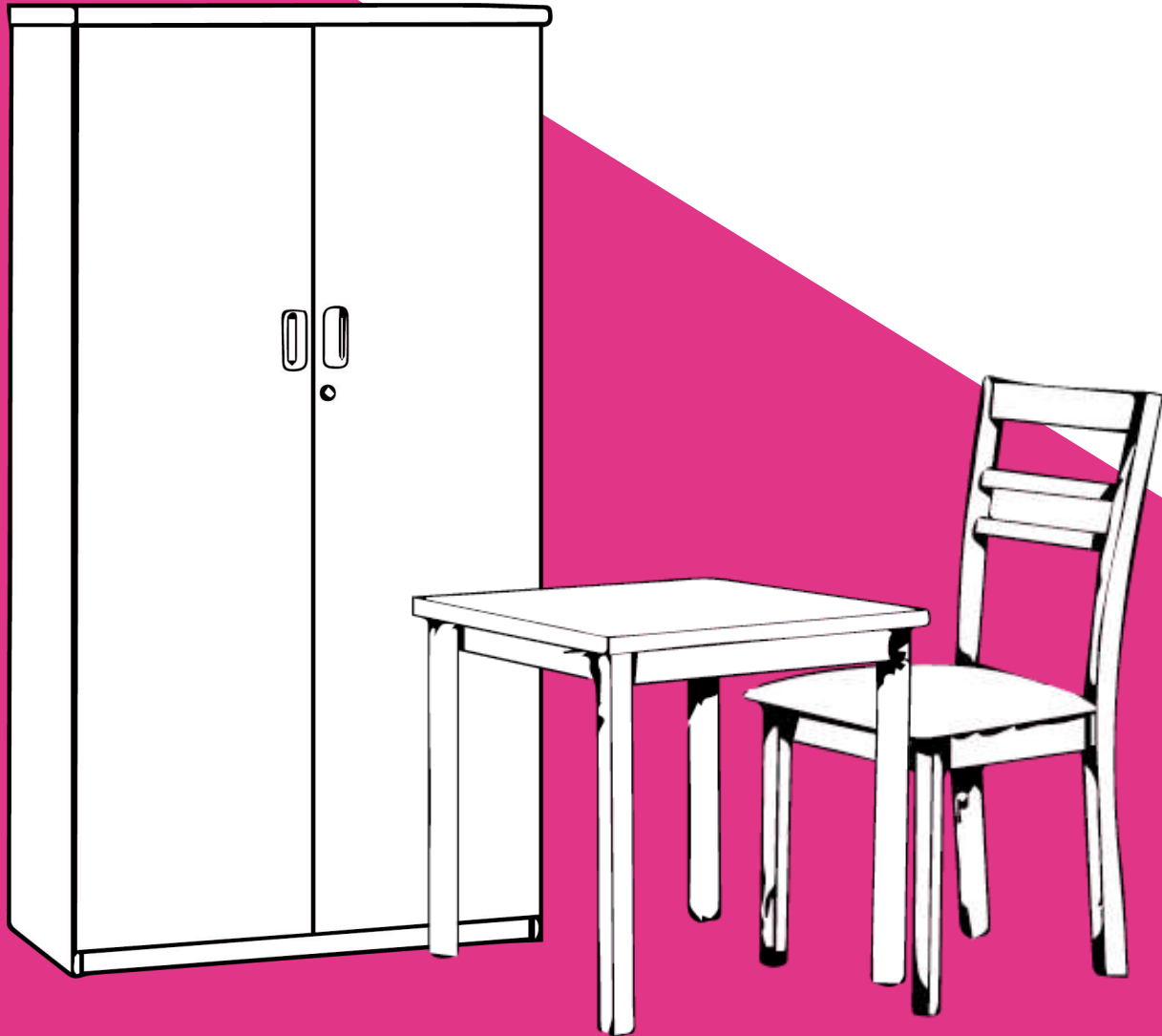
SHARE PERFORMANCE FROM 26 JULY 2018



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

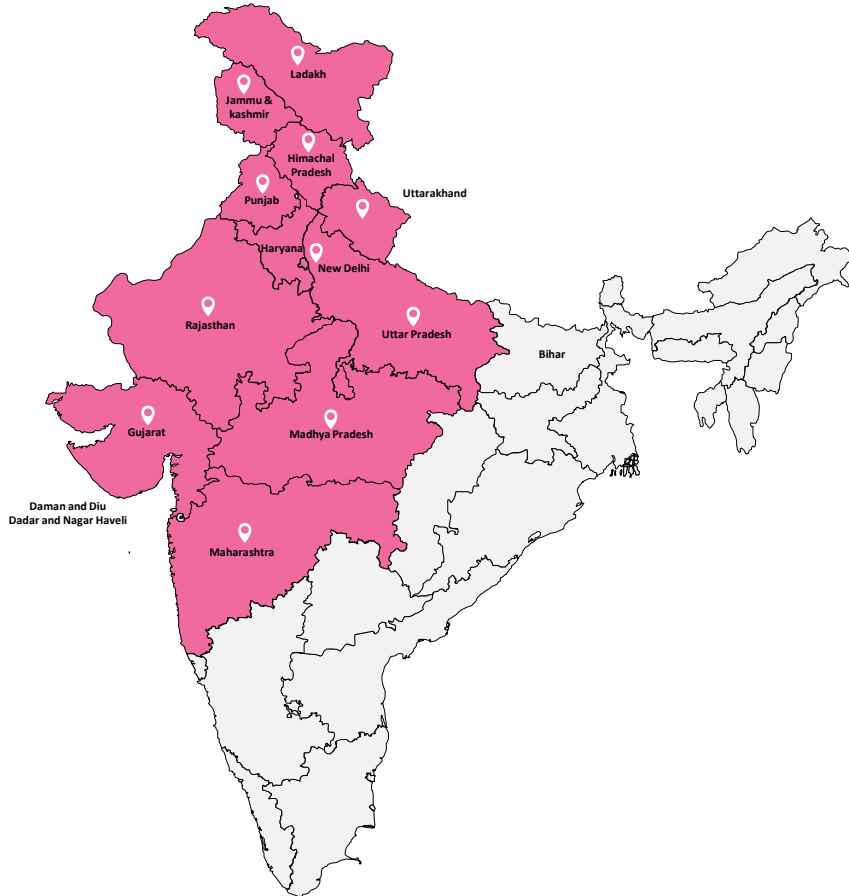
- Available in Brown, Red & Blue
- Superior Matt & Gloss Finish
- Single Mold in India

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>
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 - 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>
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.

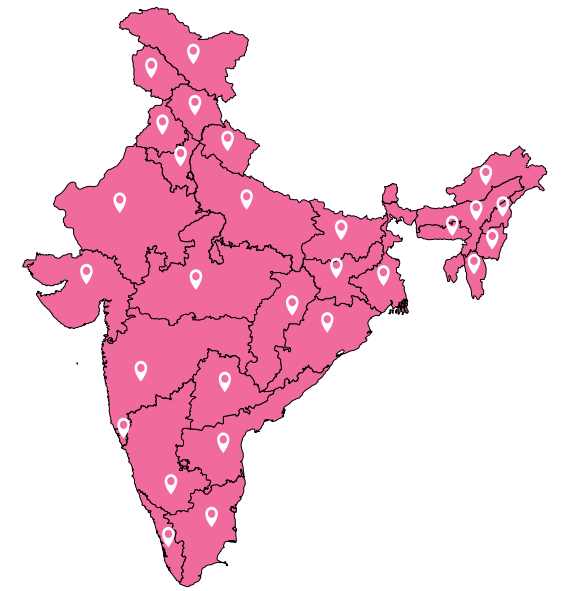
<https://www.indiamart.com>
AVRO India Limited - Manufacturer of Avro Molded Plastic ...
 Avro Molded Plastic Chairs, Avro Stylish Plastic Stools & Avro Molded Plastic ... The company provides wide range of plastic injection molded furniture to ...
 ★★★★★ Rating: 4.1 - 115 votes

<https://www.snapdeal.com>
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

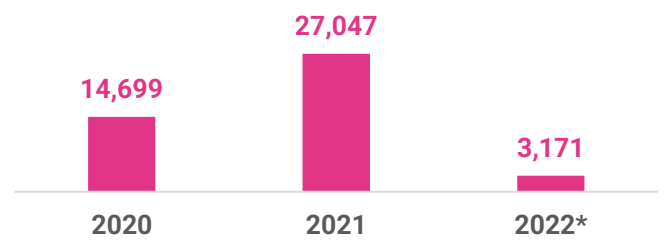


Orders Delivered To 6,500+ Pin Codes across 28 State & 8 Union Territories

PAN INDIA ONLINE PRESENCE



ONLINE ORDERS



* Till 12 March 2022

AMONG BEST SELLING BRANDS ONLINE



Amazon 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...

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

- Nikamal Mytique Plastic Outdoor Chair (Set of 2, Pre-assembled) ₹2,113 (2,083) 4.3★
- AVRO furniture PLATINUM RATTAN CHAIR (Set of 4 Chairs) ₹3,899 (44,499) 4.4★
- Avro Plastic Moulded Mitoque Keys Chair with Comfort (Dark Brown, Pre-assembled) ₹2,925 (44,499) 4.3★
- MAHARAJA Safari Plastic Chair Set of 4 with Matt & Glass (Dark Brown, Set of 4, Pre-assembled) ₹3,065 (44,499) 4.3★

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 (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 new up to ₹2000 on card approval - 2% back (1 offer)

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

₹3,899 (44,499) 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 ₹1,590/month. Standard EMI also available. View Plans

Warranty: 3 years

Delivery: Usually delivered in 7 days

Color: [Image]

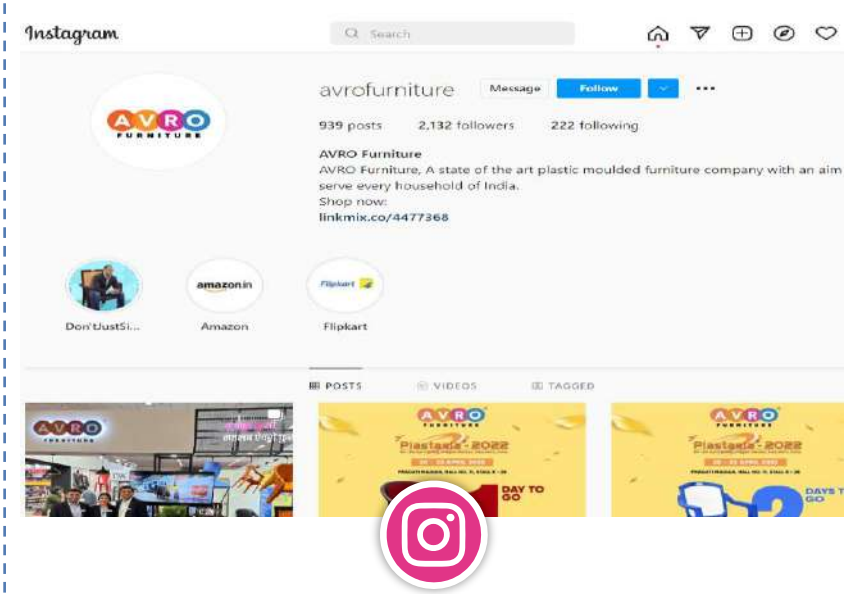
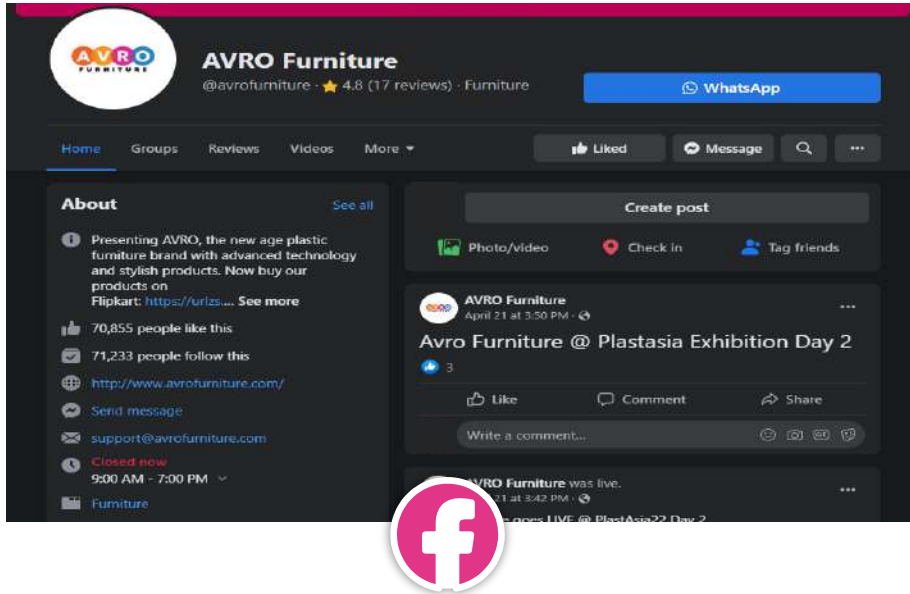
Highlights:

- 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



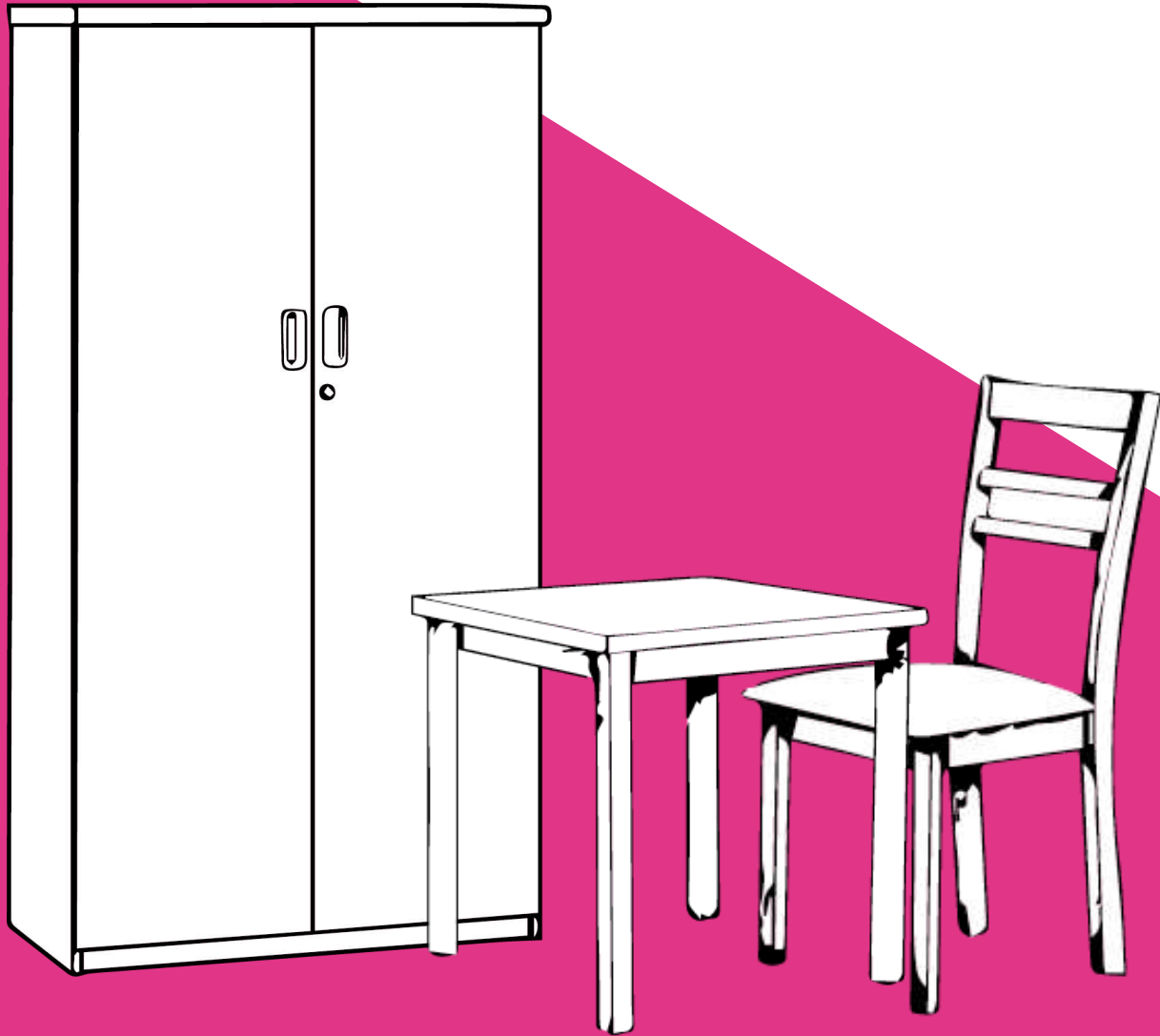
YOUTUBE VIDEOS FOR PRODUCT DEMOS & ASSEMBLY



The screenshot shows the AVRO Furniture YouTube channel page. At the top, there's a search bar and navigation icons. Below that is a video player showing a dining table set. The channel name "AVRO FURNITURE" is displayed with 893 subscribers and a "SUBSCRIBE" button. The 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".



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". The video progress bar is at 0:01 / 0:52. Below the video player, there are interaction buttons for Like (5), Dislike, Share, Download, Save, and a "SUBSCRIBE" button. The channel name "AVRO FURNITURE" and subscriber count "893 subscribers" 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", "Magna Table Assembly Video", and "Maxima Table Assembly Video".



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.

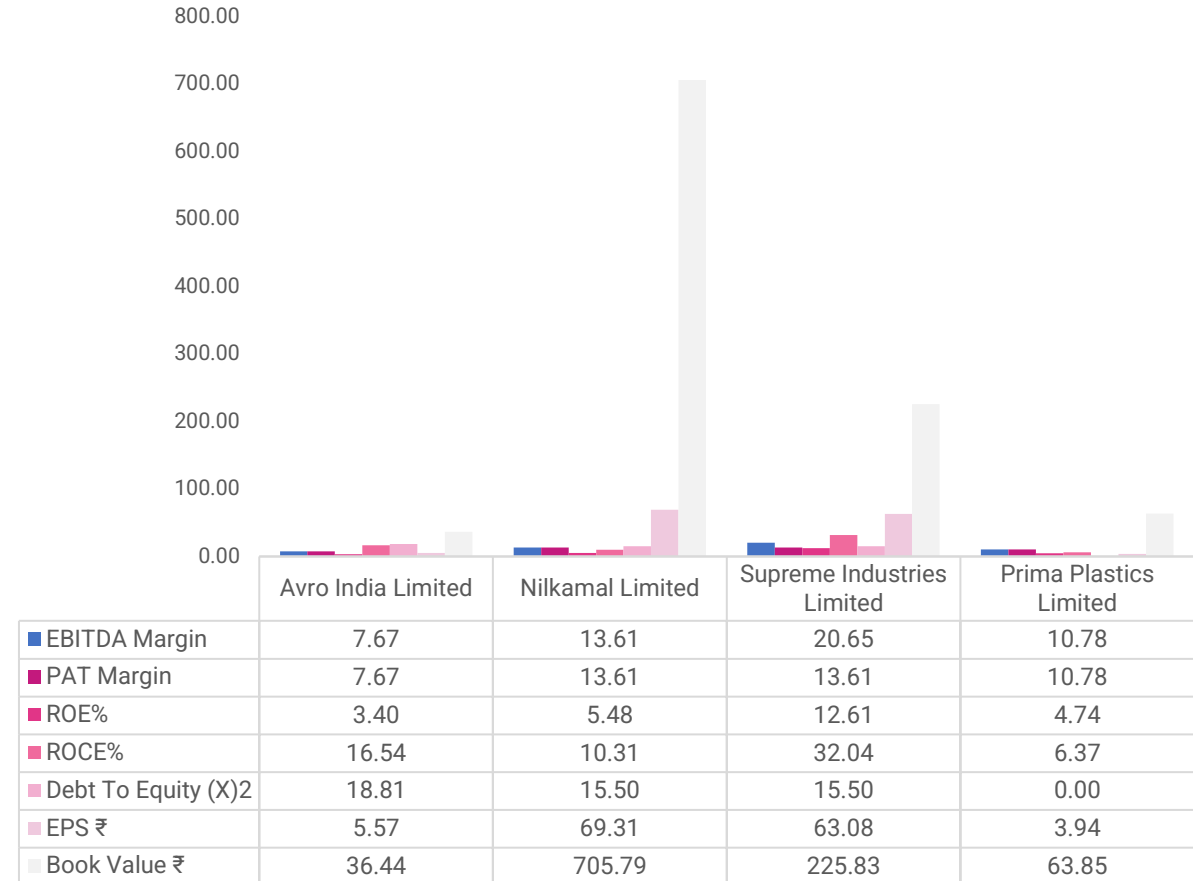
Increasing demand for low-cost, lightweight, and durable plastic furniture in various end-use sectors is driving end-users to adopt plastic furniture instead of traditional, wooden or metal furniture.

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.

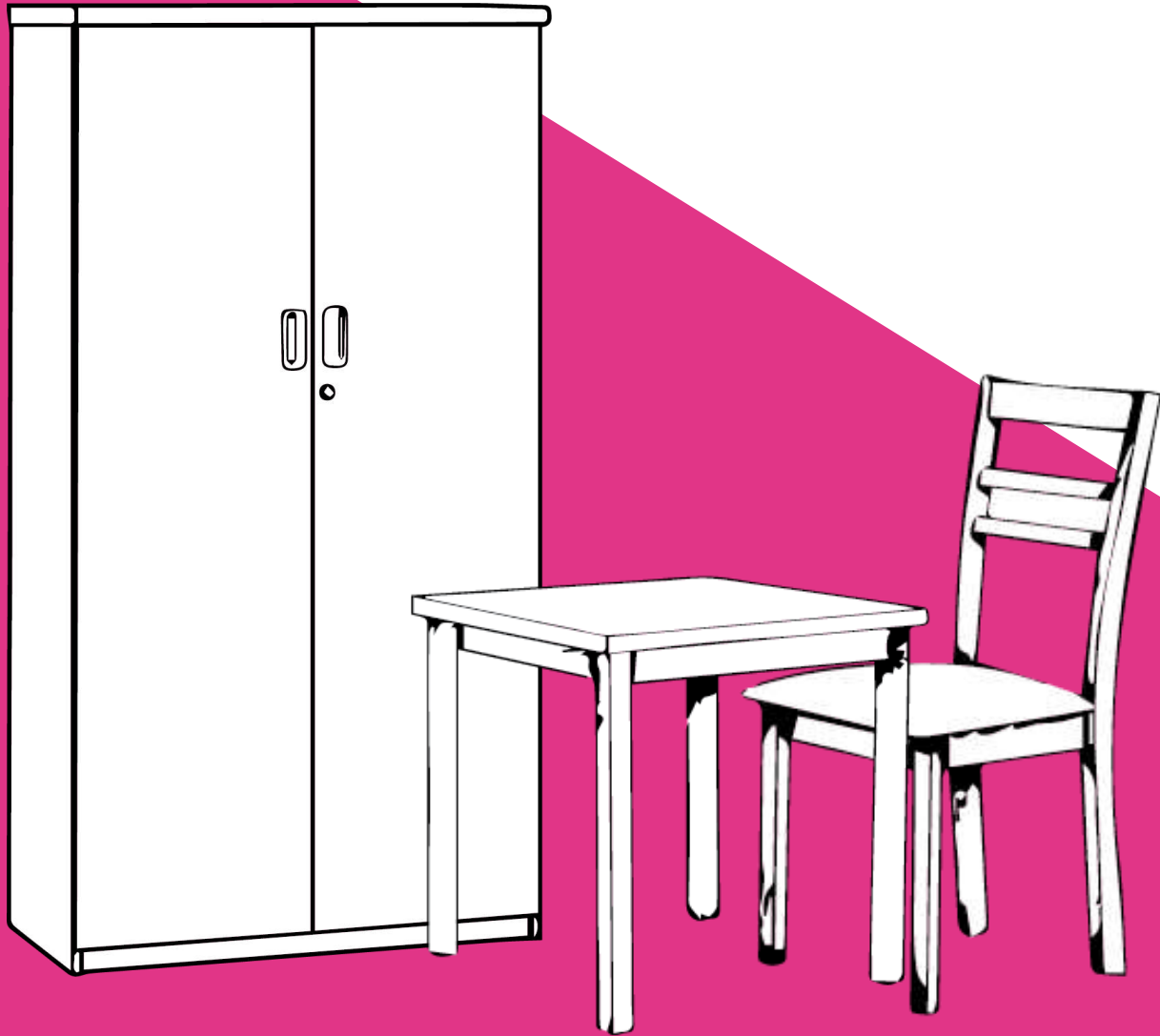


PEER COMPARISON



Total Income ₹ Cr **53.57** **1902.51** **6385.46** **95.33**

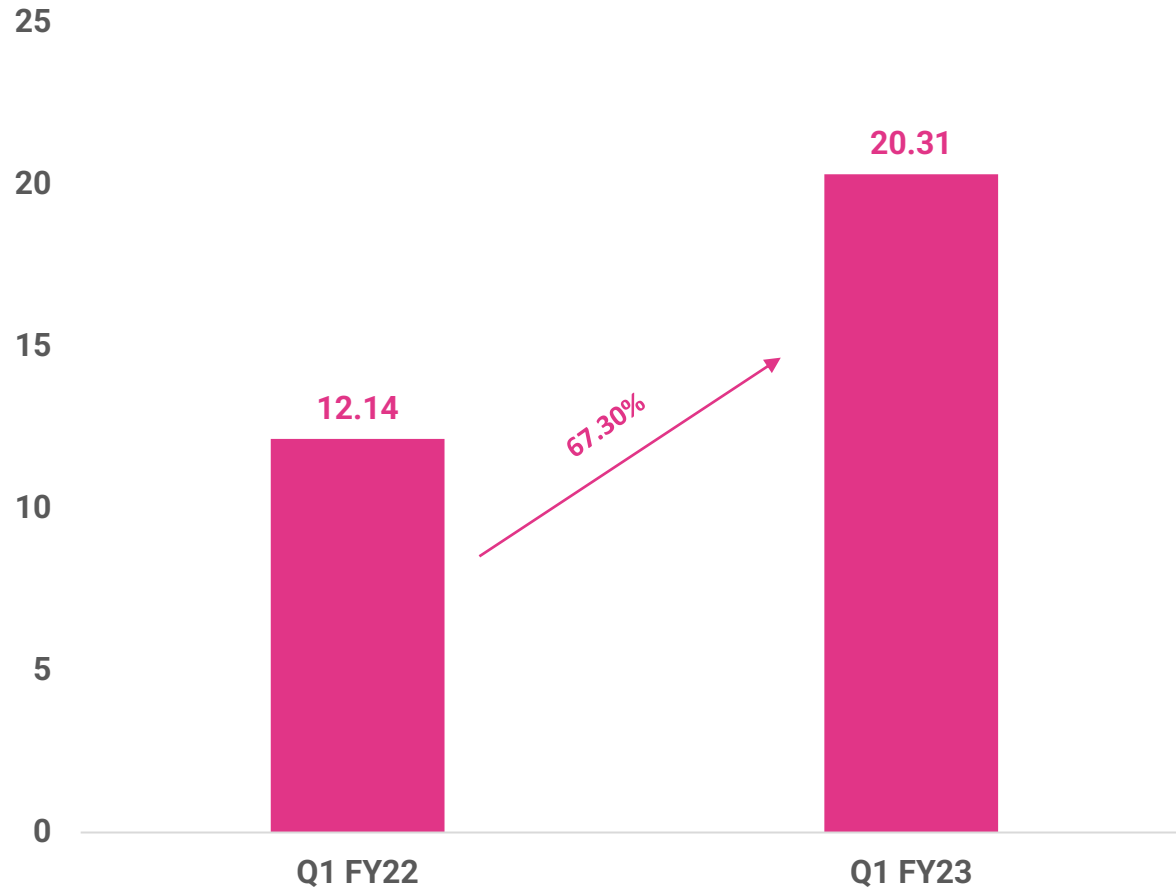
Data for FY21 Source – ACE Equity



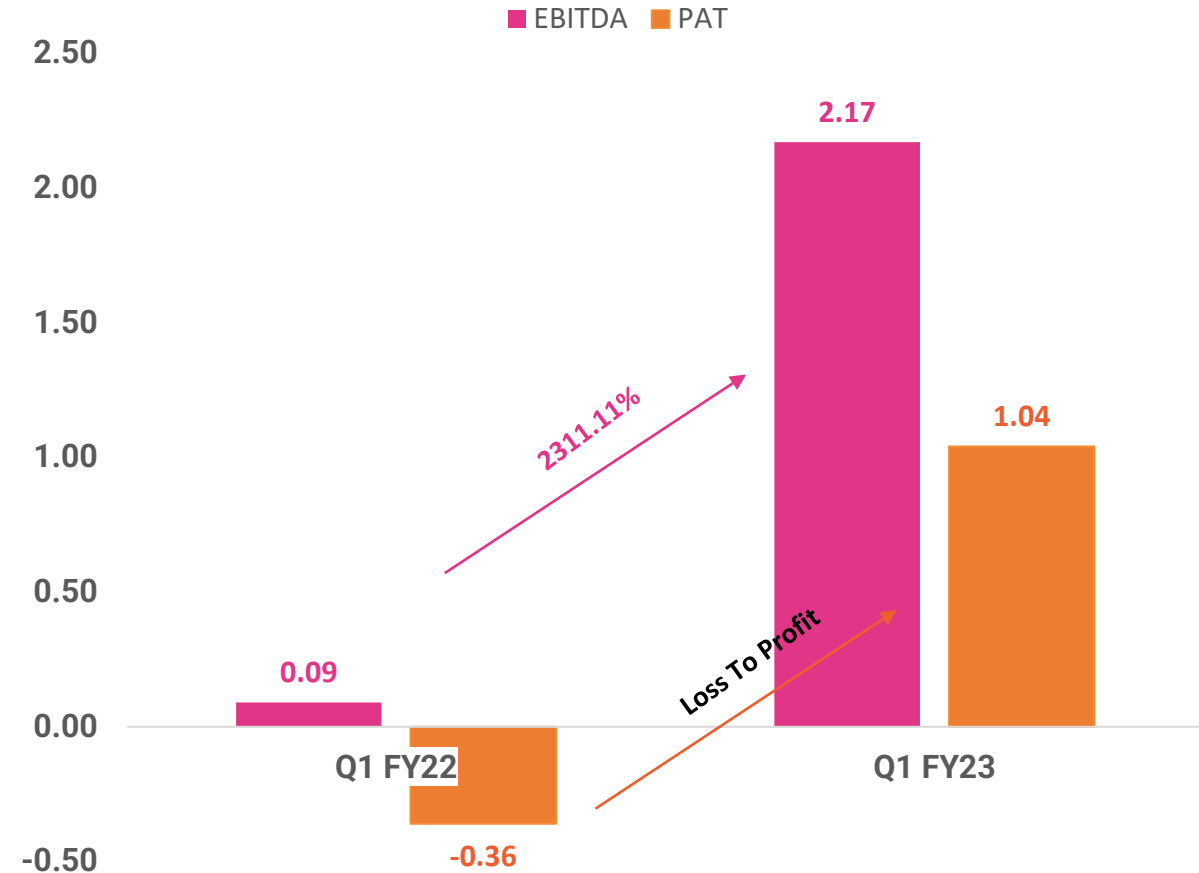
FINANCIAL OVERVIEW

QUARTERLY PERFORMANCE HIGHLIGHTS

TOTAL INCOME (In ₹ Cr)



EBITDA & PAT (In ₹ Cr)



QUARTERLY PERFORMANCE



In ₹ Cr

| Particulars | Q1 FY23 | Q4 FY22 | Q1 FY22 |
|--------------------------------------|--------------|--------------|--------------|
| Net Sales | 20.25 | 18.30 | 12.11 |
| Other Income | 0.06 | 0.34 | 0.03 |
| Total Income | 20.31 | 18.64 | 12.14 |
| Expenses | | | |
| Raw Material costs | 15.70 | 12.81 | 9.59 |
| Employee Cost | 0.28 | 0.31 | 0.32 |
| Other Expenses | 2.16 | 2.53 | 2.14 |
| Total Expenditure | 18.14 | 15.65 | 12.05 |
| EBIDTA | 2.17 | 2.99 | 0.09 |
| EBIDTA(%) | 10.68 | 16.04 | 0.74 |
| Interest | 0.19 | 0.13 | 0.09 |
| Depreciation | 0.40 | 0.41 | 0.29 |
| PBT | 1.58 | 2.45 | -0.29 |
| TAX Expense (Including Deferred Tax) | 0.54 | 0.60 | 0.07 |
| Reported Net Profit | 1.04 | 1.85 | -0.36 |
| NPM(%) | 5.12 | 9.92 | -2.97 |

PROFIT & LOSS STATEMENT



In ₹ Cr

| Particulars | FY20 | FY21 | FY22 |
|--------------------------------------|--------------|--------------|--------------|
| Net Sales | 44.07 | 53.27 | 64.74 |
| Other Income | 0.41 | 0.30 | 0.46 |
| Total Income | 44.48 | 53.57 | 65.20 |
| Expenses | | | |
| Raw Material costs | 36.37 | 43.46 | 47.75 |
| Employee Cost | 0.82 | 1.33 | 1.27 |
| Other Expenses | 4.13 | 4.67 | 10.56 |
| Total Expenditure | 41.32 | 49.46 | 59.58 |
| EBIDTA | 3.16 | 4.11 | 5.63 |
| EBIDTA(%) | 7.17 | 7.67 | 8.63 |
| Interest | 0.30 | 0.26 | 0.42 |
| Depreciation | 1.45 | 1.39 | 1.28 |
| PBT | 1.41 | 2.43 | 3.92 |
| TAX Expense (Including Deferred Tax) | 0.27 | 0.62 | 0.95 |
| Reported Net Profit | 1.14 | 1.73 | 2.99 |
| NPM(%) | 2.59 | 3.23 | 4.59 |

BALANCE SHEET



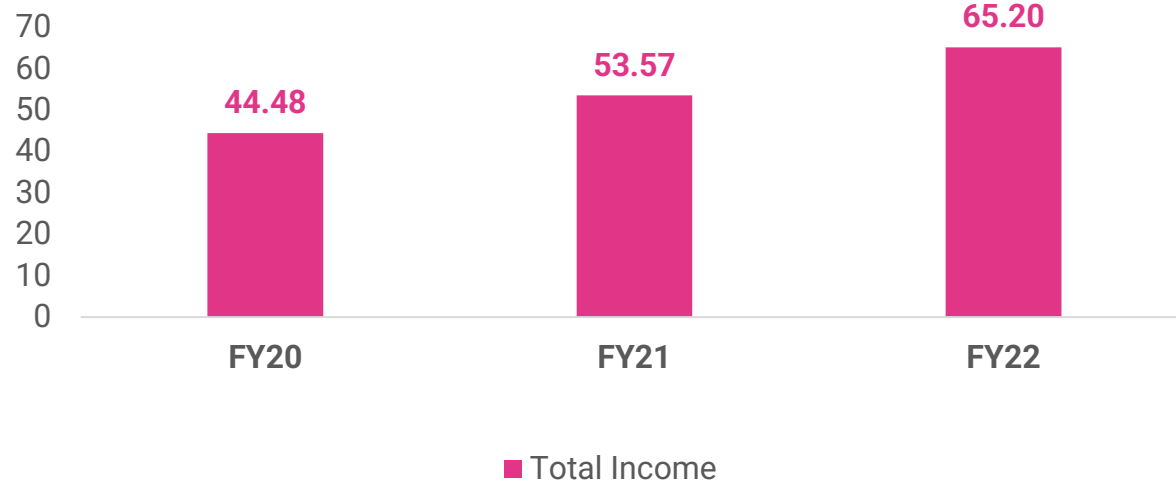
In ₹ Cr

| Equities & Liabilities | FY20 | FY21 | FY22 |
|--------------------------------------|--------------|--------------|--------------|
| Equity | 3.25 | 3.25 | 10.09 |
| Reserves | 10.02 | 14.44 | 10.60 |
| Net Worth | 13.27 | 17.69 | 20.69 |
| Non-current Liabilities | | | |
| Long-term borrowing | 0.99 | 0.50 | 1.17 |
| Deferred tax Liabilities | 0.00 | 0.00 | 0.00 |
| Other long terms Liabilities | 0.00 | 0.00 | 0.00 |
| Long-term provision | 0.06 | 0.08 | 0.08 |
| Total Non Current Liabilities | 1.05 | 0.58 | 1.25 |
| Current Liabilities | | | |
| Short-term borrowings | 1.47 | 3.65 | 6.51 |
| Trade payables | 2.77 | 2.34 | 7.91 |
| Other current liabilities | 0.72 | 0.62 | 0.94 |
| Short-term provision | 0.37 | 0.01 | 0.01 |
| Total Current Liabilities | 5.33 | 6.62 | 15.37 |
| Total Liabilities | 19.65 | 24.89 | 37.31 |

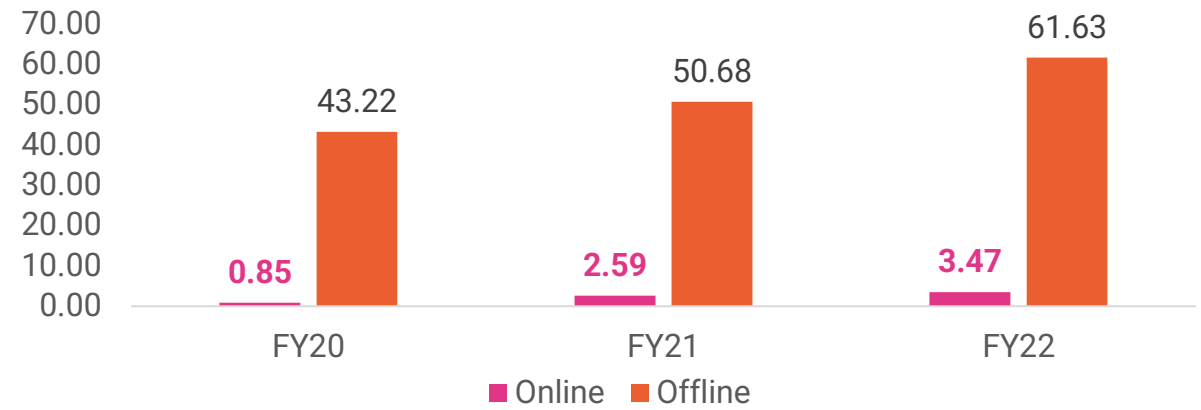
| Assets | FY20 | FY21 | FY22 |
|------------------------------------|--------------|--------------|--------------|
| Non Current Assets | | | |
| Fixed assets | 8.15 | 10.18 | 11.88 |
| Non-current investments | 0.00 | 0.00 | 0.00 |
| Other Non-Current Financial Assets | 0.27 | 0.27 | 0.28 |
| Other non-current assets | 0.00 | 0.00 | 0.00 |
| Total Non Current Assets | 8.42 | 10.45 | 12.16 |
| Current Assets | | | |
| Inventories | 1.44 | 1.69 | 5.05 |
| Trade receivables | 8.12 | 10.79 | 18.64 |
| Cash & Bank Balance | 0.20 | 0.39 | 0.45 |
| Other Current Financial Assets | 0.37 | 0.78 | 0.36 |
| Current Tax Assets (Net) | 0.00 | 0.07 | 0.00 |
| Other current assets | 1.10 | 0.72 | 0.65 |
| Total Current Assets | 11.23 | 14.44 | 25.15 |
| Total Assets | 19.65 | 24.89 | 37.31 |

REVENUE ANALYSIS

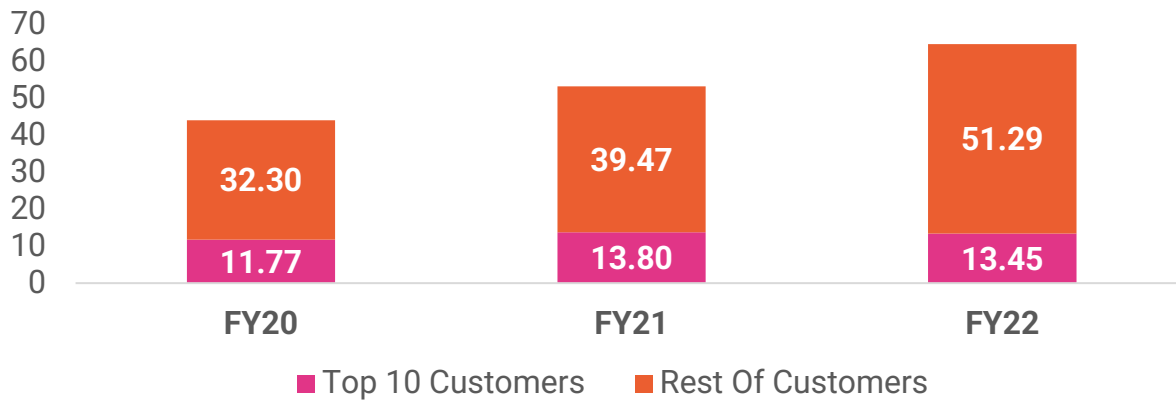
TOTAL INCOME (In ₹ CR)



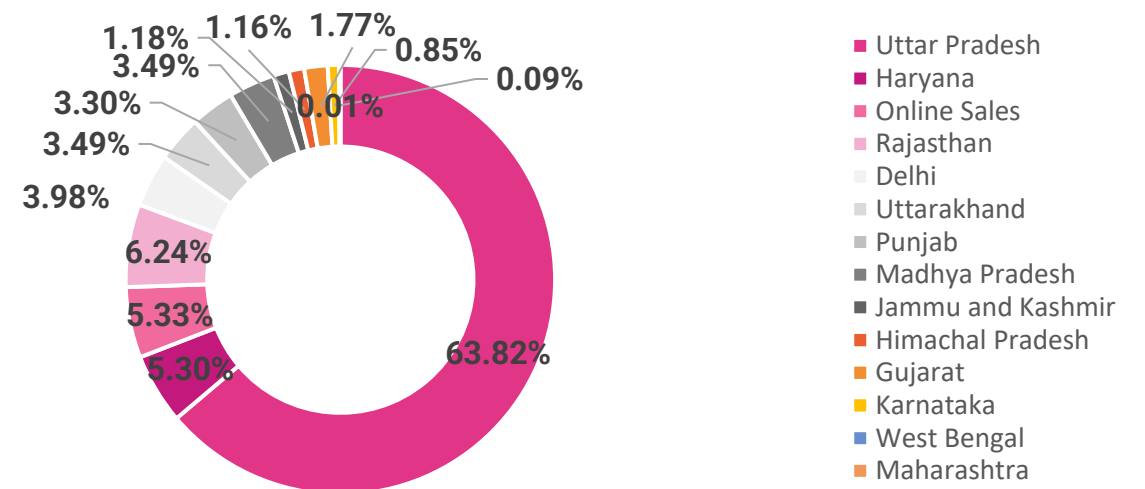
REVENUE (In ₹ Cr)



REVENUE BREAKUP (In ₹ CR)



REGION WISE REVENUE (In %)



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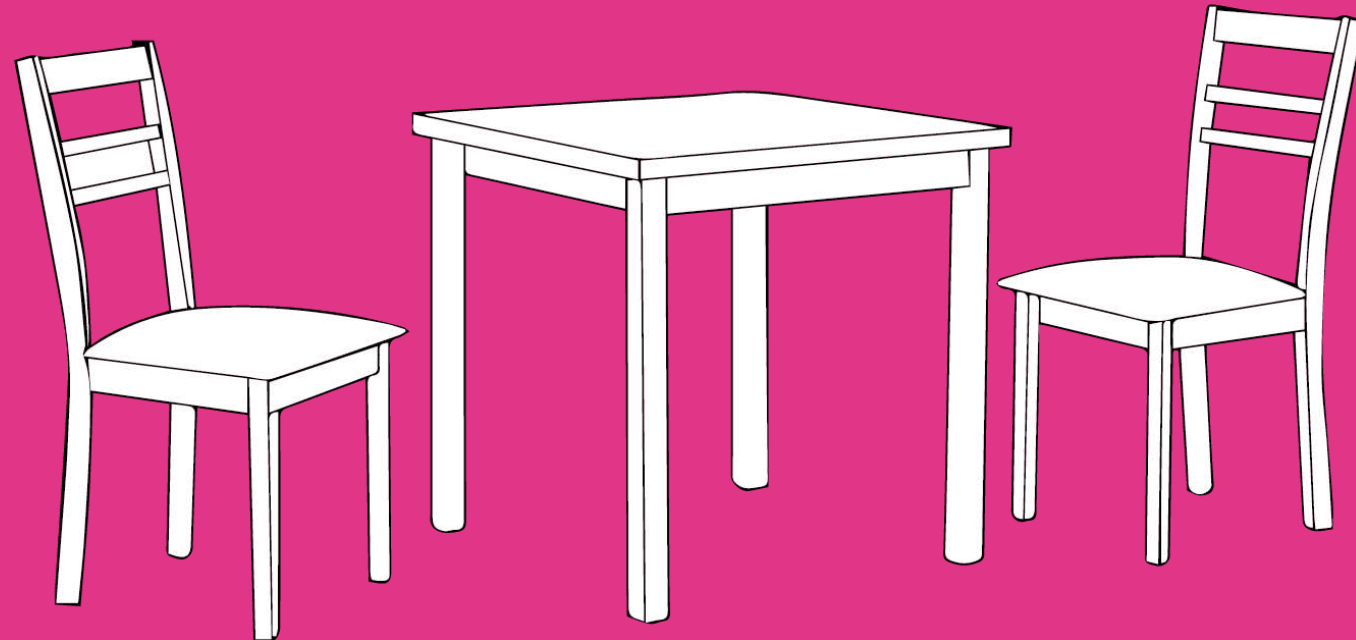
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