

Date: May 18, 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 for Q4 and Financial Year ended 31st March 2022

Pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for Q4 and Financial Year ended 31st March, 2022 of the Company.

This is for your information and records.

Thanking You

Yours Faithfully

For AVRO INDIA LIMITED

Sumit Bansal

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   



3 साल की गारंटी
वाला प्लास्टिक फर्नीचर
*On Selected Products

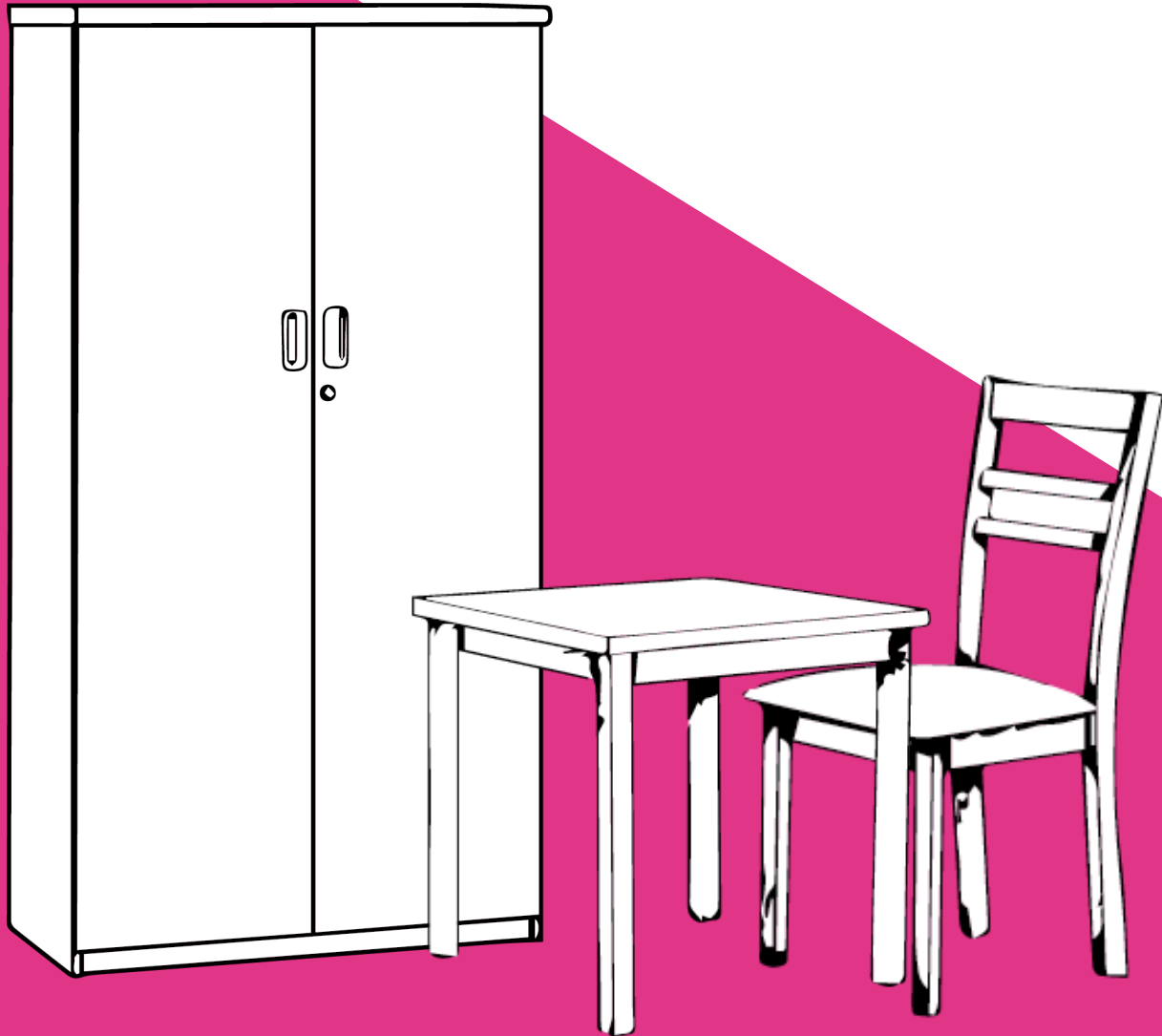
CIN: L25200UP1996PLC101013





AVRO INDIA LTD.

Investor Presentation
Q4 FY22



COMPANY OVERVIEW

AVRO @ A GLANCE

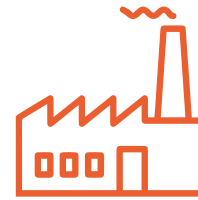


Established in 2002 AVRO INDIA LIMITED (formerly known as AVON MOLDPLAST LIMITED) is engaged into manufacturing of high quality Plastic moulded Furniture. The company is based out of Ghaziabad, Uttar Pradesh.

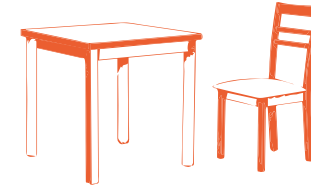
The company sells it's products under brand names AVRO & AVON on PAN India basis through Online & Offline mode. The company is having one of the largest product range in the industry and AVRO is the only company in India which provides 3 year guarantee on selected product range



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

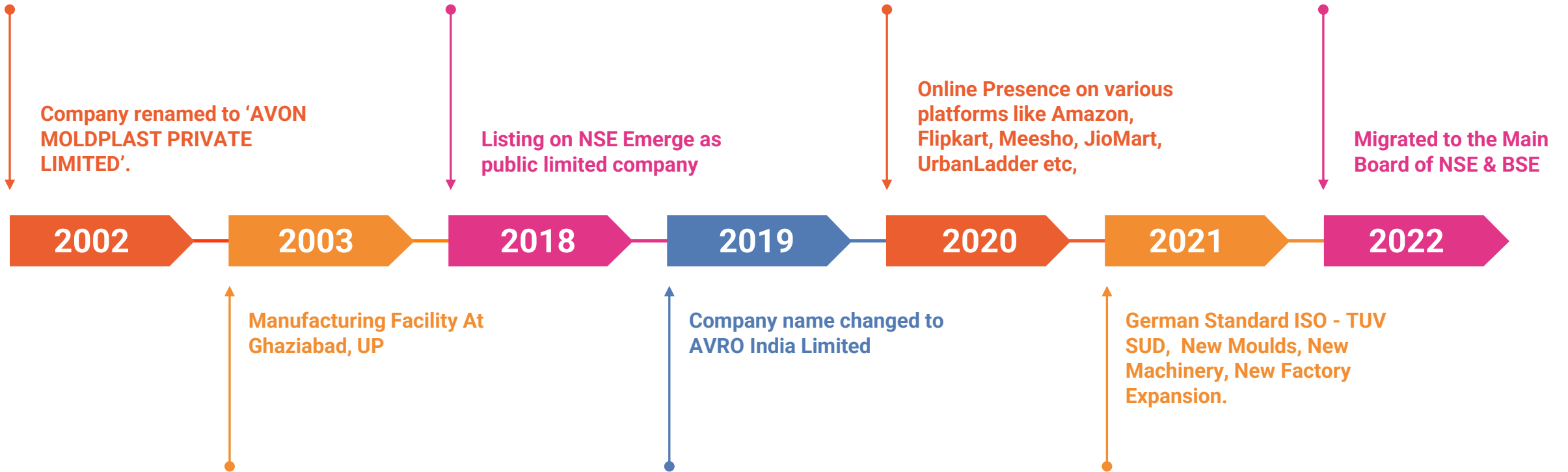
E

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)



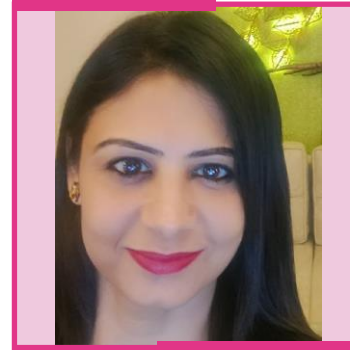
MS. ANITA AGGARWAL
(Non Executive Director)



MR. PAWAN DIXIT
(Independent Director)



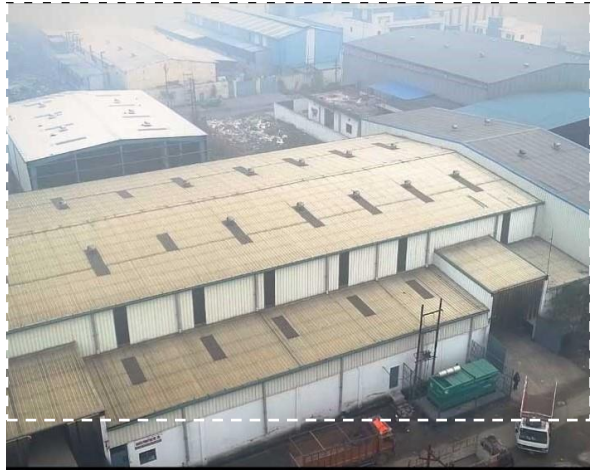
MS. ITI GOYAL
(Independent Director)



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



REGISTERED DESIGNS



More than 28 products design registered from the Trademark Registry Of India



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



AWARDS & RECOGNITION



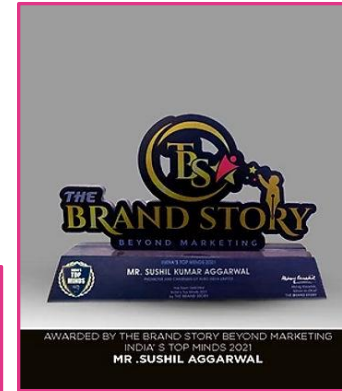
AWARDED BY NSE EMERGE JULY 26, 2018



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



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



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



ALTINA ENTREPRENEURS EXCELLENCE AWARD 2018



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



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



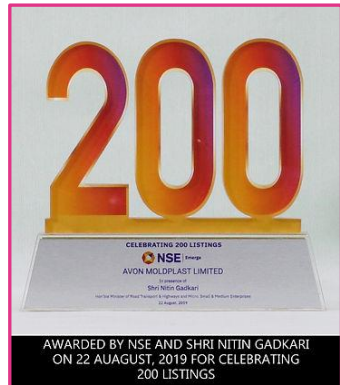
ENTREPRENEUR OF THE YEAR AWARD 2018 BY BUSINESSEX.COM, ENTREPRENEUR INDIA, FRANCHISE INDIA, ZEE BUSINESS



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



AWARDED BY ALL INDIA PLASTIC MOULDED FURNITURE MANUFACTURES ASSOCIATION



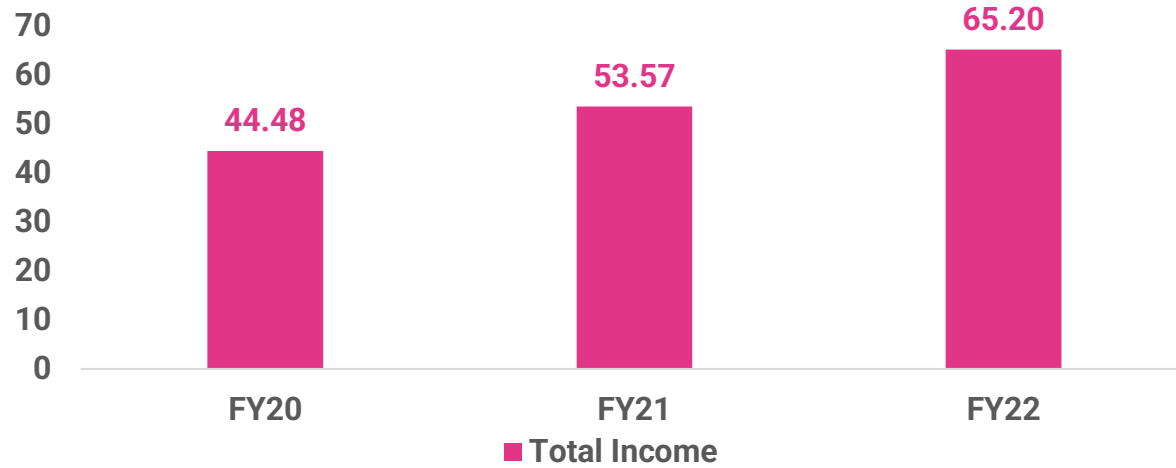
AWARDED BY NSE AND SHRI NITIN GADKARI ON 22 AUGUST, 2019 FOR CELEBRATING 200 LISTINGS



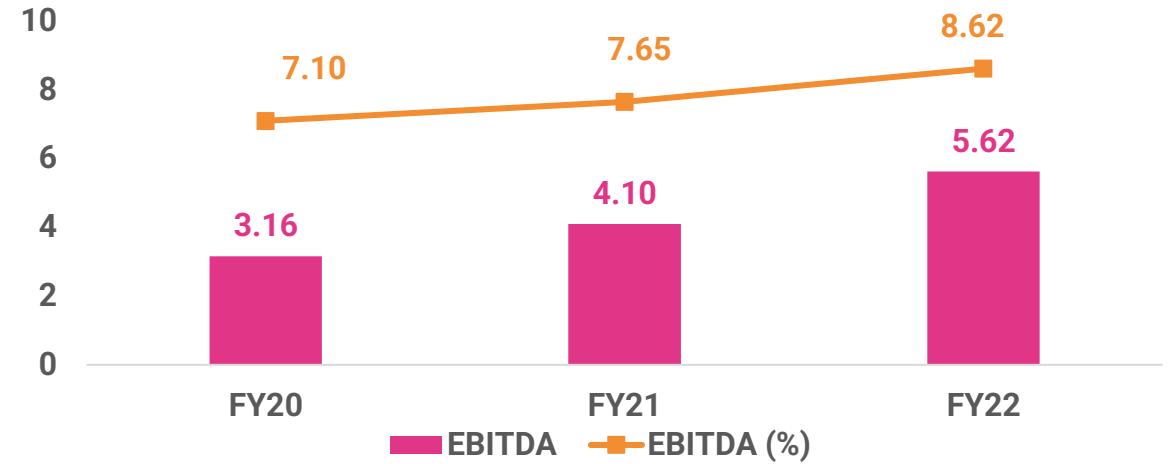
INDIA'S GREATEST BRANDS 2017-18 AWARD BY ASIA ONE

KEY FINANCIAL HIGHLIGHTS

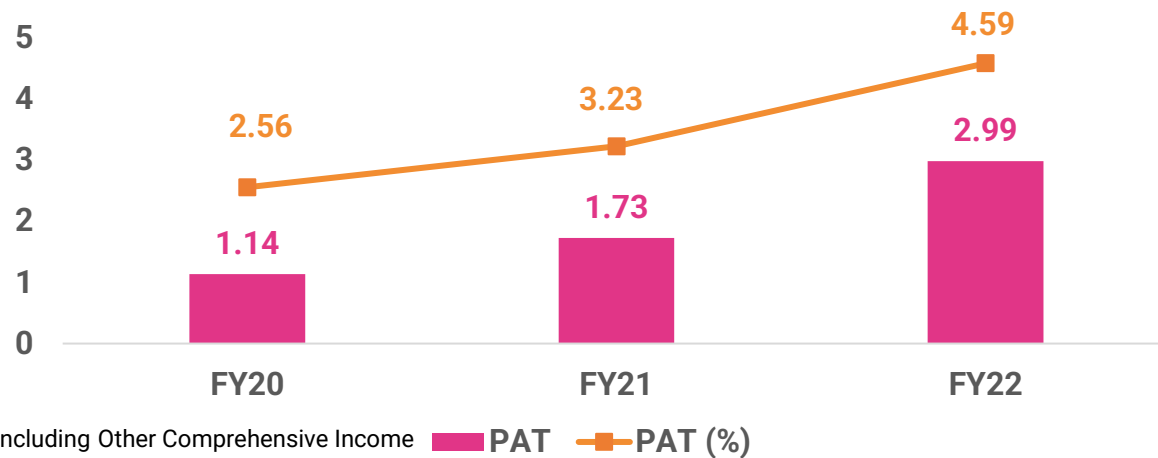
TOTAL INCOME (In ₹ Cr)



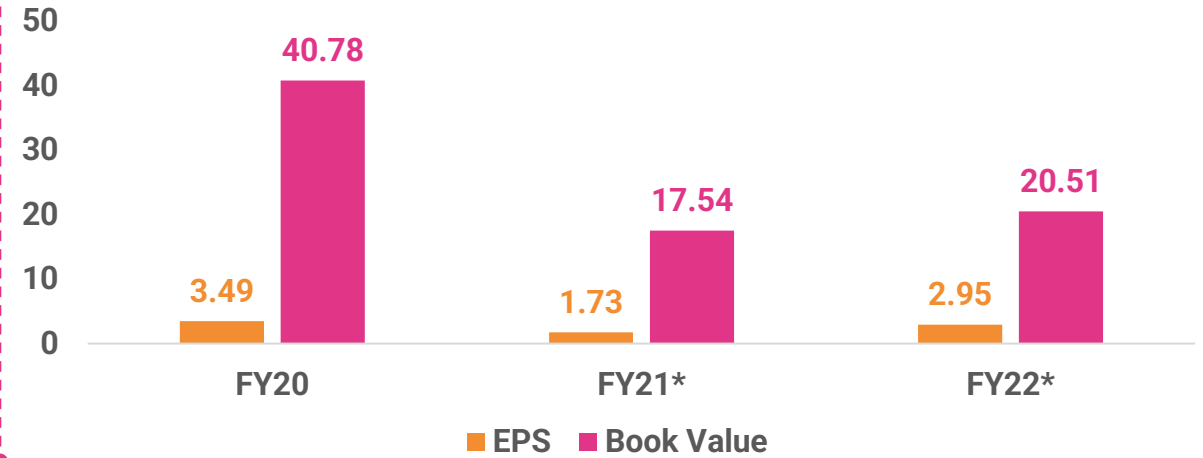
EBITDA (In ₹ Cr) & EBITDA MARGIN



PAT (In ₹ Cr) & PAT MARGIN



PER SHARE MATRIX (In ₹)



Including Other Comprehensive Income ■ PAT — PAT (%)

■ EPS ■ Book Value

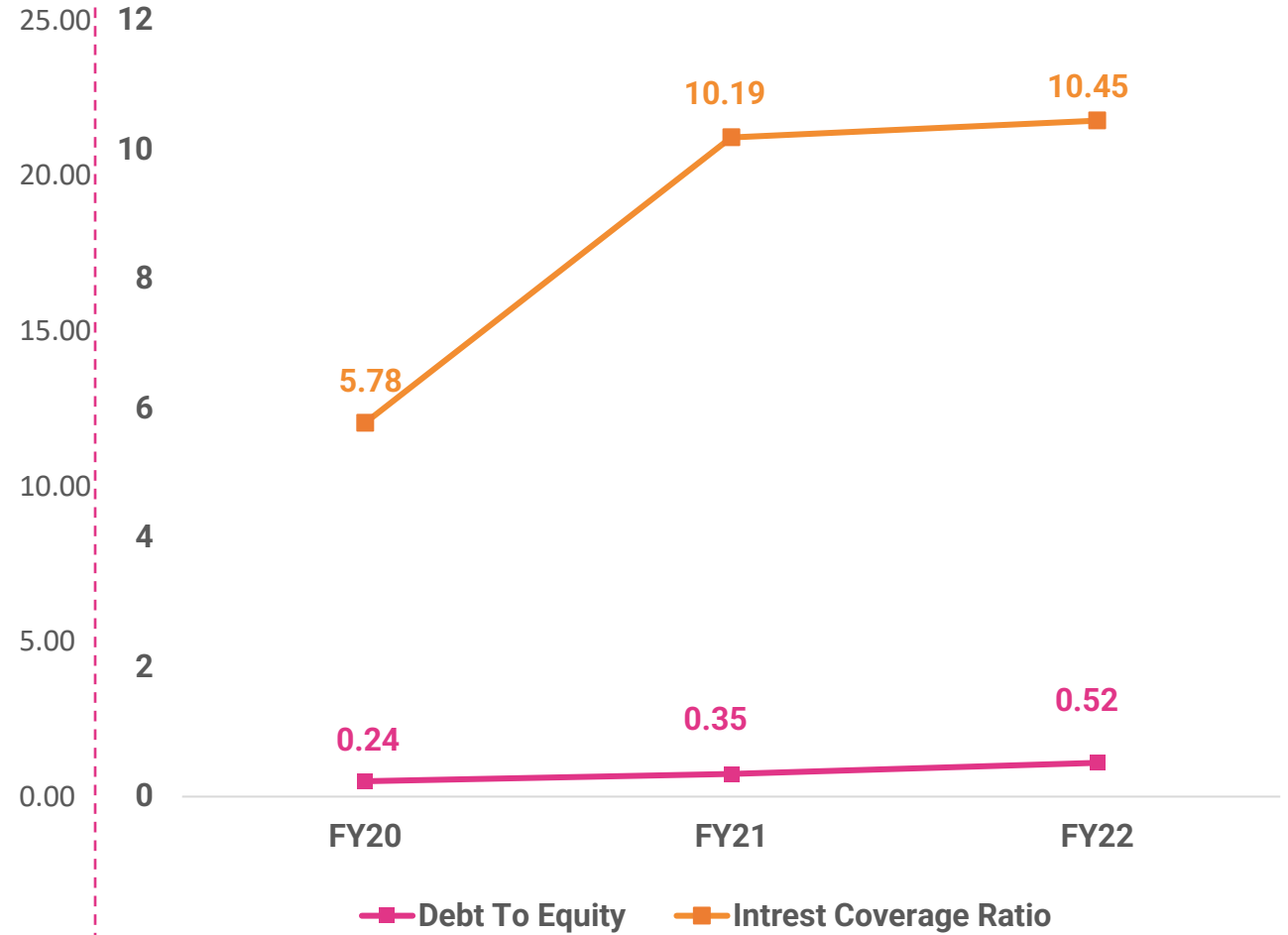
KEY FINANCIAL HIGHLIGHTS



IMPROVING RETURN RATIOS (In %)



Leverage Ratios (In Times)



KEY FINANCIAL HIGHLIGHTS



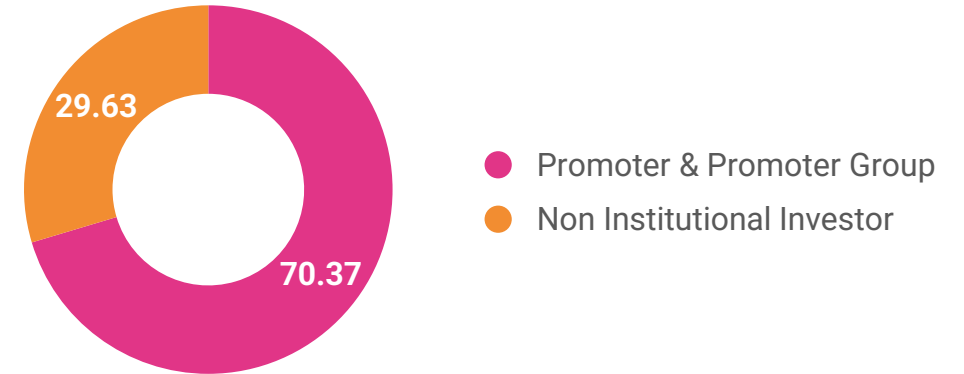
NSE: AVROIND BSE: 543512 | ISIN: INE652Z01017

As on 16-05-2022

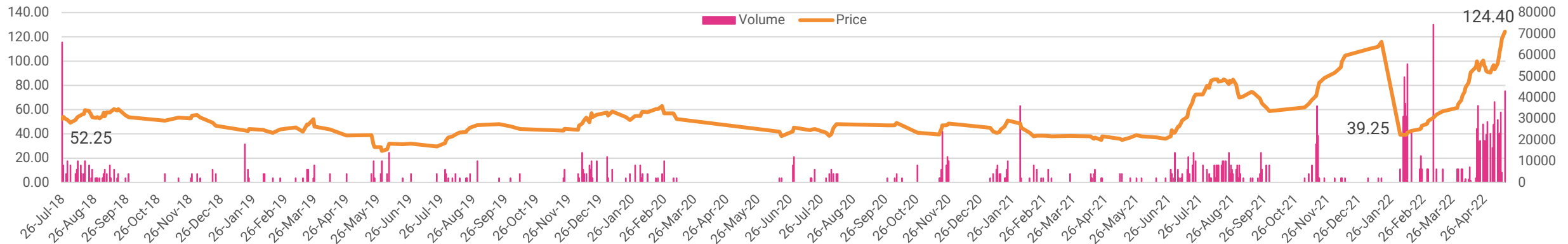
Share Price (₹)	124.40
Market Capitalization (₹ Cr)	125.49
No. of Shares Outstanding	1,00,87,400
Face Value (₹)	10
52 week High-Low (₹)	129.00 – 74.65

SHARE HOLDING PATTERN

As on 31-03-2022



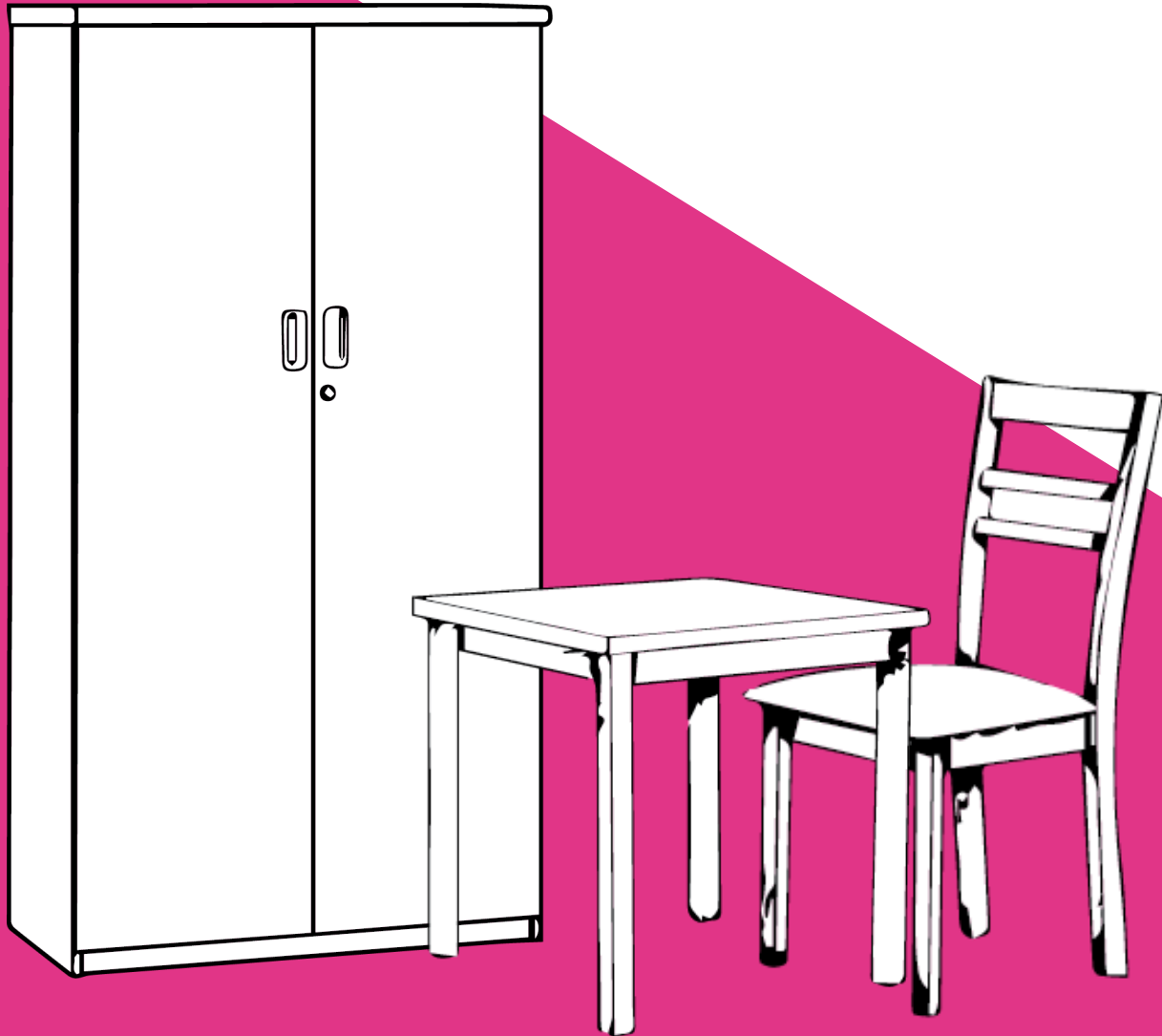
SHARE PERFORMANCE FROM 26 JULY 2018



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

Maxima

Mfd by : **AVRO INDIA LIMITED**

AVRO FURNITURE

Sturdy and Strong Leg Designs

AVRO FURNITURE

Double Top

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**

AVRO FURNITURE

NEW LAUNCH OSCAR TABLE

Weight 4 KG

NEW

5 Adjustable Heights upto 26"

- Performance Free
- Strong Legs
- Corrosion Proof
- Water proof
- Available in Red, Black and Brown

ORDER NOW

www.avrofurniture.com | +91 9910039125

AVRO FURNITURE

NO TO BACKACHE
YES TO COMFORTABLE CHAIRS

SHOP NOW

Mfd by : **AVRO INDIA LIMITED**

AVRO FURNITURE

KEEPING YOUR SPINE
MAZBOOT & Pain Free

SHOP NOW

ROMA

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 Pads
- Extra Ribs For Strength

1101

Mfd by : **AVRO INDIA LIMITED**

AVRO ELITE

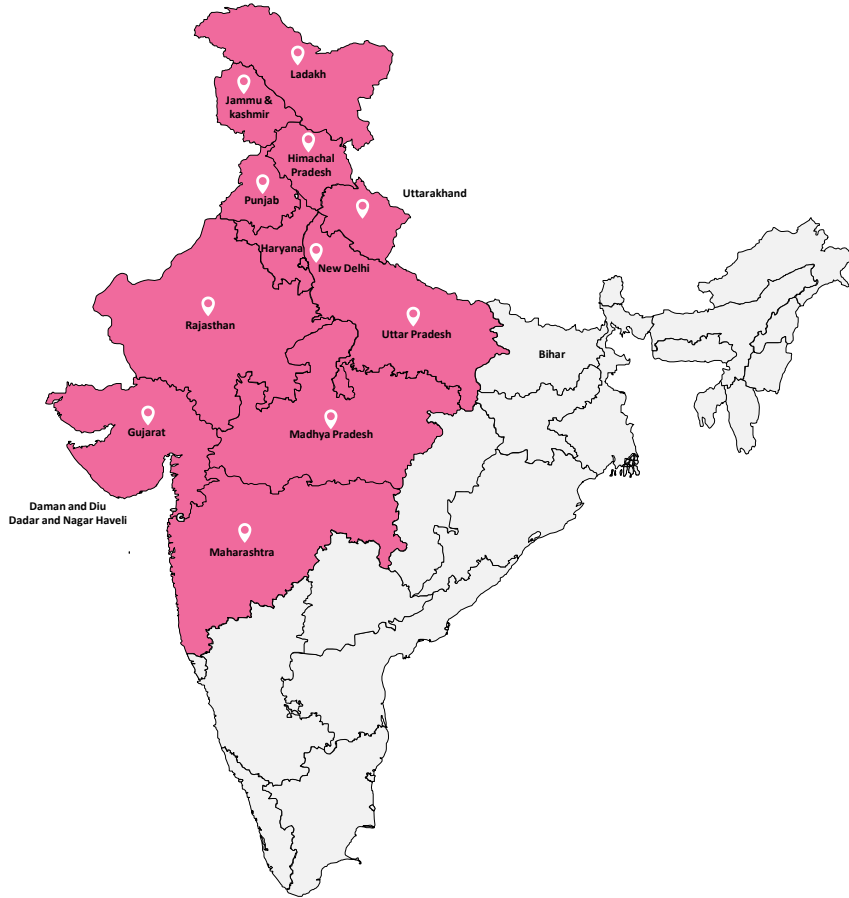
ORCHID Cushion Chair

- Available in Black & Brown
- Elegant Cushion Design
- High Quality Fabric
- Anti Skid Legs

ELITE

Mfd by **AVRO INDIA LIMITED**

STRONG OFFLINE PRESENCE



- Available across North India
- 200+ Distributors
- Present at more than 20,000 Furniture Dealer
- Catering to more than 45Cr population

INSTITUTIONAL CUSTOMERS



WHY CONSUMER LIKE AVRO



- Very Large Product Range
- Durable Quality
- Reasonable Pricing Then Competition
- 3 years guarantee On selected products

STRONG ONLINE PRESENCE



avro furniture

All Shopping Images Maps Videos More Tools

About 9,49,000 results (0.78 seconds)

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

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



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

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



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

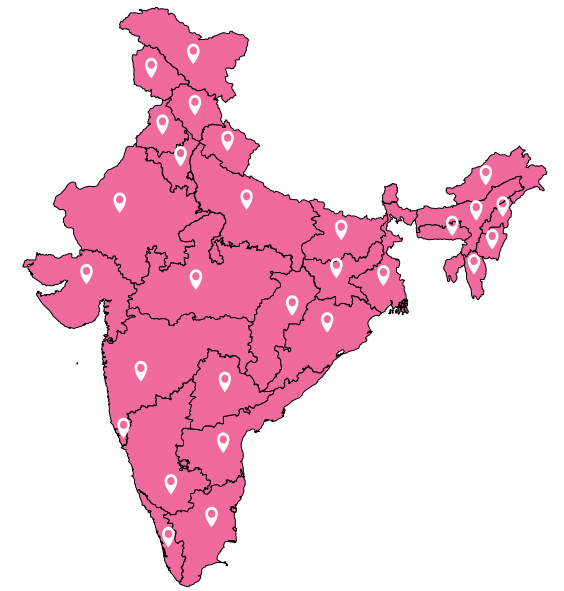


https://www.snapdeal.com › ... › Chairs › Plastic Chairs
AVRO furniture PLATINUM RATTAN CHAIR Plastic Outdoor ...
 Modern Design – AVRO Chairs comes with modern design which will easily fit in your modern lifestyle and homes so, your home look elegant and classy.
 Product Type: Chairs Plastic Chairs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

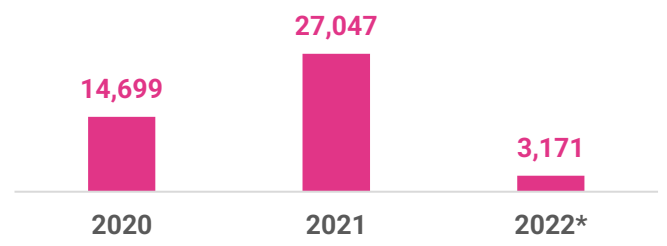


Orders Delivered To 6,500+ Pin Codes across 28 State & 8 Union Territories

PAN INDIA ONLINE PRESENCE



ONLINE ORDERS



* Till 12 March 2022

AMONG BEST SELLING BRANDS ONLINE



- 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

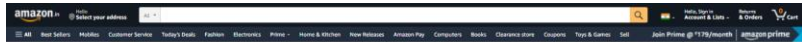
9100 Plastic Chair for Home,Office Dining Room, Bedroom, Kitchen, Living Room, Bearing Capacity up to 200 Kg (1)

₹499 00 - ₹7 749 00

#4

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

★★★★★ 2.352



OUR BEST SELLING PRODUCTS



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



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

Visit the AVRO FURNITURE Store

★★★★★ - 1,003 ratings

-20% ₹1,590⁰⁰

M.F.P. - ₹4,000.00

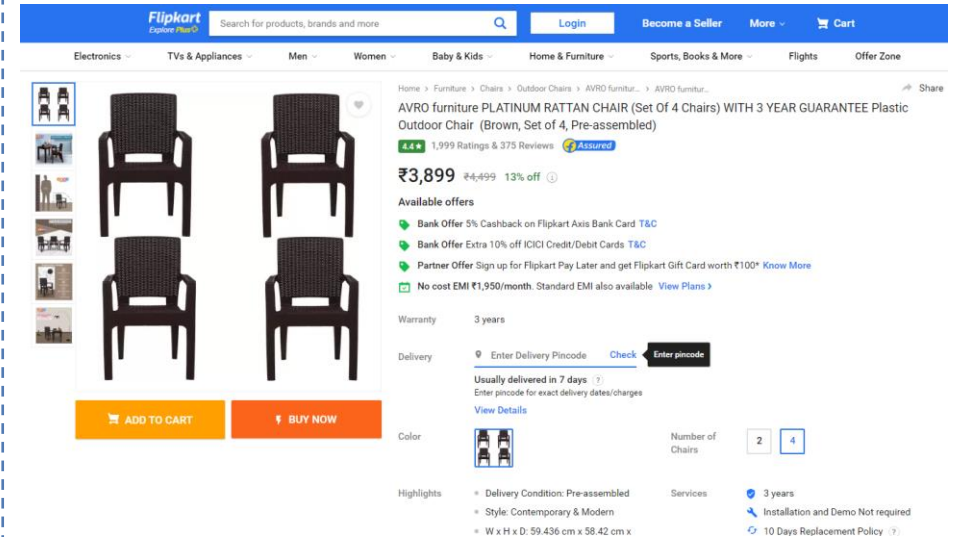
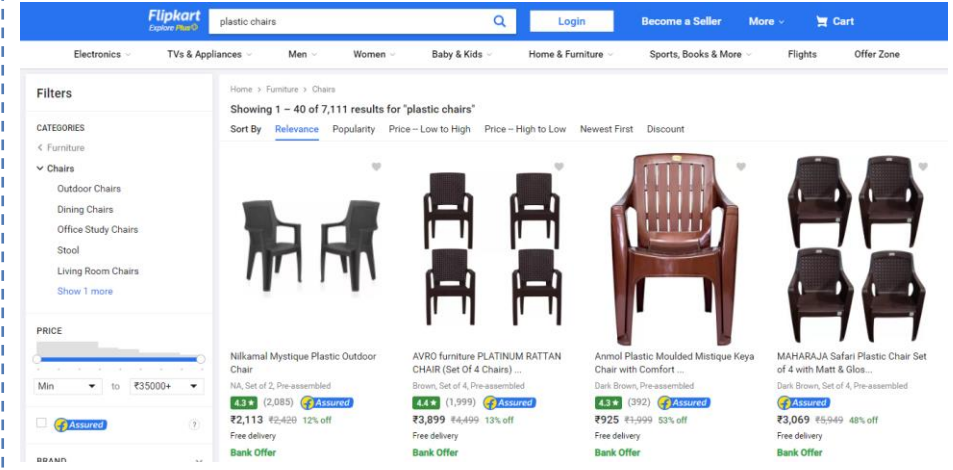
Inclusive of all taxes

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

10 days Replacement only

Style: Modern

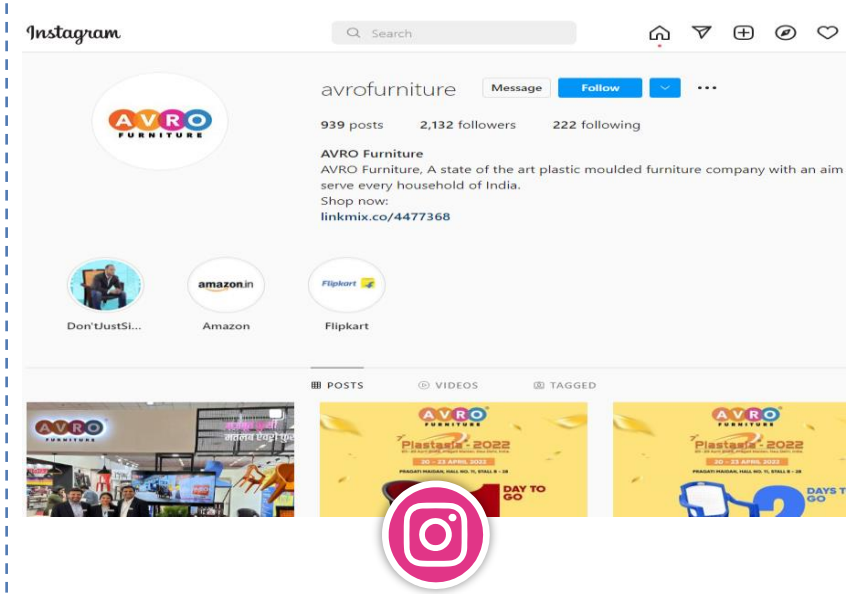
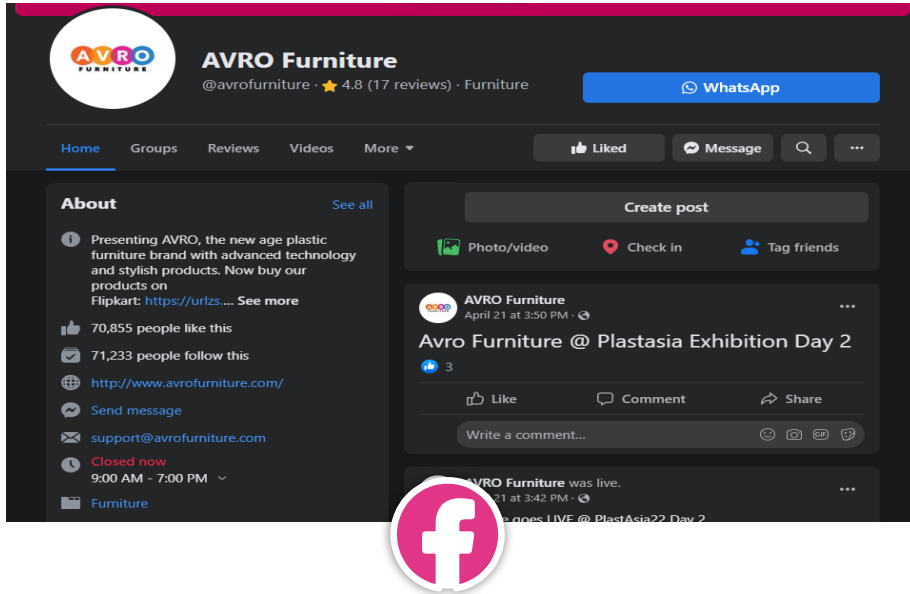
Color: Brown



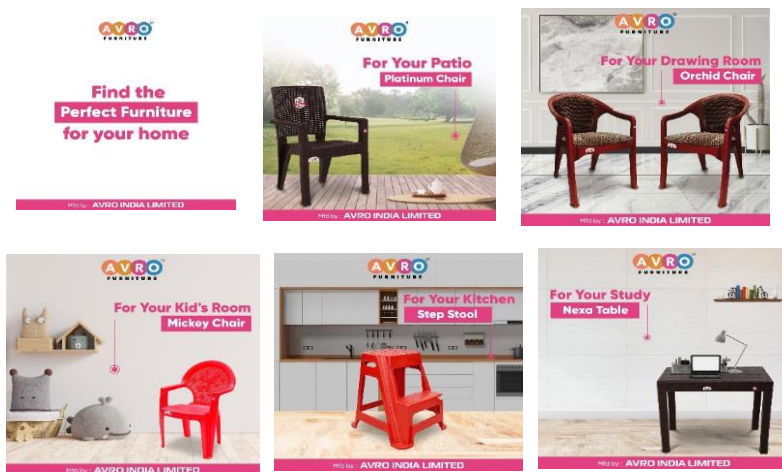
MIX OF TRADITIONAL & NEW GEN MARKETING



STRONG SOCIAL MEDIA MARKETING FOR BRAND RECALL



ONLINE MARKETING CAMPAIGNS & CONTEST



YOUTUBE VIDEOS FOR PRODUCT DEMOS & ASSEMBLY

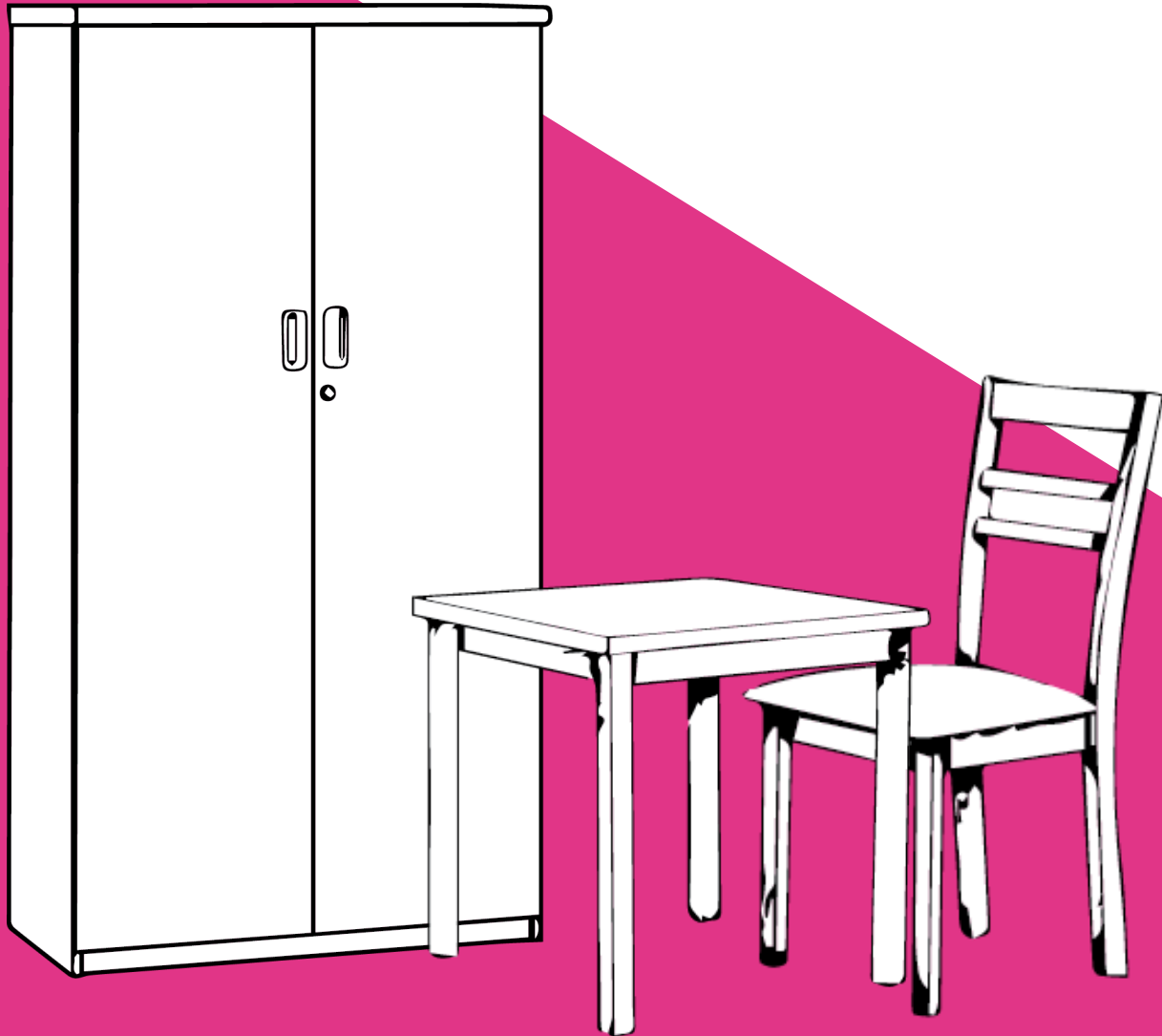


The screenshot shows the AVRO Furniture YouTube channel page. At the top, there's a search bar and navigation icons. Below that is a banner image of a dining table set. The channel name 'AVRO FURNITURE' is displayed with 893 subscribers and a 'SUBSCRIBE' button. A navigation menu includes 'HOME', 'VIDEOS',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

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

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

The screenshot shows a YouTube video player for the 'Delta Multipurpose Table Assembly Video'. The video title is 'Delta Multipurpose Table Assembly Video' with 464 views and a date of 3 Aug 2021. The video player shows a dark brown dining table with the text 'EASY ASSEMBLING VIDEO' and 'DELTA DINING TABLE'. Below the video player, there are interaction buttons: 'Like' (5), 'Dislike', 'Share', 'Download', 'Save', and 'Comments' (1). A 'SUBSCRIBE' button is also visible. The video player interface includes standard controls like play/pause, volume, and full screen.



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.

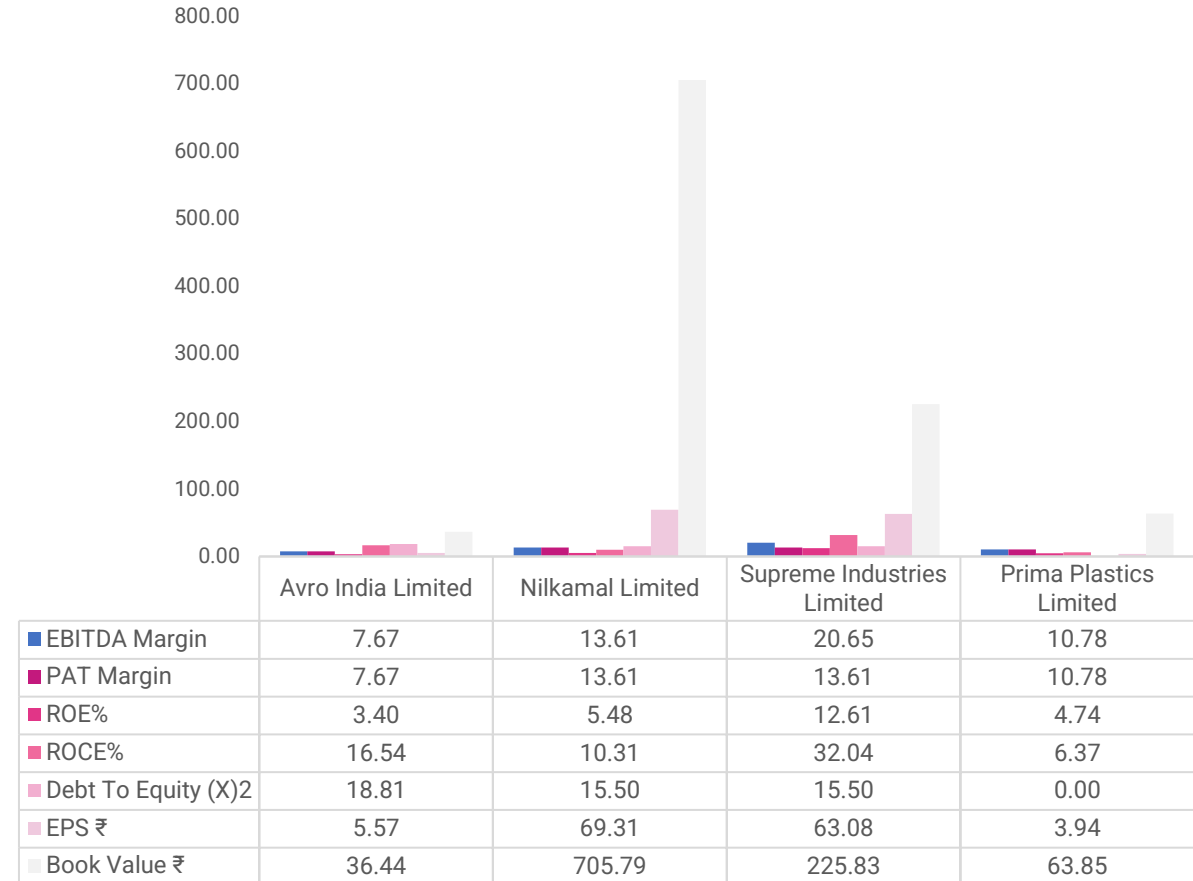
Increasing demand for low-cost, lightweight, and durable plastic furniture in various end-use sectors is driving end-users to adopt plastic furniture instead of traditional, wooden or metal furniture.

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.

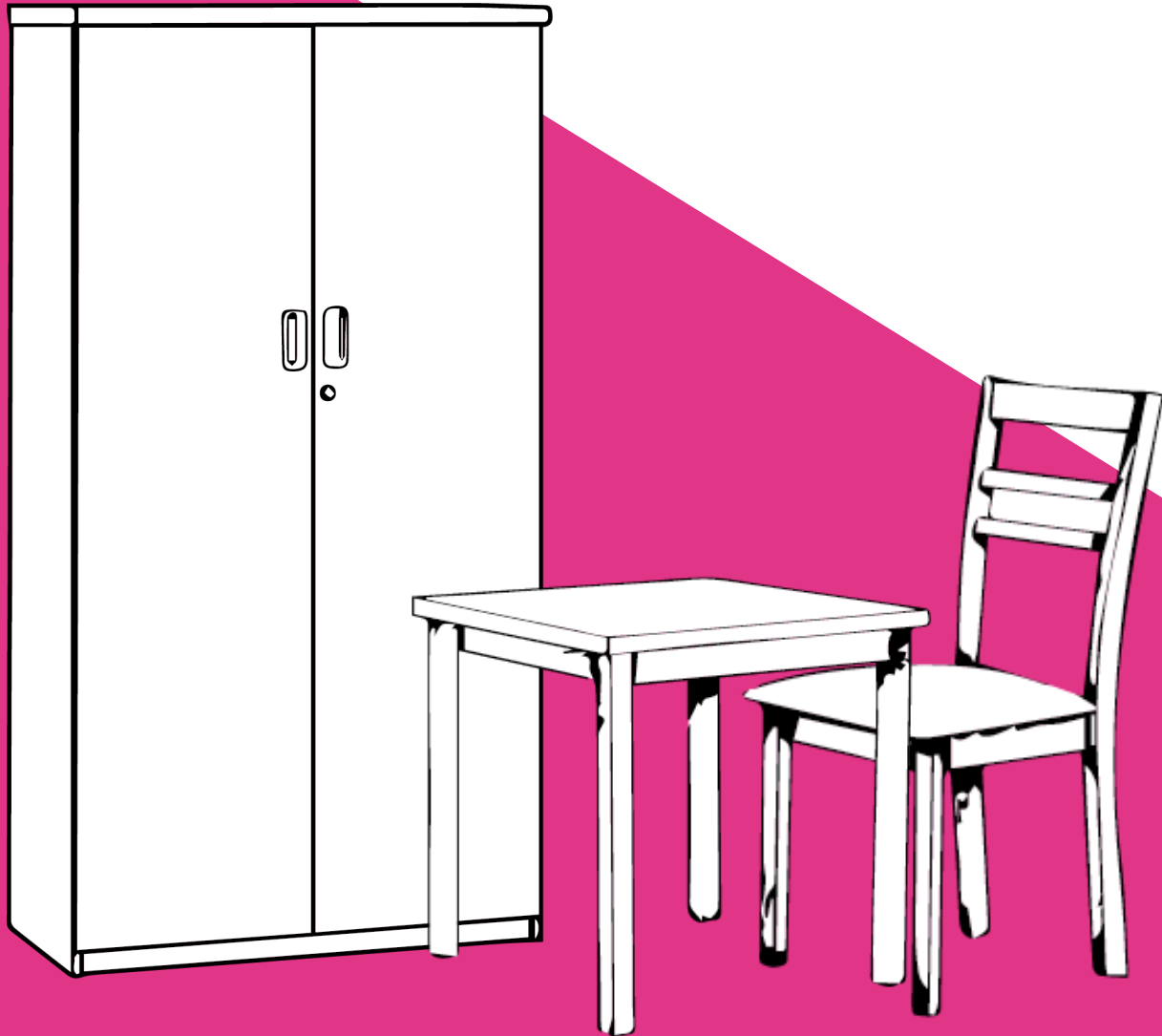


PEER COMPARISON



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

Data for FY21 Source – ACE Equity



FINANCIAL OVERVIEW

LAST 3 QUARTERS PERFORMANCE



In ₹ Cr

Particulars	Q4 FY22	Q3 FY22	Q4 FY21
Net Sales	18.30	19.73	14.19
Other Income	0.34	0.03	0.05
Total Income	18.64	19.76	14.24
Expenses			
Raw Material costs	12.81	14.88	11.76
Employee Cost	0.31	0.30	0.40
Other Expenses	2.53	3.25	1.37
Total Expenditure	15.65	18.43	13.53
EBIDTA	2.99	1.33	0.71
EBIDTA(%)	16.04	6.73	4.99
Interest	0.13	0.08	0.08
Depreciation	0.41	0.29	0.40
PBT	2.45	0.96	0.23
TAX Expense (Including Deferred Tax)	0.60	0.28	0.11
Reported Net Profit	1.85	0.68	0.12
NPM(%)	9.92	3.44	0.84

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



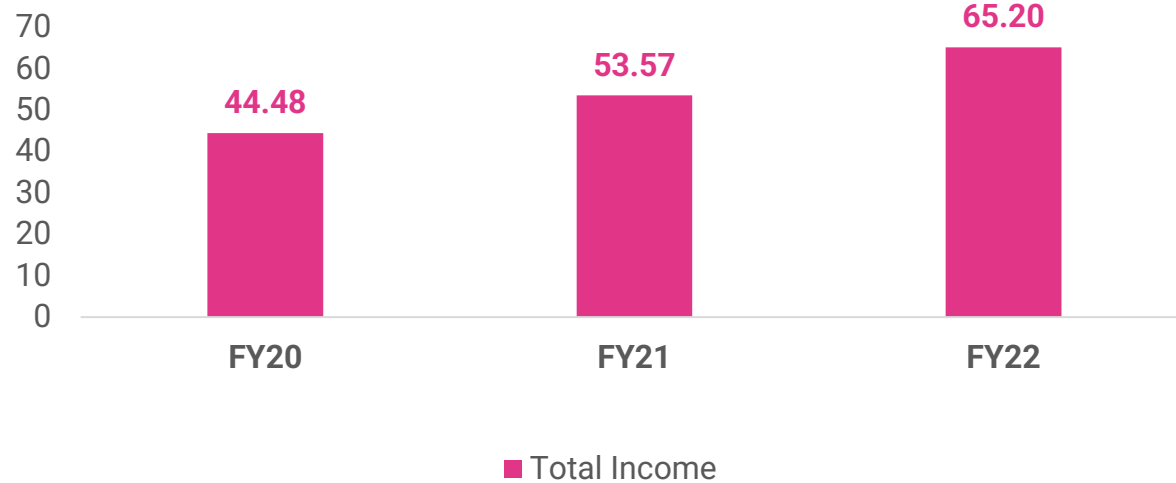
In ₹ Cr

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

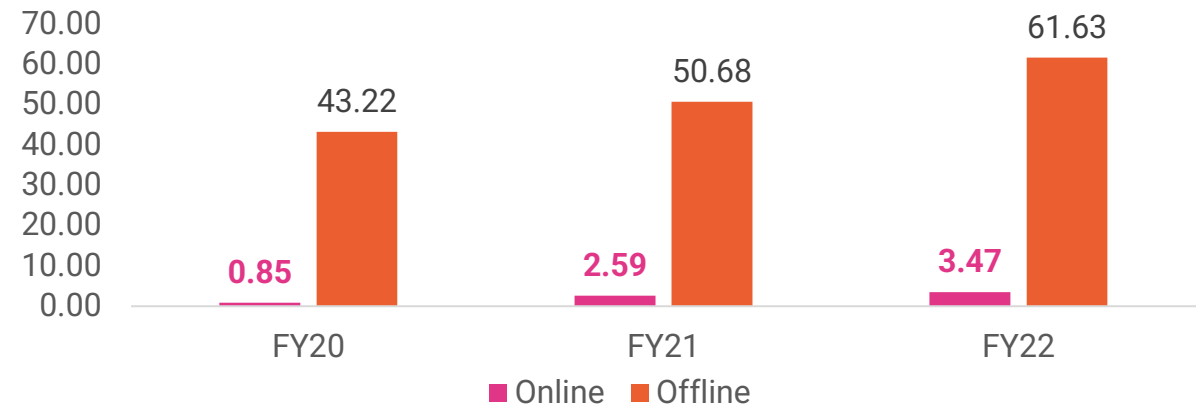
Assets	FY20	FY21	FY22
Non Current Assets			
Fixed assets	8.15	10.18	11.88
Non-current investments	0.00	0.00	0.00
Other Non-Current Financial Assets	0.27	0.27	0.28
Other non-current assets	0.00	0.00	0.00
Total Non Current Assets	8.42	10.45	12.16
Current Assets			
Inventories	1.44	1.69	5.05
Trade receivables	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

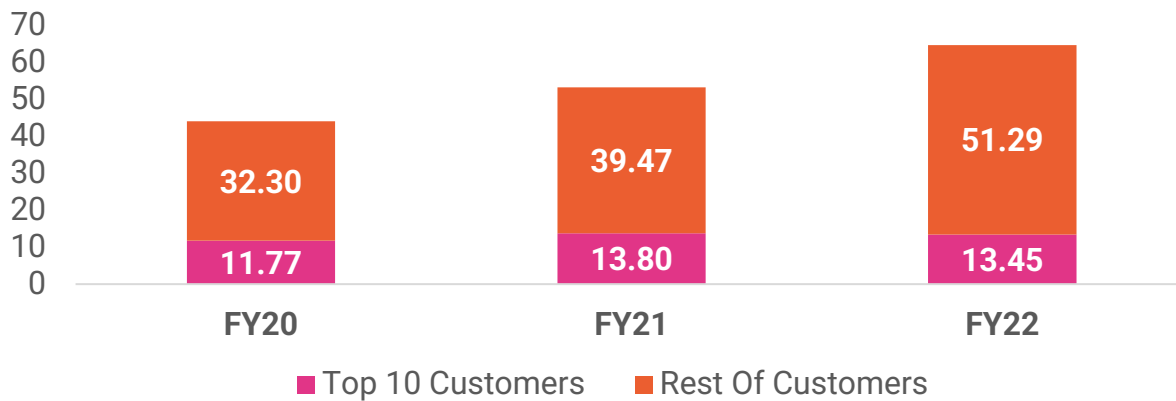
TOTAL INCOME (In ₹ CR)



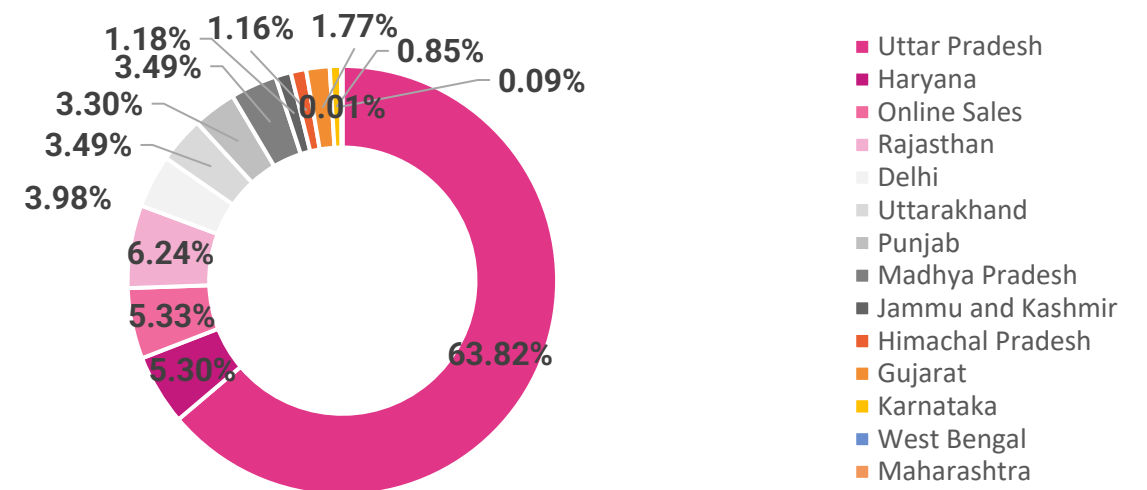
REVENUE (In ₹ Cr)



REVENUE BREAKUP (In ₹ CR)



REGION WISE REVENUE (In %)



This presentation and the accompanying slides (the “Presentation”), which have been prepared by AVRO India Limited (the “Company”) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

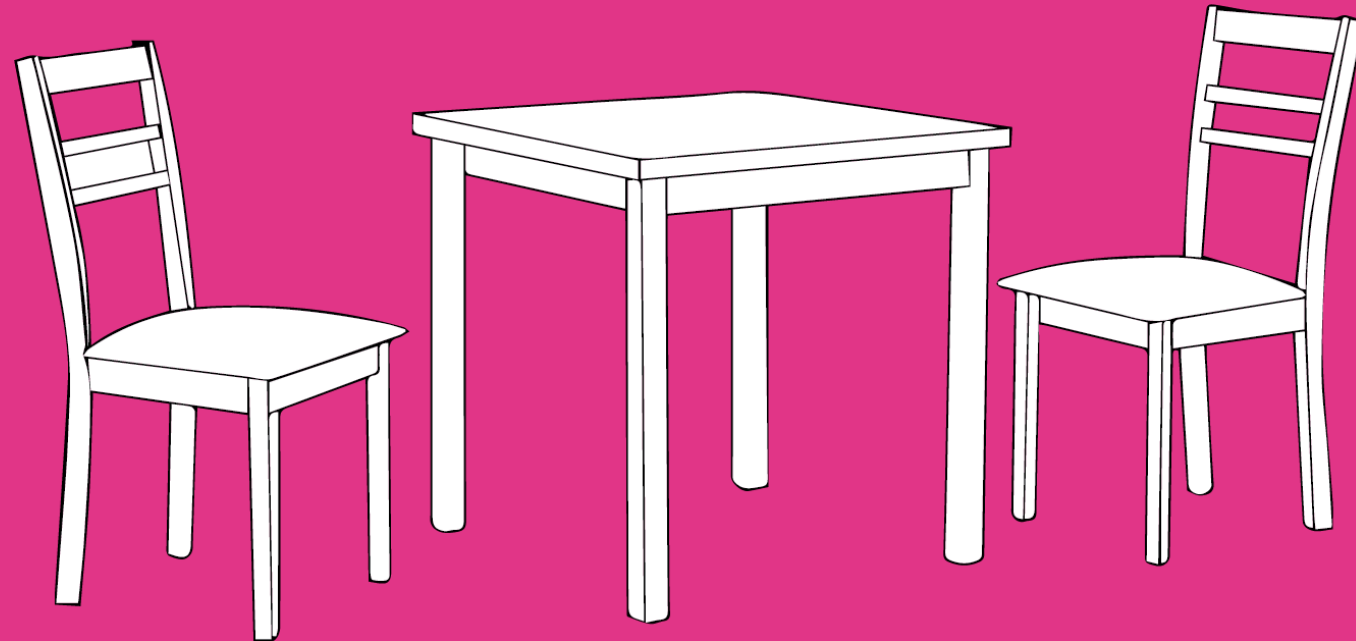
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



Thank You



Avro India Ltd.

A-7/36-39, South of G.T.Road,
Industrial Area
(Opp. Rathi Udyog Ltd.),
Electrosteel Costing
Compound, Ghaziabad- 201-009
(UP), India
Phone: 0120-4376091
Website: avrofurniture.com
E-mail: info@avrofurniture.com



Kirin Advisors Pvt. Ltd.
103-A, Bal Ganesh Tower CHS,
Dada Patil wadi,
Thane West – 400 602, India
Phone: +91 22 4100 2455
Website: www.kirinadvisors.com
E-mail: info@kirinadvisors.com