

Date: 02.12.2022

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

Dear Sir/Madam

**Sub: Investor Presentation on Unaudited Financial Results for the quarter and half year ended September 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 and half year ended 30<sup>th</sup> September, 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

Digitally signed by  
SUMIT BANSAL  
Date: 2022.12.02  
10:28:41 +05'30'

**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  
बालू फर्नीचर कम्पनी  
\*On Selected Products

CIN: L25200UP1996PLC101013



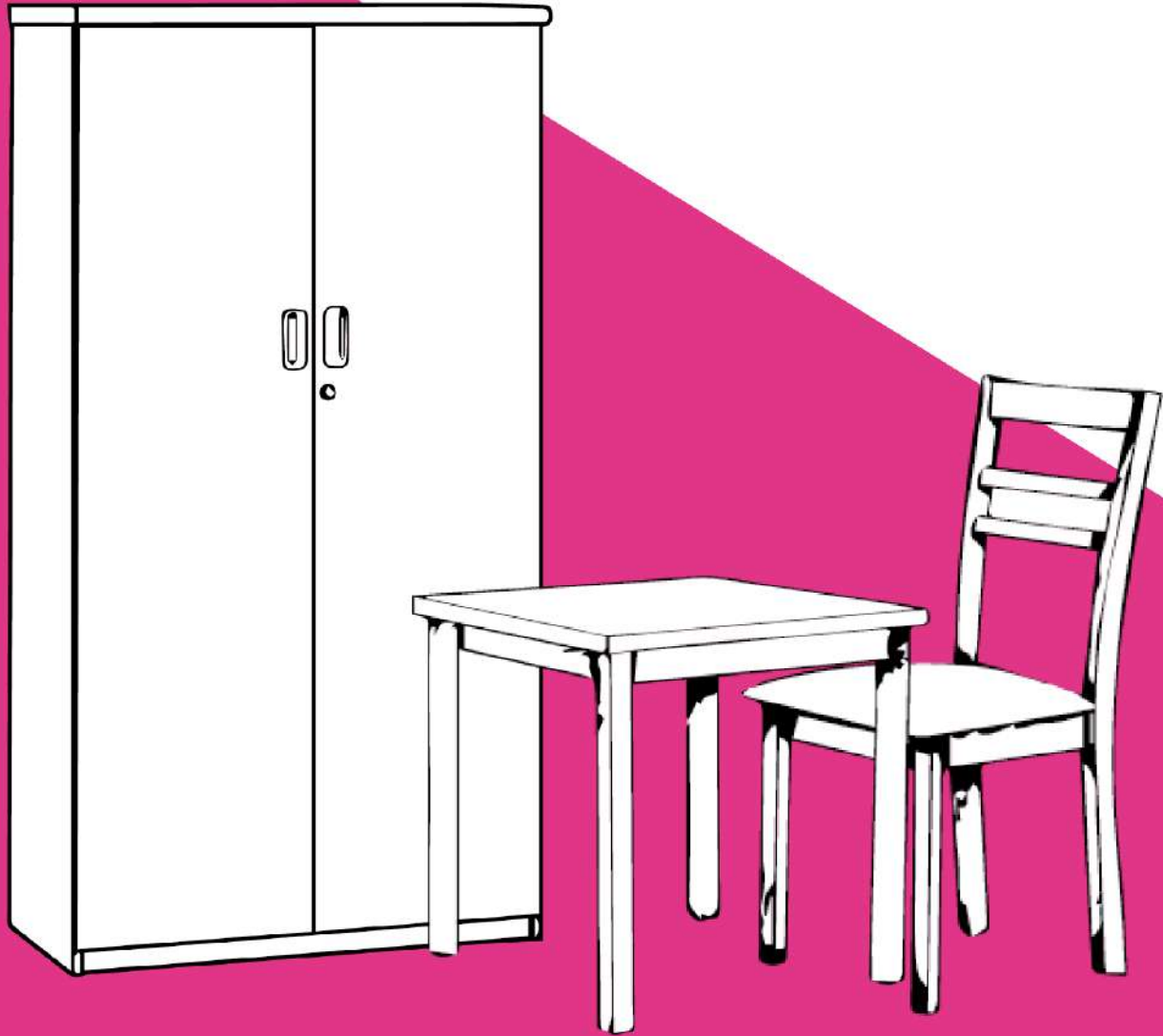


**AVRO**<sup>®</sup>  
FURNITURE

# AVRO INDIA LTD.

Investor Presentation

Q2 FY23



## **COMPANY OVERVIEW**

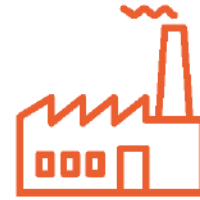
# AVRO @ A GLANCE

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.

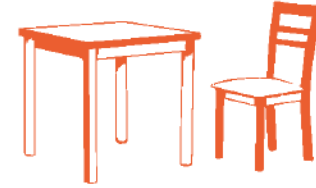
The company sells it's products under brand names AVRO & AVON on PAN India basis through Online & Offline mode. The company is having one of the largest product range in the industry and AVRO is the first company in India which provides 3 year guarantee on selected product range



**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 – 20%  
ROCE – 19%



**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**

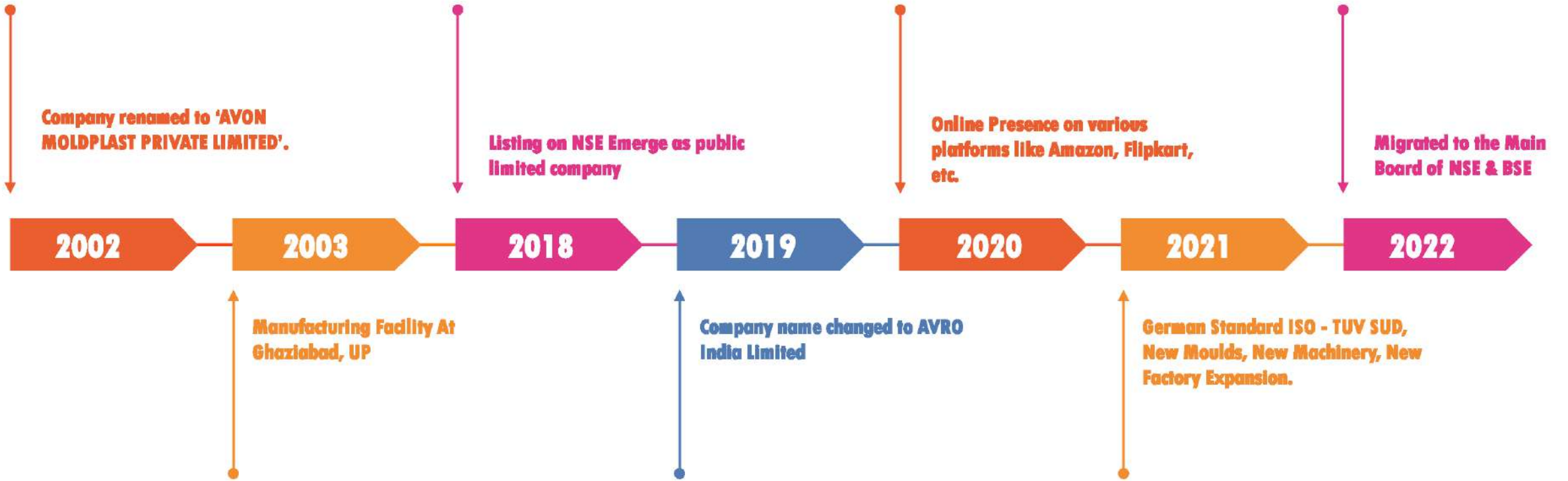
Excellence in business strategies and operations

**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)



**MR. SUSHIL KUMAR GOYAL**  
(Independent Director)

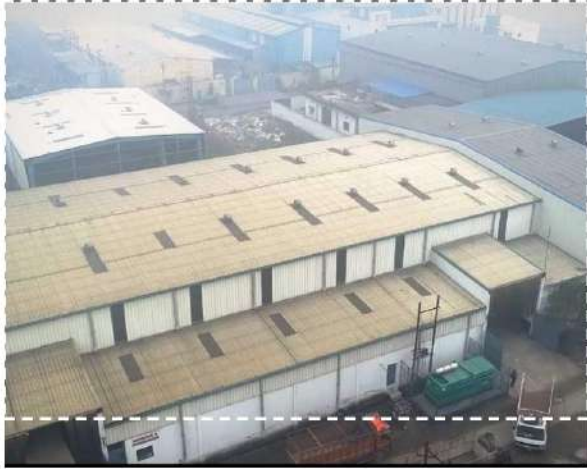


**MS. RICHA KALRA**  
(Independent Director)



**MS. VANDANA GUPTA**  
(Independent Director)





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

**Use of Best In Class Injection  
Moulding Machines**











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

ZERTIFIKAT ♦ CERTIFICATE ♦ 認証証書 ♦ CERTIFICADO ♦ CERTIFICAT



### CERTIFICATE

The Certification Body  
of TÜV SÜD South Asia Private Limited  
certifies that



**AVRO INDIA LTD (UNIT-1)**  
A-7/36-39, South of GT Road Industrial Areas (Opp. Rathi Udyog Ltd),  
Vijay Nagar Ghaziabad - 201009, Uttar Pradesh, INDIA

Including the sites and scope of application see enclosure

has implemented Quality Management System  
in accordance with **ISO 9001:2015**  
for the scope of

**Sales, Marketing & Manufacturing of Plastic Furniture Products**

The certificate is valid from **2021-11-10** until **2024-11-09**  
Subject to successful completion of annual periodic audits

The present status of this certificate can be obtained through TÜV SÜD website by scanning below QR code and by entering the certificate number (without spaces) on web page. Further clarifications regarding the status & scope of this certificate may be obtained by consulting the certification body at [info@tuvindia.com](mailto:info@tuvindia.com)

Certificate Registration No. **99 100 21962**  
Date of Initial certification: **2021-11-10**  
Issue Date: **2021-11-10 Rev. 00**







Head of Certification Body  
of TÜV SÜD South Asia Private Limited,  
Mumbai  
Member of TÜV SÜD Group  
Page 1 of 2

TÜV SÜD South Asia Pvt. Ltd. • TÜV SÜD House • Sud 16A3 • Nehru Park • Mumbai - 400077 • Maharashtra • India



ZERTIFIKAT ♦ CERTIFICATE ♦ 認証証書 ♦ CERTIFICADO ♦ CERTIFICAT



### CERTIFICATE

The Certification Body  
of TÜV SÜD South Asia Private Limited  
certifies that



**AVRO INDIA LTD (UNIT-2)**  
C-17-19, Road No 4, Phase No III, UPSIDC, Indl Area,  
Masuri Gulawati Road (IDC), Hapur Uttar Pradesh – 201015, INDIA

has implemented Quality Management System  
in accordance with **ISO 9001:2015**  
for the scope of

**Manufacturing of Plastic Furniture Products.**

The certificate is valid in conjunction  
with the main certificate from **2021-11-10** until **2024-11-09**  
Subject to successful completion of annual periodic audits

The present status of this certificate can be obtained through TÜV SÜD website by scanning below QR code and by entering the certificate number (without spaces) on web page. Further clarifications regarding the status & scope of this certificate may be obtained by consulting the certification body at [info@tuvindia.com](mailto:info@tuvindia.com)

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Head of Certification Body  
of TÜV SÜD South Asia Private Limited,  
Mumbai  
Member of TÜV SÜD Group

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AVRO INDIA LIMITED

10



# AWARDS & RECOGNITION



AWARDED BY NSE EMERGE JULY 26, 2018



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



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



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



ALTINA ENTREPRENEURS EXCELLENCE AWARD 2018



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



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



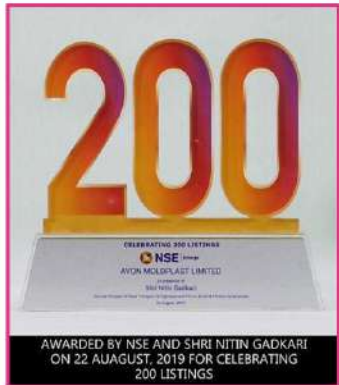
ENTREPRENEUR OF THE YEAR AWARD 2018 BY BUSINESSEX.COM, ENTREPRENEUR INDIA, FRANCHISE INDIA, ZEE BUSINESS



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



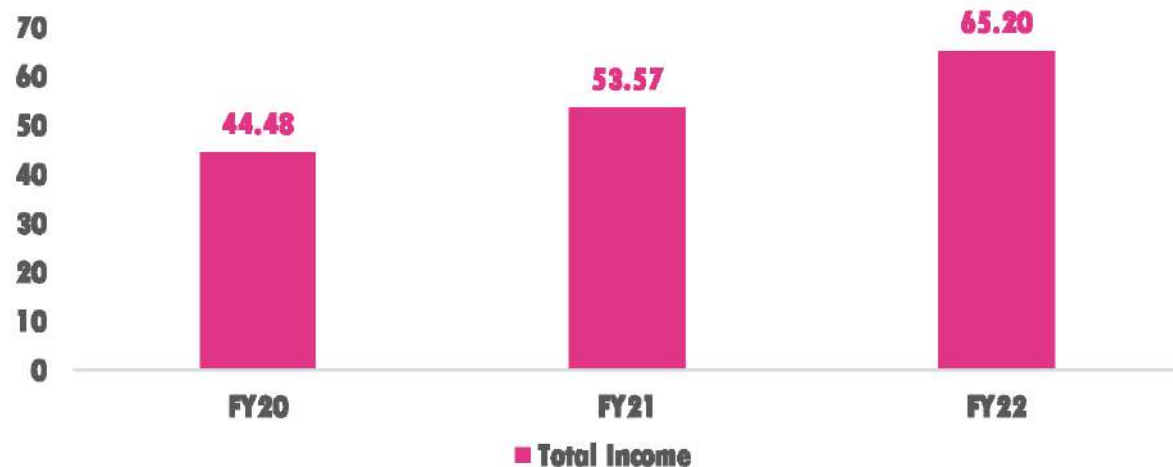
AWARDED BY NSE AND SHRI NITIN GADKARI ON 22 AUGUST, 2019 FOR CELEBRATING 200 LISTINGS



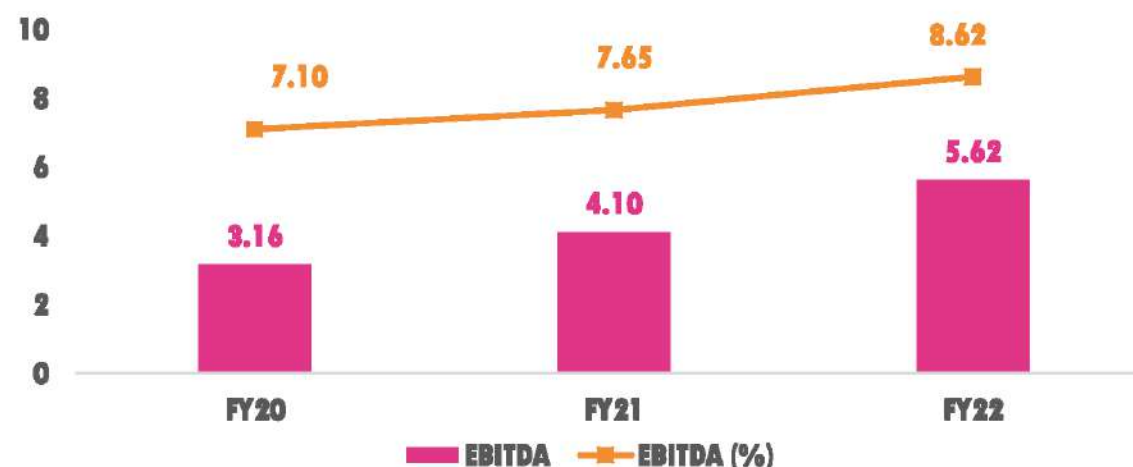
INDIA'S GREATEST BRANDS 2017-18 AWARD BY ASIA ONE

# KEY FINANCIAL HIGHLIGHTS

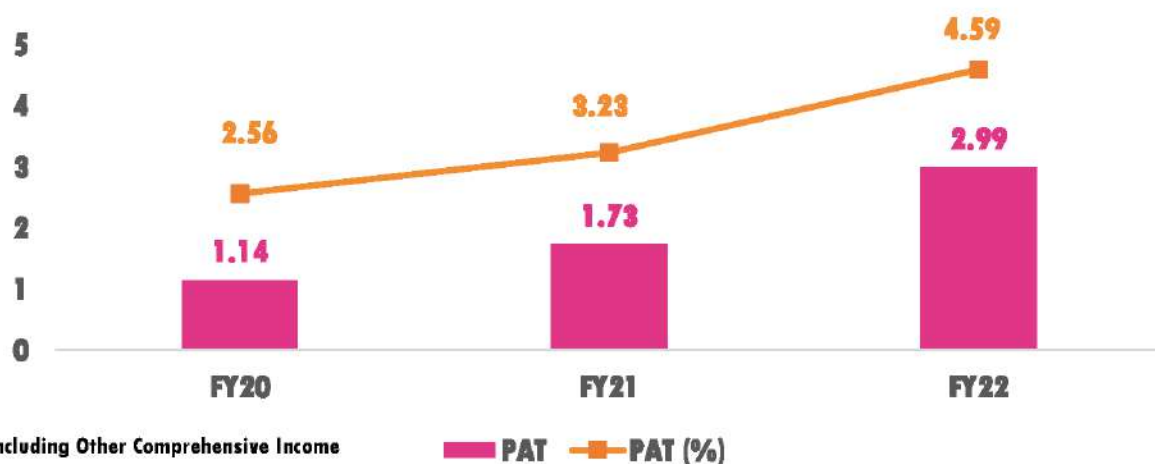
## TOTAL INCOME (In ₹ Cr)



## EBITDA (In ₹ Cr) & EBITDA MARGIN

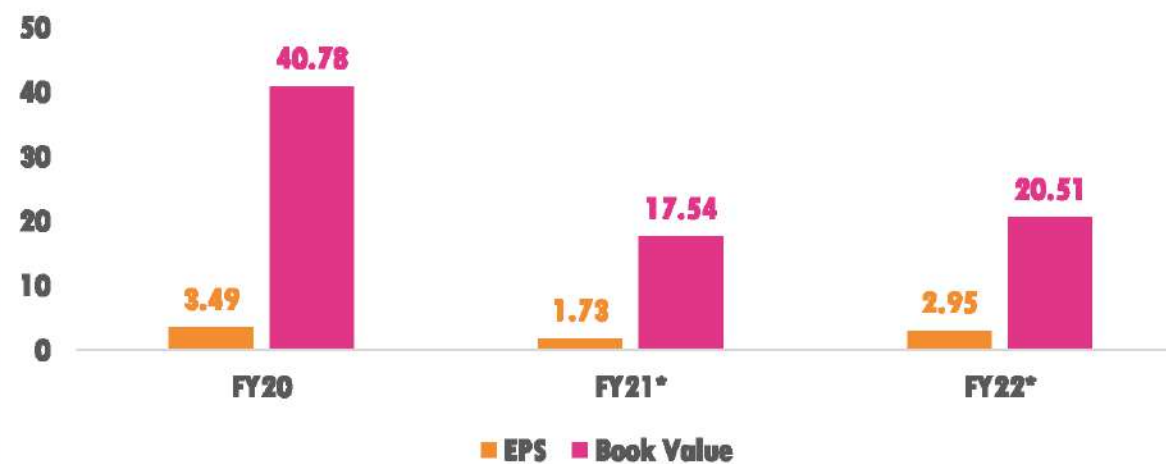


## PAT (In ₹ Cr) & PAT MARGIN



Including Other Comprehensive Income

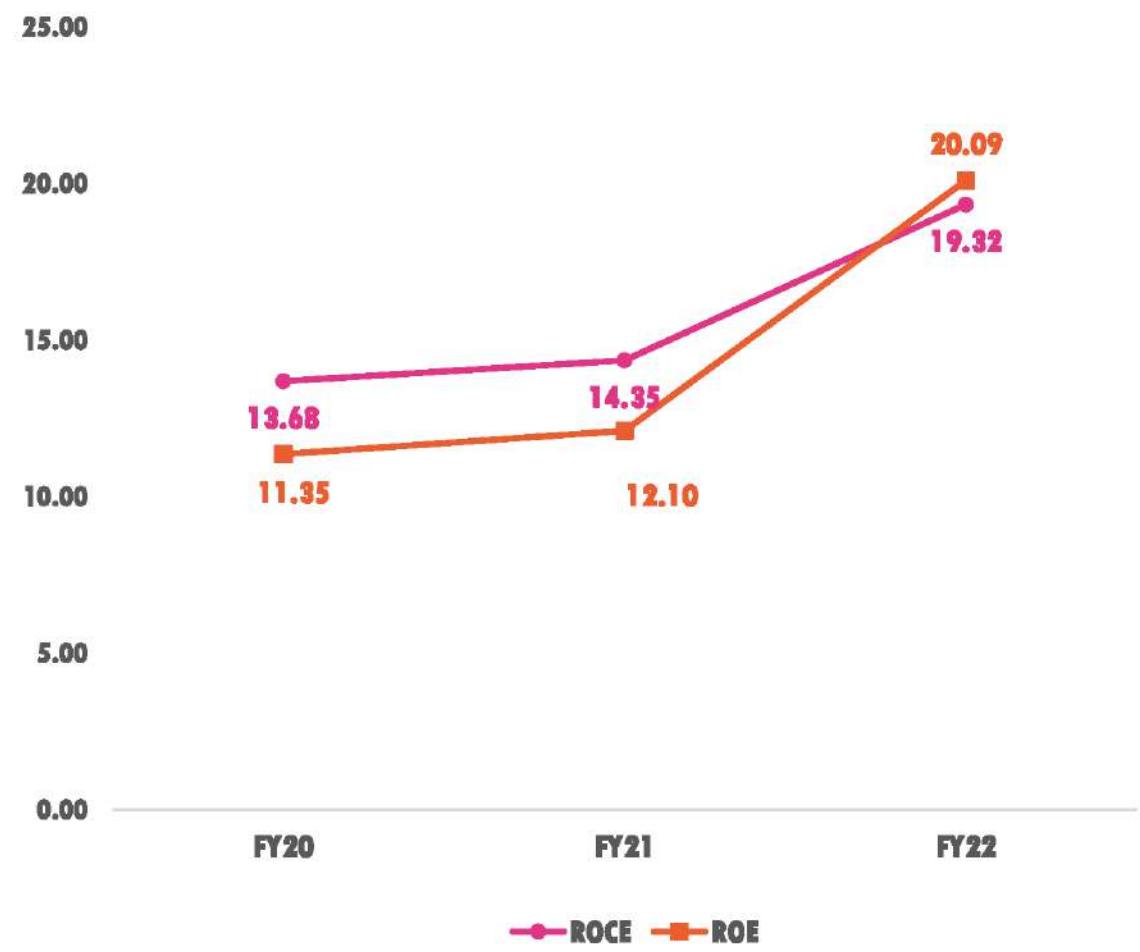
## PER SHARE MATRIX (In ₹)



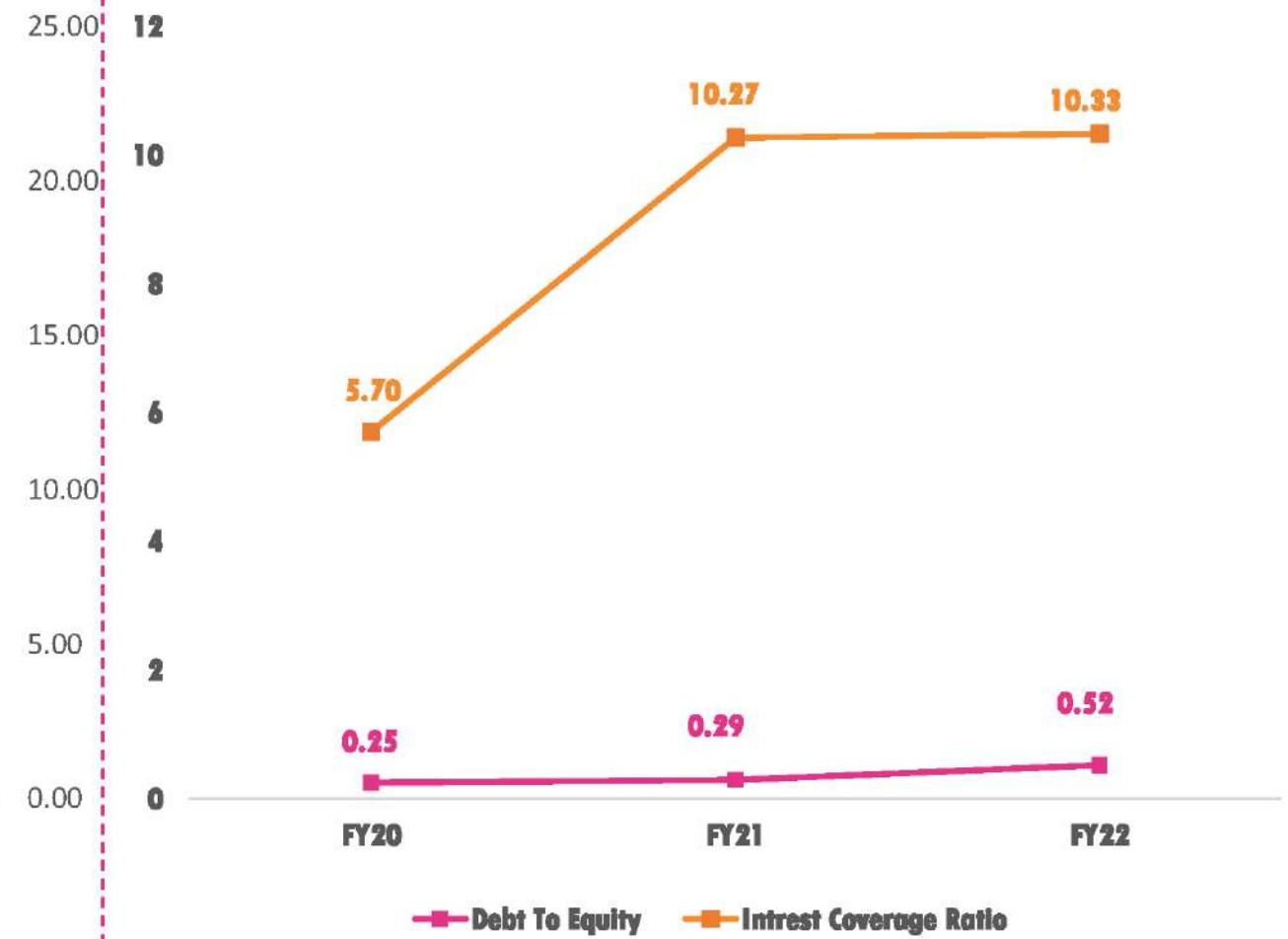
# KEY FINANCIAL HIGHLIGHTS



**IMPROVING RETURN RATIOS (In %)**



**Leverage Ratios (In Times)**





# KEY FINANCIAL HIGHLIGHTS



**NSE: AVROIND BSE: 543512 | ISIN: INE652Z01017**

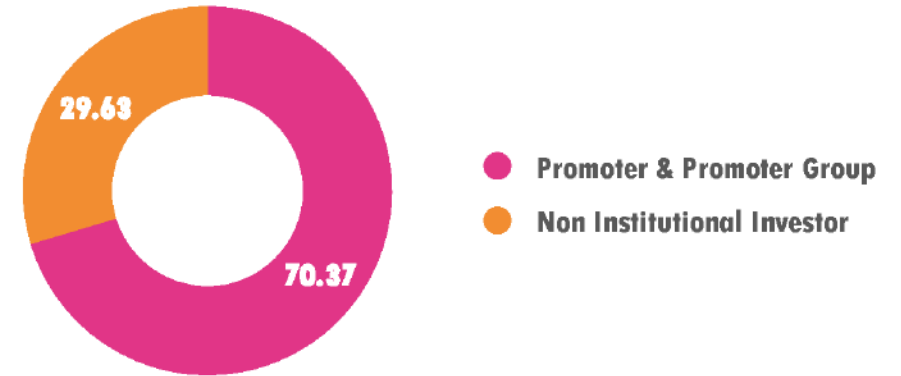
Source - NSE

As on 14-11-2022

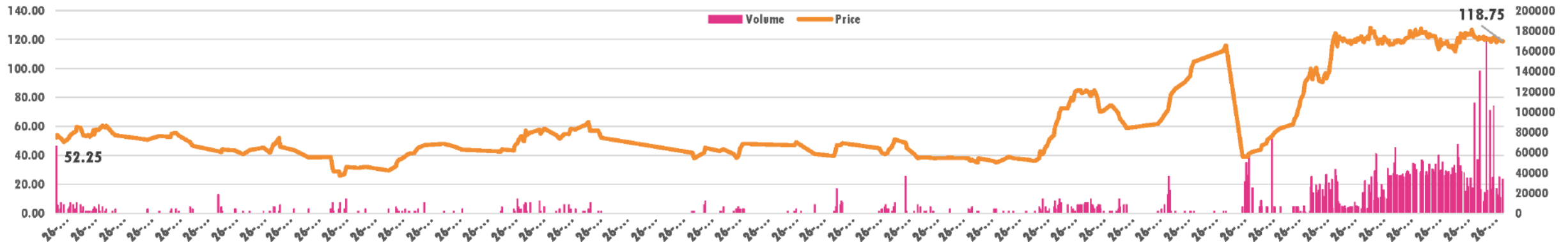
<b>Share Price (₹)</b>	<b>118.75</b>
<b>Market Capitalization (₹ Cr)</b>	<b>119.80</b>
<b>No. of Shares Outstanding</b>	<b>1,00,87,400</b>
<b>Face Value (₹)</b>	<b>10</b>
<b>52 week High-Low (₹)</b>	<b>136.95 – 74.65</b>

## SHARE HOLDING PATTERN

As on 30-09-2022



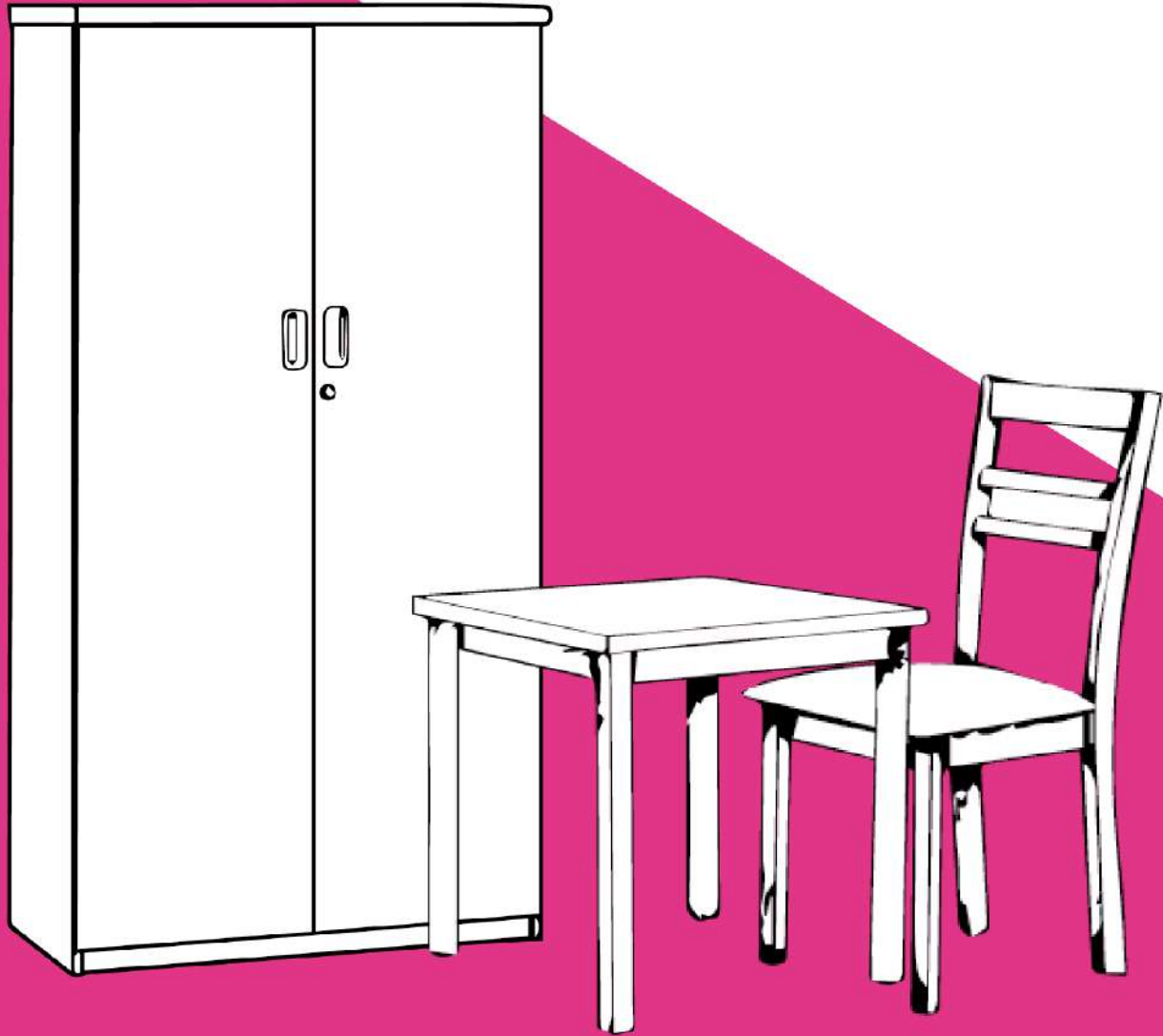
## SHARE PERFORMANCE FROM 26 JULY 2018 To Till 14 NOVEMBER 2022



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**

1101

- Anti-Skid Rubber Feet
- Extra Ribs For Strength

Mfd by: AVRO INDIA LIMITED

**AVRO FURNITURE**

**STEP STOOL IN GLOSS FINISH**

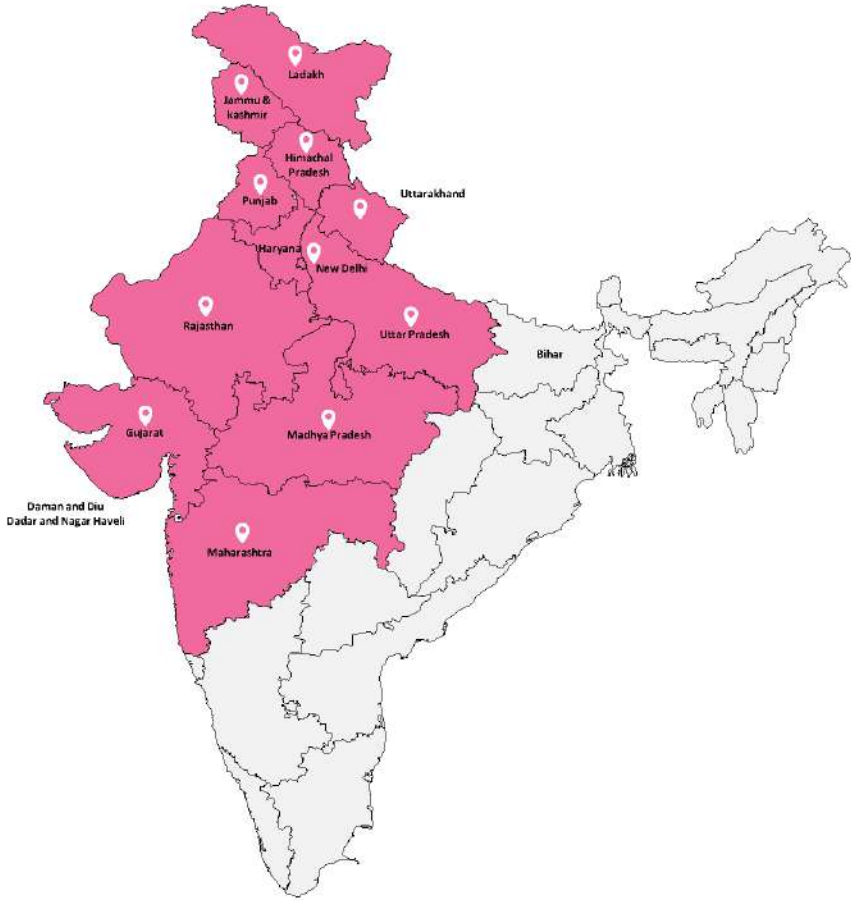
- Available in Brown, Red & Blue
- Superior Matt & Gloss Finish
- Single Mold in India

Improved Strength

2.7 Kg

Mfd by: AVRO INDIA LIMITED

# STRONG OFFLINE PRESENCE



**Available across 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-...  
**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 - Avro-...  
**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

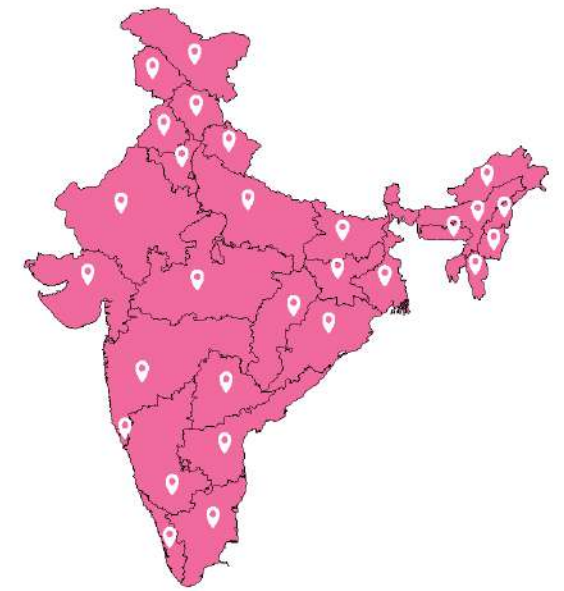


<https://www.snapdeal.com> - ... - Chairs - Plastic Chairs  
**AVRO furniture PLATINUM RATTAN CHAIR Plastic Outdoor ...**  
 Modern Design – AVRO Chairs comes with modern design which will easily fit in your modern lifestyle and homes so, your home look elegant and classy.  
 Product Type: Chairs Plastic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

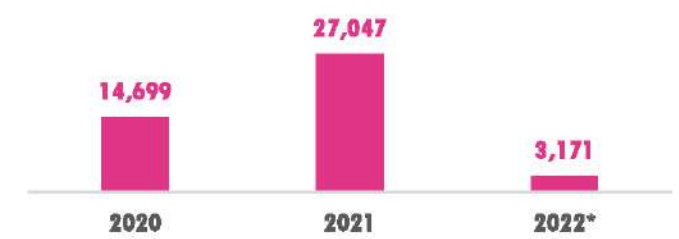


**Orders Delivered To 6,500+ Pin Codes across 28 State & 8 Union Territories**

## 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 Glass 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...

★★★★★ 2,377

**#3**

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

₹1,695 (IN) - ₹7,795 (IN)

**#4**

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

★★★★★ 2,332



## OUR BEST SELLING PRODUCTS



Home > Furniture > Living Room Furniture > Chairs > Armchairs



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

20% off ₹1,590

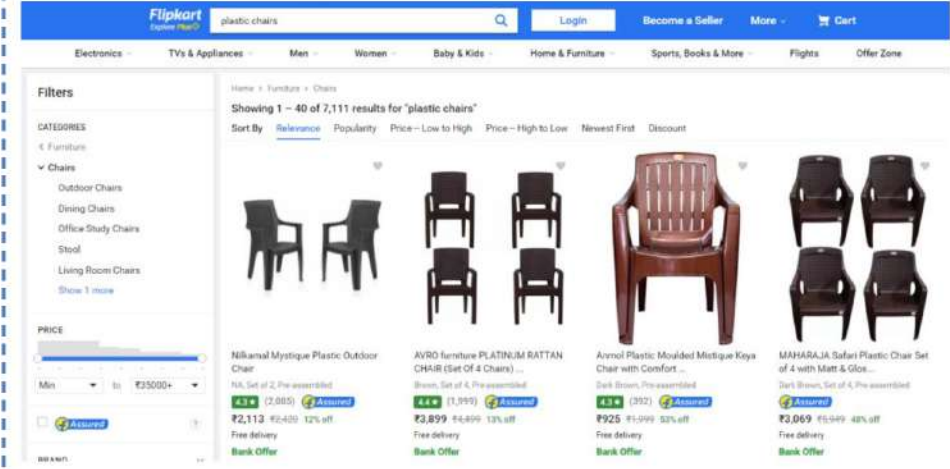
₹1,272 (incl. of all taxes)

- No Cost EMI**: Avail No Cost EMI on select credit cards on orders above ₹5000 (1 offer)
- Bank Offer**: upto ₹79.50 discount on HDFC Bank Credit Cards (2 offers)
- Cashback**: Get reward up to ₹2000 on card approval - 1% back... (1 offer)

10 Day Replacement Policy

Style: Modern

Color: Brown



### Filters

- CATEGORIES
- Furniture
- Chairs
- Outdoor Chairs
- Dining Chairs
- Office Study Chairs
- Stool
- Living Room Chairs

### PRICE

Min to ₹25000+

₹2,112 ₹2,400 12% off

Bank Offer

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

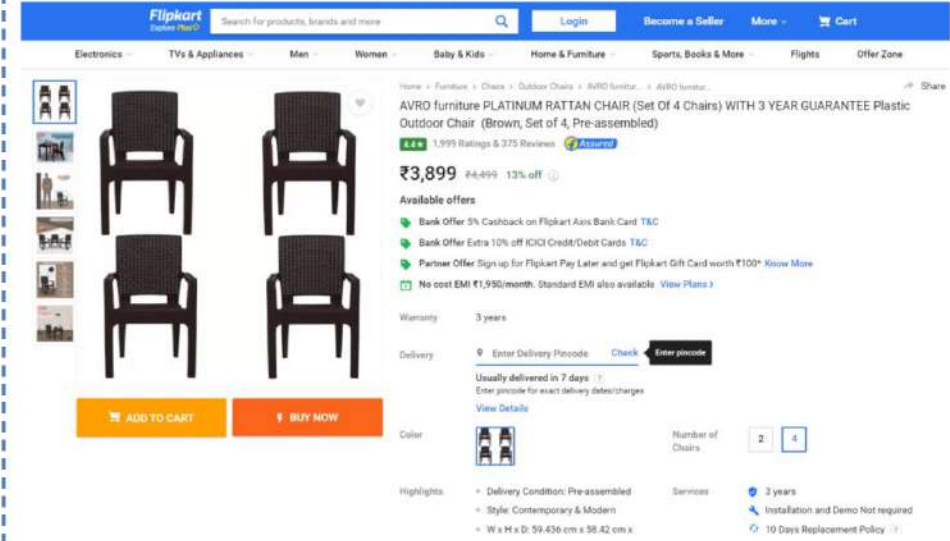


Nikamal Mystique Plastic Outdoor Chair  
₹2,112 ₹2,400 12% off  
Bank Offer

AVRO furniture PLATINUM RATTAN CHAIR (Set of 4 Chairs)  
₹3,899 ₹4,499 13% off  
Bank Offer

Armoel Plastic Moulded Mistique Kings Chair with Comfort...  
₹925 ₹1,099 16% off  
Bank Offer

MAHARAJA Safari Plastic Chair Set of 4 with Matt & Glass...  
₹3,069 ₹5,049 39% off  
Bank Offer



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

4.4★ 1,999 Ratings & 375 Reviews

₹3,899 ₹4,499 13% 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 ₹1,950/month. Standard EMI also available. View Plans

Warranty: 3 years

Delivery: Enter Delivery Pincode. Usually delivered in 7 days.

View Details

Color: Number of Chairs: 2

- Highlights**
- Delivery Condition: Pre-assembled
- Style: Contemporary & Modern
- W x H x D: 59.436 cm x 58.42 cm x
- Service: 2 years
- Installation and Demo Not required
- 10 Days Replacement Policy

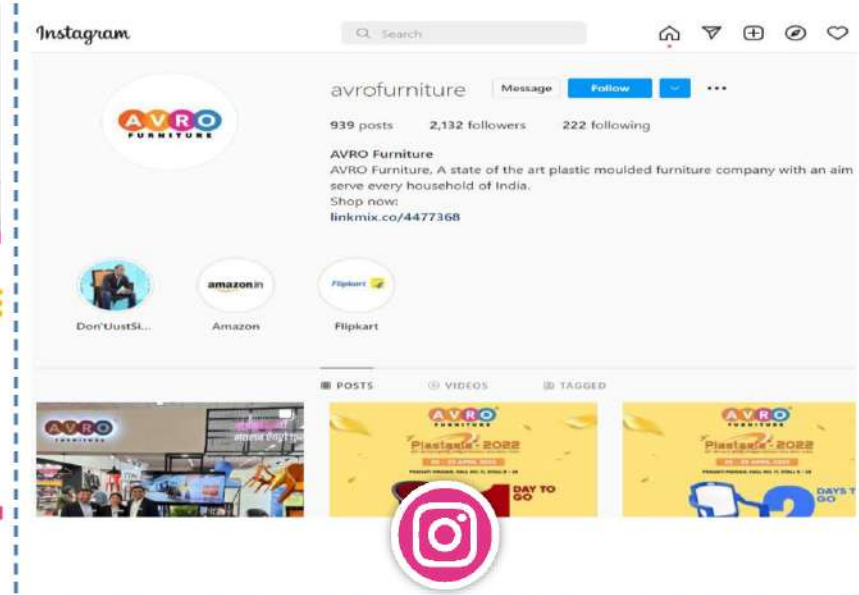


# MIX OF TRADITIONAL & NEW GEN MARKETING





# STRONG SOCIAL MEDIA MARKETING FOR BRAND RECALL



## ONLINE MARKETING CAMPAIGNS & CONTEST



# YOUTUBE VIDEOS FOR PRODUCT DEMOS & ASSEMBLY

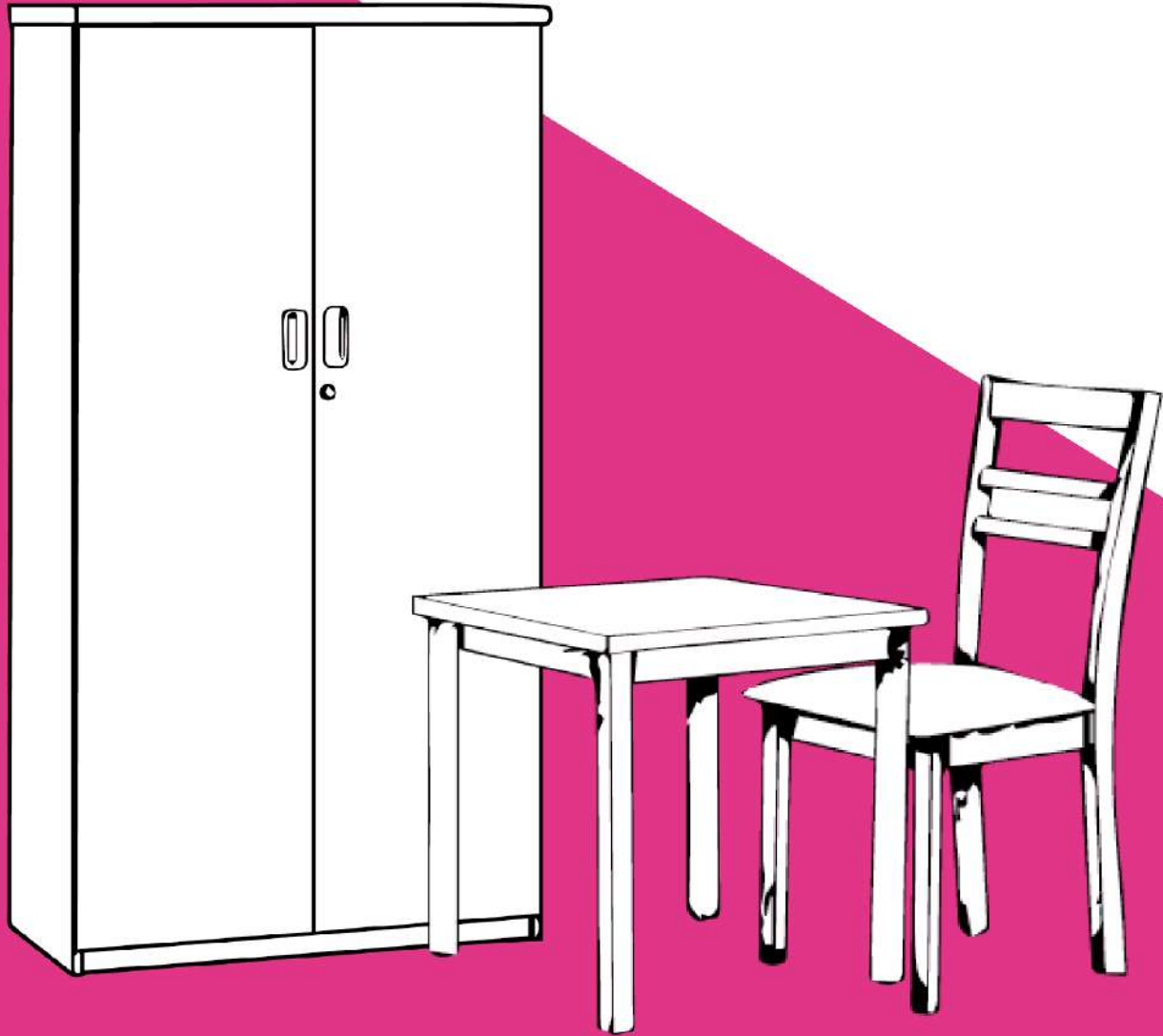


The screenshot shows the AVRO Furniture YouTube channel page. At the top, there's a search bar and navigation icons. Below is a featured video showing a dining table set. The channel name "AVRO FURNITURE" is displayed with 893 subscribers and a "SUBSCRIBE" button. Navigation tabs for HOME, VIDEOS, PLAYLISTS, COMMUNITY, CHANNELS, and ABOUT are visible. Under the "Uploads" section, several video thumbnails are shown, 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 for AVRO FURNITURE (893 subscribers). A comments section is visible with one comment and an "Add a comment" input field. 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

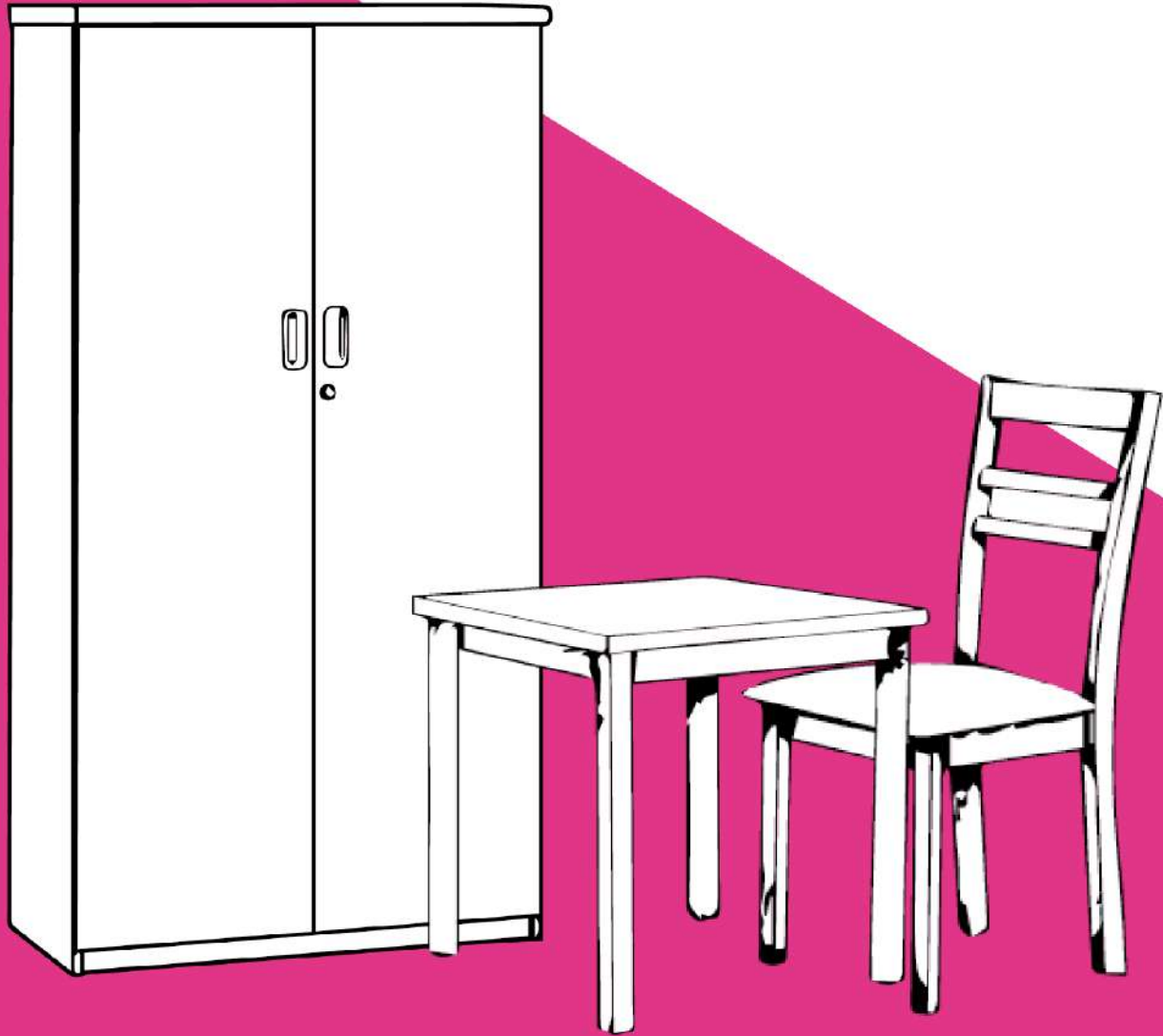
1902.51

6385.46

95.33

Data for FY21

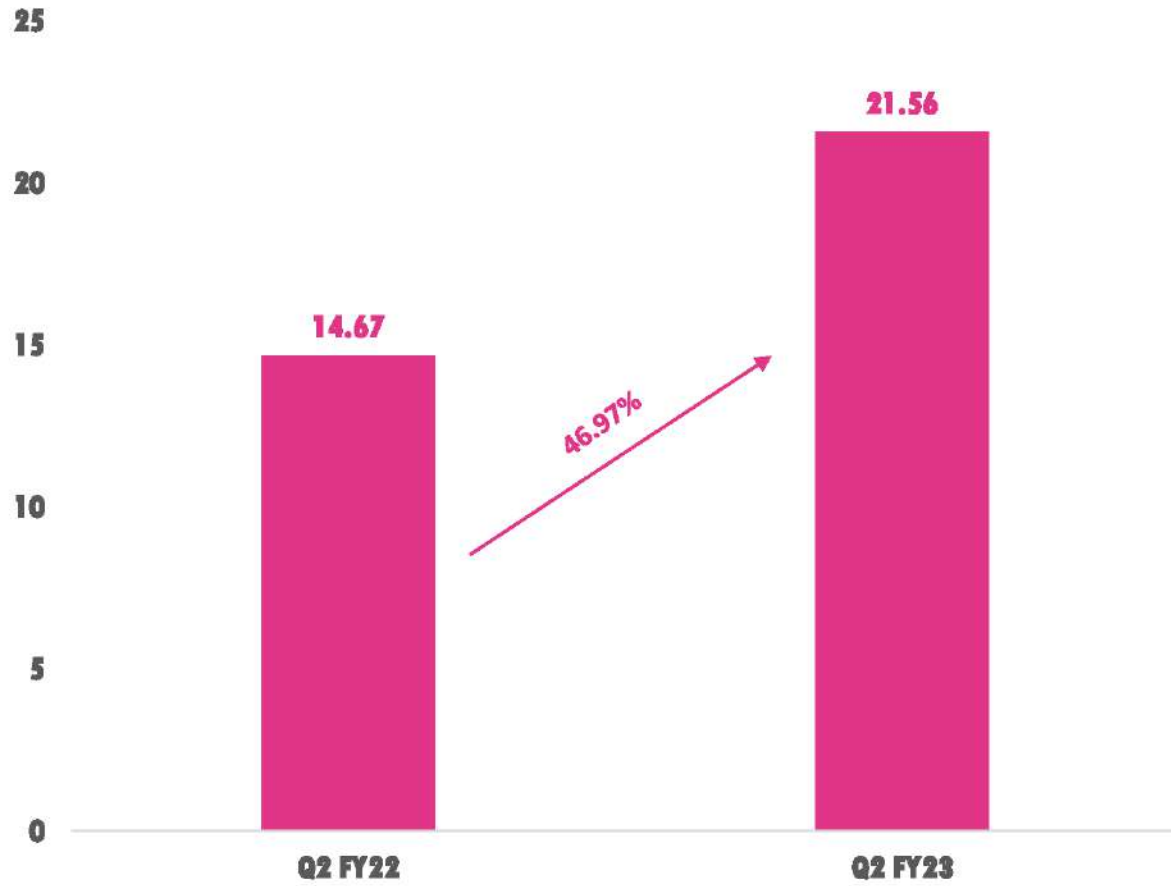
Source – ACE Equity



## **FINANCIAL OVERVIEW**

# QUARTERLY PERFORMANCE HIGHLIGHTS

## TOTAL INCOME (In ₹ Cr)



## EBITDA & PAT (In ₹ Cr)





## Q2 FY23 Results Highlight



In ₹ Cr

Particulars	Q2 FY23	Q2 FY22	Y-O-Y %	H1 FY23	H1 FY22	Y-O-Y%
Net Sales	21.48	14.60		41.72	26.71	
Other Income	0.09	0.07		0.16	0.10	
<b>Total Income</b>	<b>21.57</b>	<b>14.67</b>	<b>46.97%</b>	<b>41.88</b>	<b>26.81</b>	<b>56.21%</b>
<b>Expenses</b>						
Raw Material costs	16.20	10.46		31.90	20.04	
Employee Benefit Expenses	0.33	0.35		0.62	0.67	
Other Expenses	2.95	2.64		5.10	4.78	
<b>Total Expenditure</b>	<b>19.48</b>	<b>13.45</b>		<b>37.62</b>	<b>25.49</b>	
<b>EBIDTA</b>	<b>2.09</b>	<b>1.22</b>	<b>72.73%</b>	<b>4.26</b>	<b>1.31</b>	<b>225.19%</b>
<b>EBIDTA(%)</b>	<b>9.69%</b>	<b>8.32%</b>		<b>10.17%</b>	<b>4.92%</b>	
Interest	0.23	0.11		0.42	0.21	
Depreciation	0.40	0.29		0.80	0.58	
<b>PBT</b>	<b>1.46</b>	<b>0.82</b>	<b>78.05%</b>	<b>3.04</b>	<b>0.52</b>	<b>484.62</b>
TAX Expense (Including Deferred Tax)	0.40	0.03		0.94	0.10	
<b>Reported Net Profit</b>	<b>1.05</b>	<b>0.79</b>	<b>34.62%</b>	<b>2.09</b>	<b>0.42</b>	<b>397.62%</b>
<b>NPM(%)</b>	<b>4.91%</b>	<b>5.39%</b>		<b>4.99%</b>	<b>1.57%</b>	

# 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
<b>Total Income</b>	<b>44.48</b>	<b>53.57</b>	<b>65.20</b>
<b>Expenses</b>			
Raw Material costs	37.00	43.46	47.75
Employee Benefit Expenses	1.11	1.33	1.28
Other Expenses	3.21	4.67	10.56
<b>Total Expenditure</b>	<b>41.32</b>	<b>49.46</b>	<b>59.59</b>
<b>EBIDTA</b>	<b>3.16</b>	<b>4.11</b>	<b>5.61</b>
<b>EBIDTA(%)</b>	<b>7.17</b>	<b>7.67</b>	<b>8.60</b>
Interest	0.30	0.26	0.41
Depreciation	1.45	1.44	1.28
<b>PBT</b>	<b>1.41</b>	<b>2.41</b>	<b>3.92</b>
TAX Expense (Including Deferred Tax)	0.27	0.66	0.95
<b>Reported Net Profit</b>	<b>1.14</b>	<b>1.75</b>	<b>2.97</b>
<b>NPM(%)</b>	<b>2.59</b>	<b>3.27</b>	<b>4.56</b>

#FY20 financials are as per IND GAAP, FY21 it is as per INDAS

# BALANCE SHEET



In ₹ Cr

Equities & Liabilities	FY20	FY21	FY22
Equity	3.25	3.25	10.09
Reserves	10.02	14.44	10.60
<b>Total Equity</b>	<b>13.27</b>	<b>17.69</b>	<b>20.69</b>
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
<b>Total Non Current Liabilities</b>	<b>1.05</b>	<b>0.58</b>	<b>1.25</b>
Current Liabilities			
Short-term borrowings	1.61	3.65	6.51
Trade payables	2.77	2.34	7.91
Other current liabilities	0.58	0.63	0.95
Short-term provision	0.37	0.01	0.01
<b>Total Current Liabilities</b>	<b>5.33</b>	<b>6.63</b>	<b>15.38</b>
<b>Total Liabilities</b>	<b>19.65</b>	<b>24.90</b>	<b>37.32</b>

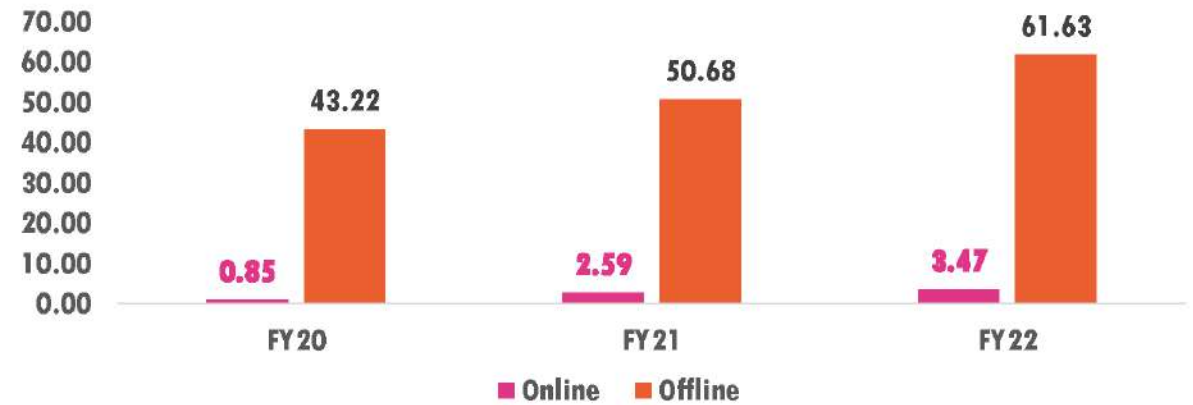
Assets	FY20	FY21	FY22
<b>Non Current Assets</b>			
<b>Fixed assets</b>	<b>8.15</b>	<b>10.46</b>	<b>12.15</b>
Non-current investments	0.00	0.00	0.00
Other Non-Current Financial Assets	0.00	0.00	0.00
Other non-current assets	0.28	0.27	0.28
<b>Total Non Current Assets</b>	<b>8.43</b>	<b>10.73</b>	<b>12.43</b>
Current Assets			
<b>Inventories</b>	<b>1.44</b>	<b>1.69</b>	<b>5.05</b>
Trade receivables	8.12	10.79	18.64
Cash & Bank Balance	0.20	0.39	0.45
Other Current Financial Assets	0.37	0.32	0.13
Current Tax Assets (Net)	0.00	0.07	0.00
Other current assets	1.10	0.13	0.26
<b>Total Current Assets</b>	<b>11.22</b>	<b>14.17</b>	<b>25.16</b>
<b>Total Assets</b>	<b>19.65</b>	<b>24.90</b>	<b>37.32</b>

# REVENUE ANALYSIS

### TOTAL INCOME (In ₹ CR)



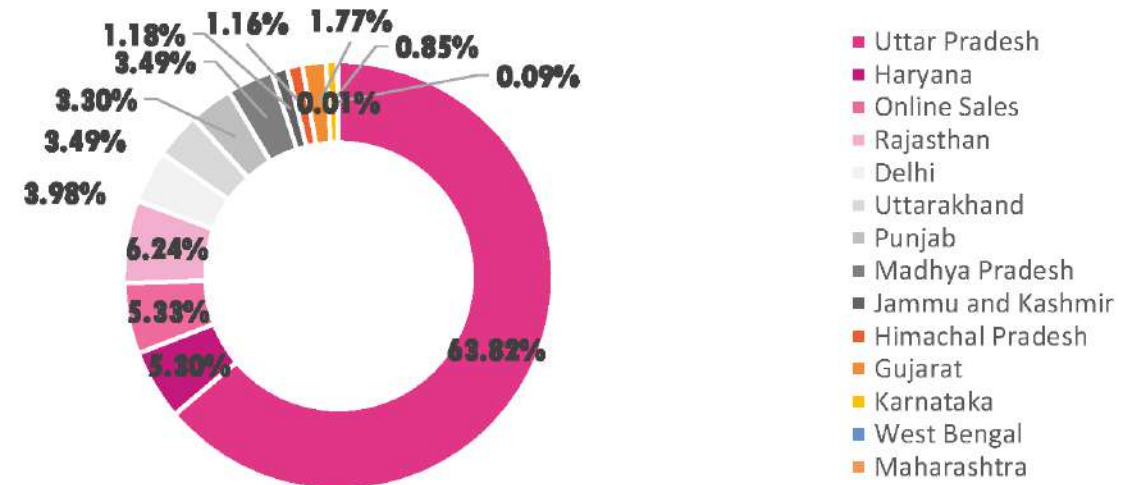
### REVENUE (In ₹ Cr)



### REVENUE BREAKUP (In ₹ CR)



### REGION WISE REVENUE (In %)





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# Thank You



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