

August 10, 2023

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

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

Sirs,

Sub: -
Outcome of Board Meeting and Submission of unaudited Standalone and Consolidated Financial Results for the Quarter Ended 30.06.2023 under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

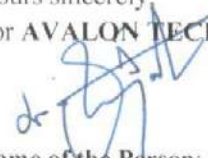
This is to inform you that:

1. The Board of Directors at its meeting held today, i.e., on August 10, 2023, have approved the Unaudited Standalone and Consolidated Financial Results for the Quarter Ended June 30, 2023, of the Company. The meeting commenced at 07.30 PM and concluded at 9.15 P.M.
2. The said Unaudited Standalone and Consolidated Financial Results for the Quarter Ended June 30, 2023, with the Limited Review Report of the Auditors are enclosed as **Annexure – A**
3. Press Release on the Unaudited Standalone and Consolidated Financial Results for the Quarter Ended June 30, 2023, is enclosed as **Annexure – B**
4. Investor Presentation on such Unaudited Standalone and Consolidated Financial Results for the Quarter ended June 30, 2023, is enclosed as **Annexure – C**

The aforementioned documents shall also be available on the Company's website at <https://www.avalontec.com/investors/>.

You are requested to kindly take the above on records.

Yours sincerely
For **AVALON TECHNOLOGIES LIMITED**


Name of the Person: Dr. V. Rajesh
Designation: Company Secretary
Membership Number: F9213



Avalon Technologies Limited

(Formerly Avalon Technologies Private Limited)

Corporate Identification Number: U30007TN1999PLC043479

Reg. Office 'TPI Block' B7, First Main Road, MEPZ-SEZ, Tambaram, Chennai 600 045
T +91 44 4222 0400 | F +91 44 2262 0097 | E corp@avalontec.com

www.avalontec.com

STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2023

(₹. In Millions)

S.No	Particulars	For the Quarter Ended			For the Year Ended
		30 Jun'23	31 Mar'23	30 Jun'22	31 Mar'23
		Unaudited	(Refer Note 3)	Unaudited (Refer Note 3)	Audited
I	Revenue from Operations	1,135.61	1,330.99	1,018.59	4,793.71
II	Other Income	52.93	29.46	20.03	48.84
III	Total Income (I+II)	1,188.54	1,360.45	1,038.62	4,842.55
IV	Expenses:				
	Cost of raw materials consumed	834.58	980.53	802.48	3,683.19
	Purchases of Stock-in-Trade	-	-	-	-
	Changes in Inventories of finished goods, work-in-progress and stock in trade	6.68	(54.74)	(16.43)	(131.86)
	Employee benefit expenses	113.49	103.93	98.04	416.50
	Finance costs	16.94	46.23	37.44	176.43
	Depreciation and amortisation expenses	12.77	13.98	10.07	48.70
	Other expenses	62.98	72.12	59.24	265.26
	Total Expenses	1,047.44	1,162.05	990.84	4,458.22
V	Profit before tax (III-IV)	141.10	198.40	47.78	384.33
VI	Tax Expense:				
	(1) Current Tax	33.13	50.29	11.93	95.95
	(2) Tax of earlier years	-	-	-	-
	(3) Deferred Tax	2.04	2.42	0.58	4.69
		35.17	52.71	12.51	100.64
VII	Profit for the period / year (V - VI)	105.93	145.69	35.27	283.69
VIII	Other Comprehensive Income				
	A. i) Items that will not be reclassified to profit or loss				
	a) Remeasurements of the defined benefit plans - Gratuity	(0.98)	(1.17)	(0.99)	(3.92)
	ii) Income tax expense on remeasurement benefit/(loss) of defined benefit plans	0.25	0.29	0.25	0.99
	Total other comprehensive income/ (loss) A(i+ii)	(0.73)	(0.88)	(0.74)	(2.93)
IX	Total Comprehensive Income for the period / year (VII+VIII)	105.20	144.81	34.53	280.76
X	Paid up Equity share Capital (Nominal Value Rs. 2 each)	130.59	115.91	111.77	115.91
XI	Other Equity				6,454.03
XII	Earnings Per Equity Share				
	(Nominal value per share ₹ 2/-)	(not annualised)	(not annualised)	(not annualised)	(annualised)
	(a) Basic (In ₹)	1.64	2.51	0.63	5.00
	(b) Diluted (In ₹)	1.58	2.44	0.63	4.89



Avalon Technologies Limited
 (formerly known as Avalon Technologies Private Limited)
 CIN: U30007TN1999PLC043479
 Regd Office: B-7, First Main Road, MEPZ-SEZ, Tambaram, Chennai - 600 045, Tamil Nadu, India
 visit us at <https://www.avalontec.com>

**Notes to Statement of Unaudited Standalone financial results for the
 quarter ended June 30, 2023**

Notes:

- The above unaudited standalone financial results for the quarter ended June 30, 2023 have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34") as prescribed under Section 133 of the Companies Act, 2013, which were reviewed and recommended by the Audit Committee and approved by the Board of Directors at its respective meetings held on August 10, 2023. The statutory auditors of the Company have carried out a limited review of the results for the quarter ended June 30, 2023 and have issued an unmodified conclusion thereon.
- During the quarter, the Company has completed the Initial Public Offering of 19,839,446 equity shares of face value of ₹2 each at an issue price of ₹436 per equity share, consisting of a fresh issue of 7,339,449 equity shares aggregating to ₹3,200 Million and an offer for sale of 12,499,997 equity shares aggregating to ₹5,450 Million. The equity shares of the Company were listed on National Stock Exchange of India Limited (NSE) and BSE Limited (BSE) w.e.f April 18, 2023. The Company had also completed two pre-IPO placements during the previous year aggregating to ₹1,600 Million, consisting of ₹800 million of primary issuance and ₹800 million of secondary share sales. The first pre-IPO issue consisted of 798,339 Equity shares of ₹2 each at ₹375.78 per share and the second pre-IPO issue consisted of 1,173,543 Equity shares of ₹2 each at ₹426.06 per share.
- The Standalone Financial Results for the quarter ended March 31, 2023 are the balancing figures between the audited figures in respect of the full financial year and the unpublished year to date figures up to the third quarter of the financial year, which has not been subject to an audit or review by the Statutory Auditors. Further, the Standalone Financial Results for the quarter ended June 30, 2022 has also not been subject to an audit or review by the Statutory Auditors. However, the management has exercised necessary diligence to ensure that the financial results for these periods provide a true and fair view of the Company's affairs.
- The expenditure incurred by the Company in connection with the IPO is estimated at ₹ 577.29 Million. These expenses have been allocated between the Company and selling shareholders in proportion to the total proceeds raised and also considering the nature of expenditure incurred. The Company's share of expenses has been adjusted against Securities Premium. Upon actualisation of the final IPO expense, the difference, if any, between the estimate and the actual expense will be adjusted against the securities premium account in the period in which such actualisation takes place.
- The Company has received an amount of ₹ 2,984.25 Million (net of estimated IPO expenses) from proceeds out of fresh issue of equity shares. The utilisation of net IPO proceeds is summarised below:

Objects of the issue as stated in the prospectus	(₹ In Millions)		
	Amount as per prospectus (A)	Utilisation upto June 30, 2023 (B)	Unutilised amount as on June 30, 2023 (A-B)
Prepayment or repayment of all or a portion of certain outstanding borrowings availed by our Company and one of our Material Subsidiaries, Avalon Technology and Services Pvt Limited [Refer (b) below]	1,450.00	1,449.66	0.34
Funding the working capital requirements of our Company	900.00	900.00	-
General corporate purposes [Refer (a) & (b) below]	644.00	634.59	9.41
	2,994.00	2,984.25	9.75

(a) As disclosed in the Prospectus, amount to be spent for General Corporate Purposes is ₹ 644.00 Million which is arrived at as ₹ 850.00 Million less estimated issue expenses of ₹ 206.00 Million. The same is subject to any changes that may arise on actualisation of the final IPO expense.

(b) During the quarter, the company has infused ₹ 733.39 million (including ₹ 711.39 million out of IPO proceeds) in one of its material subsidiaries, Avalon Technology and Services Private Limited, consisting of ₹ 300.02 Million as equity investment and ₹ 433.37 Million as unsecured loan.

- The Company operates in only one reportable business segment i.e. providing Electronics Manufacturing Services (EMS) with capabilities in printed circuit board assembly, custom cable and wire harnesses, etc., as determined by the chief operating decision maker, in accordance with Ind AS 108 "Operating Segments".
- Number of employee stock options granted is 17,79,750 and outstanding as at June 30, 2023 is 17,55,250. No options were due for exercise during the quarter ended June 30, 2023.
- The previous period figures have been re-grouped wherever necessary to conform to current period's presentation.

Chennai
 Dated : August 10, 2023





 Kunhamed Bieha
 Chairman & Managing Director

Independent Auditor's Review Report on Review of Unaudited Standalone Financial Results.

**To
The Board of Directors of
Avalon Technologies Limited**

1. We have reviewed the accompanying Statement of Unaudited Standalone Financial Results of Avalon Technologies Limited ("the Company") for the quarter ended June 30, 2023 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended ("Listing Regulations").
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statements is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.



Varma & Varma

Chartered Accountants

Other Matter

5. Attention is invited to Note No.3 to the Statement. As stated therein, the Statement includes the results for the quarter ended March 31, 2023 which are the balancing figures between the audited figures in respect of the full financial year and the unpublished year to date figures up to the third quarter of the financial year, which has not been subject to an audit or review by us. Further, the Standalone Financial Results for the quarter ended June 30, 2022 have also not been subject to an audit or review by us.

Our conclusion is not modified in respect of the above matters.



Place : Chennai
Date : August 10, 2023

For Varma & Varma
Chartered Accountants
FRN. 004532S

Arjun R
Partner
M.No. 226775
UDIN : 23226775BGQQUT1853

STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2023

(₹. In Millions)

S.No	Particulars	For the Quarter Ended			For the Year Ended
		30 Jun'23	31 Mar'23	30 Jun'22	31 Mar'23
		Unaudited	(Refer Note 4)	Unaudited (Refer Note 4)	Audited
I	Revenue from Operations	2,350.92	2,718.03	1,960.09	9,447.19
II	Other Income	51.19	37.64	66.42	143.50
III	Total Income (I+II)	2,402.11	2,755.67	2,026.51	9,590.69
IV	Expenses:				
	Cost of raw materials consumed	1,639.64	1,762.88	1,249.87	6,238.40
	Purchases of Stock-in-Trade	-	-	-	-
	Changes in Inventories of finished goods, work-in-progress and stock in trade	(60.63)	(63.02)	(0.63)	(171.14)
	Employee benefit expenses	452.02	426.65	357.43	1,605.45
	Finance costs	56.00	95.13	71.40	347.92
	Depreciation and amortisation expenses	52.73	51.89	45.57	196.55
	Other expenses	157.77	180.41	158.13	646.58
	Total Expenses	2,297.53	2,453.94	1,881.77	8,863.76
V	Profit before tax (III-IV)	104.58	301.73	144.74	726.93
VI	Tax Expense:				
	(1) Current Tax	44.55	70.50	26.63	160.30
	(2) Tax of earlier years	-	-	-	-
	(3) Deferred Tax	(10.67)	4.15	25.16	41.60
		33.88	74.65	51.79	201.90
VII	Profit for the period / year (V - VI)	70.70	227.08	92.95	525.03
VIII	Other Comprehensive Income				
	A. i) Items that will not be reclassified to profit or loss				
	a) Remeasurements of the defined benefit plans - Gratuity	(1.69)	(4.57)	(1.71)	(6.80)
	ii) Income tax expense on remeasurement benefit/(loss) of defined benefit plans	0.44	1.26	0.45	1.81
	B. i) Items that may be reclassified to profit or loss				
	a) Exchange differences on translating the financial statements of foreign operations	0.70	6.32	(35.39)	(72.03)
	Total other comprehensive income/ (loss) A(i+ii) + B(i)	(0.55)	3.01	(36.65)	(77.02)
IX	Total Comprehensive Income for the period / year (VII+VIII)	70.15	230.09	56.30	448.01
X	Profit for the period / year				
	Attributable to:				
	Equity holders of the parent	70.70	227.08	92.95	525.03
	Non-controlling interests	-	-	-	-
XI	Other comprehensive income/(loss) for the period / year				
	Attributable to:				
	Equity holders of the parent	(0.55)	3.01	(36.65)	(77.02)
	Non-controlling interests	-	-	-	-
XII	Total comprehensive income for the period / year				
	Attributable to:				
	Equity holders of the parent	70.15	230.09	56.30	448.01
	Non-controlling interests	-	-	-	-
XIII	Paid up Equity Share Capital (Nominal Value of Rs. 2 each)	130.59	115.91	111.77	115.91
XIV	Other Equity				5,254.28
XV	Earnings Per Equity Share				
	(Nominal value per share ₹ 2/-)	(not annualised)	(not annualised)	(not annualised)	(annualised)
	(a) Basic (In ₹)	1.10	3.96	1.66	9.27
	(b) Diluted (In ₹)	1.06	3.82	1.66	9.08



**Notes to Statement of Unaudited Consolidated financial results for the
quarter ended June 30, 2023**

Notes:

- The above unaudited consolidated financial results for the quarter ended June 30, 2023 have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34") as prescribed under Section 133 of the Companies Act, 2013, which were reviewed and recommended by the Audit Committee and approved by the Board of Directors at its respective meetings held on August 10, 2023. The statutory auditors of the Company have carried out a limited review of results for the quarter ended June 30, 2023 and have issued an unmodified conclusion thereon.
- The Consolidated Financial Results of the Company and its subsidiaries (the Company and its subsidiaries collectively referred to as 'the Group') includes results of the following entities.

Name of the Entity	Relationship
Avalon Technologies Limited	Holding Company
Avalon Technology and Services Private Limited, India	Wholly Owned Subsidiary
Sienna Ecad Technologies Private Limited, India	
ABV Electronics, Inc. (D/B/A Sienna Corporation), United States of America	

- During the quarter, the Company has completed the Initial Public Offering of 19,839,446 equity shares of face value of ₹2 each at an issue price of ₹436 per equity share, consisting of a fresh issue of 7,339,449 equity shares aggregating to ₹3,200 Million and an offer for sale of 12,499,997 equity shares aggregating to ₹5,450 Million. The equity shares of the Company were listed on National Stock Exchange of India Limited (NSE) and BSE Limited (BSE) w.e.f April 18, 2023. The Company had also completed two pre-IPO placements during the previous year aggregating to ₹1,600 Million, consisting of ₹800 million of primary issuance and ₹800 million of secondary share sales. The first pre-IPO issue consisted of 798,339 Equity shares of ₹2 each at ₹375.78 per share and the second pre-IPO issue consisted of 1,173,543 Equity shares of ₹2 each at ₹426.06 per share.
- The Consolidated Financial Results for the quarter ended March 31, 2023 are the balancing figures between the audited figures in respect of the full financial year and the unpublished year to date figures up to the third quarter of the financial year, which has not been subject to an audit or review by the Statutory Auditors. Further, the Consolidated Financial Results for the quarter ended June 30, 2022 has also not been subject to an audit or review by the Statutory Auditors. However, the management has exercised necessary diligence to ensure that the financial results for these periods provide a true and fair view of the Company's affairs.
- The expenditure incurred by the Company in connection with the IPO is estimated at ₹ 577.29 Million. These expenses have been allocated between the Company and selling shareholders in proportion to the total proceeds raised and also considering the nature of expenditure incurred. The Company's share of expenses has been adjusted against Securities Premium. Upon actualisation of the final IPO expense, the difference, if any, between the estimate and the actual expense will be adjusted against the securities premium account in the period in which such actualisation takes place.
- The Company has received an amount of ₹ 2,984.25 Million (net of estimated IPO expenses) from proceeds out of fresh issue of equity shares. The utilisation of net IPO proceeds is summarised below:

Objects of the issue as stated in the prospectus	Amount as per prospectus (A)	Utilisation upto June 30, 2023 (B)	(₹ In Millions)
			Unutilised amount as on June 30, 2023 (A-B)
Prepayment or repayment of all or a portion of certain outstanding borrowings availed by our Company and one of our Material Subsidiaries, Avalon Technology and Services Pvt Limited [Refer (b) below]	1,450.00	1,449.66	0.34
Funding the working capital requirements of our Company	900.00	900.00	-
General corporate purposes [Refer (a) & (b) below]	644.00	634.59	9.41
	2,994.00	2,984.25	9.75

(a) As disclosed in the Prospectus, amount to be spent for General Corporate Purposes is ₹ 644.00 Million which is arrived at as ₹ 850.00 Million less estimated issue expenses of ₹ 206.00 Million. The same is subject to any changes that may arise on actualisation of the final IPO expense.

(b) During the quarter, the company has infused ₹ 733.39 million (including ₹ 711.39 million out of IPO proceeds) in one of its material subsidiaries, Avalon Technology and Services Private Limited, consisting of ₹ 300.02 Million as equity investment and ₹ 433.37 Million as unsecured loan.

- The Group operates in only one reportable business segment i.e. providing Electronics Manufacturing Services (EMS) with capabilities in printed circuit board assembly, custom cable and wire harnesses, etc., as determined by the chief operating decision maker, in accordance with Ind AS 108 "Operating Segments".
- Number of employee stock options granted is 17,79,750 and outstanding as at June 30, 2023 is 17,55,250. No options were due for exercise during the quarter ended June 30, 2023.
- The previous period figures have been re-grouped wherever necessary to conform to current period's presentation.



Independent Auditor's Review Report on Review of Unaudited Consolidated Financial Results.

To

**The Board of Directors of
Avalon Technologies Limited**

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of Avalon Technologies Limited (hereinafter referred to as the "Holding Company") and its subsidiaries (Holding Company and its subsidiaries together referred to as "the Group") for the quarter ended June 30, 2023 ("the Statement"), being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").
2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statements is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of the Holding Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the financial results of the following entities.

Avalon Technologies Limited, India	Holding Company
Avalon Technology and Services Private Limited, India	Wholly Owned Subsidiary
Sienna Ecad Technologies Private Limited, India	Wholly Owned Subsidiary
ABV Electronics Inc (D/B/A Sienna Corporation), United States of America	Wholly Owned Subsidiary



Varma & Varma

Chartered Accountants

5. Based on our review conducted as stated in paragraph 3 above and based on the consideration of the review report of the other auditor referred to in paragraph 6(b), nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Other Matters

- 6.
- (a) Attention is invited to Note No.4 to the Statement. As stated therein, the Statement includes the results for the quarter ended March 31, 2023 which are the balancing figures between the audited figures in respect of the full financial year and the unpublished year to date figures up to the third quarter of the financial year, which has not been subject to an audit or review by us. Further, the Consolidated Financial Results for the quarter ended June 30, 2022 have also not been subject to an audit or review by us.
- (b) The interim financial information in respect of the subsidiary of the Company incorporated in the United States of America (whose Special Purpose Statement of Unaudited Standalone Financial Results reflects total income of Rs.1,286.45 million for the quarter ended June 30, 2023, net profit/(loss) after tax of Rs. (63.33) million for the quarter ended June 30, 2023 and total comprehensive income/(loss) of Rs.(62.63) million for the quarter ended June 30, 2023 respectively) included in the Statement are based on the Special Purpose Statement of Unaudited Standalone Ind AS Financial Results of the said subsidiary prepared by the management based on the financial statements prepared in accordance with the US GAAP reviewed by the said subsidiary's auditor which have been restated by the Company to comply with Ind AS. The review report of the other auditor on the financial statements of the subsidiary prepared in accordance with the US GAAP for the quarter ended June 30, 2023, expressed an unmodified conclusion on those financial statements. Adjustments to the said financial information of the subsidiary for the differences in accounting principles adopted by the Company in accordance with Ind AS have been reviewed by us as stated in our report on the Special Purpose Statement of Unaudited Standalone Ind AS Financial Results of the said subsidiary for the quarter ended June 30, 2023. Our conclusion, insofar as it relates to the amounts included in respect of such subsidiary (other than the adjustments arising on restatement to Ind AS that have been reviewed by us) is based solely on the review report of the other auditor and the procedures performed by us as stated in paragraph 3 above.

Our conclusion is not modified in respect of the above matters.



Place : Chennai
Date : August 10, 2023

For Varma & Varma
Chartered Accountants
FRN. 004532S

Arjun R
Partner
M.No. 226775
UDIN : 23226775BGQQUU4989

No.2, (Old No.20), Second Canal Cross Road, Gandhi Nagar, Adyar, Chennai - 600 020
(Opp. Bala Vidya Mandir Senior Sec. School)
Ph : +91 44 2442 3496, 2445 2239 Email : chennai@varmaandvarma.com

Avalon Technologies Limited reports Q1 FY24 results Revenue up 20% YoY; Gross margin up 8.6% YoY

Chennai, August 10, 2023: AVALON TECHNOLOGIES LIMITED (“Avalon”), a leading player in the Electronics Manufacturing Services (EMS) industry announced its audited financial results for the first quarter ending June 30, 2023.

Financial Summary of Q1 FY24

Particulars (INR Cr)	Q1 FY24	Q1 FY23	YoY Growth	Q4 FY23	QoQ Growth
Revenue from Operations	235.1	196.0	19.9%	271.8	-13.5%
Total Income	240.2	202.7	18.5%	275.6	-12.8%
EBITDA	16.2	19.5	-17.0%	41.1	-60.6%
EBITDA Margin (%)	6.9%	10.0%	-307 bps	15.1%	-823 bps
PAT	7.1	9.3	-23.9%	22.7	-68.9%
PAT Margin (%)	2.9%	4.6%	-164 bps	8.2%	-530 bps

Q1 FY24 Financial Highlights

- Revenue up by 19.9% (YoY)
- Gross margin up by 8.6% (YoY)
- Successfully added three new Clean energy customers – one of them in the EV space. Ramp up is expected in Q4 FY24
- Entered the heat shield market (thermal blanket) in Aerospace segment. Work is transitioning from US to India. PO is expected in Q4 FY24
- Received the first tooling order for plastic components for use in the interiors of commercial aircrafts
- Successfully entered new geographies and won new orders in PCB Design & Development (high speed simulation)
- Expansion of 2 new manufacturing plants at MEPZ, Chennai is progressing well. These are to be used for big Box-builds, specialized metal processes & expansion of plastics capabilities

About Avalon Technologies

Avalon Technologies Limited is one of India’s leading fully integrated Electronic Manufacturing Services (EMS) companies with end-to-end operations in delivering box build solutions in India, with a focus on high value precision engineered products. Through a unique global delivery model, Avalon provides a full stack product and solution suite, right from printed circuit board design and assembly to end-to-end box build of electronic systems. Avalon is the only Indian EMS player to have full-fledged manufacturing facilities in the US, facilitating their unique global delivery model. Avalon creates value for customers in a multitude of industries including clean energy, transportation, industrials, communication and medical devices

For more details on Avalon Technologies, please visit: [Electronic Manufacturing Services in India | EMS Company \(avalontec.com\)](https://www.avalontec.com)

Safe Harbour Statement

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Avalon
manufacturing your success



August 2023

Earnings Presentation

Q1 FY24

Disclaimer

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Table of Contents

Business Highlights	05
Financial Highlights	06
Strategy	15
Company Overview	19
Annexures	35

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

Q1 FY24 metrics

22.9%

Return on Capital Employed

6.9%

EBITDA Margin

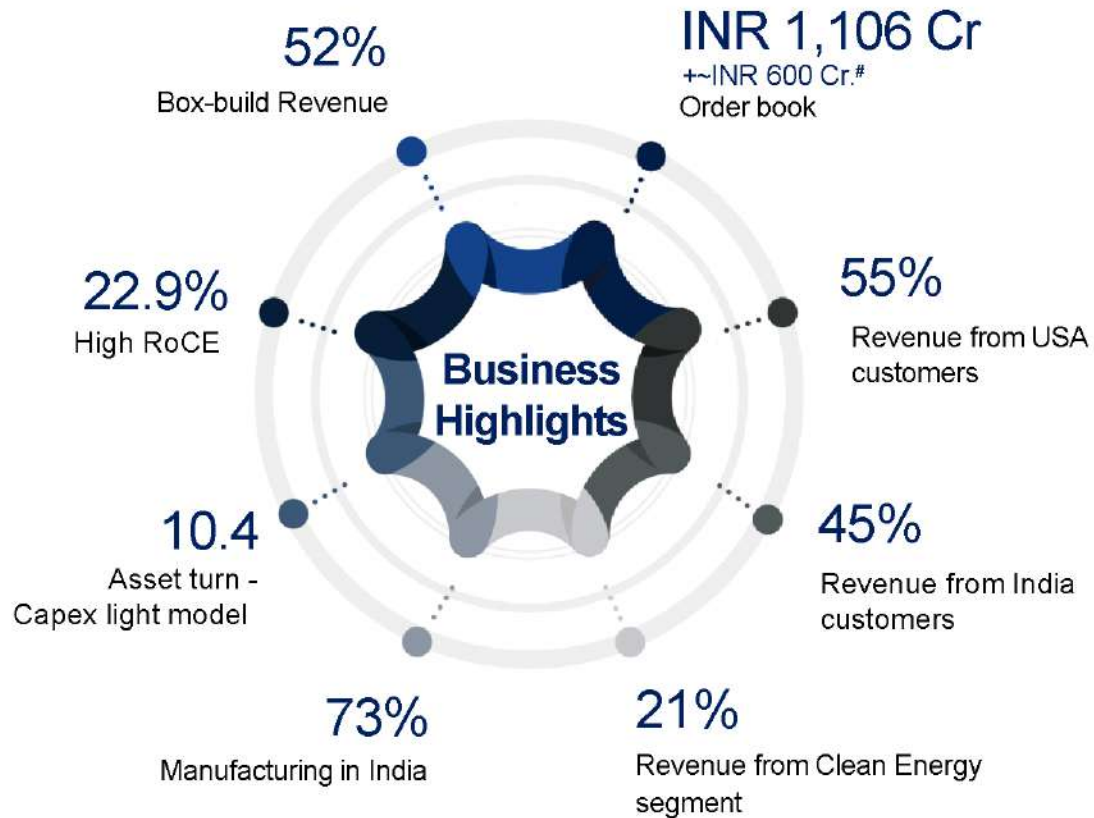
2.9%

PAT Margin

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

* Includes two new plants under construction at Chennai

Business Highlights



Contracts & Letter of Intents executable over next 2 to 4 years and not included in order book

Key events

Successfully added three new Clean energy customers – one of them in the EV space. Ramp up expected in Q4

Entered the heat shield market (thermal blanket) in Aerospace segment. Work transitioning from US to India. PO expected in Q4 FY24

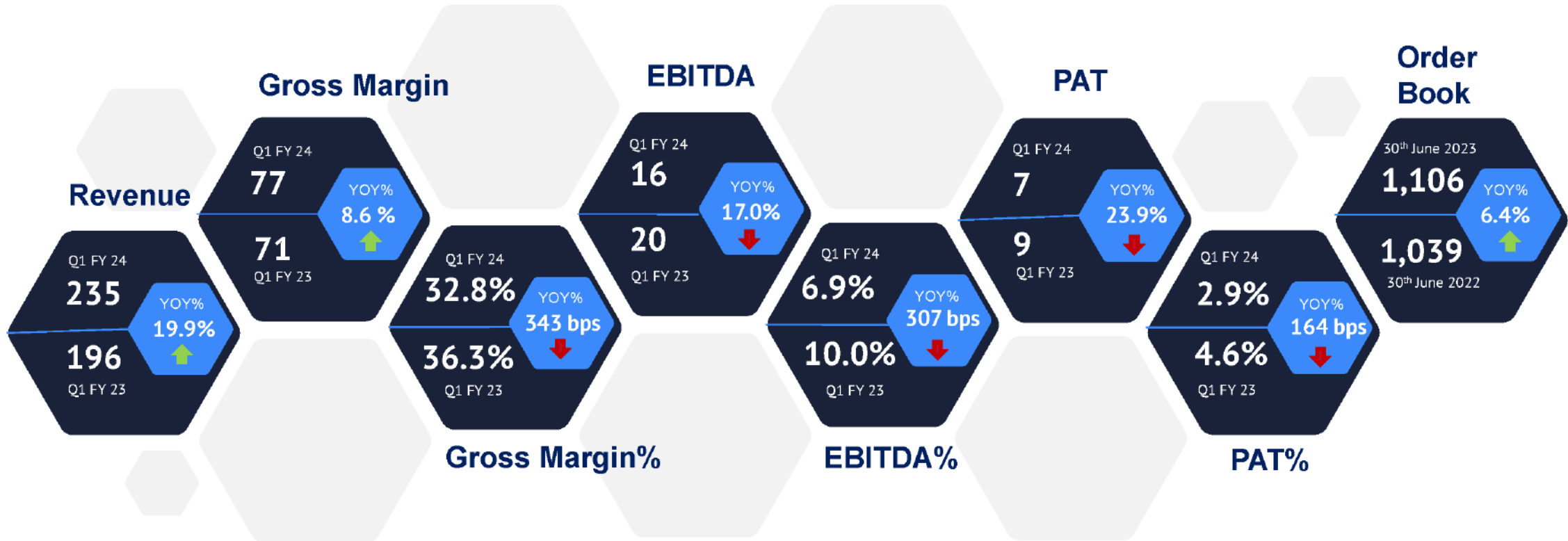
Received the first tooling order for plastic components for use in the interiors of commercial aircrafts

Successfully entered new geographies and won initial orders for Design & Development

Expansion of 2 new manufacturing plants at MEPZ, Chennai is progressing well. These are to be used for big Box-builds, specialized metal processes & expansion of plastics capabilities

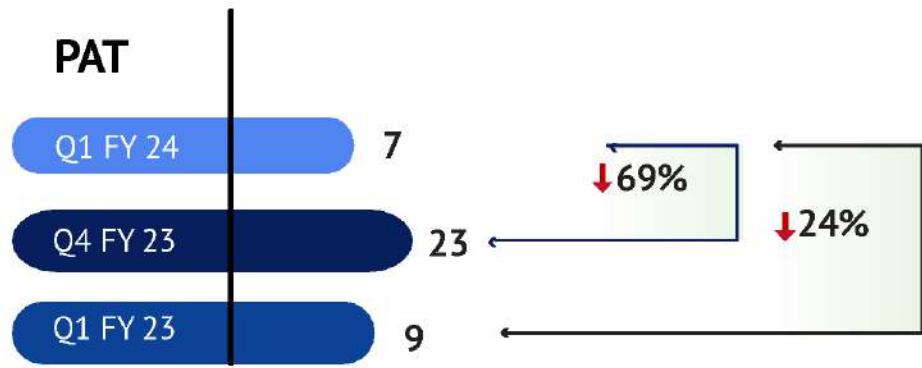
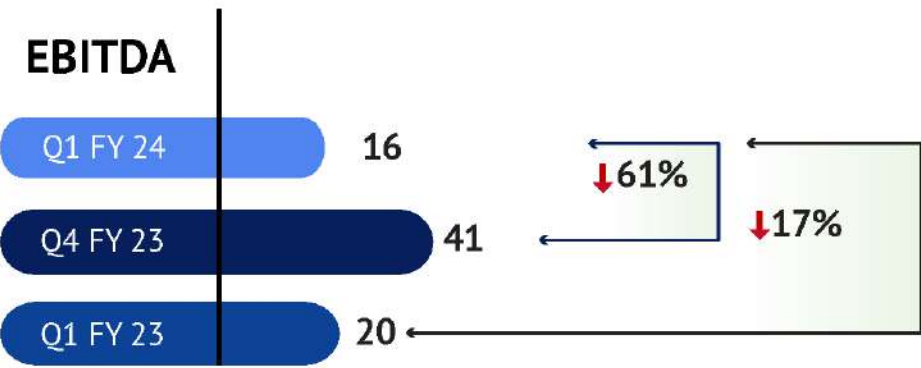
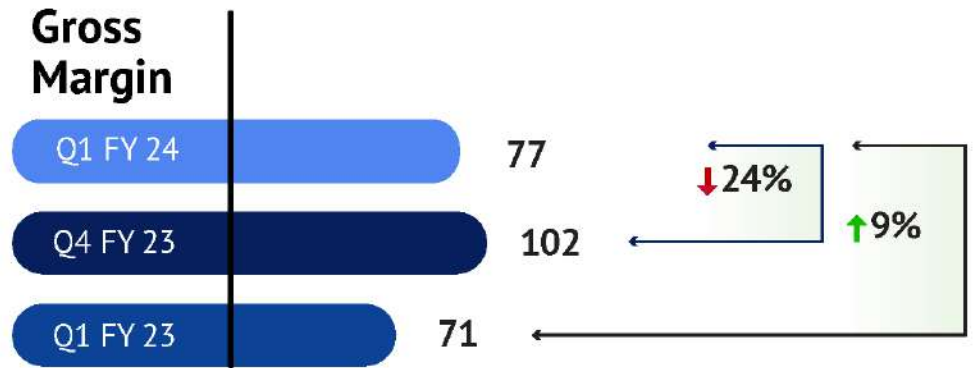
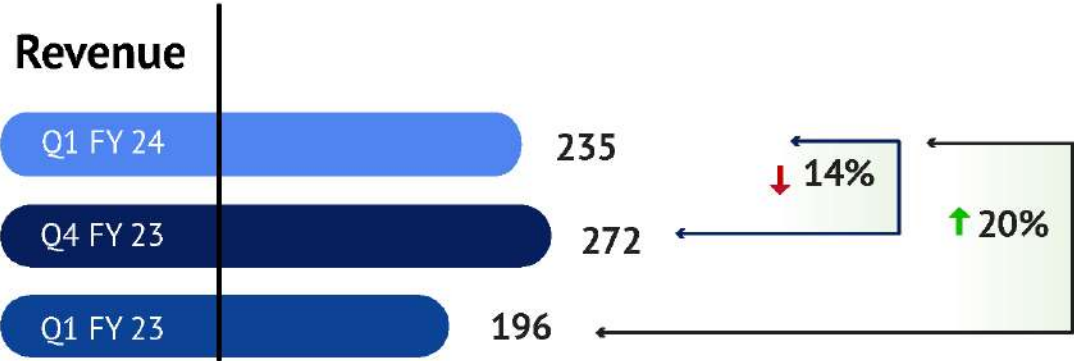
Financial Highlights – Q1 FY24

(INR Cr.)



Financial Highlights – Q1 FY24

(INR Cr.)



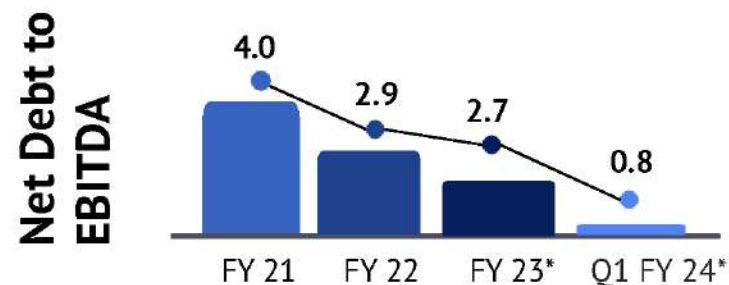
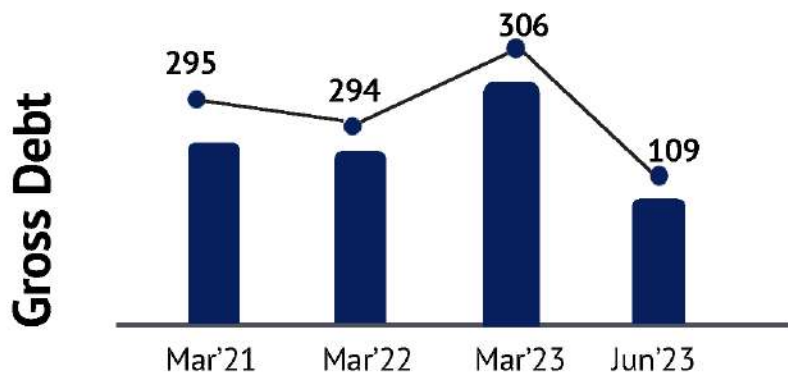
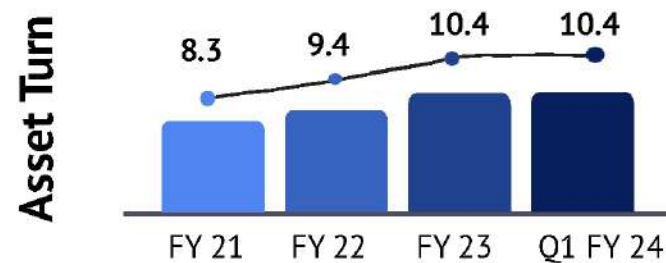
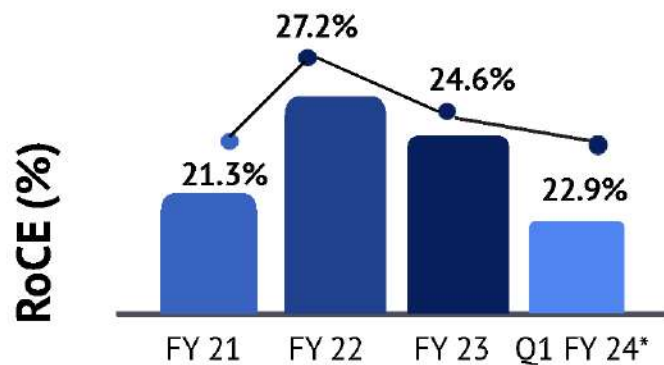
Income Statement

(INR Cr.)

Particulars	Q1 FY24	Q1 FY23	YoY Change	Q1 FY24	Q4 FY23	QoQ Change
Revenue from Operations	235	196	19.9%	235	272	-13.5%
Cost of Goods Sold	158	125	19.6%	158	170	-7.1%
Gross Margin	77	71	8.6%	77	102	-24.2%
Gross Margin (%)	32.8%	36.3%	271 bps	32.8%	37.5%	-463
Personnel Cost	45	36	26.5%	45	43	5.9%
Other Operating Expenses	16	16	-0.2%	16	18	-12.5%
EBITDA	16	20	-17.0%	16	41	-60.6%
EBITDA (%)	6.9%	10.0%	-307	6.9%	15.1%	-823
Depreciation	5	5	15.7%	5	5	1.6%
Finance Cost	6	7	-21.6%	6	10	-41.1%
Profit Before Tax (PBT)	10	14	-27.7%	10	30	-65.3%
Tax	3	5	-34.6%	3	7	-54.6%
Profit After Tax (PAT)	7	9	-23.9%	7	23	-68.9%
PAT (%)	2.9%	4.6%	-164	2.9%	8.2%	-530

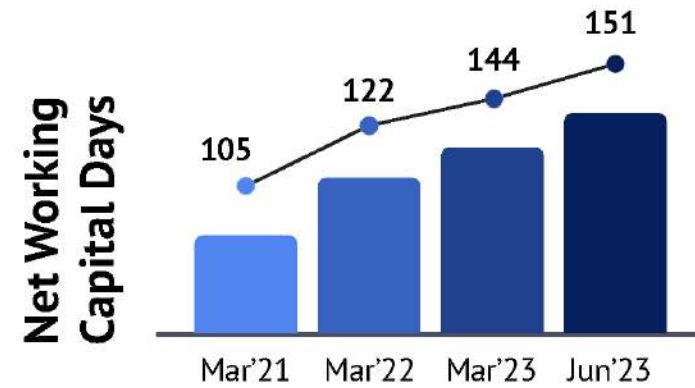
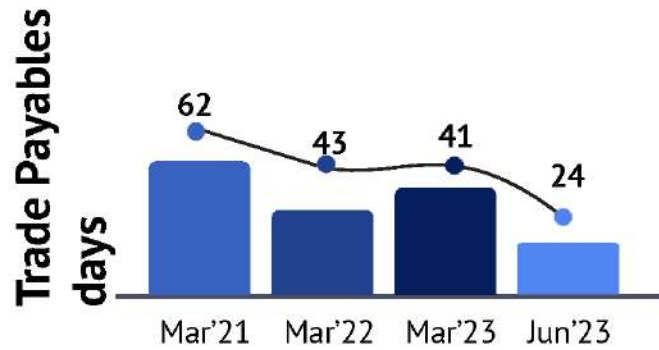
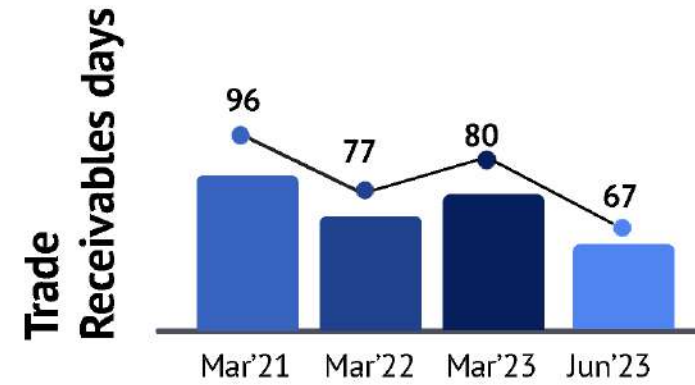
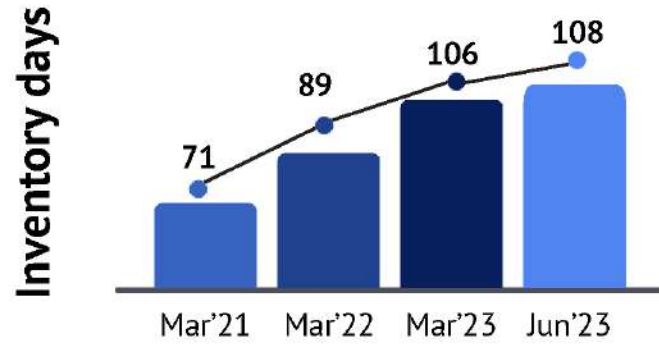
Financial Metrics - I

(INR Cr.)



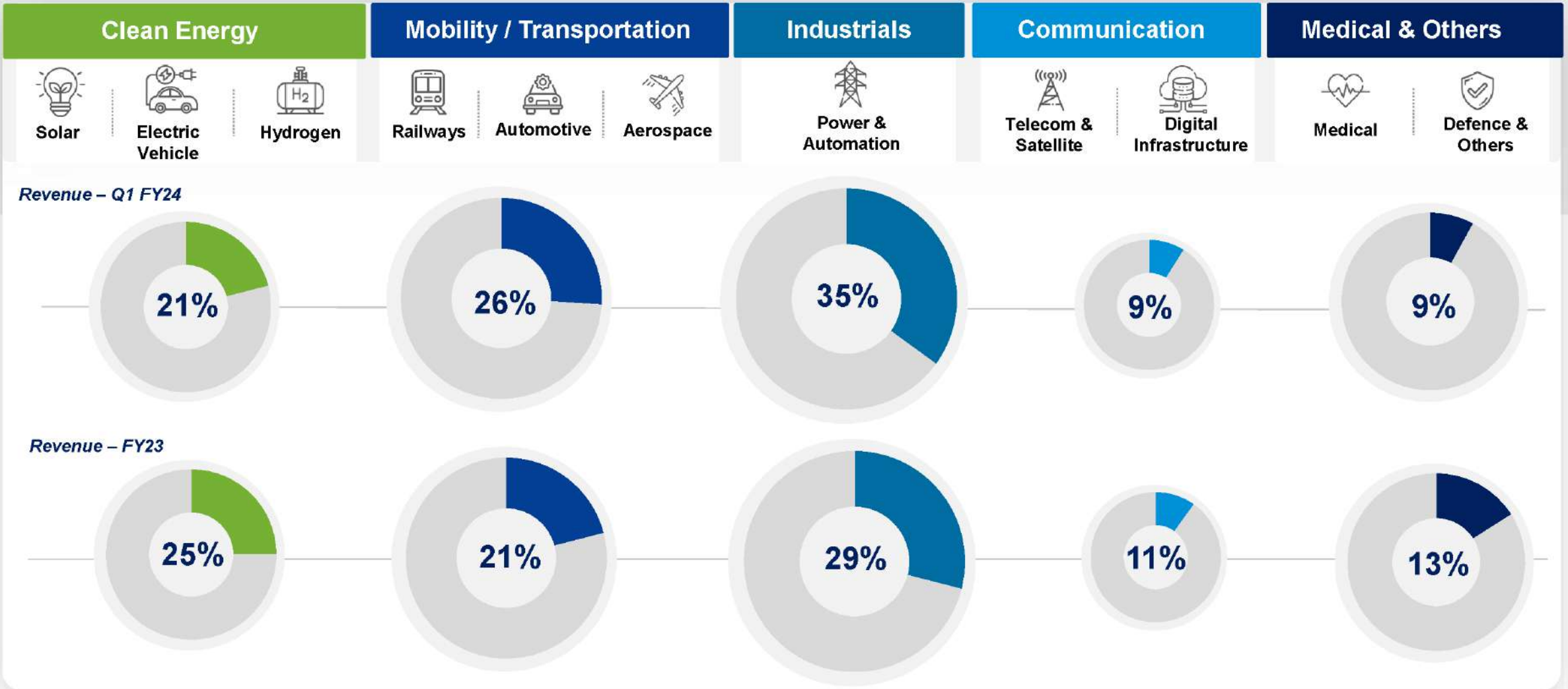
*Calculated excluding IPO cash proceeds

Financial Metrics - II



Global Customer Relationships

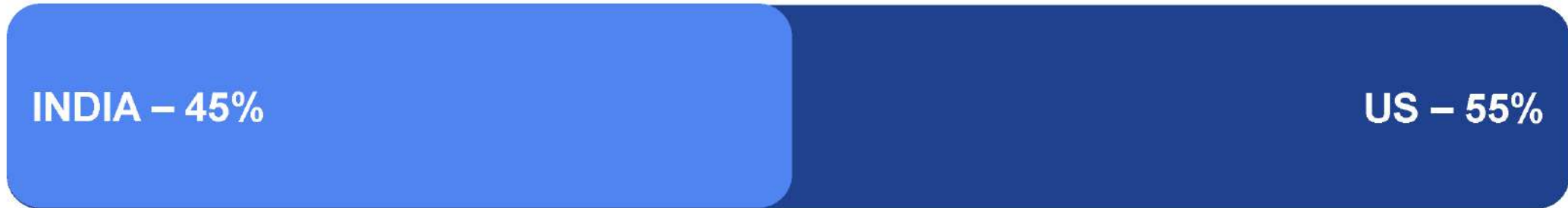
Presence across Multiple Industries with a Diversified Customer Base



Global Customer Relationships

Revenue split based on Customer geography

Q1 FY 2024



FY 2023



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

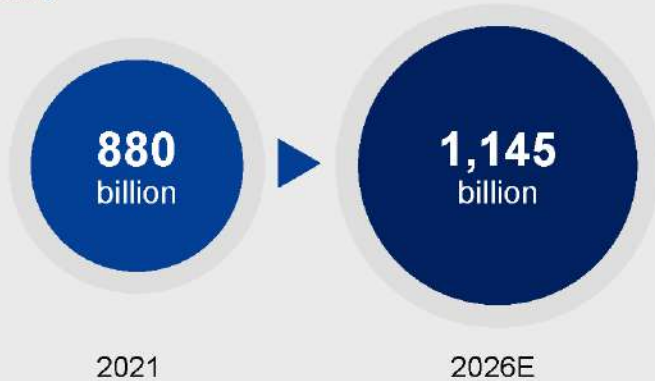
EMS market is poised for a robust growth across industries. India showcases unique competitive strengths

India is leading the EMS growth story

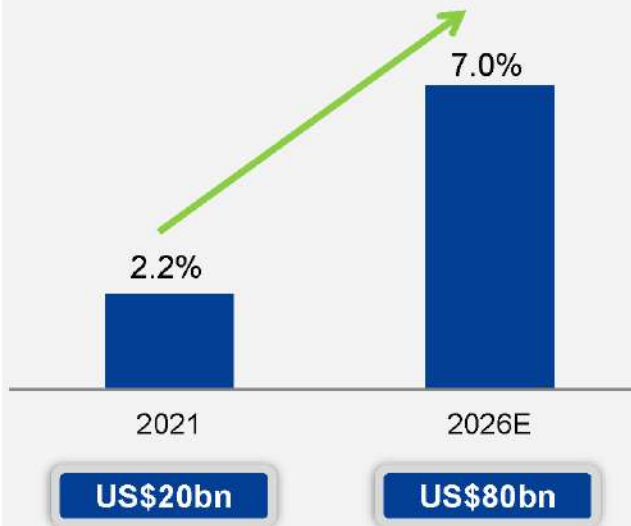
North America is the 2nd largest EMS market

Global EMS Market

(US\$bn)



India's Market Share



Change in Market share

Region	CAGR 2021-26E	Change in Market share	
		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% ↓

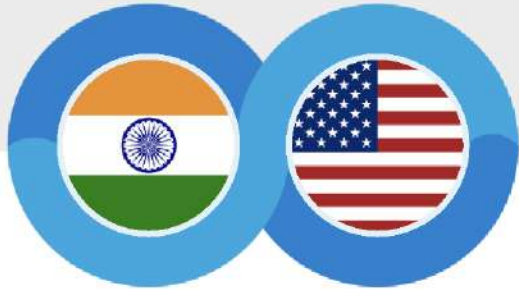
Inflexion point (indicated by a vertical dashed red line between 2021 and 2026E)

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

Our Growth Strategy

Optimal

Blend of



Geography

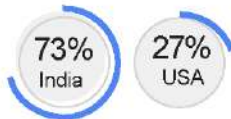
- Cater to world's fastest growing EMS markets – India & US

Customer Presence



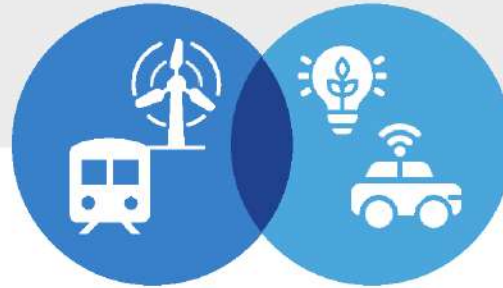
- Capitalize on India manufacturing and US onboarding

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

Balance Sheet

(INR Cr.)

Assets	FY23	FY22
Property, plant and equipment	91	89
Capital work in progress	15	2
Right-of-use / intangible assets	37	25
Financial assets	5	5
Other non current assets	19	18
Total non-current assets	167	139
Inventories	318	233
Trade receivables	206	177
Cash and cash equivalents	422	10
Other financial assets	4	1
Other current assets	64	28
Total current assets	1014	450
Total assets	1180	589

Equity and liabilities	FY23	FY22
Shareholder's equity	537	89
Borrowings	66	74
Lease liabilities	29	17
Other financial liabilities	1	0
Other non-current liabilities	11	11
Total non-current liabilities	107	102
Borrowings	241	220
Lease liabilities	7	7
Trade payables	142	118
Other financial liabilities	91	7
Other current liabilities	56	47
Total current liabilities	536	399
Total liabilities	643	501
Total equity and liabilities	1180	589

Cashflow Statement

(INR Cr.)

Particulars	Mar'23	Mar'22
Operating profit before working capital changes	73	86
Changes in working capital	-112	-81
Cash generated from operations	6	28
Direct taxes paid (net of refund)	-19	-13
Net Cash from Operating Activities (A)	-13	16
Net Cash from Investing Activities (B)	-27	-18
Net Cash from Financing Activities (C)	454	-21
Net Change in cash and cash equivalents	414	-24
Closing Cash balance	422	8

IPO Proceeds

(INR Cr.)


Objects of the Issue	Amount to be utilized as per RHP	Utilization Amount as on 07 th Aug 2023	Unutilized Amount as on 07 th Aug 2023
Debt repayment	145.0	145.0	0
Working Capital funding	90.0	90.0	0
General Corporate Purposes (Less: IPO Expenses)*	64.4	63.5	1
Total	299.4	298.4	1

* As per the offer document, GCP was Rs. 64.40 crore which was worked out based on estimated cost of issue of Rs. 20.6 crore. The BRLMs have reworked and earmarked Rs 21.57 crore for the issue expenses and transferred an amount of Rs. 298.43 crore into the monitoring agency account.

Avalon Group - Overview



Aircraft engine parts



Telecom, satellite systems and digital infrastructure




Medical devices




Avalon's varied product applications across many end use industries



Products for defense application



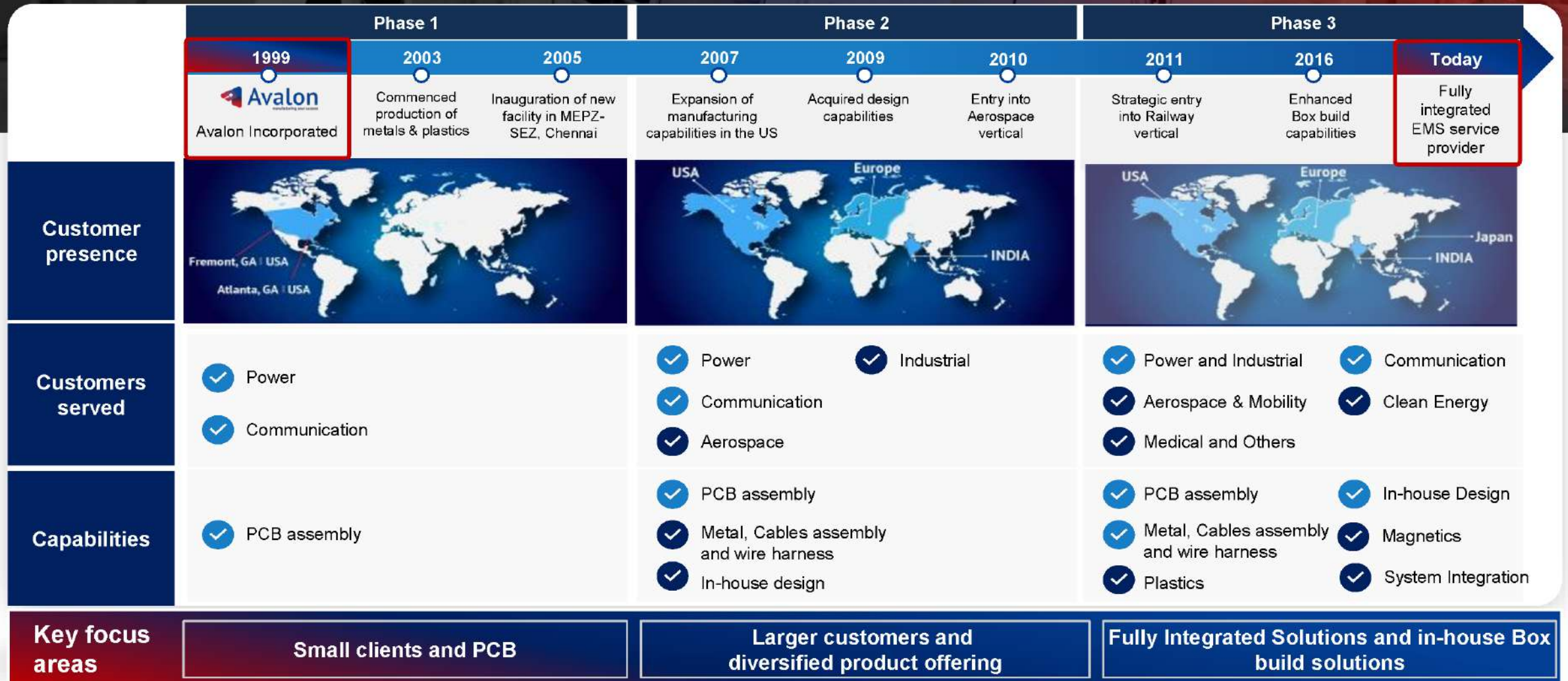
Clean energy with presence in solar, hydrogen and electric vehicles industries



Signaling and braking systems for railways

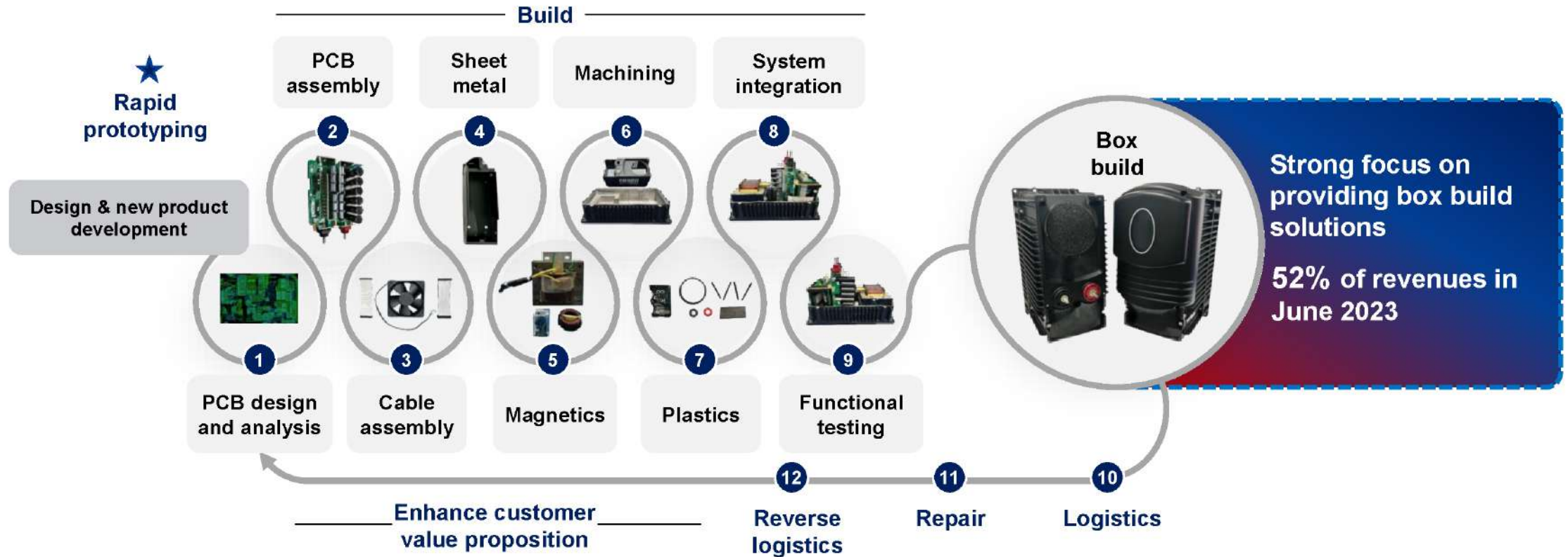
Our Journey So Far

Diversified Business and Strong Growth Avenues



Today

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

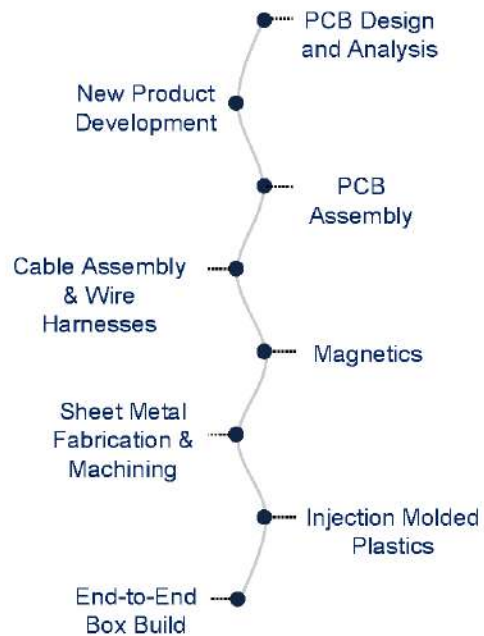


Each of the capabilities have contributed to Avalon becoming one of the leading EMS companies in India

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 (Communication)	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



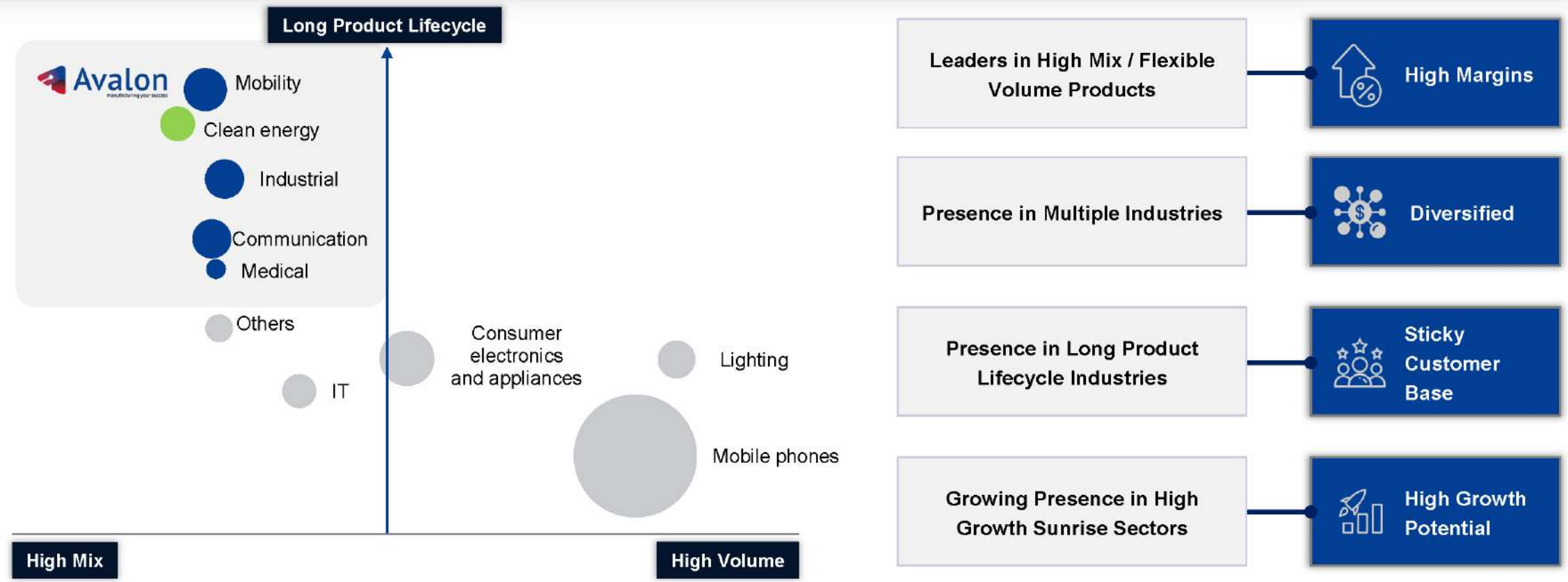
Avalon is operating in key product categories in the clean energy sector

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

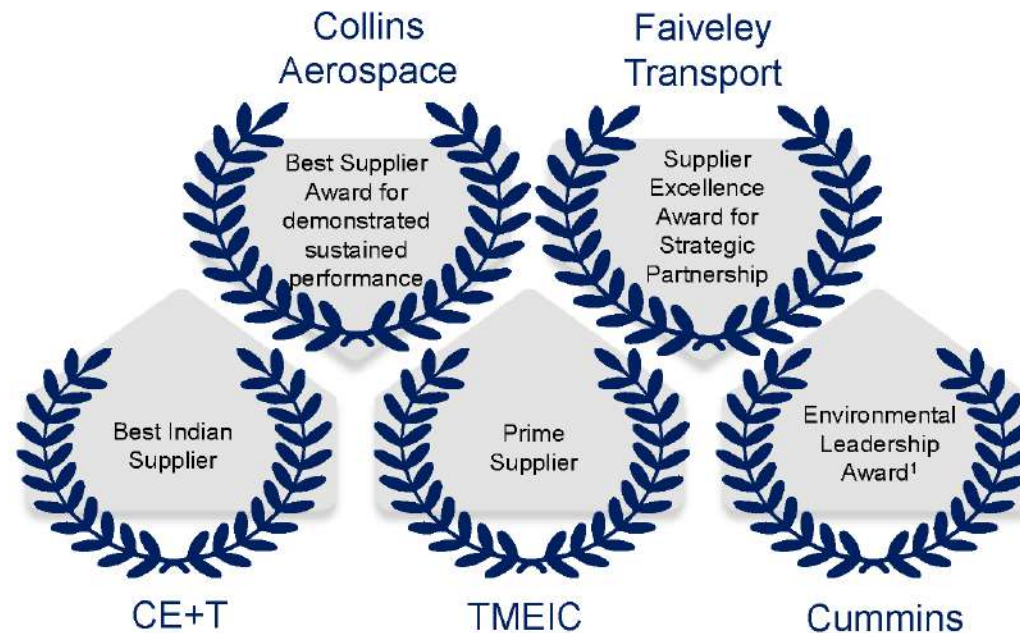


Anti-collision signaling system
Railways

- 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

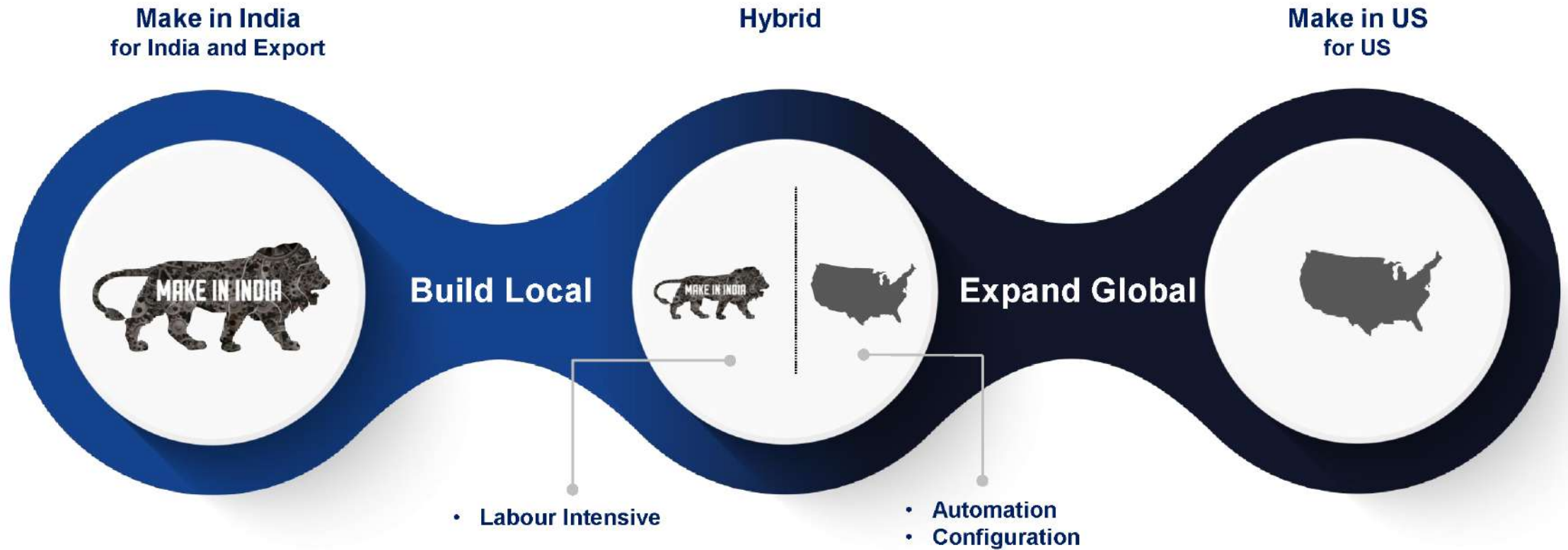
Numerous Awards Stand Testimony of Performance



Select customer awards for quality and customer satisfaction

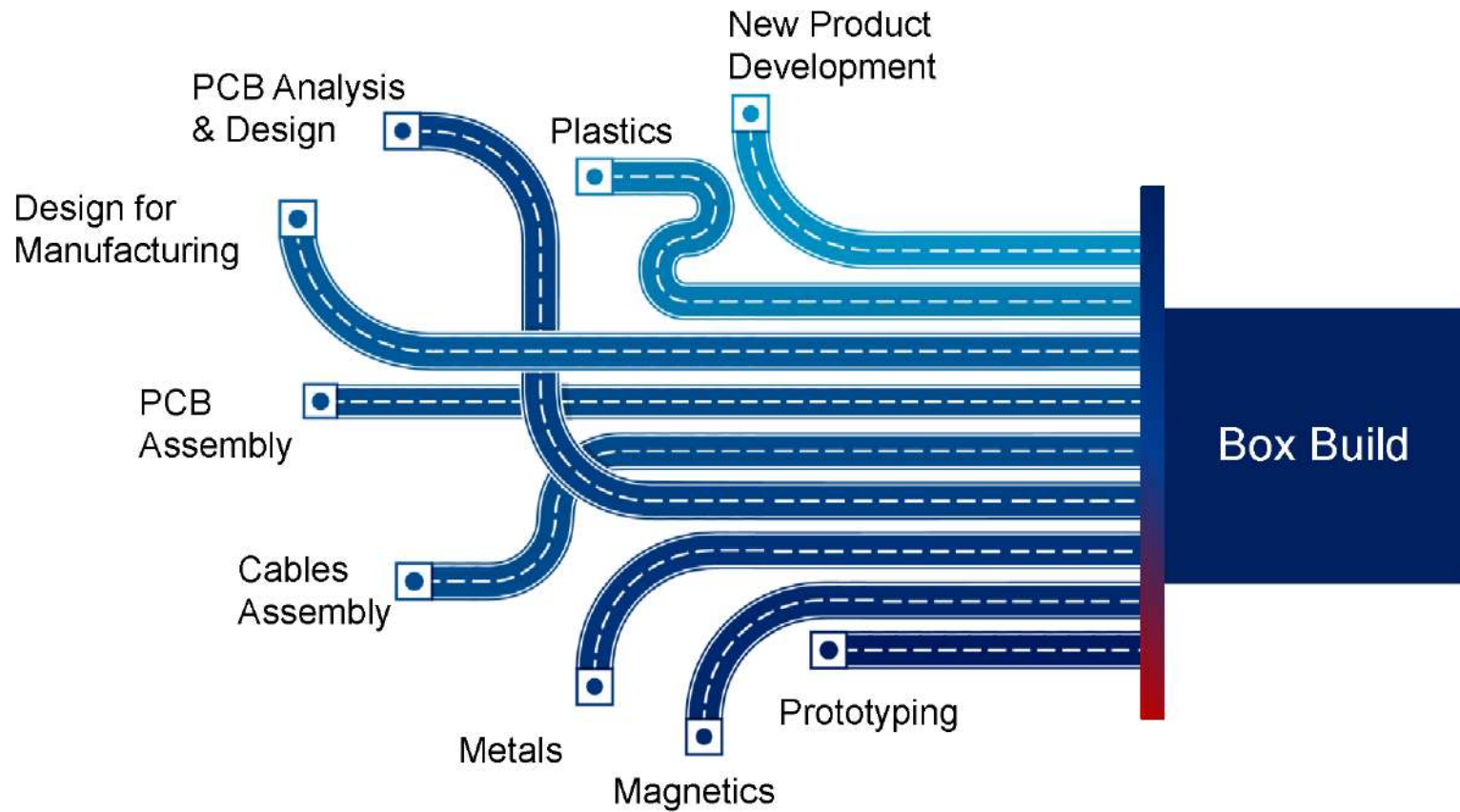
5 Client Delivery Model (1/2)

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



>560 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



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 Ediyannam
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.



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.

Decades of experience in the EMS industry

Instrumental in Avalon's growth

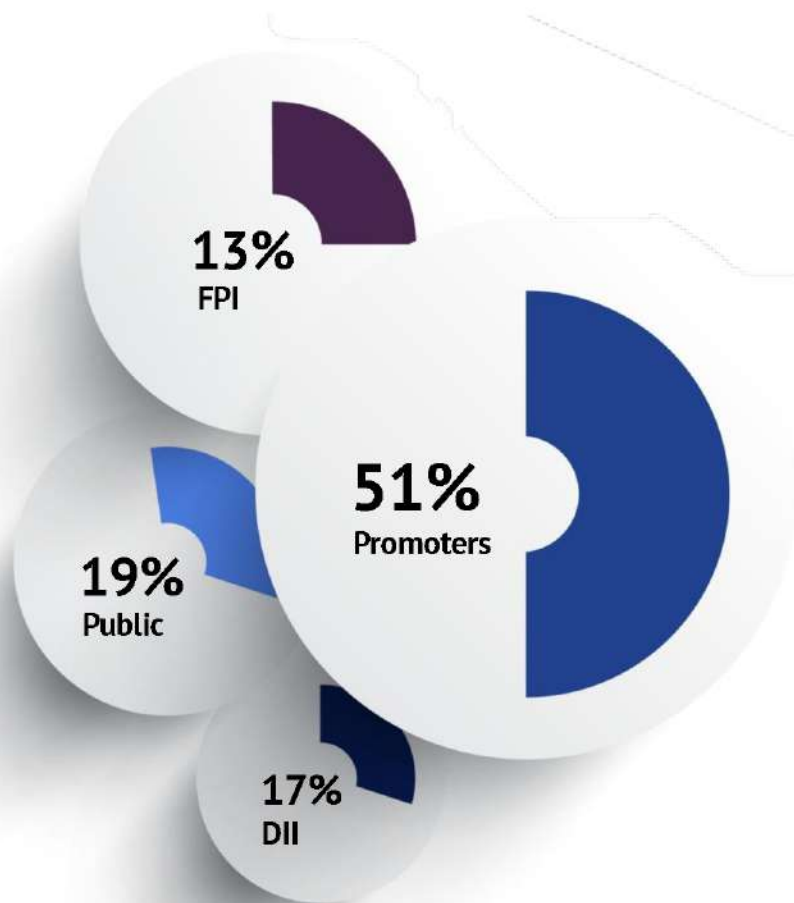
Notes: MD = Managing Director; ISB = Indian School of Business; PGDM = Post Graduate Diploma in Management. 1. Awarded by Confederation of Indian Industry.



Annexures

Shareholding Pattern

(INR Cr.)



Share Information

(As on June 30, 2023)

NSE Ticker	AVALON
BSE Ticker	543896
Market Cap (INR Cr)	3,594
% free-float	49.0%
Free-float market cap (INR Cr)	1,753
Shares Outstanding	6,52,92,577
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

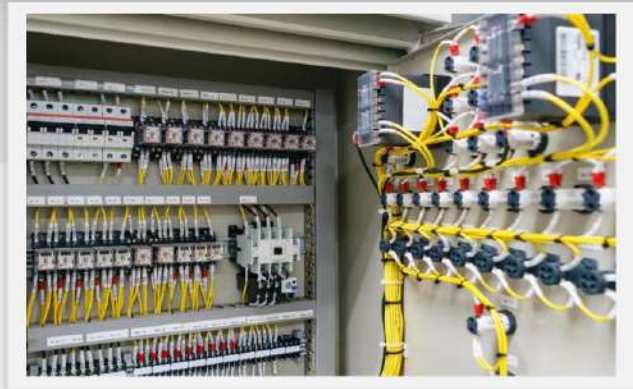


We serve our customers from the injection molding plastic business in various industries including aerospace, industrial and power

Overview of Products and Capabilities

End-to-End Box Build

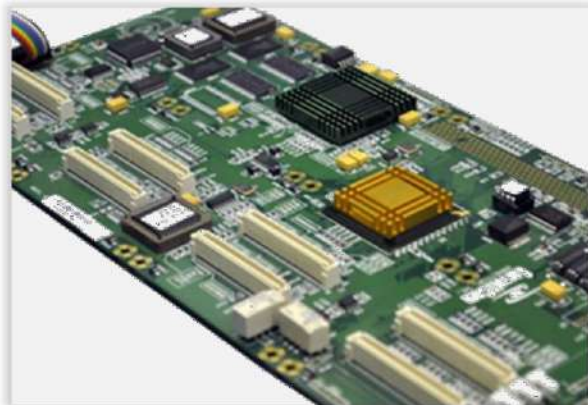
System Integration Gallery



Overview of Products and Capabilities

Printed Circuit Board Assembly

PCB Gallery



Overview of Products and Capabilities

Cable Assembly and Wire Harnesses

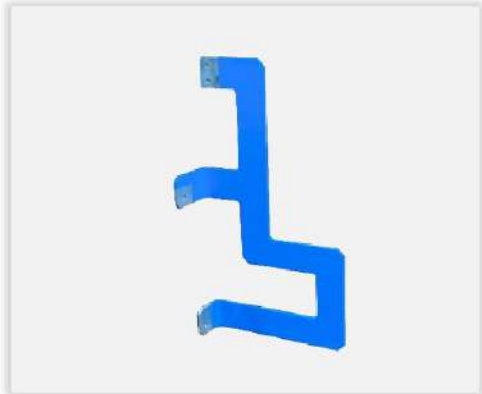
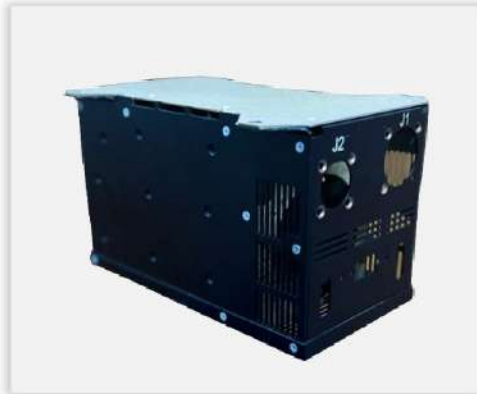
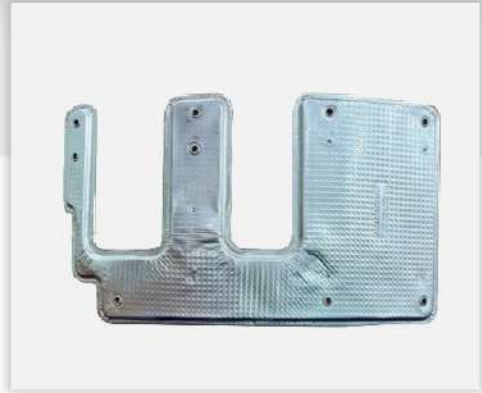
Cables & Wire Harnesses



Overview of Products and Capabilities

Sheet Metal Fabrication and Machining

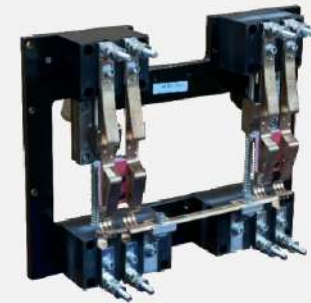
Aerospace Sheet Metal Gallery



Overview of Products and Capabilities

Sheet Metal Fabrication and Machining

Sheet Metal & Machining Gallery



Overview of Products and Capabilities

Magnetics

Magnetics Gallery





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