

Date: 16.02.2023

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
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Dear Sir/Madam

Sub: Investor Presentation on Unaudited Financial Results of the Quarter ended December 31, 2022

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Unaudited Financial Results of the Company for the quarter ended 31st December, 2022.

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

This is for your information and records.

Thanking You

Yours Faithfully

For AVRO INDIA LIMITED**Sumit Bansal**
(Company Secretary & Compliance Officer)
M.No: A42433

Encl: As Above

AVRO INDIA LIMITED
(Formerly known as AVON MOLDPLAST LIMITED)A-7/36-39, South of G.T. Road,
Indl. Area (Opp. Rathi Udyog Ltd.)
Ghaziabad-201009 (UP), IndiaTel: 0120-4376091
Helpline: 9910039125
info@avrofurniture.comwww.avrofurniture.com
Follow us on   

CIN: L25200UP1996PLC101013

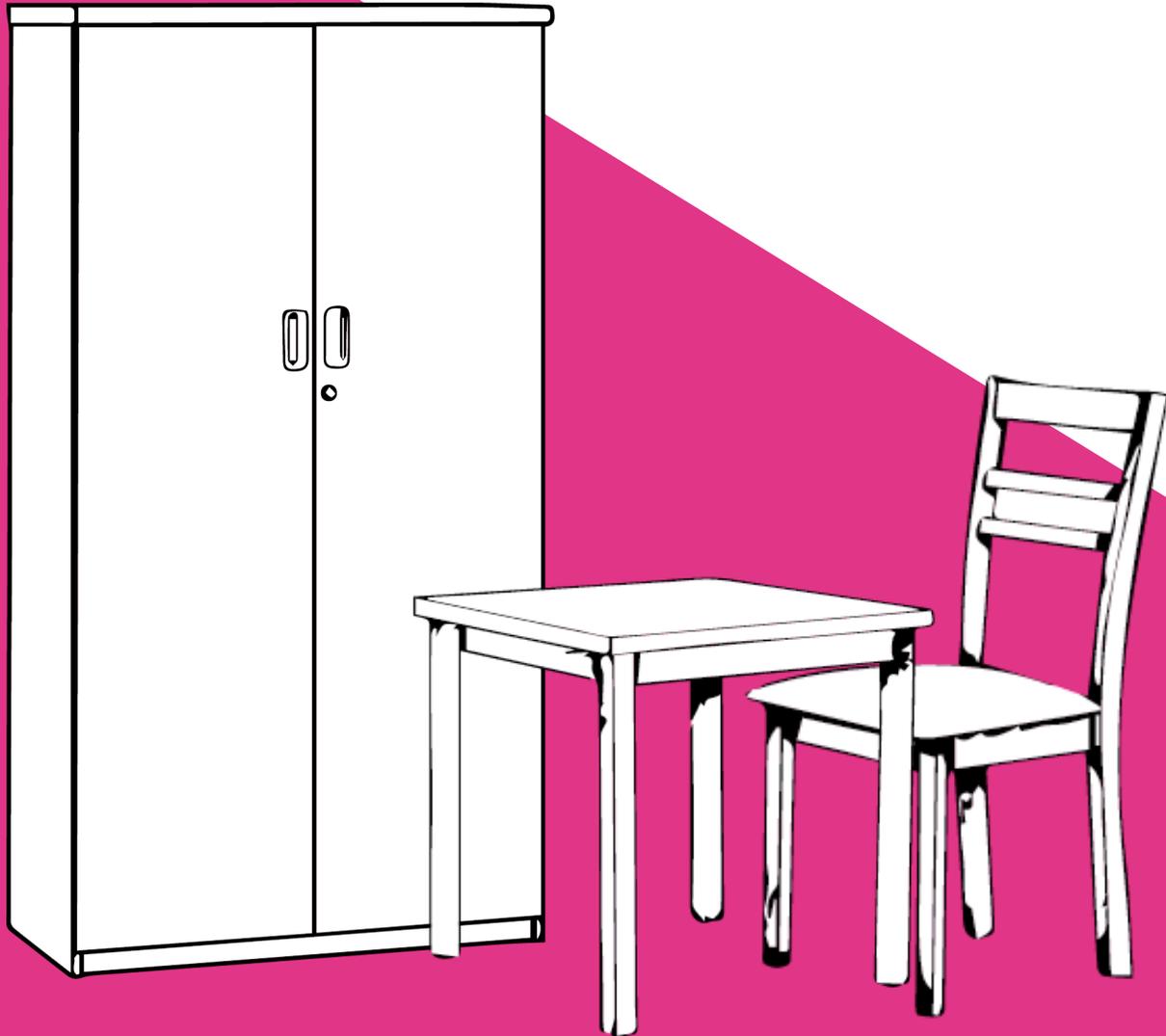
मजबूत भारत
की मजबूत कुर्सी
कभी ना टूटे
एवरो कुर्सी



AVRO[®]
FURNITURE

AVRO INDIA LTD.

Investor Presentation
Q3 FY23



COMPANY OVERVIEW

AVRO @ A GLANCE

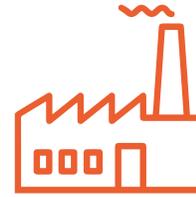


Incorporated in 1996 and established manufacturing facilities in 2002, AVRO INDIA LIMITED is engaged into manufacturing of high quality Plastic moulded Furniture. The company is based out of Ghaziabad, Uttar Pradesh.

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 – ₹ 65.20 Cr
EBITDA – ₹ 5.61 Cr
PAT – ₹ 2.97 Cr



FY22
ROE – 20%
ROCE – 19%



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



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

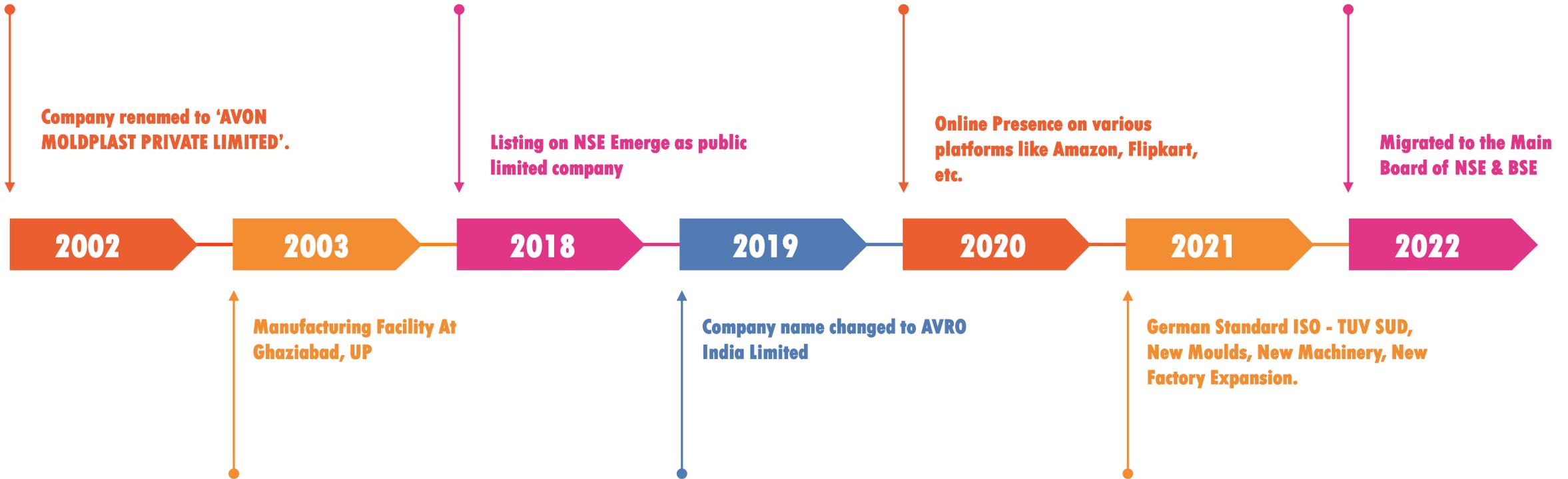
E

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**





REGISTERED DESIGNS



More than 25
products design
registered from the
Trademark Registry
Of India



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.in@tvsud.com

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








TÜV SÜD South Asia Pvt. Ltd. • TÜV SÜD House • Sai Naka • Andheri (East) • 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.in@tvsud.com

Certificate Registration No. **99 100 21962/02**
Date of Initial certification: **2021-11-10**
Issue Date: **2021-11-10** Rev. 00








TÜV SÜD South Asia Pvt. Ltd. • TÜV SÜD House • Sai Naka • Andheri (East) • Mumbai - 400077 • Maharashtra • India



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



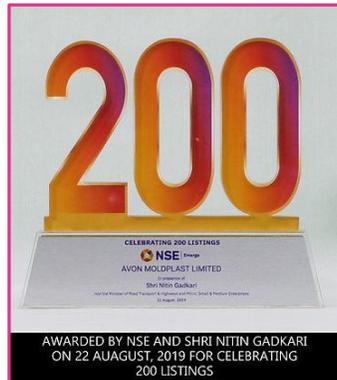
ENTREPRENEUR OF THE YEAR AWARD 2018 BY BUSINESSEX.COM, ENTREPRENEUR INDIA, FRANCHISE INDIA, ZEE BUSINESS



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



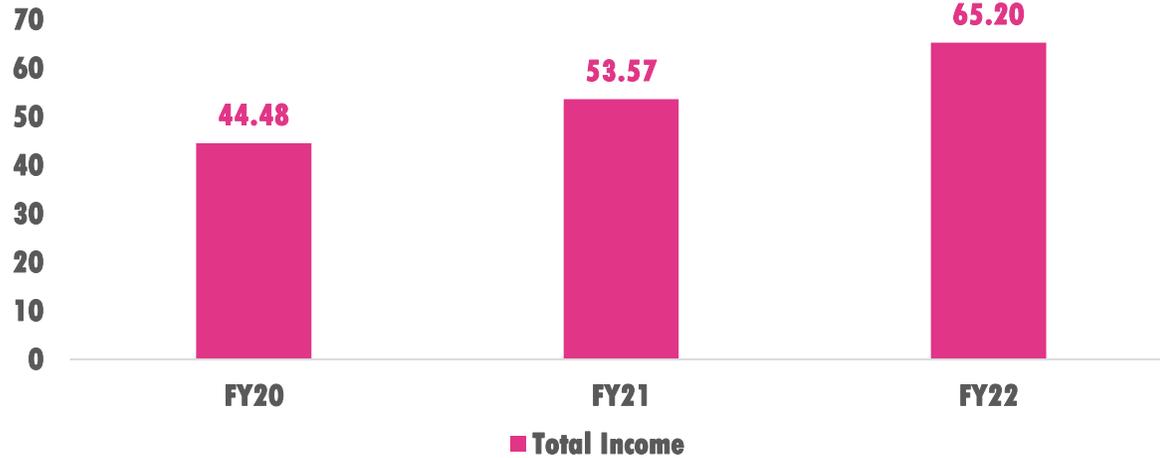
AWARDED BY NSE AND SHRI NITIN GADKARI ON 22 AUGUST, 2019 FOR CELEBRATING 200 LISTINGS



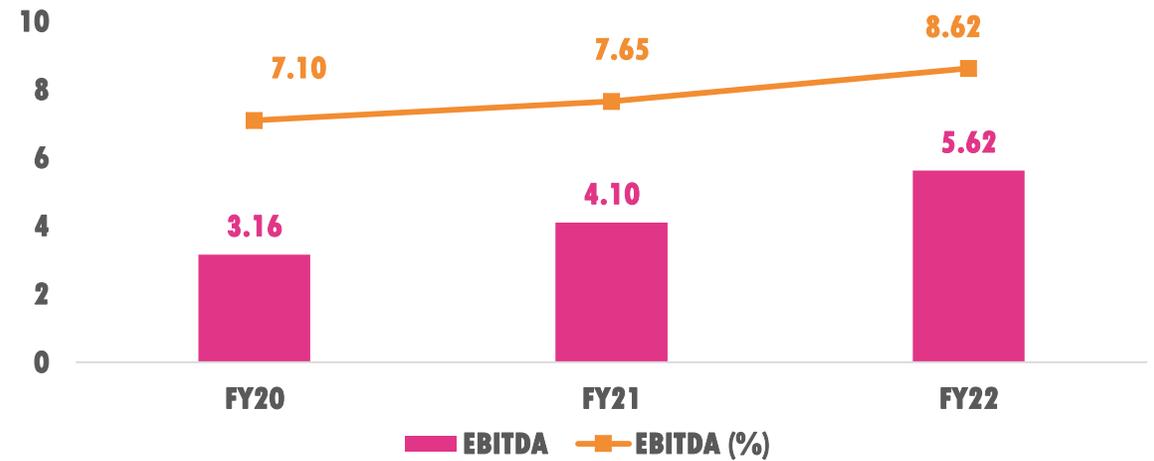
INDIA'S GREATEST BRANDS 2017-18 AWARD BY ASIA ONE

KEY FINANCIAL HIGHLIGHTS

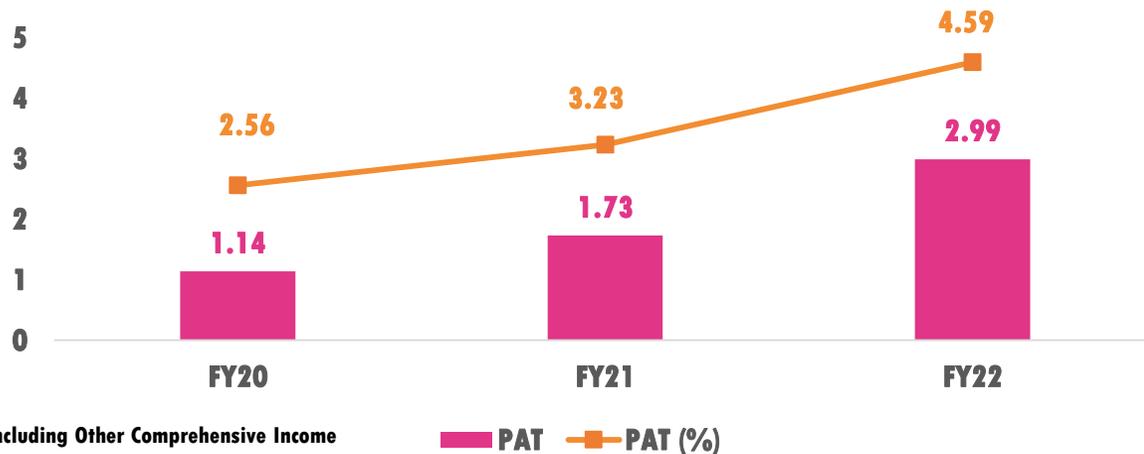
TOTAL INCOME (In ₹ Cr)



EBITDA (In ₹ Cr) & EBITDA MARGIN

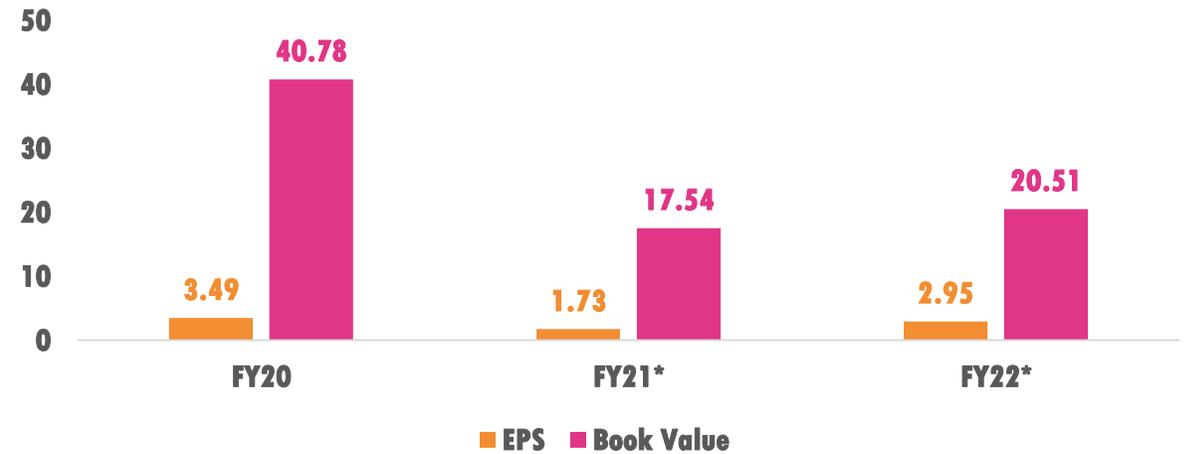


PAT (In ₹ Cr) & PAT MARGIN



Including Other Comprehensive Income

PER SHARE MATRIX (In ₹)



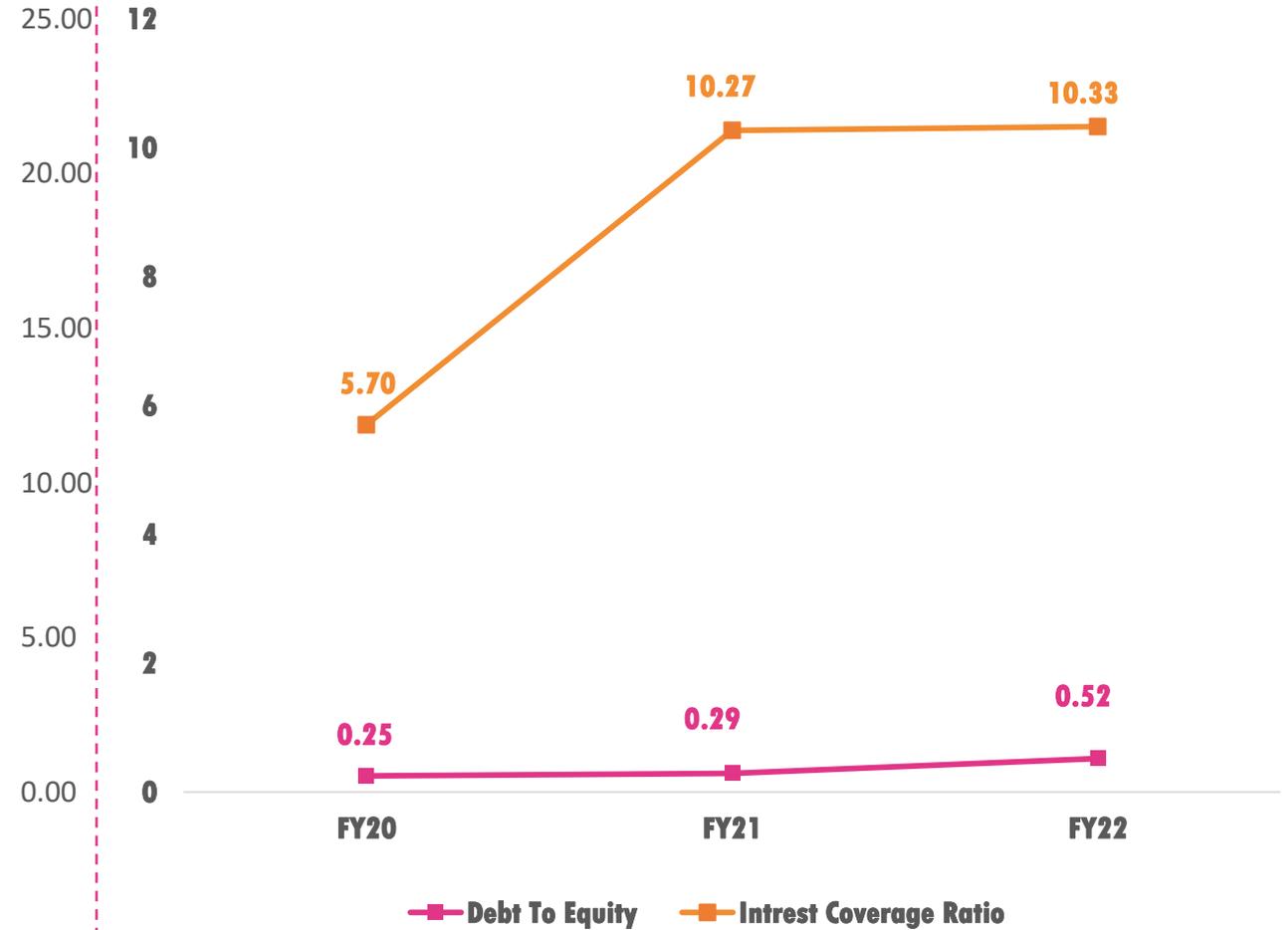
KEY FINANCIAL HIGHLIGHTS



IMPROVING RETURN RATIOS (In %)



Leverage Ratios (In Times)



KEY FINANCIAL HIGHLIGHTS



NSE: AVROIND BSE: 543512 | ISIN: INE652Z01017

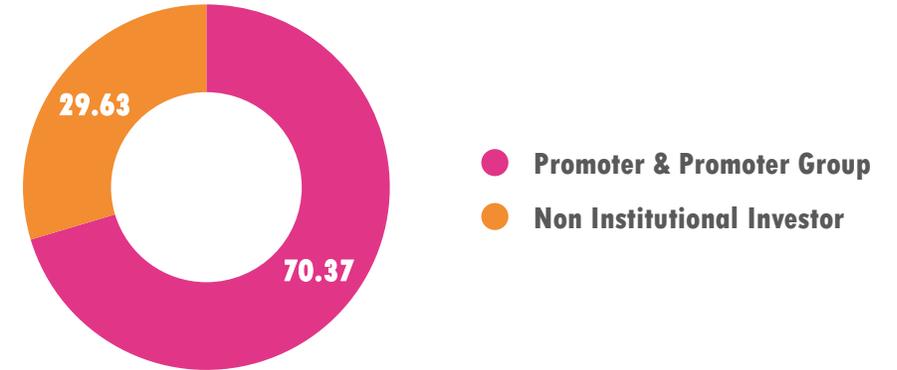
Source - NSE

As on 10-02-2023

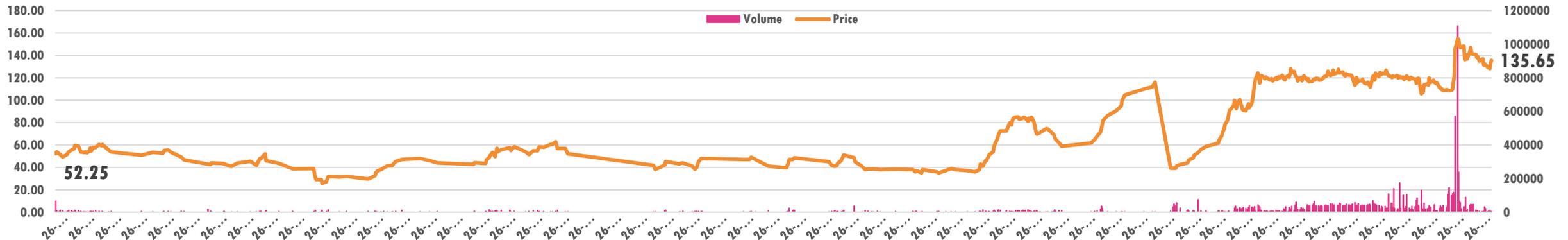
Share Price (₹)	135.65
Market Capitalization (₹ Cr)	135.83
No. of Shares Outstanding	1,00,87,400
Face Value (₹)	10
52 week High-Low (₹)	162.00 – 74.65

SHARE HOLDING PATTERN

As on 31-12-2022



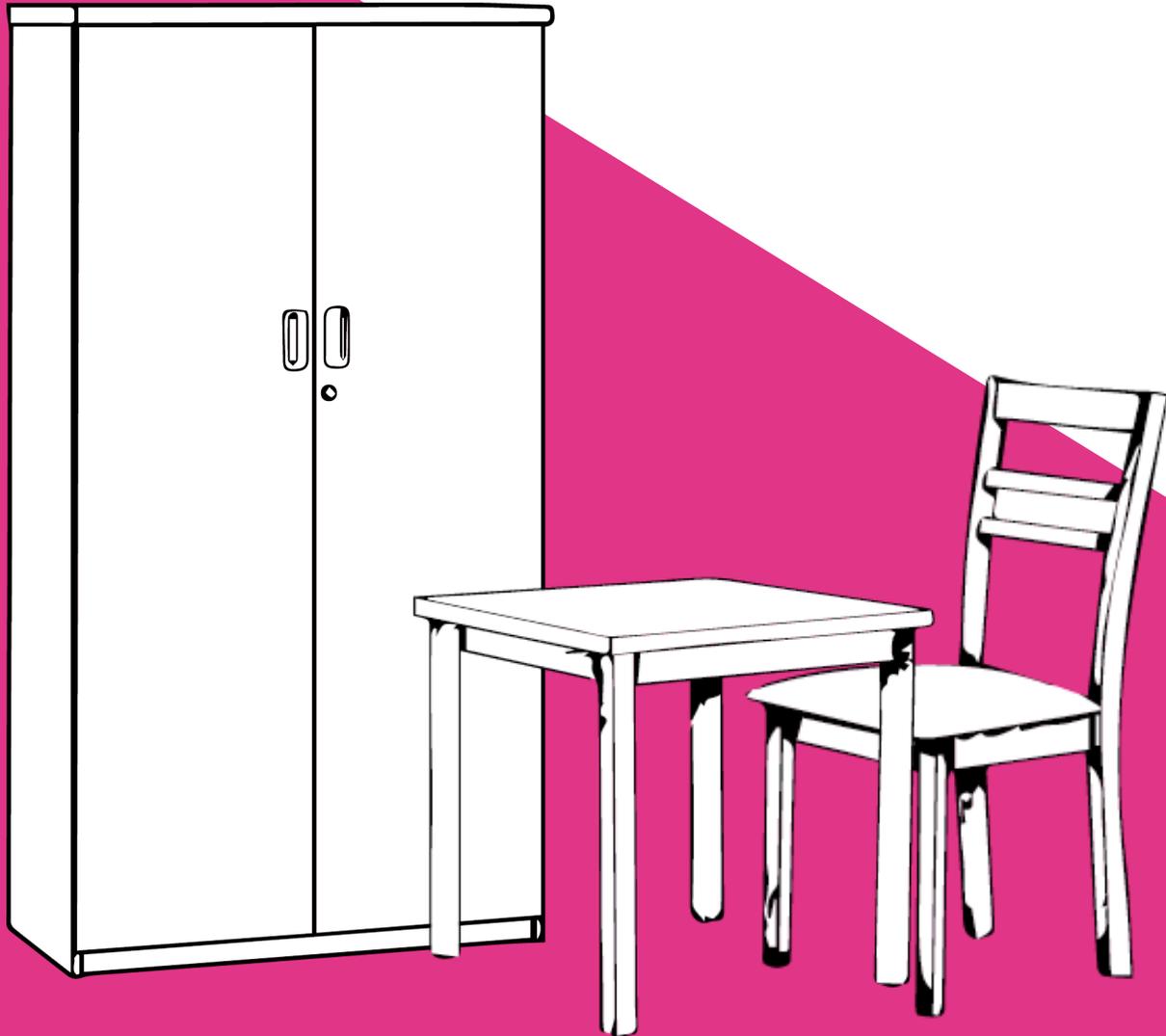
SHARE PERFORMANCE FROM 26 JULY 2018 TO TILL 10 FEBRUARY 2023



Bonsu Issue Of 21:10 On 4 February 2022

AVRO INDIA LIMITED

Source - NSE



BUSINESS OVERVIEW



CHAIRS



TABLES



STOOLS



BABY CHAIRS



ALMIRAH

BEST SELLING PRODUCTS



VIVA



MAGNA



NEXA



BABY DESK



PLATINUM



9927



3195

UNIQUE, ROBUST & REGISTERED DESIGNS



AVRO FURNITURE

NO TO BACKACHE
YES TO COMFORTABLE CHAIRS
SHOP NOW

Mfd by: AVRO INDIA LIMITED

AVRO FURNITURE

That feeling of betrayal when you lean too far back in your chair

Mfd by: AVRO INDIA LIMITED

AVRO FURNITURE

- Anti-Skid Rubber Feet
- Extra Ribs For Strength

1101

Mfd by: AVRO INDIA LIMITED

AVRO FURNITURE

STEP STOOL IN GLOSS FINISH

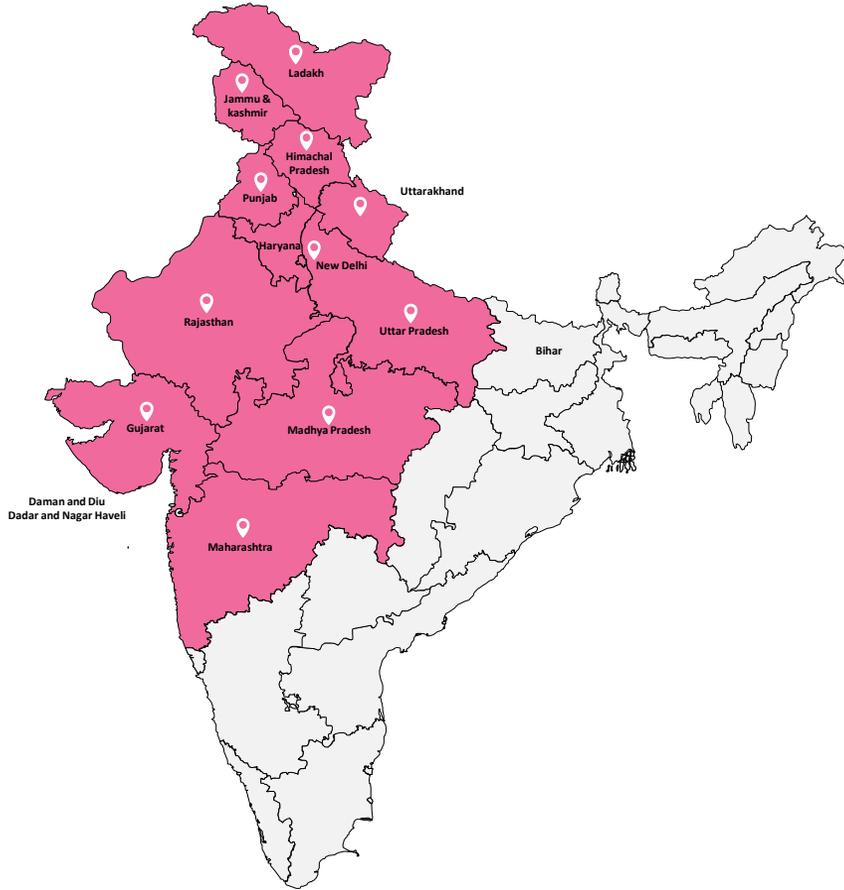
- Available in Brown, Red & Blue
- Superior Matt & Gloss Finish
- Single Mold in India

Improved Strength

2.7 Kg

Mfd by: AVRO INDIA LIMITED

STRONG OFFLINE PRESENCE



Available across
North India

200+ Distributors

Present at more
than 20,000
Furniture Dealer

Catering to more
than 45Cr
population

INSTITUTIONAL CUSTOMERS



WHY CONSUMER LIKE AVRO



Very Large
Product Range

Durable Quality

Reasonable Pricing Then
Competition

3 years guarantee
On selected products

STRONG ONLINE PRESENCE



avro furniture

All Shopping Images Maps Videos More Tools

About 9,49,000 results (0.78 seconds)

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

<https://www.amazon.in> > 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

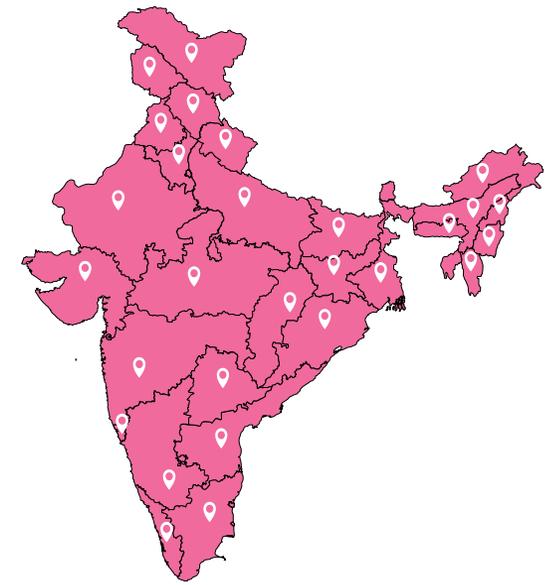


<https://www.snapdeal.com> > ... > Chairs > Plastic Chairs
AVRO furniture PLATINUM RATTAN CHAIR Plastic Outdoor ...
 Modern Design – AVRO Chairs comes with modern design which will easily fit in your modern lifestyle and homes so, your home look elegant and classy.
 Product Type: Chairs Plastic Chairs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

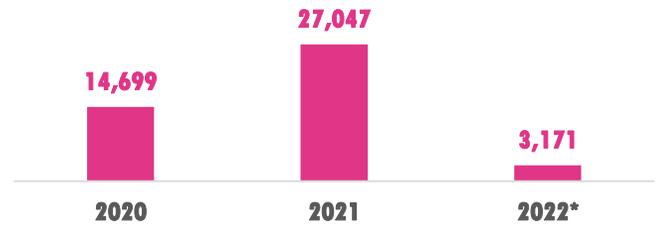


Orders Delivered To 6,500+ Pin Codes across 28 State & 8 Union Territories

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)

₹499 999 - 77% 249 999

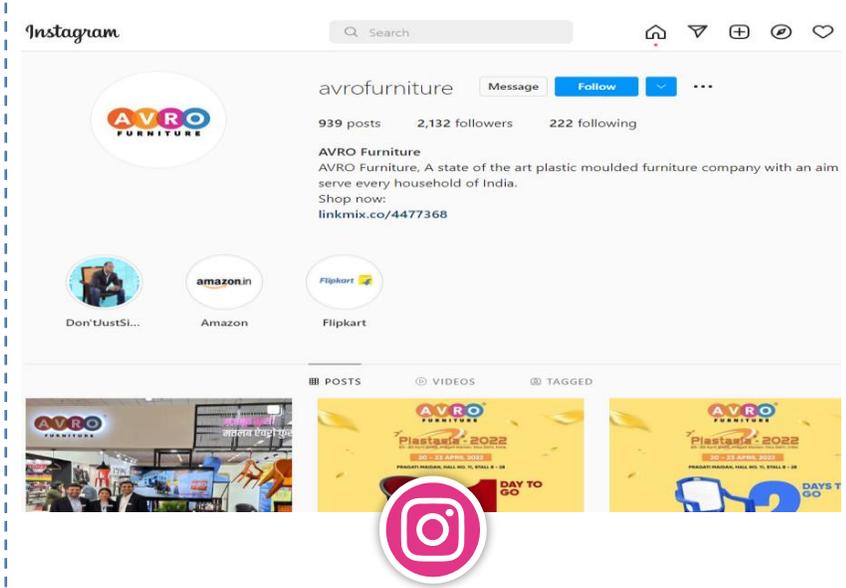
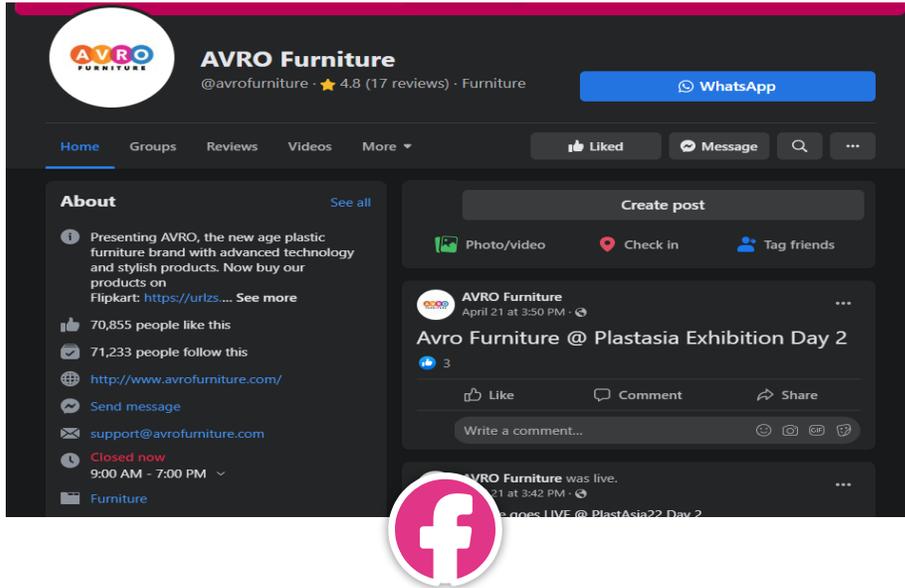
#4
AVRO FURNITURE 7756 Plastic Chair | Set of 2 | Matt and Gloss Pattern | for Dining Room, Bedroom, Kitchen, Living Room | Bearing...

★★★★★ 2.352

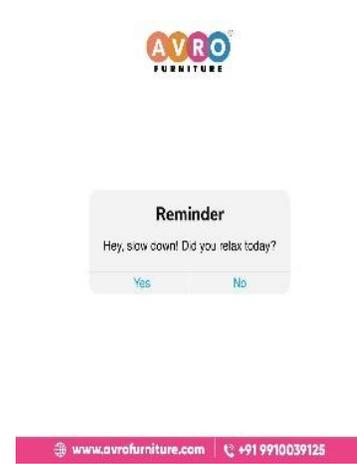
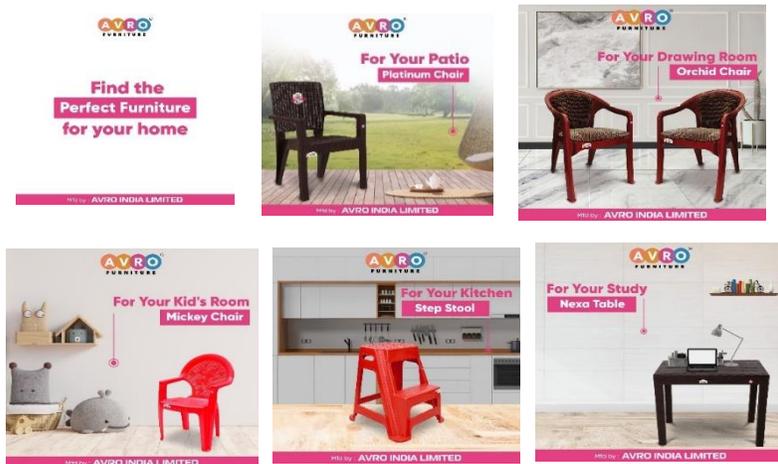
MIX OF TRADITIONAL & NEW GEN MARKETING



STRONG SOCIAL MEDIA MARKETING FOR BRAND RECALL



ONLINE MARKETING CAMPAIGNS & CONTEST



YOUTUBE VIDEOS FOR PRODUCT DEMOS & ASSEMBLY

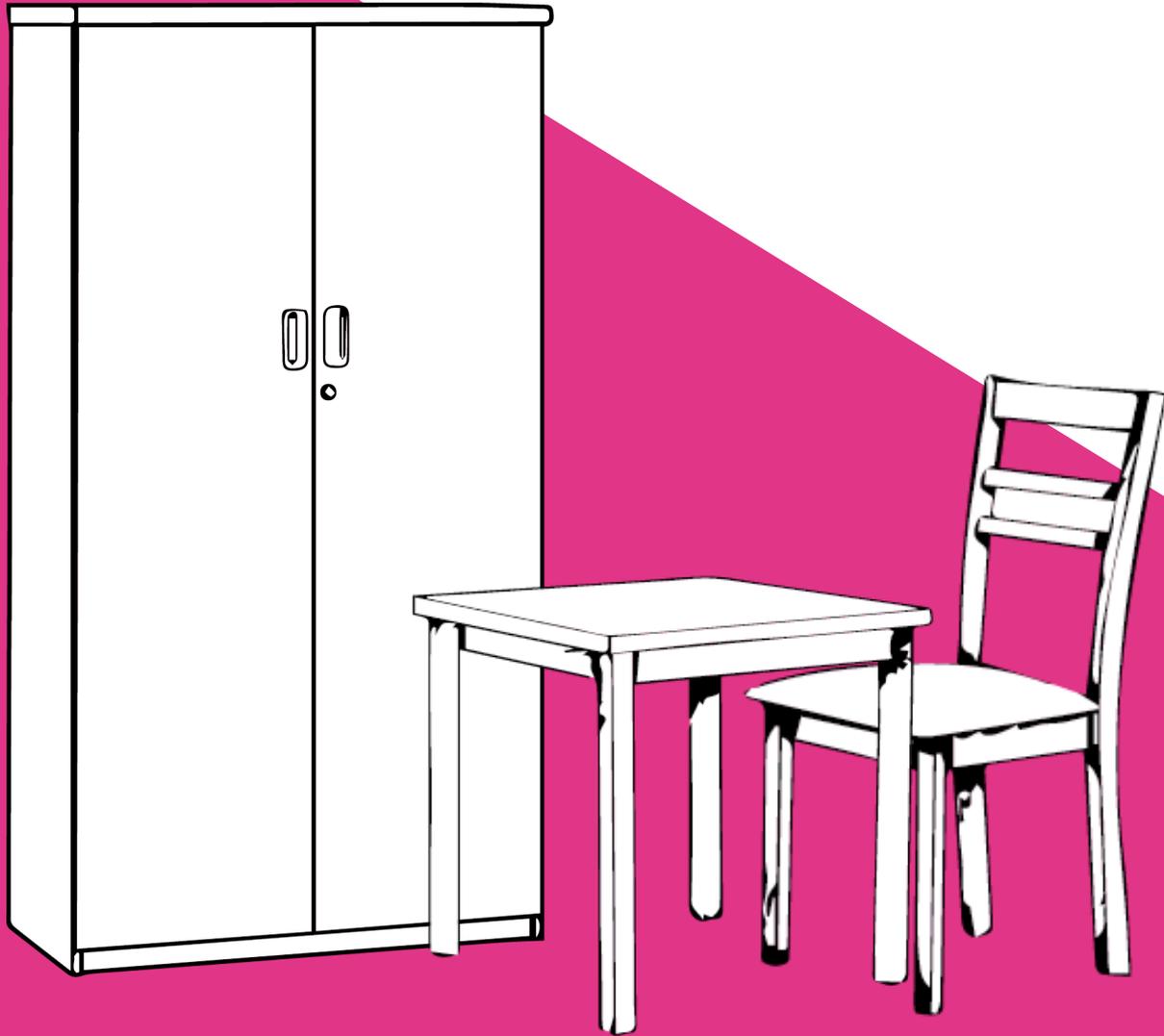


The screenshot shows the AVRO Furniture YouTube channel page. At the top, there's a search bar and navigation icons. Below that is a banner image of a dining table set. The channel name 'AVRO FURNITURE' is displayed with 893 subscribers and a 'SUBSCRIBE' button. Navigation tabs for HOME, VIDEOS, PLAYLISTS, COMMUNITY, CHANNELS, and ABOUT are visible. 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 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'. 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 1 comment and an 'Add a comment...' input field. On the right side, there's a playlist titled 'Assembly Video of AVRO Product' with 1/5 videos, including 'Delta Multipurpose Table Assembly Video' (0:53), 'Magna Table Assembly Video' (0:40), and 'Maxima Table Assembly Video' (0:44).



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.

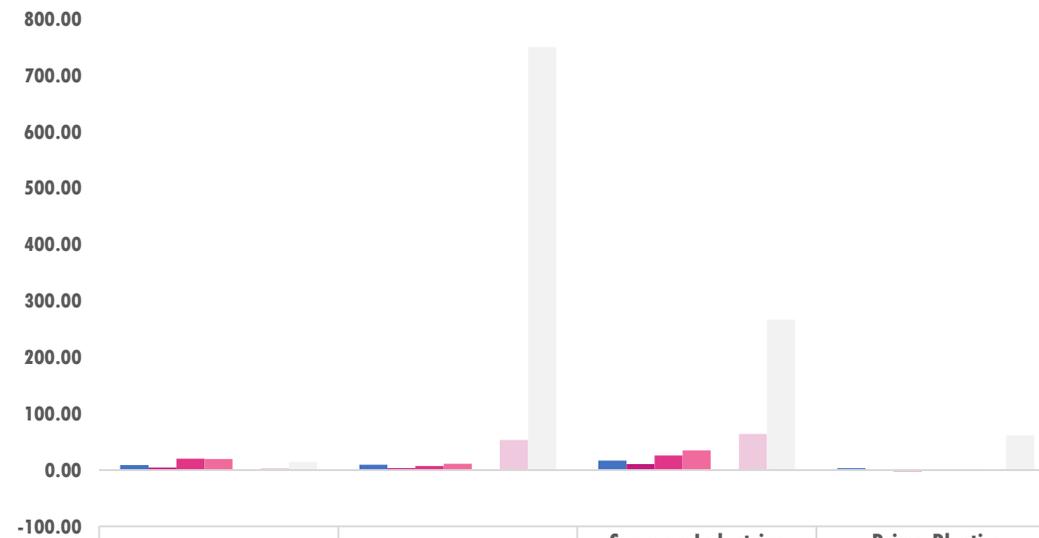
Increasing demand for low-cost, lightweight, and durable plastic furniture in various end-use sectors is driving end-users to adopt plastic furniture instead of traditional, wooden or metal furniture.

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



	Avro India Limited	Nilkamal Limited	Supreme Industries Limited	Prima Plastics Limited
■ EBITDA Margin	8.62	9.34	16.85	3.39
■ PAT Margin	4.56	3.20	10.45	-1.53
■ ROE%	20.09	7.30	25.95	-2.50
■ ROCE%	19.32	11.25	34.53	0.47
■ Debt To Equity (X)	0.53	0.15	0.00	0.75
■ EPS ₹	2.95	53.14	63.90	-1.56
■ Book Value ₹	14.37	750.42	266.66	60.95

Total Income ₹ Cr

65.20

2,493.96

7,840.51

111.23

Data for FY22

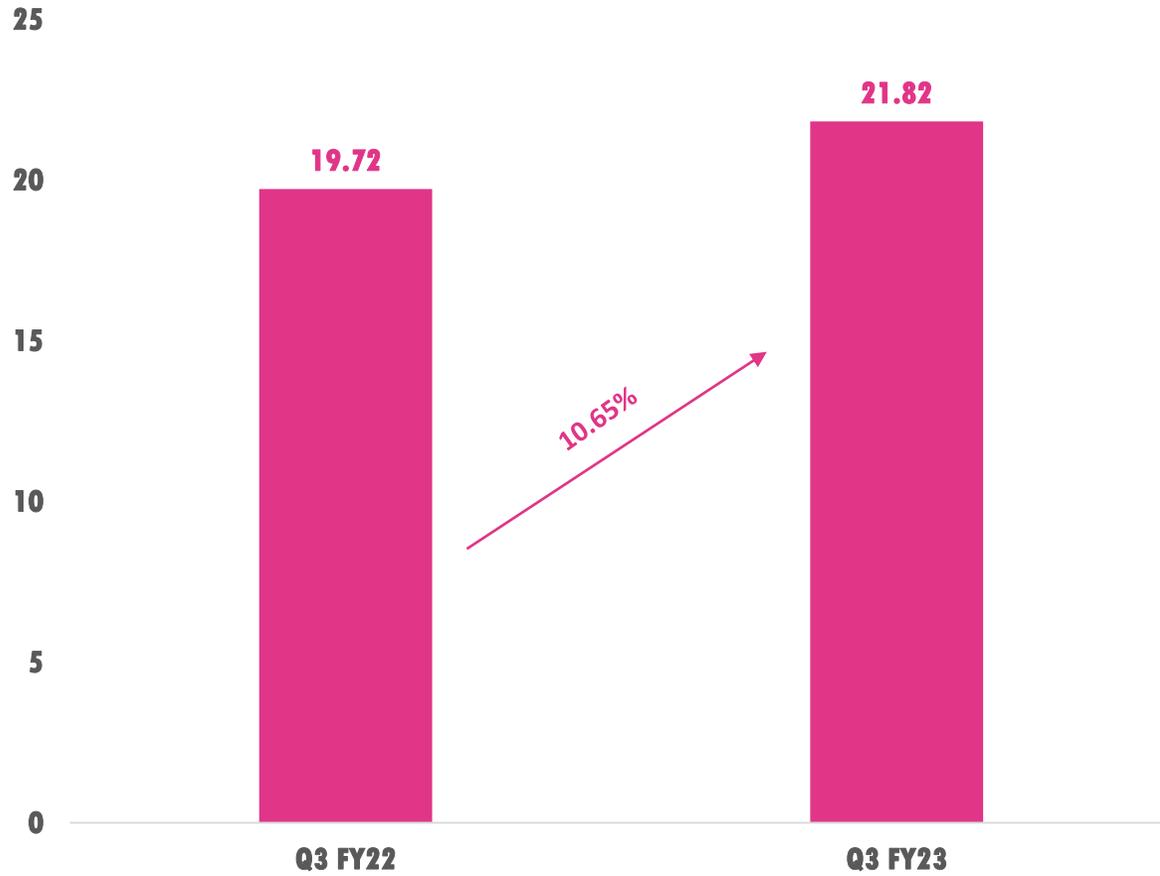
Source – ACE Equity



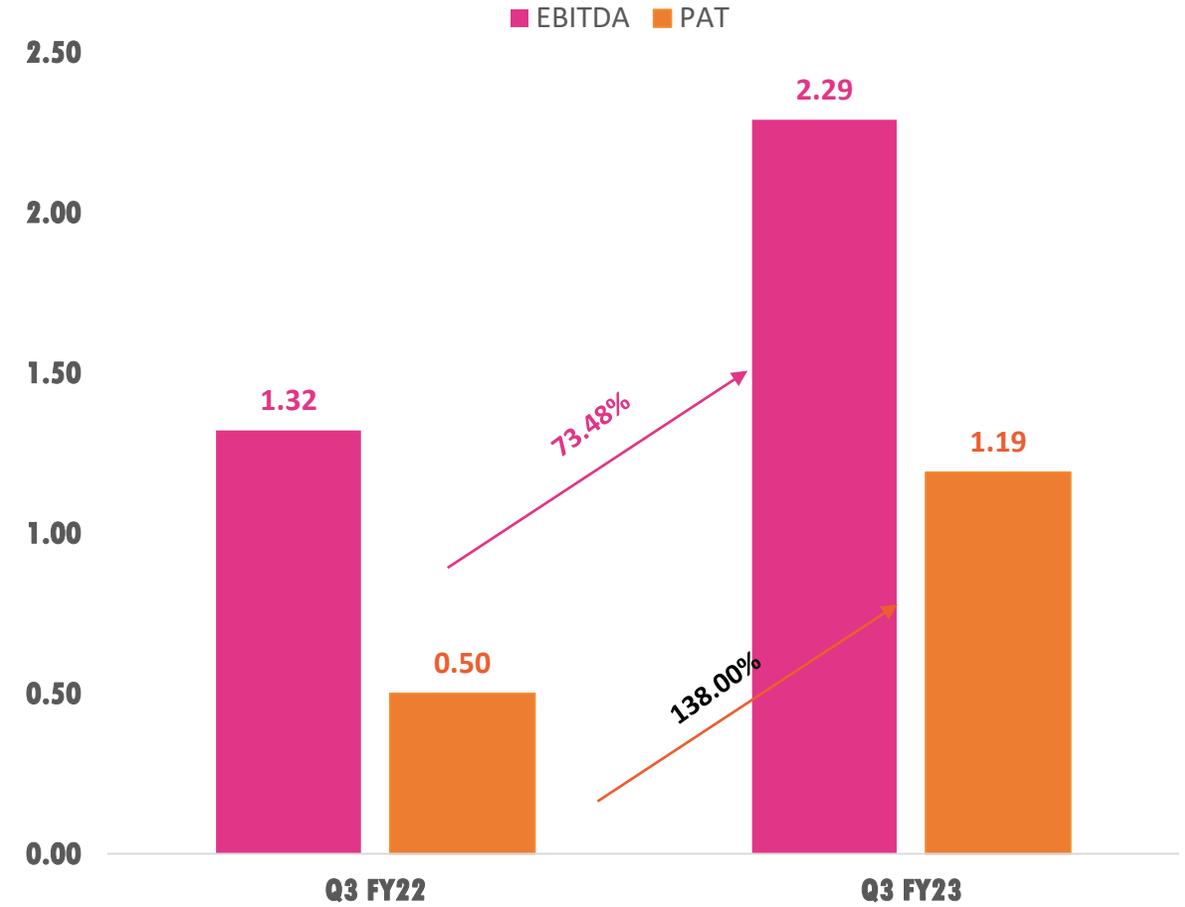
FINANCIAL OVERVIEW

QUARTERLY PERFORMANCE HIGHLIGHTS

TOTAL INCOME (In ₹ Cr)



EBITDA & PAT (In ₹ Cr)



Q3 FY23 Results Highlight



In ₹ Cr

Particulars	Q3 FY23	Q3 FY22	Y-O-Y %	9M FY23	9M FY22	Y-O-Y%
Net Sales	21.19	19.69		62.91	46.40	
Other Income	0.63	0.03		0.78	0.13	
Total Income	21.82	19.72	10.65%	63.69	46.53	36.88%
Expenses						
Raw Material costs	16.47	14.89		48.36	34.93	
Employee Benefit Expenses	0.37	0.30		0.99	0.97	
Other Expenses	2.69	3.21		7.79	7.99	
Total Expenditure	19.53	18.40		57.15	43.89	
EBIDTA	2.29	1.32	73.48%	6.55	2.64	148.11%
EBIDTA(%)	0.10	0.07		0.10	0.06	
Interest	0.28	0.07		0.70	0.28	
Depreciation	0.45	0.28		1.26	0.87	
PBT	1.56	0.97	60.82%	4.59	1.49	208.05%
TAX Expense (Including Deferred Tax)	0.37	0.47		1.31	0.57	
Net Profit	1.19	0.50	138.00%	3.28	0.93	252.69%
NPM(%)	0.05	0.03		0.05	0.02	

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	37.00	43.46	47.75
Employee Benefit Expenses	1.11	1.33	1.28
Other Expenses	3.21	4.67	10.56
Total Expenditure	41.32	49.46	59.59
EBIDTA	3.16	4.11	5.61
EBIDTA(%)	7.17	7.67	8.62
Interest	0.30	0.26	0.41
Depreciation	1.45	1.44	1.28
PBT	1.41	2.41	3.92
TAX Expense (Including Deferred Tax)	0.27	0.66	0.95
Reported Net Profit	1.14	1.75	2.97
NPM(%)	2.59	3.27	4.56

#FY20 financials are as per GAAP, FY21 it is as per INDAS
AVRO INDIA LIMITED

BALANCE SHEET



In ₹ Cr

Equities & Liabilities	FY20	FY21	FY22
Equity	3.25	3.25	10.09
Reserves	10.02	14.44	10.60
Total Equity	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	1.61	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
Total Current Liabilities	5.33	6.63	15.38
Total Liabilities	19.65	24.90	37.32

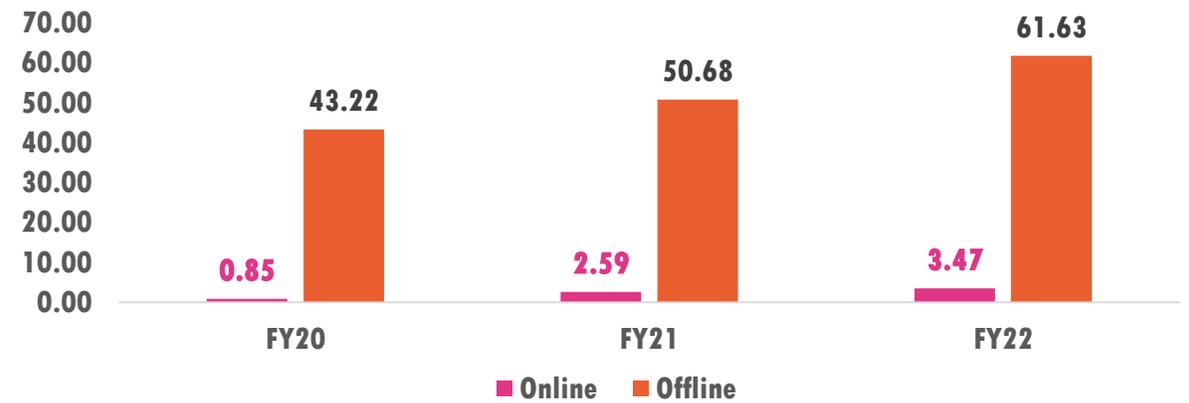
Assets	FY20	FY21	FY22
Non Current Assets			
Fixed assets	8.15	10.46	12.15
Non-current investments	0.00	0.00	0.00
Other Non-Current Financial Assets	0.00	0.00	0.00
Other non-current assets	0.28	0.27	0.28
Total Non Current Assets	8.43	10.73	12.43
Current Assets			
Inventories	1.44	1.69	5.05
Trade receivables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

REVENUE ANALYSIS

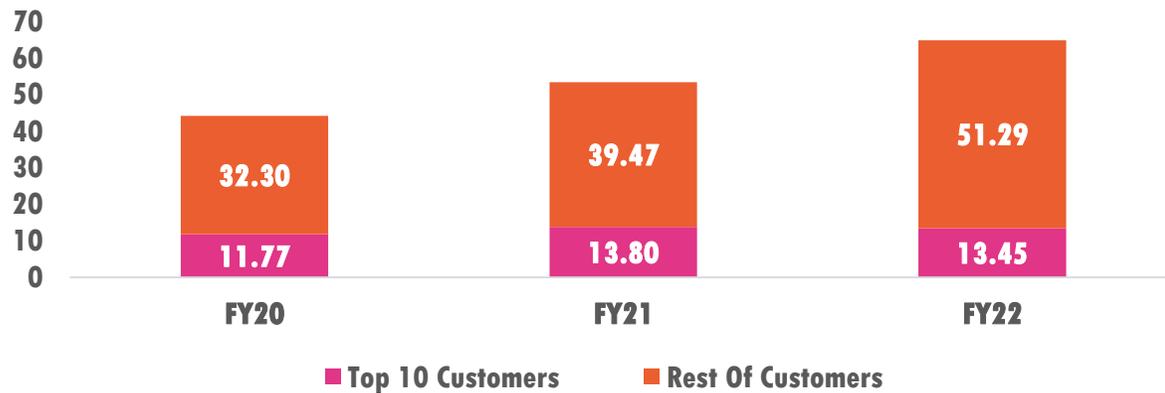
TOTAL INCOME (In ₹ CR)



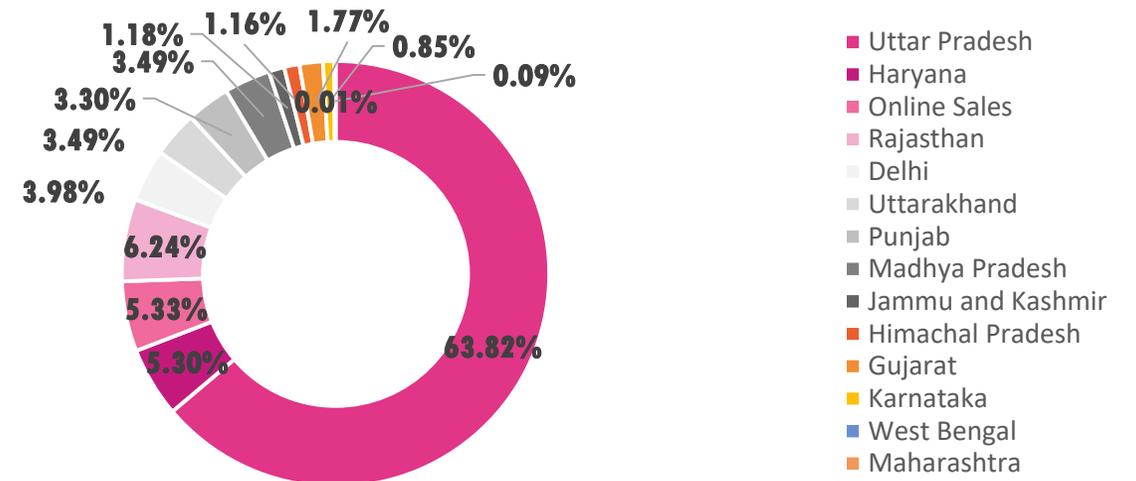
REVENUE (In ₹ Cr)



REVENUE BREAKUP (In ₹ CR)



REGION WISE REVENUE (In %)



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Thank You



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