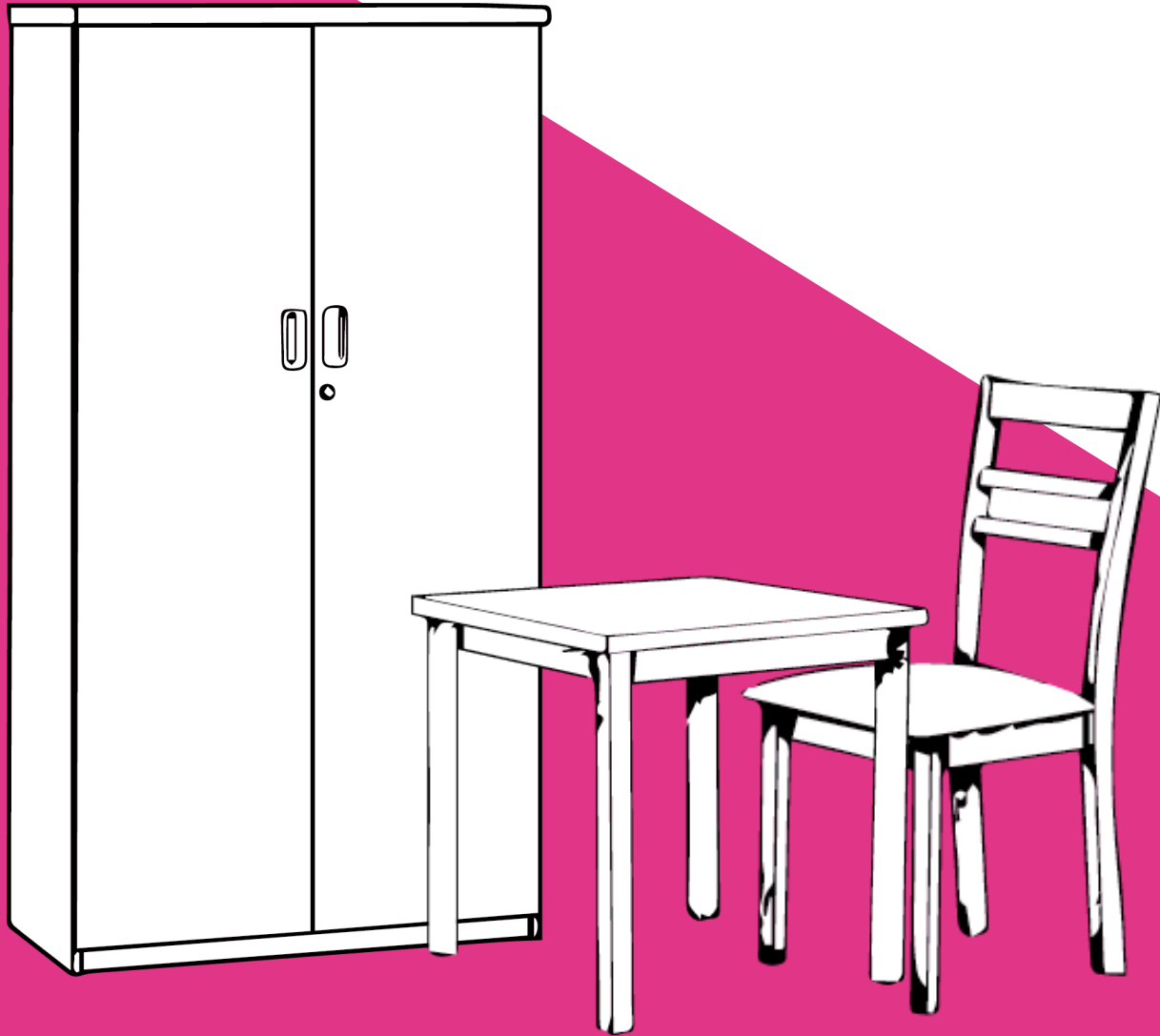




AVRO[®]
FURNITURE

AVRO INDIA LTD.

Investor Presentation



COMPANY OVERVIEW

AVRO @ A GLANCE

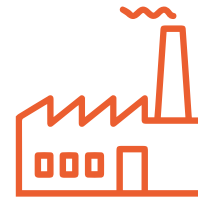


Established in 2002 AVRO INDIA LIMITED (formerly known as AVON MOLDPLAST LIMITED) is engaged into manufacturing of high quality Plastic moulded Furniture. The company is based out of Ghaziabad, Uttar Pradesh.

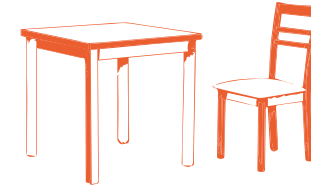
The company sells it's products under brand names AVRO & AVON on PAN India basis through Online & Offline mode. The company is having one of the largest product range in the industry and AVRO is the only company in India which provides 3 year guarantee on selected product range



20+ Years experience



Among Top 5 Plastic Products manufacturer



200+ SKUs



20,000+ Retail Touch Points



PAN India Presence



Served 5 Cr+ Families



Top Selling Brand on Amazon



6,500+ ZIP Code Covered



Reasonable Pricing



FY21
Revenue – ₹ 54 Cr
EBITDA – ₹ 4 Cr
PAT – ₹ 2 Cr



FY21
ROE – 12%
ROCE – 14%



5 Year CAGR
Revenue – 36%
EBITDA – 29%
PAT – 91%

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

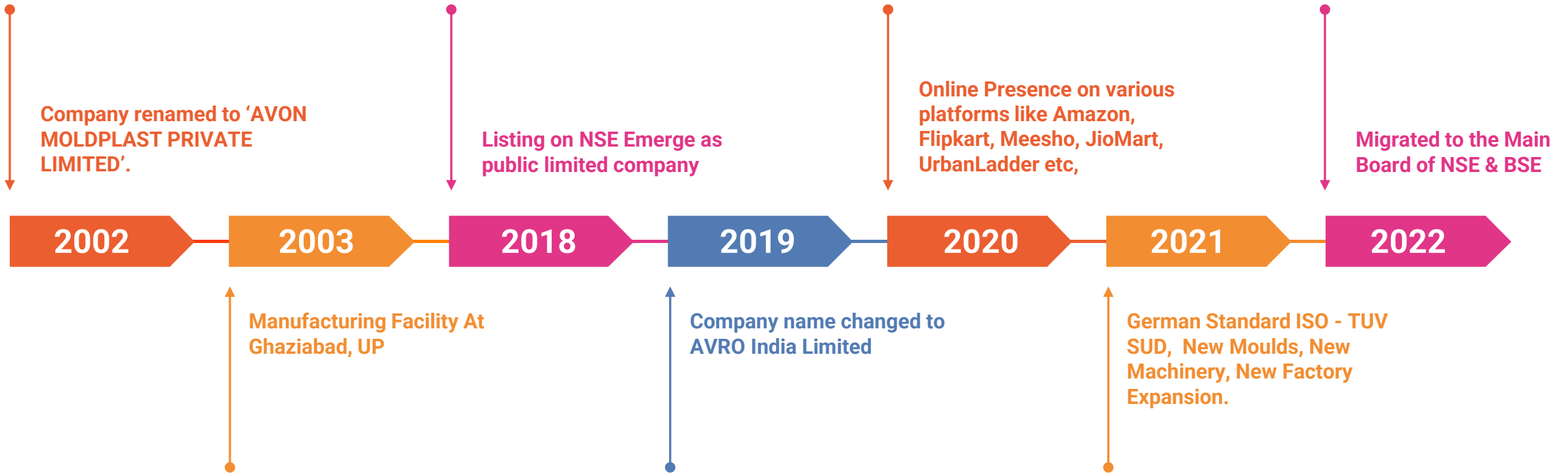
E

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
(Additional Whole Time Director)



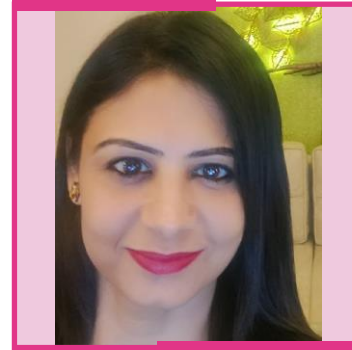
MS. ANITA AGGARWAL
(Non Executive Director)



MR. PAWAN DIXIT
(Additional Independent Director)



MS. ITI GOYAL
(Independent Director)



MS. RICHA KALRA
(Additional Independent Director)



MS. VANDANA GUPTA
(Independent Director)



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

Use of Best In Class Injection
Moulding Machines



HELPING ENVIRONMENT BY BEING SUSTAINABLE



REGISTERED DESIGNS



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



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



AWARDS & RECOGNITION



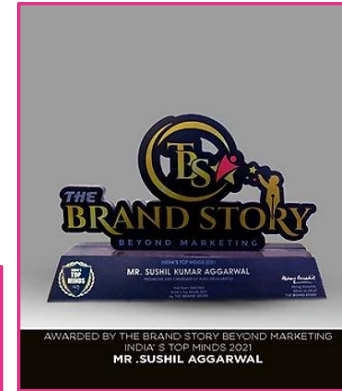
AWARDED BY NSE EMERGE JULY 26, 2018



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



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



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



ALTINA ENTREPRENEURS EXCELLENCE AWARD 2018



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



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



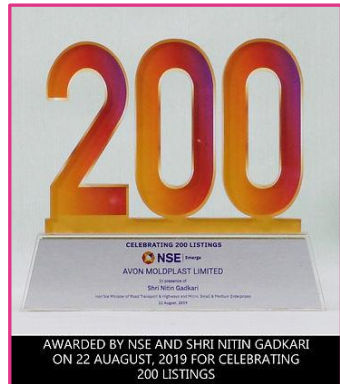
ENTREPRENEUR OF THE YEAR AWARD 2018 BY BUSINESSEX.COM, ENTREPRENEUR INDIA, FRANCHISE INDIA, ZEE BUSINESS



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



AWARDED BY ALL INDIA PLASTIC MOULDED FURNITURE MANUFACTURES ASSOCIATION



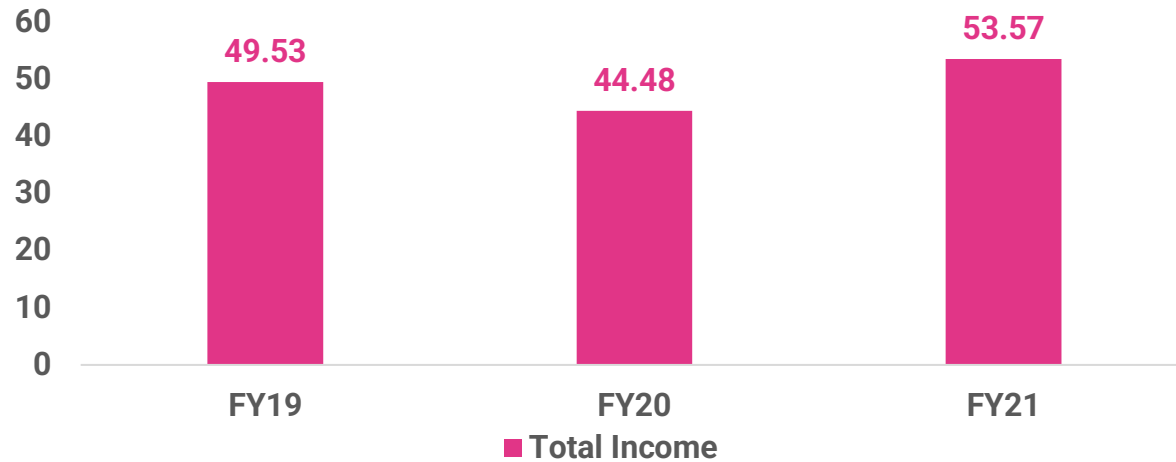
AWARDED BY NSE AND SHRI NITIN GADKARI ON 22 AUGUST, 2019 FOR CELEBRATING 200 LISTINGS



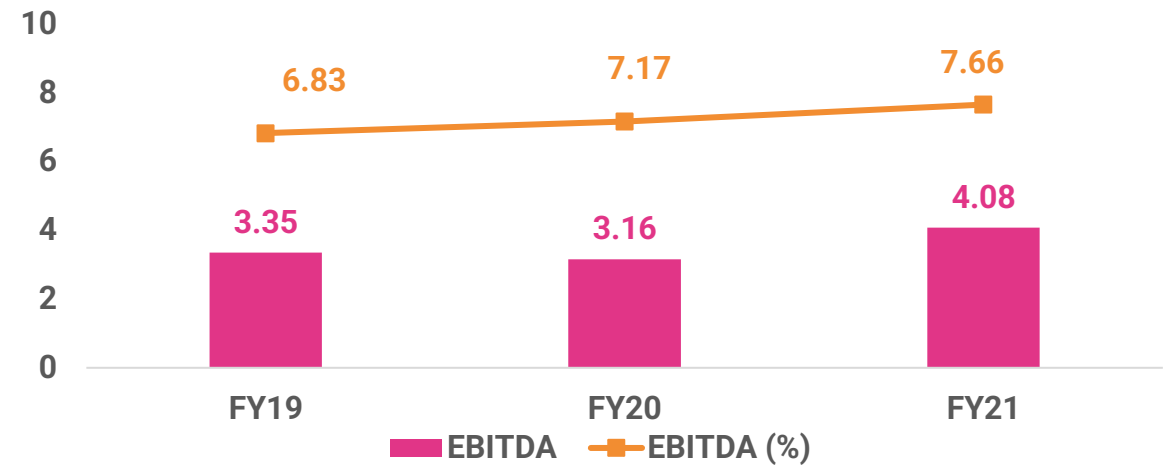
INDIA'S GREATEST BRANDS 2017-18 AWARD BY ASIA ONE

KEY FINANCIAL HIGHLIGHTS

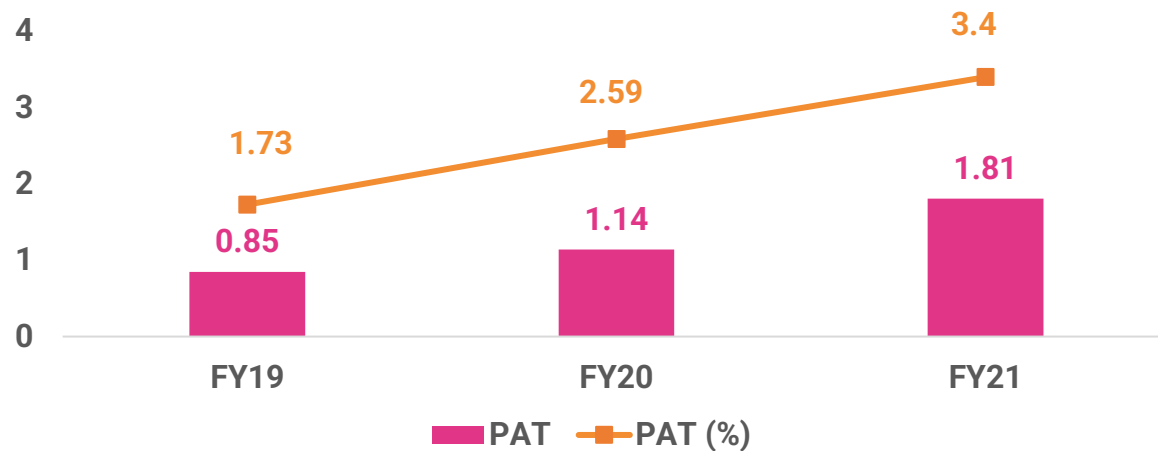
TOTAL INCOME



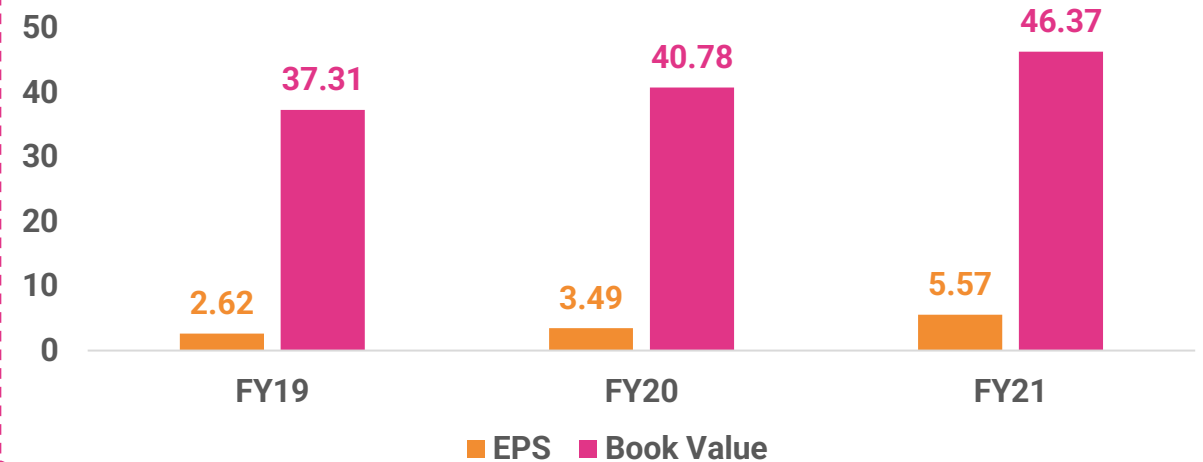
EBITDA & EBITDA MARGIN



PAT & PAT MARGIN

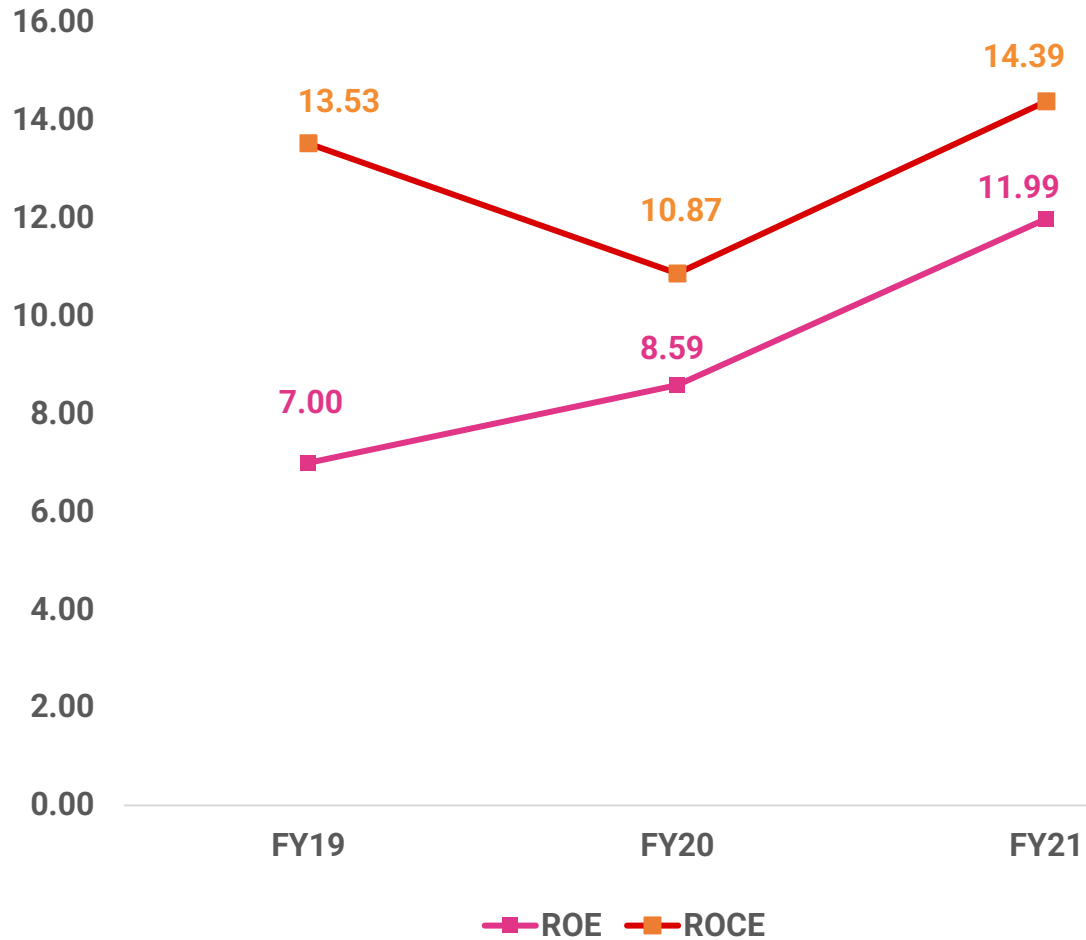


PER SHARE MATRIX

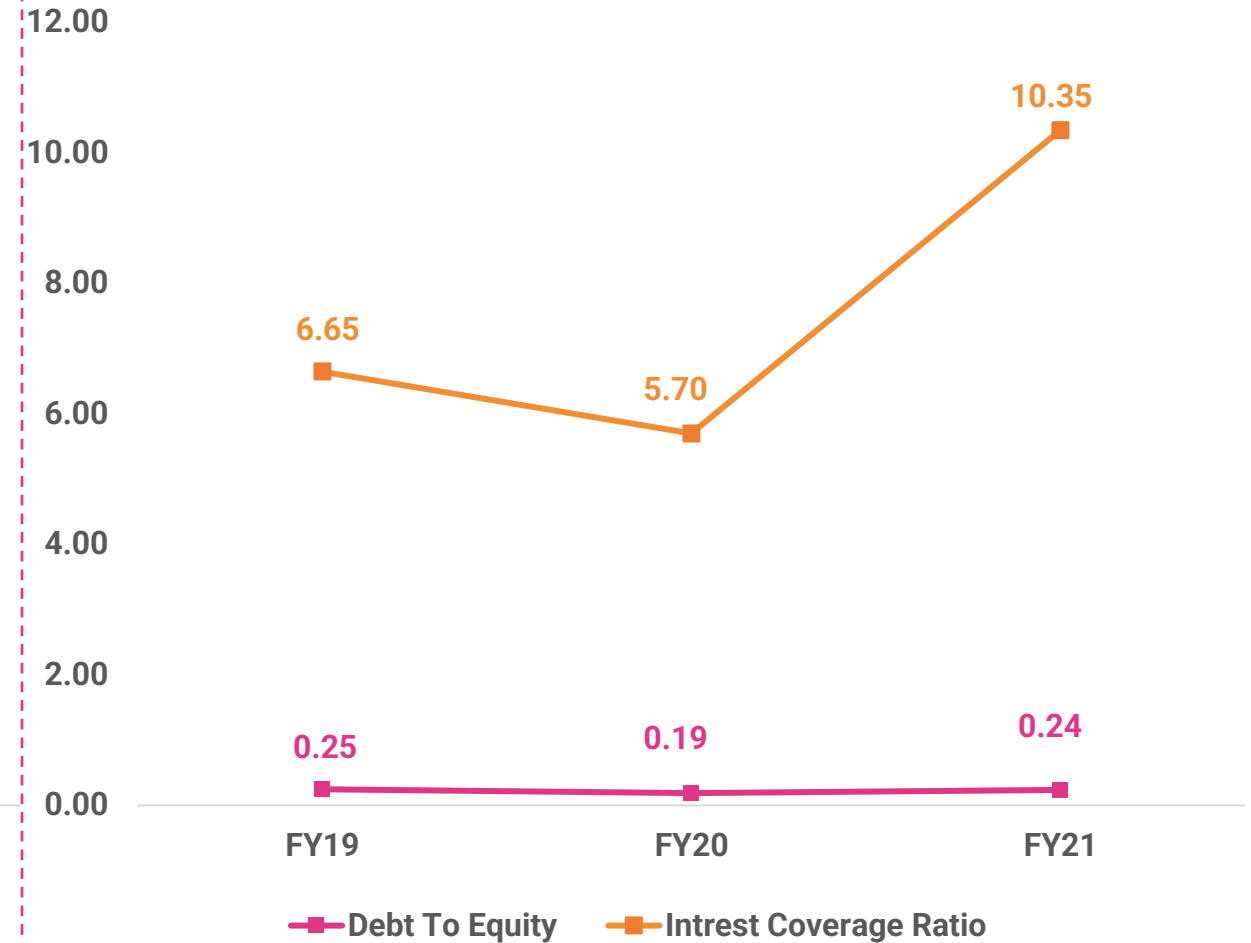


KEY FINANCIAL HIGHLIGHTS

IMPROVING RETURN RATIOS



Improving Leverage Ratios



KEY FINANCIAL HIGHLIGHTS



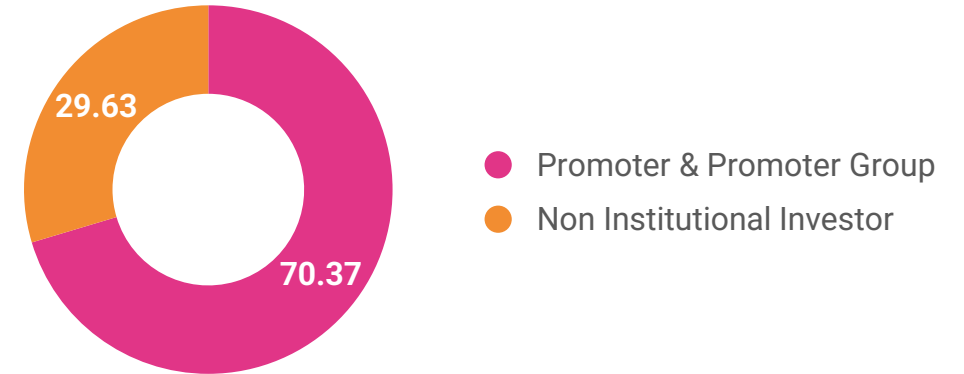
NSE: AVROIND BSE: 543512 | ISIN: INE652Z01017

As on 26-04-2022

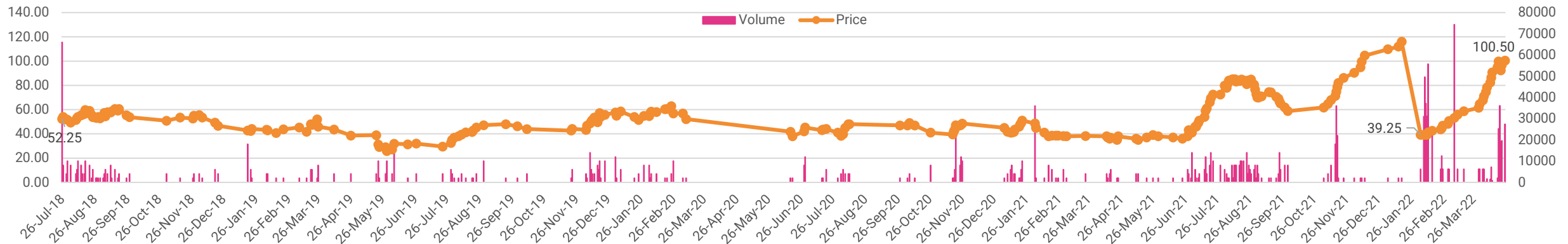
Share Price (₹)	96.75
Market Capitalization (₹ Cr)	97.60
No. of Shares Outstanding	1,00,87,400
Face Value (₹)	10
52 week High-Low (₹)	104.80 – 74.65

SHARE HOLDING PATTERN

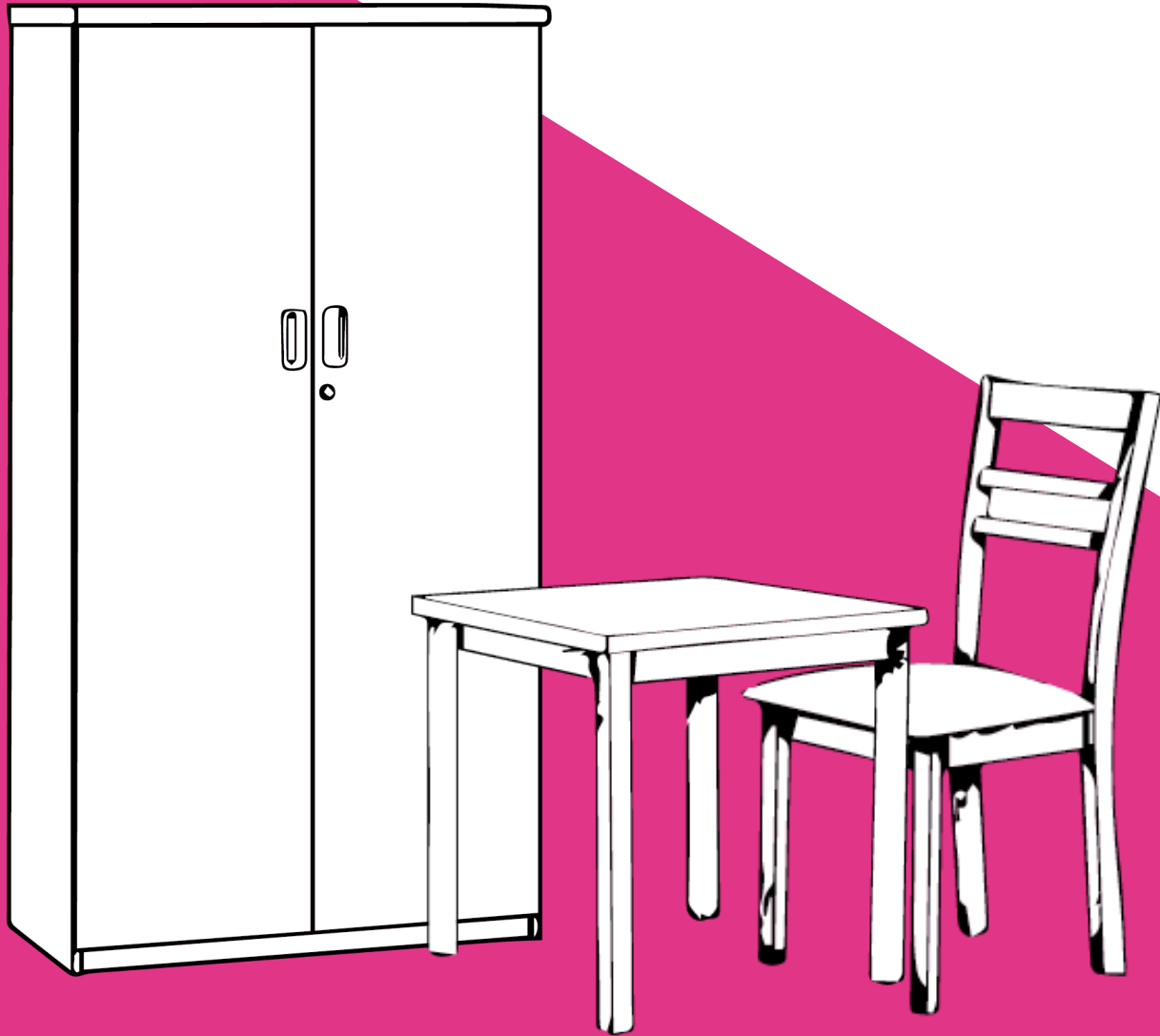
As on 31-03-2022



SHARE PERFORMANCE FROM 26 JULY 2018



Bonsu Issue Of 21:10 On 4 February 2022



BUSINESS OVERVIEW



CHAIRS



TABLES



STOOLS



BABY CHAIRS



ALMIRAH

BEST SELLING PRODUCTS



VIVA



MAGNA



NEXA



BABY DESK



PLATINUM



9927



3195

UNIQUE, ROBUST & REGISTERED DESIGNS

AVRO FURNITURE

Maxima

Mfd by : **AVRO INDIA LIMITED**

AVRO FURNITURE

Sturdy and Strong Leg Designs

AVRO FURNITURE

Double Top

AVRO FURNITURE

STEP STOOL IN GLOSS FINISH

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

Improved Strength

2.7 Kg

Mfd by : **AVRO INDIA LIMITED**

AVRO FURNITURE

NEW LAUNCH OSCAR TABLE

Weight 4 KG

NEW

5 Adjustable Heights upto 26"

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

ORDER NOW

www.avrofurniture.com | +91 9910039125

AVRO FURNITURE

NO TO BACKACHE
YES TO COMFORTABLE CHAIRS

SHOP NOW

Mfd by : **AVRO INDIA LIMITED**

AVRO FURNITURE

KEEPING YOUR SPINE
MAZBOOT & Pain Free

SHOP NOW

ROMA

Mfd by : **AVRO INDIA LIMITED**

AVRO FURNITURE

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

Mfd by : **AVRO INDIA LIMITED**

AVRO FURNITURE

1101

- Anti-Skid Rubber Pads
- Extra Ribs For Strength

Mfd by : **AVRO INDIA LIMITED**

AVRO ELITE

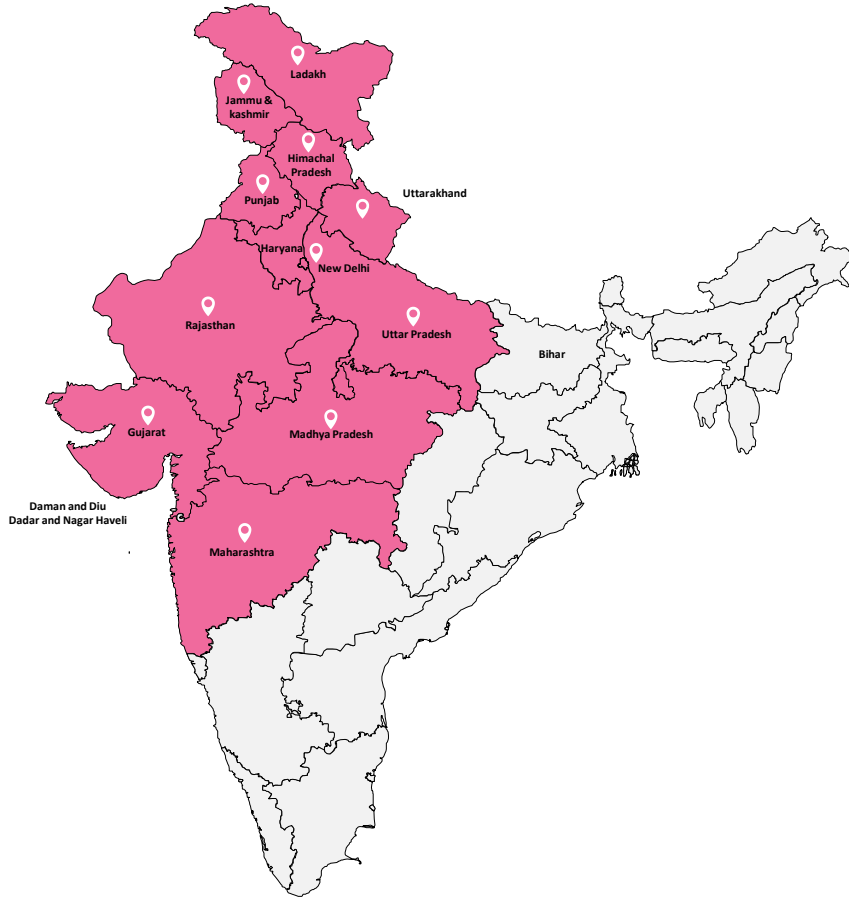
ORCHID Cushion Chair

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

ELITE

Mfd by **AVRO INDIA LIMITED**

STRONG OFFLINE PRESENCE



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

INSTITUTIONAL CUSTOMERS



WHY CONSUMER LIKE AVRO



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

STRONG ONLINE PRESENCE



avro furniture

All Shopping Images Maps Videos More Tools

About 9,49,000 results (0.78 seconds)

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

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



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

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



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

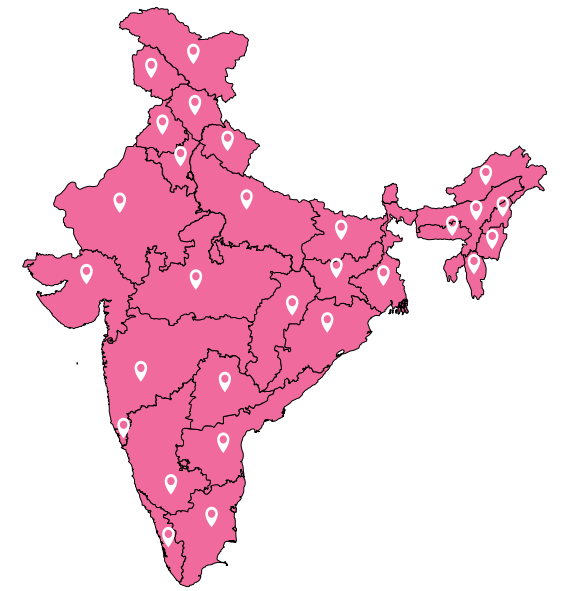


<https://www.snapdeal.com>
AVRO furniture PLATINUM RATTAN CHAIR Plastic Outdoor ...
 Modern Design – AVRO Chairs comes with modern design which will easily fit in your modern lifestyle and homes so, your home look elegant and classy.
 Product Type: Chairs Plastic Chairs Assembly Type: Pre-assembled
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

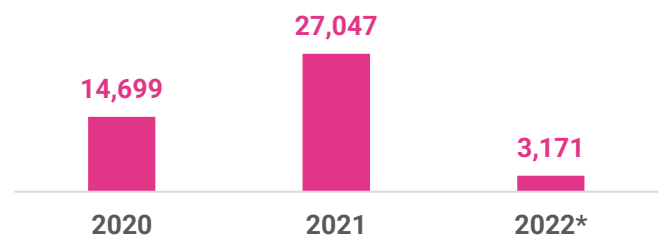


Orders Delivered To 6,500+ Pin Codes across 28 State & 8 Union Territories

PAN INDIA ONLINE PRESENCE



ONLINE ORDERS



* Till 12 March 2022

AMONG BEST SELLING BRANDS ONLINE



- Department
- Home & Kitchen
- Furniture
- Living Room Furniture
- Chairs
- Armchairs
- Folding Chairs
- Relax Armchairs & Chaise Longues
- Rocking Chairs
- Stacking Chairs
- Tub Chairs

Bestsellers in Armchairs

#1
AVRO Plastic Chairs | Set of 2 | Matt and Gloss Pattern | Plastic Chairs for Home, Living Room| Bearing Capacity up to 200Kg | Strong and...

★★★★★ 2.025

#2
AVRO Plastic Chairs | Set of 2 | Matt Pattern | Plastic Chairs for Home, Living Room| Bearing Capacity up to 200Kg | Strong and Sturdy...

★★★★★ 377

#3
9100 Plastic Chair for Home,Office Dining Room, Bedroom, Kitchen, Living Room, Bearing Capacity up to 200 Kg (1)

₹499 00 - ₹7 749 00

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

★★★★★ 2.352

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

Visit the AVRO FURNITURE Store

★★★★★ - 1,003 ratings

-20% ₹1,590⁰⁰

M.F.P. - ₹4,999

Inclusive of all taxes

Offers

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

10 days Replacement only

1 Year Warranty

Style: Modern

Color: Brown

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
 NA, Set of 2, Pre-assembled
 4.3★ (2,083) Assured
 ₹2,113 ₹4,499 12% off
 Free delivery Bank Offer

AVRO furniture PLATINUM RATTAN CHAIR (Set of 4 Chairs) ...
 Brown, Set of 4, Pre-assembled
 4.4★ (1,999) Assured
 ₹3,899 ₹4,499 13% off
 Free delivery Bank Offer

Amrol Plastic Moulded Mistique Keya Chair with Comfort ...
 Dark Brown, Pre-assembled
 4.3★ (392) Assured
 ₹925 ₹1,999 53% off
 Free delivery Bank Offer

MAHARAJA Safari Plastic Chair Set of 4 with Matt & Glos... Dark Brown, Set of 4, Pre-assembled
 4.5★ (392) Assured
 ₹3,069 ₹5,949 48% off
 Free delivery 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 Assured

₹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 Check Enter pincode

Usually delivered in 7 days
 Enter pincode for exact delivery dates/charges

View Details

Color:

Number of Chairs: 2 4

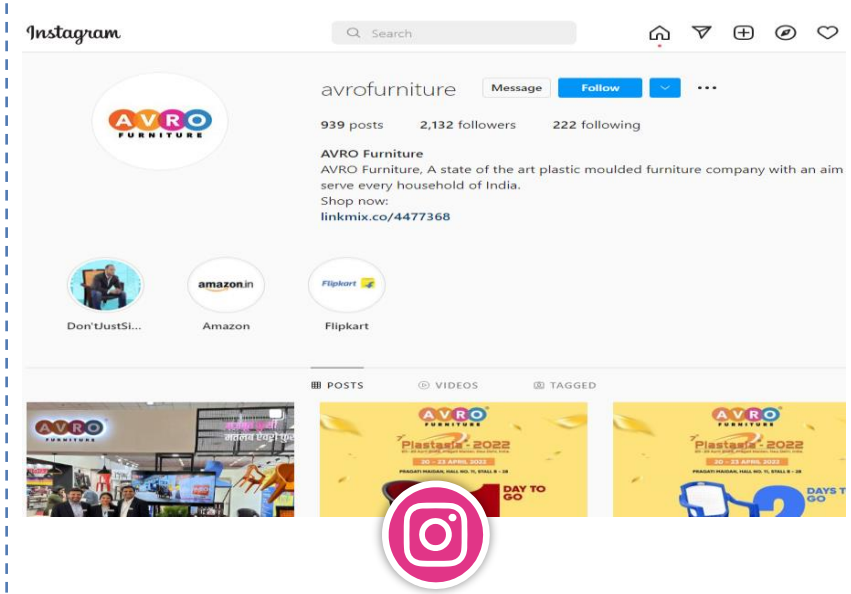
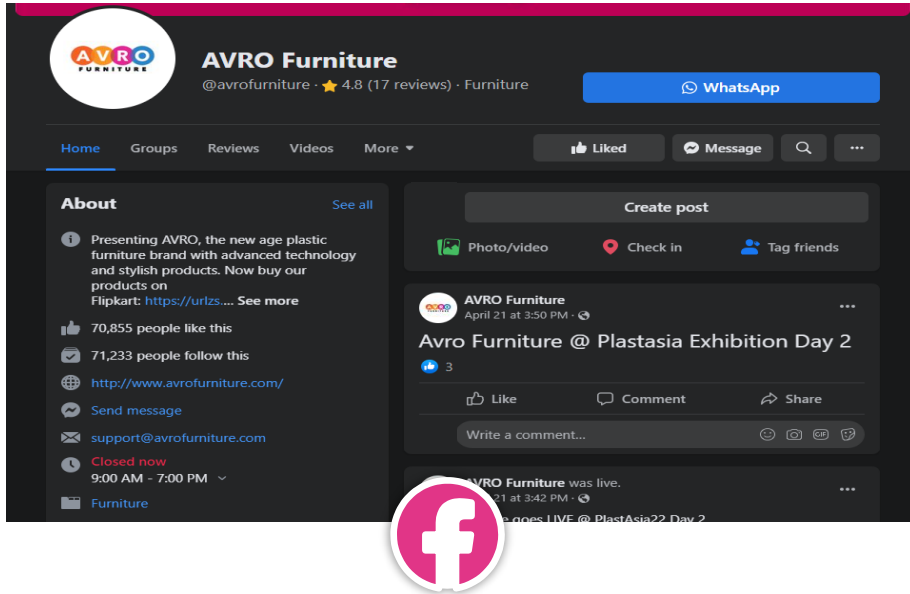
Highlights: Delivery Condition: Pre-assembled, Style: Contemporary & Modern, W x H x D: 59.436 cm x 58.42 cm x

Services: 3 years Installation and Demo Not required, 10 Days Replacement Policy

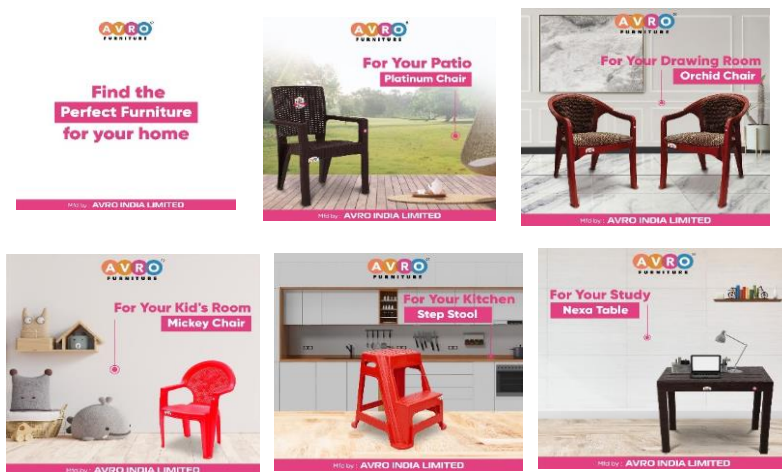
MIX OF TRADITIONAL & NEW GEN MARKETING



STRONG SOCIAL MEDIA MARKETING FOR BRAND RECALL



ONLINE MARKETING CAMPAIGNS & CONTEST



YOUTUBE VIDEOS FOR PRODUCT DEMOS & ASSEMBLY

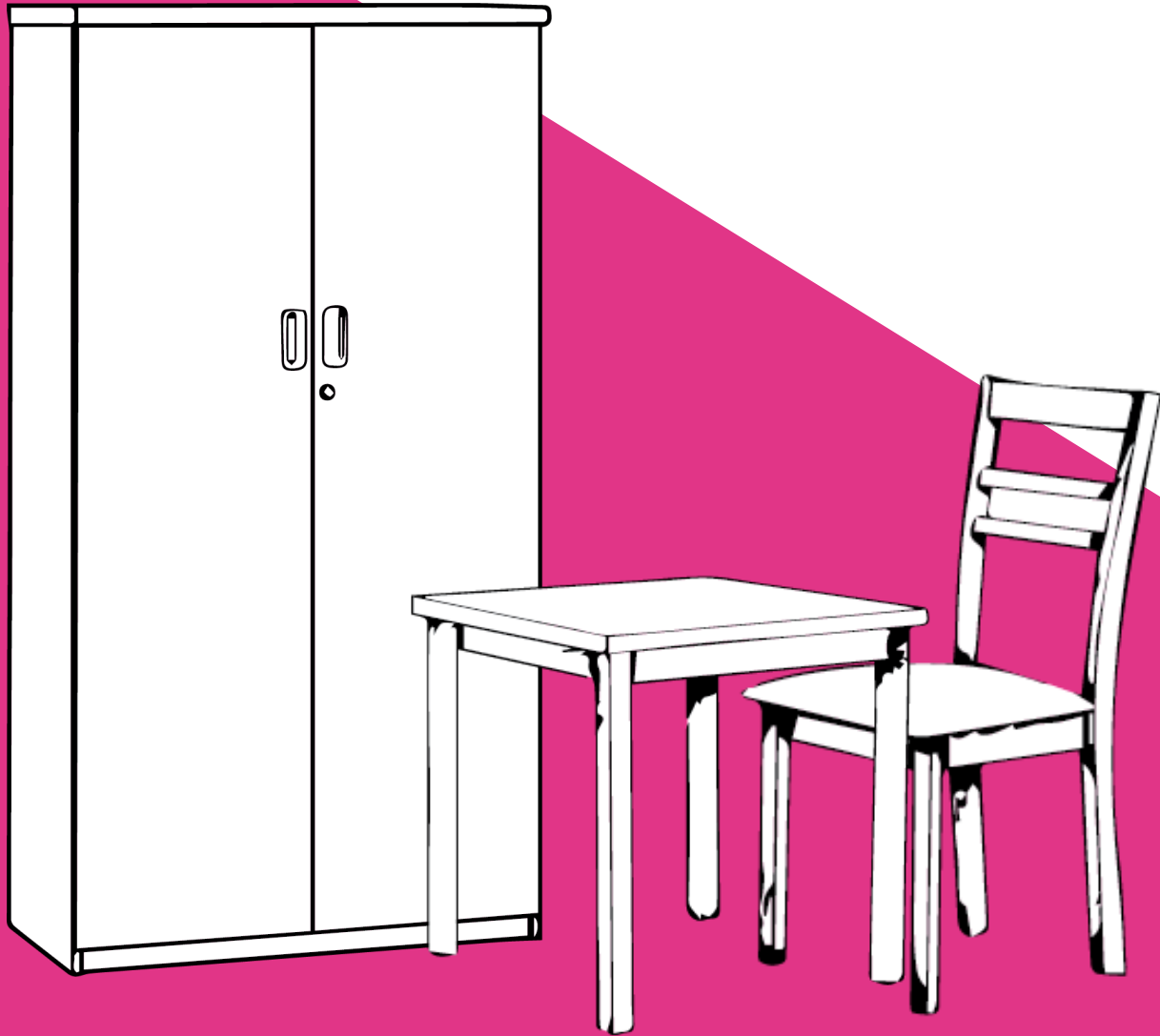


The screenshot shows the AVRO Furniture YouTube channel page. At the top, there's a search bar and navigation icons. Below that is a banner image of a dining table set. The channel name 'AVRO FURNITURE' is displayed with 893 subscribers and a 'SUBSCRIBE' button. Navigation tabs for HOME, VIDEOS, PLAYLISTS, 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)



The screenshot shows a YouTube video player for the 'Delta Multipurpose Table Assembly Video'. The video title is 'Delta Multipurpose Table Assembly Video' with 464 views and a date of 3 Aug 2021. The video player shows a dark brown dining table with the text 'EASY ASSEMBLING VIDEO' and 'DELTA DINING TABLE'. Below the video player, there are interaction buttons for Like (5), Dislike, Share, Download, Save, and a 'SUBSCRIBE' button. The AVRO Furniture channel name and subscriber count (893) are also visible. On the right side, there's a playlist titled 'Assembly Video of AVRO Product' with three items: Delta Multipurpose Table Assembly Video (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.

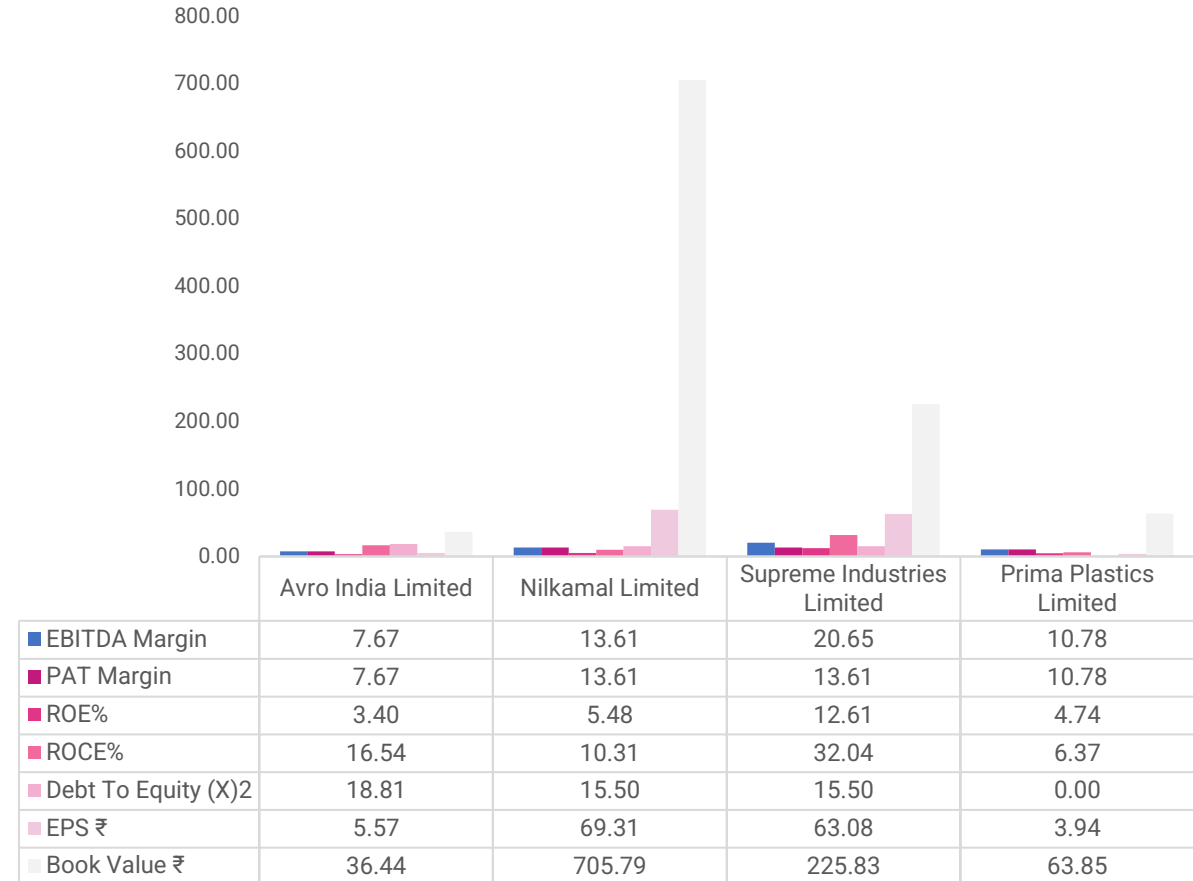
Increasing demand for low-cost, lightweight, and durable plastic furniture in various end-use sectors is driving end-users to adopt plastic furniture instead of traditional, wooden or metal furniture.

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.

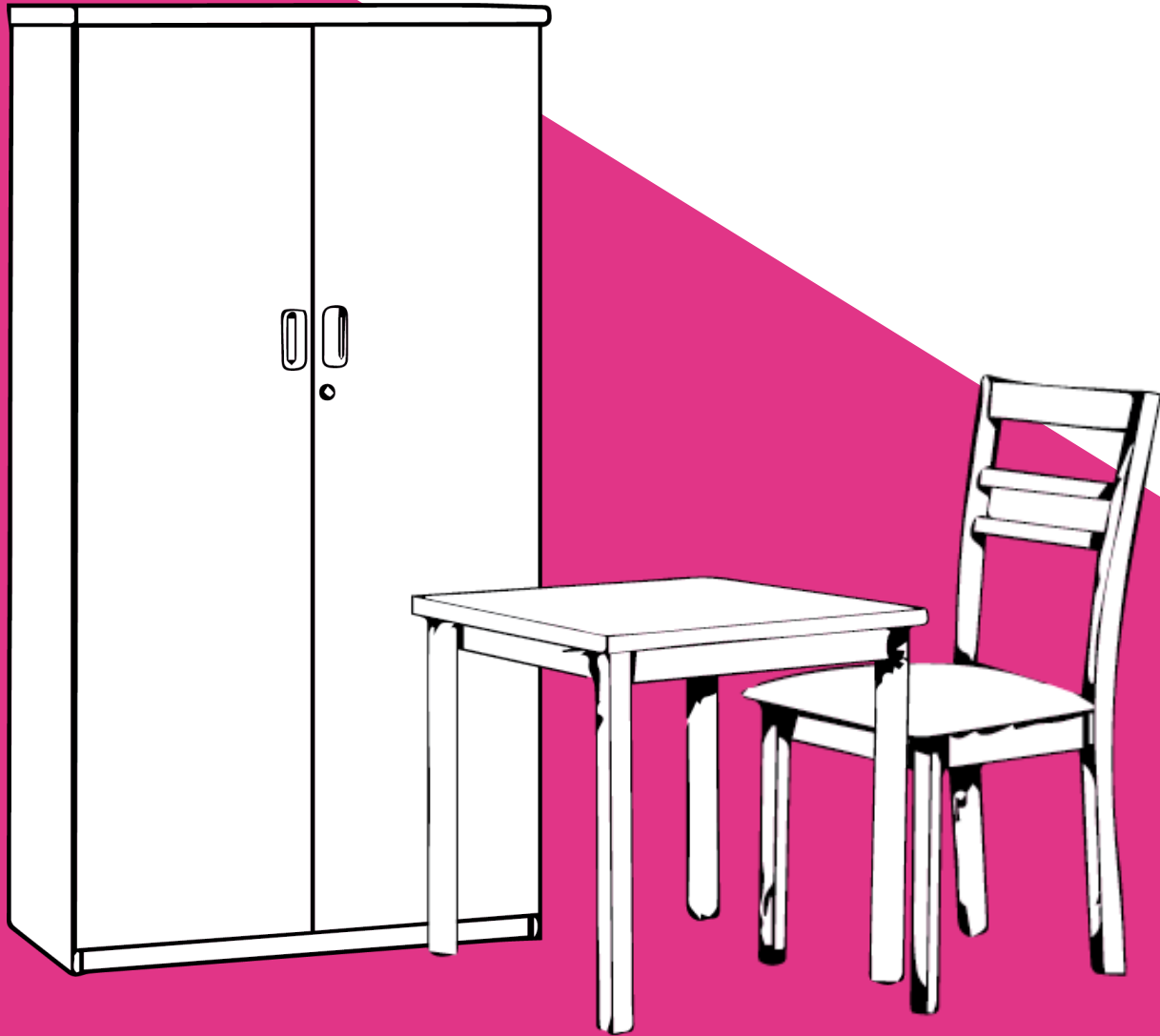
Plastic furniture industry is also saving forests.



PEER COMPARISON



	Avro India Limited	Nilkamal Limited	Supreme Industries Limited	Prima Plastics Limited
Total Income ₹ Cr	53.57	1902.51	6385.46	95.33



FINANCIAL OVERVIEW

PROFIT & LOSS STATEMENT



In ₹ Cr

Particulars	FY19	FY20	FY21
Net Sales	49.06	44.07	53.27
Other Income	0.47	0.41	0.30
Total Income	49.53	44.48	53.57
Expenses			
Raw Material costs	40.43	36.37	42.53
Employee Cost	0.85	0.82	1.11
Other Expenses	4.90	4.13	5.85
Total Expenditure	46.18	41.32	49.49
EBIDTA	3.35	3.16	4.08
EBIDTA(%)	6.83	7.17	7.66
Interest	0.31	0.30	0.26
Depreciation	1.29	1.45	1.39
PBE&EI&T	1.75	1.41	2.43
Exceptional Items - Income/(Loss) (Net)	-0.39	0.00	0.00
PBT	1.36	1.41	2.43
TAX Expense (Including Deferred Tax)	0.51	0.27	0.62
Reported Net Profit	0.85	1.14	1.81
NPM(%)	1.73	2.59	3.40

BALANCE SHEET



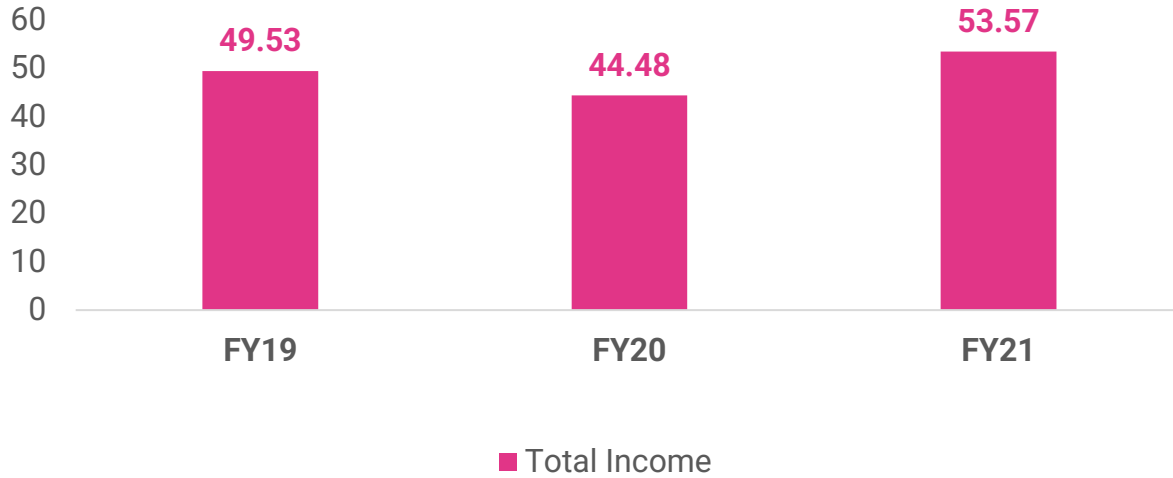
In ₹ Cr

Equities & Liabilities	FY19	FY20	FY21
Equity	3.25	3.25	3.25
Reserves	8.89	10.02	11.84
Net Worth	12.14	13.27	15.09
Non-current Liabilities			
Long-term borrowing	1.02	0.99	0.50
Deferred tax Liabilities	0.10	-0.01	-0.04
Other long terms Liabilities	0.00	0.00	0.00
Long-term provision	0.06	0.06	0.08
Total Non Current Liabilities	1.18	1.04	0.54
Current Liabilities			
Short-term borrowings	2.07	1.47	3.11
Trade payables	3.35	2.77	2.34
Other Current Financial Liabilites			
Other current liabilities	0.91	0.72	1.16
Short-term provision	0.41	0.38	0.01
Total Current Liabilities	6.74	5.34	6.62
Total Liabilities	20.06	19.65	22.25

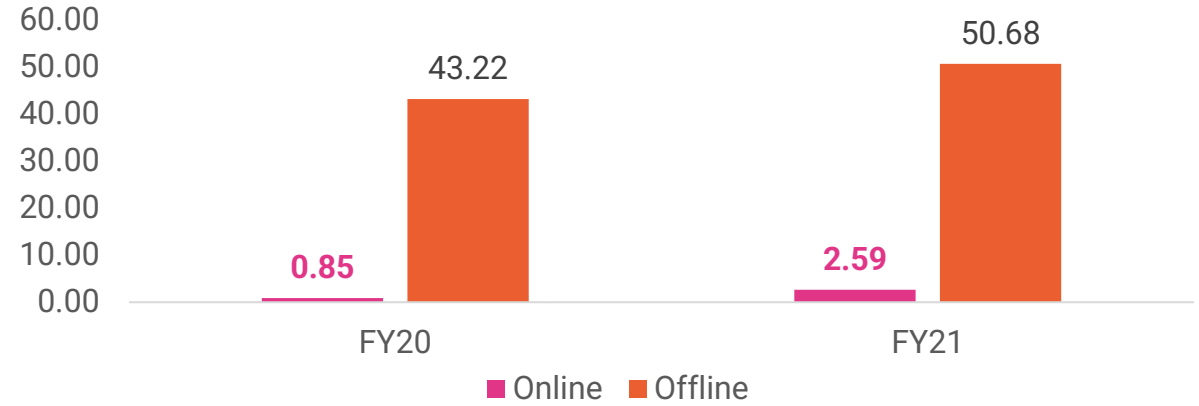
Assets	FY19	FY20	FY21
Non Current Assets			
Fixed assets	8.35	8.15	7.54
Non-current investments	0.00	0.00	0.00
Other Non-Current Financial Assets		0.27	0.27
Other non-current assets	0.00	0.00	0.00
Total Non Current Assets	8.35	8.42	7.81
Current Assets			
Inventories	1.33	1.44	1.69
Trade receivables	8.17	8.12	10.79
Cash & Bank Balance	0.51	0.20	0.39
Other Current Financial Assets	0.14	0.37	0.78
Current Tax Assets (Net)			
Other current assets	1.56	1.10	0.79
Total Current Assets	11.71	11.23	14.44
Total Assets	20.06	19.65	22.25

REVENUE ANALYSIS

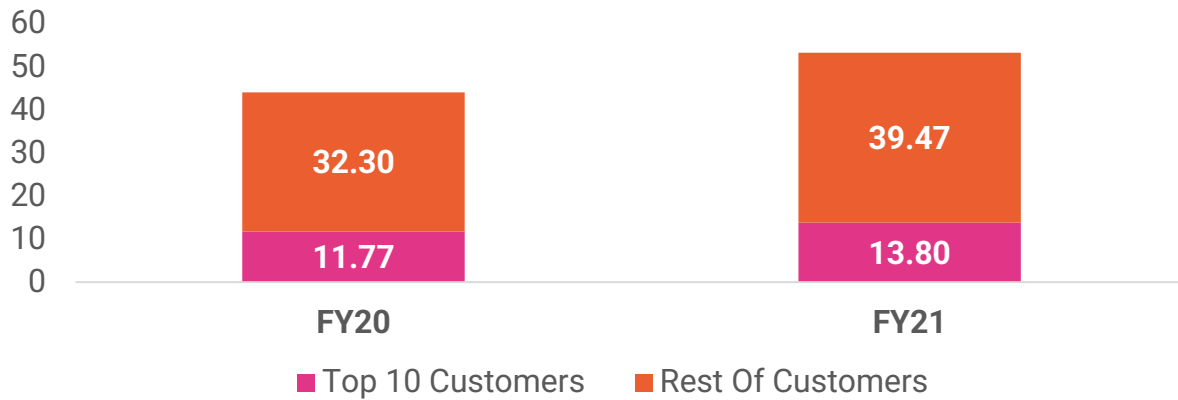
TOTAL INCOME



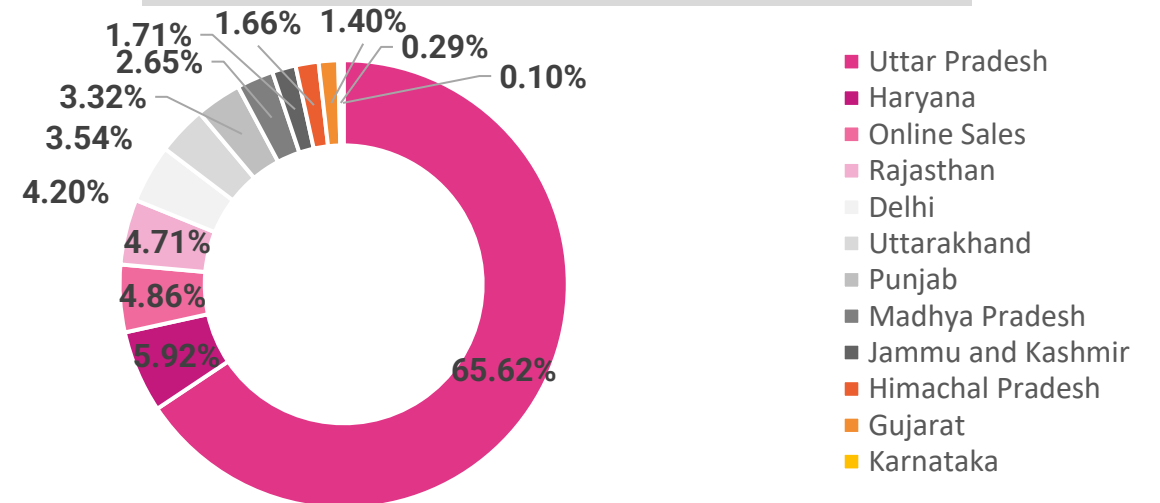
TOTAL INCOME



REVENUE BREAKUP



REGION WISE REVENUE



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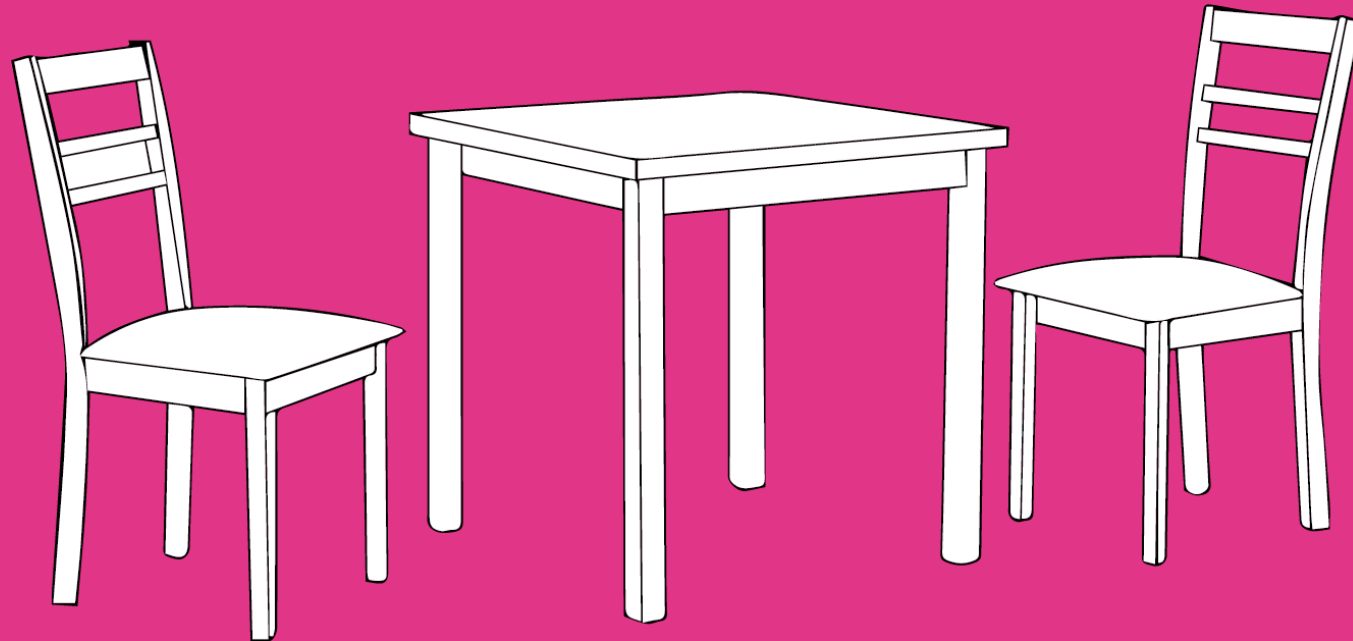
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and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

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

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



Thank You



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