

August 22, 2023

BSE Limited, New Trading Ring, Rotunda Building, P.J. Towers, Dalal Street, MUMBAI-400001 Scrip Code: 543915	The National Stock Exchange of India Limited 'Exchange Plaza' C-1, Block G, Bandra Kurla Complex, Bandra (E), MUMBAI- 400 051 NSE Symbol: PAVNAIND
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Sub: Investor Presentation for Q1 FY24

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the Investor Presentation regarding Unaudited Financial results for the Quarter ended on 30th June, 2023.

You are requested to take the above on record.

Thanking You,

FOR PAVNA INDUSTRIES LIMITED

CHARU SINGH
COMPANY SECRETARY & COMPLIANCE OFFICER

Encl: As above



Pavna Industries Limited

Investor Presentation
Q1 FY24





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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 guarantees 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.

Ultra-Modern Manufacturing Plants
in Aligarh, Pune, Waluj & Pantnagar

Global Technical Alliances



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4 Wheeler Parts

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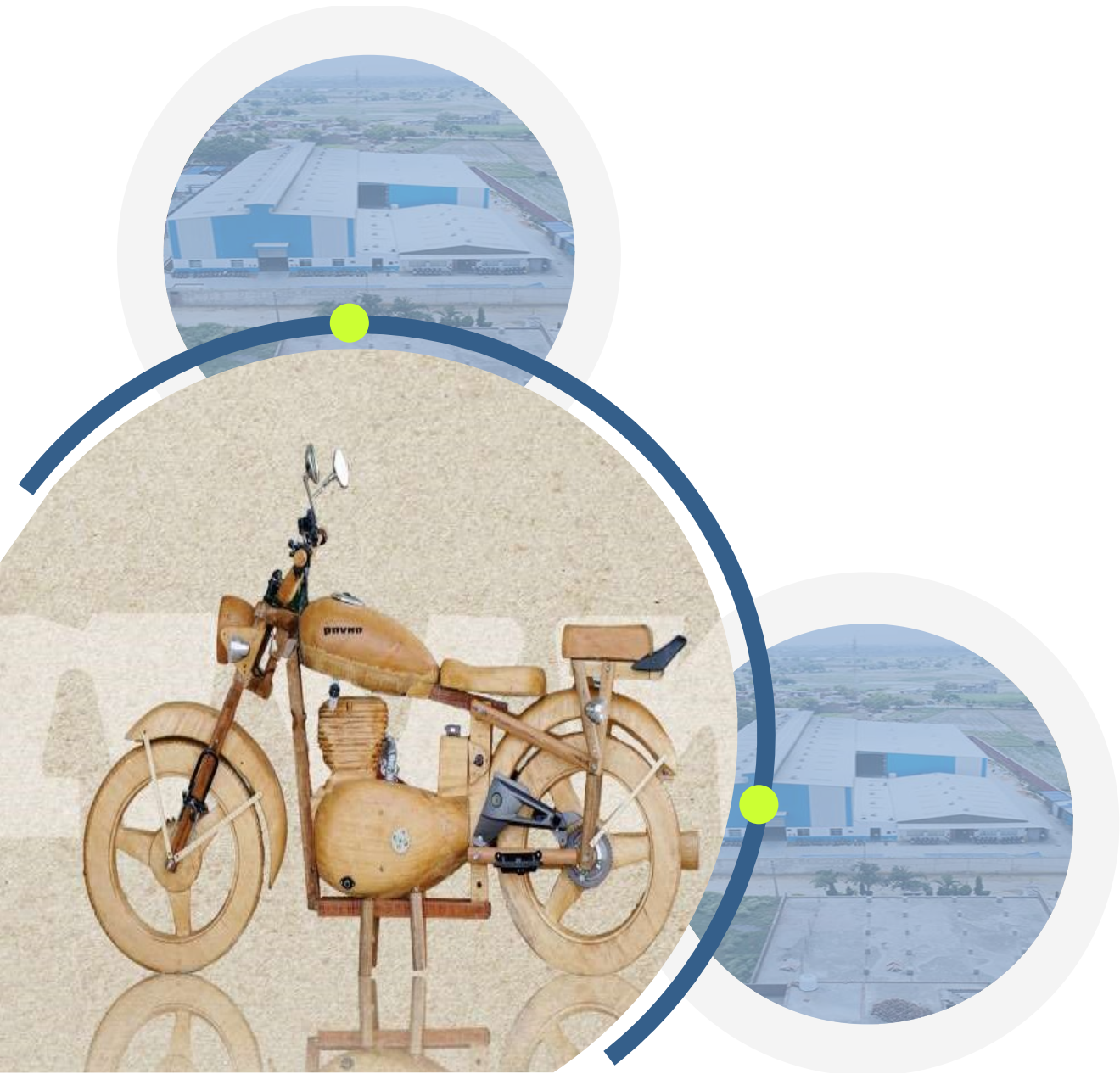
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Since 1971

Spare Parts
Industry



01 Company Overview





About Us

Amongst leading manufacturers of Automotive Components for two & three wheeler industry

- Incorporated in 1971 by **Mr. Pawan Jain**
- About five decades of experience in Auto Components manufacturing for well-known OEMs

Diversified Portfolio

- Switches, Fuel Tank Caps, Latches, Auto Locks, Handles, Bar Switches, Oil Pump, Chain Tensioners, Carburettor, Throttle Body, Fuel Cocks, Injection System, Casting Components, etc.

Technical Alliance & Collaborations

- Indo-Taiwan Joint Venture between Pavna Industries and Sunworld Moto Industrial Co. Ltd.
- Technical Alliance with Farma SRL



Ultra-Modern Manufacturing Facilities

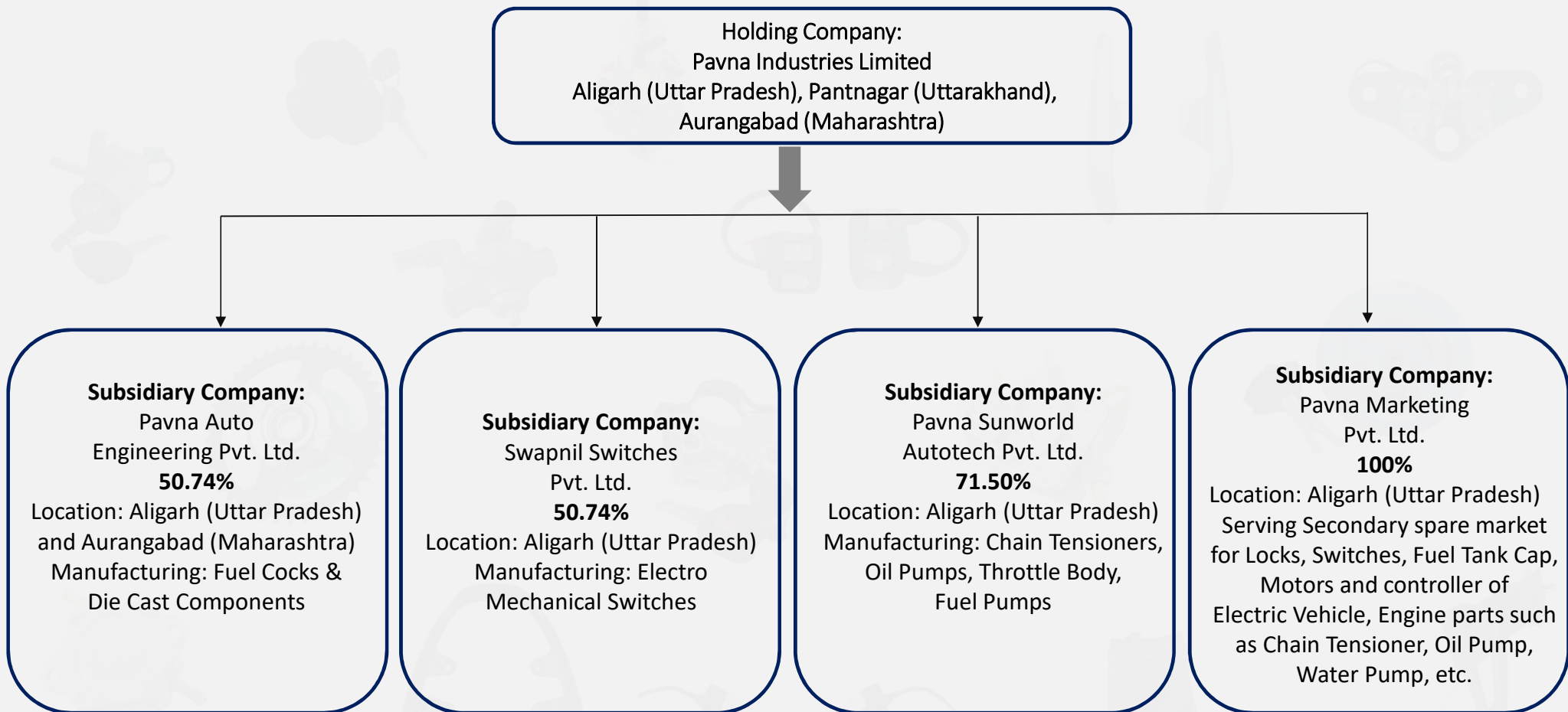
- Nine facilities at three locations Aligarh (Uttar Pradesh), Aurangabad (Maharashtra), & Pantnagar (Uttarakhand)

Domestic and Export presence

- Strong demand for products across key markets in India
- Exports to Italy, Sri Lanka, Indonesia, Sudan, Taiwan, Nepal and Bangladesh

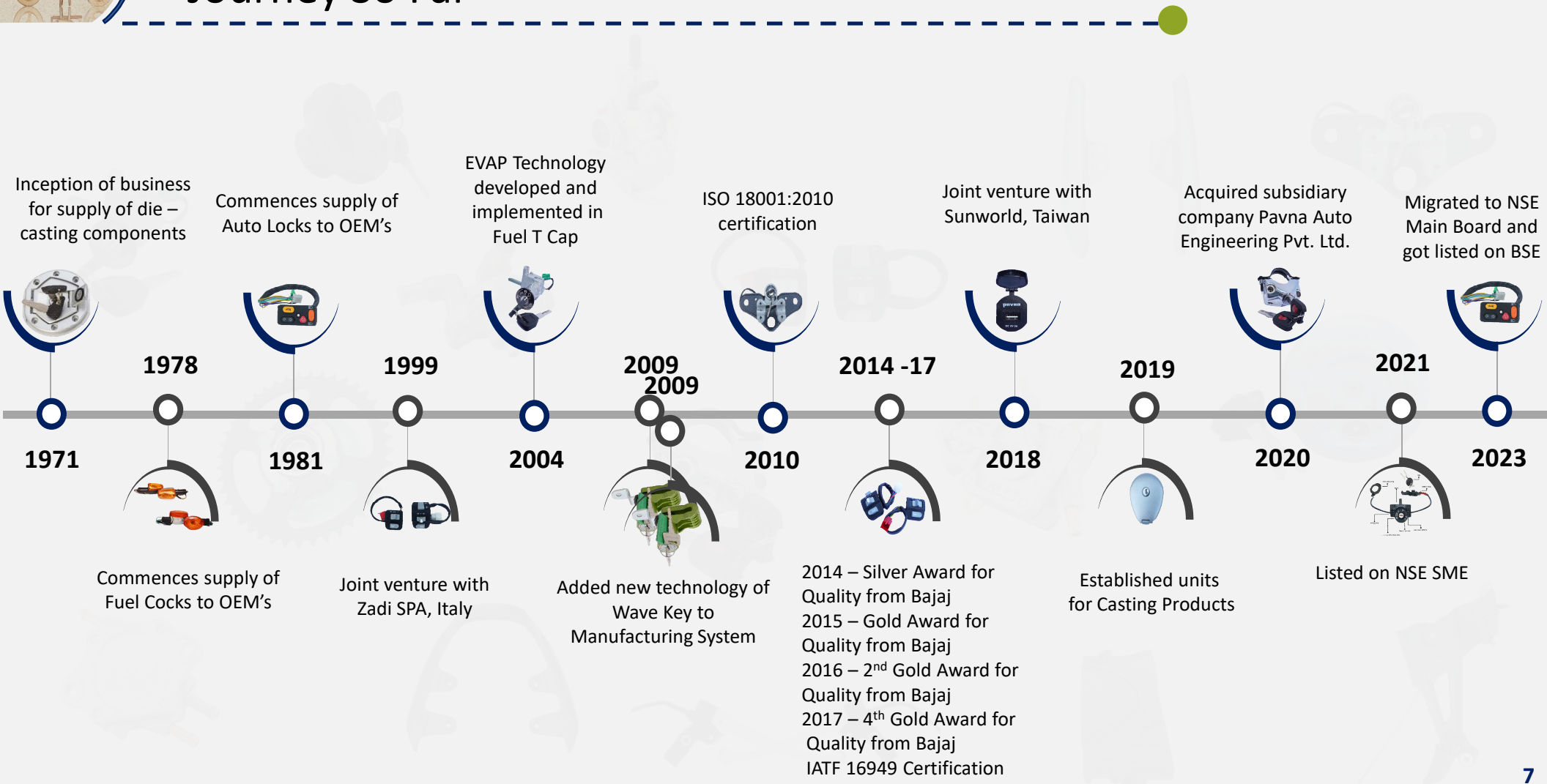


Company Structure





Journey So Far





Experienced and Professional Management



Mr. Swapnil Jain
(Managing Director)

- More than two decades of experience in strategy and business development, also responsible for Pavna's growth
- He has established Pavna Sports Pvt. Ltd., which is well equipped to groom sportsmen of that area
- General Secretary of Shri Adinath-kundkund-kahan Digamber Jain Trust, promoted Teerthdham Mangalayatan and running it successfully
- Mr. Jain is the PVC of Delhi Public School Aligarh, DPS Civil Lines and Delhi Public School Hathras
- Chairman of Pavna International School



Vijay Sharma
(Vice President)

- 26 years of rich experience across functions in Business Development, Product Engineering, Product Development, Plant Operations, Production Management
- Experienced in developing systems in optimizing services and operations
- Implemented lean manufacturing practice like 5S, Kaizen, 3M, Visual Controls, Model Machine, Quality Circle, Poke Yoke, Single Flow Manufacturing etc.
- Extensive experience in implementing quality standards and carrying out internal audits, vendor assessment, resolving customer complaints



Ram Karan Malik
(Chief Technical Officer)

- 25+ years of diversified experience at senior management level
- Experienced in establishing New Projects, Product Localization, Business Strategies, Client Management & Business Relations



Factors Driving Company's Growth



OUR VISION

Build entrepreneurial organizations, making difference to society through creation of value



OUR MISSION

To retain and reinforce our position as leading Indian manufacturer of automotive genuine spare parts, to meet aspirations of customers in domestic and export markets

CORE VALUES & BELIEFS



Non Violence



Learning & Inner Excellence



Humanity



Social Responsibility



Respect for Individual



Entrepreneurship



Teamwork & Relationship



Delivering Promise

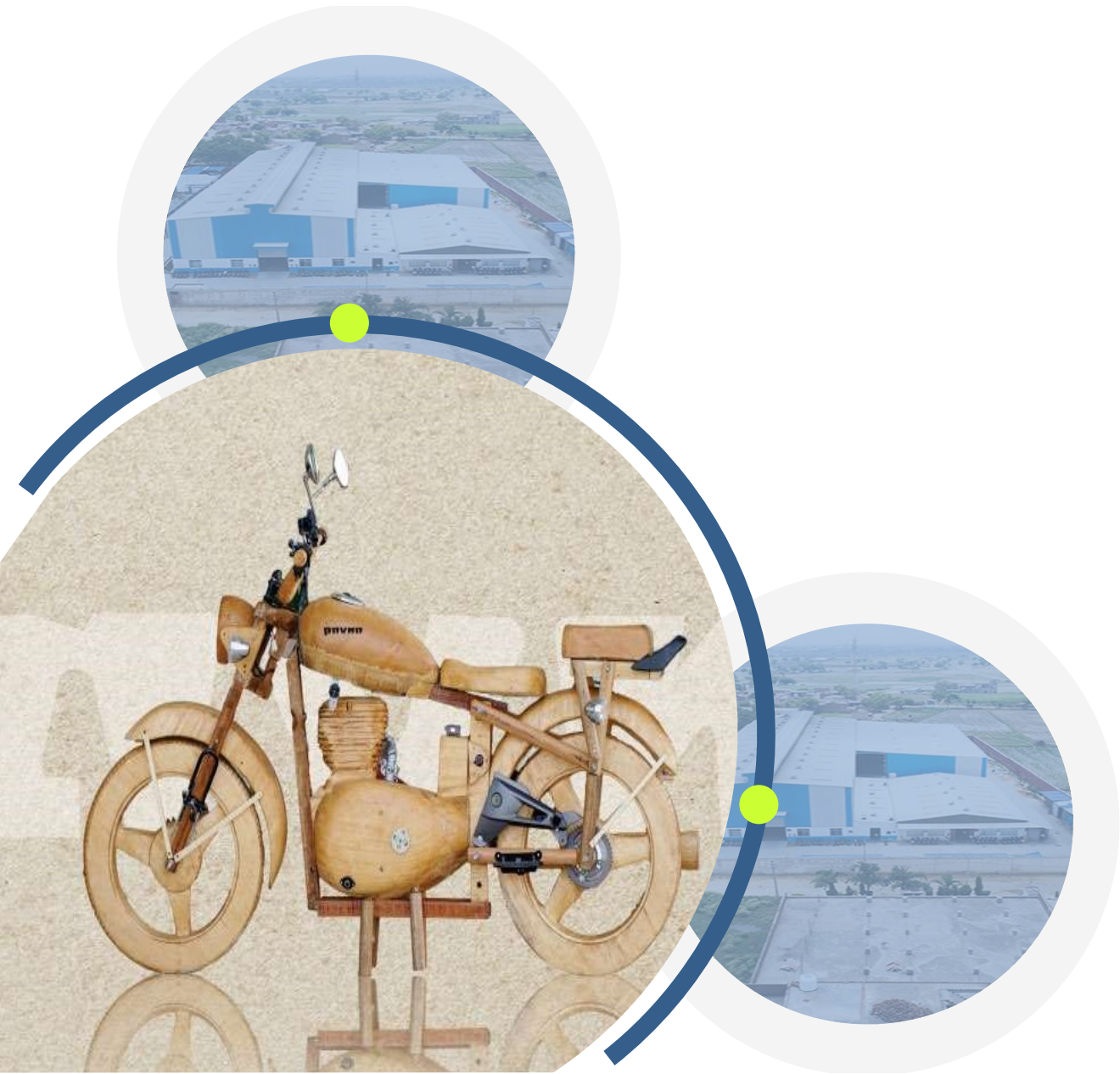


Key Strengths

Our success is attributed to teamwork, continuous R&D and commitment of every member of Company



-  Best 'Speed to Market' in Industry
-  Cost efficiency
-  Updated technology
-  Global scale of operations
-  Product range and expansion lend scalability to operations
-  Comprehensive CAD/CAM and product development capability
-  High Quality, motivated Human Resources



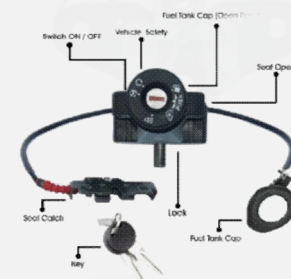
02 Business Overview





Diverse Product Offerings...

Steering cum Ignition Switches



For 2 Wheeler

For 3 Wheeler

For 4 Wheeler

Steering cum Ignition Switch assembly with Bracket

Penta Lock

Fuel Tank Caps



For 2 Wheeler

For 3 Wheeler

For LCV

For Tractor



...Diverse Product Offerings...

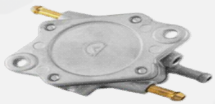
Fuel Cocks & Pumps



Manual Fuel Cock



Fuel Pump for 4 stroke



Fuel Pump for 2 stroke

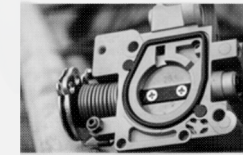


Auto/ Vacuum fuel cock

Engine Components



Carburetor



Throttle Body



Water Pump

Casting Components



Cover Megneto



Grab Handle



Coupling with Sprocket



Grab Handle (LH/RH)



Step Holder (LH/RH)



Clutch & Brake Lever with Bracket



Cover Rear



...Diverse Product Offerings...

Switches



12V Power Socket



Reverse Break for 3 Wheeler



Hazard Warning Switch for 4 Wheeler



Head Lamp Leveling Switch for 4 Wheeler



12V Power Socket



Handle Bar Switch for 3 Wheeler



USB Mobile Charger for 3 Wheeler



LH/RH Handle Bar Switch for 2 Wheeler

Handle and Latches



Outer Handle for LCV 4 Wheeler



Window Regulator Handle



For 2 Wheeler



Molded Handle



For 2 Wheeler



Front Rear Flap Latch



Back Door Latch



Iron Door Latch



...Diverse Product Offerings...

Automotive Electrical Products



Steering cum Ignition Lock Assembly

Ignition Switch

Handle Bar Switch LH & RH

Lever Assembly LH & RH

Side Stand Sensor

LCM Light Control

Magnet Holder

Termination Unit

Regulator Rectifier Unit

Accessories



Wheel Lock

Helmet Lock

Disc Brake Lock

Foot Rest

Cable Lock



...Diverse Product Offerings

New Arrivals



Headlights



Helmets



Mirrors



Horns



Clutch Plate



Control Cable



Brake Shoe



Blinkers



Wire Harness



Air Filters



State of Art Manufacturing Facilities

Total 9 units at 3 different locations:

- 6 units located at Aligarh
 - 2 manufacturing units and other units involved in assembly and marketing
- 2 units located at Aurangabad (Assembly Units)
- 1 unit located at Uttarakhand (Assembly Unit)

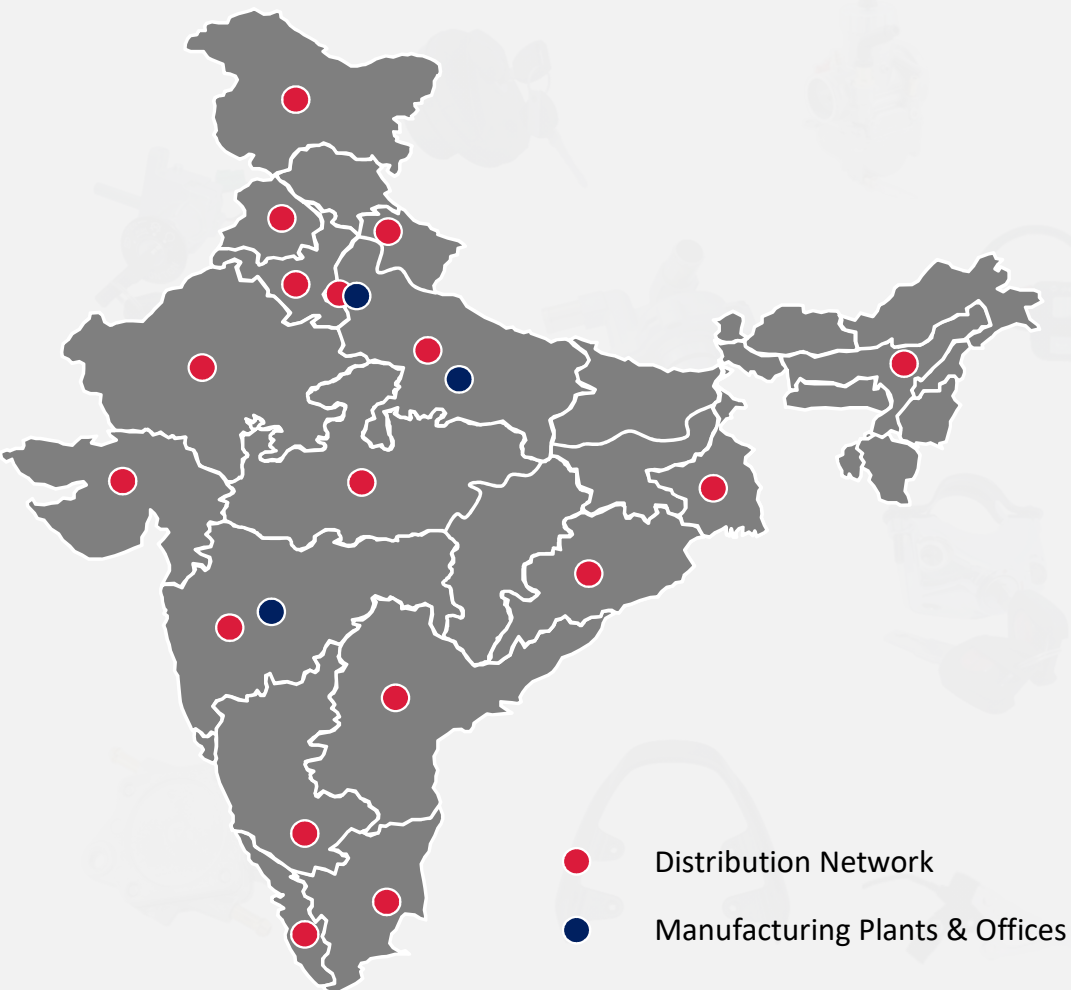
Total capacity:

- 50 lac locks p.a.
- 4,500 tons p.a.





Geographical Presence

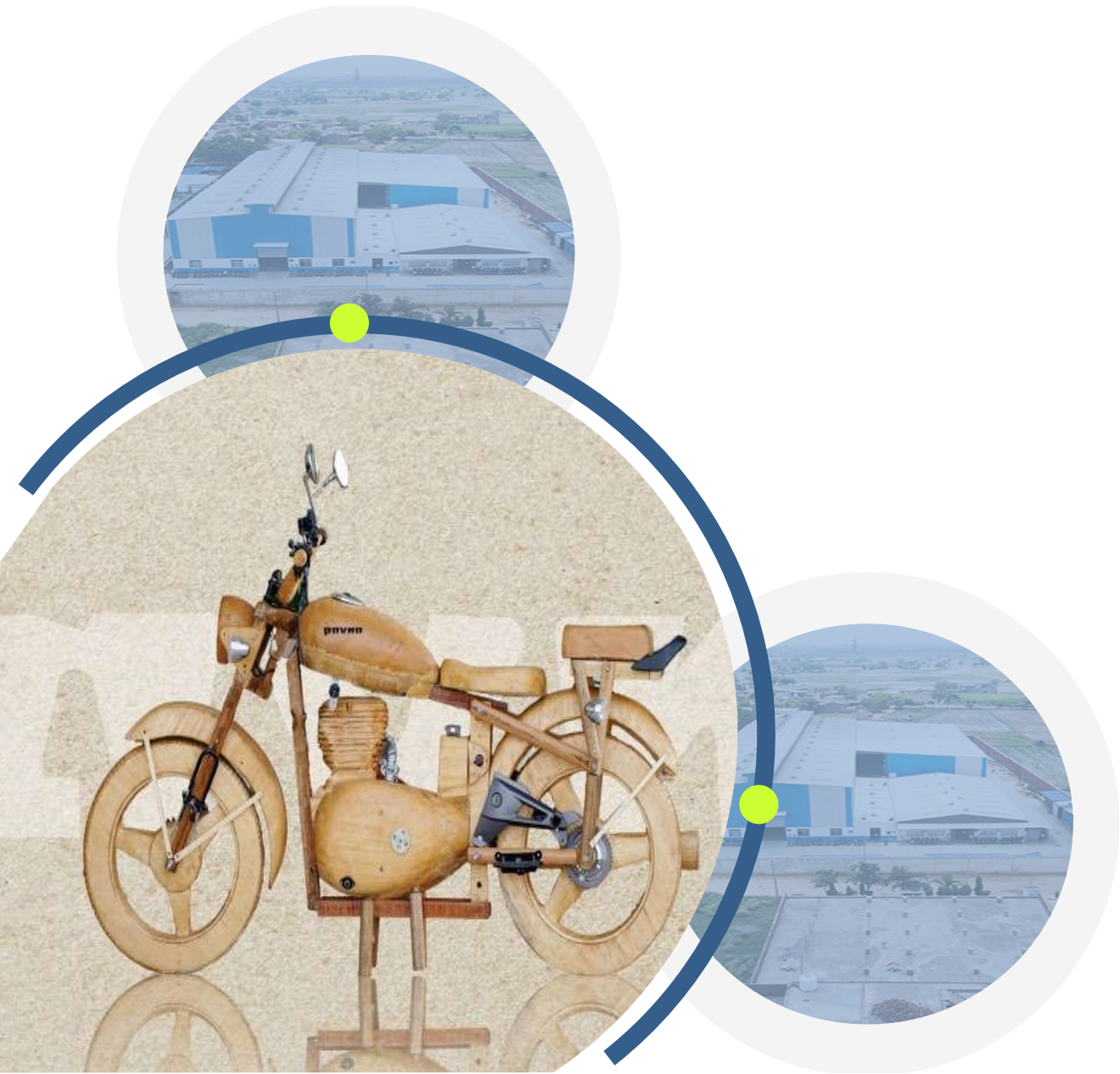


- Company has 9 facilities at 3 locations - Aligarh (Uttar Pradesh), Aurangabad (Maharashtra), & Pantnagar (Uttarakhand)
- Strategically located Distribution network in 17 states



Marquee Clients





03 Industry Overview





Industry Overview

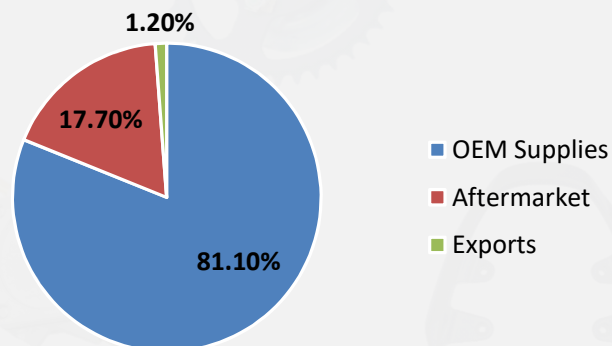
Domestic Market Potential (US\$ bn)



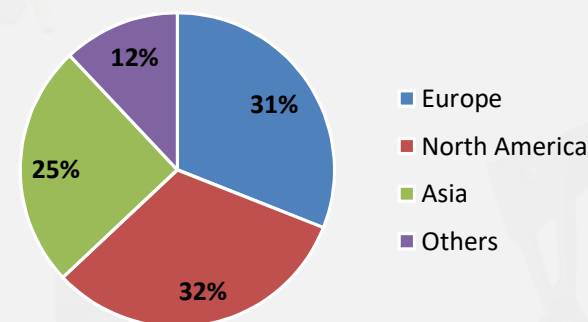
Export Market Potential (US\$ bn)



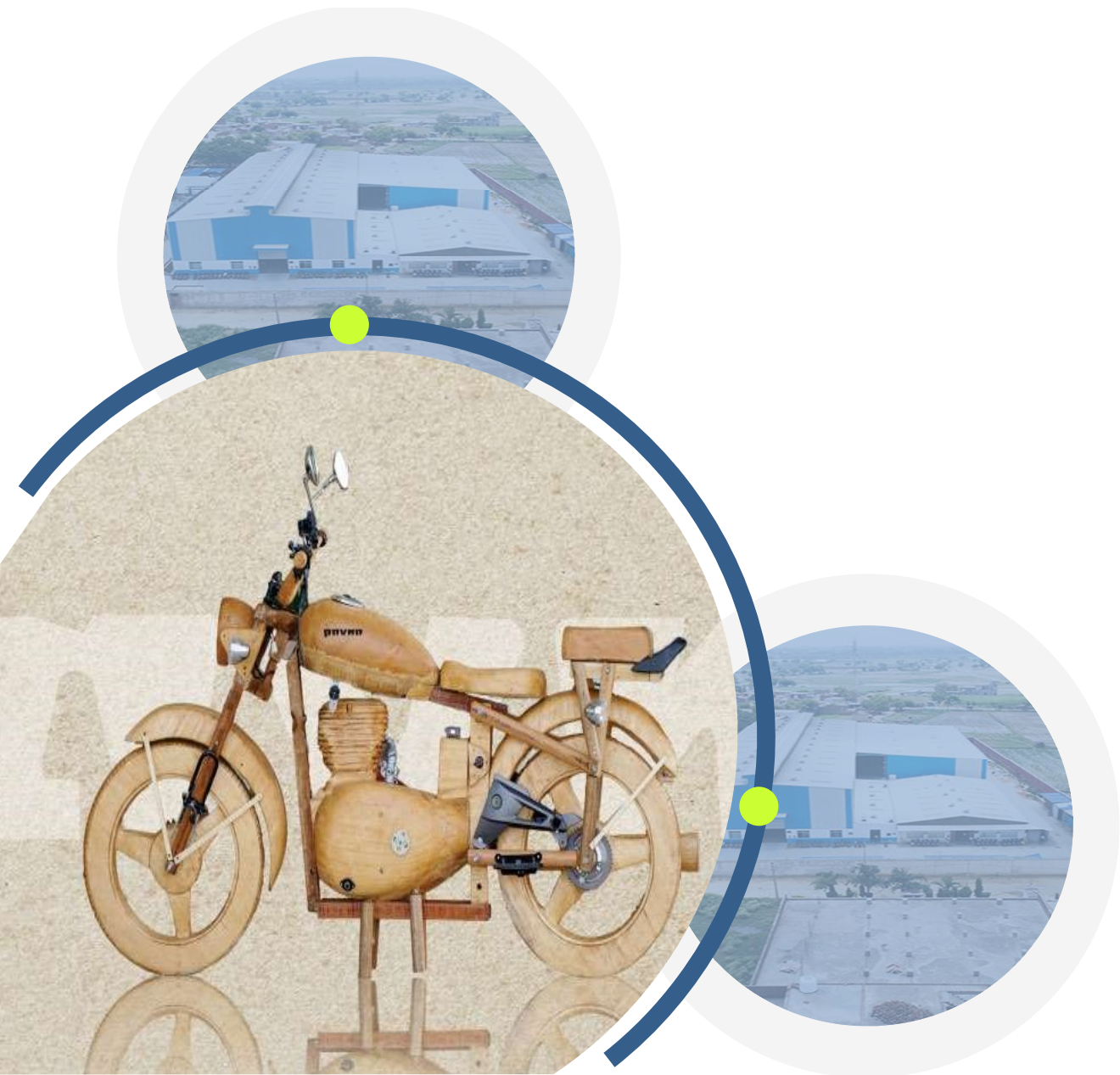
Share in Turnover of Auto Components Industry (FY22)



Share of Export by Geography (FY22)



Source: IBEF



04

Financial Highlights





Management Comment

Commenting on the result, **Mr. Swapnil Jain, Managing Director** said-

“While the reported revenue for this quarter declined by 6.10% as compared to the same period last year, it is important to understand the factors that have contributed to this change. In Q1 FY23, Pavana Goyam Auto Private Ltd. (PGAPL) was an integral part of Pavana Industries, contributing to the consolidated revenue for the entire quarter. However, as of 11th May, 2023, PGAPL is no longer our subsidiary and this transition has impacted our consolidated revenue.

In our continuous pursuit of operational excellence, we have undertaken several initiatives to optimize our resources effectively. By streamlining our human resources and fostering efficient utilization, we have effectively achieved a reduction in manpower. This operational efficiency has, in turn, contributed to an improved EBITDA margin by 479 bps on YoY basis.

I thank the entire team of ‘Pavana Industries Limited’ for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company along with their critical inputs has given us the determination and ambition to grow from strength to strength.”



Q1 FY24 Financial Highlights

Particulars (Rs. Cr.)	Q1 FY24	Q1 FY23	Y-o-Y (%)	Q4 FY23
Revenue from Operations	79.41	84.57		84.12
Other Operating Income	0.00	0.00		0.00
Total Income	79.41	84.57	(6.10%)	84.12
Total Raw Materials	52.32	55.09		48.04
Employee Cost	7.74	9.62		9.08
Other Expenses	11.01	15.02		13.92
Total Expenditure	71.06	79.74		71.05
EBITDA	8.35	4.84	72.62%	13.07
EBITDA Margin %	10.51%	5.72%	479 bps	15.54%
Other Income	2.45	0.55		0.95
Depreciation	2.86	2.81		3.36
Finance Cost	2.71	2.30		3.19
Extraordinary Items	0.00	0.00		0.00
Profit Before Tax	5.22	0.28	1770.06%	7.48
Tax	1.13	0.68		1.43
Profit After Tax	4.10	(0.40)	1123.54%	6.04
Other Comprehensive Income	0.02	0.08		0.09
Net Profit	4.12	(0.32)	1392.84%	6.13
Net Profit Margin	5.18%	(0.38%)	556 bps	7.29%



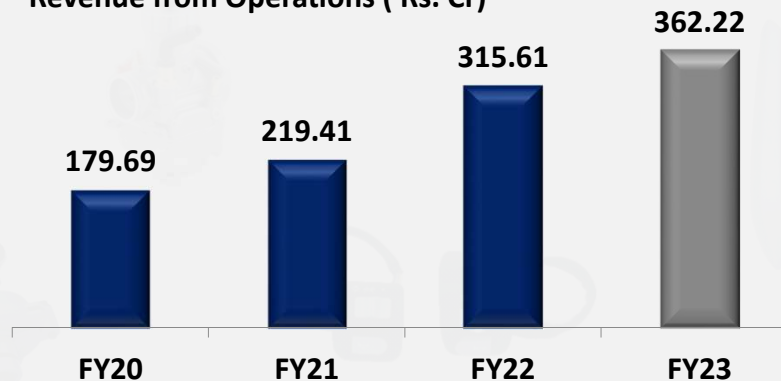
Annual Financial Highlights

Particulars (Rs. Cr.)	FY20	FY21	FY22	FY23
Revenue from Operations	179.69	219.41	315.61	362.22
Other Operating Income	0.00	0.00	0.00	0.00
Total Income	179.69	219.41	315.61	362.22
Total Raw Materials	106.36	138.77	201.84	231.87
Employee Cost	22.17	23.53	35.35	39.06
Other Expenses	32.60	37.24	48.74	58.45
Total Expenditure	161.13	199.54	285.93	329.38
EBITDA	18.57	19.87	29.69	32.84
EBITDA Margin %	10.33%	9.05%	9.41%	9.07%
Other Income	0.13	0.19	1.40	1.95
Depreciation	4.37	4.04	9.19	11.81
Finance Cost	3.81	5.37	9.21	10.87
Extraordinary Items	(1.37)	(0.06)	0.00	0.00
Profit Before Tax	9.16	10.59	12.68	12.11
Tax	2.85	3.38	3.53	3.47
Profit After Tax	6.31	7.21	9.15	8.64
Other Comprehensive Income	0.00	0.00	0.14	0.34
Net Profit attributable to Minority	2.05	0.98	0.00	0.00
Net Profit	4.26	6.23	9.30	8.97
Net Profit Margin	2.37%	2.84%	2.95%	2.48%

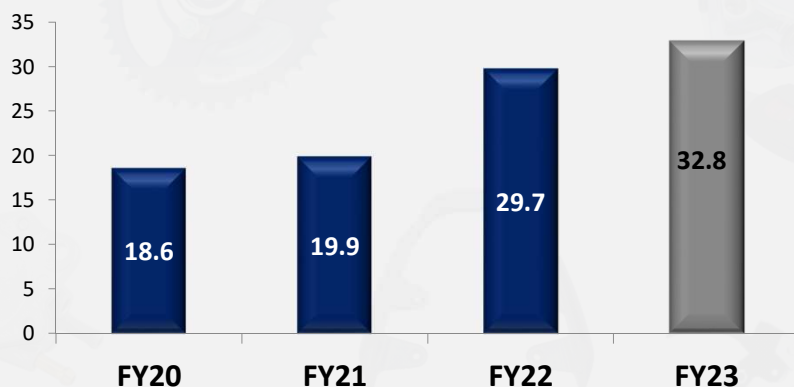


Financial Highlights

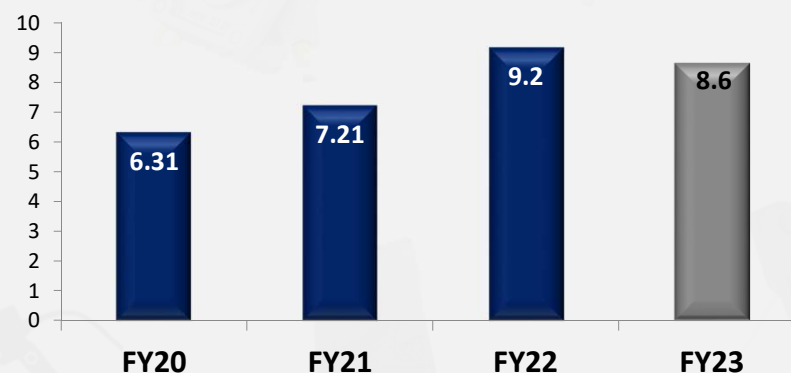
Revenue from Operations (Rs. Cr)



EBITDA (Rs. Cr)*



PAT (Rs. Cr)



*excluding other income



Balance Sheet as on 31st March'23

Particulars (Rs. Cr)	As on Mar'20	As on Mar'21	As on Mar'22	As on Mar'23
Shareholders Funds	26.78	47.90	54.27	61.67
Share Capital	2.59	6.09*	6.09	12.18**
Reserves & Surplus	24.18	41.81	48.18	49.48
Minority Interest	8.15	9.06	12.09	12.45
Non Current Liabilities	24.21	25.31	49.01	53.84
Long Term Borrowing	20.85	21.86	44.57	49.11
Lease Liabilities	0.00	0.00	2.04	1.76
Other Financial Liabilities	0.55	0.55	0.25	0.15
Long Term Provisions	2.55	1.77	2.20	2.31
Deferred Tax Liabilities (Net)	0.27	1.13	(0.05)	0.51
Current Liabilities	61.22	80.08	125.74	153.29
Short Term Borrowings	25.31	33.12	75.75	90.57
Lease Liabilities	0.00	0.00	0.39	0.29
Trade Payables	23.38	33.31	41.18	53.82
Total outstanding dues of micro enterprises and small enterprises	0.00	0.00	0.00	0.00
Total outstanding dues of creditors other than micro and small enterprises	0.00	0.00	41.18	53.82
Other Financial Liabilities	0.00	0.00	3.96	4.73
Other Current Liabilities	10.45	7.69	3.00	2.31
Income Tax Liabilities	0.00	0.00	0.04	0.05
Short Term Provisions	2.08	5.96	1.41	1.53
Total Equity & Liabilities	120.36	162.35	241.10	281.23

Particulars (Rs. Cr)	As on Mar'20	As on Mar'21	As on Mar'22	As on Mar'23
Non Current Assets	53.32	64.55	87.90	100.35
PPE	0.00	0.00	74.24	85.94
Intangible Work in Progress	44.99	52.36	0.25	1.04
Right of Use Assets	0.25	0.25	2.31	1.85
Investments	8.06	11.88	8.57	9.36
Other Non Current Assets	0.02	0.07	2.53	2.16
Current Assets	67.03	97.80	153.20	180.88
Inventories	27.89	46.35	91.81	106.35
Financial Assets	29.59	38.46	0.00	0.00
Trade Receivables	1.46	0.64	50.12	53.45
Cash & Cash Equivalents	6.96	11.42	0.45	0.43
Other Bank Balances	0.00	0.00	0.28	0.05
Short term Loans & Advances	0.00	0.00	0.00	2.50
Others	0.00	0.00	0.18	0.17
Income Tax Assets (net)	0.00	0.00	0.77	0.68
Other Current Assets	1.13	0.93	9.59	17.26
Total Assets	120.36	162.35	241.10	281.23

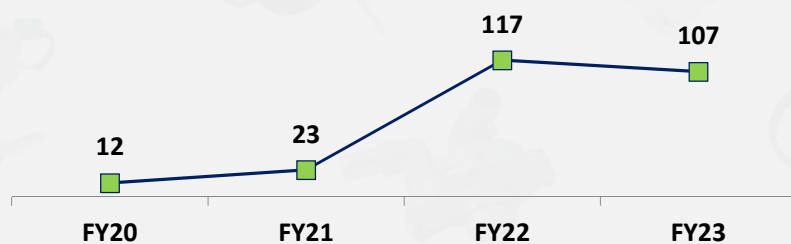
*Company raised Rs.29.70 cr. via IPO of 18,00,000 equity shares of face value of Rs. 10 each in March 2021

**Issue of Bonus Shares in the ratio of 1:1, as on September 2022

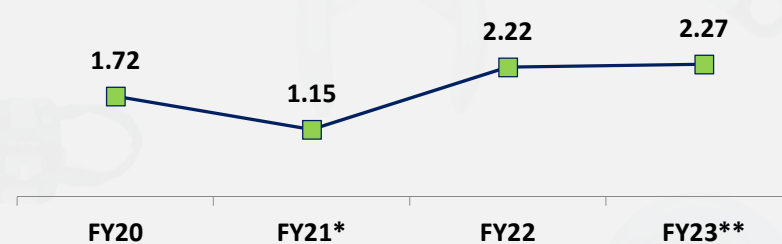


Balance Sheet Ratios

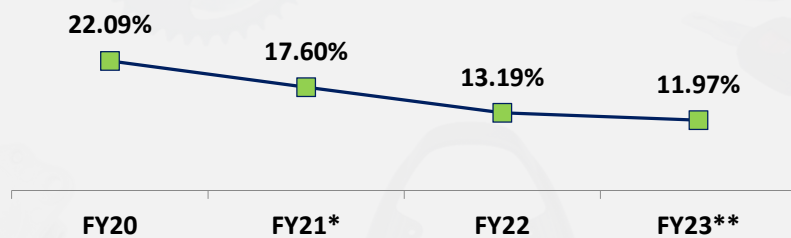
Working Capital Days



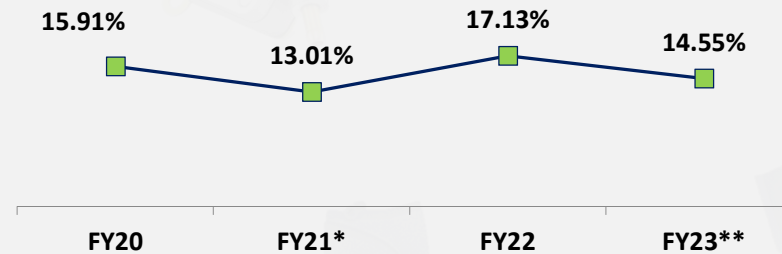
Debt to Equity



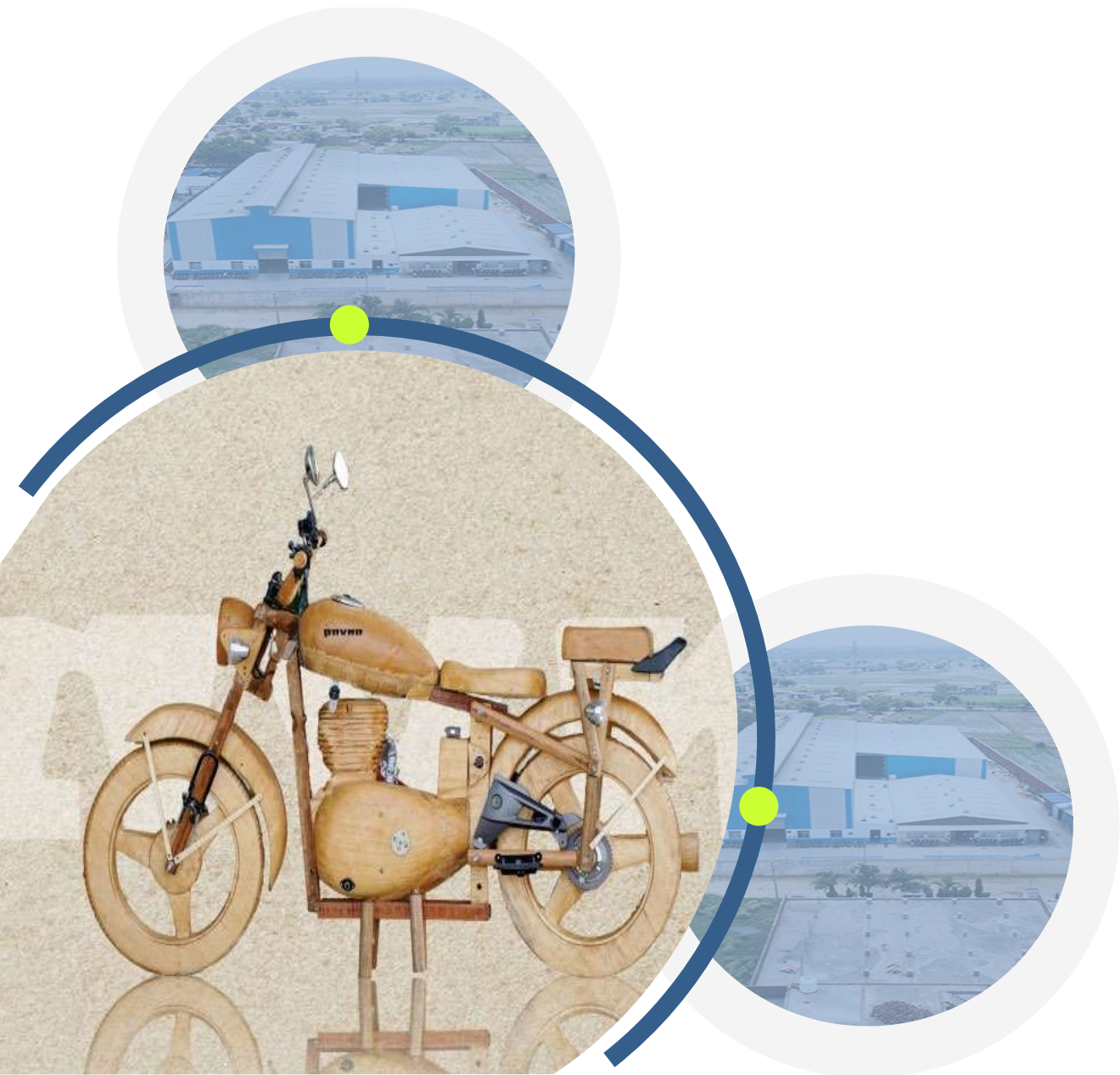
RoCE



RoE



RoCE = EBIT/(Shareholders Fund + Total Debt- Non Current Investments); RoE = Net Profit/Net Worth
*Company raised Rs.29.70 cr. via IPO of 18,00,000 equity shares of face value of Rs. 10 each in March 2021
**Issue of Bonus Shares in the ratio of 1:1, as on September 2022



05
Way Ahead





Way Forward

Key Focus Areas

- Improve operational efficiencies
- Margin expansion
- Gain in Market Share

New Product Development

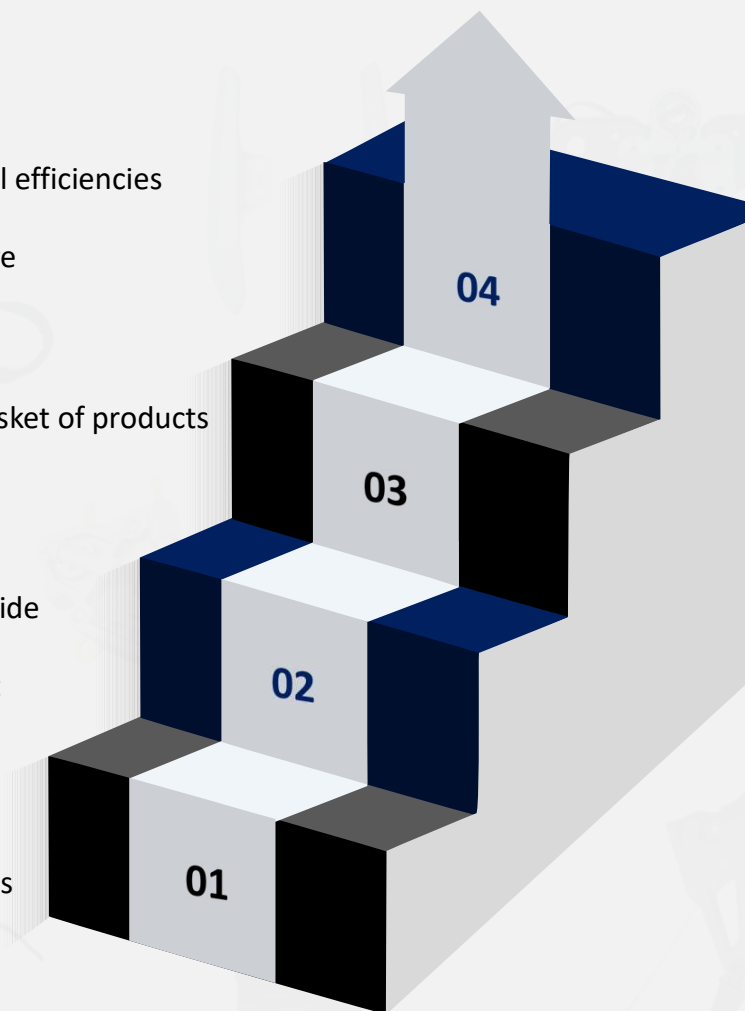
- Continued focus to keep adding new products in basket of products
- Developing Value Added products

Export Opportunities

- Fully equipped manufacturing facilities of global standards – to provide opportunity to global OEMs
- Incremental Capex, partially, to be dedicated towards export market

Geographical Diversification

- Expand in Geographically strategic locations of India
- Continue to focus on export opportunities and increase export contribution in revenues



Thank You



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