

August 22, 2023

<b>BSE Limited,</b> New Trading Ring, Rotunda Building, P.J. Towers, Dalal Street, MUMBAI-400001 <b>Scrip Code: 543915</b>	<b>The National Stock Exchange of India Limited</b> 'Exchange Plaza' C-1, Block G, Bandra Kurla Complex, Bandra (E), MUMBAI- 400 051 <b>NSE Symbol: PAVNAIND</b>
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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 30<sup>th</sup> June, 2023.

You are requested to take the above on record.

Thanking You,

**FOR PAVNA INDUSTRIES LIMITED**

**charu singh**



Digitally signed by charu singh  
 DN: c=IN, st=Uttar Pradesh,  
 2.5.4.20=c7808436242694ea598ebad8fcd6e58f49c9a80ad9244  
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 Date: 2023.08.22 16:50:15 +05'30'

**CHARU SINGH**  
**COMPANY SECRETARY & COMPLIANCE OFFICER**

Encl: As above



# Pavna Industries Limited

Investor Presentation  
Q1 FY24







## Disclaimer

This presentation has been prepared by Pavna Industries Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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



**पवन**

Since 1971

Spare Parts  
Industry

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## 02 Business Overview

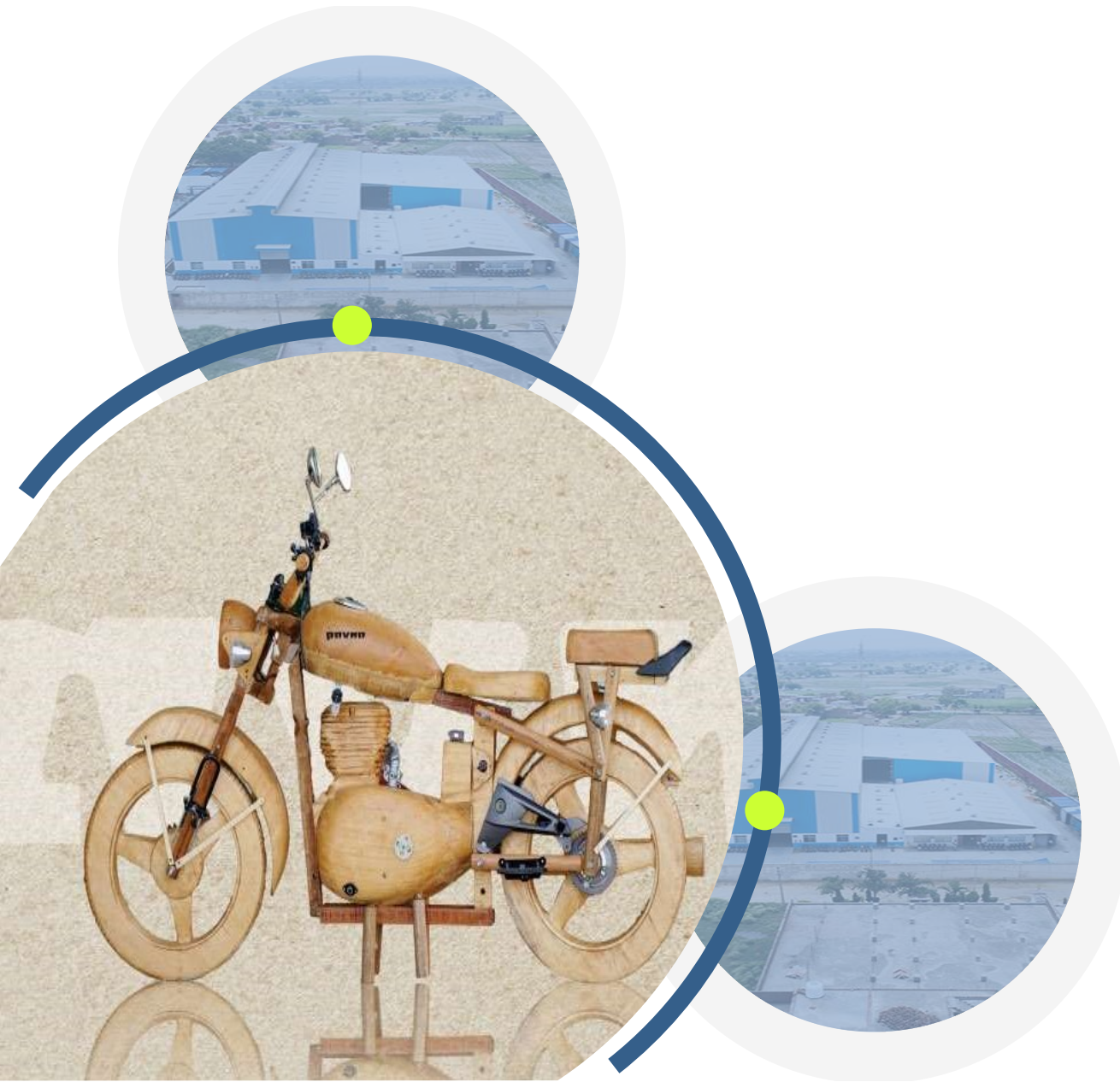
## 03 Industry Overview

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## 05 Way Ahead



4 Wheeler Parts



# 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)

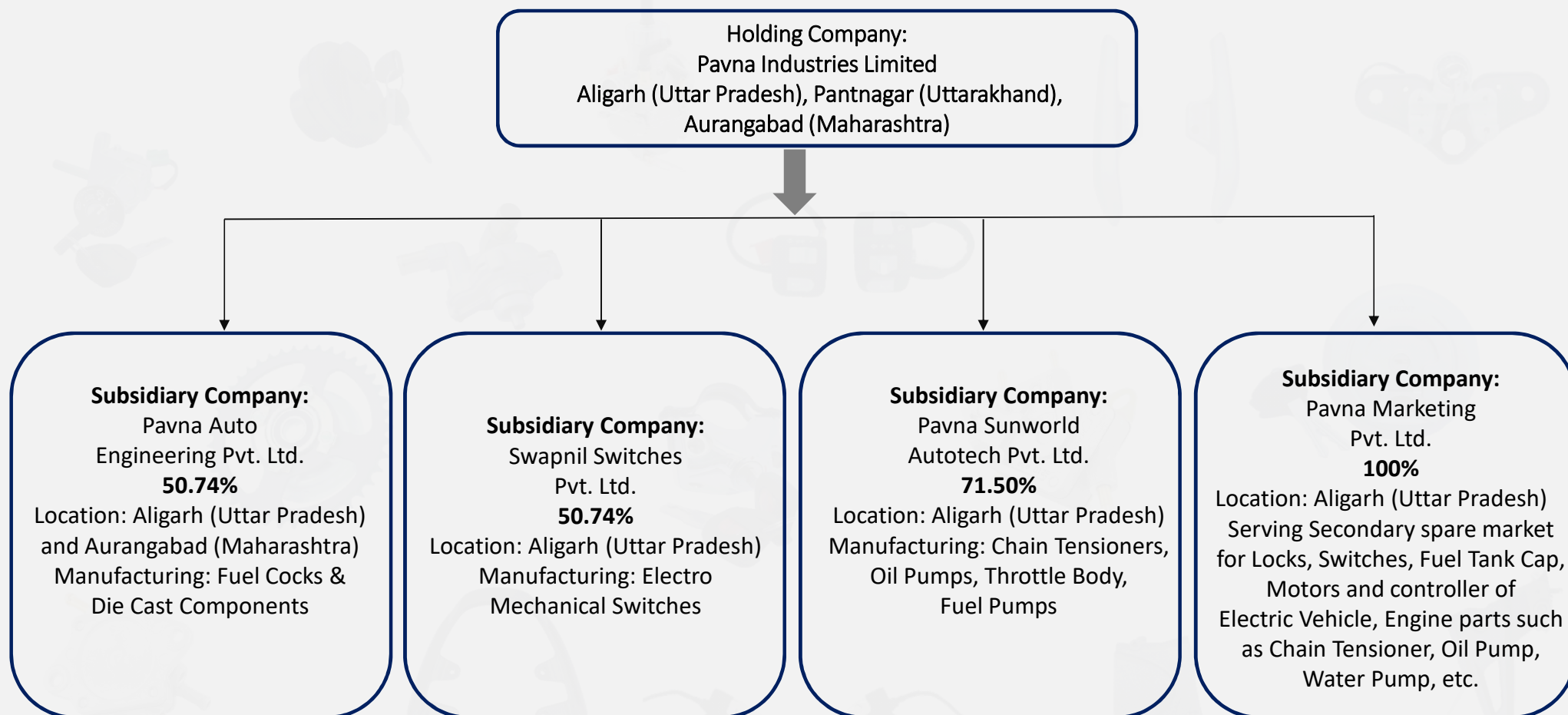
### Domestic and Export presence

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





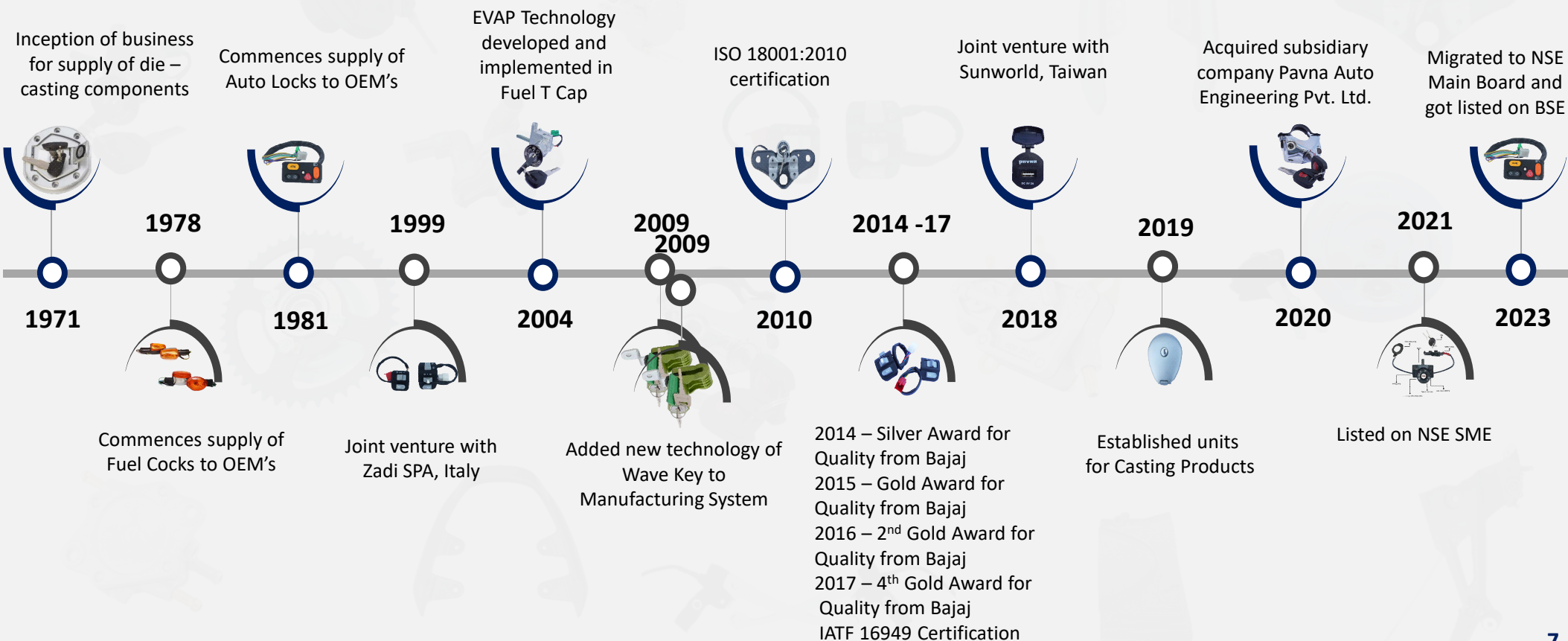
## Company Structure







## 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

**pravin**  
GROUP OF INDUSTRIES



### 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



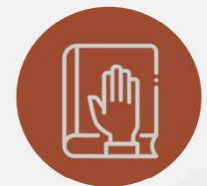
Respect for Individual



Entrepreneurship



Teamwork & Relationship



Delivering Promise



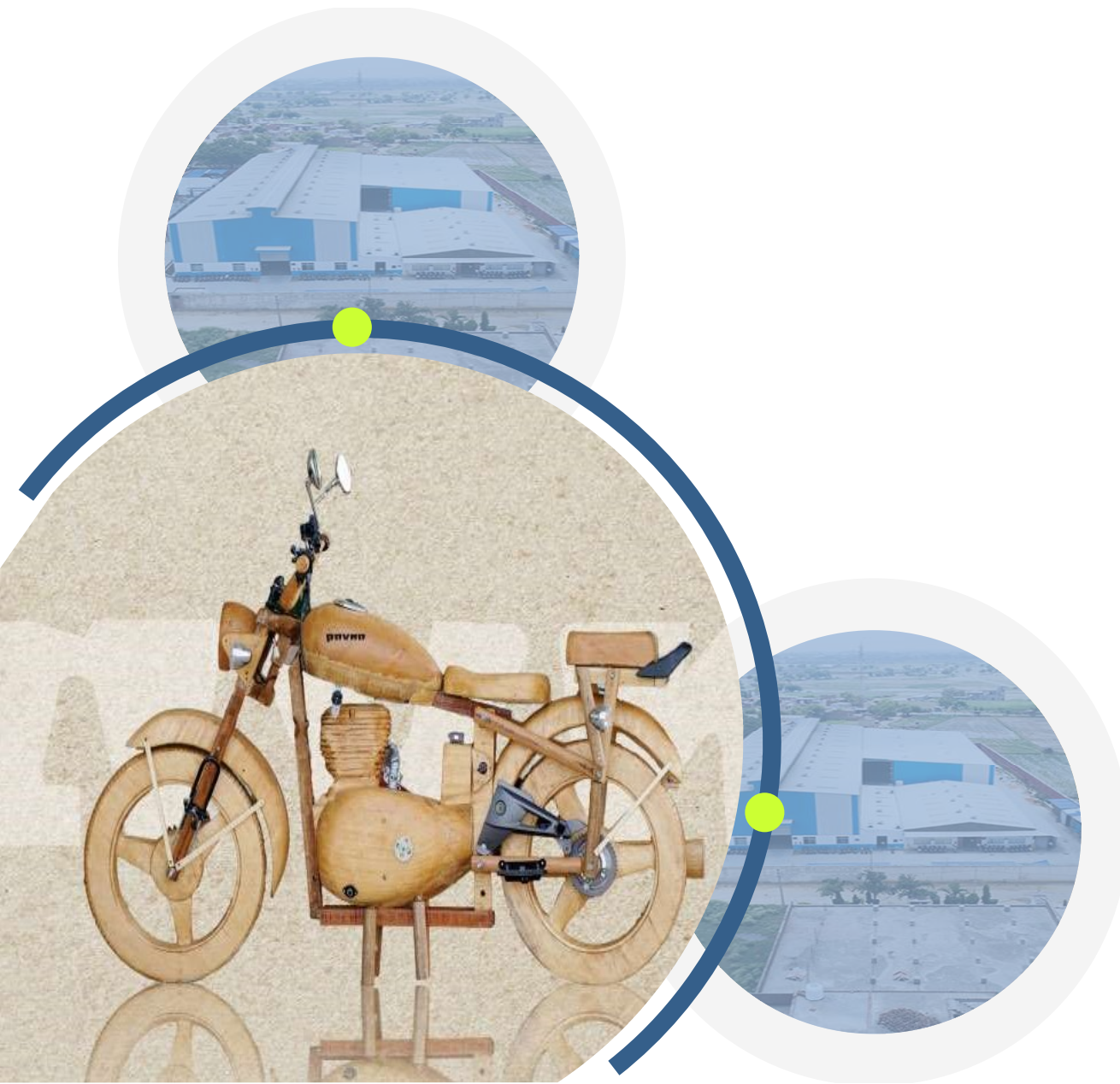
## Key Strengths



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





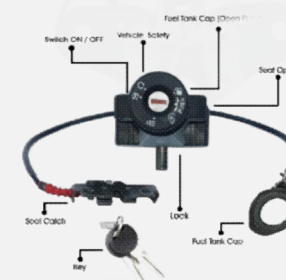
## 02 Business Overview





## 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...

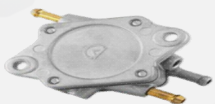
### Fuel Cocks & Pumps



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)

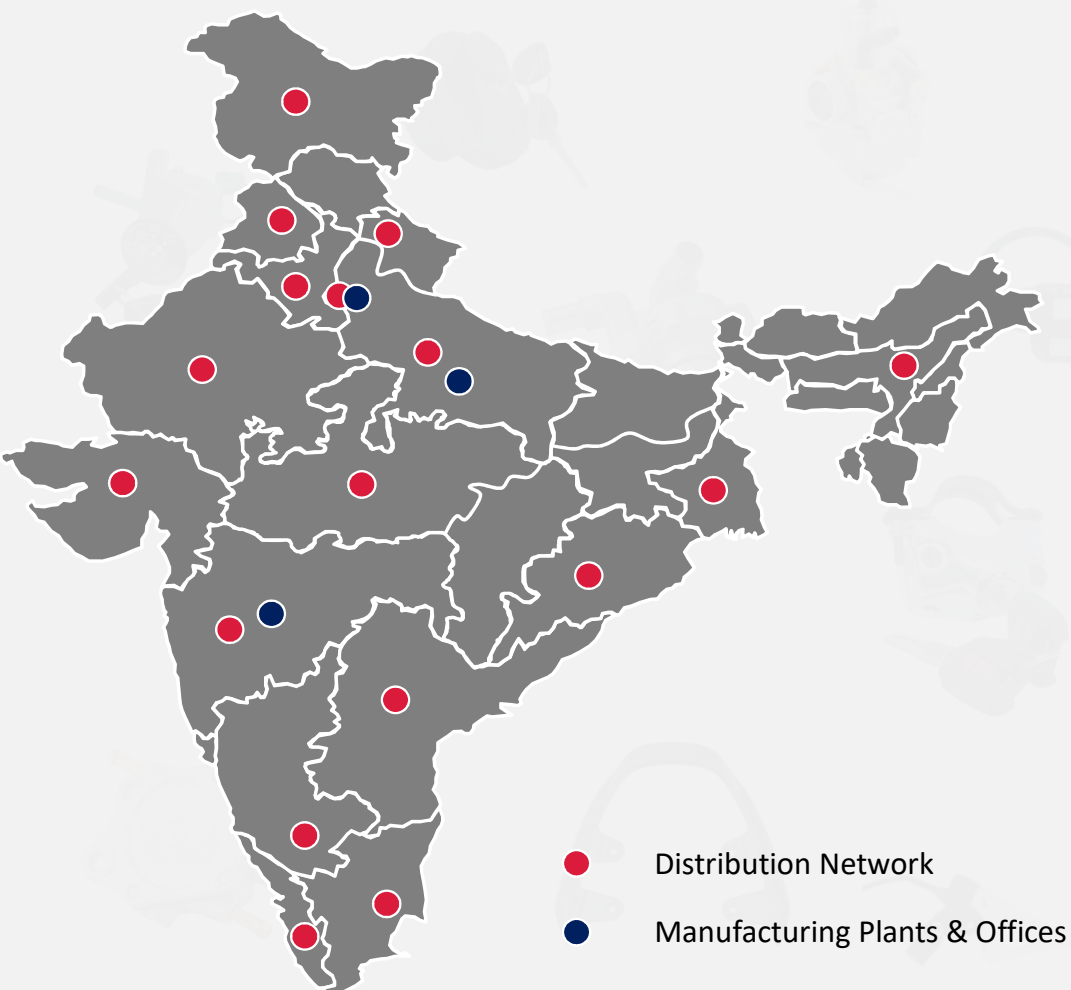
### Total capacity:

- 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



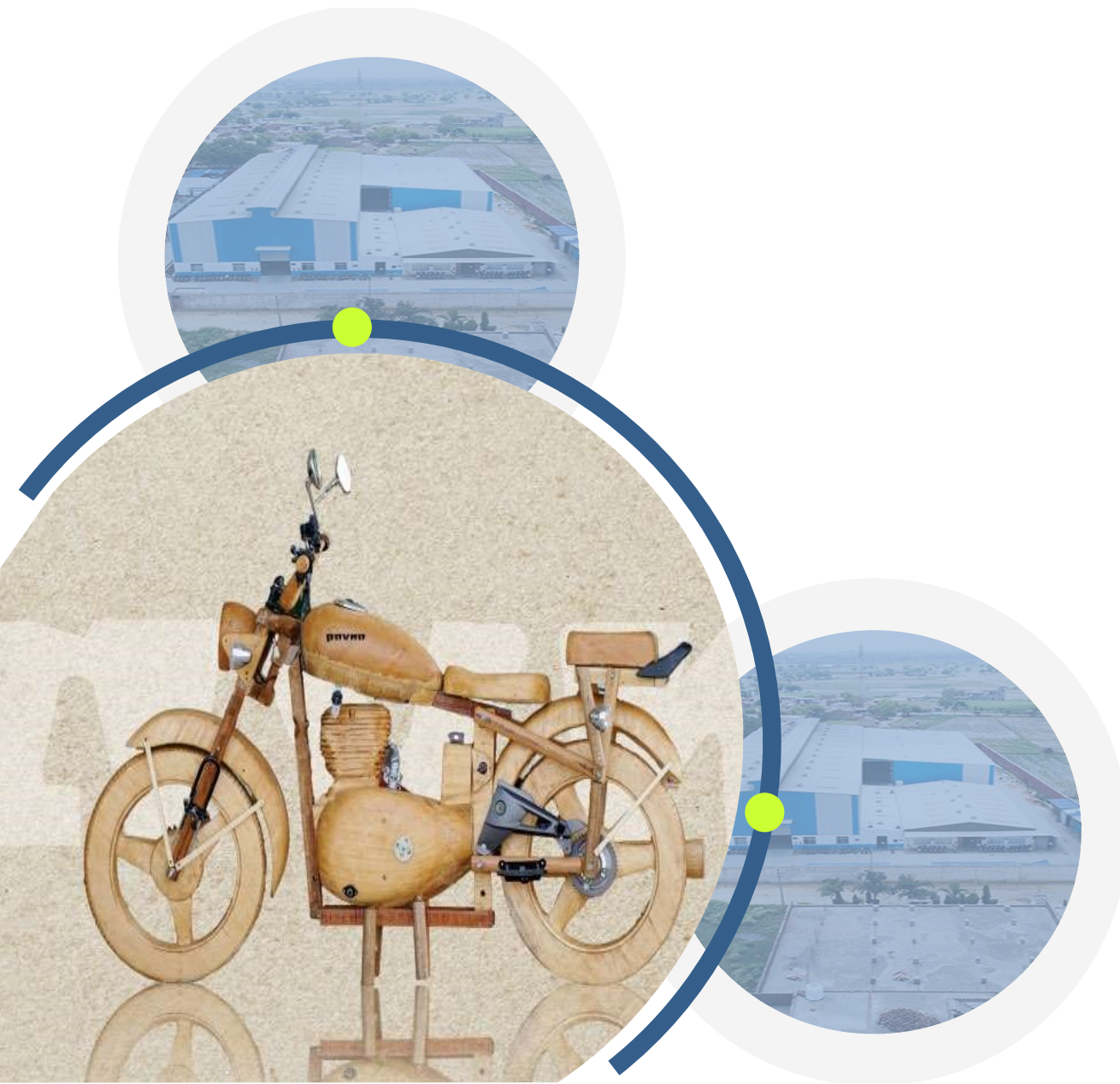
## Marquee Clients

**pavna**  
GROUP OF INDUSTRIES



SCOOTERS INDIA LIMITED





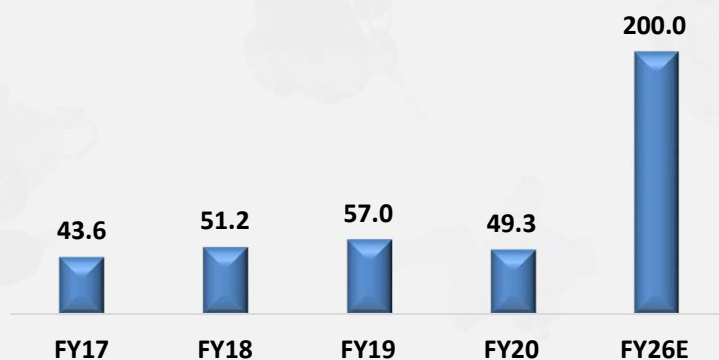
## 03 Industry Overview





## Industry Overview

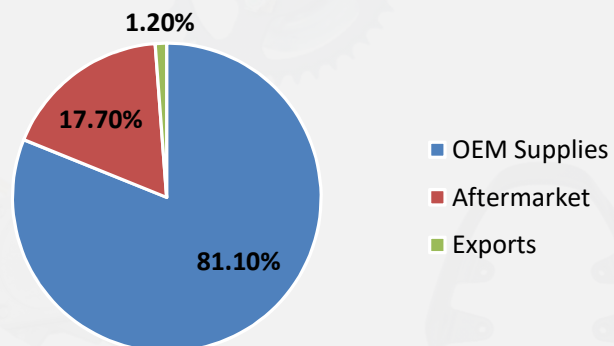
Domestic Market Potential (US\$ bn)



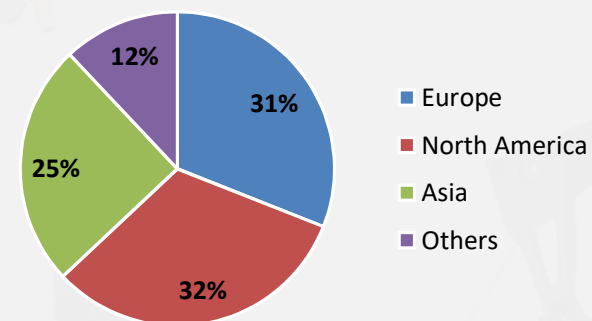
Export Market Potential (US\$ bn)



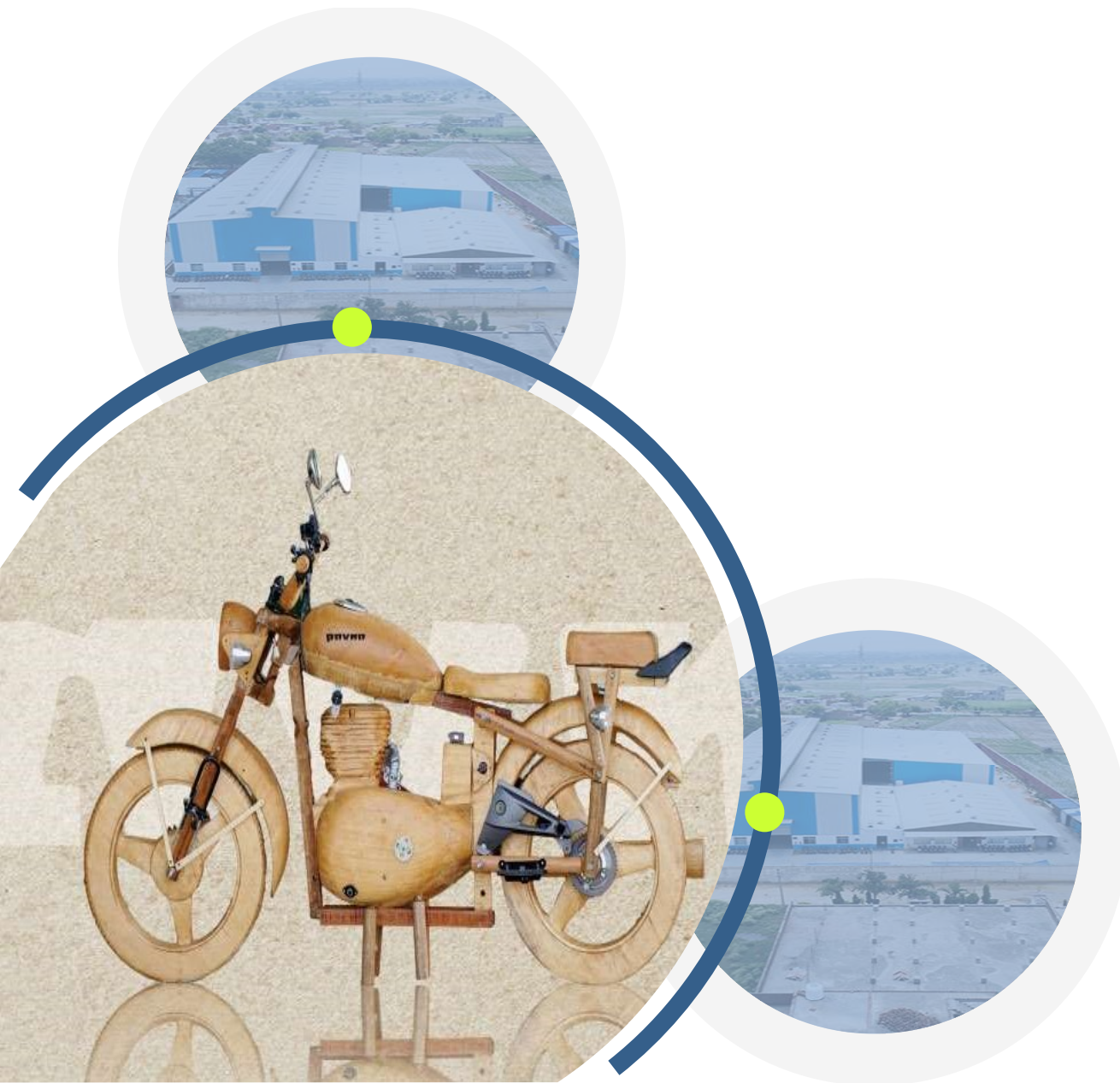
Share in Turnover of Auto Components Industry (FY22)



Share of Export by Geography (FY22)







# 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, Pavna Goyam Auto Private Ltd. (PGAPL) was an integral part of Pavna 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 ‘Pavna 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
<b>Revenue from Operations</b>	79.41	84.57		84.12
Other Operating Income	0.00	0.00		0.00
<b>Total Income</b>	<b>79.41</b>	<b>84.57</b>	<b>(6.10%)</b>	<b>84.12</b>
<b>Total Raw Materials</b>	<b>52.32</b>	<b>55.09</b>		<b>48.04</b>
Employee Cost	7.74	9.62		9.08
Other Expenses	11.01	15.02		13.92
<b>Total Expenditure</b>	<b>71.06</b>	<b>79.74</b>		<b>71.05</b>
<b>EBITDA</b>	<b>8.35</b>	<b>4.84</b>	<b>72.62%</b>	<b>13.07</b>
<b>EBITDA Margin %</b>	<b>10.51%</b>	<b>5.72%</b>	<b>479 bps</b>	<b>15.54%</b>
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
<b>Profit Before Tax</b>	<b>5.22</b>	<b>0.28</b>	<b>1770.06%</b>	<b>7.48</b>
Tax	1.13	0.68		1.43
<b>Profit After Tax</b>	<b>4.10</b>	<b>(0.40)</b>	<b>1123.54%</b>	<b>6.04</b>
Other Comprehensive Income	0.02	0.08		0.09
<b>Net Profit</b>	<b>4.12</b>	<b>(0.32)</b>	<b>1392.84%</b>	<b>6.13</b>
<b>Net Profit Margin</b>	<b>5.18%</b>	<b>(0.38%)</b>	<b>556 bps</b>	<b>7.29%</b>



## Annual Financial Highlights

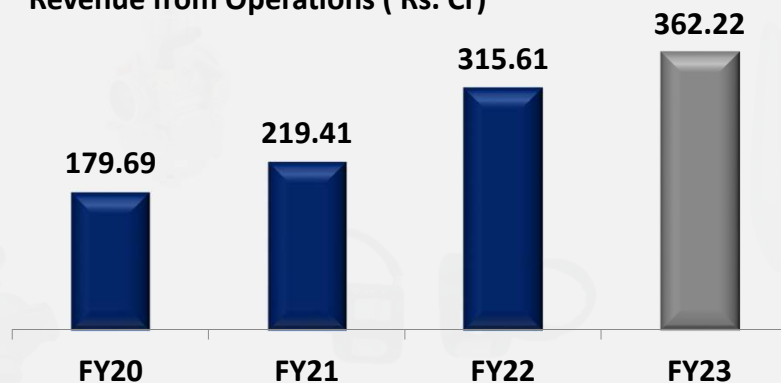
Particulars (Rs. Cr.)	FY20	FY21	FY22	FY23
<b>Revenue from Operations</b>	179.69	219.41	315.61	362.22
Other Operating Income	0.00	0.00	0.00	0.00
<b>Total Income</b>	<b>179.69</b>	<b>219.41</b>	<b>315.61</b>	<b>362.22</b>
<b>Total Raw Materials</b>	<b>106.36</b>	<b>138.77</b>	<b>201.84</b>	<b>231.87</b>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



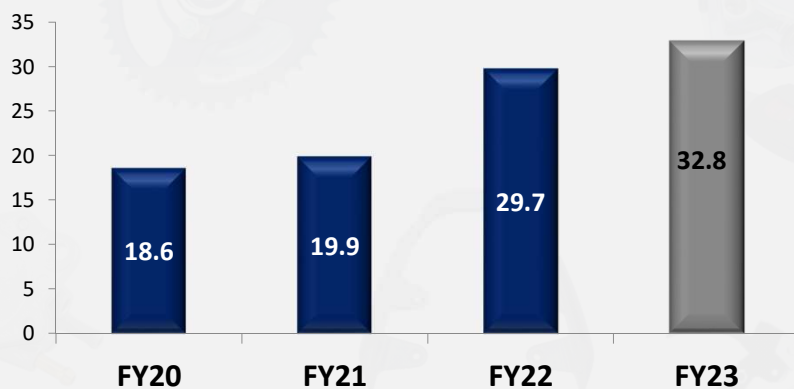


## Financial Highlights

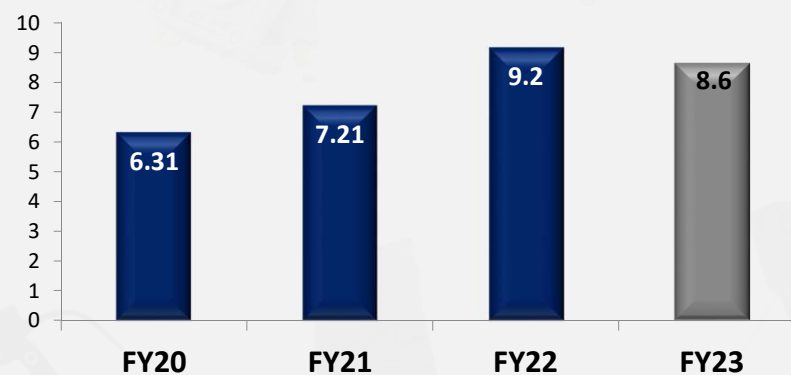
Revenue from Operations ( Rs. Cr)



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
<b>Shareholders Funds</b>	<b>26.78</b>	<b>47.90</b>	<b>54.27</b>	<b>61.67</b>
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
<b>Non Current Liabilities</b>	<b>24.21</b>	<b>25.31</b>	<b>49.01</b>	<b>53.84</b>
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
<b>Current Liabilities</b>	<b>61.22</b>	<b>80.08</b>	<b>125.74</b>	<b>153.29</b>
Short Term Borrowings	25.31	33.12	75.75	90.57
Lease Liabilities	0.00	0.00	0.39	0.29
Trade Payables	<b>23.38</b>	<b>33.31</b>	<b>41.18</b>	<b>53.82</b>
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
<b>Total Equity &amp; Liabilities</b>	<b>120.36</b>	<b>162.35</b>	<b>241.10</b>	<b>281.23</b>

Particulars (Rs. Cr)	As on Mar'20	As on Mar'21	As on Mar'22	As on Mar'23
<b>Non Current Assets</b>	<b>53.32</b>	<b>64.55</b>	<b>87.90</b>	<b>100.35</b>
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
<b>Current Assets</b>	<b>67.03</b>	<b>97.80</b>	<b>153.20</b>	<b>180.88</b>
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
<b>Total Assets</b>	<b>120.36</b>	<b>162.35</b>	<b>241.10</b>	<b>281.23</b>

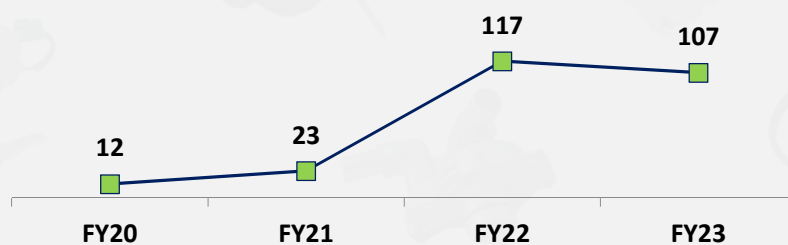
\*Company raised Rs.29.70 cr. via IPO of 18,00,000 equity shares of face value of Rs. 10 each in March 2021

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

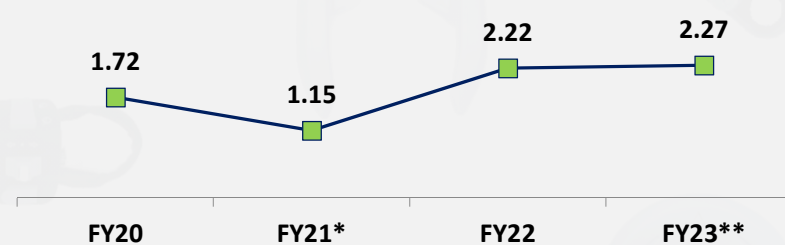


## Balance Sheet Ratios

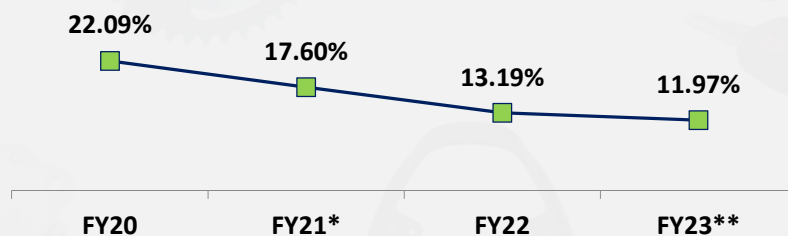
Working Capital Days



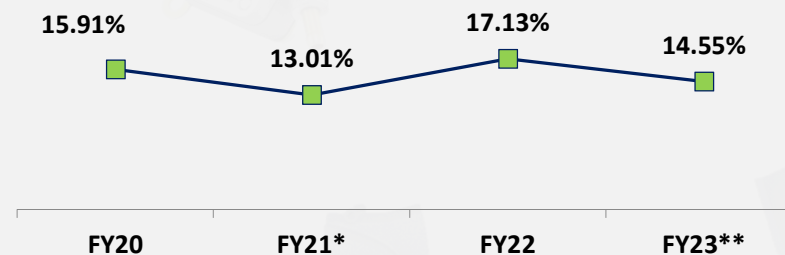
Debt to Equity



RoCE



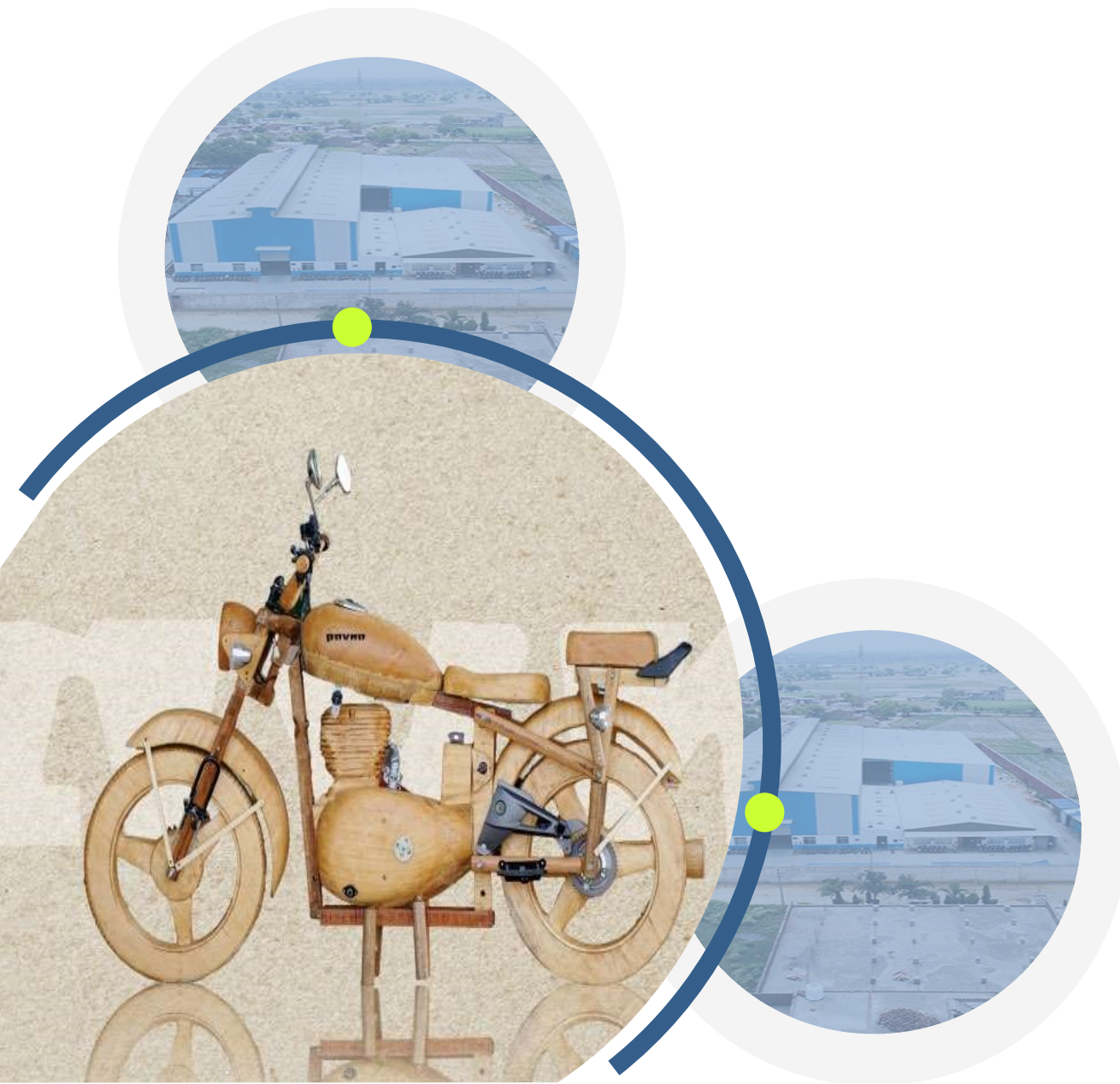
RoE



$RoCE = EBIT / (Shareholders\ Fund + Total\ Debt - Non\ Current\ Investments)$ ;  $RoE = Net\ Profit / Net\ Worth$

\*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

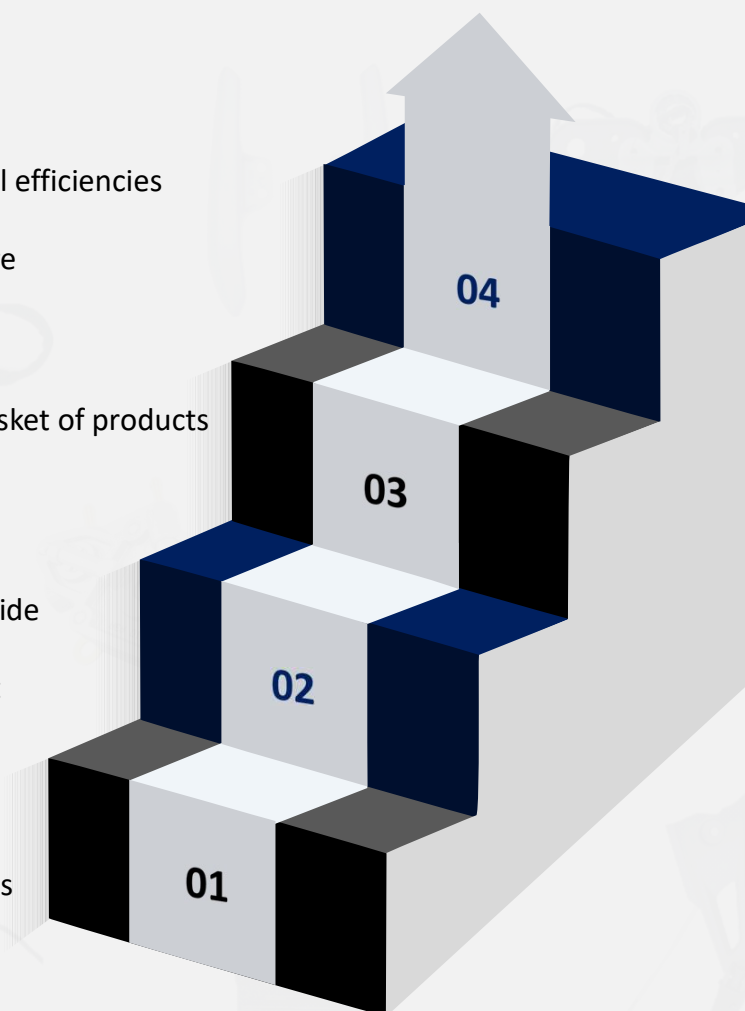
- Continued focus to keep adding new products in basket of products
- Developing Value Added products

## 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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**Company :**

**Pavna Industries Limited.**

Ms. Mugdha Buchake

[finance@pavnagroup.com](mailto:finance@pavnagroup.com)

[www.pavna.in](http://www.pavna.in)

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**Investor Relations Advisors :**

**Adfactors PR Pvt. Ltd.**

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