



Pavna Industries Limited

Result Update Presentation
Q2 & H1 FY24





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

Global Technical Alliances



CONTENTS



4 Wheeler Parts

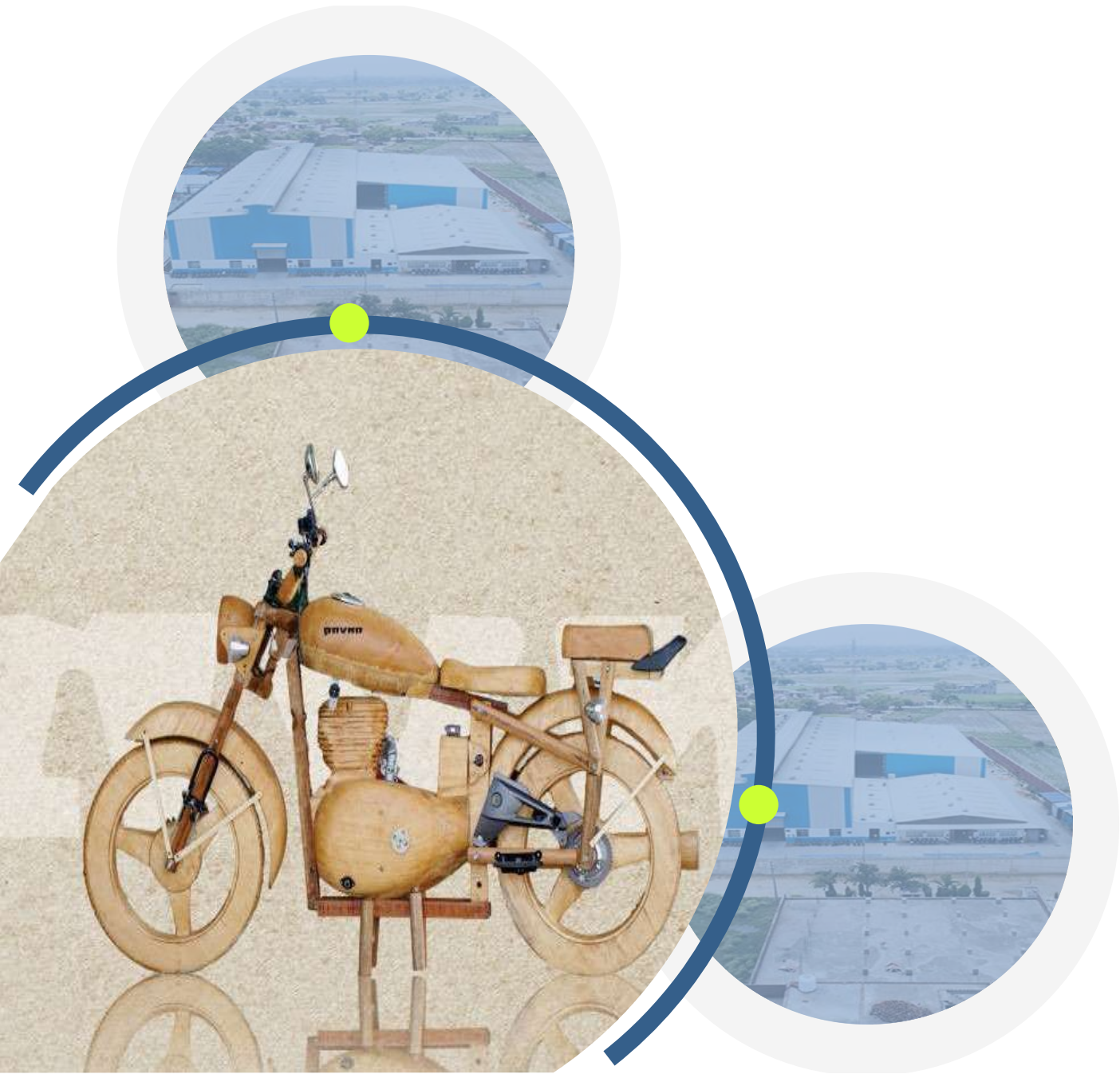
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01 Financial Highlights



Management Comment

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

“For this quarter, quarterly financial analysis has been made on a sequential basis and not on year on year due to a major change in our corporate structure. In Q2 FY23, Pavna Goyam Auto Private Ltd. (PGAPL) played a vital role as an integral part of Pavna Industries, contributing to the consolidated revenue throughout the quarter. However, effective May 11, 2023, PGAPL ceased to be our subsidiary, resulting in a notable impact on our consolidated revenue.

Revenue from operations and EBITDA for the quarter Q2 FY24 stood at Rs. 76.16 crores and Rs. 8.68 crores respectively. There is marginal increase in EBITDA by 4.03% as per the previous quarter Q1 FY24 which is mainly due to better raw materials pricing as well as higher operational efficiencies.

As per our forward-looking strategy, we are actively recruiting skilled professionals in technical and administrative roles within Research and Marketing. This strategic move is pivotal in our commitment to competitiveness and client retention, thereby fostering revenue growth.

I express my gratitude to the entire Pavna Industries Limited team for their unwavering dedication, hard work, and sincerity. Additionally, heartfelt gratitude to our valued shareholders for their continuous support, faith, and insightful inputs. With this collective determination, we aim to propel the company from strength to strength.”



Q2 FY24 Financial Highlights

Particulars (Rs. Cr.)	Q2 FY24	Q2 FY23	Y-o-Y (%)	Q1 FY24	Q-o-Q (%)
Revenue from Operations	76.16	104.20		79.41	
Other Operating Income	0.00	0.00		0.00	
Total Income	76.16	104.20	(26.91%)	79.41	(4.09%)
Total Raw Materials	47.68	69.75		52.32	
Employee Cost	8.60	10.95		7.74	
Other Expenses	11.20	16.41		11.01	
Total Expenditure	67.48	97.10		71.06	
EBITDA	8.68	7.09	22.46%	8.35	4.03%
EBITDA Margin %	11.40%	6.80%	460 bps	10.51%	89 bps
Other Income	0.23	0.32		2.45	
Depreciation	2.35	2.89		2.86	
Finance Cost	2.73	2.61		2.71	
Extraordinary Items	0.00	0.00		0.00	
Profit Before Tax	3.83	1.91	100.70%	5.22	(26.62%)
Tax	1.08	0.46		1.13	
PAT	2.75	1.45	89.97%	4.10	(32.74%)
PAT Margin	3.62%	1.39%	223 bps	5.16%	(154 bps)



Half Yearly Financial Highlights

Particulars (Rs. Cr.)	H1 FY24	H1 FY23	Y-o-Y (%)
Revenue from Operations	155.57	188.77	
Other Operating Income	0.00	0.00	
Total Income	155.57	188.77	(17.59%)
Total Raw Materials	99.99	124.84	
Employee Cost	16.34	20.57	
Other Expenses	22.21	31.44	
Total Expenditure	138.54	176.84	
EBITDA	17.03	11.93	42.80%
EBITDA Margin %	10.95%	6.32%	463 bps
Other Income	2.67	0.87	
Depreciation	5.21	5.70	
Finance Cost	5.44	4.91	
Extraordinary Items	0.00	0.00	
Profit Before Tax	9.05	2.19	313.70%
Tax	2.20	1.14	
PAT	6.85	1.05	552.50%
PAT Margin	4.40%	0.56%	384 bps

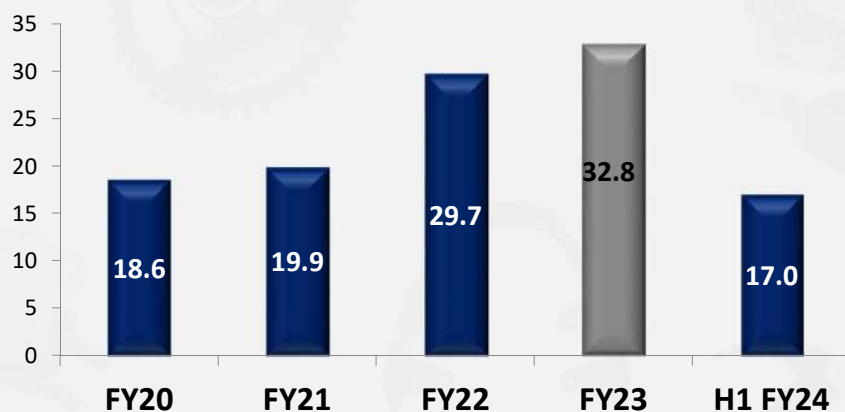


Financial Highlights

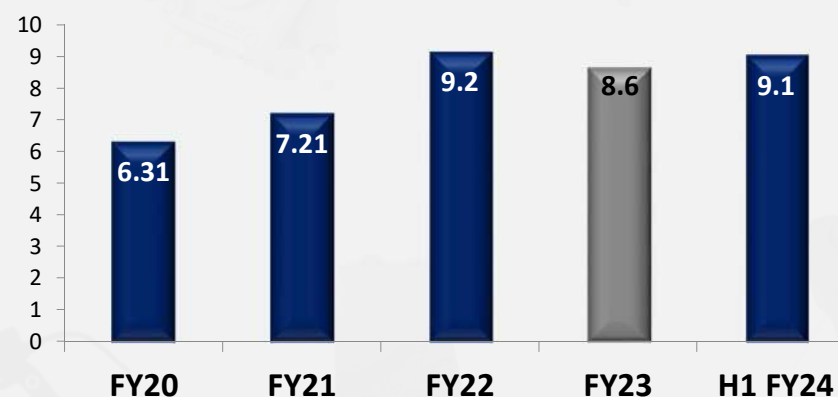
Revenue from Operations (Rs. Cr)



EBITDA (Rs. Cr)*



PAT (Rs. Cr)



*excluding other income



Balance Sheet as on 30th September'23

Particulars (Rs. Cr)	As on Sept' 23	As on Mar'23
Shareholders Funds	78.82	74.11
Share Capital	12.18	12.18
Reserves & Surplus	55.69	49.48
Minority Interest	10.95	12.45
Non Current Liabilities	27.74	51.34
Long Term Borrowing	23.18	46.61
Lease Liabilities	1.70	1.76
Other Financial Liabilities	0.15	0.15
Long Term Provisions	2.46	2.31
Deferred Tax Liabilities (Net)	0.25	0.51
Current Liabilities	135.83	153.29
Short Term Borrowings	88.22	90.57
Lease Liabilities	0.20	0.29
Trade Payables		
Total outstanding dues of micro enterprises and small enterprises	0.00	0.64
Total outstanding dues of creditors other than micro and small enterprises	40.77	53.18
Other Financial Liabilities	3.89	4.73
Other Current Liabilities	0.87	2.31
Income Tax Liabilities	0.24	0.05
Short Term Provisions	1.65	1.53
Total Equity & Liabilities	242.39	278.73

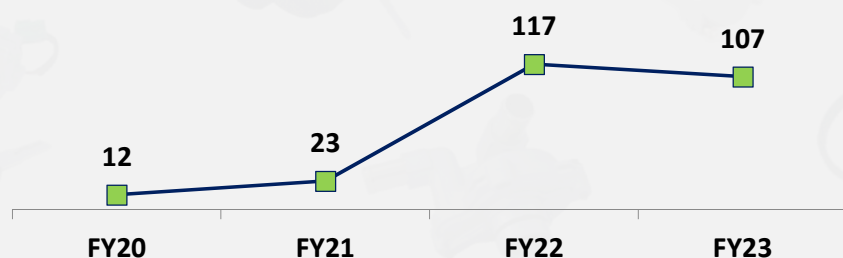
Particulars (Rs. Cr)	As on Sept' 23	As on Mar'23
Non Current Assets	79.31	100.35
PPE	67.06	85.94
Intangible Work in Progress	0.45	1.04
Right of Use Assets	1.69	1.85
Investments	7.70	9.36
Others	0.25	0.00
Other Non Current Assets	2.17	2.16
Current Assets	163.08	178.38
Inventories	97.85	106.35
Financial Assets		
Trade Receivables	51.12	53.45
Cash & Cash Equivalents	0.93	0.43
Other Bank Balances	0.05	0.05
Short term Loans & Advances	0.00	0.00
Others	0.17	0.17
Income Tax Assets (net)	1.21	0.68
Other Current Assets	11.77	17.26
Total Assets	242.39	278.73

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

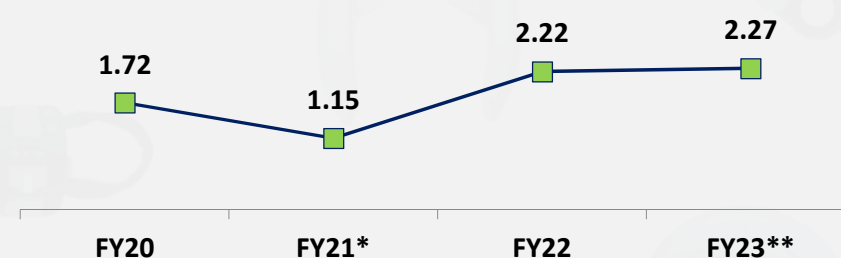


Balance Sheet Ratios

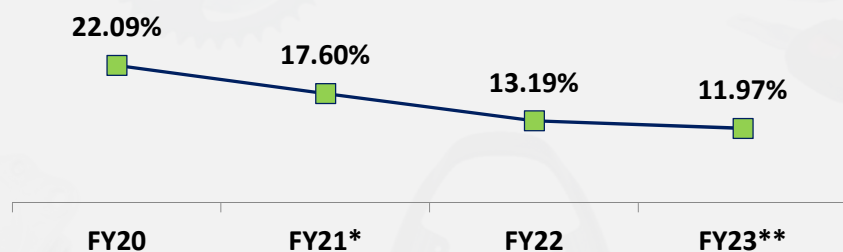
Working Capital Days



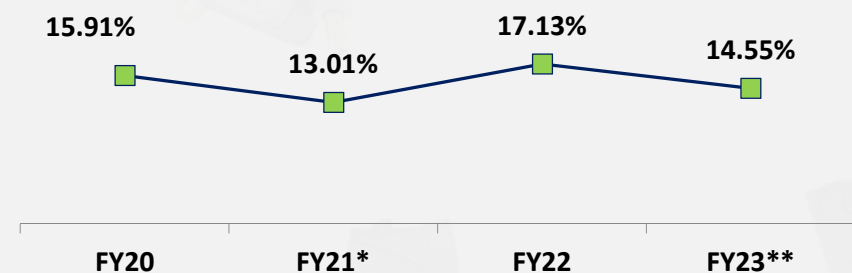
Debt to Equity



RoCE



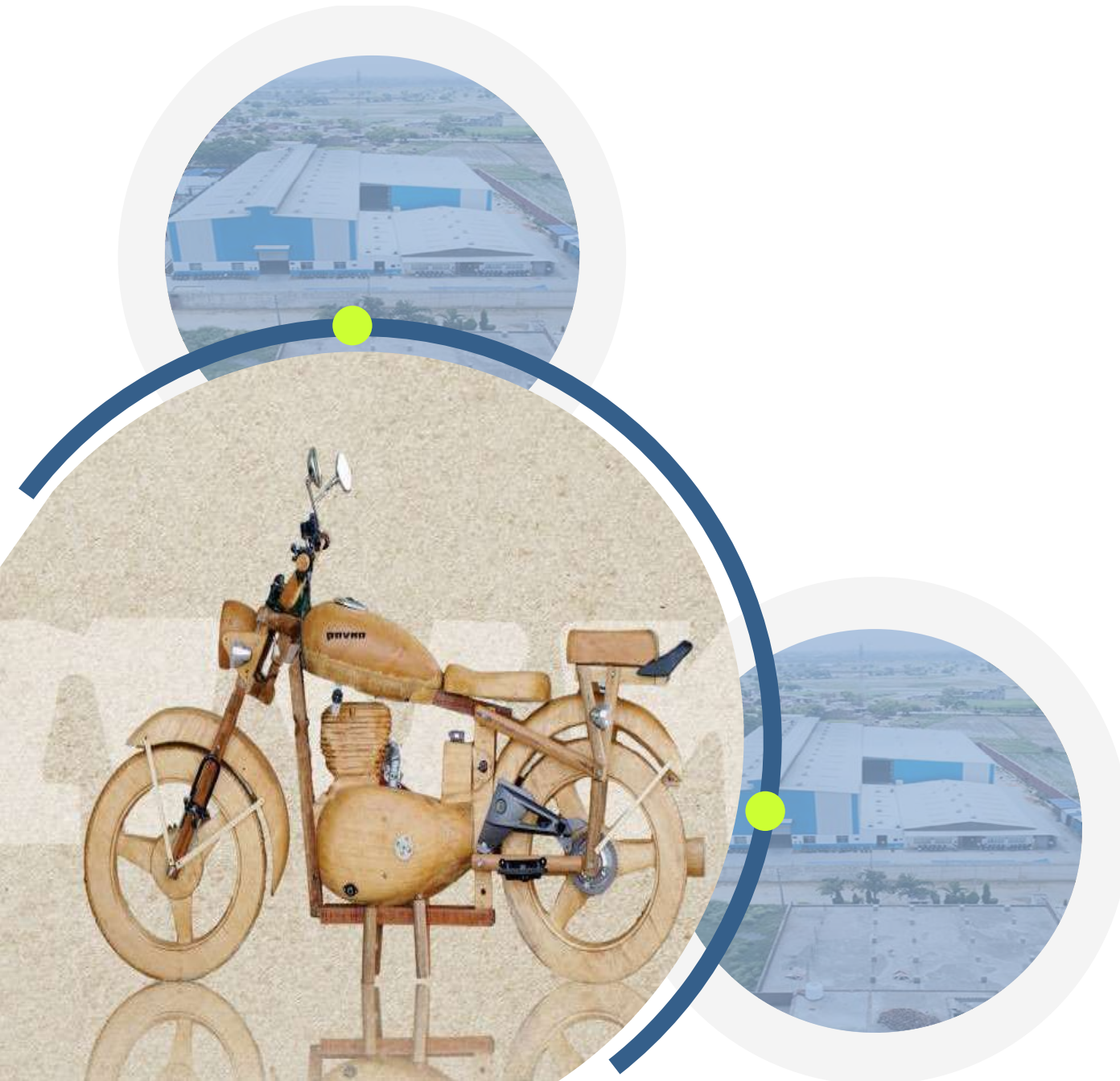
RoE



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*



02 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)

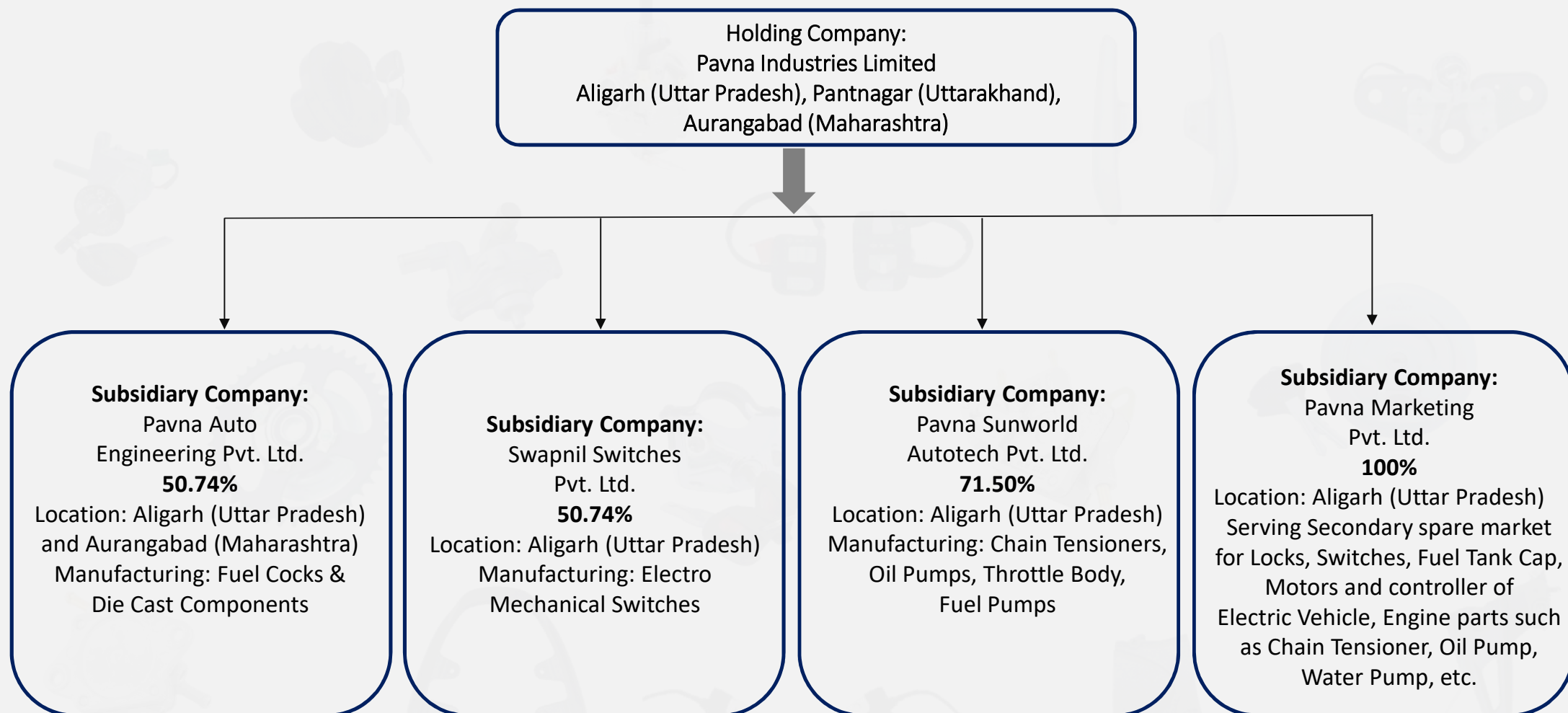
Domestic and Export presence

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



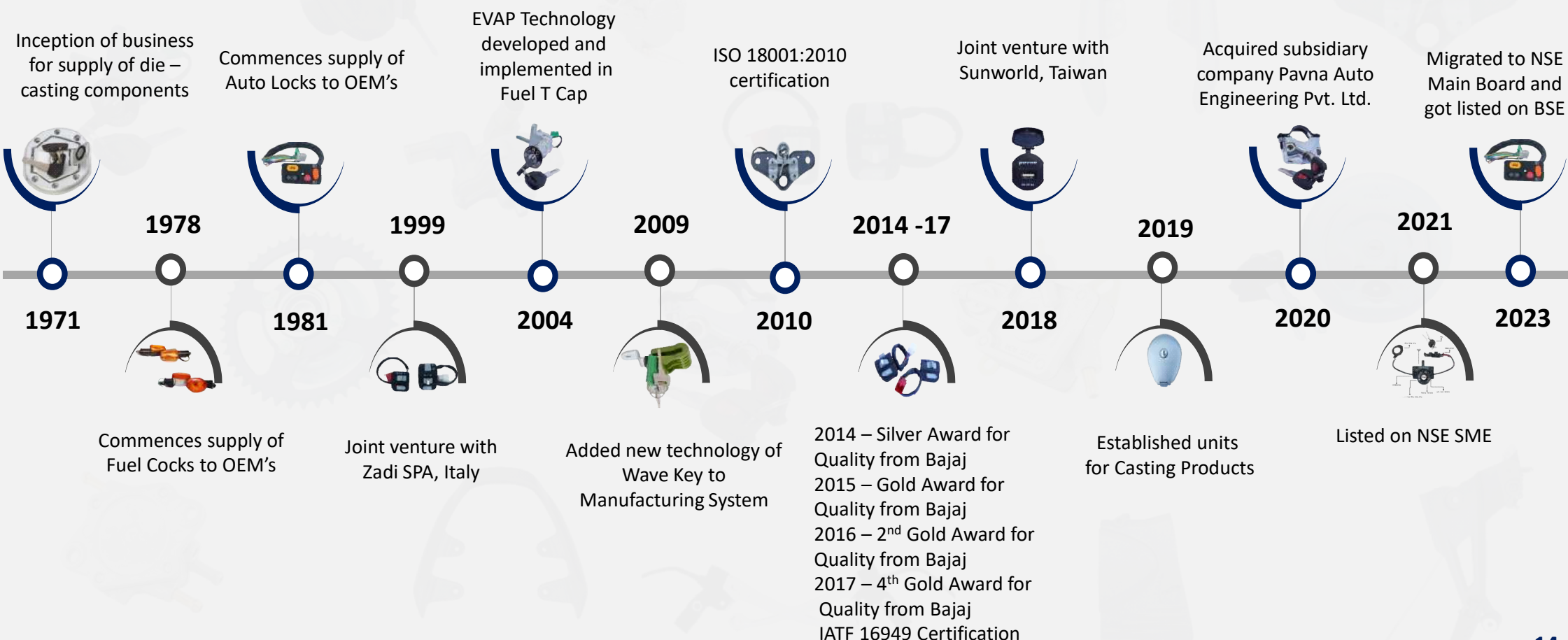


Company Structure





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 and promoted Teerthdham Mangalayatan
- Mr. Jain is the PVC of Delhi Public School Aligarh, DPS Civil Lines and Delhi Public School Hathras
- Chairman of Pavna International School



Mr. Ravindra J. Pise
(Chief Executive Officer)

- More than 45+ years of experience
- Ex. Vice President at Bajaj Auto, Pune. Key person in establishing motorcycle plants of Bajaj Auto and pioneer of motorcycle activities
- Working on 3 F principal, Fair, Firm & Friendly with all teams including vendor partners & customer partners



Mr. 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.
- Earlier associations with companies like Sandhar Locking, Fiem Industries & Honda Locks



Mr. Atul Kr. Gupta
(Chief Financial Officer)

- Qualified Chartered Accountant with more than 35+ years of experience
- Extensive experience in fields like - Taxation, Finance & Accounts, Financial Controls & Budgeting, Financial Planning & analysis
- Possess motivational, leadership, creative & strategic skills to develop and implement innovative ideas



Mr. Ram Karan Malik
(Chief Technical Officer)

- Diploma in Die & Tool making
- 35+ years of total experience with over 32 years of experience in Security Systems
- Experienced in establishing New Projects, Product Localization, Business Strategies, Client Management & Business Relations
- Before association with Pavna he was associated with companies like Reinz Talbros, Minda Huf and Sandhar Locking



...Experienced and Professional Management



Mr. Pankaj Aggarwal
(Assistant Vice President)

- More than 32+ years of experience with more than 30 years of experience in manufacturing sector
- Possesses a post-graduate qualification as PGDBM – Operations
- Has rich experience of over 8+ years working with Sandhar Automotive and over 22 years with Samtel Colour Ltd.



Mr. RSS Murthy
(Assistant Vice President)

- A Mechanical Engineer with more than 24+ years of experience
- He was earlier associated with Sandhar Automotive for 6 years and Dhoot Transmissions Ltd for almost 5 years



Mr. Arun Khanna
(General Manager)

- 30+ years of total experience with over 27 years experience in Security Systems
- Qualification consists of Diploma in Mechanical Engineering
- Worked with organizations like Huf India, Spark Minda and Sandhar Locking before associating with Pavna



Mr. Alok Kr. Sharma
(Assistant General Manager)

- 23+ years of total experience with over 20 years of experience in Manufacturing sector
- Qualification consists of Diploma in Mechanical Engineering
- Worked with organizations like Moserbaer, Sandhar, Talbros Components, Motherson Sumi before associating with Pavna



Ms. Charu Singh
(Company Secretary & Compliance Officer)

- Qualified Company Secretary and LLB with more than 8 years of experience
- Having experience in field of Secretarial and Listing Compliances of Companies Act, 2013 and SEBI Regulations and maintains Statutory records of Company as per required Laws



Ms. Kanchan Gupta
(Company Secretary)

- Qualified Company Secretary and MBA in Finance with more than 4 years of experience
- Having experience in field of Secretarial and Listing Compliances of Companies Act, 2013 and SEBI Regulations and maintains Statutory records of Company as per required Laws



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

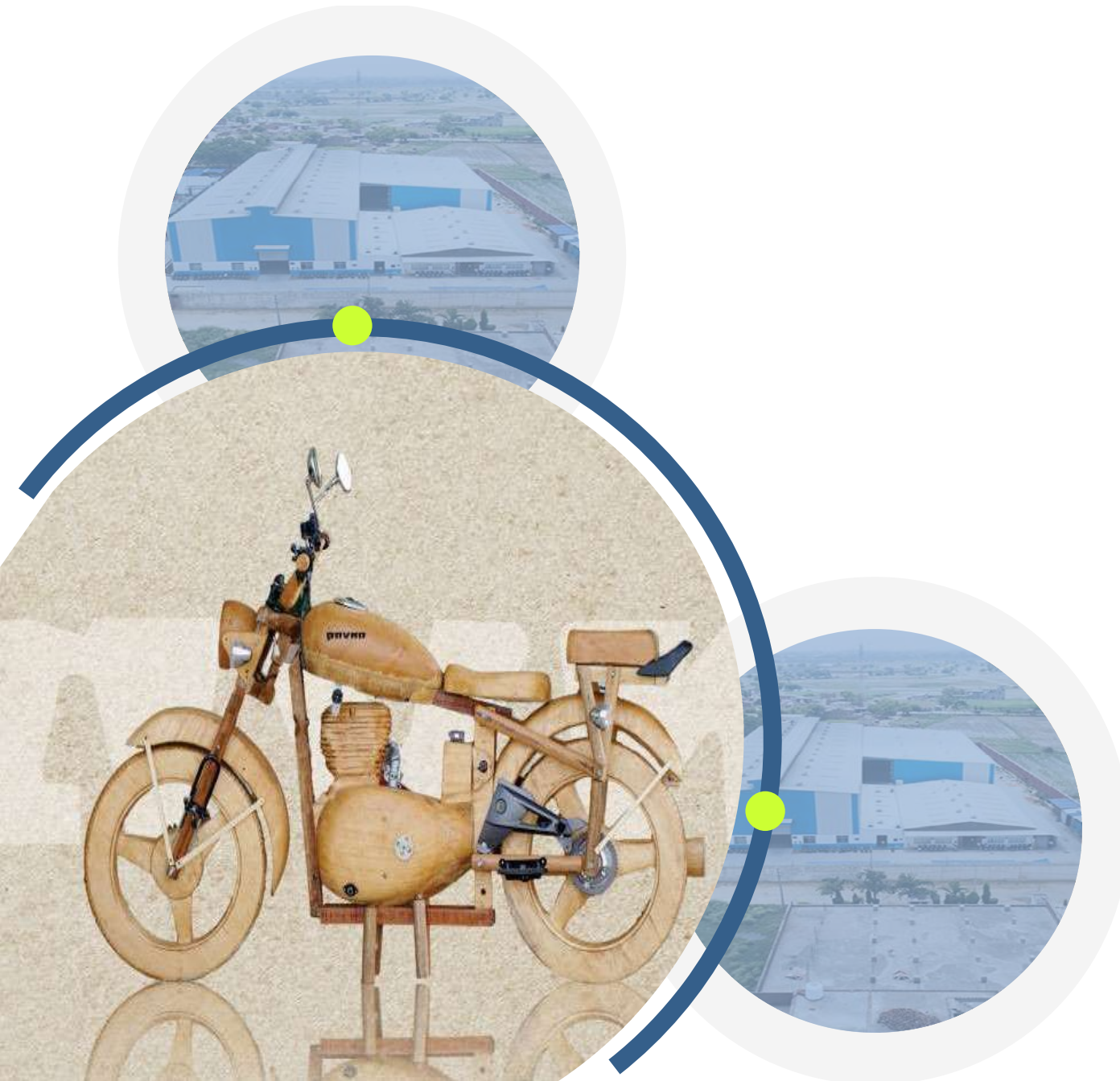


Key Strengths



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



03 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)

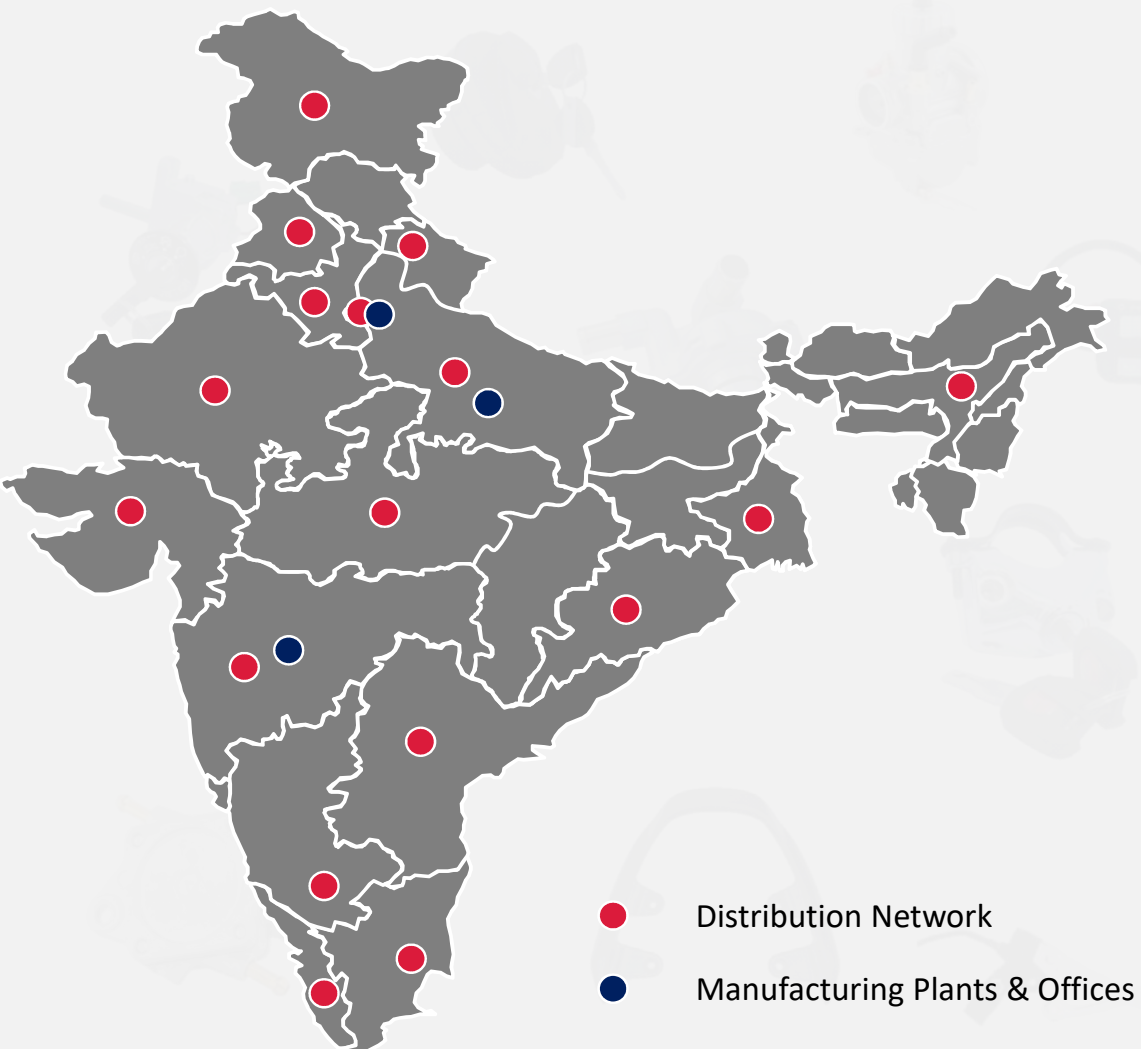
Total capacity:

- 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



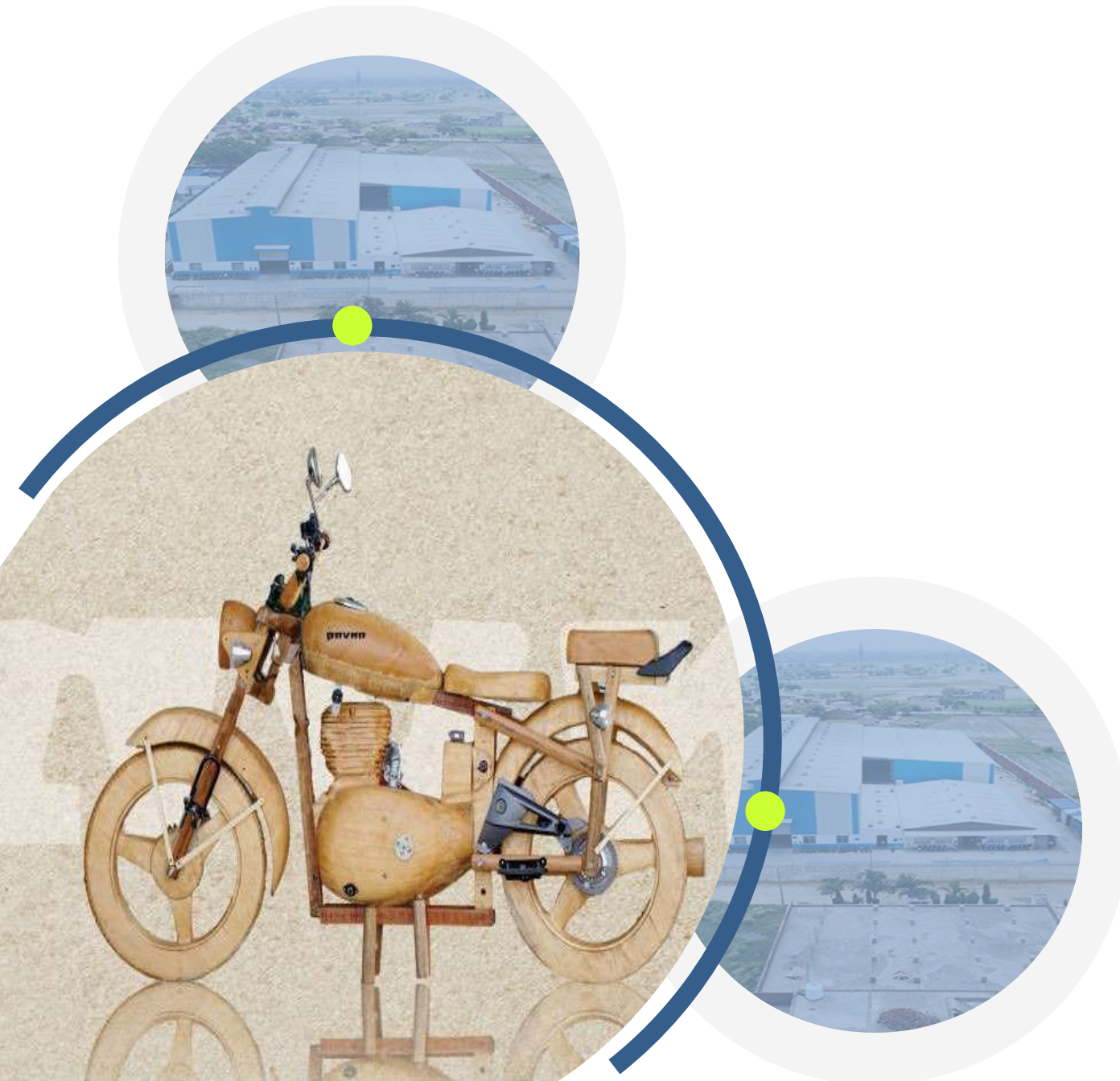
Marquee Clients

pavva
GROUP OF INDUSTRIES



SCOOTERS INDIA LIMITED



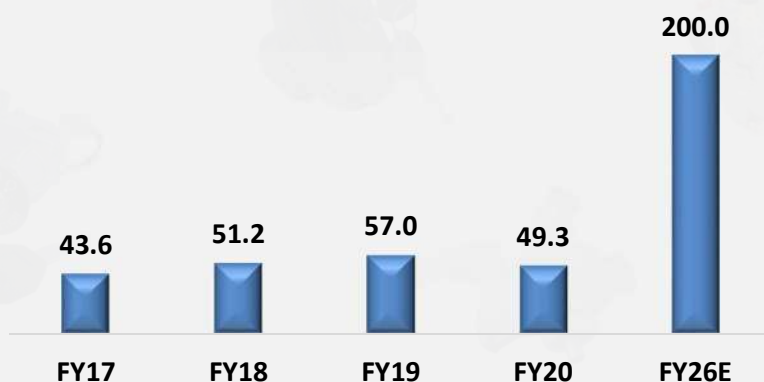


01 Industry Overview



Industry Overview

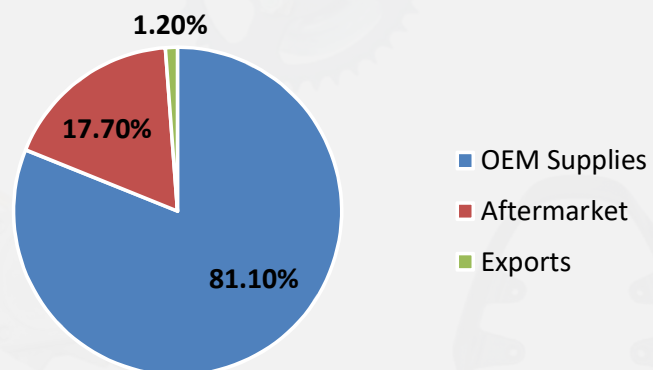
Domestic Market Potential (US\$ bn)



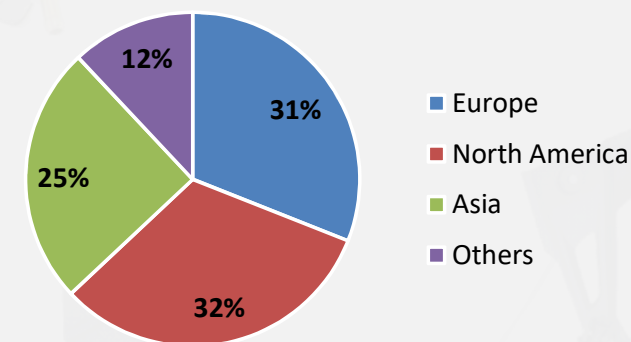
Export Market Potential (US\$ bn)

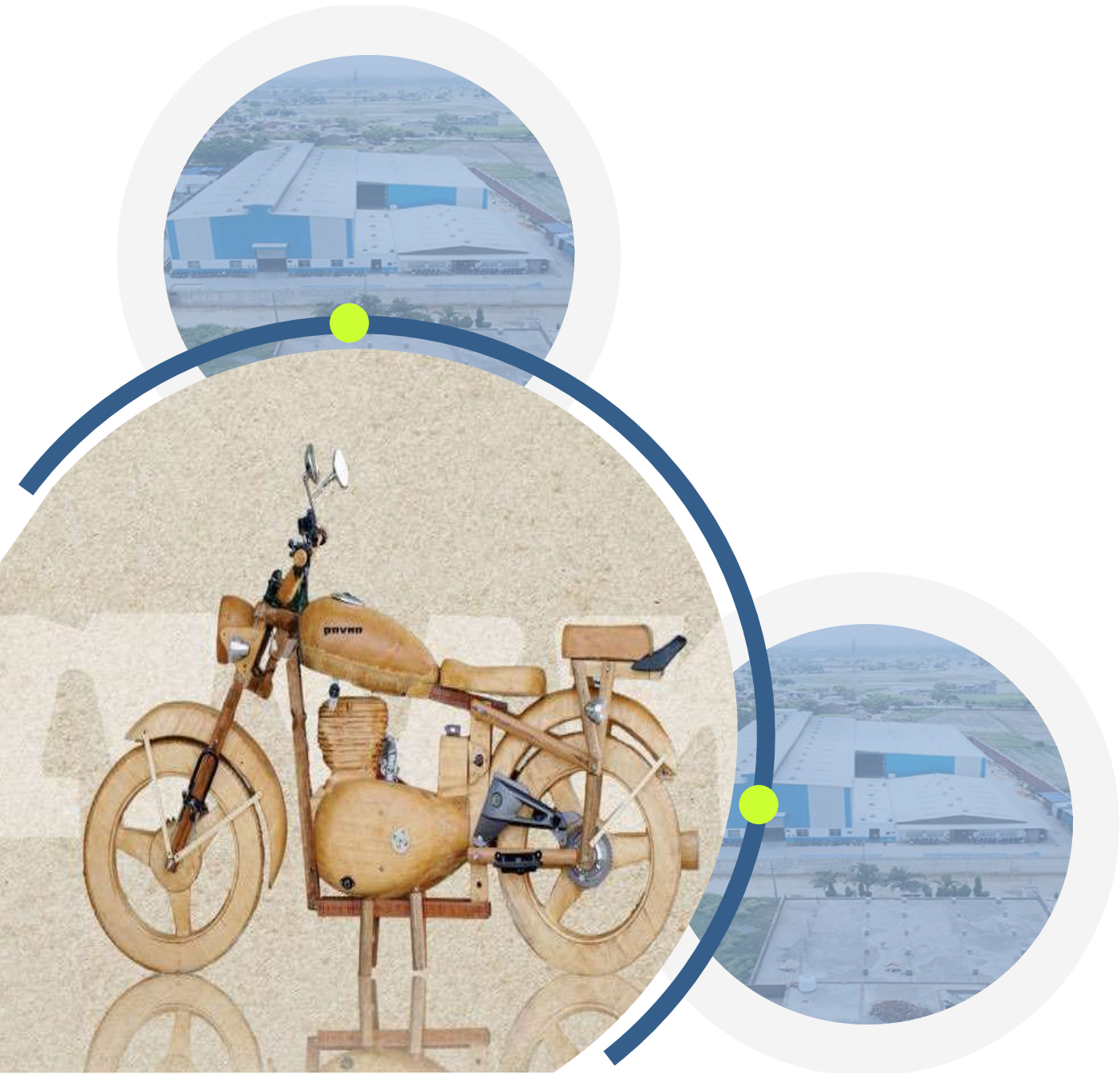


Share in Turnover of Auto Components Industry (FY22)



Share of Export by Geography (FY22)





05 Way Ahead



Way Forward

Key Focus Areas

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

New Product Development

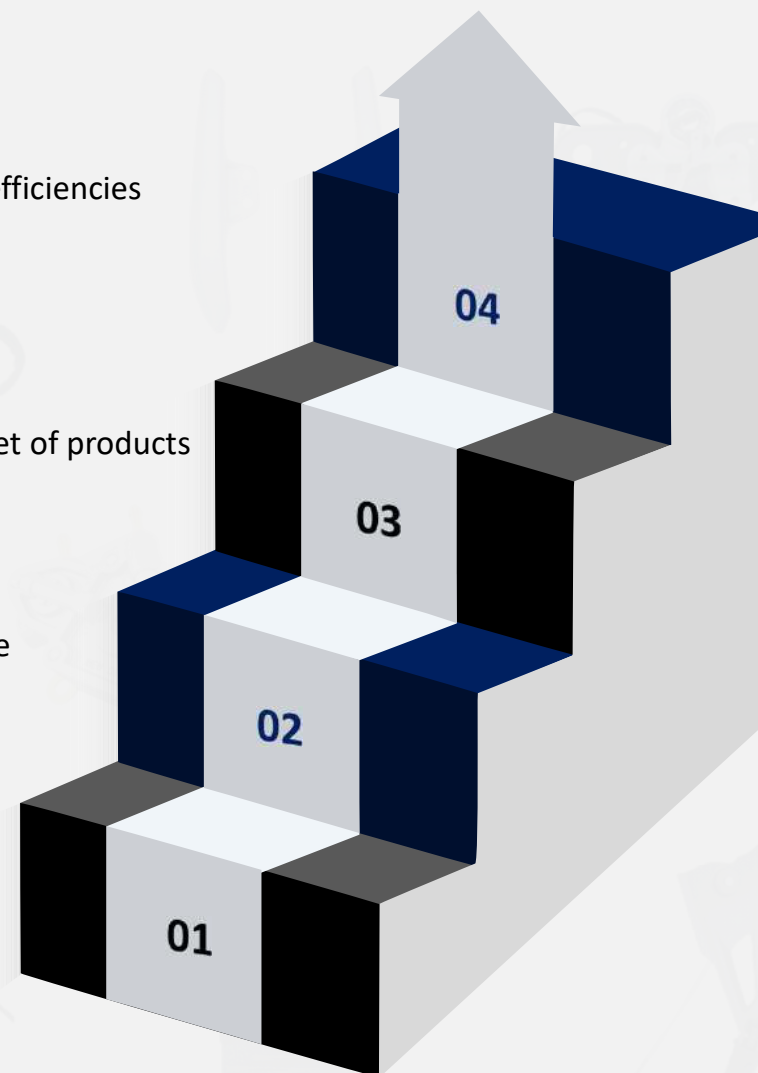
- Continued focus to keep adding new products in basket of products
- Developing Value Added products

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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