

 PAVNA INDUSTRIES LTD. <small>(Formerly known as Pavna Zodi Security Systems Ltd.)</small>	<p>+91 8006409330</p> <p>www.pavnagroup.com</p> <p>enquiry@pavnagroup.com, info@pavnazodi.com</p> <p>'VIMLANCHAL' - Hari Nagar, Gopalpur, Aligarh - 202001 (U.P. - INDIA)</p>	<p>+91 8006409330</p> <p>www.pavnagroup.com</p> <p>enquiry@pavnagroup.com, info@pavnazodi.com</p> <p>'VIMLANCHAL' - Hari Nagar, Gopalpur, Aligarh - 202001 (U.P. - INDIA)</p>
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Media Release

Quarterly financial analysis has been made on a sequential basis and not on year on year basis as FY24 is affected by slowdown in industry

Q3 FY24 Revenue from Operations at Rs. 79.86 Crore

Q3 FY24 EBITDA (excluding other income) at Rs. 7.93 Crore

Q3 FY24 PAT at Rs. 2.20 Crore

9M FY24 Revenue from Operations at Rs. 235.43 Crore

9M FY24 EBITDA (excluding other income) at Rs. 24.96 Crore

9M FY24 PAT at Rs. 9.07 Crore

19th February 2024, Aligarh, Uttar Pradesh: Pavna Industries Limited (NSE: PAVNAIND. BSE: 543915), among leading manufacturers of wide range of automotive parts for reputed OEMs serving different vehicle segments including passenger vehicles, two-wheelers, three-wheelers, heavy and light commercial vehicles and off-road vehicles, announced its unaudited financial results for third quarter and nine months ended 31st December 2023 in the Board meeting held on 14th February 2024.

Key Financial Highlight (Rs. Crore): -

Particulars	Q3 FY24	Q2 FY24	Q-o-Q (%)	Q3 FY23	9M FY24	9M FY23	Y-o-Y (%)
Revenue from Operations	79.86	76.16	4.86%	89.34	235.43	278.10	(15.35%)
EBIDTA*	7.93	8.68	(8.69%)	7.85	24.96	19.77	26.22%
EBITDA Margin	9.93%	11.40%	(147 bps)	8.78%	10.60%	7.11%	349 bps
PAT	2.20	2.75	(20.02%)	1.54	9.07	2.59	250.15%
PAT Margin	2.76%	3.62%	(86 bps)	1.73%	3.85%	0.93%	292 bps

*excluding other income

Performance Highlights: -

For the quarter ended December 31st, 2023:

- **Revenue from Operations stood at Rs. 79.86 crore** in Q3 FY24, as against Rs. 76.16 crore in Q2 FY24, Q-o-Q increase of **4.86%** mainly due to increase in sales volumes
- **EBITDA (excluding other income) was at Rs. 7.93 crore in Q3 FY24** as against Rs. 8.68 crore in Q2 FY24, decrease of **8.69%** Q-o-Q basis

- **EBITDA Margin for the quarter ended Q3 FY24 was 9.93%** as against 11.40% in Q2 FY24, Q-o-Q decrease of **147 bps** mainly due to increase in raw material prices
- **Q3 FY24 PAT stood at Rs. 2.20 crore** as against PAT of Rs. 2.75 crore in Q2 FY24, decrease of **20.02%** on Q-o-Q basis
- **Q3 FY24 PAT Margin stood at 2.76%** as against PAT Margin of 3.62% in Q2 FY24, Q-o-Q decrease of **86 bps**

For the nine months ended December 31st, 2023:

- **Revenue from Operations stood at Rs. 235.43 crore** in 9M FY24, as against Rs. 278.10 crore in 9M FY23, Y-o-Y decrease of **15.35%**. Pavna Goyam Auto Pvt. Ltd. (PGAPL) ceased to be a subsidiary of Pavna Industries from 11th May, 2023 which impacted H1 FY24 revenues
- **EBITDA (excluding other income) was at Rs. 24.96 crore in 9M FY24** as against Rs. 19.77 crore in 9M FY23, increase of **26.22%** Y-o-Y basis
- **EBITDA Margin for the quarter ended 9M FY24 was 10.60%** as against 7.11% in 9M FY23, Y-o-Y increase of **349 bps** mainly due to better operational efficiencies and optimum utilization of resources. Moreover, the loss making subsidiary is no longer associated with the Company leading to improvement in the margins
- **9M FY24 PAT stood at Rs. 9.07 crore** as against PAT of Rs. 2.59 crore in 9M FY23, increase of **250.15%** on Y-o-Y basis
- **9M FY24 PAT Margin stood at 3.85%** as against PAT Margin of 0.93% in 9M FY23, Y-o-Y increase of **292 bps**

Management Comment:

Commenting on the result, **Mr. Swapnil Jain, Managing Director, Pavna Industries Ltd.** said,

"As for the financial performance of the Company, in 9M FY24, Pavna Industries Limited witnessed a decline of 15.35% in revenue compared to the same period last year. This decrease can be primarily attributed to the strategic transition following the divestment of Pavna Goyam Auto Private Ltd. (PGAPL), a significant contributor to our consolidated revenue until May 11th, 2023. EBITDA Margin for 9M FY24 was 10.60%. The increase in margins by 349 bps underscores our commitment to operational efficiency and resource optimization through rigorous value engineering processes which also optimized our manpower. Moreover, the dissociation of the loss-making subsidiary has positively impacted our EBITDA margins, signalling improved profitability.

Typically, second and third quarters usually represent peak sales periods for our industry, resulting in increased volumes during the quarter. Notably, Lock Systems have majorly contributed to the increased sales volumes and revenues during the quarter.

I extend my sincere appreciation to the entire team at Pavna Industries Limited for their unwavering dedication and hard work, which have been instrumental in our continued success. I also express gratitude to our valued shareholders for their unwavering support and insightful contributions, which drive our determination to thrive in the ever-evolving market conditions."

About Pavna Industries Limited:

Pavna Industries Limited, formerly known as Pavna Locks Limited, was incorporated in April 19, 1994. The company is engaged in the business of manufacturing wide range of reliable and high quality automotive parts for reputed OEMs serving different vehicle segments including passenger vehicles, two-wheelers, three-wheelers, heavy and light commercial vehicles, and off-road vehicles. PAVNA is a well-established company in the South Asian automotive industry, with long history of innovation, technology, manufacturing and market leadership spanning over 50 years.

The Company has its state-of-the-art manufacturing plants located strategically in Aligarh (Uttar Pradesh), Aurangabad (Maharashtra), and Pantnagar (Uttarakhand). These plants are situated in close proximity to the plants of its OEM customers, allowing for greater interaction and timely response to their requirements. It also has diverse range of product portfolio which includes Ignition Switches, Fuel Tank Caps, Latches, Auto Locks, Switches, Oil Pump, Throttle Body, Fuel Cocks, , Casting Components, and more. The Company has wide presence in the domestic as well as export markets, exporting to several countries like Italy, Sri Lanka, Indonesia, Sudan, U.S.A. and Bangladesh. Apart from this the Company is also focused on customer centric approach catering to various esteemed Companies in the industry like Bajaj, Kawasaki, Honda, TVS, Mahindra, TATA, Escorts, Royal Enfield, Ashok Leyland, Mahindra Wheels, Eicher Motors, Tork Motors, Revolt, Mahindra Electric, etc.

PAVNA is committed to providing its customers with the latest and most innovative products, which is why the Company undertakes extensive research and development activities. The focus is on enhancing product portfolio, improving the quality of products, and upgrading the manufacturing processes. This is achieved through a combination of in-house R&D capabilities, as well as joint ventures and technical collaborations with partners such as Sunworld Moto Industrial Co, an Indo-Taiwan joint venture Company.

The Company's goal is to continuously strive towards technological advancement and innovation, while keeping customers' needs at the forefront of everything the Company does.

For more details, please visit: www.pavna.in

For any Investor Relations query, please contact:

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