

PAVNA INDUSTRIES LIMITED

Registered Office: Vimlanchal, Hari Nagar, Aligarh, Uttar Pradesh – 202001

CIN-L34109UP1994PLC016359

Email: cs@pavnagroup.com; Website: www.pavna.in

Tel No.: +91 8006409332

Date: June 4, 2025

To,

BSE Limited, P.J. Towers, Dalal Street, Kala Ghoda, Fort, MUMBAI-400001 Scrip Code: 543915	The National Stock Exchange of India Ltd, Exchange Plaza, Bandra-Kurla Complex, Bandra (East), MUMBAI-400 051 Scrip Code: PAVNAIND
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ISIN: INE07S101020

Sub: Investor Presentation for Q4 FY25

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 audited Financial results for the Quarter and year ended on 31st March, 2025.

You are requested to take the above on record.

Thanking You

Yours Faithfully,

For Pavna Industries Limited

Kanchan Gupta
Company Secretary

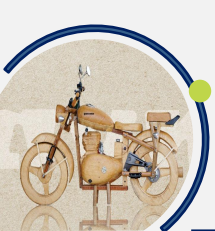
Encl: As above



Pavna Industries Limited

Result Update Presentation
Q4 & FY25





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



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4 Wheeler Parts

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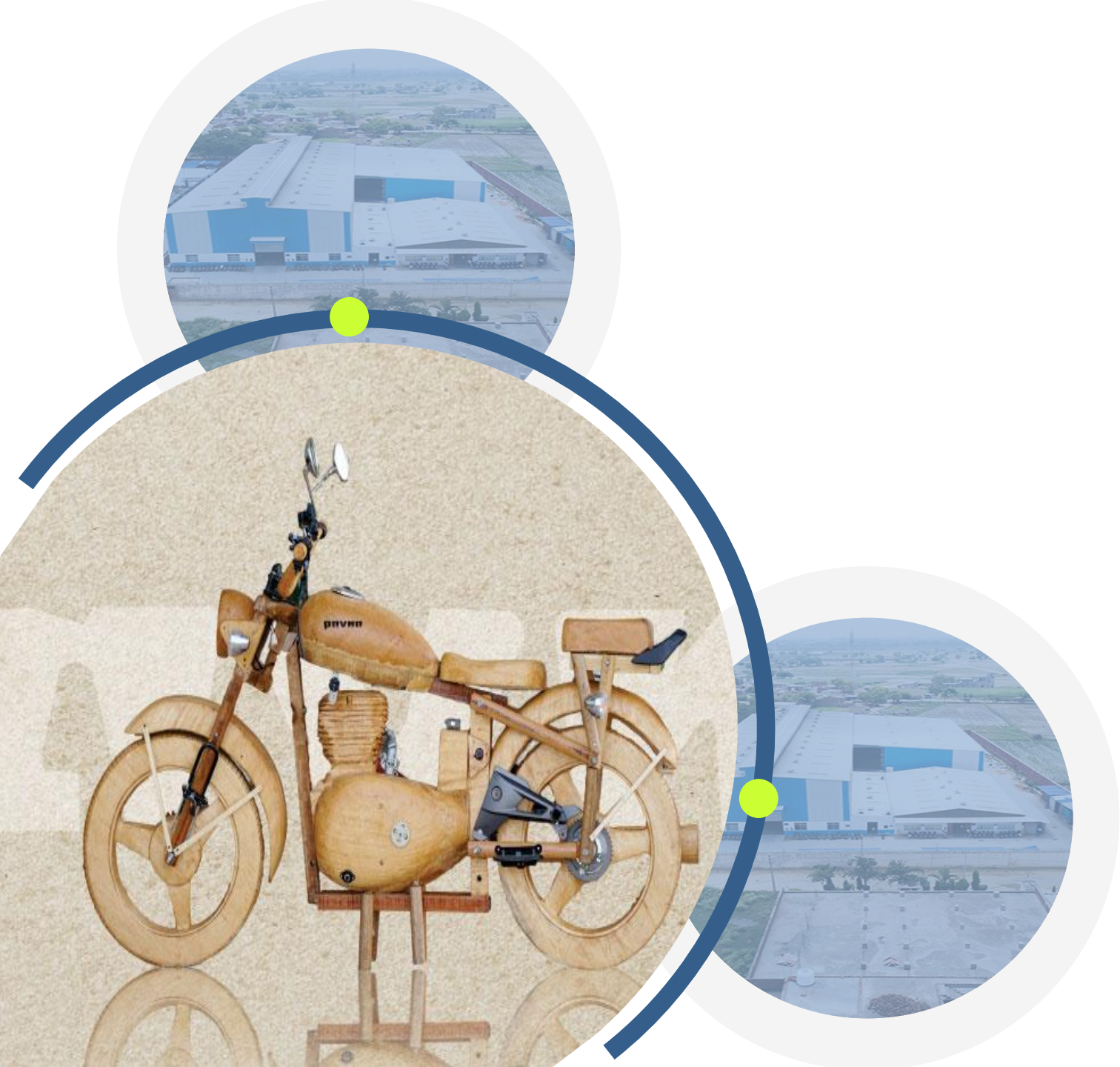
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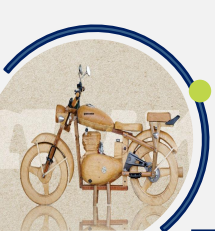
Since 1971

Spare Parts
Industry



01

Financial Highlights



Management Comment

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

“For FY25, Pavna Industries Limited demonstrated resilience through strategic execution while navigating a dynamic market environment. We achieved Revenue from Operations of ₹308.24 crore in FY25. In the year we strategically planned the transition of focusing on Proprietary business and simultaneously phasing out the Casting business. Historically, the Castings segment has been a significant contributor to the topline and hence the impact on growth is evident. At the same time, the Proprietary business has grown by over 20% in FY25, reflecting the result of the focus on transition.

Despite these transitional impacts, we remained focused on our long-term strategic growth initiatives. In FY25, we made significant strides in geographical diversification and the expansion of our manufacturing footprint. This included the acquisition of approximately ~1 acre of land in Pantnagar, Uttarakhand, for a greenfield plant designed to enhance supply chain efficiency and better serve our clients. Additionally, we secured approximately ~4 acres of land in Hosur, Tamil Nadu, a location strategically aligned to cater to OEMs in South India and strengthen our regional presence.

To support our growth aspirations, the Board approved raising ₹320 crores through a Qualified Institutional Placement (QIP), which will fund future strategic initiatives. Furthermore, we successfully on boarded new business from South India-based OEMs, involving the supply of ignition switches and latches for both internal combustion engine (ICE) and electric vehicles (EVs).

Looking ahead, our strategy remains firmly rooted in leveraging core capabilities, expanding into high-potential markets, and driving sustainable, long-term growth. We are committed to increasing our export contribution, enhancing our product portfolio with value-added offerings, and exploring both organic and inorganic opportunities. We believe these strategic efforts will enable us to deliver enduring value to our stakeholders.”

RECENT DEVELOPMENTS



Greenfield Expansion

Pantnagar, Uttarakhand: Acquired ~ 1 acre land parcel at the Integrated Industrial Estate to set up a greenfield plant for automobile components, aimed at improving supply chain efficiency and servicing different clients



Expansion In South Indian Market

Hosur, Tamil Nadu: Acquired ~4 acre land to establish a new manufacturing unit, strategically positioned to cater to OEMs in South India and strengthen the company's presence in the region.



Business Movement

Strategically divested our casting business, a key revenue contributor, to realign our focus toward non-casting segments.



Strategic Partnerships

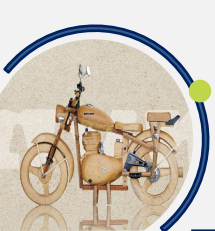
Acquired businesses with South based OEMs for supply of ignition switches and latches both for ICE vehicles and EV





Q4 FY25 Financial Highlights

Particulars (Rs. Cr.)	Q4 FY25	Q4 FY24	Y-o-Y (%)	Q3 FY25	Q-o-Q (%)
Revenue from Operations	66.23	81.45		79.44	
Other Operating Income	0.00	0.00		0.00	
Total Income	66.23	81.45	(18.68%)	79.44	(16.62%)
Total Raw Materials	40.38	46.78		52.97	
Employee Cost	7.83	7.45		8.07	
Other Expenses	10.51	17.68		11.79	
Total Expenditure	58.72	71.91	(18.35%)	72.83	(19.37%)
EBITDA	7.51	9.53	(21.21%)	6.61	13.66%
EBITDA Margin %	11.34%	11.71%	(37 bps)	8.32%	302 bps
Other Income	0.75	0.21		0.72	
Depreciation	3.35	2.89		3.44	
Finance Cost	2.33	2.91		2.94	
Extraordinary Items	0.00	0.00		0.00	
Profit Before Tax	2.59	3.95	(34.44%)	0.96	169.54%
Tax	0.77	1.01		0.20	
PAT	1.82	2.93	(38.03%)	0.76	139.06%
PAT Margin	2.74%	3.60%	(86 bps)	0.96%	178 bps



FY25 Financial Highlights

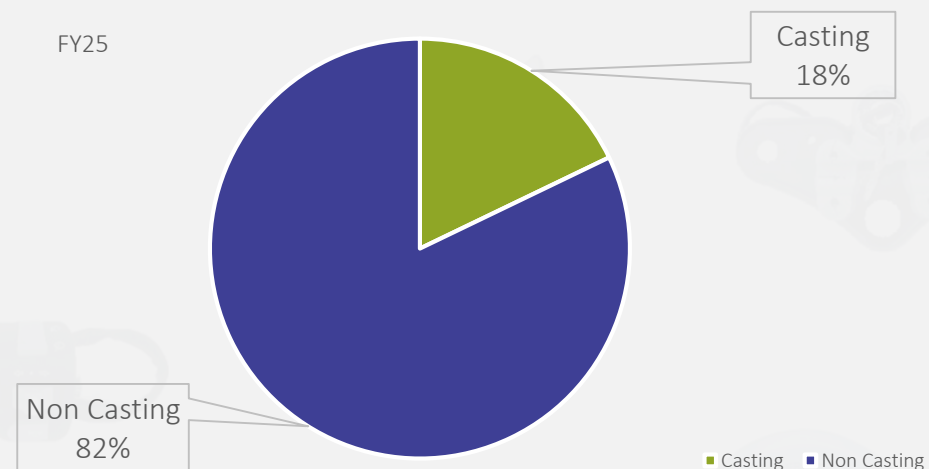
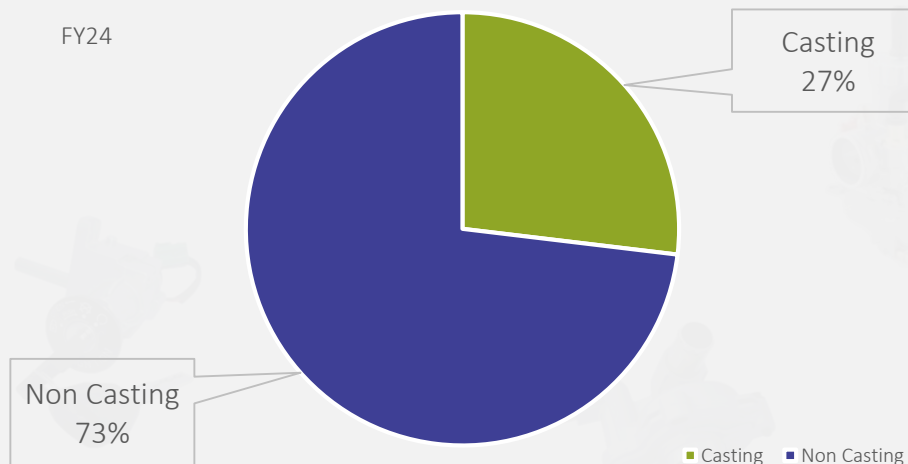
Particulars (Rs. Cr.)	FY25	FY24	Y-o-Y (%)
Revenue from Operations	308.24	316.87	
Other Operating Income		0.00	
Total Income	308.24	316.87	(2.73%)
Total Raw Materials	200.91	202.47	
Employee Cost	32.35	31.51	
Other Expenses	41.93	48.40	
Total Expenditure	275.18	282.38	(2.55%)
EBITDA	33.05	34.49	(4.17%)
EBITDA Margin %	10.72%	10.88%	
Other Income	1.78	3.00	
Depreciation	13.05	10.70	
Finance Cost	10.64	11.08	
Extraordinary Items	0.00	0.00	
Profit Before Tax	11.16	15.71	(28.99%)
Tax	3.11	3.71	
PAT	8.04	12.00	(33.00%)
PAT Margin	2.61%	3.79%	(118 bps)

- Continued transition towards high-margin Proprietary segment with reduction in Casting segment in line with long-term strategy
 - Proprietary business grew by >20%
- Positive impact of this strategic shift expected to reflect in margin performance from FY26 onwards
- Strong growth in non-casting business: ₹220 Cr in FY24 to ₹260 Cr in FY25, reinforcing the success of focused diversification

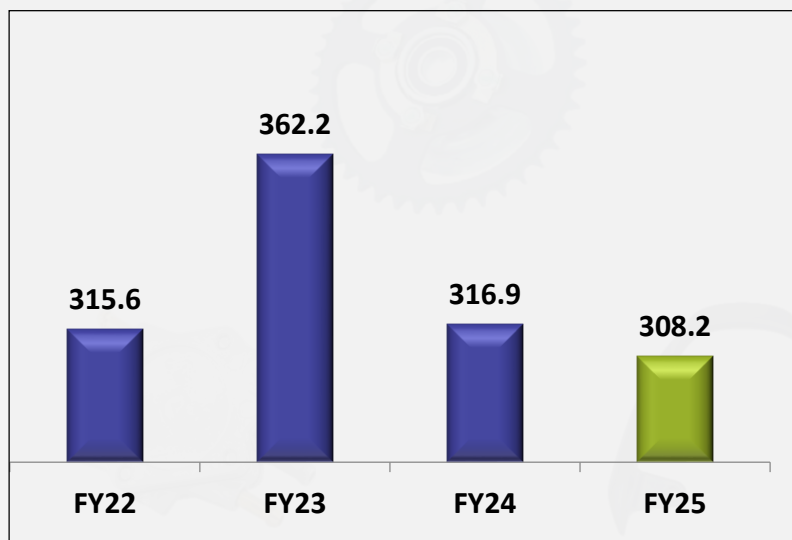


Financial Highlights

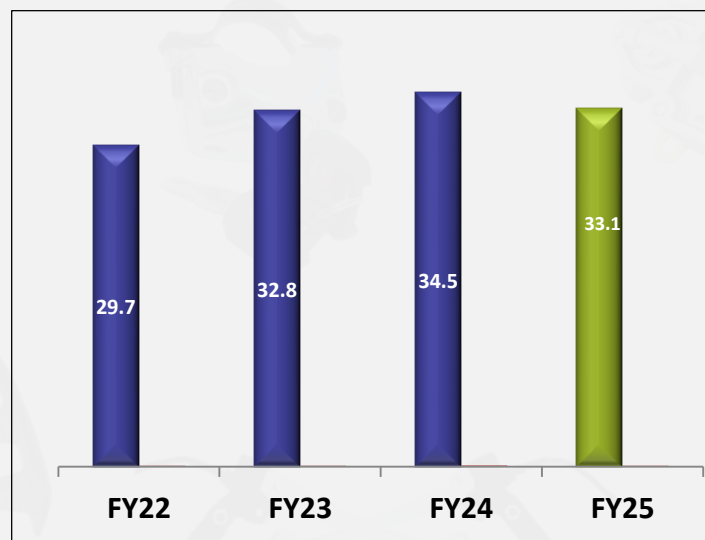
Revenue Mix



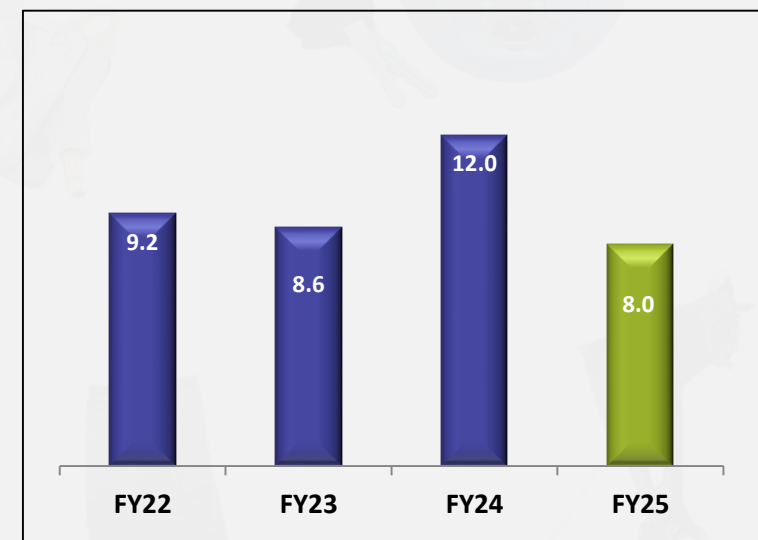
EBITDA (Rs. Cr)*



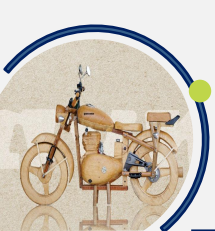
Revenue from Operations (Rs. Cr)



PAT (Rs. Cr)



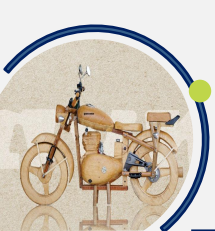
*excluding other income



Balance Sheet as on 31st March'25

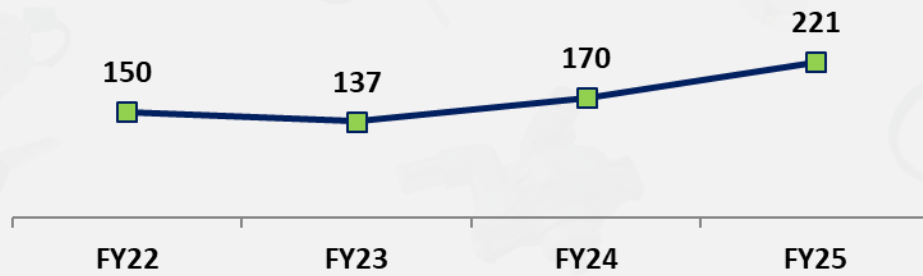
Particulars (Rs. Cr)	As on Mar'25	As on Mar'24
Shareholders Funds	212.03	84.68
Share Capital	13.95	12.18
Reserves & Surplus	185.76	60.82
Minority Interest	12.31	11.68
Non Current Liabilities	11.92	19.34
Long Term Borrowing	7.11	14.44
Lease Liabilities	1.33	1.53
Other Financial Liabilities	0.03	0.70
Long Term Provisions	3.08	2.63
Deferred Tax Liabilities (Net)	0.37	0.04
Current Liabilities	54.82	153.69
Short Term Borrowings	27.92	106.52
Lease Liabilities	0.11	0.22
Trade Payables		
Total outstanding dues of micro enterprises and small enterprises	8.55	6.82
Total outstanding dues of creditors other than micro and small enterprises	12.24	32.12
Other Financial Liabilities	3.18	3.19
Other Current Liabilities	0.84	2.66
Income Tax Liabilities	(0.03)	0.32
Short Term Provisions	2.01	1.84
Total Equity & Liabilities	278.77	257.70

Particulars (Rs. Cr)	As on Mar'25	As on Mar'24
Non Current Assets	106.48	86.87
PPE	89.69	73.51
Intangible Work in Progress	0.44	0.35
Right of Use Assets	1.18	1.52
Investments	0.00	0.00
Others	13.02	9.17
Other Non Current Assets	2.16	2.33
Current Assets	172.29	170.83
Inventories	114.47	97.80
Financial Assets	0.00	
Trade Receivables	43.27	55.70
Cash & Cash Equivalents	1.15	0.31
Other Bank Balances	0.06	0.05
Short term Loans & Advances	0.00	0.00
Others	0.01	(0.01)
Income Tax Assets (net)	1.27	0.16
Other Current Assets	12.06	16.83
Total Assets	278.77	257.70

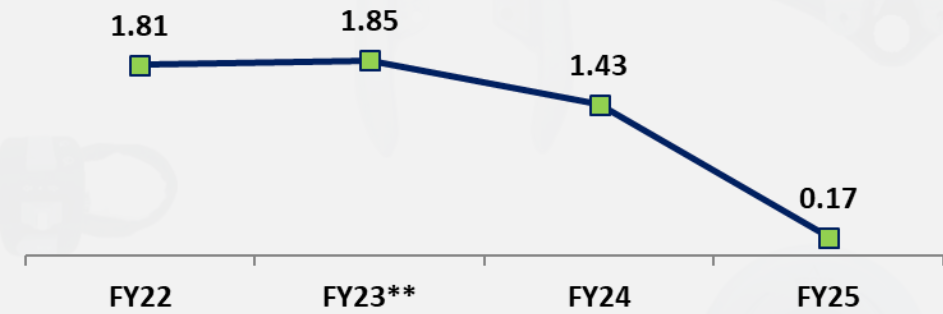


Balance Sheet Ratios

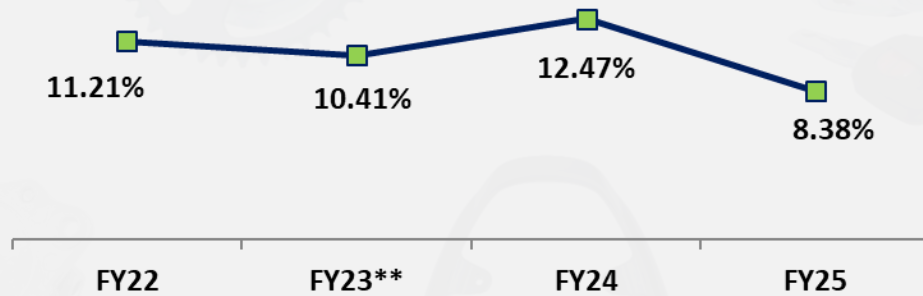
Cash Conversion Cycle



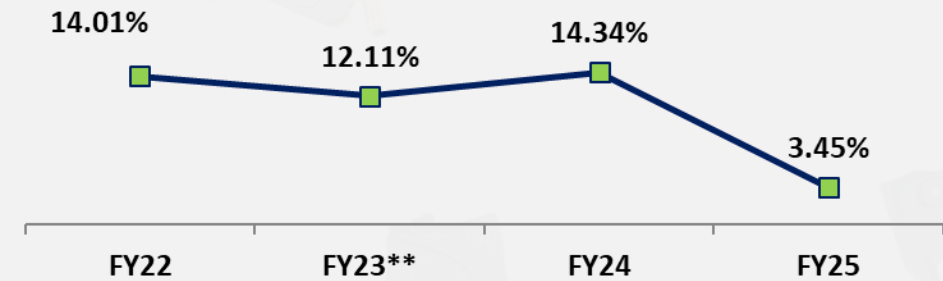
Debt to Equity

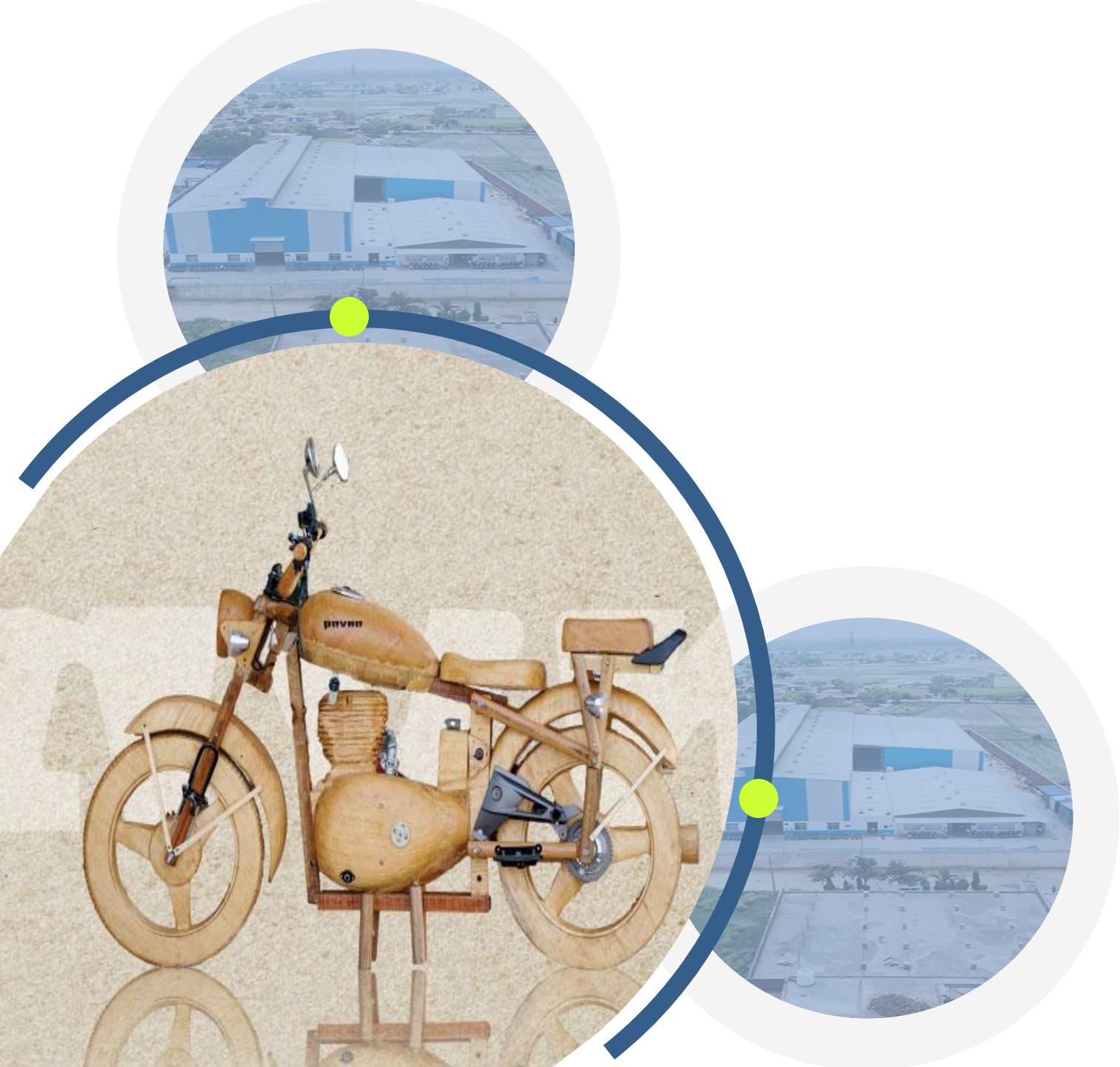


RoCE



RoE





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, Chain Tensioners, Carburettor, Throttle Body, Fuel Cocks, Oil Pump
- Developing components for drones.

Technical Alliance & Collaborations

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

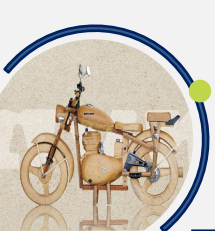
Ultra-Modern Manufacturing Facilities

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

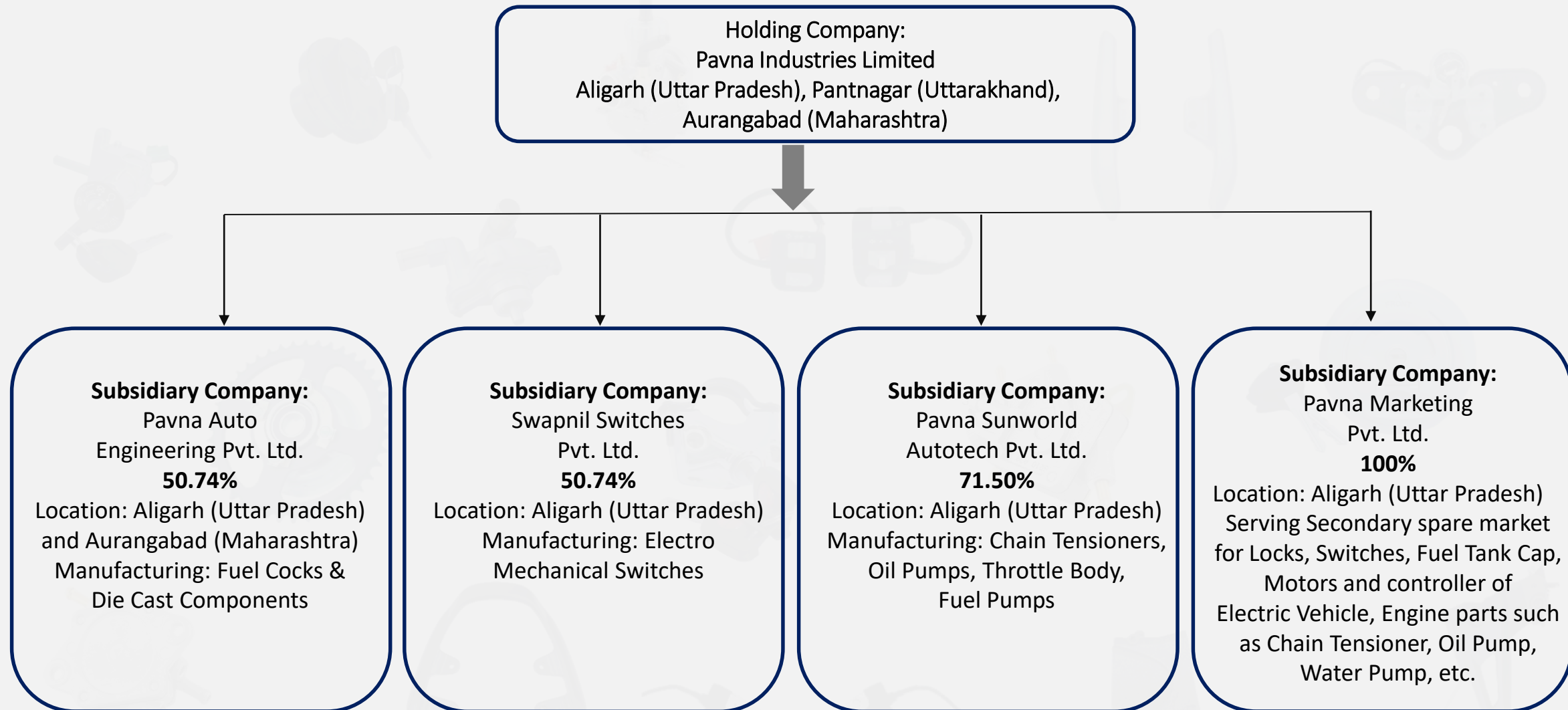
Domestic and Export presence

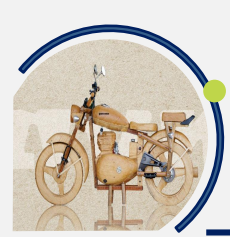
- Strong demand for products across key markets in India
- Exports to Italy, Sri Lanka, Indonesia, Sudan, Taiwan, Nepal and Bangladesh



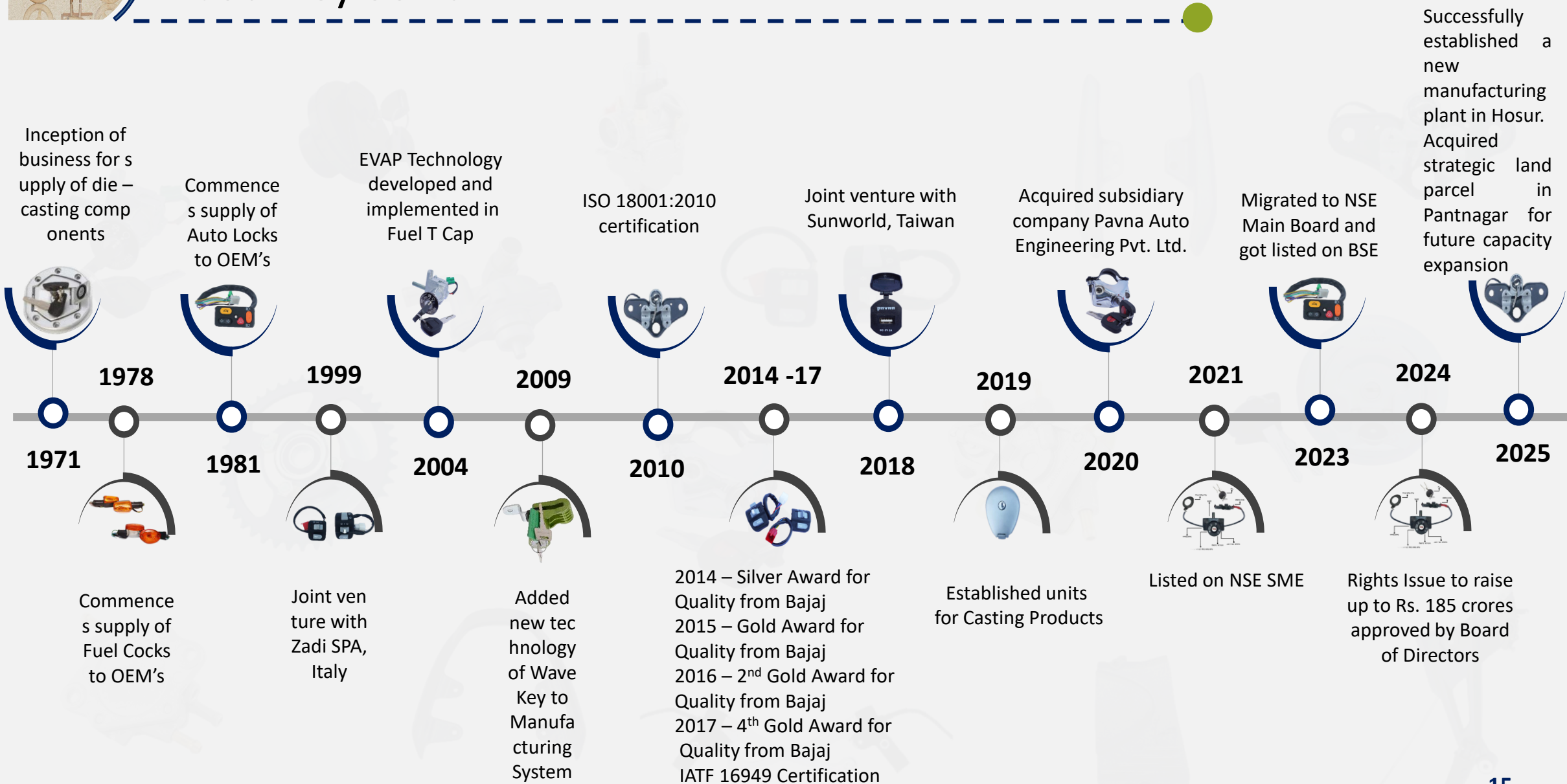


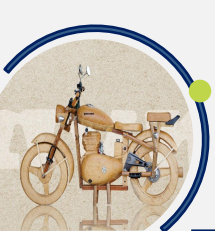
Company Structure





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



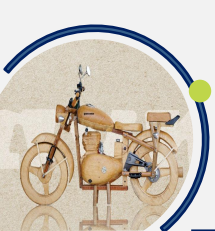
Mrs. Palak Jain
(Chief Financial Officer)

- Qualified MBA with 3 years of experience
- Extensive experience in fields like – Corporate Finance & Accounts, Financial Planning & analysis, and Business Strategy



Mr. Dilip Naik
(Chief Technical Officer)

- Over 32 years of experience in the auto components industry
- Ex-VP and Dy. COO at Sandhar Technology Ltd; led R&D, product engineering, and technical collaborations
- Known for expertise in automotive product lines and strong relationships with leading OEMs



...Experienced and Professional Management



Mr. Arun Khanna
(General Manager)

- 30+ years of total experience in the field of Design and Development
- 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
(Deputy General Manager)

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



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



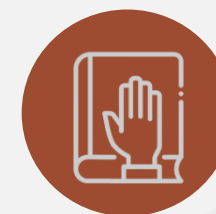
Respect for Individual



Entrepreneurship



Teamwork & Relationship



Delivering Promise

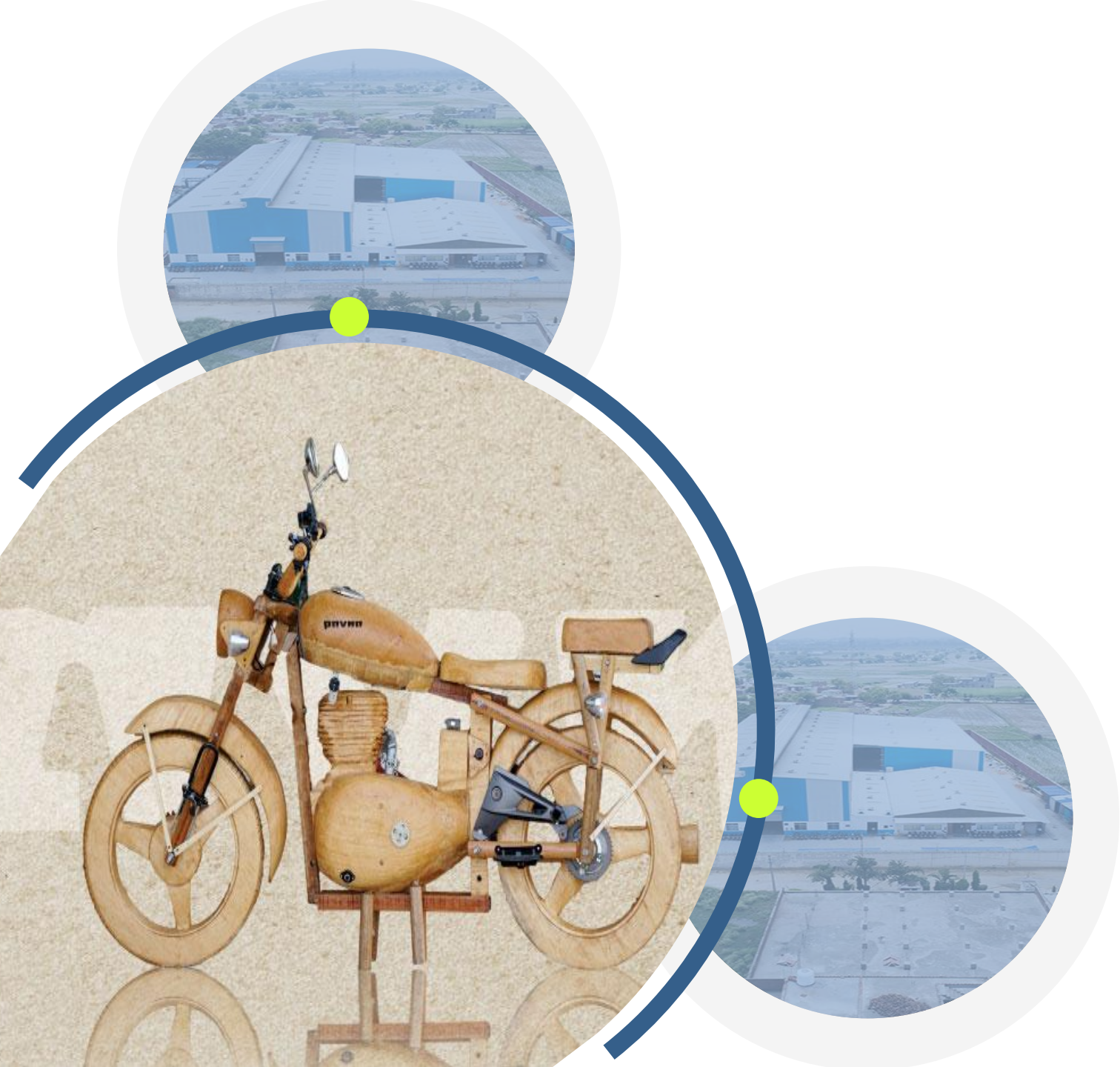


Key Strengths



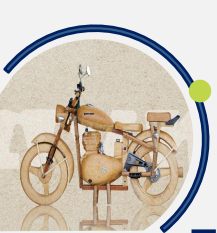
Our success is attributed to teamwork, continuous R&D and commitment of every member of Company

-  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...

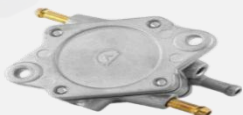
Fuel Cocks & Pumps



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



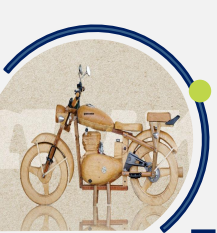
Front Rear
Flap Latch



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



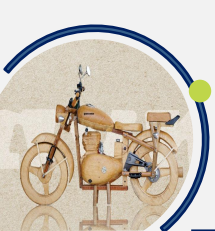
Cable Lock



Horns



Wire Harness



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)

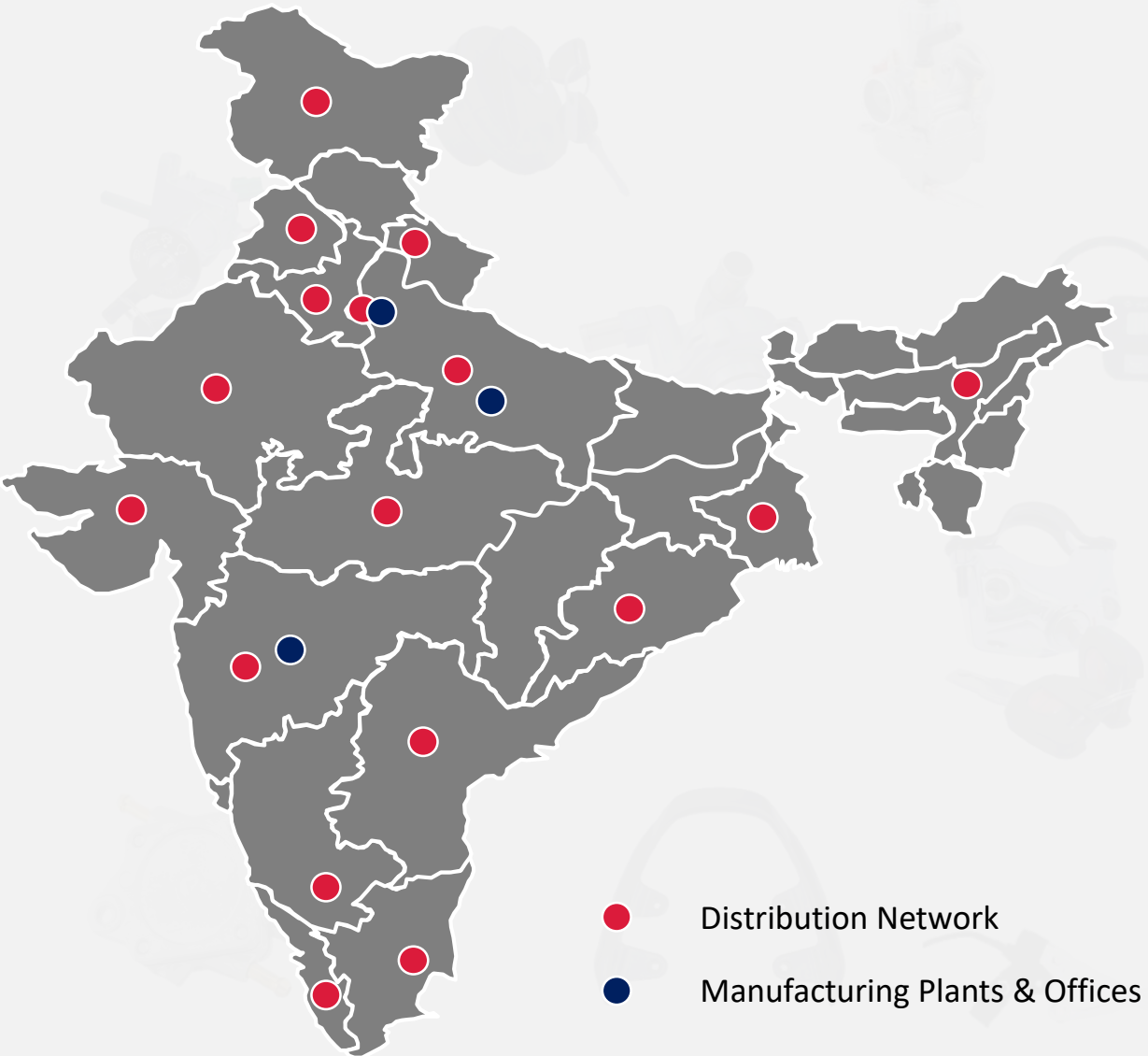
Total capacity:

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





Geographical Presence



- Company has 9 facilities at 4 locations - Aligarh (Uttar Pradesh), Aurangabad (Maharashtra), Hosur & Pantnagar (Uttarakhand)
- Strategically located Distribution network in 17 states

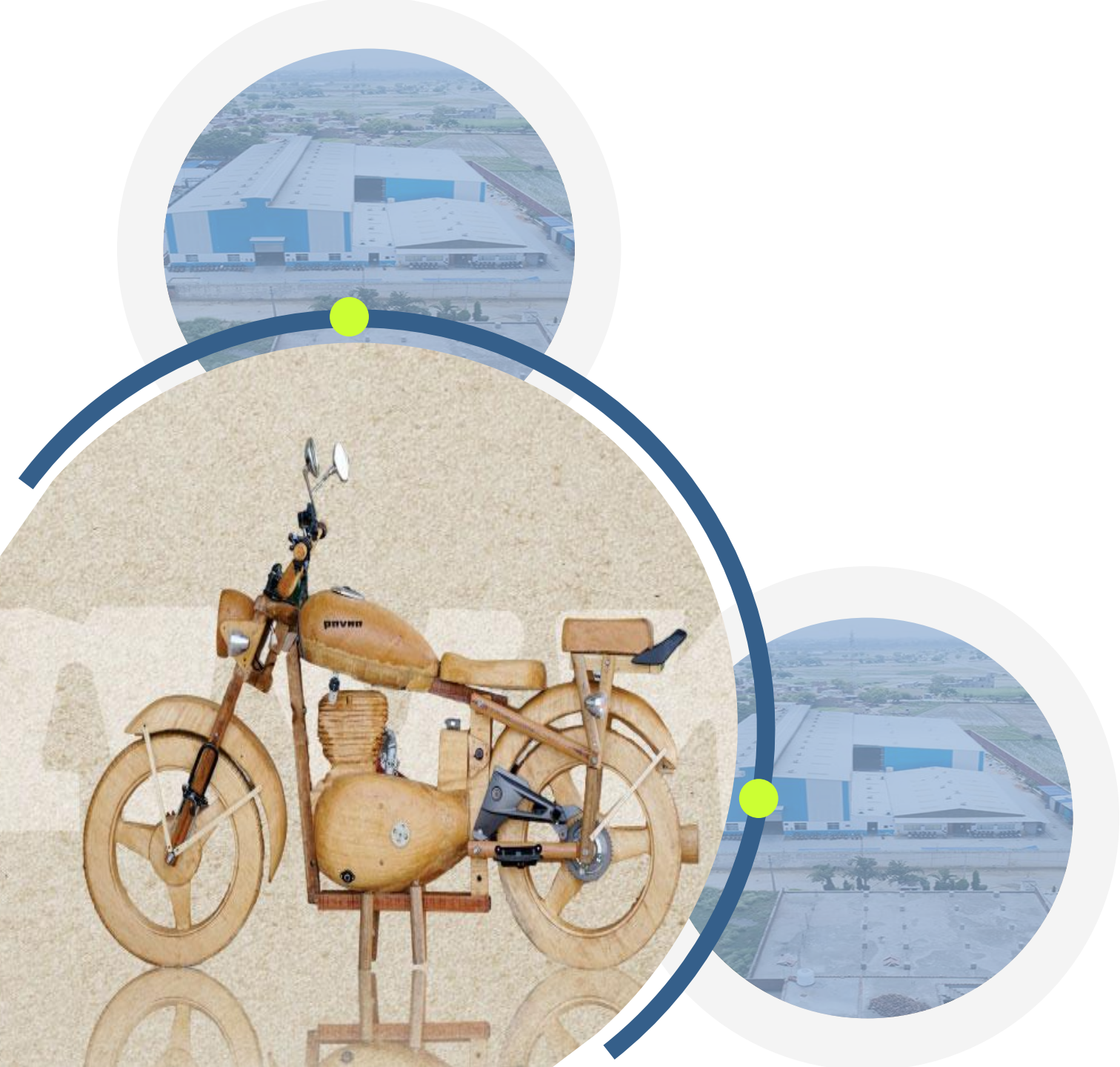


Marquee Clients



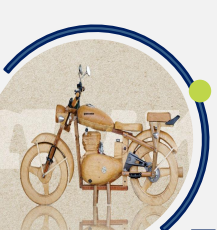
SCOOTERS INDIA LIMITED





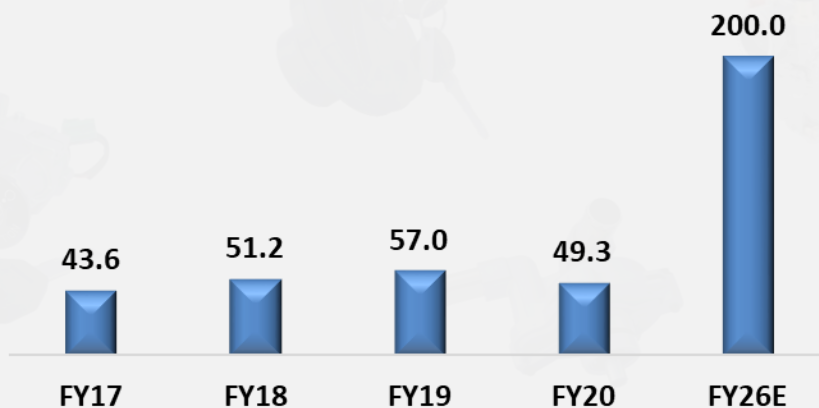
01

Industry Overview

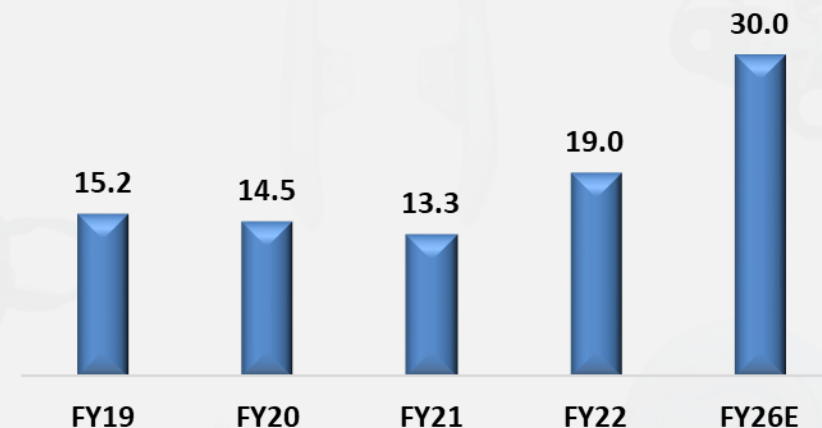


Industry Overview

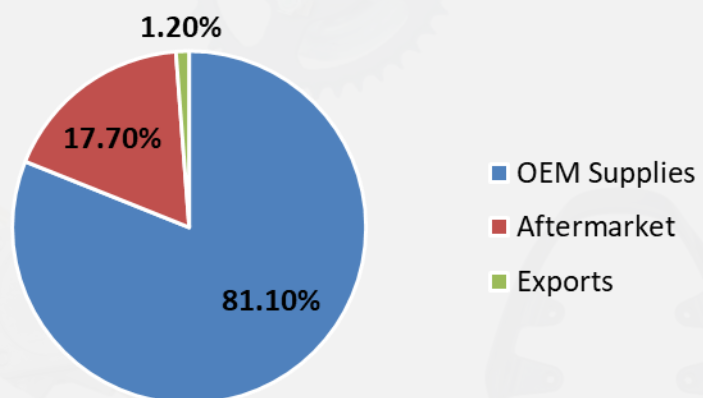
Domestic Market Potential (US\$ bn)



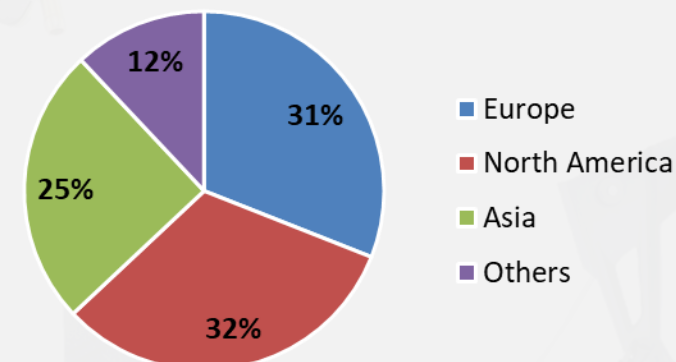
Export Market Potential (US\$ bn)

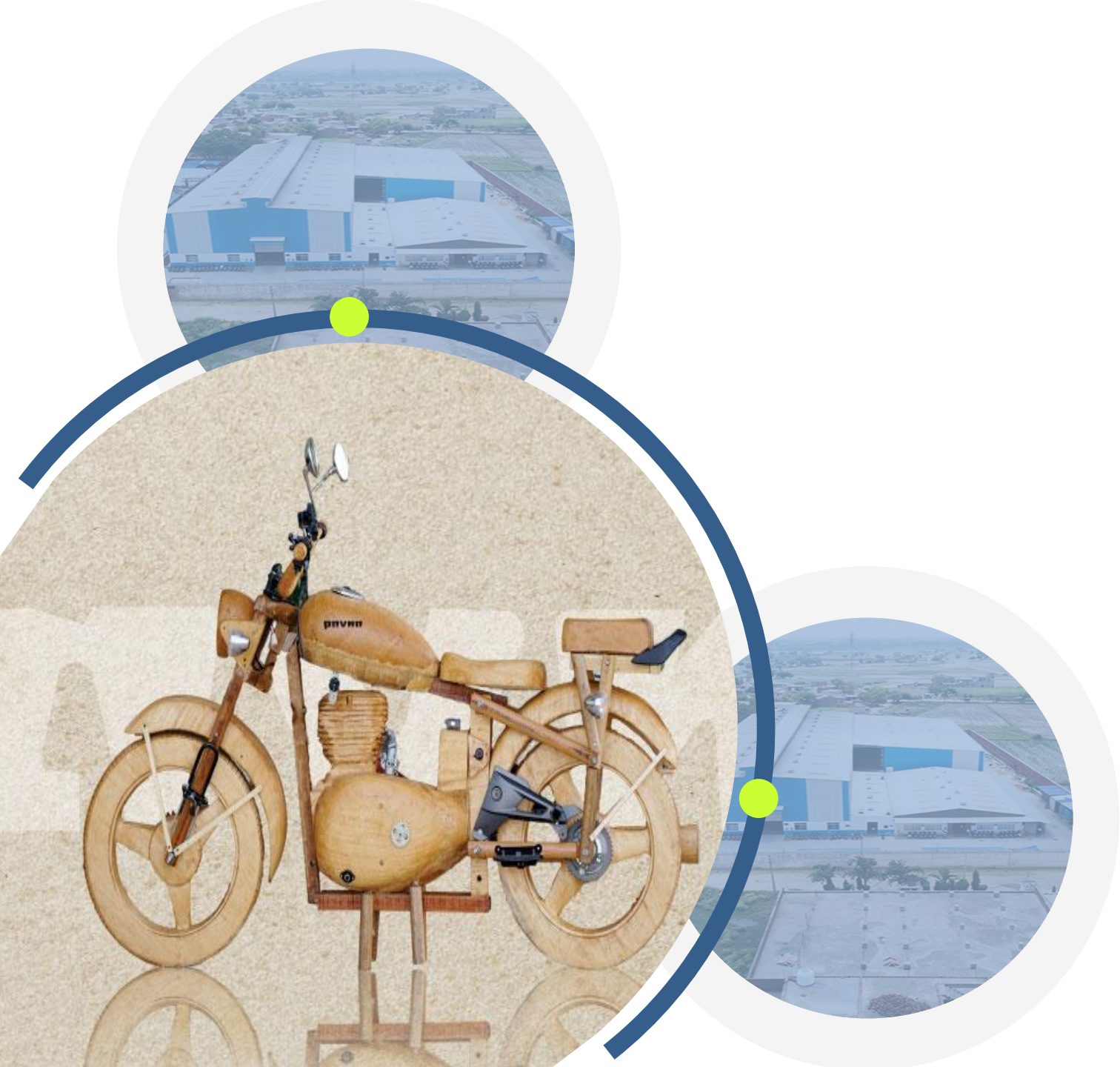


Share in Turnover of Auto Components Industry (FY22)



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

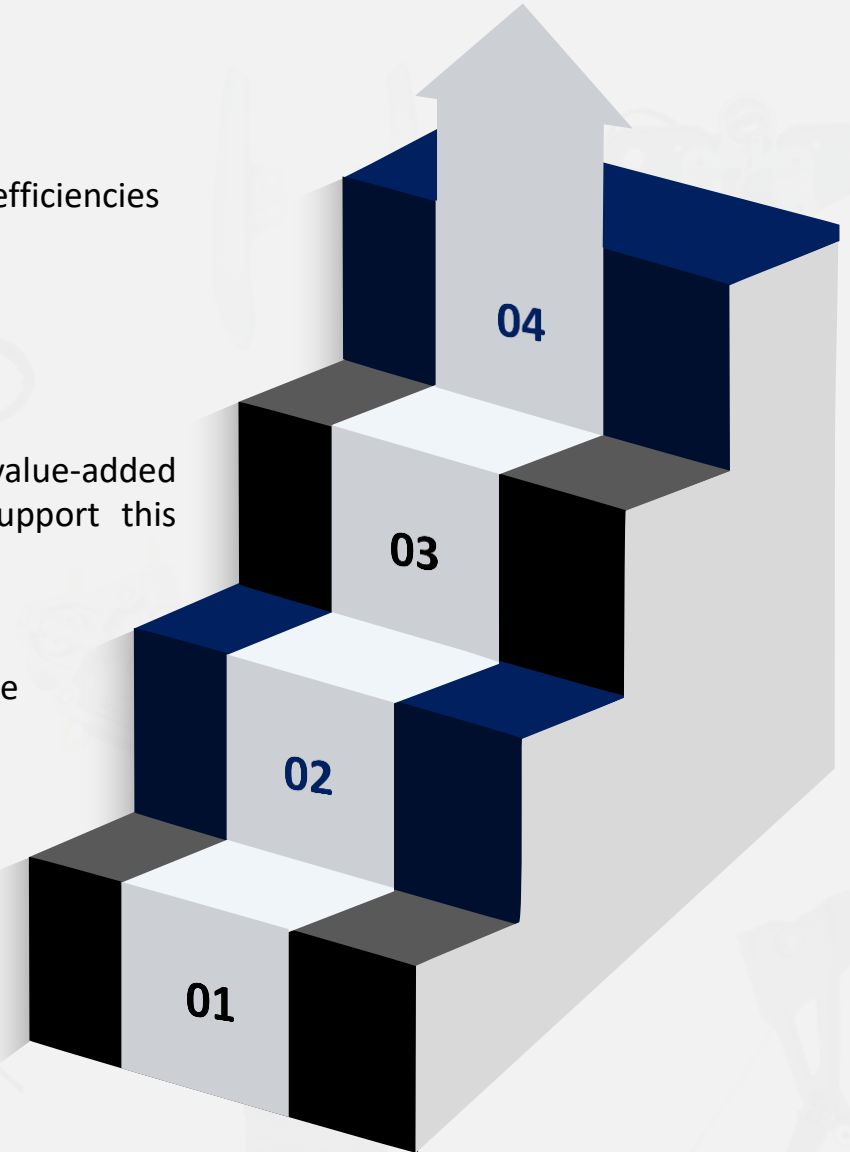
- Continued focus on expanding the product portfolio with value-added offerings; a joint venture is currently in progress to support this initiative

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
- Working on both organic and inorganic growth opportunities



Thank You

Company :

Pavna Industries Limited.

Ms.Kanchan Gupta

cs@pavnagroup.com

www.pavna.in

Investor Relations Advisors :

Adfactors PR Pvt. Ltd.

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