



AURO IMPEX & CHEMICALS LIMITED

740 A, Block 'P', New Alipore, Kolkata 700 053, INDIA, Ph. No. (033) 2400 6300/01/02
E-mail : aimpche@gmail.com, Website : www.auroimpex.com, CIN - U51909WB1994PLC061514

To,
Listing Compliance Department
National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor,
Plot No. C/ 1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051

September 13, 2023

NSE Symbol: AUROIMPEX

Dear Sir/Madam,

Sub: Investor presentation – Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

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The said presentation will be uploaded on the Company's website at www.auroimpex.com.

You are requested to please take the same in your record

Thanking You
Yours Faithfully

For Auro Impex & Chemicals Limited

Raghav Jhunjunwala
Company Secretary
Membership No: - 12477



AURO IMPEX & CHEMICALS LIMITED

Investor Presentation



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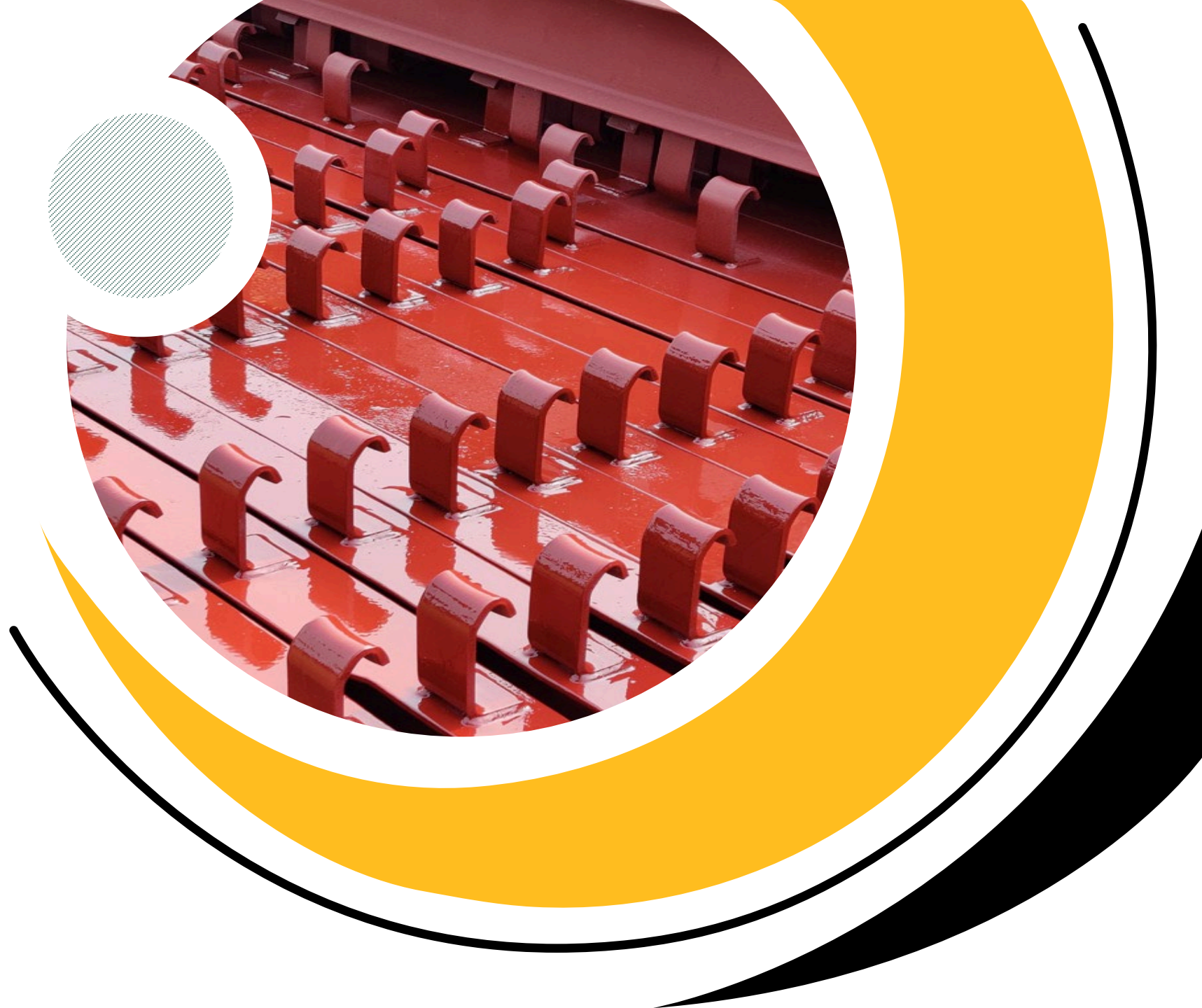
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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability 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.

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Company Overview



Auro Impex @ Glance



Auro Impex & Chemicals Limited is an Auro Group Company incorporated in 1994 with a vision to cater to the ever-growing requirements of industrial air pollution equipment in industries.

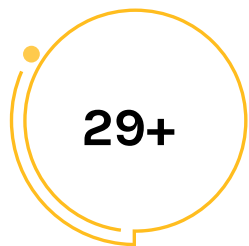
The company had set up a Manufacturing facility for the manufacturing of Electrostatic precipitator internals for both American and European designs in the state of West Bengal.

The company focuses on manufacturing, exporting, and supplying Discharge & Collecting Electrodes and Electrostatic Precipitator (ESP) internal parts and spares. Specializing in providing niche ESP electrical control solutions, they utilize the latest available technology to lower outlet emissions.

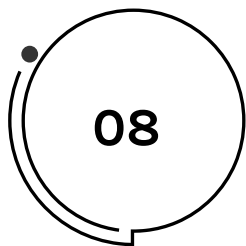
The organization's ISO 9001:2015 certification ensures high efficiency, low operating costs, and superior quality, leading to customer satisfaction.

Company's outstanding after-sales support to a widespread domestic and international network contributes to a greener and cleaner world for all.

Key Facts



Years Of Excellence



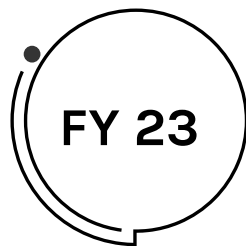
Product Portfolio Of Unique Products



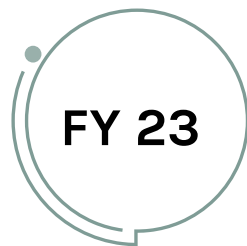
Total Capacity



Operations



Revenue - ₹ 232.97 Cr
EBITDA - ₹ 12.73 Cr
PAT - ₹ 6.00 Cr



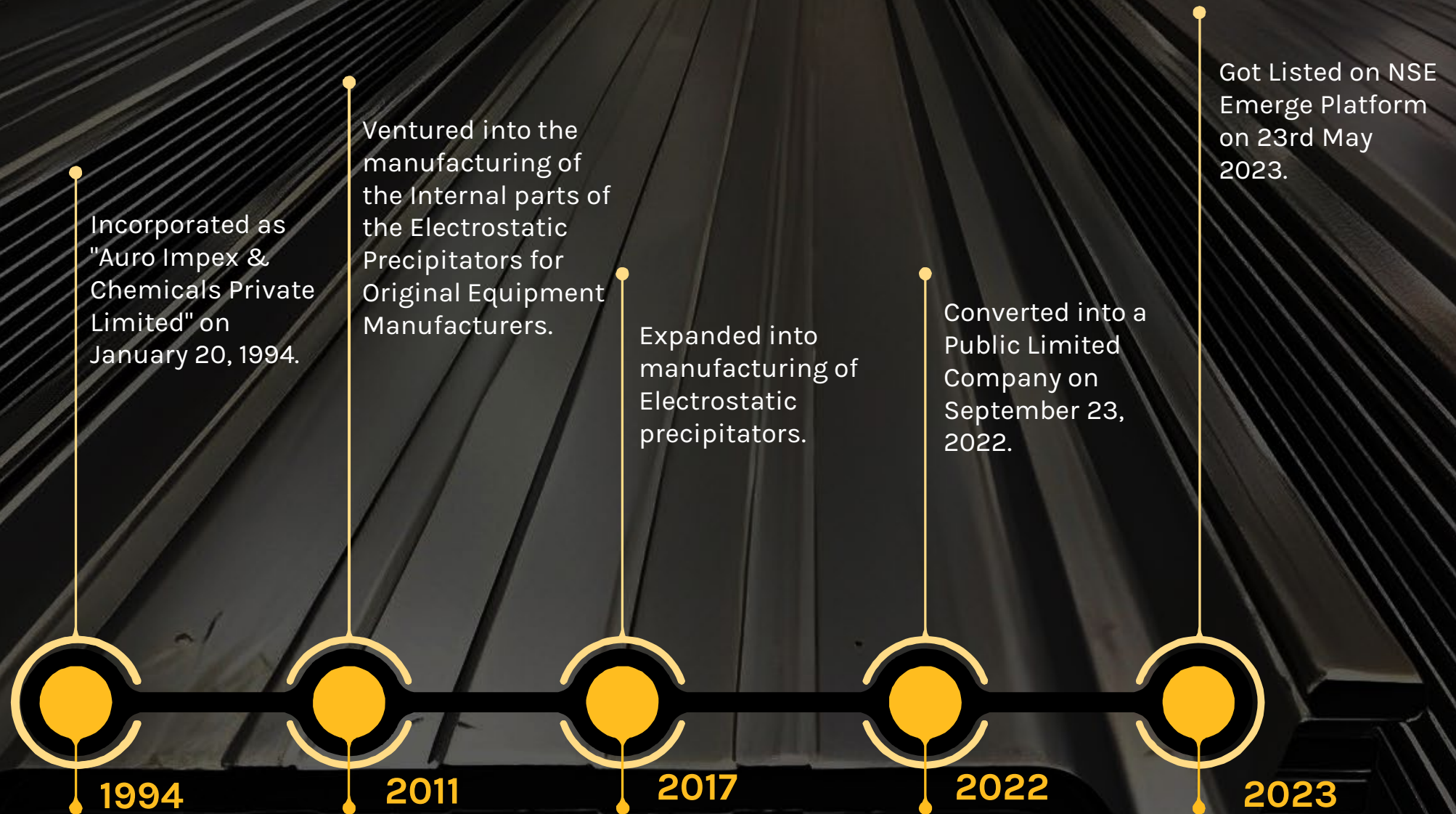
ROE - 34.19 %
ROCE - 17.92 %



Vision

Our vision is to create quality customer base catering to their developing needs with technological advancements. Our motto is to deliver quality product keeping up to the technical aspect and our delivery commitment with prompt after sales service. As an initiator of a goal, we would like to grow with our society keeping up with our social responsibilities.

Our Journey: A Timeline Of Auro Impex & Chemicals Limited



Our Valued Clients: Partners In Progress



Top 5 Customers Contribute 35% to the Business's Total Revenue

The Company Operates Within The Power, Iron And Steel , And Cement Industries, With A Significant Portion Of Its Revenue Originating From The Power Sector

Certifications: Recognitions Of Quality



ZERTIFIKAT • CERTIFICATE • 認證證書 • CERTIFICADO • CERTIFICAT

CERTIFICATE

The Certification Body
of TÜV SÜD South Asia Private Limited
certifies that

AURO IMPEX & CHEMICALS LIMITED,
HO.: 740A BLOCK-P, NEW ALIPORE, KOLKATA – 700 053, India

including the sites and scope of application see enclosure

has implemented Quality Management System
in accordance with ISO 9001:2015
for the scope of

**MANAGEMENT, HR, MARKETING & PURCHASING FOR
MANUFACTURING OF DISCHARGE ELECTRODES, COLLECTING
ELECTRODES, CRF TROUGH FLOOR, ERW TUBES & INTERNAL
MECHANICAL SPARES FOR ELECTROSTATIC PRECIPITATOR, FGD.**

The certificate is valid from **2023-06-08** until **2026-06-07**
Subject to successful completion of annual periodic audits
The present status of this certificate can be obtained through TÜV SÜD website by entering below QR code and by
entering the certificate number without spaces on web page. Further confirmation regarding the status & scope of
this certificate may be obtained by consulting the certification body at info@tuvindia.com

Certificate Registration No. **99 100 17686**
Date of Initial certification: **2017-06-08**
Issue Date: **2023-05-16** Rev. 00

Rajul Kaha
Head of Certification Body
of TÜV SÜD South Asia Private Limited,
Member of TÜV SÜD Group
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Enclosure of Certificate No.:
99 100 17686

Sites	Scope of application
AURO IMPEX & CHEMICALS LIMITED, HO.: 740A BLOCK-P, NEW ALIPORE, KOLKATA – 700 053, India	MANAGEMENT, HR, MARKETING & PURCHASING FOR MANUFACTURING OF DISCHARGE ELECTRODES, COLLECTING ELECTRODES, CRF TROUGH FLOOR, ERW TUBES & INTERNAL MECHANICAL SPARES FOR ELECTROSTATIC PRECIPITATOR, FGD.
AURO IMPEX & CHEMICALS LIMITED, WORKS UNIT- VILL. KANAJULI BLOCK, DHAMAKHALI, P.O.: GOBORARA, P.S.: GURAP, DIST.: HOOGHLY WEST BENGAL. – 712 305, India	MANUFACTURING OF DISCHARGE ELECTRODES, COLLECTING ELECTRODES & INTERNAL MECHANICAL SPARES FOR ELECTROSTATIC PRECIPITATORS, FGD, MANUFACTURING OF CRF TROUGH FLOOR FOR INDIAN RAILWAYS & ERW TUBES.

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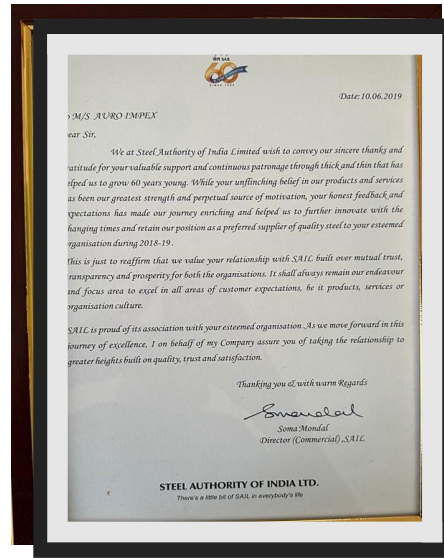
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Awards: Recognized For Excellence



Board Of Directors



Mr. Madhusudan Goenka
Managing Director

40+ Years of Experience

- He holds a Bachelor's degree in commerce and has 40 years of experience in transport, manufacturing, and trading.
- He has contributed to Auro's Group growth and success and he currently serves as the managing personnel.
- The manufacturing unit under Auro Impex & Chemicals Limited and the recent expansion were strategically decided by him.
- All the financial decisions for the Auro Group of Companies are taken by him.



Mr. Praveen Kumar Goenka
Whole-time Director

40+ Years of Experience

- He has completed his Bachelor's degree in Commerce and has over 40 years of experience in the transport, manufacturing, and trading sector.
- He led Auro Group's growth, including manufacturing unit and tyre trading expansion under Auro Industries Ltd.
- He is an integral member as Chief Operations Officer of Auro Impex & Chemicals Limited and its group companies.
- He is engaged in overall managing the operations of the company.



Ms. Vanshika Goenka
Non-Executive Director

4+ Years of Experience

- She holds a degree in Fashion Designing; and she has embarked into online jewellery venture.
- Boasting 4+ years in digital marketing, sales, and client service, her skills span business development, management, photography, and online marketing.
- An asset to our Group, she's driving digital transformation in marketing, sales, and client service.
- Proficient in digital tech, she adeptly manages orders, sales, and new market expansion.



Mr. Sibasis Mitra
Independent Director

25+ Years of Experience

- He is an Associate Member of the ICAI and a qualified Chartered Accountant with 25 years of experience in finance, accounts, and taxation.
- He has expertise in strategic financial planning, cost and profitability management, treasury operations, and working capital management.
- Efficiently manages account reconciliations, debts, and accounts receivable, enhancing profitability and maintaining organizational bottom lines.
- Proficient in designing and implementing financial and cost control policies and procedures.



Mr. Sankar Thakur
Independent Director

38+ Years of Experience

- He earned a B.Tech. in Chemical Engineering from Calcutta in 1983 and an M.B.A. in Marketing Management in 1989.
- With 38 years of experience in top management, he manages profit center operations, projects, marketing, and commercial affairs.
- Managed large and medium-sized projects in various industries, including planning, scheduling, procurement, and coordination.

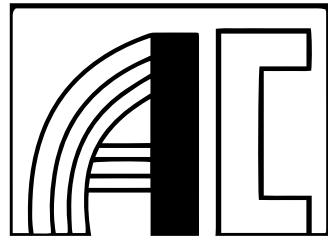
Key Strengths: Building On Experience & Infrastructure



Experienced Promoter and strong senior management team with extensive knowledge of the sector



Established distribution network and long term relationship with our customers



Consistent focus on quality and safety



Established manufacturing facilities with over decades of operations in the heavy electrical and engineering industry.

Navigating Future Success: Strategic Growth Initiatives



Building our relationship with industry leading OEM's and Service Providers.



Invest in infrastructure and technology.



Targeting new customers by increasing our presence in domestic markets and building our presence in international markets.



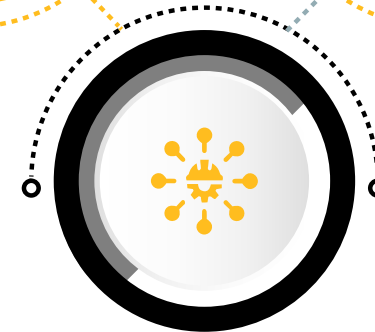
Combine with strength.



Continue to focus on improving the manufacturing process and capabilities.



To build-up a professional organization.



Improving functional efficiency and Optimal Utilization of Resources.



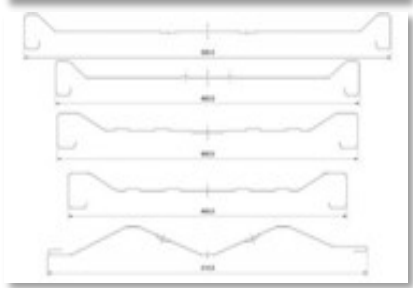
Business Overview

Product Portfolio: Advanced Industrial Components For Efficient Operations



Collecting Electrodes-

They are essential in industrial operations for electrostatic charging and material collection in smooth gas streams. They create a passage center for discharge electrodes, ensuring air pollution control by collecting solid or liquid droplets from gas streams.



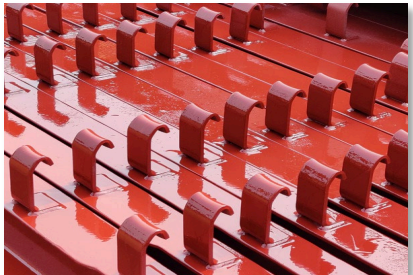
Discharge Electrodes-

Dust particles migrate towards collecting plates due to an electrical field influenced by ESP process and pipe gas properties. Discharge electrodes emit charging ions, generating an electrical field with low corona onset voltage and unaffected by dust load or type.



ESP Internal Components-

ESP Components and Spares include a range of ESP Plain Bearings, Rapper Coil Spares, Rapping Hammers, and ESP Internal Components like Tumbling Hammers (Inner Arm, Outer Arm), Tadpoles, Hanger Frames, Bearing Support, etc.



Electro- Magnetic Rapper-

Electromagnetic rappers are electromagnetic devices with just the plunger moving. The vertical configuration is supported by the precipitator roof, which eliminates rebound-related problems while increasing acceleration responsiveness to the electrode system

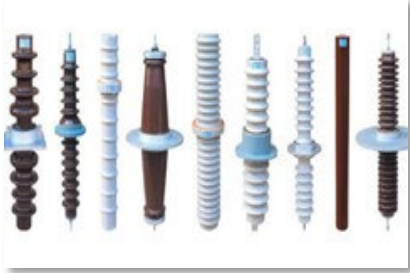


Product Portfolio: Advanced Industrial Components For Efficient Operations



Support, Shaft & Hollow Bushing-

Porcelain Hollow Bushing, Post Bushing, Shaft Bushing, Wall Bushing



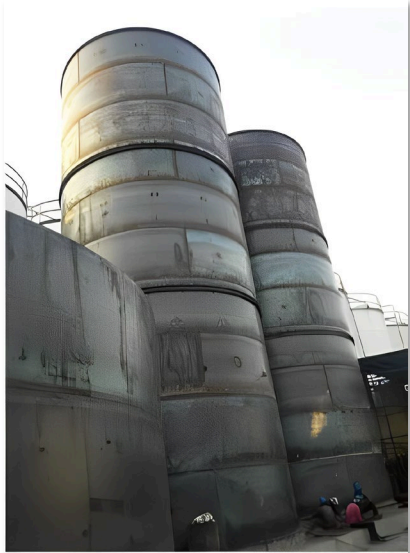
Tank Fabrication-

High-grade materials are required for the fabrication of premium tank metal constructions.



Silo Manufacturing-

We provide powerful silo solutions to customers in India's key sectors. We predominantly use steel panels to fabricate silos.



Duct Fabrication-

Duct fabrication is basically the design and production of specialized pieces for a flue gas conveying. Sheet metal must be precisely cut and bent into suitable cylindrical or rectangular forms for duct manufacturing.



Our Manufacturing Facility: Powering Innovation & Production Excellence



Area of 2.44 acres of land with all the requisite machines and equipment

Total capacity of 17,500 M.T

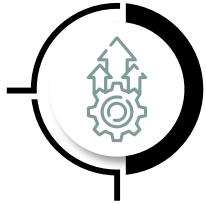
24*7 operations

Production Capacity And Utilisation



Production stream	Installed Capacity (in MT)			Actual Capacity (in MT)			% of capacity Utilization		
	Mar-23	Mar-22	Mar-21	Mar-23	Mar-22	Mar-21	Mar-23	Mar-22	Mar-21
Collecting Electrodes	12,000	10,000	8,000	10,264	7,583	5,813	85.53	76	73
Discharge Electrodes	2,500	2,500	2,100	2,148	1,992	1,600	85.92	80	76
Internal ESP Components & Spares	3,000	3,000	2,500	2,653	2,677	1,950	88.43	89	78
Total	17,500	15,500	12,600	15,065	12,252	9,363	86.08	79	74

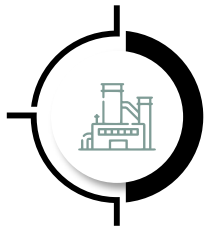
Quality, Efficiency, And Beyond: Our Competitive Advantage



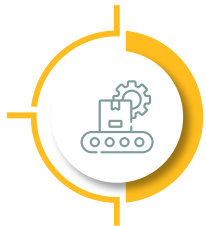
Our integrated manufacturing process offers a competitive advantage in maintaining quality and effectiveness of products.



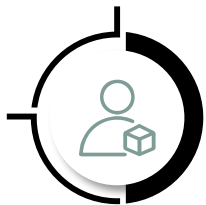
ISO 9001:2015 certification certifies our quality management system for collecting, discharge, and internal components of electrostatic precipitators, railway tough loads, and FGD.



Our Manufacturing Facility offers flexibility through multiple function training and equipment standardization, meeting clientele's requirements.



This scale of production allows for high-quality, timely, and cost-effective solutions while limiting individual order volatility and maintaining competitiveness.



Development of supplier eco-system, developing a robust channel network and Building customer confidence, which can only be achieved over a period of time are substantial Entry Barriers in this business.

Industry Overview



Global Electrostatic Precipitator Market



Global electrostatic precipitator market valued at over USD 8 billion in 2022, is expected to grow at a CAGR of over 6% from 2023 to 2032.

Driven by rising air pollution and industrial activities.

For instance, in September 2022, the Central Government of India set a target to lower 40% of particulate matter concentration across cities under the National Clean Air Program by 2026

World Health Organization data shows 91% of global population exceeds air pollution limits, costing over \$5.7 trillion in health damage, equivalent to 4.8% of GDP as of 2020.

Electrostatic precipitator market value from the dry system segment is expected to surpass over USD 12.5 billion by 2032

According to the data by the WHO, over 7 million deaths are caused by air pollution annually. Ambient air pollution causes approximately 4.2 million deaths worldwide.

The usage of such technology is anticipated to increase as a result of strict restrictions to control rising levels of air pollution and rising health consciousness.

Growth Drivers Of Global Electrostatic Precipitator (ESP) Market



Rapid industrialization and increasing awareness of air quality preservation drive the global electrostatic precipitator (ESP) market



Type, technology, phase, voltage, end use and region are key market parameters that have been taken into consideration whilst classifying the global electrostatic precipitator (ESP) market



Environmental, Health, and Safety regulations place a high priority on air pollution management and need for improved air quality, both of which can be achieved to a large extent with the usage of ESPs.



The global Electrostatic Precipitator (ESP) market is expected to grow due to modern technologies and redevelopment of existing power plants, focusing on improving efficiency in coal power production.



Rapid industrialization and increasing awareness of air quality preservation drive the global electrostatic precipitator (ESP) market.

Growth Drivers Of Global Electrostatic Precipitator (ESP) Market



Power & electricity segment dominates global electrostatic precipitator market.



Electrostatic precipitator adoption in end-users, including thermal power plants, cement factories, and chemical industries boosts market growth, driven by government initiatives.



Power & electricity segment dominates global electrostatic precipitator market, causing significant greenhouse gas emissions from electricity generation.



As a result of increasing automation, industrialization, and strict governmental regulations to reduce pollution levels, regions like Asia Pacific and North America are expected to have significant product demand in the near future.

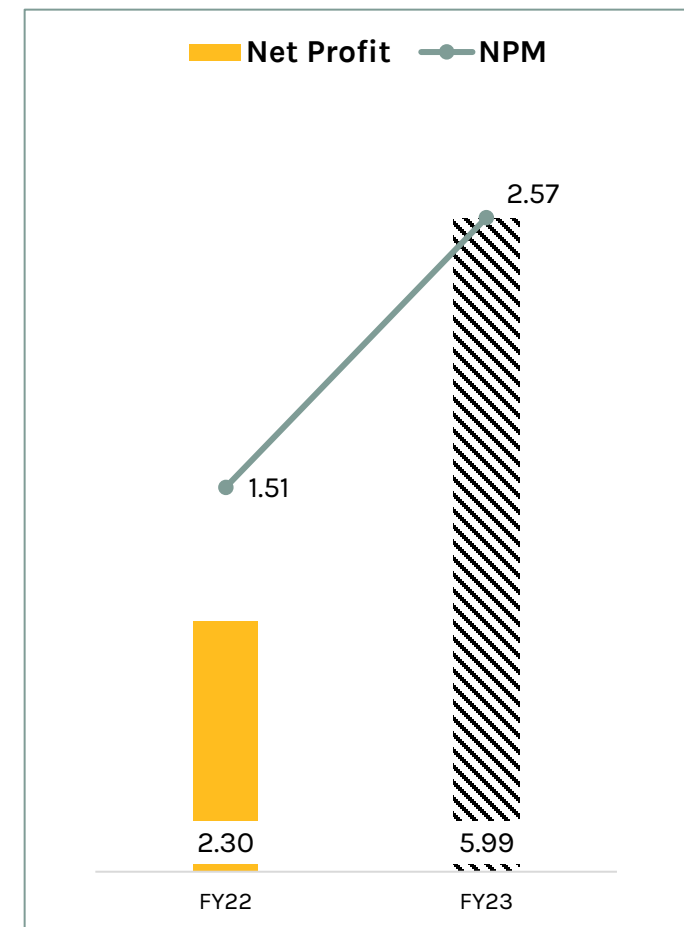
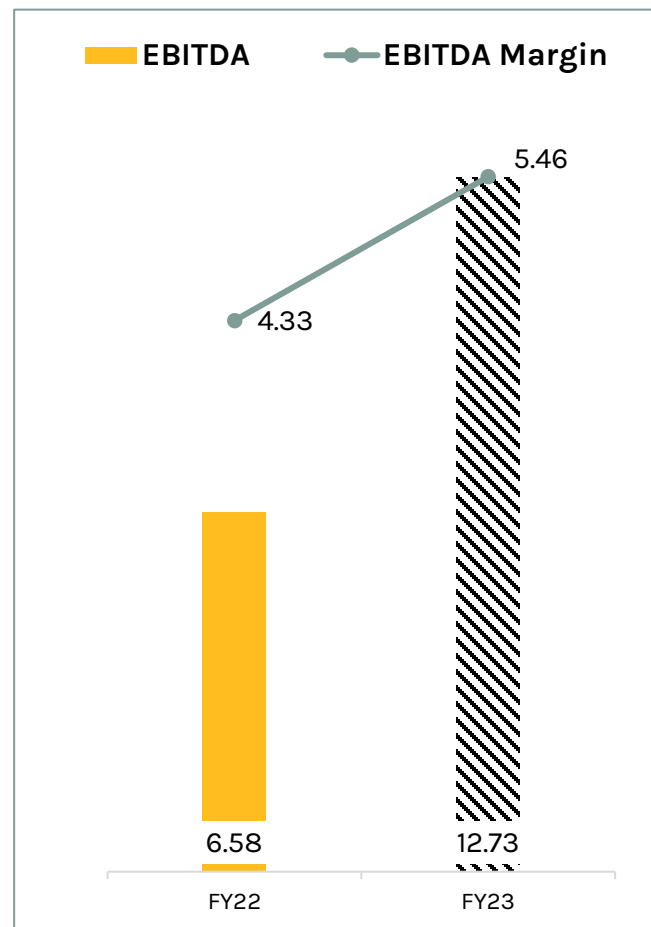
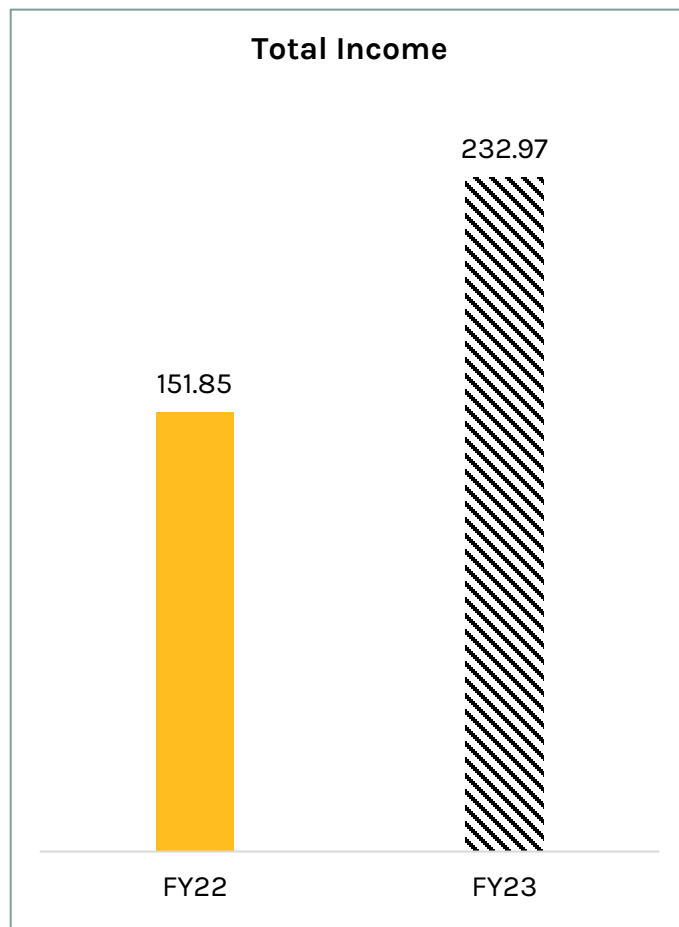


According to market projections, this aspect is likely to favor overall market expansion in the forthcoming years.



Financial Overview

Consolidated Financials Highlights



All Figures In ₹ Cr & Margin In %

Consolidated Profit & Loss Statement



In ₹ Cr

Particulars	FY23	FY22
Net Sales	231.99	150.65
Other income	0.98	1.20
Total income	232.97	151.85
RMC	211.94	138.93
Staff Cost	2.88	2.21
Other op expenses	5.41	4.12
Total Exp	220.23	145.27
EBITDA	12.73	6.58
EBITDA%	5.47%	4.34%
Int	3.96	2.94
Dep	0.49	0.52
Exceptional Exp	0.00	0.00
PBT	8.28	3.12
Tax	2.28	0.82
PAT	6.00	2.30
Other Comprehensive income	0.00	0.00
Net profit after comprehensive income	6.00	2.30
NPM	2.58%	1.51%
EPS(Rs)	6.46	2.48
PAT Margin	2.58%	1.51%

Consolidated Balance Sheet



In ₹ Cr

Assets	FY23	FY22
Non Current Assets		
Fixed Assets	9.10	8.64
Capital WIP	2.75	0.64
Other Non Current Assets	0.57	0.03
Total Non Current Assets	12.42	9.31
Current Assets		
Inventories	27.99	22.33
Trade Receivables	14.95	16.60
Cash & Bank Balance	12.77	7.46
Other Current Financial Assets	-	-
Current Tax Assets (Net)	-	-
Other Current Assets	14.15	6.50
Total Current Assets	69.86	52.89
Total Assets	82.28	62.20

Equities & Liabilities	FY23	FY22
Equity	9.28	0.77
Reserves	8.27	10.78
Net Worth	17.55	11.55
Non Current Liabilities		
Long Term Borrowing	9.75	9.79
Deferred Tax Liabilities	0.73	0.61
Other Long Terms Liabilities	2.00	0.94
Long Term Provision	-	-
Total Non Current Liabilities	12.47	11.34
Current Liabilities		
Short Term Borrowings	39.01	30.11
Trade Payables	3.27	5.70
Other Current Liabilities	8.41	3.00
Short Term Provision	1.57	0.50
Total Current Liabilities	52.26	39.30
Total Liabilities	82.28	62.20

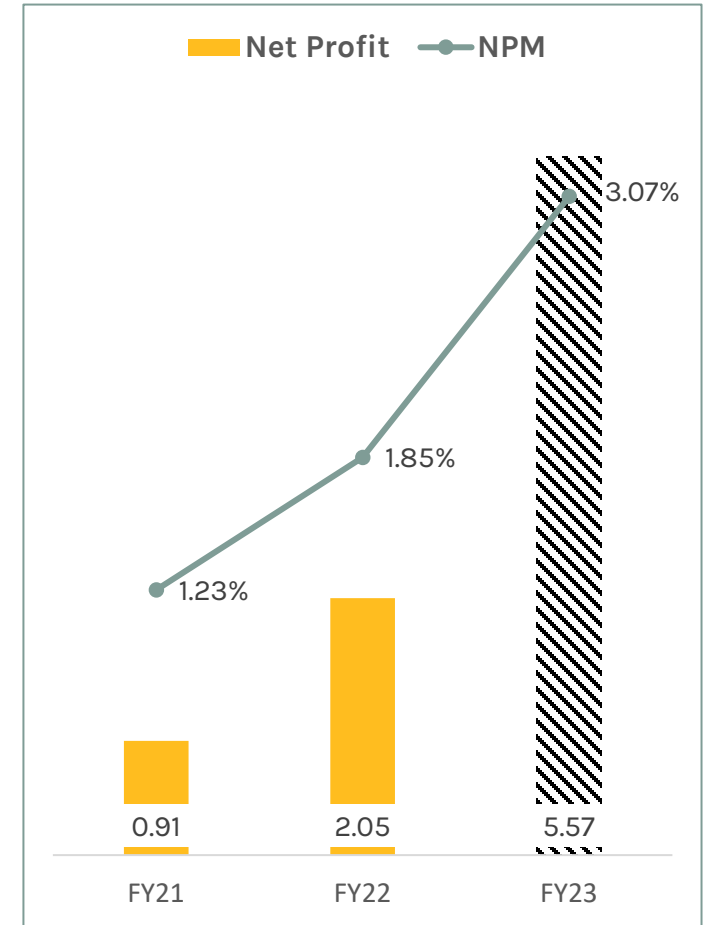
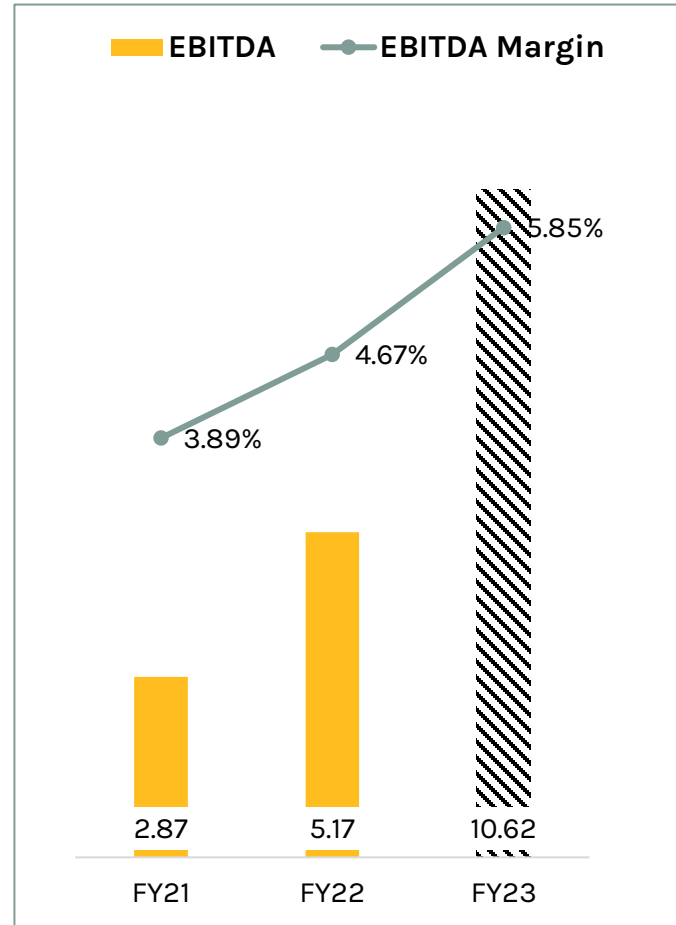
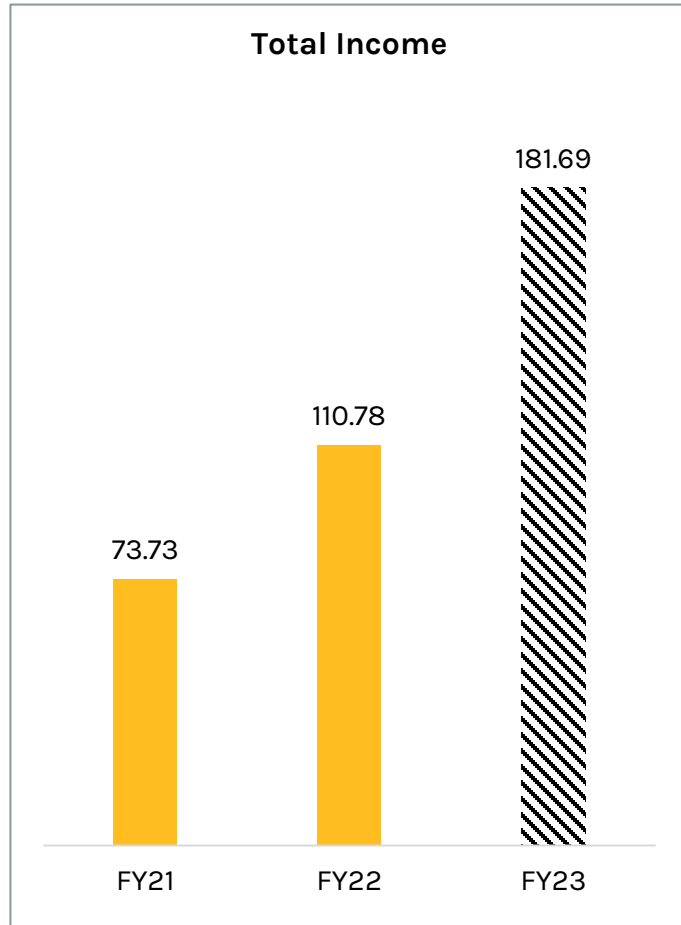
Consolidated Cash Flow Statement



In ₹ Cr

Particular	FY23	FY22
Cashflow from Operations	2.84	-3.91
Cashflow from Investments	-2.87	-2.52
Cashflow from Financing	5.34	9.26
Net Cash Flow	5.30	2.83
Opening Cash Balance	7.46	4.64
Closing Cash Balance	12.77	7.46

Standalone Financials Highlights



All Figures In ₹ Cr & Margin In %

Standalone Profit & Loss Statement



In ₹ Cr

Particulars	FY23	FY22	FY21
Net Sales	181.38	110.08	73.51
Other income	0.31	0.70	0.22
Total income	181.69	110.78	73.73
RMC	164.41	100.79	67.91
Staff Cost	1.83	1.34	1.00
Other op expenses	4.82	3.49	1.95
Total Exp	171.07	105.61	70.86
EBITDA	10.62	5.17	2.87
EBITDA%	5.85%	4.67%	3.89%
Int	2.48	1.90	1.49
Dep	0.44	0.49	0.44
Exceptional Exp	0.00	0.00	0.00
PBT	7.71	2.78	0.94
Tax	2.14	0.73	0.03
PAT	5.57	2.05	0.91
Other Comprehensive income	0.00	0.00	0.00
Net profit after comprehensive income	5.57	2.05	0.91
NPM	3.07%	1.85%	1.23%
EPS(Rs)	6	2.2	0.98
PAT Margin	3.07%	1.85%	1.23%

Standalone Balance Sheet



In ₹ Cr

Assets	FY23	FY22	FY21
Non Current Assets			
Fixed Assets	8.74	8.38	6.33
Capital WIP	2.75	0.64	0.53
Other Non Current Assets	0.57	0.03	-
Total Non Current Assets	12.06	9.05	6.86
Current Assets			
Inventories	22.89	16.77	8.74
Trade Receivables	13.27	14.48	13.17
Cash & Bank Balance	1.63	2.05	1.05
Short term Loans and Advances	8.84	3.83	2.58
Current Tax Assets (Net)	-	-	-
Other Current Assets	1.42	1.82	1.17
Total Current Assets	48.05	38.94	26.70
Total Assets	60.11	48.00	33.56

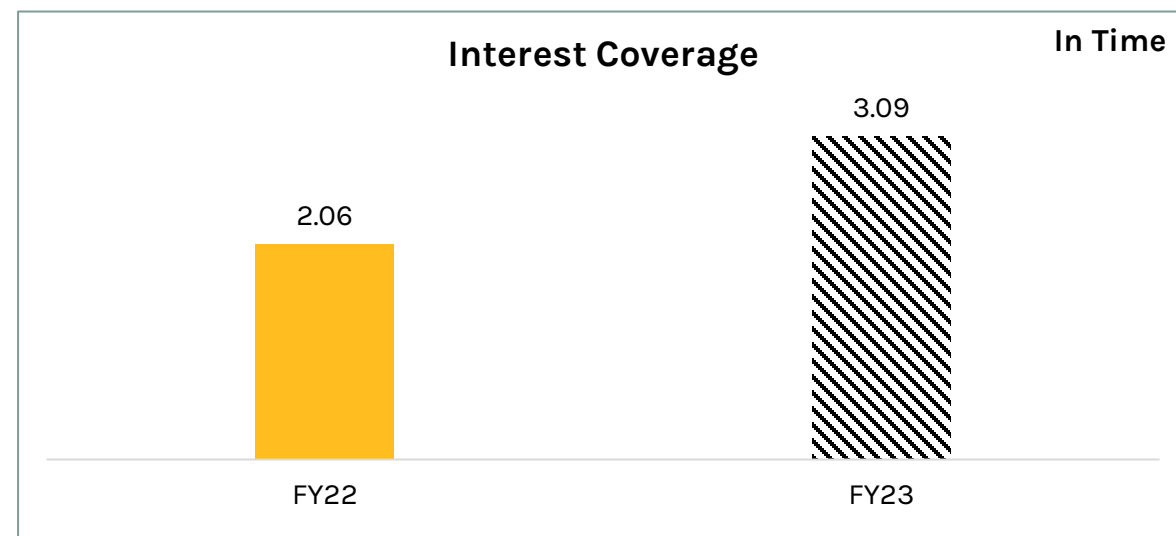
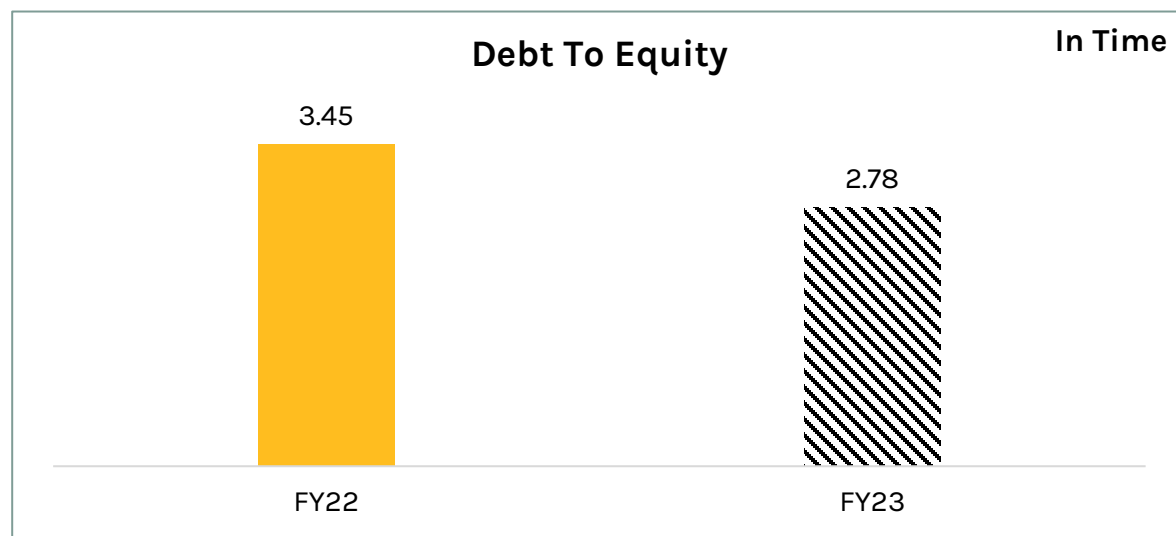
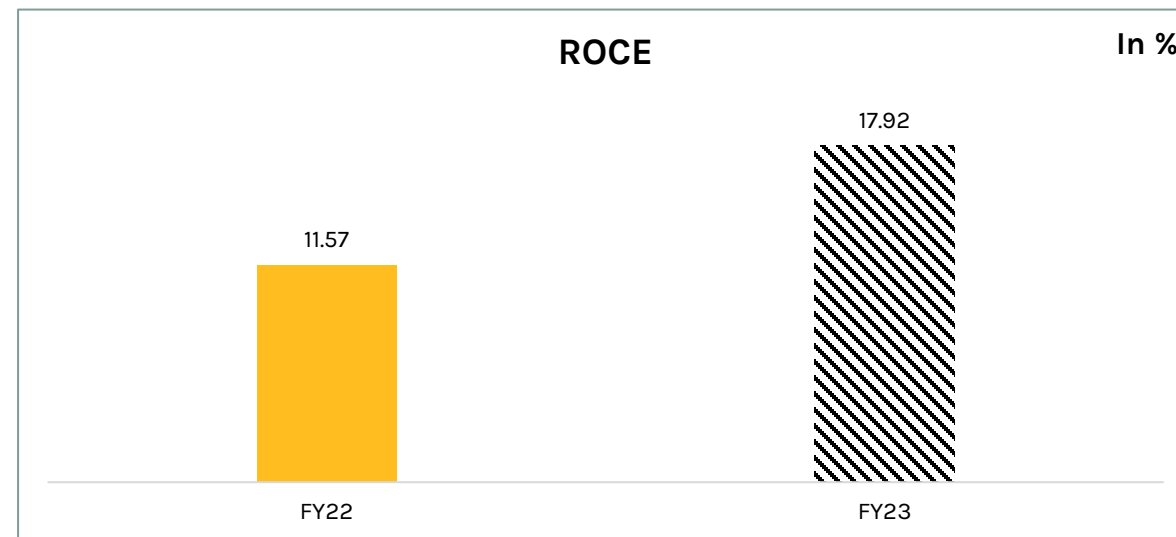
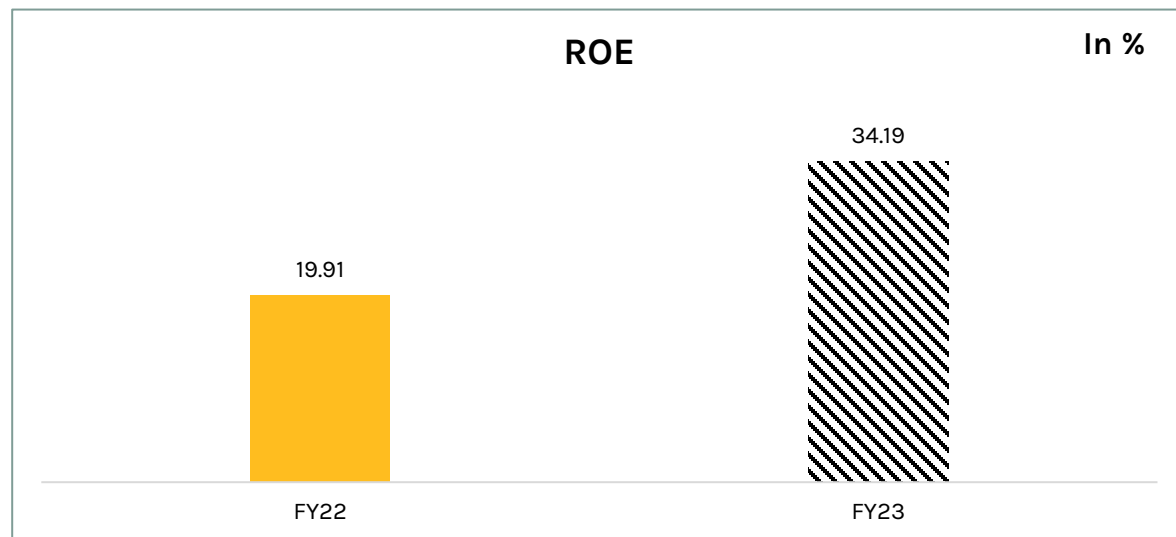
Equities & Liabilities	FY23	FY22	FY21
Equity	9.28	0.77	0.77
Reserves	3.24	6.18	4.13
Net Worth	12.52	6.95	4.91
Non Current Liabilities			
Long Term Borrowing	8.93	8.38	5.77
Deferred Tax Liabilities	0.72	0.61	0.55
Other Long Terms Liabilities	2.00	3.29	1.25
Long Term Provision	-	-	-
Total Non Current Liabilities	11.65	12.27	7.57
Current Liabilities			
Short Term Borrowings	27.65	18.84	10.07
Trade Payables	1.71	6.90	10.20
Other Current Liabilities	5.24	2.63	0.71
Short Term Provision	1.34	0.41	0.10
Total Current Liabilities	35.94	28.77	21.09
Total Liabilities	60.11	48.00	33.56

Standalone Cash Flow Statement

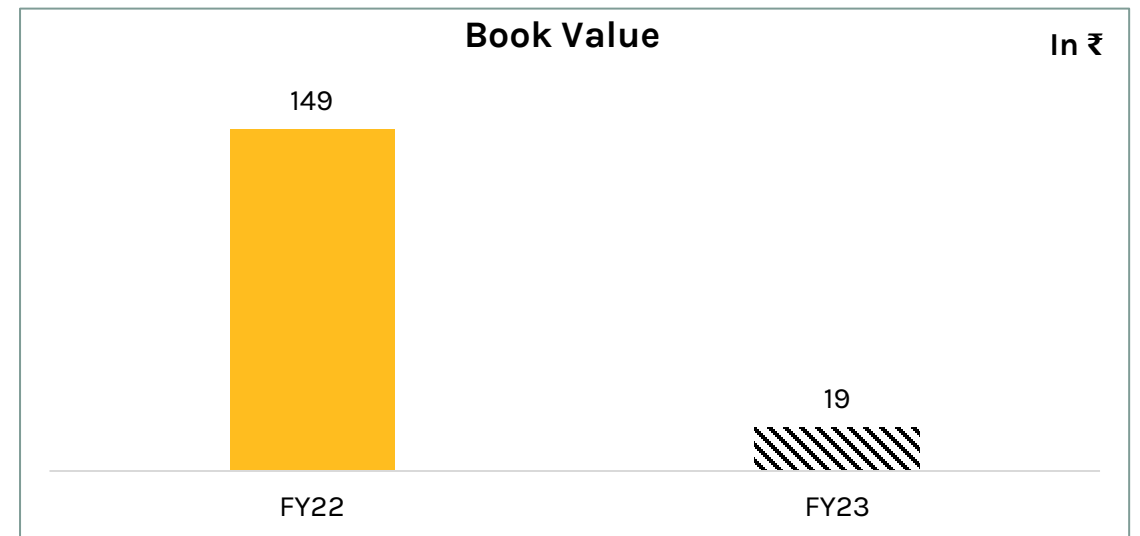
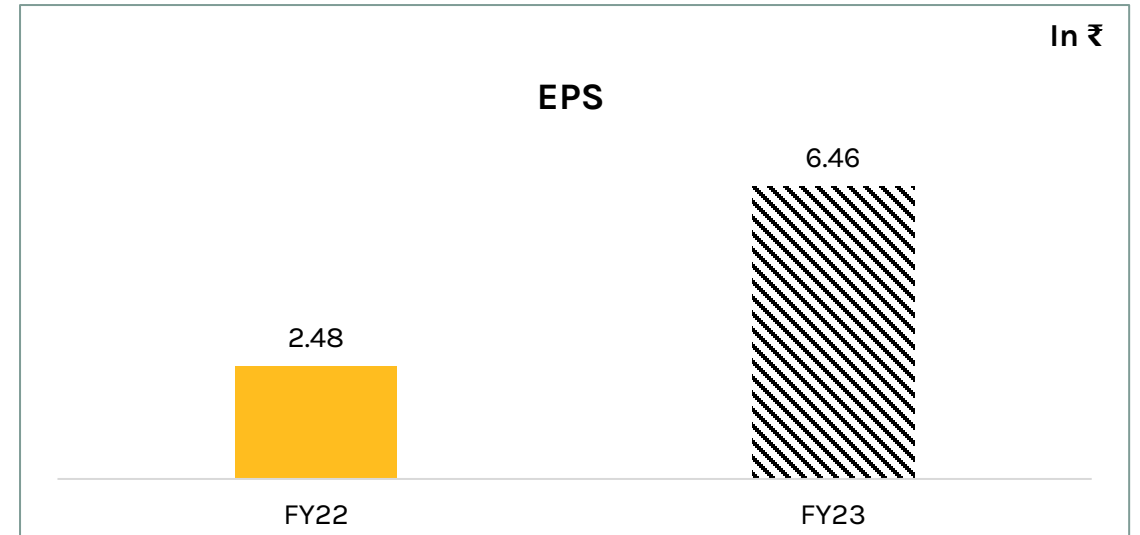
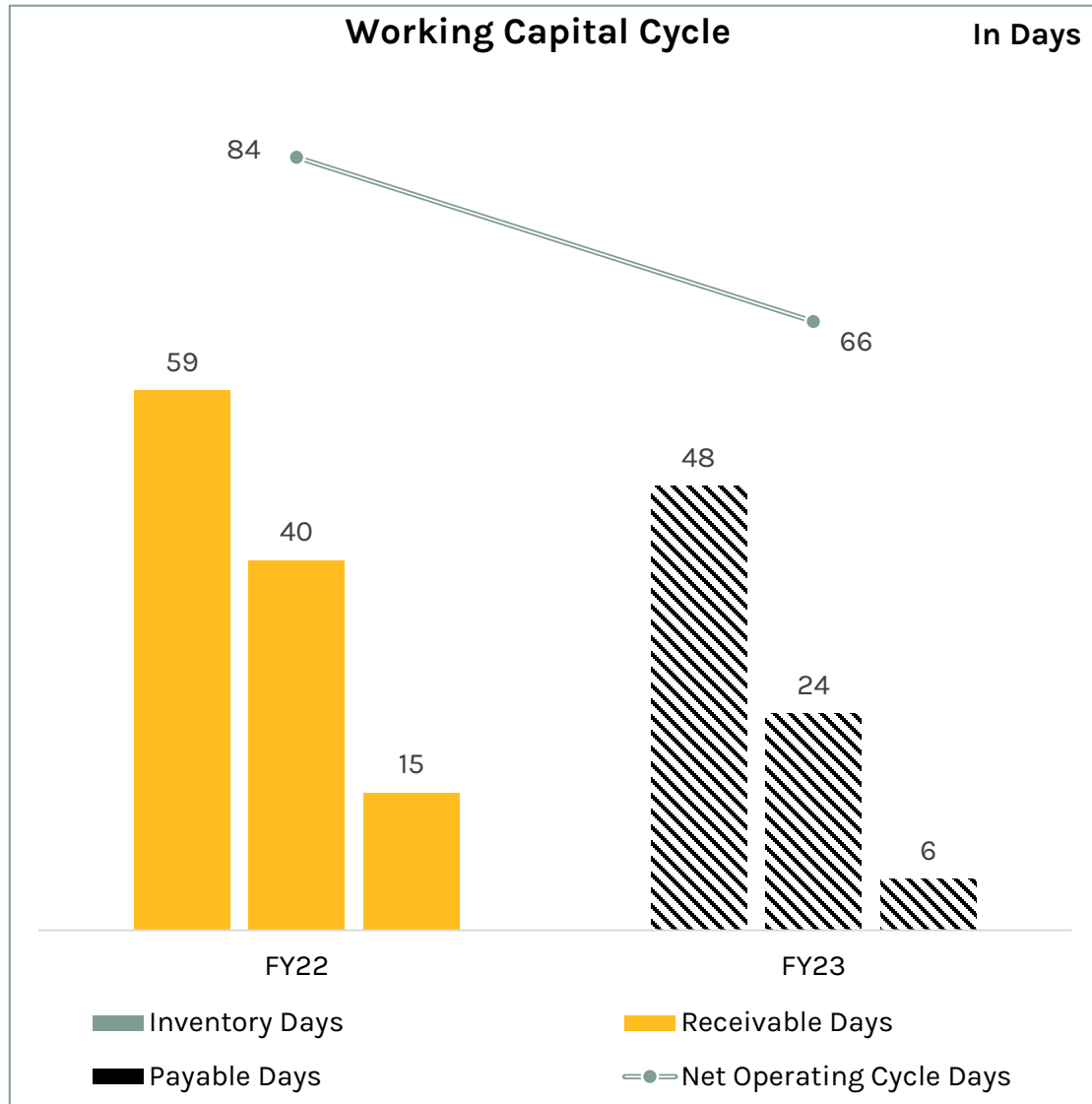


Particular	FY23	FY22	FY21
Cashflow from Operations	-4.85	-3.05	0.67
Cashflow from Investments	-2.88	-2.61	-0.98
Cashflow from Financing	7.31	6.67	0.28
Net Cash Flow	-0.42	1.00	-0.03
Opening Cash Balance	2.05	1.05	1.07
Closing Cash Balance	1.63	2.05	1.05

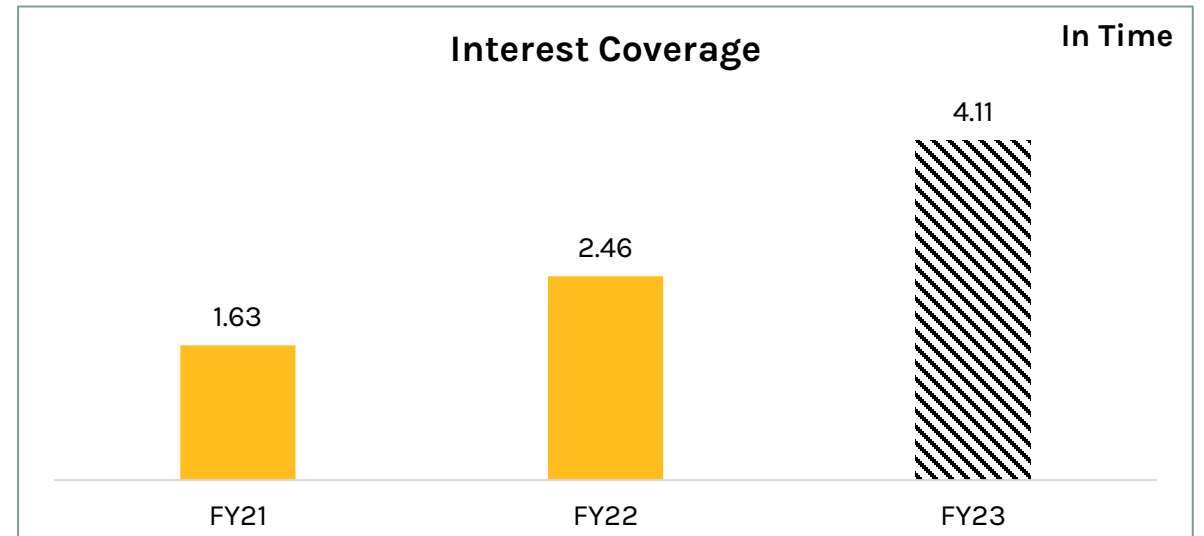
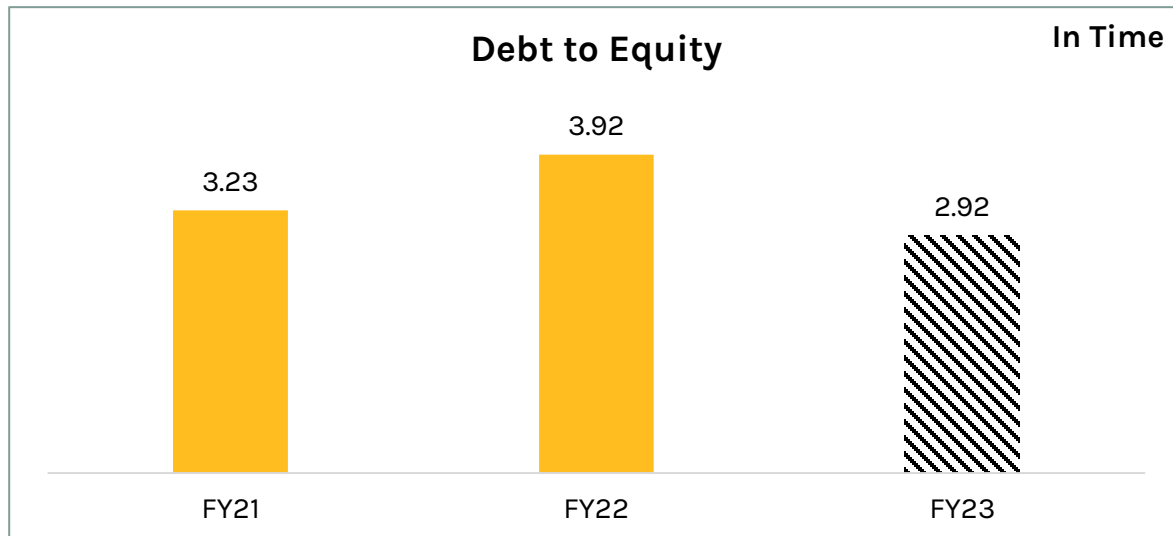
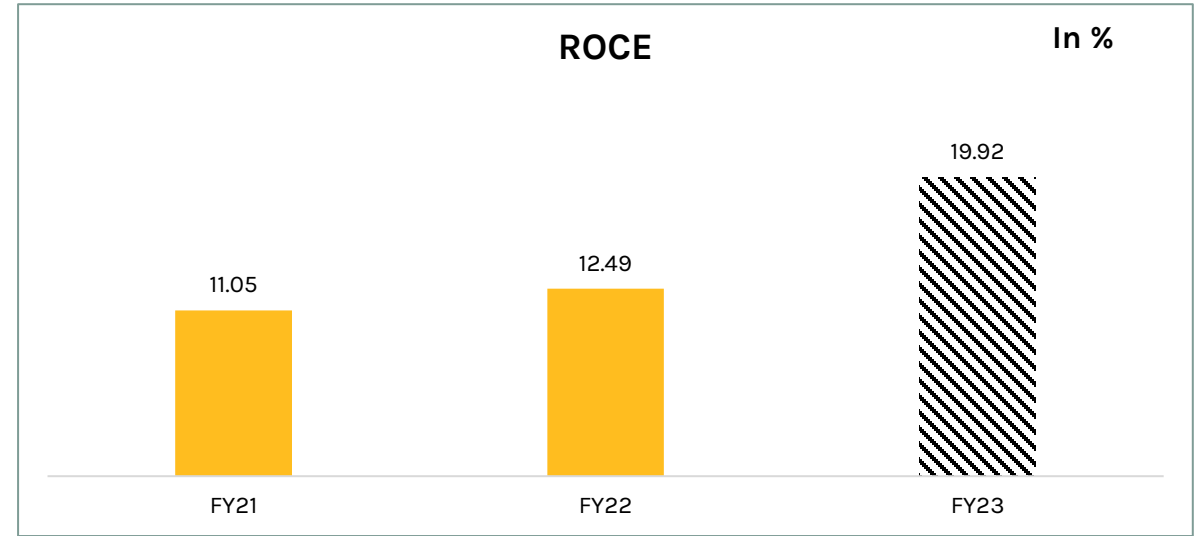
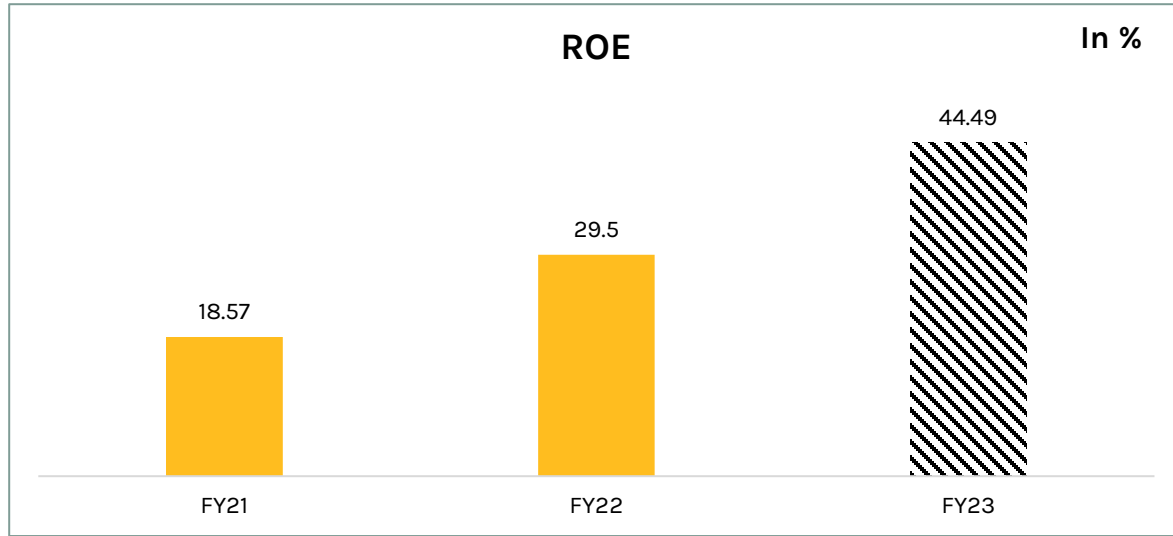
Consolidated Ratios



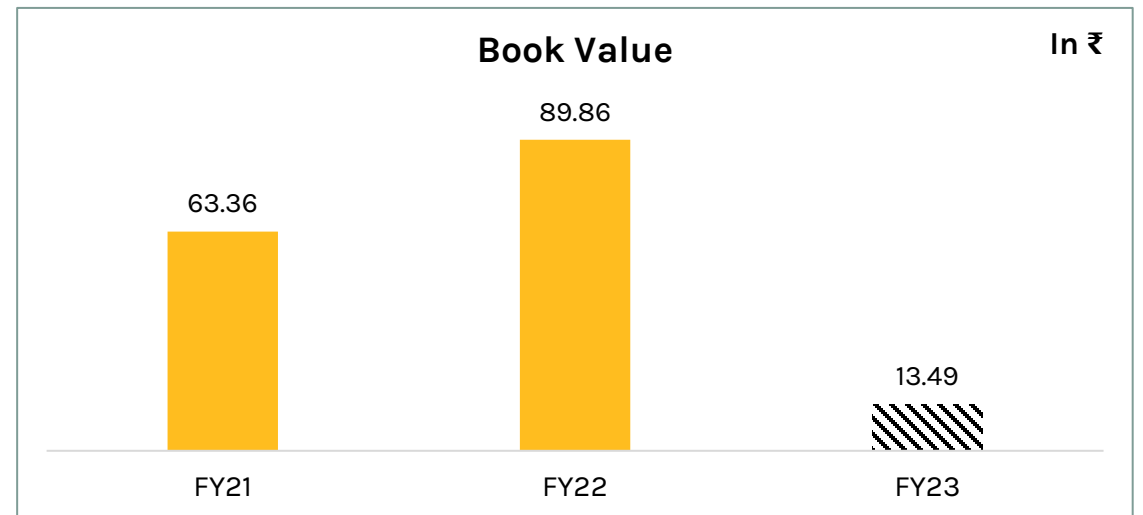
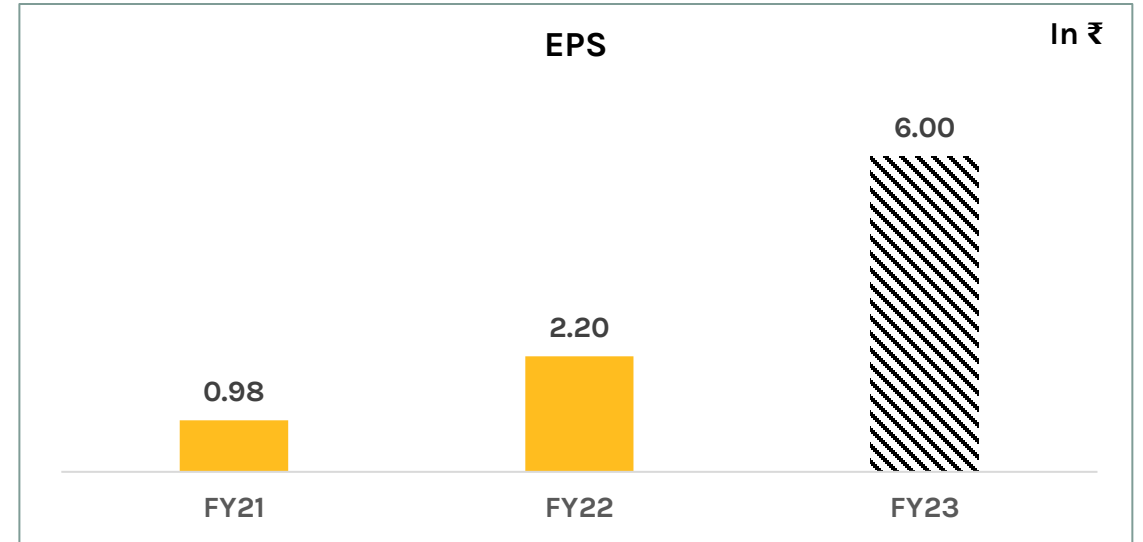
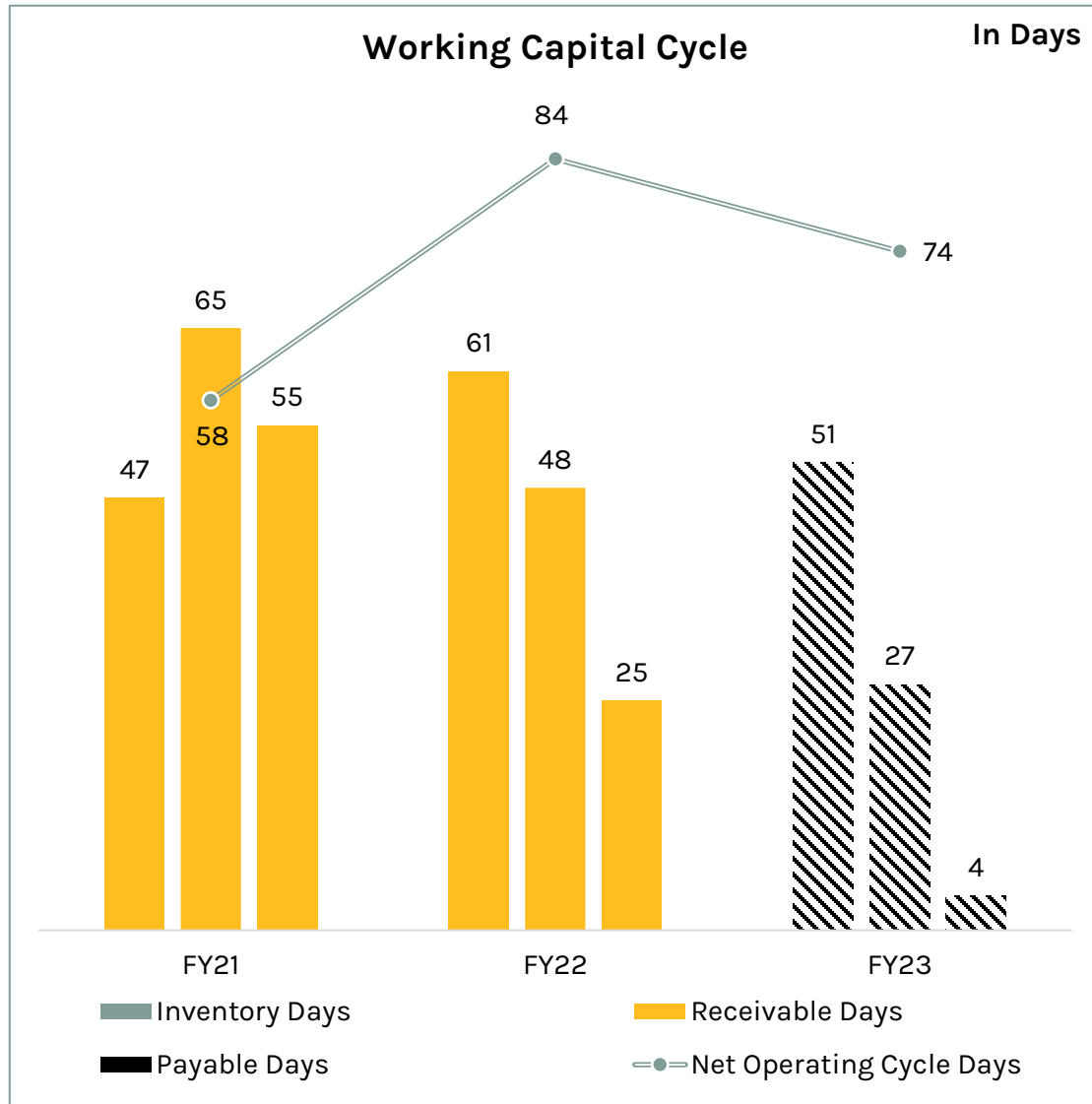
Consolidated Ratios



Standalone Ratios



Standalone Ratios



Stock Data



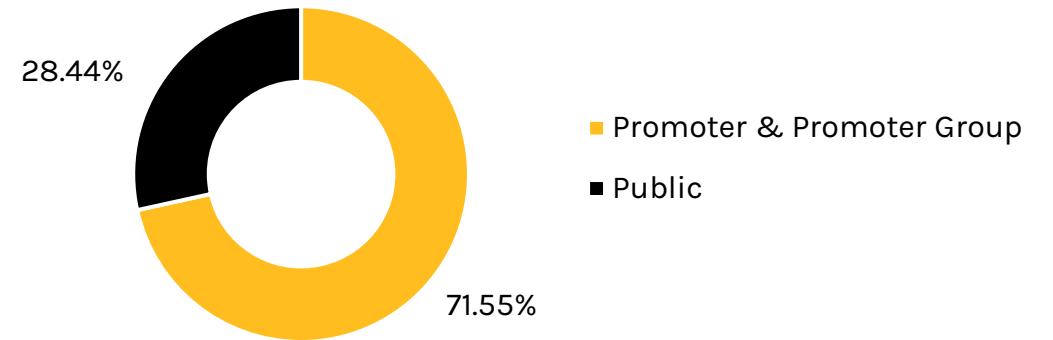
As on 31-08-2023

NSE: AUROIMPEX ISIN: INE0NUL01018

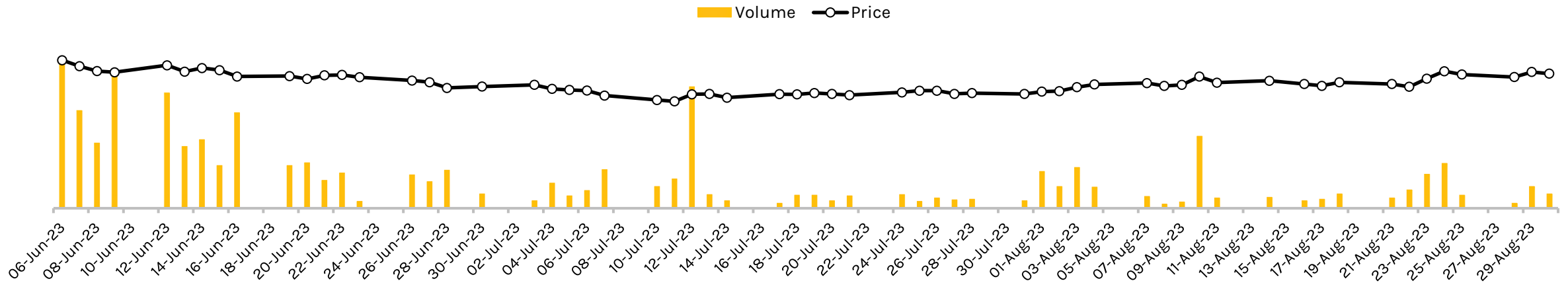
Share Price (₹)	71.80
Market Capitalization (₹ Cr)	86.63
No. of Shares Outstanding	1,22,00,800
Face Value (₹)	10.00
52 Week High-Low (₹)	86.30 - 55.15

As on 22-05-2023

Share Holding Pattern



Share Performance From 6 June 2023



Source: NSE

The Way Forward



Fueling Our Future: Key Factors Propelling Growth



Major growth drivers include OEM relationships, process improvements, infrastructure investment, and targeting new customers in domestic and international markets.

Furthermore, our customer-centric approach and ongoing commitment to transparency has enabled us to establish long-term relationships.

Repeat orders from core client groups stem from manufacturing experience, quality, timely delivery, and competitive procedures.



Company's technology reduces air pollution, increasing demand for ESP in thermal plants, boosting market growth.

Industry expertise, strategic production, quality, and cost-effective manufacturing processes enable customized solutions and market sustainability.

Our top five client groups have long-term relationships spanning over 5 years, showcasing our quality consciousness and design and tooling skills.

Powering The Future: The Upcoming HFTR Project



The venture is going to be operational very soon.

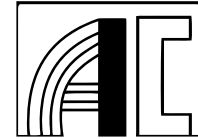


The Company assembles, tests, inspects, and sells High-Frequency Transformer Rectifier units in Indian ESP market for an international brand, using brand-supplied internal parts.

The Company has sufficient power supply for project implementation, making it a low-risk enterprise with easily accessible processing technology and customer market.

New civil building construction and procurement in 6,000 sq.ft. manufacturing facility, involving plant and machinery procurement.

Thank You



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