## Manufacturers of : AUTOMOTIVE HALOGEN, INCANDESCENT, LED LAMPS & HOUSE LED LAMPS

329, Avior Nirmal Galaxy, Near Deep Mandir Cinema, L.B.S. Marg, Mulund (W), Mumbai - 400 080. India

: +91 22 2565 1355 
: www.uravilamps.com : info@uravilamps.com

CIN: L-31500 MH 2004 PLC 145760



Date: October 19, 2023

To,

National Stock Exchange of India Limited

Exchange Plaza, C-1, G Block, Bandra Kurla

Complex, Bandra (East), Mumbai – 400 051.

**NSE Symbol: URAVI** 

**Through NEAPS Portal** 

To,

**BSE Limited** 

Phiroze Jeejeebhoy Towers,

Dalal Street, Fort, Mumbai – 400 001.

Scrip Code: 543930

**Through BSE Listing Centre** 

Subject: Submission of Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor Presentation on the overview of the financial position and business operations of the Company for the investors and public at large.

The same will also be available on the website of the Company at the below link: <a href="https://www.uravilamps.com">https://www.uravilamps.com</a>

Kindly take the same on record. Thank you. Yours faithfully,

For URAVI T AND WEDGE LAMPS LIMITED

Kaushik Damji Gada Whole-time Director & CFO DIN: 00515876

**Enclosed: Investor Presentation** 

PLANT 1: Q-6, Rajlaxmi Techno Park, Nashik-Bhiwandi Bypass, Sonale Village, Bhiwandi, Dist. Thane - 421 302, Maharashtra, INDIA.

PLANT 2: Plot No.30-B, Sicop Industrial Estate, Dist. Kathua - 184102, Jammu & Kashmir, INDIA.

PLANT 3: Plot No.17B & 20B, Sicop Industrial Complex IID Center, Govindsar, Dist. Kathua - 184102, Jammu & Kashmir. INDIA















Uravi T & Wedge Lamps Ltd.

## Safe Harbour Statement



This presentation and the accompanying slides (the "Presentation"), which have been prepared by Uravi T & Wedge Lamps Limited (Uravi T & Wedge Lamps, The Company) solely for information purposes and do 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 whatsoever. 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.

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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.

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.









## Uravi T & Wedge Lamps @ Glance



Incorporated in 2004, Uravi T & Wedge Lamps Limited (The Company) is the leading manufacturer and supplier of incandescent and wedge-based automotive lamps.

The company is specialized in delivering tailored solutions for both OEM and aftermarket sectors. Under the brand name "UVAL," the company offers a range of automotive lighting products, including stoplights, taillights, indicators, and wedge base lamps.

Their distribution network covers India, and they actively seek opportunities to expand globally through partnerships with potential dealers. Notably, they've formed strategic collaborations with two prominent LED filament lamp manufacturers in China and the Philippines.

They take pride in being the largest manufacturers of automotive lamps for instrument clusters in India, as well as the second-largest in the automotive signaling and parking lamps segment for OEMs.

The Company got listed on the NSE SME platform in the month of March 2018 & Migrated to the Mainboard of BSE & NSE in the month of July 2023.



4

## **Key Facts**





19+

Years Of Experience



50+

**Products Available** 



150+

Dealers Across India



300+

Employees



7000+

Sq. Mtrs Manufacturing Unit Spread Across

**FY23** 



₹ 34.62 Cr

**Total Revenue** 



₹ 5.52 Cr

**EBITDA** 



₹ 0.87 Cr

PAT

# Our Journey: A Timeline Of Uravi T & Wedge Lamps



### 2004

 Company was incorporated as Uravi T and Wedge Lamps Private Limited

#### 2005

 Set up for production line of T-10 lamps at Rabale MIDC, Navi Mumbai.

#### 2006

 One more production line for T-10 lamps started at Rabale MIDC.

#### 2007

- Purchased and shifted to new premises at Rajlaxmi technopark sonale, NH3 Road Bhiwandi
- Received W3W lamps approval from M/s BAJAJ Auto Ltd

#### 2008

 The Company received ISO/TS 16949:2002 certification.

#### 2009

 ARAI certificates were received in April 2009 for a boutique of products.

#### 2010

- Q5- Rajlaxmi technopark sonale, NH3 Road Bhiwandi was taken for expansion
- o E-Mark certificates were received in July 2010 for a boutique of our products.
- Received W3W & W1.7W lamps approval from Hero MotoCorp Ltd

#### 2011

- 3 production lines of T- 10 lamps and 1 production line of Stop and Tail Lamps were added.
- Received R10W & P21/5W lamps approval from BAJAJ Auto Ltd.

## Our Journey: A Timeline Of Uravi T & Wedge Lamps



#### 2012 2014 2017 2019 2023 o Received IATF QMS o Migrated to the Main Boards of New building construction o Quality management system o Lamp coating plant started in J3attached to main building Certification NSE & BSE - ISO/TS 16949:2009 re-Rajlaxmi technopark sonale, NH3 started - Q6 Rajlaxmi certification was granted. Road Bhiwandi technopark sonale, NH3 o Unit I capacity was updated to 2 T10 Road Bhiwandi. lamps production lines, 1 Stop and Tail lamps production line and 1 Received W3W, W5W, coating line. Consequent to R10W & RY10W lamps expansion of T10 lamps production approval from TVS Motors. line, Unit II at Kathua (J&K) started. o Received RY10W lamps approval from BAJAJ Auto Ltd. and R10W & RY10W lamps approval from Hero MotoCorp Ltd. 2013 2016 2018 2022 o Coating line started in unit o The Company set up its third o "UVAL" Trademark was o Got listed on the NSE I & unit II capacity was manufacturing unit in Kathua registered. EMERGE platform. Enhanced. o Received HMCL Approval for Tail Lamps.























# Strong Customer Base: Tier 1 Supplier To Major OEM Suppliers







































The top five customers have accounted for approximately 45% of our revenue over the past three years.

# Manufacturing Facilities: Fostering Innovation & Delivering Manufacturing Excellence



### The Company has 3 manufacturing Units, 1 located at Bhiwandi, Thane in Maharashtra and the other 2 at Kathua in Jammu and Kashmir



#### Bhiwandi Manufacturing Unit ("UNIT - I")

This Unit is spread across 32,460 square feet.





#### Kathua (Jammu) Manufacturing Unit ("UNIT - II")

The Unit is spread across an area admeasuring 10,800 square feet.





#### Kathua (Jammu) Manufacturing Unit ("UNIT - III")

The Unit is spread across an area admeasuring 10,800 square feet.

# **Production Capacity And Utilisation**





		For the Financial Year			
Product	Particulars Particulars	2023	2022	2021	
	Installed Capacity (Units/year)	11,28,00,000	11,28,00,000	11,28,00,000	
UNIT - I (Bhiwandi Unit)	Utilised Capacity (Units/year)	6,63,42,350	6,50,22,960	5,76,75,927	
(Billwaridi Offic)	Utilization Capacity (%)	58.81	5764	51.13	
UNIT – II (Kathua Unit)	Installed Capacity (Units/year)	7,20,00,000	7,20,00,000	7,20,00,000	
	Utilised Capacity (Units/year)	4,01,21,950	3,69,12,900	2,25,08,000	
	Utilization Capacity (%)	55.72	51.27	31.26	
	Installed Capacity (Units/year)	4,32,00,000	-	-	
UNIT – III (Kathua Unit)	Utilised Capacity (Units/year)	-	-	-	
	Utilization Capacity (%)	NA	NA	NA	

\*Unit-I capacity was transferred to Unit III in Feb 23

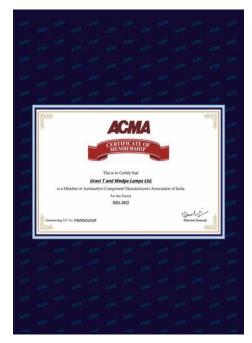
# **Elevating Quality Standards With Certifications**













## **Quality Assurance: The Mark of Excellence**



## The company aims to be a reliable and customer-focused supplier, exceeding expectations and fulfilling all customer needs.







Load pressure testing



Polariscope



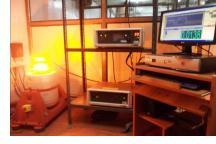
Impulse voltage testing

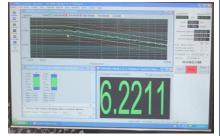


Photometric testing

#### Vibration Tester from LDS - UK







# Chromaticity & Color temperature measurement (Lab sphere from USA)





### Product validation facility



# Empowering Progress Through Efficiency: Our Competitive Advantages





Lean organization structure facilitates in faster implementation of policy decisions



02

Strategically located manufacturing units to cater to customers growing needs



03

Well-established supply chain



04

Good relations with all our customers



05

Well-experienced team to maintain and run smooth operations



06

Low raw material cost

# Fortifying Success Through Strengths-Based Foundations







## The company aims to fulfill its environmental commitments through the following broad-level actions.

- ✓ The company is driven by a strong belief in making a positive impact on society, particularly in improving the living conditions of the less fortunate.
- ✓ Their commitment to this cause is evident through their support for educational, environmental, and healthcare programs in remote areas.
- ✓ Notably, the company has adopted Dirang Djong, a 9th Century village in Arunachal Pradesh, where they have initiated a cleanliness drive aimed at transforming it into the second cleanest village in Asia.

The company is firmly committed to fulfilling all of its environmental obligations and commitments, underscoring our dedication to being responsible global corporate citizens.

















## **Overview Of UVAL's Product Portfolio**

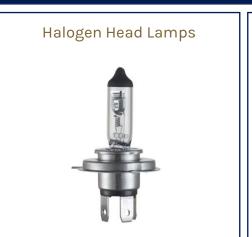


The company manufactures lamps for instrument clusters in automobiles, including 2-wheelers, 4-wheelers, and tractors.

## **Automobile Lamps**









## Wedge Base Lamps (For Dashboard & Indicators Light)





# Automobile Led Lamps

Indicator, Stop, Tail & Head Lamps



## **House LED Filament Lamps**

LED Filament Lamps



# **UVAL's Product Description**



Category	Wedge Based Lamps	Stop/Tail/Indicator Lamps	LED La	mps
Applications	Speedometer	Indicator	Automotive Lamps	HomeAppliance
No. of SKU	27	9	9	1
Description/Brief	The company offers a diverse selection of wedge lamps with wattages ranging from 1.2 Watts to 10 Watts, designed to accommodate various voltage capacities, including 12 Volts to 24 Volts.  These lamps are commonly used in the instrument clusters of both twowheelers and four-wheelers, primarily as a component of the front dashboard.	Stop Tail Lamps are utilized for various indicators and signal functions. Customization is essential for the specific design requirements of each automotive manufacturer's 2 or 4-wheeler, guaranteeing a unique and efficient production process.	Company trades in LED lamps for Automobile & Home Application entered into a co-operation agreement with Global Lighting Phils. Philippines based company; who manufacture LED Lamps under ounder of name "UVAL".	

# **Glimpse Of Product Portfolio**

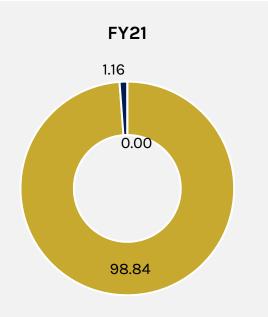


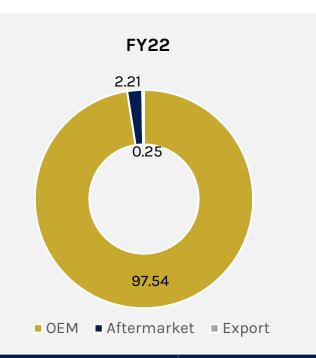


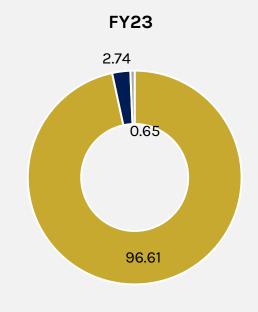
# Segment Wise Break Up



In %







Particulars	FY21	FY22	FY23
OEM (%)	98.84	97.54	96.61
Aftermarket (%)	1.16	2.21	2.74
Export (%)	0.00	0.25	0.65
Total Turnover (In ₹ Cr)	28.39	32.12	34.62









## **Board Of Directors**





Mr. Niraj D. Gada Managing Director & Ceo

- o He is the founding promoter and director of the Company.
- o Having been in the industry for over 2 decades; he has acquired the requisite experience, skill and networking to smoothly conduct the business of the Company.
- o Over the years he has gained expertise in strategy formulation, finance, material procurement, administration and marketing.
- As the Chairman, Managing Director and Chief Executive Officer of the Company he is responsible for the complete commercials, overall management and growth of our Company.



Mr. Kaushik D. Gada
Whole Time Director & Cfo

- o He completed his Bachelor of Commerce in the year 1993 from the Mumbai University.
- o He is one of the founding Promoter and Director of the Company.
- o Over the years, he has garnered technical expertise for the products manufactured and the machinery used by the Company.
- o He is tasked with the management of QA / QC department, material management and the entire functioning of the Kathua unit in Jammu and Kashmir.



Mr. Brijesh Aggarwal
Non-executive Non-independent Director

- o He has 19 years of extensive experience in the auto-components business and has been instrumental in establishing overseas operations for Viney Group.
- o He leads product development, overseas operations and client relationship management.

## **Board Of Directors**





Mr. Niken Ravin Shah
Non-Executive Independent Director

- o He holds a bachelor's degree in commerce from the University of Mumbai and is also a member of the Bachelor of Legislative Law.
- He has over 07 years of specialising in non-litigation property matters such as drafting of various documentation, registration of property, MIDC Transfers and Government incentive schemes.



Mr. Shreya Ramkrishnan

Non-Executive Independent Director

- She is a Company Secretary from the Institute of Company Secretaries of India. She also holds LLB degree from the Mumbai University. She has an overall experience of 12 years in the Corporate secretarial field.
- o In her career span of 12 years, she has worked with top MNCs in Mumbai like Reliance Industries Limited, Wockhardt Limited, L&T etc.
- o Till recently, she was the Compliance officer of an Infrastructure Investment Trust viz. IndInfravit Trust floated by a subsidiary of L&T wherein she was also the Company Secretary of the Investment Management Company and the Group Company Secretary.
- o Currently, she is the Independent Director of Uravi T and Wedge Lamps Ltd, a listed Company.
- o Her expertise includes conducting Board meetings, General Meetings, listing Compliances, SEBI, Corporate Governance etc.



## Mr. Sreedhar Ramachandran Ayalur

Non-Executive Independent Director

- He is a qualified Chartered Accountant, he is a varied experience in the Industry. A major part of the career was with Bajaj Electricals Limited, a consumer durable company, wherein the last designation held was Vice President & Head Branch Commercial and Sales Support.
- Was heading a team of more than 225 people and had qualified Chartered/Cost Accountants reporting into me. Was managing a total spend of Rs. 225 crores and
  was primarily responsible for all sales support function including Logistics, warehousing and supply chain.
- o Besides, was responsible for setting up and administering Credit controls for the dealers/distributors of the Company. He started his distinguished career with Reliance Industries Limited at the corporate office, then in Maker Chambers 4 Nariman Point. Was part of team of professionals managing the projects of Reliance Group. Was also head of Commercial (Factory) for Renewsys India Private Limited, a company engaged in manufacturing of Solar panels.





# **Industry Overview**



# Navigating Growth: Global Automotive Lighting Market Insights



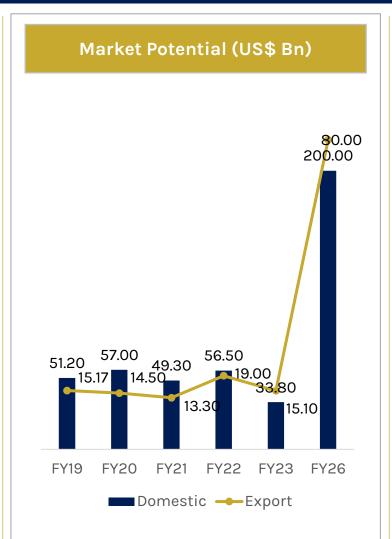
### The global automotive lighting market is projected to reach \$58.59 billion by 2030, registering a CAGR of 6.3% from 2021 to 2030.

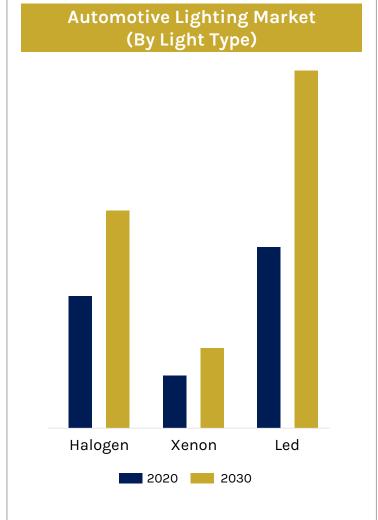
The global automotive lighting market was valued at \$32.31 billion in 2020, and is projected to reach \$58.59 billion by 2030, registering a CAGR of 6.3% from 2021 to 2030.

Factors such as rise in emphasis towards road safety, increase in implementation of government regulations, and growing automobile production foster the growth of automotive lighting market.

However, high cost of LEDs and fluctuating prices of raw materials hinder the growth of market.

Furthermore, the rise in demand for vehicles in developing nations and increase in demand for advanced technology in vehicles are factors anticipated to provide a remarkable growth opportunity for the players operating in the market.





Source: Allied Market Research, IBEF

## Revving Towards Success: India's Auto Component Industry Drives Growth



By 2025, the Indian auto component industry is poised to become the third-largest globally, with a projected revenue of US\$200 billion by 2026.

The Indian automobile industry is expected to achieve a turnover of US\$300 billion by 2026 by expanding at a CAGR of 15% from its current revenue of US\$74 billion.

India's auto components industry's market share has significantly expanded, led by increasing demand for automobiles by the growing middle class, with automobile sales standing at 19.45 million units in FY23 and exports globally.

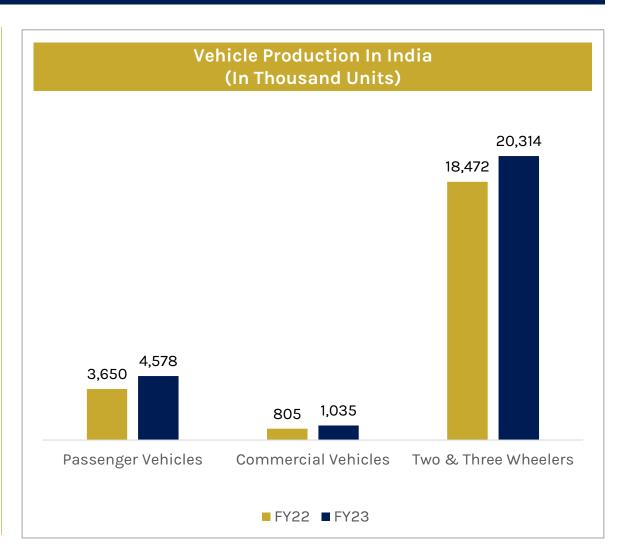
The Indian auto component industry is set to become the third-largest globally by 2025. The turnover of the automotive component industry grew 34.8% to Rs. 2.65 lakh crore (US\$ 33.8 billion) during April-September 2022 compared to the first half of the previous year.

As per the Automobile Component Manufacturers Association (ACMA) forecast, auto component exports from India are expected to reach US\$30 billion by 2026.

The auto component industry exported US\$ 19 billion and imported US\$ 18.3 billion worth of components in 2021–22, resulting in the highest export surplus of US\$ 700 million.

From FY16–FY22, the industry registered a CAGR of 6.35% and was valued at US\$ 56.50 billion in FY22.

The component sales to OEMs in the domestic market grew by 46% to US\$ 27.27 billion. Due to the high development prospects in all vehicle industry segments, the auto component industry is projected to record US\$200 billion in revenue by 2026.



Source: IBEF

# Driving Towards A Brighter Tomorrow: India's Auto Lighting Market



### India Automotive Lighting Market is expected to garner \$3.1 billion by 2022, registering a CAGR of 5.6% from 2016-2022.

#### Growing emphasis towards road safety:

Rising number of road accidents during bad weather conditions and night is the prime concern among vehicle drivers. This has risen the demand for reliable and brightened automotive lights. Therefore, the growing emphasis over enhanced road safety through high-performance automotive lights has created the need to develop advanced lights providing better illumination in the darkness.

#### **Emerging government regulations:**

The Indian government has formulated various regulations regarding sufficient installation of lighting equipment in passenger vehicles. Few regulations are still in the process of being laid down to improve the safety of vehicle in bad weather conditions. The regulations regarding energy-efficient vehicles support the installation of LED lights in vehicles. Thus, such regulations are expected to fuel the growth of the automotive lighting market.

#### Growing automobile sales:

Automobile sales has witnessed notable growth rate in India. This growing trend is expected to continue during the forecast period with sizeable demand of passenger vehicle and two-wheelers. Automotive lighting industry, which depends on the state of automotive industry for its growth, is expected to certainly benefit from this ongoing rising vehicle sale.

The automotive lighting market has witnessed the advent of incandescent lamps, halogen lamps, and xenon lamps owing to the technological innovations and developments. Currently, the segment for LED lighting technology is gaining widespread popularity worldwide.

The Indian automotive lighting market has witnessed significant growth on account of increased automotive sales and economic growth.

# **World India Automotive Lighting Market Top Impacting Factors** Growing emphasis towards road safety Demand for energy Emerging government efficient lights regulations Rising automobile High cost of LED lights production

Source: Allied Market Research



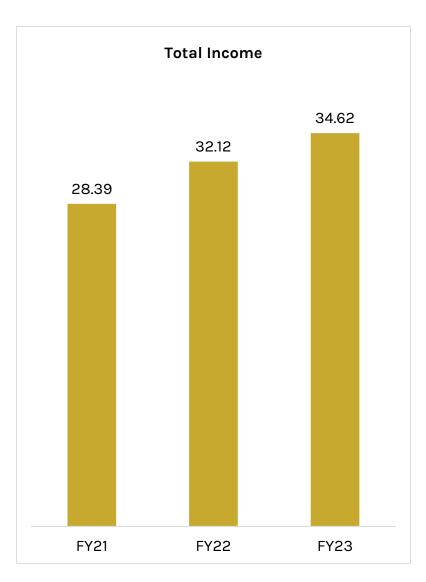


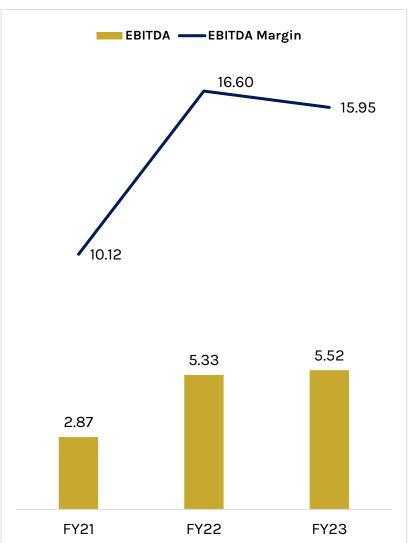


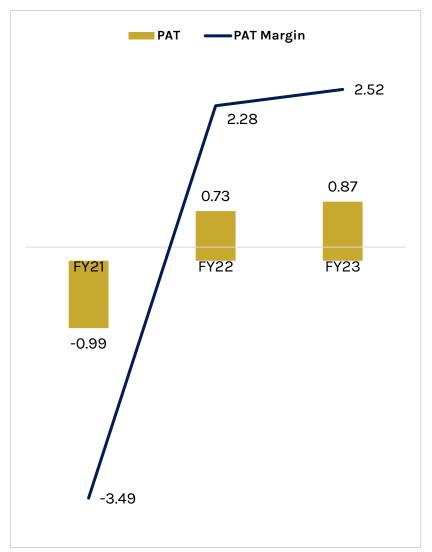


# Financial Highlights









All Figures In ₹ Cr & Margin In %

30

# **Profit & Loss Statement**



31

			In ₹ Cr
Particulars Partic	FY23	FY22	FY21
Revenues	33.91	31.36	27.80
Other Income	0.71	0.76	0.60
Total Income	34.62	32.12	28.39
Raw Material Expenses	15.49	14.04	15.38
Employee costs	8.19	7.33	5.84
Other expenses	5.42	5.42	4.30
Total Expenditure	29.10	26.79	25.52
EBITDA	5.52	5.33	2.87
Finance Costs	2.06	2.12	1.83
Depreciation	2.19	2.09	2.35
PBT	1.27	1.12	-1.31
Tax	0.40	0.38	-0.32
PAT	0.87	0.73	-0.99
Total Comprehensive Income	0.80	0.73	-0.99

# **Balance Sheet**



In ₹ Cr

Equities & Liabilities	FY23	FY22	FY21
Equity	11.00	5.50	5.50
Other Equity	12.43	17.13	16.39
Net Worth	23.43	22.63	21.89
Non Current Liabilities			
Non Current Borrowings	3.52	3.65	2.92
Lease Liabilities	0.10	0.07	0.05
Other Non Current Liabilities	0.20	0.16	0.00
Deferred Tax Liabilities	1.14	1.22	0.89
Total Non Current Liabilities	4.96	5.10	3.86
Current Liabilities			
Current Borrowings	19.07	19.02	19.76
Lease Liabilities	0.16	0.16	0.18
Trade Payables	3.25	1.73	1.58
Other Financial Liabilities	0.00	0.00	0.27
Short Term Provisions	0.02	0.00	0.08
Other Current Liabilities	0.67	0.62	0.18
Total Current Liabilities	23.16	21.53	22.05
Total Liabilities	51.55	49.25	47.80

Assets	FY23	FY22	FY21
Non Current Assets			
Fixed Assets	17.87	15.49	15.86
Non Current Investments	0.01	0.92	0.66
Other Non Current Financial Assets	0.17	0.26	0.16
Deferred Tax Assets (Net)	0.00	0.00	0.00
Other Non Current Assets	0.25	0.70	0.37
Total Non Current Assets	18.30	17.38	17.05
Current Assets			
Inventories	15.55	13.80	12.05
Trade Receivables	11.13	12.26	12.26
Cash & Bank Balance	1.34	1.82	2.46
Other Current Financial Assets	4.13	2.87	3.20
Current Tax Assets (Net)	0.00	0.00	0.00
Other Current Assets	1.11	1.13	0.78
Total Current Assets	33.25	31.88	30.75
Total Assets	51.56	49.26	47.80

# **Cash Flow Statement**

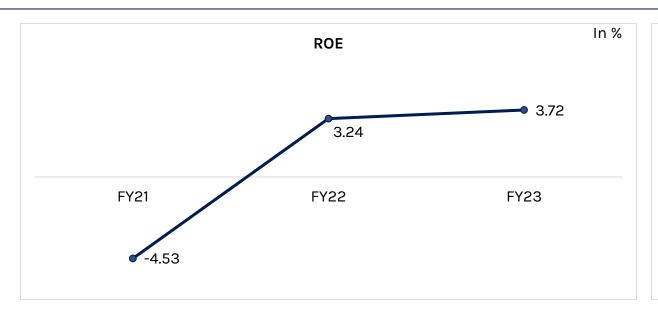


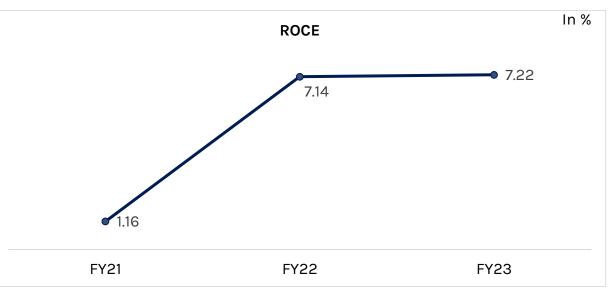
### In ₹ Cr

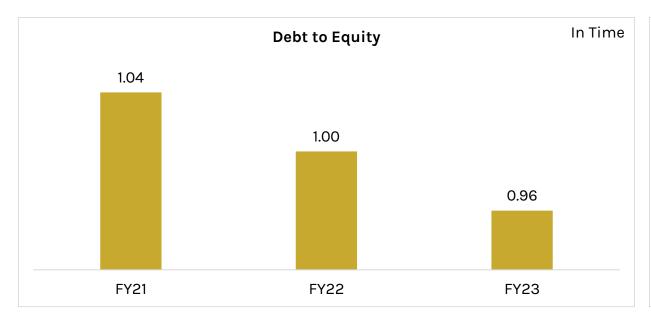
Particulars	FY23	FY22	FY21
Cash from Operation	4.73	3.08	0.97
Cash from Investments	-2.39	-1.23	-2.22
Cash from Financing	-2.36	-2.10	0.52

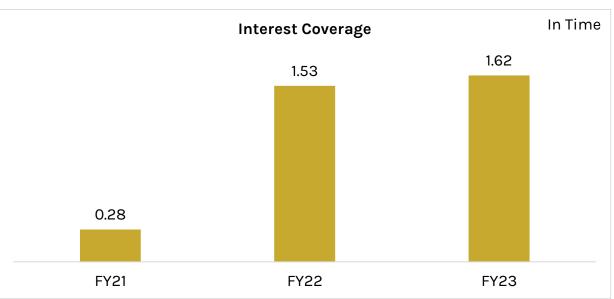
# **Key Ratios**





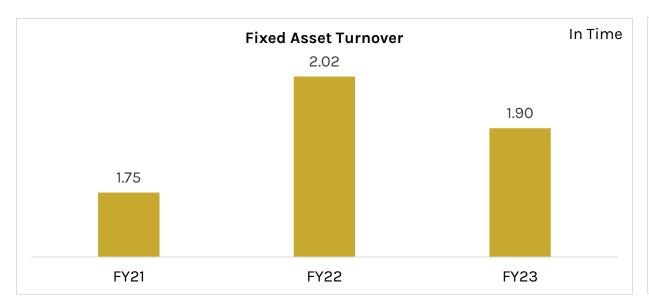


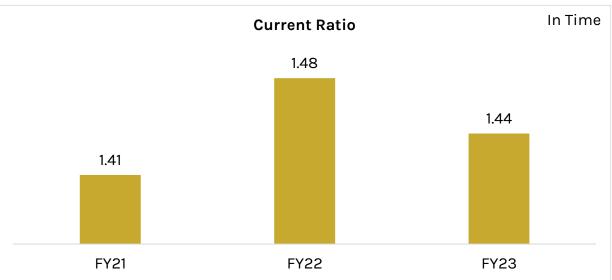


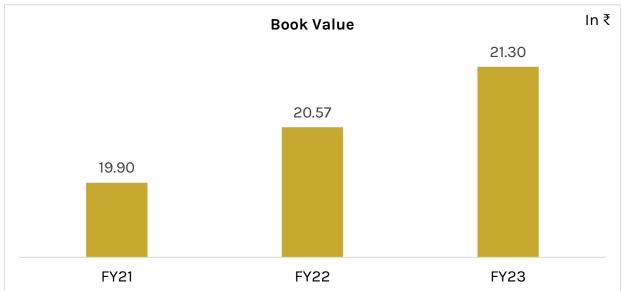


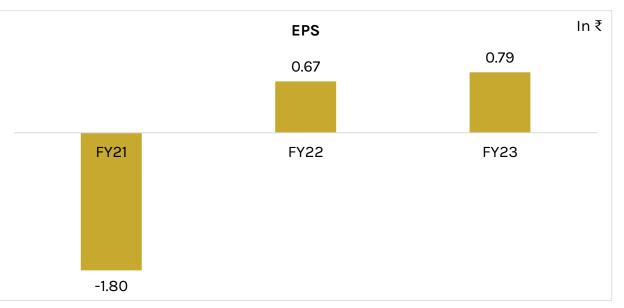
# **Key Ratios**













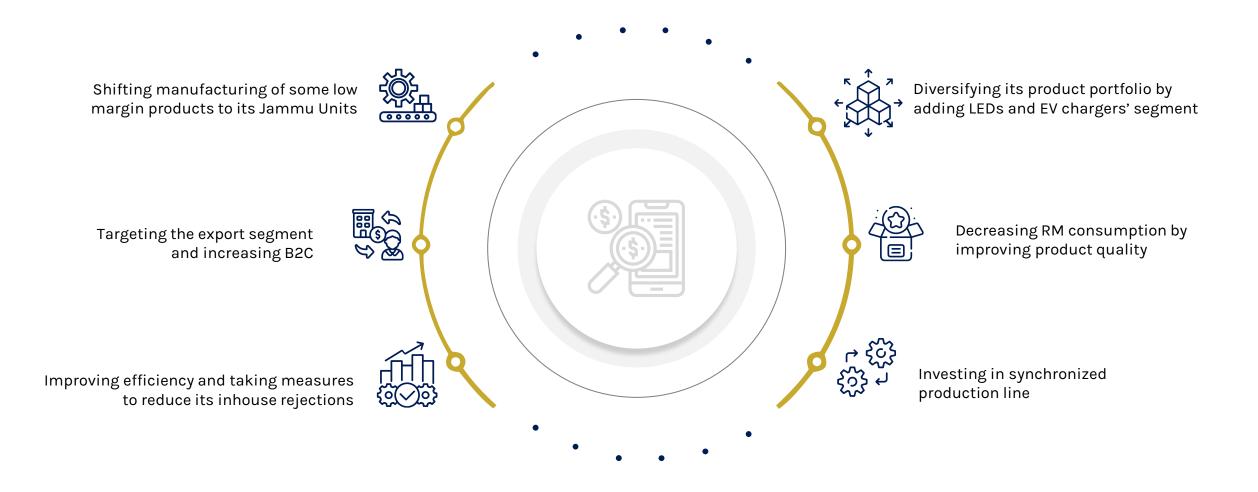






# Navigating Toward Profitability- Strategic Path Forward





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# Growth Unleashed: Unlocking Doors to Endless Possibilities









# Annexures



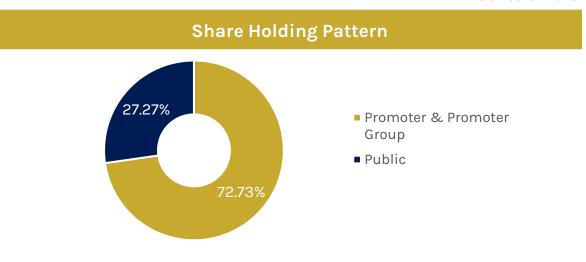
## **Stock Data**



As on 18-10-2023

As c	'n	30	<b>)-</b> 0	7-2	0	2	2
ASU	,,,,	S.	,-U	/	u	_	

NSE: URAVI ISIN: INE568Z01015				
Share Price (₹)	300.70			
Market Capitalization (₹ Cr)	32.96			
No. of Shares Outstanding	1,10,00,000			
Face Value (₹)	10.00			
52 Week High-Low (₹)	318.90 - 227.25			



## Share Performance From 2<sup>nd</sup> April 2018 Till Date



40

Source: NSE







# **Thank You**



Q-6, RajLaxmi Techno Park, Sonale Village, NH3 - Nashik Bhiwandi Bypass,

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