



14th February, 2025

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

Scrip Code – 532513

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

Scrip Symbol – TVSELECT

Dear sir/madam,

Sub: Earnings Presentation - Q3 FY 2024-25

Pursuant to Regulation 30(2) and other respective regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are herewith enclosing the copy of Earnings Presentation - Q3 FY 2024-25

Kindly take the above information on record.

Thanking you,

For TVS Electronics Limited

K Santosh

Company Secretary

TVS Electronics Limited

“Arihant E-Park”, No.117/1, 9th Floor, L.B. Road, Adyar, Chennai – 600 020. Tel.: +91-44-42005200
Registered Office: Greenways Towers, 2nd Floor, No.119, St. Mary’s Road, Abhirampuram, Chennai – 600 018
Corporate Identity Number: L30007TN1995PLC032941
E-mail id: webmaster@tvs-e.in Website: www.tvs-e.in



EARNINGS PRESENTATION

Q3/9M-FY25



PRODUCTS & SOLUTIONS



State-of-the-art hardware solutions for retail, BFSI & logistics industries.



Indian electronics manufacturer with presence of 3+ decades



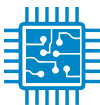
Market leaders in Touch POS systems and bill printers



Pioneers in Dot matrix, Keyboards and mice



Local Value addition - Make In India



Unique edge of customizing & bundling hardware and software solutions

CUSTOMER SUPPORT SERVICES



Integrated service provider for Global OEMs



Field Support Services - Warranty Management solutions.



Infra-managed Services - IT, Solar



Repair & Manufacturing Services



E-Auction Services



Serving 200k customers a month, 19,250+ pin codes served, Logistics coverage > 90% (of total districts).

Electronic Manufacturing Services



70,000 Sq. ft of ESD compliant factory



Industry 4.0 Standards



Automated SMT line



Located in Tumakuru, 70 kms from Bangalore



Easy access to all key National Highways



Closer to KG, International Airport & Chennai Port

OPERATIONS



600+ Employees



6 Branch Offices
13 Warehouses



57 Drop Points
740+ Authorized Service Partners



700+ Authorized Distribution Partners
100+ Channel Distribution Partners



345+ Walk in Centers



Repair Factory: 1,500 Sq. Ft. Clean Room located in Tumakuru

FY24 FINANCIALS



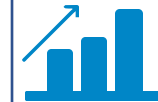
Revenue: INR 3,660 Mn



EBITDA: INR 96 Mn



Net Profit: INR 3 Mn



ROCE: (1)%



ROE: 0.3%

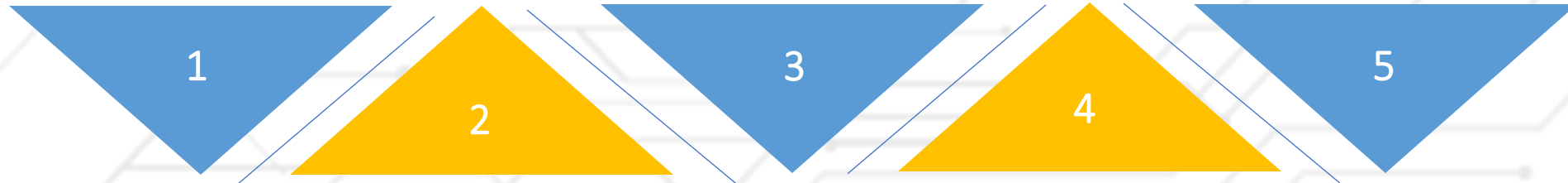


Debt to Equity ratio 0.33x

TVS Electronics (TVS-E) Limited was incorporated in 1986, under the leadership of [Mr. Gopal Srinivasan](#)

The company has emerged as one of the frontrunners in the IT peripherals, point-of-sale solutions, field support services and infra managed services for IT

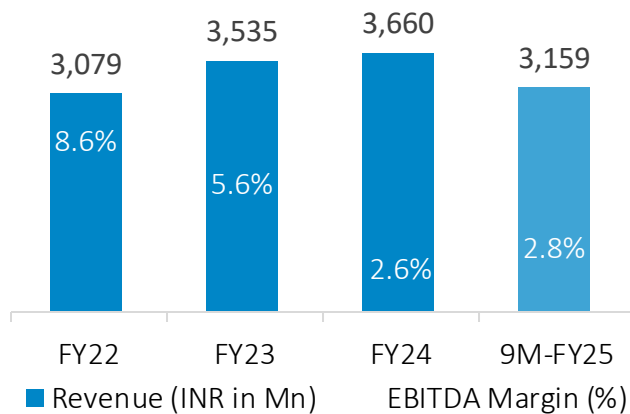
The company caters to vast customer segments including, Retail, BFSI, Shipping & Logistics, Government.



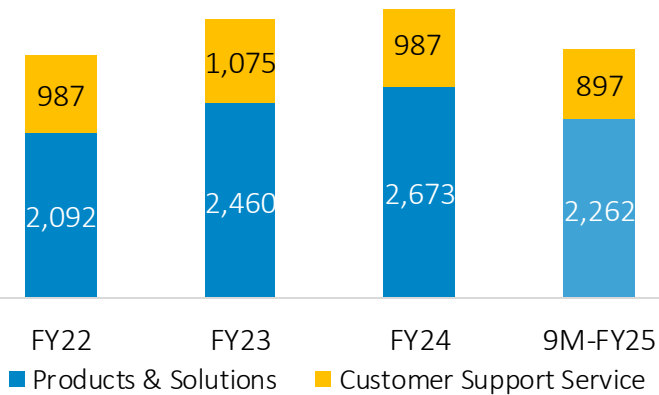
It is headquarters out of Chennai, India and has 1 state-of-the-art manufacturing plant, located at Tumakuru, Karnataka.

TVS-E offers a diversified portfolio of products and solutions with more than 20 products across categories and also customer support services.

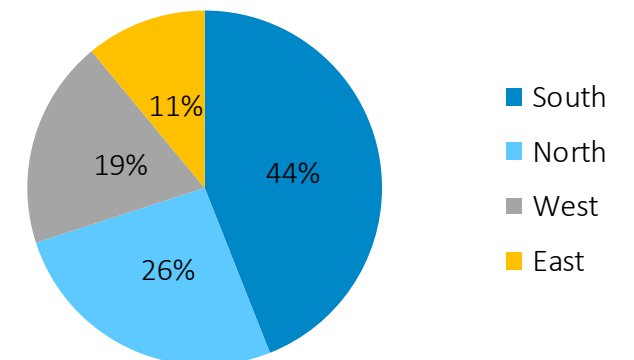
Revenue (INR Mn) & EBITDA Margins (%)

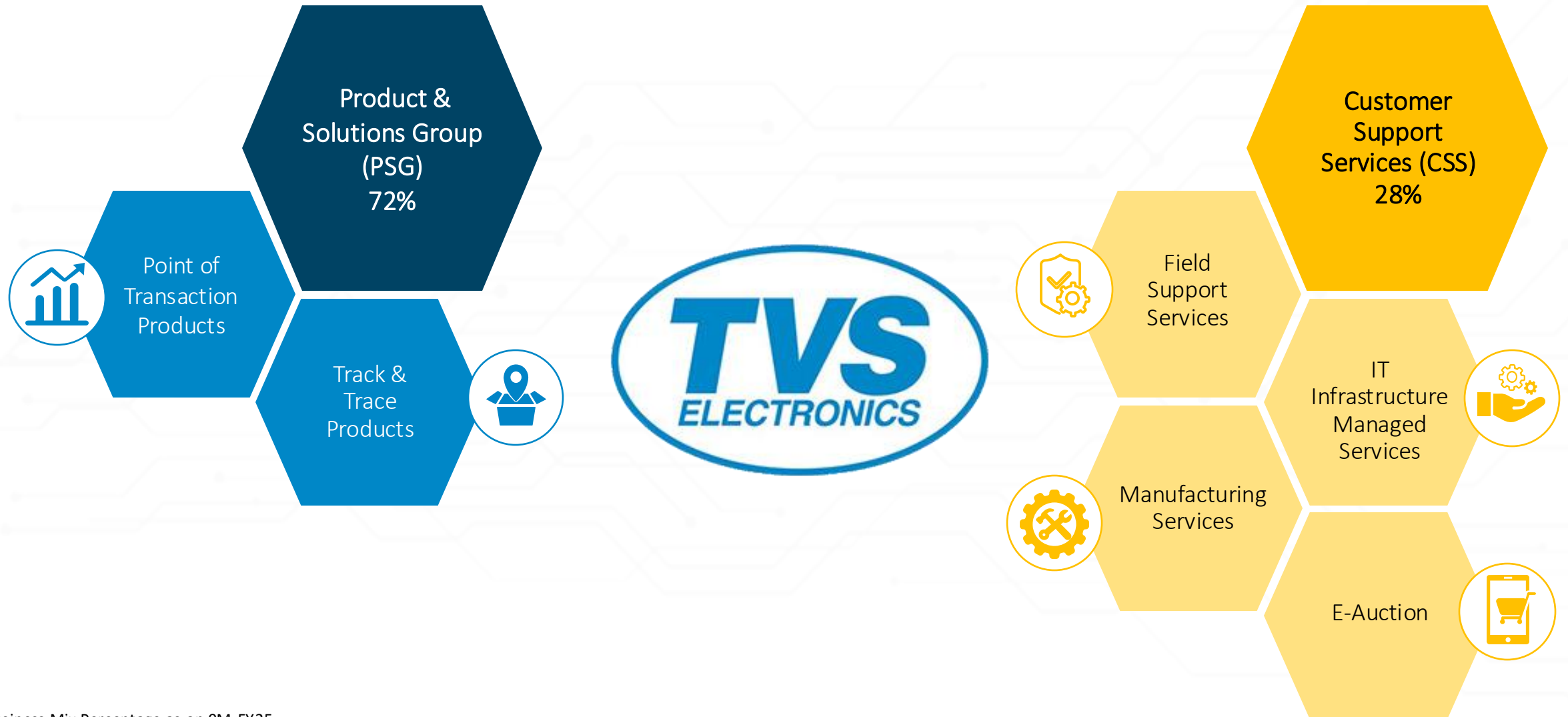


Segmental Revenue (INR Mn)



PSG Segment Geographic Contribution (FY24)





Products & Solutions

RETAIL



Manufacturing



Health Care & Hospitality



Government Entities



BFSI



Customer Support Services

IT & Peripherals



Banks



IT IMS



Banking & Technology

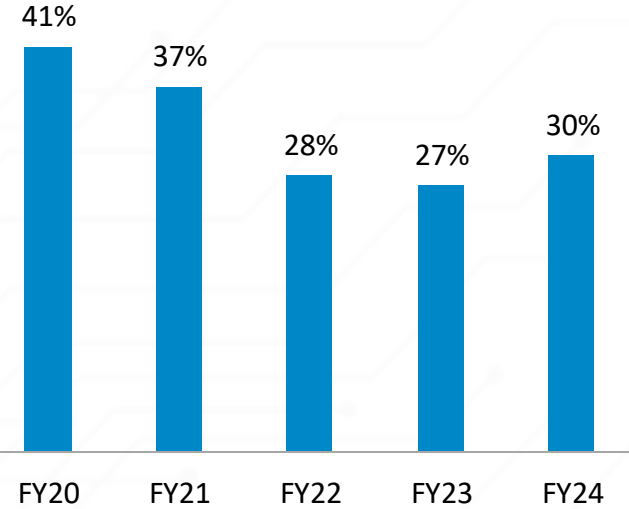
Solar



Audio Lifestyle and Consumer Electronics



Top 10 Customer Concentration*



Electronics Manufacturing Services (EMS)

• We seamlessly integrate Electronics Manufacturing Services (EMS) with Product and Solution Groups (PSG), Customer Support Services (CSS), and Go-To-Market (GTM) support. Driven by innovation, we develop products that enhance quality of life and build strong customer partnerships through comprehensive, end-to-end solutions. Our new Surface Mount Technology (SMT) lines at our Tumakuru facility demonstrate our commitment to leading-edge technology, offering complete solutions including supply chain management, PCB assembly, box build, aftersales services, and product testing to meet diverse customer needs locally and globally.

Customer Support Services - One stop solution

- Global brands and Indian customers depend on trusted partners for post sales support. We offer end-to-end service which includes:
 - Field support services: IT products /peripherals, POS products, Banking POS.
 - Infra Managed Services: IT device endpoint computing, network centers, Solar invertors – onsite & offsite
 - Repair services : PCBA and display panel repair
 - eAuction services: disposal of scrap, machinery, excess inventory, e-Waste and end-of-life management support for B2B customers.
 - Our in-house CRM AI/ML-enabled platform to connect brands, service partners, parts management, and logistics.

Single point solution provider

• Our aim is to be the trusted single-point solution provider, offering reliable point of transaction and track and trace products to our customers in the banking, retail, Govt. shipping, and logistics sector.

Hardware devices with software solutions

• The retail and parking sectors are undergoing a digital transformation and software solutions play a crucial role in optimizing operations. TVS-E provides total solutions by bundling hardware products with inbuilt solutions.

Manufacturing IT Peripherals / Make in India

• To capitalize on the demand, TVS-E focus is on enhancing manufacturing capabilities through SKD,CKD at Tumakuru factory and strengthening supply ecosystem that cater to the evolving needs of our customers.

Contract Manufacturing Services for Tech Partners

• Collaborating with our Technology partners presents a significant opportunity for growth. By leveraging our manufacturing capabilities and expertise, we assist our partners in bringing their products to market efficiently and cost-effectively. This strategic partnership will not only strengthen our relationships but also contribute to the "Make in India" initiative by promoting local manufacturing.

STRATEGIC PRIORITIES





Q3/9M-FY25 HIGHLIGHTS

Q3-FY25 performance

9M-FY25 performance

INR 1,000 Mn Revenue from Operations	INR 31 Mn EBITDA	3.10% EBITDA Margin	INR 3,159 Mn Revenue from Operations	INR 89 Mn EBITDA	2.82% EBITDA Margin
INR (7) Mn PAT	(0.70)% PAT Margin	INR (0.35)/share EPS	INR (32) Mn PAT	(1.01)% PAT Margin	INR (1.73)/share EPS

Divisional Breakup:

INR Mn	Q3-FY25	Q3-FY24	Y-O-Y	9M-FY25	9M-FY24	Y-O-Y
Product & Solutions Group	690	627	10.0%	2,262	1,947	16.2%
Customer Support Services	310	242	28.1%	897	743	20.7%
Income from Operations	1,000	869	15.1%	3,159	2,690	17.4%

- The products and solutions vertical generated a revenue of INR 690 Mn in Q3-FY25, representing an increase of 10.0% Y-o-Y basis. The segment registered a Y-o-Y growth of 16.2% in revenue in 9M-FY25. The increase in revenue in the products and solutions vertical is attributable to increase in business with the government and BFSI customers. Further, the retail segment where we are expanding our reach as single point solution provider (SPSP) also contributed to increase in revenue.
- The customer support service vertical generated a revenue of INR 310 Mn in Q3-FY25, representing an increase of 28.1% Y-o-Y. The segment registered a Y-o-Y growth of 20.7% in 9M-FY25. The increase in revenue in the customer support service vertical is attributable to increase in volumes from existing customers and addition of new business.
- EBITDA margins improved by 252 basis points and PAT margins improved by 126 basis points on a Y-o-Y basis driven by an increase in topline across business verticals.

Particulars (INR Mn)	Q3-FY25	Q2-FY25	Q-o-Q	Q3-FY24	Y-o-Y
Revenue from Operations	1,000	1,046	(4.4)%	869	15.1%
Total Expenses	969	1,020	(5.0)%	864	12.2%
EBITDA	31	26	19.2%	5	NA
EBITDA Margin (%)	3.10%	2.49%	61 Bps	0.58%	252 Bps
Other Income	9	7	28.6%	5	80.0%
Depreciation	38	34	11.8%	28	35.7%
Finance Cost	13	14	(7.1)%	5	NA
PBT	(11)	(15)	(26.7)%	(23)	(52.2)%
Tax	(4)	(2)	NA	(6)	(33.3)%
PAT	(7)	(13)	(46.2)%	(17)	(58.8)%
PAT Margin (%)	(0.70)%	(1.24)%	54 Bps	(1.96)%	126 Bps
Other Comprehensive Income	1	(2)	NA	-	NA
Total Comprehensive Income	(6)	(15)	(60.0)%	(17)	(64.7)%
EPS (INR)(not annualised)	(0.35)	(0.71)	(50.7)%	(0.93)	(62.4)%

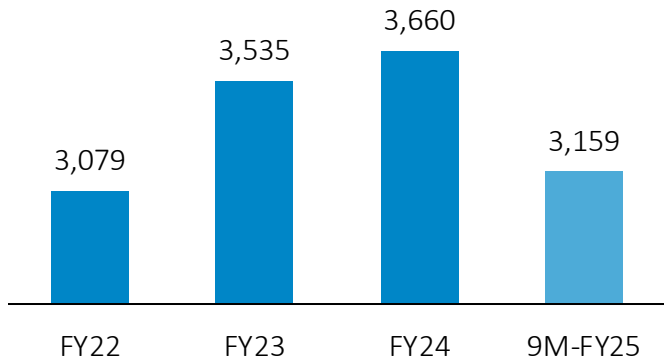
Particulars (INR Mn)	9M-FY25	9M-FY24	Y-o-Y
Revenue from Operations	3,159	2,690	17.4%
Total Expenses	3,070	2,620	17.2%
EBITDA	89	70	27.1%
EBITDA Margin (%)	2.82%	2.60%	22 Bps
Other Income	23	15	53.3%
Depreciation	109	78	39.7%
Finance Cost	40	13	NA
Profit before exceptional items and tax	(37)	(6)	NA
Exceptional Items (Net)	-	-	NA
PBT	(37)	(6)	NA
Tax	(5)	(3)	66.7%
PAT	(32)	(3)	NA
PAT Margin (%)	(1.01)%	(0.11)%	(90) Bps
Other Comprehensive Income	(2)	4	NA
Total Comprehensive Income	(34)	1	NA
EPS (INR)(not annualised)	(1.73)	(0.15)	NA

Particulars (INR Mn)	FY22	FY23	FY24	9M-FY25
Revenue from Operations	3,079	3,535	3,660	3,159
Total Expenses	2,815	3,337	3,564	3,070
EBITDA	264	198	96	89
EBITDA Margin (%)	8.57%	5.60%	2.62%	2.82%
Other Income	12	15	26	23
Depreciation	63	71	109	109
Finance Cost	10	14	20	40
Profit before exceptional items and tax	203	128	(7)	(37)
Exceptional Items (Net)	5	-	-	-
PBT	208	128	(7)	(37)
Tax	57	33	(10)	(5)
PAT	151	95	3	(32)
PAT Margin (%)	4.90%	2.69%	0.08%	(1.01)%
Other Comprehensive Income	(5)	(3)	4	(2)
Total Comprehensive Income	146	92	7	(34)
EPS (INR)(not annualised)	8.10	5.11	0.15	(1.73)

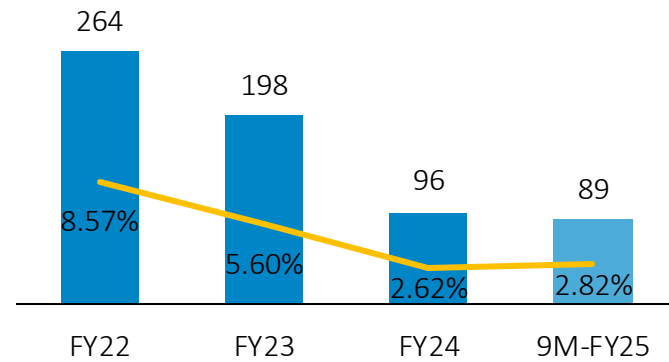
Equity and Liabilities (INR Mn)	FY23	FY24	H1-FY25
Equity			
Share Capital	186	186	186
Other Equity	832	801	755
Total Equity	1,018	988	942
Non Current Liabilities			
Financial liabilities			
(i) Borrowings	62	150	119
(ii) Lease Liabilities	28	5	107
Provisions	11	2	1
Other non-current liabilities	2	3	-
Total Non-Current Liabilities	103	160	227
Current Liabilities			
Financial liabilities			
(i) Borrowings	33	221	170
(ii) Lease Liabilities	14	28	12
(iii) Trade Payables	682	719	709
(iv) Other Financial liabilities	148	134	158
Provisions	78	119	163
Current Tax Liabilities (net)	-	-	-
Other Current liabilities	136	74	49
Total Current Liabilities	1,091	1,295	1,261
Total Liabilities	1,194	1,455	1,488
Grand Total – Equity and Liabilities	2,212	2,443	2,430

Assets (INR Mn)	FY23	FY24	H1-FY25
Non Current Assets			
Property, Plant & Equipment	166	392	396
Right of use assets	44	32	117
Capital Work in Progress	18	1	-
Intangible assets	132	141	135
Intangible assets under development	13	6	9
Financial assets			
(i) Investments	11	13	13
(ii) Other financial assets	6	10	14
Deferred tax assets (Net)	12	19	20
Non Current tax assets (Net)	9	33	61
Other non-current assets	258	17	18
Total Non-Current Assets	669	664	783
Current Assets			
Inventories	619	551	495
Financial assets			
(i) Investments	113	250	65
(ii) Trade Receivable	465	628	703
(iii) Cash and cash equivalents	91	31	45
(iv) Other bank balances	23	12	29
(v) Other financial assets	96	122	163
Other current assets	136	185	147
Total Current Assets	1,543	1,779	1,647
Grand Total - Assets	2,212	2,443	2,430

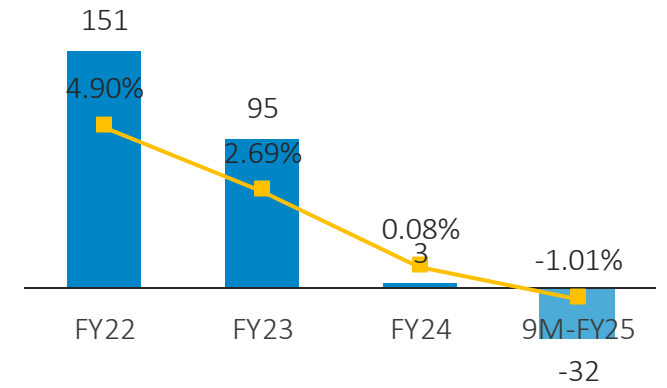
Operational Revenue (INR Mn)



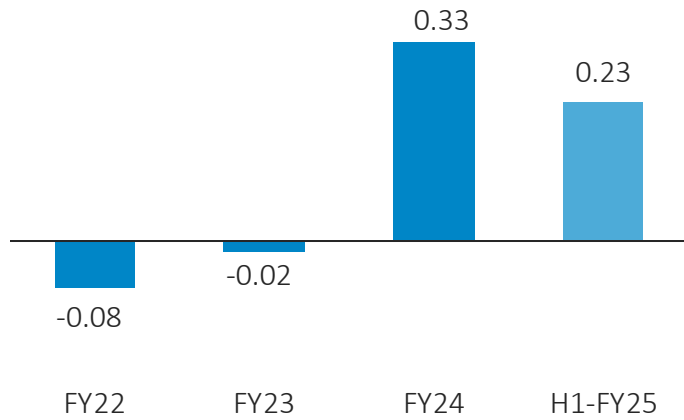
EBITDA (INR Mn) & EBITDA Margins (%)



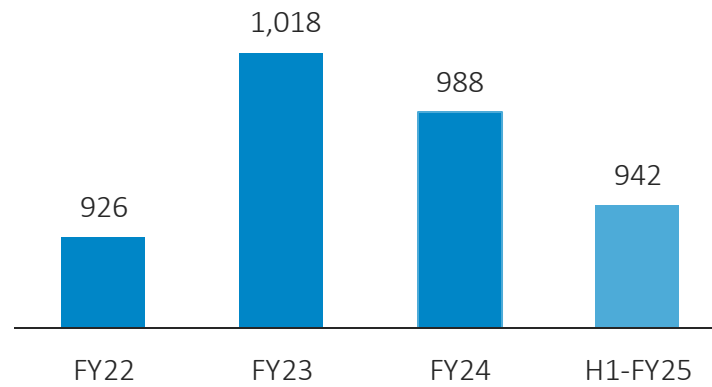
PAT (INR Mn) & PAT Margins (%)



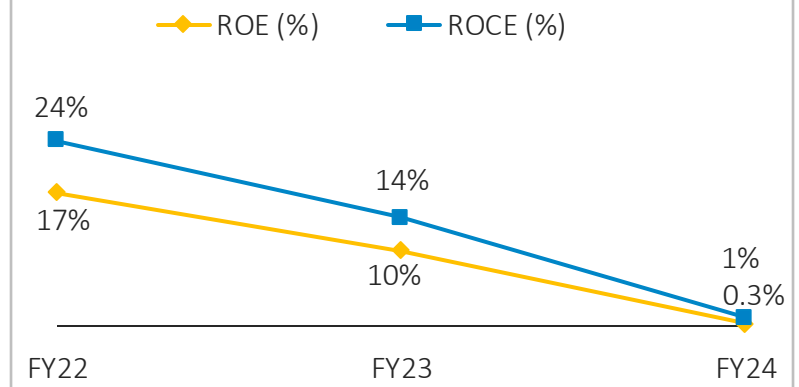
Net Debt to Equity (x)



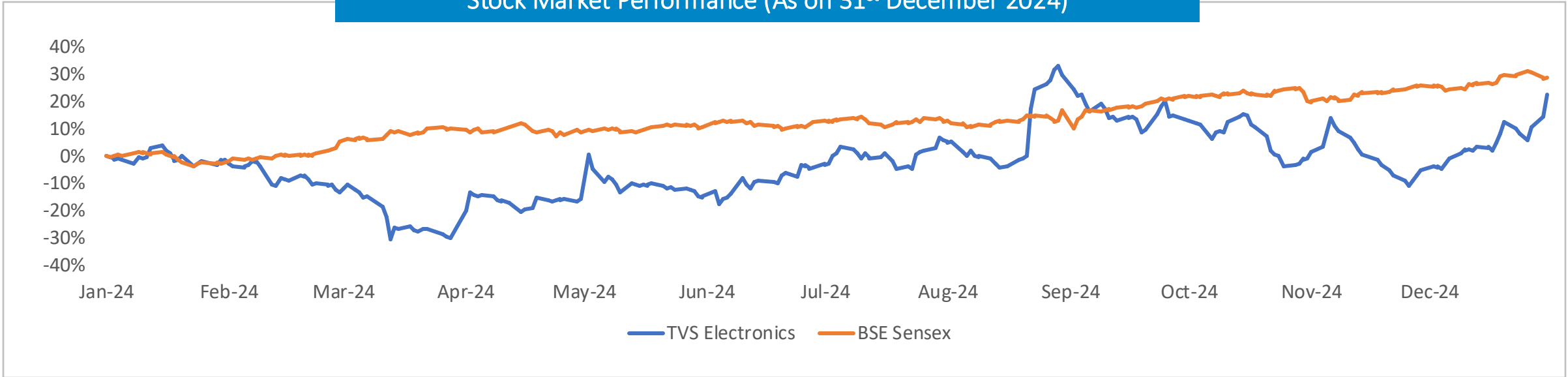
Net Worth (INR Mn)



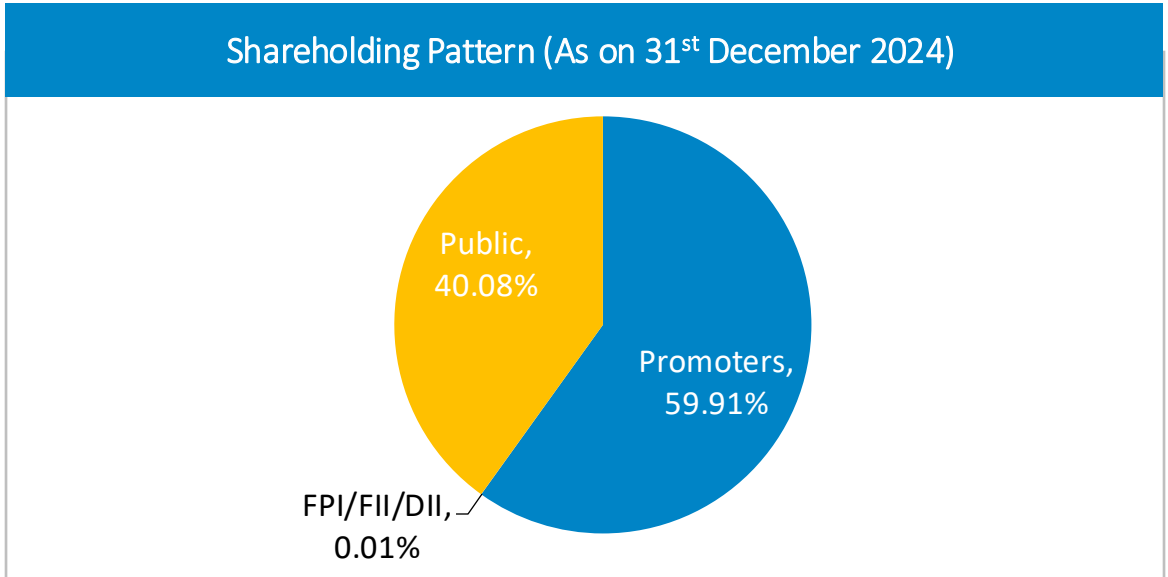
ROE AND ROCE (%)



Stock Market Performance (As on 31st December 2024)



Price Data (As on 31 st December, 2024)	INR
Face Value	10.0
Market Price	440.65
52 Week H/L	235/489.6
Market Cap (Mn)	8,218.26
Equity Shares Outstanding (Mn)	18.65
1 Year Avg Trading Volume ('000)	157.92



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Thank You