



10<sup>th</sup> May, 2024

**BSE Limited**  
**Phiroze Jeejeebhoy Towers**  
**Dalal Street**  
**Mumbai - 400 001**

**Scrip Code – 532513**

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

**Scrip Symbol – TVSELECT**

Dear Sir / Madam,

**Sub: Earnings Presentation – Q4 FY 2023-24**

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 – Q4 FY 2023-24.

Kindly take the above information on record.

Thanking You

Yours truly,

**For TVS Electronics Limited**

**K Santosh**

**Company Secretary**

**TVS Electronics Limited**

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

TVS Electronics Ltd.  
Earnings Presentation  
Q4-FY24/FY24



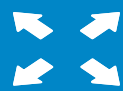
## PRODUCTS &amp; SOLUTIONS



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



Indian electronics manufacturer with presence of 3+ decades



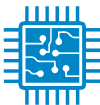
Market leaders in Touch POS systems and bill printers



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



70000 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



5 Branch Offices  
13 Warehouses



57 Drop Points  
740+ Authorized Service Partners



700+ Authorized Distribution Partners  
100+ Channel Distribution Partners



210 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%

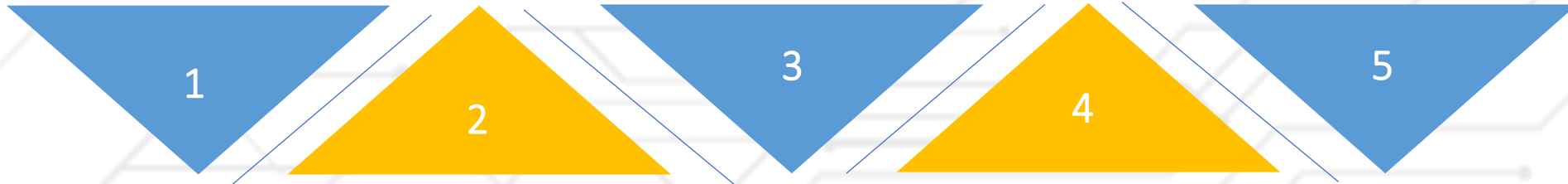


Debt to Equity ratio 0.33x

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

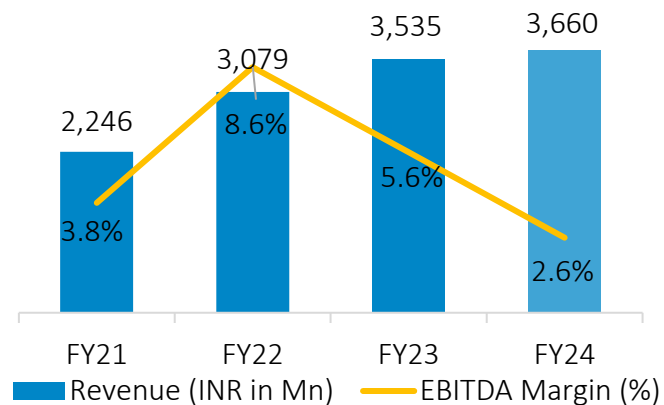
The company caters to vast customer segments including, Retail, BFSI, Shipping & Logistics, Government.



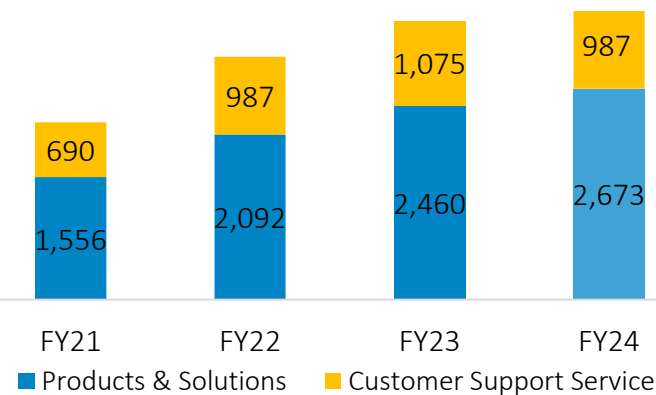
It is headquarters out of Chennai, India and has 1 state-of-the-art manufacturing plant, located at Tumakuru, Karnataka.

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

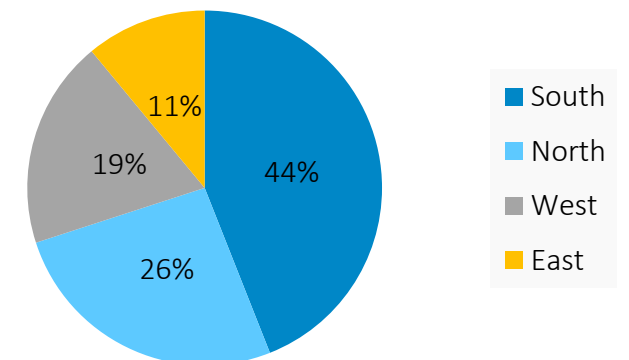
### Revenue (INR Mn) & EBITDA Margins (%)

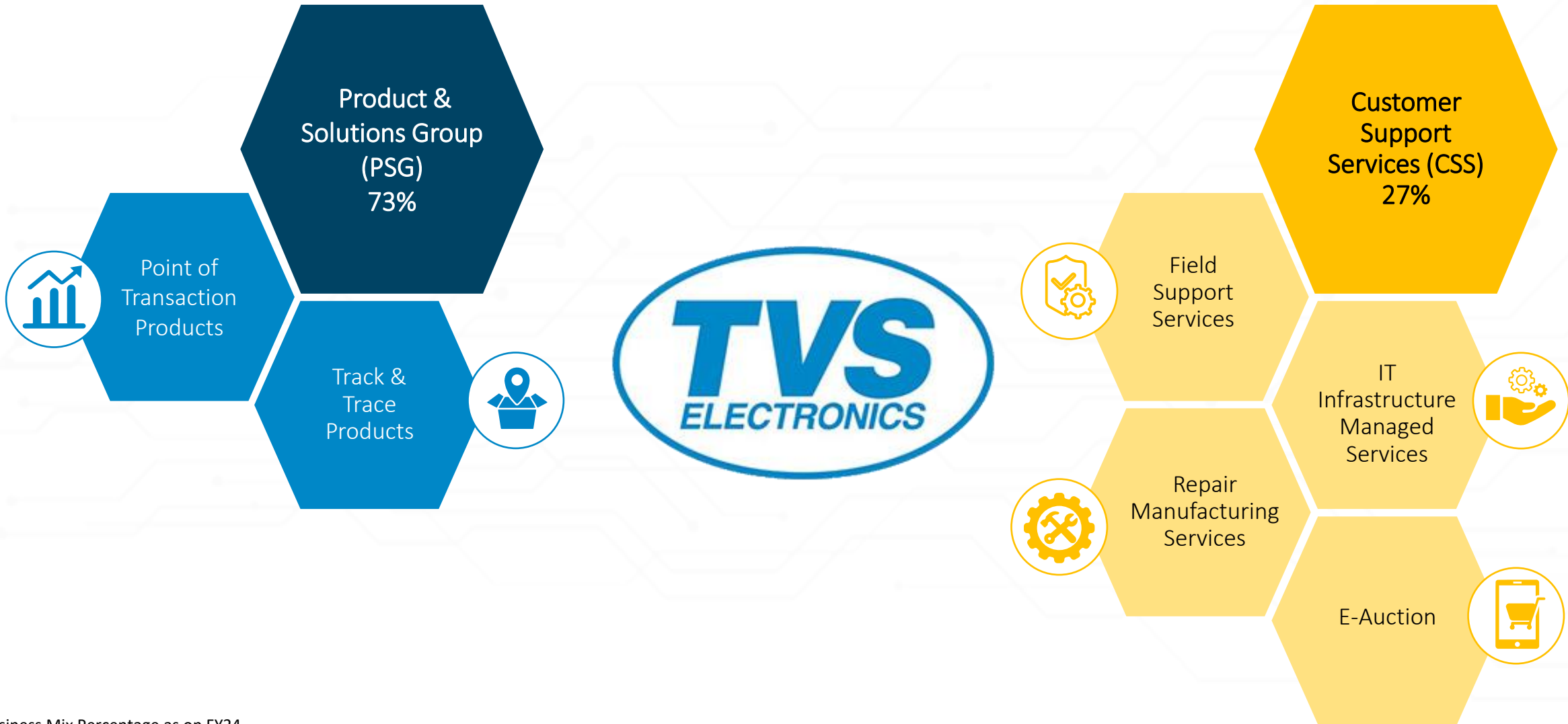


### Segmental Revenue (INR Mn)



### Geographical Distribution (FY24)





## Products & Solutions

### RETAIL

LANDMARK



WESTSIDE



Chaayos

Bata



ZUDIO

TRENT LIMITED  
A TATA Enterprise



### Manufacturing

### Health Care & Hospitality

### Government Entities



TVS



### BFSI



## Customer Support Services

### IT & Peripherals



ASUS

acer

### Banks



### IT IMS

### Banking & Technology

### Consumer Electronics

TVS



fiserv.

paytm

SAMSUNG



HITACHI Inspire the Next



amazon

### Audio Lifestyle

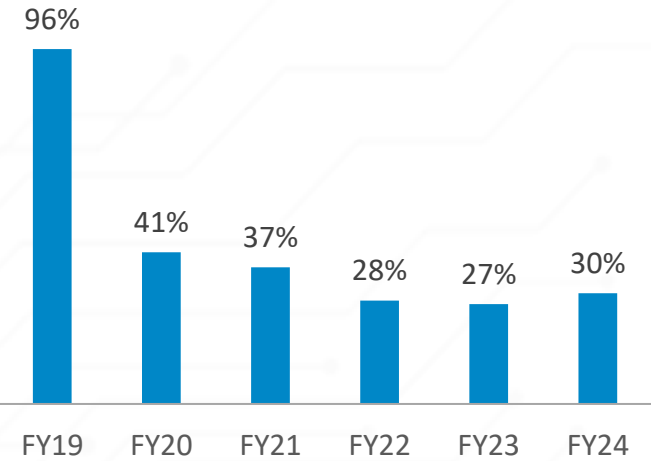
### Solar



SAMSUNG



## Top 10 Customer Concentration\*



\*Note: Online Distribution Business segment with high volume low margin was terminated during FY19, resulted in customer diversification

### 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.

### 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.

### 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.





Q4-FY24/FY24 HIGHLIGHTS



## Q4-FY24 performance

<b>INR 971 Mn</b> Revenue from Operations	<b>INR 26 Mn</b> EBITDA	<b>2.68 %</b> EBITDA Margin
<b>INR 6 Mn</b> PAT	<b>0.62%</b> PAT Margin	<b>INR 0.30/share</b> EPS

## FY24 performance

<b>INR 3,660 Mn</b> Revenue from Operations	<b>INR 96 Mn</b> EBITDA	<b>2.62%</b> EBITDA Margin
<b>INR 3 Mn</b> PAT	<b>0.08%</b> PAT Margin	<b>INR 0.15/share</b> EPS

## Divisional Breakup:

INR Mn	Q4-FY24	Q4-FY23	Y-O-Y	FY24	FY23	Y-O-Y
Product & Solutions Group	726	627	15.8%	2673	2,460	8.7%
Customer Support Services	245	225	8.9%	987	1,075	(8.2)%
<b>Income from Operations</b>	<b>971</b>	<b>852</b>	<b>14.0%</b>	<b>3660</b>	<b>3,535</b>	<b>3.5%</b>

- The products and solutions vertical clocked a revenue of INR 726 Million in Q4 FY 24, which grew by 16% QoQ. This was primarily driven by project sales. The EBIT from this business unit for the quarter was higher by INR 2.4 Mn compared to preceding quarter.
- The customer support service vertical maintained the revenues at similar levels of Q3 FY 24.
- The SMT line for EMS business at our Tumakuru factory has become functional and will augment our business verticals.
- Our investments in new business initiatives to strengthen product development, sales and business development capabilities continue in line with our long-term strategy. Also, we continue to invest in digitization initiatives to offer solutions as single point service provider (SPSP) to our customers.
- As the capital investments are funded partly through bank loans, the finance cost has marginally increased during the quarter.

Particulars (INR Mn)	Q4-FY24	Q3-FY24	Q-o-Q	Q4-FY23	Y-o-Y
<b>Revenue from Operations</b>	<b>971</b>	<b>869</b>	<b>11.7%</b>	<b>852</b>	<b>14.0%</b>
Total Expenses	945	863	9.5%	821	15.1%
<b>EBITDA</b>	<b>26</b>	<b>6</b>	<b>NA</b>	<b>31</b>	<b>(16.1)%</b>
<b>EBITDA Margin (%)</b>	<b>2.68%</b>	<b>0.69%</b>	<b>199 Bps</b>	<b>3.64%</b>	<b>(96) Bps</b>
Other Income	11	5	NA	(1)	NA
Depreciation	31	28	10.7%	7	NA
Finance Cost	7	5	40.0%	2	NA
<b>PBT</b>	<b>(1)</b>	<b>(22)</b>	<b>(95.5)%</b>	<b>21</b>	<b>NA</b>
Tax	(7)	(5)	40.0%	6	16.7%
<b>PAT</b>	<b>6</b>	<b>(17)</b>	<b>NA</b>	<b>15</b>	<b>(60)%</b>
<b>PAT Margin (%)</b>	<b>0.62%</b>	<b>(1.96)%</b>	<b>258 Bps</b>	<b>1.76%</b>	<b>(114) Bps</b>
Other Comprehensive Income	0	0	NA	(2)	NA
<b>Total Comprehensive Income</b>	<b>6</b>	<b>(17)</b>	<b>NA</b>	<b>13</b>	<b>(53.8)%</b>
EPS (INR)(not annualised)	0.30	(0.93)	NA	0.81	(63.0)%

Particulars (INR Mn)	FY24	FY23	Y-o-Y
<b>Revenue from Operations</b>	<b>3,660</b>	<b>3,535</b>	<b>3.5%</b>
Total Expenses	3,564	3,337	6.8%
<b>EBITDA</b>	<b>96</b>	<b>198</b>	<b>(51.5)%</b>
<b>EBITDA Margin (%)</b>	<b>2.62%</b>	<b>5.60%</b>	<b>(298) Bps</b>
Other Income	26	15	73.3%
Depreciation	109	71	53.5%
Finance Cost	20	14	42.9%
<b>PBT</b>	<b>(7)</b>	<b>128</b>	<b>NA</b>
Tax	(10)	33	NA
<b>PAT</b>	<b>3</b>	<b>95</b>	<b>(96.8)%</b>
<b>PAT Margin (%)</b>	<b>0.08%</b>	<b>2.69%</b>	<b>(261) Bps</b>
Other Comprehensive Income	4	-3	NA
<b>Total Comprehensive Income</b>	<b>7</b>	<b>92</b>	<b>(92.4)%</b>
EPS (INR)(not annualised)	0.15	5.11	(97.1)%

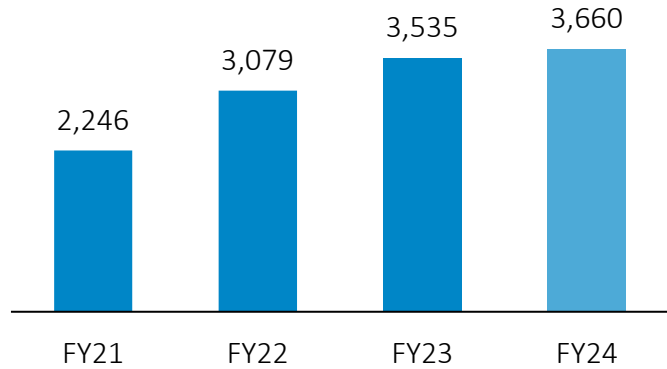
# Historical Income Statement

Particulars (INR Mn)	FY21	FY22	FY23	FY24
<b>Revenue from Operations</b>	<b>2,246</b>	<b>3,079</b>	<b>3,535</b>	<b>3,660</b>
Total Expenses	2,160	2,815	3,337	3,564
<b>EBITDA</b>	<b>86</b>	<b>264</b>	<b>198</b>	<b>96</b>
<b>EBITDA Margin (%)</b>	<b>3.83%</b>	<b>8.57%</b>	<b>5.60%</b>	<b>2.62%</b>
Other Income	21	12	15	26
Depreciation	78	63	71	109
Finance Cost	19	10	14	20
<b>Profit before exceptional items and tax</b>	<b>10</b>	<b>203</b>	<b>128</b>	<b>(7)</b>
Exceptional Items (Net)	0	5	0	0
<b>PBT</b>	<b>10</b>	<b>208</b>	<b>128</b>	<b>(7)</b>
Tax	2	57	33	(10)
<b>PAT</b>	<b>8</b>	<b>151</b>	<b>95</b>	<b>3</b>
<b>PAT Margin (%)</b>	<b>0.36%</b>	<b>4.90%</b>	<b>2.69%</b>	<b>0.08%</b>
Other Comprehensive Income	4	-5	-3	4
<b>Total Comprehensive Income</b>	<b>12</b>	<b>146</b>	<b>92</b>	<b>7</b>
EPS (INR)(not annualised)	0.41	8.1	5.11	0.15

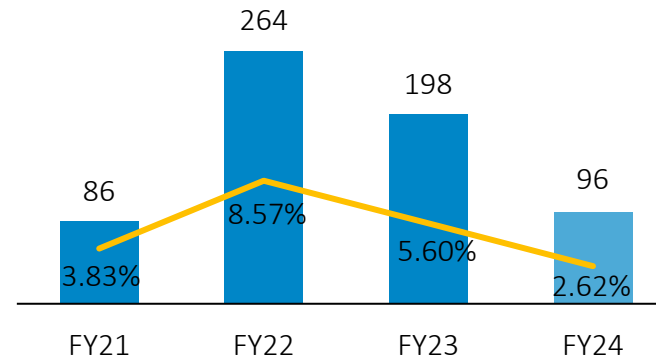
Equity and Liabilities (INR Mn)	FY22	FY23	FY24
<b>Equity</b>			
Share Capital	186	186	187
Other Equity	740	832	801
<b>Total Equity</b>	<b>926</b>	<b>1,018</b>	<b>988</b>
<b>Non Current Liabilities</b>			
Financial liabilities			
(i) Borrowings	0	62	150
(ii) Lease Liabilities	27	28	5
Provisions	16	11	2
Other non-current liabilities	2	2	3
<b>Total Non-Current Liabilities</b>	<b>45</b>	<b>103</b>	<b>160</b>
<b>Current Liabilities</b>			
Financial liabilities			
(i) Borrowings	37	33	221
(ii) Lease Liabilities	24	14	28
(iii) Trade Payables	679	682	719
(iv) Other Financial liabilities	152	148	134
Provisions	84	78	119
Current Tax Liabilities (net)	13	0	0
Other Current liabilities	66	136	74
<b>Total Current Liabilities</b>	<b>1,055</b>	<b>1,091</b>	<b>1,295</b>
<b>Total Liabilities</b>	<b>1,100</b>	<b>1,194</b>	<b>1,455</b>
<b>Grand Total – Equity and Liabilities</b>	<b>2,026</b>	<b>2,212</b>	<b>2,443</b>

Assets (INR Mn)	FY22	FY23	FY24
<b>Non Current Assets</b>			
Property, Plant & Equipment	75	166	392
Right of use assets	51	44	32
Capital Work in Progress	2	18	1
Intangible assets	136	132	141
Intangible assets under development	12	13	6
Financial assets			
(i) Investments	10	11	13
(ii) Other financial assets	1	6	10
Deferred tax assets (Net)	10	12	19
Non Current tax assets (Net)	3	9	33
Other non-current assets	258	258	17
<b>Total Non-Current Assets</b>	<b>558</b>	<b>669</b>	<b>664</b>
<b>Current Assets</b>			
Inventories	469	619	551
Financial assets			
(i) Investments	336	113	250
(ii) Trade Receivable	352	465	628
(iii) Cash and cash equivalents	104	91	31
(iv) Other bank balances	6	23	12
(v) Other financial assets	106	96	122
Other current assets	95	136	185
<b>Total Current Assets</b>	<b>1,468</b>	<b>1,543</b>	<b>1,779</b>
<b>Grand Total - Assets</b>	<b>2,026</b>	<b>2,212</b>	<b>2,443</b>

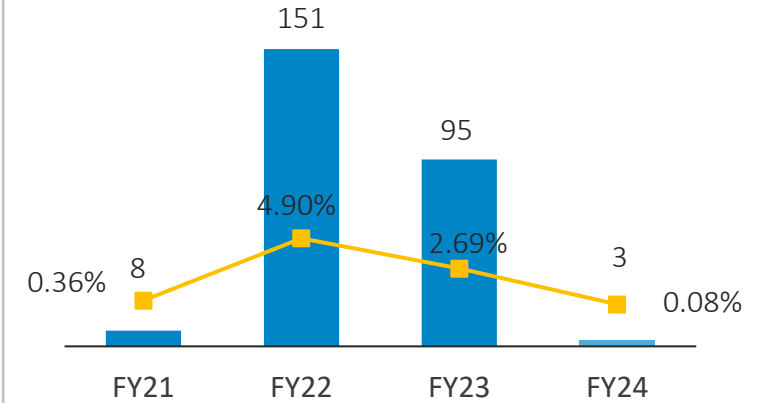
Operational Revenue (INR Mn)



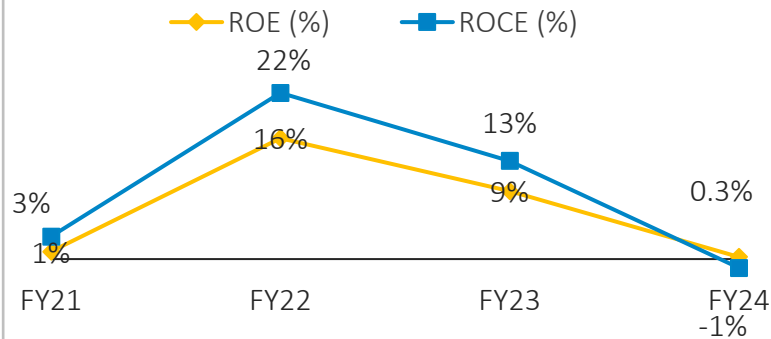
EBITDA (INR Mn) &amp; EBITDA Margins (%)



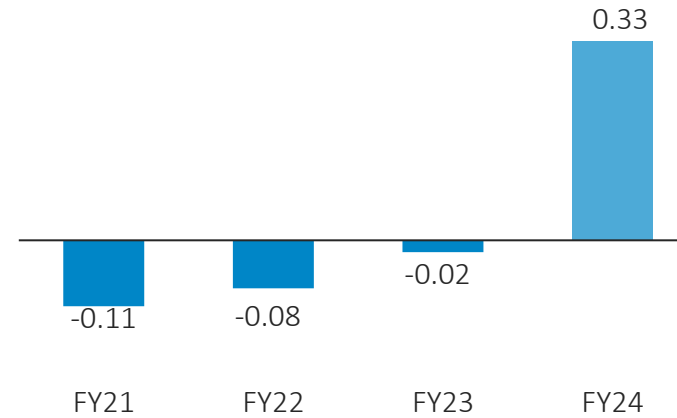
PAT (INR Mn) &amp; PAT Margins (%)



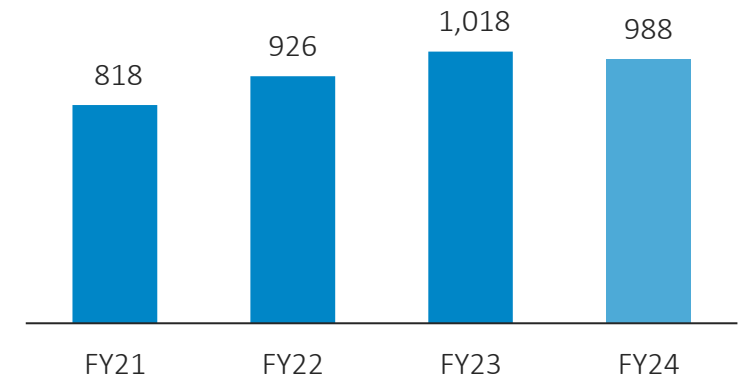
ROE AND ROCE (%)



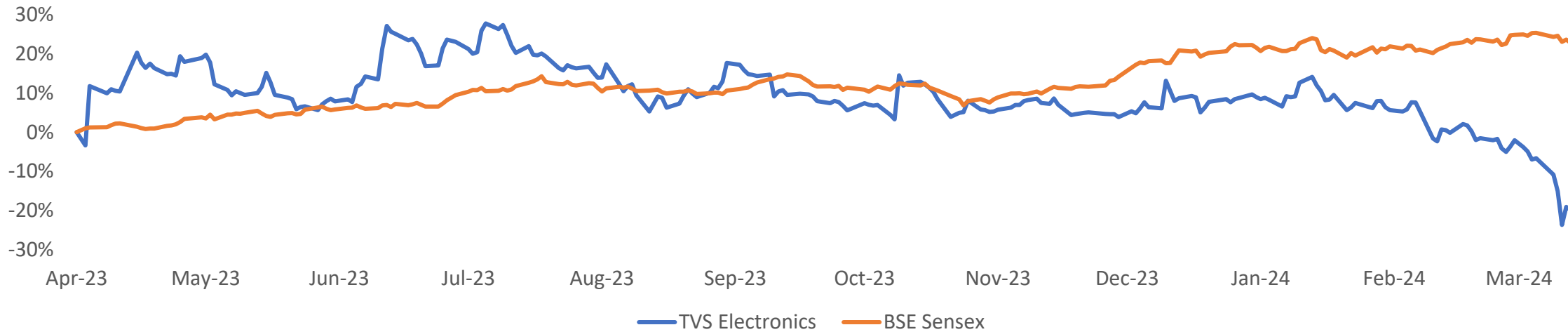
Net Debt to Equity (x)



Net Worth (INR Mn)



### Stock Market Performance (As on 31<sup>st</sup> March, 2024)

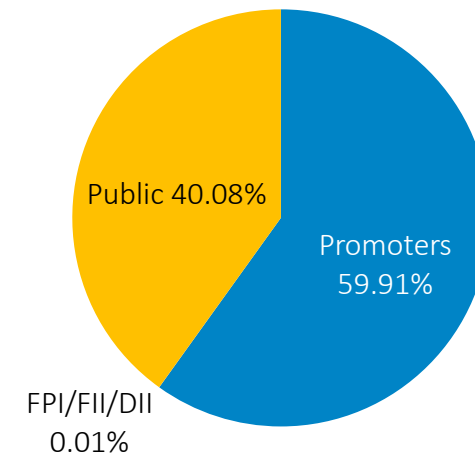


### Price Data (As on 31<sup>st</sup> March, 2024)

INR

Face Value	10.0
Market Price	250.8
52 Week H/L	432.0/235.0
Market Cap (Mn)	4,676.6
Equity Shares Outstanding (Mn)	18.7
1 Year Avg Trading Volume ('000)	203.8

### Shareholding Pattern (As on 31<sup>st</sup> March 2024)





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**Thank You**