



17th August, 2023

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 – Q1 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 – Q1 FY 2023-24.

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

TVS Electronics Ltd.
Earnings Presentation
Q1-FY24



PRODUCTS	SERVICES	OPERATIONS	FY23 FINANCIALS
<p>Leading Transaction Automation Company in IT Industry</p>	<p>Servicing over 2,00,000 customers every month</p>	<p>600+ Employees</p>	<p>Revenue: INR 3,535 Mn</p>
<p>3+ Decades Experience</p>	<p>19,250+ Pin codes Serviced and Logistics coverage > 90% (of total districts)</p>	<p>1 Centralised Factory 1 Repair Centre</p>	<p>EBITDA: INR 198 Mn</p>
<p>Pioneers in DOT Matrix Printer & Keyboards</p>	<p>Diversified Business & Preferred Service Partner across Global Brands</p>	<p>5 Branch Offices 13 Warehouses</p>	<p>Net Profit: INR 95 Mn</p>
<p>Market Leaders in Point of Sale Devices</p>	<p>Infra Management Services (IT-IMS)</p>	<p>57 Drop Points 740+ Authorized Partners</p>	<p>ROCE: 13%</p>
<p>Products developed under 'Make in India' initiative</p>	<p>E-Auction</p>	<p>345 Walk in Centres</p>	<p>ROE: 9%</p>
<p>Unique edge of software bundling, product design solutions & customization</p>	<p>Repair Manufacturing Services (RMS)</p>	<p>1,500 Sq.Ft. Clean Room located in Tumkur</p>	<p>Net Debt to Equity: (0.02)x</p>

TVS Electronics (TVS-E) Limited was incorporated in 1987, under the leadership of Mr. Gopal Srinivasan.

The company has emerged as one of the frontrunners in the IT peripherals, point-of-sale solutions, and comprehensive warranty management services.

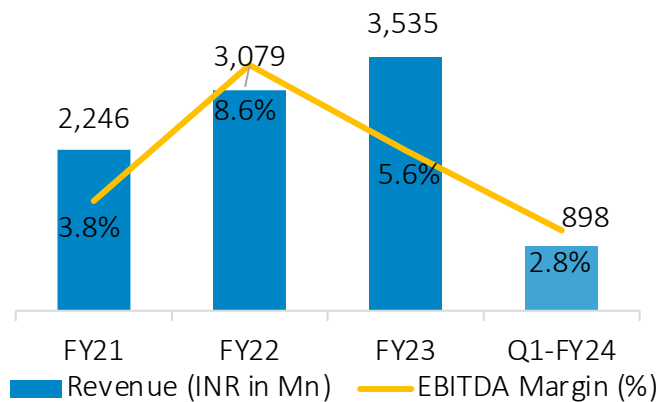
The company caters to vast customer segments including, Retail, BFSI, Warehousing, Shipping & Logistics, Transport, Railways, small offices, and homes.



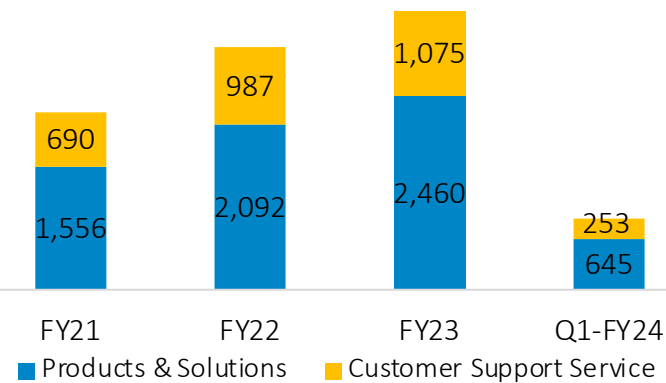
It is headquarters out of Chennai, India and has 1 state-of-the-art manufacturing plant, located at Tumkur, Karnataka.

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

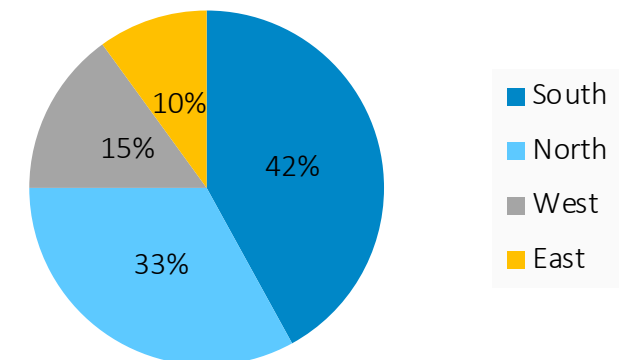
Revenue (INR Mn) & EBITDA Margins (%)

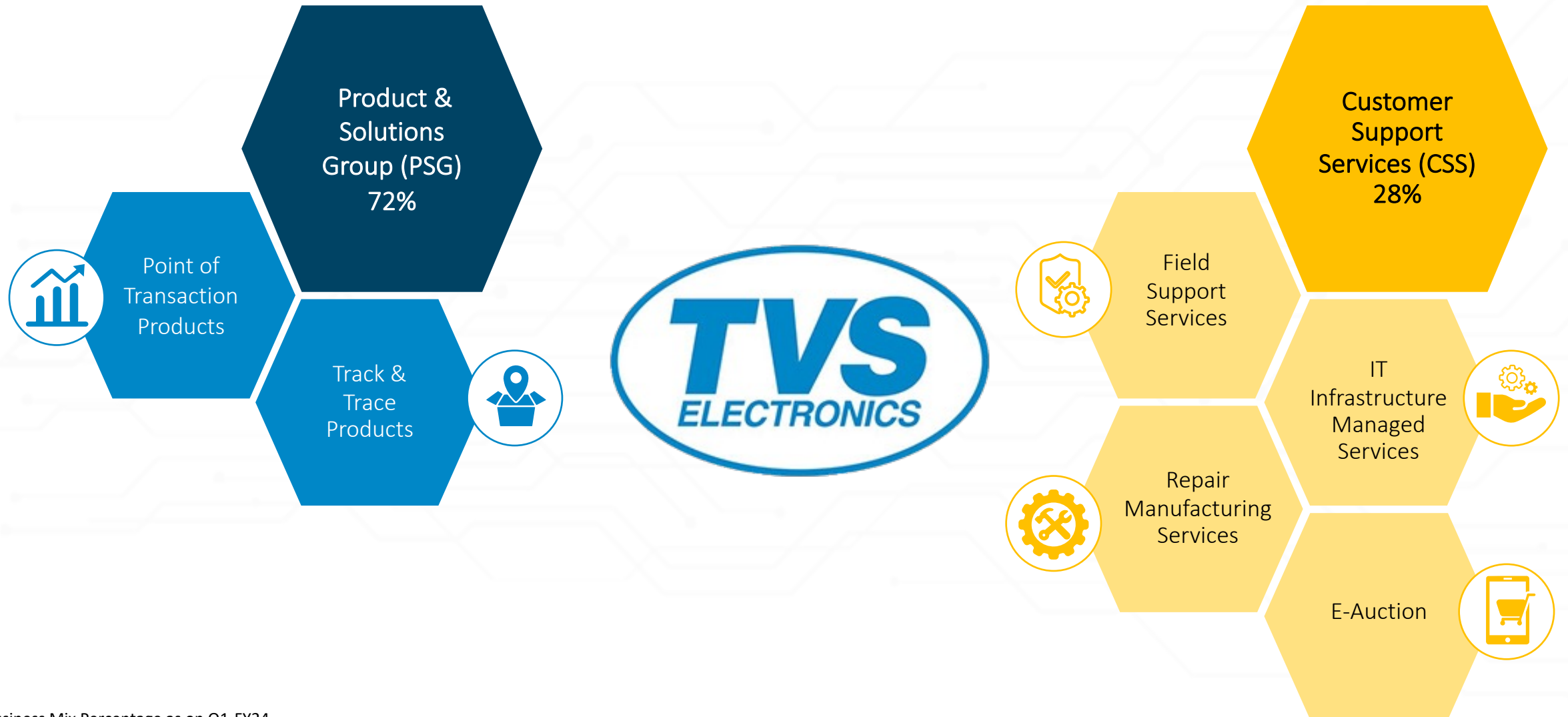


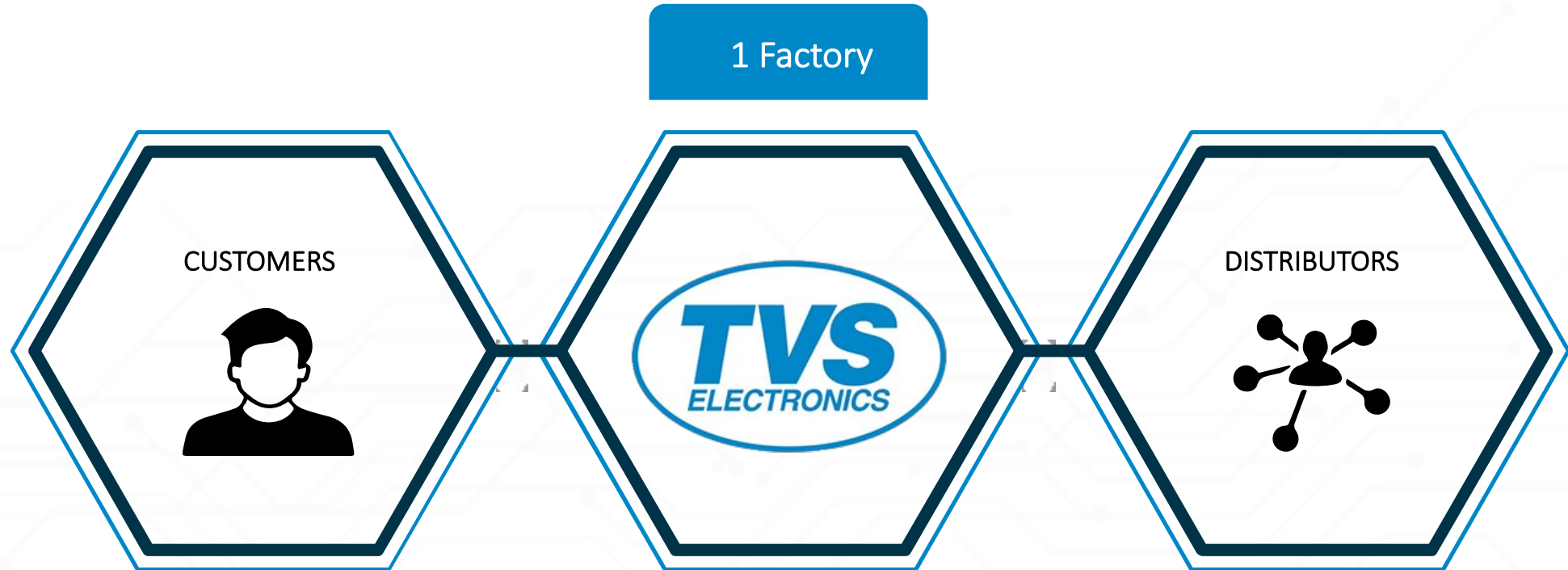
Segmental Revenue (INR Mn)



Geographical Distribution (FY23)







PRODUCTS & SERVICES

Own Website
www.tvs-e.in & store.tvs-e.in

E-Commerce Platforms
Justdial, Amazon

Quality Management Services

Total Employee Involvement

Deep Analysis

Customer Centricity

Process Audit

PDCA Cycle



Channel Financing
Options



Logistic Tie Up

5 Branch Offices
13 Warehouses
140+ Sales partners
600+ Service partners

Products & Solutions

RETAIL

LANDMARK



Chaayos

Bata



Manufacturing



TVS

Health Care & Hospitality



Government Entities



BFSI

HDFC BANK
We understand your world

FIVE STAR

punjab national bank
...the name you can BANK upon!


Customer Support Services

IT & Peripherals



ASUS

acer

Audio Lifestyle



IT IMS



TVSCREDIT

Merchants



Banking & Technology

HITACHI
Inspire the Next

Solar

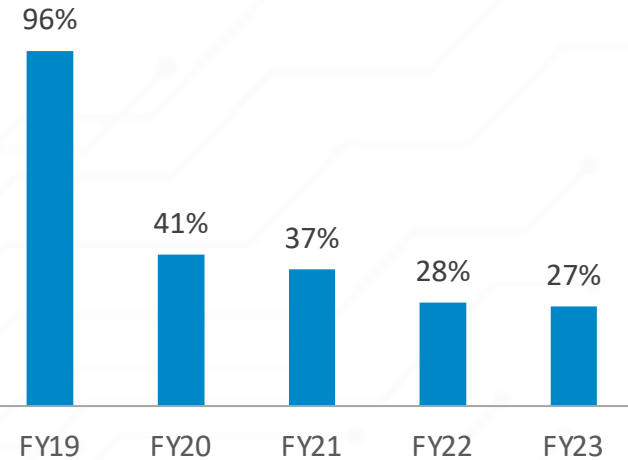


Consumer Electronics

EVS Charging



Top 10 Customer Concentration*



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

Focus on Digitalisation, SaaS, etc

- Moved onto a subscription model for the service in house digital platform. Employed an in-house web application for the services vertical, hence it can grow without incurring any additional costs.
- Invested in artificial intelligence & machine learning during FY23 to enhance and reinforce Customer Support Services segment.
- Proactively shifted focus towards providing integrated packages encompassing hardware devices, tailored solutions, and advanced analytics.
- Offering depth, diversification and expertise in Point of Transaction, Track & Trace, Personal & Productivity and Security & Surveillance products portfolio

EMS as Part of the 'Make in India initiative'

- TVS-E has undertaken backward integration of some of processes and replaced imports from neighbouring countries with in-house production of certain products.
- Products developed under 'Make in India' initiative include POS printers, barcode scanners, passbook printers, Touch POS systems, label printers, and membrane keyboards

Contract Manufacturing Services

- Expanded Tumakuru Factory with state-of -the-art assembly lines to provide Contract Manufacturing Services.
- Developed a reliable vendor eco system for sheet metal works and plastic injection moulding around the plant. The team is highly skilled and have a trained group pf diverse people.
- Exploring opportunities to provide the services to our existing customers, brands and OEMs

Infra Managed Service (IMS)

- IMS services covers everything from endpoint computing to data centres, both on-premises and in the cloud, providing clients with a convenient one-stop solution.
- Provide infrastructure support for service desk management, asset management, server and data base management & workspace management viz. laptops, desktops, IOT devices, communication and conference tools.
- Also provide application management & cyber security support services under the umbrella of Infra Managed Services (IMS).

Renewable Energy (Solar and EV Charger)

- Offer comprehensive monitoring, break fix & operations and maintenance services for solar invertors to ensure optimal solar power generation is achieved.
- Also provide installation, maintenance & break fix services for EV charger infrastructure.

STRATEGIC
PRIORITIES

MAKE IN INDIA



Q1-FY24 HIGHLIGHTS

Q1-FY24 performance

INR 898 Mn Revenue from Operations	INR 25 Mn EBITDA	2.78% EBITDA Margin
INR 3 Mn PAT	0.33 % PAT Margin	INR 0.17/share EPS

Divisional Breakup:

INR Mn	Q1-FY24	Q1-FY23	Y-o-Y Growth
Product & Solutions Group	645	617	4.5%
Customer Support Services	253	246	2.8%
Income from Operations	898	863	4.1%

- The Products and Solutions business vertical clocked a revenue of INR 645 Mn, which grew by 4.5% YoY and 3% QoQ
- The Customer Support Services business vertical delivered a revenue of INR 253 Mn, which grew by 2.8% YoY and 12% QoQ.
- Our performance for the quarter under review is reflective of slowdown in volume pick-up in our addressable markets, inflationary impact and high Interest rates in the market. The Company expects this situation to ease in the coming quarters and thereby improve performance.
- EBITDA margin declined YoY basis to 2.78% due to higher expenditures towards new business initiatives and towards building capabilities which are expected to yield better returns in the coming years.

Particulars (INR Mn)	Q1-FY24	Q4-FY23	Q-o-Q	Q1-FY23	Y-o-Y
Revenue from Operations	898	852	5.4%	863	4.1%
Total Expenses	873	821	6.3%	799	9.3%
EBITDA	25	31	(19.4)%	64	(60.9)%
EBITDA Margin (%)	2.78%	3.64%	(86) Bps	7.42%	(464) Bps
Other Income	5	(1)	NA	6	(16.7)%
Depreciation	23	7	NA	18	27.8%
Finance Cost	3	2	50.0%	3	NA
Profit before exceptional items and tax	4	21	(81.0)%	49	(91.8)%
Exceptional Items (Net)	0	0	NA	0	NA
PBT	4	21	(81.0)%	49	(91.8)%
Tax	1	6	(83.3)%	11	(90.9)%
PAT	3	15	(80.0)%	38	(92.1)%
PAT Margin (%)	0.33%	1.76%	(143) Bps	4.40%	(407) Bps
Other Comprehensive Income	0	(2)	NA	1	NA
Total Comprehensive Income	3	13	(76.9)%	39	(92.3)%
EPS (INR)(not annualised)	0.17	0.81	(79.0)%	2.04	(91.7)%

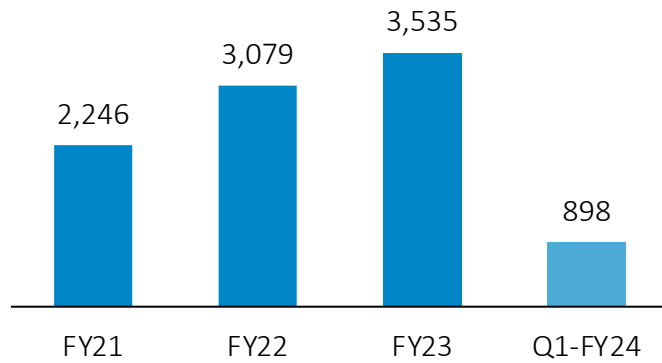
Historical Income Statement

Particulars (INR Mn)	FY21	FY22	FY23	Q1-FY24
Revenue from Operations	2,246	3,079	3,535	898
Total Expenses	2,160	2,815	3,337	873
EBITDA	86	264	198	25
EBITDA Margin (%)	3.83%	8.57%	5.60%	2.78%
Other Income	21	12	15	5
Depreciation	78	63	71	23
Finance Cost	19	10	14	3
Profit before exceptional items and tax	10	203	128	4
Exceptional Items (Net)	0	5	0	0
PBT	10	208	128	4
Tax	2	57	33	1
PAT	8	151	95	3
PAT Margin (%)	0.36%	4.90%	2.69%	0.33%
Other Comprehensive Income	4	(5)	(3)	0
Total Comprehensive Income	12	146	92	3
EPS (INR)(not annualised)	0.41	8.10	5.11	0.17

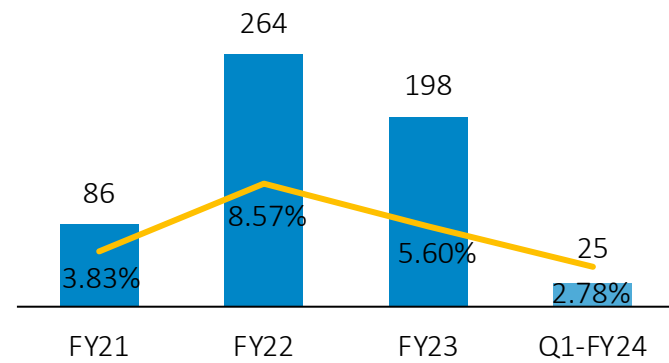
Equity and Liabilities (INR Mn)	FY21	FY22	FY23
Equity			
Share Capital	186	186	186
Other Equity	632	740	832
Total Equity	818	926	1,018
Non Current Liabilities			
Financial liabilities			
(i) Borrowings	0	0	62
(ii) Lease Liabilities	36	27	28
Provisions	13	16	11
Other non-current liabilities	1	2	2
Total Non-Current Liabilities	50	45	103
Current Liabilities			
Financial liabilities			
(i) Borrowings	0	37	33
(ii) Lease Liabilities	31	24	14
(iii) Trade Payables	603	679	682
(iv) Other Financial liabilities	72	152	148
Provisions	65	84	78
Current Tax Liabilities (net)	0	13	0
Other Current liabilities	59	66	136
Total Current Liabilities	830	1,055	1,091
Total Liabilities	880	1,100	1,194
Grand Total – Equity and Liabilities	1,698	2,026	2,212

Assets (INR Mn)	FY21	FY22	FY23
Non Current Assets			
Property, Plant & Equipment	78	75	166
Right of use assets	63	51	44
Capital Work in Progress	0	2	18
Intangible assets	153	136	132
Intangible assets under development	27	12	13
Financial assets			
(i) Investments	11	10	11
(ii) Other financial assets	14	1	6
Deferred tax assets (Net)	3	10	12
Non Current tax assets (Net)	23	3	9
Other non-current assets	256	258	258
Total Non-Current Assets	628	558	669
Current Assets			
Inventories	370	469	619
Financial assets			
(i) Investments	159	336	113
(ii) Trade Receivable	277	352	465
(iii) Cash and cash equivalents	81	104	91
(iv) Other bank balances	5	6	23
(v) Other financial assets	89	106	96
Other current assets	89	95	136
Total Current Assets	1,070	1,468	1,543
Grand Total - Assets	1,698	2,026	2,212

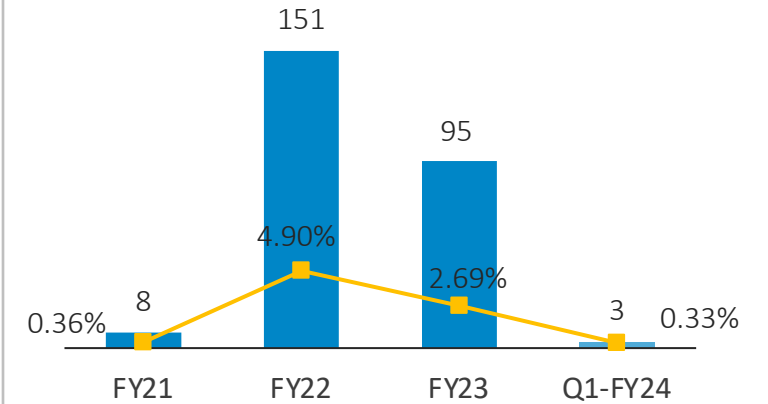
Operational Revenue (INR Mn)



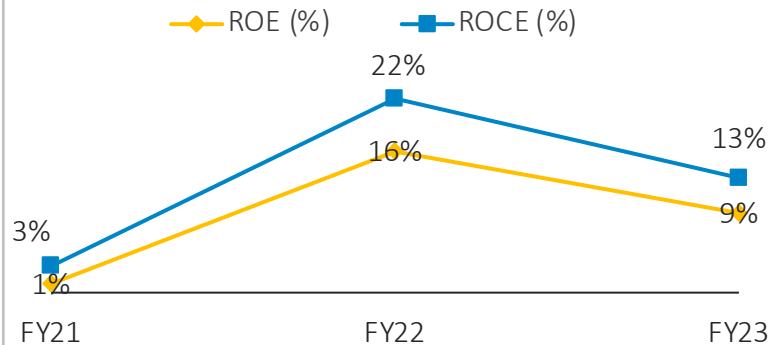
EBITDA (INR Mn) & EBITDA Margins (%)



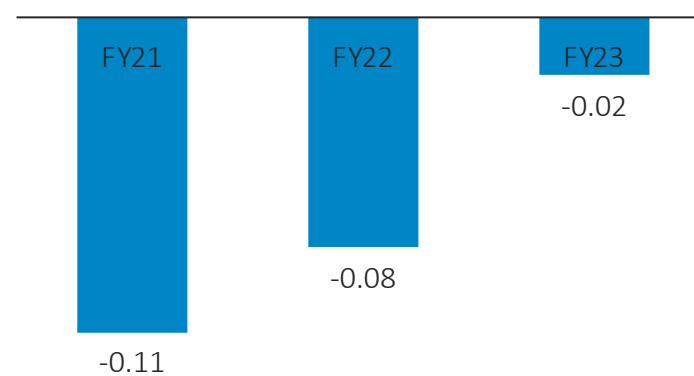
PAT (INR Mn) & PAT Margins (%)



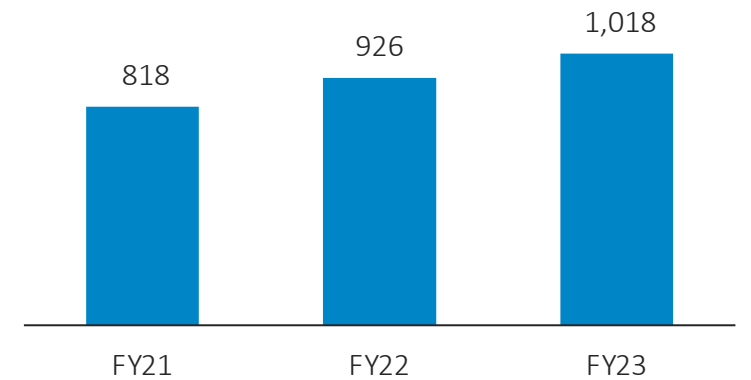
ROE AND ROCE (%)



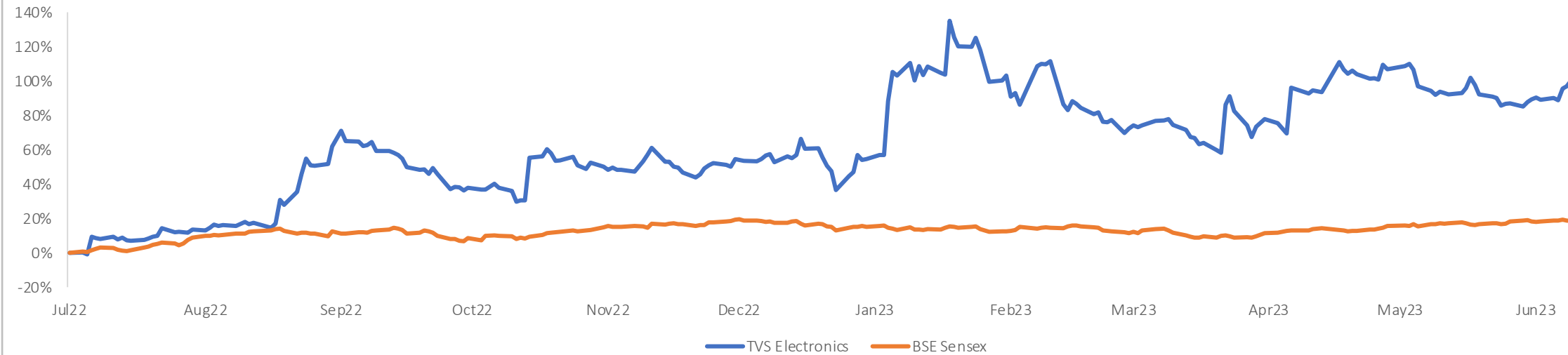
Net Debt to Equity (x)



Net Worth (INR Mn)



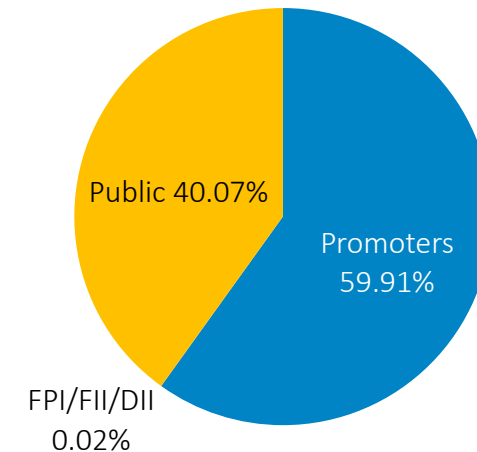
Stock Market Performance (As on 30th June, 2023)



Price Data (As on 30th June, 2023)

	INR
Face Value	10.0
Market Price	403.35
52 Week H/L	448.0/183.0
Market Cap (Mn)	7,522.6
Equity Shares Outstanding (Mn)	18.6
1 Year Avg Trading Volume ('000)	382.3

Shareholding Pattern (As on 30th June, 2023)



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Thank You