



May 27, 2024

To

BSE Limited 1st Floor, New Trading Ring, Rotunda Bldg., P. J. Towers, Dalal Street, Fort, Mumbai 400 001 Scrip Code: <b>543965</b>	National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051 NSE Symbol: <b>TVSSCS</b>
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Dear Sir/Madam,

**Sub: Investor presentation of earnings call with analysts/ investors**

In compliance with Regulation 30 read with Para A of Part A of Schedule III and other applicable provisions of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our announcement dated May 21, 2024 on earnings conference to be held on May 28, 2024 we enclose herewith a copy of the investor presentation.

The intimation is simultaneously uploaded in the Company's website at <https://www.tvsscs.com/investor-relations/>

Kindly take the above information on records.

Thanking You,  
Yours faithfully,

For **TVS SUPPLY CHAIN SOLUTIONS LIMITED**

PADOOR  
DORASWAMI  
KRISHNA  
PRASAD

Digitally signed by  
PADOOR DORASWAMI  
KRISHNA PRASAD  
Date: 2024.05.27  
21:11:29 +05'30'

**P D Krishna Prasad**  
**Company Secretary**

*Encl: As above*

**TVS Supply Chain Solutions Limited**

No 58, Eldams Road, Teynampet, Chennai - 600018, India. Phone: +91 - 44 - 6685 7777

Registered Office: No: 10, Jawahar Road, Chokkikulam, Madurai - 625002, India.

CIN: U63011TN2004PLC054655

**BELIEVE IN THE POWER OF US**



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# TVS Supply Chain Solutions

## Q4 FY24 Earnings Presentation

May 2024



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# Key Highlights

	Integrated Supply Chain Solutions (ISCS)	Network Solutions (NS)
<b>Quarterly Performance</b>	<p><b>ISCS continues to deliver strong growth in Revenue &amp; Adj. EBITDA</b></p> <ul style="list-style-type: none"> <li>✓ Q4 revenue: <b>Rs 1,380 Cr</b>; grew <b>9.9%</b> YoY and <b>8.4%</b> QoQ</li> <li>✓ Q4 Adj. EBITDA: <b>Rs 133 Cr</b>; grew <b>15.8%</b> YoY and <b>-0.5%</b> QoQ.</li> <li>✓ Adj. EBIDTA Margins expanded by <b>40 bps</b> YoY</li> </ul>	<p><b>NS segment grew both revenue and Adj. EBITDA QoQ</b></p> <ul style="list-style-type: none"> <li>✓ Q4 revenue: <b>Rs 1,047 Cr</b>; de-grew by 1.8% YoY &amp; grew by <b>10.2%</b> QoQ <ul style="list-style-type: none"> <li>• GFS revenue grew <b>13.5%</b> QoQ</li> <li>• IFM revenues have been steady: grew <b>12.2%</b> YoY and <b>6.6%</b> QoQ</li> </ul> </li> <li>✓ Q4 Adj. EBITDA grew sequentially and YoY.</li> <li>✓ Adj. EBIDTA Margins expanded <b>60 bps</b> YoY</li> </ul>
<b>Yearly Performance</b>	<p><b>ISCS delivered double digit growth in both Revenue and Adj EBITDA</b></p> <ul style="list-style-type: none"> <li>✓ FY24 revenue: <b>Rs 5,240 Cr</b>, grew <b>14.4%</b> YoY</li> <li>✓ FY24 Adj. EBITDA: <b>Rs 536 Cr</b>, grew <b>31.4%</b> YoY</li> <li>✓ Adj. EBIDTA Margins expanded <b>130 bps</b> YoY</li> </ul> <p>Business drivers continue to be robust, supported by strong execution, customer addition &amp; wallet share addition</p>	<ul style="list-style-type: none"> <li>✓ IFM revenues showed consistent growth, grew 7.1% YoY</li> <li>✓ IFM Business turnaround and showing signs of positive recovery</li> </ul>
<b>FY 25 Outlook</b>	<ul style="list-style-type: none"> <li>✓ ISCS momentum expected to continue in FY 25 supported by a healthy pipeline and continued focus on margin</li> </ul>	<ul style="list-style-type: none"> <li>✓ GFS freight rates have normalized and focus on FY 25 is improving profitability</li> <li>✓ IFM business to achieve target run rate profitability by Q2 FY 25</li> </ul>

ISCS business driving revenue and profit growth in FY 24 offsetting normalization of freight rates in GFS; will continue similar momentum in FY 25

# Q4 & FY24

## Financial Performance

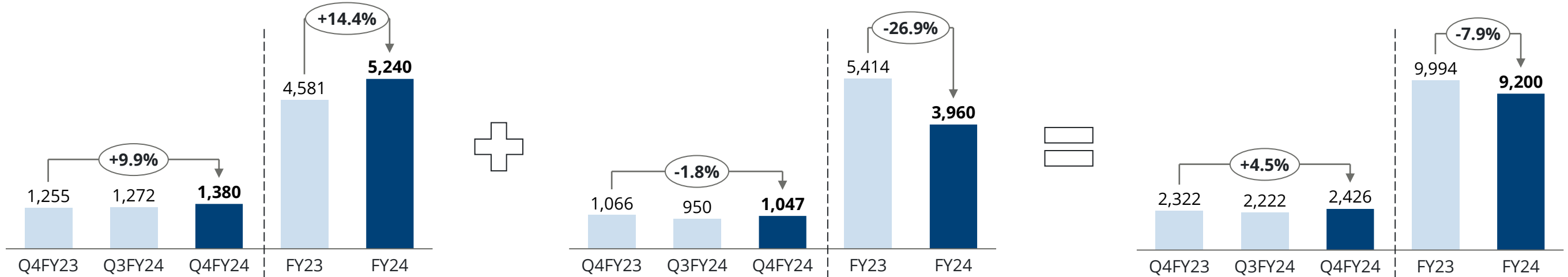
# Segment wise Revenue : Q4 & FY24

ISCS Segment (In INR Cr.)

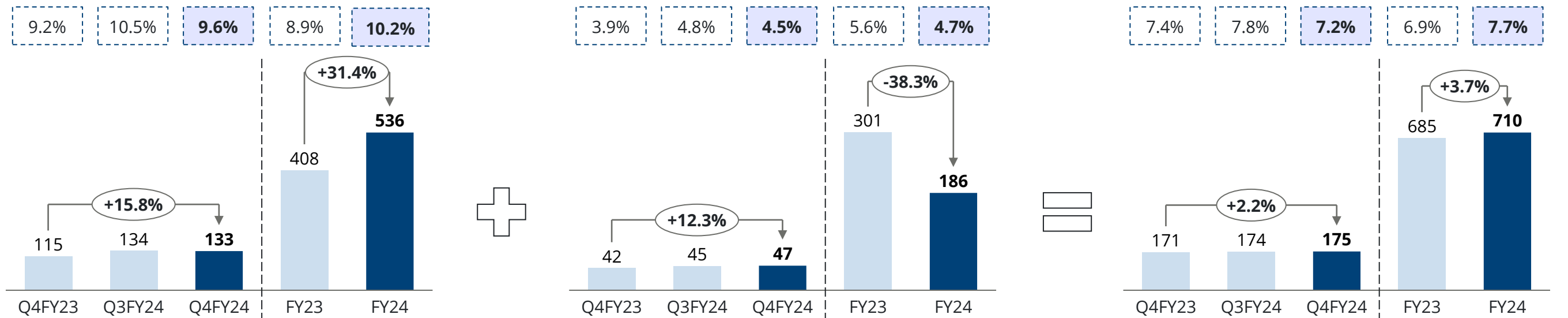
NS Segment (In INR Cr.)

Total (In INR Cr.)

Revenue



Adj. EBITDA & Margin



EBIDTA Margins have **expanded by ~80 bps** on a Y-o-Y basis driving an increase of Rs. 25 Cr in absolute EBITDA, offsetting the impact of revenue decline in the GFS business

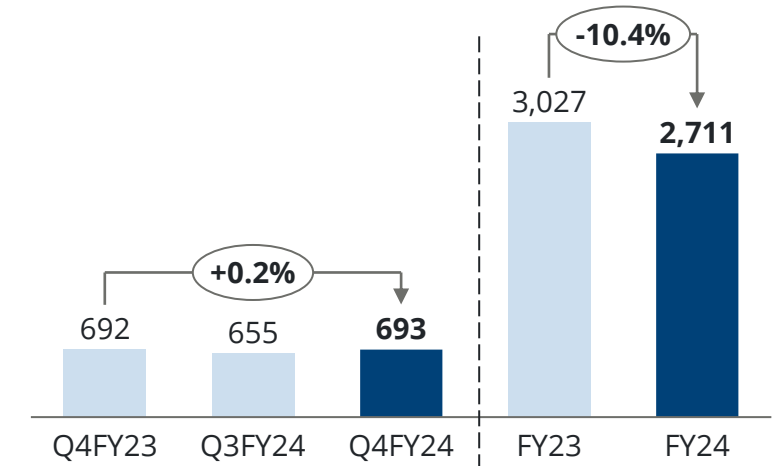
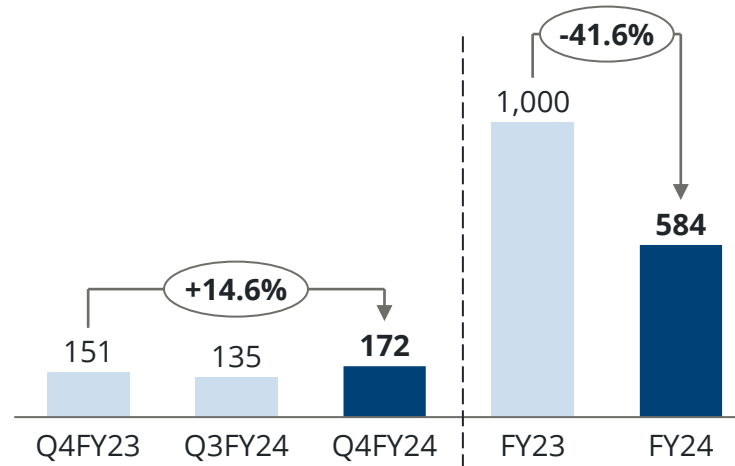
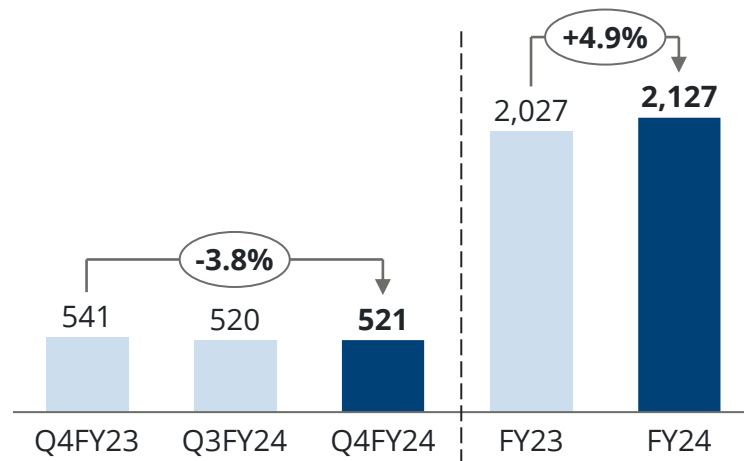
# Geography wise Revenue : Q4 & FY24

ISCS Segment (In INR Cr.)

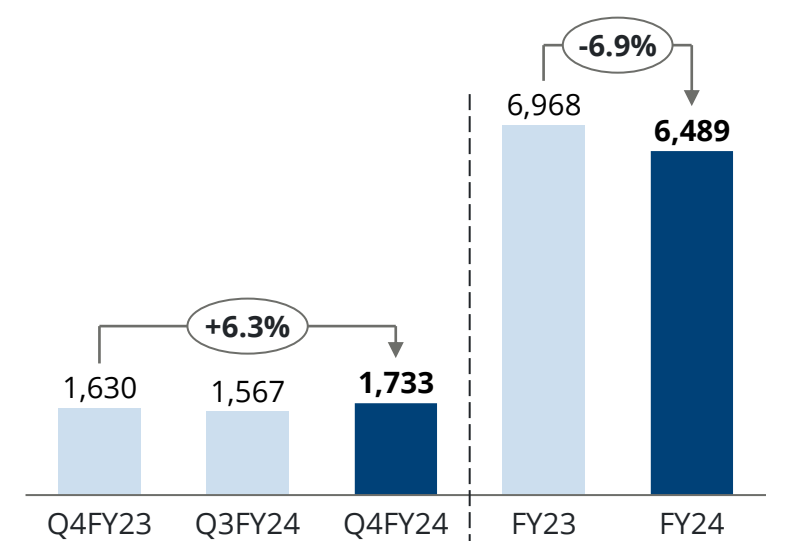
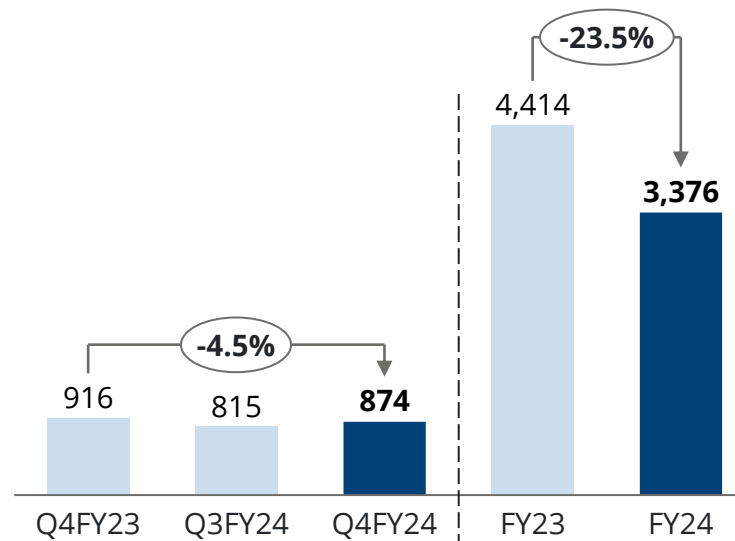
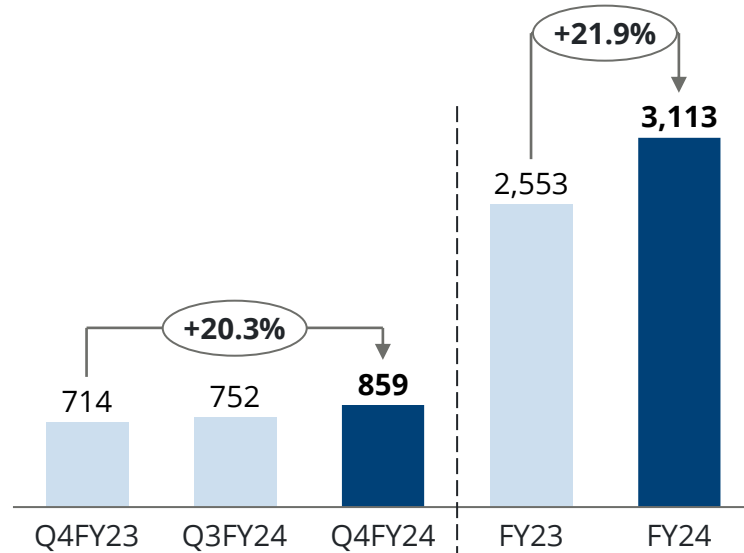
NS Segment (In INR Cr.)

Total (In INR Cr.)

India



RoW



\* Net of eliminations

# Strong new business delivery

Revenue bridge: Q4 FY23 to Q4 FY24 in INR Cr



Revenue bridge: FY23 to FY24 in INR Cr

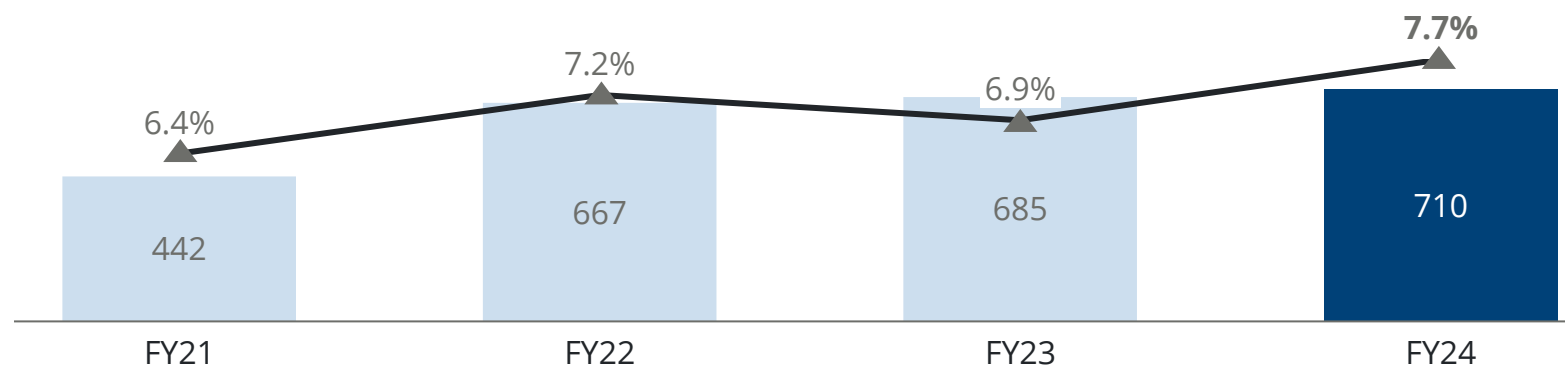


In FY24 and Q4 FY24, approximately **9.6%** and **9.0%** of our consolidated revenues are generated through new business development and expanding wallet share with existing customers

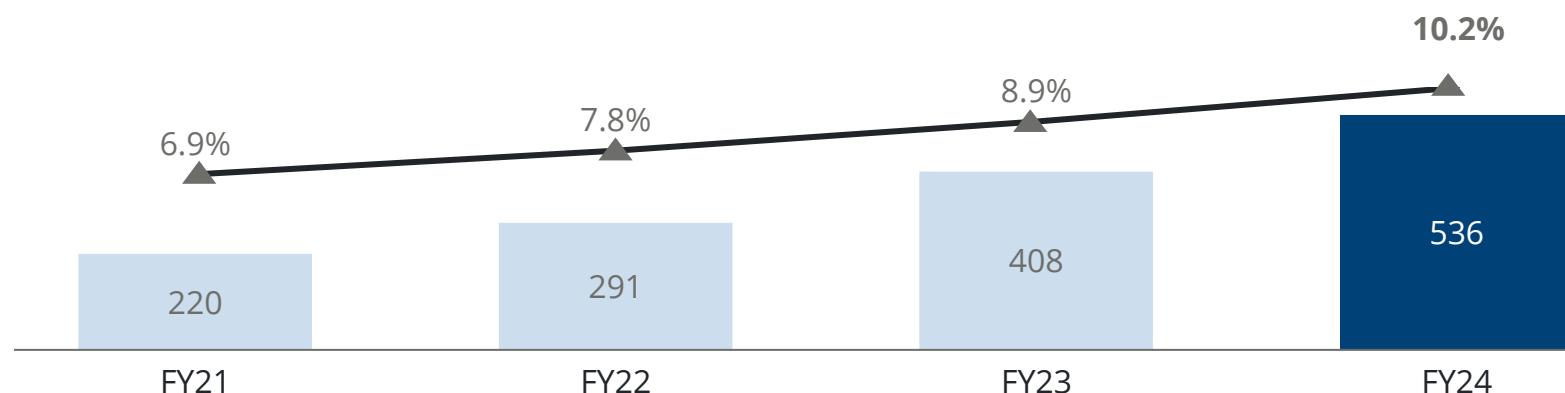


# Positive Margin Trajectory

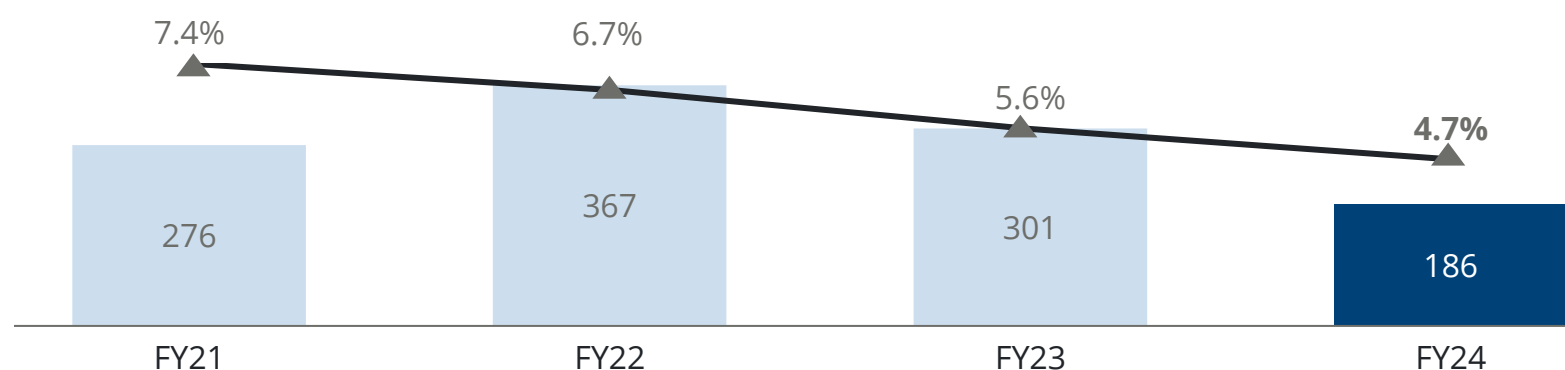
Consl. Adj. EBITDA



ISCS Adj. EBITDA



NS Adj. EBITDA



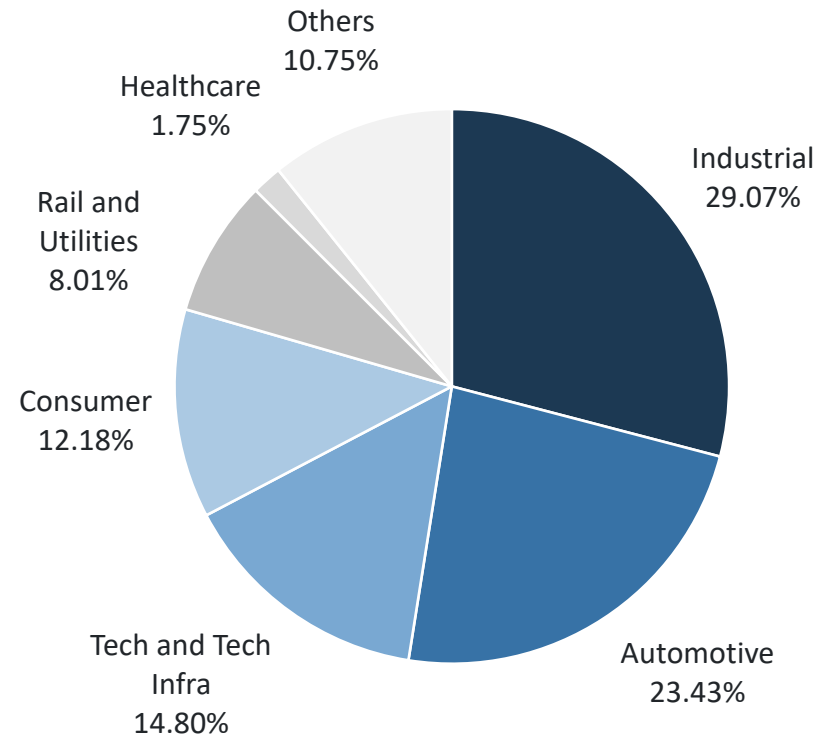
## Levers of Margin Expansion

- ✓ Since FY21, our consolidated margin has expanded by **130 bps**, driven by the strong performance of the ISCS segment and ongoing initiatives to enhance the efficiency of the NS segment
- ✓ In the ISCS segment, we have successfully acquired new large customers across key geographies and increased wallet share from existing clients. Leveraging digital initiatives, we have achieved significant operational efficiencies
- ✓ In the NS segment, the performance of the GFS division has been impacted by normalizing freight rates and geopolitical tensions. To manage these challenges, we have taken strong cost control measures and driven procurement efficiencies. The positive impact of these initiatives is expected to become more pronounced in the coming quarters

# Diverse customer base with long term relationships

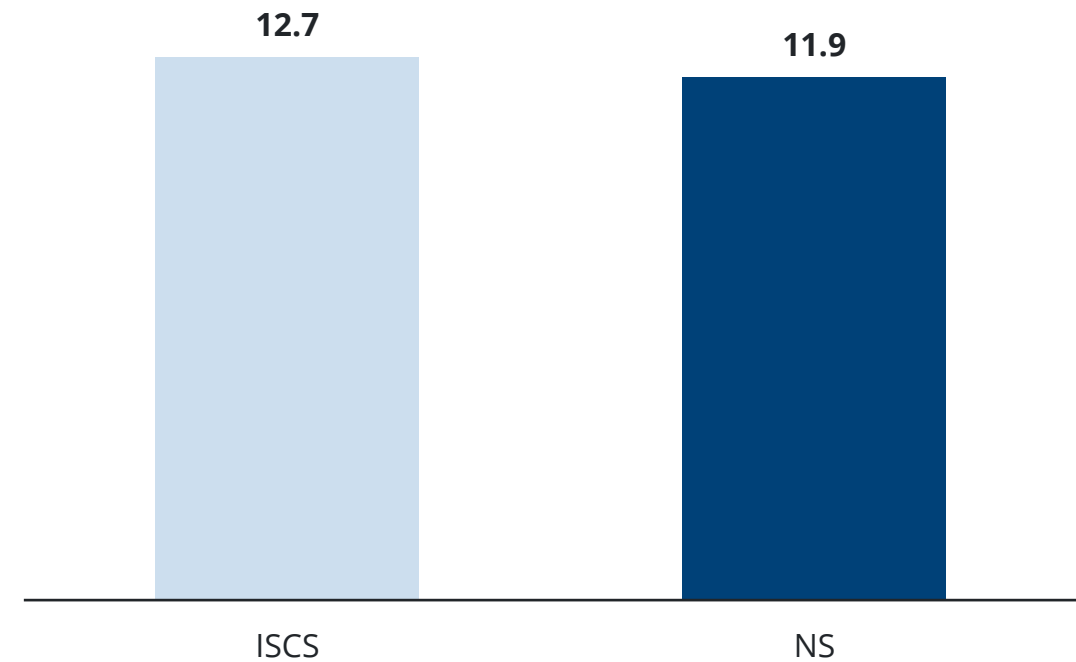
## Diversified customer base

Consolidated Revenue by customer sector (FY24)



## Long term customer relationships

Avg. length of relationships: of top 10 customers in FY24



## No. of Fortune 500 customers

FY21

54

FY22

61

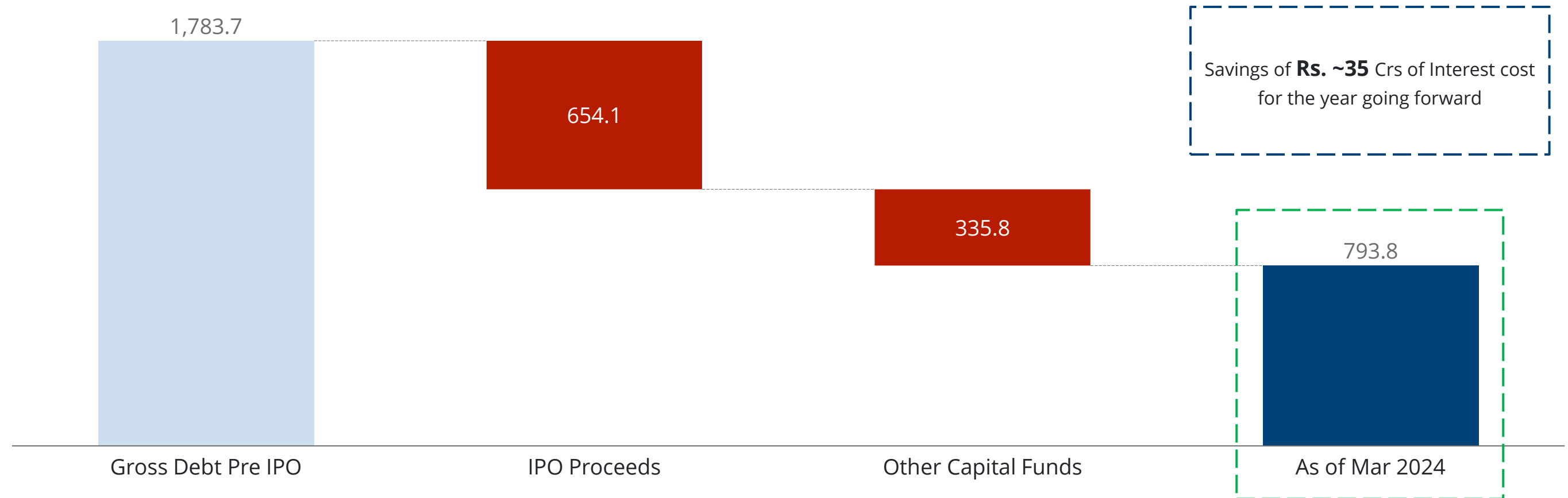
FY23

72

FY24

78

# Strategic interventions: Repayment of borrowings



We have successfully **repaid all our term loans** using capital raised during the **IPO & internal accruals**.  
Our **total gross borrowings** amount to **Rs 794 crores**, consisting of only **working capital loans**.

# Business development efforts yielding consistent results

## ISCS Segment

Diversified Equipment  
Manufacturing Co  
(India)

Commercial Vehicle  
OEM  
(India)

Engine / Generator  
Manufacturer  
(India)

Defence Contractor  
(UK)

Water / Utilities  
Company  
(UK)

## NS Segment

Tech / Solutions  
Integrator  
(UK)

Communication  
Equipment  
Manufacturer  
(UK)

Engineering / Product  
Manufacturer  
(US)

Clothing & Apparel  
Manufacturer  
(Asia Pacific)

Auto Component /  
Battery Manufacturer  
(India)

# Robust Pipeline

**Integrated 3PL solution**  
for diversified electrical  
equipment company

**Contract logistics solution**  
for manufacturer of specialized  
chemicals

**Multiple opportunities across  
US, Europe**  
for an agri-equipment company

**Supply chain solution**  
for a UK based food & beverage  
company

**Logistics operations centre &  
materials management**  
for an auto OEM

**Air freight solution**  
for a global HVAC equipment  
manufacturer

**Tech deployment &  
maintenance**  
for a global IT solutions  
company

**In plant warehousing solution**  
for a commercial vehicles OEM

**Integrated solution**  
for an Indian auto component  
manufacturer

Robust Order Pipeline of approx. **Rs. 4,000 Crores**



*Our results highlight the consistent growth in the ISCS segment and resilience in the NS segment. During the year, we made considerable progress in our cross-selling efforts, increasing our wallet share with customers. We also expanded our footprint across customer segments, including with the Fortune 500. Our technology led solutions are differentiating us in the marketplace and we have embarked on deploying AI at scale in our customer engagements across the USA, Europe and India.*

*Looking ahead, we see growth opportunities across markets we are present in. We continue to strengthen our processes and technology in order to capitalize on these opportunities.*

*We are committed to delivering unparalleled value and innovation, as trusted long-term partners to our customers.*

# Q4FY24 Profit & Loss Statement

In INR Cr - Continuing operations	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	Q-o-Q	FY24	FY23	Y-o-Y
<b>Revenue from operations</b>	<b>2,426.3</b>	<b>2,321.6</b>	<b>4.5%</b>	<b>2,221.8</b>	<b>9.2%</b>	<b>9,200.0</b>	<b>9,994.4</b>	<b>-7.9%</b>
Other Income	6.8	10.9		21.6		54.8	75.6	
<b>Total Income</b>	<b>2,433.1</b>	<b>2,332.5</b>	<b>4.3%</b>	<b>2,243.4</b>	<b>8.5%</b>	<b>9,254.8</b>	<b>10,070.0</b>	<b>-8.1%</b>
Total material related costs	467.4	410.3		411.5		1,661.3	1,383.4	
Freight, clearing, forwarding and handling charges	637.9	689.2		552.4		2,327.8	3,732.9	
Sub-contracting costs and Casual labour charges	364.1	375.2		330.9		1,451.5	1,430.6	
<b>Total Variable Expenses</b>	<b>1,469.4</b>	<b>1,474.6</b>		<b>1,294.9</b>		<b>5,440.7</b>	<b>6,546.9</b>	
<b>Variable Margin</b>	<b>956.9</b>	<b>847.0</b>	<b>13.0%</b>	<b>927.0</b>	<b>3.2%</b>	<b>3,759.3</b>	<b>3,447.5</b>	<b>9.0%</b>
<b>Variable Margin (%)</b>	<b>39.4%</b>	<b>36.5%</b>		<b>41.7%</b>		<b>40.9%</b>	<b>34.5%</b>	
Employee Cost	568.3	491.1		552.3		2,243.2	2,010.6	
Other Expenses	215.6	189.0		212.6		825.4	774.7	
<b>Total Fixed Expense</b>	<b>783.8</b>	<b>680.1</b>		<b>764.9</b>		<b>3,068.6</b>	<b>2,785.3</b>	
<b>EBITDA</b>	<b>173.1</b>	<b>166.8</b>	<b>3.7%</b>	<b>162.1</b>	<b>6.8%</b>	<b>690.7</b>	<b>662.2</b>	<b>4.3%</b>
<b>EBITDA Margins (%)</b>	<b>7.1%</b>	<b>7.2%</b>		<b>7.3%</b>		<b>7.5%</b>	<b>6.6%</b>	
ESOPS	0.0	-4.0		0.0		-3.3	-22.0	
Add : Loss on Forex Translations	-1.4	0.1		-11.5		-16.2	-1.0	
<b>Adjusted EBITDA</b>	<b>174.5</b>	<b>170.8</b>	<b>2.2%</b>	<b>173.6</b>	<b>0.5%</b>	<b>710.2</b>	<b>685.1</b>	<b>3.7%</b>
<b>Adjusted EBITDA Margins (%)</b>	<b>7.2%</b>	<b>7.4%</b>		<b>7.8%</b>		<b>7.7%</b>	<b>6.9%</b>	
Depreciation	138.5	133.8		139.7		556.7	501.5	
<b>EBIT</b>	<b>34.6</b>	<b>33.1</b>		<b>22.4</b>		<b>133.9</b>	<b>160.6</b>	
Finance Cost	38.2	51.9		44.0		202.7	185.1	
Share of Profit from TVSILP	1.9	1.4		0.6		4.3	4.8	
<b>Profit before Exceptional Items &amp; Tax</b>	<b>5.0</b>	<b>-6.5</b>		<b>0.6</b>		<b>-9.6</b>	<b>55.9</b>	
Exceptional Items	0.0	-10.0		0.0		-26.4	-10.0	
<b>Profit before Tax</b>	<b>5.0</b>	<b>-16.5</b>	<b>130.0%</b>	<b>0.6</b>	<b>756.2%</b>	<b>-36.1</b>	<b>45.9</b>	<b>-178.5%</b>
<b>Profit before Tax Margin (%)</b>	<b>0.2%</b>	<b>-0.7%</b>		<b>0.0%</b>		<b>-0.4%</b>	<b>0.5%</b>	
Tax	-0.4	-7.1		-9.4		21.7	-1.7	
<b>Profit After Tax</b>	<b>5.4</b>	<b>-9.4</b>	<b>157.5%</b>	<b>10.0</b>	<b>-45.8%</b>	<b>-57.7</b>	<b>47.7</b>	<b>-221.1%</b>
<b>PAT Margins (%)</b>	<b>0.2%</b>	<b>-0.4%</b>		<b>0.4%</b>		<b>-0.6%</b>	<b>0.5%</b>	
<b>PAT (before Exceptional items)</b>	<b>5.4</b>	<b>0.6</b>		<b>10.0</b>		<b>-31.1</b>	<b>57.7</b>	

# FY24 Proforma Profit & Loss Statement

In INR Cr - Continuing operations	FY24	Proforma FY24*	FY23
<b>Revenue from operations</b>	<b>9,200.0</b>	<b>9,200.0</b>	<b>9,994.4</b>
Other Income	54.8	54.8	75.6
<b>Total Income</b>	<b>9,254.8</b>	<b>9,254.8</b>	<b>10,070.0</b>
Total material related costs	1,661.3	1,661.3	1,383.4
Freight, clearing, forwarding and handling charges	2,327.8	2,327.8	3,732.9
Sub-contracting costs and Casual labour charges	1,451.5	1,451.5	1,430.6
<b>Total Variable Expense</b>	<b>5,440.7</b>	<b>5,440.7</b>	<b>6,546.9</b>
<b>Variable Margin</b>	<b>3,759.3</b>	<b>3,759.3</b>	<b>3,447.5</b>
<b>Variable margin (%)</b>	<b>40.9%</b>	<b>40.9%</b>	<b>34.5%</b>
Employee Cost	2,243.2	2,243.2	2,010.6
Other Expenses	825.4	825.4	774.7
<b>Total Fixed Expense</b>	<b>3,068.6</b>	<b>3,068.6</b>	<b>2,785.3</b>
<b>EBITDA</b>	<b>690.7</b>	<b>690.7</b>	<b>662.2</b>
<b>EBITDA Margins (%)</b>	<b>7.5%</b>	<b>7.5%</b>	<b>6.6%</b>
ESOPS	-3.3	-3.3	-22.0
Add : Loss on Forex Translations	-16.2	-16.2	-1.0
<b>Adjusted EBITDA</b>	<b>710.2</b>	<b>710.2</b>	<b>685.1</b>
<b>Adjusted ETBIDA Margins (%)</b>	<b>7.7%</b>	<b>7.7%</b>	<b>6.9%</b>
Depreciation	556.7	556.7	501.5
<b>EBIT</b>	<b>133.9</b>	<b>133.9</b>	<b>160.6</b>
Finance Cost	202.7	163.8	185.1
Share of Profit from TVSILP	4.3	4.3	4.8
<b>Profit before Exceptional Items &amp; Tax</b>	<b>-9.6</b>	<b>29.3</b>	<b>55.9</b>
Exceptional Items	-26.4	-26.4	-10.0
<b>Profit before Tax</b>	<b>-36.1</b>	<b>8.9</b>	<b>45.9</b>
<b>Profit before Tax Margin (%)</b>	<b>-0.4%</b>	<b>0.1%</b>	<b>0.5%</b>
Tax	21.7	21.7	-1.7
<b>Profit After Tax</b>	<b>-57.7</b>	<b>1.1</b>	<b>47.7</b>
<b>PAT Margins (%)</b>	<b>-0.6%</b>	<b>0.0%</b>	<b>0.5%</b>
<b>PAT (before Exceptional items)</b>	<b>-31.1</b>	<b>27.4</b>	<b>57.7</b>

Savings in Interest cost  
~Rs. 35 Crs+



# Balance Sheet

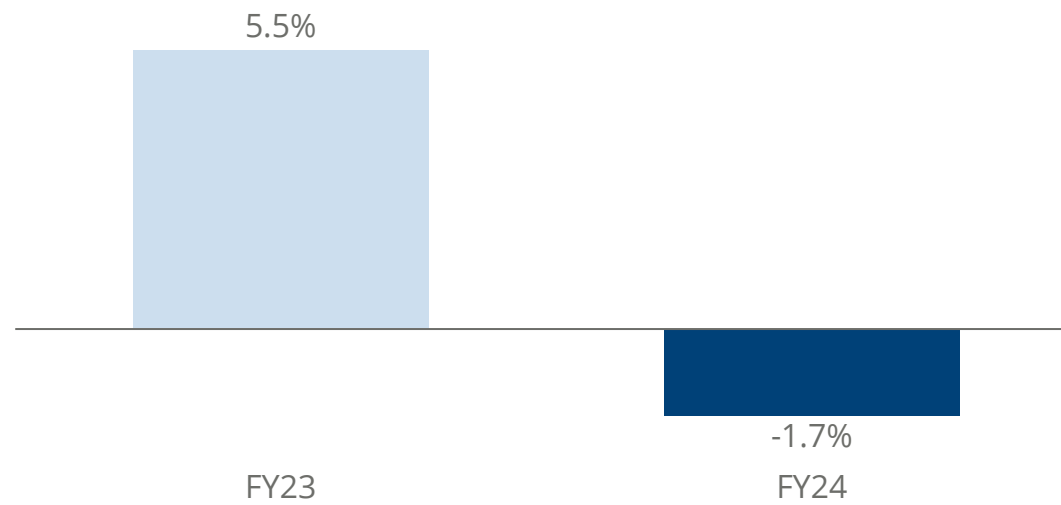
Assets (in ₹ Cr)	Mar-24	Mar-23
<b>Non - Current Assets</b>		
Property Plant & Equipment	338.0	325.6
Right of Use Assets	1,185.8	1,113.6
Goodwill <sup>1</sup>	588.5	608.4
Other Intangible Assets	246.5	269.8
Other Non -Current Assets (Net)	351.5	439.3
<b>Total Non-Current Assets</b>	<b>2,710.3</b>	<b>2,756.7</b>
<b>Current Assets</b>		
Inventories	386.6	345.1
<b>Financial Assets</b>		
(i) Trade receivables <sup>2</sup>	1,403.2	1,228.2
(ii) Cash and cash equivalents <sup>3</sup>	509.4	1,085.8
(iii) Bank balances other than cash and cash equivalents	87.5	86.3
Other Current Assets	732.5	708.8
<b>Total Current Assets</b>	<b>3,119.1</b>	<b>3,454.2</b>
<b>Total Assets</b>	<b>5,829.4</b>	<b>6,210.9</b>

Equity & Liabilities (in ₹ Cr)	Mar-24	Mar-23
<b>Equity</b>		
Share Capital	44.1	36.4
Reserves & Surplus	1,771.0	687.1
<b>Equity attributable to owners of the Company</b>	<b>1,815.0</b>	<b>723.6</b>
Non-Controlling Interests	29.7	36.5
<b>Total Equity</b>	<b>1,844.7</b>	<b>760.0</b>
<b>Non-Current Liabilities</b>		
Financial Liabilities		
(i) Borrowings	2.8	498.6
(ii) Lease Liability	981.3	924.3
(iii) Other Financial Liabilities	2.9	79.9
Provisions	56.4	52.9
Deferred Tax Liabilities	58.7	93.5
Other non current liabilities	10.6	1.1
<b>Total Non-Current Liabilities</b>	<b>1,112.7</b>	<b>1,650.2</b>
<b>Current Liabilities</b>		
Financial Liabilities		
(i) Borrowings	791.2	1,491.0
(ii) Lease Liability	423.8	410.0
(ii) Trade Payables	1,368.2	1,427.3
(iii) Other Financial Liabilities	91.7	262.1
Other Current Liabilities	151.7	151.6
Current tax liabilities (net)	18.4	28.3
Provisions	26.9	30.3
<b>Total Current Liabilities</b>	<b>2,871.9</b>	<b>3,800.7</b>
<b>Total Equity &amp; Liabilities</b>	<b>5,829.4</b>	<b>6,210.9</b>

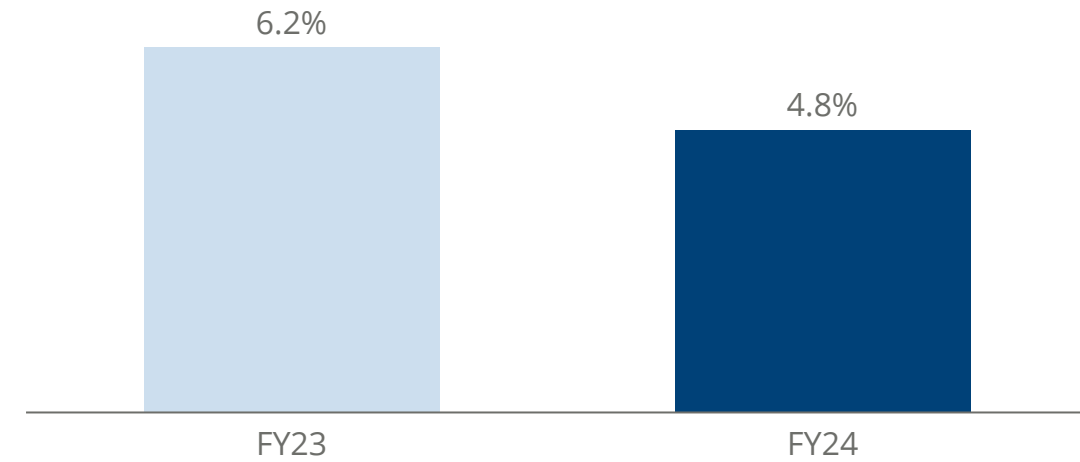
1. Circle goodwill is impaired fully – GBP 2.1 Mn
2. Receivables increased as we pulled back on expensive factoring
3. FY 23 cash balance inflated due to CCPS contributions (pre IPO round)

# Consolidated Key Ratios

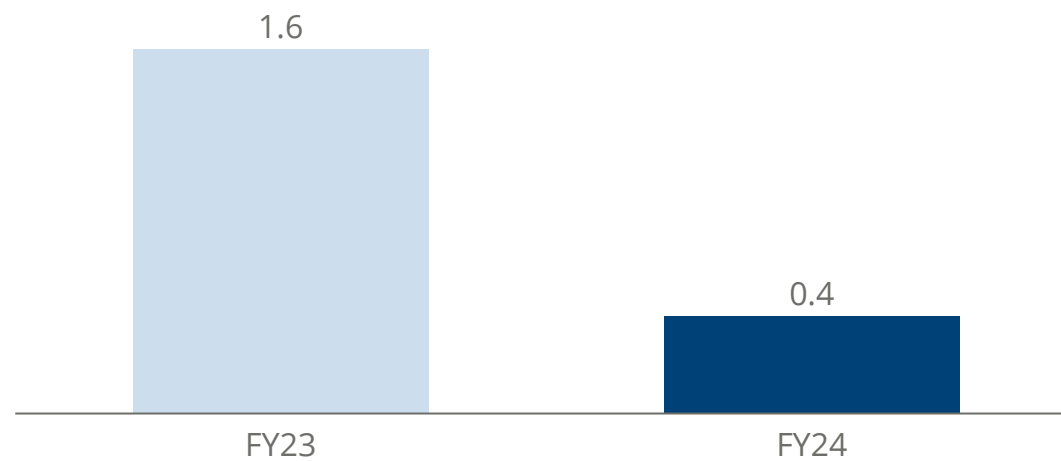
**ROE (%)<sup>1</sup>**



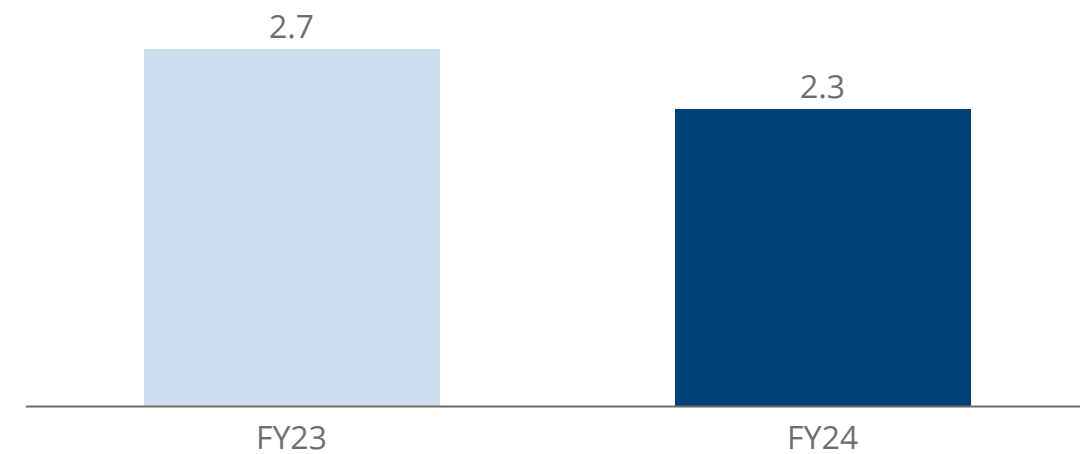
**ROCE (%)<sup>1</sup>**



**Debt to Equity (x)<sup>2</sup>**



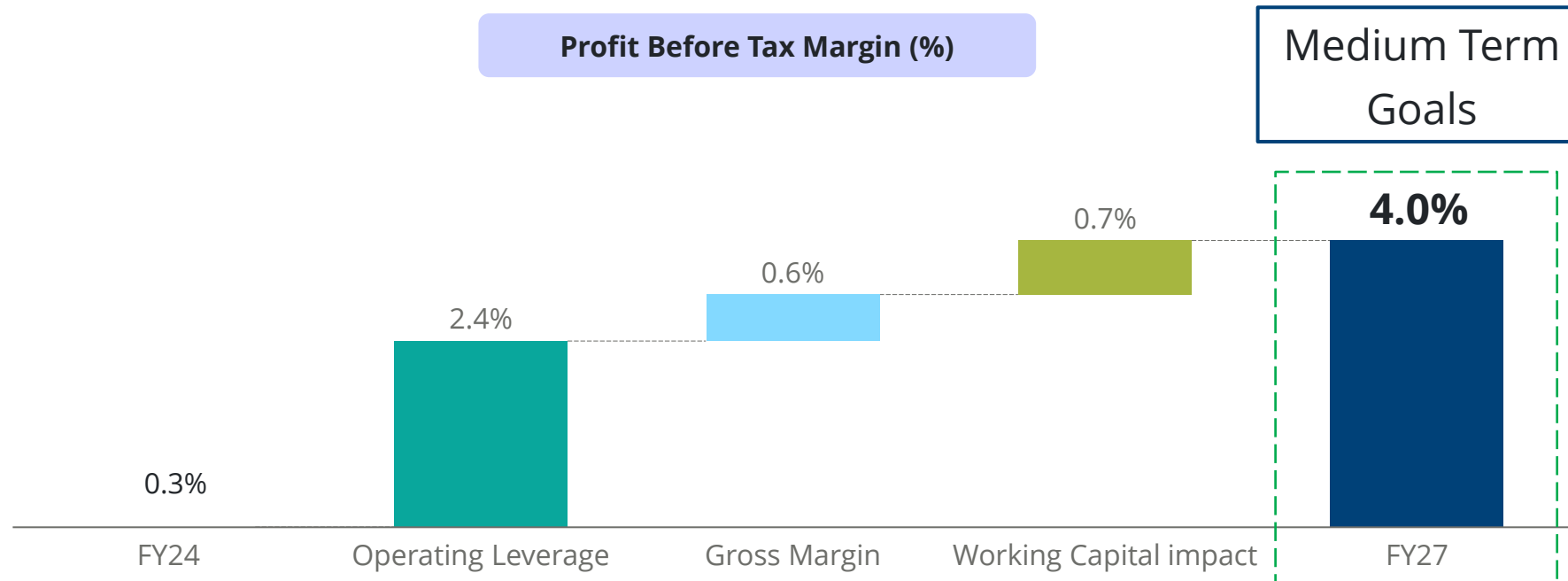
**Net Debt to Adj. EBITDA<sup>3</sup> (x)**



1 - ROE/ROCE is computed based on Profit before exceptional items. 2 - FY23 Borrowings is excluding CCPS. CCPS is included in equity for Debt/Equity computation. 3 - Net Debt to Adj. EBITDA including lease liabilities.

# Our Medium-Term Outlook

Profit Before Tax Margin (%)

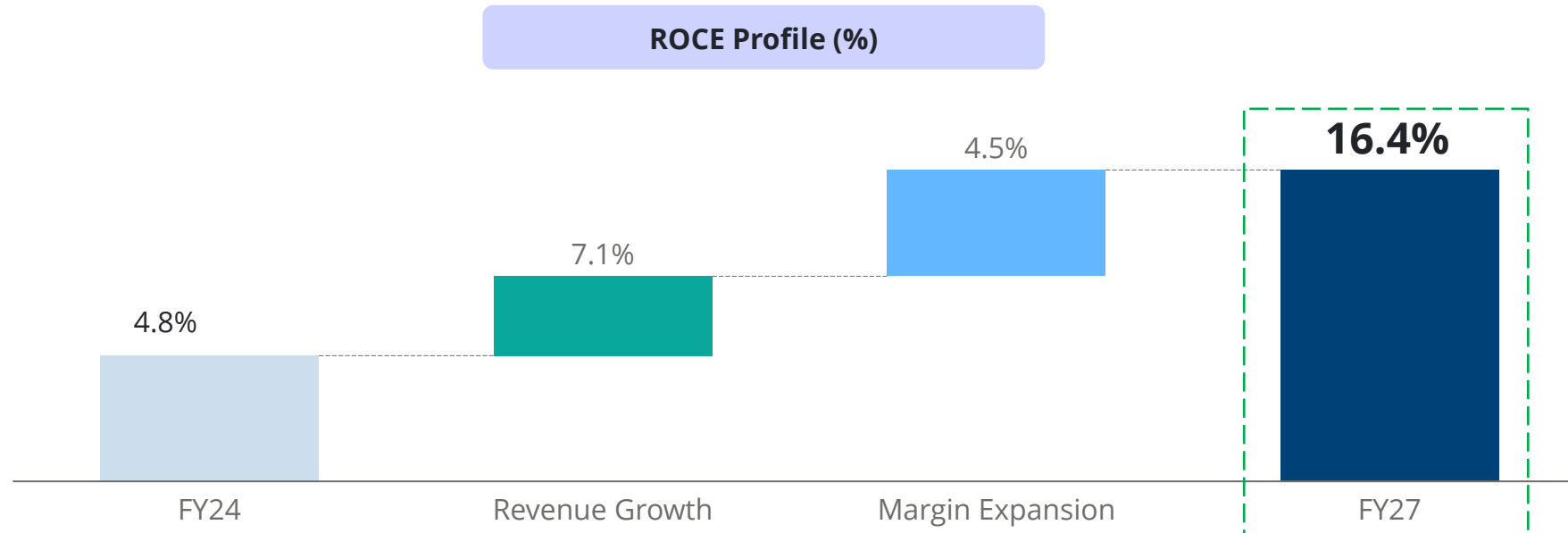


Medium Term Goals

Industry Best-in-Class\*

PBT Margin:  
**8 - 11%**

ROCE Profile (%)



RoCE Profile:  
**> 20%**

\*Profile of Global Peers

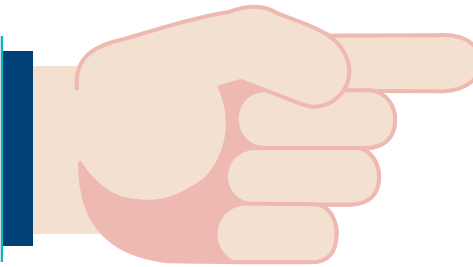
# Region wise segmental Overview

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# Outperforming the GDP growth Regionally

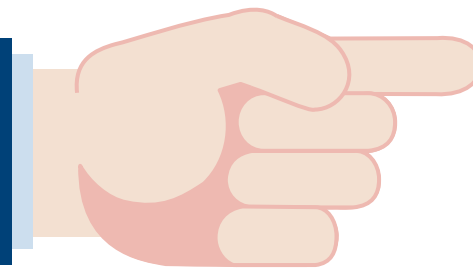
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De-coupled to GDP  
growth



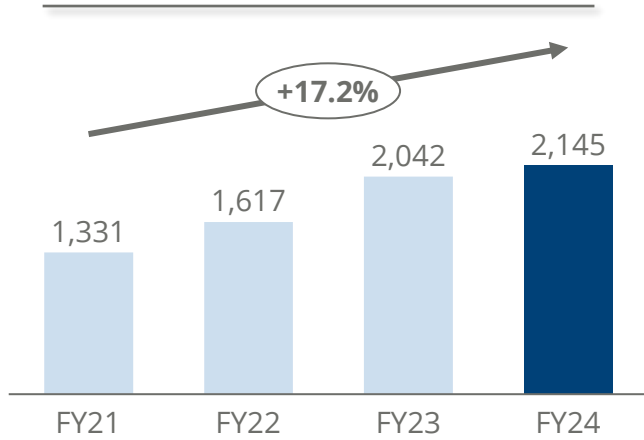
Our ISCS business has outperformed the GDP growth in the market we operate and has **grown at a CAGR of 17.8%** between FY21 & FY24

Continued Revenue  
Momentum

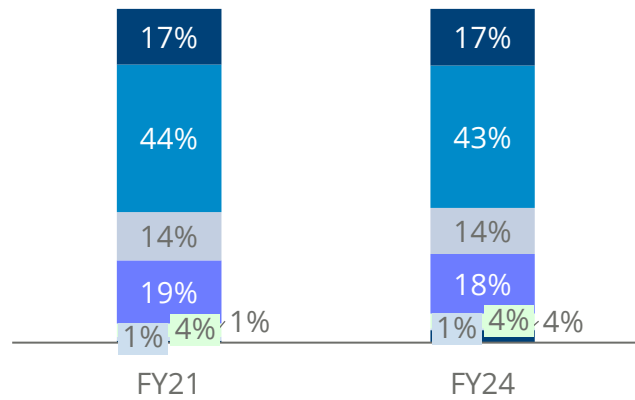


# ISCS Consolidated

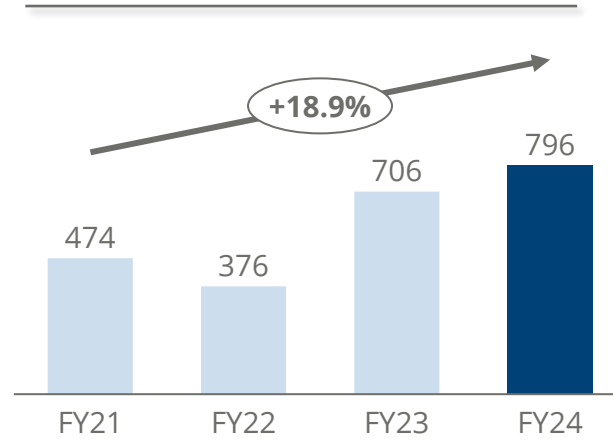
ISCS India Revenue



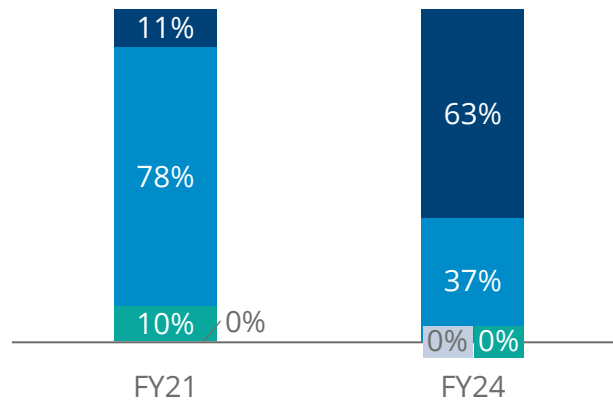
Industry Wise Breakup



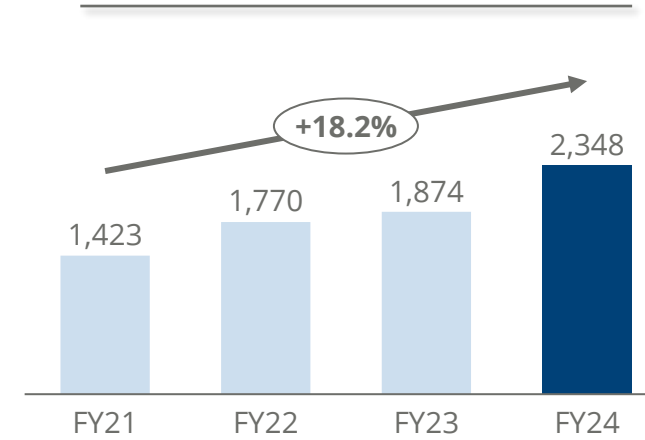
ISCS NA Revenue



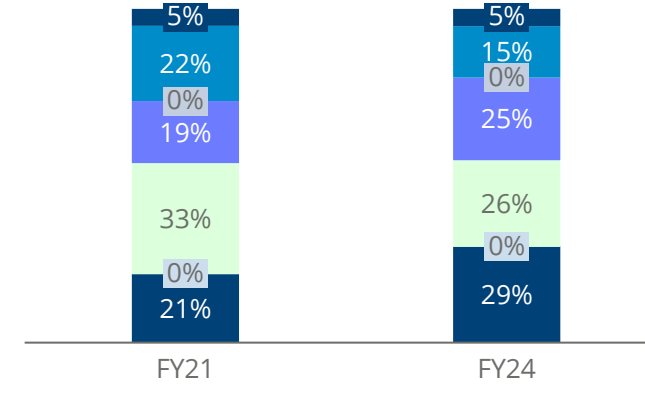
Industry Wise Breakup



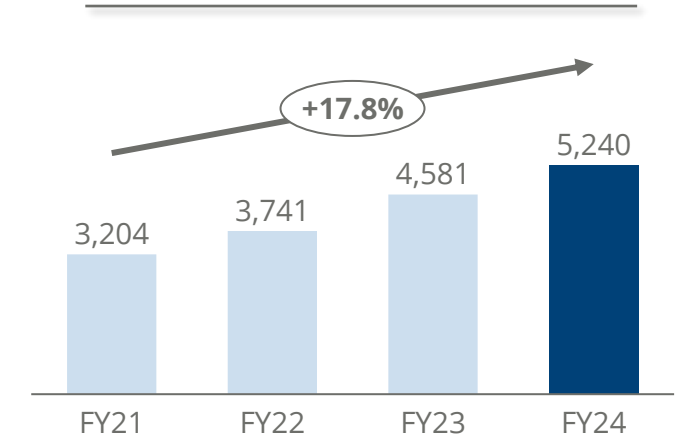
ISCS UK Revenue



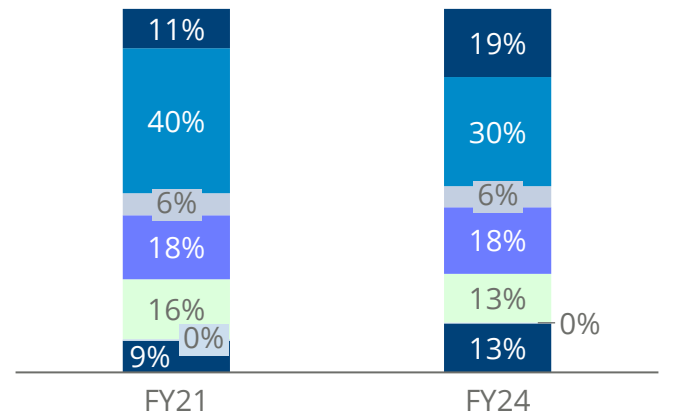
Industry Wise Breakup



Consolidated ISCS Revenue



Consolidated Industry Wise Breakup



- Industrial
- Automotive
- Tech and Tech Infra
- Healthcare
- Consumer
- Rail and Utilities
- Others

- Industrial
- Automotive
- Consumer
- Others

- Industrial
- Automotive
- Tech and Tech Infra
- Healthcare
- Consumer
- Rail and Utilities
- Others

- Industrial
- Automotive
- Tech and Tech Infra
- Healthcare
- Consumer
- Rail and Utilities
- Others

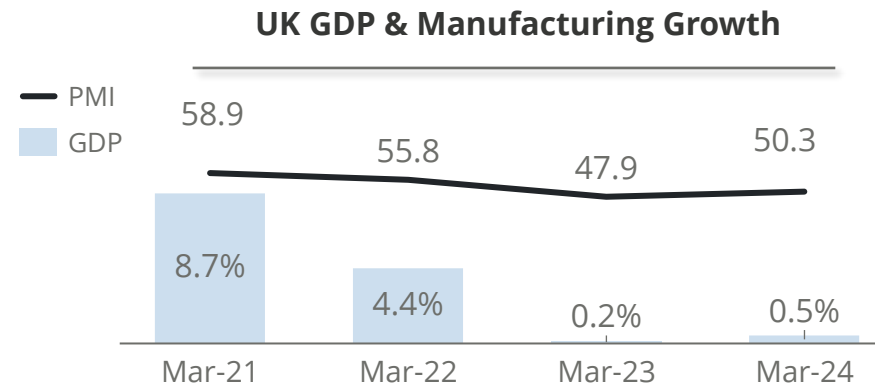
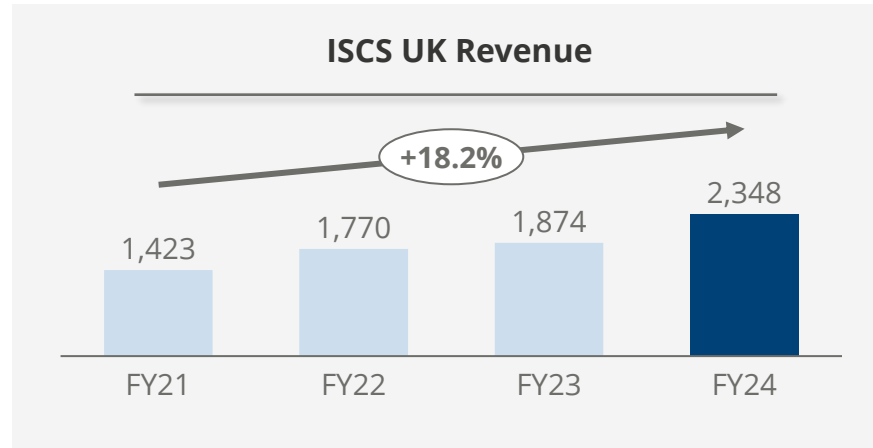
Encirclement

Diversification

EBIT Margin Improvement

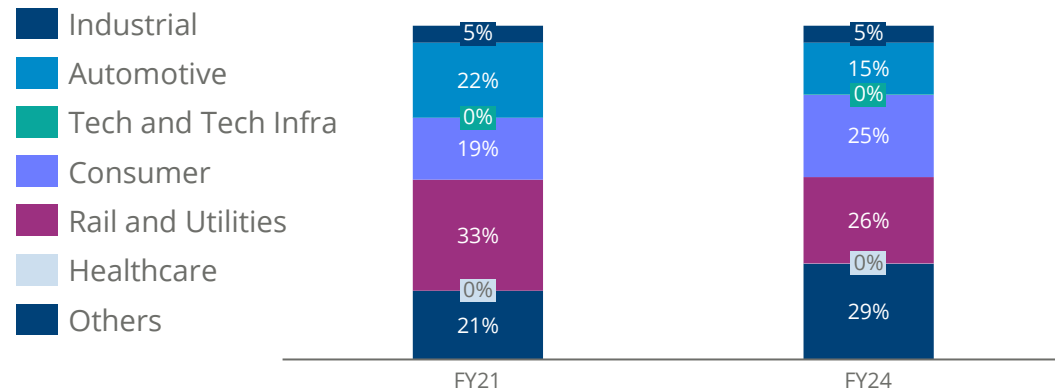
\*For top 20 customer

# ISCS – UK Business



ISCS UK business grew by **18.2% CAGR** over the last 4 years, outperforming the UK GDP growth

### De-Risking with Diversification



### Key KPI

Average length of contracts\* **6.2** Years in FY24

Addition of new contracts & wallet share addition has enhanced the avg. revenue per contract by **~17% CAGR** in FY24 over FY21

### Outlook

We have been able to offer differentiated solutions to our customers, thereby enhancing our wallet share & securing new contracts. Momentum to continue in FY 25.

Growth Levers

### Encirclement

New contracts from Existing Customer & adding incremental wallet share

### Diversification

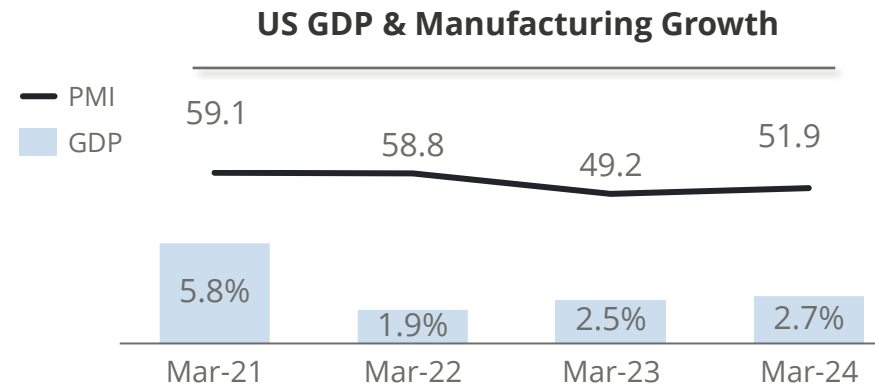
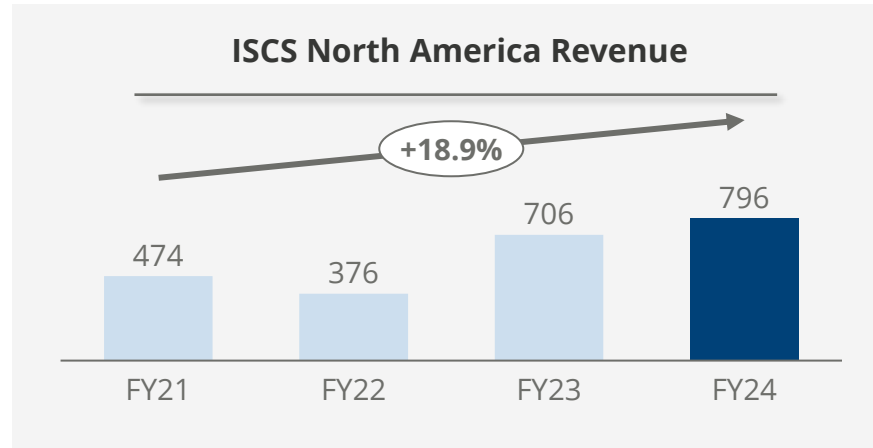
Addition of new customers across industries and adding multiple contracts across service lines

### EBIT Margin Improvement

Contract level margin management coupled Operating leverage in line with medium term goals

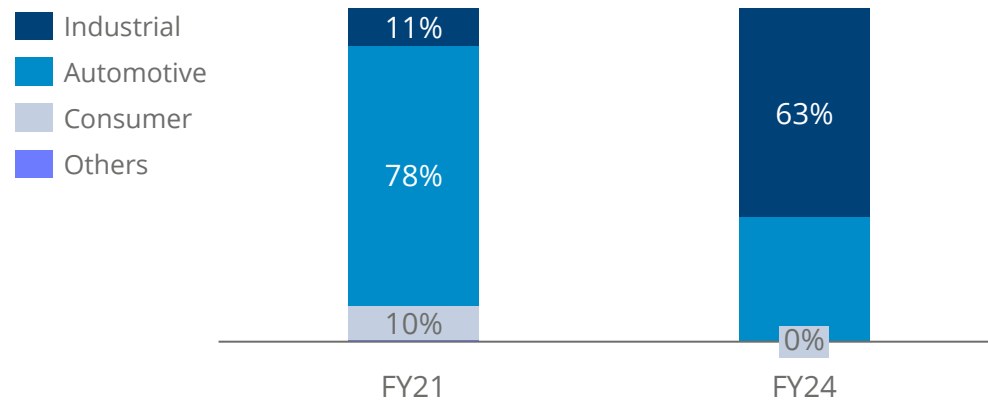
\*For top 20 customer

# ISCS – North America Business



ISCS North America business grew by **18.9% CAGR** over the last 4 years, outperforming the US GDP growth

### De-Risking with Diversification



### Key KPI

Average length of contracts\*  
**4.4** Years in FY24  
 Addition of new contracts & wallet share addition has enhanced the avg. revenue per contract by **~13% CAGR** in FY24 over FY21

### Outlook

We have seen a steady recovery and growth in our NA business over past three years. Momentum will continue in FY 25.

Growth Levers

### Encirclement

New contracts from Existing Customer & adding incremental wallet share

### Diversification

Addition of new customers across industries and adding multiple contracts across service lines

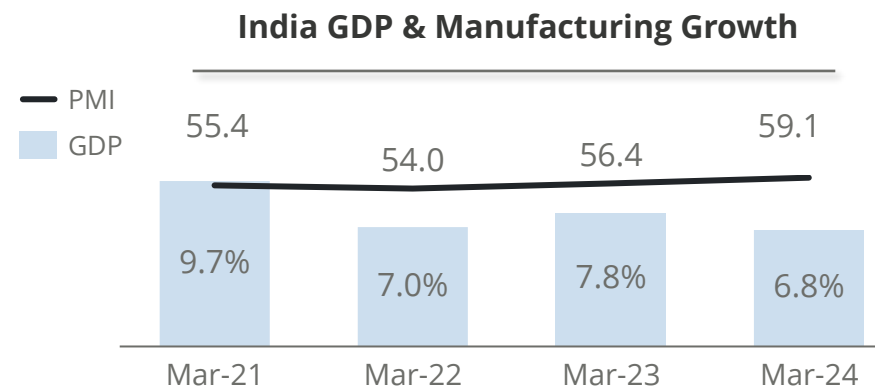
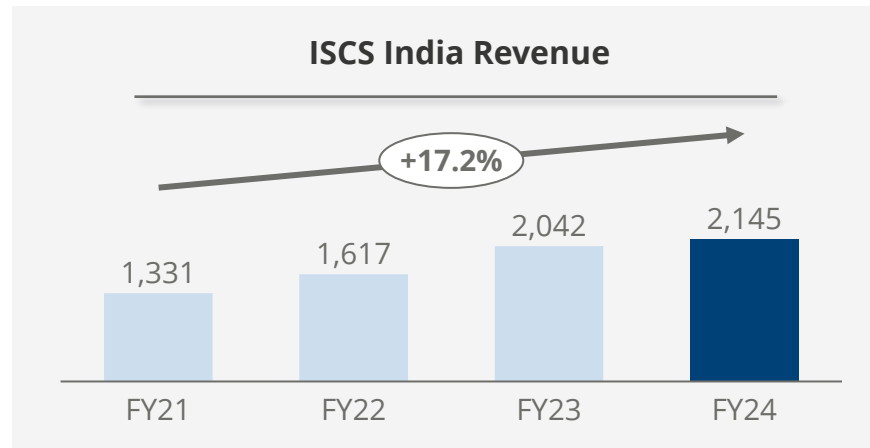
### EBIT Margin Improvement

Contract level margin management coupled Operating leverage in line with medium term goals

\*For top 20 customer

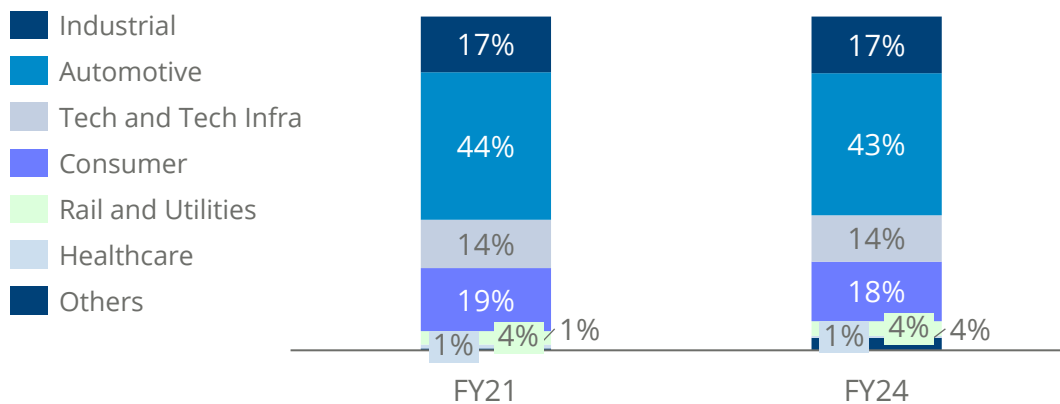


# ISCS – India Business



ISCS India business grew by **17.3% CAGR** over the last 4 years, outperforming the India GDP growth

### De-Risking with Diversification



### Key KPI

Average length of contracts\* **5.9** Years in FY24  
 Addition of new contracts & wallet share addition has enhanced the avg. revenue per contract by **~14% CAGR** in FY24 over FY21

### Outlook

Growth being driven by TVS SCS **diversified portfolio, differentiated solutions supported by** strong economic indicators in both manufacturing and private consumption

Growth Levers

### Encirclement

New contracts from Existing Customer & adding incremental wallet share

### Diversification

Addition of new customers across industries and adding multiple contracts across service lines

### EBIT Margin Improvement

Contract level margin management coupled Operating leverage in line with medium term goals

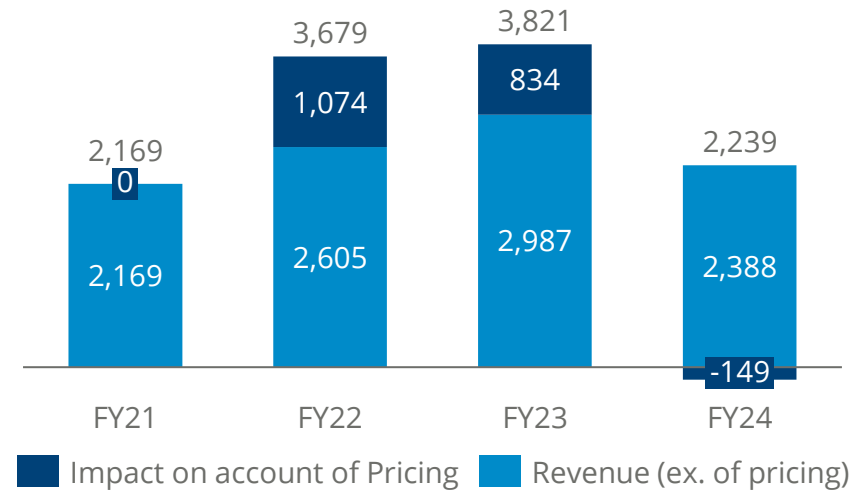
\*For top 20 customer

# GFS Performance

World Container Index (\$ per 40ft. Container)



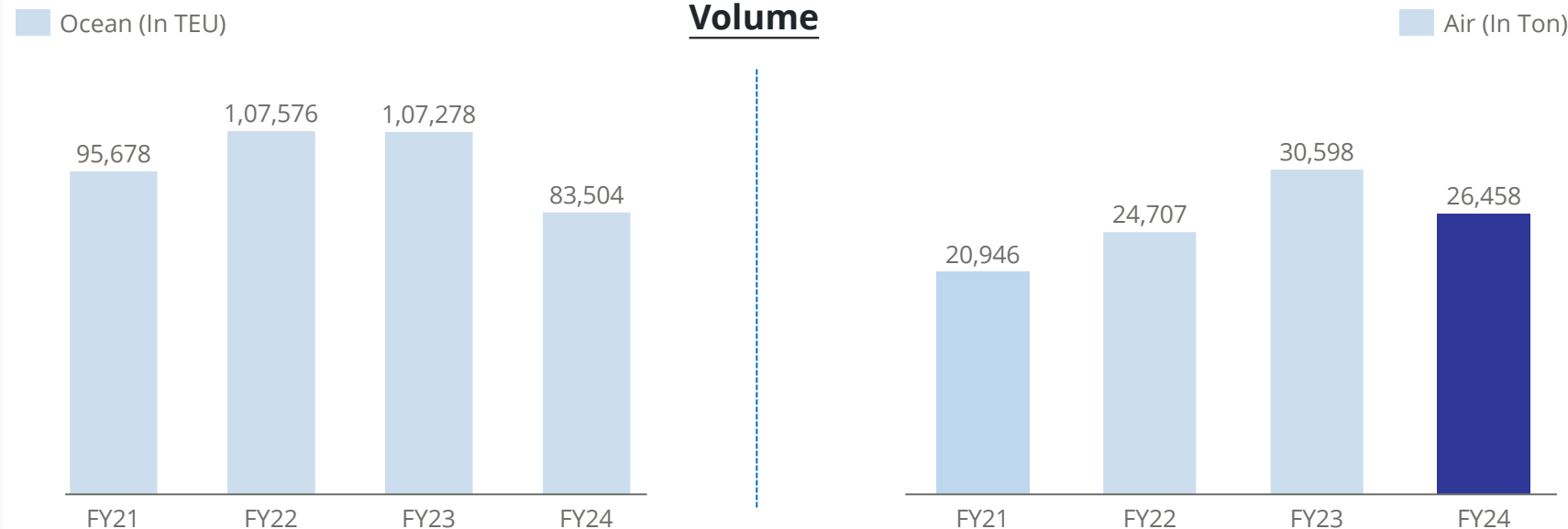
Revenue from Operations with Impact due to Pricing



## Impact for FY24

FY24 revenues & volumes had been impacted on account of various global macro economic uncertainties

## Volume

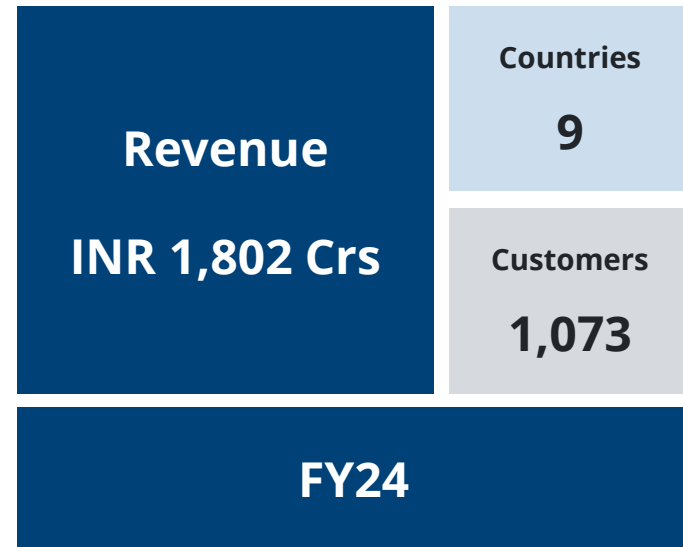


## Outlook

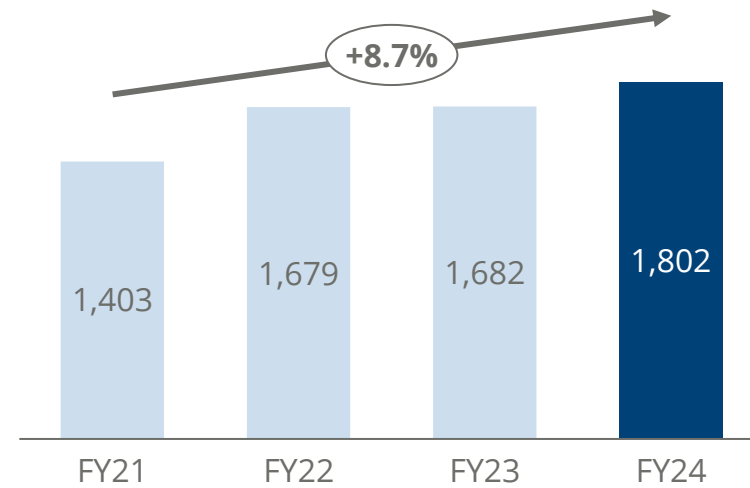
Key Initiatives to drive future growth

- Building on existing customer / trade lanes Increased **presence across new geographies** like US,
- Digital transformation to focus on enhancing the customer experience and optimizing operating costs

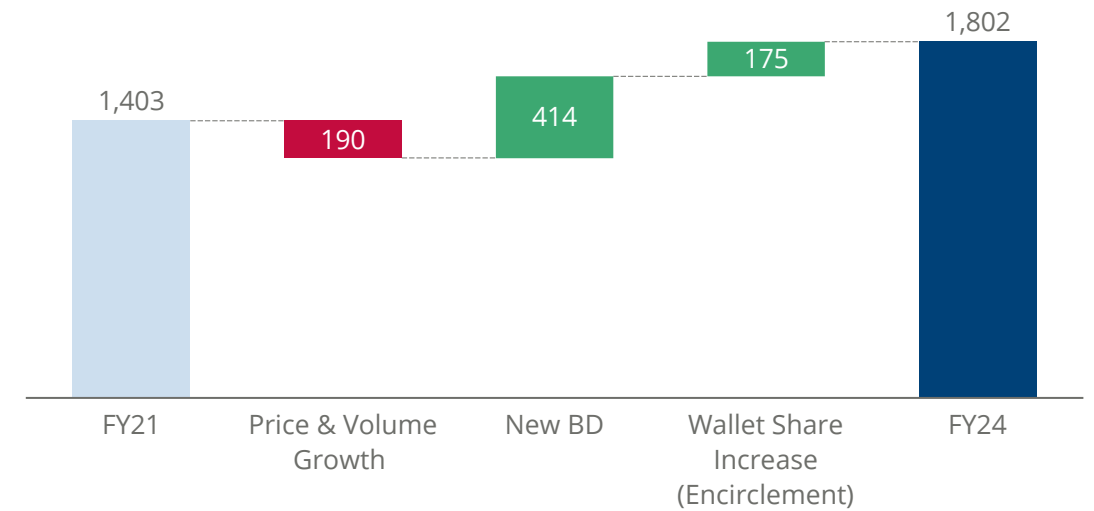
# IFM Performance



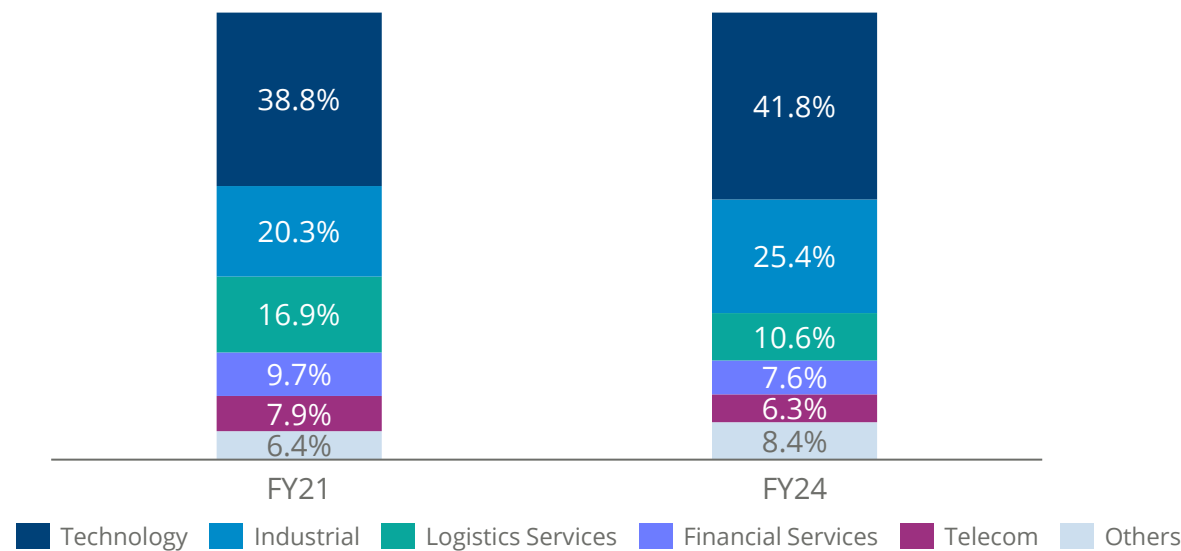
## Demonstrated Growth in Revenues\*



## New Order Wins Continue...



## Diversified across industries



### Key Highlights

- ✓ Revenues continue to steady on account of new business development and encirclement
- ✓ End user industry demand is strong, and we expect the trend to continue
- ✓ **Outlook:** We continue to focus on our margins in IFM segment. We are implementing certain cost rationalization measures to boost our margins

\*Prior period financials presented for Continuing Operations; post classification of Circle Express as discontinued business

# Strategies for Growth : 3C Approach

We identify opportunities using the 'C3 Framework' in the three C's - Customer, Capability and Country

1

## CUSTOMER

- ✓ Deepen our customer relationships
- ✓ Acquire New Customers

We started with offering single service to a customer and subsequently we have been able to expand this relationship and started to offer bundle of services to them across regions

2

## CAPABILITIES

- ✓ Continued innovation and investment in technology
- ✓ Continued focus on delivering value-added solutions and building end-to-end Capabilities
- ✓ Continue to invest in team, talent, and partners

We have added multiple capabilities over the years in order to continue to enhance our customers supply chain and achieve higher efficiency in our operations throughout the whole supply chain

3

## COUNTRY

- ✓ Leverage our global network to expand into new markets
- ✓ Deepen presence in a country
- ✓ Continue to grow our global platform through targeted inorganic opportunities

Over the years we have expanded our geographical presence enabling us to accelerate growth, realize higher revenue and cost synergies and increase margins

Our strategy revolves around **ENCIRCLEMENT** which focuses on increasing the wallet share of existing customers by generating incremental business by increasing the scope of our services

# Select Case Studies

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# Transforming Distribution Through Technology-Driven Solutions

## Case Study

### Client

Leading Indian multinational home appliances co.

### Industry

Electronics

### Issues

- Inefficient space management
- Non-compliance of SOPs
- Inventory mismanagement
- Late order execution leading to high operating costs
- Revenue leakage
- Customer dissatisfaction

### Key Requirement

- 1 Complete overhaul and design new supply chain network
- 2 Complete overhaul and design new supply chain network
- 3 Complete overhaul and design new supply chain network
- 4 Complete overhaul and design new supply chain network



### Services Provided

- ✓ Supply Chain Consultancy
- ✓ Warehouse Design
- ✓ Inventory Automation
- ✓ Warehouse Management
- ✓ Transport Management



### Solutions

#### Digital Solutions

- ✓ TVS SCS WMS with integrated tracking
- ✓ Integrated TVS SCS WMS with customer ERP
- ✓ Control Tower
- ✓ Predictive analytics to forecast increased demand for supply chain agility

#### Business Solutions

- ✓ Designed new supply chain network
- ✓ Inventory and Transport Consolidation

## Results



Streamlined process and enhanced quality



Increased uptime resulting in increased production



Reduced cost of operations



Improved TAT & overall efficiency

# Bespoke technology led solutions for manufacturing & exports

## Client

Leading Indian two-wheeler manufacturer

## Industry

Automotive

## Service Offering

Optimized the network to ensure error free deliveries



Inaccurate and damaged exports resulted in irate dealers, dormant inventory, and missed sales opportunities

## Overview & Challenges

The company was exporting CKD kits to 75 countries.

Facing multiple issues **with errors in shipment and damage of the CKD kits** on arrival.

The company was unable to meet the market demand and was having a bad experience in shipping the right parts, airlifting missing packages, and replacing damaged parts.

## Key Requirements

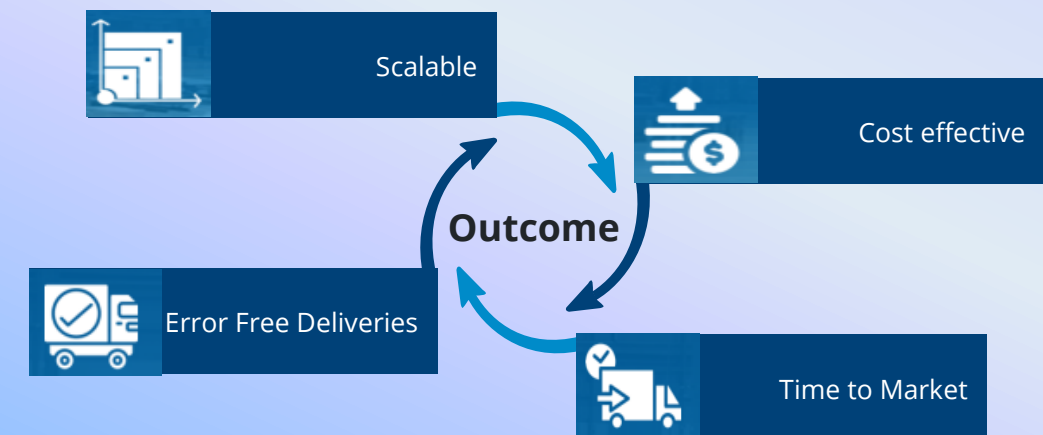


## Solutions

- ✓ System initiates packing when 100% of the parts are available
- ✓ MHE moves the material to the next station only when the right parts are packed
- ✓ Cameras monitor and alert operator's absence at a station
- ✓ Efficiency and speed are achieved through material lifts, spiral chutes, belt conveyors, pallet former, custom trolleys etc.
- ✓ Digitized Poke - Yoke validation ensures defect free delivery
- ✓ Plant capacity of 1000 bikes/day; Prepack storage - 3000 Bins, FG Storage - 3800 Pallets, 12 Inbound, and 4 Outbound docks

## Results

TVS SCS responded with a cutting-edge, purpose-built **warehouse automation solution** that achieved the goal of **error-free deliveries in less than 3 months**



# Tech Excellence: Driving Business Growth

We provide **Tech Enabled Solutions** customized to meet **specific customer needs**, **optimizing costs** and **maximizing efficiency**.

## Transport Management

### **i-Loads**

One stop E2E platform for truck management, delivery tracking, billing, performance reporting



## Freight Management

### **LCL Consolidator**

Enable automated decision making on container closing providing real time cargo visibility



### **e-connect**

Online tracking system with 24/7 visibility of goods down to order item level

## Warehouse Management

### **Visibility**

Inventory management solution using RFID technology coupled with barcodes



## Supply Chain Management

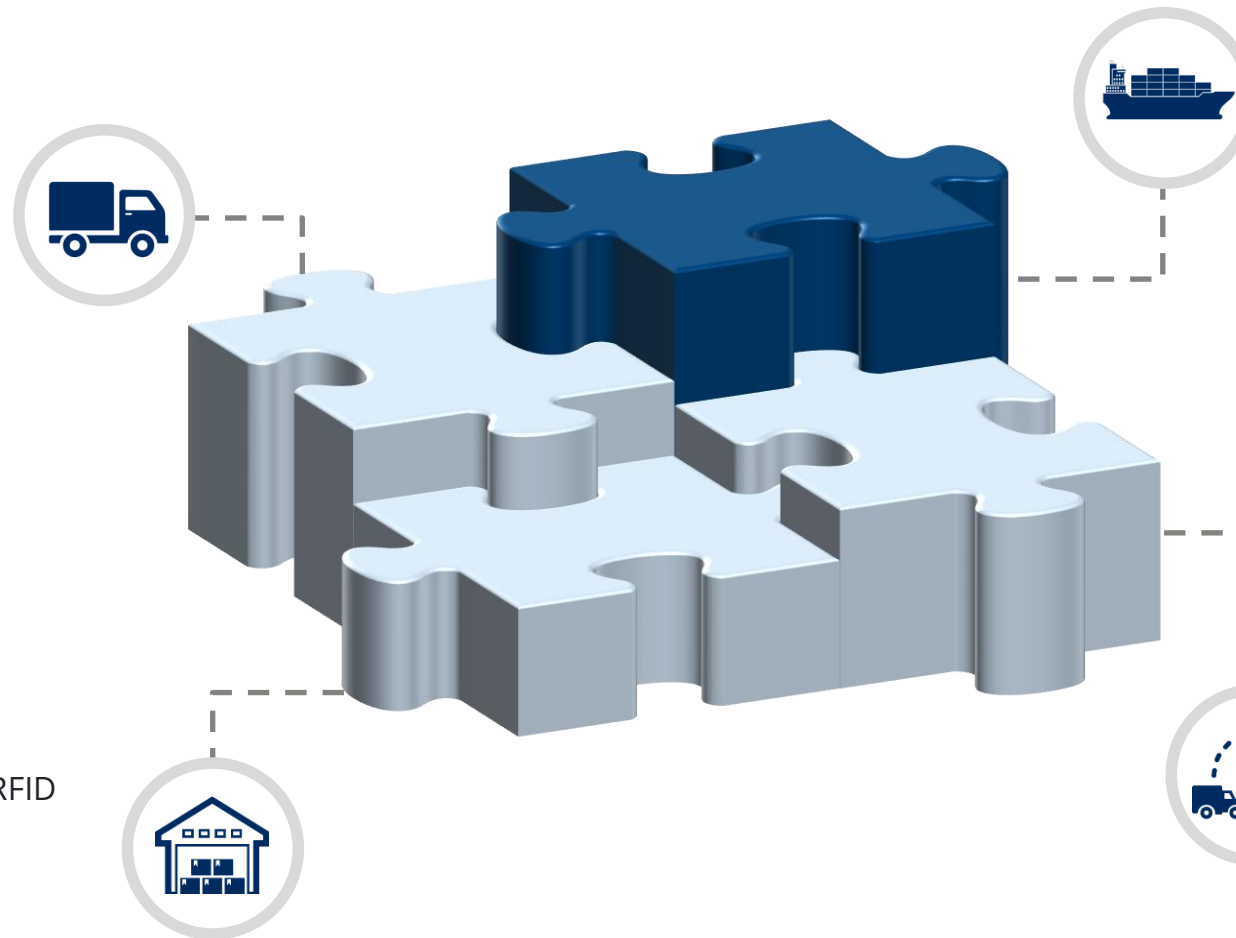
### **Msys**

Product data management, demand forecasting. Warehouse management, business data & Analytics



### **Courier Alliance**

Marketplace to match courier partner with customer demand ensuring speedy completion of last mile delivery



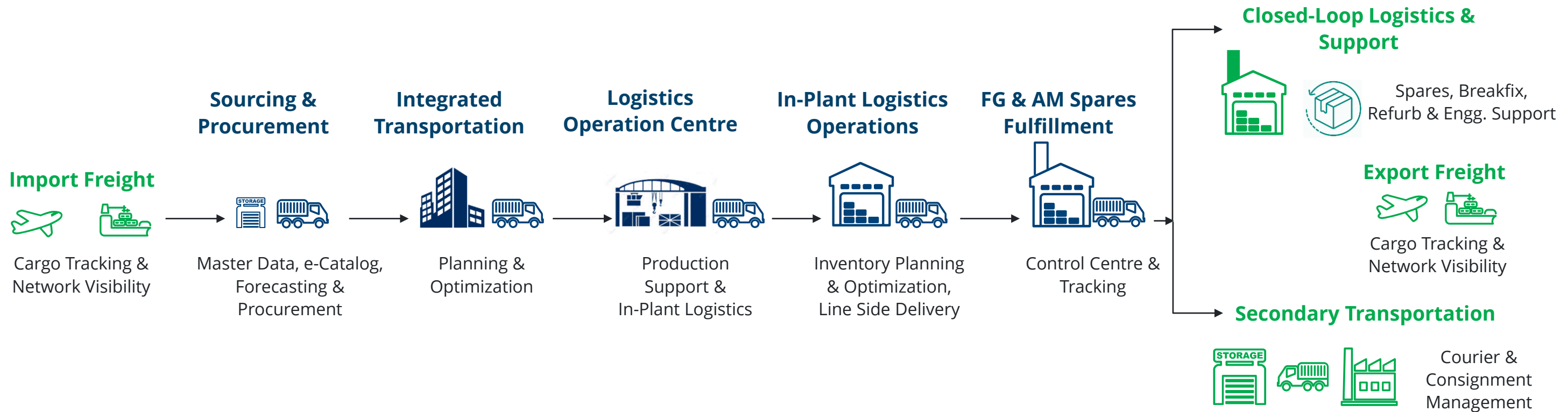


# Company Overview

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# A supply chain solution provider with end-to-end capabilities...

We have two operating segments:

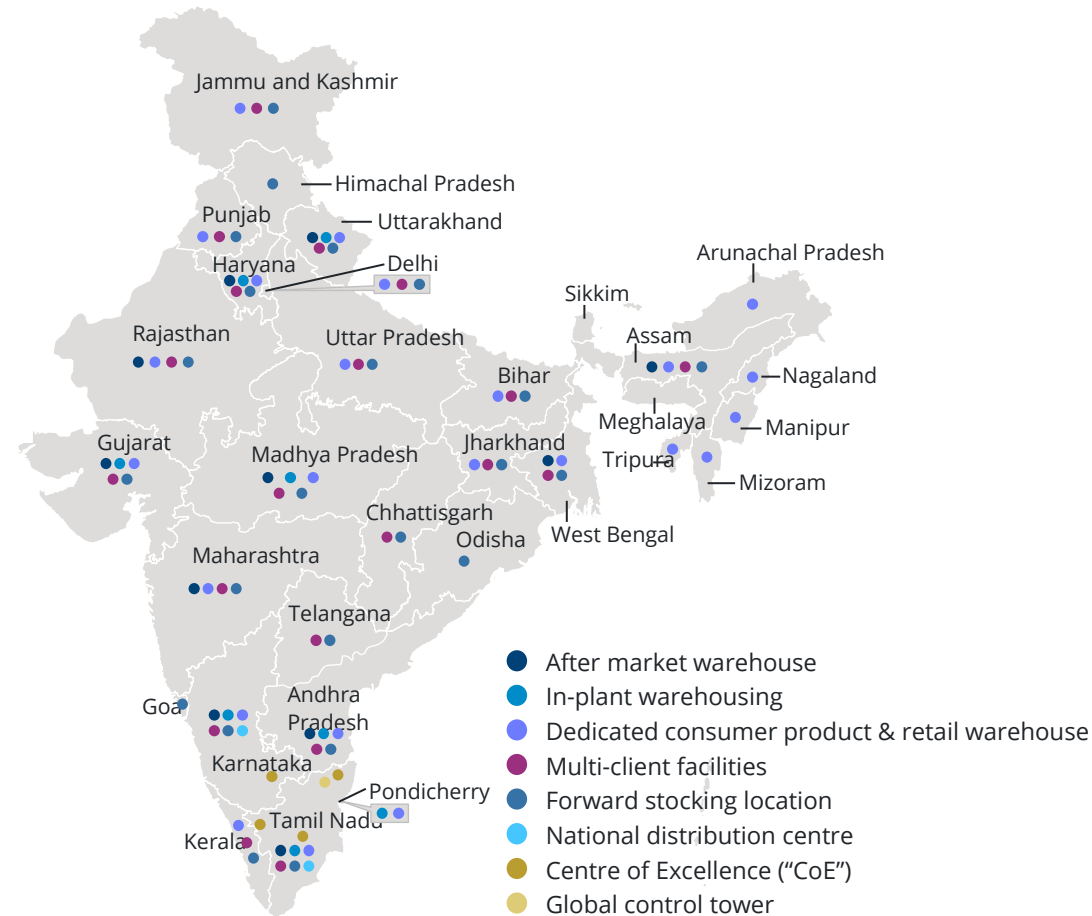


★ Integrated Supply Chain Solutions

★ Network Solutions

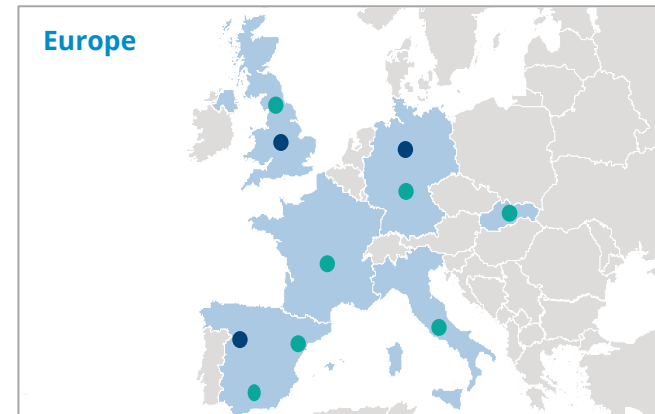
# ...with a global business headquartered in India...

## We are present across India

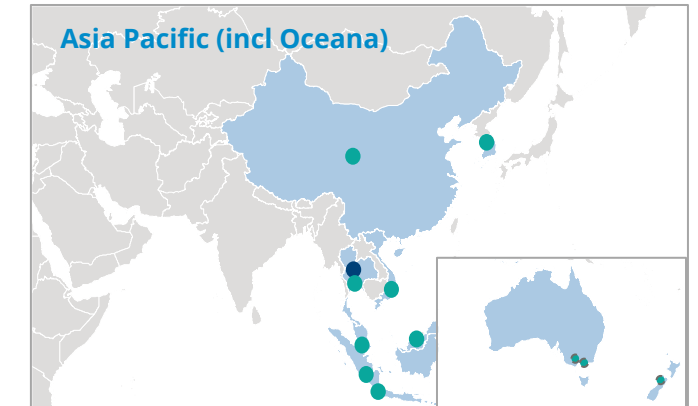


Share of FY23 revenue: 29.6%  
 Total warehouse space: 22.5 mn sft  
 No. of permanent employees: 13,869

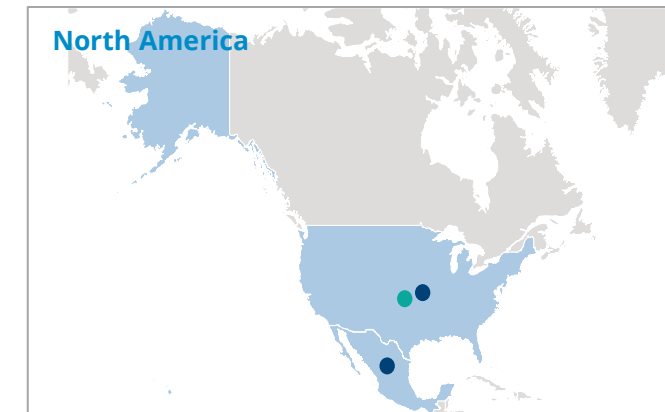
## And globally across four continents



Share of FY23 revenue: 43.0%  
 Total warehouse space: 2.2 mn sft  
 No. of permanent employees: 2,748



Share of FY23 revenue: 20.2%  
 Total warehouse space: 1.2 mn sft  
 No. of permanent employees: 756



Share of FY23 revenue: 7.2%  
 Total warehouse space: 1.3 mn sft  
 No. of permanent employees: 540



# ...and Experienced Management Team



**R. Dinesh**  
Executive Chairman

Executive Chairman, Past-President CII, Director TVS Mobility



**Ravi Viswanathan**  
Managing Director

Prior experience: Tata Group



**Ravi Prakash Bhagavathula**  
Global CFO

Prior experience: Pfizer, Coca-Cola, Procter & Gamble

## Regional CEOs

### Integrated Supply Chain Solutions Segment



**Kameswaran Sukumar**  
CEO, TVS SCS India

Prior exp: FedEx, AFL, Tata Teleservices



**Andrew Jones**  
CEO, TVS SCS Europe

Prior exp: Klarius Group



**Richard Vieites**  
CEO, TVS SCS North America Inc.

Prior exp: Syncreon, CEVA



**Vittorio Favati**  
CEO, TVS SCS Singapore

Prior exp: CEVA, Syncreon, Eagle Global Logistics



**Jonathan Croyden**  
CEO, Rico Group

Prior exp: Siemens, Fujitsu



**Baminee Viswanat**  
Global General Counsel

Prior exp: Lenovo, Vijay TV, Thomson India



**Ethirajan Balaji**  
Global CHRO

Prior exp: Randstad India



**Dinesh Narayan**  
Global CIO

Prior exp: Infosys, United Airlines

## Global Functional leads

# Our Growth Vision

\$25  
BILLION COMPANY

A TOP  
50  
GLOBAL  
COMPANY

\$100  
MILLION  
PROFITS

Deep Domain Expertise

Global Network

Proprietary Technology



# Thank You

**Company: TVS Supply Chain Solutions Limited**

CIN: U63011TN2004PLC054655



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Email: [investor.relations@tvsscs.com](mailto:investor.relations@tvsscs.com)

For updates and specific queries, please visit

[www.tvsscs.com](http://www.tvsscs.com)

**Investor Relations: Strategic Growth Advisors Pvt. Ltd.**

[www.sgapl.net](http://www.sgapl.net)

CIN: U74140MH2010PTC204285

**SGA** Strategic Growth Advisors

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Ms. Prachi Chhugani / Mr. Ayush Haria

Email: [prachi.c@sgapl.net](mailto:prachi.c@sgapl.net) / [ayush.haria@sgapl.net](mailto:ayush.haria@sgapl.net)

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