



TVS ELECTRONICS LIMITED (TVS-E)
27th ANNUAL GENERAL MEETING THROUGH VC/OAVM
(29th June, 2022– 10.00 A.M.)

REPLY TO THE QUESTIONS RECEIVED IN QUESTION BOX:

Q.No	Name of the Shareholder: Priyank Kothari DP ID /Client ID -- IN30021417759166
1	Dear MD, Our AR this year has been very elaborative. I just want to get a sense about your broad vision, as we have changed our gears for future from our past. We see from your report that Huge growth is on cards, but being a layman, can you just guide us what do u see in the D2C opportunity that you have spoken about and also E-Waste business which we have entered? How different would it be in terms of growth from our traditional business?
Reply	<p><u>D2C service offering</u></p> <p>In India, e-commerce business is growing at phenomenal phase due to the adoption of 4G and 5G technology and better internet penetration. TVS-E also see a long term growth prospects in this sector to reach the customers directly and address their requirements. We are leveraging our rich B2B experience, and expanding into the D2C by launching new services through a digital platform namely 'TVS-E Assure' to cater to the post warranty lifecycle management solutions (out of warranty) of consumer durable/electronic products such as air conditioners, refrigerators, televisions, and laptops to meet our end customer's needs. The services we provide on this platform are for installation and break/fix. We are currently covering only selective postal codes.</p> <p>D2C Business differs from our TVS-E's traditional business as we entail on a strategic quest to reach end consumers directly using highly efficient online and offline channels coupled with TVS-E's traditional values of Trust and unparalleled service quality.</p> <p><u>E-Waste Management</u></p> <p>We plan to explore opportunities in this space as it will possibly fit into our strategy to help our Customers manage their end to end requirements which includes "End of life management for Hardware", based on the new notifications that the Government is also contemplating.</p> <p>We believe both the above has potential to grow in the long-term.</p>
2	Dear Madam, Do we also see any opportunity in the semi conductor space? Are we doing anything on that front?
Reply	As supply chain blockages have impacted the semiconductor industry across globe, we are currently not entering into the semiconductor business. However the Company is looking for suitable opportunity to enter into Electronic Manufacturing Service (EMS) space at an appropriate time.