



16<sup>th</sup> February, 2023

**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 - Q3 FY 2022-23**

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 2022 -23.

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, 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  
Q3/9M-FY23



PRODUCTS	SERVICES	OPERATIONS	FY22 FINANCIALS
 <p>Leading Transaction Automation Company in IT Industry</p>	 <p>Servicing over 2,00,000 customers every month</p>	 <p>500+ Employees</p>	 <p>Revenue: INR 3,079 Mn</p>
 <p>3+ Decades Experience</p>	 <p>19,000+ Pin codes Serviced and Logistics coverage &gt; 90% (of total districts)</p>	 <p>1 Factory 1 Repair Centre</p>	 <p>EBITDA: INR 264 Mn</p>
 <p>Pioneers in DOT Matrix Printer &amp; Keyboards</p>	 <p>Diversified Business &amp; Preferred Service Partner across Global Brands</p>	 <p>6 Branch Offices 24 Warehouses</p>	 <p>Net Profit: INR 151 Mn</p>
 <p>Market Leaders in Point of Sale Devices</p>	 <p>Infra Management Services (IT-IMS)</p>	 <p>57 Drop Points 820+ Authorized Partners</p>	 <p>ROCE: 22%</p>
 <p>Products developed under 'Make in India' initiative</p>	 <p>E-Auction</p>	 <p>345 Walk in Centres</p>	 <p>ROE: 16%</p>
 <p>Unique edge of software bundling, product design solutions &amp; customization</p>	 <p>Repair Manufacturing Services (RMS)</p>	 <p>3,000 Sq.Ft. Clean Room located in Tumkur</p>	 <p>Net Debt to Equity: (0.08)x</p>

# Company Overview



TVS Electronics (TVS-E) Limited was incorporated in 1987, under the leadership of Mr. Gopal Srinivasan and is a part of the esteemed TVS Group.

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

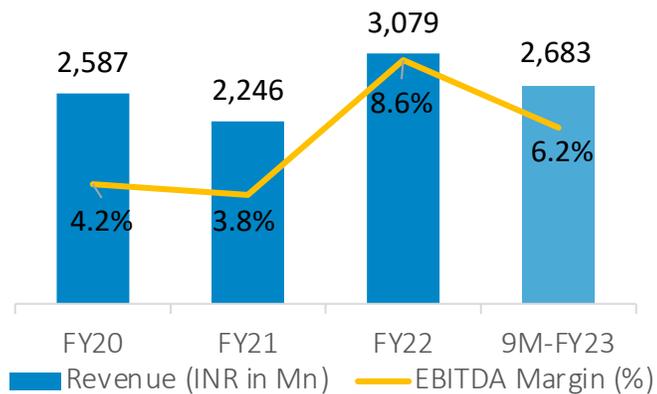
The company caters to vast customer segments including, Retail, BFSI, Warehousing, Shipping & Logistics, Transport, Railways, small offices, and homes.



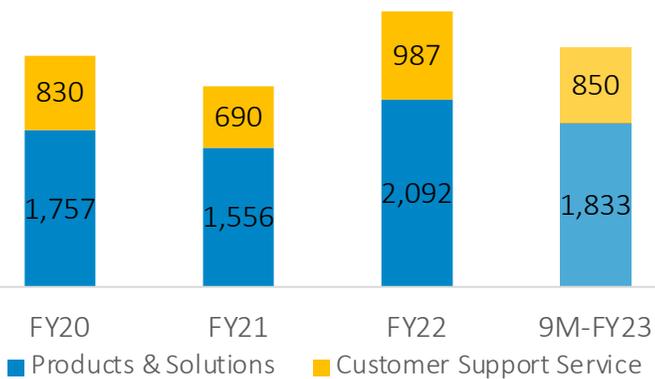
It is headquarters out of Chennai, India and has 1 state-of-the-art manufacturing plant, located at Tumkur, Karnataka.

TVS-E offers a diversified portfolio of products and solutions with more than 20 products across 4 categories and also customer support services.

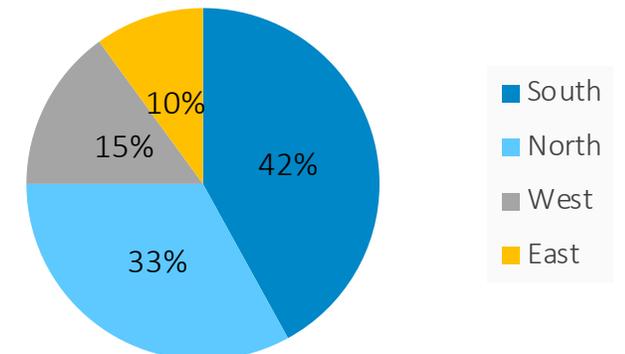
## Revenue (INR Mn) & EBITDA Margins (%)

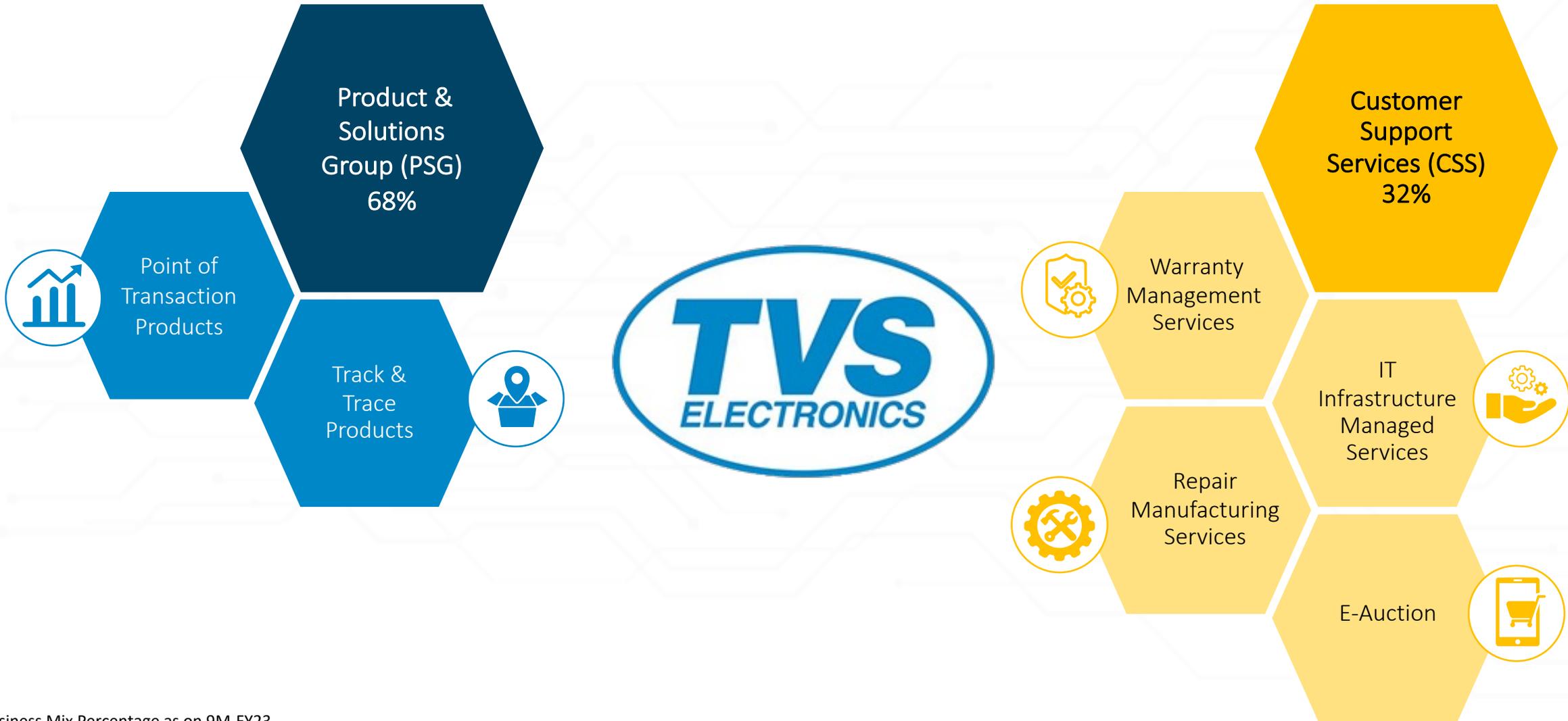


## Segmental Revenue (INR Mn)



## Geographical Distribution (FY22)





1 Factory

CUSTOMERS



DISTRIBUTORS

PRODUCTS &  
SERVICES

D2C

Small offices &amp; Homes

Own Website

www.tvs-e.in &amp; 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

6 Branch Offices

24 Warehouses

306 sales partners

520 service partners

## Products &amp; Solutions

## RETAIL



LANDMARK



## BFSI



## Hospitality



## Government Entities



## Customer Support Services

## IT &amp; Peripherals



ASUS®

## Audio Lifestyle

BOSE



## Payment Devices - EDC

fiserv.

paytm

## Consumer Electronics

SAMSUNG



amazon

## Solar Energy



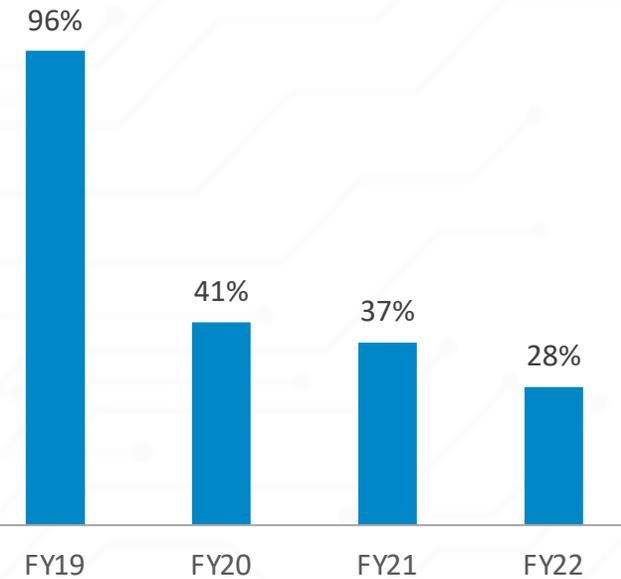
## Smart Phones



## EV Charging



## Top 10 Customer Concentration\*



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

### Hardware coupled with solution & analytics

- Tie ups with 3 software companies to provide bundled software solutions to retail sector.



### Leveraging rich B2B experience to be a D2C player

- Launched an on-demand service platform, namely 'Assure', catering to consumer durable electronic products, and service provided ranges from installation to upgradation and break/fix services.



### Offering depth & expertise in Product Portfolio

- Diversifying non-printing product portfolio by launching new products and enhancing the products portfolio by improving performance and features.



### Expanding presence and global aspirations

- Launched an online e-commerce portal on company's website and partnered with service providers.
- Launched a service delivery platform (SDP) system, which is AI/ML-enabled, and is integrated with field mobility, spare parts prediction and ordering system.



### Focus on Digitalisation

- Moved onto a subscription model for the service vertical with SAP.
- Invested in artificial intelligence & machine learning during FY22.



### Expanding offerings to parts and logistics business

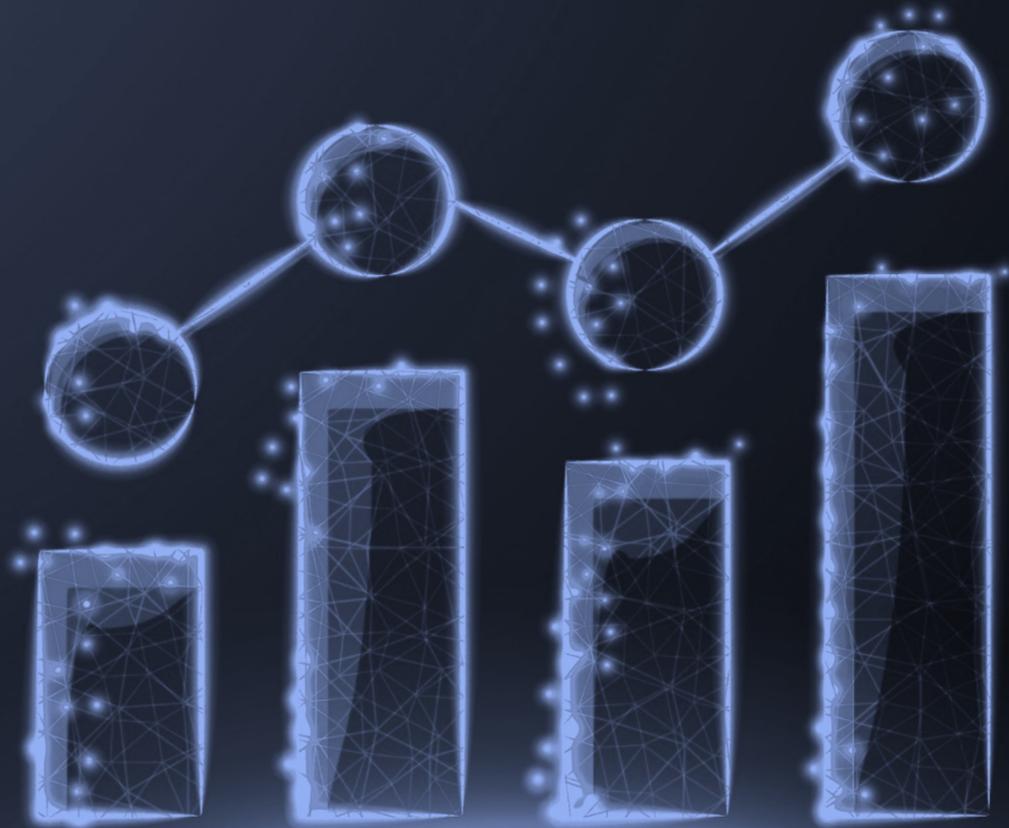
- Has set up a strong go-to market strategy for the parts business.
- Act as an aggregator by sourcing parts from global brands and ensuring supply in the country.
- Direct sales of spares to customers.

## STRATEGIC PRIORITIES



### CMS 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.



# Q3/9M-FY23 HIGHLIGHTS

## Q3-FY23 performance

<b>INR 886 Mn</b> Revenue from Operations	<b>INR 43 Mn</b> EBITDA	<b>4.85%</b> EBITDA Margin
<b>INR 14 Mn</b> Net Profit	<b>1.58%</b> Net Profit Margin	<b>INR 0.74/share</b> EPS

## 9M-FY23 performance

<b>INR 2,683 Mn</b> Revenue from Operations	<b>INR 166 Mn</b> EBITDA	<b>6.19%</b> EBITDA Margin
<b>INR 80 Mn</b> Net Profit	<b>2.98%</b> Net Profit Margin	<b>INR 4.30/share</b> EPS

## Divisional Breakup:

INR Mn	Q3-FY23	Q3-FY22	Y-o-Y Growth	9M-FY23	9M-FY22	Y-o-Y Growth
Product & Solutions Group	587	578	1.56%	1,833	1,489	23.10%
Customer Support Services	299	295	1.36%	850	706	20.40%
<b>Income from Operations</b>	<b>886</b>	<b>873</b>	<b>1.49%</b>	<b>2,683</b>	<b>2,195</b>	<b>22.23%</b>

- Revenue for the quarter was impacted due to slowdown in offtake in the market, driven by seasonal factors as well as inflationary pressures. The Company expects this trend to improve in the coming quarters.
- The consolidation of factories at Tumkur, Karnataka in line with our strategy has been completed during the current quarter. The costs pertaining to this initiative was absorbed in the current quarter.
- The Company has invested in Repair Manufacturing Services to repair PCBA's and display panels.
- EBITDA Margins declined in Q3-FY23 due to investments in new business initiatives, which increased the costs during the quarter. These new initiatives towards building capabilities are expected to improve the revenue and margins trend in the coming years.

Particulars (INR Mn)	Q3-FY23	Q2-FY23	Q-o-Q	Q3-FY22	Y-o-Y
<b>Revenue from Operations</b>	<b>886</b>	<b>933</b>	<b>(5.0)%</b>	<b>873</b>	<b>1.5%</b>
Total Expenses	843	874	(3.5)%	789	6.8%
<b>EBITDA</b>	<b>43</b>	<b>59</b>	<b>(27.1)%</b>	<b>84</b>	<b>(48.8)%</b>
<b>EBITDA Margin (%)</b>	<b>4.85%</b>	<b>6.32%</b>	<b>(147) Bps</b>	<b>9.62%</b>	<b>(477) Bps</b>
Other Income	(3)	14	(121.4)%	3	(200.0)%
Depreciation	24	21	14.3%	15	60.0%
Finance Cost	2	8	(75.0)%	1	100.0%
<b>PBT</b>	<b>14</b>	<b>44</b>	<b>(68.2)%</b>	<b>71</b>	<b>(80.3)%</b>
Tax	0	16	NA	20	NA
<b>PAT</b>	<b>14</b>	<b>28</b>	<b>(50.0)%</b>	<b>51</b>	<b>(72.5)%</b>
<b>PAT Margin (%)</b>	<b>1.58%</b>	<b>3.00%</b>	<b>(142) Bps</b>	<b>5.84%</b>	<b>(426) Bps</b>
Other Comprehensive Income	0	(2)	NA	0	NA
<b>Total Comprehensive Income</b>	<b>14</b>	<b>26</b>	<b>(46.2)%</b>	<b>51</b>	<b>(72.6)%</b>
EPS (INR)(not annualised)	0.74	1.50	(50.7)%	2.73	(72.9)%

Particulars (INR Mn)	9M-FY23	9M-FY22	Y-o-Y
<b>Revenue from Operations</b>	<b>2,683</b>	<b>2,195</b>	<b>22.2%</b>
Total Expenses	2,517	2,009	25.3%
<b>EBITDA</b>	<b>166</b>	<b>186</b>	<b>(10.8)%</b>
<b>EBITDA Margin (%)</b>	<b>6.19%</b>	<b>8.47%</b>	<b>(228) Bps</b>
Other Income	17	8	112.5%
Depreciation	64	44	45.5%
Finance Cost	12	6	100.0%
<b>PBT</b>	<b>107</b>	<b>144</b>	<b>(25.7)%</b>
Tax	27	38	(28.9)%
<b>PAT</b>	<b>80</b>	<b>106</b>	<b>(24.5)%</b>
<b>PAT Margin (%)</b>	<b>2.98%</b>	<b>4.83%</b>	<b>(185) Bps</b>
Other Comprehensive Income	(1)	(7)	(85.7)%
<b>Total Comprehensive Income</b>	<b>79</b>	<b>99</b>	<b>(20.2)%</b>
EPS (INR)(not annualised)	4.30	5.69	(24.4)%

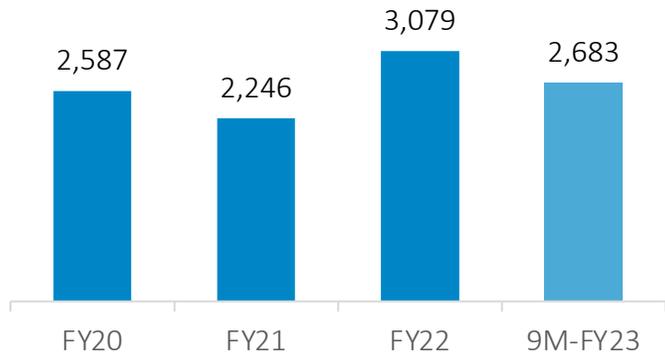
# Historical Income Statement

Particulars (INR Mn)	FY20	FY21	FY22	9M-FY23
<b>Revenue from Operations</b>	<b>2,587</b>	<b>2,246</b>	<b>3,079</b>	<b>2,683</b>
Total Expenses	2,478	2,160	2,815	2,517
<b>EBITDA</b>	<b>109</b>	<b>86</b>	<b>264</b>	<b>166</b>
<b>EBITDA Margin (%)</b>	<b>4.21%</b>	<b>3.83%</b>	<b>8.57%</b>	<b>6.19%</b>
Other Income	54	21	12	17
Depreciation	104	78	63	64
Finance Cost	24	19	10	12
<b>Profit before exceptional items and tax</b>	<b>35</b>	<b>10</b>	<b>203</b>	<b>107</b>
Exceptional Items (Net)	(35)	0	5	0
<b>PBT</b>	<b>0</b>	<b>10</b>	<b>208</b>	<b>107</b>
Tax	(4)	2	57	27
<b>PAT</b>	<b>4</b>	<b>8</b>	<b>151</b>	<b>80</b>
<b>PAT Margin (%)</b>	<b>0.15%</b>	<b>0.36%</b>	<b>4.90%</b>	<b>2.98%</b>
Other Comprehensive Income	(1)	4	(5)	(1)
<b>Total Comprehensive Income</b>	<b>3</b>	<b>12</b>	<b>146</b>	<b>79</b>
EPS (INR)(not annualised)	0.21	0.41	8.10	4.30

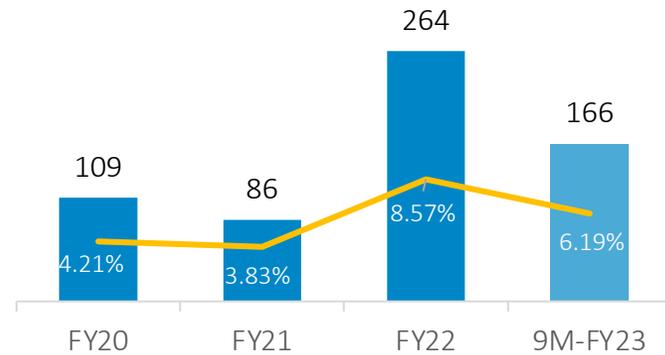
Equity and Liabilities (INR Mn)	FY21	FY22	H1-FY23
<b>Equity</b>			
Share Capital	186	186	186
Other Equity	632	740	805
<b>Total Equity</b>	<b>818</b>	<b>926</b>	<b>991</b>
<b>Non Current Liabilities</b>			
Financial liabilities			
(i) Borrowings	0	0	41
(ii) Lease Liabilities	36	27	34
Provisions	13	16	13
Other non-current liabilities	1	2	2
<b>Total Non-Current Liabilities</b>	<b>50</b>	<b>45</b>	<b>90</b>
<b>Current Liabilities</b>			
Financial liabilities			
(i) Borrowings	0	38	16
(ii) Lease Liabilities	31	24	28
(iii) Trade Payables	603	767	785
(iv) Other Financial liabilities	72	66	159
Provisions	65	69	76
Current Tax Liabilities (net)	0	13	0
Other Current liabilities	59	76	80
<b>Total Current Liabilities</b>	<b>830</b>	<b>1,053</b>	<b>1,144</b>
<b>Total Liabilities</b>	<b>880</b>	<b>1,098</b>	<b>1,234</b>
<b>Grand Total – Equity and Liabilities</b>	<b>1,698</b>	<b>2,024</b>	<b>2,225</b>

Assets (INR Mn)	FY21	FY22	H1-FY23
<b>Non Current Assets</b>			
Property, Plant & Equipment	78	84	72
Right of use assets	63	51	66
Capital Work in Progress	0	2	57
Intangible assets	153	127	127
Intangible assets under development	27	12	12
Financial assets			
(i) Investments	11	10	11
(ii) Other financial assets	14	1	7
Deferred tax assets (Net)	3	10	6
Non Current tax assets (Net)	23	3	14
Other non-current assets	256	258	269
<b>Total Non-Current Assets</b>	<b>628</b>	<b>558</b>	<b>641</b>
<b>Current Assets</b>			
Inventories	370	469	593
Financial assets			
(i) Investments	159	336	187
(ii) Trade Receivable	277	351	512
(iii) Cash and cash equivalents	81	104	69
(iv) Other bank balances	5	6	4
(v) Other financial assets	89	106	107
Other current assets	89	94	112
<b>Total Current Assets</b>	<b>1,070</b>	<b>1,466</b>	<b>1,584</b>
<b>Grand Total - Assets</b>	<b>1,698</b>	<b>2,024</b>	<b>2,225</b>

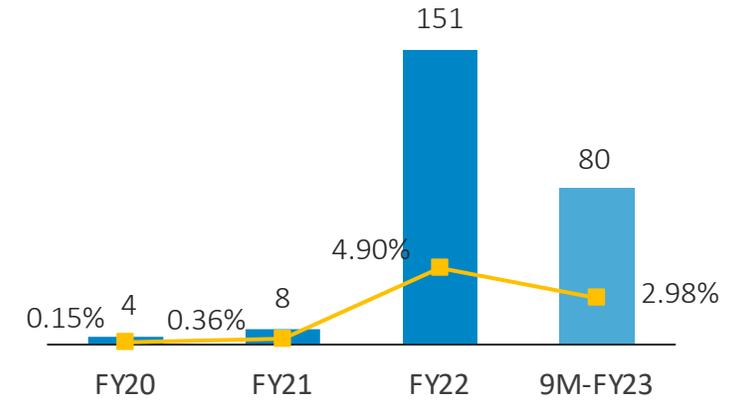
## Operational Revenue (INR Mn)



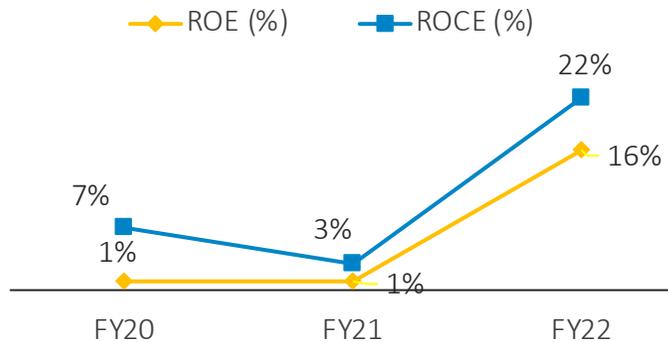
## EBITDA (INR Mn) &amp; EBITDA Margins (%)



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



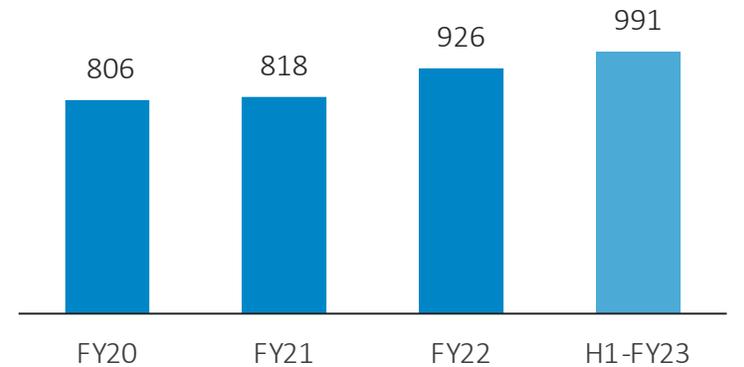
## ROE AND ROCE (%)



## Net Debt to Equity\* (x)

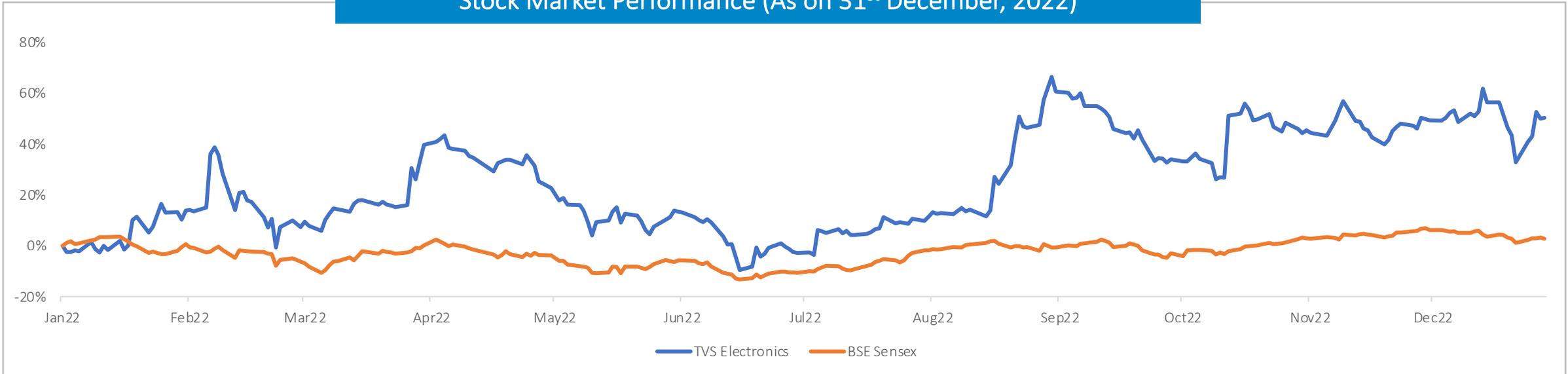


## Net Worth (INR Mn)



\* Net Debt to Equity = (Long term borrowing + Short term borrowing – Cash and cash equivalents) / Total equity

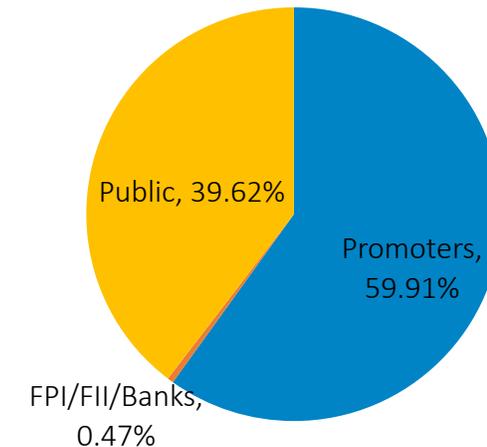
### Stock Market Performance (As on 31<sup>st</sup> December, 2022)



### Price Data (As on 31<sup>st</sup> December, 2022)

	INR
Face Value	10.0
Market Price	288.75
52 Week H/L	333.0/166.5
Market Cap (Mn)	5,385.3
Equity Shares Outstanding (Mn)	18.6
1 Year Avg Trading Volume ('000)	203.52

### Shareholding Pattern (As on 31<sup>st</sup> December, 2022)



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**Thank You**