



3<sup>rd</sup> March 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: Investor Presentation - March, 2023**

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 Investor Presentation of the Company.

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.  
Investor Presentation  
March 2023



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

# 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.

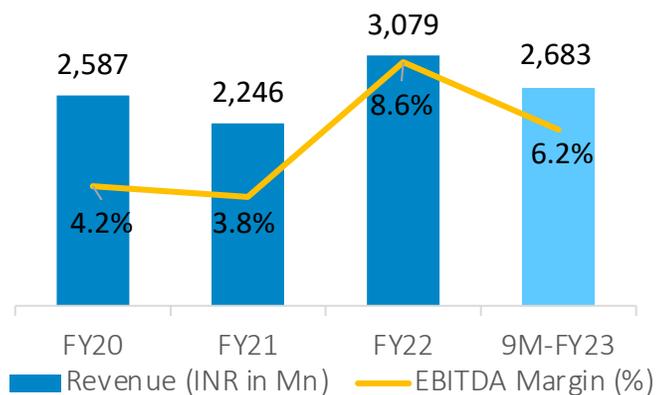
The company caters to vast customer segments including, Retail, BFSI, Warehousing, Shipping & Logistics, Transport, Railways, small offices, and homes.



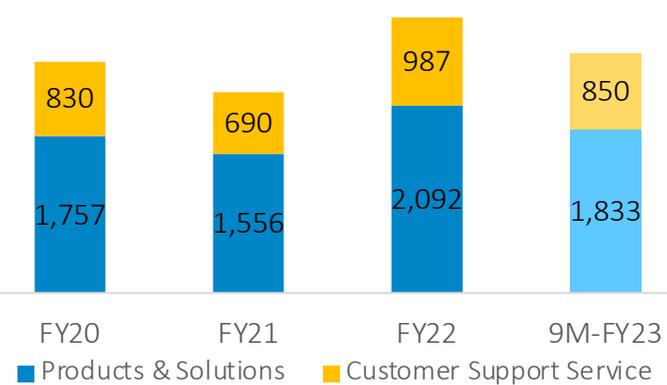
It is headquarters out of Chennai, India and has 1 state-of-the-art manufacturing plant, located at Tumkur, Karnataka.

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

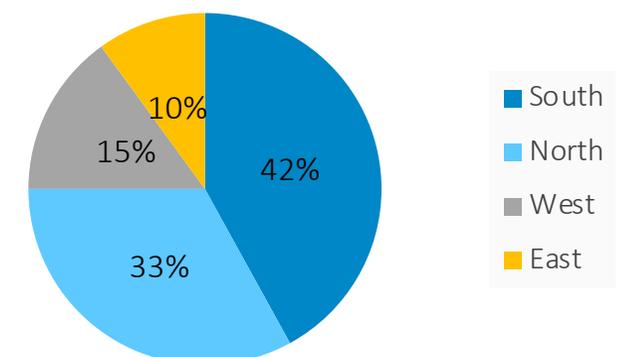
## Revenue (INR Mn) & EBITDA Margins (%)



## Segmental Revenue (INR Mn)



## Geographical Distribution (FY22)





111 yrs.  
Presence



84  
Businesses



129  
Countries



8.5 Bn  
USD Group rev.



28 Mn  
Customers



40 K  
Employees

- TVS Group was founded by T. V. Sundram Iyengar in 1911 and started as bus transportation company.
- TVS Group is one of India's largest diversified industrial conglomerates.
- The Group is one of the five largest family-owned business groups in India.
- Proven excellence across industry segments where it operates, and has a strong brand equity.
- TVS name is synonymous with **Trust, Values and Service** with customer centricity.
- It emerged as one of the first companies in Asia to be accredited with the Deming Award for quality.
- The group has reinforced its position globally and has emerged as an Employer of choice.



#### Mr. Gopal Srinivasan (Founder and Chairman)

Mr. Gopal is a graduate in commerce from Loyola College in Chennai, and a MBA graduate from the University of Michigan, US. Being a passionate entrepreneur, he is actively involved in the promotion of entrepreneurship as an angel investor in association with Chennai Angels and TiE (The Indus Entrepreneurs), where he provides guidance to budding entrepreneurs on incubating businesses. He is also the Founder, Chairman and Managing Director of TVS Capital Funds Pvt. Ltd. and a third-generation member of the TVS Family. Over an entrepreneurial career spanning 30 years, he has incubated 8 companies operating in diverse sectors including technology, financial services & auto components. He is a Governing Council member of Reserve Bank Innovation Hub (RBIH), which is a centre for idea generation and development facilitating environment stewardship, encouraging collaboration, and in turn, promoting innovation in the financial sector. He has been recently appointed as the Honorary Consul for the Kingdom of Netherlands in Tamil Nadu. He was the Chairman of the Confederation of Indian Industry (CII) Tamil Nadu State Council in 2007-08, and the Chairman of CII National for Private Equity & Venture Capital in 2010-11.



#### Mrs. Srilalitha Gopal (Managing Director)

She is an engineering graduate in Computer Science from IISc, Bangalore, she, was appointed as director in TVS Electronics on 10th November 2011 and she was subsequently appointed as Managing Director of the Company for a period of 5 years with effect from 11th May 2018. She has been at the forefront of the various strategic initiatives directed towards increasing the profitability of the Company and drive the growth initiatives of TVS Electronics. She provides active directional support to TVS Electronics in CSR initiatives. She is also a director of TVS Investments Private Limited, holding Company of TVS Electronics. She is also the Managing Director of M/s Harita Techserv Private Limited (HTPL) since 2008. Her direction has enabled the growth of HTPL and spurred it to become one of the most preferred design engineering and talent services partners, ensuring success for every stakeholder of HTPL.



#### Mr. Lakshminarayan M (Independent Director)

He is a postgraduate in Management studies (MMS) from Chennai, and an attendant of Harvard Business School's Advanced Management Programme. He is a fellow member of the Institute of Cost and Management Accountants, and has a rich experience of more than three decades in the field of Infotainment System and Automotive Sector. Currently, he is the Chairman of ZF Commercial Vehicle Control Systems India Ltd., a Member of the advisory board of VOITH Industrial Services, a Member of the Board of Directors in Sansera Engineering Limited, Suprajit Engineering Ltd., ASM Technologies Ltd. He was the Managing Director of Harman International India Pvt. Ltd., a 100% subsidiary of Harman International USA from 2009 till 2017. He also had a stint at the Karnataka State and Southern Region of Confederation of Indian Industry (CII) as Chairman, and the Bangalore Chamber of Industries and Commerce as the President. He was also appointed by the government as the Chairman of the Research Advisory Board of Central Manufacturing Technology Institute, Bangalore.



#### Mr. M F Farooqui (Independent Director)

He is a retired IAS officer and a master's degree holder in Physics and Business Administration. He is also the Chairman of The Ramco Cements Ltd. In addition, he is a member of Dispute Resolution Committee of Ministry of New and Renewable Energy Government of India and Chairman TN Human Resources Reform Committee. He retired as the Secretary of Department of Telecommunications (DoT) and Chairman of Telecom Commission in June 2014. He was also the Secretary in the Department of Heavy Industry. While serving in the Government of Tamil Nadu, he played a crucial role in increasing the footprint in Tamil Nadu of the industry especially Electronic hardware and Automobile sectors as the Principal Secretary of the Department of Industry. He also served as Special Secretary in the Ministry of Environment and Forests, and helped in shaping critical environmental policies in the Ministry. During his career, also worked as the Joint Secretary in the Department of Economic Affairs, under the Ministry of Finance and as the Consul General of India in Jeddah, Saudi Arabia. He also had a stint as the Chief Executive and Member Secretary in the Chennai Metropolitan Development Authority (CMDA).



#### Mr. R S Raghavan (Director)

He is a Chartered Accountant, Cost Accountant and Company Secretary, he is the Non Executive Non Independent Director of TVS Electronics. Mr. Raghavan's experience spans corporate finance, business performance, investment, governance, mergers & acquisitions, strategy, fund raising, Investor relations, talent/people management, legal etc. A professional with nearly 40 years experience in the manufacturing and financial services Industry like VCPE, NBFC, Wealth management, manufacturing etc., he brings deep financial experience and significant understanding of business, risk management. He is currently the Non Executive Non Independent Director of TVS Capital Funds Pvt. Ltd., a growth capital Private Equity firm. He is currently in the Boards of some of the group companies.



#### Mr. K Balakrishnan (Independent Director)

Mr. K Balakrishnan is a graduate in Electronics and Communication from the National Institute of Technology at Surathkal, India. He is currently the Co-Founder and CEO of a SaaS platform start-up Autonom8 and the Chairman of the Board of Servion Global Solutions. He is also on the advisory Board of IIT- Palakkad, and Cisco's start-up accelerator programme LaunchPad. He Co-founded Servion, and served as its Managing Director and Chief Executive Officer prior to taking over his current role. During the first decade of his career, he wore many managerial hats in Senior Product Management and Sales positions. Earlier, he was the Founder and CEO of Acqueon Technologies, which is a products company focused on Customer Experience Management domain, and was on the Board of Custommerce Service Excellence Foundation, a non-profit organization focused on improving customer service. He brings to the table a rich experience of more than 25 years in the Customer Interaction Management domain, with specialised expertise in Telecom and IT. With his rich knowledge and experience as the co-founder, he is an industry thought leader and enjoys successful associations with numerous large enterprises in the conceptualisation and design of their CEM programmes.



#### Mr. V Sumantran (Independent Director)

He is an alumnus of the Indian Institute of Technology, Madras, a MS from Princeton University, and Ph.D. in Aerospace Engineering from Virginia Tech. He is also a Master's degree holder in Management of Technology, and a Fellow of SAE International and the Indian National Academy of Engineers. He is a business leader, technocrat and academic, having worked in the USA, Europe, and Asia through a career spanning over 37 years. He is currently the Chairman and Managing Director of Celeris Technologies, Chairman of Interglobe Aviation Limited, and an advisor to several Fortune-100 organisations in autos, industrial equipment, defence, and aerospace sector. He was the Executive Vice-Chairman of Hinduja Automotive in the UK, and the Vice Chairman of Ashok Leyland as well. He also served as Chief Executive Officer in charge of the car business at Tata Motors in its early days. Previously, he had a 16-year-long career with General Motors with R&D operations in Detroit and subsequently served on deputation in Europe as Director-R&D at GM-Europe. He has co-authored a book, namely 'Faster, Smarter, Greener: The Future of the Car and Urban Mobility' which was published by the MIT Press in 2017.



#### Ms. Subhasri Sriram (Independent Director)

She is currently the Joint Managing Director of Shriram Capital (P) Ltd., the holding company of the financial services and insurance businesses of Shriram Group. She has more than 3 decades of professional experience including 24 years in Shriram Group's Financial Services business and during this period for more than 15 years held the position of Executive Director & CFO of one of their listed NBFC. Has handled many critical assignments related to implementing new organization structures, improving business processes, raising several rounds of equity from marquee investors across globe and raising external commercial borrowings. She has won the "Best Performing CFO in the NBFC Sector" for 2013 at the 8th edition of the awards instituted by a leading business television channel CNBC TV 18 and in 2016 she was also chosen as one of the most influential CFOs in India by CIMA. In the year 2022, won the Woman Leader of the Organization award from UBS Forums. She is a Postgraduate in Commerce, Fellow Member of the Institute of Cost Accountants of India (ICMAI) and the Institute of Company Secretaries of India (ICSI). She also holds Post Graduate Diploma in Systems Management from NIIT and Post Graduate Diploma in Cyber Laws from NALSAR, Hyderabad and is in the board of several listed and unlisted companies across industries.

Commissioned Tumkur Factory

India's 1st language printer  
launched

India's 1st POS - TVS Sprint  
launched

TVS Proton- World's quickest bill  
printer launched

1 Mn Key Board sold & 0.2 Mn  
UPS sold



1 Mn Printers sold

Made in India - Set Top Box

Mfg. of International language  
printer

APAC No. 2 in Dot Matrix Printers  
(DMP)

Ranked No. 4 Globally in DMP

Began Service segment  
"Servicetec"

Dell Service Partnership Pan  
India Support Service for  
Laptops & PCs

Exclusive Service Centers of  
HTC

Support for Banktech, NCR  
Corporation & Diebold

Break fix services for Lenovo



Repairs & Refurbishment of Sony  
Consumer Products

Support for Samsung and LG  
Mobile phones

Flagship Service center for  
Samsung

Support for Xiaomi – Distribution  
business

ISO 9001: 2015 Accreditation



Support for Flipkart & Amazon

Support for HP

Support for ATOS -Repairs

Installation & Demo, Break-fix,  
Warranty Support for Daikin,  
Voltas, EFL.

Xiaomi Distribution business  
terminated



Tremendous Improvement  
in Market Share of Products  
such as DMP, Thermal  
Printers, Barcode Scanners

Investments in IT: GTID  
Solutions and Swiftomatics  
Ltd. in 2022

## Tumkur, Karnataka

Started operations in 1988 and it is a part of the smart city projects by the Govt. of India. It is strategically located just 1 km away from Bangalore-Mumbai National Highway aiding logistics. The location has potential to become a satellite city to decongest the state capital Bengaluru.

- **Established Capacity:** 450K to 500K units p.a.
- **Area:** 65-acre campus & work area of 70,000 Sq. ft.
- **Manufacturing and office facility:** 2 Manufacturing blocks with 6 lines of Manufacturing & 1 office block
- **Products Manufactured:** Mechanical Key Boards, Dot Matrix Printers, POS Products and Consumables
- **Warehouse, Repair & Refurbishing facility:** Mother Warehouse; Repair- L3/L4 PCB & Panels
- **Call Centre:** Houses 200 seats multi-language call centre
- **E-Auction:** For OEMs and Manufacturers
- **Accreditation:** ISO 9001:2015 & ISO 14001:2015



## PAN India Network

**1**  
REPAIR CENTRE

**24**  
WAREHOUSES

**520+**  
SERVICE PARTNERS

**6**  
BRANCH OFFICE

**340+**  
WALK-IN CENTRES

**300+**  
SALES PARTNERS

**57**  
DROP POINTS

**90%**  
DISTRICTS COVERED

**200**  
SEAT MULTI-LANGUAGE CALL CENTRE

**5,000 +**  
FEET ON STREET

**19,000+**  
PIN CODE SERVED



- Head Office - Chennai, Tamil Nadu
- 1 Factory, Repair Centre – Tumkur, Karnataka
- 6 Branch Offices
- 57 Drop Points

1 Factory

CUSTOMERS



DISTRIBUTORS

PRODUCTS &  
SERVICES

D2C

Small offices &amp; Homes

Own Website  
www.tvs-e.in & store.tvs-e.inE-Commerce Platforms  
Justdial, Amazon

Quality Management Services

Total Employee Involvement

Deep Analysis

Customer Centricity

Process Audit

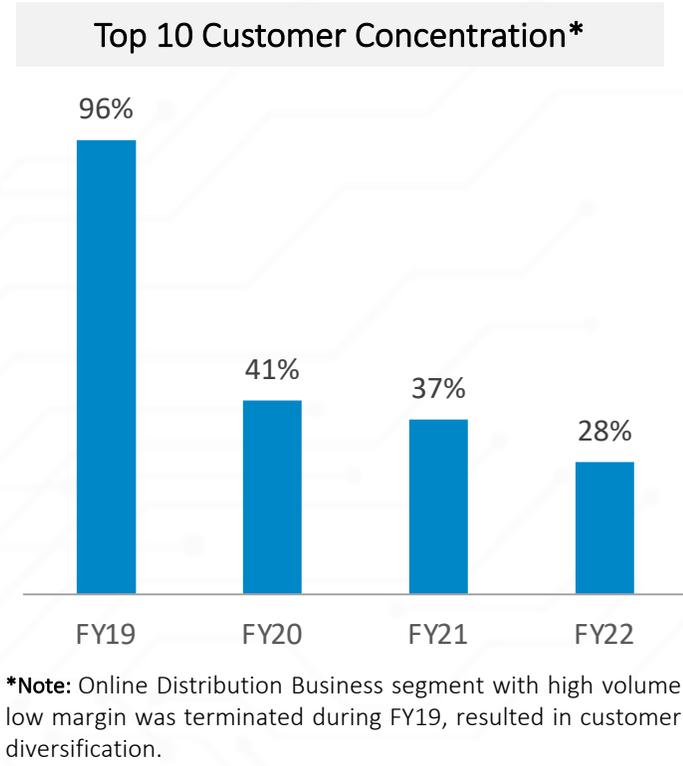
PDCA Cycle

Channel Financing  
Options

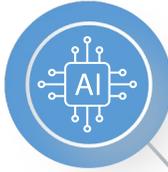
Logistic Tie Up

**6 Branch Offices**  
**24 Warehouses**  
**306 Sales partners**  
**520 Service Partners**

Products & Solutions					
RETAIL			BFSI		
Hospitality		Government Entities		Railways	
Customer Support Services					
IT & Peripherals			Audio Lifestyle		Payment Devices - EDC
Consumer Electronics			Solar Energy	Smart Phones	EV Charging



In-house developed AI-ML Platform  
for service delivery



30+ years of experience in design,  
manufacturing, repair and services with  
being market leaders for many of product  
offerings



Service network capability  
across 95% of pin codes



Distribution network with last mile  
connectivity across 90% of Indian  
territory



Strong B2B presence across  
various sectors, partnership  
with global brands



Proven capability that seamlessly links the  
entire value-chain of the entire product life-  
cycle management

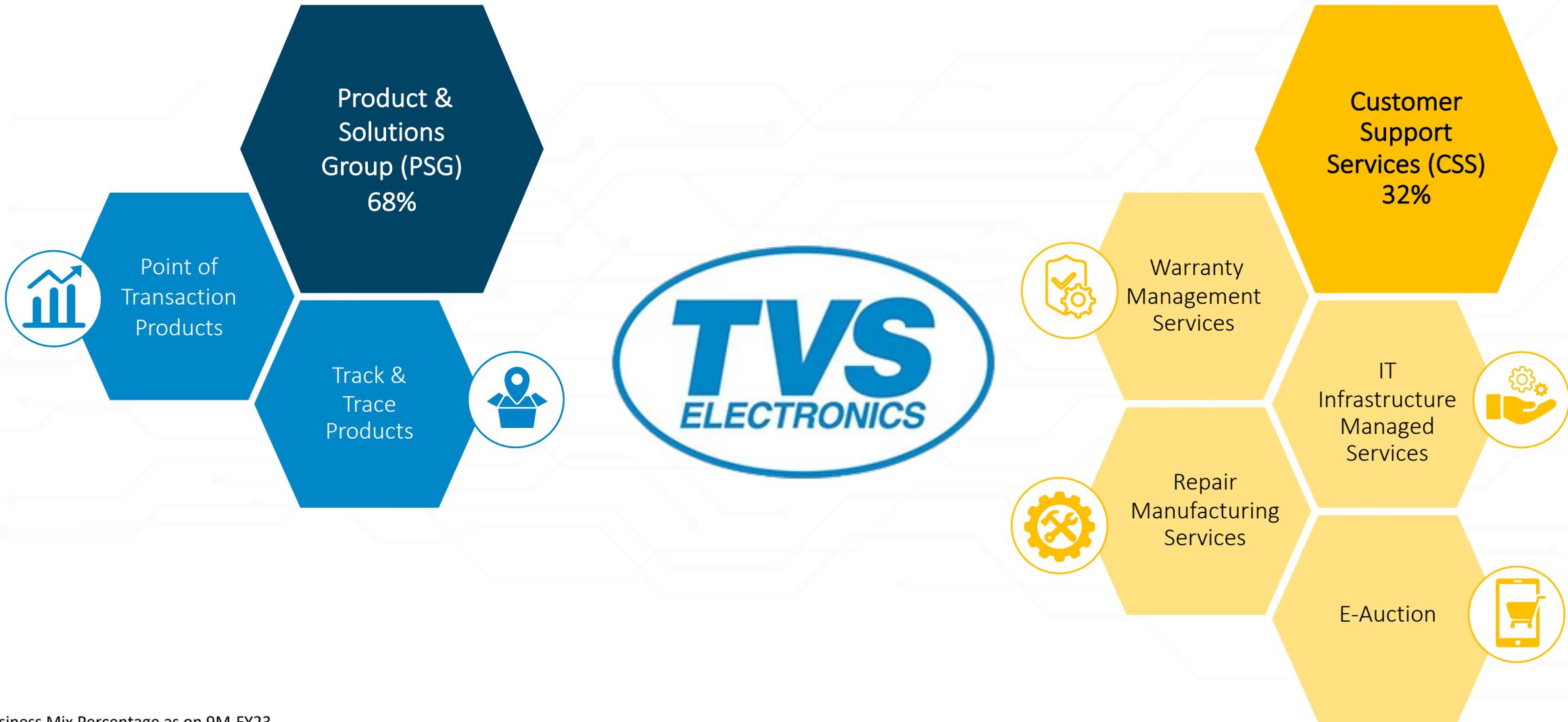


One Stop Solution for retail customers  
with Made in India Products





# Business Overview



# Product Solutions Range

Product and Solutions Group focuses on Transaction Automation Products and Solutions focusing for Retail, Logistics and PSUs with proven robustness. Under this category, the product range includes designed & manufactured, Semi Knocked Down assembly and ODM Products.

Touch POS Solutions



Keyboards

Barcode Scanners



Dot Matrix Printers



Mobile Label & Receipt Printer



Passbook Printer



Thermal Transfer  
Ribbon Blue



Label Printers



Cash Counter



Electronic  
Cash Register



Thermal Paper Roll



Thermal Receipt  
Printers



Cash drawer



CCTV Camera



## KEYBOARD



- **Features:** Robust and user-friendly, could be customized to 9 different vernacular language options, Fitted with mechanical switches for long life, Laser Etched Characters on Keycaps with an everlasting presence, Highly reliable, with more than 200,000 Hrs MTBF, 50 Mn strokes per key, Choice of Interfaces USB & PS2, Sculpted keycap with click on touch feeling.
- **Market Share: Mechanical: >95%**

## DOT MATRIX PRINTERS (DMP)



- **Features:** Minimal Cost, Value for Money, Maximum Productivity, Superior Reliability, Sustained Dependability, compact, user friendly.
- **End Users:** For printing letter-quality office documents such as invoices, bills, receipts and reports across Banks, Insurance company, Indian railways.
- **Market Share: 47%**

## THERMAL RECEIPT PRINTERS (TRP)



- TRP accelerates the billing process, by reducing transaction time and cutting back on long queues.
- **Features:** Robust Build Quality, User friendly, portable, superior printing speed, easy to maintain, lower power consumption.
- **End Users:** Toll booths and at retail outlets, cafes, grocery stores, ticketing outlets, kiosks, etc.
- **Market Share: 21%**

## TRACK & TRACE PRODUCTS



- The scanners offers the freedom and convenience to capture the codes effortlessly in a steadfast manner without any loss of information. The Design is developed bearing in mind the volume of operations and man hours involved in the retail business.
- **Applications:** Hands-Free Barcode reading for Retail Application, Production Line, Laboratories, Jewelry Brand Stores.

## TOUCH SCREEN POS MACHINE & CASH DRAWERS



### TOUCH SCREEN POS MACHINE

**Features:** Compact, durable, and rugged, Robust, stylish, and ideal for intensive billing, Easy to install and easily removable display.

**End Users:** Retail Outlets

### CASH DRAWERS

- **Features:** 5 Note and 8 Coin trays, Integrated cable with RJ12 connector, Three-position lock and Open drawer sensor.
- **End Users:** Banks, Retail Outlets, Hospitality

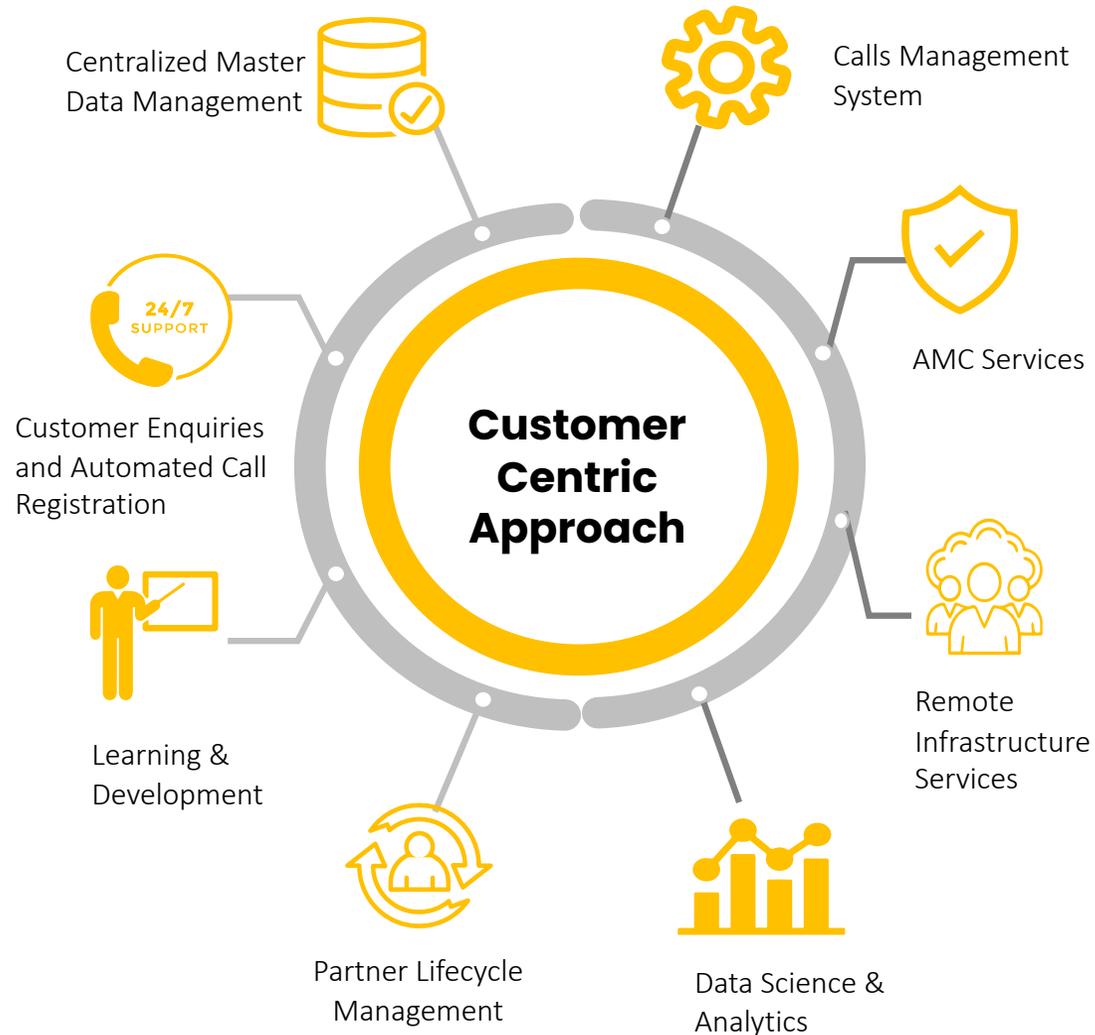
## PASSBOOK PRINTERS



- **Features:** High speed and high performance with 94 columns, most productive and compact size; Reliable, fast and powerful with auto alignment function; Bi-directional printing method with logical seeking.
- **End Users:** Banks

# Customer Support Services (CSS)

The Company provides customer support service catering to both OEMs and end customer services. These services include break fix, repair engineering, installation, demo, protection plans, IT infra management, remote-tech support, call center services, and e-waste management, among others. The average age of Service Contracts is 3 years across various industries.



## CAPABILITY ACROSS CATEGORIES

### IT Products

- Laptops
- Printers
- Servers
- Barcode Scanners
- Keyboards

### Consumer Electronics

- Washing Machines
  - Television
- Air Conditioner
- Refrigerator

### Mobility Products

- Smart Phones
- Tablets

### Banking & Retail Automation

- Card Machine
- ATMs

### Remote Infrastructure Management of IT Products

## Drivers of CSS segment at TVS-E:

- Expertise of working with a plethora of products lends the ability to handle customer support services and end-of-life services related to such products.
- Holistic service provider of lifecycle management of products, such as the integration of parts management business, repair manufacturing services and B2C on demand service.
- The opportunities arising from the EV market, focus on battery swapping services and services related to charging infrastructure of EV's.
- With increasing focus of India on renewable power, solar power space is another opportunity.

## Warranty Management Services (WMS)

### In -Warranty and Out-of-Warranty

From accidental damage to malfunction, handles products across Consumer Electronics, IT and Telecom categories.

### Installation & Demo

From unpacking the equipment to its careful installation and working demonstration, along with tips and advice on upkeep and care.

## IT Infrastructure Managed Services (IT-IMS)

The Company provides maintenance and upkeep services for MSMEs and small companies for the contractual period for products such as laptops, network devices, etc. It ensures genuine spare by skilled and certified experts providing highest quality and safety standards with > 99% up timing.

## Repair Manufacturing Services (RMS)

Maintaining an exhaustive inventory to readily source critical spares and repair & replacement of parts like capacitor, diode, inductor, defective Integrated Circuits are carried out. Ensures that high cost of operations are controlled to render the pricing competitive and ensure the highest quality.

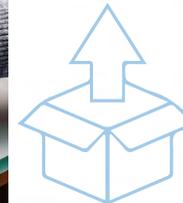
## E-Auction

Procurement and disposal of industrial assets has always been an area of concern for businesses, small and big. At TVS Electronics, due care is taken of this with forward and reverse auction services respectively through our online business unit, [www.auctionindia.com](http://www.auctionindia.com).



### Data related to Electronic Devices Repaired

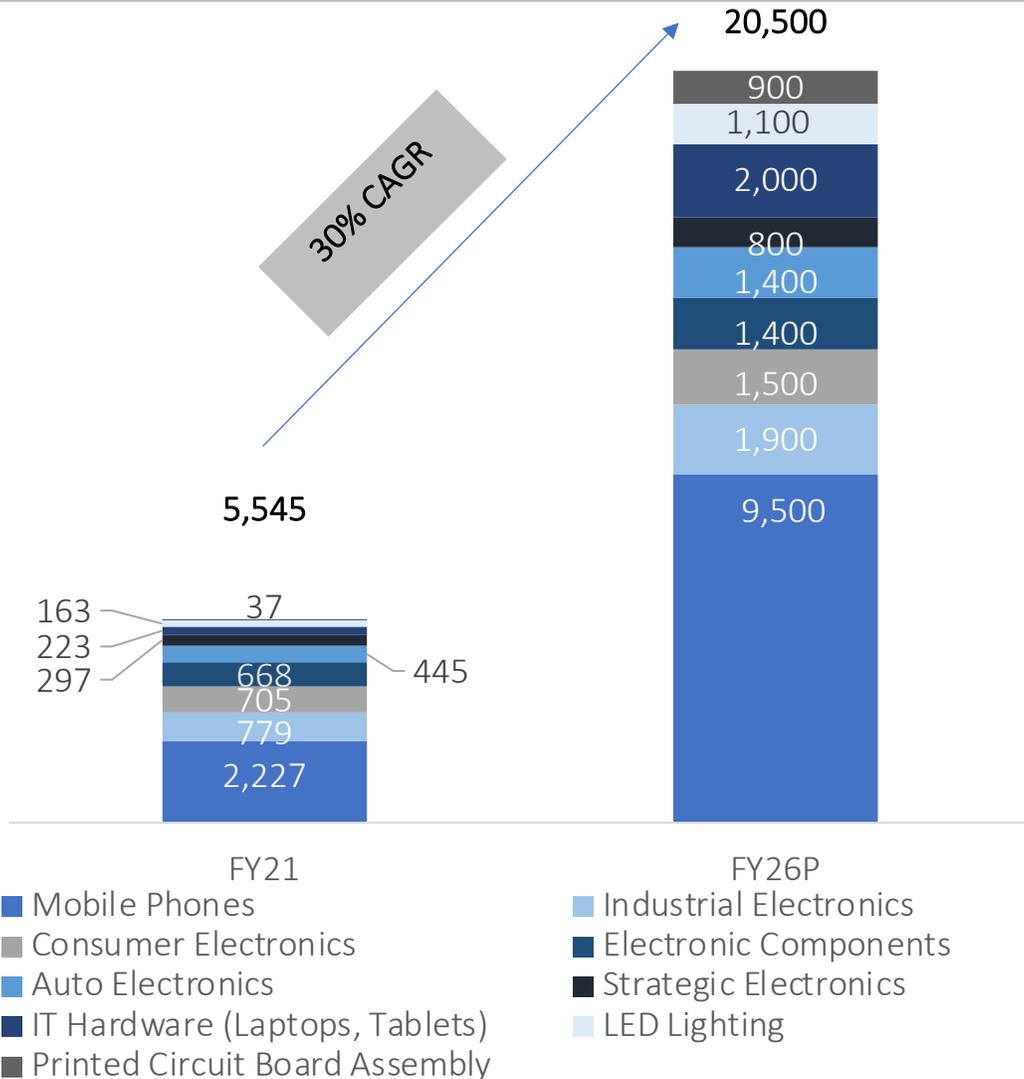
Mobile Phones	2.04 Mn
EDC Terminal & Adapters	250K
IT Products & IT Peripherals	57K



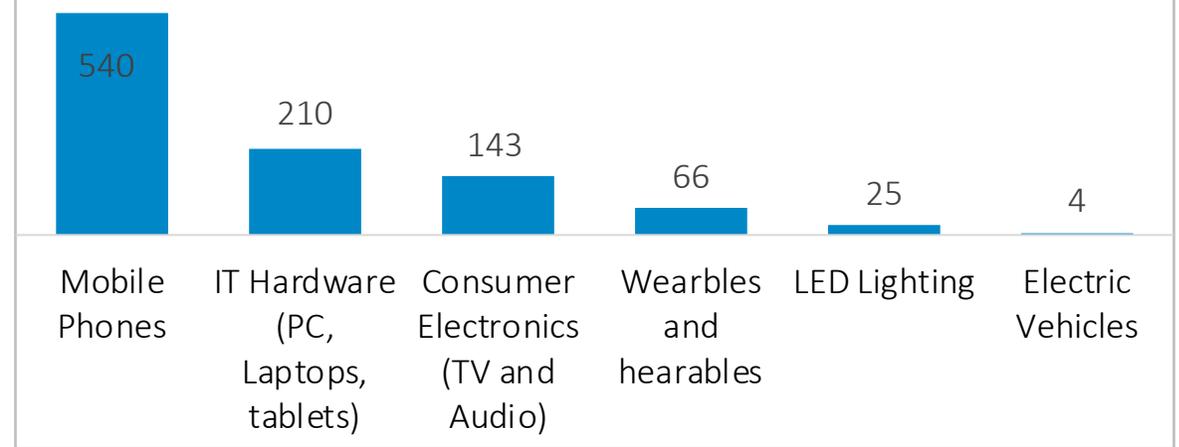


# Industry & Strategic Overview

## Segmental Domestic Production (INR Bn)

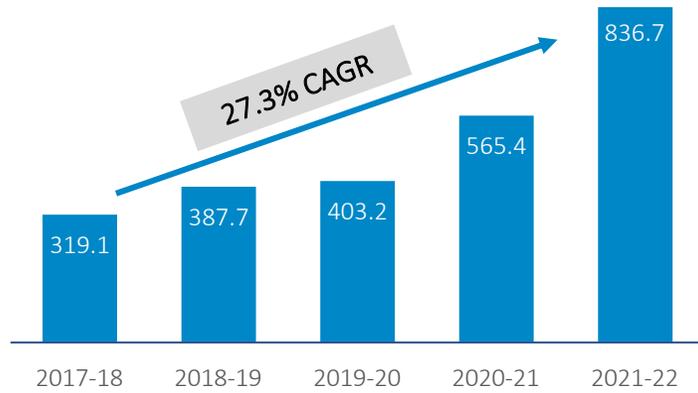


## Global Market Size of Key Product Segments (USD Bn)

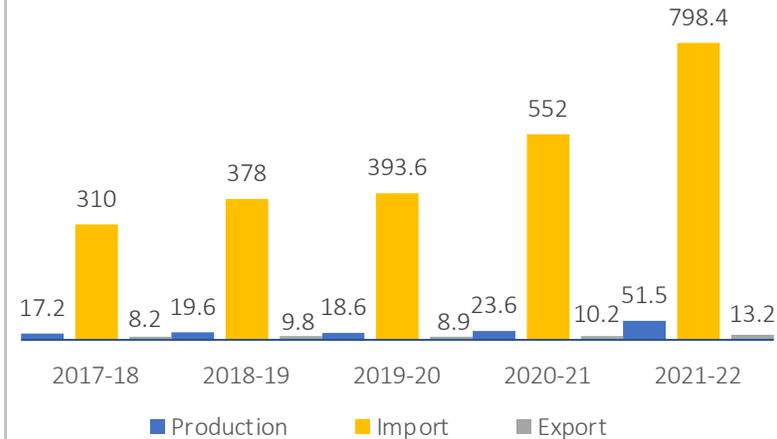


- The Electronics Industry is one of the largest and fastest growing industries in the world. Electronic products continue to impact and shape the lifestyle prominently in today's digital era.
- The Global Electronics Industry is estimated at USD 2.9 Tn in 2020 which is equal to the GDP of India. United States and European Union together represent more than 40% of the global market size. The global market for laptops, tablets and desktop computers is expected to stabilize around USD 220 Bn by 2025.
- The Indian Electronics Industry has grown at a CAGR of 13% from INR 4,723 Bn in FY16 to INR 8,720.1 Bn in FY21. Indian electronics industry is estimated to grow at a CAGR of 25% from INR 8,720.1 Bn in FY21 to INR 26,500 Bn in FY25P.

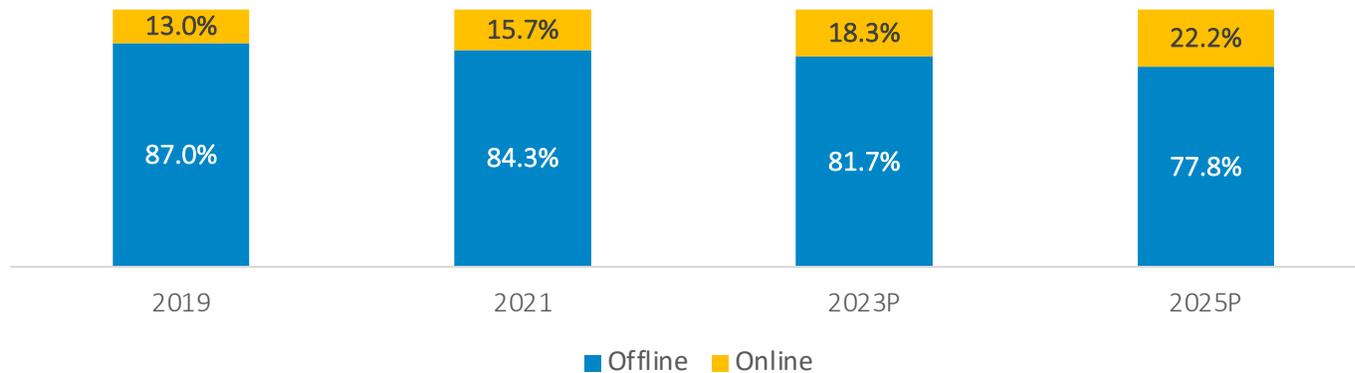
### Consumer Electronics & Computer Hardware Consumption in India (INR Bn)



### Computer Hardware & Peripherals Production, Import and Export in India (INR Bn)



### Consumer Electronics Revenue Share (%)



### Policy Initiatives and Recent Developments

- Under the (PLI) scheme for IT Hardware Products, the Ministry of Electronics and Information Technology has approved 14 qualified applicants. To manufacture these products in India, the government will offer incentives of USD 983.76 Mn over the next 4 years. In this duration, production worth USD 21.62 Bn and exports of USD 8.06 Bn are expected.
- Ministry of Electronics & Information Technology (MeitY) has announced "Scheme for Promotion of Semiconductor Eco-System" in India with a massive outlay of INR 76,000 Cr (USD 9.48 Bn) in 2022.
- As per Union Budget 2023-24, the Ministry of Electronics and Information Technology (MeitY) has been allocated INR 16,549 Cr .

### 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.



## STRATEGIC PRIORITIES

### 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.



### 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.





# Financial Overview

# Historical Income Statement

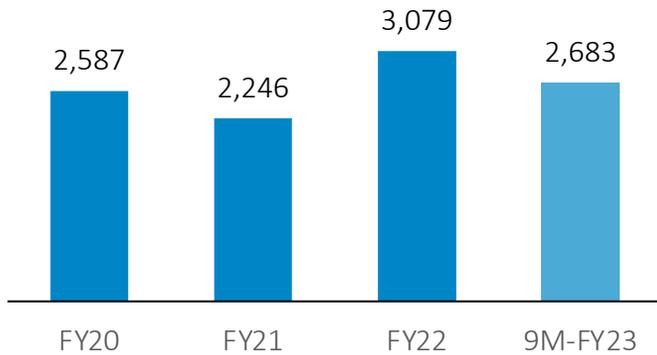
PARTICULARS (INR Mn)	FY20	FY21	FY22	9M-FY23
Revenue from Operations	2,587	2,246	3,079	2,683
Total Expenses	2,478	2,160	2,815	2,517
EBITDA	109	86	264	166
<i>EBITDA Margins (%)</i>	<i>4.21%</i>	<i>3.83%</i>	<i>8.57%</i>	<i>6.19%</i>
Other Income	54	21	12	17
Depreciation	104	78	63	64
Finance Cost	24	19	10	12
Exceptional Items	(35)	-	5	0
PBT	0	10	208	107
Tax	(4)	2	57	27
Profit After Tax	4	8	151	80
<i>PAT Margins (%)</i>	<i>0.15%</i>	<i>0.36%</i>	<i>4.90%</i>	<i>2.98%</i>
Other Comprehensive Income	(1)	4	(5)	(1)
Total Comprehensive Income	3	12	146	79
Diluted EPS (INR per share)	0.21	0.41	8.10	4.30

# Balance Sheet

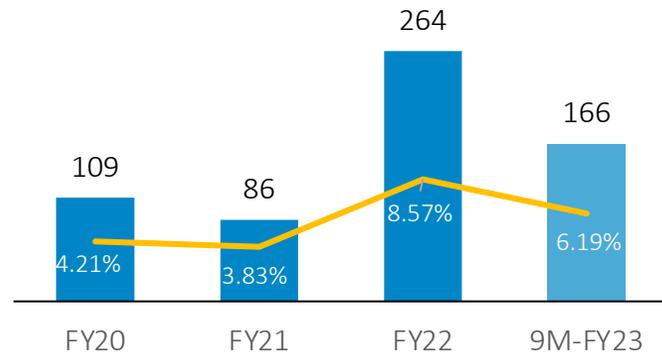
PARTICULARS (INR Mn)	FY21	FY22	H1-FY23
<b>Equity</b>	<b>818</b>	<b>926</b>	<b>991</b>
Equity Share Capital	186	186	186
Other Equity	632	740	805
<b>Non Current Liabilities</b>	<b>50</b>	<b>45</b>	<b>90</b>
Financial Liabilities			
(i) Borrowings	0	0	41
(ii) Lease Liabilities	36	27	34
Provisions	13	16	13
Other Non Current Liabilities	1	2	2
<b>Current Liabilities</b>	<b>830</b>	<b>1,053</b>	<b>1,144</b>
Financial Liabilities			
(i) Borrowings	-	38	16
(ii) Lease Liabilities	31	24	28
(ii) Trade Payables	603	767	785
(iii) Other Financial Liabilities	72	66	159
Provisions	65	69	76
Current Tax Liabilities	0	13	0
Other Current Liabilities	59	76	80
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>1,698</b>	<b>2,024</b>	<b>2,225</b>

PARTICULARS (INR Mn)	FY21	FY22	H1-FY23
<b>Non Current Assets</b>	<b>628</b>	<b>558</b>	<b>641</b>
Property, Plant and Equipment	78	84	72
Right to use Assets	63	51	66
Capital Work In Progress	-	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>Current Assets</b>	<b>1,070</b>	<b>1,466</b>	<b>1,584</b>
Inventories	370	469	593
Financial Assets			
(i) Investments	159	336	187
(ii) Trade Receivables	277	351	512
(iii) Cash and Cash Equivalents	81	104	69
(iv) Bank balances other than above	5	6	4
(v) Other Financial Assets	89	106	107
Other Current Assets	89	94	112
<b>GRAND TOTAL – ASSETS</b>	<b>1,698</b>	<b>2,024</b>	<b>2,225</b>

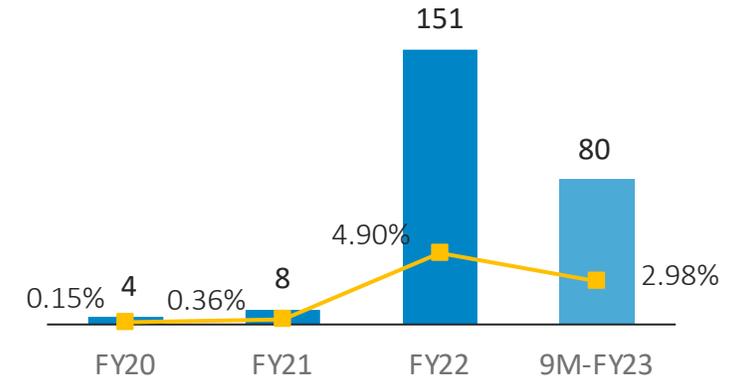
## Operational Revenue (INR Mn)



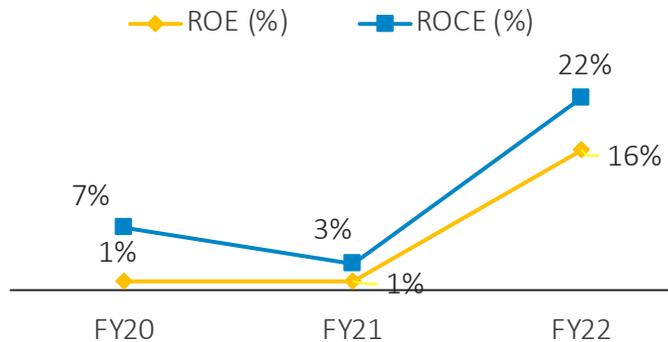
## EBITDA (INR Mn) &amp; EBITDA Margins (%)



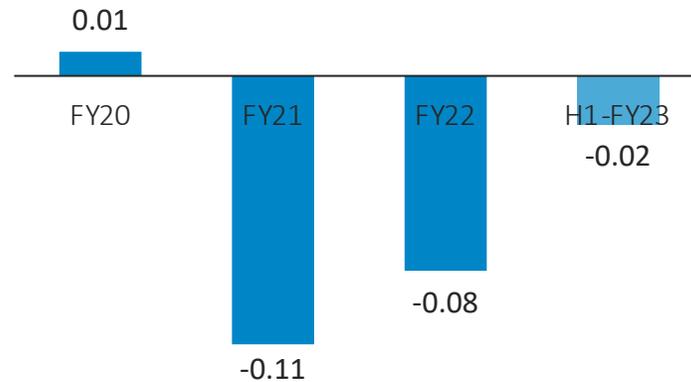
## PAT (INR Mn) &amp; PAT Margins (%)



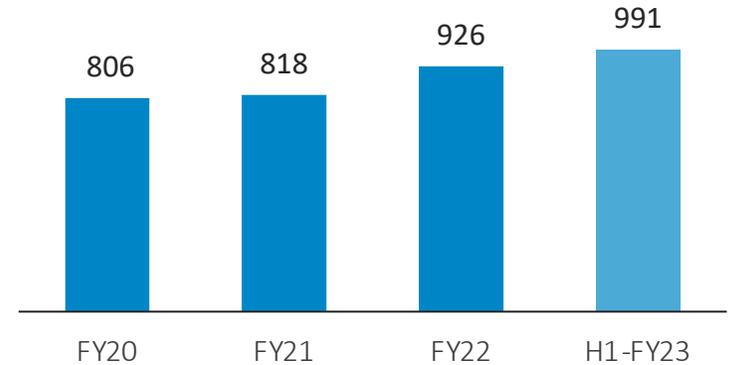
## ROE AND ROCE (%)



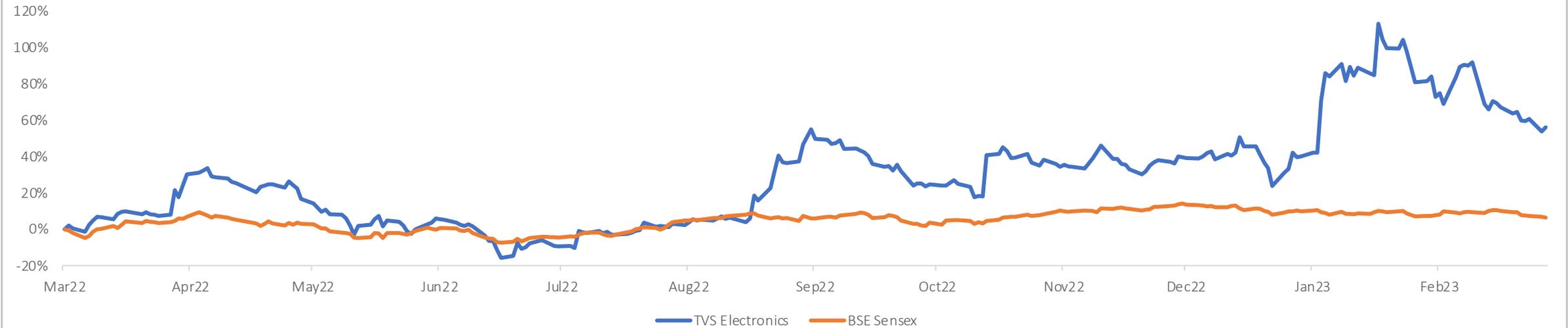
## Net Debt to Equity (x)



## Net Worth (INR Mn)



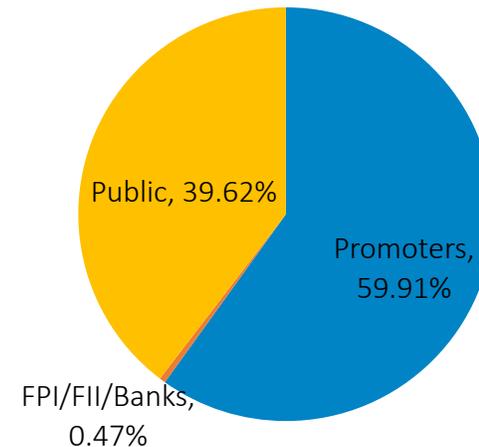
### 1 Year Stock Market Performance (As on 28<sup>th</sup> February, 2023)



### Price Data (As on 28<sup>th</sup> February, 2023)

	INR
Face Value	10.0
Market Price	321.85
52 Week H/L	448.0/166.5
Market Cap (Mn)	6,002.6
Equity Shares Outstanding (Mn)	18.65
1 Year Avg Trading Volume ('000)	292.46

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



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**Thank You**