



9th May, 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 – Q4 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 – Q4 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, 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, 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
Q4-FY23/FY23



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>500+ Employees</p>	 <p>Revenue: INR 3,535 Mn</p>
 <p>3+ Decades Experience</p>	 <p>19,000+ Pin codes Serviced and Logistics coverage > 90% (of total districts)</p>	 <p>1 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>6 Branch Offices 24 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 820+ 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>3,000 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 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.

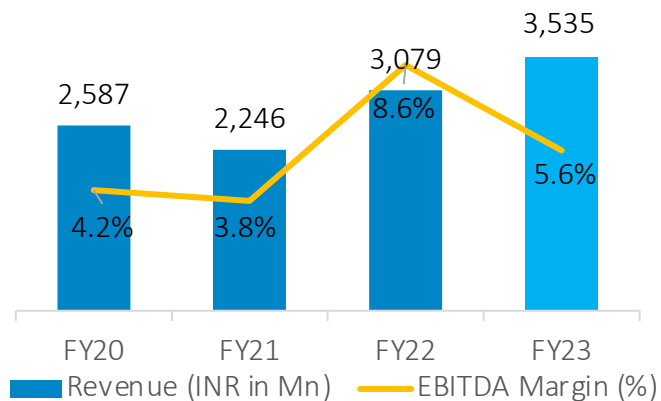
The company caters to vast customer segments including, Retail, BFSI, Warehousing, Shipping & Logistics, Transport, Railways, small offices, and homes.



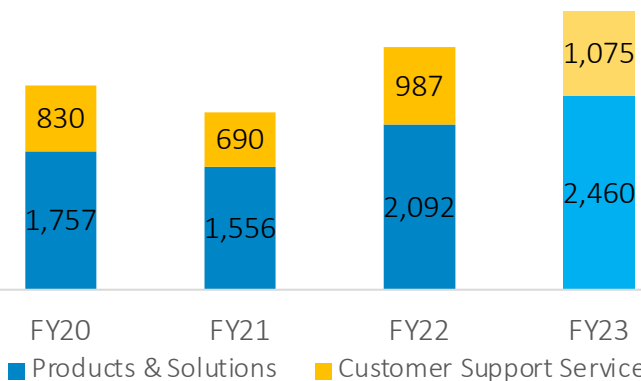
1 It is headquarters out of Chennai, India and has 1 state-of-the-art manufacturing plant, located at Tumkur, Karnataka.

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

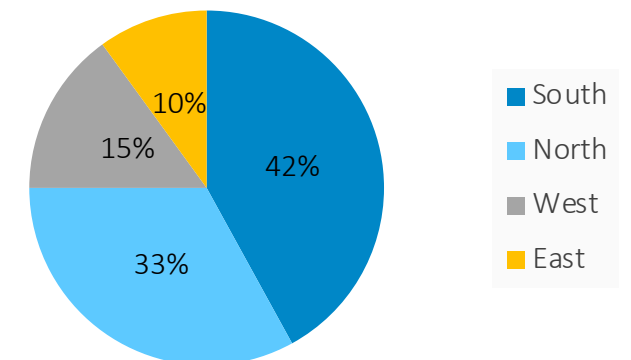
Revenue (INR Mn) & EBITDA Margins (%)

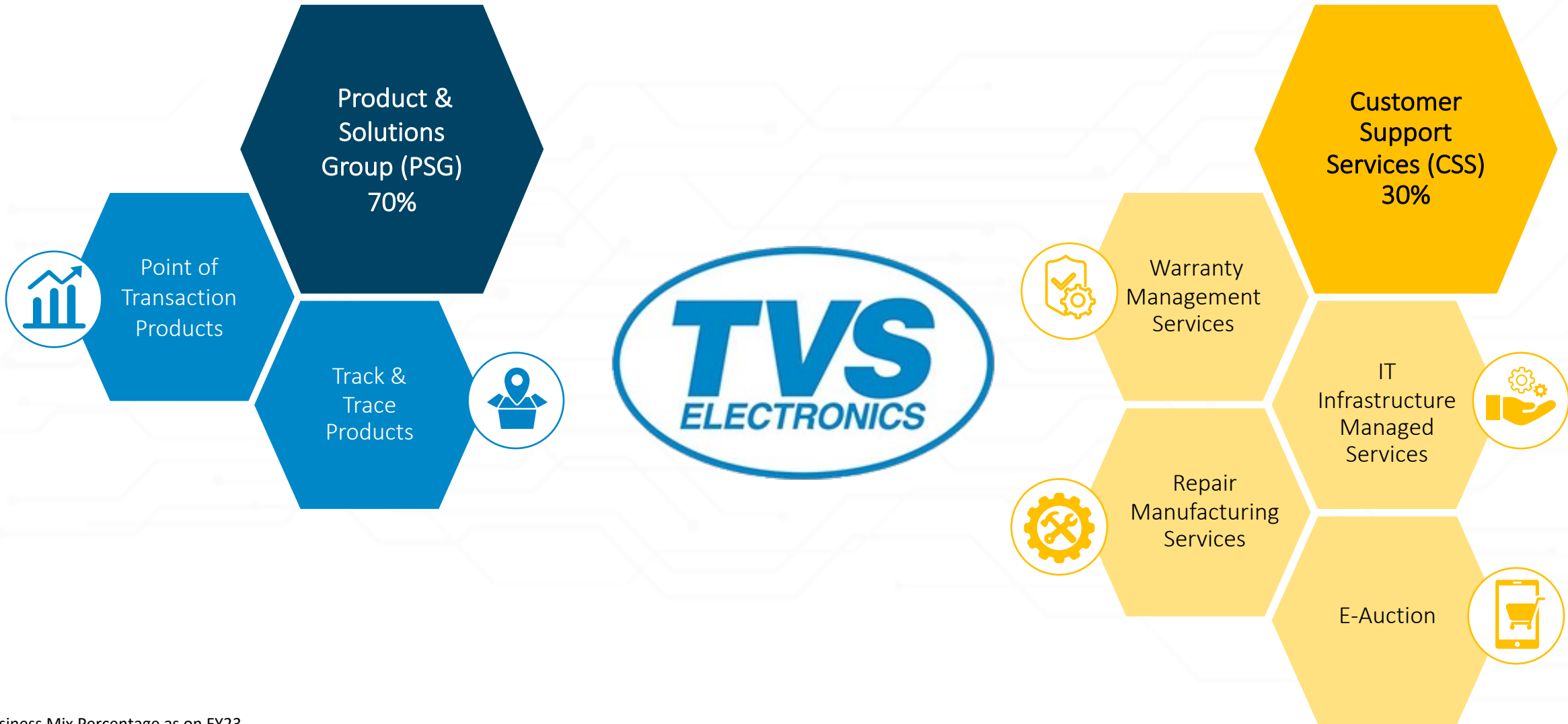


Segmental Revenue (INR Mn)



Geographical Distribution (FY23)



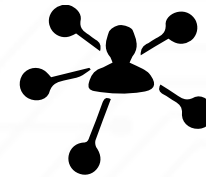


1 Factory

CUSTOMERS



DISTRIBUTORS

PRODUCTS &
SERVICES

D2C

Small offices & Homes

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

19 Warehouses

290 sales partners

580 service partners

Products & Solutions

RETAIL



LANDMARK



BFSI



Hospitality



Government Entities



Railways



Customer Support Services

IT & Peripherals



Audio Lifestyle



Payment Devices - EDC



Consumer Electronics

SAMSUNG



Solar Energy



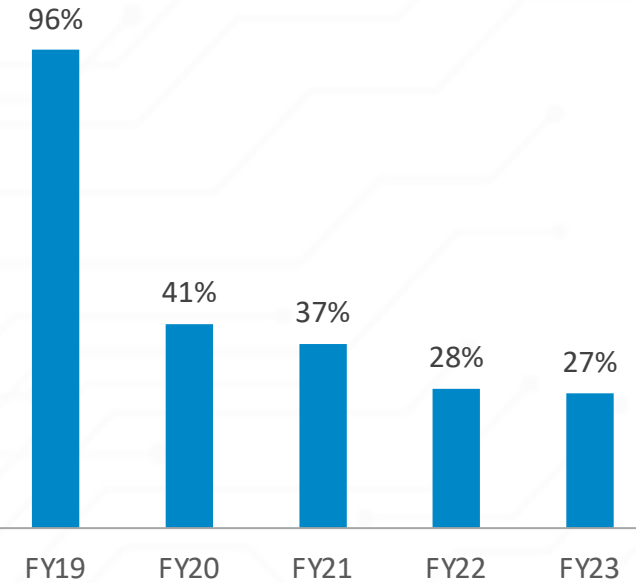
Smart Phones



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.



STRATEGIC PRIORITIES

Focus on Digitalisation

- Moved onto a subscription model for the service in house digital platform.
- Invested in artificial intelligence & machine learning during FY23.



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.



Q4-FY23/FY23 HIGHLIGHTS

Q4-FY23 performance

INR 852 Mn Revenue from Operations	INR 31 Mn EBITDA	3.64% EBITDA Margin
INR 15 Mn PAT	1.76 % PAT Margin	INR 0.81/share EPS

FY23 performance

INR 3,535 Mn Revenue from Operations	INR 198 Mn EBITDA	5.60% EBITDA Margin
INR 95 Mn PAT	2.69% PAT Margin	INR 5.11/share EPS

Divisional Breakup:

INR Mn	Q4-FY23	Q4-FY22	Y-o-Y Growth	FY23	FY22	Y-o-Y Growth
Product & Solutions Group	627	603	3.98%	2,460	2,092	17.59%
Customer Support Services	225	281	(19.57)%	1,075	987	8.92%
Income from Operations	852	884	(3.62)%	3,535	3,079	14.81%

- The Company recorded a revenue of INR 3,535 million for the year ended March 31, 2023 as against INR 3,079 million last year, with a growth of 15%.
- The revenue from 'Products and Solutions' segment for the year ended March 31, 2023 was INR 2,460 million as against INR 2,092 million in the previous year, with a growth of 18% while the revenue from 'Customer Support Services' segment grew by 9% over last year at INR 1,075 million.
- The Company has incurred expenses on consolidation of factories and technology upgradation during the year which are part of P&L statement and are non-routine.
- EBITDA margin declined during the year due to investments in new business initiatives which increased the cost during the year. These new initiatives toward building capabilities are expected to improve the revenue and margin trends in the coming years.
- The Board of Directors has recommended a final dividend of ₹2 per equity share for the financial year ended March 31, 2023.

Particulars (INR Mn)	Q4-FY23	Q3-FY23	Q-o-Q	Q4-FY22	Y-o-Y
Revenue from Operations	852	886	(3.8)%	884	(3.6)%
Total Expenses	821	843	(2.6)%	806	1.9%
EBITDA	31	43	(27.9)%	78	(60.3)%
EBITDA Margin (%)	3.64%	4.85%	(121) Bps	8.82%	(518) Bps
Other Income	(1)	(3)	66.7%	5	NA
Depreciation	7	24	(70.8)%	19	(63.2)%
Finance Cost	2	2	NA	4	(50.0)%
Profit before exceptional items and tax	21	14	50.0%	60	(65.0)%
Exceptional Items (Net)	0	0	NA	5	NA
PBT	21	14	50.0%	65	(67.7)%
Tax	6	0	NA	20	(70.0)%
PAT	15	14	7.1%	45	(66.7)%
PAT Margin (%)	1.76%	1.58%	18 Bps	5.09%	(333) Bps
Other Comprehensive Income	(2)	0	NA	1	NA
Total Comprehensive Income	13	14	(7.1)%	46	(71.7)%
EPS (INR)(not annualised)	0.81	0.74	9.5%	2.41	(66.4)%

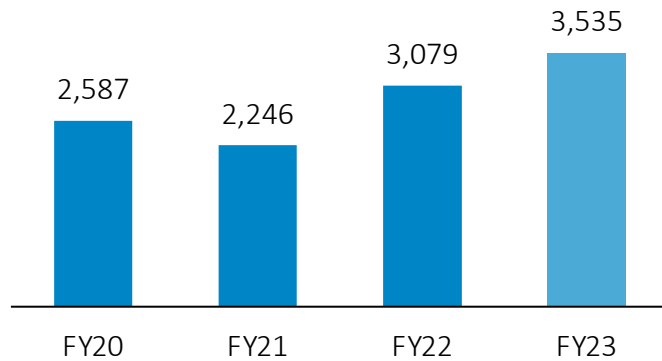
Particulars (INR Mn)	FY23	FY22	Y-o-Y
Revenue from Operations	3,535	3,079	14.8%
Total Expenses	3,337	2,815	18.5%
EBITDA	198	264	(25.0)%
EBITDA Margin (%)	5.60%	8.57%	(297) Bps
Other Income	15	12	25.0%
Depreciation	71	63	12.7%
Finance Cost	14	10	40.0%
Profit before exceptional items and tax	128	203	(36.9)%
Exceptional Items (Net)	0	5	NA
PBT	128	208	(38.5)%
Tax	33	57	(42.1)%
PAT	95	151	(37.1)%
PAT Margin (%)	2.69%	4.90%	(221) Bps
Other Comprehensive Income	(3)	(5)	40.0%
Total Comprehensive Income	92	146	(37.0)%
EPS (INR)	5.11	8.10	(36.9)%

Particulars (INR Mn)	FY20	FY21	FY22	FY23
Revenue from Operations	2,587	2,246	3,079	3,535
Total Expenses	2,478	2,160	2,815	3,337
EBITDA	109	86	264	198
EBITDA Margin (%)	4.21%	3.83%	8.57%	5.60%
Other Income	54	21	12	15
Depreciation	104	78	63	71
Finance Cost	24	19	10	14
Profit before exceptional items and tax	35	10	203	128
Exceptional Items (Net)	(35)	0	5	0
PBT	0	10	208	128
Tax	(4)	2	57	33
PAT	4	8	151	95
PAT Margin (%)	0.15%	0.36%	4.90%	2.69%
Other Comprehensive Income	(1)	4	(5)	(3)
Total Comprehensive Income	3	12	146	92
EPS (INR)(not annualised)	0.21	0.41	8.10	5.11

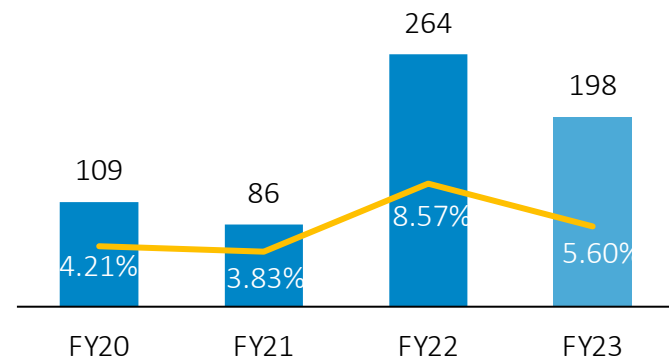
Equity and Liabilities (INR Mn)	FY21	FY22	FY23
Equity			
Share Capital	186	186	186
Other Equity	632	740	832
Total Equity	818	926	1,018
Non Current Liabilities			
Financial liabilities			
(i) Borrowings	0	0	62
(ii) Lease Liabilities	36	27	28
Provisions	13	16	11
Other non-current liabilities	1	2	2
Total 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

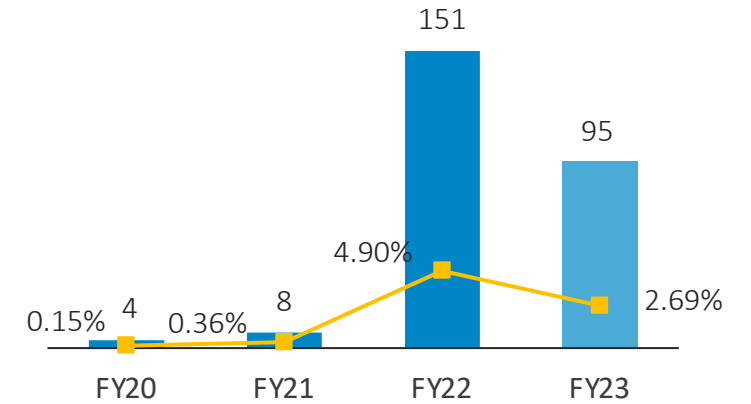
Operational Revenue (INR Mn)



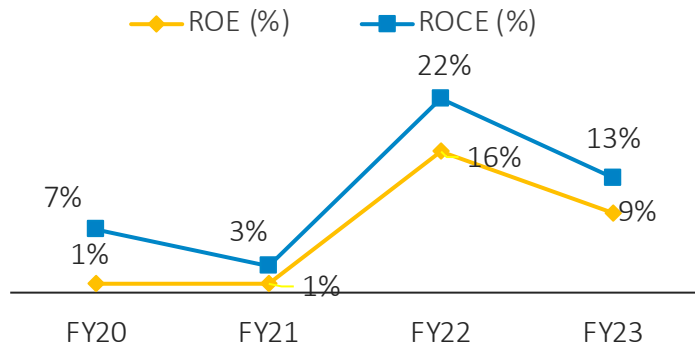
EBITDA (INR Mn) & EBITDA Margins (%)



PAT (INR Mn) & PAT Margins (%)



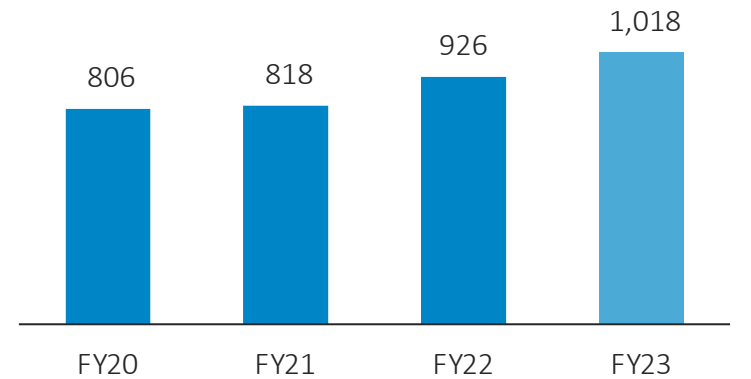
ROE AND ROCE (%)



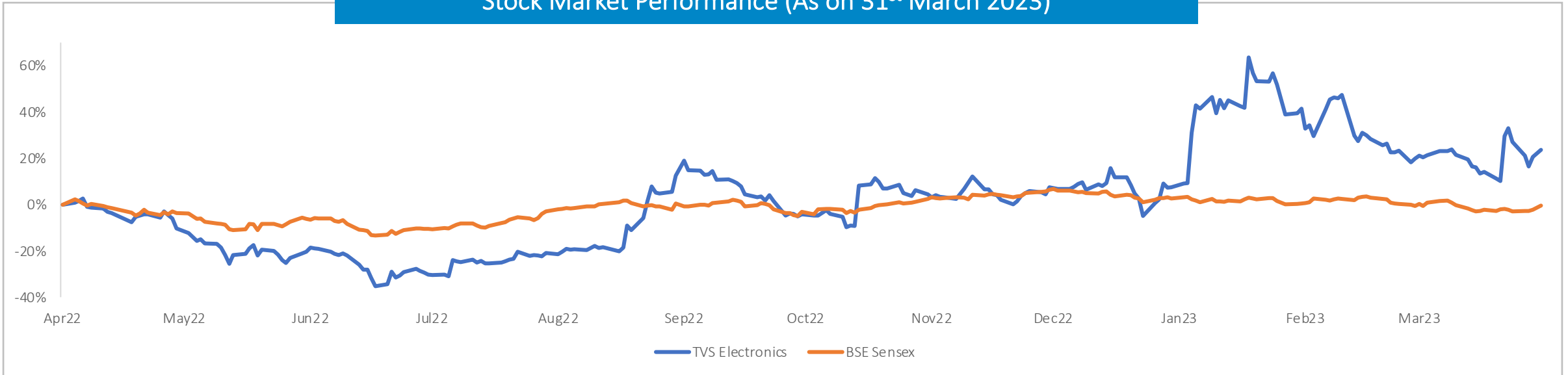
Net Debt to Equity (x)



Net Worth (INR Mn)



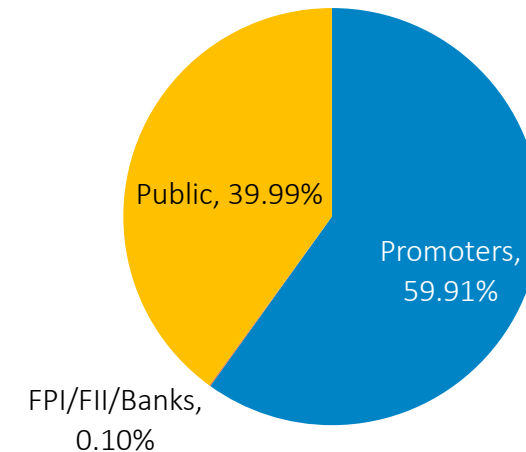
Stock Market Performance (As on 31st March 2023)



Price Data (As on 31st March, 2023)

	INR
Face Value	10.0
Market Price	332.05
52 Week H/L	448.0/166.5
Market Cap (Mn)	6,192.8
Equity Shares Outstanding (Mn)	18.6
1 Year Avg Trading Volume ('000)	303.37

Shareholding Pattern (As on 31st March, 2023)



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Thank You