

Press release

TVS SCS profit momentum continues; Q1 PAT at Rs. 7.5 Cr

~ PBT improves for the fourth consecutive quarter to Rs. 13.7 Cr on the back of double-digit revenue growth

~ Consolidated revenue grew by 10.9% (Y-o-Y)

~ ISCS segment revenue grew by 8.1% (Y-o-Y) and NS Segment revenue grew by 14.8% (Y-o-Y)

Chennai, 30th July 2024: TVS Supply Chain Solutions Limited (NSE: TVSSCS, BOM: 543965), a global supply chain solutions provider and one of the largest and fastest growing integrated supply chain solutions providers in India, today announced its consolidated unaudited financial results for the quarter ended 30th June 2024. The company continued its profit momentum and reported a net profit of Rs. 7.5 Cr in Q1 FY 25 as against a loss of Rs. 51.2 Cr in Q1 FY 24. Its consolidated revenue grew by 10.9% to Rs. 2,539.4 Cr as against Rs. 2,288.9 Cr in Q1 FY 24.

The summary of financial performance of the two operating segments viz., Integrated Supply Chain Solutions (“ISCS”) segment and Network Solutions (“NS”) segment are provided along with the summary of the consolidated financial performance.

Integrated Supply Chain Solutions (“ISCS”) Segment:

Integrated Supply Chain Solutions (“ISCS”) (Amount in INR Cr.)	FY25 Q1	FY24 Q4	FY24 Q1	Q-o-Q Growth Q1	Y-o-Y Growth Q1
ISCS - Segment Revenue	1,425.9	1,379.5	1,318.9	3.4%	8.1%
ISCS - Adjusted EBITDA	138.2	133.1	139.8	3.9%	(1.1%)
<i>ISCS - Adj. EBITDA margin %</i>	<i>9.7%</i>	<i>9.6%</i>	<i>10.6%</i>		

- ISCS segment posted a quarterly revenue of Rs. 1,425.9 Cr as against Rs. 1,318.9 Cr in the same quarter previous year, continued its growth trajectory with an 8.1% growth YoY. This growth was driven by a combination of new customer additions, encirclement (additional wallet share with existing customers) and through continued diversification of the customer base.

Network Solutions (“NS”) Segment:

Network Solutions (“NS”) (Amount In INR Cr.)	FY25 Q1	FY24 Q4	FY24 Q1	Q-o-Q Growth Q1	Y-o-Y Growth Q1
NS - Segment Revenue	1,113.5	1,046.8	970.0	6.4%	14.8%
NS - Adjusted EBITDA	49.8	47.0	45.1	5.9%	10.6%
<i>NS - Adj. EBITDA margin %</i>	<i>4.5%</i>	<i>4.5%</i>	<i>4.6%</i>		

NS segment reported a quarterly revenue of Rs. 1,113.5 Cr, as against Rs. 970.0 Cr in the same quarter previous year marking a 14.8% growth on Y-o-Y basis. The growth was driven by volume surge in the ocean freight business.

Summary of consolidated financial performance:

In INR Cr	Q1 FY25	Q4 FY24	Q1 FY24	QoQ Growth	YoY Growth
Revenue from operations	2,539.4	2,426.3	2,288.9	4.7%	10.9%
Adjusted EBITDA	184.5	174.5	186.3	5.7%	(1.0%)
Adj. EBITDA margin %	7.3%	7.2%	8.1%		
PBT before exceptional items	13.7	5.0	(10.7)		
PAT	7.5	5.4	(51.2)		

For Q1 FY 25, on a consolidated basis, the revenue stood at Rs. 2,539.4 Cr as against Rs. 2,288.9 Cr. in the same quarter last year reflecting 10.9% growth on Y-o-Y basis. Continued growth momentum in ISCS segment and improved macro-economic situation in NS segment helped achieve this topline growth.

Commenting on the Q1 FY25 performance, **Mr. Ravi Viswanathan, Managing Director**, said, "We had a strong first quarter, driven by topline growth in both our ISCS and NS segments. The ISCS segment continues to lead our performance supported by significant volume improvements in the NS segment. Our customers recognize our supply chain transformation capabilities, tech-led solutions and the ability to deploy AI-driven solutions resulting in our participation in more large deals."

He further added, "We see a significant growth opportunity in India following the recent budget announcement, which has provided a strong impetus for the manufacturing sector. This development is expected to open up more outsourcing opportunities for supply chain player like TVS SCS."

Commenting on the Q1 results, **Mr. Ravi Prakash Bhagavathula, Global CFO**, said, "Investments in process automation and productivity initiatives have driven improvement in operating margins. This combined with effective debt management has led to PBT improvements for the last four quarters. Our robust order pipeline combined with our focus on operational efficiencies give us the confidence in sustaining this growth momentum in the upcoming quarters."

During the quarter, the company made significant strides by securing key new business wins, including partnerships with global OEMs in the commercial vehicle sector in both India and Singapore. Among the notable achievements, the company received 'Partner Level Supplier' recognition from a U.S.-based global farm equipment manufacturer. Additionally, a strategic collaboration with a leading UK-based university was established to drive innovation in artificial intelligence. The company also demonstrated its operational prowess by successfully delivering 500,000 Completely Knocked Down (CKD) kits to a major Indian two-wheeler manufacturer.

About TVS Supply Chain Solutions

Promoted by the erstwhile TVS Group and now part of TVS Mobility Group, **TVS Supply Chain Solutions Limited** ("TVS SCS" or "Company") is an India-based multinational company, who pioneered the development of the supply chain solutions market in India. For the last two decades, TVS SCS has managed large and complex supply chains across multiple industries in India and select global markets through customized tech-enabled solutions. The Company's customers span across numerous industries such as automotive, industrial, consumer, tech and tech infra, rail and utilities, and healthcare.



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TVS SCS provides specialized solutions spanning the entire value chain from sourcing to consumption, to reduce complexity in its customers' supply chains by using technology, data analytics and execution experience. The company's digital platforms are largely cloud-based, powered by a micro service-based architecture and are highly scalable and reliable, thereby enabling it to implement solutions across multiple geographies in a relatively short time.

For more details, please visit <https://www.tvsscs.com/> LinkedIn: [TVS Supply Chain Solutions](#)

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