



May 27, 2024

To

BSE Limited
1st Floor, New Trading Ring,
Rotunda Bldg., P. J. Towers,
Dalal Street, Fort,
Mumbai 400 001
Scrip Code: **543965**

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai 400 051
NSE Symbol: **TVSSCS**

Dear Sir/Madam,

Sub: Investor presentation of earnings call with analysts/ investors

In compliance with Regulation 30 read with Para A of Part A of Schedule III and other applicable provisions of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our announcement dated May 21, 2024 on earnings conference to be held on May 28, 2024 we enclose herewith a copy of the investor presentation.

The intimation is simultaneously uploaded in the Company's website at <https://www.tvsscs.com/investor-relations/>

Kindly take the above information on records.

Thanking You,

Yours faithfully,

For **TVS SUPPLY CHAIN SOLUTIONS LIMITED**

PADOOR
DORASWAMI
KRISHNA
PRASAD

Digitally signed by
PADOOR DORASWAMI
KRISHNA PRASAD
Date: 2024.05.27
21:11:29 +05'30'

P D Krishna Prasad
Company Secretary

Encl: As above

TVS Supply Chain Solutions Limited

No 58, Eldams Road, Teynampet, Chennai - 600018, India. **Phone:** +91 - 44 - 6685 7777

Registered Office: No: 10, Jawahar Road, Chokkikulam, Madurai - 625002, India.

CIN: U63011TN2004PLC054655

BELIEVE IN THE POWER OF US



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TVS Supply Chain Solutions

Q4 FY24 Earnings Presentation

May 2024



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Forward-looking statements and financial projections include, among other things, statements about: our expectations regarding our transaction volumes, expenses, sales and operations; our future merchant and consumer concentration; our anticipated cash needs, our estimates regarding our capital requirements, our need for additional financing; our ability to anticipate the future needs of our merchants and consumers; our plans for future products and enhancements of existing products; our future growth strategy and growth rate; our future intellectual property; and our anticipated trends and challenges in the markets in which we operate. Forward-looking statements are not guarantees of future performance including those relating to general business plans and strategy, future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and no representation, warranty or undertaking, express or implied, is made or assurance given that such statements, views, projections or forecasts in the Presentation, if any, are correct or that any objectives specified herein will be achieved.

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Key Highlights

	Integrated Supply Chain Solutions (ISCS)	Network Solutions (NS)
Quarterly Performance	<p>ISCS continues to deliver strong growth in Revenue & Adj. EBITDA</p> <ul style="list-style-type: none"> ✓ Q4 revenue: Rs 1,380 Cr; grew 9.9% YoY and 8.4% QoQ ✓ Q4 Adj. EBITDA: Rs 133 Cr; grew 15.8% YoY and -0.5% QoQ. ✓ Adj. EBITDA Margins expanded by 40 bps YoY 	<p>NS segment grew both revenue and Adj. EBITDA QoQ</p> <ul style="list-style-type: none"> ✓ Q4 revenue: Rs 1,047 Cr; de-grew by 1.8% YoY & grew by 10.2% QoQ <ul style="list-style-type: none"> • GFS revenue grew 13.5% QoQ • IFM revenues have been steady: grew 12.2% YoY and 6.6% QoQ ✓ Q4 Adj. EBITDA grew sequentially and YoY. ✓ Adj. EBITDA Margins expanded 60 bps YoY
Yearly Performance	<p>ISCS delivered double digit growth in both Revenue and Adj EBITDA</p> <ul style="list-style-type: none"> ✓ FY24 revenue: Rs 5,240 Cr, grew 14.4% YoY ✓ FY24 Adj. EBITDA: Rs 536 Cr, grew 31.4% YoY ✓ Adj. EBITDA Margins expanded 130 bps YoY <p>Business drivers continue to be robust, supported by strong execution, customer addition & wallet share addition</p>	<ul style="list-style-type: none"> ✓ IFM revenues showed consistent growth, grew 7.1% YoY ✓ IFM Business turnaround and showing signs of positive recovery
FY 25 Outlook	<ul style="list-style-type: none"> ✓ ISCS momentum expected to continue in FY 25 supported by a healthy pipeline and continued focus on margin 	<ul style="list-style-type: none"> ✓ GFS freight rates have normalized and focus on FY 25 is improving profitability ✓ IFM business to achieve target run rate profitability by Q2 FY 25

ISCS business driving revenue and profit growth in FY 24 offsetting normalization of freight rates in GFS; will continue similar momentum in FY 25

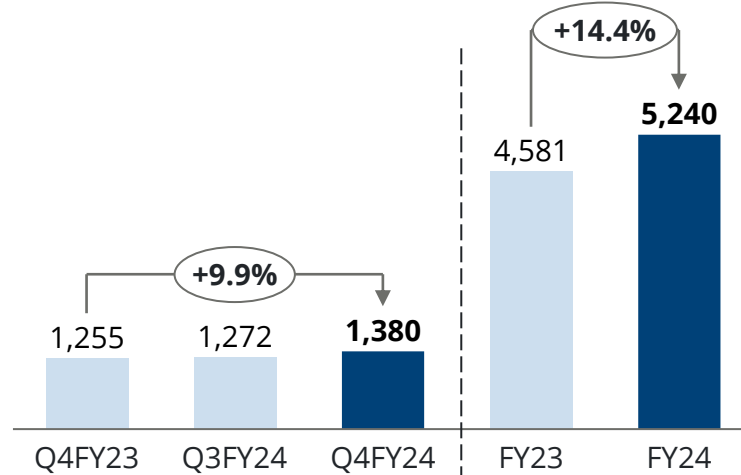
Q4 & FY24

Financial Performance

Segment wise Revenue : Q4 & FY24

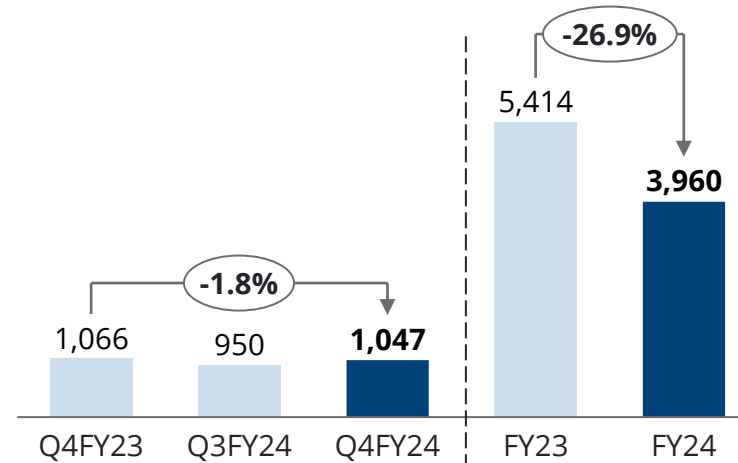
ISCS Segment (In INR Cr.)

Revenue



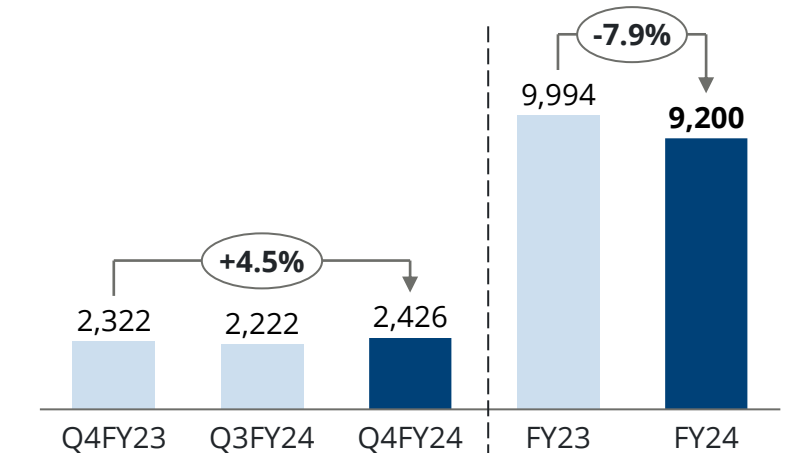
NS Segment (In INR Cr.)

+

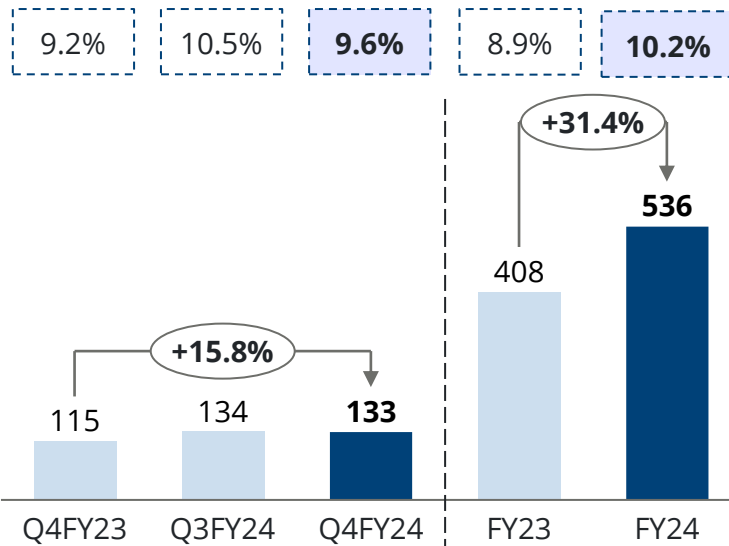


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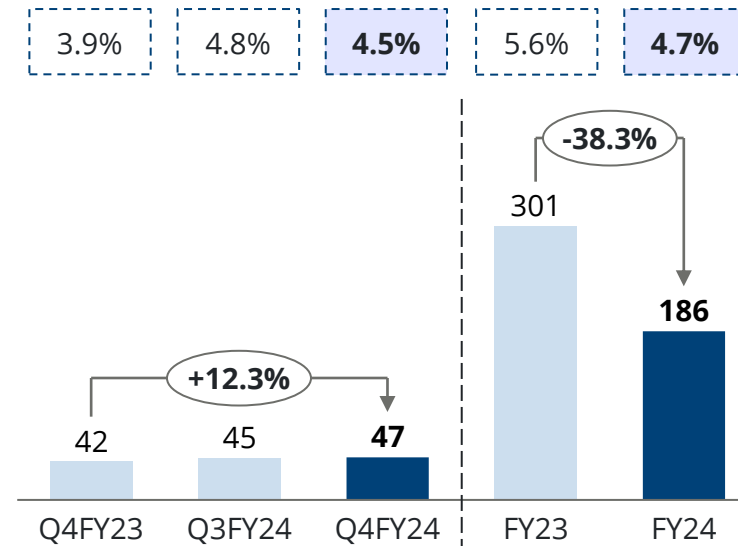
Total (In INR Cr.)



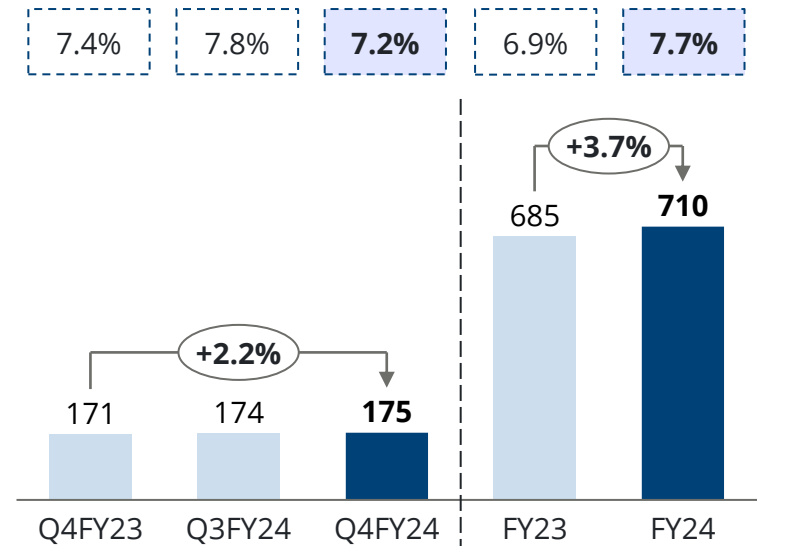
Adj. EBITDA & Margin



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EBIDTA Margins have **expanded by ~80 bps** on a Y-o-Y basis driving an increase of Rs. 25 Cr in absolute EBITDA, offsetting the impact of revenue decline in the GFS business

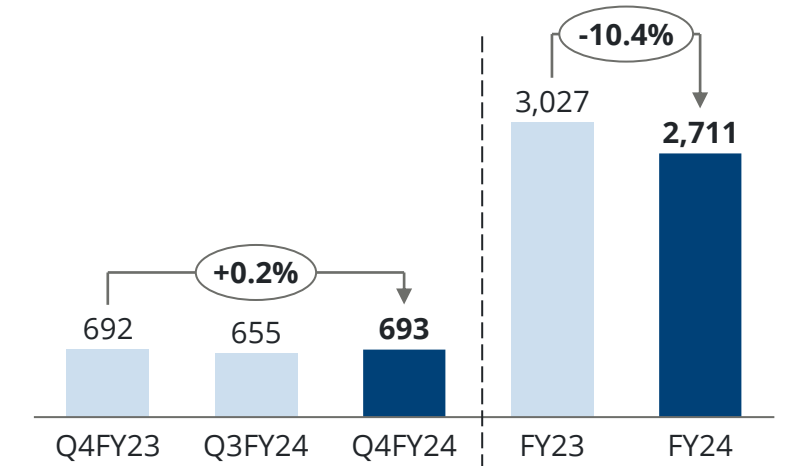
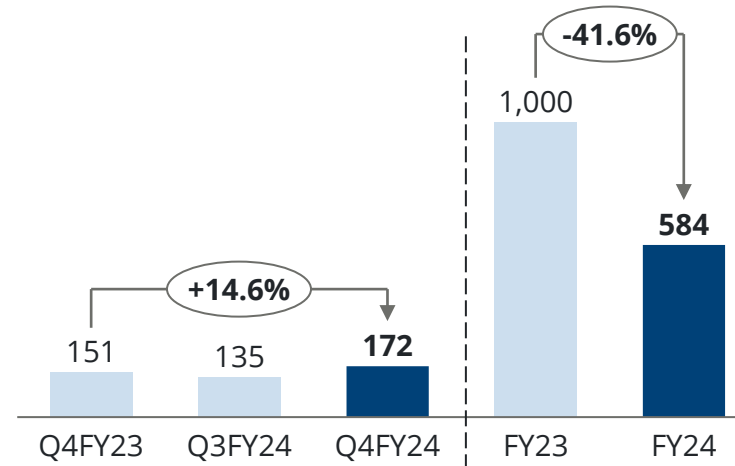
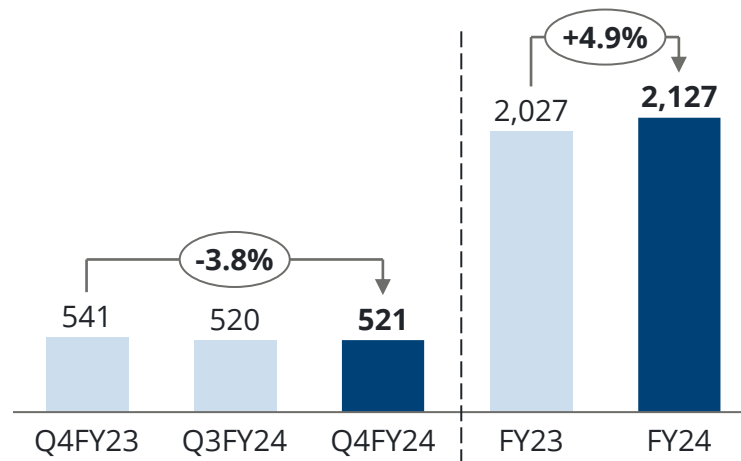
Geography wise Revenue : Q4 & FY24

ISCS Segment (In INR Cr.)

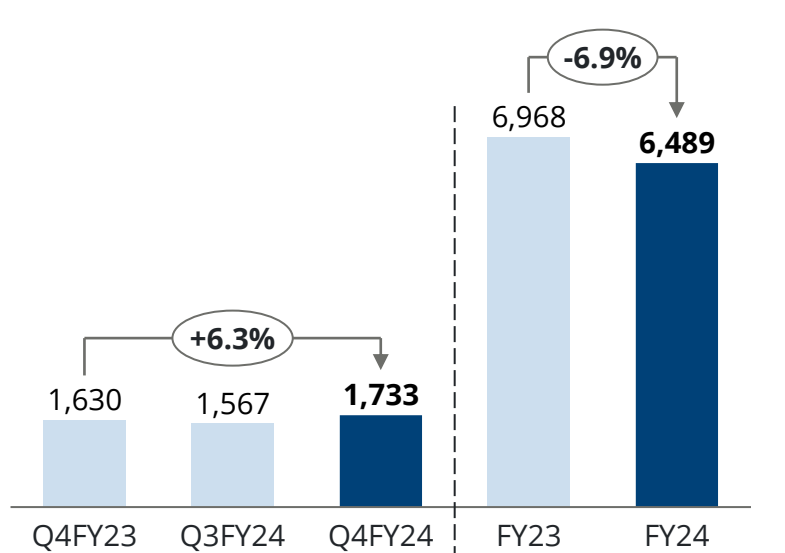
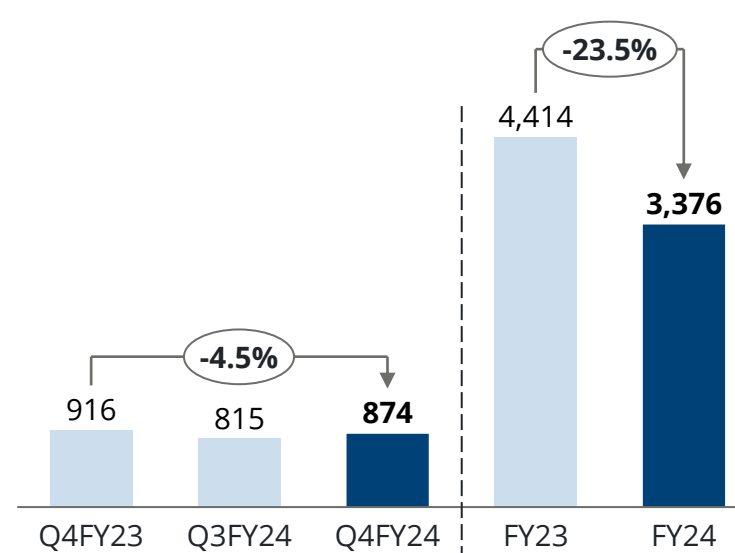
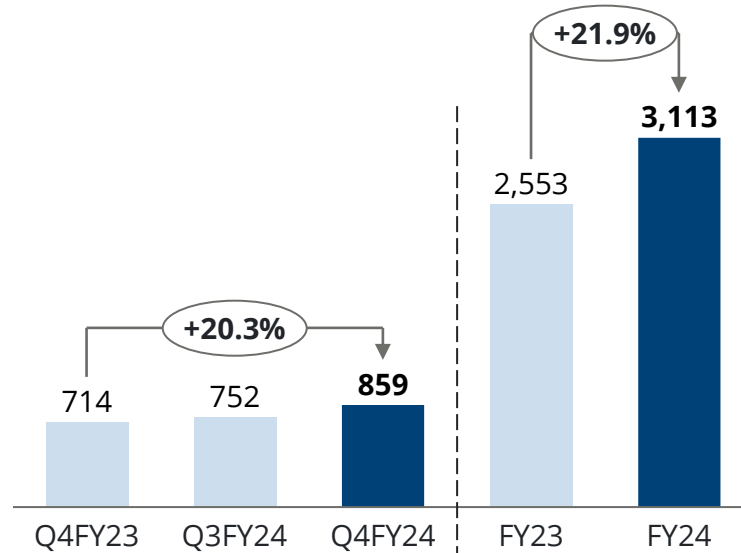
NS Segment (In INR Cr.)

Total (In INR Cr.)

India

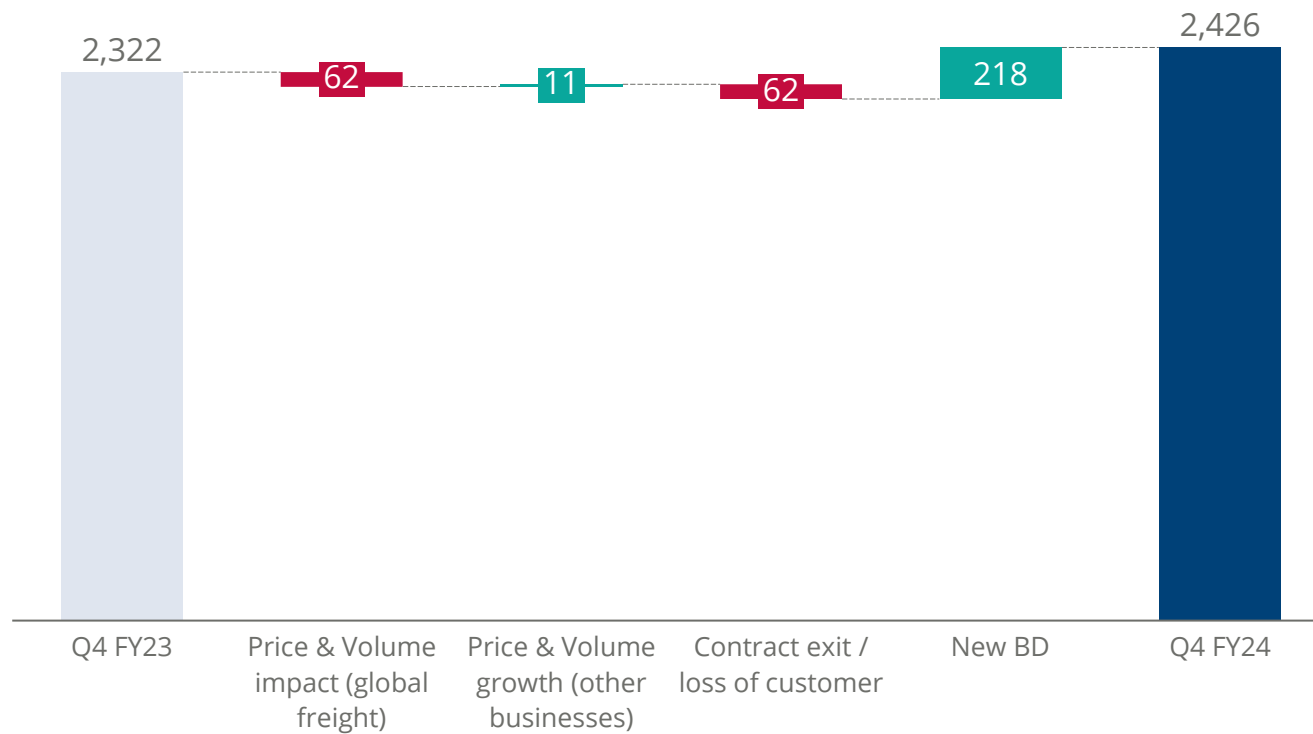


RoW



Strong new business delivery

Revenue bridge: Q4 FY23 to Q4 FY24 in INR Cr



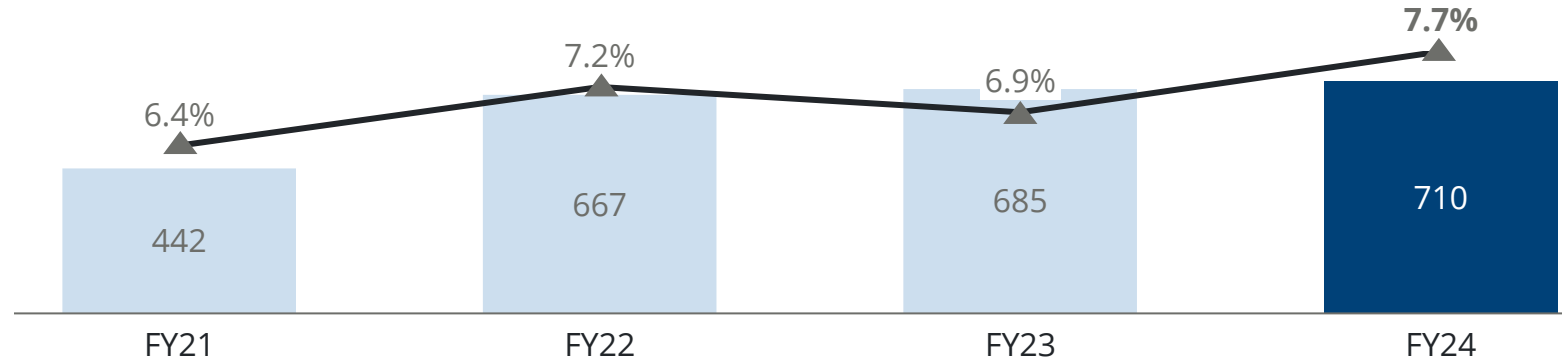
Revenue bridge: FY23 to FY24 in INR Cr



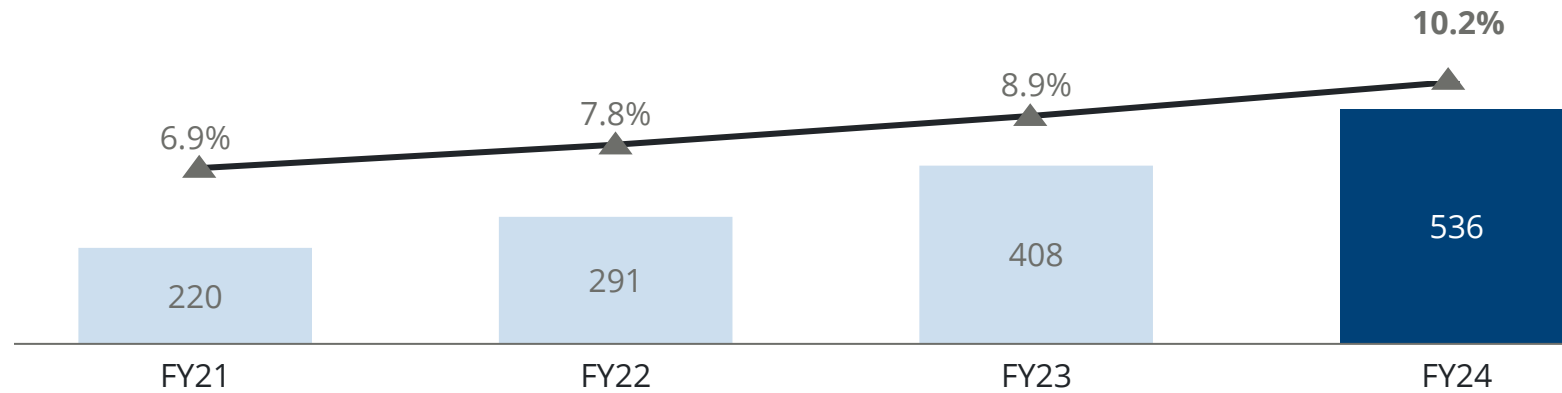
In FY24 and Q4 FY24, approximately **9.6%** and **9.0%** of our consolidated revenues are generated through new business development and expanding wallet share with existing customers

Positive Margin Trajectory

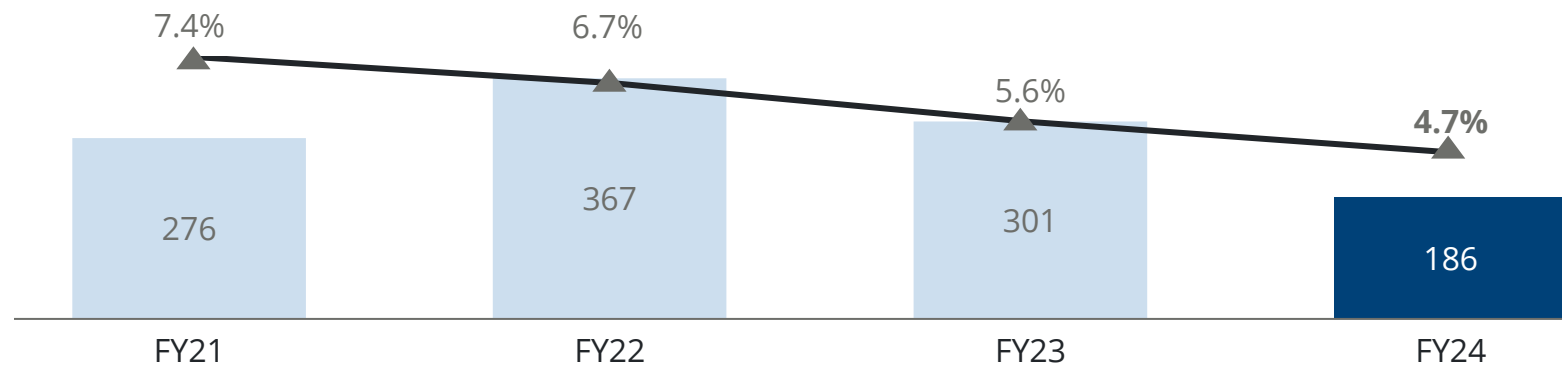
Consl. Adj. EBITDA



ISCS Adj. EBITDA



NS Adj. EBITDA



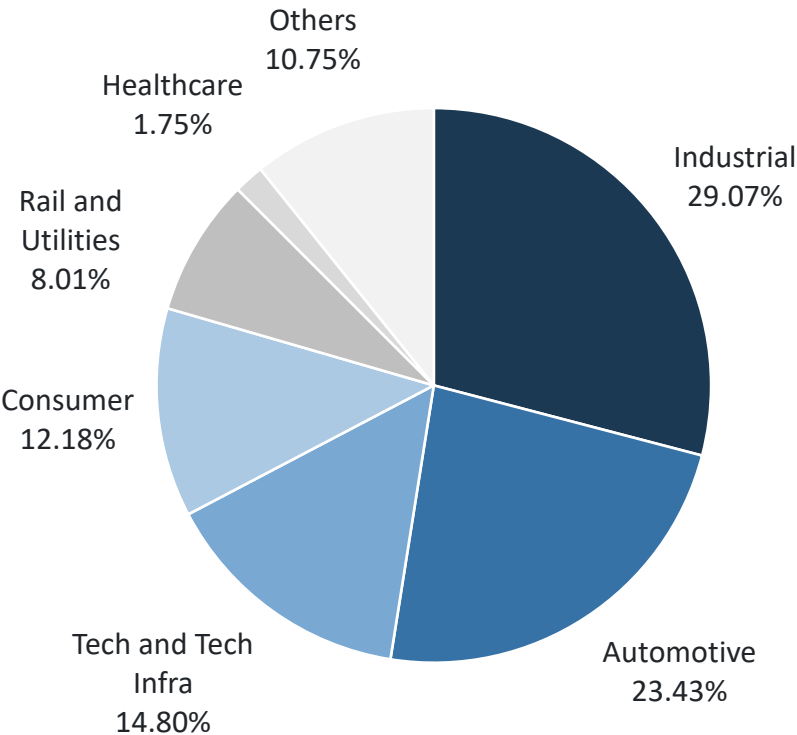
Levers of Margin Expansion

- ✓ Since FY21, our consolidated margin has expanded by **130 bps**, driven by the strong performance of the ISCS segment and ongoing initiatives to enhance the efficiency of the NS segment
- ✓ In the ISCS segment, we have successfully acquired new large customers across key geographies and increased wallet share from existing clients. Leveraging digital initiatives, we have achieved significant operational efficiencies
- ✓ In the NS segment, the performance of the GFS division has been impacted by normalizing freight rates and geopolitical tensions. To manage these challenges, we have taken strong cost control measures and driven procurement efficiencies. The positive impact of these initiatives is expected to become more pronounced in the coming quarters

Diverse customer base with long term relationships

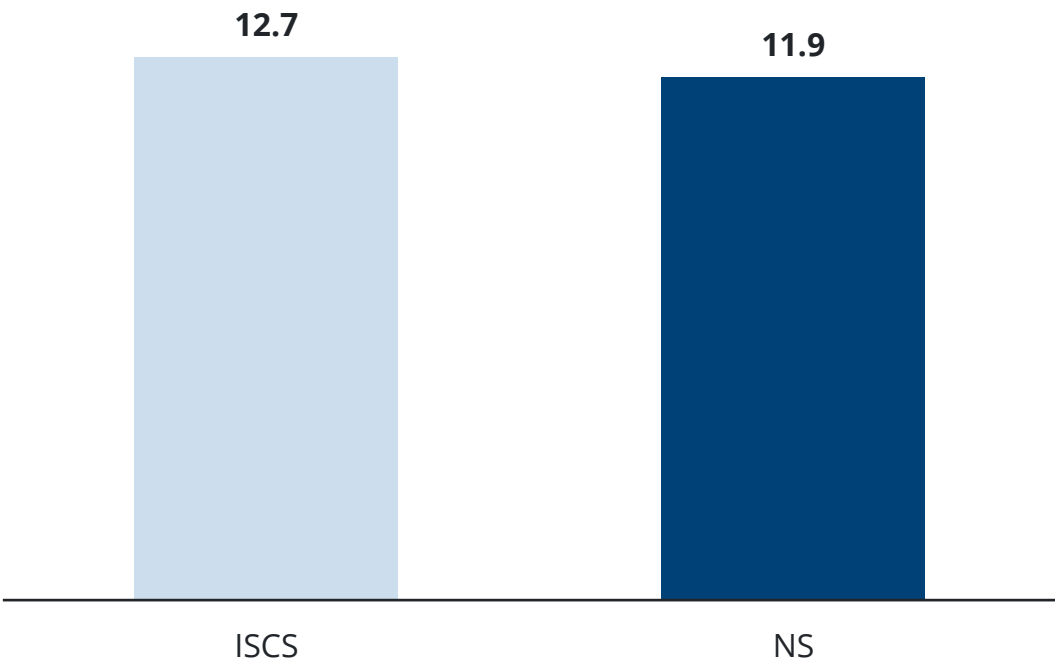
Diversified customer base

Consolidated Revenue by customer sector (FY24)



Long term customer relationships

Avg. length of relationships: of top 10 customers in FY24



No. of Fortune 500 customers

FY21

54

FY22

61

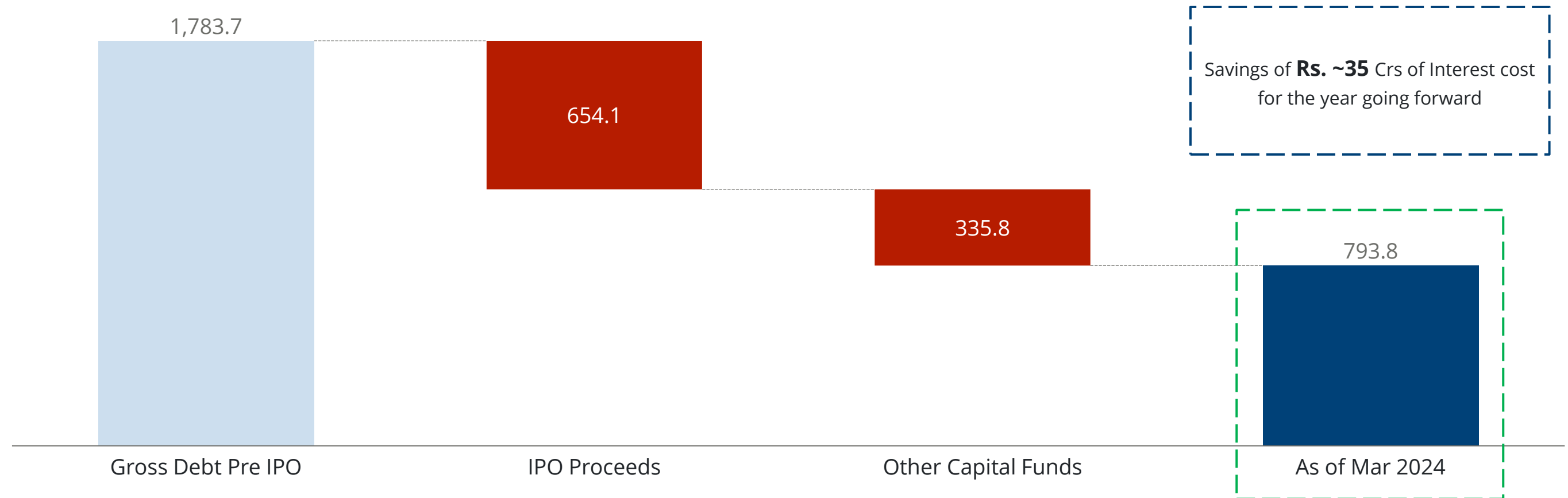
FY23

72

FY24

78

Strategic interventions: Repayment of borrowings



We have successfully **repaid all our term loans** using capital raised during the **IPO & internal accruals**.
Our **total gross borrowings** amount to **Rs 794 crores**, consisting of only **working capital loans**.

Business development efforts yielding consistent results

ISCS Segment

Diversified Equipment
Manufacturing Co
(India)

Commercial Vehicle
OEM
(India)

Engine / Generator
Manufacturer
(India)

Defence Contractor
(UK)

Water / Utilities
Company
(UK)

NS Segment

Tech / Solutions
Integrator
(UK)

Communication
Equipment
Manufacturer
(UK)

Engineering / Product
Manufacturer
(US)

Clothing & Apparel
Manufacturer
(Asia Pacific)

Auto Component /
Battery Manufacturer
(India)

Robust Pipeline

Integrated 3PL solution
for diversified electrical
equipment company

Contract logistics solution
for manufacturer of specialized
chemicals

**Multiple opportunities across
US, Europe**
for an agri-equipment company

Supply chain solution
for a UK based food & beverage
company

**Logistics operations centre &
materials management**
for an auto OEM

Air freight solution
for a global HVAC equipment
manufacturer

**Tech deployment &
maintenance**
for a global IT solutions
company

In plant warehousing solution
for a commercial vehicles OEM

Integrated solution
for an Indian auto component
manufacturer

Robust Order Pipeline of approx. **Rs. 4,000 Crores**



Our results highlight the consistent growth in the ISCS segment and resilience in the NS segment. During the year, we made considerable progress in our cross-selling efforts, increasing our wallet share with customers. We also expanded our footprint across customer segments, including with the Fortune 500. Our technology led solutions are differentiating us in the marketplace and we have embarked on deploying AI at scale in our customer engagements across the USA, Europe and India.

Looking ahead, we see growth opportunities across markets we are present in. We continue to strengthen our processes and technology in order to capitalize on these opportunities.

We are committed to delivering unparalleled value and innovation, as trusted long-term partners to our customers.

Q4FY24 Profit & Loss Statement

In INR Cr - Continuing operations	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from operations	2,426.3	2,321.6	4.5%	2,221.8	9.2%	9,200.0	9,994.4	-7.9%
Other Income	6.8	10.9		21.6		54.8	75.6	
Total Income	2,433.1	2,332.5	4.3%	2,243.4	8.5%	9,254.8	10,070.0	-8.1%
Total material related costs	467.4	410.3		411.5		1,661.3	1,383.4	
Freight, clearing, forwarding and handling charges	637.9	689.2		552.4		2,327.8	3,732.9	
Sub-contracting costs and Casual labour charges	364.1	375.2		330.9		1,451.5	1,430.6	
Total Variable Expenses	1,469.4	1,474.6		1,294.9		5,440.7	6,546.9	
Variable Margin	956.9	847.0	13.0%	927.0	3.2%	3,759.3	3,447.5	9.0%
Variable Margin (%)	39.4%	36.5%		41.7%		40.9%	34.5%	
Employee Cost	568.3	491.1		552.3		2,243.2	2,010.6	
Other Expenses	215.6	189.0		212.6		825.4	774.7	
Total Fixed Expense	783.8	680.1		764.9		3,068.6	2,785.3	
EBITDA	173.1	166.8	3.7%	162.1	6.8%	690.7	662.2	4.3%
EBITDA Margins (%)	7.1%	7.2%		7.3%		7.5%	6.6%	
ESOPS	0.0	-4.0		0.0		-3.3	-22.0	
Add : Loss on Forex Translations	-1.4	0.1		-11.5		-16.2	-1.0	
Adjusted EBITDA	174.5	170.8	2.2%	173.6	0.5%	710.2	685.1	3.7%
Adjusted EBITDA Margins (%)	7.2%	7.4%		7.8%		7.7%	6.9%	
Depreciation	138.5	133.8		139.7		556.7	501.5	
EBIT	34.6	33.1		22.4		133.9	160.6	
Finance Cost	38.2	51.9		44.0		202.7	185.1	
Share of Profit from TVSILP	1.9	1.4		0.6		4.3	4.8	
Profit before Exceptional Items & Tax	5.0	-6.5		0.6		-9.6	55.9	
Exceptional Items	0.0	-10.0		0.0		-26.4	-10.0	
Profit before Tax	5.0	-16.5	130.0%	0.6	756.2%	-36.1	45.9	-178.5%
Profit before Tax Margin (%)	0.2%	-0.7%		0.0%		-0.4%	0.5%	
Tax	-0.4	-7.1		-9.4		21.7	-1.7	
Profit After Tax	5.4	-9.4	157.5%	10.0	-45.8%	-57.7	47.7	-221.1%
PAT Margins (%)	0.2%	-0.4%		0.4%		-0.6%	0.5%	
PAT (before Exceptional items)	5.4	0.6		10.0		-31.1	57.7	

FY24 Proforma Profit & Loss Statement

In INR Cr - Continuing operations	FY24	Proforma FY24*	FY23
Revenue from operations	9,200.0	9,200.0	9,994.4
Other Income	54.8	54.8	75.6
Total Income	9,254.8	9,254.8	10,070.0
Total material related costs	1,661.3	1,661.3	1,383.4
Freight, clearing, forwarding and handling charges	2,327.8	2,327.8	3,732.9
Sub-contracting costs and Casual labour charges	1,451.5	1,451.5	1,430.6
Total Variable Expense	5,440.7	5,440.7	6,546.9
Variable Margin	3,759.3	3,759.3	3,447.5
Variable margin (%)	40.9%	40.9%	34.5%
Employee Cost	2,243.2	2,243.2	2,010.6
Other Expenses	825.4	825.4	774.7
Total Fixed Expense	3,068.6	3,068.6	2,785.3
EBITDA	690.7	690.7	662.2
EBITDA Margins (%)	7.5%	7.5%	6.6%
ESOPS	-3.3	-3.3	-22.0
Add : Loss on Forex Translations	-16.2	-16.2	-1.0
Adjusted EBITDA	710.2	710.2	685.1
Adjusted ETBIDA Margins (%)	7.7%	7.7%	6.9%
Depreciation	556.7	556.7	501.5
EBIT	133.9	133.9	160.6
Finance Cost	202.7	163.8	185.1
Share of Profit from TVSILP	4.3	4.3	4.8
Profit before Exceptional Items & Tax	-9.6	29.3	55.9
Exceptional Items	-26.4	-26.4	-10.0
Profit before Tax	-36.1	8.9	45.9
Profit before Tax Margin (%)	-0.4%	0.1%	0.5%
Tax	21.7	21.7	-1.7
Profit After Tax	-57.7	1.1	47.7
PAT Margins (%)	-0.6%	0.0%	0.5%
PAT (before Exceptional items)	-31.1	27.4	57.7

Savings in Interest cost
~Rs. 35 Crs+

Balance Sheet

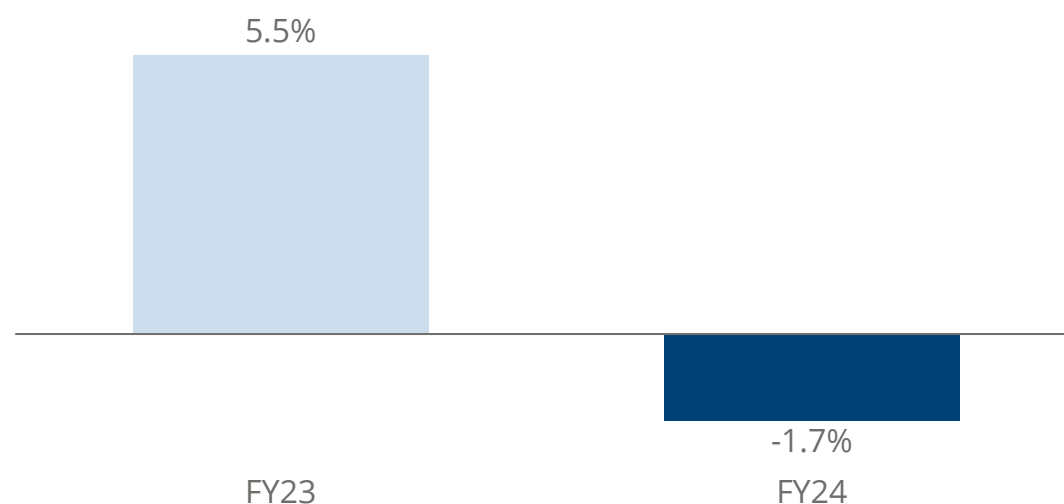
Assets (in ₹ Cr)	Mar-24	Mar-23
Non - Current Assets		
Property Plant & Equipment	338.0	325.6
Right of Use Assets	1,185.8	1,113.6
Goodwill ¹	588.5	608.4
Other Intangible Assets	246.5	269.8
Other Non -Current Assets (Net)	351.5	439.3
Total Non-Current Assets	2,710.3	2,756.7
Current Assets		
Inventories	386.6	345.1
Financial Assets		
(i) Trade receivables ²	1,403.2	1,228.2
(ii) Cash and cash equivalents ³	509.4	1,085.8
(iii) Bank balances other than cash and cash equivalents	87.5	86.3
Other Current Assets	732.5	708.8
Total Current Assets	3,119.1	3,454.2
Total Assets	5,829.4	6,210.9

Equity & Liabilities (in ₹ Cr)	Mar-24	Mar-23
Equity		
Share Capital	44.1	36.4
Reserves & Surplus	1,771.0	687.1
Equity attributable to owners of the Company	1,815.0	723.6
Non-Controlling Interests	29.7	36.5
Total Equity	1,844.7	760.0
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	2.8	498.6
(ii) Lease Liability	981.3	924.3
(iii) Other Financial Liabilities	2.9	79.9
Provisions	56.4	52.9
Deferred Tax Liabilities	58.7	93.5
Other non current liabilities	10.6	1.1
Total Non-Current Liabilities	1,112.7	1,650.2
Current Liabilities		
Financial Liabilities		
(i) Borrowings	791.2	1,491.0
(ii) Lease Liability	423.8	410.0
(ii) Trade Payables	1,368.2	1,427.3
(iii) Other Financial Liabilities	91.7	262.1
Other Current Liabilities	151.7	151.6
Current tax liabilities (net)	18.4	28.3
Provisions	26.9	30.3
Total Current Liabilities	2,871.9	3,800.7
Total Equity & Liabilities	5,829.4	6,210.9

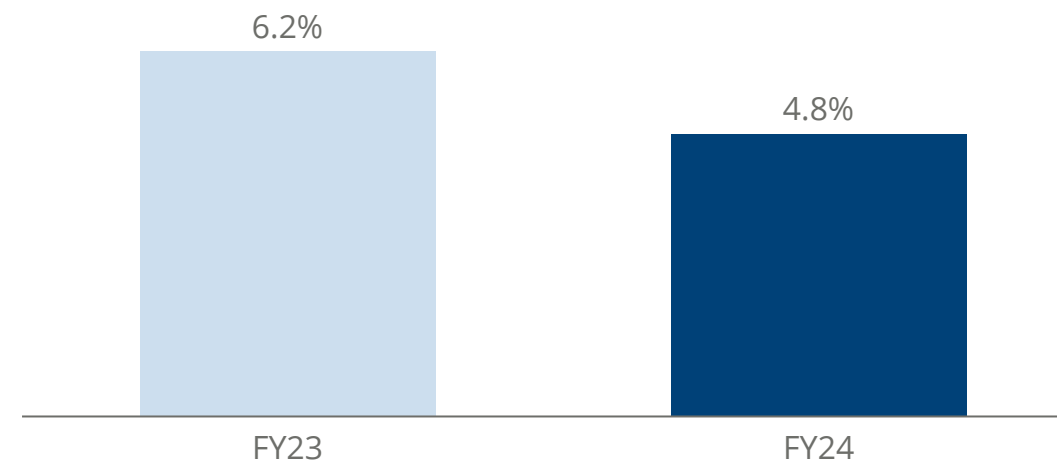
1. Circle goodwill is impaired fully – GBP 2.1 Mn
2. Receivables increased as we pulled back on expensive factoring
3. FY 23 cash balance inflated due to CCPS contributions (pre IPO round)

Consolidated Key Ratios

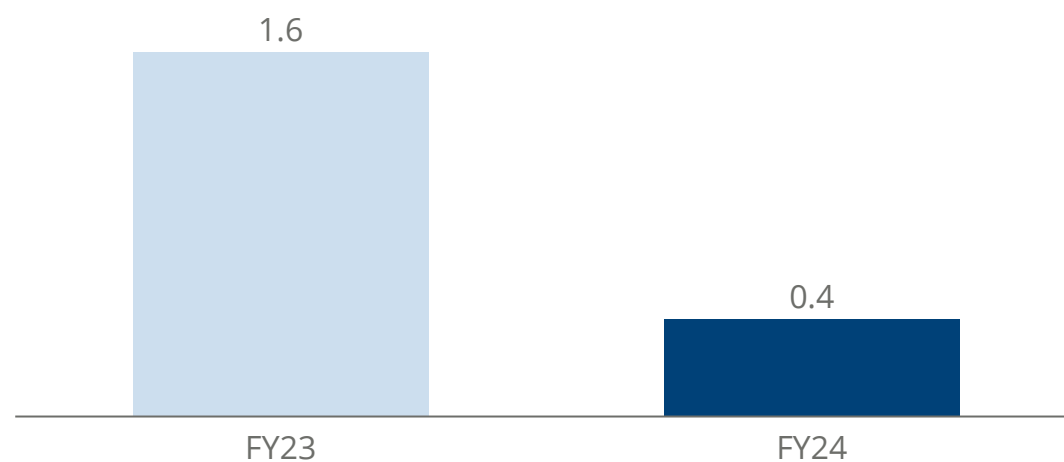
ROE (%)¹



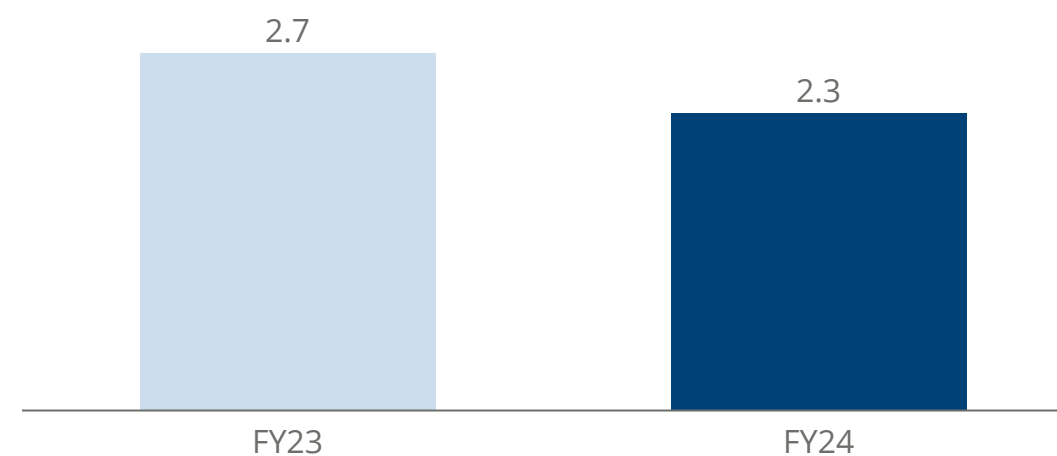
ROCE (%)¹



Debt to Equity (x)²



Net Debt to Adj. EBITDA³ (x)

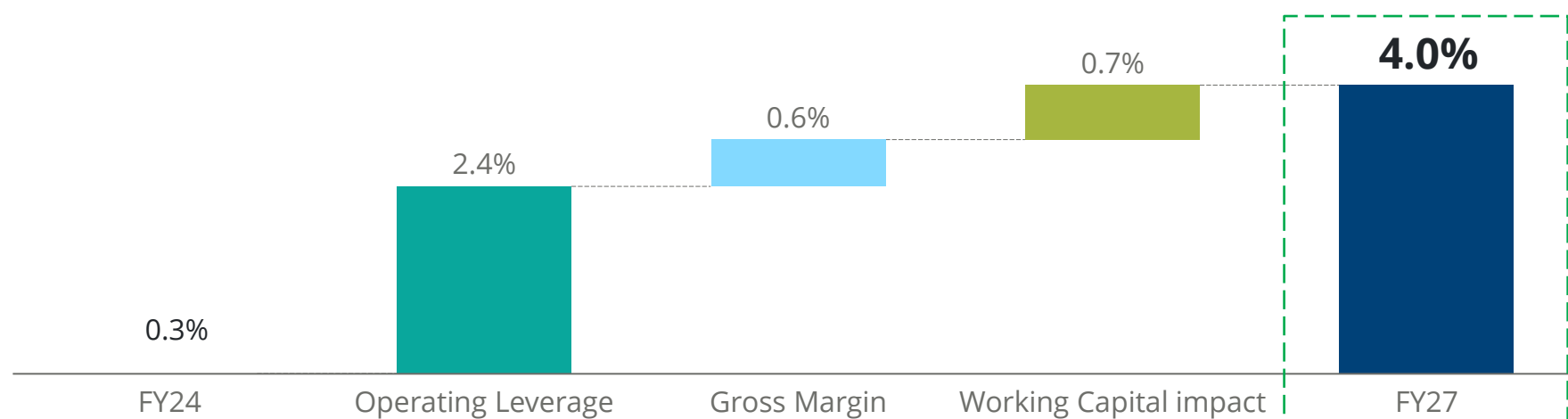


1 - ROE/ROCE is computed based on Profit before exceptional items. 2 - FY23 Borrowings is excluding CCPS. CCPS is included in equity for Debt/Equity computation.

3 - Net Debt to Adj. EBITDA including lease liabilities.

Our Medium-Term Outlook

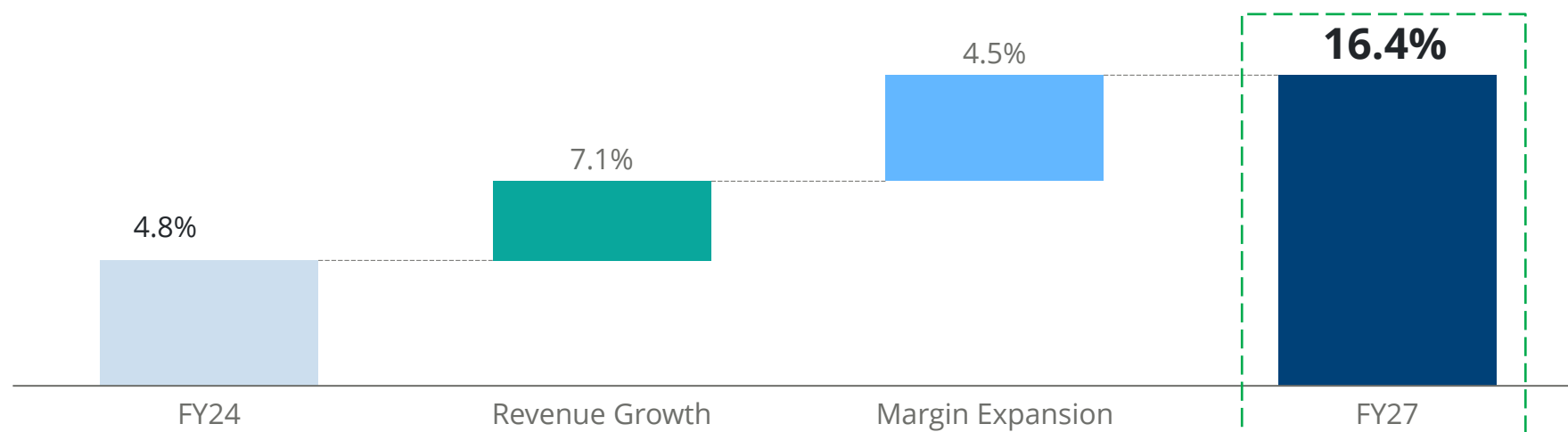
Profit Before Tax Margin (%)



Industry Best-in-Class*

PBT Margin:
8 - 11%

ROCE Profile (%)

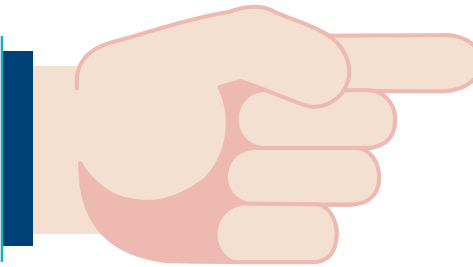


RoCE Profile:
> 20%

Region wise segmental Overview

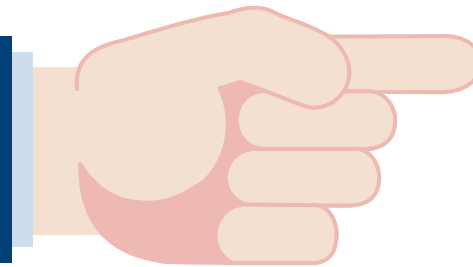
Outperforming the GDP growth Regionally

De-coupled to GDP
growth



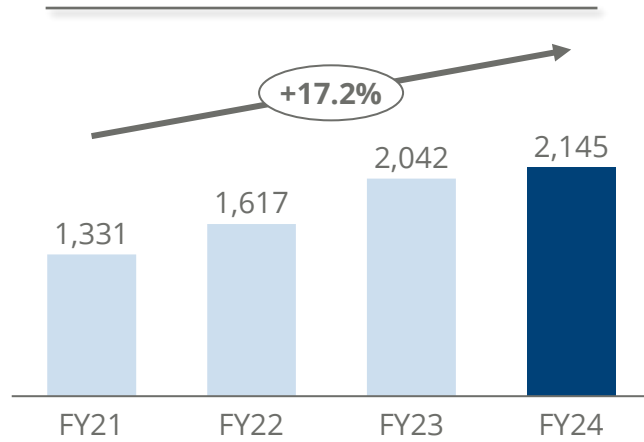
Our ISCS business has outperformed the GDP growth in the market we operate and has **grown at a CAGR of 17.8%** between FY21 & FY24

Continued Revenue
Momentum

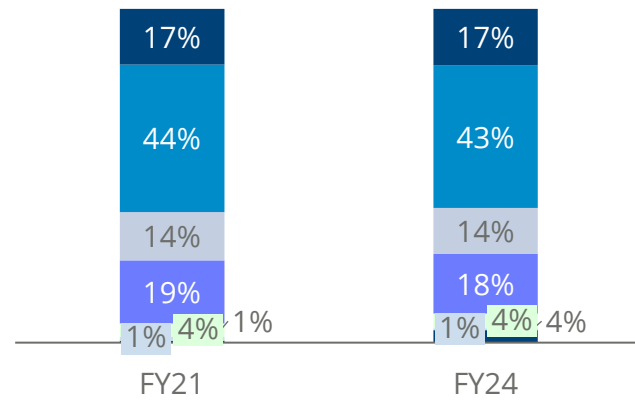


ISCS Consolidated

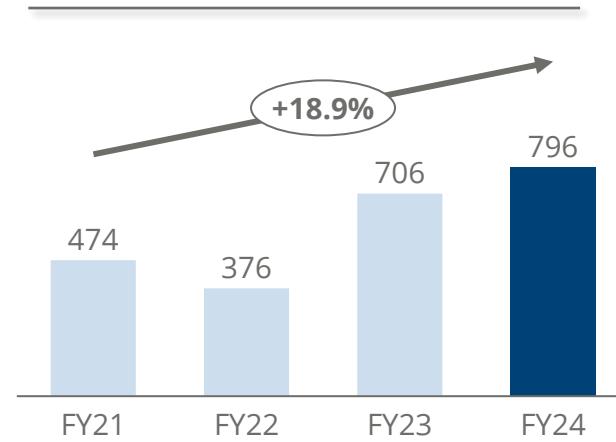
ISCS India Revenue



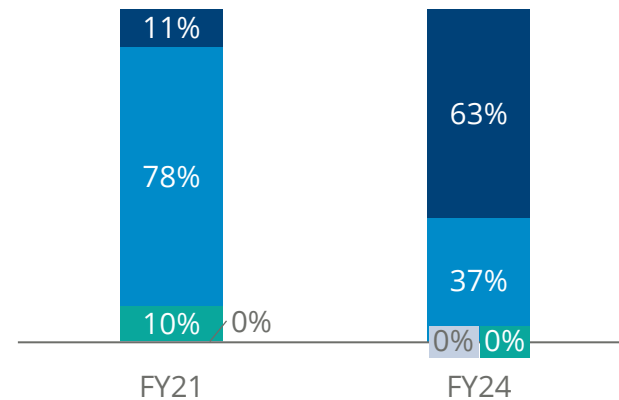
Industry Wise Breakup



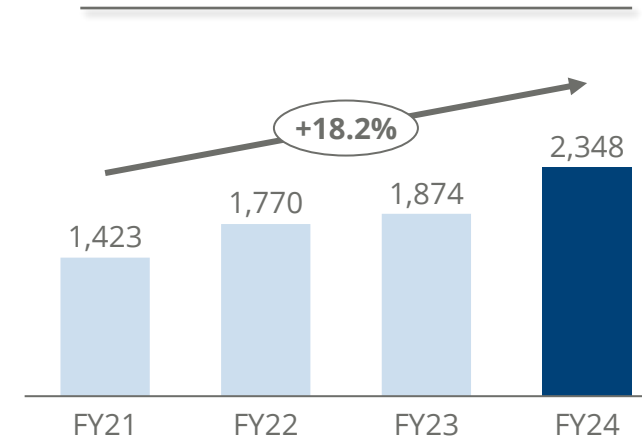
ISCS NA Revenue



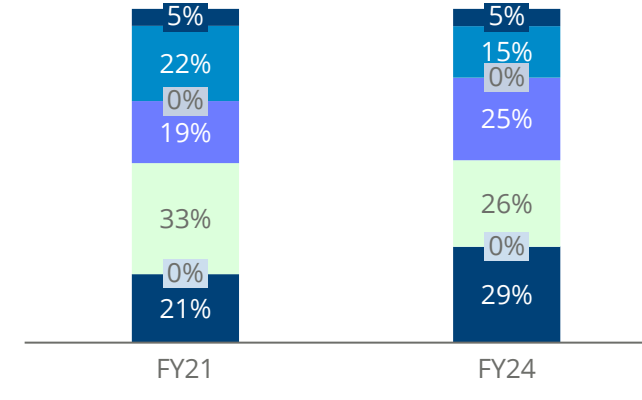
Industry Wise Breakup



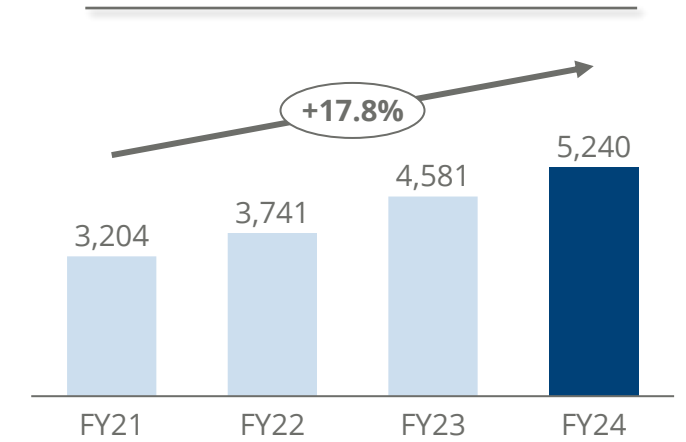
ISCS UK Revenue



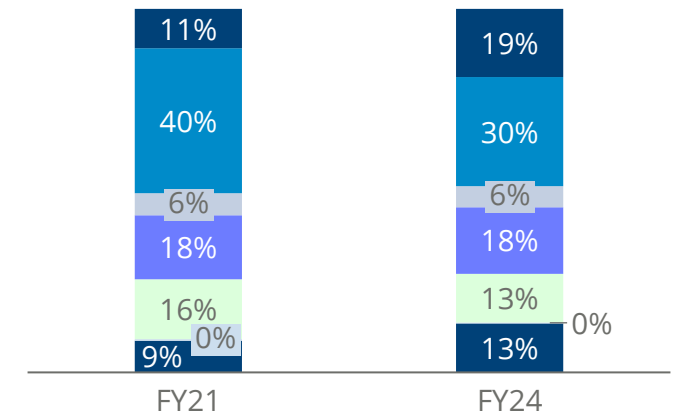
Industry Wise Breakup



Consolidated ISCS Revenue



Consolidated Industry Wise Breakup



Industrial Automotive Tech and Tech Infra
 Consumer Rail and Utilities Healthcare
 Others

Encirclement

Industrial Automotive Consumer
 Others

Diversification

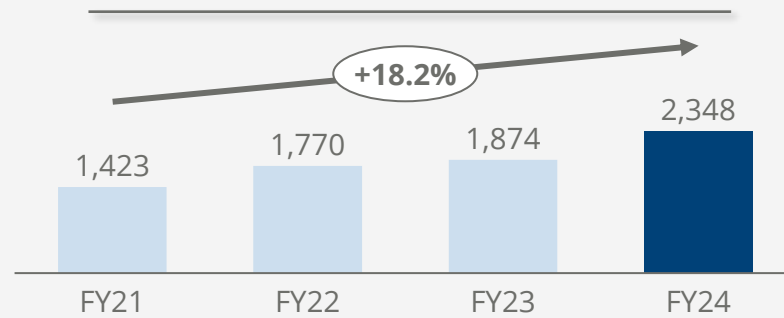
Industrial Automotive Tech and Tech Infra
 Consumer Rail and Utilities Healthcare
 Others

Industrial Automotive Tech and Tech Infra
 Consumer Rail and Utilities Healthcare
 Others

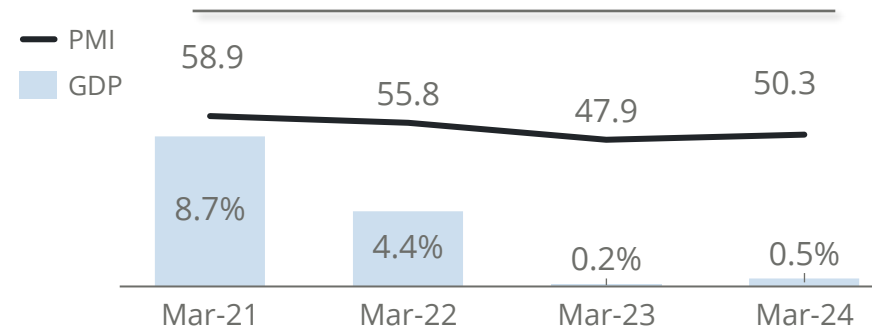
EBIT Margin Improvement

ISCS – UK Business

ISCS UK Revenue



UK GDP & Manufacturing Growth

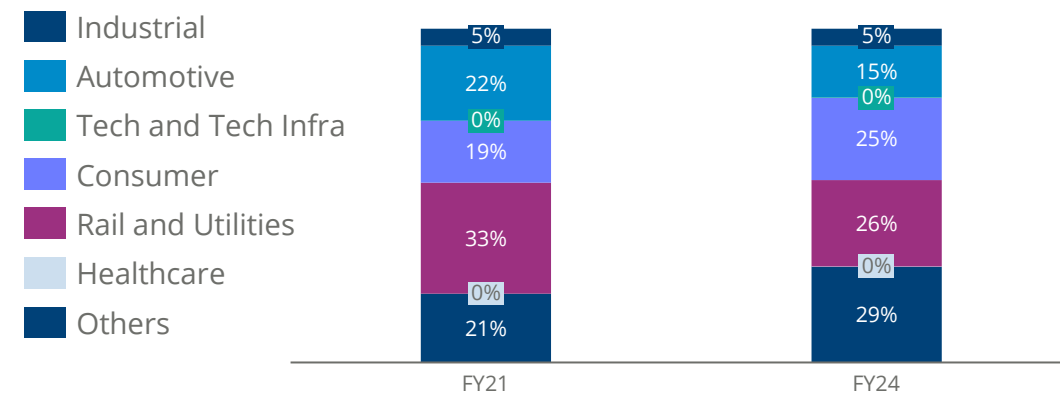


ISCS UK business grew by

18.2% CAGR

over the last 4 years, outperforming the UK GDP growth

De-Risking with Diversification



Key KPI

Average length of contracts*

6.2 Years in FY24

Addition of new contracts & wallet share addition has enhanced the avg. revenue per contract by **~17% CAGR** in FY24 over FY21

Outlook

We have been able to offer differentiated solutions to our customers, thereby enhancing our wallet share & securing new contracts. Momentum to continue in FY 25.

Growth Levers

Encirclement

New contracts from Existing Customer & adding incremental wallet share

Diversification

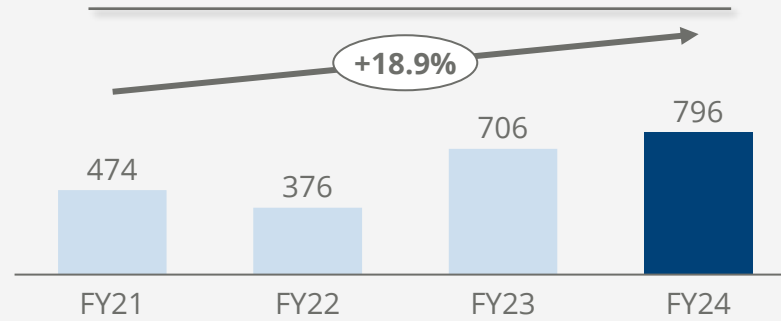
Addition of new customers across industries and adding multiple contracts across service lines

EBIT Margin Improvement

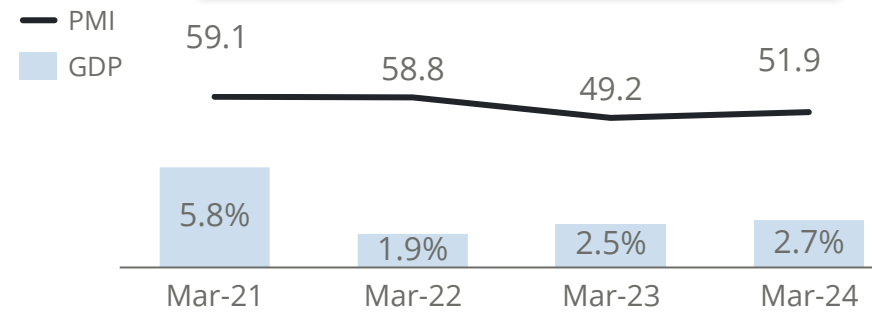
Contract level margin management coupled Operating leverage in line with medium term goals

ISCS – North America Business

ISCS North America Revenue

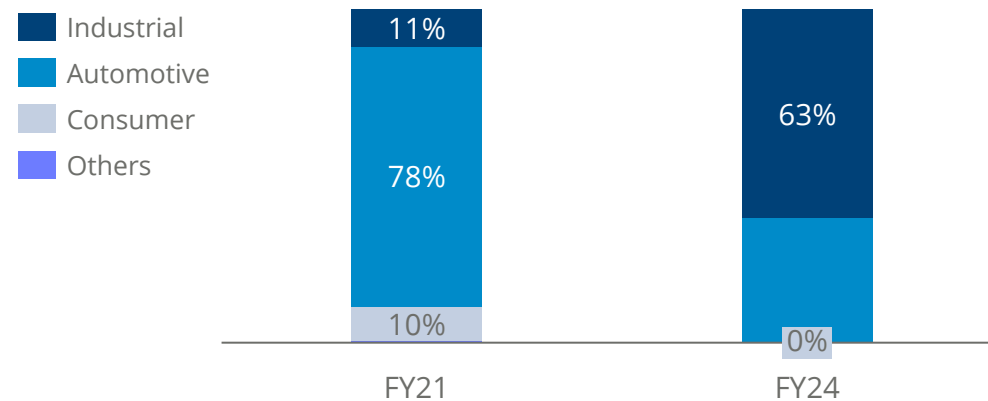


US GDP & Manufacturing Growth



ISCS North America business grew by
18.9% CAGR
 over the last 4 years, outperforming
 the US GDP growth

De-Risking with Diversification



Key KPI

Average length of contracts*
4.4 Years in FY24

Addition of new contracts & wallet share addition has enhanced the avg. revenue per contract by **~13% CAGR** in FY24 over FY21

Outlook

We have seen a steady recovery and growth in our NA business over past three years. Momentum will continue in FY 25.

Growth Levers

Encirclement

New contracts from Existing Customer & adding incremental wallet share

Diversification

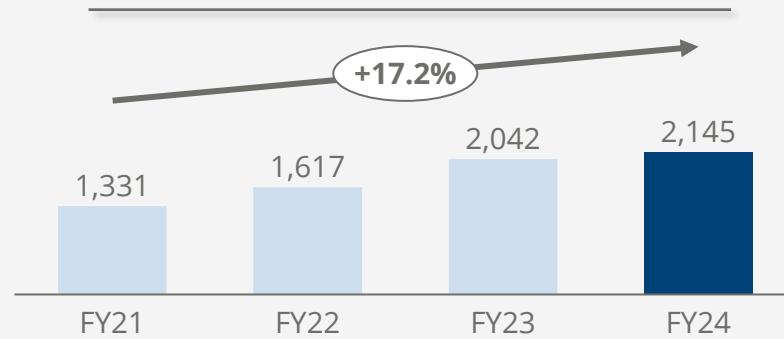
Addition of new customers across industries and adding multiple contracts across service lines

EBIT Margin Improvement

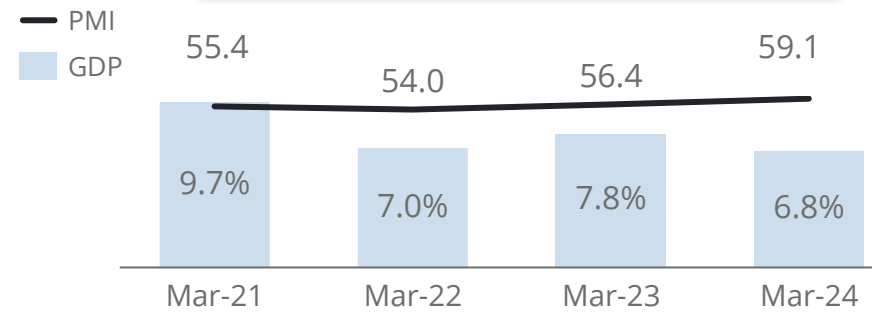
Contract level margin management coupled Operating leverage in line with medium term goals

ISCS – India Business

ISCS India Revenue



India GDP & Manufacturing Growth

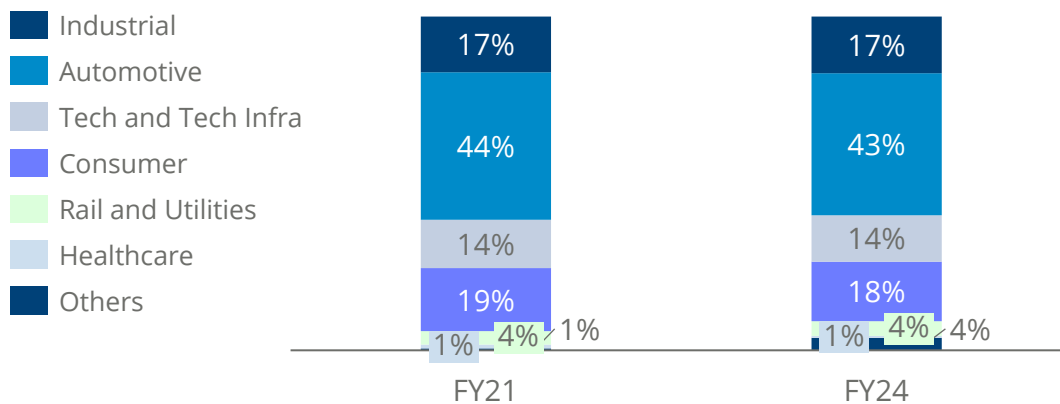


ISCS India business grew by

17.3% CAGR

over the last 4 years, outperforming the India GDP growth

De-Risking with Diversification



Key KPI

Average length of contracts*

5.9 Years in FY24

Addition of new contracts & wallet share addition has enhanced the avg. revenue per contract by **~14% CAGR** in FY24 over FY21

Outlook

Growth being driven by TVS SCS **diversified portfolio, differentiated solutions supported by** strong economic indicators in both manufacturing and private consumption

Growth Levers

Encirclement

New contracts from Existing Customer & adding incremental wallet share

Diversification

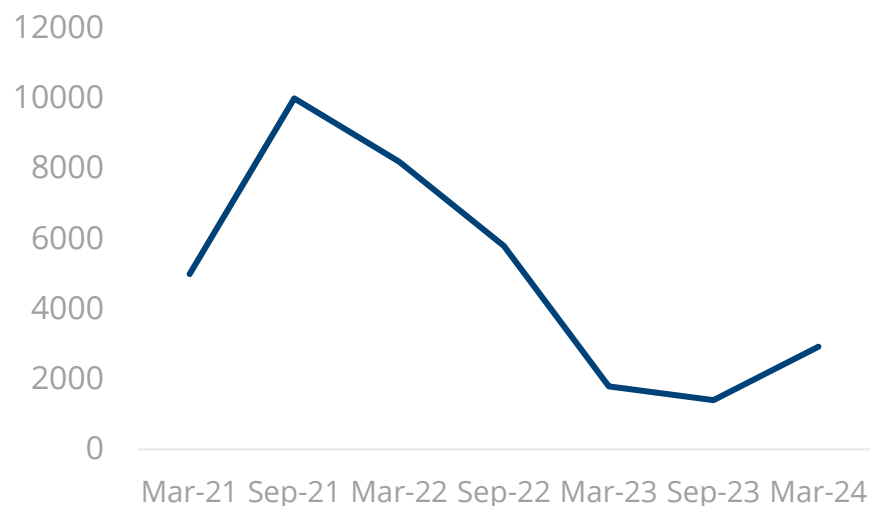
Addition of new customers across industries and adding multiple contracts across service lines

EBIT Margin Improvement

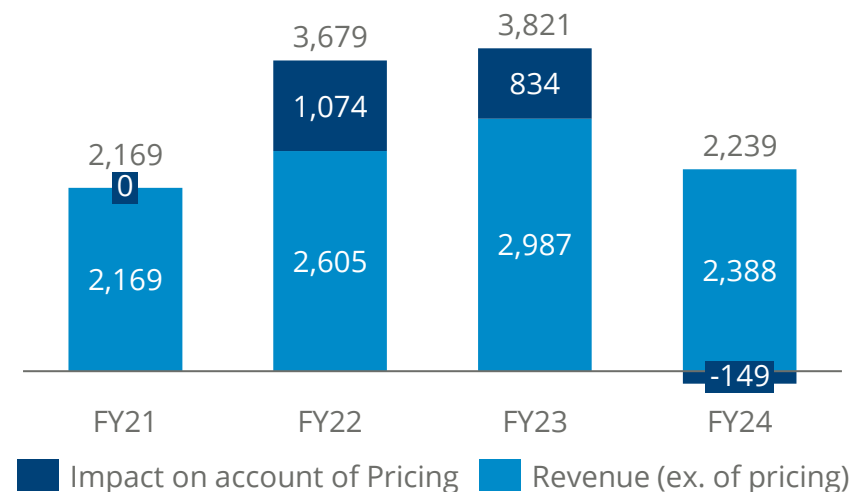
Contract level margin management coupled Operating leverage in line with medium term goals

GFS Performance

World Container Index (\$ per 40ft. Container)



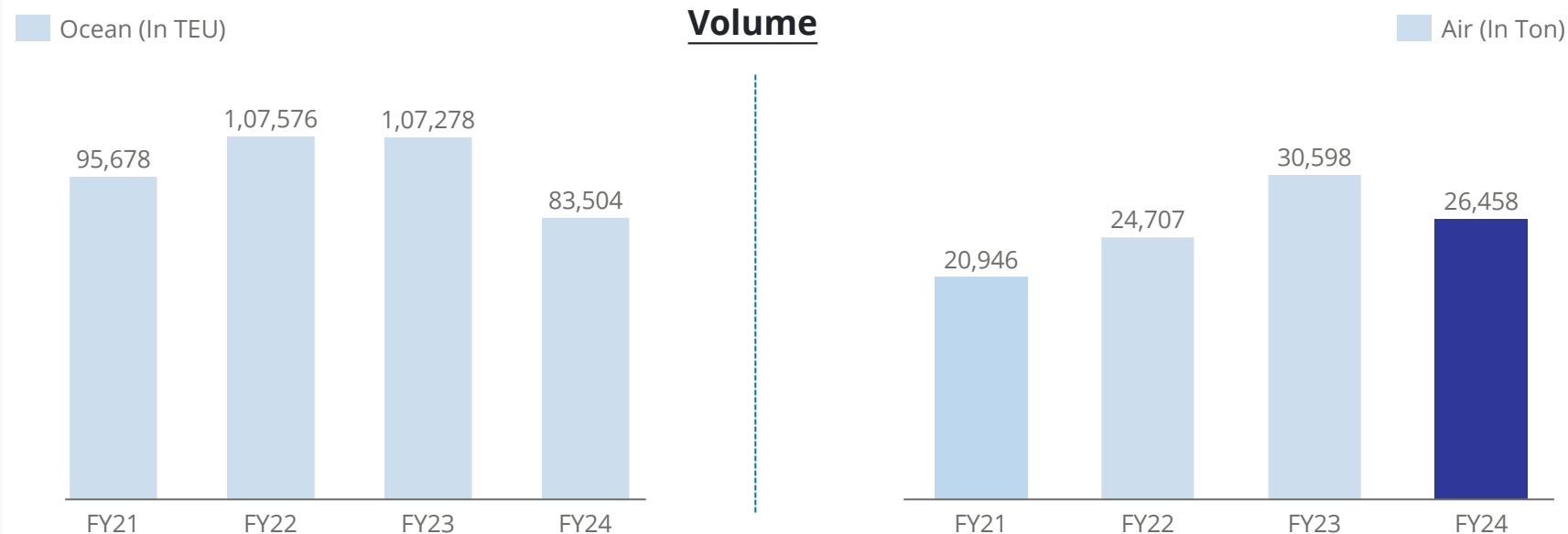
Revenue from Operations with Impact due to Pricing



Impact for FY24

FY24 revenues & volumes had been impacted on account of various global macro economic uncertainties

Volume

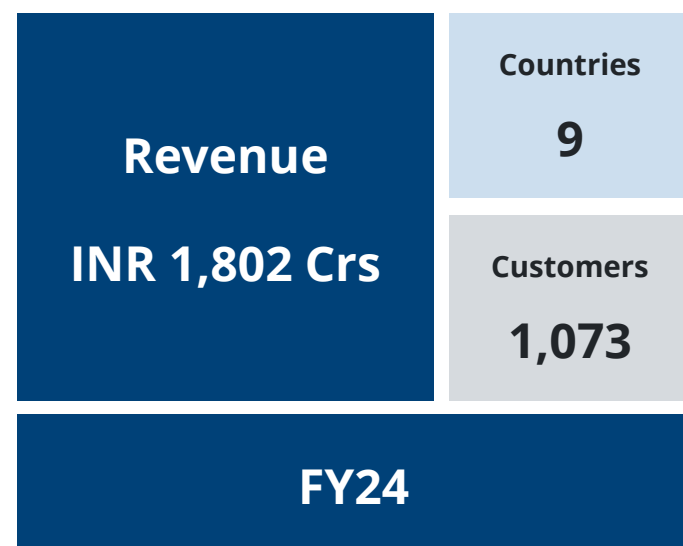


Outlook

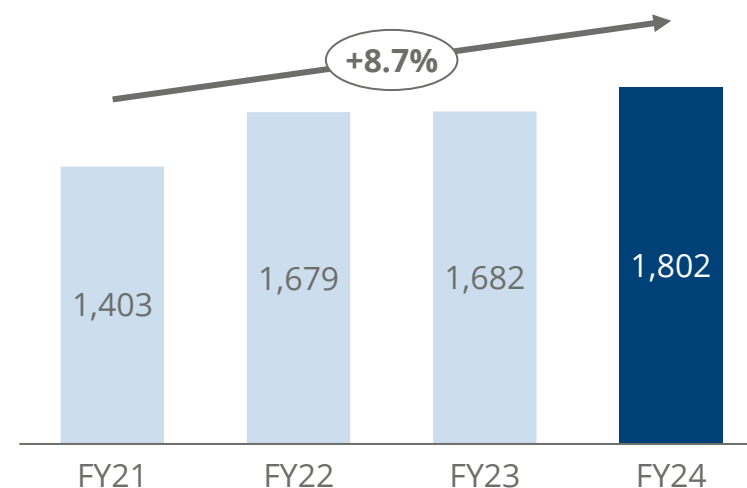
Key Initiatives to drive future growth

- Building on existing customer / trade lanes Increased **presence across new geographies** like US,
- Digital transformation to focus on enhancing the customer experience and optimizing operating costs

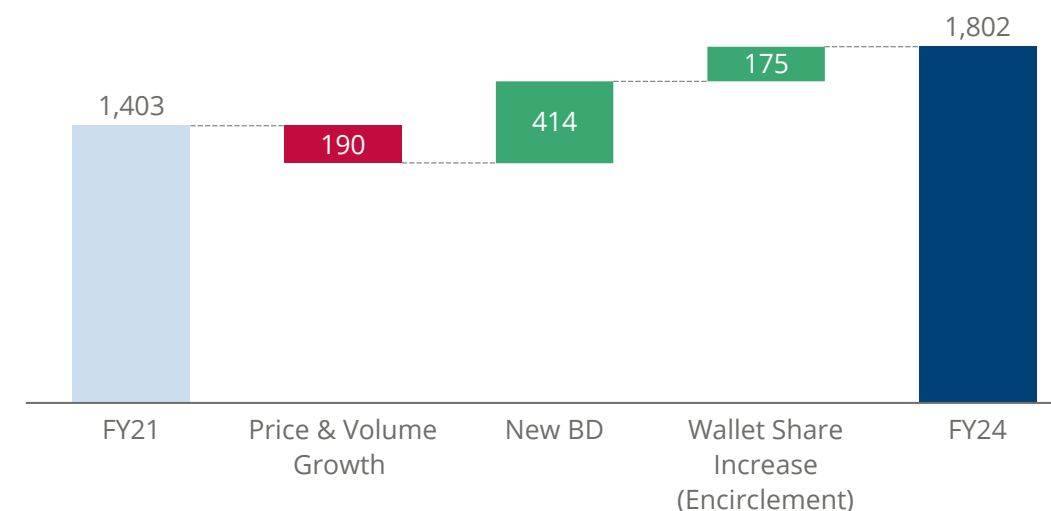
IFM Performance



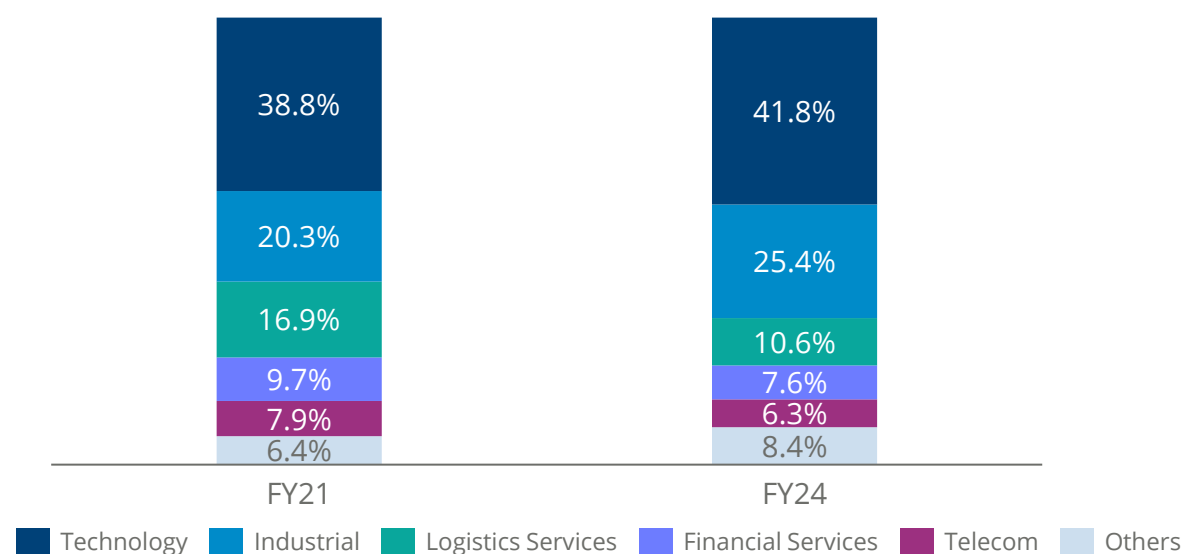
Demonstrated Growth in Revenues*



New Order Wins Continue...



Diversified across industries



Key Highlights

- ✓ Revenues continue to steady on account of new business development and encirclement
- ✓ End user industry demand is strong, and we expect the trend to continue
- ✓ **Outlook:** We continue to focus on our margins in IFM segment. We are implementing certain cost rationalization measures to boost our margins

Strategies for Growth : 3C Approach

We identify opportunities using the 'C3 Framework' in the three C's - Customer, Capability and Country

1

CUSTOMER

- ✓ Deepen our customer relationships
- ✓ Acquire New Customers

We started with offering single service to a customer and subsequently we have been able to expand this relationship and started to offer bundle of services to them across regions

2

CAPABILITIES

- ✓ Continued innovation and investment in technology
- ✓ Continued focus on delivering value-added solutions and building end-to-end Capabilities
- ✓ Continue to invest in team, talent, and partners

We have added multiple capabilities over the years in order to continue to enhance our customers supply chain and achieve higher efficiency in our operations throughout the whole supply chain

3

COUNTRY

- ✓ Leverage our global network to expand into new markets
- ✓ Deepen presence in a country
- ✓ Continue to grow our global platform through targeted inorganic opportunities

Over the years we have expanded our geographical presence enabling us to accelerate growth, realize higher revenue and cost synergies and increase margins

Our strategy revolves around **ENCIRCLEMENT** which focuses on increasing the wallet share of existing customers by generating incremental business by increasing the scope of our services

Select Case Studies

Transforming Distribution Through Technology-Driven Solutions

Case Study

Client

Leading Indian multinational home appliances co.

Industry

Electronics

Issues

- Inefficient space management
- Non-compliance of SOPs
- Inventory mismanagement
- Late order execution leading to high operating costs
- Revenue leakage
- Customer dissatisfaction

Key Requirement

- 1 Complete overhaul and design new supply chain network
- 2 Complete overhaul and design new supply chain network
- 3 Complete overhaul and design new supply chain network
- 4 Complete overhaul and design new supply chain network



Services Provided

- ✓ Supply Chain Consultancy
- ✓ Warehouse Design
- ✓ Inventory Automation
- ✓ Warehouse Management
- ✓ Transport Management



Solutions

Digital Solutions

- ✓ TVS SCS WMS with integrated tracking
- ✓ Integrated TVS SCS WMS with customer ERP
- ✓ Control Tower
- ✓ Predictive analytics to forecast increased demand for supply chain agility

Business Solutions

- ✓ Designed new supply chain network
- ✓ Inventory and Transport Consolidation

Results



Streamlined process and enhanced quality



Increased uptime resulting in increased production



Reduced cost of operations



Improved TAT & overall efficiency

Bespoke technology led solutions for manufacturing & exports

Client

Leading Indian two-wheeler manufacturer

Industry

Automotive

Service Offering

Optimized the network to ensure error free deliveries



Inaccurate and damaged exports resulted in irate dealers, dormant inventory, and missed sales opportunities



Overview & Challenges

The company was exporting CKD kits to 75 countries.

Facing multiple issues **with errors in shipment and damage of the CKD kits** on arrival.

The company was unable to meet the market demand and was having a bad experience in shipping the right parts, airlifting missing packages, and replacing damaged parts.

Key Requirements

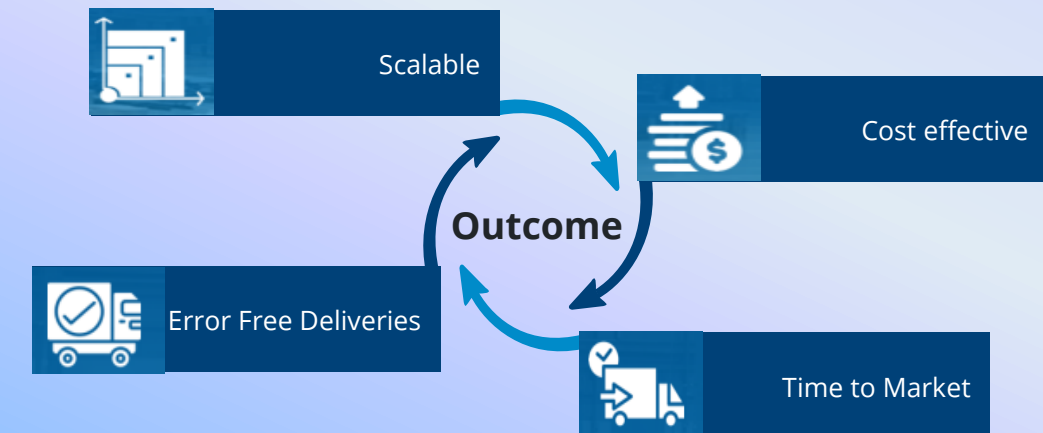


Solutions

- ✓ System initiates packing when 100% of the parts are available
- ✓ MHE moves the material to the next station only when the right parts are packed
- ✓ Cameras monitor and alert operator's absence at a station
- ✓ Efficiency and speed are achieved through material lifts, spiral chutes, belt conveyors, pallet former, custom trolleys etc.
- ✓ Digitized Poke - Yoke validation ensures defect free delivery
- ✓ Plant capacity of 1000 bikes/day; Prepack storage - 3000 Bins, FG Storage - 3800 Pallets, 12 Inbound, and 4 Outbound docks

Results

TVS SCS responded with a cutting-edge, purpose-built **warehouse automation solution** that achieved the goal of **error-free deliveries in less than 3 months**



Tech Excellence: Driving Business Growth

We provide **Tech Enabled Solutions** customized to meet **specific customer needs**,
optimizing costs and **maximizing efficiency**.

Transport Management

i-Loads

One stop E2E platform for truck management, delivery tracking, billing, performance reporting



Warehouse Management

Visibility

Inventory management solution using RFID technology coupled with barcodes



Freight Management

LCL Consolidator

Enable automated decision making on container closing providing real time cargo visibility



e-connect

Online tracking system with 24/7 visibility of goods down to order item level

Supply Chain Management

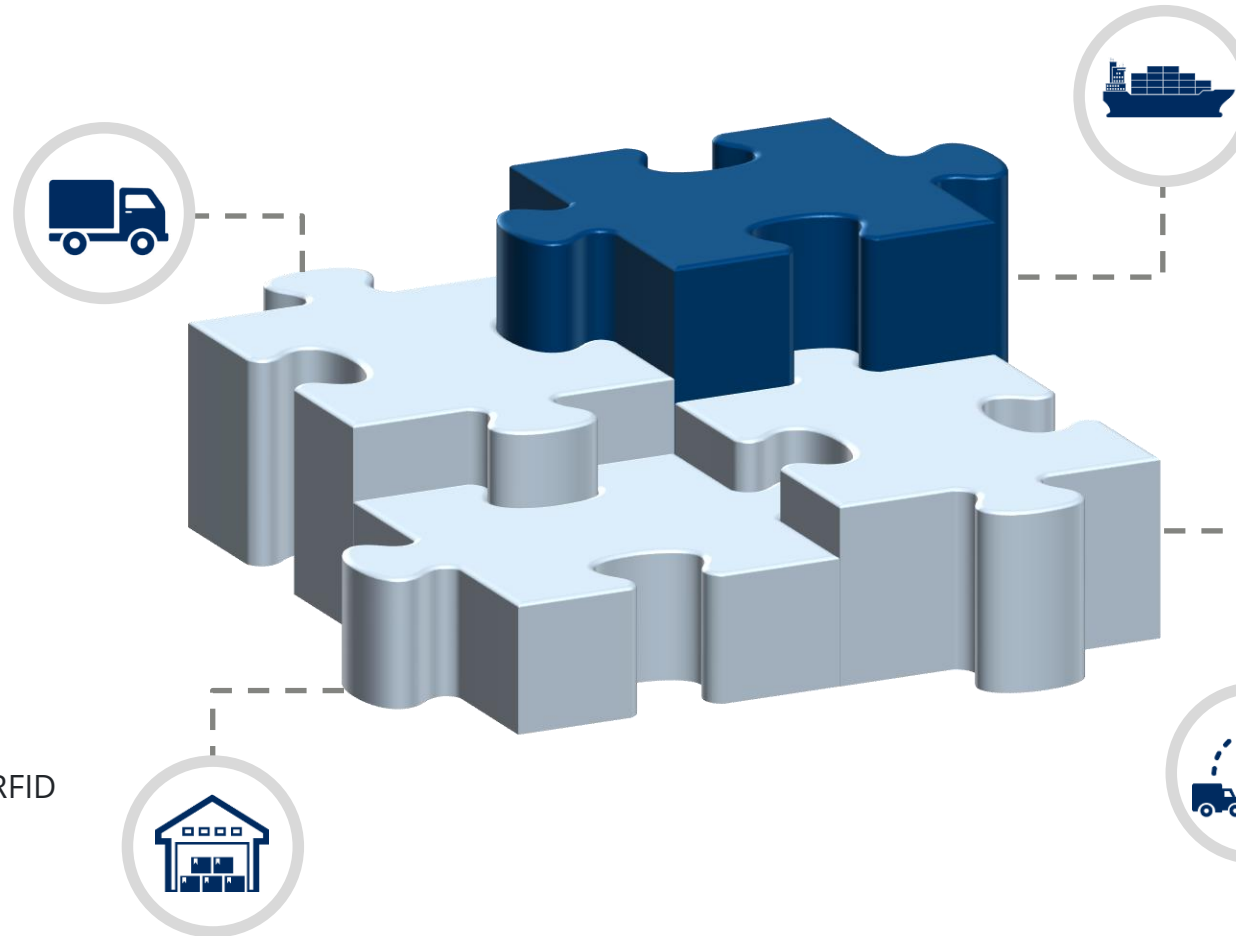
Msys

Product data management, demand forecasting. Warehouse management, business data & Analytics



Courier Alliance

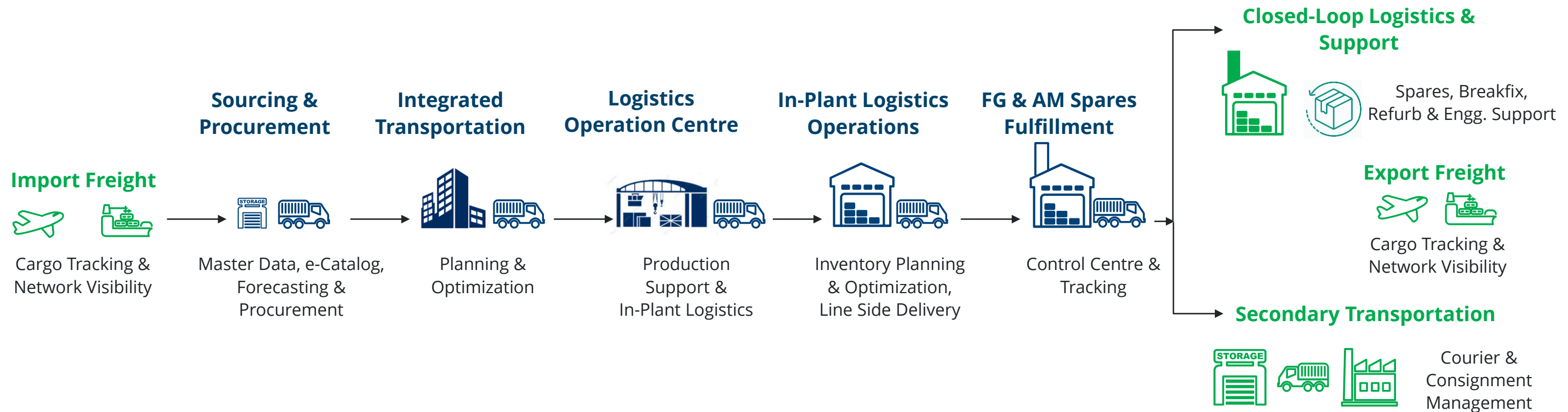
Marketplace to match courier partner with customer demand ensuring speedy completion of last mile delivery



Company Overview

A supply chain solution provider with end-to-end capabilities...

We have two operating segments:

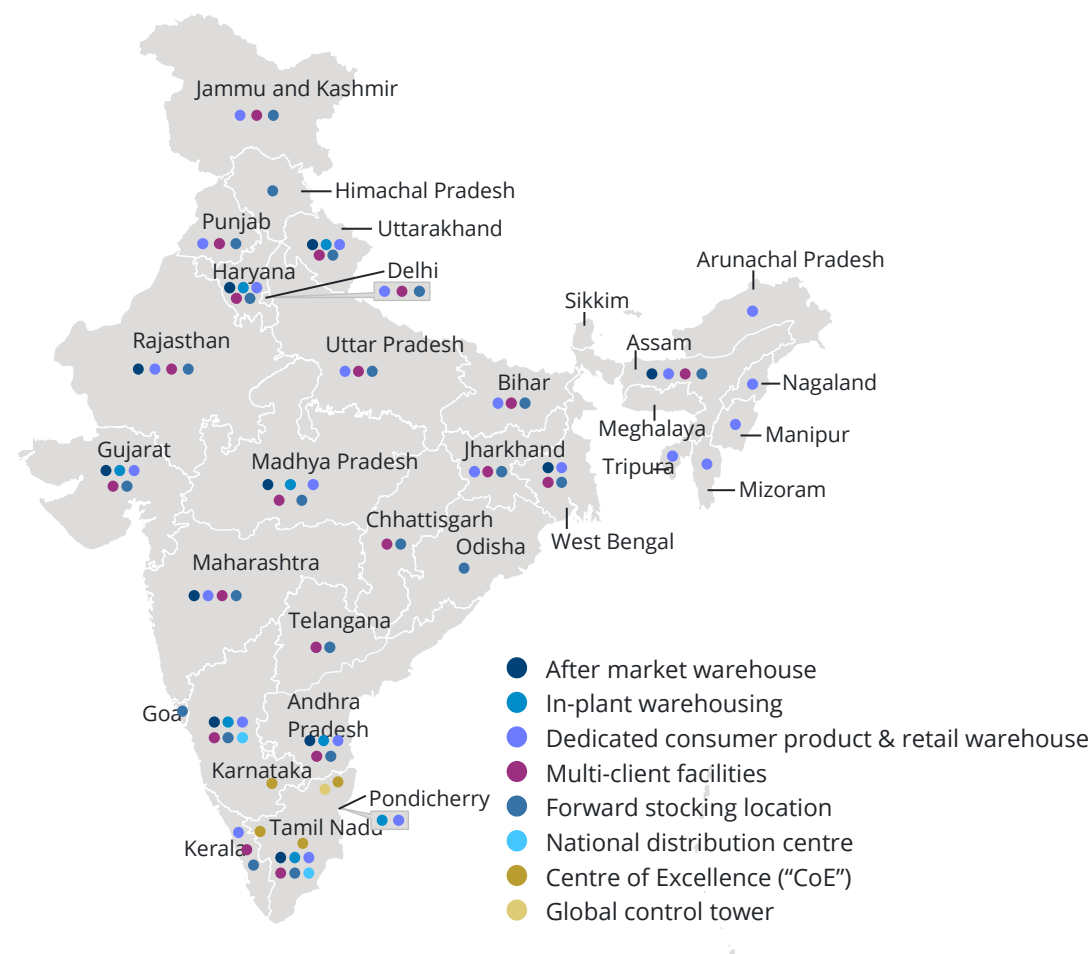


★ Integrated Supply Chain Solutions

★ Network Solutions

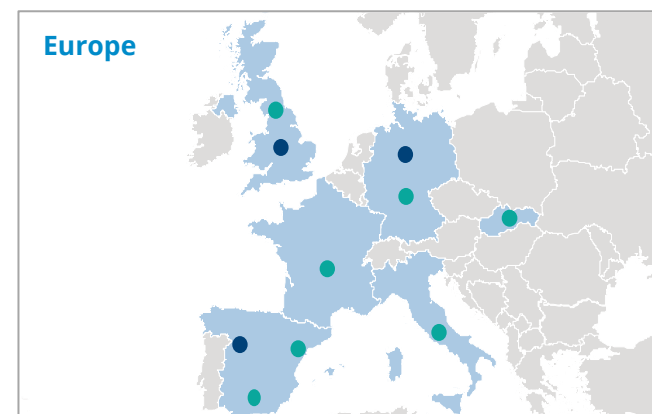
...with a global business headquartered in India...

We are present across India

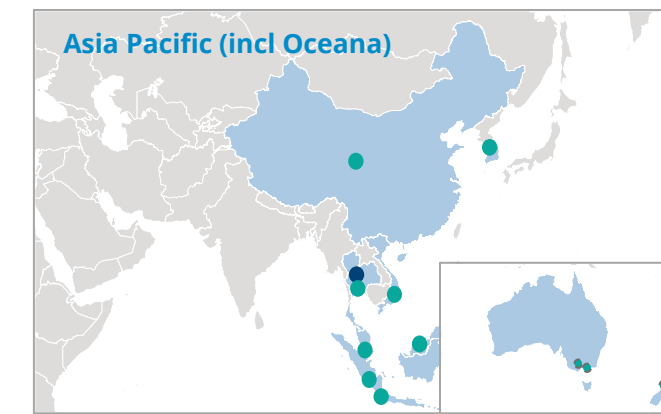


Share of FY23 revenue: 29.6%
Total warehouse space: 22.5 mn sft
No. of permanent employees: 13,869

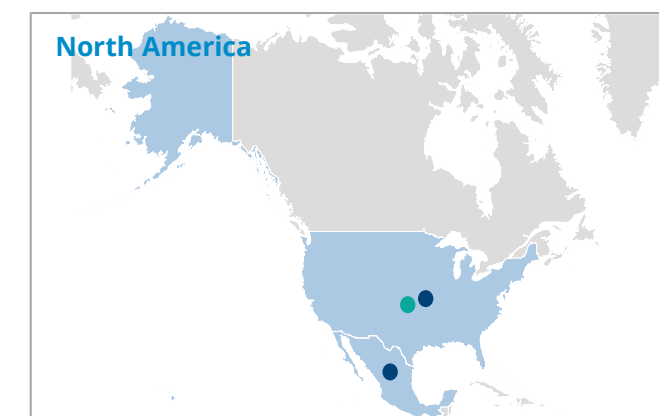
And globally across four continents



Share of FY23 revenue: 43.0%
Total warehouse space: 2.2 mn sft
No. of permanent employees: 2,748



Share of FY23 revenue: 20.2%
Total warehouse space: 1.2 mn sft
No. of permanent employees: 756



Share of FY23 revenue: 7.2%
Total warehouse space: 1.3 mn sft
No. of permanent employees: 540

...and Experienced Management Team



R. Dinesh
Executive Chairman

Executive Chairman, Past-President CII, Director TVS Mobility



Ravi Viswanathan
Managing Director

Prior experience: Tata Group



Ravi Prakash Bhagavathula
Global CFO

Prior experience: Pfizer, Coca-Cola, Procter & Gamble

Regional CEOs

Integrated Supply Chain Solutions Segment



Kameswaran Sukumar
CEO, TVS SCS India

Prior exp:
FedEx, AFL, Tata
Teleservices



Andrew Jones
CEO, TVS SCS Europe

Prior exp:
Klarius Group



Richard Vieites
CEO, TVS SCS North America Inc.

Prior exp:
Syncreon, CEVA



Vittorio Favati
CEO, TVS SCS Singapore

Prior exp: CEVA,
Syncreon, Eagle
Global Logistics



Jonathan Croyden
CEO, Rico Group

Prior exp:
Siemens,
Fujitsu



Baminee Viswanat
Global General Counsel

Prior exp:
Lenovo, Vijay
TV, Thomson
India



Ethirajan Balaji
Global CHRO

Prior exp:
Randstad India



Dinesh Narayan
Global CIO

Prior exp:
Infosys, United
Airlines

Global Functional leads

Our Growth Vision



Deep Domain Expertise

Global Network

Proprietary Technology



Thank You

Company: TVS Supply Chain Solutions Limited

CIN: U63011TN2004PLC054655



Email: investor.relations@tvsscs.com

For updates and specific queries, please visit

www.tvsscs.com

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www.sgapl.net

CIN: U74140MH2010PTC204285

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