



**November 11, 2024**

BSE Limited 1st Floor, New Trading Ring, Rotunda Bldg., P. J. Towers, Dalal Street, Fort, Mumbai 400 001 Scrip Code: <b>543965</b>	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: <b>TVSSCS</b>
---	---

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 October 30, 2024 on earnings conference to be held on November 12, 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**

**KRISHNA** Digitally signed  
by KRISHNA  
**PRASAD P** PRASAD P D  
**D** Date: 2024.11.11  
18:40:12 +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 - 8885 7777

Registered Office: No: 10, Jawahar Road, Chokkikulam, Madurai - 626002, India.

CIN: L63011TN2004PLC054655

**BELIEVE IN THE POWER OF US**



STRICTLY PRIVATE AND CONFIDENTIAL

# TVS Supply Chain Solutions

## Q2 & H1FY25 Earnings Presentation

November 2024





# Safe harbour & disclaimer

*This presentation ("Presentation") is prepared by TVS Supply Chain Solutions Limited ("Company") and is for information purposes only without regards to specific objectives, financial situations or needs of any particular person and is not and nothing in it shall be construed as an invitation, offer, solicitation, recommendation or advertisement in respect of the purchase or sale of any securities of the Company or any affiliates in any jurisdiction or as an inducement to enter into investment activity and no part of it shall form the basis of or be relied upon in connection with any contract or commitment or investment decision whatsoever. This Presentation does not take into account, nor does it provide any tax, legal or investment advice or opinion regarding the specific investment objectives or financial situation of any person. Before acting on any information you should consider the appropriateness of the information having regard to these matters, and in particular, you should seek independent financial advice. This Presentation and its contents are confidential and proprietary to the Company and/or its affiliates and no part of it or its subject matter be used, reproduced, copied, distributed, shared, retransmitted, summarised or disseminated, directly or indirectly, to any other person or published in whole or in part for any purpose, in any manner whatsoever.*

*The information contained in this Presentation is a general background information of the Company and there is no representation that all information relating to the context has been taken care of in the Presentation. We do not assume responsibility to publicly amend, modify or revise any information contained in this Presentation on the basis of any subsequent development, information or events, or otherwise. This Presentation includes certain statements that are, or may be deemed to be, "forward-looking statements" and relate to the Company and its financial position, business strategy, events and courses of action.*

*Forward-looking statements and financial projections are based on the opinions and estimates of management at the date the statements are made and are subject to a variety of risks and uncertainties and other factors that could cause actual events or results to differ materially from those anticipated in the forward-looking statements and financial projections. Representative examples of factors that could affect the accuracy of forward looking statements include (without limitation) the condition of and changes in India's political and economic status, government policies, applicable laws, international and domestic events having a bearing on Company's business, and such other factors beyond our control.*

*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.*

*We, or any of our affiliates, shareholders, directors, employees, or advisors, as such, make no representations or warranties, express or implied, as to, and do not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein and accept no liability whatsoever for any loss, howsoever, arising from any use or reliance on this Presentation or its contents or otherwise arising in connection therewith. The information contained herein is subject to change without any obligation to notify any person of such revisions or change and past performance is not indicative of future results.*

*This document has not been and will not be reviewed or approved by a regulatory authority in India or by any stock exchange in India. No rights or obligations of any nature are created or shall be deemed to be created by the contents of this Presentation.*

# Q2 & H1FY25

---

## Financial Performance

# From the desk of MD



**Ravi Viswanathan**  
*Managing Director*

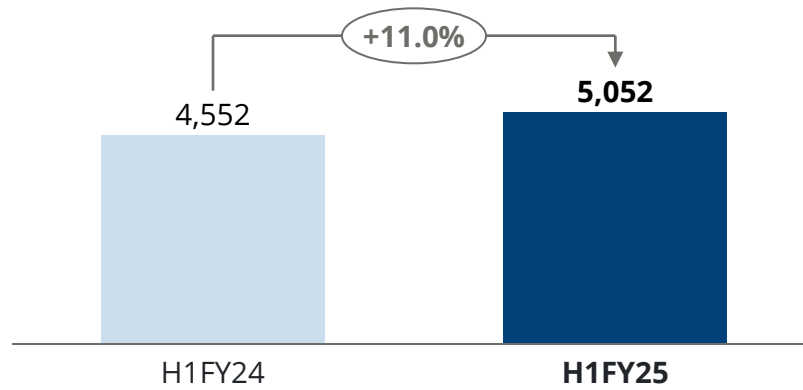
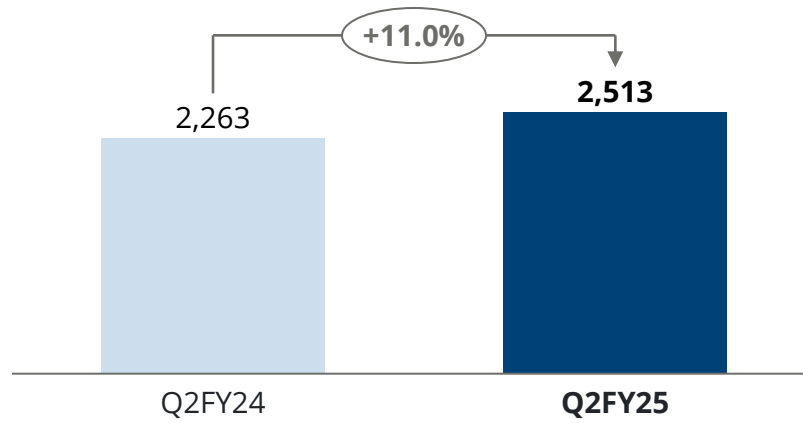
Commenting on the Q2 & H1FY25 performance, Mr. Ravi Viswanathan; Managing Director – TVS Supply Chain Solutions Limited said :

“The Q2 results demonstrate our ability to sustain growth momentum in both revenue and profit, amid ongoing macroeconomic challenges. New business wins have added ₹280 Crores of revenue for the quarter. Our global account management strategy has helped us close the large deals that gives us the confidence of sustaining the growth momentum.

Overall, the results reflect our resilience in navigating a complex environment and we remain confident about our profitable growth in the coming quarters.”

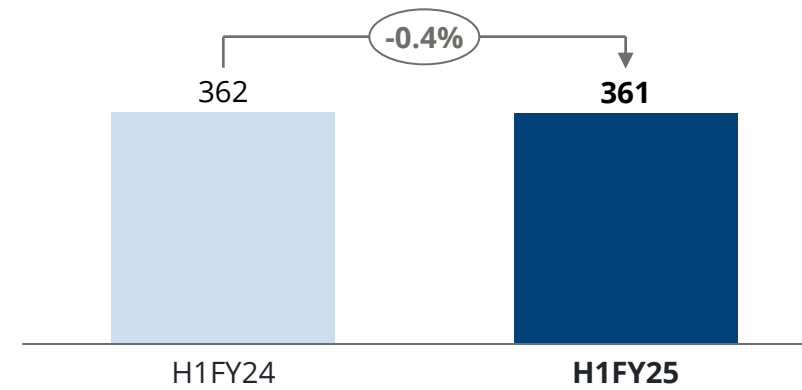
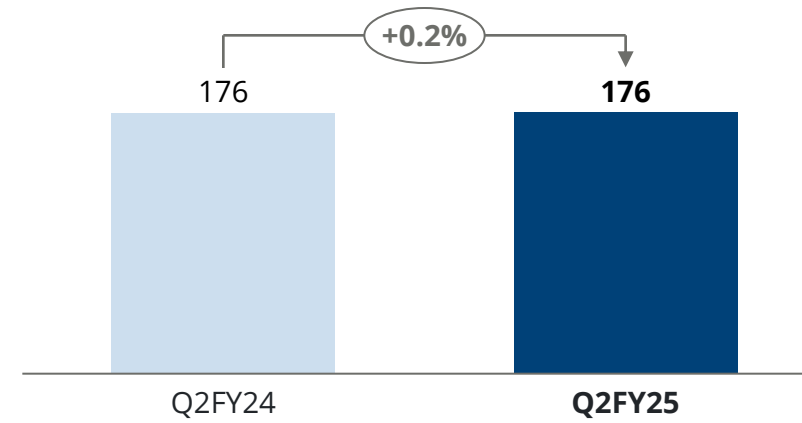
# Financial Snapshot

## Revenue

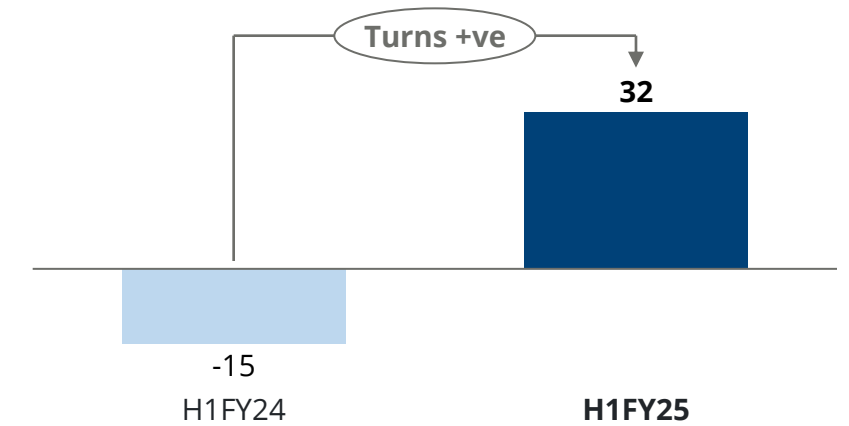
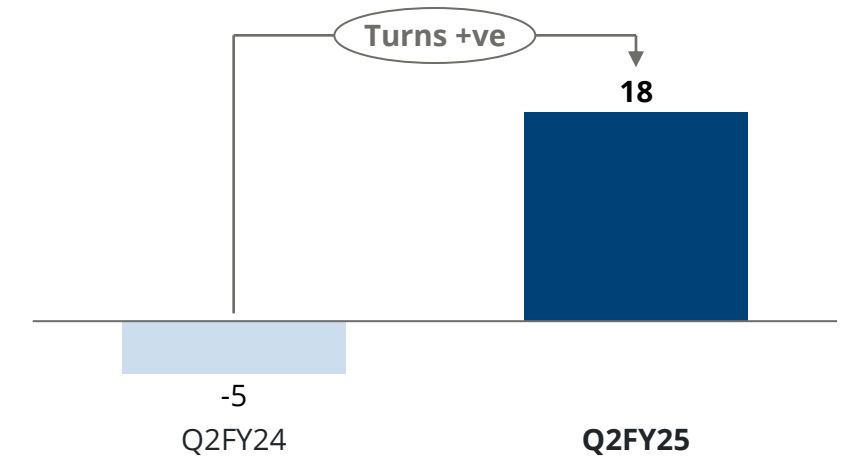


**New Business Wins**  
**INR 280 Crs**

## Adj. EBITDA



## PBT (before exceptional items)



**Robust BD Pipeline**  
**INR 4,500 Crs**

# Executive Summary

---

## **Business update:**

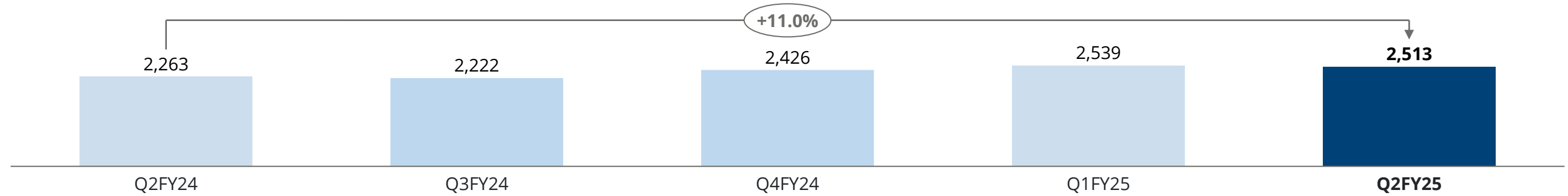
- Won a significant new contract in excess of ₹ 2,200 cr. with a large industrial customer in North America.
- Won a 7-year strategic contract with a UK Governmental agency to offer critical systems spares & support, ensuring enhanced availability and operational readiness of the customer worldwide.
- Secured a 3-year business contract from a leading manufacturer of earth moving and construction equipment for managing their in-plant warehousing and logistics operations.

## **Tech update:**

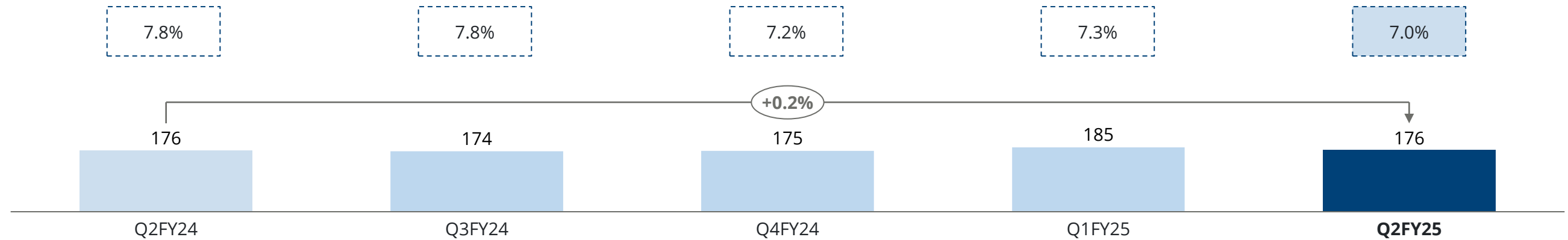
- Delivered an end-to-end IT solution from order-to-cash and procurement-to-pay for a key Auto OEM based in Singapore.
- Successfully moved to ISO27001 standards in Singapore and USA with no open non-conformances as part of security offerings.
- Deployed AI led Polarized Light Damage Detection service offering for Beverage Clients in UK.
- Implemented AI led Auction price and target bidding for Courtier business in Europe.

# Revenue, Adj EBITDA and Profitability

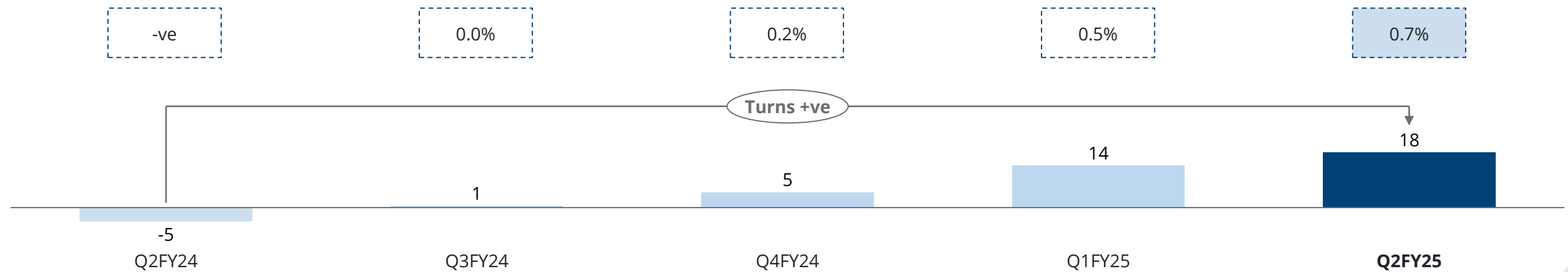
Revenue



Adj. EBITDA &amp; Margin



PBT &amp; PBT Margin



Margins



# Key Highlights

	Integrated Supply Chain Solutions (ISCS)	Network Solutions (NS)
Quarterly Performance	<ul style="list-style-type: none"> <li>✓ Q2 revenue: ₹ <b>1,349 Cr</b>; grew <b>6.2%</b> YoY</li> <li>✓ Q2 Adj. EBITDA: ₹ <b>149 Cr</b>; growth of <b>15.2%</b> YoY</li> <li>✓ Adj. EBIDTA Margins stood at <b>11.1%, indicating high operating leverage</b></li> <li>✓ RoW business grew at a strong <b>15.3%</b></li> </ul>	<ul style="list-style-type: none"> <li>✓ Q2 revenue: ₹ <b>1,164 Cr</b>; grew by <b>17.2%</b> YoY</li> <li>✓ Q2 Adj. EBITDA: ₹ <b>27 Cr</b>; de-grew by <b>44.6%</b> YoY</li> <li>✓ Adj. EBIDTA Margins stood at <b>2.3%</b>, margins were impacted on account of Red Sea surcharge levied</li> </ul>
H1FY25 Performance	<ul style="list-style-type: none"> <li>✓ H1FY25 revenue: ₹ <b>2,774 Cr</b>; grew <b>7.2%</b> YoY</li> <li>✓ H1FY25 Adj. EBITDA: ₹ <b>287 Cr</b>; growth of <b>6.7%</b> YoY</li> <li>✓ Adj. EBIDTA Margins stood at <b>10.4%</b></li> <li>✓ RoW business grew at a strong <b>16.8%</b></li> </ul>	<ul style="list-style-type: none"> <li>✓ H1FY25 revenue: ₹ <b>2,278 Cr</b>; grew by <b>16.0%</b> YoY</li> <li>✓ H1FY25 Adj. EBITDA: ₹ <b>77 Cr</b>; de-grew by <b>17.9%</b> YoY</li> <li>✓ Adj. EBIDTA Margins stood at <b>3.4%</b></li> <li>✓ Ocean freight volumes grew 3.2% YoY</li> </ul>
FY 25 Outlook	<ul style="list-style-type: none"> <li>✓ ISCS momentum expected to continue in H2 FY25 supported by a healthy pipeline and continued focus on margin</li> </ul>	<ul style="list-style-type: none"> <li>✓ Focus on improving profitability in H2 FY25</li> <li>✓ IFM - we expect target run rate profitability by H2 FY25</li> </ul>

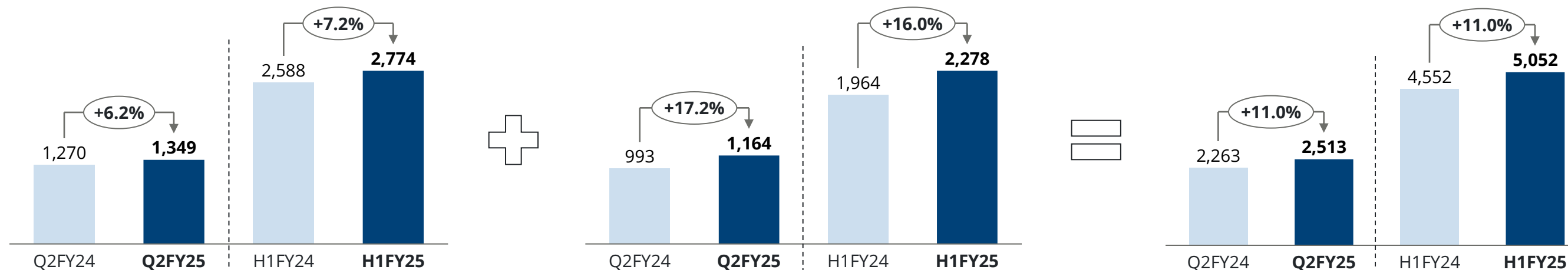
# Segment wise Revenue and Adj EBITDA: 11% YoY growth in revenue driven by consistent revenue performance in ISCS and improved volume in GFS

ISCS Segment (In ₹ Cr.)

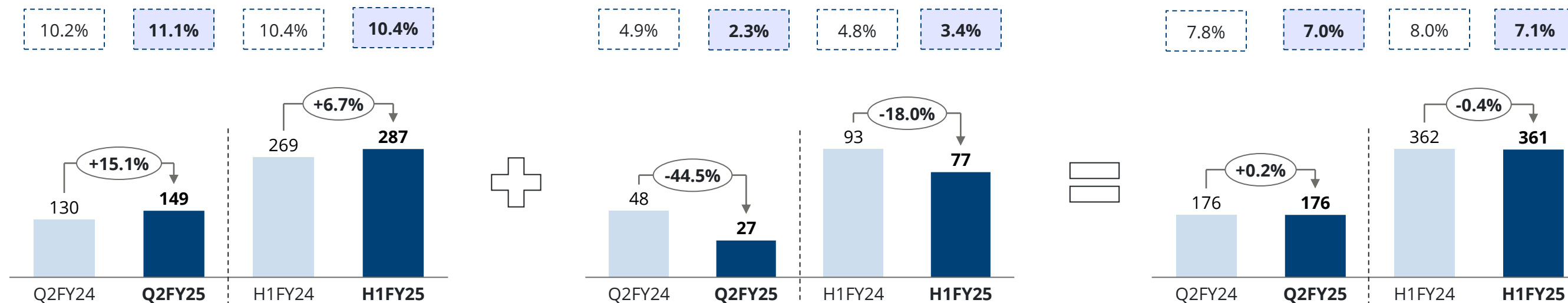
NS Segment (In ₹ Cr.)

Total (In ₹ Cr.)

Revenue



Adj. EBITDA &amp; Margin



Margin improvement on account  
of **High Operating Leverage** &  
**Cost optimization**

Margins were impacted on  
account of **Red Sea**  
**surcharge** & **One time cost**  
**impact in IFM**

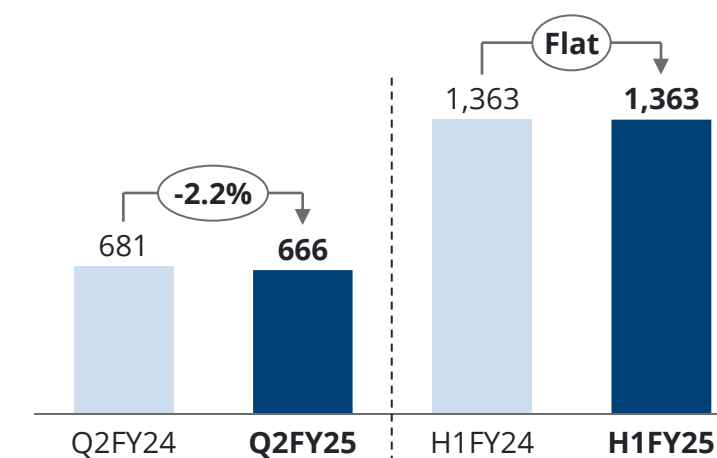
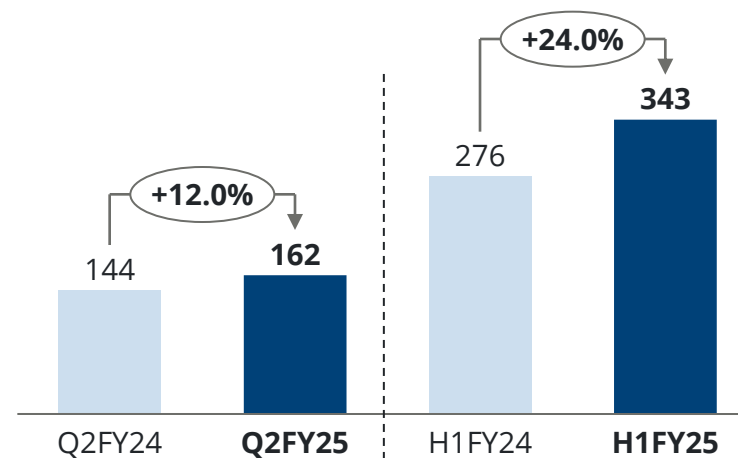
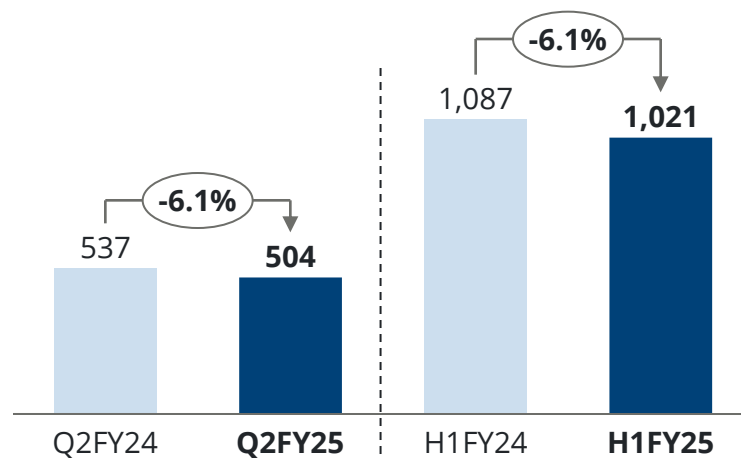
# Geography wise Revenue

ISCS Segment (In ₹ Cr.)

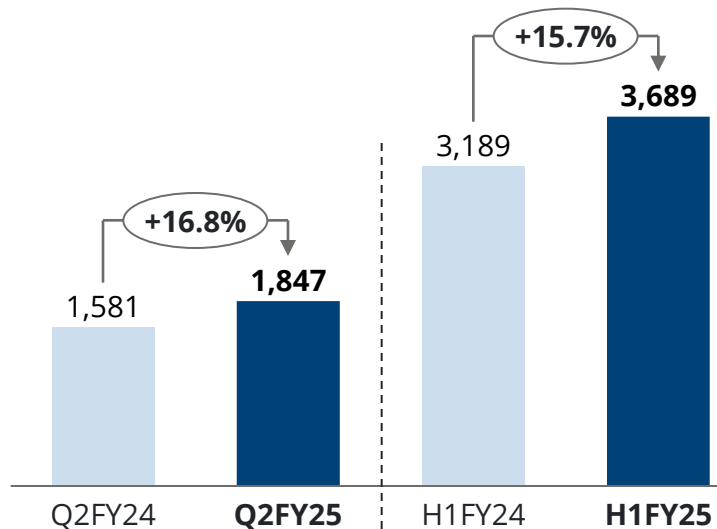
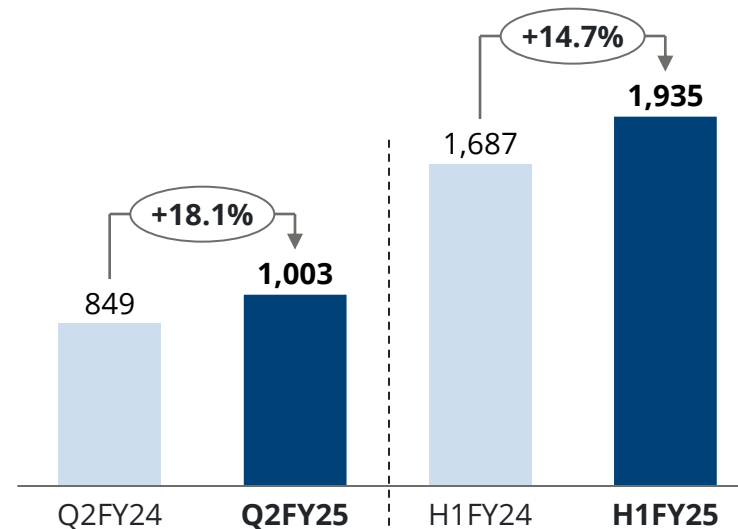
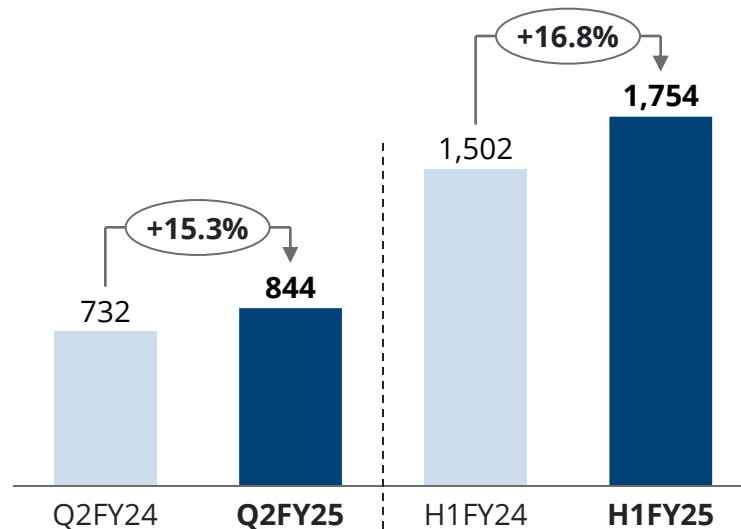
NS Segment (In ₹ Cr.)

Total (In ₹ Cr.)

India

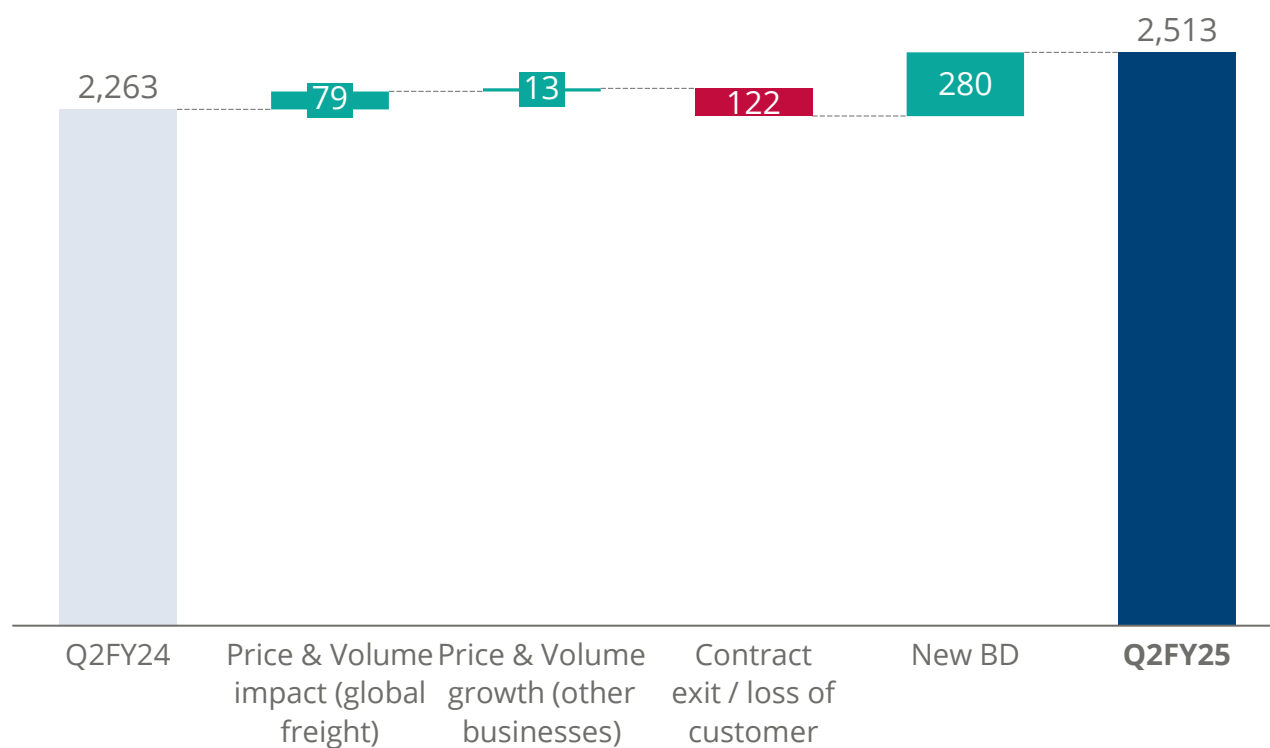


RoW

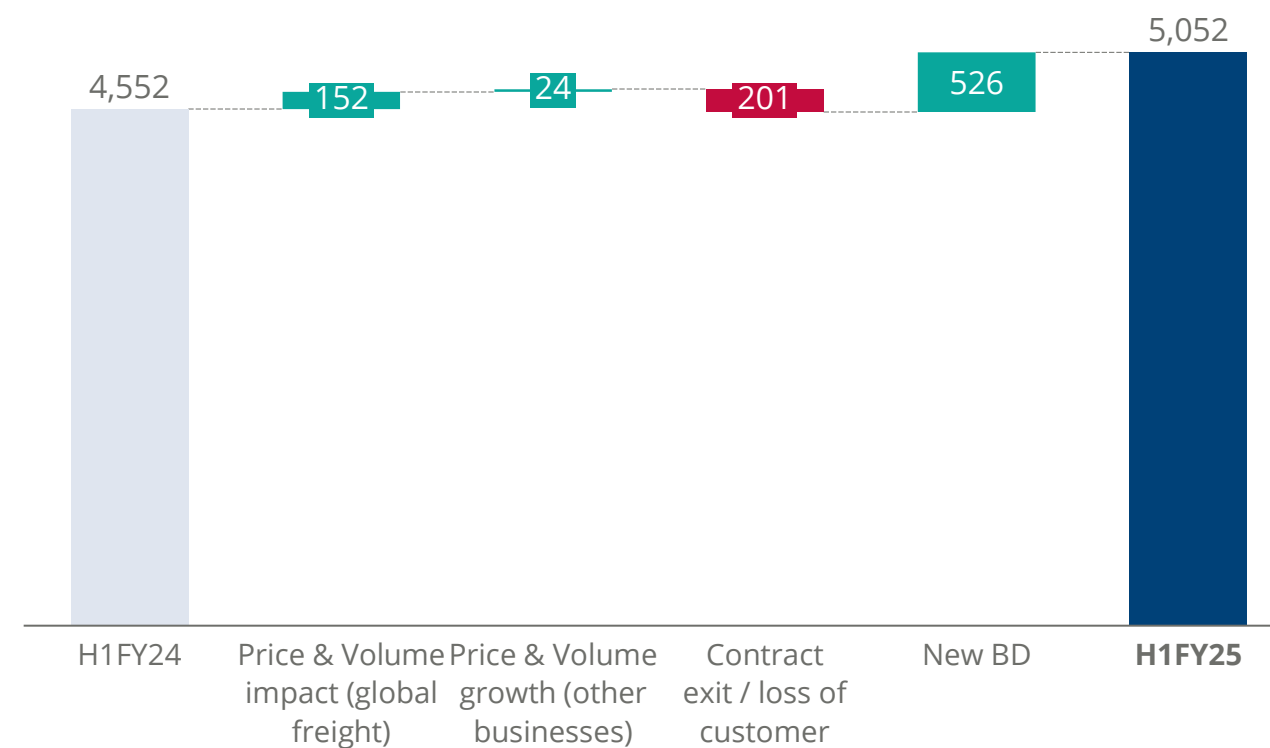


# Strong new business delivery

Revenue bridge: Q2FY24 to Q2FY25 in ₹ Cr



Revenue bridge: H1FY24 to H1FY25 in ₹ Cr



New Business development of Rs. 280 Cr translates to 12.4% Q2 FY 24 Revenue



# Robust Pipeline continues to propel the revenue growth

## Key Opportunities in India

Integrated 3PL solution for leading supplier of braking systems

Integrated transportation solution for a European based global automobile manufacturer

Warehousing solution for a leading industrial automation & technology provider

Warehousing and transportation solution for PV/CV manufacturer

Transportation and packaging solution for a Metal forgings manufacturer

Warehousing solution for a leading footwear manufacturing company

## Key Opportunities in RoW

### Near Term Opportunities

Transportation solution for a global auto/truck manufacturer

Transportation solution for a Auto component maker

Technical Repair solution for a Technology based company

Final Mile tech solution for Information & Comm. company

Air and Sea solution for Multinational engineering/Auto OEM

### Long gestation opportunities

Field Service management solution for a large Retail chain

Integrated 3PL solution for defence contractor

Integrated Supply Chain solution for a leading food and beverages company

# Business development efforts yielding consistent results

## ISCS Segment

Global Auto OEM

Leading global  
beverages company

Global  
Engine/Generator  
manufacturer

Global Agri Equipment  
company

Kitchen equipment  
manufacturing company

## NS Segment

Global  
Engineering/Equipment  
manufacturing company  
(GFS)

System Integrator/ IT  
Services company (IFM)

2/3-wheeler OEM

Developer and  
manufacturer of  
specialised chemical  
compounds (GFS)

Global Digital  
equipment  
manufacturer (IFM)

# Q2 & H1FY25 Profit & Loss Statement

In ₹ Cr - Continuing operations	Q2FY25	Q2FY24	Y-o-Y	H1FY25	H1FY24	Y-o-Y
<b>Revenue from operations</b>	<b>2,512.9</b>	<b>2,262.9</b>	<b>11.0%</b>	<b>5,052.3</b>	<b>4,551.8</b>	<b>11.0%</b>
Other Income	28.6	8.3		34.2	26.5	
<b>Total Income</b>	<b>2541.5</b>	<b>2271.2</b>	<b>11.9%</b>	<b>5,086.5</b>	<b>4,578.3</b>	<b>11.1%</b>
Total material related costs	434.3	365.8		923.0	782.4	
Freight, clearing, forwarding and handling charges	745.0	570.1		1,478.3	1,137.5	
Sub-contracting costs and Casual labour charges	366.0	380.3		709.5	756.6	
<b>Total Variable Expenses</b>	<b>1,545.4</b>	<b>1,316.1</b>		<b>3,110.8</b>	<b>2,676.4</b>	
<b>Variable Margin</b>	<b>967.5</b>	<b>946.8</b>	<b>2.2%</b>	<b>1,941.5</b>	<b>1,875.4</b>	<b>3.5%</b>
<b>Variable Margin (%)</b>	<b>38.5%</b>	<b>41.8%</b>		<b>38.4%</b>	<b>41.2%</b>	
Employee Cost	576.2	572.8		1153.1	1122.6	
Other Expenses	222.4	188.9		437.7	397.3	
<b>Total Fixed Expense</b>	<b>798.7</b>	<b>761.7</b>		<b>1,590.8</b>	<b>1,519.9</b>	
<b>EBITDA</b>	<b>168.8</b>	<b>185.1</b>	<b>-8.8%</b>	<b>350.6</b>	<b>355.5</b>	<b>-1.4%</b>
<b>EBITDA Margins (%)</b>	<b>6.7%</b>	<b>8.2%</b>		<b>6.9%</b>	<b>7.8%</b>	
ESOPS	-0.2	0.0		-0.2	-3.3	
Add : Loss on Forex Translations	-7.1	9.3		-9.8	-3.2	
<b>Adjusted EBITDA</b>	<b>176.1</b>	<b>175.7</b>	<b>0.2%</b>	<b>360.6</b>	<b>362.1</b>	<b>-0.4%</b>
<b>Adjusted EBITDA Margins (%)</b>	<b>7.0%</b>	<b>7.8%</b>		<b>7.1%</b>	<b>8.0%</b>	
Depreciation	139.6	141.7		274.7	278.5	
<b>EBIT</b>	<b>29.3</b>	<b>43.3</b>		<b>75.9</b>	<b>77.0</b>	
Finance Cost	40.6	57.1		80.2	120.4	
Share of Profit from TVSILP	0.6	1.0		1.6	1.8	
<b>Profit before Exceptional Items &amp; Tax</b>	<b>17.9</b>	<b>-4.5</b>		<b>31.6</b>	<b>-15.2</b>	
Exceptional Items	0.0	-3.2		0.0	-26.4	
<b>Profit before Tax</b>	<b>17.9</b>	<b>-7.7</b>	<b>N.A.</b>	<b>31.6</b>	<b>-41.6</b>	<b>N.A.</b>
<b>Profit before Tax Margin (%)</b>	<b>0.7%</b>	<b>-0.3%</b>		<b>0.6%</b>	<b>-0.9%</b>	
Tax	7.2	14.2		13.5	31.5	
<b>Profit After Tax</b>	<b>10.6</b>	<b>-21.9</b>	<b>N.A.</b>	<b>18.1</b>	<b>-73.1</b>	<b>N.A.</b>
<b>PAT Margins (%)</b>	<b>0.4%</b>	<b>-1.0%</b>		<b>0.4%</b>	<b>-1.6%</b>	
<b>PAT (before Exceptional items)</b>	<b>10.6</b>	<b>-18.7</b>		<b>18.1</b>	<b>-46.7</b>	

# Balance Sheet

Assets (in ₹ Cr)	Sep-24	Mar-24
<b>Non - Current Assets</b>		
Property Plant & Equipment	357.7	340.8
Right of Use Assets	1,117.8	1,185.8
Goodwill	609.5	588.5
Other Intangible Assets	241.7	246.5
Other Non - Current Assets (Net)	343.0	348.7
<b>Total Non-Current Assets</b>	<b>2,669.7</b>	<b>2,710.3</b>
<b>Current Assets</b>		
Inventories	386.8	386.6
Financial Assets		
(i) Trade receivables	1,646.7	1,403.2
(ii) Cash and cash equivalents	329.8	509.4
(iii) Bank balances other than cash and cash equivalents	197.5	189.0
Other Current Assets	749.0	631.0
<b>Total Current Assets</b>	<b>3,309.7</b>	<b>3,119.1</b>
<b>Total Assets</b>	<b>5,979.5</b>	<b>5,829.4</b>

Equity & Liabilities (in ₹ Cr)	Sep-24	Mar-24
<b>Equity</b>		
Share Capital	44.1	44.1
Reserves & Surplus	1,811.9	1,771.0
<b>Equity attributable to owners of the Company</b>	<b>1,856.0</b>	<b>1,815.0</b>
Non-Controlling Interests	32.3	29.7
<b>Total Equity</b>	<b>1,888.3</b>	<b>1,844.7</b>
<b>Non-Current Liabilities</b>		
Financial Liabilities		
(i) Borrowings	2.1	2.8
(ii) Lease Liability	963.6	981.3
(iii) Other Financial Liabilities	2.2	2.9
Provisions	55.8	56.4
Deferred Tax Liabilities	45.8	58.7
Other non current liabilities	13.0	10.6
<b>Total Non-Current Liabilities</b>	<b>1,082.4</b>	<b>1,112.7</b>
<b>Current Liabilities</b>		
Financial Liabilities		
(i) Borrowings	891.5	791.2
(ii) Lease Liability	386.1	423.8
(ii) Trade Payables	1,413.5	1,368.2
(iii) Other Financial Liabilities	110.7	91.7
Other Current Liabilities	169.6	151.7
Current tax liabilities (net)	7.4	18.4
Provisions	30.0	26.9
<b>Total Current Liabilities</b>	<b>3,008.7</b>	<b>2,871.9</b>
<b>Total Equity &amp; Liabilities</b>	<b>5,979.5</b>	<b>5,829.4</b>



# Company Overview

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

We have two operating segments:

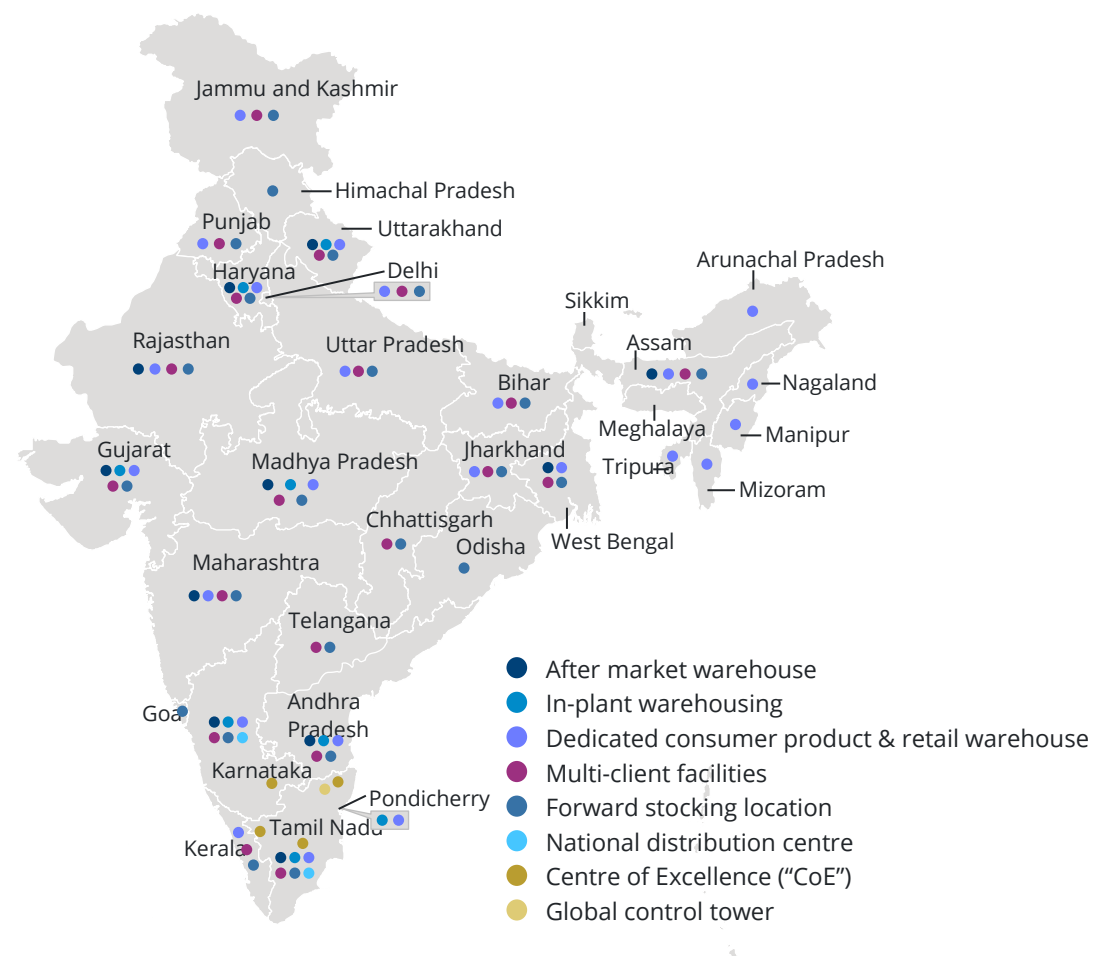


★ Integrated Supply Chain Solutions

★ Network Solutions

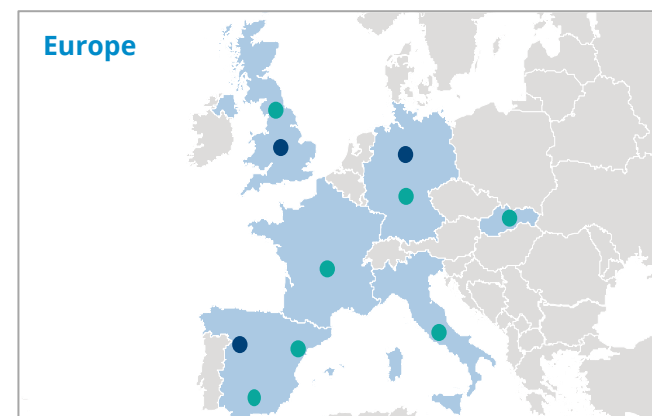
# ...with a global business headquartered in India...

## We are present across India

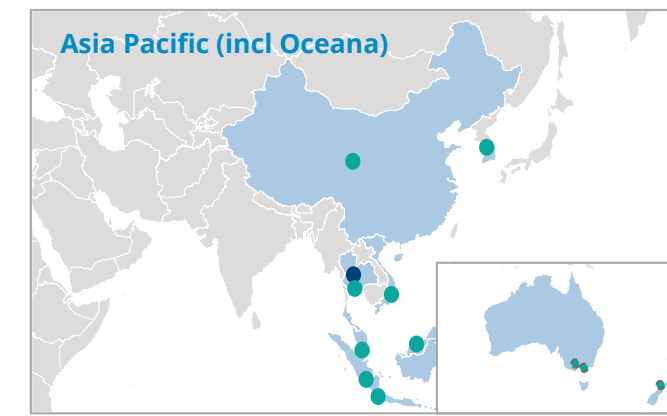


Total warehouse space: 20.8 Mn sft  
No. of permanent employees: 13,110

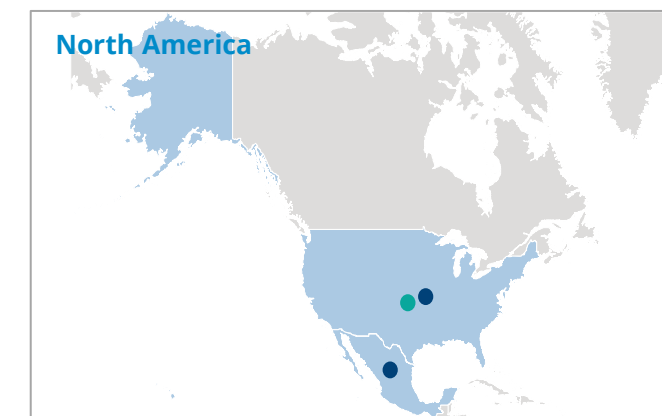
## And globally across four continents



Total warehouse space: 1.9 Mn sft  
No. of permanent employees: 2,710



Total warehouse space: 1.3 Mn sft  
No. of permanent employees: 753



Total warehouse space: 1.5 Mn sft  
No. of permanent employees: 482

# ...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, Integrated Final Mile

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



# 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

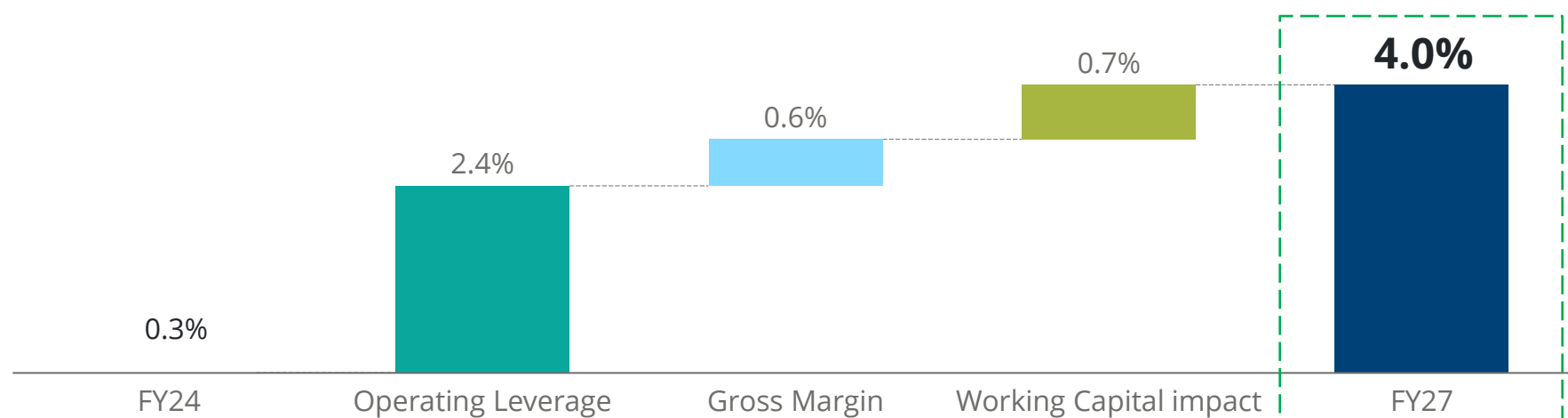
- ✓ Leverage our global network to expand into new markets
- ✓ Deepen presence in a country
- ✓ Continue to grow our global platform through targeted inorganic opportunities

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

# Our Medium-Term Outlook

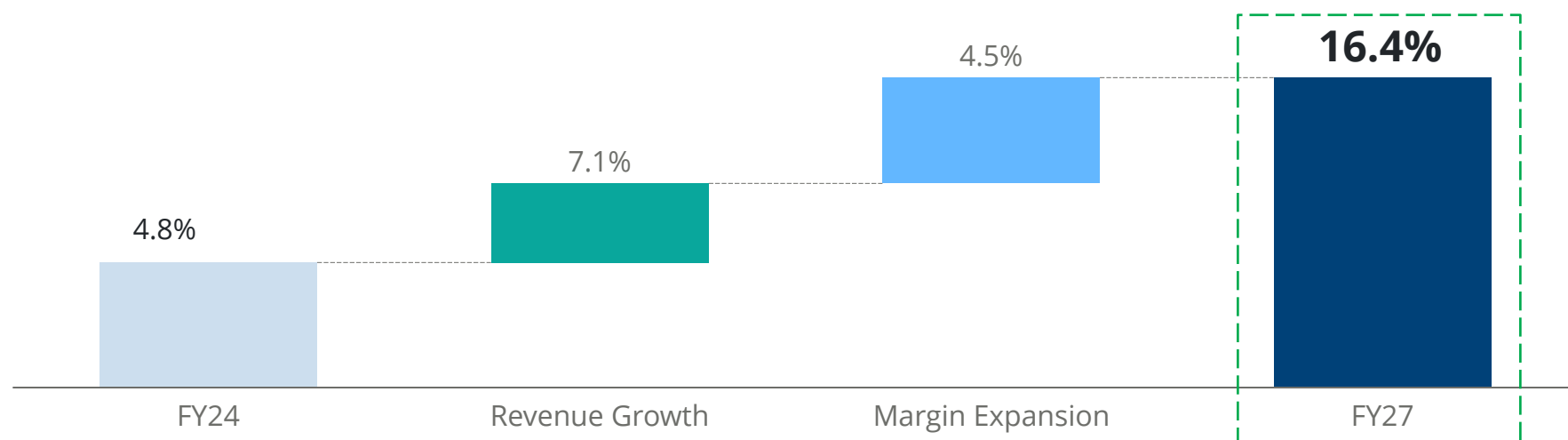
## Profit Before Tax Margin (%)



Industry Best-in-Class\*

PBT Margin:  
**8 - 11%**

## ROCE Profile (%)



RoCE Profile:  
**> 20%**

# Our Growth Vision



Deep Domain Expertise

Global Network

Proprietary Technology

# Region wise segmental historical Overview

---



# Outperforming the GDP growth Regionally

De-coupled to GDP  
growth



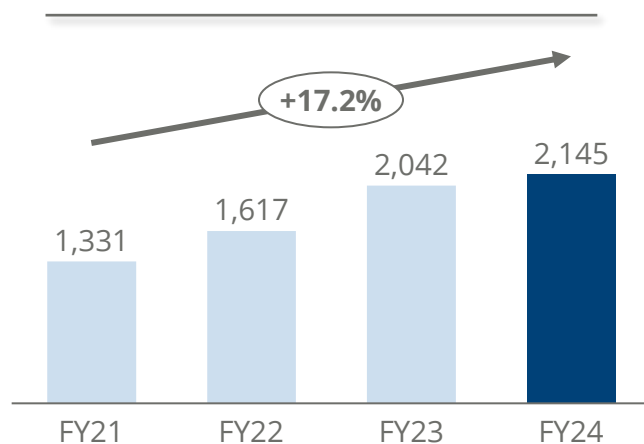
Our ISCS business has outperformed the GDP growth in the market we operate and has **grown at a CAGR of 17.8%** between FY21 & FY24

Continued Revenue  
Momentum

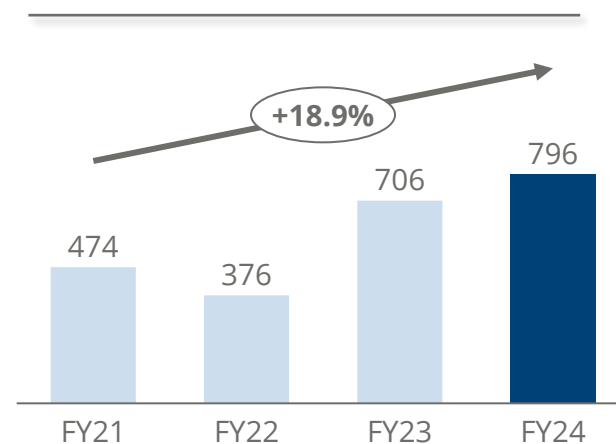


# ISCS Consolidated

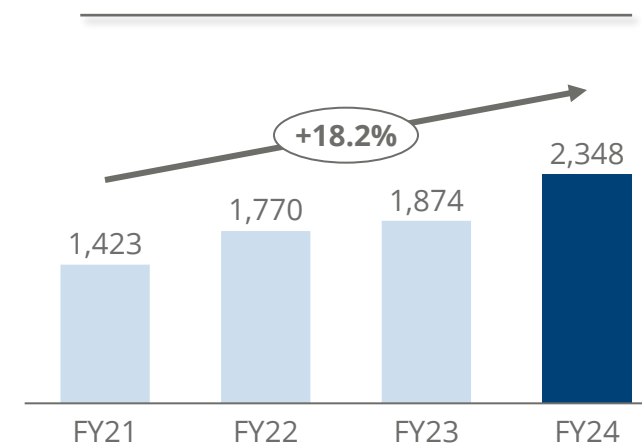
## ISCS India Revenue



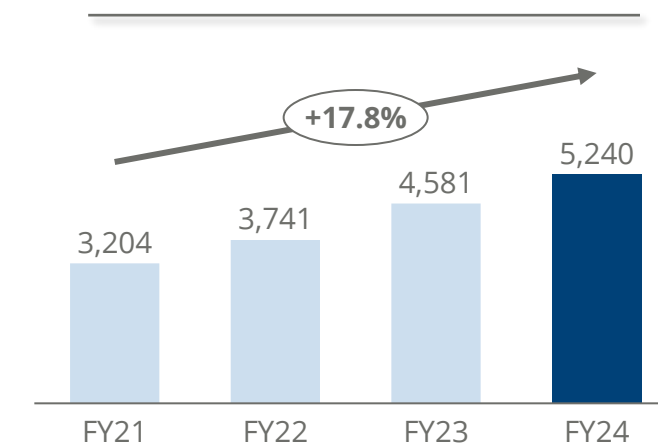
## ISCS NA Revenue



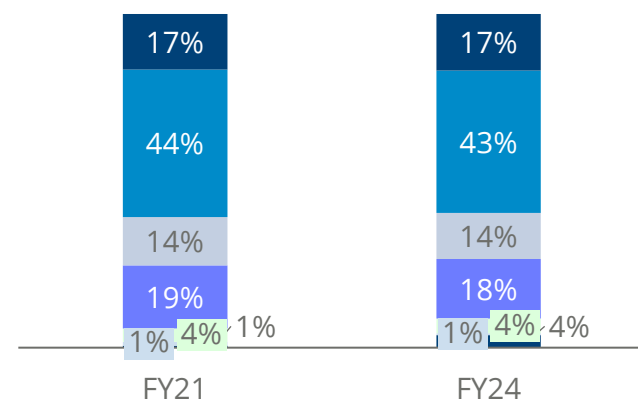
## ISCS UK Revenue



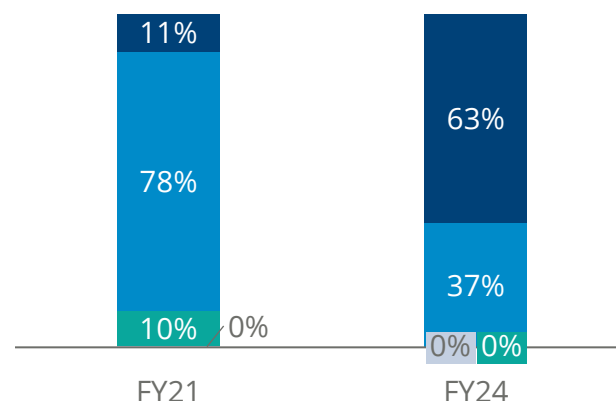
## Consolidated ISCS Revenue



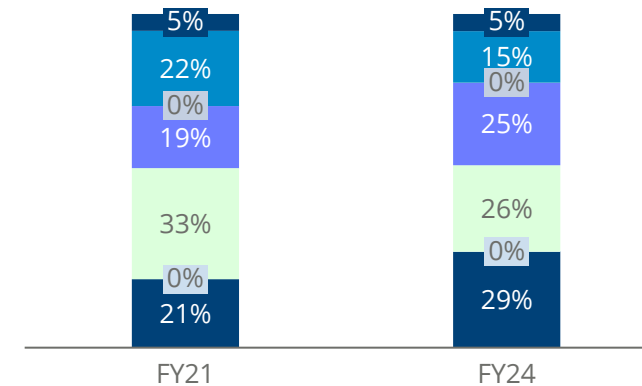
## Industry Wise Breakup



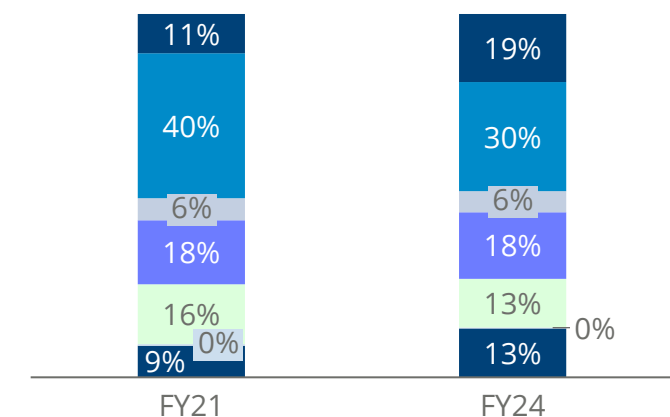
## Industry Wise Breakup



## Industry Wise Breakup



## Consolidated Industry Wise Breakup



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

■ Industrial  
■ Automotive  
■ Consumer  
■ Others

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

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

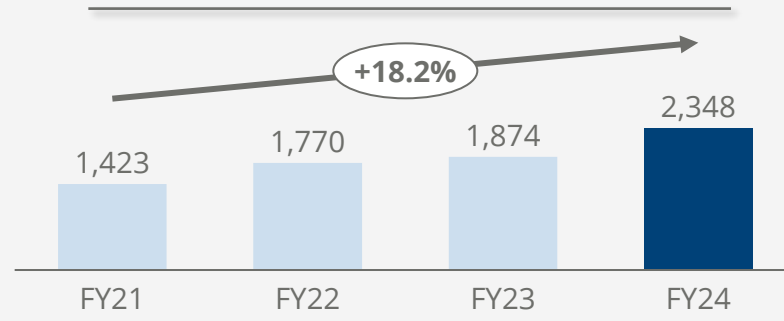
**Encirclement**

**Diversification**

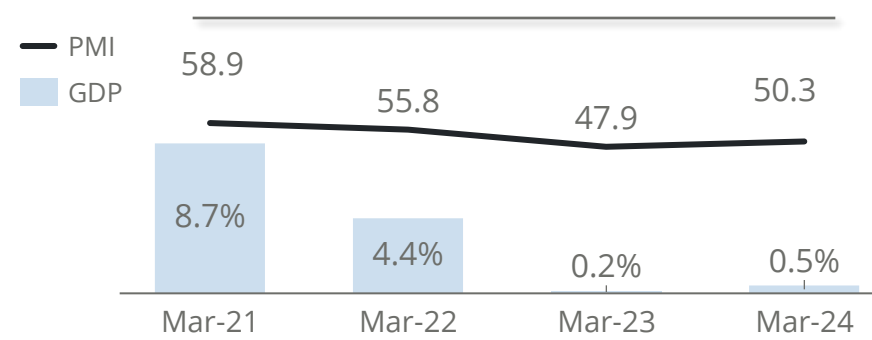
**EBIT Margin Improvement**

# ISCS – UK Business

### ISCS UK Revenue



### UK GDP & Manufacturing Growth

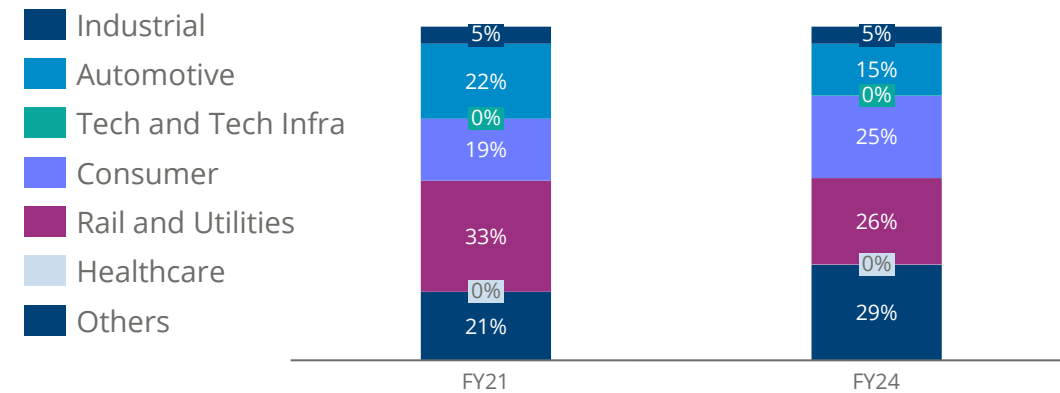


ISCS UK business grew by

**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

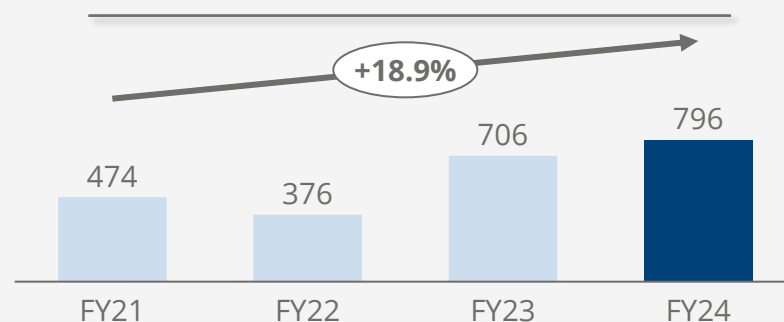
Addition of new customers across industries and adding multiple contracts across service lines

### EBIT Margin Improvement

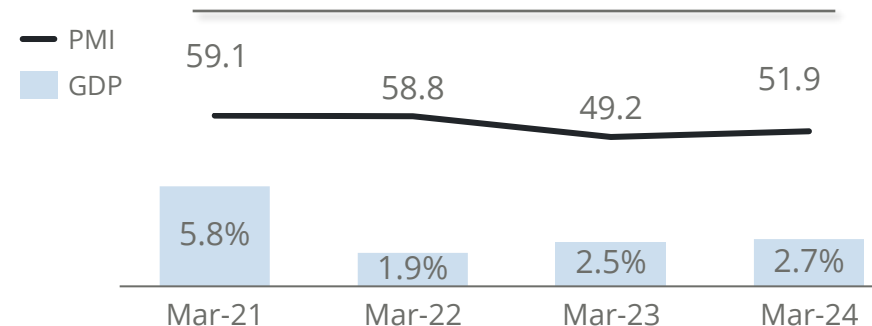
Contract level margin management coupled Operating leverage in line with medium term goals

# ISCS – North America Business

## ISCS North America Revenue

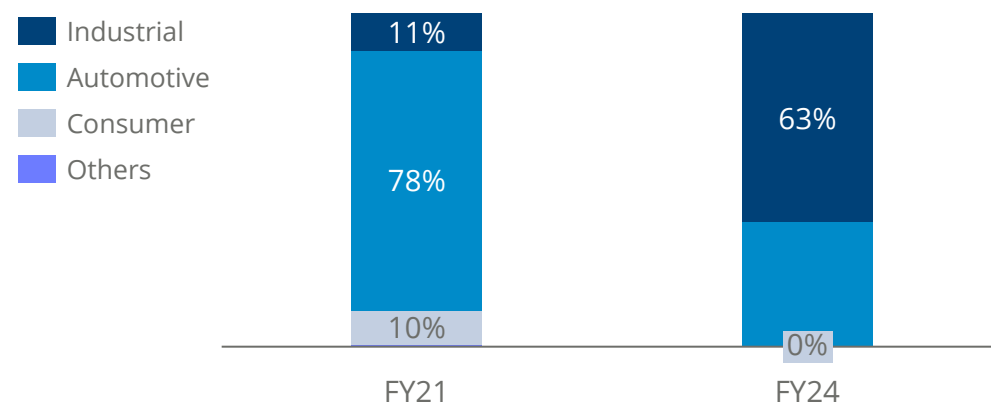


## US GDP & Manufacturing Growth



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

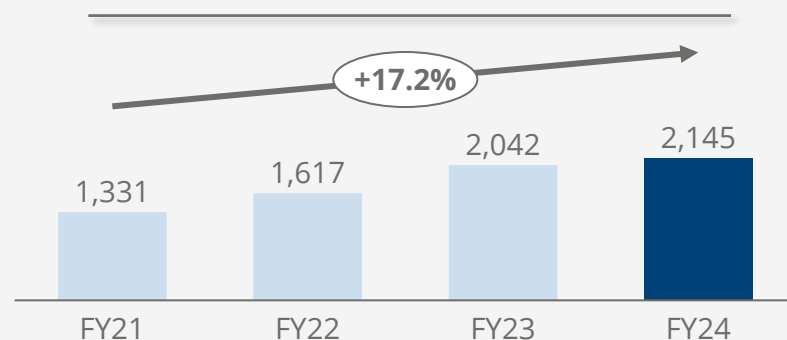
Addition of new customers across industries and adding multiple contracts across service lines

### EBIT Margin Improvement

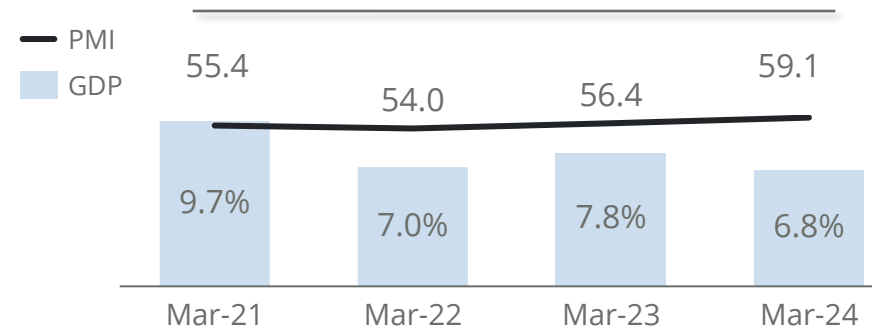
Contract level margin management coupled Operating leverage in line with medium term goals

# ISCS – India Business

## ISCS India Revenue



## India GDP & Manufacturing Growth

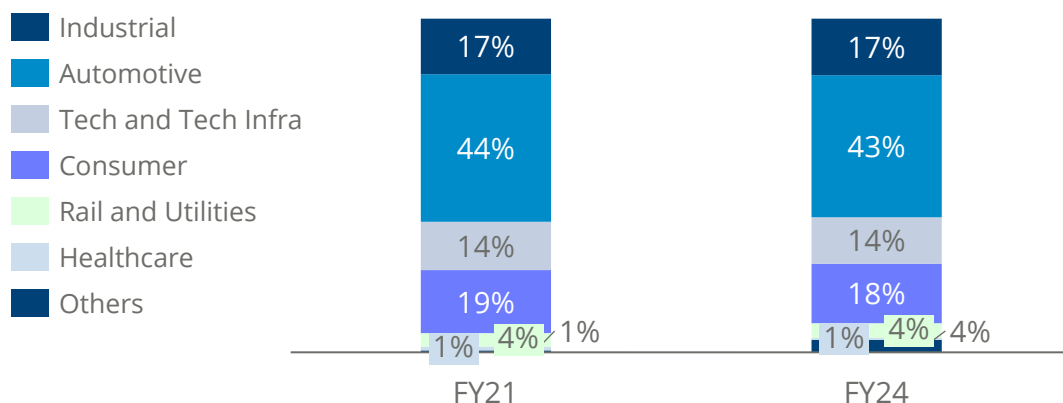


ISCS India business grew by

**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

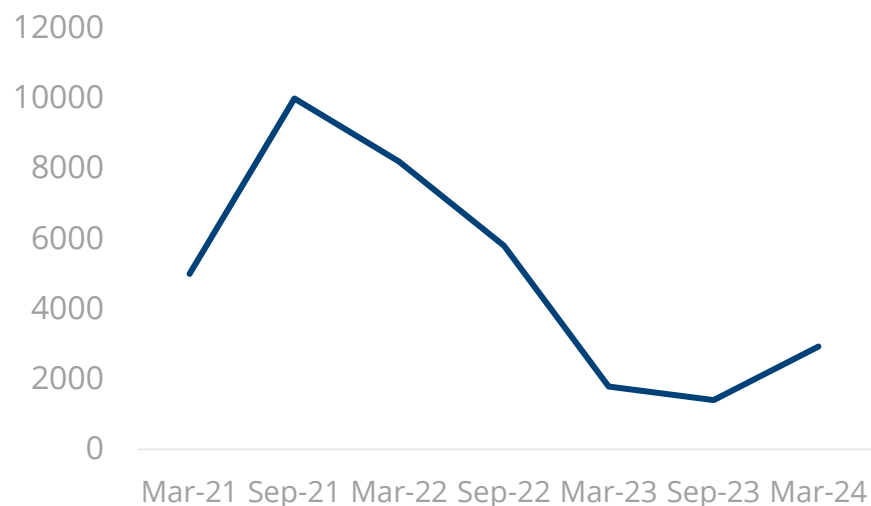
Addition of new customers across industries and adding multiple contracts across service lines

### EBIT Margin Improvement

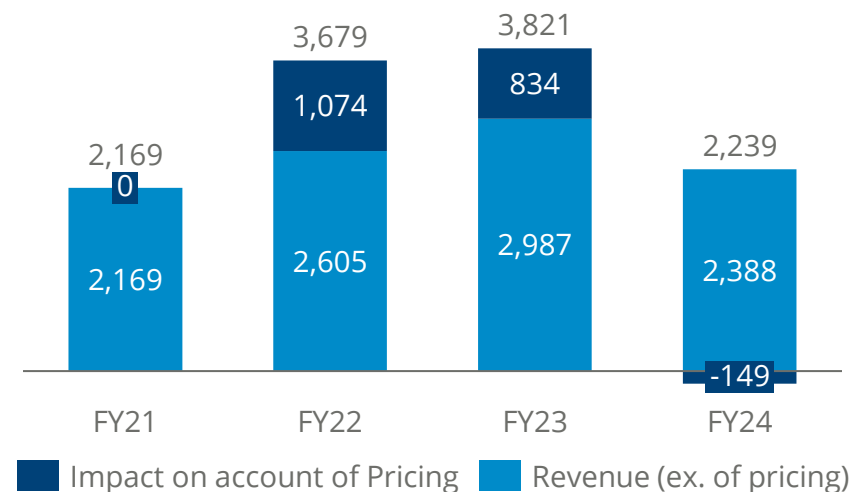
Contract level margin management coupled Operating leverage in line with medium term goals

# GFS Performance

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



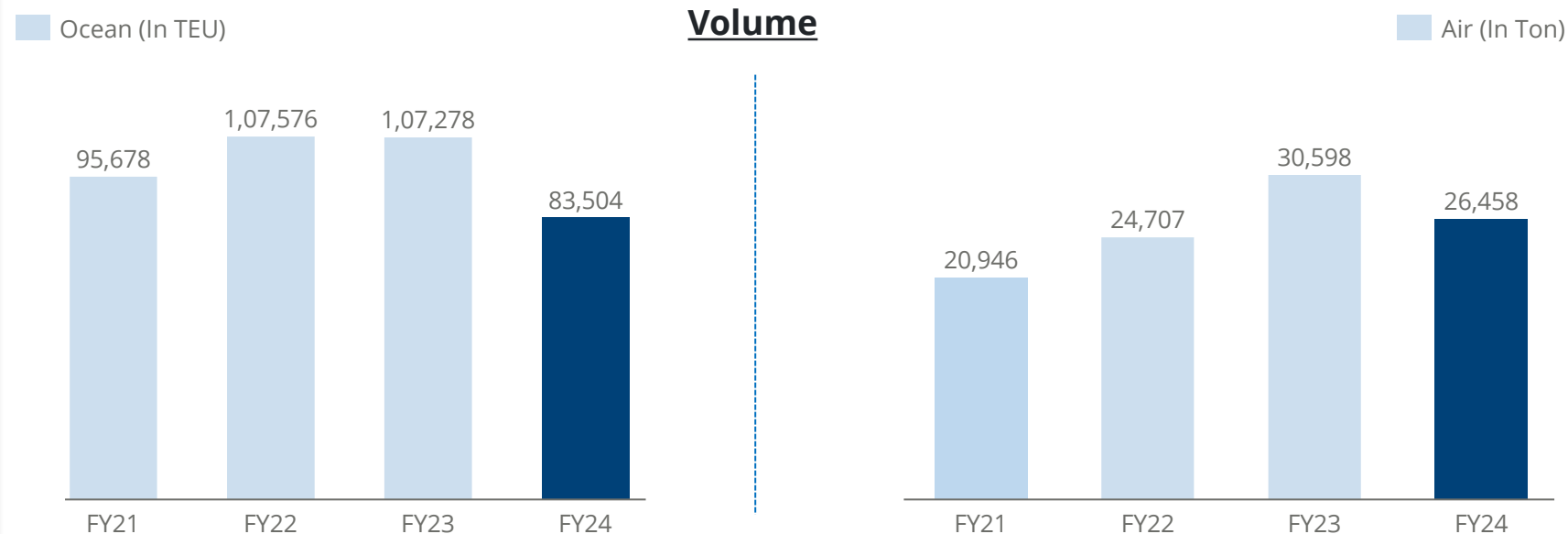
Revenue from Operations with Impact due to Pricing



## Impact for FY24

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

## Volume



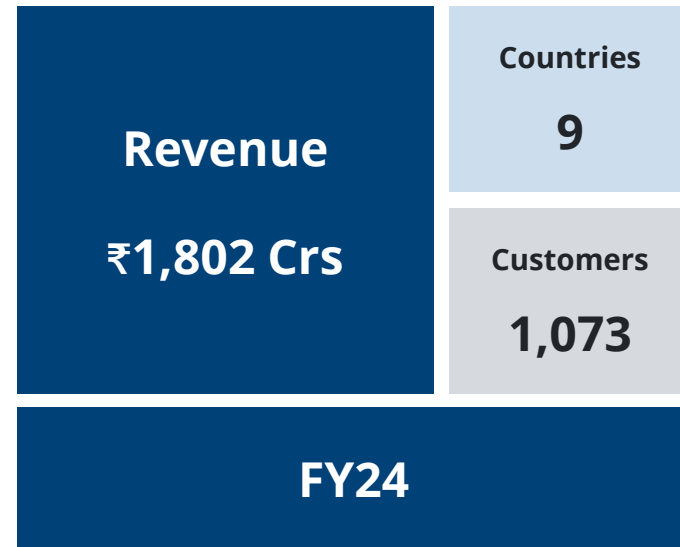
## Outlook

Key Initiatives to drive future growth

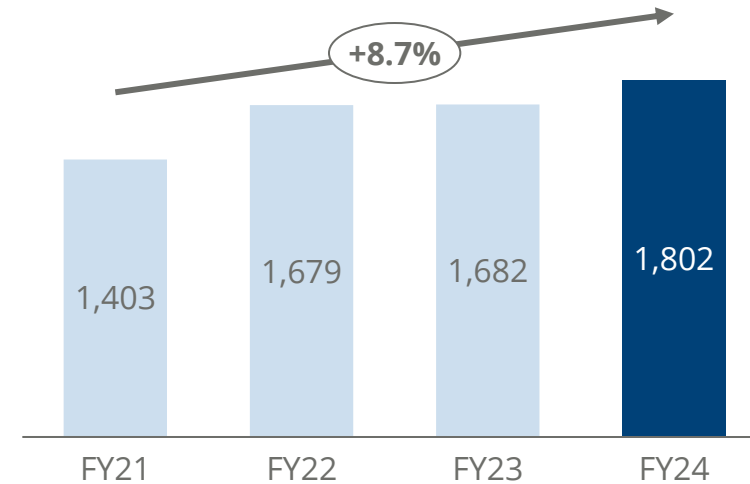
- Building on existing customer / trade lanes Increased **presence across new geographies** like US,
- Digital transformation to focus on enhancing the customer experience and optimizing operating costs



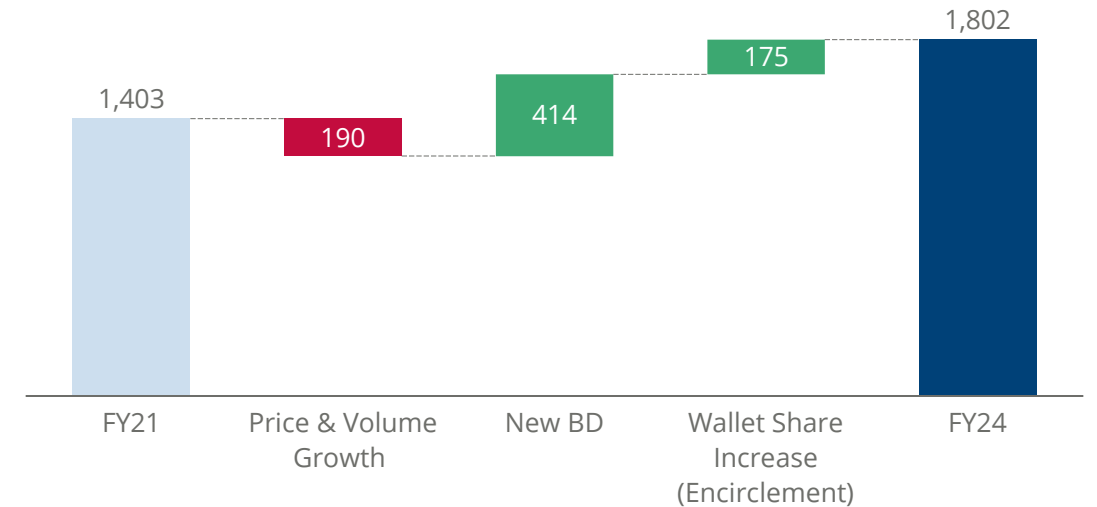
# IFM Performance



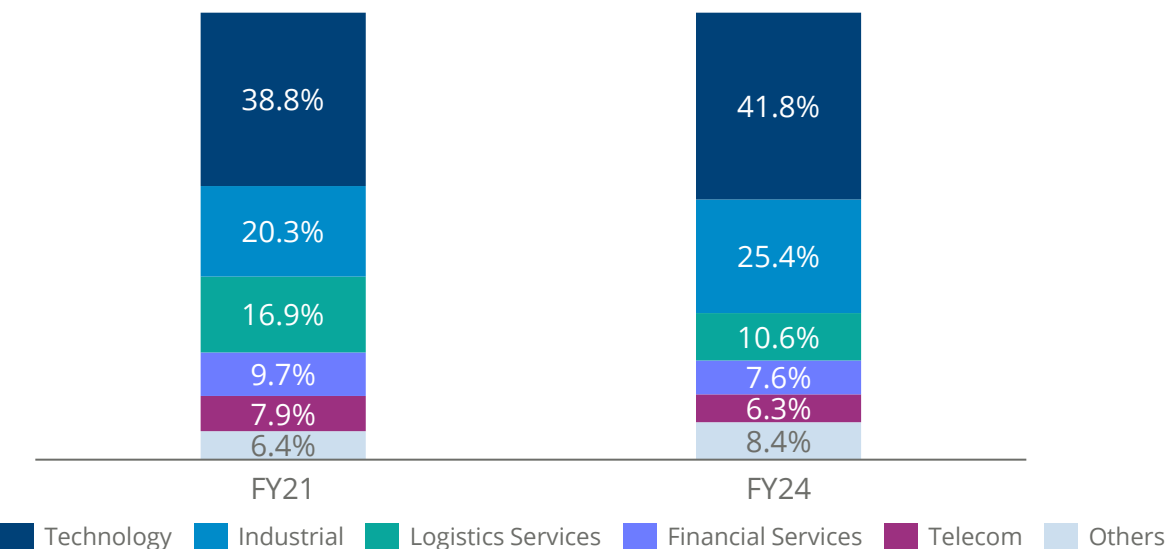
## Demonstrated Growth in Revenues\*



## New Order Wins Continue...



## Diversified across industries

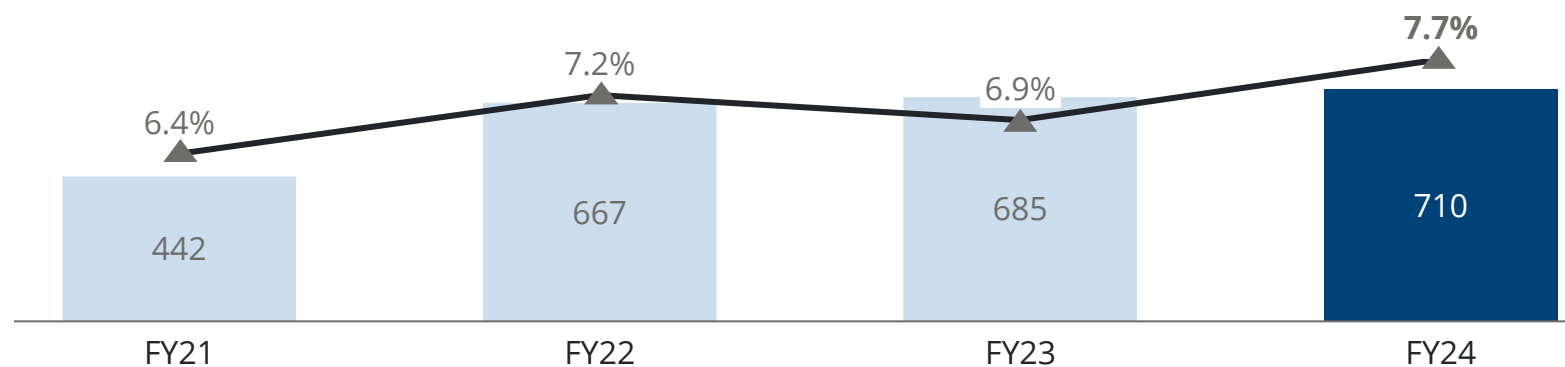


## Key Highlights

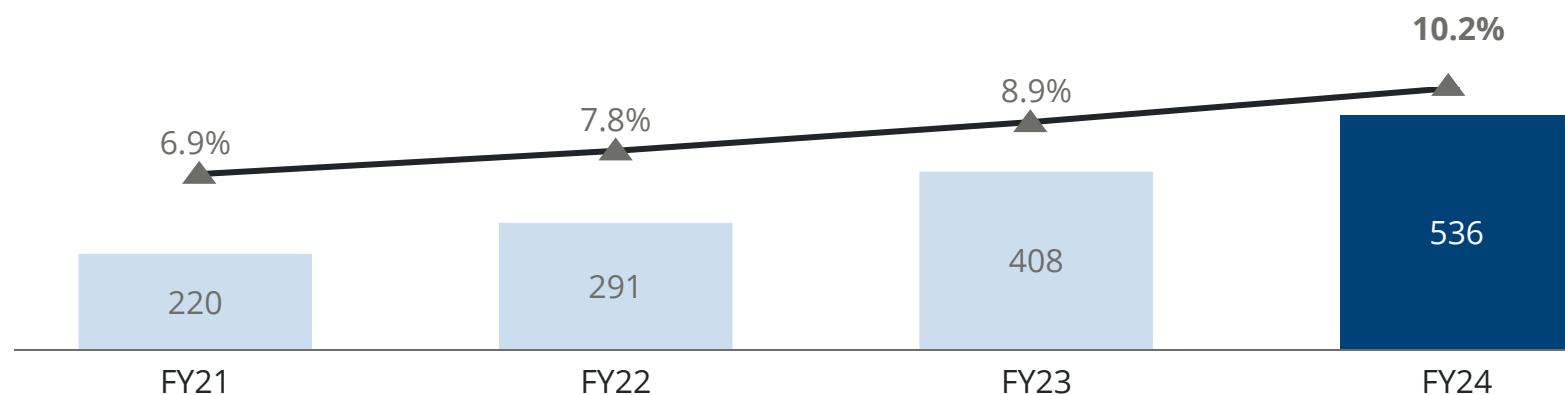
- ✓ Revenues continue to steady on account of new business development and encirclement
- ✓ End user industry demand is strong, and we expect the trend to continue
- ✓ **Outlook:** We continue to focus on our margins in IFM segment. We are implementing certain cost rationalization measures to boost our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

# Positive Margin Trajectory

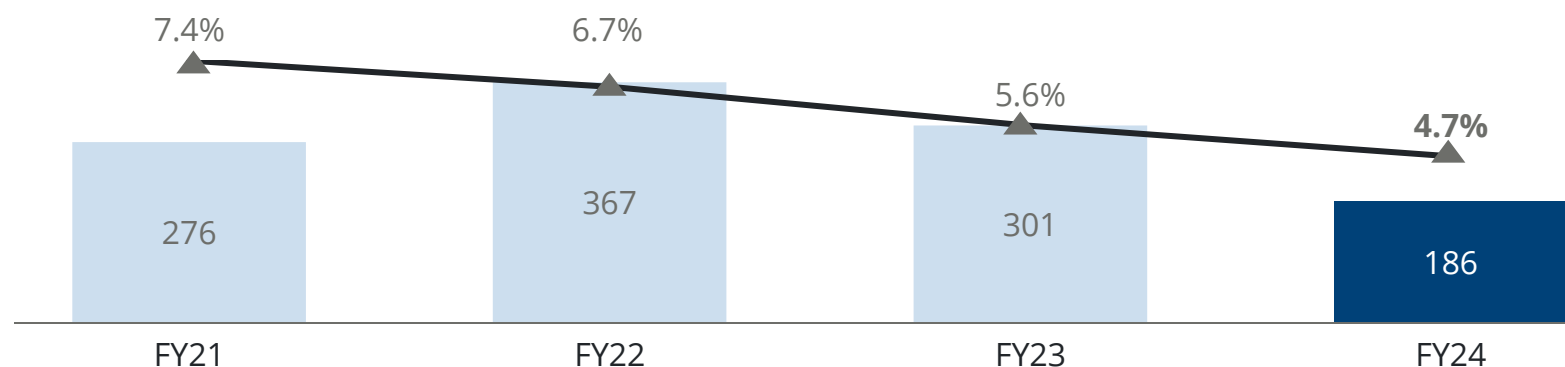
Consl. Adj. EBITDA



ISCS Adj. EBITDA



NS Adj. EBITDA



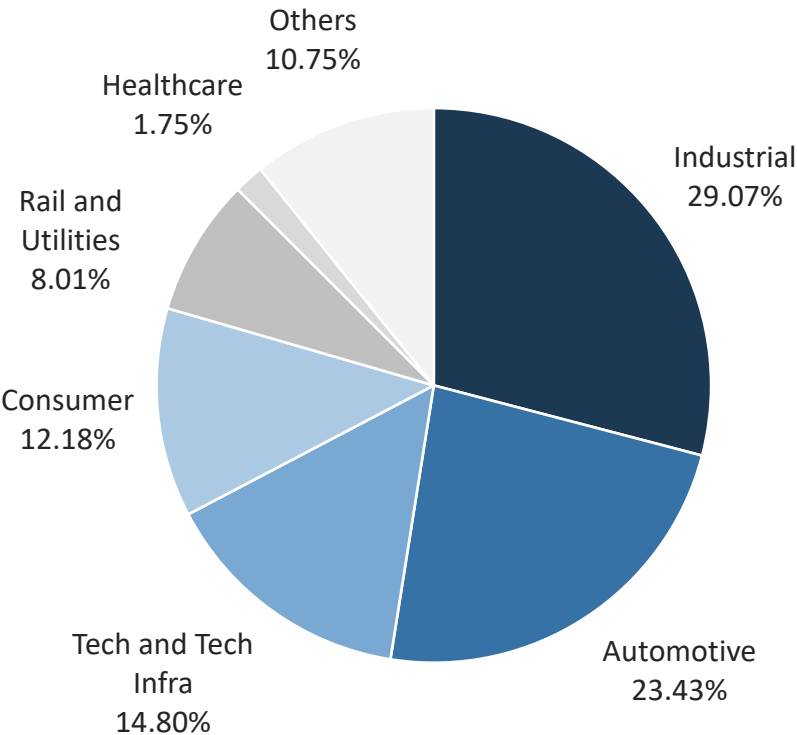
## Levers of Margin Expansion

- ✓ 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

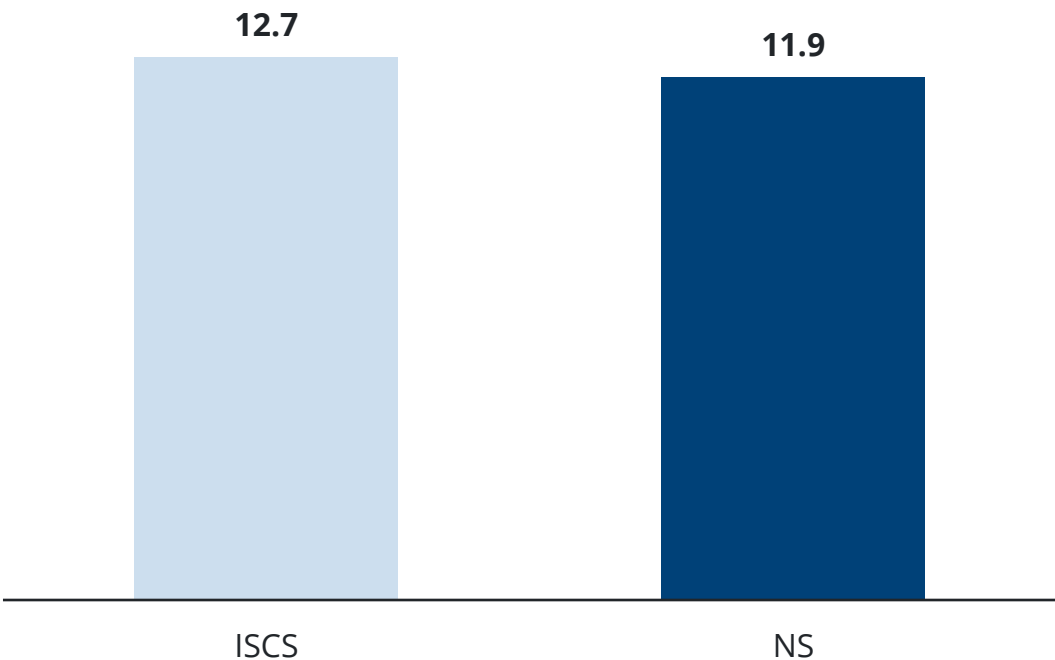
## Diversified customer base

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

# Select Case Studies

---

# Case Study - Polarized Light damage detection



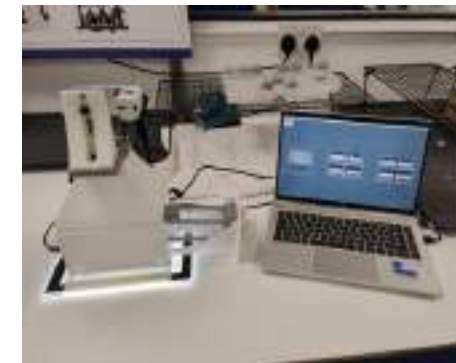
## Problems

- Microscopic cracks in plastic are a hygiene problem in soda guns
- Human detection skilled, time consuming and prone to error



## Solutions

- ✓ Illuminate with polarized light to highlight the damage
- ✓ Train an AI model to detect damage
- ✓ Package this as a full solution to evidence work to the customer



## AI DRIVEN PROCESS



## Solutions

- ☐ Halve headcount
- ☐ Double throughput
- ☐ Near 100% accuracy
- ☐ Happy customer

# Revolutionizing Warehousing Through Technology-Driven Solutions

## 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 Integration of Warehouse management system with Customer's ERP
- 3 Reduce Inventory variance and damage, monitor solutions
- 4 Reduce transportation time and increase visibility of transport operations

## Case Study



### 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



# Case Study - Automotive



## 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**

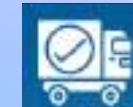


Scalable



Cost effective

Outcome



Error Free Deliveries



Time to Market

# 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

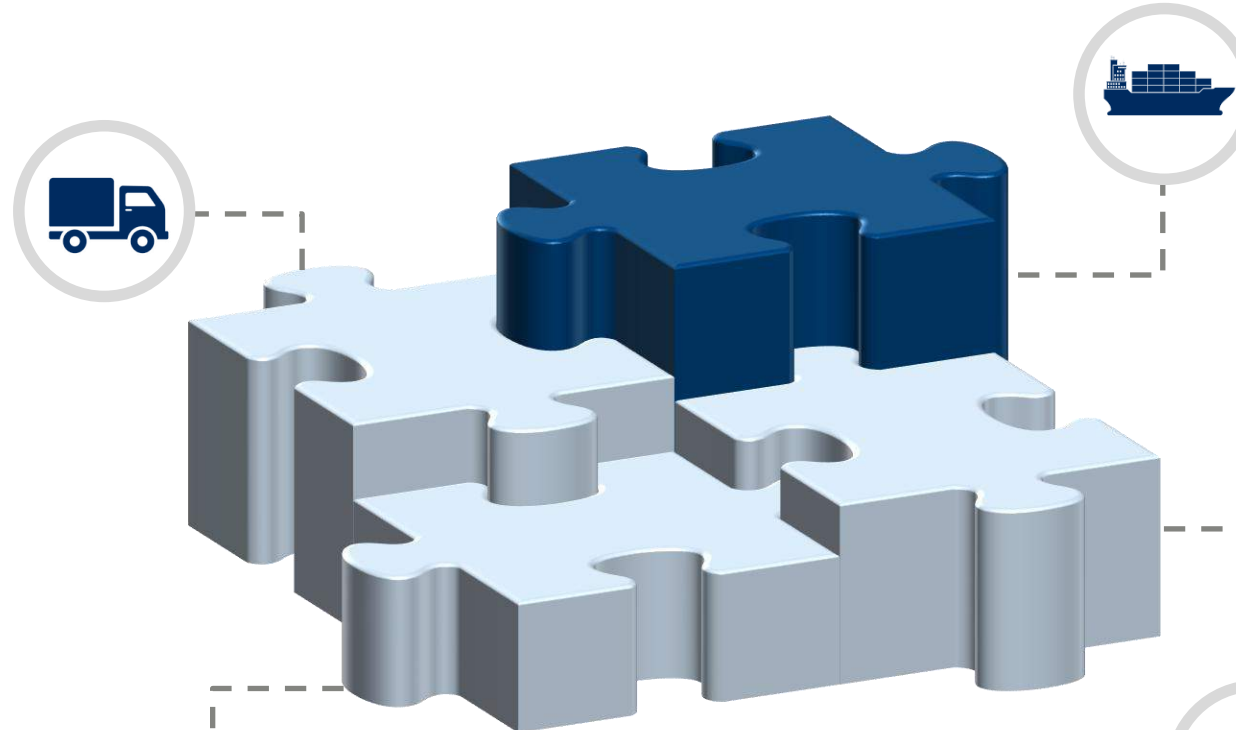
### **Msys**

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





# Thank You

**Company: TVS Supply Chain Solutions Limited**

CIN: L63011TN2004PLC054655



Mr. J. Sivakumar - Head Investor Relations

Email: [investor.relations@tvsscs.com](mailto:investor.relations@tvsscs.com)

For updates and specific queries, please visit

[www.tvsscs.com](http://www.tvsscs.com)

**Investor Relations: Strategic Growth Advisors Pvt. Ltd.**

[www.sgapl.net](http://www.sgapl.net)

CIN: U74140MH2010PTC204285

**SGA** Strategic Growth Advisors

Mr. Sagar Shroff / Mr. Ayush Haria

Email: [sagar.shroff@sgapl.net](mailto:sagar.shroff@sgapl.net) / [ayush.haria@sgapl.net](mailto:ayush.haria@sgapl.net)

+91 98205 19303 / +91 98204 62966