



18th March, 2025

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: Investor Presentation March, 2025

Pursuant to Regulation 30(2) and other respective regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are herewith enclosing the copy of Investor Presentation of the company.

Kindly take the above information on record.

Thanking You,

For **TVS Electronics Limited**

K Santosh
Company Secretary

TVS Electronics Limited

"Arihant E-Park", No.117/1, 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



INVESTOR PRESENTATION

March 2025





Snapshot



PRODUCTS & SOLUTIONS



State-of-the-art hardware solutions for retail, BFSI & logistics industries.



Indian electronics manufacturer with presence of 3+ decades



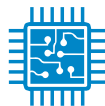
Market leaders in Touch POS systems and Thermal Printers



Pioneers in Dot matrix, Keyboards and mice



Local Value addition - Make In India



Unique edge of customizing & bundling hardware and software solutions

CUSTOMER SUPPORT SERVICES



Integrated service provider for Global OEMs



Field Support Services – Warranty Management solutions.



Infra-managed Services – IT, Solar



Repair & Manufacturing Services



E-Auction Services



Serving 200k customers a month, 19,250+ pin codes served, Logistics coverage > 90% (of total districts).

Electronics Manufacturing Services



70,000 Sq. ft of ESD compliant factory



Industry 4.0 Standards



Automated SMT line



Located in Tumakuru, 70 kms from Bangalore



Easy access to all key National Highways



Closer to KG, International Airport & Chennai Port

OPERATIONS



700+ Employees



6 Branch Offices
13 Warehouses



57 Drop Points
740+ Authorized Service Partners



700+ Authorized Distribution Partners
100+ Channel Distribution Partners



345+ Walk in Centers



Repair Factory: 1,500 Sq. Ft. Clean Room located in Tumakuru

FY24 FINANCIALS



Revenue: INR 3,660 Mn



EBITDA: INR 96 Mn



Net Profit: INR 3 Mn



ROCE: (1)%



ROE: 0.3%



Debt to Equity ratio 0.33x



Company Overview



TVS Electronics (TVS-E) Limited was incorporated in 1986, under the leadership of [Mr. Gopal Srinivasan](#)

The company has emerged as one of the frontrunners in the IT peripherals, point-of-sale solutions, field support services and infra managed services for IT

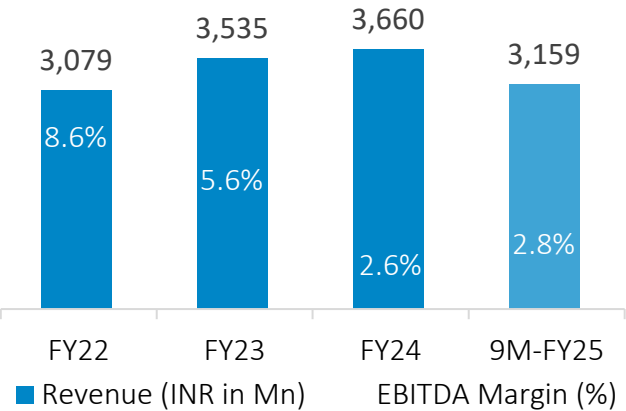
The company caters to vast customer segments including, Retail, BFSI, Shipping & Logistics, Government.



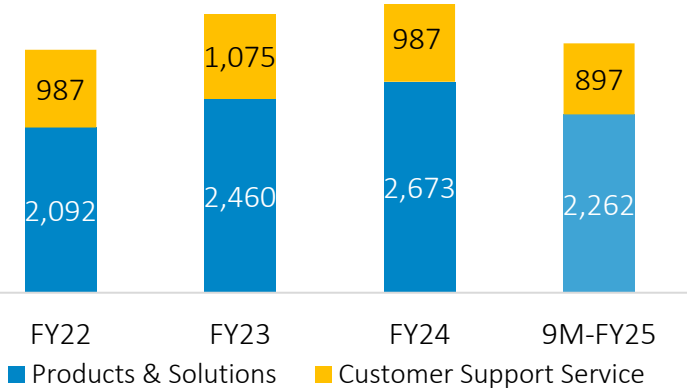
It is headquarters out of Chennai, India and has 1 state-of-the-art manufacturing plant, located at Tumakuru, Karnataka.

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

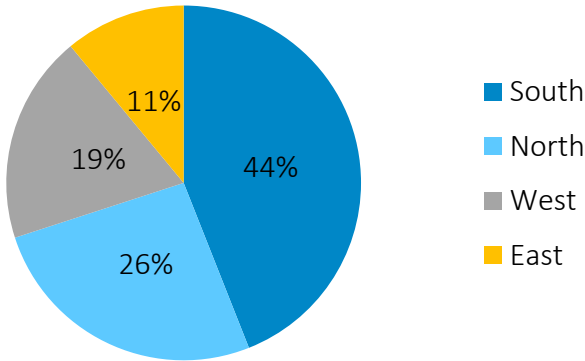
Revenue (INR Mn) & EBITDA Margins (%)



Segmental Revenue (INR Mn)



PSG Segment Geographic Contribution (FY24)



Key Milestones

- Commissioned Tumkur Factory
- India's 1st language printer launched
- India's 1st POS - TVS Sprint launched
- TVS Proton- World's quickest bill printer launched
- 1 Mn Keyboards sold & 0.2 Mn UPS sold

- Dell Service Partnership
- Pan India Support Service for Laptops & PCs
- Exclusive Service Centers for HTC
- Support for Banktech, NCR Corporation & Diebold
- Break fix services for Lenovo

- Last mile support for Flipkart & Amazon
- Repair services for HP
- Repair services for ATOS
- Installation & Demo, Break-fix, Warranty Support for Daikin, Voltas, EFL.



- 1 Mn Printers sold
- Made in India - Set Top Box
- Mfg. of International language printer
- APAC No. 2 in Dot Matrix Printers (DMP)
- Ranked No. 4 Globally in DMP
- Began Service segment "Servicetec"

- Repairs & Refurbishment of Sony Consumer Products
- Repairs for Samsung and LG Mobile phones
- Flagship Service centre for Samsung
- Xiaomi – Distribution business
- ISO 9001: 2015 Accreditation

- Market leadership – DMP, Thermal Printers & Barcode Scanners
- Invested in GTID Solutions and Swiftomatics in 2022 for bundled solutions.
- Ventured into EMS and R&D
- Established cutting-edge Industry 4.0 manufacturing facility in Tumakuru



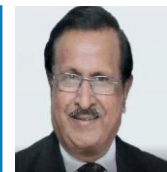
Mr. Gopal Srinivasan (Founder and Chairman)

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



Mrs. Srilalitha Gopal (Managing Director)

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



Mr. Lakshminarayan M (Independent Director)

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



Mr. M F Farooqui (Independent Director)

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


Mr. R S Raghavan (Director)

He is a Chartered Accountant, Cost Accountant and Company Secretary, he is the Non-Executive Non-Independent Director of TVS Electronics. Mr. Raghavan's experience spans corporate finance, business performance, investment, governance, mergers & acquisitions, strategy, fund raising, Investor relations, talent/people management, legal etc. A professional with nearly 41 years experience in the manufacturing and financial services Industry like VCPE, NBFC, Wealth management, manufacturing etc., he brings deep financial experience and significant understanding of business, risk management. He is currently the Non-Executive Non-Independent Director of TVS Capital Funds Pvt. Ltd., a growth capital Private Equity firm. He is currently in the Boards of some of the group companies.


Mr. K Balakrishnan (Independent Director)

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

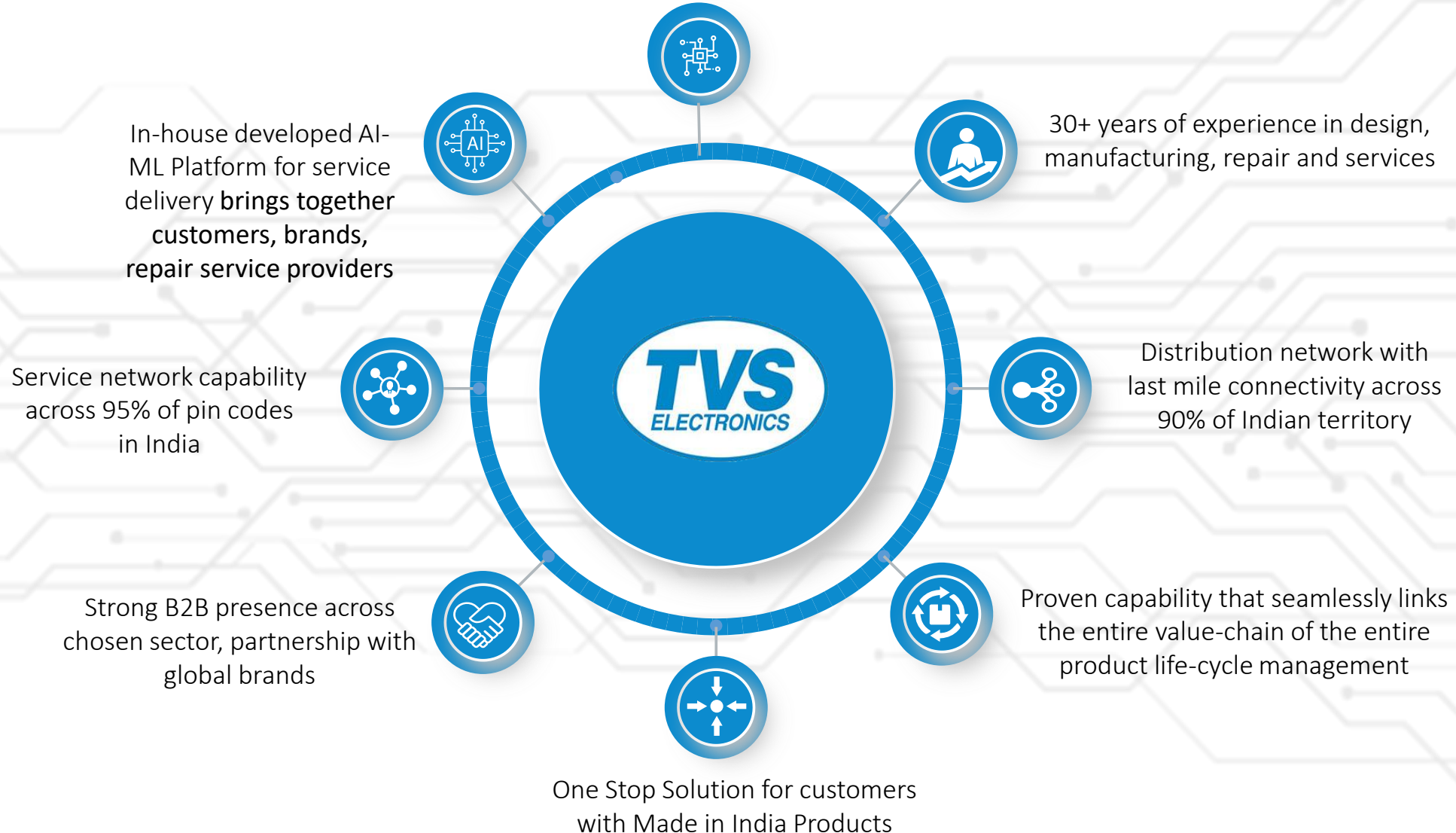

Mr. V Sumantran (Independent Director)

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


Ms. Subhasri Sriram (Independent Director)

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

Provides comprehensive Electronics Manufacturing Services (EMS), including design, development, manufacturing, sourcing, PCBA, box build, testing, logistics, and aftersales service.



PAN India Network

1

REPAIR CENTRE

13

WAREHOUSES

6

BRANCH OFFICES

345

WALK-IN CENTRES

73

DROP POINTS

90%

DISTRICTS COVERED

5,000+

FEET ON STREET

18,500+

PIN CODE SERVED

500+

SERVICE PARTNERS

4,000+

SALES PARTNERS

130

SEAT MULTI-
LANGUAGE CALL
CENTRE

Head Office - Chennai, Tamil Nadu



1 Factory, Repair Centre – Tumkur, Karnataka



6 Branch Offices



73 Drop Points

Products & Solutions

RETAIL



Manufacturing



Health Care & Hospitality



Government Entities



BFSI



Customer Support Services

IT & Peripherals



Banks



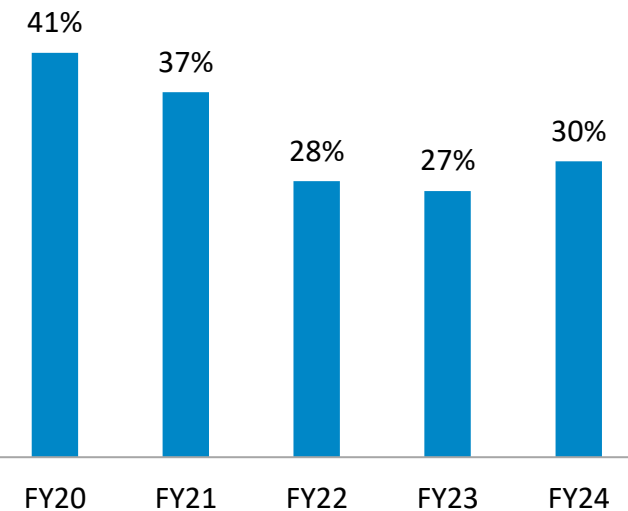
IT IMS



Audio Lifestyle and Consumer Electronics



Top 10 Customer Concentration*





Best Project Excellence Awards
from Quality Circle Forum of
India (QCFI), Mumbai



Certificate of Appreciation
by HDFC Bank



Best project excellence
award by Anexas Europe



PoSH Award – TVS-E
recognized as one of the top
25 Safest Work Place in India



Prestigious Gold Award
from our Marque
Customer



Great Place to Work
Certification Jan 2025 – Jan
2026



ISO 9001:2015
ISO 14001:2015,
ISO / IEC 27001: 2013



Happy Companies to work
for Award by World HRD
Congress



Best Talent Management
Progress HIPOT Identification
& Development



Industry & Strategic Overview

Electronics Manufacturing Services (EMS)

• We seamlessly integrate Electronics Manufacturing Services (EMS) with Product and Solution Groups (PSG), Customer Support Services (CSS), and Go-To-Market (GTM) support. Driven by innovation, we develop products that enhance quality of life and build strong customer partnerships through comprehensive, end-to-end solutions. Our new Surface Mount Technology (SMT) lines at our Tumakuru facility demonstrate our commitment to leading-edge technology, offering complete solutions including supply chain management, PCB assembly, box build, aftersales services, and product testing to meet diverse customer needs locally and globally.

Customer Support Services - One stop solution

- Global brands and Indian customers depend on trusted partners for post sales support. We offer end-to-end service which includes:
 - Field support services: IT products /peripherals, POS products, Banking POS.
 - Infra Managed Services: IT device endpoint computing, network centers, Solar invertors – onsite & offsite
 - Repair services : PCBA and display panel repair
 - eAuction services: disposal of scrap, machinery, excess inventory, e-Waste and end-of-life management support for B2B customers.
 - Our in-house CRM AI/ML-enabled platform to connect brands, service partners, parts management, and logistics.

Single point solution provider

- Our aim is to be the trusted single-point solution provider, offering reliable point of transaction and track and trace products to our customers in the banking, retail, Govt. shipping, and logistics sector.

STRATEGIC PRIORITIES

Hardware devices with software solutions

- The retail and parking sectors are undergoing a digital transformation and software solutions play a crucial role in optimizing operations. TVS-E provides total solutions by bundling hardware products with inbuilt solutions.

Manufacturing IT Peripherals / Make in India

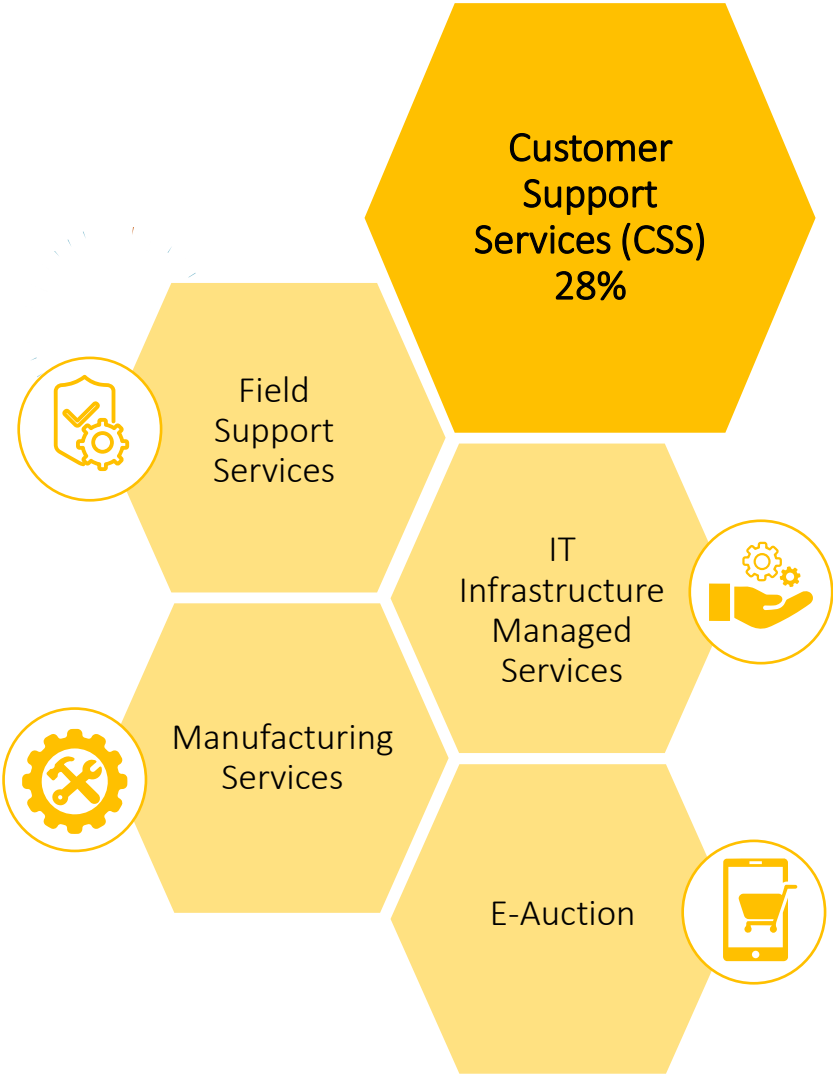
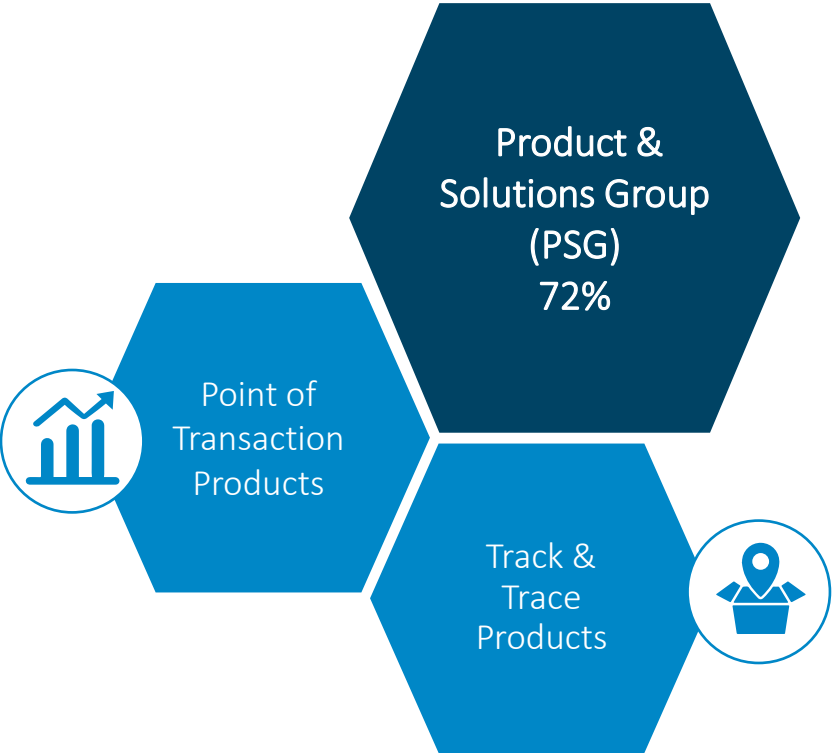
- To capitalize on the demand, TVS-E focus is on enhancing manufacturing capabilities through SKD,CKD at Tumakuru factory and strengthening supply ecosystem that cater to the evolving needs of our customers.

Contract Manufacturing Services for Tech Partners

- Collaborating with our Technology partners presents a significant opportunity for growth. By leveraging our manufacturing capabilities and expertise, we assist our partners in bringing their products to market efficiently and cost-effectively. This strategic partnership will not only strengthen our relationships but also contribute to the "Make in India" initiative by promoting local manufacturing.



Business Overview



Products & Solution Group



Input Devices

- **Keyboard**
Mechanical
Membrane
- **Mouse**
Optical
- **Barcode Scanner**
Handheld – 1D, 2D
- **Document Scanner**
Auto doc. feeder



Computing Devices

- **Point of Sale**
Desktop POS
Handheld POS
Handheld Computing
Tablet
- **Cash Register (Billing)**



Validation Devices

- **Cash Counter**
- **FPR Integrated Devices**
(Finger Print Recognition)
Keyboard
Tablets
Mobile Printer
Handheld Devices



Output Devices

- **Printer**
Impact Printer – (DMP)
Thermal Receipt Printer
Label & Barcode Printer
Passbook Printer
- **Consumables**
Paper rolls
Ribbon
Print Head



Events (AIDC)



SmartTech Asia Expo - 13th & 14th Feb 2025
Jio World Convention Centre BKC

80+ Leads generated

Events (Channel)



KHRA Annual Conference Salkkar 2025 -
February 14, 15, 16
Lulu Convention Centre, Thrissur

50+ Leads generated

Events (D2C & Channel)



Retail Leadership Summit (RLS) 2025 -
27-28 February 2025, Hall No. 6, Bombay Exhibition Centre,
Mumbai, Stall No: A8

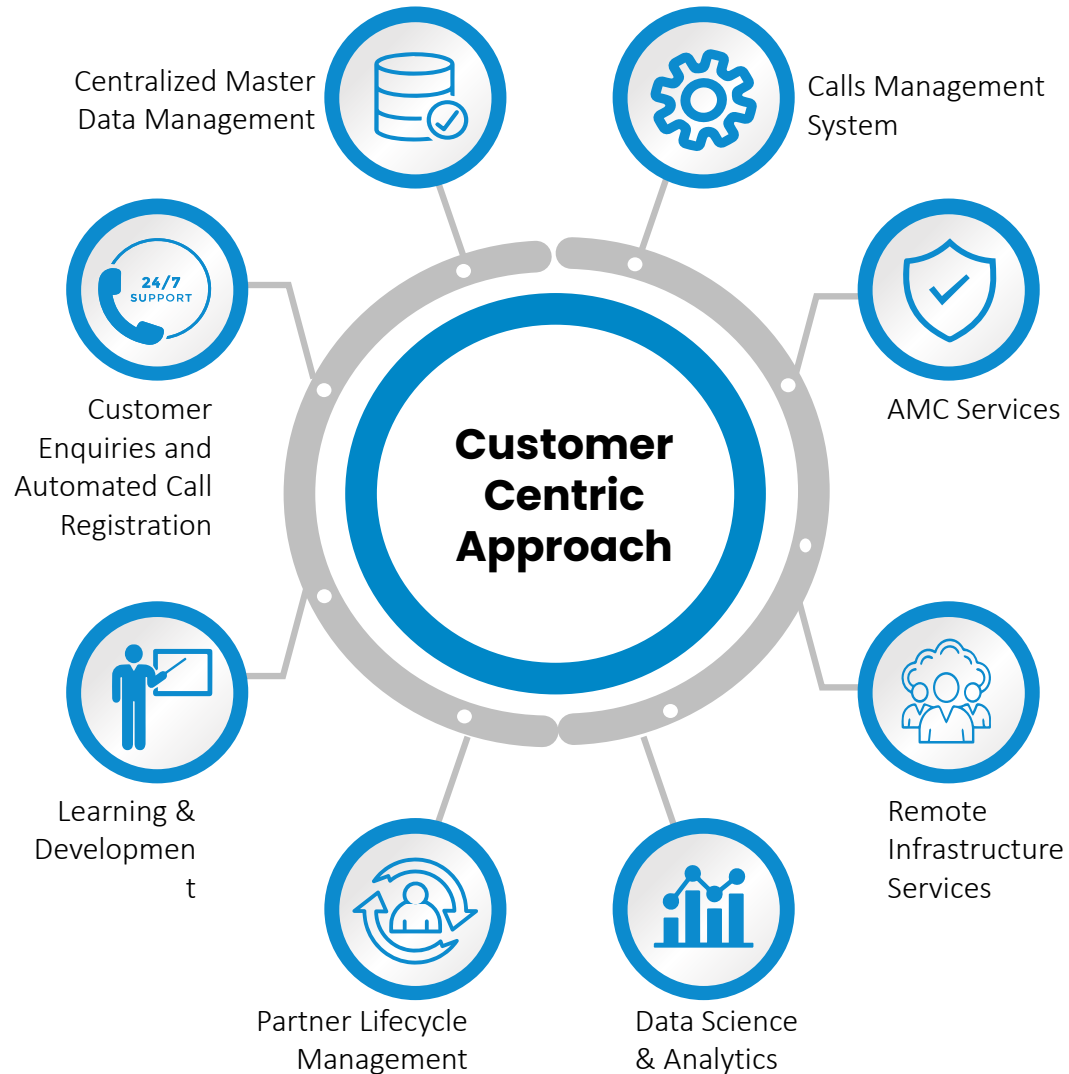
49+ Leads generated

Customer Support Services



Customer Support Services (CSS)

The Company provides customer support service catering to OEMs. These services include break fix, repair, installation, demo, IT infra management, remote-tech support, call center services, and E-Auction services.



CAPABILITY ACROSS CATEGORIES

IT Products

- Laptops
- Printers
- Servers

Banking & Retail

- Card Machine
- Electronic data capture terminals

Infra Management Services

- IT Products
- Solar

Drivers of Customer support services segment at TVS-E:

- Holistic service provider for post sales lifecycle management, such as the integration of Brands, Service partners, call center, parts management, logistics and related services tracked by in-house built Service platform - CRM (AI, ML) for a trusted customer experience.

Providing high-quality EMS solutions tailored for diverse industries



Tumakuru, Karnataka

The Tumakuru Industrial Township' is South India's first industrial corridor project, supported by Government investment. The township will feature world-class infrastructure, with the Mumbai-Chennai National Highway 48 adjacent to the site, the Bengaluru International Airport located approximately 100 km away, the Tumakuru Railway Station situated 25 km away, and the Mangaluru Port located 300 km away.

- **Area:** 26.4K Sq.m. campus & work area of 6,500 Sq. ft.
- **Manufacturing and office facility:** 2 Manufacturing blocks with 6 lines of Manufacturing & 1 office block
- **Products Manufactured:** Mechanical Key Boards, Dot Matrix Printers, POS Products and Consumables
- **Our Established Capacity:** Keyboard – 300K units p.a. and POS Products & DMP – 560K units p.a.
- **Repair facility:** Class 10,000 clean room to repair PCBA and display panels
- **Call Centre:** 130 seats multi-language call centre





Financial Overview

Historical Income Statement

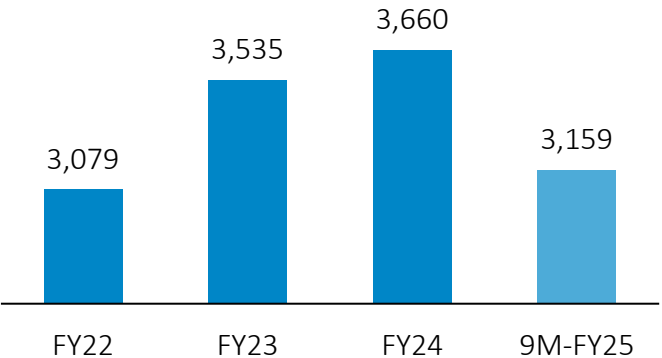
Particulars (INR Mn)	FY22	FY23	FY24	9M-FY25
Revenue from Operations	3,079	3,535	3,660	3,159
Total Expenses	2,815	3,337	3,564	3,070
EBITDA	264	198	96	89
EBITDA Margin (%)	8.57%	5.60%	2.62%	2.82%
Other Income	12	15	26	23
Depreciation	63	71	109	109
Finance Cost	10	14	20	40
Profit before exceptional items and tax	203	128	(7)	(37)
Exceptional Items (Net)	5	-	-	-
PBT	208	128	(7)	(37)
Tax	57	33	(10)	(5)
PAT	151	95	3	(32)
PAT Margin (%)	4.90%	2.69%	0.08%	(1.01)%
Other Comprehensive Income	(5)	(3)	4	(2)
Total Comprehensive Income	146	92	7	(34)
EPS (INR)(not annualised)	8.10	5.11	0.15	(1.73)

Balance Sheet

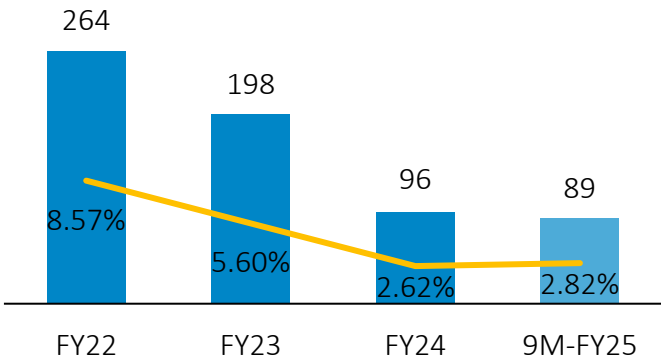
Equity and Liabilities (INR Mn)	FY23	FY24	H1-FY25
Equity			
Share Capital	186	186	186
Other Equity	832	801	755
Total Equity	1,018	988	942
Non Current Liabilities			
Financial liabilities			
(i) Borrowings	62	150	119
(ii) Lease Liabilities	28	5	107
Provisions	11	2	1
Other non-current liabilities	2	3	-
Total Non-Current Liabilities	103	160	227
Current Liabilities			
Financial liabilities			
(i) Borrowings	33	221	170
(ii) Lease Liabilities	14	28	12
(iii) Trade Payables	682	719	709
(iv) Other Financial liabilities	148	134	158
Provisions	78	119	163
Current Tax Liabilities (net)	-	-	-
Other Current liabilities	136	74	49
Total Current Liabilities	1,091	1,295	1,261
Total Liabilities	1,194	1,455	1,488
Grand Total – Equity and Liabilities	2,212	2,443	2,430

Assets (INR Mn)	FY23	FY24	H1-FY25
Non Current Assets			
Property, Plant & Equipment	166	392	396
Right of use assets	44	32	117
Capital Work in Progress	18	1	-
Intangible assets	132	141	135
Intangible assets under development	13	6	9
Financial assets			
(i) Investments	11	13	13
(ii) Other financial assets	6	10	14
Deferred tax assets (Net)	12	19	20
Non Current tax assets (Net)	9	33	61
Other non-current assets	258	17	18
Total Non-Current Assets	669	664	783
Current Assets			
Inventories	619	551	495
Financial assets			
(i) Investments	113	250	65
(ii) Trade Receivable	465	628	703
(iii) Cash and cash equivalents	91	31	45
(iv) Other bank balances	23	12	29
(v) Other financial assets	96	122	163
Other current assets	136	185	147
Total Current Assets	1,543	1,779	1,647
Grand Total - Assets	2,212	2,443	2,430

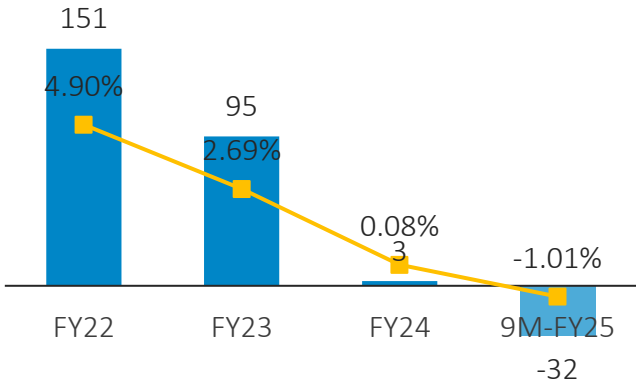
Operational Revenue (INR Mn)



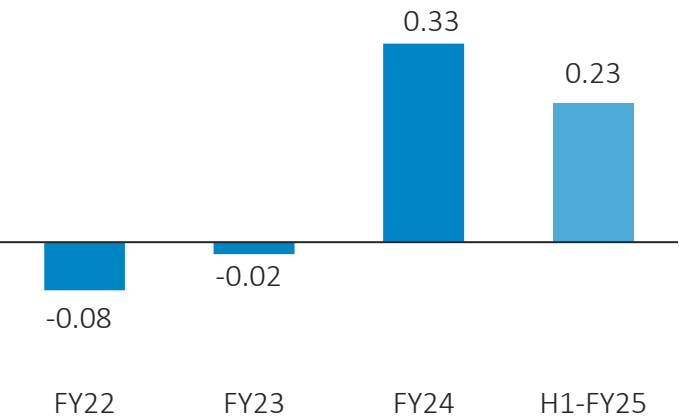
EBITDA (INR Mn) & EBITDA Margins (%)



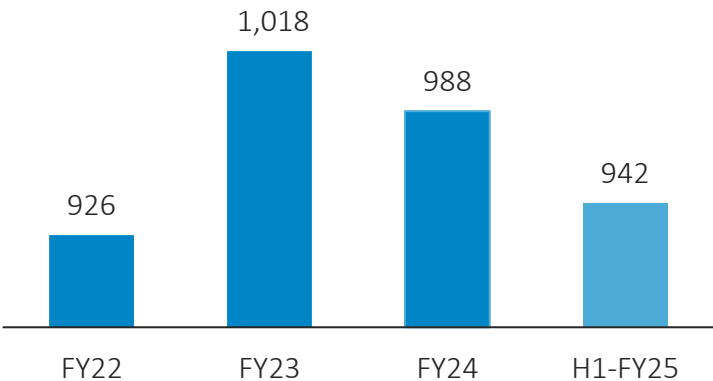
PAT (INR Mn) & PAT Margins (%)



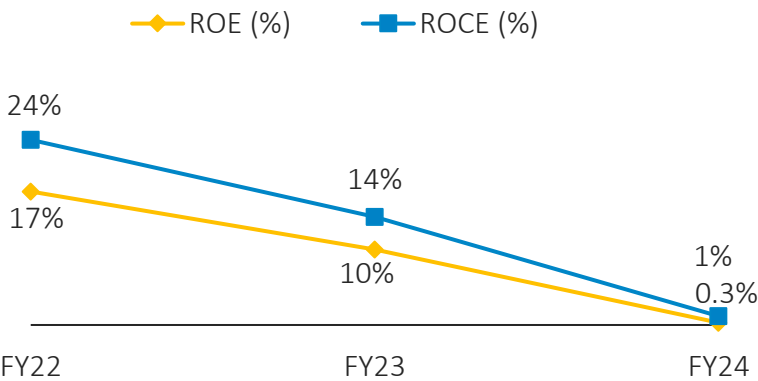
Net Debt to Equity (x)



Net Worth (INR Mn)

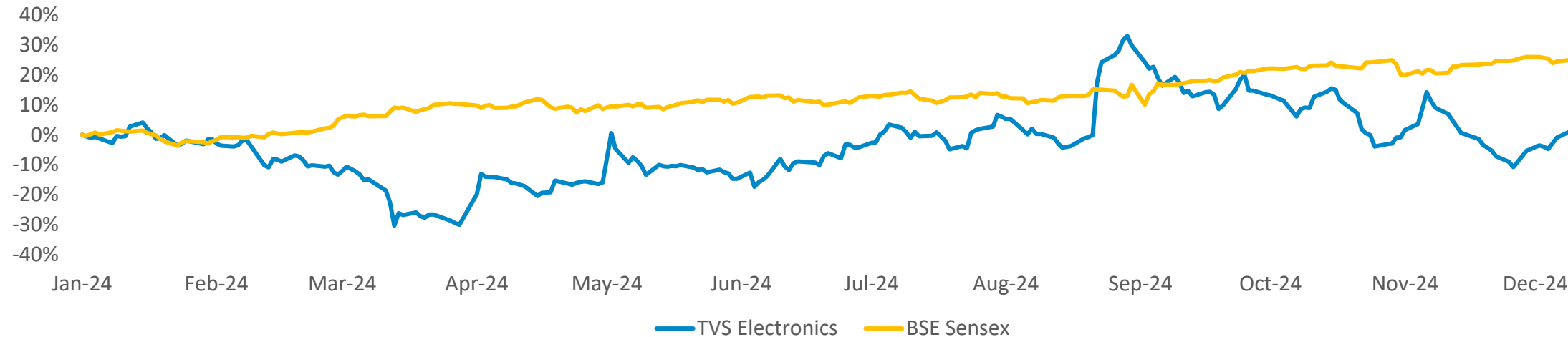


ROE AND ROCE (%)





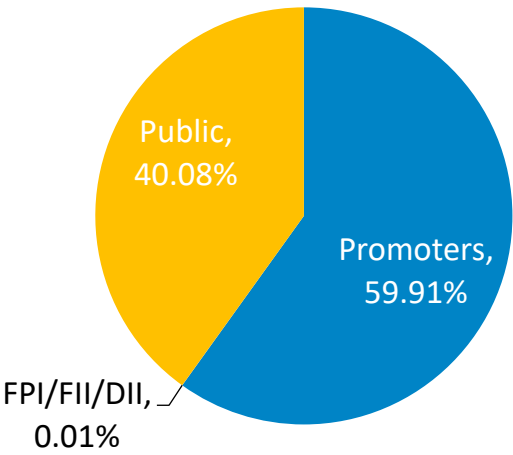
Stock Market Performance (As on 31st December 2024)



Price Data (As on 31st December, 2024)

	INR
Face Value	10.0
Market Price	440.65
52 Week H/L	235/489.6
Market Cap (Mn)	8,218.26
Equity Shares Outstanding (Mn)	18.65
1 Year Avg Trading Volume ('000)	157.92

Shareholding Pattern (As on 31st December 2024)



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Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

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