



20th May, 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: Earnings Presentation – Q4 FY 2024-25

Pursuant to Regulation 30(2) and other respective regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are herewith enclosing the copy of Earnings Presentation – Q4 FY 2024-25.

Kindly take the above information on record.

Thanking You

Yours truly,

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: Harita 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



EARNINGS PRESENTATION

Q4-FY25/FY25



PRODUCTS & SOLUTIONS



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



Indian electronics manufacturer with presence of 3+ decades



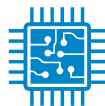
Market leaders in Touch POS systems and Thermal printers



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

FY25 FINANCIALS



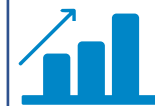
Revenue: INR 4,305 Mn



EBITDA: INR 115 Mn



Net Profit: INR (38) Mn



ROCE: (3.1)%



ROE: (4.1)%



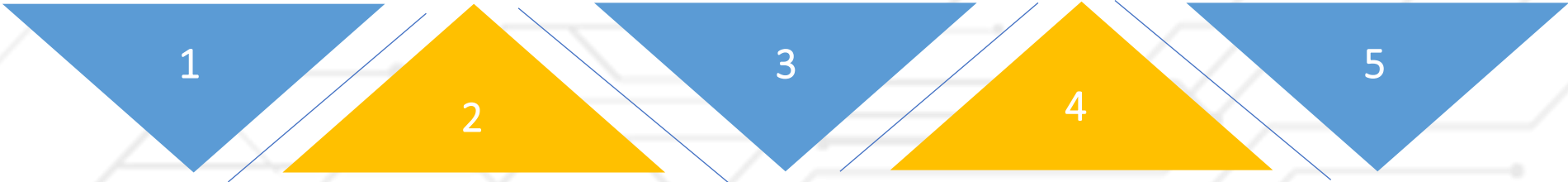
Debt to Equity ratio 0.28



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

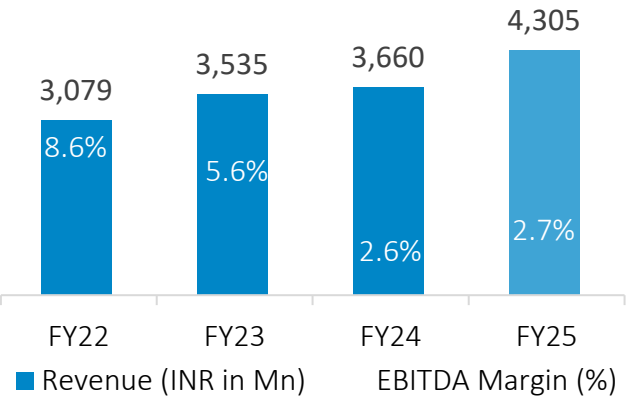
The company caters to vast customer segments including, Retail, BFSI, Shipping & Logistics, Government.



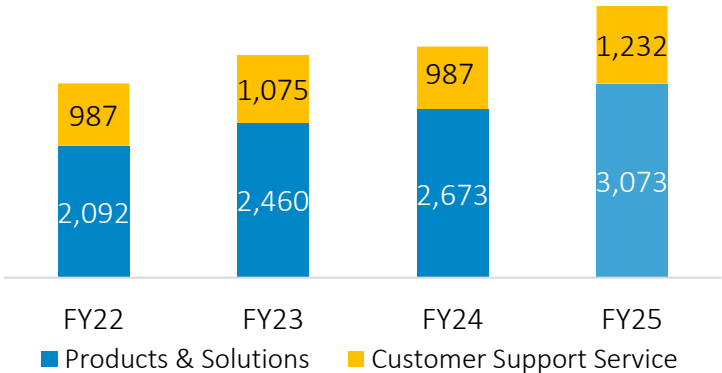
It is headquarters out of Chennai, India and has 1 state-of-the-art manufacturing plant, located at Tumakuru, Karnataka.

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

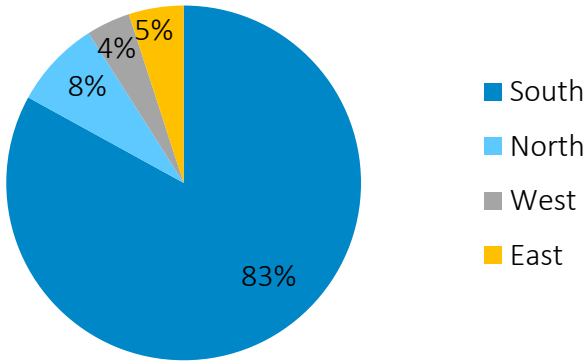
Revenue (INR Mn) & EBITDA Margins (%)

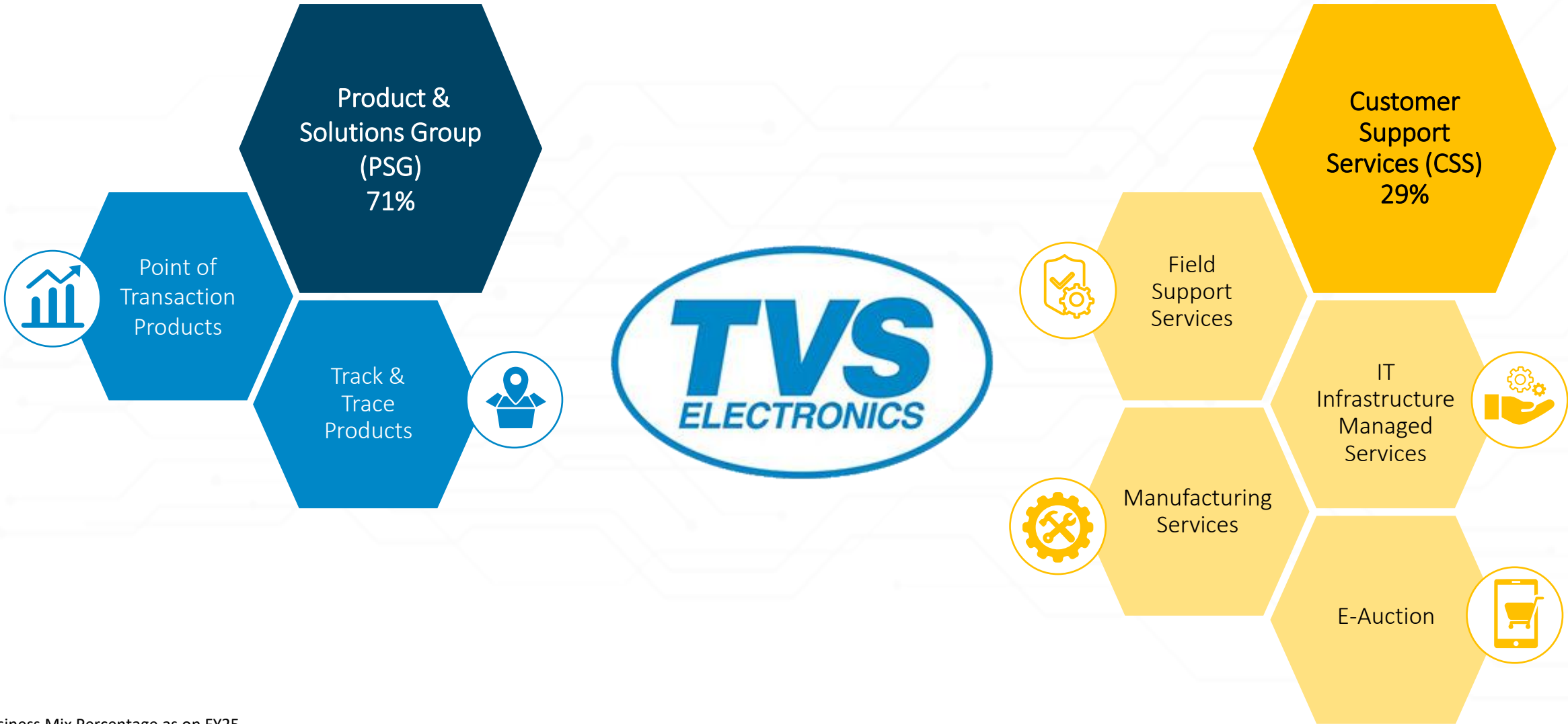


Segmental Revenue (INR Mn)



PSG Segment Geographic Contribution (FY25)





Products & Solutions

RETAIL



Manufacturing



Health Care & Hospitality



Government Entities



BFSI



Customer Support Services

IT & Peripherals



Banks



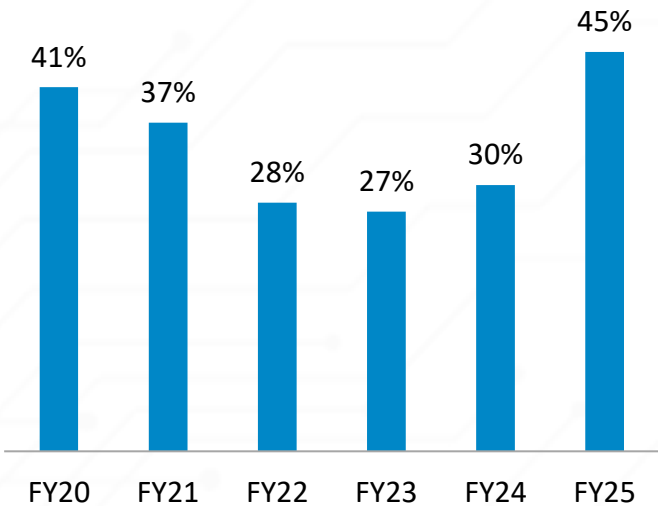
IT IMS



Audio Lifestyle and Consumer Electronics



Top 10 Customer Concentration



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.



Q4-FY25/FY25 HIGHLIGHTS



Q4-FY25/FY25 Financial Highlights



Q4-FY25 Performance

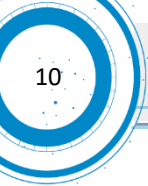
FY25 Performance

INR 1,146 Mn Revenue from Operations	INR 27 Mn EBITDA	2.36% EBITDA Margin	INR 4,305 Mn Revenue from Operations	INR 115 Mn EBITDA	2.67% EBITDA Margin
INR (6) Mn PAT	(0.52)% PAT Margin	INR (0.31)/share EPS	INR (38) Mn PAT	(0.88)% PAT Margin	INR (2.03)/share EPS

Divisional Breakup:

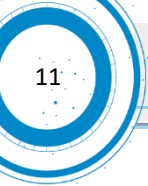
INR Mn	Q4-FY25	Q4-FY24	Y-O-Y	FY25	FY24	Y-O-Y
Product & Solutions Group	811	726	11.7%	3,073	2,673	15.0%
Customer Support Services	335	245	36.7%	1,232	988	24.7%
Income from Operations	1,146	971	18.0%	4,305	3,661	17.6%

- The products and solutions vertical generated a revenue of INR 811 Mn in Q4-FY25, representing an increase of 17.48% Q-o-Q basis. The segment registered a Y-o-Y growth of 11.7% in revenue in Q4- FY25. Increased business from government and BFSI customers with Made in India Products, combined with our expanding reach as a single point solution provider (SPSP) in the retail segment contributed to increase in revenue in the products and solutions vertical.
- The customer support service vertical generated a revenue of INR 335 Mn in Q4-FY25, representing an increase of 8% on Q-o-Q basis. The segment registered a Y-o-Y growth of 36.7% in Q4- FY25. Increased volumes from existing customers combined with new business additions were the driving factors behind the increase in revenue in the customer support service vertical.
- EBITDA margins for the FY25 improved by 5 basis points on a Y-o-Y basis. The increase is after factoring in the investment of 2-3% of EBITDA in growth initiatives like EMS and R&D.



Q4-FY25 Financial Performance

Particulars (INR Mn)	Q4-FY25	Q3-FY25	Q-o-Q	Q4-FY24	Y-o-Y
Revenue from Operations	1,146	1,000	14.6%	971	18.0%
Total Expenses	1,119	969	15.5%	945	18.4%
EBITDA	27	31	(12.9)%	26	3.8%
EBITDA Margin (%)	2.36%	3.10%	(74) Bps	2.68%	(32) Bps
Other Income	3	9	(66.7)%	11	(72.7)%
Depreciation	42	38	10.5%	31	35.5%
Finance Cost	14	13	7.7%	7	NA
PBT	(26)	(11)	NA	(1)	NA
Tax	(20)	(4)	NA	(7)	NA
PAT	(6)	(7)	(14.3)%	6	NA
PAT Margin (%)	(0.52)%	(0.70)%	18 Bps	0.62%	(114) Bps
Other Comprehensive Income	(1)	1	NA	-	NA
Total Comprehensive Income	(7)	(6)	16.7%	6	NA
EPS (INR)(not annualised)	(0.31)	(0.35)	(11.4)%	0.30	NA



Particulars (INR Mn)	FY25	FY24	Y-o-Y
Revenue from Operations	4,305	3,660	17.6%
Total Expenses	4,190	3,564	17.6%
EBITDA	115	96	19.8%
EBITDA Margin (%)	2.67%	2.62%	5 Bps
Other Income	26	26	NA
Depreciation	151	109	38.5%
Finance Cost	54	20	NA
PBT	(64)	(7)	NA
Tax	(26)	(10)	NA
PAT	(38)	3	NA
PAT Margin (%)	(0.88)%	0.08%	(96) Bps
Other Comprehensive Income	(2)	4	NA
Total Comprehensive Income	(40)	7	NA
EPS (INR)(not annualised)	(2.03)	0.15	NA

Historical Income Statement

Particulars (INR Mn)	FY22	FY23	FY24	FY25
Revenue from Operations	3,079	3,535	3,660	4,305
Total Expenses	2,815	3,337	3,564	4,190
EBITDA	264	198	96	115
EBITDA Margin (%)	8.57%	5.60%	2.62%	2.67%
Other Income	12	15	26	26
Depreciation	63	71	109	151
Finance Cost	10	14	20	54
Profit before exceptional items and tax	203	128	(7)	(64)
Exceptional Items (Net)	5	-	-	-
PBT	208	128	(7)	(64)
Tax	57	33	(10)	(26)
PAT	151	95	3	(38)
PAT Margin (%)	4.90%	2.69%	0.08%	(0.88)%
Other Comprehensive Income	(5)	(3)	4	(2)
Total Comprehensive Income	146	92	7	(40)
EPS (INR)(not annualised)	8.10	5.11	0.15	(2.03)

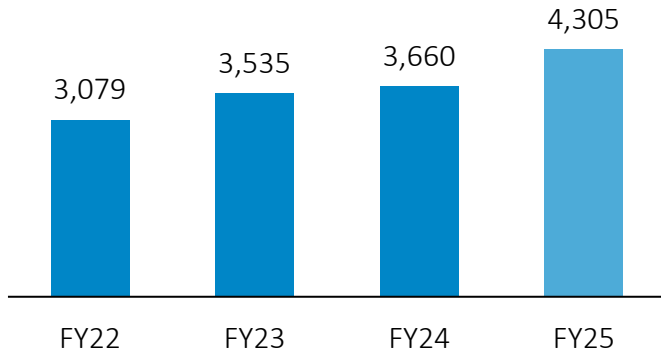
Balance Sheet

Equity and Liabilities (INR Mn)	FY23	FY24	FY25
Equity			
Share Capital	186	186	186
Other Equity	832	801	743
Total Equity	1,018	988	929
Non Current Liabilities			
Financial liabilities			
(i) Borrowings	62	150	102
(ii) Lease Liabilities	28	5	106
Provisions	11	2	2
Other non-current liabilities	2	3	3
Total Non-Current Liabilities	103	160	213
Current Liabilities			
Financial liabilities			
(i) Borrowings	33	221	211
(ii) Lease Liabilities	14	28	7
(iii) Trade Payables	682	719	838
(iv) Other Financial liabilities	148	134	168
Provisions	78	119	174
Current Tax Liabilities (net)	-	-	-
Other Current liabilities	136	74	67
Total Current Liabilities	1,091	1,295	1,465
Total Liabilities	1,194	1,455	1,678
Grand Total – Equity and Liabilities	2,212	2,443	2,607

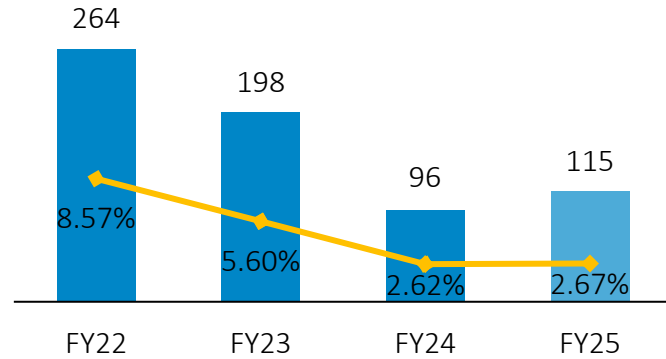
Assets (INR Mn)	FY23	FY24	FY25
Non Current Assets			
Property, Plant & Equipment	166	392	384
Right of use assets	44	32	107
Capital Work in Progress	18	1	-
Intangible assets	132	141	141
Intangible assets under development	13	6	-
Financial assets			
(i) Investments	11	13	13
(ii) Other financial assets	6	10	22
Deferred tax assets (Net)	12	19	46
Non Current tax assets (Net)	9	33	88
Other non-current assets	258	17	17
Total Non-Current Assets	669	664	818
Current Assets			
Inventories	619	551	647
Financial assets			
(i) Investments	113	250	67
(ii) Trade Receivable	465	628	720
(iii) Cash and cash equivalents	91	31	27
(iv) Other bank balances	23	12	26
(v) Other financial assets	96	122	127
Other current assets	136	185	175
Total Current Assets	1,543	1,779	1,789
Grand Total - Assets	2,212	2,443	2,607

Financial Highlights

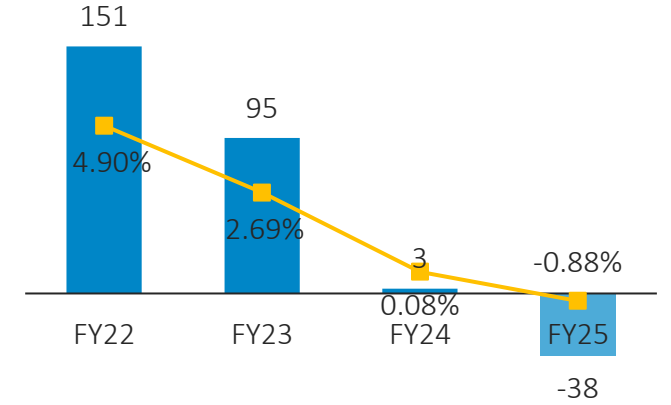
Operational Revenue (INR Mn)



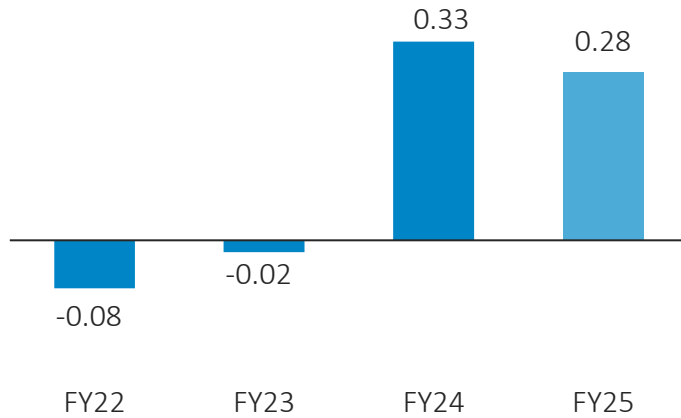
EBITDA (INR Mn) & EBITDA Margins (%)



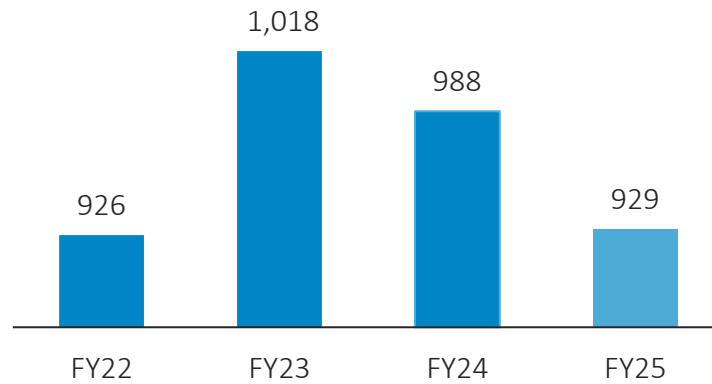
PAT (INR Mn) & PAT Margins (%)



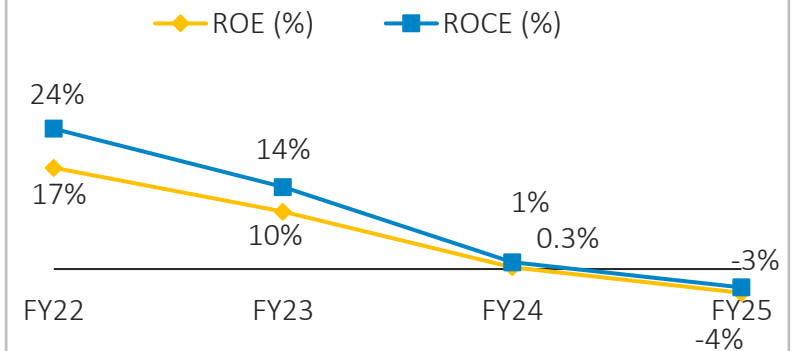
Net Debt to Equity (x)

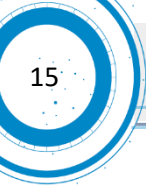


Net Worth (INR Mn)

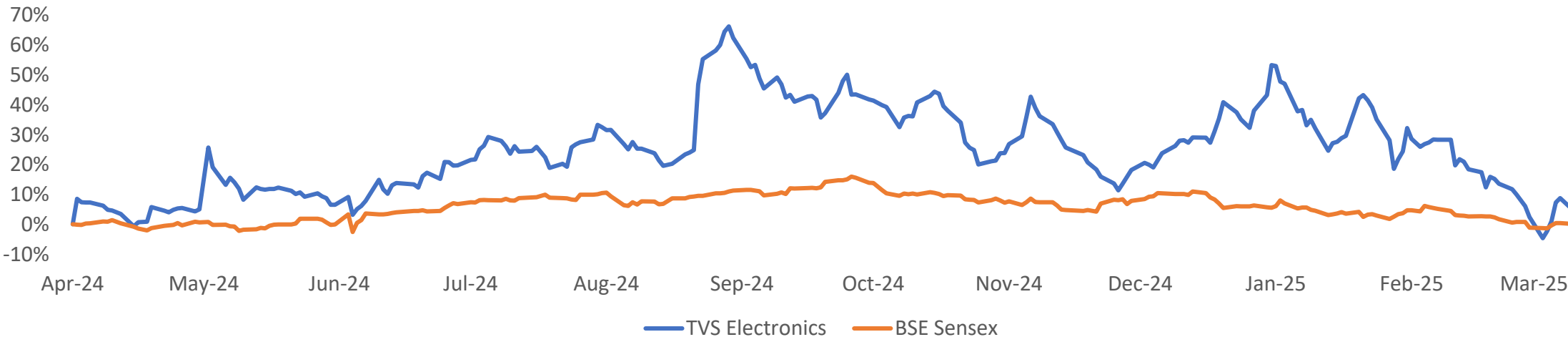


ROE AND ROCE (%)





Stock Market Performance (As on 31st March 2025)

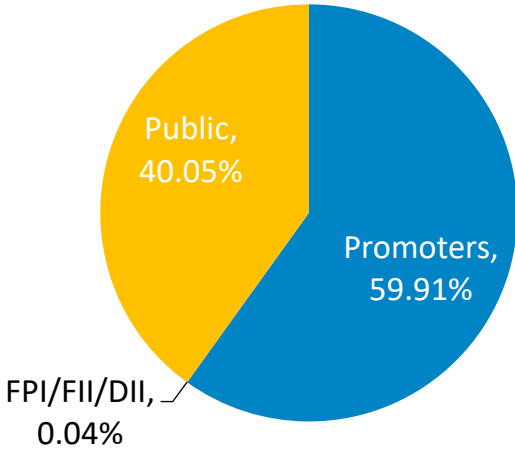


Price Data (As on 31st March, 2025)

INR

Face Value	10.0
Market Price	320.85
52 Week H/L	252.25/489.55
Market Cap (Mn)	5,983.95
Equity Shares Outstanding (Mn)	18.65
1 Year Avg Trading Volume ('000)	150.50

Shareholding Pattern (As on 31st March 2025)



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Thank You