

Press Meet

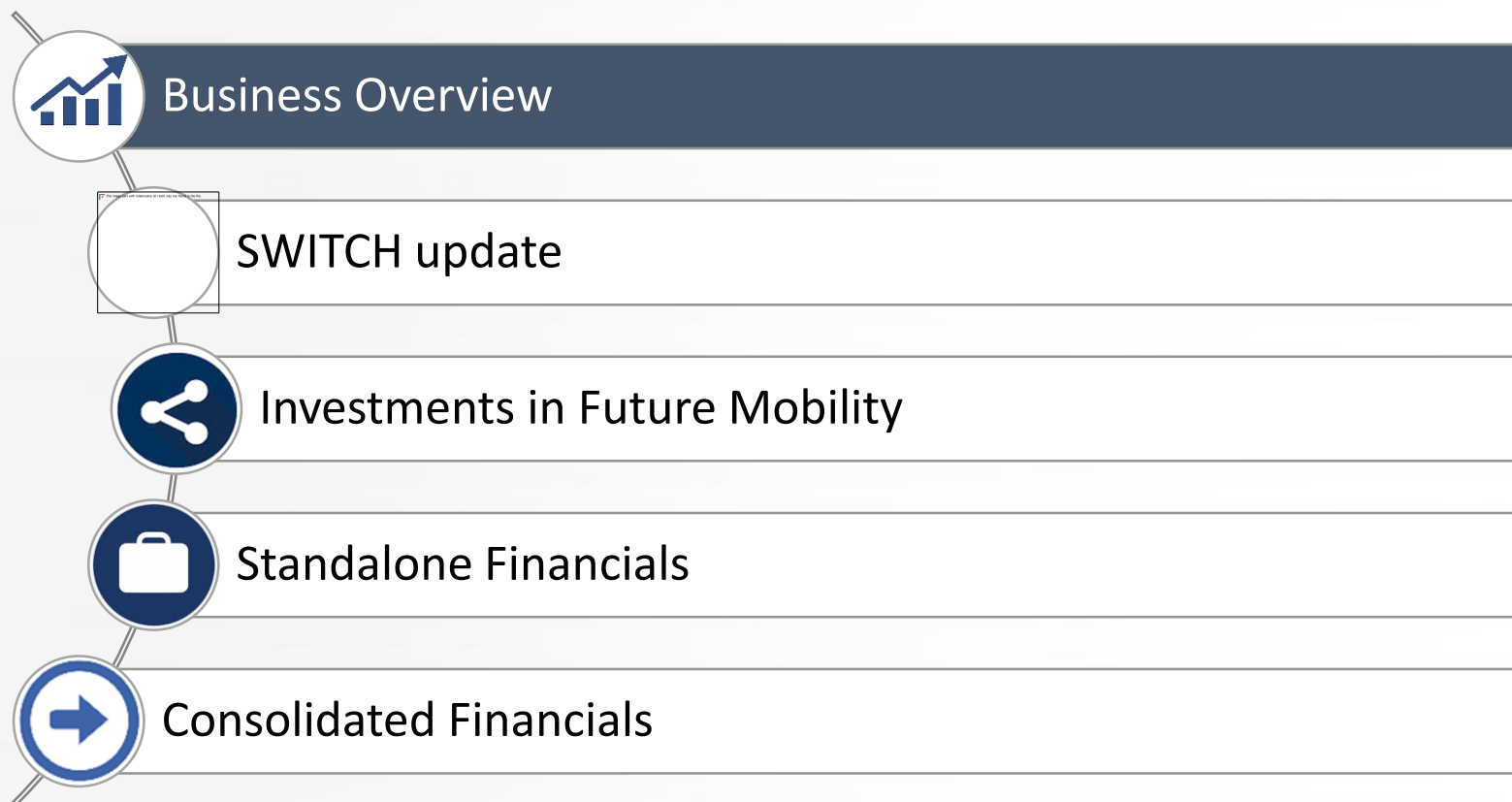
Ashok Leyland



OUR VISION

To be a Top 10 Global CV Player

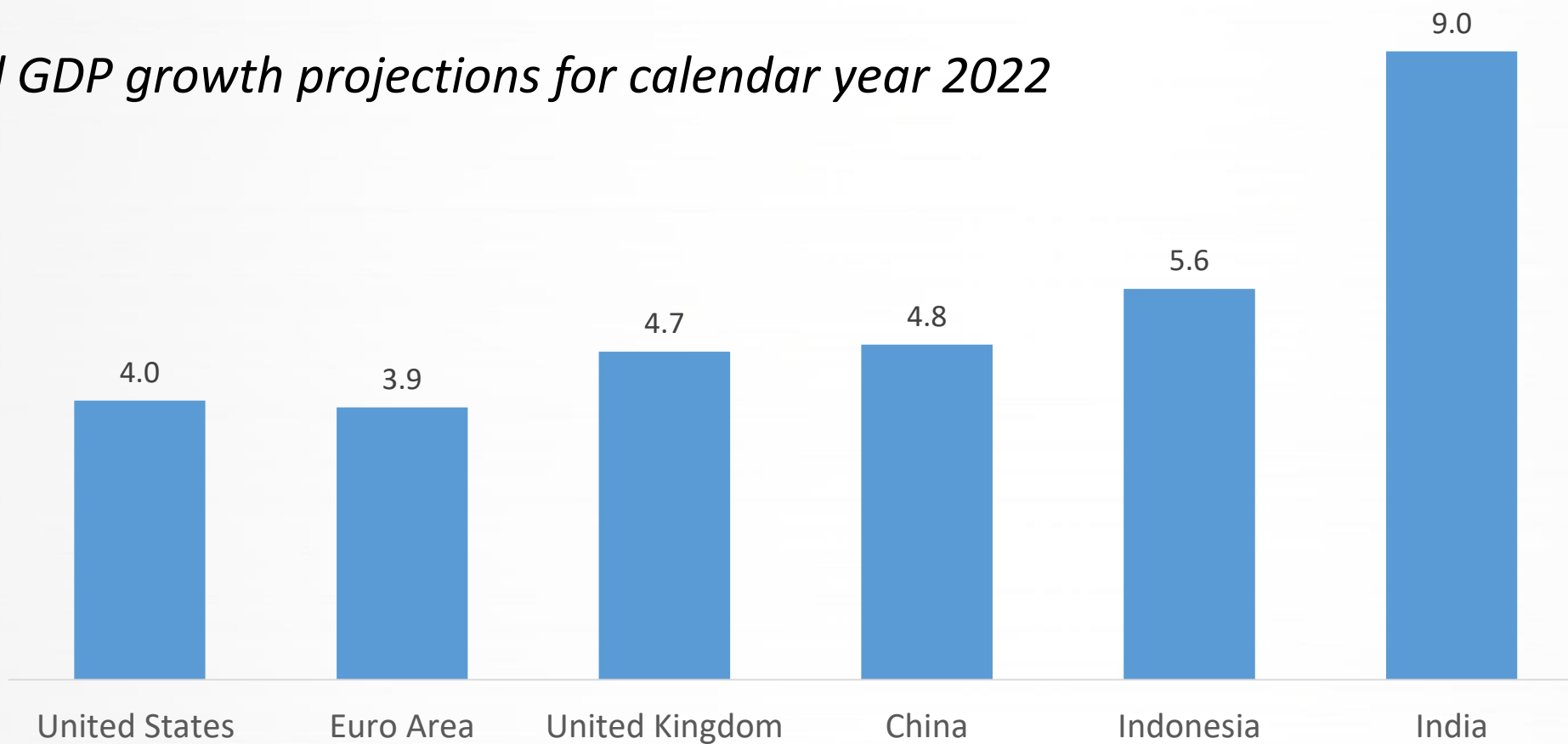
creating reliable and differentiated
products and solutions,
while delivering outstanding
stakeholder value





India – A high growth economy

Real GDP growth projections for calendar year 2022



Source: IMF WEO Jan'22

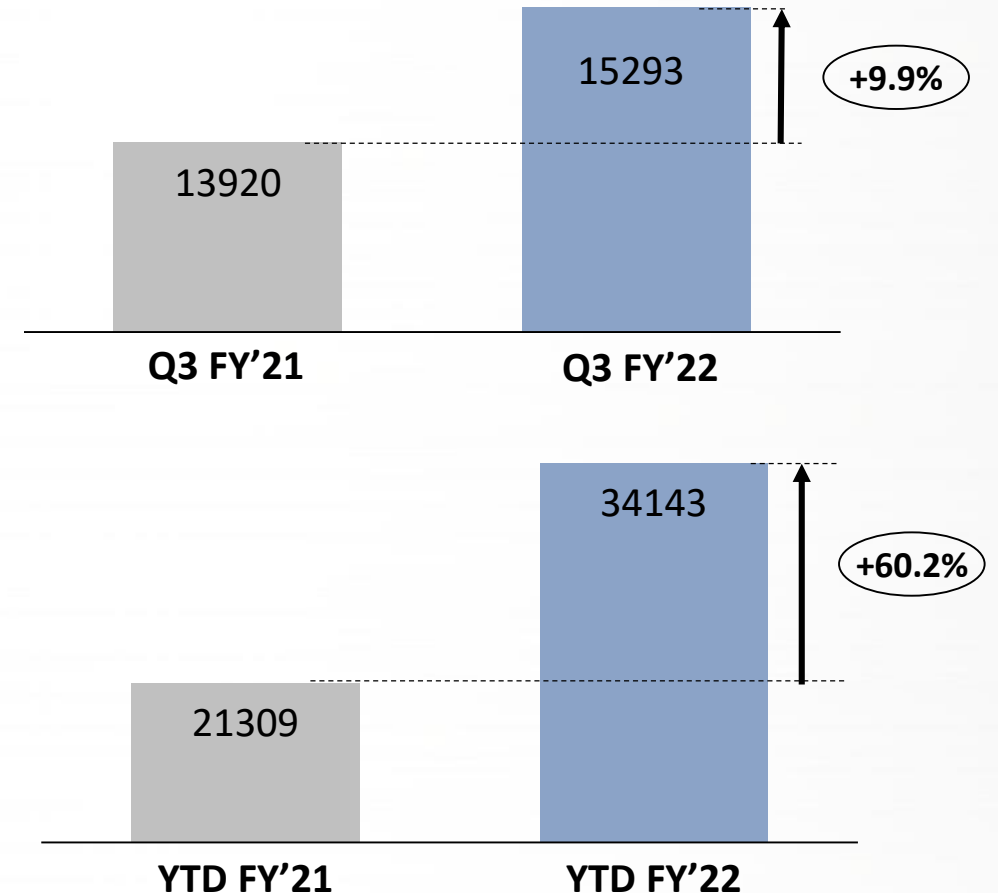


Performance – MHCV Trucks AL Volumes



Modular Range of Trucks
Delivering value to customers

Dom Truck (incl Def)

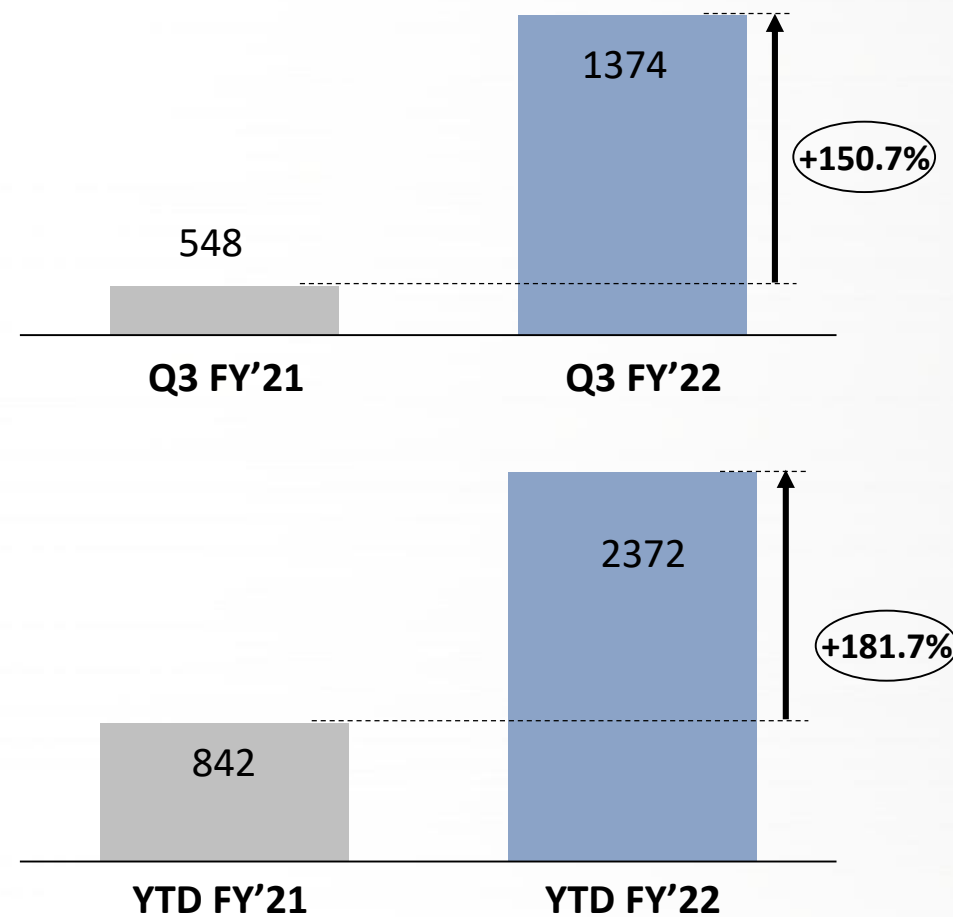




Performance – MHCV Bus AL Volumes



Dom Bus (incl Def)

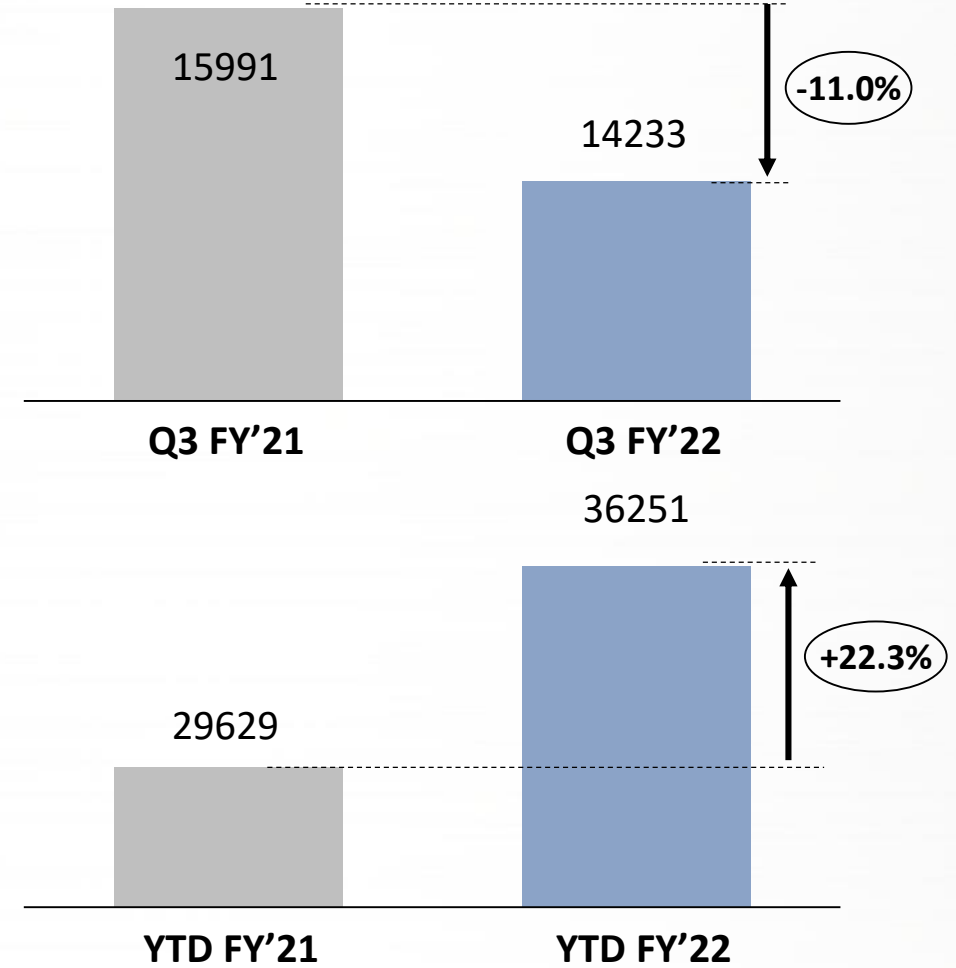




LCV (Domestic)



LCV

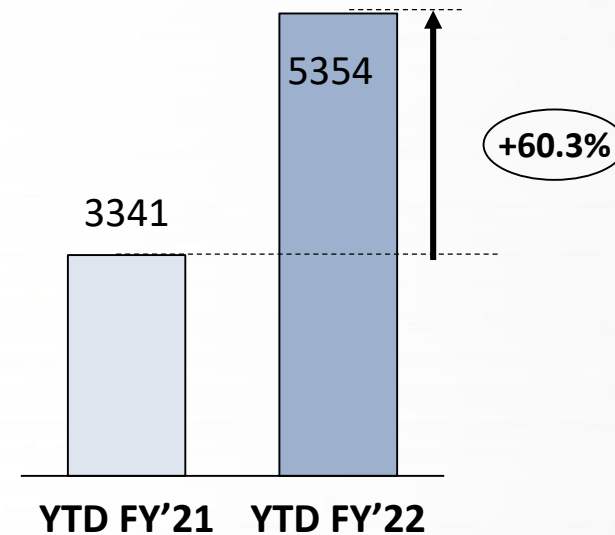
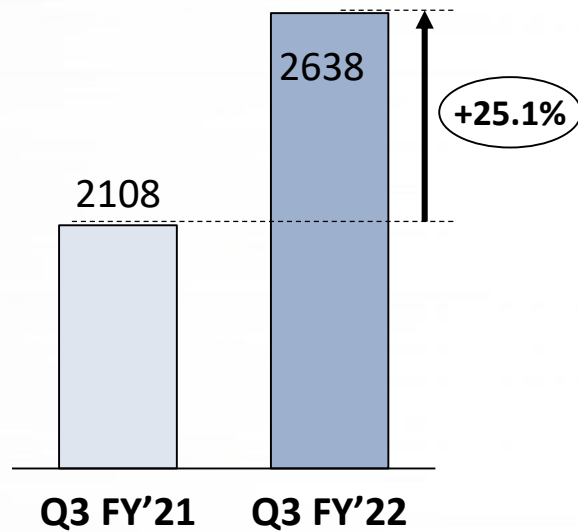




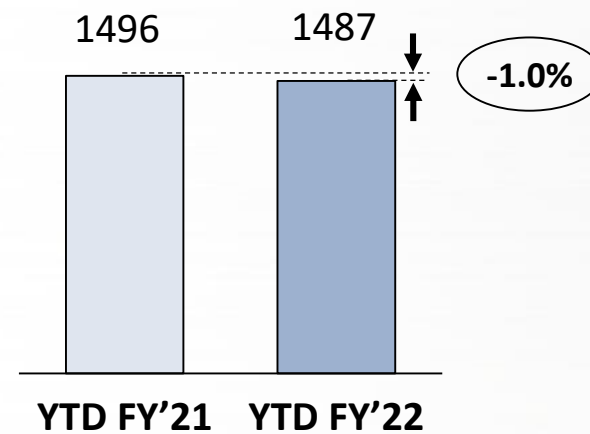
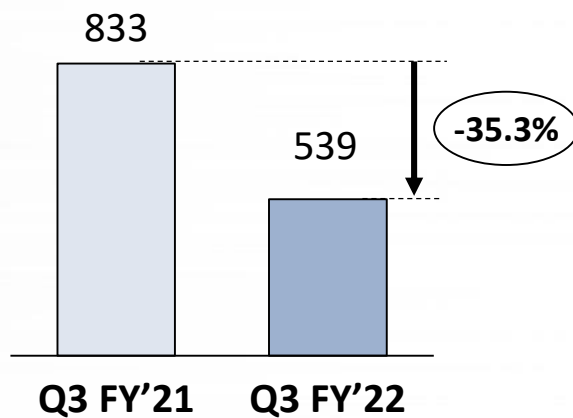
International Operations



MHCV



LCV





New Launches - FY22



AVTR 3120 : 6x2 DTLA
GVW : 31T



AVTR 4825T 10x2 DTLA Tipper
GVW : 47.5T



N2832 & N3532 HHP Tipper
GVW : 28T & 32T



ECOMET 1415 7 cum Tipper
GVW : 14T



ECOMET STAR CNG
GVW : 14T & 16T





Aftermarket

Enabled by digital – Key differentiators

**INTRODUCING
DRIVER SAATHI
TRANSFORM YOUR TRANSPORTATION BUSINESS!**



**IMPROVED FLEET
UTILIZATION AND UPTIME**

**IMPROVED
DRIVER RETENTION**

**ENHANCED
SAVINGS**

**SAFETY OF LIFE
AND ASSET**

VISIT THE WEBSITE

Driver SAATHi - System-driven telematics solution to enhance driver performance, productivity, safety while creating value for stakeholders at all levels – driver, fleet manager, fleet owner, and Ashok Leyland.

i-Gen6

ASHOK LEYLAND
Aapki Jeet. Hamari Jeet.

6th December 2021 - 24th December 2021

**SUHANA SAFAR
WITH ASHOK LEYLAND**

For all Passenger Vehicles

**Attractive discounts
on parts and labour***

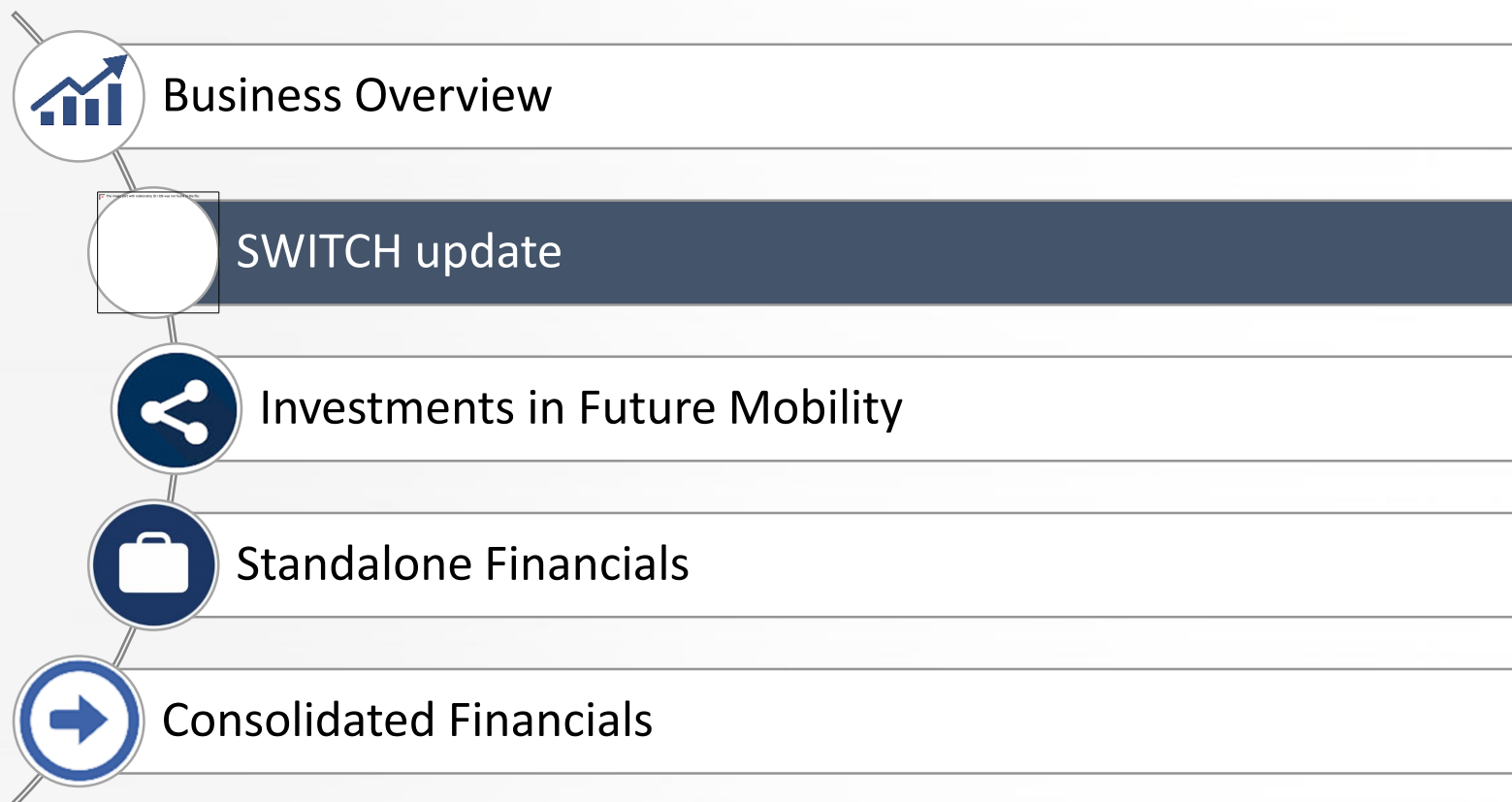
Free service lapsed by period from June 2021 till date and post body building check-up lapsed from April 2021 till date can be availed during the campaign



Please contact your nearest dealership/ Authorised Service Center for further details

*Terms and conditions apply

**FASTER.
HIGHER.
GREATER.**
ROCK SOLID & RESILIENT





SWITCH to setup facility in Spain



Switch Mobility to establish a new electric vehicle factory in Valladolid and Technology Centre in Castilla y León, Spain.



Electric buses flag off in Chandigarh



Commercial operations of first lot out of 40 Electric buses flagged off in Chandigarh.



Switch to supply eBuses to BMTC

- Supply, operate 300 nos 12m electric buses for BMTC on GCC model basis under FAME II scheme
- Carbon emissions reduced by more than 14,500 tonnes per year





Progress @ SWITCH

- SWITCH India operational with dedicated Team
- Next-gen products being developed to serve Indian and Global markets
- SWITCH UK focussing on European & Western markets
- eMaaS company being set up with unique offerings for ownership
- SWITCH will provide end to end solutions globally



NEW E-BUS CONCEPT

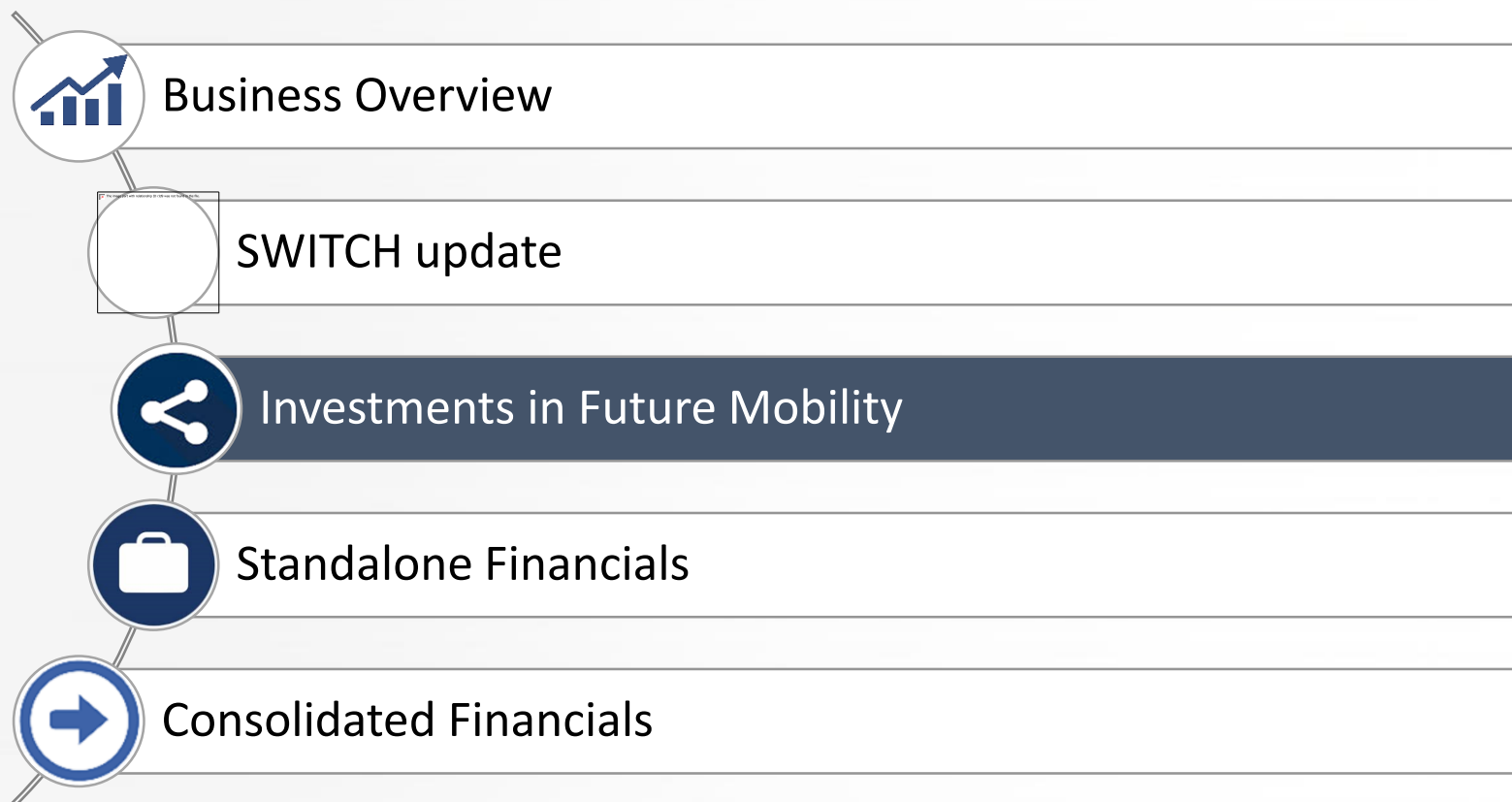


E-TRUCK CONCEPT

E-CREW CONCEPT

E-VAN CONCEPT

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GREATER.**
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Alternate Fuels : An Outlook

Energy Security

Operating Cost



CO₂ Reduction



Liquid :

Ethanol
Biodiesel
Methanol
Synthetic Fuel



Gas :

CNG → **MATURED**
LNG
HCNG
Hydrogen

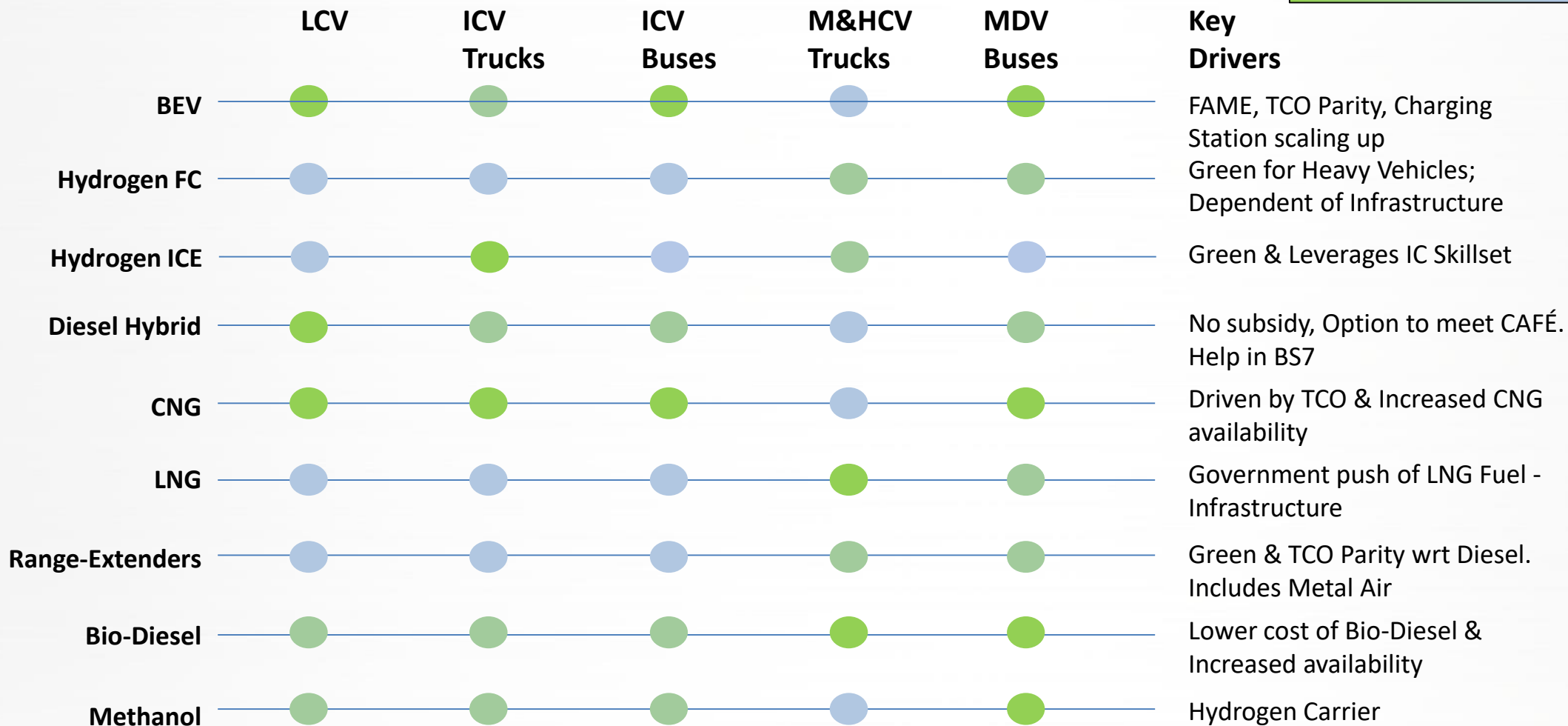
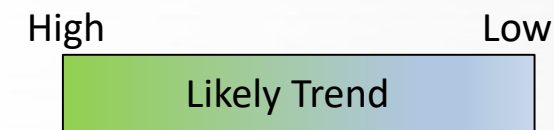


Electric :

Battery Electric
Hybrid Vehicles



Alternate Fuel / Powertrains Trends (Next 5-10 Years)





Entire Platforms in Truck & Buses in (CNG/LNG)



DOST+ CNG



BADA Dost CNG



ECOMET CNG



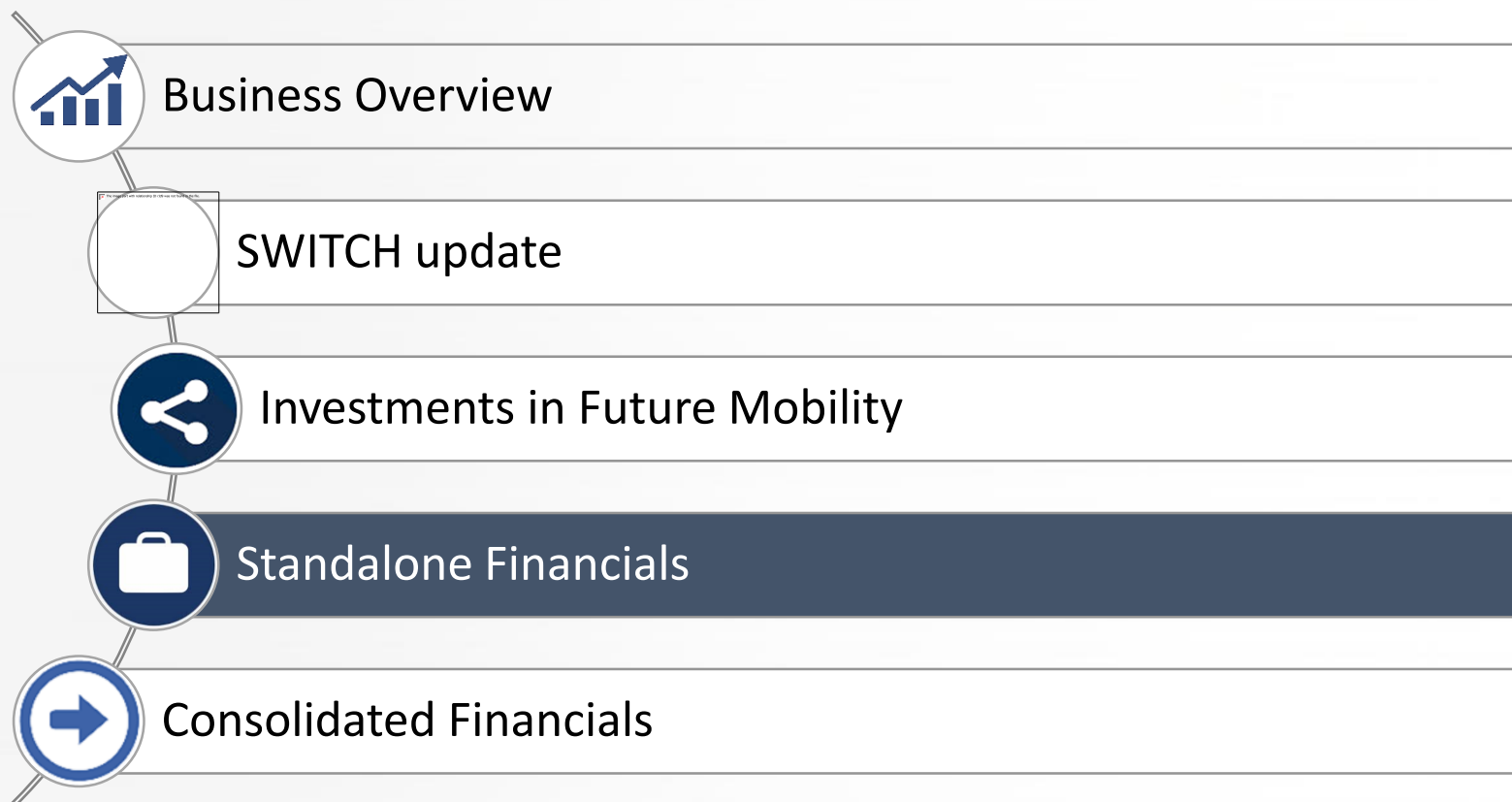
AVTR Range (CNG/LNG)



Buses (CNG/LNG)



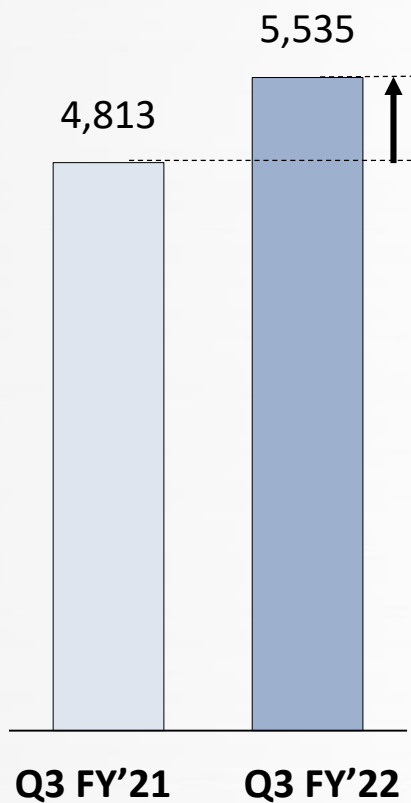
Development of CNG & LNG products across the range



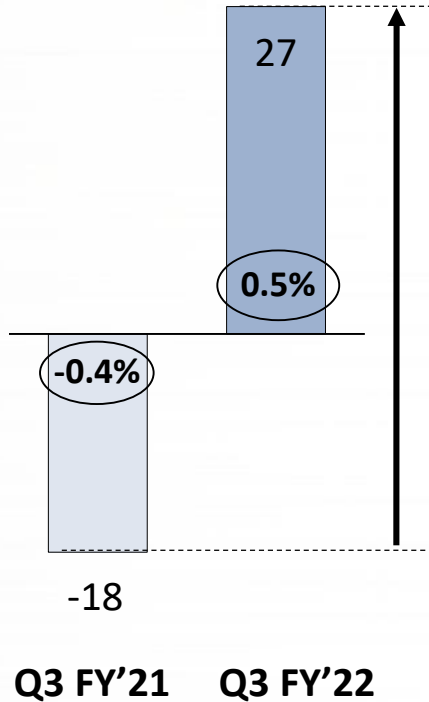


Standalone Q3 FY'22 – Revenue ↑ 15%, PAT ↑ 131%

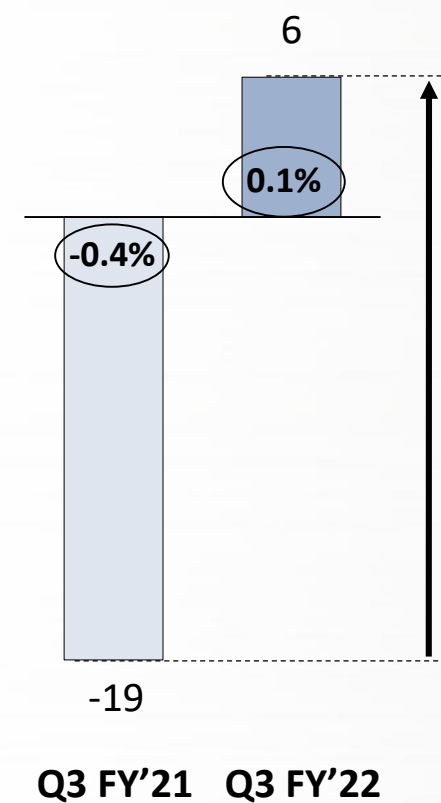
Revenue



PBT



PAT



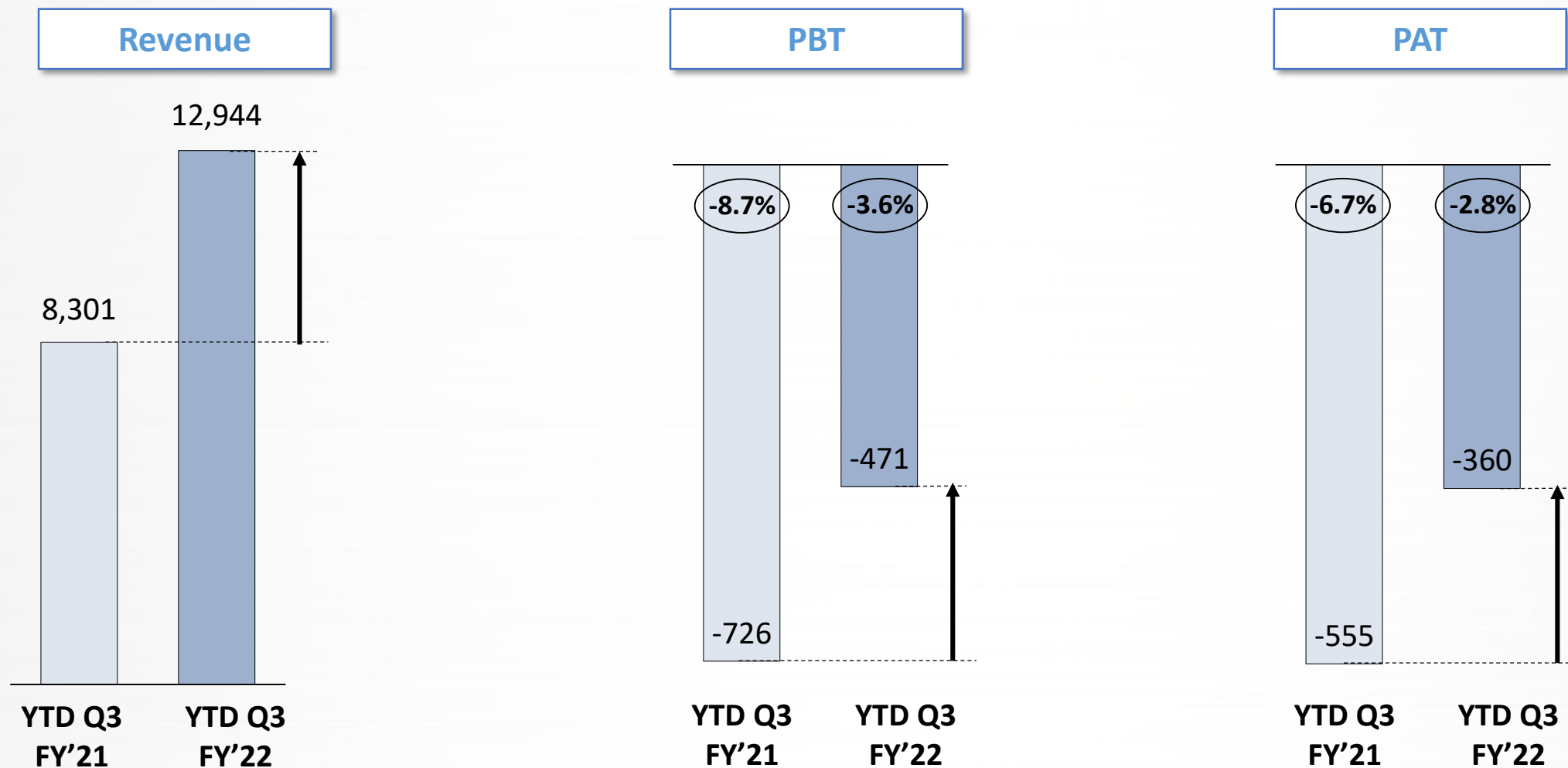
(Rs. Crore)

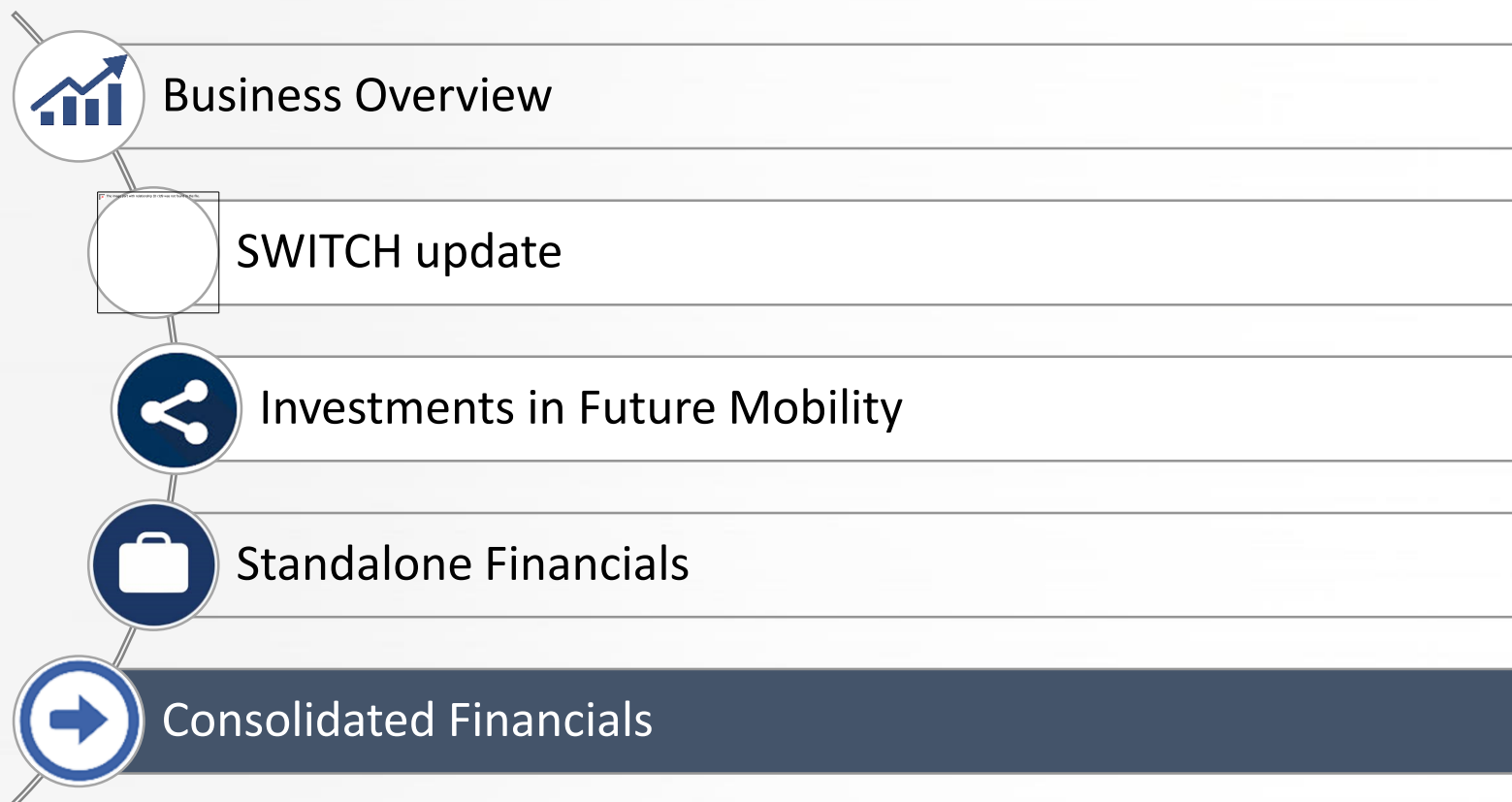
✓ Revenue is net of taxes



Standalone YTD FY'22 – Revenue ↑ 56%, PAT loss lower by 35%

(Rs. Crore)



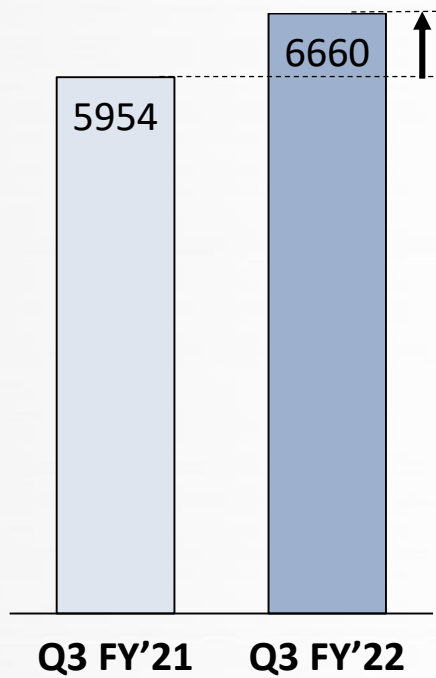




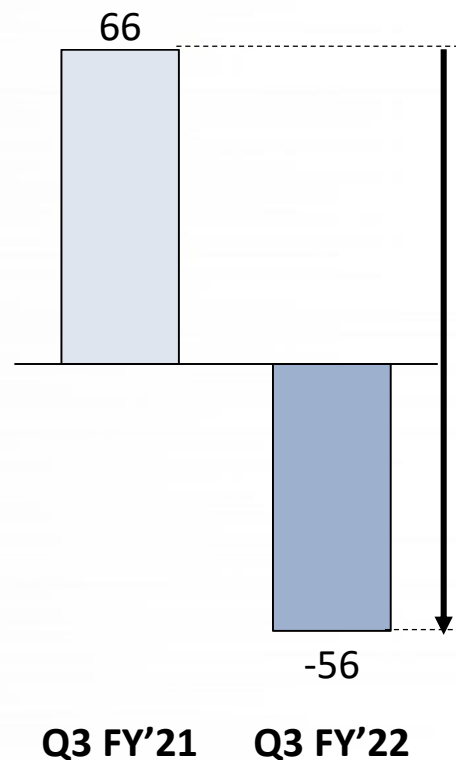
Consolidated Q3 FY'22 – Revenue ↑ 12%, PAT ↓ 384%

(Rs. Crore)

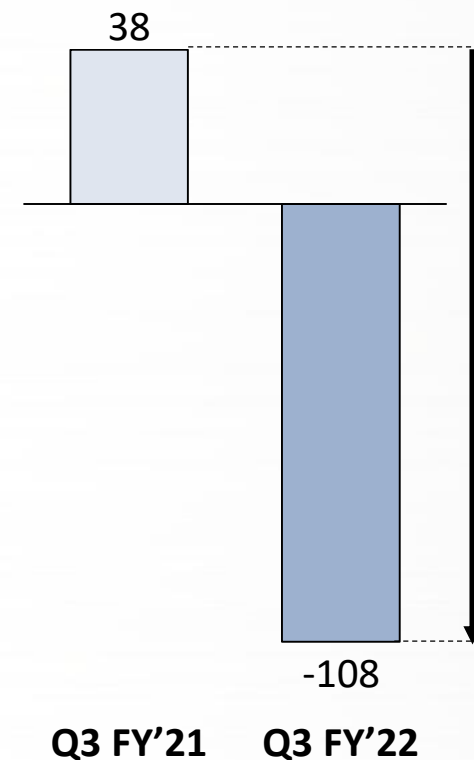
Revenue



PBT



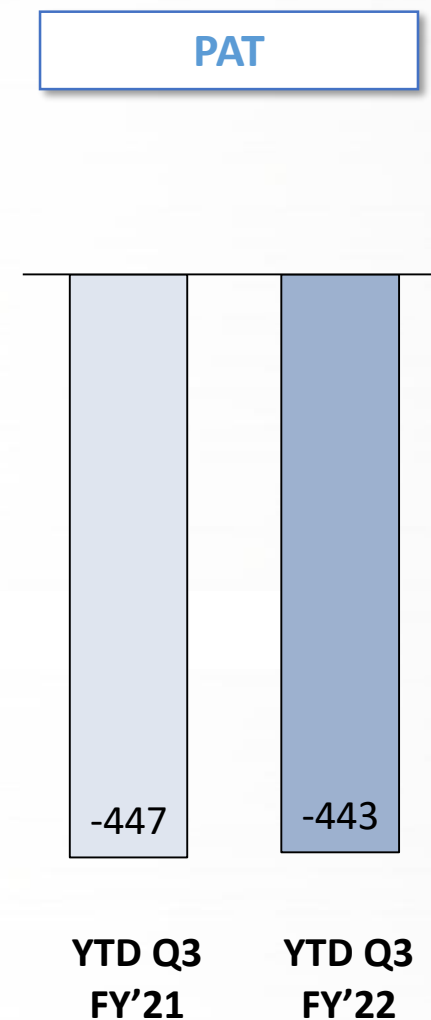
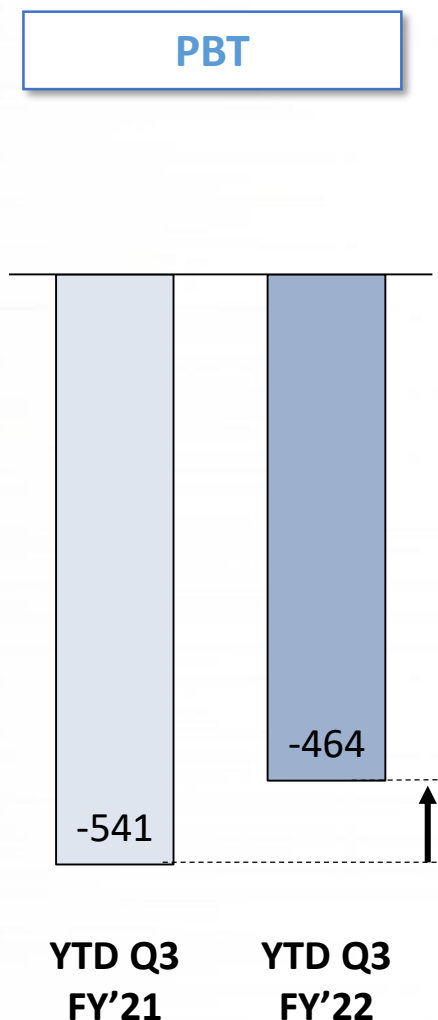
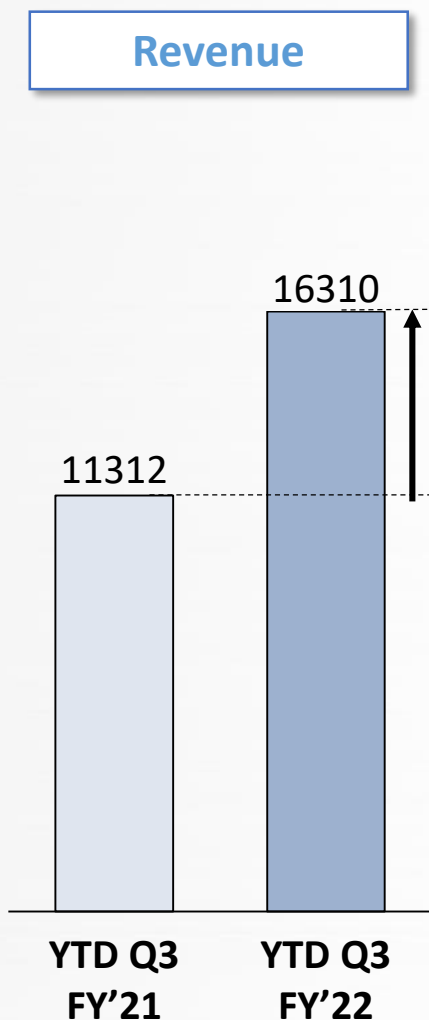
PAT





Consolidated YTD FY'22 – Revenue ↑44%, PAT loss lower by 1%

(Rs. Crore)



**RESPOND
FASTER**

**AIM
HIGHER**

**FOR A
GREATER
ASHOK LEYLAND**



***FASTER.
HIGHER.
GREATER.***
ROCK SOLID & RESILIENT

THANK YOU!

