

# 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



The Year Gone By (FY21)



Business Performance



Standalone Financials



Consolidated Financials





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# We lived up to our promise

## *Aapki Jeet, Hamari Jeet*



- Developed ARAD
- Transporting essentials
- Food & medical assistance
- 24x7 service & spares



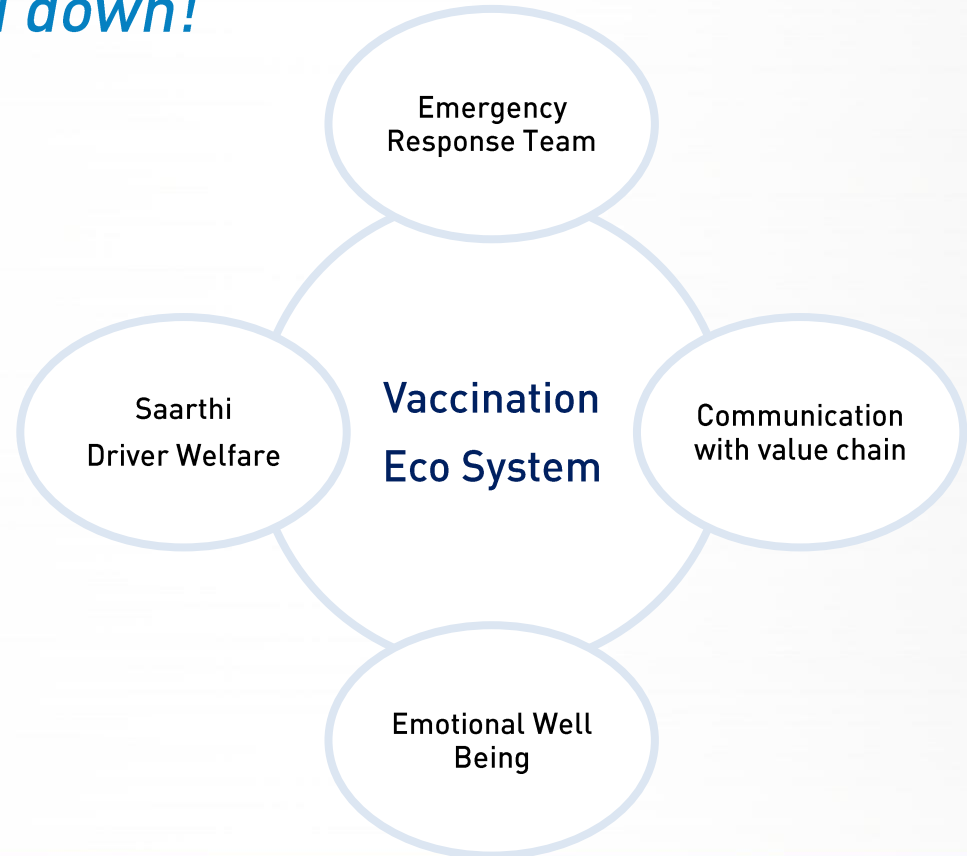
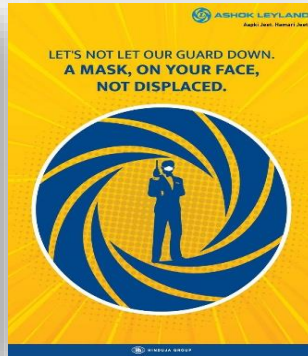
Automatic Respiratory Assist Device (ARAD)





# Health & Safety

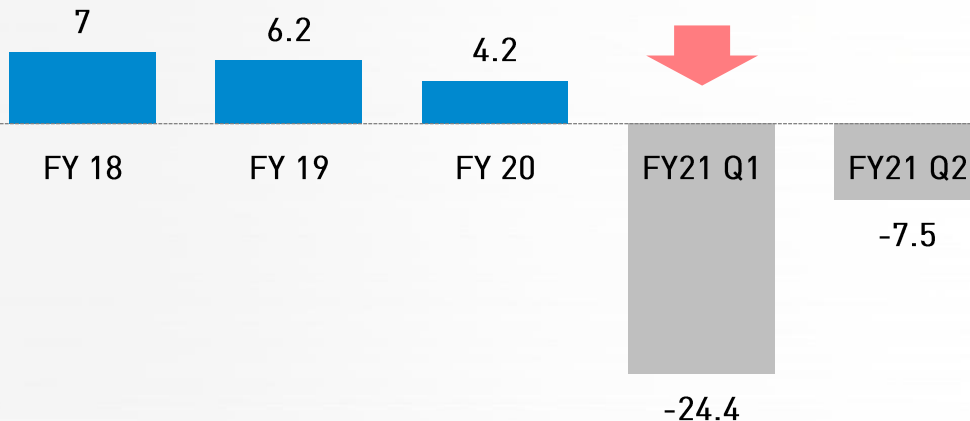
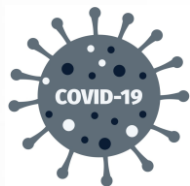
*We cannot let our guard down!*





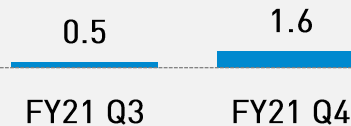
# The Indian Economy

## *Positive Outlook FY22*



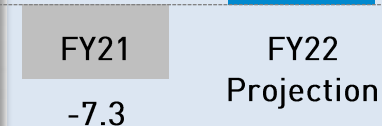
### Turnaround

- Unlocking of cities
- Growth in e-commerce
- Good agricultural produce



### Recovery

- Sectoral Reforms
- AtmaNirbharBharat
- Spend: Infrastructure



**COVID is not behind us**  
**Remain Rock Solid & Resilient!**

Source: RBI monetary policy statement:  
\*Real GDP growth projection: 9.5 % in 2021-22



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# Q4 Performance –MHCV TIV, Volumes & MS%

Q4 '20

Q4 '21

Dom Truck (incl def) TIV

37,730

75,790

↑ 100.9%

Q4 '20

Q4 '21

Dom Truck (incl def) AL Volumes & MS%

10,403

27.6%

21,901

28.9%

↑ 110.5%  
1.3%

Dom Bus TIV

10,810

4,744

↓ 56.1%

Dom Bus AL Volumes & MS%

4,736

43.8%

1,953

41.2%

↓ 58.8%  
2.6%



# FY'21 Performance –MHCV TIV, Volumes & MS%

FY '20

FY '21

Dom Truck (incl def) TIV

1,84,412

1,53,366

↓ 16.8%

FY '20

FY '21

Dom Truck (incl def) AL Volumes & MS%

53,227

28.9%

43,210

28.2%

↔ 18.8%  
0.7%

Dom Bus TIV

40,016

7,322

↓ 81.7%

Dom Bus AL Volumes & MS%

18,141

45.3%

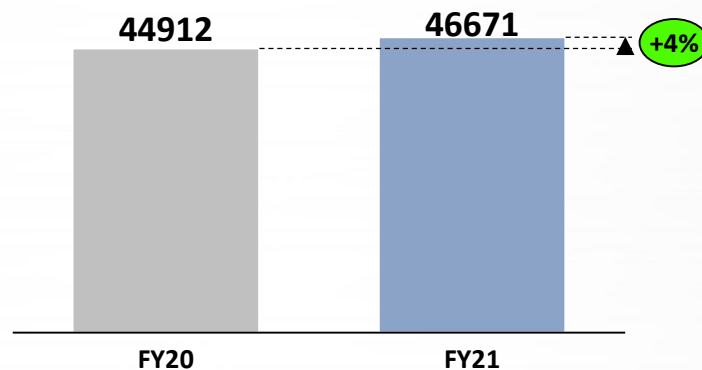
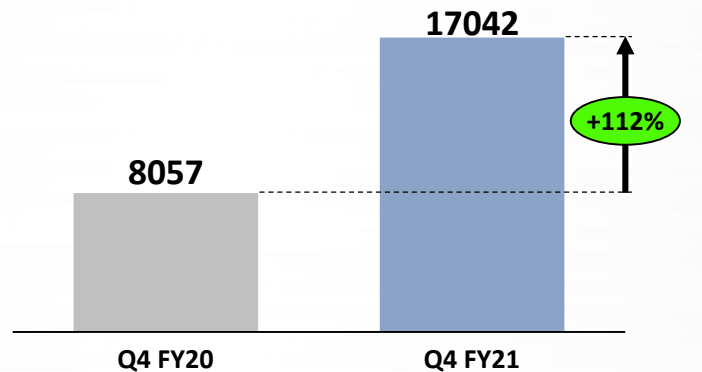
2,795

38.2%

↓ 84.6%  
7.1%



# LCV

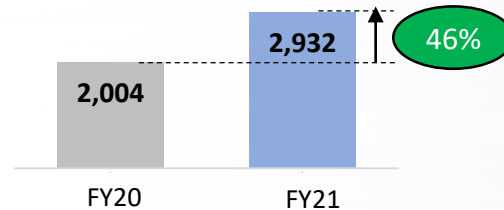
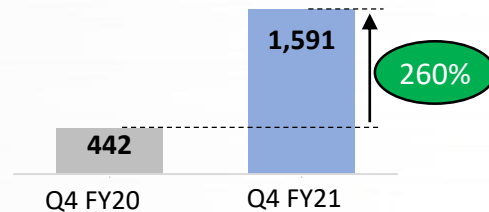




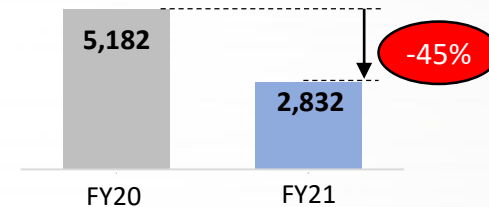
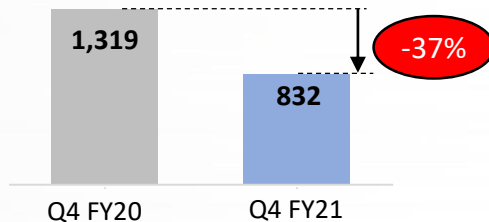
# International Operations



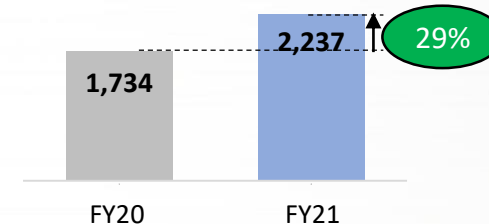
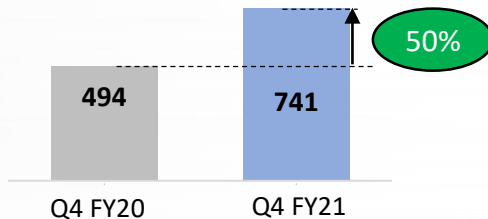
MHCV Trucks



MHCV Buses



LCV



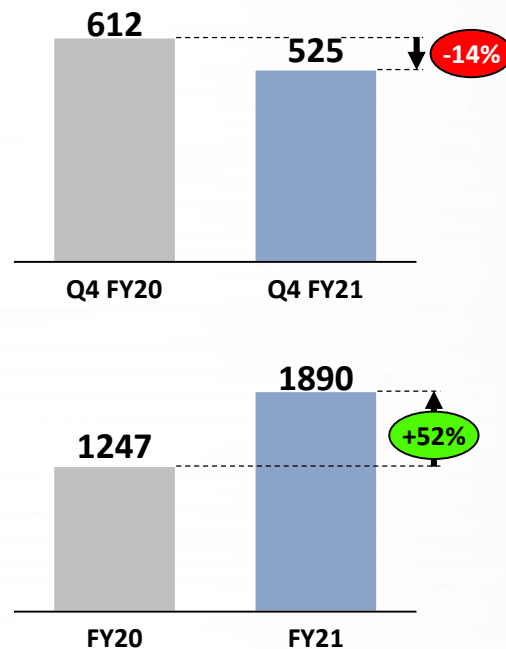


# Defence



Strong order book for next 2 years

## Kits & CBU's (Nos.)





# Building capabilities *Launched New Products*



AVTR



BADA DOST



BOSS LE/LX



FALCON / GAZL





# Modular Range of Trucks

## *Unique & Differentiated*



Configure your truck online



-  Customers can configure the vehicle directly
-  Evaluate the advantages and features of the selected vehicle online
-  View the price of the configured/selected vehicle

ASHOK LEYLAND

2825 TN

**i-Gen6**  
TECHNOLOGY

### CUSTOMER FEEDBACK



Better Mileage  
Lower Ad Blue consumption



Sturdier aggregates  
Stronger Suspension



Improved cabin comfort  
Driver Assist features

Configured by Customer, Delivered by AL



# Applications

## *Complete Spectrum*



WATER TANKER

Water Tanker (6kl-16kl)



Boom pump on AVTR



22ft Refer – COVID vaccine



2820 Drill Rig chassis



2820 RMC with AC



Xpressline - e-commerce range



# Buses *Full Range*



AL is Market Leader

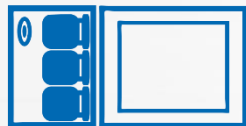


Homogeneity in design

VISHWA BUSES & COACHES constituted to produce FBS



# Bada Dost *Stunning*



First-in-segment 3 Seater



Contemporary Global Platform



Low turning radius for Inter/Intra  
City appl.



Best in industry  
SSI/CSI



Best in class Power,  
Payload & Loading space



Exclusive touch points for  
car-like experience

**Available in LHD & RHD**

# ASHOK LEYLAND WINS BIG AT THE APOLLO CV AWARDS



**3520**  
8X4 TIPPER

**WINNER**  
HCV Tipper of the year



**1920**  
TIPPER

**WINNER**  
MDV Tipper of the year

**BOSS LX**  
1415

**WINNER**  
Cargo Carrier of the year

**BADA DOST**

**WINNER**  
CV of the year  
and Pick-up of the year



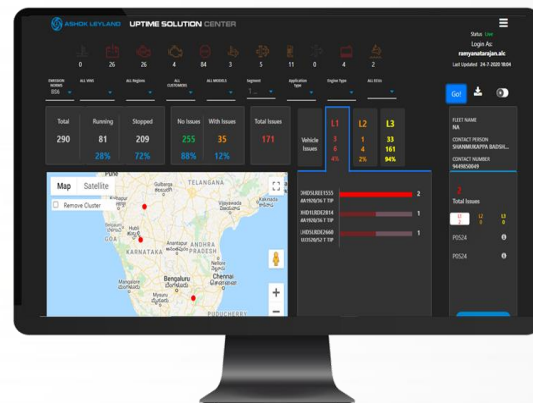


# Aftermarket

## *Parts & Service to remain a differentiator*



iAlert 3.0



Uptime Solution Center

2X increase in revenue: Last 5 years (FY16 - FY21)



# Power Solutions Business

## *Catering to Non-Automotive Businesses*

### Gensets



### Agricultural



### Industrial & Marine



1.5X increase in revenue: Last 5 years (FY16 - FY21)



# Electric Vehicles

## *Democratizing Zero Carbon Mobility*



# SWITCH



Chennai



Patna



Ahmedabad





# Digital

## *Focus on Adoption*



### CUSTOMER END

iAlert 3.0



ALCare



Uptime Solution Center



### BUSINESS END

Process Automation+



Customer Experience 3.0



Data Driven Organization



Industry 4.0





# Corporate Social Responsibility

## *Giving back to the society*



### Carbon Footprint



#### Renewable energy

60% consumption all India across plants

- Solar Park
- Windmill

### Water Conservation



#### Positive Water Balance Index

Verified by DNV-GL in 2019

- > 7L trees planted
- Recharge over twice the consumption

### Promotion of Education



#### Road to School Program

Online Teaching, Learning & Assessments. social & emotional wellbeing

- 70,000+ Students
- 800+ schools



### Water, Health & Hygiene



#### Jal Jeevan

Sustainable Water Management, health and hygiene





# ESG Sustainability



## Sustainability reporting



## Business Responsibility & Sustainability Reporting



- *Emphasis on Road to School, Go Green initiative, Water & Waste Management, Human capital development*



The Year Gone By (FY21)



Business Overview



Standalone Financials



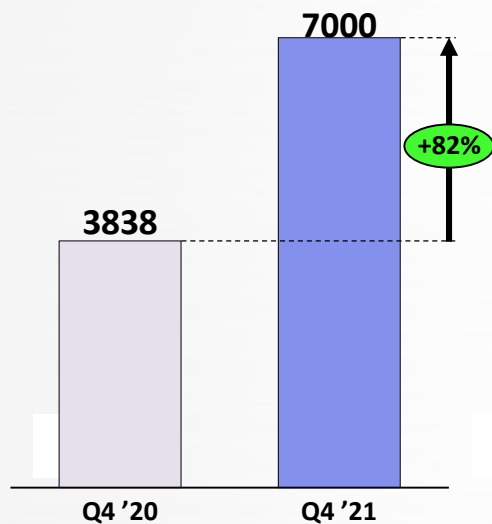
Consolidated Financials



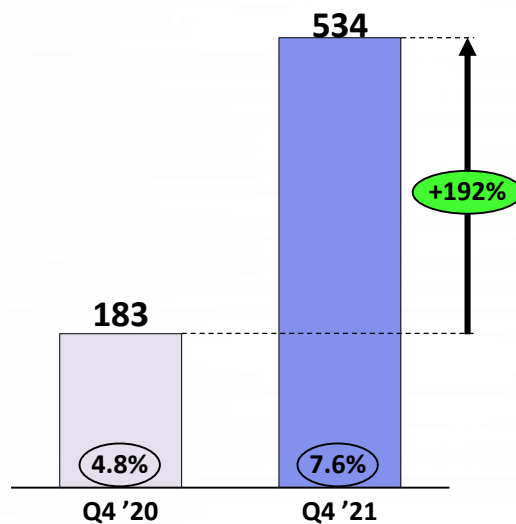


# Standalone financials Q4 '21

## Revenue

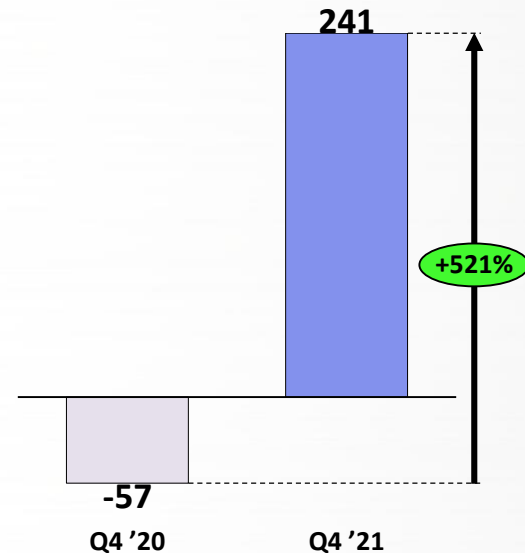


## EBITDA



## PAT

(Rs. Crore)



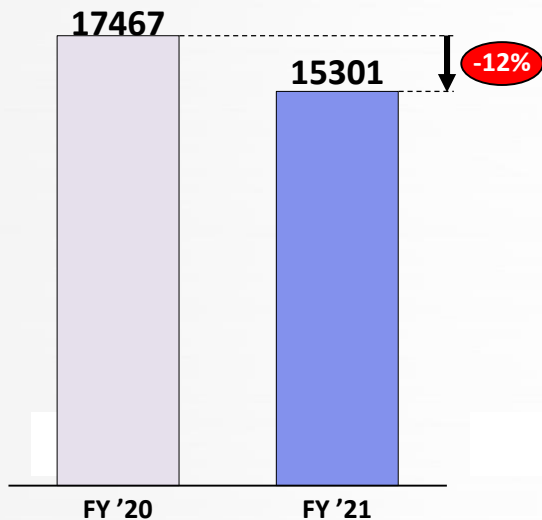
✓ Revenue is net of taxes



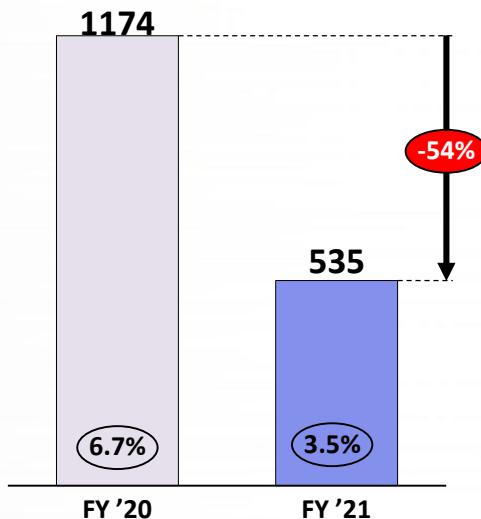
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(Rs. Crore)

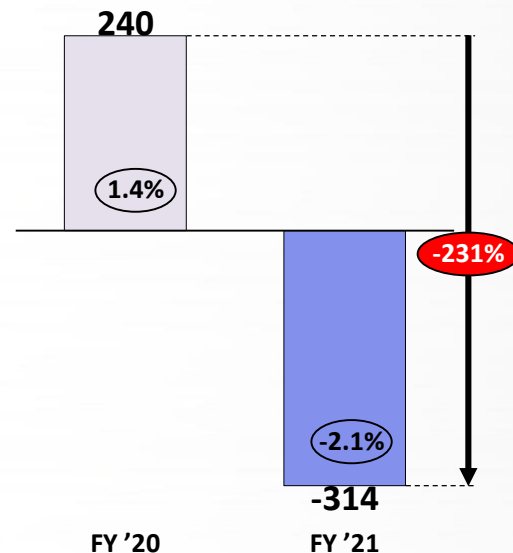
## Revenue



## EBITDA



## PAT



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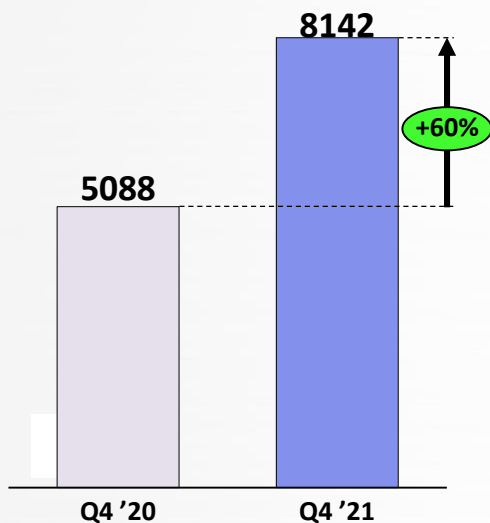




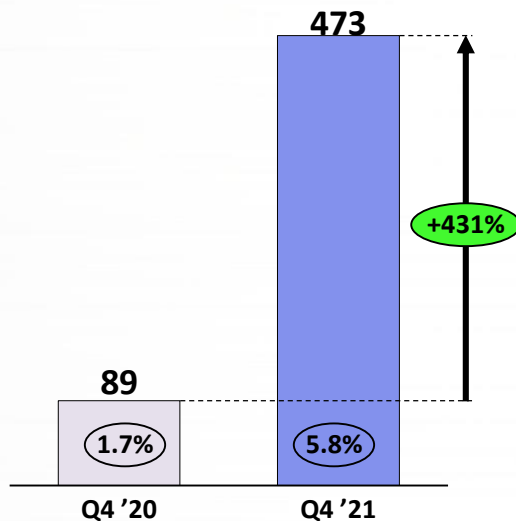
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(Rs. Crore)

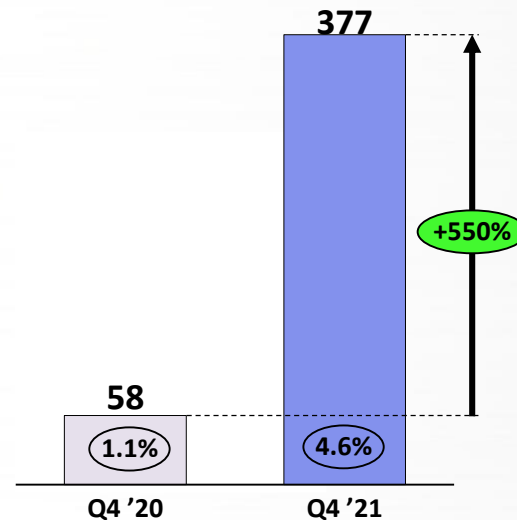
## Revenue



## PBT



## PAT



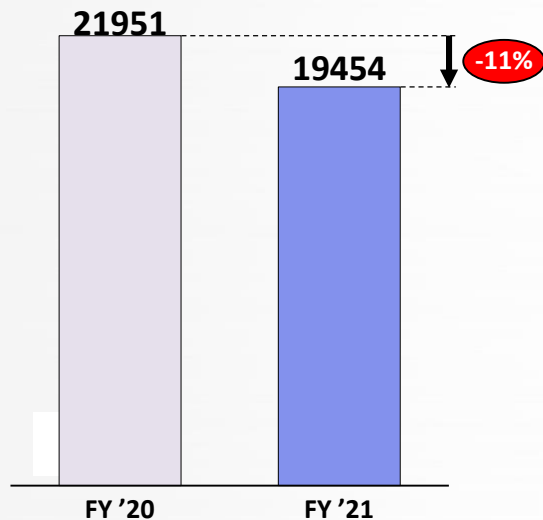
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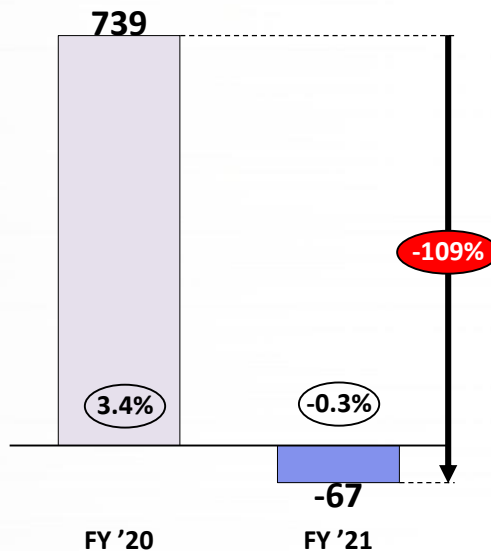
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(Rs. Crore)

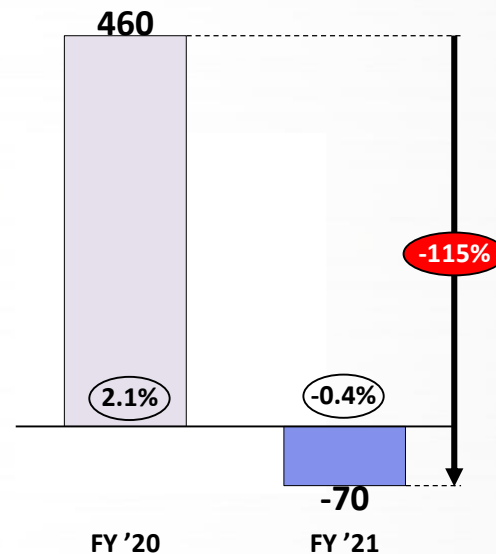
## Revenue



## PBT



## PAT



✓ Revenue is net of taxes

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



Aapki Jeet. Hamari Jeet.

**THANK YOU!**

