



ASHOK LEYLAND

Aapki Jeet. Hamari Jeet.

November 13, 2019

National Stock Exchange of India Limited
Exchange Plaza
C-1, Block G, Bandra Kurla Complex
Bandra (E), Mumbai - 400 051

Scrip Code: ASHOKLEY

Through: NEAPS

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

Stock Symbol: 500477

Through: BSE Listing Centre

Dear Sirs,

Investor Presentation

Pursuant to Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached a copy of the Presentation made to investors today.

Yours faithfully,
for ASHOK LEYLAND LIMITED


N Ramanathan
Company Secretary

ASHOK LEYLAND LIMITED

Registered & Corporate Office: No.1, Sardar Patel Road, Guindy, Chennai - 600 032, India | T : +91 44 2220 6000 | F : +91 44 2220 6001
CIN - L34101TN1948PLC000105 | www.ashokleyland.com



HINDUJA GROUP



ASHOK LEYLAND

Aapki Jeet Hamari Jeet.



**RESPOND
FASTER**

AIM

HIGHER

FOR A

**GREATER
ASHOK LEYLAND**

... Staying ahead of the curve



HINDUJA GROUP

Disclaimer





Mr. Dheeraj G Hinduja
Chairman



Dr. Andreas H Biagosch
Independent Director
Former Exec Board Mckinsey



Dr. Andrew C Palmer
Independent Director
CEO Aston Martin



Mr. Jean Brunol
Independent Director
Former SVP Federal Moghul



Mr. Jose Maria Alapont
Independent Director
Former CEO Fiat Iveco



Ms. Manisha Girotra
Independent Director
CEO Moelis & Company



Mr. Sanjay K Asher
Independent Director
Sr. Partner Crawford Bayley



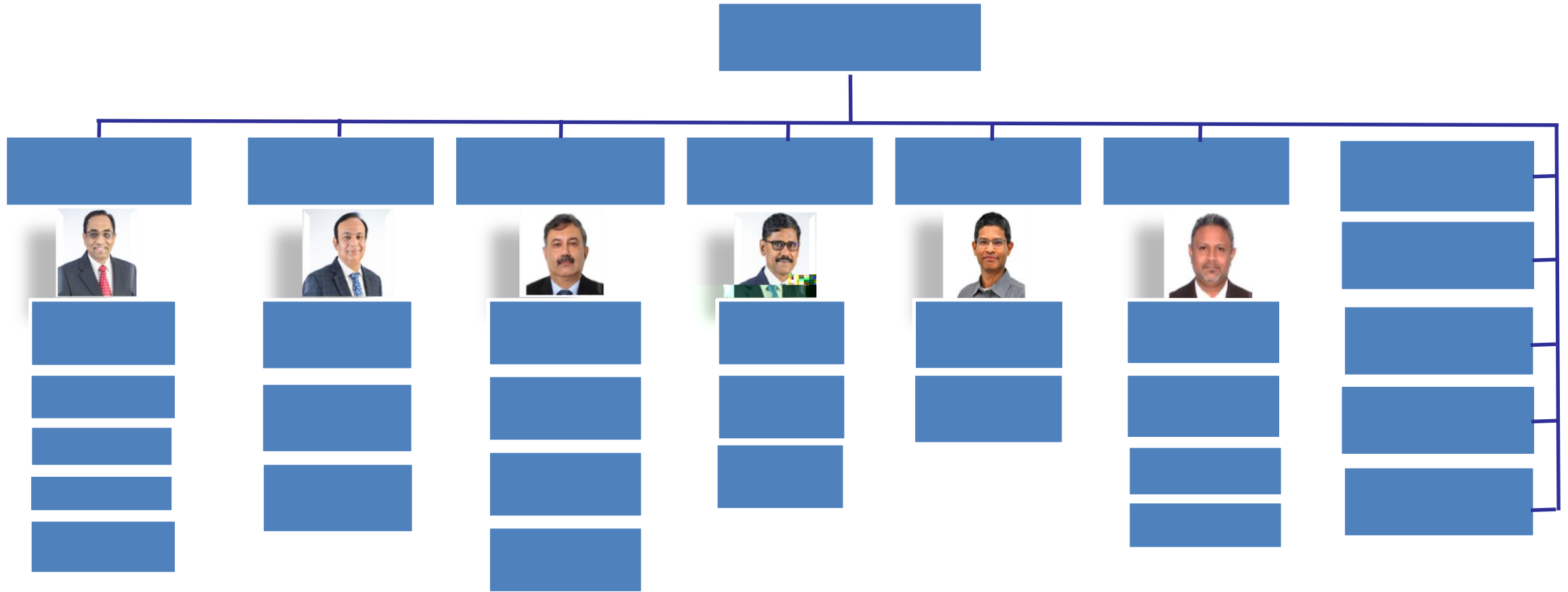
Mr. Saugata Gupta
Independent Director
MD & CEO Marico



Mr. Vipin Sondhi
Non-Executive Director
MD & CEO JCB (India)



Mr. Gopal Mahadevan
Whole Time Director & CFO





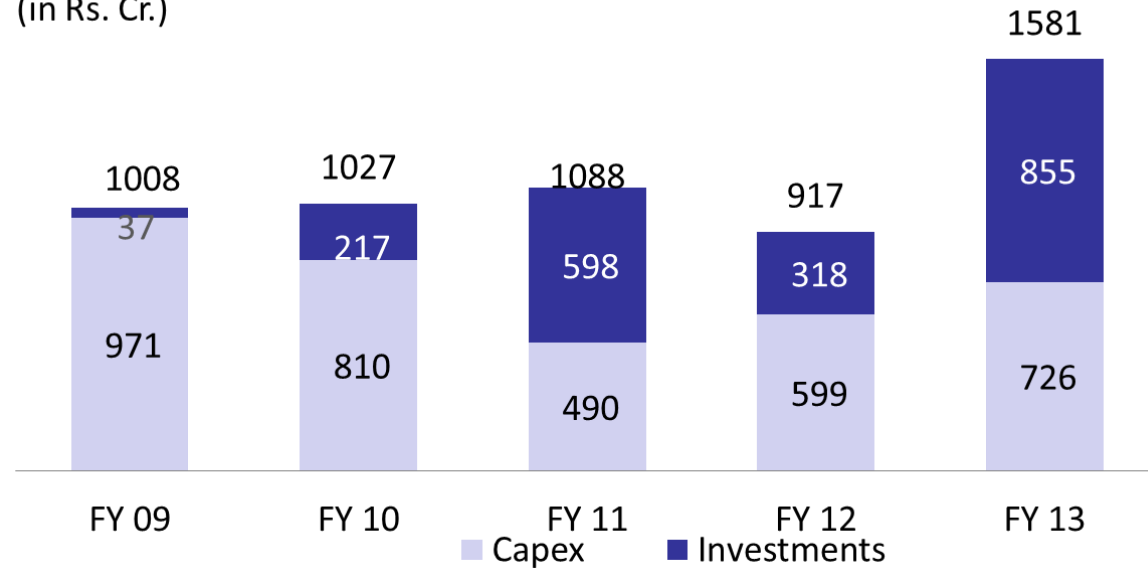
	
	
	
	



We had made substantial investments in expansion

CAPEX + Investments

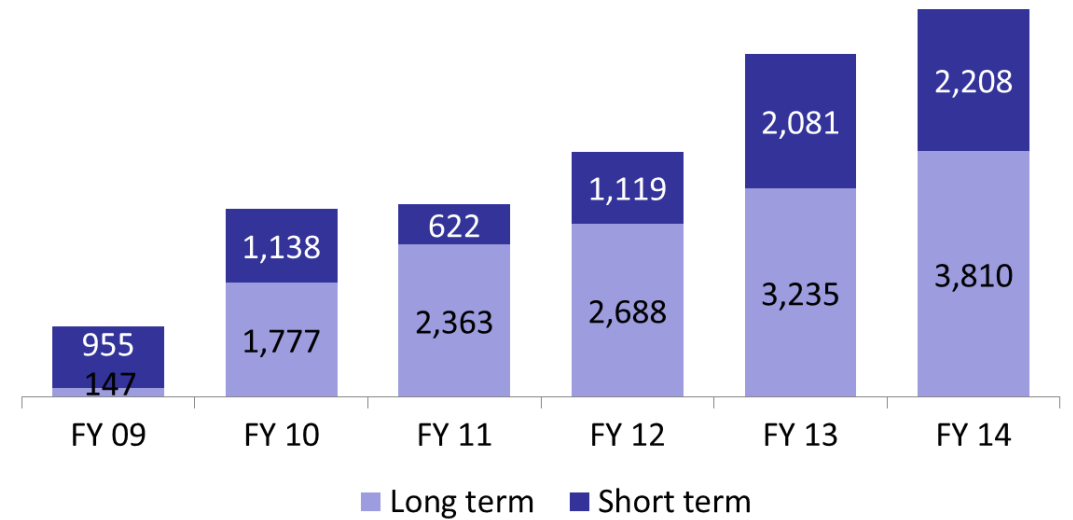
(in Rs. Cr.)

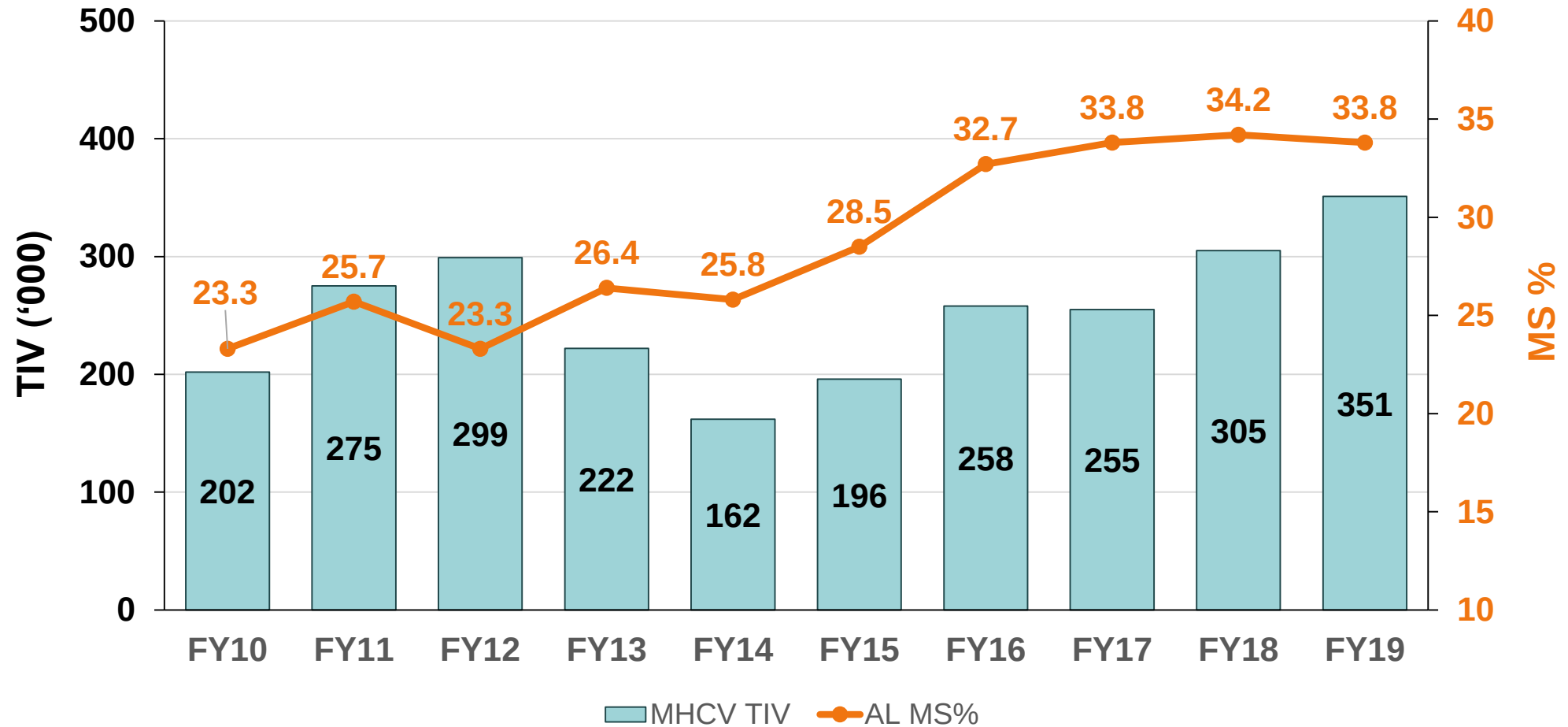


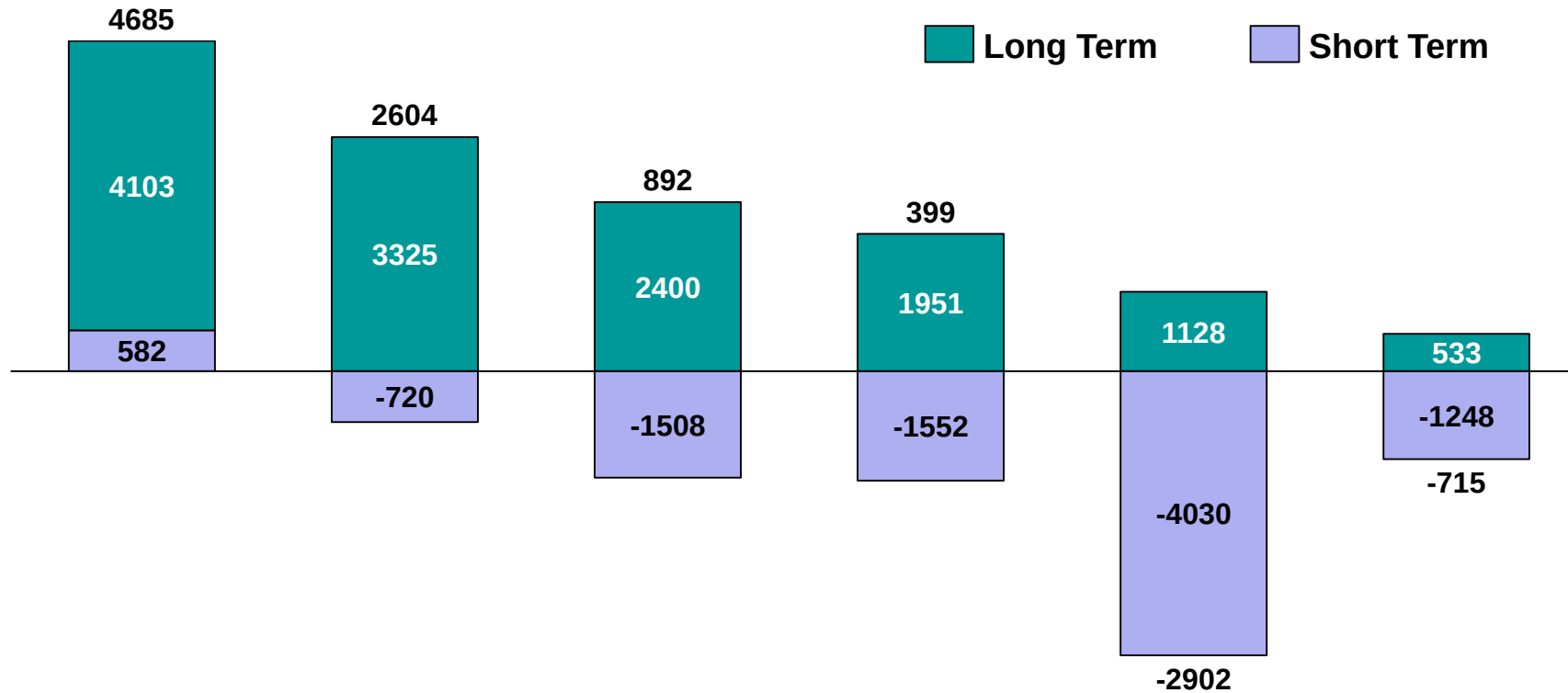
Level and Cost of Financing shot up

Debt

In Rs. Cr.







Short term debt is net of cash & cash equivalents and includes vendor funding

All balances prior to Mar'19 are without impact of LCV merger and balances prior to Mar'17 are without the impact of HFL merger



1. Auto industry is facing an unexpected slow-down.
2. Sales of CV are down more than 20% for H1 FY20.
- 3.
4. Inventory reduction across the supply-chain.
5. Competitive pressure is intense.



The way forward...

MHCV Business

Fully prepared for BS-6 on Modular platform



BS-6

Products are ready & under rigorous testing

Significant focus on Quality and Reliability

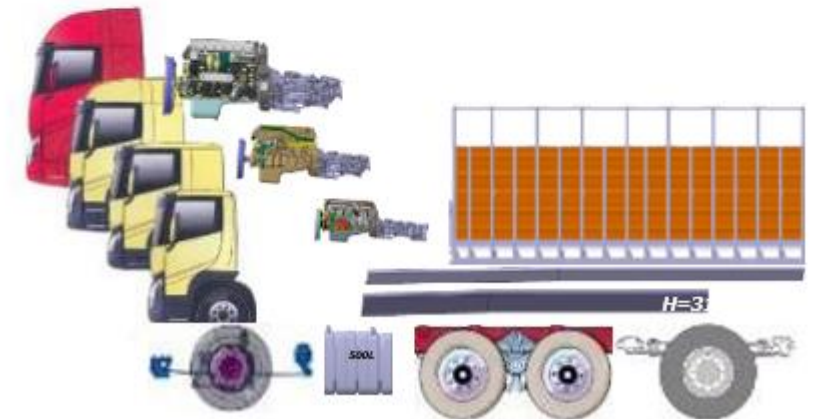
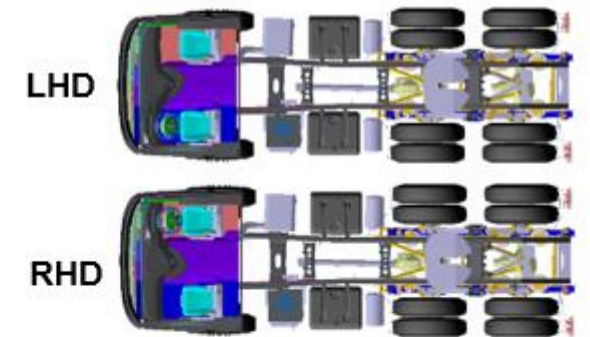
MBP (Modular Business Program)

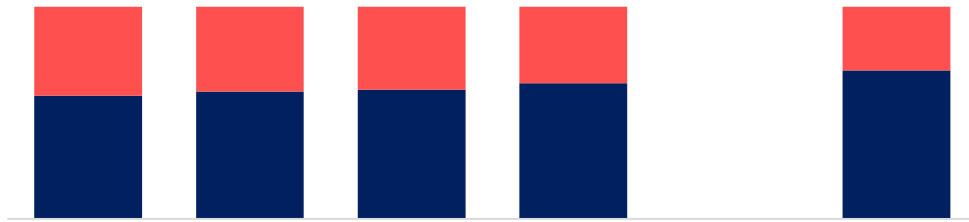
Increased variant options for specific customer applications

Significant reduction in part numbers

CBP (Commonized Bus Program)

Range of fully built buses covering all applications

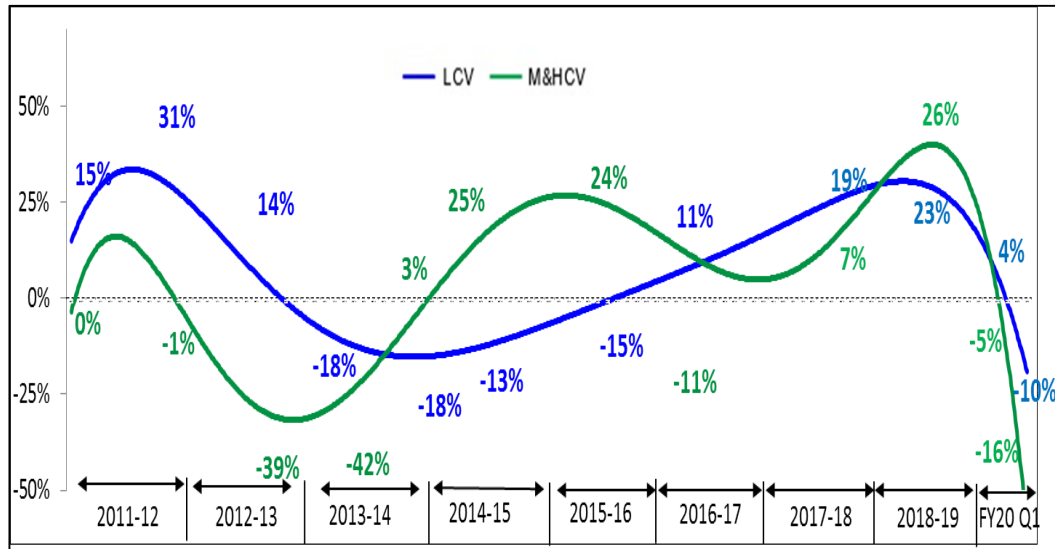




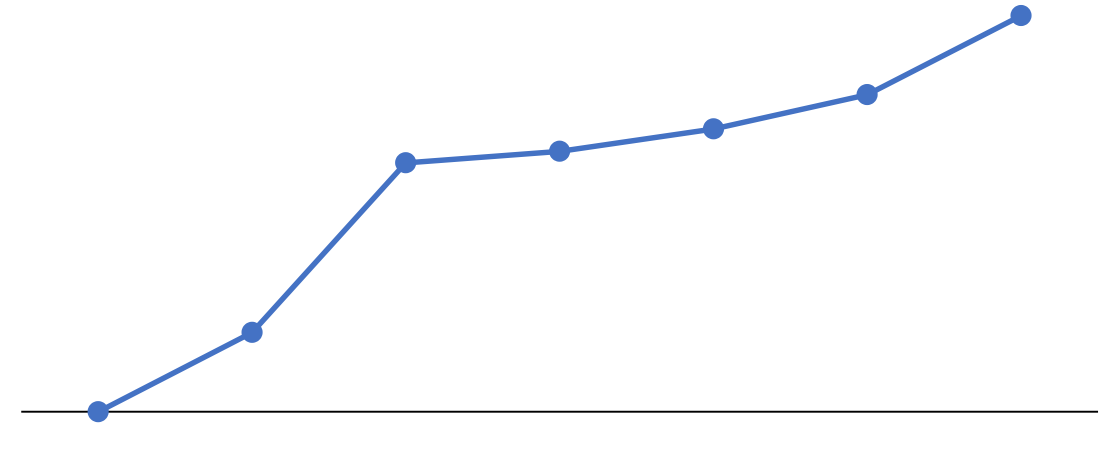
LCV Volume share (India and Global)

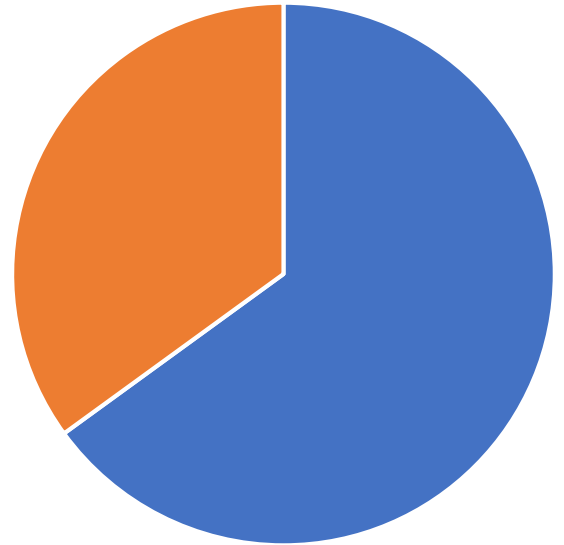
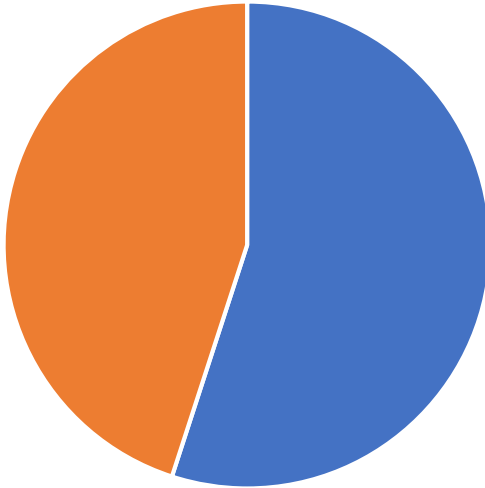
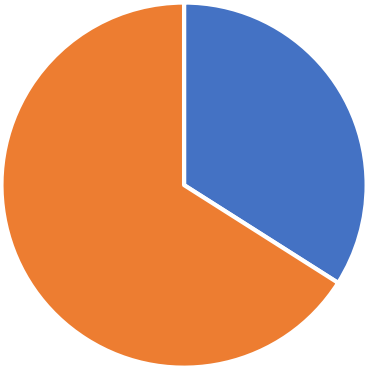
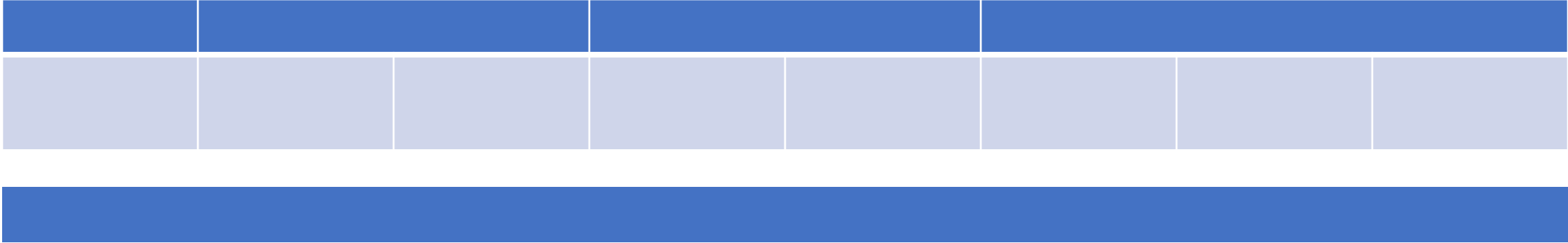


LCV and M&HCV Cycles complement each other



LCV Volume Share







Circuit 'S' (Swap) – 9m



Circuit 'F' (Fast) – 9m/12m





31 Metrodecker EV order for first all-electric double deck routes in London



Solo



Metrocity



Metrodecker





2X Revenue in last 3 Years.



1.5X Revenue in last 3 Years.



Generate profitable solutions through the lifecycle of the vehicle, while
enhancing customer viability



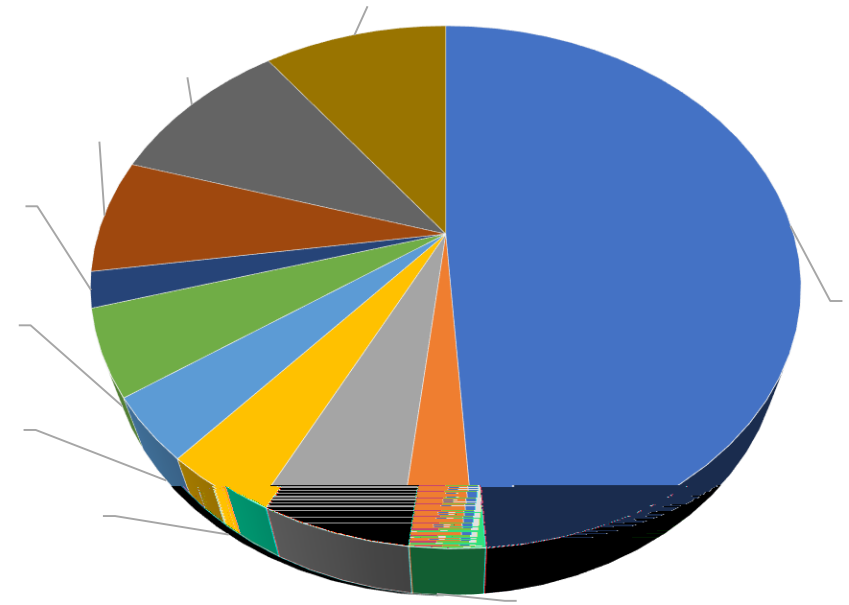


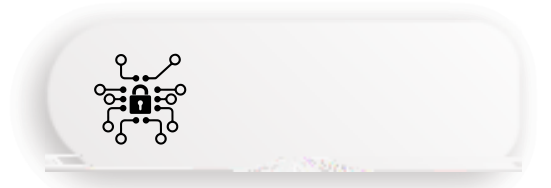
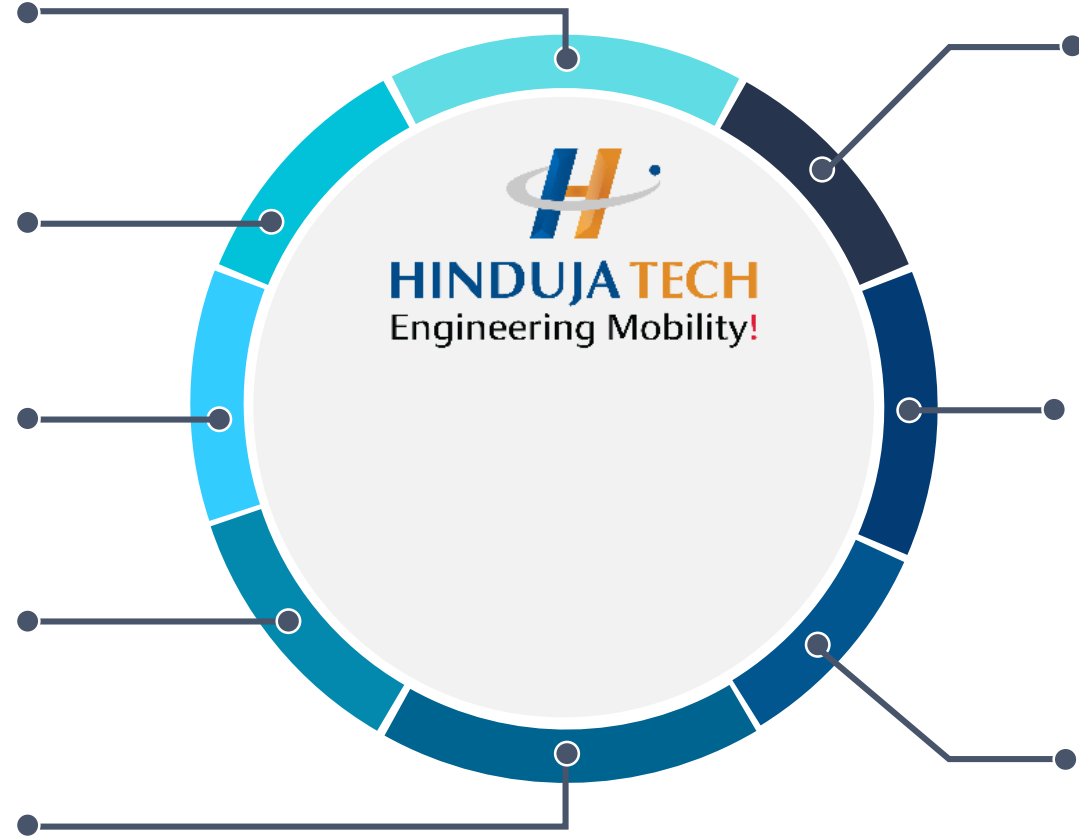
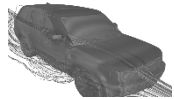
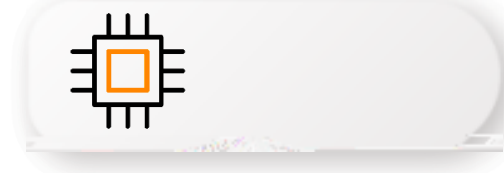
HINDUJA LEYLAND FINANCE

Diversified portfolio across Vehicle financing, Housing, Portfolio buyouts etc.

Well capitalized with a strong loan book, and low NPAs.

A profit contributor, on path to become a Fintech Company.







Green Facilities



Thrust on education



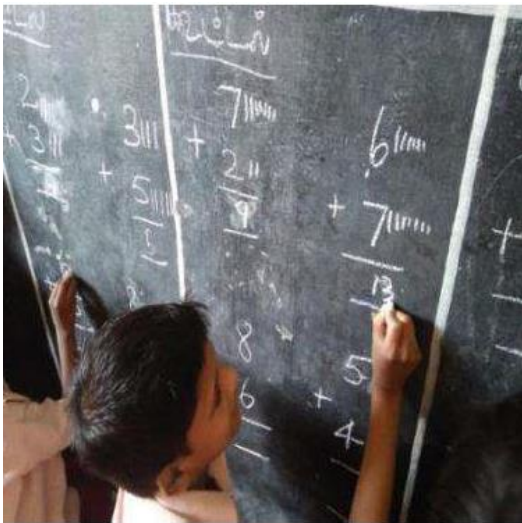
Road to School - Infrastructure



Road to School Wellness and Hygiene



Road to School - Education





OUR VISION

To be a Top 10 Global CV Player

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



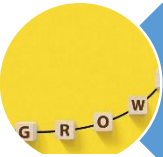


MHCV & Operations

Ashok Leyland - Ready to Conquer New Frontiers



Head winds



i ffj L tı ffjtı ffj 1 0
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ffj fffj Offj i ffj b ffj ffj H
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H tı i i i ffj
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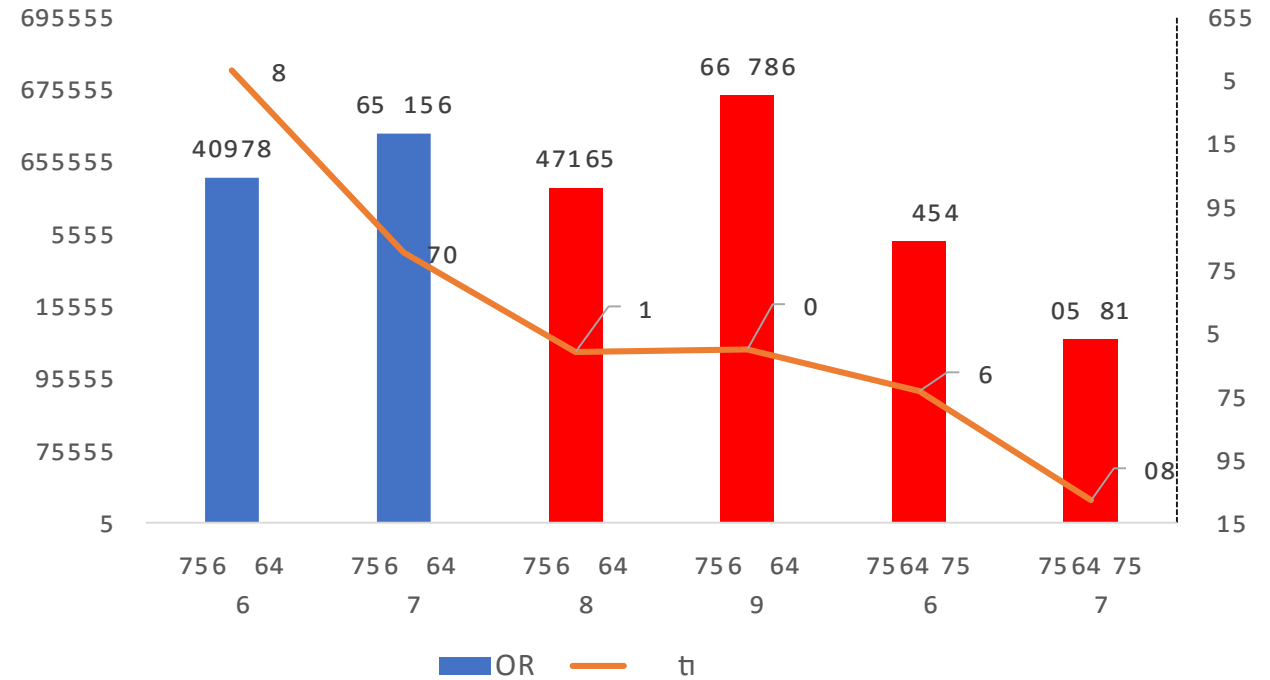


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fffj b fffj ffji
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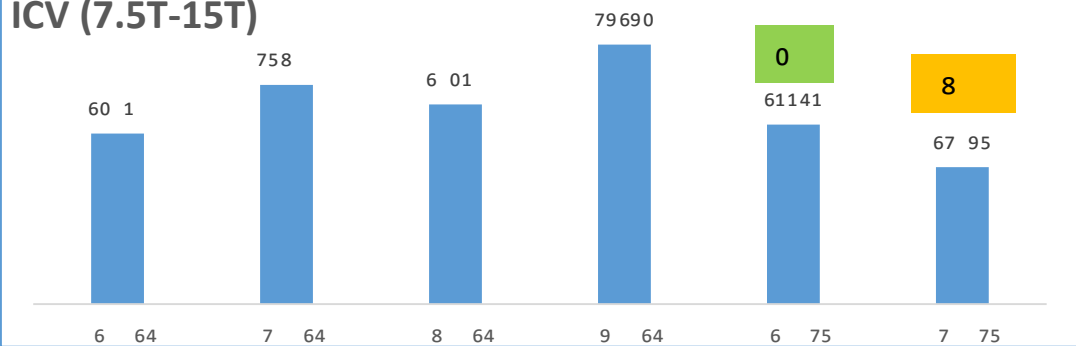
M&HCV TIV Trend



CV industry degrew in the last four quarters compared to same period Last Year



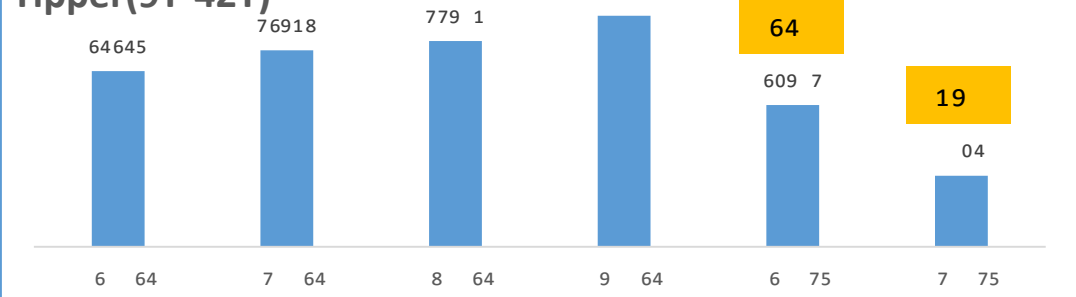
ICV (7.5T-15T)



• R ti ffj ti i



Tipper(9T-42T)

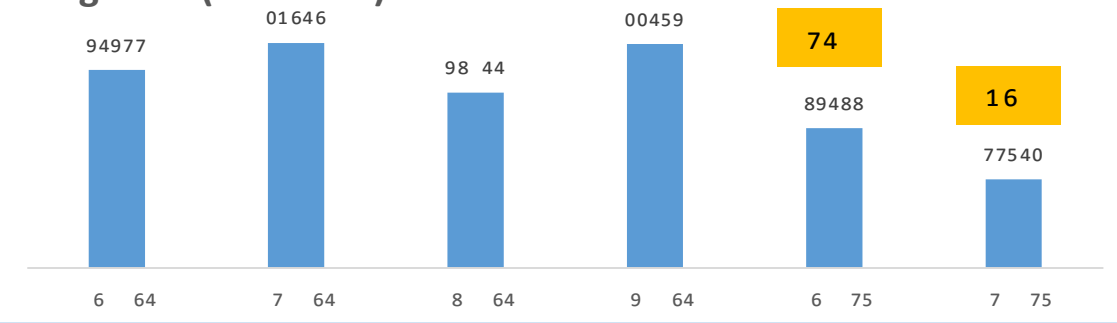


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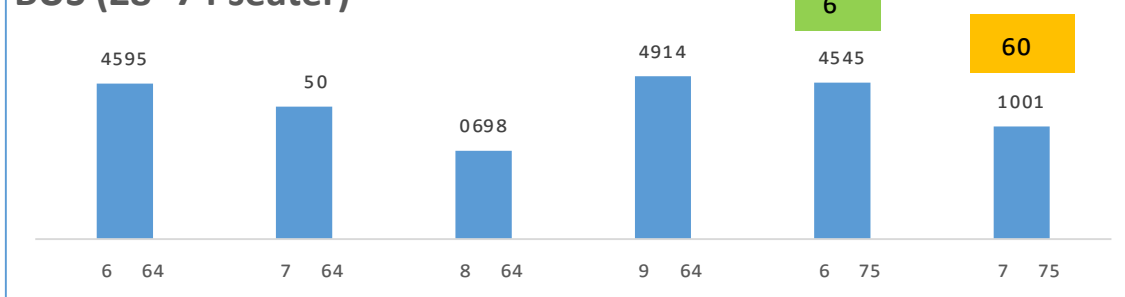
Long Haul (16T-48T)



• i ffj ffj i



BUS (28 -74 seater)



• ffj ffj i i i NO

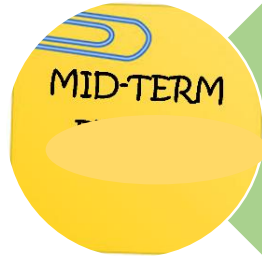
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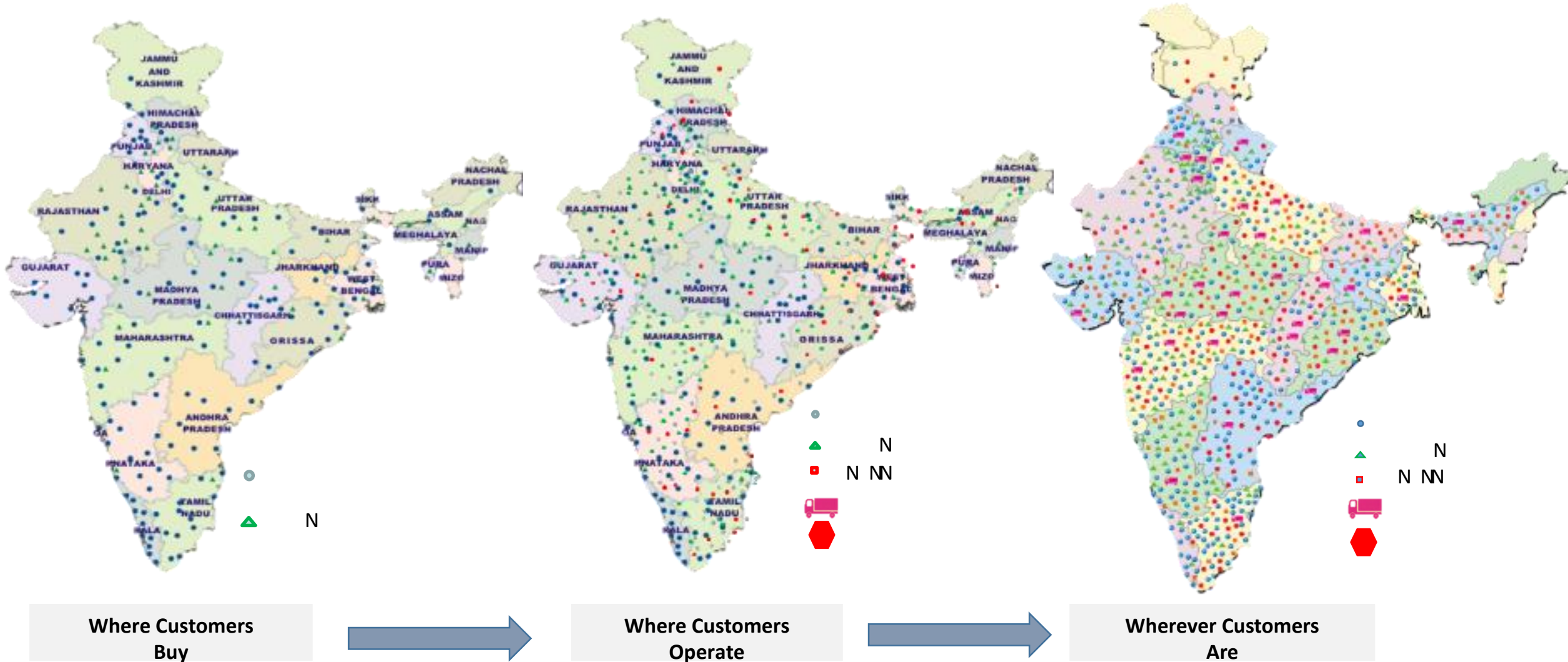


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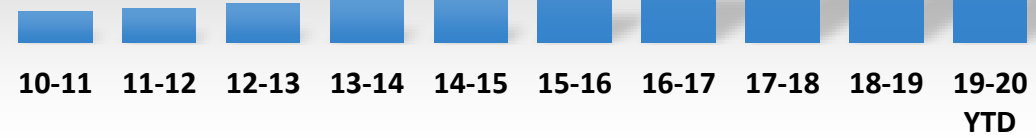




H O H



North Zone



NO H



East Zone





8N

Sales, Service & Spares
 8N ffj
 lb N)
 b N

7N

Service & Spares
 7Nb ffj lb
 b N

N NN

Service at Site to Satisfy You
 O ffj N ffj
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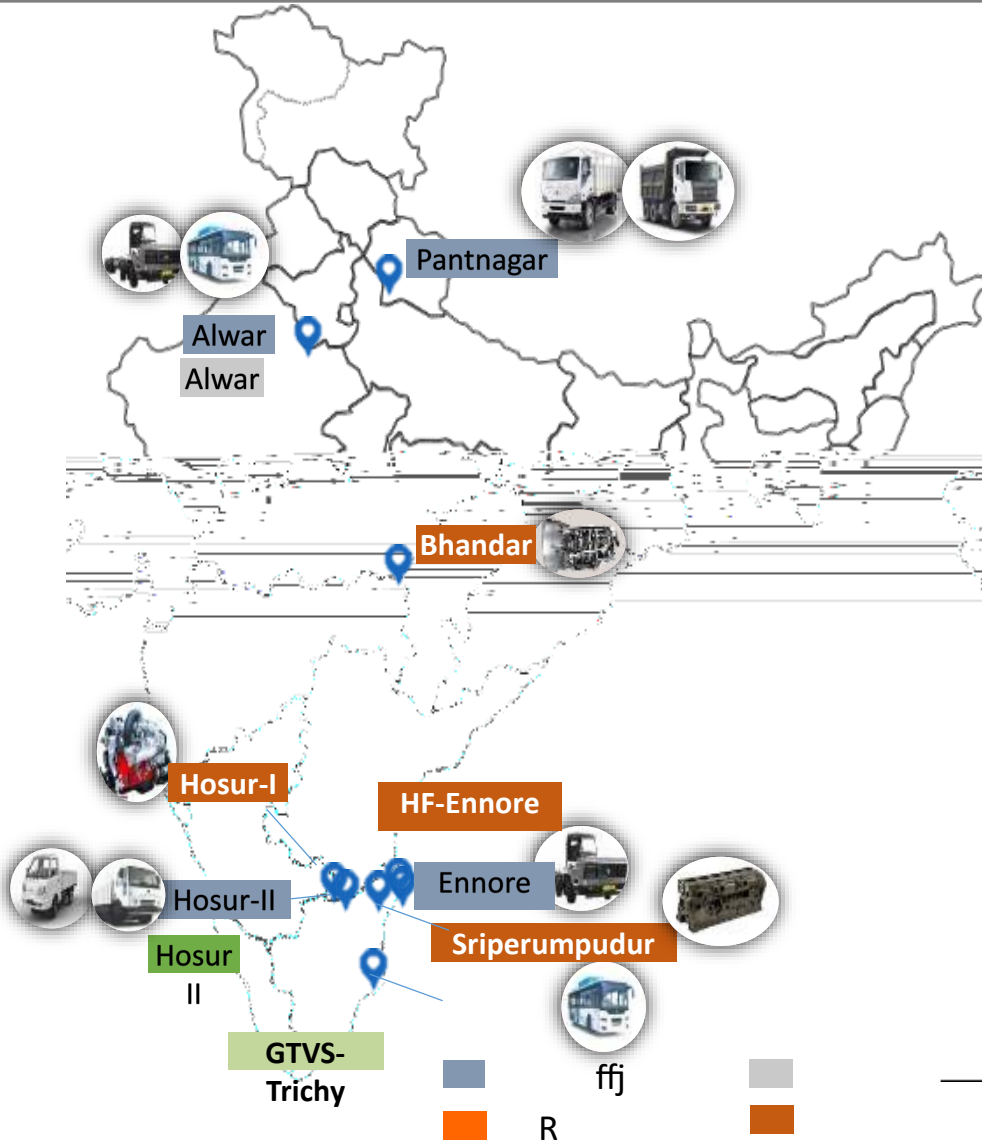
Mitr Mechanic Garag
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Ashok Leyland Quick Service (AQS)

Quick Service
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 ti ffj

WOW

Workshop on Wheels
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World's first CV manufacturer outside of Japan to win the prestigious Deming prize



Received Golden Peacock award for sustainability



Integrated & Automated facilities at all major plants in India



ffj ti ffj ffj i ffj



Oti ffj L ffj ffj

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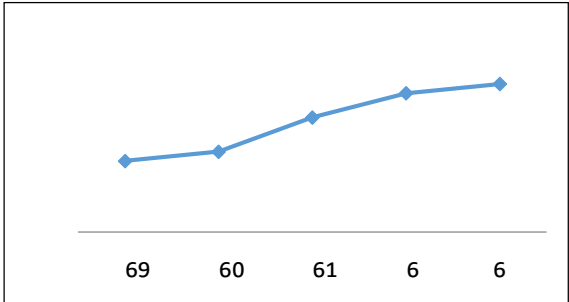
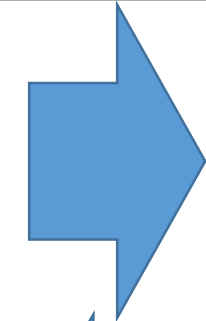
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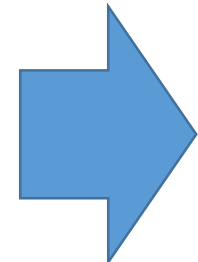
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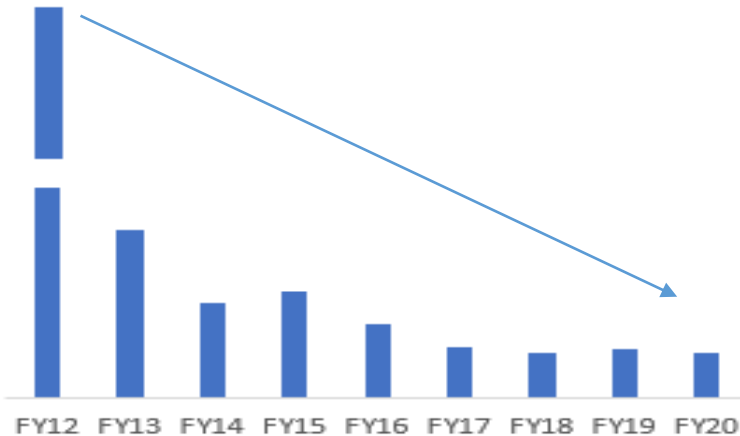


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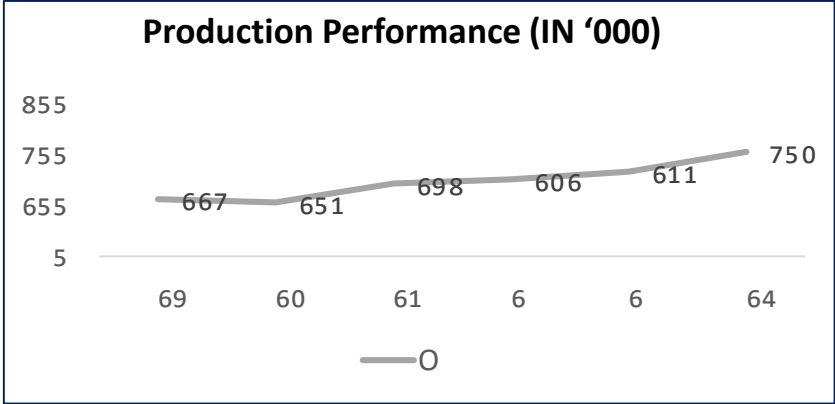
ffffj i
ffj b ffj
N fffjffj ffj
i b ffj



b ffj ti



L ffji ffj 8 b 69





NR

i N



India



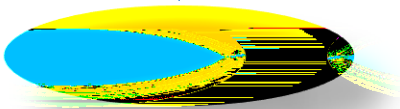
Before 2000 BS 0	2001-2005 BS I - 5Years	2005-2010 BS II -5Years	2010-2017 BS III - 7Years	2017-2020 BS IV - 3years	2020 Onwards BS VI
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8

Europe



Before 1992 Euro 0	1992-1997 Euro I - 5years	1997-2000 Euro II - 3Years	2000-2005 Euro III - 5 years	2005-2008 Euro IV - 3 years	2008-2012 Euro V - 4 years	2012 Onwards Euro VI
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USA



Before 1992 Euro 0	1992-1997 Euro I 5years	1997-2000 Euro II - 3 years	2000-2005 Euro III - 5 years	2005-2009 Euro IV - 4 years	2009-2015 Euro V- 6Years	2015 Onwards Euro VI
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65



i N
N ffj b i ffj i fffji)

ffj

N



Inline FIP

✓	i	R	i	b	bb
	H	H	N	L	
✓	H		i	ffj	Ni
			ffj		Nffj
✓				ffj	ffj

NR



✓	i	R	i	b	bb
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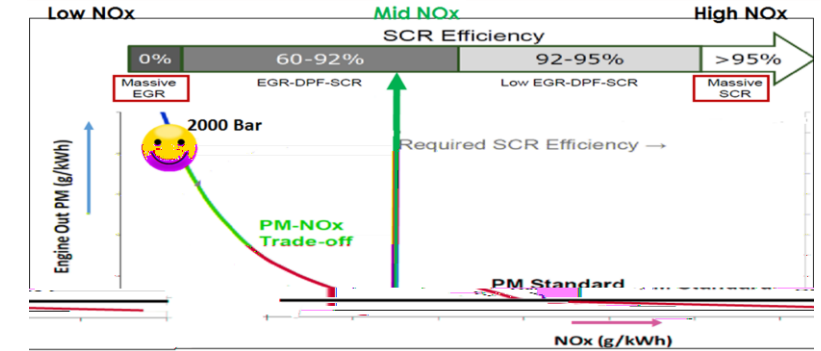
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ffj

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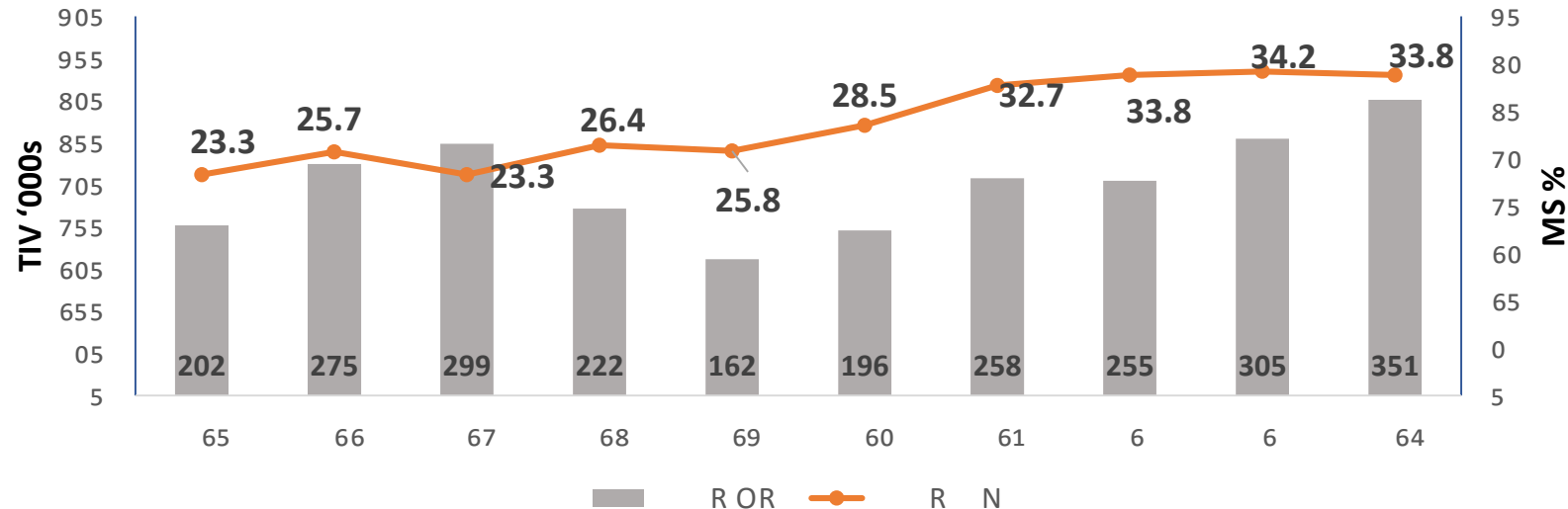
MID NOx Strategy

ffffji NR
SCR+ DPF

NR N
iEGR+SCR+DPF



b ffj
i ffj
ti
i ffj i





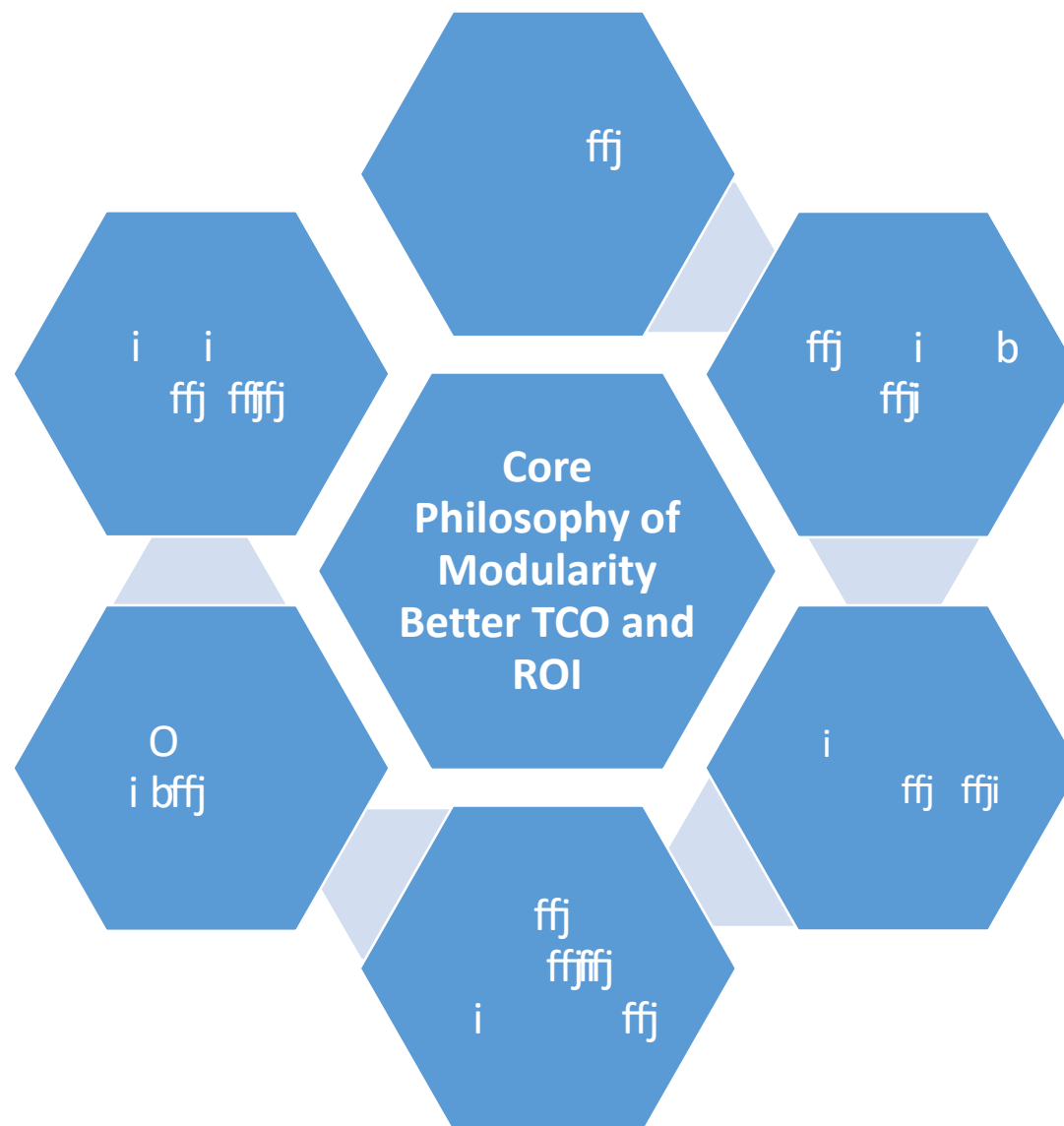
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NR



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**ICV
9T-16T**



NR

**Haulage
19T**



**MAV
28T-48T**



N

L

ffj



**Tipper
19T-35T**



**Tractor
40T-55T**





b ffj b)



ICV

Sunshine

Lynx Smart

Oyster

Lynx Strong

MDV

Viking

Cheetah

12M

Semi Low Floor

NR



BS VI Fully Built Buses catering to

6 N
7 N bb
8 i ffj
9 N ffj b ffj
0 ffj
1 O

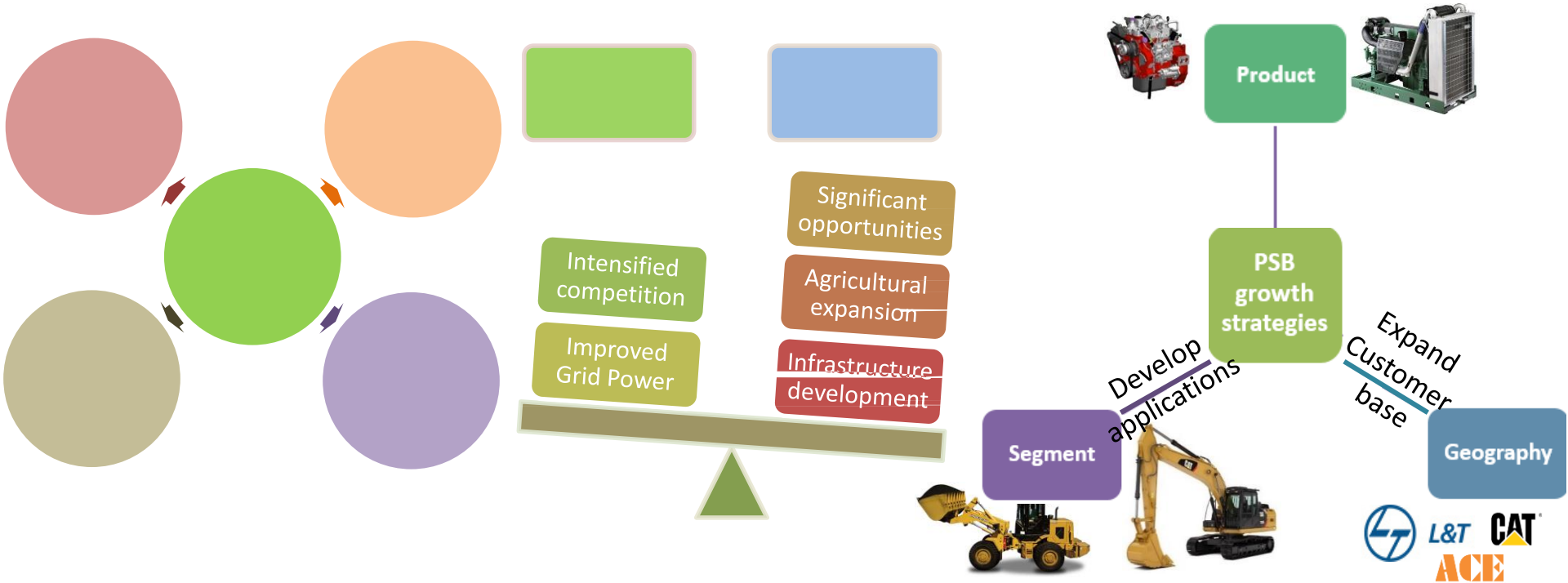


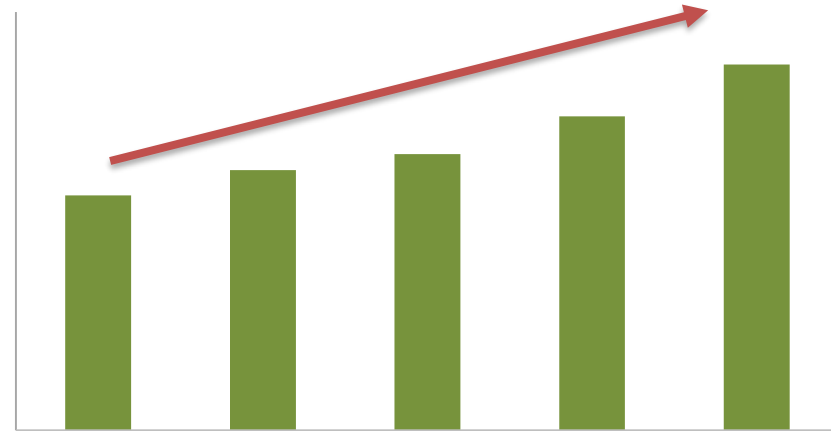
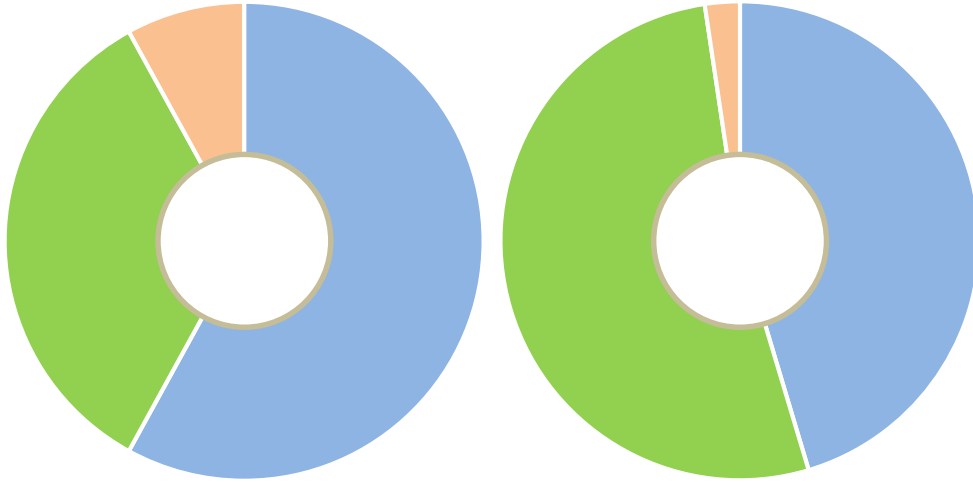


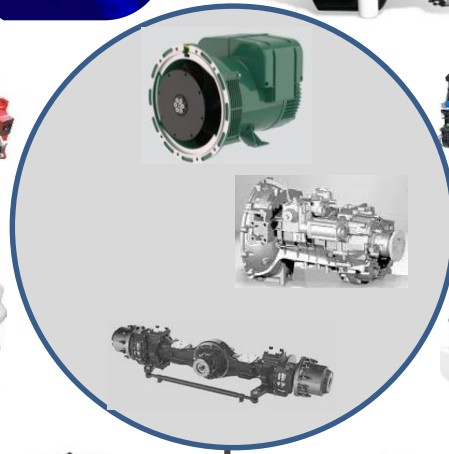
We are Future Ready

Aapki Jee





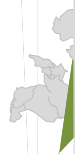




Aapki Jee



HINDUJA GROUP









Blank area for notes or comments related to the yellow school bus.

Blank area for notes or comments related to the red double-decker bus.

Blank area for notes or comments related to the white single-deck bus (left).

Blank area for notes or comments related to the white single-deck bus (right).









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Le Burkina Faso commande 147 bus auprès de la société indienne Ashok Leyland

10/06/2020

< 90 BREVES



La société indienne, Ashok Leyland, a annoncé aujourd'hui la commande de 147 bus d'une valeur de 9,57 millions de dollars (957 millions de francs CFA) de la part de son partenaire Ashok Leyland Afrique de l'Ouest, avec des lignes de crédit d'impôt d'investissement et du développement de la part de son partenaire Ashok Leyland Afrique de l'Ouest.

916 et 1

« Les bus innovants »

Ashok Leyland makes roads into Bangladesh

10/06/2020

916 et 1

La société indienne, Ashok Leyland, a annoncé aujourd'hui la commande de 147 bus d'une valeur de 9,57 millions de dollars (957 millions de francs CFA) de la part de son partenaire Ashok Leyland Afrique de l'Ouest, avec des lignes de crédit d'impôt d'investissement et du développement de la part de son partenaire Ashok Leyland Afrique de l'Ouest.

916 et 1

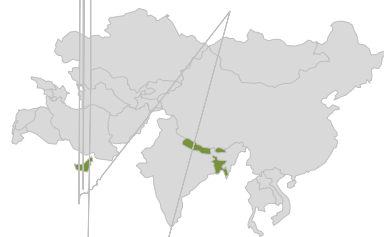
« Les bus innovants »

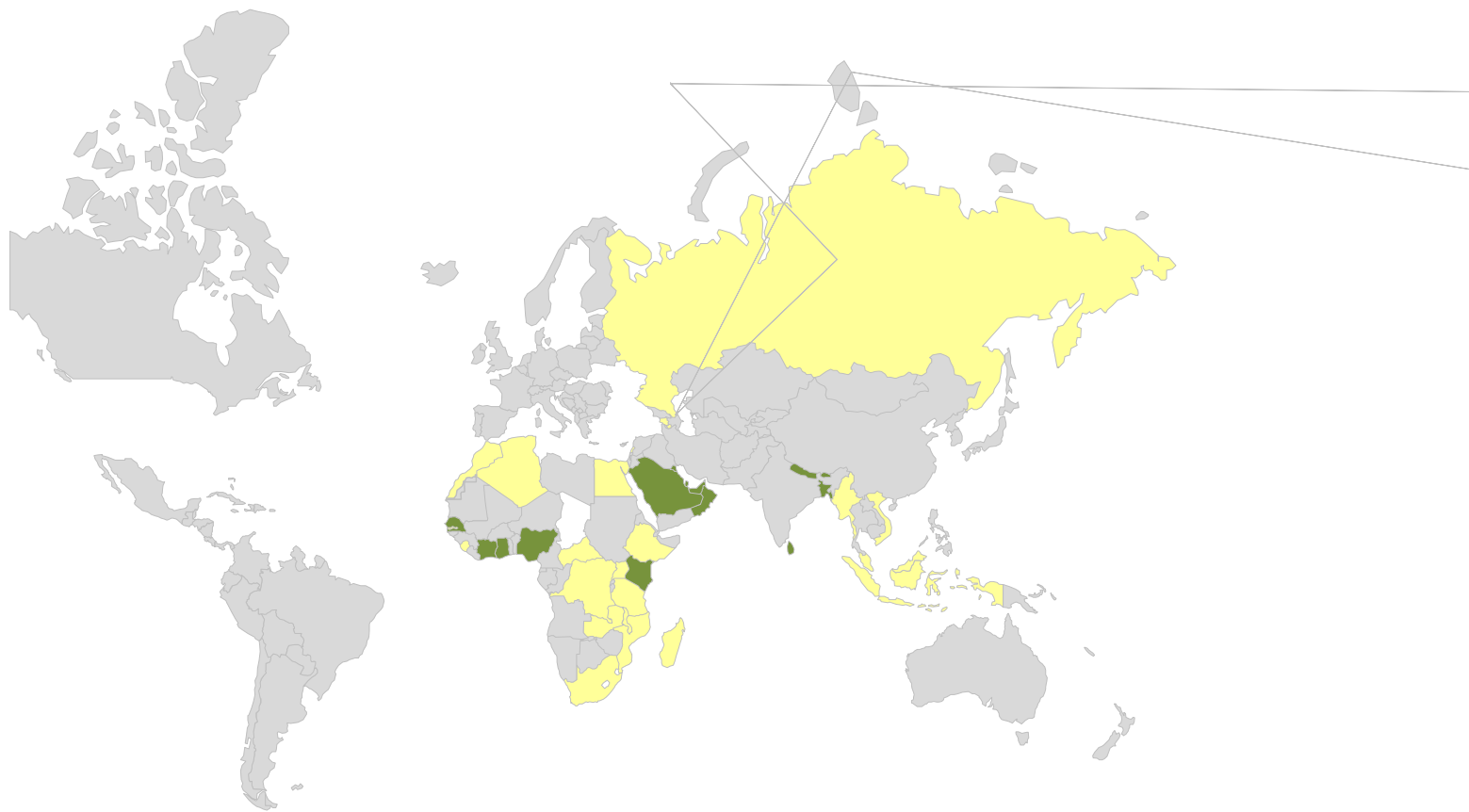


La livraison des bus Ashok Leyland au Burkina Faso.

La société indienne, Ashok Leyland, a annoncé aujourd'hui la commande de 147 bus d'une valeur de 9,57 millions de dollars (957 millions de francs CFA) de la part de son partenaire Ashok Leyland Afrique de l'Ouest, avec des lignes de crédit d'impôt d'investissement et du développement de la part de son partenaire Ashok Leyland Afrique de l'Ouest.

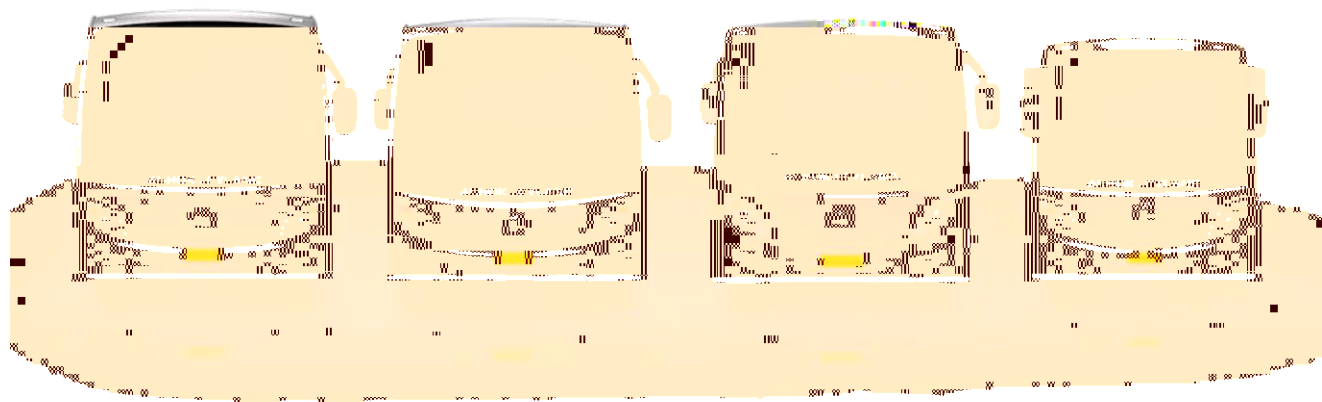
La société indienne, Ashok Leyland, a annoncé aujourd'hui la commande de 147 bus d'une valeur de 9,57 millions de dollars (957 millions de francs CFA) de la part de son partenaire Ashok Leyland Afrique de l'Ouest, avec des lignes de crédit d'impôt d'investissement et du développement de la part de son partenaire Ashok Leyland Afrique de l'Ouest.











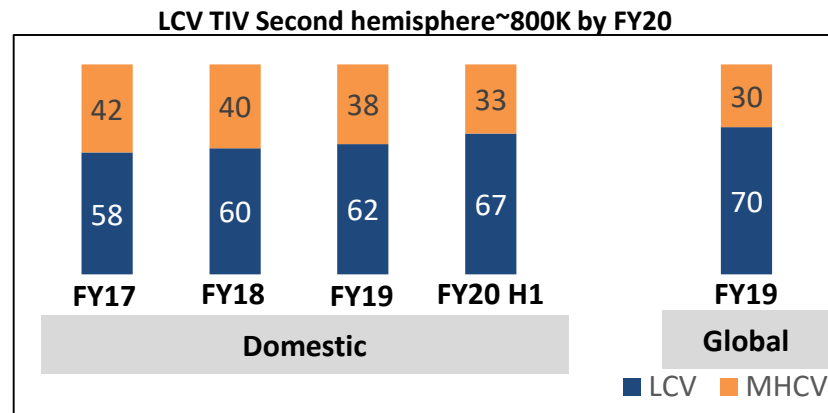
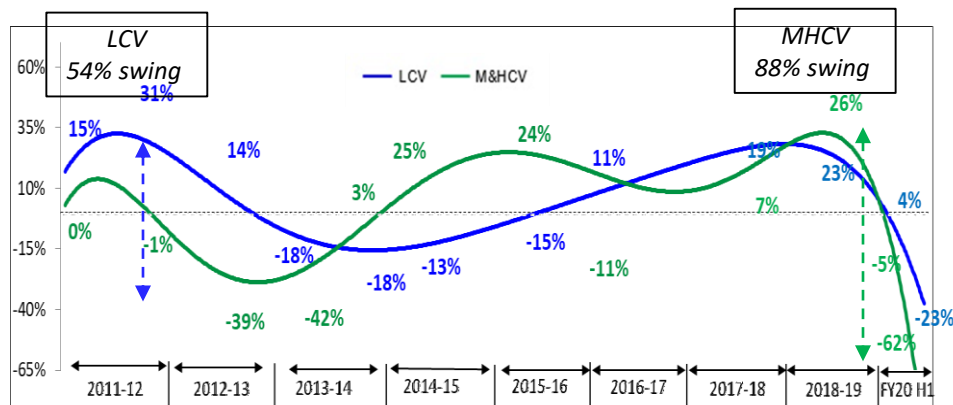
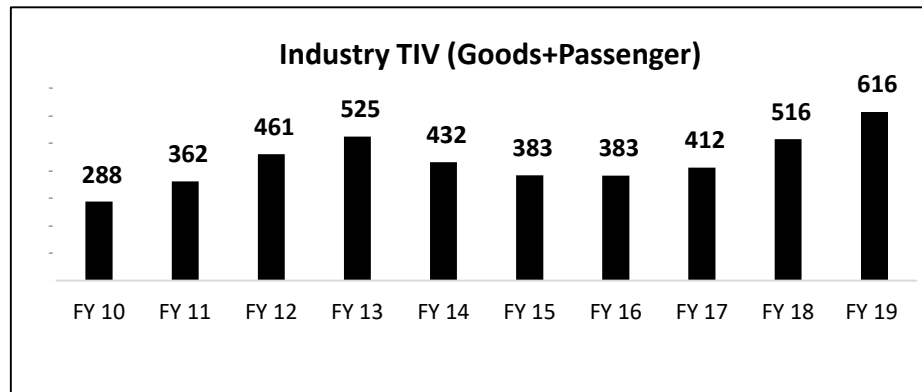


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LCV Business

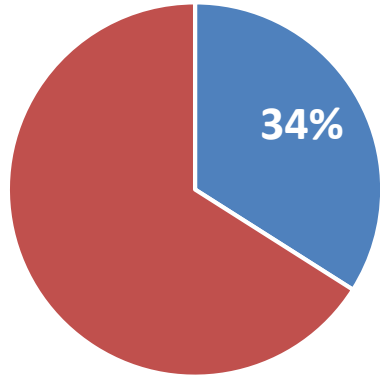
LCV is a huge market both domestically and internationally; countercyclical to MHCV



LCV's volume share increasing despite lower addressable TIV

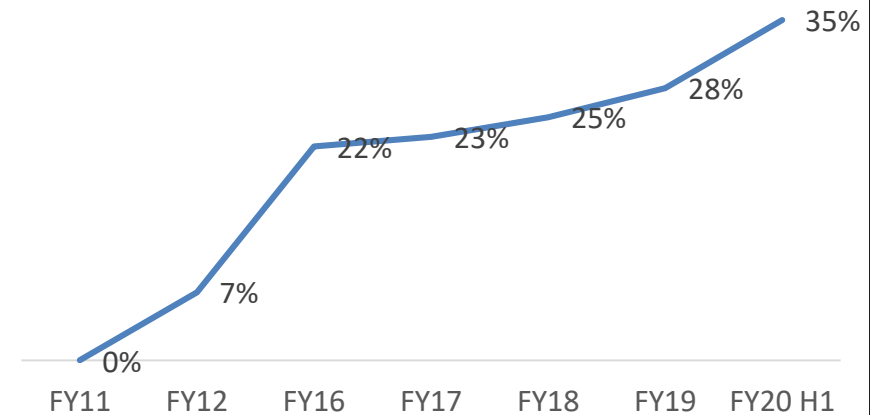


FY19 – Addressable TIV



AL LCV addresses only 34% of the LCV Market

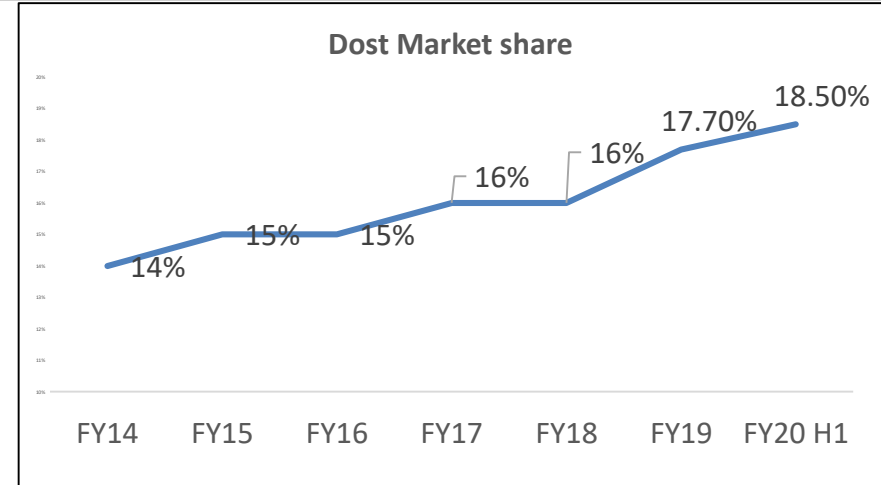
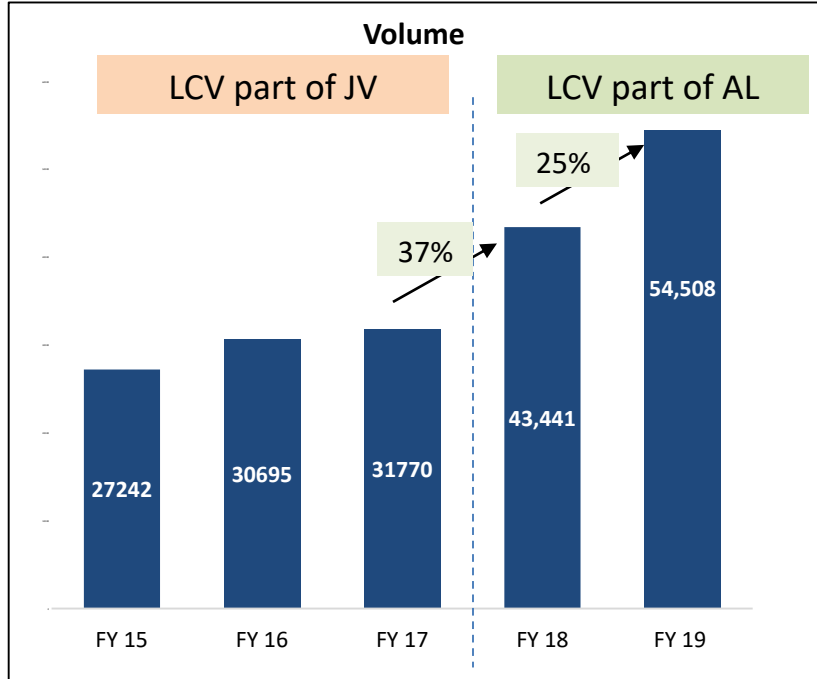
LCV Volume Share of AL Sales



And yet, contributed 35% to total volumes of AL

A higher addressable TIV would enable LCV to provide an effective hedge to the MHCV business

AL's LCV Business has grown profitably over the years



Increase in Market share with Increase EBIDTA



Domestic Range



DOST⁺



DOST STRONG



DOST LITE



PARTNER 17 ft



MiTR 31 S AC
MiTR 34, 39 S Non AC



LCV Products : recognition



**Apollo CV Award for
DOST+: “DOST⁺
Pick up of the Year 2019”**



**ET Now Award for Retail
Excellence “DOST⁺
Pick up of the Year 2019”**

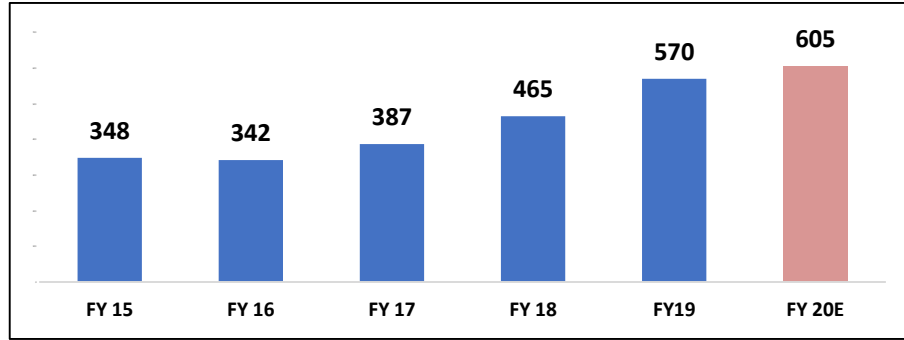


**ET Now Award for Retail
Excellence “DOST⁺
SCV of the Year 2019”**

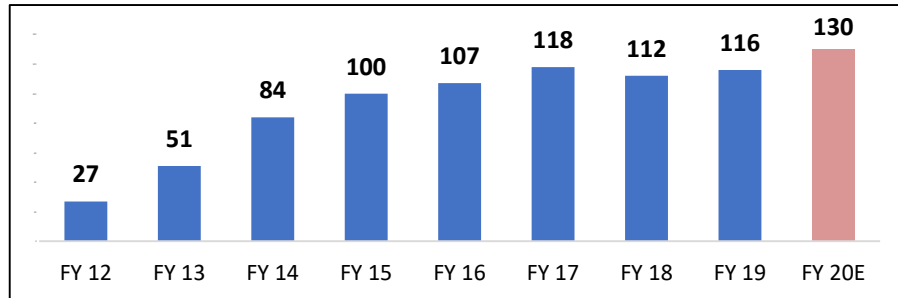
We have an Contemporary Exclusive and growing network



LCV Exclusive Dealer Network



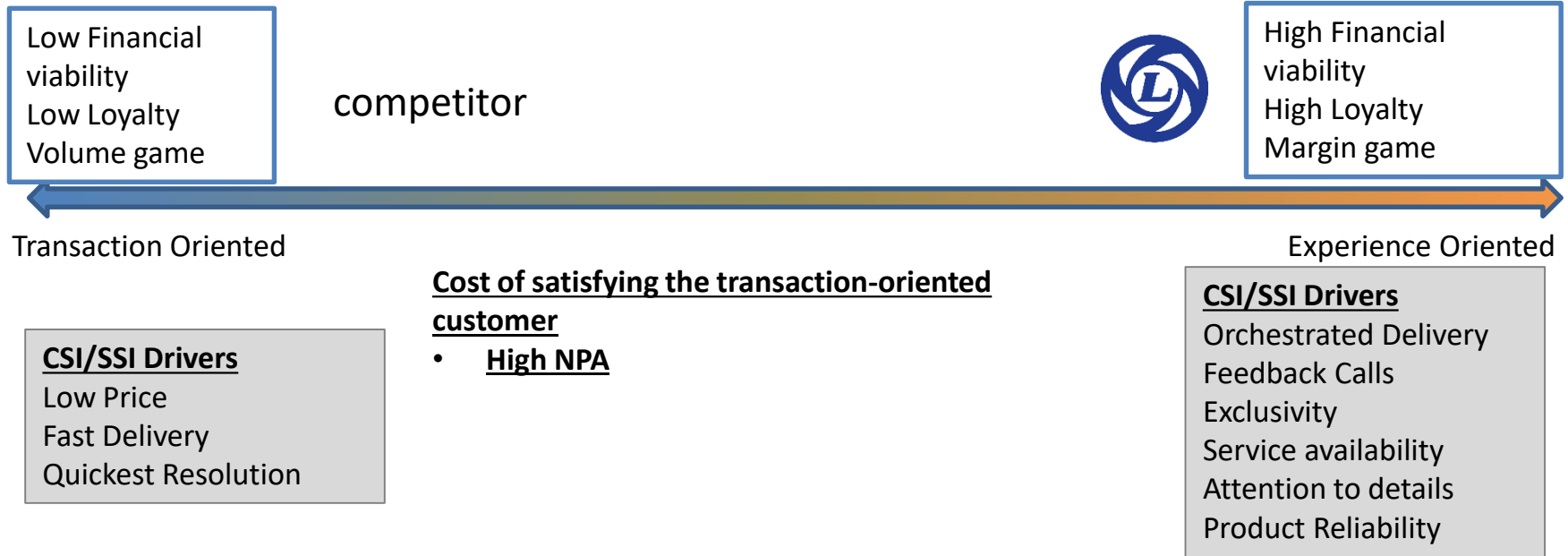
3S Dealers



Network



AL's strength rooted in thoughtful differentiation



Strengths of AL LCV



- Least Defective LCV Product , Very high Quality
- Lowest Warranty in CV Industry
- Best Sales Satisfaction Index (SSI) and Customer Satisfaction Index (CSI) in CV industry
- Highest Service retention in CV at 69% , differentiator
- High down-payment, lowest default rate by customers , high resale value
- Industry First , AC and Power steering at Launch , Comfort is key
- Best Mileage in Its category



Price premium on product, least discounted , High Value Proposition

Gaps in Portfolio



AL Brands

Dost
Partner
MiTR

3

LCV Market

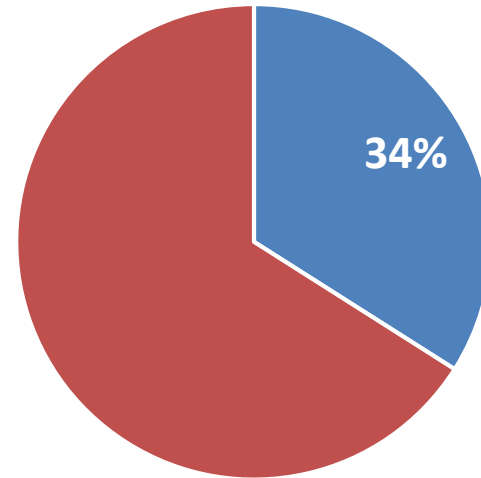
Bolero Pickup
Big Bolero
Pickup
BMT Plus
Ace Mega
Intra
Isuzu Dmax
Yodha

·
·

42

vs

FY19 – Addressable TIV



AL LCV addresses only 34% of the LCV Market

AL LCV Strategy going ahead



- Increase range
- Increase exports
- Increase volume share as percentage of AL Volumes, provide hedge against cyclicity



In 2017 March , Work on New Gen LCV with AL IPR was commenced

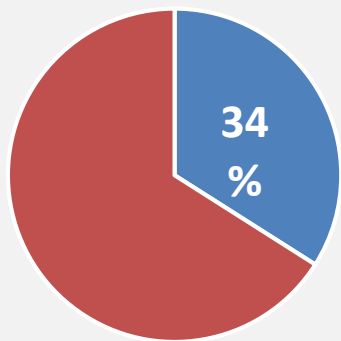
Project : Phoenix New Gen LCV



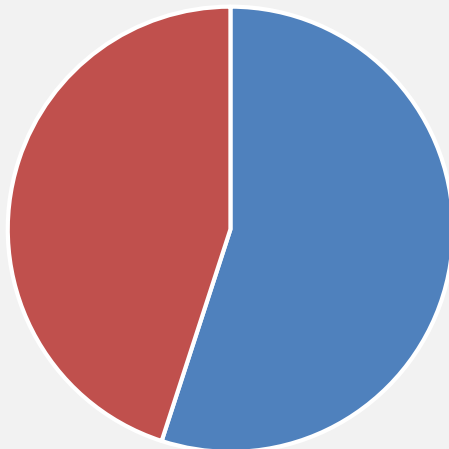
AL LCV addressable TIV to go up in future



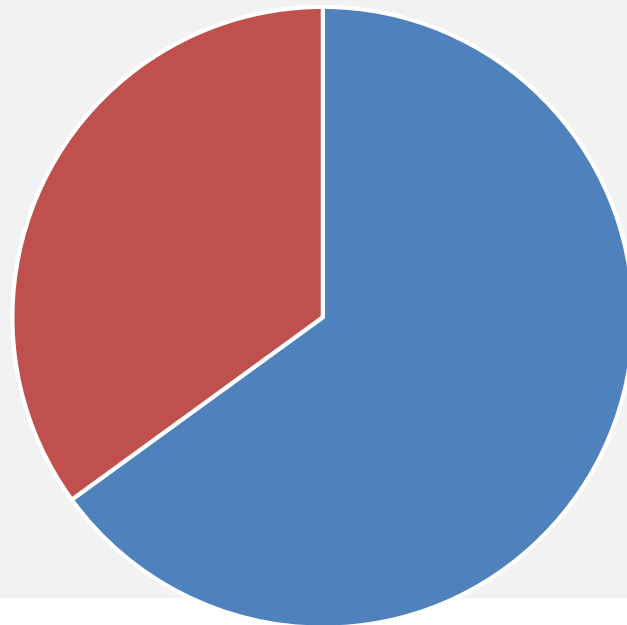
FY19



FY21



FY24



Accelerating the Run Rate

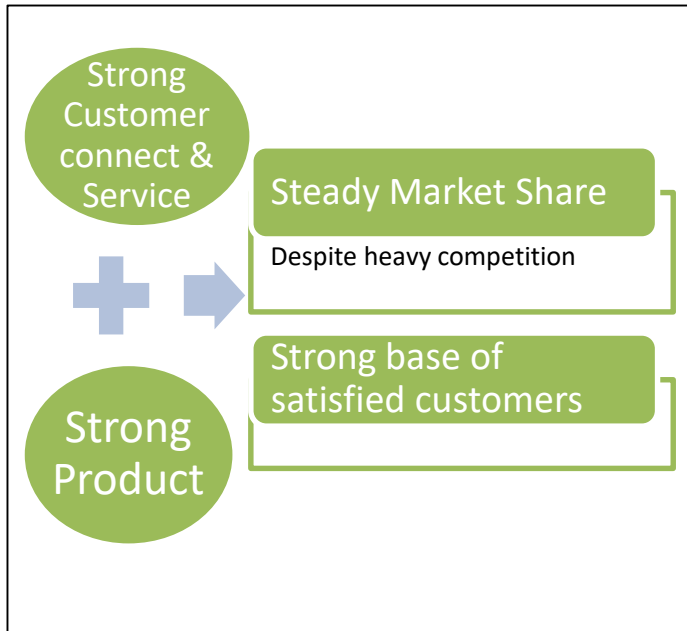
Zero to 3 Lakh LCVs and More.....



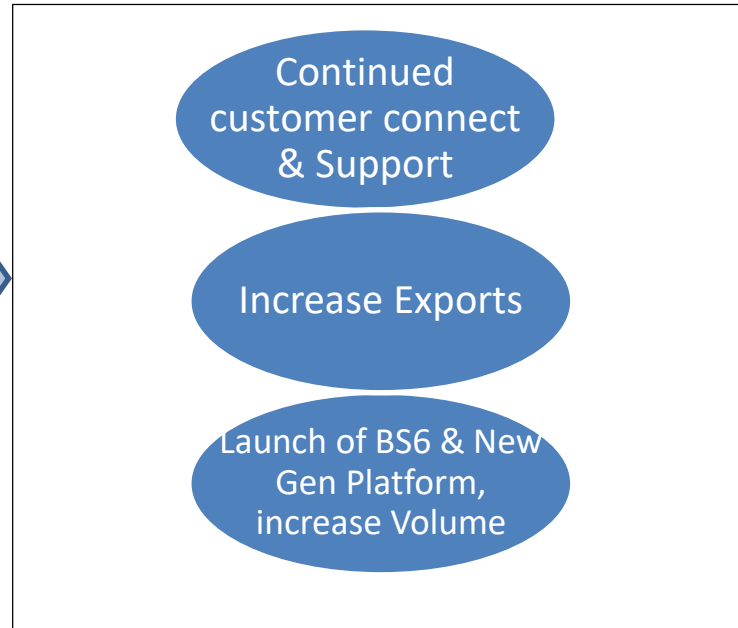


We will continue to grow towards our goal

Past Performance



Way Ahead



Defence Business

Defence Mobility Solutions - Ever Expanding Product & Application Range





Defence Capabilities



- 4x4, 6x6, 8x8, 10x10 & 12x12
- Centralised Tyre Inflation, Run Flat Tyres, Self recovery winch, NBC protection
- Logistics, Gun towers, Missile Carrier & Launcher, Mounted Guns etc.



- AL N6 400 HP engine
- Automatic Transmission
- Final Drive
- Suspension



- 110 kW H CRS engine
- Cooling system
- Air intake & exhaust

Major Programs with Indian Armed forces



COMMON GUN TOWER



RCI MRSAM



T 72 Gear Box



HMV 8X8



MBPV 4x4



DRDO Akash



Smerch 10x10

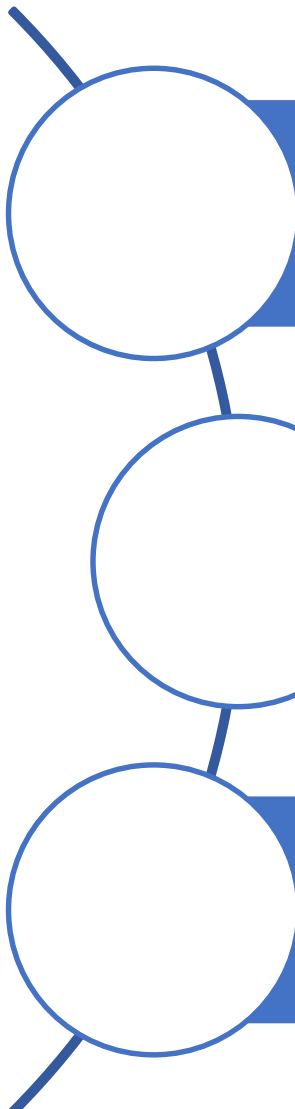


LBPV



MPV Kits

Agenda



What is BS VI ? & AL Approach

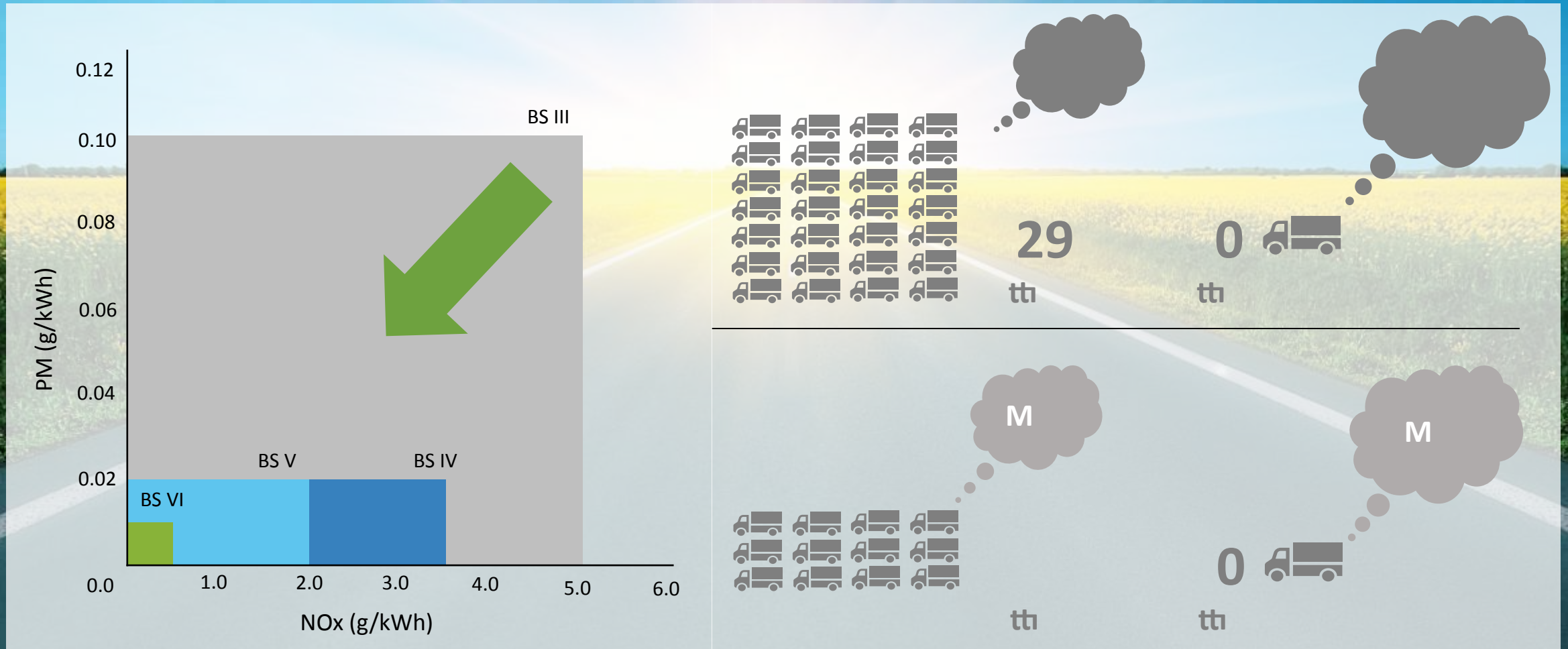
Modular Trucks & Portfolio

BSVI Buses Portfolio

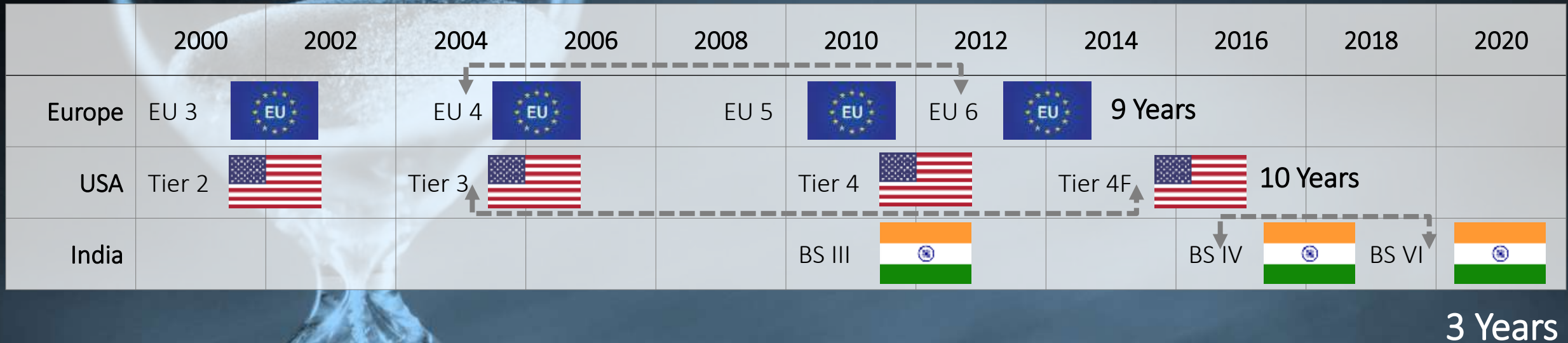


What is Bharat Stage VI ?

A drive towards Cleaner Future



Challenge & Opportunity



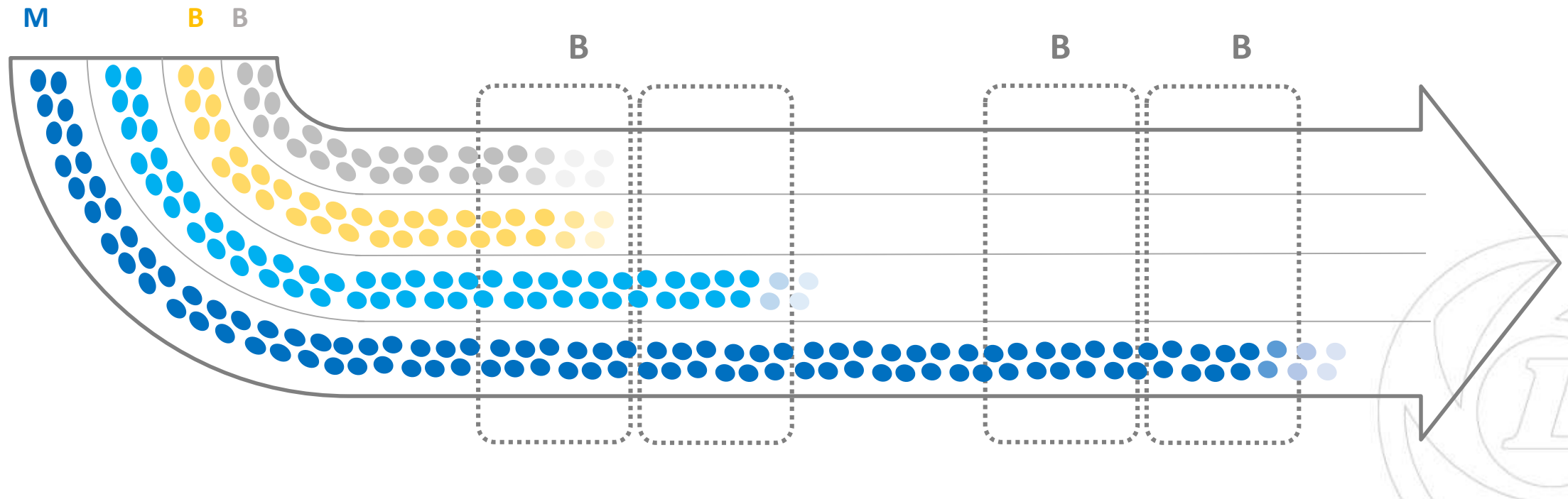
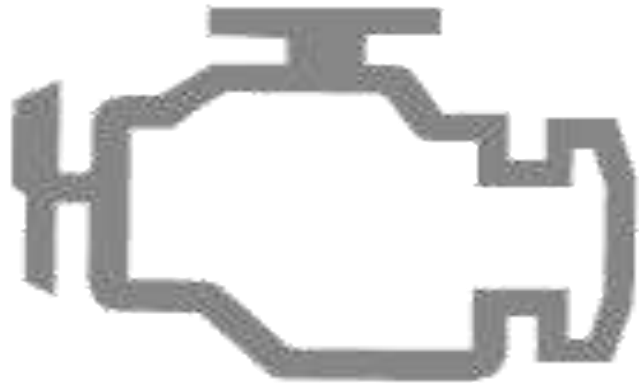
Ready for Global Markets



- Less Development Time
- Cost Challenge
- Exhaustive Validation
- Production Ramp-up
- After Market Support



Emission Reduction Process





BS VI Approach



✓ Better TCO



✓ Less Ad Blue



✓ High Durability



✓ More Robust Choice



✓ Future Ready

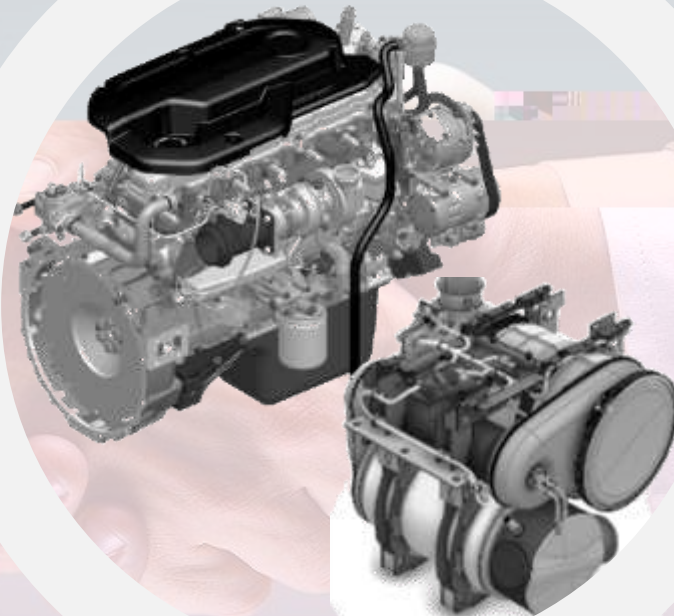
A Proven Synergy



EGR



Over 250K Vehicles



SCR



Over 1 Million SCR Kits Globally



Evolution of a Robust Solution

Proven
Suppliers



Renowned
Partners



Superior
Tech



Exhaust Gas
Recirculation

SCR

Air Assisted SCR



Modelled Air
Management



Best in class
thermal control

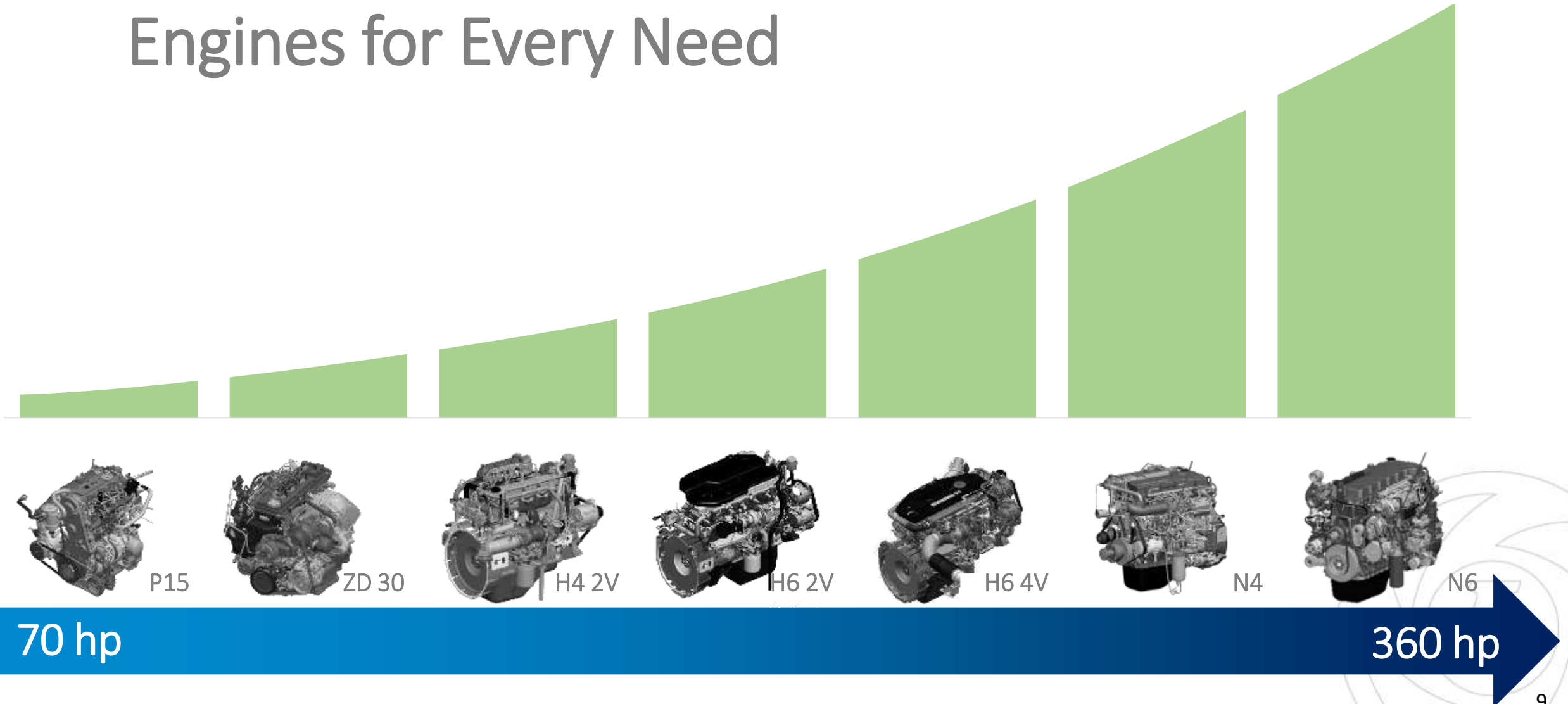
Rigorous
Validation

6000+ h Simulation
30K + h Engine test bed validation
5 millions + km on road



The BS VI Engine Portfolio

Engines for Every Need



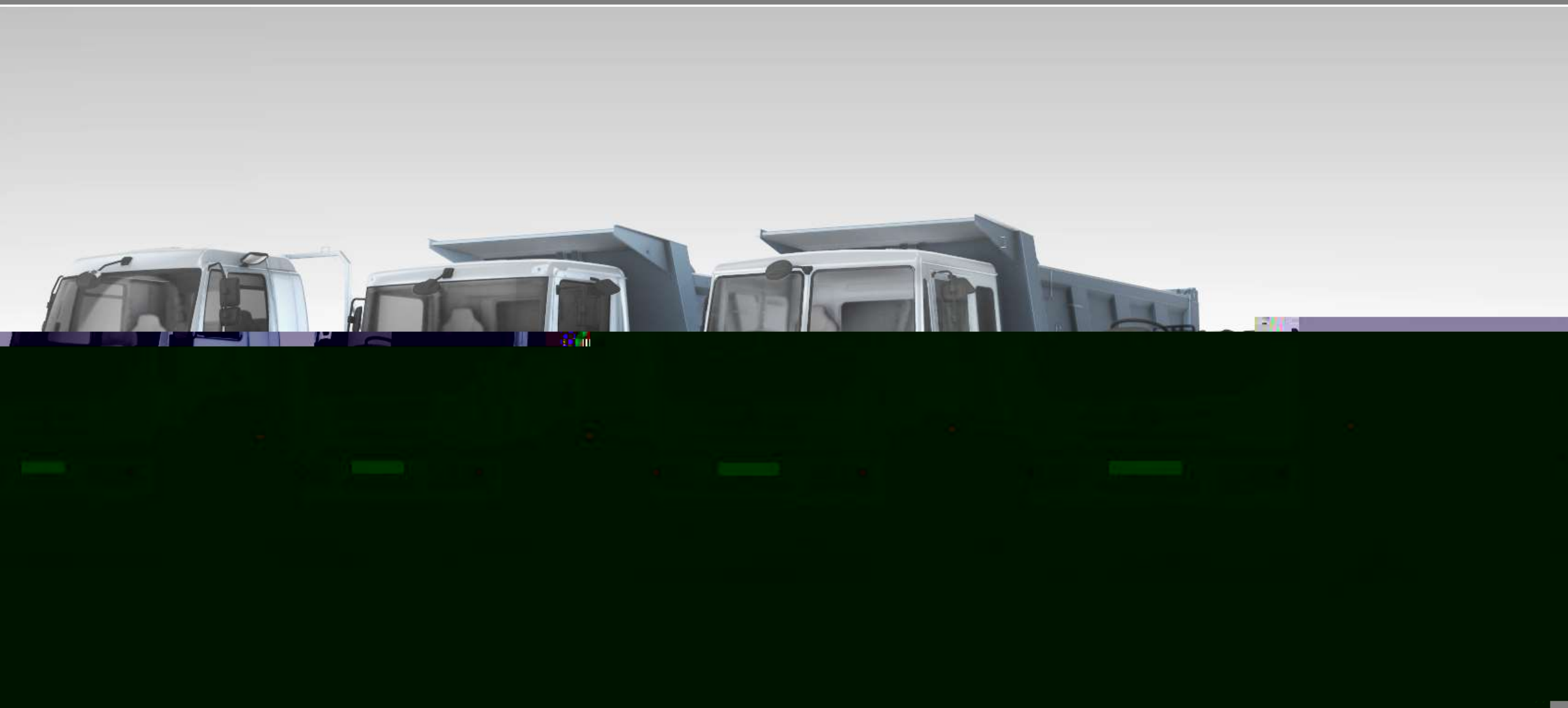
70 hp

360 hp

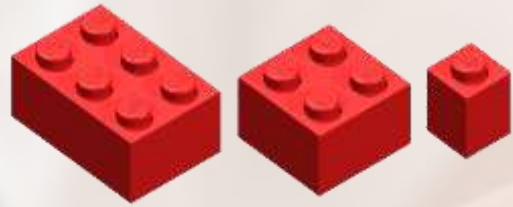
The Ashok Leyland Truck



All New Modular Range (16T – 55T)



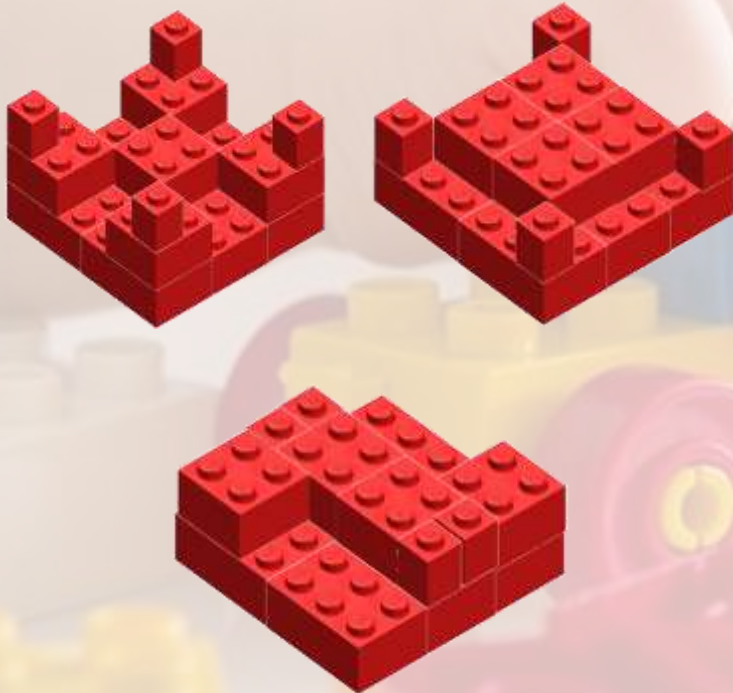
Modularity



Shape 1

Shape 2

Shape 3



Benefits – Modular Truck Program





Benefits – Modular Truck Program



₹
Lower Development Cost

₹
Lower Inventory Cost

Lower Floor Space

₹
Lower Material Cost

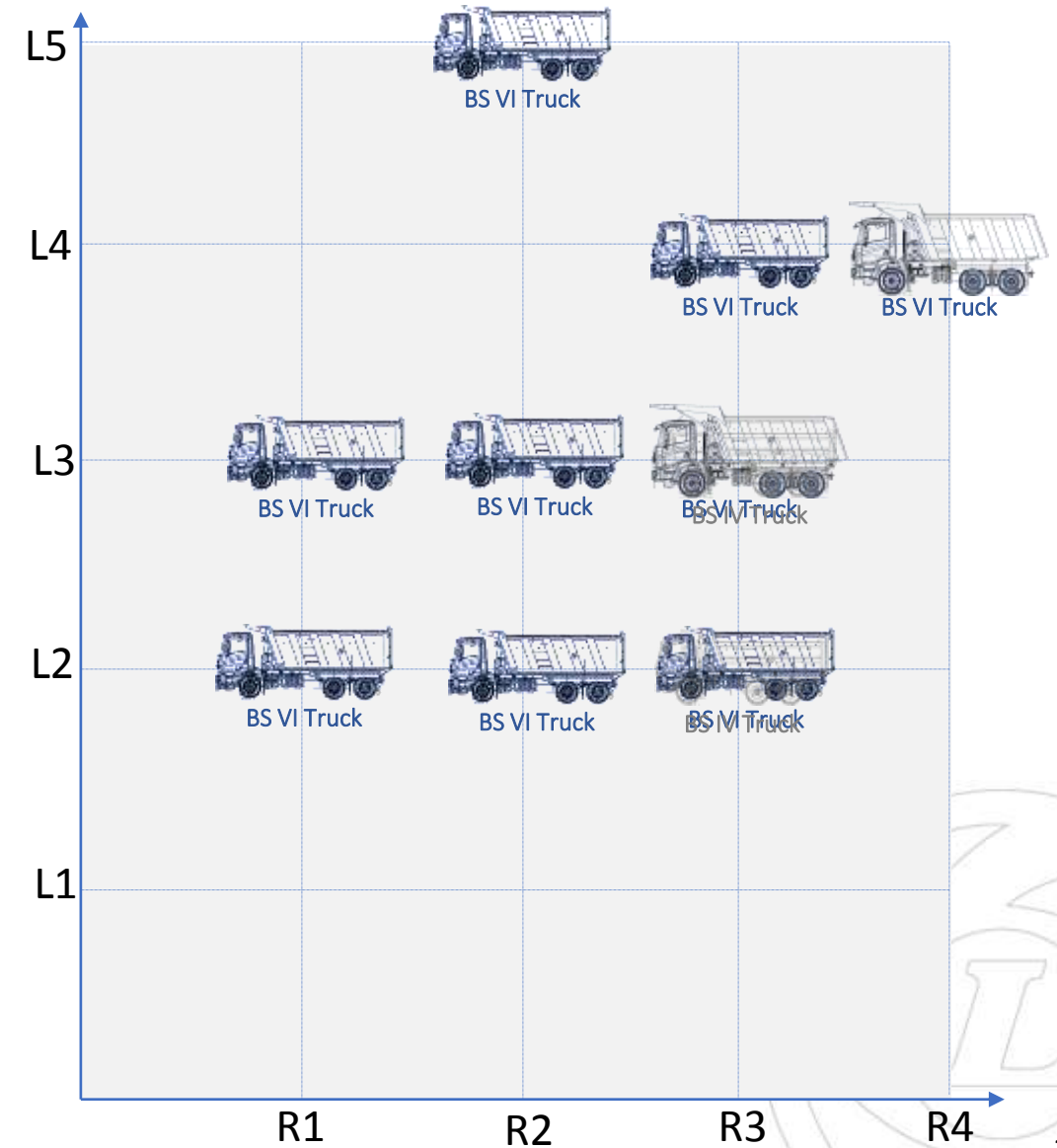
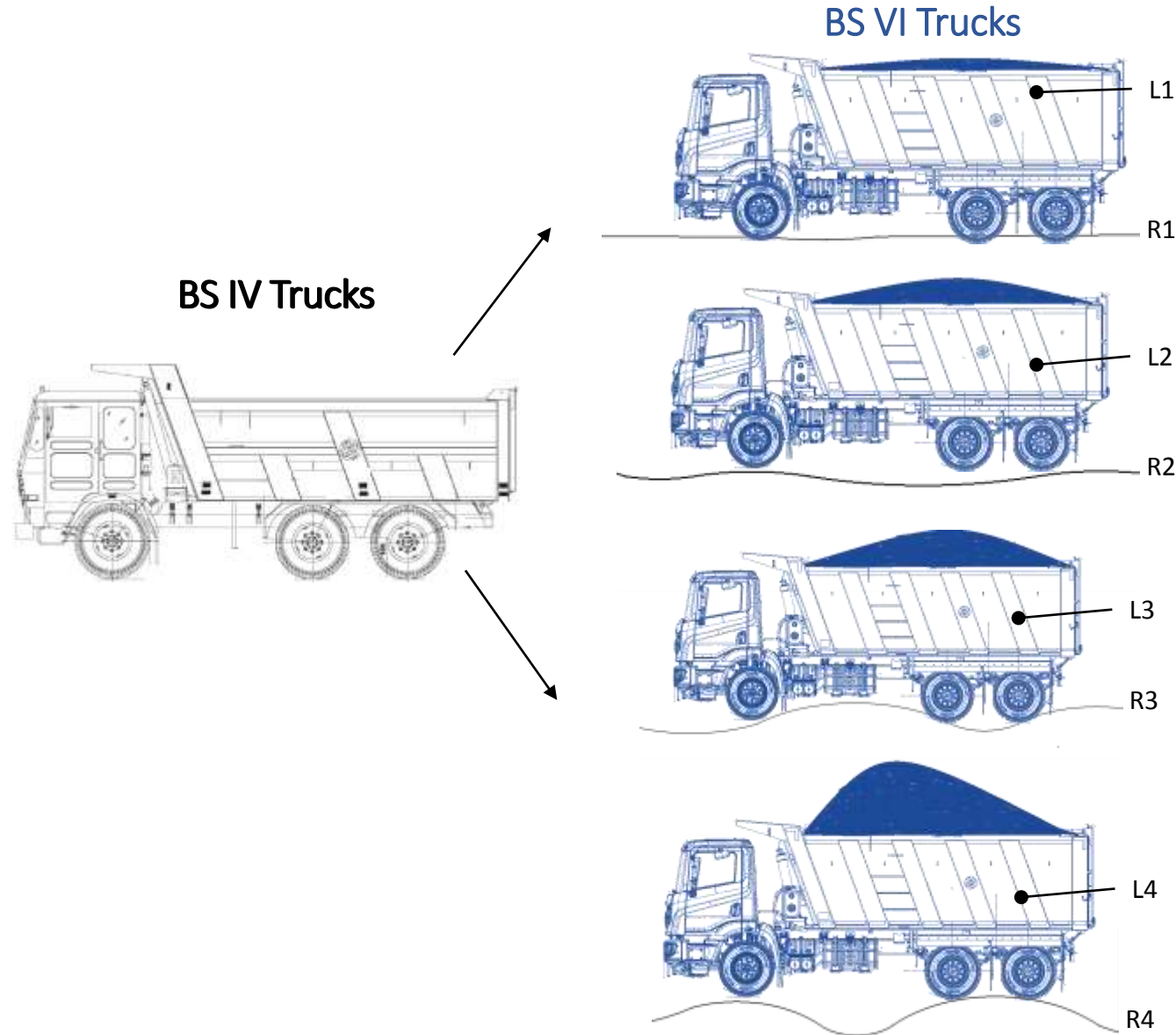
Lesser Safe Stock

Higher Economy of Scale

Higher Spare Availability

Higher Reliability

Benefits – Modular Truck Program



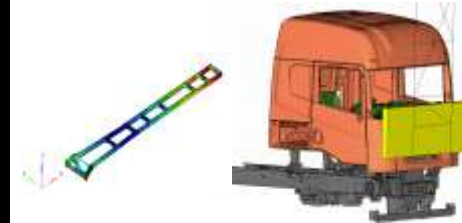
Rigorous Validation



Modular Trucks



CAE Analysis



5000+ Analysis
2 Lakh hrs. simulation

Component Tests



100+ systems tested
33 thousand hrs.

Vehicle Tests



50 test vehicles
3 Million km

Performance Tests



20 test vehicles
400 tests

Customization – Example



Step 1 Select Size	☒ Small	☐ Medium	☐ Large	☐ Extra Large
Step 2 Select Crust	☐ Classic	☒ Thin	☐ Stuffed	☐ Cheese
Step 3 Select Flavor	☐ Mixed Veg	☐ Corn	☐ Tomato	☒ Chicken
Step 4 Select Topping	☐ Cheese	☐ Mush room	☒ Onion	☐ Chili
Step 5 Place Order	Order			



A Customized Truck



Step 1 Select Road	Plain	Mud	Rough	Off Rd
Step 2 Select Load	Light	Medium	Heavy	Extra Heavy
Step 3 Select Cab	Cowl	G45	G91	NGC
Step 4 Select Susp.	NRS	Slipper	Bogie	Walking
Step 5 Select Power	200 hp	250 hp	250 hp	360 hp
Step 6 Select Drive	MT	AMT		
Step 7 Select Tank	220 l	300 l	375 l	750 l
Step 8 Select Body	FSD	Box	Rocky	U Box
Step 9 Select Comfort	Blower	AC	HVAC	
Step 10 Select Color				
Step N Place Order	Order			

The Ashok Leyland Bus



The All New Bus Fleet



Available in All Fully Built Configuration & Now Even More Customizable



Sleeper



Seater



Tourist



Staff



City



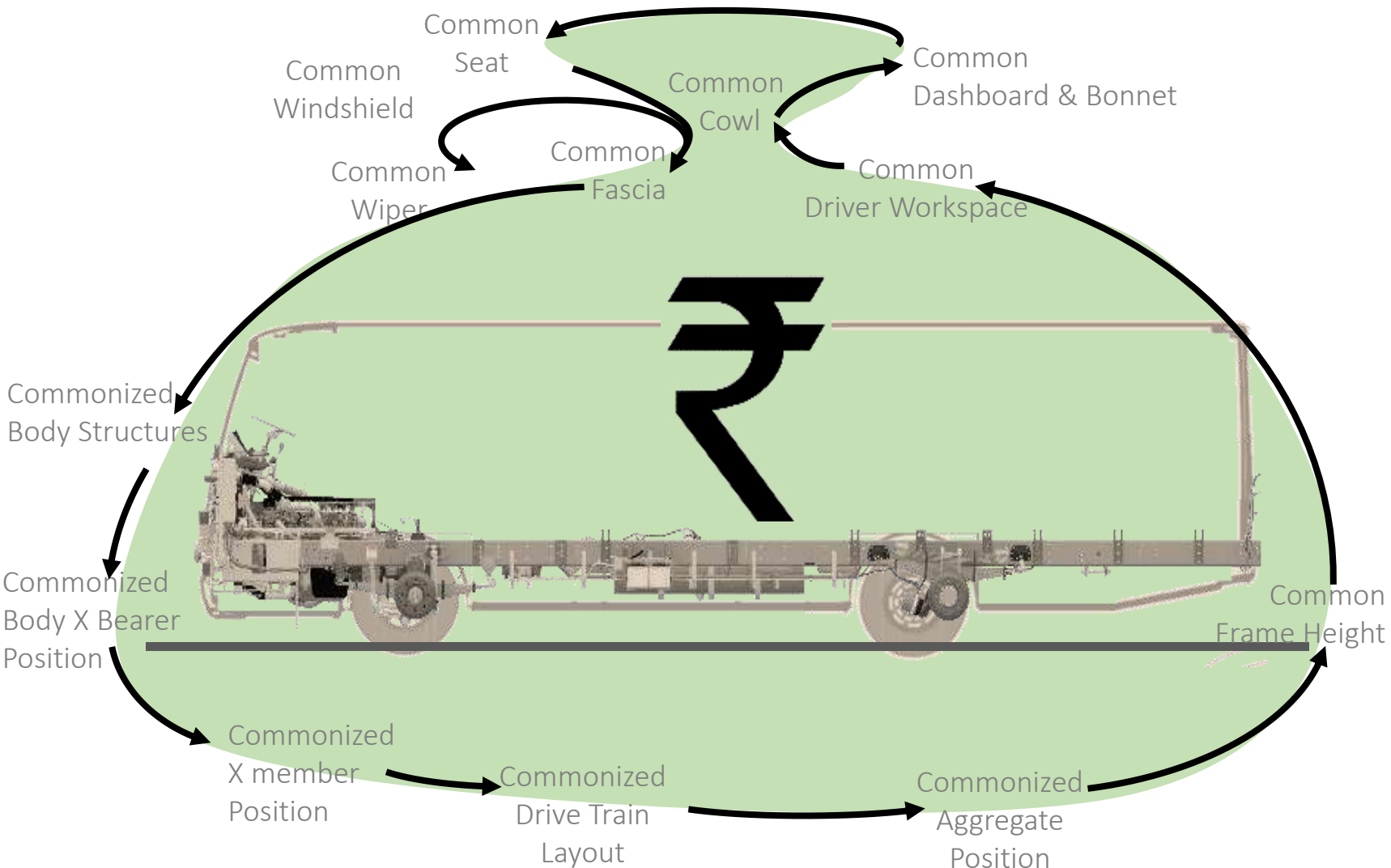
School



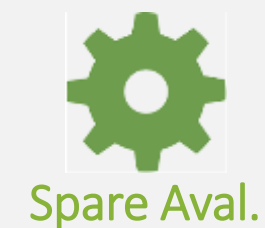
AC



Chain of Gain (Commonality)



Common Aggregates - All Variants

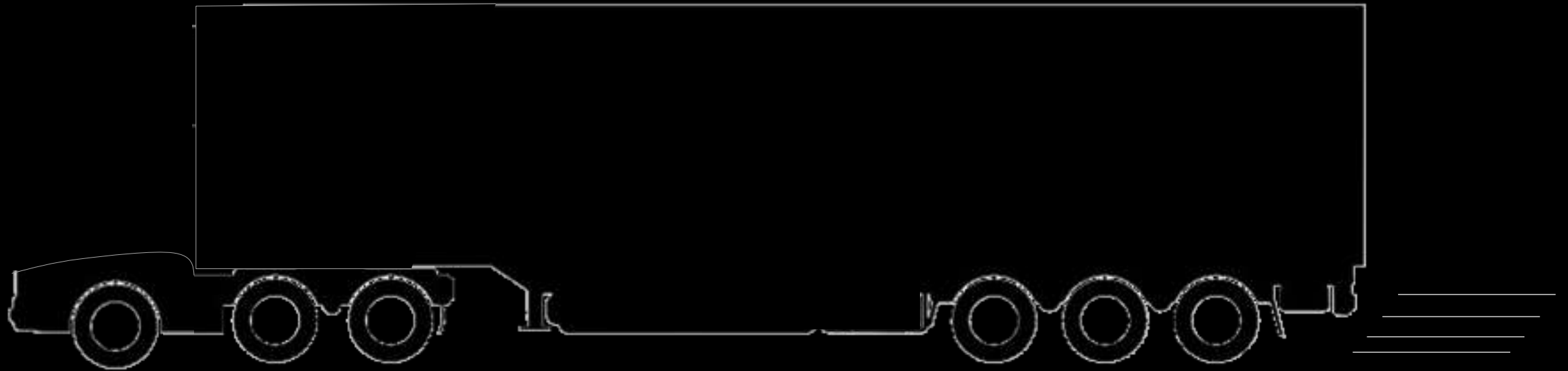


Yes, we've come a long way





The Journey Goes On...






Welcome Aboard

 **ASHOK LEYLAND**
Aapki Jeet. Hamari Jeet.



Driving Ahead

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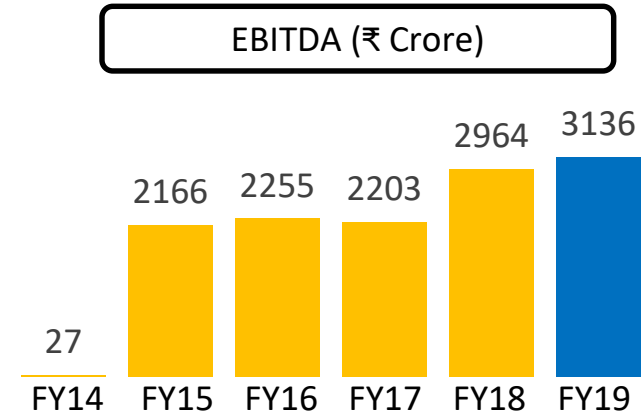
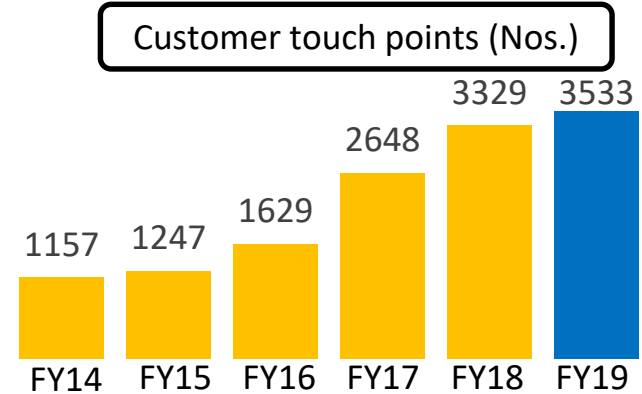
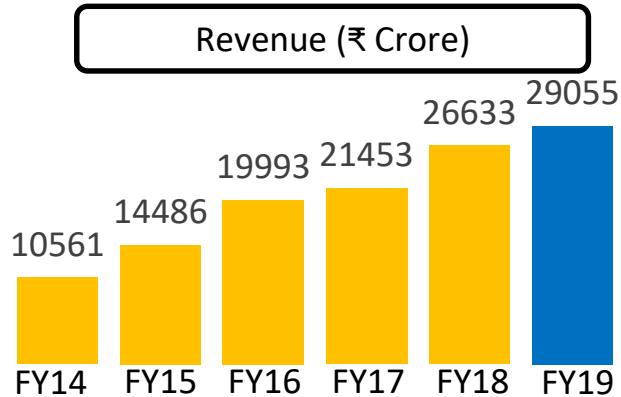
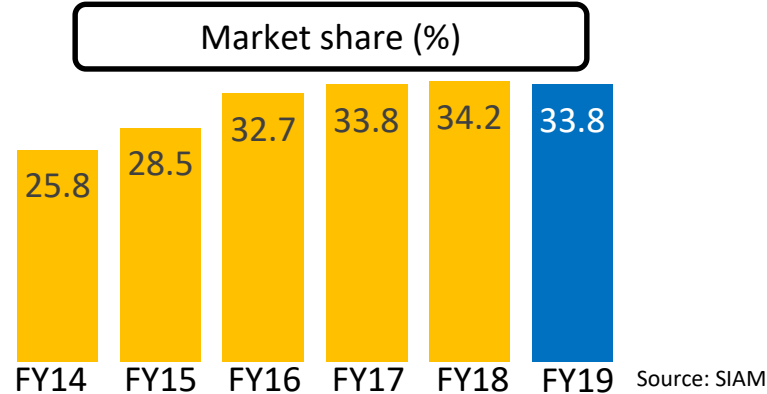
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OUR VISION

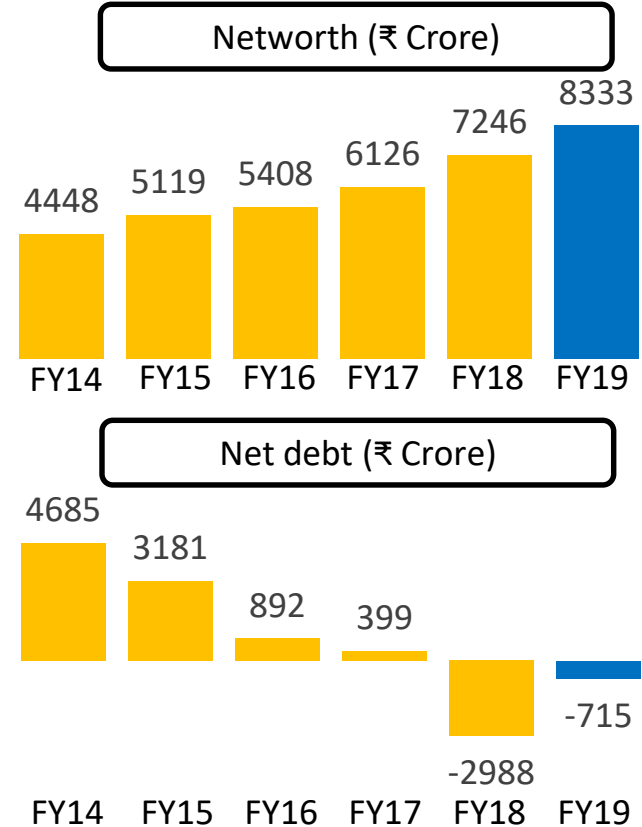
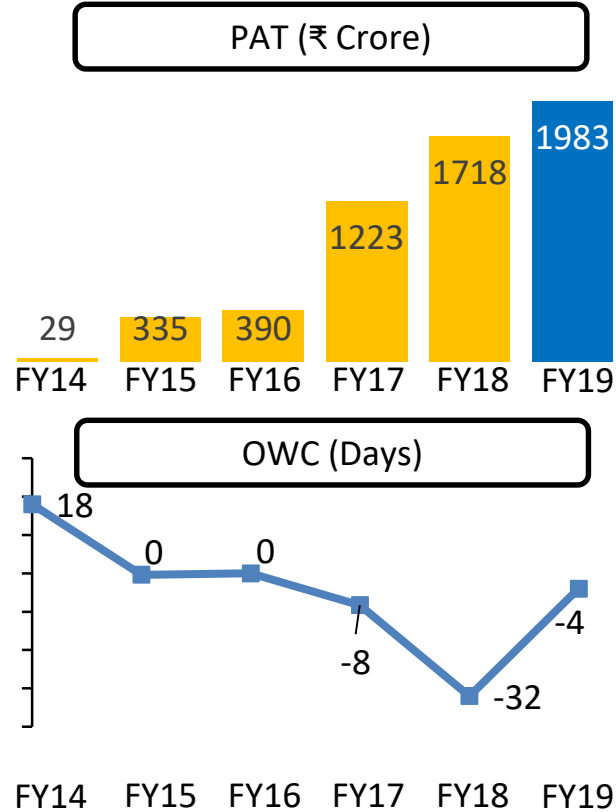
To be a Top 10 Global CV Player

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

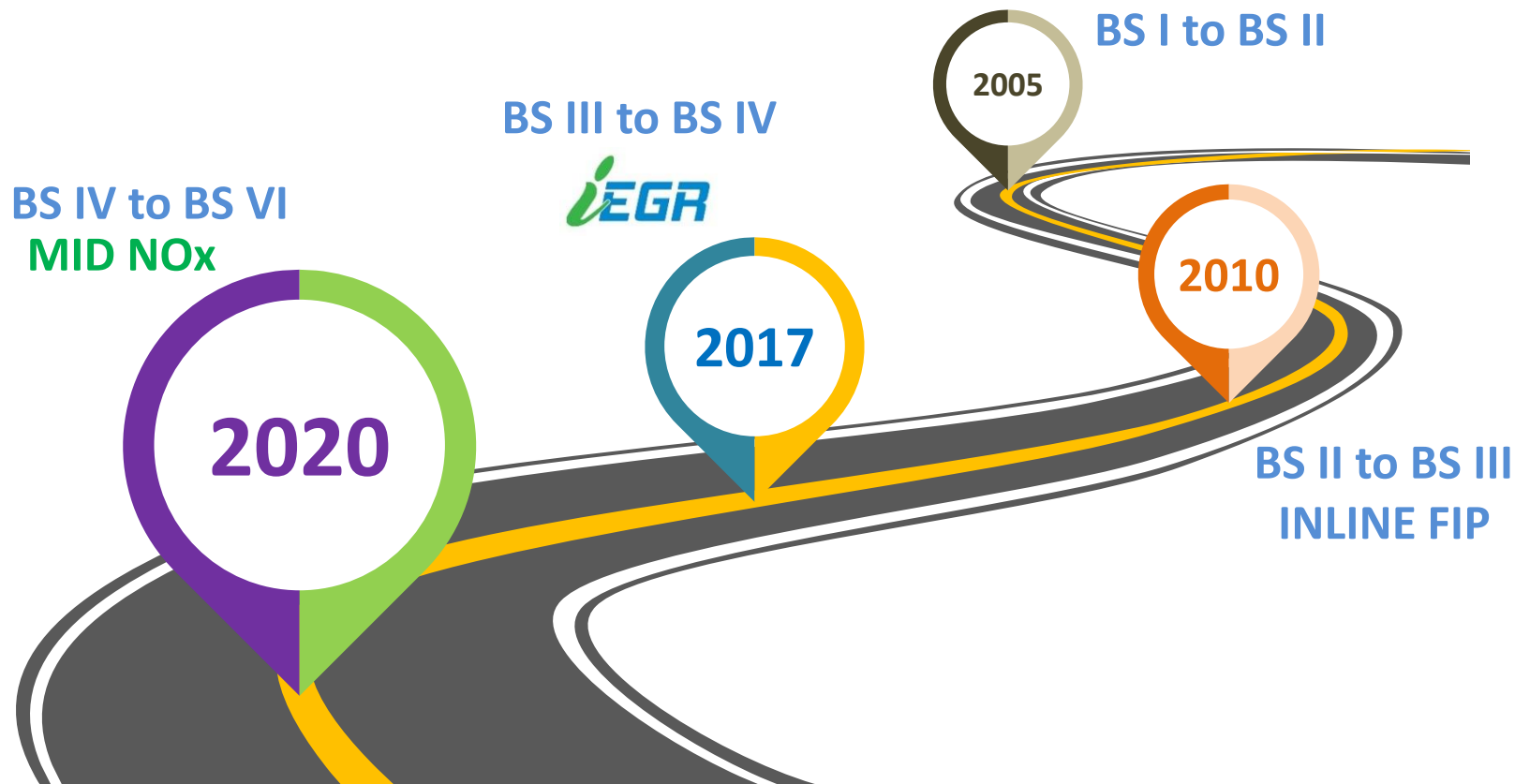
We came out of 2013 crisis much stronger...



on all counts...



Differentiated technology has been at the core of AL's success



with game-changing products...



**3718
PLUS**



4123 10x2



High Horse Power Tipper / Tractor



Boss



Dost



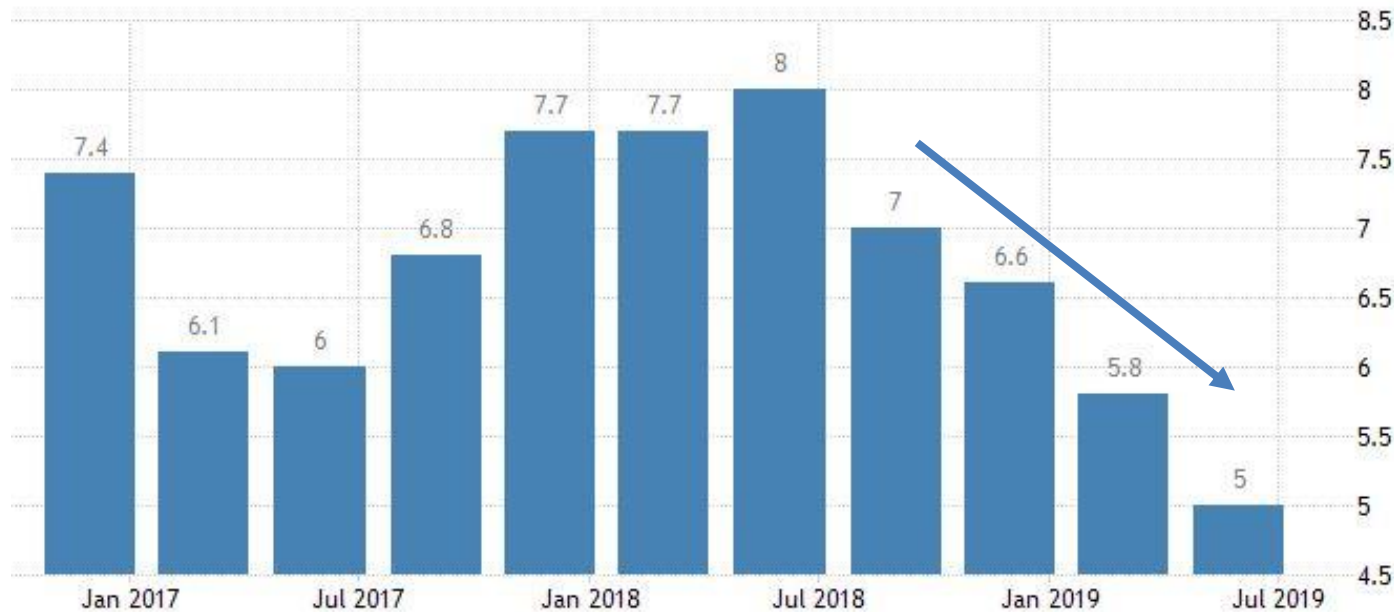
Falcon



The current context

Economic Headwinds

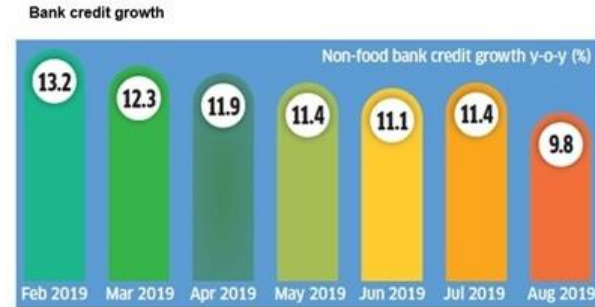
India GDP – quarterly trends



SOURCE: TRADINGECONOMICS.COM | MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATION (MOSPI)

Major Economic Indicators

On a downtrend since last 12 months



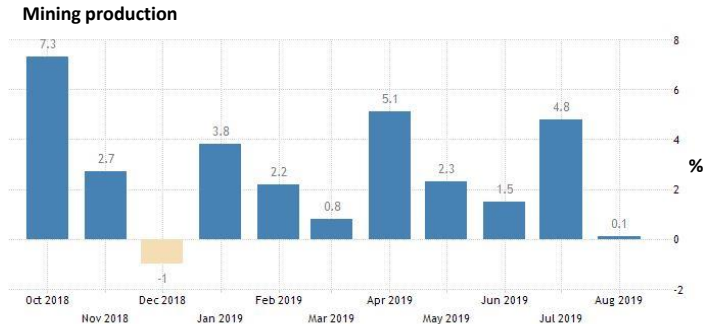
Source: RBI

Bank credit growth slowing down



Source: RBI

Manufacturing activity has decelerated sharply



SOURCE: TRADINGECONOMICS.COM | MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATION (MOSPI)

Mining production has been erratic



SOURCE: TRADINGECONOMICS.COM | OFFICE OF THE ECONOMIC ADVISOR, INDIA

Cement production also declining

CV industry has weathered a lot...



Economic down-turn



NBFC Crisis – Nov 2018



Axle load norms – July 2018



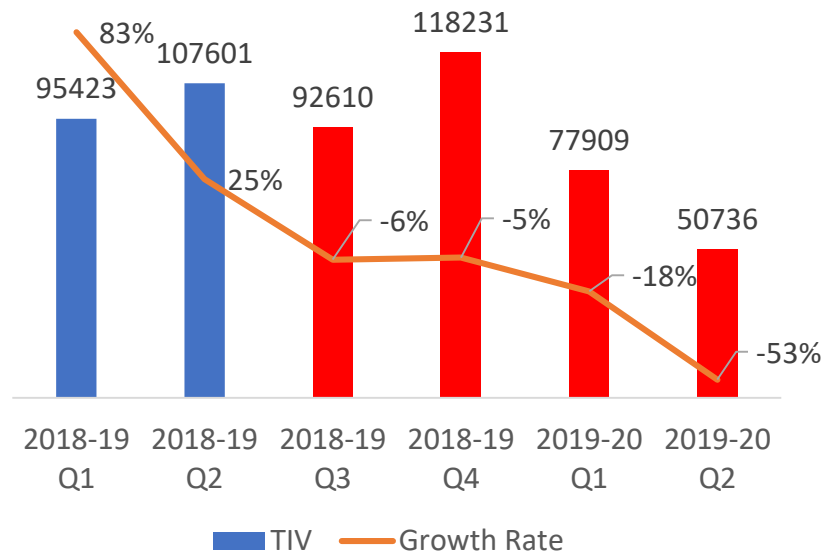
GST – July 2017



BS III to BS IV – April 2017



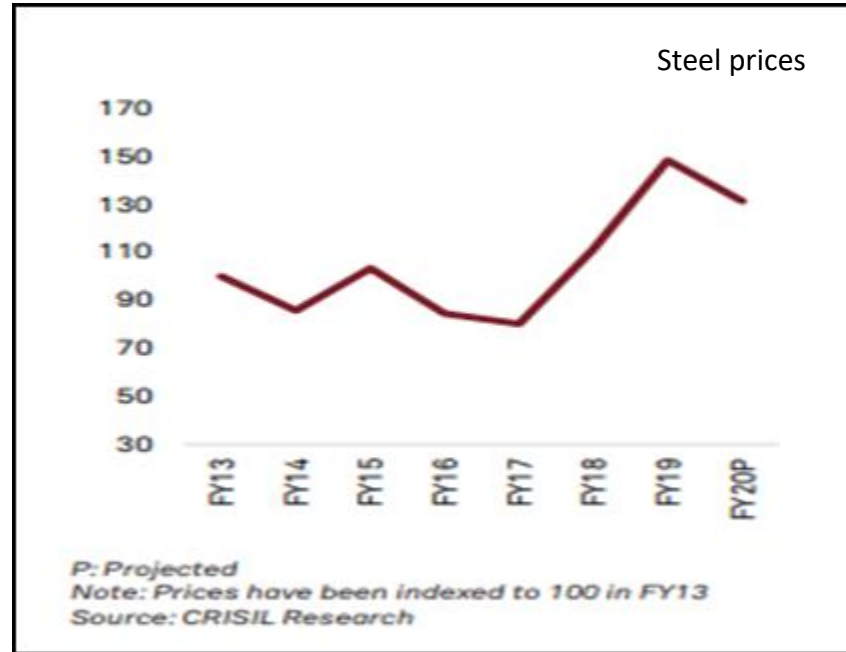
De-Mon - Nov 2016

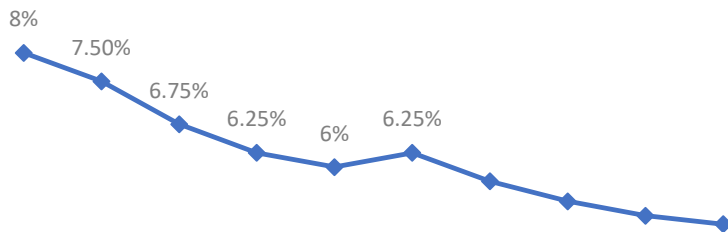


CV industry de-grew in the last four quarters compared to same period last Year

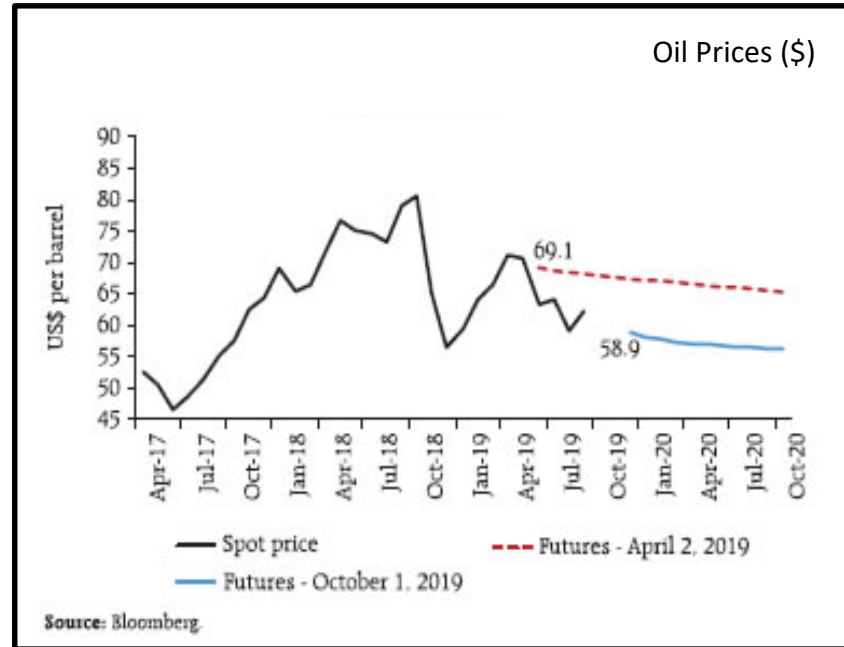
Could the economy be bottoming
out ?

Commodity prices are coming off

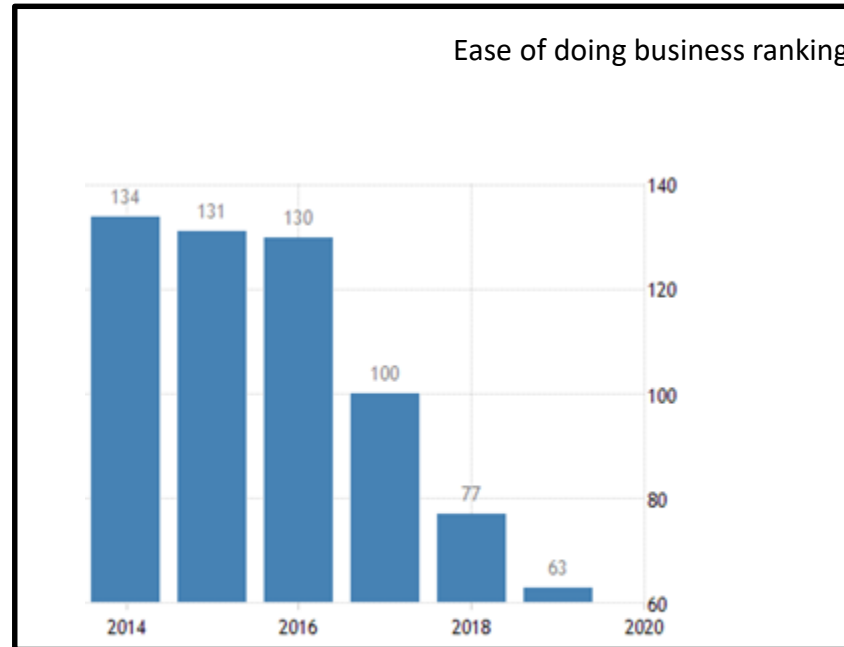




Oil prices are stable

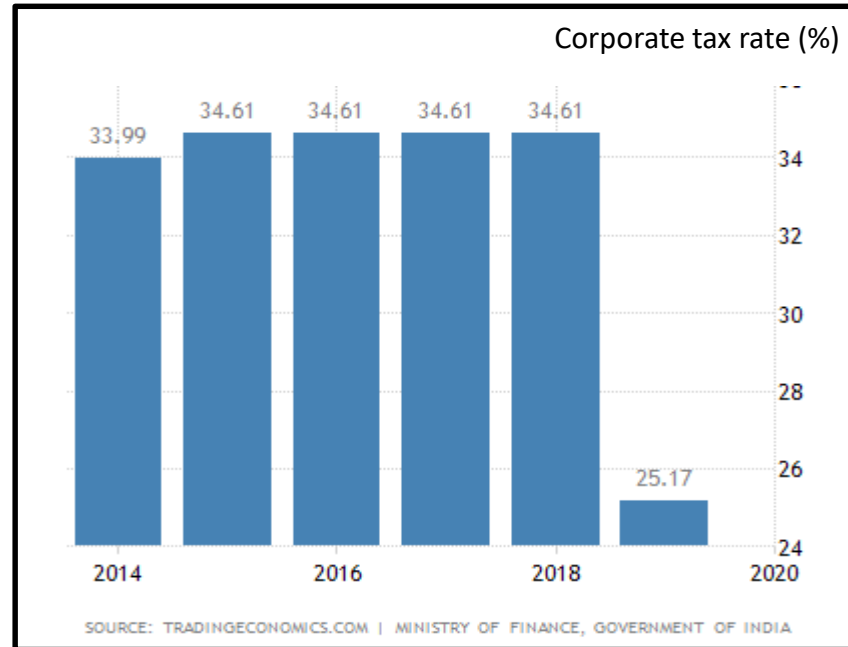


Ease of doing business ranking has improved



SOURCE: TRADINGECONOMICS.COM | WORLD BANK

Corporate tax rate cuts are a positive

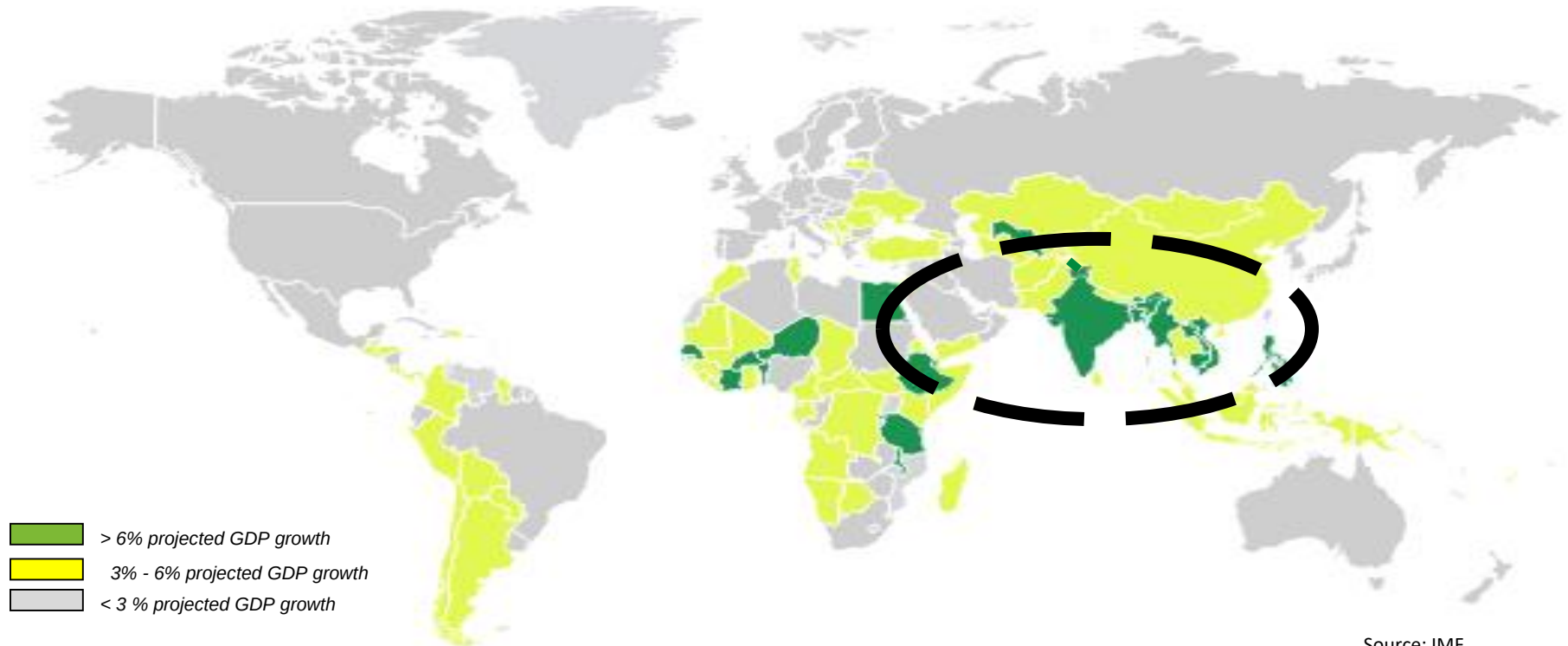


Why Indian CV market looks positive
in the medium-term

Opportunity : India continues to be an attractive destination



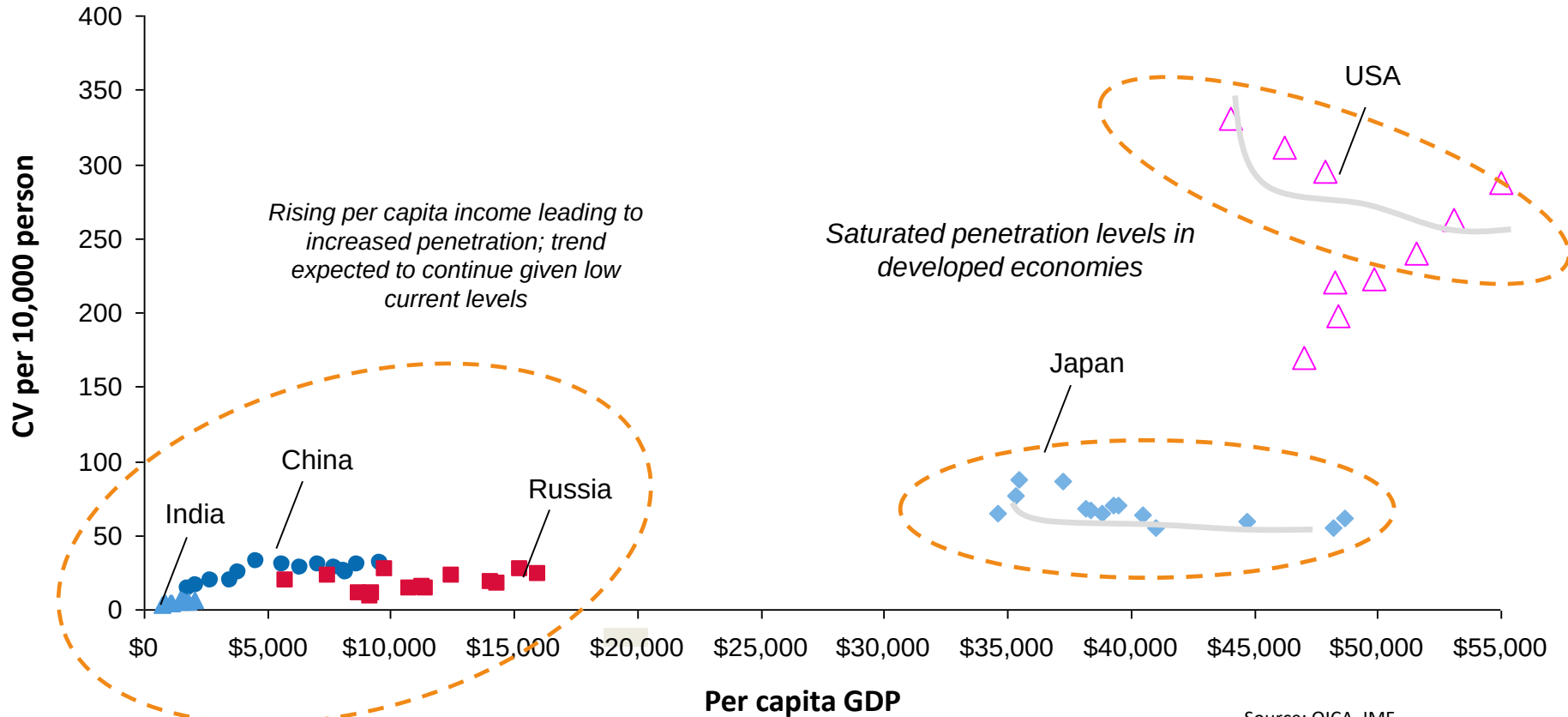
GDP Growth outlook by Country: 2024



Source: IMF



Opportunity : India CV penetration is low

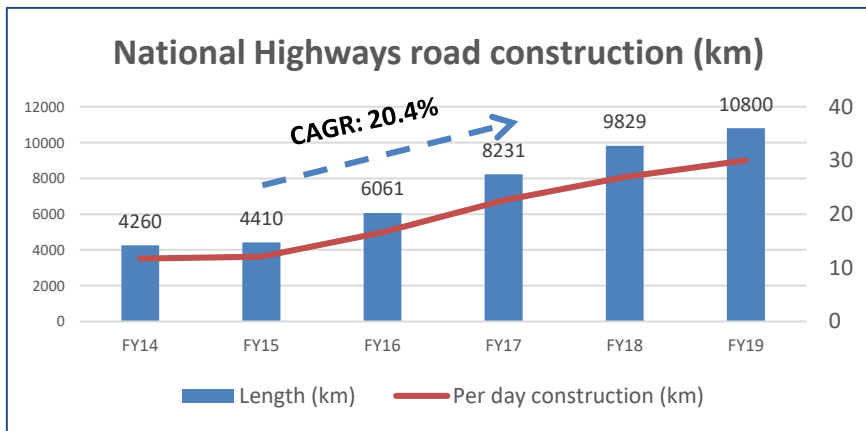


Opportunity: Infra spend & Scrappage are positives



Bharatmala:

₹5.4 trillion project for 83,677 km of highways to be constructed



Investment of ₹ 8.5 trillion to set up new mega ports, developing 14 CEZs

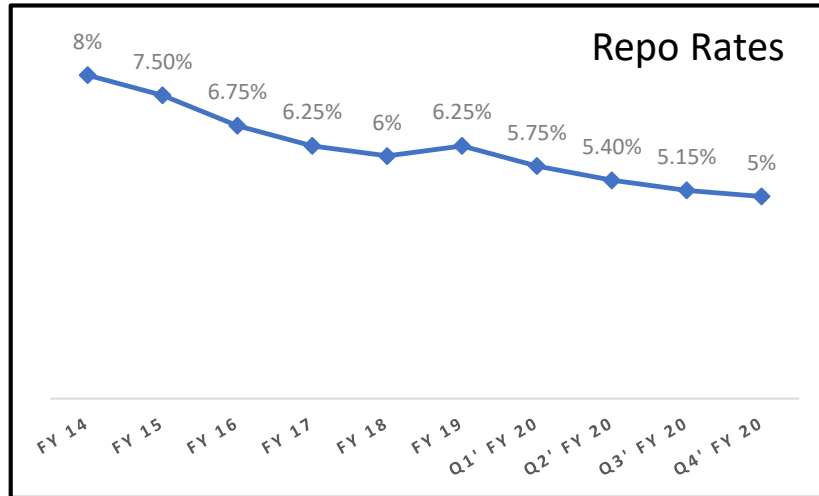
Vehicle Scrappage



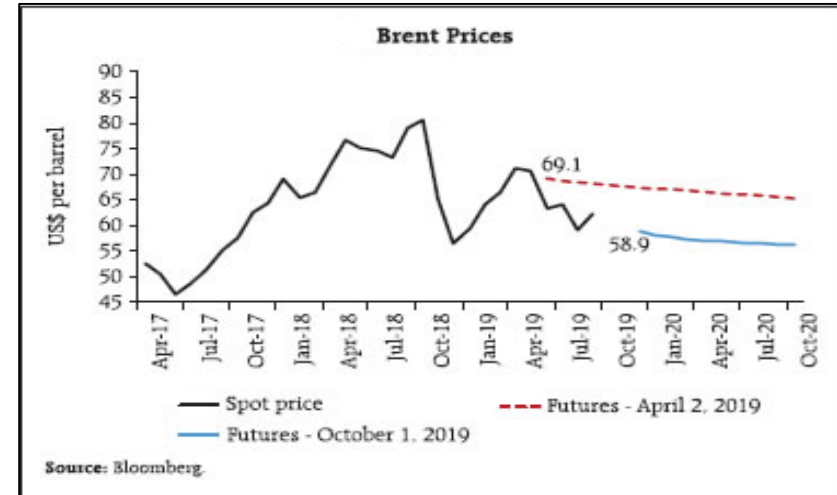
Opportunity : Lower interest rates and steady oil prices are positives



- The next few years could see lower interest rate regime
- Liquidity infusion into NBFCs will help

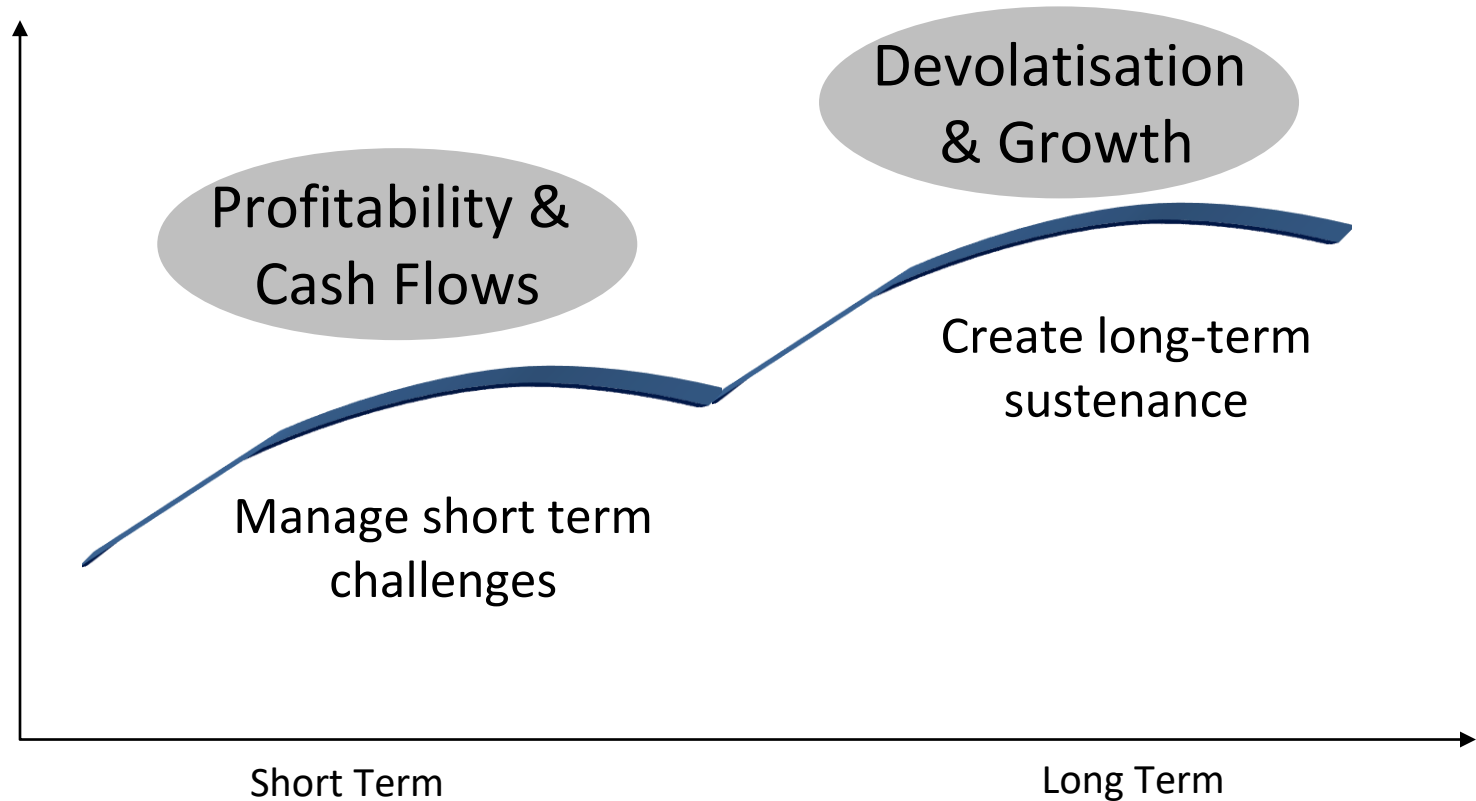


Oil prices expected to be steady

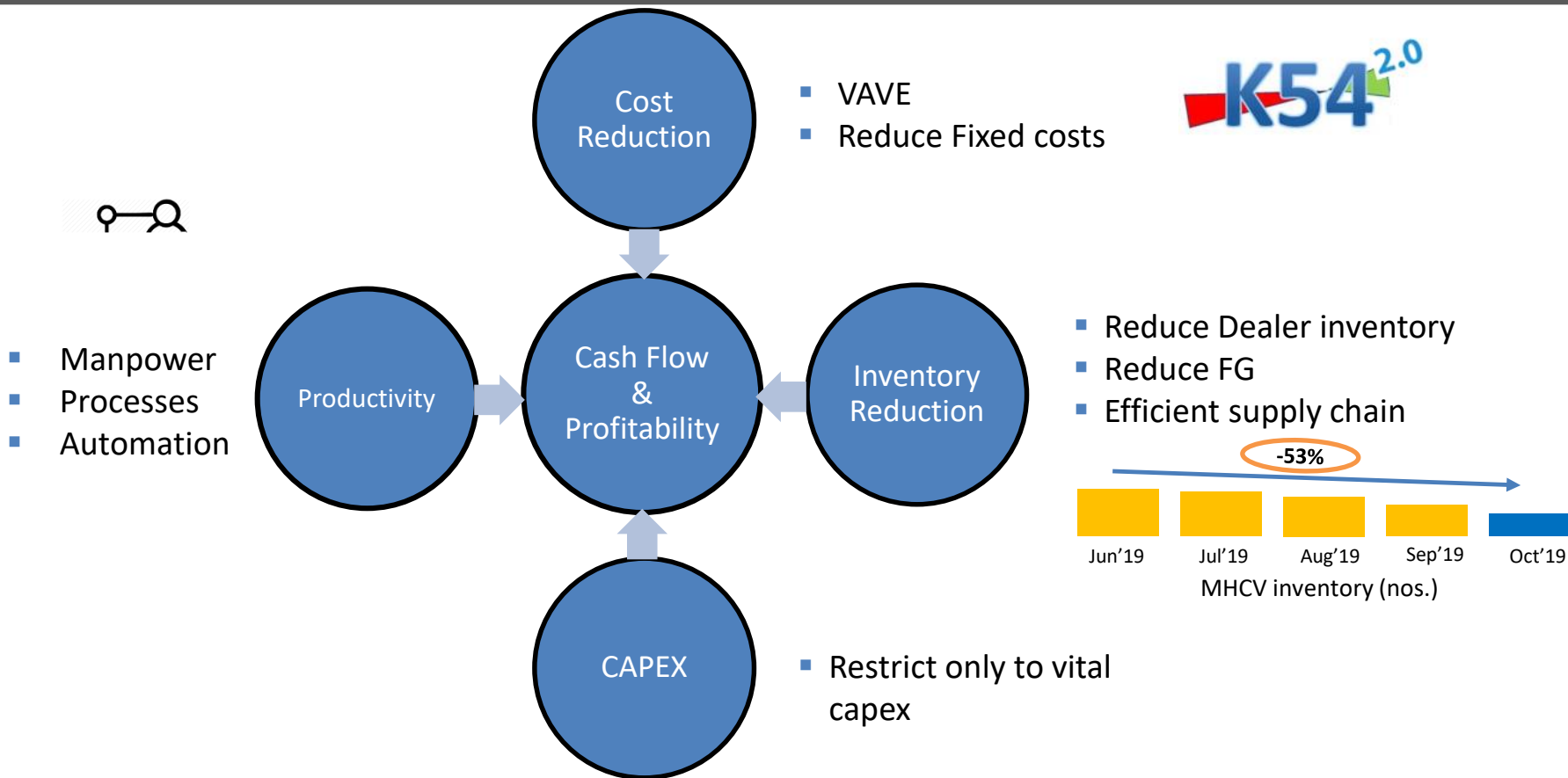


AL strategy going forward

AL strategy going forward



Manage short term challenges



Key long-term initiatives



- ☑ Pursue domestic MHCV Trucks growth
- ☑ Transform Bus Business- Fully-Built Solutions
- ☑ Grow LCV and Defence
- ☑ Expand international reach
- ☑ Enhance Aftermarket and Services
- ☑ Roll out Solutions Business
- ☑ Ramp up Electric Vehicle

De-volatization

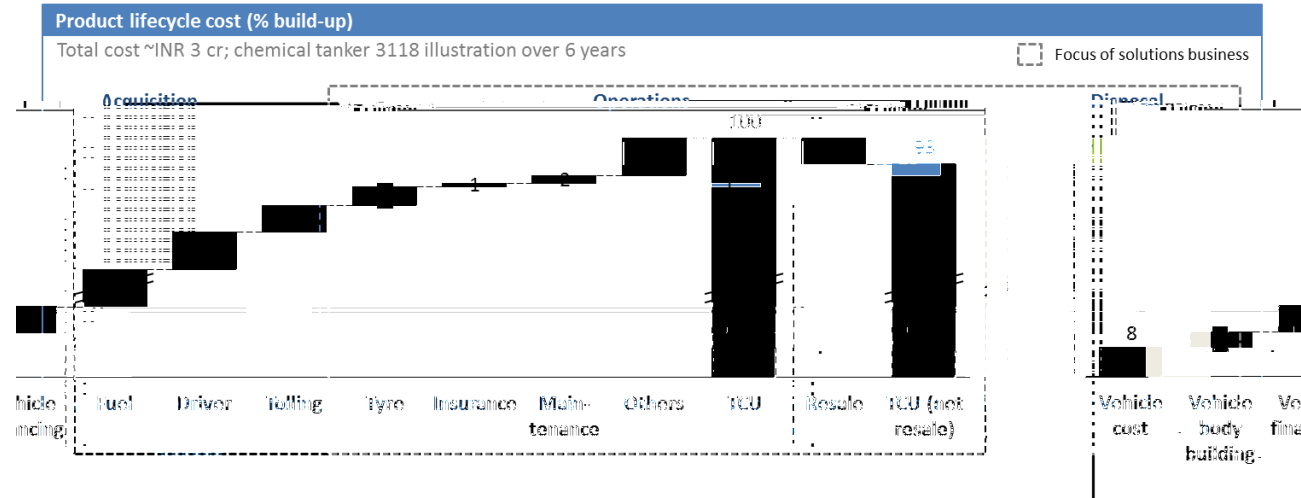
Customer Solutions Business



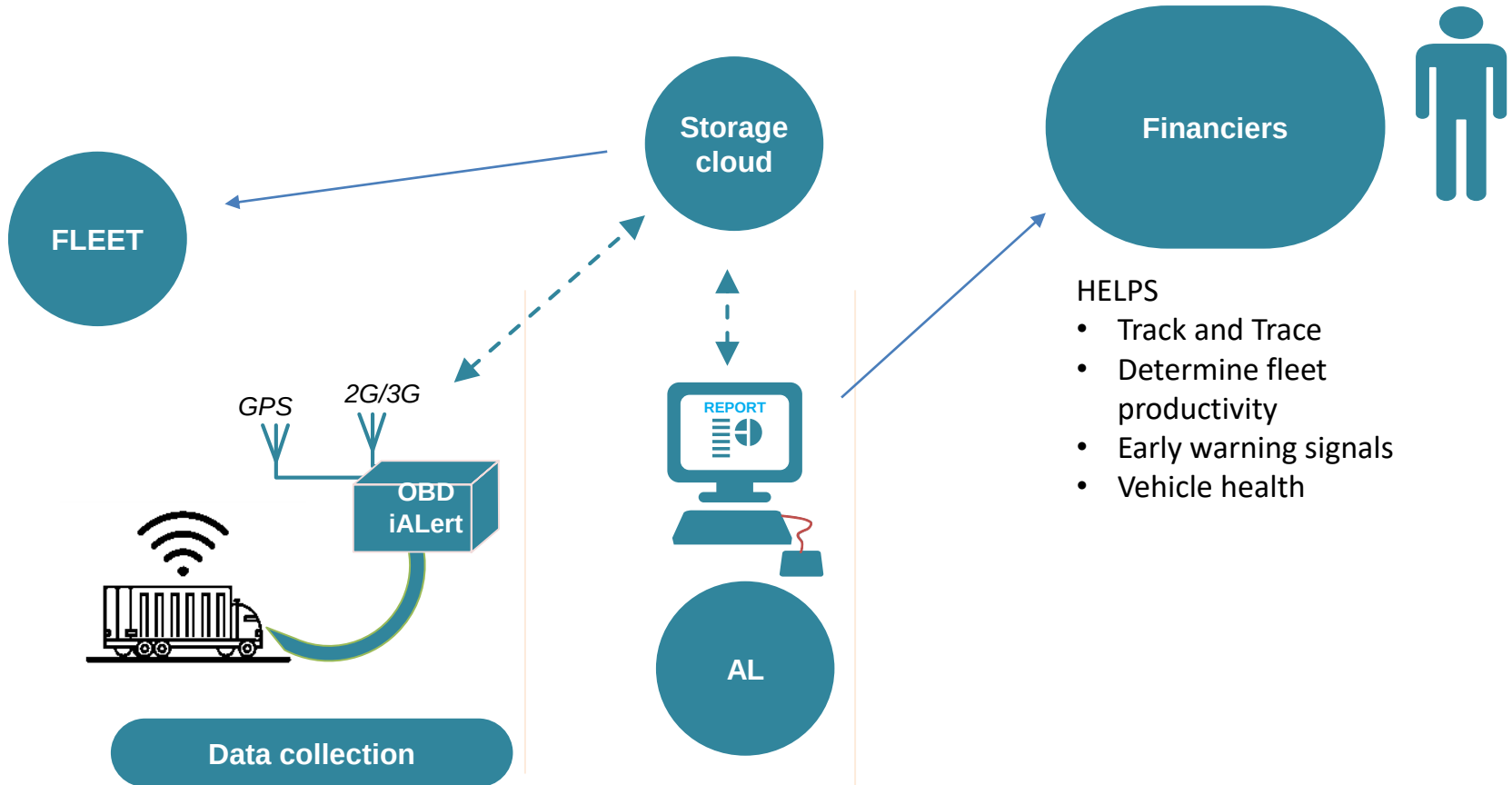
CSB : Aims to capture the whole life-cycle relationship



Generate profitable solutions through the lifecycle of the vehicle, while enhancing customer viability



AL Telematics for financiers



eN-Dhan- Co-Branded Fuel Card



- India's First Co-branded Fuel Card : Ashok Leyland & HPCL
- Best-in-class discounts & rewards on fuel purchase
- Insurance coverage to driver and co driver
- Channel incentives to drive issuance and usage

CASHLESS
TRANSACTION



REAL TIME ONLINE MIS
REPORT



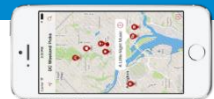
24X7 DEDICATED
SUPPORT



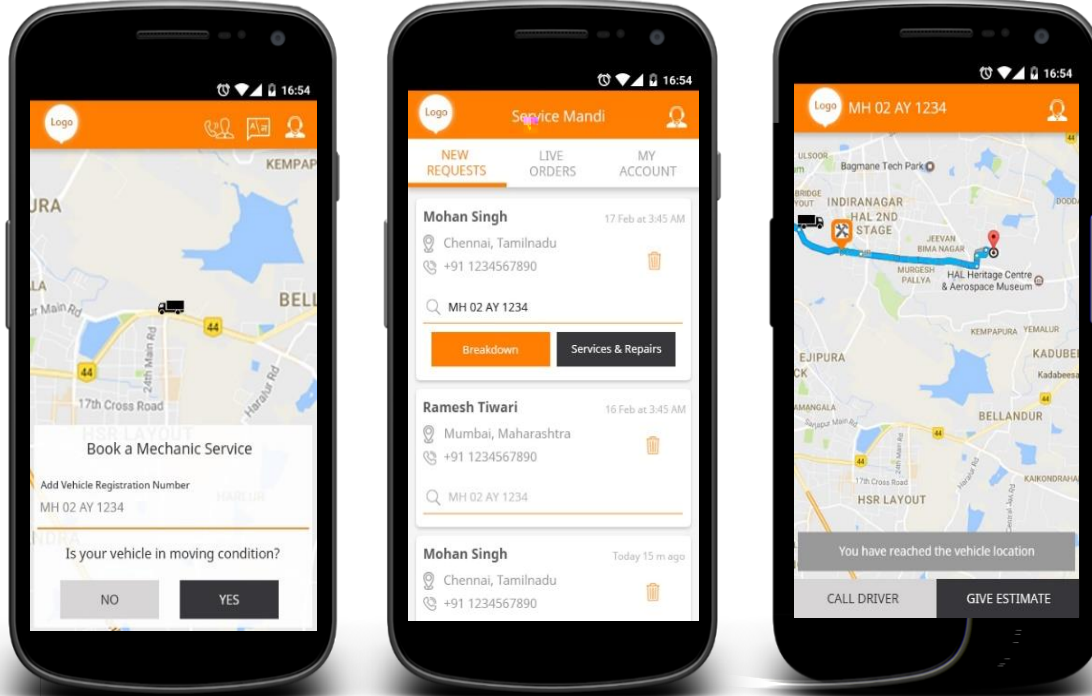
MULTIPLE REDEMPTION
OPTIONS



HP OUTLET LOCATOR >
15k



ServiceMandi: Growing network digitally



- Large network of
 - Customers
 - Vehicles
 - Workshops
- Call Centre: 10 languages



SERVICEMANDI

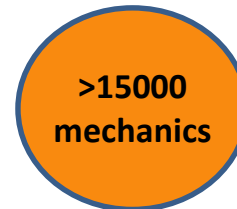


Sadak-Ka-Saathi is a road side assistance program for all brands of commercial vehicles across the country powered by Service mandi.



A CSB Offering

1800 2088 800





CSB

Products

Customer

Profitability

Channel

Viability

Service

Sales

Lifetime
engagement

Platform

Aftermarket

Capturing
Lifetime Value

Digital Products

Platform for
Scaling up

Stakeholders

- Ashok Leyland
- Dealers
- Vendors
- Financiers
- Brokers

Making AL more resilient and future ready



People and
Structure

Modularity

Internationali-
zation

New Product
Development

EV

Solutions
Business

Aftermarket

Quality

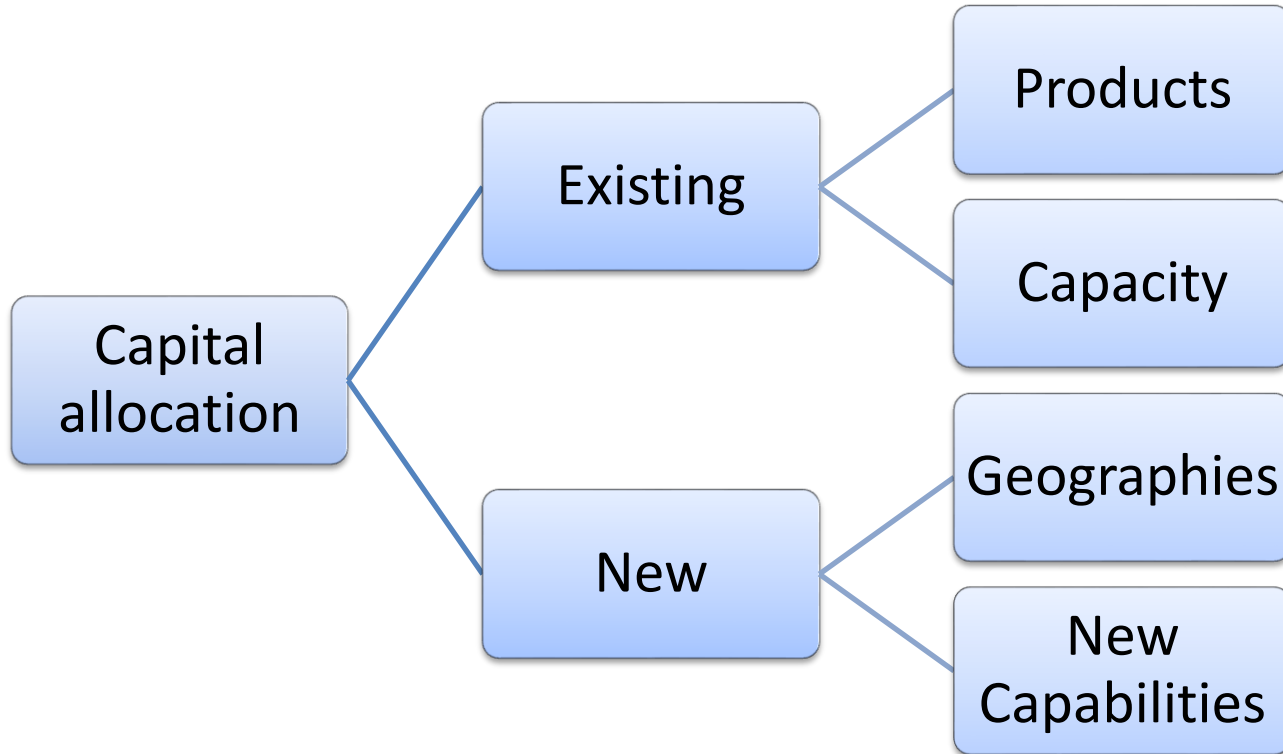
Mfg. footprint

Network

Brand

Digital and
Automation

Capital allocation



Making AL more resilient and future ready



FASTER

Internationaliz-
ation

Mfg. Footprint

Modularity

New Product
Development

HIGHER

EV

Solutions
Business

Digital and
Automation

Aftermarket

GREATER

Quality

Network

People and
Structure

Brand



ASHOK LEYLAND

Aapki Jeet. Hamari Jeet.



FASTER

HIGHER

GREATER



HINDUJA GROUP



Thank You



HINDUJA LEYLAND FINANCE



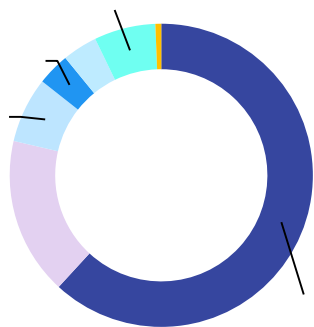
November 2019





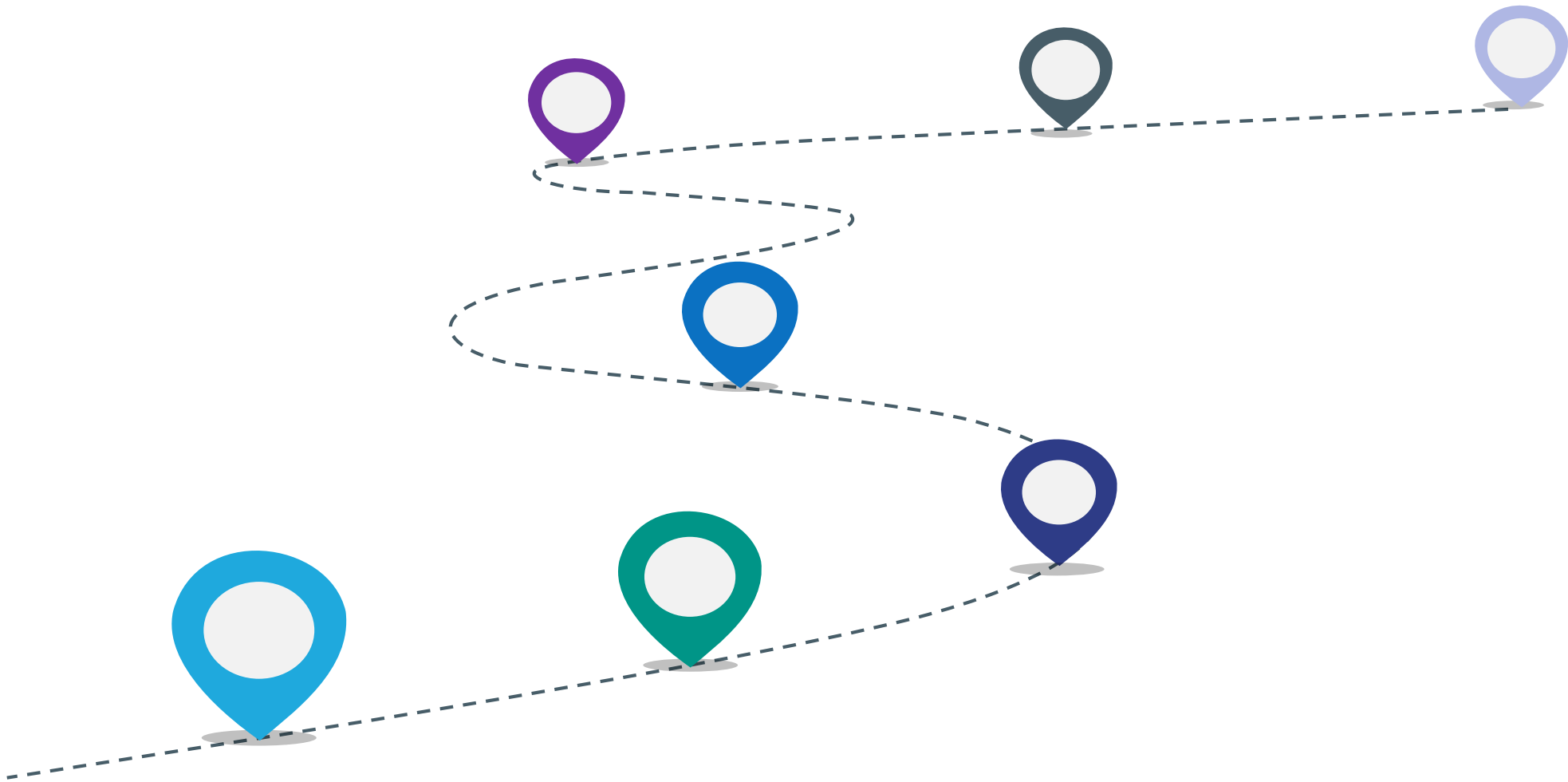
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~92% held by Hinduja Group companies and Ashok Leyland

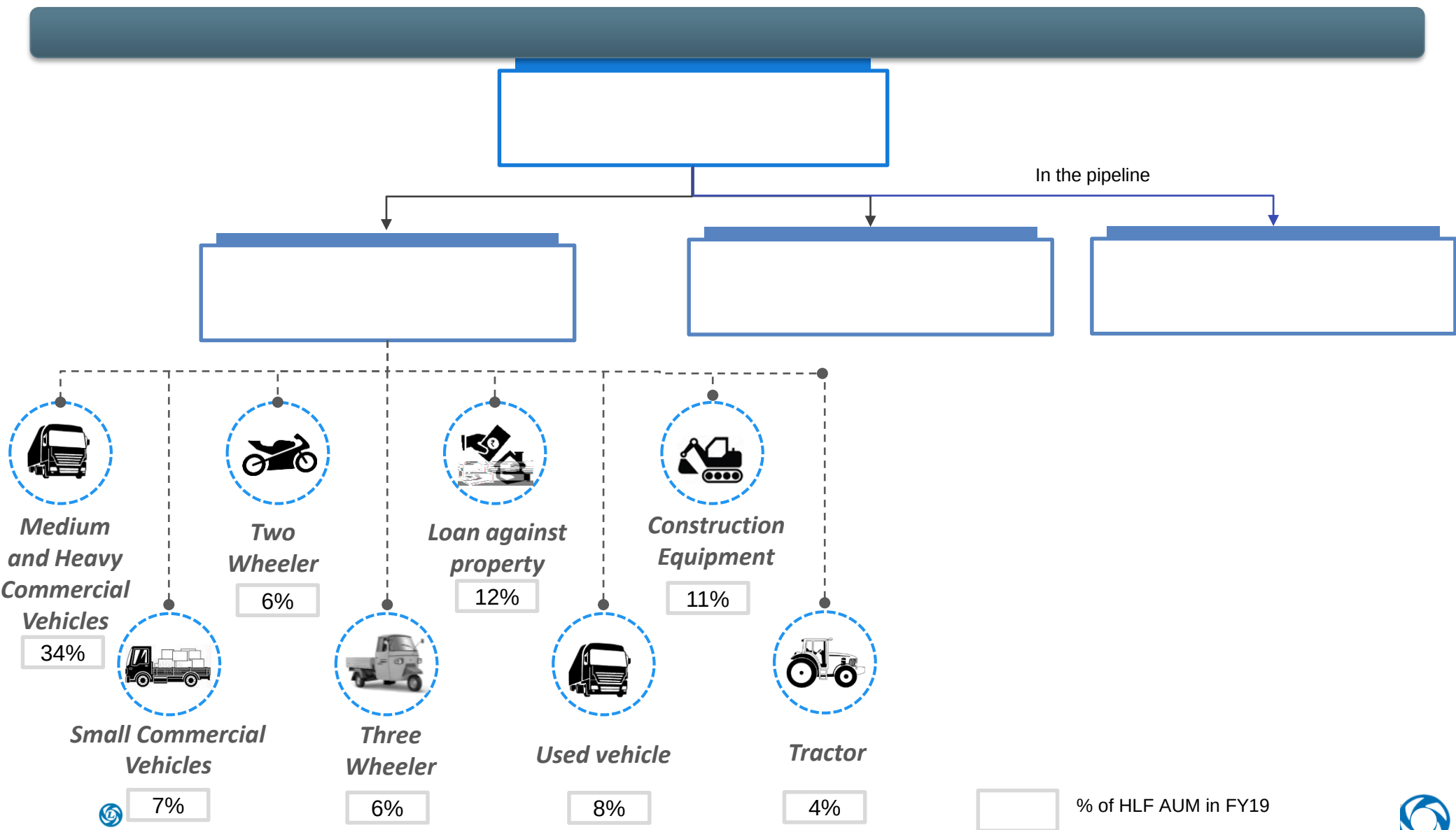


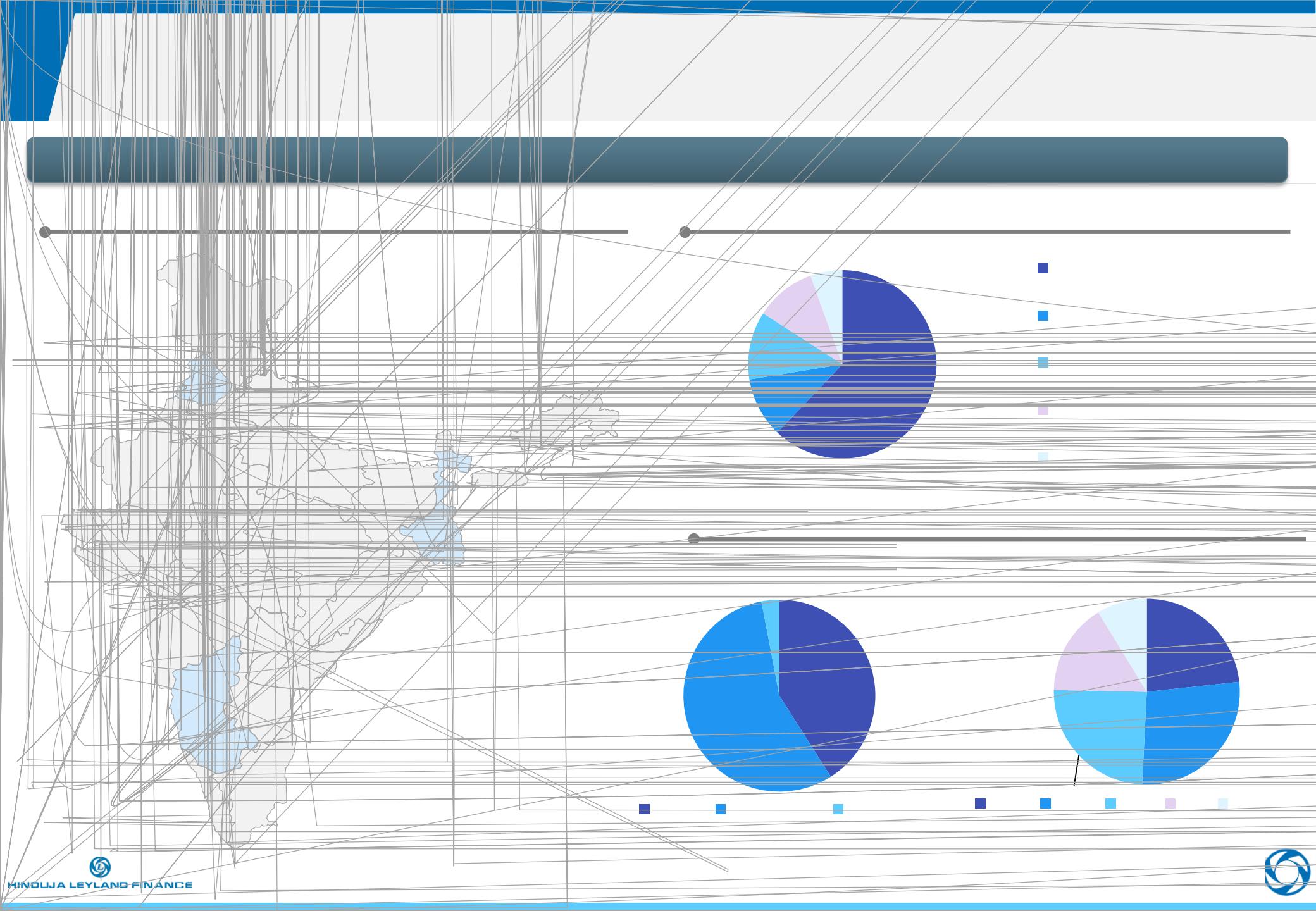




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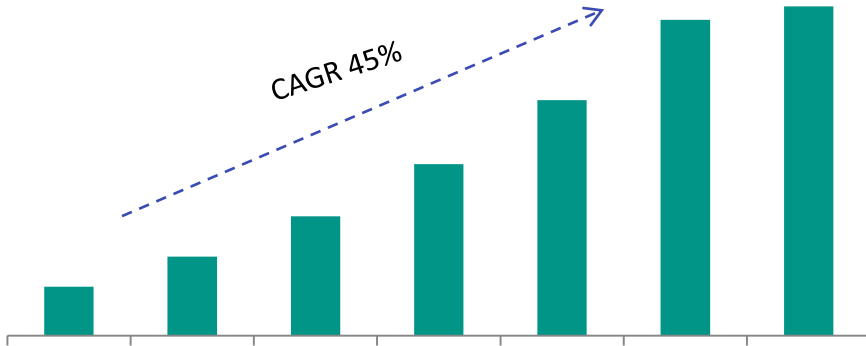


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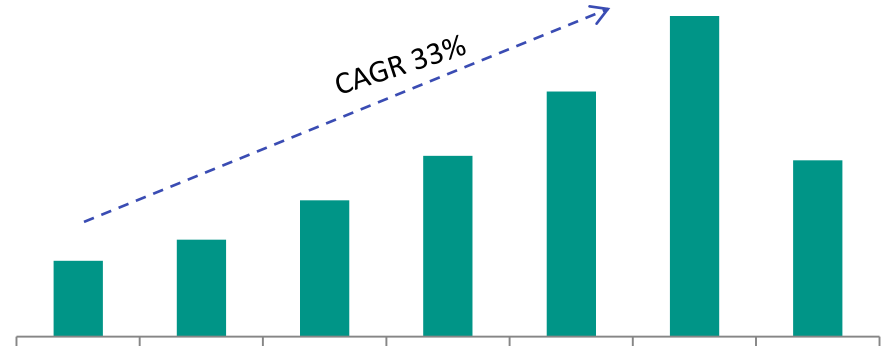
INR Mn

CAGR 45%

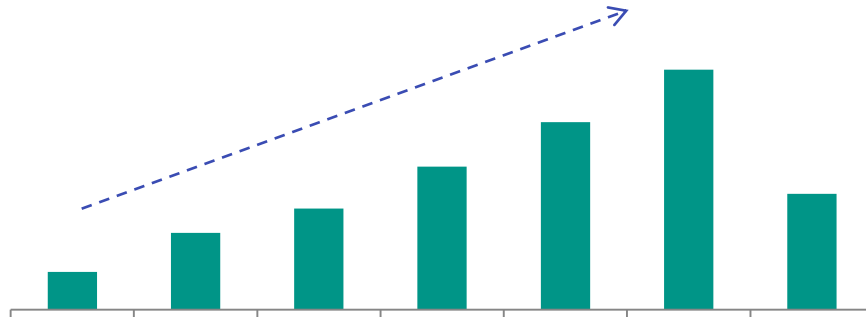


INR Mn

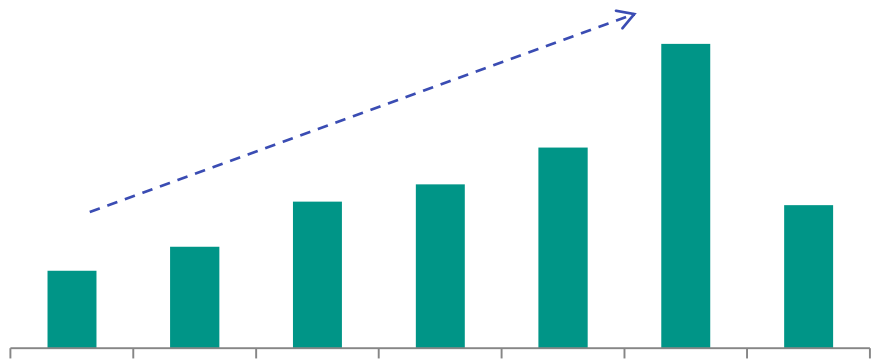
CAGR 33%



INR Mn

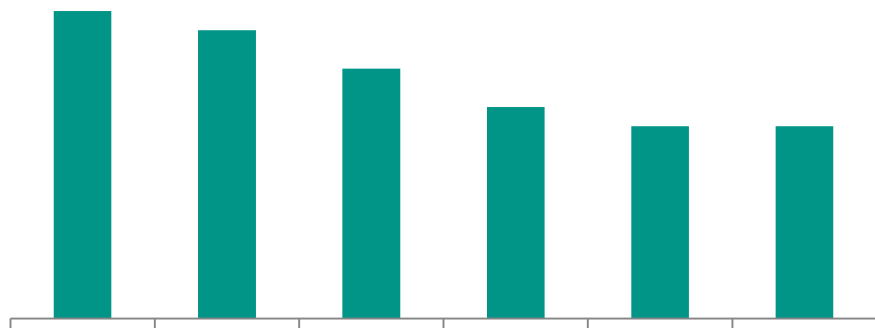


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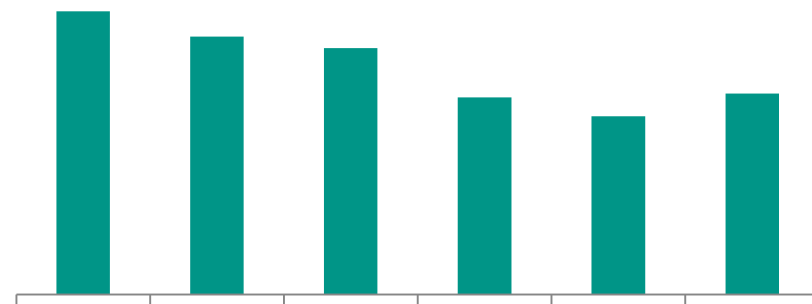


Bar charts showing percentage values across six categories.

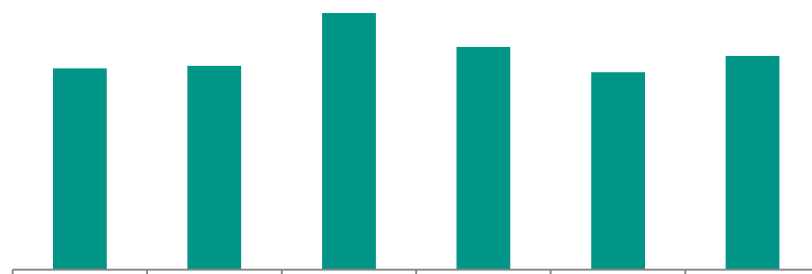
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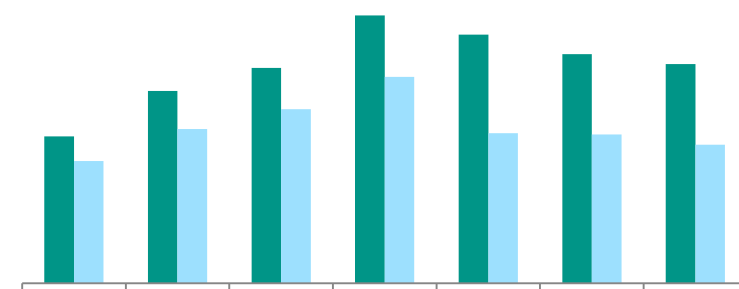
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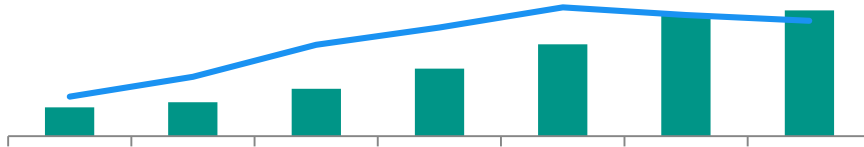


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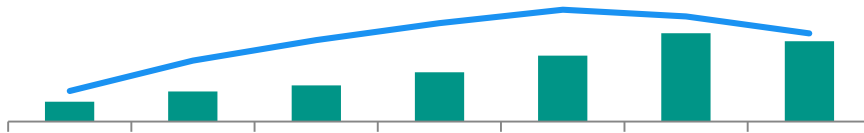


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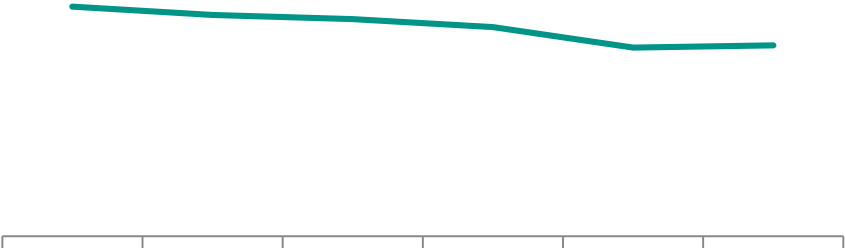
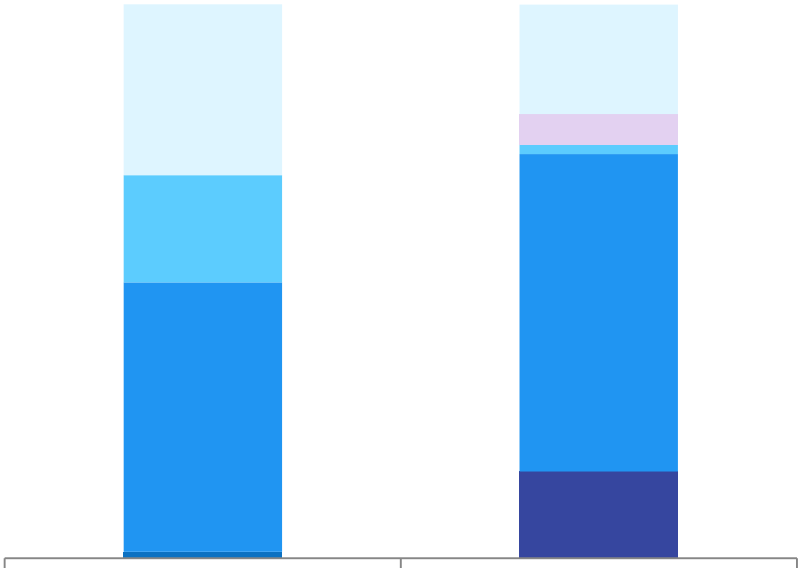
INR Mn

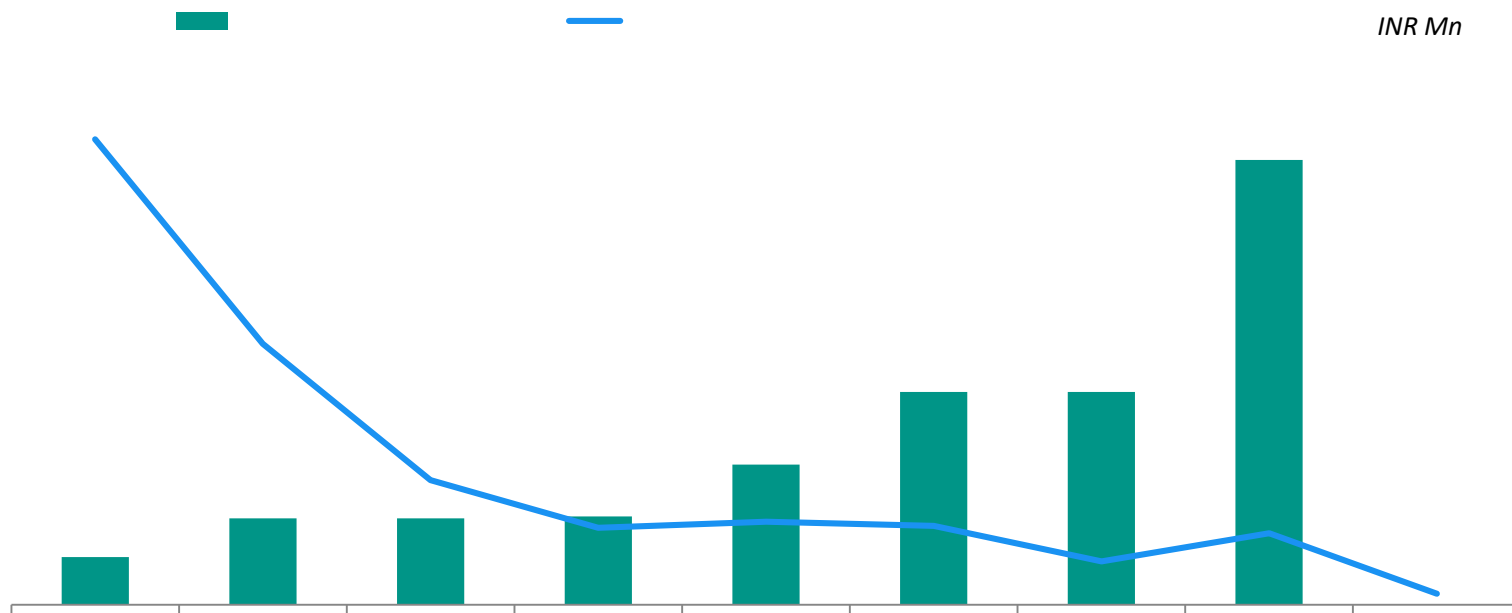




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Mr. Dheeraj G Hinduja

Chairman

- A bachelor's in science (economics) and history (University College, London) and a master's in business administration (Imperial College of Science, Technology and Medicine, University of London)
- Has held directorships in various companies including Hinduja Ventures Limited, Ashok Leyland Project Services Ltd, Aasia Advisory Services Ltd, Hinduja Global Solutions Ltd, Ashok Leyland Technologies Ltd, Ashok Leyland Vehicles Ltd and Ashley Powertrain Ltd



Mr. S. Nagarajan

Ex. Vice Chairman

- A chartered accountant and member of ICAI and a company secretary and member of ICSI
- Has 45 years of experience in the banking, automobile and financial services industry
- He started his career at Ashok Leyland Ltd, and held the position of managing director at Ashok Leyland Finance Ltd for several years
- He was also the joint managing director of IndusInd Bank Limited for over three years



Mr. Gopal Mahadevan

Non-executive

- Bachelor's in commerce (University of Madras), a chartered accountant (member of the ICAI), a qualified company secretary from the ICSI and presently is a CFO of Ashok Leyland Ltd
- Has several years of experience across a variety of industries – was a director on the board of Thermax Instrumentation Ltd, Thermax Engineering Construction Ltd, Thermax Onsite Energy Solutions Ltd, Thermax Sustainable Energy Solutions Ltd and Thermax Babcock and Wilcox Energy Solutions Pvt Ltd



Mr. Sudhanshu Tripathi

Non-executive

- Holds a Bachelor's degree in science (electrical engineering from Bihar Institute of Technology, Ranchi University) and post graduate diploma in business management from XLRI – Jamshedpur
- Has overseen human resource functions for many years across various sectors
- Started his career in 1982 with Tata Steel as graduate engineer trainee and is presently the group president - human resources of Hinduja group



Mr. Atul Kapur

Director

- Holds a bachelor's degree in commerce (University of Delhi) and is a qualified chartered accountant and an associate of the ICAI
- Co-founder and managing partner of Everstone Capital having nominated to Board by Everfin Holdings
- Prior to co-founding Everstone Capital in 2006, he worked with The Goldman Sachs Group as a vice president and has also served on the boards of several companies in India and overseas





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HINDUJA LEYLAND FINANCE



	FY16	FY17	FY18	FY19		1HFY20
Revenue						
Revenue from operations	11,524	15,271	20,733	27,116		14,895
Total revenue	11,524	15,271	20,733	27,116		14,895
Expenses						
Employee benefits	482	654	814	1,221		801
Finance costs	6,251	8,462	10,587	14,020		8,313
Depreciation and amortization	56	59	64	72		42
Provisions and write-off	1,590	2,299	5,110	5,730		2,630
Other expenses	984	1,285	1,165	1,511		984
Total expenses	9,364	12,759	17,740	22,553		12,770
Profit before exceptional items and tax	2,162	2,514	2,997	4,574		2,127
Exceptional Items	-	31				
Profit before tax	2,162	2,514	2,997	4,574		2,127
Less: Tax Expenses						
- Current tax	877	1,170	1,162	1,389		562
- Deferred tax charge / (credit)	-161	-306	-147	180		153
Total tax	716	864	1,015	1,570		715
Profit after tax	1,447	1,619	1,982	3,004		1,412



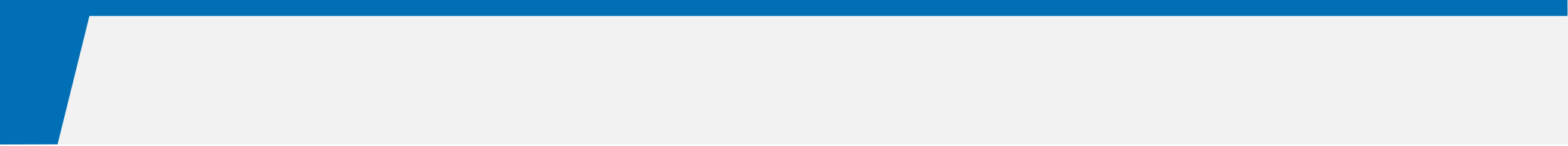
	FY2016	FY2017	FY2018	FY2019		1HFY20
Share capital	3,787	4,122	4,564	4,697		4,697
Reserves and surplus	6,567	9,751	15,824	22,976		25,037
Networth	10,354	13,873	20,388	27,673		29,734
Borrowings	74,257	1,02,105	1,40,125	1,79,611		1,84,255
Other Liabilities	3,937	5,194	6,202	7,065		6,548
Total Liabilities	88,548	1,21,172	1,66,716	2,14,348		2,20,538
Assets						
Fixed & tangible assets	435.15	470	482	511		548
Advances + Investments	79,875	1,13,109	1,52,659	1,97,423		2,06,829
Other assets	8,238	7,593	13,575	16,415		13,162
Total Assets	88,548	1,21,172	1,66,716	2,14,348		2,20,538





HINDUJA LEYLAND FINANCE





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