

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



Business Overview



Standalone Financials

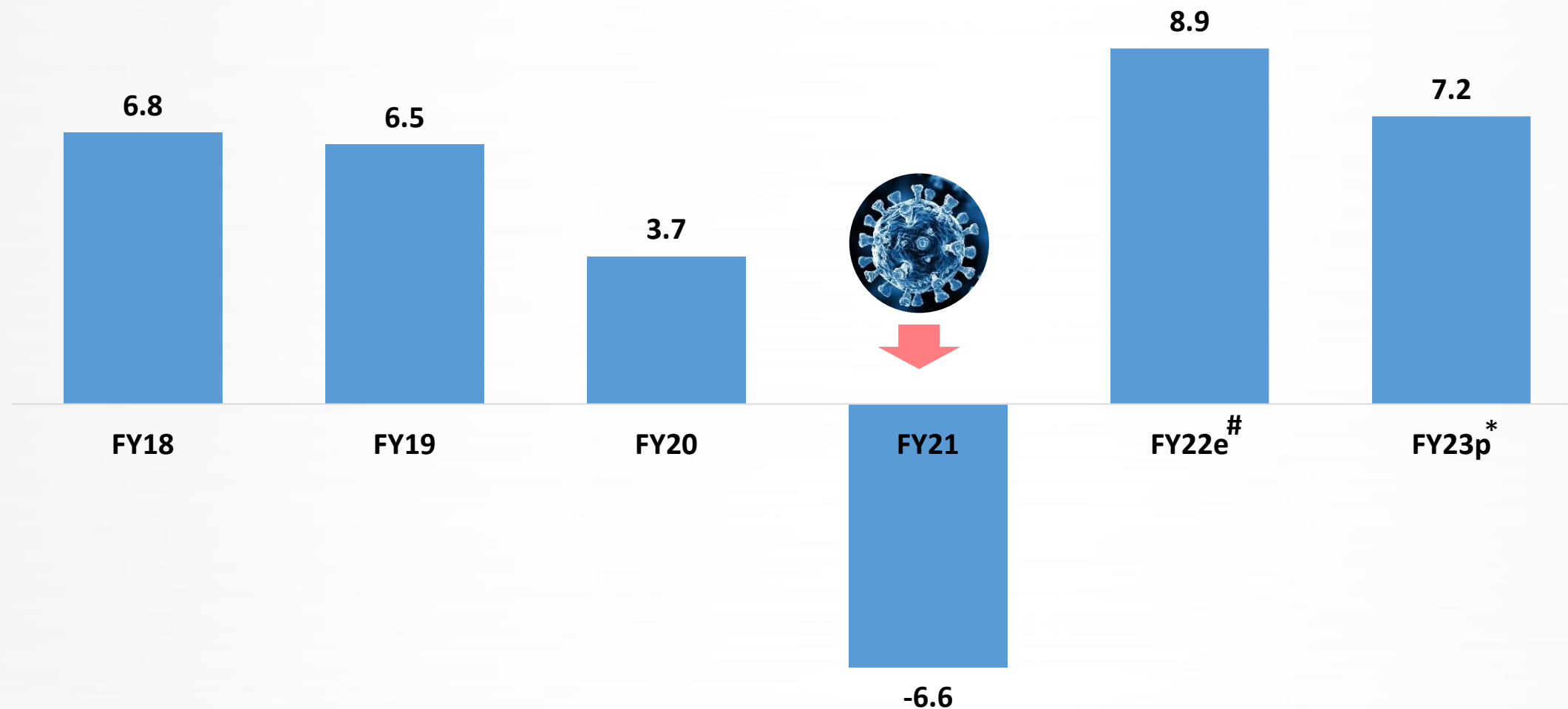


Consolidated Financials





India – FY22 – year of recovery



Source:

[#] National Statistical Office

^{*} RBI monetary policy statement



Union Budget 2022 - Fillip for CV Industry



- Driven by seven engines - Roads, Railways, Airports, Ports, Mass Transport, Waterways and Logistics Infrastructure

- Enhanced outlay for Road Transport & Highways
- 1.99 Lakh Crores

- Formulation of Master Plan for expressways.
- Completing 25000 km national highways in 2022-23

- 4 Multimodal Logistics parks through PPP to be awarded in 2022-23;
- Multimodal connectivity - mass urban transport & railway stations

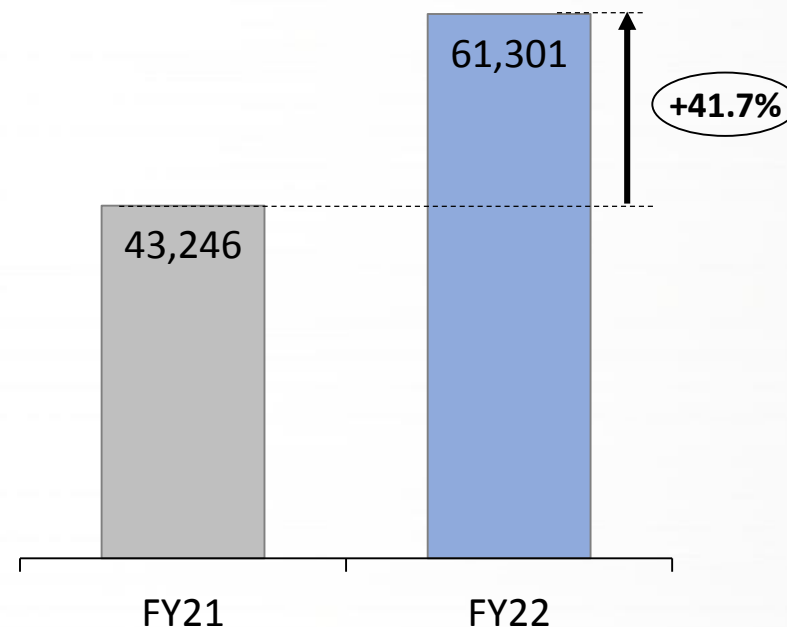
Initiatives will influence growth of Commercial Vehicle Industry



Performance – MHCV Trucks AL Volumes



Dom Truck (incl Def)



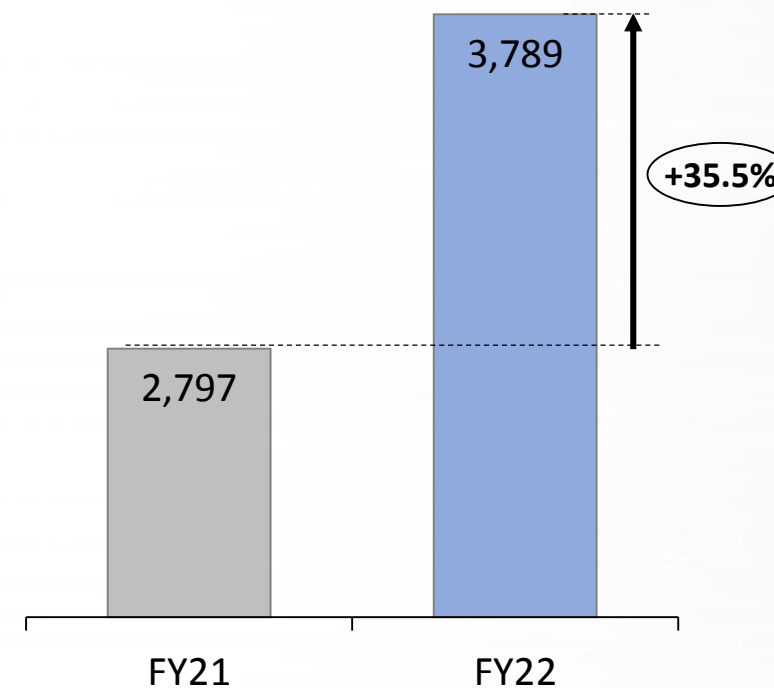
Modular Range of Trucks
Delivering value to customers





Performance – MHCV Bus AL Volumes

Dom Bus (incl Def)





Ashok Leyland wins Apollo CV Awards



Tipper of the Year
AVTR 2820 6X4 RMC



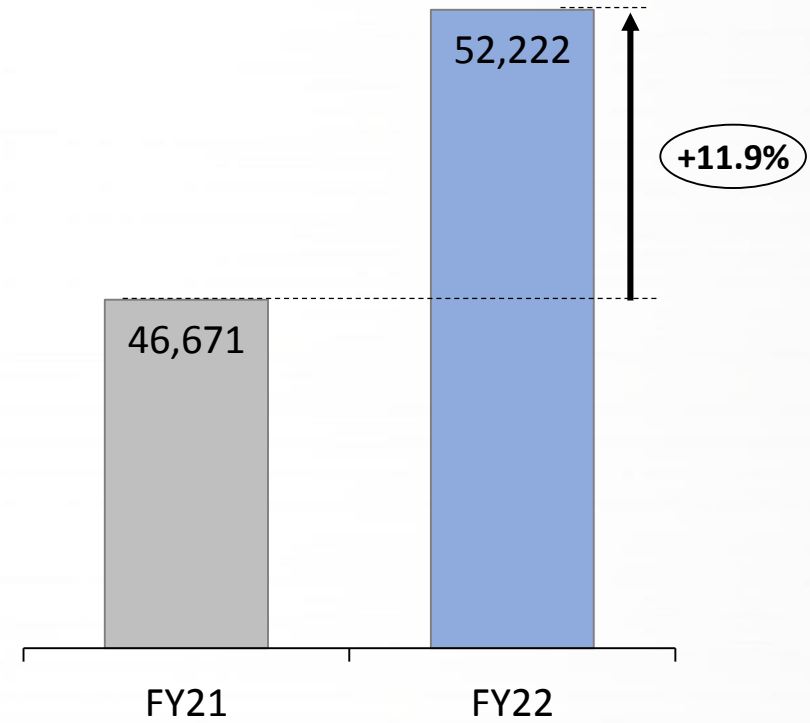
MHCV Tipper of the Year
AVTR 4825 BGS 10X4 DTLA Tipper



LCV (Domestic)



LCV





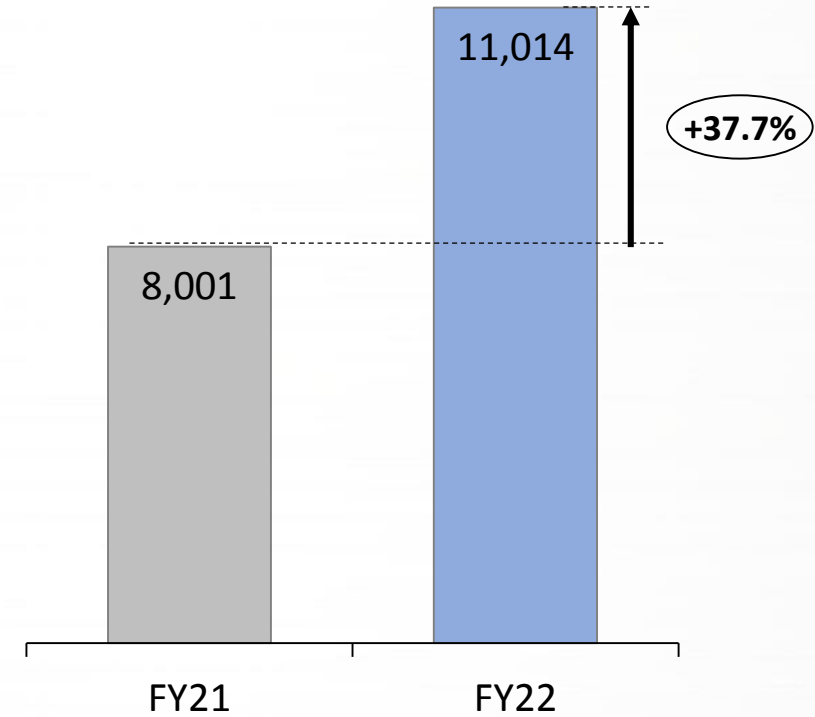
International Operations



MHCV



LCV





New Launches – Q4FY22



AVTR 4825T 10x2 DTLA Tipper
GVW : 47.5T



ECOMET STAR CNG
GVW : 14T & 16T



AVTR 2825T AMT Tipper
GVW : 28T



AVTR 2620 6x2 LA
GVW : 26T



Decade of Energy Transition

2020



2021-2030



> 2030





Technology Readiness – Trucks & Buses

Alternate Fuel (Next 10 Years)



				
 LCV				
 ICV Trucks				
 MHCV Trucks				
 ICV Bus				
 MDV Bus				

High Low

 Likely Transition 



Further launches planned in (CNG/LNG)



DOST+ CNG



BADA Dost CNG



ECOMET CNG



AVTR Range
(CNG/LNG)



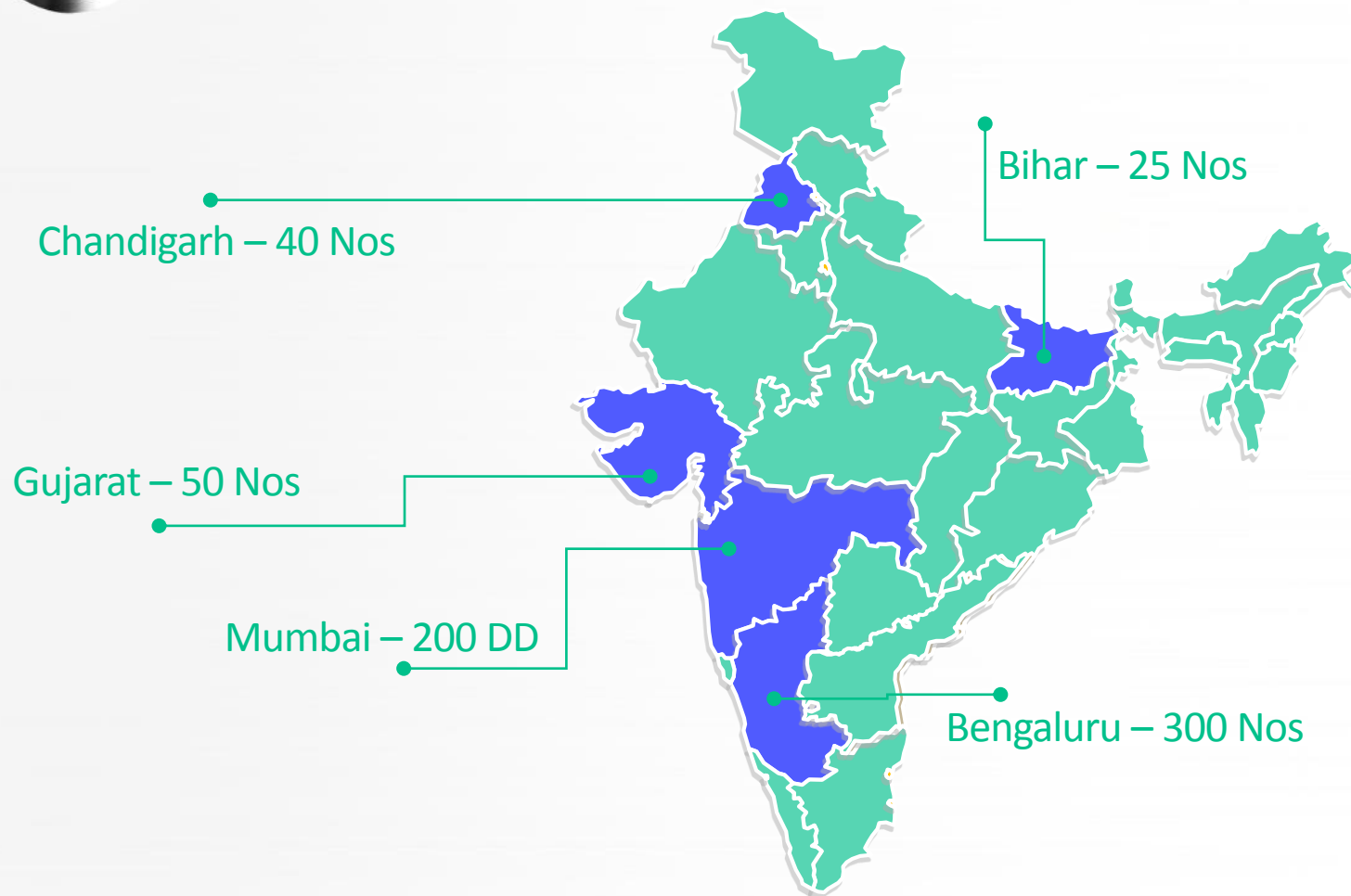
Buses (CNG/LNG)



Development of CNG & LNG products across the range



Current STU orders in India



// 115 e-Buses running across 3 cities -
Chandigarh, Patna and Ahmedabad

// 5 Million Green Kilometers Milestone in record
time

// Helping Cities move towards zero carbon
mobility

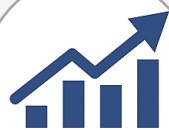


Switch strategic milestones



- Switch expands to nine sites across three countries – UK, Spain & India
- Switch Mobility certified carbon neutral.
- 'Project ODIN' - lightest widely available 12m electric bus on the market, to be launched at the European Mobility Expo in Paris on June 7th.
- First site in mainland Europe – in Valladolid, Spain – broke ground in March 2022 - to create 7,000 direct & indirect jobs in the region





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Standalone Financials



Consolidated Financials

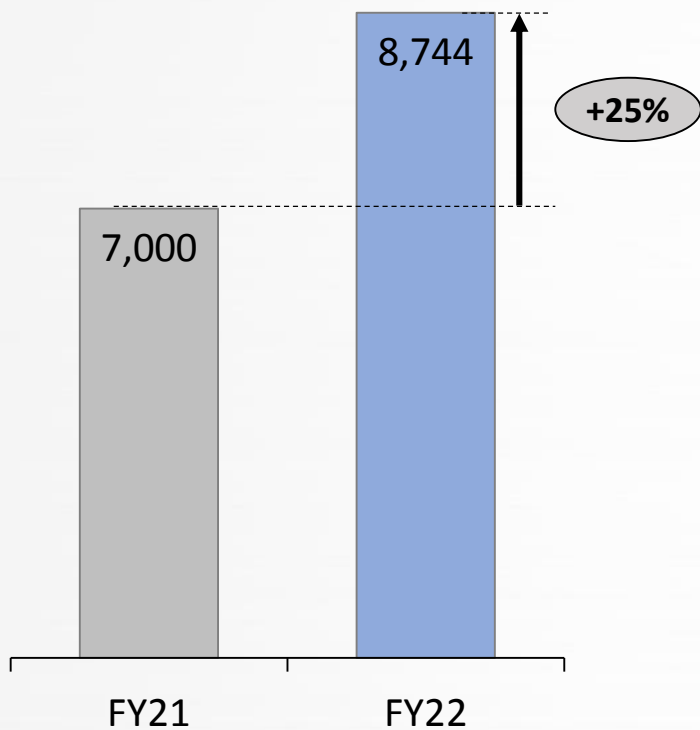




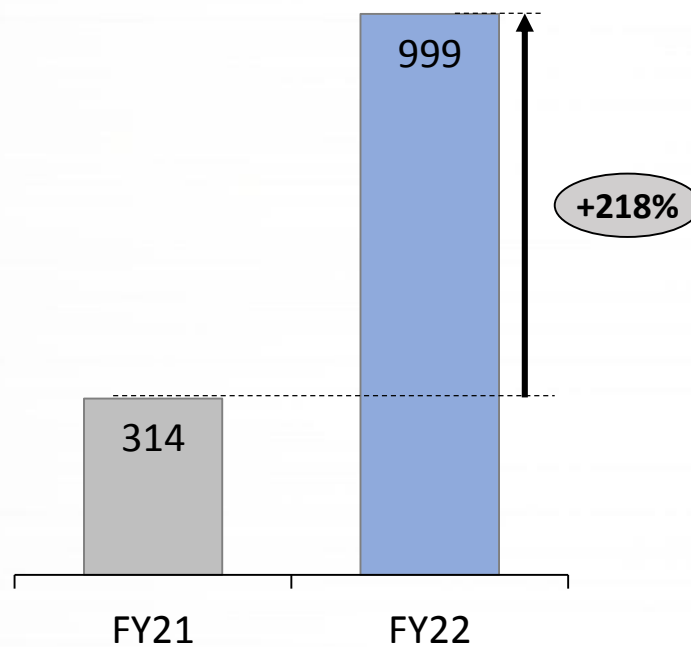
Standalone Q4 FY'22 – Revenue ↑ 25%, PAT ↑ 274%

(Rs. Crore)

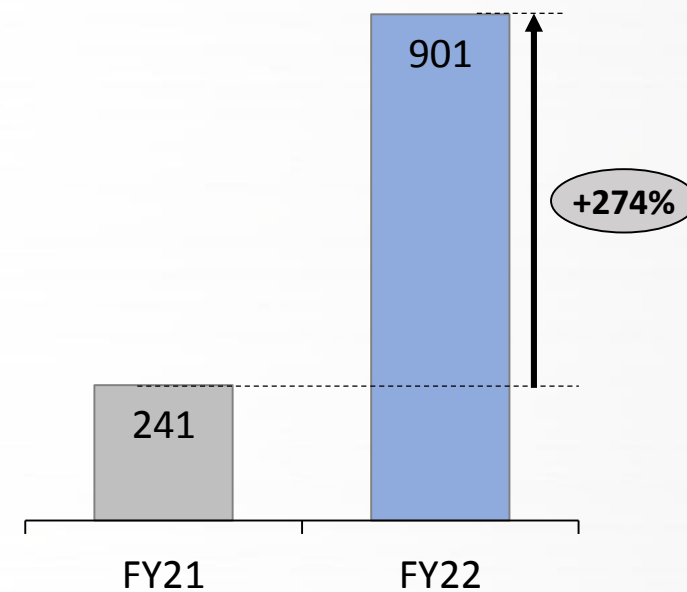
Revenue



PBT (including exceptions)



PAT

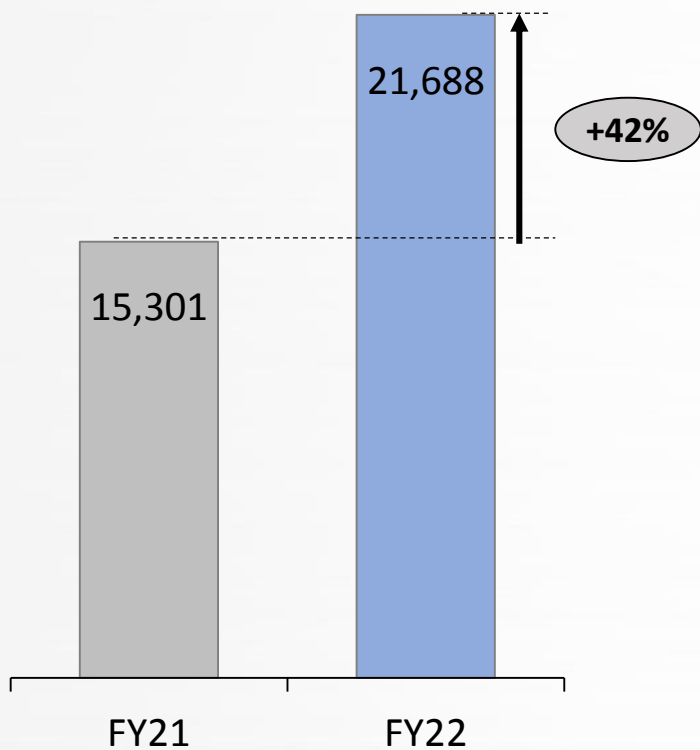




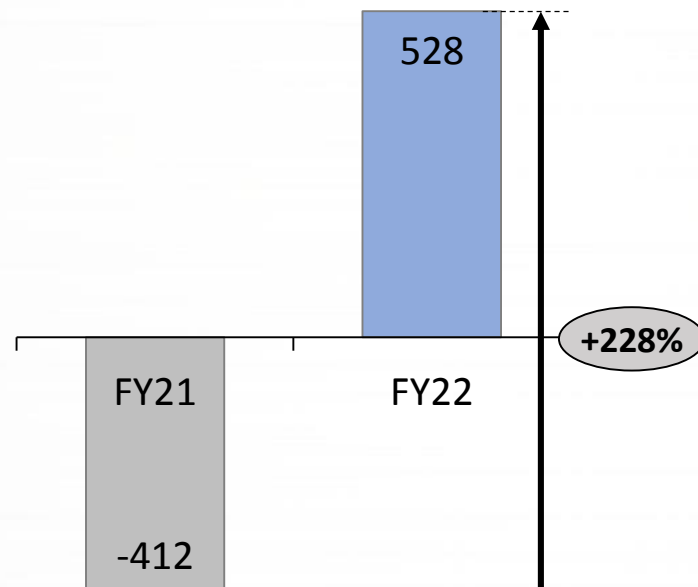
Standalone FY'22 – Revenue ↑ 42%, PAT ↑ 273%

(Rs. Crore)

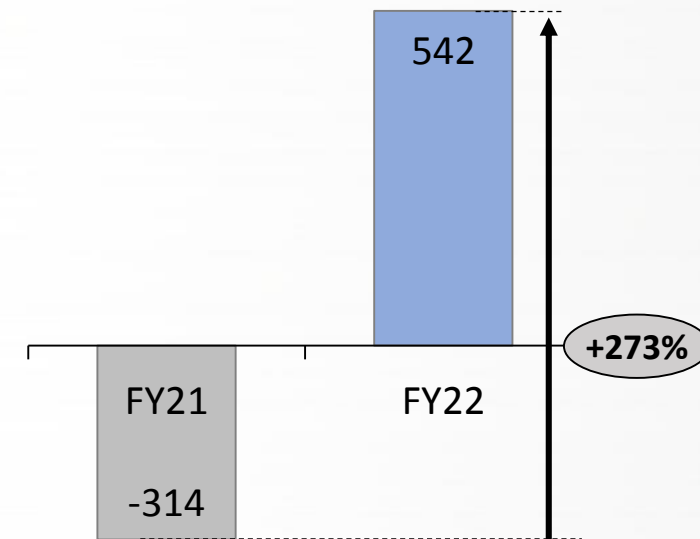
Revenue



PBT (including exceptions)



PAT



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



Business Overview



Standalone Financials



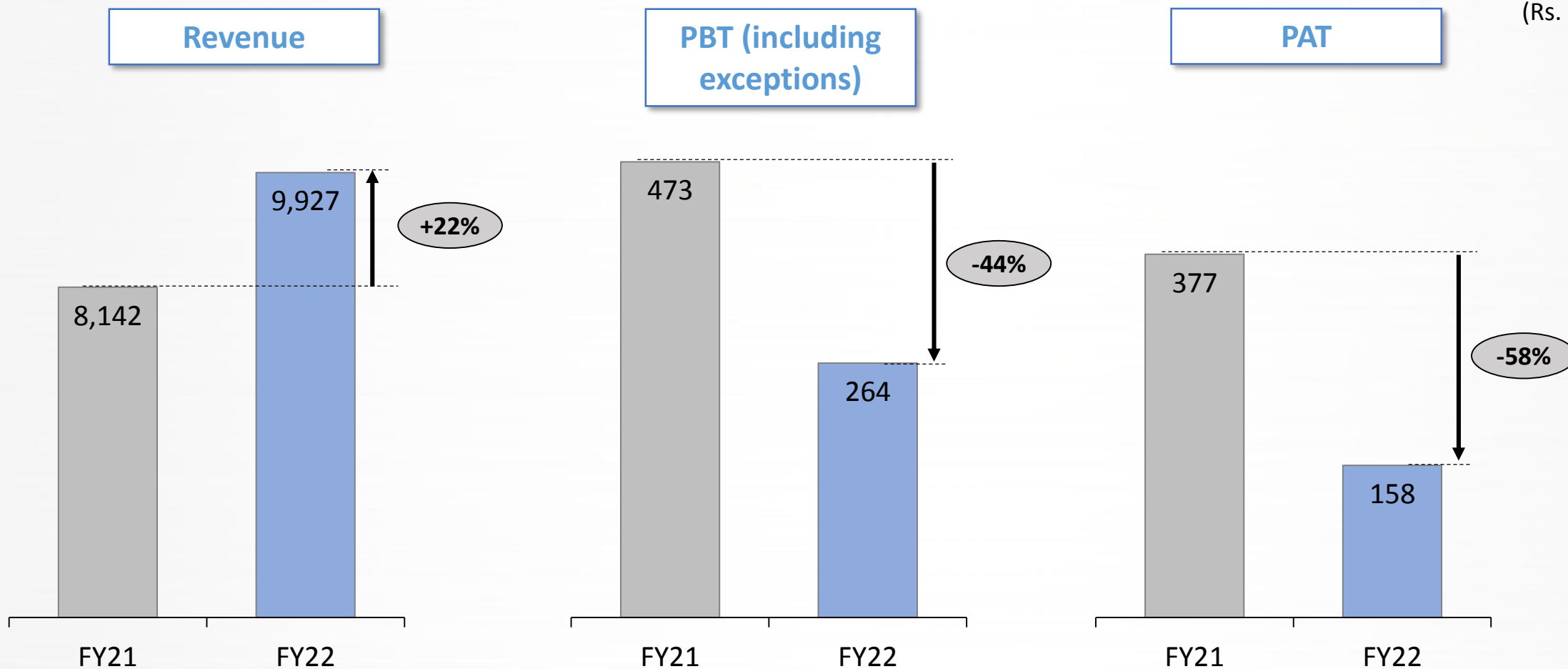
Consolidated Financials





Consolidated Q4 FY'22 – Revenue ↑ 22%, PAT ↓ 58%

(Rs. Crore)

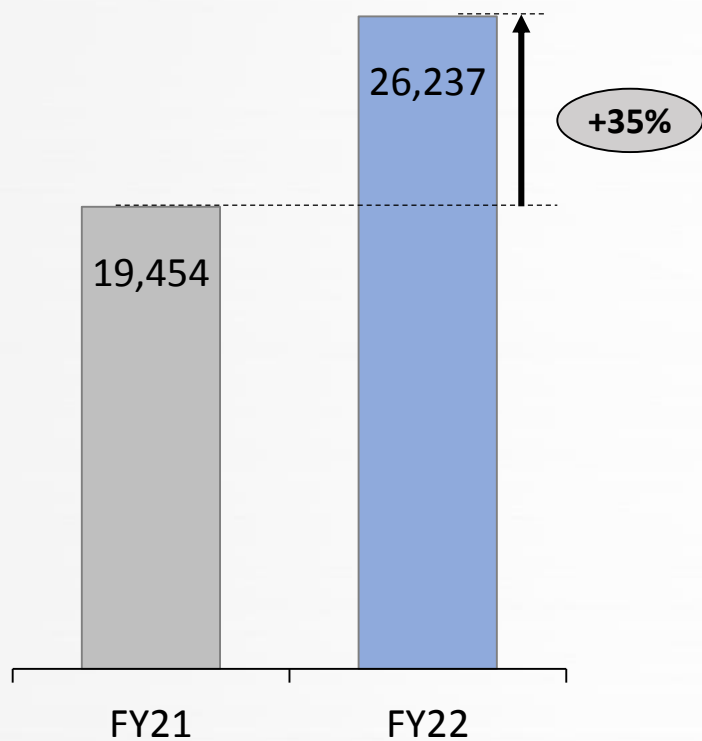




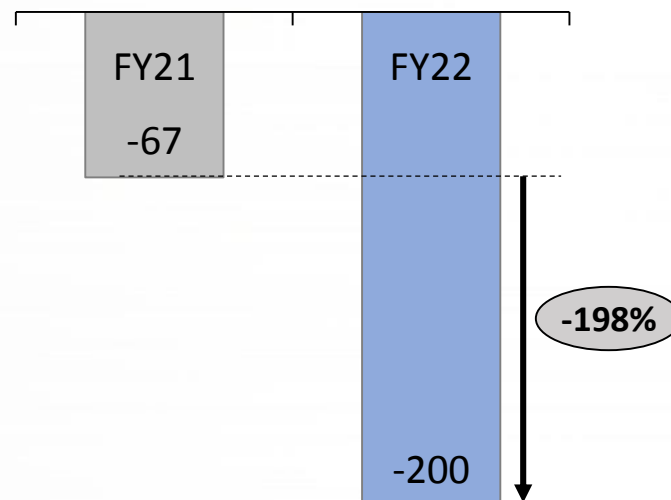
Consolidated FY'22 – Revenue ↑ 35%, PAT ↓ 307%

(Rs. Crore)

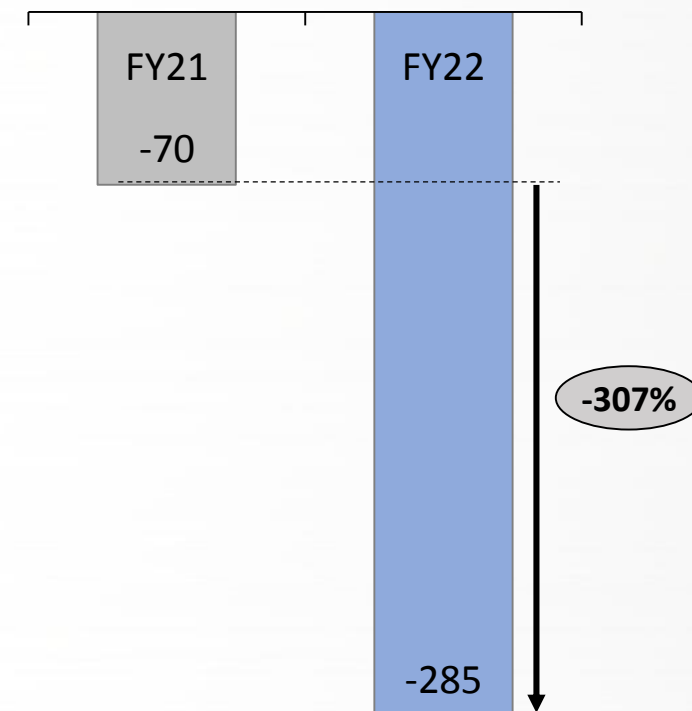
Revenue



PBT (including exceptions)



PAT



**RESPOND
FASTER**

**AIM
HIGHER**

**FOR A
GREATER
ASHOK LEYLAND**



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

THANK YOU!

