

February 18, 2021

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

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

Scrip Code: ASHOKLEY

Stock Symbol: 500477

Through: NEAPS

Through: BSE Listing Centre

Dear Sirs/Madam,

Subject: Intimation of Schedule of Analyst/Institutional Investors Concall

Further to our earlier communication regarding Investors/Analysts meeting scheduled on February 18, 2021 at 11.45 a.m. (IST) please find enclosed the presentation to be made before the investors/analysts for your reference.

This is for the information of the stock exchanges and the members. This information is also being hosted on the website of the Company.

Yours faithfully,
for ASHOK LEYLAND LIMITED



N Ramanathan
Company Secretary

Encl.:a/a

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





ASHOK LEYLAND

Aapki Jeet. Hamari Jeet.



16th Edelweiss India e-Conference 2021

Vipin Sondhi

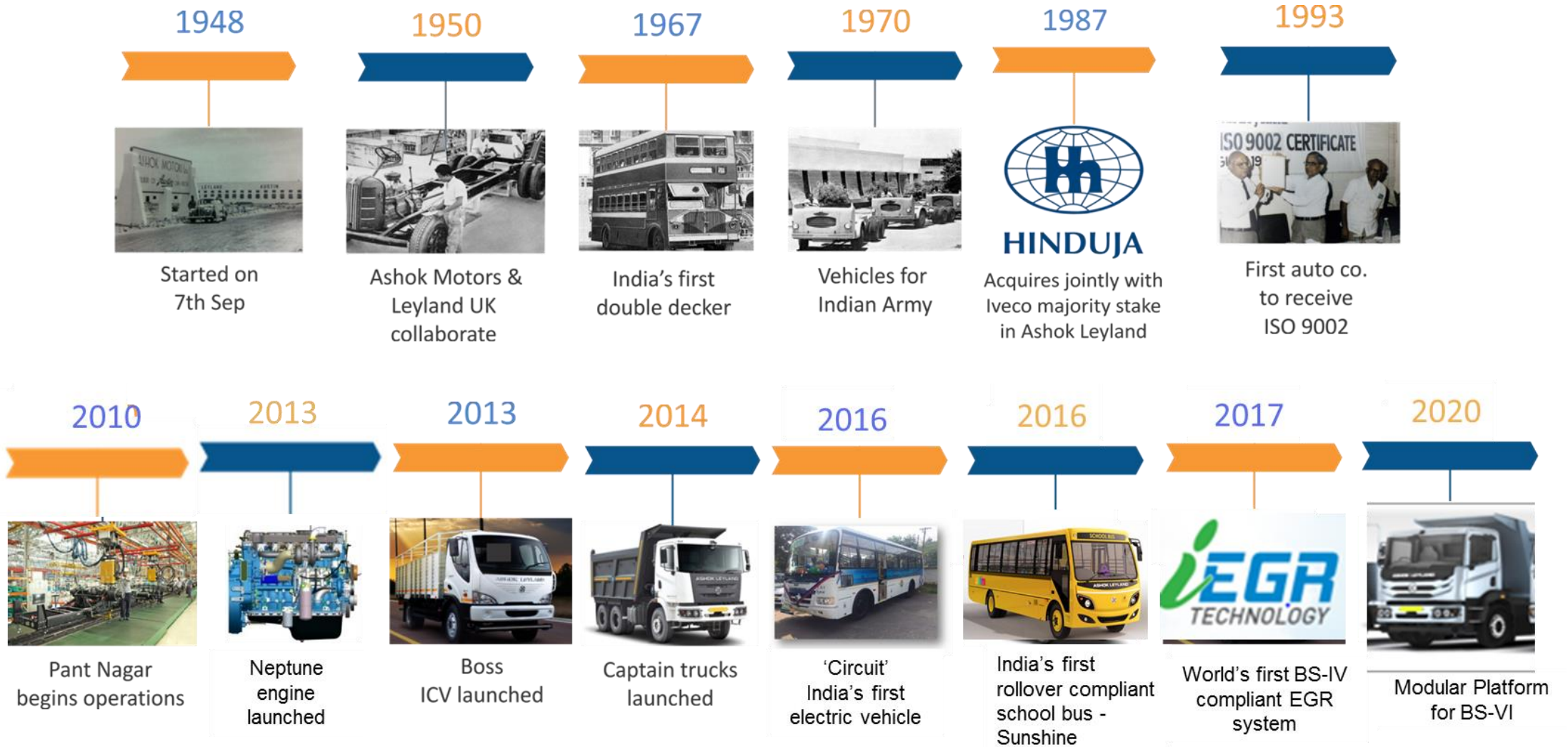
Managing Director & CEO

18th February 2021



HINDUJA GROUP

A rich legacy of seven decades



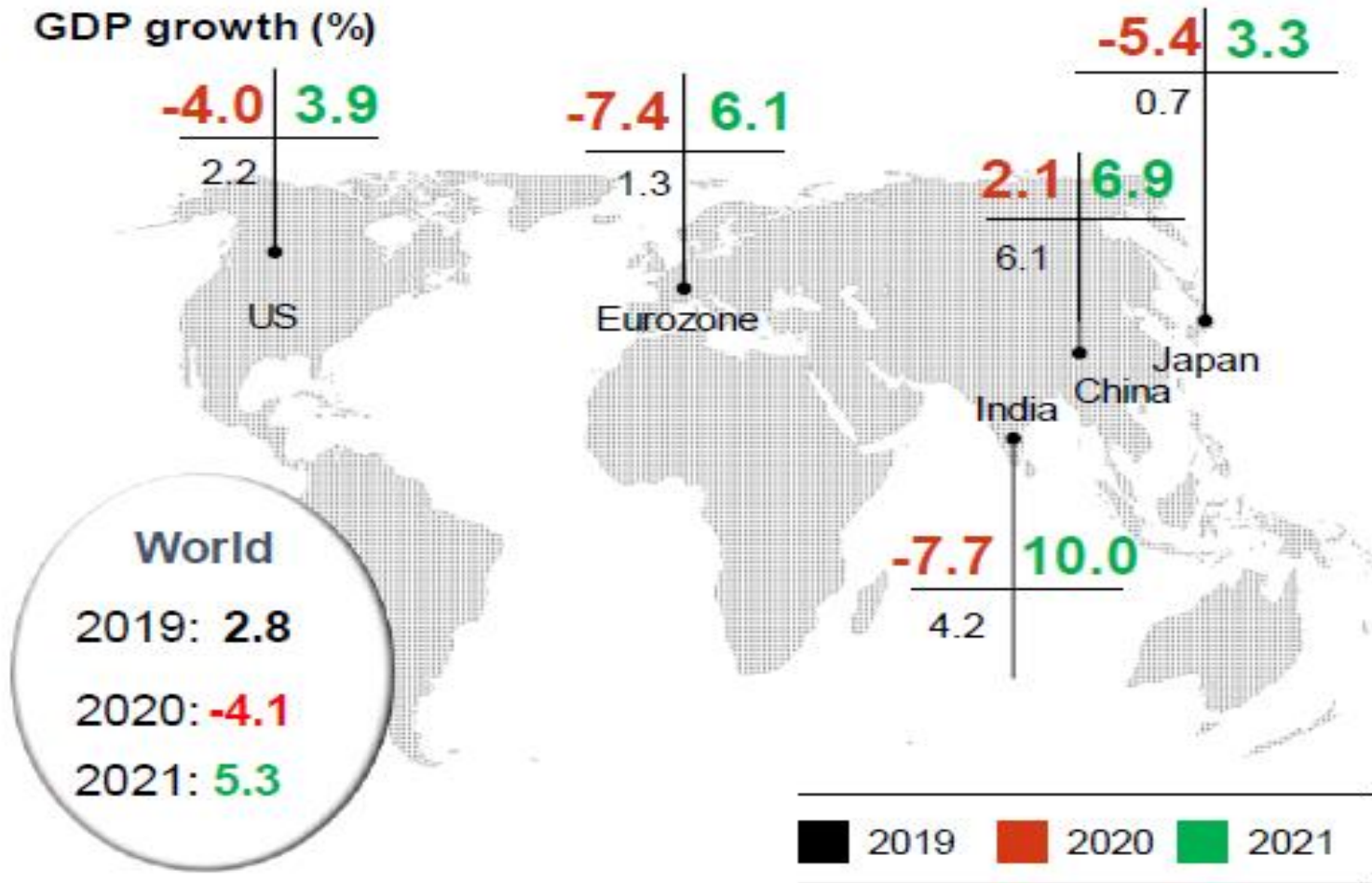
Contents

- **Macro Economic Trends**
- **Business Portfolio**
- **Customer & Technology Trends**
- **Environment, Social, Governance**

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Global economy - GDP recovering from pandemic impact



Commercial Vehicles (mn units)

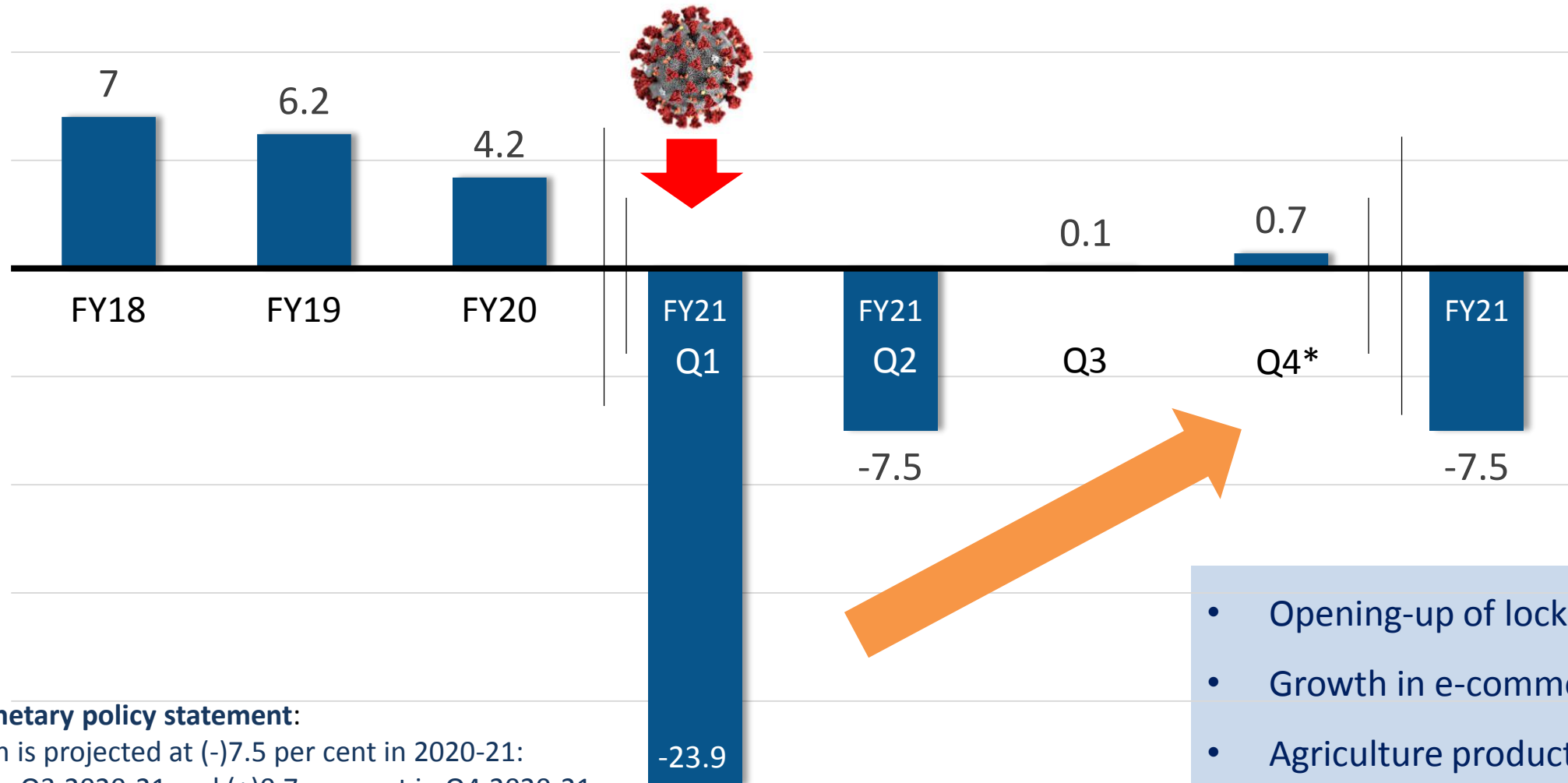
	2019	2020	%
Trucks	3.2	2.9	↓9.5%
Buses	0.39	0.16	↓57%
LCV	8.6	7.0	↓18%

(Commercial Vehicles >2T, excluding lifestyle pick-ups and vans)

Source: HIS, OICA

Source: S&P Global, India outlook is for fiscal year e.g. 2020~FY21 and 2021~FY22

Indian economy - GDP recovering from lockdown impact

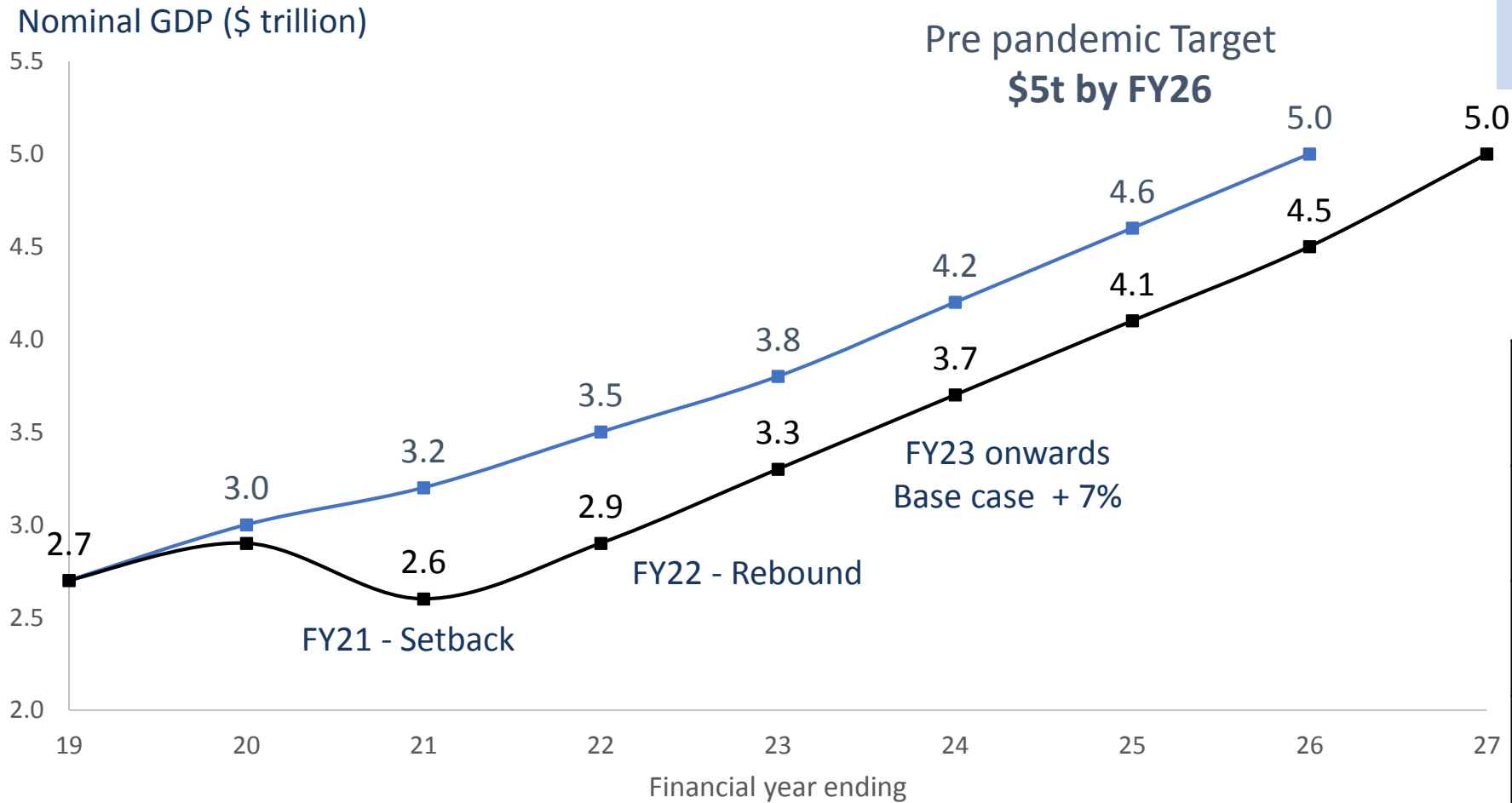


- Opening-up of lock-downs
- Growth in e-commerce
- Agriculture production
- Infrastructure spending

Source: RBI monetary policy statement:

Real GDP growth is projected at (-)7.5 per cent in 2020-21:
(+)0.1 per cent in Q3:2020-21 and (+)0.7 per cent in Q4:2020-21;

GDP projections for India - steady rebound from the pandemic



Union Budget 2021-22
Focused on Growth and Job creation

FY23 onwards

Optimistic (8%)	Pessimistic (6%)
Commodity upcycle is contained	Commodity prices derail recovery
Key raw material shortages overcome	Key raw material shortages persist
India grows export competitiveness	Investor interest in India diminishes

Source : CII report (Jan 2021)

Budget impetus on infrastructure



Expenditure through National Infrastructure Pipeline (NIP)

Figures in INR '000 Crores

ENERGY

- FDI in Coal
- 19 New Blocks allotted



2550

ROADS

- 32 Km/Day to 40 Km/Day
- Mechanization



2000

URBAN

- Healthcare
- Metro



1630

RAILWAYS

- Bullet Train
- Dedicated Freight corridor (DFC)



1370

IRRIGATION

- Canal



775

RURAL

- Sanitation
- Education



775

SOCIAL



360

TELECOM



320

OTHERS

303



PIPELINE PROJECTS: 6865 Infra projects in pipeline with total sanction of INR 103 Lakhs Crore

Different segments of commercial vehicles to benefit from respective sectors

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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

AVTR – Modular truck platform - a game changer



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

Scan the QR code and click on the **Book your vehicle** tab



Enhanced revenues

- Higher uptime
- Configured for application
- Better resale value

Lower operating cost

- Improved performance
- Better fluid efficiency
- Higher Tyre life
- Lower maintenance

Application specific product range - AVTR



POL models - from 12KL to 40KL



Garbage Compactor



RMC 10 Cu.m



HSD on Haulage

Application specific product range – ICV segment



Xpressline – Ecommerce range



LPG Cylinder



Road Sweeper



Ecomet 1115 Bowser

Common styling across the bus range



Fully Built Buses – Offering Safety, Comfort and Styling

Designed for International market



GAZL

FALCON SUPER



24-26 seater LCV Bus



70 seater - 12M Falcon LHD

Launched in Dec 2020

Light commercial vehicles – wider range



2.5T

2.8T

2.99T

3.49T

7.2T

7.49T

31 S, 34 S, 39 S

DOST

BADA
DOST i3

BADA
DOST i4

PARTNER

MITR



Launched in Sept 2020



Gross Vehicle Weight (GVW)



Passenger Seats

International product range - FY15



B'Desh, Nepal

Dost



Sri Lanka

Dost



GCC

East Africa

West Africa

CIS



Ecomet/
Cargo



Ecomet/
Cargo



Cargo 1518



Cargo 9/15/25



Cargo 9/15



Cargo 9T



Viking

Lynx/Stag



Viking



Eagle

Hawk



Eagle
(SKD)



Double
Decker



Lynx/Stag



Falcon

International product range - current



B'Desh, Nepal, Bhutan



Dost Partner



MiTR



Ecomet/
Cargo U Truck



Captain



Lynx/Stag Viking



Freedom Double Decker

Sri Lanka



Dost Partner



MiTR



Ecomet/
Cargo U Truck



Lynx/Stag Viking



12 M FE

GCC



Partner



Cargo 15T



Oyster Oryx 4x4



Falcon

East Africa



Dost Partner



Cargo 9/15/25



Hawk



JanBus

West Africa



Partner



MiTR



Cargo 9/15



Captain



Eagle Hawk



Falcon

CIS



BOSS



Eagle (SKD)

Defence product range – FY15



Logistics

- Troop Carrier
- LRV
- Water Bowser



Stallion 4X4 and its two variants

Defence product range - current



Logistics

- Troop Carrier
- LRV
- Water Bowser
- Ambulance
- Parts Container
- Refrigerated Container



Combat Support

- FAT 6x6 • 10x10 Bridge Launcher
- CGT 6x6 • 10x10 Missile Carrier
- MGS 6x6 • 12x12 Missile Carrier
- MBRL 6x6
- HMV 8x8



Armored

- MBPV
- MPV
- PPC



Light Specialist

- LSV
- LBPV



Tracked

- BMP II Repower
- Aggregates for Battle Tank



Wide Portfolio to support Indian Armed Forces

Power solutions across different applications



Industrial Gensets



Agriculture Engines



Marine engines



Harvester Combines



Portable Gensets



Backhoe Loaders

1.5X increase in revenue over last 5 years

Spare parts business



REVENUE GROWTH

- ~2x growth over last 5 years
- Digital solutions are a key differentiator



SUPPLY CHAIN

- Industry-best Inventory levels
- Parts supply chain operating on PULL- based replenishment



LEYKART

- 95,000 users
- 1,00,000 orders delivered
- 16,000+ PIN codes
- Industry-leading, end-to-end parts fulfilment application



2X increase in revenue over last 5 years

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Changing customer expectations



Product lifecycle

Organised channel for used vehicle

Trucks – Lease / Rental

Business support

Driver Availability

Connected Vehicle

Fleet Management Solution

Ease of doing business

Finance Support

Digital Transactions

Operating Working
Capital Support

Load Generation
Support

Productivity

At Site Support

Uptime guarantee

High Torque Engine

Ergonomics

Business continuity

Comprehensive
AMC

Customer Relationship

Exchange & Salvage
Support

Breakdown Penalty

Hygiene

Total Cost of Ownership

Advanced Service Support

Faster Resolution

Trends reshaping the future of mobility



Connectivity, digitalization & data monetization



Autonomous Vehicles



New ownership models



Shared - Future of mobility



Electric vehicles

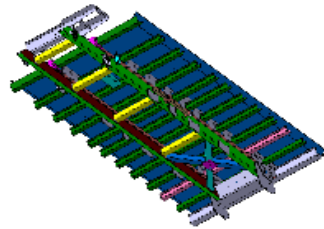


Productivity & Performance

Potential areas for innovation



Light Weighting



Ultra High Strength Steels



Carbon Fiber Technology



Composite Load Body

Fuel Efficiency

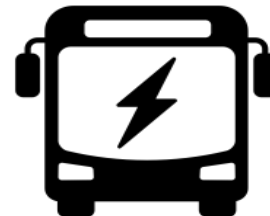


Energy Efficient Fluids



Total Driveline Fluid

Alternate Fuels / Power train



Electric vehicles - zero emission - zero carbon mobility



SWITCH

India



Patna



Ahmedabad



Rest of the
World



Connected: remote support – leveraging digital



Unleashing the Potential of 'Over-the-Air' Technology



Vehicle Cluster Digital Twin

iALERT - Monitoring Vehicle Performance in Real-Time



Fleet Management



Over the Air Flashing



Guided Troubleshooting



Fuel Management

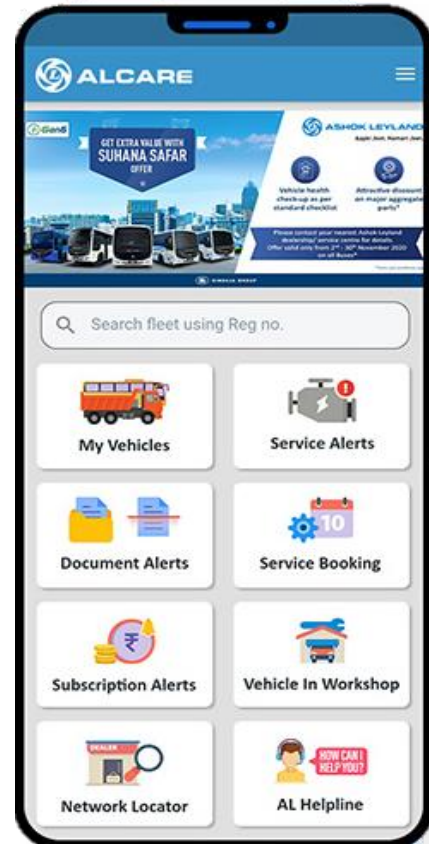
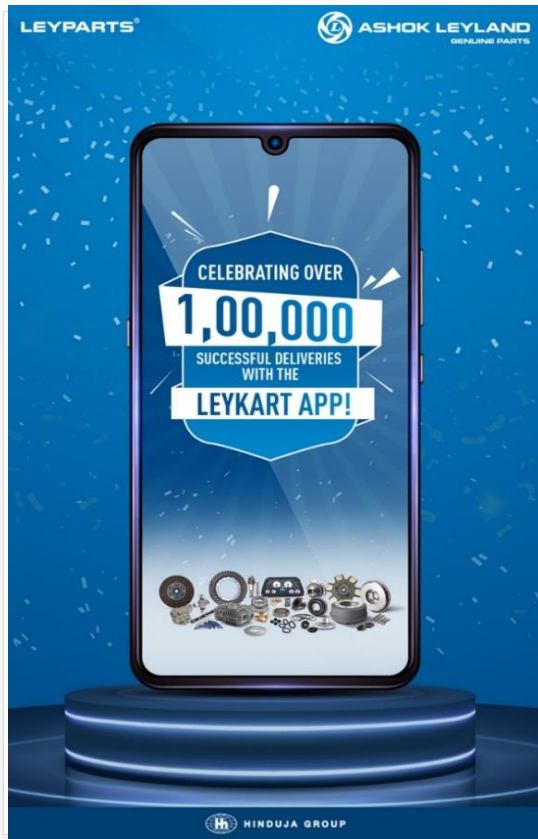


Remote Diagnostics



Anomaly Monitoring

Customer solutions – leveraging digital



Providing solutions through the lifecycle of the vehicle

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Sustainable inclusive growth



Carbon Footprint

Water Conservation

Promotion of Education

Water, Health & Hygiene



Renewable energy

60% consumption all India across plants

Positive Water Balance Index

Verified by DNV-GL in 2019

Road to School Program

Online Teaching, Learning & Assessments. social & emotional wellbeing

- 55,000+ Students
- 786 schools



Jal Jeevan

Sustainable Water Management, health and hygiene



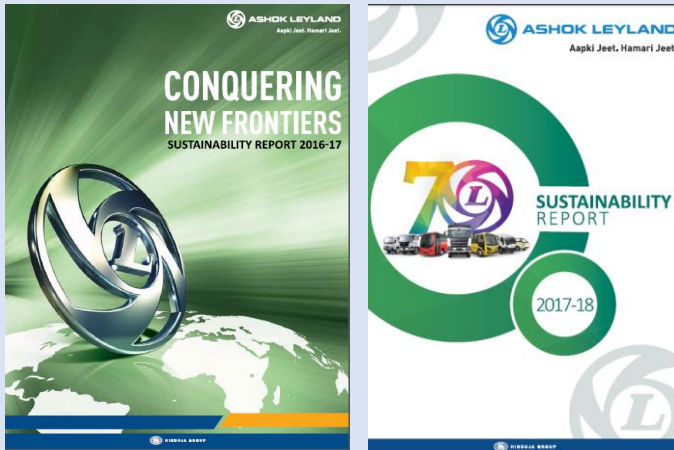
Environment

Social

Enhanced focus on business sustainability



Sustainability reporting



GRI G4 standards



Business Responsibility & Sustainability Reporting



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



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