



ASHOK LEYLAND

Made by Aayan Gupta

Ashok leyland

- Ashok Leyland is the flagship Company of the hinduja group, having a long-standing presence in the domestic medium and heavy commercial vehicle (M&HCV) segment. The company has a strong brand and well-diversified distribution and service network across the country and has a presence in 50 countries, it is one of the most fully-integrated manufacturing companies. Its headquarter is in Chennai They manage driver training institutes across India and have trained over 8.00,000 drivers since its inauguration.

KEY POINTS

MARKET LEADERSHIP:

The company is India's 2nd largest manufacturer of commercial vehicles, the 4th largest manufacturer of buses globally, and the 9th largest manufacturer of trucks. It had a market share of 31% in the W&HCV bus and truck segment and 20% in the LCV SEGMENT as of FY24

BUSINESS SEGMENTS

- 1) Commercial vehicles (89% in FY24 vs 88% in FY22): The company offers buses, truck, light vehicles, defense vehicles, engines, and gensets, etc. with a vehicle weight ranging from 2.5 tonnes to 55 tonnes, catering LCV-GC, M&HCV-GC, LCV-PC, and M&HCV-PC segments. The segment revenue has grown by 78% between FY22 and FY24, driven by a sales volume growth of 52% and a 17% increase in realizations from Rs. 17.93 lakhs per vehicle in FY22 to Rs. 21 lakhs per vehicle in FY24.

FINANCIAL SERVICES AND SPLIT

FINANCIAL SERVICES

(11% in FY24 vs 12% in FY22) the company provides financial services mainly relating to vehicle and housing financing through its subsidiaries. This segment has grown by 50% between FY22 and FY24.

GEOGRAPHICAL SPLIT

India :92% in FY24 vs 89% in FY22

Outside india:8% in FY24 vs 11% in FY22

MANUFACTURING AND EVS

- EV BUSINESS

The company operates in the EV segment through switch mobility" As of Fy24, over 950 electric buses are deployed globally, with a growing order pipeline. switch Mobility has also launched its first Boss electric truck and is in the advanced stages of introducing a fully electric 55T tractor-trailer.

- MANUFACTURING FACILITIES

The company operates a multitude manufacturing plants foundry divisions across India. It also has bus manufacturing facilities in the UAF and one in the UK.

CAPEX AND ACQUISITIONS

- CAPEX
- In fY24, The company incurred a capex at Rs.481 Cr and began setting up an integrated commercial vehicle bus plant in Lucknow, UP, with an initial production capacity of 2,500 buses per annum, expandable to 5,000 vehicle per annum.
- ACQUISITIONS:
- In July 2024, Hinduja Tech Limited. a subsidiary, signed a definitive agreement to acquire TECOSIM group to expand its .presence in the European and international markets.