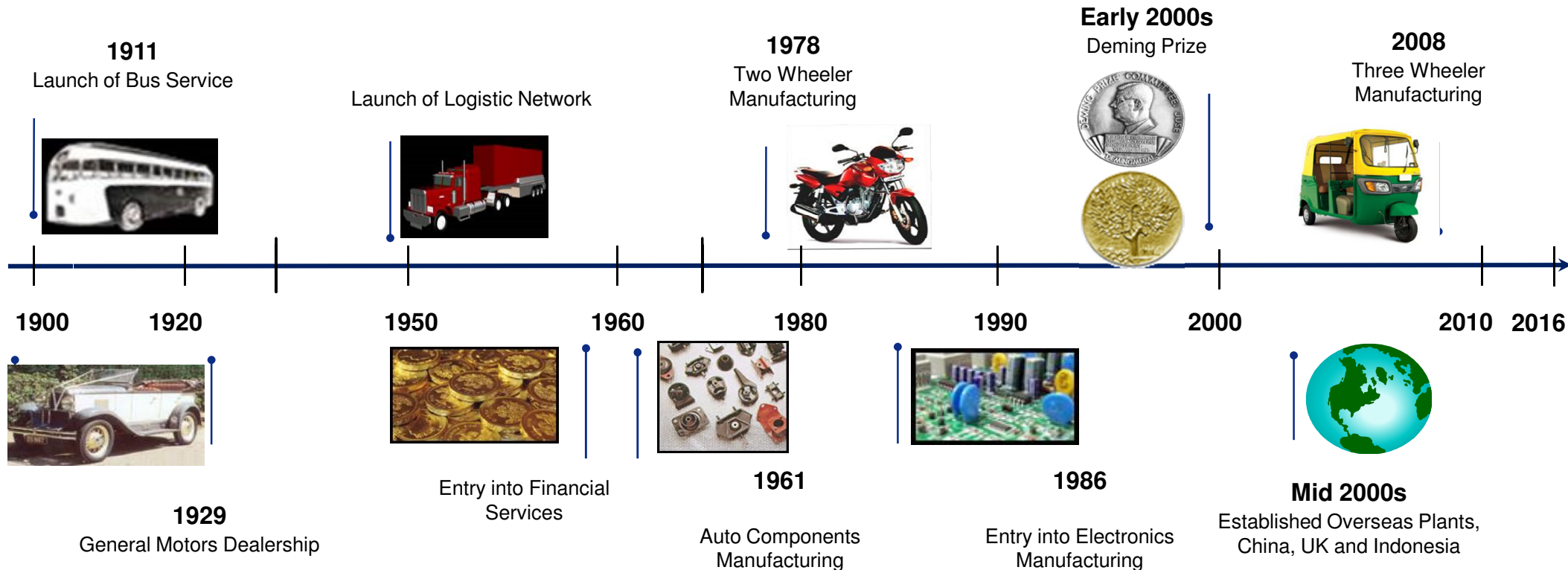


TVS



TVS Group – Our Journey



Established in 1911, TVS Group today is a US\$ 7 Bn diversified conglomerate with interests across Automotive, Manufacturing, Logistics and Electronics

TVS Motor – Shaping Indian Two Wheeler Industry since 1980

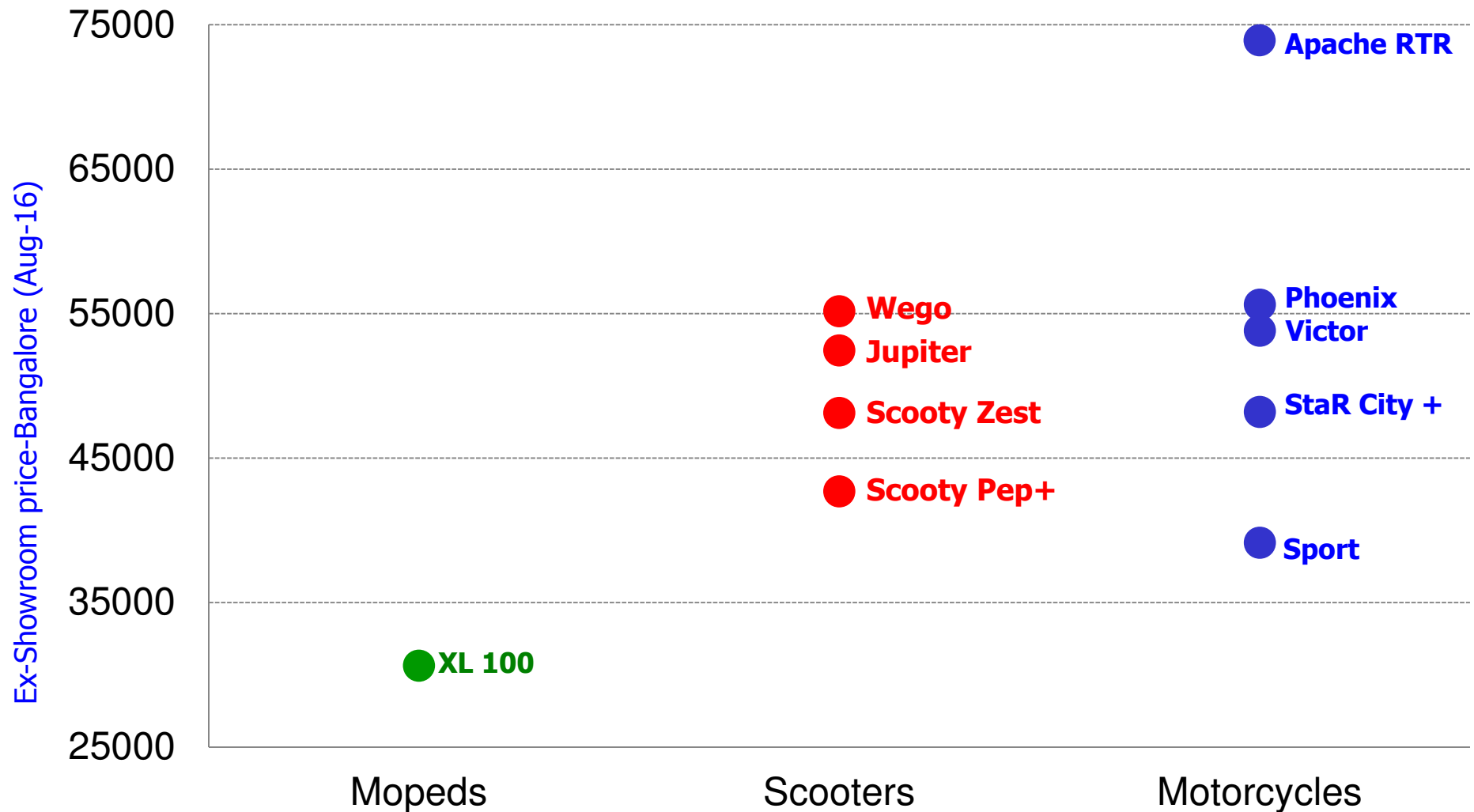




TVS Motor - Company overview

- ❑ One of the largest two and three wheeler companies
- ❑ A state of the art manufacturing plants located in Karnataka, Tamil Nadu, Himachal Pradesh and Indonesia
- ❑ Capacity end March 2016 - 3.8 Million Two Wheelers
1.2 Lakhs Three Wheelers
- ❑ Strong world class in-house R & D
- ❑ Robust supplier base
- ❑ Extensive sales & service network
- ❑ Total Revenue (2015-16) : Rs. 11,295 Cr.

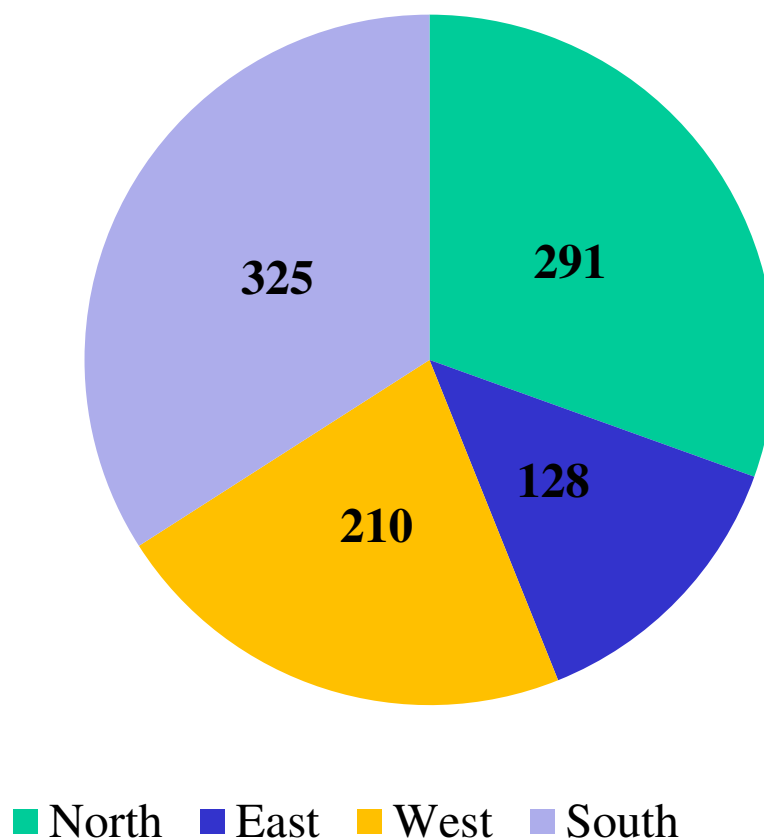
Offering a Comprehensive Product Range



One of the widest distribution networks in Two Wheeler industry

Number of Dealers 954

June 2016



Company in addition has over 3200 Sub dealers and Authorised sales centres



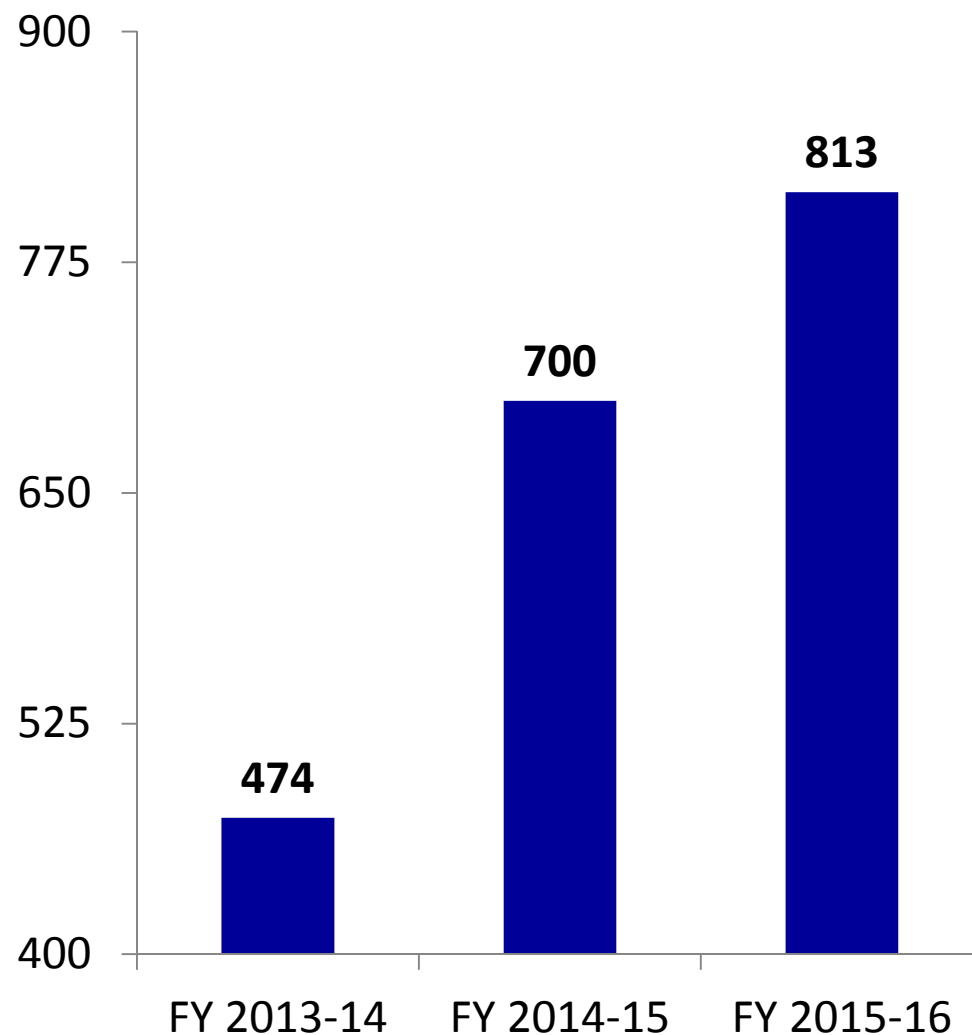
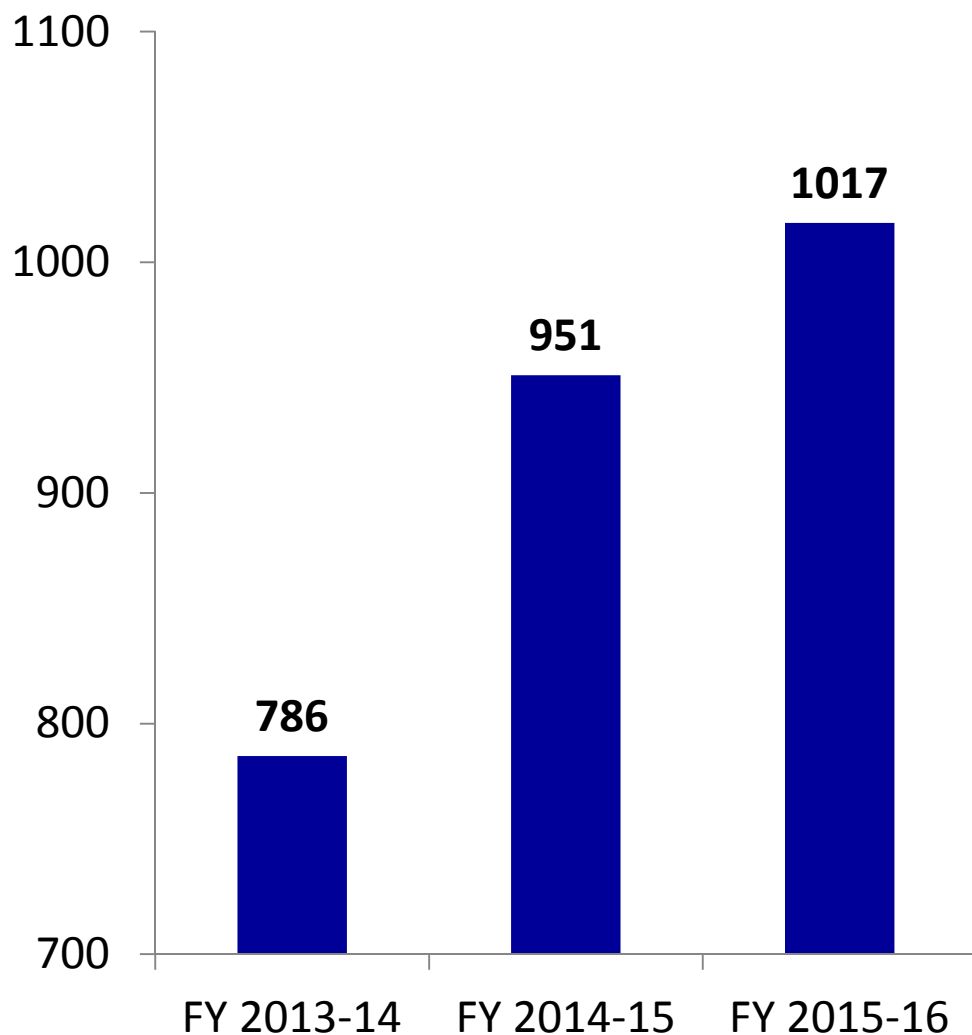
Strong R&D Infrastructure and Intellectual Property

- World class facility employing over 600 engineers
- Partnership with leading international research institutes
- World Class products setting the benchmark in their category

R&D Spends	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16
Rs Mn	999	1204	1272	1318	1958	2264
% of Sales	1.6	1.7	1.8	1.6	1.9	2.0

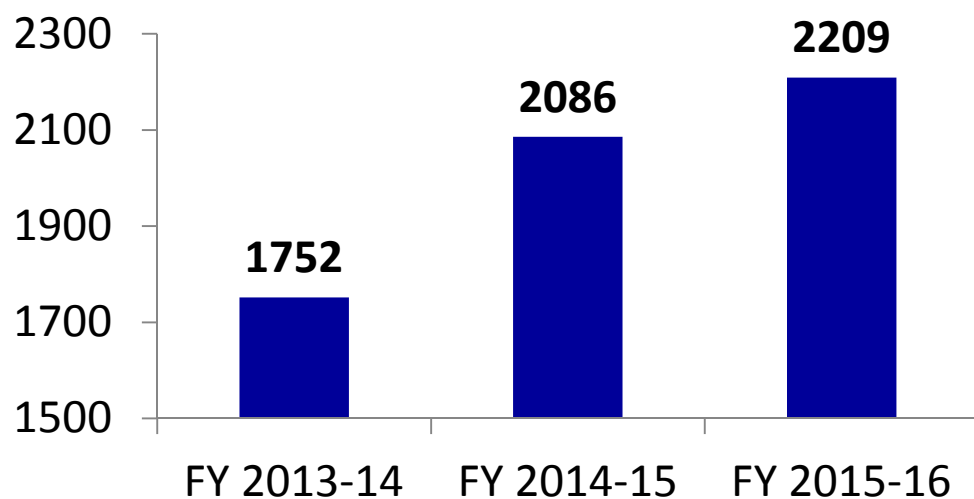
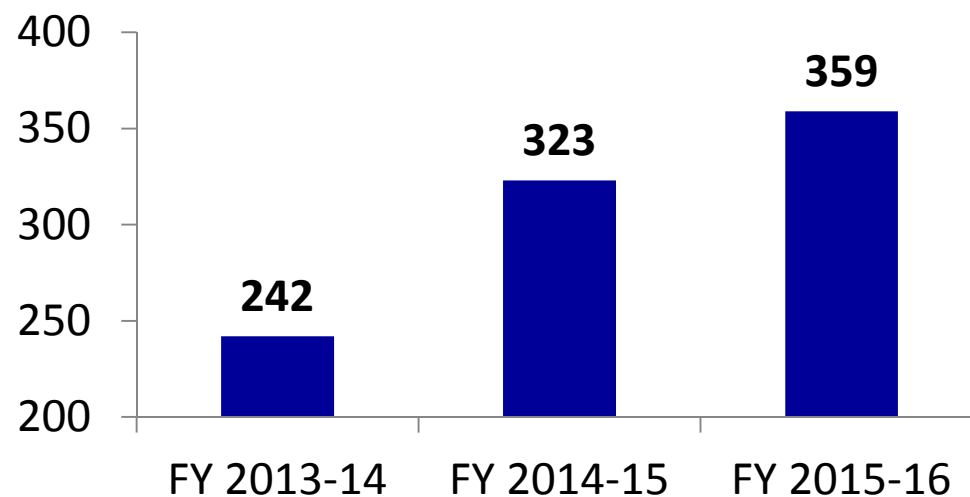
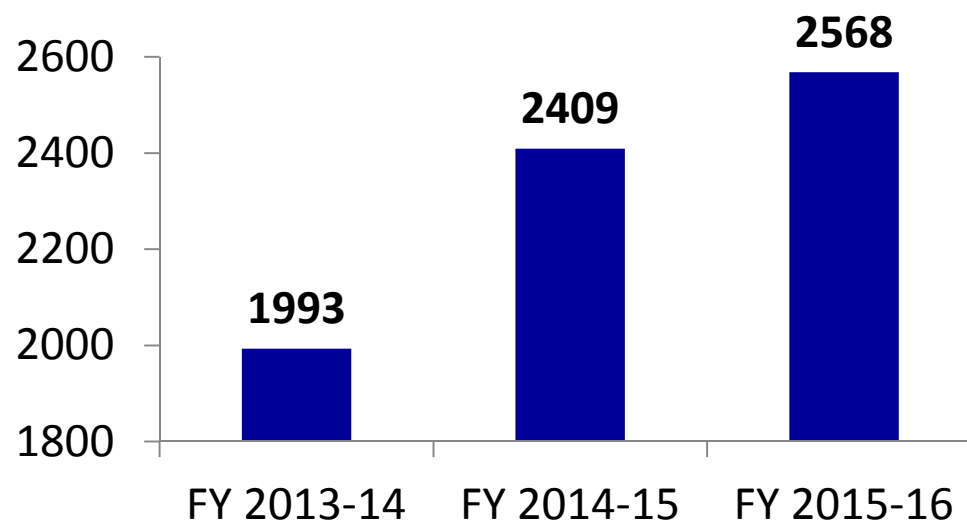


Nos. in '000

Motorcycles**Scooters**

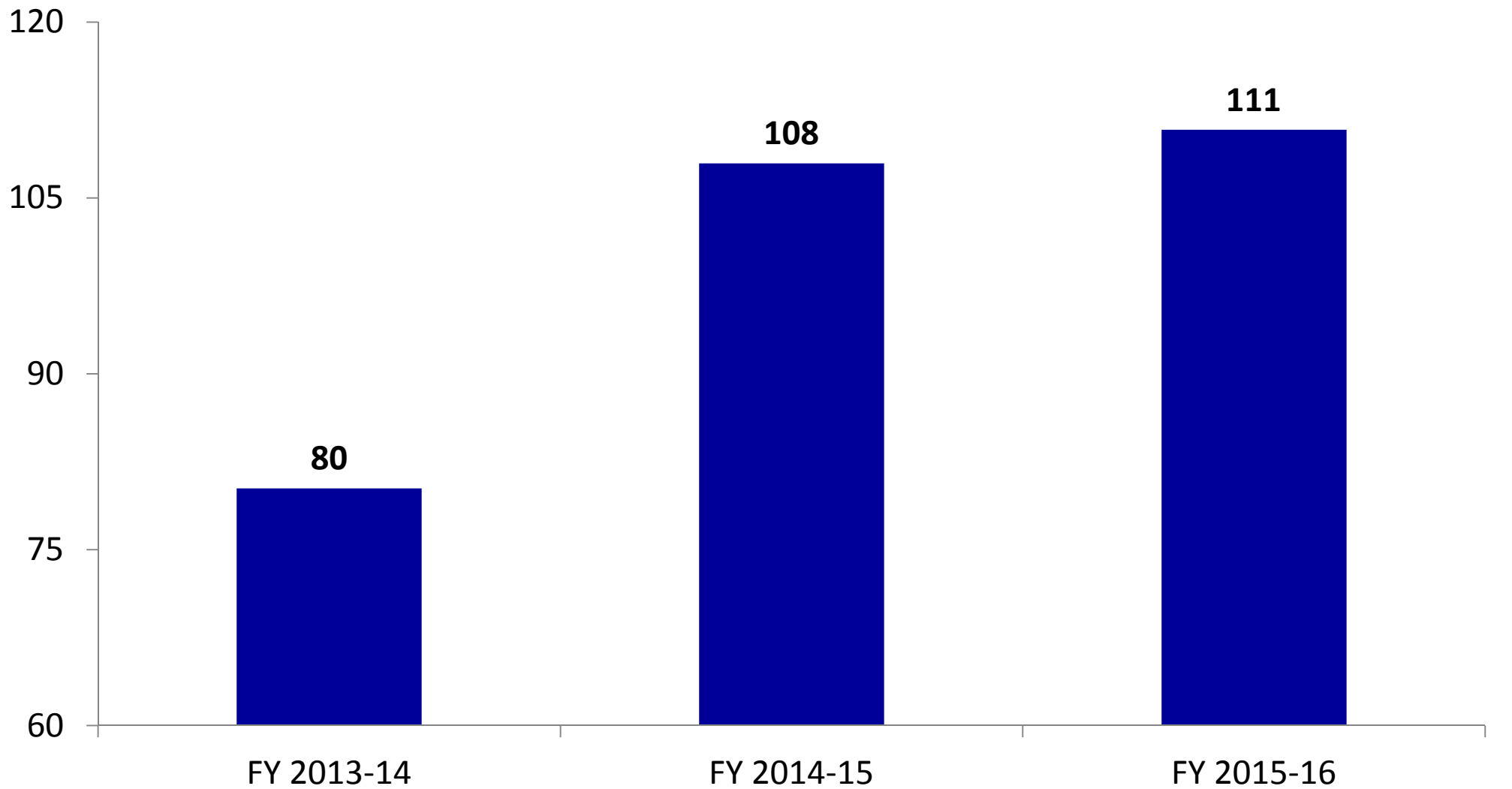


Nos. in '000

Domestic Sales**Export Sales****Total Sales**

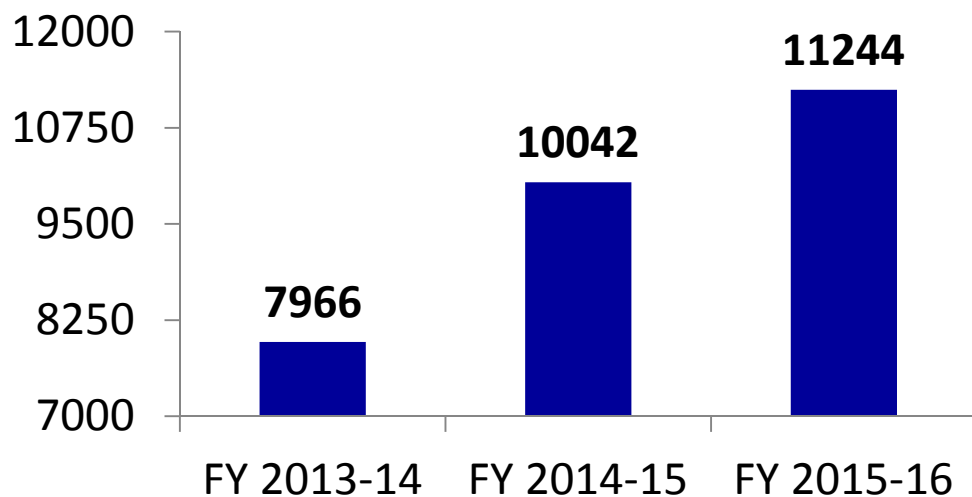
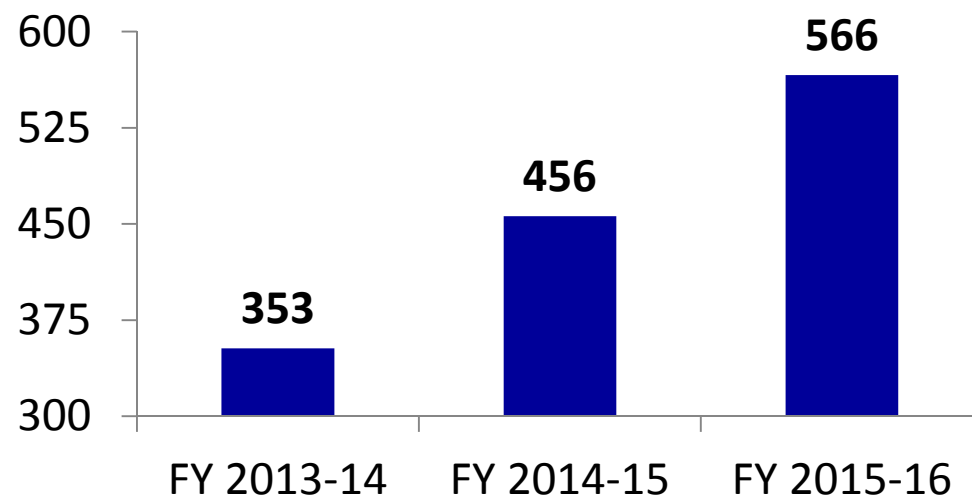
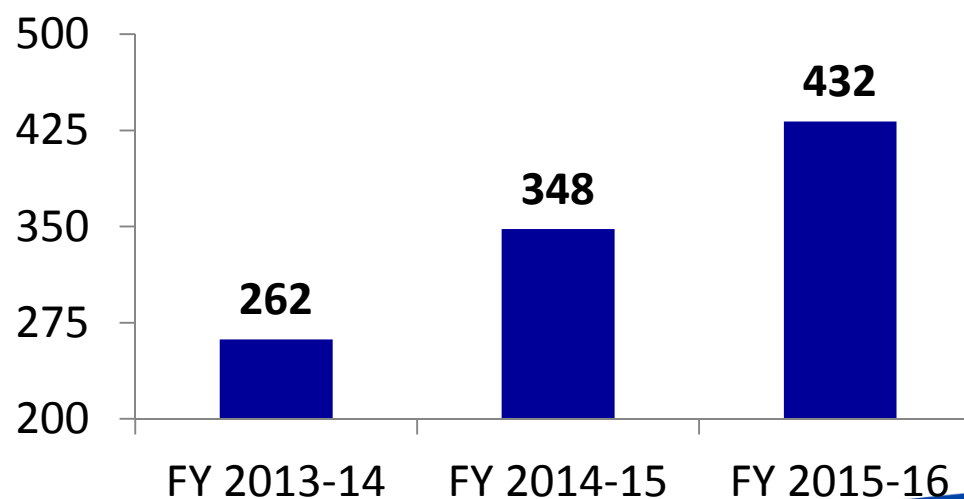


Nos. in '000





INR in Crores

Income from Operations**PBT****PAT**



Highlights - Q/E June 2016

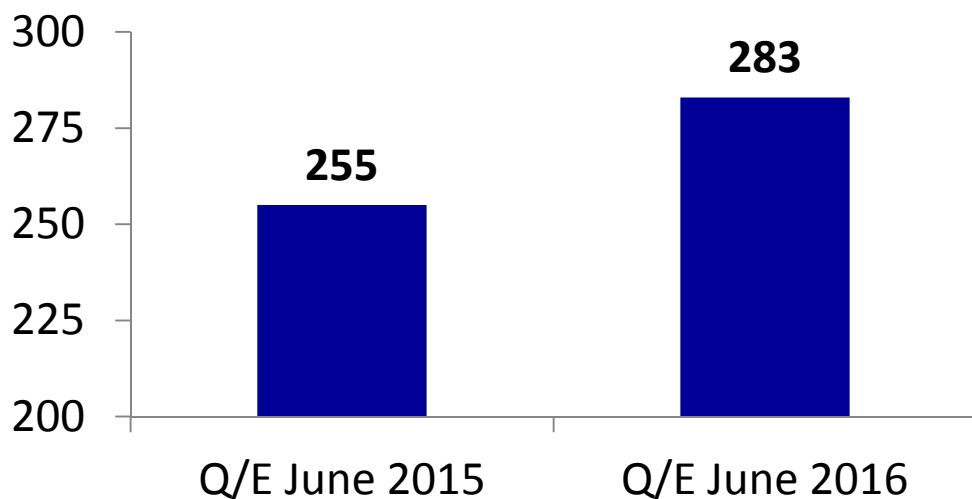
- Revenue from operations grew by 12% over Q1 of last year
- Total 2W sales numbers grew by 15% over Q4 of last year:
 - Scooters grew by 19%
 - Motorcycles grew by 11%
 - Mopeds grew by 18%
- PBT grew by 23% over Q1 of last year from Rs 130.4 Cr to Rs 160.8 Cr
- PAT grew by 21% over Q1 of last year from Rs 100.1 Cr to Rs 121.3 Cr

Note: The company has adopted the Indian Accounting Standards (Ind AS) from 1st Apr 2016. These financials and its comparatives are prepared in accordance with Ind AS.

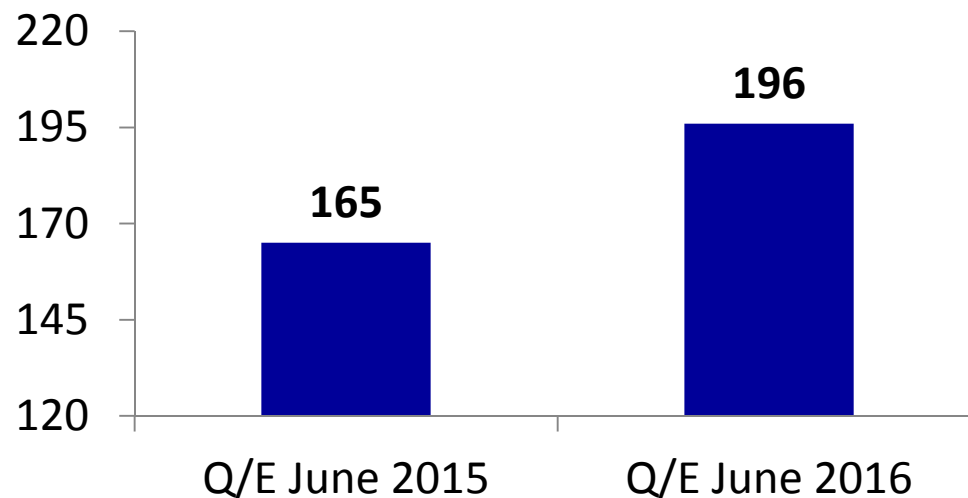


Nos. in '000

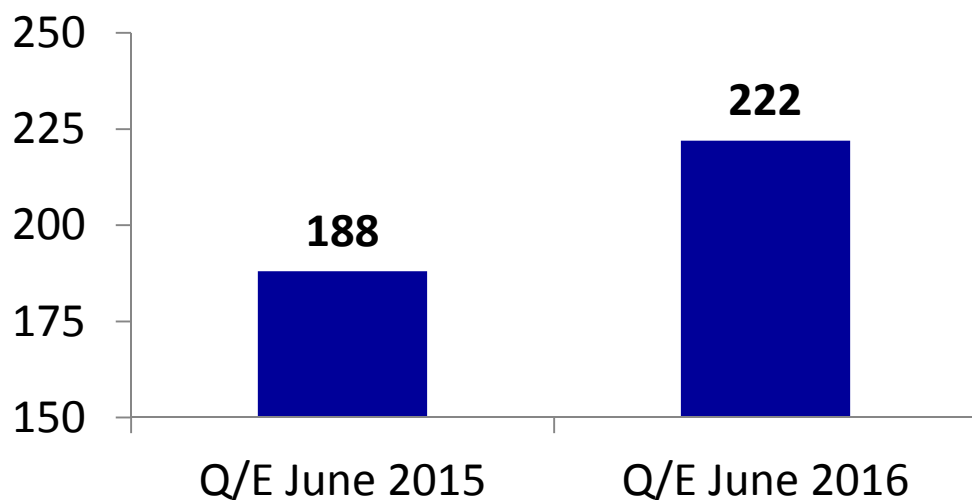
Motorcycles



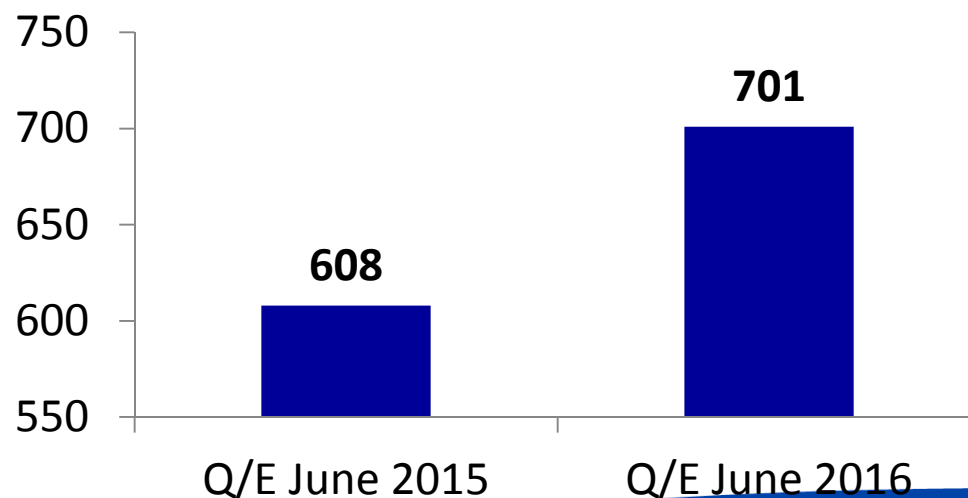
Scooters



Mopeds

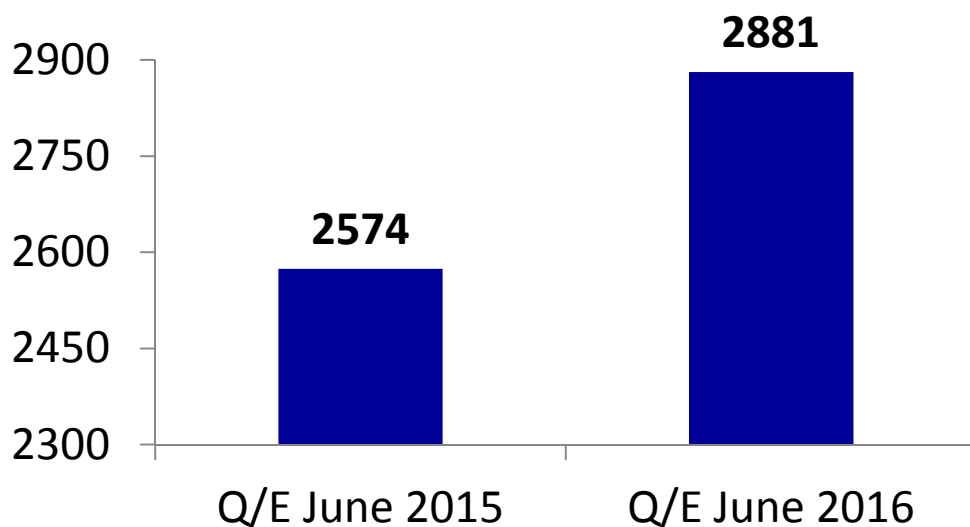
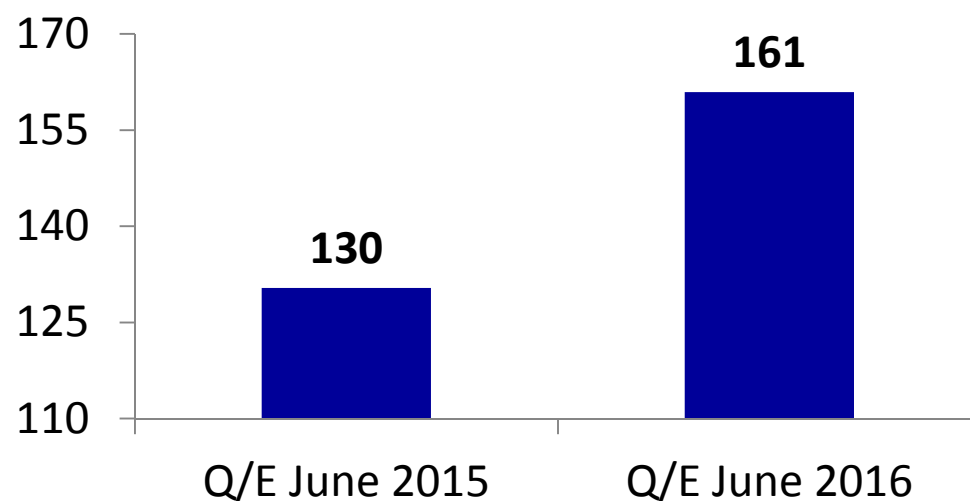
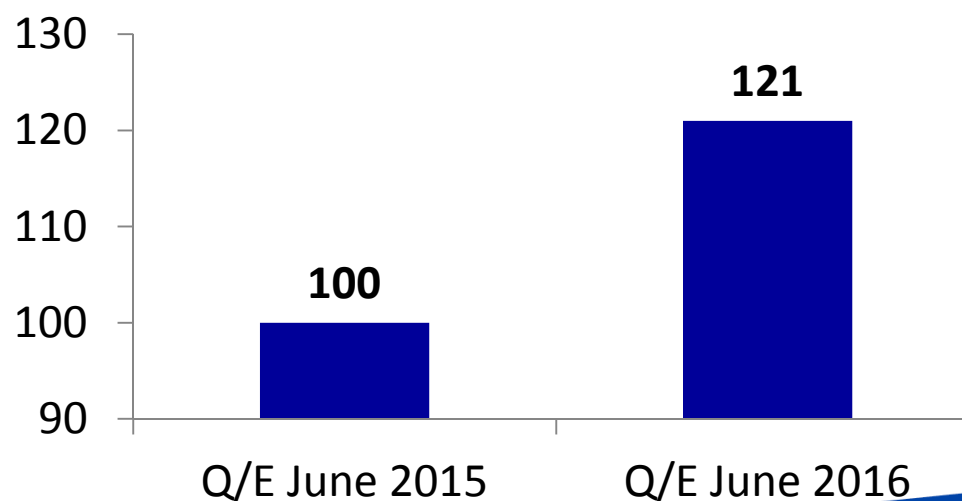


Total two wheelers





INR in Crores

Income from Operations**PBT****PAT**



TVSM Ind AS transition

Relaxations provided by SEBI (5th July'16) availed by the company

SEBI Relaxation	Details
Quarter comparatives	Mandatory only for corresponding quarter of previous year
Limited review for corresponding previous year quarter (June 2015)	Not mandatory for the comparative previous year quarter
FY 2015-16 comparatives	Mandatory only in Q/E March 2017

Regrouping required in Ind AS

- Revenue will be shown net off excise duty in quarterly results upto Dec 2016. Revenue will be grossed up for excise duty from March 2017 results onwards and excise duty will be added to cost of goods sold
- Certain discounts / incentives earlier included under “other expenses” to be reduced from “Income from operations”
- Amortized cost of tools, dies and moulds to be included under depreciation instead of cost of materials consumed



Statement of Reconciliation of Profit and OCI for Q/E Jun 2015

Particular	Ref	Amount in Crores	
Net profit as per Indian GAAP			90.27
<u>Add:</u>			
i. Actuarial Loss / (Gain) on Employee defined benefit plans recognised in "Other Comprehensive Income" as per Ind AS 19		0.88	
ii. Increase in fair value of financial assets		11.42	12.30
<u>Less:</u>			
Deferred tax on the above		(2.49)	(2.49)
Net profit/(loss) as per Ind AS	A		100.08
<u>Other comprehensive income, net of income tax</u>			
i. Actuarial Loss on employee defined plans			(0.67)
ii. Decrease in fair value of financial assets			(2.16)
Total other comprehensive income, net of income tax	B		(2.83)
Total comprehensive income for the period	A+B		97.25



New Product launches FY 2015-16

TVS

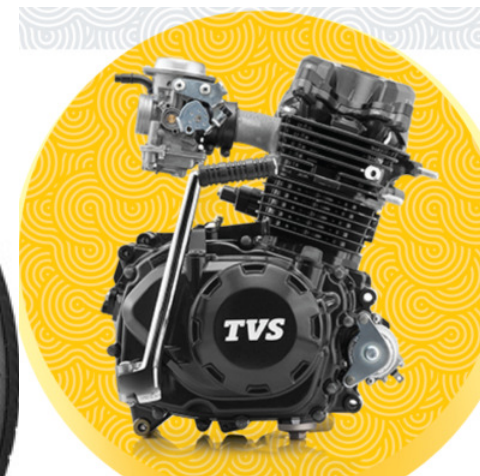
TVS Victor

meelon chalti muskaan:)



BRIGHTEST 60W HEADLAMP FOR EXTRA SAFETY

With the brightest headlamp, it lights up the way for you and your loved ones.



POWERFUL 3 VALVE ENGINE WITH 76 KMPL MILEAGE

Now don't spend on petrol, just spend to make your family smile.



COMFORTABLE SERIES SPRING SUSPENSION

No matter how the roads are, your family's journey will be filled with smiles.



TUBELESS TYRES WITH SUPERIOR GRIP

The best road-grip, that gives you and your family safety and stability for the journey ahead.

TVS

Apache RTR 200 CC



*Fully Digital Race
Diagnostic Speedometer*

*RTR Signature
Headlamp*



Race derived O3C
(Oil-Cooled Combustion Chamber)
Technology with ram air assist cooling
Electronic Fuel Injection

TVS

XL 100



Excellent Power & Pickup



Excellent Mileage



Wider Front Platform

- ✓100cc, 4-stroke, JETT engine
- ✓Excellent pick up
- ✓No need to Add 2T oil
- ✓Carry more load effortlessly

Refreshes launched during the Quarter ending June 2016

TVS



INDIA'S
No.1
110cc MOTORCYCLE

star⁺city

**NAYE AAKARSHAK
CHOCOLATE GOLD RANG MEIN!**

TVS



**STYLISH DIGITAL
SPEEDOMETER**



**POWERFUL 110cc
ECOTHRUST ENGINE**



**ALL GEAR
ELECTRIC START**



TUBELESS TYRES



*Under standard test conditions **Cumulative sales. Terms & conditions apply.

TVS



MILLIONR





Quality awards 2015-16

- TVS Motor Company continues to be rewarded for commitment to quality of its products:
 - TVS Wego and TVS Apache RTR 180 claimed top spots in the JD Power India Initial Quality Study (IQS)
 - TVS Scooty Zest and TVS StaR City+ topped the charts in their respective segments in the JD Power India Automotive Performance, Execution and Layout (2W APEAL) study
- TVS Motor company awarded highest rating in customer service satisfaction (CSI) in the two wheeler industry as per inaugural survey conducted by JD Power India



Thank you

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