TVSM Results
Q/E 31st Dec 2016

Highlights - Q/E Dec 2016

- Revenue from operations grew by 3% over Q3 of last year
- Total 2W sales numbers grew by 4% over Q3 of last year
- Total 2W market share increased to 15.5% for the quarter compared to 14.3% in Q3 of last year
- PBT grew by 4% over Q3 of last year from Rs 163.1 Cr to Rs 169.8 Cr
- PAT grew by 10% over Q3 of last year from Rs 120.2 Cr to Rs 132.7 Cr
- The company has adopted the Ind AS from 1st Apr 2016. These financials are prepared in accordance with Ind AS.

Awards – Q3 2016-17

Business Today MindRush 2016

Best CEO and Champion of Champions

Venu Srinivasan, Chairman

Awards – Q3 2016-17

Economic Times Awards

Corporate Citizen of the Year

TVS Motor Company

Awards – Q3 2016-17

- ✓ TVS Motor Company continues to be rewarded for commitment to quality & design of its products:
  - TVS Apache RTR 200 4V claimed the following awards
    - Indian Motorcycle of the Year 2017 (IMOTY)
    - Bike of the year (Auto car awards 2017)
    - Motorcycle of the year (CNBC overdrive awards 2017)
    - Viewer's choice motorcycle of the year (CNBC overdrive awards 2017)
    - CNB motorcycle of the year upto 250 CC (NDTV car & bike awards 2017)
    - Best of 2016 (Auto X)
  - TVS Victor claimed the CNB motorcycle of the year upto 110 CC (NDTV car & bike awards 2017)
  - TVS Scooty Zest claimed the CNB best innovation in communication award (NDTV car & bike awards 2017)

Refreshes launched during the Quarter ending Dec 2016

Jupiter

SYNC BRAKING SYSTEM ^

^ Sync braking system available in non disc brake models.

Scooty Zest

StaR City+

Sport

TVS

Sales - Q/E Dec 2016

Nos. in '000

Q3 2015-16	Particulars	Q3 2016-17
260	Motorcycles	248
184	Mopeds	234
232	Scooters	221
26	Three wheelers	16
702	**Total**	**719**

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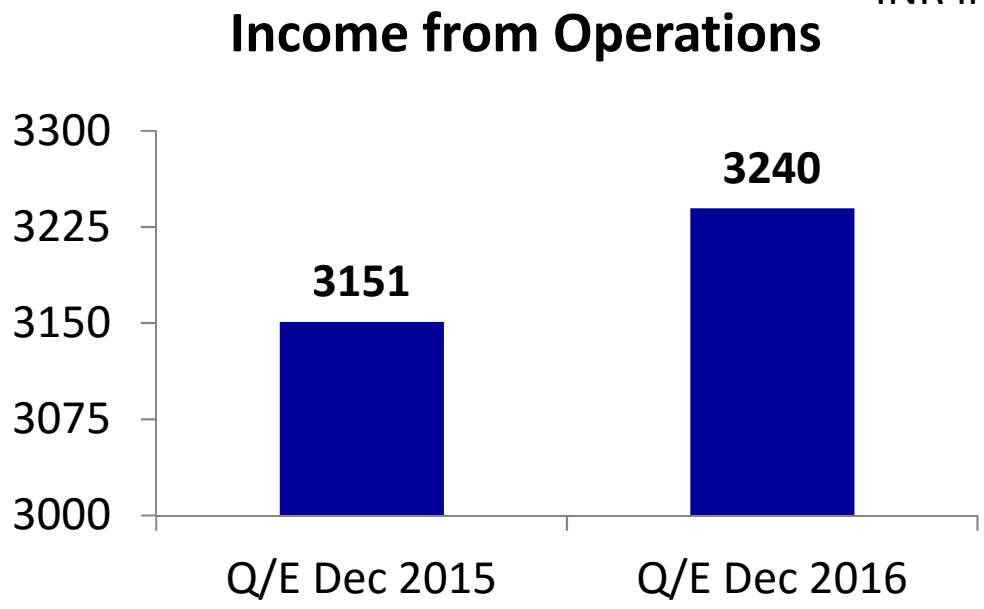
Sales – YTD Dec 2016

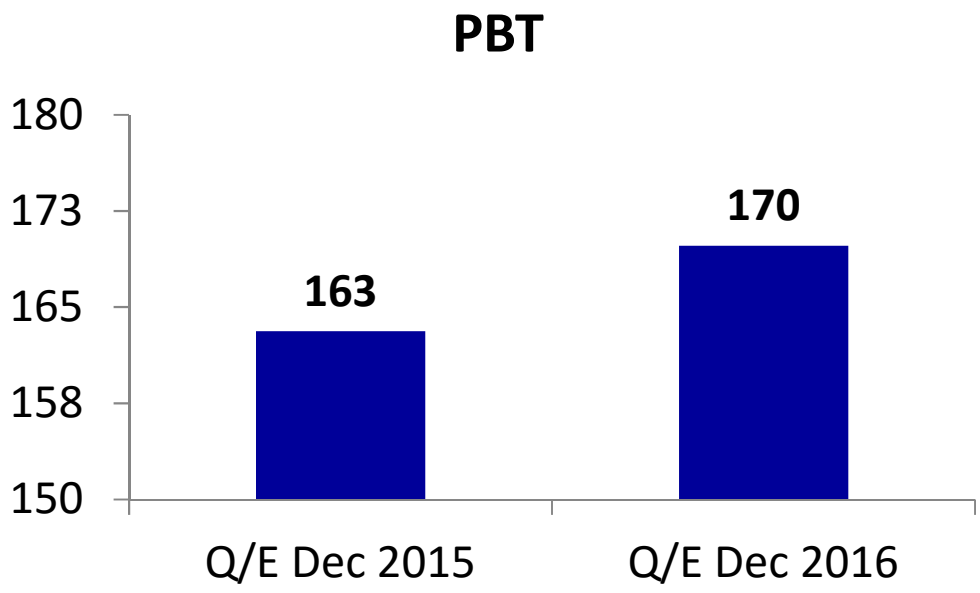
Nos. in '000

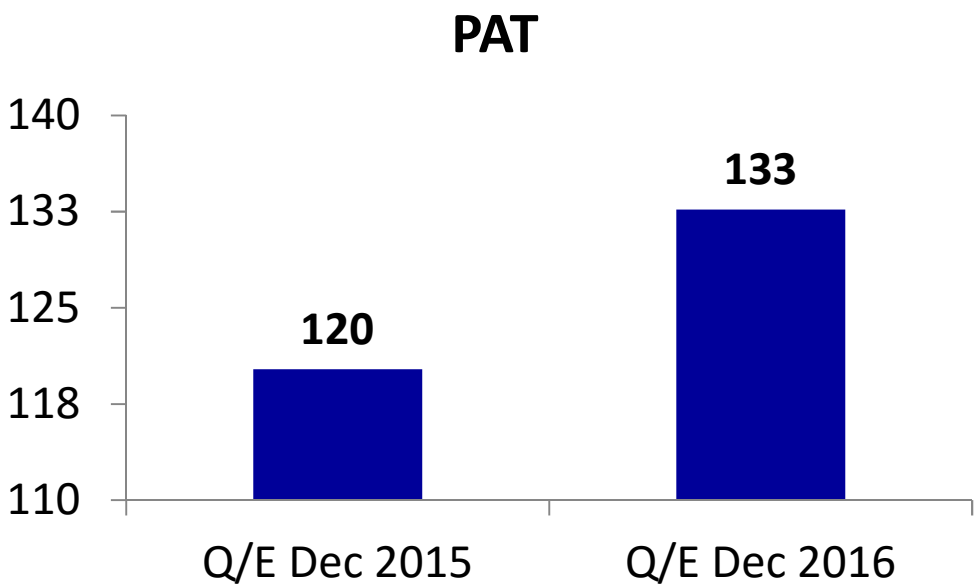
Apr to Dec 2015	Particulars	Apr to Dec 2016
770	Motorcycles	862
545	Mopeds	689
615	Scooters	647
89	Three wheelers	54
2,019	**Total**	**2,252**

Financial performance Q/E Dec 2016

INR in Crores

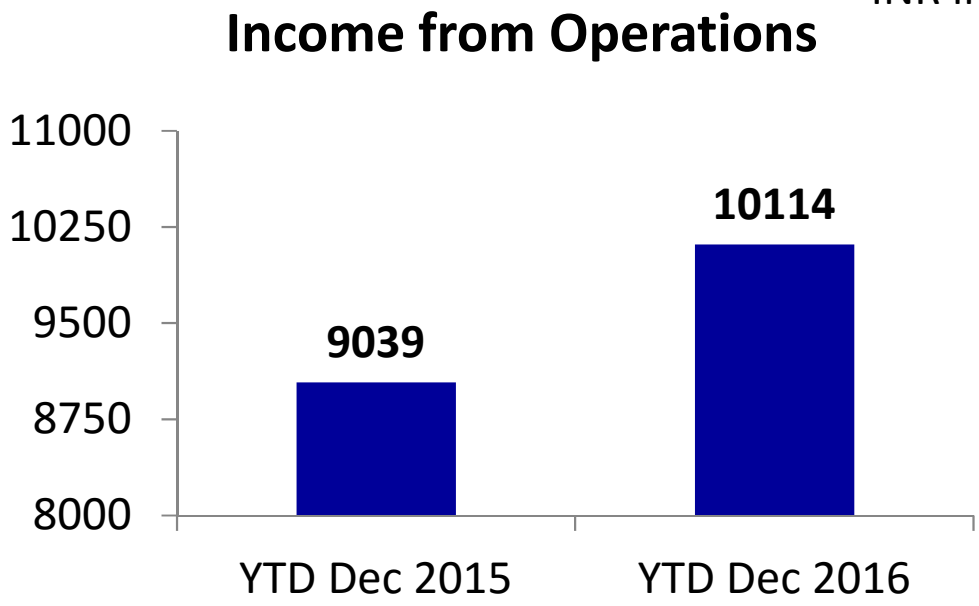


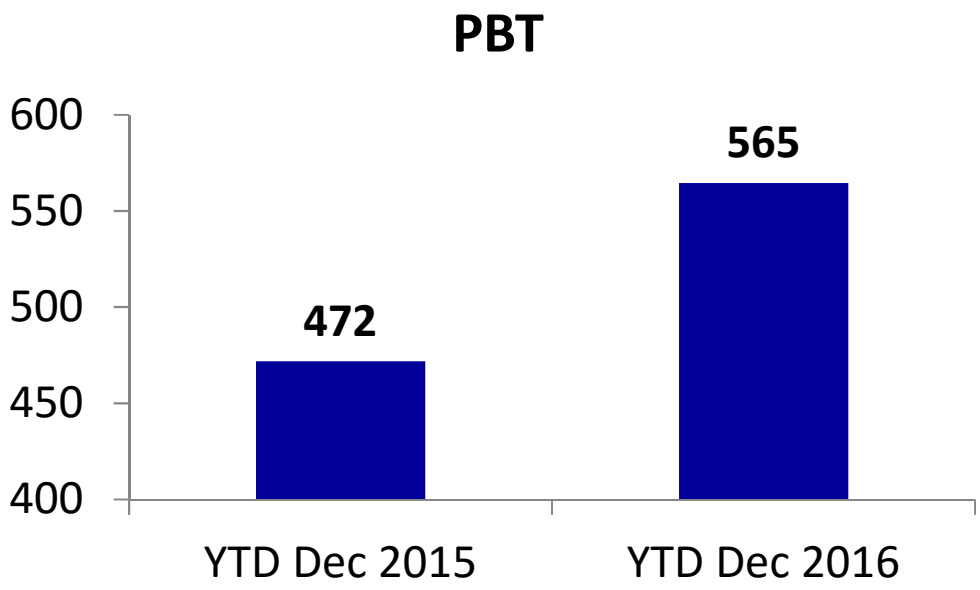


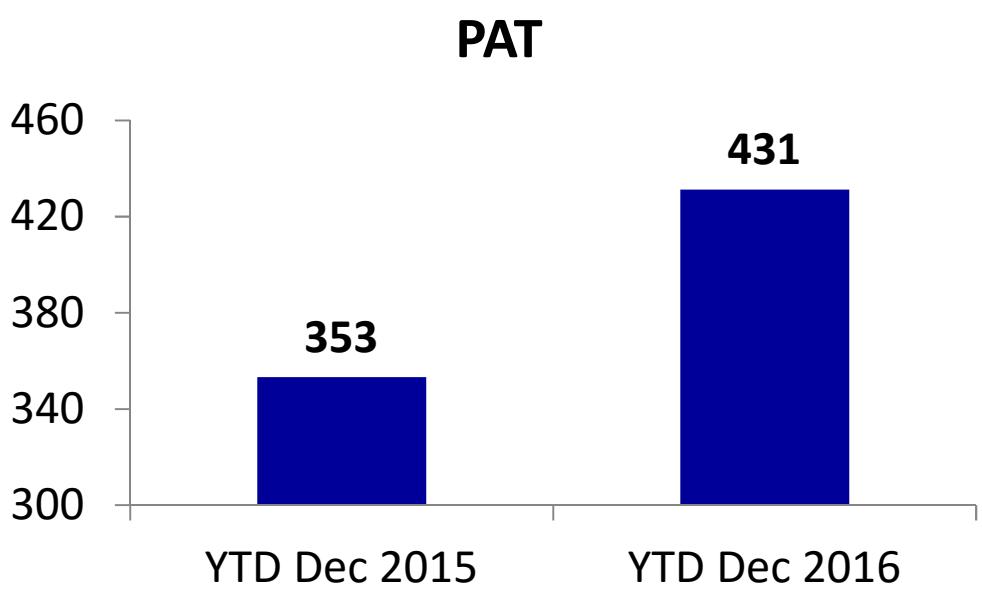


Financial performance Year to date Dec 2016

INR in Crores







TVSM Ind AS transition

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

SEBI Relaxation	Details
Financial results	For Q/E Dec 2016, submission of Ind-AS compliant financial results for the previous year ended March 31, 2016 are not mandatory.

Regrouping required in Ind AS

- In line with SEBI clarification dated Sep' 20, 2016, Revenue will be grossed up for excise duty in Quarterly / Annual results and excise duty will be shown as separate line item in Statement of Profit and Loss Account.
- Certain discounts / incentives earlier included under "other expenses" to be reduced from "Income from operations"
- Tools, dies and moulds to be included under Property, Plant and Equipment and depreciated over its useful life.

Statement of Reconciliation of Profit and OCI for Quarter ended & Year to date 31.12.2015

Description	Quarter Ended 31st December 2015	Nine Months Ended 31st December 2015
Net profit as per Indian GAAP	107.70	314.38
Add / Less: Actuarial Loss / (Gain) on Employee defined benefit plans recognised in "Other Comprehensive Income"	0.88	6.89
Add : Increase in fair value of financial assets	13.07	38.22
Add : Measurement of Financial Liabilities at Amortised Cost and impact of Derivative Contracts	0.17	(1.14)
Less : Tax on above	(1.61)	(5.10)
Net profit as per Ind AS	120.21	353.25
Other comprehensive income, net of income tax:		
i. Actuarial Loss on employee defined plans	(0.64)	(5.02)
ii. Increase / (decrease) in fair value of investments	3.34	4.49
	2.70	(0.53)
Total comprehensive income for the period	122.91	352.72

TVS

VOTED No. 1 IN CUSTOMER SATISFACTION.
THANK YOU INDIA.

TVS

TVS received the highest numerical score among two-wheeler manufacturers in the J.D. Power 2016 India Two-Wheeler Customer Service Index Study, based on 7,270 owners, surveyed from November 2015-March 2016, who purchased a new two-wheeler between November 2013 and March 2015 and received service at an authorized dealer or service center within 3 months of evaluation. Your experiences may vary. Visit india.jdpower.com .

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