



TVSM Results

Q/E 31st March 2018



Highlights - Q/E Mar 2018

- Revenue from operation excluding excise duty grew by 40.4% over Q4 of last year
- Total 2W sales numbers grew by 30.4% over Q4 of last year:
 - Scooters grew by 25%
 - Motorcycles grew by 61%
 - Mopeds grew by 5%
- Total 3W sales number grew by 90.7% over Q4 of last year
- PBT grew by 43.3% over Q4 of last year from Rs 134.0 Cr to Rs 192.1 Cr
- PAT grew by 30.6% over Q4 of last year from Rs 126.8 Cr to Rs 165.6 Cr



Sales - Q/E Mar 2018

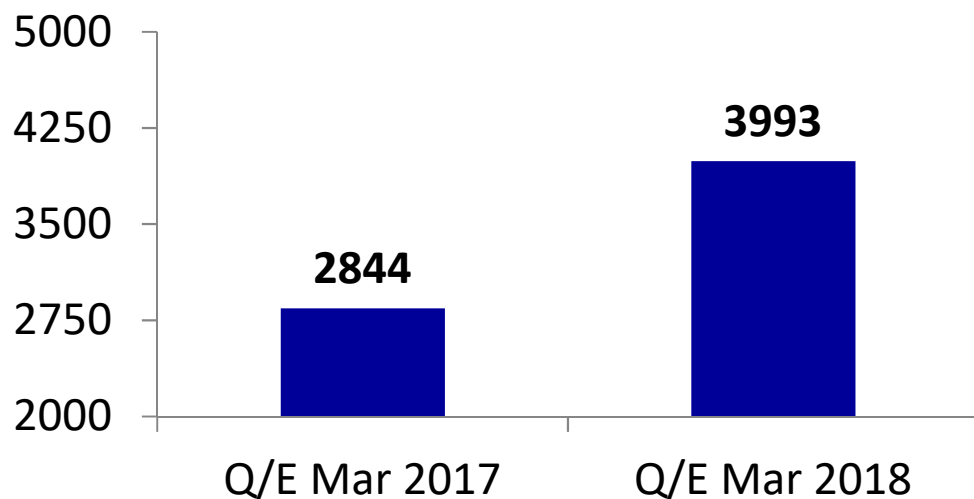
Nos. in '000

Q4 2016-17	Particulars	Q4 2017-18
215	Motorcycles	346
221	Mopeds	233
223	Scooters	280
15	Three wheelers	29
675	Total	889

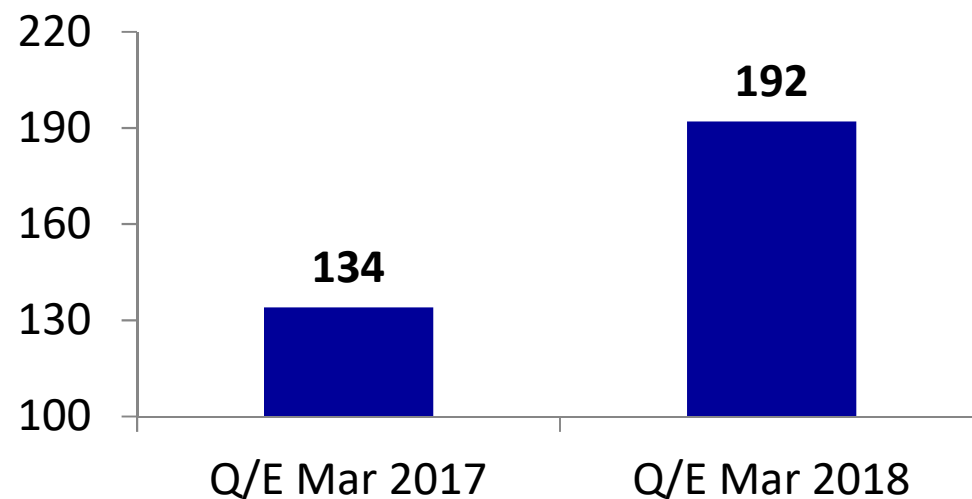


INR in Crores

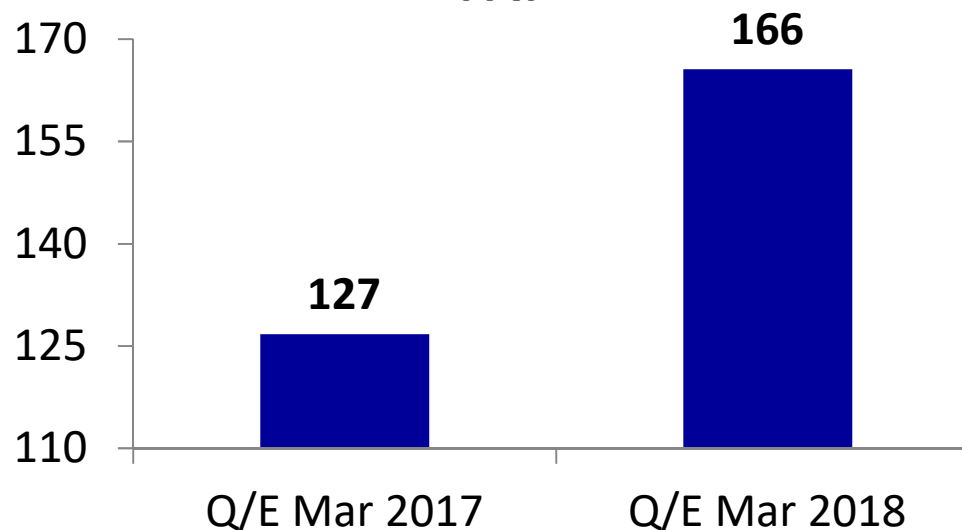
Revenue excluding excise duty



PBT



PAT





Highlights - FY 2017-18

- Revenue from operation excluding excise duty grew by 24.7% over 2016-17
- Total 2W sales numbers grew by 17.8%:
 - Scooters grew by 30%
 - Motorcycles grew by 26%
- Total 3W sales number grew by 42.5%
- PBT grew by 25.8% over 2016-17 - from Rs 698.7 Cr to Rs 878.6 Cr
- PAT grew by 18.7% over 2016-17 - from Rs 558.1 Cr to Rs 662.6 Cr



Sales – 2017-18

Nos. in '000

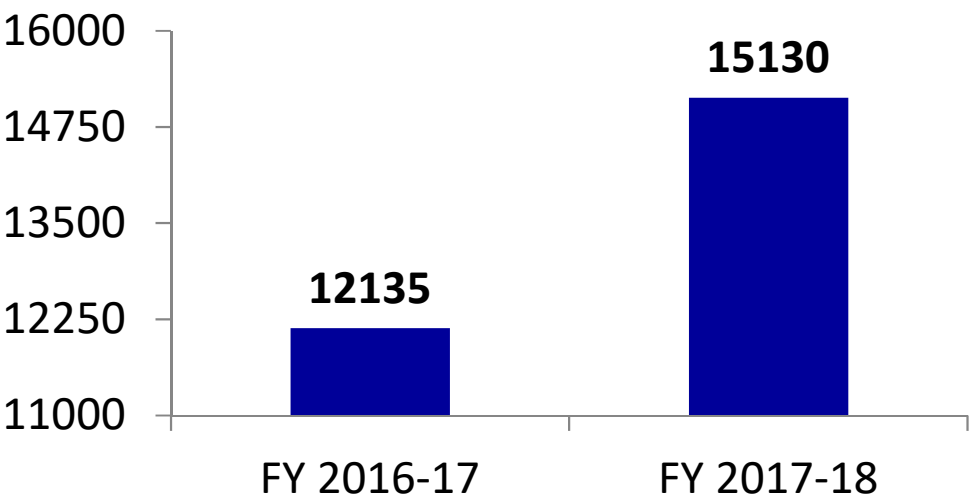
FY 2016-17	Particulars	FY 2017-18
1,077	Motorcycles	1,355
911	Mopeds	877
870	Scooters	1,135
69	Three wheelers	99
2,927	Total	3,466

Financial performance 2017-18

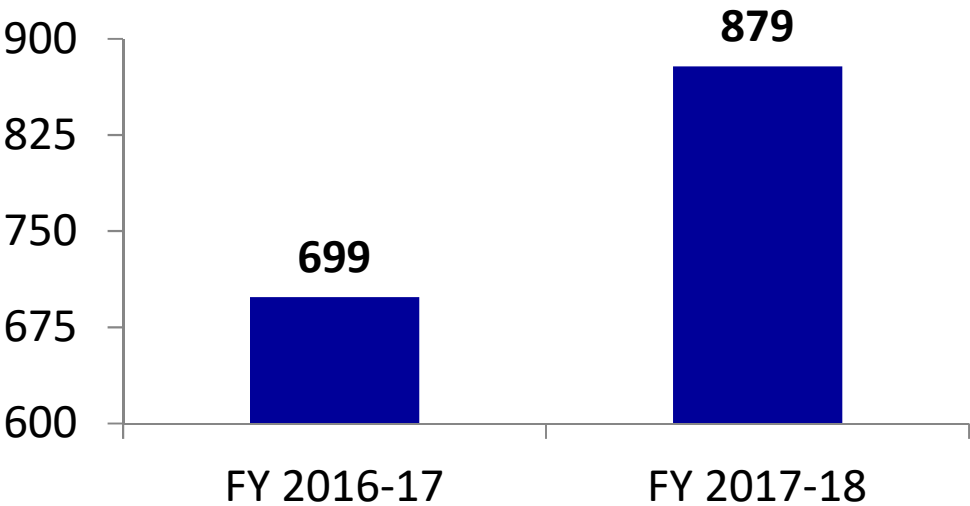


INR in Crores

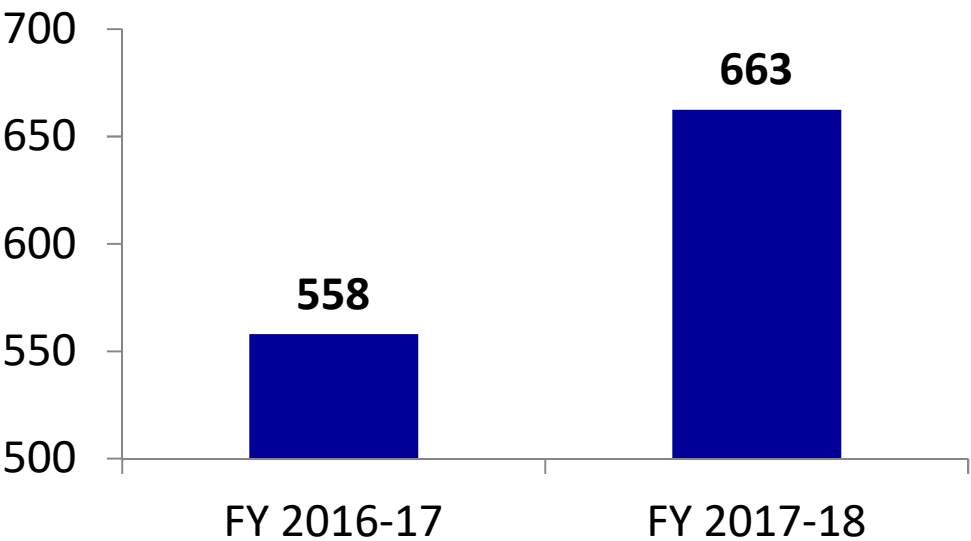
Revenue excluding excise duty



PBT



PAT





- TVS Motor Company was ranked number 1 in J.D. Power 2018 India Two-Wheeler Customer Service Index (2WCSI) for the 3rd year in succession.
- TVS Motor Company bagged top honors in J.D. Power 2018 India Two-Wheeler Initial Quality Study (2WIQS) and Two-Wheeler Automotive Product Execution & Layout (2WAPEAL) Study.
- In the 2WAPEAL Study, TVS Motor Company's products was ranked No. 1 in each of the product category - TVS Jupiter in scooter segment, TVS Apache RTR 180 in motorcycle premium segment, and TVS Star City+ in motorcycle economy segment. The 2WIQS Study ranked TVS Star City+ as best quality product in the economy segment.
- TVS Apache RR 310, won two prestigious awards at Autocar Awards 2018, Bike of the Year and Reader's Choice Bike.
- The Company also won the Bike Maker of the Year award at Times Auto Awards 2018.



New product / refresh

TVS

TVS NTORQ



TVS Victor Matt Silver





TVS Apache RTR 200 Fi 4V



**VOTED
No.**

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**IN CUSTOMER SATISFACTION.
THANK YOU INDIA.**

TVS 



PRESENTED TO
TVS
BY J.D. POWER





Thank you

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