



TVSM Results Q/E 30th September 2020



Highlights - Q/E September 2020

- Despite COVID-19 challenges TVSM strengthened its supply chain during Sep'20 quarter. The production and sales improved consistently from Jul'20 onwards.
- In the month of Jul'20 the total 2W sales was 2.44 lakh numbers, it improved to 2.77 lakh numbers in Aug'20 and in Sep'20 sales further improved to 3.13 lakh numbers. Consequently, the total 2W sales of 8.34 lakh for the quarter was almost in line with last year second quarter number of 8.42 lakh.
- 2W export sales grown by 7.8% compared to Q2 of last year.
- Strong focus on cost reduction initiatives helped the company to improve EBITDA for the quarter to 9.3% compared to 8.8% during Q2 of 2019-20.
- PBT before exceptional items for the quarter is Rs 267.4 crores compared to Rs 234.3 crores of last year.

Sales - Q/E Sep 2020

Nos. in '000



Q2 2019-20	Particulars	Q2 2020-21
342	Motorcycles	366
168	Mopeds	199
333	Scooters	270
43	Three wheelers	33
886	Total	868



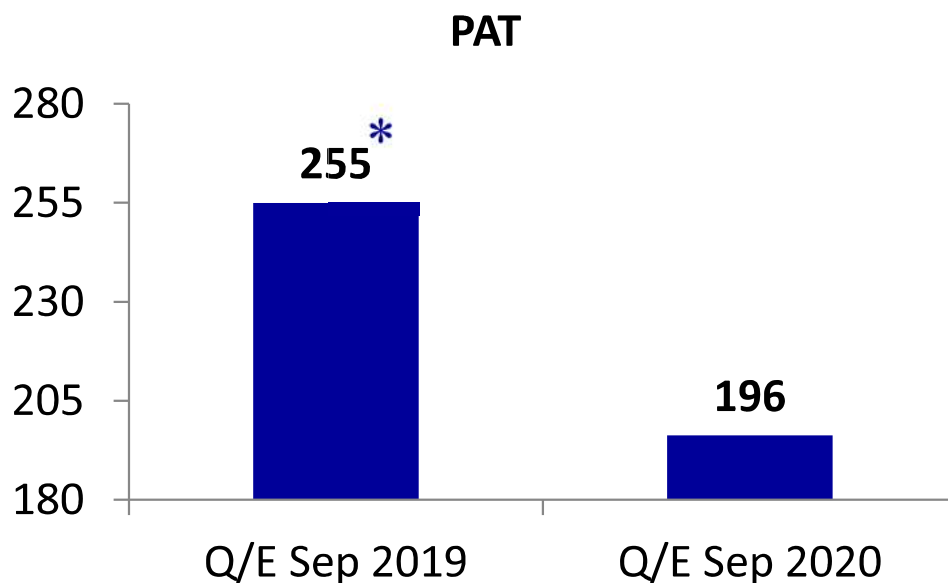
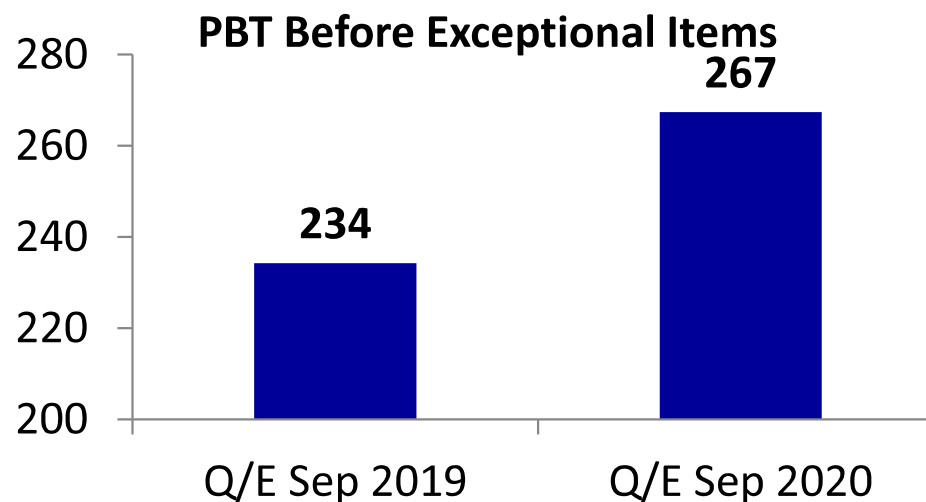
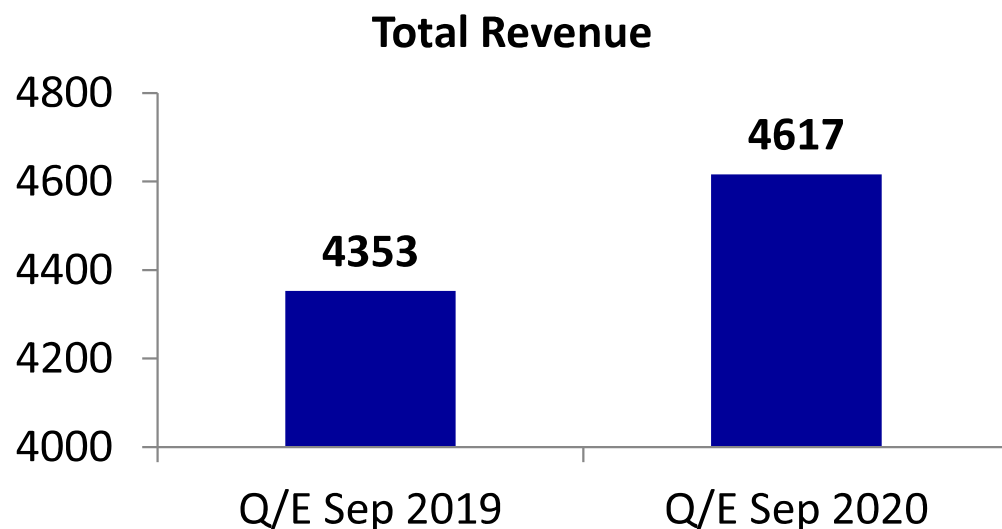
Sales – YTD Sep 2020

Nos. in '000

Apr-Sep 2019	Particulars	Apr-Sep 2020
759	Motorcycles	485
340	Mopeds	253
627	Scooters	352
83	Three wheelers	45
1,809	Total	1,135



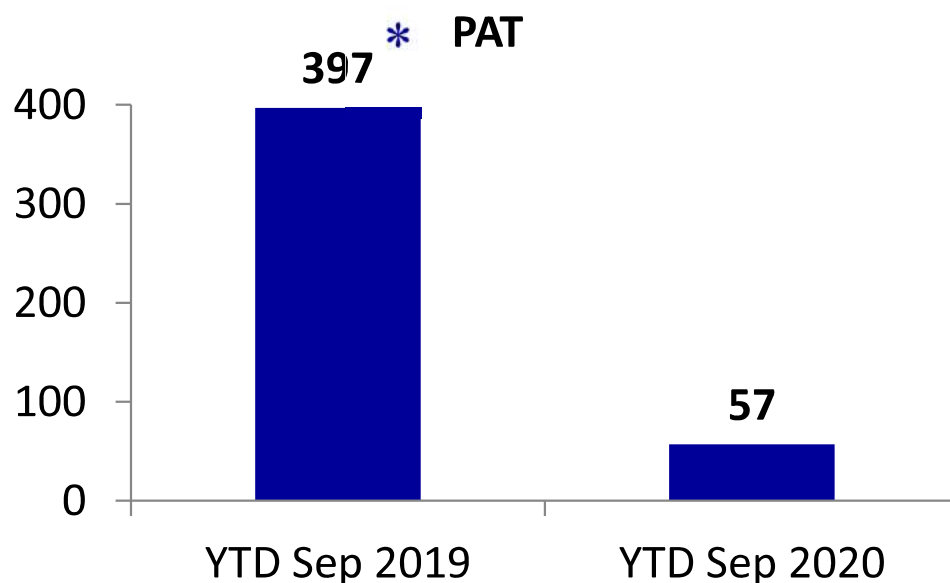
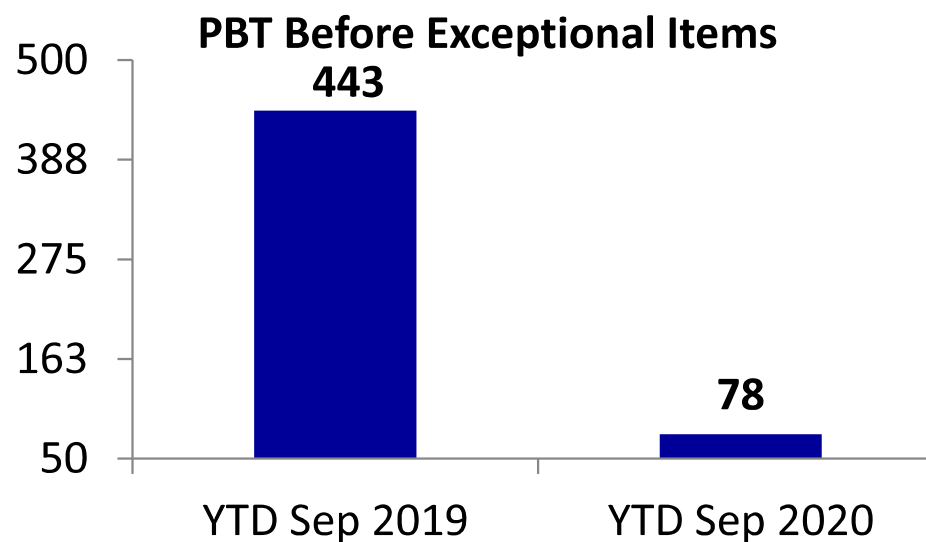
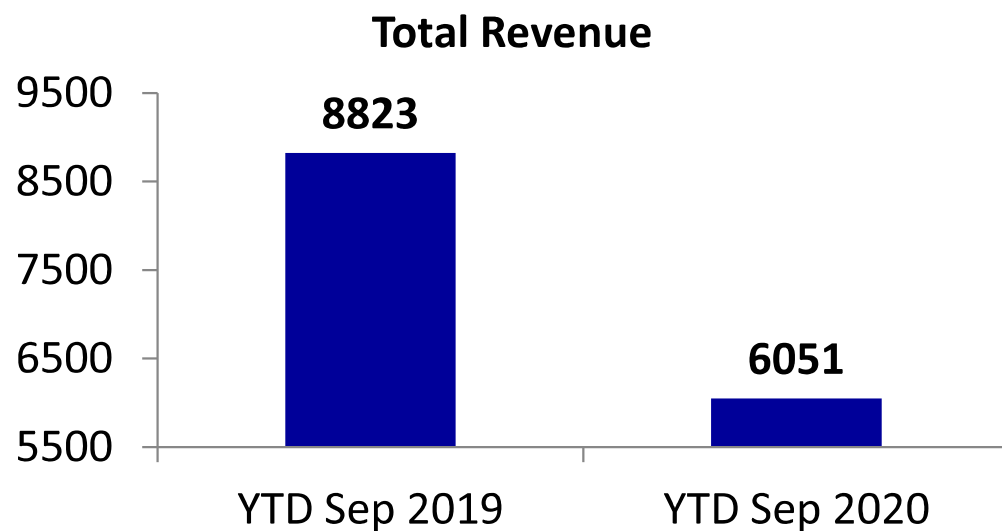
INR in Crores



* Includes an exceptional gain of Rs. 62.48 Cr (net of tax)



INR in Crores



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TVS NTORQ 125 SuperSquad Edition Combat Blue



TVS

TVS NTORQ RACE EDITION Glossy Yellow + Black



TVSM Results – Q/E 30th September 2020

Presentation dated 29th October 2020

Slide no. 8

TVS

Apache RTR 200 4V Single-Channel ABS Black





Thank you

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