



TVSM Results

Q/E 31st Dec 2017



Highlights - Q/E Dec 2017

- Revenue from operation excluding excise duty grew by 23.5% over Q3 of last year
- Total 2W sales numbers grew by 13.8% over Q3 of last year:
 - Scooters grew by 22%
 - Motorcycles grew by 27%
- Total 3W sales number grew by 67.7% over Q3 of last year
- PBT grew by 23.9% over Q3 of last year from Rs 169.8 Cr to Rs 210.4 Cr
- PAT grew by 16.3% over Q3 of last year from Rs 132.7 Cr to Rs 154.3 Cr
- Operating EBITDA for Q3 of 2017-18 is higher at 7.8% compared to 7.3% of Q3 of 2016-17



Sales - Q/E Dec 2017

Nos. in '000

Q3 2016-17	Particulars	Q3 2017-18
248	Motorcycles	314
234	Mopeds	216
221	Scooters	269
16	Three wheelers	27
719	Total	826



Sales – Apr to Dec 2017

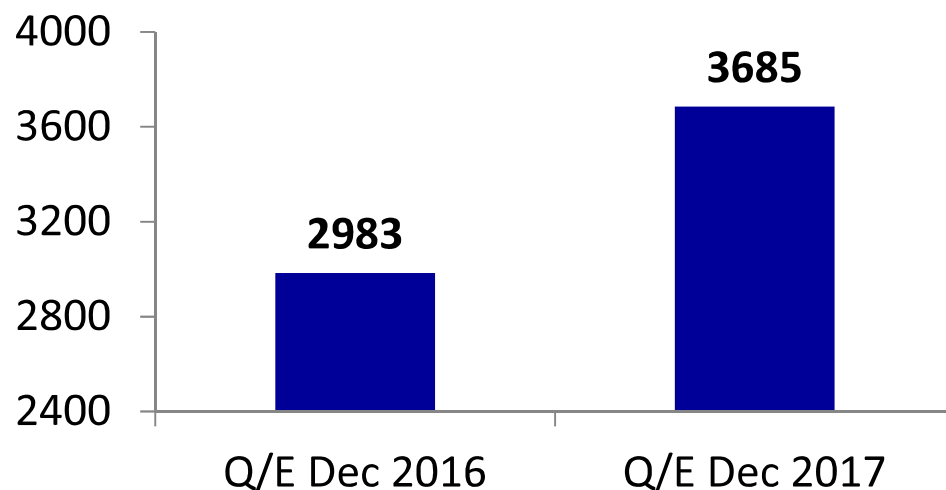
Nos. in '000

Apr to Dec 2016	Particulars	Apr to Dec 2017
862	Motorcycles	1009
689	Mopeds	644
647	Scooters	855
54	Three wheelers	69
2252	Total	2577

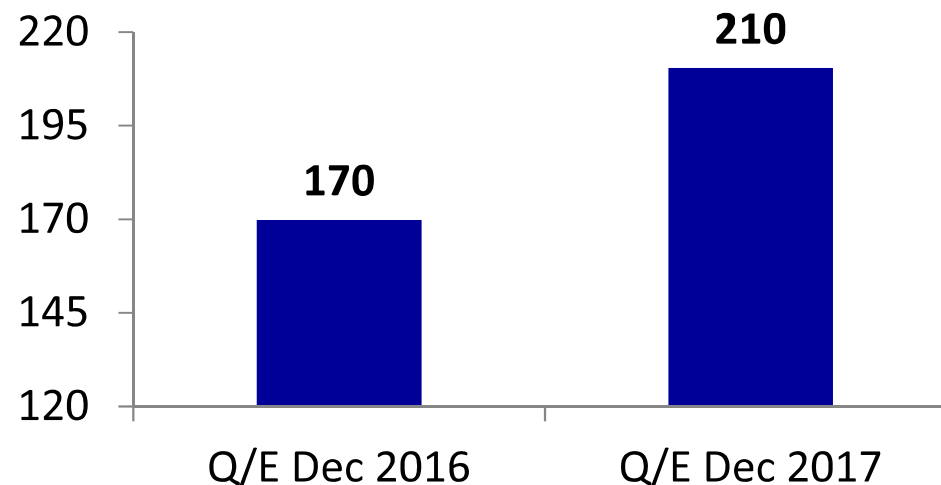


INR in Crores

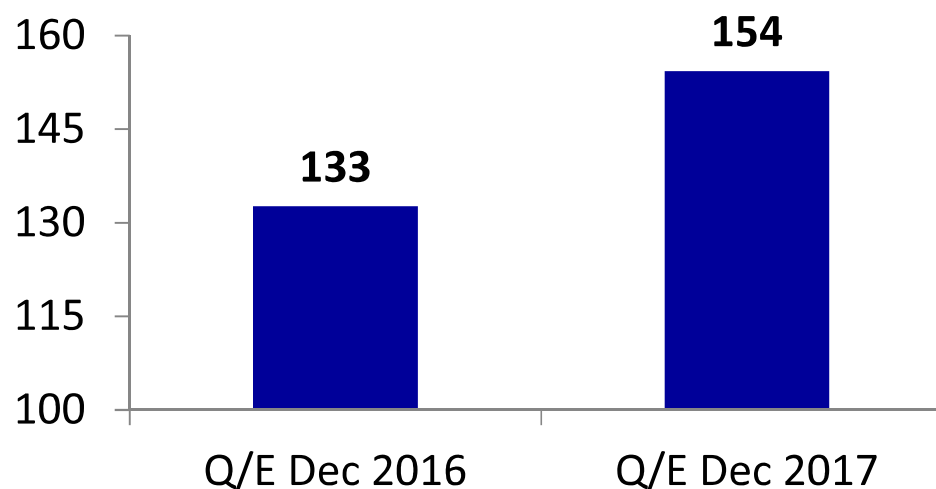
Revenue excluding excise duty



PBT



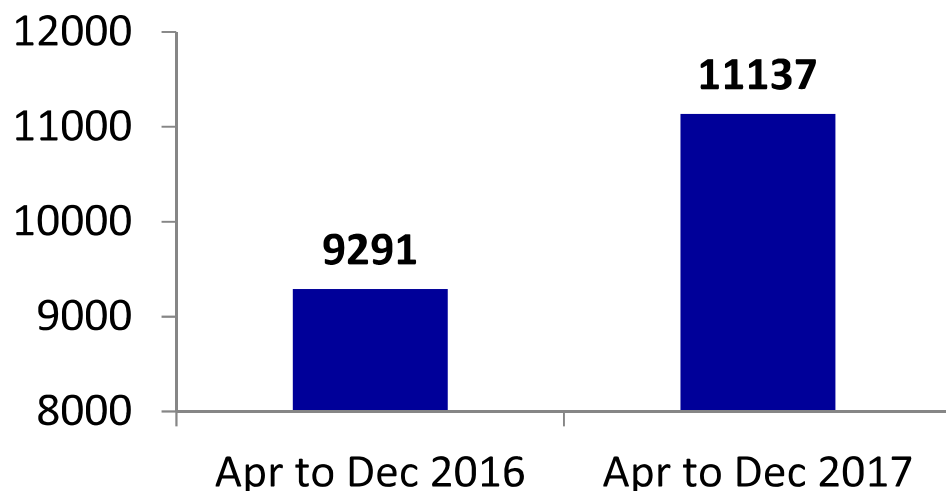
PAT



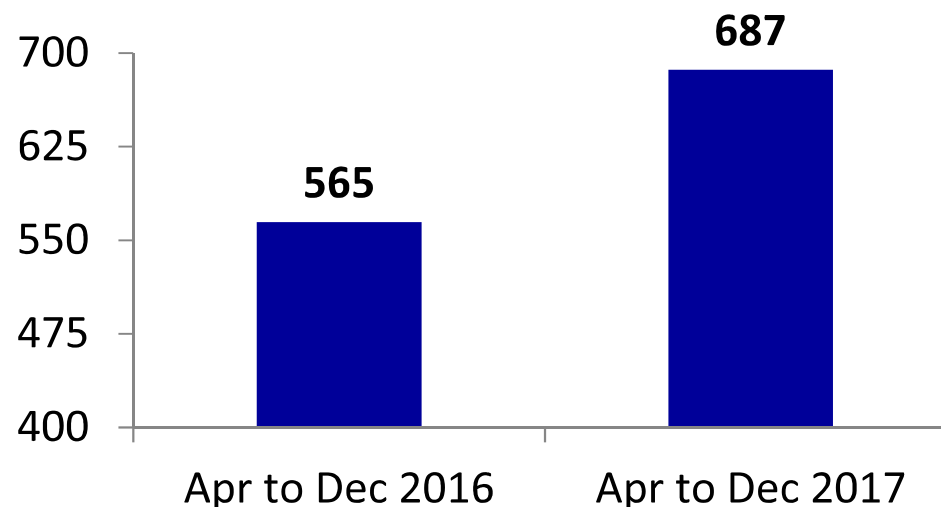


INR in Crores

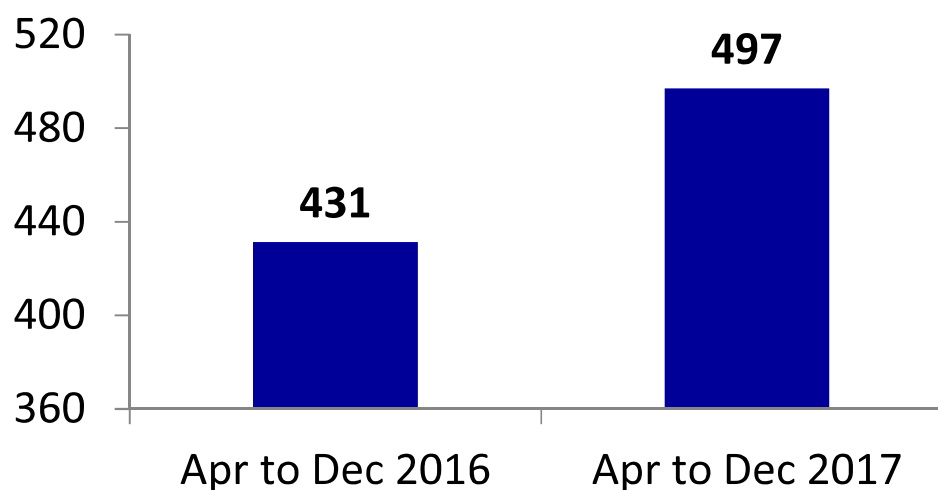
Revenue excluding excise duty



PBT



PAT





Product / Refresh launches during the Quarter ending Dec 2017

TVS

Apache RR 310



TVSM Results – Q/E 31st Dec 2017

Presentation dated 30th Jan 2018

Slide no. 8



TVS

Jupiter Classic Autumn Brown



TVSM Results – Q/E 31st Dec 2017

Presentation dated 30th Jan 2018

Slide no. 10

Scooty Zest matte purple





Thank you

No part of this presentation is to be circulated, quoted, or reproduced for any distribution without prior written approval from TVS Motor Company Limited, PB 4, Harita, Hosur-635109, Tamilnadu, India. Certain parts of this presentation may be “forward looking statements” within the meaning of applicable laws and regulations and actuals may differ from those either expressed or implied.