



TVSM Results

Q/E 31st Dec 2018



Highlights - Q/E Dec 2018

- Total revenue grew by 26% over Q3 of last year
- 2W sales numbers grew by 19% over Q3 of last year:
 - Scooters grew by 32%
 - Motorcycles grew by 20%
- 3W sales numbers grew by 47% over Q3 of last year.
- PBT for Q3 18-19 is Rs 258.4 Cr as compared to Rs 210.4 Cr of Q3 17-18, growth of 23%.
- PAT for Q3 18-19 is Rs 178.4 Cr as compared to Rs 154.3 Cr of Q3 17-18, growth of 16%.
- EBITDA for Q3 is Rs 375.7 Cr as compared to Rs 300.5 Cr of Q3 17-18, growth of 25%.



Highlights - Q/E Dec 2018

- TVS Motor Company bagged 2 prestigious awards at the CII-ITC Sustainability Awards 2018. The categories for which the company won the awards are namely the 'Corporate Excellence Award' and 'Corporate Social Responsibility Award'.
- The premium motorcycle brand "Apache" crossed a key sales milestone of 3 million units.
- Variants of TVS Apache RTR 180 and NTORQ were launched.
- TVS NTORQ, TVS Apache RTR 160 4V and TVS Radeon won several awards.



Sales - Q/E Dec 2018

Nos. in '000

Q3 2017-18	Particulars	Q3 2018-19
314	Motorcycles	378
216	Mopeds	218
269	Scooters	354
27	Three wheelers	40
826	Total	990



Sales - YTD Dec 2018

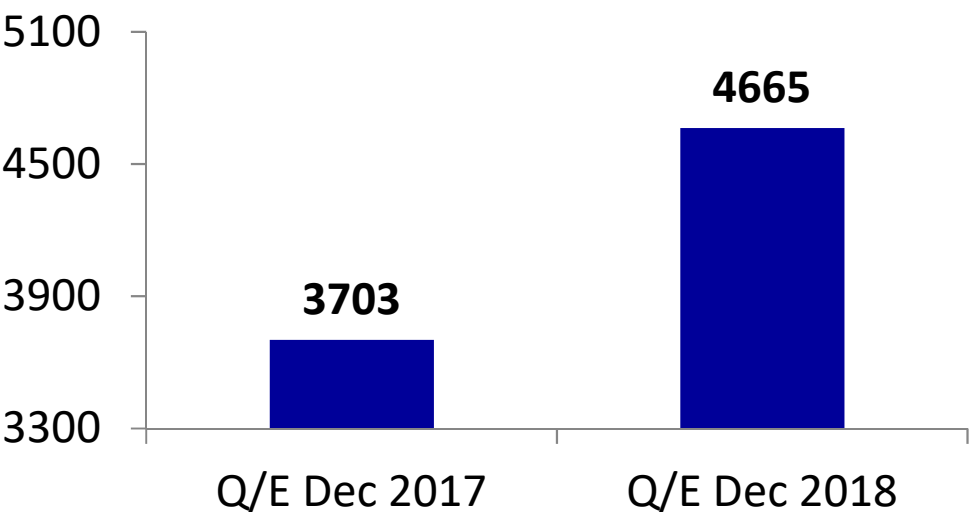
Nos. in '000

Apr to Dec 2017	Particulars	Apr to Dec 2018
1,009	Motorcycles	1,184
644	Mopeds	677
855	Scooters	1,030
69	Three wheelers	115
2,577	Total	3,006

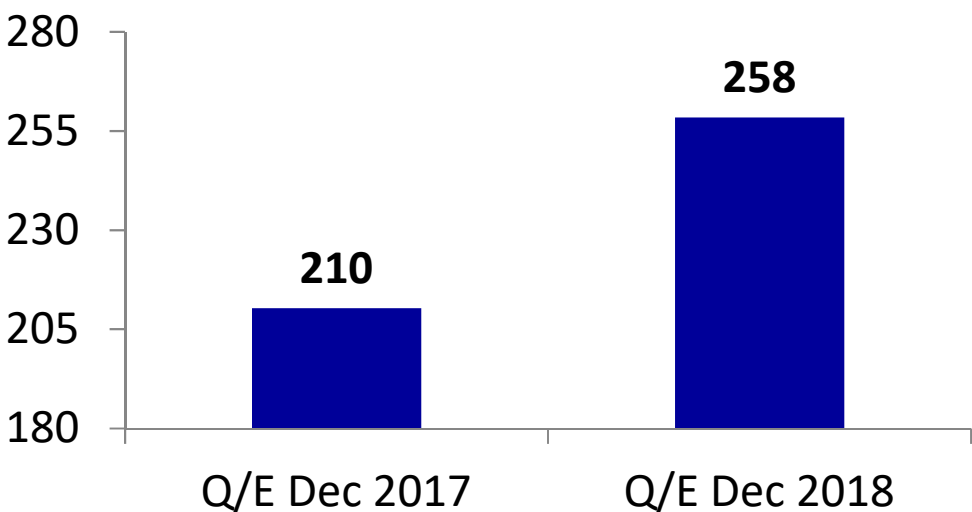


INR in Crores

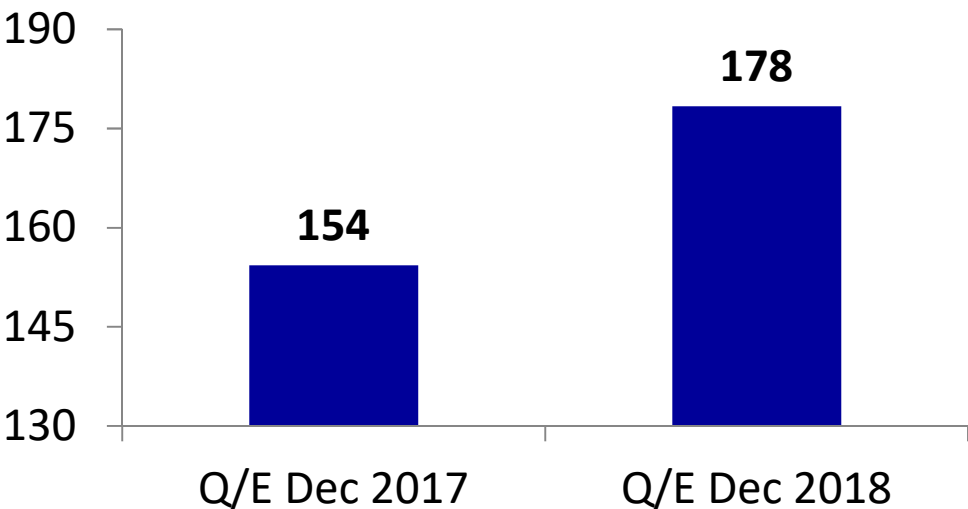
Total Income



PBT



PAT

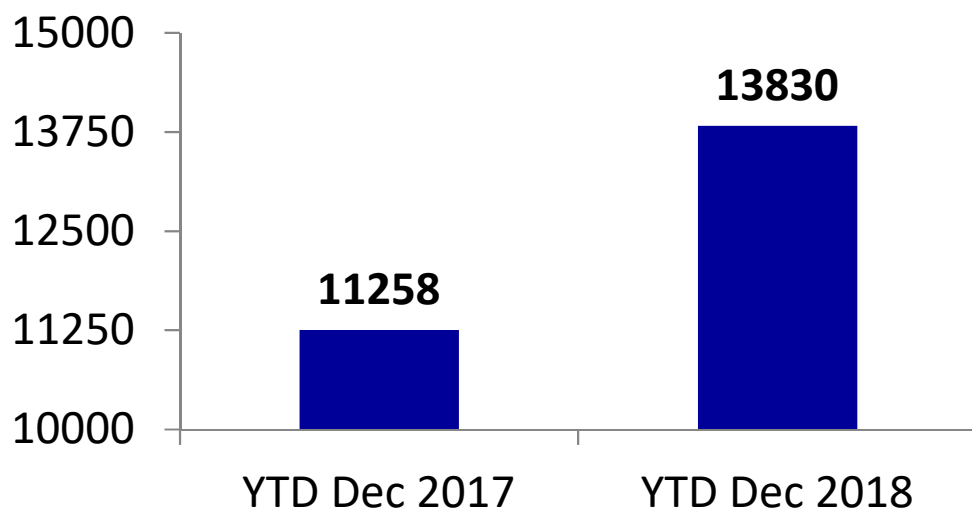


Financial performance YTD Dec 2018

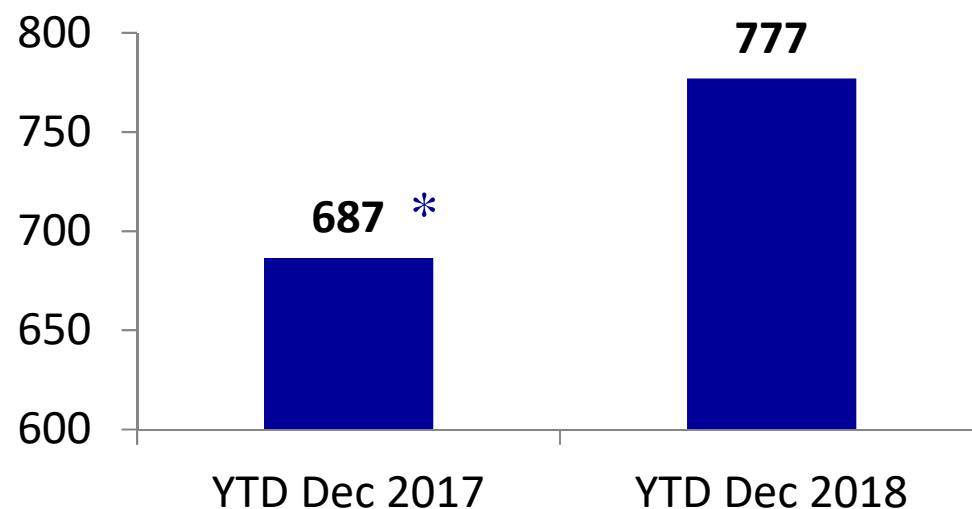


INR in Crores

Total Income excluding excise duty

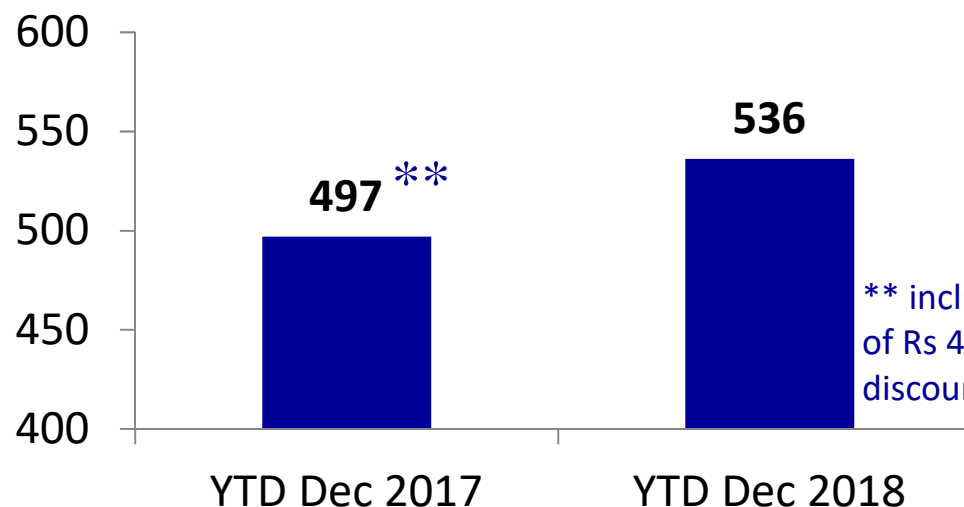


PBT



* includes notional fair valuation gain of Rs 68.3 Cr and one-time debit for GST discount of Rs 16.5 Cr.

PAT



** includes notional fair valuation gain of Rs 49.2 Cr and one-time debit for GST discount of Rs 11.9 Cr. (Net of tax)







Thank you

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