

# **TVSM Results Q/E 31<sup>st</sup> March 2021**



# Highlights - Q/E March 2021

- Revenue from operations grew by 53% at Rs 5,322 crores during the quarter as against Rs.3,481 cores during last year fourth quarter.
- 2W domestic sales grew by 41% compared to Q4 of last year.
- 2W export sales grew by 74% compared to Q4 of last year.
- Registered highest ever EBITDA of Rs.536 crores; grew by 119% over Q4 of last year.
- Robust growth in revenue coupled with continued focus in cost reduction initiatives helped the company to improve EBITDA for the quarter to 10.1% compared to 7.0% during Q4 of 2019-20 and 9.5% during Q3 of 2020-21.
- Registered highest ever PBT for the quarter of Rs 387 crores (LY Rs. 90 crores); grew by 331% over Q4 of last year.
- PAT for the quarter is at Rs. 289 crores (LY Rs.74 crores); grew by 292%.



# Highlights - Y/E March 2021

- Revenue from Operations grew by 2% from Rs 16,423 crores to Rs 16,751 crores
- Export sales of 2W during the year grew by 13% over last year.
- Domestic 2W sales numbers declined by 10% over last year.
- Operating EBITDA for the year is higher at 8.5% compared to 8.2% of last year despite COVID-19 related lockdown during the Q1 of 2020-21.
- PBT grew by 10% at Rs.826 crores as against Rs.754 crores during last year. It may be noted that current year PBT of Rs.826 crores for the year is despite loss of Rs.190 Crores during Q1 of 2020-21 due to COVID-19 related lockdown.
- PAT for the year grew by 3% from Rs.592 crores to Rs.612 crores despite loss of Rs.139 crores during Q1 of 2020-21 due to COVID-19 related lockdown.
- This is possible due to significant revival in sales from Q2, premiumization, higher sales in international markets, material cost reduction and other fixed cost reduction.



# Sales - Q/E Mar 2021

Nos. in '000

| Q4<br>2019-20 | Particulars    | Q4<br>2020-21 |
|---------------|----------------|---------------|
| 280           | Motorcycles    | 431           |
| 143           | Mopeds         | 157           |
| 167           | Scooters       | 298           |
| 43            | Three wheelers | 41            |
| <b>633</b>    | <b>Total</b>   | <b>928</b>    |



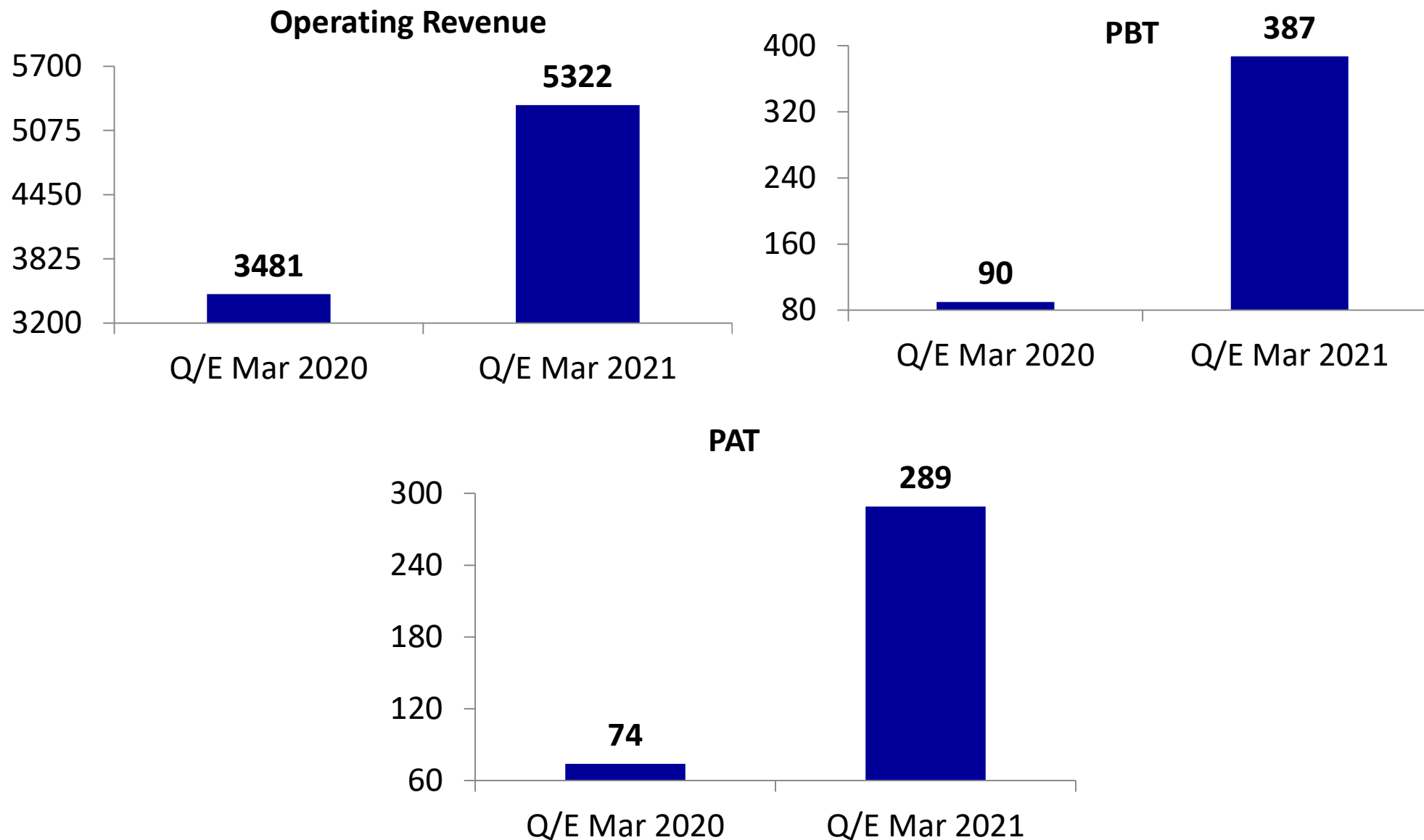
# Sales - YE 2020-21

Nos. in '000

| <b>FY<br/>2019-20</b> | <b>Particulars</b> | <b>FY<br/>2020-21</b> |
|-----------------------|--------------------|-----------------------|
| 1,364                 | Motorcycles        | 1,342                 |
| 650                   | Mopeds             | 625                   |
| 1,075                 | Scooters           | 961                   |
| 174                   | Three wheelers     | 124                   |
| <b>3,263</b>          | <b>Total</b>       | <b>3,052</b>          |

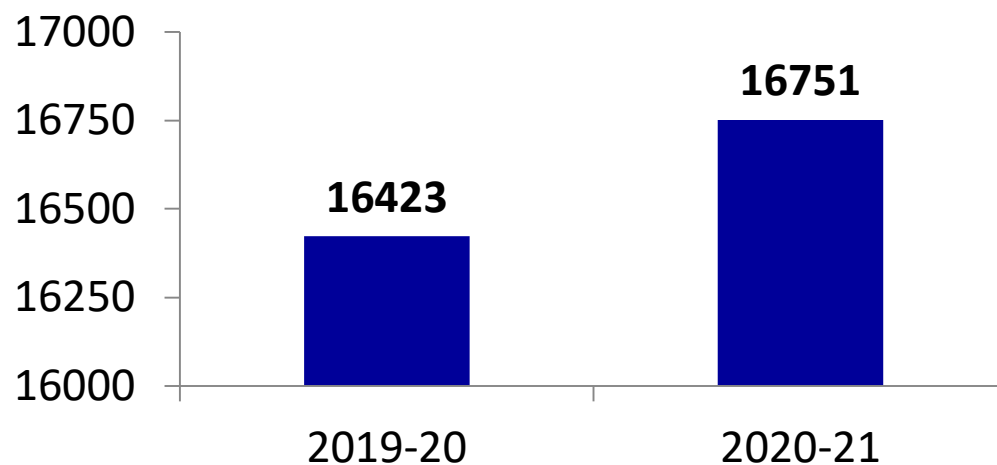
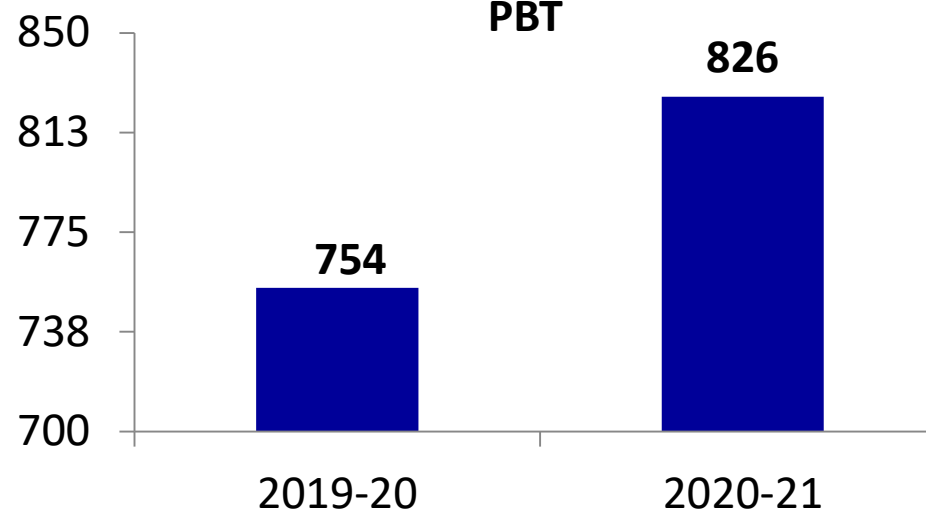
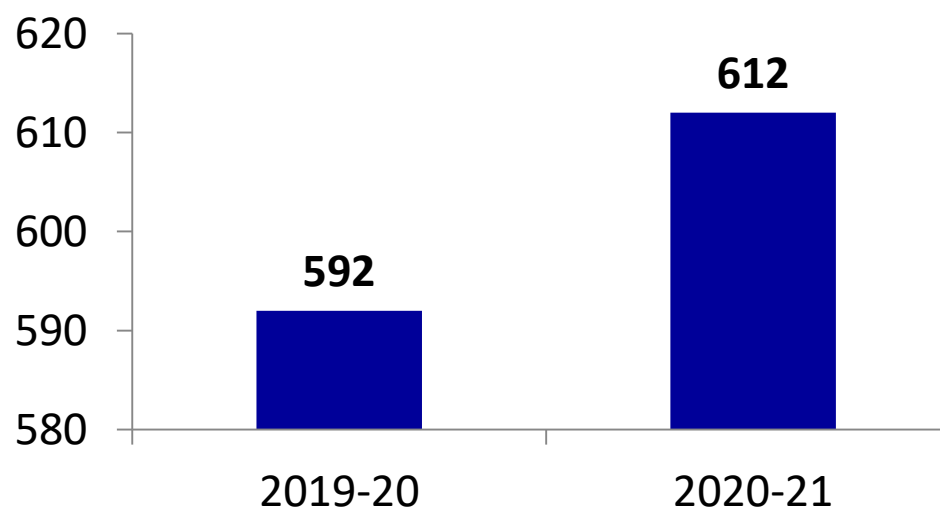


INR in Crores





INR in Crores

**Operating Revenue****PBT****PAT**



# TVS NTORQ 125 SuperSquad Edition Stealth Black



Classification: **Plus**

TVSM Results – Q/E 31<sup>st</sup> March 2021 / Presentation dated 27<sup>th</sup> April 2021

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**TVS**

# TVS Jupiter IntelliGo Royal Wine



Classification: **Public**

TVSM Results – Q/E 31<sup>st</sup> March 2021 / Presentation dated 27<sup>th</sup> April 2021

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# Thank you

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