



TVSM Results

Q/E 31st Mar 2020



- Export sales of 2W during the year grew by 9% compared to previous year.
- 3W sales during the year grew by 11% compared to previous year.
- In the month of March 2020, the Company has also spent Rs. 32.3 Crores towards COVID-19 related expenses and the same is reported as 'exceptional item'.
- During last 10 days of March 2020, retail sales suffered due to Country shutdown. There were some vehicles of BS IV with the dealers which needed onetime additional discount to liquidate before 31st March 2020. An amount of Rs.22.0 Crores was given as an additional discount and the same has been reduced from operating revenue.
- Operating EBITDA for the year before onetime discount and exceptional item is higher at 8.3% compared to 7.9% of previous year.
- Profit Before Tax (PBT) after the onetime discount and exceptional item is Rs. 754.4 Crores for the year
- Profit After Tax (PAT) after the onetime discount and exceptional item is Rs. 592.2 Crores for the year



Sales – FY 2019-20

Nos. in '000

FY 2018-19	Particulars	FY 2019-20
1,559	Motorcycles	1,363
897	Mopeds	651
1,301	Scooters	1,075
157	Three wheelers	174
3,914	Total	3,263



Sales - Q/E Mar 2020

Nos. in '000

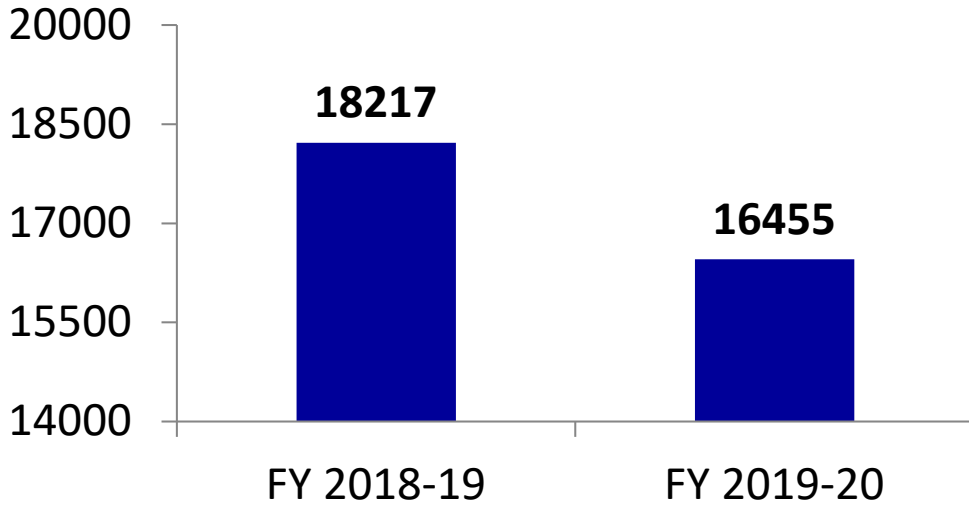
Q4 2018-19	Particulars	Q4 2019-20
375	Motorcycles	279
220	Mopeds	144
271	Scooters	167
41	Three wheelers	43
907	Total	633

Financial performance FY 2019-20

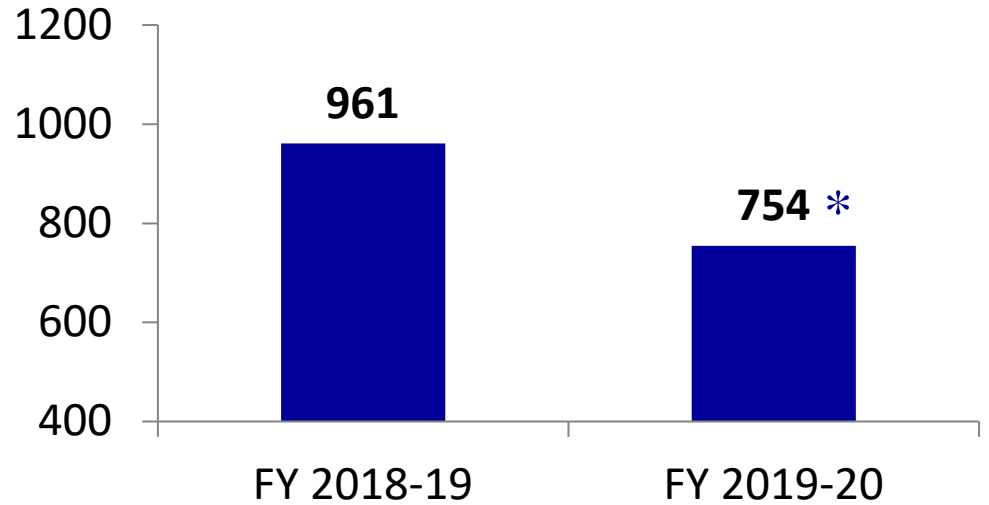


INR in Crores

Total Revenue

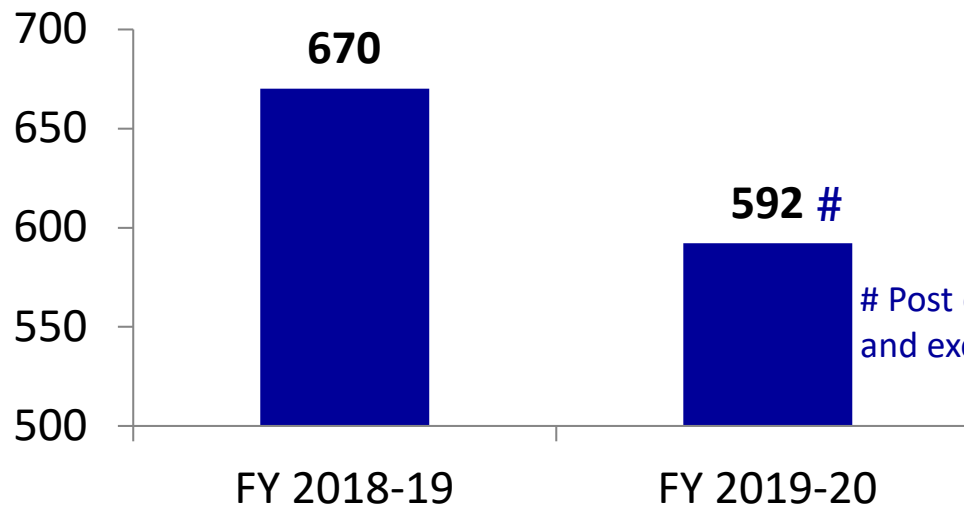


PBT



* Post onetime discount of Rs 22.0 crores and exceptional item of Rs 32.3 crores.

PAT



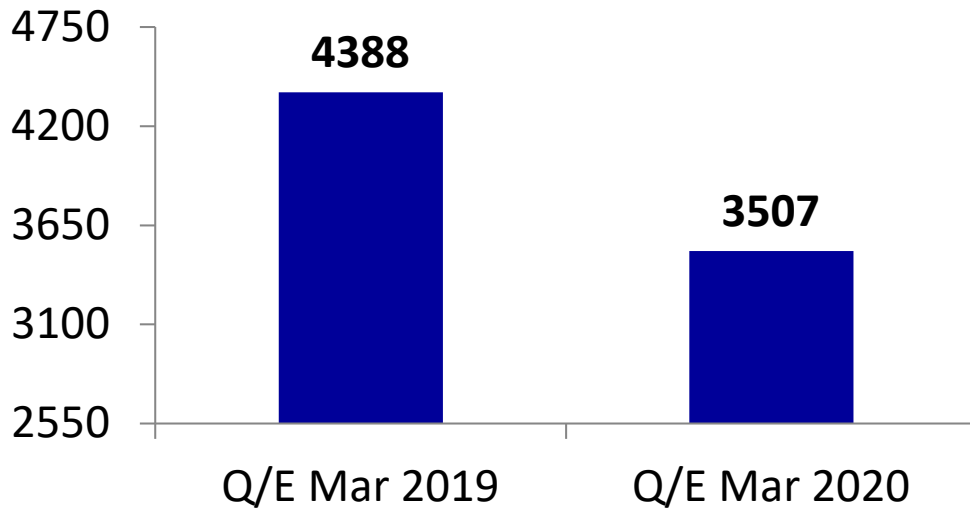
Post onetime discount of Rs 17.3 crores and exceptional item of Rs 25.4 crores.

Financial performance Q/E Mar 2020

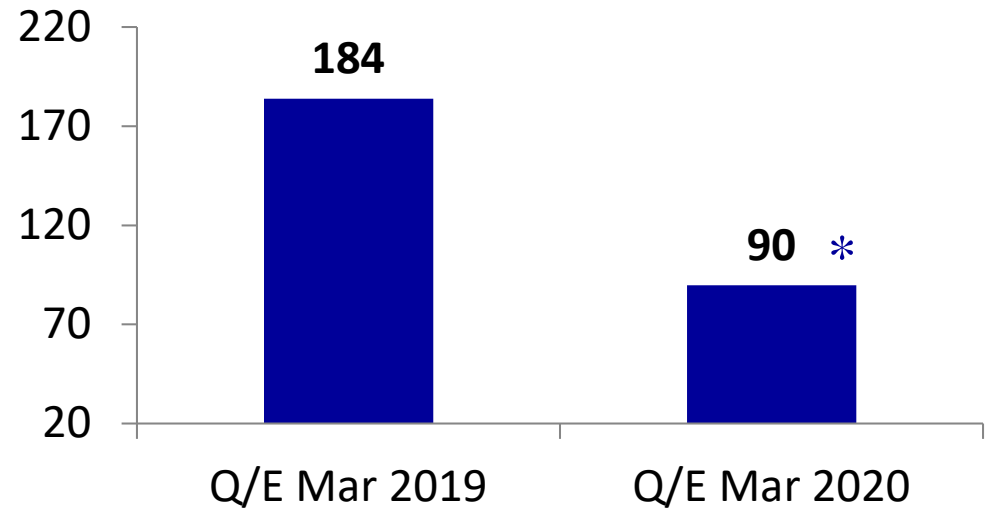


INR in Crores

Total Revenue

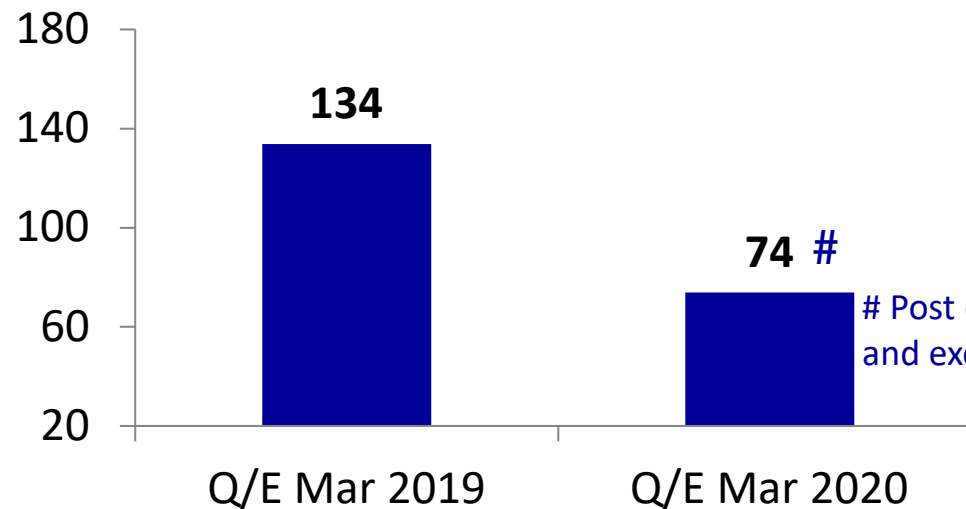


PBT



* Post onetime discount of Rs 22.0 crores and exceptional item of Rs 32.3 crores.

PAT



Post onetime discount of Rs 17.3 crores and exceptional item of Rs 25.4 crores.

TVS

TVS Apache RTR BS VI Range



TVSM Results – Q/E 31st Mar 2020

Presentation dated 28th May 2020

Slide no. 7

TVS

TVS Jupiter ZX BS VI



TVS

TVS Scooty pep+ BS VI



TVS NTORQ BS VI





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.