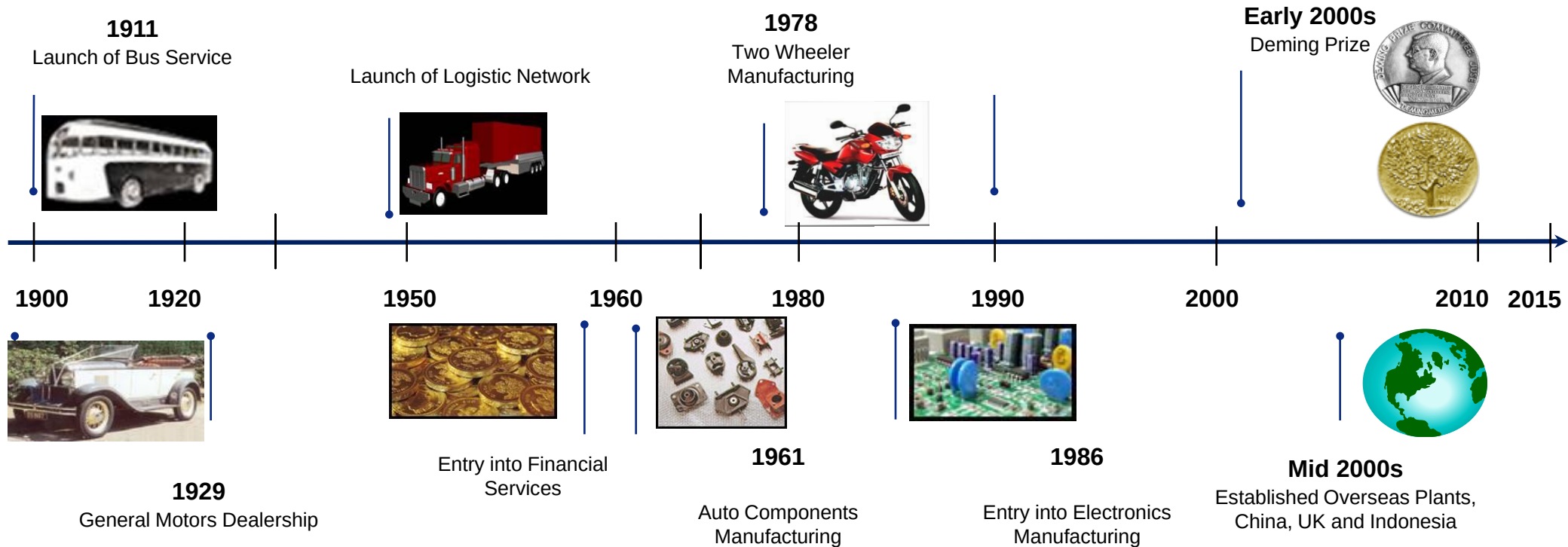




– poised for Quality growth

TVS Group – Our Journey



Established in 1911, TVS Group today is a US\$ 7 Bn diversified conglomerate with interests across Automotive, Manufacturing, Logistics and Electronics

TVS Motor – Shaping Indian Two Wheeler Industry since 1980



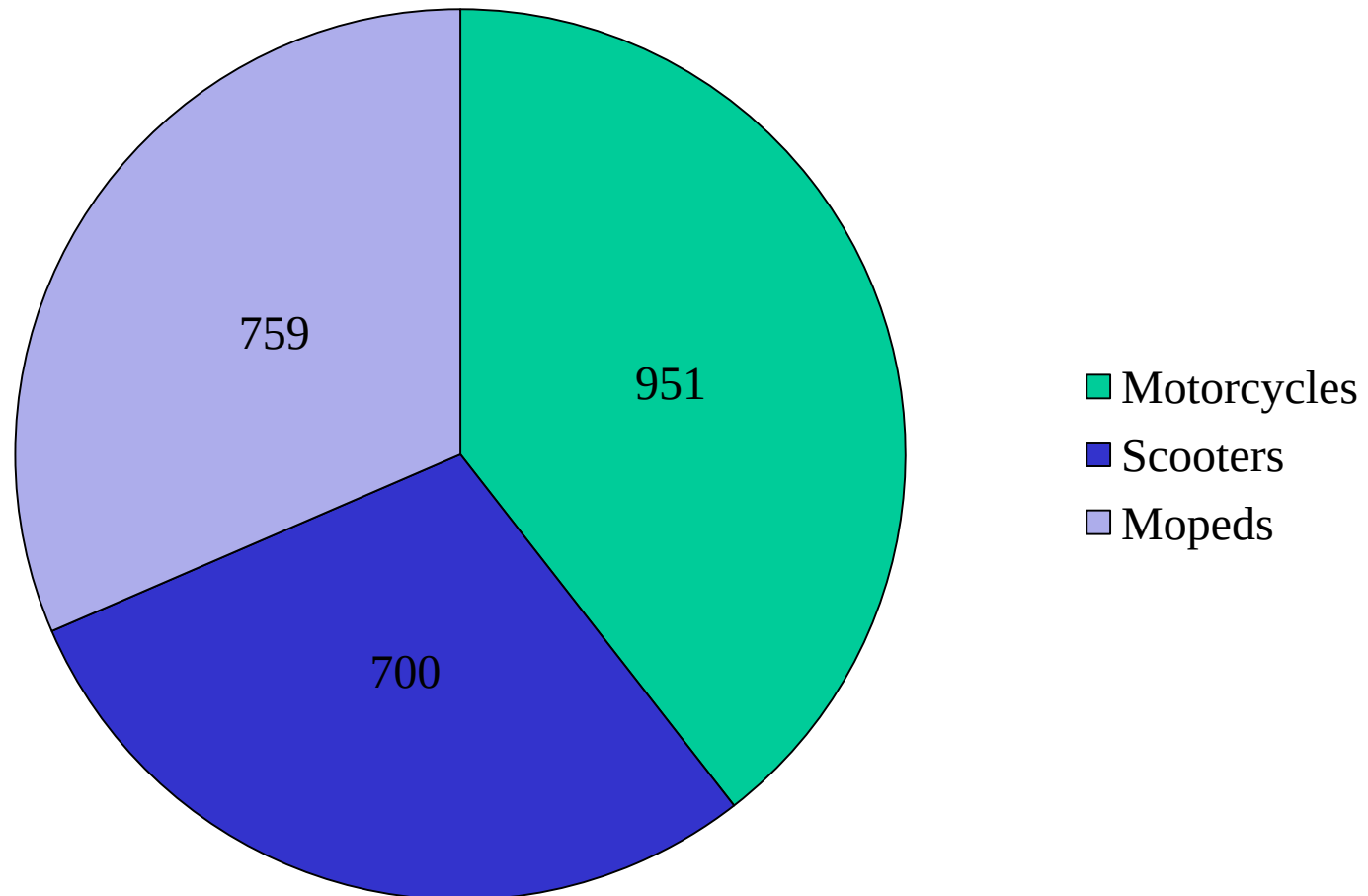
Company overview

- ❑ One of the largest two and three wheeler companies
- ❑ State-of-the-art manufacturing plants located in Karnataka, Tamil Nadu, Himachal Pradesh and Indonesia
- ❑ Capacity as of March 2015 - 3.2 Million 2 Wheelers
1.2 Lakhs 3 Wheelers
- ❑ Strong world-class in-house R & D
- ❑ Robust supplier base
- ❑ Extensive all India sales & service network
- ❑ Rapid growth in exports
- ❑ Total Revenue (2014-15) : Rs. 10,131 Cr.

Strong presence in all 3 segments of 2 Wheeler- (Domestic + Exports)

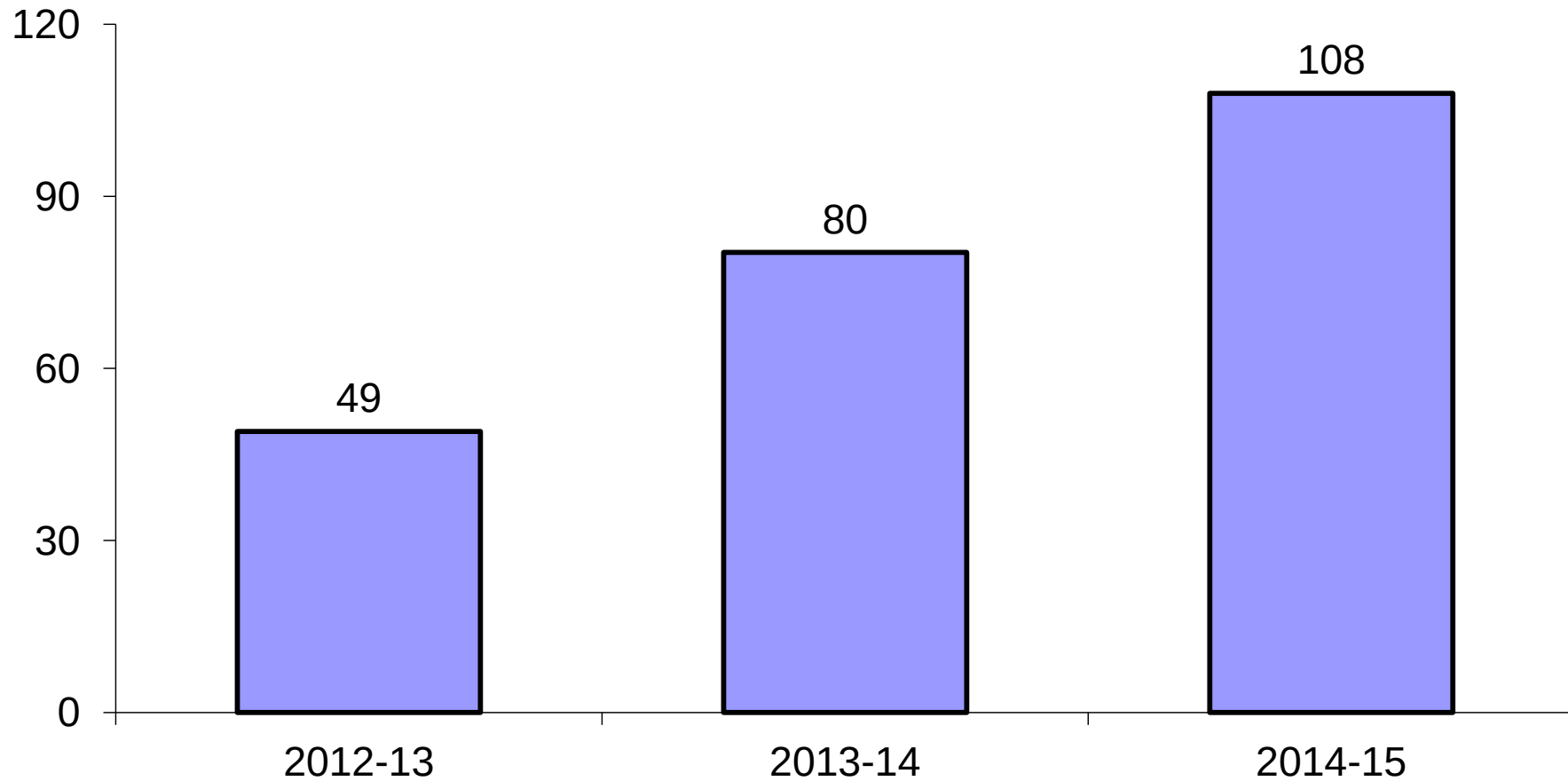
(nos. in 000's)

Total sales numbers 2014-15 : 2410



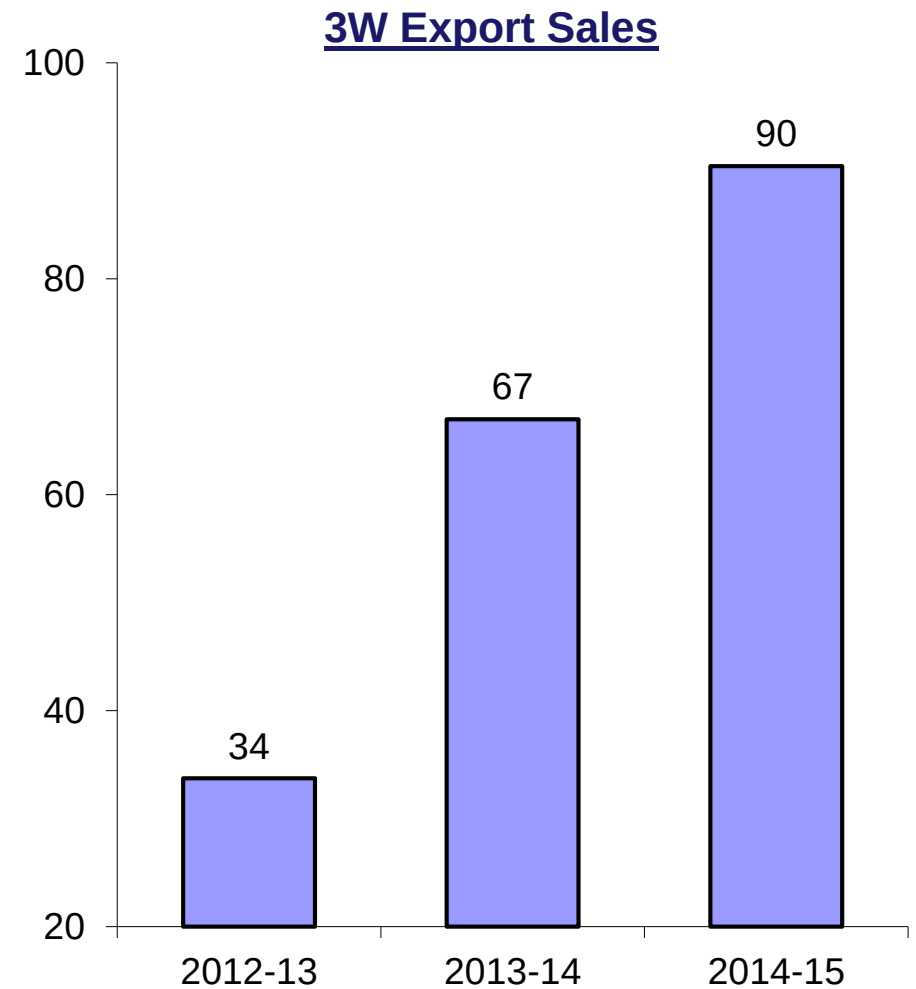
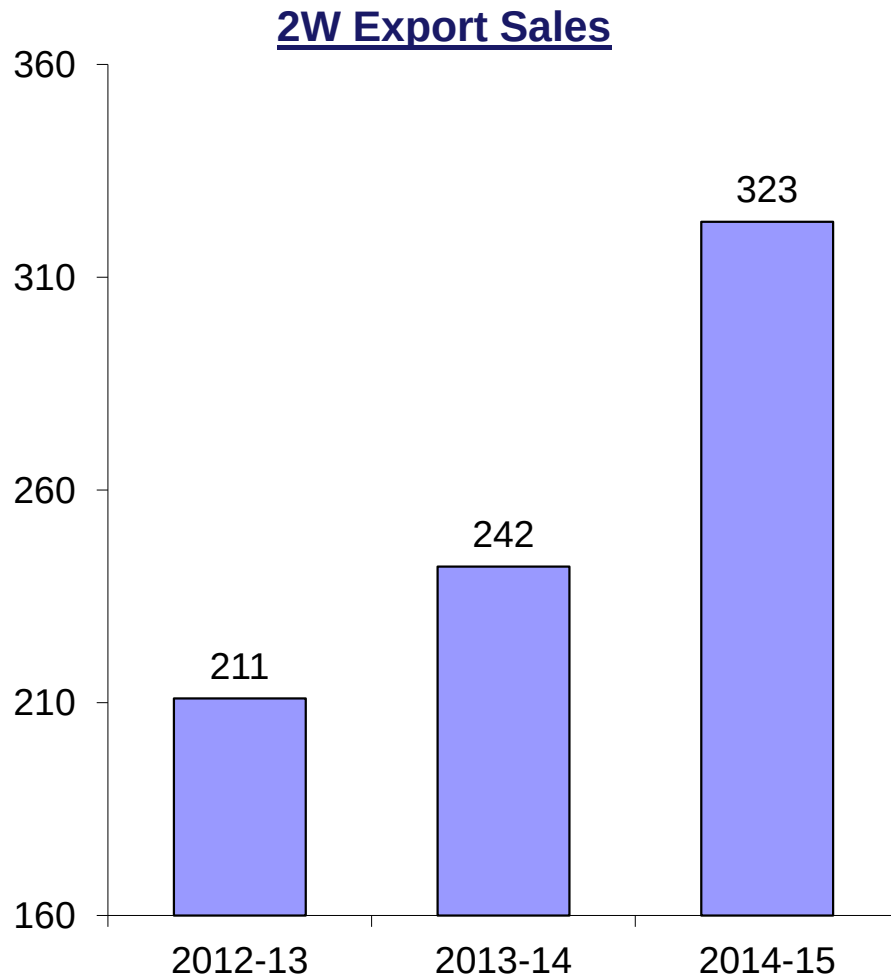


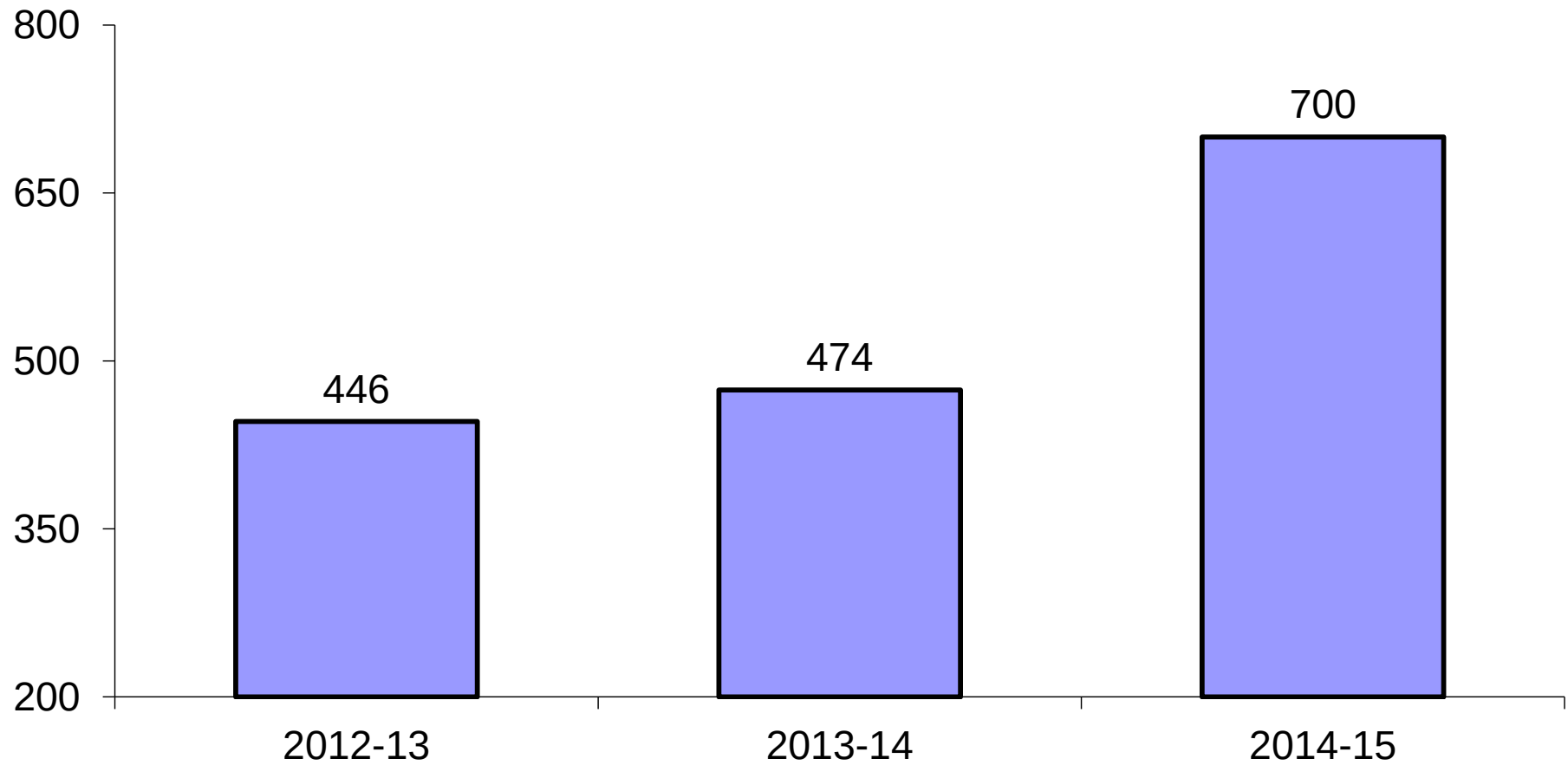
UOM: Nos. in '000



TVSM total Export Sales

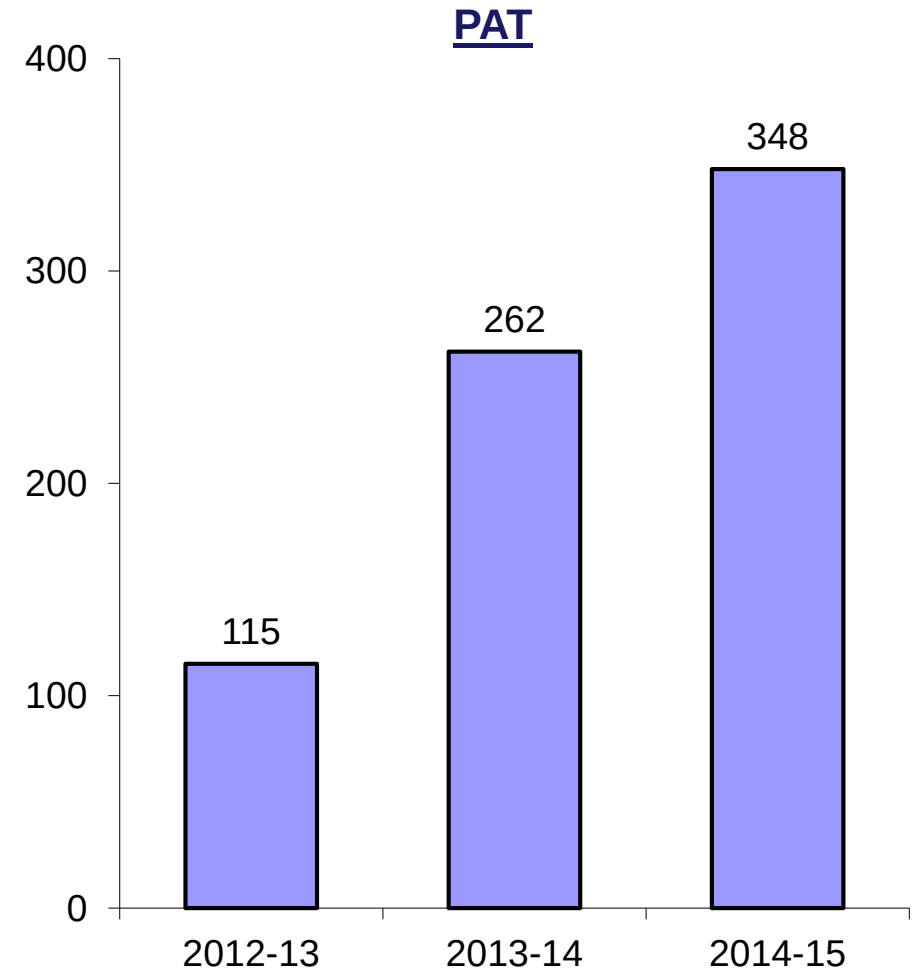
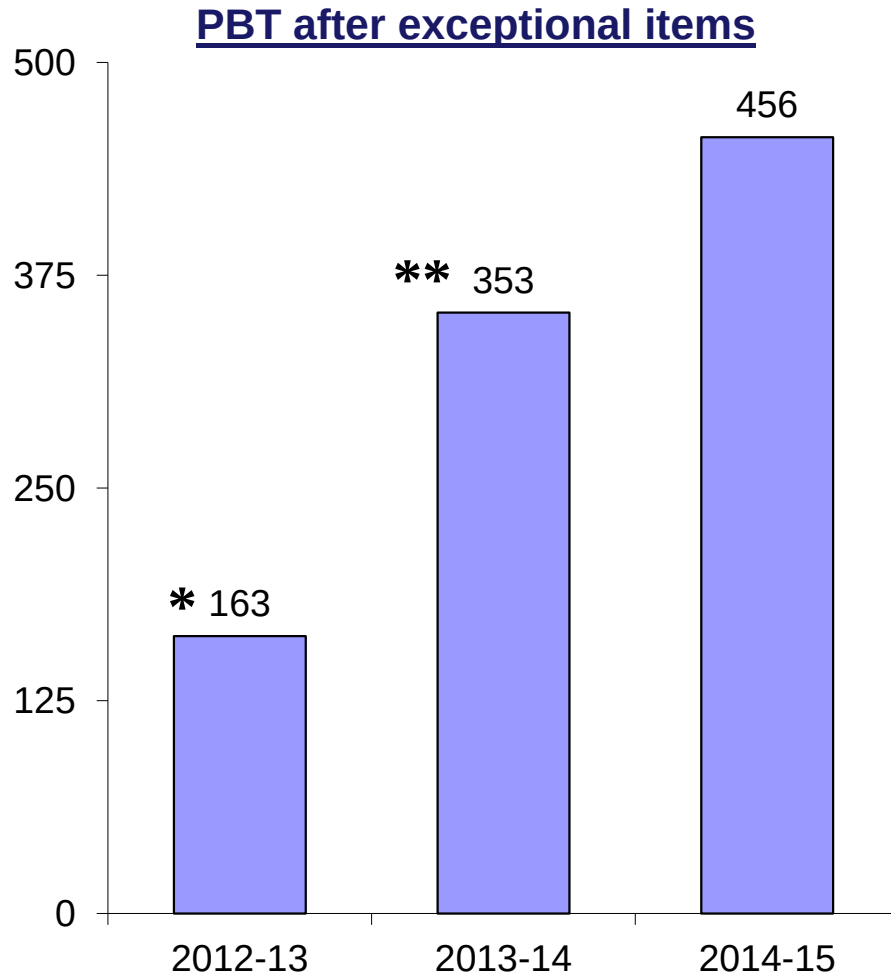
UOM: Nos. in '000



**UOM: Nos. in '000**

TVSM Standalone performance

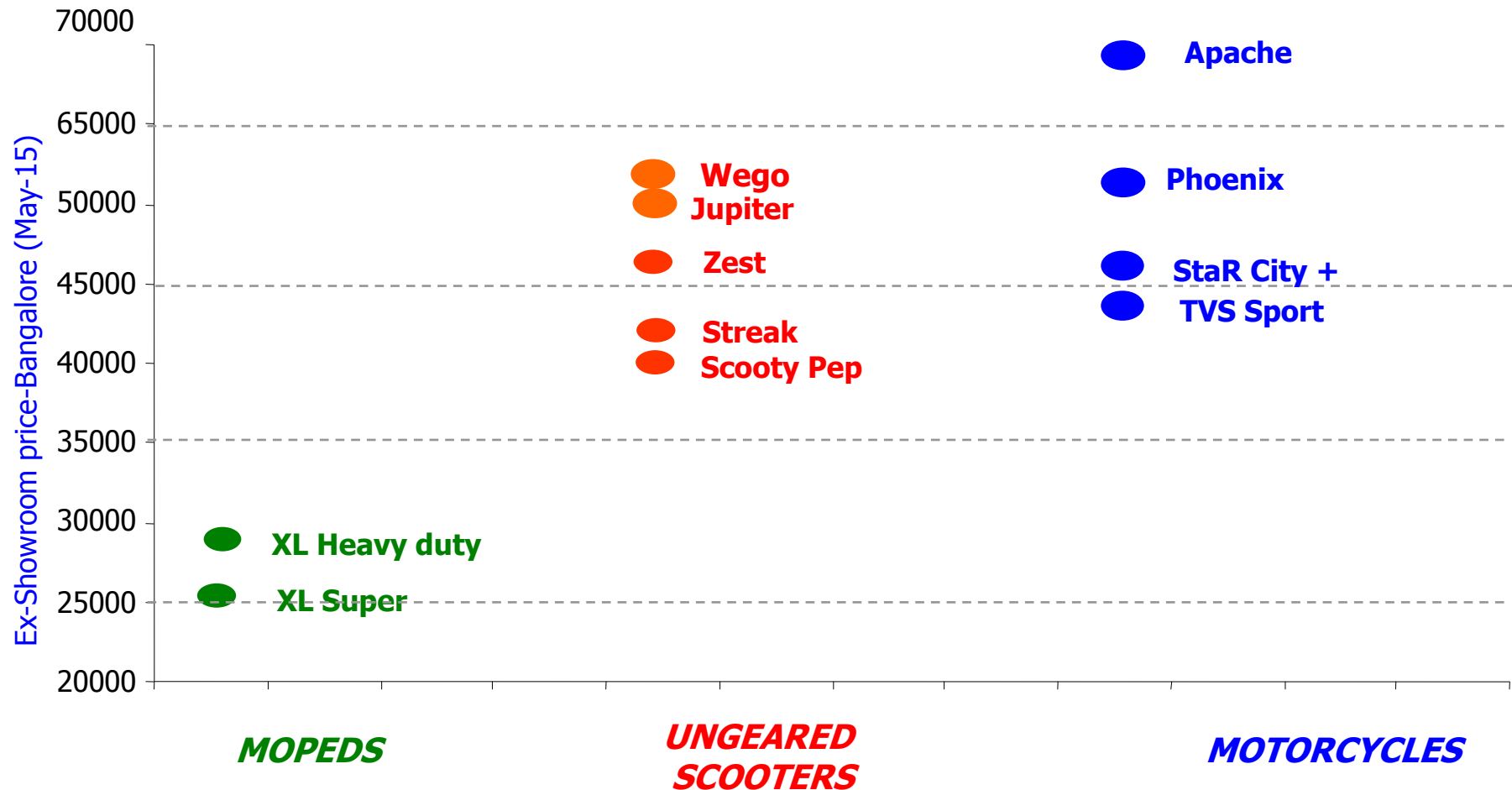
UOM: Rs in Crores



*Includes exceptional loss of Rs 90.84 crores

**Includes exceptional gain of Rs 1.31 crores

Offering a Comprehensive Product Range



A complete portfolio with product at every price point

Motorcycles – Premium, Executive, Economy



Apache

- Unleashing TVS' Racing DNA, Apache, which derives heavily from TVS' Racing Expertise, brings the thrill of racing into performance biking. With over 10 Product of the Year and Design of the Year awards, TVS Apache is one of the most recognized Performance Bikes in the country.



Phoenix 125

- India's Most advanced 125 cc motorcycle with a host of best-in-class features like Fully Digital Speedometer, Vehicle Location Assistance, Canister Shock-Absorber and many more.



StaR City+

- A combination of style, best-in-class mileage, an all new, highly efficient EcoThrust Engine along with unique high end features such as Multi Function Digital Display and an all new stylish headlamp, TVS StaR City+ offers a unique proposition of STYLE WITH SUBSTANCE.



Sport

- With ground breaking economy of 87 kmpl and long life Duralife Engine, TVS Sport has carved a niche for itself as the ultimate mileage motorcycle. Combined with best-in-class design, it makes for a complete value-for-money entry level bike.

Scooters



Jupiter

- The most awarded scooter ever, Jupiter, with a host of practical features and best-in-class mileage of 62 kmpl and extremely capable all-aluminum engine, built to enthuse the male consumer, became the first scooter to cross the 500,000 milestone in just 18 months of launch.



WEGO

- A dual usage scooter, meant for young urban couples, WEGO is loaded with features which include fully digital speedometer, body balance, 12" alloy wheels, telescopic suspension and best in class mileage of 62 kmpl. This sleek, all metal bodied scooter strikes a perfect balance between stability and maneuverability, power and mileage.

Scooters & Moped



Scooty Pep+

- The iconic Scooty brand which pioneered the auto-gear scooter revolution in India, continues to play a dominant role in the first-time female buyer segment of the scooter category. Apart from pioneering many first-of-its-kind innovations, Scooty Pep+ is also India's most fuel efficient Scooter with a mileage of 65 kmpl.



Scooty Zest 110

- Designed for the new-age Indian women, Scooty Zest 110 is powered by a CVT-I engine with best-in-class mileage of 62 kmpl, pick up, under-seat storage; first-time ever backlit speedometer and several unique features to make it the ultimate mix of style, power, comfort and safety giving it the best feminine definition to any two wheeler offering.



XL Super HD

- TVS Mopeds revolutionized mobility in the early 80s aimed at a segment of Indian two wheeler buyers, which was hitherto unserved. These models empower the entry level Two Wheeler user to enhance his efficiency and drive economic prosperity.

Three Wheelers – The stylish TVS KING

- ❑ TVS entered the 3W market towards the end of FY08, with TVS-King
- ❑ TVS-King engineered with 'best in class' features.
- ❑ Annual Sales of 108k for 2014-15.
- ❑ Building significant traction in international markets



Strong Research & Development – Infrastructure and Intellectual Property

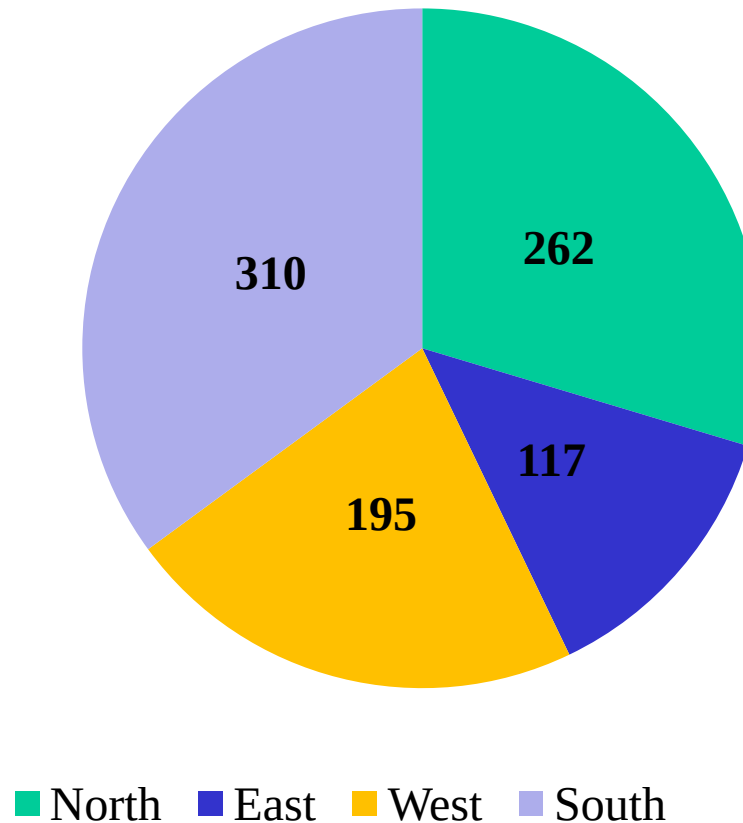
- World class facility employing over 500 engineers
- Partnership with leading international research institutes
- World Class products setting the benchmark in their category

R&D Spends	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15
Rs Mn	836	999	1204	1272	1318	1871
% of Sales	1.9	1.6	1.7	1.8	1.6	1.8

One of the widest distribution networks in Two Wheeler industry

Number of Dealers 884

Mar 2015



Company in addition has over 2900 Sub dealers and Authorised sales centres

TVS Motor's Standalone performance 2014-15

Rs Cr

2013-14	Particulars	2014-15
1,993	Sales nos 2W in 000's	2,410
80	Sales nos 3W in 000's	108
7,993	Total revenue	10,131
532	EBIDTA	669
132	Depreciation	153
23	Amortisation	32
25	Interest	28
352	PBT before exceptional / extra ordinary item	456
1	Exceptional / extra ordinary Item	-
353	PBT after exceptional / extra ordinary Item	456
91	Provision for tax	108
262	Profit After Tax	348

Summary

- ❑ **Long term growth prospects are attractive**
- ❑ **TVSM poised to grow**
 - ☞ **Strong innovation and faster upgrades**
 - ☞ **Strong brands that resonate with their customers**
 - ☞ **Exports will be a significant growth engine**
 - ☞ **Entry into three wheeler has enhanced product portfolio**
- ❑ **Significantly improved/ superior product quality**
 - ☞ **New products across segments, will strengthen TVS' presence and lead to market share gains**
 - ☞ **Improved product mix likely to increase realizations and profitability**
- ❑ **Focused efforts to reduce cost will improve profitability**
 - ☞ **Strong free-cash flow expected**

TVS Group - Awards & Recognition

❑ Deming Quality Award

- ☞ Sundaram Clayton
- ☞ Brakes India
- ☞ TVS Motor Company
- ☞ Sundaram Brake Linings
- ☞ Lucas-TVS



❑ Japan Quality Medal

- ☞ Sundaram Clayton

❑ TPM Excellence awards

- ☞ Sundram Fasteners
- ☞ Brakes India
- ☞ TVS Motor Company
- ☞ Sundaram Auto Components Ltd



MOST AWARDED 2W MANUFACTURER OF THE YEAR



Scooty Zest 110

OVERDRIVE
AWARDS



Scooty Zest 110

STARBURST TV
AUTOCAR
AWARDS



Scooty Zest 110

ET
24WHEELS
AWARDS 2014



Scooty Zest 110

MotorBeam.com



StarCity+

NDTV
Car & Bike
AWARDS



StarCity+

BIKE

