



TVSM Results

Q/E 30th June 2018



Highlights - Q/E June 2018

- Total revenue excluding excise duty grew by 21% over Q1 of last year
- 2W sales numbers grew by 14% over Q1 of last year:
 - Scooters grew by 12%
 - Motorcycles grew by 17%
 - Moped grew by 10%
- 3W sales numbers grew by 108% over Q1 of last year.
- Apache RTR 160 4V & NTORQ 125 launched during Q4 of 2017-18 have been received well in the market.



Highlights - Q/E June 2018

- PBT for Q1 18-19 is Rs 212.4 cr as against Rs 179.4 Cr of Q1 17-18 which included a notional fair valuation gain of Rs 36.6 Cr and one time GST discount of Rs 16.5 Cr given to dealers. Hence the PBT growth is 33% compared to last year Q1 operating PBT of Rs 159.3 Cr.
- PAT for Q1 18-19 is Rs 146.6 Cr as against Rs 129.5 Cr reported in Q1 17-18. Operating PAT for the quarter ended June 2017 was Rs 115.0 Cr resulting in a growth of 27.5%.
- Operating EBITDA for Q1 2018-19 is 7.4%

Sales - Q/E June 2018

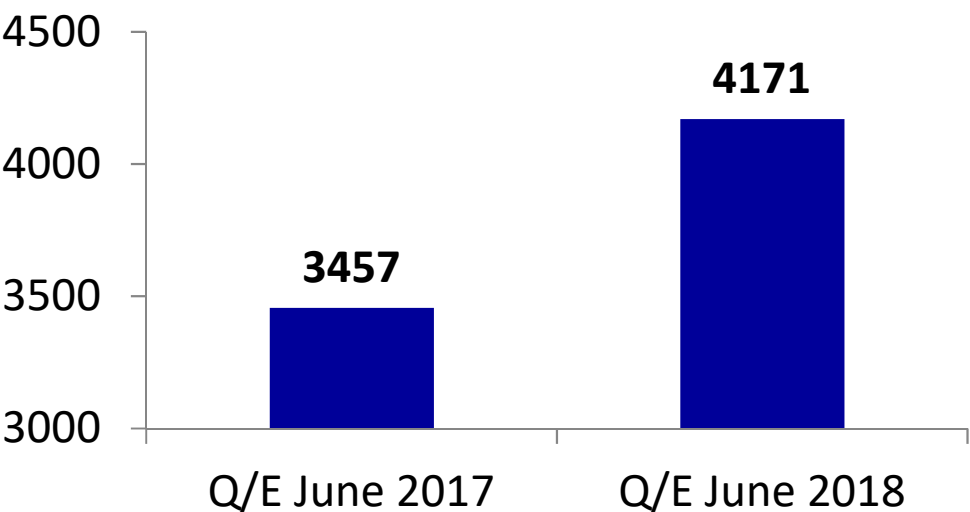
Nos. in '000

Q1 2017-18	Particulars	Q1 2018-19
330	Motorcycles	387
197	Mopeds	218
258	Scooters	288
17	Three wheelers	36
802	Total	928

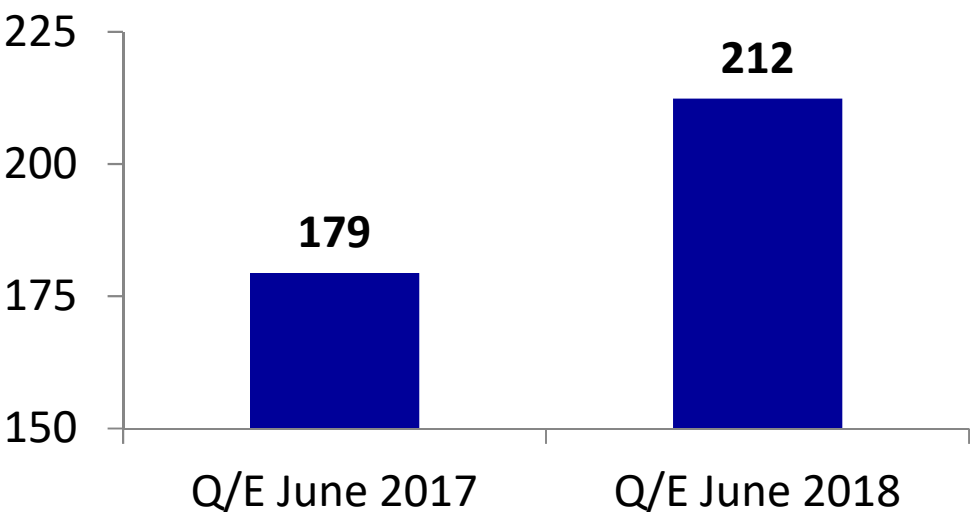


INR in Crores

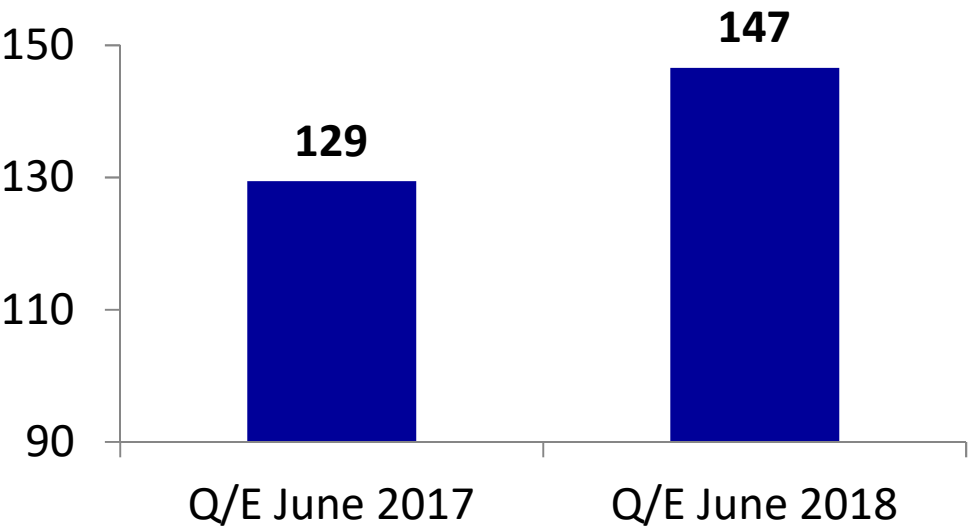
Total Revenue excluding excise duty



PBT



PAT



TVS

TVS Jupiter Matt Silver



TVS Wego (Sport) Red



TVS

TVS NTORQ 125 Metallic Blue



TVSM Re:

Presentation dated 07th Aug 2018

Slide no. 8



Thank you

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