



TVSM Annual Results FY 2016-17



Highlights - FY 2016-17

- Total Revenue grew by 9.6% over FY 2015-16
- Total 2W sales numbers grew by 11% over FY 2015-16
- PBT grew by 11% from Rs 628.9 Cr in FY 2015-16 to Rs 698.7 Cr in FY 2016-17
- PAT grew by 14% from Rs 489.3 Cr in FY 2015-16 to Rs 558.1 Cr in FY 2016-17
- The company has adopted the Ind AS from 1st Apr 2016 with a transition date of 1st Apr 2015. These financials are prepared in accordance with Ind AS.



Sales – 2016-17

Nos. in '000

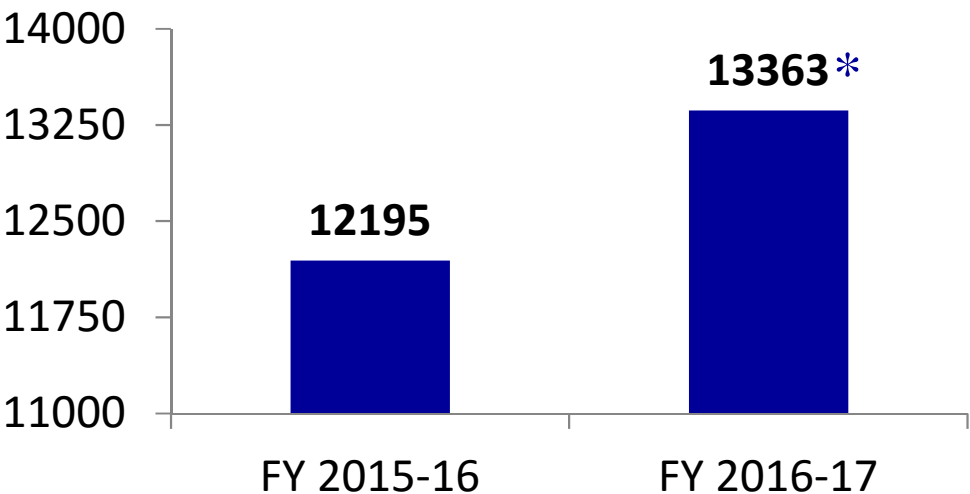
FY 2015-16	Particulars	FY 2016-17
1,017	Motorcycles	1,077
738	Mopeds	911
813	Scooters	870
111	Three wheelers	69
2,679	Total	2,927

Financial performance 2016-17

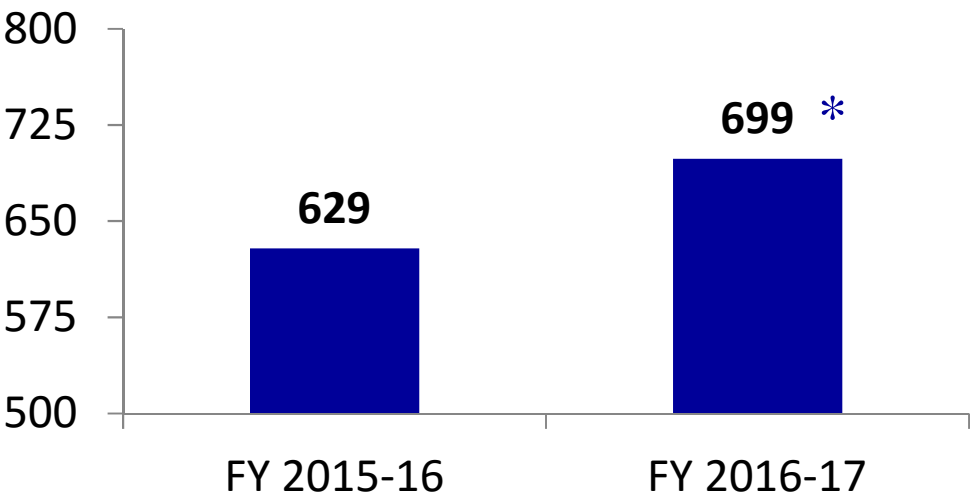


INR in Crores

Total Revenue

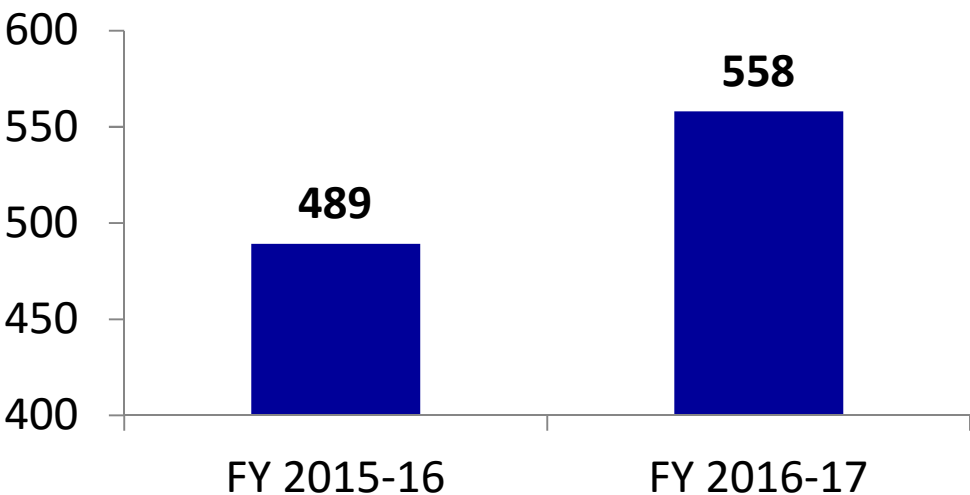


PBT



*Net off discount of Rs 57 crores extended during March 2017 for sale of BS III stocks

PAT





Highlights - Q/E Mar 2017

- Total Revenue grew by 1.6% over Q4 of last year
- Total 2W sales numbers grew by 3% over Q4 of last year
- PBT for Q4 2016-17 at Rs 134 Cr compared to Rs 157 Cr of last year
- PAT for Q4 2016-17 at Rs 127 Cr compared to Rs 136 Cr of last year



Sales - Q/E Mar 2017

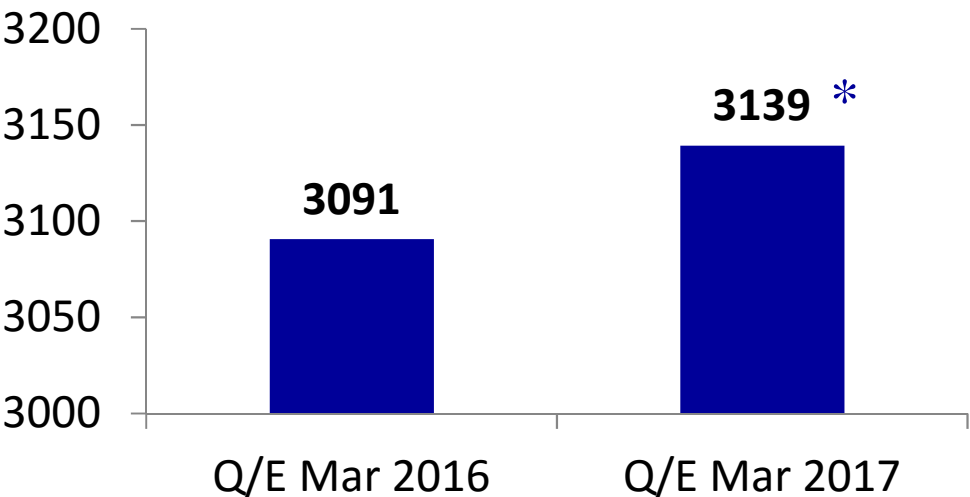
Nos. in '000

Q4 2015-16	Particulars	Q4 2016-17
247	Motorcycles	215
194	Mopeds	221
198	Scooters	223
21	Three wheelers	15
660	Total	675

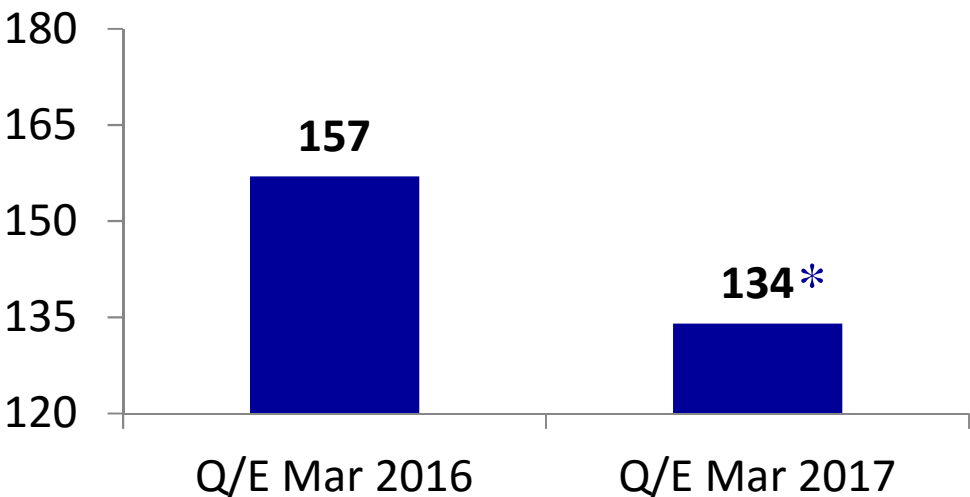


INR in Crores

Total Revenue

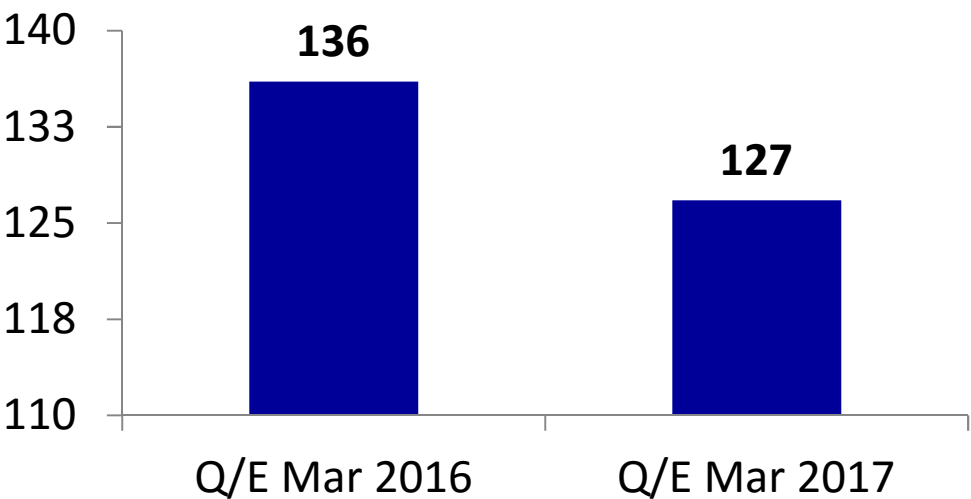


PBT



*Net off discount of Rs 57 crores extended during March 2017 for sale of BS III stocks

PAT





Regrouping done in Ind AS

- In line with SEBI clarification dated Sep' 20, 2016, Revenue will be grossed up for excise duty in Quarterly / Annual results and excise duty will be shown as separate line item in Statement of Profit and Loss Account.
- Certain discounts / incentives earlier included under “other expenses” to be reduced from “Income from operations”.
- Tools, dies and moulds to be included under Property, Plant and Equipment and depreciated over its useful life.

TVS Statement of Reconciliation of Profit and OCI

for Quarter ended & Year ended 31.03.2016

INR in Crores

Description	Quarter Ended 31st March 2016	Year Ended 31st March 2016
Net profit as per Indian GAAP	117.76	432.14
Add: Actuarial Gain / (Loss) on Employee defined benefit plans recognised in "Other Comprehensive Income"	4.95	11.84
Add : Increase in fair value of financial assets	12.31	50.53
Add : Measurement of Financial Liabilities at Amortised Cost and impact of Derivative Contracts	0.65	(0.49)
Add : Reversal of Provision for Diminution of investment	1.07	1.07
Less : Tax on above	(0.71)	(5.81)
Net profit as per Ind AS	136.03	489.28
<i>Other comprehensive income, net of income tax:</i>		
i. Items that will not be reclassified to profit and loss	(7.51)	(8.04)
ii. Items that will be reclassified to profit and loss	0.34	0.34
	(7.17)	(7.70)
Total comprehensive income for the period	128.86	481.58



Business Today Mindrush 2016

- **Champion of Champions and Best CEO 2016 – To CMD of TVS Motor Company Ltd.**

The Economic Times Awards for Corporate Excellence 2016

- **Corporate Citizen of the Year - TVS Motor Company Ltd.**

TVS



TVS Apache RTR 200 4V
Indian Motorcycle of the Year 2017 (IMOTY)





Awards 2016-17

TVS Apache RTR 200 4V also won the following awards

- Bike of the Year & Viewer's choice Bike of the year by Autocar
- Bike of the Year up to 200 cc & Two-wheeler of the Year by Auto show car
- Motorcycle of the Year & Viewer's Choice Motorcycle of the Year by CNBC overdrive
- CNB Motorcycle of the Year up to 250 cc by NDTV car and Bike
- Motorcycle of the Year & Premium Motorcycle of the Year by Motoring world

TVS

TVS Victor



CNB Motorcycle of the Year up to 110 cc by NDTV car and Bike





Awards 2016-17

J.D. Power 2017 India Two-Wheeler Initial Quality (2W IQS) Study

- TVS Star City Plus - Best quality product in the economy segment
- TVS Apache RTR 160 - Best quality title in the premium segment

J.D. Power 2017 India Two-Wheeler Automotive Product Execution and Layout (2W APEAL) Study

- TVS Sport - Ranked No 1 in the economy segment.

TVS



**VOTED
No.**

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**IN CUSTOMER SATISFACTION.
THANK YOU INDIA.**

TVS



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BY J.D. POWER



TVS received the highest numerical score among two-wheeler manufacturers in the J.D. Power 2016 India Two-Wheeler Customer Service Index Study, based on 7,270 owners, surveyed from November 2015-March 2016, who purchased a new two-wheeler between November 2013 and March 2015 and received service at an authorized dealer or service center within 3 months of evaluation. Your experiences may vary. Visit india.jdpower.com.

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