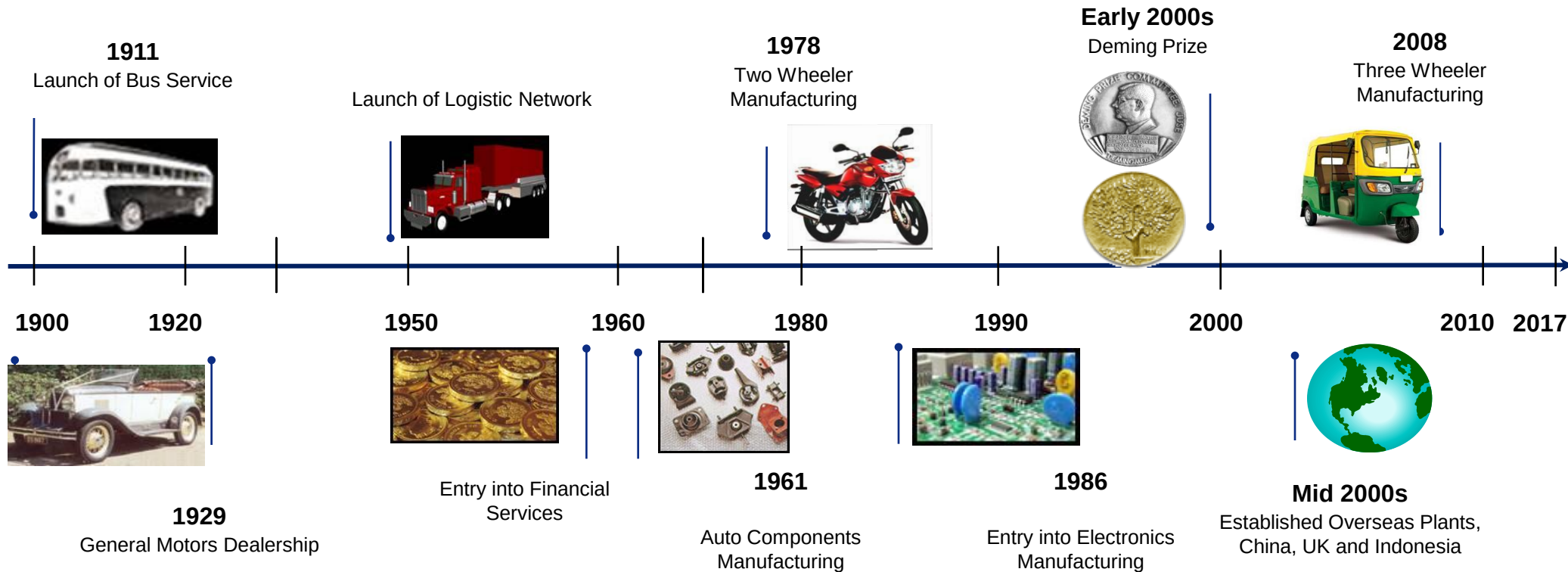




TVS Group – Our Journey



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

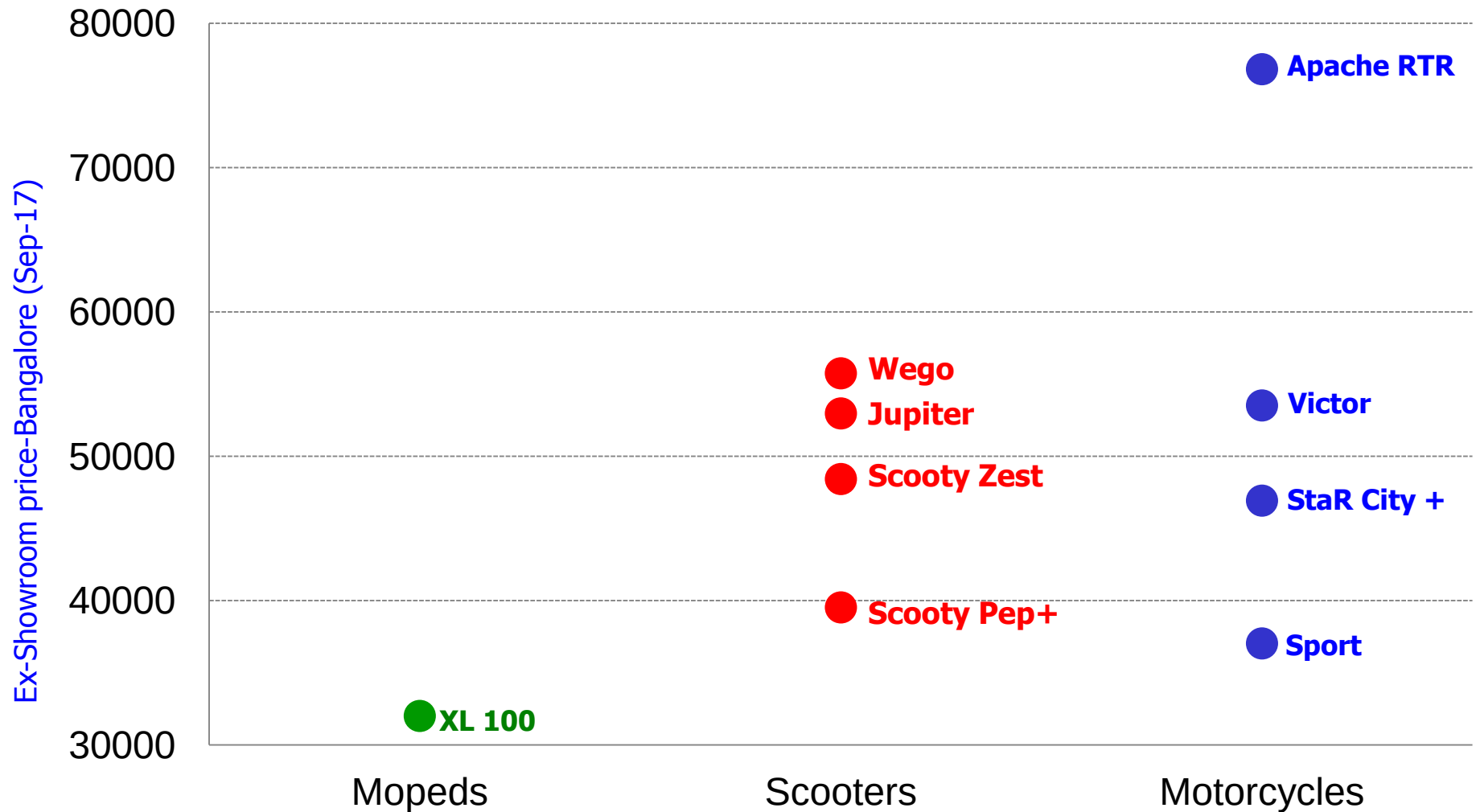
TVS Motor – Shaping Indian Two Wheeler Industry since 1980



TVS Motor - 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 end March 2017 - 4.0 Million Two Wheelers
1.8 Lakhs Three Wheelers
- ❑ Strong world class in-house R & D
- ❑ Robust supplier base
- ❑ Extensive sales & service network
- ❑ Total Revenue (2016-17) : Rs. 13,363 Cr.

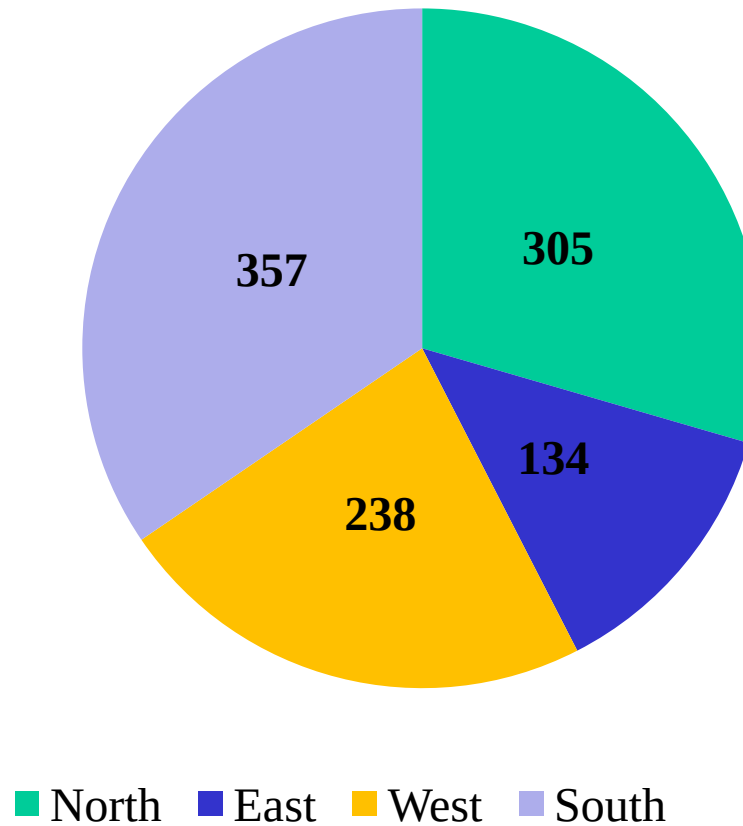
Offering a Comprehensive Product Range



One of the widest distribution networks in Two Wheeler industry

Number of Dealers 1034

June 2017



Company in addition has over 3000 Sub dealers selling 2W and spares.

Strong R&D Infrastructure and Intellectual Property

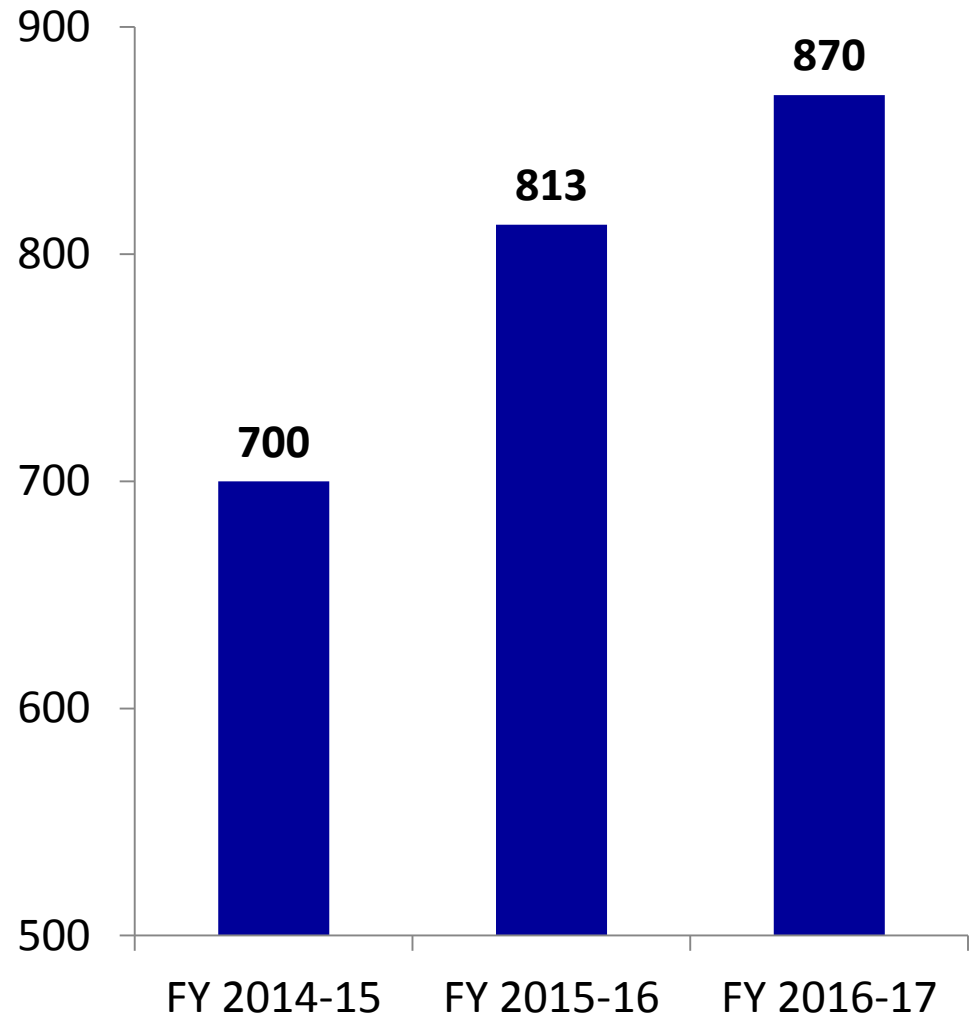
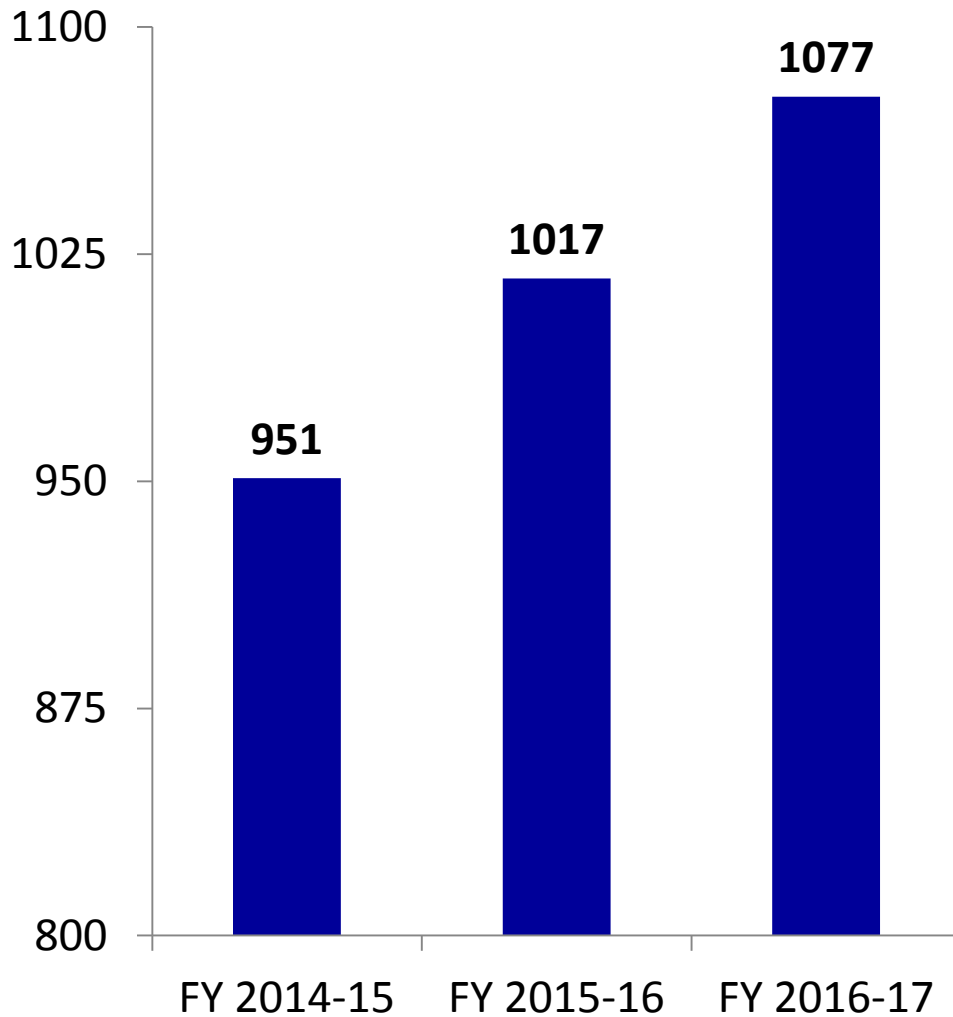
- World class facility employing over 600 engineers
- Partnership with leading international research institutes
- World Class products setting the benchmark in their category

R&D Spends	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Rs Mn	1204	1272	1318	1958	2264	2447
% of Sales	1.7	1.8	1.6	1.9	1.9	1.8

Nos. in '000

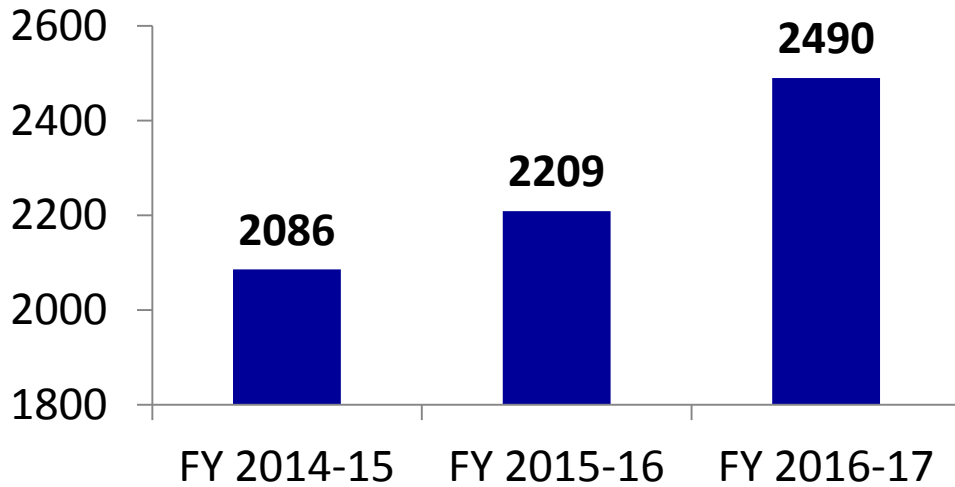
Motorcycles

Scooters

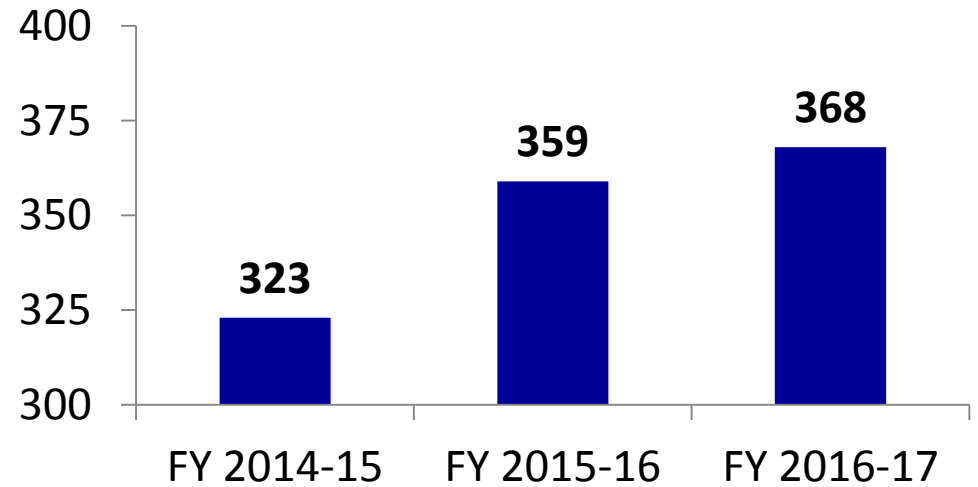


Nos. in '000

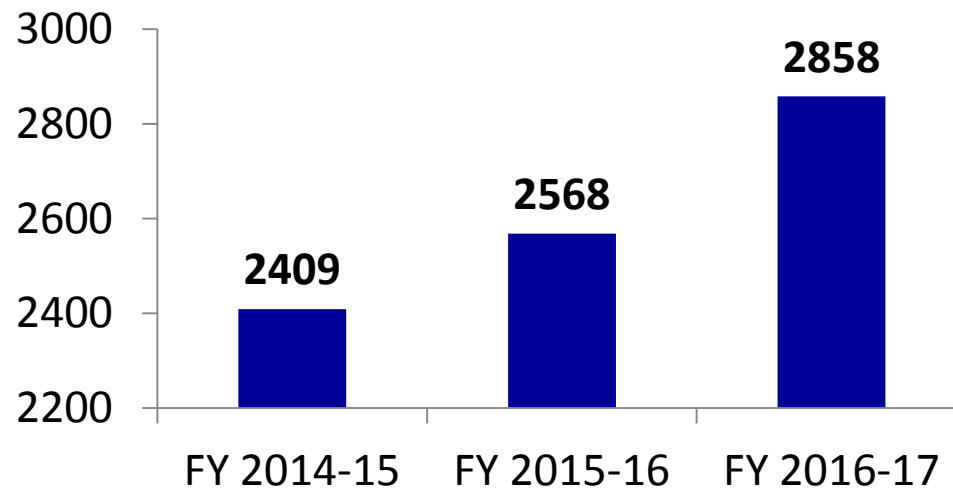
Domestic Sales



Export Sales

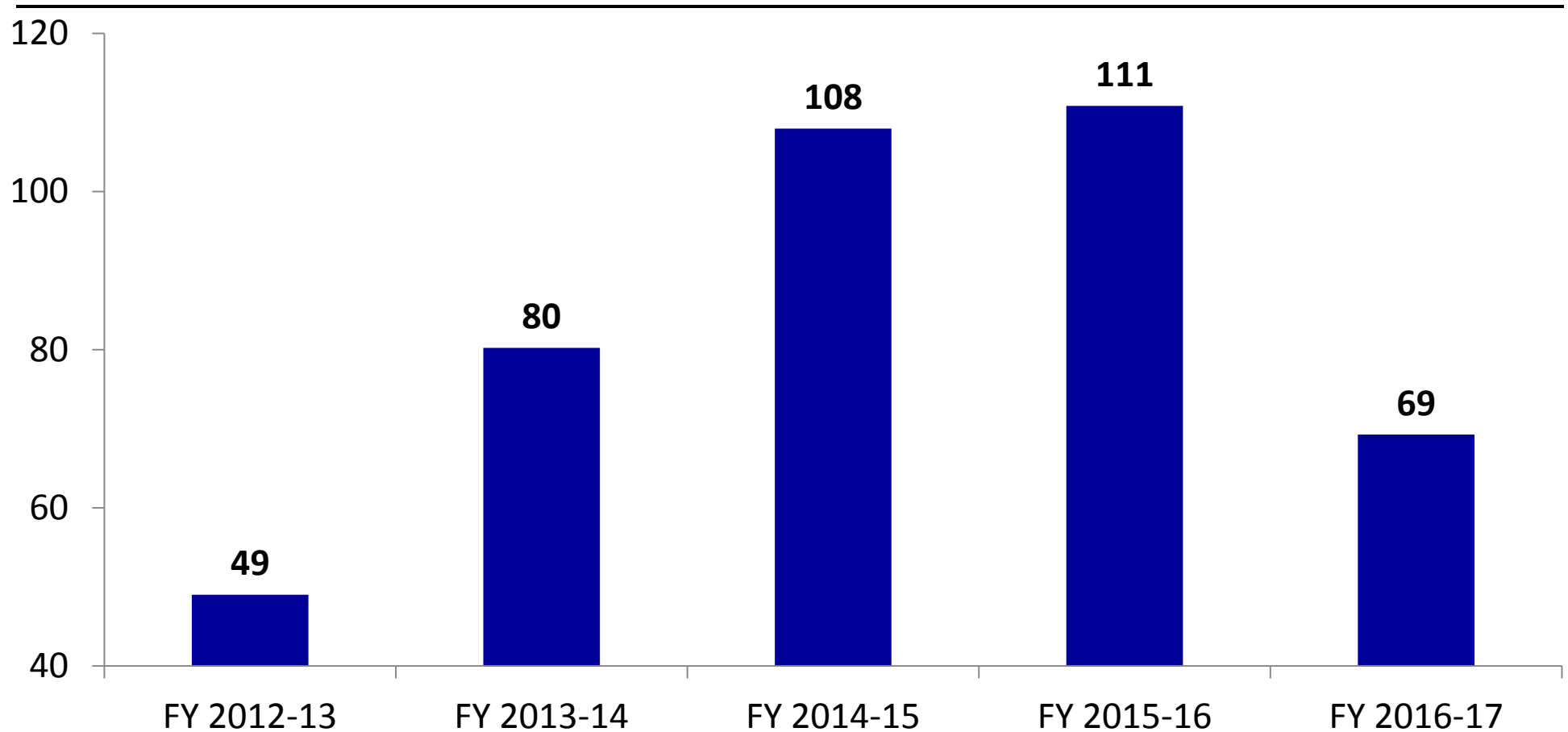


Total Sales





Nos. in '000

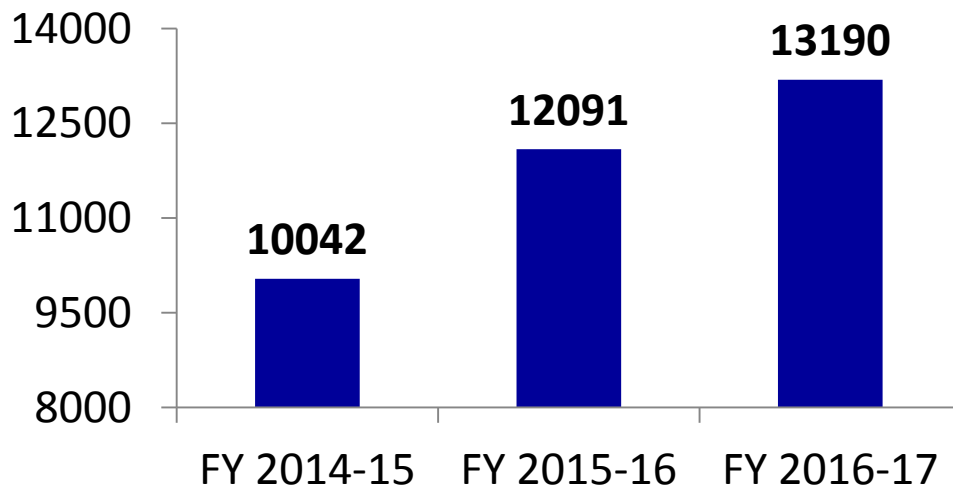


Lower sales during 2016-17 of 3W due to restricted availability of Foreign exchange in key African markets.

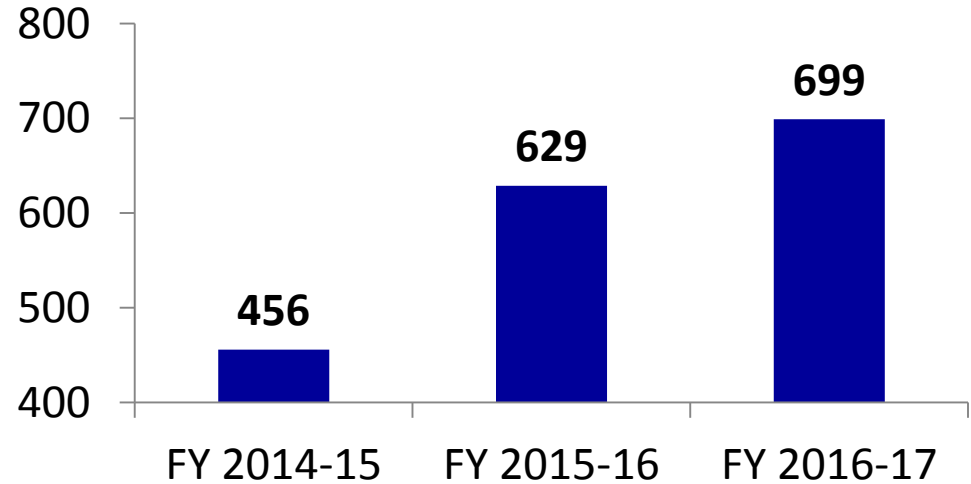


Income from Operations

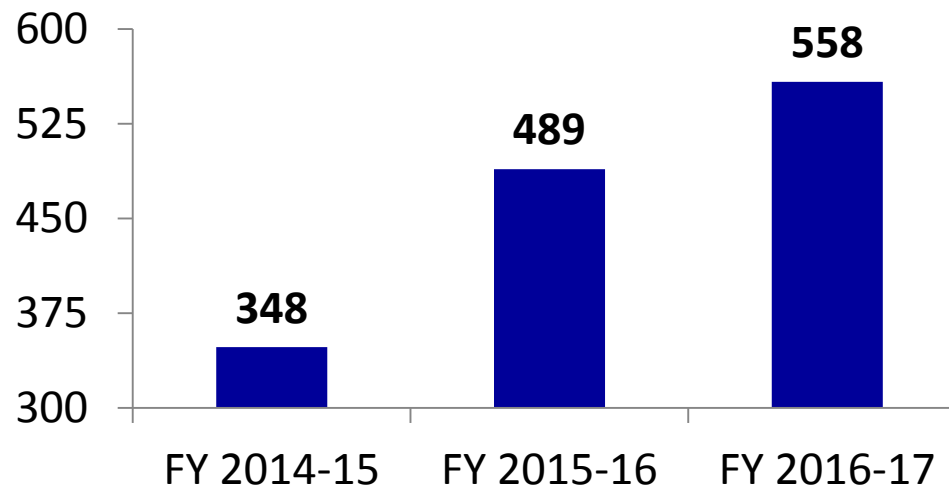
INR in Crores



PBT



PAT

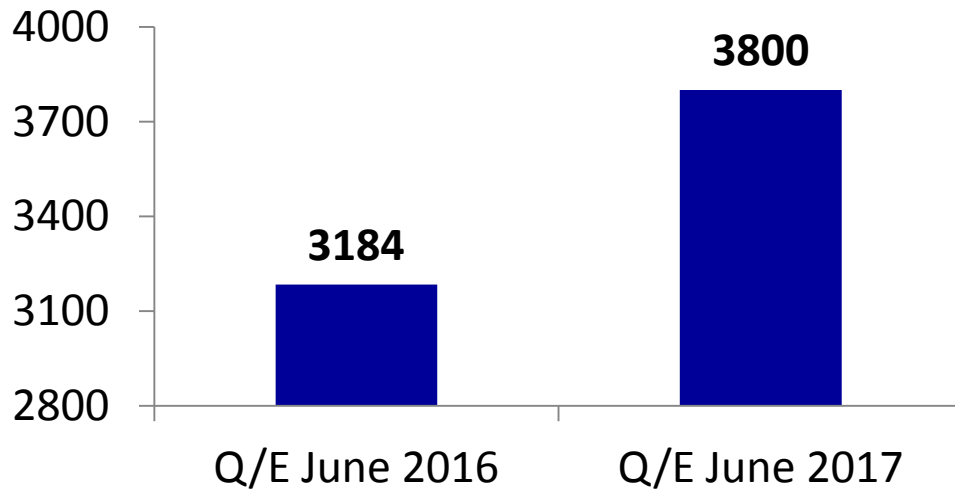


PBT and PAT number for 2014-15 is as per IGAP and figures for 2015-16 & 2016-17 are as per IndAS

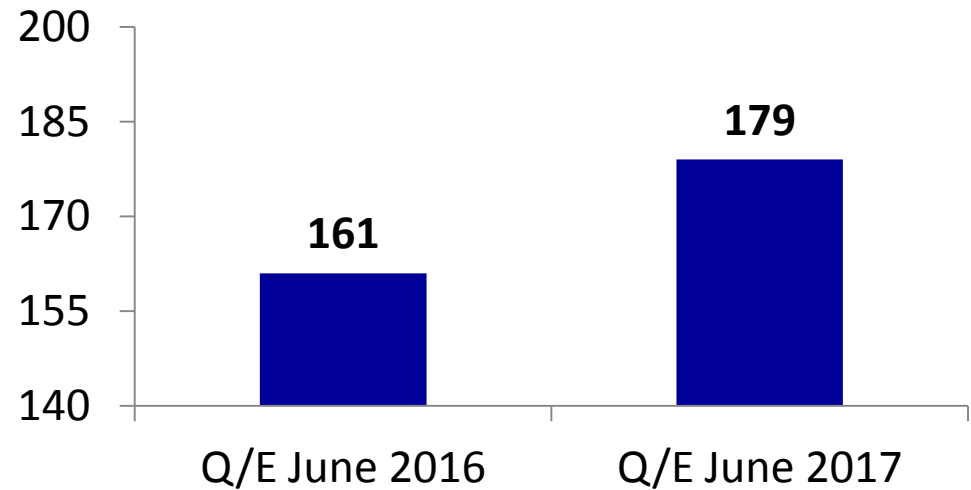


INR in Crores

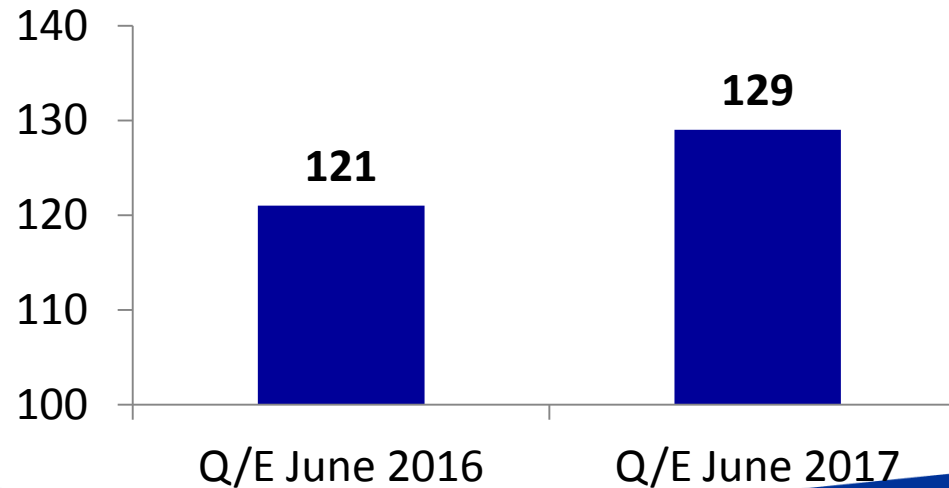
Total Revenue



PBT



PAT



Awards 2016-17

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



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 Scooty Zest in new attractive colors



Citrus Orange



Matte Red





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EDITION**

Victor



Premium Golden
Clutch cover



Premium
LED DRL

TVS



1

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Thank you

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