

TVS Motor revenue grows 27% to Rs. 10098 crores in FY 2014-15

Bangalore, 29 April, 2015:

A comprehensive product portfolio, good market acceptance of new products and consequent growth in volumes has enabled TVS Motor Company to post good financial results for the financial year 2014-15.

During the year, the company took forward the legacy of the Scooty brand which has pioneered many innovations in its segment with the introduction of TVS Scooty Zest 110, targeted at the new age Indian woman. The company also strengthened its presence in the motorcycle segment with the introduction of TVS StaR City+. Both products went on to win many leading trade awards. A limited edition TVS Jupiter and an upgraded TVS Wego were also launched during the year.

Q4 PERFORMANCE (Jan'15 - Mar'15):

TVS Motor Company reported revenue growth of 13.8% increasing from Rs. 2159.79 crores in the fourth quarter of the financial year ended March 2014 to Rs 2456.85 crores in the fourth quarter of the financial year ended March 2015.

The company's Profit Before Tax (PBT) increased from Rs.71.88 crores in Q4 of the previous financial year to Rs.100.66 crores in the fourth quarter of 2014-15. Profit After Tax (PAT) increased from Rs.52.12 crores in the corresponding period last year to Rs.90.52 crores in the year under review.

Motorcycles sales increased from 1.97 lakh units registered in the fourth quarter of 2013-14 to 2.21 lakh units in the fourth quarter of 2014-15. Scooters sales increased from 1.37 lakh units in the fourth quarter of 2013-14 to 1.66 lakh units registered in the fourth quarter of 2014-15. Two wheeler exports grew from 67,000 units in the fourth quarter of 2013-14 to 83,000 units in the quarter under review. Three wheeler sales increased from 21294 units in Q4 of the previous year to 26901 units in the fourth quarter of 2014-15.

FULL YEAR PERFORMANCE (April 2014 to March 2015):

SALES:

During the year ended March 2015, the overall two-wheeler sales of TVS Motor Company, including exports grew from 19.93 lakh units registered in the year 2013-14 to 24.09 lakh units in the year 2014-15. Motorcycle sales during the fiscal year increased from 7.86 lakh units in the year ended March 2014 to 9.51 lakh units in the year ended March 2015. Scooters sales during the period under review increased from 4.74 lakh units in the year ended March 2014 to 7.00 lakh units in the year ended March 2015. Three wheeler sales of the company increased significantly from 0.80 lakh units in the previous year to 1.08 lakh units in the year ended March 2015. Total exports of the company increased from 3.09 lakh units recorded in March 2014 to 4.13 lakh units in the year ended March 2015.

PT TVS MOTOR COMPANY INDONESIA

During the year ended March 2015, PT TVS Motor Company Indonesia, the subsidiary registered total sales of 23348 units compared to 19191 units in the previous financial year.

FINANCIAL PERFORMANCE:

The company's total revenue crossed the landmark 10,000 crore figure during the current financial year. Total revenue increased by 26.8%, growing from Rs 7965.94 crores in the year ended March 2014 to Rs. 10098.22 crores in the year ended March 2015. Profit Before Tax (PBT) grew by 29.4%, increasing from Rs. 352.54 crores in the year ended March 2014 to Rs. 456.16 crores in the year ended March 2015. Profit After Tax grew by 32.9% increasing from Rs. 261.63 crores in the year ended March 2014 to Rs. 347.83 crores in the year ended March 2015.

DIVIDEND

The directors have declared a second interim dividend of Rs.1.15 per share (115%) on the share capital of Rs. 47.51 crores for the year 2014-15.

AWARDS

During the year, TVS Motor Company emerged as the most awarded two wheeler manufacturer of the year having received 'Two wheeler manufacturer of the Year', 'Motorcycle of the Year upto 110 cc': TVS StaR City+ and 'Two Wheeler Commercial of the Year': TVS Sport at the NDTV Car and Bike Awards 2015, 'Motorcycle of the Year Upto 110cc': TVS StaR City+ at the Car India Bike India Awards 2015 and 'Scooter of the Year': TVS Scooty Zest at the Bloomberg Autocar India Awards 2015, ET Zigwheels Awards 2014 and CNBC Overdrive Awards 2015.

In the inaugural edition of JD Power India Two-wheeler IQS, TVS brands featured in the top three, across segments. While TVS Wego and TVS Jupiter claimed top spots, TVS Sport, TVS Star City+ featured in the top three in economy motorcycles and TVS Apache RTR 160 and 180 in the top three in premium category.

FUTURE OUTLOOK - COMPANY PLANS AND PRODUCT LAUNCHES

The company will introduce two new motorcycles this year, including TVS Victor and a high powered premium bike. In addition to this, the company has also planned upgrades of existing products to further strengthen its portfolio. With its customer centric engineering approach, consistent focus on quality and a superior product line, TVS Motor Company is looking to consolidate its position and performance in the ongoing fiscal.