



TVSM Annual Results FY 2015-16

TVS Motor - Company overview



- One of the largest two and three wheeler companies
- A state of the art manufacturing plants located in Karnataka, Tamil Nadu, Himachal Pradesh and Indonesia
- Capacity end March 2016 - 3.8 Million Two Wheelers
1.2 Lakhs Three Wheelers
- Strong world class in-house R & D
- Robust supplier base
- Extensive sales & service network
- Total Revenue (2015-16) : Rs. 11,290 Cr.



Highlights - Q/E Mar 2016

- Revenue from operations grew by 15% over Q4 of last year
- Total 2W sales numbers grew by 11% over Q4 of last year:
 - Scooters grew by 19%
 - Motorcycles grew by 12%
 - Mopeds grew by 3%
- PBT grew by 37% over Q4 of last year from Rs 100.7 Cr to Rs 138.0 Cr
- PAT grew by 30% over Q4 of last year from Rs 90.5 Cr to Rs 117.8 Cr



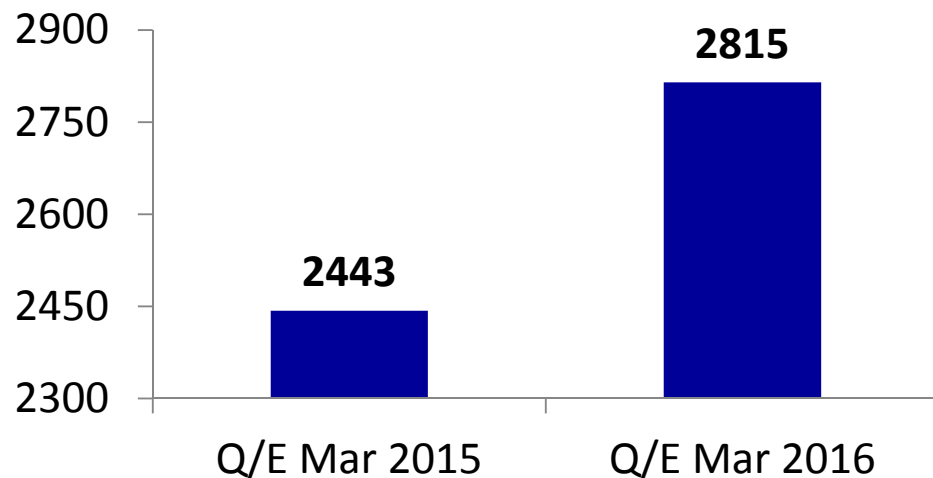
Nos. in '000

Q4 2014-15	Particulars	Q4 2015-16
221	Motorcycles	247
188	Mopeds	194
166	Scooters	198
27	Three wheelers	21
602	Total	660

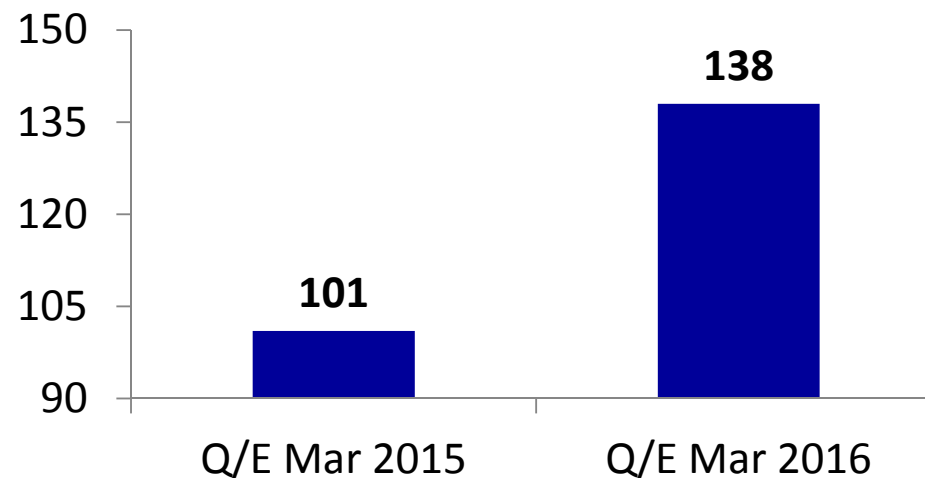


INR in Crores

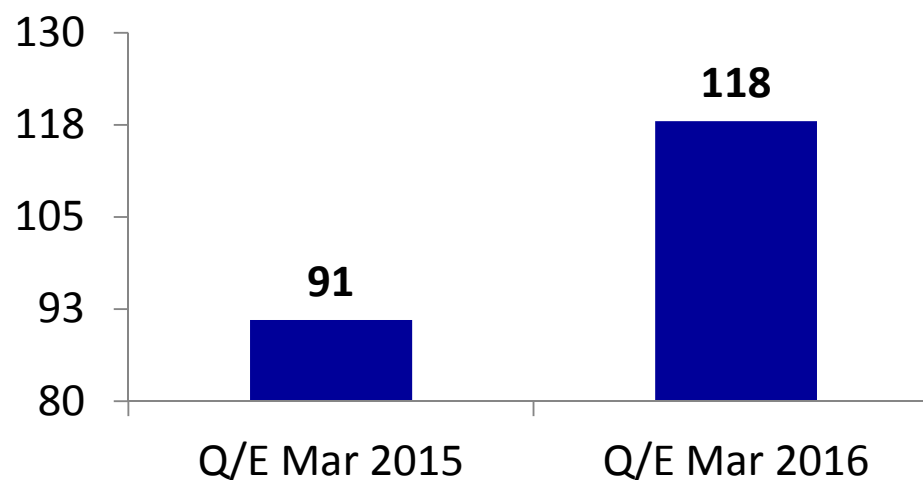
Income from Operations



PBT



PAT





- Revenue from operations grew by 12% over 2014-15
- Total 2W sales numbers grew by 7% over last year:
 - Scooters grew by 16%
 - Motorcycles grew by 7%
- PBT grew by 24% from Rs 456 Crs to Rs 566 Crs
- PAT grew by 24% from Rs 348 Crs to Rs 432 Crs

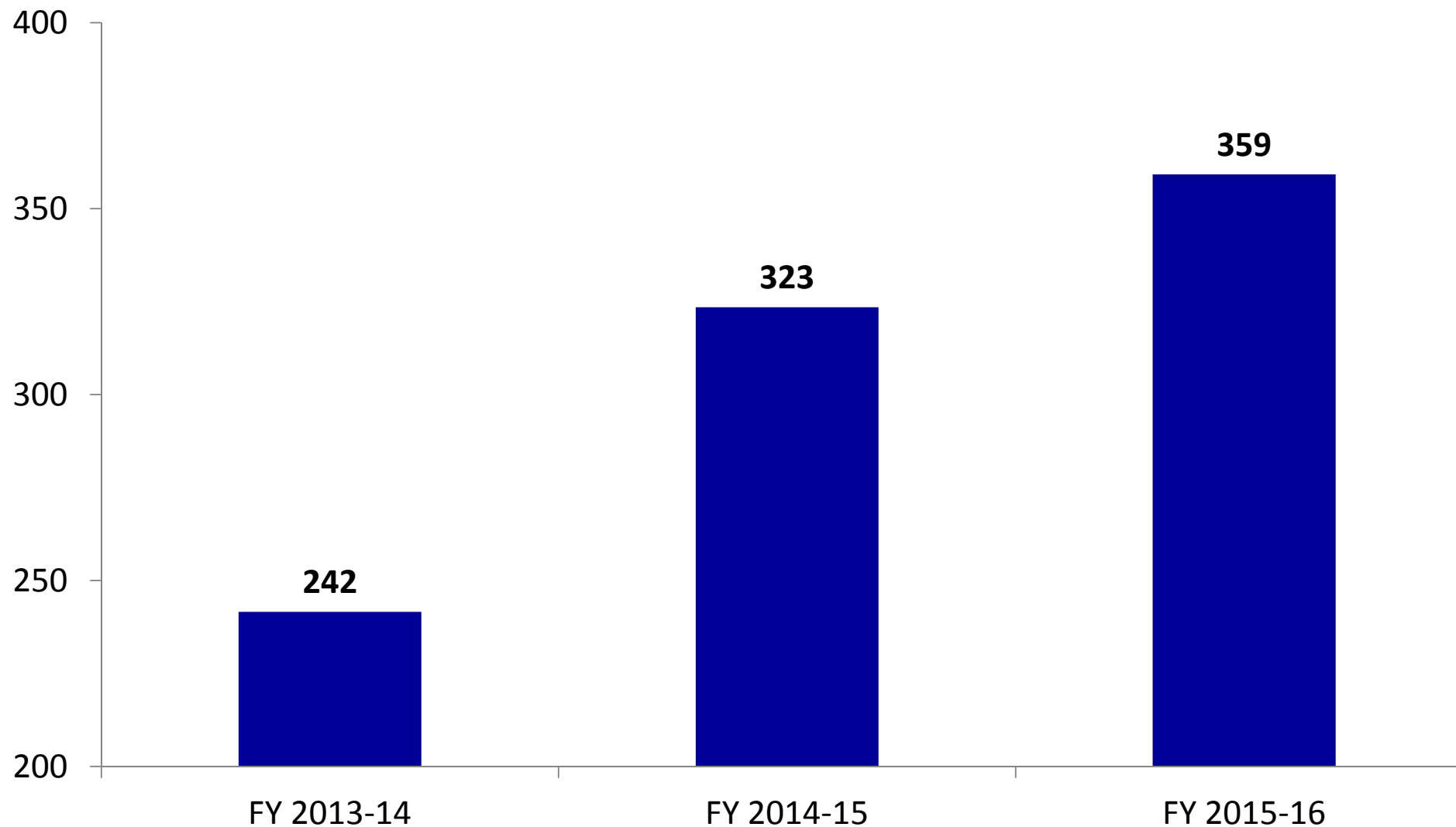


Nos. in '000

2014-15	Particulars	2015-16
951	Motorcycles	1,017
759	Mopeds	738
700	Scooters	813
108	Three wheelers	111
2,517	Total	2,679

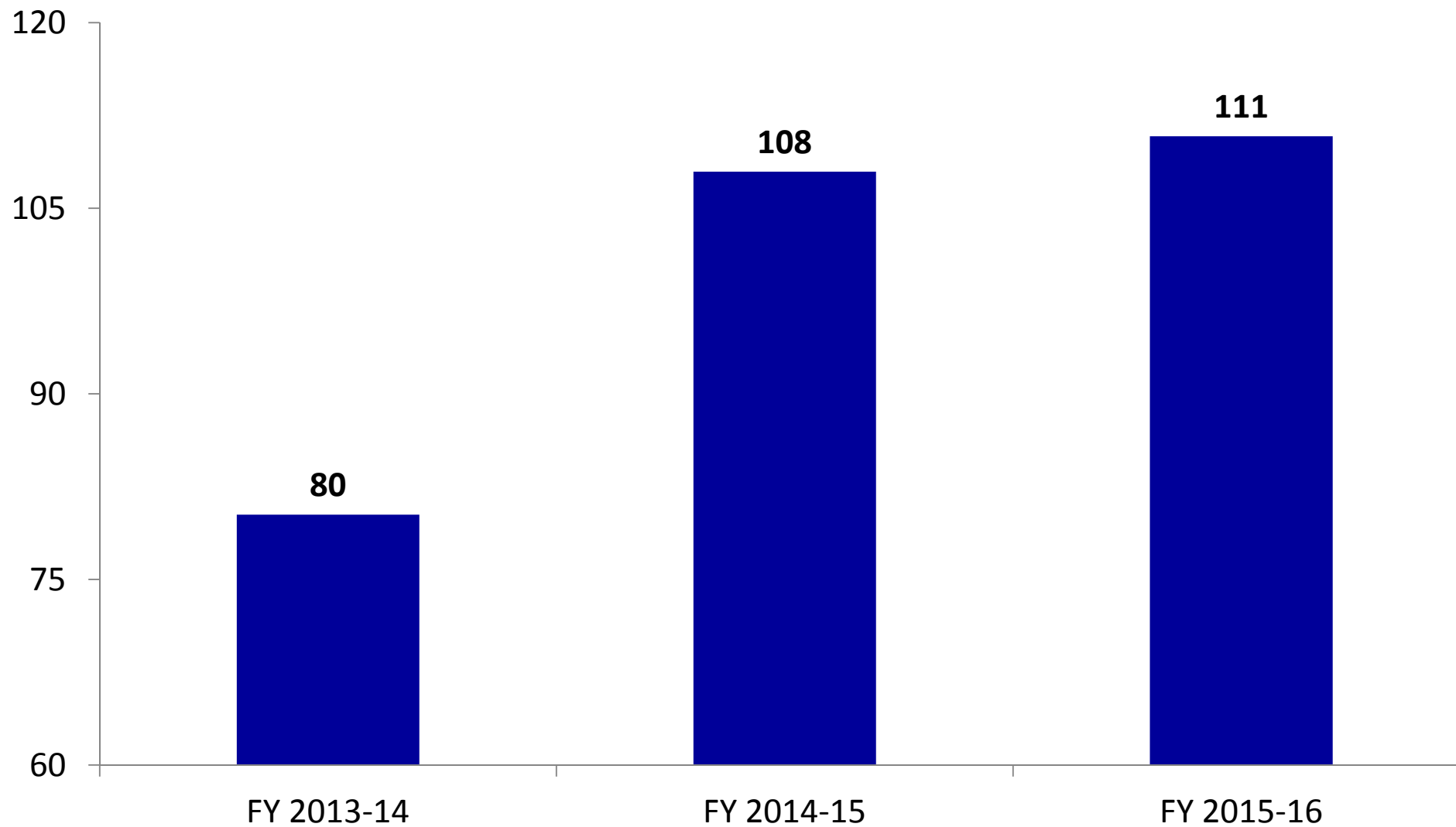


Nos. in '000





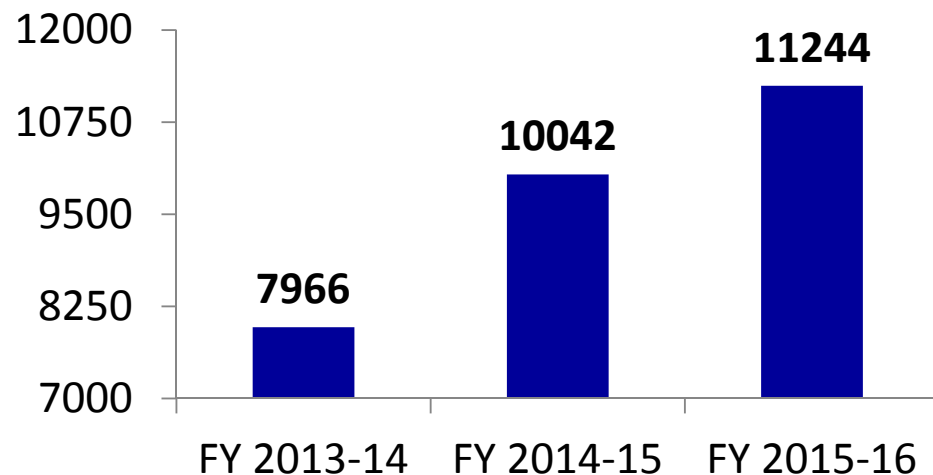
Nos. in '000



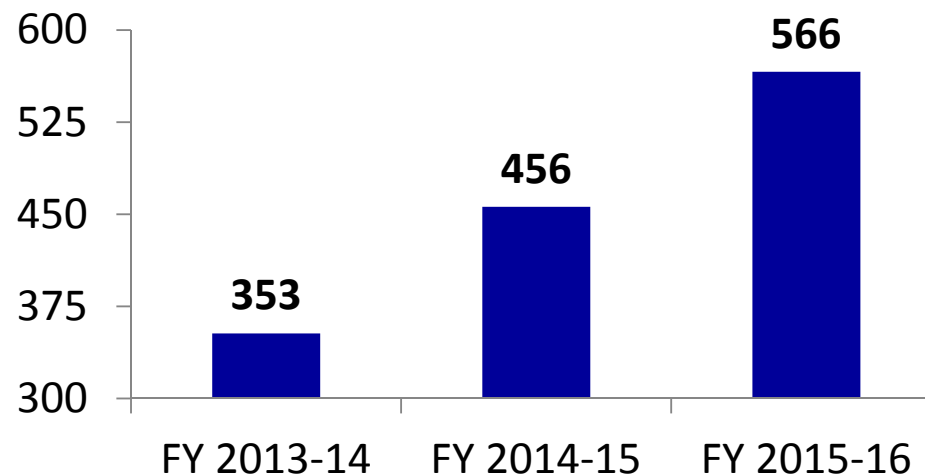


INR in Crores

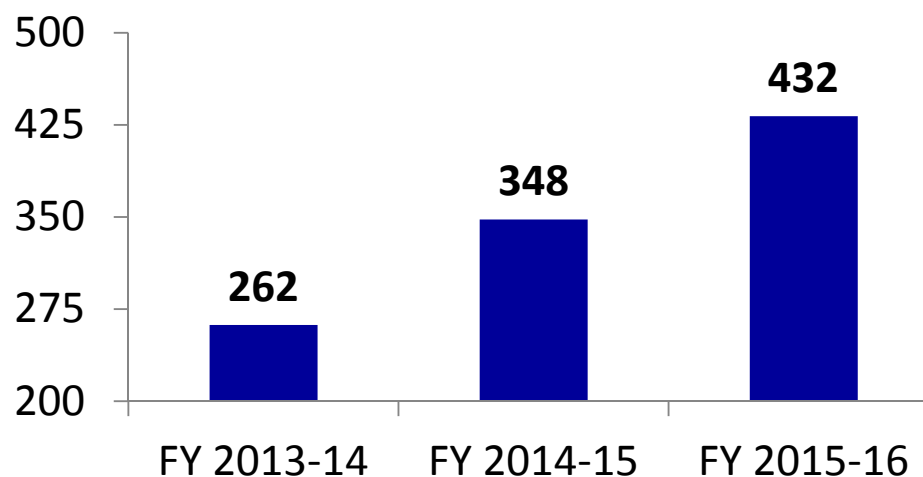
Income from Operations



PBT



PAT





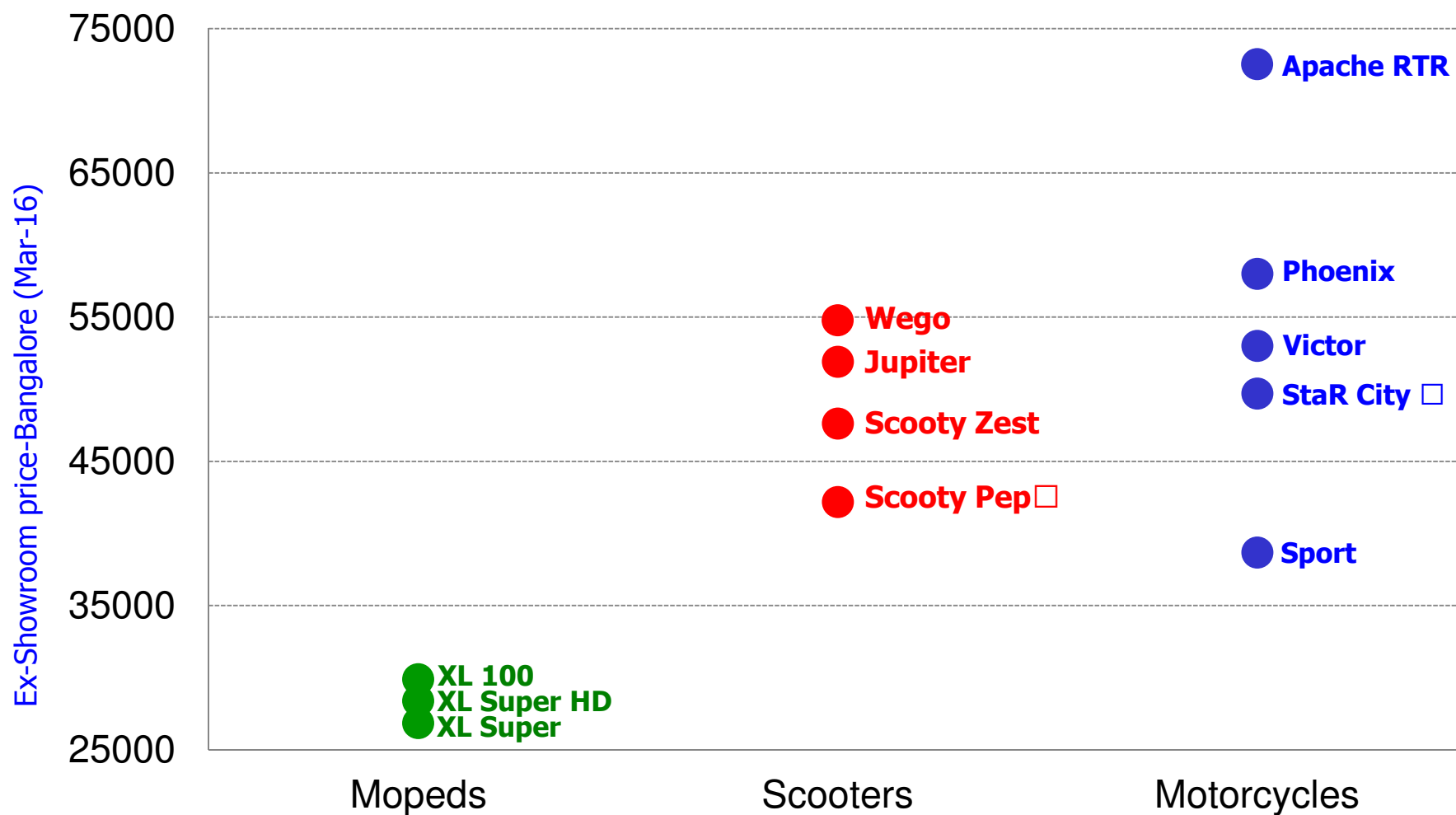
Strong R&D Infrastructure and Intellectual Property

- 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	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16
Rs Mn	999	1204	1272	1318	1958	2264
% of Sales	1.6	1.7	1.8	1.6	1.9	2.0



Offering a Comprehensive Product Range

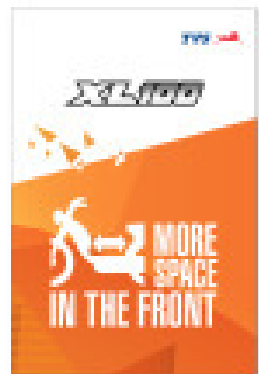




New Product launches FY 2015-16



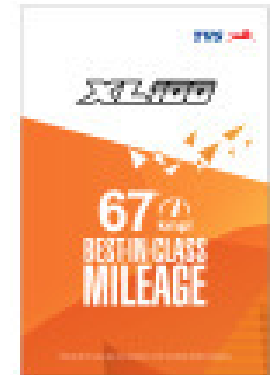
Excellent Power & Pickup



Wider Front Platform



Excellent Mileage



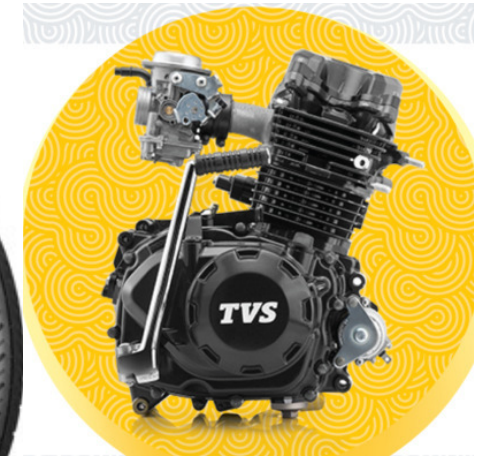
- ✓ 100cc, 4-stroke, JETT engine
- ✓ Excellent pick up
- ✓ No need to Add 2T oil
- ✓ Carry more load effortlessly

TVS



BRIGHTEST 60W HEADLAMP FOR EXTRA SAFETY

With the brightest headlamp, it lights up the way for you and your loved ones.



POWERFUL 3 VALVE ENGINE WITH 76 KMPL MILEAGE

Now don't spend on petrol, just spend to make your family smile.



COMFORTABLE SERIES SPRING SUSPENSION

No matter how the roads are, your family's journey will be filled with smiles.



TUBELESS TYRES WITH SUPERIOR GRIP

The best road-grip, that gives you and your family safety and stability for the journey ahead.

TVS

Apache RTR 200 CC



*Fully Digital Race
Diagnostic Speedometer*

*RTR Signature
Headlamp*



Race derived O3C
(Oil-Cooled Combustion Chamber)
Technology with ram air assist cooling
Electronic Fuel Injection



- StaR City+
 - Premium Gold Special Edition
 - Gold Alloy Wheels; Tubeless Tyres; USB port
- Sport
 - 95 kmpl TVS Sport with 5 year warranty
- Apache
 - Matte Blue Edition

**TVS WEGO**

- New colour : Deep Sky blue
- New Feature :
 - Synchronous Braking System
 - Digital Clock
 - Body coloured pillion handle

TVS Scooty PEP+

- Upgrade with new advanced ecothrust engine for smoother rides and lower maintenance cost
- Introduced new colours - Nero Blue & Nero Silver

**TVS JUPITER**

- New Colour : Matte Blue & Stallion Brown
- New Feature : Dura cool seat , Beige Pigmented panels

TVS SCOOTY ZEST

- New colour : Pearl peach, Bold brown
- New Feature : USB port, Dual colour seat, Body colour pillion handle and Silver oak pigmented panels



- TVS Motor Company continues to be rewarded for commitment to quality of its products:
 - TVS Wego and TVS Apache RTR 180 claimed top spots in the JD Power India Initial Quality Study (IQS)
 - TVS Scooty Zest and TVS StaR City+ topped the charts in their respective segments in the JD Power India Automotive Performance, Execution and Layout (2W APEAL) study
- TVS Motor Company was awarded highest rating in customer service satisfaction (CSI) in the two wheeler industry as per inaugural survey conducted by JD Power India



Thank you

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