



TVSM Results

Q/E 30th Sep 2017



Highlights - Q/E Sep 2017

- Revenue from operation excluding excise duty grew by 18% over Q2 of last year
- Total 2W sales numbers grew by 16% over Q2 of last year:
 - Scooters grew by 43%
 - Motorcycles grew by 10%
- Total 3W sales number grew by 24% over Q2 of last year
- PBT grew by 26.8% over Q2 of last year from Rs 234.0 Cr to Rs 296.8 Cr
- PAT grew by 20.2% over Q2 of last year from Rs 177.4 Cr to Rs 213.2 Cr
- Operating EBITDA for Q2 of 2017-18 is higher at 8.6% compared to 8.1% of Q2 of 2016-17



Sales - Q/E Sep 2017

Nos. in '000

Q2 2016-17	Particulars	Q2 2017-18
332	Motorcycles	365
234	Mopeds	230
229	Scooters	328
20	Three wheelers	25
816	Total	949



Sales – Half year ended Sep 2017

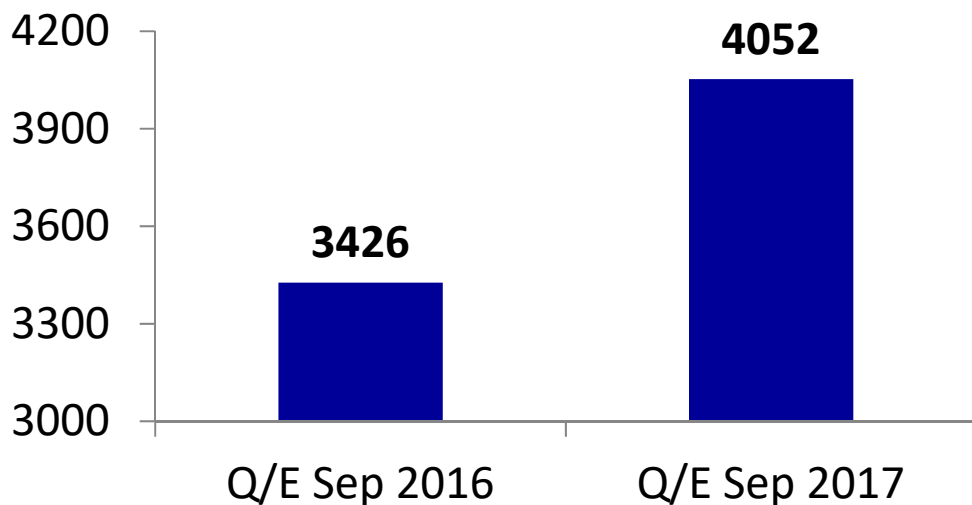
Nos. in '000

H1 2016-17	Particulars	H1 2017-18
615	Motorcycles	695
456	Mopeds	427
426	Scooters	586
38	Three wheelers	42
1534	Total	1751

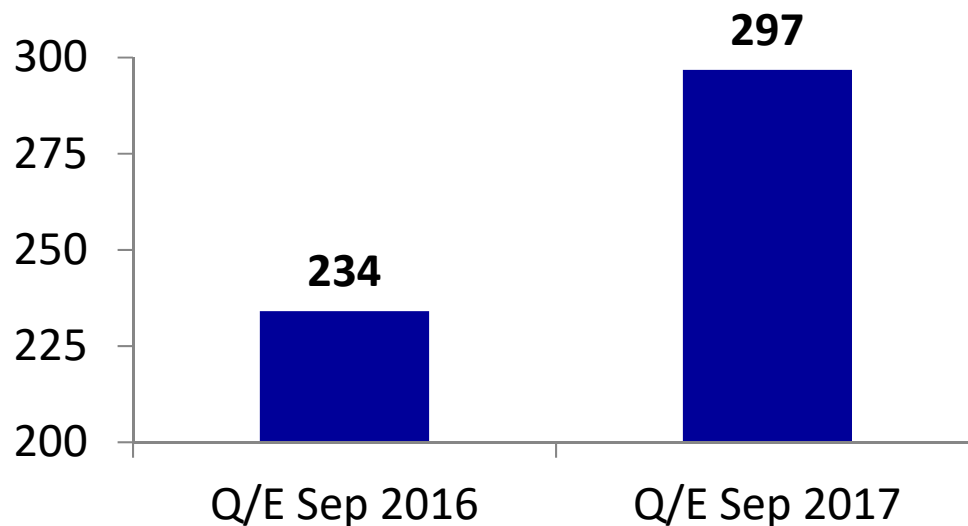


INR in Crores

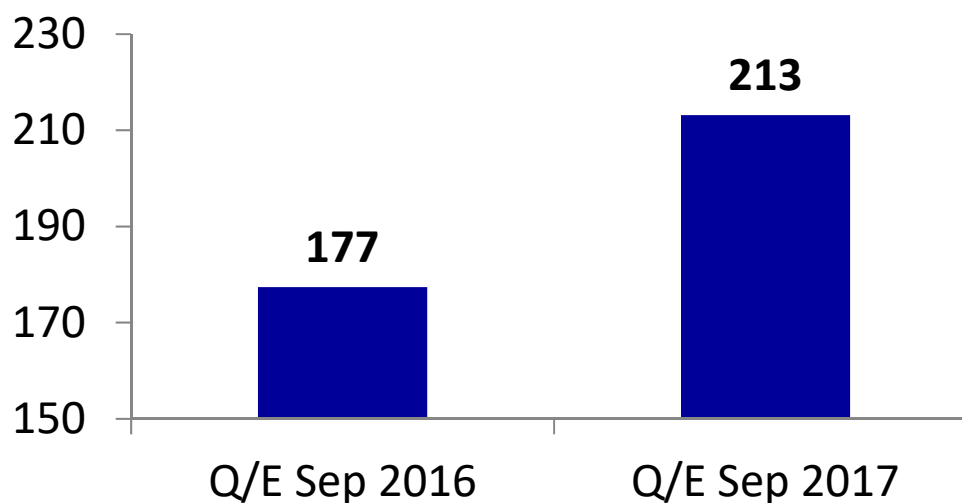
Revenue excluding excise duty



PBT



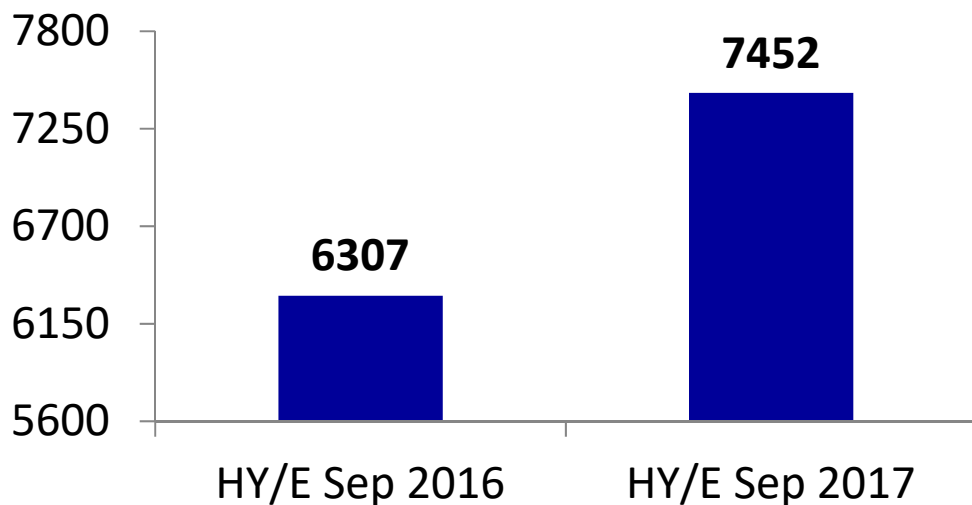
PAT



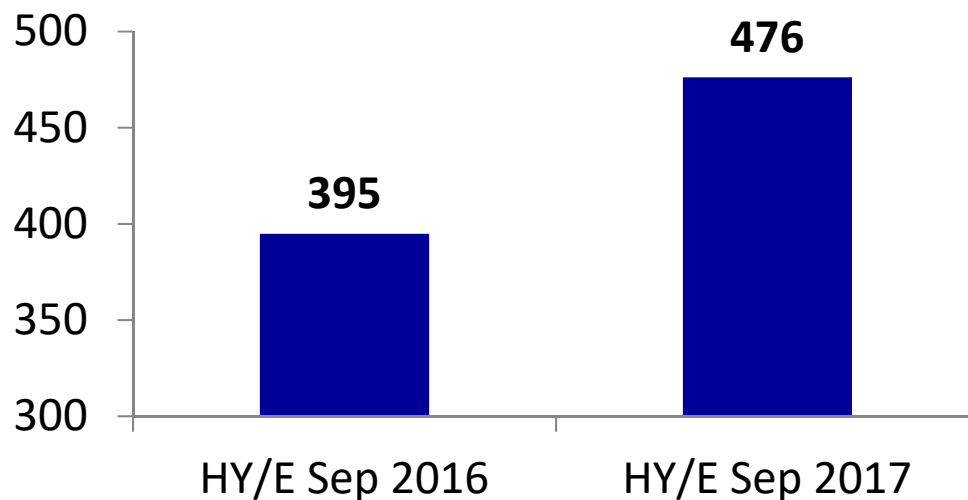
TVS Financial performance Half year ended Sep 2017

INR in Crores

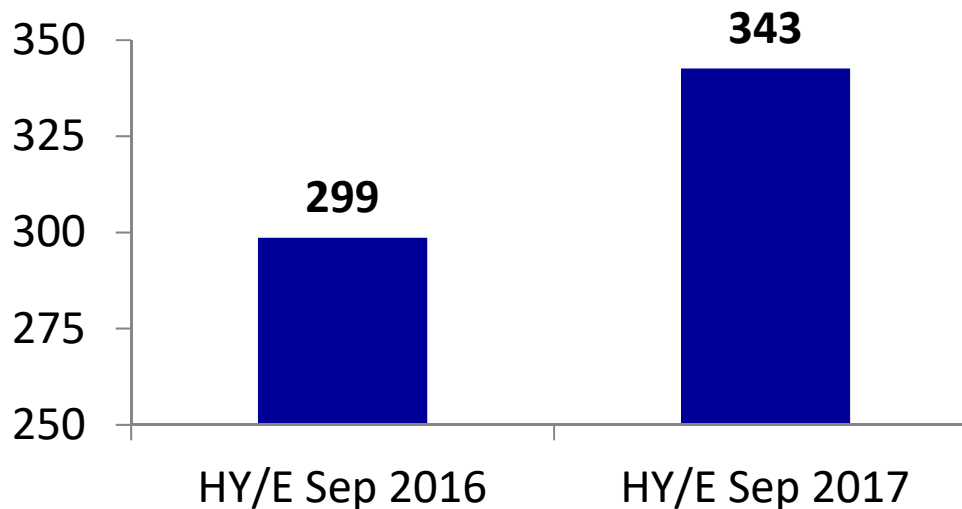
Revenue excluding excise duty



PBT



PAT





Refreshes launched during the Quarter ending Sep 2017



TVS Victor *Premium* edition





TVS Apache RTR Matte Red





Thank you

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