



TVSM Results

Q/E 31st Dec 2019



Highlights - Q/E Dec 2019

- EBITDA for the quarter is at 8.8% compared to 8.1% during Q3 of last year.
- Export sales of 2W during the quarter grew by 22% over last year.
- 3W sales grew by 22% over last year.
- Company had, in the previous quarter, reversed the provision of Rs.76.0 Cr towards National Calamity Contingent Duty (NCCD) based on a favourable ruling by CESTAT in the Company's case. Following the ruling given in the current quarter by the Hon'ble Supreme Court that NCCD is leviable, the Company, as a prudent measure, has reinstated the provision of Rs.76.0 Cr as an "exceptional item".
- Profit Before Tax (PBT) for the quarter before considering the exceptional item is Rs.221.8 Cr as against Rs. 258.5 Cr during Q3 of last year. PBT for the quarter after exceptional item is Rs. Rs.145.7 Cr.



Sales - Q/E Dec 2019

Nos. in '000

Q3 2018-19	Particulars	Q3 2019-20
378	Motorcycles	325
218	Mopeds	168
354	Scooters	280
40	Three wheelers	49
990	Total	822



Sales - YTD Dec 2019

Nos. in '000

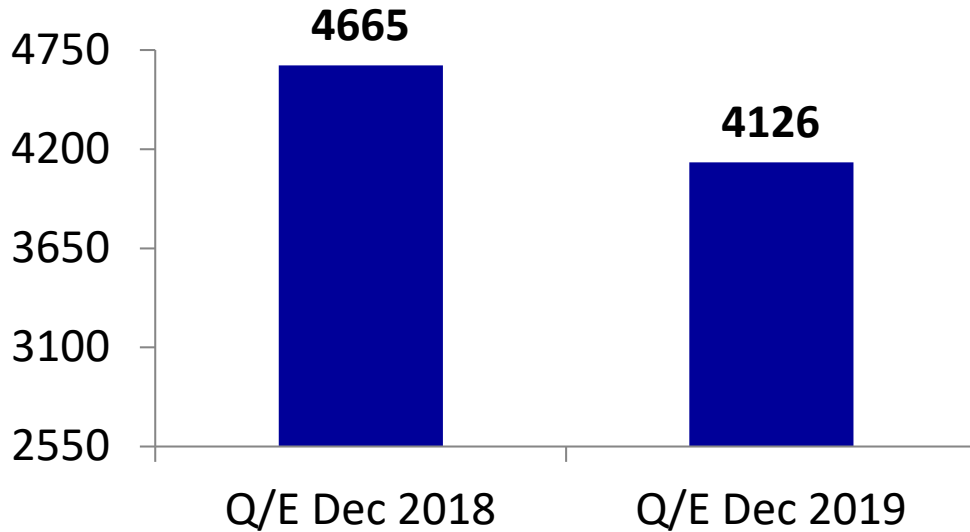
Apr to Dec 2018	Particulars	Apr to Dec 2019
1,184	Motorcycles	1,084
677	Mopeds	507
1,030	Scooters	908
115	Three wheelers	131
3,006	Total	2,630

Financial performance Q/E Dec 2019

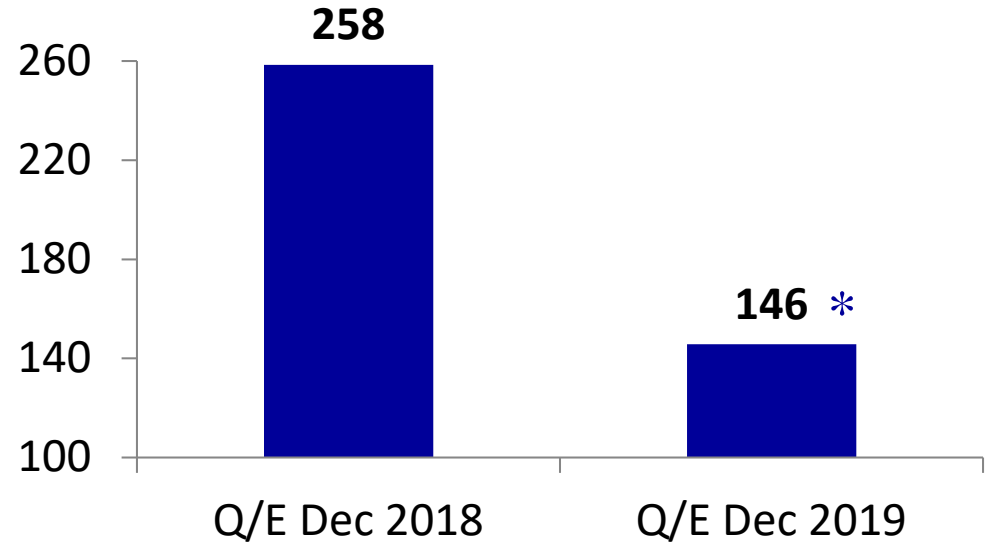


INR in Crores

Total Revenue

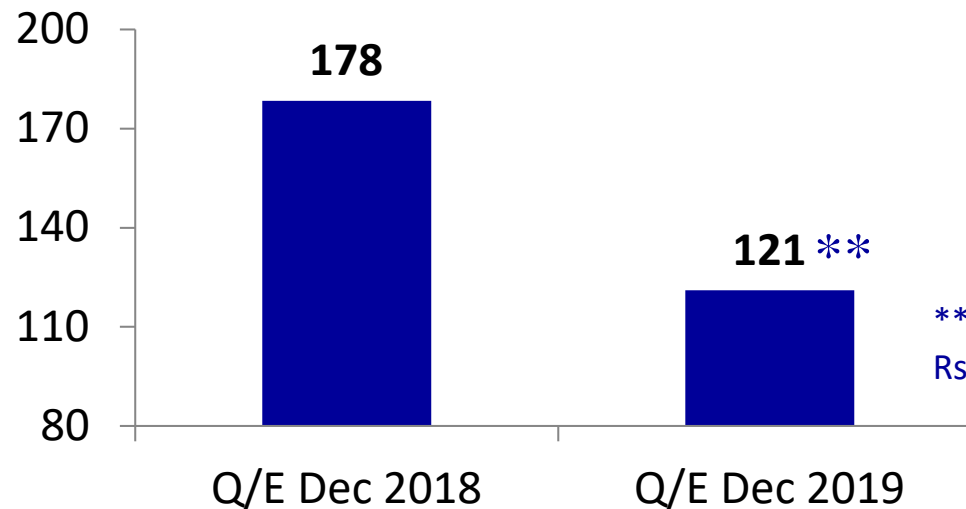


PBT



* Includes an exceptional loss of Rs 76.0 Cr towards reinstatement of NCCD provision for Himachal plant

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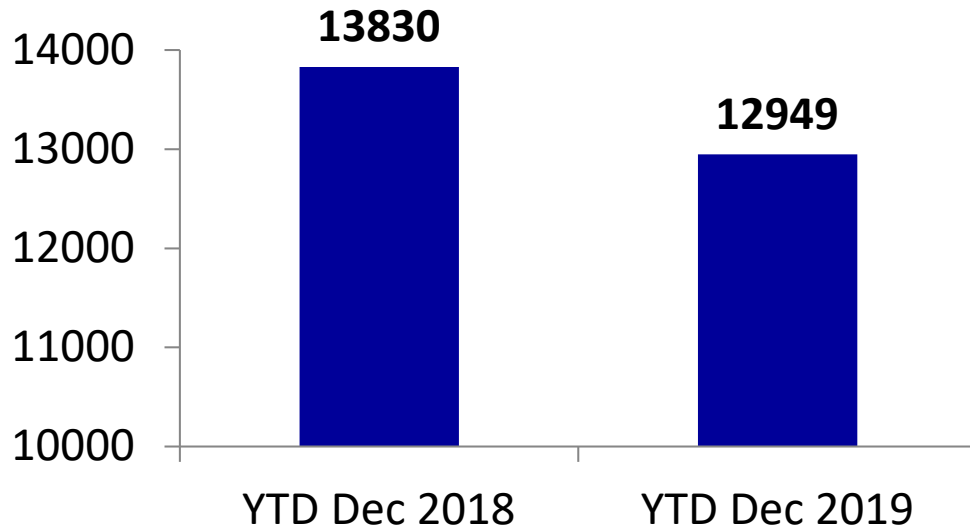
** Includes an exceptional loss of Rs 63.1 Cr (net of tax)

Financial performance YTD Dec 2019

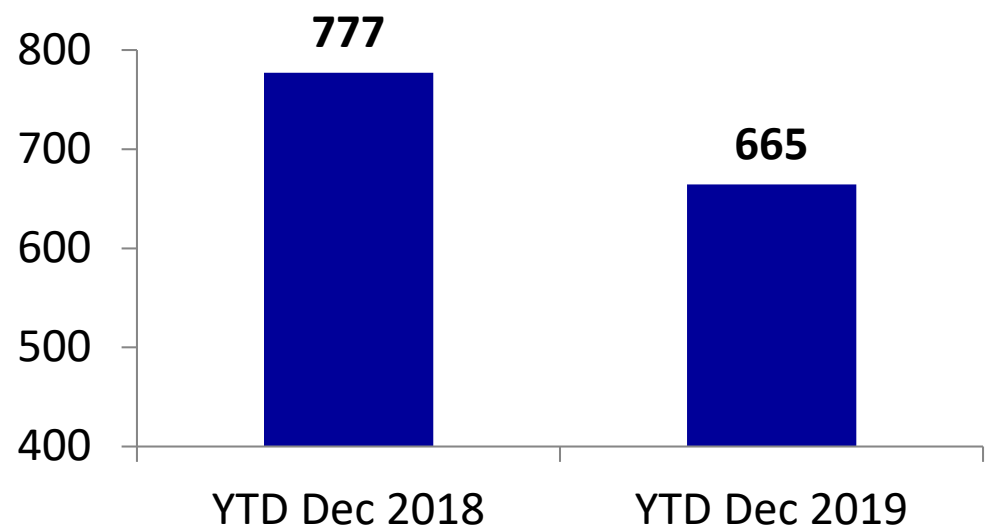


INR in Crores

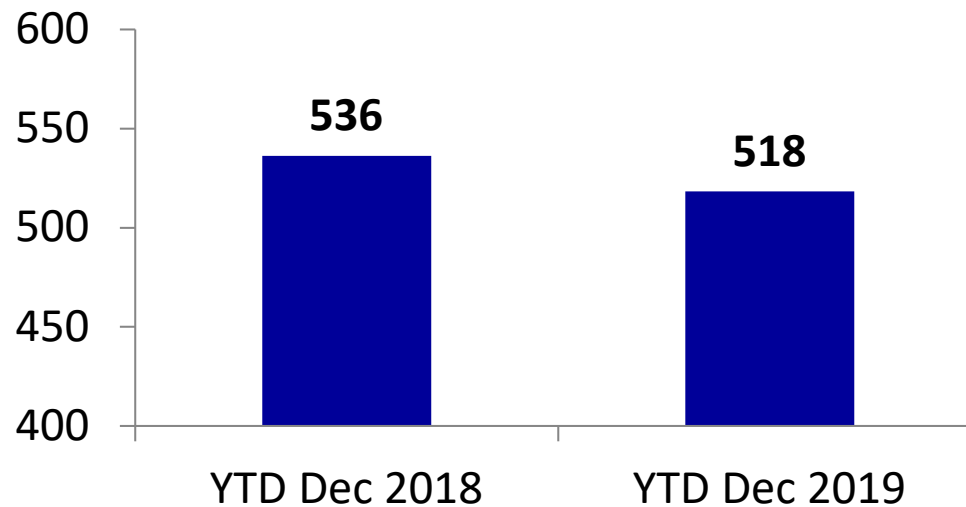
Total Revenue



PBT



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TVS

TVS Apache RTR BS VI Range



TVSM Results – Q/E 31st Dec 2019

Presentation dated 4th Feb 2020

Slide no. 7

TVS Jupiter Classic BS VI



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TVS StaR city+ BS VI



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TVS Apache RR 310 BS VI





Thank you

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