

PRESS RELEASE



TVS Motor revenue grows 11% to Rs 7962 crores in FY 2013-14

Bangalore, 29th April, 2014: TVS Motor Company today announced positive results for the financial year 2013-14. New launches and upgrades which the company introduced across the scooter and motorcycle segments augmented an increase in sales, aiding significant bottom line growth.

During the year, the company strengthened its presence in the scooter segment introducing TVS Jupiter, styled to enthuse the male customer. TVS Jupiter went on to become the most awarded scooters in India.

Q4 PERFORMANCE (Jan'14 - Mar'14):

TVS Motor Company reported revenue growth of 21% increasing from Rs. 1775 crores in the fourth quarter of the financial year ended March 2013 to Rs 2156 crores in the fourth quarter of the financial year ended March 2014.

The company's Profit from operation increased from Rs.63 crores in Q4 of the previous financial year to Rs. 101 crores in the fourth quarter of 2013-14. Profit After Tax (PAT) increased from Rs. (33) crores in the corresponding period last year to Rs. 52 crores in the year under review.

Motorcycles sales increased from 1.85 lakh units registered in the fourth quarter of 2012-13 to 1.97 lakh units in the fourth quarter of 2013-14. Scooters sales increased from 0.95 lakh units in the fourth quarter of 2012-13 to 1.37 lakh units registered in the fourth quarter of 2013-14. Two wheeler exports grew from 0.52 lakh units in the fourth quarter of 2012-13 to 0.67 lakh units in the quarter under review. Three wheeler sales



increased from 0.14 lakh units in Q4 of the previous year to 0.21 lakh units in the fourth quarter of 2013-14.

FULL YEAR PERFORMANCE (April 2013 to March 2014):

SALES :

During the year ended March 2014, the overall two-wheeler sales of TVS Motor Company, including exports was 19.93 lakh units as compared to 19.95 lakh units for the year ended March 2013. Motorcycle sales during the fiscal increased from 7.56 lakh units in 2013 to 7.86 lakh units in the current financial year. Scooters sales during the period under review increased from 4.46 lakh units for the year ended March 2013 to 4.74 lakh units in the year ended March 2014. Three wheeler sales of the company increased significantly from 49,143 units in the previous year to 80,235 units in the year ended 31st March 2014.

FINANCIAL PERFORMANCE:

The company's total revenue increased by 11%, growing from Rs 7169 crores in the year ended March 2013 to Rs. 7962 crores for the year ended March 2014.

Profit from operations grew by 38%, increasing from Rs. 254 crores in the year ended March 2013 to Rs. 351 crores in the year ended March 2014. Profit After Tax grew by 126% increasing from Rs. 116 crores in the year ended March 2013 to Rs. 262 crores in the the year ended March 2014.

INTERNATIONAL BUSINESS:

Total exports of the company for the year ended 31st March 2014 increased from 2.45 lakh units recorded in March 2013 to 3.09 lakh units.

DIVIDEND



The directors have declared a second interim dividend of Re. 0.75 per share on the share capital of Rs. 47.51 crores for the year 2013-14.

AWARDS

During the year, TVS Jupiter became the most awarded scooter in India, winning six 'Scooter of the Year' awards and one 'Viewer's Choice Award' from leading publication houses.

- 1) NDTV Car and Bike Awards 2014 – Scooter of the year (Viewer's choice)
- 2) NDTV Car and Bike Awards 2014 – Scooter of the year (Jury choice)
- 3) Zeegnation Awards 2014– Scooter of the year
- 4) Motoring World – Scooter of the year 2104
- 5) BBC TopGear India Magazine Awards 2014
- 6) Bike India Awards 2014 - Scooter of the year

FUTURE OUTLOOK - COMPANY PLANS AND PRODUCT LAUNCHES

The company will introduce its all new TVS StaR City+ and all new scooty: TVS Zest during the course of the year. Both products were showcased at this year's Auto expo. In addition to these new launches, the company has also planned upgrades across segments to strengthen the product portfolio. With improved product presence in various segments of the industry, TVS Motor Company expects to better its performance in the ongoing fiscal.
