

TVS MOTOR COMPANY LIMITED

1. FINANCIAL HIGHLIGHTS

Details	Year Ended 31-03-2013	Year Ended 31-03-2012
<i>QUANTITATIVE</i>	<i>(Number in Lakhs)</i>	
SALES		
Motorcycles	7.56	8.44
Mopeds	7.93	7.78
Scooters	4.46	5.25
Three Wheelers	0.49	0.40
Total vehicles sold	20.44	21.87
<i>FINANCIAL</i>	<i>(Rupees in crores)</i>	
Motorcycles	2794.98	2901.15
Mopeds	1547.07	1461.43
Scooters	1441.54	1625.82
Spares & Accessories	741.70	696.64
Three Wheelers	440.11	324.25
Other Operating Income	99.60	132.23
Other Income	23.84	21.71
Sales (Net of Excise duty)	7088.84	7163.23
EBITDA	460.62	519.86
Finance Charges & Interest (Gross)	48.04	57.09
Amortisation	27.75	28.78
Depreciation	130.41	117.53
Profit before tax before exceptional item	254.42	316.46
Exceptional item	91.63	-
Profit before tax after exceptional item	162.79	316.46
Extraordinary items	0.79	-
Profit before tax after extraordinary item	163.58	316.46
Provision for Tax	47.56	67.39
Profit for the year after tax	116.02	249.07



TVS MOTOR COMPANY LIMITED							
Regd office: "Jayalakshmi Estates", 29, Haddows Road, Chennai 600 006							
PART I							
AUDITED (STANDALONE & CONSOLIDATED) FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2013							
Rs. in Crores							
Particulars	3 months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	Year to date figures for the current period ended	Previous accounting year ended	Year to date figures for the year ended	Previous accounting year ended
	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012	31.3.2013	31.3.2012
	STANDALONE				CONSOLIDATED		
	(Unaudited)		(Audited)		(Audited)		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
1. Income from Operations							
(a) Net sales / Income from operations (net of excise duty)	1725.29	1780.24	1612.86	6965.40	7009.29	7301.25	7297.75
(b) Other Operating Income	23.03	18.98	24.27	99.60	132.23	104.97	137.41
Total Income from operations (net)	1748.32	1799.22	1637.13	7065.00	7141.52	7406.22	7435.16
2. Expenditure							
a. Cost of materials consumed	1304.00	1230.45	1170.54	4912.32	5132.28	5010.35	5222.40
b. Purchase of stock-in-trade	41.90	39.78	36.73	151.49	143.91	243.02	203.94
c. Changes in inventories of finished goods, work-in-process and stock-in-trade	(104.00)	25.27	(18.32)	32.70	(15.14)	(9.47)	(23.80)
d. Employee benefits expense	92.78	104.25	94.92	407.13	370.11	473.88	430.46
e. Depreciation and amortisation expense	34.69	32.77	31.74	130.41	117.53	175.60	158.29
f. Other expenses	319.88	292.77	254.32	1152.33	1040.99	1250.10	1143.05
g. Total	1689.25	1725.29	1569.93	6786.38	6789.68	7143.48	7134.34
3. Profit from Operations before other income, Finance Costs & Exceptional items (1-2)	59.07	73.93	67.20	278.62	351.84	262.74	300.82
4. Other income	9.63	4.87	8.29	23.84	21.71	24.17	14.40
5. Profit from ordinary activities before finance costs & Exceptional items (3+4)	68.70	78.80	75.49	302.46	373.55	286.91	315.22
6. Finance Costs	5.56	11.80	13.31	48.04	57.09	103.41	88.26
7. Profit from ordinary activities after finance costs but before Exceptional items (5-6)	63.14	67.00	62.18	254.42	316.46	183.50	226.96
8. Exceptional Item	(91.63)	-	-	(91.63)	-	92.78	-
9. Profit (+) / Loss (-) from Ordinary Activities before tax (7+8)	(28.49)	67.00	62.18	162.79	316.46	276.28	226.96
10. Tax expense	5.02	14.55	4.95	47.56	67.39	91.36	94.63
11. Net Profit (+) / Loss (-) from Ordinary Activities after tax (9-10)	(33.51)	52.45	57.23	115.23	249.07	184.92	132.33
12. Extraordinary Item	0.79	-	-	0.79	-	13.43	-
13. Net Profit (+) / Loss(-) for the period (11+12)	(32.72)	52.45	57.23	116.02	249.07	198.35	132.33
14. Share of profit/(loss) of Associates	-	-	-	-	-	0.33	(0.23)
15. Minority Interest	-	-	-	-	-	0.96	(0.46)
Net Profit (+) / Loss(-) after taxes, minority interest and share of profit/(loss) of associates (13+14+15)	(32.72)	52.45	57.23	116.02	249.07	197.72	132.56
16. Paid up equity share capital (Face value of Re.1/- each)	47.51	47.51	47.51	47.51	47.51	47.51	47.51
17. Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year	-	-	-	1,177.16	1122.06	850.77	674.73
19. Earnings Per Share (EPS) (Face value of Re.1/- each)							
(i) Basic and diluted EPS before Extraordinary items for the period, for the year to date and for the previous year (not to be annualised) (in Rs.)	(0.71)	1.10	1.20	2.43	5.24	3.88	2.79
(ii) Basic and diluted EPS after Extraordinary items for the period, for the year to date and for the previous year (not to be annualised) (in Rs.)	(0.69)	1.10	1.20	2.44	5.24	4.16	2.79
PART II							
SELECT INFORMATION FOR THE QUARTER AND YEAR ENDED 31.03.2013							
Particulars	3 months ended	Preceding 3 months ended	Corresponding 3 months ended in previous year	Year to date figures for current period ended	Previous accounting year ended		
	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012		
A. PARTICULARS OF SHAREHOLDING							
1. Public Shareholding							
- Number of shares	202404328	202404328	193311328	202404328	193311328		
- Percentage of shareholding	42.60	42.60	40.69	42.60	40.69		
2. Promoters and Promoter Group Shareholding							
(a) Pledged / Encumbered							
- Number of shares	-	-	-	-	-		
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-		
- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-		
(b) Non - encumbered							
- Number of shares	272682786	272682786	281775786	272682786	281775786		
- Percentage of shares (as a % of the total shareholding of the promoter and promoter group)	100.00	100.00	100.00	100.00	100.00		
- Percentage of shares (as a % of the total share capital of the company)	57.40	57.40	59.31	57.40	59.31		
Particulars		3 months ended 31.03.2013					
B. INVESTOR COMPLAINTS							
Pending at the beginning of the quarter		NIL					
Received during the quarter		10					
Disposed off during the quarter		10					
Remaining unresolved at the end of the quarter		NIL					
Notes:							
1 The operations of the Company relate to only one segment viz., automotive vehicles and parts							
2 During the quarter ended 31.3.2013, the Company has invested Rs 25 crores in 2,50,00,000 Non Cumulative Redeemable Preference shares of Rs.10 each in TVS Motor Services Limited, Chennai							
3 The directors at the meeting held today, have declared a second interim dividend of Re 0.60 per share absorbing a sum of Rs 32.66 Cr (including dividend distribution tax) for the year ended 31st March 2013 and the same will be paid to the shareholders on or after 10th May 2013. The board earlier declared first interim dividend of Re. 0.60 per share (60%) absorbing a sum of Rs. 32.85 Cr including dividend distribution tax for the year 2012-13 and the same was paid on 10th February 2013. The total dividend including second interim dividend for the year ended 31st March 2013 will aggregate to Rs. 1.20 per share (120%) on 47,50,87,114 equity shares of Re.1/- each. The directors do not recommend any further dividend for the year 2012-13							
4 The Company evaluated its investment in TVS Motor Company (Europe) B.V., a Wholly owned subsidiary (TVSM-Europe) for the purpose of determination of potential diminution in value on account of proposed closure of its operations. Based on such evaluation, the Company has recognised a provision for diminution in the value of investment in TVSM-Europe as at March 31,2013.This appears as an exceptional item in standalone financial results							
5 The exceptional item in consolidated accounts represent profit on sale of land by an overseas subsidiary.							
6 Extraordinary item in standalone accounts represents the amount(net of written down value of assets lost in fire and related expenses) received from insurance company against fire insurance claim and in consolidated accounts, it also includes profit on sale of certain assets of a division, pertaining to a subsidiary.							
7 The figures of the last quarter are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year.							
8 The consolidated financial results prepared in accordance with the Accounting Standards 21 & 23, relate to the Company, its subsidiaries and associates.							
9 Figures for the previous periods have been regrouped, wherever necessary, to conform to the current period's classification.							
Place : Bengaluru				FOR TVS MOTOR COMPANY LIMITED			
Date : 30th April 2013				Sd/-			
				Chairman			

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AUDITED (STANDALONE & CONSOLIDATED) FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH 2013 <i>(Rs. in Crores)</i>					
Particulars	STANDALONE		CONSOLIDATED		
	31.03.2013	31.03.2012	31.03.2013	31.03.2012	
	<i>Audited</i>	<i>Audited</i>		<i>Audited</i>	
A) EQUITY AND LIABILITIES					
Shareholders' funds					
1) a) Shareholders Funds	47.51	47.51	47.51	47.51	47.51
b) Reserves and surplus	1177.16	1122.06	850.77	674.73	674.73
	1224.67	1169.57	898.28	722.24	
Sub-total - Shareholders' funds					
2) Share application money pending allotment	-	-	-	-	-
3) Minority interest	-	-	6.89	5.96	5.96
Non-current liabilities					
4) (a) Long-term borrowings	494.14	479.93	845.68	874.46	874.46
(b) Deferred tax liabilities (net)	93.12	97.55	81.80	55.06	55.06
(c) Long-term provisions	53.17	48.54	60.61	53.45	53.45
Sub-total - Non-current liabilities	640.43	626.02	988.09	982.97	
Current liabilities					
5) (a) Short-term borrowings	51.72	235.53	71.87	270.82	270.82
(b) Trade payables	822.80	711.67	866.82	762.29	762.29
(c) Other current liabilities	326.23	313.95	472.79	512.43	512.43
(d) Short-term provisions	53.42	57.73	59.86	59.85	59.85
Sub-total - Current liabilities	1254.17	1318.88	1471.34	1605.39	
TOTAL - EQUITY AND LIABILITIES	3119.27	3114.47	3364.60	3316.56	
B) ASSETS					
Non-current assets					
1) (a) Fixed assets	1047.57	1078.08	1629.18	1657.94	1657.94
(b) Non-current investments	868.84	930.92	347.71	318.43	318.43
(c) Long-term loans and advances	73.35	57.33	39.48	28.70	28.70
Sub-total - Non-current assets	1989.76	2066.33	2016.37	2005.07	
Current assets					
2) (a) Inventories	509.66	584.56	635.79	681.38	681.38
(b) Trade receivables	300.52	208.04	302.40	223.29	223.29
(c) Cash and cash equivalents	17.45	13.03	79.60	137.48	137.48
(d) Short-term loans and advances	178.44	142.76	192.83	166.71	166.71
(e) Other current assets	123.44	99.75	137.61	102.63	102.63
Sub-total - Current assets	1129.51	1048.14	1348.23	1311.49	
TOTAL - ASSETS	3119.27	3114.47	3364.60	3316.56	

SEGMENT WISE REVENUE, RESULTS & CAPITAL EMPLOYED UNDER CLAUSE 41 OF THE LISTING AGREEMENT				
S.No	Particulars	Consolidated Results 31.03.2013	Consolidated Results 31.03.2012	Rs in Crores
		<i>AUDITED</i>	<i>AUDITED</i>	
1	Revenue			
a)	Automotive Vehicles & Parts	7168	7268	
b)	Automotive Components	337	299	
c)	Power	52	21	
	TOTAL	7557	7588	
	Less: Inter-Segment Revenue	151	153	
	NET SALES/ INCOME FROM OPERATIONS	7406	7435	
2	Results			
	Profit before tax and interest			
a)	Automotive Vehicles & Parts	234	297	
b)	Automotive Components	16	12	
c)	Power	37	6	
	TOTAL	287	315	
	Less: i) Interest	103	88	
	ii) Other unallocable expenditure net of unallocable income	-	-	
Add: i) Exceptional item		93	-	
ii) Extraordinary items		13	-	
	Profit (+) / Loss (-) before tax	290	227	
3	Capital Employed			
a)	Automotive Vehicles	1385	1232	
b)	Automotive Components	101	84	
c)	Power	325	340	
	TOTAL	1811	1656	

Segments have been identified in line with the Accounting Standard on Segment Reporting (AS17) and accordingly segment-wise information are given.

PRESS RELEASE



TVS Motor registers revenue of Rs 7,065 crores in FY '13

Bangalore, 30th April, 2013: TVS Motor Company and BMW Motorrad have signed a long-term cooperation agreement. The aim of the cooperation is to join forces to develop and produce a new series of motorcycles that will cater to the segment below 500 cubic centimeters. The cooperation agreement ensures the two companies, each offering their own vehicle derivatives, which will be sold through their own distribution channels with respective brand names in India and across the globe.

During the year the company introduced TVS Phoenix in the motorcycle executive segment, along with upgrades in the other segments of the motorcycle and scooter markets with the aim to consolidate and leverage a complete product portfolio.

Q4 PERFORMANCE (Jan '13 - Mar '13):

TVS Motor Company reported revenue of Rs 1,748 crores in Q4 of the financial year ended March 2013, compared to Rs 1,637 crores recorded during corresponding quarter in the previous year.

The company's Profit before tax (PBT) before exceptional and extraordinary items in Q4 stood at Rs 63.14 crores against Rs 62.18 crores in Q4 of the previous financial year. Profit After Tax (PAT) before exceptional and extraordinary items was Rs 58.12 crores in Q4 against Rs 57.23 crores in the corresponding period last year.

In Q4 motorcycles sales was 1.85 lakh units against 1.86 lakh units registered in the previous comparable period. Scooters recorded sales of 0.95 lakh units in Q4 compared to 1.10 lakh units in the corresponding quarter of the previous year. Two wheeler exports registered 0.52 lakh units in Q4 against 0.52 lakh units in the previous comparable quarter. Three wheeler sales in Q4 was 13,961 units against 7401 units in Q4 of the previous year.



FULL YEAR PERFORMANCE (Apr'12 to Mar'13)

SALES :

During the year ended March 2013, TVS Motor Company registered overall two-wheeler sales of 19.95 lakh units in comparison with 21.47 lakh units of the previous financial year. Motorcycle sales during the fiscal stood at 7.56 lakh units in comparison with 8.44 lakh units in the previous year. Scooters recorded sales of 4.46 lakh units in comparison with 5.25 lakh units in the previous year. Three wheeler sales of the company increased significantly from 40,166 units in the previous year to 49,143 units in the year ended 31 March 2013.

FINANCIAL PERFORMANCE:

The company's total revenue for the year ended March 2013 stood at Rs 7,065 crores as against Rs.7,142 crores for the year ended March 2012. Profit Before Tax before exceptional and extraordinary items during the year ended March 2013 stood at Rs. 254.42 crores in the current financial year in comparison with Rs. 316.46 crores in the year ended March 2012. Profit After Tax before exceptional and extraordinary item during the year ended March 2013 stood at Rs. 206.86 crores in comparison to Rs. 249.07 crores in the corresponding period of the year ended March 2012. The company has made a provision of Rs 91.63 crores for diminution in value of its overseas investment (consequently the PBT and PAT after exceptional and extraordinary item, stand at Rs 163.58 crores and Rs 116.02 crores respectively.)

INTERNATIONAL BUSINESS:

Exports of the company for the year ended 31 March 2013 stood at 2.11 lakh units as against 2.70 lakh units in 2011-12.

DIVIDEND

The Directors have declared a second interim dividend of Re 0.60 per share on the share capital of Rs.47.51 crores for the year 2012-13.

**PT TVS INDONESIA:**

During the year, PT TVS Motor Company, Indonesia registered total two wheeler sales of 18,636 units in comparison with 23,061 units recorded in the previous comparable period.

AWARDS

During the year, the company won the following major awards:

- TVS Motor Company was felicitated as 'India's most trusted Two Wheeler Brand' by the Brand Equity Most Trusted Brand Survey 2012. TVS Motor Company propelled to take the top slot this year after ranking fifth in the two wheeler category last year. This survey, conducted by the Nielsen Company is the largest of its kind in India, with a design sample of 8,160 distributed across socio-economic classifications, age, income and geography
- TVS Phoenix was awarded Motorcycle of the year up to 125cc by NDTV Car and Bike Awards 2013 and also by Car India and Bike India Awards 2013.
- The company was also awarded the prestigious Certificate of Commendation for Significant Achievement at the CII-ITC Sustainability Awards 2012.

FUTURE OUTLOOK - COMPANY PLANS AND PRODUCT LAUNCHES

Macro-economic signals are still weak. Good monsoon is critical for reducing inflation in food prices, improved sentiments and would lead to growth in the two wheeler industry.

The company will introduce a new motorcycle and a new scooter during the course of the current financial year. In addition, the company has planned upgrades across the product portfolio, and will also launch a diesel three wheeler during the year. With a complete portfolio, the company expects to improve its performance during the next financial year.