

2<sup>nd</sup> April, 2018

BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai 400 001.  
**Scrip code: 532343**

National Stock Exchange of India Ltd.,  
Exchange Plaza, 5<sup>th</sup> Floor,  
Bandra-Kurla Complex,  
Bandra (E), Mumbai 400 051.  
**Scrip code: TVSMOTOR**

Dear Sir,

**Reg : Sales update for the month of March 2018**

---

Please find enclosed the Press Release regarding the Company's sales update for the month of March 2018.

Thanking you,

Yours truly,  
For TVS MOTOR COMPANY LIMITED

  
K S Srinivasan  
Company Secretary

Encl : a/a

# PRESS RELEASE

---



## **TVS Motor Company posts 27% sales growth in March 2018**

**Hosur, April 02, 2018:** TVS Motor Company registered a sales growth of 27% increasing from 256,341 units in March 2017 to 326,659 units in the month of March 2018.

### **Two-Wheeler**

Total two-wheelers registered growth of 25.8% with sales increasing from 250,979 units in March 2017 to 315,765 units in March 2018. Domestic two-wheelers recorded growth of 22.2% with sales increasing from 216,995 units in March 2017 to 265,166 units in March 2018.

Scooter sales of the Company grew by 20.0% from 84,173 units in March 2017 to 100,972 units in March 2018. Motorcycles sales grew by 40.5% with sales increasing from 95,671 units in March 2017 to 134,412 units in March 2018.

### **Exports**

The Company's total exports grew by 55.0% from 38,462 units registered in the month of March 2017 to 59,628 units in March 2018. Two-wheeler exports grew by 48.9% increasing from 33,984 units in March 2017 to 50,599 units in March 2018.

### **Three-Wheeler**

Three-wheeler of the Company grew by 103.2% increasing from 5,362 units in March 2017 to 10,894 units registered in March 2018.

### **Fourth Quarter Sales Performance**

During the fourth quarter of the current financial year, two-wheeler sales grew by 30.4% increasing from 6.59 lakh units registered in the fourth quarter of the previous year to 8.59 lakh units in the quarter under review. Three-wheeler sales of the Company grew by 90.7% from 0.15 lakh units in the fourth quarter of the previous year to 0.29 lakh units in the fourth quarter of the current year.

# PRESS RELEASE

---



## Full Year Sales Performance

During the financial year 2017-18, two-wheeler sales of the Company grew by 17.8% increasing from 28.58 lakh units registered in the financial year 2016-17 to 33.67 lakh units in the year under review. Three-wheeler sales of the Company grew by 42.5% from 0.69 lakh units in the financial year 2016-17 to 0.99 lakh units in the financial year 2017-18.

## About TVS Motor Company

We are a leading two and three-wheeler manufacturer, and the flagship company of the USD 7 billion TVS Group. We believe in Championing Progress through Mobility. Rooted in our 100-year legacy of Trust, Value, Passion for Customers and Exactness, we take pride in making internationally aspirational products of the highest quality through innovative and sustainable processes. We endeavour to deliver the most superior customer experience at all our touch points across 60 countries. We are the only two-wheeler company to have received the prestigious Deming Prize. Our products lead in their respective categories in the JD Power IQS and APEAL surveys for the past three years. We have been ranked No. 1 Company in the JD Power Customer Service Satisfaction Survey for consecutive two years. For more information, please visit [www.tvsmotor.com](http://www.tvsmotor.com).

*For further information, please contact:*

Varghese M Thomas / KS Harini

[vm.thomas@tvsmotor.com](mailto:vm.thomas@tvsmotor.com) / [ks.harini@tvsmotor.com](mailto:ks.harini@tvsmotor.com)

TVS Motor Company

\*\*\*\*