

TVS Motor Company: Portfolio Expansion to Accelerate Growth

October 29, 2025 | CMP: INR 3,555 | Target Price: INR 3,400

Expected Share Price Return: (4.4)% | Dividend Yield: 0.3% | Expected Total Return: (4.1)%

REDUCE

Sector View: Positive

Change in Estimates	✓
Change in Target Price	✗
Change in Recommendation	✗

Company Info	
BB Code	TVSL IN EQUITY
Face Value (INR)	1.0
52 W High/Low (INR)	3,704/2,170
Mkt Cap (Bn)	INR 1,689/ \$19.1
Shares o/s (Mn)	475.1
3M Avg. Daily Volume	8,44,553

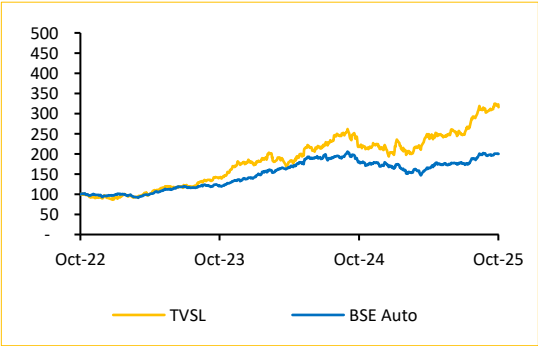
Change in CIE Estimates						
	FY26E			FY27E		
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)
Revenue	449.1	444.6	1.0	535.0	526.0	1.7
EBITDA	56.6	55.1	2.6	67.4	65.8	2.5
EBITDAM%	12.6	12.4	20 bps	12.6	12.5	10 bps
PAT	34.5	34.7	(0.4)	41.8	42.1	(0.7)
EPS	72.7	73.0	(0.4)	88.0	88.6	(0.7)

Actual vs CIE Estimates			
INR Bn	Q2FY26A	CIE Est.	Dev. %
Revenue	119.1	116.6	2.1
EBITDA	15.1	14.6	3.5
EBITDAM %	12.7	12.5	17 bps
PAT	9.1	9.3	(2.7)

Key Financials					
INR Bn	FY24	FY25	FY26E	FY27E	FY28E
Revenue	317.8	362.5	449.1	535.0	630.7
YoY (%)	20.5	14.1	23.9	19.1	17.9
EBITDA	35.1	44.5	56.6	67.4	80.1
EBITDAM %	11.1	12.3	12.6	12.6	12.7
Adj PAT	20.8	27.1	34.5	41.8	50.6
EPS	43.8	57.1	72.7	88.0	106.6
ROE %	26.9	27.3	26.8	25.3	24.0
ROCE %	30.4	31.8	32.6	31.3	30.2
PE(x)	81.1	62.3	48.9	40.4	33.3
EV/EBITDA	48.3	38.2	30.0	25.1	21.1

Shareholding Pattern (%)			
	Sep-25	Jun-25	Mar-25
Promoters	50.27	50.27	50.27
FIIIs	22.90	22.42	21.48
DIIIs	18.34	18.80	19.73
Public	8.49	8.51	8.52

Relative Performance (%)			
	3Y	2Y	1Y
BSE Auto	100.0	64.7	10.9
TVSL	215.5	123.1	44.5



Subhash Gate
Email: subhash.gate@choiceindia.com
Ph: +91 22 6707 9233

Heet Chheda
Email: heet.chheda@choiceindia.com
Ph: +91 22 6707 9233

Consistently Outperformed the Industry: In Q2FY26, TVSL registered total volume growth of 23% YoY against the industry's 11% YoY, driven by robust demand across segments. Domestic 2W ICE sales surged 21% YoY as compared to the industry's 8% YoY, while international 2W ICE volumes grew 31% YoY versus the industry's 26% YoY, achieving the highest-ever quarterly export of over 4,00,000 units. Despite magnet supply constraint, EV 2W volumes rose 7% YoY to 80,000 units, supported by iQube crossing 7,00,000 domestic units. 3W sales posted a strong 41% YoY growth, with EV 3W market share exceeding 11%. ***This diversified outperformance across domestic, international; ICE and EV segments underscores the company's superior execution and competitive strength.***

View and Valuation: We revise our FY26E/FY27E EPS estimate downwards by 0.4%/0.7% and maintain our target price of **INR 3,400**. We continue to value the company at an unchanged PE multiple on the average FY27/28E EPS and assign a value of INR 101 to TVS Credit. We remain positive on the long-term growth prospects of TVSL; however, considering the current valuations, we maintain our **"REDUCE"** rating on the stock.

TVSL: Top line beats estimate, bottom line missed

- Revenue was up 29.0% YoY and up 18.1% QoQ to INR 1,19,054 Mn (vs CIE est. at INR 1,16,568 Mn) led by 22.7% YoY growth in volume and 5.1% YoY growth in ASP.
- EBITDA was up 39.7% YoY and up 19.4% QoQ to INR 15,086 Mn (vs CIE est. at INR 14,571 Mn). EBITDA margin was up 97bps YoY and up 14bps QoQ to 12.7% (vs CIE est. at 12.5%).
- PAT was up 36.7% YoY and up 16.4% QoQ to INR 9,061 Mn (vs CIE est. at INR 9,316 Mn).

Strategic Portfolio Expansion to Accelerate Sales Growth: TVSL launched four innovative products in Q2FY26, bolstering its EV and premium portfolio. The products are: 1) TVS Orbiter EV, 2) TVS King Kargo HD EV powers, 3) TVS NTORQ 150 India's quickest hyper-sport scooter and the adventure focused 4) TVS Apache RTX, marking a bold entry into high performance and rally-tourer segments. ***We believe all launches have evoked exceptional market response for superior tech, quality and features poised to outpace industry growth, enrich mix and drive double-digit volume upside in H2FY26E.***

TVSL (INR Mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY26	QoQ (%)
Volumes (in units)	15,06,950	12,28,223	22.7	12,77,172	18.0
Net Sales	1,19,054	92,282	29.0	1,00,810	18.1
Material Expenses	84,604	66,018	28.2	71,754	17.9
Employee Expenses	6,047	4,967	21.7	5,808	4.1
Other Operating Expenses	13,317	10,499	26.8	10,618	25.4
EBITDA	15,086	10,798	39.7	12,630	19.4
Depreciation	2,144	1,806	18.7	2,039	5.1
EBIT	12,942	8,992	43.9	10,591	22.2
Interest Cost	466	319	45.9	403	15.6
PBT	12,263	8,972	36.7	10,531	16.4
RPAT	9,061	6,626	36.7	7,786	16.4
APAT	9,061	6,626	36.7	7,786	16.4
Adj EPS (INR)	19.1	13.9	36.7	16.4	16.4

TVSL	Q2FY26	Q2FY25	YoY (bps)	Q1FY26	QoQ (bps)
Material Exp % of Sales	71.1	71.5	(48)	71.2	(11)
Employee Exp. % of Sales	5.1	5.4	(30)	5.8	(68)
Other Op. Exp % of Sales	11.2	11.4	(19)	10.5	65
EBITDA Margin (%)	12.7	11.7	97	12.5	14
Tax Rate (%)	26.1	26.1	(4)	26.1	5
APAT Margin (%)	7.6	7.2	43	7.7	(11)

Source: TVSL, Choice Institutional Equities

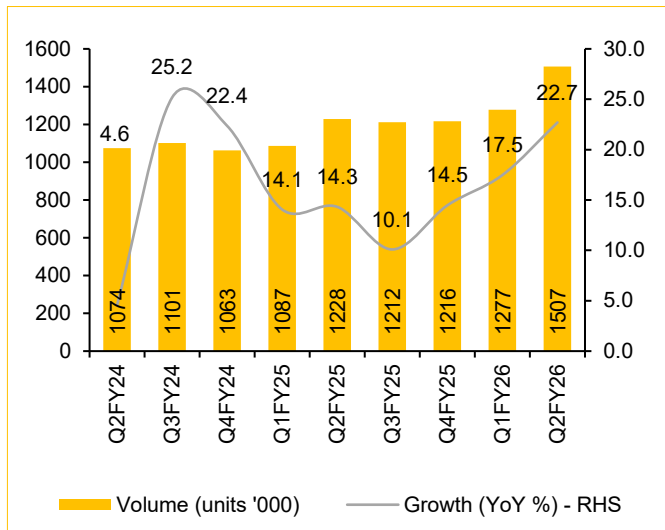
TVSL delivered robust volume growth of 23% YoY in Q2FY26, significantly outperforming industry growth of 11%.

TVSL achieved record Q2FY26 international sales exceeding 400,000 units, driven by strong Africa, LATAM and Asia growth, with the new Dubai office enabling deeper market focus.

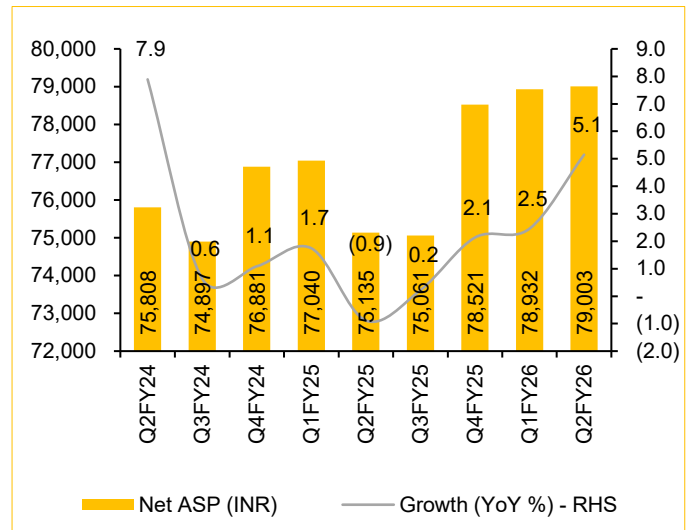
The company anticipates sustained industry outperformance in Q3/Q4, fueled by GST 2.0 benefits, above-normal monsoon, festive momentum and new product launches.

Management Call – Highlights

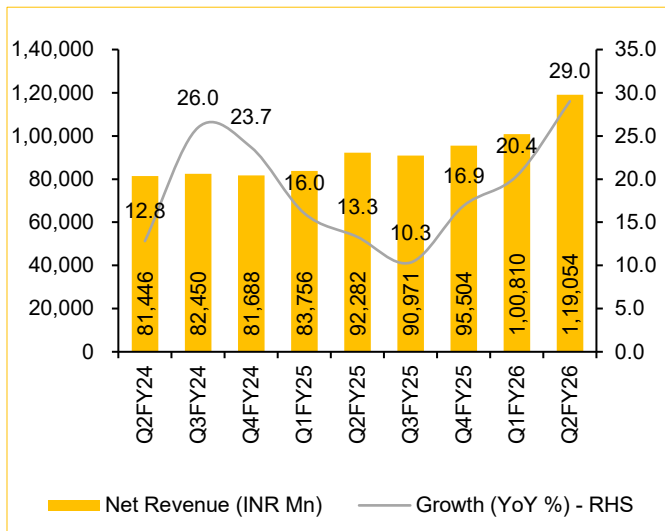
- TVSL delivered a robust volume growth of 23% YoY in Q2FY26, significantly outperforming industry growth of 11% YoY.
- Domestic 2W ICE sales rose 21% YoY against industry growth of 8% YoY.
- International 2W ICE sales surged 31% YoY, outpacing industry growth of 26% YoY, achieving the highest-ever quarterly export volume exceeding 4,00,000 units.
- EV 2W volumes increased 7% to 80,000 units despite magnet supply constraint; EV 3W volume share surpassed 11%.
- Gross margin expanded 100bps, driven by scale benefits, material cost-optimisation and strategic pricing.
- PLI incentives are now accruing across EV products (~0.5-0.6% of revenue).
- Management confident of sustained margin expansion via scale, mix enrichment and cost discipline.
- TVSL launched four high-impact products, strengthening EV and premium positioning.
- Intense R&D focus on next-gen tech for domestic and global markets; multiple EV 2W/3W launches planned in the next few quarters.
- New Launches: **1) TVS Orbiter:** Smart urban EV with 158 km range, priced at INR 99,900, nationwide rollout in the beginning Q4FY26E start. **2) TVS King Kargo HD EV:** Purpose-built for logistics with 156 km range, emphasising on strength and sustainability. **3) TVS NTORQ 150:** India's quickest hyper-sport scooter (0–60 km/h in 6.3 sec). **4) TVS Apache RTX:** Premium adventure rally tourer, expanding its Apache legacy.
- TVS Credit displayed strong growth in H1FY26, driven by GST 2.0, higher sales, deeper penetration and market share gains. It added over 2.5 Mn customers, reaching a total base of 21.3 Mn, with a book size of INR 2,78,070 Mn.
- TVSL achieved record Q2FY26 international sales, exceeding 4,00,000 units. This was supported by acceleration in demand in Africa, robust growth in LATAM markets (outpacing industry) and sequential gains in Asia (Sri Lanka, Nepal, Bangladesh).
- **Norton:** First flagship superbike design to be revealed next week in Italy; India launch in April 2026 with differentiated retail, combining Norton and premium TVS portfolios.
- **Capex:** In Q2FY26, TVSL incurred capex of INR 5,500 Mn, mainly to Norton e-bikes and new Dubai office. TVSL has reiterated its FY26E guidance of INR 16,000 Mn.

Volume grew 22.7% on a YoY basis

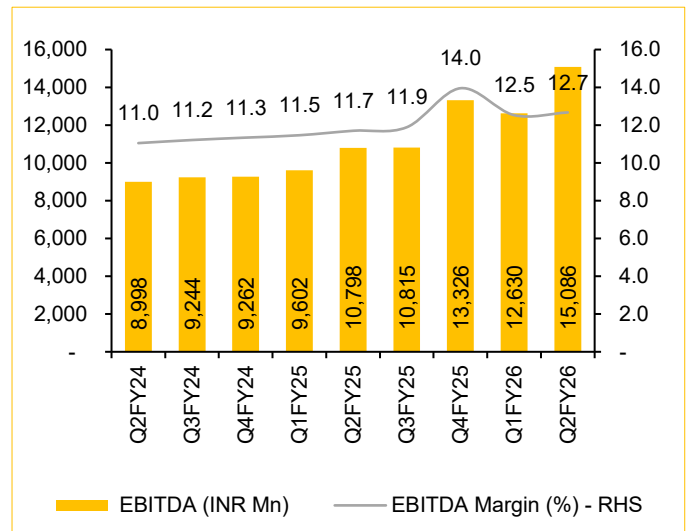
Source: TVSL, Choice Institutional Equities

ASP Increased by 5.1% YoY

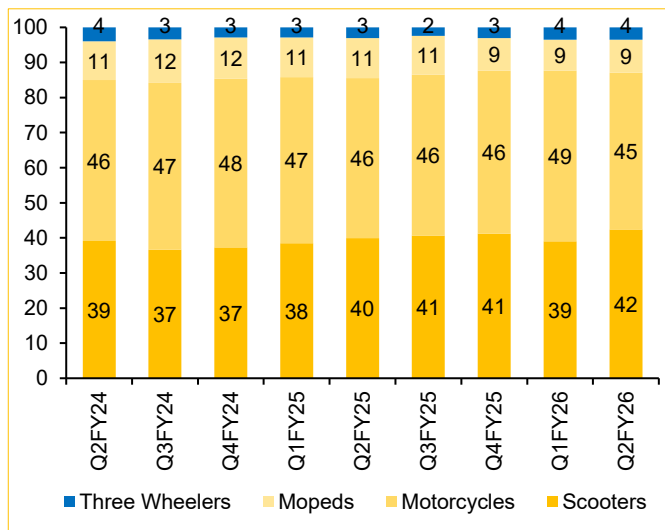
Source: TVSL, Choice Institutional Equities

Revenue was up 29.0% YoY driven by higher volume

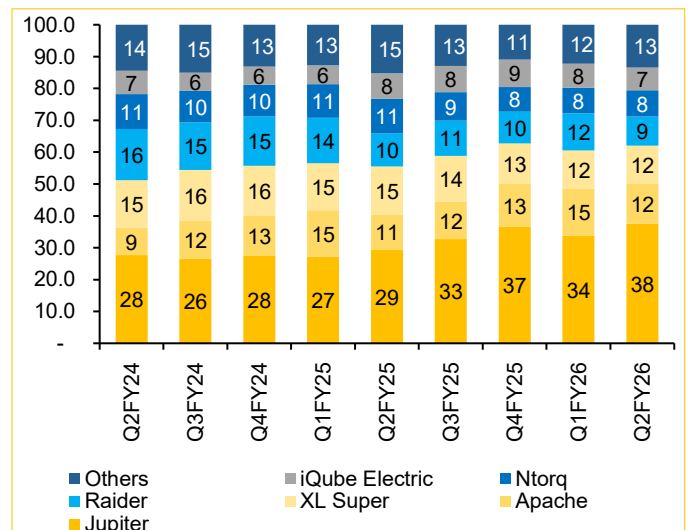
Source: TVSL, Choice Institutional Equities

EBITDA margin expanded 97bps on a YoY basis

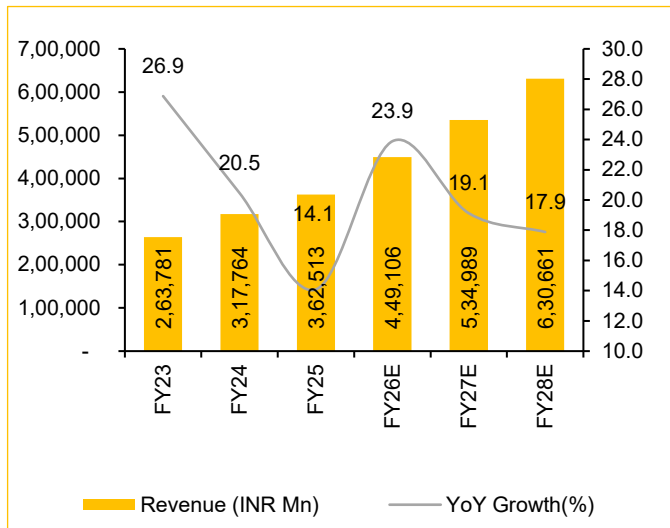
Source: TVSL, Choice Institutional Equities

Product segment mix (%)

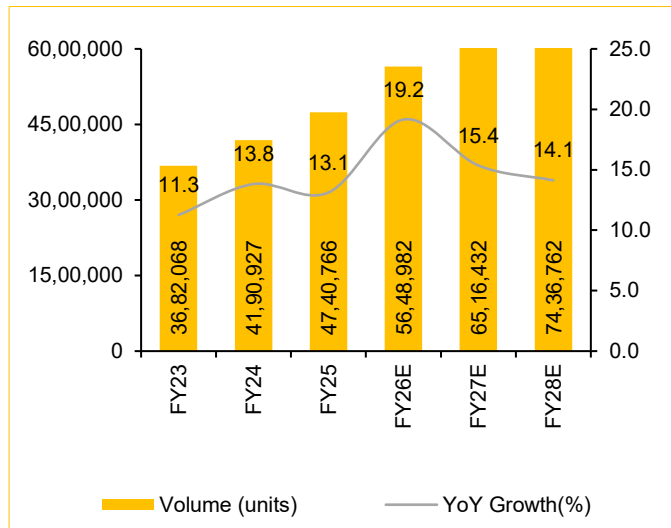
Source: TVSL, Choice Institutional Equities

Model mix (%)

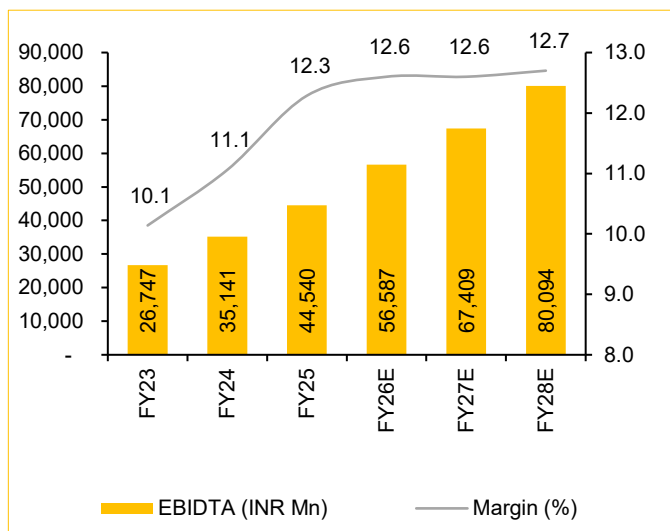
Source: TVSL, Choice Institutional Equities

Revenue expected to expand at a CAGR of 20.3% over FY25–28E

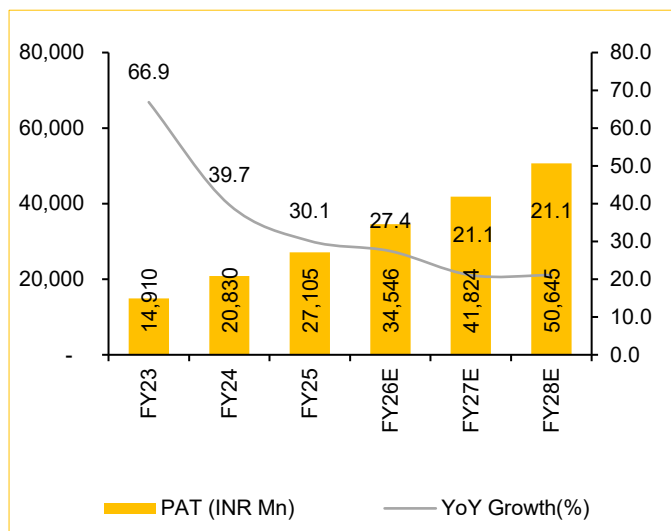
Source: TVSL, Choice Institutional Equities

Volume projected to increase at a CAGR of 16.2% over FY25–28E

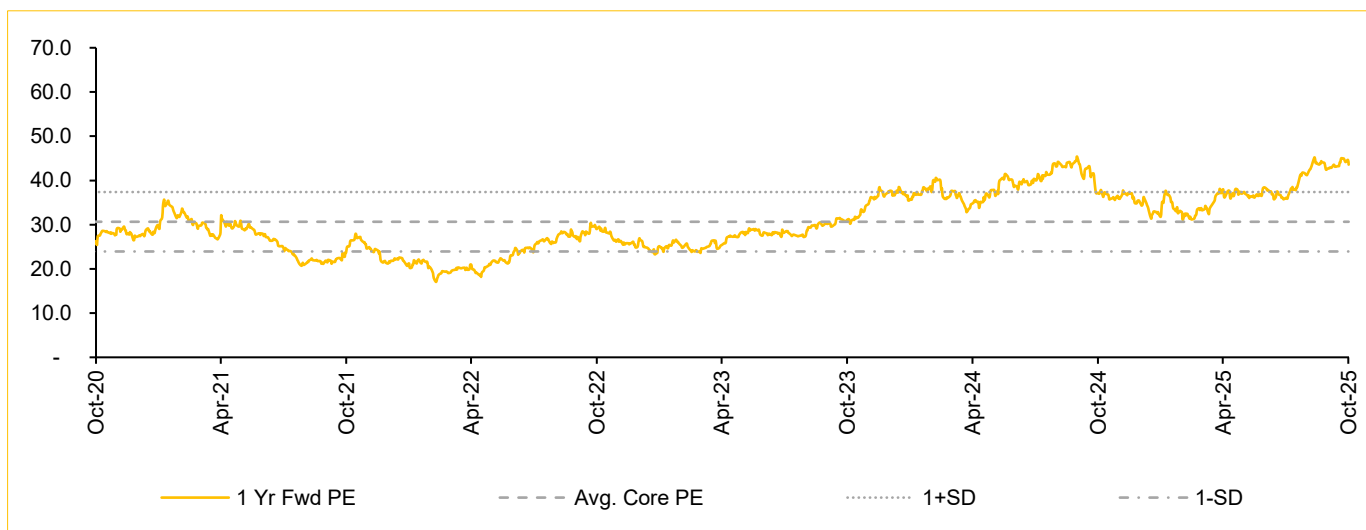
Source: TVSL, Choice Institutional Equities

EBITDA anticipated to expand at a CAGR of 21.6% over FY25–28E

Source: TVSL, Choice Institutional Equities

PAT expected to increase at a CAGR of 23.2% over FY25–28E

Source: TVSL, Choice Institutional Equities

1-year forward PE band

Source: TVSL, Choice Institutional Equities

Income Statement (INR Mn)

Particular	FY24	FY25	FY26E	FY27E	FY28E
Revenue	3,17,764	3,62,513	4,49,106	5,34,989	6,30,661
Gross Profit	83,474	1,04,907	1,29,342	1,54,077	1,81,630
EBITDA	35,141	44,540	56,587	67,409	80,094
Depreciation	7,004	7,446	9,001	10,187	11,152
EBIT	28,138	37,094	47,586	57,222	68,942
Interest Expenses	1,816	1,387	1,683	1,683	1,683
Other Income	1,485	580	780	980	1,180
Exceptional Item	-	-	-	-	-
Reported PAT	20,830	27,105	34,546	41,824	50,645
Minority Interest	-	-	-	-	-
Adjusted PAT	20,830	27,105	34,546	41,824	50,645
EPS (INR)	43.8	57.1	72.7	88.0	106.6

Ratio Analysis	FY24	FY25	FY26E	FY27E	FY28E
Growth Ratios (%)					
Revenue	20.5	14.1	23.9	19.1	17.9
EBITDA	31.4	26.7	27.0	19.1	18.8
PAT	39.7	30.1	27.4	21.1	21.1
Margins (%)					
EBITDA	11.1	12.3	12.6	12.6	12.7
PAT	6.6	7.5	7.7	7.8	8.0
Profitability (%)					
ROE	26.9	27.3	26.8	25.3	24.0
ROCE	30.4	31.8	32.6	31.3	30.2
ROIC	33.6	35.4	36.2	35.2	34.3
Working Capital					
Inventory Days	16	17	17	17	17
Debtor Days	15	13	15	15	15
Payable Days	59	62	62	62	62
Cash Conversion Cycle	(28)	(32)	(31)	(30)	(30)
Valuation Metrics					
PE(x)	81.1	62.3	48.9	40.4	33.3
EV/EBITDA (x)	48.3	38.2	30.0	25.1	21.1
Price to BV (x)	21.8	17.0	13.1	10.2	8.0
EV/OCF (x)	47.0	39.9	33.3	30.3	23.9

Source: TVSL, Choice Institutional Equities

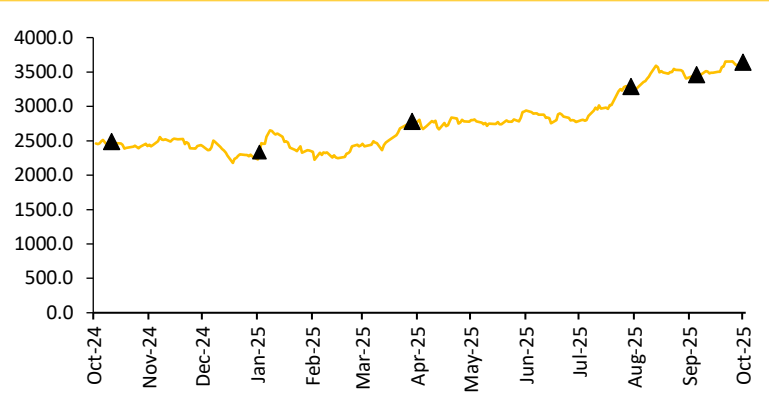
Balance Sheet (INR Mn)

Particular	FY24	FY25	FY26E	FY27E	FY28E
Net Worth	77,310	99,367	1,28,686	1,65,284	2,10,703
Minority Interest	-	-	-	-	-
Deferred Tax	1,871	2,659	2,659	2,659	2,659
Total Debt	15,134	17,349	17,349	17,349	17,349
Other Liabilities & Provisions	5,504	4,766	6,905	7,568	9,328
Total Net Worth & Liabilities	99,820	1,24,141	1,55,600	1,92,861	2,40,039
Net Fixed Assets	37,719	43,464	51,962	53,776	54,624
Capital Work in Progress	3,297	6,420	7,120	7,820	8,520
Investments	69,913	92,714	1,13,175	1,42,842	1,84,153
Cash & Bank Balance	5,310	5,583	7,441	12,065	18,720
Loans & Advances & Other Assets	9,148	8,544	14,371	17,120	22,073
Net Current Assets	(20,256)	(27,001)	(31,029)	(28,697)	(29,331)
Total Assets	99,820	1,24,141	1,55,600	1,92,861	2,40,039

Cash Flows (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
Cash Flows from Operations	36,173	42,657	50,983	55,847	70,623
Cash Flows from Investing	(18,963)	(38,708)	(44,488)	(45,116)	(58,964)
Cash Flows from Financing	(14,696)	(5,871)	(4,769)	(6,246)	(5,150)

DuPont Analysis	FY24	FY25	FY26E	FY27E	FY28E
Tax Burden	74.9%	74.7%	74.0%	74.0%	74.0%
Interest Burden	98.8%	97.8%	98.1%	98.8%	99.3%
EBIT Margin	8.9%	10.2%	10.6%	10.7%	10.9%
Asset Turnover	3.2	2.9	2.9	2.8	2.6
Equity Multiplier	1.3	1.2	1.2	1.2	1.1
ROE	26.9%	27.3%	26.8%	25.3%	24.0%

Historical Price Chart: TVSL



Date	Rating	Target Price
May 09, 2024	BUY	2,136
August 07, 2024	BUY	2,680
October 24, 2024	BUY	2,759
January 22, 2025	BUY	2,936
April 29, 2025	ADD	2,920
August 04, 2025	ADD	3,100
September 15, 2025	REDUCE	3,400
October 29, 2025	REDUCE	3,400

Institutional Research Team			
Utsav Verma, CFA	Head of Institutional Research	utsav.verma@choiceindia.com	+91 22 6707 9440
Prashanth Kumar Kota, CFA	Analyst – Basic Materials	prashanth.kota@choiceindia.com	+91 22 6707 9521
Dhanshree Jadhav	Analyst – Technology	dhanshree.jadhav@choiceindia.com	+91 22 6707 9535
Karan Kamdar	Analyst – Small and Midcaps	karan.kamdar@choiceindia.com	+91 22 6707 9451
Deepika Murarka	Analyst – Healthcare	deepika.murarka@choiceindia.com	+91 22 6707 9513
Putta Ravi Kumar	Analyst – Defence	ravi.putta@choiceindia.com	+91 22 6707 9908
Maitri Sheth	Analyst – Pharmaceuticals	maitri.sheth@choiceindia.com	+91 22 6707 9511
Ashutosh Murarka	Analyst – Cement & Infrastructure	ashutosh.murarka@choiceindia.com	+91 22 6707 9887
Dhaval Popat	Analyst – Energy	dhaval.popat@choiceindia.com	+91 22 6707 9949
Aayush Saboo	Sr. Associate– Real Estate	aayush.saboo@choiceindia.com	+91 22 6707 9512
Bharat Kumar Kudikyala	Sr. Associate – Building Materials and Mining	bharat.kudikyala@choiceindia.com	+91 22 6707 9521
Avi Jhaveri	Sr. Associate – Technology	avi.jhaveri@choiceindia.com	+91 22 6707 9901
Kunal Bajaj	Sr. Associate – Technology	kunal.bajaj@choiceindia.com	+91 22 6707 9901
Abhinav Kapadia	Sr. Associate – Capital Goods	abhinav.kapadia@choiceindia.com	+91 22 6707 9707
Subhash Gate	Sr. Associate – Auto	subhash.gate@choiceindia.com	+91 22 6707 9233
Vikrant Shah, CFA (ICFAI)	Sr. Associate – Banks	vikrant.shah@choiceindia.com	+91 22 6707 9887
Vinay Rawal	Associate – Small and Midcaps	vinay.rawal@choiceindia.com	+91 22 6707 9433
Heer Gogri	Associate – Small and Midcaps	heer.gogri@choiceindia.com	+91 22 6707 9433
Heet Chheda	Associate – Auto	heet.chheda@choiceindia.com	+91 22 6707 9233
Rushil Katiyar	Associate – Technology	rushil.katiyar@choiceindia.com	+91 22 6707 9535
Stuti Bagadia	Associate – Pharmaceuticals	stuti.bagadia@choiceindia.com	+91 22 6707 9511

CHOICE RATING DISTRIBUTION & METHODOLOGY	
Large Cap*	
BUY	The security is expected to generate upside of 15% or more over the next 12 months
ADD	The security is expected to show upside returns from 5% to less than 15% over the next 12 months
REDUCE	The security is expected to show upside or downside returns by 5% to -5% over the next 12 months
SELL	The security is expected to show downside of 5% or more over the next 12 months
Mid & Small Cap*	
BUY	The security is expected to generate upside of 20% or more over the next 12 months
ADD	The security is expected to show upside returns from 5% to less than 20% over the next 12 months
REDUCE	The security is expected to show upside or downside returns by 5% to -10% over the next 12 months
SELL	The security is expected to show downside of 10% or more over the next 12 months
Other Ratings	
NOT RATED (NR)	The stock has no recommendation from the Analyst
UNDER REVIEW (UR)	The stock is under review by the Analyst and rating may change
Sector View	
POSITIVE (P)	Fundamentals of the sector look attractive over the next 12 months
NEUTRAL (N)	Fundamentals of the sector are expected to be in statis over the next 12 months
CAUTIOUS (C)	Fundamentals of the sector are expected to be challenging over the next 12 months

*Large Cap: More Than INR 20,000Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000Cr Market Cap

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Choice Equity Broking Private Limited-Research Analyst - INH000000222. (CIN. NO.: U65999MH2010PTC198714). Reg. Add.: Sunil Patodia Tower, J B Nagar, Andheri(East), Mumbai 400099. Tel. No. 022-6707 9999

Compliance Officer--Prashant Salian, Email Id – Prashant.salian@choiceindia.com Contact no. 022- 67079999- Ext-2310

Grievance officer-Deepika Singhvi Tel.022-67079999- Ext-834. Email- ig@choiceindia.com

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