



For Immediate Release:

Eicher Motors Limited announces Annual Results for CY 2011

~For CY ending December 2011, total income from operations at INR 5716 crores, Operating EBIDTA at INR 593 crores and PAT at INR 497 crores

~ For Q4 ending December 2011, total income from operations at INR 1576 crores, Operating EBIDTA at INR 153 crores and PAT at INR 138 crores

~Dividend recommended at 160%

New Delhi, February 13, 2012:

Eicher Motors Limited announced the audited consolidated annual financial results for the year ended December 31, 2011 and the fourth quarter ended December 31, 2011.

The Board of Directors at Eicher Motors Limited approved the results with the performance highlights as follows:

Consolidated Results CY 2011 as compared to CY 2010 and Q4 2011 as compared to Q4 2010:

	CY 2011	CY 2010	% growth	Q4 2011	Q4 2010	% growth
Total Income from operations (A)	5716	4421	29.3%	1576	1243	26.8%
Operating Profit (EBIDTA) (B)	593	381	55.6%	153	120	27.7%
Operating Margin (EBIDTA %) (B/A)	10.4%	8.6%		9.8%	9.7%	
Profit After Tax	497	306	62.1%	138	93	47.8%

Note: All figures are INR crores except where specified.

Reviewing the year, **Mr Siddhartha Lal, Managing Director & CEO, Eicher Motors Limited** said, "This has been the best ever year for Eicher Motors Limited (EML) with the highest revenue at Rs 5716 crores and record operating profit at Rs 593 crores."

EML's joint venture with Volvo Group- VE Commercial Vehicles (VECV) reported a robust year with record volume numbers. VECV's Eicher Trucks and Buses Division (ETB) showed an improvement in its sales volume with 48337 units for calendar year 2011 as compared to 38181 units in calendar year 2010. ETB has continued to maintain its market share in the 5 to 12 T trucks segment at 30% plus in the calendar year 2011. In the bus segment too, ETB has maintained its momentum with

6496 unit sales in calendar year 2011, a growth of 34.8% over the corresponding period last year; market share for the same period has also gone up to 9.7% from 6.7%. In the Heavy Duty trucks segment, ETB bettered its performance by 74.3% at 7352 units in calendar year 2011 over 4219 units in the same period last year. Correspondingly, its market share has also improved from 2% in calendar year 2010 to 3.1% in 2011.

Commenting on VECV's performance, **Mr Siddhartha Lal** said, "VECV has had an excellent year with record topline and bottomline growth and achieved progress in qualitative areas towards our goal of driving modernisation in commercial transportation. In the calendar year 2011, VECV registered a volume growth of 24.8%, outpacing the industry which grew by 10% and increasing its corresponding market share. Our continued success in Heavy Duty is manifested in the volume growth of 74.3% in the calendar year 2011. In the month of December 2011, for the first time, VECV registered Heavy Duty platform monthly sales of over 1100 units that increased its market share to 4.7% for the month."

Elucidating on the numbers posted by Royal Enfield, **Mr Siddhartha Lal** said, "Royal Enfield has recorded a volume growth of 42% with 74626 units being sold in the calendar year 2011. We have successfully achieved our target to produce and sell 7000 motorcycles per month by the end of calendar year 2011. Royal Enfield also carries forward a very healthy order book to 2012. The capacity expansion plans for Royal Enfield is progressing as planned and the production at the new plant will start by Q1 2013."

"At the 2012 Auto Expo, Royal Enfield previewed the all new Thunderbird 500, fitted with the Unit Construction Engine and a host of design enhancements. With this new product, Royal Enfield has again upped the ante in leisure motorcycling which we have been pioneering for over half a century in India. Royal Enfield also showcased a range of well crafted, meticulously detailed, purpose built motorcycle gear at the Auto Expo. The Royal Enfield accessories both add flair and enhance the riding experience. The collection includes biker apparel, bike and riding accessories", **he added**.

Commenting on the future outlook for 2012, **Mr Siddhartha Lal**, said, "While the growth sentiment in the market is currently not so strong, at Eicher we are committed to our investments in capacity expansion, product development and strategic projects. Work is on schedule for VECV's Medium Duty Engine Project and the new paint-shop at ETB. Earlier this week, we also announced a new Eicher bus manufacturing plant near Indore at Dhar, Madhya Pradesh. The plant is being set up with an investment of Rs 125 Crores in the first phase and would commence production by the second quarter of 2013. The plant will have a capacity to produce 10,000 buses when fully operational."

"We are bullish on the long term growth and apart from capacity will also continue to invest in product development. We are upgrading our existing range and developing new products such as a new product line for ETB by 2013. With the expected easing of interest rates in the coming months and stabilization of commodity prices compared to last year, we look forward to another year of profitable growth", **he added**.

About Eicher Motors Limited:

Eicher Motors Limited, incorporated in 1982, is the flagship company of the Eicher Group in India and a leading player in the Indian automobile industry. Its 50-50 joint venture with the Volvo group,

VE Commercial Vehicles Limited, designs, manufactures and markets reliable, fuel-efficient commercial vehicles of high quality and modern technology, engineering components and provides engineering design solutions. Eicher Motors manufactures and markets the iconic Royal Enfield motorcycles. Eicher Motors recorded revenue of over USD 1 billion in 2010.

www.eicher.in

Disclaimer:

All statements included or incorporated by reference in this media release, other than statements or characterizations of historical fact, are forward-looking statements. These forward-looking statements are based on our current expectations, estimates and projections about our industry, management's beliefs and certain assumptions made by us. Although EML believes that the expectations reflected in such forward-looking statements are reasonable, there can be no assurance that such expectations will prove to be correct. Any forward-looking statement speaks only as of the date on which such statement was made, and EML undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. No assurance can be given that actual results, performance or achievement expressed in, or implied by, forward looking statements within this disclosure will occur, or if they do, that any benefits may be derived from them.

Media Contact:

Corporate Communications: Bidisha Dey; +91 9811969982; bdey@eicher.in