

**EICHER MOTORS LIMITED**  
**AUDITED FINANCIAL RESULTS (STAND –ALONE)**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

(Rs. in lacs)

Particulars	Quarter ended			For the year ended	
	31.12.2011 (Unaudited)	30.09.2011 (Unaudited)	31.12.2010 (Unaudited)	31.12.2011 (Audited)	31.12.2010 (Audited)
Gross sales	18914	19968	13580	73783	48438
Less : Excise duty	1832	1971	1366	7138	4591
<b>Net sales</b>	<b>17082</b>	<b>17997</b>	<b>12214</b>	<b>66645</b>	<b>43847</b>
Other operating income	25	119	96	450	420
<b>Total income from operations</b>	<b>17107</b>	<b>18116</b>	<b>12310</b>	<b>67095</b>	<b>44267</b>
<b>Total expenditure</b>	<b>15889</b>	<b>16137</b>	<b>11592</b>	<b>60299</b>	<b>40767</b>
a. (Increase)/decrease in stock in trade and work in progress	(732)	(251)	(110)	(1311)	(169)
b. Consumption of raw materials and components	11457	11554	8062	42868	27223
c. Purchase of finished goods for resale	781	746	430	2977	1932
d. Employee cost	1484	1322	1083	5104	3937
e. Depreciation	359	335	299	1302	1079
f. Other expenditures	2540	2431	1828	9359	6765
<b>Profit from operations before other income, interest and tax</b>	<b>1218</b>	<b>1979</b>	<b>718</b>	<b>6796</b>	<b>3500</b>
Other income	5670	138	3045	7589	5418
<b>Profit before interest and tax</b>	<b>6888</b>	<b>2117</b>	<b>3763</b>	<b>14385</b>	<b>8918</b>
Interest	6	17	4	202	257
<b>Profit for the period before tax</b>	<b>6882</b>	<b>2100</b>	<b>3759</b>	<b>14183</b>	<b>8661</b>
Provision for taxation (including deferred tax and MAT credit entitlement)	590	276	134	1728	1117
Taxation relating to previous periods	-	-	52	-	-
<b>Profit after tax</b>	<b>6292</b>	<b>1824</b>	<b>3573</b>	<b>12455</b>	<b>7544</b>
Equity Capital					
Paid-up equity share capital (Face value of each equity share - Rs. 10)	2699	2698	2694	2699	2694
Reserves				51305	42973
Earning per share for the period (not annualized) in Rs.					
-Basic	23.32	6.76	13.32	46.18	28.17
-Diluted	23.22	6.74	13.30	46.00	28.06
<b>Public Shareholding</b>					
-No. of shares	12089853	12081853	12035053	12089853	12035053
-Percentage of shareholding	44.79%	44.77%	44.68%	44.79%	44.68%

<b>Promoters and Promoter Group Shareholding</b>					
a) Pledged / encumbered					
- Number of shares	Nil	Nil	Nil	Nil	Nil
- As a percentage of the total shareholding of the promoter and promoter group	Nil	Nil	Nil	Nil	Nil
- As a percentage of the total share capital of the Company	Nil	Nil	Nil	Nil	Nil
b) Non – encumbered					
- Number of shares	14902730	14902730	14902730	14902730	14902730
- As a percentage of the total shareholding of the promoter and promoter group	100%	100%	100%	100%	100%
- As a percentage of the total share capital of the Company	55.21%	55.23%	55.32%	55.21%	55.32%

**Notes:**

1. The Board has recommended 160% dividend on the equity share capital (Rupees 16/- per share), subject to the approval of the shareholders.
2. As the Company's business activities fall within a single primary business segment viz. "Automobile products", the disclosure requirements of Accounting Standard -17 "Segment Reporting" notified under the Companies (Accounting Standards) Rules, 2006 are not applicable.
3. Statement of Assets and liabilities

(Rs. in lacs)

Particulars	As at	
	31.12.2011 (Audited)	31.12.2010 (Audited)
<b>Shareholders' funds</b>		
(a) Share capital	2699	2694
(b) Reserves and surplus	51305	42973
Loan funds	1706	1747
Deferred tax liabilities (net)	392	223
<b>Total</b>	<b>56102</b>	<b>47637</b>
Fixed assets	12756	7481
Investments	51801	46398
<b>Current assets, loans and advances</b>		
(a) Inventories	4527	2823
(b) Sundry debtors	410	364
(c) Cash and bank balances	874	1110
(d) Other current assets	27	33
(e) Loans and advances	7792	5281
<b>Less: Current liabilities and provisions</b>		
(a) Liabilities	16479	11745
(b) Provisions	5606	4108
<b>Total</b>	<b>56102</b>	<b>47637</b>

4. During the current quarter, 8000 equity shares were issued and allotted as fully paid up at an exercise price of Rs 462 (including premium of Rs 452 each) per equity share under Eicher Employee Stock Option Scheme.
5. The number of investor complaints received during the quarter were 11 and all have been resolved/ disposed off. There were no complaints pending at beginning as well as at the end of the quarter.
6. The previous year/periods' figures have been regrouped/reclassified wherever necessary to conform to current year/periods' presentation.
7. The figures of last quarter of current financial year are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the current financial year.
8. The above financial results were approved by the Board of Directors at its meeting held on February 11, 2012.

**For and on behalf of the Board**

Place: Gurgaon  
Date: February 11, 2012

**Siddhartha Lal**  
Managing Director