

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS

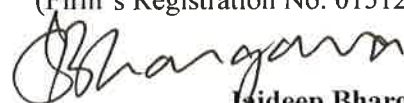
TO THE BOARD OF DIRECTORS OF EICHER MOTORS LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **EICHER MOTORS LIMITED** ("the Company"), for the quarter and six months ended September 30, 2016 and Standalone Unaudited Balance Sheet as at September 30, 2016 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **DELOITTE HASKINS & SELLS**
Chartered Accountants
(Firm's Registration No. 015125N)



Jaideep Bhargava
Partner

(Membership No. 090295)

GURGAON, October 28, 2016

CA 

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2016**

(₹ in Crores)

Particulars	For the Quarter ended			For the six months ended	For the nine months ended	For the fifteen months ended
	30.09.2016 (Unaudited)	30.06.2016 (Unaudited)	30.09.2015 (Unaudited)	30.09.2016 (Unaudited)	30.09.2015 (Unaudited)	31.03.2016 (Unaudited)
1. Income from operations						
(a) Gross sales	1,982.24	1,750.31	1,462.06	3,732.55	3,773.09	6,957.30
(b) Other operating income	6.41	5.95	5.97	12.36	15.27	24.84
Total income from operations	1,988.65	1,756.26	1,468.03	3,744.91	3,788.36	6,982.14
2. Expenses						
(a) Cost of materials consumed	928.25	834.10	736.59	1,762.35	1,922.02	3,423.41
(b) Purchase of stock-in-trade (traded goods)	25.51	21.11	13.57	46.62	37.91	74.04
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(37.68)	(24.54)	(15.57)	(62.22)	(50.07)	(53.22)
(d) Excise duty on sale of products	226.16	198.79	168.29	424.95	431.44	795.95
(e) Employee benefits expenses	95.64	86.51	71.06	182.15	189.15	341.81
(f) Depreciation and amortisation expenses	35.77	39.13	26.27	74.90	67.34	136.63
(g) Other expenses	198.38	160.72	140.63	359.10	370.01	691.48
Total expenses	1,472.03	1,315.82	1,140.84	2,787.85	2,967.80	5,410.10
3. Profit from operations before other income and finance costs (1-2)	516.62	440.44	327.19	957.06	820.56	1,572.04
4. Other income	66.46	46.82	42.02	113.28	139.11	283.52
5. Profit before finance costs (3+4)	583.08	487.26	369.21	1,070.34	959.67	1,855.56
6. Finance costs	0.75	0.65	0.35	1.40	1.17	2.12
7. Profit before tax (5-6)	582.33	486.61	368.86	1,068.94	958.50	1,853.44
8. Tax expense (including deferred tax)	186.17	149.51	111.93	335.68	282.31	543.92
9. Net Profit after tax (7-8)	396.16	337.10	256.93	733.26	676.19	1,309.52
10. Other Comprehensive income/(expense) net of taxes	0.36	(0.71)	0.69	(0.35)	0.76	(0.73)
11. Total comprehensive income as per Ind AS (9+10)	396.52	336.39	257.62	732.91	676.95	1,308.79
12. Paid-up equity share capital (Face value of each equity share - ₹ 10)	27.20	27.16	27.14	27.20	27.14	27.16
13. Reserves						2,309.30
14. Earnings Per Share on net profit after tax (of ₹ 10 each) (not annualised) in ₹ :						
(a) Basic	145.71	124.10	94.66	269.83	249.28	482.56
(b) Diluted	145.29	123.63	94.22	269.04	248.13	480.79

Notes:

- As the Company's business activities fall within a single primary business segment viz. "Automobile products and related components", the disclosure requirements of Ind AS 108 "Operating segment" prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder, are not applicable.
- During the current quarter, 32,100 equity shares were issued and allotted as fully paid up at an exercise price of ₹ 1,162 (including premium of ₹ 1,152 each) per equity share and 3,000 equity shares were issued and allotted as fully paid up at an exercise price of ₹ 695 (including premium of ₹ 685 each) per equity share under Eicher Employee Stock Option Scheme.
- The Company adopted Indian Accounting Standard ("Ind AS") from April 1, 2016 and accordingly these financial results have been prepared in accordance with the recognition and measurement principles laid down in the Ind AS 34 Interim Financial Reporting prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India. Financial results for all the periods presented have been prepared in accordance with the recognition and measurement principles of Ind AS 34.
- Pursuant to SEBI clarification dated September 20, 2016, income from operations have been disclosed inclusive of excise duty as per Schedule III of the Companies Act, 2013, notified on April 6, 2016.

[Handwritten signatures and initials]

5. Standalone statement of assets and liabilities

		(₹ in Crores)	
Particulars	As at	As at	
	30.09.2016	31.03.2016	
	(Unaudited)	(Unaudited)	
A. ASSETS			
1. Non-current assets			
(a) Property, plant and equipment	755.81	759.50	
(b) Capital work-in-progress	115.57	34.17	
(c) Investment property	9.14	9.35	
(d) Intangible assets	27.54	29.04	
(e) Intangible assets under development	81.20	60.31	
(f) Financial assets			
(i) Investments	1,906.87	1,486.19	
(ii) Loans	8.14	6.56	
(iii) Other financial assets	6.52	28.01	
(g) Income tax assets (net)	-	7.57	
(h) Other non-current assets	181.76	153.88	
Sub-total - Non-current assets	3,092.55	2,574.58	
2. Current assets			
(a) Inventories	360.76	300.36	
(b) Financial assets			
(i) Investments	1,019.02	582.89	
(ii) Trade receivables	64.75	46.13	
(iii) Cash and cash equivalents	10.99	31.20	
(iv) Bank balances other than (iii) above	8.10	13.32	
(v) Loans	2.91	6.87	
(vi) Other financial assets	3.33	5.61	
(c) Other current assets	118.79	62.98	
Sub-total - Current assets	1,588.65	1,049.36	
TOTAL - ASSETS	4,681.20	3,623.94	
B. EQUITY AND LIABILITIES			
1. Equity			
(a) Equity share capital	27.20	27.16	
(b) Other equity	3,058.79	2,309.30	
Sub-total - Equity	3,085.99	2,336.46	
2. Non-current liabilities			
(a) Financial liabilities			
(i) Other financial liabilities	6.62	5.87	
(b) Provisions	31.59	29.67	
(c) Deferred tax liabilities (net)	39.65	40.81	
(d) Other non-current liabilities	18.05	9.55	
Sub-total - Non-current liabilities	95.91	85.90	
3. Current liabilities			
(a) Financial liabilities			
(i) Borrowings	20.85	22.57	
(ii) Trade payables	813.22	718.33	
(iii) Other financial liabilities	59.20	81.64	
(b) Provisions	35.47	26.47	
(c) Income tax liabilities (net)	52.07	-	
(d) Other current liabilities	518.49	352.57	
Sub-total - Current liabilities	1,499.30	1,201.58	
TOTAL - EQUITY AND LIABILITIES	4,681.20	3,623.94	

6. Reconciliations between standalone equity and financial results, as previously reported (referred to as previous GAAP) and Ind AS as under:

Particulars	(₹ in Crores)	
	As at	As at
	30.09.2015	31.03.2016
Equity as reported under previous GAAP		2,150.78
Impact of measuring investments at Fair Value through Profit or Loss (FVTPL) (net of tax)		187.65
Deferral of revenue on future performance (net of tax)		(3.41)
Impact of discounting of provisions as per Ind AS 37 (net of tax)		1.44
Equity as reported under Ind AS		2,336.46

Comprising :

- Paid up equity share capital	27.16
- Reserves	2,309.30

Particulars	(₹ in Crores)		
	For the Quarter ended	For the nine months ended	For the fifteen months ended
	30.09.2015	30.09.2015	31.03.2016
Profit after tax as reported under previous GAAP	228.51	625.52	1,229.85
Impact of measuring investments at Fair Value through Profit or Loss (FVTPL)	33.93	62.17	104.69
Impact of discounting of provisions as per Ind AS 37	0.54	1.53	2.21
Reclassification of actuarial (gain)/loss arising in respect of defined benefit plan to "Other Comprehensive Income"	(1.05)	(1.16)	1.12
Deferral of revenue on future performance	(0.62)	(1.02)	(0.86)
Impact of recognising the cost of the employee stock option scheme at fair value	(5.78)	(12.27)	(23.29)
Tax adjustments	1.40	1.42	(4.20)
Profit after tax as reported under Ind AS	256.93	676.19	1,309.52
Other comprehensive income/(expense) (net of tax)	0.69	0.76	(0.73)
Total comprehensive income as reported under Ind AS	257.62	676.95	1,308.79

7. The above results have been reviewed and recommended by the Audit Committee and approved by the Board of Directors in their meetings held on October 28, 2016. This results have been subjected to Limited review by the Statutory Auditors.

For and on behalf of the Board

Siddhartha Lal
Managing Director