

**EICHER MOTORS LIMITED**  
**UNAUDITED FINANCIAL RESULTS (STAND-ALONE)**  
**FOR THE QUARTER ENDED SEPTEMBER 30, 2012**

(₹ in lacs)

Particulars	Quarter ended			Nine months ended		For the year ended
	30.09.2012 (Unaudited)	30.06.2012 (Unaudited)	30.09.2011 (Unaudited)	30.09.2012 (Unaudited)	30.09.2011 (Unaudited)	31.12.2011 (Audited)
<b>1. Income from operations</b>						
(a) Gross sales	31,022	28,602	19,968	84,092	54,869	73,783
(b) Less : Excise duty	3,537	3,240	1,971	9,238	5,306	7,138
(c) Net sales	<b>27,485</b>	<b>25,362</b>	<b>17,997</b>	<b>74,854</b>	<b>49,563</b>	<b>66,645</b>
(d) Other operating income	126	147	107	402	425	501
<b>Total income from operations (net)</b>	<b>27,611</b>	<b>25,509</b>	<b>18,104</b>	<b>75,256</b>	<b>49,988</b>	<b>67,146</b>
<b>2. Expenses</b>						
(a) Cost of materials consumed	18,004	16,525	12,339	49,375	33,713	45,984
(b) Changes in inventories of finished goods and work-in-progress	(348)	(73)	(235)	(887)	(618)	(1,440)
(c) Employee benefits expense	2,101	1,918	1,322	5,520	3,620	5,104
(d) Depreciation and amortisation expenses	449	402	335	1,234	943	1,302
(e) Other expenses	3,694	3,246	2,415	10,129	6,858	9,488
<b>Total expenses</b>	<b>23,900</b>	<b>22,018</b>	<b>16,176</b>	<b>65,371</b>	<b>44,516</b>	<b>60,438</b>
<b>Profit from operations before other income and finance costs (1-2)</b>	<b>3,711</b>	<b>3,491</b>	<b>1,928</b>	<b>9,885</b>	<b>5,472</b>	<b>6,708</b>
4. Other income	386	494	189	3,523	2,025	7,677
<b>5. Profit before finance costs (3+4)</b>	<b>4,097</b>	<b>3,985</b>	<b>2,117</b>	<b>13,408</b>	<b>7,497</b>	<b>14,385</b>
6. Finance costs	9	4	17	16	196	202
<b>7. Profit before tax (5-6)</b>	<b>4,088</b>	<b>3,981</b>	<b>2,100</b>	<b>13,392</b>	<b>7,301</b>	<b>14,183</b>
8. Tax expense (including deferred tax and MAT credit entitlement)	791	751	276	2,332	1,138	1,728
<b>9. Net Profit after tax (7-8)</b>	<b>3,297</b>	<b>3,230</b>	<b>1,824</b>	<b>11,060</b>	<b>6,163</b>	<b>12,455</b>
10. Paid-up equity share capital (Face value of each equity share - ₹ 10 )	2,700	2,700	2,698	2,700	2,698	2,699
11. Reserves as per balance sheet of previous accounting year						51,305
12. Earnings per share (of ₹ 10 each) (not annualised) in ₹						
(a) Basic	12.21	11.96	6.76	40.97	22.86	46.18
(b) Diluted	12.14	11.90	6.74	40.74	22.78	46.00
<b>A PARTICULARS OF SHAREHOLDING</b>						
1. Public shareholding						
- Number of shares	12,095,753	12,095,753	12,081,853	12,095,753	12,081,853	12,089,853
- Percentage of shareholding	44.80%	44.80%	44.77%	44.80%	44.77%	44.79%
2. Promoters and Promoter Group Shareholding						
a) Pledged / encumbered						
- Number of shares	Nil	Nil	Nil	Nil	Nil	Nil
- As a percentage of the total shareholding of the promoter and promoter group	Nil	Nil	Nil	Nil	Nil	Nil
- As a percentage of the total share capital of the Company	Nil	Nil	Nil	Nil	Nil	Nil
b) Non – encumbered						
- Number of shares	14,902,730	14,902,730	14,902,730	14,902,730	14,902,730	14,902,730
- As a percentage of the total shareholding of the promoter and promoter group	100%	100%	100%	100%	100%	100%
- As a percentage of the total share capital of the Company	55.20%	55.20%	55.23%	55.20%	55.23%	55.21%

Particulars	Quarter ended
	30.09.2012
<b>B INVESTOR COMPLAINTS</b>	
Pending at the beginning of the quarter	Nil
Received during the quarter	33
Disposed of during the quarter	33
Remaining unresolved at the end of the quarter	Nil

Notes:

1. 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.
2. The current periods figures in this statement have been reported in the format recommended as per the SEBI circular dated 16 April 2012. The previous periods/year figures have also been accordingly restated to conform with the current periods presentation.
3. The above results have been reviewed and recommended by the Audit Committee and approved by the Board of Directors in their meetings held on November 09, 2012.

**Limited Review:**

The limited review, as required under Clause 41 of the listing agreement has been completed by the Statutory Auditors.  
The limited review report for the quarter and nine months ended September 30, 2012 does not have any impact on the above results.

**For and on behalf of the Board**

Sd/-

**Siddhartha Lal**  
Managing Director

Place: Gurgaon  
Date: November 09, 2012