

**EICHER MOTORS LIMITED**  
**AUDITED CONSOLIDATED FINANCIAL RESULTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2010**

(Rs in lacs)

Particulars	Quarter ended		For the year ended	
	31.12.2010 (Unaudited)	31.12.2009 (Unaudited)	31.12.2010 (Audited)	31.12.2009 (Audited)
	(1)	(2)	(3)	(4)
Gross sales	132101	92105	470163	311222
Less : Excise duty	8594	4759	30455	17359
<b>Net sales</b>	<b>123507</b>	<b>87346</b>	<b>439708</b>	<b>293863</b>
Other operating income	844	689	2418	1627
<b>Total income from operations</b>	<b>124351</b>	<b>88035</b>	<b>442126</b>	<b>295490</b>
<b>Total expenditure</b>	<b>113769</b>	<b>85058</b>	<b>409748</b>	<b>284809</b>
a. (Increase)/decrease in stock in trade and work in progress	(2898)	901	(6674)	9256
b. Consumption of raw materials and components	65441	40254	231116	135390
c. Purchase of finished goods for resale	29728	24874	107027	75274
d. Staff Cost	7295	5347	26311	21517
e. Depreciation	1466	1493	5730	5388
f. Other expenditure	12737	12189	46238	37984
<b>Profit from operations before other income, interest, tax and minority interest</b>	<b>10582</b>	<b>2977</b>	<b>32378</b>	<b>10681</b>
Other income	2386	2095	10339	8917
<b>Profit before interest, tax and minority interest</b>	<b>12968</b>	<b>5072</b>	<b>42717</b>	<b>19598</b>
Interest	82	214	950	867
<b>Profit before tax and minority interest</b>	<b>12886</b>	<b>4858</b>	<b>41767</b>	<b>18731</b>
Provision for taxation (including deferred tax and MAT credit entitlement )	3462	1842	11082	6170
Taxation relating to previous period	52	-	-	(388)
<b>Profit after tax before minority interest</b>	<b>9372</b>	<b>3016</b>	<b>30685</b>	<b>12949</b>
Less : Minority interest	3886	979	11793	4610
<b>Profit for the year/period</b>	<b>5486</b>	<b>2037</b>	<b>18892</b>	<b>8339</b>
Equity Capital				
Paid-up equity share capital (Face value of each equity share - Rs. 10 )	2694	2669	2694	2669
Reserves			120520	104235
Earning per share for the period (not annualized)				
In Rupees				
-Basic	20.42	7.63	70.54	30.78
-Diluted	20.42	7.61	70.28	30.78

Particulars	Quarter ended		For the year ended	
	31.12.2010 (Unaudited)	31.12.2009 (Unaudited)	31.12.2010 (Audited)	31.12.2009 (Audited)
	(1)	(2)	(3)	(4)
<b>Public Shareholding</b>				
- No. of Shares (Nos.)	12035053	11790153	12035053	11790153
- Percentage of shareholding	44.68%	44.17%	44.68%	44.17%
Promoters and Promoter Group Shareholding (refer note 4)				
a) Pledged / encumbered				
- Number of shares	Nil	Nil	Nil	Nil
- As a percentage of the total shareholding of the promoter and promoter group	Nil	Nil	Nil	Nil
- As a percentage of the total share capital of the Company	Nil	Nil	Nil	Nil
b) Non-encumbered				
- Number of shares	14902730	14902730	14902730	14902730
- As a percentage of the total shareholding of the promoter and promoter group	100%	100%	100%	100%
- As a percentage of the total share capital of the Company	55.32%	55.83%	55.32%	55.83%

**Additional information of the Company on stand -alone basis is as follows:**

(Rs. in lacs)

Particulars	Quarter ended		For the year ended	
	31.12.2010 (Unaudited)	31.12.2009 (Unaudited)	31.12.2010 (Audited)	31.12.2009 (Audited)
Total income from operations	12310	9799	44267	37801
Profit before tax	3759	1992	8661	4663
Profit after tax	3573	1777	7544	3753

**Notes:**

- The Board has recommended 110% dividend on the equity share capital (Rupees 11/- per share), subject to the approval of the shareholders.
- As the Company and its subsidiaries' business activities fall within a single primary business segment viz. "Automobiles, related Components and services ", the disclosure requirements of Accounting Standard -17 "Segment Reporting" notified under the Companies (Accounting Standards) Rules, 2006 are not applicable.
- The audited consolidated financial statements have been prepared by the Company in accordance with the requirements of Accounting Standard 21, Consolidated Financial Statements, notified under the Companies (Accounting Standards) Rules, 2006 and on the basis of the separate audited financial statements of the Company and its subsidiaries viz. VE Commercial Vehicles Limited (VECVL), Eicher Engineering Solutions, Inc., U.S.A. (EES Inc.) (100% subsidiary of VECVL), Hoff Automotive Design Company and Hoff Technology Service Company (100% subsidiary of EES Inc).
- During the current quarter, 37600 equity shares were issued and allotted as fully paid up at an exercise price of Rs 297 (including premium of Rs 287 each) per equity share and 90200 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. Statement of Assets and Liabilities

(Rs. in lacs)

Particulars	As at	
	31.12.2010 (Audited)	31.12.2009 (Audited)
<b>Shareholders' funds</b>		
(a) Share capital	2694	2669
(b) Reserves and surplus	120520	104235
(c) Minority interest	67741	57467
Loan funds	9564	12637
Deferred tax liabilities(net)	2492	1416
<b>Total</b>	<b>203011</b>	<b>178424</b>
Fixed assets	45126	37575
Pre-operative expenditure (pending allocation)	345	-
Investments	45859	29411
<b>Current assets, loans and advances</b>		
(a) Inventories	32652	21896
(b) Sundry debtors	26093	23253
(c) Cash and bank balances	124568	117065
(d) Others current assets	3554	3596
(e) Loans and advances	18135	15403
<b>Less: Current liabilities and provisions</b>		
(a) Liabilities	79415	60155
(b) Provisions	13906	9620
<b>Total</b>	<b>203011</b>	<b>178424</b>

6. Pursuant to Notification No. CE (NT) - 11/95 dated March 16, 1995 issued by the Central Government, unutilised MODVAT balance amounting to Rs.821 lacs standing to the credit of the Company as on March 16, 1995 was to lapse. On a writ petition filed by the Company, the Hon'ble Supreme Court struck down the aforesaid notification. Subsequently, section 37 of the Central Excise Act, 1944 was amended by the Finance Act, 1999 with retrospective effect from March 16, 1995 to validate the said notification. The Company has challenged the aforesaid amendment before the Delhi High Court. This unutilised MODVAT balance has been transferred to VECVL under the slump sale w.e.f July 1, 2008 as per Business Purchase Agreement signed between VECVL and the Company. Pending disposal of the above case no provision in this regard has been considered necessary by the VECVL at this stage.
7. The number of investor complaints received during the quarter were 13 and all have been resolved/ disposed off. There were no complaints pending at opening as well as at the end of the quarter.
8. The Standalone financial results of the Company, for the quarter and year ended December 31, 2010, are available on the website of the Company ([www.eicherworld.com](http://www.eicherworld.com)).
9. The previous year/periods' figures have been regrouped/reclassified wherever necessary to conform to current year/periods' presentation.
10. The above financial results were approved by the Board of Directors at its meeting held on February 5, 2011.

**For and on behalf of the Board**

Place: New Delhi  
Date: February 5, 2011

**Siddhartha Lal**  
Managing Director