



For Immediate Release:

Eicher Motors Limited announces Q1 Results for CY 2013

~For Q1 ending March 31, 2013, total income from operations at Rs. 1724.3 crores, EBIDTA at Rs.170.5 crores and PAT at Rs. 132.8 crores

New Delhi, May 13, 2013:

Eicher Motors Limited today announced the unaudited consolidated financial results for the first quarter ended March 31, 2013.

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

Consolidated Results for quarter ended 31st March 2013 as compared to quarter ended 31st March 2012

| | Q1 2013 | Q1 2012 | % Growth |
|---|----------------|----------------|-----------------|
| Total income from operations | 1724.3 | 1668.2 | 3.4% |
| Earnings before interest and tax (EBIT) | 143.0 | 162.5 | (12.0%) |
| EBIT % | 8.3% | 9.7% | |
| Profit After Tax | 132.8 | 163.4 | (18.7%) |

Note: All figures are Rs. crores except where specified

Standalone Results for quarter ended 31st March 2013 as compared to quarter ended 31st March 2012

| | Q1 2013 | Q1 2012 | % Growth |
|---|----------------|----------------|-----------------|
| Total income from operations | 333.8 | 221.4 | 50.8% |
| Earnings before interest and tax (EBIT) | 53.1 | 26.8 | 98.1% |
| EBIT % | 15.9% | 12.1% | |
| Profit After Tax (PAT) | 97.2* | 45.3 | 114.6% |

Note:

- All figures are Rs. crores except where specified
- *PAT for Q1 2013 includes dividend income of Rs. 40.80 crores received from VECVL, a subsidiary company of Eicher Motors Limited

Eicher Motors Limited (EML) reported the following sales numbers and market share (MS) across both its divisions- Royal Enfield and EML's 50:50 joint venture with the Volvo Group – VE Commercial Vehicles (VECV)

| | Q1 2013 | Q1 2012 | % Growth | MS Q1 2013 | MS Q1 2012 |
|--|---------|---------|----------|------------|------------|
| VE Commercial Vehicles Ltd (VECV) | | | | | |
| Eicher Heavy Duty Trucks (16 Tonne and above) | 2109 | 2291 | (7.9%) | 4.9% | 3.3% |
| Eicher Light and Medium Duty Trucks (5 Tonne – 14 Tonne) | 7639 | 9189 | (16.9%) | 30.8% | 29.8% |
| Eicher Buses (5 Tonne and above) | 2188 | 2043 | 7.1% | 12.3% | 9.3% |
| Total Domestic Sales- Eicher Trucks and Buses (5 Tonne and above) | 11936 | 13523 | (11.7%) | 13.9% | 11.1% |
| Exports | 452 | 672 | (32.7%) | - | - |
| Volvo Trucks | 141 | 94 | 50.0% | - | - |
| Total Sales – VECV | 12529 | 14289 | (12.3%) | - | - |
| Royal Enfield | | | | | |
| Motorcycles | 34736 | 23899 | 45.3% | - | - |

In Q1 2013, Eicher Motors Limited reported the best ever quarterly total income from operations at Rs 1724.3 crores, an increase of 3.4% over Rs 1668.2 crores in Q1 2012.

Commenting on VECV's performance **Mr Siddhartha Lal, Managing Director & CEO, Eicher Motors Limited** said, "The commercial vehicle industry has been in the midst of a cyclical down-cycle and that has impacted all the players including VECV. This has been a challenging quarter for the CV industry but even in these trying times VECV has continued to outpace the industry and improved its overall CV market share across all industry segments. VECV posted a strong financial performance in tough market conditions by its sharp focus on managing costs and working capital."

Q1 2013 has been the best ever quarter at Royal Enfield with record sales of 34,736 units, a growth of 45.3% over Q1 2012. This has resulted in a record increase of 98.1% in Earnings before interest and tax (EBIT) for Eicher Motors Standalone., at Rs. 53.1 crores in Q1 2013 over Rs 26.8 crores in Q1 2012. In addition, Royal Enfield has been able to get good operating leverage in Q1 2013. It has managed to restrict costs as a result of which the best ever operating margin has been recorded at 15.9%.

Elucidating on Royal Enfield, **Mr Siddhartha Lal, Managing Director & CEO, Eicher Motors Limited** said, "Royal Enfield continues to power ahead even in Q1 2013. With its second plant at Oragadam commencing commercial production, Royal Enfield is now prepared for its next level of global growth.

The new facility has been conceived on a much larger tract of land and created with a master-plan that can take the eventual production to over 500,000 per year. With the speedy execution of the first phase of the plan, we will now have a capacity of 175,000 motorcycles in 2013, from both plants. We have already begun working on the second phase of expansion at Oragadam, which will further increase the production capacity to 250,000 motorcycles in 2014. With this new facility, we now have the ability to scale our production quantity quickly in response to market demand.”

“Royal Enfield has launched the new Bullet 500 in a phased manner in April 2013 in India which has been received very well. The much awaited Continental GT will be launched later this year”, **he further added.**

Concluding his remarks, **Mr Siddhartha Lal, Managing Director & CEO, Eicher Motors Limited** said, “At Eicher, our focus has always been on a long term strategy. At VECV, we have been consistently working towards building a futuristic commercial vehicle company. We are actively pursuing all our plans, investing in every aspect of commercial vehicles- building infrastructure and creating a robust pipeline of differentiated products that will be launched starting this year. VECV’s Eicher Engineering Components (EEC) division has recently commenced production at its new Rs. 90 crores plant in Dewas, Madhya Pradesh. At Royal Enfield, the ability to increase capacity fast and superior quality of motorcycles is a crucial step towards meeting our global ambitions. While we are adding new products and dealerships in the Indian market which is fuelling our growth, we are also working on building our presence globally. Higher investments into brand and distribution, as well as new products that are very appealing to international markets are going to be key for us to achieve global leadership in the mid-size motorcycle category. We are also progressing very well on our 50:50 joint venture with Polaris Industries Inc. where all project milestones are being met as per our plans.”

About Eicher Motors Limited:

Eicher Motors Limited (EML), 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 also manufactures and markets the iconic Royal Enfield motorcycles that leads the premium motorcycle segment in India. The oldest motorcycle company in continuous production, Royal Enfield has witnessed a huge surge in demand in the recent past; recording a growth of over 50% year on year for each of the last two years. EML’s 50:50 strategic joint venture with US based Polaris Industries Inc., Eicher Polaris Pvt Ltd. will design, develop, manufacture and sell a full new range of personal vehicles. In 2012, Eicher Motors recorded the highest ever sales of Rs. 7,000 crores (USD 1.3 billion).

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