



For Immediate Release:

Eicher Motors Limited announces results for Q1, 2012

~ For Q1 March 2012, total income from operations at INR 1695.04 crores, Operating EBIDTA at INR 180.22 crores and PAT at INR 163.43 crores

New Delhi, May 14, 2012:

Eicher Motors Limited today announced the unaudited consolidated financial results for the first quarter ended March 2012.

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

Consolidated Results Q1 2012 as compared to Q1 2011:

	Q1 2012	Q1 2011	% growth
Total Income from operations	1695.04	1392.68	21.7%
Operating Profit (EBIDTA)	180.22	162.14	11.2%
Operating Margin (EBIDTA %)	10.6%	11.6%	
Profit After Tax	163.43	122.57	33.3%

Note: All figures are INR crores except where specified.

Speaking on the results, **Mr Siddhartha Lal, Managing Director & CEO, Eicher Motors Limited** said, "Eicher Motors Limited continues to perform exceedingly well to carry forward the growth momentum of the last year into Q1, 2012. We have registered the best ever quarterly total income from operations at Rs 1695.04 crores in Q1 2012. This is an increase of 21.7% over the same period last year."

VECV's Eicher Trucks and Buses Division (ETB) has been progressively improving its volume and sales numbers, selling 14195 units in Q1 2012 as compared to 12505 units in the corresponding period last year. ETB has been consistent in maintaining its market share in the 5 to 12 T segment at around 30%. In the bus segment ETB has maintained its strong momentum with 2043 units being sold in Q1 2012, a growth of 60.4% over the corresponding period last year. Market share for the same period has also gone up to 9.3% from 7.2%. In the Heavy Duty segment, ETB bettered its Q1 2011 performance by 19.1% at 2291 units sold in Q1 2012, thereby, improving its market share from 2.7% in Q1 2011 to 3.3% in Q1 2012.

Commenting on VECV's performance, **Mr Siddhartha Lal** said, "Eicher Trucks and Buses (ETB) has successfully continued to outpace the industry with the unit volume growth of 13.5% as compared to the industry growth of 5.2% for Q1 2012. In the Heavy Duty segment, we are continuing with our focussed product and market strategy that reflects in our improved market share of 4.2% in the month of March 2012 with the highest ever monthly sales of 1100 plus units. ETB also recorded the highest ever monthly sales of 6051 units in the month of March 2012."

"In the month of April this year, VECV's Eicher Trucks and Buses (ETB) launched **Eicher 11.14**, a highly fuel efficient 14.5T GVW truck. With its modern look, style and a host of value features, this product will redefine the image of the 9- 9.5 ton payload segment. We have already started seeing encouraging volumes for this product", **he further added.**

Elucidating on the numbers posted by Royal Enfield, **Mr Siddhartha Lal** said, "At Royal Enfield we continue to maximise our production capacity from the existing plant, to meet the growing demand of our motorcycles. In March 2012, Royal Enfield produced and sold a record number of 9000 plus motorcycles in a month. For Q1 2012, our sales volume was up by 41% over Q1 2011, with 23899 units being sold."

Concluding his remarks on the Q1 2012 financial results, **Mr Siddhartha Lal** said, "At Eicher we continue to focus on strategic initiatives that have resulted in effective cost management, improved operational parameters and a differentiated pipeline of products. This has helped us in improving our financial performance every quarter in the last few years. This is also reflected in the highest ever quarterly Profit after Tax (PAT) in Q1 2012, recorded at Rs 163.43 crores, an increase of 33.3% over Q1 2011. "

"We will continue with our thrust on long term growth. We are on track with our capacity expansion projects in both the divisions of EML. Royal Enfield's new plant in Oragadam, near Chennai is shaping up well and the start of operation is as per schedule in Q1 2013. Work in VECV's Medium Duty Engine plant is also progressing as planned. The plant will go on stream in July 2013 and capacity will be increased to 100,000 units per annum, in a phased manner over the next 3-4 years. This will become a hub for the medium-duty automotive engine requirements of Volvo globally for five and eight litre engines. The domestic requirements will be met from this capacity. The Euro 6 compliant diesel engines to Volvo Europe will also be adapted to Euro 3 and 4 engine technologies for Eicher Trucks and Buses' Heavy Duty range. At VECV, we are also steadily working towards increasing our truck production capacity to 6000 units per month by the end of the current financial year", **he further added.**

About Eicher Motors Limited:

Eicher Motors Limited, 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 manufactures and markets the iconic Royal Enfield motorcycles. Eicher Motors recorded revenue of over USD 1 billion in 2010.

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