



For Immediate Release:

Eicher Motors Ltd. announces H1/Q2 results for CY 2011

- For H1 ending June 2011, total income from operations at INR 2688.1 crores, Operating EBIDTA at INR 288.6 crores and PAT at INR 238.6 crores
- For Q2 ending June 2011, total income from operations at INR 1298.4 crores, Operating EBIDTA at INR 126.2 crores and PAT at INR 116.0 crores

New Delhi, July 30, 2011:

Eicher Motors Limited today announced the unaudited consolidated financial results for the half year and the quarter ended June 2011.

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

Consolidated Results (H1 2011 as compared to H1 2010 and Q2 2011 as compared to Q2 2010):

	H1 2011	H1 2010	% growth	Q2 2011	Q2 2010	% growth
Total Income from operations	2688.1	2079.4	29.3%	1298.4	1038.5	25.0%
Operating Margin (EBIDTA)	288.6	176.7	63.3%	126.2	85.5	47.6%
EBIDTA %	10.7%	8.5%		9.7%	8.2%	
PAT	238.6	149.1	60.0%	116.0	83.0	39.8%

Note: All figures are INR crores except where specified.

Comments:

Speaking on the results, **Mr Siddhartha Lal, Managing Director & CEO, Eicher Motors Limited** said, “We continue our growth story this quarter by improving on operations and bettering the industry growth rate. Our consolidated total income YTD June 2011 stands at Rs. 2688.1 crores, a growth of 29.3% over the corresponding period last year. The Operating Margin (EBIDTA) for H1, 2011 has grown by 63.3% at Rs.288.6 crores, over H1 2010. For the quarter, Operating Margin (EBIDTA) was recorded at Rs.126.2 crores, reflecting an increase of 47.6%.”

“VECV’s Eicher Trucks and Buses division (ETB) continues to outpace the industry. ETB sold 23412 units and grew by 27.3%, whereas the overall CV industry (5T+) grew by 10.3% in H1 2011. For Eicher, the Heavy Duty segment is the future growth avenue. We are committed to build volumes in this segment which, in our case, has shown an improvement of 79.6% at 3331 units; as a result, our market share for the corresponding period has also gone up

from 1.7% to 2.7% for the half year ending June 2011. Our momentum in the bus segment has continued despite the market decline by 11% in H1 2011. We sold 3400 units, an increase of 24.4% to fillip our market share from 7% to 9.7%”, he further added.

Elucidating on the numbers posted by Royal Enfield, Mr Siddhartha Lal said, “At Royal Enfield we have been able to achieve our near term objective of producing and selling 6000 plus motorcycles this quarter. For the H1 ending June 2011, our sales volume is up by 42.4% with 35549 units being sold.”

“Royal Enfield has also undertaken to expand its current capacity owing to the growing demand of its motorcycles worldwide. Earlier this month, the Tamil Nadu Government allotted us land at the SIPCOT Industrial Growth Centre, Oragadam for building the new Royal Enfield plant. The proposed Royal Enfield plant, spread over 50 acres, is slated for completion by the first quarter of 2013. Once completed, the new plant will increase Royal Enfield’s current capacity of 70,000 units per annum to 1,50,000 units per annum”, he said.

Concluding his remarks on the Q2 2011 financial results, Mr Siddhartha Lal said, “Eicher has continued to accelerate the pace in both volume and financial outcome resulting in a significant PAT of 8.9%. We are working hard to build strong foundations across all operational parameters. We are constantly striving to create a differentiated pipeline of new products which will fuel growth in the years to come.”

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.

<http://www.eicherworld.com>

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