

February 15, 2023



**Current Price:** ₹ 3174.85

## STOCK DATA

BSE Code	505200
NSE Symbol	EICHERMOT
Reuters	EICH.BO
Bloomberg	EIM IN

## VALUE PARAMETERS

52 W H/L(Rs)	3886.00/2110.00
Mkt. Cap.(Rs Cr)	86825.17
Latest Equity(Subscribed)	27.35
Latest Reserve (cons.)	13249.55
Latest EPS (cons.) -Unit Curr.	95.75
Latest P/E Ratio -cons	33.16
Latest Bookvalue (cons.) -Unit Curr.	485.48
Latest P/BV - cons	6.54
Dividend Yield -%	0.66
Face Value	1.00

## SHARE HOLDING PATTERN (%)

Description as on	% of Holding 31/12/2022
Foreign	30.44
Institutions	10.06
Non Promoter Corp. Hold.	0.56
Promoters	49.20
Public & Others	9.73

## Financials Results

In Cr.

Particulars	Qtr Ending	Qtr Ending	Var. (%)
	Dec. 22	Dec. 21	
Net Sales (including other operating income)	3721.00	2880.65	29.17
OPM (%)	23.04	20.22	282 bps
OP	857.23	582.36	47.20
Other Inc.	192.32	92.14	108.73
PBIDT	1049.55	674.50	55.60
Interest	7.58	6.07	24.88
PBDT	1041.97	668.43	55.88
Depreciation	134.84	111.43	21.01
PBT	907.13	557.00	62.86
Share of Profit/(Loss) from Associates	63.89	35.94	77.77
PBT before EO	971.02	592.94	63.76
Taxation	230.18	136.81	68.25
PAT	740.84	456.13	62.42
EPS (Rs)	27.09	16.68	

### Eicher Motors Q3 Results: Profit surges 62% YoY to Rs 741 crore, meets estimates

For the quarter ending Dec 2022, consolidated Net sales (including other operating income) of Eicher Motors has increased 29.17% to Rs 3721 crore compared to quarter ended Dec 2021. Operating profit margin has jumped from 20.22% to 23.04%, leading to 47.20% rise in operating profit to Rs 857.23 crore. Raw material cost as a % of total sales (net of stock adjustments) increased from 53.19% to 54.02%. Purchase of finished goods cost rose from 3.11% to 3.12%. Employee cost decreased from 7.59% to 7.15%. Other expenses fell from 14.18% to 12.09%. Other income rose 108.73% to Rs 192.32 crore. PBIDT rose 55.60% to Rs 1049.55 crore. Provision for interest rose 24.88% to Rs 7.58 crore. PBDT rose 55.88% to Rs 1041.97 crore. Provision for depreciation rose 21.01% to Rs 134.84 crore.

Profit before tax grew 62.86% to Rs 907.13 crore. Share of profit/loss was 77.77% higher at Rs 63.89 crore. Provision for tax was expense of Rs 230.18 crore, compared to Rs 136.81 crore. Effective tax rate was 23.70% compared to 23.07%. Minority interest was nil in both the periods. Net profit attributable to owners of the company increased 62.42% to Rs 740.84 crore.

### Management Comments :

**Siddhartha Lal, Managing Director, Eicher Motors Ltd, said,** "The last few months have been extremely exciting for us at Royal Enfield as our new motorcycles, the Hunter 350, and the recently launched Super Meteor 650, have been very successful and received amazing response from experts and consumers across the globe. With these motorcycles, and with upcoming launches at Royal Enfield, we intend to bring a strong and compelling portfolio in the middleweight segment, which has immense growth potential in markets around the world. During the last quarter, we also stepped up our work in the EV space with a strategic investment in Stark Future. The team at Stark are hugely focused and passionate about disrupting the EV mobility space and we see immense synergies in this partnership. At VE Commercial Vehicles as well, we recorded solid performance this quarter with strong sales and improved market share

in the Buses and Heavy Duty trucks segment. We continue to remain focused on expanding our distribution and service network and deliver consistent uptime to our customers”

**Speaking on Royal Enfield’s performance, B. Govindarajan, CEO - Royal Enfield and Wholetime Director, EML said,** “We’ve witnessed tremendous growth in the last quarter as we registered a 31% increase in wholesale and our second-highest retail for the festive season. We also recorded our highest ever market share in the motorcycle segment, with 8.1% during the quarter, and a close to 33% market share in the above 125cc segment. Recently we launched our eagerly anticipated cruiser - the new Royal Enfield Super Meteor 650 - to resounding response from consumers across the world. Taking our aspirations further to be a strong global consumer brand from India, we strengthened our foothold in overseas markets with the inauguration of our fourth international CKD in Brazil and also signed an MoU to set up CKD facilities in Nepal and Bangladesh. Another highlight for us this quarter was sharing the joy of motorcycling with more than 14,000 riders of our community at the annual festival Rider Mania in a brand new avatar of Motoverse.”

**Vinod Aggarwal, MD and CEO VECV said** “During the third quarter VECV continued to strengthen market share in HD Trucks and Bus segments for both Eicher and Volvo brands. We recorded our highest 3rd quarter ever at 18,162 units, a growth of 13.2% over the corresponding period last year. Our continuing focus on improving Dealer Satisfaction and Uptime for our Customers is showing in high levels of service and parts sales as our customers leverage our expanded dealer network. As part of our clean alternate fuel strategy, we have also commenced trials of LNG powered vehicles targeting long haul applications. At the Auto Expo in January,, VECV demonstrated the complete suite of alternate fuels covering Hydrogen Fuel Cell, Hydrogen ICE, Electric and Natural Gas supported by our bouquet of Smart Uptime Solutions.”

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