ASHOK LEYLAND

Press Release

Q2 revenue grows 54%, EBITDA up 260%
H1 revenue grows 54%, EBITDA up 298%

Chennai, November 4, 2015: Ashok Leyland, flagship of the Hinduja Group, registered healthy growth for the second quarter and first half-year of FY 2015-16.

Results for **Q2 FY 2015-16**:

- **Revenues** increased 53.5% to Rs. 4,940 Cr, against Rs. 3,218 Cr, same period last year
- **Net profit** stood at Rs. 287 Cr, against Rs. 121 Cr, same period last year
- **EBITDA** was Rs. 594 Cr (12.0% of total revenue), against Rs. 229 crores (7.1% of total revenue), same period last year
- **Sales volume** in Medium and Heavy Commercial Vehicles (M&HCV) stood at 29884 Nos (18207 nos)
- **Volume** for Light Commercial Vehicles (LCV) was 7497 Nos (7172 nos)
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Results for **H1 FY 2015-16**:

- **Revenue** increased 54% to Rs. 8,781 Cr, against Rs. 5,695 Cr, same period last year.
- **Net profit** stood at Rs. 446 Cr against Rs. 73 Cr, same period last year.
- **EBITDA** was Rs. 983 Cr (11.2% of total revenue), against Rs. 329 Cr (5.8% of total revenue), same period last year.
- **Sales volume** in Medium and Heavy Commercial Vehicles (M&HCV) stood at 51337 Nos (33115 nos)
- **Volume** for Light Commercial Vehicles (LCV) was 14198 Nos (12204 nos)

Speaking on the results, **Mr. Vinod K. Dasari, Managing Director**, Ashok Leyland, said: "The market for commercial vehicles is back after a long period of downturn. Our brand commitment of '*Aapki Jeet, Hamari Jeet*', or '*In your success lies our success*', ensures that we are always customer focused – from product design, to network growth, and service capability. This relentless focus on customer profitability is the primary reason behind the good results. A continued focus on cost control and reigning-in of discounts also helped".

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