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## EICHER MOTORS SWOT & PESTLE ANALYSIS

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Company Name : Eicher Motors

Company Sector : Automotive industry

Operating Geography : India, Asia, Global

#### About the Company :

Eicher Motors Limited, located in New Delhi, is an Indian multinational automotive firm that produces motorbikes and commercial vehicles. Royal Enfield, a middleweight motorcycle manufacturer, is owned by Eicher. Goodearth Company was founded in 1948 to distribute and service imported tractors. Eicher Tractor Corporation of India Private Ltd was founded in 1959 in collaboration with the Eicher Tractor Company, a German tractor manufacturer. Trucks, buses, motorcycles, automotive gears, and components are all part of the Eicher Group's diverse commercial interests, which include design, development, manufacture, and local and international marketing. Management consulting services, specialised engineering, maps and travel guides are all possible growth avenues for Eicher. With advanced development facilities in Leicestershire, UK, and China, the company operates in India and over 60 countries around the world. In India and other developing countries, it has a joint venture with Sweden's AB Volvo-Volvo Eicher Commercial Vehicles. The company is also listed on the BSE and NSE, and since 2016, it has been a component of the NSE's benchmark Nifty 50 Index. In May, 2022, Eicher announced the launch of the Eicher Prima G3 Series, a new line of premium tractors aimed at farmers looking for both style and substance.

Eicher Motors Limited's USP is that it is a major automotive company with a strong cashgenerating ability from core business - Improving Cash Flow from Operations for the past two years with the Zero Promoter Pledge. The mission statement of Eicher Motors reads, "VECV aims to continuously improve transportation efficiency in India and developing markets, thereby reducing logistics costs for goods and people – leading to higher enablement of specialization in manufacturing, agriculture and services, thereby increasing the nation's economic activity and productivity".

#### Revenue :

INR 8661.56 Crores - FY ending 31st March 2021 (y-o-y growth -4.54%)

INR 9073.55 Crores- FY ending 31st March 2020



#### SWOT Analysis :

The SWOT Analysis for Eicher Motors is given below:

Strengths	Weaknesses
1.Eicher Motors Ltd is a zero-debt company	1.Falling profit after tax and revenue since the
2.Wide presence of Royal Enfield in 1750	last two years
Indian cities having around 2,000 stores.	2. High dependency on 350 cc segment in the
3.Increasing exports and market share	motorcycle portfolio
globally. No. 2 in CV exports	
4.World class manufacturing facilities	
Opportunities	Threats
Opportunities 1.Huge potential to increase its presence	Threats 1.Fall of domestic sales across commercial
1.Huge potential to increase its presence	1.Fall of domestic sales across commercial
1.Huge potential to increase its presence across the Indian states	1.Fall of domestic sales across commercial vehicles and motorcycles
<ul><li>1.Huge potential to increase its presence across the Indian states</li><li>2.Potential to increase exports in the mid-size</li></ul>	<ul><li>1.Fall of domestic sales across commercial vehicles and motorcycles</li><li>2.Decrease in production due to semiconductor</li></ul>



#### **PESTLE Analysis :**

The PESTLE Analysis for Eicher Motors is given below:

Political	Economical
1.Changes in pricing structure due to Changing	1.Increase in vehicle prices due to rising
Fuel Emission Norms	inflation level across the globe
2.Increased Opportunity due to PLI schemes	2.Low demand due to rising fuel prices
for automobile sector and auto components	
Social	Technological
1.Consumer Preferences Shifting towards the	1.Global Supply Chain Crisis may affect exports
Electric vehicle segment.	2.Trends like AI, digitization, e-commerce etc
	improving customer service and sales data.
Legal	Environmental
1.Intellectual property rights infringement of	1.A drive towards adapting sustainable
auto parts.	development and building sustainable
	products
	2.Adapting environment friendly measures
	like recycling and use of renewable resources
	etc.

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