

‘No impact on exports due to West Asia crisis’

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Ashok Leyland does not see any impact of the recent geopolitical tensions in West Asia on commercial vehicle (CV) exports, and shipments to key markets in the region are continuing as usual, said Sanjeev Kumar, president of medium & heavy commercial vehicles (M&HCV) of the company on Tuesday.

“As of now, there has been no impact on exports. They are going on as usual,” Kumar told *Business Standard*.

The company has a “fairly strong presence” in Gulf Cooperation Council countries and in Africa, he added.

SANJEEV KUMAR, PRESIDENT OF M&HCV, ASHOK LEYLAND, DOWNPLAYED THE EFFECT OF RISING CRUDE OIL PRICES ON THE DOMESTIC CV INDUSTRY

In FY25, about 8 per cent of Ashok Leyland’s total production was exported, while the remaining 92 per cent was sold in the domestic market. The company exported 15,255 units during the financial year, marking a robust 28.7 per cent year-on-year (Y-o-Y) growth.

Kumar also downplayed the effect of rising crude oil prices — linked to tensions in West Asia — on the do-

mestic CV industry.

He said that diesel prices have remained stable for the last two to three years, which has provided predictability for fleet operators.

“What the industry wants is constant pricing. How does it help the CV operator? He knows what would be his expenses and on that basis, the operator engages with their customers. This frequent up and down (in crude prices) will not have an impact. These are very temporary event-driven issues,” he said.

“Three years back, when diesel prices were set, crude prices were at a higher level. So, I don’t think we can expect anything negative in terms of

crude right now,” he added

He felt that sustained high crude prices could push up input costs like rubber.

Kumar was speaking on the sidelines of a company event in New Delhi, where Ashok Leyland outlined plans to strengthen its footprint in North India.

The company is targeting an increase in its M&HCV market share in the region from 26 per cent to 30 per cent over two to three years.

Ashok Leyland, the flagship company of the Hinduja Group, currently operates nearly 300 channel outlets in North India and plans to add over 50 touch points this year.