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Date: 1st December 2016

On-line intimation

To

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai-400 001

The Secretary
National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor
Plot No.C/1, G Block
Bandra Kurla Complex, Bandra (E)
Mumbai-400 051

Ref: **Release of information to SIAM with respect to sale volume of VE Commercial Vehicles Limited for the month of November 2016.**

Dear Sir/ Madam,

Please find enclosed herewith information being released to Society of Indian Automobile Manufacturers (SIAM) in respect of sale volume of VE Commercial Vehicles Limited, an unlisted subsidiary of Eicher Motors Limited for the month of November 2016.

You are requested to take the same on your records.

Thanking you,

for **Eicher Motors Limited**

Authorised Signatory
Encl.: As above

Eicher Motors Limited
Corporate Office:
#96, Sector - 32
Gurgaon - 122 001
Haryana, India
Tel +91 124 4415600

Registered Office
CIN: L34102DL1982PLC129877
3rd Floor-Select Citywalk
A-3, District Centre, Saket
New Delhi-110 017, India
Email: info@eicher.in

	Category	Domestic Sale								Dom Growth %				Export Sale								Exp Growth %				Total Sale (Dom+Exp)								Total Growth %				Total Sales VECV			
		Nov15		Nov16		Ytd 2015-16		Ytd 2016-17		Month		YTD		Nov15		Nov16		Ytd 2015-16		Ytd 2016-17		Month		YTD		Nov15		Nov16		Ytd 2015-16		Ytd 2016-17		Month		YTD		Nov15	Nov16	Ytd 2015-16	Ytd 2016-17
		ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI	ETB	VTI				
IV A	N2 Category : Max Mass exceeding 3.5 tonnes but not exceeding 12 tonnes (Goods Carrier)																																								
	Max. Mass exceeding 3.5 tonnes but not exceeding 12 tonnes																																								
	A2: Max. Mass exceeding 3.5 tonnes but not exceeding 7.5 tonnes	523		409		4542		5494		-22%		21%		150		202		1006		1234		35%		23%		673		611		5548		6728		-9%		21%		673	611	5548	6728
	A3: Max. Mass exceeding 7.5 tonnes but not exceeding 12 tonnes	1402		1041		10427		11121		-26%		7%		88		140		800		1373		59%		72%		1490		1181		11227		12494		-21%		11%		1490	1181	11227	12494
	L/MD TOTAL	**1925**		**1450**		**14969**		**16615**		**-25%**		**11%**		**238**		**342**		**1806**		**2607**		**44%**		**44%**		**2163**		**1792**		**16775**		**19222**		**-17%**		**15%**		**2163**	**1792**	**16775**	**19222**
V A	M3 Category : More than 8+1 seats and Max Mass exceeding 5 tonnes (Passenger Carrier)																																								
	Max. Mass exceeding 5 tonnes but not exceeding 7.5 tonnes																																								
	A1: No. of seats including driver exceeding 9 but not exceeding 13																																								
	A2: No. of seats including driver exceeding 13	162		228		3891		4192		41%		8%		120		58		725		622		-52%		-14%		282		286		4616		4814		1%		4%		282	286	4616	4814
B	**Max. Mass exceeding 7.5 tonnes but not exceeding 12 tonnes**																																								
	B1: No. of seats including driver exceeding 9 but not exceeding 13																																								
	B2: No. of seats including driver exceeding 13	130		72		2100		2060		-45%		-2%		104		44		271		572		-58%		111%		234		116		2371		2632		-50%		11%		234	116	2371	2632
	Max Mass exceeding 12 tonnes but not exceeding 16.2 tonnes(Passenger Carrier)																																								
	C2: No. of seats including driver exceeding 13	77		201		630		1585		161%		152%		33		25		218		200		-24%		-8%		110		226		848		1785		0%		0%		110	226	848	1785
	BUS TOTAL	**369**		**501**		**6621**		**7837**		**36%**		**18%**		**257**		**127**		**1214**		**1394**		**-51%**		**15%**		**626**		**628**		**7835**		**9231**		**0%**		**18%**		**626**	**628**	**7835**	**9231**
VI A	N3 Category :Max Mass exceeding 12 tonnes (Goods Carrier)																																								
	Max. Mass not exceeding 16.2 tonnes																																								
	A1: Max. Mass exceeding 12 tonnes but not exceeding 16.2 tonnes	286		185		2402		3199		-35%		33%		68		129		524		937		90%		79%		354		314		2926		4136		-11%		41%		354	314	2926	4136
C	Max. Mass exceeding 16.2 tonnes (Rigid Vehicles)																																								
	a) Max Mass exeeding 16.2 tonnes	245	105	227	107	2037	825	2677	615	-7%	2%	31%	-25%	18		30		351		408		0%		16%		263	105	257	107	2388	825	3085	615	-2%	2%	29%	-25%	368	364	3213	3700
B2:	Haulage Tractor (Tractor – Semi Trailer/ Trailer)																																								
	(c) Max. Mass exceeding 35.2 tonnes	80		45	2	510	23	798	21	-44%	#DIV/0!	56%	-9%	48		31		127		107		0%		0%		128	0	76	2	637	23	905	21	-41%	#DIV/0!	42%	-9%	128	78	660	926
	HD TOTAL	**611**	**105**	**457**	**109**	**4949**	**848**	**6674**	**636**	**-25.2%**	**3.8%**	**34.9%**	**-25.0%**	**134**		**190**		**1002**		**1452**		41.8%		44.9%		**745**	**105**	**647**	**109**	**5951**	**848**	**8126**	**636**	**-13.2%**	**3.8%**	**36.5%**	**-25.0%**	**850**	**756**	**6799**	**8762**
	GRAND TOTAL	**2905**	**105**	**2408**	**109**	**26539**	**848**	**31126**	**636**	**-17.1%**	**3.8%**	**17.3%**	**-25.0%**	**629**		**659**		**4022**		**5453**		**4.8%**		**35.6%**		**3534**	**105**	**3067**	**109**	**30561**	**848**	**36579**	**636**	**-13.2%**	**3.8%**	**19.7%**	**-25.0%**	**3639**	**3176**	**31409**	**37215**