www.eicher.in

Date: 1st December 2017

**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 2017.**

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 2017.

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 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Nov 16 | | Nov 17 | | Ytd 2016-17 | | Ytd 2017-18 | | Month | | YTD | | Nov 16 | | Nov 17 | | Ytd 2016-17 | | Ytd 2017-18 | | Month | | YTD | | Nov 16 | | Nov 17 | | Ytd 2016-17 | | Ytd 2017-18 | | Month | | YTD | | Nov 16 | Nov 17 | Ytd 2016-17 | Ytd 2017-18 |
| | | 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 | N2 Category : Max Mass exceeding 3.5 tonnes but not exceeding 12 tonnes (Goods Carrier) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A | Max. Mass exceeding 3.5 tonnes but not exceeding 12 tonnes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | A2: Max. Mass exceeding 3.5 tonnes but not exceeding 7.5 tonnes | 409 | | 766 | | 5494 | | 6268 | | 87% | | 14% | | 202 | | 28 | | 1234 | | 1034 | | -86% | | -16% | | 611 | | 794 | | 6728 | | 7302 | | 30% | | 9% | | 611 | 794 | 6728 | 7302 |
| | A3: Max. Mass exceeding 7.5 tonnes but not exceeding 12 tonnes | 1041 | | 1735 | | 11121 | | 11787 | | 67% | | 6% | | 140 | | 349 | | 1373 | | 1451 | | 149% | | 6% | | 1181 | | 2084 | | 12494 | | 13238 | | 76% | | 6% | | 1181 | 2084 | 12494 | 13238 |
| | **L/MD TOTAL** | **1450** | | **2501** | | **16615** | | **18055** | | **72%** | | **9%** | | **342** | | **377** | | **2607** | | **2485** | | **10%** | | **-5%** | | **1792** | | **2878** | | **19222** | | **20540** | | **61%** | | **7%** | | **1792** | **2878** | **19222** | **20540** |
| V | M3 Category : More than 8+1 seats and Max Mass exceeding 5 tonnes (Passenger Carrier) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A | 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 | 228 | | 252 | | 4193 | | 3474 | | 11% | | -17% | | 58 | | 37 | | 622 | | 335 | | -36% | | -46% | | 286 | | 289 | | 4815 | | 3809 | | 1% | | -21% | | 286 | 289 | 4815 | 3809 |
| 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 | 72 | | 126 | | 2060 | | 1736 | | 75% | | -16% | | 44 | | 11 | | 572 | | 577 | | -75% | | 1% | | 116 | | 137 | | 2632 | | 2313 | | 18% | | -12% | | 116 | 137 | 2632 | 2313 |
| | **Max Mass exceeding 12 tonnes but not exceeding 16.2 tonnes(Passenger Carrier)** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | C2: No. of seats including driver exceeding 13 | 201 | | 158 | | 1584 | | 1481 | | -21% | | -7% | | 25 | | 22 | | 200 | | 246 | | -12% | | 23% | | 226 | | 180 | | 1784 | | 1727 | | 0% | | 0% | | 226 | 180 | 1784 | 1727 |
| | **BUS TOTAL** | **501** | | **536** | | **7837** | | **6691** | | **7%** | | **-15%** | | **127** | | **70** | | **1394** | | **1158** | | **-45%** | | **-17%** | | **628** | | **606** | | **9231** | | **7849** | | **-4%** | | **-15%** | | **628** | **606** | **9231** | **7849** |
| VI | N3 Category :Max Mass exceeding 12 tonnes (Goods Carrier) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A | Max. Mass not exceeding 16.2 tonnes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | A1: Max. Mass exceeding 12 tonnes but not exceeding 16.2 tonnes | 185 | | 309 | | 3199 | | 2750 | | 67% | | -14% | | 129 | | 169 | | 937 | | 956 | | 31% | | 2% | | 314 | | 478 | | 4136 | | 3706 | | 52% | | -10% | | 314 | 478 | 4136 | 3706 |
| C | Max. Mass exceeding 16.2 tonnes (Rigid Vehicles) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | a) Max Mass exeeding 16.2 tonnes | 227 | 107 | 641 | 188 | 2677 | 615 | 3059 | 573 | 182% | 76% | 14% | -7% | 30 | | 49 | | 408 | | 492 | | 0% | | 21% | | 257 | 107 | 690 | 188 | 3085 | 615 | 3551 | 573 | 168% | 76% | 15% | -7% | 364 | 878 | 3700 | 4124 |
| B2: | Haulage Tractor (Tractor – Semi Trailer/ Trailer) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | (c) Max. Mass exceeding 35.2 tonnes | 45 | 2 | 75 | 1 | 798 | 21 | 503 | 2 | 67% | -50% | -37% | -90% | 31 | | 0 | | 107 | | 20 | | 0% | | 0% | | 76 | 2 | 75 | 1 | 905 | 21 | 523 | 2 | -1% | -50% | -42% | -90% | 78 | 76 | 926 | 525 |
| | **HD TOTAL** | **457** | **109** | **1025** | **189** | **6674** | **636** | **6312** | **575** | **124.3%** | **73.4%** | **-5.4%** | **-9.6%** | **190** | | **218** | | **1452** | | **1468** | | 14.7% | | 1.1% | | **647** | **109** | **1243** | **189** | **8126** | **636** | **7780** | **575** | **92.1%** | **73.4%** | **-4.3%** | **-9.6%** | **756** | **1432** | **8762** | **8355** |
| | **GRAND TOTAL** | **2408** | **109** | **4062** | **189** | **31126** | **636** | **31058** | **575** | **68.7%** | **73.4%** | **-0.2%** | **-9.6%** | **659** | | **665** | | **5453** | | **5111** | | **0.9%** | | **-6.3%** | | **3067** | **109** | **4727** | **189** | **36579** | **636** | **36169** | **575** | **54.1%** | **73.4%** | **-1.1%** | **-9.6%** | **3176** | **4916** | **37215** | **36744** |