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Date: 1<sup>st</sup> October 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, 5<sup>th</sup> 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 September 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 September 2016.

You are requested to take the same on your records.

Thanking you,

for **Eicher Motors Limited**

**Authorised Signatory**

Encl.: As above

| Category | Domestic Sale   |             |             |              |              |              |             |              | Dom Growth % |              |               |              | Export Sale   |             |             |              |              |              |               |             | Exp Growth % |              |              |              | Total Sale (Dom+Exp) |              |            |              |               |              |               |             | Total Growth % |              |              |     | Total Sales VECV |       |             |             |
|----------|---|-------------|-------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|---------------|--------------|---------------|-------------|-------------|--------------|--------------|--------------|---------------|-------------|--------------|--------------|--------------|--------------|----------------------|--------------|------------|--------------|---------------|--------------|---------------|-------------|----------------|--------------|--------------|-----|------------------|-------|-------------|-------------|
|          | Sep15   |             | Sep16       |              | Ytd 2015-16  |              | Ytd 2016-17 |              | Month        |              | YTD           |              | Sep15         |             | Sep16       |              | Ytd 2015-16  |              | Ytd 2016-17   |             | Month        |              | YTD          |              | Sep15                |              | Sep16      |              | Ytd 2015-16   |              | Ytd 2016-17   |             | Month          |              | YTD          |     | Sep15            | Sep16 | 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          | 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                         | 662         | 879         | 3312         | 4169         | 33%          | 26%         | 172          | 57           | 799          | 920           | -67%         | 15%           | 834         | 936         | 4111         | 5089         | 12%          | 24%           | 834         | 936          | 4111         | 5089         |              |                      |              |            |              |               |              |               |             |                |              |              |     |                  |       |             |             |
|          | A3: Max. Mass exceeding 7.5 tonnes but not exceeding 12 tonnes                          | 1578        | 1644        | 7389         | 8385         | 4%           | 13%         | 142          | 167          | 572          | 1086          | 18%          | 90%           | 1720        | 1811        | 7961         | 9471         | 5%           | 19%           | 1720        | 1811         | 7961         | 9471         |              |                      |              |            |              |               |              |               |             |                |              |              |     |                  |       |             |             |
|          | <b>LMD TOTAL</b>  | <b>2240</b> | <b>2523</b> | <b>10701</b> | <b>12554</b> | <b>13%</b>   | <b>17%</b>  | <b>314</b>   | <b>224</b>   | <b>1371</b>  | <b>2006</b>   | <b>-29%</b>  | <b>46%</b>    | <b>2554</b> | <b>2747</b> | <b>12072</b> | <b>14560</b> | <b>8%</b>    | <b>21%</b>    | <b>2554</b> | <b>2747</b>  | <b>12072</b> | <b>14560</b> |              |                      |              |            |              |               |              |               |             |                |              |              |     |                  |       |             |             |
| 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  | 299         | 265         | 3494         | 3759         | -15%         | 8%          | 78           | 118          | 552          | 469           | 51%          | -15%          | 377         | 373         | 4046         | 4228         | -1%          | 4%            | 377         | 373          | 4046         | 4228         |              |                      |              |            |              |               |              |               |             |                |              |              |     |                  |       |             |             |
| 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  | 116         | 163         | 1864         | 1895         | 41%          | 2%          | 33           | 26           | 152          | 443           | -21%         | 191%          | 149         | 169         | 2016         | 2338         | 27%          | 16%           | 149         | 169          | 2016         | 2338         |              |                      |              |            |              |               |              |               |             |                |              |              |     |                  |       |             |             |
|          | <b>BUS TOTAL</b>  | <b>65</b>   | <b>436</b>  | <b>474</b>   | <b>1150</b>  | <b>571%</b>  | <b>143%</b> | <b>45</b>    | <b>51</b>    | <b>176</b>   | <b>159</b>    | <b>13%</b>   | <b>-10%</b>   | <b>110</b>  | <b>487</b>  | <b>650</b>   | <b>1309</b>  | <b>0%</b>    | <b>0%</b>     | <b>110</b>  | <b>487</b>   | <b>650</b>   | <b>1309</b>  |              |                      |              |            |              |               |              |               |             |                |              |              |     |                  |       |             |             |
| 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                         | 359         | 418         | 1818         | 2629         | 16%          | 45%         | 76           | 149          | 393          | 752           | 96%          | 91%           | 435         | 567         | 2211         | 3381         | 30%          | 53%           | 435         | 567          | 2211         | 3381         |              |                      |              |            |              |               |              |               |             |                |              |              |     |                  |       |             |             |
| C        | Max. Mass exceeding 16.2 tonnes (Rigid Vehicles)  |             |             |              |              |              |             |              |              |              |               |              |               |             |             |              |              |              |               |             |              |              |              |              |                      |              |            |              |               |              |               |             |                |              |              |     |                  |       |             |             |
|          | a) Max Mass exceeding 16.2 tonnes   | 284         | 199         | 263          | 105          | 1459         | 591         | 2198         | 402          | -7%          | -47%          | 51%          | -32%          | 34          | 18          | 306          | 329          | 0%           | 8%            | 318         | 199          | 281          | 105          | 1765         | 691                  | 2527         | 402        | -12%         | -47%          | 43%          | -32%          | 517         | 386            | 2356         | 2929         |     |                  |       |             |             |
| B2:      | Haulage Tractor (Tractor - Semi Trailer Trailer)  |             |             |              |              |              |             |              |              |              |               |              |               |             |             |              |              |              |               |             |              |              |              |              |                      |              |            |              |               |              |               |             |                |              |              |     |                  |       |             |             |
|          | (c) Max. Mass exceeding 35.2 tonnes   | 89          | 2           | 90           | 4            | 358          | 21          | 679          | 14           | 1%           | 100%          | 90%          | -33%          | 15          | 0           | 55           | 41           | 0%           | 0%            | 104         | 2            | 80           | 4            | 413          | 21                   | 720          | 14         | -13%         | 100%          | 74%          | -33%          | 106         | 84             | 424          | 734          |     |                  |       |             |             |
|          | <b>HD TOTAL</b>   | <b>732</b>  | <b>201</b>  | <b>771</b>   | <b>109</b>   | <b>3635</b>  | <b>612</b>  | <b>5508</b>  | <b>416</b>   | <b>5.3%</b>  | <b>-45.8%</b> | <b>51.5%</b> | <b>-32.0%</b> | <b>125</b>  | <b>167</b>  | <b>754</b>   | <b>1122</b>  | <b>33.6%</b> | <b>-48.8%</b> | <b>857</b>  | <b>201</b>   | <b>938</b>   | <b>109</b>   | <b>4389</b>  | <b>612</b>           | <b>6628</b>  | <b>416</b> | <b>9.5%</b>  | <b>-45.8%</b> | <b>51.0%</b> | <b>-32.0%</b> | <b>1058</b> | <b>1047</b>    | <b>5001</b>  | <b>7044</b>  |     |                  |       |             |             |
|          | <b>GRAND TOTAL</b>  | <b>3452</b> | <b>201</b>  | <b>4148</b>  | <b>109</b>   | <b>20168</b> | <b>612</b>  | <b>24864</b> | <b>416</b>   | <b>20.2%</b> | <b>-45.8%</b> | <b>23.3%</b> | <b>-32.0%</b> | <b>595</b>  | <b>586</b>  | <b>3005</b>  | <b>4199</b>  | <b>-1.5%</b> | <b>39.7%</b>  | <b>4047</b> | <b>201</b>   | <b>4734</b>  | <b>109</b>   | <b>23173</b> | <b>612</b>           | <b>29063</b> | <b>416</b> | <b>17.0%</b> | <b>-45.8%</b> | <b>25.4%</b> | <b>-32.0%</b> | <b>4248</b> | <b>4843</b>    | <b>23785</b> | <b>29479</b> |     |                  |       |             |             |