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Date: 1<sup>st</sup> October 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, 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 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 September 2017.

You are requested to take the same on your records.

Thanking you,

for **Eicher Motors Limited**

**Authorised Signatory**

Encl.: As above

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**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 |             |              |              |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
|----------|---|-----|-------------|-----|--------------|-----|--------------|-----|--------------|-----|-------------|-----|--------------|-----|------------|-----|--------------|-----|--------------|-----|---------------|-----|---------------|-----|----------------------|-----|-------------|-----|--------------|-----|--------------|-----|----------------|-----|---------------|-----|------------------|-------------|--------------|--------------|-------------|--|------------|--|--------------|--|------------|--|--------------|--|------------|--|--------------|--|--------------|--|---------------|-----|---------------|------|-------------|-------------|--------------|--------------|
|          | Sep 16  |     | Sep 17      |     | Ytd 2016-17  |     | Ytd 2017-18  |     | Month        |     | YTD         |     | Sep 16       |     | Sep 17     |     | Ytd 2016-17  |     | Ytd 2017-18  |     | Month         |     | YTD           |     | Sep 16               |     | Sep 17      |     | Ytd 2016-17  |     | Ytd 2017-18  |     | Month          |     | YTD           |     | Sep 16           | Sep 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 | 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                         |     | 1019        |     | 4169         |     | 4445         |     | 16%          |     | 7%          |     | 57           |     | 93         |     | 920          |     | 919          |     | 63%           |     | 0%            |     | 936                  |     | 1112        |     | 5089         |     | 5364         |     | 19%            |     | 5%            |     | 936              | 1112        | 5089         | 5364         |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
|          | A3: Max. Mass exceeding 7.5 tonnes but not exceeding 12 tonnes                          |     | 2322        |     | 8385         |     | 8202         |     | 41%          |     | -2%         |     | 167          |     | 213        |     | 1086         |     | 848          |     | 28%           |     | -22%          |     | 1811                 |     | 2535        |     | 9471         |     | 9050         |     | 40%            |     | -4%           |     | 1811             | 2535        | 9471         | 9050         |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
|          | <b>L/MD TOTAL</b>   |     | <b>3341</b> |     | <b>12554</b> |     | <b>12647</b> |     | <b>32%</b>   |     | <b>1%</b>   |     | <b>224</b>   |     | <b>306</b> |     | <b>2006</b>  |     | <b>1767</b>  |     | <b>37%</b>    |     | <b>-12%</b>   |     | <b>2747</b>          |     | <b>3647</b> |     | <b>14560</b> |     | <b>14414</b> |     | <b>33%</b>     |     | <b>-1%</b>    |     | <b>2747</b>      | <b>3647</b> | <b>14560</b> | <b>14414</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  |     | 233         |     | 3760         |     | 3051         |     | -9%          |     | -19%        |     | 118          |     | 69         |     | 469          |     | 219          |     | -42%          |     | -53%          |     | 373                  |     | 302         |     | 4229         |     | 3270         |     | -19%           |     | -23%          |     | 373              | 302         | 4229         | 3270         |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
| 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  |     | 103         |     | 1895         |     | 1467         |     | -37%         |     | -23%        |     | 26           |     | 192        |     | 443          |     | 494          |     | 638%          |     | 12%           |     | 189                  |     | 295         |     | 2338         |     | 1961         |     | 56%            |     | -16%          |     | 189              | 295         | 2338         | 1961         |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
|          | Max Mass exceeding 12 tonnes but not exceeding 16.2 tonnes(Passenger Carrier)           |     |             |     |              |     |              |     |              |     |             |     |              |     |            |     |              |     |              |     |               |     |               |     |                      |     |             |     |              |     |              |     |                |     |               |     |                  |             |              |              |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
|          | C2: No. of seats including driver exceeding 13  |     | 276         |     | 1149         |     | 1128         |     | -37%         |     | -2%         |     | 51           |     | 13         |     | 159          |     | 202          |     | -75%          |     | 27%           |     | 487                  |     | 289         |     | 1308         |     | 1330         |     | 0%             |     | 0%            |     | 487              | 289         | 1308         | 1330         |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
|          | <b>BUS TOTAL</b>  |     | <b>612</b>  |     | <b>6804</b>  |     | <b>5646</b>  |     | <b>-28%</b>  |     | <b>-17%</b> |     | <b>195</b>   |     | <b>274</b> |     | <b>1071</b>  |     | <b>915</b>   |     | <b>41%</b>    |     | <b>-15%</b>   |     | <b>1049</b>          |     | <b>886</b>  |     | <b>7875</b>  |     | <b>6561</b>  |     | <b>-16%</b>    |     | <b>-17%</b>   |     | <b>1049</b>      | <b>886</b>  | <b>7875</b>  | <b>6561</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                         |     |             |     |              |     |              |     |              |     |             |     |              |     |            |     |              |     |              |     |               |     |               |     |                      |     |             |     |              |     |              |     |                |     |               |     |                  |             |              |              |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
|          | 418   |     | 519         |     | 2629         |     | 2030         |     | 24%          |     | -23%        |     | 149          |     | 136        |     | 752          |     | 686          |     | -9%           |     | -9%           |     | 567                  |     | 655         |     | 3381         |     | 2716         |     | 16%            |     | -20%          |     | 567              | 655         | 3381         | 2716         |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
| C        | Max. Mass exceeding 16.2 tonnes (Rigid Vehicles)  |     |             |     |              |     |              |     |              |     |             |     |              |     |            |     |              |     |              |     |               |     |               |     |                      |     |             |     |              |     |              |     |                |     |               |     |                  |             |              |              |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
|          | a) Max Mass exceeding 16.2 tonnes   |     | 522         |     | 2198         |     | 402          |     | 1836         |     | 323         |     | 98%          |     | 41%        |     | -16%         |     | -20%         |     | 18            |     | 124           |     | 329                  |     | 365         |     | 0%           |     | 11%          |     | 281            |     | 105           |     | 646              |             | 148          |              | 2527        |  | 402        |  | 2201         |  | 323        |  | 130%         |  | 41%        |  | -13%         |  | -20%         |  | 386           | 794 | 2929          | 2524 |             |             |              |              |
| B2:      | Haulage Tractor (Tractor - Semi Trailer/ Trailer)                                       |     |             |     |              |     |              |     |              |     |             |     |              |     |            |     |              |     |              |     |               |     |               |     |                      |     |             |     |              |     |              |     |                |     |               |     |                  |             |              |              |             |  |            |  |              |  |            |  |              |  |            |  |              |  |              |  |               |     |               |      |             |             |              |              |
|          | c) Max. Mass exceeding 35.2 tonnes  |     | 90          |     | 679          |     | 14           |     | 370          |     | 1           |     | 0%           |     | -75%       |     | -46%         |     | -93%         |     | 0             |     | 10            |     | 41                   |     | 10          |     | 0%           |     | 0%           |     | 90             |     | 4             |     | 100              |             | 1            |              | 720         |  | 14         |  | 380          |  | 1          |  | 11%          |  | -75%       |  | -47%         |  | -93%         |  | 94            | 101 | 734           | 381  |             |             |              |              |
|          | <b>HD TOTAL</b>   |     | <b>109</b>  |     | <b>1131</b>  |     | <b>149</b>   |     | <b>5506</b>  |     | <b>416</b>  |     | <b>4236</b>  |     | <b>324</b> |     | <b>46.7%</b> |     | <b>36.7%</b> |     | <b>-23.1%</b> |     | <b>-22.1%</b> |     | <b>167</b>           |     | <b>270</b>  |     | <b>1122</b>  |     | <b>1061</b>  |     | <b>61.7%</b>   |     | <b>-5.4%</b>  |     | <b>938</b>       |             | <b>109</b>   |              | <b>1401</b> |  | <b>149</b> |  | <b>6628</b>  |  | <b>416</b> |  | <b>5297</b>  |  | <b>324</b> |  | <b>49.4%</b> |  | <b>36.7%</b> |  | <b>-20.1%</b> |     | <b>-22.1%</b> |      | <b>1047</b> | <b>1550</b> | <b>7044</b>  | <b>5621</b>  |
|          | <b>GRAND TOTAL</b>  |     | <b>109</b>  |     | <b>5084</b>  |     | <b>149</b>   |     | <b>24864</b> |     | <b>416</b>  |     | <b>22529</b> |     | <b>324</b> |     | <b>22.6%</b> |     | <b>36.7%</b> |     | <b>-9.4%</b>  |     | <b>-22.1%</b> |     | <b>586</b>           |     | <b>850</b>  |     | <b>4199</b>  |     | <b>3743</b>  |     | <b>45.1%</b>   |     | <b>-10.9%</b> |     | <b>4734</b>      |             | <b>109</b>   |              | <b>5934</b> |  | <b>149</b> |  | <b>29063</b> |  | <b>416</b> |  | <b>26272</b> |  | <b>324</b> |  | <b>25.3%</b> |  | <b>36.7%</b> |  | <b>-9.6%</b>  |     | <b>-22.1%</b> |      | <b>4843</b> | <b>6083</b> | <b>29479</b> | <b>26596</b> |