

New Delhi: March 3, 2010:

The total count of 'Eicher Trucks and Buses' sold in the month of February 2010 was 3030 units.

The following are the key highlights for the month of February 2010:

- 1. The sale in Feb 2010 is 122% higher than the sales of Eicher Trucks and Buses in Feb 2009.
- 2. **Eicher Trucks and Buses** have recorded a growth of **137%** in the domestic CV market (5T & above) in Feb 2010 when compared to Feb 2009.
- 3. The recently launched 'VE Series' of fuel efficient heavy-duty Eicher trucks, have contributed to the substantial growth in Eicher heavy-duty truck numbers in Feb 2010, leading to an increase of **147%** in heavy-duty sales vis-à-vis Feb 2009.
- 4. Export deliveries of **Eicher Trucks and Buses** had tapered during Feb 2010 due to supply constraints. However, the order-book for exports at the end of Feb 2010 is healthy and pending orders will be executed in the coming months.

About 'Eicher Trucks and Buses':

Eicher Trucks and Buses is a business area of **VE Commercial Vehicles Limited**. Its product line-up includes trucks in the range of 5-40 T GVW and 21-69 seater buses, apart from 85 special application vehicles like fire tenders, troop carriers, ambulances and garbage disposal trucks. On the export front, Eicher Trucks and Buses is present in as many as 26 countries.

SALES PERFORMANCE CONVERTED AS PER SIAM FORMAT (CALENDAR YEAR WISE)

	ategory	Domestic Sales				Dom G	rowth %	Exports				Exp Growth %		Total (Dom+Exp)			Growth %		
				V4-1						V4-I	V4-1					V4 -I	V4 -I		
		Feb 09	Feb 10	Yta	Ytd 2010	Month	YTD	Feb 09	Feb 10	Yta	Ytd	Month	YTD	Feb 09	Feb 10	Yta	Ytd	Month	YTD
	2 Category: Max Mass exceeding 3.5 tonnes but not exceeding 12 tonnes (Good																		
-	lax. Mass exceeding 3.5 tonnes but not exceeding 12 tonnes	3																	
	1: Max. Mass exceeding 3.5 tonnes but not exceeding 5 tonnes																		
	2: Max. Mass exceeding 5 tonnes but not exceeding 7.5 tonnes	302	862	579	1247	185%	115%	6	14		12 2	133%	142%	308	876	591	1276	184%	116%
	3: Max. Mass exceeding 7.5 tonnes but not exceeding 12 tonnes	693		1099	3338	139%	204%	0	0			0 #DIV/0!	#DIV/0!	693			3358	139%	206%
	L/MD TOTA			1678	4585	153%		6	14		12 4			1001		<u> </u>	4634	153%	174%
		1										1							
V N	3 Category: More than 8+1 seats and Max Mass exceeding 5 tonnes (Passenge	r																	
A N	lax. Mass exceeding 5 tonnes but not exceeding 7.5 tonnes																		
Д	1: No. of seats including driver exceeding 9 but not exceeding 13																		
	2: No. of seats including driver exceeding 13	100	137	161	267	37%	66%	20	5		75 4	-75%	-36%	120	142	236	315	18%	33%
B N	ax. Mass exceeding 7.5 tonnes but not exceeding 12 tonnes																		
	1: No. of seats including driver exceeding 9 but not exceeding 13																		
В	2: No. of seats including driver exceeding 13	71	80	116	174	13%	50%	0	0		10 4	0 #DIV/0!	300%	71	80	126	214	13%	70%
IV	ax Mass exceeding 12 tonnes but not exceeding 16.2 tonnes(Passenger Carrier)																		
C	2: No. of seats including driver exceeding 13	-3	6	-2	46	-300%	-2400%	12	0		19	-100%	-100%	9	6	17	46	0%	0%
	BUS TOT	AL 168	223	275	487	33%	77%	32	5	1	04 8	-84%	-15%	200	228	379	575	14%	52%
VIN	3 Category :Max Mass exceeding 12 tonnes (Goods Carrier)																		
A N	lax. Mass not exceeding 16.2 tonnes																		
A	1: Max. Mass exceeding 12 tonnes but not exceeding 16.2 tonnes	49	172	62	304	251%	390%	53	4		96 6	1 -92%	-36%	102	176	158	365	73%	131%
C N	lax. Mass exceeding 16.2 tonnes (Rigid Vehicles)																		
	Max Mass exeeding 16.2 tonnes	56	89	73	181	59%	148%	5	0		5 1	1 0%	120%	61	89	78	192	46%	146%
B2 H	aulage Tractor (Tractor – Semi Trailer/ Trailer)																		
(0) Max. Mass exceeding 35.2 tonnes	3	6	2	6	100%	200%	0	0		0	0%	0%	3	6	2	6	100%	200%
	HD TOTA	AL 108	267	137	491	147%	258%	58	4	1	01 7	-93%	-29%	166	271	238	563	63%	137%
	GRAND TOTA	AL 1271	3007	2090	5563	137%	166%	96	23	2	17 20	-76%	-4%	1367	3030	2307	5772	122%	150%