Acquisition / Restructure

Ashok Leyland to buy JV shares from Nissan

Chennai / Japan – One of India’s largest commercial vehicle manufacturers, Ashok Leyland Ltd of Chennai, India has signed a restructuring agreement with its existing joint venture partner light commercial vehicles and components, Nissan Motor Company of Tokyo, Japan, whereby Nissan is to relinquish its entire interest in the three joint venture companies.

The agreement, which was signed on September 7, 2016, is to see Nissan sell its entire stake in the three joint venture companies to Ashok Leyland; this would see the companies become wholly-owned subsidiaries of Ashok Leyland. Ashok Leyland said the transaction would be concluded upon receipt of all necessary approvals from the regulatory authorities in India. The process is expected to be concluded later this year.

It was back in 2008 that Ashok Leyland formed the three joint venture companies with Nissan: They were, Ashok Leyland Nissan Vehicle Ltd for light commercial vehicle manufacturing; Nissan Ashok Leyland Power Train Ltd for powertrain manufacturing and Nissan Ashok Leyland Technologies Ltd for technology collaboration.

Ashok Leyland stated that it would continue to build, under a licensing agreement, the Dost and Partner light commercial vehicles, which are based on Nissan’s design, engineering and technology. Servicing and parts availability for customers is said to be ensured by a new technical support arrangement. In addition, Ashok Leyland said that the two companies have agreed to continue a deal to procure made-in-India parts to Nissan.

Philippe Guérin-Boutaud, head of Nissan global LCV said: “We are pleased to be moving forward into a new phase of our business with Ashok Leyland. Nissan is committed to India and has invested substantially in manufacturing, research and development and sales networks in the country. We are on track to becoming a major player in the Indian market. Under the licensing arrangement with Ashok Leyland, Indian commercial vehicle customers can continue to benefit from Nissan’s engineering, with servicing and parts availability.”

Legislation

New scrapping policy likely to remove 18 million vehicles and generate huge replacement demand

New Delhi - The government of India is expected to bring into law legislation that will see commercial vehicles 12 years and older scrapped, which is expected to generate huge replacement demand for new trucks and buses in the new financial year.

The government is expected to legislate at the next parliamentary session and before the end of this year for all commercial vehicles registered before March 1, 2005 to be scrapped under the Vehicle Fleet Modernization Programme (V-VMP scheme). As a result, it is anticipated that 18 million commercial vehicles could be scrapped in a phased manner creating huge replacement demand for trucks.

At the SIAM annual convention in New Delhi, Abhay Damle, joint secretary, Ministry of Road Transport and Highways (MoRTH), said: “The new vehicle scrappage policy will target heavy commercial vehicles first as they cause 65-70 per cent of the (vehicular) pollution.”

Union minister Nithin Gadgil of MoRTH, added: “While pollution is one of the biggest concerns, the industry has been very supportive of our efforts to address this issue. We are attempting to implement a scrapping policy for old vehicles, which will help reduce pollution.”

V-VMP: Vehicle Fleet Modernization Programme proposes to offer tax benefits and discounts to people who scrap old vehicles and replace them with new ones. It proposes to cut excise duty on new vehicles by half and subsidise the purchase of a new vehicle after scrapping the old one.

Investment / Expansion

Henkel India opens acoustic lab in Pune

Pune / Mumbai / Germany - Henkel Adhesive Technologies India Pvt Ltd, headquartered in Mumbai, the Indian subsidiary of Henkel AG & Co in Düsseldorf, Germany, has inaugurated a new acoustic lab at their innovation centre in Pune.

The acoustic lab enables the company to develop components and systems to meet evolving and increasing challenges in the area of noise and vibration harshness (NVH) to international standards. The lab uses the very latest software programmes such as Computer Aided Engineering (CAE) and Finite Element Analysis (FEA) to perform measurement and virtual tests, when designing these components.

Shilip Kumar, country president, Henkel India and business director, transportation and metal SBU, Henkel MEA, said: “Noise and vibration play a crucial role in determining the vehicle’s quality, and we have started to focus on developing vehicles with lower NVH levels. At Henkel, we put our customers at the centre of what we do and work closely with them to develop solutions to challenges faced by them. At this acoustic lab we will collaborate with our customers by solving NVH problems.”

Investment / Expansion

Bosch India expands braking and driver assistance R&D centre in Bangalore

Bangalore / Germany - Bosch India Pvt Ltd, a wholly-owned subsidiary of Robert Bosch GmbH, Stuttgart, Germany has expanded its research and development centre in Adugopi, Bangalore. Bosch said it has invested some USD52.39m in expanding the facility, which is to focus on antilock braking systems, electronic stability program mes, driver assistance, passive/active safety systems, hardware development and other software developments for the local market.

Bosch stated that this investment was the first phase in plans to create a global research facility and that it was planning to expand the complex with further investment totalling USD175m.

Dear Reader,

The outlook for India has never been better it seems as prime minister, Narendra Modi, wins support for radical reform, including the recent decision to make 500 and 1,000 rupee notes illegal tender as part of the government’s strategy to reduce the black economy and move towards a cashless society.

In general, there seems to be a general view that the commercial vehicle industry in India, under Modi’s leadership, is on course for steady growth during the next few years. A report from Frost & Sullivan presentation pages 4 and 6. While during the second fiscal quarter (July to September) the CV sector experienced a short pause in growth – both the M&HCV truck and trailer segments declined 15% and 16% respectively, reflecting the regulatory enforcement of the trailer code and introduction of ABS in trucks and trailers - the outlook looks strong. Customers were perhaps deferring purchases until later in the year in expectation of further discounts by OEMs at the year’s end and ahead of BS IV norms in April.

Buses on the other hand exhibited modest growth of 7% in the MCV and 3.71% in the LCV segments, respectively. This was driven mainly by pent up replacement demand and uncertainty over increased prices of future vehicles that will need to comply with new regulatory norms such as the bus body code, ABS, as well as new BS IV emission controls from April.

Rajesh Khanna
COO, RACE Innovations
Jim Gibbins
Editor, Truck & Bus Builder

Serving the industry since 1978

www.truckandbusbuilder.com
Auburn Hills, Michigan, United States, has decided to supply BharatBenz followed by other OEMs like Tata Motors, Mahindra & Mahindra, Ashok Leyland, Volvo Eicher Commercial Vehicles as well as others.

The Chennai plant is to be fourth plant of BorgWarner’s to manufacture viscous fans after the US, China and Europe. Viscronic fans drive with high speed and respond directly to the engine cooling needs, says Borgwarner; they offer increased performance, while improving fuel economy.

“Viscronic variable speed fan drives use software to enable communication with the engine ECU. The software continuously monitors engine temperature, engine speed, vehicle speed and engine load and delivers signals to the engine control unit to meet the engine cooling requirements. Subsequently the cooling system responds quickly and more precisely than traditional fan drives. As a result, the engine runs more efficiently, delivers more horsepower, increases fuel efficiency and reduces the emissions. In addition, the technology features a maintenance-free design and improves driver comfort with low noise and vibration harshness.”

India gears up for borderless trade

New Delhi / Bhutan / Bangladesh / Nepal – Following the Motor Vehicles Agreement (MVA) signed by four countries Bhutan, Bangladesh, India, Nepal (BBIN) on June 15, 2016 (abbreviated as BBIN MVA) - which permits the seamless transport of goods and passengers between these countries - India has seen the first borderless transport trial operate successfully between Dhaka in Bangladesh and New Delhi in India via Kolkata.

The agreement follows a protocol that was signed in February wherein the four countries signed the protocol to ensure unhindered movement of goods and people between the four countries.

India and Nepal signed the agreement in 2011, but it was not until Bhutan signed the agreement that it was finalised. Thus, the April trial was the first of its kind.

India is now one of the fastest growing Latin American markets with a sizeable potential for automotive and two-wheeler market and is expected to see high growth in the near future. This could be a big opportunity for the European companies such as Tata Motors as it aims to achieve its goals by partnering with a seasoned local partner. The Indian market is one of the most demanding markets for automotive and two-wheeler industry around the world. Tata Motors has been active in the Indian market for more than six years and during that time it had been experimenting with plugins and electric cars.

Fasching aims to achieve its goals by partnering with a seasoned local partner. The Indian market is one of the most demanding markets for automotive and two-wheeler industry around the world. Tata Motors has been active in the Indian market for more than six years and during that time it had been experimenting with plugins and electric cars.

Investment / Expansion

KUS Auto to set up new plant in Chennai

Chennai / China - KUS Auto, the abbreviated form for KUS India Pvt Ltd, a unit of Salzgitter, has announced plans to set up a production facility in India. This would enable the company to manufacture its safety belts to its high standards but at a more competitive price for the Indian commercial vehicle and military markets.

“Our production facility should be implemented and completed by mid-2018, so allowing full production to start in the second half of 2018”, said Pessl.

Fasching aims to achieve its goals by partnering with a seasoned local partner. Our experience translated into success in Bolivia, where we have established a presence in one of the fastest growing Latin American markets with ourseasoned local partner, our experience translated into success in Bolivia, where we have established a presence in one of the fastest growing Latin American markets with a sizeable potential for automotive and two-wheeler market and is expected to see high growth in the near future. This could be a big opportunity for the European companies such as Tata Motors as it aims to achieve its goals by partnering with a seasoned local partner. The Indian market is one of the most demanding markets for automotive and two-wheeler industry around the world. Tata Motors has been active in the Indian market for more than six years and during that time it had been experimenting with plugins and electric cars.

KUS Auto to set up a sales, marketing and administration office in late September 2015 in Chennai to be able to import and supply its components to various Indian OEMs including Daimler, Tata Motors, Ashok Leyland and Mahindra & Mahindra.

Steven Lee, director at KUS Auto, remarked: “We see demand for the localization of AdBlue tanks in India. We will begin manufacturing these at our upcoming production plant early next year. Our products will be for the HCV industry where we have Tata Motors, Ashok Leyland, Mahindra & Mahindra (MM&M), and Daimler as our customers in India. Currently, we are supplying our products from our plants based in China. Localisation will help us get more aggressive in the Indian market.”
**Mahindra launches on-board real-time diagnosis system called DiGi SENSE**

Mumbai - Mahindra & Mahindra Ltd (M&M Ltd) of Mumbai has launched a connected telematics device called DiGGiSENSE, which it is rolling out initially with two small commercial vehicles, Jeeto1 and Imperio2.

Developed by Mahindra, the company says that DiGiSENSE is the first of its kind technology platform, which has multiple applications and multi-product empowerment. It is a smart application that will enable customers to digitally build knowledge 24 hours a day about the performance and location of their vehicles. DiGiSENSE, says Mahindra, will enable operators to access information about their vehicles remotely in real time and take to proactive steps in preventative maintenance and repair. Drivers can contact emergency breakdown services or pull up a route planner at the touch of a button, fleet owners and dealers can track the location of their vehicles in real time using satellite technology, and new service teams to monitor the vehicle’s health and productivity parameters.

It is expected that DiGiSENSE will be introduced with Mahindra medium and heavy duty commercial vehicles in the future; this, suggests Race Innovations Pvt Ltd, one of Mahindra’s medium and heavy duty commercial vehicles partners, Mr. Vinod K Dasari, MD for AL, said: “Export business offers strategic intent to globalize their product portfolio, de-risk their market position in India”.

Having sold over 1.5 million mini-trucks on the Ace platform globally so far, the Tata SuperAce has been developed based on Tata Motors’ deep understanding of the CV customer, for a wide range of applications. Through our partnership with TMT Motors, we are committed to shaping the commercial vehicles industry here and are determined to build a long lasting relationship with the customers, with competitive business advantages and the trusted credentials of the Tata Motors brand.

**Product Development**

**Ceat launches Win series tyre for commercial vehicles**

Mumbai - Tyre manufacturer, CEAT Ltd, the flagship company of RPG Enterprises of Mumbai, has launched a new tyre series, called Win, which is dedicated to the commercial vehicle market.

The Win series tyre, says CEAT, is designed to offer low rolling resistance targeting improved fuel efficiency, whilst using high strength rubber and steel for higher loads and increased durability. This series is an evolved version of its earlier Pro Series tyre and targets the long haul cargo truck and intercity coach segments.

**Investment / Expansion**

**Ashok Leyland to invest $60m to expand LCV operation**

Chennai – Following its ownership separation agreement reached with its LCV joint venture partner, Nissan Motors Company in September (see separate article in this issue), Ashok Leyland Ltd of Chennai, it has announced that it will expand operations with investments totalling USD59.84m over the next three years. This, it added, would involve the launch of eight to 10 new product models, said the company, as well as updating its existing product range.

**Relocation**

**Cooper Standard relocates India HQ to Pune**

USA / India – Cooper Standard Automotive Inc of Novi, Michigan has opened its new India headquarters and technical centre in Pune, Maharashtra.

Relocated from its previous location in Sahibabad, the 6,000 sq ft facility employs approximately 300 people and designs and tests brake components and fuel and brake delivery products. Serving an expanding Asia Pacific customer base, Cooper Standard, including its joint venture partners, now operates 32 facilities in the Asia Pacific region, including 11 in India, 13 in China, five in Korea, two in Japan and one in Thailand.

**Export**

**AL wins order for 777 trucks and buses**

Chennai / Tanzania - Ashok Leyland Pvt Ltd of Chennai has received a second major order from the government of Tanzania of 777 trucks and buses, including equipment for workshops to deliver the vehicle maintenance, worth USD170m.

The order, which is backed with finance support from the EXIM Bank of India under the National Export Insurance Account (NEIA) scheme, follows a very similar order previously for 753 vehicles.

Vinod K Dasari, MD for AL, said: “Export business offers strategic intent to globalize their product portfolio, de-risk their market position in India”.

**Telematics / Strategy**

**Michelin’s new radial tyres for Indian trucks**

**Chennai / France - Michelin India Pvt Ltd**

Michelin’s X guard radial tyre is priced at USD275 a tyre, says Michelin, which, it claims, makes it more competitive than its Indian competition, while, Michelin continues, providing significantly improved benefits in terms of performance and safety.

Mohan Kumar, commercial director, Michelin India, remarked “The new Michelin X Guard is a demonstration of the commitment of the Michelin Group to bring the most advanced tyre technologies to India. The Indian market is rapidly evolving and it was important for us to adapt to the customer’s changing needs. Michelin X Guard, built exclusively for the Indian market, is a paradigm shift from the Indian customer’s viewpoint. This product is a true reflection of the ‘more for less for more’ philosophy that combines the best of Michelin proprietary technologies to deliver a high quality product, but at an attractive market price. We expect this product to attract more customers to our brand.”

**Vehicle Breakdown assistance** - The emergency alert button immediately alerts the nearest service centre and can notify the owner, without any trouble of searching for assistance.

**Remote Engine Diagnostics** - Diagnoses potential problems with the engine, even remotely and reduces the turn-around time during breakdown.

**Route Planning** - This is a scientific method of route planning for the shortest and the fastest route, thereby reducing idling time in traffic zones with better route. This saves time, fuel cost and improves productivity.

**Product / Technology / Manufacture**

**Tata launches Super Ace mini-truck in Vietnam**

Mumbai / Vietnam – The Tata Super Ace 1-ton payload truck has now been launched in Vietnam on behalf of Tata Motor Ltd of Mumbai, India by Tata Motor’s existing local partner, TMT Motors. The trucks are already available in both diesel and petrol versions across seven sales points in northern Vietnam, with more outlets being added gradually through the country.

Ravindra Pisharody, CV head at Tata Motors, said: “Having officially announced our entry into Vietnam through TMT Motors, we are happy to announce the launch of our very first product, the Tata SuperAce mini-truck in the country today.

**Geo Fencing** - Helps to create a fence within which the vehicle operates, for safety and savings, monitors the routes followed by the drivers and alerts in case of any violation.

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**Vehicle Usage and Delivery Reports** – Snapshot summary of the vehicle usage basis distance, total km, etc. It also analyses potential improvements in business by changes in vehicle usage pattern.

**SMS & Webpage Alerts** - The web/app notifications and sms alerts enable greater driver control for geo fencing, over speeding, excessive idling etc.

**Jeeto** - Launched in June 2015, Jeeto is a modular range of 8 mini-trucks to cater to the varied needs of the sub 1-tonne load segment customers.

**Imperio** – Imperio is Mahindra’s premium pick up. It was developed to cater to the small and medium businesses transportation needs.

**Expansion / Investment**

**Tata launches Super Ace petrol model**

Mumbai / Tanzania - The Tata Super Ace petrol model has a 4-cyl, 1,396cc 85hp petrol engine and 5-speed transmission.

**TMT Motors manufactures, assembles and distributes a number of brands in Vietnam. In May 2015, TMT Motors signed an agreement to distribute Tata CVs in Vietnam.**

**The Tata Super Ace Diesel has a 4-cyl, 1,405cc diesel 76hp engine and 5-speed transmission.**

**The Tata Super Ace petrol model has a 4-cyl, 1,396cc 85hp petrol engine and 5-speed transmission.**
Outlook for bus and coach market looks positive as India pushes for cleaner emissions, says Frost & Sullivan at Busworld India 2016

India - The whole of India is moving to BS IV (Euro 4) in April 2017 and in just three years' time, India is proposing to by-pass or skip adopting BS V (Euro 5) emissions regulations and move directly to BS VI, said Chandra Mohan Kailasam, Head of global commercial vehicles research for Frost & Sullivan in a presentation at Busworld India in Bengaluru last month. Kailasam said that the Indian government was taking huge steps towards enforcing cleaner emissions by introducing such low emission norms.

He said that the Nitin Jayram Gadkari, Minister for Road Transport and Highways and Shipping had already instructed all state transport undertakings to make their fleets, comprising some 17 lakh (1,700,000) buses, either Euro VI or bio-fuel compliant by April 1, 2020. Kailasam has also stated that Euro VI fuel would be made available in metro cities much earlier than the deadline. By adopting BS VI, Euro VI and the latter comes into effect across the whole of India on April 1, 2017. A concern still remains that fuel quality may become an issue. Kailasam noted that in order to produce BS VI compliant (low sulfur) fuel, one of the key stakeholders is Society of Indian Automotive Manufacturers (SIAM), which has been supporting the Indian government in moving to BS VI. This will, however, said Kailasam, have a profound and costly impact, not just on Indian manufacturers, but also on international manufacturers setting up plants in India.

Kailasam stated that in addition to legislation there were a number of key trends driving the bus market. These include urbanisation, cities, rising incomes, employment levels, safety and low cost manufacturing. He said there were 100 Smart cities in India, where action plans were being undertaken to address key issues for modern city dwelling; the top three issues are accessibility, water supply and electricity, said Kailasam. The fourth is efficient and sustainable mass mobility.

Kailasam stated that the India customer was becoming more sophisticated because of higher levels of disposable income and as such were becoming more open to paying for safety features as well as comfort. The average Indian bus customer has started to ask for more safety features, he stated, especially in the luxury intercity bus segment where there have been some well publicized incidents involving fires resulting in fatalities. In addition to customer expectations, new legislation to improve safety standards has and will be introduced in the coming years to improve safety standards; this started with the Bus Body (fabrication) Code and compulsory ABS 1implementation from April, 2016. The Bus Body Code has seen the bus body building industry, which accounts for more than 90% of all buses and coaches built using this method (i.e. body on chassis), become restructured, said Kailasam. 50% and 89%, respectively from BS IV norms – the latter comes into effect across the whole of India on April 1, 2017.

Source: Frost & Sullivan

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MG Group plans entry into the low floor airport bus sector

Telangana - The MG Group of Telangana, India used Busworld India 2016 to announce its move into a new market segment with the unveiling of a 12m low floor integral airport bus. Called Columbus, the bus it built to a monocoque design with front and rear chassis modules. The front module featured a ZF front portal axle, while the rear module included a ZF standard drive axle with ZF’s fully-automatic Endless transmission and Cummins 5,9-litre 230hp Euro IV engine fitted transversely. Lalit Waarkhede, consultant – vehicle integration at the MG Group, explained that the use of front and rear modules, in the event of damage, allows them to be replaced if necessary without affecting the rest of the bus. The vehicle has a long wheelbase of more than six metres (6m) enabling a low floor virtually throughout the bus with a small step over the rear axle. The passenger area has been designed to offer swift entry and exit with just eight seats around the wheel arches, with five passenger doors, one on each side of the driver's off side consisting of a single plug door at the front, and two double doors between the wheelbase and then two more double swing-out doors opposite on the driver's side. The interior layout permits it to accommodate up to 70 passengers (8 seats and 62 standees). Use of 275/70 tyres allows a passenger entry floor height of 200mm, after kneeling. The vehicle is 2.6m wide, is equipped with deep flush panel sealed windows that offers good light and much space within the vehicle. It also has many of the latest technologies such as ECAS (electro-hydraulic suspension system), ABS (anti-lock braking) and CAN bus system, which the MG Group stated, makes it fully compliant with airport handling manual regulations.

In addition it has a new driver binacle with digital display, developed and supplied by the MG Group’s electronic solutions, MG Grey Engine LLP.

Anil Kathar, managing director of MG Group, said: “Over the past two decades, we at MG Group have played a significant role in the Indian bus building landscape, recognizing customer needs and introducing game-changing, and innovative products and solutions for the bus and coach industry. The Columbus, currently diesel powered, is envisioned to be offered with CNG as well as electric drive lines in the short term. In India, the air passenger traffic has been increasing approximately 20% year-on-year and hence the demand for tarmac coaches [apron transfer buses] is also increasing. The total park volume is currently 800 units, being a highly niche segment.”

The MG Group said: “A good tarmac coach further enhances the image of the airline. The Indian market currently demands about 50 coaches per year, which is expected to grow as aged tarmac coach fleets are also due for replacement. Leading airlines have also placed record order sizes for aircrafts, which in turn, will increase the demand for tarmac coaches. Tier-2 City Airports under focus will also boost the demand of tarmac coaches. Keeping in mind the urgent need for spacious and high technology coaches by the airline industry, the Columbus has been positioned as a revolutionizing product and a technology demonstrator. The bus is to be initially introduced for the export markets and is being planned to use the Busworld India 2016 platform to take critical feedback from Indian customers with a goal to introduce it in the domestic market in the near future.”

Growing demand for fully-built buses, says SML Isuzu

Chandigarh – “Bus operators increasingly prefer to buy complete vehicles,” said Sukhdeep Singh, assistant manager, product marketing and administration for SML Isuzu Ltd at the show. Singh advised Truck & Bus Builder that it had seen a significant rise in demand for its complete bus products, and suggested that it was the one point of contact for maintenance, service and repairs was driving this trend. Another reason was the impact of the Bus Body Code (AIS 052) in effect in April this year with only some 100 or so bus builders now certified.

SML Isuzu used the show to display four vehicles, two of which are new: the Ecomax and the Executive Lx Coach. The Ecomax is short-wheel-base luxury minibus for 12+1/ 13+1 seats in 2+1 layout with air conditioning, USB charging points, cup holders and magazine rack. The driveline is available with BS II or BS IV compliant 3.45-litre engine with direct injection / common rail fuel injection and rated at 101hp (75kW) and torque of 315Nm / 310Nm.

The Executive Lx Coach is a luxury 8.3m long coach offered with a choice of three seating layouts of 19+1/ 27+1 reclining push back seats, 28+1 semi-reclining high back seat or 30+1 variant. It has the same engine choice as the Ecomax with an output at both BSII and IV of 101hp (75kW) and 310Nm torque. The transmission is different 6 speed unit is used instead a 5-speed.

SML Isuzu has its truck and bus building plant in Ropar, Punjab state. In 2015/16 it achieved sales of 12,700 vehicles and 11,700 in the previous year, with around 4,000 buses and coaches being included that number. It expects to build in excess of 13,000 units this year. The plant produces its own engines, transmissions and axles and employs 150 people in R&D.

MAN India ready for BS IV emission regulations

Pune - With ten year anniversary celebrations of MAN’s presence in India at this month’s Bauma Conexpo India 2016 in Delhi, Joerg Mommertz, chief executive and managing director of MAN Trucks India Pvt Ltd of Pithampur, Pune, was upbeat about prospects and of increasing sales in India with new vehicle configurations to offer the markets: Speaking with Truck & Bus Builder at Busworld India 2016 in Bangalore, Mommertz said that MAN India’s plan was to replace its current off- road product for the mining sector currently 800 units, being a highly niche segment.

Another recent development is the introduction of common rail engine technology with its BS III engine in place of unit injectors. This 6 cylinder, 6.7-litre D0836 common rail BS III engine is quieter but with more powerful outputs of 220hp to 280hp.

Tata DLT first to be AI/RAI certified for trailer code

Pune - Tata International DLT Pvt Ltd (Tata DLT), a manufacturer and supplier of trailers in India based in Pune (a subsidiary of TRF Ltd) is the first “fully organized” trailer manufacturer to homologate its range of trailers in accordance with the new mandated AIS’ 113 trailer code and to receive certification by AI/RAI.

Tata DLT has a manufacturing capacity of 300 trailers a month in Pune, and satellite plants in Jamshedpur and Ajmer, with monthly capacities of 75 and 150, respectively. It plans to manufacture the trailers in line with the AIS 113 type code starting at a fourth plant, which it opened in Pune in October this year.

Thereafter, implementation of the AIS standard code is to be introduced gradually across its other three plants.

TRF Limited is a subsidiary of the Tata Group of companies, which consists of more than 90 enterprises operating in over 80 countries. In 2007, it diversified into truck and trailer applications by acquiring York Transport Equipment in Singapore, Dutch Lanka Trailers (DLT) of Sri Lanka, and Aditya Auto Components of Lucknow, India. DLT was an established trailer manufacturing outfit in Colombo, Sri Lanka – DLT was renamed after acquisition as Tata International DLT Private Limited.

AIS - 113:2013 Automotive Indian Standard guidelines - type approval to certify trailers.

AI/RAI- Automotive Research Association of India.
Daimler assumes management control of bus build operations to accelerate production

Oragadam - To ramp up bus production in order to meet growing demand for its products in India, Daimler India Commercial Vehicles Pvt Ltd (DICV) in August assumed management control of the Wrightbus bus body production operations and supply chain in Oragadam, according to Jitesh Jain for DICV at Busworld India last month. While Wrightbus continues in its role in bus design, as Daimler has already a substantial supply chain in India, it seemed a logical step for Daimler to assume a closer management role, Jain explained. 2016 has been the bus operation's ramp up year, explained Shina Satyapal, manager corporate communications at DICV. The company started with truck production in 2012 and recently passed the 50,000 total output mark (earlier this year it launched the next generation Bharat-Stage IV compliant 9t and 12t trucks), while output at its bus plant began with concept vehicles in 2015. Ms Satyapal said DICV has invested a substantial sum in its bus operations totalling INR 425 Crore (approx. EUR58m). The DICV bus division has a twofold strategy, Satyapal continued, with volume production under the BharatBenz name and top of the range products under the Mercedes-Benz name. Currently, it has three products - three vehicles at 9t gvw (school, staff and tourism), in the pipeline for 2017 introduction are 12t and 16t variants, announced Satyapal. Under the Mercedes-Benz logo it is offering its 2436SHD 14.5m high deck coach model. Bus sales have been focussed in markets of south and west India, Satyapal remarked and now the company is to expand its bus sales into the north and east of India. DICV has an extensive network (more than 80) of truck dealers and service partners throughout India.

On display at Busworld India 2016 in Bengaluru were two 9t gvw, 9.78m front-engine standard floor bus models – the Bharat-Benz School Bus and the Bharat-Benz Staff Bus. With previews of these models in June 2015 and sales having started in January, the company has already exceeded its targeted sales volume for the year, Satyapal stated. Both models share the same drivetrain of a locally produced 4-cylinder 4-litre in-line inter-cooled and turbocharged engine (4D34i) meeting either BS III or BS IV emission standards and rated at 170hp for the school variant and 140hp for this staff bus. Both models are fitted with ABS as standard.

Safety – A high priority in Bharat Benz school bus design

The highly visible yellow school bus uses the Wrightbus Aluminique body structure with R66 rollover strength and meets a 42 degree tilt angle in the tilt test, which more than complies with ARAI’s recommended tilt test angle of 28 degrees. In addition to the ABS, an electronic pressure sensor is used to monitor the air pressure in the brake chambers and the VSSS connectors minimise the leaking of air, thus leading to highly effective braking. Safety is further enhanced in the chassis design, which as a wide frame width, tubeless radial tyres, and front and rear anti-roll bars for improved cornering, stability and better handling. Additional safety features in include individual seat (lap) belts on the two person bench seats, the interior is made from fire retardant fabric and plastics, anti-slip vinyl floor and access is facilitated via a retractable lower step. There is an emergency exit near door on the driver’s side as well as all windows offer an exit with the life hammer mounted on the vertical stanchions on each side. The driver’s area is fitted with a guard to prevent children accessing the driver’s area; there is also a buzzer in the driver’s cabin, fire extinguisher and passenger announcement system.

Show Report - Busworld India 2016

Chennai - Daimler India Commercial Vehicle (DICV) of Oragadam, a wholly-owned subsidiary of Daimler AG, Germany, is to start export of 9-ton gvw fully-built Mercedes-Benz branded school buses1 to middle eastern countries, part of Gulf Cooperation Council2 (GCC), by end of this year. Currently the company has sold these buses to countries include, Bahrain, Kuwait, Oman, Saudi Arabia and United Arab Emirates.

The school bus comes with 17.5-inch wheels, parabolic springs on both axles, anti-lock braking system, anti-roll bars and three-point seatbelts and comes with standard features like automatic stop arm, automatic fire suppression systems, CCTV (closed circuit television) cameras and a LED (low emitting diode) destination board.

The Daimler bus is to be sold under Mercedes-Benz brand in the GCC countries. Currently the company is already exporting as 9 tonne chassis to Africa, South east Asia and Latin America, making the fully built buses a new development.

In future Daimler AG is planning to expand its portfolio on the domestic market by launching a 16 tonne bus chassis next year with plans to sell to the Indian STU’s for the upcoming years.

The fully built buses comprise bodies built by Wright Bus Engineering Pvt Ltd, a subsidiary of Wright Bus International of Ballymena, UK at its newly installed (2015/2016) facility in Oragadam within the DICV facility to cater to the Daimler bus future body demands.

GCC – Gulf Cooperation Council member countries include, Bahrain, Kuwait, Oman, Saudi Arabia and United Arab Emirates.

Alternative Drive

Tata Starbus is the name of the diesel series-hybrid electric low floor 12m, 32 seat/35 standee bus powered by a BS IV compliant 685kW 9CNG 230hp Cummins engine connected in series with an integral magnet synchronous motor of 44kW with high-power lithium ion batteries and capacity of 11Ah, 3.74 kwh max. It featured electronically controlled air suspension (ECAS) and electronic braking system (EBS) with regenerative braking.

Mahindra & Mahindra taking action to reduce carbon emissions from operations

Mumbai – To play its part in reducing greenhouse gases from its production operations, Mahindra & Mahindra Pvt Ltd of Mumbai, Maharashtra State, has announced an investment of some USD4.5m over the next three years to reduce its carbon emissions by 25%. It says, it currently produces in the region of 300,000 tons of carbon a year. Mahindra states it has become the first company in India to measure its operational activities in terms of carbon footprint. (The company is indicating a cost or carbon pricing per tonne of USD10 per ton.) Mahindra & Mahindra adopted the new carbon emissions reduction scheme, after several months of rigorous planning and effort in keeping with its progressive attitude toward sustainability. The company partnered with the World Bank, IFC and the World Resources Institute in India to gain an understanding of the carbon price mechanism. Dr Pawan Goenka, executive director, Mahindra and Mahindra Ltd, said: “Mahindra is a pioneer in sustainability and is deeply committed to the creation of low carbon businesses. We have reduced our carbon emissions over the years and this new carbon price will help accelerate innovation and drive our investments in energy efficient and renewable technologies. We hope this encourages other companies to take action at a time when India’s emissions are set to rise in a business as usual scenario in step with the country’s economic growth.”

Locally sourced carbon credits are an excellent example for companies in India and around the world of how smart companies are taking advantage of low-carbon investment opportunities while managing carbon risk.  

New internal carbon price is an excellent example of how smart companies are taking advantage of low-carbon investment opportunities while managing carbon risk.  

Mahindra & Mahindra have announced a new internal carbon price of INR 2,000 per tonne. The company explained that every tonne of carbon saved in its operations is recorded as an ‘internal carbon credit’ and is valued at an ‘internal carbon price’. The company is indicating a cost or carbon pricing per ton of INR 2,000 per tonne.

Continued from p4

Show Report – Busworld India 2016

Exports not only by indigenous producers like Tata, Ashok and Eicher will rise; newly established brands like Bharat-Benz, Volvo, Scania and others will actively use India as an export hub for Asia, Africa and the Middle East. Volvo Bus Corporation in the past year has exported Euro 6 intercity buses to markets in Western Europe. Above and opposite, as well throughout this issue, are a number of articles recording the key developments and product announced at the show. Busworld India 2016 was the best attended show yet, which included a visit by Shri R. V. Deshpande, Honourable Minister for Large and Medium Scale Industries and Infrastructure Development, Government of Karnataka.

Tata Starbus is the name of the diesel series-hybrid electric low floor 12m, 32 seat/35 standee bus powered by a BS IV compliant 685kW 9CNG 230hp Cummins engine connected in series with an integral magnet synchronous motor of 44kW with high-power lithium ion batteries and capacity of 11Ah, 3.74 kwh max. It featured electronically controlled air suspension (ECAS) and electronic braking system (EBS) with regenerative braking.
Bangalore - Volvo Buses of Gothenburg, Sweden, used Busworld India 2016 in Bengaluru to unveil its new in-tiecoy coach range compliant with BS IV emission norms, which come into force in India in April 2017.

The new Volvo 9400 range, which is built in India at its modern facility in Hosakote, Bangalore, included the Volvo 9400 12m coach with the new BSIV 7.7-litre (D8C) 330hp engine, sourced from its global medium-duty engine plant in Pithampur, India, which is operated by Volvo Eicher Commercial Vehicle Pvt Ltd (VECV) - its joint venture company with Eicher Motors. The other model on the stand was the its best-selling Volvo 9400, 13.8m multi- axle or 3-axle coach now offered with a more powerful engine, being upgraded from 9-litres to 11-litres. A third option, but not on display, is the Volvo 9400 14.5m coach, again with the 11-litre engine. All three coaches are now being offered with Bharat Stage IV emission compliant engines.

"Volvo Bus also used the show to officially unveil its new intercity coach range compliant with BS IV norms, which come into force in India in April 2017.

Volvo Buses also unveiled the new coach range during Busworld India 2016.

Rambal to manufacture active shock absorbers for the Indian market

Chennai / Canada – Shock absorber supplier, Rambal Ltd1, which is based in Chennai and is a subsidiary of the Shriram Group2, has announced plans to start manufacturing active air suspension control systems or pneumatic active shock absorbers for bus, coaches and vans.

It announced it plans to invest USD4.49m in a new facility in Oragadam, near Chennai, to address what it sees as a rise in demand for air suspension control systems or pneumatic active shock absorbers for bus, coaches and vans.

The ventilated block design supports heat dissipation for cooler running and the ACTO casing design (Apollo Cord Tension Optimised) makes the tyre more durable supporting multiple retreads. The superior mileage compound and the optimized contact pressure ensues longer life of the tyre.

Apollo EnduMile RD is a regional drive tyre with ACTO (Apollo Cord Tension Optimised) Casing reinforced with 25% higher strength in the Belt & Body Ply. With stronger sidewalls too, this tyre is most suited for heavy-duty applications. The open and wide tread design helps heat dissipation resulting in faster turnaround. The hexagonal tread block design with tie-bars provides higher resistance to irregular wear.

The special tread design reduces in-cabin noise too.

Apollo launches three new radial tyres

Gurgaon/Chennai - Tyre manufacturer, Apollo Tyres Ltd of Chennai has launched three new commercial vehicle radial tyres, Apollo EnduRace RD HD1, Apollo EnduMile LHD2 and Apollo EnduComfort CA3.

Rajesh Dahiya, Group Head – Sales, ISO (India), SAARC & OCEANIA at Apollo Tyres, said: "This is a very special day for us as we take the next leap in Truck Bus Radials (TBR). We entered the TBR segment in 2010 and have grown stronger ever since. One main difference between Apollo and other brands is that we do not bring products from world-over and test them with the customer. We develop tyres along with the customer for the Indian market suitable for Indian roads and usage conditions and this has been a main reason for our market success. We are confident that each of the three products launched today will be a benchmark in its category.

Apollo EnduRace RD HD is a long haul drive tyre suitable for high speed operations and provides over 20% superior mileage than its predecessor.

Apollo EnduMile LHD is a regional drive tyre with ACTO (Apollo Cord Tension Optimised) Casing designed for extreme conditions in India. This tyre is specially designed for luxury coaches. The optimized contact pressure and balanced rubber mass distribution with new age compound provides excellent handling (comfort) and mileage. The special tread design reduces in-cabin noise too.

Apollo EnduComfort CA is an all-wheel pattern tyre, specially designed for luxury coaches. The optimized contact pressure and balanced rubber mass distribution with new age compound provides excellent handling (comfort) and mileage. The special tread design reduces in-cabin noise too.

Product / Expansion

MG Group close to milestone of producing 100,000 buses

Bangalore - The MG Group4 of Mumbai, the parent company of bus body builders, MG Automotive Private Ltd, and Alma Motors Pvt Ltd5 of Karnataka is set to have built 100,000 units since its inception in 1996.

As part of its celebrations, MG Group announced it was unveiling two new vehicles at Busworld India 2016 in Bengaluru, the Columbus, a special low floor monocoque bus for airport operations (see separate article in this issue), and the latest version of its luxury coach, Mammoth, which is built on an MAN chassis for the domestic market; at the previous Busworld India 2015 in Mumbai it unveiled the Mammoth for international markets. The company said that it had sold some 12 Mammoth units primarily to Ethiopia. (See separate articles in this issue).

Mr Anil M Kantam, managing director, MG Group, said: "At about 90,000 buses a year, India is one of the biggest markets for coach and bus sales worldwide. We at MG Group are proud to be among the leading bus building companies in India with an annual installed capacity of 16,000 vehicles and have, since inception, manufactured over 8,000 buses across 25 markets globally for export markets. This year, we are celebrating 20 years of bus building in India and would like to dedicate and thank our esteemed customers and partners such as Mahindra & Mahindra, Ashok Leyland, VECV, Tata Motors and MAN, for the faith they have entrusted in us over the years, to be able to achieve this record milestone.

"MG Group is one of the organized and OE approved body builders, building on chassis supplied by major OEM’s like Mahindra & Mahindra, Ashok Leyland, VECV, Tata Motors and MAN.

"MG Automotive Pvt Ltd of Telangana (bus body builder) has factory space extending to 21,000 square metres (sq m) with an annual installed capacity of 12,000 buses. Its clients, as well as being the OEMs include State Transport Undertakings (Telangana and Andhra Pradesh) and other institutional clients. It is one of the leading privately-owned bus building groups in India.

"Alma Motors Pvt Ltd of Karnataka is spread over 8,000 sq m and offers an annual capacity of 4,500 buses. Its major clients and partners are the same as its sister company and the end user includes fleet operators, schools and institutional clients.

Export oriented supplier of struts, seat dampers, gas springs for buses and trucks.

"Shriram Group is an Indian conglomerate, founded on April 1974.

"General Kinetics is a global manufacturer and supplier of dampers, shock absorbers; hydro-pneumatic suspensions; semi-active damping systems; coil over dampers; blast mitigation damping systems; seat suspension dampers for military vehicles, specialty trucks, and off-highway vehicles; shock absorbers for military vehicles, forestry, mining and agriculture markets.

"Active Shocks are described by Rambal as an advanced form of shock absorber offering real-time control on suspension system to offer maximum comfort to passengers. The continuously variable damping force is controlled by a patented Ride State Aware algorithm that reads sensors embedded in the damper and the chassis to output the ideal damping force target in real time.
Bus and coach sales see positive growth in first half of fiscal year 2016-17

India - Bus sales (7.5t gvw and above) in the first half (April to September) of financial year 2016-17 increased by 4 per cent to 23,882 units from 22,955 units in the same half of last year (April to September 2015-16). Total bus production, however, fell dramatically by 8.5 per cent to 25,144 units, from 27,467 in the same period of 2015-16. Total bus exports (>7.5t gvw) increased by 11 per cent to 5,634 from 5,076.

Turning to the individual segments, sales of intermediate-duty buses (ICV: 7.5t to 12t gvw) decreased by 2.6 per cent, decreasing from 11,203 units in the first half of last year to 10,914 units in same period this financial year. While export sales rose from 902 to 1,377 units, an increase of 52.7 per cent, production fell by 5.5 per cent to 10,773 from 11,396 units. Tata Motors is the dominant brand in the segment (ICV: 7.5 tonnes - 12 tonnes) with sales volume of 3,439 units, down by almost 15 per cent, year in second place with sales of 2,414 units, up 6.7 per cent.

See statistics table on page 9.
AL sees business opportunity in fully-built buses

Chenna – In an October edition of The Hindu, an interview with T. Venkatarman, senior vice-president, Global Ashok Leyland, revealed that it was reconfiguring its bus business strategy to meet the changing market conditions resulting from introduction of new regulations. Venkatarman is reported to have said that its business model until now pre-dominantly had been to build and supply bus chassis, but now, with the introduction of the Bus Body Code it was contemplating body-building as a serious business opportunity.

Venkatarman also stated that intermediate duty vehicles (IDVs) would be the new focus segment in the bus field. “A combination of factors, the focus on last-mile connectivity, growing demand from the school segment and tourism application-supported spurt in sales, had all augured well for IDVs,” he said. The aim was to change the mix between MDV (medium duty vehicles - 16 tons) and IDV (7.5 to 16 ton range). The ratio currently stood 65:35, but he expects IDVs to dominate Ashok Leyland’s bus sales in the future.

Statistics – Light-duty Bus

Light bus segment up 8.5%

India - Sales, production and export of light-duty passenger vehicles (7.5 tons and below) saw substantial increases in the first financial half (April to September) of 2016-17. Sales increased 8.5% to 27,851 units, up from 25,487 units, production increased by 16.5% to 28,206 (24,217) and exports increased by 33% from 2,042 to 2,715 units.

In the minibus segment with more than 13 seats (gvw ≤5 tons no.of seats including driver > 13) sales registered growth of 2.4% to 9,727 from 9,497 and minibuses in less than 13 seats saw a massive growth of 9.4% to 3,679 from 3,364. Force Motors remained the clear market leader in both segments. Export sales in both segments also increased substantially.

In the heavier weight, light-duty small bus sector (5 tons ≤ GVW ≤ 7.5 tons) sales rose by 12.8% to 14,245 (12,626), while exports increased 13.7% to 2,104 units (1,850). Production, however, increased by 17.5% to 13,946 (11,873).Mahindra and Mahindra dominate this segment segment with the growth of 27.8%, its sales grew from 665 to 850.

Statistics – Light-duty Trucks

LCV trucks sales up 12.7%

India - Sales of LCV goods carrier vehicles (ie trucks gvw ≤ 3.5t) grew by 12.7% to 11,402 units, 11.5% from 31,356 units. Production of LCV trucks sales up 12.7%

<table>
<thead>
<tr>
<th>Manufacturer</th>
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</tr>
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<tbody>
<tr>
<td>Ashok Leyland Ltd</td>
<td>2,798</td>
<td>3,056</td>
<td>92</td>
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<td>Mahindra Trucks and Buses Ltd</td>
<td>703</td>
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<td>2,278</td>
<td>2,675</td>
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<tr>
<td>Sub total</td>
<td>11,396</td>
<td>12,073</td>
<td>-5.5</td>
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</table>

12 tons < Gw ≤16.2 tons

Ashok Leyland Ltd                    | 10,416     | 8,398          | 30.3   |
| SML Isuzu Ltd                       | 4,297      | 4,328          | -102   |
| Tata Motors Ltd                     | 1,684      | 1,487          | -132   |
| VECOs - Elicher                      | 678        | 1,487          | 14.1   |
| Sub total                           | 16,071     | 14,371         | -10.6  |

16.2 tons < Gw

Volvo Buses India Pvt. Ltd           | 0          | 0              | 0      |
| Sub total                           | 27,467     | 25,144         | -8.5   |

Source: RACE Note: Excludes Daimler locally-built brands and imported vehicles

Bus & Coach - Production, domestic sales and exports for April to September 2015-16 v 2016-17

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12 tons < Gw ≤ 12 tons

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Source: RACE Note: Excludes Daimler locally-built brands and imported vehicles

Light Bus & Coach - Production, domestic sales and exports for April to September 2015-16 v 2016-2017

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<td>VECOs - Elicher</td>
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<td>3,873</td>
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<td>9,920</td>
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5 Tons < Gw ≤ 7.5 Tons

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Light Trucks - Production, domestic sales and exports for April to September 2015-16 v 2016-2017

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Source: RACE Note: Excludes Daimler locally-built brands and imported vehicles

Tata Motors Ltd                      | 1,188      | 1,619          | 35.2   |
| VECOs - Elicher                      | 3,313      | 3,873          | 15.9   |
| Sub total                           | 8,946      | 9,920          | 9.9    |
India - The total production volume of medium and heavy rigid trucks (7.5t gvw and above) fell by 12.4 per cent from 61,020 units in the second quarter (Q2) of 2015-16 (July to September) to 53,460 units in 2016-17. This reflected the fall in domestic demand but rise in exports. Domestic sales of medium and heavy rigid trucks in India decreased by 15.3 per cent from 53,462 trucks in the second quarter of 2015-16 to 45,291 units in the corresponding quarter of 2016-17. Exports accounted 7,124 units, up, 43.7 per cent from 4,966 on rigid trucks (7.5t gvw and above) exported in the same quarter of the previous year.

Sales of medium-duty rigid trucks (7.5t to 12 tons) experienced a growth of 2.10% to register 11,866 units, whereas the upper medium weight (12t to 16.2 gvw) segment recorded a fall of 6.65 per cent to 4,221 units. VECV enjoyed the best times in the segment up from 394. Tata and Ashok Leyland still retain the lion’s share of this segment.

Sales of ultra-heavy rigid trucks (12t to 16.2t) gvw) segment recorded a fall of 16.42% to 775 from 932 units in Q2 of 2015-16 to 45,291 in 2016-17. This reflected the fall in domestic sales but rise in exports. Total export sales in this segment increased by 43.7 per cent to 7,124 units, up, 43.7 per cent from 4,966 on rigid trucks (7.5t gvw and above) exported in the same quarter of the previous year.

The two dominant weight categories tractor segment, heavy-duty tractor (40t < GVW <49t) had polar quartals: also recover slowly in Q2 2016-17 whereas sales of medium-duty rigid trucks (7.5t < GVW <25t gw) increased by 58.9 per cent from 455 units in the same quarter of 2016-17 to 793 units, but production fell by 30.9 per cent from 502 units. The other brand to record growth during second quarter of 2016-17

Statistics – Rigid Trucks

### Tractor sales slide 16.5% in Q2 2016-17

India - Total tractor sales decreased by 16.5 per cent during Q2 of 2016-17 to register 30,666 units compared with 36,104 in the same quarter of the previous year (2015-16). Tractor production contracted by 38.8% overall from 13,464 to 8,245 units in the second quarter of fiscal 2016-17 and exports also decreased by 47.4%. The two dominant weight categories tractor segment, heavy-duty tractor (40t < GVW <49t) and light-heavy-duty tractors (35t < GVW < 40t) had polar quartals: also recover slowly in Q2 2016-17 whereas sales of medium-duty rigid trucks (7.5t < GVW <25t gw) increased by 58.9 per cent from 455 units in the same quarter of 2016-17 to 793 units, but production fell by 30.9 per cent from 502 units. The other brand to record growth during second quarter of 2016-17

Statistics – Rigid Trucks

### Large bus and coach sales showing signs of positive growth during second quarter of 2016-17

India – Domestic sales of large buses and coaches (>7.5t gw) in the second quarter (July-September) of fiscal year 2016-17 increased by 7.1 per cent to 11,960 units from 11,165 units in the same quarter of last year (July to September 2015-16). Total bus production experienced a fall of 14.4 per cent to 12,191 units, up from 14,241 in the same period of 2016-17. Total bus exports (>7.5t gw) increased by 8.7 per cent in 2016-17 to 2,963 from 2,727 in 2015-16.

Turning to the individual segments, sales of intermediate-duty buses (ICV: 7.5 tonnes - 12 tonnes) decreased by 4.7 per cent, from 4,221 units in the second quarter of last year to 4,021 units in the same period of 2016-2017. Export sales in the same category increased by 58.9 per cent from 455 to 723 units, but production fell by 28.2 per cent to 3,509 from 4,885 units. VECVs' Eicher brand was one of two in the segment (ICV: 7.5 tonnes - 12 tonnes) with sales increasing by 20.1 per cent to 603 from 502 units. The other brand to record improved sales was Mahindra Trucks & Buses. The medium and heavy bus and coach segment experienced domestic sales growth of 14.4 per cent in Q2 of 2015-16 to 7,939 vehicles compared with 6,942 units last year. Exports in this segment faced a dip of 1.4 per cent to 2,242 from 2,277 units in the same quarter of 2014-15.

Statistics – Bus

### Tractors - Production, domestic sales and exports for July to September 2015-16 V 2016-17

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Production</th>
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<tbody>
<tr>
<td>AMW Motors Ltd</td>
<td>25,980</td>
<td>24,295</td>
<td>1,685</td>
</tr>
<tr>
<td>Ashok Leyland Ltd</td>
<td>3,220</td>
<td>2,745</td>
<td>475</td>
</tr>
<tr>
<td>Mahindra Trucks &amp; Buses Ltd</td>
<td>6,800</td>
<td>5,645</td>
<td>1,155</td>
</tr>
<tr>
<td>Tata Motors Ltd</td>
<td>15,600</td>
<td>13,955</td>
<td>645</td>
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<tr>
<td>Total</td>
<td>47,800</td>
<td>41,580</td>
<td>6,220</td>
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### Large bus and coach sales showing signs of positive growth during second quarter of 2016-17

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Statistics – Bus

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Source: RACE Note: Excludes Daimler locally-built brands and imported vehicles.
Statistics – Light-duty Goods

LCV trucks experiencing gradual growth in Q2

Sales of LCV goods carrier vehicles (ie trucks with GVW ≤ 7.5 tons) grew by 13.1 per cent to 87,762 units in the second quarter (Q2) of 2016-17 from 77,591 units in Q2 of 2015-16. Production of LCV goods carrier vehicles also grew, an increase of 8.0 per cent and export increased by 5.9 per cent.

The largest segment, GVW ≤ 2t, saw production increase by 3.9 per cent to 34,050 units, while domestic sales remained flat with registrations up just 0.59 per cent at 27,262 (27,101). This quarter witnessed a new entrant (Maruti Suzuki India Ltd) with sales of 83 units.

The 2t ≤ GVW ≤ 3.5t segment, which combines high payload and affordability, remained the most popular segment with a sales volume of 51,272 units, an increase of 21.8 per cent on the same quarter in 2015-16.

Both other segments (3.5t ≤ GVW ≤ 6t and 6t ≤ GVW ≤ 7.5t) experienced positive sales growth of 14.5 per cent to over 6,000 units and a modest 1.57 per cent to more than 3,000 units.

Trade Event

ACMA holds first buyer meet seller event

New Delhi – October saw the Automotive Component Manufacturing Association (ACMA) hold the first edition of AutoConnect; a two-day event where buyers such as OEMs, tier 1 suppliers and distributors, from around the world are able to meet with Indian suppliers to the automotive industry. Held in New Delhi, India during October 6th & 7th the focus of the event was to establish export opportunities for the Indian automotive component industry.

Inaugurated by Pravin Agarwal, director for the Department of Heavy Industries - Government of India, the event created a platform for some 180 Indian ACMA members to display their product and services to potential distributor and customers from 45 countries. This event ties in with the “Make in India” initiative to open up export opportunities.

The next edition of this event is planned to be held in New Delhi from 11 to 13 October 2017.

Light Bus & Coach - Production, domestic sales and exports for July to September 2015-16 V 2016-17

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Production</th>
<th>Domestic Sales</th>
<th>Exports</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015/16</td>
<td>2015/16 % Chg</td>
<td>2016/16</td>
<td>2016/16 % Chg</td>
</tr>
<tr>
<td>Force Motors Ltd</td>
<td>1317</td>
<td>1740 -32.1</td>
<td>1429</td>
</tr>
<tr>
<td>Tata Motors Ltd</td>
<td>952</td>
<td>827 -13.1</td>
<td>831</td>
</tr>
<tr>
<td>Sub total</td>
<td>2269</td>
<td>2567 13.1</td>
<td>2260</td>
</tr>
</tbody>
</table>

5 Tons ≤ GVW ≤ 7.5 Tons

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Production</th>
<th>Domestic Sales</th>
<th>Exports</th>
</tr>
</thead>
<tbody>
<tr>
<td>Force Motors Ltd</td>
<td>375</td>
<td>475 26.7</td>
<td>412</td>
</tr>
<tr>
<td>Mahindra &amp; Mahindra Ltd</td>
<td>385</td>
<td>464 20.5</td>
<td>192</td>
</tr>
<tr>
<td>SML Isuzu Ltd</td>
<td>424</td>
<td>815 92.2</td>
<td>673</td>
</tr>
<tr>
<td>Tata Motors Ltd</td>
<td>2363</td>
<td>1827 -22.7</td>
<td>2356</td>
</tr>
<tr>
<td>VECVs - Eicher</td>
<td>1045</td>
<td>984 -6.8</td>
<td>1053</td>
</tr>
<tr>
<td>Sub total</td>
<td>4592</td>
<td>4665 -0.8</td>
<td>4866</td>
</tr>
</tbody>
</table>

Total | 11046 | 12191 13.3 | 11681 | 12109 3.7 | 1033 | 1411 36.6 |

Source: RACE Note: Excludes Daimler locally-built brands and imported vehicles

Light Trucks - Production, domestic sales and exports for July to September 2015-16 V 2016-17

<table>
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<td>2016/16</td>
<td>2016/16 % Chg</td>
</tr>
<tr>
<td>Force Motors Ltd</td>
<td>7193</td>
<td>8050 11.9</td>
<td>6596</td>
</tr>
<tr>
<td>Force Motors Ltd</td>
<td>76</td>
<td>94 23.7</td>
<td>136</td>
</tr>
<tr>
<td>Isuzu Motors India Pvt Ltd</td>
<td>419</td>
<td>409 -2.4</td>
<td>418</td>
</tr>
<tr>
<td>Mahindra &amp; Mahindra Ltd</td>
<td>34286</td>
<td>36958 7.8</td>
<td>28755</td>
</tr>
<tr>
<td>Tata Motors Ltd</td>
<td>22396</td>
<td>24254 8.3</td>
<td>17002</td>
</tr>
<tr>
<td>Sub total</td>
<td>32766</td>
<td>34060 3.9</td>
<td>27101</td>
</tr>
</tbody>
</table>

2 Tons ≤ GVW ≤ 3.5 Tons

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Production</th>
<th>Domestic Sales</th>
<th>Exports</th>
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</thead>
<tbody>
<tr>
<td>Force Motors Ltd</td>
<td>9222</td>
<td>8204</td>
<td>0</td>
</tr>
<tr>
<td>Force Motors Ltd</td>
<td>309</td>
<td>529</td>
<td>70</td>
</tr>
<tr>
<td>Isuzu Motors India Ltd</td>
<td>597</td>
<td>728 21.9</td>
<td>630</td>
</tr>
<tr>
<td>Mahindra &amp; Mahindra Ltd</td>
<td>366</td>
<td>450 15.0</td>
<td>204</td>
</tr>
<tr>
<td>Tata Motors Ltd</td>
<td>2339</td>
<td>2439 4.1</td>
<td>2010</td>
</tr>
<tr>
<td>Sub total</td>
<td>14241</td>
<td>12191 -14.4</td>
<td>11163</td>
</tr>
</tbody>
</table>

Source: RACE Note: Excludes Daimler locally-built brands and imported vehicles
Product

MG Group launches domestic versions of Mammoth at Busworld

Zaheerabad - The MG Group used Busworld India 2016 in Bangalore last month to announce derivations of its Mammoth coach for the domestic market.

The Mammoth premium luxury coach, which is built on a front-engine MAN CLA bus chassis supplied from the truck and bus chassis plant of MAN Trucks India Pvt Ltd in Pune, was on display in two versions for the domestic market; a double bunk sleeper (30 places with aisle offset and 1+2 configuration) and a tourism coach with reclining seats (44 seats in 2+2 configuration). Each seat comes with USB charging port and above in the luggage rack there is fitted a reading lamp and air conditioning control. The MG Group reminded its audience at the show that Mammoth had been designed with the biggest focus on safety and features no fewer than eight emergency exits, including the ‘EM – Secure’ Rear Emergency Exit, which is patented by MG. This offers an escape route through the rear of the coach via a top-hinged rear panel that opens upwards and using steps that fold down.

The company said that it had managed to export 12 units since its launch at Busworld India 2015 held in Mumbai in March of that year with the majority being delivered to customers in Ethiopia.

Anil Kamat, managing director, MG Group, explained the company’s plans for the Indian market, he said: “Celebrating our journey of 20 years in the bus building industry, the launch of ‘Mammoth’ will enhance our position in the market. We will be launching the ‘Mammoth’ in the domestic market in both seater and sleeper variants. With this new future ready product, MG Group is set to transform the bus building industry in India, and I am convinced that we’re setting new benchmarks for the entire industry.”

“Mammoth coaches,” Kamat continued, “will be available in four variants in the market. The price range will be between Rs. 60 lakh and Rs. 65 lakh depending on the type of variant and technical specifications.”

The MG Group said that it would pass building its 100,000th bus in 2016 and that more than 8,000 had been built for export to customers in more than 25 countries during the Group’s 20-year history. It builds on five domestic manufacturers’ chassis; they include Mahindra & Mahindra, Ashok Leyland, VECV, Tata Motors and MAN. Manufacturing takes place in two plants in Zaheerabad, Telangana and Belgaum, Karnataka, which collectively have an annual installed capacity of some 16,500 buses and coaches.

Strategy

Solaris’s main focus with JBM JV is alternative driven bus development and component sourcing

Poland / Gurgaon – Good progress is being made by Solaris Bus & Coach SA and its bus building joint venture partner, JBM Group of Gurgaon, New Delhi in India, according to Mateusz Figaszewski, deputy public relations director at Solaris. The JV, the ownership of which is 80% of Ashok Leyland Ltd and 20% Solaris currently has two main focus points: The first is taking the Urbino electric and hybrid buses technology and transferring this technology into JMB’s fully integral city bus, which has already been developed with diesel and CNG powered drivelines. By sharing this technology in a new market, Solaris sees the benefit of gaining cost advantages in terms of increasing volume of purchasing components for alternative drivelines. Solaris is to be responsible for electric and hybrid component purchasing and integration for the JV.

Figaszewski said that since the start of the year, the joint venture has been working well with project teams now well established: JBM is a newcomer to bus production, focusing on fully integral designs. It has committed to this project with the formation of new state of art manufacturing facilities in Karnataka and Tamil Nadu over the past two years.

Alternative Drive

Ashok Leyland launches Indian-made electric bus

Chennai - Ashok Leyland Ltd has unveiled a prototype of an electric bus, named ‘Circuit’ for evaluation purposes. Ashok Leyland said the electric bus had been developed in conjunction with its majority-owned UK subsidiary, Optare Plc and that its engineers had been working closely with its engineering colleagues at Optare, who have had considerable experience of building electric versions of its single deck bus, Solo; most recently at the Euro Bus Expo 2016 in Birmingham, it displayed a full electric version of the Metrodecker double deck bus.

An initial investment of USD3.3m has been spent in the development of the ‘Circuit’ bus, stated Ashok Leyland with a further USD74.92m to be invested in phases for the complete product development and for establishment of production. Ultimately, the Circuit is to be built locally at two of Ashok Leyland plants in Alwar, Rajasthan and Viralimalai, Tamil Nadu.

Ashok Leyland states that the Circuit bus, with seating capacity for 35 seats and accommodation for up to 65 passengers in total, currently has a range for up to 120 kilometres on a single charge. The cost of the bus is expected to range from USD220,000 to USD450,000 depending on the configuration. It pointed out that around 60% of the product cost was that of the batteries, which are imported currently from an unnamed supplier in the United States of America.

Ashok Leyland said subsidies / incentives are expected to be received under the FAME (Faster Adoption and Manufacturing of hybrid and Electric vehicle) programme from central government to make it affordable to the end user.

1Optare Plc of Shurton-in-Elmet is part of Ashok Leyland. It is a bus builder of midi, single and double deck buses in diesel powered, hybrid and electric drivelines.

2Faster Adoption and Manufacturing of Hybrid and Electric vehicle, or otherwise referred to as the FAME India Scheme, is part of National Electric Mobility Mission plan under the Heavy Industries Ministry, which has allocated USD2.1 billion to promote eco-friendly vehicles by way of incentives and subsidies.