

## COMMUNIQUE - March 2017

March 2017 volumes compared to March 2016

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Mar-17</b>	<b>Mar-16</b>	<b>%YoY</b>	<b>Apr-Mar 17</b>	<b>Apr-Mar 16</b>	<b>%YoY</b>
Utility Vehicles	23827	25436	-6%	222541	222324	0%
Cars + Vans	1525	1449	5%	13589	13983	-3%
<b>Total Passenger Vehicles</b>	<b>25352</b>	<b>26885</b>	<b>-6%</b>	<b>236130</b>	<b>236307</b>	<b>0%</b>
LCV < 3.5T	20334	15729	29%	166607	154653	8%
LCV > 3.5T	1103	830	33%	7626	6425	19%
MHCV	1471	879	67%	6715	5705	18%
<b>Total Commercial Vehicles</b>	<b>22908</b>	<b>17438</b>	<b>31%</b>	<b>180948</b>	<b>166783</b>	<b>8%</b>
3 Wheelers	5062	4644	9%	52306	54975	-5%
<b>Total Domestic Sales</b>	<b>53322</b>	<b>48967</b>	<b>9%</b>	<b>469384</b>	<b>458065</b>	<b>2%</b>
<b>Total Export Sales</b>	<b>2709</b>	<b>3751</b>	<b>-28%</b>	<b>37241</b>	<b>36033</b>	<b>3%</b>
<b>Total Sales (Dom + Exports)</b>	<b>56031</b>	<b>52718</b>	<b>6%</b>	<b>506625</b>	<b>494098</b>	<b>3%</b>
<b>Farm Equipment Sector</b>	<b>Mar-17</b>	<b>Mar-16</b>	<b>%YoY</b>	<b>Apr-Mar 17</b>	<b>Apr-Mar 16</b>	<b>%YoY</b>
Domestic	17973	13931	29%	248409	202046	23%
Exports	1364	751	82%	14583	11545	26%
<b>Total Tractors (Dom + Exp)</b>	<b>19337</b>	<b>14682</b>	<b>32%</b>	<b>262992</b>	<b>213591</b>	<b>23%</b>