

## COMMUNIQUE - August 2016

August 2016 volumes compared to August 2015

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Aug-16</b>	<b>Aug-15</b>	<b>%YoY</b>	<b>Apr-Aug 16</b>	<b>Apr-Aug 15</b>	<b>%YoY</b>
Utility Vehicles	17119	13307	29%	88990	75865	17%
Cars + Vans	1127	891	26%	5972	6268	-5%
<b>Total Passenger Vehicles</b>	<b>18246</b>	<b>14198</b>	<b>29%</b>	<b>94962</b>	<b>82133</b>	<b>16%</b>
LCV < 3.5T	13049	12254	6%	60920	55934	9%
LCV > 3.5T	573	428	34%	3592	3048	18%
MHCV	371	341	9%	2243	1662	35%
<b>Total Commercial Vehicles</b>	<b>13993</b>	<b>13023</b>	<b>7%</b>	<b>66755</b>	<b>60644</b>	<b>10%</b>
3W	4705	4901	-4%	21491	21550	0%
<b>Total Domestic Sales</b>	<b>36944</b>	<b>32122</b>	<b>15%</b>	<b>183208</b>	<b>164327</b>	<b>11%</b>
<b>Total Exports Sales</b>	<b>3647</b>	<b>3512</b>	<b>4%</b>	<b>18369</b>	<b>15526</b>	<b>18%</b>
<b>Total Sales (Dom + Exports)</b>	<b>40591</b>	<b>35634</b>	<b>14%</b>	<b>201577</b>	<b>179853</b>	<b>12%</b>
<b>Farm Equipment Sector</b>	<b>Aug-16</b>	<b>Aug-15</b>	<b>%YoY</b>	<b>Apr-Aug 16</b>	<b>Apr-Aug 15</b>	<b>%YoY</b>
Domestic	12327	10751	15%	100428	84174	19%
Exports	1216	948	28%	5263	5343	-1%
<b>Total Tractors (Dom + Exp)</b>	<b>13543</b>	<b>11699</b>	<b>16%</b>	<b>105691</b>	<b>89517</b>	<b>18%</b>