

## COMMUNIQUE - December 2016

December 2016 volumes compared to December 2015

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Dec-16</b>	<b>Dec-15</b>	<b>%YoY</b>	<b>Apr-Dec 16</b>	<b>Apr-Dec 15</b>	<b>%YoY</b>
Utility Vehicles	15957	17310	-8%	159968	153242	4%
Cars + Vans	741	887	-16%	10109	10374	-3%
<b>Total Passenger Vehicles</b>	<b>16698</b>	<b>18197</b>	<b>-8%</b>	<b>170077</b>	<b>163616</b>	<b>4%</b>
LCV < 3.5T	13147	11530	14%	118442	112708	5%
LCV > 3.5T	531	407	30%	5415	4652	16%
MHCV	476	528	-10%	3910	3736	5%
<b>Total Commercial Vehicles</b>	<b>14154</b>	<b>12465</b>	<b>14%</b>	<b>127767</b>	<b>121096</b>	<b>6%</b>
3 Wheelers	3458	4177	-17%	40762	42345	-4%
<b>Total Domestic Sales</b>	<b>34310</b>	<b>34839</b>	<b>-2%</b>	<b>338606</b>	<b>327057</b>	<b>4%</b>
<b>Total Export Sales</b>	<b>2053</b>	<b>3076</b>	<b>-33%</b>	<b>29971</b>	<b>26532</b>	<b>13%</b>
<b>Total Sales (Dom + Exports)</b>	<b>36363</b>	<b>37915</b>	<b>-4%</b>	<b>368577</b>	<b>353589</b>	<b>4%</b>
<b>Farm Equipment Sector</b>	<b>Dec-16</b>	<b>Dec-15</b>	<b>%YoY</b>	<b>Apr-Dec 16</b>	<b>Apr-Dec 15</b>	<b>%YoY</b>
Domestic	12619	11686	8%	201826	161011	25%
Exports	1428	1182	21%	10913	9259	18%
<b>Total Tractors (Dom + Exp)</b>	<b>14047</b>	<b>12868</b>	<b>9%</b>	<b>212739</b>	<b>170270</b>	<b>25%</b>