

COMMUNIQUE - September 2016

September 2016 volumes compared to September 2015

| Mahindra & Mahindra - Monthly Flash Volumes | | | | | | |
|--------------------------------------------------------|---------------|---------------|-------------|--------------------|--------------------|-------------|
| Auto Sector | Sep-16 | Sep-15 | %YoY | Apr-Sept 16 | Apr-Sept 15 | %YoY |
| Utility Vehicles | 19206 | 18717 | 3% | 108196 | 94582 | 14% |
| Cars + Vans | 1331 | 847 | 57% | 7303 | 7115 | 3% |
| Total Passenger Vehicles | 20537 | 19564 | 5% | 115499 | 101697 | 14% |
| LCV < 3.5T | 15282 | 13460 | 14% | 76202 | 69394 | 10% |
| LCV > 3.5T | 435 | 459 | -5% | 4027 | 3507 | 15% |
| MHCV | 364 | 511 | -29% | 2607 | 2173 | 20% |
| Total Commercial Vehicles | 16081 | 14430 | 11% | 82836 | 75074 | 10% |
| 3W | 5927 | 5699 | 4% | 27418 | 27249 | 1% |
| Total Domestic Sales | 42545 | 39693 | 7% | 225753 | 204020 | 11% |
| Total Exports Sales | 3585 | 3155 | 14% | 21954 | 18681 | 18% |
| Total Sales (Dom + Exports) | 46130 | 42848 | 8% | 247707 | 222701 | 11% |
| Farm Equipment Sector | Sep-16 | Sep-15 | %YoY | Apr-Sept 16 | Apr-Sept 15 | %YoY |
| Domestic | 29035 | 17052 | 70% | 129463 | 101226 | 28% |
| Exports | 1527 | 1035 | 48% | 6790 | 6378 | 6% |
| Total Tractors (Dom + Exp) | 30562 | 18087 | 69% | 136253 | 107604 | 27% |