

COMMUNIQUE - April 2016

April 2016 volumes compared to April 2015

| Mahindra & Mahindra - Monthly Flash Volumes | | | |
|--|---------------|---------------|-------------|
| Auto Sector | Apr-16 | Apr-15 | %YoY |
| Utility Vehicles | 21484 | 17941 | 20% |
| Cars + Vans | 1171 | 1523 | -23% |
| Total Passenger Vehicles (UVs+Verito) | 22655 | 19464 | 16% |
| LCV < 3.5T | 11834 | 10594 | 12% |
| LCV > 3.5T | 641 | 475 | 35% |
| MHCV | 472 | 260 | 82% |
| Total Commercial Vehicles | 12947 | 11329 | 14% |
| 3 Wheelers | 3755 | 3674 | 2% |
| Total Domestic Sales | 39357 | 34467 | 14% |
| Total Exports Sales | 2506 | 2260 | 11% |
| Total Sales (Dom + Exports) | 41863 | 36727 | 14% |
| Farm Equipment Sector | Apr-16 | Apr-15 | %YoY |
| Domestic | 20704 | 17006 | 22% |
| Exports | 682 | 1005 | -32% |
| Total Tractors (Dom + Exp) | 21386 | 18011 | 19% |