

## COMMUNIQUE - Nov 2018

Nov 2018 volumes compared to Nov 2017

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Nov-18</b>	<b>Nov-17</b>	<b>%YoY</b>	<b>Apr-Nov 18</b>	<b>Apr-Nov 17</b>	<b>%YoY</b>
Utility Vehicles	15049	14958	1%	149058	151596	-2%
Cars** + Vans	1139	1072	6%	12925	9736	33%
<b>Total Passenger Vehicles</b>	<b>16188</b>	<b>16030</b>	<b>1%</b>	<b>161983</b>	<b>161332</b>	<b>0%</b>
LCV < 3.5T	18530	14262	30%	150662	122238	23%
LCV > 3.5T	506	500	1%	5269	4542	16%
MHCV	637	792	-20%	7562	5037	50%
<b>Total Commercial Vehicles</b>	<b>19673</b>	<b>15554</b>	<b>26%</b>	<b>163493</b>	<b>131817</b>	<b>24%</b>
3 Wheelers	5703	4455	28%	43408	34247	27%
<b>Total Domestic Sales</b>	<b>41564</b>	<b>36039</b>	<b>15%</b>	<b>368884</b>	<b>327396</b>	<b>13%</b>
<b>Total Exports Sales</b>	<b>3537</b>	<b>2531</b>	<b>40%</b>	<b>25278</b>	<b>17291</b>	<b>46%</b>
<b>Total Sales (Dom + Exports)</b>	<b>45101</b>	<b>38570</b>	<b>17%</b>	<b>394162</b>	<b>344687</b>	<b>14%</b>
<b>Farm Equipment Sector</b>	<b>Nov-18</b>	<b>Nov-17</b>	<b>%YoY</b>	<b>Apr-Nov 18</b>	<b>Apr-Nov 17</b>	<b>%YoY</b>
Domestic	25159	21271	18%	242733	219745	10%
Exports	790	1723	-54%	9421	10190	-8%
<b>Total Tractors (Dom + Exp)</b>	<b>25949</b>	<b>22994</b>	<b>13%</b>	<b>252154</b>	<b>229935</b>	<b>10%</b>

\*\*Above Domestic Sales includes sales made in subsidiary company Mahindra Electric Mobility Ltd