

**COMMUNIQUE - Oct 2018**

Oct 2018 volumes compared to Oct 2017

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Oct-18</b>	<b>Oct-17</b>	<b>%YoY</b>	<b>Apr-Oct 18</b>	<b>Apr-Oct 17</b>	<b>%YoY</b>
Utility Vehicles	22279	22040	1%	134009	136638	-2%
Cars** + Vans	1787	1413	26%	11786	8664	36%
<b>Total Passenger Vehicles</b>	<b>24066</b>	<b>23453</b>	<b>3%</b>	<b>145795</b>	<b>145302</b>	<b>0%</b>
LCV < 3.5T	23157	18057	28%	132132	107976	22%
LCV > 3.5T	513	474	8%	4763	4042	18%
MHCV	683	750	-9%	6925	4245	63%
<b>Total Commercial Vehicles</b>	<b>24353</b>	<b>19281</b>	<b>26%</b>	<b>143820</b>	<b>116263</b>	<b>24%</b>
3 Wheelers	<b>6931</b>	<b>6126</b>	<b>13%</b>	<b>37705</b>	<b>29792</b>	<b>27%</b>
<b>Total Domestic Sales</b>	<b>55350</b>	<b>48860</b>	<b>13%</b>	<b>327320</b>	<b>291357</b>	<b>12%</b>
<b>Total Exports Sales</b>	<b>3066</b>	<b>2300</b>	<b>33%</b>	<b>21741</b>	<b>14760</b>	<b>47%</b>
<b>Total Sales (Dom + Exports)</b>	<b>58416</b>	<b>51160</b>	<b>14%</b>	<b>349061</b>	<b>306117</b>	<b>14%</b>
<b>Farm Equipment Sector</b>	<b>Oct-18</b>	<b>Oct-17</b>	<b>%YoY</b>	<b>Apr-Oct 18</b>	<b>Apr-Oct 17</b>	<b>%YoY</b>
Domestic	46312	39516	17%	217574	198474	10%
Exports	1064	1046	2%	8631	8467	2%
<b>Total Tractors (Dom + Exp)</b>	<b>47376</b>	<b>40562</b>	<b>17%</b>	<b>226205</b>	<b>206941</b>	<b>9%</b>

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