

## COMMUNIQUE – March 2016

March 2016 volumes compared to March 2015

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Mar-16</b>	<b>Mar-15</b>	<b>%YoY</b>	<b>Apr-Mar 16</b>	<b>Apr-Mar 15</b>	<b>%YoY</b>
Utility Vehicles	25436	20672	23%	222324	206837	7%
Cars + Vans	1449	1511	-4%	13983	17131	-18%
<b>Total Passenger Vehicles</b>	<b>26885</b>	<b>22183</b>	<b>21%</b>	<b>236307</b>	<b>223968</b>	<b>6%</b>
LCV < 3.5T	15729	13126	20%	154653	145010	7%
LCV > 3.5T	830	516	61%	6425	5328	21%
MHCV	879	472	86%	5705	3498	63%
<b>Total Commercial Vehicles</b>	<b>17438</b>	<b>14114</b>	<b>24%</b>	<b>166783</b>	<b>153836</b>	<b>8%</b>
3 Wheelers	4644	4808	-3%	54975	56764	-3%
<b>Total Domestic Sales</b>	<b>48967</b>	<b>41105</b>	<b>19%</b>	<b>458065</b>	<b>434568</b>	<b>5%</b>
<b>Total Export Sales</b>	<b>3751</b>	<b>4019</b>	<b>-7%</b>	<b>36033</b>	<b>30196</b>	<b>19%</b>
<b>Total Sales (Dom + Exports)</b>	<b>52718</b>	<b>45124</b>	<b>17%</b>	<b>494098</b>	<b>464764</b>	<b>6%</b>
<b>Farm Equipment Sector</b>	<b>Mar-16</b>	<b>Mar-15</b>	<b>%YoY</b>	<b>Apr-Mar 16</b>	<b>Apr-Mar 15</b>	<b>%YoY</b>
Domestic	13931	10392	34%	202046	220157	-8%
Exports	751	1862	-60%	11545	13868	-17%
<b>Total Tractors (Dom + Exp)</b>	<b>14682</b>	<b>12254</b>	<b>20%</b>	<b>213591</b>	<b>234025</b>	<b>-9%</b>