

**COMMUNIQUE - November 2015**

November 2015 volumes compared to November 2014

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Nov-15</b>	<b>Nov-14</b>	<b>%YoY</b>	<b>Apr-Nov 15</b>	<b>Apr-Nov 14</b>	<b>%YoY</b>
Utility Vehicles	18686	13613	37%	135932	132728	2%
Cars + Vans	976	860	13%	9487	12687	-25%
<b>Total Passenger Vehicles</b>	<b>19662</b>	<b>14473</b>	<b>36%</b>	<b>145419</b>	<b>145415</b>	<b>0%</b>
LCV < 3.5T	14014	12040	16%	101178	96995	4%
LCV > 3.5T	333	323	3%	4245	3487	22%
MHCV	454	259	75%	3208	1981	62%
<b>Total Commercial Vehicles</b>	<b>14801</b>	<b>12622</b>	<b>17%</b>	<b>108631</b>	<b>102463</b>	<b>6%</b>
3 Wheelers	4920	5005	-2%	38168	39162	-3%
<b>Total Domestic Sales</b>	<b>39383</b>	<b>32100</b>	<b>23%</b>	<b>292218</b>	<b>287040</b>	<b>2%</b>
<b>Total Exports Sales</b>	<b>2207</b>	<b>2192</b>	<b>1%</b>	<b>23456</b>	<b>18312</b>	<b>28%</b>
<b>Total Sales (Dom + Exports)</b>	<b>41590</b>	<b>34292</b>	<b>21%</b>	<b>315674</b>	<b>305352</b>	<b>3%</b>
<b>Farm Equipment Sector</b>	<b>Nov-15</b>	<b>Nov-14</b>	<b>%YoY</b>	<b>Apr-Nov 15</b>	<b>Apr-Nov 14</b>	<b>%YoY</b>
Domestic	20819	14207	47%	149325	174360	-14%
Exports	898	1126	-20%	8077	8587	-6%
<b>Total Tractors (Dom + Exp)</b>	<b>21717</b>	<b>15333</b>	<b>42%</b>	<b>157402</b>	<b>182947</b>	<b>-14%</b>