

## COMMUNIQUE - Feb 2018

Feb 2018 volumes compared to Feb 2017

| <b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b> |               |               |             |                   |                   |             |
|--|---------------|---------------|-------------|-------------------|-------------------|-------------|
| <b>Auto Sector</b>                                     | <b>Feb-18</b> | <b>Feb-17</b> | <b>%YoY</b> | <b>Apr-Feb 18</b> | <b>Apr-Feb 17</b> | <b>%YoY</b> |
| Utility Vehicles                                       | 20977         | 19529         | 7%          | 209322            | 198714            | 5%          |
| Cars + Vans  | 1412          | 1188          | 19%         | 13628             | 12739             | 7%          |
| <b>Total Passenger Vehicles</b>                        | <b>22389</b>  | <b>20717</b>  | <b>8%</b>   | <b>222950</b>     | <b>211453</b>     | <b>5%</b>   |
| LCV < 3.5T   | 19225         | 15094         | 27%         | 176521            | 146273            | 21%         |
| LCV > 3.5T   | 893           | 573           | 56%         | 6679              | 6523              | 2%          |
| MHCV   | 828           | 716           | 16%         | 8107              | 5244              | 55%         |
| <b>Total Commercial Vehicles</b>                       | <b>20946</b>  | <b>16383</b>  | <b>28%</b>  | <b>191307</b>     | <b>158040</b>     | <b>21%</b>  |
| 3 Wheelers   | 5138          | 3426          | 50%         | 48023             | 47244             | 2%          |
| <b>Total Domestic Sales</b>                            | <b>48473</b>  | <b>40526</b>  | <b>20%</b>  | <b>462280</b>     | <b>416737</b>     | <b>11%</b>  |
| <b>Total Export Sales</b>                              | <b>2654</b>   | <b>2300</b>   | <b>15%</b>  | <b>24813</b>      | <b>34655</b>      | <b>-28%</b> |
| <b>Total Sales (Dom + Exports)</b>                     | <b>51127</b>  | <b>42826</b>  | <b>19%</b>  | <b>487093</b>     | <b>451392</b>     | <b>8%</b>   |
| <b>Farm Equipment Sector</b>                           | <b>Feb-18</b> | <b>Feb-17</b> | <b>%YoY</b> | <b>Apr-Feb 18</b> | <b>Apr-Feb 17</b> | <b>%YoY</b> |
| Domestic   | 19280         | 13834         | 39%         | 274976            | 230436            | 19%         |
| Exports  | 1203          | 1173          | 3%          | 14130             | 13219             | 7%          |
| <b>Total Tractors (Dom + Exp)</b>                      | <b>20483</b>  | <b>15007</b>  | <b>36%</b>  | <b>289106</b>     | <b>243655</b>     | <b>19%</b>  |