

COMMUNIQUE - March 2018

Mar 2018 volumes compared to Mar 2017

| Mahindra & Mahindra - Monthly Flash Volumes | | | | | | |
|--|---------------|---------------|-------------|-------------------|-------------------|-------------|
| Auto Sector | Mar-18 | Mar-17 | %YoY | Apr-Mar 18 | Apr-Mar 17 | %YoY |
| Utility Vehicles | 24593 | 23827 | 3% | 233915 | 222541 | 5% |
| Cars + Vans | 1962 | 1696 | 16% | 15590 | 14439 | 8% |
| Total Passenger Vehicles | 26555 | 25523 | 4% | 249505 | 236980 | 5% |
| LCV < 3.5T | 23053 | 20334 | 13% | 199574 | 166607 | 20% |
| LCV > 3.5T | 1066 | 1103 | -3% | 7745 | 7626 | 2% |
| MHCV | 1377 | 1471 | -6% | 9484 | 6715 | 41% |
| Total Commercial Vehicles | 25496 | 22908 | 11% | 216803 | 180948 | 20% |
| 3 Wheelers | 6602 | 5062 | 30% | 54625 | 52306 | 4% |
| Total Domestic Sales | 58653 | 53493 | 10% | 520933 | 470234 | 11% |
| Total Export Sales | 3424 | 2709 | 26% | 28221 | 37364 | -24% |
| Total Sales (Dom + Exports) | 62077 | 56202 | 10% | 549154 | 507598 | 8% |
| Farm Equipment Sector | Mar-18 | Mar-17 | %YoY | Apr-Mar 18 | Apr-Mar 17 | %YoY |
| Domestic | 26958 | 17973 | 50% | 301934 | 248409 | 22% |
| Exports | 1319 | 1364 | -3% | 15449 | 14583 | 6% |
| Total Tractors (Dom + Exp) | 28277 | 19337 | 46% | 317383 | 262992 | 21% |