

## COMMUNIQUE - Feb 2019

Feb 2019 volumes compared to Feb 2018

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Feb-19</b>	<b>Feb-18</b>	<b>%YoY</b>	<b>Apr-Feb 19</b>	<b>Apr-Feb 18</b>	<b>%YoY</b>
Utility Vehicles	24349	20977	16%	209561	209322	0%
Cars** + Vans	1760	1412	25%	17494	13628	28%
<b>Total Passenger Vehicles</b>	<b>26109</b>	<b>22389</b>	<b>17%</b>	<b>227055</b>	<b>222950</b>	<b>2%</b>
LCV < 3.5T	19647	19225	2%	206881	176521	17%
LCV > 3.5T	821	893	-8%	7376	6679	10%
MHCV	686	828	-17%	9921	8107	22%
<b>Total Commercial Vehicles</b>	<b>21154</b>	<b>20946</b>	<b>1%</b>	<b>224178</b>	<b>191307</b>	<b>17%</b>
<b>3 Wheelers</b>	<b>5652</b>	<b>5138</b>	<b>10%</b>	<b>59756</b>	<b>48023</b>	<b>24%</b>
<b>Total Domestic Sales</b>	<b>52915</b>	<b>48473</b>	<b>9%</b>	<b>510989</b>	<b>462280</b>	<b>11%</b>
<b>Total Export Sales</b>	<b>3090</b>	<b>2654</b>	<b>16%</b>	<b>34655</b>	<b>24797</b>	<b>40%</b>
<b>Total Sales (Dom + Exports)</b>	<b>56005</b>	<b>51127</b>	<b>10%</b>	<b>545644</b>	<b>487077</b>	<b>12%</b>
<b>Farm Equipment Sector</b>	<b>Feb-19</b>	<b>Feb-18</b>	<b>%YoY</b>	<b>Apr-Feb 19</b>	<b>Apr-Feb 18</b>	<b>%YoY</b>
Domestic	18105	19442	-7%	298296	276864	8%
Exports	873	1216	-28%	12452	14282	-13%
<b>Total Tractors (Dom + Exp)</b>	<b>18978</b>	<b>20658</b>	<b>-8%</b>	<b>310748</b>	<b>291146</b>	<b>7%</b>

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