

**COMMUNIQUE - Nov 2019**

Nov 2019 volumes compared to Nov 2018

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Nov-19</b>	<b>Nov-18</b>	<b>%YoY</b>	<b>Apr-Nov 19</b>	<b>Apr-Nov 18</b>	<b>%YoY</b>
Utility Vehicles	14161	15049	-6%	130939	149058	-12%
Cars* + Vans	476	1139	-58%	6229	12925	-52%
<b>Total Passenger Vehicles</b>	<b>14637</b>	<b>16188</b>	<b>-10%</b>	<b>137168</b>	<b>161983</b>	<b>-15%</b>
LCV < 3.5T	16700	18530	-10%	133620	150662	-11%
LCV > 3.5T	373	506	-26%	4757	5269	-10%
MHCV	311	637	-51%	3708	7562	-51%
<b>Total Commercial Vehicles</b>	<b>17384</b>	<b>19673</b>	<b>-12%</b>	<b>142085</b>	<b>163493</b>	<b>-13%</b>
3 Wheelers	6593	5703	16%	44414	43408	2%
<b>Total Domestic Sales</b>	<b>38614</b>	<b>41564</b>	<b>-7%</b>	<b>323667</b>	<b>368884</b>	<b>-12%</b>
<b>Total Exports Sales</b>	<b>2621</b>	<b>3537</b>	<b>-26%</b>	<b>20723</b>	<b>25278</b>	<b>-18%</b>
<b>Total Sales (Dom + Exports)</b>	<b>41235</b>	<b>45101</b>	<b>-9%</b>	<b>344390</b>	<b>394162</b>	<b>-13%</b>
<b>Farm Equipment Sector</b>	<b>Nov-19</b>	<b>Nov-18</b>	<b>%YoY</b>	<b>Apr-Nov 19</b>	<b>Apr-Nov 18</b>	<b>%YoY</b>
Domestic	20414	25159	-19%	217064	242733	-11%
Exports	618	790	-22%	7571	9421	-20%
<b>Total Tractors (Dom + Exp)</b>	<b>21032</b>	<b>25949</b>	<b>-19%</b>	<b>224635</b>	<b>252154</b>	<b>-11%</b>

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