

**COMMUNIQUE - Oct 2019**

Oct 2019 volumes compared to Oct 2018

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Oct-19</b>	<b>Oct-18</b>	<b>%YoY</b>	<b>Apr-Oct 19</b>	<b>Apr-Oct 18</b>	<b>%YoY</b>
Utility Vehicles	17785	22279	-20%	116778	134009	-13%
Cars* + Vans	675	1787	-62%	5753	11786	-51%
<b>Total Passenger Vehicles</b>	<b>18460</b>	<b>24066</b>	<b>-23%</b>	<b>122531</b>	<b>145795</b>	<b>-16%</b>
LCV < 3.5T	22725	23157	-2%	116920	132132	-12%
LCV > 3.5T	455	513	-11%	4384	4763	-8%
MHCV	402	683	-41%	3397	6925	-51%
<b>Total Commercial Vehicles</b>	<b>23582</b>	<b>24353</b>	<b>-3%</b>	<b>124701</b>	<b>143820</b>	<b>-13%</b>
3 Wheelers	<b>7151</b>	<b>6931</b>	<b>3%</b>	<b>37821</b>	<b>37705</b>	<b>0%</b>
<b>Total Domestic Sales</b>	<b>49193</b>	<b>55350</b>	<b>-11%</b>	<b>285053</b>	<b>327320</b>	<b>-13%</b>
<b>Total Exports Sales</b>	<b>2703</b>	<b>3066</b>	<b>-12%</b>	<b>18102</b>	<b>21741</b>	<b>-17%</b>
<b>Total Sales (Dom + Exports)</b>	<b>51896</b>	<b>58416</b>	<b>-11%</b>	<b>303155</b>	<b>349061</b>	<b>-13%</b>
<b>Farm Equipment Sector</b>	<b>Oct-19</b>	<b>Oct-18</b>	<b>%YoY</b>	<b>Apr-Oct 19</b>	<b>Apr-Oct 18</b>	<b>%YoY</b>
Domestic	44646	46312	-4%	196650	217574	-10%
Exports	787	1064	-26%	6953	8631	-19%
<b>Total Tractors (Dom + Exp)</b>	<b>45433</b>	<b>47376</b>	<b>-4%</b>	<b>203603</b>	<b>226205</b>	<b>-10%</b>

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