

**COMMUNIQUE - Nov 2020**

Nov 2020 volumes compared to Nov 2019

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Nov-20</b>	<b>Nov-19</b>	<b>%YoY</b>	<b>Apr-Nov 20</b>	<b>Apr-Nov 19</b>	<b>%YoY</b>
Utility Vehicles	17971	14161	27%	86959	130939	-34%
Cars* + Vans	241	476	-49%	1350	6229	-78%
<b>Total Passenger Vehicles</b>	<b>18212</b>	<b>14637</b>	<b>24%</b>	<b>88309</b>	<b>137168</b>	<b>-36%</b>
LCV < 2T	3755	3149	19%	17993	27172	-34%
LCV 2T to 3.5T	14799	13551	9%	82725	106448	-22%
LCV > 3.5T + MHCV	475	684	-31%	1805	8465	-79%
<b>Total Commercial Vehicles</b>	<b>19029</b>	<b>17384</b>	<b>9%</b>	<b>102523</b>	<b>142085</b>	<b>-28%</b>
3 Wheelers	3854	6593	-42%	8001	44414	-82%
<b>Total Domestic Sales</b>	<b>41095</b>	<b>38614</b>	<b>6%</b>	<b>198833</b>	<b>323667</b>	<b>-39%</b>
<b>Total Exports Sales</b>	<b>1636</b>	<b>2621</b>	<b>-38%</b>	<b>9932</b>	<b>20723</b>	<b>-52%</b>
<b>Total Sales (Dom + Exports)</b>	<b>42731</b>	<b>41235</b>	<b>4%</b>	<b>208765</b>	<b>344390</b>	<b>-39%</b>
<b>Farm Equipment Sector</b>	<b>Nov-20</b>	<b>Nov-19</b>	<b>%YoY</b>	<b>Apr-Nov 20</b>	<b>Apr-Nov 19</b>	<b>%YoY</b>
Domestic	31619	20414	55%	232111	217064	7%
Exports	1107	617	79%	6076	7570	-20%
<b>Total Tractors (Dom + Exp)</b>	<b>32726</b>	<b>21031</b>	<b>56%</b>	<b>238187</b>	<b>224634</b>	<b>6%</b>

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