

## COMMUNIQUE - November 2021

November 2021 volumes compared to November 2020

<b>Mahindra &amp; Mahindra - Monthly Flash Volumes</b>						
<b>Auto Sector</b>	<b>Nov-21</b>	<b>Nov-20</b>	<b>%YoY</b>	<b>Apr-Nov 21</b>	<b>Apr-Nov 20</b>	<b>%YoY</b>
Utility Vehicles	19384	17971	8%	131434	86959	51%
Cars* + Vans	74	241	-69%	1509	1350	12%
<b>Total Passenger Vehicles</b>	<b>19458</b>	<b>18212</b>	<b>7%</b>	<b>132943</b>	<b>88309</b>	<b>51%</b>
LCV < 2T	2409	3755	-36%	18679	17993	4%
LCV 2T to 3.5T	12049	14799	-19%	77649	82725	-6%
LCV > 3.5T + MHCV	521	475	10%	3737	1805	107%
<b>Total Commercial Vehicles</b>	<b>14979</b>	<b>19029</b>	<b>-21%</b>	<b>100065</b>	<b>102523</b>	<b>-2%</b>
3 Wheelers	2564	3854	-33%	16876	8001	111%
<b>Total Domestic Sales</b>	<b>37001</b>	<b>41095</b>	<b>-10%</b>	<b>249884</b>	<b>198833</b>	<b>26%</b>
<b>Total Exports Sales</b>	<b>3101</b>	<b>1636</b>	<b>90%</b>	<b>20654</b>	<b>9932</b>	<b>108%</b>
<b>Total Sales (Dom + Exports)</b>	<b>40102</b>	<b>42731</b>	<b>-6%</b>	<b>270538</b>	<b>208765</b>	<b>30%</b>
<b>Farm Equipment Sector</b>	<b>Nov-21</b>	<b>Nov-20</b>	<b>%YoY</b>	<b>Apr-Nov 21</b>	<b>Apr-Nov 20</b>	<b>%YoY</b>
Domestic	26094	31619	-17%	252181	232111	9%
Exports	1587	1107	43%	11366	6076	87%
<b>Total Tractors (Dom + Exp)</b>	<b>27681</b>	<b>32726</b>	<b>-15%</b>	<b>263547</b>	<b>238187</b>	<b>11%</b>

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