

## FEBRUARY'18 SALES

Feb-18

| Particulars                | Feb-18         | Feb-17         | Change %  | Highlights |
|----------------------------|----------------|----------------|-----------|------------|
| <b>MOTORCYCLES</b>         |                |                |           |            |
| DOMESTIC                   | 175,489        | 142,287        | 23        | -          |
| EXPORTS                    | 122,025        | 102,671        | 19        | -          |
| SUB-TOTAL                  | 297,514        | 244,958        | 21        | -          |
| <b>COMMERCIAL VEHICLES</b> |                |                |           |            |
| DOMESTIC                   | 38,534         | 16,822         | 129       | -          |
| EXPORTS                    | 21,835         | 11,733         | 86        | -          |
| SUB-TOTAL                  | 60,369         | 28,555         | 111       | -          |
| <b>TOTAL (MC + CV)</b>     |                |                |           |            |
| DOMESTIC                   | 214,023        | 159,109        | 35        | -          |
| EXPORTS                    | 143,860        | 114,404        | 26        | -          |
| <b>TOTAL</b>               | <b>357,883</b> | <b>273,513</b> | <b>31</b> | -          |

YTD

| Particulars                | Apr-Feb 2018     | Apr-Feb 2017     | Change % | Highlights |
|----------------------------|------------------|------------------|----------|------------|
| <b>MOTORCYCLES</b>         |                  |                  |          |            |
| DOMESTIC                   | 1,815,590        | 1,849,942        | -2       | -          |
| EXPORTS                    | 1,283,805        | 1,125,755        | 14       | -          |
| SUB-TOTAL                  | 3,099,395        | 2,975,697        | 4        | -          |
| <b>COMMERCIAL VEHICLES</b> |                  |                  |          |            |
| DOMESTIC                   | 325,024          | 235,396          | 38       | -          |
| EXPORTS                    | 248,024          | 182,660          | 36       | -          |
| SUB-TOTAL                  | 573,048          | 418,056          | 37       | -          |
| <b>TOTAL (MC + CV)</b>     |                  |                  |          |            |
| DOMESTIC                   | 2,140,614        | 2,085,338        | 3        | -          |
| EXPORTS                    | 1,531,829        | 1,308,415        | 17       | -          |
| <b>TOTAL</b>               | <b>3,672,443</b> | <b>3,393,753</b> | <b>8</b> | -          |

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