

Mahindra Auto Sector sells 35,187 vehicles in December

Auto

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Registers 5% growth in Utility Vehicles

Mumbai, January 1, 2021: Mahindra & Mahindra Ltd. (M&M Ltd.), a part of the USD 19.4 billion Mahindra Group, today announced that its overall auto sales (passenger vehicles+ commercial vehicles+ exports) for the month of December 2020 stood at **35,187** vehicles, compared to **39,230** in December 2019.

In the Utility Vehicles segment, Mahindra sold **16,050** vehicles in December 2020, compared to **15,225** vehicles in December 2019, registering a growth of 5%. The Passenger Vehicles segment (which includes UVs, Cars and Vans) sold **16,182** vehicles in December 2020, a growth of 3% over same period last year.

According to Veejay Nakra, Chief Executive Officer, Automotive Division, M&M Ltd. “At Mahindra we have witnessed a growth of 5% in Utility Vehicles in the month of December. Our overall sales have been affected due to the continuing supply chain challenges related to the constantly changing global environment, more specifically the supply shortage of micro-processors (semiconductors) used in Electronic Control Unit (ECUs). Demand continues to remain strong even after the festive season and as we get into the new year.”

Passenger Vehicles Sales Summary (Domestic) – December 2020

| Category | December | | | YTD December | | |
|------------------|----------|-------|----------|--------------|--------|----------|
| | F21 | F20 | % Change | F21 | F20 | % Change |
| Utility Vehicles | 16050 | 15525 | 5% | 103009 | 146164 | -30% |

| Category | December | | | YTD December | | |
|--------------------|----------|-------|----------|--------------|--------|----------|
| | F21 | F20 | % Change | F21 | F20 | % Change |
| Cars + Vans | 132 | 466 | -72% | 1482 | 6695 | -78% |
| Passenger Vehicles | 16182 | 15691 | 3% | 104491 | 152859 | -32% |

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

Commercial Vehicles Sales Summary (Domestic) – December 2020

| Category | December | | | YTD December | | |
|-------------------------------------|----------|-------|----------|--------------|--------|----------|
| | F21 | F20 | % Change | F21 | F20 | % Change |
| LCV <2T | 1989 | 3511 | -43% | 19982 | 30683 | -35% |
| LCV 2 T – 3.5 T | 11400 | 11668 | -2% | 94125 | 118116 | -20% |
| LCV > 3.5T + MHCV | 541 | 839 | -36% | 2346 | 9304 | -75% |
| 3 Wheelers (including electric 3Ws) | 2865 | 5372 | -47% | 10866 | 49786 | -78% |

Exports for the month of December 2020 were at **2,210** vehicles

Exports – December 2020

| Category | December | | | YTD December | | |
|---------------|----------|------|----------|--------------|-------|----------|
| | F21 | F20 | % Change | F21 | F20 | % Change |
| Total Exports | 2210 | 2149 | 3% | 12142 | 22872 | -47% |

About Mahindra

The Mahindra Group is a USD 19.4 billion federation of companies that enables people to rise through innovative mobility solutions, driving rural prosperity, enhancing urban living, nurturing new businesses and fostering communities. It enjoys a leadership position in utility vehicles, information technology, financial services and vacation ownership in India and is the world's largest tractor company by volume. It also enjoys a strong presence in renewable energy, agribusiness, logistics and real estate development. Headquartered in India, Mahindra employs over 2,56,000 people across 100 countries.

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