Mahindra's Auto Sector registers overall growth of 11% in FY-19

Auto

Author: mahindraadmin Category: Auto Published: 4/1/2019

Sells 62,952 vehicles during March 2019

Mumbai, April 1, 2019: Mahindra & Mahindra Ltd. (M&M Ltd.), a part of the USD 20.7 billion Mahindra Group, today announced its auto sales performance for the financial year ended March 31, 2019, which stood at 6,08,596 vehicles, compared to 5,49,153 vehicles during FY-18, registering a growth of 11%. For the month of March 2019 the company sold 62,952 vehicles, a marginal growth over March 2018.

The company's domestic sales touched **59,012** vehicles during March 2019, as against **58,652** vehicles in March 2018.

The Passenger Vehicles segment (which includes UVs, Cars and Vans) sold **27,646** vehicles in March 2019, registering a growth of 4%.

In the Commercial Vehicles segment, the company sold **24,423** vehicles in March 2019, as against **25,495** vehicles in March 2018.

In the Medium and Heavy Commercial Vehicles segment, M&M sold **917** vehicles for the month. Exports for March 2019 stood at **3,940** vehicles, a growth of 15%.

Commenting on the performance, **Rajan Wadhera**, **President**, **Automotive Sector**, **M&M Ltd.** said, "We have closed FY-19 with robust double digit growth of 11% at an overall level, despite strong headwinds faced by the Indian automotive industry this year. This growth has been supported by our three new product launches, which have been well received in the market. The commercial vehicles segment and exports have also posted strong growth rates of 15% and 37% respectively."

Sales Summary March 2019

| Category | March | | | YTD March | | |
|---------------------------------------|-------|-------|-------------|-----------|--------|-------------|
| | F19 | F18 | % Change | F19 | F18 | % Change |
| Passenger Vehicles | 27646 | 26555 | 4% | 254701 | 249505 | 2% |
| Utility Vehicles | 25801 | 24593 | 5% | 235362 | 233915 | 1% |
| Cars* + Vans | 1845 | 1962 | -6% | 19339 | 15590 | 24% |
| Commercial Vehicles | 24423 | 25495 | -4% | 248601 | 216802 | 15% |
| LCV < 3.5T | 22471 | 23053 | -3% | 229352 | 199574 | 15% |
| LCV > 3.5T | 1035 | 1065 | -3% | 8411 | 7744 | 9% |
| MHCV | 917 | 1377 | -33% | 10838 | 9484 | 14% |
| 3W | 6943 | 6602 | 5% | 66699 | 54625 | 22% |
| Total Domestic Sales | 59012 | 58652 | 1% | 570001 | 520932 | 9% |
| Total Exports | 3940 | 3424 | 15% | 38595 | 28221 | 37% |
| Total Sales (Domestic + Export) | 62952 | 62076 | 1% | 608596 | 549153 | 11% |

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

About Mahindra

The Mahindra Group is a USD 20.7 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 agribusiness, aerospace, commercial vehicles, components, defense, logistics, real estate, renewable energy, speedboats and steel, amongst other businesses. Headquartered in India, Mahindra employs over 2,40,000 people across 100 countries.

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