

## **Mahindra's Auto Sector sells 4,76,043 vehicles in FY-20**

*Auto*

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*Sells 7,401 vehicles in March 2020*

**Mumbai, April 1, 2020:** 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, 2020, which stood at **4,76,043** vehicles, compared to **6,08,596** vehicles during FY-19.

For the month of March 2020 the company sold **7,401** vehicles (Domestic + Exports), as against **62,952** vehicles in March, 2019.

In the Passenger Vehicles segment (which includes UVs, Cars and Vans), Mahindra sold **3,384** vehicles in March 2020, compared to **27,646** vehicles in March 2019.

In the Commercial Vehicles segment, the company sold **2,325** vehicles in March 2020, as against **24,423** vehicles in March 2019.

Exports for March 2020 stood at **1,271** vehicles.

Commenting on the performance, **Veejay Ram Nakra, Chief Executive Officer, Automotive Division, M&M Ltd.** said, "Our performance in March has been muted on account of the impact of the current lock-down related to Covid-19 and the disruption in our BS VI ramp-up plan. The latter was

planned between February and March but was affected due to the challenges of parts supply from global and local suppliers. We have been able to clear our BS IV inventory, but for fewer than 100 vehicles. However, there are many vehicles that are sold, but not yet registered because of the closure of RTOs."

Passenger Vehicles-88%Utility Vehicles-88%Cars\* + Vans-85%Commercial Vehicles-90%LCV < 3.5T-90%LCV > 3.5T-92%MHCV-100%3W-94%Total Domestic Sales-90%Total Exports-68%Total Sales (Domestic + Export)-88%

| <b>Sales Summary March 2020</b> |              |            |                 |                  |            |                 |
|---------------------------------|--------------|------------|-----------------|------------------|------------|-----------------|
| <b>Category</b>                 | <b>March</b> |            |                 | <b>YTD March</b> |            |                 |
|                                 | <b>F20</b>   | <b>F19</b> | <b>% Change</b> | <b>F20</b>       | <b>F19</b> | <b>% Change</b> |
| 3384                            | 27646        | 186978     | 254701          | -                |            | 27%             |
| 3111                            | 25801        | 179405     | 235362          | -                |            | 24%             |
| 273                             | 1845         | 7573       | 19339           | -                |            | 61%             |
| 2325                            | 24423        | 199135     | 248601          | -                |            | 20%             |
| 2234                            | 22471        | 187859     | 229352          | -                |            | 18%             |
| 87                              | 1035         | 6179       | 8411            | -                |            | 27%             |

| Sales Summary March 2020 |       |        |        |           |
|--------------------------|-------|--------|--------|-----------|
| Category                 | March |        |        | YTD March |
| 4                        | 917   | 5097   | 10838  | -<br>53%  |
| 421                      | 6943  | 62187  | 66699  | -7%       |
| 6130                     | 59012 | 448300 | 570001 | -<br>21%  |
| 1271                     | 3940  | 27743  | 38595  | -<br>28%  |
| 7401                     | 62952 | 476043 | 608596 | -<br>22%  |

*\*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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