

REF:NS:SEC:

1<sup>st</sup> January, 2018

**National Stock Exchange of India Limited**  
"Exchange Plaza", 5<sup>th</sup> Floor,  
Plot No.C/1, G Block  
Bandra-Kurla Complex  
Bandra (East), Mumbai 400051.

**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai 400001.

**Bourse de Luxembourg**  
Societe de la Bourse de Luxembourg  
Societe Anonyme/R.C.B. 6222,  
B.P. 165, L-2011 Luxembourg.

**London Stock Exchange Plc**  
10 Paternoster Square  
London EC4M 7LS.

Dear Sirs,

**Sub: Press Release issued by Mahindra & Mahindra Limited**

Please find enclosed a Press Release issued by the Company.

Kindly take the above on record.

Yours faithfully,  
For MAHINDRA & MAHINDRA LIMITED



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**NARAYAN SHANKAR**  
COMPANY SECRETARY

Encl: a/a

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Press Release

## Mahindra's Auto Sector Sells 39,200 vehicles during December 2017, registers a growth of 8%

*MHCV segment grows by 151% at 1,193 vehicles during December 2017*

**Mumbai, January 1, 2018:** Mahindra & Mahindra Ltd. (M&M Ltd.) today announced its auto sales performance for December 2017 which stood at 39,200 vehicles, compared to 36,464 vehicles during December 2016.

The company's domestic sales stood at 36,979 vehicles during December 2017, as against 34,411 vehicles during December 2016, registering a growth of 7%. In the Medium and Heavy Commercial Vehicles segment, M&M sold 1,193 vehicles for the month, registering an impressive growth of 151%. Exports for December 2017 stood at 2,221 vehicles, a growth of 8%

Commenting on the monthly performance, **Rajan Wadhera, President, Automotive Sector, M&M Ltd.** said, "We are happy to have ended December 2017 with a growth of 8%. Our commercial vehicles growth for December has been encouraging at 24% and we are particularly buoyed by our ongoing strong performance in the MHCV segment which indicates a vibrancy in the economy. Global automotive trends such as electric vehicles and shared mobility will be key indicators for 2018 and at Mahindra we would continue to be a key and innovative player".

### Sales Summary December 2017

	December			YTD December		
	F18	F17	% Change	F18	F17	% Change
<b>Passenger Vehicles</b>	15543	16799	-7%	176875	170567	4%
<b>Utility Vehicles</b>	14514	15957	-9%	166110	159968	4%
<b>Cars + Vans</b>	1029	842	22%	10765	10599	2%
<b>Commercial Vehicles</b>	17542	14154	24%	149359	127767	17%
<b>LCV &lt; 3.5T</b>	15749	13147	20%	137987	118442	17%
<b>LCV &gt; 3.5T</b>	600	531	13%	5142	5415	-5%
<b>MHCV</b>	1193	476	151%	6230	3910	59%
<b>3W</b>	3894	3458	13%	38141	40762	-6%
<b>Total Domestic Sales</b>	36979	34411	7%	364375	339096	7%
<b>Total Exports</b>	2221	2053	8%	19543	30084	-35%
<b>Total Sales (Domestic + Export)</b>	39200	36464	8%	383918	369180	4%

## **About Mahindra**

The Mahindra Group is a USD 19 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 has 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, components, commercial vehicles, consulting services, energy, industrial equipment, logistics, real estate, steel, aerospace, defence and two wheelers. Headquartered in India, Mahindra employs over 200,000 people across 100 countries.

Learn more about Mahindra on [www.mahindra.com](http://www.mahindra.com) / Twitter and Facebook: @MahindraRise

### **Media contact information:**

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