

REF:NS:SEC:

1<sup>st</sup> March, 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: Two Press Releases issued by Mahindra & Mahindra Limited**

Please find enclosed two Press Releases issued by the Company.

Kindly take the above on record.

Yours faithfully,

For MAHINDRA & MAHINDRA LIMITED



NARAYAN SHANKAR  
COMPANY SECRETARY



Encl: a/a

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## Mahindra's Auto Sector Sells 51,127 vehicles during February 2018, registers a growth of 19%

**Mumbai, March 1, 2018:** Mahindra & Mahindra Ltd. (M&M Ltd.) today announced its auto sales performance for February 2018 which stood at 51,127 vehicles, compared to 42,826 vehicles during February 2017, a growth of 19%.

The Passenger Vehicles segment (which includes UVs, Cars and Vans) sold 22,389 vehicles in February 2018, registering a growth of 8%. In the commercial vehicle segment, we sold 20,946 vehicles in February 2018, registering a 28% growth. The domestic sales stood at 48,473 vehicles during February 2018, registering a growth of 20%. In the Medium and Heavy Commercial Vehicles segment, M&M sold 828 vehicles for the month, registering a growth of 16%. Exports for February 2018 stood at 2,654 vehicles, a growth of 15%.

Commenting on the monthly performance, **Rajan Wadhera, President, Automotive Sector, M&M Ltd.** said, "We are happy with our February performance with the business having registered a growth of 19%. This performance comes on the back of a sustained momentum and demand, both in the personal and commercial vehicle segments, which we believe will also continue in the month of March."

### Sales Summary February 2018

Category	February			YTD February		
	F18	F17	% Change	F18	F17	% Change
Passenger Vehicles	22389	20717	8%	222950	211453	5%
Utility Vehicles	20977	19529	7%	209322	198714	5%
Cars + Vans	1412	1188	19%	13628	12739	7%
Commercial Vehicles	20946	16383	28%	191307	158040	21%
LCV < 3.5T	19225	15094	27%	176521	146273	21%
LCV > 3.5T	893	573	56%	6679	6523	2%
MHCV	828	716	16%	8107	5244	55%
3W	5138	3426	50%	48023	47244	2%
Total Domestic Sales	48473	40526	20%	462280	416737	11%
Total Exports	2654	2300	15%	24813	34655	-28%
Total Sales (Domestic + Export)	51127	42826	19%	487093	451392	8%

#### 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 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, defence, logistics, real estate, renewable energy, speedboats and steel, amongst other businesses. Headquartered in India, Mahindra employs over 2,40,000 people across 100 countries.

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

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Press Release

## Mahindra Farm Equipment Sector sells 19,280 units in India during February 2018

*Registers 39% domestic growth for the month*

**Mumbai, March 1, 2018:** Mahindra & Mahindra Ltd.'s Farm Equipment Sector (FES), a part of the USD 19 billion Mahindra Group, today announced its tractor sales numbers for February 2018.

Domestic sales in February 2018 were at 19,280 units, as against 13,834 units during February 2017. Total tractor sales (domestic + exports) during February 2018 were at 20,483 units, as against 15,007 units for the same period last year. Exports for the month stood at 1,203 units.

Commenting on the month's performance, **Rajesh Jejurikar, President - Farm Equipment Sector, Mahindra & Mahindra Ltd.** said, "We have sold 19,280 tractors during February 2018 with a growth of 39% over last year. With the announcement of record horticulture production and increased Union budget allocations to rural and agriculture sector, we expect the growth momentum to continue in the coming months. In the exports market, we have sold 1,203 tractors during the month."

FARM EQUIPMENT SECTOR						
	February			Cumulative February		
	F17	F18	%Change	F17	F18	%Change
Domestic	13834	19280	39%	230436	274976	19%
Exports	1173	1203	3%	13219	14130	7%
Total	15007	20483	36%	243655	289106	19%

\*Exports include CKD

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