

REF:NS:SEC:

1<sup>st</sup> March, 2019

**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

  
for NARAYAN SHANKAR  
COMPANY SECRETARY

Encl: a/a

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## Mahindra's Auto Sector sells 56,005 vehicles during February 2019

*Witnesses a growth of 10% over the Previous Year*

**Mumbai, March 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 February 2019 which stood at 56,005 vehicles, compared to 51,127 units during February 2018, a growth of 10%.

The company's domestic sales touched 52,915 vehicles during February 2019, as against 48,473 vehicles in February 2018, a growth of 9%. The Passenger Vehicles segment (which includes UVs, Cars and Vans) sold 26,109 vehicles in February 2019, as against 22,389 vehicles in February 2018, registering a growth of 17%.

In the Commercial Vehicles segment, the company sold 21,154 vehicles in February 2019, as against 20,946 vehicles in February 2018, registering a marginal growth. In the Medium and Heavy Commercial Vehicles segment, M&M sold 686 vehicles for the month. Exports for February 2019 stood at 3,090 vehicles, a growth of 16%.

Commenting on the performance, **Rajan Wadhwa, President, Automotive Sector, M&M Ltd.** said, "The month of February has augured well for Mahindra. We have witnessed a strong double digit growth of 16% in our UV portfolio, on the back of our newly launched XUV300 model. Further, the overall growth for the month has been around 10%. On a YTD basis too, we have shown a strong growth of 12% at an overall level."

### Sales Summary February 2019

Category	February			YTD February		
	F19	F18	% Change	F19	F18	% Change
Passenger Vehicles	26109	22389	17%	227055	222950	2%
Utility Vehicles	24349	20977	16%	209561	209322	0%
Cars* + Vans	1760	1412	25%	17494	13628	28%
Commercial Vehicles	21154	20946	1%	224178	191307	17%
LCV < 3.5T	19647	19225	2%	206881	176521	17%
LCV > 3.5T	821	893	-8%	7376	6679	10%
MHCV	686	828	-17%	9921	8107	22%
3W	5652	5138	10%	59756	48023	24%
Total Domestic Sales	52915	48473	9%	510989	462280	11%
Total Exports	3090	2654	16%	34655	24797	40%
Total Sales (Domestic + Export)	56005	51127	10%	545644	487077	12%

\*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.

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

## **Media contact information**

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Press Release

## Mahindra’s Farm Equipment Sector Sells 18,105 Units in India during February 2019

**Mumbai, March 1, 2019:** Mahindra & Mahindra Ltd.’s Farm Equipment Sector (FES), a part of the USD 20.7 billion Mahindra Group, today announced its tractor sales numbers for February 2019.

Domestic sales in February 2019 were at **18,105** units, as against **19,442** units during February 2018. Total tractor sales (domestic + exports) during February 2019 were at **18,978** units, as against **20,658** units for the same period last year. Exports for the month stood at **873** units.

Commenting on the month’s performance, **Rajesh Jejurikar, President - Farm Equipment Sector, Mahindra & Mahindra Ltd.** said, “We have sold 18,105 tractors in the domestic market during February 2019. The tractor industry has remained subdued in February. However, it is expected that positive sentiments associated with the recently executed direct beneficiary transfers to marginal farmers and other pro-rural initiatives by the government, will help create momentum for tractor sales in the near term. In the exports market, we sold 873 tractors.”

Farm Equipment Sector						
	February			Cumulative February		
	F18	F19	%Change	F18	F19	%Change
<b>Domestic</b>	<b>19442</b>	<b>18105</b>	<b>-7%</b>	<b>276864</b>	<b>298296</b>	<b>8%</b>
<b>Exports</b>	<b>1216</b>	<b>873</b>	<b>-28%</b>	<b>14282</b>	<b>12452</b>	<b>-13%</b>
<b>Total</b>	<b>20658</b>	<b>18978</b>	<b>-8%</b>	<b>291146</b>	<b>310748</b>	<b>7%</b>

\*Exports include CKD

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