

REF:NS:SEC:

1st April, 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

  
NARAYAN SHANKAR  
COMPANY SECRETARY

Encl: a/a

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

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

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 3,30,436 Units during FY-19

**Mumbai, April 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 March 2019 and the financial year ended March 31, 2019.

Domestic sales in March 2019 were at **18,446** units, as against **27,155** units during March 2018. Total tractor sales (domestic + exports) during March 2019 were at **19,688** units, as against **28,477** units for the same period last year. Exports for the month stood at **1,242** units.

For the financial year ended March 31, 2019 (F-19), the total tractor sales (domestic + exports) were at **3,30,436** units as against **3,19,623** units in F-18. The domestic sales in F-19 were at **3,16,742** units, as against **3,04,019** units for the same period last year.

Commenting on the performance, **Rajesh Jejurikar, President - Farm Equipment Sector, Mahindra & Mahindra Ltd.** said, “We are happy to end F-19 with total sales of 3,30,436 tractors for Mahindra’s Farm Equipment Sector. However, the month of March was slow in the domestic market due to postponement of festive season to April and lower Rabi sowing than expected. We hope that the Government’s focus on rural development, a good forecast for horticulture production and an increase in the MSP will positively impact demand for tractors, going forward.”

Farm Equipment Sector						
	March			Cumulative March		
	F18	F19	%Change	F18	F19	%Change
<b>Domestic</b>	<b>27155</b>	<b>18446</b>	<b>-32%</b>	<b>304019</b>	<b>316742</b>	<b>4%</b>
<b>Exports</b>	<b>1322</b>	<b>1242</b>	<b>-6%</b>	<b>15604</b>	<b>13694</b>	<b>-12%</b>
<b>Total</b>	<b>28477</b>	<b>19688</b>	<b>-31%</b>	<b>319623</b>	<b>330436</b>	<b>3%</b>

\*Exports include CKD

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