

Ref. NS: SEC

1st April, 2020

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

National Stock Exchange of India Ltd.,
Exchange Plaza, 3rd Floor
Plot No.3-1."G" Block, I.F.B. Centre,
Bandra-Kurla-Complex, Bandra (East),
Mumbai - 400 051

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 Mahindra & Mahindra Limited.

Kindly take the same on record.

Please acknowledge receipt of the same.

Yours faithfully,
For MAHINDRA & MAHINDRA LIMITED



NARAYAN SHANKAR
COMPANY SECRETARY

Encl: a/a

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

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."

Sales Summary March 2020

Category	March			YTD March		
	F20	F19	% Change	F20	F19	% Change
Passenger Vehicles	3384	27646	-88%	186978	254701	-27%
Utility Vehicles	3111	25801	-88%	179405	235362	-24%
Cars* + Vans	273	1845	-85%	7573	19339	-61%
Commercial Vehicles	2325	24423	-90%	199135	248601	-20%
LCV < 3.5T	2234	22471	-90%	187859	229352	-18%
LCV > 3.5T	87	1035	-92%	6179	8411	-27%
MHCV	4	917	-100%	5097	10838	-53%
3W	421	6943	-94%	62187	66699	-7%
Total Domestic Sales	6130	59012	-90%	448300	570001	-21%
Total Exports	1271	3940	-68%	27743	38595	-28%
Total Sales (Domestic + Export)	7401	62952	-88%	476043	608596	-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.

Learn more about Mahindra on www.mahindra.com / Twitter and Facebook: @MahindraRise

Media contact information

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Press Release

Mahindra’s Farm Equipment Sector Sells 13,418 Units in India During March 2020

Mumbai, April 1, 2020: 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 2020.

Domestic sales in March 2020 were at **13,418** units, as against **18,446** units during March 2019. Total tractor sales (Domestic + Exports) during March 2020 were at **13,613** units, as against **19,688** units for the same period last year. Exports for the month stood at **195** units.

Commenting on the performance, **Rajesh Jejurikar, Executive Director, Auto & Farm Equipment Sectors, Mahindra & Mahindra Ltd.** said, “We have sold 13,418 tractors in the domestic market during March 2020. The month was disrupted as business was hugely impacted by the lockdown just before the start of festive days in large parts of the country. In compliance with the regulations, the anticipated retail surge and billing totally stopped in all states. The Central Government has taken timely initiatives for the farming community in the form of specific relief packages. We hope this will help bring in momentum for tractor sales, after the lockdown ends. In the exports market, we have sold 195 tractors.”

Farm Equipment Sector (FD+SD+Gromax)						
	March			Cumulative March		
	F19	F20	%Change	F19	F20	%Change
Domestic	18446	13418	-27%	316742	291901	-8%
Exports	1242	195	-84%	13694	10014	-27%
Total	19688	13613	-31%	330436	301915	-9%

*Exports include CKD

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