

Ref. NS: SEC

1st November, 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 Auto Sector sells 44,359 vehicles in October Registers 3% growth in Utility Vehicles

Mumbai, November 1, 2020: Mahindra & Mahindra Ltd. (M&M Ltd.), a part of the USD 19.4 billion Mahindra Group, today announced that its overall auto sales (passenger vehicles+ commercial vehicles+ exports) for the month of October 2020 stood at **44,359** vehicles, compared to **51,896** in October 2019.

In the Utility Vehicles segment, Mahindra sold **18,317** vehicles in October 2020, compared to **17,785** vehicles in October 2019, registering a growth of 3%. The Passenger vehicle segment (which includes UVs, Cars and Vans) sold **18,622** vehicles in October 2020, a marginal growth over same period last year.

Commenting on the Passenger Vehicles performance, Veejay Nakra, Chief Executive Officer, Automotive Division, M&M Ltd. said, “We are happy to achieve a growth of 4% in Utility Vehicles, despite certain supply constraints. Our brands Scorpio, Bolero and XUV 300 continue to do well, while the bookings for the All-New Thar has set new records within just a month of its launch. For Mahindra, the festive season has started on a positive note with deliveries and bookings being higher than last year. Going forward, this augurs well for a robust festive demand which in turn will help the industry in the short term.”

Passenger Vehicles Sales Summary (Domestic) – October 2020

Category	October			YTD October		
	F21	F20	% Change	F21	F20	% Change
Utility Vehicles	18317	17785	3%	68988	116778	-41%
Cars*+ Vans	305	675	-55%	1109	5753	-81%
Passenger Vehicles	18622	18460	1%	70097	122531	-43%

*Above Domestic Sales Includes sales made in subsidiary company Mahindra Electric Mobility Ltd

Elaborating further on Pick-Ups and Commercial Vehicles performance, Mr. Nakra said, “We are witnessing a strong demand for our Bolero Pik Up, Supro and Jeeto and have recently launched our BS6 version of the Alfa 3-wheeler, both load and passenger. We are aligning our supply chain and ramping up to meet this demand.”

Commercial Vehicles Sales Summary (Domestic) – October 2020

Category	October			YTD October		
	F21	F20	% Change	F21	F20	% Change
LCV < 2T	4165	4253	-2%	14238	24023	-41%
LCV 2 T – 3.5 T	15895	18472	-14%	67926	92897	-27%
LCV > 3.5T + MHCV	538	857	-37%	1330	7781	-83%
3 Wheelers (including electric 3Ws)	3118	7151	-56%	4147	37821	-89%

Exports for the month of October 2020 were at **2,021** vehicles

Exports – October 2020

Category	October			YTD October		
	F21	F20	% Change	F21	F20	% Change
Total Exports	2021	2703	-25%	8296	18102	-54%

About Mahindra

The Mahindra Group is a USD 19.4 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 renewable energy, agribusiness, logistics and real estate development.

Headquartered in India, Mahindra employs over 2,56,000 people across 100 countries.

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

Media contact information

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Mahindra’s Farm Equipment Sector Sells 45,588 Units in India during October 2020

Mumbai, November 1, 2020: Mahindra & Mahindra Ltd.’s Farm Equipment Sector (FES), a part of the USD 19.4 billion Mahindra Group, today announced its tractor sales numbers for October 2020. The company consolidated its leadership of the top two positions in the domestic tractor market between its Mahindra & Swaraj brands.

Domestic sales in October 2020 were at **45,588** units, as against **44,646** units during October 2019.

Total tractor sales (Domestic + Exports) during October 2020 were at **46,558** units, as against **45,433** units for the same period last year.

Exports for the month stood at **970** units.

Commenting on the performance, **Hemant Sikka, President - Farm Equipment Sector, Mahindra & Mahindra Ltd.** said, “We have sold **45,588** tractors between both our Mahindra & Swaraj brands in the domestic market during October 2020, a growth of 2% over last year. We continue to witness unprecedented retail demand which is likely to be higher than wholesale numbers on back of expectations of a higher Kharif output and good cash flow in the market. Auspicious festival days ahead, coupled with mechanization requirements for ongoing Kharif harvesting and impending Rabi sowing season augurs well for the industry. In the exports market, we have sold **970** tractors, a growth of 23% over last year.”

Farm Equipment Sector (FD+SD+Gromax)						
	October			Cumulative October		
	F20	F21	%Change	F20	F21	%Change
Domestic	44646	45588	2%	196650	200492	2%
Exports	787	970	23%	6953	4969	-29%
Total	45433	46558	2%	203603	205461	0.9%

*Exports include CKD

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