

Ref. NS: SEC

1<sup>st</sup> June, 2020

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

**National Stock Exchange of India Ltd.,**  
**Exchange Plaza, 3<sup>rd</sup> 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**  
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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 9,560 vehicles in May 2020

**Mumbai, June 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 month of May 2020.

In the Passenger Vehicles segment (which includes UVs, Cars and Vans), Mahindra sold **3,867** vehicles in May 2020, compared to **20,608** vehicles in May 2019.

In the Commercial Vehicles segment, the company sold **5,170** vehicles in May 2020, as against **17,879** vehicles in May 2019.

Exports for the month of May 2020 were **484** vehicles.

The company's overall automotive sales (Domestic + Exports) stood at **9,560** vehicles in May 2020, compared to **45,421** vehicles during May 2019.

Commenting on the performance, **Veejay Nakra, Chief Executive Officer, Automotive Division, M&M Ltd.** said, "Our performance during May has been muted, due to the challenges the industry is facing. We have opened 70% of our dealerships and retail sales have begun. We are seeing initial traction for our small commercial vehicles and SUV brands such as the Bolero and Scorpio. As new lockdown norms are being announced we are hopeful of demand gaining traction in the coming months."

### Sales Summary May 2020

Category	May			YTD May		
	F21	F20	% Change	F21	F20	% Change
<b>Passenger Vehicles</b>	3867	20608	-81%	3867	40574	-90%
<b>Utility Vehicles</b>	3745	19524	-81%	3745	38372	-90%
<b>Cars* + Vans</b>	122	1084	-89%	122	2202	-94%
<b>Commercial Vehicles</b>	5170	17879	-71%	5170	35200	-85%
<b>LCV &lt; 3.5T</b>	5121	16321	-69%	5121	32605	-84%
<b>LCV &gt; 3.5T</b>	10	921	-99%	10	1484	-99%
<b>MHCV</b>	39	637	-94%	39	1111	-96%
<b>3W</b>	39	4569	-99%	39	8885	-100%
<b>Total Domestic Sales</b>	9076	43056	-79%	9076	84659	-89%
<b>Total Exports</b>	484	2365	-80%	1217	4483	-73%
<b>Total Sales (Domestic + Export)</b>	9560	45421	-79%	10293	89142	-88%

\*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**

Mohan Nair  
Vice President (Communications)  
Mahindra & Mahindra Ltd.  
Landline – + 91 22 28468510  
Email – [nair.mohan@mahindra.com](mailto:nair.mohan@mahindra.com)

Press Release

## Mahindra’s Farm Equipment Sector Sells 24,017 Units in India during May 2020

**Mumbai, June 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 May 2020.

Domestic sales in May 2020 were at **24,017** units, as against **23,539** units during May 2019.

Total tractor sales (Domestic + Exports) during May 2020 were at **24,341** units, as against **24,704** units for the same period last year.

Exports for the month stood at **324** units.

Commenting on the performance, **Hemant Sikka, President - Farm Equipment Sector, Mahindra & Mahindra Ltd.** said, “We have sold 24,017 tractors in the domestic market during May 2020, representing a growth of 2% over last year. The timely relaxation of the lockdown for the Agricultural sector helped ensure the speedy recovery of tractor demand during May. In the near term, farmer sentiment is likely to remain positive due to several developments including robust Rabi crop production, higher procurement, good price realizations and the forecast of a normal monsoon that bodes well for a good Kharif crop. All these augur well for tractor demand going forward. In the exports market, we have sold 324 tractors”.

Farm Equipment Sector (FD+SD+Gromax)						
	May			Cumulative May		
	F20	F21	%Change	F20	F21	%Change
<b>Domestic</b>	<b>23539</b>	<b>24017</b>	<b>2%</b>	<b>51034</b>	<b>28733</b>	<b>-44%</b>
<b>Exports</b>	<b>1165</b>	<b>324</b>	<b>-72%</b>	<b>2222</b>	<b>380</b>	<b>-83%</b>
<b>Total</b>	<b>24704</b>	<b>24341</b>	<b>-1%</b>	<b>53256</b>	<b>29113</b>	<b>-45%</b>

\*Exports include CKD

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