

Ref. NS: SEC

1st August, 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 25,678 vehicles in July 2020

Mumbai, August 1, 2020: Mahindra & Mahindra Ltd. (M&M Ltd.), a part of the USD 19.4 billion Mahindra Group, today announced its auto sales performance for the month of July 2020.

In the Passenger Vehicles segment (which includes UVs, Cars and Vans), Mahindra sold **11,025** vehicles in July 2020, compared to **16,831** vehicles in July 2019.

In the Commercial Vehicles segment, the company sold **13,103** vehicles in July 2020, as against **15,969** vehicles in July 2019.

Exports for the month of July 2020 were at **1,467** vehicles.

The company's overall automotive sales (Domestic+Exports) stood at **25,678** vehicles in July 2020, compared to **40,142** vehicles during July 2019.

Commenting on the performance, **Veejay Nakra, Chief Executive Officer, Automotive Division, M&M Ltd.** said, "At Mahindra, we are happy to see a growing trend in our overall vehicle sales, buoyed by the continuing revival in demand, primarily in rural and semi urban India. It is encouraging to see that the enquiry and booking levels in July are significantly higher compared to June, both for Utility Vehicles and Small Commercial Vehicles. As we ramp up production, the biggest challenge is on the supply side and working around these challenges is our top priority."

Sales Summary July 2020

Category	July			YTD July		
	F21	F20	% Change	F21	F20	% Change
Passenger Vehicles	11025	16831	-34%	22967	76231	-70%
Utility Vehicles	10898	16003	-32%	22601	72098	-69%
Cars* + Vans	127	828	-85%	366	4133	-91%
Commercial Vehicles	13103	15969	-18%	28690	67563	-58%
LCV < 3.5T	12978	14874	-13%	28431	62342	-54%
LCV > 3.5T	55	678	-92%	99	2988	-97%
MHCV	70	417	-83%	160	2233	-93%
3W	83	4674	-98%	135	17810	-99%
Total Domestic Sales	24211	37474	-35%	51792	161604	-68%
Total Exports	1467	2668	-45%	3537	10227	-65%
Total Sales (Domestic + Export)	25678	40142	-36%	55329	171831	-68%

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

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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Press Release

Mahindra’s Farm Equipment Sector Sells 24,463 Units in India during July 2020

Witnesses a growth of 28%

Mumbai, August 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 July 2020.

Domestic sales in July 2020 were at **24,463** units, as against **19,174** units during July 2019.

Total tractor sales (Domestic + Exports) during July 2020 were at **25,402** units, as against **19,992** units for the same period last year.

Exports for the month stood at **939** units.

Commenting on the performance, **Hemant Sikka, President - Farm Equipment Sector, Mahindra & Mahindra Ltd.** said, “We have sold 24,463 tractors in the domestic market during July 2020, a growth of 28% over last year. These are our highest ever July sales. The strong demand momentum continued, aided by positive sentiments due to good cash flows to farmers, higher Kharif sowing, a timely and normal monsoon cumulatively across June & July and continued higher rural spending by the Government. Localized lockdowns in certain states and COVID related impact on specific suppliers led to supply side challenges during the month. It is expected that the sentiments are likely to remain buoyant translating into robust tractor demand in the coming months. In the exports market, we have sold 939 tractors, a growth of 15% over last year”.

Farm Equipment Sector (FD+SD+Gromax)						
	July			Cumulative July		
	F20	F21	%Change	F20	F21	%Change
Domestic	19174	24463	28%	102087	89040	-13%
Exports	818	939	15%	4255	2019	-53%
Total	19992	25402	27%	106342	91059	-14%

*Exports include CKD

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