

Ref. NS: SEC

1<sup>st</sup> September, 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 30,426 vehicles in August 2020

**Mumbai, September 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 August 2020.

In the Passenger Vehicles segment (which includes UVs, Cars and Vans), Mahindra sold **13,651** vehicles in August 2020, compared to **13,507** vehicles in August 2019, registering a marginal growth of 1%.

In the Commercial Vehicles segment, the company sold **15,299** vehicles in August 2020, as against **14,684** vehicles in August 2019, a growth of 4%.

Exports for the month of August 2020 were at **1,169** vehicles.

The company's overall automotive sales (Domestic+Exports) stood at **30,426** vehicles in August 2020, compared to **36,085** vehicles during August 2019.

Commenting on the performance, **Veejay Nakra, Chief Executive Officer, Automotive Division, M&M Ltd.** said, "At Mahindra, we continue to see good recovery in demand both for SUVs and Pick-ups in the Small Commercial Vehicles segment. For the month of August, we have registered growth in both SUVs and Pick-ups. We have been able to meet the uplift in demand by managing the supply chain challenges and going forward will continue to keep our focus on it."

### Sales Summary August 2020

Category	August			YTD August		
	F21	F20	% Change	F21	F20	% Change
<b>Passenger Vehicles</b>	13651	13507	1%	36618	89738	-59%
<b>Utility Vehicles</b>	13407	13037	3%	36008	85135	-58%
<b>Cars* + Vans</b>	244	470	-48%	610	4603	-87%
<b>Commercial Vehicles</b>	15299	14684	4%	43989	82247	-47%
<b>LCV &lt; 3.5T</b>	15097	13855	9%	43528	76197	-43%
<b>LCV &gt; 3.5T</b>	98	475	-79%	197	3463	-94%
<b>MHCV</b>	104	354	-71%	264	2587	-90%
<b>3W</b>	307	5373	-94%	442	23183	-98%
<b>Total Domestic Sales</b>	29257	33564	-13%	81049	195168	-58%
<b>Total Exports</b>	1169	2521	-54%	4706	12748	-63%
<b>Total Sales (Domestic + Export)</b>	30426	36085	-16%	85755	207916	-59%

\*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](http://www.mahindra.com) / Twitter and Facebook: @MahindraRise

## **Media contact information**

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## Mahindra’s Farm Equipment Sector Sells 23,503 Units in India during August 2020

*Witnesses a growth of 69%*

**Mumbai, September 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 August 2020.

Domestic sales in August 2020 were at **23,503** units, as against **13,871** units during August 2019.

Total tractor sales (Domestic + Exports) during August 2020 were at **24,458** units, as against **14,817** units for the same period last year.

Exports for the month stood at **955** units.

Commenting on the performance, **Hemant Sikka, President - Farm Equipment Sector, Mahindra & Mahindra Ltd.** said, “We have sold 23,503 tractors in the domestic market during August 2020, a growth of 69% over last year. On the back of highest ever sales in July, we have clocked yet another highest ever sales in August. The Tractor industry growth continues to remain strong in August. This is primarily on account of continued positive sentiment, due to increase in Kharif sowing area, thereby indicating a bumper harvest, bountiful monsoon, good rural cash flows and base effect. We expect rural sentiments to remain positive and translate into robust tractor demand as we move into the festive period. In the exports market, we have sold 955 tractors, a growth of 1% over last year.”

Farm Equipment Sector (FD+SD+Gromax)						
	August			Cumulative August		
	F20	F21	%Change	F20	F21	%Change
<b>Domestic</b>	<b>13871</b>	<b>23503</b>	<b>69%</b>	<b>115958</b>	<b>112543</b>	<b>-3%</b>
<b>Exports</b>	<b>946</b>	<b>955</b>	<b>1%</b>	<b>5201</b>	<b>2974</b>	<b>-43%</b>
<b>Total</b>	<b>14817</b>	<b>24458</b>	<b>65%</b>	<b>121159</b>	<b>115517</b>	<b>-5%</b>

\*Exports include CKD

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