

Ref. NS: SEC

1st December, 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 42,731 vehicles in November

Registers 27% growth in Utility Vehicles

Mumbai, December 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 November 2020 stood at **42,731** vehicles, compared to **41,235** in November 2019, a growth of 4%.

In the Utility Vehicles segment, Mahindra sold **17,971** vehicles in November 2020, compared to **14,161** vehicles in November 2019, registering a growth of 27%. The Passenger Vehicles segment (which includes UVs, Cars and Vans) sold **18,212** vehicles in November 2020, a growth of 24% over same period last year.

Commenting on the Passenger Vehicles performance, Veejay Nakra, Chief Executive Officer, Automotive Division, M&M Ltd. said, “At Mahindra we are happy to achieve strong double digit growth in SUVs during the month of November, aided by a robust festive demand for all our products. Given strong rural growth and signs of improvement in economic activities, we are hopeful to see this positive momentum continue post the festive season.”

Passenger Vehicles Sales Summary (Domestic) – November 2020

Category	November			YTD November		
	F21	F20	% Change	F21	F20	% Change
Utility Vehicles	17971	14161	27%	86959	130939	-34%
Cars*+ Vans	241	476	-49%	1350	6229	-78%
Passenger Vehicles	18212	14637	24%	88309	137168	-36%

*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 have witnessed double digit growth in Pick-ups. Our Small Commercial Vehicle brands Bolero Pik Up, Supro and Jeeto continue to see strong demand in both rural and urban markets.”

Commercial Vehicles Sales Summary (Domestic) – November 2020

Category	November			YTD November		
	F21	F20	% Change	F21	F20	% Change
LCV < 2T	3755	3149	19%	17993	27172	-34%
LCV 2 T – 3.5 T	14799	13551	9%	82725	106448	-22%
LCV > 3.5T + MHCV	475	684	-31%	1805	8465	-79%
3 Wheelers (including electric 3Ws)	3854	6593	-42%	8001	44414	-82%

Exports for the month of November 2020 were at **1,636** vehicles

Exports – November 2020

Category	November			YTD November		
	F21	F20	% Change	F21	F20	% Change
Total Exports	1636	2621	-38%	9932	20723	-52%

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 31,619 Units in India during November 2020

Registers a growth of 55%

Mumbai, December 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 November 2020.

Domestic sales in November 2020 were at **31,619** units, as against **20,414** units during November 2019.

Total tractor sales (Domestic + Exports) during November 2020 were at **32,726** units, as against **21,031** units for the same period last year.

Exports for the month stood at **1,107** units.

Commenting on the performance, **Hemant Sikka, President - Farm Equipment Sector, Mahindra & Mahindra Ltd.** said, “We have sold **31,619** tractors in the domestic market during November 2020, a growth of **55%** over last year. Demand continues to be robust fueled by an excellent festive season with retails being strong during Dhanteras and Diwali. Rural sentiments remain positive on account of higher Kharif output and Rabi sowing. Procurement operations for kharif are on full swing which would keep the rural cash flows healthy. Government’s focus on rural growth continues and outlay under Atmanirbhar Bharat 3.0 will provide further fillip to the industry. In the exports market, we have sold **1,107** tractors, a growth of **79%** over last year.”

Farm Equipment Sector (FD+SD+Gromax)						
	November			Cumulative November		
	F20	F21	%Change	F20	F21	%Change
Domestic	20414	31619	55%	217064	232111	7%
Exports	617	1107	79%	7570	6076	-20%
Total	21031	32726	56%	224634	238187	6%

*Exports include CKD

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