Mahindra Auto Sector sells 44,359 vehicles in October Registers 3% growth in Utility Vehicles

Auto

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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

Category	October			YTD October		
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.

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