

Mahindra's Auto Sector sells 39,755 vehicles during December 2018

Auto

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Witnesses a growth of 13% during the first nine months of FY19

Mumbai, January 1, 2019: Mahindra & Mahindra Ltd. (M&M Ltd.), a part of the USD 20.7 billion Mahindra Group, today announced its auto sales performance for December 2018 which stood at 39,755 vehicles, compared to 39,200 vehicles during December 2017.

The company's domestic sales touched 36,690 vehicles during December 2018, as against 36,979 vehicles in December 2017. The Passenger Vehicles segment (which includes UVs, Cars and Vans) sold 15,091 vehicles in December 2018, as against 15,543 vehicles in December 2017.

In the Commercial Vehicles segment, the company sold 16,906 vehicles in December 2018, as against 17,542 vehicles in December 2017. In the Medium and Heavy Commercial Vehicles segment, M&M sold 824 vehicles for the month. Exports for December 2018 stood at 3,065 vehicles, a growth of 38%.

Commenting on the performance, **Rajan Wadhera, President, Automotive Sector, M&M Ltd.** said, "We are happy to have ended the first nine months of the year on a positive growth of 13%, and are particularly buoyed by our ongoing strong performance in Exports. However in domestic market, challenges relating to tight liquidity and low buying sentiment continue the de-growth for December. We hope to see good performance in Q4, owing to the anticipated rural demand because of the harvesting season and the launch of our new XUV300 in February 2019".

Sales Summary December 2018

	December			YTD December		
	F19	F18	% Change	F19	F18	% Change
Passenger Vehicles	15091	15543	-3%	177074	176875	0%
Utility Vehicles	13891	14514	-4%	162949	166110	-2%
Cars* + Vans	1200	1029	17%	14125	10765	31%
Commercial Vehicles	16906	17542	-4%	180399	149359	21%
LCV < 3.5T	15537	15749	-1%	166199	137987	20%

Sales Summary December 2018

	December			YTD December		
LCV > 3.5T	545	600	-9%	5814	5142	13%
MHCV	824	1193	-31%	8386	6230	35%
3W	4693	3894	21%	48101	38141	26%
Total	36690	36979	-1%	405574	364375	11%
Domestic Sales						
Total	3065	2221	38%	28343	19512	45%
Exports						
Total Sales (Domestic + Export)	39755	39200	1%	433917	383887	13%

**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.

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