Mahindra's Auto Sector sells 40,142 vehicles during July 2019

Auto

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Mumbai, August 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 July 2019.

In the Passenger Vehicles segment (which includes UVs, Cars and Vans), Mahindra sold **16,831** vehicles in July 2019, compared to **19,781** vehicles in July 2018.

In the Commercial Vehicles segment, the company sold **15,969** vehicles in July 2019, as against **19,284** vehicles in July 2018.

In the Medium and Heavy Commercial Vehicles segment, Mahindra sold **417** vehicles for the month. Exports for July 2019 stood at **2,668** vehicles.

The company's Auto Sector overall sales (Domestic + Exports) stood at **40,142** vehicles in July 2019, compared to **47,199** vehicles during July 2018.

Commenting on the performance, **Veejay Ram Nakra, Chief of Sales and Marketing, Automotive Division, M&M Ltd.** said, "The headwinds faced by the automotive industry continue as a result of subdued consumer sentiment, triggered by various factors. The industry needs stimuli to help revive consumer demand and conversions. We hope that the overall buying sentiment will improve in the run-up to the festive season and with the monsoon turning out to be better than initially anticipated."

Sales Summary July 2019

Category	July			YTD July		
	F20	F19	% Change	F20	F19	% Change
Passenger Vehicles	16831	19781	-15%	76231	80560	-5%
Utility Vehicles	16003	17879	-10%	72098	73953	-3%
Cars* + Vans	828	1902	-56%	4133	6607	-37%
Commercial Vehicles	15969	19284	-17%	67563	76224	-11%
LCV < 3.5T	14874	17785	-16%	62342	69168	-10
LCV > 3.5T	678	633	7%	2988	3026	-1%
MHCV	417	866	-52%	2233	4030	-45%

Sales Summary July 2019

Category	July			YTD July		
3W	4674	5540	-16%	17810	18545	-4%
Total Domestic Sales	37474	44605	-16%	161604	175329	-8%
Total Exports	2668	2594	3%	10227	11970	-15%
Total Sales (Domestic + Export)	40142	47199	-15%	171831	187299	-8%

**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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