Mahindra's Auto Sector registers overall growth of 11% in FY-19

Auto

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Sells 62,952 vehicles during March 2019

Mumbai, April 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 the financial year ended March 31, 2019, which stood at **6,08,596** vehicles, compared to **5,49,153** vehicles during FY-18, registering a growth of 11%. For the month of March 2019 the company sold **62,952** vehicles, a marginal growth over March 2018.

The company's domestic sales touched **59,012** vehicles during March 2019, as against **58,652** vehicles in March 2018.

The Passenger Vehicles segment (which includes UVs, Cars and Vans) sold **27,646** vehicles in March 2019, registering a growth of 4%.

In the Commercial Vehicles segment, the company sold **24,423** vehicles in March 2019, as against **25,495** vehicles in March 2018.

In the Medium and Heavy Commercial Vehicles segment, M&M sold **917** vehicles for the month. Exports for March 2019 stood at **3,940** vehicles, a growth of 15%.

Commenting on the performance, **Rajan Wadhera, President, Automotive Sector, M&M Ltd.** said, "We have closed FY-19 with robust double digit growth of 11% at an overall level, despite strong headwinds faced by the Indian automotive industry this year. This growth has been supported by our three new product launches, which have been well received in the market. The commercial vehicles segment and exports have also posted strong growth rates of 15% and 37% respectively."

Sales Summary March 2019

Category	March			YTD March		
	F19	F18	% Change	F19	F18	% Change
Passenger Vehicles	27646	26555	4%	254701	249505	2%
Utility Vehicles	25801	24593	5%	235362	233915	1%
Cars* + Vans	1845	1962	-6%	19339	15590	24%
Commercial Vehicles	24423	25495	-4%	248601	216802	15%

Sales Summary March 2019

Category	March			YTD March		
LCV < 3.5T	22471	23053	-3%	229352	199574	15%
LCV > 3.5T	1035	1065	-3%	8411	7744	9%
MHCV	917	1377	-33%	10838	9484	14%
3W	6943	6602	5%	66699	54625	22%
Total Domestic Sales	59012	58652	1%	570001	520932	9%
Total Exports	3940	3424	15%	38595	28221	37%
Total Sales (Domestic + Export)	62952	62076	1%	608596	549153	11%

*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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