Mahindra’s Auto Sector sells 52,546 vehicles during January 2020

Auto

Author : mahindraadmin Category : Auto Published : 2/1/2020

Mumbai, February 1, 2020: Mahindra & Mahindra Ltd. (M&M Ltd.), a part of the USD 20.7 billion Mahindra Group, today announced its auto sales performance for January 2020.

In the Passenger Vehicles segment (which includes UVs, Cars and Vans), Mahindra sold **19,797** vehicles in January 2020, compared to **23,872** vehicles in January 2019.

In the Commercial Vehicles segment, the company sold **22,851** vehicles in January 2020, as against **22,625** vehicles in January 2019.

In the Medium and Heavy Commercial Vehicles segment, Mahindra sold **471** vehicles for the month. Exports for January 2020 stood at **1,761** vehicles.

The company’s overall automotive sales (Domestic + Exports) stood at **52,546** vehicles in January 2020, compared to **55,722** vehicles during January 2019.

Commenting on the performance, **Veejay Ram Nakra, Chief of Sales and Marketing, Automotive Division, M&M Ltd.** said, "Our performance in January has been relatively muted as part of our strategy to start ramping down BSIV manufactured vehicles and move to BSVI emission norms. We have also started rolling out our first batch of BSVI vehicles with the XUV300, which has been very well received by our consumers."

Sales Summary January 2020

Category	January			YTD January		
	F20	F19	% Change	F20	F19	% Change
Passenger Vehicles	19797	23872	-17%	172656	200946	-14%
Utility Vehicles	19455	22263	-13%	165619	185212	-11%
Cars* + Vans	342	1609	-79%	7037	15734	-55%
Commercial Vehicles	22851	22625	1%	180954	203024	-11%
LCV < 3.5T	21835	21035	4%	170634	187234	-9%
LCV > 3.5T	545	741	-26%	5663	6555	-14%
MHCV	471	849	-45%	4657	9235	-50%

Sales Summary January 2020

Category	January			YTD January		
3W	8137	6003	36%	57923	54104	7%
Total Domestic Sales	50785	52500	-3%	411533	458074	-10%
Total Exports	1761	3222	-45%	24633	31565	-22%
Total Sales (Domestic + Export)	52546	55722	-6%	436166	489639	-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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