

REF:NS:SEC:
1st January, 2019

National Stock Exchange of India Limited
"Exchange Plaza", 5th Floor,
Plot No.C/1, G Block
Bandra-Kurla Complex
Bandra (East), Mumbai 400051.

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400001.

Bourse de Luxembourg
Societe de la Bourse de Luxembourg
Societe Anonyme/R.C.B. 6222,
B.P. 165, L-2011 Luxembourg.

London Stock Exchange Plc
10 Paternoster Square
London EC4M 7LS.

Dear Sirs,

Sub: Two Press Releases issued by Mahindra & Mahindra Limited

Please find enclosed two Press Releases issued by the Company.

Kindly take the above on record.

Yours faithfully,
For MAHINDRA & MAHINDRA LIMITED


NARAYAN SHANKAR
COMPANY SECRETARY

Encl: a/a

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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 Passenger Vehicles segment sold 15,091 vehicles in December 2018, as against 15,543 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 Wadhwa, President, Automotive Sector, M&M Ltd. 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.

Sales Summary December 2018

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

*Above Domestic Sales Includes sales made in subsidiary company Mahindra Electric Mobility Ltd

