

Ref. NS: SEC
1st December, 2023

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 Mahindra & Mahindra Limited.

Kindly take the same on record.

Please acknowledge receipt of the same.

Yours faithfully,
For MAHINDRA & MAHINDRA LIMITED

NARAYAN SHANKAR
COMPANY SECRETARY

Encl.: as above

Press Release

Mahindra Auto sells 39,981 SUVs, a 32% growth and total volumes of 70,576 with 21% growth in November 2023

Mumbai, December 01, 2023: Mahindra & Mahindra Ltd. (M&M Ltd.), one of India's leading automotive companies, today announced that its overall auto sales for the month of November 2023 stood at **70,576** vehicles, a growth of 21%, including exports.

In the Utility Vehicles segment, Mahindra sold **39,981** vehicles in the domestic market, a growth of 32% and overall, **40,764** vehicles, including exports. The domestic sales for Commercial Vehicles stood at **22,211**.

According to **Veejay Nakra, President, Automotive Division, M&M Ltd.**, "We continue our growth trend, backed by strong demand for our SUV portfolio. In November, we sold a total of 39,981 units, a growth of 32%. While we saw a healthy festive season, we faced supply challenges on select parts during the month. We are keeping a close watch and taking appropriate steps to mitigate the challenges".

Passenger Vehicles Sales Summary (Domestic) – November 2023

Passenger Vehicles Sales Summary (Domestic) –November 2023						
Category	November			YTD November		
	F24	F23	% Change	F24	F23	% Change
Utility Vehicles	39,981	30238	32%	298593	229516	30%
Cars + Vans	0	154	-100%	10	1897	-99%
Passenger Vehicles	39,981	30392	32%	298603	231413	29%

Commercial Vehicles and 3 Wheelers Sales Summary (Domestic) –November 2023						
Category	November			YTD November		
	F24	F23	% Change	F24	F23	% Change
LCV < 2T *	4083	2643	54%	29047	28813	1%
LCV 2 T – 3.5 T	17284	16193	7%	140361	129181	9%
LCV > 3.5T + MHCV	844	755	12%	8278	5653	46%
3 Wheelers (including electric 3Ws) *	6568	5198	26%	55196	35859	54%

Exports – November 2023						
Category	November			YTD November		
	F24	F23	% Change	F24	F23	% Change
Total Exports *	1816	3122	-42%	17986	21633	-17%

* Includes sales made by subsidiary company Mahindra Last Mile Mobility Limited w.e.f. September 01, 2023

About Mahindra

Founded in 1945, the Mahindra Group is one of the largest and most admired multinational federation of companies with 260,000 employees in over 100 countries. It enjoys a leadership position in farm equipment, utility vehicles, information technology and financial services in India and is the world’s largest tractor company by volume. It has a strong presence in renewable energy, agriculture, logistics, hospitality and real estate.

The Mahindra Group has a clear focus on leading ESG globally, enabling rural prosperity and enhancing urban living, with a goal to drive positive change in the lives of communities and stakeholders to enable them to Rise.

Learn more about Mahindra on www.mahindra.com / Twitter and Facebook: @MahindraRise/ For updates subscribe to <https://www.mahindra.com/newsroom>

Media contact information

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Automotive & Farm Equipment Sector
Mahindra & Mahindra Limited
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Press Release

Mahindra’s Farm Equipment Sector Sells 31,069 Units in India during November 2023

Mumbai, December 01, 2023: Mahindra & Mahindra Ltd.’s Farm Equipment Sector (FES), part of the Mahindra Group, today announced its tractor sales numbers for November 2023.

Domestic sales in November 2023 were at **31,069** units, as against **29,180** units during November 2022.

Total tractor sales (Domestic + Exports) during November 2023 were at **32,074** units, as against **30,528** units for the same period last year. Exports for the month stood at **1,005** units.

Commenting on the performance, **Hemant Sikka, President – Farm Equipment Sector, Mahindra & Mahindra Ltd.** said *“We have sold 31069 tractors in the domestic market during November 2023, a growth of 6% over last year. The festive season saw high demand pull in the domestic market, supported by Kharif harvest realisations, with retails being strong during Dhanteras and Diwali. Terms of trade continue to be favourable for farmers; while rural spending by Government and progress in Rabi sowing are the factors to watch out for. In the exports market, we have sold 1005 tractors.”*

Farm Equipment Sector Summary						
	November			Cumulative Nov		
	F24	F23	% Change	F24	F23	% Change
Domestic	31069	29180	6%	279129	282024	-1%
Exports	1005	1348	-25%	8475	12547	-32%
Total	32074	30528	5%	287604	294571	-2%

*Exports include CKD

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Media contact information

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