

### Mahindra & Mahindra Ltd.

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REF:NS:SEC: 1st March, 2016

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

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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.

Sleeval-

Yours faithfully, For MAHINDRA & MAHINDRA LIMITED

NARAYAN SHANKAR COMPANY SECRETARY

Encl: a/a

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Press Release

For Immediate Dissemination

# Mahindra's Auto Sector sells 44,002 units during February 2016

Registers a 26% growth in Passenger Vehicles and an overall growth of 16%

Mumbai, March 1, 2016: Mahindra & Mahindra Ltd. (M&M Ltd.), India's leading SUV manufacturer, today announced its auto sales numbers which stood at 44,002 units during February 2016 as against 38,030 units during February 2015, representing a growth of 16%.

The Passenger Vehicles segment (which includes UVs, Cars and Vans) sold 23,718 units in February 2016 as against 18,817 units during February 2015, a growth of 26%. The company's domestic sales stood at 41,348 units during February 2016 as against 34,918 units during February 2015. In February 2016, the Medium and Heavy Commercial Vehicles segment sold 479 units, registering a growth of 47%.

Exports for February 2016 stood at 2,654 units.

Speaking on the auto sales performance for February 2016, Pravin Shah, President & Chief Executive (Automotive), M&M Ltd. said, "At Mahindra we are happy to have achieved an overall growth of 16% during February 2016 on the back of strong performance by our range of passenger and commercial vehicles. The imposition of an Infrastructure Cess of 1% to 4% for passenger vehicles, as announced in the Union Budget, would increase prices of automotive products immediately. An increasing number of duties levied on automobiles is a cause of concern and we see the need for GST sooner than later. However we need to take it positively, in view of the strong emphasis laid on rural, agri and infrastructure plans for sound, sustainable and inclusive growth in the economy and to spur the much needed demand."

# Sales Summary February 2016

	February			YTD February		
	F16	F15	% Change	F16	F15	% Change
Passenger Vehicles	23718	18817	26%	209422	201785	4%
Utility Vehicles	22612	17805	27%	196888	186165	6%
Cars + Vans	1106	1012	9%	12534	15620	-20%





Commercial Vehicles	13864	11945	16%	149345	139722	7%
LCV < 3.5T	12919	11214	15%	138924	131884	5%
LCV > 3.5T	466	405	15%	5595	4812	16%
MHCV	479	326	47%	4826	3026	59%
3W	3766	4156	-9%	50331	51956	-3%
Total Domestic Sales	41348	34918	18%	409098	393463	4%
Total Exports	2654	3112	-15%	32282	26177	23%
Total Sales (Domestic + Export)	44002	38030	16%	441380	419640	5%

## Mahindra Group:

The Mahindra Group focuses on enabling people to rise through solutions that power mobility, drive rural prosperity, enhance urban lifestyles and increase business efficiency.

A USD 16.9 billion multinational group based in Mumbai, India, Mahindra provides employment opportunities to over 200,000 people in over 100 countries. Mahindra operates in the key industries that drive economic growth, enjoying a leadership position in tractors, utility vehicles, information technology, financial services and vacation ownership. In addition, Mahindra enjoys a strong presence in the agribusiness, aerospace, components, consulting services, defence, energy, industrial equipment, logistics, real estate, retail, steel, commercial vehicles and two wheeler industries.

In 2015, Mahindra & Mahindra was recognized as the Best Company for CSR in India in a study by the Economic Times. In 2014, Mahindra featured on the Forbes Global 2000, a comprehensive listing of the world's largest, most powerful public companies, as measured by revenue, profit, assets and market value. The Mahindra Group also received the Financial Times 'Boldness in Business' Award in the 'Emerging Markets' category in 2013.

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#### Press Release

#### For Immediate Dissemination

# Mahindra Tractors sells 12,702 units in India in February 2016

Mumbai, March 1, 2016: Mahindra & Mahindra Ltd.'s Farm Equipment Sector (FES), a part of the USD 16.9 billion Mahindra Group, today announced its sales numbers for February 2016.

Domestic sales in February 2016 stood at 12,702 units, as against 10,267 units during February 2015. Total tractor sales (domestic + exports) during February 2016 stood at 13,574 units, as against 11,437 units for the same period last year. Exports for the month stood at 872 units.

Commenting on the month's performance, Rajesh Jejurikar, President and Chief Executive - Farm Equipment and Two Wheelers, Mahindra & Mahindra Ltd. said, "We have sold 12,702 tractors in February 2016 in the domestic market registering a growth of 24%. We believe that the increased allocation for agriculture and rural infrastructure in this annual budget coupled with increased MSP for Rabi crops would generate positive sentiment and drive growth going forward. In exports we sold 872 units during the last month."

	FARM EQUIPMENT SECTOR (vs PY)							
		Feb		Cumulative Feb				
	F15	F16	%Change	F15	F16	%Change		
Domestic	10267	12702	24%	209765	188115	-10%		
Exports	1170	872	-25%	12006	10794	-10%		
Total	11437	13574	19%	221771	198909	-10%		

## About Mahindra





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