

Mahindra & Mahindra Ltd.
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REF:NS:SEC: 1st July, 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.

Yours faithfully, For MAHINDRA & MAHINDRA LIMITED

NARAYAN SHANKAR COMPANY SECRETARY

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Encl: a/a

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Press Release

For Immediate Dissemination

Mahindra's Auto Sector sells 39011 units during June 2016, registers a growth of 11% during the first quarter

Mumbai, July 1, 2016: Mahindra & Mahindra Ltd. (M&M Ltd.), India's leading SUV manufacturer, today announced its auto sales numbers which stood at 39011 units during June 2016 as against 36134 units during June 2015, representing a growth of 8%.

The Passenger Vehicles segment (which includes UVs, Cars and Vans) sold 17070 units in June 2016 as against 15880 units during June 2015, a growth of 7%. The company's domestic sales stood at 34991 units during June 2016 as against 33282 units during June 2015. In June 2016, the Medium and Heavy Commercial Vehicles segment sold 517 units, registering a growth of 28%.

Exports for June 2016 stood at 4020 units registering a healthy growth of 41%.

Speaking on the auto sales performance for June 2016, Pravin Shah, President & Chief Executive (Automotive), M&M Ltd. said, "At Mahindra, we are happy to have achieved an overall growth of 11% during the first quarter of the current financial year despite various challenges. With the advent of a good monsoon, which we are currently witnessing, we hope to see improved sentiments and a buoyancy in demand thereby enhancing rural prosperity. We do hope that the Honorable Supreme Court while taking a decision on diesel vehicles ban in NCR region will take cognizance of all the facts including the role that the automotive industry plays in the country's industrial growth."

Sales Summary June 2016

	June			YTD June		
	F17	F16	% Change	F17	F16	% Change
Passenger Vehicles	17070	15880	7%	59360	53479	11%
Utility Vehicles	15777	14433	9%	55909	49354	13%
Cars + Vans	1293	1447	-11%	3451	4125	-16%
Commercial Vehicles	13540	12737	6%	39596	35473	12%
LCV < 3.5T	11955	11507	4%	35641	32450	10%
LCV > 3.5T	1068	826	29%	2465	2016	22%
MHCV	517	404	28%	1490	1007	48%
3W	4381	4665	-6%	12005	12166	-1%
Total Domestic Sales	34991	33282	5%	110961	101118	10%
Total Exports	4020	2852	41%	10569	8449	25%
Total Sales (Domestic + Export)	39011	36134	8%	121530	109567	11%



About Mahindra

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 17.8 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 <u>tractors</u>, <u>utility vehicles</u>, <u>information technology</u>, <u>financial services</u> and <u>vacation ownership</u>. In addition, Mahindra enjoys a strong presence in the agribusiness, aerospace, components, consulting services, <u>defence</u>, energy, industrial equipment, logistics, <u>real estate</u>, retail, steel, <u>commercial vehicles</u> and <u>two wheeler</u> 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 28797 units in India during June 2016

Mumbai, July 1, 2016: Mahindra & Mahindra Ltd.'s Farm Equipment Sector (FES), a part of the USD 17.8 billion Mahindra Group, today announced its sales numbers for June 2016.

Domestic sales in June 2016 were at 28797 units, as against 23899 units during June 2015. Total tractor sales (domestic + exports) during June 2016 were at 30191 units, as against 25090 units for the same period last year. Exports for the month stood at 1394 units.

Commenting on the month's performance, Rajesh Jejurikar, President and Chief Executive - Farm Equipment and Two Wheeler Division, Mahindra & Mahindra Ltd. said, "We have sold 28797 tractors in the domestic market during June 2016, with a growth of 20% over June 2015. Expectations of good monsoon coupled with higher MSPs will drive sentiment thus positively impacting tractor demand. In the export market, we sold 1394 tractors with a growth of 17% over June 2015".

	FARM EQUIPMENT SECTOR								
		June		Cumulative June					
	F16	F17	%Change	F16	F17	%Change			
Domestic	23899	28797	20%	59150	71649	21%			
Exports	1191	1394	17%	3208	2946	-8%			
Total	25090	30191	20%	62358	74595	20%			

^{*}Exports include CKD



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