

REF:NS:SEC:

1<sup>st</sup> July, 2017

**National Stock Exchange of India Limited**  
"Exchange Plaza", 5<sup>th</sup> 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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Press Release

## Mahindra's Auto Sector Sells 35,716 vehicles during June 2017

**Mumbai, July 1, 2017:** Mahindra & Mahindra Ltd. (M&M Ltd.), India's leading SUV manufacturer, today announced its auto sales performance for June 2017 which stood at 35,716 vehicles, compared to 39,009 vehicles during June 2016.

The Passenger Vehicles segment (which includes UVs, Cars and Vans) sold 16,170 vehicles in June 2017 as against 17,070 vehicles during June 2016. The company's domestic sales stood at 33,861 vehicles during June 2017, as against 34,989 vehicles during June 2016. In June 2017, the Medium and Heavy Commercial Vehicles segment sold 700 vehicles. Exports for June 2017 stood at 1,855 vehicles.

Commenting on the performance, **Rajan Wadhwa, President, Automotive Sector, M&M Ltd.** said, "At Mahindra's Auto Division, while our domestic sales for June registered a de-growth of 3%, for the first quarter we grew by 1%. Our CVs grew by 17% in the first quarter and 12% in June 2017. Additionally the MHCV segment also registered a growth of 35% during the month. Our focus has been to minimise channel stocks to reduce the transition losses, on account of GST implementation. We are closely observing GST and strongly believe that once we tide over the initial uncertainties, GST is set to usher in a new era for the economy in general and the automotive industry in particular. Going forward, we expect that our wide product portfolio will drive our growth".

### Sales Summary June 2017

	June			YTD June		
	F18	F17	% Change	F18	F17	% Change
<b>Passenger Vehicles</b>	16170	17070	-5%	55785	59360	-6%
<b>Utility Vehicles</b>	15388	15777	-2%	53082	55909	-5%
<b>Cars + Vans</b>	782	1293	-40%	2703	3451	-22%
<b>Commercial Vehicles</b>	15131	13538	12%	46452	39594	17%
<b>LCV &lt; 3.5T</b>	13538	11955	13%	43009	35641	21%
<b>LCV &gt; 3.5T</b>	893	1066	-16%	2027	2463	-18%
<b>MHCV</b>	700	517	35%	1416	1490	-5%
<b>3W</b>	2560	4381	-42%	10055	12005	-16%
<b>Total Domestic Sales</b>	33861	34989	-3%	112292	110959	1%
<b>Total Exports</b>	1855	4020	-54%	4676	10569	-56%
<b>Total Sales (Domestic + Export)</b>	35716	39009	-8%	116968	121528	-4%

### About Mahindra

The Mahindra Group is a USD 19 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 has 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, components, commercial vehicles, consulting services, energy, industrial equipment, logistics, real estate, steel, aerospace, defence and two wheelers. Headquartered in India, Mahindra employs over 200,000 people across 100 countries.

Learn more about Mahindra on [www.mahindra.com](http://www.mahindra.com) / Twitter and Facebook: @MahindraRise

**Media contact information:**

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Press Release

## Mahindra Tractors sells 31,522 units in India during June 2017

**Mumbai, July 1, 2017:** Mahindra & Mahindra Ltd.'s Farm Equipment Sector (FES), a part of the USD 19 billion Mahindra Group, today announced its tractor sales numbers for June 2017.

Domestic sales in June 2017 were at 31,522 units, as against 28,797 units during June 2016. Total tractor sales (domestic + exports) during June 2017 were at 32,933 units, as against 30,191 units for the same period last year. Exports for the month stood at 1,411 units.

Commenting on the month's performance, **Rajesh Jejurikar, President - Farm Equipment Sector, Mahindra & Mahindra Ltd.** said, "We have sold 31,522 tractors in the domestic market during June 2017, a growth of 9% over last year. With the healthy spread of the monsoon and good sowing in progress across the country, we are hopeful of a good agricultural output, leading to improved market sentiment. In the exports market, we sold 1,411 tractors."

	<b>FARM EQUIPMENT SECTOR</b>					
	<b>June</b>			<b>Cumulative June</b>		
	<b>F17</b>	<b>F18</b>	<b>%Change</b>	<b>F17</b>	<b>F18</b>	<b>%Change</b>
<b>Domestic</b>	28797	31522	<b>9%</b>	71649	81178	<b>13%</b>
<b>Exports</b>	1394	1411	<b>1%</b>	2946	3355	<b>14%</b>
<b>Total</b>	30191	32933	<b>9%</b>	74595	84533	<b>13%</b>

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