

REF:NS:SEC:

1st July, 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

D:\SERVER BACKUP\M&M Data Server Backup\Stock-Exchange\SE - Press Release - Mahindra's Auto & Tractor (01.07.2019).docx

Mahindra Auto registers 8% growth in Utility Vehicles segment in June 2019

- Mahindra's Passenger Vehicles segment grows 4% in June 2019
- Growth led by its 3 recent product launches, in an otherwise slow market

Mumbai, July 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 June 2019. M&M sold **17,723** Utility Vehicles in June 2019, a growth of **8%** over June 2018.

The Passenger Vehicles (PV) segment (which includes UVs, Cars and Vans) sold **18,826** vehicles in June 2019, as against **18,137** vehicles during the same period last year, a growth of **4%**.

In the Commercial Vehicles segment, the company sold **16,394** vehicles in June 2019, as against **19,229** vehicles in June 2018.

In the Medium and Heavy Commercial Vehicles segment, M&M sold **705** vehicles for the month. Exports for June 2019 stood at **3,076** vehicles.

The company's Auto Sector overall sales (Domestic + Exports) stood at **42,547** vehicles, compared to **45,155** vehicles during June 2018.

Commenting on the monthly performance, **Veejay Ram Nakra, Chief of Sales and Marketing, Automotive Division, M&M Ltd.** said, "The market sentiment continued to remain subdued, especially in the Passenger Vehicles segment. At Mahindra, we are happy to register a growth of 4% in the Passenger Vehicles segment and 8% in the Utility Vehicles segment, on the back of our three recent product launches. Further, we continued to correct our channel inventory both in the personal and commercial vehicle segments in June 2019."

Sales Summary June 2019

Category	June			YTD June		
	F20	F19	% Change	F20	F19	% Change
Passenger Vehicles	18826	18137	4%	59400	60779	-2%
Utility Vehicles	17723	16408	8%	56095	56074	0%
Cars* + Vans	1103	1729	-36%	3305	4705	-30%
Commercial Vehicles	16394	19229	-15%	51594	56940	-9%
LCV < 3.5T	14863	17125	-13%	47468	51383	-8%
LCV > 3.5T	826	996	-17%	2310	2393	-3%
MHCV	705	1108	-36%	1816	3164	-43%
3W	4251	4323	-2%	13136	13005	1%
Total Domestic Sales	39471	41689	-5%	124130	130724	-5%
Total Exports	3076	3466	-11%	7559	9376	-19%
Total Sales (Domestic + Export)	42547	45155	-6%	131689	140100	-6%

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

About Mahindra

The Mahindra Group is a USD 20.7 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 enjoys 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, aerospace, commercial vehicles, components, defense, logistics, real estate, renewable energy, speedboats and steel, amongst other businesses. Headquartered in India, Mahindra employs over 2,40,000 people across 100 countries.

Learn more about Mahindra on www.mahindra.com / Twitter and Facebook: @MahindraRise

Media contact information

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Press Release

Mahindra’s Farm Equipment Sector Sells 31,879 Units in India during June 2019

Mumbai, July 1, 2019: Mahindra & Mahindra Ltd.’s Farm Equipment Sector (FES), a part of the USD 20.7 billion Mahindra Group, today announced its tractor sales numbers for June 2019.

Domestic sales in June 2019 were at **31,879** units, as against **39,277** units during June 2018. Total tractor sales (domestic + exports) during June 2019 were at **33,094** units, as against **40,529** units for the same period last year. Exports for the month stood at **1,215** units.

Commenting on the performance, **Rajesh Jejurikar, President - Farm Equipment Sector, Mahindra & Mahindra Ltd.** said, “We have sold 31,879 tractors in the domestic market during June 2019. Tractor demand remained sluggish in June. We hope that the onset of monsoon and the upcoming Union Budget allocations to the rural and agri sectors will drive positive sentiment in the coming months. In the export market, we have sold 1,215 tractors.”

Farm Equipment Sector						
	June			Cumulative June		
	F19	F20	%Change	F19	F20	%Change
Domestic	39277	31879	-19%	97360	82913	-15%
Exports	1252	1215	-3%	3424	3437	0%
Total	40529	33094	-18%	100784	86350	-14%

*Exports include CKD

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