

## Q4F2018 - M&M + MVML Results

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**Q4 M&M + MVML Revenue at Rs. 13189 crore up by 26%**

**Q4 M&M + MVML PAT after (EI) at Rs. 1155 crore up by 50%**

**Mumbai, 29th May 2018:** The Board of Directors of Mahindra and Mahindra Limited today announced the financial results for the quarter ended 31st March 2018 of the company and the audited results for the year ended 31st March 2018 for the company and the consolidated Mahindra Group.

### Q4F2018 – M&M + MVML\* Results

	Q4 F2018 Rs. Crore	Q4 F2017 Rs. Crore	Growth YOY
Revenues and Other Income	13355	10795	24%
Profit from ordinary activities before tax (before EI)	1672	931	80%

Profit from ordinary activities after tax (before EI)	1107	677	64%
Profit from ordinary activities after tax (after EI)	1155	770	50%
OPM	15.1	11.2	
Vehicles sold (Nos)	156453	130778	20%
Tractors sold (Nos)	66885	46583	44%
Exports (vehicles and tractors) (Nos)	12459	10939	14%

For the year F2018, improvement in overall economic sentiment, two consecutive years of normal monsoon, Government's focus on development of Agri and Rural sectors, with continued investment in Infrastructure, coupled with easy availability of affordable finance, helped drive the demand for the automotive as well as the tractor industry.

For Q4 F2018, the domestic auto industry (excluding 2W) grew 19%, with the passenger vehicles reporting a growth of 7% and the UV segment a growth of 25%. The domestic tractor industry witnessed a very high growth of 44%. In Q4 F2018, the domestic Automotive volume for the company grew 20% while the domestic tractor volumes grew 44%.

For the full year F2018, the company continued to be the 3rd largest passenger vehicle company, the 2nd largest commercial vehicle company and the largest small commercial vehicle (LCV < 3.5T) company in India. Domestic sales crossed the 5,00,000 mark after a gap of five years. The

company achieved its highest ever sales for Scorpio and Pik-Ups this year and Bolero volumes crossed 1 million since launch. Also, in F2018, the company recorded its highest ever tractor volumes for both domestic and export, and retained the leadership position for the 35th consecutive year.

**Outlook:**

Economic activity is expected to gather pace as the transitory effects of implementation of the goods and services tax (GST) recede. This outlook will also be lifted by tailwinds from normal rainfall with the weather bureau forecasting a 'normal' monsoon for the third successive year in its first stage long range forecast. While the spatial and temporal distribution remain to be seen, well spread out rainfall is likely to have a salutary impact on the overall demand conditions. However, rising crude oil prices, which have already risen noticeably, call for greater prudence.

Global growth backdrop too remains benign with the synchronised cyclical rebound. However, escalation in geo-political risks, trade frictions, tightening monetary conditions, and higher crude oil prices could pose downside risks to global trade and demand growth outlook.

F2018 – M&M + MVML Results

	F2018 Rs. Crore	F2017 Rs. Crore	Growth YOY
Revenues and Other Income	48529	42584	14%
Profit from ordinary activities before tax (before EI)	6182	4694	32%

Profit from ordinary activities after tax (before EI)	4190	3394	23%
Profit from ordinary activities after tax (after EI)	4623	3924	18%
OPM	14.8	13.1	

#### F2018 – M&M Standalone results

	Q4 F2018 Rs. Crore	Q4 F2017 Rs. Crore	F2018 Rs. Crore	F2017 Rs. Crore
Revenues and Other Income	13479	12358	50481	48729
Profit from ordinary activities after tax (before EI)	1011	528	3922	3113
Profit from ordinary activities after tax (after EI)	1059	622	4356	3643

**The Board of Directors has recommended a post bonus dividend of Rs. 7.50 (150%) per share of face value Rs. 5.00 (previous year pre bonus Rs. 13.00 (260%) per share of face value Rs. 5.00 each) and will be paid to those shareholders whose names stand registered in the books of the company as on the book closure date.**

## F2018 – Group Consolidated Results

	F2018 Rs. Crore	F2017 Rs. Crore	Growth YOY
Revenues and Other Income	93896	89713	5%
Profit after tax after Non- Controlling Interest (before EI)	5050	3270	54%
Profit after tax after Non- Controlling Interest (after EI)	7510	3698	103%

A full summation of Gross Revenues and other income of all the group companies taken together for the whole year F2018 is **Rs. 133,847crore (USD 20.7billion)**.

**Note:** Translation of rupee to dollar is a convenience translation at the average exchange rate for the twelve month period ended 31st March 2018.

### 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 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, defence, logistics, real estate, renewable energy, speedboats and steel, amongst

other businesses. Headquartered in India, Mahindra employs over 2,40,000 people across 100 countries.

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