

Analyst Conference

May 29, 2015

V S Parthasarathy

Group CFO





Key Theme

**Economy:
Global & Local**

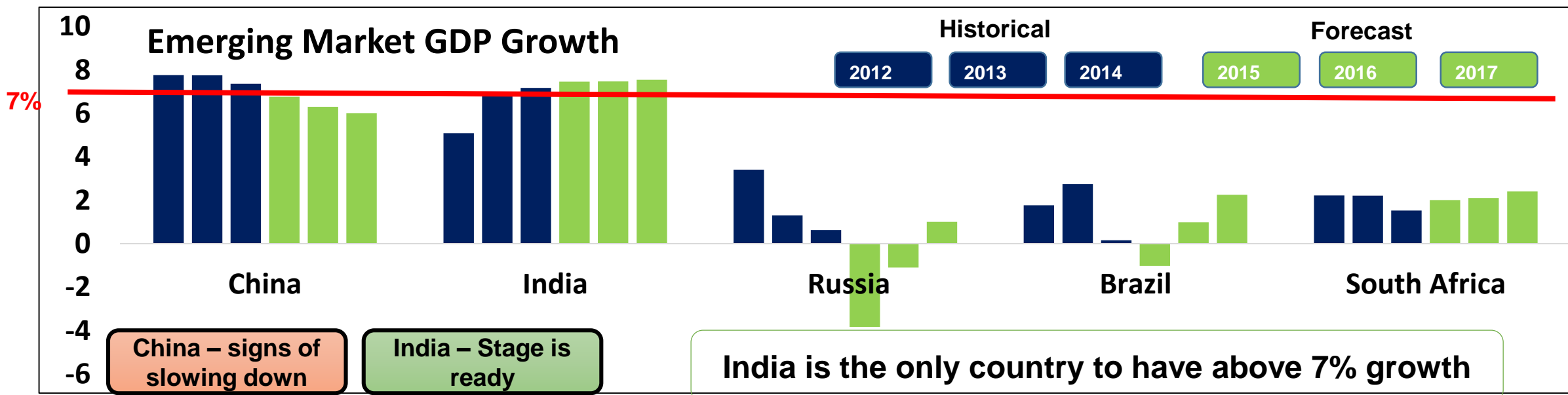
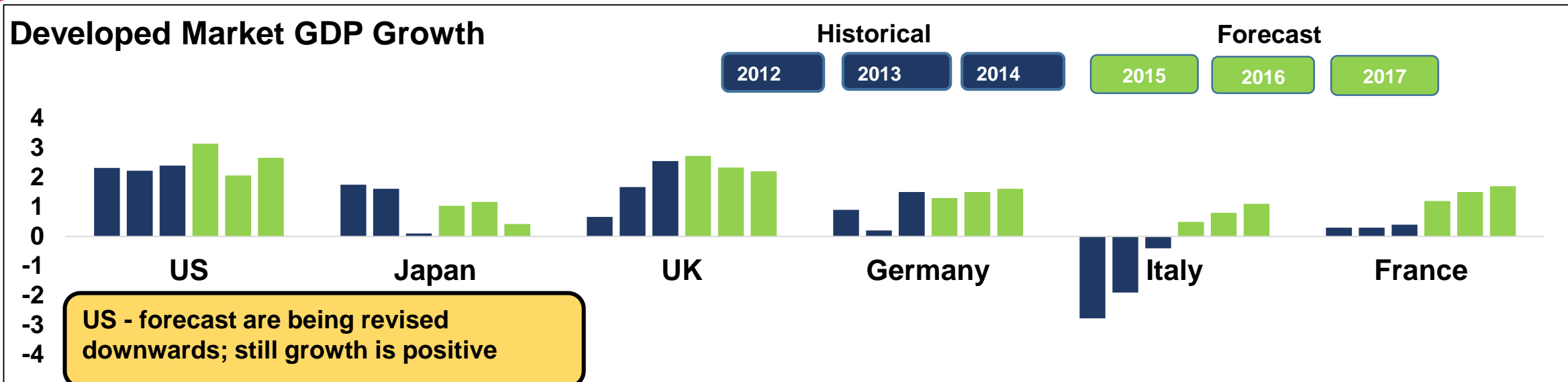
**Mahindra's
resilience**

**Financial
Performance**

**The Mahindra
Way**

**Milestone &
Achievement**

Global Economy – Mixed signals



World Financial Market - key action

**Quantitative Easing -
Divergent monetary path**



US discontinued QE



Japan & Europe have started



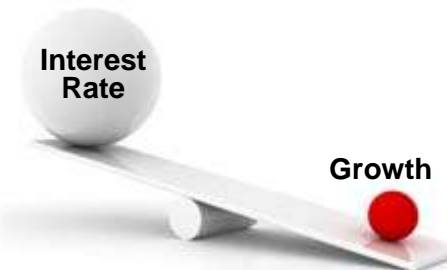
**Interest Rate Scenario -
Push for growth**



Fed likely to increase interest rates

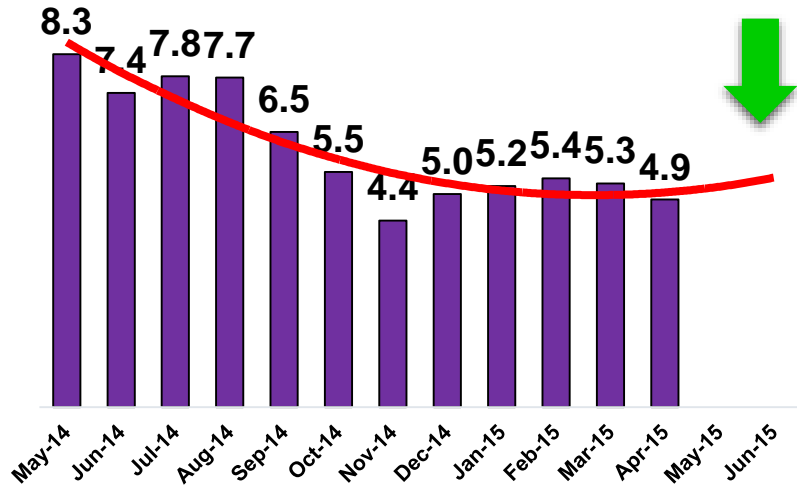


**India to decrease, Japan & Europe to
continue lower rate**

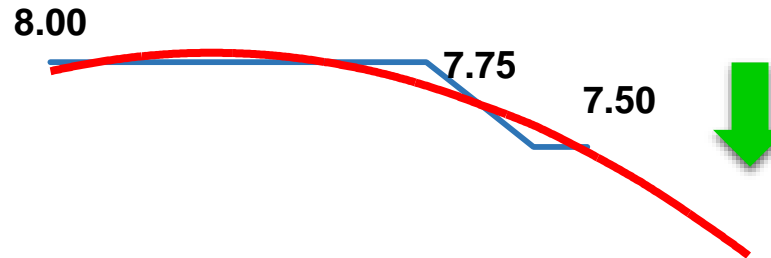


India on path, directed by government focus

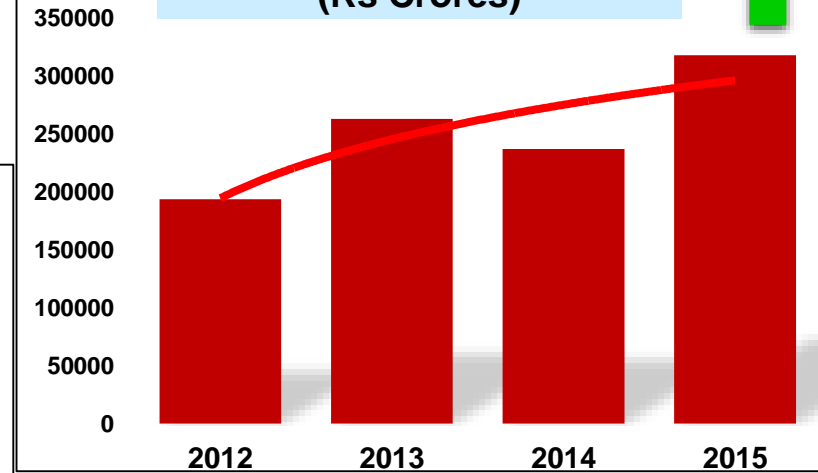
India Inflation (% Change Y-O-Y)



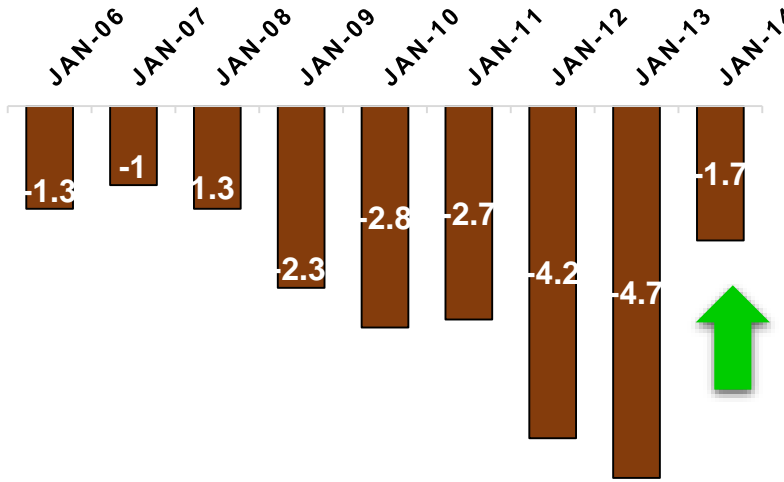
India Interest Rate (%Change Y-O-Y)



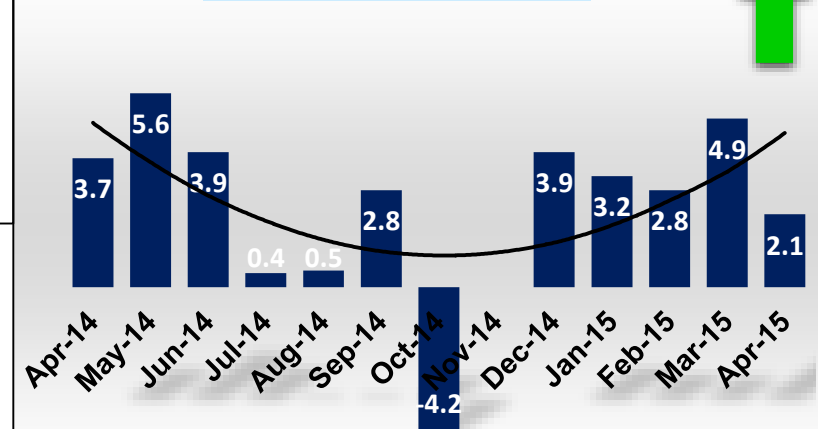
India's Infrastructure Budget (Rs Crores)



CAD (% TO GDP)

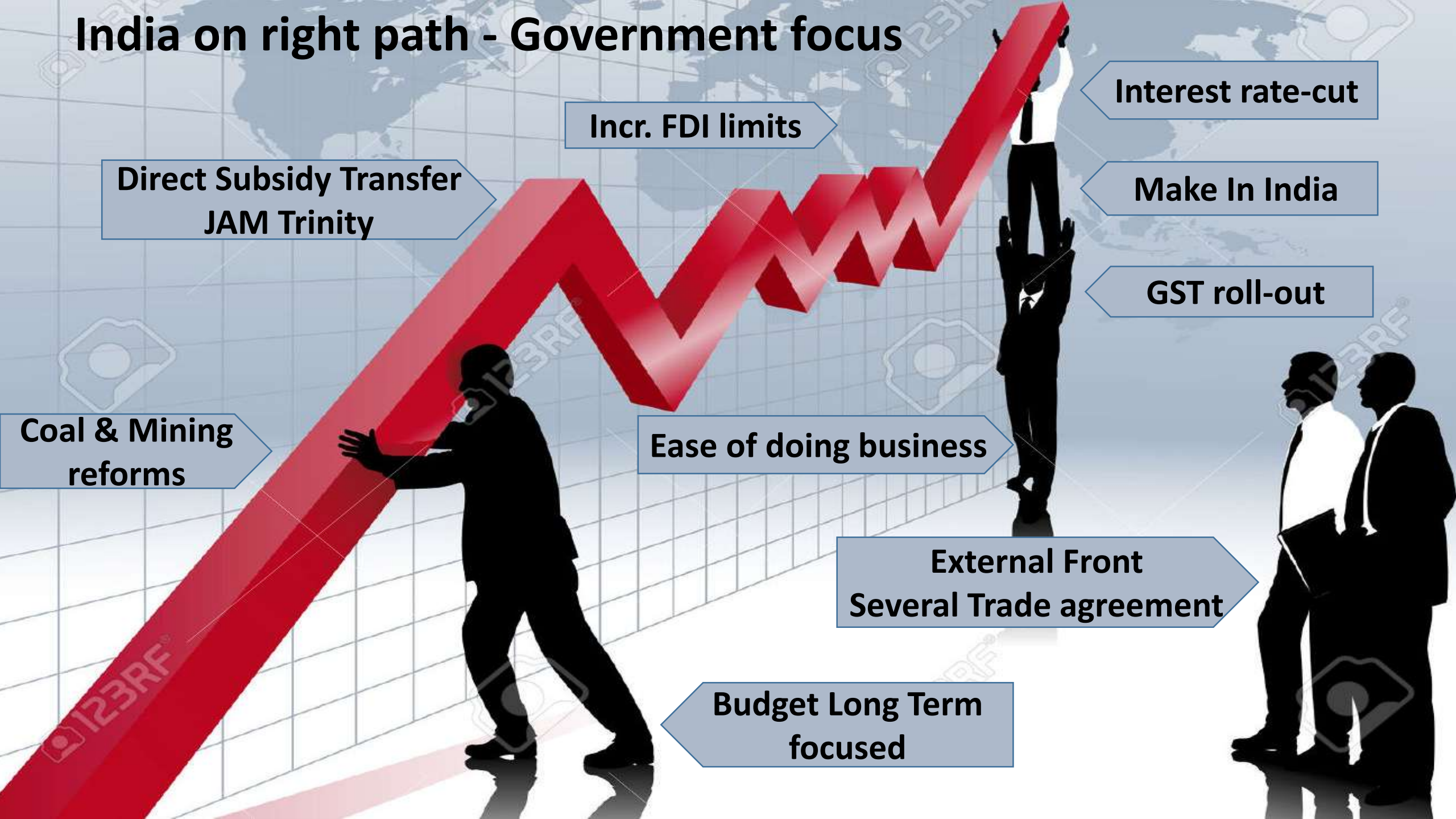


IIP (% Change Y-O-Y)



Rating outlook changed from 'Stable' to 'Positive' by Moody's

India on right path - Government focus



Direct Subsidy Transfer
JAM Trinity

Incr. FDI limits

Interest rate-cut

Make In India

GST roll-out

Ease of doing business

External Front
Several Trade agreement

Budget Long Term
focused

Coal & Mining
reforms

But...is the worst over?



- Is Lower Crude Prices sustainable?
- When shrinking inflation will translate to higher IIP?
- When we will see credit growth?
- Is the real effect of Fed action seen yet?
- Will the interest rate-cut by RBI reaches borrower?
- Rupee depreciation?
- Agri GDP?

Rural economy affected...



Unseasonal and erratic rainfall



Lower increase in MSP



High interest cost for most of the F15



Lower increase in non-agri income



Tractor Q4 F15 was worst in last 40 quarters—30% de-growth



Auto volume with Rural concentration impacted

In difficult times, Mahindra has shown resilience





Financials Snapshots

Quarterly Performance – M&M + MVML Snapshot

As presented to stock exchange

	Q4 FY 15	Q4 FY 14	
Total Income	9,123	10,048	↓ 9.2%
EBIDTA	1,004	1,282	↓ 21.7%
PAT	586	1,173	↓ 50.0%
OPM	11.0%	12.8%	

Exceptional & One time items

(Rs. Crs)

Particular	F14 Q4	F15 Q4	Diff
MTBD merger	298		(298)
Sale of Shares	53	37	(16)
One time items (Post-tax)	-	(68)	(68)
Total impact	351	(31)	(382)

Quarterly Performance – M&M + MVML Snapshot

Adjusted for one time & Exceptional Items

	Q4 FY 15	Q4 FY 14	
Total Income	9,123	10,048	↓ 9.2%
EBIDTA	1,073	1,282	↓ 16.3%
PAT	617	823	↓ 25.0%
OPM	11.8%	12.8%	

Demonstrated Resilience

(Rs. Crs)

M&M + MVML (Standalone)						
	Q3 F2009 Vs F2008		Change	Q4 F2015 Vs F2014		Change
AD Volumes	39025	50879	(23.3%)	1,23,169	1,36,478	(9.9%)
FES Volumes	22191	26318	(15.7%)	38,761	55,438	(30.1%)
Net Revenue	2,519	2,950	(14.6%)	9,123	10,048	(9.2%)
EBIDTA	39	339	(88.6%)	1,073	1,282	(16.3%)
OPM %	1.5%	11.5%		11.8%	12.8%	
PAT	1	405	(99.7%)	617	823	(25.0%)

Note: Adjusted for one time items & exceptional items.

Resilient & agile to face difficult situation....¹⁴

Segment Revenue & Results – Q4

(Adjusted for Exceptional & one time items)



AS

Segment Revenue	
Q4 F 15	6621
Q4 F 14	6890
% Inc/ (Dec)	(3.9)

Segment Result	
Q4 F 15	613
Q4 F 14	619
% Inc/ (Dec)	(1.0)



FES

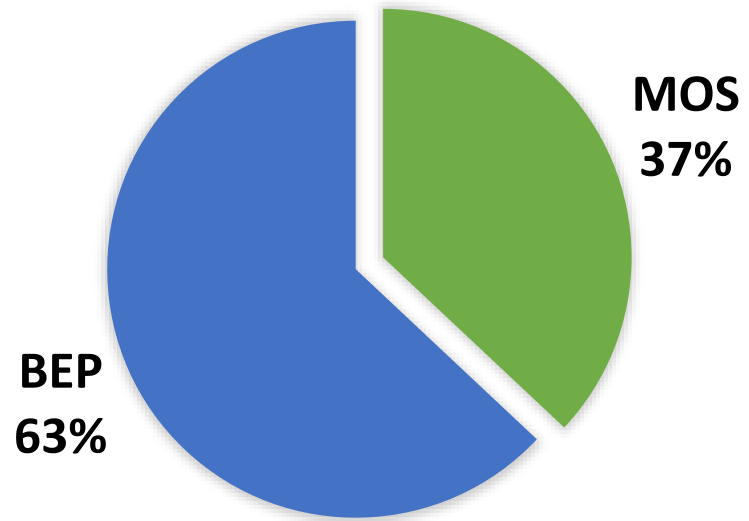
Segment Revenue	
Q4 F 15	2535
Q4 F 14	3188
% Inc/ (Dec)	(20.5)

Segment Result	
Q4 F 15	322
Q4 F 14	544
% Inc/ (Dec)	(40.8)

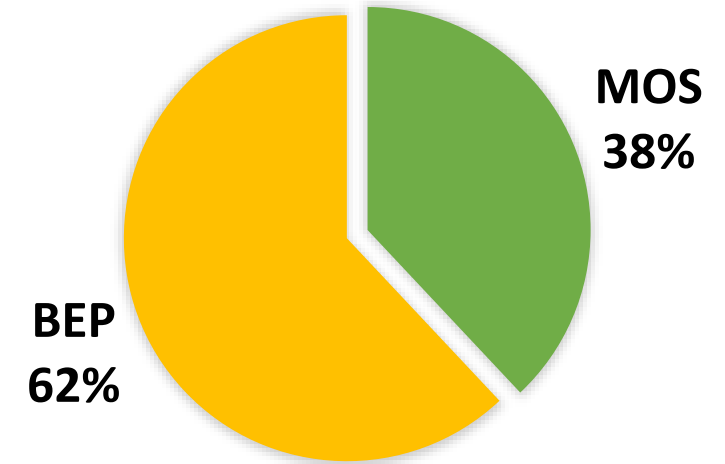


Margin of Safety Q4 F15 (%)

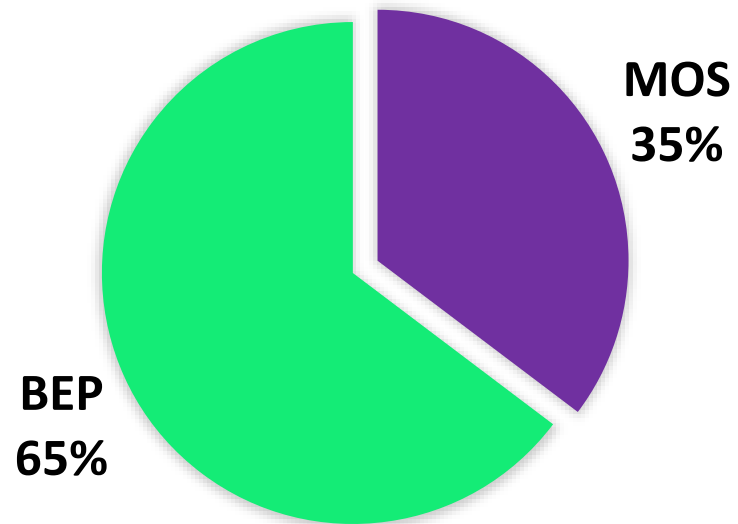
AD+MVML



FES



M&M+MVML



Yearly Performance – M&M + MVML Snapshot

As presented to stock exchange

	FY 15	FY 14	
Total Income	37,468	38,817	↓ 3.5%
EBIDTA	4,603	5,248	↓ 12.3%
PAT	3,423	3,905	↓ 12.3%
OPM	12.3%	13.5%	

Performance Indicators

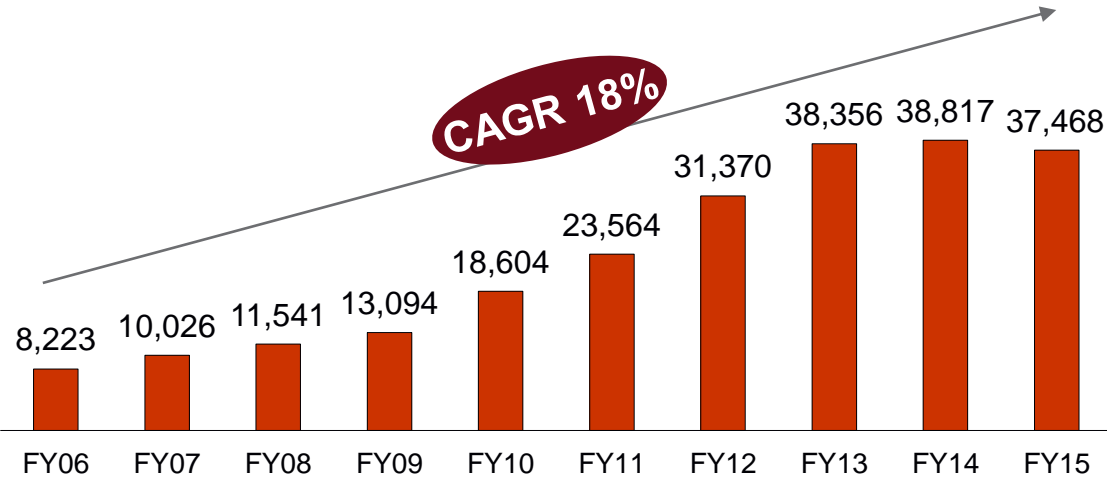
Particulars	F – 2015	F – 2014
OPM (%)	12.3	13.5
ROCE	18.8	22.8
Interest Coverage Ratio	15.2	14.9
Debt / Service Ratio	2.4	5.7
EPS (Basic) (Rs.)	58.0	66.2
Book Value (Rs.)	335.92	293.26

Strong Growth Trajectory

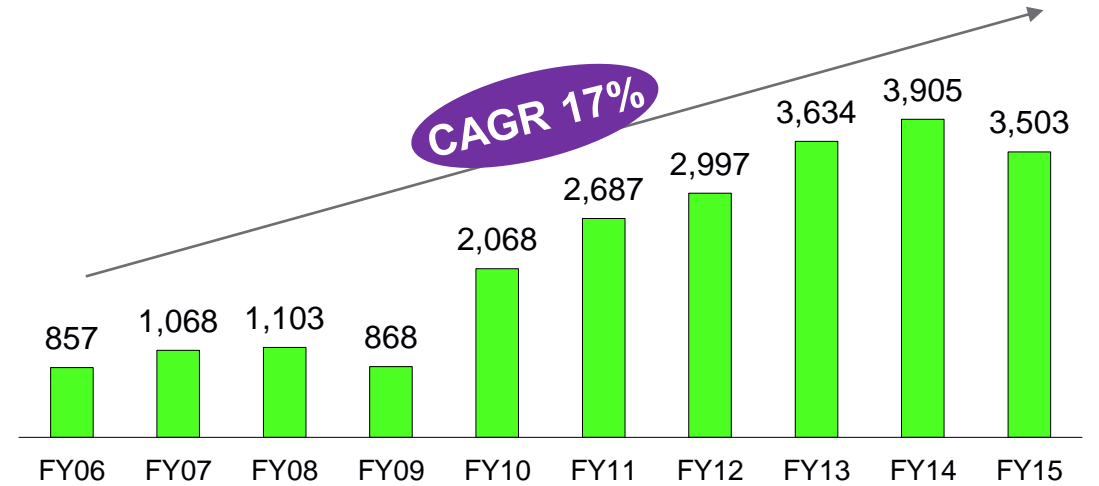
(Rs. Crs)

M&M + MVML (Standalone)

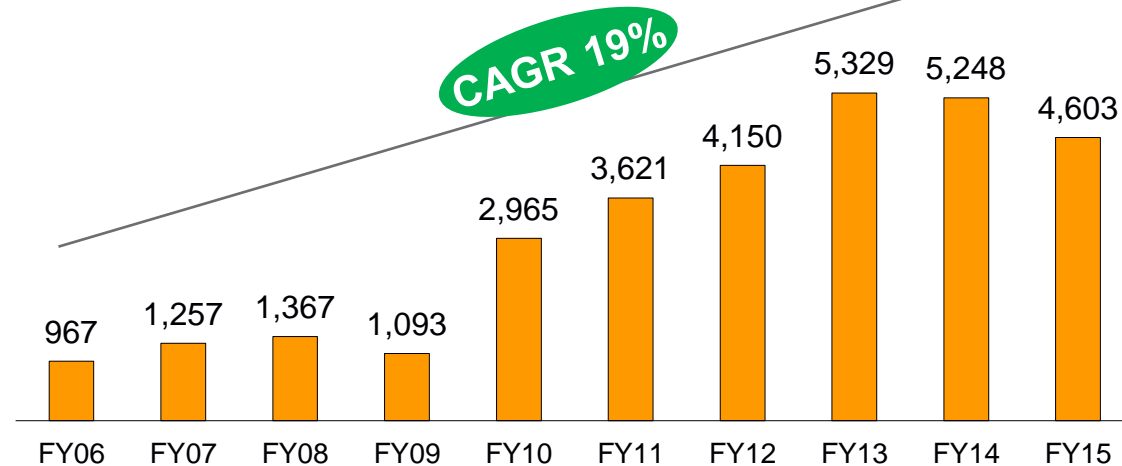
Net Revenue



PAT

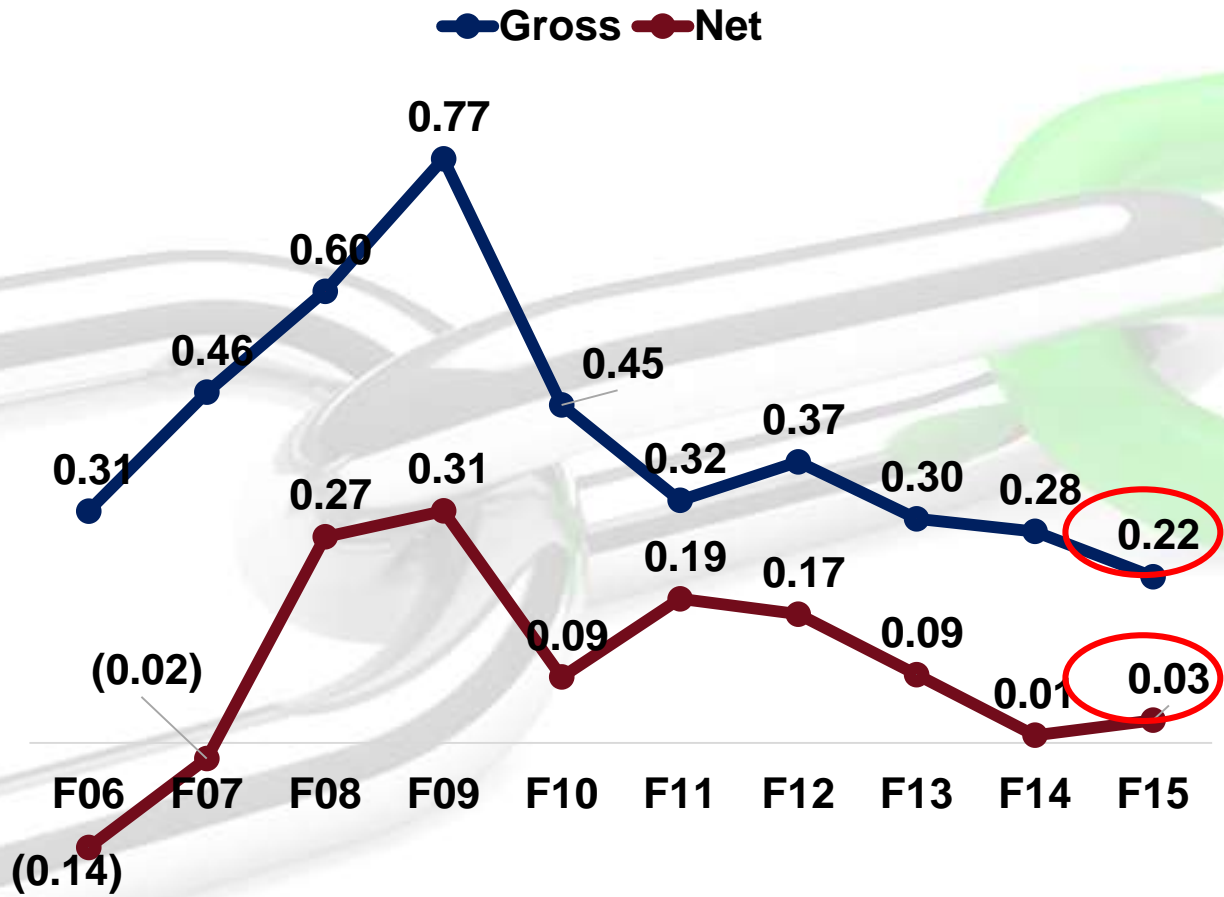


EBITDA

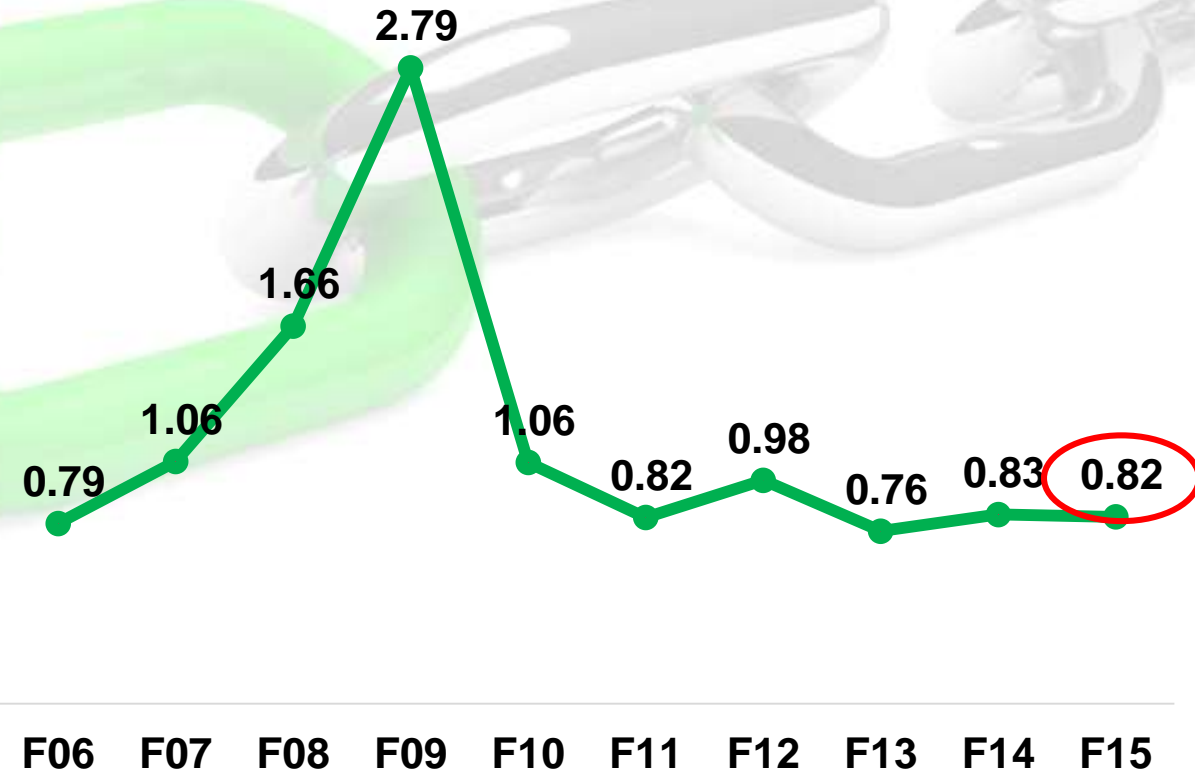


Robust Financial Risk Profile

DE Ratio M&M + MVML



Gearing Multiple M&M + MVML



Mahindra Rise.

India Ratings
& Research
A Fitch Group Company

29th May 2014

CARE Ratings
Professional Risk Opinion

7th August 2014

ICRA

8th September 2014

CRISIL
A STANDARD & POOR'S COMPANY

29th September 2014

Resilience in earnings despite cyclical
upturns/downturns

AAA

Mahindra
on the Rise.



We also demonstrated leadership resilience

Continued leadership

AUTOMOTIVE

Market leader in India, with 33% market share*

FARM

World's largest tractor company by units sold;
Market leader in India for >30 years with 41% share*

FINANCE

Largest rural NBFC in India

HOLIDAYS

India's No.1 Vacation Ownership company

IT

Top 5 IT service provider from India

PRE-OWNED CARS

India's largest multi-brand, pre-owned car company



We are leaders in most of our businesses

F-2015 Consolidated Result

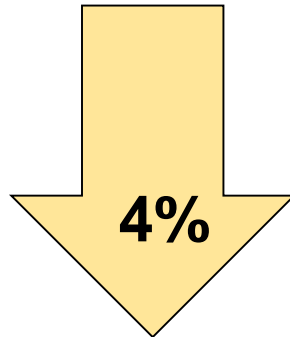


Financial Highlights

M&M Consolidated – FY 15 Vs FY 14

Total income

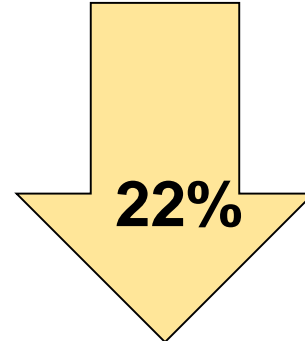
Rs. 78,736 crs



Rs. 76,015 crs

EBIDTA

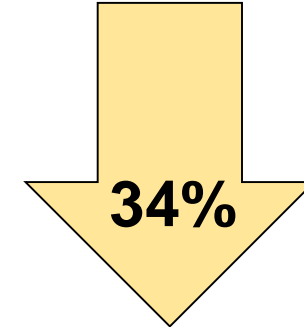
Rs. 7,843 crs



Rs. 6,150 crs

PAT before MI

Rs. 5,154 crs



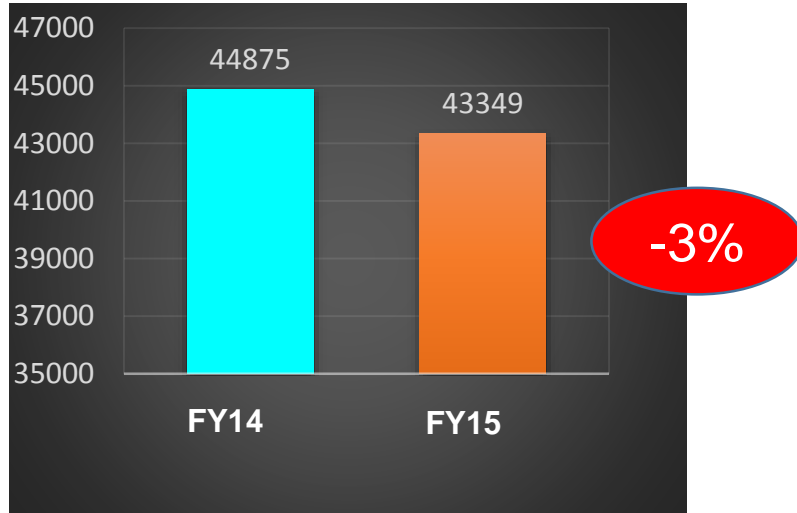
Rs. 3,382 crs



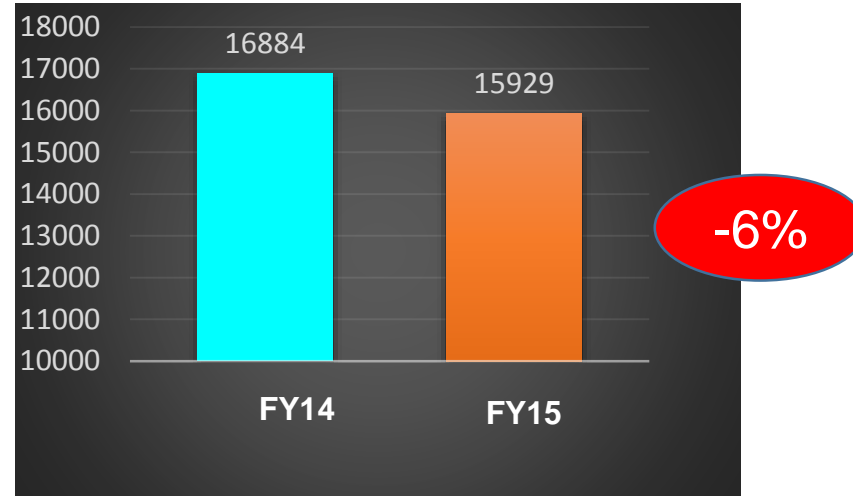
Consolidated Segment Report

Segment Revenue

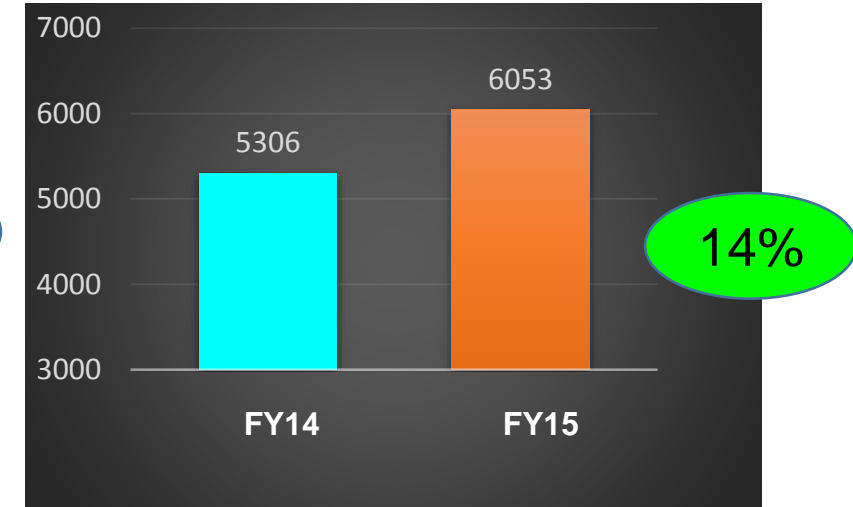
Automotive



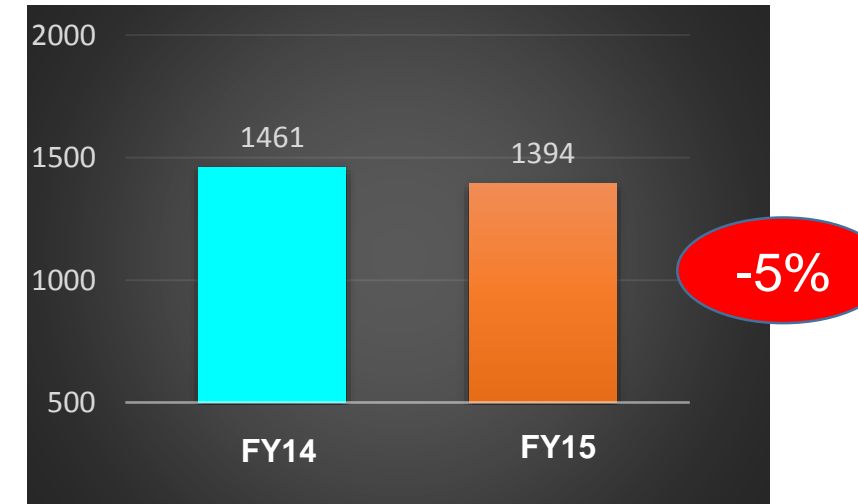
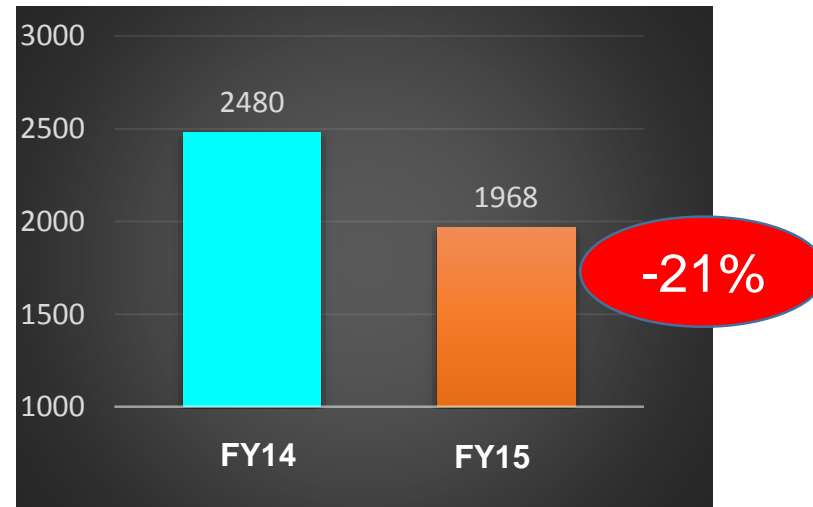
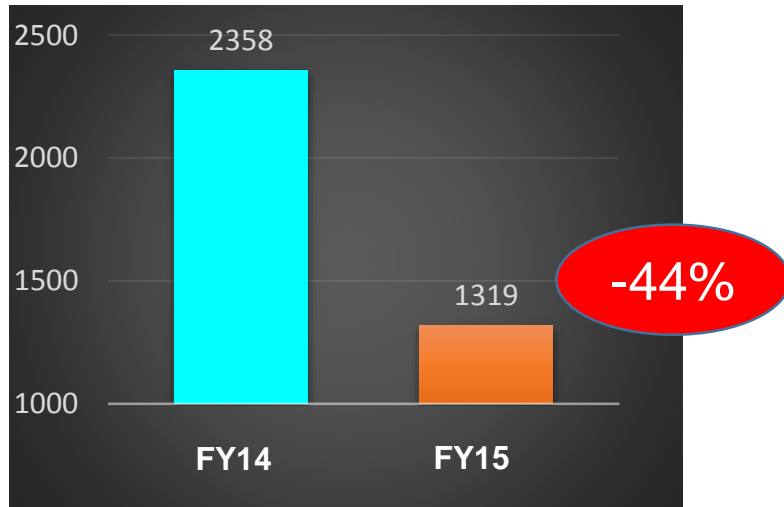
Farm Equipment



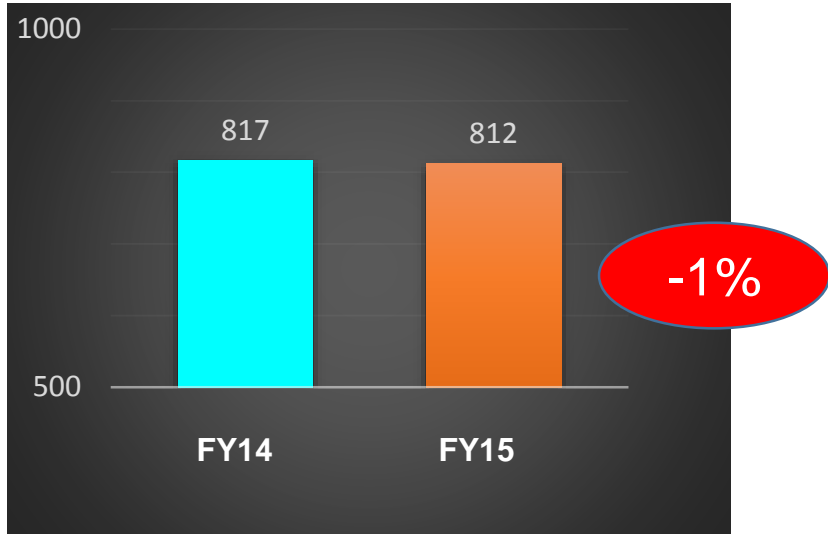
Financial Service



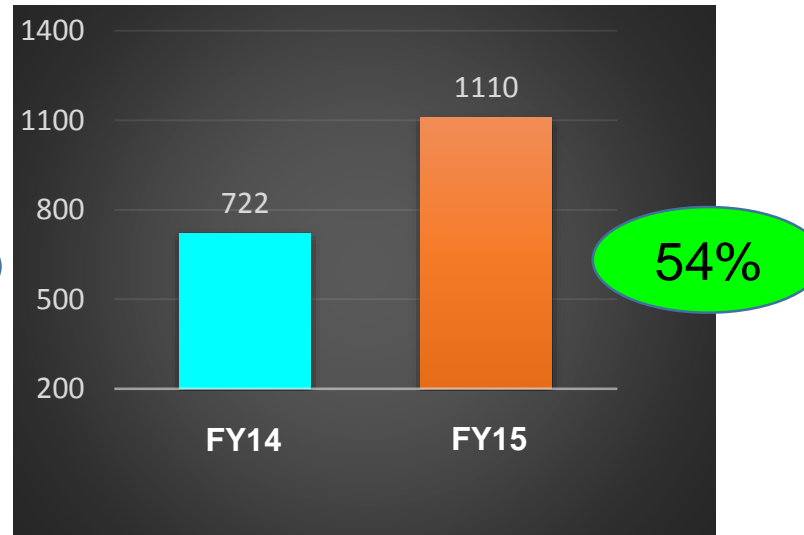
Segment Result



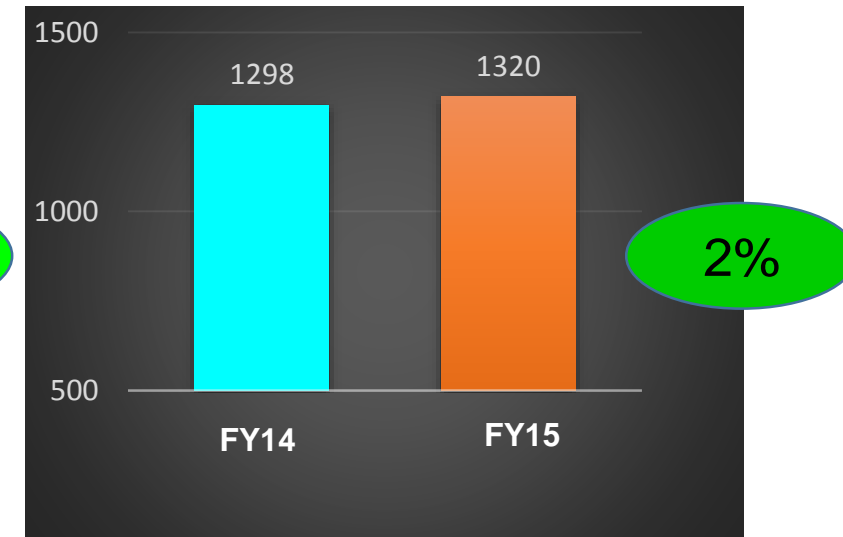
Segment Revenue Hospitality



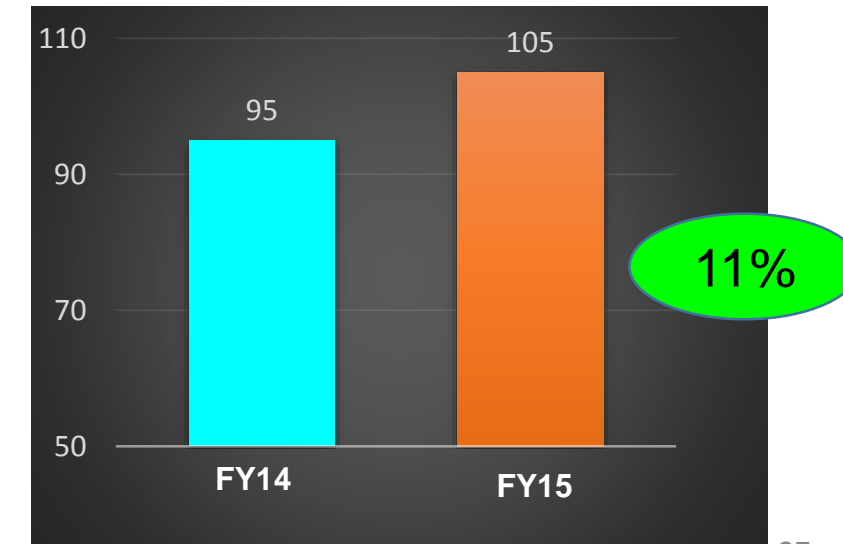
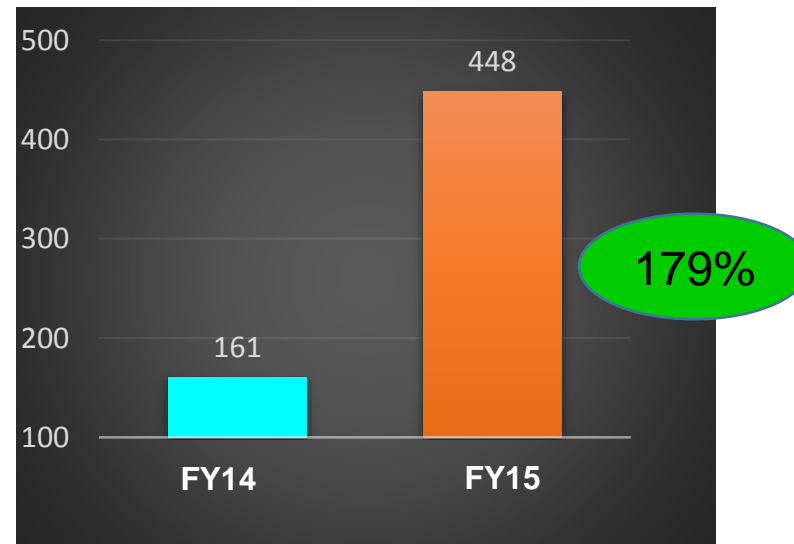
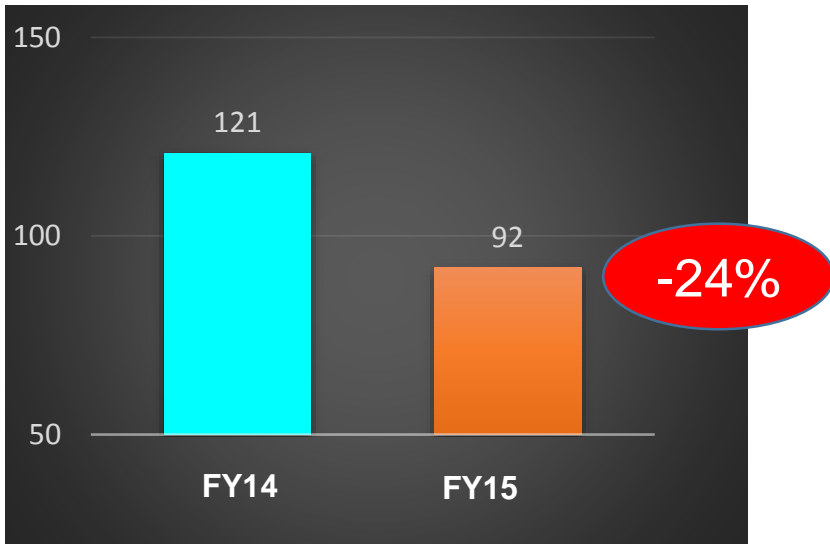
IDS



Steel Trading

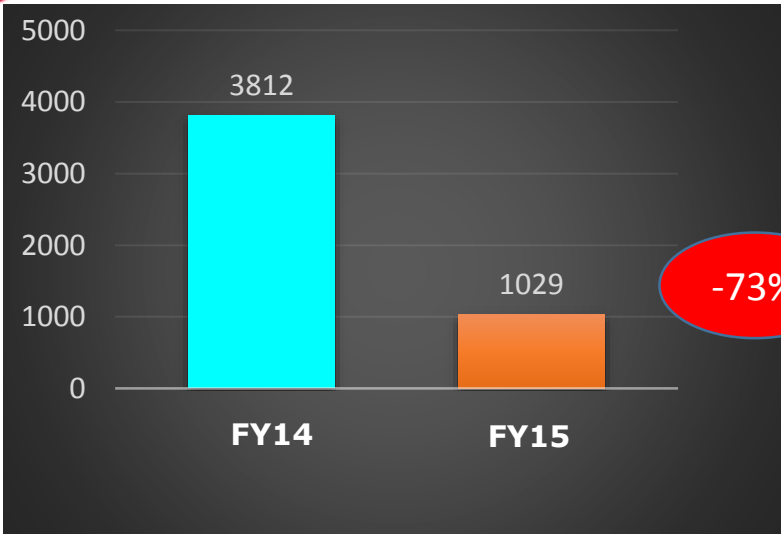


Segment Result

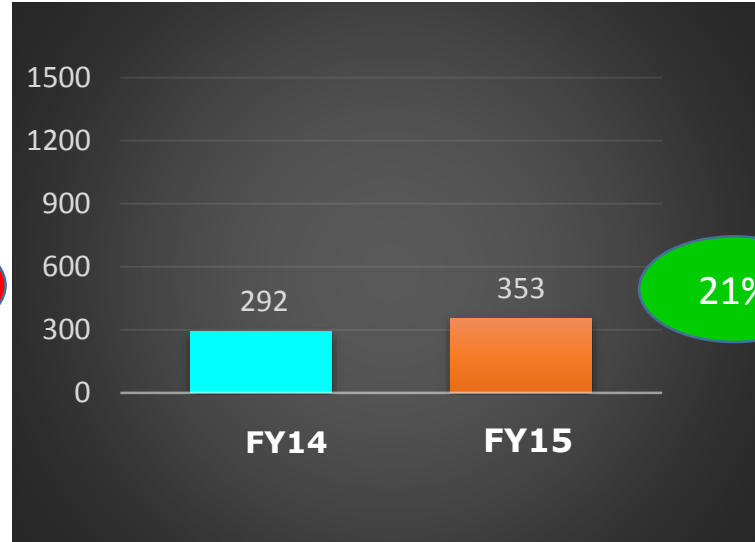


Segment Revenue

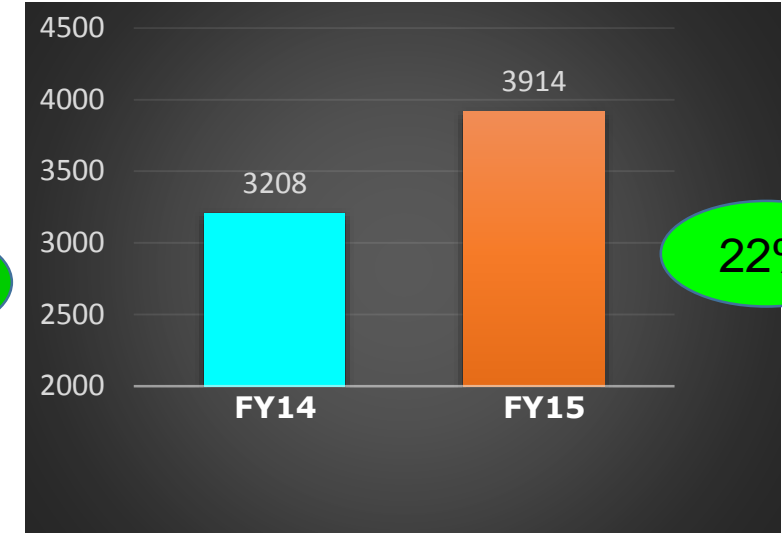
Systech



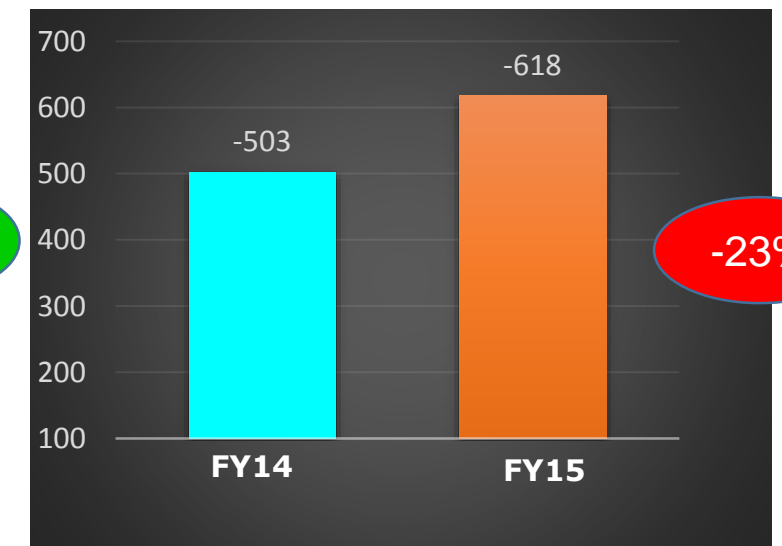
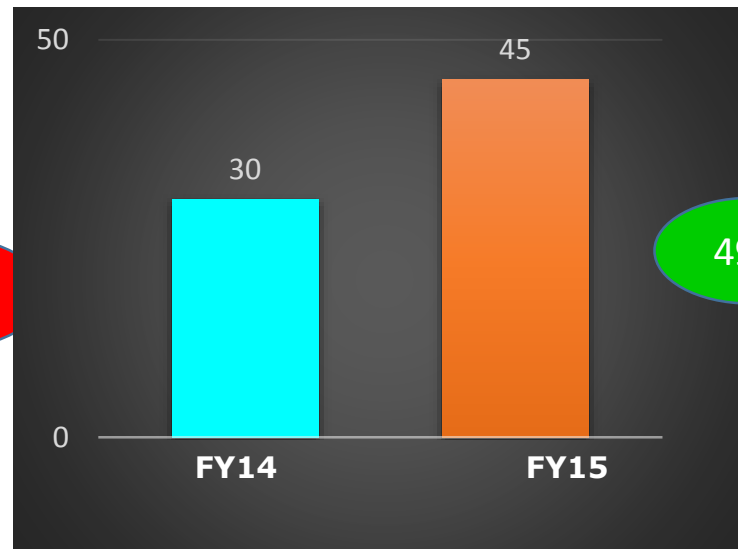
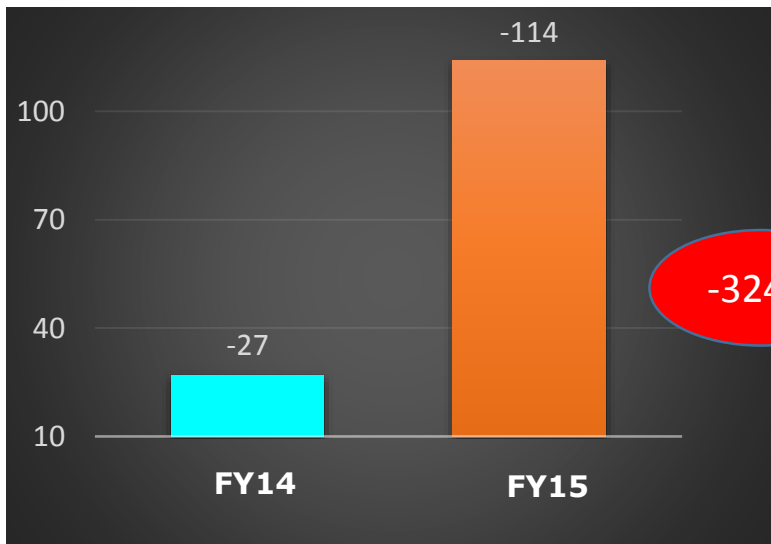
IT Services



Others



Segment Result



Listed companies performance - PAT

TML



F15 – Rs. 2,628 crs

F14 – Rs. 2,682 crs

PAT before EI

MMFSL



F15 – Rs.913 crs

F14 – Rs.954 crs

MLDL



F15 – Rs 266 crs

F14 – Rs 101 crs

MHRIL



F15 – Rs.95 crs

F14 – Rs.87 crs

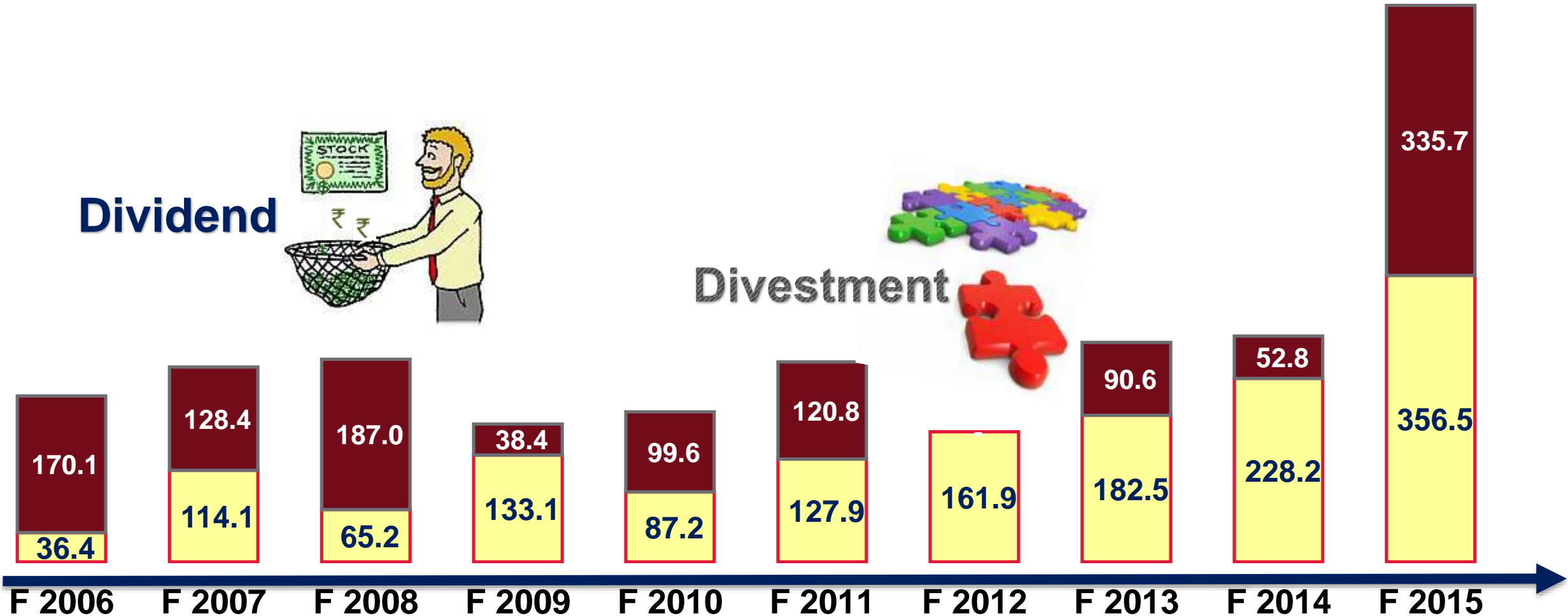
PAT before EI

Other unlisted companies growing in strength..

Last 3 years PAT....	CAGR
Mahindra Integrated Township	88%
Mahindra South Africa	66%
Mahindra World City Jaipur	51%
Mahindra Rural Hosing Finance	47%
Mahindra Logistics Limited	30%

Value from group companies

Bonus & Split from TechM



Fruits at regular interval

Invested in small cap...now they are blue chip

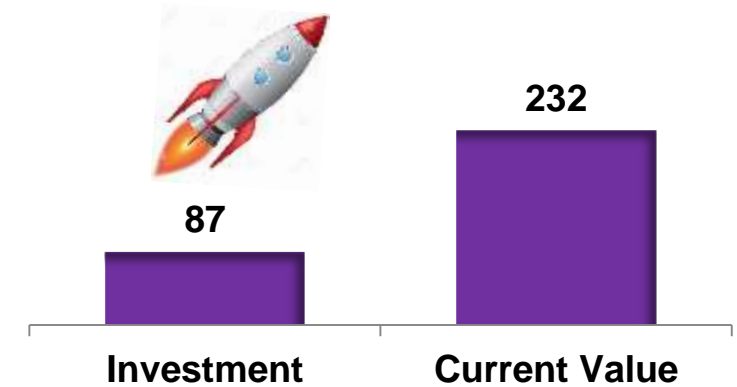
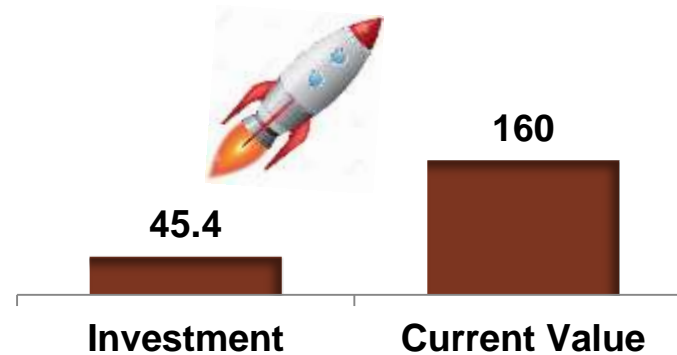
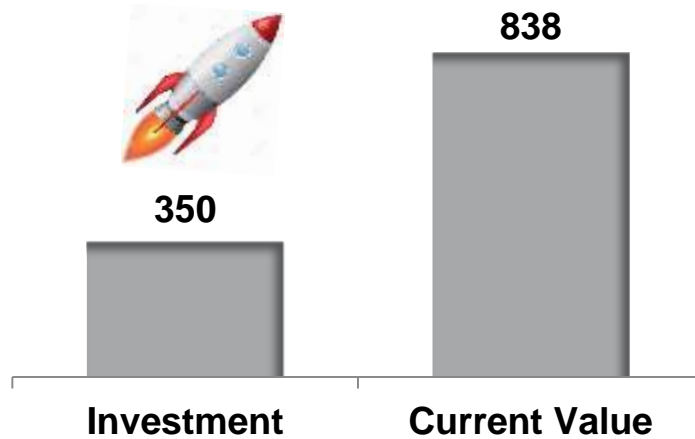
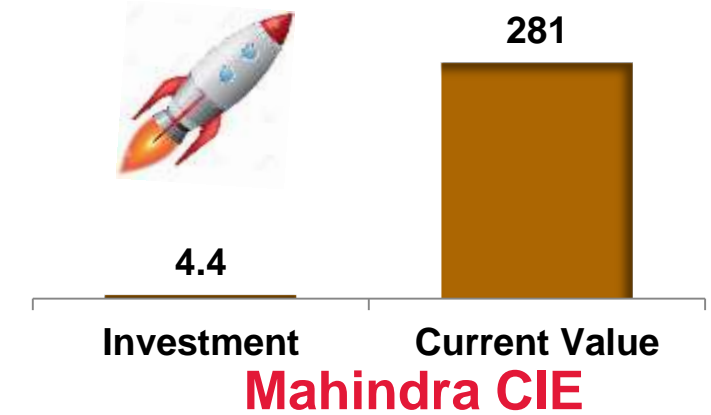
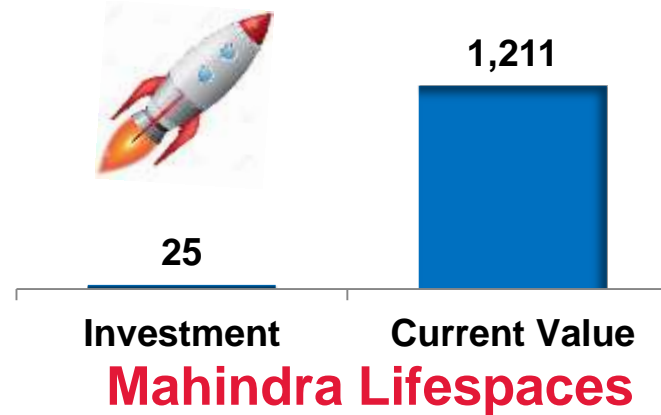
\$ Mil



Tech Mahindra

MMFSL

Mahindra Holidays

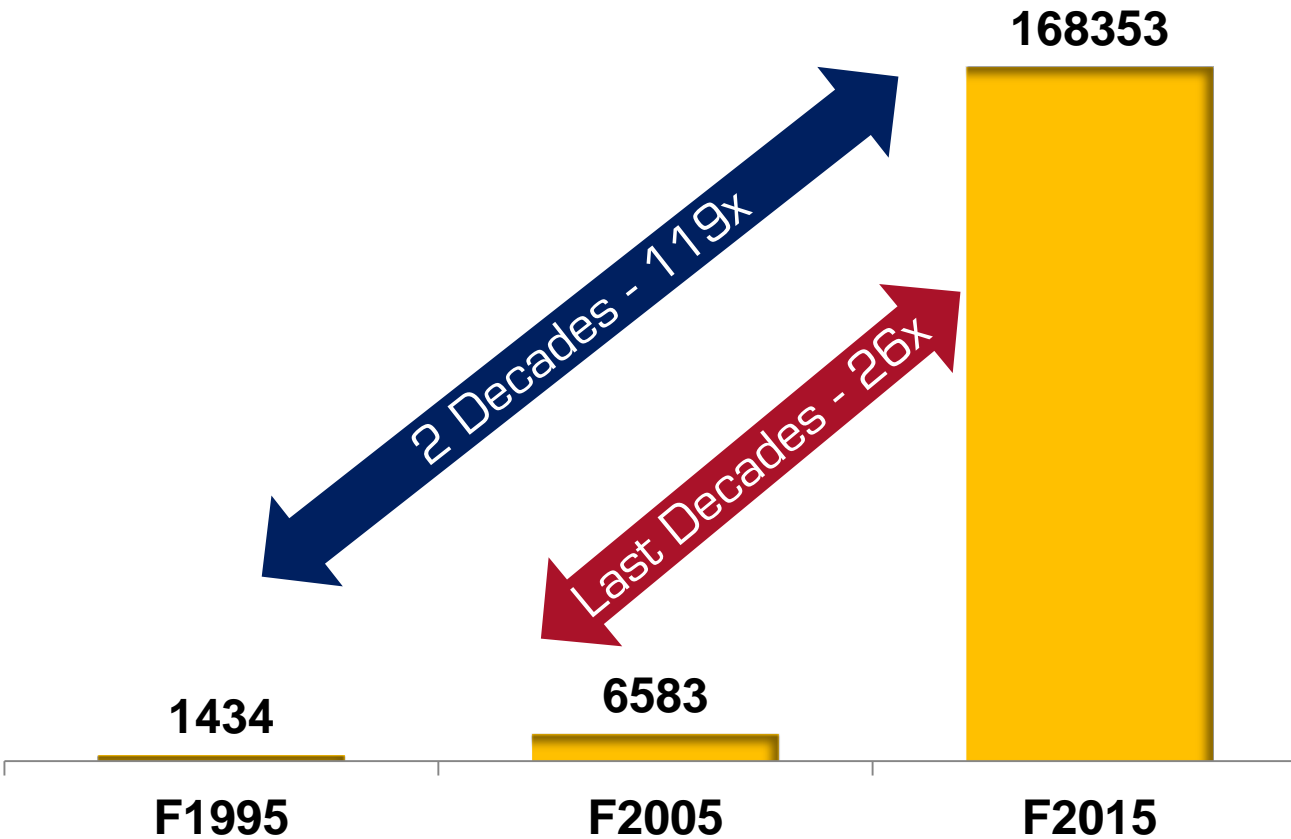


Market Price as on 31st March 2015
Convenience rate assumed \$ = Rs 61

Value Creation



Group Market Cap (Rs Cr)



•Prices as on 31ST March

Market Cap* (31 st Mar15)	Rs Crs
Mahindra & Mahindra	73,773
Tech Mahindra	60,492
MMFSL	14,441
Ssangyong	6,995
Mahindra Holidays	2,289
Mahindra Lifespaces	1,923
Swaraj Engines	1,004
Mahindra CIE	6,987
EPC Industries	447
Total	1,68,353
	\$ 27.6bn

We are federation of businesses...

10 different business sector run by Independent President / Group President

Independence to Board of Director, strategy formation & execution

Group role is to Review, Challenge & Recommend - MAPC

Listed co. to raise the money own their own – PE, Borrow, Rights etc.

Federation enables liberations - leadership, bandwidth and financial return

It enables huge growth in individual businesses

Federation is to Enable – Enhance – Engender (3E)

It enables Innovation & Entrepreneurship

Federation is Synergy without bureaucracy

What unites us...

Core Purpose & Rise Philosophy

CORE PURPOSE

ACCEPTING
NO LIMITS

ALTERNATIVE
THINKING

DRIVING POSITIVE
CHANGE

CORE VALUES

Focus on Governance

Code of Conduct

Corporate Governance
Policy

Corporate Social
Responsibility

Golden Peacock Award for
Corporate Governance

Result speaks

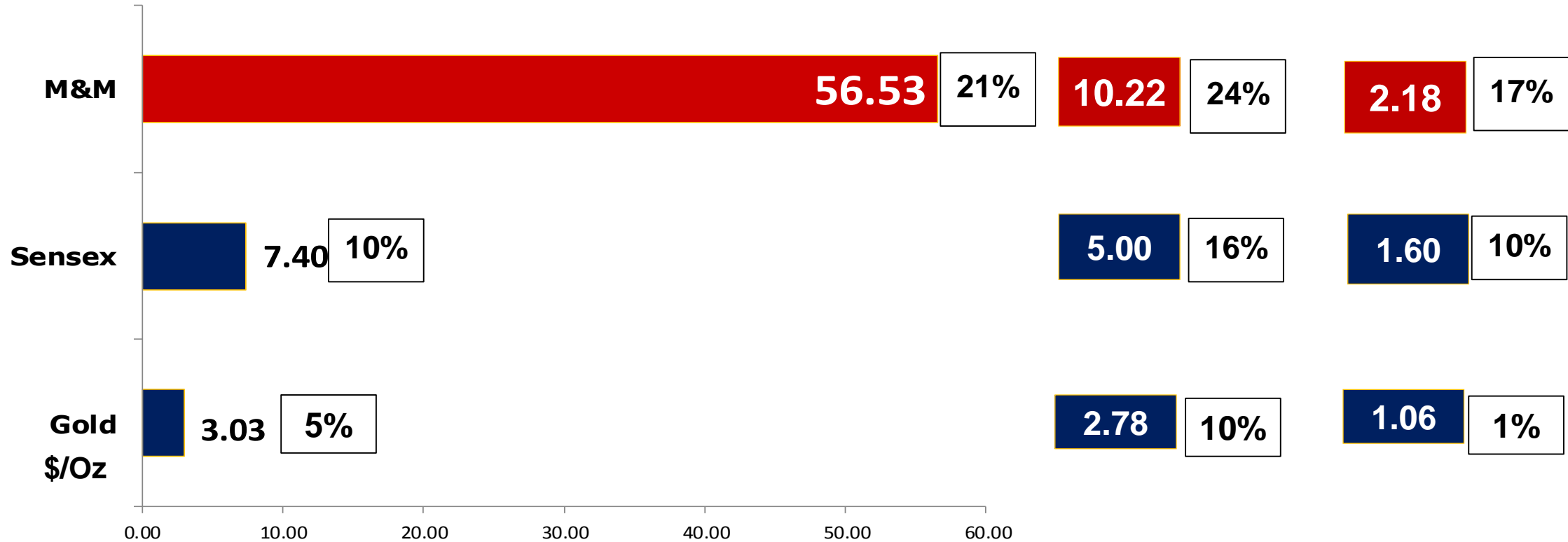
As at 31st March 2015

Returns in No. of times & CAGR %

Last 21 years

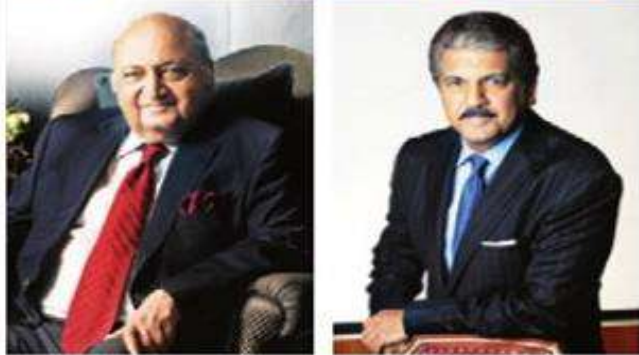
Last 11 years

Last 5 years



Awards & Accolades

India's Best Boards BY
The Economic Times - Hay Group
survey 2014



Mahindra & Mahindra
Chairman Emeritus Keshub Mahindra and
Chairman & MD Anand Mahindra and the board

**India's Best companies
for CSR 2014 – 3rd Ranked**
at by The Economic Times

Best Place to Work –
No. 2 in India's Best Manufacturing
Companies

Best
Places to
WORK

Top Companies for Leaders 2014

Ranked No. 10 worldwide and No. 3 in India



Mahindra Reva bags prestigious
Manufacturing Today Award 2014
Excellence in Technology

Mahindra Insurance Brokers Ltd. declared
"Broker of the Year"
at 18th Asia Insurance Industry Awards 2014

Mahindra Logistics wins the
'3PL Company of the Year - Automotive'
Award

"No stars gleam as brightly as those which glisten in the polar sky. No water tastes so sweet as that which springs amid the desert sand. And no faith is so precious as that which lives and triumphs through adversity"

- Charles H Spurgeon

THANK
YOU

