

Mahindra

Rise.





Mahindra & Mahindra Ltd

Q4 FY 2015 – Press meet

29th May 2015

V S Parthasarathy

Group CFO

Agenda



Economic Environment

Key Achievements

Q4 Financials

Subsidiaries Report Card

Q4 Business Environment

- Positive sentiment in economy
 - Inflation, Oil prices, Benign Interest Rate regime
- Auto industry shows signs of partial recovery
 - PV grew 3.9% but volumes are still below F13
 - MHCV turnaround after 2 years of de-growth
 - LCV continues to de-grow, SCV is larger concern
- 30% de-growth of tractor industry

Q4F15 Economy & Business Scenario

Signs of Revival

	Q3 F14	Q4 F14	Q1 F15	Q2 F15	Q3 F15	Q4 F15
▪ Economic Growth						
▪ IIP						
▪ Inflation						
▪ Interest rates						
▪ Exchange Rate (USD)						
▪ Monsoon						
▪ Commodity prices						
▪ Excise on SUVs						
▪ Industry growth (Auto)						
▪ Industry growth (Tractor)						

Updated 15 May 2015



Key Achievements – F15

Debt to Equity Ratio
(Net)

0.03

Strong ROS

2013

One of India's Best Boards
by The Economic Times - Hay Group
survey 2014

50
Years

CRISIL
RATINGS

A
Mahindra
on the Rise.

2063

M&A


Investors' Faith Beyond A Generation!
Rs 500 Crs – Redeemable NCD

2014

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

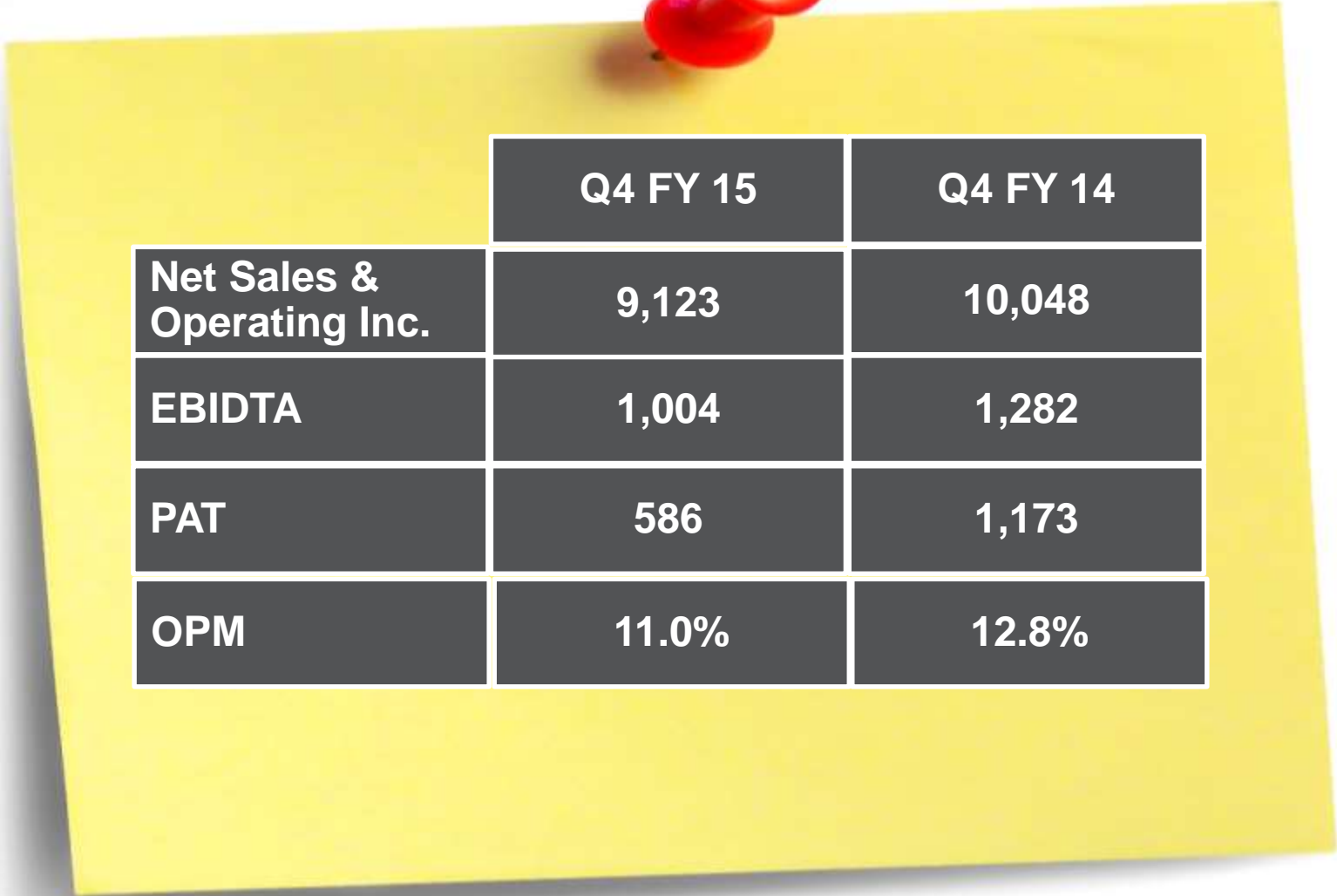
Best companies for
2014 – 3rd Ranked at by The
Economic Times





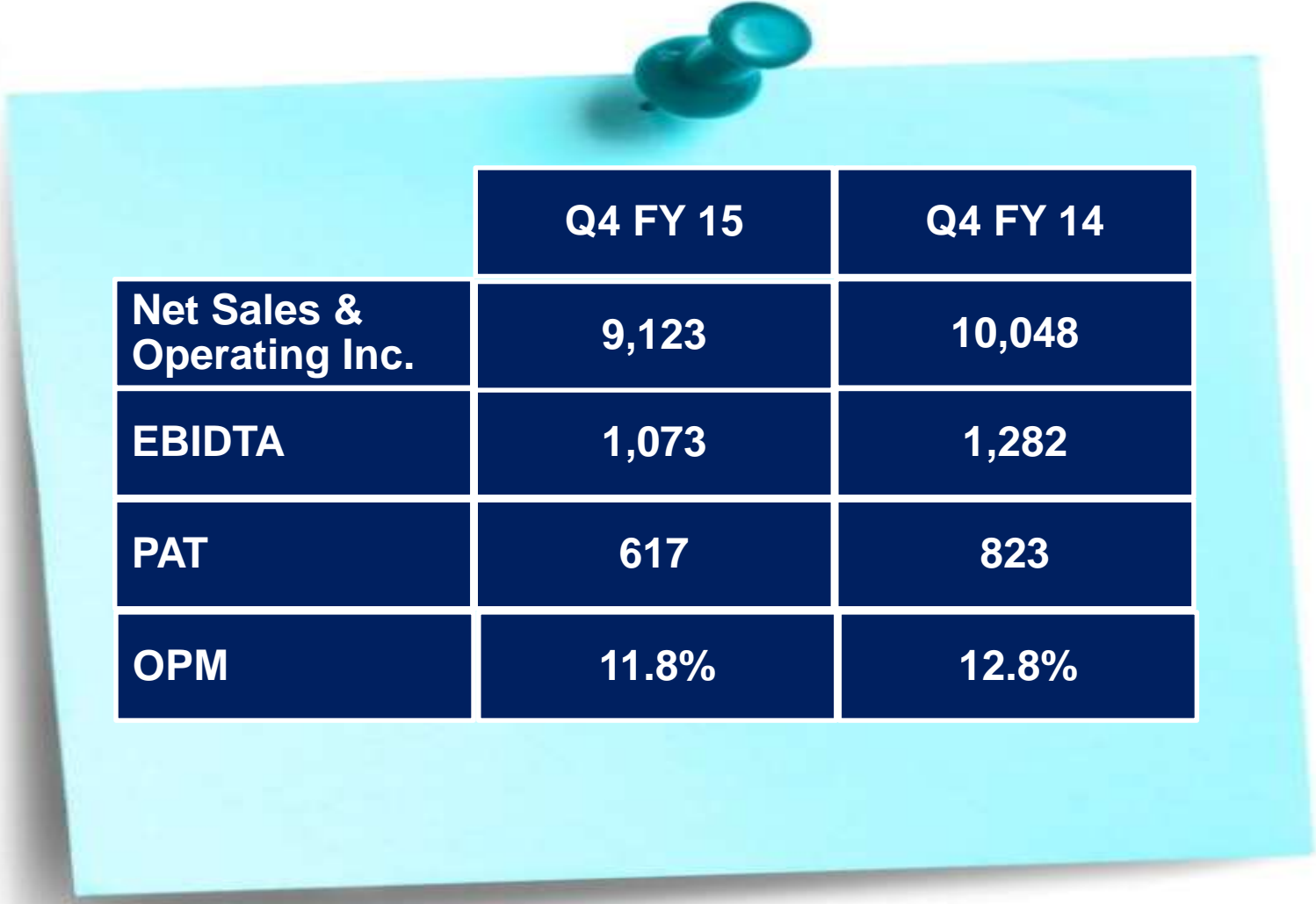
Financials

Quarterly Performance – M&M + MVML Snapshot (As presented to Stock Exchange)



	Q4 FY 15	Q4 FY 14
Net Sales & Operating Inc.	9,123	10,048
EBIDTA	1,004	1,282
PAT	586	1,173
OPM	11.0%	12.8%

Quarterly Performance – M&M + MVML Snapshot (Adjusted for one time & Exceptional items)



	Q4 FY 15	Q4 FY 14
Net Sales & Operating Inc.	9,123	10,048
EBIDTA	1,073	1,282
PAT	617	823
OPM	11.8%	12.8%

Demonstrated Resilience

M&M + MVML (*Standalone*)

(Rs. Crs)

	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....₁

SEGMENT REVENUE & RESULT – 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

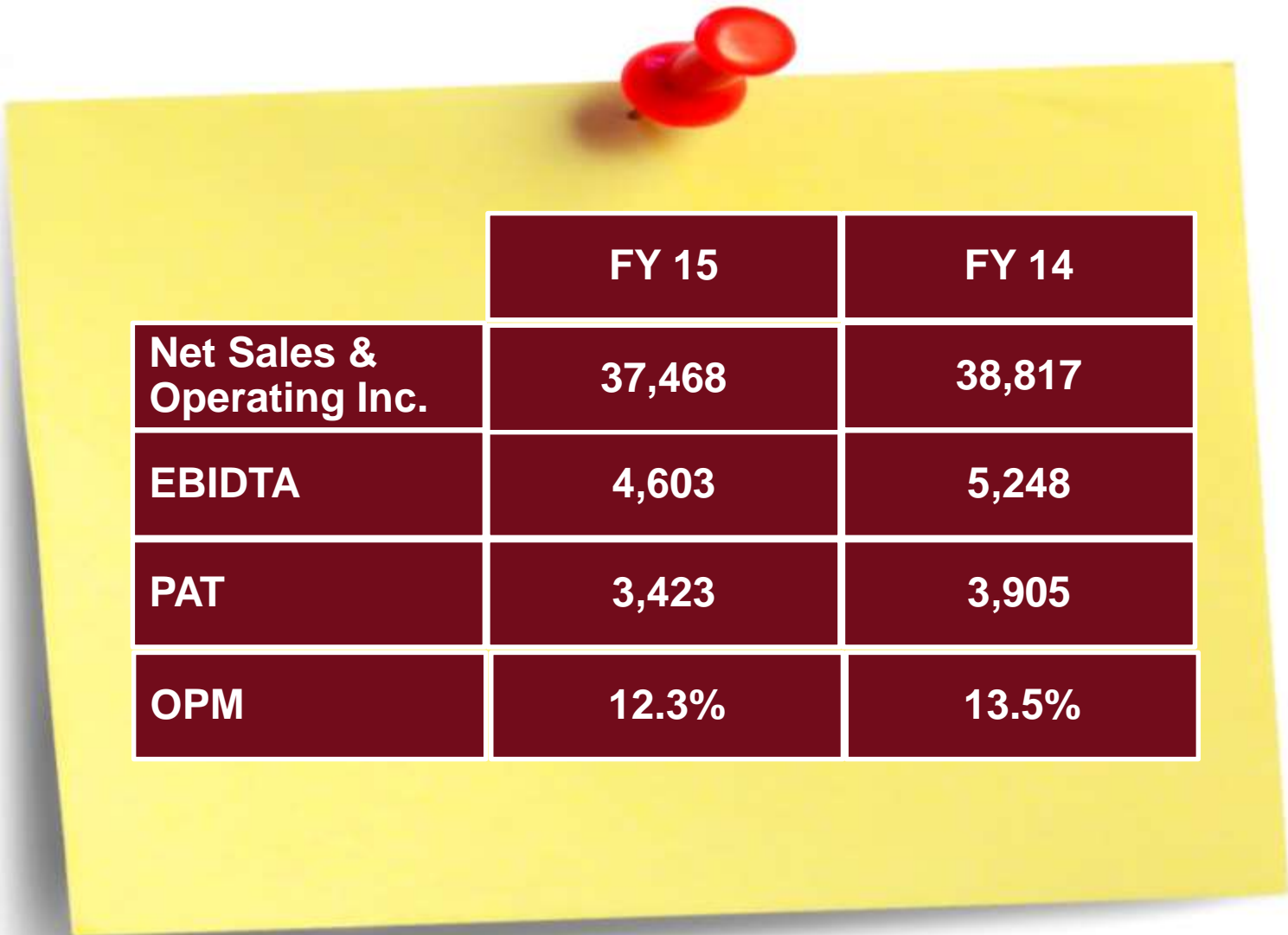
Segment Revenue	
Q4 F 15	2535
Q4 F 14	3188
% Inc/ (Dec)	(20.5)

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

Adjusted for exceptional & one time items

Yearly Performance – M&M + MVML Snapshot

As presented to stock exchange



	FY 15	FY 14
Net Sales & Operating Inc.	37,468	38,817
EBIDTA	4,603	5,248
PAT	3,423	3,905
OPM	12.3%	13.5%

Report Card of Listed companies ...

PAT Before EI

TML



F15 – Rs. 2,628 crs

F14 – Rs. 2,682 crs

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

Mahindra Holidays & MMFSL results

PAT Before EI

