

Mahindra

Rise.





Mahindra & Mahindra Ltd

Q1 FY 2016 – Press meet

7th August 2016

V S Parthasarathy

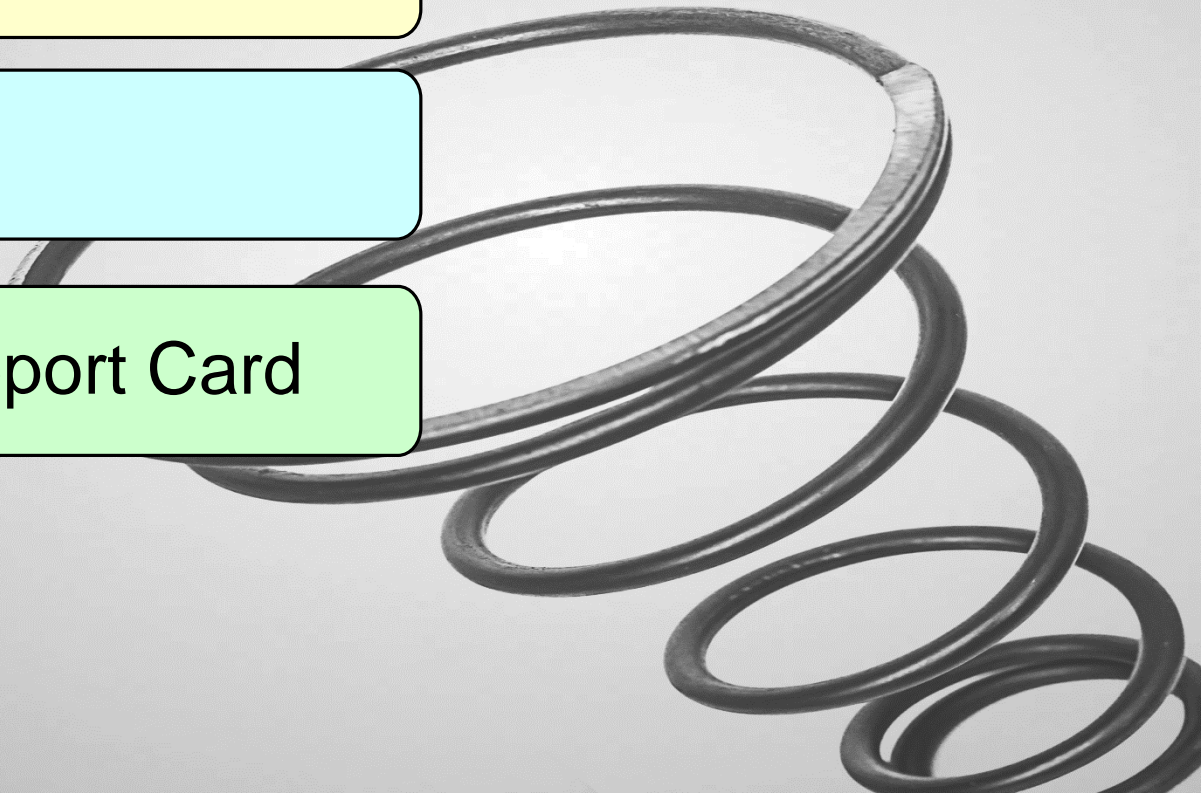
Group CFO

Economic Environment

Auto & FES Review

Q1 Financials

Subsidiaries Report Card



Q1F16 Economic Environment

Challenges continue from last Quarter

- ❑ **Rural Economy and Agri sector under pressure**
 - Tractor industry de-growth continues in Q1 F16

- ❑ **Monsoon so far good, but concern remains**
 - Started with **excess** rainfall of **13% in Jun15**
 - cumulative rains till July15 were **below normal by 3%**

- ❑ **RBI rate reduction yet to get fully transmitted to Customer**

- ❑ **Global Economic Environment continued to be volatile**
 - China – Growth is a concern –pressure on Commodity prices
 - US Fed rate increase around the corner
 - Greece – Survival on bail-out package
 - India seems to be only Country showing some Stability among BRICS

Q1F16 Economy & Business Scenario

Signs of Revival

	Q4 F14	Q1 F15	Q2 F15	Q3 F15	Q4 F15	Q1 F16
▪ Economic Growth	●	●	●	●	●	●
▪ IIP	●	●	●	●	●	●
▪ Inflation	●	●	●	●	●	●
▪ Interest rates	●	●	●	●	●	●
▪ Exchange Rate (USD)	●	●	●	●	●	●
▪ Monsoon	●	●	●	●	●	●
▪ Commodity prices	●	●	●	●	●	●
▪ Excise on SUVs	●	●	●	●	●	●
▪ Industry growth (Auto)	●	●	●	●	●	●
▪ Industry growth(Tractor)	●	●	●	●	●	●



The Mahindra logo is displayed in a bold, red, sans-serif font. Below it, the word "Rise." is written in a smaller, grey, sans-serif font. The background of the top right corner features a stack of white, curved, metallic-looking rings that create a sense of depth and movement.

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Automotive Sector

Q1F16 Domestic Market Performance

Jeeto and Maxximo Gains drive MS in < 2T Segment

Segment	Industry		M&M		M&M Mkt. Share	
	Q1F16	Growth	Q1F16	Growth	CY	PY
Utility Vehicles	128,064	-0.6%	49,354	-5.4%	 38.5%	40.5%
Cars	107,939	6.2%	973	16.8%	0.9%	0.8%
Vans	42,906	1.5%	3,152	-32.1%	7.3%	11.0%
LCV Goods < 2T GVW	25,506	-17.5%	5,694	46.8%	 22.3%	12.6%
LCV Goods 2 to 3.5T GVW	38,985	-1.7%	28,354	-5.9%	72.7%	76.0%
3W	113,041	-6.8%	12,166	3.0%	10.8%	9.7%
AD (Dom) Total	456,441	-1.7%	99,693	-3.7%	21.8%	22.3%
LCV Passenger	14,065	4.7%	1,107	-18.4%	7.9%	10.1%
LCV Goods > 3.5T GVW	7,125	5.3%	909	95.5%	12.8%	6.9%
HCV Goods (>16.2T)	32,186	28.4%	1,007	34.6%	3.1%	3.0%
AS (Dom) Total	509,817	0.0%	102,716	-3.1%	20.1%	20.8%
Non Participating Segments						
MHCV Passenger	11,744	18.8%				
M+ICV Goods (7.5 to 16.2T)	18,146	17.7%				
Cars (Non. Paericipating)	374,393	9.4%				
AS (Dom.) Total	914,100	4.2%	102,716	-3.1%	11.2%	12.1%

Q1F16 Auto Export Performance

Gains in SNBB

Q1 F16 - Auto Export
8,449

6,565

▲
28%

Q1F15

Q1F16

Key Markets	Variation
SNBB	▲ 71%
Philippines Order	566 Veh.
South Africa	▼ 27%
RoA	▼ 60%

Mahindra patrol cars presented to mayors

CAC Mahindra, the official distributor of Mahindra vehicles in the Philippines, presented several units of the Mahindra Enforcer to the League of Municipalities of the Philippines (LMP) during ceremonies held at the Manila Hotel last April 16.

The Mayors of the different municipalities were able to see and test-drive the units that will soon

be finding their way to their respective localities. The Mahindra Enforcer is the vehicle of choice for the Philippine National Police, which will be upgrading its patrol unit fleet nationwide soon. A total of 1,470 units of the Mahindra Enforcer will be distributed to municipalities and cities across the nation from May until October, 2013.

The Mahindra Enforcer is a no-nonsense workhorse that can be configured to the varying needs of police detachments all over the country. It is a true testament to the expertise of the Indian vehicle manufacturer that distributes such tireless vehicles to 20 countries across the world.

In the coming months, Mahindra will also be introducing vehicles that address the needs of various individuals who are in search of affordable yet dependable people and



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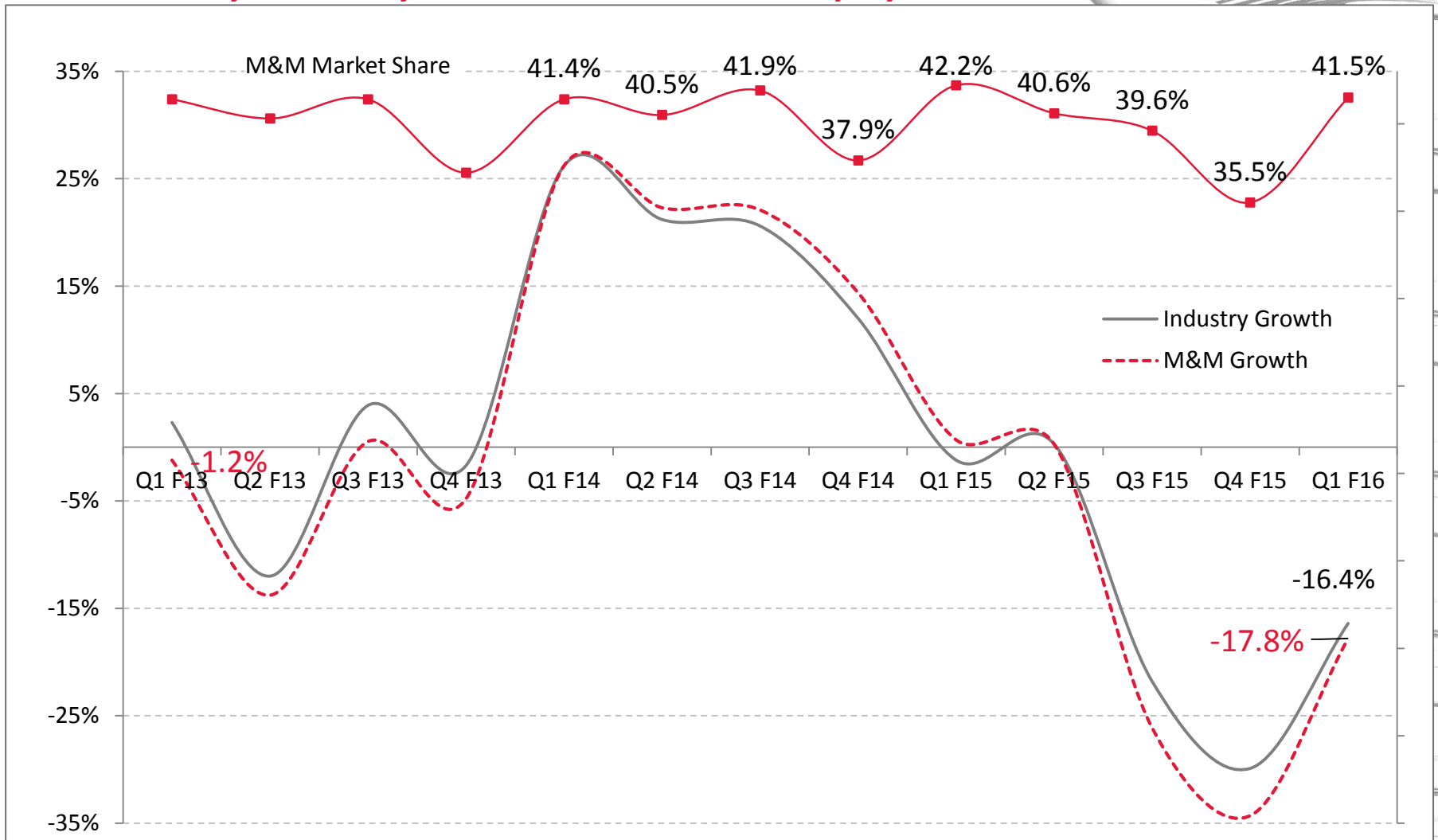
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A decorative graphic on the right side of the slide consists of multiple stacked, curved white bands that create a sense of depth and movement, resembling a stack of plates or a spiral staircase. The bands are slightly offset from each other, giving a three-dimensional effect.

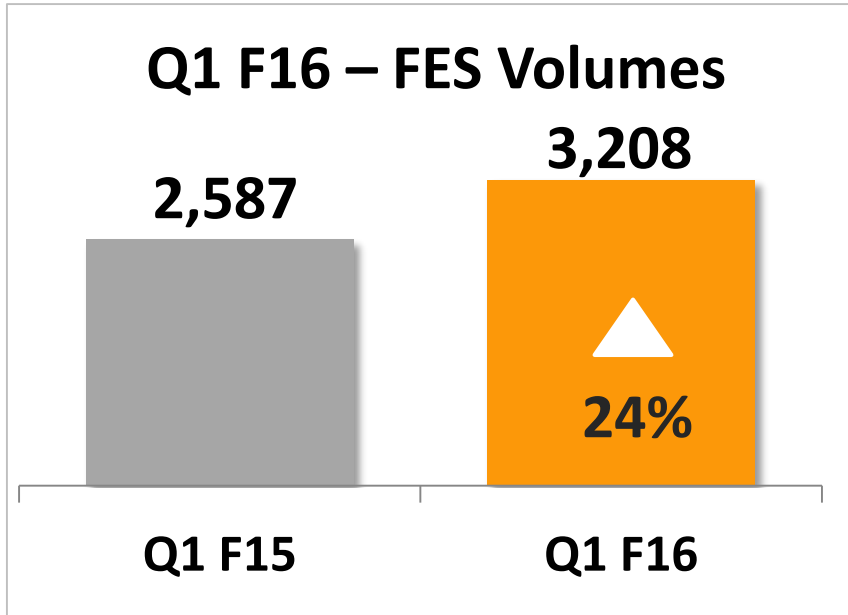
Farm Equipment Sector

Tractor Industry and M&M Performance

Q1 Industry decline by 16.4% . M&M Volume drop by 17.8%



Q1F16 Tractor Export Performance



Market	Q1 F16
MUSA	▲ 52%
Asia	▲ 6%
Africa	▼ 24%

- Africa de-growth on account of import restrictions in Algeria

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what's new

An orange Mahindra XUV500 SUV is shown driving on a dirt road through a forest. The car is in motion, with a blurred background of trees and foliage. The car's front grille features the Mahindra logo and the text 'XUV500'. A red and white diagonal graphic is in the top left corner.

**THE NEW AGE
XUV500.**

THE NEW AGE

**XUV
500**

पेश है महिंद्रा

JEEETO

अन्य मिनी ट्रकों से दे
30%* तक ज़्यादा प्रॉफिट



JEEETO

सही चुनो. कमाओ ज़्यादा.

Decked Up U301 Sketch



NuPro Launch



PRESENTING
MUSTARD OIL IN
ITS PUREST FORM



Financials



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

Rs. In Crs.

	Q1 FY 16	Q1 FY 15
Net Sales & Operating Inc.	9,437	9,818
EBIDTA	1,353	1,419
PAT	831	896
OPM	14.3%	14.5%

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

Rs. In Crs.

	Q1 FY 16	Q1 FY 15*
Net Sales & Operating Inc.	9,437	9,724
EBIDTA	1,353	1,325
PAT	831	834
OPM	14.3%	13.6%

*Chakan Incentive of Rs. 94 crs in Q1 F15 adjusted

Report Card of Listed companies ...

Consolidated PAT

TML



Q1 F16 – Rs.676 crs

Q1 F15 – Rs 631 crs

MMFSL



Q1 F16 – Rs107 crs

Q1 F15– Rs 170 crs

MLDL



Q1 F16 – Rs. 22 crs

Q1 F15 – Rs. 179 crs

MHRIL



Q1 F16– Rs. 25 crs *

Q1 F15– Rs. 20 crs *

* MHRIL results are on Standalone basis



THANK YOU

