

# Mahindra

Rise.



# **Mahindra & Mahindra Ltd**

## **Investor Presentation**

**Q2 FY 2017**

**V S Parthasarathy**

**Group CFO**





**Economic Environment**

**Auto & FES Review**

**Q2 Financials**

**Key Subsidiaries Report Card**

# Economic Environment

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- ❑ **Rural Economy looking up and driving demand in Q2**
  - Normal monsoon, Good Kharif sowing - positive driving sentiment
  
- ❑ **LCV < 3.5T back on growth path**
  - Growth in Q4F16, Q1F17, Q2F17, after 10 successive quarters of de-growth
  
- ❑ **Stable cost of ownership improves buying confidence**
  - Low interest rate trajectory & Low fuel price
  
- ❑ **GST progress healthy – a big positive for India**
  
- ❑ **Global Economy**
  - US economy grown faster Vs estimated earlier – 1.4% in Q2F17 – rate cut probability increases
  - China's showing signs of recovery & Eurozone grew 1.6% in Q2F17
  - Overall global economy is still in uncertain territory










# Q2F17 Economy & Business Scenario

## Positive signs

	Q1 F16	Q2 F16	Q3 F16	Q4 F16	Q1 F17	Q2 F17
▪ Economic Growth						
▪ IIP						
▪ Inflation						
▪ Interest rates						
▪ Exchange Rate (USD)						
▪ Monsoon						
▪ Commodity prices						
▪ Industry growth (Auto)						
▪ Industry growth( Tractor)						

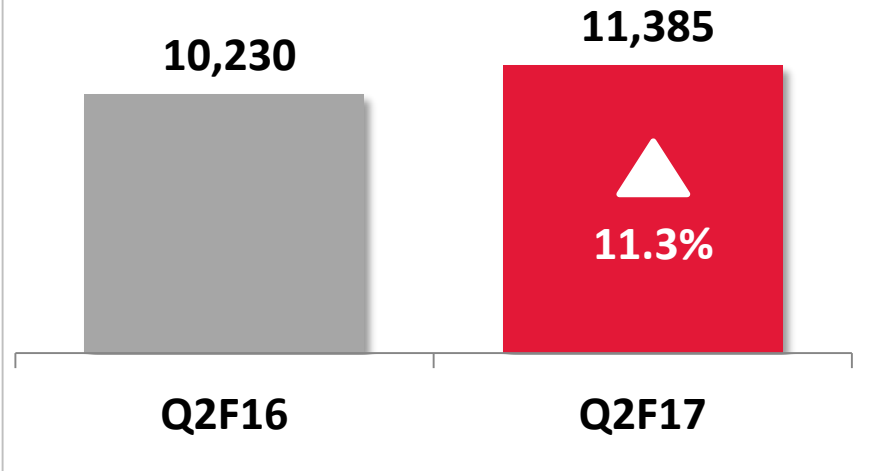
# Automotive Sector

# Q2F17 Domestic Market Performance

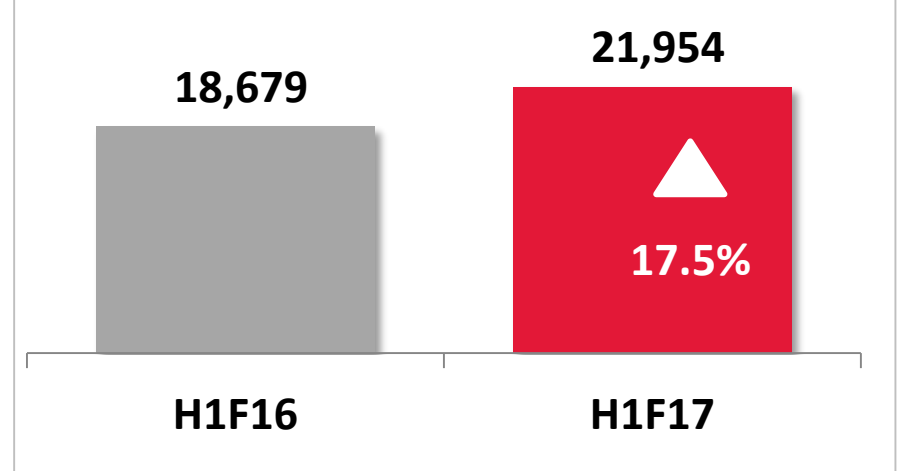
Segment	M&M			
	Q2F17	Q2F16	Growth	
Utility Vehicles	52,287	45,231	15.6%	
Vans & Cars	3,852	2,990	28.9%	
LCV Goods < 2T GVW	7,230	8,197	-11.8%	
LCV Goods 2 to 3.5T GVW	33,331	28,758	15.9%	
3W	15,413	15,081	2.2%	
<b>AD (Dom) Total</b>	<b>112,113</b>	<b>100,257</b>	<b>11.8%</b>	
LCV Passenger	1,786	1,663	7.4%	
LCV Goods > 3.5T GVW	677	665	1.8%	
HCV Goods (>16.2T)	1,490	1,555	-4.2%	
Others				
<b>AS (Dom) Total</b>	<b>116,066</b>	<b>104,141</b>	<b>11.5%</b>	

# Auto Exports Performance

Q2 F17 Auto Export



H1 F17 Auto Export



Market	Variation
SNBB	▲ 39%
Australia	▲ 76%
South Africa	▲ 47%

Market	Variation
SNBB	▲ 33%
Australia	▲ 96%
South Africa	▲ 44%

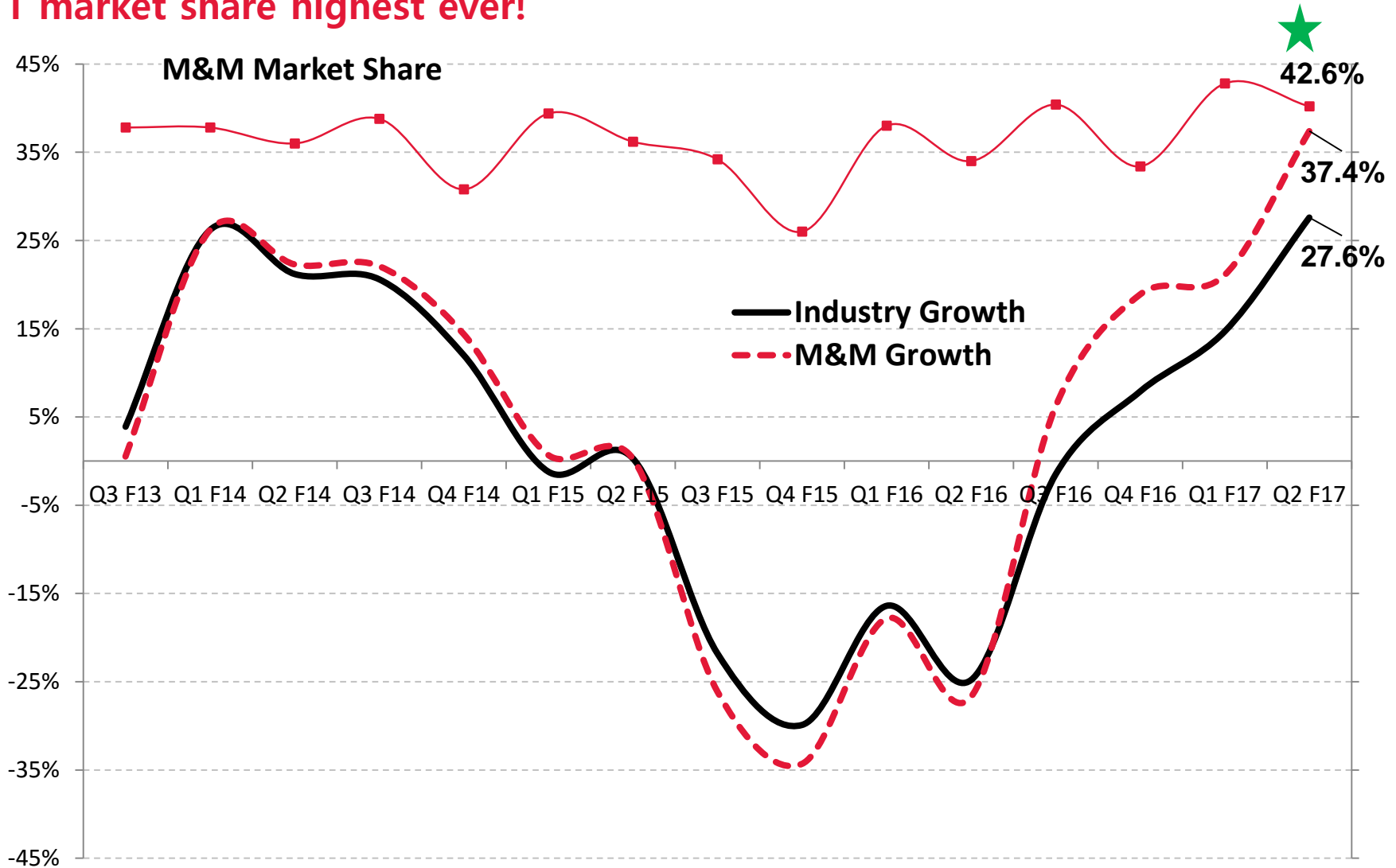


# Farm Equipment Sector

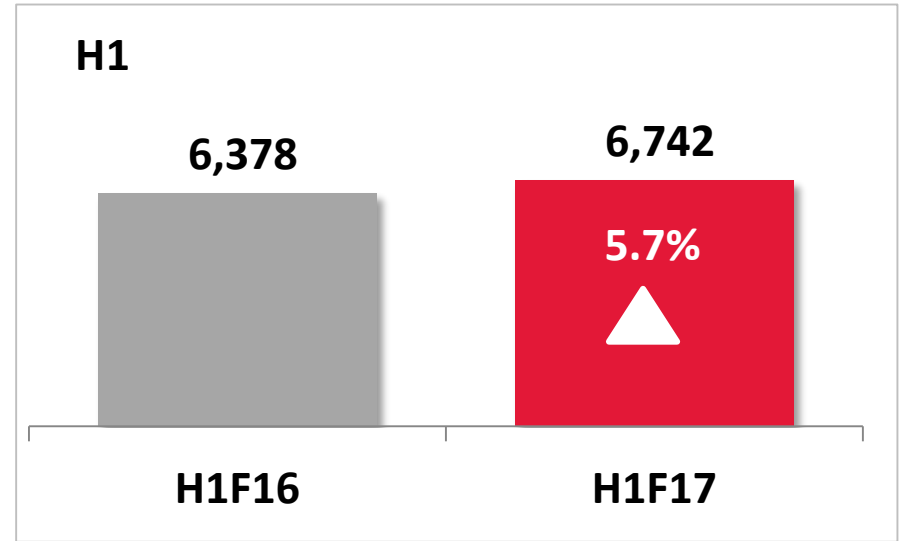
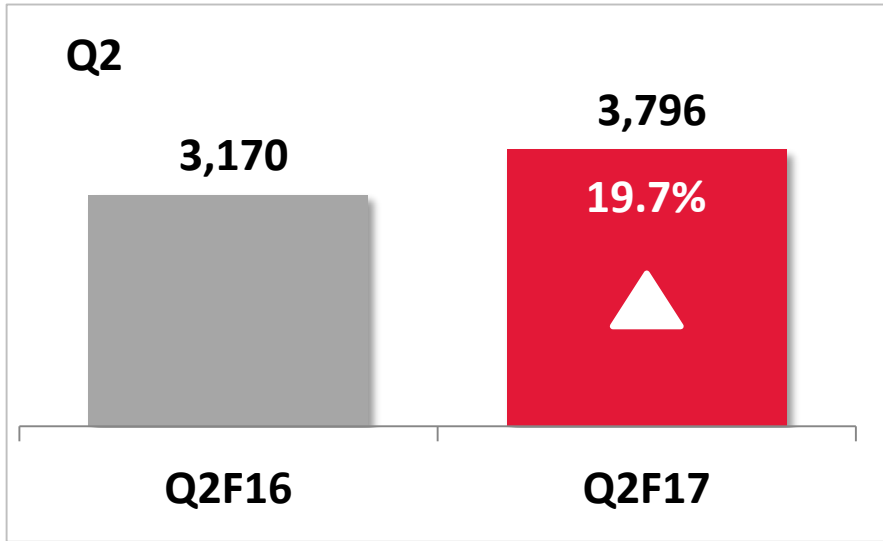
# Domestic Tractor Industry & M&M

Q2 Industry up by 27.6% .. M&M Volume up by 37.4%

H1 market share highest ever!



# Tractor Export Performance



Market	Variation
MUSA	▼ 17%
South Asia	▲ 80%
Africa	▼ 7%

Market	Variation
MUSA	▼ 36%
South Asia	▲ 71%
Africa	▲ 51%



## Some Highlights

# Q2 New Launches

*Bolero Power +*



**NEW**  
**BOLERO**  
**POWER+**

*e-SUPRO*



**GO ELECTRIC. GO ECO-FRIENDLY.**

With India's first Electric Cargo Van and Passenger Van.

**e-SUPRO** | **e-SUPRO**  
cargo van

# Q2 New Launches

## e2o Plus





# Q2 New Launches



**BUSINESS CUSTOMERS**

**DiGi SENSE**  
by Mahindra





# Financials Snapshot

# Quarterly Performance M&M + MVML Snapshot

Rs Crs

	Q2 FY 17	Q2 FY 16	
Volume – FES	61,659 nos.	45,438 nos.	▲ 35.7%
Volume - Auto	1,26,180 nos.	1,13,132 nos.	▲ 11.5%
Net Sales & Op. Income	10,172	8,802	▲ 15.6%
EBIDTA	1,468	1,144	▲ 28.3%
OPM (on Net Sales)	14.4%	13.0%	▲ 140 bps
PBT	1,740	1,297	▲ 34.1%
PAT	1,253	973	▲ 28.8%

*Above figures are as per Ind-AS*



# Segment Revenue & Results – Q2

Rs Crs

## AS

### SEGMENT REVENUE

Q2 F 17	6,716
Q2 F 16	6,012
% Inc/ (Dec)	11.7

### SEGMENT RESULT

Q2 F 17	650
Q2 F 16	578
% Inc/ (Dec)	12.5

## FES

### SEGMENT REVENUE

Q2 F 17	3,495
Q2 F 16	2,830
% Inc/ (Dec)	23.5

### SEGMENT RESULT

Q2 F 17	624
Q2 F 16	456
% Inc/ (Dec)	36.8



# Key listed companies performance

Rs Crs

PAT

TML



MMFSL



MLDL



MHRIL



Q2  
17

645

Q2  
17

114

Q2  
17

32

Q2  
17

33

Q2  
16

776

Q2  
16

157

Q2  
16

6

Q2  
16

27

MHRIL results are on Standalone basis

MMFSL results are base on IGAAP

Thank  
you

