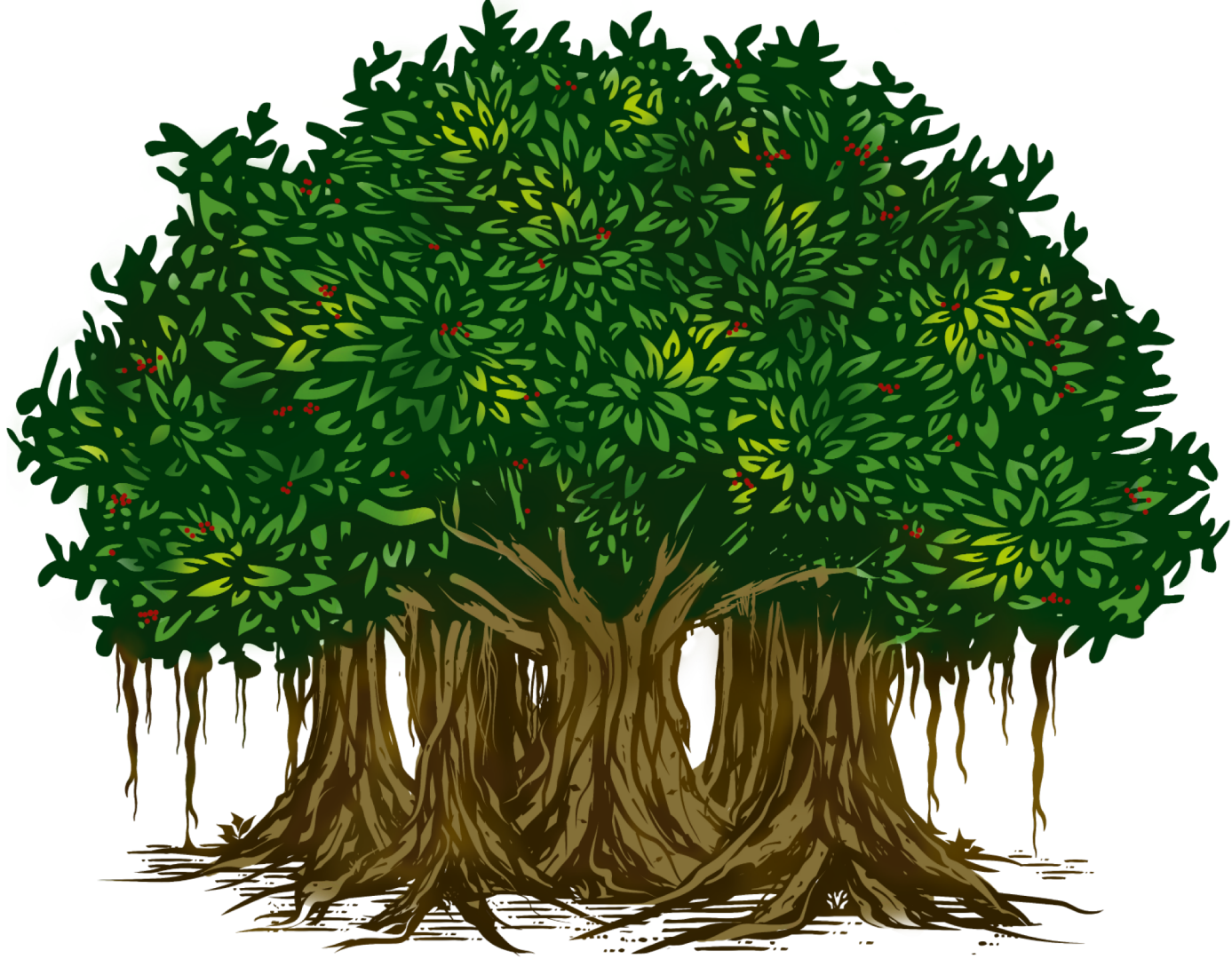


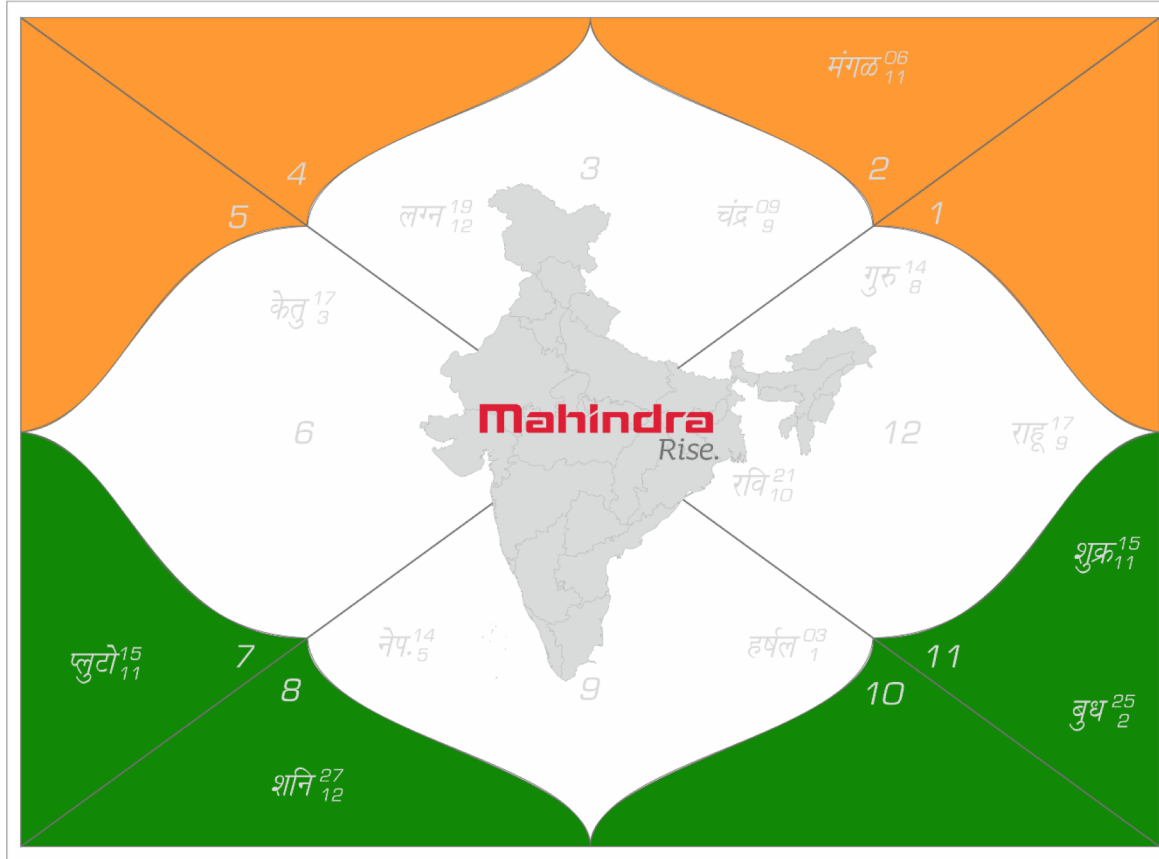


**Mahindra & Mahindra Ltd.**  
**72nd Annual General Meeting**





# India and Mahindra: An **Interlinked** Destiny



# India and Mahindra: An **Interlinked** Destiny

INDIA



**Mahindra**  
Rise.

Aug 15, 1947

Oct 2, 1945

Sector-wise  
contribution

Indian GDP %  
F17

M&M Group Revenue % F18

Agriculture

17%

17%

Industry

29%

46%

Services

54%

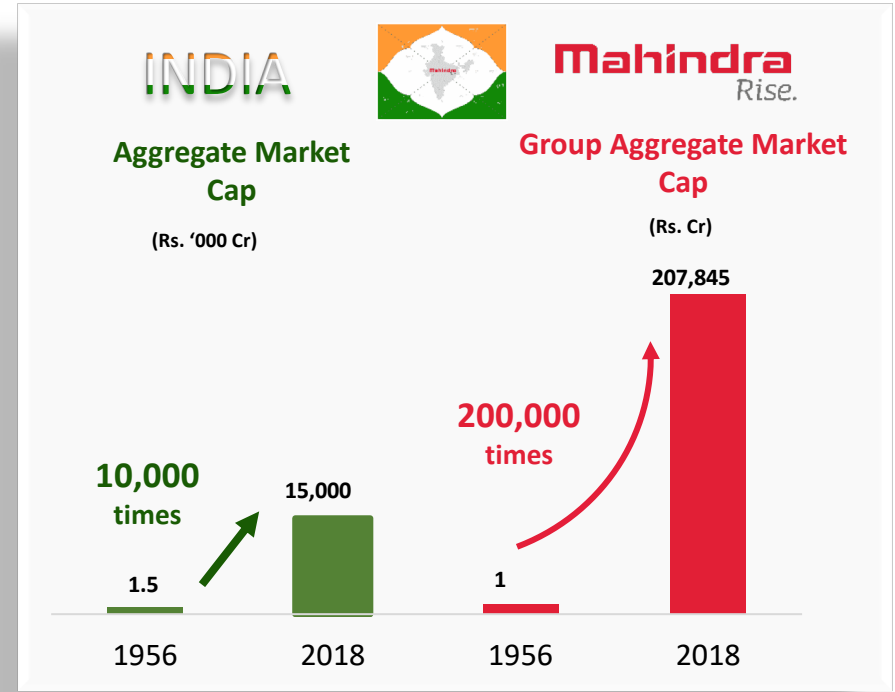
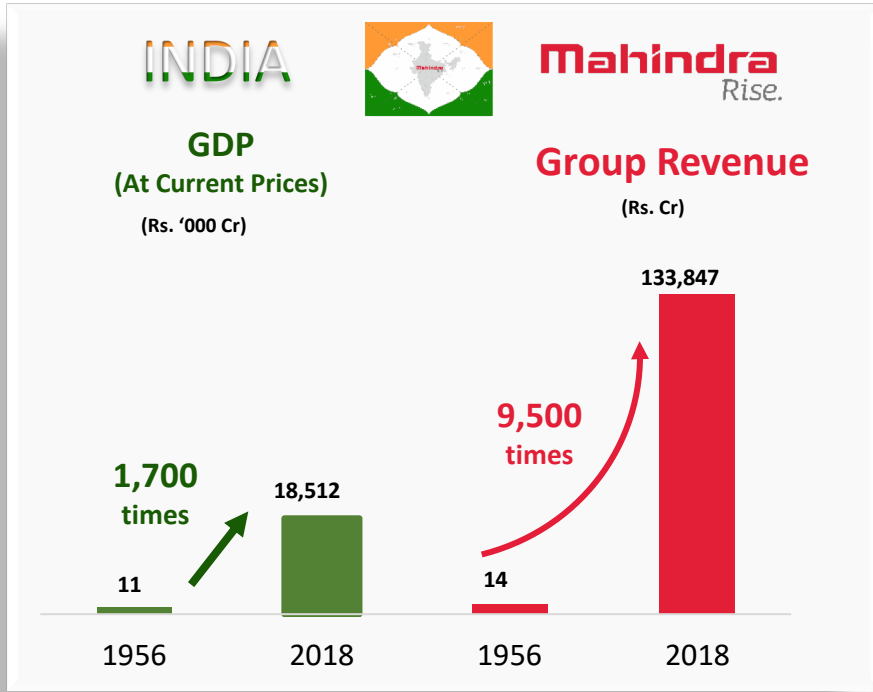
37%

Total

100%

100%

# India and Mahindra: An **Interlinked** Destiny





# Yearly Performance: M&M + MVML

(Rs. Cr)	F18	F17	Growth
Net Sales & Operating Income	47,577	41,378*	15.0%
EBITDA	7,043	5,404	30.3%
OPM	14.8%	13.1%	170 bps
PAT (after EI)	4,623	3,924	17.8%

\*Figure adjusted for GST impact of FES



# Global Aggregate Volumes

		F18	F17	Growth
	Auto Sector	5,48,508	5,06,624	8.3%
	Farm Equipment Sector	3,17,531	2,63,177	20.7%

# Rise of our **STARS**



Highest ever **Scorpio Sales**  
in the 16<sup>th</sup> year of Launch

---

Bolero crossed **1 Million mark**



# Rise of our **STARS**

Highest ever **Pick-Up Sales**



Highest ever **Blazo Sales**

Continued **Dominance in SCV**



# Rise of our **STARS**



**Market Share of 17%** in 6  
months of Launch

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**Highest ever Tractor  
Exports – over 15k**



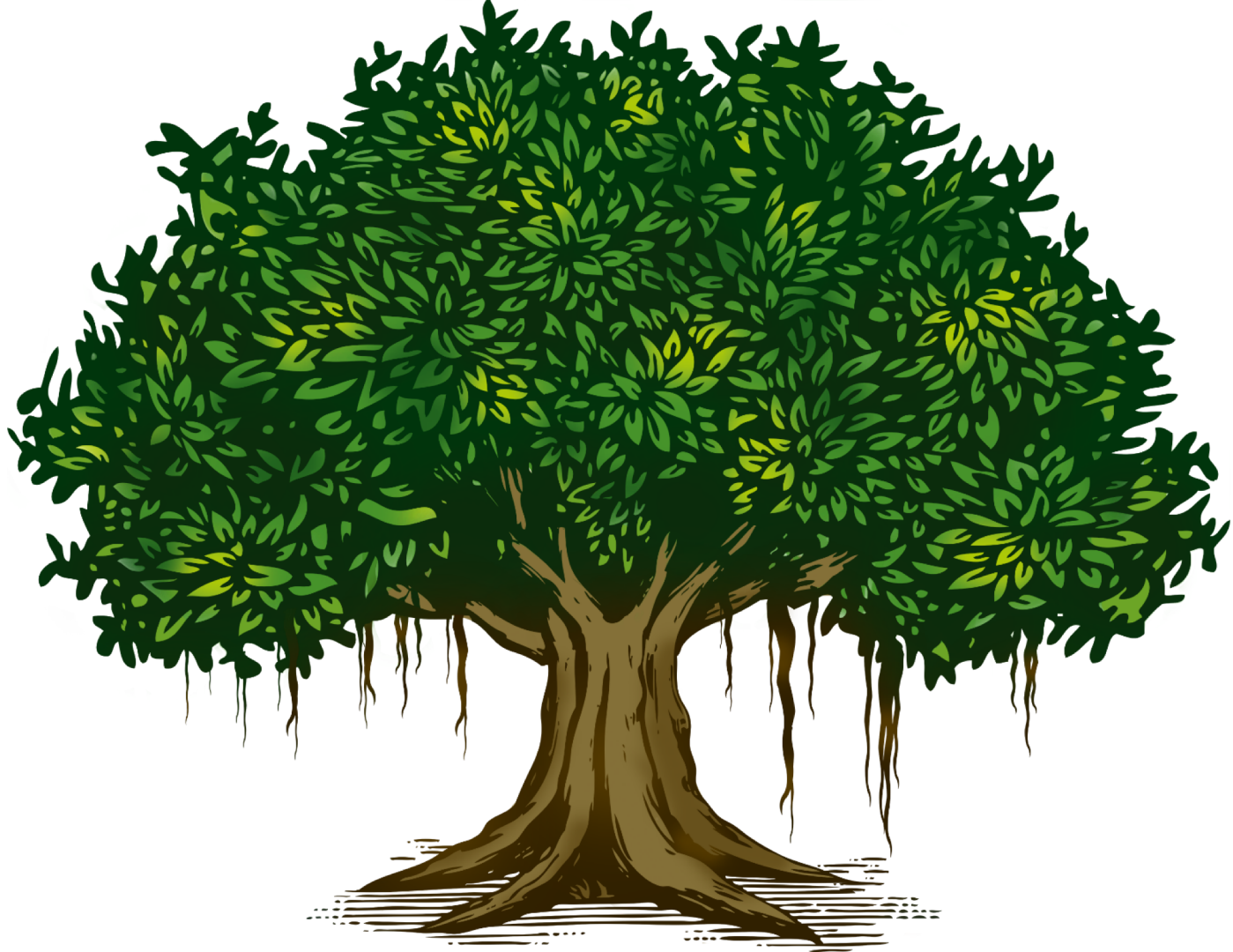


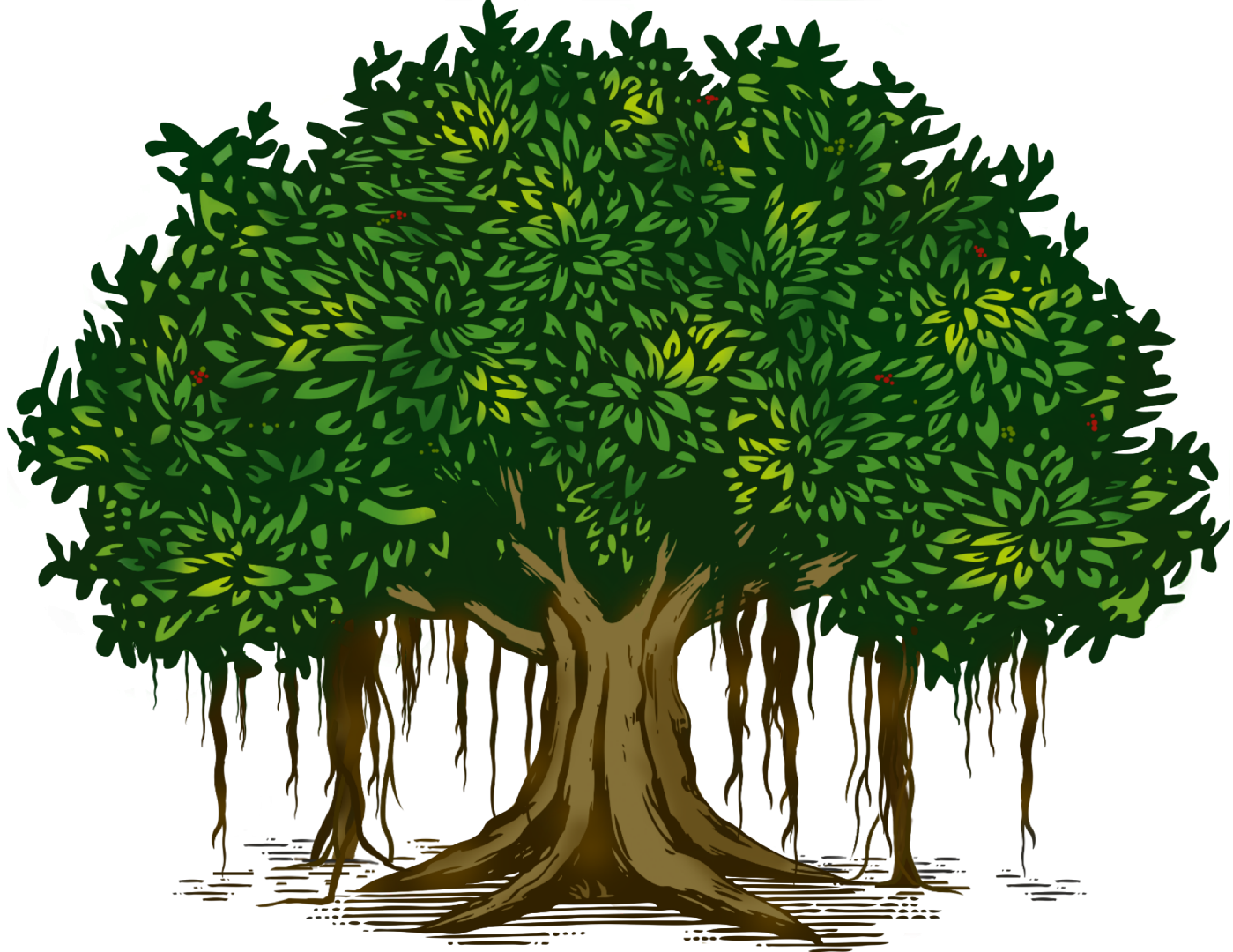
# Q1 Performance: **M&M + MVML**

(Rs. Cr)	Q1 F19	Q1 F18*	Growth
Net Sales & Operating Income	13,358	10,878	22.8%
EBITDA	2,110	1,434	47.1%
OPM	15.8%	13.2%	260 bps
PAT (after EI)	1,257	752	67.2%

\*Figures adjusted for GST impact of FES and merger of MTW











**Mahindra**  
FINANCE

**Mahindra**  
INSURANCE BROKERS

**Mahindra**  
HOME FINANCE

**Mahindra**  
MUTUAL FUND





## **Fruits** from the Roots

### **Mahindra Financial Services**

Customer base  
crosses **50 Lakhs**

Annual profit  
surpasses  
**Rs 1,000 Cr**

### **Mahindra Home Finance**

Crosses Total Income of  
**Rs.1,000 Cr**

Customer base  
crosses **7.8 Lakhs**



## Fruits from the Roots

### Mahindra Susten

Group revenue  
crosses **Rs.1,100 Cr**

**1.2 GWp** of EPC  
Projects Executed

### Mahindra Agri

Crosses **Rs.1,000 Cr**  
revenue

### Mahindra Logistics

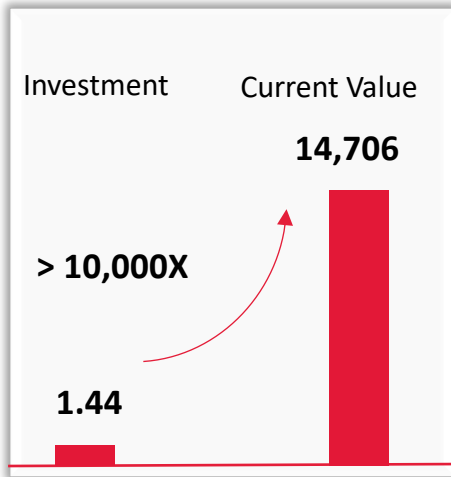
IPO oversubscribed by  
nearly **8 times**

Revenue growth of  
**28%** in F18



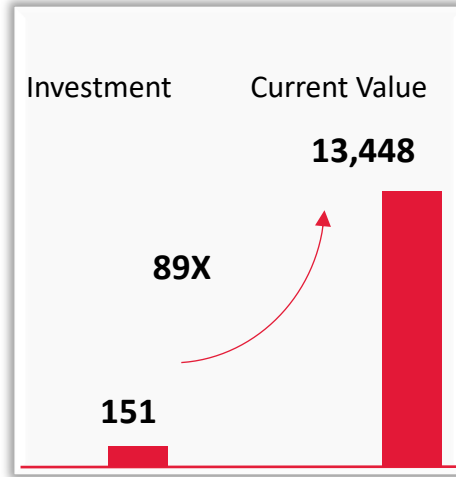
# Great Gains from Small Beginnings

## Tech Mahindra\*



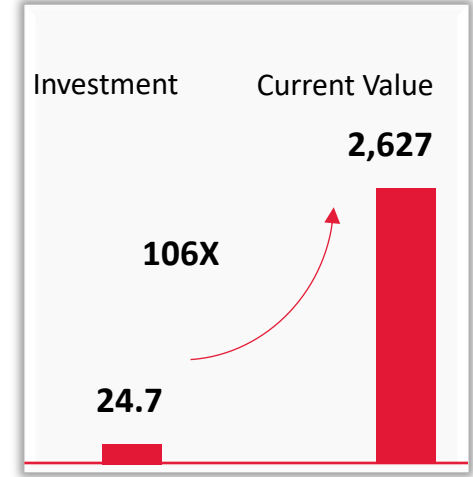
\* Against original investment of Rs 1.44 Crs

## Mahindra Finance\*



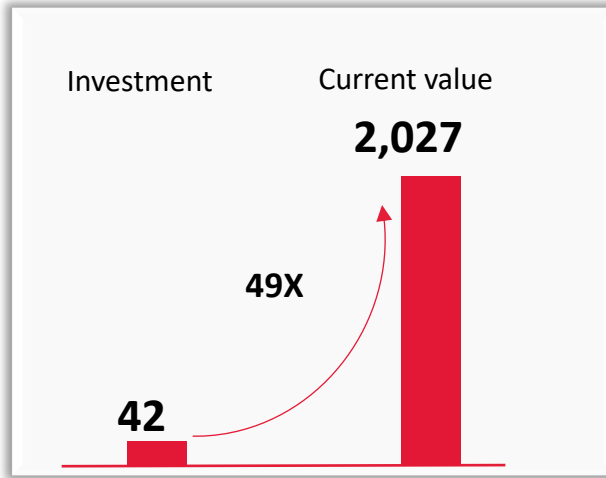
\*Excluding investment in F18

## Mahindra Holidays

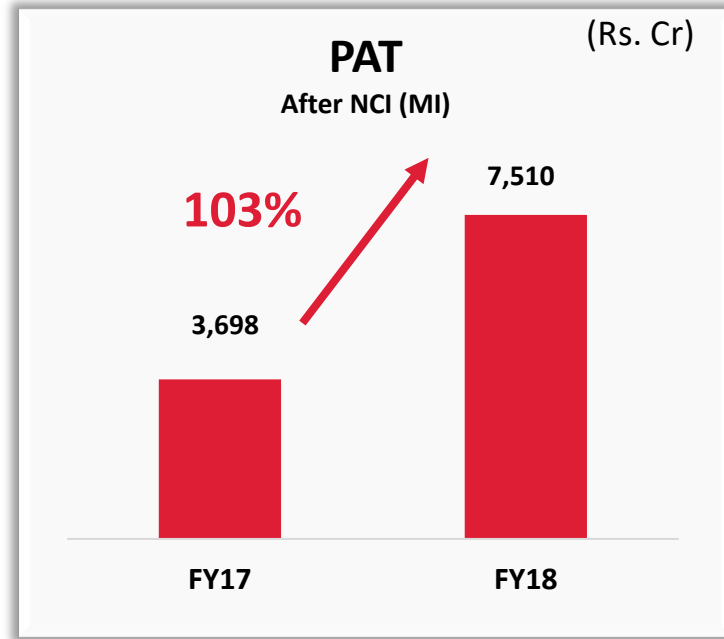
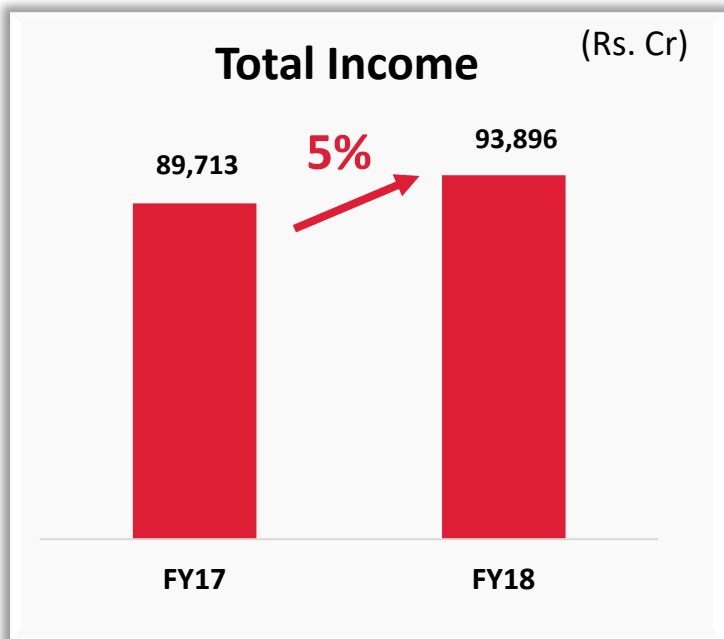


# Great Gains from Small Beginnings

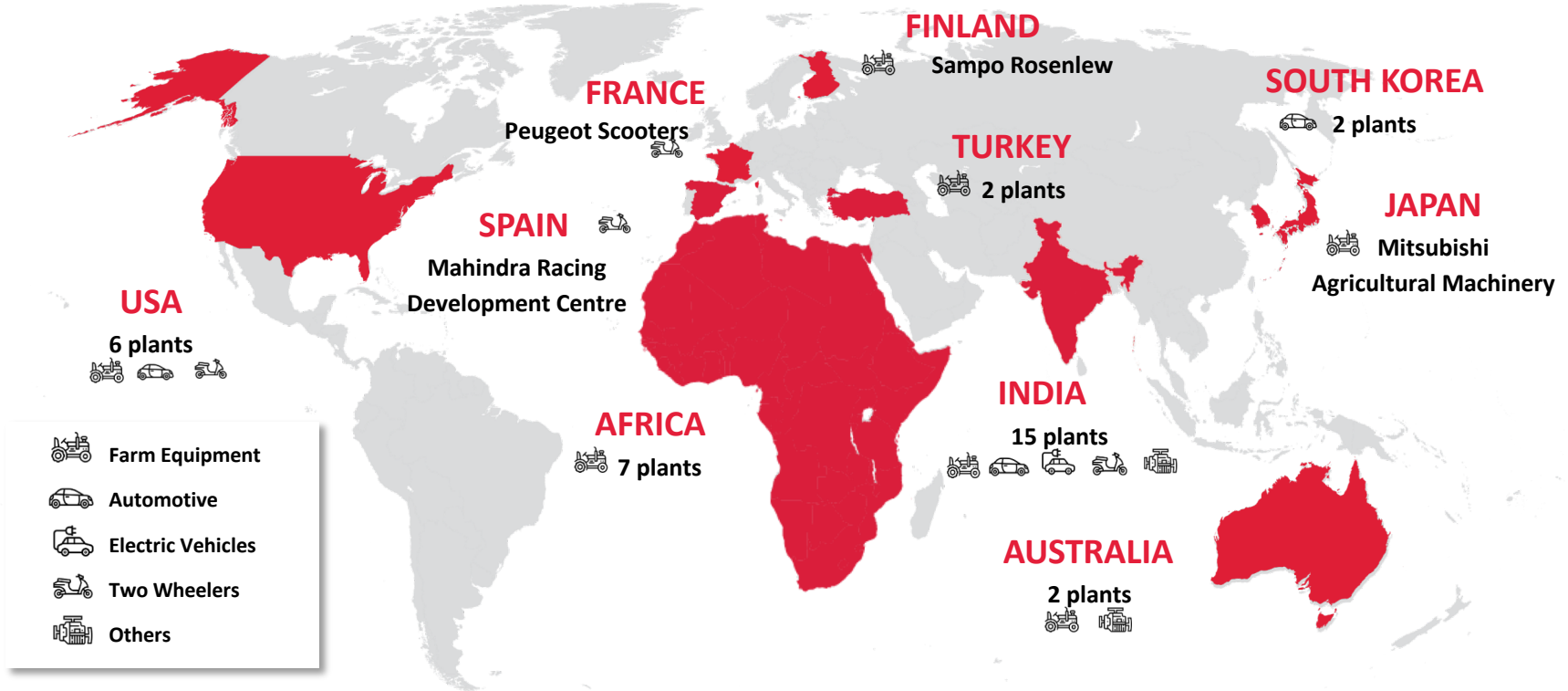
## Mahindra Logistics



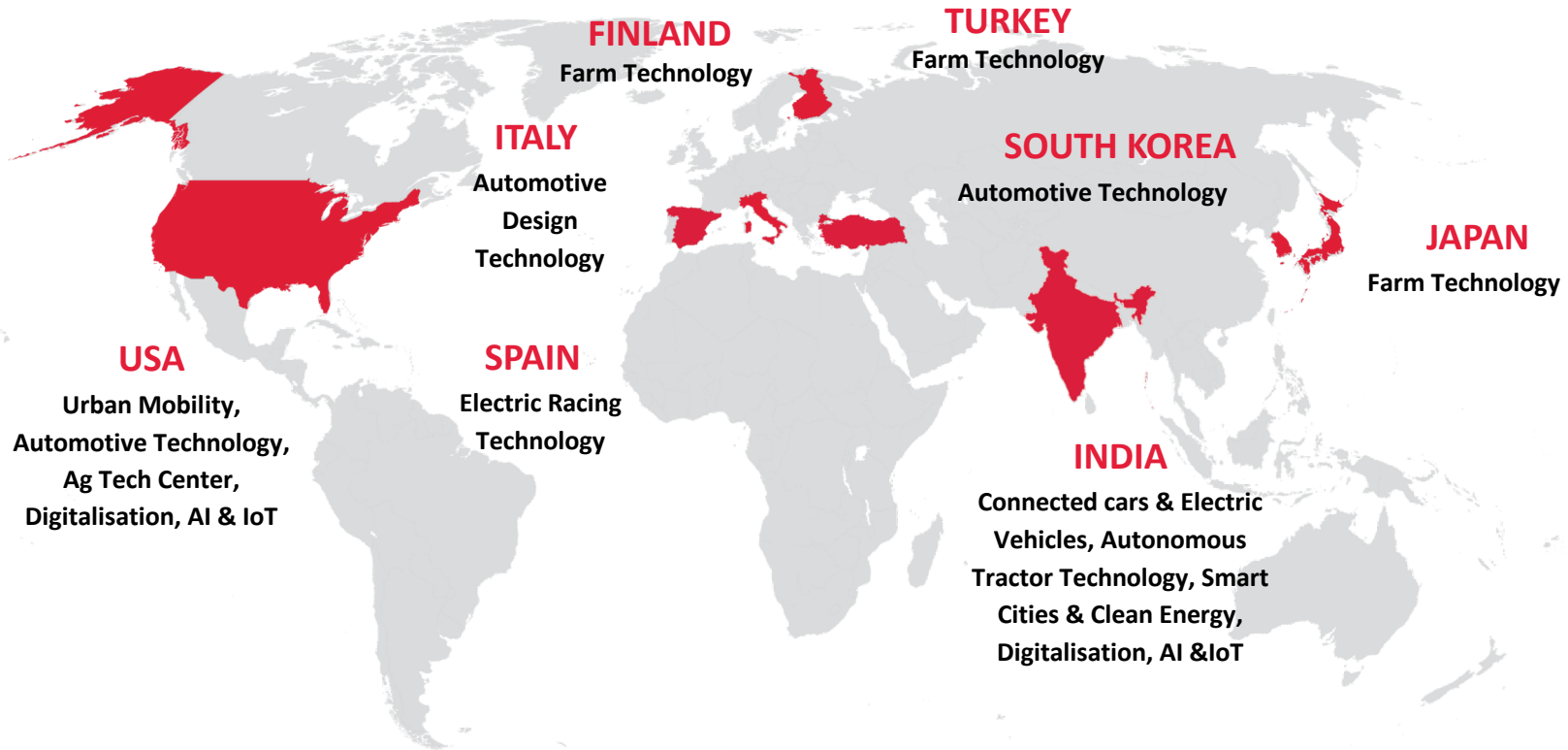
# How the Group has Grown



# Growing Beyond Borders: Manufacturing



# Growing Beyond Borders: **Innovation**





# Growing Beyond Borders: **Revenue**

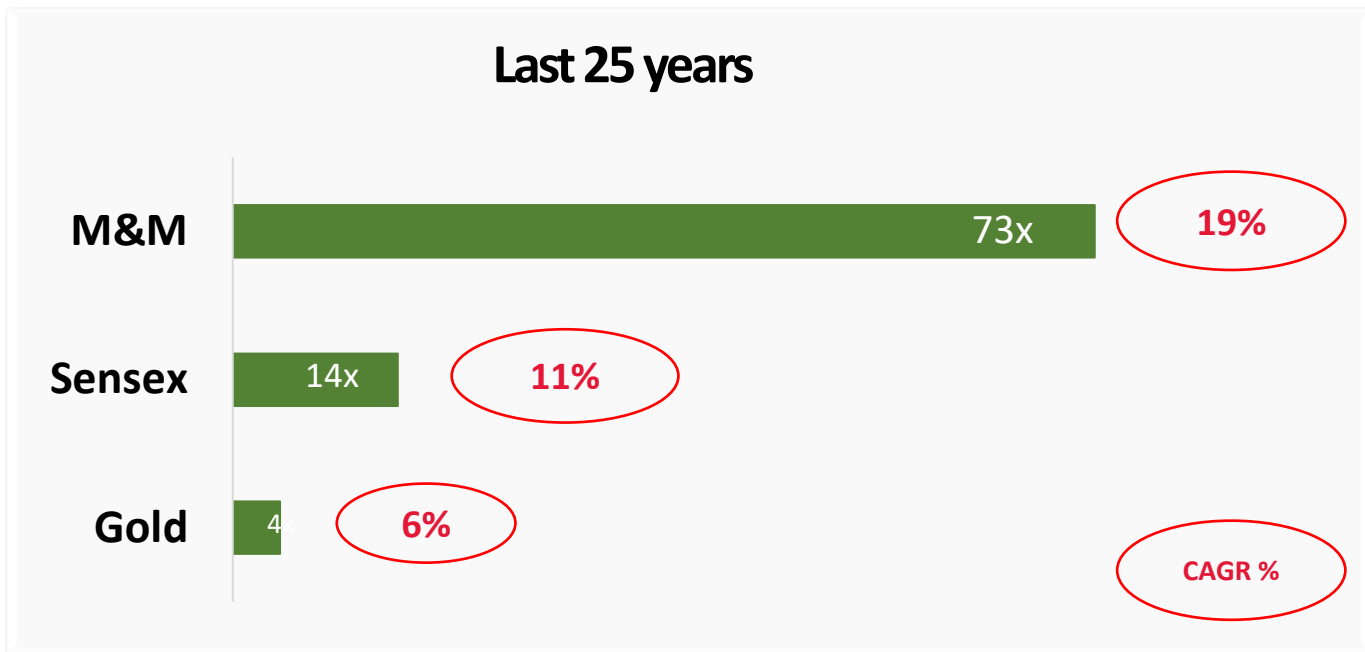


**GLOBAL REVENUE ACCOUNTS FOR **>49%\*****  
**OF THE GROUP TURNOVER**

\*based on Convenience Consolidation incl Tech M



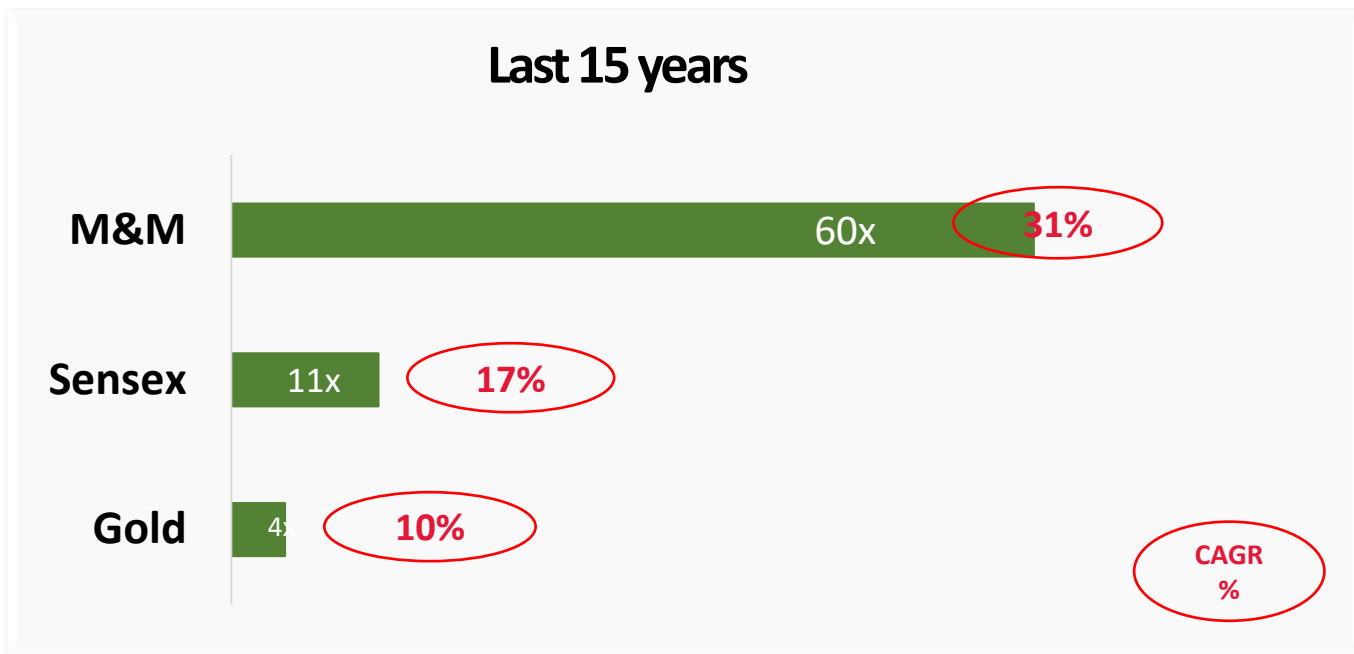
# Creating Value for You



Returns in No. of times & CAGR % as at 31<sup>st</sup> March 2018



# Creating Value for You



Returns in No. of times & CAGR % as at 31<sup>st</sup> March 2018

# Green Revenue: \$400 Million+



**CLEAN  
ENERGY**



**ELECTRIC  
VEHICLES**

**Mahindra  
Lifespaces**

**GREEN  
HOUSING**

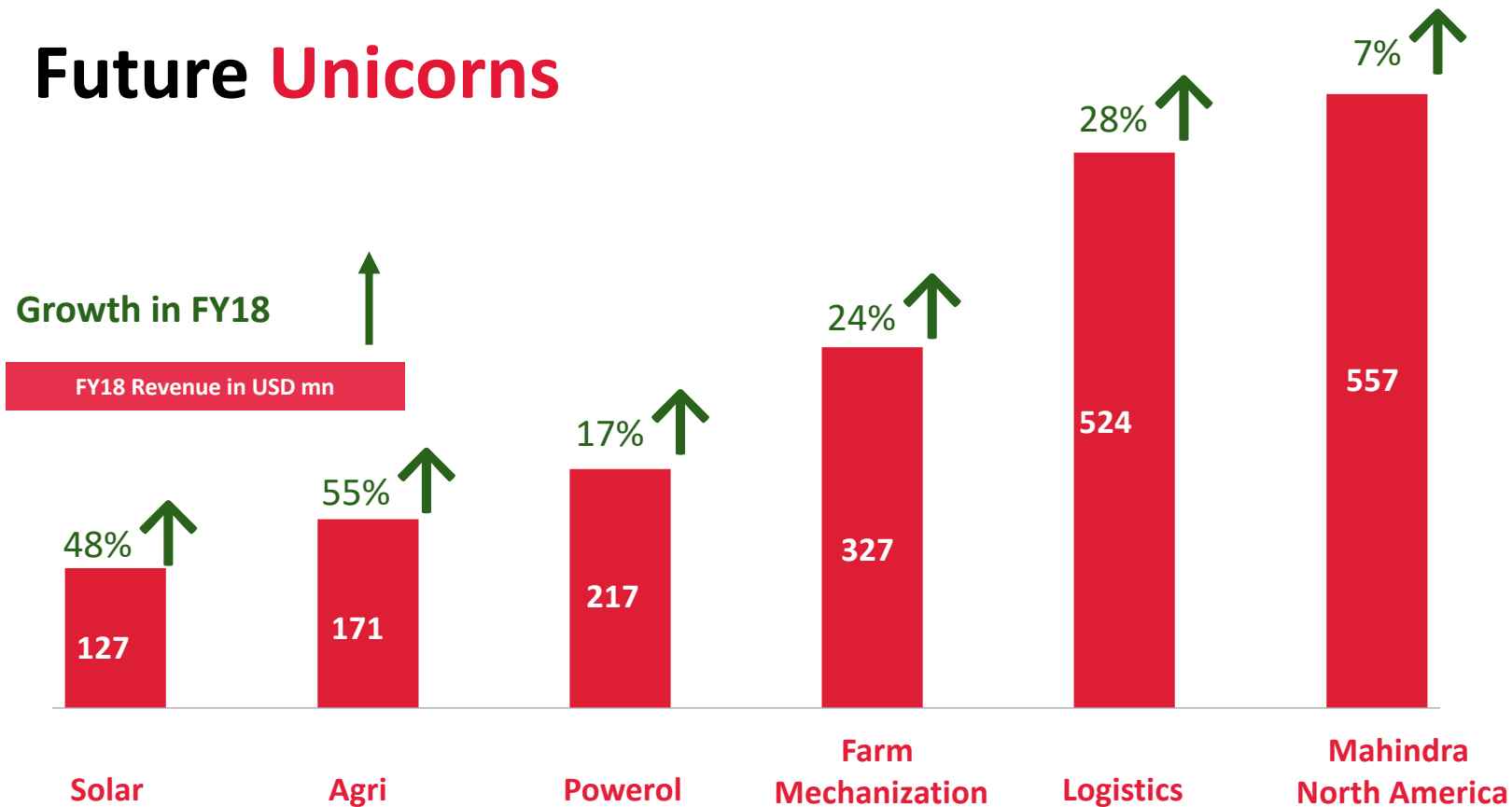


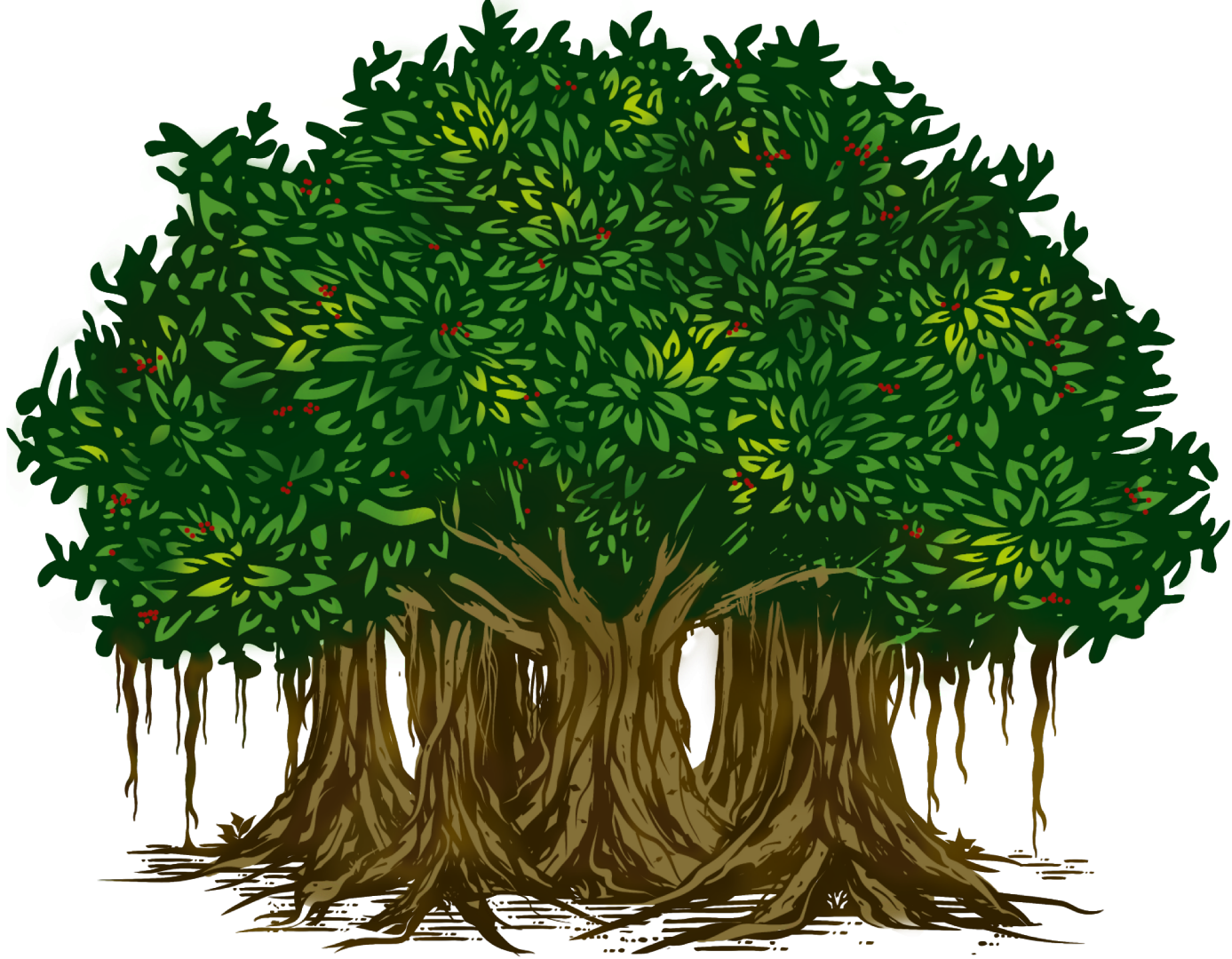
**AUTOMOTIVE  
RECYCLING**



**MICRO  
IRRIGATION**

# Future Unicorns





# What Has **NOT** Changed



## **Core Values**

**Professionalism**

**Good Corporate Citizenship**

**Customer First**

**Quality Focus**

**Dignity of the Individual**

## **Core Purpose**

**Accepting No Limits**

**Alternative Thinking**

**Driving Positive Change**

Governance

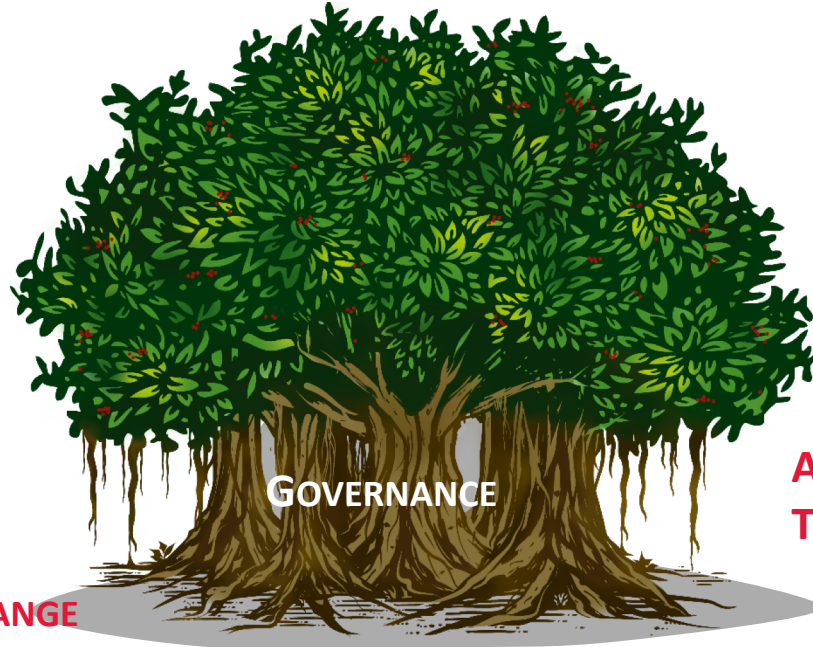


Compliance



WE WILL CHALLENGE CONVENTIONAL THINKING AND INNOVATIVELY USE ALL OUR RESOURCES TO DRIVE POSITIVE CHANGE IN THE LIVES OF OUR STAKEHOLDERS AND COMMUNITIES ACROSS THE WORLD, TO ENABLE THEM TO RISE.

**ACCEPTING NO LIMITS**



**GOVERNANCE**

**DRIVING  
POSITIVE CHANGE**

**ALTERNATIVE  
THINKING**

**CORE VALUES**

PROFESSIONALISM | GOOD CORPORATE CITIZENSHIP  
CUSTOMER FIRST | QUALITY FOCUS | DIGNITY OF THE INDIVIDUAL





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