

#### IV. SHAREHOLDING PATTERN (Equity Share Capital Break-up as percentage of Total Equity)

##### i) Category-wise Shareholding

Category of Shareholders	No. of Shares held at the beginning of the year [As on 1 <sup>st</sup> April, 2015]				No. of Shares held at the end of the year [As on 31 <sup>st</sup> March, 2016]				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
<b>A. Promoters</b>									
<b>(1) Indian</b>									
a) Individual/ HUF	3998552	0	3998552	0.64	3972046	0	3972046	0.64	0.00
b) Central Govt	0	0	0	0.00	0	0	0	0.00	0.00
c) State Govt(s)	0	0	0	0.00	0	0	0	0.00	0.00
d) Bodies Corp.	71128386	0	71128386	11.45	71128386	0	71128386	11.45	0.00
e) Banks / FI	0	0	0	0.00	0	0	0	0.00	0.00
f) Any other									
i) Bharat N Doshi, A. K. Nanda – Trustees – M&M Benefit Trust	51835214	0	51835214	8.35	51835214	0	51835214	8.35	0.00
ii) Mahindra And Mahindra Employees Stock Option Trust	29700106	0	29700106	4.78	28458577	0	28458577	4.58	-0.20
iii) Rajan Raghunath Surve, Vijay Bhalchandra Thakurdesai, Daxa Jawahar Baxi – Trustees – M&M Employees Welfare Funds	2030870	0	2030870	0.33	2030870	0	2030870	0.33	0.00
<b>Sub-total (A) (1)</b>	<b>158693128</b>	<b>0</b>	<b>158693128</b>	<b>25.55</b>	<b>157425093</b>	<b>0</b>	<b>157425093</b>	<b>25.35</b>	<b>-0.20</b>
<b>(2) Foreign</b>									
a) NRIs - Individuals	605772	0	605772	0.10	563922	0	563922	0.09	-0.01
b) Others - Individuals	0	0	0	0.00	0	0	0	0.00	0.00
c) Bodies Corp	0	0	0	0.00	0	0	0	0.00	0.00
d) Banks / FI	0	0	0	0.00	0	0	0	0.00	0.00
e) Any Other	0	0	0	0.00	0	0	0	0.00	0.00
<b>Sub-total (A) (2)</b>	<b>605772</b>	<b>0</b>	<b>605772</b>	<b>0.10</b>	<b>563922</b>	<b>0</b>	<b>563922</b>	<b>0.09</b>	<b>-0.01</b>
<b>Total Shareholding of Promoter (A) = (A) (1)+(A) (2)</b>	<b>159298900</b>	<b>0</b>	<b>159298900</b>	<b>25.65</b>	<b>157989015</b>	<b>0</b>	<b>157989015</b>	<b>25.44</b>	<b>-0.21</b>

Category of Shareholders	No. of Shares held at the beginning of the year [As on 1 <sup>st</sup> April, 2015]				No. of Shares held at the end of the year [As on 31 <sup>st</sup> March, 2016]				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
<b>B. Public Shareholding</b>									
<b>1. Institutions</b>									
a) Mutual Funds / UTI	16522890	1020	16523910	2.66	18738982	1020	18740002	3.02	0.36
b) Banks / FI	1584917	44532	1629449	0.26	994491	44532	1039023	0.17	-0.09
c) Central Govt	300036	0	300036	0.05	415201	0	415201	0.07	0.02
d) State Govt(s)	0	442132	442132	0.07	0	442132	442132	0.07	0.00
e) Venture Capital Funds	0	0	0	0.00	0	0	0	0.00	0.00
f) Insurance Companies	95707419	5912	95713331	15.41	91765099	5912	91771011	14.77	-0.64
g) FIs	211196535	7736	211204271	34.00	132108961	7736	132116697	21.27	-12.73
h) Foreign Venture Capital Funds	0	0	0	0.00	0	0	0	0.00	0.00
i) Others (specify)									
i) Foreign Portfolio-Corp	22524345	0	22524345	3.63	100010866	0	100010866	16.10	12.47
<b>Sub-total (B)(1)-</b>	<b>347836142</b>	<b>501332</b>	<b>348337474</b>	<b>56.08</b>	<b>344033600</b>	<b>501332</b>	<b>344534932</b>	<b>55.47</b>	<b>-0.61</b>
<b>2. Non-Institutions</b>									
a) Bodies Corp.									
i) Indian	27942981	68092	28011073	4.51	31431408	68068	31499476	5.07	0.56
ii) Overseas	1607720	240	1607960	0.26	1607720	240	1607960	0.26	0.00
b) Individuals									
i) Individual shareholders holding nominal share capital upto Rs. 1 lakh	32193062	5007554	37200616	5.99	31584253	4526639	36110892	5.81	-0.18
ii) Individual shareholders holding nominal share capital in excess of Rs.1 lakh	8813500	0	8813500	1.42	8590479	182448	8772927	1.42	0.00
c) Others (specify)									
i) Non Resident Indians	1567257	359310	1926567	0.31	1603548	337694	1941242	0.31	0.00
ii) Foreign Nationals	569	0	569	0.00	544	0	544	0.00	0.00
iii) Trusts	1673721	0	1673721	0.27	2286196	0	2286196	0.37	0.10
iv) Clearing Members	426549	0	426549	0.07	1443265	0	1443265	0.23	0.16
v) Foreign Corporate Bodies	381622	0	381622	0.06	375352	0	375352	0.06	0.00
<b>Sub-total (B)(2)-</b>	<b>74606981</b>	<b>5435196</b>	<b>80042177</b>	<b>12.89</b>	<b>78922765</b>	<b>5115089</b>	<b>84037854</b>	<b>13.53</b>	<b>0.64</b>
<b>Total Public Shareholding (B)=(B)(1)+ (B)(2)</b>	<b>422443123</b>	<b>5936528</b>	<b>428379651</b>	<b>68.97</b>	<b>422956365</b>	<b>5616421</b>	<b>428572786</b>	<b>69.00</b>	<b>0.03</b>
<b>C. Shares held by Custodian for GDRs &amp; ADRs</b>									
	33412801	1032	33413833	5.38	34529551	1032	34530583	5.56	0.18
<b>Grand Total (A+B+C)</b>	<b>615154824</b>	<b>5937560</b>	<b>621092384</b>	<b>100.00</b>	<b>615474931</b>	<b>5617453</b>	<b>621092384</b>	<b>100.00</b>	<b>0.00</b>