ANOTHER PERFECT DAY

TO PUT YOURSELF OUT THERE.

TO BELIEVE IN POSSIBILITIES.

TO ACCOMPLISH SOMETHING GREAT.
THE MAHINDRA GROUP

Many Companies. One Purpose.
TO ENABLE PEOPLE TO Rise.
WE ARE MAHINDRA

A global, innovation-led, federation of companies offering a wide range of products, services and possibilities to people everywhere.
Our story began in 1945 with two men on a mission – JC and KC Mahindra.
Driven by the core idea that people will succeed if given an opportunity, India’s first ever utility vehicle produced under license, was launched.
IN THE 7 DECADES SINCE, WE HAVE SEEN MANY TRANSFORMATIONAL CHANGES...
But we remain grounded to and are driven by our core idea...
WE CHALLENGE CONVENTIONAL THINKING

AND INNOVATIVELY USE OUR RESOURCES

TO DRIVE POSITIVE CHANGE
RISE GIVES US MEANING AND PURPOSE.

IT INSTILS IN US AMBITION AND ATTITUDE.

TO ACHIEVE WHATEVER WE SET OUR MINDS TO

IT ASSERTS WHO WE ARE, HOW WE OPERATE, WHAT WE BELIEVE IN AND OUR COLLECTIVE ASPIRATION

TO BE A GLOBALLY ADMIREDBRAND
This is where we are today...

250,000+ EMPLOYEES

$19.4 BILLION

100+ COUNTRIES

11 SECTORS

22 INDUSTRIES
The 22 INDUSTRIES we are present in...
As we contribute towards SHAPING MOST MODERN ECONOMIES
We’re spearheading and paving new paths. We are...

- World’s Largest Tractor Company by Volume
- No. 1 Hospitality Company outside of the USA
- India’s No. 1 Multi-Brand Certified Used-Car Company
- Pioneer in Building Smart Cities in India through Mahindra World Cities
- Only Indian OEM in Formula E All-Electric Car Racing Championship
- Among India’s Top 5 IT Service Providers
- Amongst India’s Largest Solar EPC Companies
- One of India’s Largest Utility Vehicle Maker
- Among India’s Largest Third-Party Logistics Service Providers
- World’s 1st All-Electric Hypercar – Pininfarina Battista
WE ARE DRIVEN BY INNOVATION

DO MORE WITH LESS
Our endeavour is to always take frugal steps to achieve mighty wins

DO IT TOGETHER
We succeed by proliferating ideas through collaboration

DO IT FOR ALL
We fuel growth through inclusive and accessible innovations
...AND THAT’S HOW WE RISE TO THE FUTURE

We are intensifying efforts to globally create a promising tomorrow through innovation and technology.

Think Bigger | Act Bolder | Challenge Conventions

It’s time to... #FUTURise
BY FOCUSING ON FOUR KEY AREAS ...
WE ARE CREATING WORLD-CLASS PROPERTIES
GLOBAL FOOTPRINT

THE GROUP HAS BUSINESS PRESENCE IN 100+ COUNTRIES WITH 50% REVENUE FROM OUTSIDE INDIA

72 MANUFACTURING FACILITIES AROUND THE WORLD

- 40 INDIA
- 02 ALGERIA
- 02 AUSTRALIA
- 01 BENIN
- 01 BRAZIL
- 01 CANADA
- 01 CHAD
- 01 CHINA
- 01 FINLAND
- 01 FRANCE
- 01 INDONESIA
- 01 JAPAN
- 01 KENYA
- 01 MALI
- 01 MEXICO
- 01 NIGERIA
- 02 S KOREA
- 01 SOUTH AFRICA
- 01 SRI LANKA
- 01 TUNISIA
- 03 TURKEY
- 02 UAE
- 05 USA

OUR R&D FACILITIES ARE SET UP IN 20 CENTRES ACROSS 10 COUNTRIES

China, Finland, France, India, Italy, Japan, South Korea, Turkey, UK, USA
Group Market Capitalization – FY20

Group Market Capitalization Split

<table>
<thead>
<tr>
<th>Year</th>
<th>Market Capitalization (INR Cr)</th>
<th>Market Capitalization (US$ bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 95</td>
<td>1.3</td>
<td>0.58</td>
</tr>
<tr>
<td>FY 05</td>
<td>6.9</td>
<td>1.59</td>
</tr>
<tr>
<td>FY 20</td>
<td>8.4</td>
<td>1.81</td>
</tr>
</tbody>
</table>

Total: INR 136,834 cr (US$ 18.11 bn)

CAGR 25 years = 19%
CAGR 15 yrs = 20%

*Price as on 31 March of corresponding fiscal year
**US$ 1 = INR 75.54

Others include SsangYong, Mahindra Logistics, Mahindra CIE, Mahindra Holidays, Mahindra Lifespaces, Swaraj Engines, Mahindra EPC
**This is a full summation of Gross Revenue and other income of all the Mahindra Group companies taken together for FY20**

**Group Revenue – FY20**

(US$ bn** *)

**Group Revenue Split**

- **Automotive** 36%
- **IT** 28%
- **Financial Services** 9%
- **Farm Equipment** 15%
- **Others** 12%

**US$ 19.5 bn**

* *This is a full summation of Gross Revenue and other income of all the Mahindra Group companies taken together for FY20*
OUR CULTURE – DRIVEN BY A SET OF ENDURING VALUES – HAS ALWAYS BEEN OUR KEY DIFFERENTIATOR
WE SEEK PEOPLE WHO...

CHALLENGE CONVENTIONS

DRIVE POSITIVE CHANGE IN THE LIVES OF CUSTOMERS AND COMMUNITIES

BRING ALTERNATIVE THINKING TO THE WORKPLACE
AND IN TURN, WE PROVIDE...

RECOGNITION FOR OUTPERFORMANCE

AN EMPOWERING ENVIRONMENT

ABUNDANT LEARNING OPPORTUNITIES
IN EVERYTHING WE DO, WE RISE FOR GOOD.
“It’s not about how big we become but how we become big.”

Anand Mahindra
Chairman, Mahindra Group
THAT MEANS…

Believing in our people

Serving communities

Adhering to high governance standards

Caring for the planet

Business for good
DOING GOOD MAKES GOOD BUSINESS SENSE

DRIVING RURAL PROSPERITY
GREEN LIVING SPACES
FINANCIAL INCLUSIVITY
CLEAN ENERGY
GREEN MOBILITY
We want to make Mahindra a globally admired brand...
India’s Best Companies to Work for
Mahindra & Mahindra (Automotive & Farm Sectors), Mahindra & Mahindra Financial Services Ltd, Mahindra Rural Housing Finance Ltd, Mahindra Insurance Brokers Ltd (BFSI), Mahindra Holidays & Resorts India Ltd, Tech Mahindra | Great Place To Work Institute

EHS Award (National) Renewable Energy Sector
Mahindra Susten | Global Safety Summit (Fire & Safety Forum in association with UN Global)

Best e-Vehicles Manufacturer (Good Air Promoter)
Mahindra Electric | Good Air Summit

8th Best Indian Brand
Mahindra | Interbrand

Among 2000 Largest Companies of the World
Mahindra & Mahindra | Forbes 2000 list

Best Company for CSR
Tech Mahindra | HYSEA, 2019

Brand of the Decade
Tech Mahindra | BARC Asia, 2019

Most Innovative Cybersecurity Company
Tech Mahindra | Cybersecurity Excellence Awards, 2019

23rd on ‘Change The World’ list (one of two Indian companies)
Mahindra & Mahindra | Fortune’s global ‘Change The World’ list, 2019

OUR EFFORTS ARE GETTING NOTICED...
WE ARE FOCUSED ON SIX KEY OPPORTUNITIES...

Delivering the Future of Mobility
Driving Rural Prosperity
Providing Sustainable Urbanization Solutions
Leading the Digital Transformation
Tourism & Leisure
Strengthening Security
Growing R&D capabilities
Innovating ahead of the curve
Develop world-class manufacturing
Building industry leading brands
Having a broad portfolio of superior products

AND AIM TO GET TO OUR GOAL BY
We are thrilled about the road ahead...
Thank you

Visit us at www.mahindra.com

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