MAHINDRA GROUP

OVERVIEW

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MAHINDRA & MOHAMMED

A significant combination, which represents what might well be termed a co-operative effort to secure for India that industrial development so indispensable to the full realisation of her future dreams.

You have heard of plans, many plans, in this connection. Now comes a positive, concrete and co-ordinated scheme to develop India's resources and raise the standard of [...] ar study of American [...] tance of a group of [...] estiny.

In their anxiety to further the industrial and agricultural development of this country, the founders of this co-operative organisation believe that they must have the support of those who will benefit most—the general public—and to secure that support it is essential that their aims and objects should be generally acceptable.

Here, then, are the principles which will guide their future activities —

FIRSTLY, encouragement of private enterprise and the initiative of the individual.

SECONDLY, belief in the ability of corporate institutions to oppose anti-social trends, such as monopolies and cartels.

THIRDLY, recognition of the fact that the labourer is worthy of his hire and that in co-operative working lies the dignity of human toil.

FOURTHLY, confidence in the ultimate success of their ventures and in the capacity and aptitude of the people to give effect to them.

FIFTHLY, acceptance of the fact that ability is the sole test of merit and advancement and that neither colour, creed nor caste should stand in the way of harmonious working.

What, you will have asked yourself, do MAHINDRA & MOHAMMED propose to do, whom do they represent, and what has all this business moralising got to do with me?

Well, MAHINDRA & MOHAMMED are concerned with what might be termed basic engineering—providing the tools with which to finish the job of India's industrial and agricultural rehabilitation.

That rehabilitation, of course, has a great deal to do with you—for it holds out the promise of a better land for you to live in and a healthier and happier life for you to enjoy.

As to the moralising, it is intended to place on record that MAHINDRA & MOHAMMED, though a business firm, are imbued with a national purpose and a new outlook.

Whom do they represent? As the name implies, this is a joint venture of Hindus and Muslims. The Chairman is Mr. K. C. Mahindra, who has just returned after three years abroad as Head of the Government of India Supply Mission in America.

ENTREPRENEURSHIP

of private enterprise and the initiative of the individual.

ETHICS

anti-social trends,

MERITOCRACY

ability is the sole test of merit

DIGNITY

dignity of human toil.

DIVERSITY & INCLUSION

colour, creed nor caste should stand in the way

Our Purpose

Drive positive change in the lives of our communities.
Only when we enable others to rise will we rise.

#Together we rise

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Mahindra Group Film

Mahindra Group Overview

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20
Industries

100
Countries

260000
Employees

$23 Billion+
Group Turnover

Our Businesses

CAPITALIZE ON MARKET LEADERSHIP

ACHIEVE FULL POTENTIAL

5X CHALLENGE

Market Leadership In India

AUTO & FARM

#1 SUVs*

#1 LCVs

#1 Tractors
(Globally by Volume)

#1 Genset Manufacturer

FINANCE & TECH

#1 NBFC
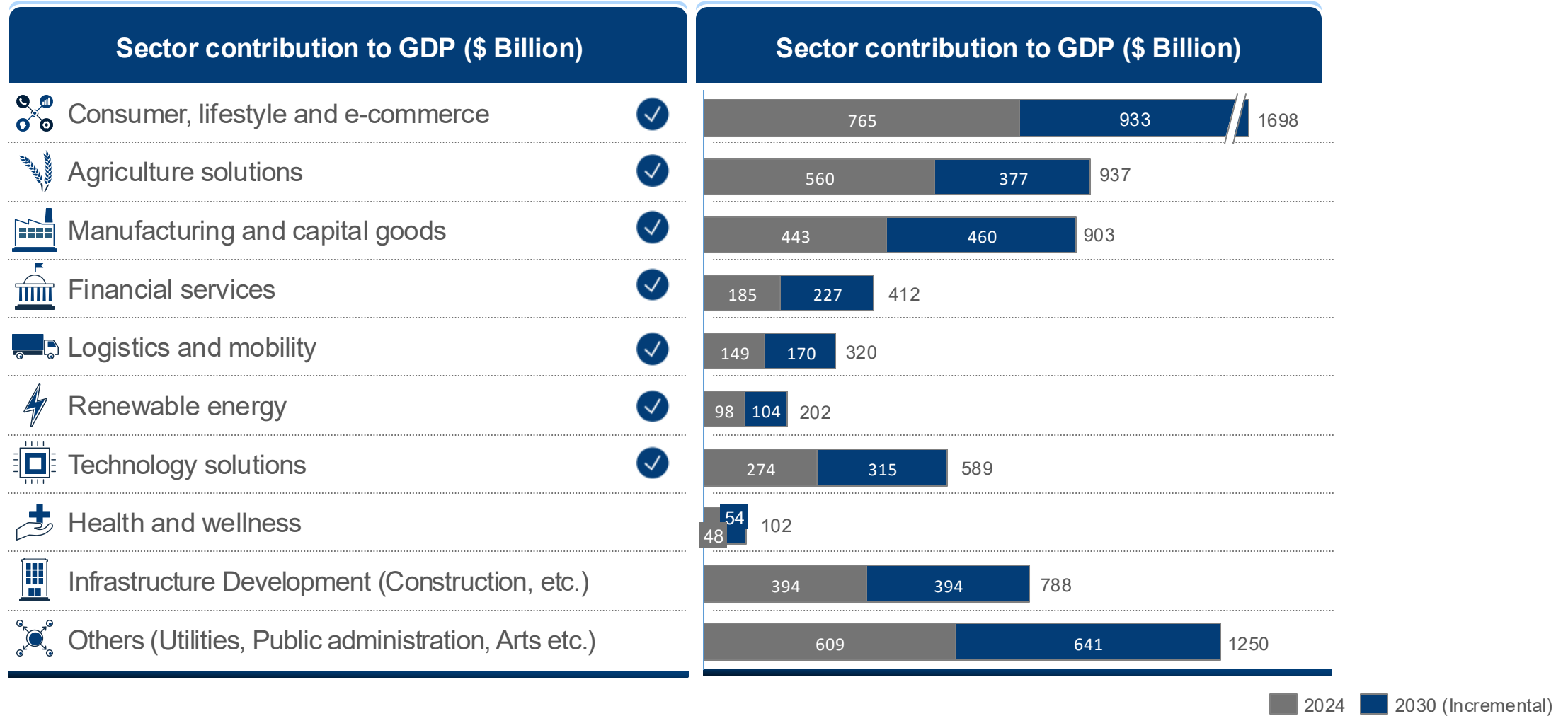Rural & Semi-urban

Top 5
IT Services

GROWTH GEMS

#1 Electric 3W

#1 Vacation Ownership

#1 Used Car Services

#1 3PL Provider

Net Zero Residential Project
(Industry First)

* Revenue Market Share

We play in sectors that drive 70% of India's growth

Sector contribution to GDP ($ Billion)		Sector contribution to GDP ($ Billion)	
Consumer, lifestyle and e-commerce	✓	765 | 933	1698
Agriculture solutions	✓	560 | 377	937
Manufacturing and capital goods	✓	443 | 460	903
Financial services	✓	185 | 227	412
Logistics and mobility	✓	149 | 170	320
Renewable energy	✓	98 | 104	202
Technology solutions	✓	274 | 315	589
Health and wellness		48 | 54	102
Infrastructure Development (Construction, etc.)		394 | 394	788
Others (Utilities, Public administration, Arts etc.)		609 | 641	1250

■ 2024   ■ 2030 (Incremental)

Source: Oxford Economics, PIB, IBEF, BCG Analysis

✓ Existing presence of Mahindra group

Growth Gems | 5X Growth

Shareholder Returns

Indexed Share Price[1,2]

CAGR
(Apr'20 – Feb'25)

M&M 66% *12x*

Nifty50 24% *2.8x*

Apr-20   Apr-21   Apr-22   Apr-23   Apr-24   Feb-25[3]

Capital Allocation   **Pivot to Growth**   **Deliver Scale**
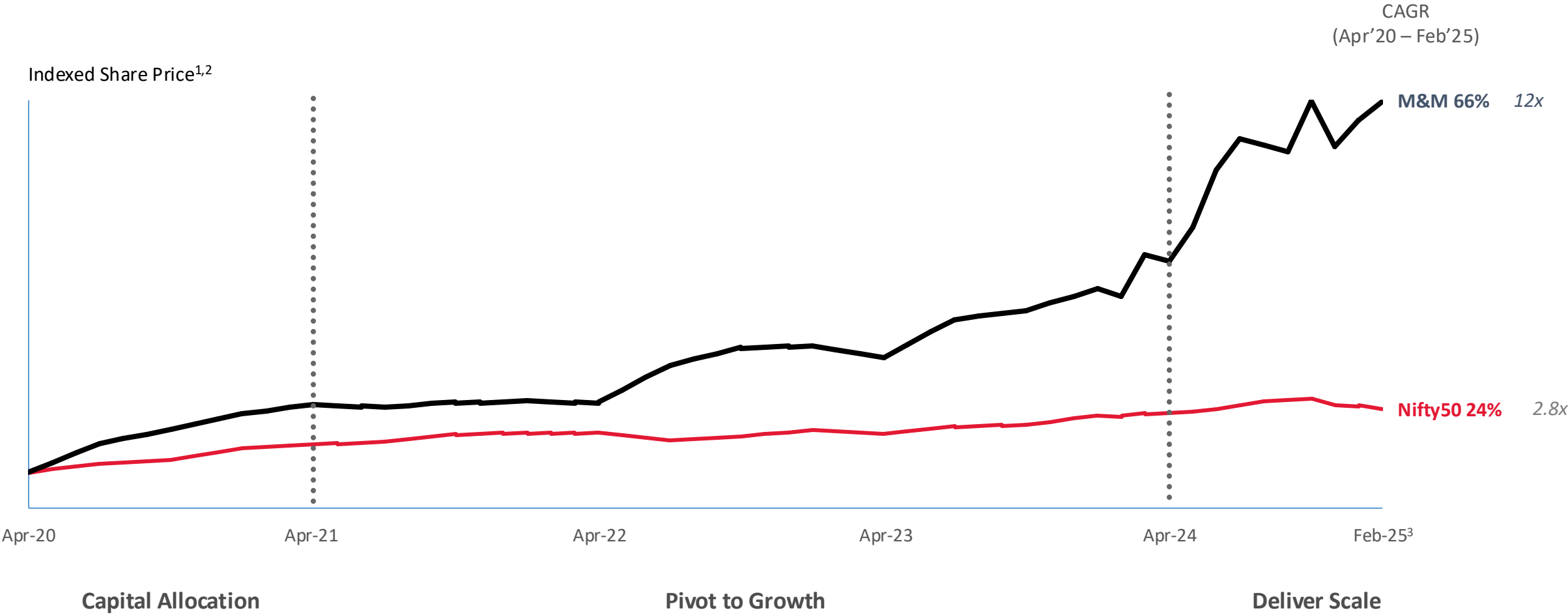
1. Share Price & Indices as of Apr'20 (start of FY21) indexed to 100
2. For each month, the share price is taken as of the 1st trading day
3. For February 2025, the price is considered as of February 3, 2025
Source – CapIQ, NSE Website

Key Enablers - Capabilities

TALENT

TECHNOLOGY

CONTROLS

INTERNATIONAL

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Technology – Our Pioneering Moves

MANUFACTURING AI	Initiative		Impact
AGILITY.AI	AI-Enabled Digital Twin for Dynamic Debottlenecking	>	10% increase in productivity (projected at peak capacity)
QUALITY.AI	AI-based weld spot integrity prediction	>	Enhanced vehicle safety; Improved cost efficiency
UPTIME.AI	Gen AI-based maintenance assistant for shop floor executives	>	~15-20% reduction in MTTR[1]
ENERGY.AI	IIOT & AI to optimize energy efficiency across plants	>	~30% energy efficiency improvement (8-10% expected in next 6 months)
CONNECTED.AI	End to end machine connectivity across manufacturing value chain	>	Improved machine availability from 82% to 99% (55 % reduction in maintenance costs)

1. MTTR – Mean Time to Repair

Sustainability Pillars
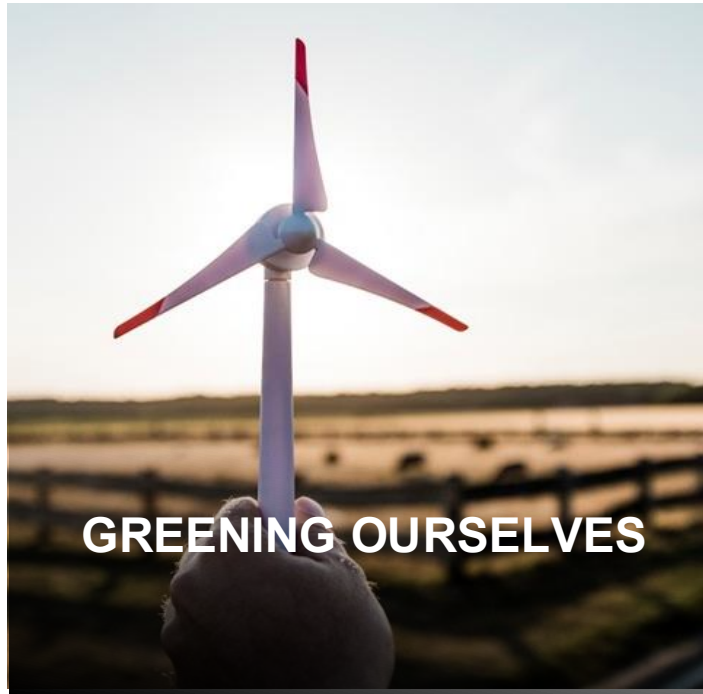
GREENING OURSELVES

- Net Zero on Scope 1+2 emissions
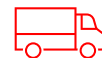- Net Zero on water and waste
- Adopting material circularity

DECARBONIZING OUR INDUSTRIES
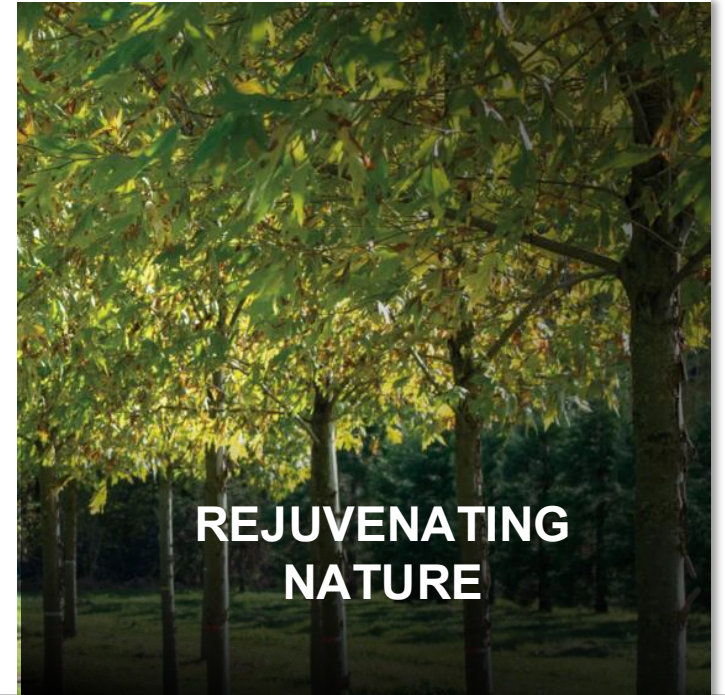### (ADDRESSING SCOPE 3)

- Transition to green portfolio
- Supporting transition to net-zero supply chain
- Industry circularity

REJUVENATING NATURE

- Promoting regenerative agriculture
- Afforestation at scale
- Biodiversity conservation

Social Impact

Educated **873764** **under-privileged girls** so far.

179175 **girls** educated so far in **FY 25.**

Nanhi kali
for the girl child

Empowered **1009592** **women** so far.

244485 **women** skilled so far in **FY 25.**

KAABIL
bano job ready

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LESSONS FROM A FOOTBALL

Film

Key Enablers: Our Culture

Our legacy is the foundation for our future

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