

# Mahindra

Rise.



# **Mahindra & Mahindra Ltd**

## **Investor Presentation**

**Q1 FY 2017**

**V S Parthasarathy**

**Group CFO**



**Economic Environment**

**Some Highlights**

**Q1 Financials**

**Key Subsidiaries Report Card**

# Headwinds & Tailwinds

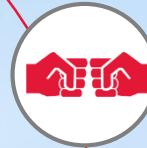
Complete product portfolio –  
at Auto and Tractor



Brexit - impact to India limited  
- global economy uncertain



GST – positive for macro-  
economic scenario



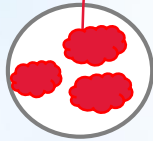
Challenges: Sunset of  
Fiscal benefits, Higher  
Tax Rate

7th pay commission &  
OROP recommendations -  
demand positive

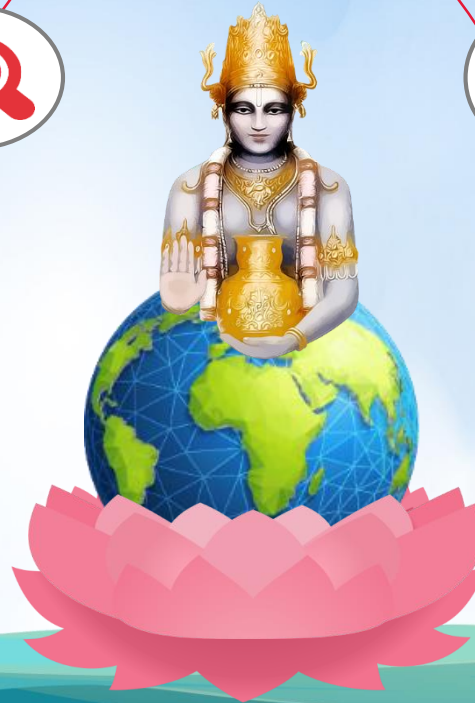


New launches impacting  
margin in initial years

Good monsoon (surplus)



Food inflation at 1 year  
high



# Q1F17 Economy & Business Scenario

## Positive signs

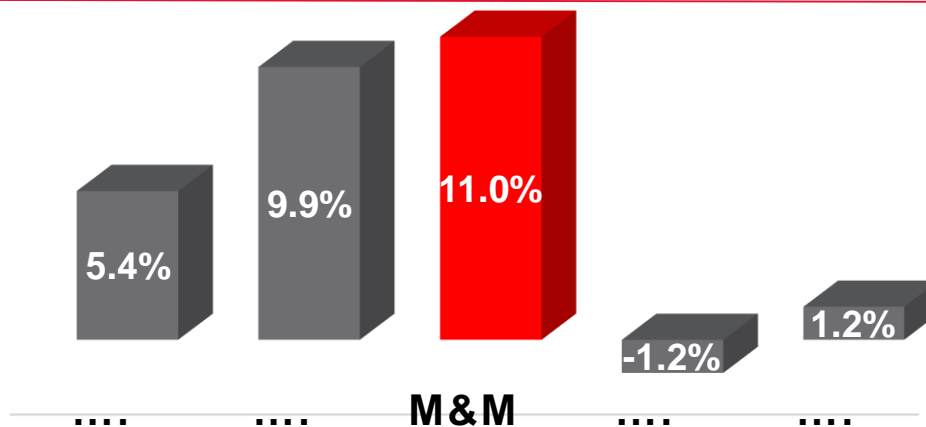
	Q4 F15	Q1 F16	Q2 F16	Q3 F16	Q4 F16	Q1 F17
▪ Economic Growth						
▪ IIP						
▪ Inflation						
▪ Interest rates						
▪ Exchange Rate (USD)						
▪ Monsoon						
▪ Commodity prices						
▪ Industry growth (Auto)						
▪ Industry growth( Tractor)						

# Automotive Sector

# Q1F17 Domestic Market Performance

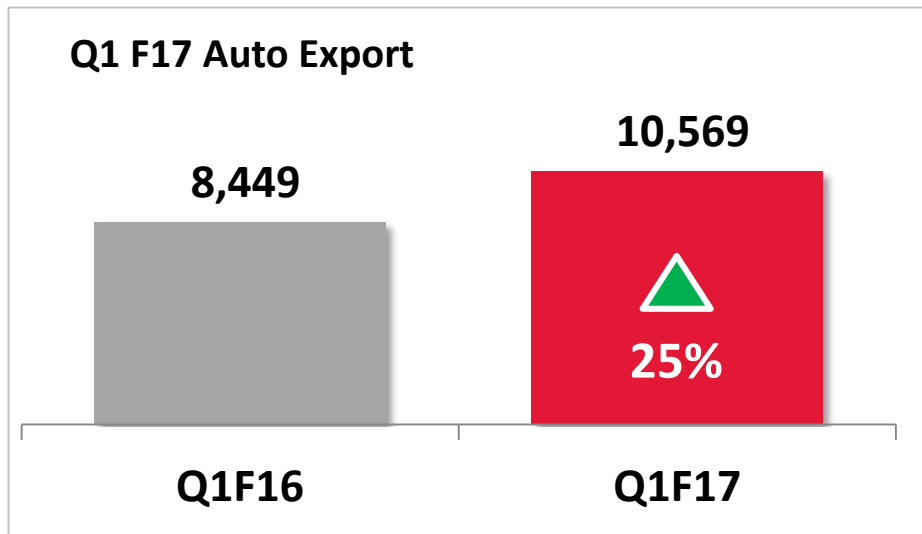
Segment	M&M			
	Q1F17	Q1F16	Growth	
Utility Vehicles	55,909	49,354	13.3%	Yellow
Vans & Cars	3,451	4,125	-16.3%	Yellow
LCV Goods < 2T GVW	5,963	4,096	45.6%	Green
LCV Goods 2 to 3.5T GVW	29,678	28,354	4.7%	Yellow
3W	12,005	12,166	-1.3%	Red
AD (Dom) Total	107,006	98,095	9.1%	
LCV Passenger	1,786	1,557	14.7%	Green
LCV Goods > 3.5T GVW	677	459	47.5%	Green
HCV Goods (>16.2T)	1,490	1,007	48.0%	Green
Others				
AS (Dom) Total	110,959	101,118	9.7%	Yellow

With 11% volume growth in PV -  
**Mahindra** posted the **highest growth** among the Top 5 PV players



# Auto Export Performance

Highest ever Q1 volume



Key Markets	Variation
SNBB	▲ 27%
Africa	▲ 31%
Australia	▲ 150%
South Africa	▲ 39%

## International Launches

Launch of New Age XUV 500 AT in East Africa



Launch of KUV 100 in South Africa



Launch of KUV 100 in Nepal



Launch of New Age XUV 500 AT in Australia



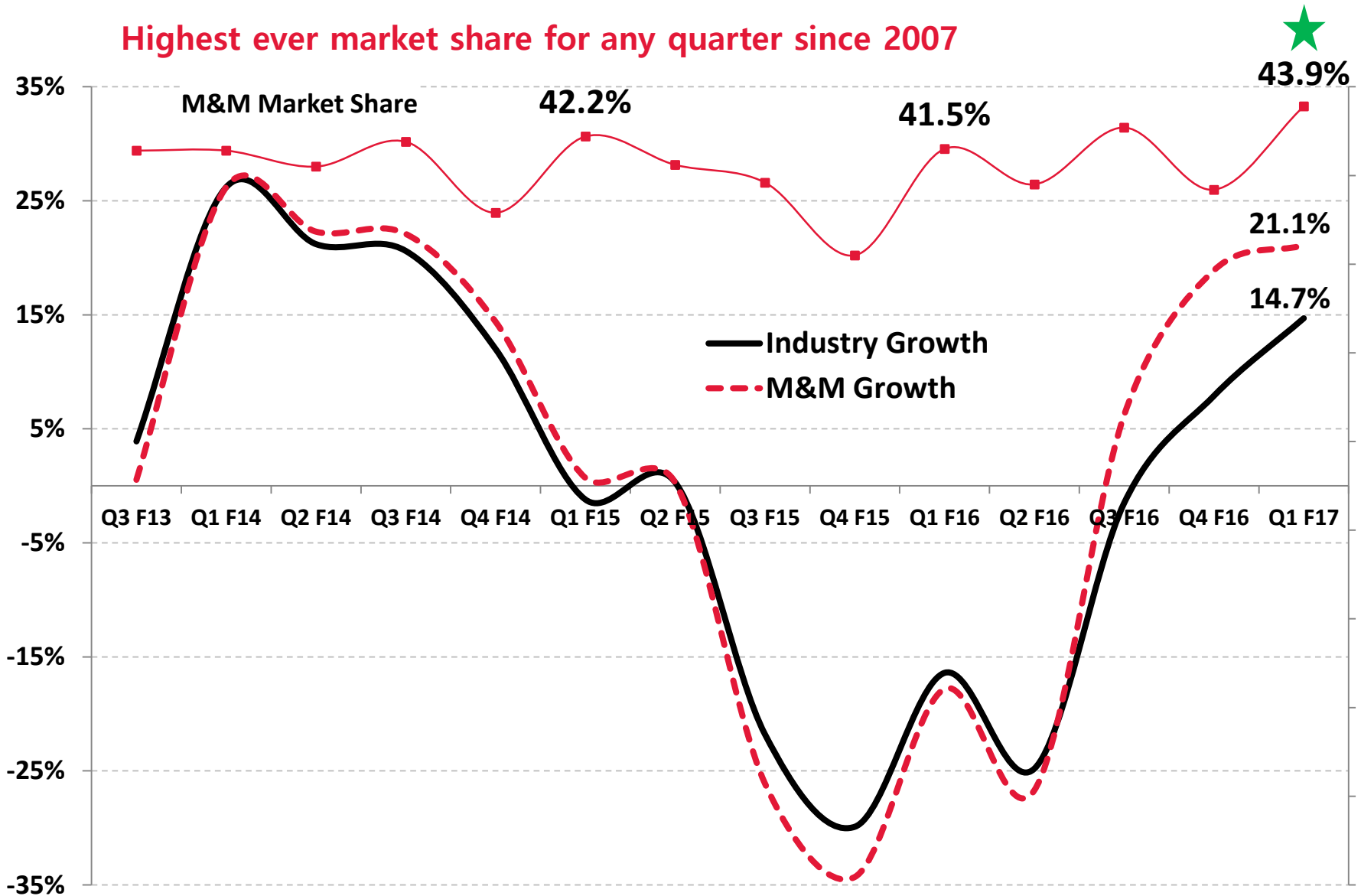


# Farm Equipment Sector

# Domestic Tractor Industry & M&M

Q1 Industry up by 14.7% .. M&M Volume up by 21.1%

Highest ever market share for any quarter since 2007



# Tractor Export Performance

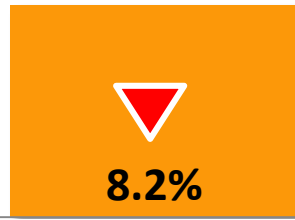
## Q1 F17 Tractor Export

3,208



Q1F16

2,946



Q1F17

8.2%

## Key Markets

## Variation

SNBB



94%

MUSA



50%

Africa



150%

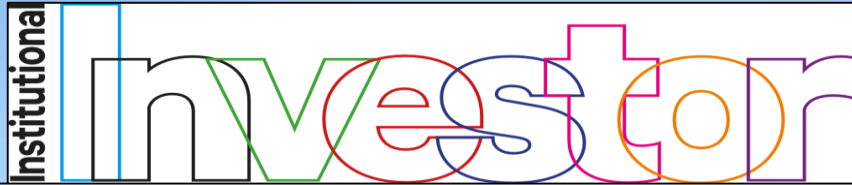
## International Launches

### Arjun NOVO 605 DI in Nepal





## Some Highlights



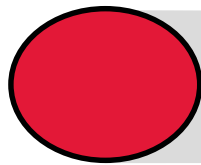
M&M 2nd in **'Best Investor Relations Program in Asia in Consumer-Auto & Auto Parts'**



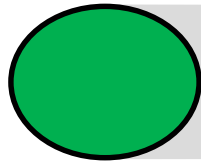
**Transparency International** ranked M&M **No 3** among a list of 100 Emerging Market Multinationals



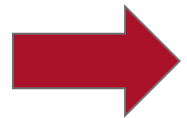
# Financials Snapshot



**IND AS – Applicability and Timelines**



**Presentation of Excise Duty**



# Indian GAAP Vs Ind\_AS - Q1 F16

Rs Crs

M&M+MVML	F 16 Q1 IGAAP	GAAP Adj.	F 16 Q1 INDAS	Major Reasons
Sales & Op. Inc.	9437	930	10368	Excise duty, dealer incentive and delivery charges regrouping
EBITDA	1353	(8)	1345	Net impact of DIE Decapitalisation and FCMITDA Reversal
PAT	831	(1)	830	



# Quarterly Performance M&M + MVML Snapshot

Rs Crs

	Q1 FY 17	Q1 FY 16		
Volume – FES	74,731 nos.	62,556 nos.	▲	19.5%
Volume - Auto	1,21,528 nos.	1,09,567 nos.	▲	10.9%
Net Sales & Op. Income	10,525	9,447	▲	11.4%
EBIDTA	1,489	1,345	▲	10.7%
OPM (on Net Sales)	14.1%	14.2%	↔	10 bps
PAT Before EI	871	830	▲	4.9%
PAT After EI	962	830	▲	15.9%

# Segment Revenue & Results – Q1

Rs Crs

## AS

### SEGMENT REVENUE

Q1 F 17	6,492
Q1 F 16	5,919
% Inc/ (Dec)	9.7

### SEGMENT RESULT

Q1 F 17	505
Q1 F 16	602
% Inc/ (Dec)	(16.1)

## FES

### SEGMENT REVENUE

Q1 F 17	4,077
Q1 F 16	3,558
% Inc/ (Dec)	14.6

### SEGMENT RESULT

Q1 F 17	768
Q1 F 16	627
% Inc/ (Dec)	22.5



# Key listed companies performance

Rs Crs

PAT

TML



MMFSL



MLDL



MHRIL



Q1  
17

750

Q1  
17

108

Q1  
17

15

Q1  
17

30

Q1  
16

627

Q1  
16

107

Q1  
16

11

Q1  
16

25

MLDL & MHRIL results are on Standalone basis

*Thank  
you*

