

REF:NS:SEC:

29th May, 2018

National Stock Exchange of India Limited
"Exchange Plaza", 5th Floor,
Plot No.C/1, G Block
Bandra-Kurla Complex
Bandra (East), Mumbai 400051.

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400001.

Bourse de Luxembourg
Societe de la Bourse de Luxembourg
Societe Anonyme/R.C.B. 6222,
B.P. 165, L-2011 Luxembourg.

London Stock Exchange Plc
10 Paternoster Square
London EC4M 7LS.

Sub: SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015 - Presentation made to the Analyst/Institutional Investor


This is further to our letter bearing REF:NS:SEC dated 9th May, 2018 wherein we had given you an advance intimation of the upcoming Analyst or Institutional Investor Interaction(s) in terms of Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We wish to inform that the Company today conducted M&M Annual Analyst Meet with several funds/Investors/Analysts on the Standalone and Consolidated Annual Audited Financial Results of the Company for the year ended 31st March, 2018, at Mumbai and the Presentations which were made to them are attached herewith for your records.

Kindly take the same on record and acknowledge receipt.

Yours faithfully,
For MAHINDRA & MAHINDRA LIMITED


NARAYAN SHANKAR
COMPANY SECRETARY


Encl: a/a.

C:\Users\203037\Desktop\SE Intimation\SE - Schedule of Analyst or Investor Meet - (29.05.2018).docx

Analyst Meet - 2018

Automotive Sector

29th May'18

F18 Performance Highlights

Highest ever Auto Sector Global volumes of 689,358 nos



Bolero volumes cross **1 million-** mark since inception



Scorpio registered **highest ever** annual sales of 53,934 nos.



Pickups registered **highest ever** annual sales of 149,119 nos.



Highest ever annual **MTBD** volumes at 17,228 nos.



Rural Business grew by **14%** with **43% Penetration**



EV sales gaining momentum with annual sales @ **4026 nos.**

F18 Performance Highlights



MTBD on the track of turnaround



'Brand of the Year – Motor Grader' at the coveted Golden Globe Tigers 2018, Malaysia



7 Plants received Prestigious JIPM Award



ROXOR launch in USA



Ranked 1st in JD POWER SSI 2017

F18 Domestic Market Performance

Auto Sector Domestic volumes cross 5Lac mark with a growth of 11%

Segment	M&M		M&M	
	Q4	Growth	F18	Growth
Utility Vehicles	67,805	8.4%	2,33,915	5.1%
Cars	384	-20.7%	725	-77.5%
Vans	4,337	44.8%	14,219	37.1%
PV Total	72,526	9.8%	2,48,859	5.4%
LCV Goods < 2T GVW	12,613	36.0%	41,305	37.5%
LCV Goods 2 to 3.5T GVW	48,974	25.9%	1,58,269	15.9%
LCV Goods < 3.5T	61,587	27.9%	1,99,574	19.8%
LCV Goods > 3.5T GVW	1,248	35.7%	3,786	26.8%
LCV Goods Total	62,835	28.0%	2,03,360	19.9%
M+ICV Goods (7.5 to 16.2T)	-	0.0%	-	-
HCV Goods (>16.2T)	3,254	16.0%	9,484	41.2%
MHCV Goods	3,254	16.0%	9,484	41.2%
LCV Passenger	1,354	4.9%	3,958	-14.7%
MHCV Passenger	-	0.0%	-	-
CV Passenger	1,354	4.9%	3,958	-14.7%
CV Total	67,443	26.8%	2,16,802	19.8%
3W	16,484	42.8%	54,625	4.4%
AS (Dom) Total	1,56,453	19.6%	5,20,286	10.8%

Growth Drivers

- Positive Rural Sentiments
- Govt's push for Infra & construction
- Availability of affordable finance
- Good Monsoon

Challenges

- Rising crude oil prices
- Increase in commodity prices
- Competitive Intensity

Strengthen SCV Dominance

Journey to SCV Leadership



BMT Plus

Reignited the growth in medium segment through Promise of 1 (one)
|1m lower TCD || 1 ft longer cargo||+1 kmp mileage|



Big Bolero PU

Redefined the segment standards with “Baap of Pickups”.
|highest payload|| longest Cargo||shortest foot print|



Jeeto

Recreated the Mini segment through Power of Choice’ – 8 Distinct offerings with optimum balance of capability, cost & efficiency



Supro Rigid Suspension

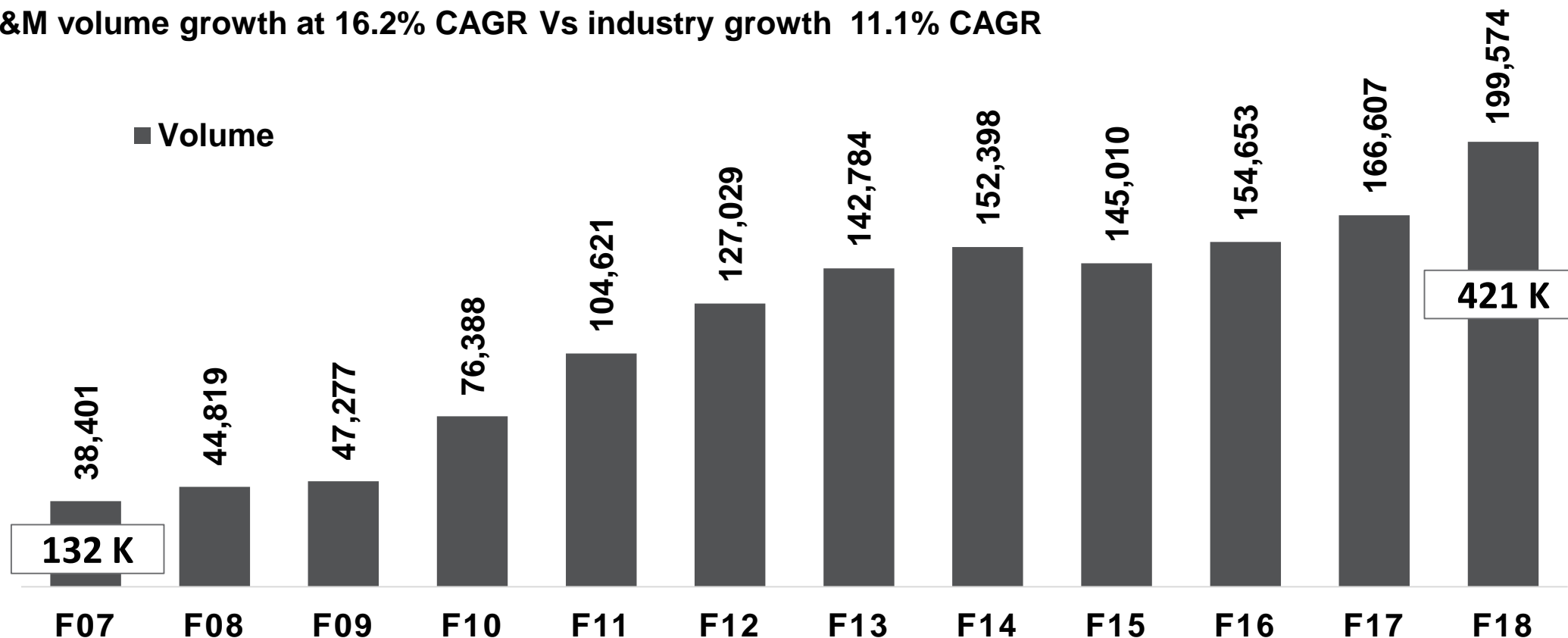
Revisited Small segment with promise of profit truck with many segment firsts
|Performance|| Power Steering||AC|

#1 SCV Player since F14 with MS ~47%

SCV Performance

Continue to retain Dominant Position with 47% Market Share

M&M volume growth at 16.2% CAGR Vs industry growth 11.1% CAGR



- SCV Segment achieved Highest Ever Volumes of 199,574 nos
- Widest range of offerings thru 3 Brands of Jeeto, Supro & Bolero Pickups (0.6 T to 3.5 T)

Pick up Leadership Campaign



**4 Saal Baad
Kam Se Kam
Rs. 4 Lakh Me
Buyback**



**2 Saal Tak
Free
Maintenance
Ka Vada**



**2 Ghante Me
Service Ka
Vada**



**2 Saal/ 1 lakh
kms ki
Warranty**



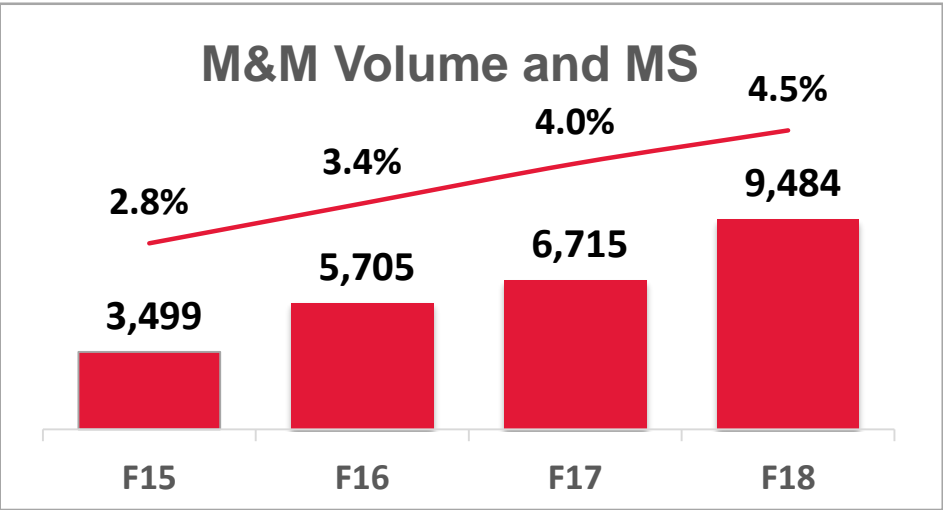
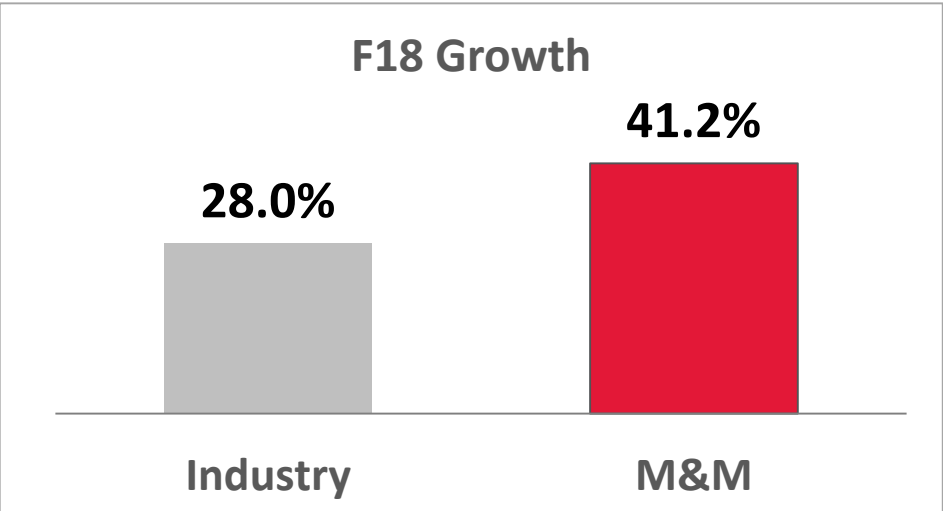
80% of the total conversions in Q4, are under Pickup Guarantee Scheme



AV

Pick Up Guarantee

HCV Performace



Blazo : Guaranteed Experience



Mileage Guarantee

“ZYADA MILEAGE, NAHIN TOH TRUCK WAPUS”



Parts Guarantee

Ready availability of 150 from MPARTS Plazas, or you get them free!



Service TAT Guarantee

36 hours Service turnaround at workshops or get Rs. 3000 per day!



Get back on road Guarantee

Service in 2 hours or Rs. 500 every hour (Delhi-Mumbai Service Corridor)



Mileage Guarantee

Extended to LCV Load
Get more mileage or give the truck back



6 Lacs/ 6 years

Increased Warranty on HCV Trucks to offer complete peace of mind

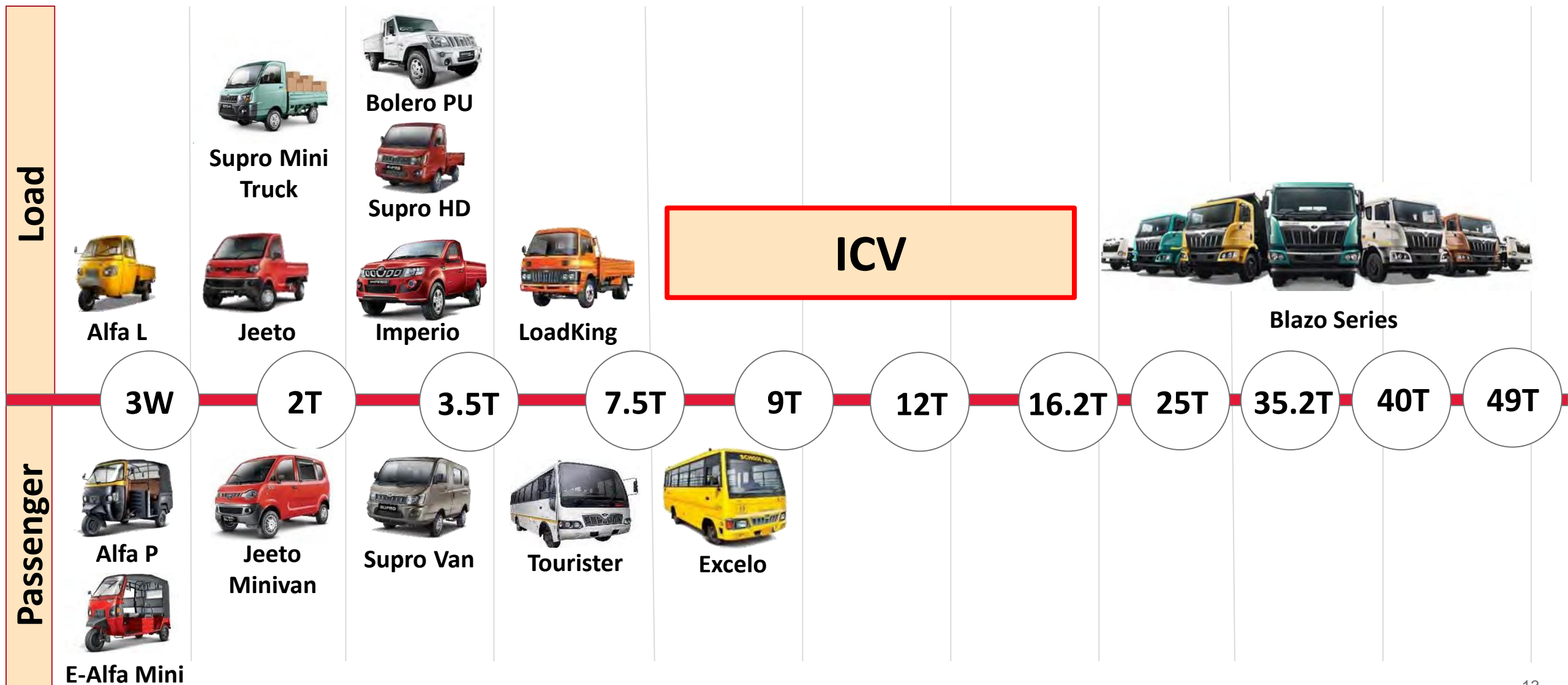
“ Har Cheez Guarantee Ke Saath”



AV

HCV Guarantee Campaign

Commercial Portfolio range



New LCV / ICV and MCV Range

5.5 Ton

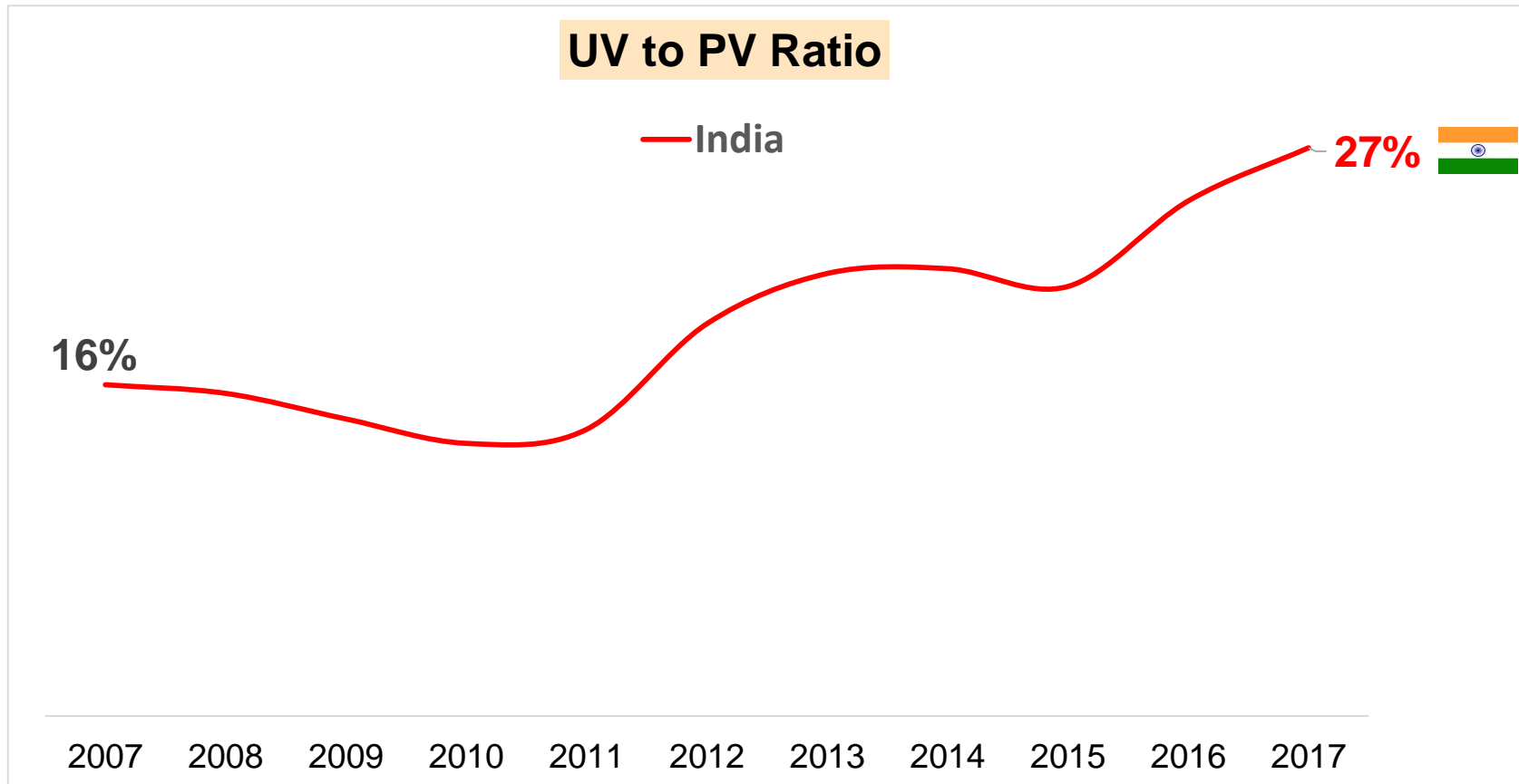
16.2 Ton

- **Modular Platform**
- **3 Engines**
- **3 Transmission**
- **3 Cabs**
- **8 Load Segments**

- **AC option**
- **Light and Heavy Duty Versions**
- **Various Wheelbases and Load body types**

Passenger Vehicles











UV Focus




- Increasing UV Pie
- Hyper competitive Market
- 21 UV Launches in 3 years

In India UVs have grown at CAGR of 14% in last 10 years vs 8% growth by Passenger Vehicles

UV Portfolio Play

	Entry (A)	Compact	Mid	Premium
CUV	 KUV	 S201		 XUV
MPV			 U321	
			 Xylo	
SUV	 Bolero	 TUV	 Thar  Scorpio	 Y400

 Current

 Announced

The Plush New XUV500 launched

New benchmark in premium SUV segment



- ❑ Bold New Design
- ❑ Plush, luxurious Interiors
- ❑ Higher Power and Torque



The Plush New XUV500 launched with competitive pricing



AV

Plush New XUV500

Technology Focus

Powertrain



Euro 6 and BS 6

Full Range of
Gasoline &
CNG
Powertrains

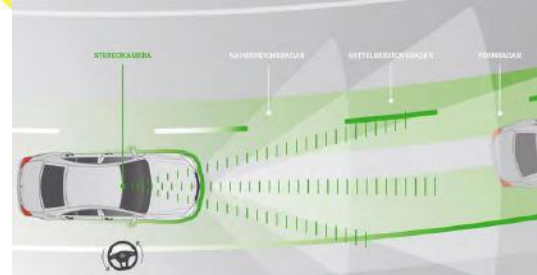


EV,
Hydrogen

Safety, Assisted Driving



Bharat New Vehicle
Safety Assessment
Program (**BNVSAP**)

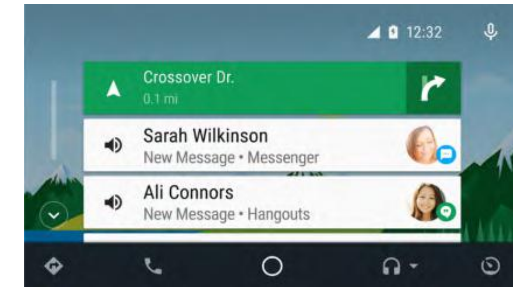


Intelligent
& Assisted
Driving



Cross Traffic Alert

Infotainment, Connected Car



Android Auto

DIGI SENSE
by Mahindra



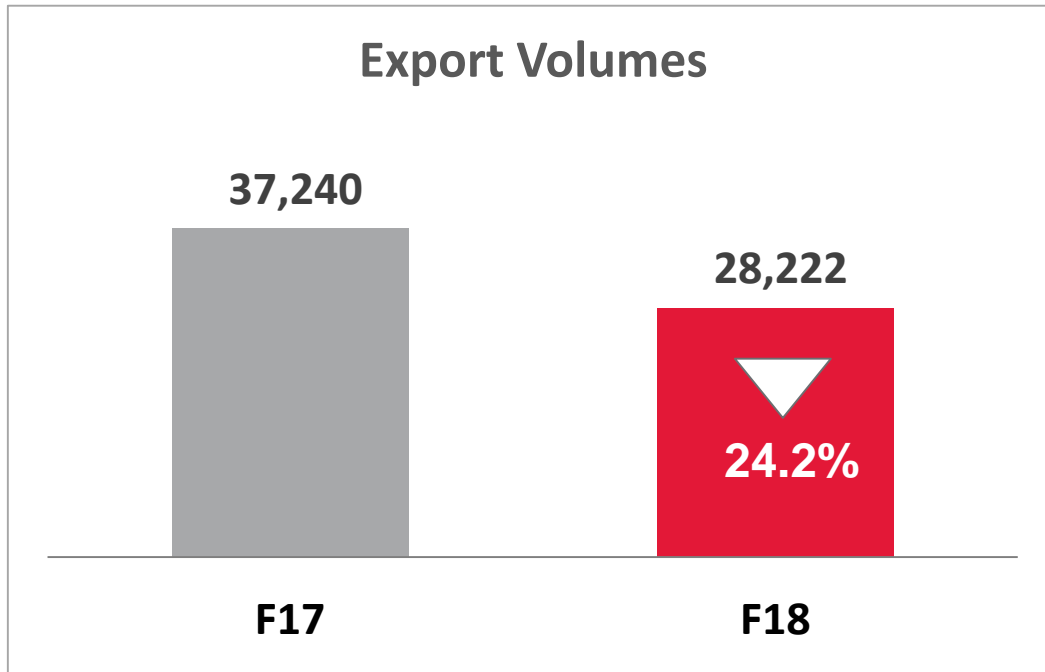
Apple Car Play



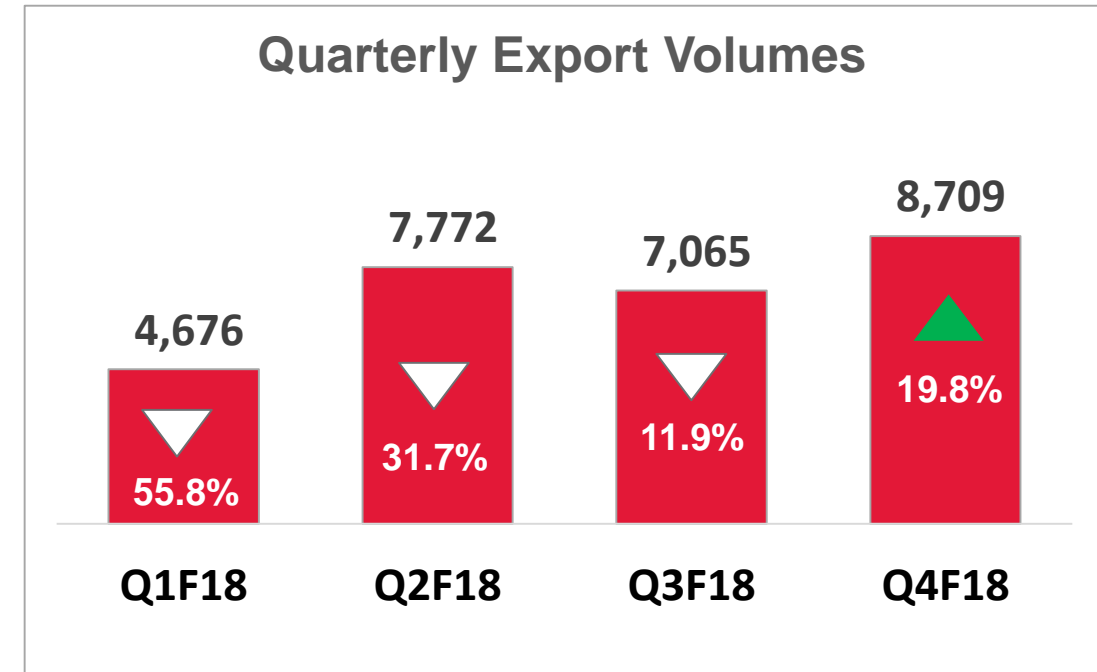
Exports

Export from India

Improved performance in H2



- De-growth due to adverse business environment in Sri Lanka, Nepal (44% drop in volumes)
- 13% Growth in Africa – Highest in 5 Yrs



▽ Represents de-growth wrt previous quarter

- Growth in exports after 3 quarters
- Growth drivers mainly South Asia (29%) & Africa (9%)

International Operations

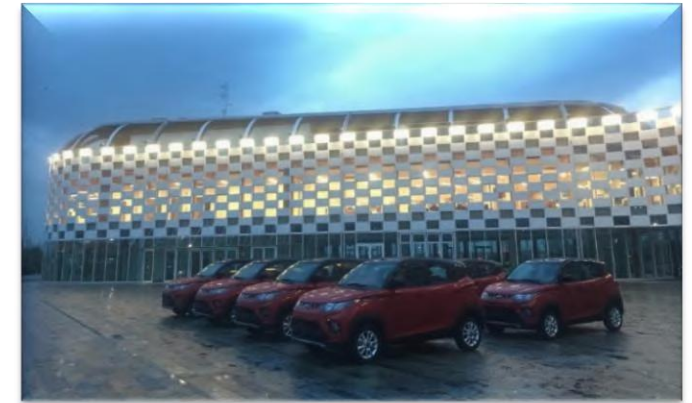
New Launches



**Scorpio Pickup Launch,
South Africa**



XUV500 G-AT, Chile



KUV Launch, Italy



Bangladesh Jeeto CKD



Philippines – Supro CKD



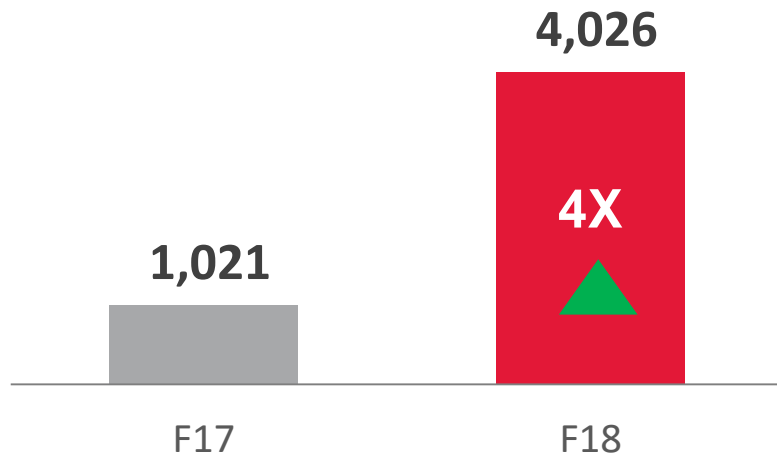
Tunisia – Scorpio Pickup CKD



Electric Mobility

EVs Gaining Momentum on Fleet Application

EV Sales



- EESL Tender
- Lithium: Corporate Employee Commuting, Bangalore
- Baghirathi: 1000 vehicles in Bangalore
- OLA : Shared mobility in Nagpur
- Zoomcar: Mysore and Hyderabad
- HRTC – Clean Public Transportation
- Uber and M&M Partnership announced



e-3W Opportunity



- Launched Sep 2017
- 2,932 billed in FY18
- 16% of M&M 3W passenger volumes in Q4

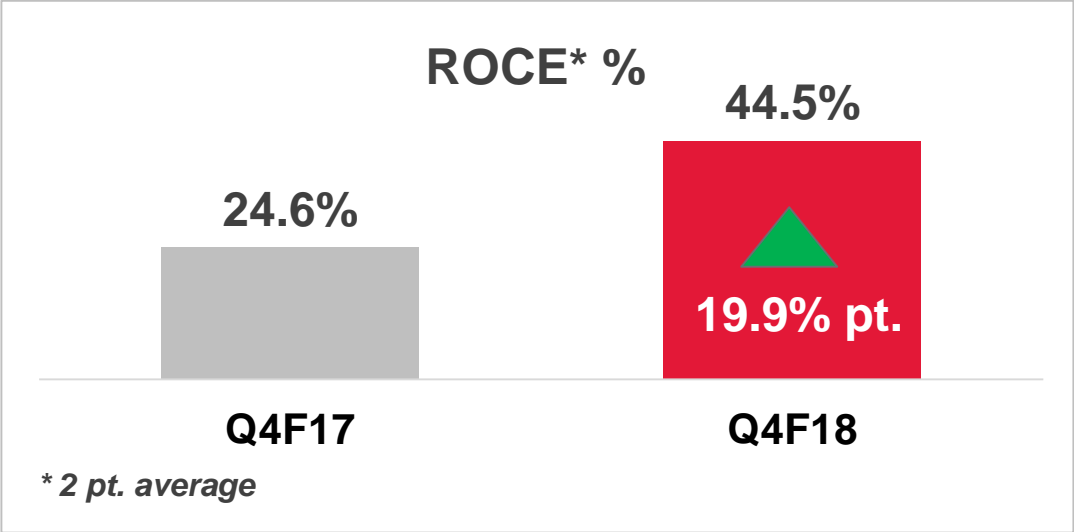
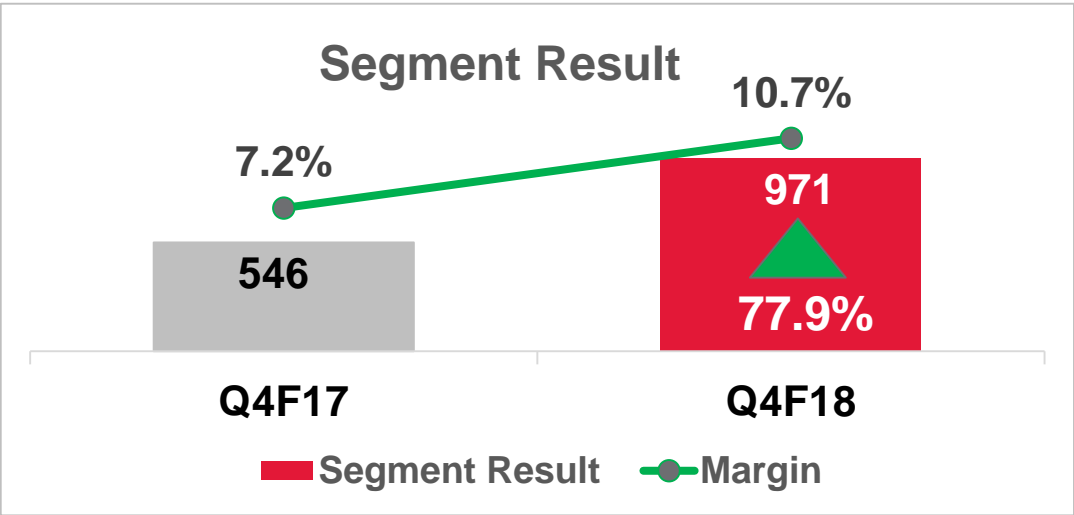
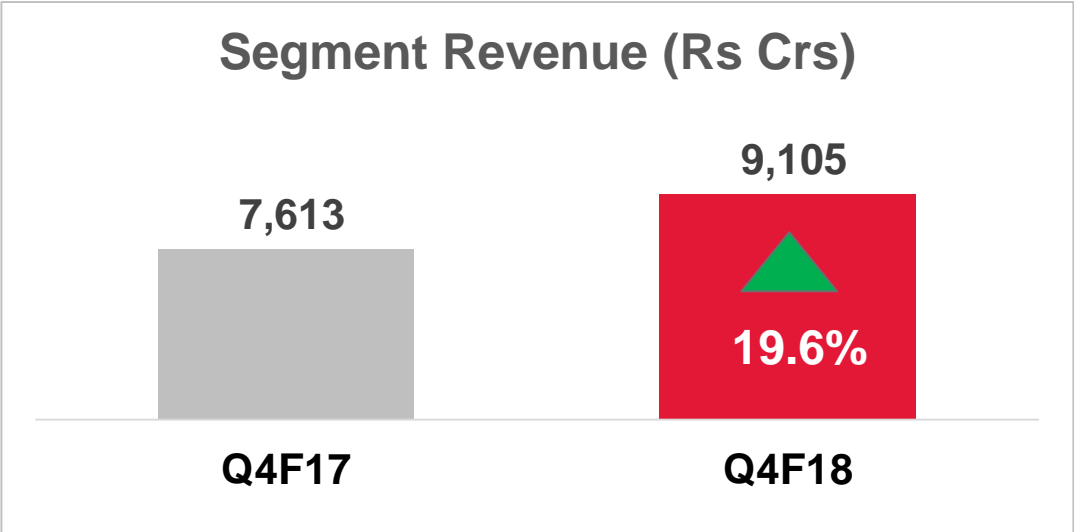
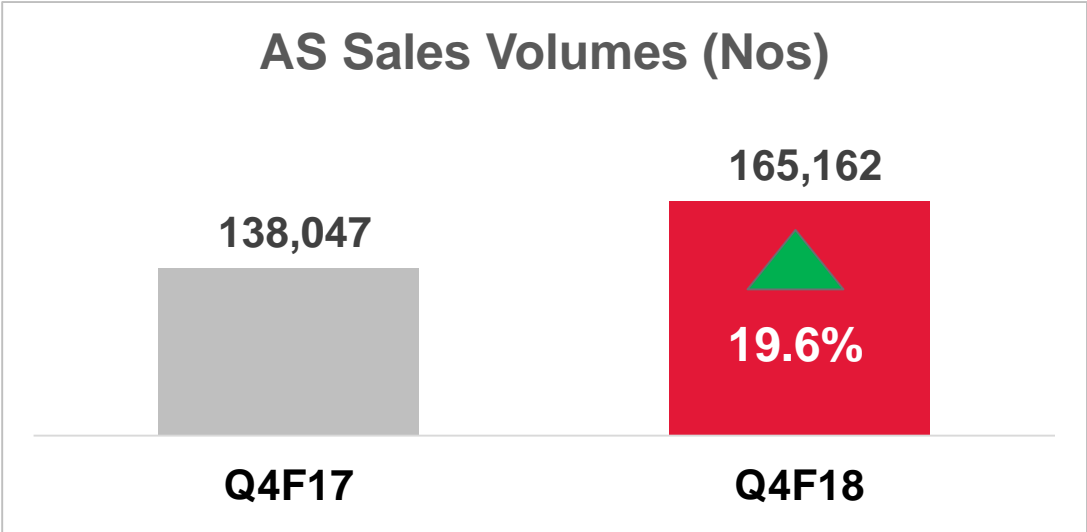


Launch in FY19

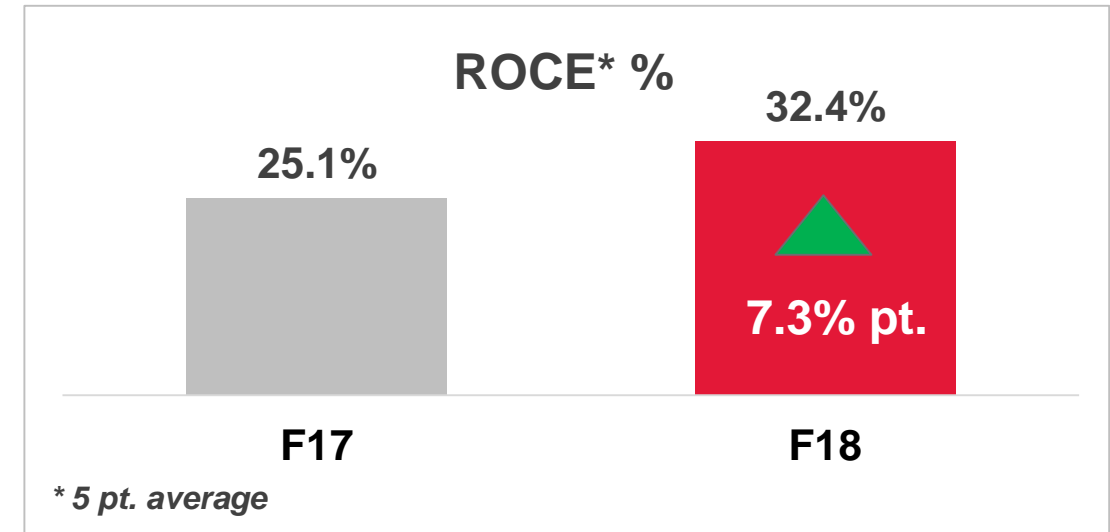
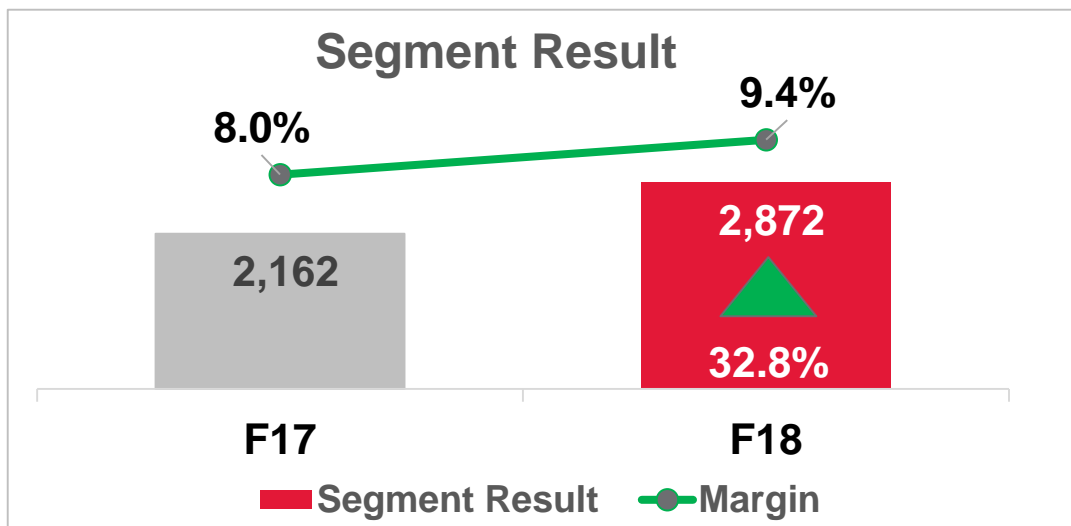
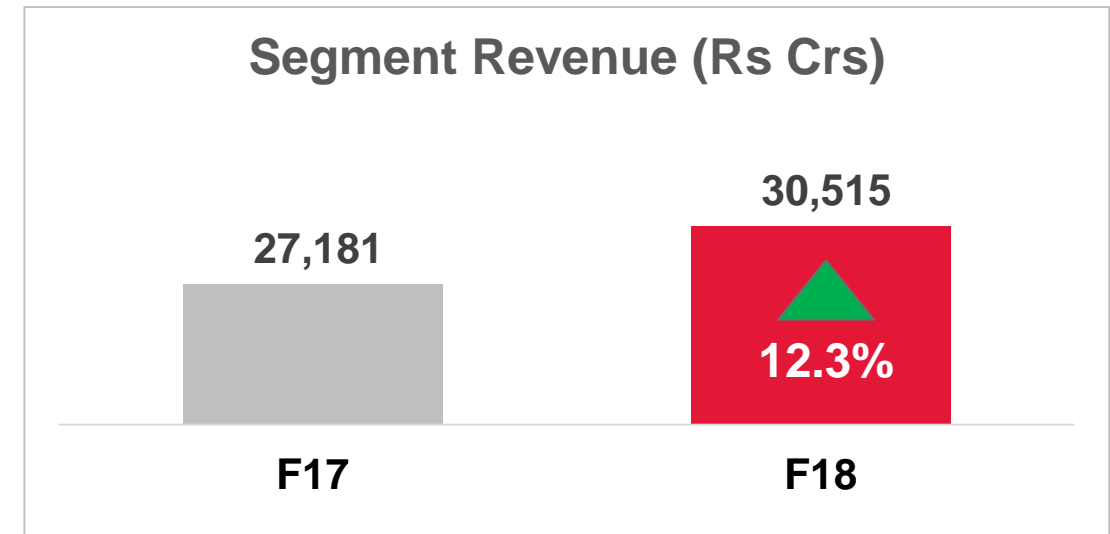
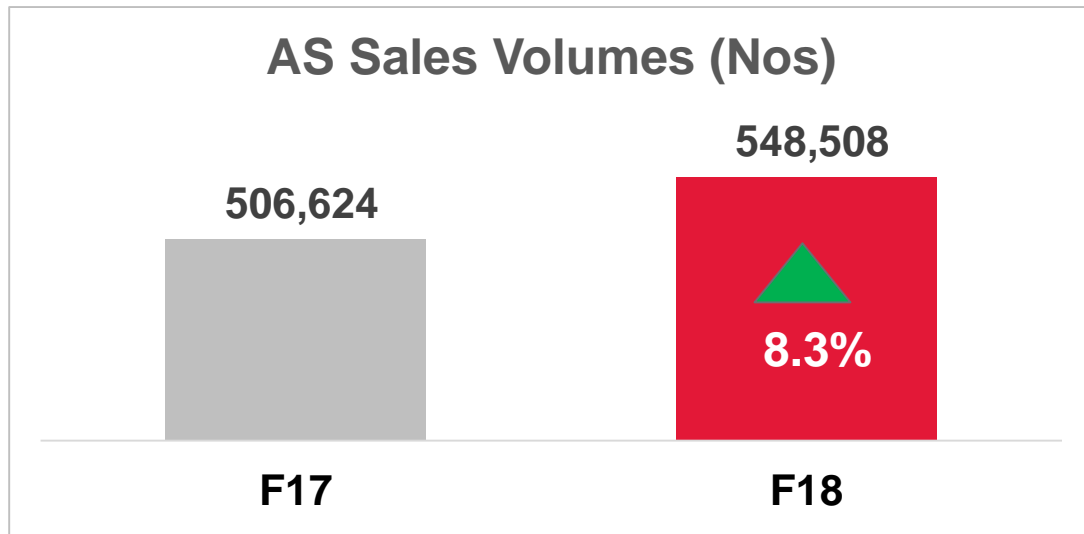
Focus Areas

- Strengthening UV portfolio with the launch of : U321, S201 & Y400
- Strengthening CV portfolio with the launch of ICV Range
- Strengthening EV portfolio
- Aggressive Channel expansion
- Capacity Expansion
- Meeting BSVI & safety norms
- Gasoline portfolio proliferation
- Building Digital Business Enterprise
- Maintaining OPM thru' operating leverage and cost efficiencies

Q4 Automotive Segment Performance



F18 Automotive Segment Performance



Thank you

Visit us at www.mahindra.com

Disclaimer

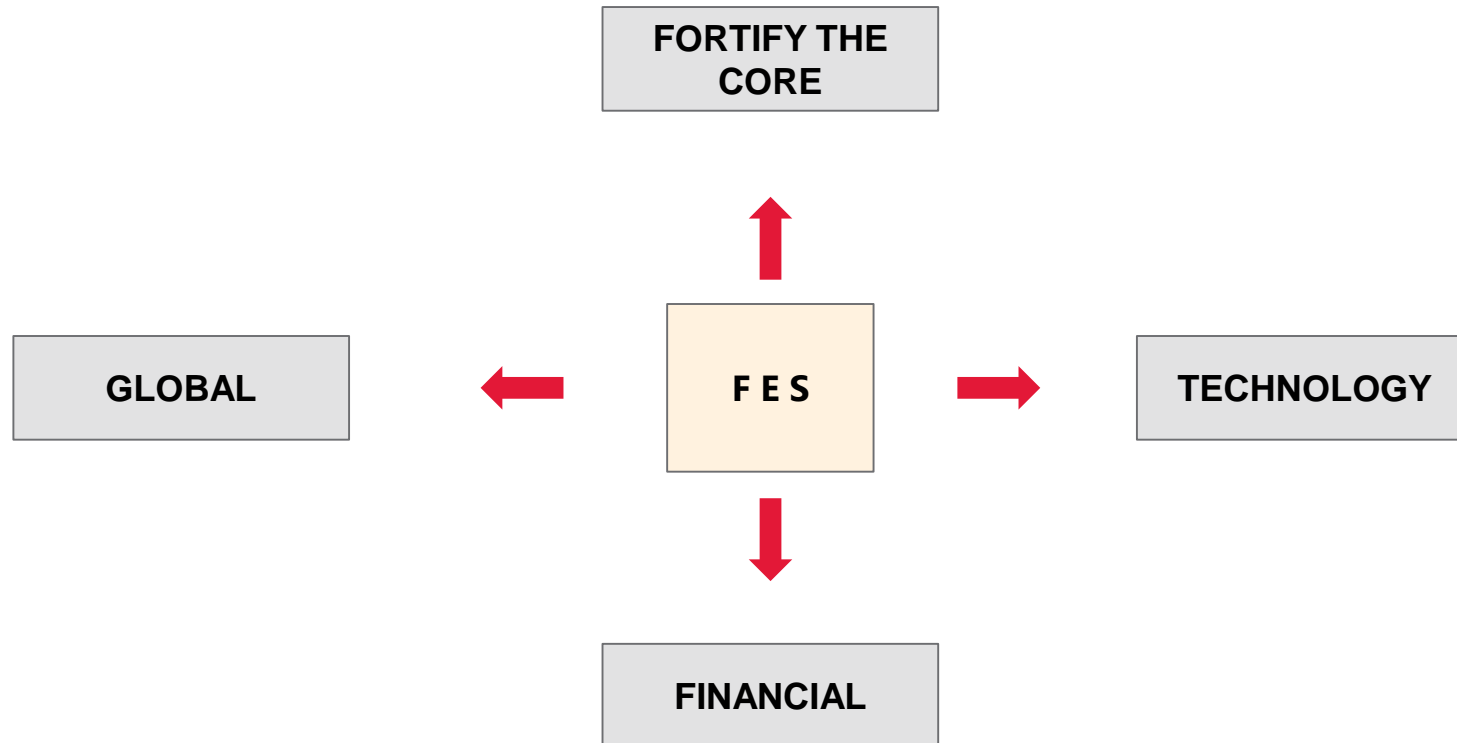
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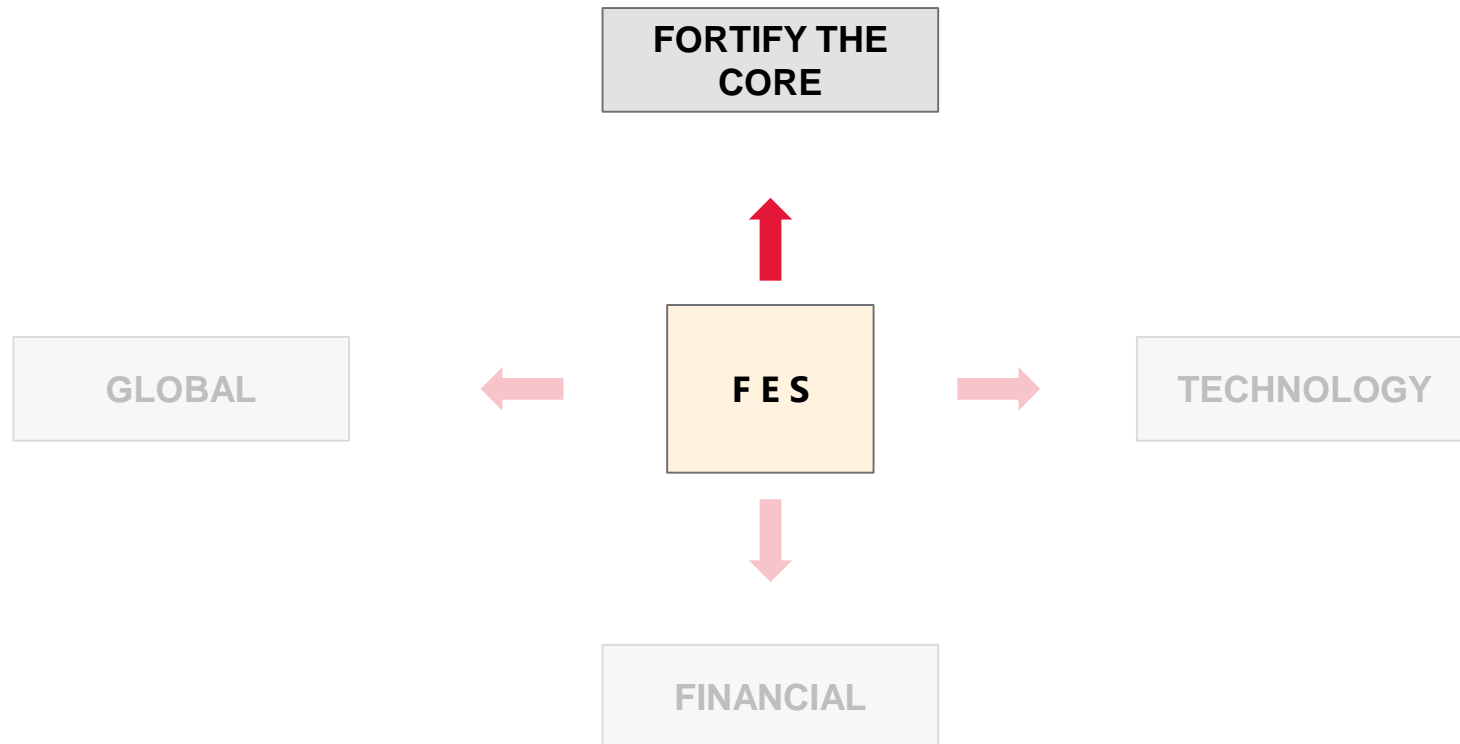
Mahindra
Rise.

Mahindra Farm Equipment Sector

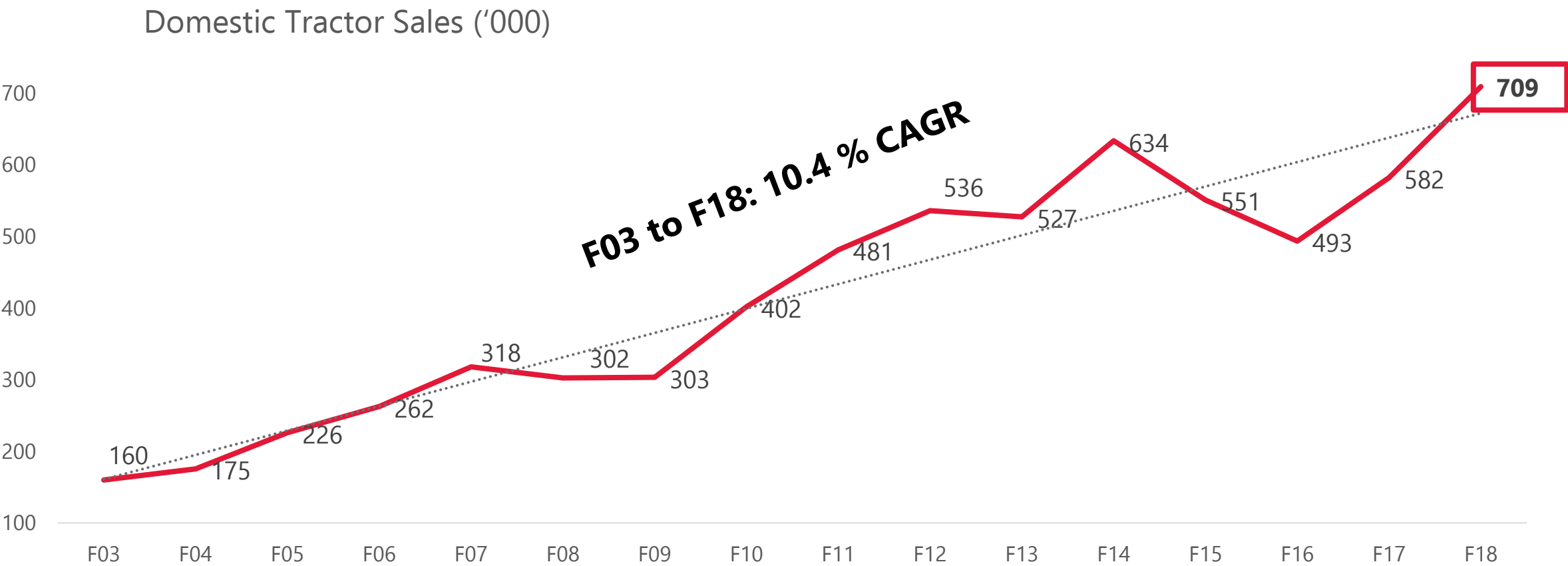
Analyst Meet F18

Strategic Levers



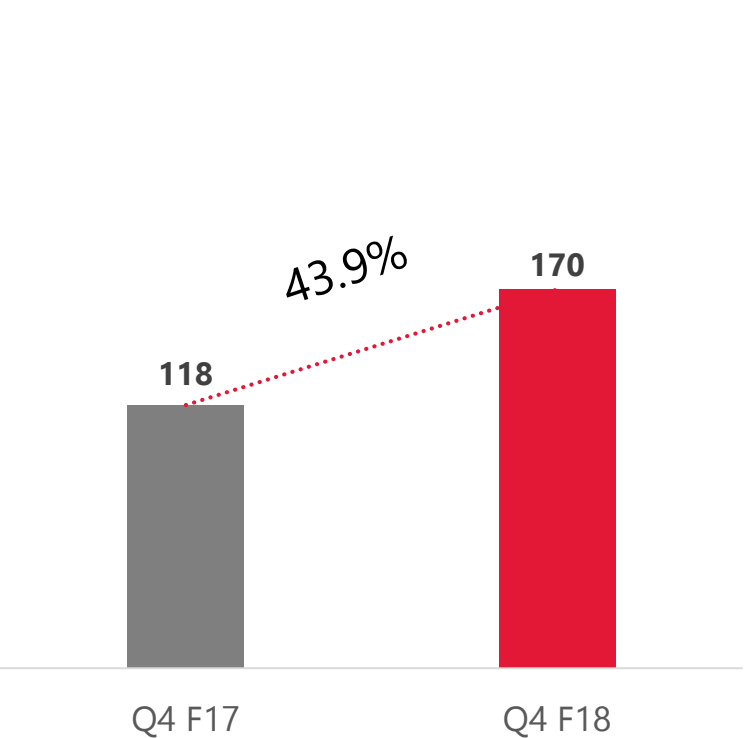


Industry Volume

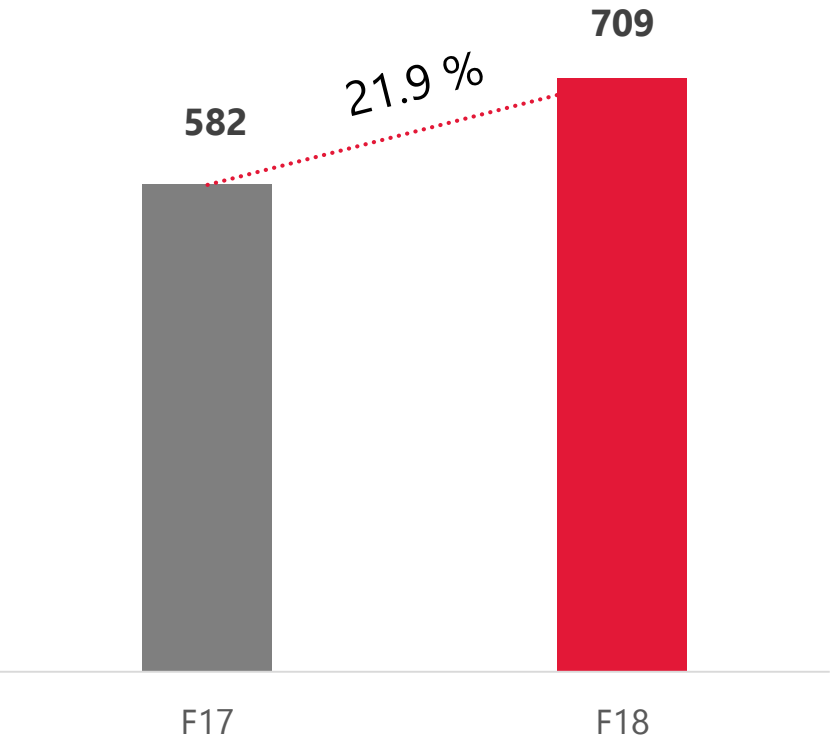


Industry recovered sharply from F16
Industry growth over last year: 21.9%. FES growth over last year: 21.8%

Industry volumes



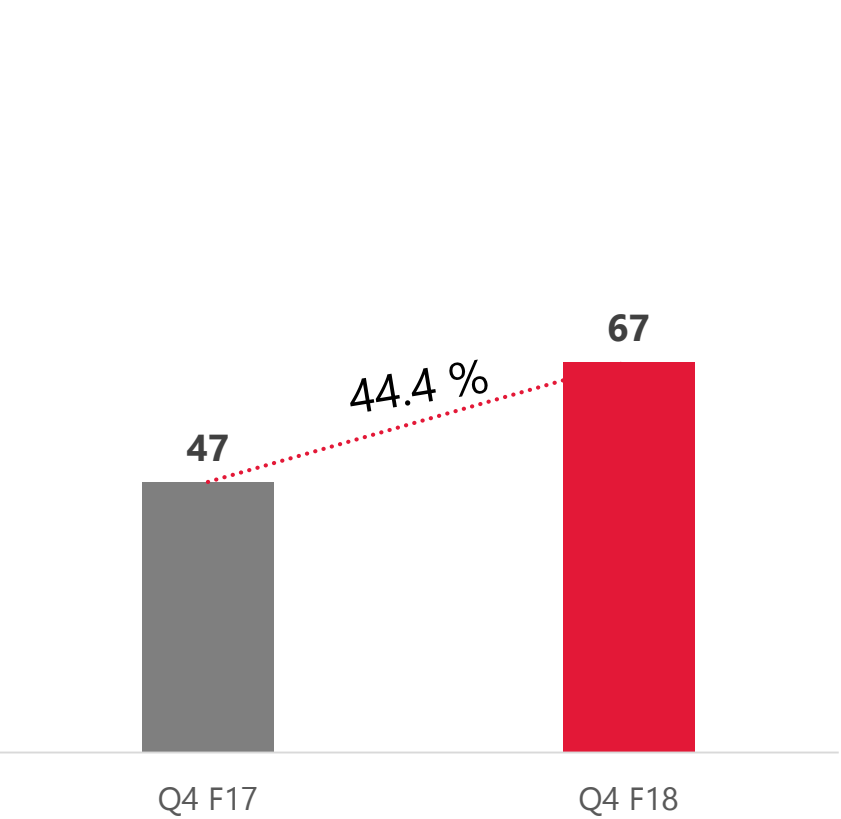
Q4: F17 vs F18



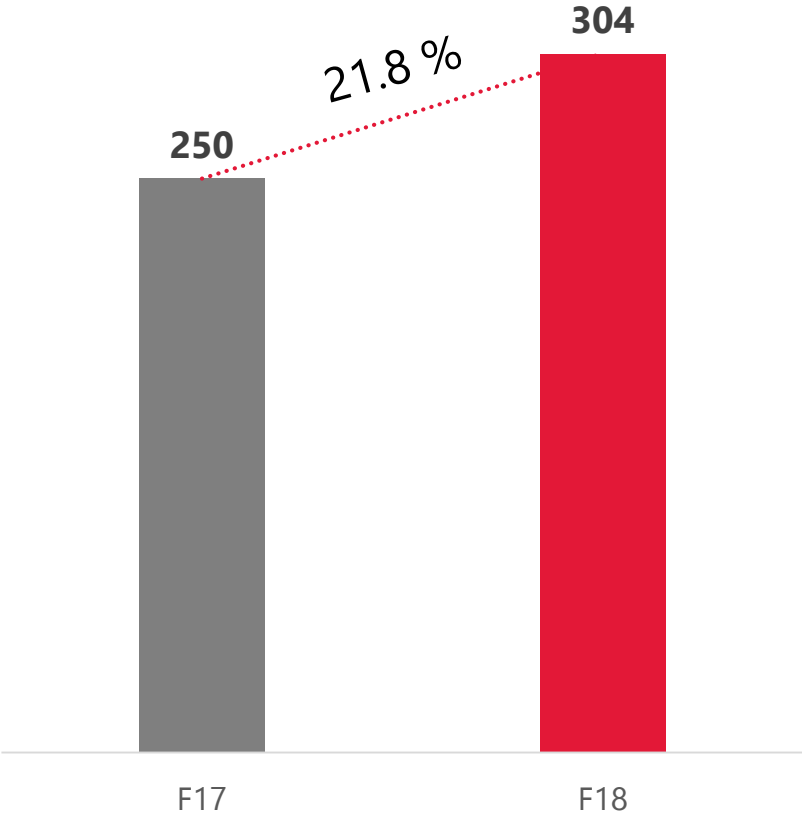
F17 vs F18

Volume in "000

FES Domestic Tractor volumes



Q4: F17 vs F18



F17 vs F18

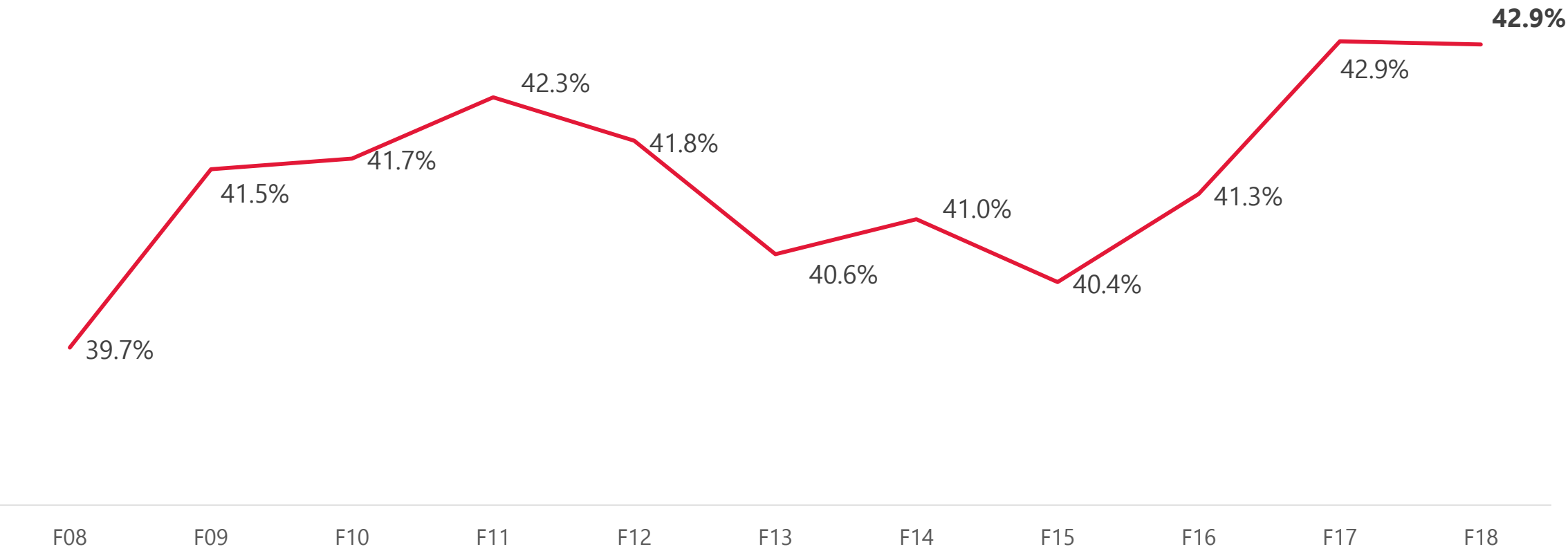
Includes Mahindra, Swaraj, and Gromax brands

Volume in "000



35 years of Domestic Leadership

Maintaining No. 1 position



Includes Mahindra, Swaraj, and Gromax brands

F18: Mahindra JIVO

Delivered on its promise of Power, Performance, Profit



- F18 sales volume: 6,156 units
- Gained 4.9% share in 20-30 hp category

F18: Launched Mahindra NOVO 65-75 hp

- Flagship global technology for Indian farmers
- Multi-application tractor suitable for emerging applications
 - TMCH
 - Power Harrow
 - Rotary Tillers
 - Banana Mulching



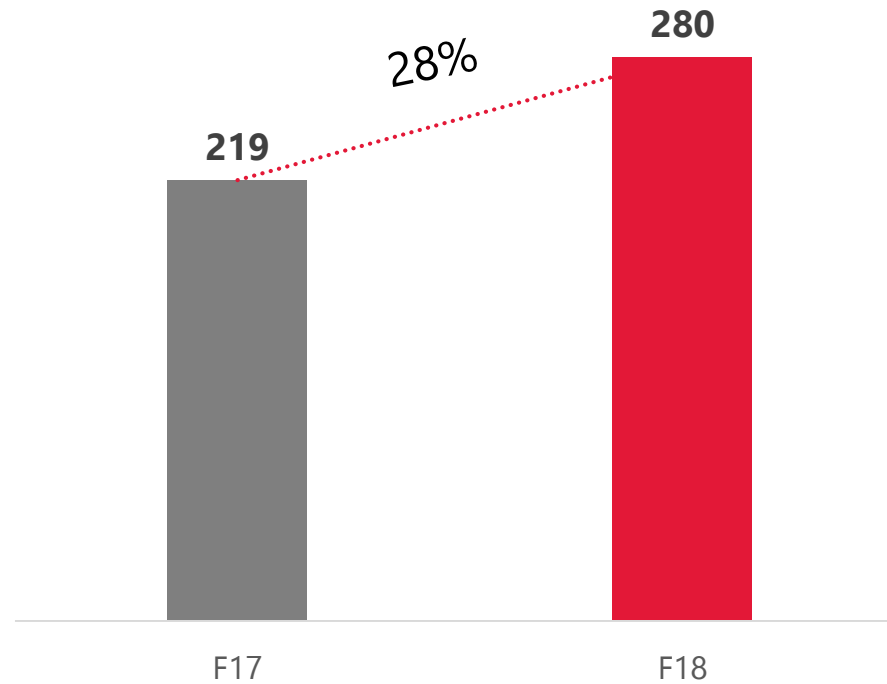
F18: Launched Swaraj 963



- Swaraj's first ever model in High Hp segment
- Available in both 2WD and 4WD
- Higher productivity, reliability, durability and ease of maintenance

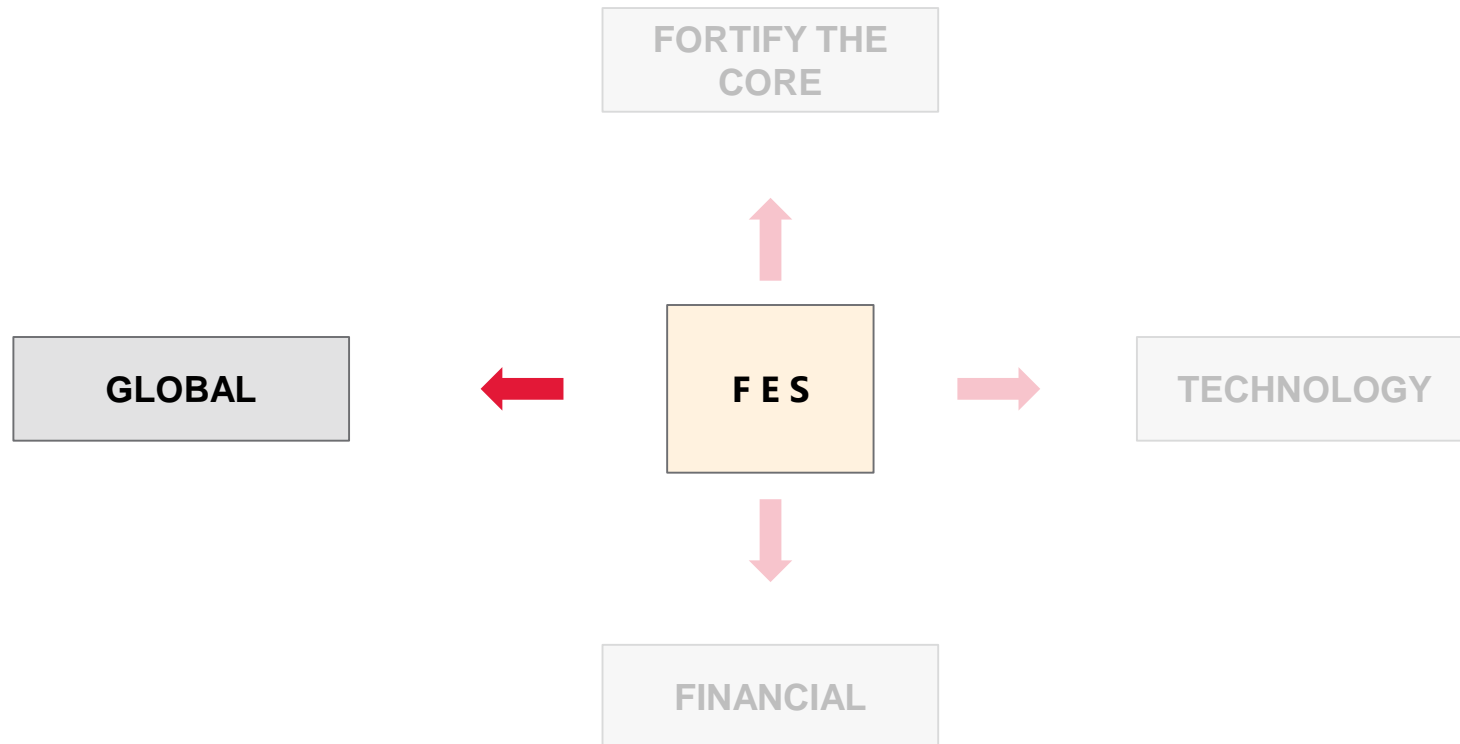
Farm Machinery India

Revenue (INR Crs)



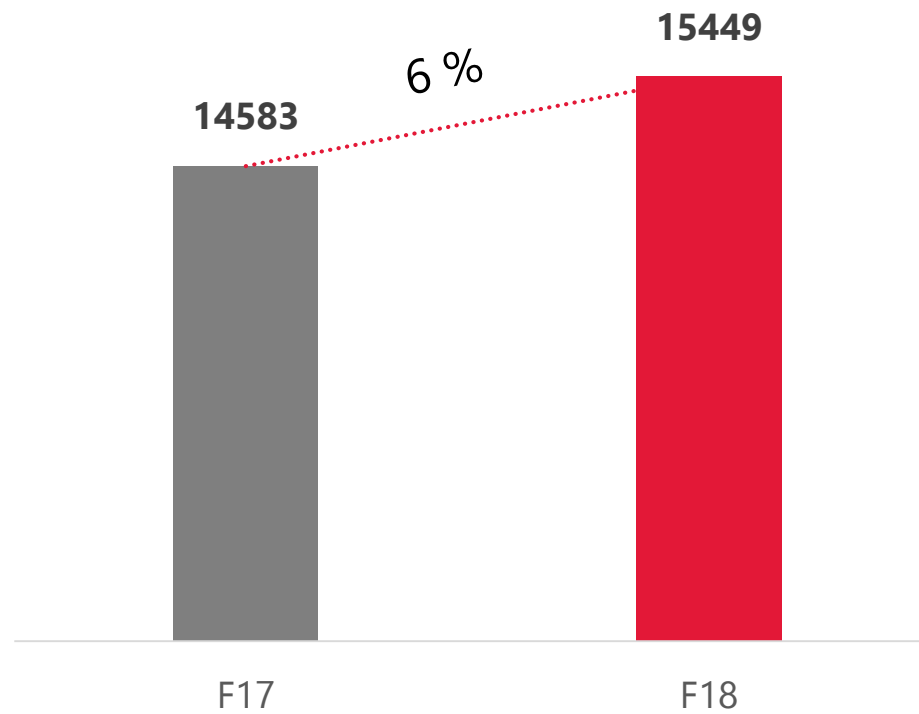
Focus areas

- Leverage Product / Technology
- Solution selling
- Build Farm Machinery / Implements business
- Establish third brand - Gromax



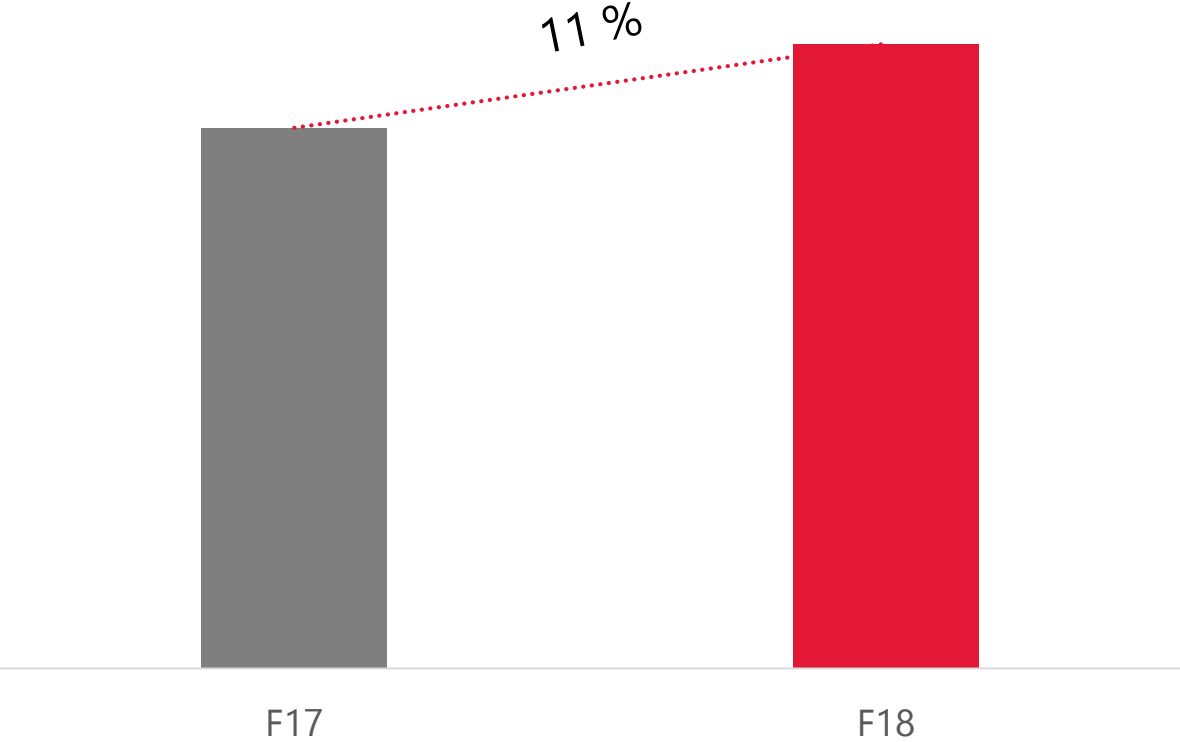
Export Volumes

Highest ever tractor exports

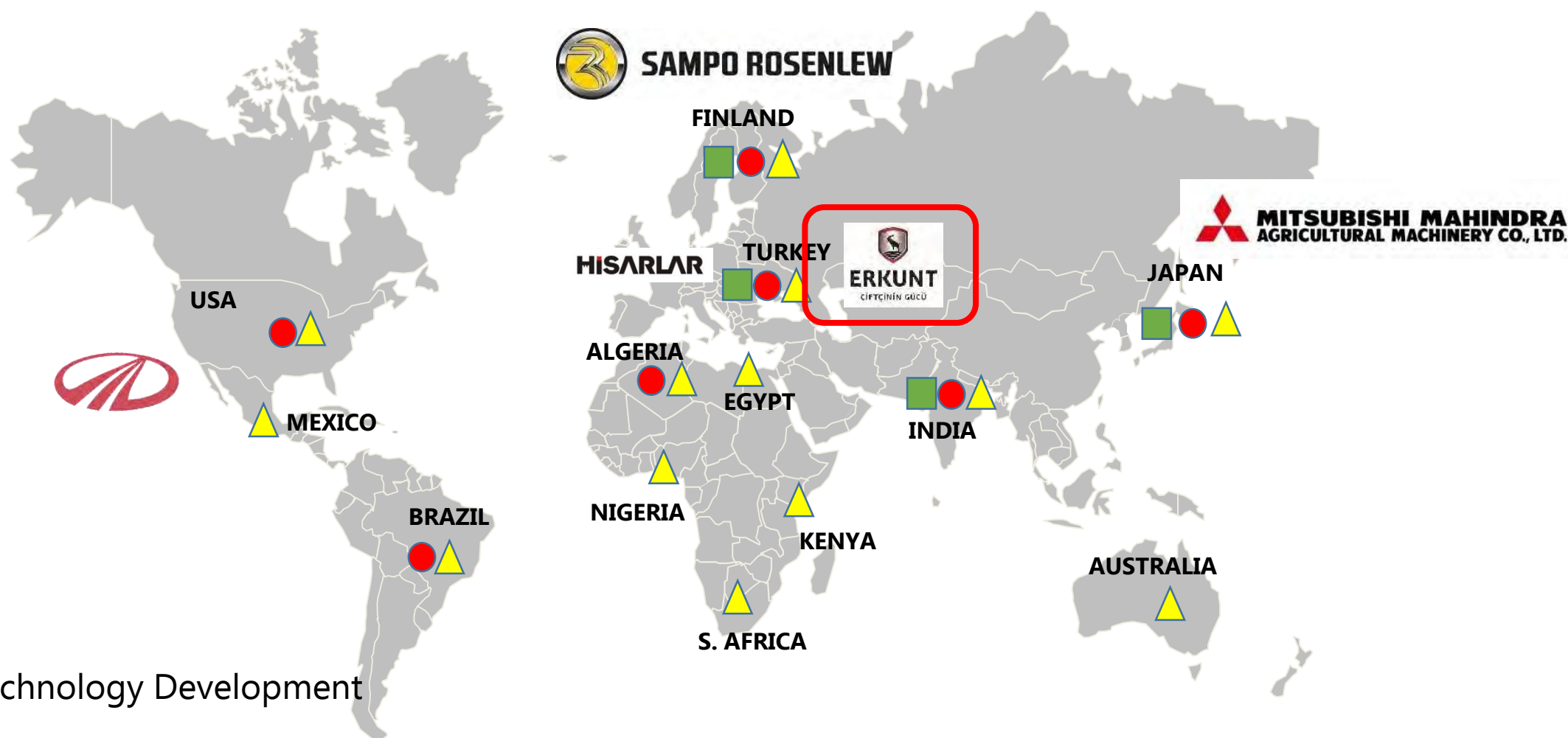


Mahindra USA

Revenue

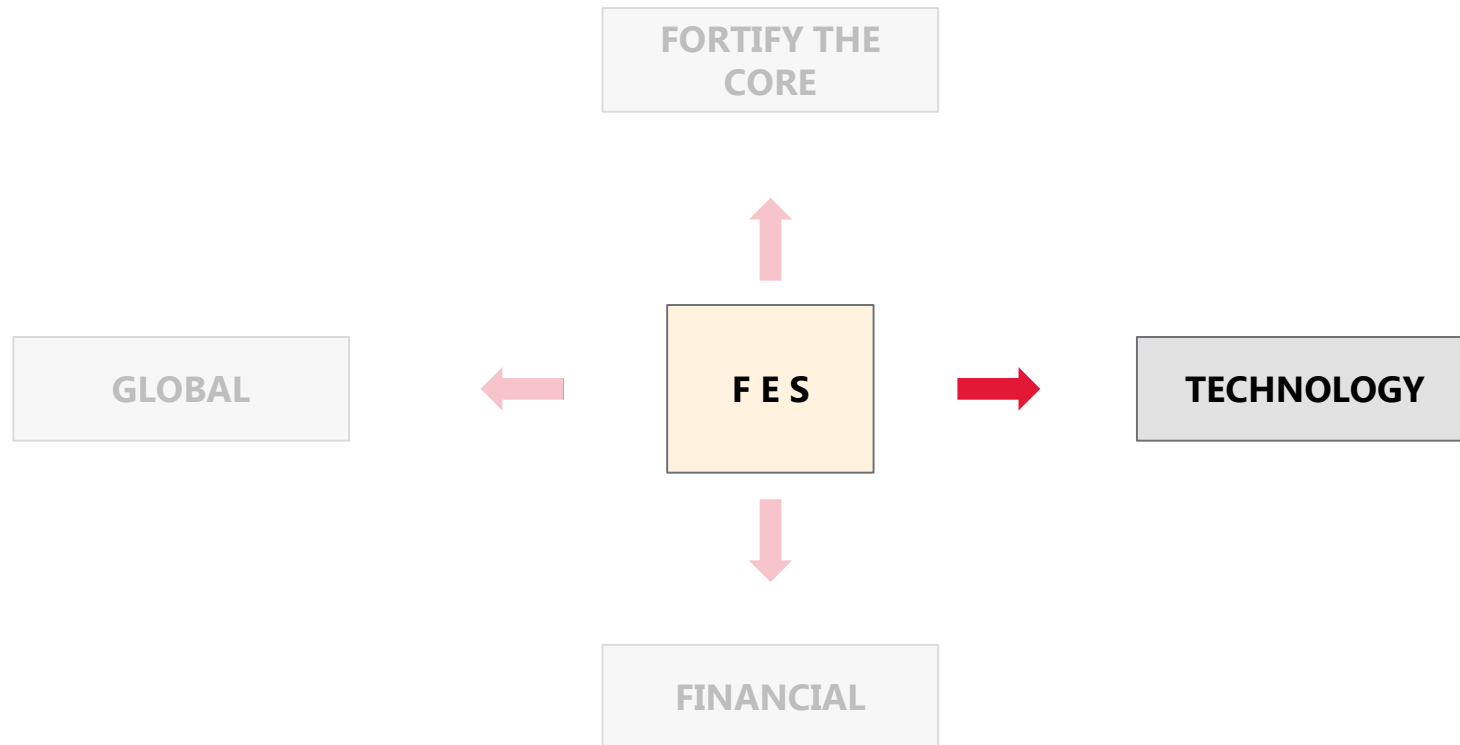


Globalization Journey



- Product / Technology Development
- Manufacturing
- On-Ground Presence

Note: Distributor sales in other 25+ countries have not been shown





Farming 3.0

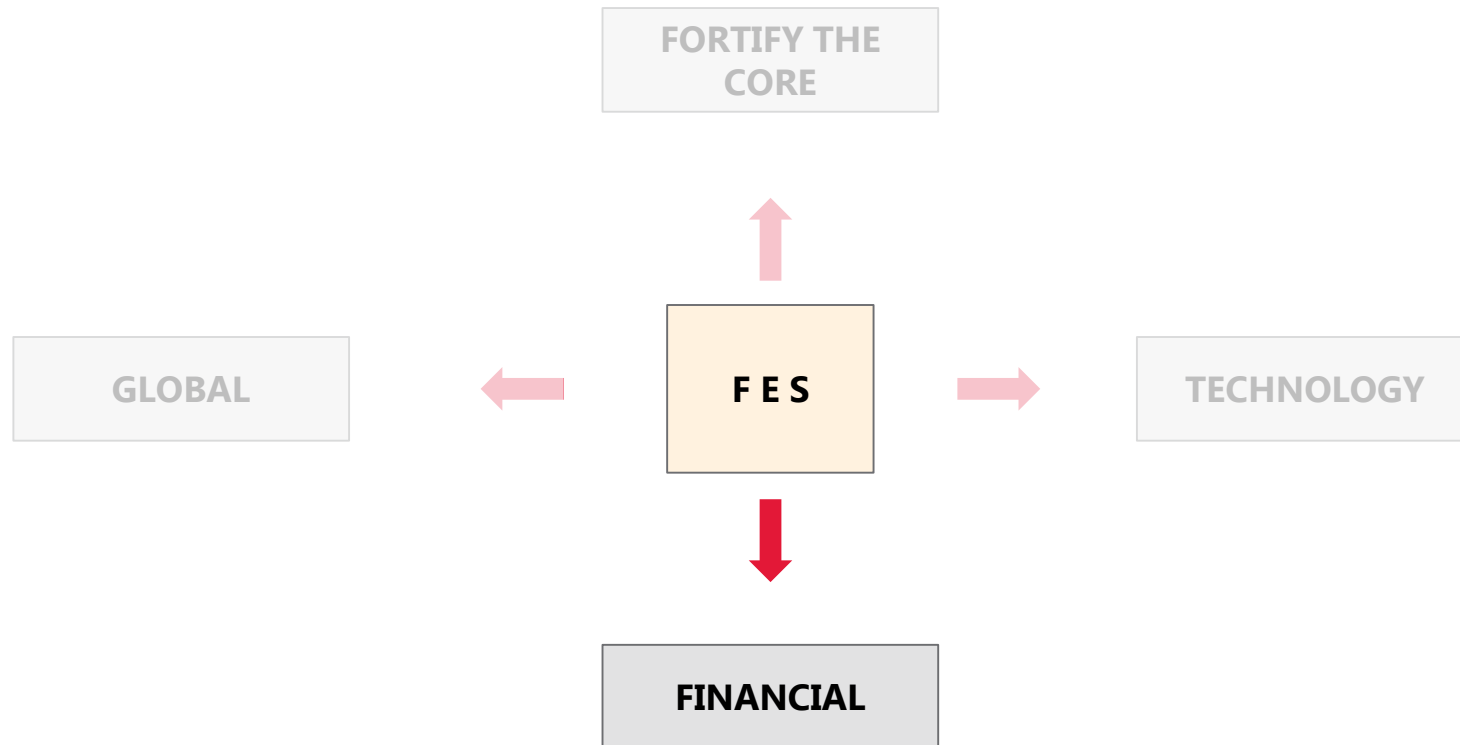
Intelligent Tractor / Smart Farm Machinery

Precision Agri Practices

Digital Platforms

Custom Hiring

Ecosystem Connect



Financial

- Maximise return on capital employed
- Internal program called 'Kuber Returns' to maximise margins
- Improved financial performance of global subsidiaries

Industry Outlook: F19

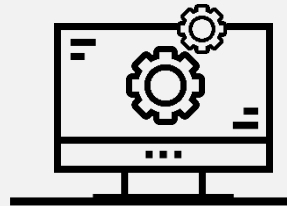
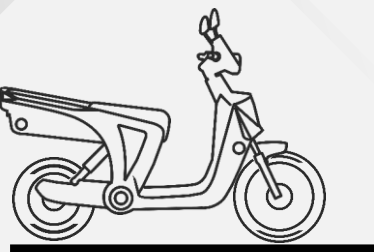
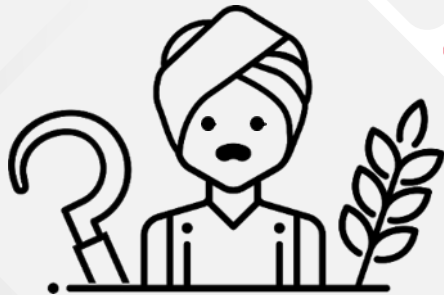
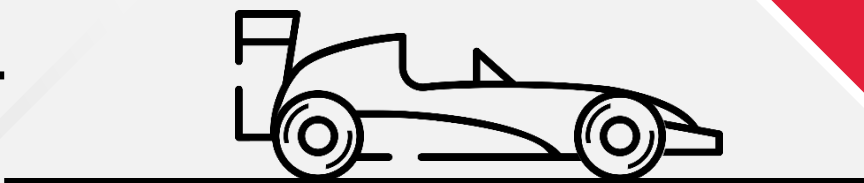
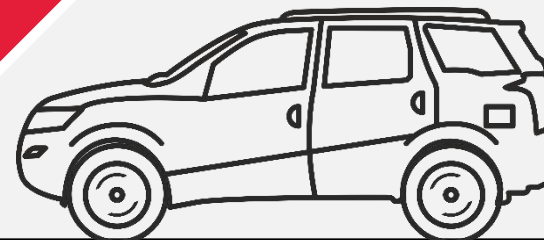
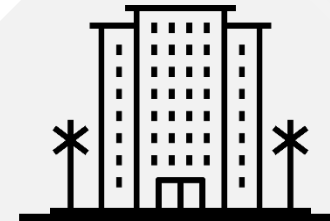
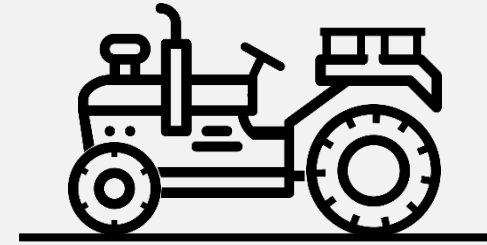
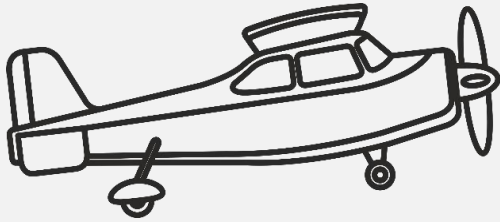
- **Favorable Monsoon in F19**
 - **IMD forecast: 97 % of the LPA**
 - **Skymet forecast: 100 % of the LPA**

Mahindra
Rise.

ANALYST MEET F18

V S Parthasarathy

29th May 2018



QUICK REWIND TO ***LAST 3 YEARS...***

F15 ***RESILIENCE***



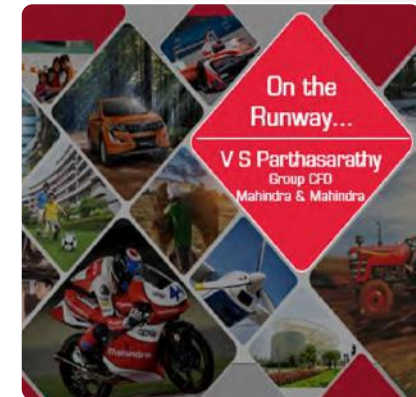
- Drop in Auto **(-9%)** & tractor **(-14%)** domestic volumes
However strong focus on cost control. Revenue down by **3.5%**. EBITDA margin declined by just over **1%**
- Maintaining focus on the **product development**

F16 ***MANTHAN***



- Tough year for **M&M**
- Successive **monsoon failure**
- **14 new launches** in Auto and **2 new launches** in FES
- Improvement in **tractor market share**
- Discipline in **cost & working capital**
- OPM increased by **90bps**

F17 ***ON THE RUNWAY***



- **FES** turnaround with improvement in market share
- **Auto SCV** market share improvement
- **CV** carrying the load, **UV** had a bumpy ride
- Tractors had a bumper crop **(23% Volume growth)**
- Revenue & EBITDA increased by **8%**

#FUTURise

Rise BEYOND BORDERS



Rise of
STARS



Rise of
BANYAN TREE



Rise of
PROFIT



Rise of a
NEW DAWN



ASPECTS OF
#FUTURise

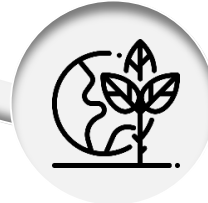
Rise of
GOVERNANCE



Rise of
PEOPLE



Rise of PLANET



Rise BEYOND BORDERS

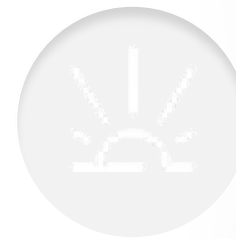
Rise of
STARS



Rise of
BANYAN TREE



Rise of a
NEW DAWN



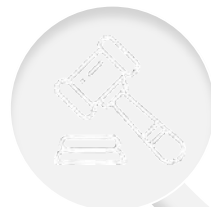
Rise of
PEOPLE



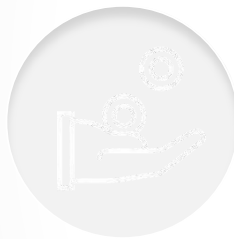
Rise of PLANET



Rise of
GOVERNANCE



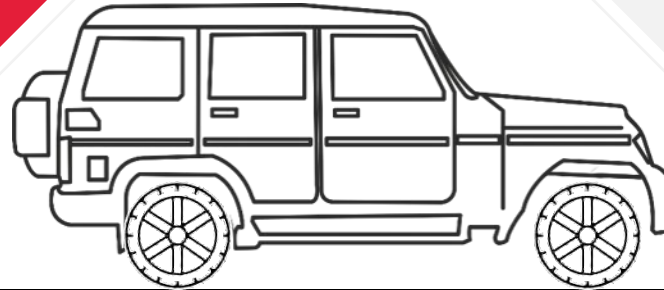
Rise of
PROFIT



ASPECTS OF **#FUTURise**

Rise of STARS

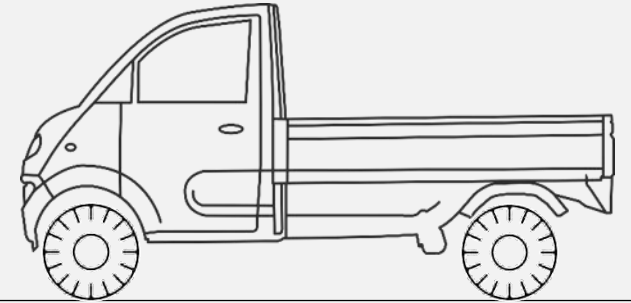
Power packed performance
by Power Brands –
Automotive



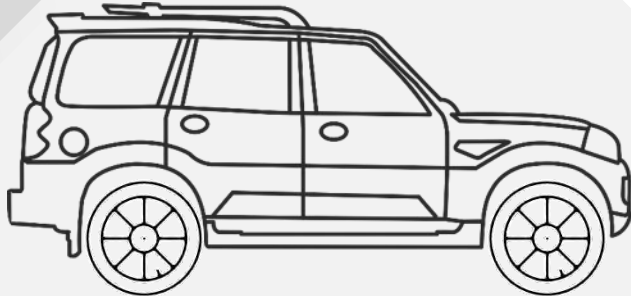
23% yoy
growth

Cumulative
Bolero Sales
crosses **1**
million mark

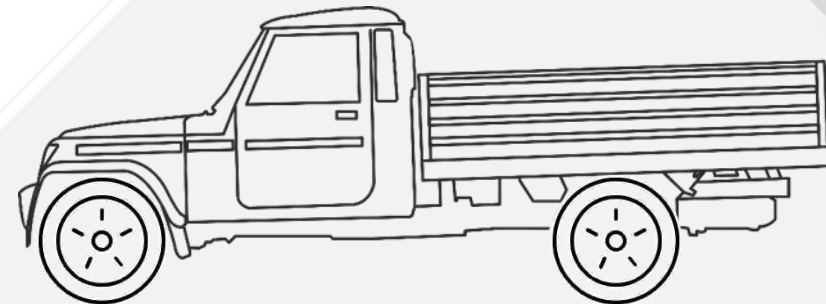
Reaching
monthly
volumes
of **8k**



Continued **dominance** in
SCV space



Highest ever Scorpio sales
in 16th year of launch



Highest ever **Pick-up** sales

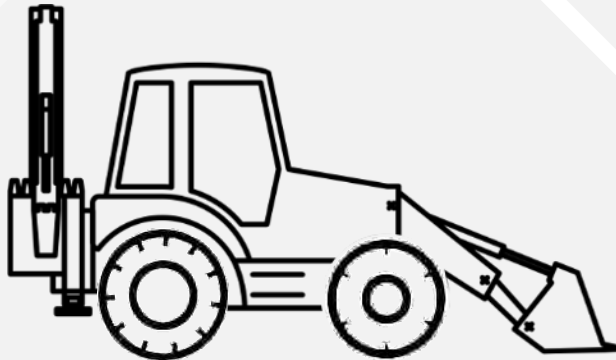
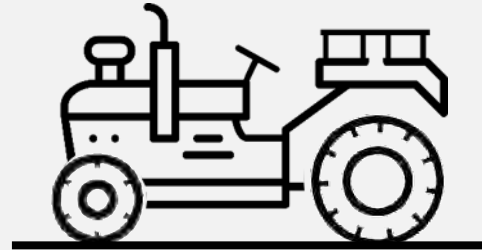
Rise of STARS

Power packed performance
by Tractors, HCV
and CE



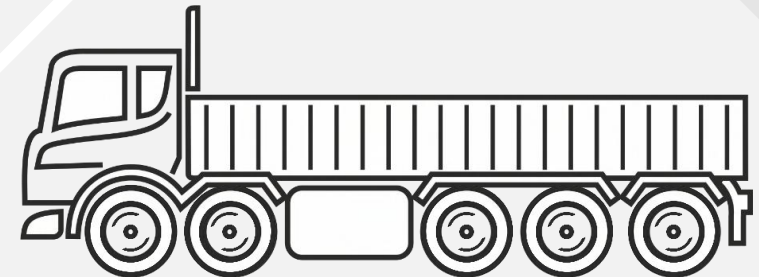
Highest ever Domestic
Tractors' sales –
crosses 3 Lacs

Highest ever
Tractors Exports –
crosses 15k



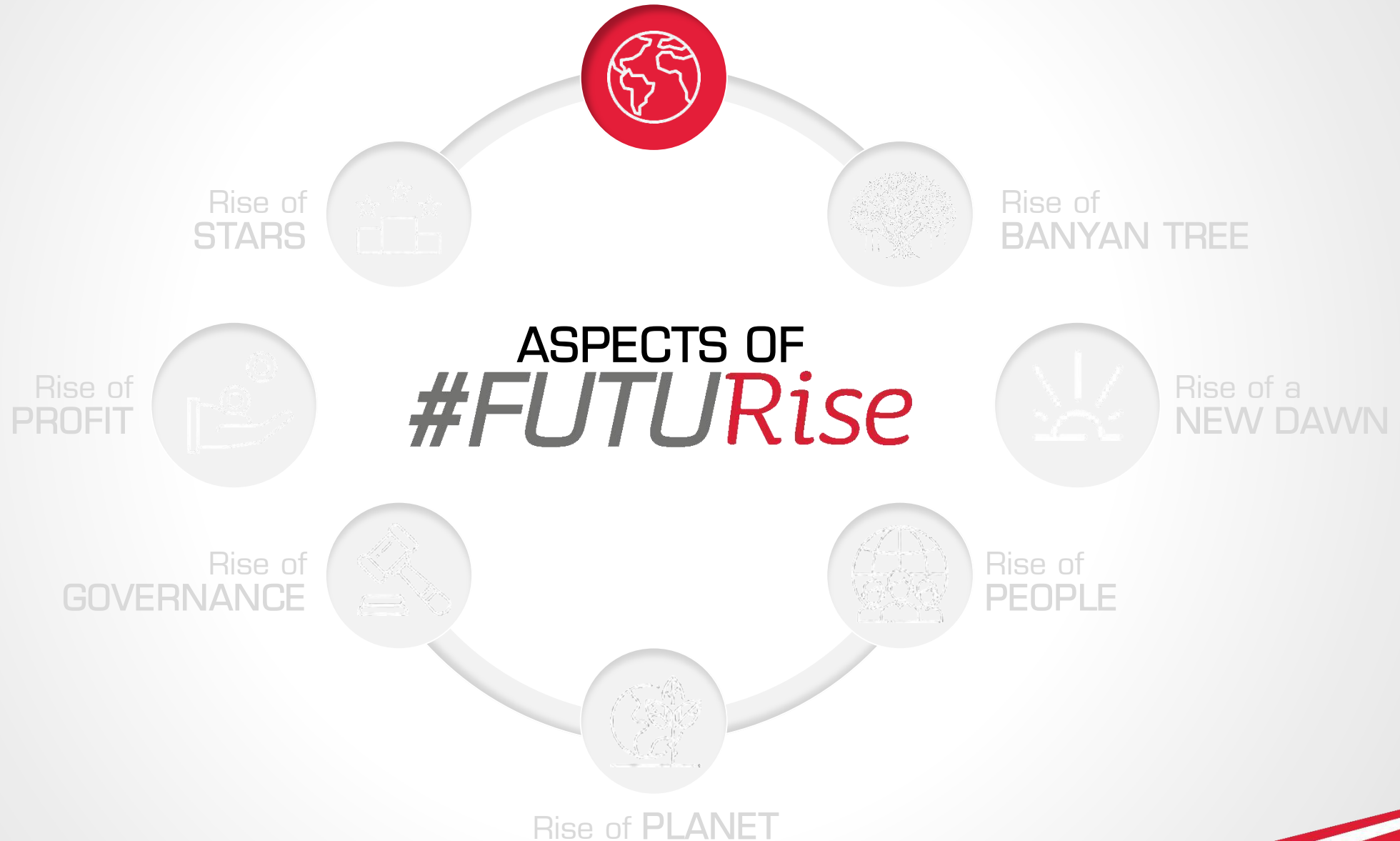
Highest ever backhoe
loader sales; grows
20% over PY

Successful launch of
Grader – **Achieved**
MS of 17% in the first
six months of launch



Highest ever Blazo sales;
grows **>3 times over PY**

Rise BEYOND BORDERS



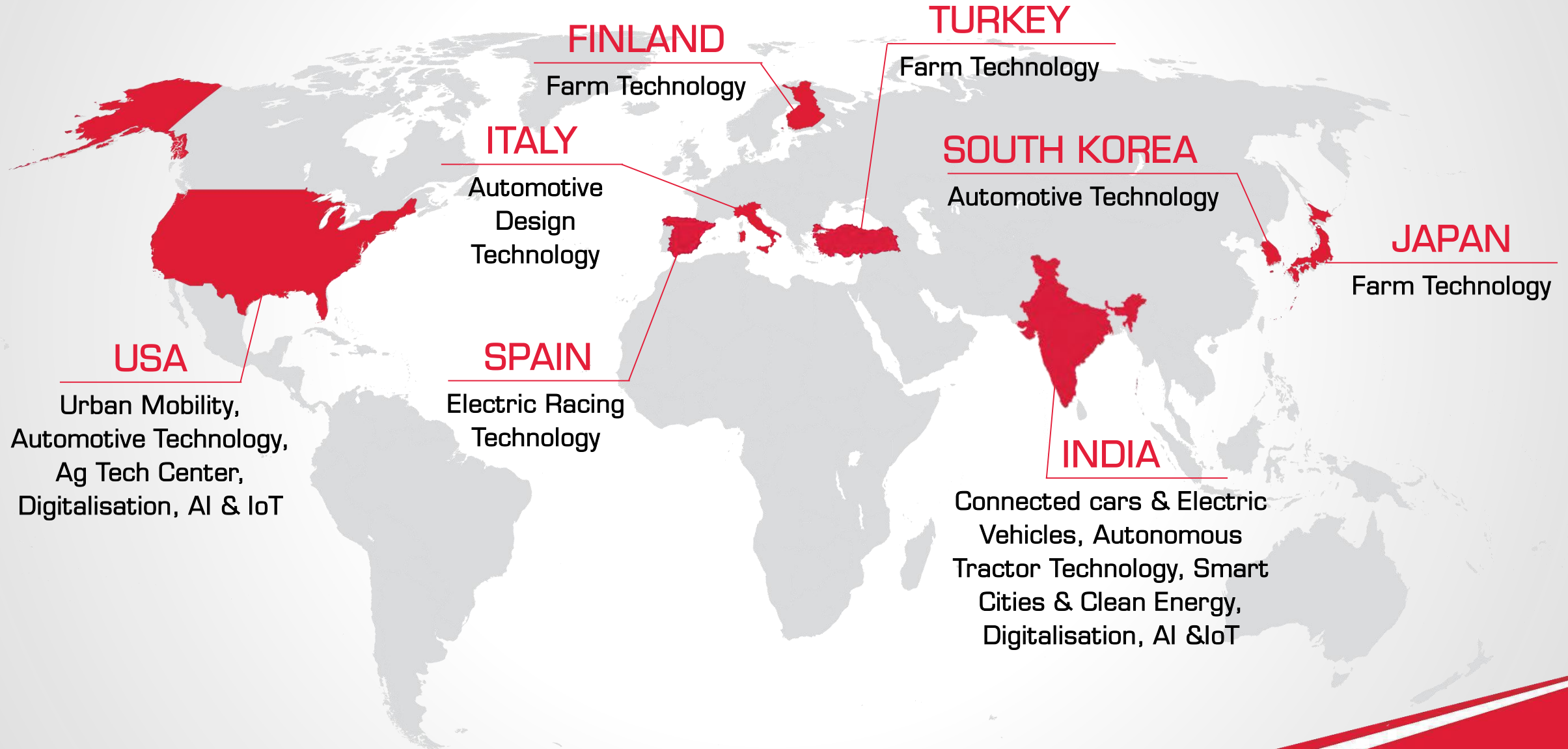
RISE **BEYOND BORDERS**

..WITH 38 MANUFACTURING FACILITIES AROUND THE WORLD



RISE ***BEYOND BORDERS***

...WITH A NEURAL NETWORK OF INNOVATION



GLOBAL ***PRESENCE***

...WITH GLOBAL REVENUE ACCOUNTING FOR >49% OF THE GROUP TURNOVER



*based on Convenience Consolidation incl Tech M

Not just Organic *but also Inorganic Growth*

START-UPS

Zoomcar

M.I.T.R.A. Agro

Carnot Tech.

Porter (combined)

Hi Gene Seeds

MeraKisan

OVERSEAS

SsangYong Motors

HZPC

Univeg

Mitsubishi Agri Machinery

Sampo Rosenlew

Pininfarina

OFD

Bramont

Hisarlar

Erkunt Tractor &
Erkunt Sanayi

DOMESTIC

Punjab Tractors / Swaraj
Division

Reva/ Mahindra Electric

EPC Industrie

*Indicative list



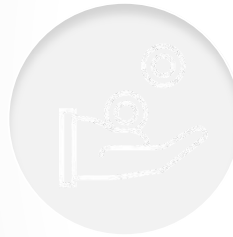
Rise BEYOND BORDERS



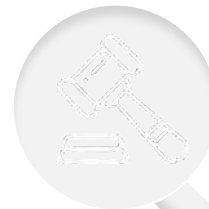
Rise of
BANYAN TREE



Rise of
STARS



Rise of
PROFIT



Rise of
GOVERNANCE



Rise of **PLANET**



Rise of
PEOPLE



Rise of a
NEW DAWN

ASPECTS OF
#FUTURise



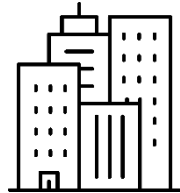
KEY LISTED ***COMPANIES PERFORMANCE***

Rs Crs

PAT (after NCI)



MMFSL



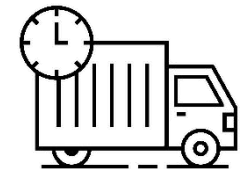
MLDL



MHRIL



TML



MLL

Q4 - 18

500

48

39

1,222

20

Q4 - 17

278

17

32

588

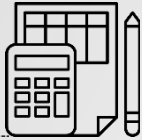
12

Q3 - 18

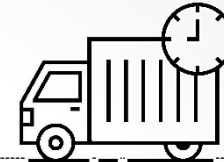
943

MHRIL results are on Standalone basis

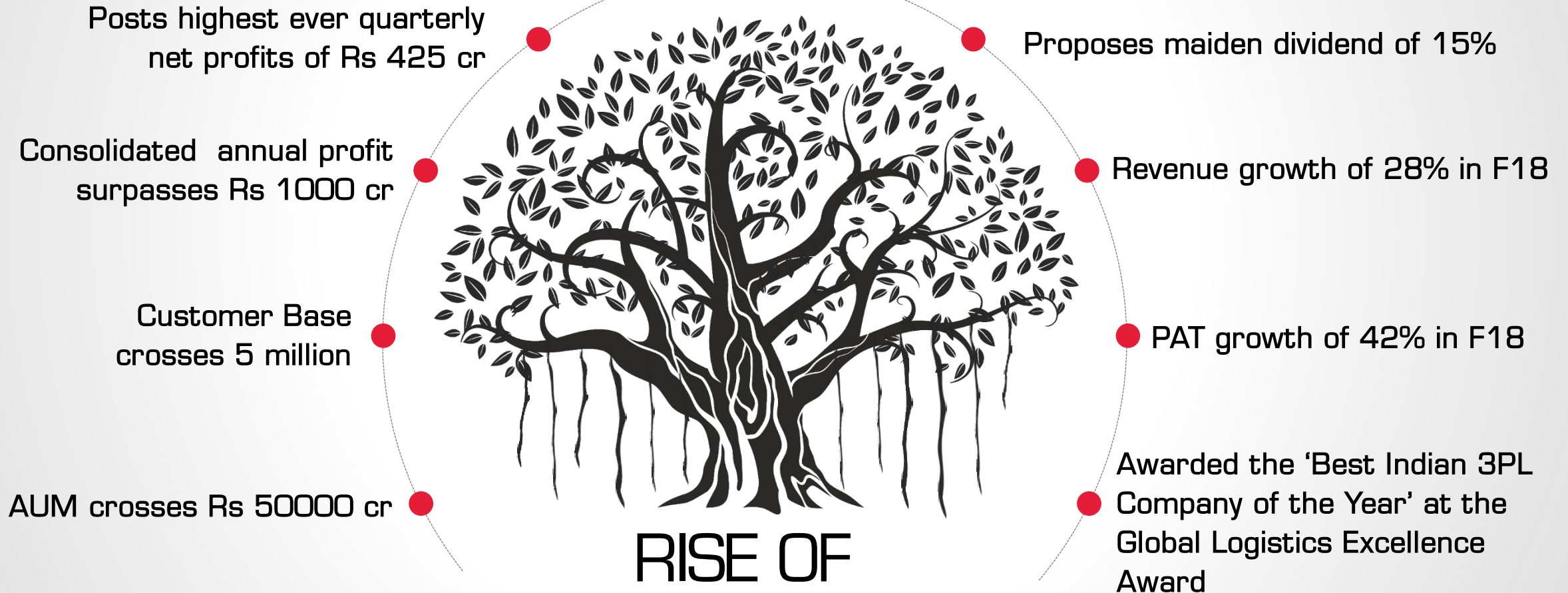
MMFSL results are based on IGAAP



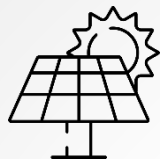
Mahindra Financial Services



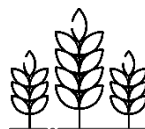
Mahindra Logistics



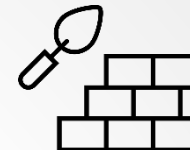
RISE OF
BANYAN TREE



Mahindra Susten



Mahindra Agri



Mahindra Rural Housing Finance

- Susten Group revenue crosses Rs.1100 cr
- 1.2 GWp of EPC Projects Executed
- 1.4 GWp of projects in hand
- Bagged 2 International Projects of 660 MWp
- EPC business - ROCE of 30% for last 3 years
- 12 patents (including 2 US patents)

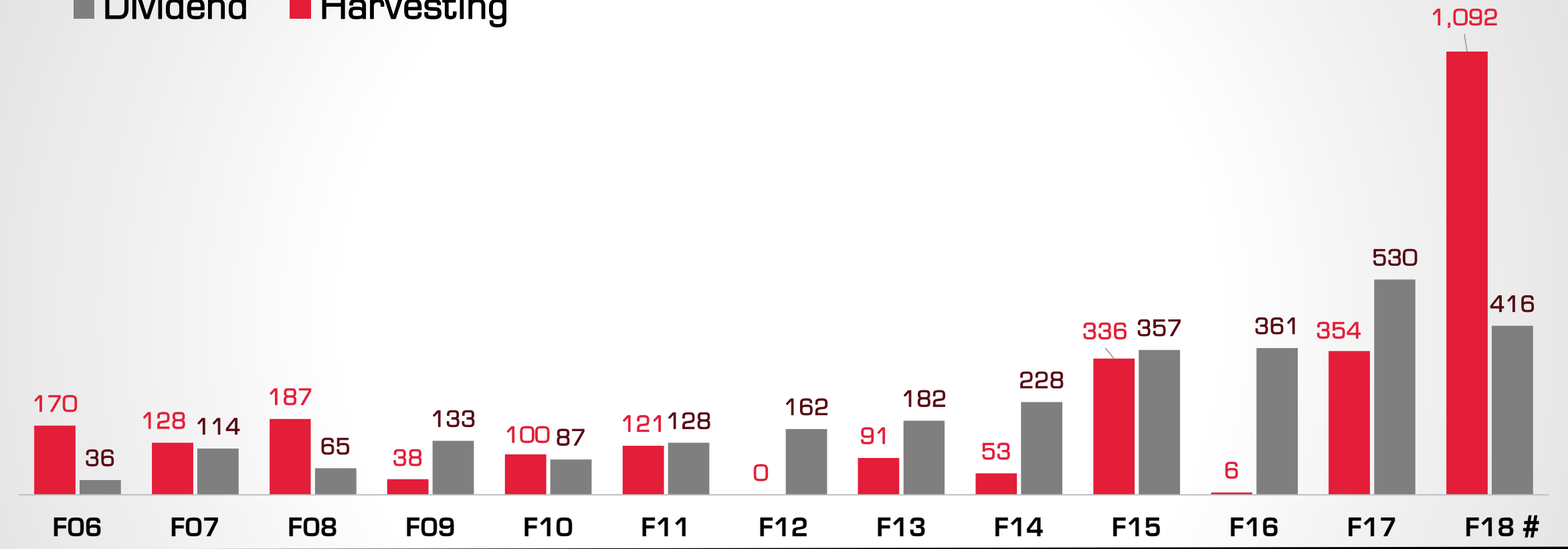
- Agri Sector crosses Rs.1000 cr revenue
- Africa business delivers robust growth
- First ever* Dividend declared by EPC Industrié
- MyAgriGuru – 4,00,000+ download: India's first agri advisory ChatBot
- Scaled up packed milk volume by 2X in F18
- New Age Business – Soboro Health Food Cafe

- Crosses Total Income of Rs.1000 cr
- Highest ever Annual profit growth of 75%
- Customer Base crosses 7.8 lakhs
- AUM crosses Rs. 6200 cr
- Number of branches crosses 500

Fruits at regular intervals

Rs Crs

■ Dividend ■ Harvesting



Group investments provide consistent cash flows

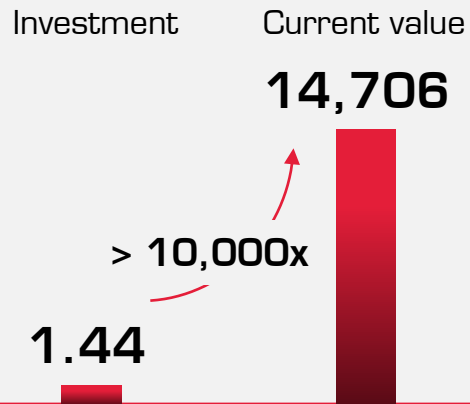
- Above excludes gain on transfer of investment to group companies
- # Includes gain on CIE Spain share sales at MOICML

Great gains from **small beginnings**

Rs Crs



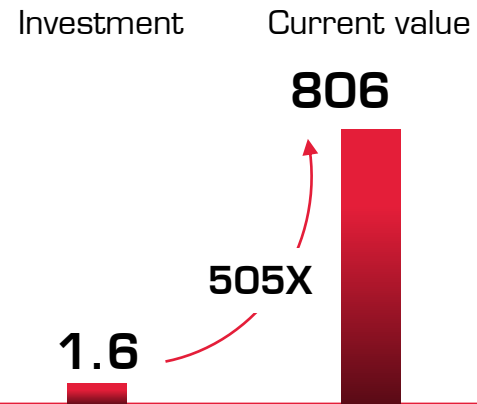
Tech **Mahindra***



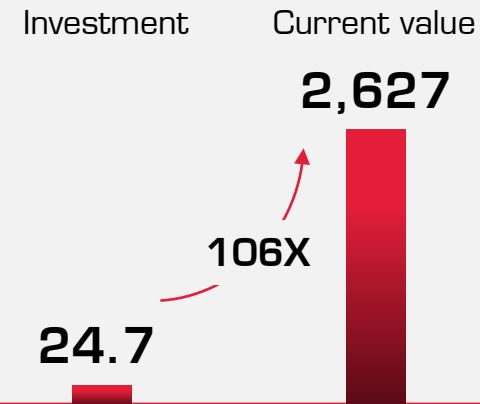
* Against original investment of Rs 1.44 Crs



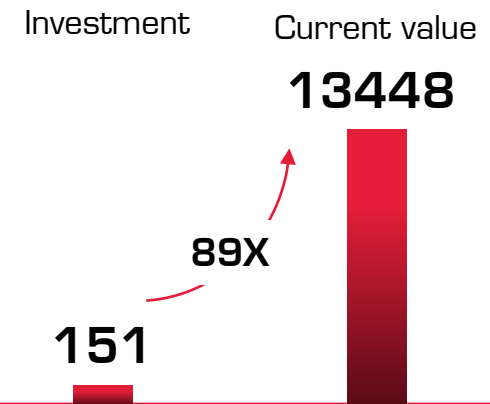
Swaraj **Engines**



Mahindra **Holidays**



MMFSL#



Excluding investment done in F18

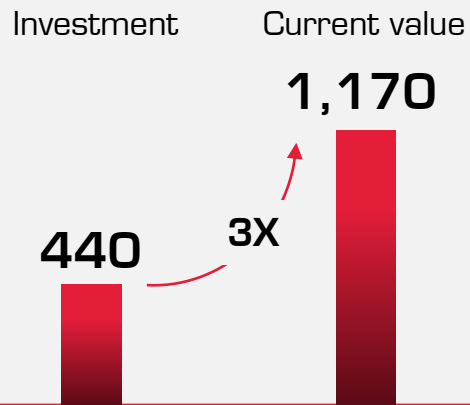
Market Price as on 31st March 2018

Great gains from **small beginnings**

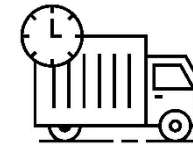
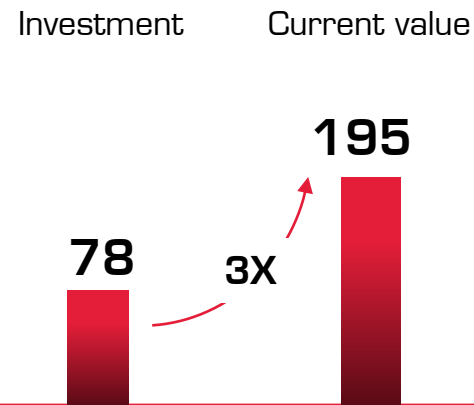
Rs Crs



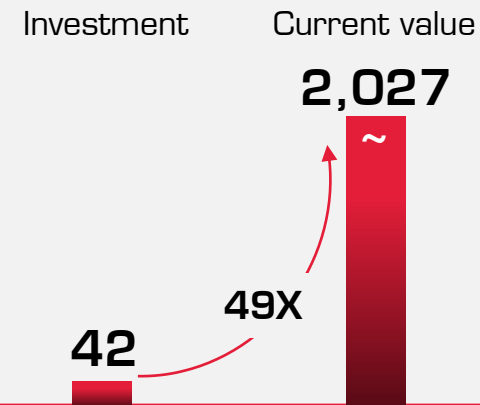
Mahindra Lifespaces



EPC Industrie



Mahindra Logistics



Many more to come....
Watch out for
this space...

Market Price as on 31st March 2018

GROUP **VALUE CREATION**

—— Group Market Cap - (Rs Cr) ——

207845

25 Years - 452x

15 years - 165x

459

1261

F - 93

F - 03

F - 18

Prices as on 31st March | \$ = INR 65.14



Group M-Cap crosses **Rs 2 Trillion** mark for the first time

Mkt. Cap (31st Mar18)	F18 Rs Crs
-----------------------	------------

Mahindra & Mahindra	91,860
---------------------	--------

Tech Mahindra	62,573
---------------	--------

MMFSL	28,618
-------	--------

Mahindra CIE	8,125
--------------	-------

Ssangyong	4,210
-----------	-------

Mahindra Logistics	3,449
--------------------	-------

Mahindra Holidays	3,913
-------------------	-------

Mahindra Lifespaces	2,309
---------------------	-------

Swaraj Engines	2,431
----------------	-------

EPC Industries	357
----------------	-----

Total	2,07,845
--------------	-----------------

\$ 31.9 bn

Rise BEYOND BORDERS



Rise of
BANYAN TREE



Rise of a
NEW DAWN



Rise of
PEOPLE



Rise of PLANET



Rise of
GOVERNANCE



Rise of
PROFIT



Rise of
STARS

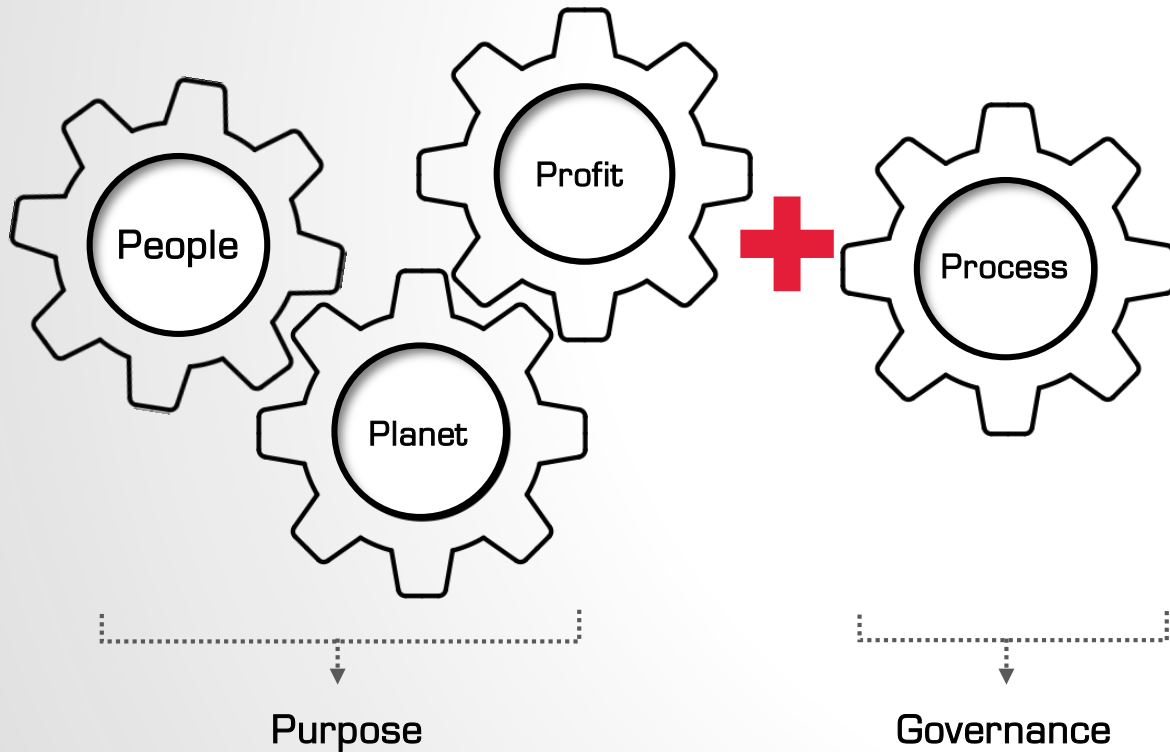
ASPECTS OF
#FUTURise

CONSCIOUS *CAPITALISM*

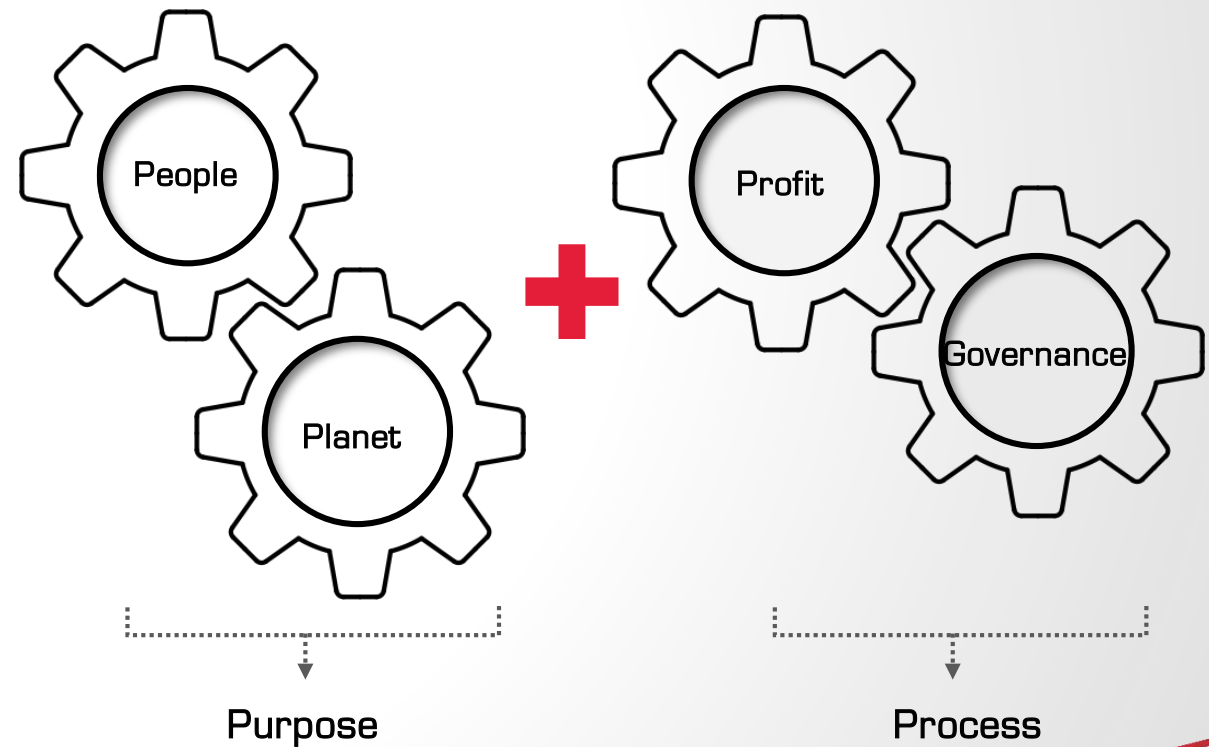
Profit with Purpose - The Mahindra Rise Way

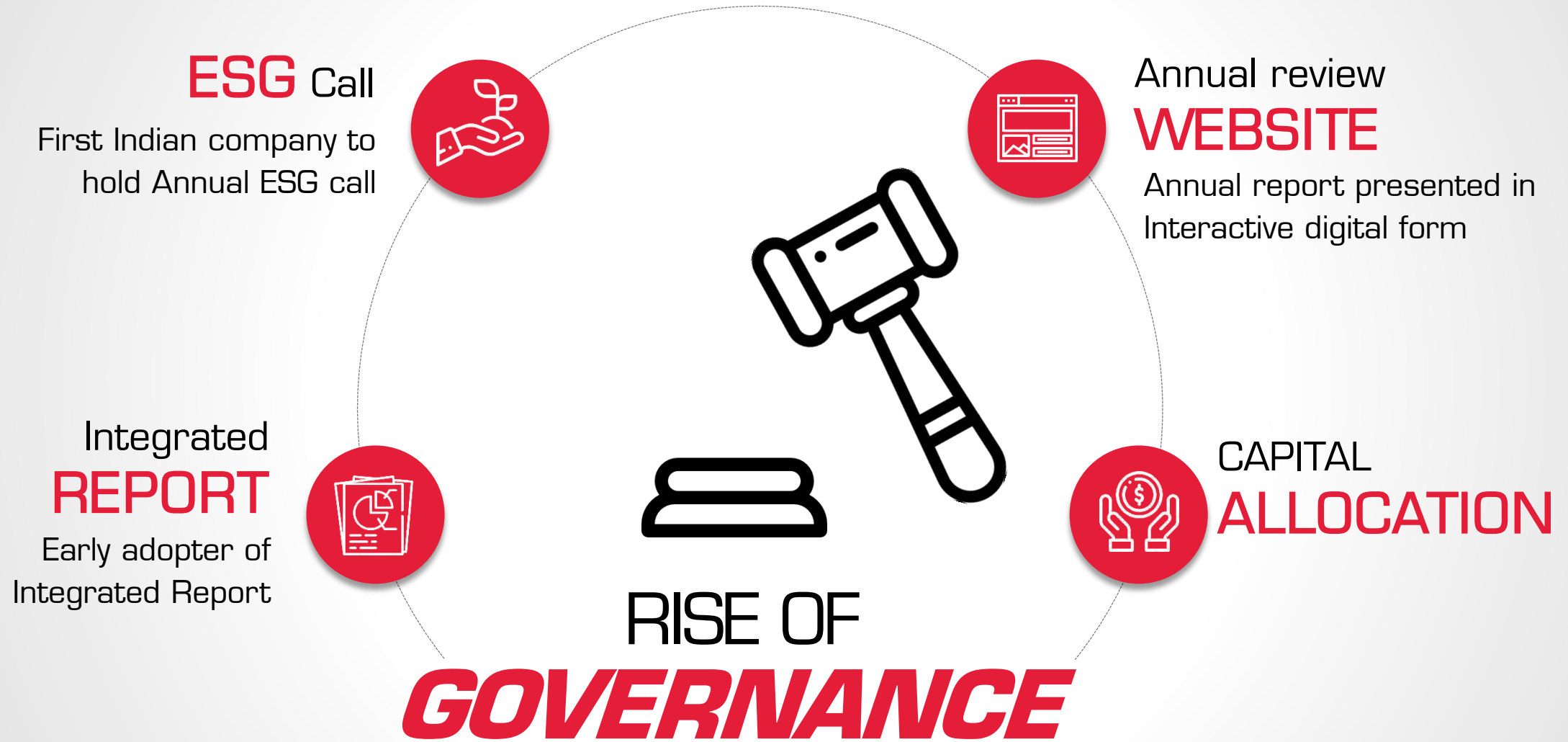
Adding the 4th "P" to People, Planet, Profit + Process

Current



The Mahindra Rise Way





Rise BEYOND BORDERS



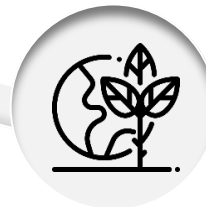
Rise of
BANYAN TREE



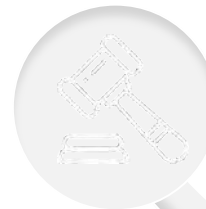
Rise of a
NEW DAWN



Rise of
PEOPLE



Rise of PLANET



Rise of
GOVERNANCE



Rise of
PROFIT



Rise of
STARS

ASPECTS OF
#FUTURise

Grow green revenue \$400 MILLION+

Mahindra
Lifespaces



GREEN HOUSING

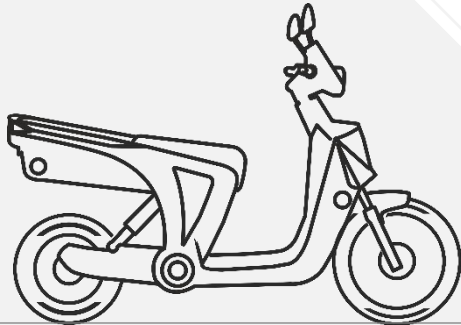


CLEAN ENERGY



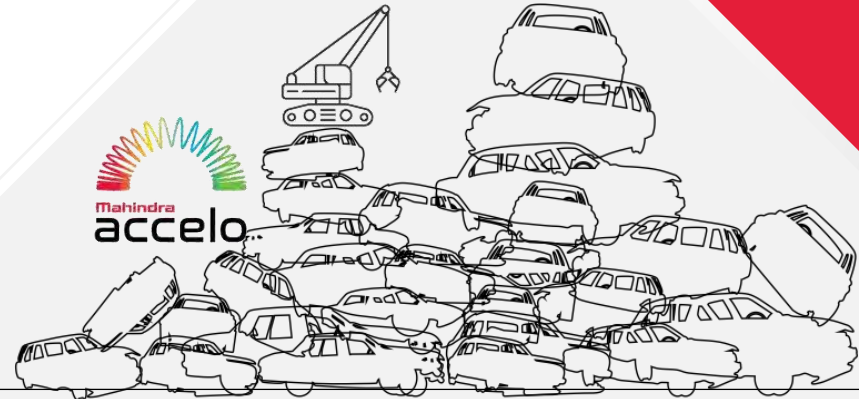
MICRO IRRIGATION

genZe
by Mahindra



EV's

accelo
Mahindra



AUTOMOTIVE RECYCLING

FULL RANGE EV PLAYER



eAlfa mini
Rickshaw



eRick TREO
Auto



e20Plus
Hatchback



eSupro
Minivan



e-Verito
Sedan



e-KUV
SUV



Model 1
SUV



Model 2
Sedan



eCosmo
Bus

Bus 2

Product line-up

4000+
vehicles on road

10+ years
of Li-ion in India

50+
Patents

>68.2 Mn ekms
2010 - till date

18+
cities across the
country

Technologies

Motors

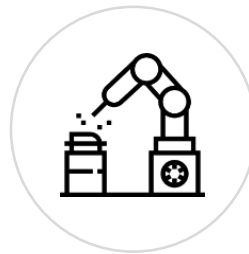
Drivetrains

Power Electronics

Battery



New Products



Technology



Mobility Solutions

LEADING THE WAY

Shared and Mass Mobility



Baghirathi order for 1000 vehicles in Bangalore



OLA – Partnership for shared mobility in Nagpur



Zoomcar launched in Mysore and Hyderabad



Uber and M&M Partnership announced



EESL Tender for 10,000 vehicles



HRTC – Clean Public Transportation



Lithium- Corporate Employee Commuting

WWE: Waste, Water, Energy

EP 100

1st company worldwide to
commit to **doubling energy**
productivity



1st Indian company to announce
an **Internal Carbon price**
(\$10/ ton of carbon emitted)

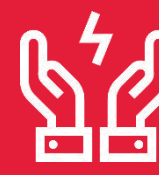
RISE OF
PLANET

12X
Water positive

**Science Based
Targets**



1st Indian factory to be
**certified Zero
waste to Landfill**
(2nd in the world)



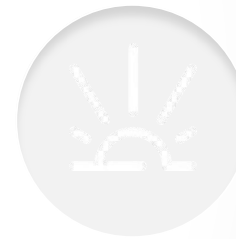
**63% less energy to
produce a vehicle**
(within last 8 years)



Rise BEYOND BORDERS



Rise of
BANYAN TREE



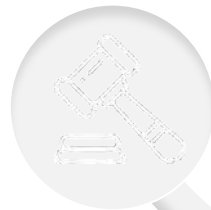
Rise of a
NEW DAWN



Rise of
PEOPLE



Rise of PLANET



Rise of
GOVERNANCE



Rise of
PROFIT



Rise of
STARS

ASPECTS OF
#FUTURise



RISE OF THE PEOPLE

(Stakeholders)

**GREAT
PLACE
TO
WORK®**

Mahindra
Rise.

Mahindra
HOLIDAYS

Mahindra
FINANCE

Mahindra
Lifespaces

Mahindra
accelo

Top companies in Great
Place to Work



EMPLOYEES



(In-house R&D - MRV, Mfg)



Skill India

कौशल भारत - कुशल भारत

(Pride Schools &
Mahindra Namaste)



एक कदम स्वच्छता की ओर

Swachh Bharat



GOVERNMENT



Encouraging
micro-entrepreneurship



Farm Tech Prosperity



Affordable housing



CUSTOMERS



RISE OF THE PEOPLE

(Stakeholders) - Investors

M&M joins the coveted Rs 1 trillion M-Cap club in April 2018

Returns in No. of times & CAGR %

Last 25 years

Last 15 years

M&M

73

19%

60

31%

Sensex

14

11%

11

17%

Gold \$/Oz

4

6%

4

10%

3700 times return in last 41 years

As at 31st March 2018

Rise BEYOND BORDERS

Rise of
STARS

Rise of
BANYAN TREE

Rise of
PROFIT

Rise of a
NEW DAWN

Rise of
GOVERNANCE

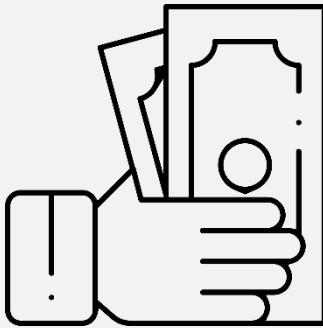
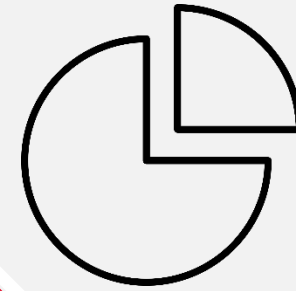
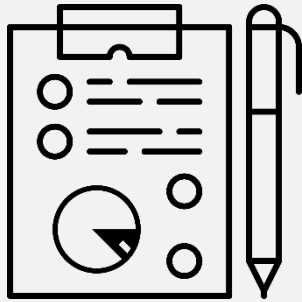
Rise of
PEOPLE

Rise of PLANET

ASPECTS OF
#FUTURise



FINANCIAL SNAPSHOT



Q4 & F18

DOMESTIC MARKET PERFORMANCE

Volumes (Nos)

Quarter

Full Year

Q4 F18

Q4 F17

Growth

F18

F17

Growth

AS

156,453

130,778

19.6%

520,286

469,384

10.8%

FES

66,885

46,583

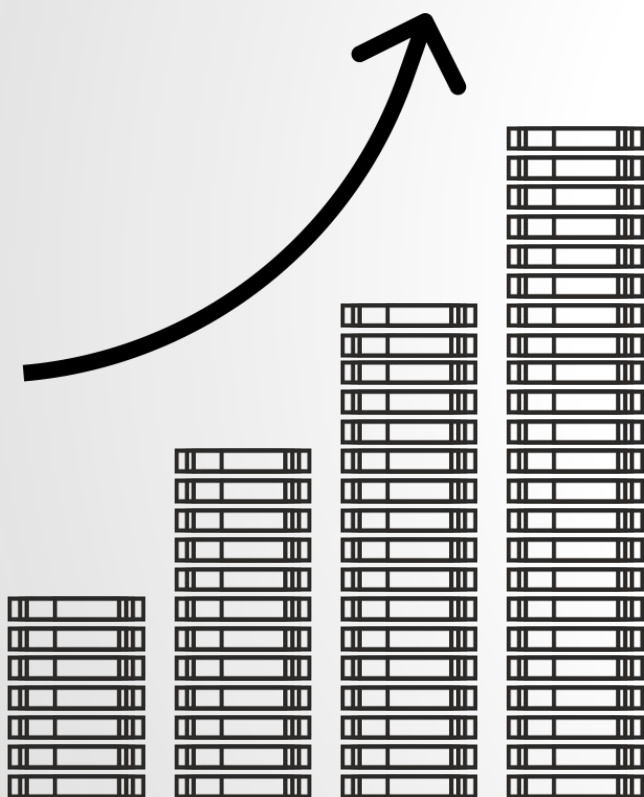
43.6%

301,934

248,409

21.5%

Quarterly Performance ***M&M + MVML Snapshot*** Rs Crs

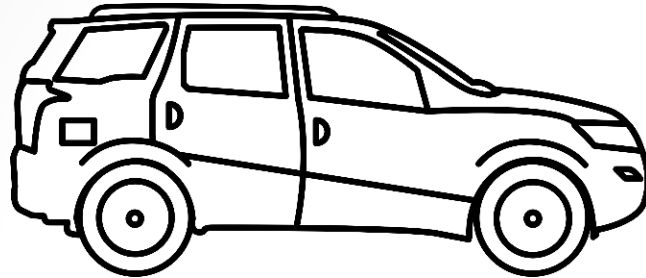


	Q4 F18	Q4 F17	
Volume – Auto	165,162 nos.	1,38,047 nos.	▲ 19.6%
Volume - FES	70,635 nos.	50,253 nos.	▲ 40.6%
Net Sales & Operating Income	13,189	10,499*	▲ 25.6%
EBITDA	1,995	1,171	▲ 70.3%
OPM	15.1%	11.2%	▲ 390 bps
PBT (before EI)	1,672	931	▲ 79.5%
PBT (after EI)	1,720	1,025	▲ 67.8%
PAT (before EI)	1,107	677	▲ 63.6%
PAT (after EI)	1,155	770	▲ 49.9%

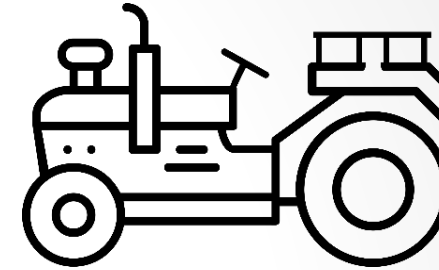
* Figure adjusted for GST impact of FES

SEGMENT **REVENUE & RESULT - Q4**

Rs Crs



AS



FES

SEGMENT REVENUE

Q4 F 18	9105
Q4 F 17	7613
% Inc/ (Dec)	19.6%

Q4 F 18	3716
Q4 F 17	2621
% Inc/ (Dec)	41.8%

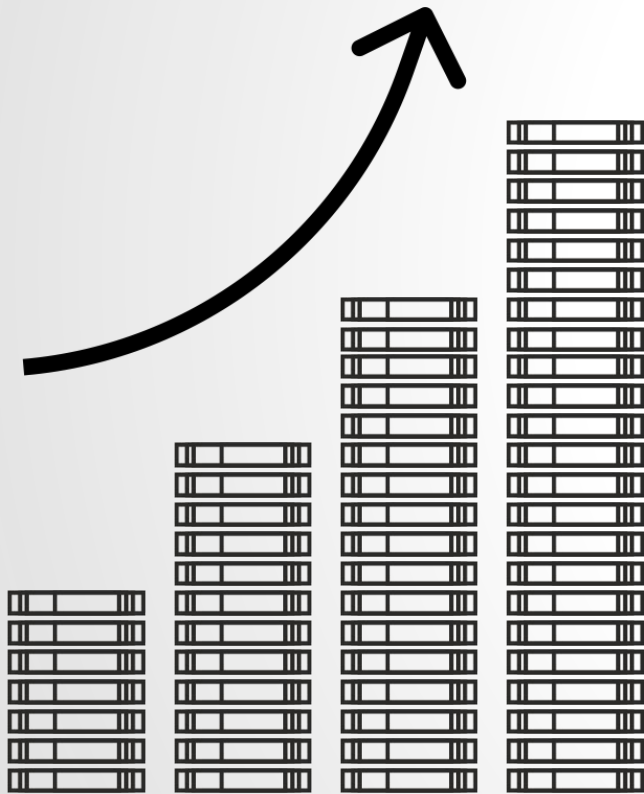
SEGMENT RESULT

Q4 F 18	971
Q4 F 17	546
% Inc/ (Dec)	77.9%

Q4 F 18	723
Q4 F 17	467
% Inc/ (Dec)	54.9%

Yearly Performance ***M&M + MVML Snapshot***

Rs Crs

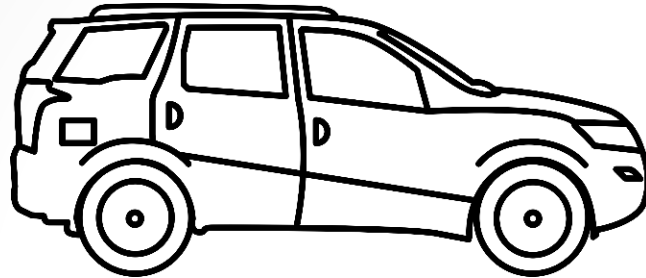


	F18	F17	
Volume – Auto	548,508 nos.	5,06,624 nos.	▲ 8.3%
Volume - FES	3,17,531 nos.	2,63,177 nos.	▲ 20.7%
Net Sales & Operating Income	47,577	41,378*	▲ 15.0%
EBITDA	7,043	5,404	▲ 30.3%
OPM	14.8%	13.1%	▲ 170 bps
PBT (before EI)	6,182	4,694	▲ 31.7%
PBT (after EI)	6,615	5,242	▲ 26.2%
PAT (before EI)	4,190	3,394	▲ 23.4%
PAT (after EI)	4,623	3,924	▲ 17.8%

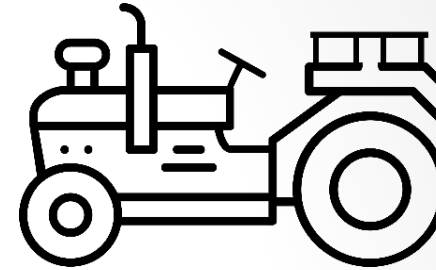
* Figure adjusted for GST impact of FES

SEGMENT **REVENUE & RESULT – F18**

Rs Crs



AS



FES

SEGMENT REVENUE

F 18	30515
F 17	27181
% Inc/ (Dec)	12.3%

F 18	15804
F 17	13007
% Inc/ (Dec)	21.5%

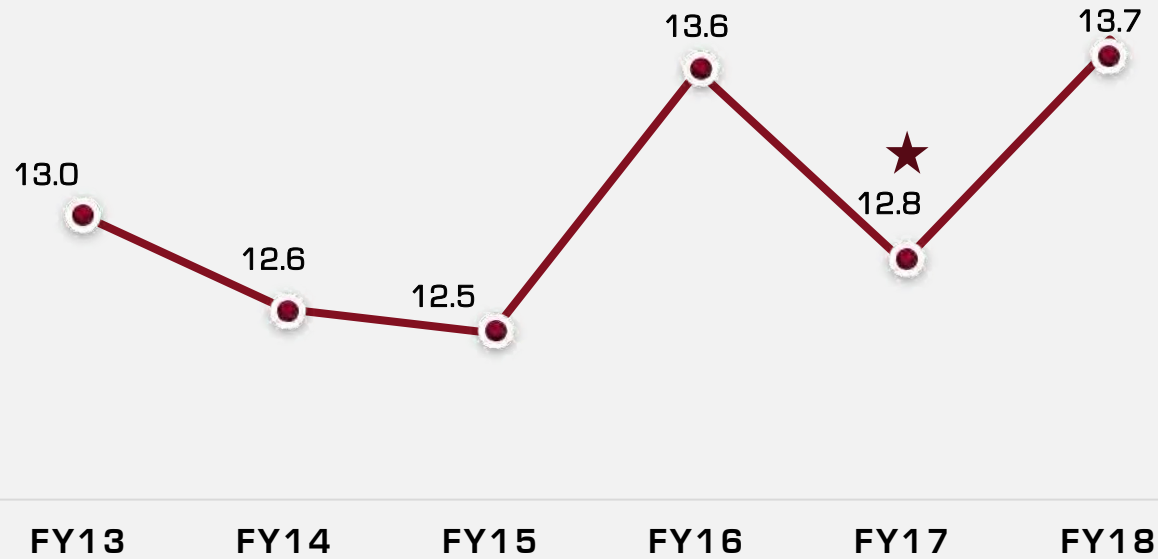
SEGMENT RESULT

F 18	2872
F 17	2162
% Inc/ (Dec)	32.8%

F 18	3145
F 17	2562
% Inc/ (Dec)	22.8%

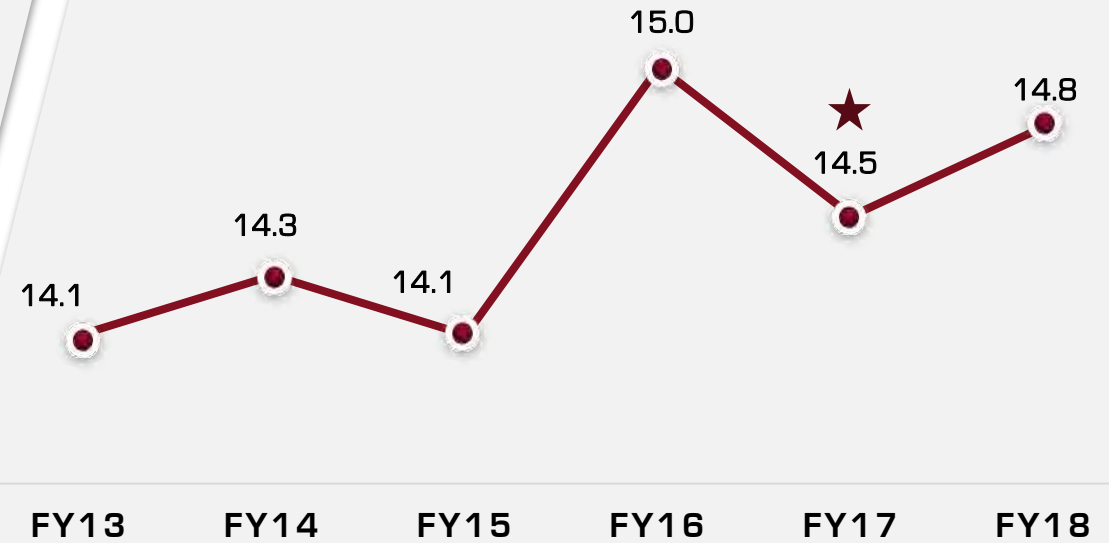
Auto Sector MARGIN

AD+MVML EBITDA Margin

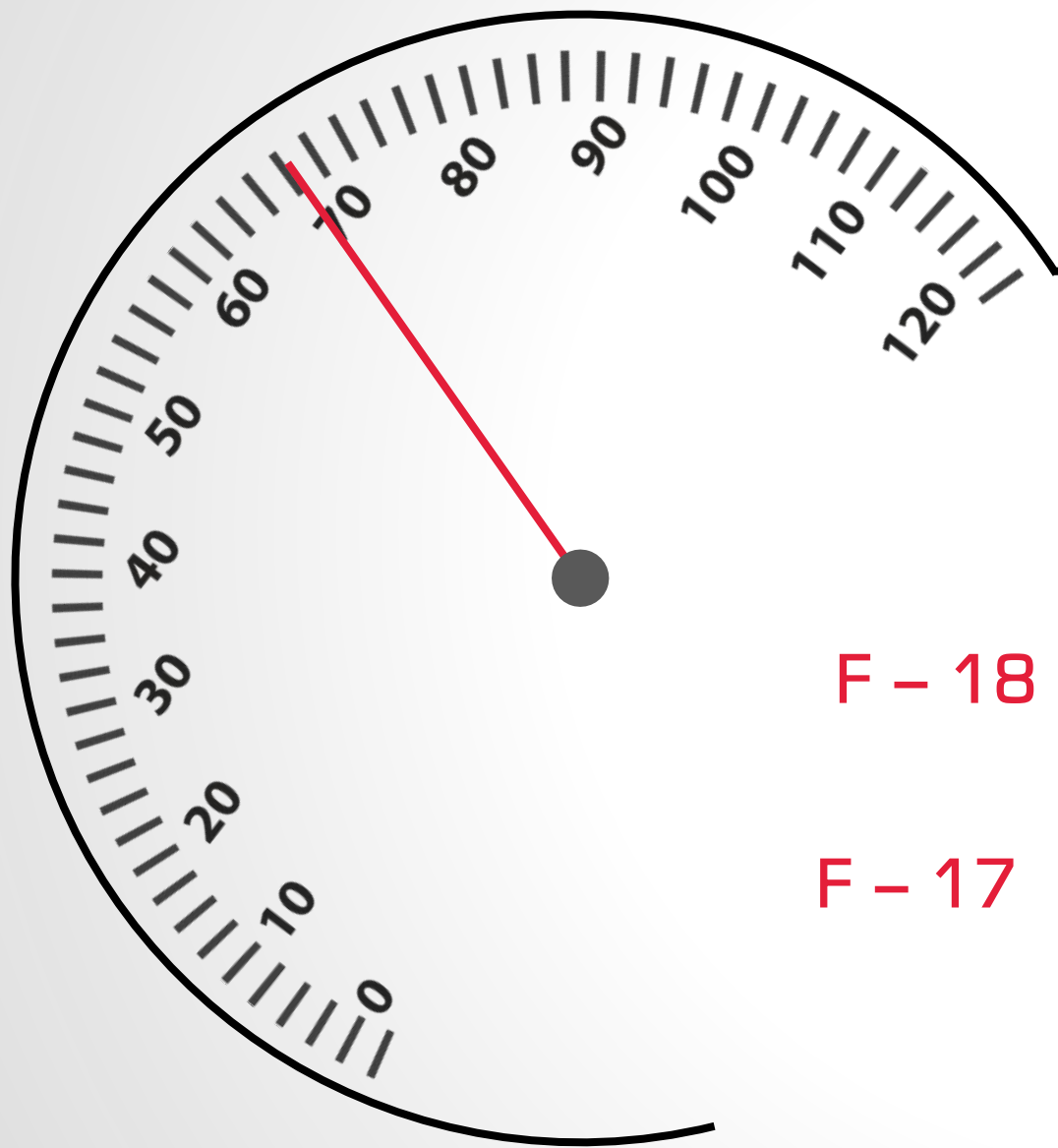


★ EBITDA excluding one-time impact of BS III

AD+MVML EBITDA without MTB



MTB – Mahindra Trucks & Bus division

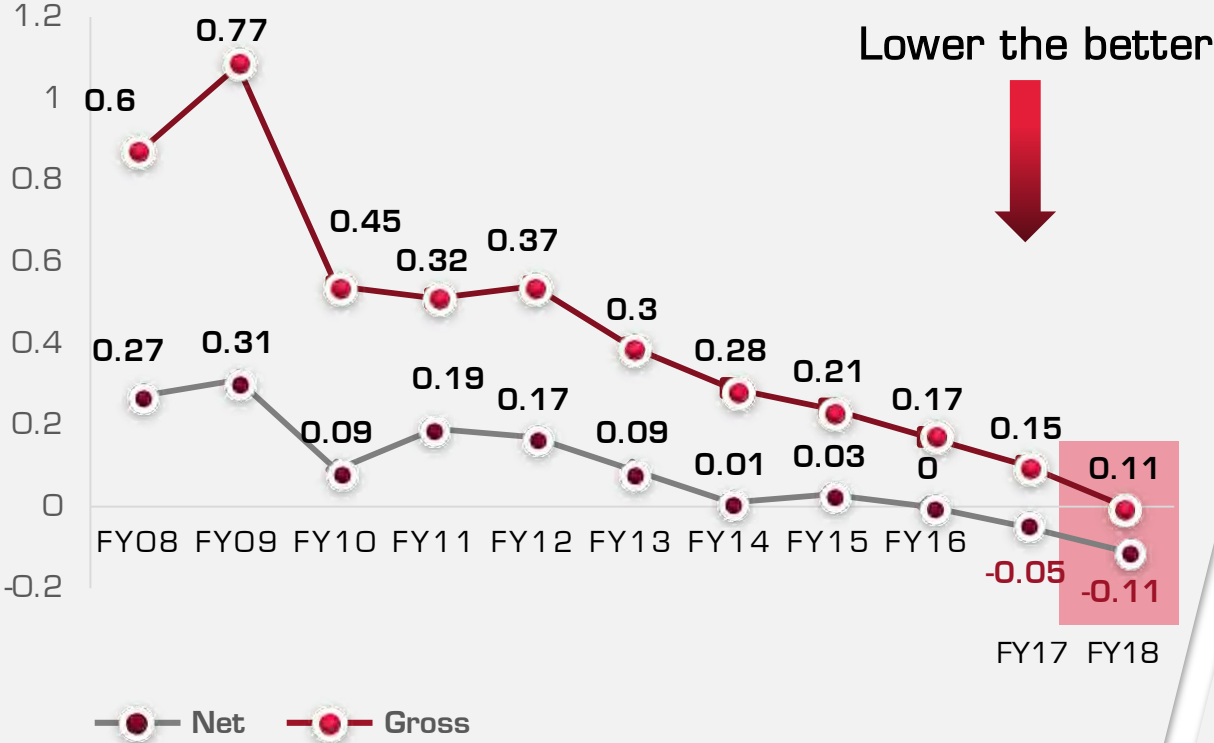


PERFORMANCE **INDICATORS**

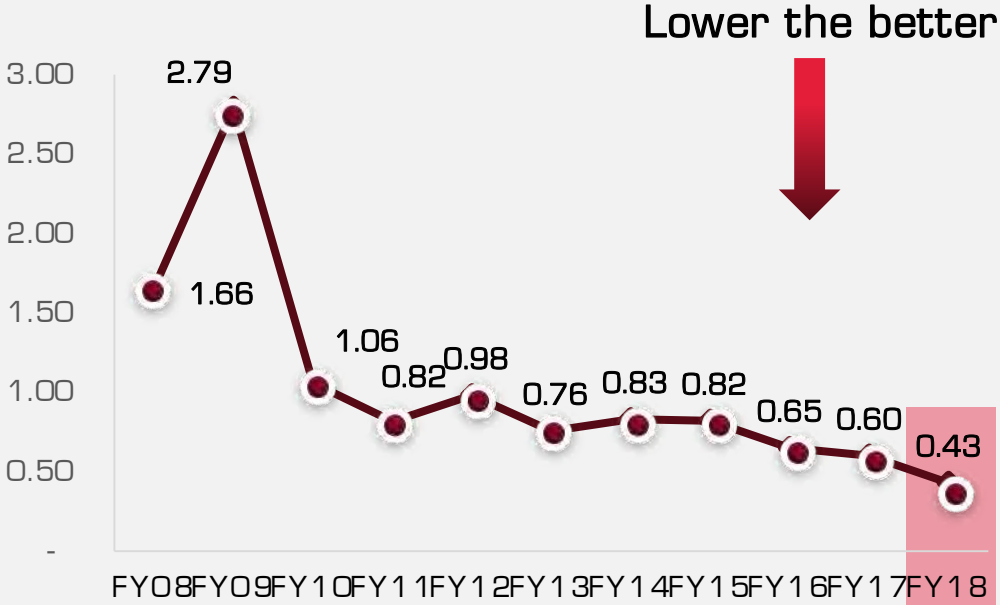
	OPM (%)	ROCE (%)	Interest Coverage Ratio	EPS (Basic) (Rs.)
F – 18	14.8	19.6	23.3	35.2
F – 17	13.1	16.8	18.8	28.6

Robust Financial RISK PROFILE

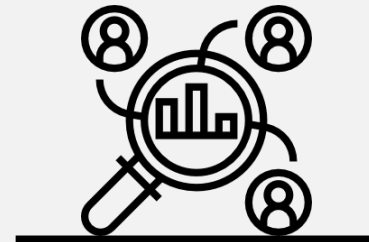
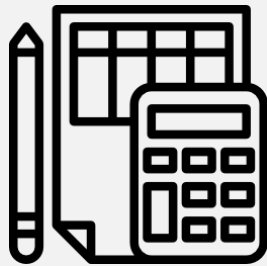
DE Ratio M&M + MVML



Gearing Multiple M&M + MVML



F-2018 CONSOLIDATED RESULT



FINANCIAL *HIGHLIGHTS*

M&M Consolidated – FY 18 vs FY 17

Total income

PAT after NCI (MI)

FY18

Rs. 93,896 Crs

Rs. 7,510 Crs



FY17

Rs. 89,713 Crs

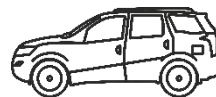
Rs. 3,698 Crs

Segment *Performance*

Rs Crs



Financial Services

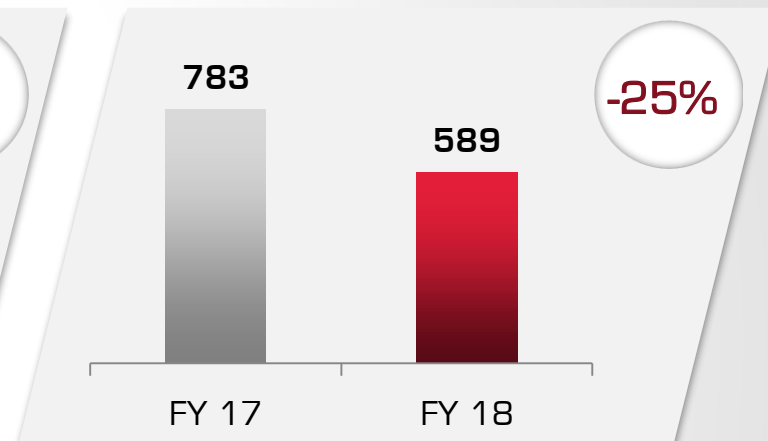
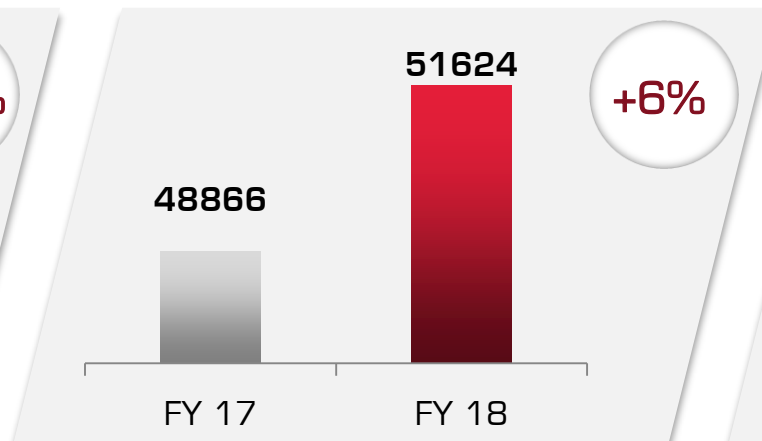
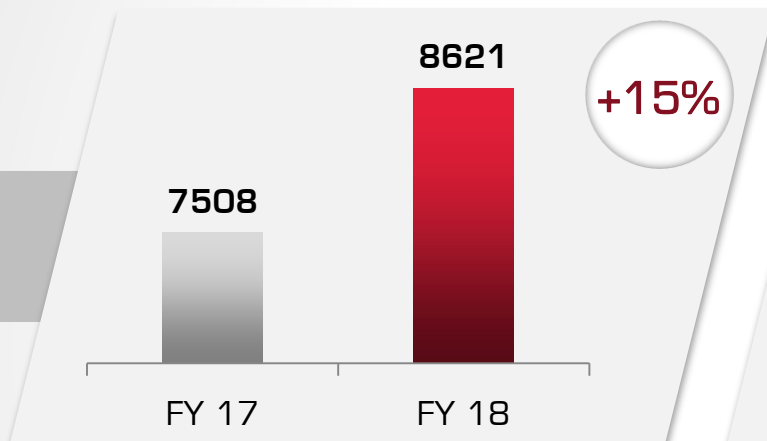


Automotive

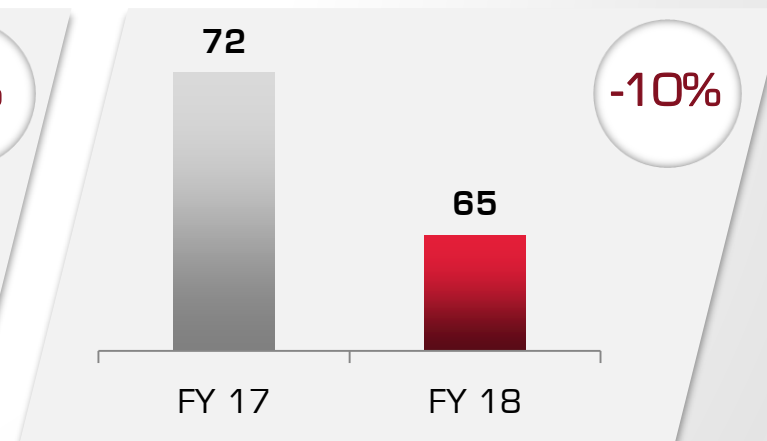
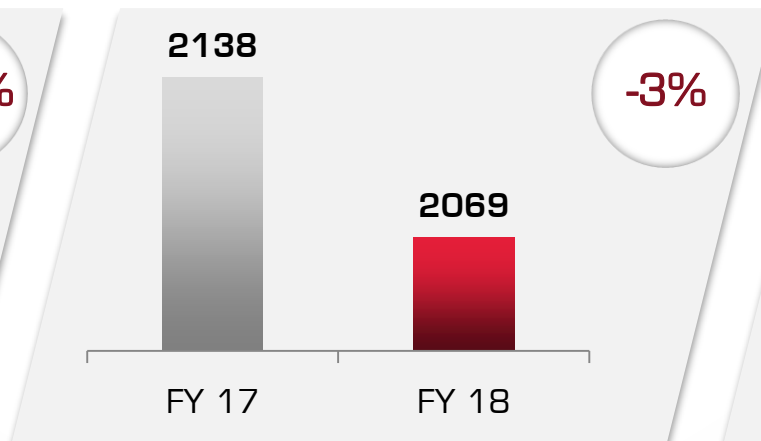
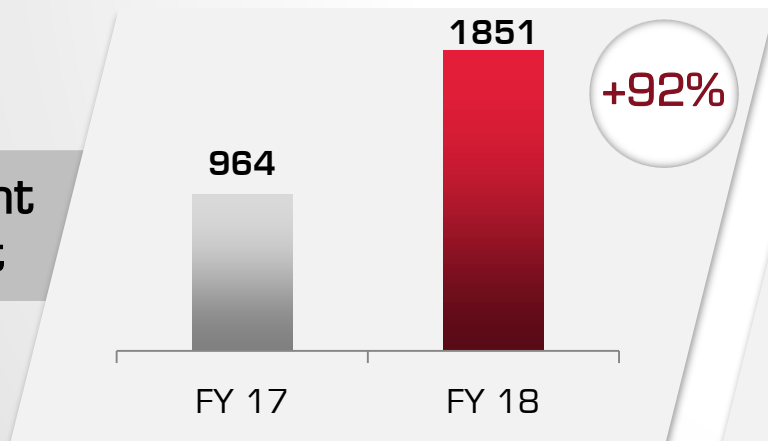


Real Estate

Segment Revenue



Segment Result



Segment *Performance*

Rs Crs



Farm Equipment

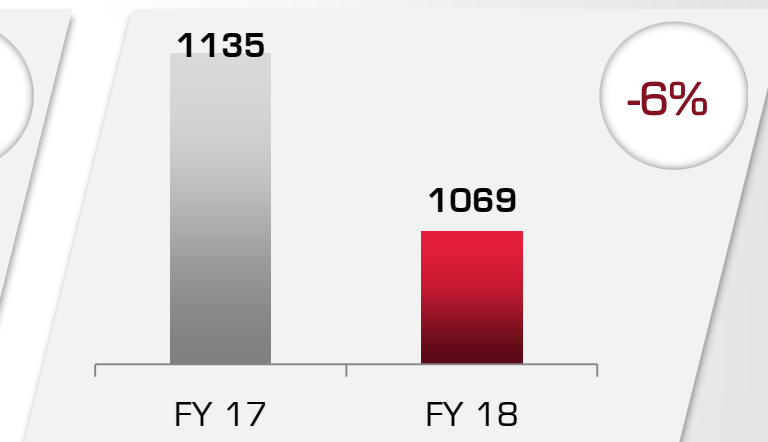
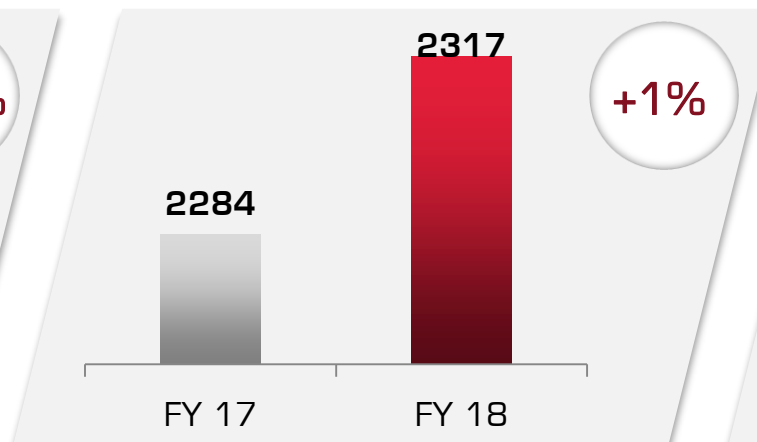
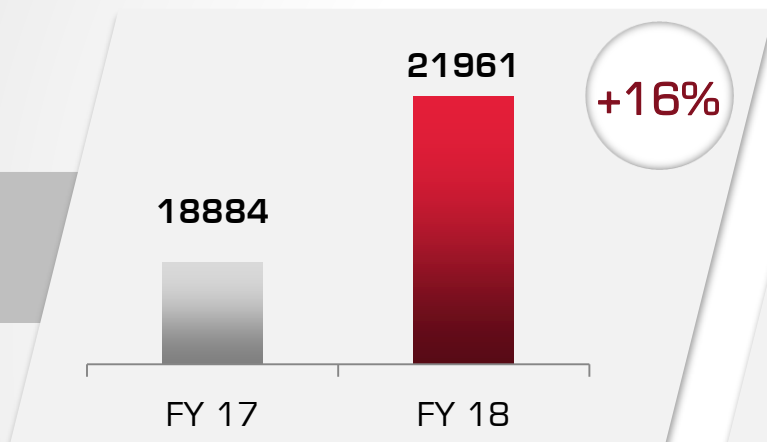


Hospitality

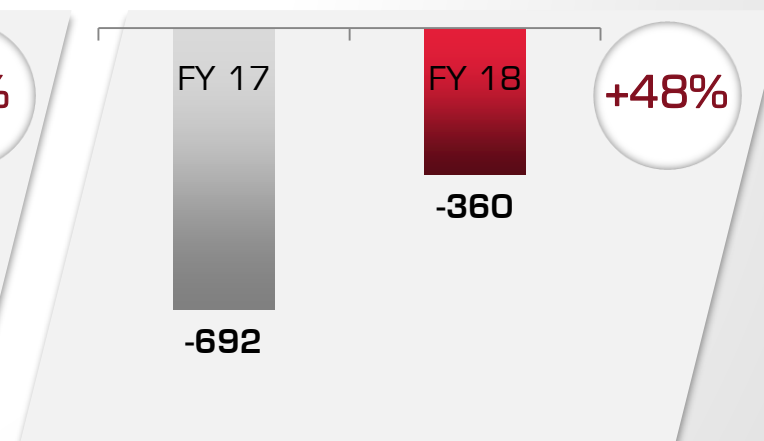
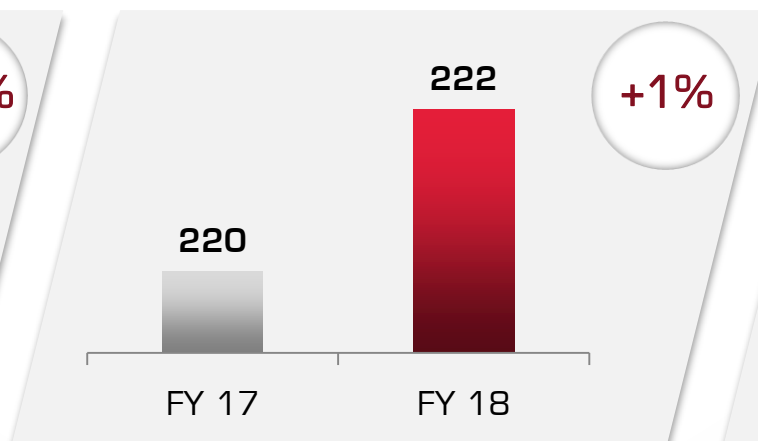
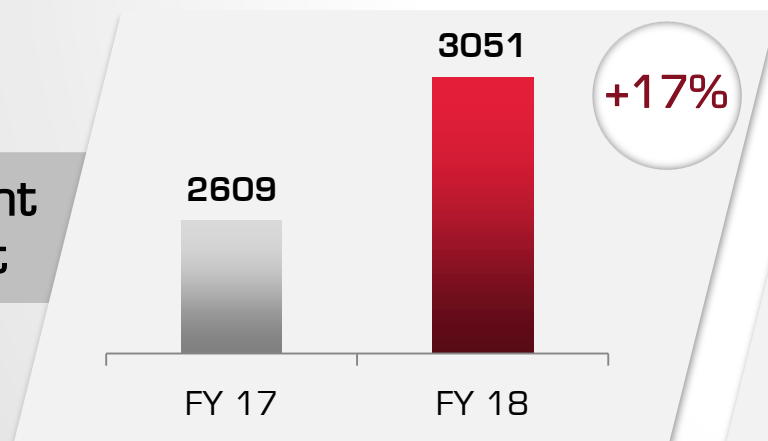


Two Wheeler

Segment Revenue



Segment Result



Other segment Revenue is at Rs 8,113 Crs with Segment result of Rs 381 Crs in F18

Rise BEYOND BORDERS



Rise of
BANYAN TREE



Rise of
STARS



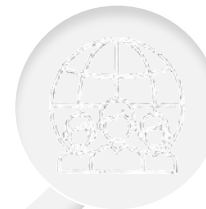
Rise of
PROFIT



Rise of
GOVERNANCE

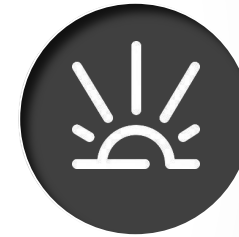


Rise of
PLANET



Rise of
PEOPLE

ASPECTS OF **#FUTURise**



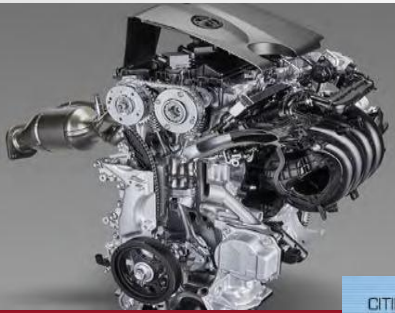
Rise of a
NEW DAWN



Rise of a NEW DAWN

Being future ready

Keeping pace with BSVI transition date at optimum cost, simultaneously building gasoline portfolio



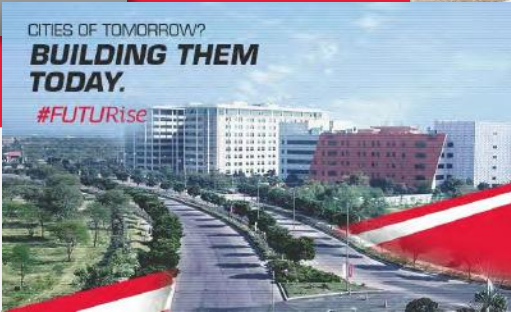
Set to **#FUTURise** mobility with India's first fleet of electric vehicles.



Uplifting Indian agriculture with greater farm yields and productivity, FES is all set to **#FUTURise** farm technology.



CITIES OF TOMORROW?
BUILDING THEM TODAY.
#FUTURise



By making Indian cities smart and sustainable, Mahindra World City aims to **#FUTURise** urbanisation.

SUPPLY CHAIN LEDGERS?
ACCOUNTED BY BLOCKCHAIN.
#FUTURise



Transparency, security and simplified processes; our blockchain technology will **#FUTURise** supply chain finance in India.

CYBER THREATS?
NOT ON OUR WATCH.
#FUTURise



With the opening of the Cyber Security Operations Centre in Andhra Pradesh (APCSOC), Tech Mahindra is building India's firewall against cyber threats.



Rise of a NEW DAWN

Incubating new possibilities – Corporate Start-Ups

SMART
SHIFT
by Mahindra
BUSINESS KO LIFT KARO

SmartShift + Porter

TRRINGO

Trringo

m.i.t.r.a.
Machines Information Technology Resources Agriculture

Mitra Agro Equipments

carnot

Carnot Technologies

Zoomcar
Never Stop Living

Zoomcar

DISTILLED ANALYTICS

Distilled Analytics

RESSON
AEROSPACE

Resson Aerospace

MeraKisan

Mera Kisan

Surya
PowerMagic

A K Surya

CARWORKZ
by Mahindra

Carworkz

IBB
alwayscheck

Indian Blue Book

PORTER
— good for goods —

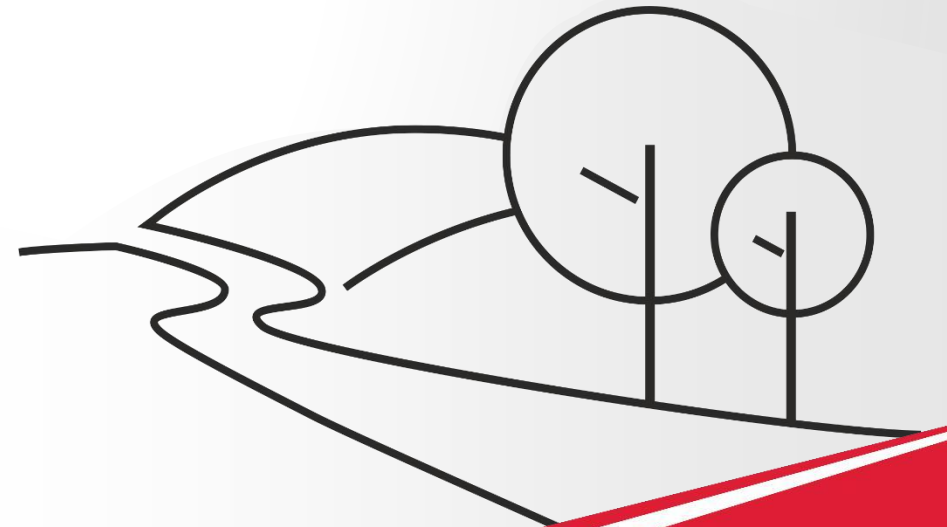
Ressfeber

medwellventures

Medwell ventures

giftxoxo
.com

Nreach Online Services Pvt Ltd





Rise of a **NEW DAWN**

Alliances & Collaborations



Collaboration for Li-ion battery technology



Formula E technical partnership



Alliance for blockchain



Strategic tie-ups



Exploring a Steel Service Centre



C-130J Training Center for Indian Air Force



Collaboration for Potato planting equipment



MoU to co-develop mid-size and compact SUV, electric vehicle and connected car solutions



To form strategic alliance to boost India's regional air connectivity



Rise of a **NEW DAWN**

Betting on the new Billions

Growth in
FY18 ▲

48%

55%

17%

24%

28%

7%

Revenue in
USD Mn

127

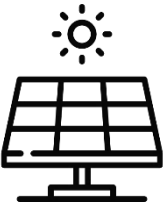
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217

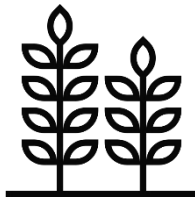
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524

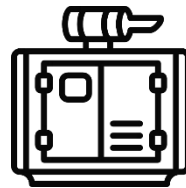
557



SOLAR



AGRI



POWEROL



**FARM
MACHINERY**



LOGISTICS



MUSA

#FUTURise