

Mahindra

Rise.



Mahindra & Mahindra Ltd

Investor Presentation

Q3 FY 2017

V S Parthasarathy

Group CFO

Economic Environment

Auto & FES Review

Q3 Financials

Key Subsidiaries Report Card

Economic Environment

- ❑ **Demonetisation effect:** Mixed impact on Indian Economy
 - India's official growth forecast trimmed to 7% from 7.6% for 2016-17
- ❑ **Interest rate trend downward** - with Demonetization impact & tighter fiscal deficit target
- ❑ **Rabi sowing up 6% & water reservoirs - 99% of last 10 yrs avg.**
Positive for Agri and Rural economy
- ❑ **Big decision at GST council taken on assessment authority –**
implementation from 1st July likely
- ❑ **World economy facing uncertainty due to recent political developments but showing signs of recovery**
 - IMF estimates world GDP growth @ 3.4% in 2017 Vs 3.1% in 2016
 - US growth accelerate & labour market condition improve faster
 - Eurozone grows modestly & UK economy remains stable post Brexit

Q3F17 Economy & Business Scenario

Positive signs

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

Automotive Sector

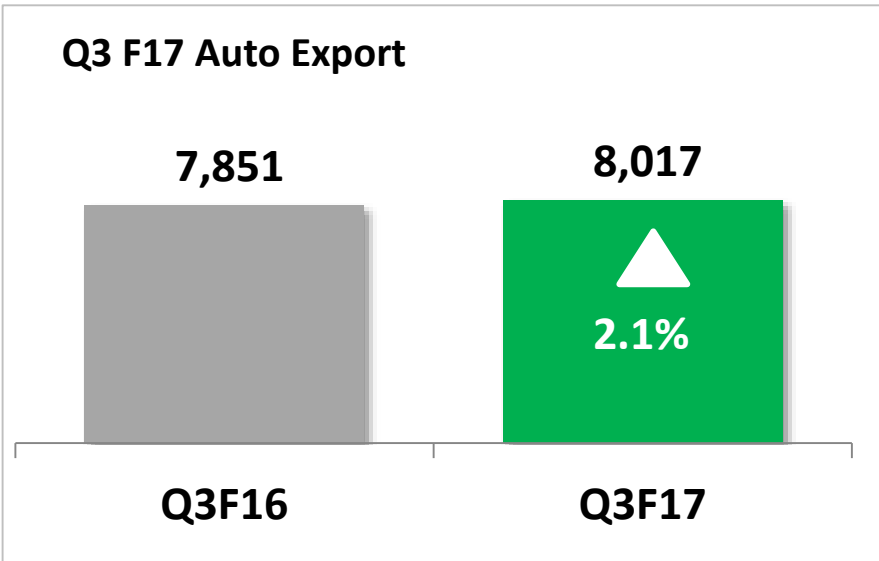
Q3F17 Domestic Market

Segment	M&M		
	Q3F17	Q3F16	Growth
Utility Vehicles	51,772	58,632	-11.7%
Vans & Cars	2,816	3,258	-13.6%
LCV Goods	42,230	43,314	-2.5%
LCV > 3.5T	1,388	1,145	21.2%
3W	13,344	15,095	-11.6%
HCV Goods (>16.2T)	1,303	1,562	-16.6%
AS (Dom) Total	112,853	123,007	-8.3%

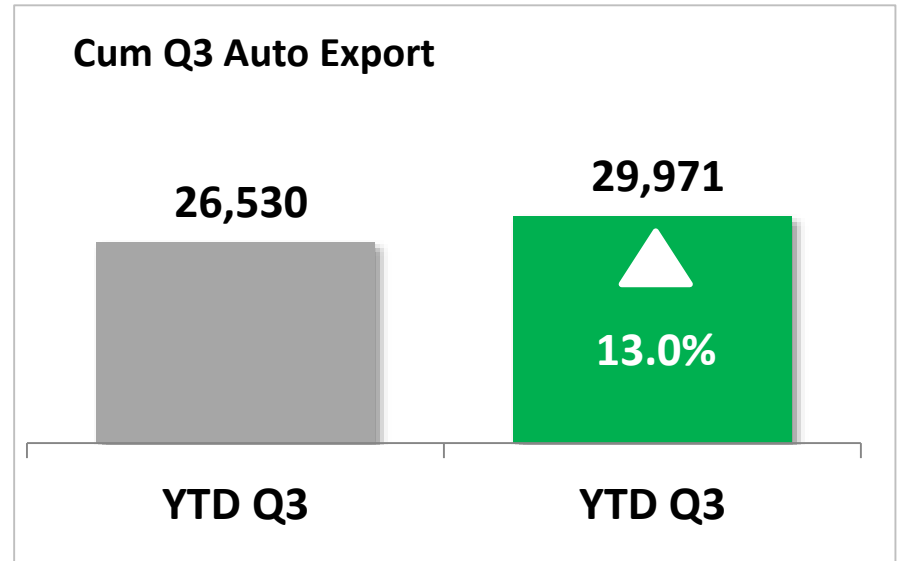


Auto Exports Performance

Q3 F17 Auto Export



Cum Q3 Auto Export



Market	Variation
SNBB	▼ 2%
Europe	▲ 133%
South Africa	▲ 2%

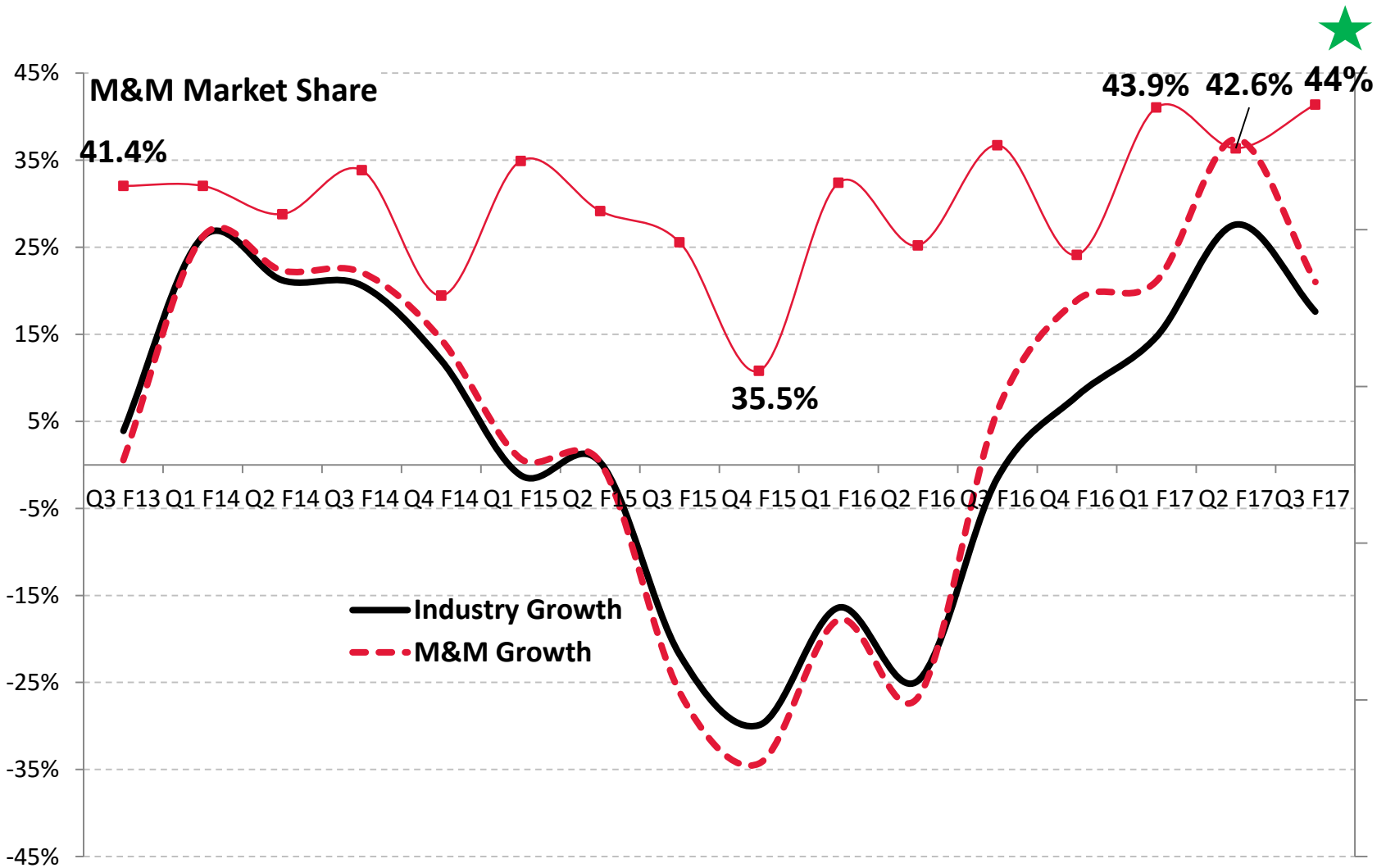
Market	Variation
SNBB	▲ 22%
Europe	▲ 31%
South Africa	▲ 28%

Farm Equipment Sector

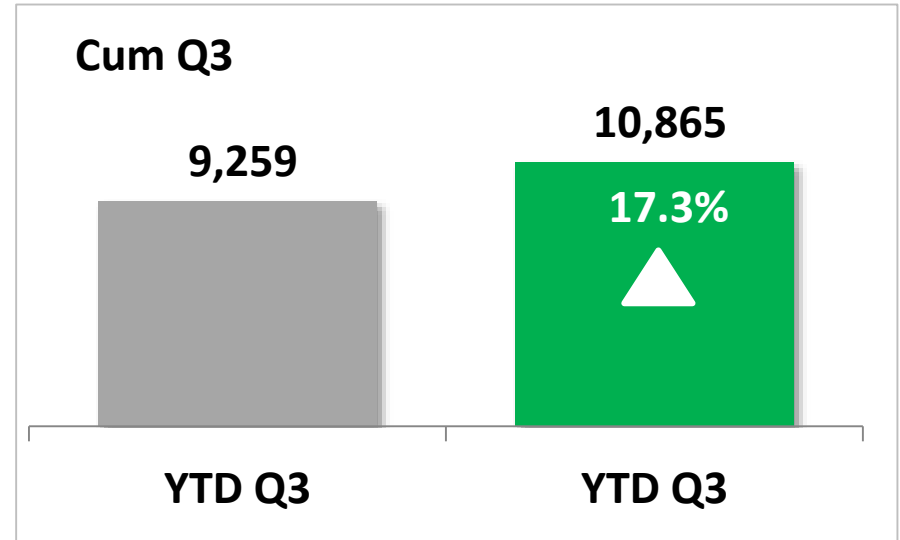
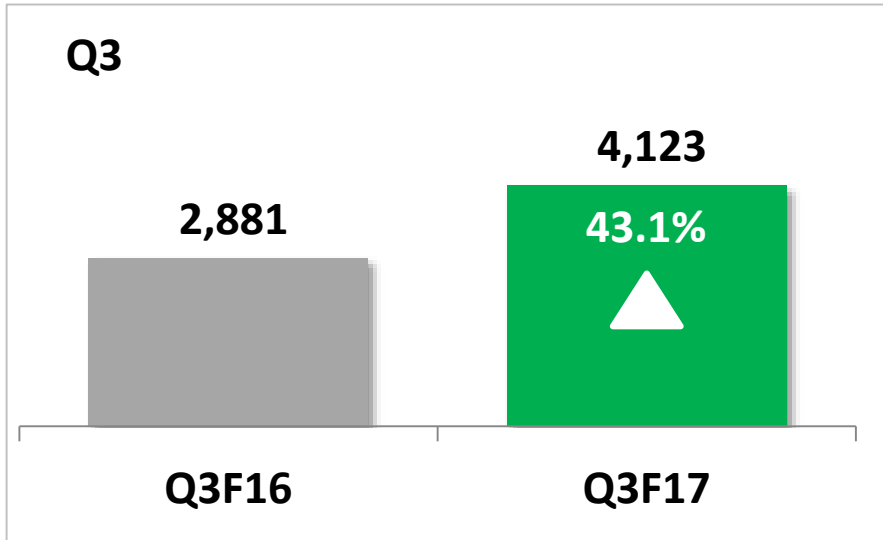
Domestic Tractor Industry & M&M

Q3 Industry up by 17.6% .. M&M Volume up by 21.0%
 Highest ever market share for any quarter since F07

Highest Mkt.
Share ever



Tractor Export Performance



Market	Variation
South Asia	▲ 62%
MUSA	▲ 37%
Africa	▲ 32%

Market	Variation
South Asia	▲ 67%
MUSA	▼ 18%
Africa	▲ 45%



Some Highlights

Awards

'Manufacturing Innovator for the year' at TIME India Awards 2017



Awards

Multiple recognitions in Asiamoney Corporate Governance Poll

Overall, 1st Rank in Corporate Governance

**1st Rank in Disclosure and
transparency**



**1st Rank in Shareholders'
rights and equitable treatment**

**3rd Rank in Responsibilities of
management and the board of directors**

Awards

BLAZO Wins CV and HCV of the Year

Mahindra BLAZO Truck and Bus

**'CV & HCV OF THE YEAR'
AWARDS GO TO MAHINDRA BLAZO.
FIRST IN INDIA TO ACHIEVE SUCH A FEAT.**

Mahindra BLAZO Truck and Bus

apollo
CV
VEHICLE
2017

**NALIN MEHTA WINS
'CV MAN OF THE YEAR'.
NOT JUST OUR MACHINES, EVEN THE
MEN BEHIND THEM WIN BIG.**

Awards

Imperio wins “Pick up of the Year” award





Financials Snapshot

Quarterly Performance M&M + MVML Snapshot

Rs Crs

	Q3 FY 17	Q3 FY 16		
Volume – FES	76,486 nos.	62,764 nos.	↑	21.9%
Volume - Auto	1,20,869 nos.	1,30,888 nos.	↓	7.7%
Net Sales & Op. Income	10,587	10,464	↑	1.2%
EBIDTA	1,449	1,451	↔	0.1%
OPM (on Net Sales)	13.7%	13.9%	↓	20 bps
PBT	1,124	1,158	↓	3.0%
PAT	801	849	↓	5.7%

Above figures are as per Ind-AS

Segment Revenue & Results – Q3

Rs Crs

AS

SEGMENT REVENUE

Q3 F 17	6,359
Q3 F 16	6,938
% Inc/ (Dec)	(8.3)

SEGMENT RESULT

Q3 F 17	452
Q3 F 16	714
% Inc/ (Dec)	(36.7)

FES

SEGMENT REVENUE

Q3 F 17	4,281
Q3 F 16	3,561
% Inc/ (Dec)	20.2

SEGMENT RESULT

Q3 F 17	746
Q3 F 16	549
% Inc/ (Dec)	35.8



Revenue is net of excise

Key listed companies performance

Rs Crs

PAT

MMFSL



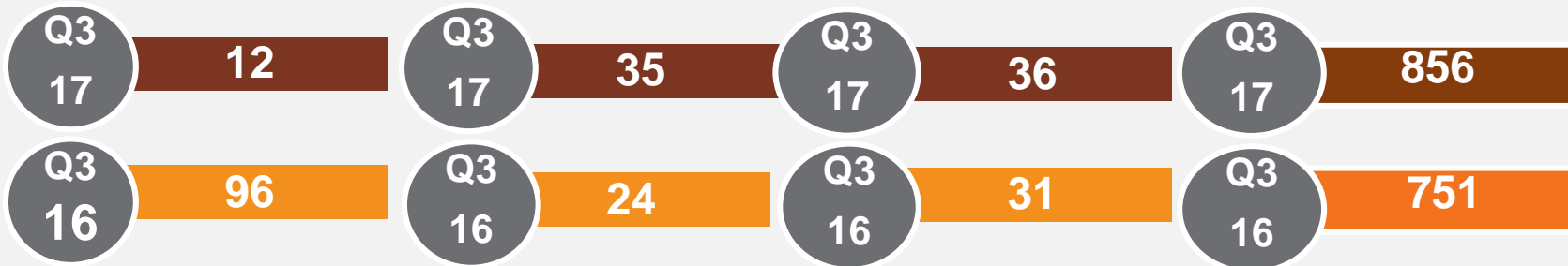
MLDL



MHRIL



TML



MHRIL results are on Standalone basis

MMFSL results are based on IGAAP

*Thank
you*



Q3F17 Industry hit by Demonetization

- Steep drop in demand for automobiles and tractors

Segment	Nov + Dec	Apr to Oct 2016 Vs 2015	Industry Vol. Loss	Industry Growth Jan 2017
Cars + UV	1.1%	11.4%	44,322	13.9%
LCV Goods < 3.5T	-3.3%	12.2%	7,775	- 3.3%
LCV Goods (3.5 -7.5T)	-12.3%	9.9%	1,277	6.0%
MHCV (Goods)	-17.7%	0.2%	7,406	4.8%
2W	-13.5%	16.0%	7,41,869	- 8.2%
Tractors	-5.3%	25.2%	22,693	5%

- Uncertainty in Rural, due to drop in prices of Agri output

Crop	Dec 2016	Dec 2015	Var.
Onion	625	1,233	- 49%
Tomato	570	1,463	- 61%
Potato	473	658	- 28%