

REF:NS:SEC:  
3<sup>rd</sup> June, 2024

**National Stock Exchange of India Limited**  
"Exchange Plaza", 5<sup>th</sup> 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 - Additional Presentation to be made at the Analyst/Institutional Investor Meeting**

This is further to our letter bearing REF:NS:SEC dated 29<sup>th</sup> May, 2024 wherein we had given you an advance intimation of the Schedule of Analyst or Institutional Investor Meeting(s) with the Company in terms of Regulation 30(6) read with Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In this regard, we would like to mention that the Presentation(s) which was sent to the Stock Exchanges vide our letter bearing REF:NS:SEC dated 16<sup>th</sup> May, 2024 and which is available at the Weblink: [https://www.mahindra.com/sites/default/files/2024-05/MM-Q4F24-Analyst-Meet-%E2%80%93Presentations-deck-%E2%80%9316th-May-2024\\_0.pdf](https://www.mahindra.com/sites/default/files/2024-05/MM-Q4F24-Analyst-Meet-%E2%80%93Presentations-deck-%E2%80%9316th-May-2024_0.pdf) would be made at the **BofA Investor Conference - Keynote address** scheduled to be held on 3<sup>rd</sup> June, 2024 in **Mumbai**.

In addition to the above, a Presentation, which is enclosed, would also be made during the aforesaid **Conference** scheduled to be held on 3<sup>rd</sup> June, 2024 in **Mumbai**.

The same is also being uploaded on the Company's website and can be accessed at the weblink: <https://www.mahindra.com/sites/default/files/2024-06/Investor-Deck-Keynote-address-at-the-BofA-Conferene-by-Dr-Anish-Shah-3rd-June-2024.pdf>

Please note that no unpublished price sensitive information is proposed to be shared by the Company during the aforesaid Conference.

Kindly take the same on record.

Yours faithfully,  
For **MAHINDRA & MAHINDRA LIMITED**

**NARAYAN SHANKAR**  
**COMPANY SECRETARY**

Encl.: as above



*Rise*  
**mahindra**

**A Commitment to Sustainability**

**Dr Anish Shah**

# Our DNA : 1945

## 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 coordinated scheme to develop India's resources and raise the standard of

*of private enterprise and the initiative of the individual.*

an business man after a careful three-year study of American has secured the support and ready assistance of a group of experience and a firm faith in their country's destiny.



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.

*anti-social trends,*

**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.

*colour, creed nor caste should stand in the way*



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

*ability is the sole test of merit*

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

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.

*dignity of human toil.*

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*Drive positive change in the lives  
of our communities.*

*Only when we enable others to  
rise will we rise.*





Rise AV

# Our Purpose has inspired us to be pioneers

## Industry 1st Commitments



- 'Triple Bottom Line' focus ('08), EP100 ('16)
- Carbon Price ('16),
- Approved SBT Targets ('20)...

## Industry 1st Achievements



- 'Sustainability Report ('08),
- Water Positive ('14),
- Carbon Neutral Factory ('18),
- Integrated ZWL City ('19),
- Achieved EP100 ('20)...

## 1st in Green Businesses



- EVs – Reva ('10),
- RE – Susten ('10),
- ELV Recycling - Cero ('18),
- Net Zero Buildings – MLDL('23)

# Our Sustainability Mandate: Planet Positive

## Greening Ourselves



## Decarbonizing Industries



## Rejuvenating Nature



# Advancing towards Planet Positive: Auto Sector

**49%** Emission Reduction

**48%** Renewable Energy Share

**85%+** Zero Waste to Landfill Locations

**120%** Energy Efficiency

**100%+** Water Positivity Index



# Progress towards Sustainability

## **TECH mahindra**

- Carbon Neutral - '30, Net Zero -'35
- Leader, DJSI
- CDP 'AA' (Climate, Water)



- 1.5+ GWp developed portfolio
- 15x water positive
- Just Transition (skilling center)

## **mahindra LIFESPACES**

- Net Zero Buildings (Eden, Vista, Zen)
- Material circularity (concrete)
- Leading industry advocacy



## **ClubMahindra**

- Madikeri – 'Triple Net Zero' Resort
- 12 Green Resorts
- Green Champion Award, IBBI

# Sustainability AV

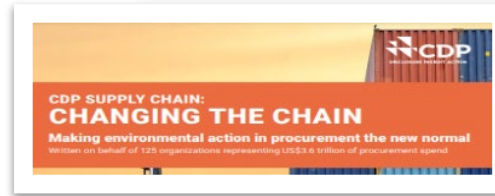
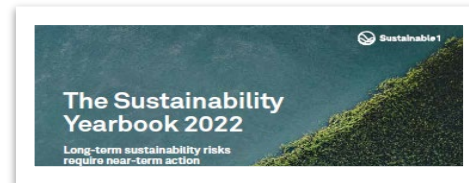
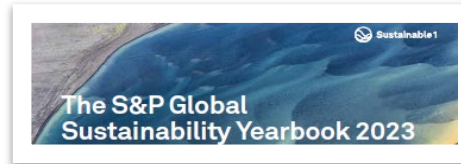


# Global Recognition

## Platforms



## Ratings



## Case Studies



*How do we empower  
**1 Million** Women?*



# Empowered **758,492** Women since inception

## Employability Skilling



Communication Skills

Soft Skills

Life Skills

Pan India 175474 Skilled in F-24

## Domain Skilling



Apparel Healthcare Automobile

IT ITES Hospitality Retail

14 States

17197 Skilled in F-24

## Agri Skilling

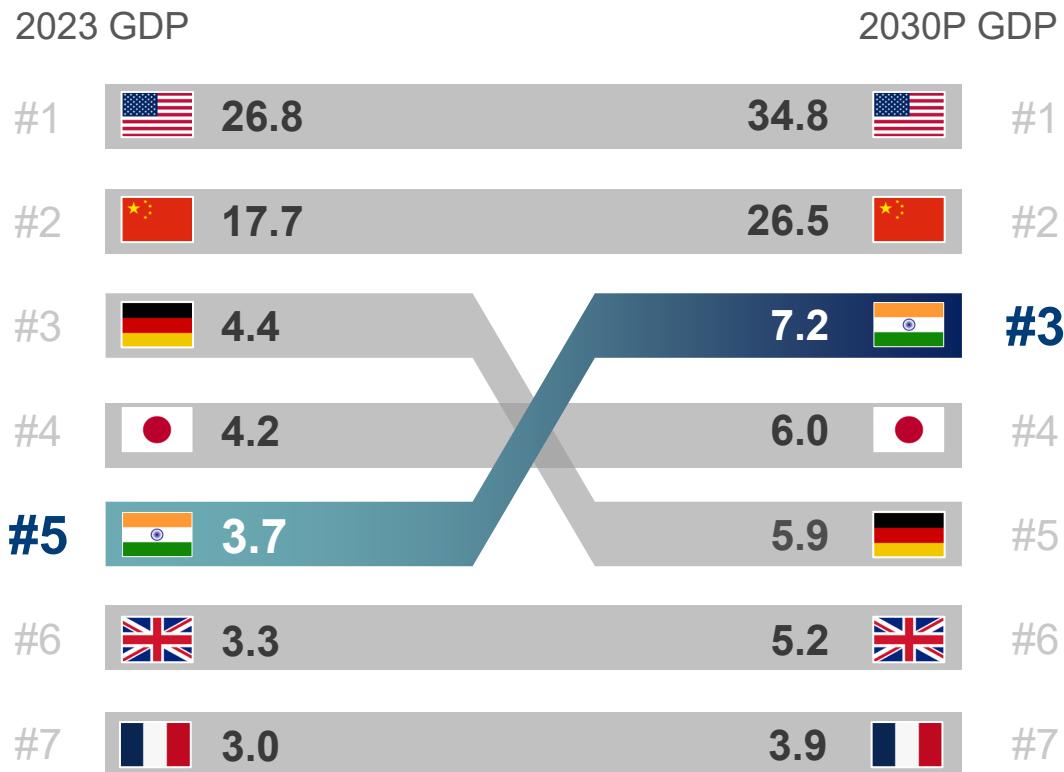


Regenerative Agriculture

4 States | 29254 Skilled in F-24

# India opportunity: rare moment in the history of a nation

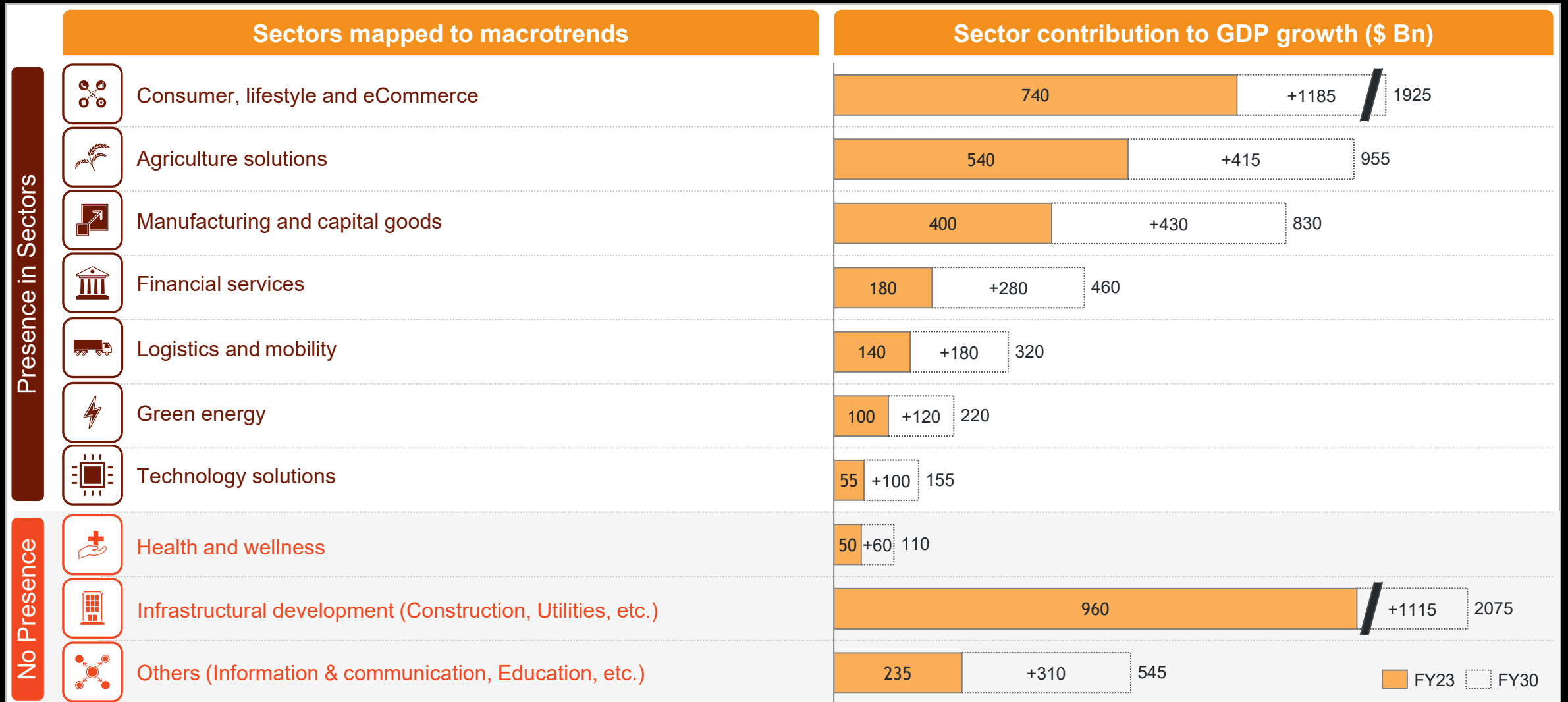
## By 2030, India will surpass Japan and Germany



## India will add as much as EU to global GDP

Country/Region	GDP 2023	GDP 2030P	Delta	Remarks
USA	26.8	34.8	8.0	Stronger alignment
European Union	18.4	21.9	3.5	Ageing economy
China	17.7	26.5	8.8	Geo-politics to determine growth
Japan	4.2	6.0	1.8	Ageing economy
India	3.7	7.2	3.5	India adds as much as EU to global GDP
United Kingdom	3.3	5.2	1.9	Brexit, energy crisis
<b>Total</b>	<b>74.1</b>	<b>101.5</b>	<b>27.4</b>	

# 10 sectors will add \$4.2 Trillion to India's GDP by 2030



**Mahindra Portfolio** is aligned with India's Growth

# Mahindra Group Businesses

## Capitalize on Market Leadership

### AUTO & FARM



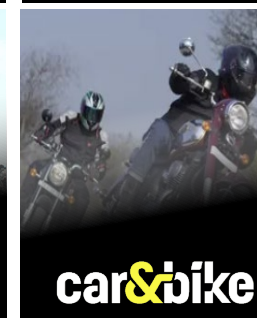
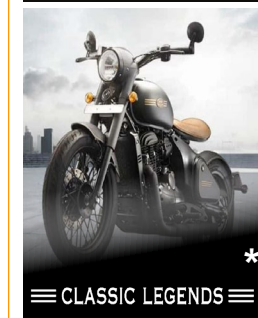
## Unlock Full Potential

### FINANCE & TECH



## 5x Challenge

### GROWTH GEMS



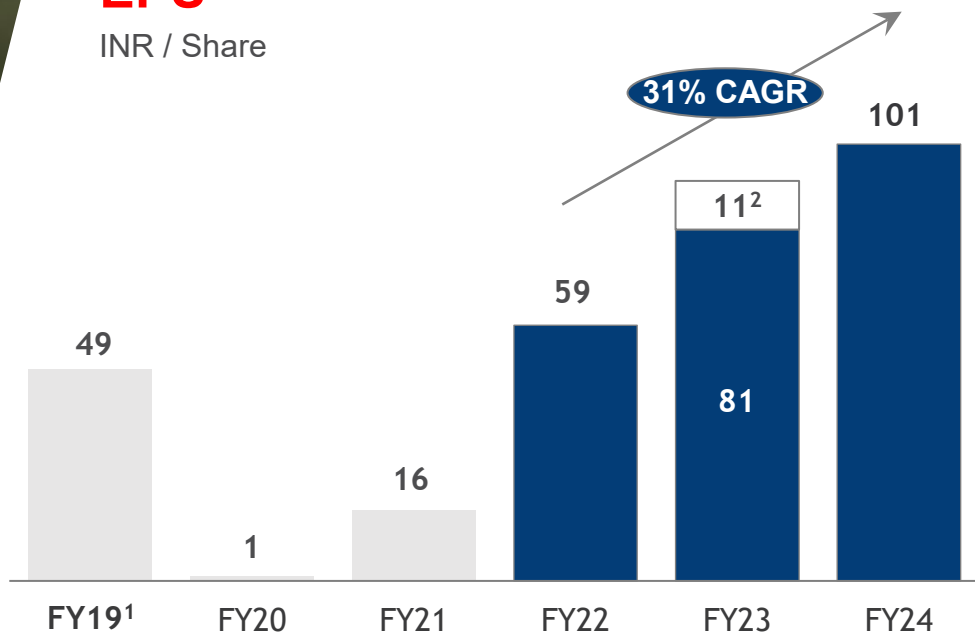
Note: \* Mahindra Last Mile Mobility and Classic Legends are both reported in the Auto segment; Mahindra Farm Machinery is reported in the Farm segment



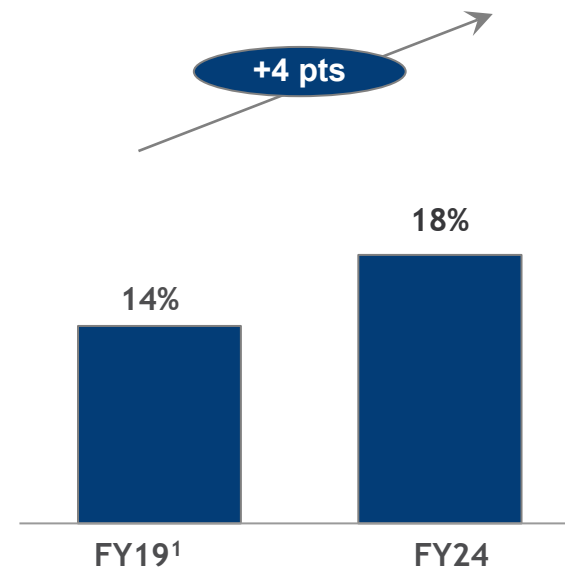
# Financial Performance

## EPS

INR / Share



## ROE



1. Considering continuing and discontinued operations; 2. Driven by gains from SEL and Susten, offset by Trucks and Buses impairment  
Note: Data relates to Mahindra & Mahindra Limited

**Thank You**

