

REF:NS:SEC:  
4<sup>th</sup> August, 2023

**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: Presentation at the Press /Analyst Meet**

We are enclosing a revised presentation being made at the Press/ Analyst Meet today.

Kindly take the same on record.

Yours faithfully,  
For MAHINDRA & MAHINDRA LIMITED

NARAYAN SHANKAR  
COMPANY SECRETARY

Encl.: As above

# Delivering Scale



## Press Meet

Dr Anish Shah | 4 August 2023

# Agenda



Financial Results



Capital Allocation



EV Fund Raise

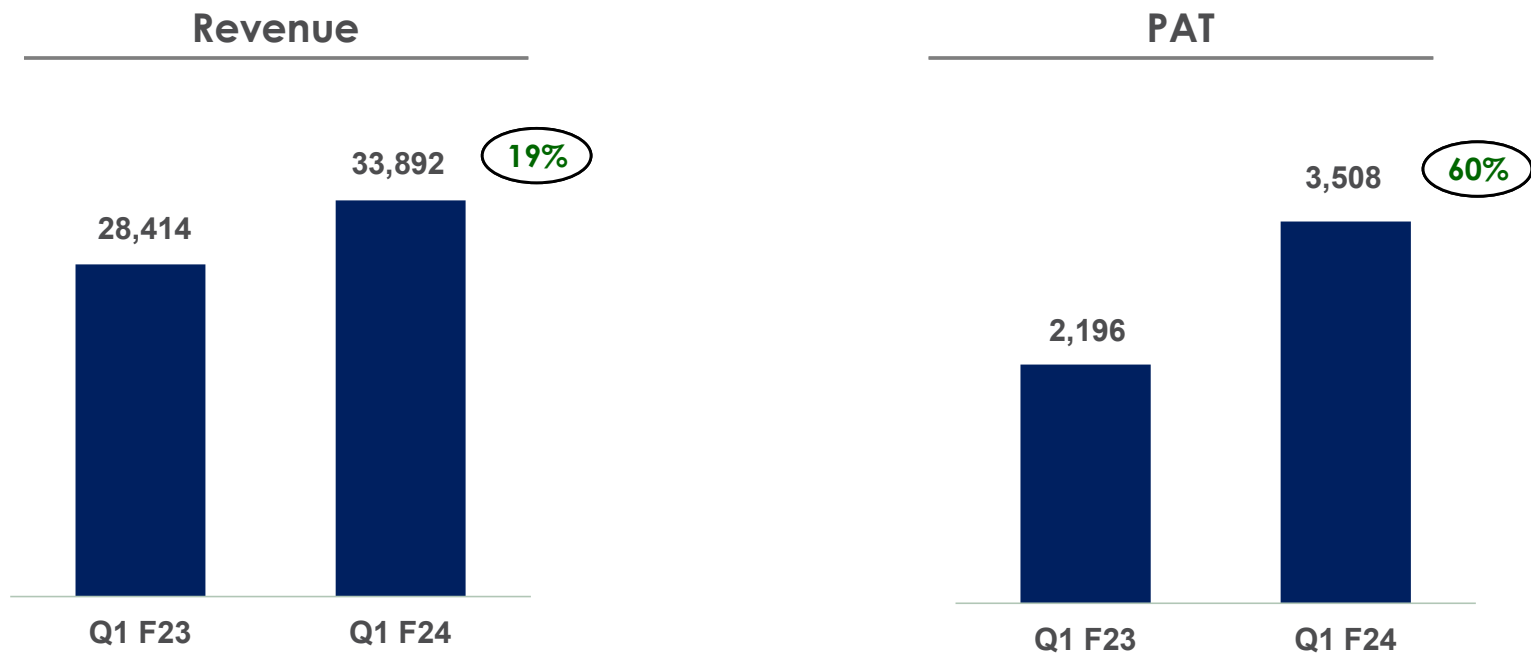
# Financial results



mahindra<sup>Rise</sup>

# Consolidated M&M results: Q1 F24

Rs Cr



Strong operating leverage in Auto and capital allocation actions

# Strategy Recap : Delivering Scale

## Auto



*Growth Gems*

mahindra  
LAST MILE MOBILITY

≡ CLASSIC LEGENDS ≡

**Capitalize on  
Market Leadership**

## Farm

**mahindra  
TRACTORS**

*Growth Gems*

mahindra  
Farm Machinery

**Capitalize on  
Market Leadership**

## Services

mahindra FINANCE      TECH mahindra

**Unlock Full Potential**

*Growth Gems*



**5X Challenge**

# Capitalize on market leadership



## Auto

- SUV production ↑ 28% YoY
- Operating leverage driving margin improvement
- EV programs and scale up on track
- KG Mobility re-listing ... MTM gain 405 Cr

	Q1 F24	VPY
SUV rev. market share	20.2%	<b>310 bps</b>
LCV (<3.5T) market share	49.1%	<b>480 bps</b>

PAT (Rs Cr)                      1,401                      **3x**



## Farm

- Resilient performance despite industry decline
- Steady QoQ margin improvements
- Strong cashflow generation
- Terms of trade improving in rural

	Q1 F24	VPY
Market share	42.9%	<b>20 bps</b>
FM Revenue (Rs Cr)	181	<b>24%</b>

PAT (Rs Cr)                      1,198                      **21%**

# Unlock full potential



## MMFSL

- Asset growth momentum ... disbursement ↑
- Sustained improvement in asset quality
- Decline in NIM ... portfolio mix, interest cost

	Q1 F24	VPY
GS3%	4.3%	<b>370 bps</b>
AUM	86.7K Cr	<b>28%</b>

PAT (Rs Cr)	353	<b>58%</b>
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## Tech Mahindra

- Muted demand cycle
- One-off margin impact ... ~190 bps
- Leadership transition underway

	Q1 F24	VPY
TCV (\$m)	359	<b>(55)%</b>
EBIT Margin	6.8%	<b>(420) bps</b>

PAT (Rs Cr)	693	<b>(38)%</b>
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# 5X challenge for Growth Gems



## Logistics

- Strong growth in Auto & Mobility
- Muted demand in Ecommerce
- Margin ↑ 180 bps ... offset by Rivigo integration delay



## Hospitality

- Buoyant demand ... occupancy 90%
- Healthy room & member additions
- HCRO: Muted Q1 ... Summer season picking up from June end



## Real estate

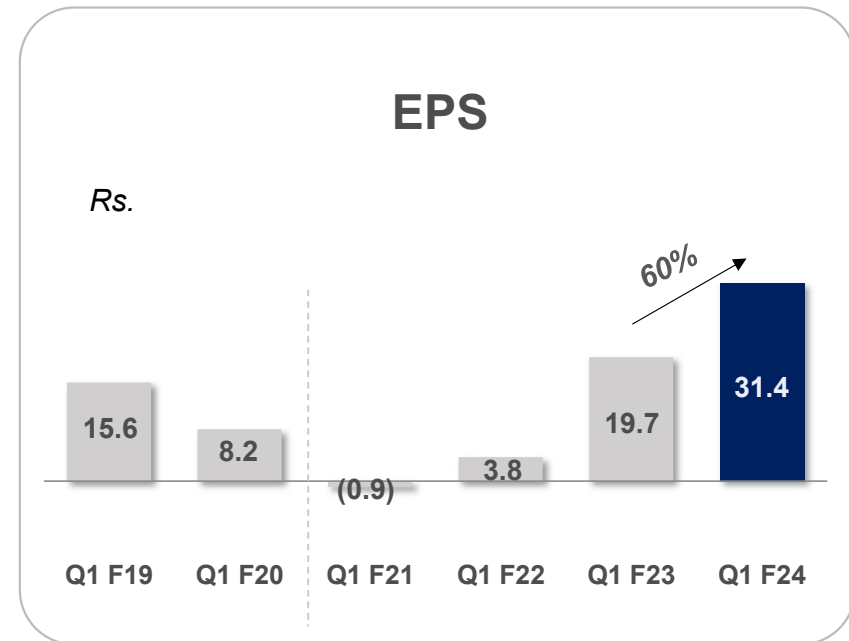
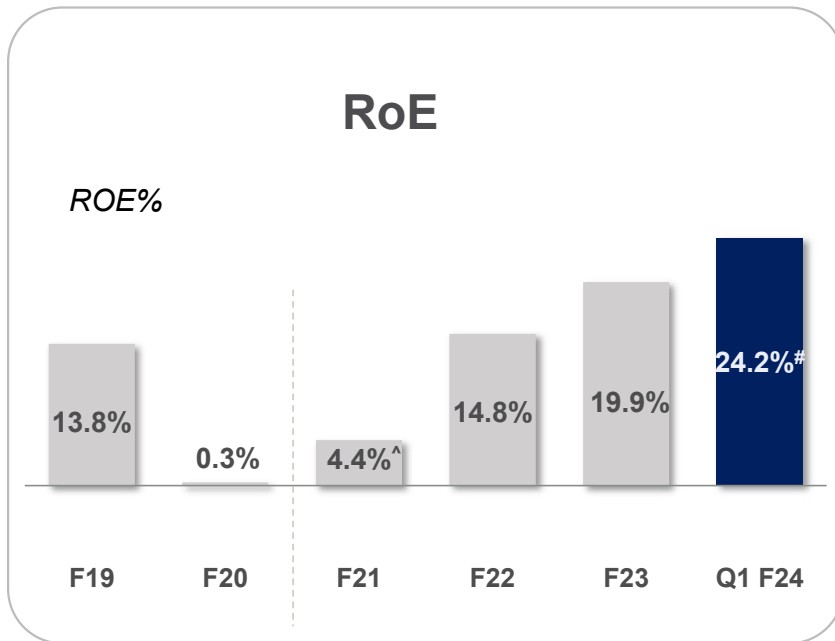
- Demand continues to be healthy
- Residential sustenance sales ... ↑ 185%
- Strong launch pipeline

Susten: Bid wins 0.56 GWp

Accelo : Motor component contract win

Car&Bike : Unit economics improving

# Consistent delivery on commitments



# Annualised basis the quarter ROE

^ Considering continuing & discontinued operations

# Key Messages

- Consolidated PAT 3,508 Cr, ↑ 60%  
... Key drivers are Auto, Farm, MMFSL and investment gains
- Auto and Farm capitalizing on market leadership  
... Operating PAT ↑ 2.2x for Auto, ↑ 21% for Farm
- Mahindra Finance PAT ↑ 58%, GS3 at 4.3% & NS3 at 1.8%  
... Challenges at TechM resulting in lower PAT and margins, initiated turnaround
- Capital allocation yields investment gains  
... MCIE, KG Mobility, Sanyo result in 870 Cr profit
- Consistent delivery on our commitments  
... EPS at Rs 31.4, ↑ 60%; ROE 24.2%

# Automotive Business

## Press Meet

Rajesh Jejurikar | 4 August 2023

mahindra<sup>Rise</sup>

# Q1: AUTO

## TOTAL VOLUMES

**186K** ↑ 21% YoY  
SUV VOLUMES CROSS 1L

## REVENUE MS

**20.2%** ↑ 310 bps YoY  
#1 IN SUV REVENUE MS

## LCV <3.5T MS

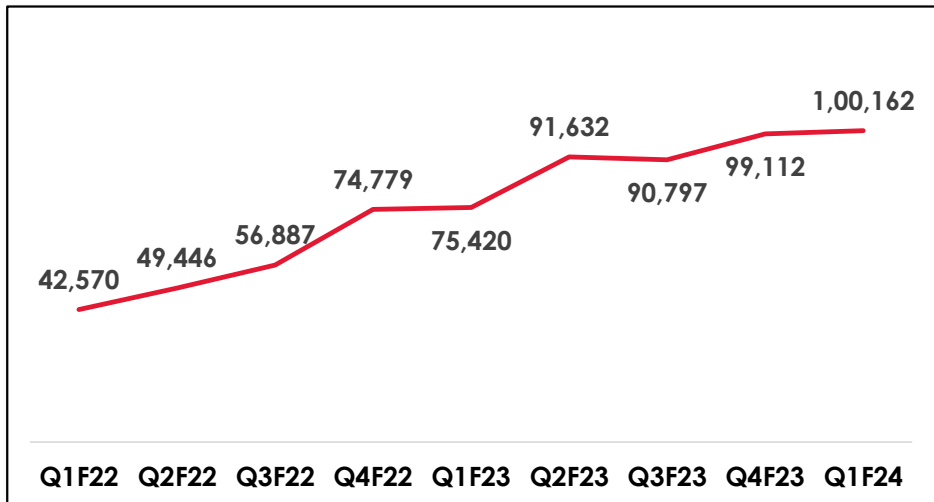
**49.1%** ↑ 480 bps YoY  
HIGHEST QUARTERLY MS IN LAST 5 YRS



# #1 IN SUV

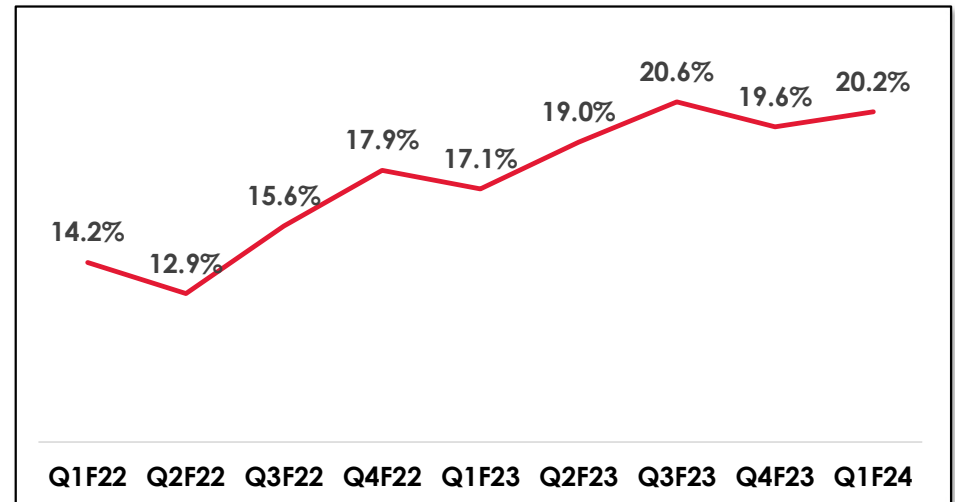
## VOLUMES

#2 in MS for 4 consecutive quarters



## REVENUE MARKET SHARE

#1 for 6 consecutive quarters



# STRONG UV PERFORMANCE & PIPELINE

Open Bookings: ~281k



~48k new bookings p.m.

~33k billings p.m.

Cancellations < 8% p.m.

Open Bookings as on 1<sup>st</sup> August 2023  
Avg Monthly booking of Q1 F24

# CAPACITY PLANNING

Per Month Capacity	Q4 F22 Exit Capacity	Q4 F23 Exit Capacity	Q4 F24 Exit Capacity
Overall SUVs Capacity*	29k	39k	49k

- **Q1 F24 Volume impact of ~5k in SUVs and ~2K in Pik-Ups:**
  - Short-term disruption in engine-related parts at the supplier end
  - Semiconductor supply constraints on Air Bag ECU
- **Supply situation has improved: SUV billing volume of 37.5k# in Jul'23**
- **On track to achieve Q4 F24 exit capacity**

\*excluding KUV100 and Marazzo Capacity

#Including exports

The above is Manufacturing Capacity in '000 vehicles (at both our Plant and Suppliers). The Actual Sales may vary depending on demand and supply variables



mahindra <sup>Rise</sup>



**DOMINATION. 9 LAKH TIMES OVER.**

Celebrating 9,00,000 Scorpio SUVs





mahindra<sup>Rise</sup>

# DUTY CALLS. WE DELIVERED!

Jan'23 Order: 1,470 Scorpio

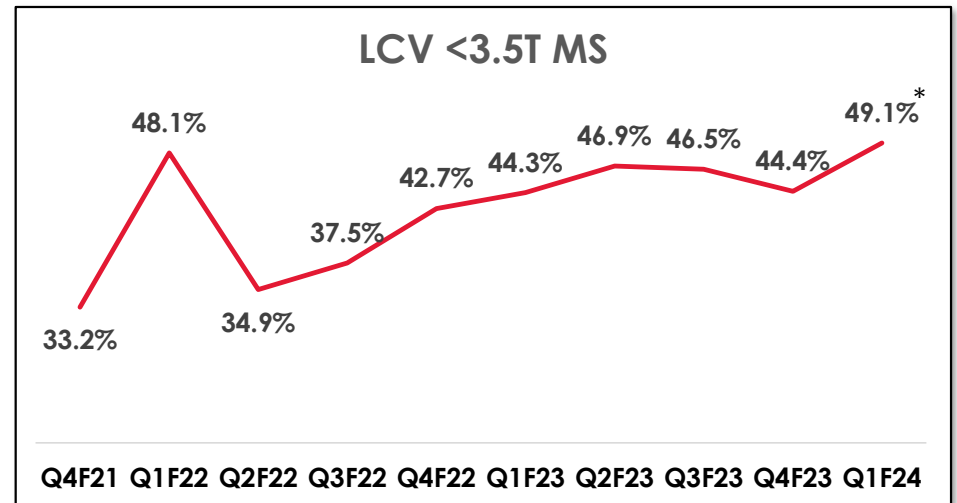
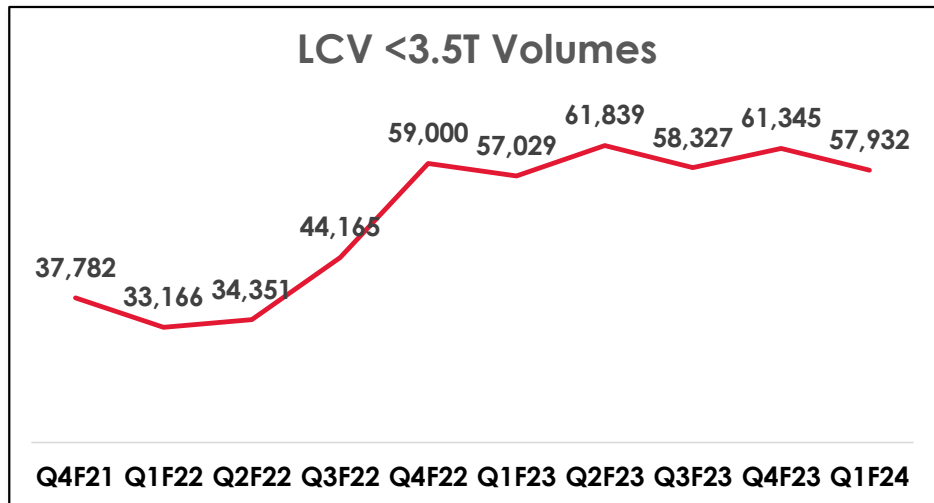


Jul'23 Order: 1,850 Scorpio



# #1 IN LCV <3.5T

Q1 F24 MS 49.1%, gain of 4.8% YoY



\*Highest quarterly MS in last 5 years



# INTERNATIONAL LAUNCHES

## Australia



### Blockbuster XUV 700 Launch

20+ Media houses from all states  
 1M+ views of YouTube reviews  
 8M+ reach on Google & Meta

## New Zealand



### Blockbuster XUV 700 Launch

Launch at a race track  
 12+ media houses  
 2M+ social media reach

## South Africa



### Blockbuster Scorpio-N Launch

400 km off-roading for media & influencers  
 Media coverage from 45 sources  
 1.13 M social media reach

Rise  
mahindra

# WORLD RECORD

FASTEST CROSSING BY A PRODUCTION  
VEHICLE OF THE SIMPSON DESERT

385

KM

1100

SAND DUNES

13 : 21 : 05

HRS MINS SECS



SCORPIO

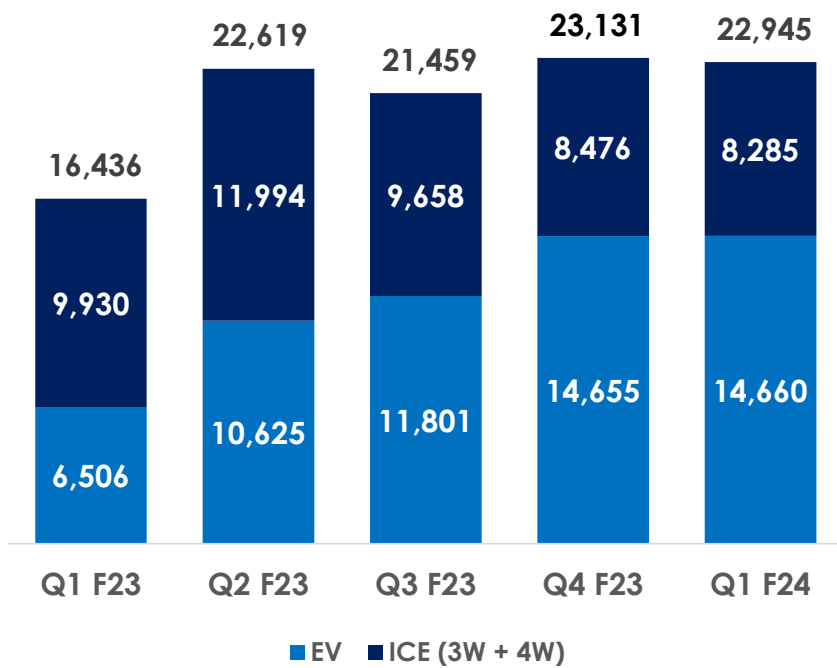


SPORT  
UTILITY  
VEHICLES



# LAST MILE MOBILITY

Sales Volume<sup>1</sup>



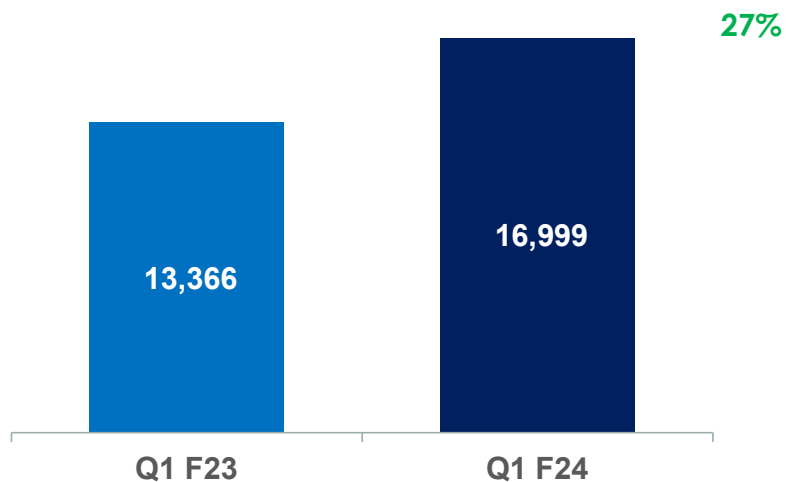
- Highest ever E-3Ws volumes<sup>1</sup> at 14.7k in Q1 F24
- Market Leadership in E-3W with 65.5% MS in Q1 F24
- E-3W sales crossed 1L milestone
- Received India's 1st Automotive PLI Certificate from ARAI

<sup>1</sup>Domestic Sales volume

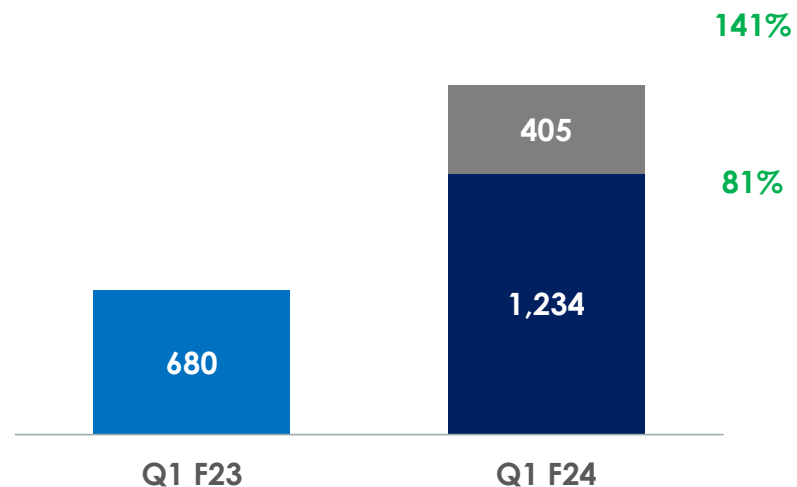
# AUTO CONSO FINANCIALS Q1 F24

Rs Cr

## Revenue



## PBIT

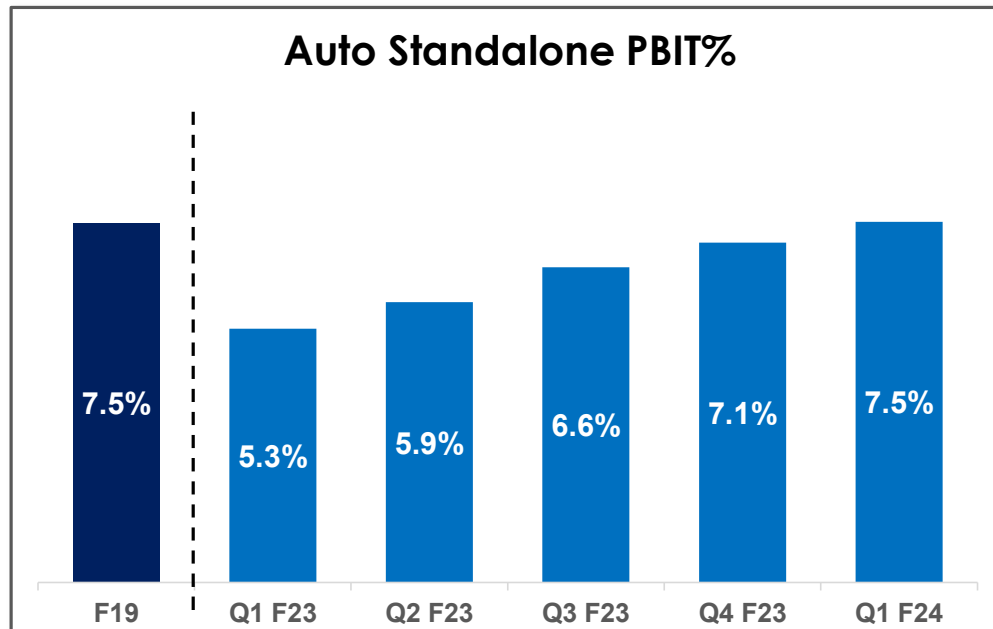


**Q1 F24 PBIT includes Rs. 405 Cr. MTM gain due to relisting of SYMC shares (KG Mobility)**

PBIT is net of intercompany eliminations, stock reserve, impairment and after share of profit from JV/ Associates



# AUTO MARGIN IMPROVEMENT CONTINUES



# Farm Equipment

mahindra<sup>Rise</sup>

# Q1: FARM

## VOLUME

**114K** ↓ 3% YoY

**2<sup>ND</sup> HIGHEST EVER QUARTERLY VOLUMES**

## MARKET LEADERSHIP

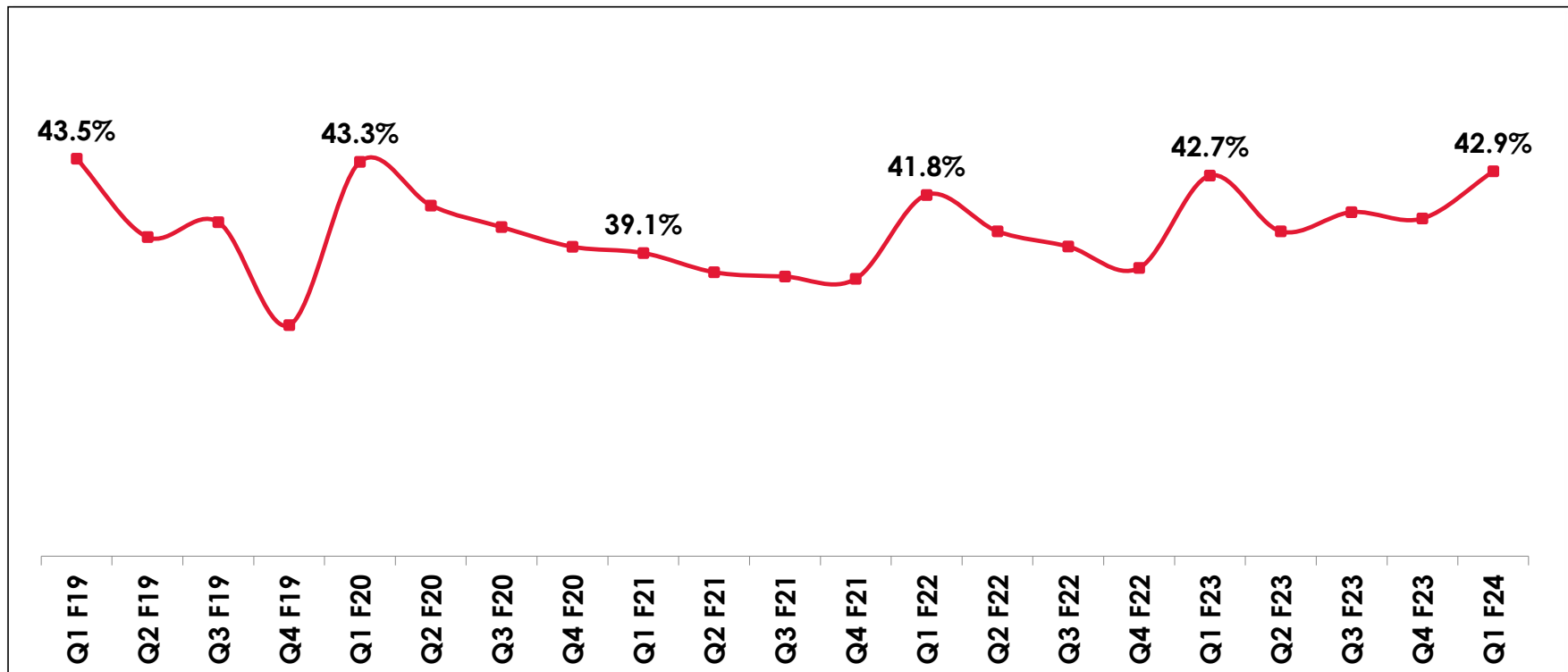
**42.9%** ↑ 20 bps YoY

**HIGHEST QUARTERLY MS SINCE Q2 F20**



# MARKET LEADERSHIP

Highest quarterly MS since Q2 F20



# MARKET STRATEGY

Q1 F24 MS 42.9% (0.2% YoY gain)

YTD F24 MS 42.6% (0.5% YoY gain)

## Strategy for further MS gain

### Channel Dominance

Current 1500+ Dealers  
New Channel Strategy with OJA

### Launch of OJA and Swaraj Target

Orchard / LWT Market Size: ~50,000  
Segment MS<sup>1</sup> – ~30%



1. Application based segment



# FARM MACHINERY – SCALING UP FOR QUANTUM GROWTH



**FM Revenue**  
Q1 F24: 181 Cr  
(24% YoY growth)

**Rotavator Est. Market Share**  
Q1 F24: 23.5% (19.5% in Q1 F23)  
No. 2 in Rotavators

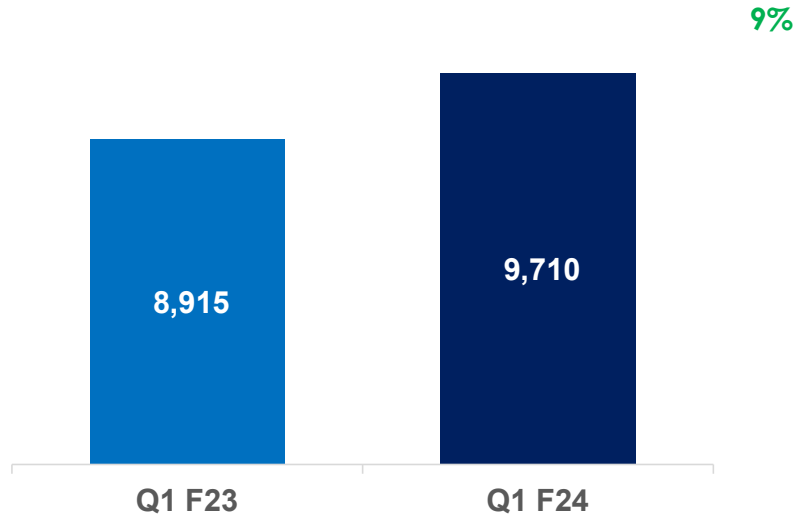
**Strengthening Product Portfolio**  
Successful Product launch of 4500 loader series for North America market

**Growth in Q1 F24 vs PY**  
RTP 180% , Laser levelers 57%, Threshers 33%

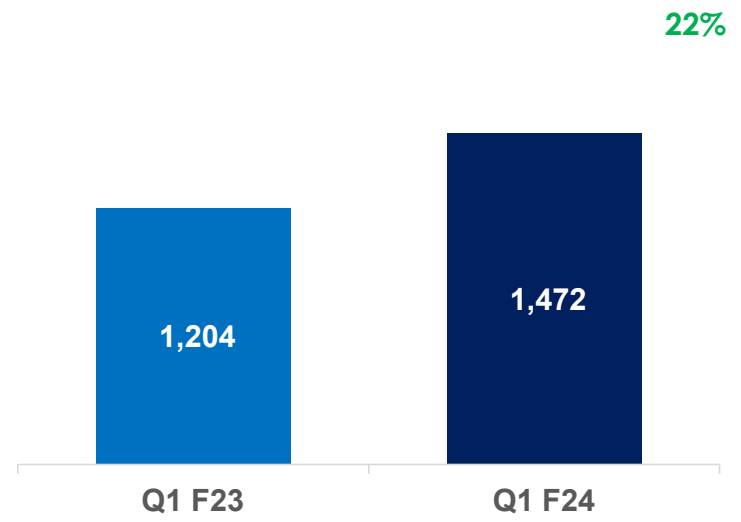
# FARM CONSO FINANCIALS Q1 F24

Rs Cr

## Revenue



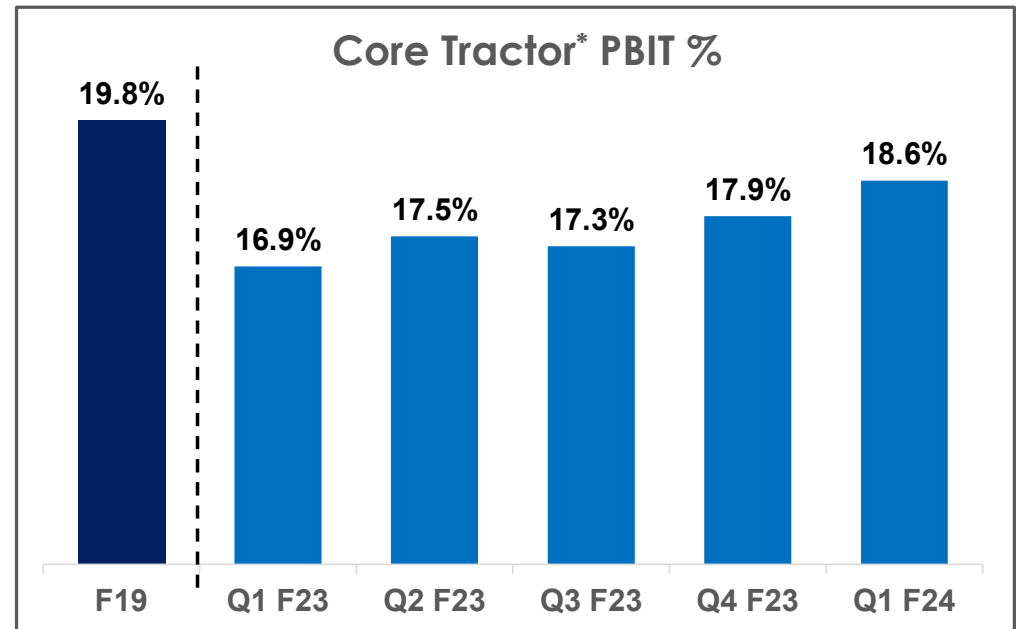
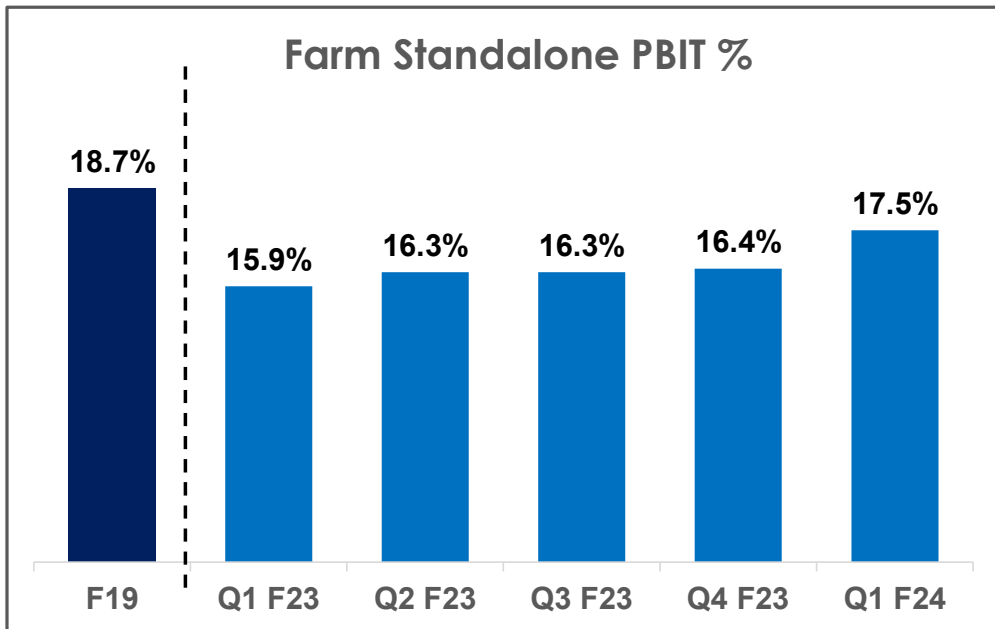
## PBIT



Q1 F24 nos are after hyper inflation accounting for Turkey companies

PBIT is net of intercompany eliminations, stock reserve, impairment and after share of profit from JV/ Associates

# FARM MARGIN IMPROVEMENT CONTINUES



Farm Standalone segment now includes Powerol Business

\*Core Tractor comprises of Tractor business (incl exports) and excludes Powerol & Farm Machinery business



# Financials

## Press Meet

Manoj Bhat | 4 August 2023

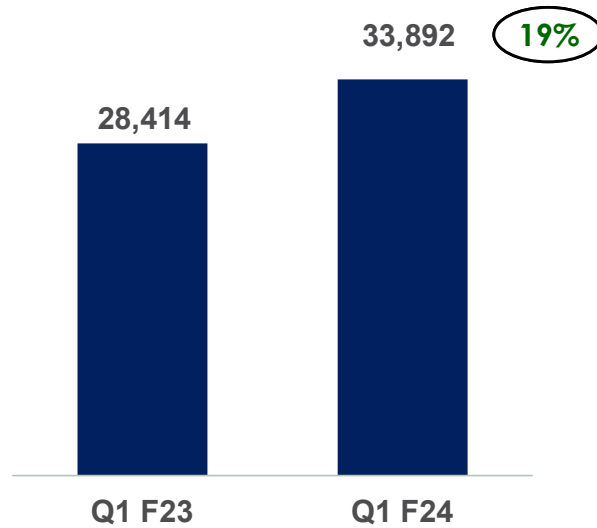
mahindra<sup>Rise</sup>

# Financial results: Q1 F24

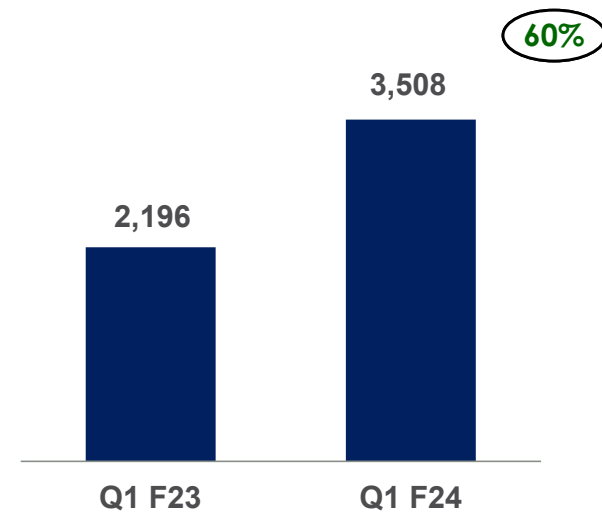
CONSOLIDATED M&M

Rs Cr

## Revenue






## PAT

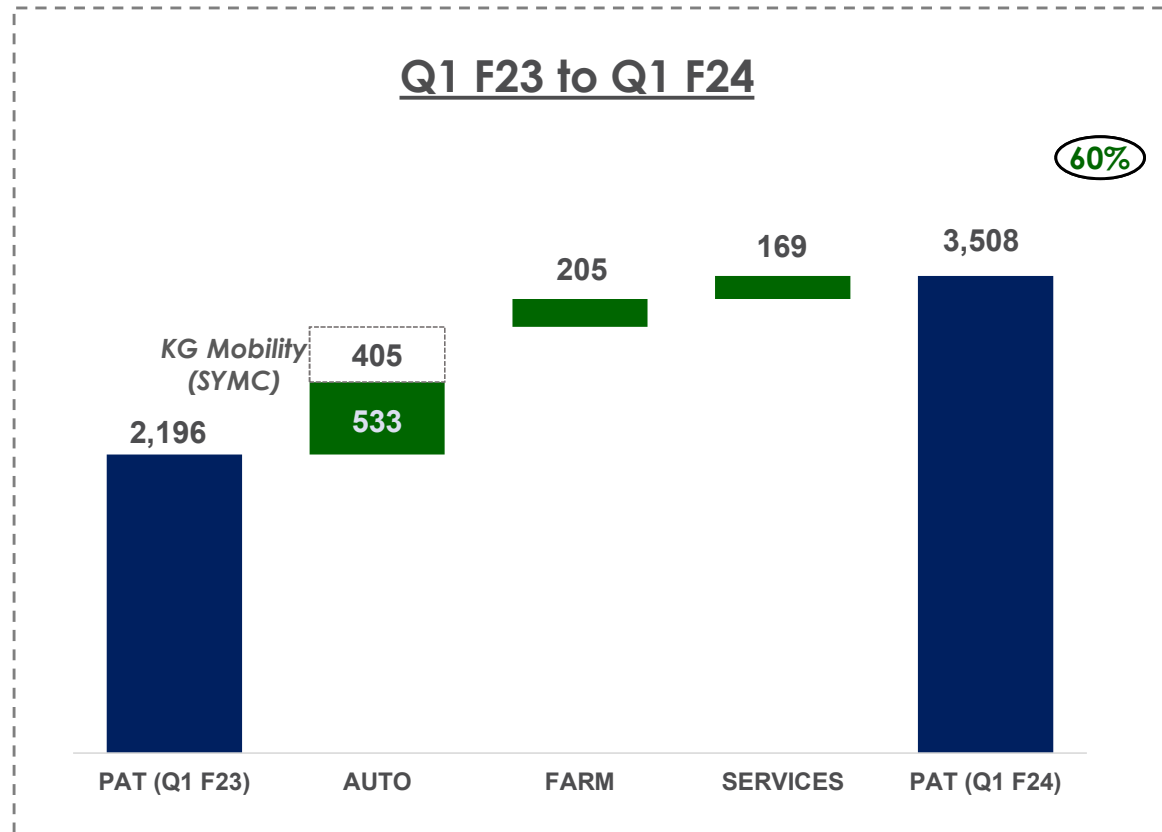


# PAT: Q1 F24

CONSOLIDATED M&M

Rs Cr

	Q1 F23	Q1 F24
 Auto	462	1,401 <sup>#</sup>
 Farm	993	1,198
 Services	740	909
TechM	320	195
MMFSL	125	188
Growth Gems & Others	295	527
<b>Total</b>	<b>2,196</b>	<b>3,508</b>



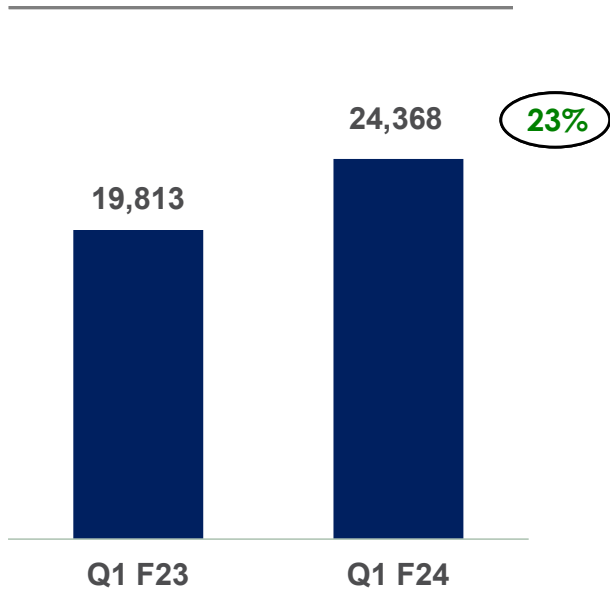
<sup>#</sup> Includes benefit from KG Mobility re-listing: 405 Cr

# Financial results: Q1 F24

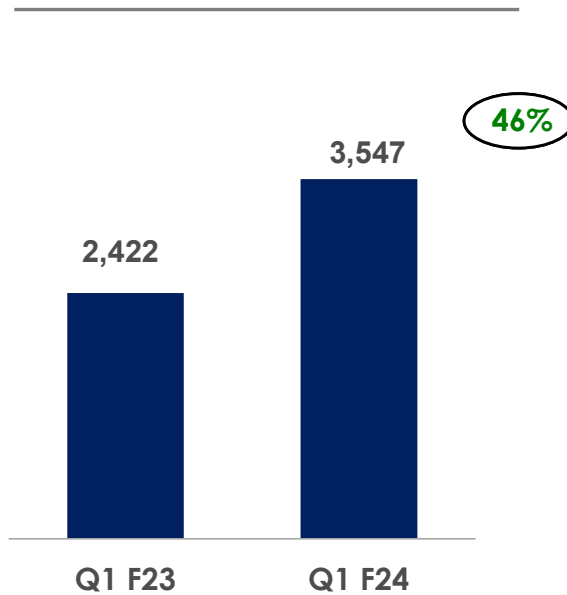
STANDALONE M&M

Rs Cr

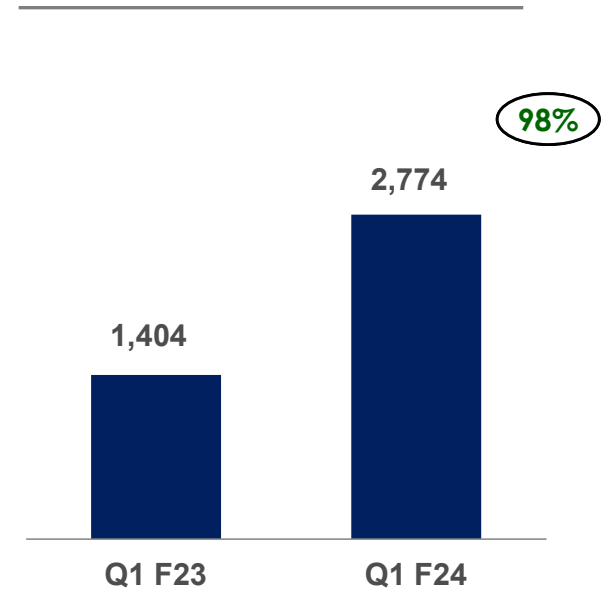
## Revenue



## EBITDA



## PAT



# Capital allocation



# RBL

## **Our capital allocation framework is unchanged**

- We have invested ~INR 400 crores for a 3.5% stake in RBL Bank
- Financial Services is a core area, Mahindra Finance has a valuation close to INR 40,000 crores
- This investment is based on a long-term view (7-10 years). The primary purpose is to understand banking, which will enable us to enhance the value of our financial services business.
- We saw an opportunity with an attractive valuation at less than 1x P/B for a very solid bank with a strong management team. We will explore potential for synergies as well.
- While we have mentioned that we may consider increasing our stake to 9.9%, we do not expect to invest more unless we see compelling strategic value at some point in the future.

# Enhanced Transparency & Accountability

## Segments

- **Auto** : Core Auto (SUV, LCV), MEAL & LMM, MTBD, International Subs
- **Farm** : Domestic tractors, Farm Machinery, subsidiaries, International Services
- **Financial Services** : Mahindra Finance
- **Industrial Businesses & Consumer Services** : TechM, Holidays, Lifespaces, Logistics, unlisted companies

## Exceptional items

- Will include only materially adverse unforeseen events
- Will exclude impairments or gains/losses from operational businesses

# Net cash generated: F22 - Q1 F24

STANDALONE M&M + MEAL

Rs Cr

	Auto	Farm	Services	Total
<b>+ Inflow</b>	<b>13,129</b>	<b>6,933</b>	<b>5,611</b>	<b>25,673</b>
<b>Deployment</b>	<b>(9,058)</b>	<b>(2,359)</b>	<b>(415)</b>	<b>(11,831)</b>
- Capex	(6,000)	(1,852)		(7,852)
- EV: MEAL net <sup>&amp;</sup>	(767)			(767)
- Investments				
Clean up (Cat C)	(1,212)			(1,212)
Ongoing	(1,079)	(507)	(415)	(2,001)
<b>Net cash generated<sup>§</sup></b>	<b>4,072</b>	<b>4,574</b>	<b>5,196</b>	<b>13,842</b>

<sup>§</sup> Net cash generated before dividend payout and debt repayment

<sup>&</sup> EV MEAL net denotes spends at MEAL less PE funds raised. M&M funding into MEAL is eliminated in M&M+MEAL level

<sup>§</sup> Excludes ICDs to Susten & MOICML. Deployment classification into business segments is based on current operating framework and subject to future changes. .



# EV Fund Raise

mahindra<sup>Rise</sup>

# Electric SUV Programs – On track

Build on the purpose-built, ground up **INGLQ** platform that outperforms on every level - speed, efficiency, safety, and adaptability



Models	XUV.e8	XUV.e9	BE.05	BE RALL-E	BE.07
SOP	Dec 2024	Apr 2025	Oct 2025	Oct 2025	Oct 2026

# MEAL valuation of upto Rs 80,580 Cr (\$9.8BN)

- Temasek will invest Rs 1,200 cr in one or more tranches
- MEAL valuation of upto Rs 80,580 cr (~\$ 9.8bn)\* post-money valuation, an increase of 15% from BII's valuation of upto Rs. 70,070 crs
- Temasek Ownership range: 1.49% to 2.97%
- Key Rights: Governance and affirmative voting rights, pre-emptive rights to participate in future funding rounds and minority protection rights, transfer related rights, exit rights, information rights etc.
- BII Ownership: 2.75% to 4.76% ownership on investing Rs 1,925 cr
- Cumulative capital investment program commitment of Rs. 10,000 crores by FY27



**Thank you**