

ANOTHER PERFECT DAY,

TO PUT YOURSELF OUT THERE

TO BELIEVE IT'S REALLY POSSIBLE

TO ACCOMPLISH SOMETHING GREAT



THE MAHINDRA GROUP

Many Companies. One Purpose.



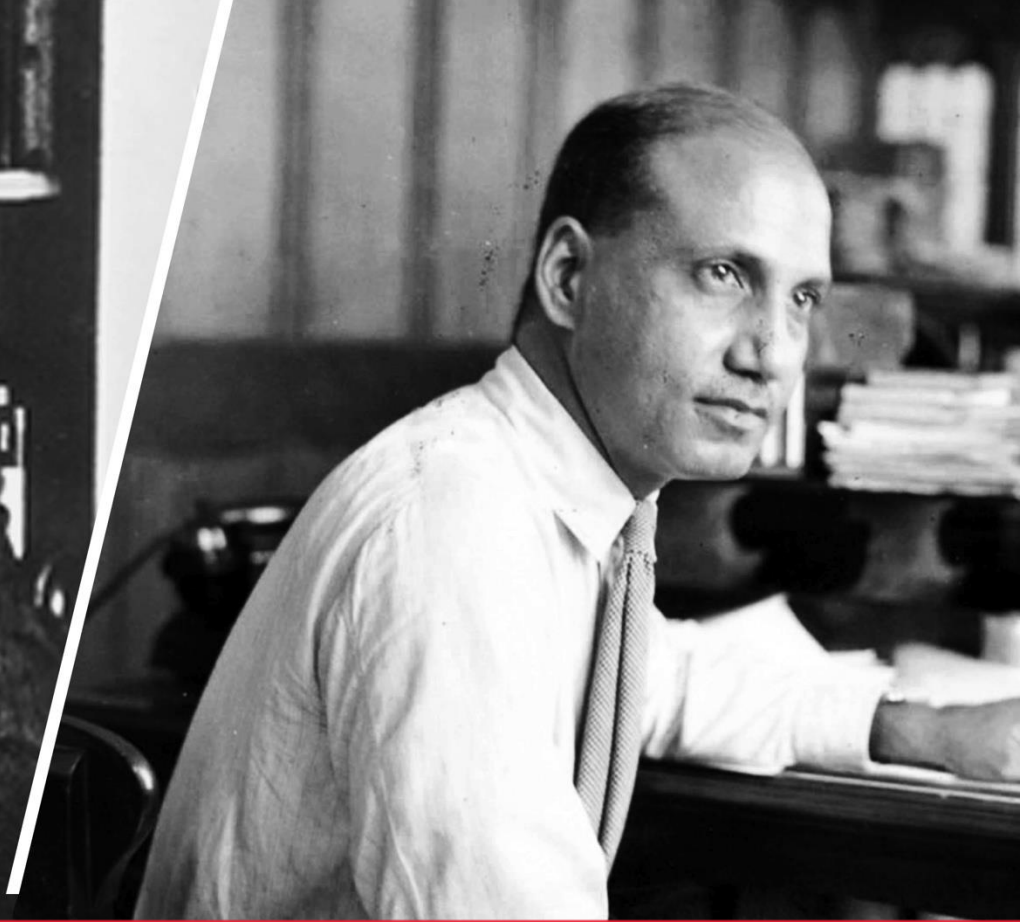
TO ENABLE PEOPLE TO RISE.



WE ARE MAHINDRA



An innovation-led business group that provides a broad range of products and services to people around the world



Our story begins in 1945, with two men on a mission.



The mission - driven by the core idea that people will succeed if given an opportunity - was to bring the iconic Jeep onto Indian roads

***IN THE 7 DECADES SINCE,
MANY THINGS HAVE HAPPENED....***





But we are still driven by the same core idea...

Rise.



WE HAVE MADE THIS IDEA OUR DRIVING PURPOSE



*WE CHALLENGE
CONVENTIONAL THINKING*



*AND INNOVATIVELY
USE OUR RESOURCES*



*TO ENABLE
PEOPLE TO RISE*

Rise.

RISE GIVES US
MEANING AND
PURPOSE.

IT INSTILLS AN
AMBITION AND
ATTITUDE.

THAT WE CAN ACHIEVE
WHATEVER
WE SET OUR MINDS TO.

IT DECLARES
WHO WE ARE, HOW WE OPERATE,
WHAT WE BELIEVE IN AND
OUR COLLECTIVE ASPIRATION

TO BE
A GLOBALLY
ADMIRER BRAND.



2,00,000+
EMPLOYEES

\$17.8
BILLION

100+
COUNTRIES

20
INDUSTRIES

10
SECTORS



This is where we are today...

WE ARE TEN SECTORS



MAHINDRA AEROSPACE & DEFENCE



MAHINDRA AFTERMARKET



MAHINDRA AUTOMOTIVE



MAHINDRA FARM EQUIPMENT



MAHINDRA FINANCIAL SERVICES



MAHINDRA HOSPITALITY



MAHINDRA IT SERVICES



MAHINDRA PARTNERS



MAHINDRA REAL ESTATE



MAHINDRA TWO WHEELERS

WITH A PRESENCE IN 20 INDUSTRIES...



AEROSPACE



AFTERMARKET



AGRIBUSINESS



AUTOMOTIVE



BOATS



CLEAN ENERGY



COMPONENTS



CONSTRUCTION EQUIPMENT



CONSULTING



DEFENCE

...THAT DEFINE MOST MODERN ECONOMIES



FARM EQUIPMENT



FINANCIAL SERVICES



HOSPITALITY



INDUSTRIAL EQUIPMENT



INFORMATION TECHNOLOGY



LOGISTICS



REAL ESTATE
AND INFRASTRUCTURE



RETAIL



STEEL



TWO WHEELERS

WE ARE LEADERS IN MANY OF OUR BUSINESSES



INDIA'S #1 UV MAKER



WORLD'S LARGEST TRACTOR BRAND BY VOL.



LARGEST NBFC IN RURAL & SEMI-URBAN INDIA



TOP 5 IT SERVICE PROVIDER FROM INDIA



INDIA'S #1 VACATION OWNERSHIP COMPANY



INDIA'S LARGEST PRE-OWNED CAR COMPANY

WE ARE DRIVEN BY INNOVATION



*considererevole si può
il ricordo della bellezza "*

*licity and harmony
ere is still something
y of beauty."*

Pinin Farina

(Tokyo, maggio 1960)
DESIGN



**GREEN
SOLUTIONS**



**ACCESSIBLE
INNOVATIONS**

Mahindra - amongst India's Most Innovative Companies *

Robert Tucker

Innovation Guru & President of The Innovation Resource (TIR)



2004 HBS Case Study The creation of the Scorio

2007 HBS Case Study Innovation at Mahindra

2012 Most Innovative Company of the Year Business Standard Awards

2013 Mahindra Reva - Top 50 most Innovative Companies Fast Company Ranking



OUR KEY INNOVATION FOCUS AREAS ARE...



MOBILITY



*FARM
TECHNOLOGY*



SMART CITIES



*INFORMATION
TECHNOLOGY*

WE ARE CREATING WORLD-CLASS PROPERTIES



WE ARE A GLOBAL GROUP...

NORTH AMERICA

Mahindra North America
Technical Centre

ITALY

Mahindra Racing
Development Centre

Pininfarina

SOUTH KOREA

SsangYong, South Korea

INDIA

Mahindra Research Valley

JAPAN

Mitsubishi Agricultural Machinery

Mahindra R&D Network



40% revenue outside
India

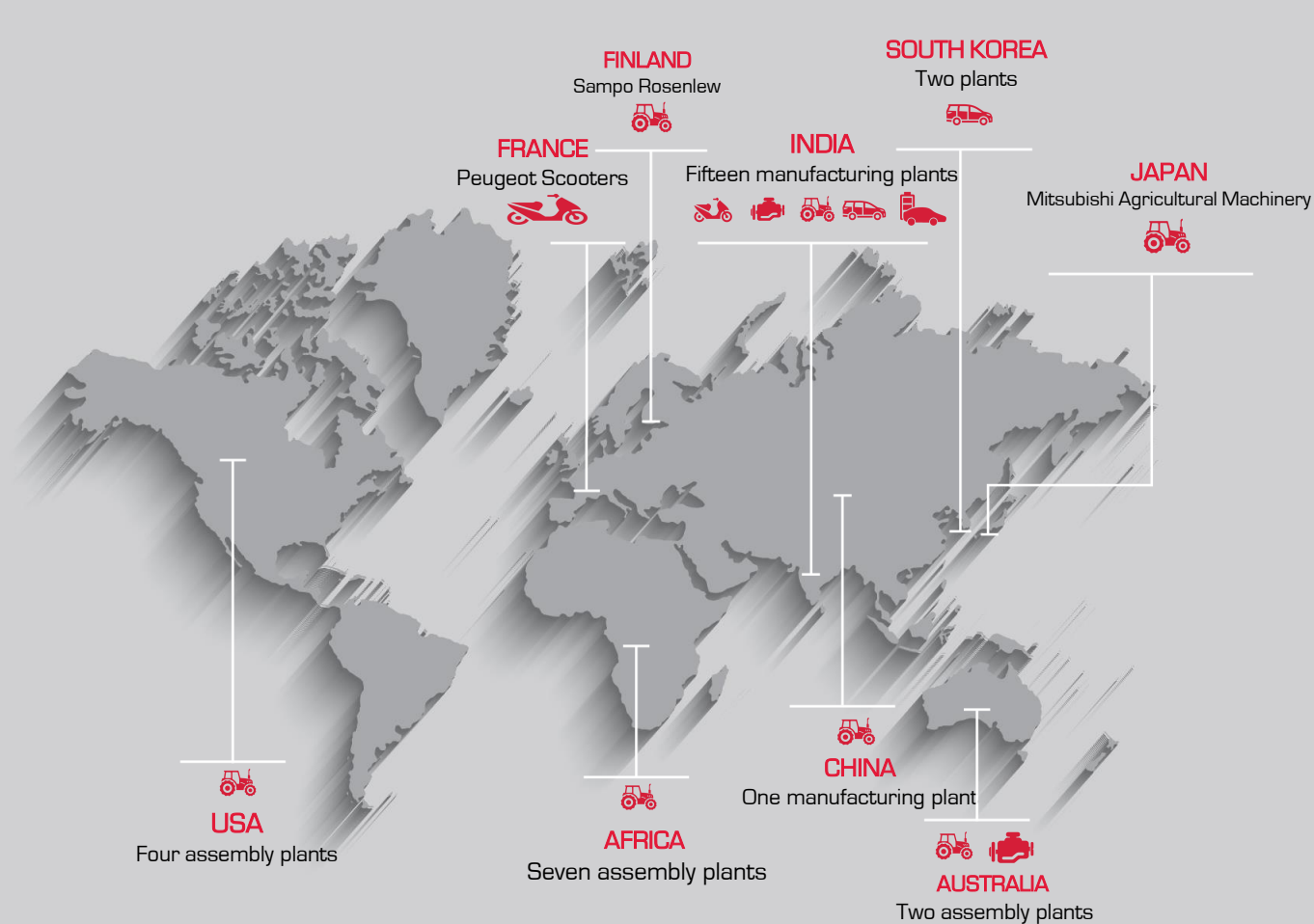


Vehicles & Tractors
sold in 90+ countries



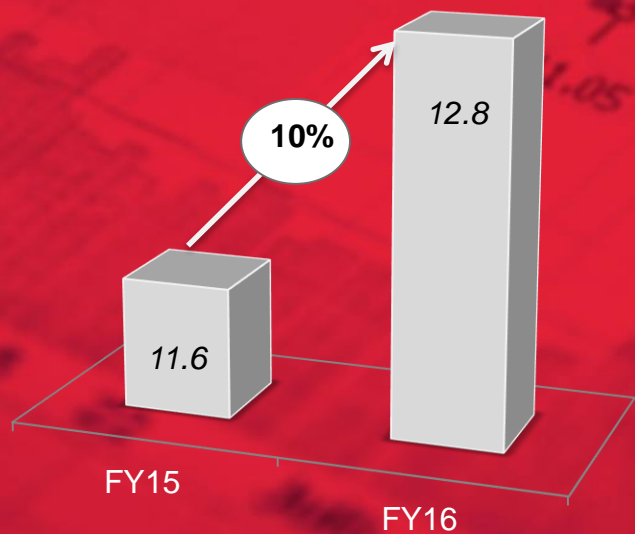
Business presence
In 106 countries

..WITH 34 MANUFACTURING FACILITIES AROUND THE WORLD



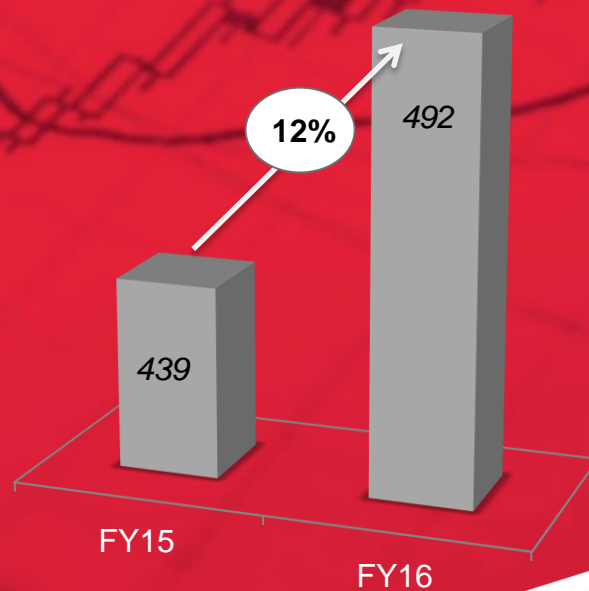
WE ARE GROWING RAPIDLY

FY16 Group Revenues (\$B)

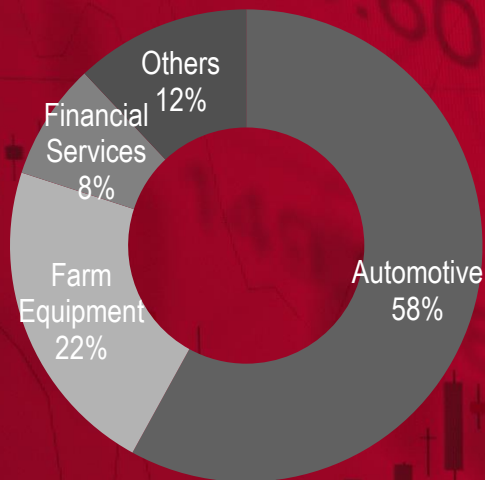


FY16 Group PAT* (\$M)

**PAT after Minority Interest but before Exceptional Items*

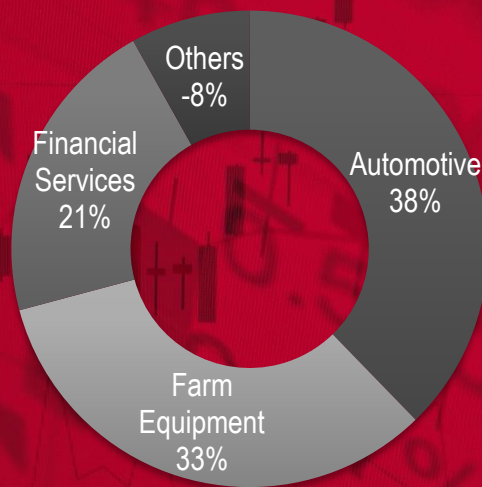


FY16 Group Revenue Split



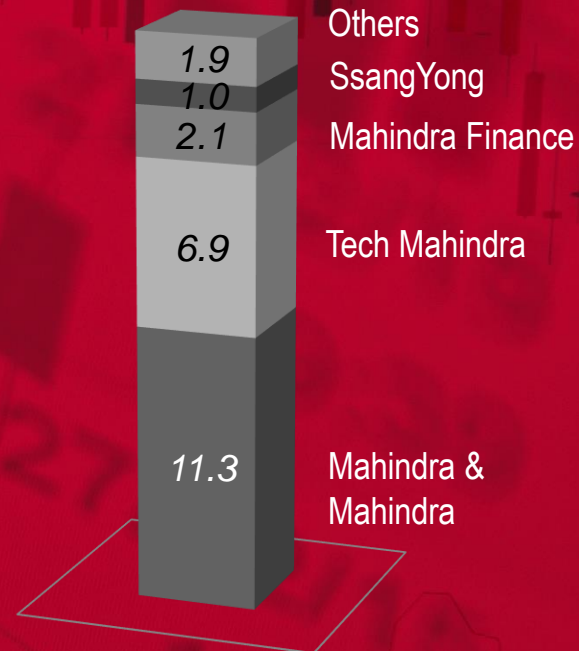
FY16 Group PBIT Split

(before Exceptional Items)



Group Market Capitalization

(\$b, 31 Mar 2016)



Group revenues of Rs.79,957 crores and PBIT of Rs.4,868 crores; Tech Mahindra treated as an Associate company and numbers reflect % share of M&M holding in Tech Mahindra

OUR CULTURE – DRIVEN BY A SET OF ENDURING VALUES – HAS
ALWAYS BEEN OUR KEY DIFFERENTIATOR



WE SEEK PEOPLE WHO...

*CHALLENGE
CONVENTIONS*



*BRING ALTERNATIVE
THINKING TO THE
WORKPLACE*



*DRIVE POSITIVE
CHANGE IN THE
LIVES OF CUSTOMERS
AND COMMUNITIES*



AND IN TURN, WE PROVIDE...

*RECOGNITION FOR
OUTPERFORMANCE*



*AN EMPOWERING
ENVIRONMENT*



*ABUNDANT
LEARNING
OPPORTUNITIES*





Shape your career in a much-awarded work place!

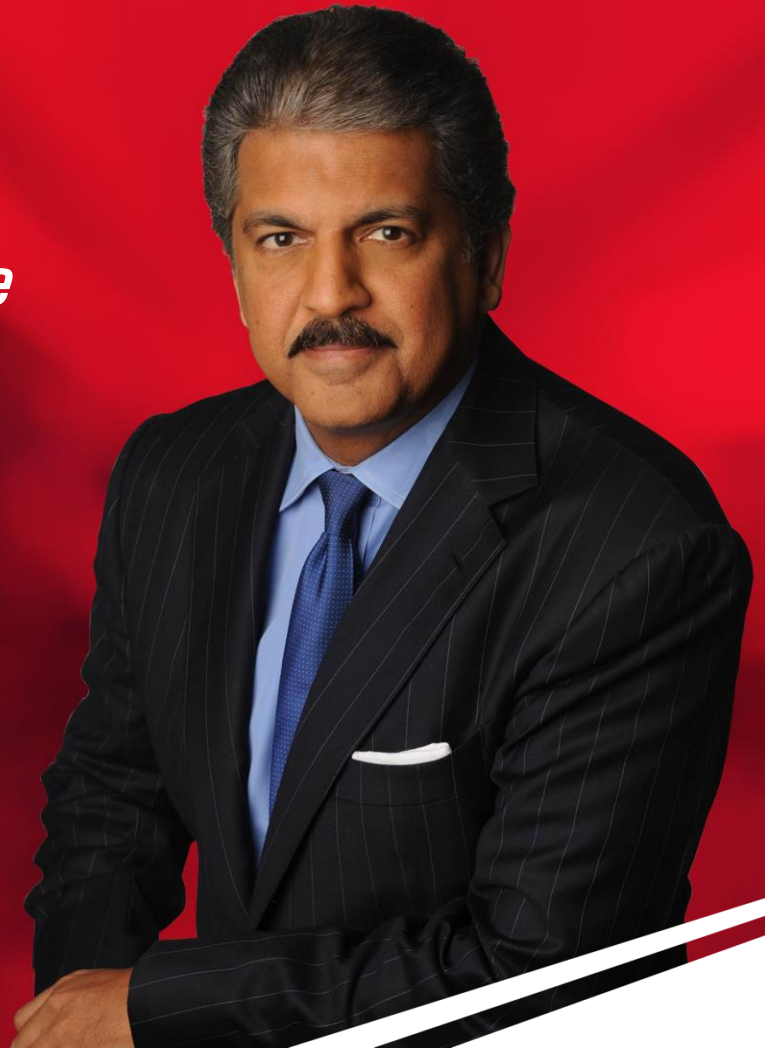
IN EVERYTHING WE DO, WE RISE FOR GOOD.



*"It's not about how big we become
but how we become big"*

Anand Mahindra

Chairman, Mahindra Group



RISE FOR GOOD IS A CALL TO ACTION ... TO DO GOOD



PEOPLE

We enable our employees to have fulfilling careers, follow their passions and contribute to society by volunteering both their time and resources.

COMMUNITY

We enable communities to Rise through our support for the performing & fine arts and by providing access to basic amenities like healthcare and education.

GOVERNANCE

Ethics and good governance are a part of our DNA. They are the foundation on which we have built our federation of global companies.

SUSTAINABILITY

We believe that business success and sustainability go hand in hand. Our processes and products embody this idea.

WE ARE MAKING AN IMPACT




Our employees
spent 253,119
man-hours in
volunteering in
FY16



Over 120,000
girls supported
through the
Nanhi Kali girl
child education
project



Voted India's best
board by the
Economic Times -
Hay Group Survey
2014



We are water positive
- effected 8.40 million
m³ against 6.1 million
m³ consumption in
FY14

PEOPLE

COMMUNITY

GOVERNANCE

SUSTAINABILITY

DOING GOOD MAKES GOOD BUSINESS SENSE



*DRIVING RURAL
PROSPERITY*



*GREEN LIVING
SPACES*



*FINANCIAL
INCLUSIVITY*



CLEAN ENERGY



GREEN MOBILITY

*We want to make
"Mahindra" a globally
admired brand...*



WE ARE FOCUSED ON SIX KEY OPPORTUNITIES...



Delivering the
Future
of Mobility



Driving Rural
Prosperity



Providing
Sustainable
Urbanization
Solutions



Leading the Digital
Transformation



Tourism & Leisure



Strengthening
Security

...AND AIM TO GET TO OUR GOAL BY



Growing R&D
capabilities



Innovating
ahead of the
curve



Develop world-class
manufacturing



Building industry-
leading brands



A broad portfolio
of superior
products



We are very excited about the road ahead...

*“We invite you to
join us on our journey”*

Rajeev Dubey

Group President - HR & Corporate Services,
CEO - Aftermarket Sector



Thank you

Visit us at www.mahindra.com

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Mahindra
Rise.