

23rd July, 2019

The General Manager-Department of
Corporate Services,

BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001.

Scrip Code : 532720

The Manager-Listing Department,
National Stock Exchange of India Limited,
"Exchange Plaza", 5th Floor,
Plot No.C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai - 400 051.

Scrip Code : M&MFIN

Dear Sirs,

Sub: Investors / Analysts' Presentation


Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ["Listing Regulations"], we are enclosing herewith the presentation to be made to the Investors/ Analysts on the Unaudited Financial Results of the Company for the first quarter ended 30th June, 2019.

The presentation is also being uploaded on the website of the Company at the URL <https://www.mahindrafinance.com/analyst-presentations.aspx> in accordance with Regulation 46 of the Listing Regulations.

Kindly take the same on record.

Thanking you,

Yours Faithfully,
Mahindra & Mahindra Financial Services Limited



Arnavaz M. Pardiwalla
Company Secretary & Compliance Officer

Encl: a/a

Mahindra & Mahindra Financial Services Limited

Quarter Result Update
June - 2019

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CIN - L65921MH1991PLC059642



Company Overview

Industry Overview

Business Strategy

Financial Information

Key Subsidiaries

Awards & Accolades

Risk Management Policies

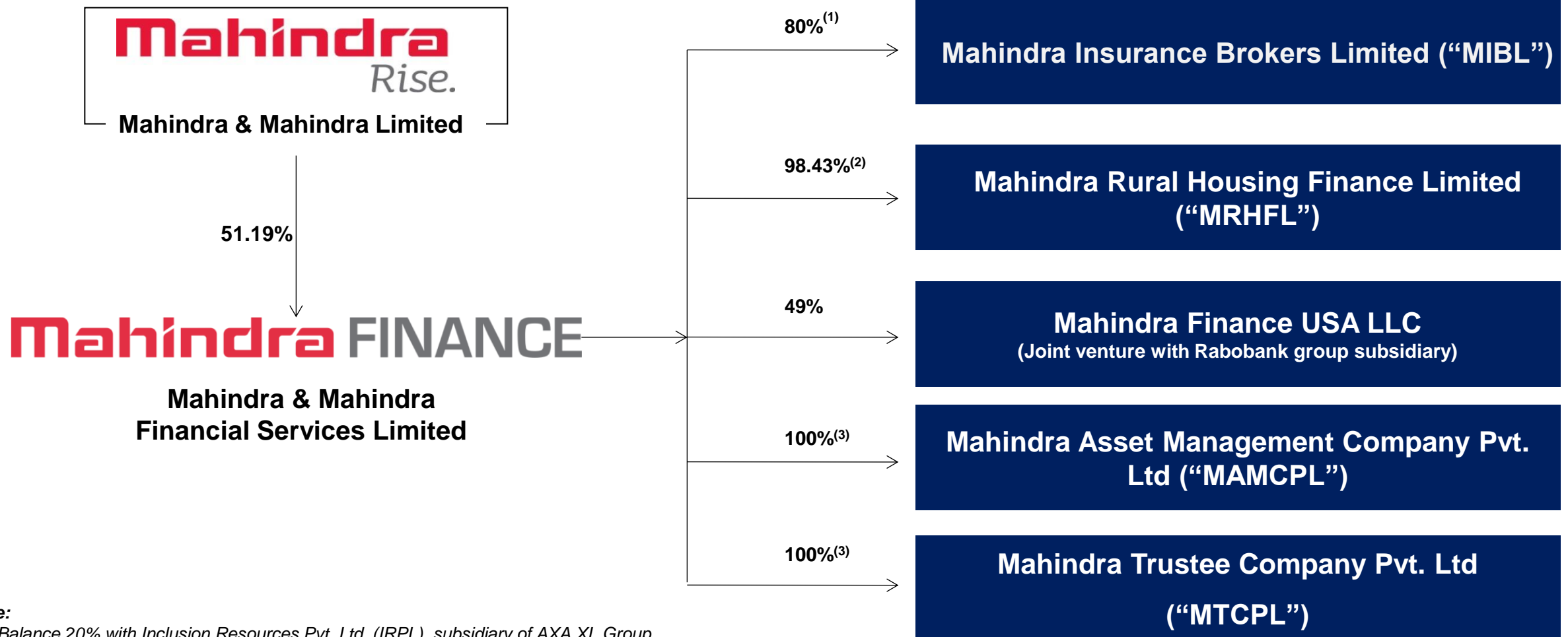
Transforming rural lives across the country

Company Background

- Parentage:** Mahindra & Mahindra Financial Services Limited (“MMFSL”) is a subsidiary of Mahindra and Mahindra Limited (*Mcap: Rs 702 billion*)*, India’s largest tractor and utility vehicle manufacturer
- About MMFSL:** MMFSL (*Mcap: Rs 221 billion*)*, one of India’s leading non-banking finance companies focused in the rural and semi-urban sector is the largest Indian tractor financier
- Key Business Area:** Primarily in the business of financing purchase of new and pre-owned auto and utility vehicles, tractors, cars, commercial vehicles, construction equipment and SME Financing
- Vision:** MMFSL’s vision is to be a leading provider of financial services in the rural and semi-urban areas of India
- Reach:** Has 1,334 offices covering 28 states and 5 union territories in India, with over 6.28 million vehicle finance customer contracts since inception
- Credit Ratings:** India Ratings has assigned AAA(ind)/Stable, CARE Ratings has assigned AAA/Stable, Brickwork has assigned AAA/Stable and CRISIL has assigned AA+/Stable rating to the Company’s long term and subordinated debt

**Source: Market capitalisation as of July 22, 2019 from BSE website*

MMFSL Group structure

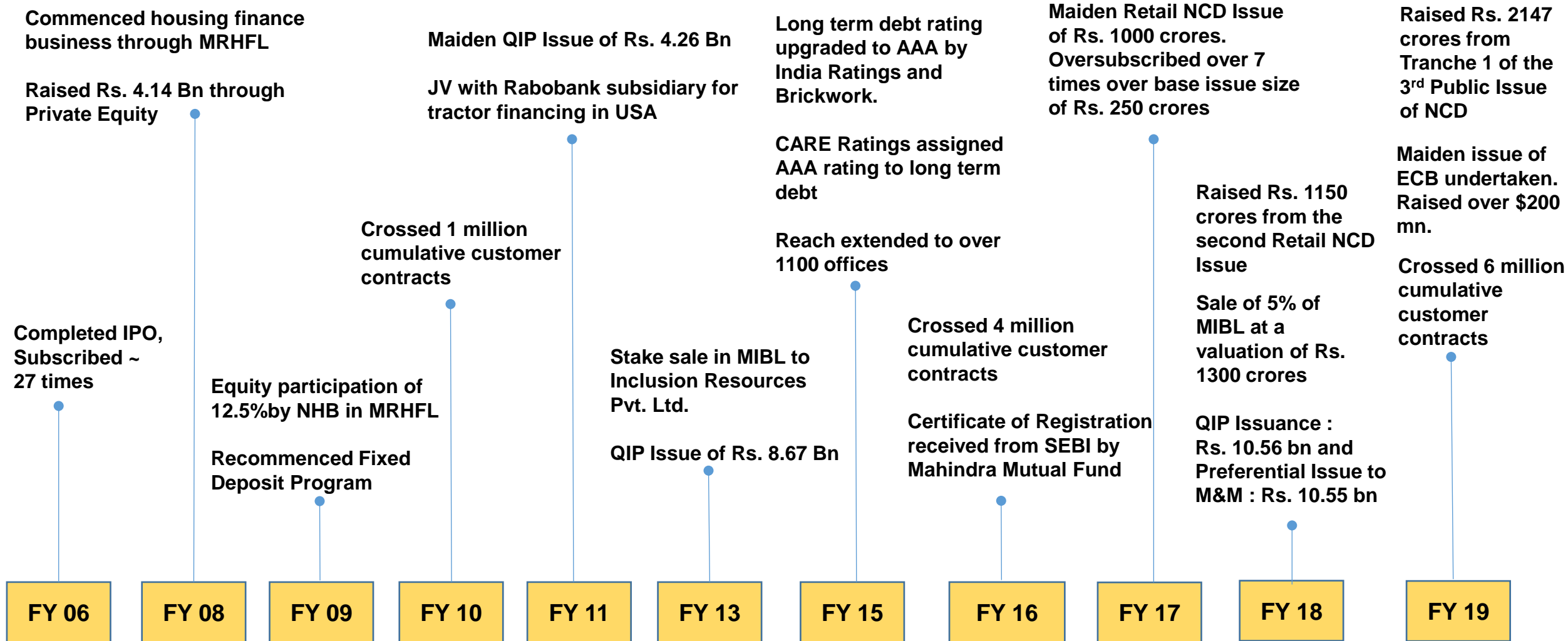


Note:

1. Balance 20% with Inclusion Resources Pvt. Ltd. (IRPL), subsidiary of AXA XL Group
2. Balance 1.57% with MRHFL Employee Welfare Trust
3. Manulife has entered into a Share Subscription Agreement with the Company for subscribing to 49% of the shareholding of MAMCPL and MTCPL, subject to regulatory approvals
4. The Company formed Mahindra Finance CSR Foundation as a wholly owned subsidiary on 2nd April 2019 for undertaking all CSR initiatives under one umbrella

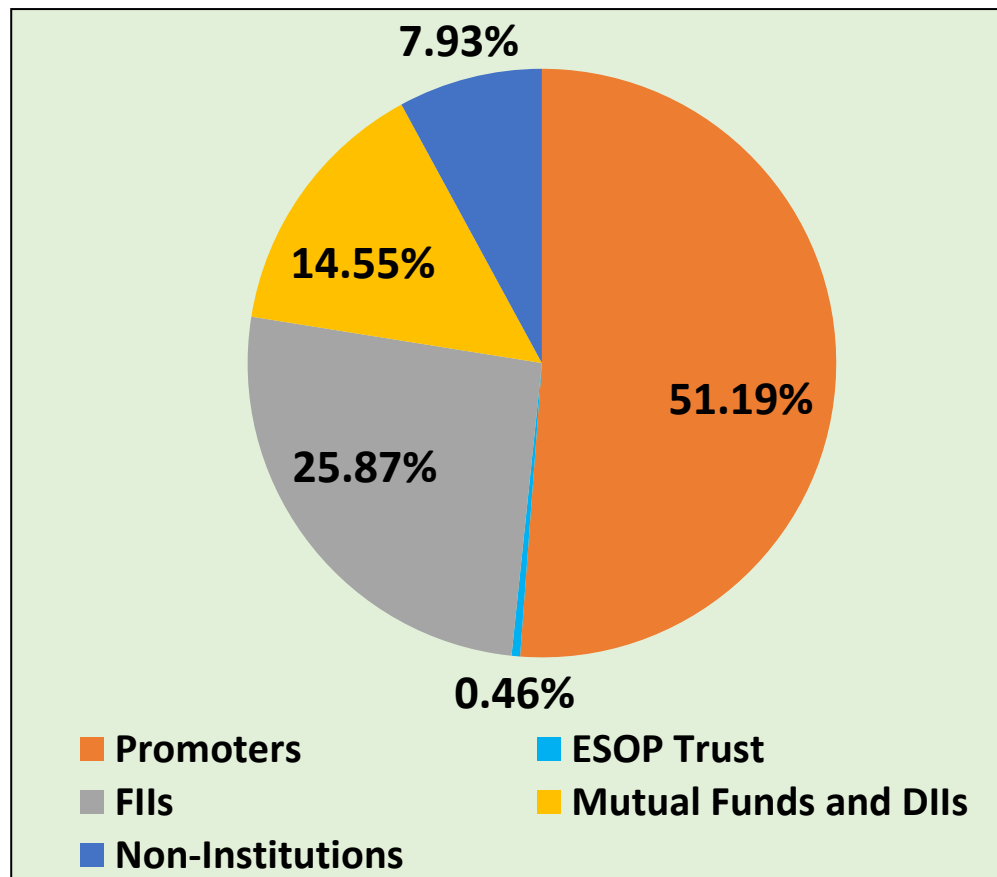
* As on June 30, 2019

Our Journey



Shareholding Pattern (as on 30th June, 2019)

Shareholding Pattern Chart



Mahindra & Mahindra Limited holds a stake of 51.19% in the Company

Top 10 Public Shareholders

- HDFC Life Insurance Company Limited
- Life Insurance Corporation Of India
- Kotak Funds - India Midcap Fund
- Blackrock Global Funds Asian Dragon Fund
- Blackrock Global Funds - Asian Growth Leaders Fund
- Valiant Mauritius Partners Offshore Limited
- Life Insurance Corporation Of India P & Gs Fund
- SBI Blue Chip Fund
- Bank Muscat India Fund
- Vanguard Emerging Markets Stock Index Fund



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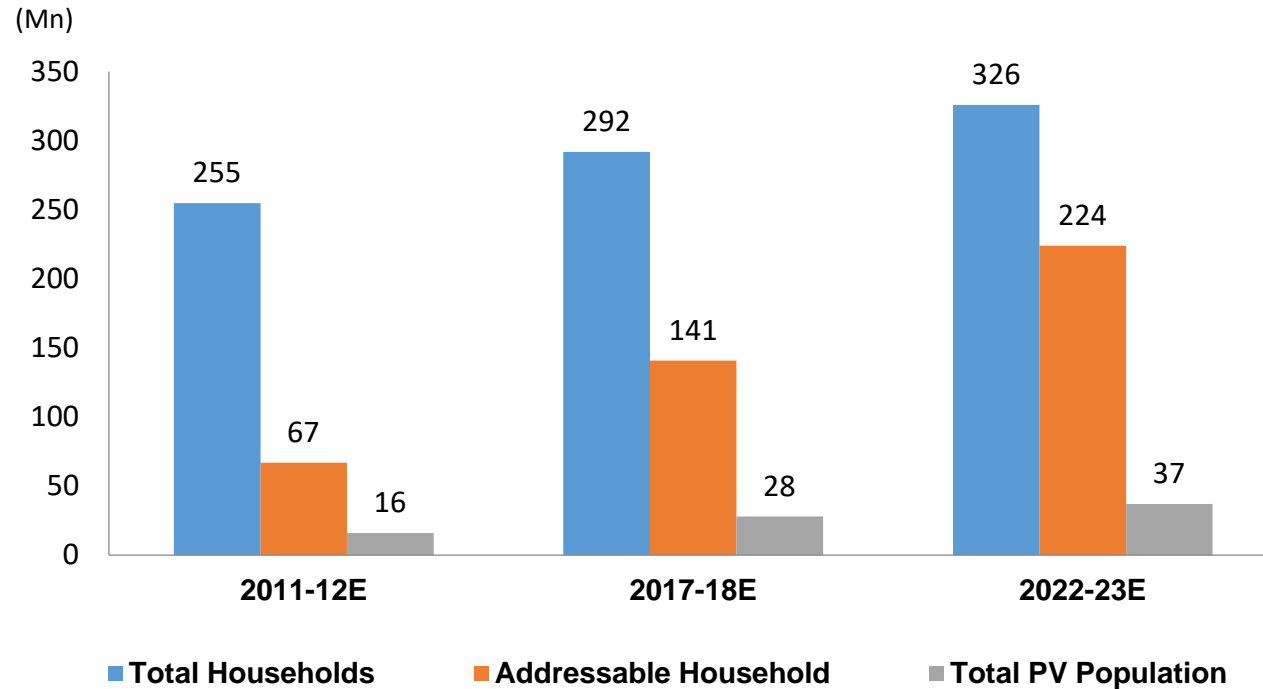
Awards & Accolades

Risk Management Policies

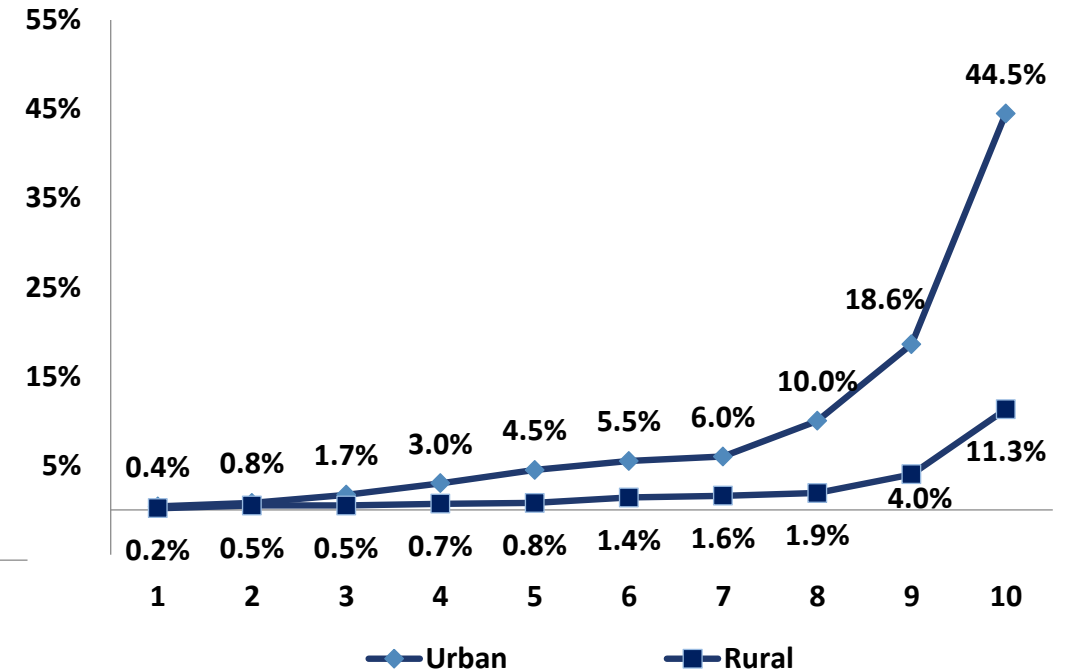
Transforming rural lives across the country

Auto Industry: Long term growth potential

Expansion in Addressable market with Low Cost of Ownership



Decile-wise penetration (Urban versus Rural)



- Improving income to result in rise from the current estimated 22 vehicles to 26-28 vehicles per 1,000 people in fiscal 2024
- Increasing urbanization, expanding working population, increasing disposable income and availability of finance to aid growth in sales
- Relatively stable price of cost of ownership is expected to boost long term demand

Passenger Vehicles Industry: Overall Demand Drivers

	FY 08 – FY13	FY 14 – FY 19	FY 19 – FY 24 (P)
Small Cars	11%	5%	3% – 5%
Large Cars	3%	(2%)	(2%) – 0%
UV + Vans	19%	10%	6% – 8%
Total (Cars + UVs)	12%	6%	4% – 6%

- Small cars and UV expected to continue growth. However muted growth in FY20 and FY21 shall significantly reduce the 5 year growth projection
- Higher cost of ownership (increased fuel price, higher insurance expense, dearer interest rates, increased safety norms) resulting in reduction in growth rate

Volumes in '000	FY 2017		FY 2018		FY 2019	FY 2020 (P)	FY 2021 (P)	
	Volume	Growth	Volume	Growth	Growth	Growth	Growth	
Small Cars	1,891	6%	1,964	4%	2,031	2%	3% – 5%	3% – 5%
Large Cars	211	(9%)	209	(1%)	188	(9%)	1% – 3%	(2%) – 0%
UV + Vans	944	24%	1,114	18%	1,159	4%	1% – 3%	3% – 5%
Total (Cars + UVs)	3,047	9%	3,287	8%	3,378	3%	2% – 4%	3% – 5%

- Prices to rise with compliance of emission norms and mandatory safety features with sharper price rise on account of BS-VI migration. Pre-buying expected before the norm triggers
- Growth to remain muted in 2020, marginally improve in 2021 – on account of increase in price and reduction in mileage
- Higher Inventory shall continue to exert pressure on OEM sales till inventory levels normalise

Commercial Vehicles Industry: Overall Demand Drivers

	FY 08 – FY 13	FY 13 – FY 18	FY 18 – FY 23 (P)
MHCV	(1%)	7%	6% – 8%
LCV	20%	(0.4%)	5% – 7%
Buses	7%	(2%)	7% – 9%

- Lower finance availability hurting MHCV sales. CV lending rates increased marginally
- Reduction in sale price of second hand vehicles resulting in slower buying of new vehicles
- Advancement of purchase expected since BS-VI implementation shall increase prices

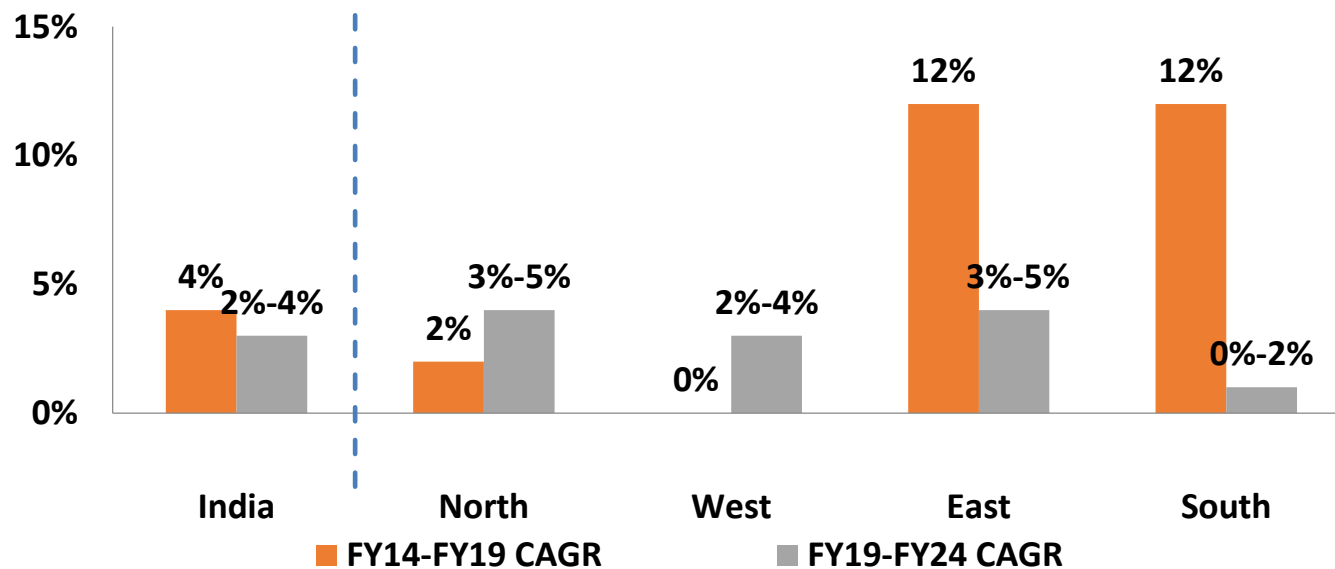
	FY 2016		FY 2017		FY 2018		FY 2019 (P)	FY 2020 (P)
	Volume	Growth	Volume	Growth	Volume	Growth	Growth	Growth
MHCV	257,987	32%	255,234	(1%)	304,664	19%	15% – 17%	3% – 5%
LCV	334,371	(1%)	360,842	8%	467,224	29%	20% – 22%	10% – 12%
Buses	92,845	15%	98,126	6%	84,573	(14%)	6% – 8%	4% – 6%

- GST implementation benefitting larger and ICVs truck operators because of input credit
- Expected improvement in GDP in FY 2020 ,OEM aggressiveness, road construction by NHAI & infra spends may result in increased demand
- Healthy industrial growth and focus on infra, mining to bolster tipper demand

Tractors Industry: Overall Demand Drivers

FY 2016		FY 2017		FY 2018		FY 2019	FY 2020 (P)	FY 2021 (P)	FY 19 – FY 24 (P)
Volume	Growth	Volume	Growth	Volume	Growth	Growth	Growth	Growth	Growth
493,764	(10%)	582,844	18%	711,478	22%	8%	1% – 3%	2% – 4%	2% – 4%

- Long term growth of 2-4% over 5 years after considering 1-2 deficient rainfall years



Cumulative Rainfall

Period 01 June, 2018 to 17 July, 2019

Category	No. Of Subdivisions	Sub-divisional %Area of Country
Large Excess	0	0%
Excess	1	2%
Normal	16	47%
Deficient	18	48%
Large Deficient	1	3%
No Rain	0	0%

- Government support towards road construction and rural housing likely to boost commercial demand for tractors
- **Favourable:** Farm Income (MSP; Crop Output), Rainfall
- **Neutral:** Demand Indicators (Infra & Mining) and Finance availability

Auto Industry Volume

Domestic Sales (Volume in '000)	1QFY20 (Nos.)	1QFY19 (Nos.)	Y-o-Y Growth (%)	FY19 (Nos.)	FY18 (Nos.)	Y-o-Y Growth (%)
Passenger Vehicles (PVs)						
Passenger Cars / Vans	447	584	(24%)	2,219	2,174	2%
UV's	265	290	(9%)	1,159	1,115	4%
Commercial Vehicles (CVs)						
M&HCVs	74	89	(17%)	391	341	15%
LCVs	134	141	(5%)	617	516	20%
Three Wheelers	150	162	(7%)	701	636	10%
Tractors	191	222	(14%)	785	711	10%

All vehicle categories have witnessed de-growth in the current quarter

Automobile Finance Market: 5 years Projected Growth@15-17%

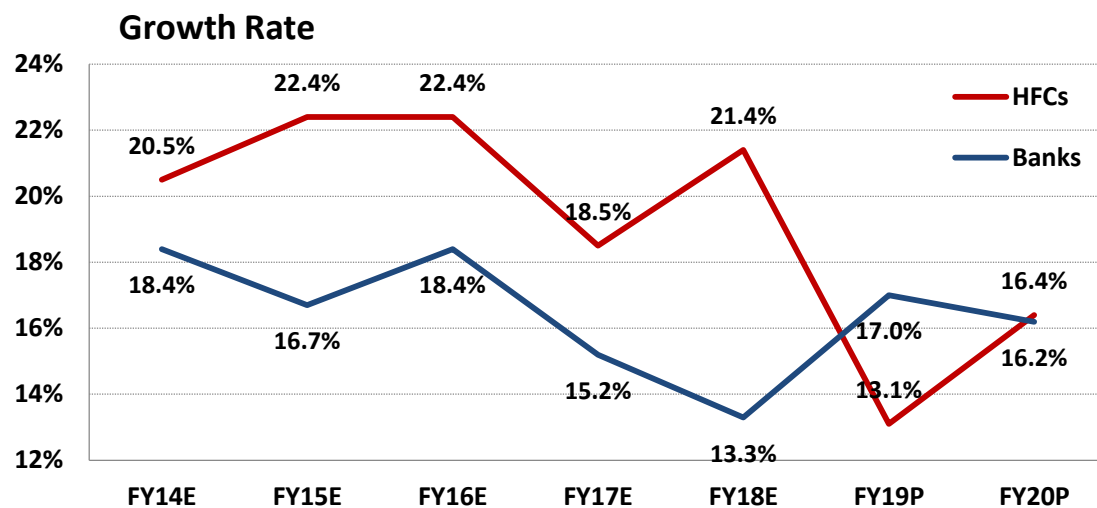
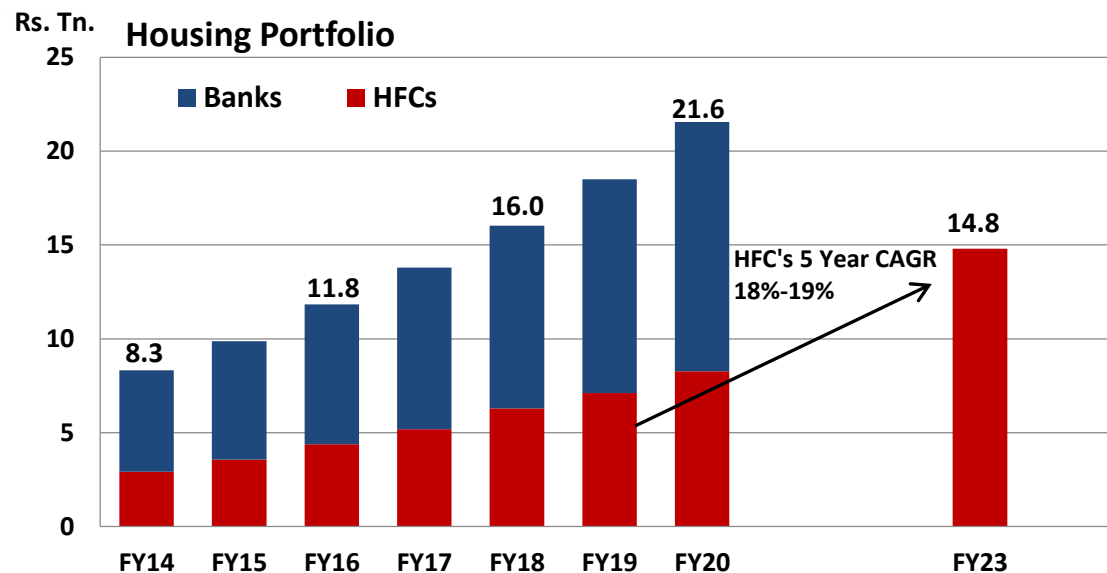
Segment-wise growth in disbursement					
	FY 14 (Rs. Bn.)	CAGR FY 14 – FY 19	FY 19 (E) (Rs. Bn.)	CAGR FY 19 – FY 24	FY 24 (P) (Rs. Bn.)
Passenger vehicle	696	8%	1,032	10% - 12%	1,747
Commercial vehicle	351	20%	859	5% - 7%	1,171
Two wheelers	140	18%	309	11% - 13%	552
Three wheelers	64	12%	110	10% - 12%	188

Source: CRISIL Research, Retail Finance - Auto, June 2019

Car & UV Loan Portfolio	Top 20 Cities	Other Cities
Outstanding Loan Composition	58%	42%
Finance Penetration Ratio	80.0%	65.0%

- By FY 2024P, penetration levels are projected to increase to 79.5% for cars and 76.5% for utility vehicles from 77.5% and 74% respectively (FY 2019 (E)) as a result of a moderation in interest rates and better availability of credit information
- Loan-to-value (LTVs) expected to increase marginally to 77% for cars and 74.5% for UVs from 75.5% and 73% respectively over the same period
- Finance penetration in cities (excluding top 20) expected to grow with availability of credit information and more customers coming under the purview of formal financial services

Housing Finance Growth



- Growth momentum in the sector expected to slow down especially for HFC's. However, demand side fundamentals remain strong.
- Affordable housing a new growth engine. PSL enhancement to also support growth
- Share of loans from Banks to increase as over the medium term
- Deeper mortgage penetration and increased demand from Tier II/ smaller towns to fuel loan growth over the period
- Government's aggressive push towards affordable housing leading to 3x increase in number of houses
- Mortgage penetration in India is 9 – 11 years behind other regional emerging markets like China and Thailand



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Key Subsidiaries

Awards & Accolades

Risk Management Policies

Transforming rural lives across the country

Business Strategy

Grow in rural and semi urban markets for vehicle and automobile financing

Expand Branch Network

Leverage existing customers base through Direct Marketing Initiatives

Diversify Product Portfolio

Broad base Liability Mix

Continuing to attract, train and retain talented employees

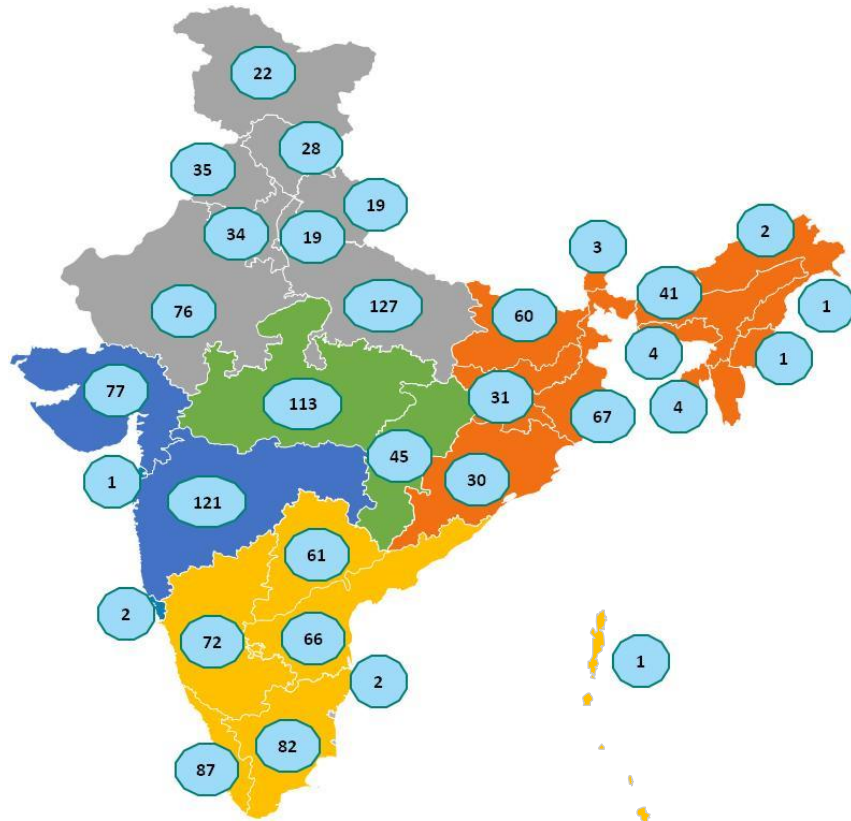
Effective use of technology to improve productivity

Leverage the “Mahindra” Ecosystem

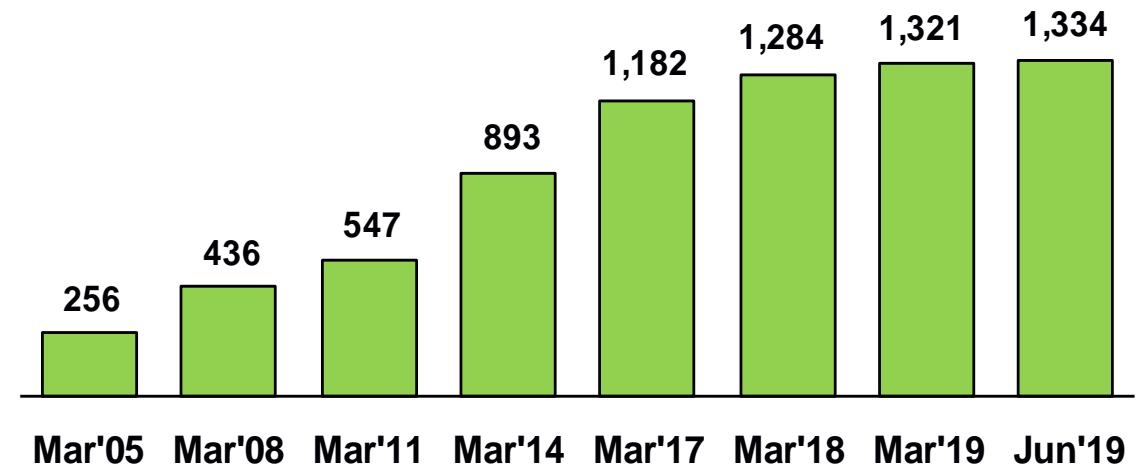
Extensive Branch Network

- Extensive branch network with presence in 28 states and 5 union territories in India through 1,334 offices
- Branches have authority to approve loans within prescribed guidelines

Coverage



Branch Network as of



Diversified Product Portfolio

Vehicle Financing

- Loans for auto and utility vehicles, tractors, cars, commercial vehicles and construction equipments



Pre-Owned Vehicles

- Loans for pre-owned cars, multi-utility vehicles, tractors and commercial vehicles



SME Financing

- Loans for varied purposes like project finance, equipment finance and working capital finance



Personal Loans

- Offers personal loans typically for weddings, children's education, medical treatment and working capital



Mutual Fund Distribution

- Advises clients on investing money through AMFI certified professionals under the brand "MAHINDRA FINANCE FINSMART"



Insurance Broking

- Insurance solutions to retail customers as well as corporations through our subsidiary MIBL



Housing Finance

- Loans for buying, renovating, extending and improving homes in rural and semi-urban India through our subsidiary MRHFL



Mutual Fund & AMC

- Asset Management Company/ Investment Manager to 'Mahindra Mutual Fund', which received certificate of registration from SEBI



Break down of estimated value of Assets Financed

Asset Class	Quarter ended June – 19	Quarter ended June – 18	Year ended March – 19
Auto/ Utility vehicles	27%	24%	25%
Tractors	17%	19%	18%
Cars	20%	21%	20%
Commercial vehicles and Construction equipments	18%	17%	19%
Pre-owned vehicles	16%	14%	14%
SME and Others	2%	5%	4%

* Standalone

Break down of AUM

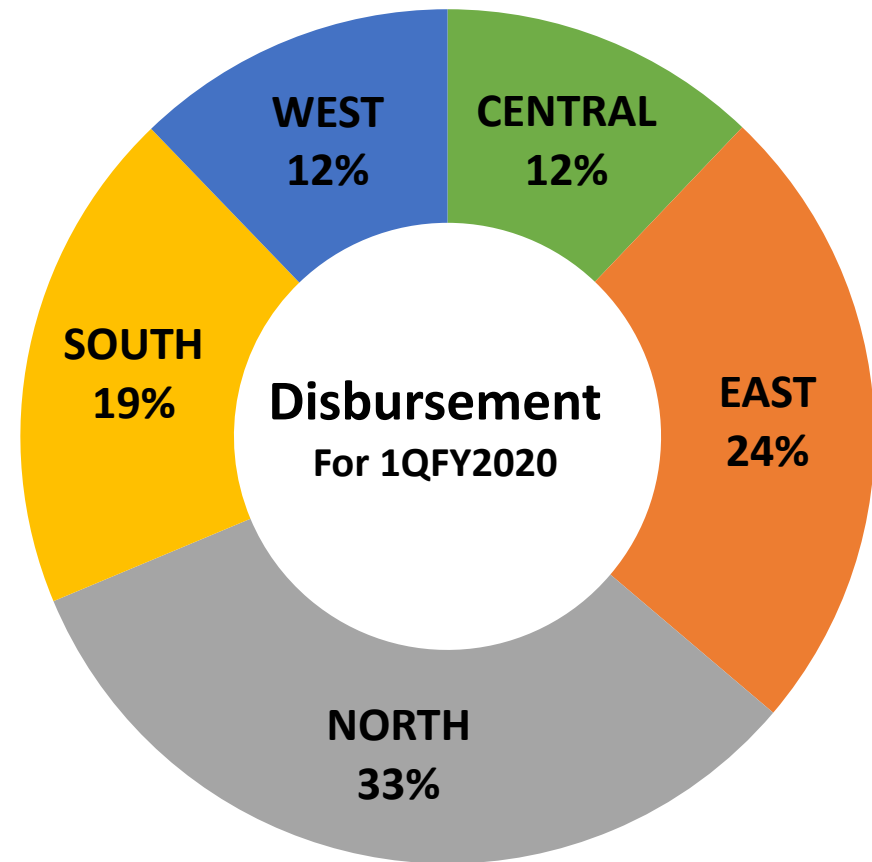
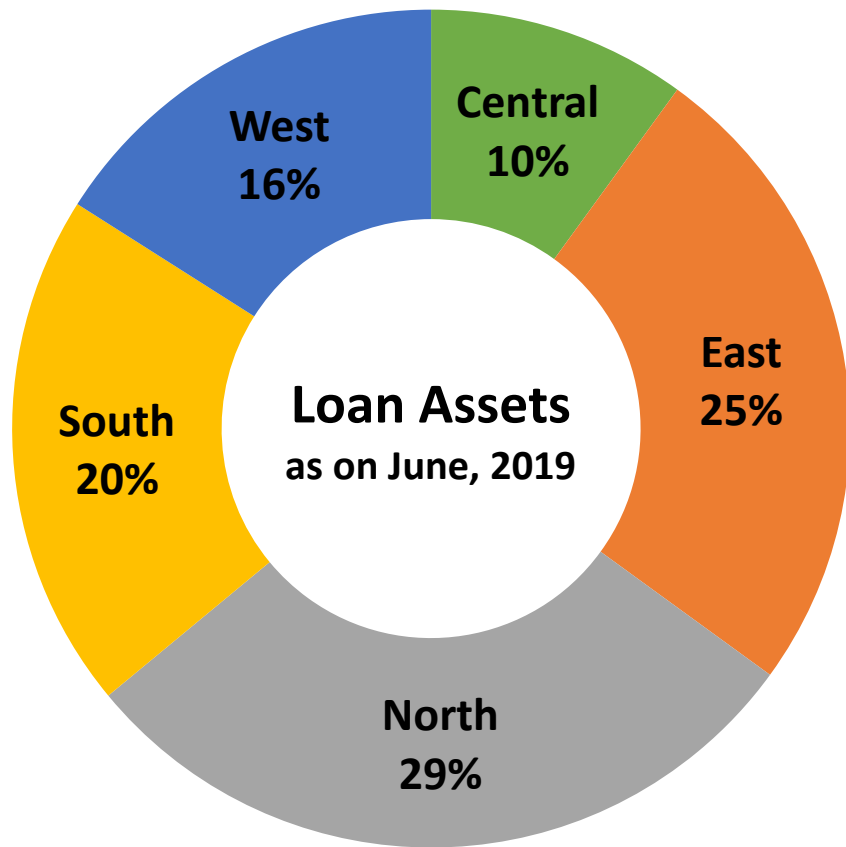
Asset Class	As on June – 19	As on June – 18	As on March – 19
Auto/ Utility vehicles	26%	27%	26%
Tractors	17%	17%	17%
Cars	21%	22%	21%
Commercial vehicles and Construction equipments	19%	14%	18%
Pre-owned vehicles	9%	8%	9%
SME and Others	8%*	12%	9%

As on 30th June 19, ~43% of the AUM was from M&M assets

* Share of SME: 5%

* Standalone

Break down by Geography



NORTH: Chandigarh, Delhi, Haryana, Himachal Pradesh, Jammu and Kashmir, Punjab, Rajasthan, Uttar Pradesh, Uttaranchal;

EAST: Assam, Bihar, Jharkhand, Meghalaya, Mizoram, Orissa, Sikkim, Tripura, West Bengal;

WEST: Dadra and Nagar Haveli, Gujarat, Maharashtra, Goa;

CENTRAL: Chhattisgarh, Madhya Pradesh;

SOUTH: Andaman and Nicobar Island, Andhra Pradesh, Karnataka, Kerala, Pondicherry, Tamil Nadu, Telangana;

* Standalone

Credit Rating

MMFSL believes that its credit rating and strong brand equity enables it to borrow funds at competitive rates

Credit Rating	India Ratings	Outlook
Long term (including MLD) and Subordinated debt	IND AAA IND PP-MLD AAA emr	Stable
Short term debt	IND A1+	--
	CARE Ratings	Outlook
Long term and Subordinated debt	CARE AAA	Stable
	Brickwork	Outlook
Long term and Subordinated debt	BWR AAA	Stable
	CRISIL	Outlook
Fixed Deposit Programme	FAAA	Stable
Short term debt	CRISIL A1+	--
Long term and Subordinated debt; Bank Facilities	CRISIL AA+	Stable

Broad Based Liability Mix

Working Capital Consortium Facility enhanced to Rs. 20,000 mn. comprising several banks

Funding Mix by Investor profile (Jun'19)

Investor Type	Amount (INR mn.)	% Share
Banks	246,213	44.8%
Mutual Fund	84,349	15.3%
Insurance & Pension Funds	87,643	15.9%
FIs & Corporates	52,266	9.5%
Others	79,568	14.5%
Total	550,039	100.0%

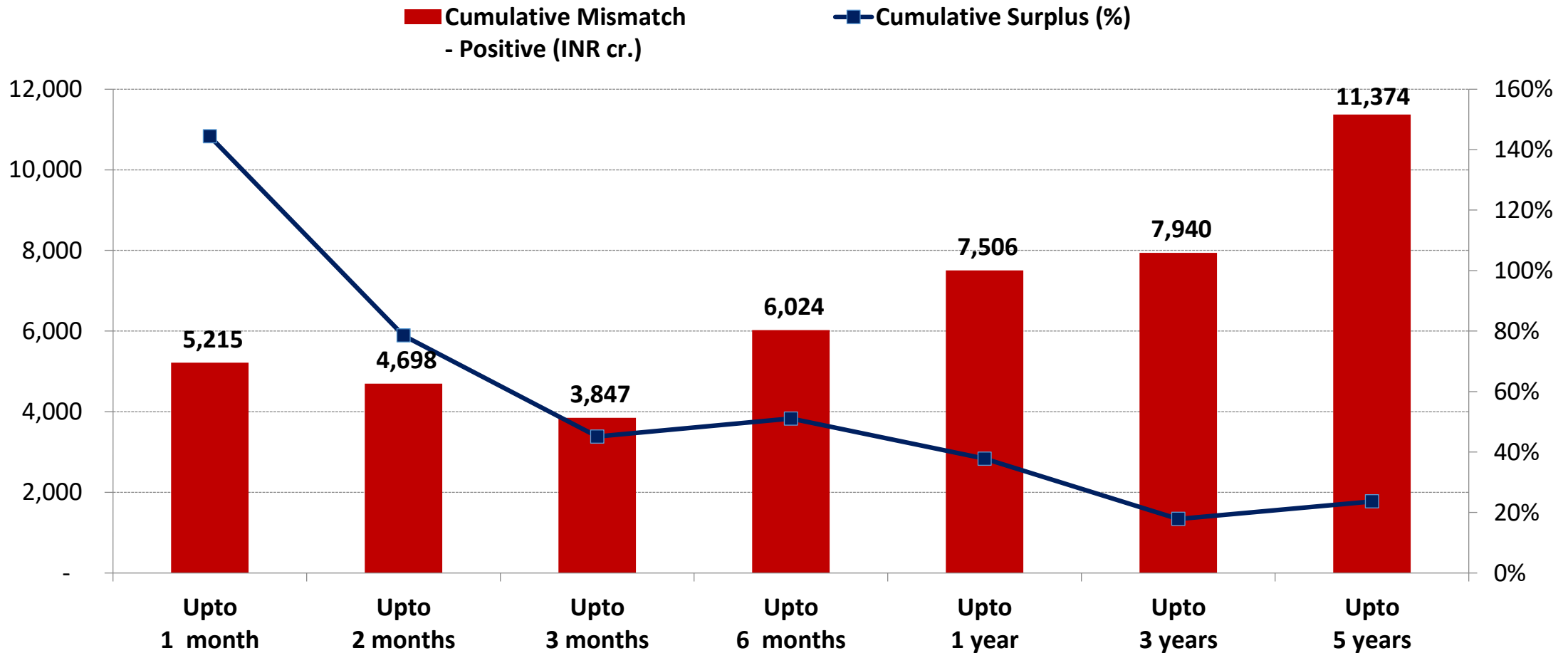
* Based on holding as on 30th June, 2019

Funding Mix by type of Instrument (Jun'19)

Instrument Type	Amount (INR mn.)	% Share
NCDs	183,407	33.3%
Retail NCDs	42,975	7.8%
Bank Loans	155,542	28.3%
Offshore Borrowings	13,941	2.5%
Fixed Deposits	67,457	12.3%
CP, ICD	36,275	6.6%
Securitisation/ Assignment	50,442	9.2%
Total	550,039	100.0%

^ For purpose of presentation, Borrowings are recognised at Face Value (NCD, ZCB and CP)

ALM Position



As on 30th June, 19

* Based on provisional filing with RBI

Employee Management and Technology Initiatives

Employee engagement & training

- Training programs for employees on regular basis
- 5 days induction program on product knowledge, business processes and aptitude training
- Mahindra Finance Academy training programs for prospective and existing employees at 5 locations
- Assessment & Development Centre for promising employees
- Employee recognition programs such as– Dhruv Tara, Annual Convention Award and Achievement Box
- Participation in Mahindra Group's Talent Management and Retention program

Technology initiatives

- All our offices are connected to the centralised data centre in Mumbai through Lease line/HHD
- Through hand held devices connected by GPRS to the central server, we transfer data which provides
 - Prompt intimation by SMS to customers
 - Complete information to handle customer queries with transaction security
 - On-line collection of MIS on management's dashboard
 - Recording customer commitments
 - Enables better internal checks & controls





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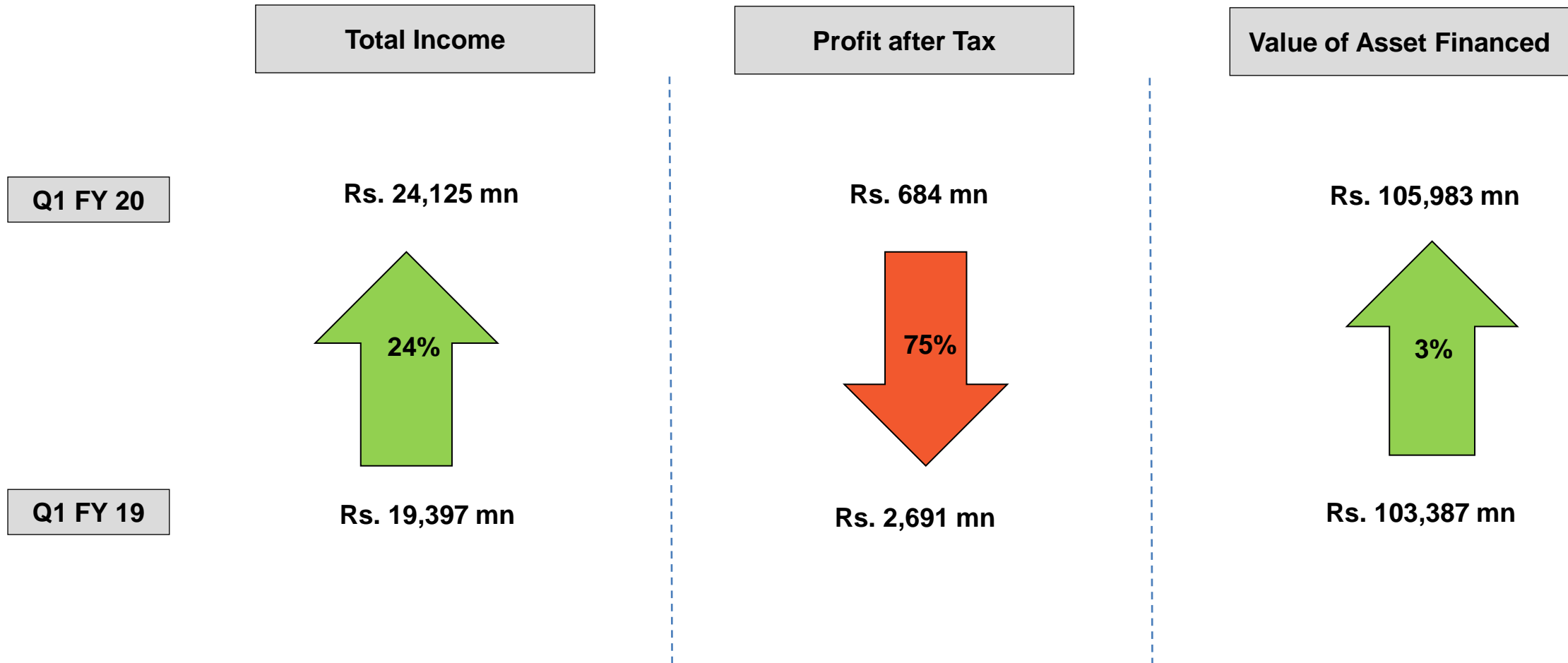
Key Subsidiaries

Awards & Accolades

Risk Management Policies

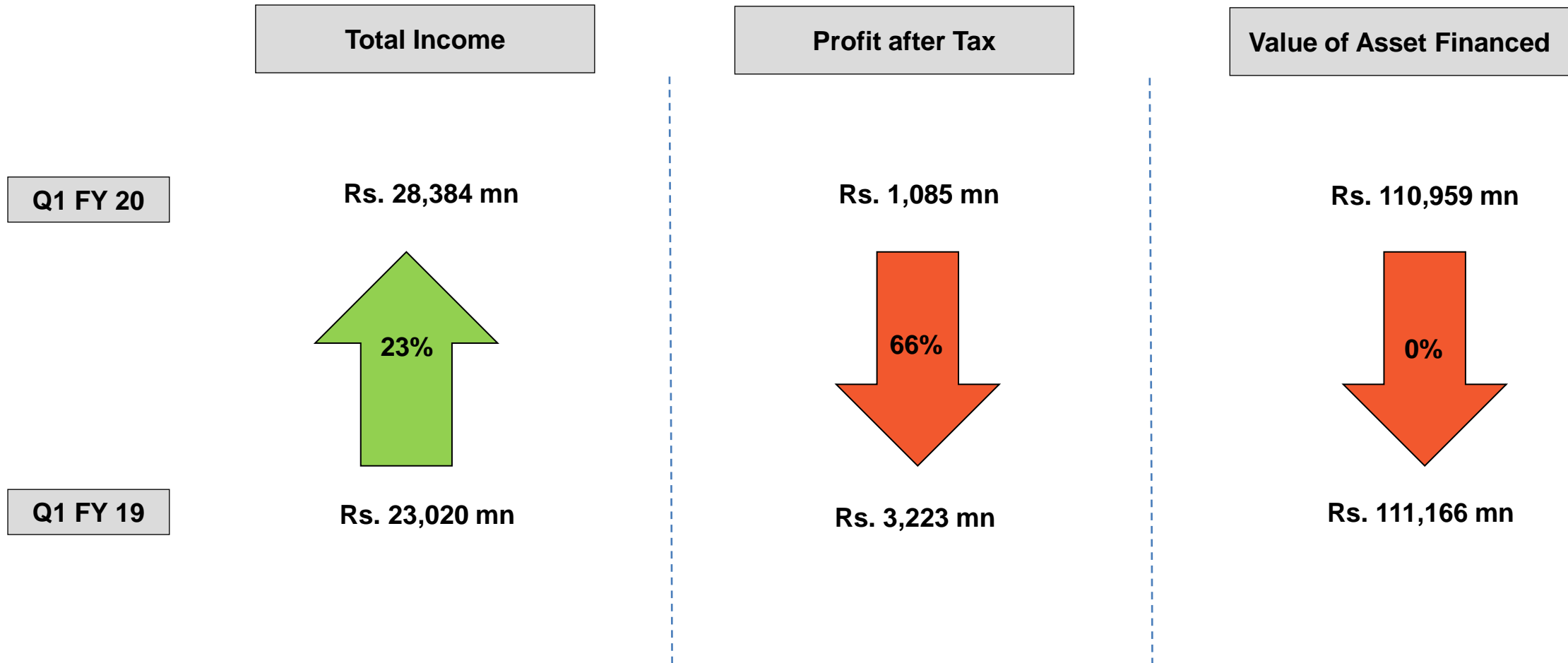
Transforming rural lives across the country

Key Financials (Standalone)



* As per IND-AS

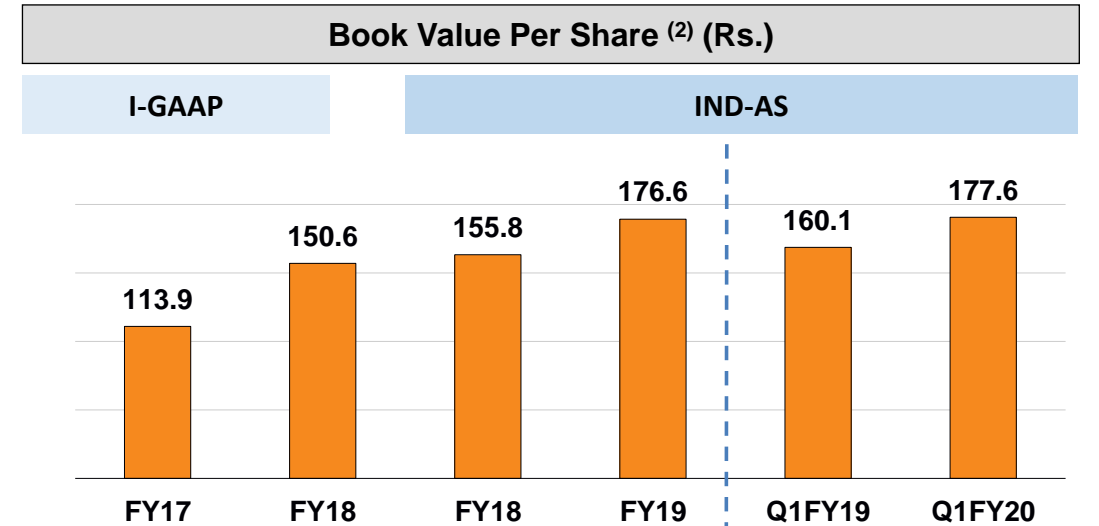
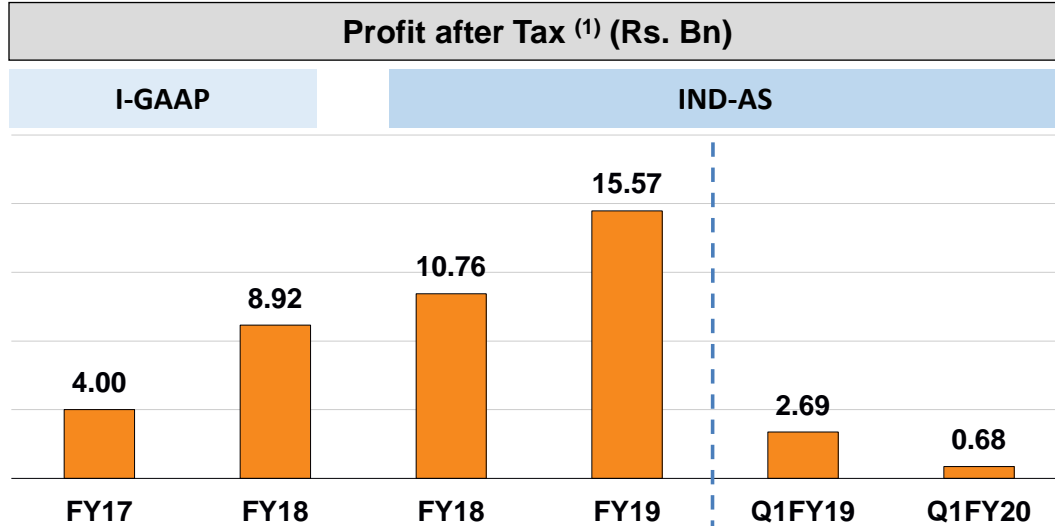
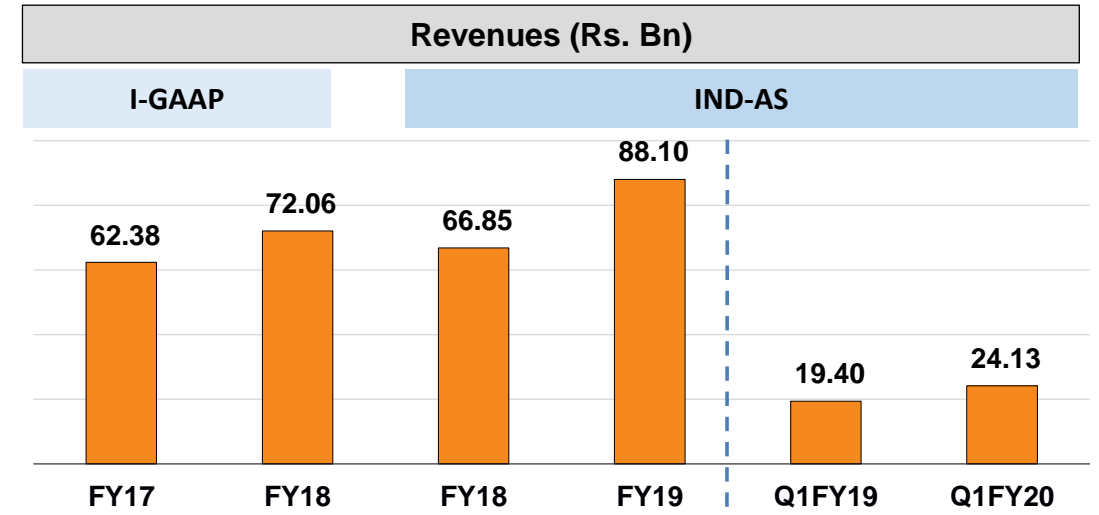
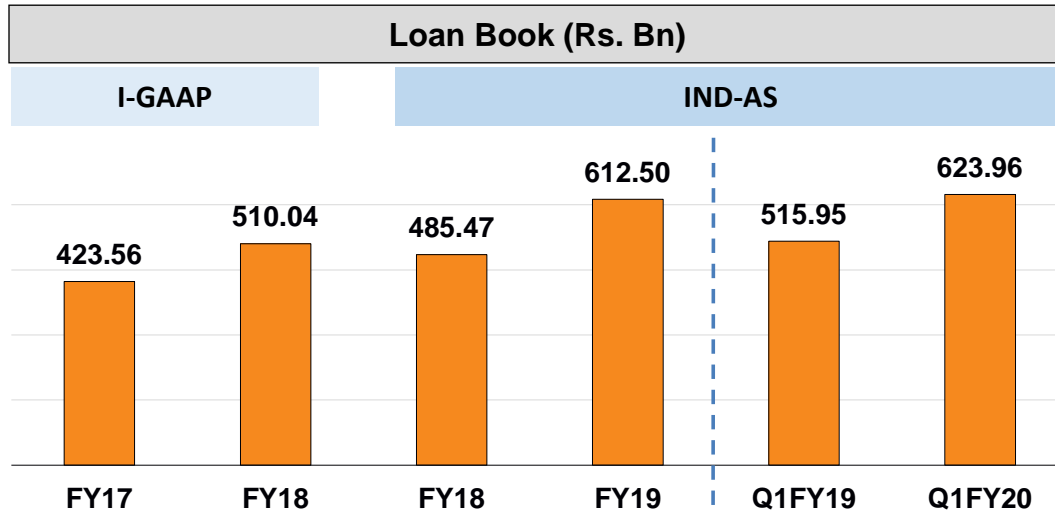
Key Financials (Consolidated)



* As per IND-AS

Growth Trajectory

Figures on standalone basis

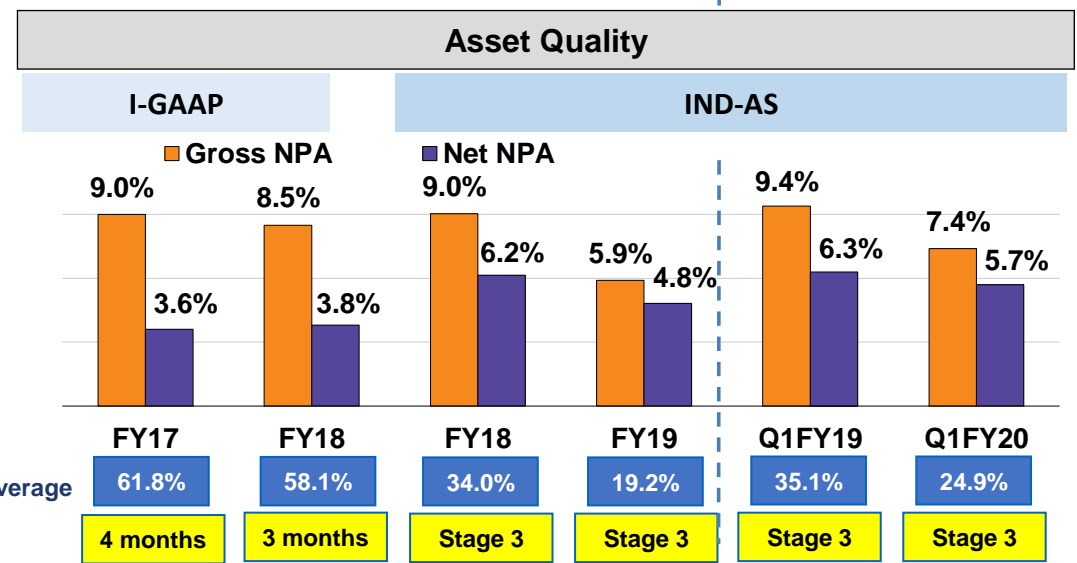
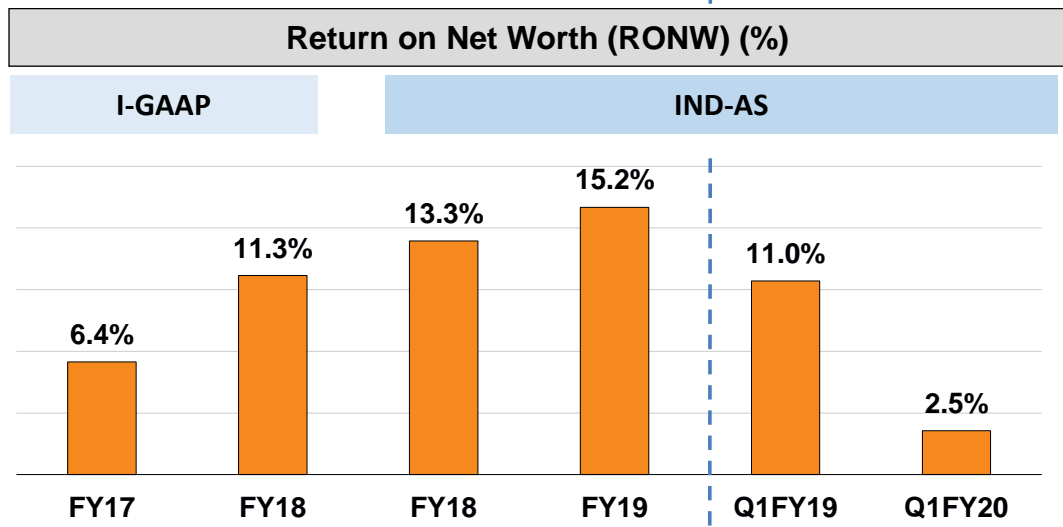
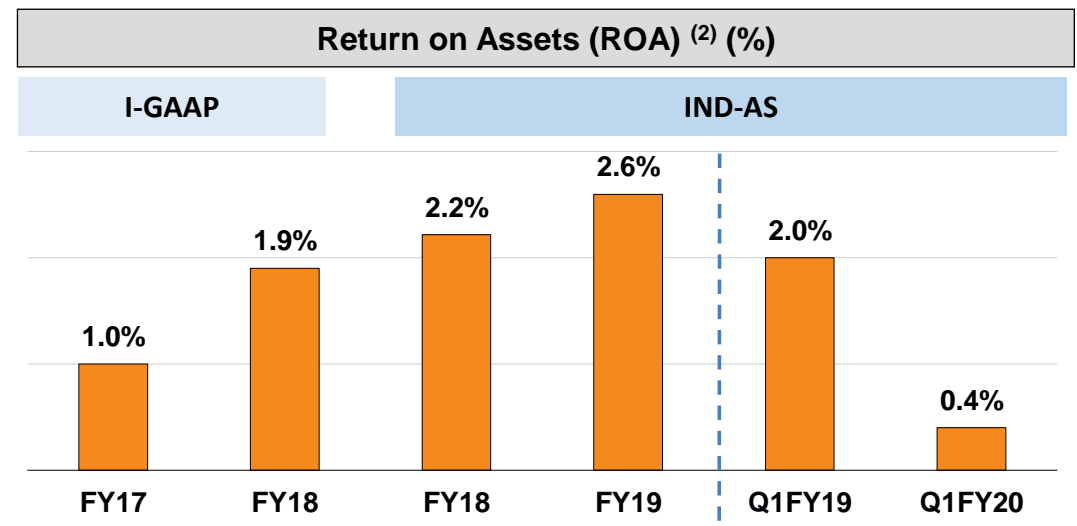
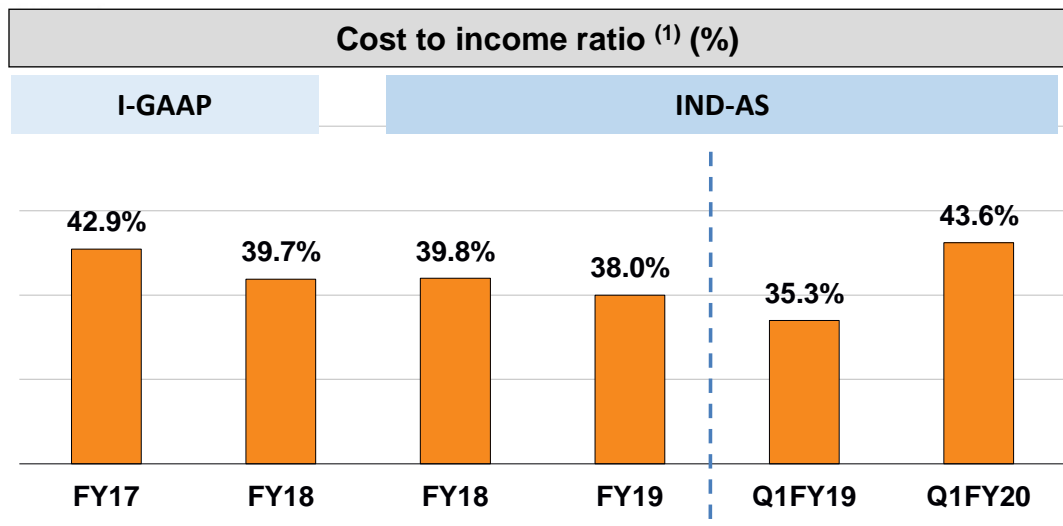


Note :⁽¹⁾ PAT post exceptional items.

⁽²⁾ Calculated as Shareholders funds/ Number of shares.

Financial Performance

Figures on standalone basis



Note : ⁽¹⁾ Cost to Income calculated as Operating Expenses (including depreciation)/(Net Interest Income + Other Income). ⁽²⁾ Calculated based on average total assets

* GNPA under I-GAAP after including income reversal

Standalone Profit & Loss Account: IND-AS

Accounting Basis	As per IND-AS			
Particulars (Rs. in Million)	Q1FY20	Q1FY19	Y-o-Y	FY19
Revenue from operations	23,940	19,286	24.1%	87,229
Less: Finance cost	11,282	8,488	32.9%	39,445
NII	12,658	10,798	17.2%	47,784
Other Income	185	111	66.2%	869
Total Income	12,843	10,909	17.7%	48,653
Employee benefits expense	3,521	2,634	33.6%	10,901
Provisions and write-offs	6,196	2,938	110.9%	6,352
Other expenses	1,736	1,082	60.5%	6,973
Depreciation and amortization	343	133	158.8%	602
Total Expenses	11,796	6,787	73.8%	24,828
Profit before Tax	1,047	4,122	-74.6%	23,825
Tax expense	363	1,431	-74.7%	8,254
Net Profit after Taxes	684	2,691	-74.6%	15,571

* Figures re-grouped and rounded where found relevant

Standalone Balance Sheet

Particulars (Rs. in Million)	As on Jun 30, 2019	As on Jun 30, 2018	As on Mar 31, 2019
ASSETS			
Financial Asset			
a) Cash and cash equivalents	2,735	2,447	5,017
b) Bank balance other than (a) above	5,365	1,271	4,568
c) Derivative financial instruments	50	244	100
d) Trade Receivables	76	44	52
e) Loans	623,965	515,949	612,496
f) Investments	43,394	24,521	37,917
g) Other Financial Assets	2,811	784	1,690
Financial Asset	678,396	545,260	661,840
Non-Financial Asset			
a) Current tax assets (Net)	3,559	1,742	3,021
b) Deferred tax Assets (Net)	3,738	6,089	3,717
c) Property, plant and equipment	1,337	1,085	1,325
d) Right to use (Leased assets)	1,843	-	-
e) Other Intangible assets	276	265	306
f) Other non-financial assets	660	519	571
Non-Financial Assets	11,413	9,700	8,940
Total Assets	689,809	554,960	670,780

* Figures re-grouped and rounded where found relevant

Standalone Balance Sheet (Contd.)

Particulars (Rs. in Million)	As on Jun 30, 2019	As on Jun 30, 2018	As on Mar 31, 2019
LIABILITIES AND EQUITY			
Financial Liabilities			
a) Derivative financial instruments	622	8	770
b) Payables			
i) Trade payables	8,812	11,908	9,795
ii) Other payables	262	-	342
c) Debt Securities	217,128	221,692	223,194
d) Borrowings (Other than Debt Securities)	227,921	139,037	213,015
e) Deposits	67,083	33,570	56,672
f) Subordinated Liabilities	35,590	32,344	35,589
g) Other financial liabilities	19,701	15,094	19,266
Financial Liabilities	577,119	453,653	558,643
Non-Financial liabilities			
a) Current tax liabilities (Net)	139	381	139
b) Provisions	2,068	1,434	2,065
c) Other non-financial liabilities	742	597	853
Non-Financial Liabilities	2,949	2,412	3,057
Equity			
a) Equity Share capital	1,230	1,229	1,230
b) Other Equity	108,511	97,666	107,850
Equity	109,741	98,895	109,080
Total Equities and Liabilities	689,809	554,960	670,780

* Figures re-grouped and rounded where found relevant

Consolidated Profit & Loss Account

Particulars (Rs. in Million)	Q1FY20	Q1FY19	Y-o-Y	FY19
Revenue from operations	28,219	22,927	23.1%	103,717
Less: Finance cost	12,626	9,567	32.0%	44,323
NII	15,593	13,360	16.7%	59,394
Other Income	165	92	79.2%	592
Total Income	15,758	13,452	17.1%	59,986
Employee benefits expense	4,725	3,448	37.1%	14,779
Provisions and write Offs	6,769	3,454	96.0%	7,171
Other expenses	2,383	1,638	45.4%	9,342
Depreciation and amortization	415	162	156.1%	755
Total Expenses	14,292	8,702	64.2%	32,047
Profit before tax (before Exceptional)	1,466	4,750	-69.1%	27,939
Share of profit of associates	133	134	-1.1%	469
Profit before tax	1,599	4,884	-67.3%	28,408
Tax expense	514	1,661	-69.0%	9,735
Net Profit after Taxes	1,085	3,223	-66.3%	18,673

* Figures re-grouped and rounded where found relevant

Consolidated Balance Sheet

Particulars (Rs. in Million)	As on Jun 30, 2019	As on Jun 30, 2018	As on Mar 31, 2019
ASSETS			
Financial Asset			
a) Cash and cash equivalents	4,538	2,898	5,372
b) Bank balance other than (a) above	5,365	1,271	4,568
c) Derivative financial instruments	50	244	100
d) Trade Receivables	538	448	536
e) Loans	702,688	583,919	689,390
f) Investments	38,252	21,096	33,274
g) Other Financial Assets	3,247	1,177	2,121
Financial Asset	754,678	611,053	735,361
Non-Financial Asset			
a) Current tax assets (Net)	3,726	1,860	3,121
b) Deferred tax Assets (Net)	4,507	6,064	4,497
c) Property, plant and equipment	1,692	1,332	1,682
d) Right to use (Lease assets)	2,490	-	-
e) Intangible assets under development	10	2	8
f) Other Intangible assets	300	286	333
g) Other non-financial assets	886	723	758
Non-Financial Assets	13,611	10,267	10,399
Total Assets	768,289	621,320	745,760

* Figures re-grouped and rounded where found relevant

Consolidated Balance Sheet (Contd.)

Particulars (Rs. in Million)	As on Jun 30, 2019	As on Jun 30, 2018	As on Mar 31, 2019
LIABILITIES AND EQUITY			
Financial Liabilities			
a) Derivative financial instruments	4,613	4,173	770
b) Payables			
i) Trade payables	10,118	12,742	11,143
ii) Other payables	376	-	342
c) Debt Securities	241,348	244,207	247,159
d) Borrowings (Other than Debt Securities)	266,427	170,065	246,327
e) Deposits	66,790	33,010	56,309
f) Subordinated Liabilities	38,224	34,638	38,221
g) Other financial liabilities	22,251	16,152	28,408
Financial Liabilities	650,147	514,987	628,679
Non-Financial liabilities			
a) Current tax liabilities (Net)	139	380	139
b) Provisions	2,649	1,731	2,550
c) Other non-financial liabilities	855	703	917
Non-Financial Liabilities	3,643	2,814	3,606
Equity			
a) Equity Share capital	1,230	1,229	1,230
b) Other Equity	112,475	100,775	111,460
c) Non-controlling interests	794	1,515	785
Equity (incl attributable to minority investors)	114,499	103,519	113,475
Total Equities and Liabilities	768,289	621,320	745,760

* Figures re-grouped and rounded where found relevant

Summary & Key Ratios

Figures on standalone basis

Particulars (Rs. in Million)	As per IND-AS		
	Quarter ended June – 19	Quarter ended June – 18	Year ended March – 19
RONW (Avg. Net Worth) ^	2.5%	11.0%	15.2%
Debt / Equity	4.99:1	4.31:1	4.84:1
Capital Adequacy ^{\$}	19.4%	21.9%	20.3%
Tier I	14.9%	16.6%	15.5%
Tier II	4.5%	5.3%	4.8%
EPS (Basic) (Rs.)	1.11	4.38	25.33
Book Value (Rs.)	177.6	160.1	176.6
Dividend %	-	-	325%
New Contracts During the period (Nos.)	180,948	171,511	761,381
No. of employees	22,005	19,346	21,789

^{\$} as per IND-AS after considering proposed dividend

* Figures re-grouped and rounded where found relevant

Spread Analysis

Figures on standalone basis

Particulars (Rs. in Million)	As per IND-AS		
	Quarter ended June – 19	Quarter ended June – 18	Year ended March – 19
Total Income / Average Assets	14.2%	14.3%	14.7%
Interest / Average Assets	6.6%	6.3%	6.6%
Gross Spread	7.6%	8.0%	8.1%
Overheads / Average Assets	3.3%	2.8%	3.1%
Write offs & NPA provisions / Average Assets	3.6%	2.2%	1.0%
Net Spread	0.6%	3.0%	4.0%
Net Spread after Tax	0.4%	2.0%	2.6%

* Average Assets is computed based on Net Total Assets i.e Total Assets less Provisions

NPA Analysis (As per IND-AS)

Figures on standalone basis

Particulars (Rs. in Million) except figures in %	As on Jun 30, 2019	As on Jun 30, 2018	As on Mar 31, 2019
Total Assets (including Provisions)	714,057	587,107	689,476
Gross NPA (Stage 3)	52,952	55,338	40,706
Less: ECL Provisions (Stage 3)	13,163	19,415	7,799
Net NPA (Stage 3)	39,789	35,923	32,907
Gross NPA % (Stage 3)	7.4%	9.4%	5.9%
Net NPA % (Stage 3)	5.7%	6.3%	4.8%
Coverage Ratio (%) – based on Stage 3 ECL	24.9%	35.1%	19.2%
Stage 1 & 2 provision to Total Assets (%)	1.6%	2.2%	1.6%
Coverage Ratio(%) – including Stage 1 & 2 provision	45.8%	58.3%	46.0%
Particulars (in units) except figures in %	As on Jun 30, 2019	As on Jun 30, 2018	As on Mar 31, 2019
Contracts under NPA (90 dpd)	130,226	158,961	93,084
% of Live Cases under NPA	5.4%	7.4%	4.0%
Repossessed Assets (out of above NPA)	11,143	12,597	9,832

* Figures re-grouped and rounded where found relevant

Mahindra Rural Housing Finance Limited

Accounting Basis	As per IND-AS		
	Particulars (Rs. million)	Quarter ended June – 19	Quarter ended June – 18
Loans disbursed	4,976	7,779	25,811
No. of Customer Contracts (nos.)	24,911	53,847	171,187
Outstanding loan book	78,722	70,833	76,892
Total income	3,631	3,020	13,839
PBT	411	472	3,662
PAT	288	309	2,505
Net-worth	11,560	7,884	11,271
GNPA % – IND-AS I-GAAP	16.24% 12.67%	16.67% 13.40%	13.02% 9.65%
NNPA % – IND-AS I-GAAP	13.32% 9.25%	14.17% 10.30%	10.77% 6.81%
NNPA % – IND-AS I-GAAP (Net of Total Provisions)	11.73% 8.99%	13.08% 10.02%	8.87% 6.53%

- **Business Area:** Provide loans for home construction, extension, purchase and improvement to customers in rural and semi-urban India
- **Shareholding pattern:** MMFSL – 98.43%; MRHFL Employee Trust – 1.57%
- **Reach:** Currently spread in 13 States & 1 Union Territory

* Figures re-grouped and rounded where found relevant

Mahindra Insurance Brokers Limited

Accounting Basis	As per IND-AS		
	Particulars (Rs. million)	Quarter ended June – 19	Quarter ended June – 18
No. of Policies for the Period (nos.)	538,578	554,338	2,265,146
Net Premium	4,673	4,035	19,238
Total income	796	667	3,234
PBT	88	213	1,029
PAT	62	148	715
No. of employees (nos.)	1,108	1,019	1,097

- **Business Area:** Licensed by IRDA for undertaking insurance broking in Life, Non-Life and reinsurance businesses
- **Shareholding pattern:** MMFSL – 80%; Inclusion Resources Pvt. Ltd. – 20%



Company Overview

Industry Overview

Business Strategy

Financial Information

Key Subsidiaries

Awards & Accolades

Risk Management Policies

Transforming rural lives across the country

Awards and Accolades

- **Great Places to Work** has honored Mahindra Finance at the **8th Rank**, in the **India's Best Companies to Work For 2019**- a study by **Economic Times**.
- Mahindra Finance has been ranked at **11th** among the **Best Large Workplaces** in the **Asia's Best Workplaces 2019** list by The Great Place to Work Institute®
- **Mahindra Finance** has been awarded **Golden Peacock Award for Corporate Social Responsibility – 2018** by Institute of Directors
- Mahindra Finance was awarded **ET NOW CSR Leadership Award** for Best CSR Practices and Skill development.
- Mahindra Finance (MMFSL) Annual Family Fun Day - Vrindavan 2019 has attained **Yale's Gold Level Green Certificate**
- Mahindra Finance **Ranked #1** for the third consecutive time in the **MCARES Survey**, with Mahindra Finance securing a position in the top percentile group

India's Best Companies To Work For 2019

A STUDY BY

THE ECONOMIC TIMES

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Transforming rural lives across the country

Risk Management Policies

Provisioning Norms

Stage	Description	Provision Mechanism
Stage 1	0- 30 days past due	PD * LGD * Stage 1 Asset
Stage 2	> 30 to <= 90days past due	PD * LGD * Stage 2 Asset
Stage 3	> 90 days past due	LGD * EAD of Stage 3 Asset*

*Fair valued at reporting date

PD – Probability of Default;

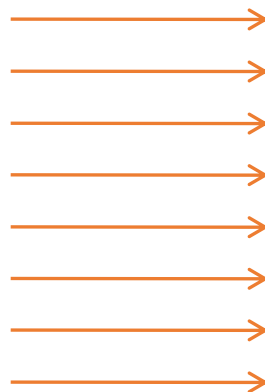
LGD – Loss given Default;

EAD – Exposure at Default

Key Risks & Management Strategies

Key Risks

- Volatility in interest rates
- Rising competition
- Raising funds at competitive rates
- Dependence on M&M
- Occurrence of natural disasters
- Adhering to write-off standards
- Employee retention
- Physical cash management



Management Strategies

- Matching of asset and liabilities
- Increasing branch network
- Maintaining credit rating & improving asset quality
- Increasing non-M&M Portfolio
- Increasing geographical spread
- Diversify the product portfolio
- Job rotation / ESOP/ Recovery based performance initiatives
- Insurance & effective internal control

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across the country***