

27th October 2023

To,
BSE Limited (Scrip Code: 532720)
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001

National Stock Exchange of India Ltd. (Symbol: M&MFIN)
Exchange Plaza, 5th Floor, Plot No. C/1, "G" Block,
Bandra - Kuria Complex, Bandra (East),
Mumbai - 400 051

Dear Sir/Madam,

Sub: Earnings Presentation for the second quarter and half year ended 30th September 2023- Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("Listing Regulations")

Ref: Our letter dated 23rd October 2023 intimating about earnings conference call

In compliance with Regulation 30, Schedule III, Part A, Para A(15)(a) and other applicable provisions of the Listing Regulations, please find enclosed herewith an Earnings Presentation to be made at earnings conference audio call scheduled to be held today i.e. Friday, 27th October 2023 at 6.00 P.M. (IST) encompassing, inter-alia, an overview of the unaudited standalone and consolidated financial results of the Company for the second quarter and half year ended 30th September 2023 (subjected to limited review), highlights of the quarter and business overview.

The enclosed earnings presentation is also being uploaded on the Company's website viz.
<https://www.mahindrafinance.com/investor-relations/financial-information#investor-presentation>

Kindly take the same on record.

Thanking you,

For **Mahindra & Mahindra Financial Services Limited**

Brijbala Batwal
Company Secretary
FCS No.: 5220
Enclosure: As above

Mahindra & Mahindra Financial Services Limited

Quarter Result Update

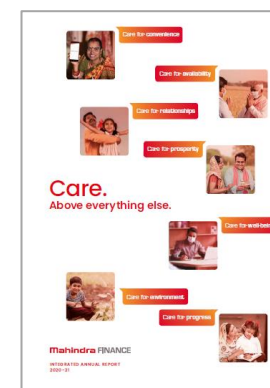
September - 2023

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Providing financial solutions to Emerging India



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Executive summary (1/3)

Key Highlights

- ✓ **Asset Growth** momentum sustained with **Loan Book*** at ₹ 93,723 Cr.; YoY growth of 27.0%; Sequential growth of 8.1%
 - Market share position maintained in Tractors, Pre-owned vehicles, Passenger vehicles and Three-wheelers
- ✓ **Asset Quality (GS-3) sustained at 4.3% (vs. 4.3% in Jun-2023)**
 - Lowest ever Stage-3 %; Asset quality trends continued to remain healthy on new origination

Financial Performance

- ✓ **Disbursement:** Q2FY24 at ₹ 13,315 Cr. (↑ 13% YoY); **H1FY24** at Rs. 25,480 crores (↑ 20% YoY)
- ✓ **Revenue:** Q2FY24 at ₹ 3,240 Cr. (↑ 24% YoY); **PPOP** at Rs. 943 crores (↑ 9% YoY);
 - ✓ **NIMs at 6.5%** for the quarter – effect of change in portfolio mix and increased interest costs; **Overheads** maintained at 2.8%
- ✓ **Credit Costs:** H1FY24 at 2.3% (↑ 20 bps YoY)
 - ✓ **Annual Credit costs** for FY24 targeted between 1.5% - 1.7%
- ✓ **PAT:** Q2FY24 at ₹ 235 crores (↓ 48% YoY) ; H1FY24 at ₹ 588 crores (↓ 12% YoY)

* Refers to Business Assets

Executive summary (2/3)

Asset Quality

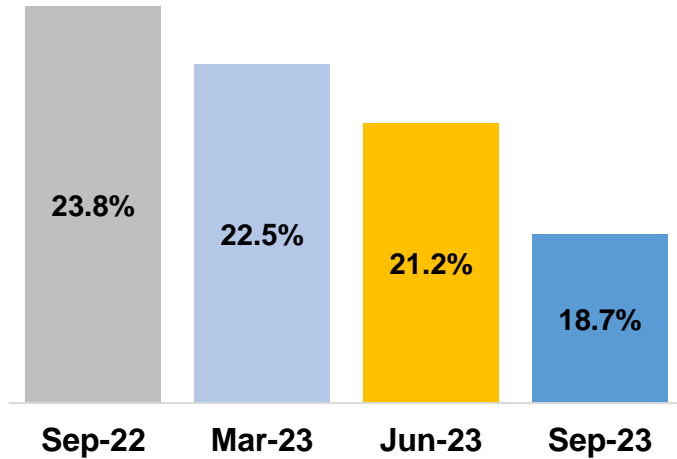
- ✓ **Asset Quality:** Improvement continued across Stage 3 and Stage 2
 - **Gross Stage 3** maintained at 4.3% (Q1 FY24 - 4.3%; Q2FY23 - 6.7%)
 - **Gross Stage 2** improved to 5.7% (Q1 FY24 – 6.4%; Q2FY23 - 9.7%)
- ✓ **Provision coverage** on Stage-3 assets at **61.2%** (against @ 60.1% in Jun-23)
- ✓ **Collection Efficiency:** Q2FY24 at **96%** (Q1FY24 – 94%; Q2FY23 – 97%)
- ✓ **Gap** between GNPA (IRACP) and GS-3 (INDAS) - at ₹ 1,199 Cr. (Sep-23) from ₹ 1,144 Cr. (Jun-23)

Capital Management

- ✓ **Capital Adequacy strong at 18.7%;** Healthy growth in asset book resulting in improved capital utilization (D:E at 5.0:1)
- ✓ Liquidity chest equivalent to a little over 2.5 months gross obligations maintained during the quarter

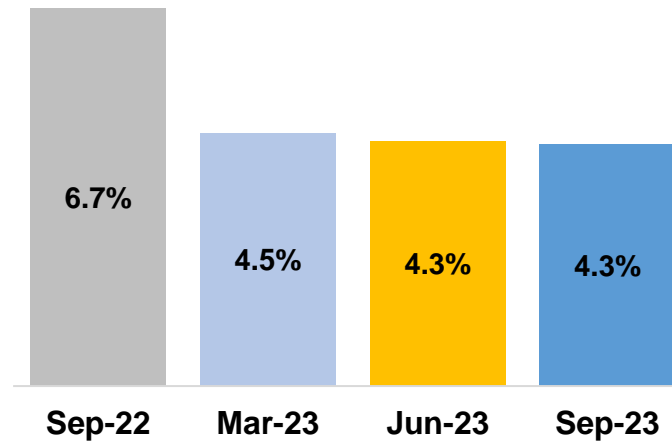
Business Strength

Capital Adequacy



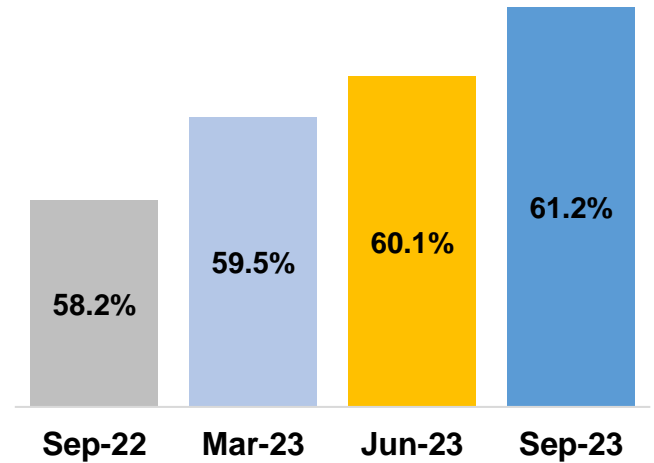
Well capitalized

Gross Stage-3



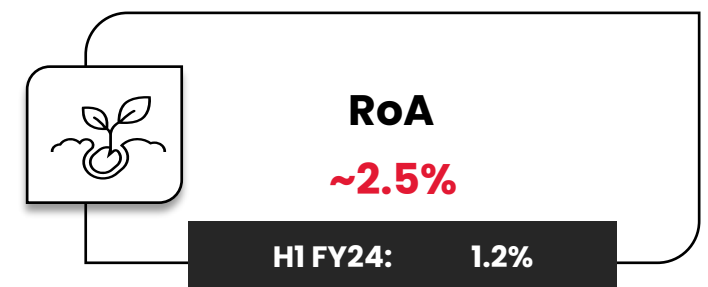
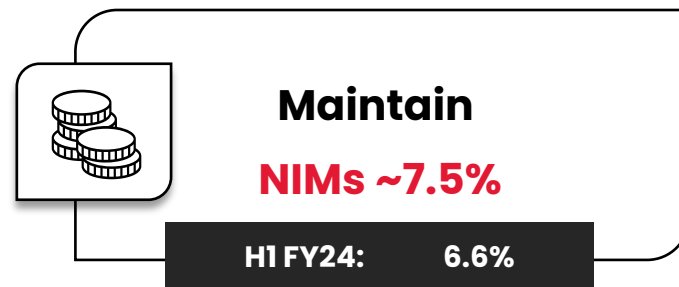
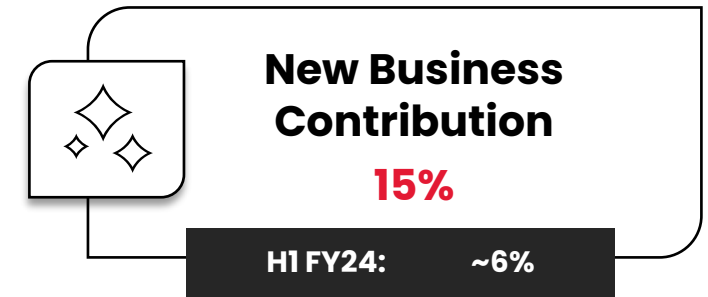
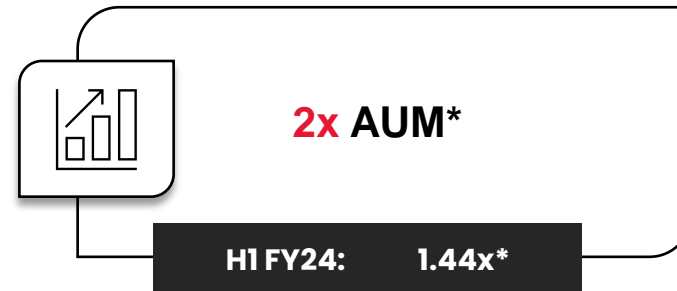
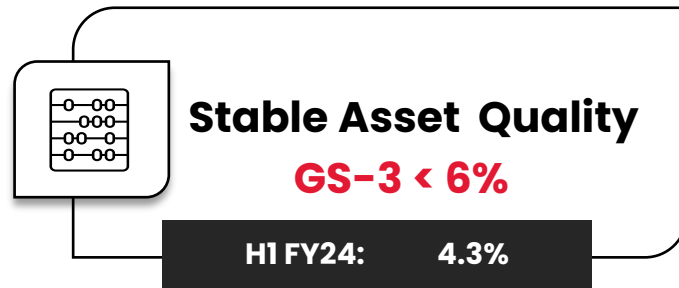
Asset Quality under control

Stage 3 - Coverage Ratio



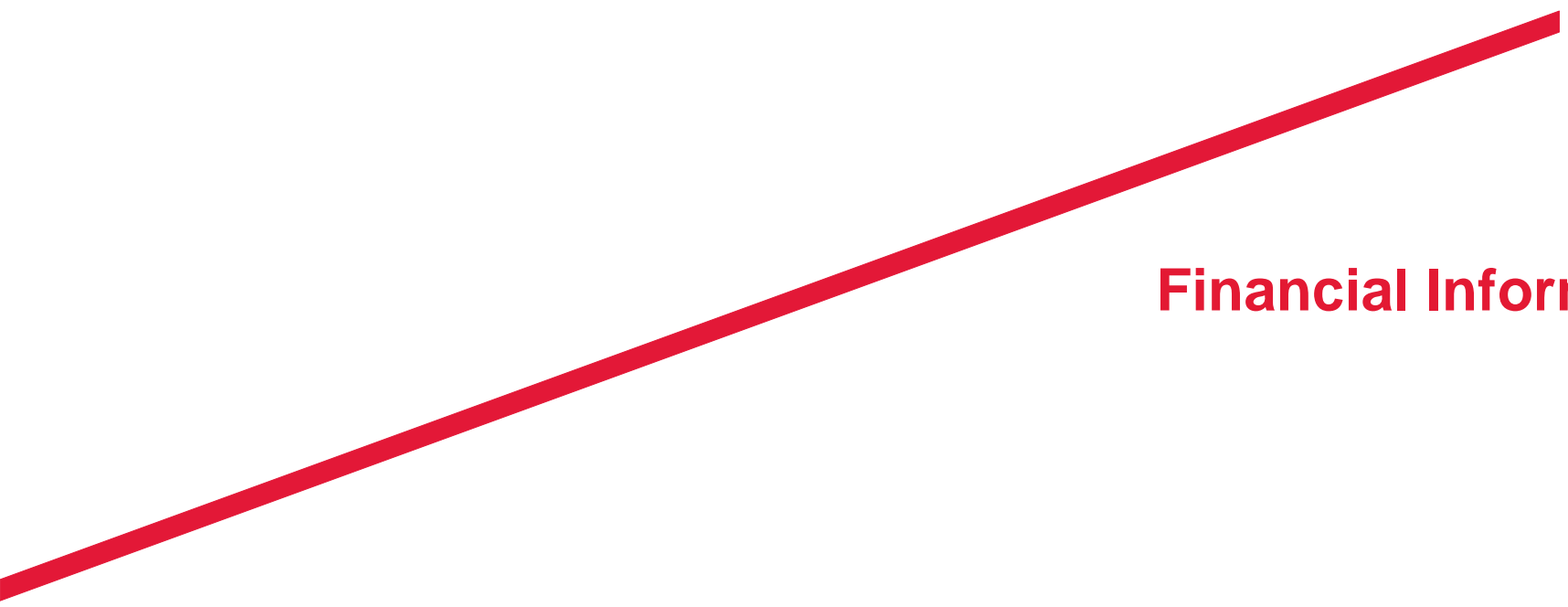
Prudent

On path to achieving Mission 2025: Progress (H1 FY24)



* Refers to growth over Business Assets of FY22

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Financial Information – Standalone

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Disbursement and Collection Trends

on Standalone Basis

Historical Disbursements (INR crores)	Q1	Q2	Q3	Q4	FY/YTD
FY 2024	12,165	13,315	-	-	25,480
FY 2023	9,472	11,824	14,467	13,778	49,541
FY 2022	3,872	6,475	8,032	9,202	27,581

Collection Efficiency [^]	Q1	Jul	Aug	Sep	Q2	Q3	Q4	FY
FY 2024	94%	96%	96%	97%	96%	-	-	-
FY 2023	94%	97%	96%	98%	97%	95%	99%	96%
FY 2022	80%	95%	95%	100%	98%	95%	100%	93%

[^] Computed as (Current month demand collected + Overdues collected)/(Current month demand due for the month) Without considering restructured contracts

Break down of Disbursements

on Standalone Basis

Asset Class (Rs. Crores)	Q2 FY 24	Q2 FY 23	Y-o-Y	Half Year ended Sep – 23	Half Year ended Sep – 22	Y-o-Y	Year ended March – 23
Auto/ Utility vehicles	5,117 (38%)	4,151 (35%)	23%	9,384 (37%)	7,251 (34%)	29%	16,496 (33%)
Tractors	1,280 (10%)	1,143 (10%)	12%	2,847 (11%)	2,409 (11%)	18%	5,872 (12%)
Cars	2,455 (19%)	1,971 (17%)	25%	4,841 (19%)	3,660 (17%)	32%	8,704 (18%)
Commercial vehicles and Construction equipments	1,511 (11%)	1,183 (10%)	28%	2,820 (11%)	2,286 (11%)	23%	5,948 (12%)
Pre-owned vehicles	2,334 (18%)	1,948 (16%)	20%	4,400 (17%)	3,482 (16%)	26%	8,262 (17%)
SME	432 (3%)	1,242 (10%)	-65%	816 (3%)	1,873 (9%)	-56%	3,483 (7%)
Others*	186 (1%)	186 (2%)	0%	372 (1%)	335 (1%)	11%	776 (1%)
Total	13,315	11,824	13%	25,480	21,296	20%	49,541

* Others include Personal and Consumer Loans

Figures in bracket indicate Share of Overall Disbursements

Break down of Business Assets

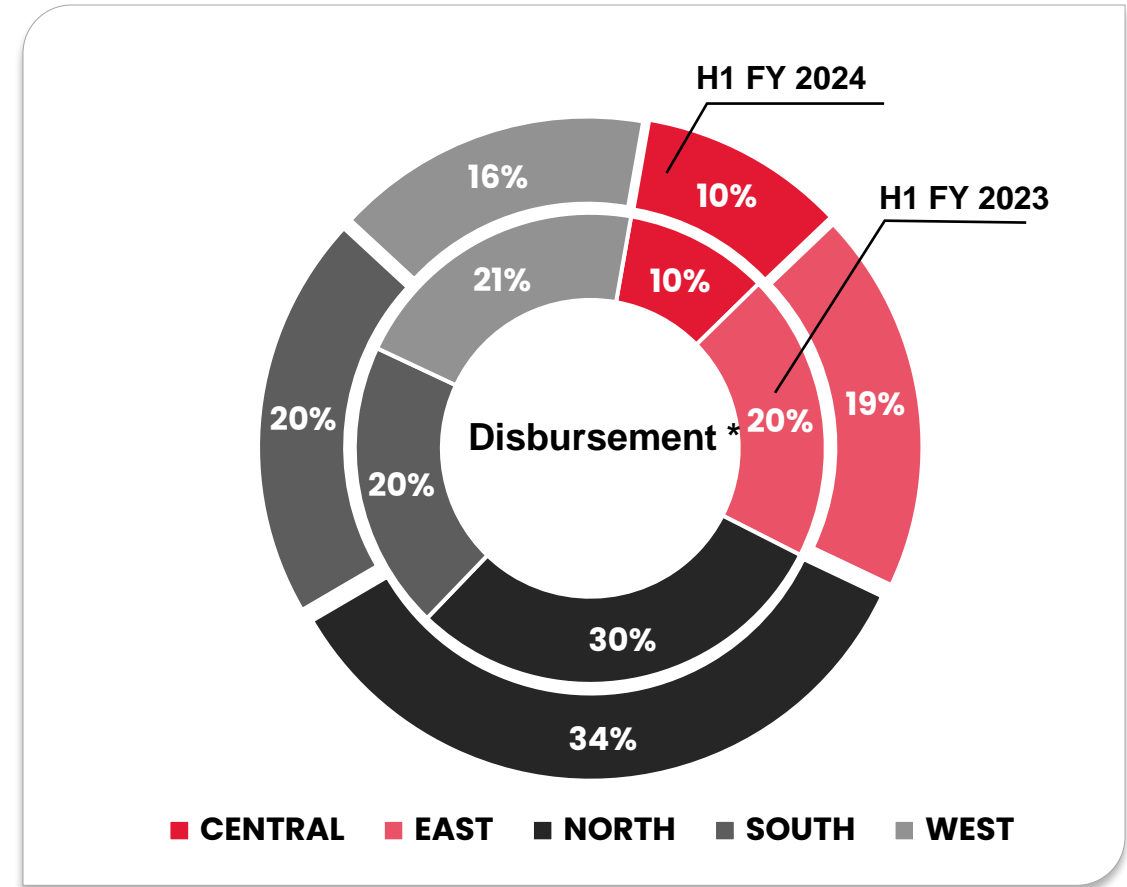
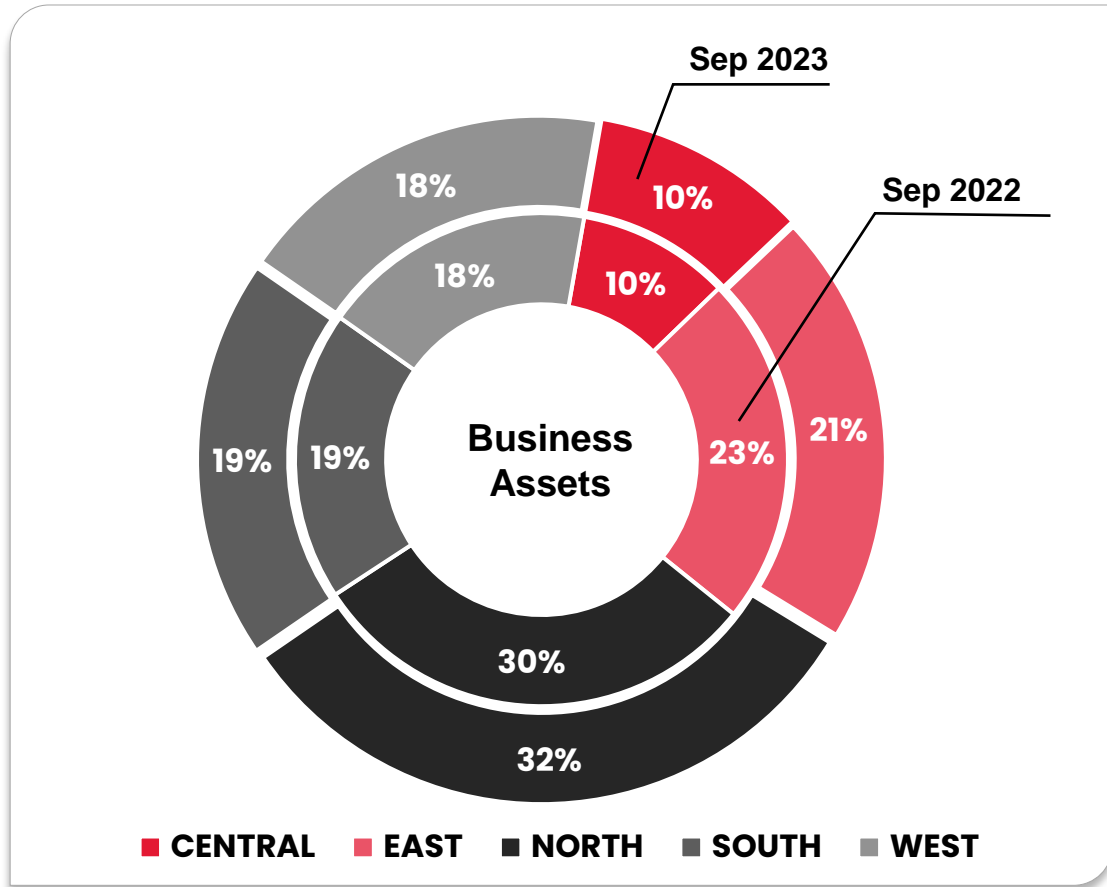
on Standalone Basis

Asset Class	Half Year ended Sep – 23	Half Year ended Sep – 22	Year ended March – 23
Auto/ Utility vehicles	33%	31%	33%
Tractors	13%	14%	14%
Cars	19%	20%	20%
Commercial vehicles and Construction equipments	11%	11%	11%
Pre-owned vehicles	12%	11%	12%
SME	5%	5%	5%
Others	7%	8%	5%
Contribution of M&M assets in Business Assets	44%	42%	44%

* Others include Trade Advances, Personal and Consumer Loans, Finance Lease Receivables

Break down by Geography

on Standalone Basis



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

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

CENTRAL: Chhattisgarh, Madhya Pradesh

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

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

* Prepared on Finance Amount

Broad Based Liability Mix

on Standalone Basis

Funding Mix by Investor Category



Investor Type	Sep' 23		Jun' 23	Mar'23
	Amount	% Share	% Share	% Share
Banks / Financial Institutions	48,828	57.2%	55.1%	57.4%
Mutual Funds	7,781	9.1%	8.9%	6.1%
Insurance & Pension Funds	14,921	17.5%	18.4%	17.3%
FIs & Corporates	6,249	7.3%	7.5%	9.6%
Others	7,600	8.9%	10.1%	9.6%
Total	85,378	100%	100%	100%

Funding Mix by type of Instrument



Instrument Type	Sep' 23		Jun'23	Mar'23
	Amount	% Share	% Share	% Share
NCDs	21,487	25.2%	25.9%	26.7%
Retail NCDs	3,825	4.5%	4.8%	5.1%
Bank / FI Loans	38,599	45.2%	41.6%	40.3%
Offshore Borrowings	2,713	3.2%	3.4%	4.1%
Fixed Deposits	5,830	6.8%	6.9%	7.4%
CP, ICD, TREPS	7,767	9.1%	10.3%	7.5%
Securitisation/ Assignment	5,157	6.0%	7.1%	8.9%
Total	85,378	100%	100%	100%

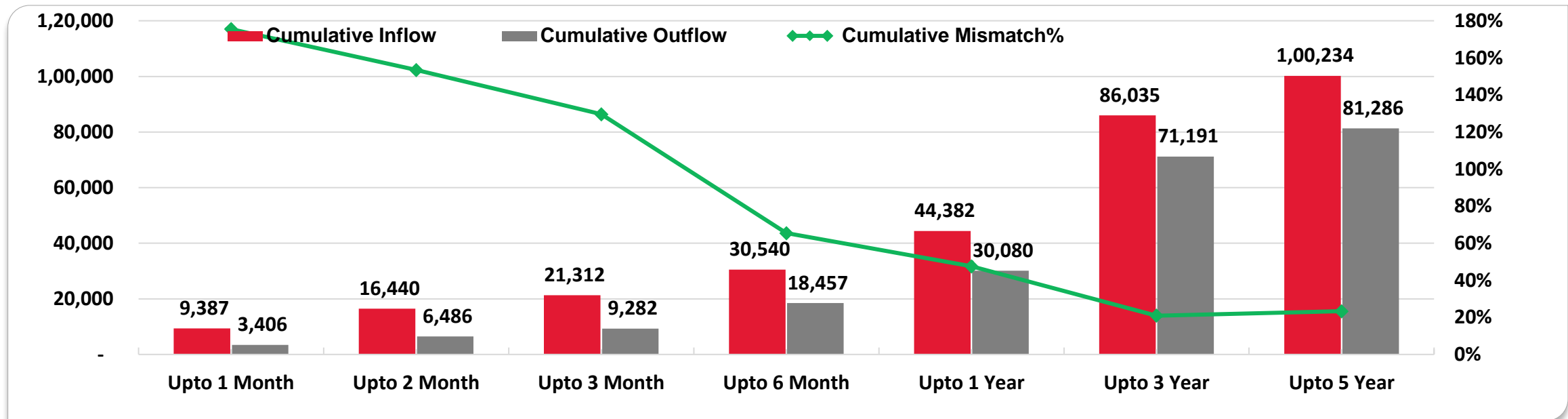
Computed based on FV/ Principal value

^ Based on holding as at respective period ends

All figures in INR crores

ALM Position and Liability Maturity

All figures in INR crores



Liability Maturity [^]	Oct-23	Nov-23	Dec-23	Q3 FY24	Jan-24	Feb-24	Mar-24	Q4 FY24	Next 6 months
Bank Loans	1,196	215	1,450	2,861	773	651	2,443	3,867	6,728
Market Instruments (NCD/ CP etc.)	1,388	2,000	925	4,313	1,285	1,117	1,825	4,227	8,540
Others (FD/ ICD)	228	203	192	623	116	163	127	406	1,029
Total	2,812	2,418	2,567	7,797	2,174	1,931	4,395	8,500	16,297

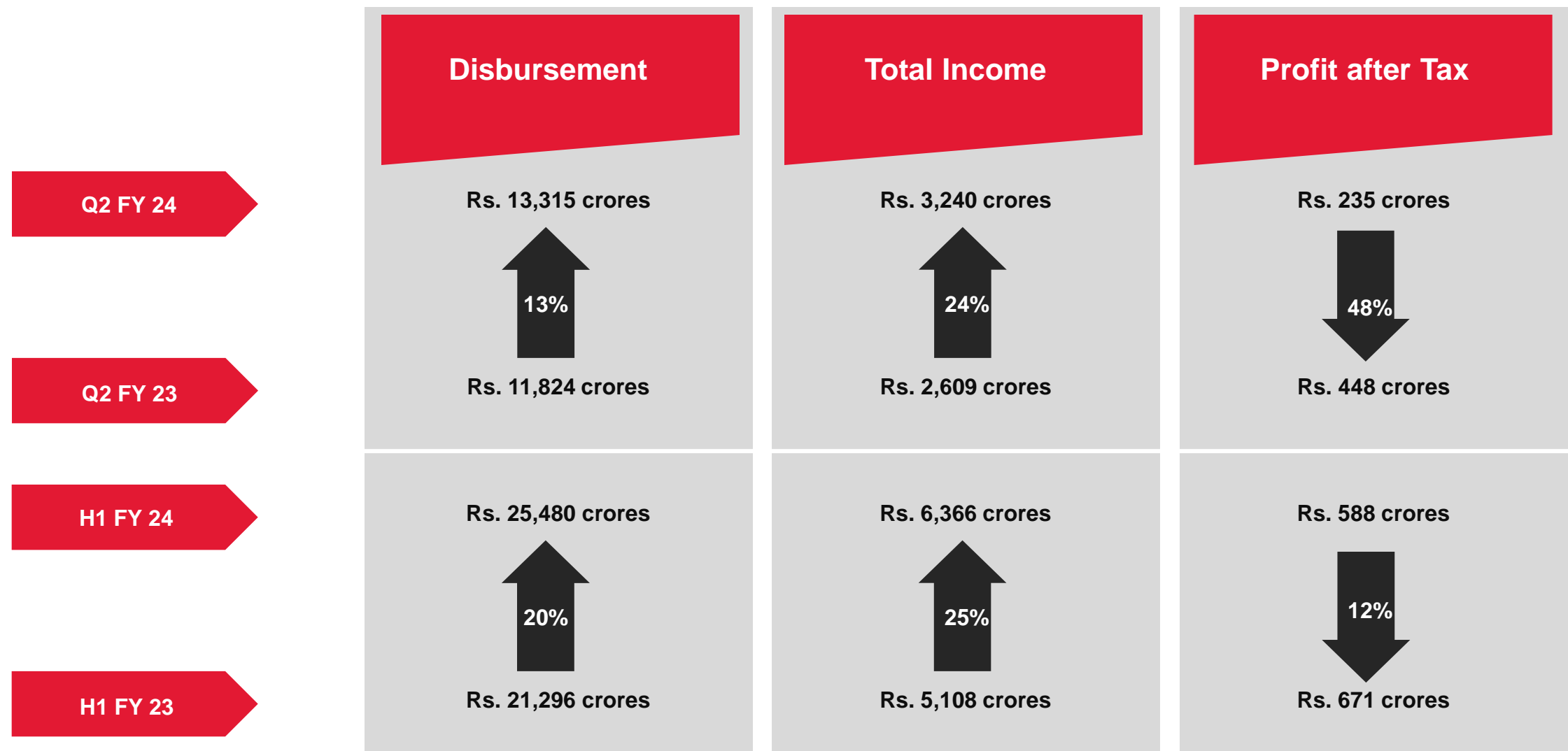
In addition to undrawn sanctioned lines, the Company held Cash/ Liquid investments of ~ INR 8,300 crores

* Based on provisional ALM as on Sep 30, 2023

[^] excl. Securitisation and as on Sep 30, 2023

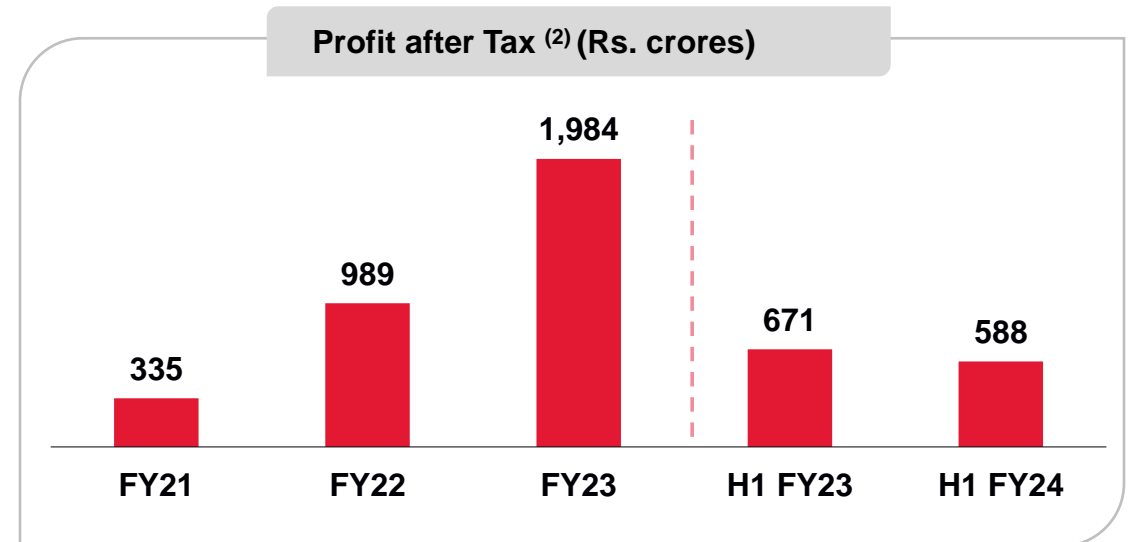
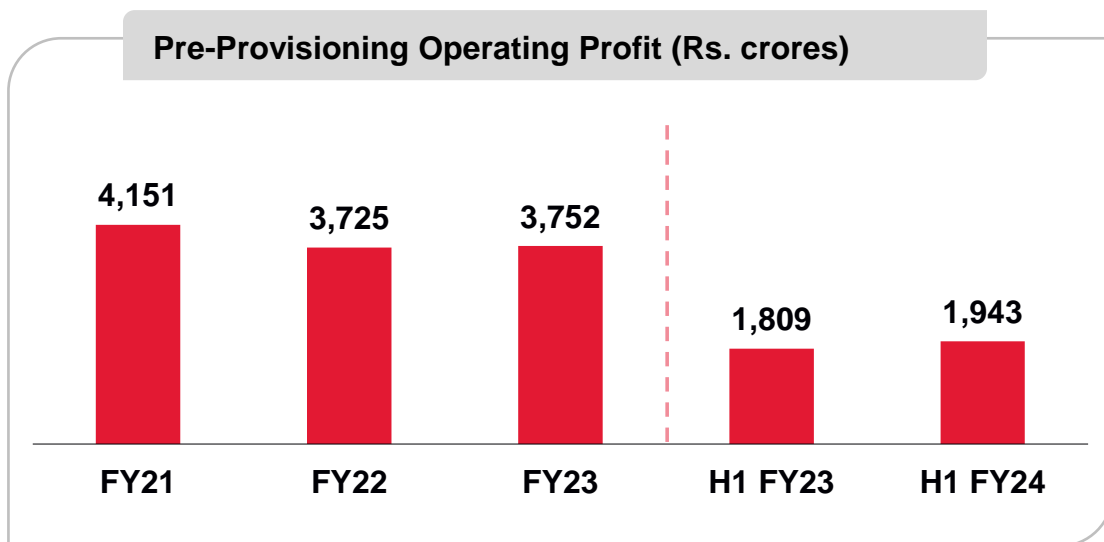
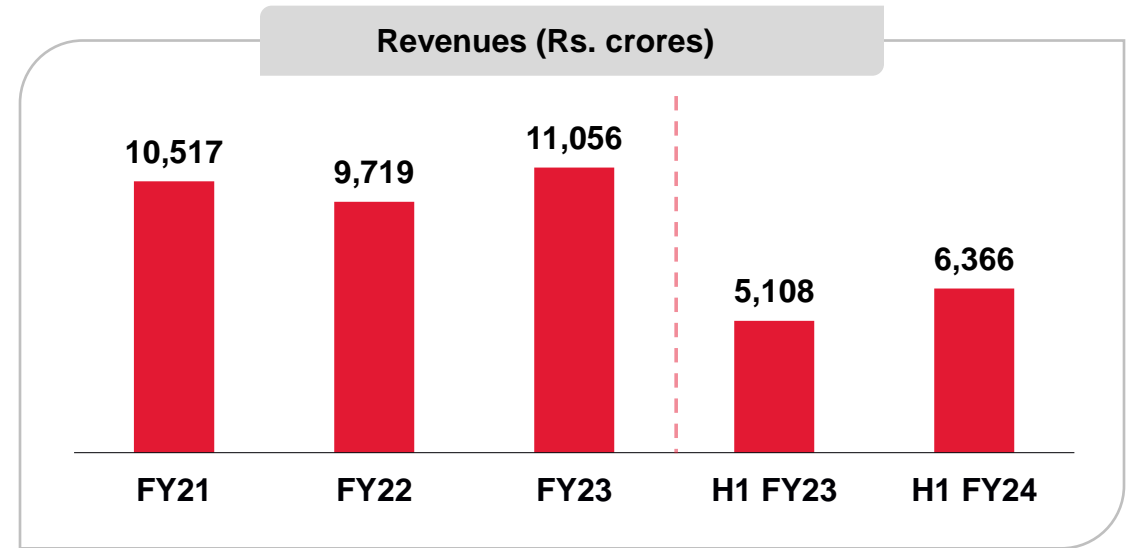
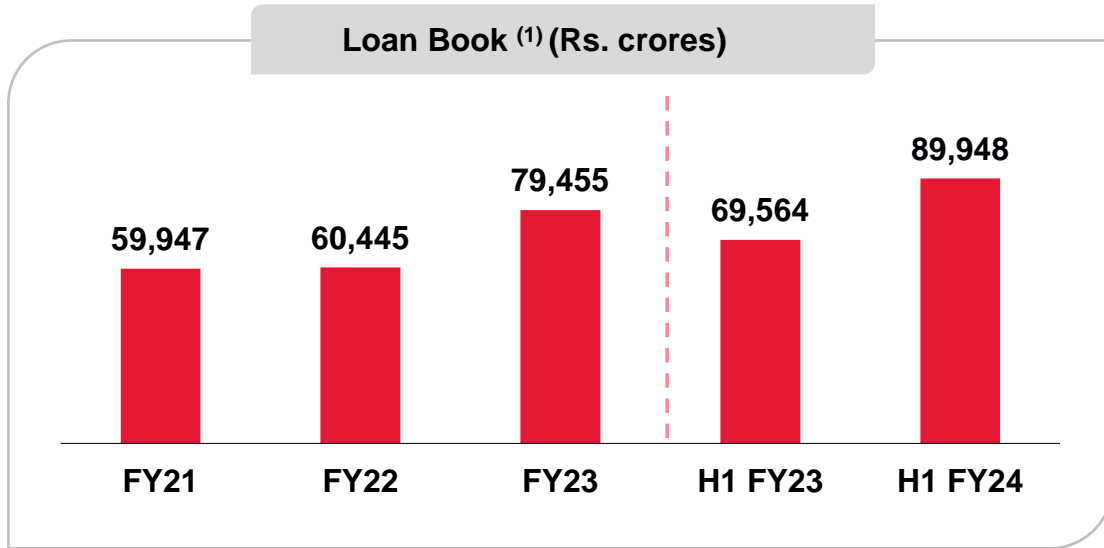
Key Financials

on standalone basis



Growth Trajectory

on standalone basis

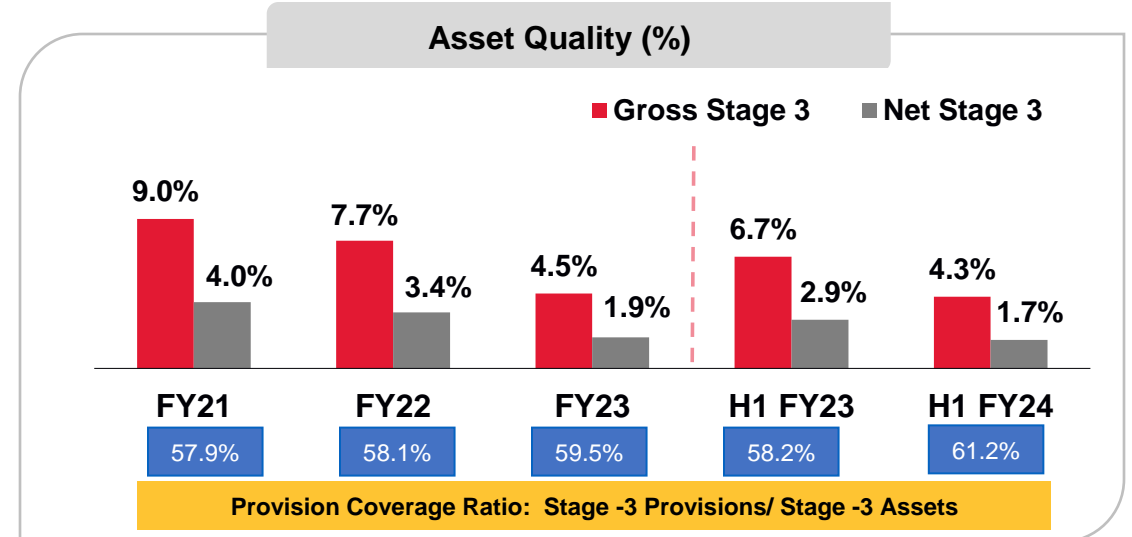
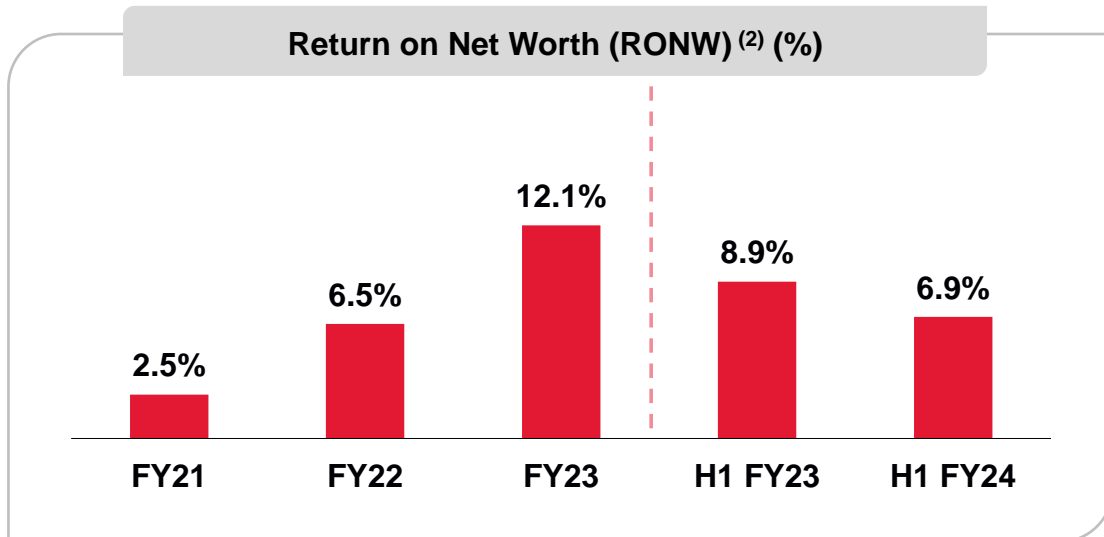
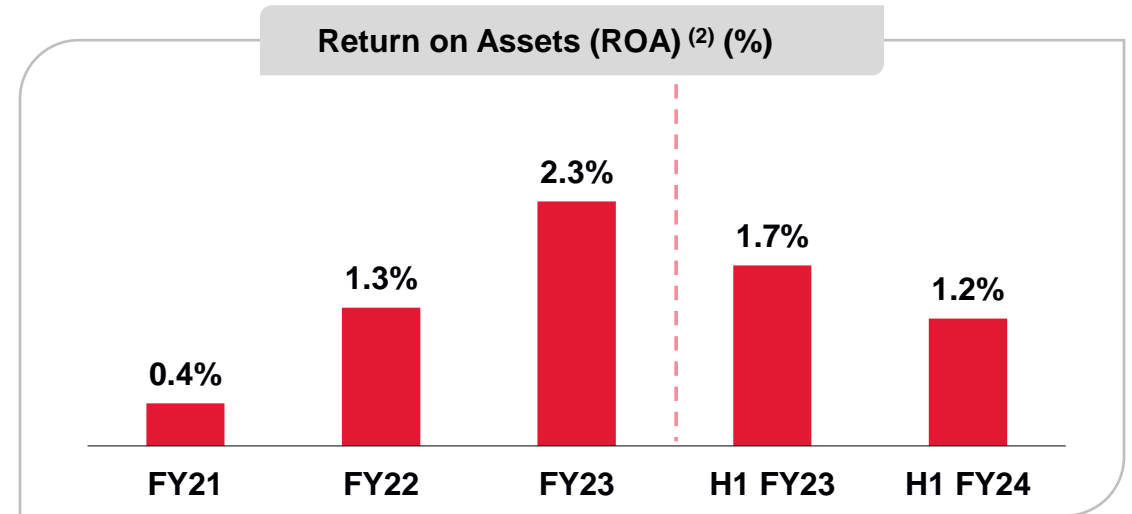
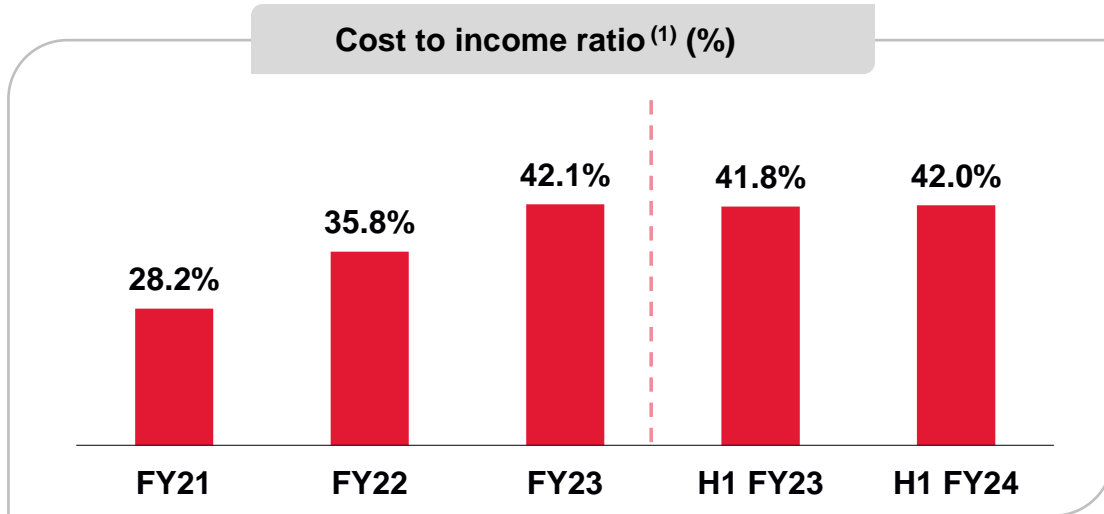


Note :⁽¹⁾ Loan Book net of provisions.

⁽²⁾ PAT post exceptional items.

Financial Performance

on standalone basis



Note : ⁽¹⁾ Cost to Income calculated as Operating Expenses (including depreciation)/(Net Interest Income + Other Income).

⁽²⁾ Annualised - Calculated based on average total assets/ average network

Standalone Profit & Loss Account

Particulars (Rs. in crores)	Q2FY24	Q1FY24	Q-o-Q	Q2FY23	Y-o-Y	FY23
Revenue from operations (A)	3,212	3,085	4%	2,586	24%	10,929
Less: Finance cost (B)	1,566	1,451	8%	1,069	47%	4,577
NII (C= A+B)	1,646	1,634	1%	1,517	8%	6,352
Other Income (D)	28	41	-30%	23	22%	127
Total Income (E=C+D)	1,674	1,675	0%	1,540	9%	6,479
Employee benefits expense (F)	437	418	5%	376	16%	1,584
Other expenses (G)	238	203	17%	255	-6%	956
Depreciation and amortization (H)	56	54	3%	46	22%	187
Total Expenses (I=F+G+H)	731	675	8%	677	8%	2,727
Pre-Provisioning Operating Profit (J=E-I)	943	1,000	-6%	863	9%	3,752
Provisions and write-offs (K)	627	526	19%	198	216%	999
Profit before Exceptional items (L=J-K)	316	474	-33%	665	-52%	2,753
Exceptional Items (M)*	-	-		(55)		(55)
Profit before Tax (N=L+M)	316	474	-33%	610	-48%	2,698
Tax expense (O)	81	121	-33%	162	-50%	714
Net Profit after Taxes (P=N-O)	235	353	-33%	448	-48%	1,984

* Provision towards impairment made on investment in the Sri Lanka subsidiary due to evolving economic crisis resulting in currency devaluation

Figures re-grouped and rounded where found relevant

Standalone Profit & Loss Account

Particulars (Rs. in crores)	H1FY24	H1FY23	Y-o-Y	FY23
Revenue from operations (A)	6,297	5,072	24%	10,929
Less: Finance cost (B)	3,017	2,001	51%	4,577
NII (C= A+B)	3,280	3,071	7%	6,352
Other Income (D)	69	36	94%	127
Total Income (E=C+D)	3,349	3,107	8%	6,479
Employee benefits expense (F)	854	729	17%	1,584
Other expenses (G)	442	487	-9%	956
Depreciation and amortization (H)	110	82	35%	187
Total Expenses (I=F+G+H)	1,406	1,298	8%	2,727
Pre-Provisioning Operating Profit (J=E-I)	1,943	1,809	7%	3,752
Provisions and write-offs (K)	1,153	844	37%	999
Profit before Exceptional items (L=J-K)	790	965	-18%	2,753
Exceptional Items (M)*	-	(55)	-	(55)
Profit before Tax (N=L+M)	790	910	-13%	2,698
Tax expense (O)	202	240	-16%	714
Net Profit after Taxes (P=N-O)	588	671	-12%	1,984

* Provision towards impairment made on investment in the Sri Lanka subsidiary due to evolving economic crisis resulting in currency devaluation

Figures re-grouped and rounded where found relevant

Standalone Balance Sheet

Particulars (Rs. in crores)	As on Sep 30, 2023	As on Sep 30, 2022	As on Mar 31, 2023
ASSETS			
Financial Asset			
a) Cash and cash equivalents	251	383	250
b) Bank balance other than (a) above	1,742	3,277	2,582
c) Derivative financial instruments	-	22	-
d) Trade Receivables	19	17	22
e) Loans	89,948	69,564	79,455
f) Investments	9,122	10,428	9,989
g) Other Financial Assets	1,751	420	1,589
Financial Asset	102,833	84,111	93,887
Non-Financial Asset			
a) Current tax assets (Net)	589	506	505
b) Deferred tax assets (Net)	748	901	637
c) Property, plant and equipment	755	468	681
d) Intangible assets	66	13	14
e) Other non-financial assets	466	387	493
Non-Financial Assets	2,624	2,275	2,330
Total Assets	105,458	86,386	96,217

Figures re-grouped and rounded where found relevant

Standalone Balance Sheet (Contd.)

Particulars (Rs. in crores)	As on Sep 30, 2023	As on Sep 30, 2022	As on Mar 31, 2023
LIABILITIES AND EQUITY			
Financial Liabilities			
a) Derivative financial instruments	268	226	181
b) Payables			
i) Trade payables	919	766	1,126
ii) Other payables	38	22	40
c) Debt Securities	28,721	22,391	24,745
d) Borrowings (Other than Debt Securities)	47,036	34,761	41,234
e) Deposits	5,811	6,710	5,525
f) Subordinated Liabilities	3,302	3,486	3,442
g) Other financial liabilities	2,030	1,857	2,384
Financial Liabilities	88,125	70,219	78,677
Non-Financial liabilities			
a) Current tax liabilities (Net)	102	124	66
b) Provisions	182	216	261
c) Other non-financial liabilities	93	81	124
Non-Financial Liabilities	377	421	451
Equity			
a) Equity Share capital	247	247	247
b) Other Equity	16,709	15,499	16,842
Equity	16,956	15,746	17,089
Total Equities and Liabilities	105,458	86,386	96,217

Figures re-grouped and rounded where found relevant

Summary & Key Ratios

on standalone basis

Particulars	Half Year ended Sep – 23	Half Year ended Sep – 22	Year ended March – 23
RONW (Avg. Net Worth) - annualised	6.9%	8.9%	12.1%
Debt / Equity	5.01:1	4.28:1	4:39:1
Capital Adequacy	18.7%	23.8%	22.5%
Tier I	16.7%	20.5%	19.9%
Tier II	2.0%	3.3%	2.6%
EPS (Basic) (Rs.)	4.76	5.45	16.09
Book Value (Rs.)	137.2	127.4	138.3
Dividend %	-	-	300%
New Contracts during the period (Nos.)	5,37,917	455,563	1,052,199
No. of employees	26,623	25,615	26,329

Figures restated where found relevant

Spread Analysis

on standalone basis

Particulars	Quarter ended Sep -23	Quarter ended Jun -23	Quarter ended Sep -22	Half Year ended Sep – 23	Half Year ended Sep – 22	Year ended March – 23
Total Loan Income / Average Business Assets	13.1%	13.3%	13.4%	13.1%	13.4%	13.5%
Total Income / Average Assets	12.6%	12.7%	12.7%	12.6%	12.7%	12.9%
Interest cost / Average Assets	6.1%	5.9%	5.2%	6.0%	5.0%	5.3%
Gross Spread	6.5%	6.8%	7.5%	6.6%	7.7%	7.6%
Overheads / Average Assets	2.8%	2.8%	3.3%	2.8%	3.2%	3.2%
Write offs & provisions / Average Assets	2.4%	2.1%	1.0%	2.3%	2.1%	1.2%
Net Spread before Tax	1.2%	1.9%	3.2%*	1.6%	2.3%*	3.1%*
Net Spread after Tax	0.9%	1.4%	2.4%	1.2%	1.7%	2.3%

* After factoring exceptional items of Rs. 55 crores on account of impairment of investment in Mahindra Ideal Finance Ltd, Sri Lanka
Average Assets is computed based on Net Total Assets i.e Total Assets less Provisions

Stage 3 - Analysis

on standalone basis

Particulars (Rs. in crores) except figures in %	Sep 30, 2023	Jun 30, 2023	Sep 30, 2022	Mar 31, 2023	Mar 31, 2022
Business Assets (including Provisions)	93,723	86,732	73,817	82,770	64,961
Gross Stage 3	4,024	3,770	4,942	3,717	4,976
Less: Stage 3 ECL Provisions	2,462	2,267	2,876	2,210	2,890
Net Stage 3	1,562	1,503	2,066	1,507	2,086
Gross Stage 3 as % of Business Assets	4.29%	4.35%	6.70%	4.49%	7.66%
Net Stage 3 as % of Business Assets	1.71%	1.78%	2.91%	1.87%	3.36%
Coverage Ratio (%) – based on Stage 3 ECL	61.2%	60.1%	58.2%	59.5%	58.1%
Stage 1 & 2 provision to Business Assets (%)	1.4%	1.4%	1.8%	1.3%	2.5%
Coverage Ratio (%) – including Stage 1 & 2 provision	93.8%	92.6%	85.8%	88.6%	90.6%
Particulars (in units) except figures in %	Sep 30, 2023	Jun 30, 2023	Sep 30, 2022	Mar 31, 2023	Mar 31, 2022
Contracts under Stage 3 (90 dpd)	100,386	86,520	116,746	85,576	119,202
% of Live Cases under Stage 3	4.2%	3.7%	5.6%	3.8%	5.8%
Repossessed Assets (out of above Stage 3 contracts)	7,726	5,492	9,642	4,117	9,059

Figures restated, re-grouped and rounded where found relevant

Credit Charge

on standalone basis

Particulars (Rs. in crores)	Q2FY24	Q1FY24	Q2FY23	H1FY24	H1FY23	FY23	FY22
Stage-1 Provisions	78	64	59	142	127	117	22
Stage-2 Provisions	10	77	(123)	88	(383)	(651)	295
Stage-3 Provisions	188	72	(281)	259	(14)	(680)	(462)
Provisions – P&L Charge	276	213	(345)	489	(270)	(1,214)	(145)
Write-Offs	351	313	543	664	1,114	2,213	2,513
Total	627	526	198	1,153	844	999	2,368

Figures re-grouped and rounded where found relevant

Stage Wise Provisioning

on standalone basis

Stage-Wise Assets and Provisioning

Rs. in crores	As on 30 th Sep 2023				As on 30 th Jun 2023				As on 31 st Mar 2023			
	Business Assets (Amount and %)		Provisions & Coverage		Business Assets (Amount and %)		Provisions & Coverage		Business Assets (Amount and %)		Provisions & Coverage	
Stage - 1 Assets	84,309	90.0%	702	0.8%	77,435	89.3%	624	0.8%	74,125	89.5%	561	0.8%
Stage - 2 Assets	5,390	5.7%	611	11.3%	5,527	6.4%	601	10.9%	4,928	6.0%	524	10.6%
Stage - 3 Assets	4,024	4.3%	2,462	61.2%	3,770	4.3%	2,267	60.1%	3,717	4.5%	2,210	59.5%
Total	93,723		3,775	4.0%	86,732		3,492	4.0%	82,770		3,295	4.0%

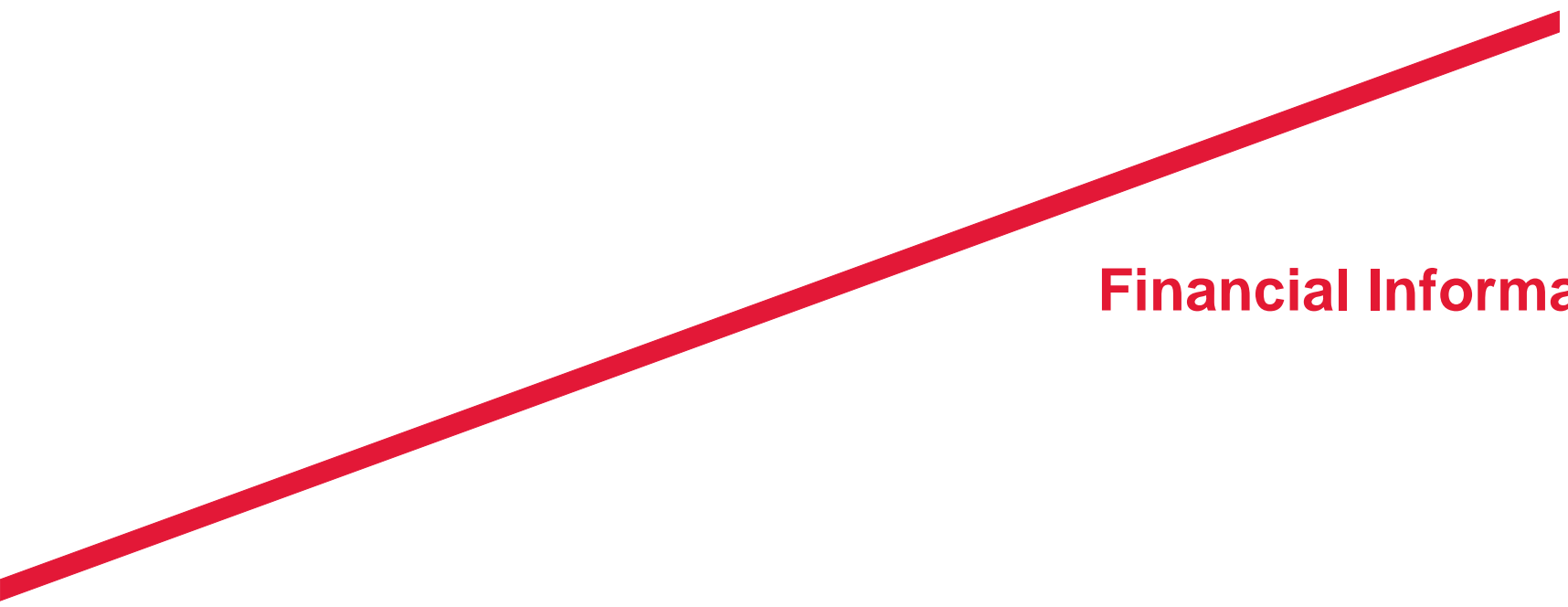
Stage 2 includes restructured assets of Rs. 512 crores as of Q2 FY24; Stage 3 includes restructured assets of Rs. 613 crores as of Q2 FY24;
Restructured assets of Rs. 377 crores already cured, now reclassified under Stage 1

Comparison of IRACP and IND-AS Provisioning requirement

Rs. in crores	IRACP (A)	IND-AS (B)	Difference (B-A)
Stage 1 and Stage 2	409	1,313	904
Stage 3	2,011	2,462	451
Total	2,420	3,775	1355

Figures re-grouped and rounded where found relevant

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Subsidiary Financials



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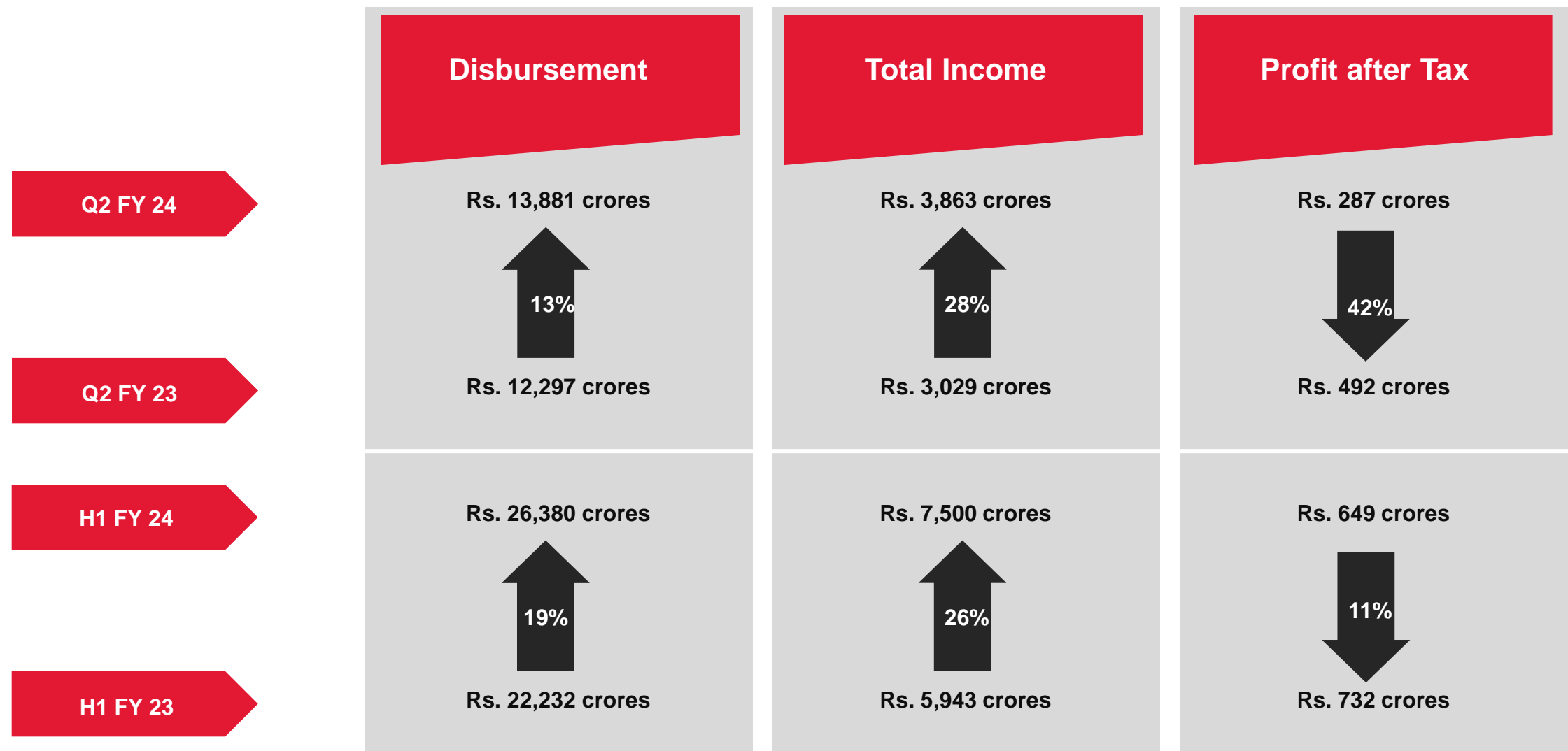


Awards & CSR Initiatives



Key Financials

on consolidated basis



Consolidated Profit & Loss Account

Particulars (Rs. in crores)	Q2 FY 24	Q1FY24	Q-o-Q	Q2FY23	Y-o-Y	FY23
Revenue from operations (A)	3,833	3,583	7%	3,011	27%	12,699
Less: Finance cost (B)	1,703	1,597	7%	1,192	43%	5,094
NII (C= A+B)	2,130	1,986	7%	1,819	17%	7,605
Other Income (D)	30	54	-44%	18	65%	133
Total Income (E=C+D)	2,160	2,040	6%	1,837	18%	7,738
Employee benefits expense (F)	576	559	3%	506	14%	2,115
Other expenses (G)	502	353	42%	357	41%	1,398
Depreciation and amortization (H)	67	66	1%	54	23%	226
Total Expenses (I=F+G+H)	1,145	978	17%	917	25%	3,739
Pre-Provisioning Operating Profit (J=E-I)	1,015	1,062	-4%	920	10%	3,999
Provisions and write-offs (K) ^	646	593	9%	208	211%	1,182
Profit before Exceptional items (L=J-K)	369	469	-21%	712	-48%	2,817
Exceptional Items (M)	-	-	-	(56)	NA	-56
Share of Profit of Associates (N)	14	14	3%	12	19%	43
Profit before taxes (O= L+M+N)	383	483	-21%	668	-43%	2,804
Tax expense (P)	96	121	-20%	176	-45%	733
Net Profit after Taxes (Q=O-P)	287	362	-21%	492	-42%	2,071

Figures re-grouped and rounded where found relevant

Consolidated Profit & Loss Account

Particulars (Rs. in crores)	H1FY24	H1FY23	Y-o-Y	FY23
Revenue from operations (A)	7,416	5,913	25%	12,699
Less: Finance cost (B)	3,300	2,244	47%	5,094
NII (C= A+B)	4,116	3,669	12%	7,605
Other Income (D)	84	30	178%	133
Total Income (E=C+D)	4,200	3,699	14%	7,738
Employee benefits expense (F)	1,135	982	16%	2,115
Other expenses (G)	855	684	25%	1,398
Depreciation and amortization (H)	133	98	36%	226
Total Expenses (I=F+G+H)	2,123	1,764	20%	3,739
Pre-Provisioning Operating Profit (J=E-I)	2,077	1,935	7%	3,999
Provisions and write-offs (K) ^	1,239	916	35%	1,182
Profit before Exceptional items (L=J-K)	838	1,019	-18%	2,817
Exceptional Items (M)	-	(56)		-56
Share of Profit of Associates (N)	28	23	19%	43
Profit before taxes (O= L+M+N)	866	986	-12%	2,804
Tax expense (P)	217	254	-15%	733
Net Profit after Taxes (Q=O-P)	649	732	-11%	2,071

Figures re-grouped and rounded where found relevant

Consolidated Balance Sheet

Particulars (Rs. in crores)	As on Sep 30, 2023	As on Sep 30, 2022	As on Mar 31, 2023
ASSETS			
Financial Asset			
a) Cash and cash equivalents	465	556	587
b) Bank balance other than (a) above	1,967	3,485	3,480
c) Derivative financial instruments		22	-
d) Trade Receivables	168	77	98
e) Loans	96,720	76,621	86,456
f) Investments	9,065	10,461	10,063
g) Other Financial Assets	1,814	474	1,664
Financial Asset	110,199	91,696	1,02,348
Non-Financial Asset			
a) Current tax assets (Net)	682	547	569
b) Deferred tax Assets (Net)	862	1,015	746
c) Property, plant and equipment (includes CWIP)	923	581	855
d) Intangible assets (includes under development)	77	2	18
e) Other non-financial assets	521	455	549
Non-Financial Assets	3,065	2,600	2,737
Total Assets	113,264	94,296	1,05,085

Figures re-grouped and rounded where found relevant

Consolidated Balance Sheet (Contd.)

Particulars (Rs. in crores)	As on Sep 30, 2023	As on Sep 30, 2022	As on Mar 31, 2023
LIABILITIES AND EQUITY			
Financial Liabilities			
a) Derivative financial instruments	268	226	181
b) Payables			
i) Trade payables	1,134	894	1,246
ii) Other payables	38	22	40
c) Debt Securities	31,351	25,378	27,913
d) Borrowings (Other than Debt Securities)	49,553	37,177	44,154
e) Deposits	5,757	6,577	5,459
f) Subordinated Liabilities	3,763	3,946	3,903
g) Other financial liabilities	2,300	2,239	2,965
Financial Liabilities	94,164	76,559	85,861
Non-Financial liabilities			
a) Current tax liabilities (Net)	111	127	74
b) Provisions	221	264	309
c) Other non-financial liabilities	126	89	139
Non-Financial Liabilities	458	480	522
Equity			
a) Equity Share capital	247	247	247
b) Other Equity	18,359	16,870	18,313
c) Non-controlling interests	36	140	141
Equity (incl. attributable to minority investors)	18,642	17,257	18,701
Total Equities and Liabilities	113,264	94,296	1,05,085

Figures re-grouped and rounded where found relevant

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Mahindra Rural Housing Finance Limited

Particulars (Rs. in crores)	Q2FY24	Q2FY23	H1FY24	H1FY23	Year ended March -23
Loans disbursed	482	425	771	821	2,004
Loans & Advances (net)	6,625	6,927	6,625	6,927	6,845
Total income	331	328	673	657	1,350
PBT	15	42	-15	44	26
PAT	12	31	-11	34	22
Net-worth	1,472	1,489	1,472	1,489	1,482
Gross Stage 3 %	12.04%	15.13%	12.04%	15.13%	10.46%
Net Stage 3 %	8.57%	11.38%	8.57%	11.38%	7.80%

- **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 Welfare Trust and Employees – 1.57%
- **Reach:** Currently spread in 16 States & 3 Union Territory

Figures re-grouped and rounded where found relevant

Mahindra Insurance Brokers Limited

Particulars (Rs. in crores)	Q2FY24	Q2FY23	H1FY24	H1FY23	Year ended March -23
No. of Policies for the Period (nos.)	5,83,086	6,35,351	11,12,920	11,51,327	29,10,954
Net Premium	864	743	1,708	1,370	3,420
Total income	289	94	453	183	427
PBT	38	8	62	11	46
PAT	29	6	46	8	34
No. of employees (nos.)	701	857	701	857	765

- **Business Area:** Licensed by IRDAI for undertaking insurance broking in Life, Non-Life and reinsurance businesses
- **Shareholding pattern:** MMFSL – 100%*

* MIBL became wholly owned subsidiary of the company w.e.f 22nd September 2023.

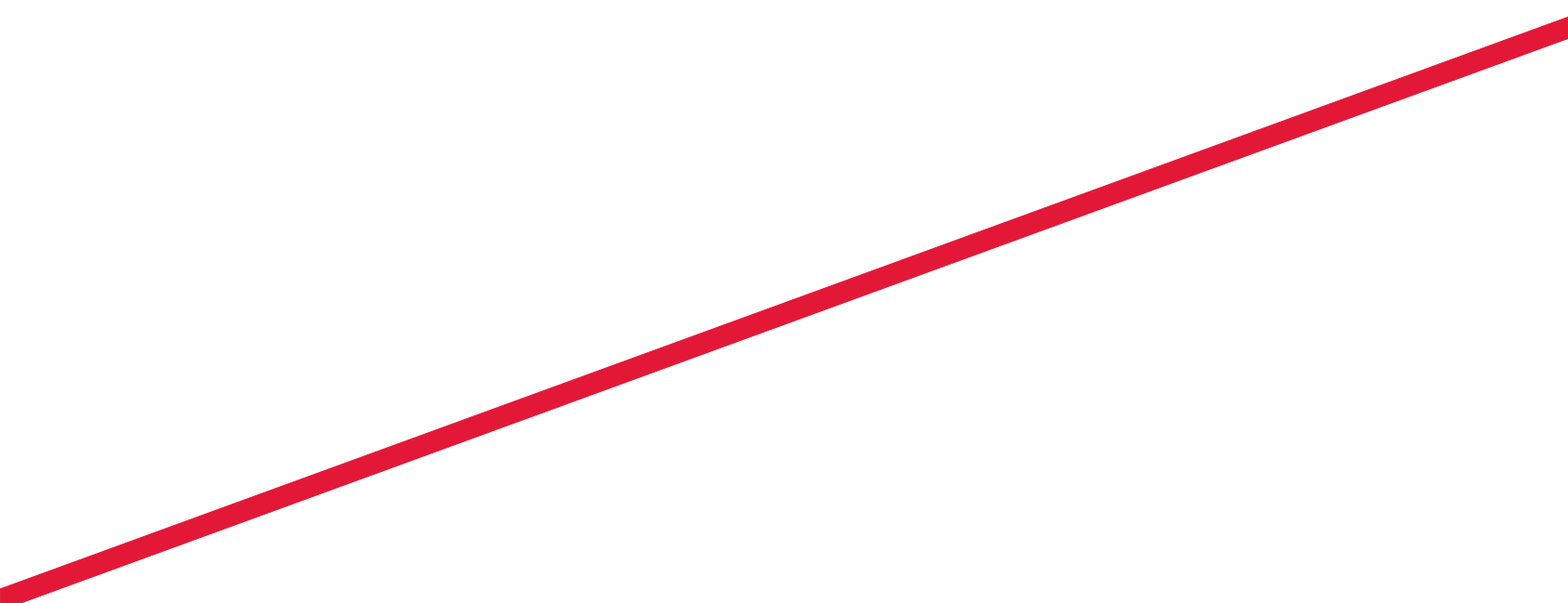
Particulars (in LKR Mn)	Q2FY24	Q2FY23	H1FY24	H1FY23	Year ended March -23
Loans disbursed	3,225	2,208	4,963	4,416	9,907
Loans & Advances (net)	6,563	6,357	6,563	6,357	7,124
Total income	588	460	1,149	857	1,924
PBT*	90	59	168	105	248
PAT	30	18	55	33	87
Net-worth	2,890	2,779	2,890	2,779	2,835
Gross Stage 3 % (including Gold loans)	16.7%	16.7%	16.7%	16.7%	20.5%
Net Stage 3 % (including Gold loans)	14.6%	13.0%	14.6%	13.0%	18.7%

- **Business Area:** Provide Gold loans and lease/ loan against vehicles in Sri-Lankan market
- **Shareholding pattern:** MMFSL holds 58.2% stake.
- **Reach:** 30 branches across Sri Lanka

* before VAT and Income Tax

Figures re-grouped and rounded where found relevant

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Company Background

Parentage

Mahindra & Mahindra Financial Services Limited (“MMFSL”) is a subsidiary of Mahindra and Mahindra Limited (M.Cap: Rs 1.87 trillion)*

About MMFSL

MMFSL (M.Cap: Rs 333 billion)*, one of India’s leading non-banking finance companies focused in the rural and semi-urban sector

Key Business Area

Primarily operates in the business of financing purchase of new and pre-owned auto and utility vehicles, tractors, cars, CV/ CE and SME Financing

Vision

MMFSL’s vision is to be a Leading and responsible financial solutions partner of choice for Emerging India

Reach

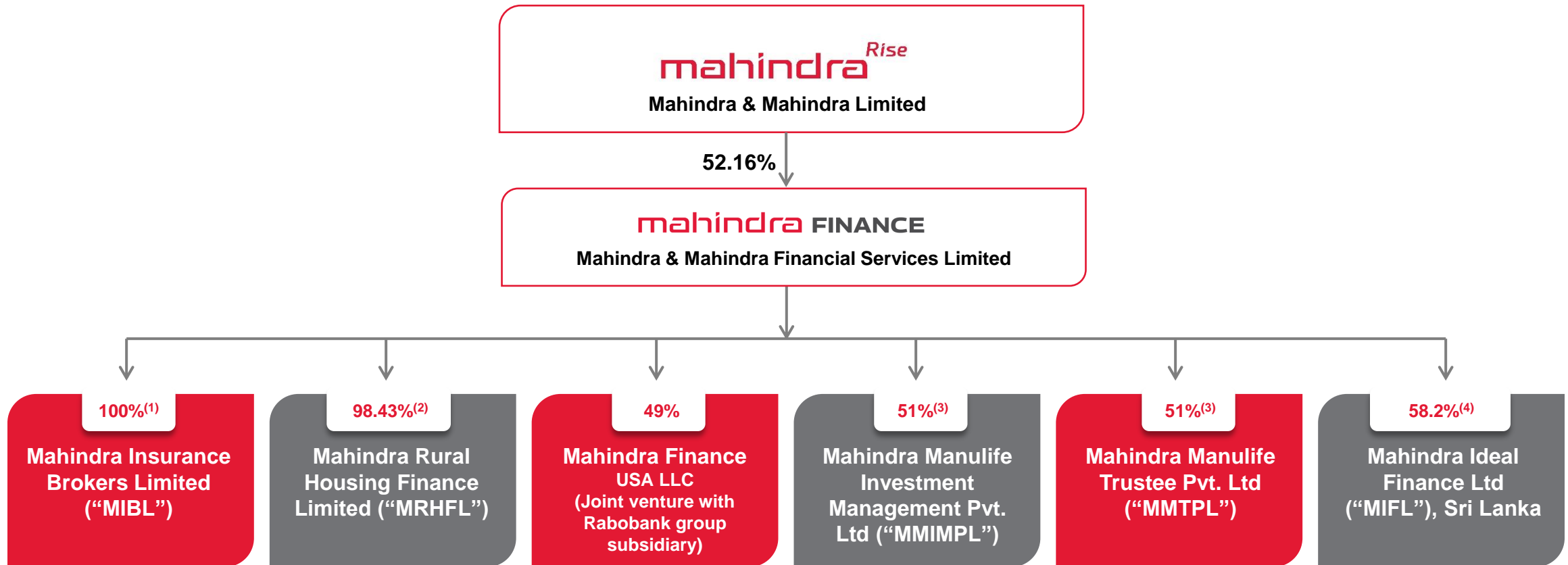
Has 1,368 offices covering 27 states and 7 union territories in India, with over 9.5 million customer contracts since inception

Credit Ratings

All rating agencies – CRISIL, India Ratings, CARE ad Brickwork has assigned AAA/Stable rating to the Company’s long term and subordinated debt

*Source: Market capitalisation as of 26th October 2023 from BSE website

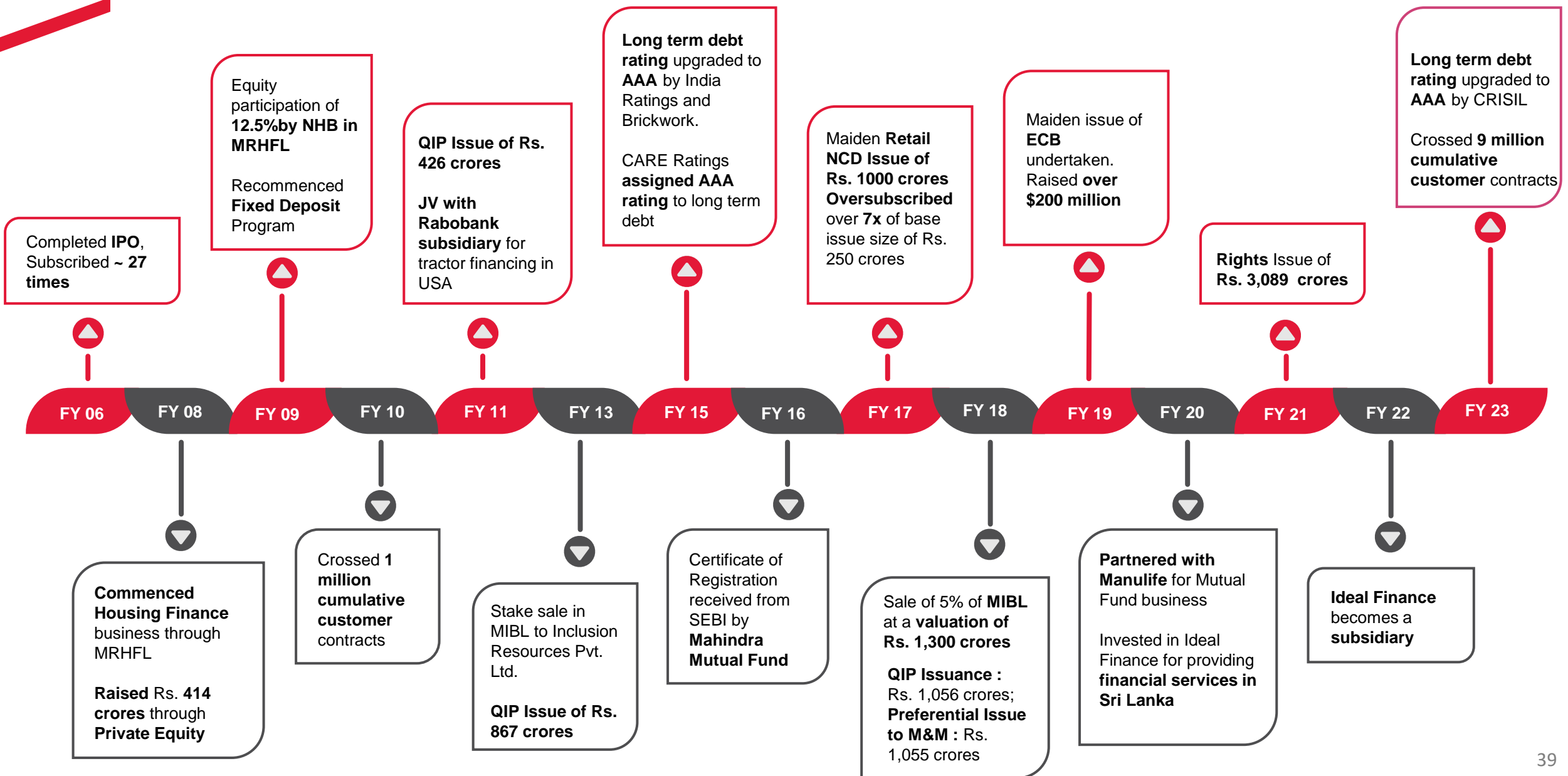
MMFSL Group structure



Note:

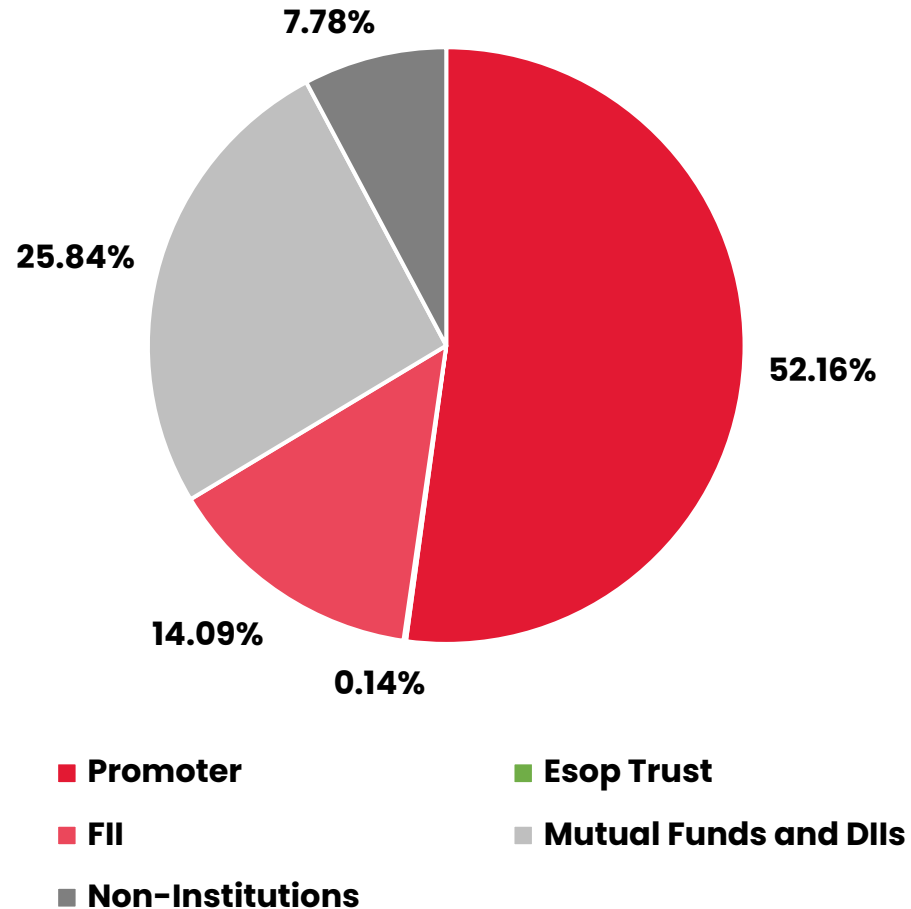
1. MIBL became wholly owned subsidiary of the company w.e.f 22nd September 2023.
2. Balance 1.57% held by MRHFL Employee Welfare Trust and employees
3. Manulife Investment Management (Singapore) Pte. Ltd. holds 49% of the shareholding of MMIMPL and MMTPL.
4. MIFL wef 8th July 2021 is a subsidiary of the Company

Our Journey



Shareholding Pattern (as on Sep 30, 2023)

Shareholding Pattern

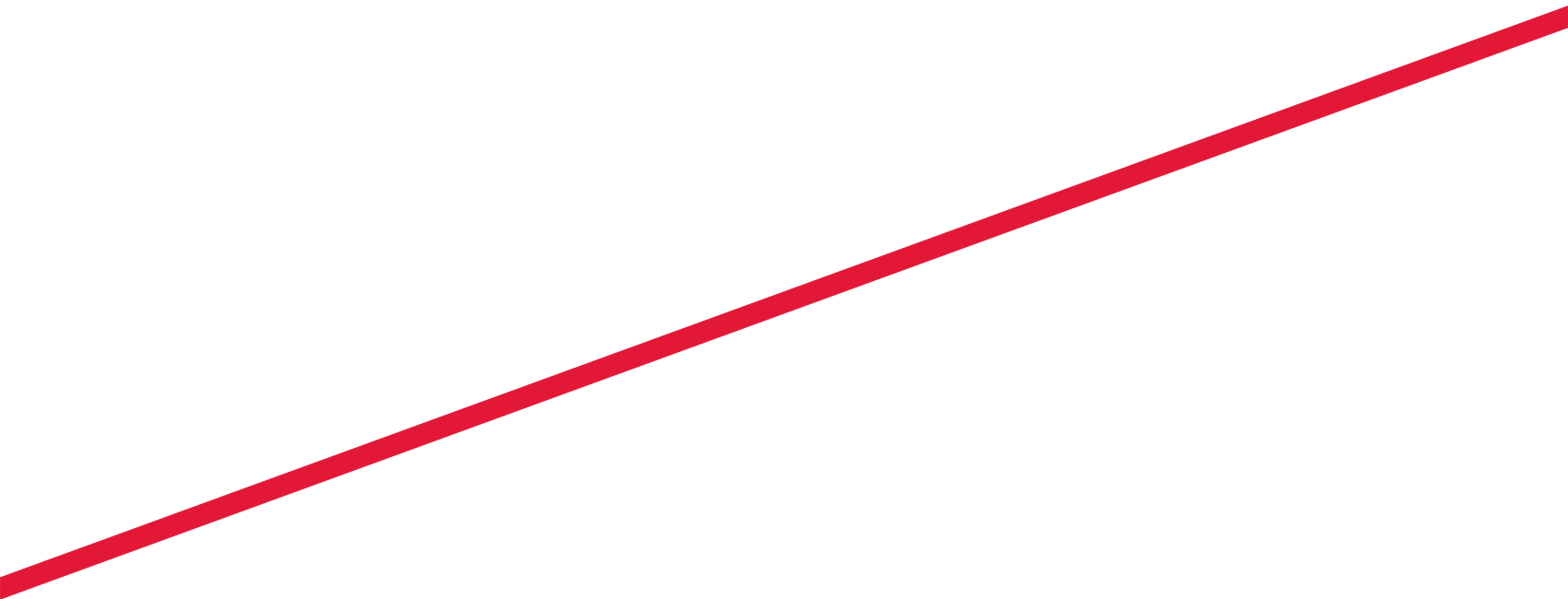


Top 10 Public Shareholders

- Life Insurance Corporation of India
- HDFC Life Insurance Company Limited
- HDFC Mutual Fund
- ICICI Prudential Mutual Fund
- Kotak Funds – India Midcap Fund
- Kotak Mahindra Mutual Fund.
- SBI Mutual Fund
- Axis Mutual Fund
- Government Pension Fund Global
- Nippon Life India Mutual Fund

Mahindra & Mahindra Limited holds a stake of 52.16% in the Company

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Business Strategy




Deepen presence in emerging India – age, income, aspiration, digital behaviour




Diversify product portfolio: Nurture & Scale SME, digital finance, leasing and foray into other lending / non-lending financial solutions




Strengthen risk culture and governance within the organization through continuous refinement of risk policies & systems, and risk trainings




Grow wallet share for existing customer base through data driven **cross-selling** and **direct marketing initiatives**




Ensure stable asset quality with rigorous underwriting practices, scorecards, early warning signals and robust collections tools



Continue to evolve tech architecture and **enhance digital capabilities** to improve customer experience and employee productivity



Maintain broad base liability mix and **optimize** borrowing profile through tenor, sourcing and investor mix



Leverage synergies across group companies and **“Mahindra” Ecosystem**

Transformation priorities

01

Stabilize Asset Quality

Focus on bringing the volatility down

02

Recharge Growth

Build high quality diversified business

03

Strengthen Tech & Digital

Data informed thinking

04

Future Ready Human Capital

High Performing Organisation

Sustainable profitable growth: Mission 2025



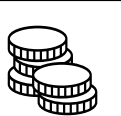
Stable Asset Quality
GS-3 < 6%



2x AUM



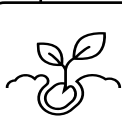
New Business Contribution
15%



Maintain
NIMs ~7.5%



Operating Leverage
Cost To
Assets ~2.5%

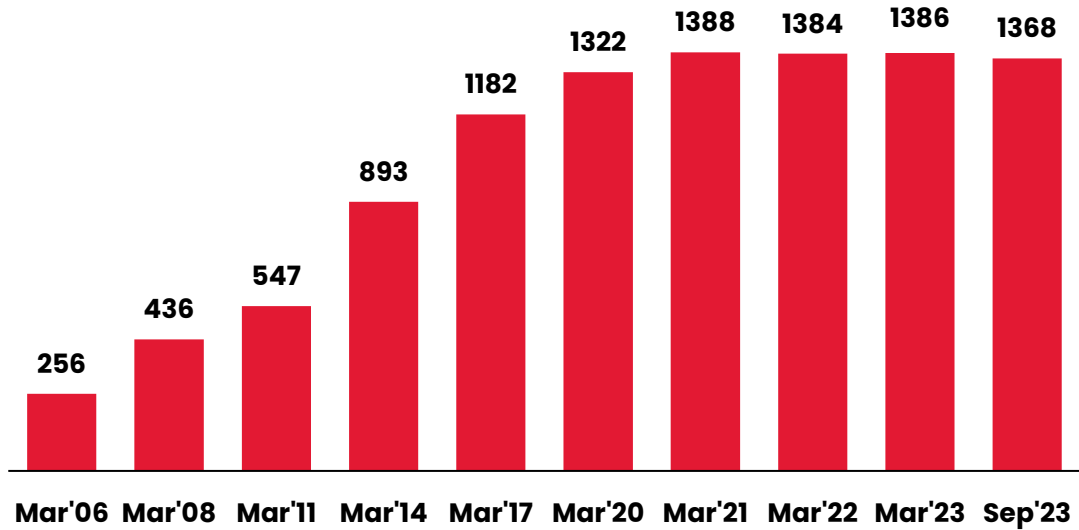


RoA
~2.5%

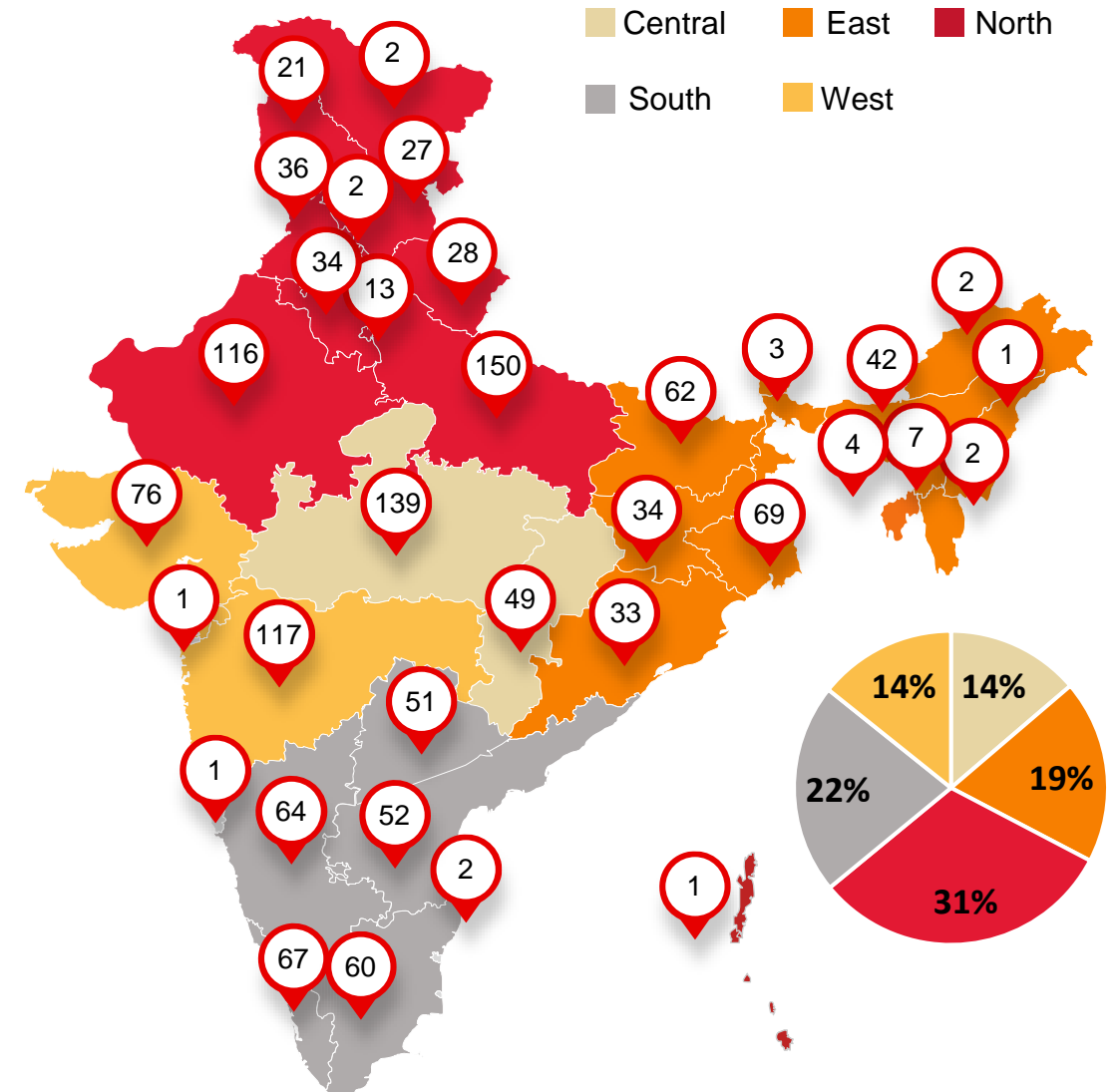
Extensive Branch Network

- Extensive branch network with presence in 27 states and 7 union territories in India through 1,368 offices
- Branches have authority to approve loans within prescribed guidelines

Branch Network as of



Coverage



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



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 Manulife Mutual Fund',

Employee Management and Technology Initiatives

Employee engagement & training

- Foster a Digital Learning ecosystem that drives a culture of anytime-anywhere learning.
- Structured framework which nurtures the functional and leadership capabilities of all employees across verticals.
- In times of an unforeseen event, like the COVID-19 pandemic, psychological and financial support is provided to our employees
- Ekincare, our AI-driven health & wellness app, closely monitors employee health needs.
- Virtual engagement platform “MF-People First” has been launched to drive all celebrations & recognition activities.
- Participate in Group’s Talent Management & Retention program

Technology initiatives

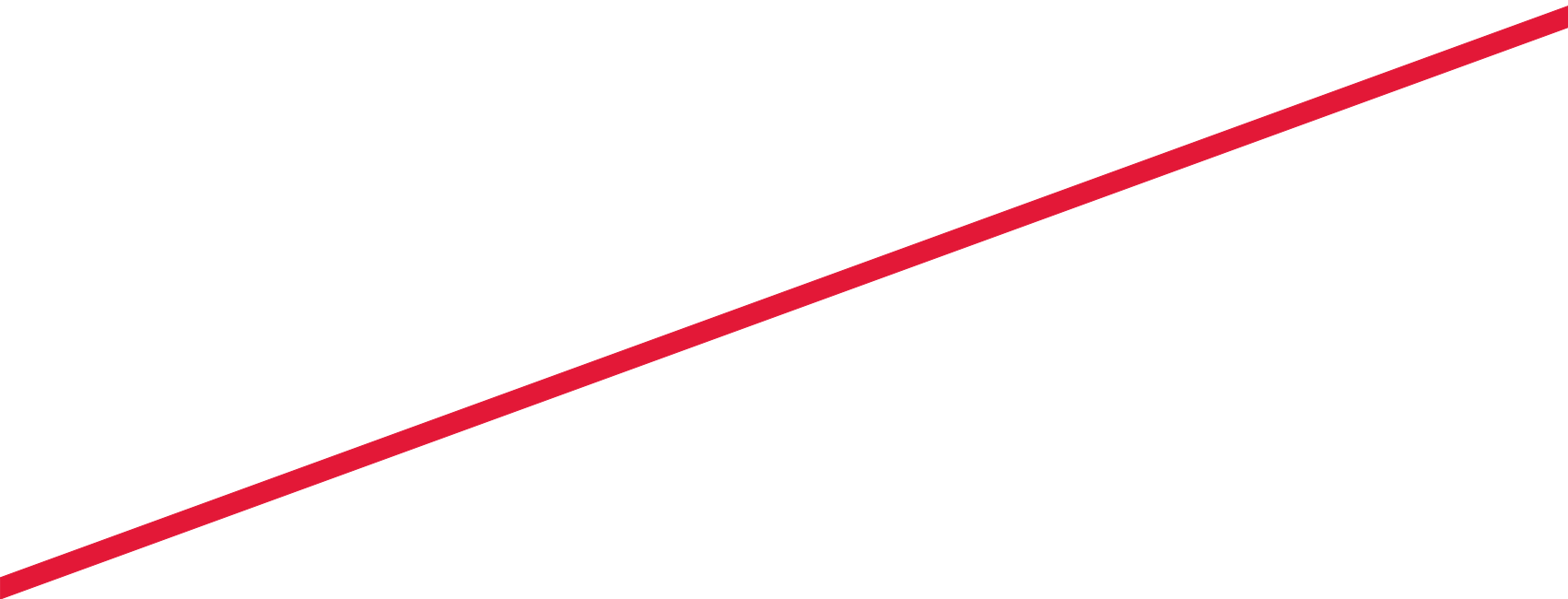
- Next gen API commissioned for scaling partnerships, integrating fintech ecosystem & create enterprise wide microservices layer
- Deployed digital assets on the cloud to auto scale as we grow & strengthened the resiliency for technology platforms
- Modernising applications by implementing digital processes:
 - Omnichannel communication interface (SMS/Email/WhatsApp)
 - Integrated customer service – with click of a button
 - Direct OEM integrations & lead sourcing in low bandwidth area
 - Enabling digital collections thru BBPS, Fino & CSC
- Provide outcome-based data driven visual dashboards for quicker and strategic business decisions
- Continues to harness the power of end users thru secured and digital practices and tools
 - Agile practices and workforce across various verticals
 - Moving towards DevSecOps model of software development
 - New gen device agnostic e-learning module
 - Moving towards Zero trust architecture

Credit Rating

<p>Long term and Subordinated debt (incl. MLD); Bank Facilities; Fixed Deposit Programme</p>	<p>India Ratings</p>	<p>Outlook</p>
	<p>IND AAA IND PP-MLD AAA</p>	<p>Stable</p>
<p>Short term debt</p>	<p>IND A1+</p>	<p>-</p>
<p>Long term and Subordinated debt; Bank Facilities; Fixed Deposit Programme</p>	<p>CRISIL Ratings</p>	<p>Outlook</p>
	<p>CRISIL AAA</p>	<p>Stable</p>
<p>Short term debt</p>	<p>CRISIL A1+</p>	<p>-</p>
<p>Long term and Subordinated debt</p>	<p>CARE Ratings</p>	<p>Outlook</p>
	<p>CARE AAA</p>	<p>Stable</p>
<p>Long term and Subordinated debt</p>	<p>Brickwork</p>	<p>Outlook</p>
	<p>BWR AAA</p>	<p>Stable</p>

Our strong credit rating and brand equity enables us to borrow funds at competitive rates

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Awards & Accolades

Best Financial Inclusion Initiative



Validation of SBTI Targets



India's Best Companies to Work



Happiest Workplace for Women



Amongst Best Places to Work in India



CSR Initiatives

Training New Drivers



Scholarships for Drivers' children



Skill Development for Disability affected



Mahindra Hariyali



Road Safety training



Nanhi Kali: Educational support

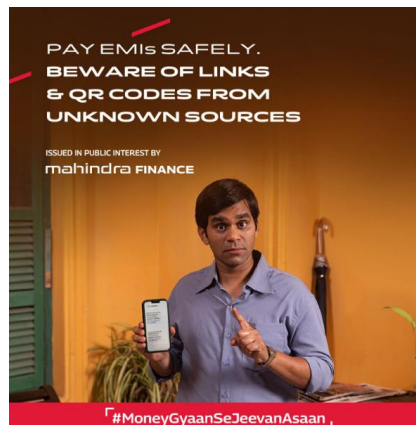


Women Empowerment



Water conservation

Money Gyaan Se Jeevan Asaan CSR Campaign - To create awareness about key themes in Financial Literacy domain



Payment Frauds Awareness



Borrowing Responsibly



Govt. Schemes awareness for MSMEs

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Thank You