

Press Release

For Immediate Dissemination

Mahindra Finance

F-2016 Q4 Standalone Results

PAT up by 11%

Income up by 10%

Disbursement up by 8%

F-2016 AUM up by 11% crosses 40000 Crores

Customer Base Crosses 4 Million in F-2016

Board Recommends 200% Dividend

Mumbai, April 23, 2016: The Board of Directors of Mahindra & Mahindra Financial Services Limited (Mahindra Finance), a leading provider of financial services in the rural and semi-urban markets announced today the audited financial results for quarter and year ended 31st March, 2016.

F-2016 Q4 Standalone Results

The **Total Income** increased by **10%** at **Rs.1690 Crores** during the quarter ended 31st March, 2016 as against **Rs.1537 Crores** in the corresponding quarter last year. The **Profit After Tax (PAT)** grew by **11%** to **Rs.370 Crores** during the quarter ended 31st March, 2016 as against **Rs.333 Crores** during the corresponding quarter last year.

F-2016 YTD Standalone Results

The **Total Income** increased by **6%** at **Rs.5905 Crores** during the year ended 31st March, 2016 as against **Rs.5585 Crores** in the corresponding period last year. The **Profit After Tax (PAT)** declined by **19%** to **Rs.673 Crores** during the year ended 31st March, 2016 as against **Rs.832 Crores** during the corresponding period last year. The PAT is after considering an additional provision of **Rs.55 Crores** (# Please refer the Note).

F-2016 Q4 Consolidated Results

The **Total Income** increased by **13%** at **Rs.1905 Crores** during the quarter ended 31st March, 2016 as against **Rs.1680 Crores** in the corresponding quarter last year. The **Profit After Tax (PAT)** and minority interest grew by **12%** to **Rs.411 Crores** during the quarter ended 31st March, 2016 as against **Rs.367 Crores** during the corresponding quarter last year.

F-2016 YTD Consolidated Results

The **Total Income** increased by **9%** at **Rs.6598 Crores** during the year ended 31st March, 2016 as against **Rs.6061 Crores** in the corresponding period last year. The **Profit After Tax (PAT)** and minority interest declined by **15%** to **Rs.772 Crores** during the year ended 31st March, 2016 as against **Rs.913 Crores** during the corresponding period last year. The PAT is after considering an additional provision of **Rs.55 Crores** (# Please refer the Note).

Dividend

The Board in its meeting held today recommended a dividend of 200% for the current financial year.

Operations

The Company follows prudential norms for income recognition, asset classification and provisioning for Non-Performing Assets (NPAs) as prescribed by Reserve Bank of India (RBI) for NBFCs and has also been making additional provision on a prudential basis. The cumulative additional provision over the prevailing RBI norms is at Rs.736 Crores.

Note: The Company has recognised NPAs based on 4 months overdue norms for the year ended 31st March, 2016 as against the revised regulatory norms of recognising NPAs at 5 months overdue applicable for the current financial year resulting in **an additional provision of Rs. 55 Crores** (including income de-recognition) with a consequent impact on Profit before tax for the year ended 31st March, 2016. However, there is no significant impact of this change on provision for the quarter ended 31st March, 2016.

Mahindra Finance, during the year ended 31st March 2016, has **disbursed** (value of assets financed) **Rs.26706 Crores** as against Rs.24331 Crores during the same period previous year, registering a growth of **10%** over the same period previous year. For the quarter ended 31st March 2016, the Company has **disbursed** (value of assets financed) **Rs.6811 Crores** as against Rs.6303 Crores during the same period previous year, registering a growth of **8%** over the same period previous year.

Through increased penetration and close follow up efforts the company has been able to increase overall collections and bring down NPA levels resulting in growth of profits.

During this financial year, the Company's customer base has crossed 4 million customers. The Company currently has a network of **1167** offices and Total Assets Under Management (AUM) of **Rs. 40933 Crores** as on 31st March, 2016 as against Rs.36878 Crores as on 31st March 2015, a growth of **11%**.

SUBSIDIARIES

Mahindra Insurance Brokers Limited (MIBL)

During the year ended 31st March 2016, the Company's Insurance Broking subsidiary, MIBL registered **income** at **Rs.149.2Crores** as against Rs.126.2 Crores, a growth of **18%** over the same period previous year. The **Profit Before Tax (PBT)** was **Rs.75.2 Crores** as compared to Rs.65.3 Crores, registering a growth of **15%** over the same period previous year. The **Profit After Tax (PAT)** was **Rs.48.5 Crores** as against Rs.42.9 Crores, registering a growth of **13%** over the same period previous year.

During the quarter ended 31st March 2016, MIBL registered **income** at **Rs.45.9 Crores** as against Rs.35.6 Crores, a growth of **29%** over the same period previous year. The **Profit Before Tax (PBT)** registered was **Rs.24.9** Crores as against Rs.19.6 Crores, registering a growth of **27%** over the same period previous year. The **Profit After Tax (PAT)** was **Rs.15.9 Crores** as against Rs.12.8 Crores, registering a growth of **24%** over the same period previous year.

Mahindra Rural Housing Finance Limited (MRHFL)

During the year ended 31st March 2016, MRHFL **disbursed Rs. 1552.5 Crores** as against Rs. **989.6** Crores during the previous year, registering a growth of **57%** over the previous year. MRHFL registered **income at Rs.495.4 Crores** as against Rs. **328.4** Crores, a growth of **51%** over the previous year. The **Profit After Tax (PAT)** was **Rs. 62.7 Crores** as against Rs. **44.2** Crores, registering a growth of **42%** over the previous year.

During the quarter ended 31st March 2016, MRHFL **disbursed Rs. 530.5 Crores** as against Rs. **346.4** Crores during the same period previous year, registering a growth of **53%** over the same period previous year. MRHFL registered **income at Rs.155.0 Crores** as against Rs. **101.7** Crores, a growth of **53%** over the same period previous year. The **Profit After Tax (PAT)** was **Rs. 29.8 Crores** as against Rs. **21.6** Crores, registering a growth of **38%** over the same period previous year.

About Mahindra & Mahindra Financial Services Limited

Mahindra & Mahindra Financial Services Limited (Mahindra Finance), part of the Mahindra Group, is one of India's leading non-banking finance companies. Focused on the rural and semi-urban sector, the Company has over 4 million customers and has an AUM of over USD 6 billion. The Company is a leading vehicle and tractor financier and also offers fixed deposits and loans to SMEs. The Company has over 1,100 offices across the country and is the first Non Banking Finance Company from India to form a part of Dow Jones Sustainability Index.

The Company's Insurance Broking subsidiary, Mahindra Insurance Brokers Limited (MIBL), is a licensed Composite Broker providing Direct and Reinsurance broking services.

Mahindra Rural Housing Finance Limited (MRHFL) a subsidiary of Mahindra Finance provides loans for purchase, renovation, construction of houses to individuals in the rural areas of the country.

Mahindra Asset Management Company Private Limited (MAMCPL) a wholly owned subsidiary of Mahindra Finance has received the approval from the market regulator for establishing Mutual Fund business in India.

The Company has a JV in US, Mahindra Finance USA, in partnership with De Lage Landen, a subsidiary of Rabo Bank, for financing Mahindra tractors in US.

About Mahindra

The Mahindra Group focuses on enabling people to rise through solutions that power mobility, drive rural prosperity, enhance urban lifestyles and increase business efficiency.

A USD 16.9 billion multinational group based in Mumbai, India, Mahindra provides employment opportunities to over 200,000 people in over 100 countries. Mahindra operates in the key industries that drive economic growth, enjoying a leadership position in tractors, utility vehicles, information technology, financial services and vacation ownership. In addition, Mahindra enjoys a strong presence in the agribusiness, aerospace, components, consulting services, defence, energy, industrial equipment, logistics, real estate, retail, steel, commercial vehicles and two wheeler industries.

In 2015, Mahindra & Mahindra was recognized as the Best Company for CSR in India in a study by the Economic Times. In 2014, Mahindra featured on the Forbes Global 2000, a comprehensive listing of the world's largest, most powerful public companies, as measured by revenue, profit, assets and market value. The Mahindra Group also received the Financial Times 'Boldness in Business' Award in the 'Emerging Markets' category in 2013.

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