

GROUP INVESTOR
MEET '24
Mahindra Finance



Today's agenda : Turbocharging Transformation for Full Potential

CURRENT POSITION

EXTERNAL SHIFTS

CUSTOMER NEEDS

STRATEGY

TEAM

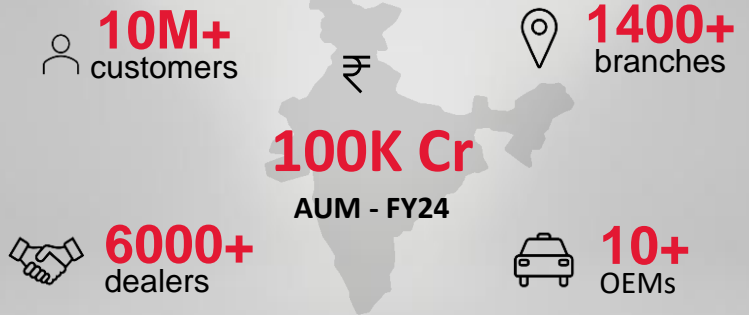


An institution with Deep & Broad Roots

CUSTOMERS



SCALE



SOLUTIONS



7 mega trends shaping Indian financials services playbook

**Emerging
India
Opportunity**

**Rising
'Mass'
Affluence**

**Rise
of
Ecosystems**

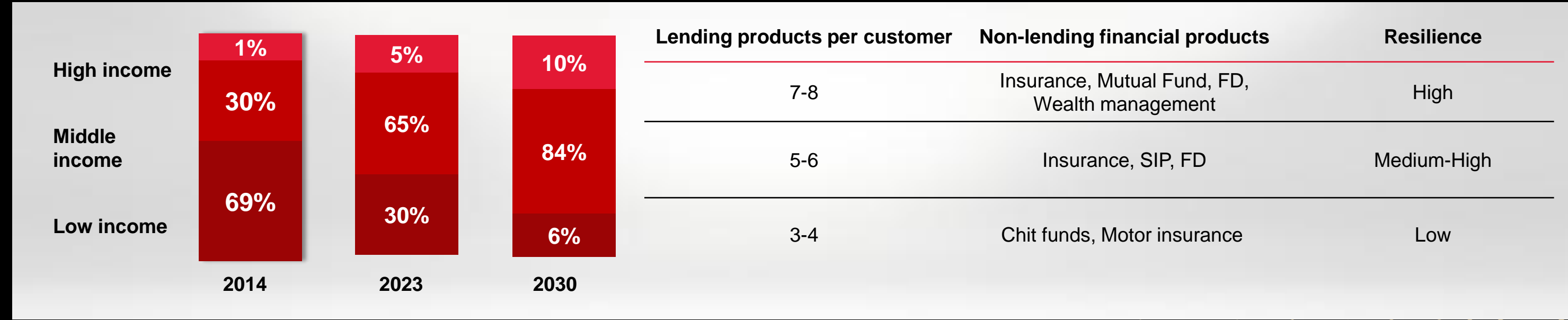
**AI & GenAI,
Digital &
Tech
Revolution**

**Increasing
Formalization**

**Growing
Financial
Inclusion**

**Premium on
Governance**

Emerging: Large middle-income segment with diverse financial services needs



Opportunity: Financial solutions for the value seeking middle India - BHARAT

BHARAT/ MIDDLE INCOME:
65% HHs

75-80% Non-metro
~80% Self employed, agri

Savvy, Aspirational



-  **ACCESSIBLE**
-  **TIMELY**
-  **RIGHT OFFERING**
-  **TRUST**

Bharat ke PAAS, Bharat ke SAATH

PAAS (Near Middle India)

ACCESSIBLE

Branches,
Smart branches,
Partnerships/ecosystem,
Super App

TIMELY

Seamless assisted and DIY digital
journeys
(PA, STP, BRE, 3rd party APIs)

SAATH (with Middle India)

ASSET BASED

Wheel dominance
SME/ BL, HL/ LAP,
PL

RIGHT OFFERING

ASSET LIGHT


Insurance, FD,
MF/ SIP, Cards

TRUST

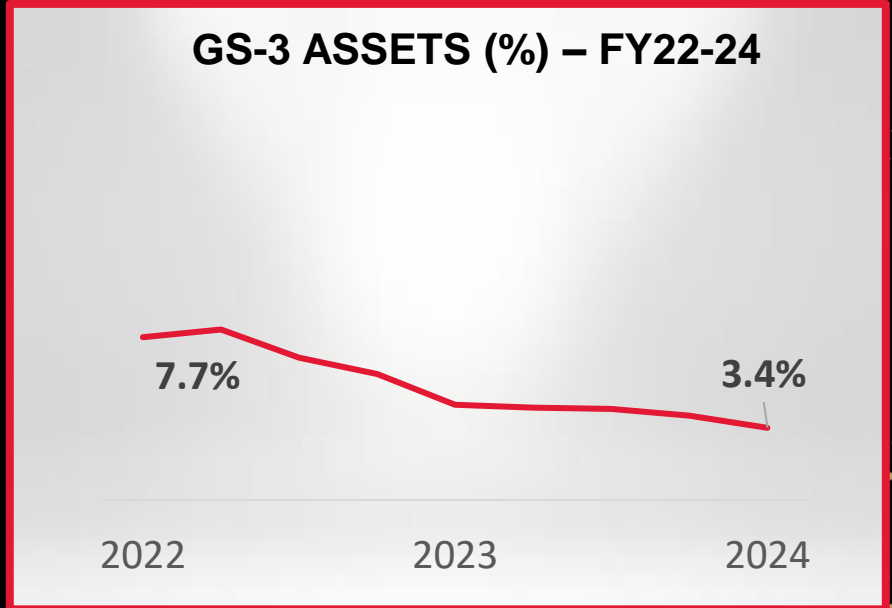
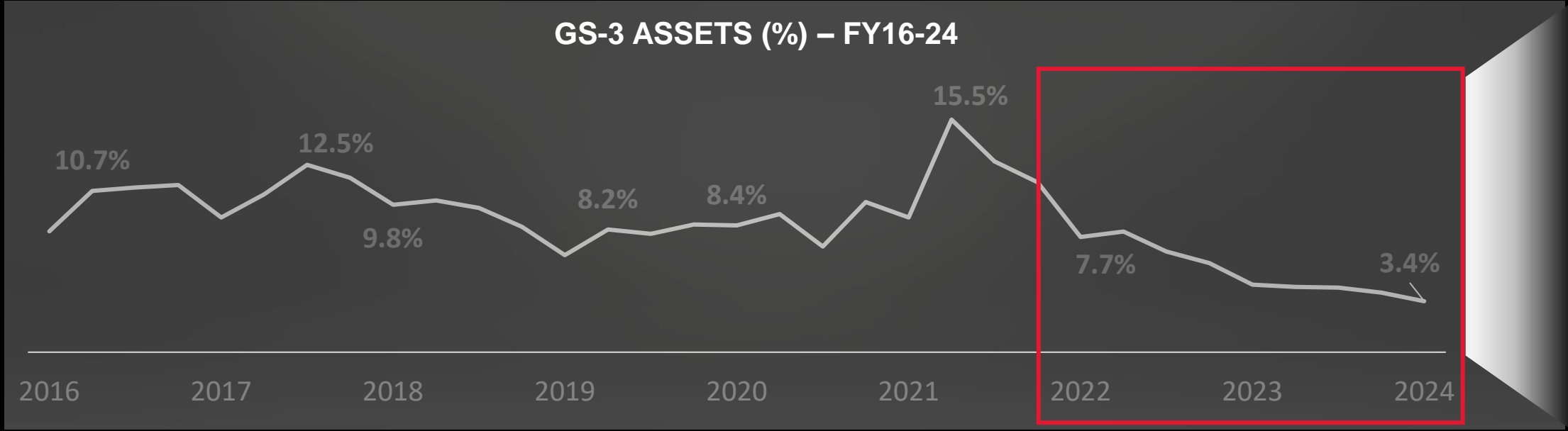
Transparency,
smooth & fair operations

Bharat ke PAAS, Bharat ke SAATH - Recent progress

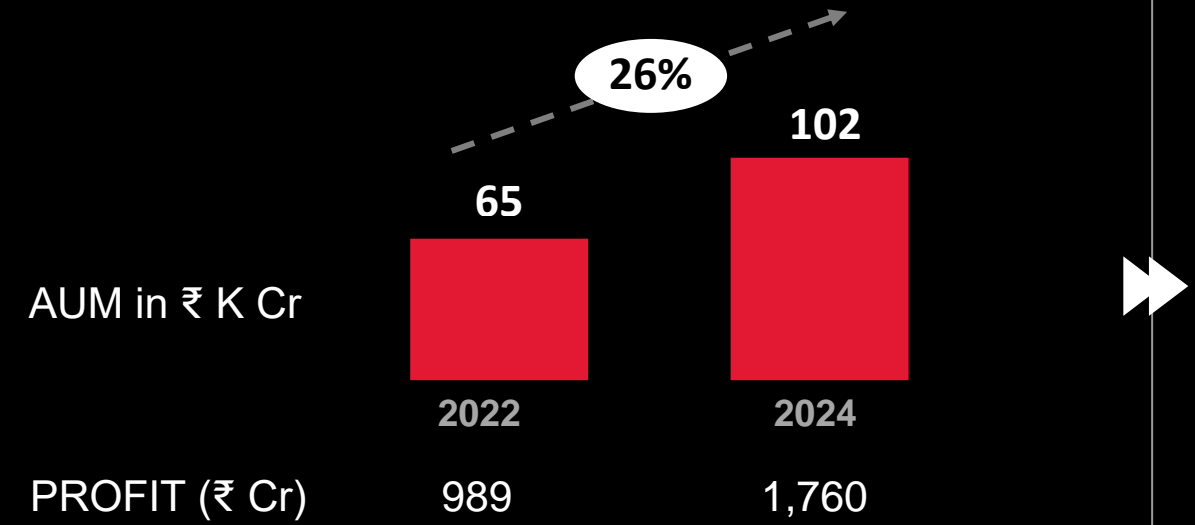
PAAS (Near Middle India)			
ACCESSIBLE		TIMELY	
1400+	Branches	10 min - 1 day	Sanction TAT
500+	Smart branches	50% +	Servicing done via Digital/DIY channels
6000+	Dealers	50%	PL done digitally
	Super app (underway)		Digital FD journey

SAATH (With Middle India)		
RIGHT OFFERING		TRUST
3	Pre-approved offers to each eligible customers	AAA/Stable Rating
2.2	PPC 	
	Corporate agency license	
	SME marketplace	

Significant improvement and reduced volatility in asset quality in recent years



Recent Financial Performance



TOTAL SHAREHOLDER RETURN: MMFSL VS PEERS

	CAGR (2005-2015)	CAGR (2015-2022)	CAGR (2022-2024 YTD)
MMFSL	22% ¹	1%	34%
Peers	10-42%	2-51%	0-48%
Bankex	18%	10%	15%
Nifty	15%	11%	14%

1. MMFSL TSR is from Mar-06 to Mar-15

Goals to deliver : 2.5 % + ROA, 18 % ROE



Stable Asset Quality

Maintain <4.5% GS-3 across cycles



Ace CVPs

Top 3 in customer value proposition



Market Share

Maintain 12% market share in wheels



Returns

Improve RoA to 2.5% +

Diversified Portfolio

25-30% revenue from Non-wheels

PPC

3+

NPS

~60%

Growth

15-20%

Opex

~2.5%

Fee Income

~40 bps of Avg. Total Assets

The core management team



**SANDEEP
MANDREKAR**
CBO - Wheels



VIVEK KARVE
CFO



**MAHESH
RAJARAMAN**
CRO



**SHIV KUMAR
NV**
SME & LAP



**DEEPA
RANJEET**
Digital



**MANISH
SINHA**
CHRO



**DEVENDRA
SHARNAGAT**
Data/Analytics



**GAURAV
VERMA**
Underwriting



**VEDANARAYANAN
SESHADRI**
MD, MIBL



**ANTHONY
HEREDIA**
CEO - MMIMPL



**SHANTANU
REGE**
MD & CEO -
MRHFL





**BHARAT KE PAAS
BHARAT KE SAATH**