

2nd May 2022

To,
BSE Limited, (Security 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 - Kurla Complex, Bandra (East),
Mumbai – 400 051

Dear Sir/Madam,

Sub: Earnings Presentation for the fourth quarter and year ended 31st March 2022 - Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("Listing Regulations")

Ref: Our letter dated 29th April 2022 intimating about earnings conference meet on Audited Financial Results for the 4th quarter and year ended 31st March 2022.

In compliance with Regulation 30, Schedule III, Part A, Para A(15) and other applicable provisions of the Listing Regulations, please find enclosed herewith an Earnings Presentation, to be made at Investor/ Analyst meet scheduled today i.e., Monday 2nd May 2022 at 5.30 p.m. (IST) encompassing, inter-alia, an overview of the Audited Standalone and Consolidated Financial Results of the Company for the fourth quarter and year ended 31st March 2022.

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

Kindly take the same on record.

Thanking you,

For **Mahindra & Mahindra Financial Services Limited**



Brijbala Batwal
Company Secretary & Compliance Officer

Enclosure: as above



ANNUAL ANALYST MEET

02 May 2022

Disclaimer

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Mahindra & Mahindra Financial Services Limited (the “Company”), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment there for.

This presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company.

No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness or fairness of the information, estimates, projections and opinions contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Any opinions expressed in this presentation are subject to change without notice. None of the Company, the placement agents, promoters or any other persons that may participate in the offering of any securities of the Company shall have any responsibility or liability whatsoever for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith.

This presentation and its contents are confidential and should not be distributed, published or reproduced, in whole or part, or disclosed by recipients directly or indirectly to any other person. In particular, this presentation is not for publication or distribution or release in the United States, Australia, Canada or Japan or in any other country where such distribution may lead to a breach of any law or regulatory requirement. The information contained herein does not constitute or form part of an offer or solicitation of an offer to purchase or subscribe for securities for sale in the United States, Australia, Canada or Japan or any other jurisdiction. The securities referred to herein have not been and will not be registered under the United States Securities Act of 1933, as amended, and may not be offered or sold in the United States or to or for the benefit of US persons absent registration or an applicable exemption from registration.



At a Glance:

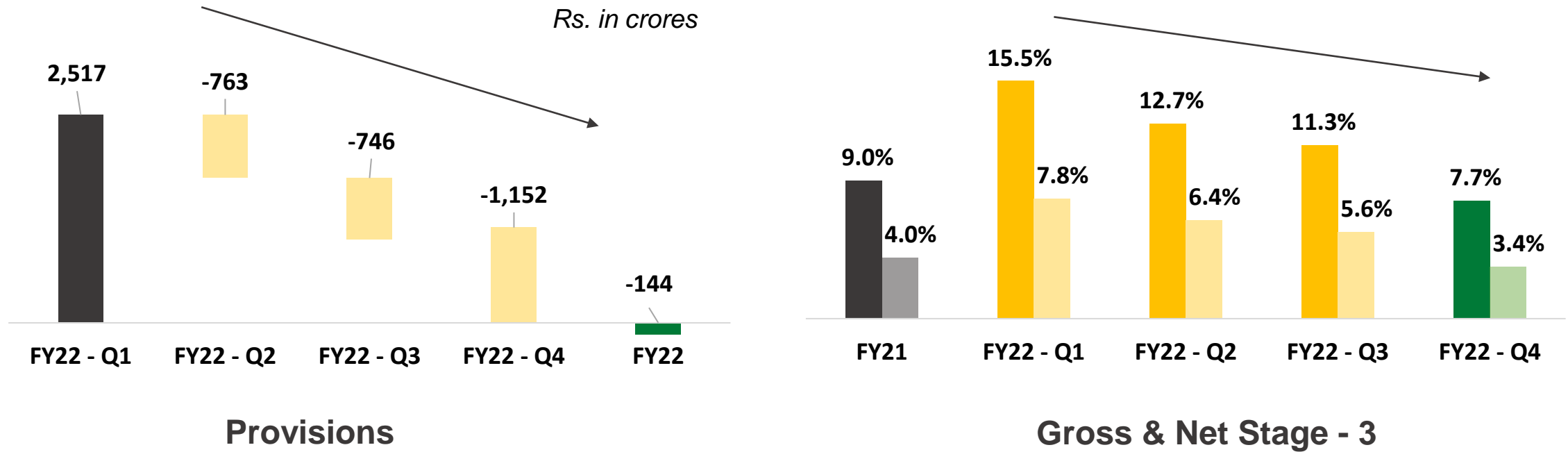
FY22 Gone by...



What we said post Q1F22 results

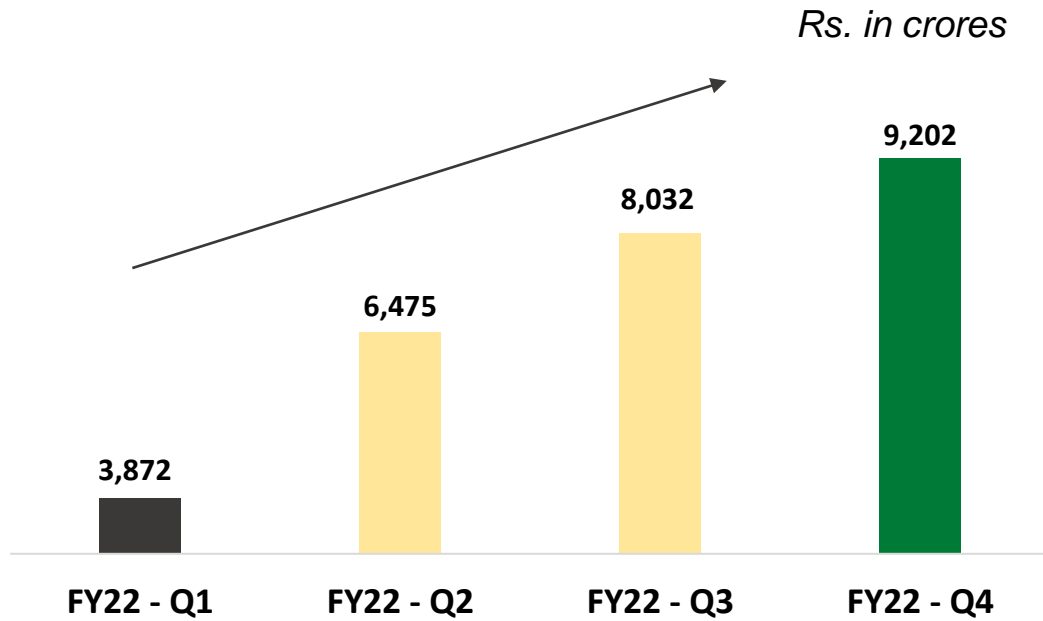
- ① Reverse 80% of provisions made during Q1
- ② Bring back growth to pre-covid levels

106% of the provisions made during Q1FY22 reversed

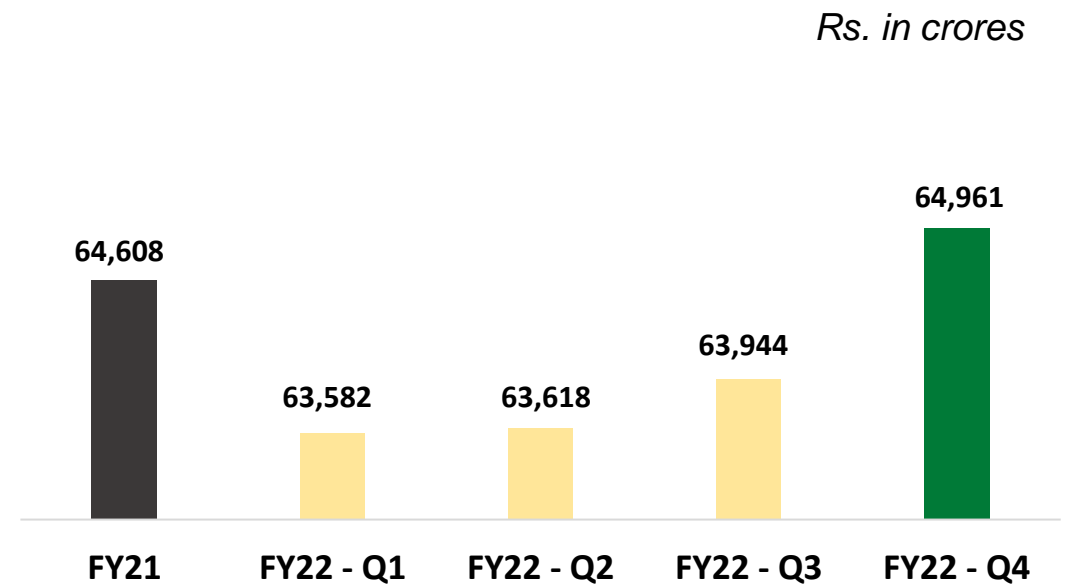


Gross Stage -3 reduced from ₹ 9,832 crores to ₹ 4,976 crores

Business volumes are back to pre-covid levels



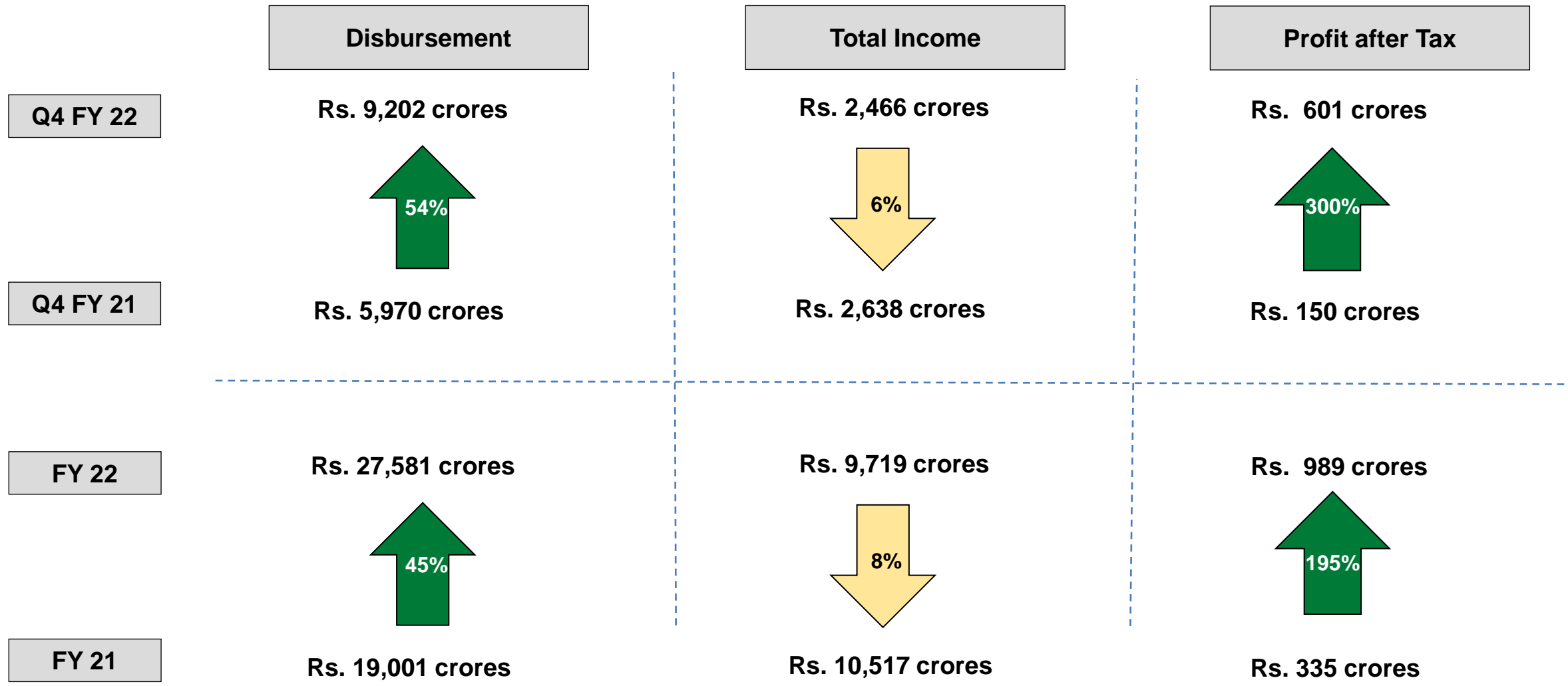
Disbursements



Business Assets

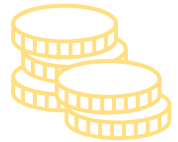
Key Financials – FY 2022

on standalone basis



Financial Performance - FY 2022

Stable NIMs



7.6%

Opex Ratio



2.7%

Credit Costs



3.1%

RoA



1.3%

Capital Adequacy



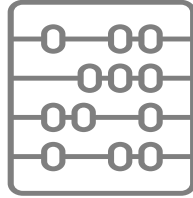
27.8%



Way ahead...

Sustainable profitable growth: Vision 2025

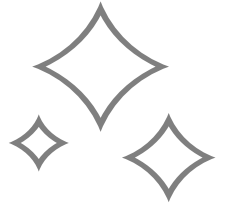
Stable asset quality
GS-3 < 6%



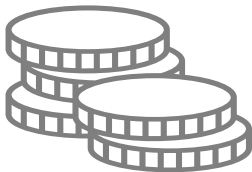
2x AUM



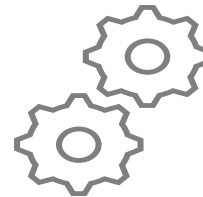
New business contribution:
15%



Maintain NIMs ~7.5%



Operating leverage: Cost to
Assets ~2.5%



RoA ~2.5%

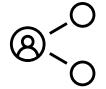


Transformation priorities

- 1 Stabilize Asset Quality** GS-3 < 6%
- 2 Recharge Growth** 2x AUM through Core + Diversification
- 3 Strengthen Tech & Digital** Differentiate through 'Phygital'
- 4 Future Ready Human Capital** Realigned organization

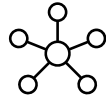
1 Stabilize asset quality; GS-3 <6%

Product Strategy & Technology



Customer Segment Mix

- Reassess highly vulnerable & volatile cashflow segments
- Target affluent 'RURBAN' customers



Product Diversification

- Increase non-vehicle share: SME, LAP, Leasing & Digi Finco



Digital & Tech

- Digitalizing lending journeys - mitigate risk (VKYC, eSign, eNACH etc.)
- Bureau engagement & NTC scorecards

Continued Collections Rigour



Collections-war-room

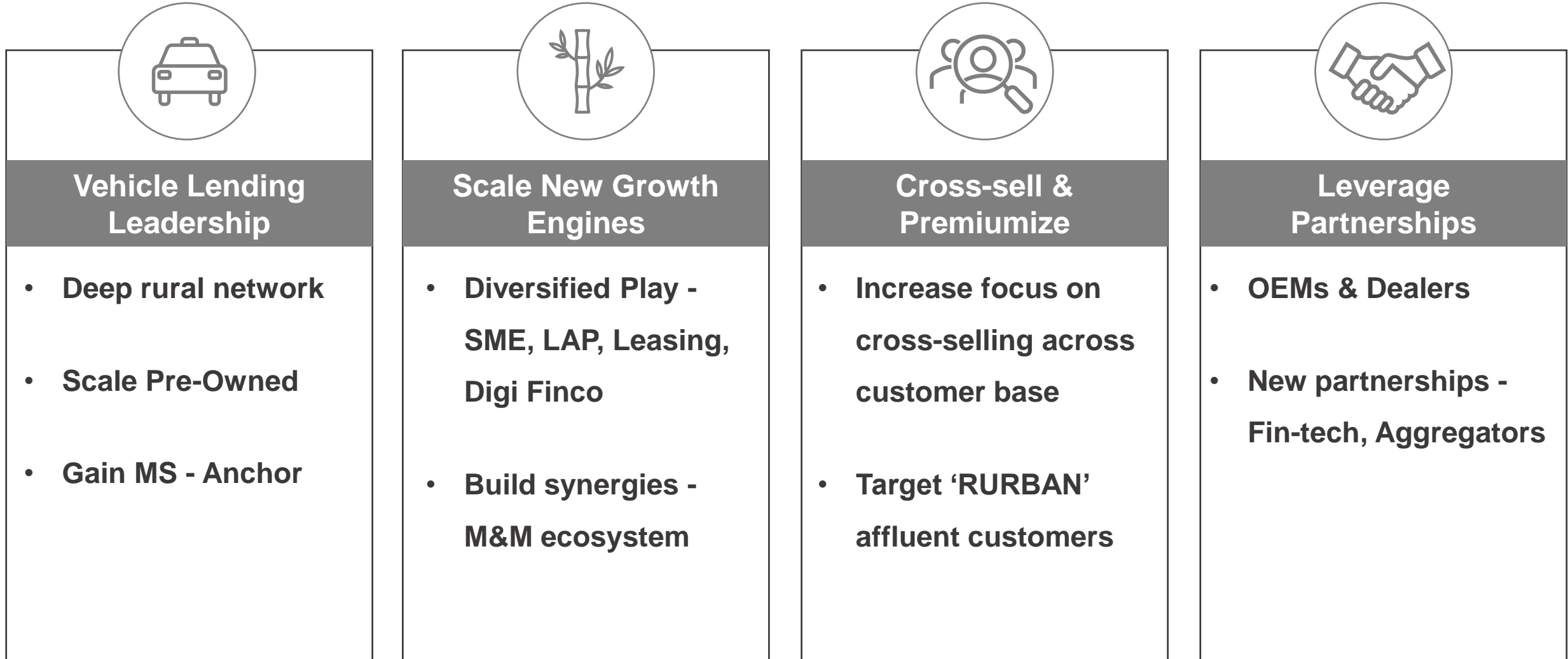
- Curated treatments for customer segments
- Disciplined vehicle repossessions



Legal Efforts

- Legal tech, debt resolution platforms
- Stringent arbitration for bad debt & loss pools

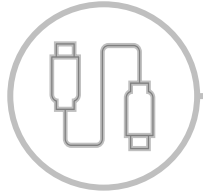
2 Recharge growth; 2x AUM through core + diversification



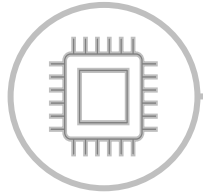
3 Strengthen tech and digital; differentiate through phygital



Digitalizing core by building scalable & resilient Tech with **Cloud 1st architecture**



Building **next-gen API platform** facilitated by micro services layer



Leveraging **AI/ML based models** across customer lifecycle for better CX



Partnering with **aggregator/co-lending platforms** in our tech transformation journey



Hiring **high quality tech & data science team** to enable organic & inorganic growth

4 Future ready human capital; Realigned organization



Optimizing **capability mix** across the organization through **upskilling & hiring**



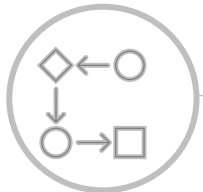
Instilling newer ways-of-working by adopting **agile methodology**



Empowering employees **with latest tech infrastructure** to drive productivity



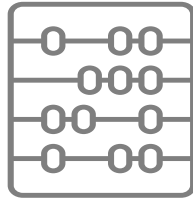
Fostering a **culture of digital and data first**



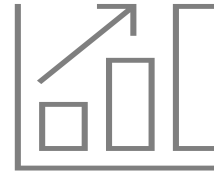
Improving productivity through **process optimization**

Sustainable profitable growth: Vision 2025

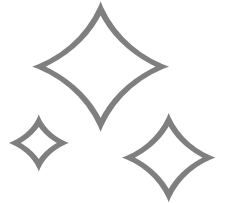
Stable asset quality
GS-3 < 6%



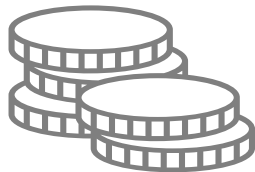
2x AUM



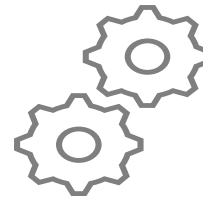
New business contribution:
15%



Maintain NIMs ~7.5%



Operating leverage: Cost to
Assets ~2.5%



RoA ~2.5%





Perspectives...

2025
2024
2023
2022

A perspective view of a road with white dashed lines receding into the distance. The years 2022, 2023, 2024, and 2025 are written in large, bold, yellow font across the road, positioned between the dashed lines. The year 2022 is the largest and closest to the viewer, while 2025 is the smallest and furthest away.

Transformation priorities

- 1 Stabilize Asset Quality** Focus on bringing the volatility down
- 2 Recharge Growth** Build high quality diversified business
- 3 Strengthen Tech & Digital** Data informed thinking
- 4 Future Ready Human Capital** High Performing Organisation

Mahindra Finance Strengths



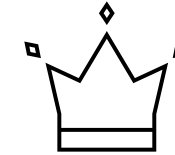
Robust Business Model



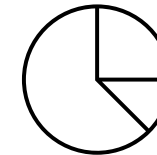
Healthy Financial Returns



Strong Talent



Rural Leadership



Cross-sell Potential



**High conviction on
Transformation Agenda**

Disclaimer

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Mahindra & Mahindra Financial Services Limited (the “Company”), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment there for.

This presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company.

No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness or fairness of the information, estimates, projections and opinions contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Any opinions expressed in this presentation are subject to change without notice. None of the Company, the placement agents, promoters or any other persons that may participate in the offering of any securities of the Company shall have any responsibility or liability whatsoever for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith.

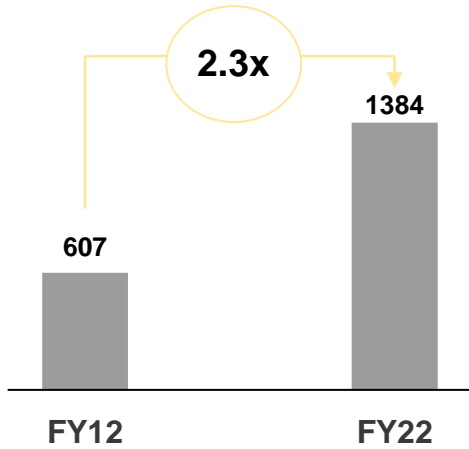
This presentation and its contents are confidential and should not be distributed, published or reproduced, in whole or part, or disclosed by recipients directly or indirectly to any other person. In particular, this presentation is not for publication or distribution or release in the United States, Australia, Canada or Japan or in any other country where such distribution may lead to a breach of any law or regulatory requirement. The information contained herein does not constitute or form part of an offer or solicitation of an offer to purchase or subscribe for securities for sale in the United States, Australia, Canada or Japan or any other jurisdiction. The securities referred to herein have not been and will not be registered under the United States Securities Act of 1933, as amended, and may not be offered or sold in the United States or to or for the benefit of US persons absent registration or an applicable exemption from registration.



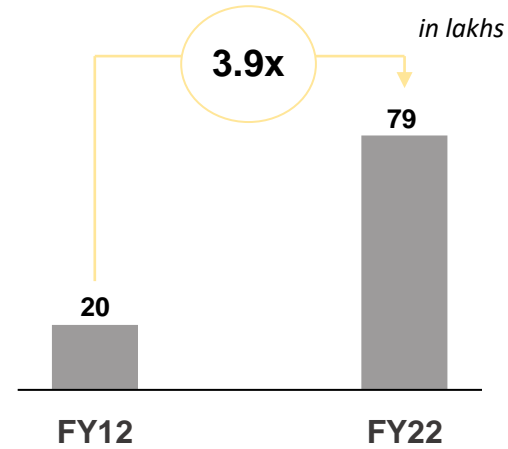
Thank You

MMFSL has built a strong business model...

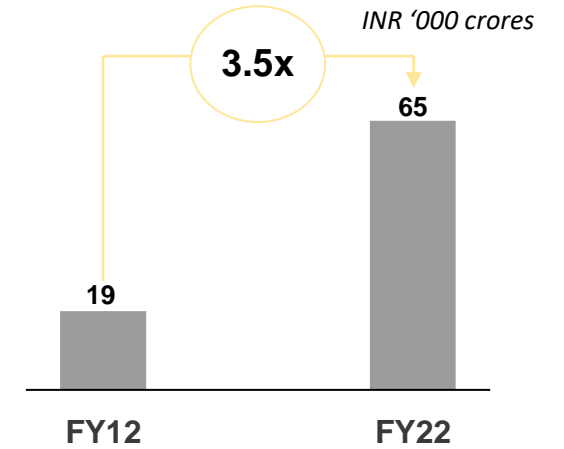
Branches



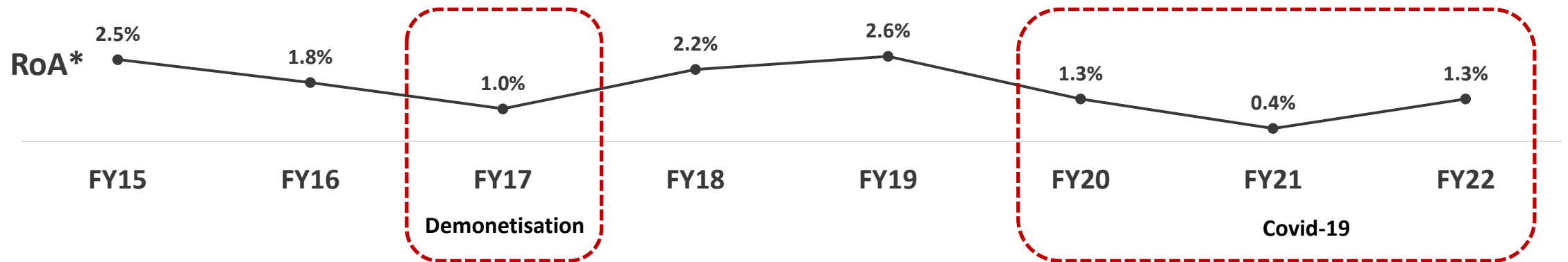
Customers



AUM

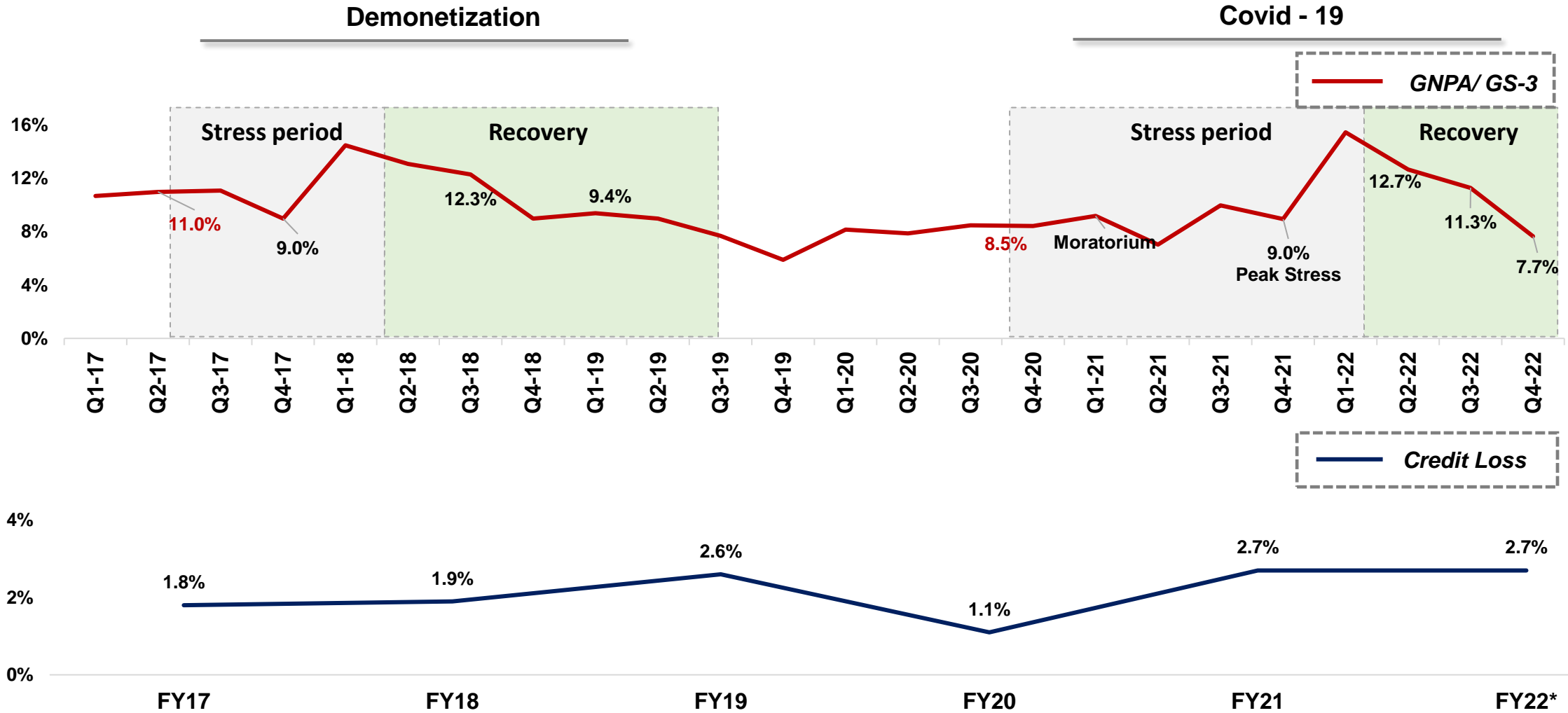


... profitability tested over long cycles



*Details before FY18 is as under I-GAAP

GS-3 recovery post macro stress events



Retracement from peak of Macro stress has been swift and sharp

Credit Loss refers to bad debts write offs and termination losses
 Q4-17 and before - GNPA on 120 days, I-GAAP; FY18 GNPA restated on IND AS
 * Excludes Rs.481 Cr on account of change of bad debts policy