

Mahindra & Mahindra

BSE SENSEX	S&P CNX
40,324	11,908
Bloomberg	MM IN
Equity Shares (m)	1,209
M.Cap.(INRb)/(USDb)	721.1 / 10.1
52-Week Range (INR)	814 / 503
1, 6, 12 Rel. Per (%)	-5/-15/-41
12M Avg Val (INR M)	2468
Free float (%)	81.1

Financials & Valuations (INR b)

Y/E Mar	2019	2020E	2021E
Sales	536.1	469.9	524.0
EBITDA	66.4	58.5	65.3
NP (incl. MVML)	54.2	40.7	44.3
Adj. EPS (INR) *	45.5	34.2	37.1
EPS Gr. (%)	25.3	-24.8	8.6
BV/Sh. (INR)	287	320	344
RoE (%)	14.9	11.3	10.2
RoCE (%)	13.9	10.6	9.7
P/E (x)	12.8	17.0	15.6
Cons. P/E (x)	13.6	16.6	14.7
P/BV (x)	2.0	1.8	1.7

* incl. MVML

Estimate change



TP change



Rating change



CMP: INR580

TP: INR680 (+17%)

Buy

Above est.; Superior operating performance despite weak volumes

- Total volumes declined ~16% YoY. Realizations grew 2.1% YoY to ~INR571.3k (v/s est. ~INR580.2k). Net revenues (incl. MVML) declined 14.5% to ~INR109.4b (v/s est. ~INR111b). EBITDA margins declined 40bp YoY (flat QoQ) to 14.1% (v/s est. 12.2%). Margin beat was driven by better mix, price increases and lower RM costs. PBIT margins for Autos declined ~210bp YoY (-70bp QoQ) to 5.8% and for Tractors, it declined 90bp YoY (flat QoQ) to 19.3%. Adj. PAT declined 19% YoY to ~INR13.5b (v/s est. ~INR14.7b). It is yet to adopt new tax regime.
- 1HFY20 revenue/EBITDA/PAT has grown -9%/-16%/19%. CFO in 1HFY20 has declined ~90% due to weak operating performance and increase in working capital. With capex (incl. investments in subsidiaries) stable at ~INR27.9b, FCFE was negative at ~INR26.5b (v/s -INR11.5b in 1HFY19).
- **Takeaways from the earnings call:** (a) MM's festive season retail sales for Tractor declined 4%, while it grew 23% for the Auto segment; (b) 2HFY20 PV industry outlook - UVs to grow 12-13%, cars to decline 8-10% and overall PVs to decline 5-6%; (c) Tractors should decline 7-8% (v/s earlier guidance of up to 5% decline) in FY20; (d) Inventory – Autos 5-6k units short of target and Tractors are at targeted level but would further reduce by 1-1.5k in 3QFY20; and (e) It has reduced discounts in Auto segment post the festive season.
- **Valuation and view:** We are upgrading our EPS estimates by 8-9% to factor in the strong margins. M&M's UV business is facing cyclical headwinds, along with rise in competitive intensity. Further, we expect it to face headwinds in the diesel portfolio during the BS6 transition. The stock trades at implied core P/E of ~11.3x/10.4x. Maintain **Buy** with TP of ~INR680 (Sep'21 SOTP-based).

Quarterly Performance (incl MVML)

Y/E March	FY19				FY20				(INR Million)		
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE	FY19	FY20E	FY20 2QE
Total Volumes (nos)	2,40,884	2,28,590	2,34,001	2,35,557	2,18,039	1,91,390	2,15,929	1,81,442	9,39,032	8,06,800	1,91,390
Growth YoY (%)	19.1	3.7	10.9	-2.2	-9.5	-16.3	-7.7	-23.0	8.1	-14.1	-16.3
Net Realization	5,54,527	5,59,524	5,50,959	5,86,180	5,87,302	5,71,349	5,60,195	5,82,798	5,62,795	5,75,250	5,80,225
Growth YoY (%)	3.1	2.6	1.2	5.7	5.9	2.1	1.7	-0.6	2.8	2.2	3.7
Net Op. Income	1,33,577	1,27,902	1,28,925	1,38,079	1,28,055	1,09,351	1,20,962	1,05,744	5,28,482	4,64,112	1,11,049
Growth YoY (%)	22.8	6.4	12.2	3.4	-4.1	-14.5	-6.2	-23.4	11.1	-12.2	-13.2
RM Cost (% of sales)	67.4	67.6	69.2	68.3	67.9	66.0	66.2	66.9	68.1	66.8	68.4
Staff (% of sales)	6.3	6.5	6.6	5.5	6.8	7.4	7.2	8.0	6.2	7.3	7.6
Oth. Exp. (% of Sales)	10.4	11.2	11.0	12.5	11.2	12.3	11.9	12.2	11.4	12.0	11.7
EBITDA	21,101	18,493	17,029	18,678	17,936	15,408	17,768	13,384	75,301	64,495	13,575
EBITDA Margins (%)	15.8	14.5	13.2	13.5	14.0	14.1	14.7	12.7	14.2	13.9	12.2
Other income	1,930	8,478	3,423	2,473	1,919	8,225	3,270	3,419	16,303	16,833	8,265
Interest	431	379	353	304	302	331	394	389	1,467	1,416	375
Depreciation	4,295	4,986	5,054	5,696	5,839	5,721	5,950	6,335	20,030	23,845	5,875
PBT	18,550	22,981	14,245	14,103	27,384	17,582	14,694	10,078	69,879	69,738	15,590
Effective Tax Rate (%)	32.2	22.6	2.0	31.3	17.5	22.9	27.3	27.4	22.7	22.4	6.0
Reported PAT	12,572	17,788	13,960	9,692	22,597	13,548	10,690	7,315	54,012	54,150	14,655
Adj PAT	12,383	16,725	14,578	10,502	9,180	13,548	10,690	7,315	54,187	40,733	14,655
Change (%)	64.7	18.7	40.7	-15.2	-25.9	-19.0	-26.7	-30.3	25.4	-24.8	-12.4

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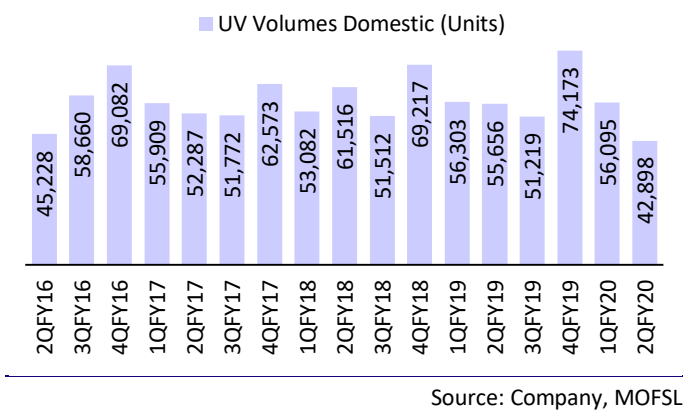
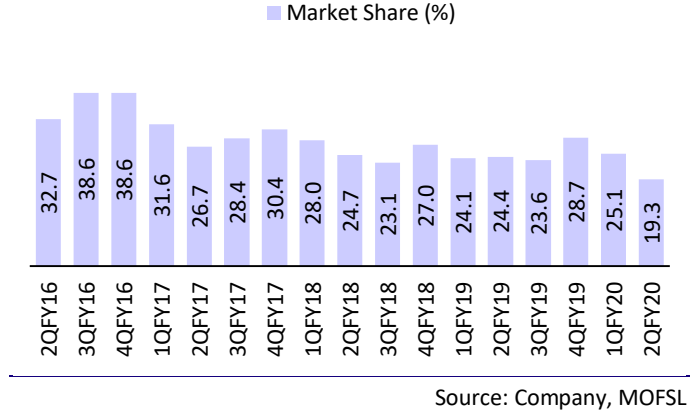
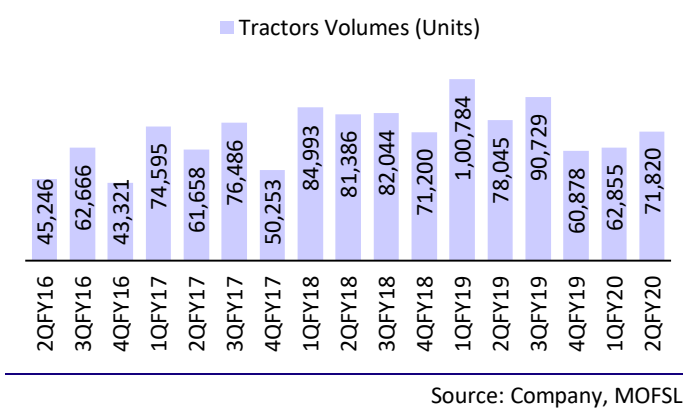
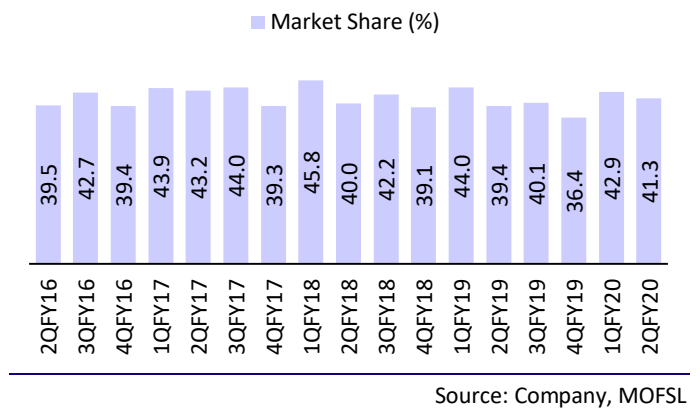
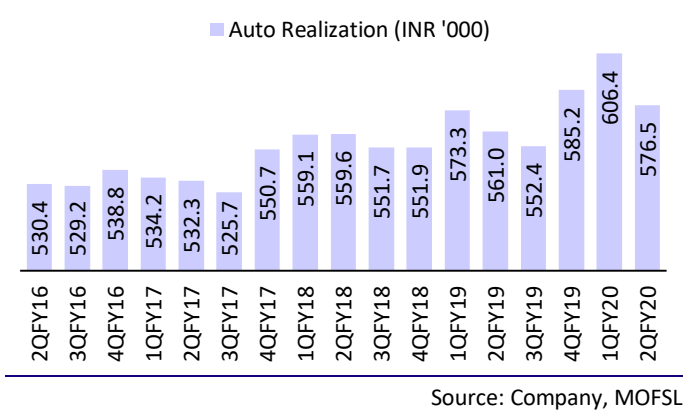
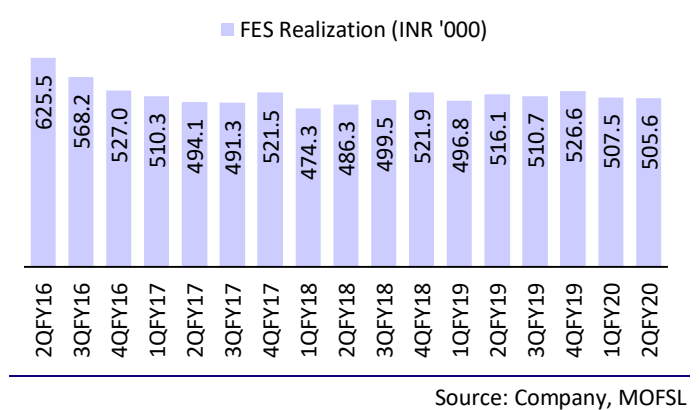
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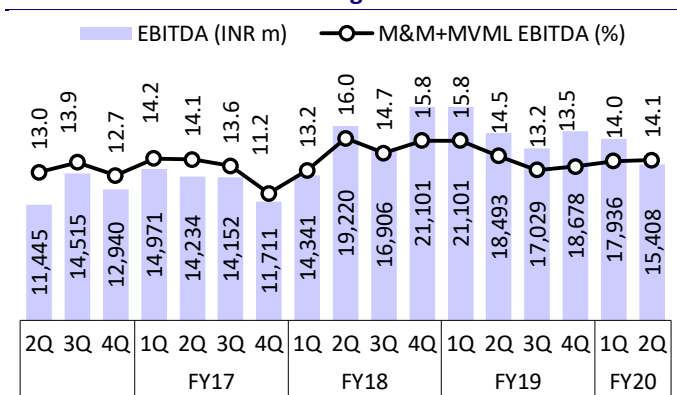
Record high auto realizations at INR606k/unit

- Total volumes declined ~16.3% YoY, with tractors volumes declining by 8% YoY while UV volume declined ~22% YoY.
- Net realizations grew ~2.1% YoY to ~INR571.3k (v/s est ~INR580.2k). Realizations for auto business grew 2.7% YoY (-4.9% QoQ) whereas Tractor business grew 2% YoY (flat QoQ).
- Net revenues (M&M+MVML) declined ~14.5% to ~INR109.4b (v/s est ~INR111b).

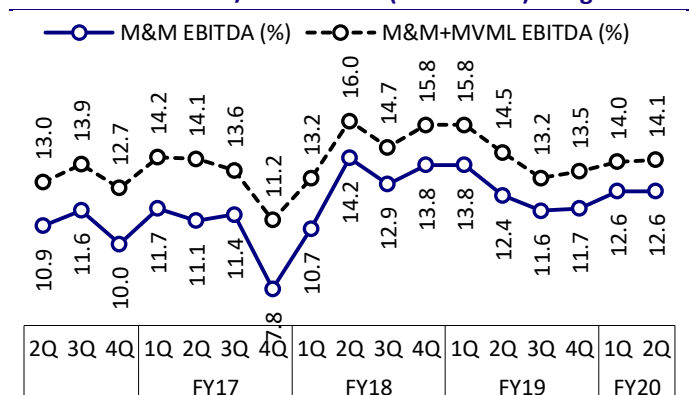
Exhibit 1: Trend in passenger UV volumes**Exhibit 2: Trend in passenger UV market share****Exhibit 3: Trend in tractor volumes****Exhibit 4: Trend in tractor market share****Exhibit 5: Trend in auto realizations****Exhibit 6: Trend in FES realizations**

Lower RM costs boost margins

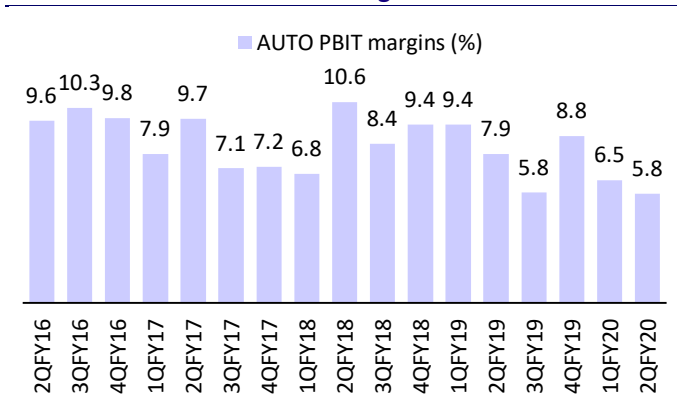
- EBITDA margins at 14.1% (v/s est. 12.2%), declined ~180bp YoY (+50bp QoQ). Margin beat was driven by better mix, price increases and lower RM cost.
- EBITDA declined ~17% YoY (-14.1% QoQ) to ~INR15.4b (v/s est ~INR13.6b).
- PBIT margins for Autos declined ~200bp YoY (-230bp QoQ) to 6.5%, impacted by negative operating leverage though gross margins were stable.
- PBIT margins for Tractors declined 80bp YoY (flat QoQ) to 19.3%, impacted by negative operating leverage.
- PBT at ~INR17.6b (v/s est. ~INR15.6b) declined ~24% YoY (-36% QoQ).
- Adj. PAT declined 19% YoY to ~INR13.5b (v/s est ~INR14.7b). It is yet to adopt new tax regime at standalone entity, whereas it has shifted to new regime at MVML.

Exhibit 7: Trend in EBITDA margin

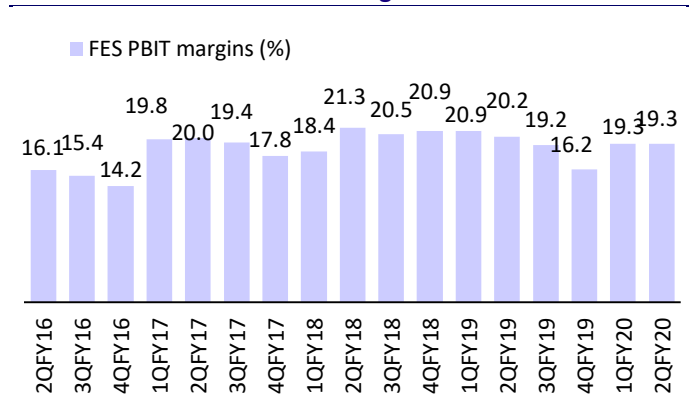
Source: Company, MOFSL

Exhibit 8: Trend in S/A and M&M (incl. MVML) margins

Source: Company, MOFSL

Exhibit 9: Trend in Auto PBIT margins

Source: Company, MOFSL

Exhibit 10: Trend in FES PBIT margins

Source: Company, MOFSL



Earnings call highlights

- M&M's **festive season retail sales** for Tractors declined 4%, while it grew 23% for the Auto segment. Since the company had witnessed sudden drop in retails (except tractors) during the last festive season, the growth is good for Autos. It estimates PV industry volume growth at 14-15% during the festive season.
- **Inventory** for Auto segment is 5-6k lower than normal and is the lowest in five years. For Tractors, it is at normal level; it would further reduce by 1-1.5k in 3QFY20.
- **PV industry 2H FY20 outlook:** UVs should grow 12-13% (due to new products), cars should decline 8-10% and overall, PVs should decline 5-6%.
- **Tractor industry FY20 guidance** is of 7-8% decline (v/s earlier guidance of up to 5% decline) as company expects Nov'19 to be satisfactory, Dec'19-Jan'20 should be slow, but Feb-Mar 2020 is expected to be strong.
- CV industry volumes are expected to remain weak as availability of freight is weak.
- **New product launches:** It plans to launch three new UVs in FY21, along with e-KUV (4QFY20), e-XUV300 (1QFY22) and EV for last mile connectivity (3QFY21).
- **Discounts:** While the general discount in the auto industry during the festive season was much higher, M&M had increased its discounts only by ~INR1,500 per vehicle on a YoY basis (INR3-4k QoQ increase). It has lowered discounts post the festive season.
- **EVs:** Expect continued growth in retail of 600 Treo and 1,300 e-Alpha. Delhi, Lucknow, Patna and Kolkata are key markets for these e-3Ws.
- **SCV/LCVs** will see substantial cost increase for BS6 diesel. M&M is also working on other fuels like CNG and Petrol.
- **3Ws:** It expects 3W electrification to happen over the next 2-3 years. It sold ~600 Treo 3Ws and ~1300 e-Alphas in 2QFY20.
- **Jawa:** It has ramped up production to ~5k/month. Production ramp-up is happening after some hiccups on the supply chain side. It has delayed launch of Jawa Perak, which is now being launched on 15th Nov'19.
- **Ssangyong Motors:** It is impacted by the significant sudden drop in performance in 1H FY20 due to adverse development in key export markets as well as slowdown in the Korean market. This has resulted in variable marketing expenses going up and impacting profitability. Going forward, focus would be on material cost reduction and exploring new markets for exports. These initiatives would start bearing fruit from CY20. SYMC's break-even – EBITDA level at ~140k annual volumes and PBT at ~155k annual volumes.

Valuation and view

- **Pick-up in monsoons could drive recovery in tractor demand:** Tractor demand has been under pressure over last 9 months, impacted by weakness in pockets due to poor monsoon last year, extended monsoon this year as well as liquidity related issues. With monsoon catching up and ending on a positive note, outlook for tractor has improved considerably. While we estimate tractor volumes to decline ~6.5% in FY20E, we expect strong recovery in FY21 with ~12% growth. Further, we expect continued ramp-up in non-tractor mechanization (implements, harvesters etc.), which should result in stronger revenue growth over FY19-FY21E.
- **UVs – Medium-term challenges persist:** We expect headwinds for both pick-up UVs (~21% of FY19 volumes) as well as passenger UVs due to on-going weak demand environment as well as due to substantial price increase due to BS6 compliance. With ~50% market share in LCVs <3.5ton, M&M's pick-up volumes are estimated to decline ~4% CAGR over FY19-21E, whereas passenger UVs volumes are estimated to decline ~16% CAGR over FY19-21. Passenger UVs volumes are also impacted due to new competition viz Kia and MG Motors.
- **Compact SUVs key driver of UV industry, but competition to remain high:** UV segment is expected to outgrow PV industry over next 3-5 years. However, growth in UVs is expected to be driven by increasing acceptance of compact SUVs by car buyers, while traditional UVs (M&M's forte) could show cyclical recovery in volumes. MM is responding to changing industry dynamics, it is this time challenged by market leaders like Maruti and Hyundai in compact SUV segment, where MM is a weak player. Also, competition from new players and launches to further intensify competition in the segment. We estimate profitability of MM's UV business to be under pressure in medium term, as it will have shorten product refresh cycle and adopt very aggressive pricing.
- **Valuation and view:** We are upgrading our EPS estimates by 8-9% to factor in for strong margins. While MM would face transition risk to BS6 for diesel portfolio, it is on track for having a complete gasoline powertrain for all UV models by 2020. Also, competitive intensity has further increased, particularly in core mid-sized SUV segment. On the other hand, an tractor demand outlook has improved post good monsoon. As a result, we are estimating ~10% CAGR decline in EPS for MM. These challenges are priced in as reflected in core business implied valuation of 1~11.3x/10.4x FY20/21 EPS. Maintain **Buy** with TP of ~INR680 (Sep-21 based SOTP).

Exhibit 11: Revised estimates

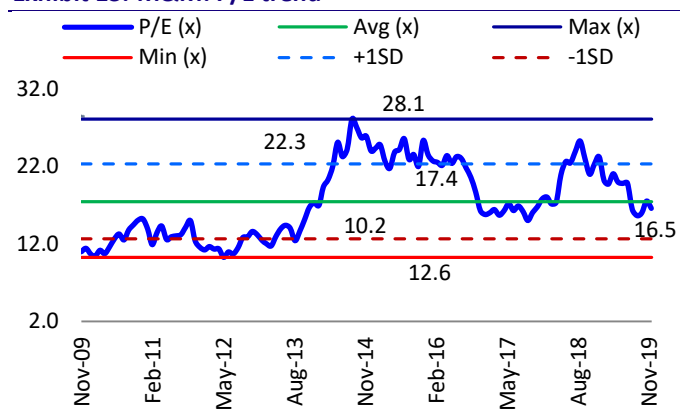
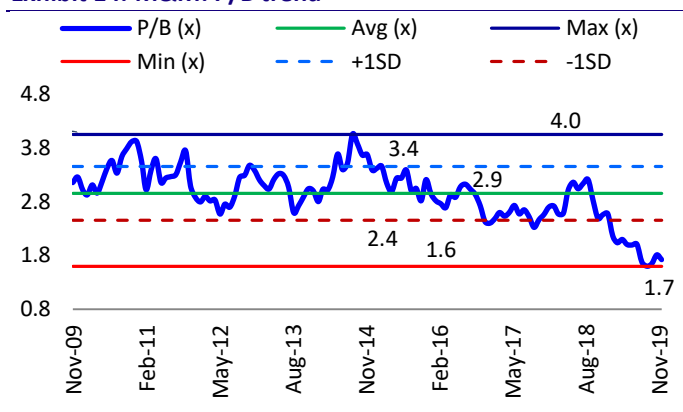
	FY20E			FY21E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Volumes ('000 units)	807	801	0.8	849	841	0.9
Net Sales	470	475	-1.2	524	529	-1.0
EBITDA (% incl MVML)	13.9	12.7	120bp	14.1	13.0	110bp
Net Profit	41	41	-0.8	41	42	-3.1
EPS (INR)	34	35	-0.8	34	35	-3.1
EPS (INR, incl MVML)	34.2	34.4	-0.7	37.1	37.3	-0.5
Cons EPS (INR)	34.9	32.0	9.1	39.5	36.6	7.9

Source: MOFSL

Exhibit 12: M&M – Sum-of-the-parts (INR/share)

	FY20E	FY21E
EPS (MM+MVML)	37.1	41.0
PE attributable (x)	12.5	12.5
Value of core business	462	511
Value of subsidiaries @ Hold Co discount	40	40
1. Tech Mahindra	98	98
2. M&M Financial Services	52	52
3. Mahindra Lifespaces	5	5
4. Mahindra Holidays	10	10
5. Ssangyong	8	8
6. Mahindra CIE	3	3
7. CIE Automotive Spain	9	9
8. Mahindra Logistics	9	9
Target price (after 40% discount)	656	705
Upside (%)	13.1	21.5
Core PE (x)	10.4	9.4

Source: MOFSL

Exhibit 13: M&M: P/E trend**Exhibit 14: M&M: P/B trend**

Source: Bloomberg, MOFSL

Operating metrics

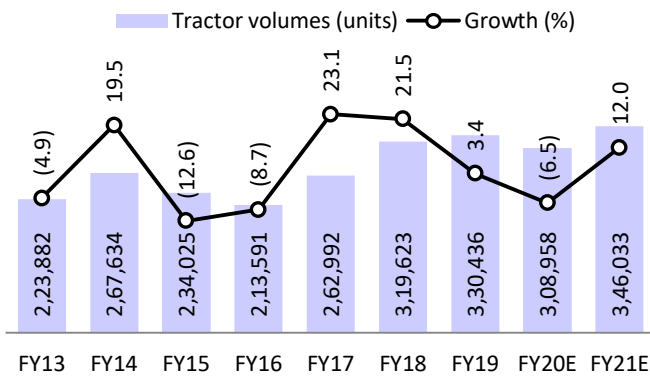
Exhibit 15: Snapshot of Revenue model

000 units	FY16	FY17	FY18	FY19	FY20E	FY21E
Tractors	214	263	320	330	309	346
Growth (%)	-8.7	23.1	21.5	3.4	-6.5	12.0
% of total volumes	30.2	34.6	37.2	35.6	38.6	41.1
Uvs	424	437	477	523	418	418
Growth (%)	6.7	3.1	9.1	9.5	-20.0	0.0
LCVs (MTBL)	6	8	8	8	7	7
Growth (%)	20.6	18.7	1.6	8.6	-17.5	-5.0
3-Ws	55	52	55	67	67	72
Growth (%)	-3.2	-4.9	4.4	22.1	1.0	7.0
Growth (%)	62.5	0.0	0.0	0.0	0.0	0.0
M&HCVs (MTBL)	6	7	9	11	5	6
Growth (%)	15.0	0.0	0.0	0.0	0.0	0.0
Total Autos	494	497	540	598	492	497
Growth (%)	6.3	0.7	8.5	10.8	-17.6	0.9
% of total volumes	69.8	65.4	62.8	64.4	61.4	58.9
Total volumes	708	760	859	928	801	843
Growth (%)	1.3	8.8	12.9	8.1	-14.1	5.2
Net Sales (INR b)	404	441	487	536	470	524
Growth (%)	6.6	9.1	10.5	10.1	-12.4	11.5

Source: Company, MOFSL

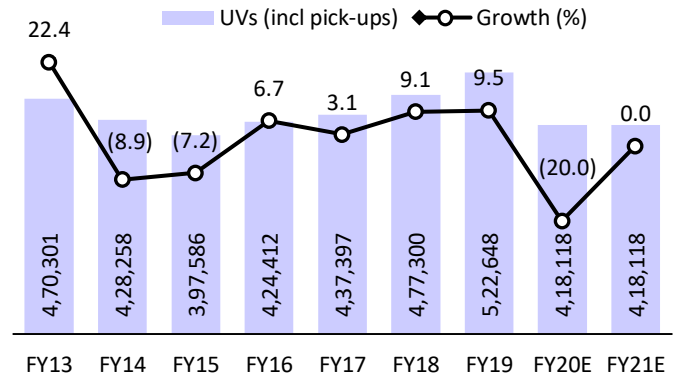
Story in charts

Exhibit 16: Trend in tractor volumes



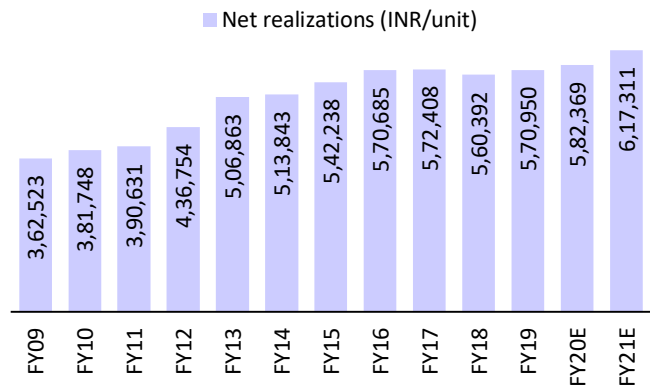
Source: Company, MOFSL

Exhibit 17: New product launches to drive UV sales



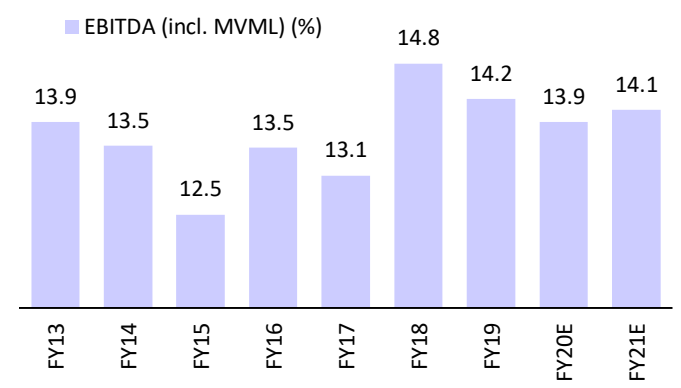
Source: Company, MOFSL

Exhibit 18: Realization trend



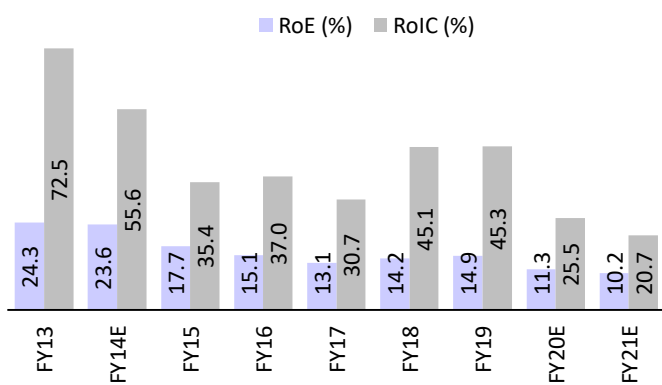
Source: Company, MOFSL

Exhibit 19: Trend in EBITDA margins



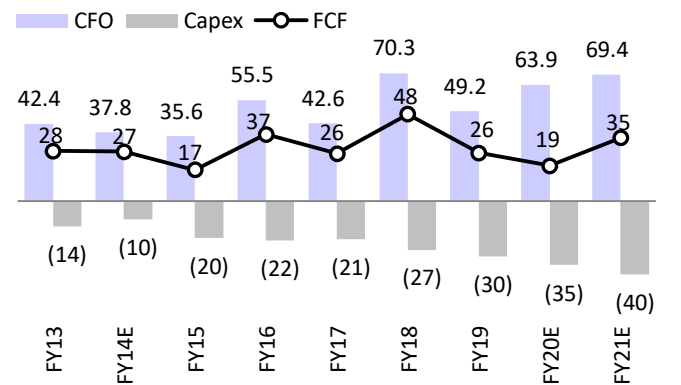
Source: Company, MOFSL

Exhibit 20: Trend in return profile



Source: Company, MOFSL

Exhibit 21: FCF to improve despite high capex plans



Source: Company, MOFSL

Financials and Valuations

Income Statement		(INR Million)			
Y/E March	2017	2018	2019	2020E	2021E
Net Op. Income	4,40,535	4,86,856	5,36,140	4,69,855	5,23,964
Change (%)	7.8	10.5	10.1	-12.4	11.5
Total Expenditure	3,95,388	4,24,615	4,69,744	4,11,388	4,58,636
EBITDA	45,147	62,240	66,396	58,467	65,328
Margins (%)	10.2	12.8	12.4	12.4	12.5
Margins (% incl MVML)	13.1	14.8	14.2	13.9	14.1
Depreciation	15,264	14,794	18,604	22,295	26,601
EBIT	29,883	47,446	47,792	36,173	38,727
Deferred Revenue Exp.	0	0	0	0	0
Int. & Finance Charges	1,596	1,122	1,134	1,116	1,116
Other Income	13,455	10,364	16,890	17,483	18,262
Non-recurring Income	5,485	4,336	-297	13,671	0
Profit before Tax	47,226	61,024	63,250	66,210	55,873
Tax	10,792	17,464	15,290	14,699	15,365
Eff. Tax Rate (%)	22.9	28.6	24.2	22.2	27.5
Adj. Profit after Tax	32,203	40,465	48,186	40,876	40,508
Change (%)	2.1	25.7	19.1	(15.2)	(0.9)
Adj. PAT (incl MVML)	35,133	43,202	54,187	40,733	44,250

Balance Sheet		(INR Million)			
Y/E March	2017	2018	2019	2020E	2021E
Share Capital	2,968	5,950	5,958	5,958	5,958
Reserves	2,64,888	2,96,991	3,36,135	3,75,730	4,04,322
Net Worth	2,67,856	3,02,941	3,42,093	3,81,688	4,10,280
Deferred tax	2,548	2,772	6,341	6,341	6,341
Loans	27,729	28,644	24,803	24,803	24,803
Capital Employed	2,98,134	3,34,357	3,73,237	4,12,833	4,41,425
Application of Funds					
Gross Fixed Assets	1,54,778	1,82,295	2,23,122	2,72,320	3,12,320
Less: Depreciation	77,068	1,03,700	1,22,304	1,44,599	1,71,200
Net Fixed Assets	77,710	78,594	1,00,818	1,27,721	1,41,119
Capital WIP	20,404	31,287	24,198	10,000	10,000
Investments	1,79,084	2,05,830	2,20,160	2,30,321	2,45,321
Curr.Assets, L & Adv.	1,25,034	1,58,457	1,81,795	1,77,037	1,86,707
Inventory	27,580	27,017	38,393	33,646	37,521
Sundry Debtors	29,388	31,730	39,463	34,584	34,452
Cash & Bank Bal.	16,875	28,937	37,317	43,063	44,454
Loans & Advances	5,406	10,182	7,110	6,231	10,766
Others	45,784	60,591	59,513	59,513	59,513
Current Liab. & Prov.	1,04,098	1,39,811	1,53,734	1,32,246	1,41,723
Sundry Creditors	68,811	86,034	96,782	77,236	86,131
Other Liabilities	21,388	38,485	41,236	41,236	41,236
Provisions	13,899	15,292	15,716	13,773	14,355
Net Current Assets	20,935	18,646	28,061	44,791	44,985
Application of Funds	2,98,134	3,34,357	3,73,237	4,12,833	4,41,425

E: MOFSL Estimates

Financials and Valuations

Ratios

Y/E March	2017	2018	2019	2020E	2021E
Basic (INR)					
Fully diluted EPS	27.1	34.0	40.4	34.3	34.0
FD EPS (incl MVML)	29.6	36.3	45.5	34.2	37.1
Consolidated EPS	27.4	41.0	42.7	34.9	39.5
Cash EPS	40.0	46.4	56.1	53.0	56.3
Book Value per Share	225.6	254.6	287.1	320.3	344.3
DPS	6.5	7.5	8.5	10.0	10.0
Payout (Incl. Div. Tax) %	12.3	23.8	24.5	26.9	34.2
Valuation (x)					
P/E	19.6	16.0	12.8	17.0	15.6
Consolidated P/E	21.2	14.1	13.6	16.6	14.7
Cash P/E	14.5	12.5	10.3	10.9	10.3
EV/EBITDA	7.1	10.5	9.8	11.1	9.9
EV/Sales	0.7	1.3	1.2	1.4	1.2
Price to Book Value	2.6	2.3	2.0	1.8	1.7
Dividend Yield (%)	1.1	1.3	1.5	1.7	1.7
Profitability Ratios (%)					
RoE	13.1	14.2	14.9	11.3	10.2
RoCE	12.4	13.0	13.9	10.6	9.7
ROIC	30.7	45.1	45.3	25.5	20.7
Turnover Ratios					
Debtors (Days)	24	24	27	27	24
Inventory (Days)	23	20	26	26	26
Creditors (Days)	57	65	66	60	60
Working Capital (Days)	17	14	19	35	31
Asset Turnover (x)	1.5	1.5	1.4	1.1	1.2
Leverage Ratio					
Debt/Equity (x)	0.1	0.1	0.1	0.1	0.1

Cash Flow Statement

(INR Million)

Y/E March	2017	2018	2019	2020E	2021E
OP/(Loss) before Tax	41,742	56,688	63,547	36,173	38,727
Int./Dividends Received	-9,800	-8,084	-13,184	17,483	18,262
Depreciation & Amort.	15,264	14,794	18,604	22,295	26,601
Direct Taxes Paid	-9,929	-12,887	-14,341	-14,699	-15,365
(Inc)/Dec in Wkg. Capital	-508	17,803	-5,060	-10,984	1,198
Other Items	332	1,957	-327		
CF from Oper. Activity	37,100	70,271	49,239	50,269	69,423
Extra-ordinary Items	5,485	0	0	13,671	0
CF after EO Items	42,585	70,271	49,239	63,939	69,423
(Inc)/Dec in FA+CWIP	-20,743	-26,688	-30,316	-35,000	-40,000
Free Cash Flow	16,358	43,583	18,923	15,269	29,423
(Pur)/Sale of Invest.	-7,076	-24,416	4,829	-10,160	-15,000
CF from Inv. Activity	-27,818	-51,104	-25,487	-45,160	-55,000
Change in Net Worth	0	0	0	1,930	1,930
Inc/(Dec) in Debt	-1,742	592	-3,725	0	0
Interest Paid	-1,482	-1,695	-1,710	-1,116	-1,116
Dividends Paid	-8,391	-9,230	-10,117	-12,084	-12,084
CF from Fin. Activity	-11,615	-10,333	-15,552	-11,270	-11,270
Inc/(Dec) in Cash	-2,333	8,834	8,199	-6,162	3,153
Add: Beginning Balance	22,870	16,875	28,937	37,317	43,063
Closing Balance	20,705	25,876	37,137	31,323	46,385

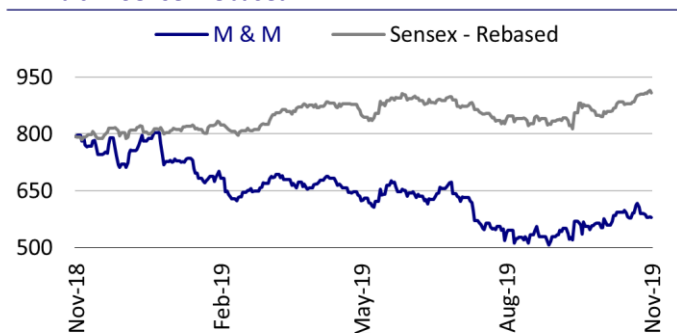
E: MOFSL Estimates

Corporate profile

Company description

M&M is the market leader in UV and tractors, with market share of over 40% in both segments. It also has presence into CVs, 3-wheelers and 2-wheelers segments. Also, Ssangyong, its subsidiary in South Korea is focused on SUV segment in global markets. Apart from core auto business, it has subsidiaries/associates in various businesses like IT, NBFC, Auto ancillaries, hospitality, infrastructure etc.

Exhibit 1: Sensex rebased



Source: MOFSL/Bloomberg

Exhibit 2: Shareholding pattern (%)

	Sep-19	Jun-19	Sep-18
Promoter	18.9	18.9	20.5
DII	26.7	23.1	20.3
FII	41.5	41.9	42.1
Others	12.9	16.1	17.2

Note: FII Includes depository receipts

Source: Capitaline

Exhibit 3: Top holders

Holder Name	% Holding
Life Insurance Corporation Of India Alongwith Its Sub Accounts	10.8
First State Investments Icv- Stewart Investors Asia Pacific Leaders Fund	4.1
SBI FUND Along With Its Sub-Accounts	2.5
Caisse De Depot Et Placement Du Quebec	1.9
ICICI PRUDENTIAL FUND Along With Its Sub-Accounts	1.4

Source: Capitaline

Exhibit 4: Top management

Name	Designation
Anand Mahindra	Executive Chairman
Keshub Mahindra	Chairman Emeritus
Pawan Goenka	Managing Director
Narayan Shankar	Company Secretary

Source: Capitaline

Exhibit 5: Directors

Name	Name
Haigreave Khaitan	T N Manoharan
M M Murugappan	Vikram Singh Mehta
N B Godrej	Vishakha N Desai
Shikha Sharma	Vijay Kumar Sharma

*Independent

Exhibit 6: Auditors

Name	Type
D C Dave & Co	Cost Auditor
Sachin Bhagwat	Secretarial Audit
B S R & Co LLP	Statutory

Source: Capitaline

Exhibit 7: MOFSL forecast v/s consensus

EPS (INR)	MOFSL forecast	Consensus forecast	Variation (%)
FY20	34.9	40.8	-14.5
FY21	39.5	40.9	-3.5

Source: Bloomberg

NOTES

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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