

Mahindra CIE Automotive Ltd.

Recording of Investor Meetings

Date of meet	24 February 2016
Type of meeting	Conference
Investor/ Fund / Firm	Barings Asset Management, Birla Sunlife Asset Management, East Bridge Capital, Kotak Mahindra Asset Management, Kotak Offshore, L&T Mutual Fund, Mirae Asset Global Investments, Reliance Capital Asset Management, Reliance Industries Ltd., ICICI Prudential Asset Management, DSP Blackrock, Limiar Capital, T. Row Price
Company Representatives	Sanjay Joglekar, Chief Financial Officer, Mahindra CIE Vikas Sinha, Sr. VP Strategy, Mahindra CIE
Did discussions involve UPSI	No
Gist of discussions	<p>The discussions revolved around clarifications & questions on the with regards to the following documents on the company website:</p> <p>http://www.mahindracie.com/images/pdf/resources/press_release/2014-15/mahindra_cief_15_full_year_update_11_may_2015.pdf</p> <p>http://www.mahindracie.com/images/pdf/resources/presentation/mahindra-CIE-Q3F16-9MC15-update-final.pdf</p> <ul style="list-style-type: none"> • MCIE strategy regionwise <ul style="list-style-type: none"> ➤ India : Waiting for volumes to return at key customers and benefit from existing operating leverage. Focus is to diversify product-customers with CIE support. MCIE India exports from some of its verticals like Foundry, Gears & Magnetics. It will continue to explore these opportunities but the main focus will remain the domestic market ➤ MFE – Turnaround by focusing on internal efficiency improvements. ➤ Metalcastello – Turnaround by focusing on cost reduction & increasing revenues via new customers. ➤ CIE Forge – Maintain current performance