

Mahindra CIE Automotive Ltd.

Recording of Investor Meetings

Date of meet	08 March 2016
Type of meeting	One on One Meeting
Investor/ Fund / Firm	Axis Mutual Fund
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