

Our Ref: MLLSEC/14/2022

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Date: 27 January 2022

Regd Office

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P. K. Kurne Chowk, Worli,
Mumbai – 400 018

To,
BSE Limited (Security Code: 540768)

Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai-400 001

CIN: L63000MH2007PLC173466

E-mail Id: cs.mll@mahindra.com

National Stock Exchange of India Ltd., (Symbol: MAHLOG)

Exchange Plaza, 5th Floor, Plot No. C/1, "G" Block,
Bandra –Kurla Complex, Bandra (East),
Mumbai –400 051

Dear Sirs,

**Sub: Earnings Presentation for the quarter and nine months ended 31 December 2021 -
Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and
Disclosure Requirements) Regulations, 2015 ("the Listing Regulations")**

In compliance with Regulation 30 and other applicable provisions of the Listing Regulations, please find enclosed herewith Earnings Presentation encompassing, inter-alia, an overview of the Financial Results of Mahindra Logistics Limited ("the Company") for the quarter and nine months ended 31 December 2021, subjected to Limited Review.

This intimation and the earnings presentation is also being uploaded on the Company's website viz. <https://mahindralogistics.com/investor-information> in compliance with Regulation 46 of the Listing Regulations.

Kindly take the same on record and acknowledge receipt.

Thanking you,

For **Mahindra Logistics Limited**



Brijbala Batwal
Company Secretary

Enclosure: as above

MAHINDRA LOGISTICS LIMITED INVESTOR PRESENTATION – Q3 FY22

Mahindra
LOGISTICS



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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the logistics industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Reimagine our Business in Varied Ways

Supply Chain Management (SCM)

- Offering **customised end-to end logistics solutions** under our supply chain management business segment
- **MLL Advantage:**
 - ✓ **Powered by Technological Transformation:** Automation of warehouse operations, Telematics, TMS Dashboards for Greater Visibility, NextGen Solution for Freight Forwarding, Load optimisation and Route Planning, Tracking and vehicle health monitoring etc.
 - ✓ **Widespread Network:**
 - ✓ **Process led:**
 - ✓ **Diversified Industry Experience: Compliance Management**



50+
Network Hubs



300+
Customers



1,450+
Active Business Partners



4 Mn sq ft +
Additional space contracted



97%
Average utilisation of this added space

Enterprise Mobility (EM)

- **Alyte'**, our Enterprise Mobility business, offers employee mobility services across major Indian cities with an emphasis on safety and cost.
- Alyte offers **end to end employee transportation services** right from daily pick-up-drop to on-call services for varied industries including – IT, ITeS, business process outsourcing, financial services, consulting and manufacturing
- **MLL Advantage:**
 - ✓ **Expanding Horizons across India**
 - ✓ **Keeping track 24x7**
 - ✓ **Use of Dashboard Analytics**
 - ✓ **Technology Driven and Transparent Operations**
 - ✓ **Underpinned by Safety and Compliance**
 - ✓ **EV Ecosystem:** Deployed charging infrastructure across locations to support clean and green mobility



200+
Operating Locations



12+
Cities



6,000+
Drivers



5,500+
Vehicles Deployed per day



Q3 FY22 Financials Highlights

Consolidated Financial Highlights for Q3 FY22



Revenue from Operations

INR 1,118 Crs

↑ 7% YoY



Revenue from Non-M&M SCM

INR 590 Crs

↑ 18% YoY



Revenue from Warehousing & Solutions

INR 273 Crs

↑ 35% YoY



Gross Margin

INR 99 Crs

↓ 4% YoY



EBITDA

INR 50 Crs

↓ 8% YoY



Profit After Tax

INR 5 Crs

↓ 72% YoY

Consolidated Financial Highlights for 9M FY22



Revenue from Operations

INR 3,010 Crs

↑ 31% YoY



Revenue from Non-M&M SCM

INR 1,485 Crs

↑ 34% YoY



Revenue from Warehousing & Solutions

INR 686 Crs

↑ 39% YoY



Gross Margin

INR 292 Crs

↑ 29% YoY



EBITDA

INR 149 Crs

↑ 48% YoY



Profit After Tax

INR 23 Crs

↑ 44% YoY



Mr. Rampraveen Swaminathan – Managing Director and CEO of Mahindra Logistics Limited

“The quarter gone by was a challenging quarter. Demand from the auto sector continued to be impacted by semi-conductor supplies and the festive season saw moderate growth. We continued to deliver strong revenue performance, especially from Consumer, Pharma and International freight forwarding.

Our margins saw pressure due to seasonal manpower costs, lower than expected demand and start up costs for new projects. The focus continues to be on improving operating costs.

We remain focused on delivering technology driven, integrated solutions for enterprise customers.”

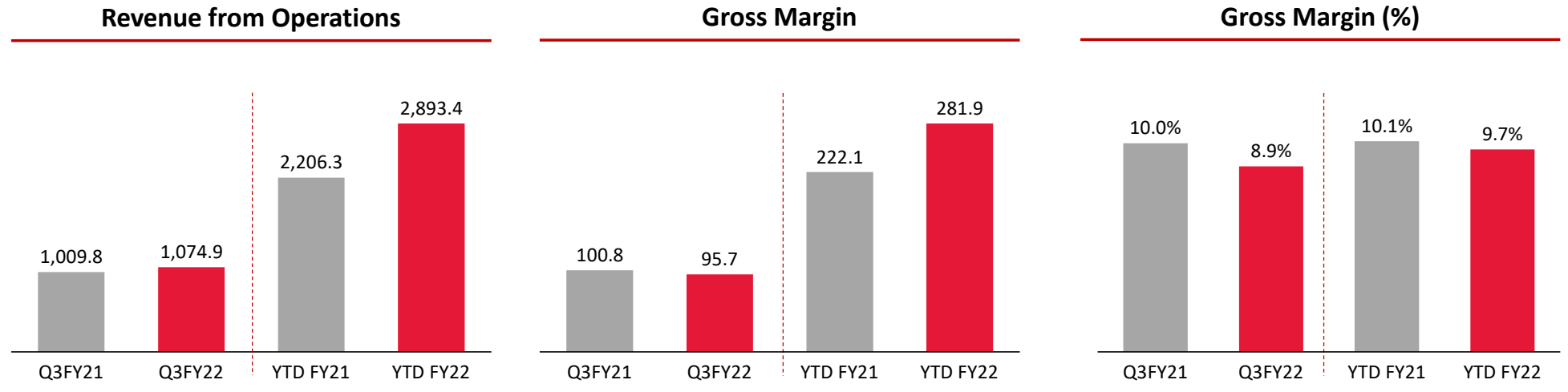
Profit & Loss

| Particulars | Q3FY22 | Q3FY21 | Y-o-Y | 9MFY22 | 9MFY21 | Y-o-Y |
|---------------------------------|-------------|--------------|---------------|--------------|--------------|--------------|
| Revenue from Operations | 1,117.9 | 1,046.8 | 6.8% | 3,010.4 | 2,289.7 | 31.5% |
| Other Income | 2.6 | 1.8 | 45.6% | 6.5 | 12.8 | -49.2% |
| Gross Margin | 99.4 | 103.4 | -3.9% | 291.6 | 225.7 | 29.2% |
| Gross Margin (%) | 8.9% | 9.9% | | 9.7% | 9.9% | |
| Total Overheads | 51.8 | 50.5 | | 148.9 | 137.6 | |
| EBITDA | 50.3 | 54.7 | -8.0% | 149.3 | 101.0 | 47.8% |
| Depreciation | | | | | | |
| - Fixed Assets | 12.3 | 9.7 | | 57.7 | 25.2 | |
| - Lease (IND AS) | 23.4 | 14.6 | | 39.4 | 38.4 | |
| EBIT | 14.6 | 30.4 | | 52.2 | 37.4 | |
| Finance Cost | | | | | | |
| - Finance Charge | 1.0 | 0.9 | | 9.2 | 3.6 | |
| - Lease (IND AS) | 6.5 | 4.6 | | 11.3 | 10.9 | |
| PBT | 7.1 | 25.0 | | 31.7 | 22.9 | |
| Tax | 2.1 | 6.6 | | 8.2 | 6.1 | |
| PAT (before share of JV) | 5.1 | 18.4 | | 23.5 | 16.8 | |
| PAT (after share of JV) | 5.1 | 18.3 | -72.2% | 23.5 | 16.3 | 44.2% |
| PAT (%) | 0.5% | 1.7% | | 0.8% | 0.7% | |
| Diluted EPS (in. Rs) | 0.79 | 2.53 | | 3.44 | 2.42 | |

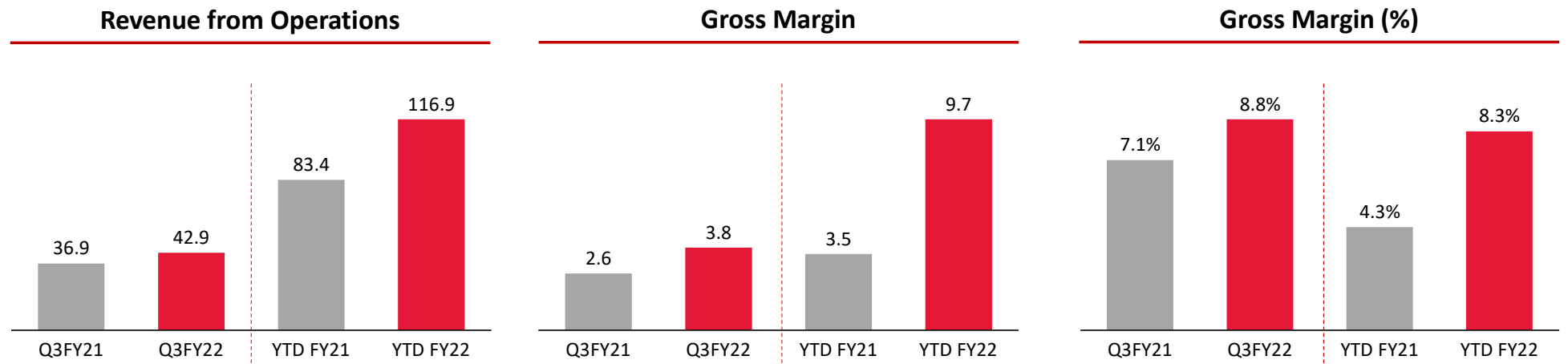
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

Financial Highlights – Segment wise

Supply Chain Management (SCM)



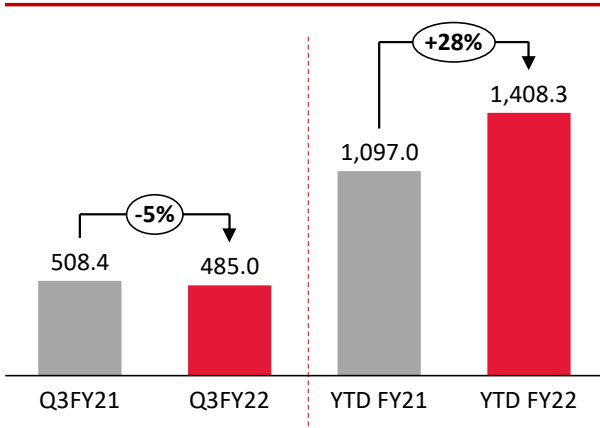
Enterprise Mobility (EM)



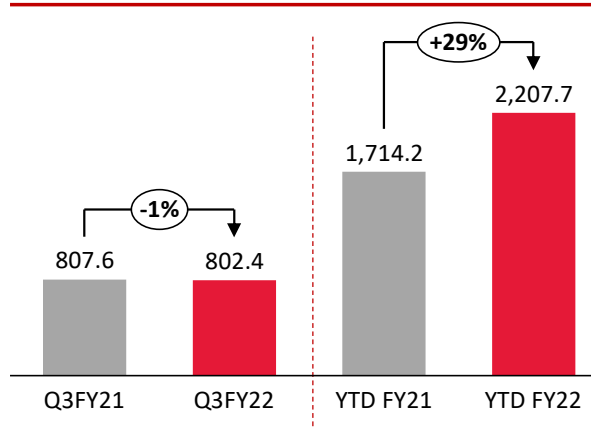
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SCM Revenue Break-Up

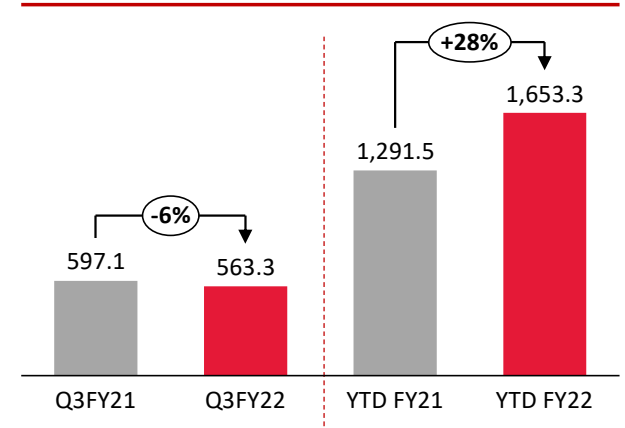
Mahindra Revenue



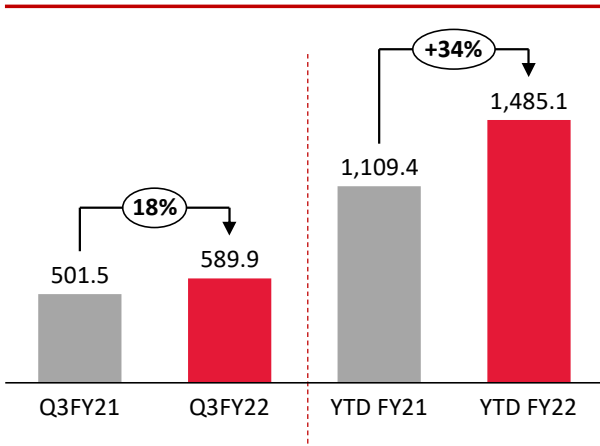
Transportation Revenue



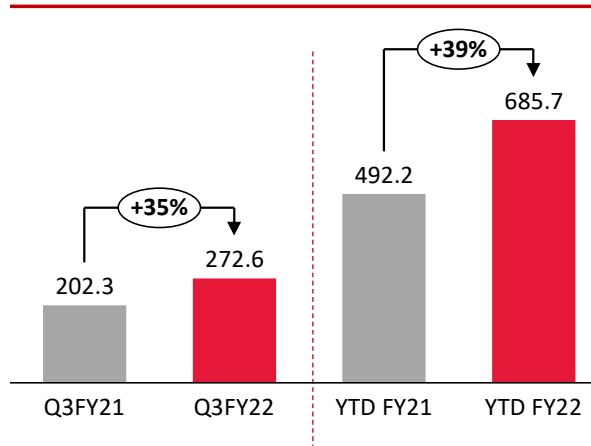
Auto Revenue



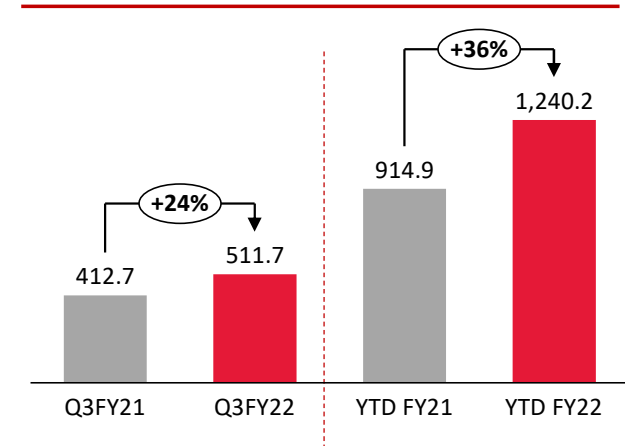
Non-Mahindra Revenue



Warehousing & Solutions Revenue



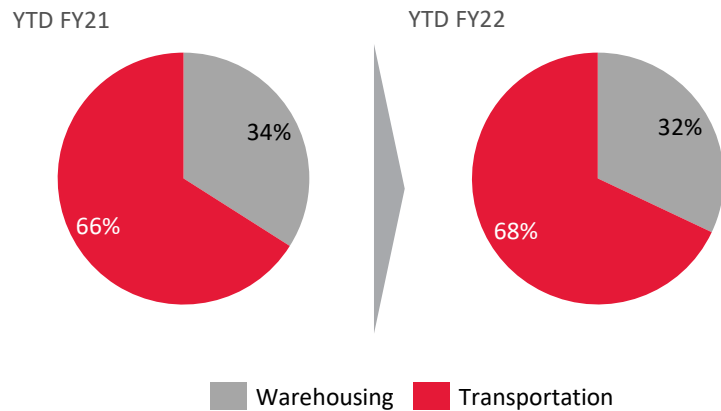
Non-Auto Revenue



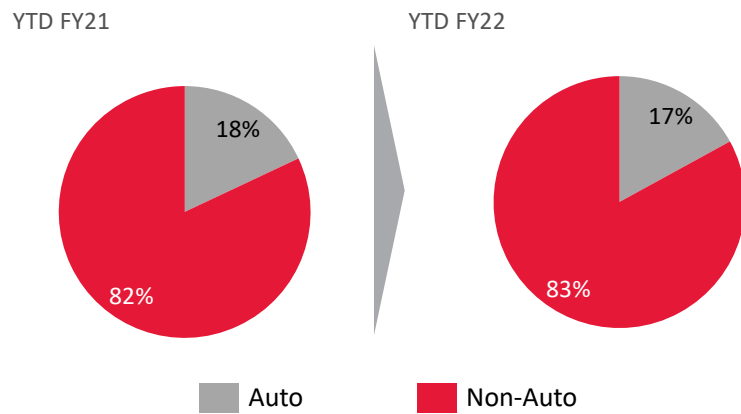
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

Non-Mahindra SCM Revenue Break-Up

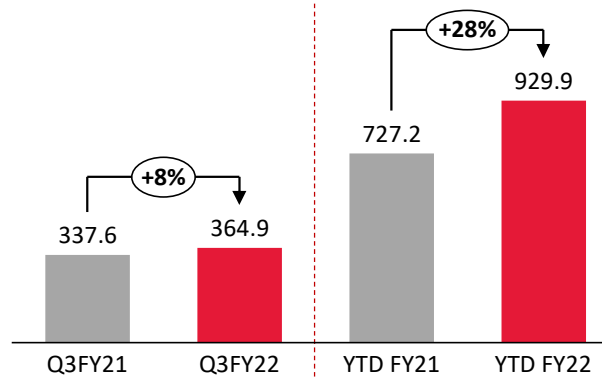
SCM Non-Mahindra Activity Wise Break-up



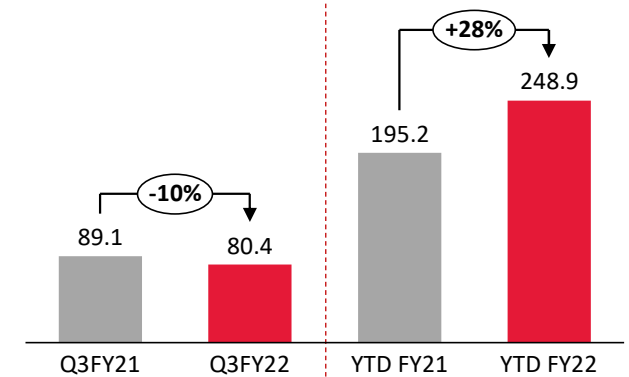
SCM Non-Mahindra Industry Wise Break-up



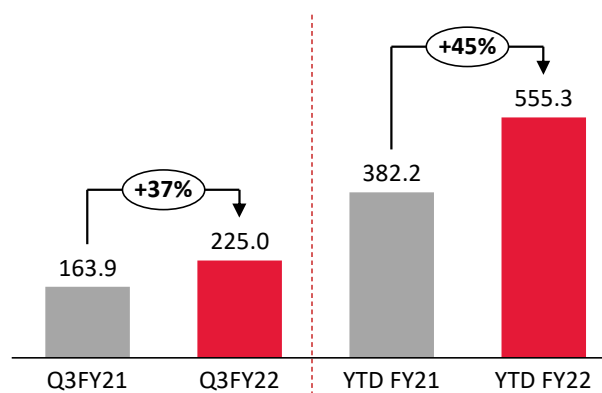
Transportation Revenue



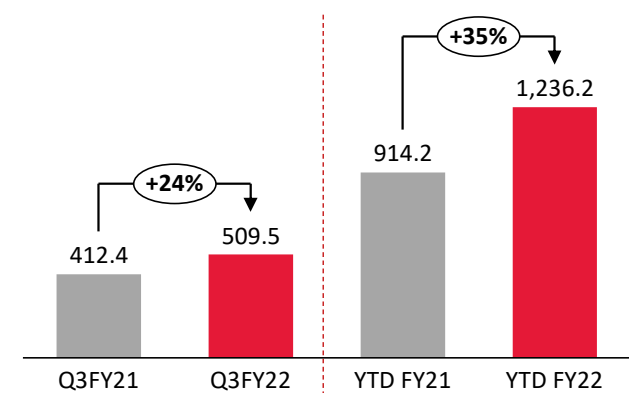
Auto Revenue



Warehousing & Solutions Revenue



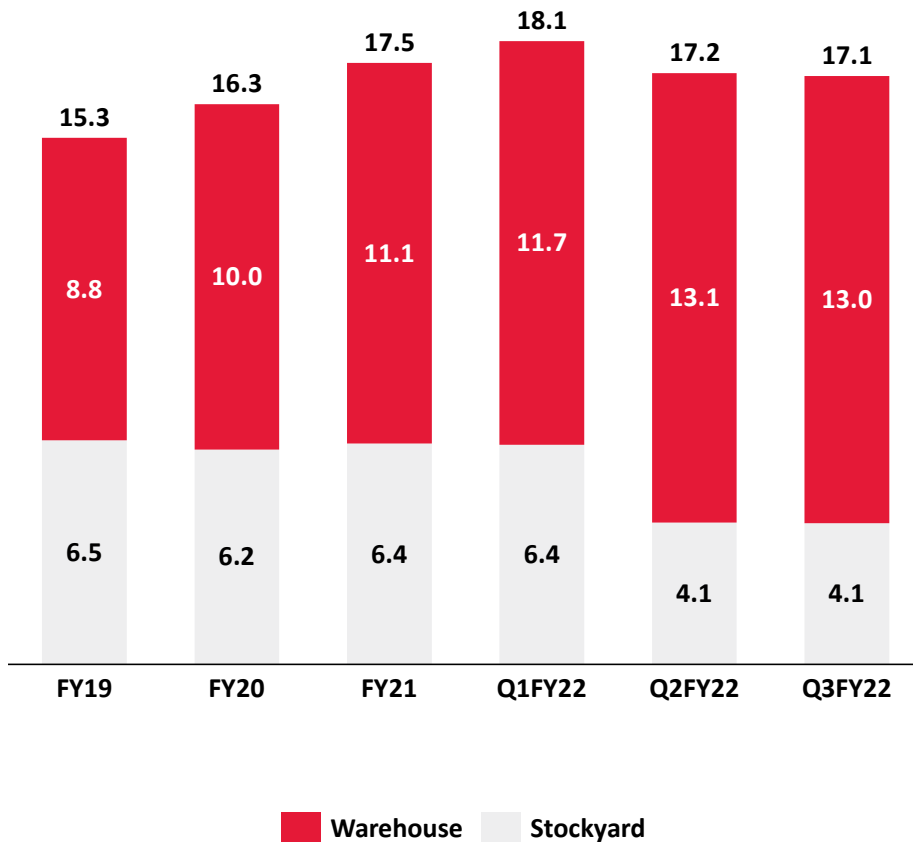
Non-Auto Revenue



Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

Space under Management

Space under Management (mn sq. ft.)



Notes: (1) Total space under management includes stock yards, infactory stores and warehouses owned or leased by customers directly. The figures are as on the last date of the period mentioned.

Multi-client BTS Warehouse in Delhi – NCR

India's largest warehousing facility

Long term lease agreement at the Logos Logistics Estate in Delhi – NCR



Grade A Warehouse

- Developing 3 warehouses totalling 1.4 mmsf at Luhari Logistics Estate
- 1st warehouse 0.5 mmsf delivered in Mid 2021 and 2 warehouses currently in development with a delivery in late 2021 and Early 2022

Multi – Client Facilities

- MLL's Pan India network manages fulfilment and distribution of client services within the E-commerce, Consumer and Engineering Industries

Sustainability Standards

- Standard includes Liquid Discharge Management, Renewable Energy, and Waste Management
- 20 acres of Miyawaki Forest Plantation, Solar Power Generation and distribution of warehouse and common infrastructure energy

Employees

- Employing over 2,500 employees and third-party associates across facilities

Monitoring Measures

- Warehousing air calculation, Temperature, Energy and Water usage

Meru acquisition to strengthen MLL's mobility business



The acquisition complements our mobility services portfolio with an expansion in airport ride-hailing and on-call services



Our ESG Performance



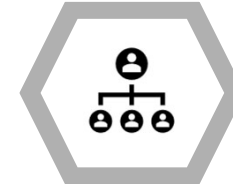
Reducing our Carbon footprint



Employee empowerment



Upliftment of communities



Best corporate governance practices

Environment

Key Focus Area

- **Transportation:**
 - Route and Fleet Optimisation
 - Updated Technology of Vehicles
 - Alternate Modes
 - Alternate Fuels
- **Warehousing:**
 - Reducing energy consumption in warehouse
 - Alternate Fuel MHEs
 - Renewable Energy Usage
 - Utilities Optimisations
- **Office Administration**
 - Energy Efficiency by incorporating renewable sources of energy and switching to LED lighting
 - Pool transport for employees

People

Key Focus Area

- **Culture of Growth:**
 - Personal and professional development
 - Best talent pool
 - Safe and transparent working environment
- **Diversity and Inclusion:**
 - Gender equality
 - Second career options to women army officials
 - Veteran employment and engagement programme
 - Policies on LGBTQ, PwDs and work-life balance
- **Development and Capacity Building Initiatives:**
 - Learning Management system
 - Sandhaan
 - Sanjeevni Platform
 - Swayam
 - Axlerate programme

CSR Updates

| Categories | FY22 Planned | Impact till date |
|---|---|--|
| Building Communities | <ul style="list-style-type: none"> Community Welfare Activities Health and Eye Check-up, Blood Donation camps Rural Development Swachh Bharat Abhiyan | <ul style="list-style-type: none"> Volunteers: 1,264 Manhours: 10,881 Beneficiaries: 49,497 Activities: Street Smart (ZAZ project), Samantar (Women Empowerment, Orphanage), Jeevan Dan (Blood Donation), Sehat (Health Clinic – Nashik), Virtual Volunteering |
| Skill Development | <p>Programs on:</p> <ul style="list-style-type: none"> Vocational skill development Livelihood enhancement Skill development - PMKVY & other Government schemes | <ul style="list-style-type: none"> Volunteers: 21 Manhours: 93 Beneficiaries: 135 Activities: Skill development projects execution will be started from Q3. |
| Disaster Relief & Rehabilitation | <ul style="list-style-type: none"> Relief activities for Covid-19 affected communities Relief activities for other disasters | <ul style="list-style-type: none"> Volunteers: 455 Manhours: 9,008 Beneficiaries: 67,687 Activities: COVID-19 precautions & kits distribution, Food Distribution, Rapid Antigen & RT-PCR in communities, Safety awareness for COVID-19 precautions |
| Sustainability | <p>Programs on:</p> <ul style="list-style-type: none"> Renewable energy usage Waste management Renewal of water bodies Green cover and bio-diversity | <ul style="list-style-type: none"> Volunteers: 823 Manhours: 3,815 Beneficiaries: 20,969 (Planted 17,469 trees) Activities: Tree Plantation, Environment awareness activities |



Building Communities (Orphanage home support)



Tree Plantation, Asam



Covid-19 Vaccination Camp

Celebrating one year of delivering sustainably

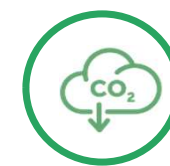
*Our first year of operations has been a resounding success with over **500 eDEL EV's** driven towards **sustainable last-mile delivery saving over 400 tons of CO₂** contributing to a **greener environment**.*



500+
vehicles



4 million+
km covered



400+ tons
CO₂ saved



1000+
pin codes



70+
charging hubs



14+
cities

Moments of pride that resonate our efforts



Overall Excellence Award in Gold category at CII SCALE Awards 2021



National level **GOLD** Award under QC Circle and other concepts (**5S, Kaizen, Poka Yoke, SMED, LCA**) category at the CCQC competition 2021



GOLD awards in CII Industry Champions Trophy 2021



Recognized with multiple awards for **environment, health and safety** among other categories at the QCFI Kaizen competition 2021



Gold Award for Best organisation for **sustainable growth and competitiveness** at CII National Competition on Digitalization



Gold Awards under **safety and energy** category at the CII National Competition



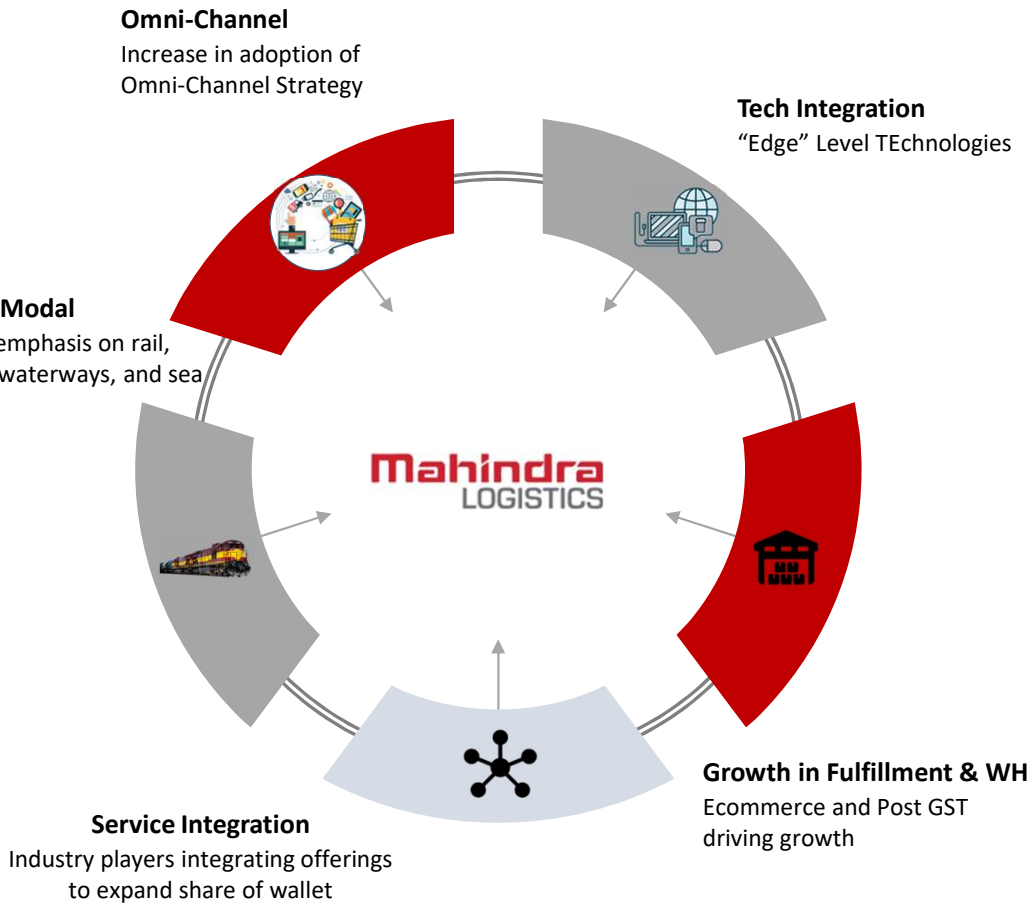
Excellence award for **eliminating transit damage and reducing carbon footprint** at the National Convention on Quality Concepts (NCQC) 2021



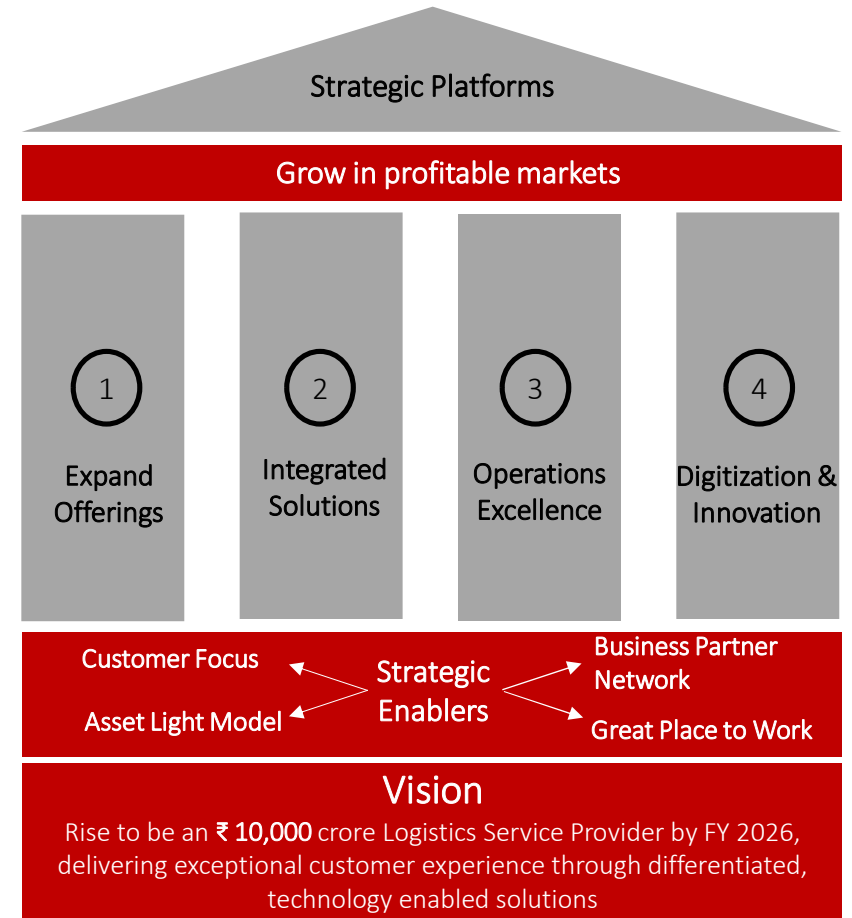
Recognized as **COVID 19 Brave Heart** for Alyte Free Emergency Cab Support by Telangana Social Impact Group (T-SIG)

Well poised to take advantage of Industry trends

Industry Trends



MLL Strategy



Company :

CIN: L63000MH2007PLC173466

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