

Our Ref: MLLSEC/79/2021

Date: 29 April 2021

To,
BSE Limited (Security Code: 540768)
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai-400 001

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 financial year ended 31 March 2021 - Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("Listing Regulations")

In compliance with Regulation 30 and other applicable provisions of the Listing Regulations, please find enclosed herewith an Earnings Presentation encompassing, inter-alia, an overview of the Annual Audited Financial Results of Mahindra Logistics Limited ("the Company") for the financial year ended 31 March 2021.

The enclosed 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
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Techniplex Complex, Veer Savarkar Marg,
Goregaon (West). Mumbai - 400 062

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Toll Free : 1800 258 6787
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Regd Office
Mahindra Towers,
P. K. Kurne Chowk, Worli,
Mumbai - 400 018

CIN : L63000MH2007PLC173466

MAHINDRA LOGISTICS LIMITED INVESTOR PRESENTATION – Q4 FY21

Mahindra
LOGISTICS



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Q4 & FY21 Financials Highlights

Consolidated Financial Highlights for Q4 FY21



Revenue from Operations

INR 974 Crs

↑ **20% YoY**



Revenue from Non-M&M SCM

INR 438 Crs

↑ **30% YoY**



Gross Margin

INR 95 Crs

↑ **13% YoY**



Reported EBITDA

INR 51 Crs

↑ **24% YoY**



Profit after Tax (Reported)

INR 12 Crs

↑ **29% YoY**



Profit After Tax* (Before Exceptional Item)

INR 14 Crs

↑ **47% YoY**

*Exceptional item – Impairment loss on Long term investments in Transtech Logistics Pvt. Ltd amounting to Rs. 2.7 Crs



01

Recorded 20% growth in overall quarterly revenue, despite continuing softness in Enterprise Mobility segment due to Covid related volume reductions

02

Growth in SCM during the quarter at 28% YoY, sustained by increased business volumes across end markets served

03

Revenue from Warehousing services & solutions grew 12% YoY with continued focus on solutions-led approach to customer's requirements in supply chain

04

Business Wins and Large collaboration with customers to aid growth trajectory

05

Positive traction observed post launch of "EDel": Electric last mile delivery solution. The Company sees strong demand environment with opportunity for continuing fleet deployment

06

Continued focus on working capital management and Cash flows

Consolidated Financial Highlights for FY21



Revenue from Operations

INR 3,264 Crs

↓ 6% YoY



Revenue from Non-M&M SCM

INR 1,548 Crs

↑ 13% YoY



Gross Margin

INR 321 Crs

↓ 9% YoY



Reported EBITDA

INR 152 Crs

↓ 12% YoY



Profit after Tax
(Reported)

INR 29 Crs

↓ 48% YoY



Profit After Tax*
(Before Exceptional Item)

INR 31 Crs

↓ 44% YoY

*Exceptional item – Impairment loss on Long term investments in Transtech Logistics Pvt. Ltd amounting to Rs. 2.7 Crs



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

“We delivered continuing growth in Q4, FY20-21, driven by market recovery and execution of our strategy of providing customized, integrated solutions to our customers.

Our revenue growth was driven by E-commerce, Automotive, Consumer and Freight Forwarding businesses. Strong momentum in Supply Chain has offset the continuing softness in the Enterprise Mobility segment, which remains impacted by the Covid-19 pandemic. We continue to expand and grow our service lines.

During the quarter, ‘Edel’, our 100% electric powered vehicle solutions, commenced operations in last mile delivery services.

We are again witnessing a significant growth in the spread of the Covid-19 pandemic. In this challenging environment, we are focused on safety & health of our employees and partners. We are also partnering with local authorities and supporting Covid-19 relief activities across multiple regions.

I am happy to share that the Board of Directors have recommended an increased dividend of 25% (Rs. 2.50 per share) for FY21.”

Consolidated Profit & Loss

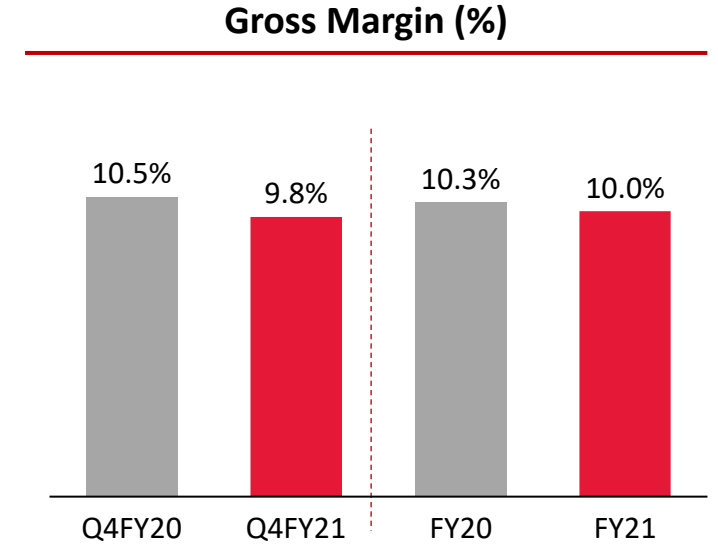
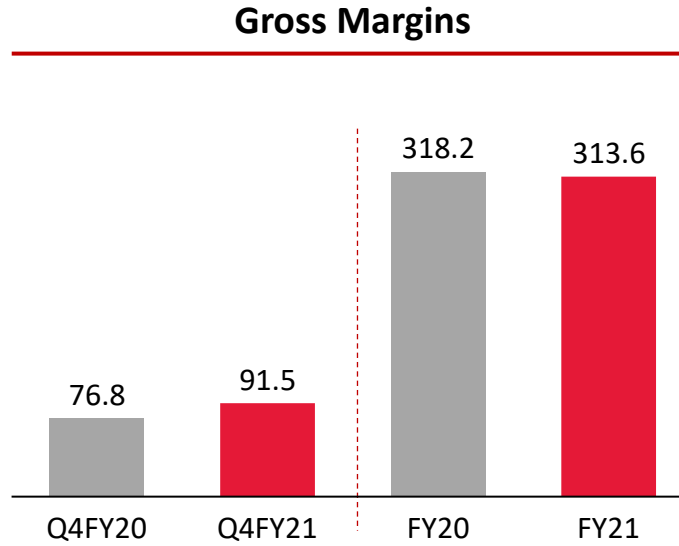
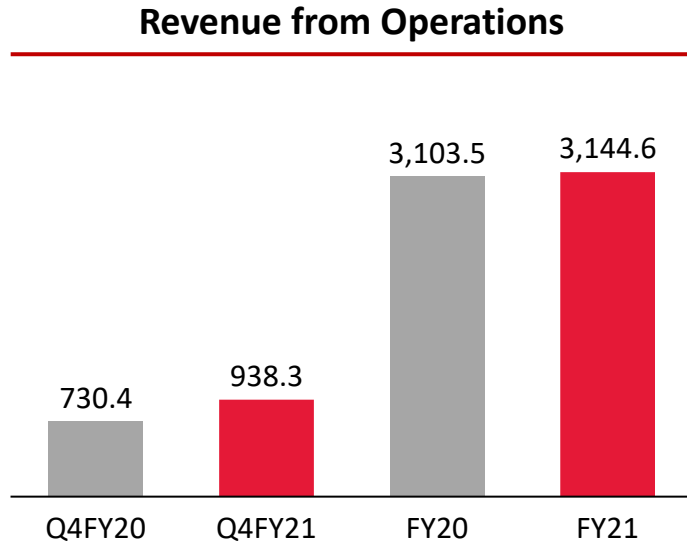
Particulars	Q4FY21	Q4FY20	Y-o-Y	FY21	FY20	Y-o-Y
Revenue from Operations	974.0	811.8	20.0%	3,263.7	3,471.1	-6.0%
Other Income	4.7	3.1		17.5	14.0	
Gross Margin	94.9	84.1	12.9%	320.5	352.1	-9.0%
Gross Margin (%)	9.7%	10.4%		9.8%	10.1%	
Total Overheads	48.8	46.1		186.3	193.9	
EBITDA	50.8	41.1	24.2%	151.7	172.2	-11.9%
Depreciation & Amortization	26.1	22.0		89.6	73.4	
EBIT	24.7	19.1		62.0	98.6	
Finance Cost	5.6	5.7		20.1	17.6	
Exceptional Item	2.7	-		2.7	-	
PBT	16.4	13.4		39.2	81.2	
Tax	4.0	3.6		10.0	25.7	
PAT (before share of JV)	12.4	9.6		29.2	55.4	
PAT (after share of JV)	12.5	9.6	29.4%	28.8	54.8	-47.5%
PAT (after share of JV & Before EI)	14.2	9.6	47.5%	30.5	54.8	-44.3%
PAT (%)	1.3%	1.2%	11 bps	0.9%	1.6%	(70 bps)
EPS (in. INR)	1.76	1.36		4.19	7.71	

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

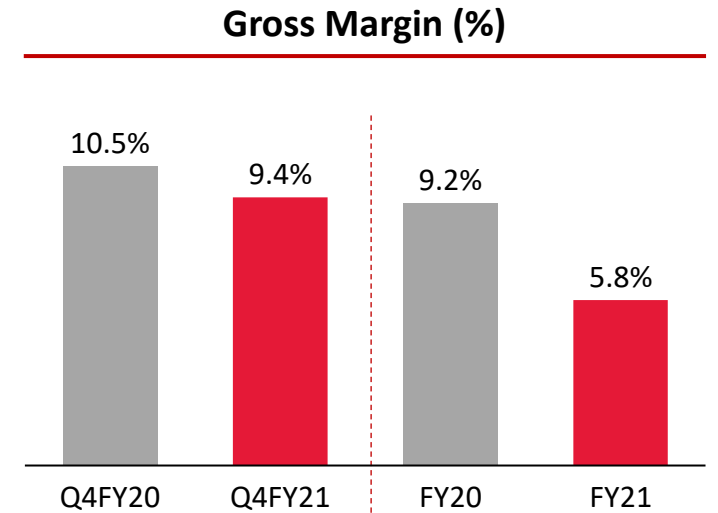
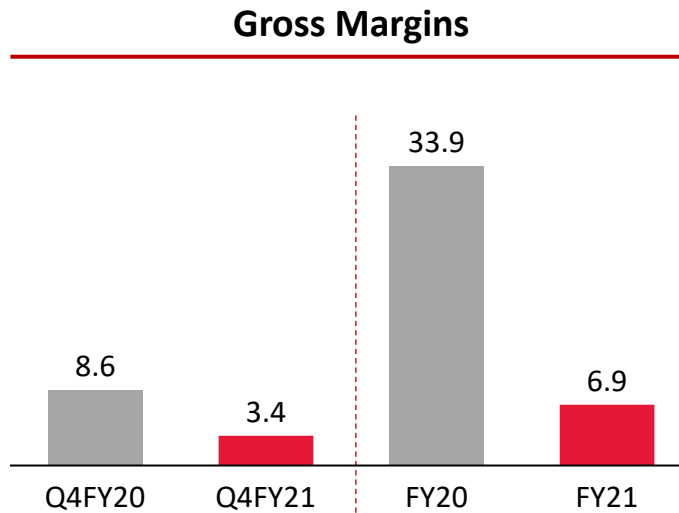
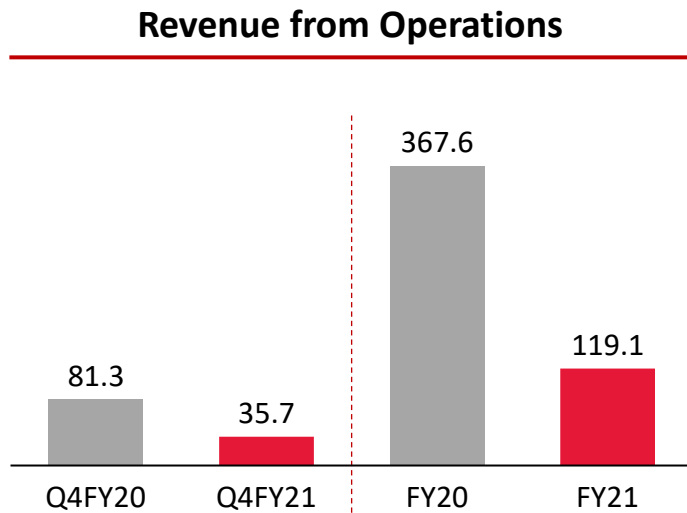
*Exceptional item – Impairment loss on Long term investments in Transtech Logistics Pvt. Ltd amounting to Rs. 2.7 Crs

Financial Highlights – Segment wise

Supply Chain Management (SCM)



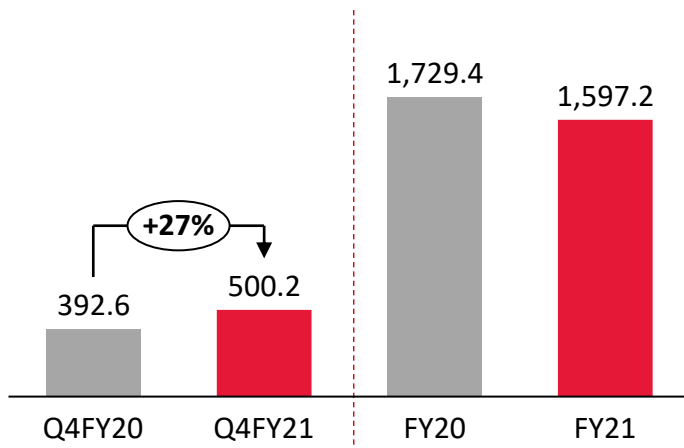
Enterprise Mobility (EM)



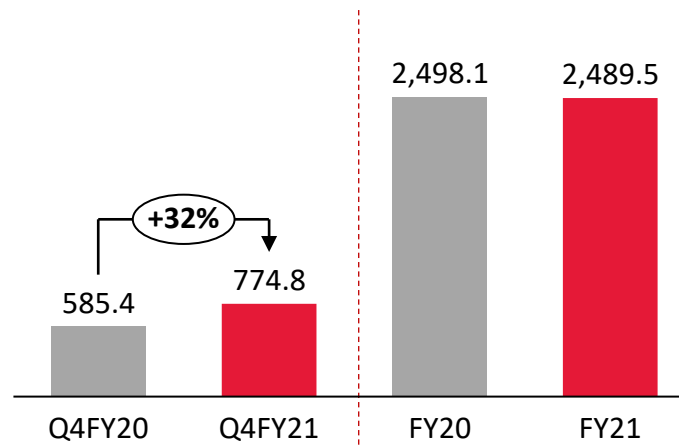
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SCM Revenue Break-Up

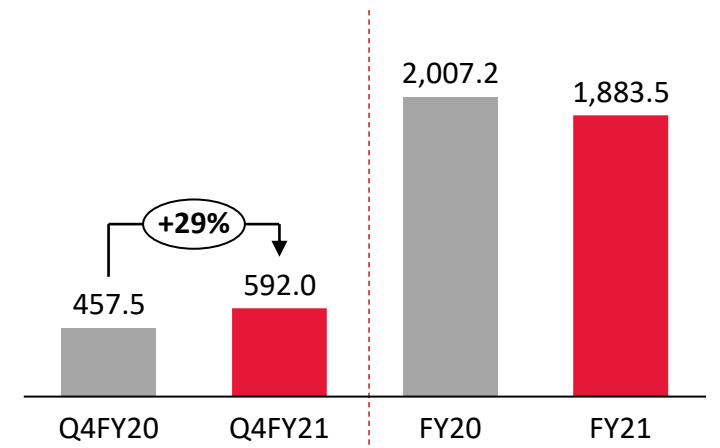
Mahindra Revenue



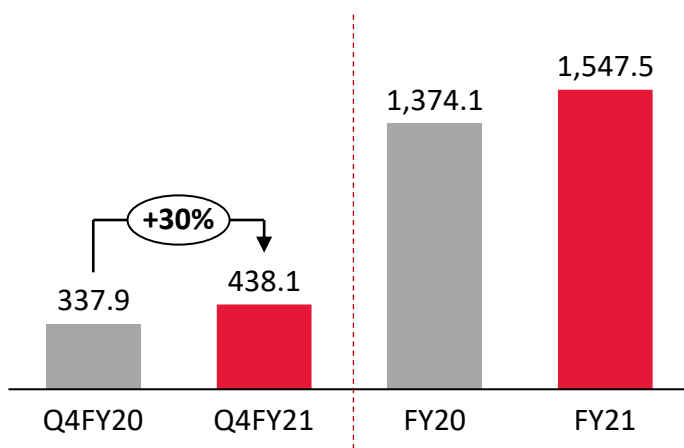
Transportation Revenue



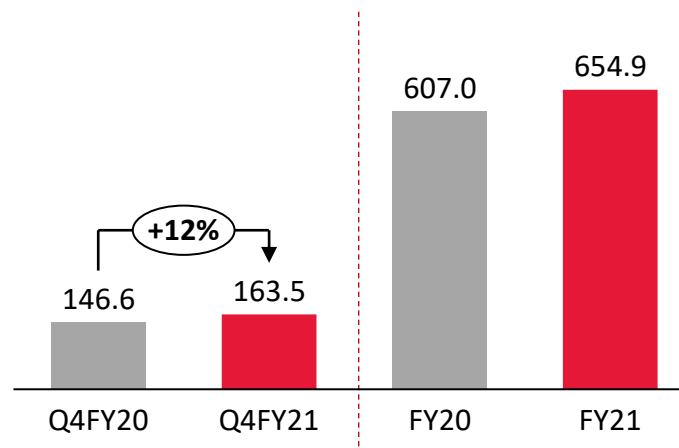
Auto Revenue



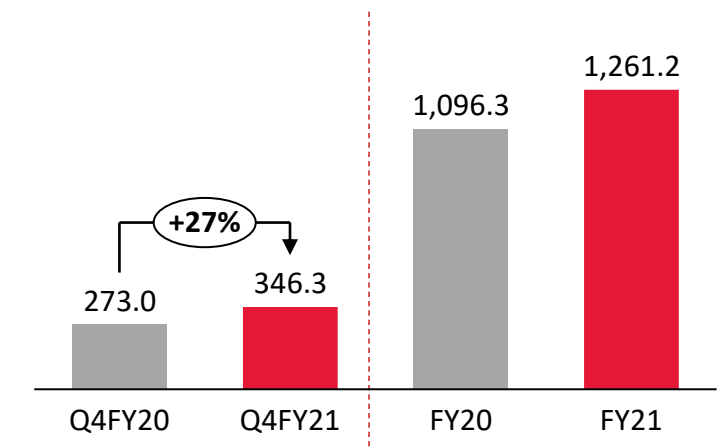
Non-Mahindra Revenue



Warehousing & Solutions Revenue



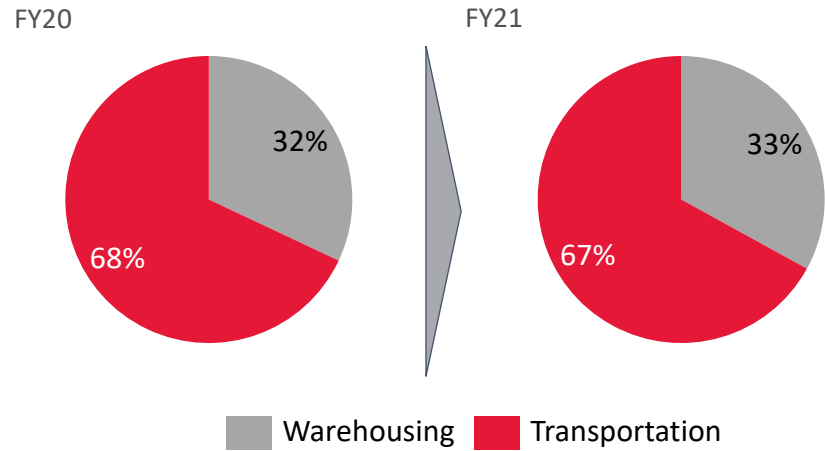
Non-Auto Revenue



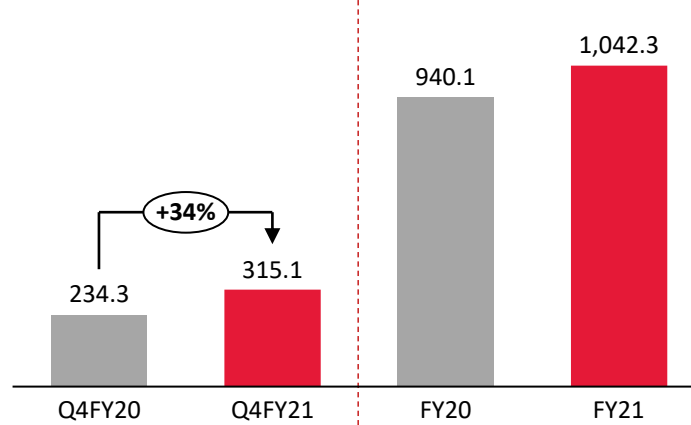
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

Non-Mahindra SCM Revenue Break-Up

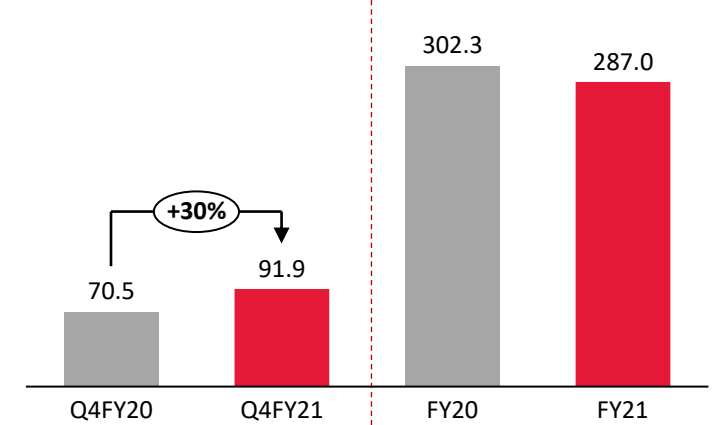
SCM Non-Mahindra Activity Wise Break-up



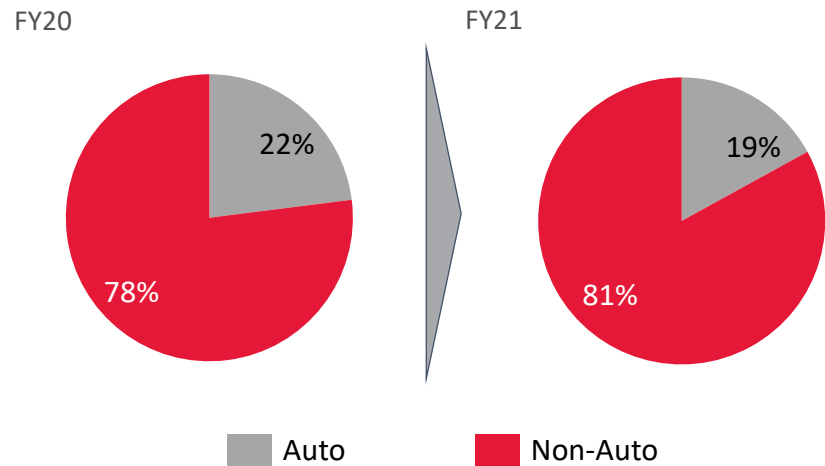
Transportation Revenue



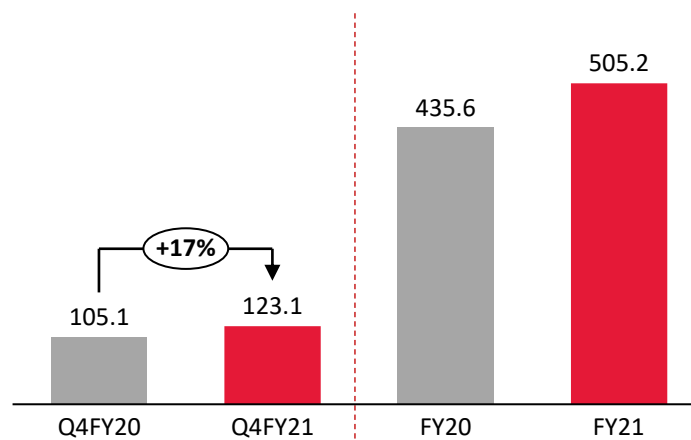
Auto Revenue



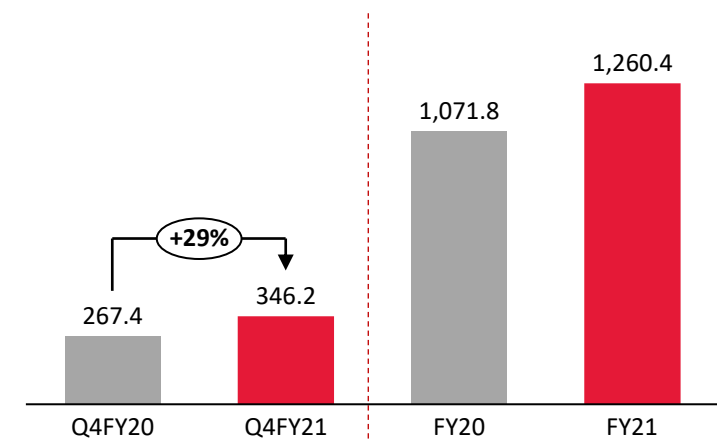
SCM Non-Mahindra Industry Wise Break-up



Warehousing & Solutions Revenue



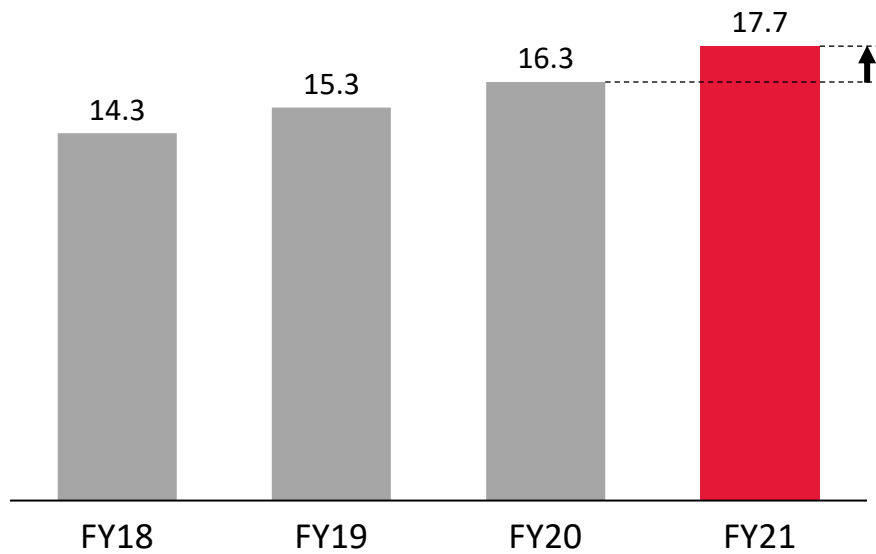
Non-Auto Revenue



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

Operational Data Points

Warehouse Space under Management



Warehouse space under management stands at **17.7 Mn. Sq. Ft**



Consolidated Balance Sheet

Particulars (Rs in Crs.)	31-Mar-21	31-Mar-20
Non-Current Assets	474.4	435.4
Property, plant and equipment	339.2	225.6
Capital work-in-progress	2.1	15.0
Net Investment in Lease	18.8	20.5
Goodwill on Consolidation	4.3	4.3
Intangible assets	18.2	1.0
Financial assets		
(i) Investments in Joint Venture	-	3.1
(ii) Other Financial Assets	34.5	36.4
Deferred tax assets (Net)	22.1	19.9
Income Tax Assets (Net)	21.1	84.7
Other Assets	14.2	24.7
Current Assets	1,204.3	986.4
Financial assets		
(i) Investments	55.1	-
(ii) Trade Receivables	485.6	535.6
(iii) Cash Equivalents & Bank	197.8	99.5
(iv) Loans & Advances	-	15.0
(v) Other financial assets	354.2	233.9
Other Assets	111.7	102.4
Total Assets	1,678.7	1,421.8

Particulars (Rs in Crs.)	31-Mar-21	31-Mar-20
Equity	570.8	550.1
Equity share capital	71.7	71.5
Share Application money	0.0	-
Other equity	496.4	473.1
Non controlling interest	2.8	5.4
Non-Current Liabilities	196.3	137.7
Financial liabilities		
(i) Borrowings	0.9	2.3
(ii) Lease Liabilities	179.5	119.7
Provisions	15.9	15.7
Current liabilities	911.5	734.1
Financial liabilities		
(i) Borrowings	25.5	27.0
(ii) Lease Liabilities	60.8	45.7
(iii) Trade payables	766.1	617.2
(iv) Others	17.7	17.2
Provisions	6.1	5.6
Other current liabilities	35.4	21.4
Total Equity & Liabilities	1,678.7	1,421.8

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

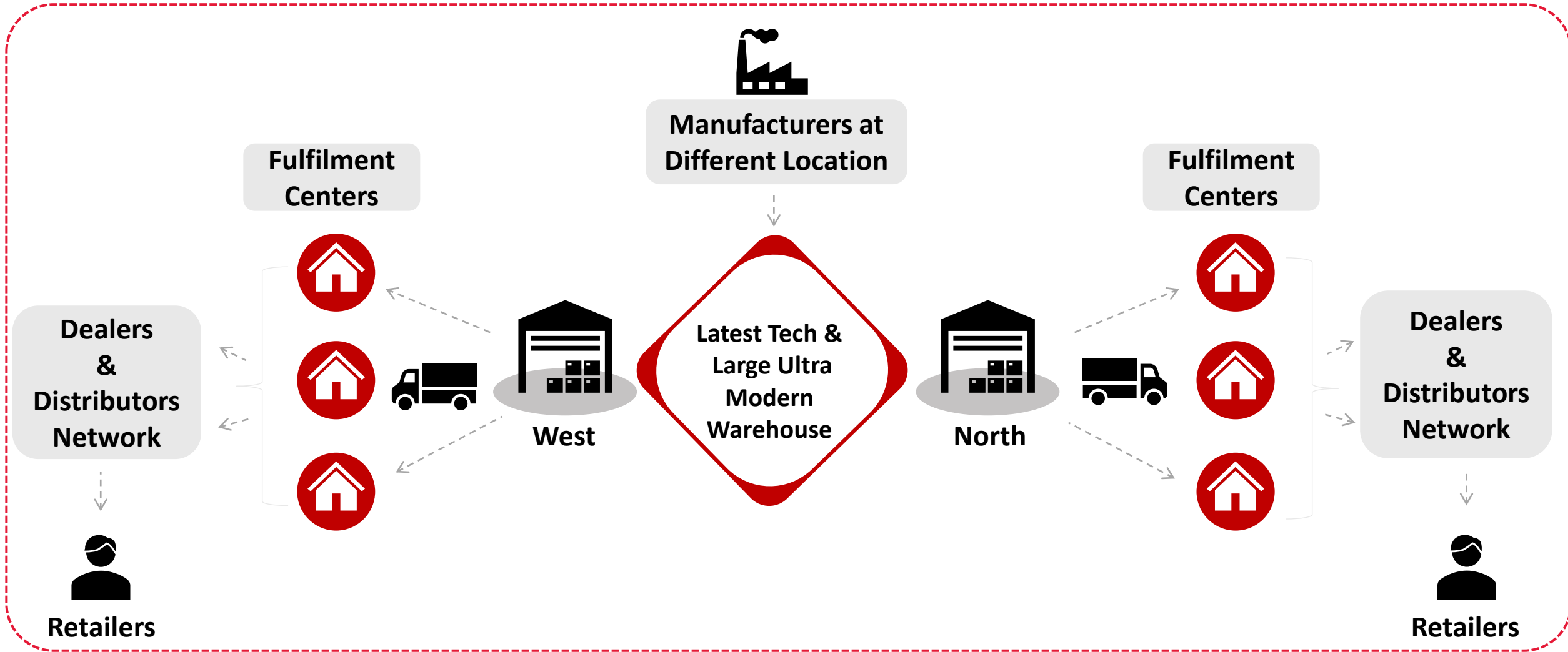
Summary of Consolidated Cash Flow

Particulars	FY21	FY20
Operating profit before working capital changes	158.4	183.1
Changes in working capital	83.8	(65.3)
Cash generated from operations	242.9	117.9
Direct taxes paid (net of refund)	51.5	(32.5)
Net Cash from Operating Activities (A)	293.7	85.4
Net Cash from Investing Activities (B)	(108.0)	35.5
Net Cash from Financing Activities (C)	(87.5)	(76.3)
Net Change in cash and cash equivalents	98.2	44.6

Bajaj Electricals' integrated logistics services deal

Complete **End-to-End redesign and outsourcing** of Bajaj Electricals' Logistics

There will also be a transition towards sustainable logistics using **electric delivery vehicles** - 'EDeL'





*Mahindra
Logistics - EDeL*



Flipkart



- **Flipkart** partnered with **Mahindra Logistics Limited** (MLL) as one of its key logistics partners to help fast track deployment of electric vehicles across its logistics fleet in the country.
- Flipkart has **committed to 100% electric mobility** in its logistics fleet and will **deploy more than 25,000** electric vehicles (EVs) by 2030.
- Mahindra Logistics will play a significant role in working with various OEMs and help Flipkart’s sustainable transition to EVs

- MLL through **EDeL** will enable Flipkart in its journey towards **building a green supply chain** by not only deploying a large fleet of **EVs** but also creating a conducive environment for EV deployment and operations across the country.
- This includes **building supporting infrastructure and technology** such as charging stations and parking lots, training workforce, route planning and even battery swapping stations in the near future.
- MLL will, under its electric delivery brand EDeL, be **procuring different types and classes of electric vehicles** from OEMs as it establishes a pan-India EV presence.

Community Engagement

Building Communities

- Volunteers: 1,475
- Manhours: 6,749
- Beneficiaries: 32,052

- Community welfare
- Zero Accident Zone
- Blood Donation
- Swachh Bharat

Skill Development

- Volunteers: 567
- Manhours: 2,138
- Beneficiaries: 5,057

- Nanhi Kali
- Pradhan Mantri Kaushal Vikas Yojana
- Safety and Defensive Driving Training

Disaster Management

- Volunteers: 2,352
- Manhours: 18,033
- Beneficiaries: 61,080

- Covid 19 Relief activities
- Flood and other Natural calamities

Sustainability

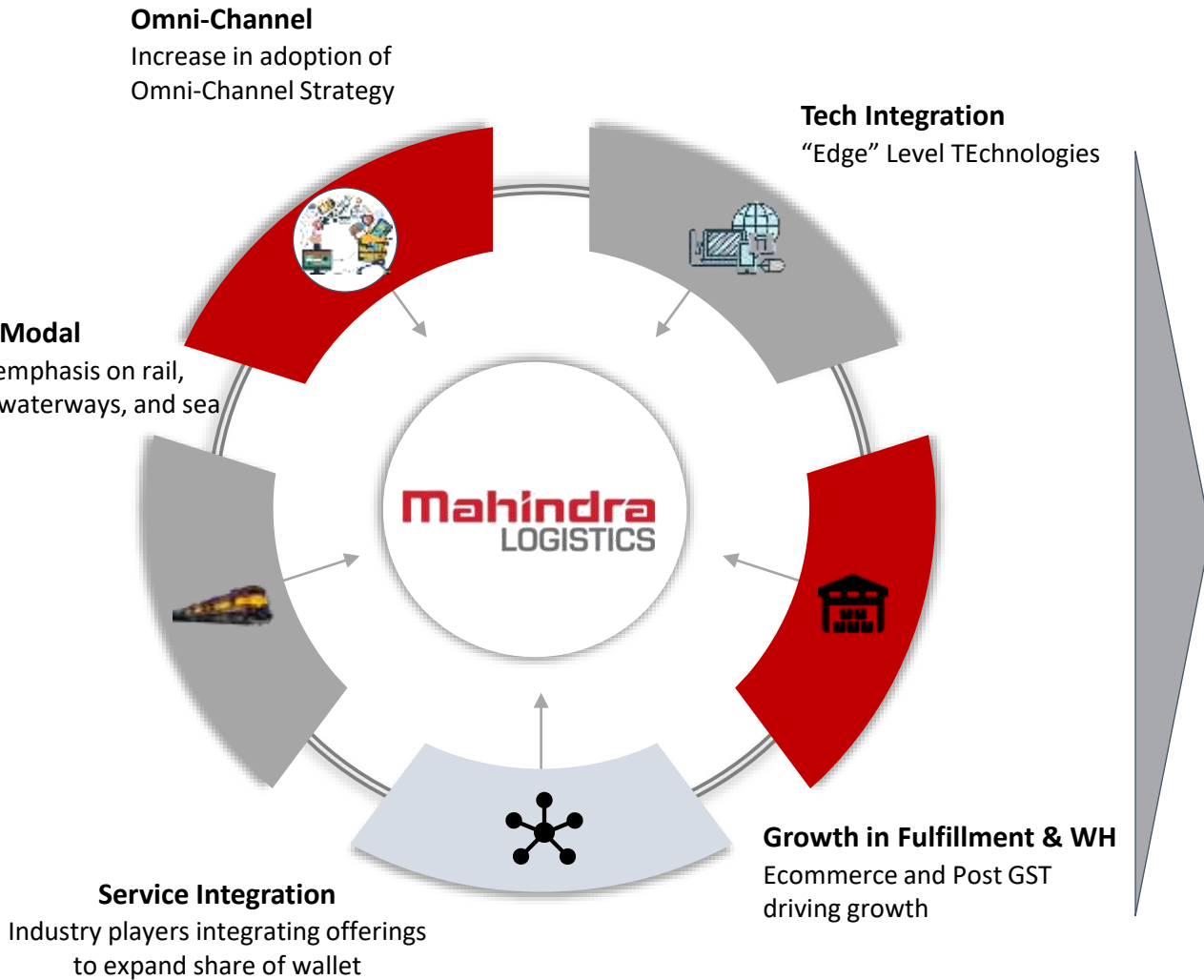
- Volunteers: 271
- Manhours: 2,139
- Beneficiaries: 42,460

- Tree plantations
- Environment Awareness Activities

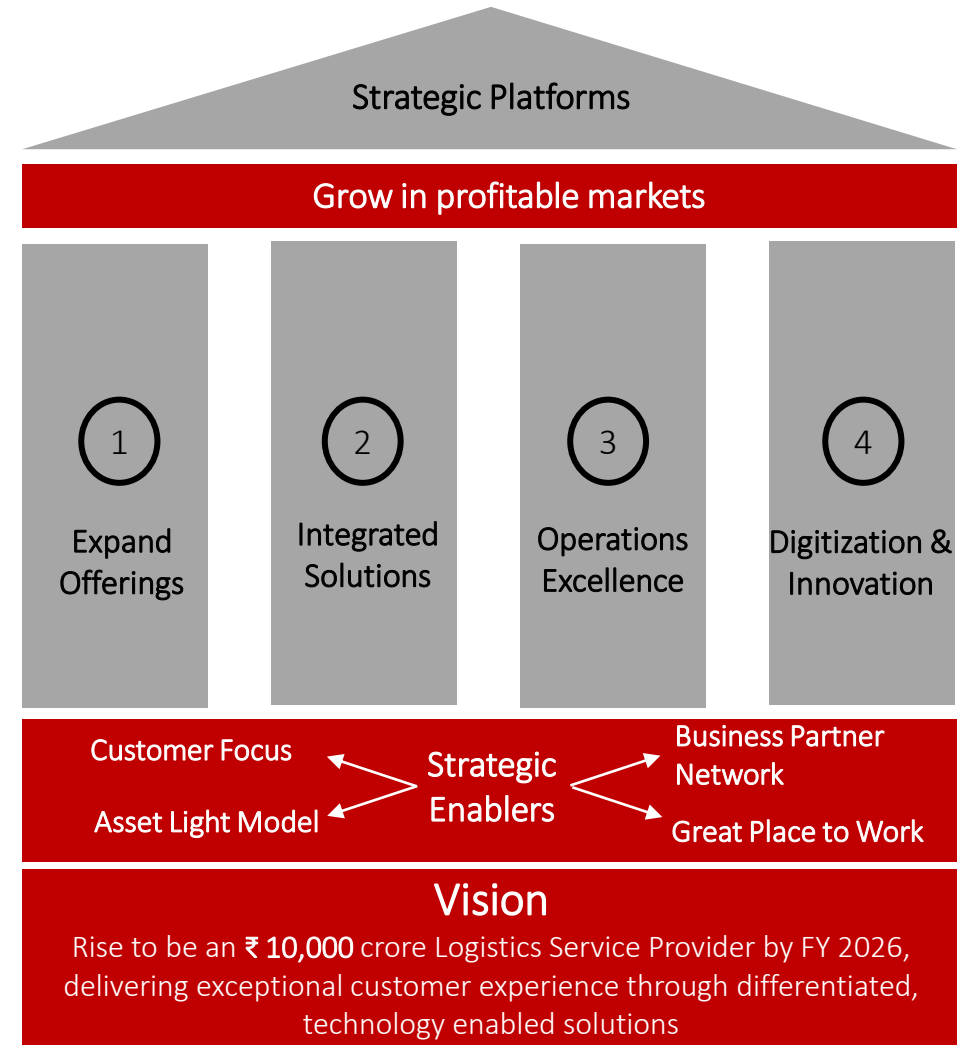


Well poised to take advantage of industry trends in SCM

Industry Trends



MLL Strategy



Company :



CIN: L63000MH2007PLC173466

Mr. Yogesh Patel - CFO

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Investor Relations Advisors :



CIN: U74140MH2010PTC204285

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