

Our Ref: MLLSEC/216/2019

Date: 4 November 2019

To,
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Mumbai-400 001

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Toll Free : 1800 258 6787
Mahindralogistics.com

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

CIN : L63000MH2007PLC173466

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 2nd quarter and half year ended 30 September 2019 - 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 on the Unaudited Financial Results of Mahindra Logistics Limited ("the Company") for the 2nd quarter and half year ended 30 September 2019, subjected to Limited Review.

The enclosed earnings presentation is also being uploaded on the Company's website viz. <http://www.mahindralogistics.com/investor/financial-information> in compliance with Regulation 46 of the Listing Regulations.

Kindly take the above on record and acknowledge receipt of the same.

Thanking you,

Yours Faithfully,
For **Mahindra Logistics Limited**



Brijbala Batwal
Company Secretary

Enclosure: as above

MAHINDRA LOGISTICS LIMITED INVESTOR PRESENTATION – Q2 FY20

Mahindra
LOGISTICS



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Q2 and H1 FY20 Financials Highlights

Consolidated Financial Highlights for H1 FY 20



Revenue from Operations

INR 1,751 Crs



Reported EBITDA

INR 87 Crs

Adj. EBITDA¹ – **INR 93 Crs**



Revenue from Non-M&M
SCM

INR 649 Crs



Warehouse space under
management

16.4 Mn Sq. Ft



Revenue PTS segment

INR 195 Crs



Reported Profit After Tax

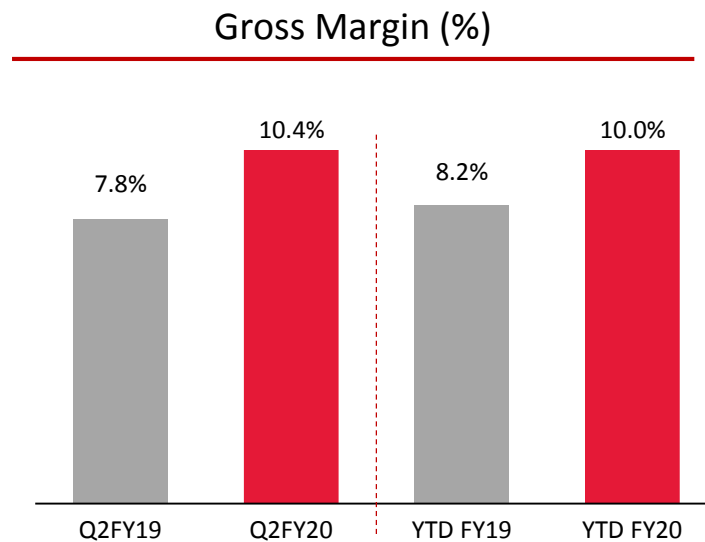
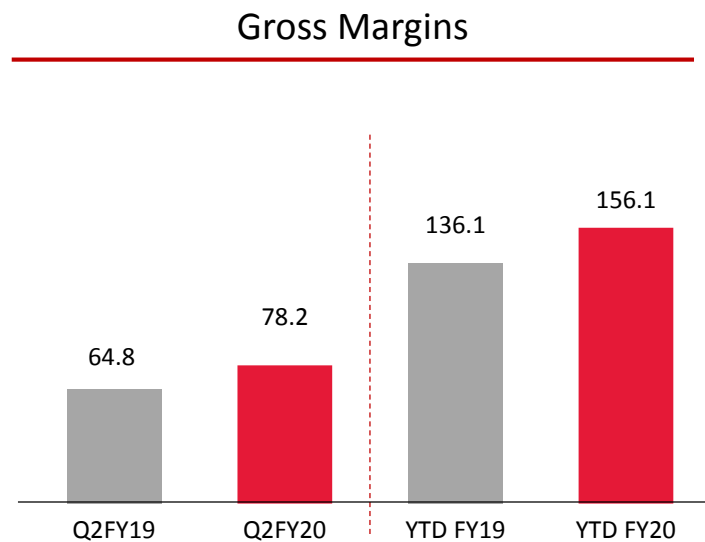
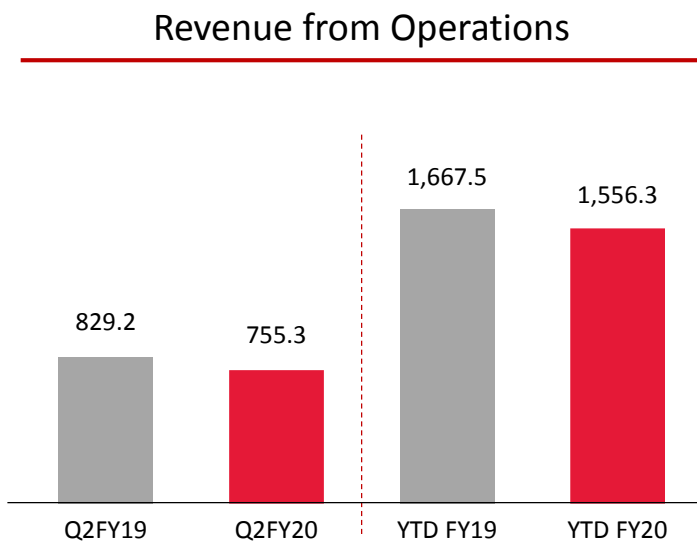
INR 30 Crs

Adj. PAT¹ – **INR 33 Crs**

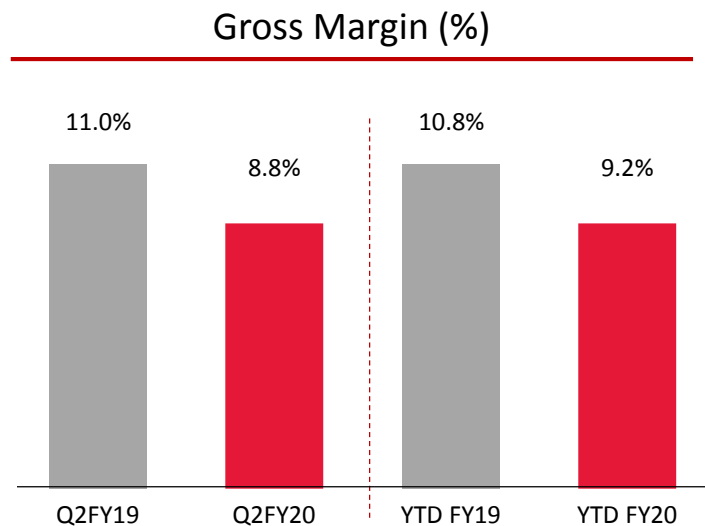
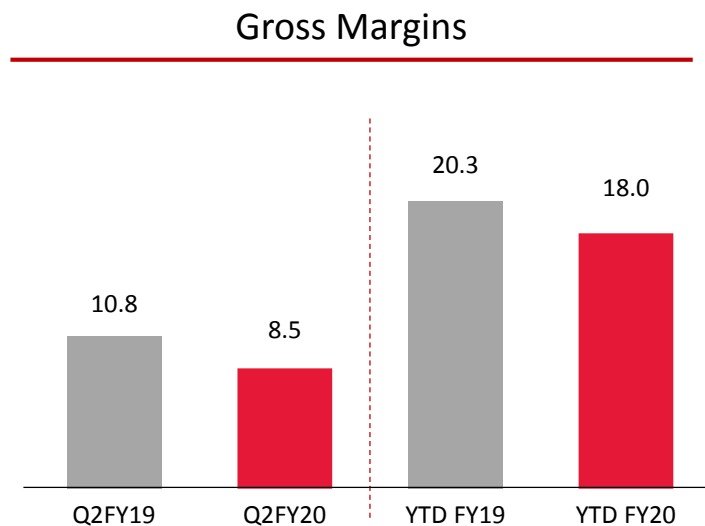
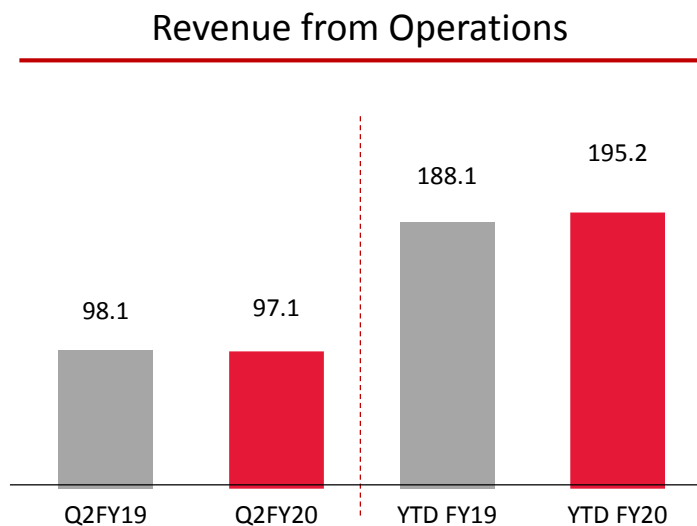
Note: 1. Adjusted for RSU/ESOP Charge

Financial Highlights – Segment wise

Supply Chain Management (SCM)



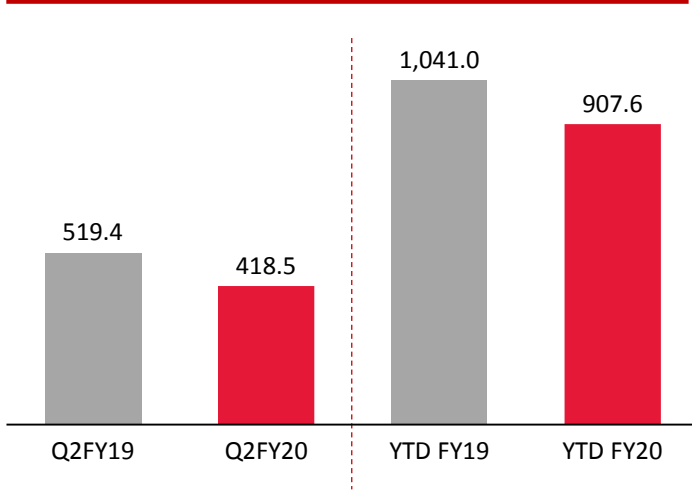
People Transport Solutions (PTS)



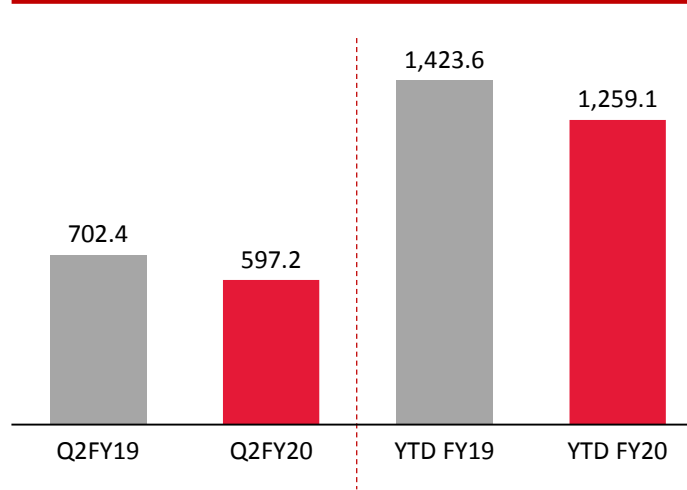
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

SCM Revenue Break-Up

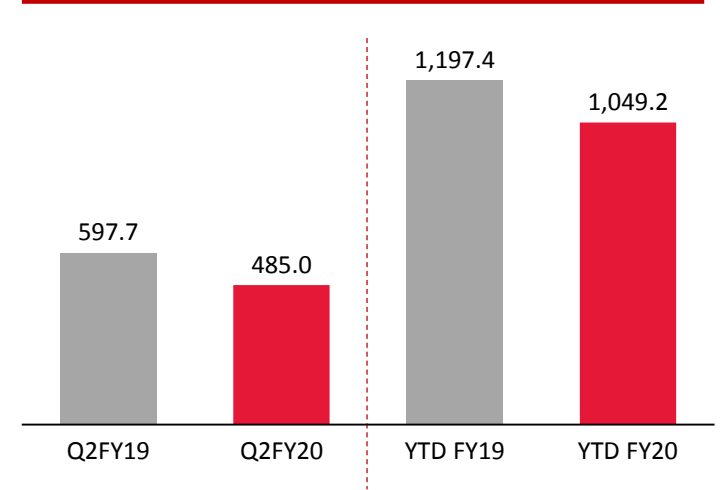
Mahindra Revenue



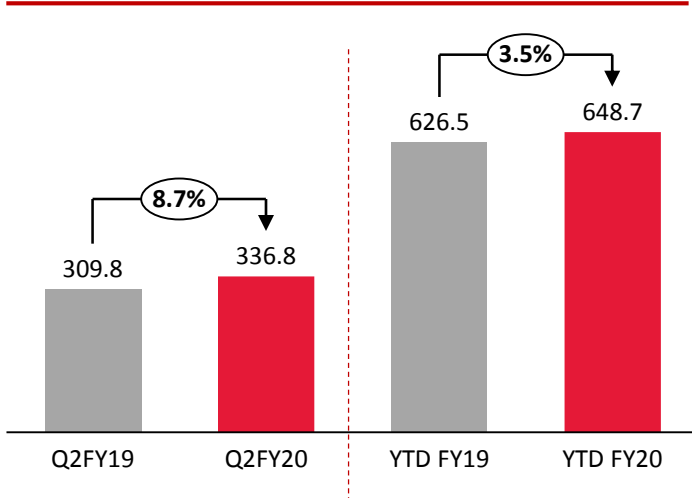
Transportation Revenue



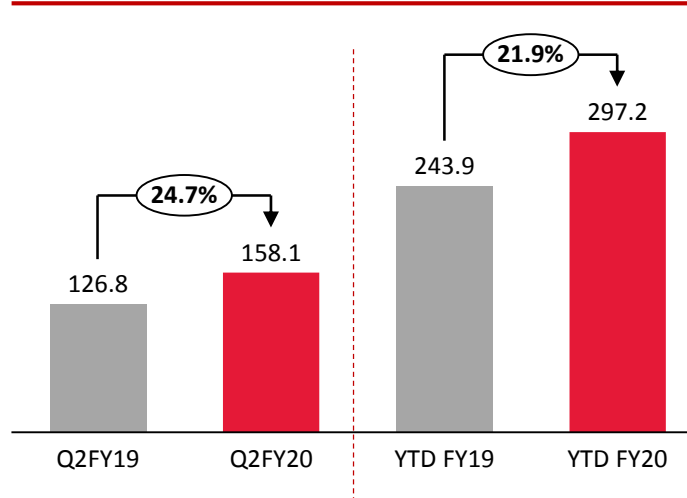
Auto Revenue



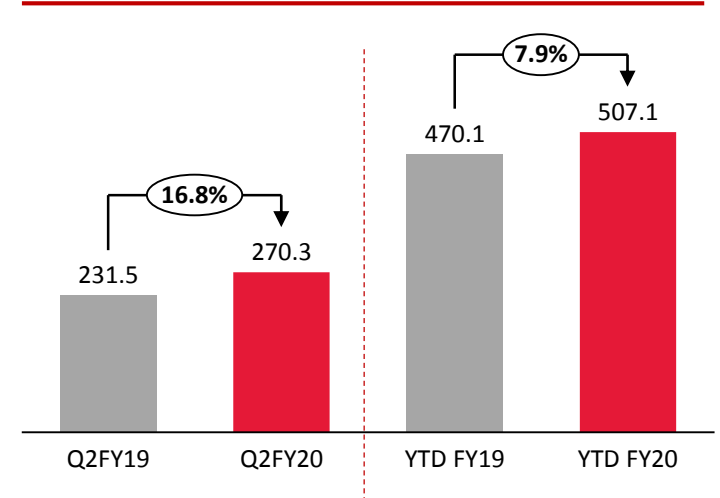
Non-Mahindra Revenue



Warehousing & VAS Revenue



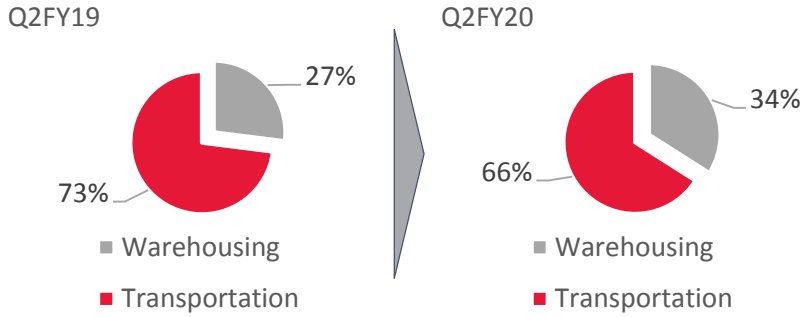
Non-Auto Revenue



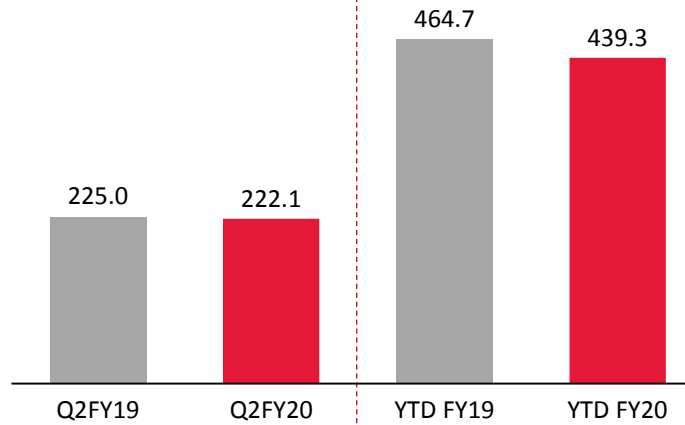
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

Non-Mahindra SCM Revenue Break-Up

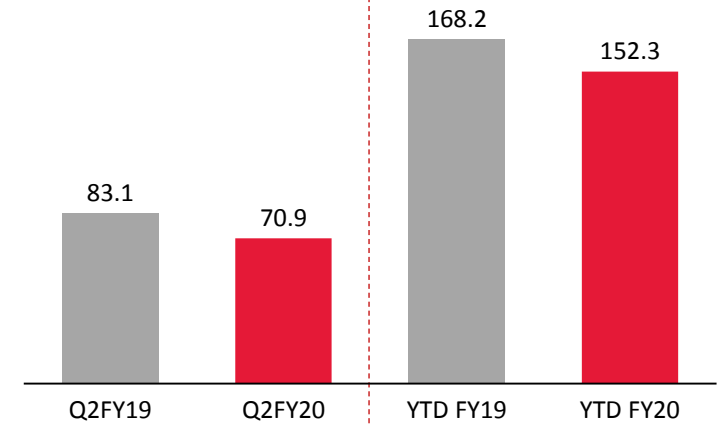
SCM Non-Mahindra Activity Wise Break-up



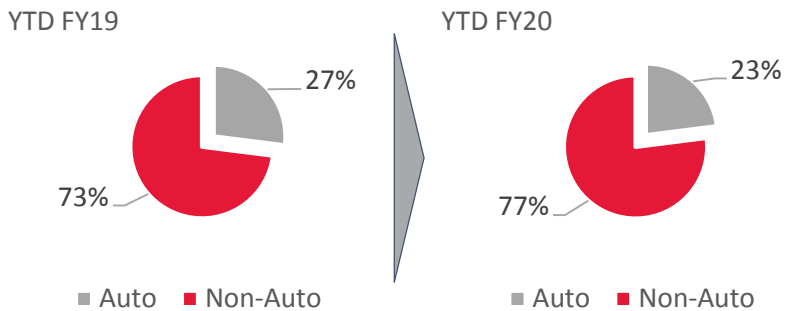
Transportation Revenue



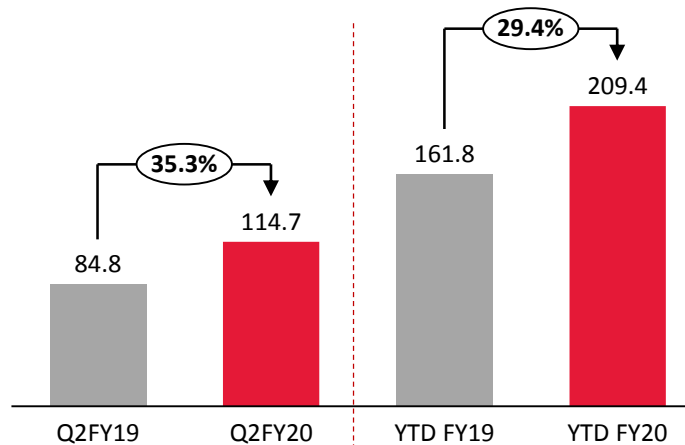
Auto Revenue



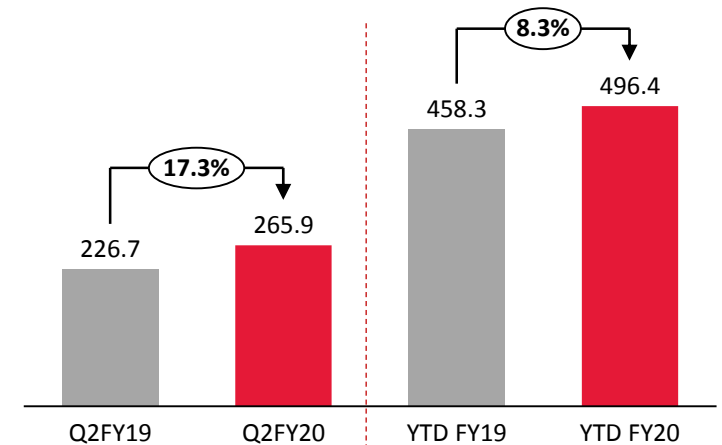
SCM Non-Mahindra Industry Wise Break-up



Warehousing & VAS Revenue

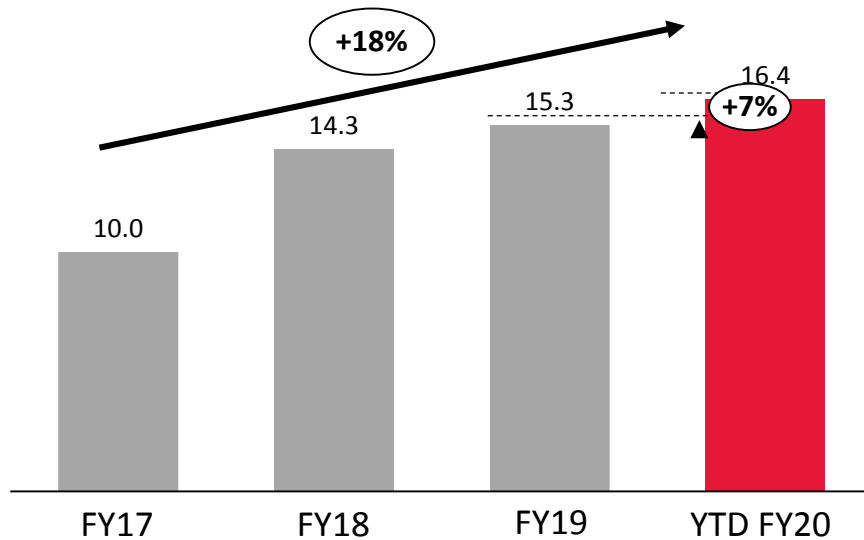


Non-Auto Revenue



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

Warehouse Space under Management



- Warehouse space under management increased from 15.3 Mn. Sq. Ft in FY 19 to 16.4 Mn. Sq. Ft in H1 FY 20 (~700k sq. ft. addition in Q2 FY 20)



Consolidated Profit & Loss Statement

Particulars (Rs in Crs)	Q2FY20	Q2FY19	% Change	H1FY20	H1FY19	% Change
Revenue from Operations	852.4	927.4	-8.1%	1,751.5	1,855.5	-5.6%
Other Income	1.9	1.3	43.4%	8.9	4.2	112.5%
Gross Margin	86.8	75.6	14.8%	174.1	156.4	11.3%
Gross Margin (%)	10.2%	8.1%	203 bps	9.9%	8.4%	151 bps
Total Expenses	814.6	893.4	-8.8%	1,673.6	1,781.1	-6.0%
EBITDA	39.6	35.3	12.4%	86.7	78.6	10.2%
Depreciation & Amortization	17.7	5.1	245.2%	32.6	10.2	219.7%
EBIT	21.9	30.1	-27.2%	54.1	68.5	-20.9%
Finance Cost	4.2	0.8	412.3%	7.7	1.6	387.3%
PBT	17.8	29.3	-39.4%	46.4	66.9	-30.6%
Tax	6.5	10.2	-36.7%	16.4	23.5	-30.0%
PAT	11.2	19.1	-41.6%	29.7	43.4	-31.5%
EPS (in. INR)	1.55	2.65	-41.5%	4.15	6.01	-30.9%
Adjusted EBITDA¹	42.7	35.0	22.1%	92.5	78.9	17.3%
Adjusted EBITDA Margins (%)	5.0%	3.8%	124 bps	5.3%	4.2%	103 bps
Adjusted PAT¹	13.1	18.9	-30.8%	33.5	43.5	-23.1%
Adjusted PAT (%)	1.5%	2.0%	(50 bps)	1.9%	2.3%	(43 bps)

- Revenue from operations for Q2 at Rs. 852 crore, down 8.1% Y-o-Y, impacted by reduction in volume from Auto customers
 - Non-M&M revenues in SCM business higher by 8.7% on a year on year basis
 - Consumer & Pharma and E-Commerce verticals growth trajectory sustained
- Revenue from Top 20 Non M&M SCM contributes 62% of total Non M&M SCM Revenue
- Total expenses include additional charge for ESOP/RSU expenses
- Effective Tax Rate revised as per the ordinance released. The impact not visible in Q2 due to restatement of Deferred Tax Asset.
- Financials represented post adoption of Ind AS 116 “Leases” with effect from April 1, 2019

Note: 1 Adjusted EBITDA and Adjusted PAT are before ESOP/RSU charge. (Q2FY20 - Rs. 3.0 Crs, Q2FY19 – Rs. (-) 0.3 Crs; H1FY20 – Rs. 5.8 Crs, H1FY19 – Rs. 0.2 Crs)

Ind AS 116: Impact on Profit & Loss Statement

Particulars (Rs in Crs)	Ind AS 116	Ind AS 17		Change	Change%
	Q2FY20	Q2FY20	Q2FY19	Q2FY20	Q2FY20
Revenue From Operations	852.4	852.6	927.4	-0.1	0.0%
Other Income	1.9	1.8	1.3	0.0	0.8%
Total Income	854.3	854.4	928.7	-0.1	0.0%
Total Expenses	814.6	814.6	893.4	0.0	0.0%
Lease Expenses	0.0	13.4	NM	-13.4	-100.0%
Gross Margin	86.8	74.7	75.6	12.0	16.1%
EBITDA	39.6	26.4	35.3	13.3	50.3%
Adjusted EBITDA¹	42.7	29.4	35.0	13.3	45.1%
Depreciation	17.7	5.9	5.1	11.8	201.7%
EBIT	21.9	20.5	30.1	1.4	7.0%
Interest	4.2	0.9	0.8	3.3	371.1%
Profit Before Tax	17.8	19.6	29.3	-1.8	-9.4%
Profit After Tax (after share of JV)	11.2	12.5	19.1	-1.4	-10.8%
Adjusted PAT¹	13.1	14.4	18.9	-1.4	-9.4%
Adjusted PAT %	1.5%	1.7%	2.0%		(16 bps)

- Lease expenses are not recognized as direct cost and are bifurcated between Amortization for Right to use of the asset & Finance Cost of Lease rent payable
- EBIDTA margins increase by 155 bps & EBIDTA increases by Rs. 13.3 cr. due to revised classification of expenses as Amortization & Finance Cost
- In the initial phase of the lease the interest cost is high and gets tapered down during the end of the lease which impacts the PAT by Rs 1.4 cr and decrease the PAT margin by 15 bps

Note: 1 Adjusted EBITDA and Adjusted PAT are before ESOP/RSU charge. (Q2FY20 - Rs. 3.0 Crs, Q2FY19 – Rs. 0.9 Crs)

2. NM = Not Measurable

Consolidated Balance Sheet

Particulars (Rs in Crs.)	30-Sep-19	30-Sep-18
Non-Current Assets	386.8	201.9
Property, plant and equipment	79.1	60.7
Capital work-in-progress	8.2	0.7
Right of use asset	144.7	-
Net Investment in Lease	1.6	-
Goodwill on Consolidation	4.3	4.3
Intangible assets	0.8	0.7
Financial assets		
(i) Investments in Joint Venture	3.5	-
(ii) Other Financial Assets	36.8	16.7
Deferred tax assets (Net)	13.6	17.3
Income Tax Assets (Net)	64.4	74.3
Other Assets	29.8	27.2
Current Assets	964.5	877.5
Financial assets		
(i) Investments	33.0	5.0
(ii) Trade Receivables	644.0	610.4
(iii) Cash Equivalents & Bank	65.6	66.0
(iv) Loans & Advances	15.0	-
(v) Other financial assets	119.2	120.0
Other Assets	87.9	76.0
Total Assets	1351.3	1079.4

Particulars (Rs in Crs.)	30-Sep-19	30-Sep-18
Equity	513.6	454.4
Equity share capital	71.5	71.1
Other equity	436.5	376.9
Non controlling interest	5.6	6.4
Non-Current Liabilities	131.2	29.7
Financial liabilities		
(i) Lease Liabilities	111.5	-
(ii) Others	19.8	29.7
Current liabilities	706.5	595.2
Financial liabilities		
(i) Borrowings	23.3	19.0
(ii) Trade payables	593.4	541.1
(iii) Others	68.0	14.1
Provisions	7.6	3.3
Other current liabilities	14.3	17.7
Total Equity & Liabilities	1351.3	1079.4



Commenting on the performance, Mr. Rampraveen Swaminathan, CEO at Mahindra Logistics Limited said:

Automotive industry continues to see an unprecedented downturn. We sustained growth momentum in our Non-Auto segment driven by Ecommerce, Consumer & Pharma verticals. During the quarter we continued our growth in warehousing and value-added services and have added 0.7 million square-feet of warehousing space under management. Our focus remains on margin improvements through increased operational efficiency and cost optimization.

We have a positive outlook towards the logistics sector due to the underlying growth drivers and government focus on reducing cost of logistics and improving logistics performance index

Zero Accident Zone (Bhiwandi – Nashik)

- Events: 22
 - Volunteers: 149
 - Manhours: 958
 - Awareness Programs
 - Training
- Impact:
- Beneficiaries: 3,491
 - Reduction in injuries & accidents



Tembha Village

- Events: 19
 - Volunteers: 108
 - Manhours: 1,210
 - Handover of water projects
 - Festival celebration, tree plantation
- Impact:
- Beneficiaries: 12,683
 - Reduction in diseases
 - Easier access to water



ESOP

- Events: 10
 - Volunteers: 799
 - Manhours: 2,583
 - Tree Plantation
 - Swachh Bharat Abhiyaan
 - Blood Donation
- Impact:
- Beneficiaries: 8,325
 - Overall benefit to environment



Company :



CIN: L63000MH2007PLC173466

Mr. Yogesh Patel - CFO

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Investor Relations Advisors :



CIN: U74140MH2010PTC204285

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