

Our Ref: MLLSEC/118/2022

Date: 29 July 2022

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 quarter ended 30 June 2022 - Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("SEBI Listing Regulations")

In compliance with Regulation 30 and other applicable provisions of the SEBI Listing Regulations, please find enclosed herewith the Earnings Presentation *inter-alia*, encompassing an overview of the Financial Results of the Company for the quarter ended 30 June 2022, subjected to Limited Review.

This intimation and the earnings presentation are 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**



Ruchie Khanna
Company Secretary

Enclosure: As above

Mahindra Logistics Limited

Corporate Office : Arena Space, 10th & 11th Floor, Plot No. 20, Jogeshwari Vikhroli Link Road, Near Majas Bus Depot, Jogeshwari (East), Mumbai - 400060.

Registered Office : Mahindra Towers, P. K. Kurne Chowk, Worli, Mumbai - 400018.

CIN : L63000MH2007PLC173466

<https://mahindralogistics.com> | enquiries-ml@mahindra.com | +91 22 6836 7900

MAHINDRA LOGISTICS LIMITED

Q1 2022-23

INVESTOR PRESENTATION



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Mahindra Logistics Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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

- Offering **customized 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 optimization and Route Planning, Tracking and vehicle health monitoring etc.
 - ✓ **Widespread Network:**
 - ✓ **Process led:**
 - ✓ **Diversified Industry Experience: Compliance Management**



32
Network Hubs



300+
Customers



1,750+
Active Business Partners



17.4 Mn sq ft
Warehousing space

Mobility

- **Alyte**, our Enterprise Mobility business, offers employee mobility services across major Indian cities with an emphasis on safety and cost for varied industries including – IT, ITeS, business process outsourcing, financial services, consulting and manufacturing
- **Meru**, offers airport, on call and outstation services
- **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



500+
Operating Locations



12+
Cities



6,000+
Drivers



5,500+
Vehicles Deployed
per day



Q1 FY23 Financial Highlights

Consolidated Financial Highlights for Q1 FY23



Revenue from Operations

INR 1,200 Crs

↑ 36% YoY



Gross Margin

INR 123 Crs

↑ 32% YoY



Revenue from Warehousing & Solutions

INR 266 Crs

↑ 57% YoY



Revenue from Non-M&M SCM

INR 526 Crs

↑ 31% YoY



EBITDA

INR 69 Crs

↑ 61% YoY



Profit After Tax

INR 13 Crs

↑ 337% YoY



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

“We continued to demonstrate strong growth in the quarter gone by, despite the uncertain external environment. Demand growth in farm & auto segment, combined with continuing growth in other markets has been strong.

Our focus on customer value creation through integrated solutions and network services continues to find greater adoption with customers.

We remained focused on driving cost management, accelerating digital transformation, enhancing human capital and executing our strategic platforms for profitable growth.”

Profit & Loss

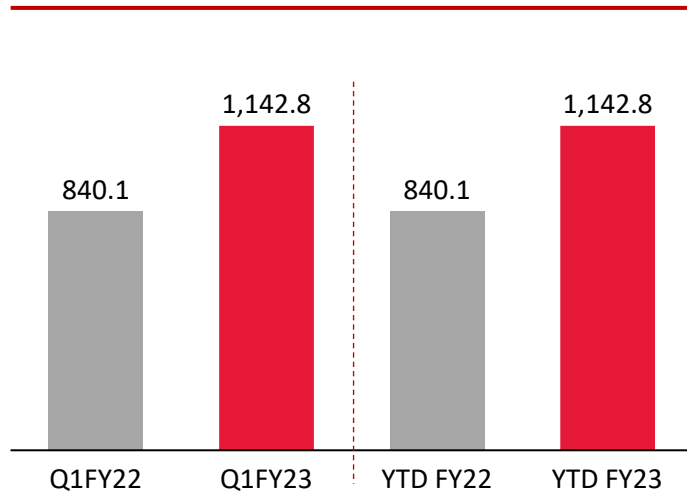
Particulars	Q1FY23	Q1FY22	Y-o-Y	Q4FY22	Q-o-Q
Revenue from Operations	1,199.9	883.2	35.9%	1,088.5	10.2%
Other Income	3.1	2.1		6.3	
Gross Margin	123.2	93.3	32.0%	109.9	12.1%
Gross Margin (%)	10.3%	10.5%	(27 bps)	9.9%	35 bps
Total Overheads	57.4	52.7		58.4	
EBITDA	68.8	42.7	61.2%	57.8	19.1%
Depreciation					
- Fixed Assets	14.9	11.9		14.8	
- Lease (IND AS)	26.0	18.5		24.5	
EBIT	27.9	12.3	125.9%	18.5	50.9%
Finance Cost					
- Finance Charge	1.4	0.8		1.0	
- Lease (IND AS)	7.6	5.4		8.1	
PBT	19.0	6.1	210.5%	9.4	102.7%
Tax	5.3	3.1		3.1	
PAT (before share of JV)	13.6	3.0		6.3	
PAT (after share of JV)	13.2	3.0	337.4%	6.3	110.7%
PAT (%)	1.1%	0.3%	77 bps	0.6%	53 bps
Basic EPS (in. Rs)	1.88	0.46		1.03	

Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise 3. FY22 figures are restated to include Meru financials

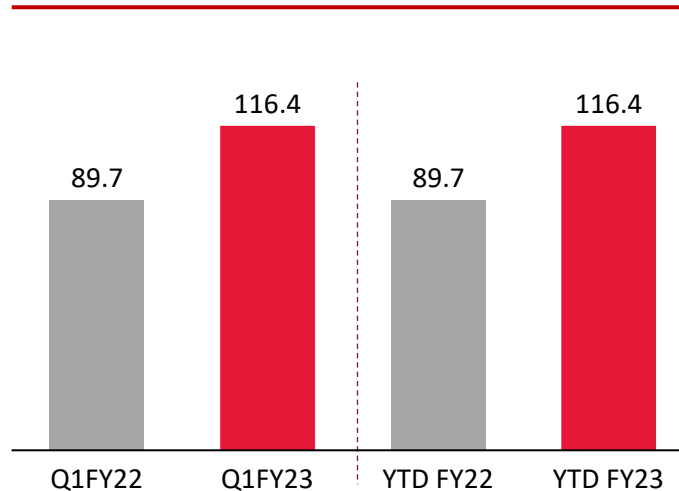
Financial Highlights – Segment wise

Supply Chain Management

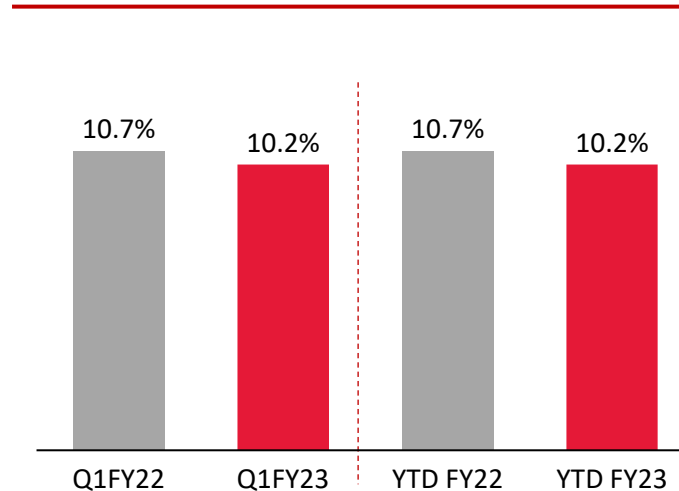
Revenue from Operations



Gross Margin

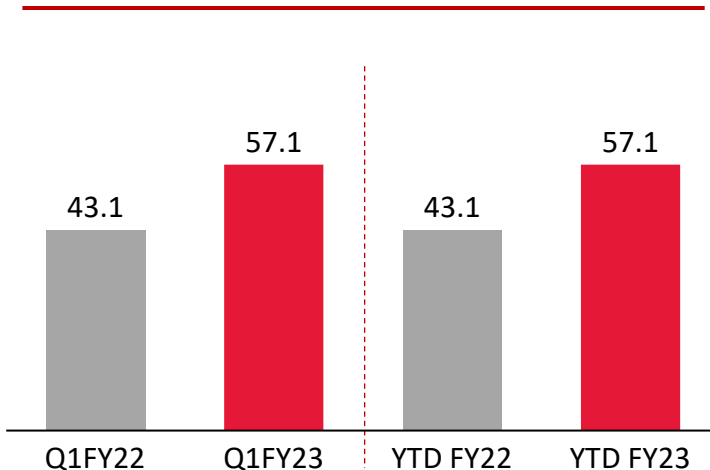


Gross Margin (%)

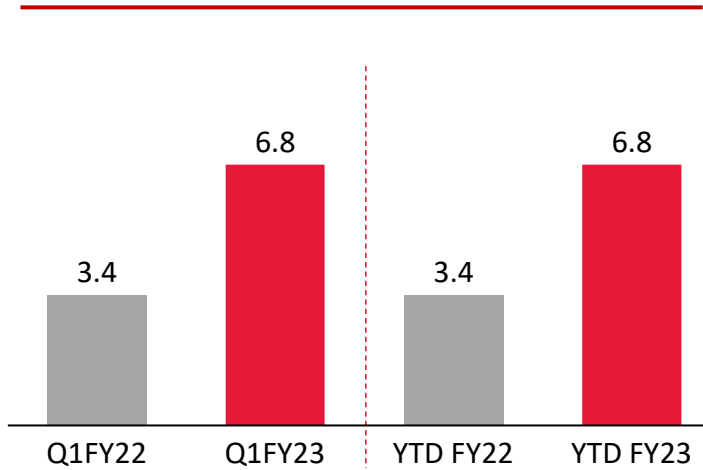


Mobility

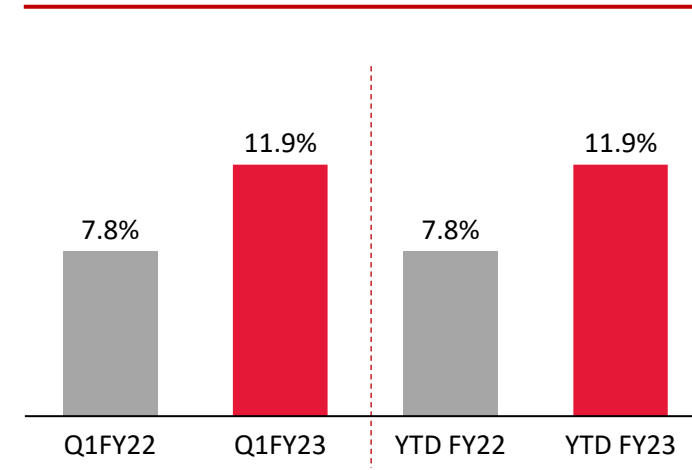
Revenue from Operations



Gross Margin



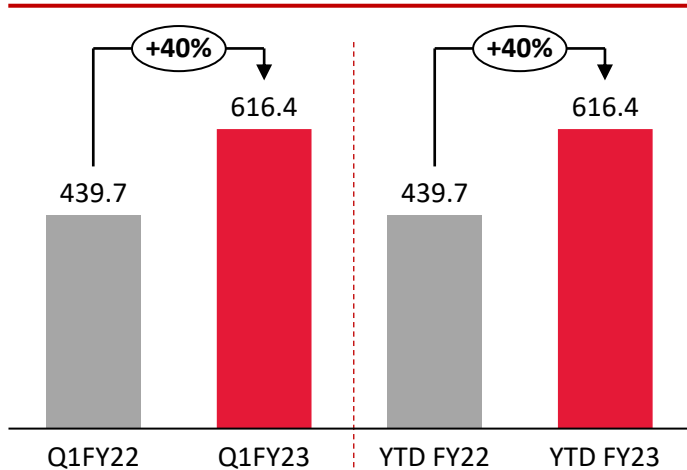
Gross Margin (%)



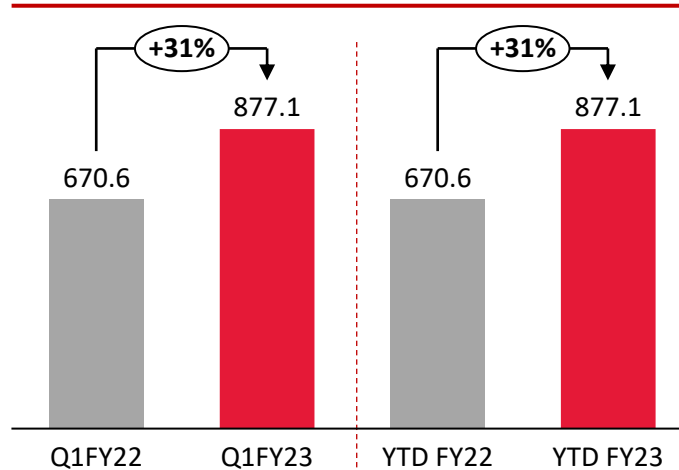
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SCM Revenue Break-Up

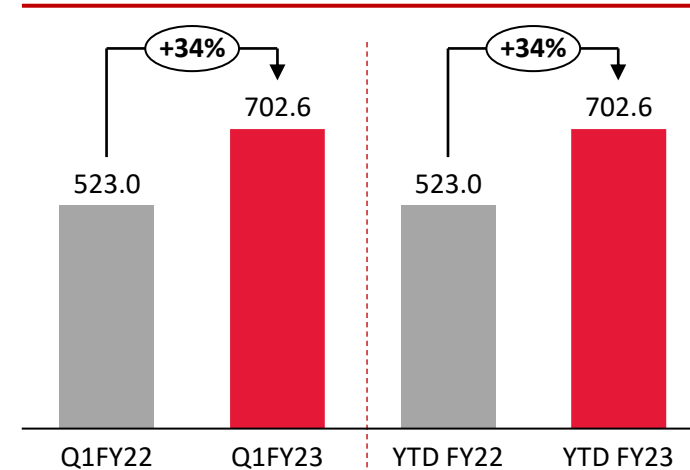
Mahindra Revenue



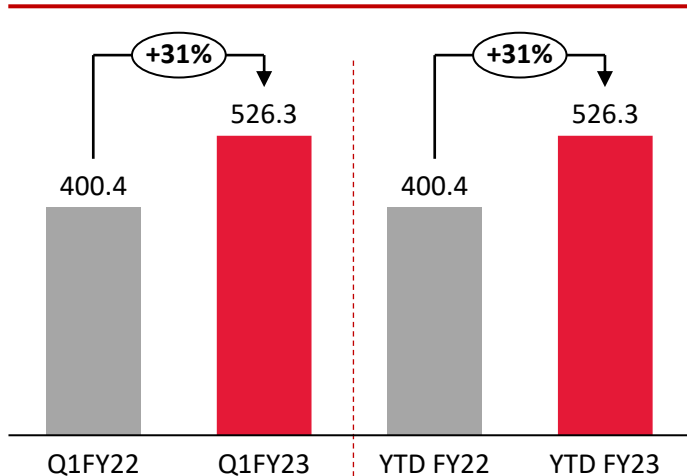
Transportation Revenue



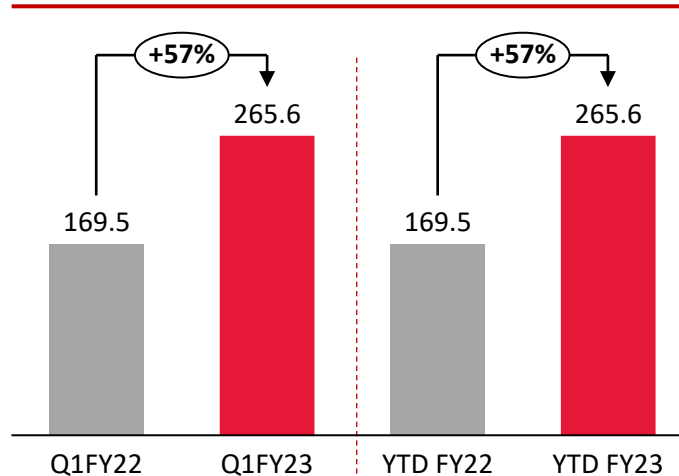
Auto Revenue



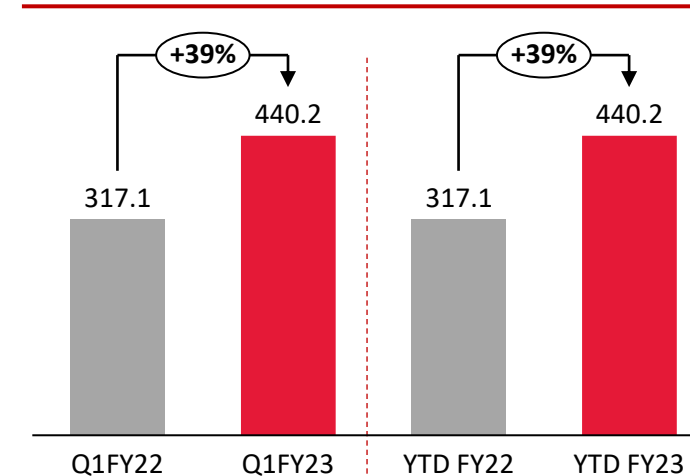
Non-Mahindra Revenue



Warehousing & Solutions Revenue



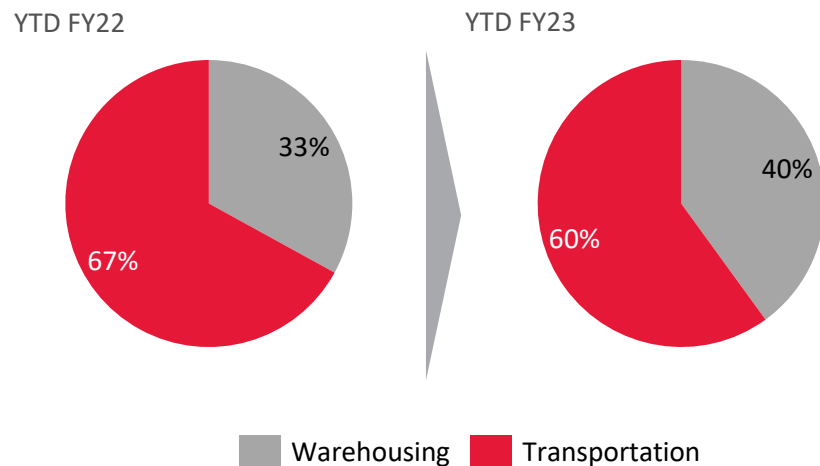
Non-Auto Revenue



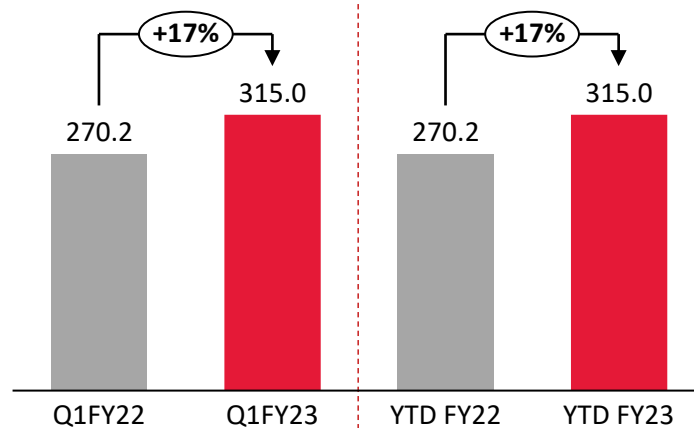
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

Non-Mahindra SCM Revenue Break-Up

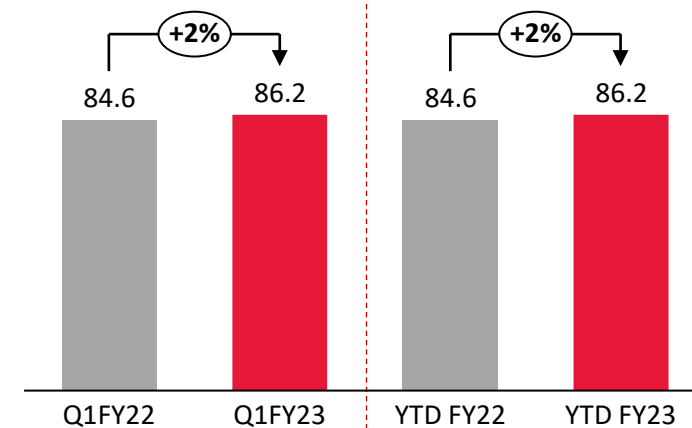
SCM Non-Mahindra Activity Wise Break-up



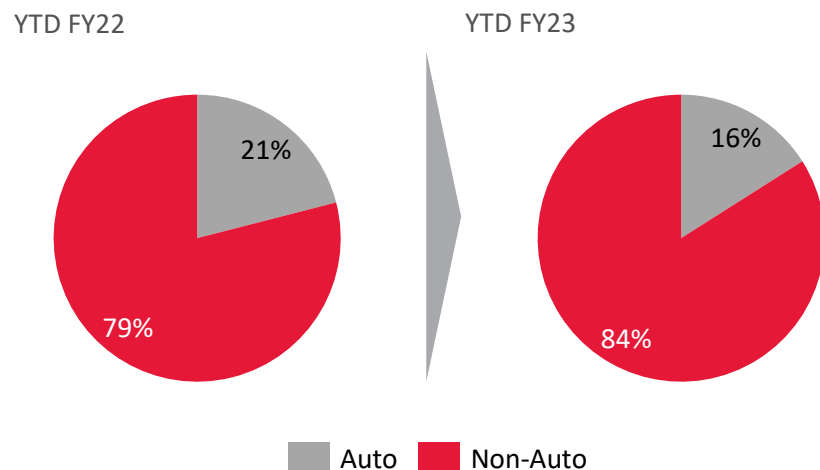
Transportation Revenue



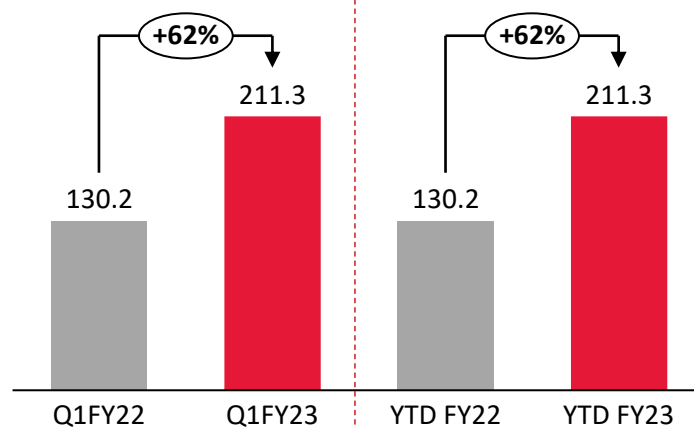
Auto Revenue



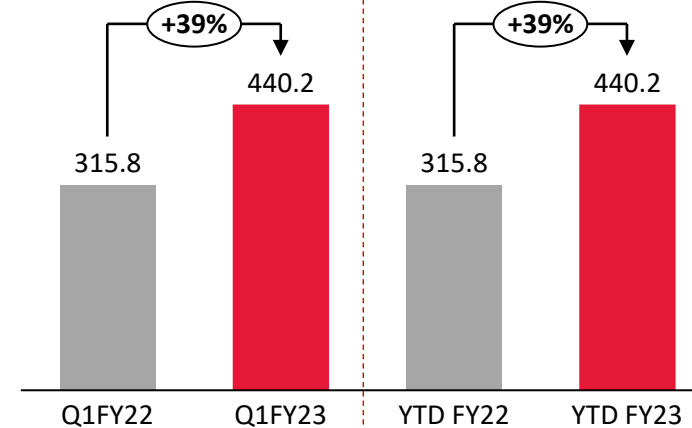
SCM Non-Mahindra Industry Wise Break-up



Warehousing & Solutions Revenue

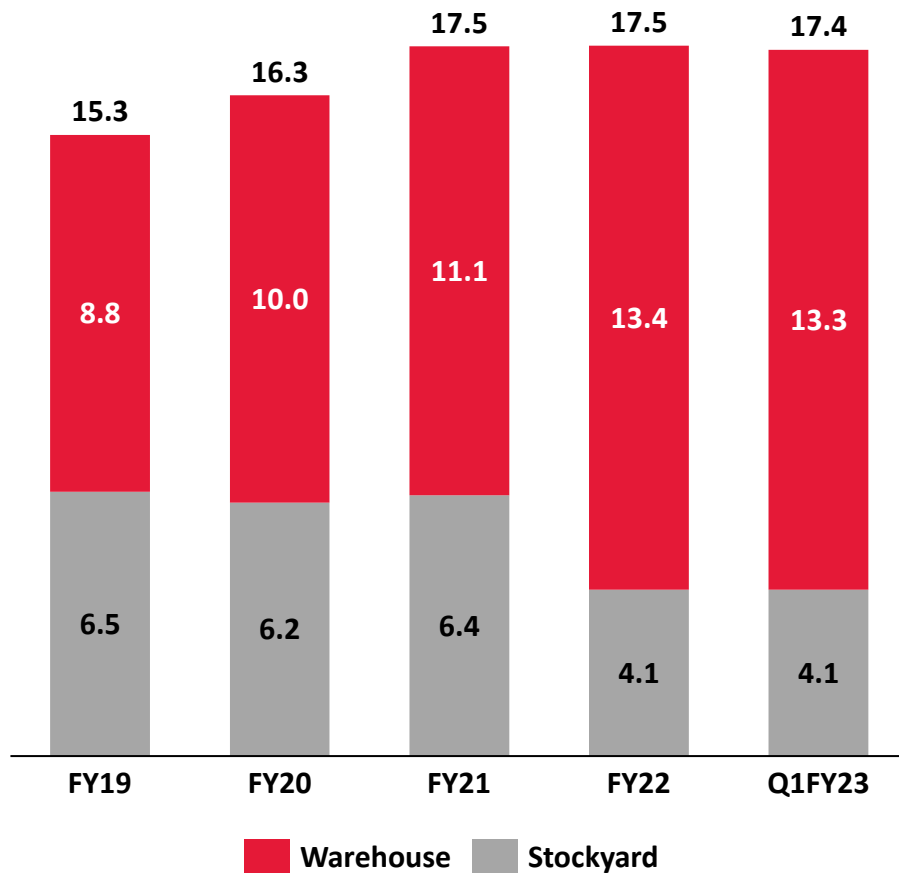


Non-Auto Revenue



Space under Management

Space under Management (mn sq. ft.)



Notes: 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.



Igniting Success ▶▶



Mahindra Logistics wins

**Best Logistics Company of the Year
and
The Most Responsible Logistics Organization**

Our work continues to garner accolades, as we win at the 4th ISCM India Logistics & Warehousing Excellence Awards 2022.

We are thankful to be the recipients of this recognition, and will keep rising on this journey towards excellence in Logistics!

**“Best Logistics Company of the Year” and
“The Most Responsible Logistics Organization”**

Award at ISCM Forum India Logistics & Warehousing Excellence Awards 2022

Categories	F'23 Activities	Q1FY23 Details
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Building Communities	Health Check-up camps Blood Donation camps Zero Accident Zone project activities	Volunteers:198 Manhours: 630 Beneficiaries: 10,505
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Sustainability	Tree Plantation under Mahindra Hariyali Awareness activity through virtual volunteering programmes	Volunteers: 224 Manhours: 404 Beneficiaries: 2,260 (no. of trees)
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Building Communities



Health Check-up camps at Nagpur Blood Donation camps at Hyderabad ZAZ Project at Nashik

Sustainability

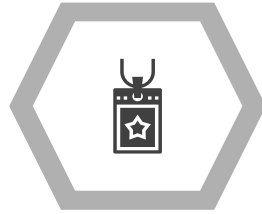


Tree plantation at Poiser, Kandivali Tree plantation at Mohali Tree plantation at Nashik

Our Sustainability Focus



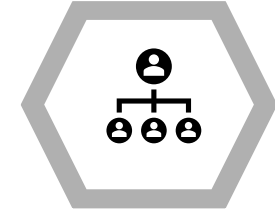
Carbon Neutral by 2040



Focus on Diversity & Inclusion



Upliftment of communities



Best corporate governance practices

Great Place To Work®

Certified
DEC 2021-DEC 2022
INDIA

TM

Environment

Key Focus Area

Transportation:

- Route and Fleet Optimization
- Updated Technology of Vehicles
- Alternate Modes
- Alternate Fuels

Warehousing: 1st Solar powered warehouse with EV charging station at Chakan

- Reducing energy consumption in warehouse
- Alternate Fuel for MHEs
- Utilities Optimizations

Sustainable last mile delivery solution EDel

Energy Efficiency: renewable energy & switching to LED lighting

- Pool transport for employees
- Celebrating topical days- Earth day/ Biodiversity day

Social

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 programs under Skill Development, Building communities, Disaster response, Sustainability

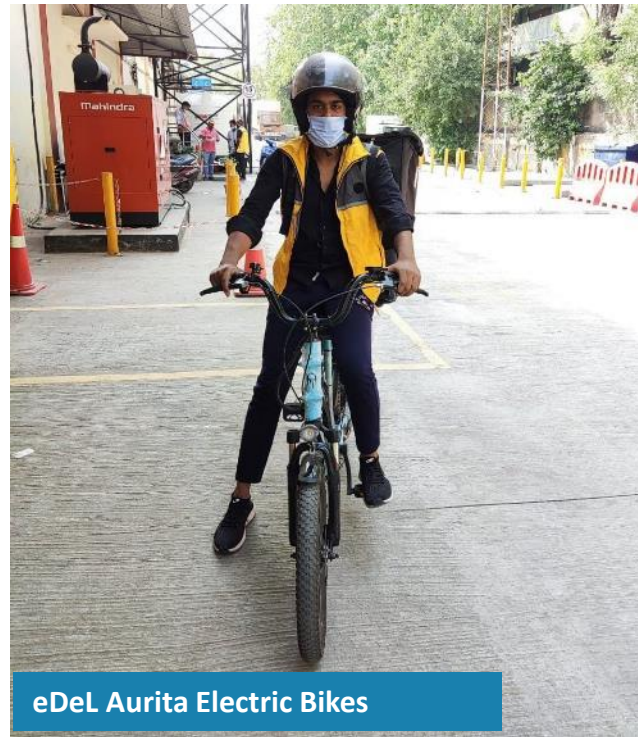
Governance

Key Focus Area


Responsible Governance:

- **Board structure**
- **Committees of Board**
- **Code of Conduct-** Speak up, Ethics helpline
- **Compliance Management-** We comply platform, POSH, Savdhaan Insiders
- **Investor relations**
- **Risk Management-** 8 risk categories
- **Robust monitoring of performance**
- **Transparent disclosures**

We pioneer EV adoption in last mile

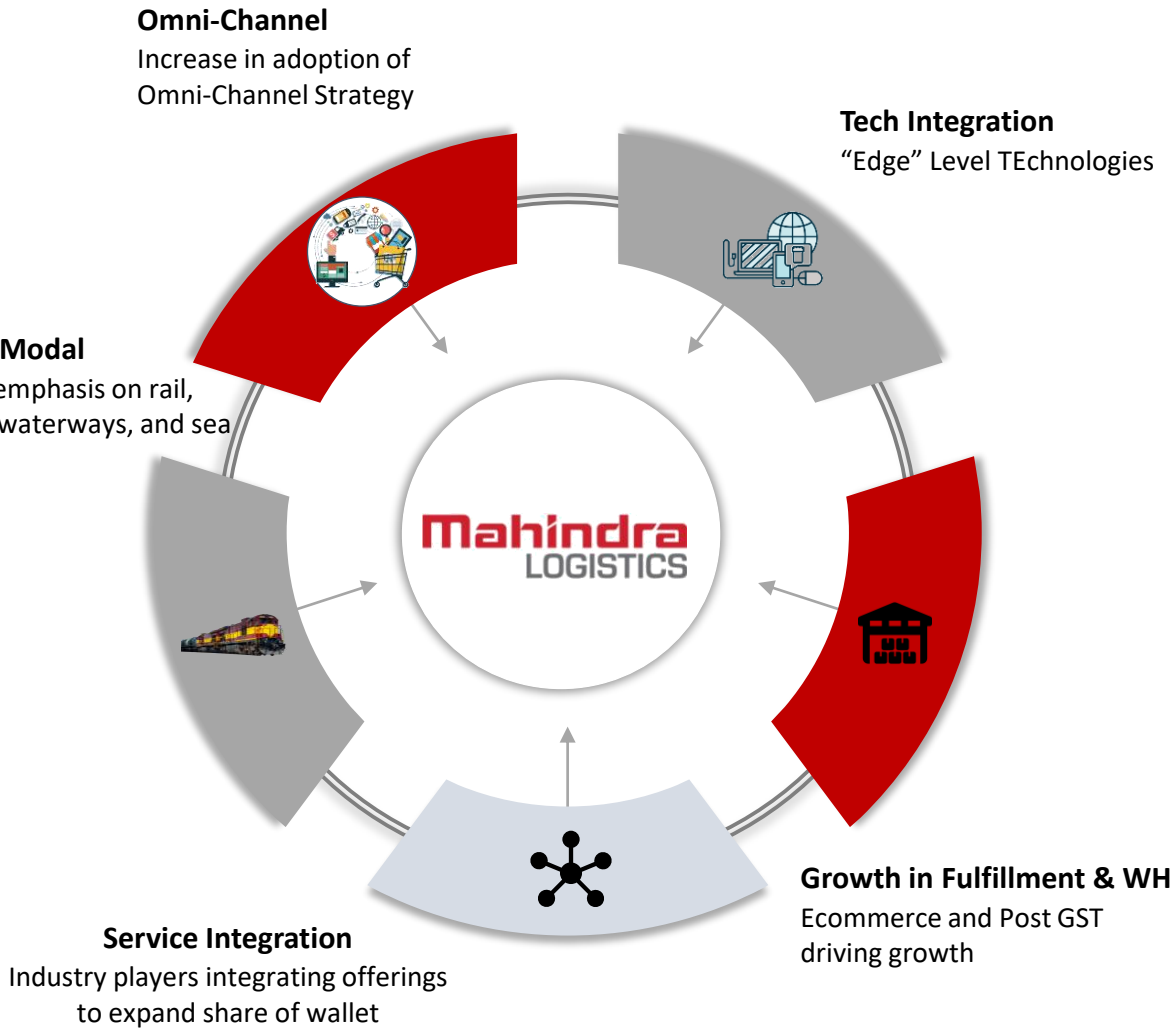


550+ Electric Vehicles	7 Mn+ Clean Kms covered	1,000+ Pin codes served
1,000+ Tons of CO ₂ emission saved	70+ Charging hubs	15+ Cities & expanding

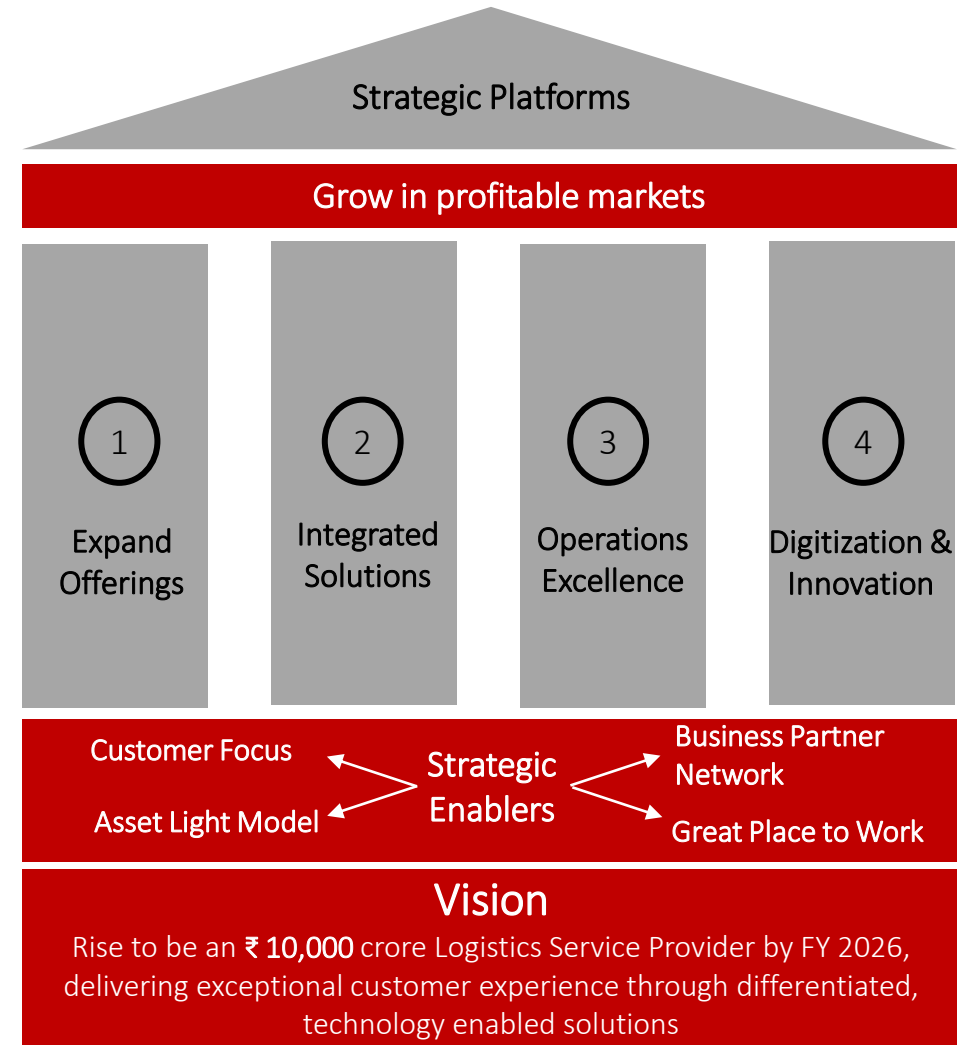
- 
- An electric ecosystem of Electric Cargo Vehicles & electric bikes to enable last mile delivery and fulfillment solutions
 - Flexible operating and commercial models
 - Increased operational efficiency
 - End-to-end digital integration for enhanced visibility
 - Sustainable delivery reducing carbon emissions
 - Present across major cities and expanding

Well poised to take advantage of Industry trends

Industry Trends



MLL Strategy



Diverse portfolio of offerings to unlock value

An extended brand portfolio that offers specialized services



eDeL

Last mile electric cargo delivery ecosystem



2X2 Logistics Pvt. Ltd.

Finished Vehicle Logistics (AOB)



LORDS Freight Pvt. Ltd.

World-class capabilities in air and ocean freight forwarding



Alyte

Enterprise mobility solutions (B2B)



Transtech Logistics (ShipX)

SaaS based TMS platform for supply chain automation



MERU

People mobility solutions (B2C)



Zipzap Logistics Pvt. Ltd.

Tech enabled automated intra-city fulfilment & distribution network for last mile delivery

Company :

CIN: L63000MH2007PLC173466

Mr. Yogesh Patel

Chief Financial Officer

CFO.MLL@mahindra.com

www.mahindralogistics.com

Investor Relations Advisors :

CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Mandar Chavan

shogun.jain@sgapl.net /

mandar.chavan@sgapl.net

+91 77383 77756 / +91 96993 82195

www.sgapl.net