

Our Ref: MLLSEC/133/2021

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Date: 27 July 2021

Regd Office

Mahindra Towers,
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 ended 30 June 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 Unaudited Financial Results of Mahindra Logistics Limited (“the Company”) for the quarter ended 30 June 2021, subjected to Limited Review.

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 INVESTOR PRESENTATION – Q1 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.



Q1 FY22 Financials Highlights

Consolidated Financial Highlights for Q1 FY22



Total Revenue
INR 873 Crs
↑ 113% YoY



Non-M&M SCM Revenue
INR 400 Crs
↑ 82% YoY



Warehousing & Solutions Revenue
INR 157 Crs
↑ 30% YoY



Gross Margin
INR 92 Crs
↑ 132% YoY



EBITDA
INR 47 Crs
↑ 78x YoY



Profit After Tax
INR 9 Crs
↑ 155% YoY



01

SCM revenue grew at 114% YoY and Enterprise Mobility revenue grew at 87% YoY despite disruptions due to the second wave of Covid 19.

02

Warehousing & VAS - Revenue from Non M&M Warehousing & Solutions grew 39% YoY consequent to continued focus on solutions-led approach to customer's requirements.

03

Positive traction of **"EDel"**: Electric last mile delivery solution. Strong demand environment with opportunity for continuing fleet deployment.

04

Freight Forwarding business improved due to higher volumes in Exports and Imports business.

05

Sustained focus on **cost management and cash flow from operations**

06

Ensured Safety of Employees through Vaccination Drives; rolled out required assistance and Benefits to Covid affected employees.



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

“We delivered a strong performance despite the challenging external environment due to the rapid spread of Wave 2 of the Covid 19 pandemic. The regional lockdowns, high commodity costs and fuel prices impacted demand across the end markets. Our strong focus on customer retention, new account acquisition and cost reduction helped us offset these challenges.

Implementation of our strategic initiatives continued through the quarter and we anticipate a strong uptick in the economic activity in rest of the year.

We have launched several initiatives to improve our preparedness for the future with employee assistance programs and vaccination campaigns. As part of the relief program, the Company supported the “Mahindra Oxygen on Wheels” initiative to provide last mile delivery support for oxygen cylinders across the country.”

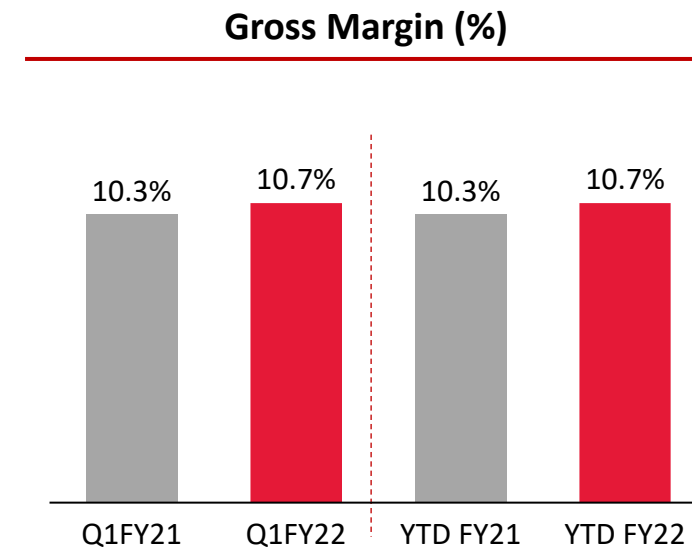
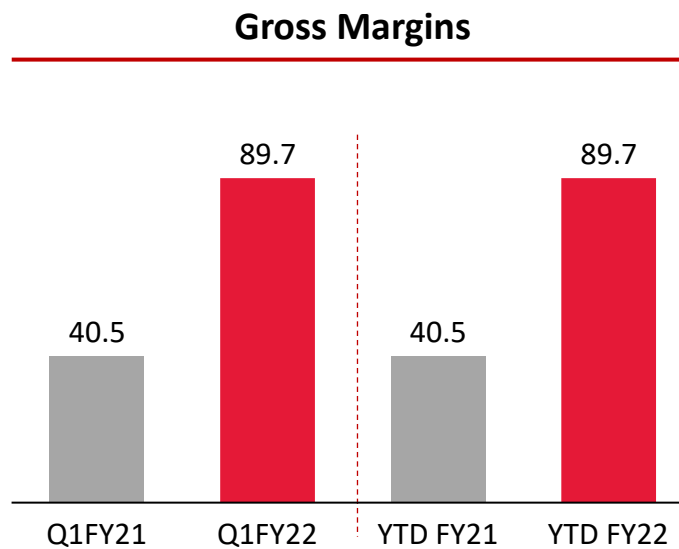
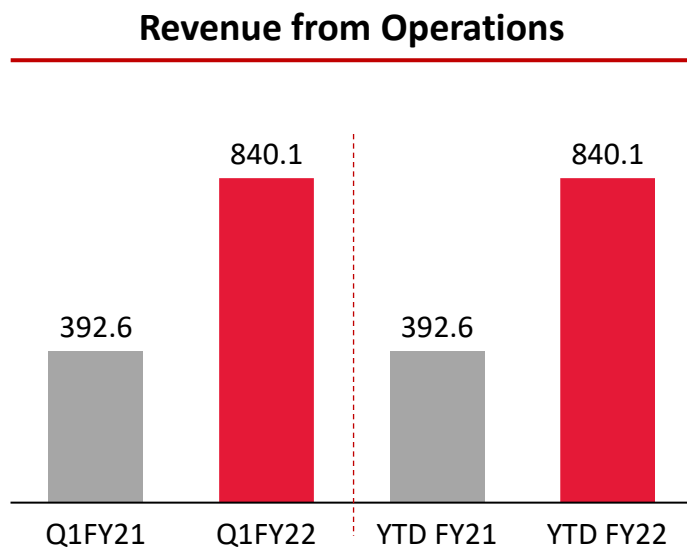
Profit & Loss Account Summary

Particulars	Q1FY22	Q1FY21	Y-o-Y	FY21	FY20
Revenue from Operations	873.4	410.5	112.8%	3,263.7	3,471.1
Other Income	1.9	2.8	-31.50%	17.5	14.0
Gross Margin	92.3	39.8	131.7%	320.5	352.1
Gross Margin (%)	10.60%	9.70%		9.80%	10.10%
Total Overheads	47.3	42.0		186.3	193.9
EBITDA	46.9	0.6	78x	151.7	172.2
Depreciation & Amortization	28.6	18.4		89.6	73.4
EBIT	18.3	-17.8		62.0	98.6
Finance Cost	6.2	4.6		20.1	17.6
Exceptional Item	-	-		2.7	-
PBT	12.2	-22.4		39.2	81.2
Tax	3.1	-5.9		10.0	25.7
PAT (before share of JV)	9.1	-16.5		29.2	55.4
PAT (after share of JV)	9.1	-16.6	154.8%	28.8	54.8
PAT (%)	1.00%	-4.10%	508 bps	0.88%	1.60%
EPS (in. INR)	1.30	-2.21		4.19	7.71

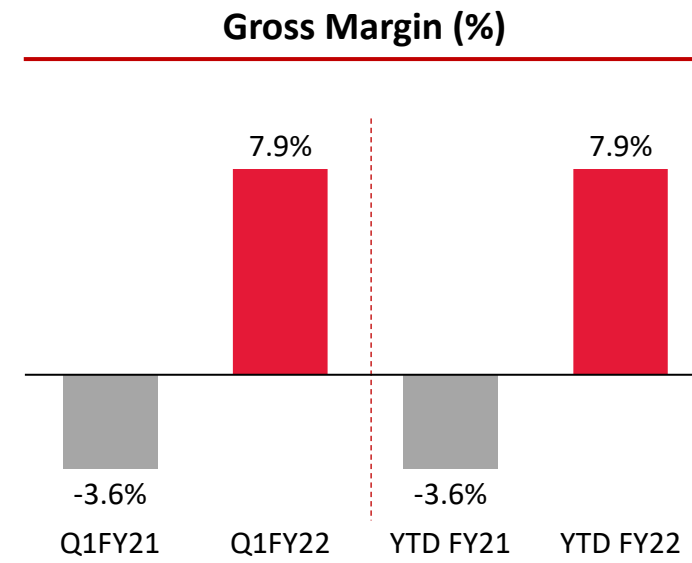
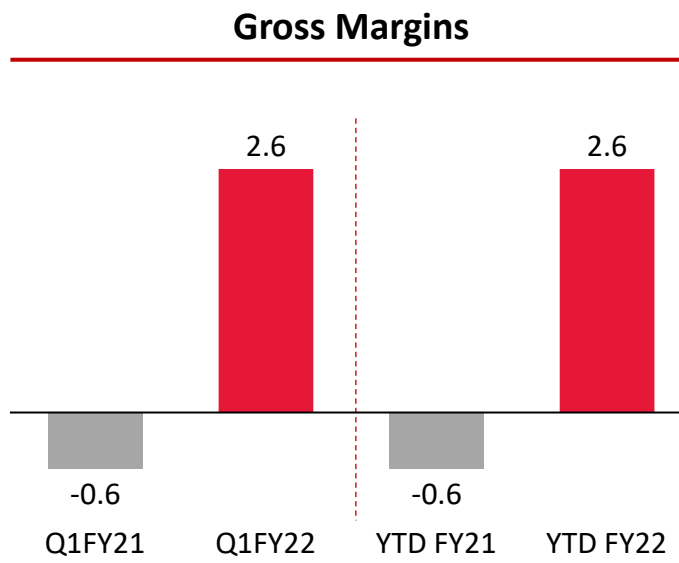
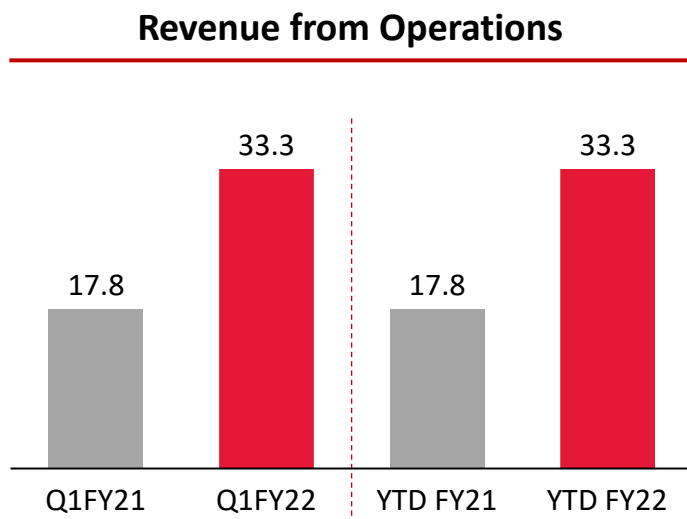
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

Financial Highlights – Segment wise

Supply Chain Management (SCM)



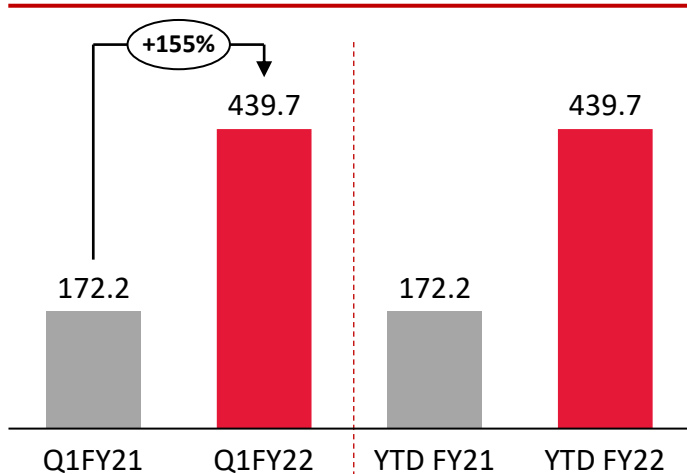
Enterprise Mobility (EM)



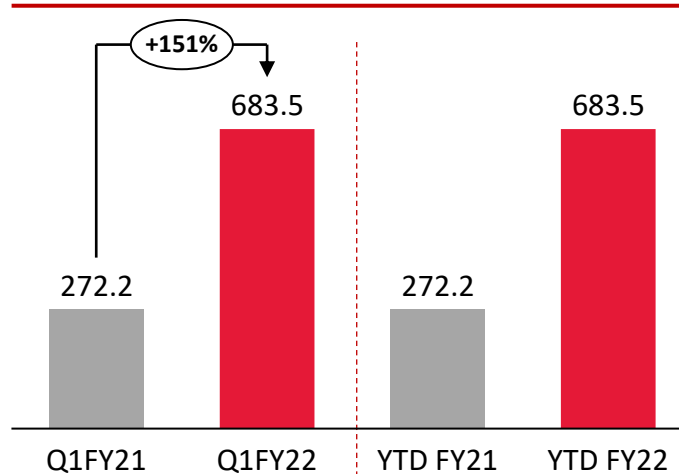
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SCM Revenue Break-Up

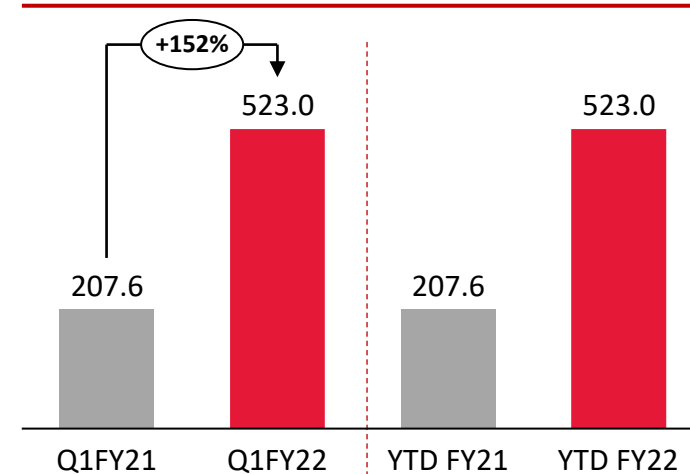
Mahindra Revenue



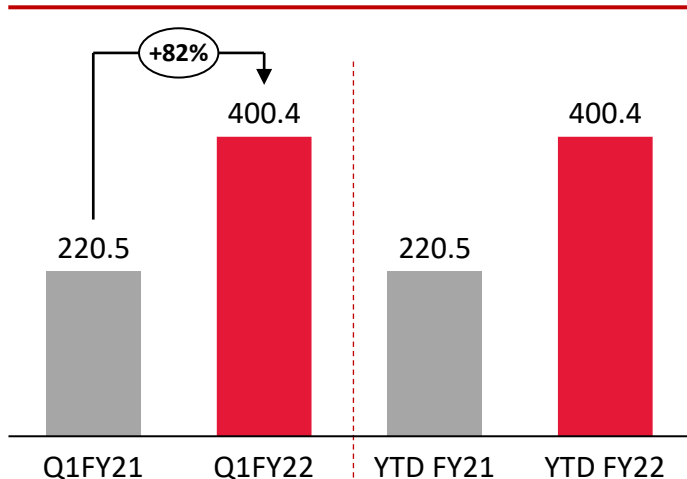
Transportation Revenue



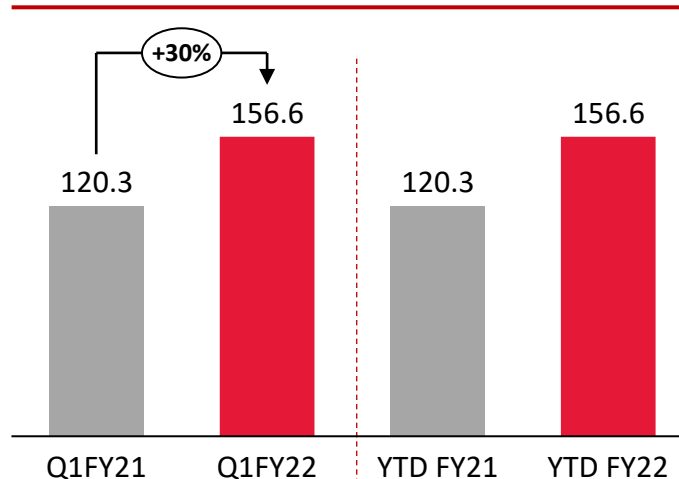
Auto Revenue



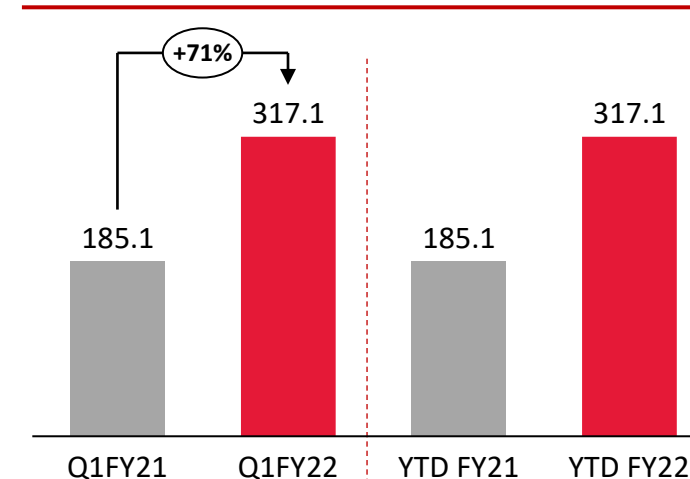
Non-Mahindra Revenue



Warehousing & Solutions Revenue



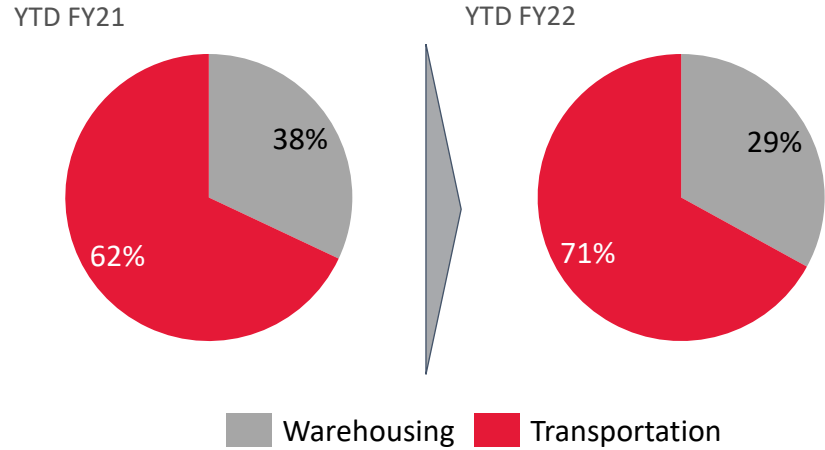
Non-Auto Revenue



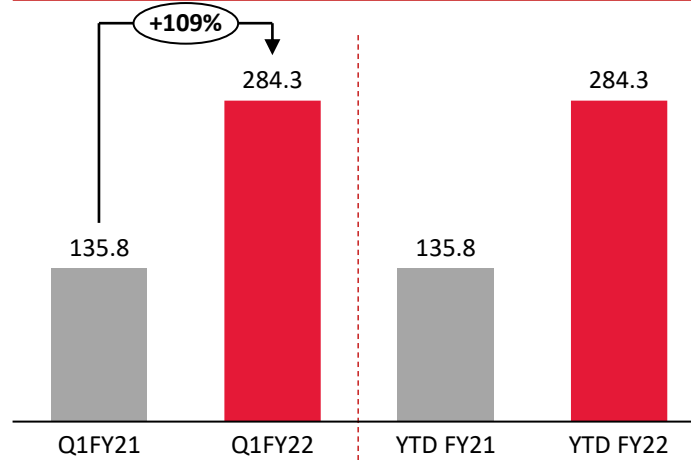
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Non-Mahindra SCM Revenue Break-Up

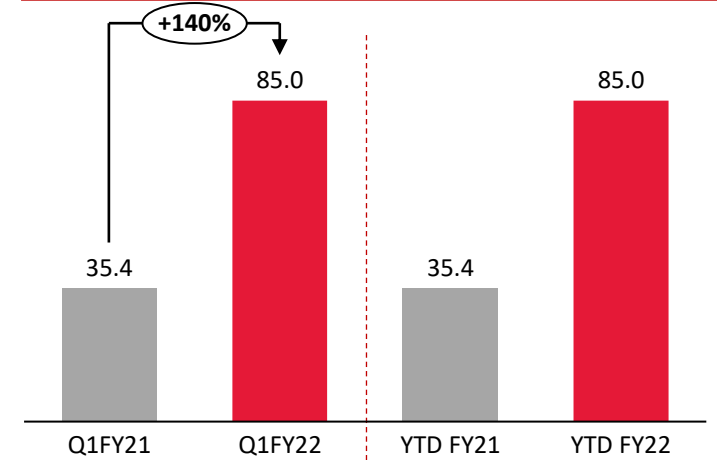
SCM Non-Mahindra Activity Wise Break-up



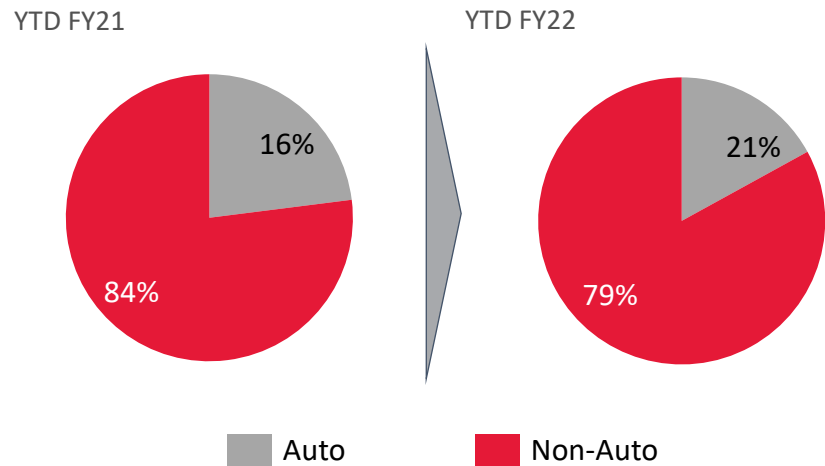
Transportation Revenue



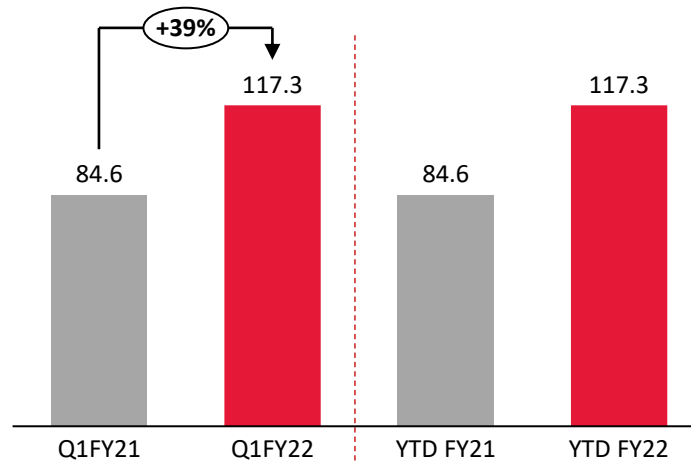
Auto Revenue



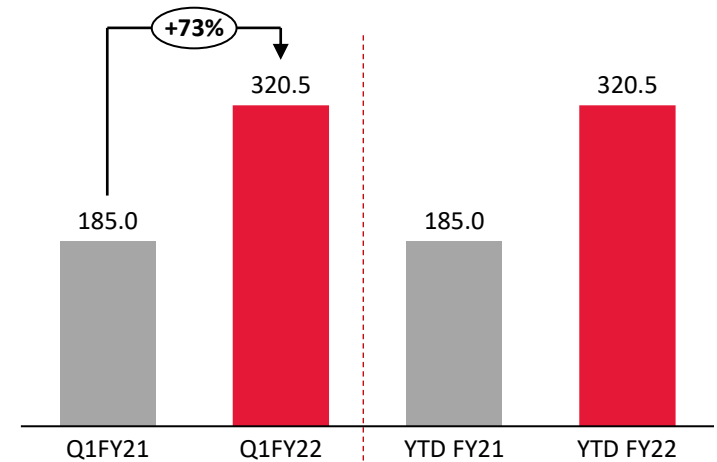
SCM Non-Mahindra Industry Wise Break-up



Warehousing & Solutions Revenue



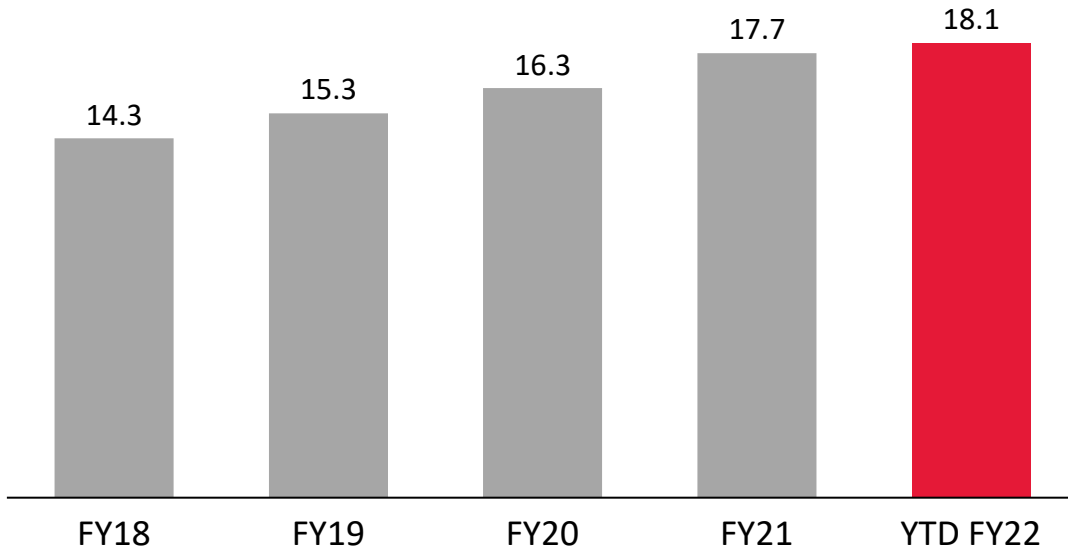
Non-Auto Revenue



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Operational Data Points

Warehouse Space under Management



Warehouse space under management stands at **18.1 Mn. Sq. Ft**



CSR Updates

Categories	FY22 Planned	Q1 Details
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: 257 Manhours: 2328 Beneficiaries: 6343 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: 4 Manhours: 8 Beneficiaries: 50 Activities: Safety and Defensive driving trainings for community people
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: 426 Manhours: 10163 Beneficiaries: 64509 Activities: COVID-19 precautions & kits distribution, Food Distribution, Emergency Cab Services, Oxygen Cylinders Supply Services, 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: 76 Manhours: 146 Beneficiaries: 140 Activities: Tree Plantation



Skill Development



Tree Plantation, Nagpur



Emergency Cab Services



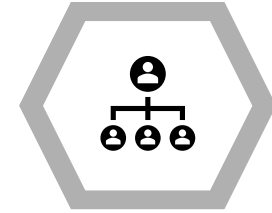
Reducing our Carbon footprint



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

Our Strategic Roadmap to the Future

We consistently enhance our capabilities and improve our competitive position in a changing environment and evolving priorities of customers.

Our strategic vision has enabled us to drive consistent value creation for our stakeholders in the past and will continue to do so in the future.

IMPROVE FINANCIAL PERFORMANCE BY

- Improving Return on equity
- Enhance profitability and free cash flow

DRIVE GROWTH OF SOLUTIONS BY

- Proactively adding value to our key accounts and customers
- Expanding share of solutions and new services

DRIVE OUR INTERNAL PROCESSES IMPROVEMENTS

- Improve governance and controls through internal audits and compliance
- Improve employee engagement and become a great place to work

DEVELOP PROCESS CAPABILITIES AND ENHANCE PERFORMANCE

- Executing projects on time, implementing operating and safety standards
- Aggressively focusing on cost savings
- Implementing and executing key digital projects

Company :



CIN: L63000MH2007PLC173466

Mr. Yogesh Patel - CFO

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Investor Relations Advisors :



CIN: U74140MH2010PTC204285

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