

April 18, 2024

<p>To, The Secretary, BSE Limited P. J. Towers, Dalal Street, Mumbai- 400 001 Scrip Code – 543714</p>	<p>To, The Secretary National Stock Exchange of India Limited Exchange Plaza, C-1, Block- G, Bandra Kurla Complex, Bandra(E) Mumbai – 400 051 Symbol – LANDMARK</p>
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Dear Sir/Madam,

**Subject: Intimation under Regulations 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

In accordance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information in terms of Regulation 8 of SEBI (Prohibition of Insider Trading) Regulations, 2015, the following is our business update for the quarter and year ended March 31, 2024 (“the period”):

1. The consolidated total revenue from operations for the period are as below:

Particulars (Rs. in Cr)	Q4FY24	Q4FY23	YoY	Q3FY24	QoQ	FY24	FY23	YoY
	(Proforma)	(Proforma )		(Proforma)		(Proforma)	(Proforma)	
Total Revenue from Operations (Including Agency Sales)	1,311	1,212	8.17%	1,302	0.69%	4,666	4,595	1.55%
After-sales service and spare parts and others	221	195	13.33%	227	-2.64%	849	745	13.96%
Vehicle sales (including Agency Sales) *	1,049	1,013	3.55%	1,049	0.00%	3,700	3,810	-2.89%
Pre-owned vehicle sales including commission	41	4	925.00 %	26	57.69%	117	40	192.50 %

\* The proforma revenue from operations above includes the revenue from sale of cars through Mercedes-Benz cars agency model. Under the agency agreement, customers now place orders through company directly to MBIL on which LCL and LCEPL earns commission on each sale of Mercedes-Benz cars.

2. The business registered its highest ever quarterly proforma revenue in Q4FY24.

3. Aftersales business continued to be robust, showcasing YoY growth across all quarters during FY24.

4. The company has started trading in pre-owned cars of the brands that it represents, making it a meaningful pillar going ahead. The results have been encouraging and the company has surpassed its targets for FY24.
5. During FY24, the company has partnered with three new OEMs and entered new geographies. These OEMs are focused on premium offerings, and these partnerships will turn into meaningful businesses starting FY25, cementing the company's position as the leading premium & luxury auto retailer in the country.
6. The company has started operation of Mahindra & Mahindra – Howrah, West Bengal in the month of Mar'24 and MG – Ahmedabad in the month of Apr'24.
7. BYD **Atto-3** has received its homologation certificate from ARAI. The BYD new **Seal** deliveries have started in the month of April.
8. The company has a strong pipeline for organic and inorganic expansion. The following operations are planned to start in FY25.
  - KIA – Hyderabad
  - MG – Mumbai
  - BYD – South Mumbai
  - Mercedes-Benz service centre – Hyderabad & Mumbai Ghatkopar

**The above information is provisional on a consolidated basis and is subject to a limited review by the Statutory Auditors of the Company.**

This is for your information and for public at large.

Thanking you,

Yours faithfully,

For Landmark Cars Limited

Amol Arvind Raje  
Company Secretary and Compliance Officer  
Membership A19459  
Place: Mumbai