



Date: February 10, 2026

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400001

To,
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E), Mumbai- 400001

Scrip Code: 543714

Symbol: LANDMARK

Sub.: Investor Presentation for the quarter and nine months ended December 31, 2025

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the investor presentation to the Investors for Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended on December 31, 2025.

The Investor Presentation can also be accessed on the website of the Company at <https://www.grouplandmark.in/investor-relation.html>.

Request you to please take the same on your record.

Thanking You,

Yours faithfully,

For Landmark Cars Limited

AMOL
ARVIND
RAJE

Digitally signed
by AMOL
ARVIND RAJE
Date: 2026.02.10
17:35:07 +05'30'

Amol Arvind Raje

Company Secretary & Compliance Officer

Mem. No.: A19459

Encl. as above

Landmark Cars Limited

CIN: L50100GJ2006PLC058553 | GSTIN: 24AABCL1862B1Z2

Registered Office: Landmark House, Opp. AEC, Near Gurudwara, S. G. Highway, Thaltej, Ahmedabad – 380059

Tel.: +91-7966185555 | **Email:** info@landmarkcars.in | **Website:** www.grouplandmark.in



Landmark
You drive us

Landmark Cars Limited

Investor Presentation
February 2026



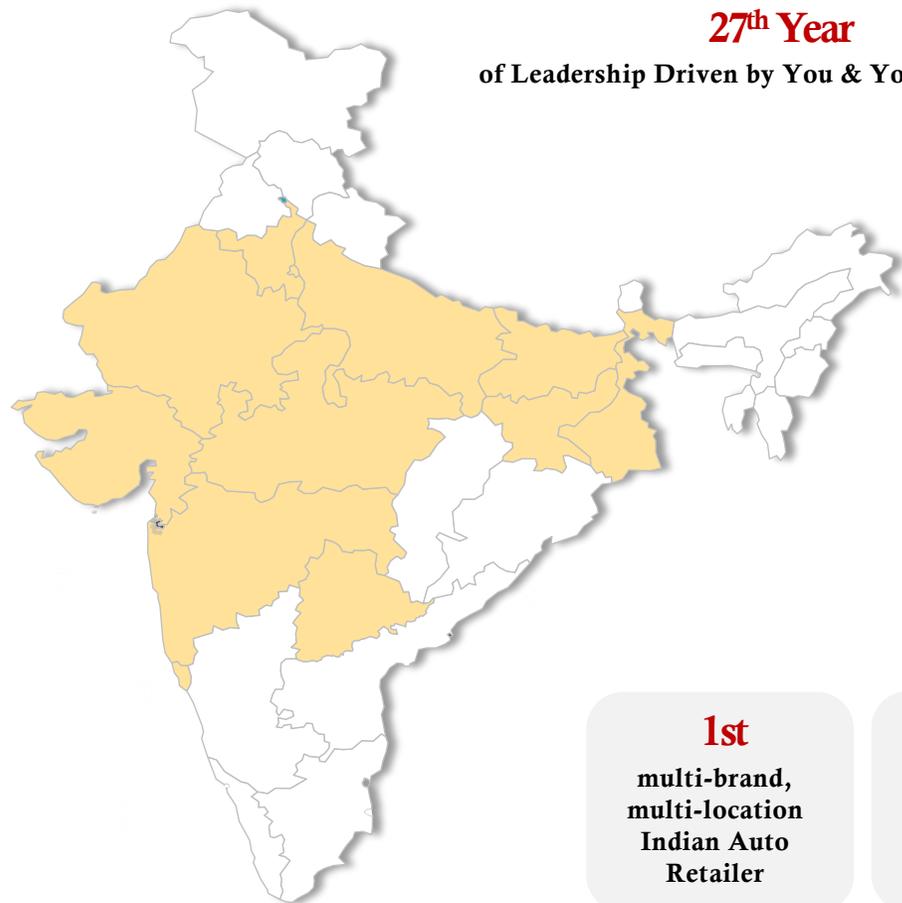
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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, 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 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.

Landmark Cars - Redefining Automotive Retail in India



27th Year
of Leadership Driven by You & Your Faith in Us

1998
Founding year

+5,50,000
Customer Base

~5,231
Employee Count

141
Total Outlets

1st
multi-brand,
multi-location
Indian Auto
Retailer

Professionally
managed
Premium &
Luxury
Auto Retailer

Existing geographies of presence

76 Sales Showrooms	65 Workshops	12 States	29 Cities
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#1
Partner

Mercedes-Benz
25 Outlets
16.7% Share#
17 Years of Association




#1
Partner

Honda
26 Outlets
5.9% Share#
27 Years of Association




#1
Partner

Jeep & Citroën
14 Outlets
18.3% Share#
4.1% Share# (Citroën)
8 Years of Association




#2
Partner

Volkswagen
23 Outlets
9.1% Share#
17 Years of Association




#1
Partner

BYD
8 Outlets
22.3% Share#
3 Years of Association




#3
Partner

MG
16 Outlets
4.1% Share#
2 Years of Association




Mahindra
9 Outlets
1 Year of Association




KIA
8 Outlets
1 Year of Association




Ashok Leyland
4 Outlets
14 Years of Association




Renault
8 Outlets
3.3% Share#
9 Years of Association



#Share of sales in India by units for the OEM for 9MFY26 (Wholesale)

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



Landmark
You drive us

Performance Highlights

Speed, Scale and Control



Financials At A Glance - Strong Performance Across Parameters

Q3FY26

 +11.0% YoY

Proforma Revenue

Rs. 18,513 Mn

 +13.3% YoY

EBITDA

Rs. 788 Mn

 +20.1% YoY

PAT

Rs. 142 Mn

9MFY26

 +20.1% YoY

Proforma Revenue

Rs. 49,236 Mn

 +17.2% YoY

EBITDA

Rs. 2,041 Mn

 +47.9% YoY

PAT

Rs. 230 Mn

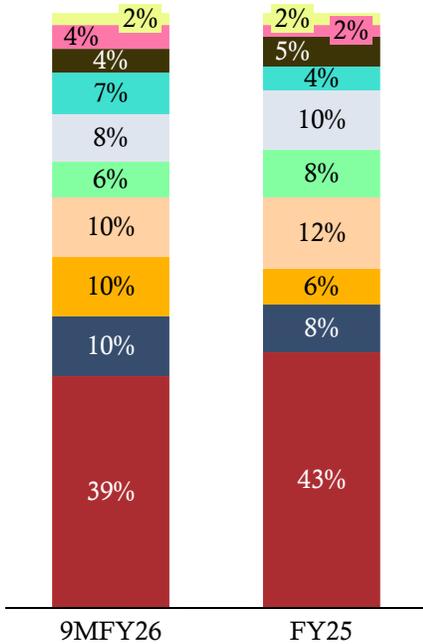
9MFY26

**Net Cash from
Operating Activities**

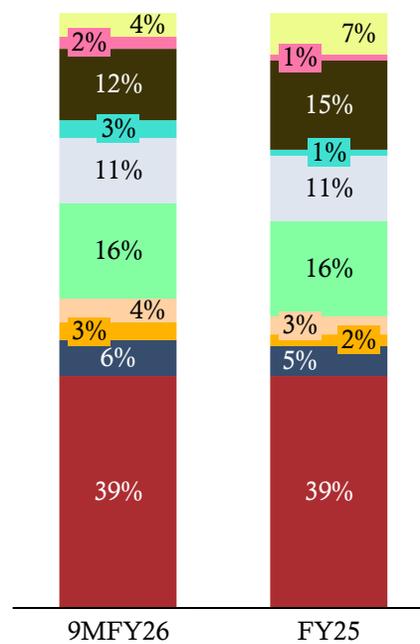
Rs. 2,652 Mn

Future Proofing Brand Portfolio with New Brands Addition

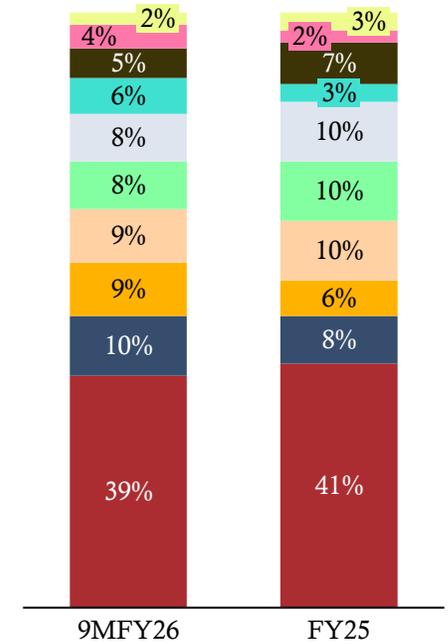
New Car Sales Contribution to Proforma Revenue



Contribution to After Sales Revenue



Total Contribution



■ Mercedes Benz
 ■ MG
 ■ BYD
 ■ Ashok Leyland
 ■ Honda
 ■ Volkswagen
 ■ M&M
 ■ Jeep & Citroën
 ■ KIA
 ■ Renault

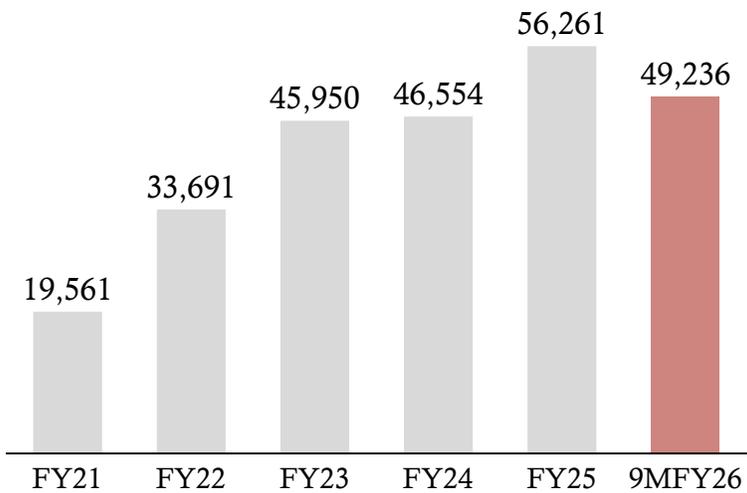
3 New partner brands continue to fuel the growth with the total revenue contribution of new brands at ~20% for 9MFY26

European and American OEMs such as Mercedes-Benz, Volkswagen, Jeep, Citroën, and Renault are expected to benefit in the longer term due to the FTA

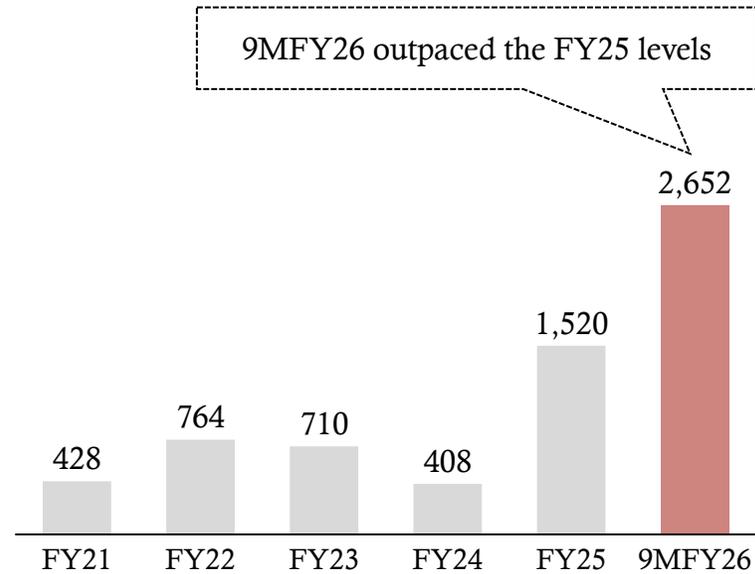
New Brands

Turnaround in Cash Flow Generation

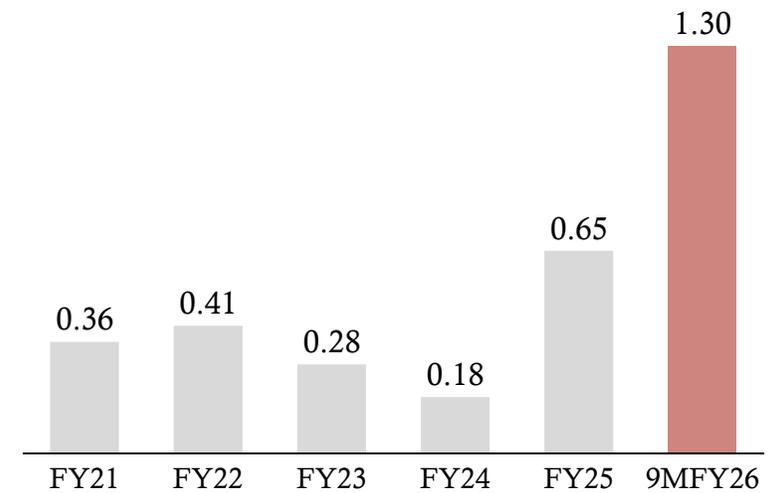
Proforma Revenue (Rs.in Mn)



Net Cash from Operating Activities (Rs.in Mn)



Net Cash from Operating Activities to EBITDA



Growing Business Backed by Strong Cash Conversion and Robust Operating Cash Flows

EU FTA & Interim US - India Trade Deal: Likely to Benefit Across Several OEMs

European Union And India Seal Landmark Free Trade Pact Reshaping The Automotive Industry

Outlook LUXE

India-EU FTA likely to make premium luxury cars less expensive

THE HINDU

The EU will eliminate duty in a phased manner for Indian automobiles, whereas India will reduce the levies to 10% for specified numbers

Fast Lane Opens for European Cars as India-EU FTA Slashes Import Duties from 110% to 10%

India is currently the world's third-largest automobile market by sales, after the US and China. At present, imported passenger vehicles priced below \$40,000 attract a 70% duty, while those above \$40,000 face an effective customs duty of 110%

OUTLOOK BUSINESS

Lower duties may add speed to Harley, Jeep & Tesla for India ride

ET Auto

Premium 3000+ cc cars to benefit from India-USA trade deal

OEM				
	Mercedes Benz	Renault	Volkswagen	Jeep & Citroën
Landmark's Position	Largest partner 16.7%*	Leading partner 3.3%*	Leading partner 9.1%*	Largest partner Jeep: 18.3%* Citroën: 4.1%*
Outlets across India	25	8	23	14

Over 50% of the Landmark's current portfolio could be beneficiaries post implementation of EU/US Deals

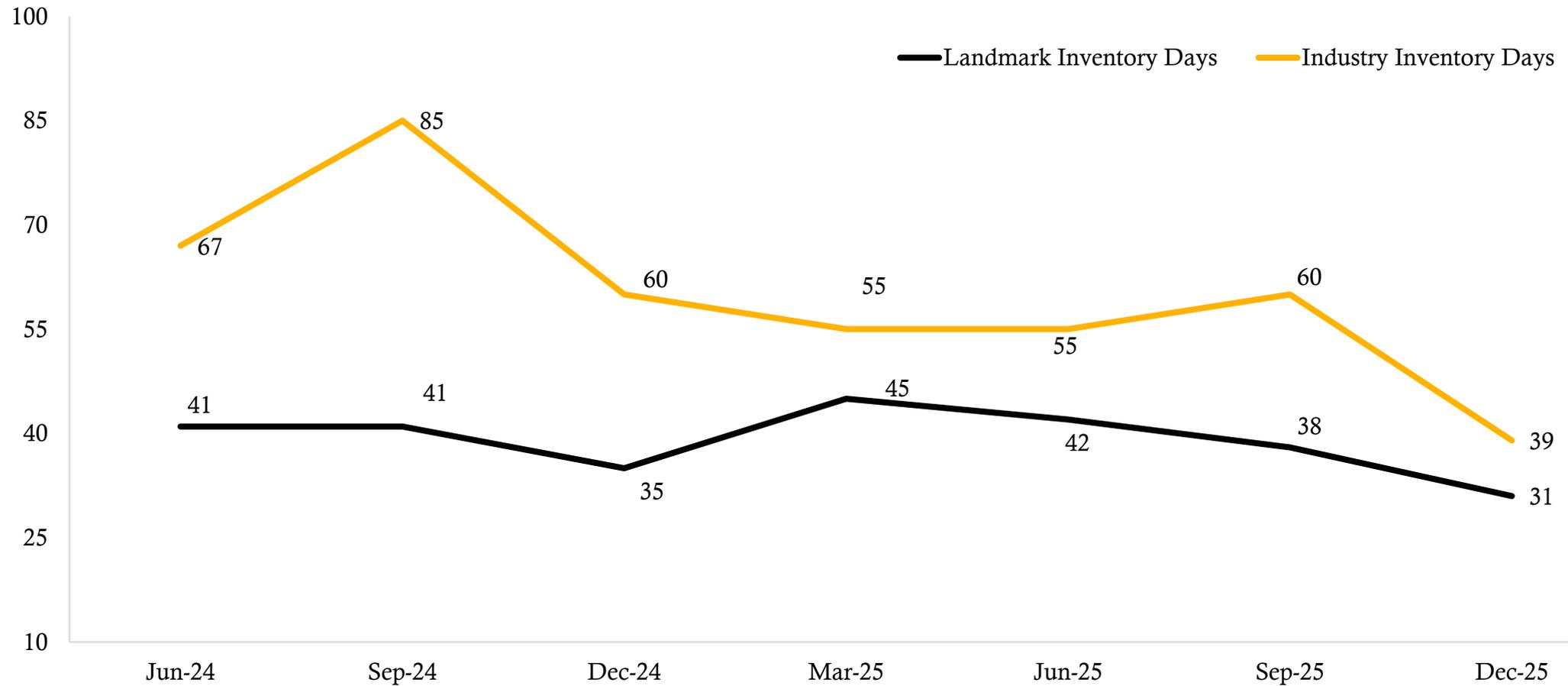
*Share of sales in India by units for the OEM for 9MFY26 (Wholesale)

Consolidated Profit And Loss Account

Profit and Loss (INR Mn)	Q3FY26	Q3FY25	YoY	Q2FY26	QoQ	9MFY26	9MFY25	YoY
Proforma Revenue from operations	18,513	16,686	11.0%	16,572	11.7%	49,236	41,001	20.1%
Revenue from Operations	13,451	11,950	12.6%	12,109	11.1%	36,177	29,343	23.3%
Gross Profit	2,204	1,940	13.6%	1,958	12.6%	6,006	5,220	15.0%
<i>Gross Profit Margin</i>	16.4%	16.2%		16.2%		16.6%	17.8%	
Employee Cost	735	656		738		2,108	1,843	
Other Expenses	681	589		629		1,856	1,636	
EBITDA	788	695	13.3%	592	33.2%	2,041	1,741	17.2%
<i>EBITDA Margin</i>	5.9%	5.8%		4.9%		5.6%	5.9%	
Depreciation	380	340		384		1,122	954	
EBIT	408	355	15.0%	208	96.2%	920	788	16.8%
Finance Cost	197	195		202		603	532	
Exceptional Item Gain / (Loss)	20	0		0		20	43	
Profit before Tax	191	160	19.6%	6	3054.0%	296	212	39.6%
<i>Profit before Tax Margin</i>	1.4%	1.3%		0.1%		0.8%	0.7%	
Tax	50	42		-9		66	56	
Profit After Tax	142	118	20.1%	15	844.1%	230	156	47.9%
<i>Profit After Tax Margin</i>	1.1%	1.0%		0.1%		0.6%	0.5%	
Ind AS net effect	-8	-27		-15		-31	-52	
Adjusted Profit After Tax (Before Net Ind AS effect)	150	145	3.7%	30	395.9%	261	208	25.6%
<i>Adjusted Profit After Tax Margin</i>	1.1%	1.2%		0.3%		0.7%	0.7%	
Basic and Diluted EPS (in Rs.)	3.42	2.75		0.29		5.38	3.51	

- The auto industry continued a strong uptick in demand following the GST rate reduction where the sub4 meter cars saw a bigger jump in volume.
- In Q3FY26, the Company reported its highest ever quarterly proforma revenue, gross profit, and EBIDTA.
- 9MFY26 proforma revenue also stood at its highest level to date, reflecting sustained momentum through the year.
- The sequential improvement is mainly on account of the stabilization in the operations of the new OEMs. The subsequent quarters are expected to see further improvement.
- The after sales business achieved a new record in quarterly revenue, with YoY growth outperforming the last five quarters' revenue growth, mainly supported by the ramp-up and stabilization in operations of the workshops.
- During the quarter, employee costs and other operating expenses were kept below the targeted 4% of proforma revenue. The Company remains committed to its stated plan of cost optimization.
- The new car inventory was further reduced to ~31 days, below the industry average of 39 days.
- **The company generated INR 2,652 mn as Net Cash from Operating Activities in 9MFY26 and significantly more than FY25 levels.**

Landmark Leads the Industry in Inventory Discipline



Strong competitive edge: Prudent inventory management leading to a lean inventory days

Reconciliation for Adjusted Profit - Q3FY26

Particulars (Rs. in Mn)	Q3FY26 (Adjusted)	Effect of Ind AS	Q3FY26 (Reported)	Q3FY25 (Adjusted)	Effect of Ind AS	Q3FY25 (Reported)	YoY (Adjusted)	YoY (Reported)
Revenue from operations	13,450.8	-	13,450.8	11,950.3	-	11,950.3	12.6%	12.6%
Other income	44.9	5.0	49.9	24.7	5.8	30.5	81.8%	63.9%
Total Income	13,495.7	5.0	13,500.7	11,975.0	5.8	11,980.7	12.7%	12.7%
COGS	11,296.7	-	11,296.7	10,040.3	-	10,040.3	12.5%	12.5%
Gross Profit	2,199.0	5.0	2,204.0	1,934.7	5.8	1,940.4	13.7%	13.6%
Expenses								
Employee benefits expense	729.9	5.4	735.3	648.5	7.5	656.0	12.6%	12.1%
Other expenses	932.6	-251.8	680.8	818.6	-229.6	589.0	13.9%	15.6%
Total expenses	1,662.5	-246.5	1,416.1	1,467.1	-222.1	1,245.0	13.3%	13.7%
EBITDA	536.4	251.5	787.9	467.6	227.9	695.5	14.7%	13.3%
Depreciation and Amortization Expense	176.1	203.5	379.6	151.2	189.2	340.4	16.5%	11.5%
EBIT	360.3	48.0	408.2	316.4	38.7	355.1	13.9%	15.0%
Finance Cost	119.3	77.4	196.6	120.5	74.6	195.0	-1.0%	0.8%
Profit before exceptional items and tax	241.0	-29.4	211.6	196.0	-35.9	160.1	23.0%	32.2%
Exceptional items	38.3	-18.1	20.2	-	-	-	-	-
Profit before tax	202.7	-11.3	191.4	196.0	-35.9	160.1	3.5%	19.6%
Tax	52.5	-2.8	49.7	51.0	-9.0	42.0	2.9%	18.2%
PAT	150.3	-8.5	141.8	144.9	-26.9	118.1	3.7%	20.1%
Other Comprehensive Income	-	9.8	9.8	-	-	-	-	-
Total Comprehensive Income	150.3	1.3	151.6	144.9	-26.9	118.1	3.7%	28.4%

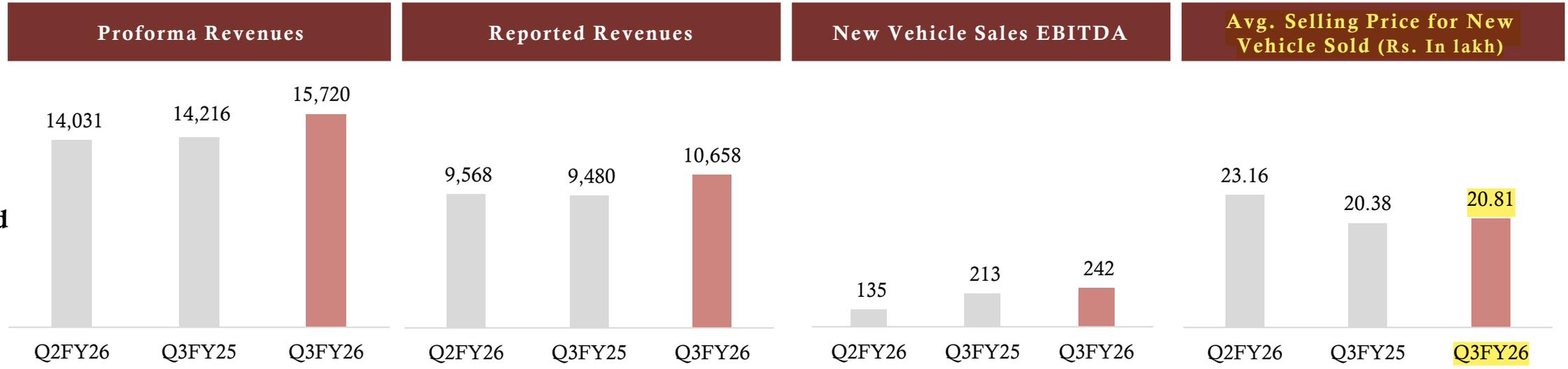
Reconciliation for Adjusted Profit - 9MFY26

Particulars (Rs. in Mn)	9MFY26 (Adjusted)	Effect of Ind AS	9MFY26 (Reported)	9MFY25 (Adjusted)	Effect of Ind AS	9MFY25 (Reported)	YoY (Adjusted)	YoY (Reported)
Revenue from operations	36,177.1	-	36,177.1	29,342.8	-	29,342.8	23.3%	23.3%
Other income	106.2	44.4	150.6	55.4	16.1	71.5	91.8%	110.7%
Total Income	36,283.4	44.4	36,327.7	29,398.1	16.1	29,414.2	23.4%	23.5%
COGS	30,322.1	-	30,322.1	24,194.2	-	24,194.2	25.3%	25.3%
Gross Profit	5,961.2	44.4	6,005.6	5,204.0	16.1	5,220.1	14.6%	15.0%
Expenses								
Employee benefits expense	2,094.1	13.7	2,107.8	1,818.9	23.6	1,842.6	15.1%	14.4%
Other expenses	2,600.0	-743.7	1,856.4	2,285.0	-648.6	1,636.4	13.8%	13.4%
Total expenses	4,694.1	-729.9	3,964.2	4,103.9	-624.9	3,478.9	14.4%	13.9%
EBITDA	1,267.1	774.3	2,041.4	1,100.1	641.0	1,741.1	15.2%	17.2%
Depreciation and Amortization Expense	519.2	602.6	1,121.8	430.8	522.8	953.5	20.5%	17.6%
EBIT	747.9	171.7	919.6	669.3	118.3	787.6	11.7%	16.8%
Finance Cost	372.5	230.5	603.0	318.8	213.5	532.2	16.9%	13.3%
Profit before exceptional items and tax	375.4	-58.9	316.6	350.6	-95.2	255.3	7.1%	24.0%
Exceptional items	38.3	-18.1	20.2	68.9	-25.8	43.1	-44.5%	-53.1%
Profit before tax	337.2	-40.8	296.4	281.7	-69.4	212.3	19.7%	39.6%
Tax	76.2	-10.3	65.9	73.9	-17.5	56.4	3.1%	16.8%
PAT	261.0	-30.5	230.5	207.8	-51.9	155.8	25.6%	47.9%
Other Comprehensive Income	-	9.8	9.8	-	-	-	-	-
Total Comprehensive Income	261.0	-20.7	220.7	207.8	-51.9	155.8	25.6%	41.6%

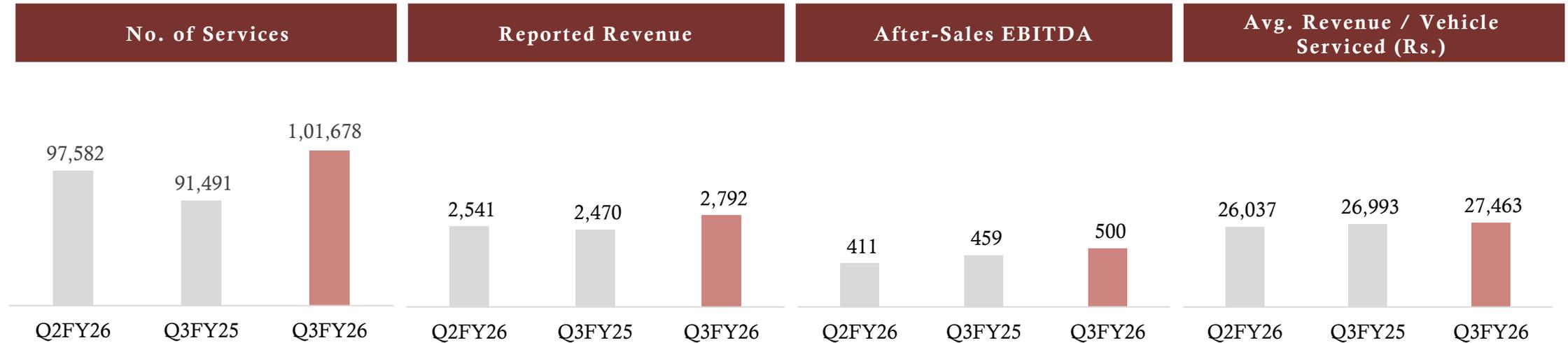
Vertical Wise Performance Highlights - Q3FY26

Rs in. Mn

New vehicle sales & Allied Businesses



After-Sales business

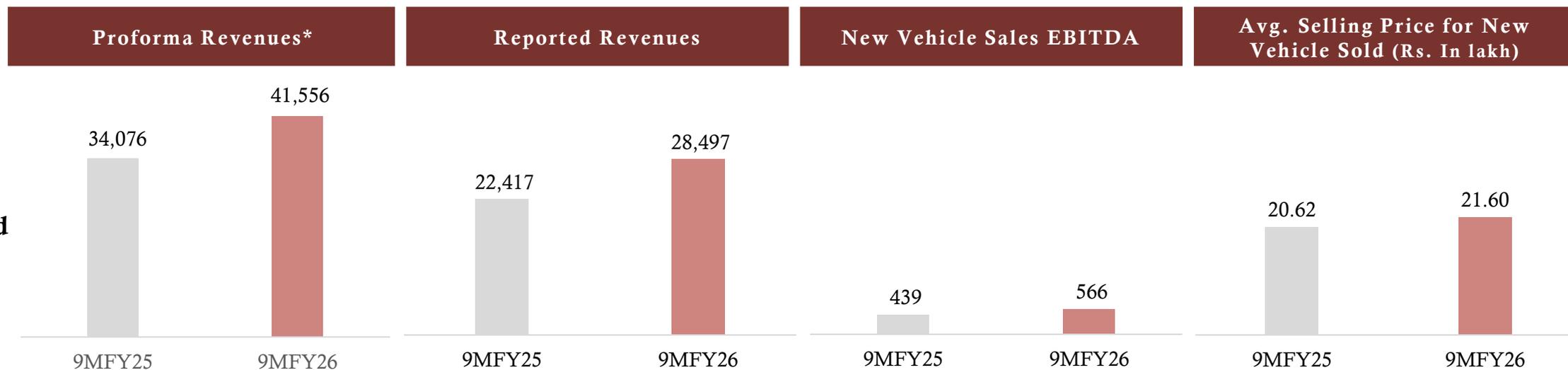


*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission

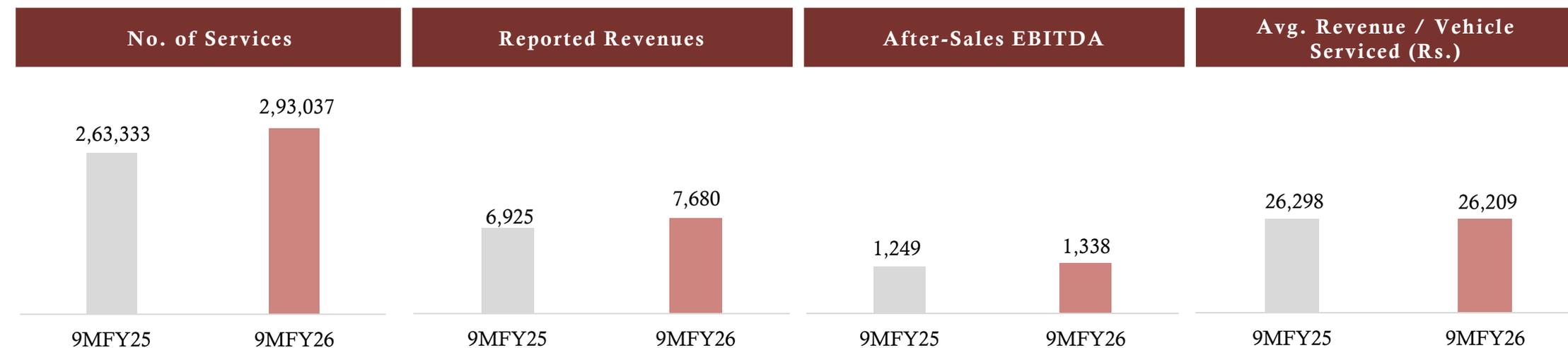
Vertical Wise Performance Highlights - 9MFY26

Rs in. Mn

New vehicle sales & Allied Businesses



After-Sales business



*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission

After Sales Business:

High Growth, High Margin, High EBIDTA, High ROCE & Non-cyclical

14.1%
Revenue CAGR
Last 10 years

~41.1%
Gross Margin
(FY25)

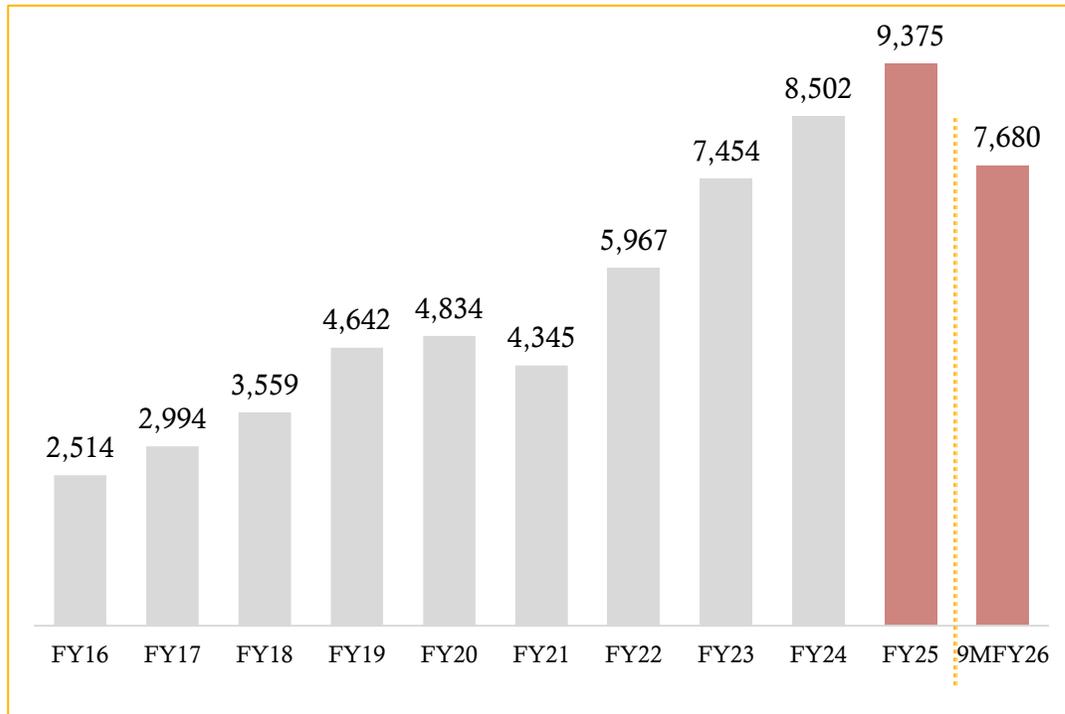
~18.2%
EBITDA
(FY25)

24.3%
RoCE FY25

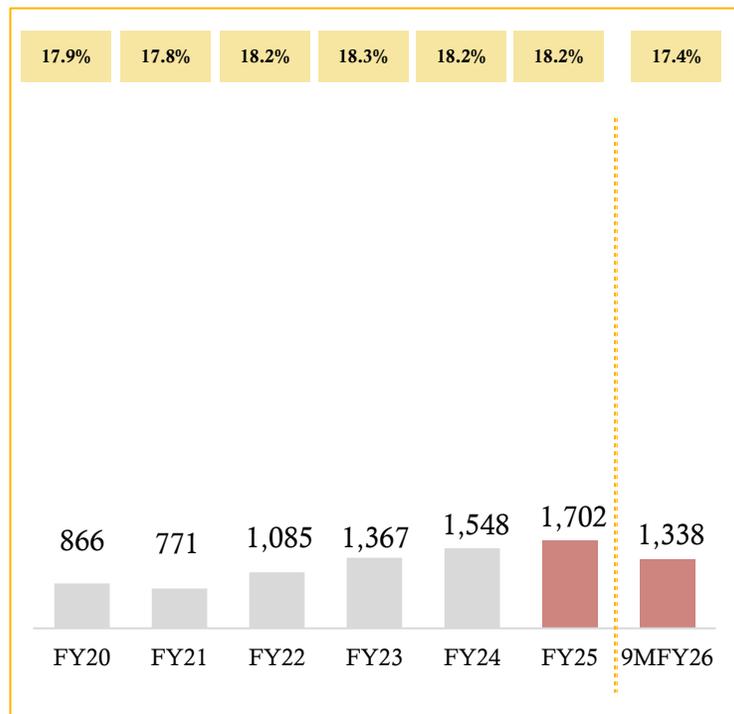
20% of the total workshops are new which were opened in last 18 months.

These are yet to reach the benchmark ROCE of 30% +

After Sales Revenue (Rs.in Mn)

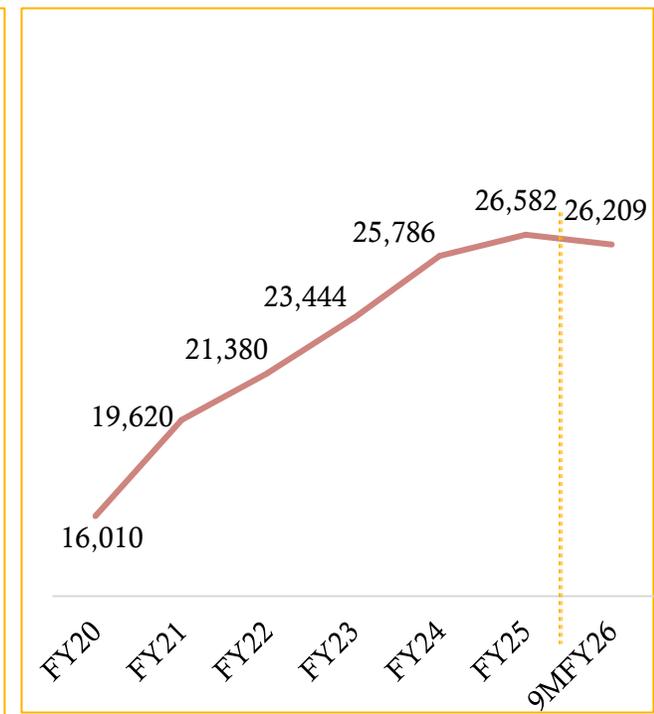


EBITDA (Rs.in Mn)



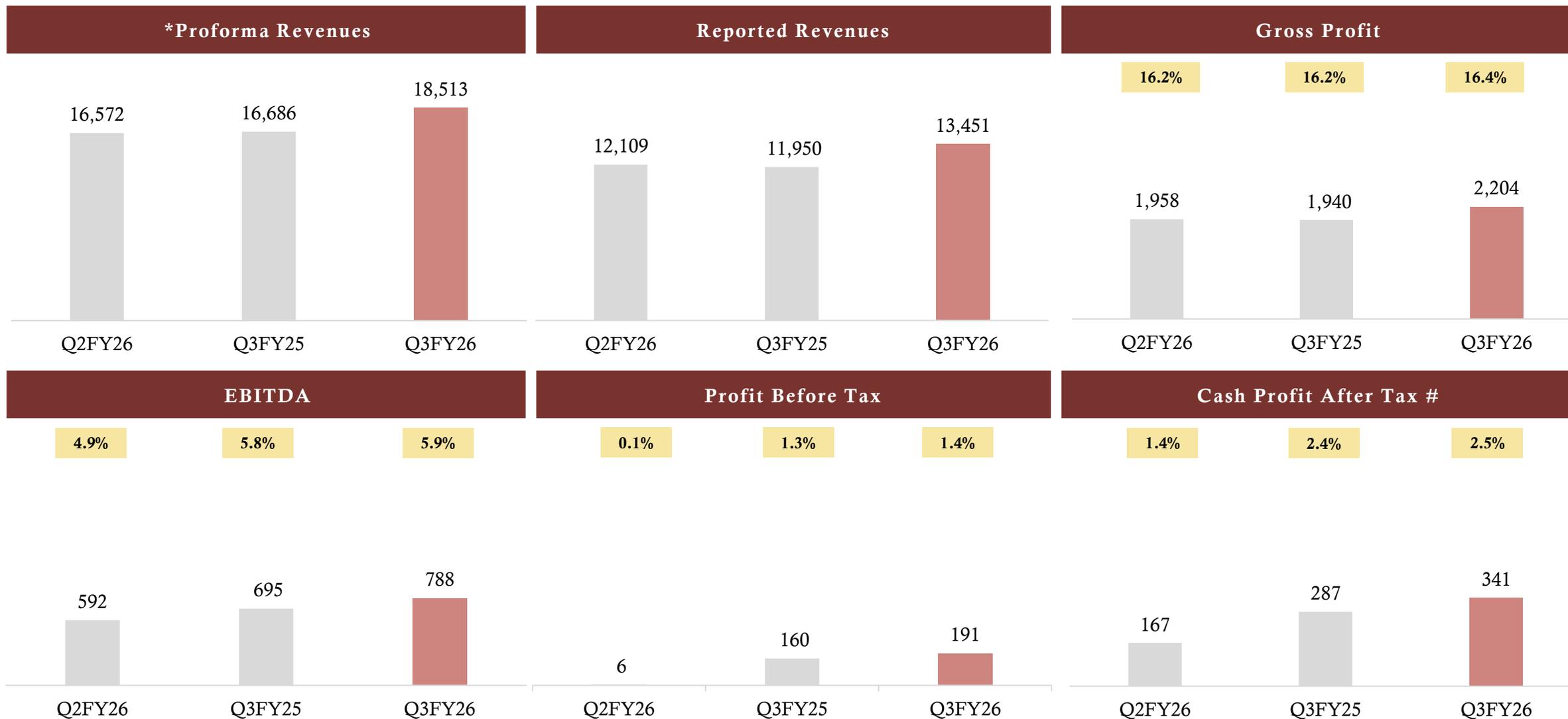
Margin %

Per Car Service Revenue (Rs.)



Consolidated Performance Metrics - Q3FY26

Rs in. Mn **Margin %**

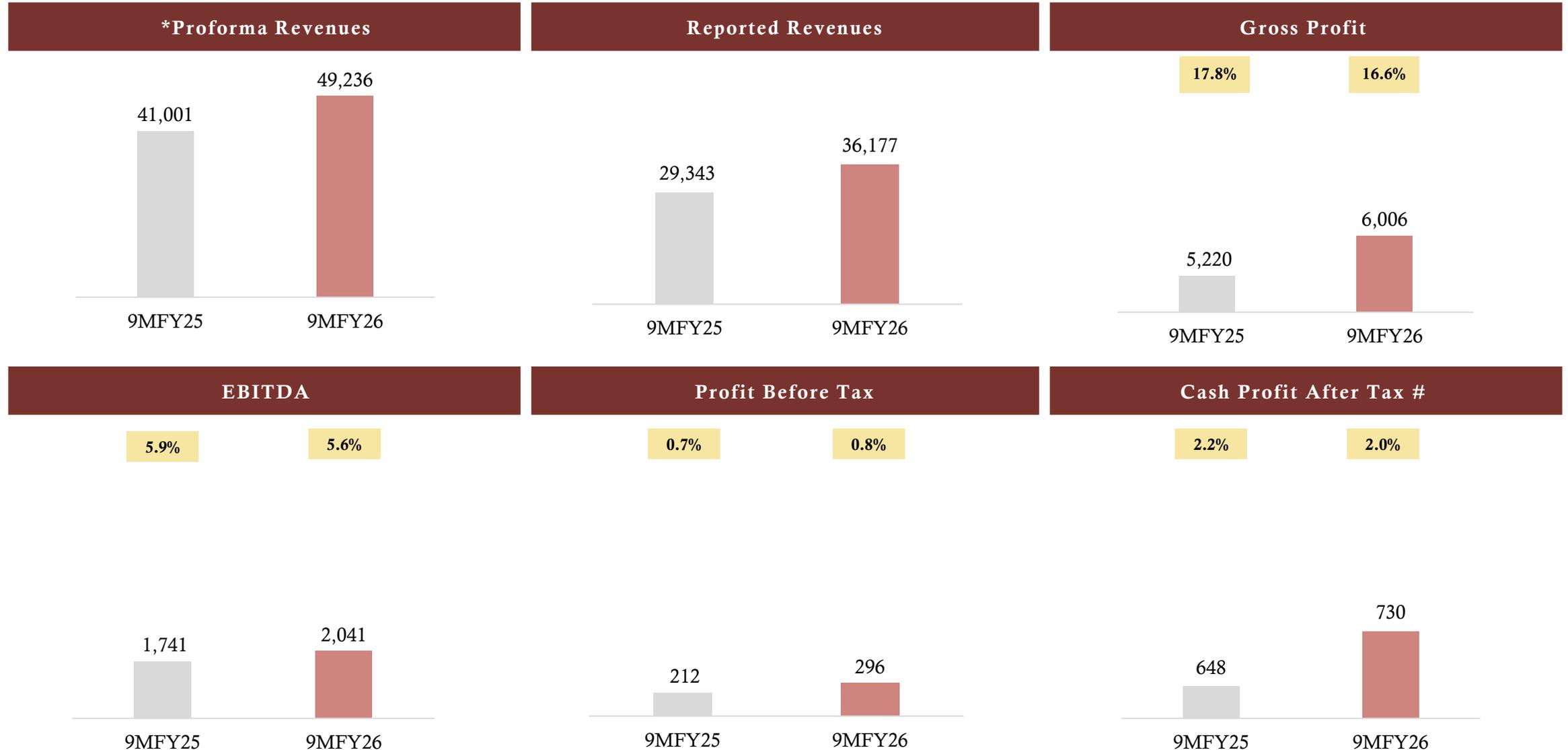


*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission
% Gross Profit, EBITDA, Cash PAT and Profit after Tax Margins are calculated on "Reported Revenue".

#PAT + D&A + Ind AS adjustments + Exceptional items + Deferred Tax + Loss/(Profit) on sales of PPE + ESOP expenses

Consolidated Performance Metrics - 9MFY26

Rs in. Mn



*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission
 % Gross Profit, EBITDA, Cash PAT and Profit after Tax Margins are calculated on "Reported Revenue".

#PAT + D&A + Ind AS adjustments + Exceptional items +
 Deferred Tax + Loss/(Profit) on sales of PPE + ESOP expenses

Margin %

New Outlets in Q3FY26



Mercedes-Benz Showroom, Bhopal



M&M Showroom, Hyderabad

Upcoming Model Launches - In the Current Quarter



Mercedes Benz V Class



Mercedes Benz CLA



M&M XUV 7XO



M&M XUV 9S



Volkswagen Tayron



Renault Duster



MG Majestor



KIA Seltos

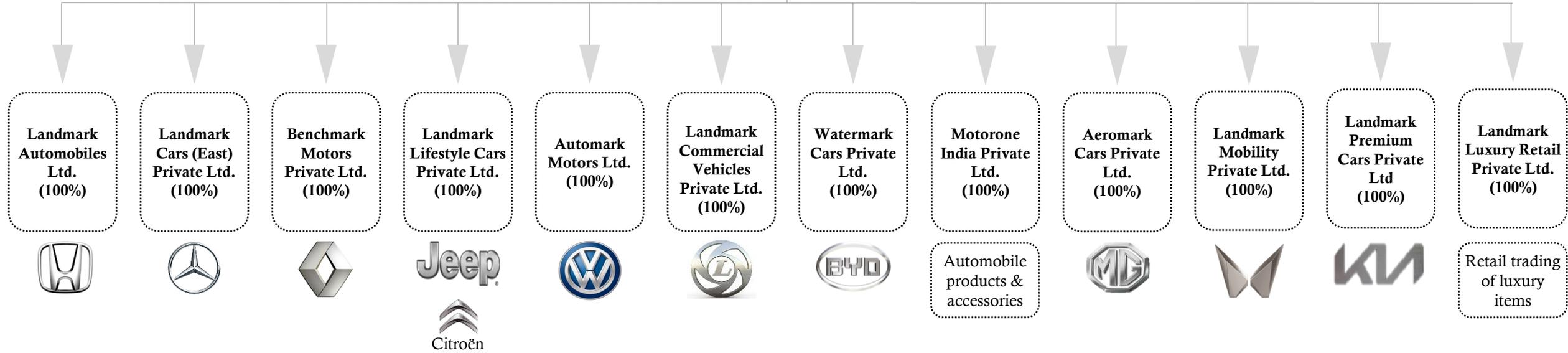


Landmark
You drive us

Company Overview



Company Structure



Senior Management Team (1/2)



Sanjay Thakker
Promoter, Chairman and
Executive Director

- Founded the Group Landmark in 1998
- Having accumulated extensive experience in the automobile industry for over two decades he has established a reputable standing within the field
- Through his astute leadership, Mr. Thakker has successfully brought together a team of dedicated and highly skilled professionals who play a pivotal role in driving Landmark's success



Aryaman Thakker
Executive Director

- Holds a master's degree in Marketing and Strategy from the University of Warwick
- Joined Group Landmark in 2017 as a General Manager bringing invaluable expertise from his tenure at Autonation Corp in Fort Lauderdale, Florida, USA
- He is the dynamic force behind Landmark Cars' digital transformation journey
- He stands at the forefront of the company's evolution, serving as the dealer principal for Landmark MG Motors and Mercedes-Benz Landmark Cars MP, as well as significant leadership at Automark Volkswagen. He is a key leader in the Landmark Transformation Team and Group Marketing, driving strategic initiatives that shape the future of the Company



Paras Somani
Executive Whole Time Director

- A bachelor's degree in commerce from Saurashtra University & part of ISB CEO leadership programme by the ISB, Hyderabad
- Joined Group Landmark in 2006 as the Vice President- Sales and currently leads the Mercedes-Benzenes business. Also looks at the car care business Has over two decades of experience in sales and banking
- Previously associated with Kotak Mahindra Primus Ltd.



Garima Mishra
MD of AMPL (Volkswagen), Jeep
& Group Finance, Insurance &
CIT

- Member of Landmark's founding team
- Holds a master's degree in Business Administration from the Fore School of Management
- 26 years of experience in the automobile retail industry.
- Before joining Landmark, she had a notable association with Blue Skies Travels and Tours Private Limited
- Her expertise and contributions have led to her appointment as the State Chairperson of the Delhi Chapter of the Federation of Automobile Dealers Associations (FADA)



Urvi Mody
Director Infrastructure

- Holds a diploma in Architecture and a Diploma in Business Management from S.P Mandali's WE School, Prin. L.N. Welingkar Institute of Management Development and Research, Mumbai
- Possesses a unique blend of architectural and business expertise
- Journey with Landmark began in the year 1999 and she has since played a crucial role in the Company's growth and success
- With 25 years of experience in setting up retail and factory infrastructure, she brings valuable insights and skills to the table. Her expertise in this area has been instrumental in establishing efficient and effective infrastructure for the Company's operations



Devang Dave
Director After Sales and
Commercial Vehicle Business

- Holds a diploma in Management from the ICFAI University, Dehradun and possesses a solid foundation of business knowledge
- Joined Landmark in 2002 and has since contributed significantly to the Company's after sales business
- With 22 years of experience in the automobile industry, he brings a wealth of expertise and insights to his role. His extensive knowledge and understanding of the industry have been instrumental in driving the growth and development of Landmark

Senior Management Team (2/2)



Rajiv Vohra
Director BYD, Renault and
M&M

- Holds a master's degree in International Business from the Indian Institute of Foreign Trade
- He has been associated with the Company since 2016 and brings over 24 years of experience in marketing
- His previous roles include working with trading enterprises at Al Futtaim Group in Dubai, as well as with H D Motor Company India Private Limited (Harley-Davidson, India) and Honda Siel Cars India Limited. Mr. Vohra's diverse background and expertise contribute significantly to Landmark team



Harshal Desai
Director Sales Honda & MG
Motors

- Holds a bachelor's degree in Science from Maharaja Sayajirao University of Baroda
- He brings a strong academic foundation to his role. With over 26 years of experience in the automobile industry, he has developed extensive expertise and insights
- Since 2007, he has been an integral part of Landmark, contributing to its growth and success. Before joining the Company, he spent a decade with Kamdhenu Motors Private Limited, further honing his skills and knowledge in the industry. His valuable contributions and long-standing commitment make him an asset to the team



Amol Raje
Company Secretary &
Compliance Officer

- He holds a bachelor's degree in Commerce and Law, as well as an associate membership with the Institute of Company Secretaries of India. He possesses a strong academic foundation
- He joined Landmark Cars in 2021 and has over 17 years of valuable experience in various sectors
- Before his association with the Company, he held positions at esteemed organizations such as Bombay Dyeing & Manufacturing Company Limited, House of Anita Dongre Limited and Tara Jewels Limited



Surendra Agarwal
Chief Financial Officer

- He is a qualified Chartered Accountant and a Commerce graduate.
- He has been a part of the Company since 2018 and brings with him over 25 years of experience in finance and accounting
- Before joining Landmark, he was associated with Trent Limited, Videocon Appliances Limited and Century Rayon
- His deep financial knowledge and expertise in retail industry contributes significantly in Landmark to drive strategic expansion and financial well-being

Thank You



Landmark
You drive us

Landmark Cars Ltd.

CIN: L50100GJ2006PLC058553

Amol Raje

Company Secretary

Email id: companysecretary@landmarkindia.net

Investor Relations Advisors

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

CIN: U74140MH2010PTC204285

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