



Date: May 29, 2025

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 year ended March 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 Audited Financial Results (Standalone and Consolidated) for the quarter and year ended on March 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: 2025.05.29
16:19:27 +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 Cars Limited

Investor Presentation
May 2025

Mile By Mile,
India's Story,
Our Journey

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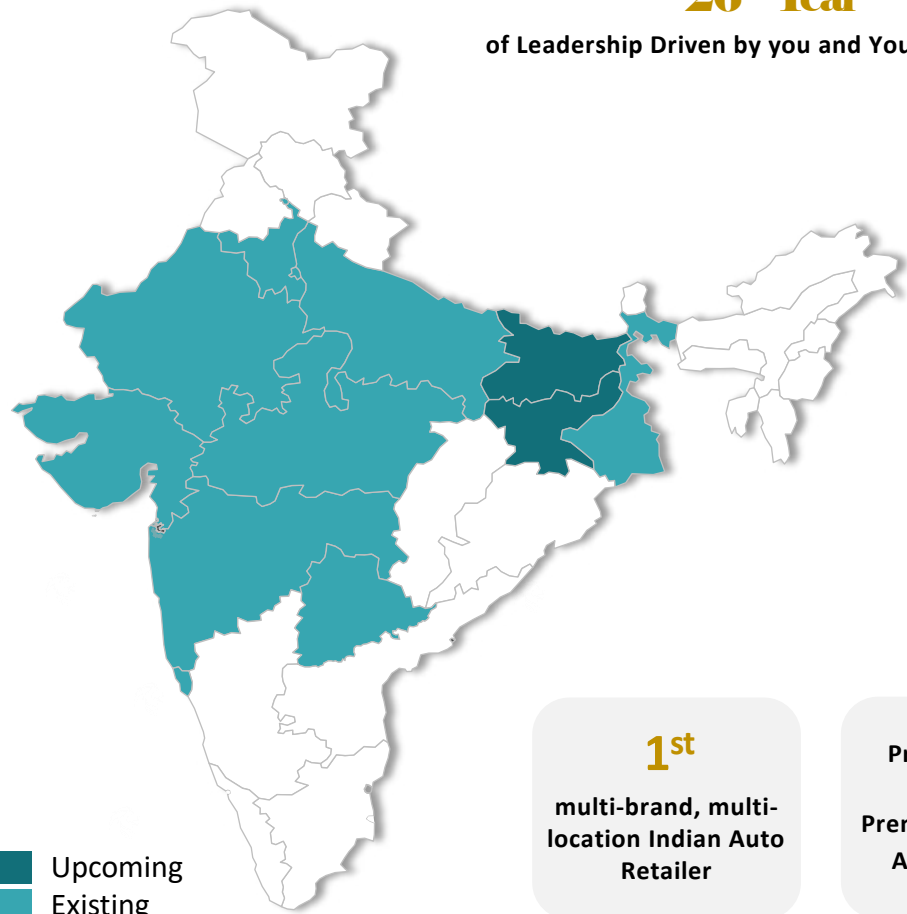
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Company Overview

26th Year
of Leadership Driven by you and Your Faith in Us



1998
Founding year

~500,000
Customer Base

~5,000
Employee Count

131+9*
Total Outlets

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

Professionally
managed
Premium & Luxury
Auto Retailer

70+3*
Sales Showroom

61+6*
Workshops

10+2*
States

28+1*
Cities

* Upcoming Outlets / Workshops/ States / Cities #Share of sales in India by units for the OEM for FY25 (Wholesale)

Mercedes-Benz
22 + 2* Outlets
16.3% Share#
16 Years of Association

#1
Partner

Jeep & Citroen
15 Outlets
23.9% Share#
7 Years of Association

#1
Partner

BYD
8 Outlets
20.8% Share#
2 Years of Association

#1
Partner

Ashok Leyland
4 Outlets
13 Years of Association

Mahindra
8 Outlets
Recent Foray

Honda
27 Outlets
6.7% Share#
26 Years of Association

#1
Partner

Volkswagen
23 Outlets
9.3% Share#
16 Years of Association

#1
Partner

MG
11 + 4* Outlets
4.4% Share#
1 Year of Association

#3
Partner

Renault
8 Outlets
3.2% Share#
8 Years of Association

KIA
5 +3* Outlets
Recent Foray

Outlet Count as on 29th May '25



Key Highlights

Why a tariff cut on cars could benefit Indian consumers



A well-negotiated trade deal with the US could bring mutual benefits, ensuring fair market access while boosting domestic industries. Ultimately, reforming India's high tariff regime could pave the way for a more competitive and consumer-friendly automobile sector.

India considers slashing import duties on high-end cars to ease trade deals



Sources tell CNBC-TV18 that India is unlikely to offer unilateral tariff concessions to the US on automobiles. However, the government could lower tariffs on imports of cars worth ₹40 lakh and above.

India-UK Free Trade Agreement to Boost Auto Sector



The deal opens up massive export opportunities for labour-intensive industries and key sectors such as engineering goods, auto parts and engines, and organic chemicals, according to the Indian government.

India-EU FTA to bolster demand for luxury auto



BYD intensifies EV price war in home market, slashing up to 30% off some models

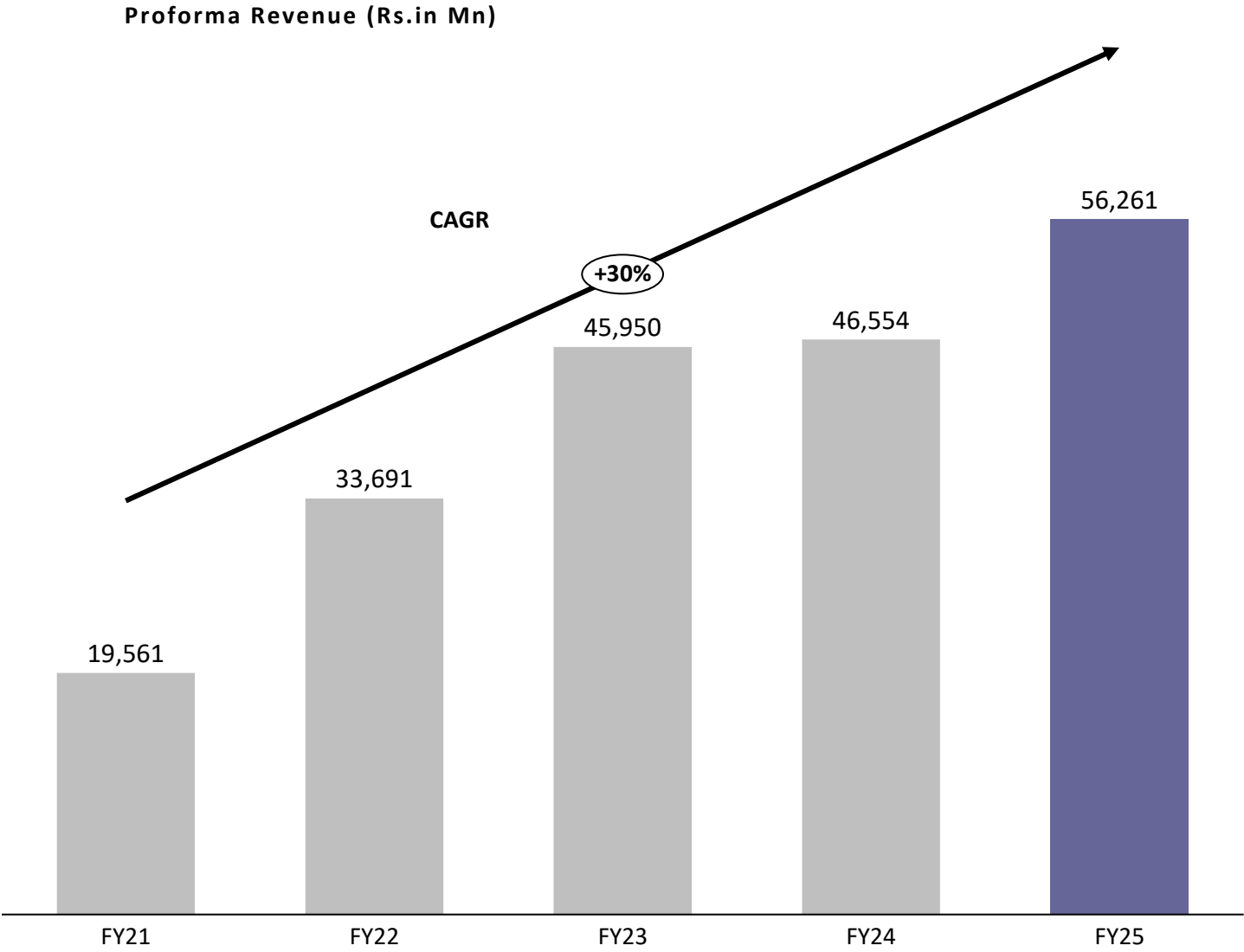


Lower duties under FTAs could unlock access to premium global models, and Landmark, with its bouquet of brands, is well-positioned to benefit from FTA-led auto market expansion & partnership with global leaders



Company Overview

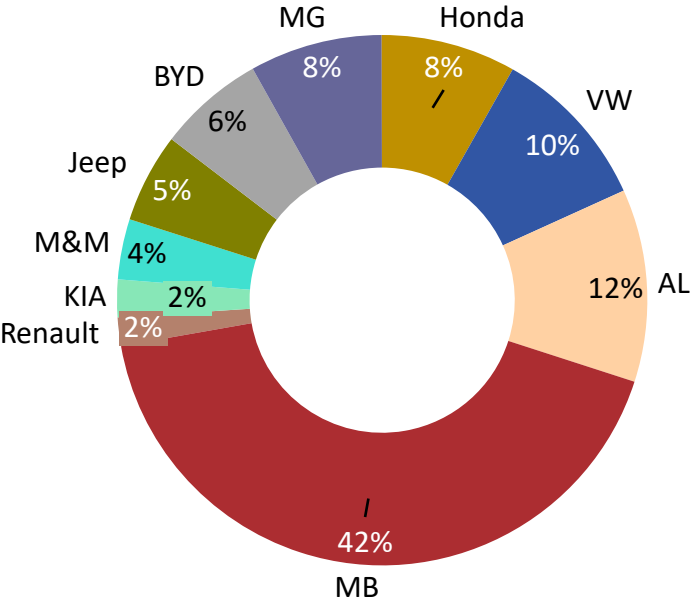
Consistent Performance Over The Years



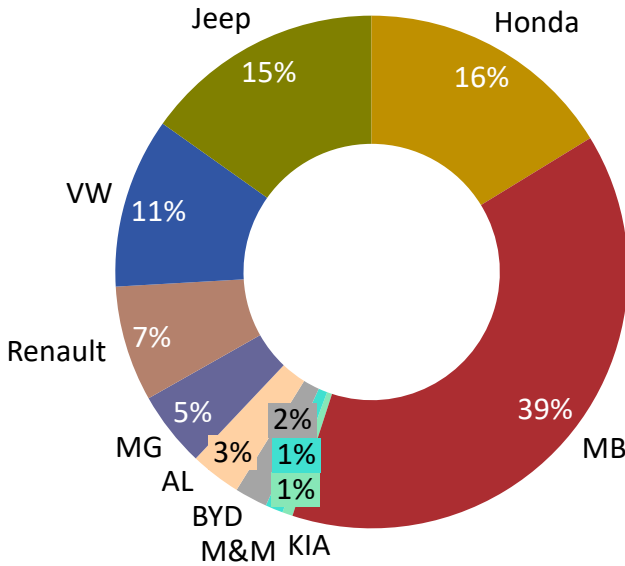
Brand Portfolio – FY25



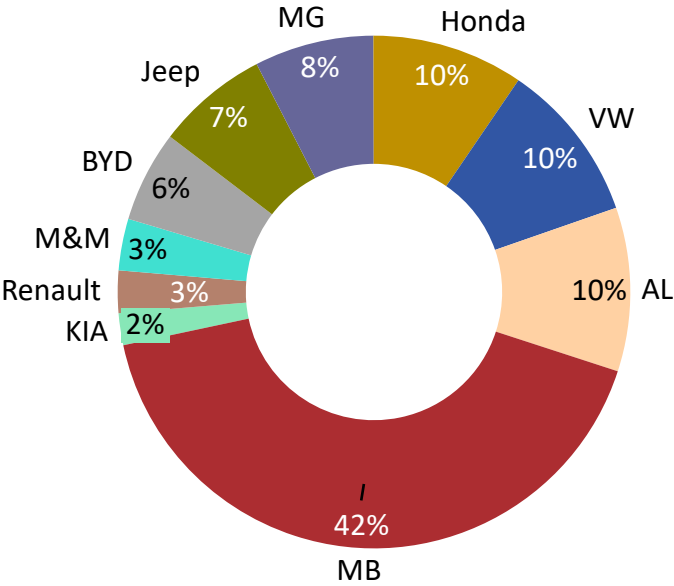
New Car Sales
Contribution to Proforma Revenue



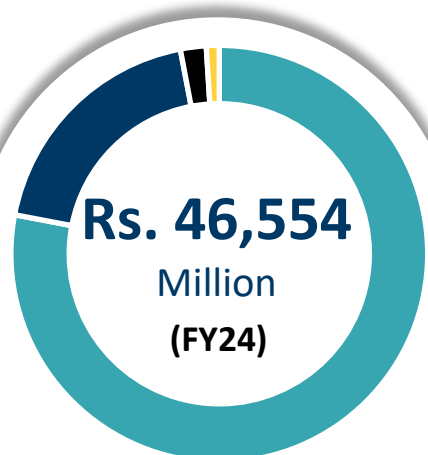
Contribution to After Sales Revenue



Total Contribution

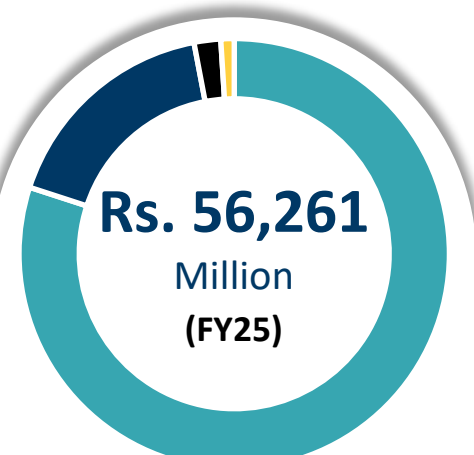


The cyclicalty of the auto industry is mitigated by After-sales revenue for the dealerships.



Proforma Revenue Mix

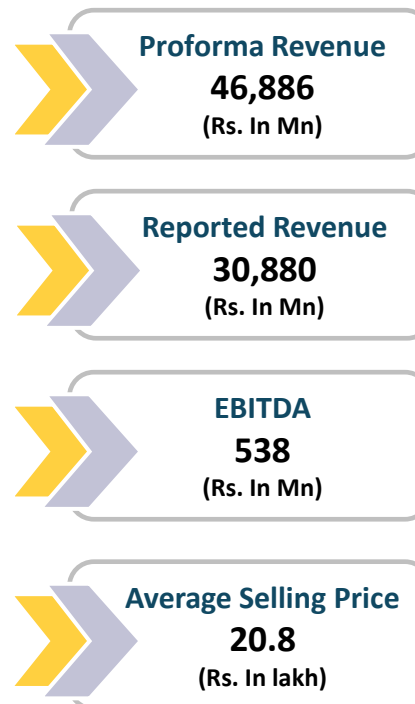
79%	New Vehicle sales
18%	After-Sales & Car Care
2%	Pre-Owned Vehicles Sales
1%	Finance and Insurance



Proforma Revenue Mix

80%	New Vehicle sales
17%	After-Sales & Car Care
2%	Pre-Owned Vehicles Sales
1%	Finance and Insurance

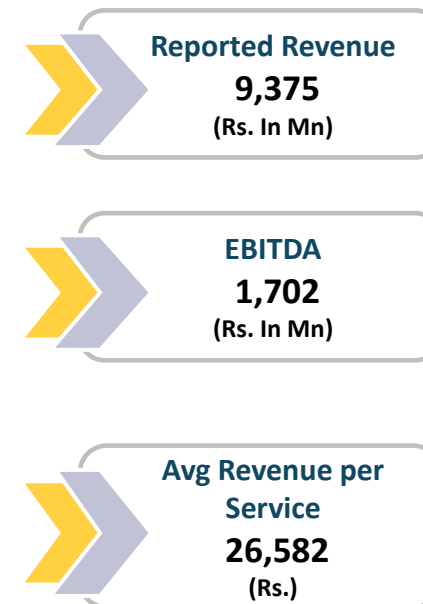
FY25 – New Vehicle Sales & Allied Business



Asset-light

Only 2 out of 131 outlets are owned

FY25 – After Sales



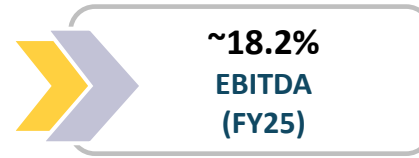
~25%
Outlets acquired

Premium & Luxury

Auto Retailer

After Sales Business:

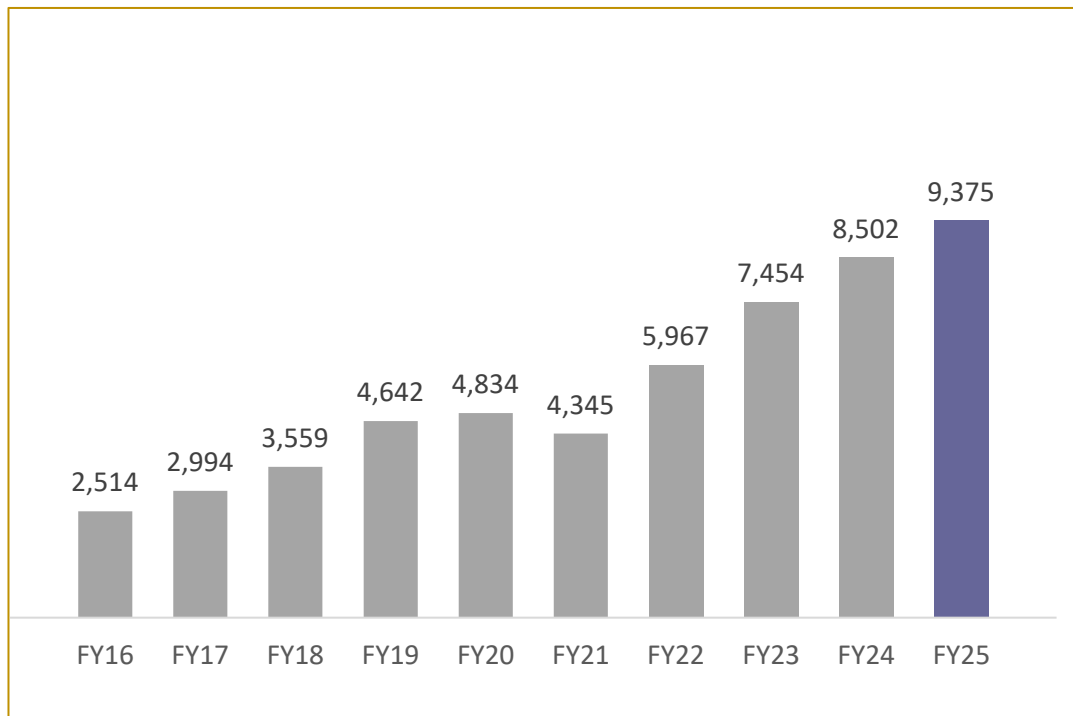
High Growth, High Margin, High EBIDTA, High ROCE & Non-cyclical



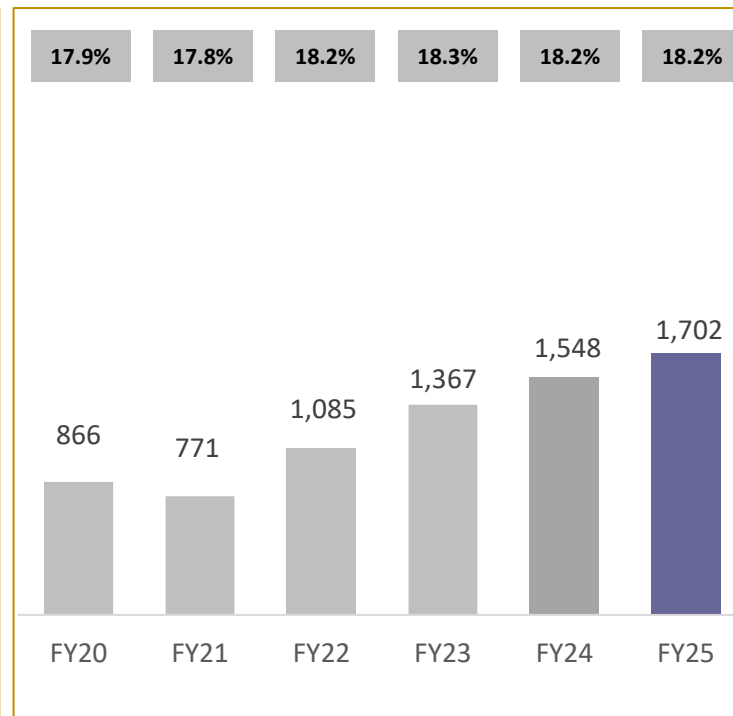
20% of the total workshops are new which were opened in last 15 months.

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

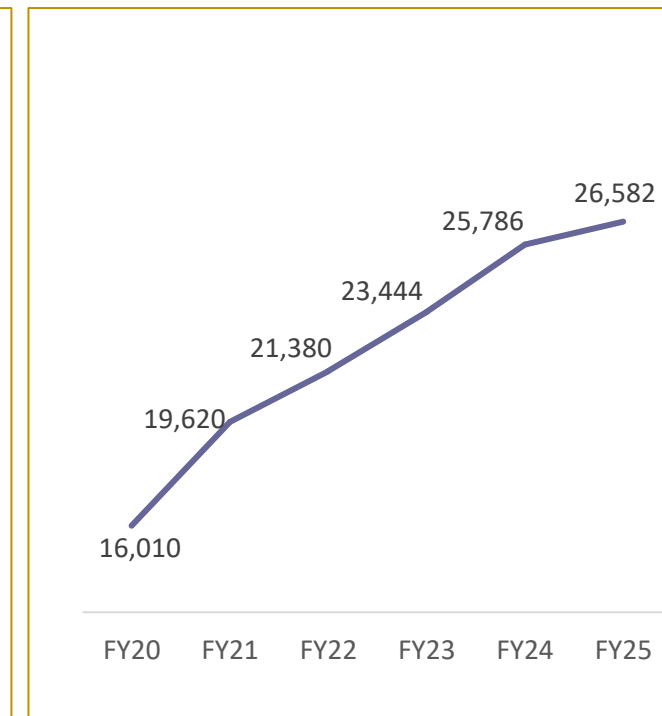
After Sales Revenue (Rs.in Mn)



EBITDA (Rs.in Mn)

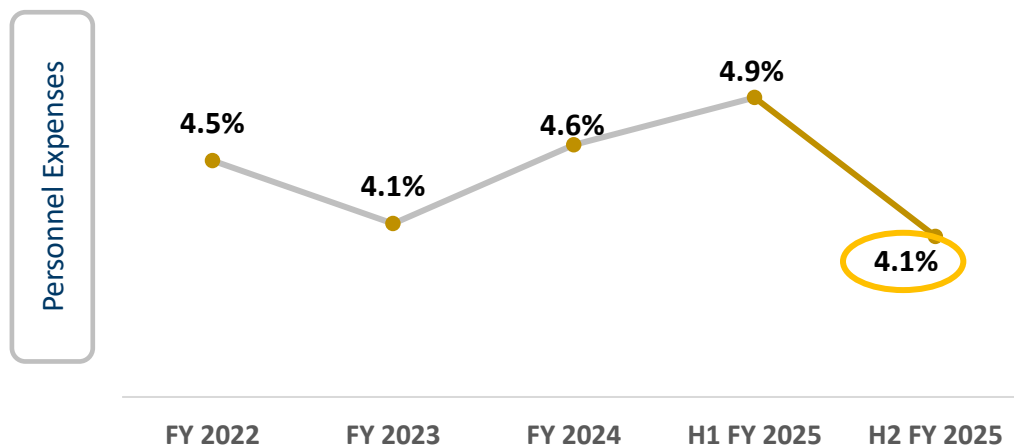


Per Car Service Revenue (Rs.)

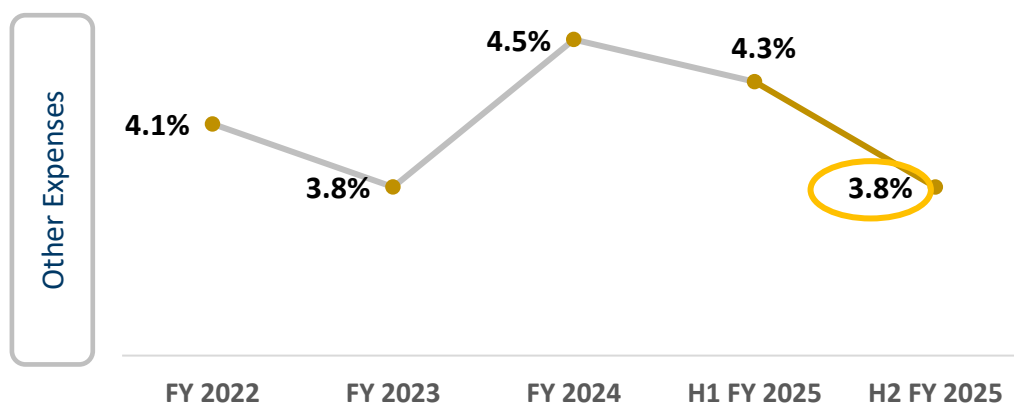


Margin %

Impact of Cost Rationalization Plan



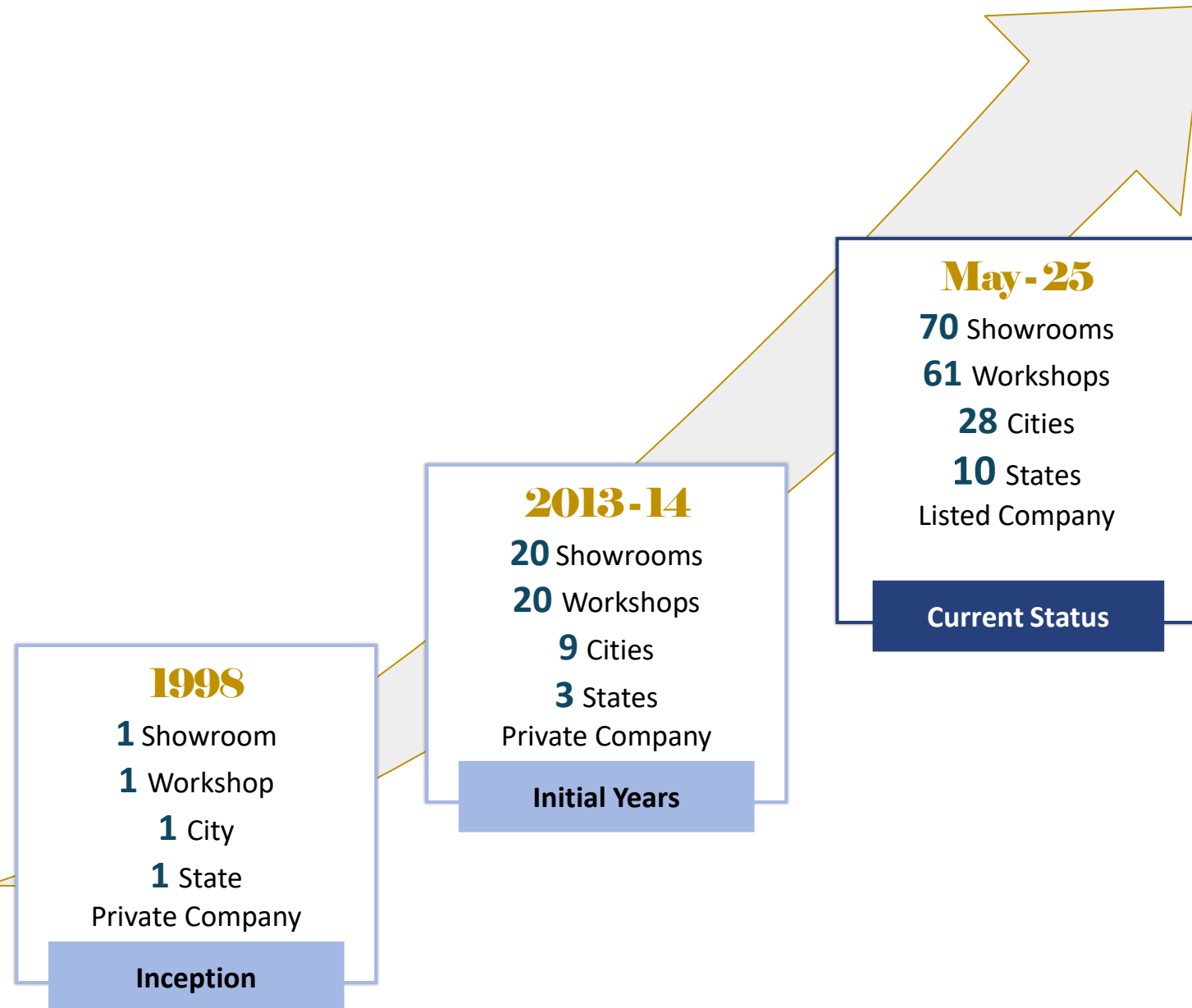
- Achieved the cost rationalization target with employee cost at ~4% in H2FY25
- Cumulative impact of cost optimization across Admin, S&D, and Personnel expenses
- This was achieved despite footprint expansion of 23 outlets in FY25 and related upfronting of employee costs



- Achieved the cost rationalization target of below 4% in H2FY25
- This was despite footprint expansion of 23 outlets in FY25 and upfronting of various costs
- Continued ramp up of new locations is likely to drive stronger operating leverage

The company is committed to maintaining a cost discipline to improve profitability. The current year should see further reduction in both personnel expenses and other expenses

Growth Framework



Near Term Plan

Undertaking expansion with **fast growing brands** like Mercedes-Benz, MG, Kia and M&M

Venturing into **emerging territories with high growth potential and white space** including Hyderabad, Jaipur & Patna

Initiating **cost rationalization** to improve profitability and focus on operational efficiencies such as closing down inefficient outlets, co-locating select outlets

Focusing on **execution and faster operationalization** of new locations

Long Term Plan

Vertical expansion by going deep into an identified geography to achieve operating leverage

Horizontal expansion by penetrating deeper with fast-growing, premium brands

Strong reputation as preferred **choice of partner** for OEMs for new association and for consolidation opportunities

Industry Player	2014 Volume	% volume of overall PV sales	2024 Volumes	% volume of overall PV sales	CAGR
Largest Auto Dealership in China*	2,07,289	1.05%	4,85,000	2.07%	8.9%

Top three PV markets globally*

China: ~25.5 Mn




USA: ~15.7 Mn

India: ~4.3 Mn

- The Indian auto market is at the same inflection point where the Chinese auto market was at turn of the century, especially in its premium & luxury car journey.
- With rising affluence, aspiration, and appetite for global brands, India's auto market is poised to follow China's trajectory.
- The largest auto retailer in both China and US command between 1.5% and 2% of the PV Industry each. Landmark as India's leading auto retailer is currently at ~0.5% of the Indian PV market by volume and ~0.8% by value.
- With potential opening of auto sector and the consolidation opportunities in India, Landmark aspires to double its market share.

Operationalised 23 out of 24 Facilities Within Timeline and Budget







Q1 FY 2025

Brand	Facility	Location	Count
	Showroom	Mumbai	1
	Showroom	Ahmedabad	1
	Workshop	Ahmedabad	1
Total			3

Q2 FY 2025

Brand	Facility	Location	Count
	Workshop	Hyderabad	1
	Showroom	Jaipur	1
	Showroom	Bhiwadi	1
	Workshop	Jaipur	1
	Workshop	Bhiwadi	1
	Showroom	Alwar	1
	Workshop	Alwar	1
	Showroom	Mumbai	1
	Showroom	Kolkata	1
	Workshop	Kolkata	2
Total			11

H2FY25

Brand	Facility	Location	Count
	Showroom	Faridabad	1
	Workshop	Mumbai	1
	Showroom	Hyderabad	3
	Workshop	Hyderabad	2
	Showroom	Hyderabad	1
	Showroom	Hyderabad	1
Total			9

Already Operational

Additional operational facilities, not included in the initial FY25 plan

To start soon:

- 3 upcoming workshops of Kia in Hyderabad
- Mercedes-Benz Patna showroom and workshop
- MG Select in Ahmedabad and Kolkata

The company's investment in facilities with high growth brands in high growth regions is creating a strong base for solidifying market leadership

Exciting New Launches



VW Tiguan



VW Golf GTI



MG Majestor



Kia Carens Clavis



MG Cyberster



Mercedes-Benz AMG GT Coupe



MG M9

Strong launch pipeline expected to drive positive results in upcoming quarters



Q4 & FY25 Performance

Performance Highlights – Q4 & FY25

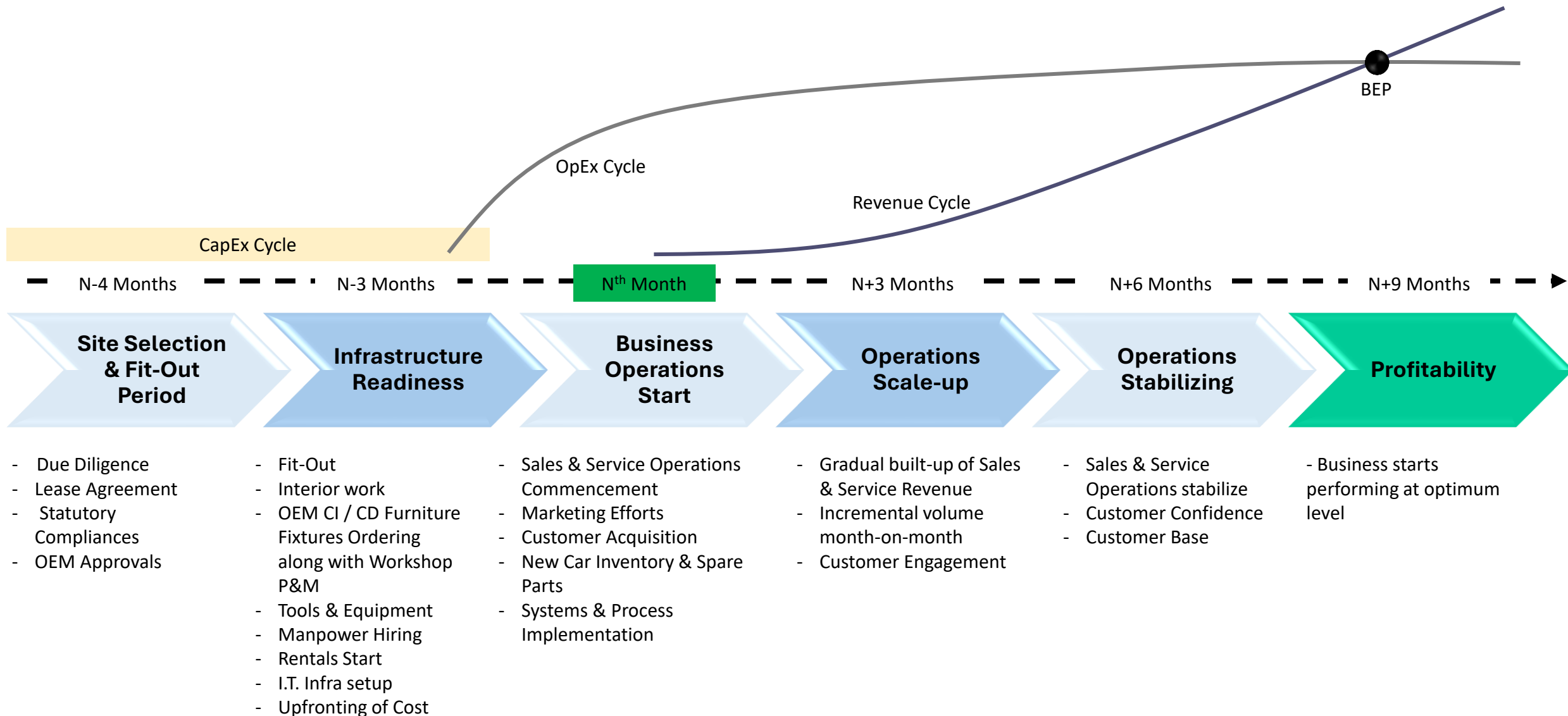
Particulars (Rs. Mn)	Q4FY25			FY25		
	Existing Outlets	New Outlets*	Total	Existing Outlets	New Outlets*	Total
Proforma revenue	13,582	1,678	15,260	50,436	5,825	56,261
Gross Profit	1,712	169	1,881	6,590	511	7,101
EBITDA	624	-16	608	2,361	-12	2,349
Depreciation	305	51	356	1,133	176	1,309
Interest	153	56	209	531	210	741
PBT (before Exceptional Item)	166	-123	43	698	-399	299
Showroom count	60	10	70	60	10	70
Workshop count	54	7	61	54	7	61

*New outlets are those which were not in operation for full quarter in previous year

7 MG outlets in Madhya Pradesh and Goa are now shown under Existing Outlets for the quarter

- Opened 23 new outlets in FY25 well within the timeline and below the budgeted capex
- Expenses for newly opened outlets start a few months before the opening
- Newly opened outlets take 3 to 4 quarters to reach their full potential
- 7 outlets which completed 12 month are now classified under “Existing outlets”. These have turned profitable in the last quarter
- With the passage of time, the new outlets have started to contribute to revenue and EBITDA
- Gross margin percentage for the new outlets has increased sequentially but it is still lower than that of existing outlets primarily due to lower initial service contribution
- Due to full-scale fixed costs the operating margins for the new outlets are currently not at par with the existing outlets
- With the recent investment in capex and inventory, the D&A and finance cost for the new outlets were on the higher side
- Since October 2024, the Kia outlet in Hyderabad has been operating without a supporting workshop. This has impacted the new outlet's path to profitability to some extent. Two workshops are scheduled to commence operations in June 2025

Typical Plan for New Auto Retail Outlet (Sales & Service)



Consolidated Profit And Loss Account

Profit and Loss (Rs. Mn unless mentioned otherwise)	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Proforma Revenue from operations	15,260	12,995	17.43%	16,686	-8.55%	56,261	46,554	20.85%
Revenue from Operations	10,912	8,640	26.30%	11,950	-8.69%	40,255	32,879	22.43%
Gross Profit	1,881	1,707	10.17%	1,940	-3.08%	7,101	6,512	9.03%
Gross Profit Margin	17.23%	19.76%		16.24%		17.64%	19.81%	
Expenses								
Employee Cost	646	569		656		2,489	2,167	
Other Expenses	626	576		589		2,263	2,073	
EBITDA	608	562	8.14%	695	-12.58%	2,349	2,272	3.39%
EBITDA Margin	5.57%	6.51%		5.82%		5.84%	6.91%	
Depreciation	356	271		340		1,309	1,013	
EBIT	252	291	-13.35%	355	-28.99%	1,040	1,259	-17.41%
EBIT Margin	2.31%	3.37%		2.97%		2.58%	3.83%	
Finance Cost	209	137		195		741	535	
Exceptional Item Gain / (Loss)	3	0		0		46	29	
Profit before Tax	40	154	-73.92%	160	-74.84%	253	695	-63.69%
Profit before Tax Margin	0.37%	1.79%		1.34%		0.63%	2.12%	
Tax	23	45		42		79	123	
Profit After Tax	18	110	-84.03%	118	-85.15%	173	572	-69.70%
Profit After Tax Margin	0.16%	1.27%		0.99%		0.43%	1.74%	
Ind AS net effect	33	20		27		85	57	
Adjusted Profit After Tax (Before Net Ind AS effect)	50	130	-61.26%	145	-65.42%	258	629	-58.98%
Adjusted Profit After Tax Margin	0.46%	1.50%		1.21%		0.64%	1.91%	
EPS* (In Rs.)	0.34	2.67		2.75		3.85	13.82	

Key takeaways from the FY25 and Q4FY25 Performance:

- FY25 delivered all-time high proforma and reported annual revenues, driven primarily by new fast-growing brands and footprint expansion. FY25 also saw the highest-ever annual Gross Profit
- The sale of Mercedes-Benz in Q4FY25 on a YoY basis was lower than expected due to capital market volatility. This has impacted not only the proforma revenue but also the gross margin in Q4FY25. The sales of Mercedes-Benz is now back on the growth trajectory from Q1FY26
- The full impact of the new showrooms and workshops is expected to be reflected in FY26 and FY27
- Increase in finance cost was mainly on account of an increase in inventory for new brands and capex**
- The company has new car inventory of 45 days, lower than industry average of 50-55 days
- PAT is impacted primarily due to high depreciation and the Ind AS effect by the addition of new outlets and the impact of fair valuation of ESOP grants Rs.28 Mn

Reconciliation for Adjusted Profit – Q4FY25

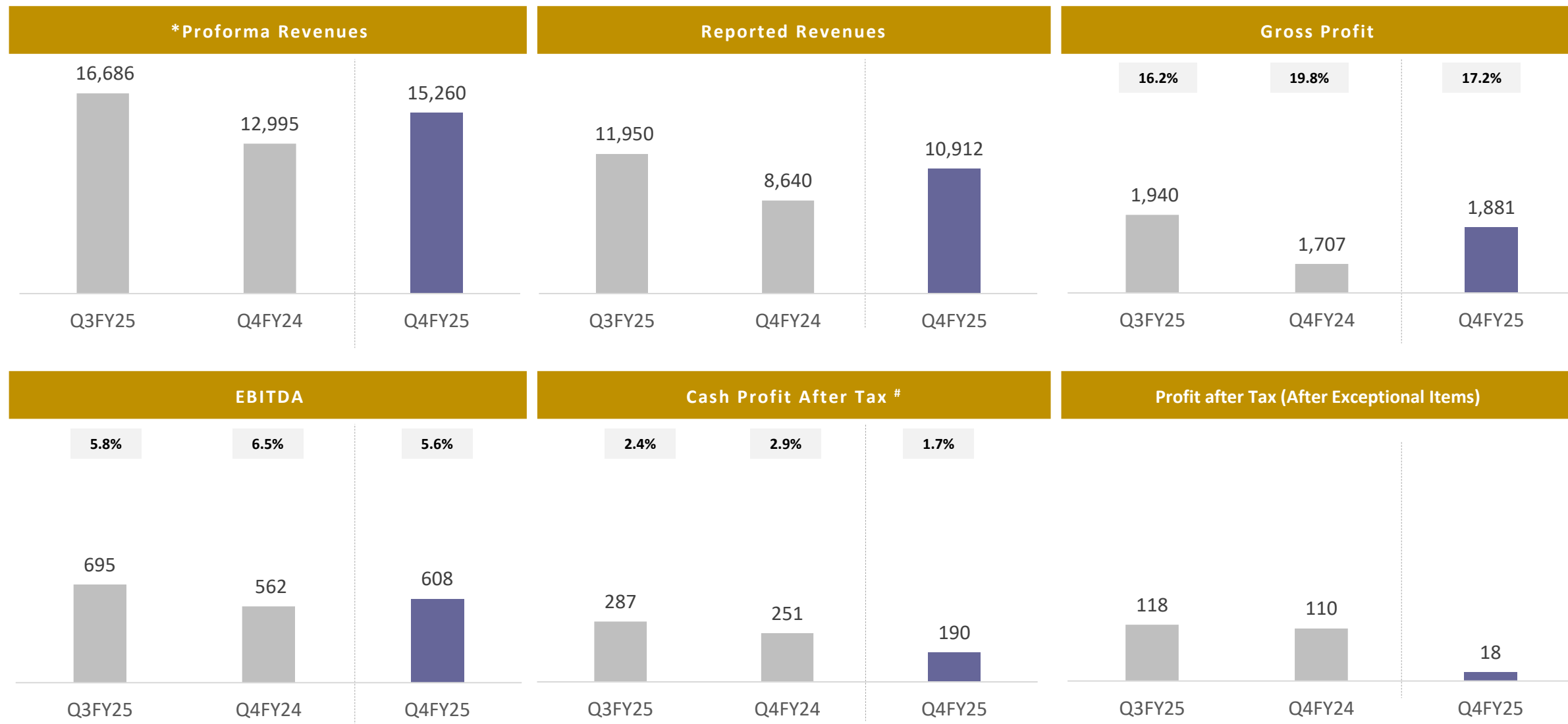
Particulars (Rs. in Mn)	Q4 FY25 (Adjusted)	Effect of Ind AS	Q4 FY25 (Reported)	Q4 FY24 (Adjusted)	Effect of Ind AS	Q4 FY24 (Reported)	YoY (Adjusted)	YoY (Reported)
Revenue from operations	10,912.23	-	10,912.23	8,639.73	-	8,639.73	26.3%	26.3%
Other income	54.57	6.69	61.26	17.93	9.10	27.03	204.4%	126.6%
Total Income	10,966.80	6.69	10,973.49	8,657.66	9.10	8,666.76	26.7%	26.6%
COGS	9,092.78	-	9,092.78	6,959.60	-	6,959.60	30.7%	30.7%
Gross Profit	1,874.02	6.69	1,880.71	1,698.06	9.10	1,707.16	10.4%	10.2%
Expenses								
Employee benefits expense	642.21	4.22	646.43	559.90	8.94	568.84	14.7%	13.6%
Other expenses	862.60	-236.31	626.29	754.67	-178.56	576.11	14.3%	8.7%
Total expenses	1,504.81	-232.09	1,272.72	1,314.57	-169.62	1,144.95	14.5%	11.2%
EBITDA	369.21	238.78	607.99	383.49	178.72	562.21	-3.7%	8.1%
Depreciation and Amortization Expense	157.33	198.52	355.85	123.12	148.12	271.24	27.8%	31.2%
EBIT	211.88	40.26	252.14	260.37	30.60	290.97	-18.6%	-13.3%
Finance Cost	124.80	83.88	208.68	79.54	57.02	136.56	56.9%	52.8%
Profit before exceptional items and tax	87.08	-43.62	43.46	180.83	-26.42	154.41	-51.8%	-71.9%
Exceptional items	3.19	-	3.19	-	-	-	0.0%	0.0%
Profit before tax	83.89	-43.62	40.27	180.83	-26.42	154.41	-53.6%	-73.9%
Tax	33.72	-10.98	22.74	51.32	-6.65	44.67	-34.3%	-49.1%
PAT	50.17	-32.64	17.53	129.51	-19.77	109.74	-61.3%	-84.0%
Other Comprehensive Income	-	10.68	10.68	-	0.86	0.86		
Total Comprehensive Income	50.17	-21.96	28.21	129.51	-18.91	110.60	-61.3%	-74.5%

Reconciliation for Adjusted Profit – FY25

Particulars (Rs. in Mn)	FY25 (Adjusted)	Effect of Ind AS	FY25 (Reported)	FY24 (Adjusted)	Effect of Ind AS	FY24 (Reported)	YoY (Adjusted)	YoY (Reported)
Revenue from operations	40,254.98	-	40,254.98	32,878.87	-	32,878.87	22.4%	22.4%
Other income	110.60	22.13	132.73	79.11	17.27	96.38	39.8%	37.7%
Total Income	40,365.58	22.13	40,387.71	32,957.98	17.27	32,975.25	22.5%	22.5%
COGS	33,286.95	-	33,286.95	26,462.88	-	26,462.88	25.8%	25.8%
Gross Profit	7,078.63	22.13	7,100.76	6,495.10	17.27	6,512.37	9.0%	9.0%
Expenses								
Employee benefits expense	2,461.13	27.86	2,488.99	2,157.59	9.65	2,167.24	14.1%	14.8%
Other expenses	3,148.22	-885.55	2,262.67	2,767.61	-694.56	2,073.05	13.8%	9.1%
Total expenses	5,609.35	-857.69	4,751.66	4,925.20	-684.91	4,240.29	13.9%	12.1%
EBITDA	1,469.28	879.82	2,349.10	1,569.90	702.18	2,272.08	-6.4%	3.4%
Depreciation and Amortization Expense	588.11	721.28	1,309.39	444.77	568.36	1,013.13	32.2%	29.2%
EBIT	881.17	158.54	1,039.71	1,125.13	133.82	1,258.95	-21.7%	-17.4%
Finance Cost	443.55	297.37	740.92	322.14	212.55	534.69	37.7%	38.6%
Profit before exceptional items and tax	437.62	-138.83	298.79	802.99	-78.73	724.26	-45.5%	-58.7%
Exceptional items	72.07	-25.81	46.26	31.83	-3.02	28.81	126.4%	60.6%
Profit before tax	365.55	-113.02	252.53	771.16	-75.71	695.45	-52.6%	-63.7%
Tax	107.61	-28.45	79.16	142.27	-19.05	123.22	-24.4%	-35.8%
PAT	257.95	-84.58	173.37	628.89	-56.66	572.23	-59.0%	-69.7%
Other Comprehensive Income	-	10.68	10.68	-	0.86	0.86		
Total Comprehensive Income	257.95	-73.90	184.05	628.89	-55.80	573.09	-59.0%	-67.9%

Key Performance Metrics – Q4FY25

Rs in. Mn



Margin %

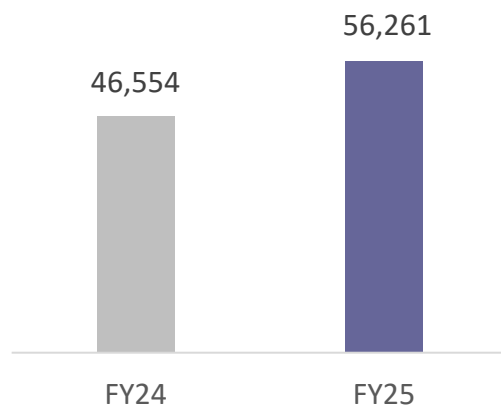
*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission
% Gross Profit, EBITDA, Cash PAT and Profit after Tax Margins are calculated on "Reported Revenue" instead of "Proforma Revenue"

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

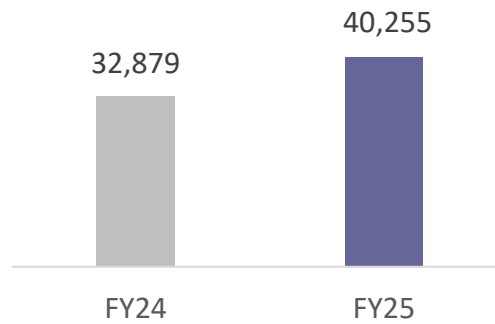
Key Performance Metrics – FY25

Rs in. Mn

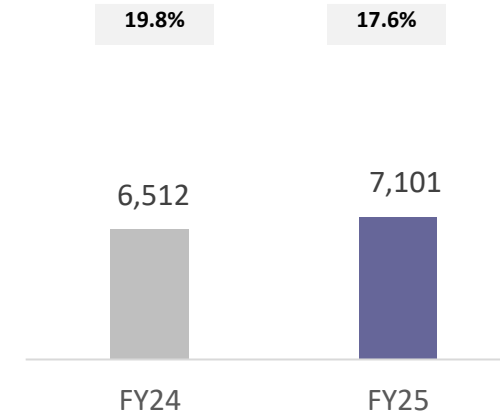
*Proforma Revenues



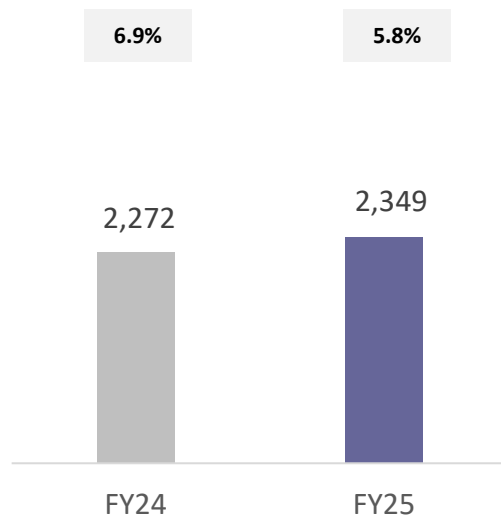
Reported Revenues



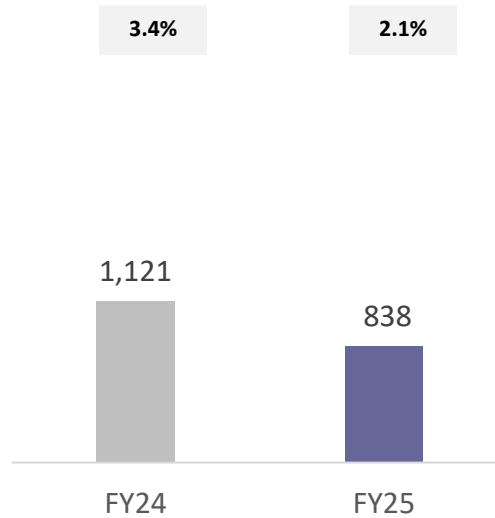
Gross Profit



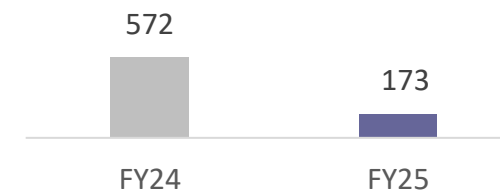
EBITDA



Cash Profit After Tax



Profit after Tax (After Exceptional Items)



Margin %

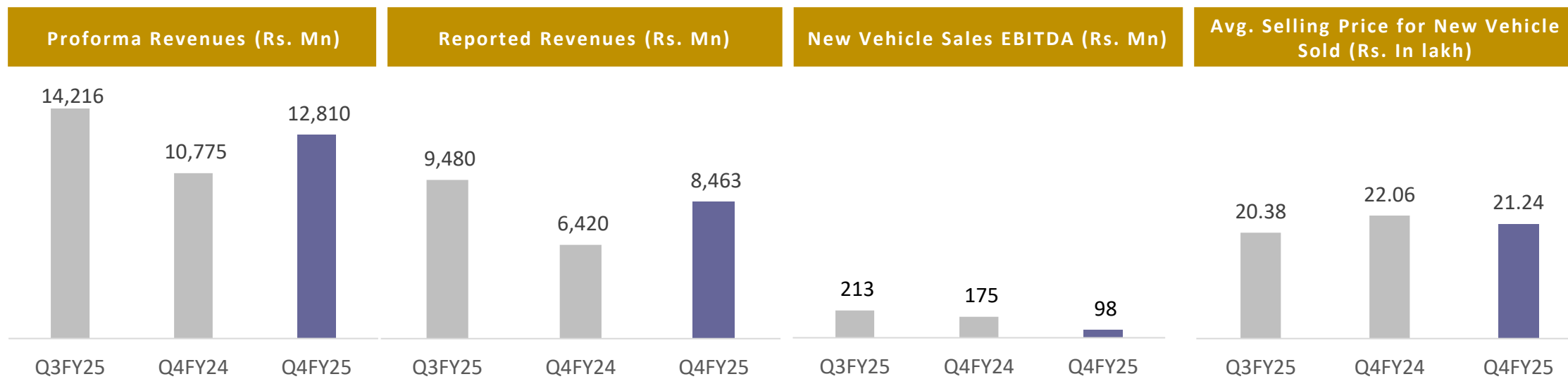
*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission
% Gross Profit, EBITDA, Cash PAT and Profit after Tax Margins are calculated on "Reported Revenue" instead of "Proforma Revenue"

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

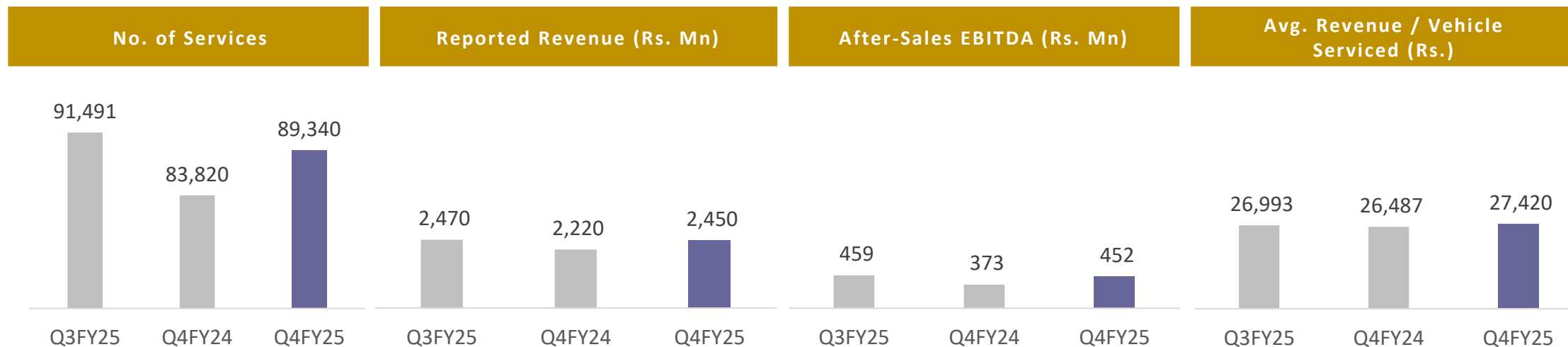
Vertical Wise Performance Highlights – Q4FY25

Rs in. Mn

New vehicle sales & Allied Businesses



After-Sales business

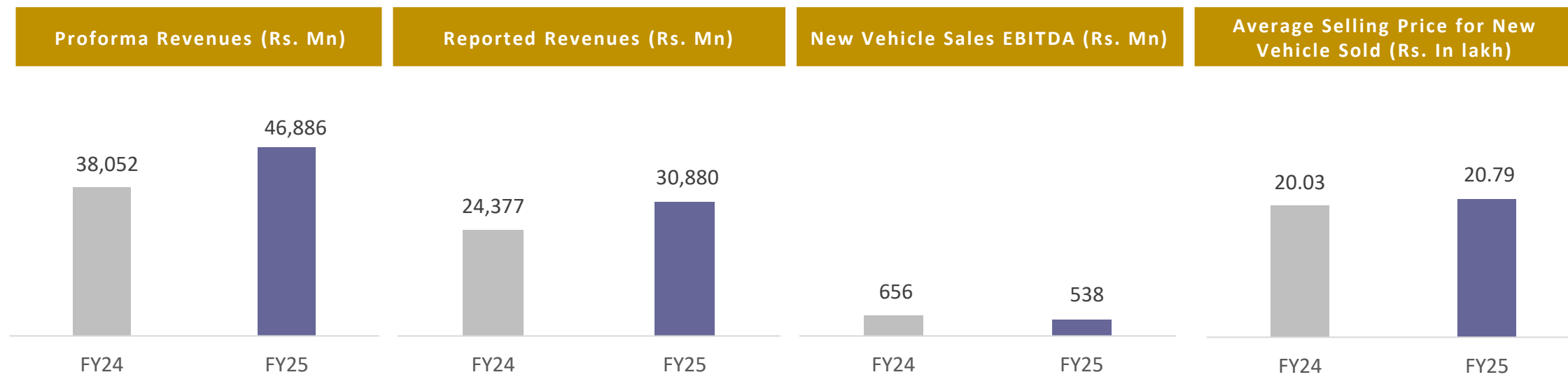


*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission

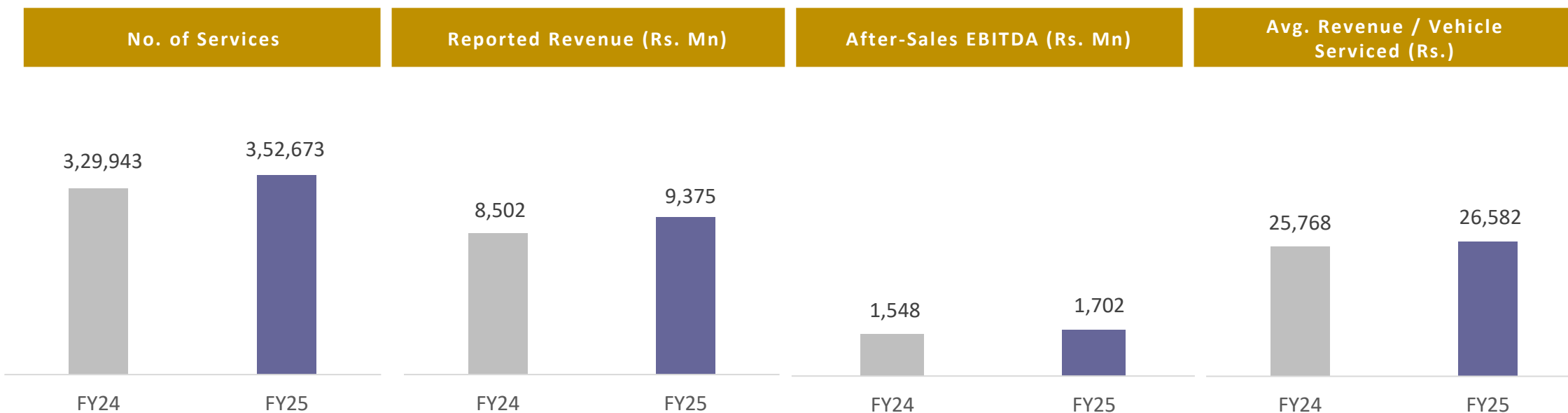
Vertical Wise Performance Highlights – FY25

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



Historical Performance

Consolidated Profit And Loss Account

Particulars (Rs in Mn)	FY 25	FY 24	FY 23	FY 22
New Vehicle Sales & Allied Business (Proforma)	30,880	24,377	26,370	23,799
After Sales Service & Spare parts & others	9,375	8,502	7,454	5,967
Revenue from Operations	40,255	32,879	33,824	29,765
Other income	133	96	121	126
Total Income	40,388	32,975	33,944	29,891
Cost of Goods Sold	33,287	26,463	27,817	25,117
Gross Profit	7,101	6,512	6,128	4,774
Gross Profit Margin	18%	20%	18%	16%
Employee Cost	2,489	2,167	1,874	1,532
Other Expenses	2,263	2,073	1,754	1,369
EBITDA	2,349	2,272	2,500	1,873
EBITDA Margin	6%	7%	7%	6%
Depreciation	1,309	1,013	873	698
EBIT	1,040	1,259	1,627	1,175
EBIT Margin	3%	4%	5%	4%
Finance Cost	741	535	511	352
Profit before exceptional items and tax	299	724	1,116	823
Exceptional items	46	29	75	0
Profit before Tax	253	695	1041	823
Profit before Tax Margin	0.6%	2%	3%	3%
Tax	79	123	190	161
Profit After Tax	173	572	851	662
Profit After Tax Margin	0.4%	2%	3%	2%

Consolidated Balance Sheet

Assets (Rs in Mn)	Mar-25	Mar-24	Mar-23	Mar-22
Non - Current Assets	8,401	6,537	5,632	5,414
Property Plant & Equipments	3,785	2,850	2,424	2,146
CWIP	30	18	32	38
Goodwill	533	508	478	478
Intangible assets	177	207	190	260
Right of use asset	3,122	2,371	1,993	2,089
Intangible assets under development	-	-	25	9
Financial Assets				
Investments	163	163	163	165
Other Financial Assets	256	209	170	150
Deferred Tax Assets (Net)	292	177	136	60
Other Non - Current Assets	43	35	21	18
Current Assets	10,492	8,976	6,976	5,440
Inventories	6,466	5,681	4,484	3,299
Financial Assets				
(i) Trade receivables	1,815	1,307	1,036	642
(ii) Cash and cash equivalents	227	115	194	200
(iii) Bank balances other than	186	204	206	100
(iv) Loans	2	2	1	334
Other Financial Assets	442	550	457	284
Current Tax Assets (Net)	166	163	44	63
Other Current Assets	1,187	954	554	518
Total Assets	18,893	15,513	12,608	10,854

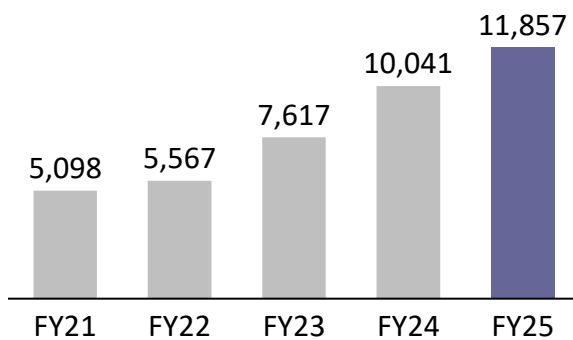
Equity & Liabilities (Rs in Mn)	Mar-25	Mar-24	Mar-23	Mar-22
Total Equity	5,584	5,420	4,716	2,482
Share Capital	207	206	198	183
Non-Controlling Interest	44	31	19	13
Other Equity	5,334	5,182	4,499	2,286
Non-Current Liabilities	3,927	2,967	2,378	2,415
Financial Liabilities				
(i) Borrowings	421	407	260	454
(ii) Lease Liabilities	2,774	2,199	1,807	1,864
Other Non-Current Liabilities	697	336	311	92
Deferred Tax Liabilities	19	26	-	6
Long-Term Provisions	16	-	-	-
Current Liabilities	9,382	7,126	5,513	5,956
Financial Liabilities				
(i) Borrowings	4,837	3,231	1,847	2,008
(ii) Trade Payables	1,404	1,145	1,169	1,449
(iii) Lease	672	433	386	432
(iii) Other Financial Liabilities	87	68	101	347
(iv) Vehicle Floor Plan Payable	1,015	983	793	623
Other Current Liabilities	1,333	1,260	1,193	1,082
Current tax liabilities (net)	33	7	24	15
Total Equity & Liabilities	18,893	15,513	12,608	10,854

Consolidated Cash Flow Statement

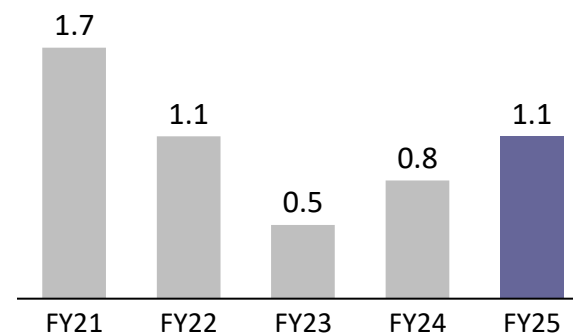
Particulars (Rs. in Mn)	Mar-25	Mar-24	Mar-23	Mar-22
Net Profit Before Tax	253	695	1,041	823
Adjustments for: Non -Cash Items / Other Investment or Financial Items	2,037	1,513	1,360	966
Operating profit before working capital changes	2,290	2,208	2,401	1,788
Changes in working capital	-601	-1,527	-1,450	-786
Cash generated from Operations	1,689	681	951	1,002
Direct taxes paid (net of refund)	-169	-273	-241	-238
Net Cash from Operating Activities	1,520	408	710	764
Net Cash from Investing Activities	-1,642	-1,133	-722	-339
Net Cash from Financing Activities	235	646	5	-375
Net (Decrease)/Increase in Cash and Cash equivalents	112	-79	-7	50
Add: Cash & Cash equivalents at the beginning of the period	115	194	201	150
Cash & Cash equivalents at the end of the period	227	115	194	200

Key Performance Ratios

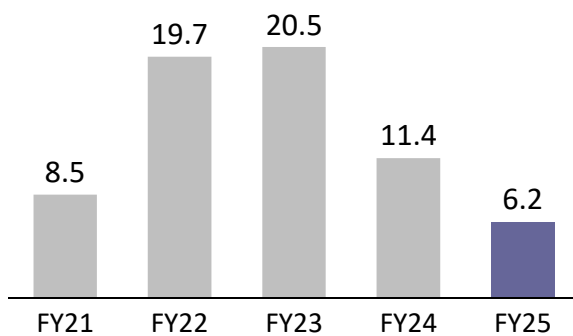
Capital Employed (Rs. In Mn)



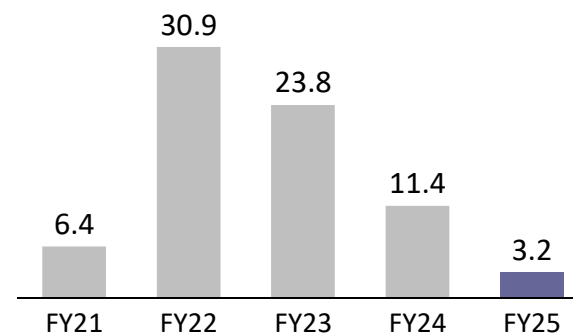
Debt* to Equity Ratio



RoCE (%)



RoE (%)

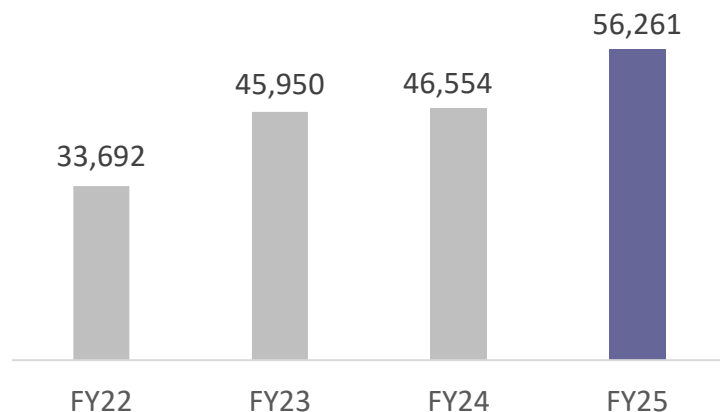


*Debt represents borrowings and vehicle floor plan payable less cash and cash equivalents and other bank balances

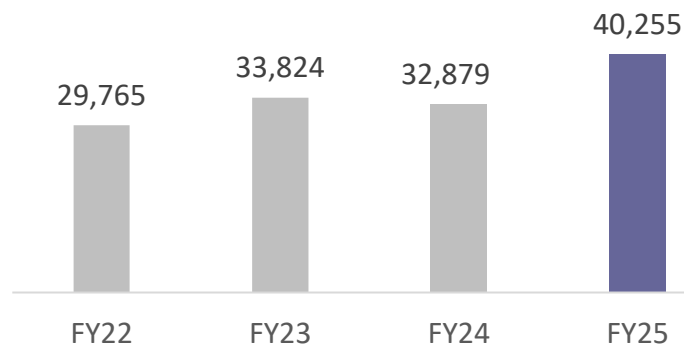
Other Key Performance Metrics

Rs in. Mn

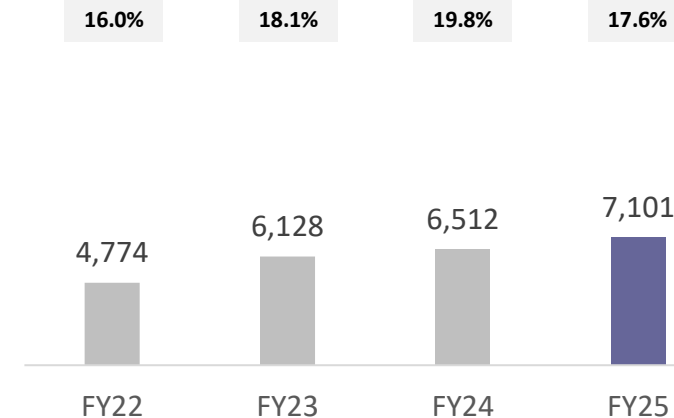
*Proforma Revenues



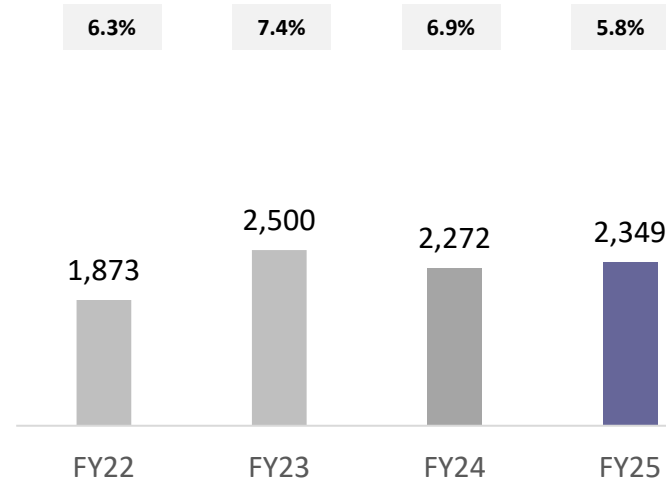
Reported Revenues



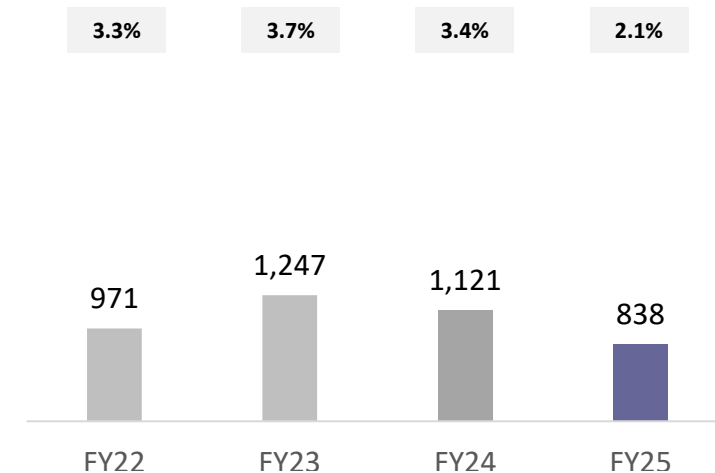
Gross Profit



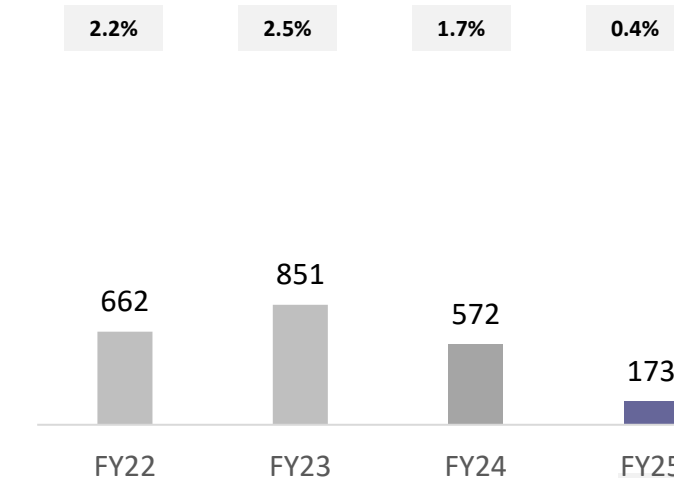
EBITDA



Cash Profit After Tax



Profit after Tax (After Exceptional Items)



Margin %

*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission
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#PAT + D&A + Ind AS adjustments + Exceptional items + Deferred Tax + Loss/(Profit)
on sales of PPE + ESOP expenses



Annexures



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
 - His outstanding accomplishments have been acknowledged with the prestigious title of 'Business Leader of the Year' at both the 19th Global Edition and 4th Indian Edition of the Business Leader of the Year Awards, hosted by the World Leadership Congress and Awards
-



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. His leadership continues to propel Landmark Cars towards new heights in the automotive industry
-



Paras Somani

Executive Whole Time Director

- Holds a bachelor's degree in commerce from the Saurashtra University and part of the ISB CEO leadership programme by the ISB, Hyderabad
 - Joined Group Landmark in 2006 as the VP-Sales and currently oversees the MercedesBenz, Kia and Honda Service businesses
 - He also leads the Group HR and is also responsible for the car care business.
 - He has over 20 years of experience in sales and banking and has previously worked with Kotak Mahindra Primus Limited
-

Board of Directors (2/2)



Manish Chokhani
Independent Director

- MBA from University of London
 - Associate of ICAI and a fellow of the All-India Management Association
 - From 2006 to 2019, he served as a Director of Enam Securities Private Limited
- He was also the Managing Director and CEO of Axis Capital Limited and was the Chairman of TPG Growth India during 2015-16. Additionally, he acted as a senior advisor to TPG Growth from 2013 to 2019.
- Currently associated with Laxmi Organic Industries Limited as Non-Executive Director
-



Mahesh Sarda
Independent Director

- CA, CS and a Law Graduate. Also holds Diploma in information systems audit
 - He was a partner with M/s. Deloitte Haskins Sells for a decade
 - He has contributed to the profession by serving as a member of the Central Council of ICAI for six years. Mr. Sarda was also a member of the Regional Council of ICAI and a member of the High-Powered Advisory Group for the Ministry of Finance
- Currently associated with Fine Organic Industries Limited as an Independent Director
-



Gautam Trivedi
Independent Director

- Bachelors' degree in Commerce from Sydenham College, a bachelor's degree in law from Government Law College and MBA from University of Southern California, LA
 - Previously served as Vice President at Reliance Industries Limited, CEO at Religare Capital Markets and as a MD at Goldman Sachs (Asia) LLC
 - Co-founder and Managing Partner of Nepean Capital LLP
 - Currently associated with UFO Moviez India Limited as Non-Executive Director
-



Sucheta Shah
Independent Director

- She holds a master's degree in Management Studies from S P Jain Institute
 - Additionally, she serves as the Executive Director of Atlas Integrated Finance Limited
 - Also held prominent positions as the Chairperson of FICCI Maharashtra's MSME Committee during 2018-19 and 2019-20. She has also served as the Chairperson of the FLO Mumbai Chapter for the year 2011-12 and held the position of National Head for SWAYAM
 - Currently associated with Jayant Agro-Organics Limited and The Indian Hume Pipe Company Limited as an Independent Director
-

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

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- 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 Autemark 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 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 Sael Cars India Limited. Mr. Vohra's diverse background and expertise contribute significantly to Landmark 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
- His diverse background and expertise contribute to his ability to navigate complex legal and business matters effectively



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



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



BYD – Excellent Partner award



Award for Top Sales



Outstanding After Sales Award



Excellent Channel Development award

Awards at BYD Asia Pacific 2025 Dealer Conference

Q4 Awards and Accolades (2/2)



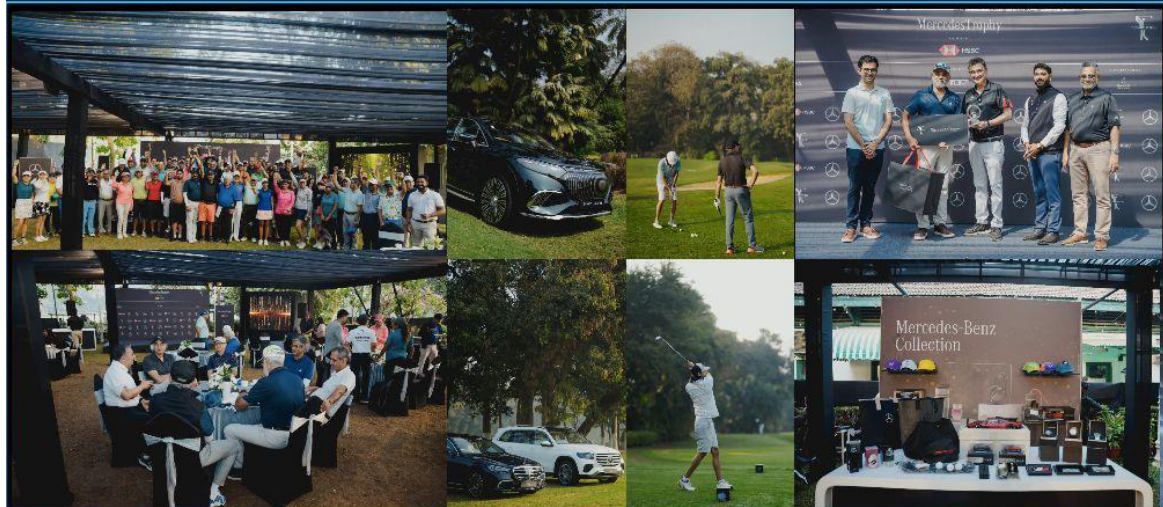
Honda - Highest Volume Achiever Award



Multiple Awards by Volkswagen

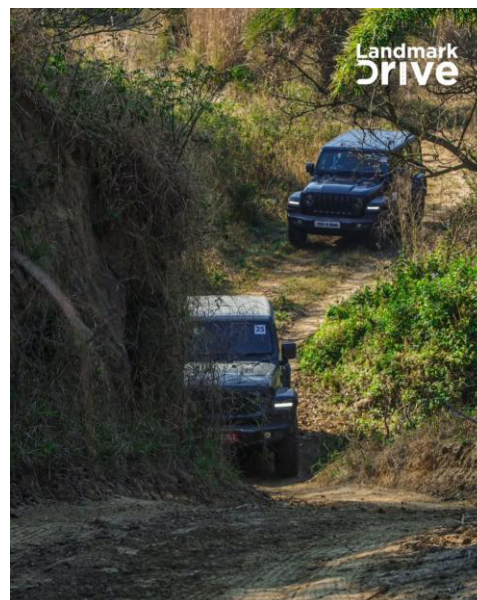
Landmark's Path to Marketing Excellence

MercedesTrophy 2025 by Landmark Cars



Mercedes-Benz

Landmark has developed a solid marketing approach by combining modern strategies with an understanding of customer needs. By combining modern strategies with an understanding of customer needs, Landmark has adapted to changing market conditions and established new standards in car sales marketing. It uses digital tools to optimise website and active social media engagement. The Company maintains consistent brand messaging and visual identity across all touchpoints, creating a cohesive brand experience for customers



Landmark Cars X Raymonds Auto Fest



Landmark engages in co-created marketing campaigns that leverage the strengths of both the Company and its brand partners such as Exclusive events and launches.

Recent Marketing Initiatives during the quarter:

- Landmark Drive event
- Indian Padel Tour
- MB x Ajio Luxe Weekend
- Raymonds Auto Fest
- Mercedes Trophy 2025 by Landmark Cars

Building genuine, enduring relationships that grant a competitive advantage in the bustling business landscape



Multiple CSR initiatives undertaken to impact various sections of the society

- Project Saksham
- Skill development and education for under privileged ids
- ICTC Centers for HIV testing drives
- Annamrita Implementation - Mid day meals



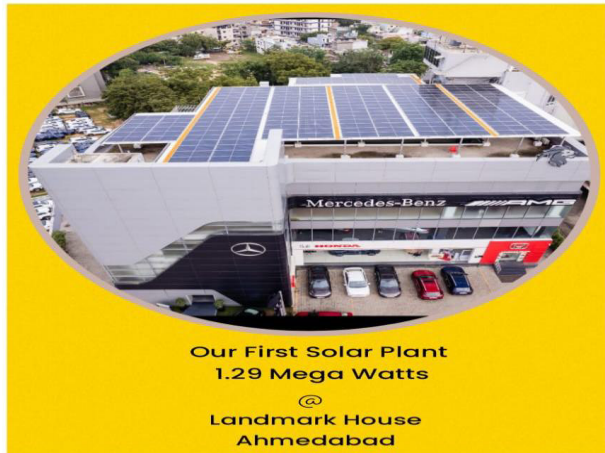
These initiatives demonstrate the Company's active participation in local events to strengthen its community ties. The CSR activities align with brand values and customer expectations, fostering goodwill, and positive brand associations

- Group Landmark embarked on a '**Green Initiative**' to plant and nurture trees with upholding its commitment to biodiversity conservation and protection of local flora and fauna
- The Group has undertaken large-scale tree plantation programme 100,000 trees since 2016



ROAR – Reduce to Zero Add Responsibly

- Implementing innovative CSR initiative focusing on sustainability and responsible resource management
- Striving to infuse environmental stewardship into every facet of operational framework



Our First Solar Plant
1.29 Mega Watts

@
Landmark House
Ahmedabad

at Landmark, we

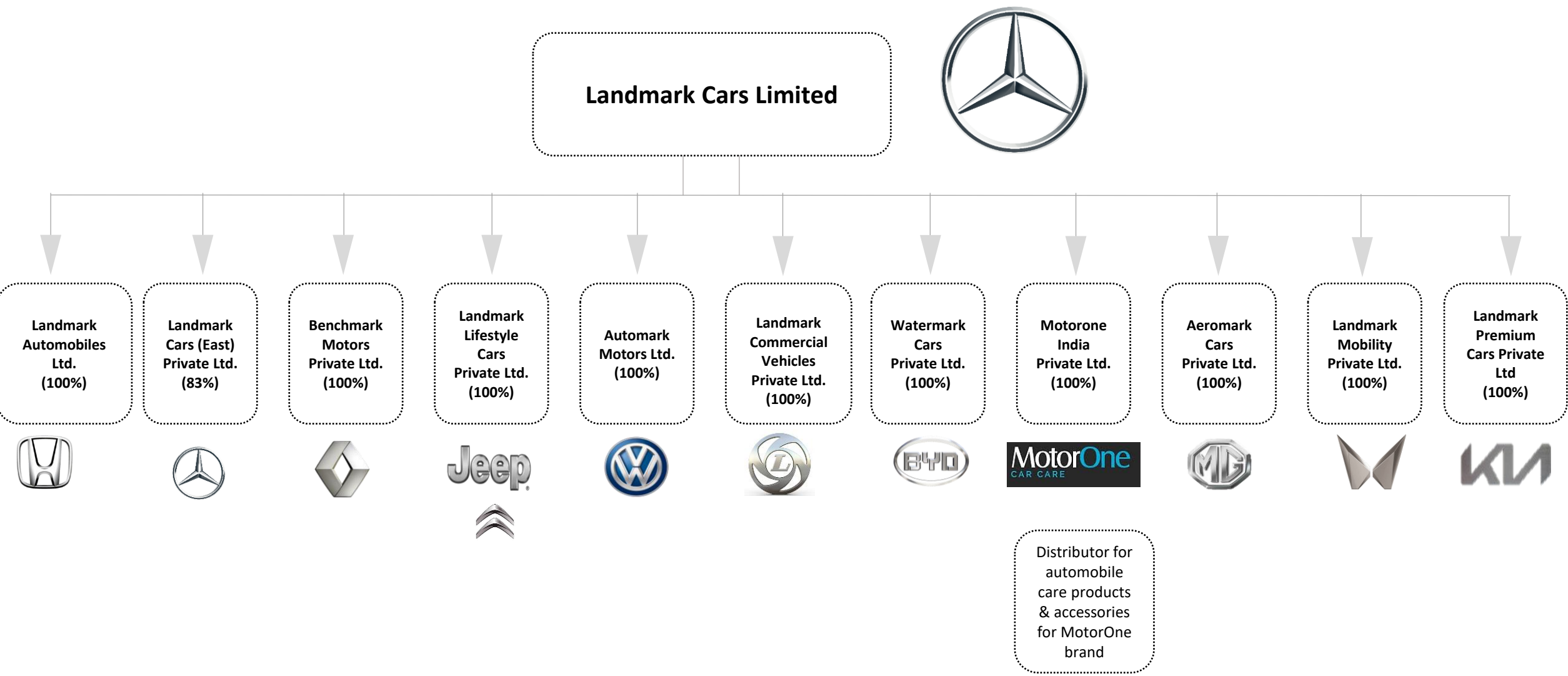
ROAR
Reduce to zero Add Responsibly

- Pursuing aggressive decarbonisation plan targeting 50% reduction by 2030 and complete carbon neutrality by 2035 for Scope 1 & 2 emissions
- Implementing energy-efficient technologies across showrooms and service centres
- Enhancing the adoption of renewable energy sources across facilities
- Promoting sustainable practices in vehicle maintenance and after-sales services



Is building a water well
in Village Arvi, near Pune

These initiatives demonstrate the company's dedication to reducing its environmental footprint by combining technological innovation and strategic planning to actively shape a more sustainable future.





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

Devika Shah/ Shikha Puri

devika.shah@sgapl.net / shikha.puri@sgapl.net

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Thank you