

Our Ref: MLLSEC/12/2021

29 January 2021

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, 5<sup>th</sup> Floor, Plot No. C/1, "G" Block,  
Bandra - Kurla Complex, Bandra (East),  
Mumbai – 400 051

Dear Sirs,

**Sub: Press Release - Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Listing Regulations")**

Pursuant to Regulation 30 and other applicable provisions of the Listing Regulations, please find enclosed press release on the Financial Results of Mahindra Logistics Limited ("the Company") for the 3<sup>rd</sup> quarter and nine months ended 31 December 2020.

This intimation is also being uploaded on Company's website <https://www.mahindralogistics.com>

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  
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CIN : L63000MH2007PLC173466



# ***Mahindra Logistics Ltd.***

Corporate Office: 1A & 1B, 4th Floor, Techniplex 1, Techniplex Complex, Veer Savarkar Flyover, Goregaon West, Mumbai – 400062  
CIN: L63000MH2007PLC173466

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## ***Press Release***

**Mahindra Logistics reported highest ever Quarterly Revenue with 15% YoY growth,  
PAT grows 18% YoY.**

**Mumbai, January 29, 2021:** Mahindra Logistics Ltd. (MLL), one of India's large 3PL solutions providers, today announced its consolidated financial results for the quarter and nine months ended on December 31, 2020.

### **Q3 FY21 performance compared with Q3 FY20**

- Revenue Rs. 1,047 crore as compared to Rs. 908 crore last year
- EBITDA Rs. 55 crore as compared to Rs. 44 crore last year
- PBT Rs. 25 crore as compared to Rs. 21 crore last year
- PAT Rs. 18 crore as compared to Rs 16 crore last year
- EPS (Diluted) Rs. 2.53 as compared to Rs. 2.17 last year

### **9M FY21 performance compared with 9M FY20**

- Revenue Rs. 2,290 crore as compared to Rs. 2,659 crore last year
- EBITDA Rs. 101 crore as compared to Rs. 131 crore last year
- PBT Rs. 23 crore as compared to Rs. 68 crore last year
- PAT Rs. 16 crore as compared to Rs 45 crore last year
- EPS (Diluted) Rs. 2.42 as compared to Rs. 6.32 last year

### **Key Highlights**

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- Strong growth in Supply Chain segment during the quarter at 24% YoY, driven by demand in E-commerce, Consumer, Freight Forwarding and recovery in Automotive vertical.
- Recorded highest ever quarterly revenue, despite the continuing softness in the Enterprise Mobility segment due to Covid related volume reductions.

- Revenue from Warehousing services & solutions grew 24% over the same period last year with continued focus on solutions-led approach to customer's requirements in supply chain.
- Launched "EDel": Electric last mile delivery solution. The Company sees strong demand environment with opportunity for continuing fleet deployment.
- Overall focus on returns maintained with stringent control on costs and cash flows across operations.
- Received Gold Award for "Overall Excellence in Logistics" at the CII Scale Award 2020.

**Commenting on the performance, Mr. Rampraveen Swaminathan, Managing Director and CEO of Mahindra Logistics, said,**

"We continue to see improving performance, driven by market recovery and execution of our strategy of providing customized, integrated solutions to our customers. In Q3, FY20-21 we delivered our highest-ever quarterly revenue, with significant contribution from E-commerce, Automotive and Freight Forwarding businesses. Strong momentum in Supply Chain has offset the continuing softness in the Enterprise Mobility segment, which remains impacted by the Covid-19 pandemic. We continue to expand and grow our service lines. During the quarter, we launched our Last mile delivery service, 'Edel' which uses 100% electric powered vehicles. The service has been launched in 6 cities; to be expanded to 14 cities in coming 12 months.

The business environment is improving and evolving at the same time. We look forward to stronger revival in economic environment and with it, the improving demand across end-markets will create more opportunities for growth."

### **About Mahindra Logistics**

Mahindra Logistics Limited (MLL) is an integrated third-party logistics (3PL) service provider, specializing in supply chain management and enterprise mobility (people transport solutions). Founded more than a decade ago, MLL serves over 400+ corporate customers across various industries like Automobile, Engineering, Consumer Goods and E-commerce. The Company pursues an "asset-light" business model, providing customised and technology enabled solutions that span across the supply chain and people transport operations. MLL is part of the Mobility Services Sector of the Mahindra Group.

For more information, visit [www.mahindralogistics.com](http://www.mahindralogistics.com)

### **About Mahindra Mobility Services Sector**

Mahindra's Mobility Services Sector (MSS) includes a range of businesses that provide innovative, technology-driven solutions for the efficient movement of people and goods across India. In addition, MSS is the incubation platform and growth driver for future investments by the Mahindra Group in technology-driven mobility companies, with the vision of co-creating the Future of Mobility.

The Sector includes Mahindra Logistics, one of India's largest 3PL solutions providers specialising in supply chain management and enterprise mobility, as well as India's leading pre-owned, organised car business consisting of Mahindra First Choice Wheels, CarandBike and Mahindra First Choice Services, one of India's largest chain of multi-brand car workshops.

MSS is also pioneering a range of mobility solutions with its other businesses including Meru, a well-recognised pioneer brand in shared mobility, Porter, the online goods transport marketplace, Zoomcar, India's leading self-drive car rental company and Glyd, a unique all-electric corporate mobility platform.

## About Mahindra

The Mahindra Group is a USD 20.7 billion federation of companies that enables people to rise through innovative mobility solutions, driving rural prosperity, enhancing urban living, nurturing new businesses and fostering communities. It has a leadership position in utility vehicles, information technology, financial services and vacation ownership in India and is the world's largest tractor company, by volume. It also enjoys a strong presence in agribusiness, components, commercial vehicles, consulting services, energy, industrial equipment, logistics, real estate, steel, aerospace, defence and two wheelers. Headquartered in India, Mahindra employs over 200,000 people across 100 countries.

Learn more about Mahindra on [www.mahindra.com](http://www.mahindra.com) / Twitter and Facebook: @MahindraRise

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