

Date: 2 May, 2018

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**

With reference to our letter dated 2<sup>nd</sup> May 2018, please find enclosed revised press release on the financial results of the Company for the fourth quarter and year ended 31<sup>st</sup> March 2018.

This intimation is also being uploaded on Company's website  
[www.mahindralogistics.com](http://www.mahindralogistics.com)

Please acknowledge receipt of the same.

Thanking you,  
Yours Faithfully,  
For **Mahindra Logistics Limited**



**Brijbala Batwal**  
**Company Secretary**

Encl: a/a

# ***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 revenues up 28%, crosses Rs. 3400 Cr,**

### **PBT up 51%, crosses Rs. 100 Cr milestone in FY 18**

**Mumbai, May 2, 2018:** Mahindra Logistics Ltd. (MLL), one of India's largest 3PL solutions providers, today announced its consolidated financial results for the quarter and the financial year ended on March 31, 2018.

#### **FY18 performance compared with FY17**

- Revenue up by 28%, grows from Rs. 2667 crore to Rs.3416 crore,
- EBITDA up by 46%, grows from Rs. 86 crore to Rs. 126 crore,
- PBT up by 51%, increases from Rs 68 crore to Rs. 102 crore,
- PAT up by 42 %, increases from Rs 46 crore to Rs. 65 crore,
- EPS (Diluted) up by 37%, increases from Rs. 6.62 Compared to Rs.9.04

#### **Q4 FY18 performance compared with Q4 FY17**

- Revenue up by 23%, grows from Rs. 723 crore to Rs.893 crore,
- EBITDA up by 75%, grows from Rs. 22 crore to Rs. 39 crore,
- PBT up by 96%, increases from Rs 17 crore to Rs. 32 crore,
- PAT up by 70%, increases from Rs 12 crore to Rs. 21 crore,
- EPS (Diluted) up by 67%, increases from Rs.1.72 compared to Rs.2.87

**In its first year of listing, the Board of Directors has recommended a dividend of 15% (Rs. 1.50 per share)**

#### **Key Highlights – FY 18**

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- The Company continues to report robust performance on the back of healthy revenue growth in SCM business: Non-Mahindra business growth of 32% and Mahindra business growth of 28%
- Non-Mahindra SCM business growth led by revenues from freight forwarding, Consumer & Pharma and Auto & Engineering clients.
- EBITDA higher due to lower Fixed Term Strategic Consulting Service Fees compared to earlier periods.
- Post GST warehousing strategy: 2<sup>nd</sup> multi-product, multi-user warehouse getting ready

**Commenting on the performance, Mr Pirojshaw Sarkari (Phil), CEO of Mahindra Logistics, said,** *"We have achieved a major milestone in the company's journey, crossing USD 0.5 bn in revenues. Our Mahindra as well as non-Mahindra business continued the growth momentum delivering a PBT of over Rs. 100 Cr. MLL has managed the major transitions like GST and E-Way bill effectively.*

*It is heartening to see the attention the sector is getting from government in terms of favorable policies and ease of doing business. As one of the largest 3PL players in India, we look forward to working with the policy makers to reduce the cost of logistics for the country."*

- ENDS -

### About Mahindra Logistics

Mahindra Logistics Limited (MLL) is a portfolio company of Mahindra Partners, the USD 1 billion private equity division of the USD 19 billion Mahindra Group. MLL is an integrated third-party logistics (3PL) service provider, specializing in supply chain management and people transport solutions. Founded more than a decade ago, MLL serves over 300 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.

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

### About Mahindra Partners

Mahindra Partners is the 1 billion USD Incubation, Private Equity & Venture Capital division of the Mahindra Group. Its mission is to accelerate value creation through a diversified global portfolio of emergent businesses. The portfolio spans across multiple industries like logistics, steel processing, renewable energy, conveyor systems, retail, infrastructure consulting and skill building, luxury boat manufacturing and media. It has recently expanded operations in U.S. by investing in the IoT and shared mobility space.

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

### About Mahindra

The Mahindra Group is a USD 19 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 enjoys 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, aerospace, commercial vehicles, components, defence, logistics, real estate, renewable energy, speedboats and steel, amongst other businesses. Headquartered in India, Mahindra employs over 2,40,000 people across 100 countries.

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

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### For more information please contact:

Nikhil Nayak (CFO & Compliance Officer)  
Mahindra Logistics Ltd.  
Tel: +91 22 2871 5500  
Email: CFO.MLL@mahindra.com

Anoop Poojari/ Devrishi Singh  
CDR India  
Tel: +91 22 6645 1211 / 1222  
Email: [anoop@cdr-india.com](mailto:anoop@cdr-india.com)  
[devrishi@cdr-india.com](mailto:devrishi@cdr-india.com)

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*Certain statements and opinions with respect to the anticipated future performance of Mahindra Logistics in the Press Release ("forward-looking statements"), which reflect various assumptions concerning the strategies, objectives and anticipated results may or may not prove to be correct. They involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These include, among other factors, changes in economic, political, regulatory, business or other market conditions. Such forward-looking statements only speak as of the date the Press Release is provided to the recipient and Mahindra Logistics is not under any obligation to update or revise such forward-looking statements to reflect new events or circumstances. No representation or warranty (whether express or implied) is given in respect of any information in this Press Release.*