

Our Ref: MLLSEC/17/2021

30 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, 5th Floor, Plot No. C/1. "G" Block,
Bandra -Kurla Complex, Bandra (East),
Mumbai – 400 051.

Dear Sirs,

Sub: Outcome of interactions with Analysts/Institutional Investors/Funds - Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")

Ref: Intimation of earnings conference call vide letter dated 14 January 2021

This is further to our letter dated 14 January 2021, wherein we had given advance intimation of an earnings conference call scheduled to be held on Saturday, 30 January 2021 with several Analysts/Institutional Investors/ Funds on the Unaudited Standalone and Consolidated Financial Results of the Company for the 3rd quarter and nine months ended 31 December 2020, subjected to Limited Review ("Q3 & 9M FY2021 Financial Results").

In compliance with Regulation 30(6) read with Schedule III and other applicable provisions of the Listing Regulations, we hereby inform you that the Company has today viz. Saturday, 30 January 2021, concluded its earnings conference call with several Analysts/Institutional Investors/Funds on the Q3 & 9M FY2021 Financial Results.

The Analysts/Institutional Investors/Funds were briefed on the published Q3 & 9M FY2021 Financial Results, the general industry and business overview of the Company. The enclosed updated Earnings Presentation was referred during the call.

The transcript of the earnings conference call will be uploaded on the website of the Company at <https://mahindralogistics.com/investor-information>

This intimation is available on the website of the Company at <https://mahindralogistics.com/investor-information>

Kindly take the same on record and acknowledge receipt.

Thanking you,
For **Mahindra Logistics Limited**

Brijbala Batwal
Company Secretary

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Toll Free : 1800 258 6787
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P. K. Kurne Chowk, Worli,
Mumbai - 400 018

CIN : L63000MH2007PLC173466

MAHINDRA LOGISTICS LIMITED

INVESTOR PRESENTATION – Q3 FY21

Mahindra
LOGISTICS



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Consolidated Financial Highlights for Q3 FY21



Revenue from Operations

INR 1,047 Crs

↑ 15% YoY



Gross Margin

INR 103 Crs

↑ 10% YoY



Reported EBITDA

INR 55 Crs

↑ 23% YoY



Reported Profit after Tax

INR 18 Crs

↑ 18% YoY



Revenue from
Non-M&M SCM

INR 502 Crs

↑ 28% YoY



Revenue from Warehousing
Services & Solutions

INR 202 Crs

↑ 24% YoY



Key Highlights

01

Sustained growth in Revenue and Profits driven by strong demand across end markets

02

SCM segment Revenue grew by ~24% YoY. **Non-M&M SCM Revenue** higher on YoY basis for 9M FY21

03

Continued momentum in value-added services & solutions with improving performance especially in Ecommerce, Consumer and Freight Forwarding verticals

04

Increase in depreciation on account of increased volumes from Warehousing services

05

Launched **100% EV based Last mile delivery** service under '**Edel**' Brand



Mr. Rampraveen Swaminathan – Managing Director and CEO of Mahindra Logistics Limited

“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.”

Consolidated Profit & Loss

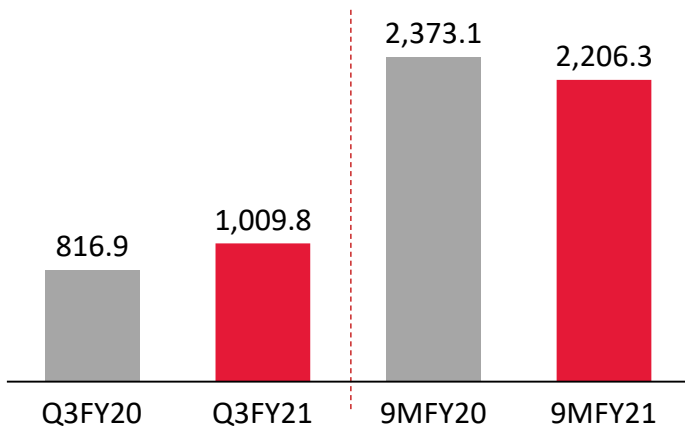
Particulars	Q3FY21	Q3FY20	Y-o-Y	9MFY21	9MFY20	Y-o-Y
Revenue from Operations	1,046.8	907.9	15.3%	2,289.7	2,659.4	-13.9%
Other Income	1.8	2.0		12.8	10.9	
Gross Margin	103.4	93.9	10.1%	225.7	268.0	-15.8%
Gross Margin (%)	9.9%	10.3%		9.9%	10.1%	
Total Overheads	50.5	51.5		137.6	147.8	
EBITDA	54.7	44.4	23.2%	100.9	131.1	-23.1%
Depreciation & Amortization	24.3	18.8		63.6	51.4	
EBIT	30.4	25.6		37.3	79.7	
Finance Cost	5.5	4.3		14.5	12.0	
PBT	25.0	21.3		22.8	67.8	
Tax	6.6	5.7		6.1	22.1	
PAT (before share of JV)	18.4	15.7		16.8	45.7	
PAT (after share of JV)	18.3	15.5	17.8%	16.3	45.2	-63.2%
PAT (%)	1.7%	1.7%	3 bps	0.7%	1.7%	-95 bps
EPS (in. INR)	2.55	2.17	17.5%	2.43	6.35	-63.2%

Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

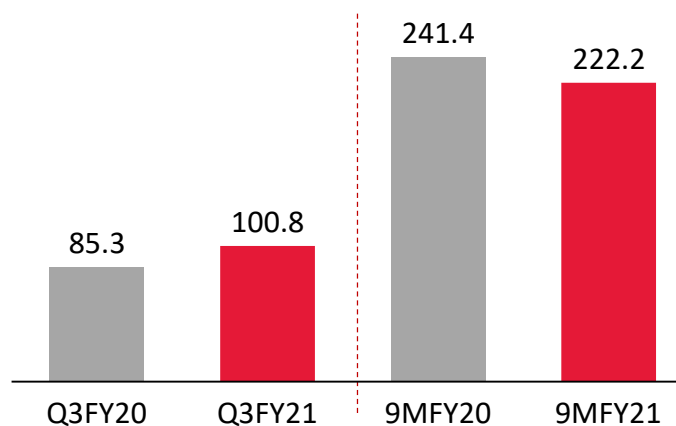
Financial Highlights – Segment wise

Supply Chain Management (SCM)

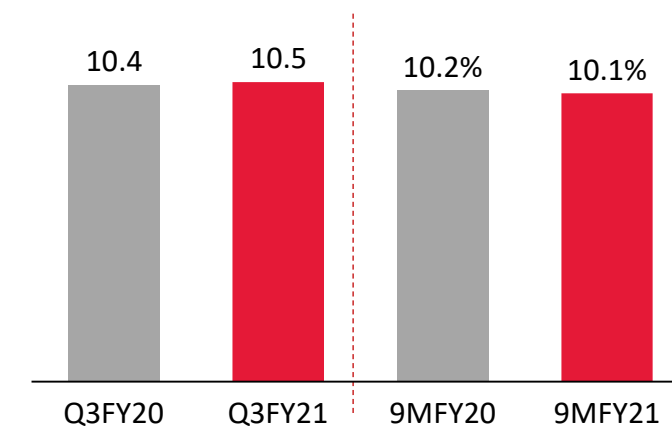
Revenue from Operations



Gross Margins

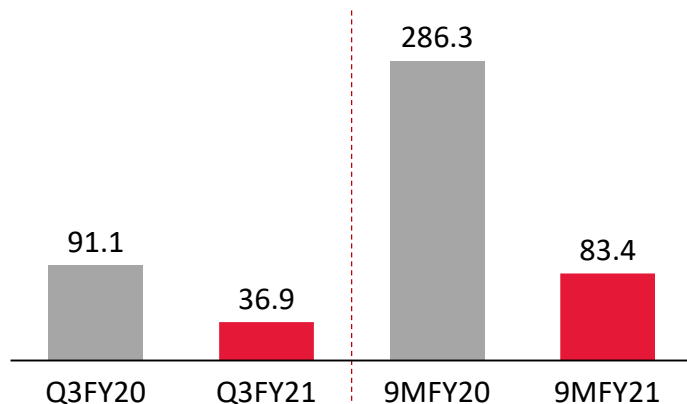


Gross Margin (%)

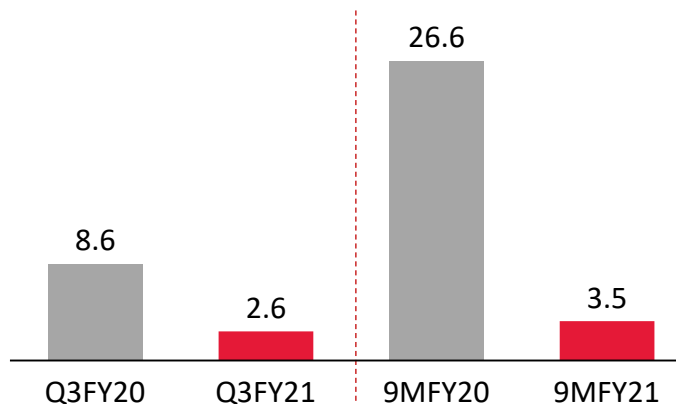


Enterprise Mobility (EM)

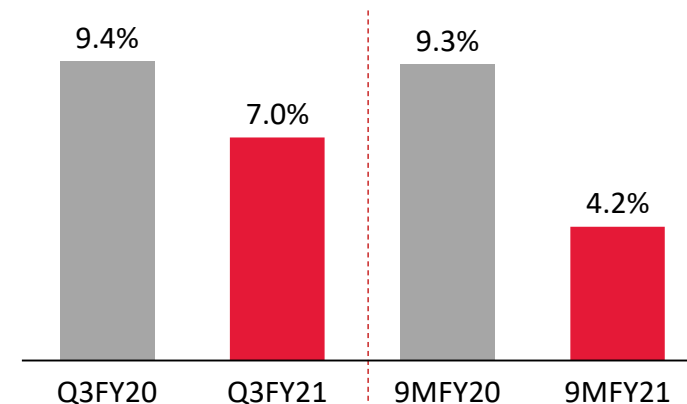
Revenue from Operations



Gross Margins



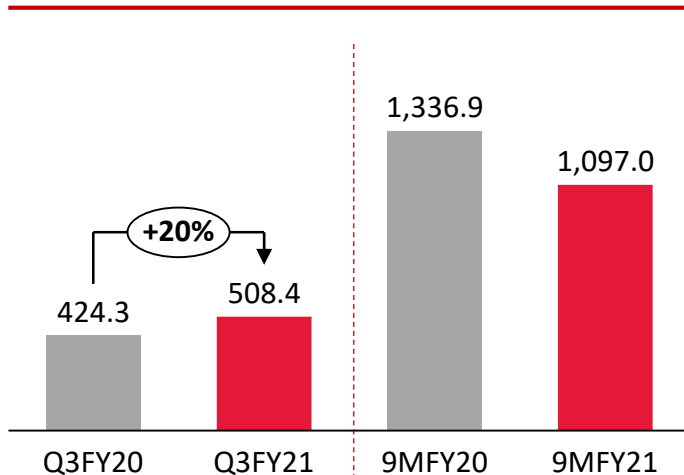
Gross Margin (%)



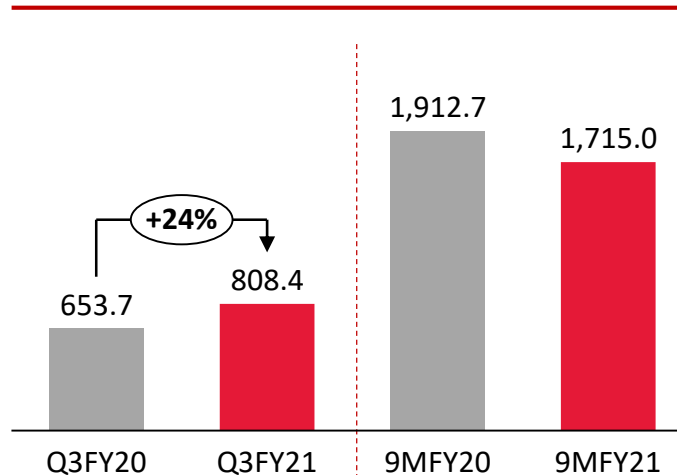
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SCM Revenue Break-Up

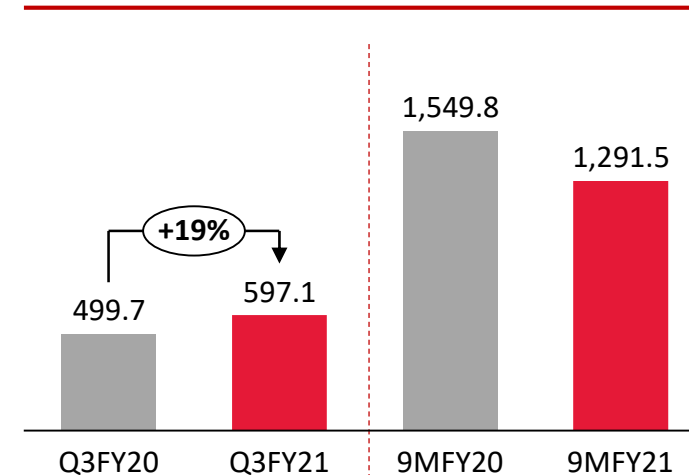
Mahindra Revenue



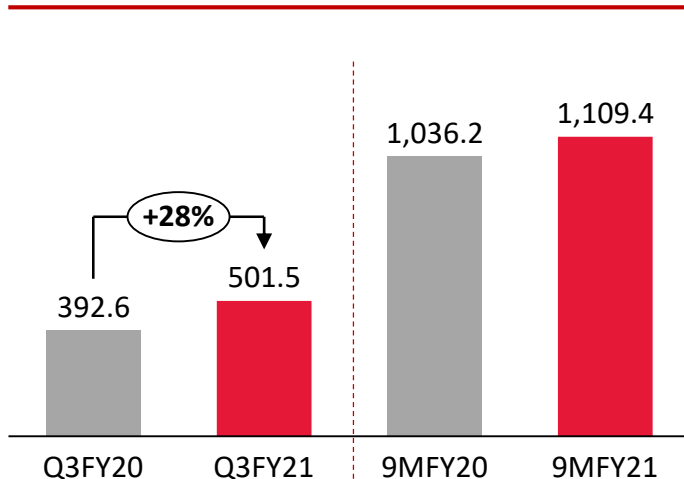
Transportation Revenue



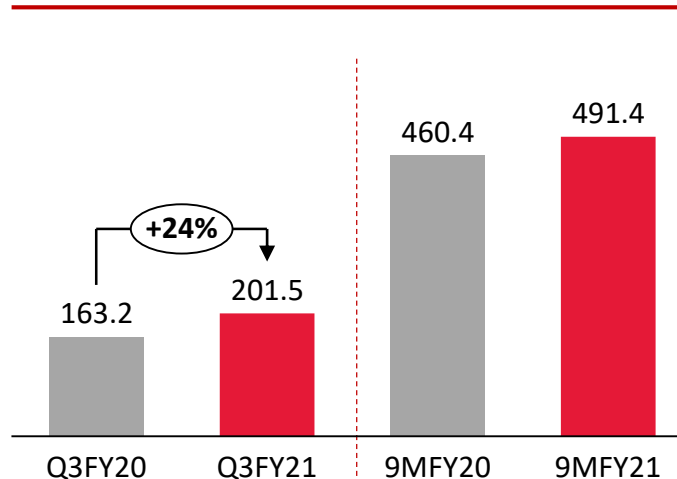
Auto Revenue



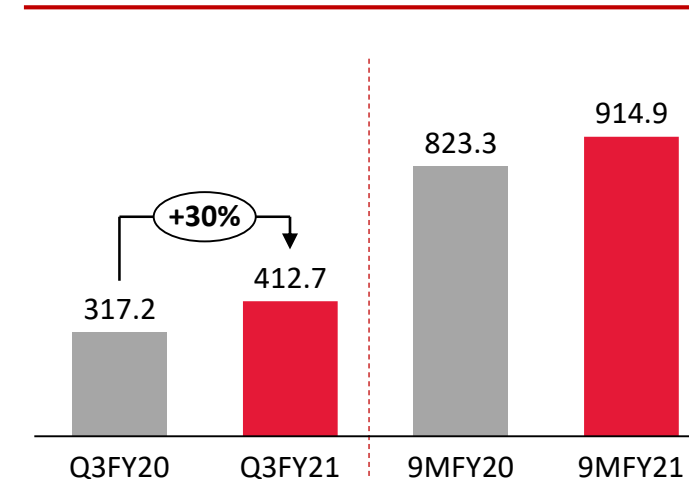
Non-Mahindra Revenue



Warehousing & Solutions Revenue



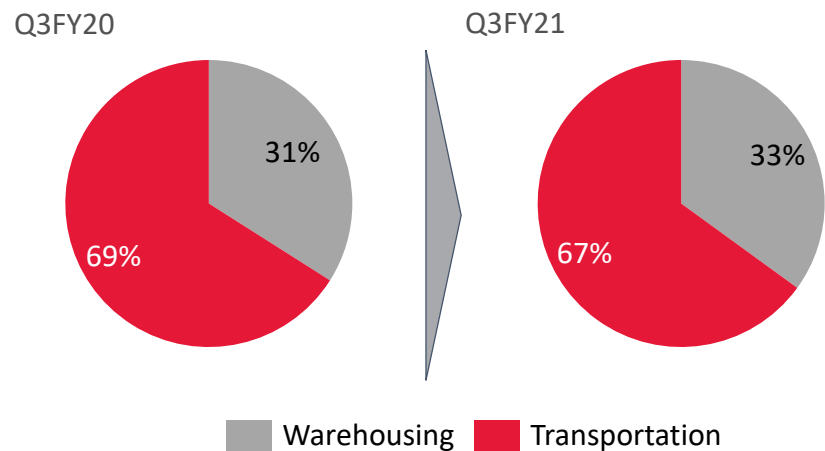
Non-Auto Revenue



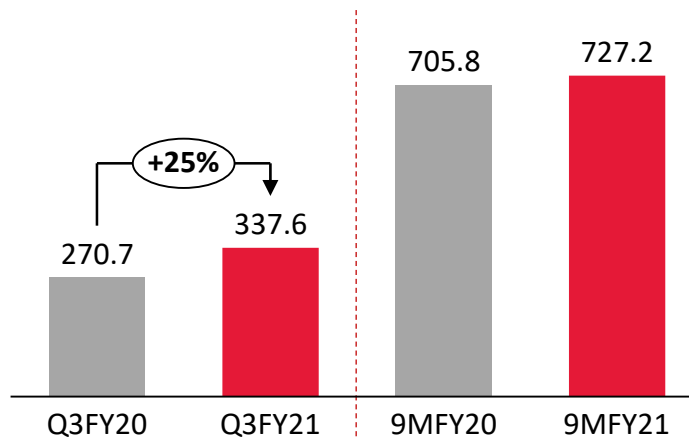
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

Non-Mahindra SCM Revenue Break-Up

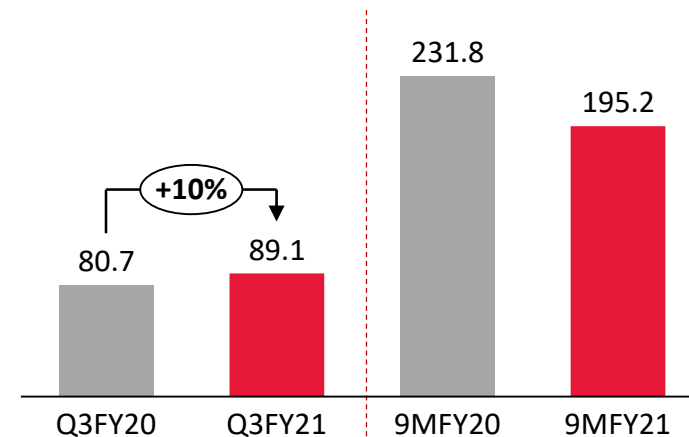
SCM Non-Mahindra Activity Wise Break-up



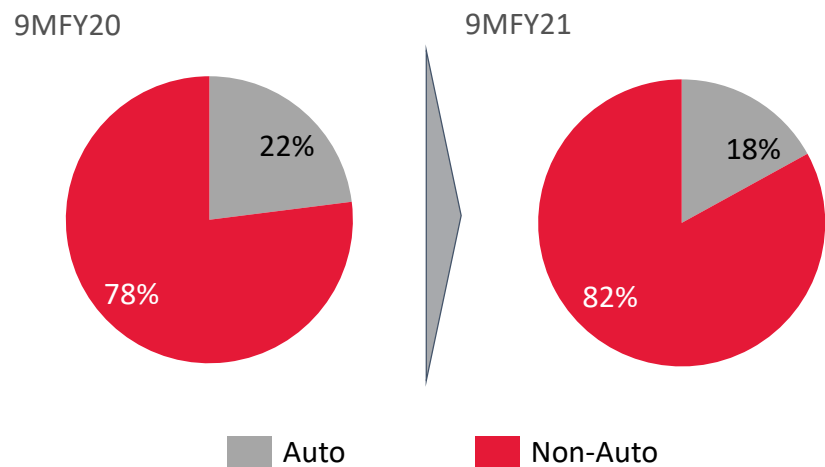
Transportation Revenue



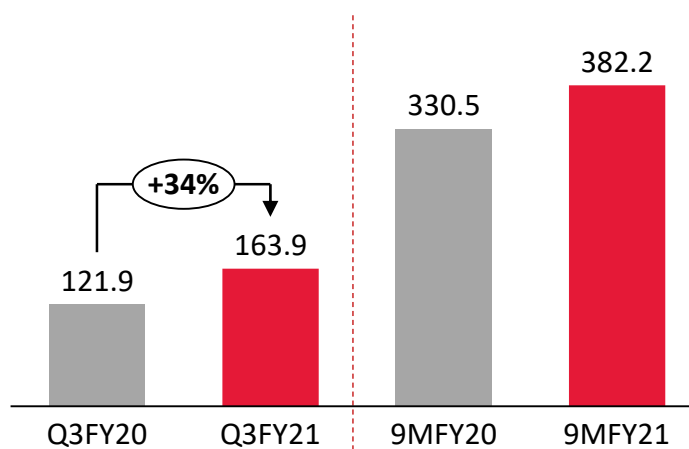
Auto Revenue



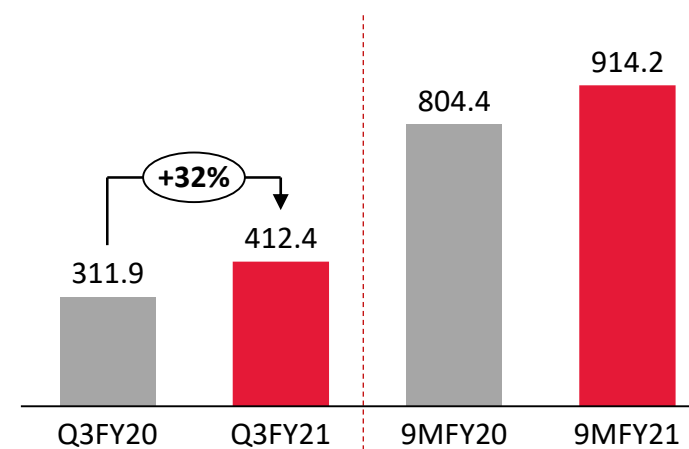
SCM Non-Mahindra Industry Wise Break-up



Warehousing & Solutions Revenue



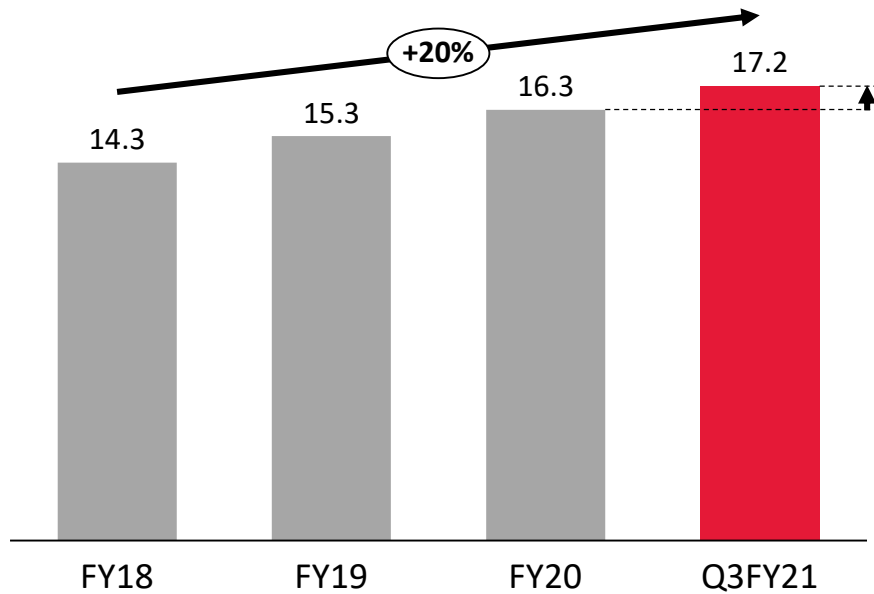
Non-Auto Revenue



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Operational Data Points

Warehouse Space under Management



Warehouse space under management stands at **17.2 Mn. Sq. Ft**



EDel – EV-driven, Last-mile Logistics service

- Launched EV-driven, last-mile cargo delivery service 'EDel' for customers in E-Commerce, FMCG and other markets. EDel would initially **operate across 6 major cities** in India including Bengaluru, New Delhi, Mumbai, Pune, Hyderabad and Kolkata, before expanding to a total of 14 cities in the next 12 months
- The operating model and utilisation metrics of EVs today enables EDel to provide sustainable & competitive services when compared with traditional ICE powered solutions
- EDel will provide multiple offerings including package & trip-based services. These offerings will provide customers a scalable, sustainable and cost-efficient solution
- With a load capacity and enhanced range that compares well with existing ICE options, EDel will give customers in the E-commerce, FMCG, Pharmaceutical, Consumer Durables and Electronics industries a significant edge in efficient and responsible distribution and last-mile delivery solutions



Gold Award at CII Scale Awards



Confederation of Indian Industry

CII SCALE AWARDS

Mahindra Logistics Limited was conferred with GOLD AWARD for
“Overall Excellence in Logistics”

Categories Won

- 3PL Logistics
- Industrial & Retail Warehousing
- Road Transportation



Community Engagement

Covid Relief/ Disaster Management

- Events: 98
 - Volunteers: 870
 - Manhours: 2553
 - Beneficiaries: 19255
-
- Food & grocery distribution to drivers
 - Flood relief materials distribution in Assam
 - Aylte emergency services in 9 locations
 - Health Screening of drivers by Nightingale
 - Arsenic Album tablets distribution
 - Covid'19 training through Noticeboard application

Samantar

- Events: 10
 - Volunteers: 70
 - Manhours: 228
 - Beneficiaries: 2318
-
- Festival Celebrations with drivers & third party operators
 - General medical health check up camps for drivers
 - Drinking water and washroom facility for drivers

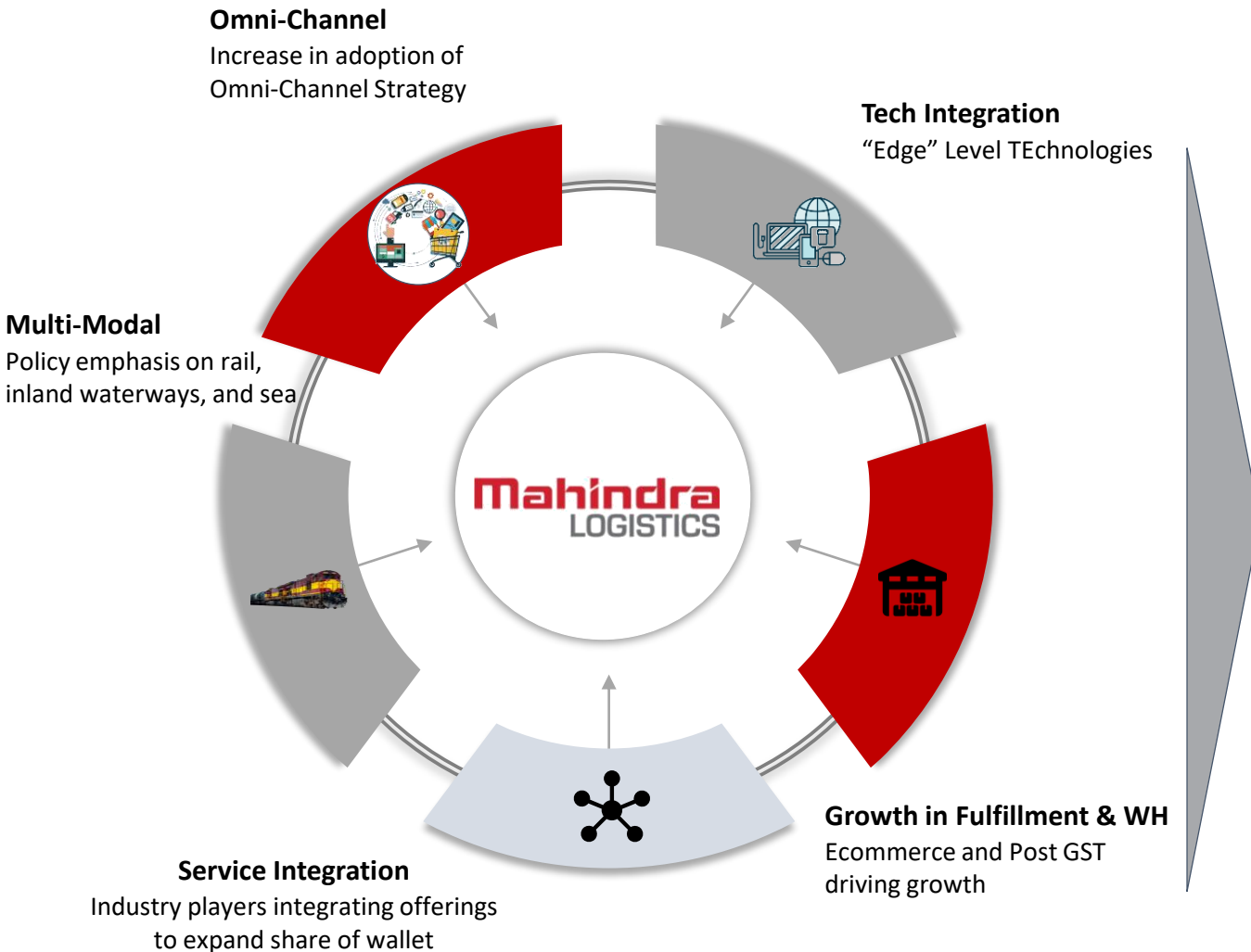
ESOP

- Events: 14
 - Volunteers: 116
 - Manhours: 623
 - Beneficiaries: 1492
-
- Tree plantations
 - Zero accident zone Project
 - Green Guardians

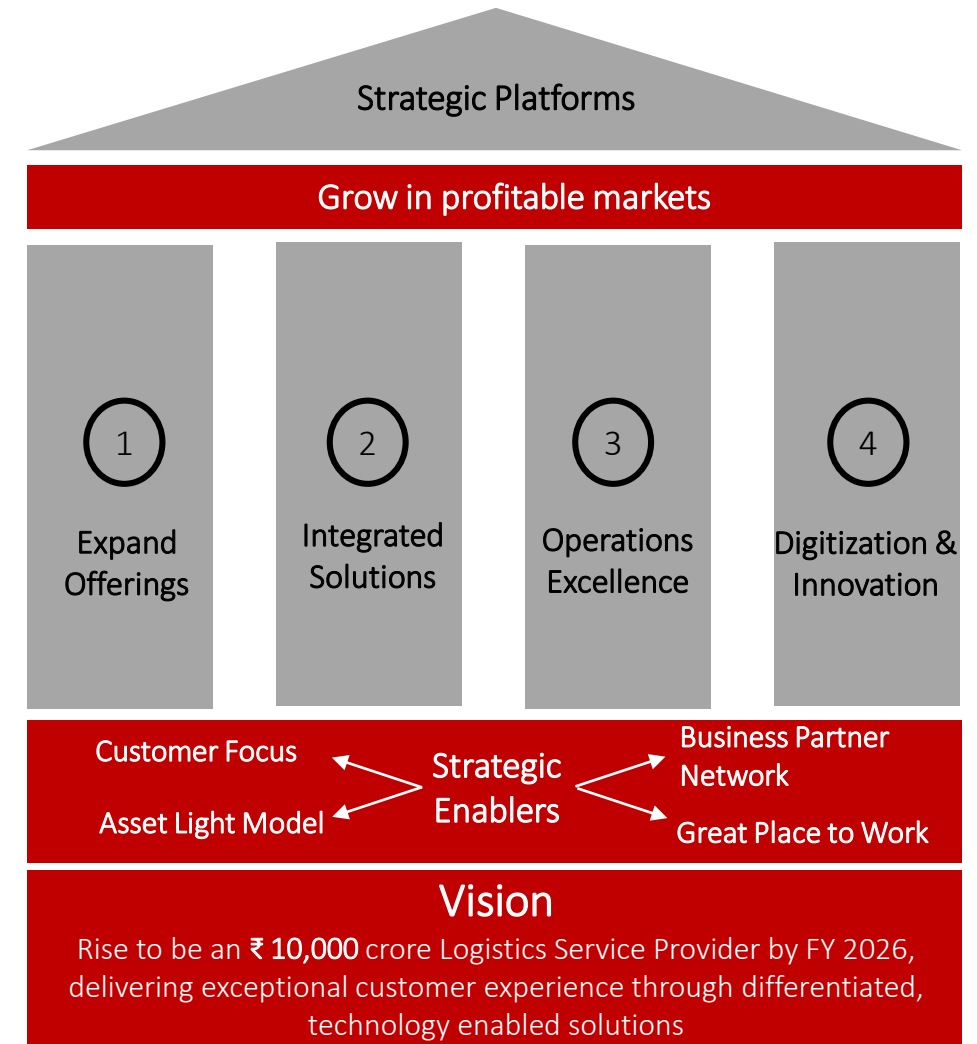


Well poised to take advantage of industry trends in SCM

Industry Trends



MLL Strategy



Company :

CIN: L63000MH2007PLC173466

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