

Our Ref: MLLSEC/140/2021

28 July 2021

To,  
**BSE Limited, (Security Code: 540768)**  
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Dalal Street, Fort,  
Mumbai - 400 001.

Mahindra Logistics Limited  
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E-mail Id: [cs.mll@mahindra.com](mailto:cs.mll@mahindra.com)

**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: Outcome of interaction 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 19 July 2021**

This is further to our letter dated 19 July 2021, wherein we had given advance intimation of an earnings conference call scheduled to be held today viz. Wednesday, 28 July 2021 with several Analysts/Institutional Investors/Funds on the financial results of the Company for the quarter ended 30 June 2021 ("Q1FY22 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. Wednesday, 28 July 2021, concluded its earnings conference call with several Analysts/Institutional Investors/Funds on the Q1FY22 Financial Results.

The Analysts/Institutional Investors/Funds were briefed on the published Q1FY22 Financial Results, the general industry and business overview of the Company. The updated Earnings Presentation enclosed herewith was also 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 also being uploaded 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**

# MAHINDRA LOGISTICS LIMITED

## INVESTOR PRESENTATION – Q1 FY22

**Mahindra**  
LOGISTICS



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## Q1 FY22 Financials Highlights

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# Consolidated Financial Highlights for Q1 FY22



Total Revenue  
**INR 873 Crs**  
↑ 113% YoY



Non-M&M SCM Revenue  
**INR 400 Crs**  
↑ 82% YoY



Warehousing & Solutions Revenue  
**INR 157 Crs**  
↑ 30% YoY



Gross Margin  
**INR 92 Crs**  
↑ 132% YoY



EBITDA  
**INR 47 Crs**  
↑ 78x YoY



Profit After Tax  
**INR 9 Crs**  
↑ 155% YoY



## Key Highlights

01

**SCM revenue grew at 114% YoY and Enterprise Mobility revenue grew at 87% YoY** despite disruptions due to the second wave of Covid 19.

02

**Warehousing & VAS** - Revenue from Non M&M Warehousing & Solutions grew 39% YoY consequent to continued focus on solutions-led approach to customer's requirements.

03

Positive traction of **"EDel"**: Electric last mile delivery solution. Strong demand environment with opportunity for continuing fleet deployment.

04

**Freight Forwarding business improved** due to higher volumes in Exports and Imports business.

05

Sustained focus on **cost management and cash flow from operations**

06

**Ensured Safety of Employees** through Vaccination Drives; rolled out required assistance and Benefits to Covid affected employees.



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## **Mr. Rampraveen Swaminathan – Managing Director and CEO, Mahindra Logistics Limited**

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“We delivered a strong performance despite the challenging external environment due to the rapid spread of Wave 2 of the Covid 19 pandemic. The regional lockdowns, high commodity costs and fuel prices impacted demand across the end markets. Our strong focus on customer retention, new account acquisition and cost reduction helped us offset these challenges.

Implementation of our strategic initiatives continued through the quarter and we anticipate a strong uptick in the economic activity in rest of the year.

We have launched several initiatives to improve our preparedness for the future with employee assistance programs and vaccination campaigns. As part of the relief program, the Company supported the “Mahindra Oxygen on Wheels” initiative to provide last mile delivery support for oxygen cylinders across the country.”

# Profit & Loss Account Summary

Particulars	Q1FY22	Q1FY21	Y-o-Y	FY21	FY20
Revenue from Operations	873.4	410.5	112.8%	3,263.7	3,471.1
Other Income	1.9	2.8	-31.50%	17.5	14.0
<b>Gross Margin</b>	<b>92.3</b>	<b>39.8</b>	<b>131.7%</b>	<b>320.5</b>	<b>352.1</b>
Gross Margin (%)	10.60%	9.70%		9.80%	10.10%
Total Overheads	47.3	42.0		186.3	193.9
<b>EBITDA</b>	<b>46.9</b>	<b>0.6</b>	<b>78x</b>	<b>151.7</b>	<b>172.2</b>
Depreciation & Amortization	28.6	18.4		89.6	73.4
<b>EBIT</b>	<b>18.3</b>	<b>-17.8</b>		<b>62.0</b>	<b>98.6</b>
Finance Cost	6.2	4.6		20.1	17.6
Exceptional Item	-	-		2.7	-
<b>PBT</b>	<b>12.2</b>	<b>-22.4</b>		<b>39.2</b>	<b>81.2</b>
Tax	3.1	-5.9		10.0	25.7
<b>PAT (before share of JV)</b>	<b>9.1</b>	<b>-16.5</b>		<b>29.2</b>	<b>55.4</b>
<b>PAT (after share of JV)</b>	<b>9.1</b>	<b>-16.6</b>	<b>154.8%</b>	<b>28.8</b>	<b>54.8</b>
<b>PAT (%)</b>	<b>1.00%</b>	<b>-4.10%</b>	<b>508 bps</b>	<b>0.88%</b>	<b>1.60%</b>
<b>EPS (in. INR)</b>	<b>1.30</b>	<b>-2.21</b>		<b>4.19</b>	<b>7.71</b>

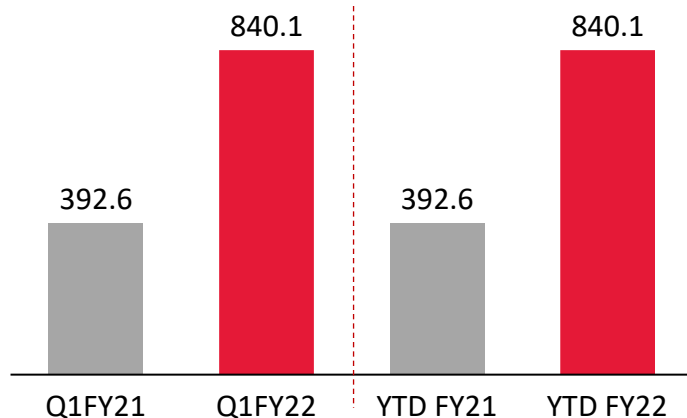
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise



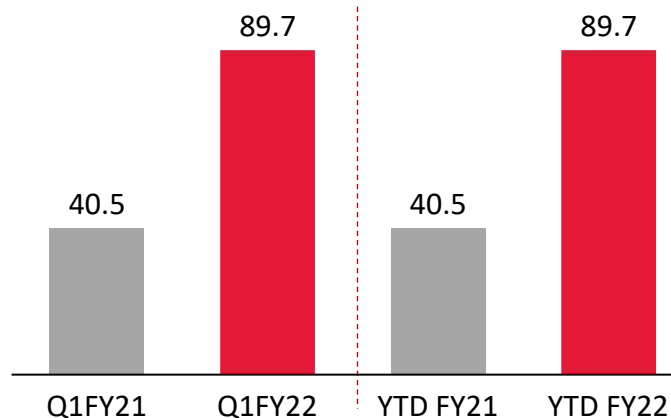
# Financial Highlights – Segment wise

## Supply Chain Management (SCM)

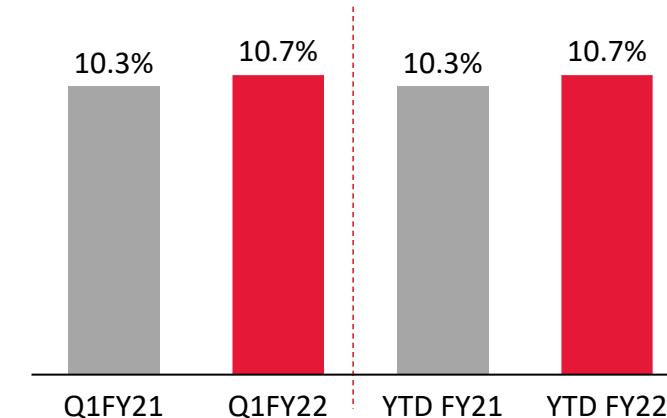
### Revenue from Operations



### Gross Margins

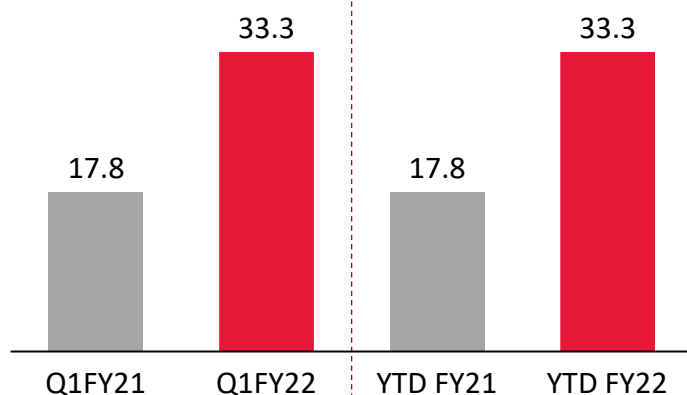


### Gross Margin (%)

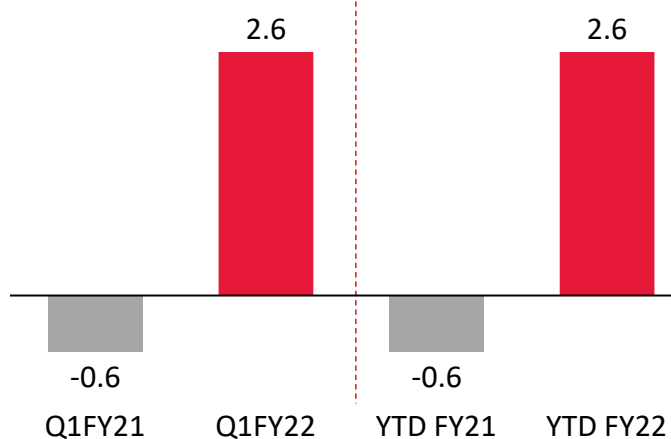


## Enterprise Mobility (EM)

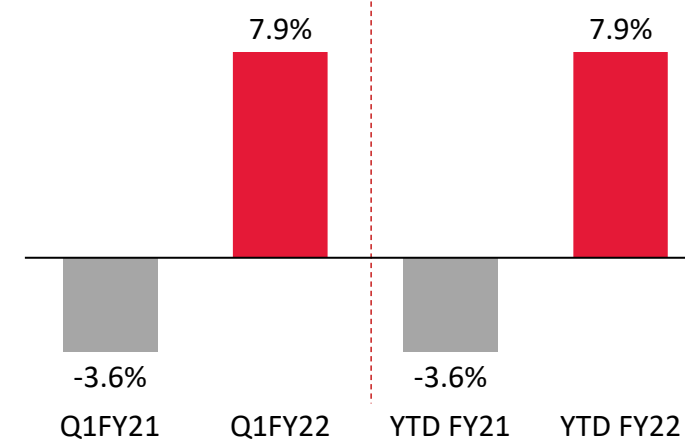
### Revenue from Operations



### Gross Margins



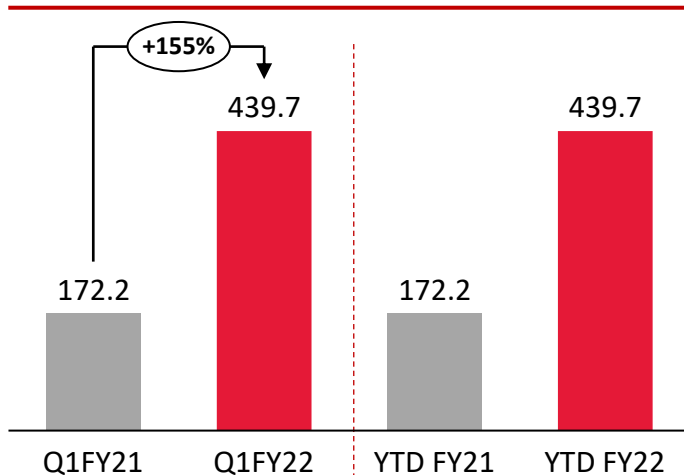
### Gross Margin (%)



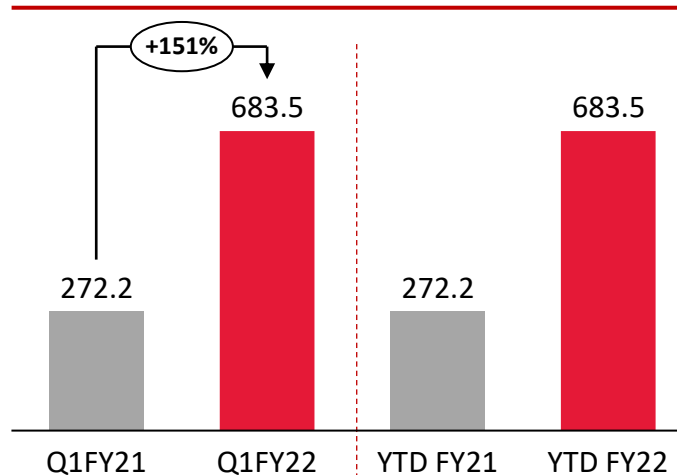
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# SCM Revenue Break-Up

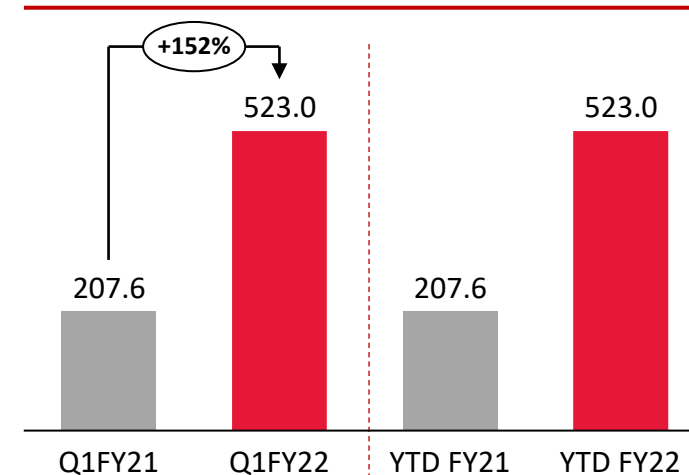
## Mahindra Revenue



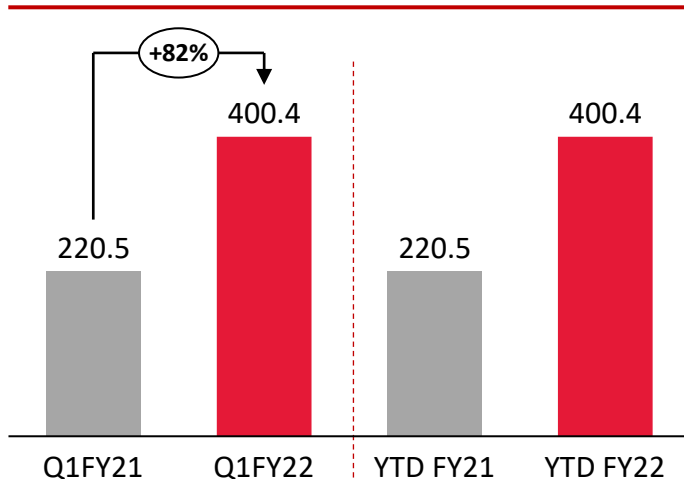
## Transportation Revenue



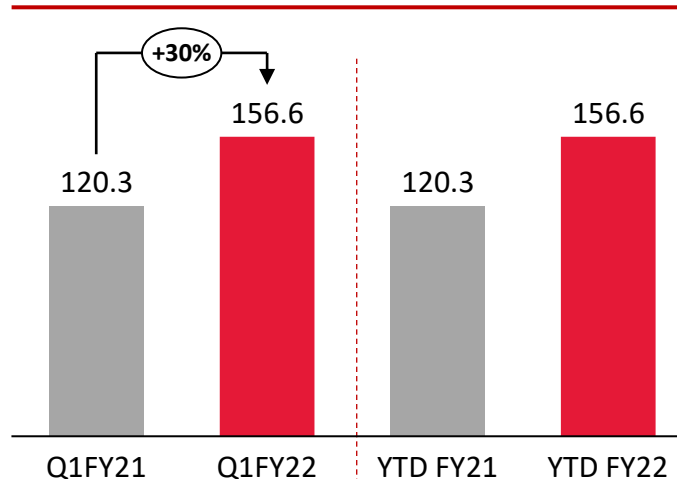
## Auto Revenue



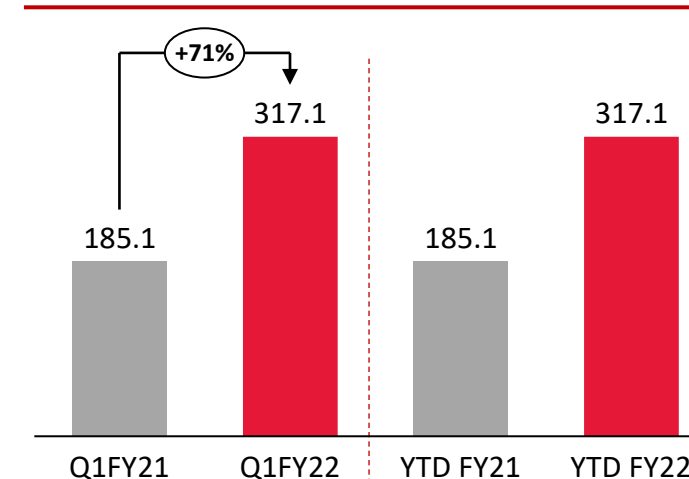
## Non-Mahindra Revenue



## Warehousing & Solutions Revenue



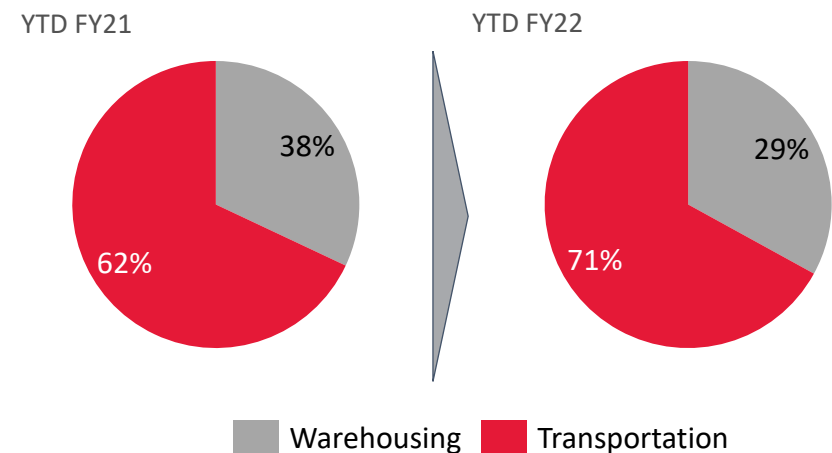
## Non-Auto Revenue



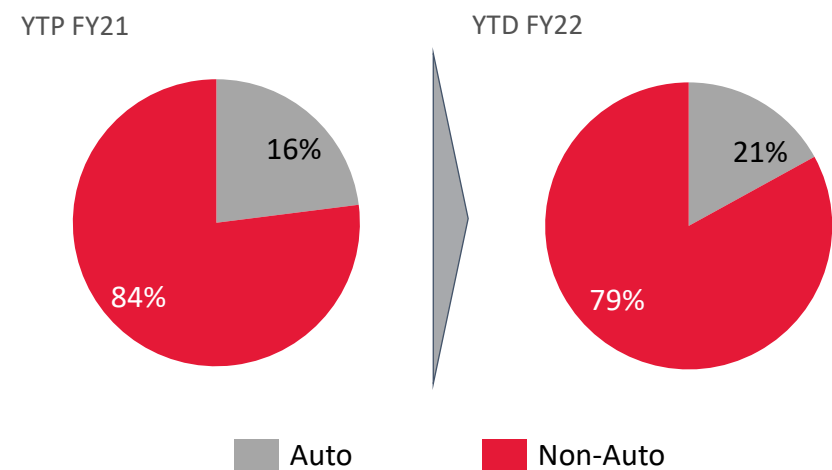
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

# Non-Mahindra SCM Revenue Break-Upp

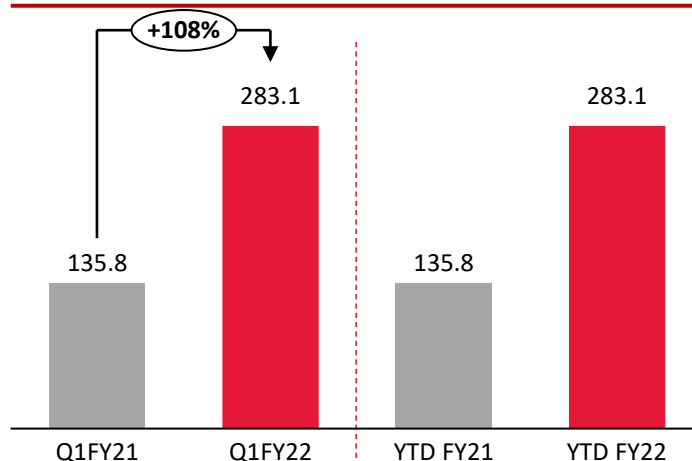
## SCM Non-Mahindra Activity Wise Break-up



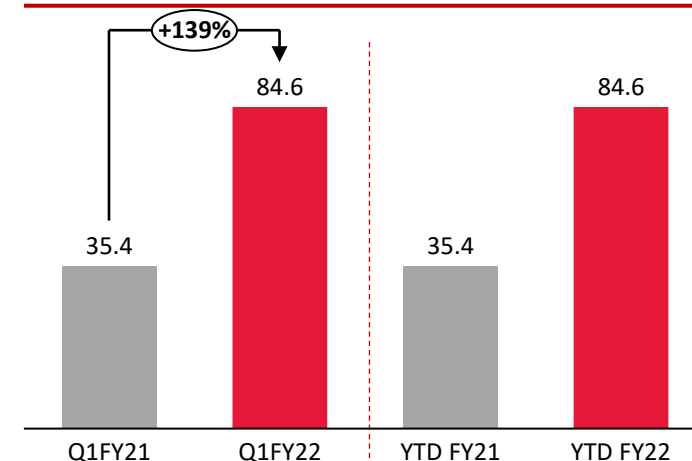
## SCM Non-Mahindra Industry Wise Break-up



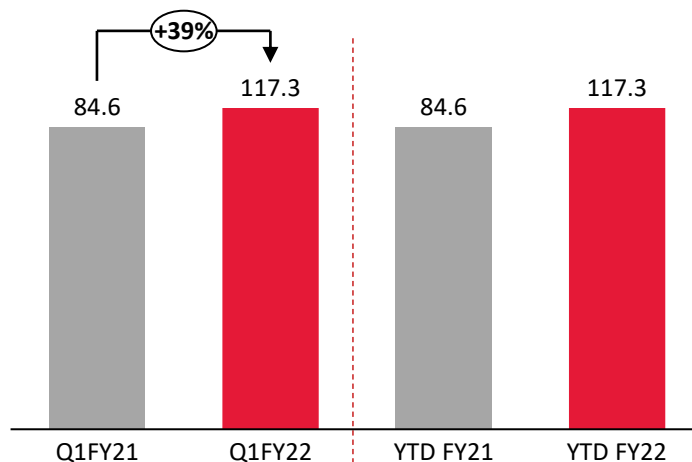
## Transportation Revenue



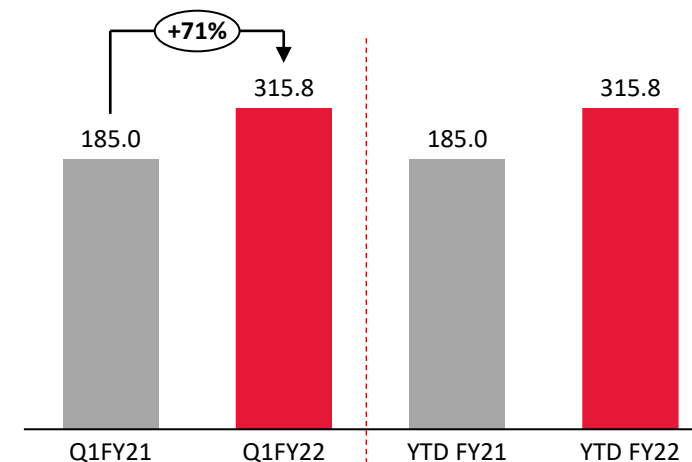
## Auto Revenue



## Warehousing & Solutions Revenue



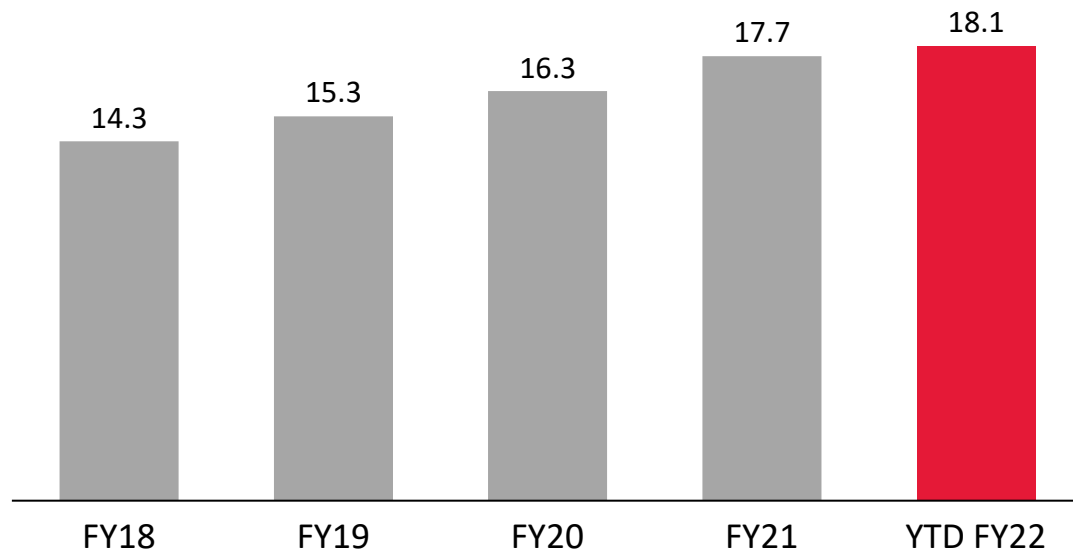
## Non-Auto Revenue



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# Operational Data Points

## Warehouse Space under Management



Warehouse space under management stands at **18.1 Mn. Sq. Ft**



# CSR Updates

Categories	FY22 Planned	Q1 Details
<b>Building Communities</b>	<ul style="list-style-type: none"> <li>Community Welfare Activities</li> <li>Health and Eye Check-up, Blood Donation camps</li> <li>Rural Development</li> <li>Swachh Bharat Abhiyan</li> </ul>	<ul style="list-style-type: none"> <li>Volunteers: 257</li> <li>Manhours: 2328</li> <li>Beneficiaries: 6343</li> <li>Activities: Street Smart (ZAZ project), Samantar (Women Empowerment, Orphanage), Jeevan Dan (Blood Donation), Sehat (Health Clinic – Nashik), Virtual Volunteering</li> </ul>
<b>Skill Development</b>	<p>Programs on:</p> <ul style="list-style-type: none"> <li>Vocational skill development Livelihood enhancement</li> <li>Skill development - PMKVY &amp; other Government schemes</li> </ul>	<ul style="list-style-type: none"> <li>Volunteers: 4</li> <li>Manhours: 8</li> <li>Beneficiaries: 50</li> <li>Activities: Safety and Defensive driving trainings for community people</li> </ul>
<b>Disaster Relief &amp; Rehabilitation</b>	<ul style="list-style-type: none"> <li>Relief activities for Covid-19 affected communities</li> <li>Relief activities for other disasters</li> </ul>	<ul style="list-style-type: none"> <li>Volunteers: 426</li> <li>Manhours: 10163</li> <li>Beneficiaries: 64509</li> <li>Activities: COVID-19 precautions &amp; kits distribution, Food Distribution, Emergency Cab Services, Oxygen Cylinders Supply Services, Rapid Antigen &amp; RT-PCR in communities, Safety awareness for COVID-19 precautions</li> </ul>
<b>Sustainability</b>	<p>Programs on:</p> <ul style="list-style-type: none"> <li>Renewable energy usage</li> <li>Waste management</li> <li>Renewal of water bodies</li> <li>Green cover and bio-diversity</li> </ul>	<ul style="list-style-type: none"> <li>Volunteers: 76</li> <li>Manhours: 146</li> <li>Beneficiaries: 140</li> <li>Activities: Tree Plantation</li> </ul>



Skill Development



Tree Plantation, Nagpur



Emergency Cab Services



# Our ESG Performance



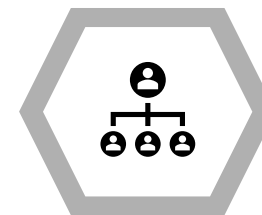
Reducing our Carbon footprint



Employee empowerment



Upliftment of communities



Best corporate governance practices

## Environment

### Key Focus Area

- **Transportation:**
  - Route and Fleet Optimisation
  - Updated Technology of Vehicles
  - Alternate Modes
  - Alternate Fuels
- **Warehousing:**
  - Reducing energy consumption in warehouse
  - Alternate Fuel MHEs
  - Renewable Energy Usage
  - Utilities Optimisations
- **Office Administration**
  - Energy Efficiency by incorporating renewable sources of energy and switching to LED lighting
  - Pool transport for employees

## People

### Key Focus Area

- **Culture of Growth:**
  - Personal and professional development
  - Best talent pool
  - Safe and transparent working environment
- **Diversity and Inclusion:**
  - Gender equality
  - Second career options to women army officials
  - Veteran employment and engagement programme
  - Policies on LGBTQ, PwDs and work-life balance
- **Development and Capacity Building Initiatives:**
  - Learning Management system
  - Sandhaan
  - Sanjeevni Platform
  - Swayam
  - Axlerate programme

# Our Strategic Roadmap to the Future

**We consistently enhance our capabilities and improve our competitive position in a changing environment and evolving priorities of customers.**

**Our strategic vision has enabled us to drive consistent value creation for our stakeholders in the past and will continue to do so in the future.**

## **IMPROVE FINANCIAL PERFORMANCE BY**

- Improving Return on equity
- Enhance profitability and free cash flow

## **DRIVE GROWTH OF SOLUTIONS BY**

- Proactively adding value to our key accounts and customers
- Expanding share of solutions and new services

## **DRIVE OUR INTERNAL PROCESSES IMPROVEMENTS**

- Improve governance and controls through internal audits and compliance
- Improve employee engagement and become a great place to work

## **DEVELOP PROCESS CAPABILITIES AND ENHANCE PERFORMANCE**

- Executing projects on time, implementing operating and safety standards
- Aggressively focusing on cost savings
- Implementing and executing key digital projects

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**Company :**

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CIN: L63000MH2007PLC173466

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**Investor Relations Advisors :**

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CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Vinit Vora

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