



Date: 17/01/2025

To, The Secretary, BSE Limited P. J. Towers, Dalal Street, Mumbai- 400 001 Scrip Code – 543714	To, The Secretary National Stock Exchange of India Limited Exchange Plaza, C-1, Block- G, Bandra Kurla Complex, Bandra(E) Mumbai – 400 051 Symbol – LANDMARK
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Dear Sir/Madam,

**Subject: Intimation under Regulations 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

In accordance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information in terms of Regulation 8 of SEBI (Prohibition of Insider Trading) Regulations, 2015, the following is our business update for the quarter and nine months ended Dec 31, 2024 (“the period”):

1. The consolidated total revenue from operations for the period are as below:

Particulars (Rs. in Cr)	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ	9MFY25	9MFY24	YoY
	(Proforma)	(Proforma)		(Proforma)		(Proforma)	(Proforma)	
Total Revenue from Operations (Including Agency Sales)	1,645	1,302	26.34%	1,268	29.73%	4,077	3,356	21.48%
Vehicle sales (including Agency Sales) *	1,363	1,049	29.93%	1,011	34.82%	3,293	2,651	24.22%
Pre-owned vehicle sales including commission	36	26	38.46%	28	28.57%	92	77	19.48%
After-sales service and spare parts and others	246	227	8.37%	229	7.42%	692	628	10.19%

\* The proforma revenue from operations above includes the revenue from sale of cars through Mercedes-Benz cars under agency model. Under the agency agreement, customers now place orders through company directly to MBIL on which LCL and LCEPL earns commission on each sale of Mercedes-Benz cars.

1. In Q3FY25, 7 facilities for Mahindra & Mahindra Hyderabad (Sales and Service) and Kia Hyderabad (Sales) have started operations. All these locations were operational only for a part of the quarter as they started in November 2024. The company has also



acquired a Kia Sales outlet in Hyderabad from a co-dealer in the month of December 2024. The company has completed 22 out of the 24 new outlets planned for this FY well within the planned timeline.

2. Multiple new products have been unveiled across our partner OEMs in the last quarter which have garnered positive response. There are more products which have been announced which will start contributing to sales in the near future. Some of the upcoming launches amongst our partner OEMs are as follows:
  - Mahindra BE.6 EV and XEV 9E
  - MG Cyberster
  - Kia Syros
  - BYD Sea Lion SUV
  - New Honda Amaze
3. The company continued focus on Inventory reduction and has reduced inventory quarter on quarter basis. The inventory level continues to be significantly lower than the industry average of 60 days as per the latest FADA report.
4. The company has opened 9 new workshops in the first 9 months of the fiscal year in addition to the workshops which will be opening in Q4 FY25 as a part of our plan. Once the operations of these workshops stabilize, overall service business will get back to historic growth rate. The workshop for Kia Hyderabad will be operational in Q4FY25, and the operations for Mercedes-Benz Patna (Sales and Service) are expected to begin in Q1 FY26.

**The above information is provisional on a consolidated basis and is subject to a limited review by the Statutory Auditors of the Company.**

This is for your information and for public at large.

Thanking you,  
Yours faithfully,  
For and on behalf of  
**Landmark Cars Limited**

**Amol Raje**  
Company Secretary and Compliance Officer  
Membership No. A19459

Landmark Cars Limited.  
(formerly known as Landmark Cars Private Limited)  
CIN : L50100GJ2006PLC058553 | GSTIN : 24AABCL1862B1Z2

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