

Our Ref: MLLSEC/55/2022

Date: 26 April 2022

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: Earnings Presentation for the financial year ended 31 March 2022 - Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("Listing Regulations")

In compliance with Regulation 30 and other applicable provisions of the Listing Regulations, please find enclosed herewith the Earnings Presentation encompassing, inter-alia, an overview of the Annual Audited Financial Results of Mahindra Logistics Limited ("the Company") for the financial year ended 31 March 2022.

This intimation and the earnings presentation is also being uploaded on the Company's website viz. <https://mahindralogistics.com/investor-information> in compliance with Regulation 46 of the Listing Regulations.

Kindly take the same on record and acknowledge receipt.

Thanking you,
For **Mahindra Logistics Limited**



Ruchie Khanna
Company Secretary

Enclosure: As above

Mahindra Logistics Limited
Unit No. 3 & 4, 7th Floor, Techniplex 2,
Techniplex Complex, Veer Savarkar Marg,
Goregaon (West), Mumbai – 400 062

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Toll Free: 1800 258 6787
www.mahindralogistics.com

Regd Office
Mahindra Towers,
P. K. Kurne Chowk, Worli,
Mumbai – 400 018
CIN: L63000MH2007PLC173466
E-mail Id: cs.mll@mahindra.com

MAHINDRA LOGISTICS LIMITED INVESTOR PRESENTATION – Q4 FY22

Mahindra
LOGISTICS



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Mahindra Logistics Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the logistics industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Reimagine our Business in Varied Ways

Supply Chain Management (SCM)

- Offering **customised end-to end logistics solutions** under our supply chain management business segment
- **MLL Advantage:**
 - ✓ **Powered by Technological Transformation:** Automation of warehouse operations, Telematics, TMS Dashboards for Greater Visibility, NextGen Solution for Freight Forwarding, Load optimisation and Route Planning, Tracking and vehicle health monitoring etc.
 - ✓ **Widespread Network:**
 - ✓ **Process led:**
 - ✓ **Diversified Industry Experience: Compliance Management**



50+
Network Hubs



300+
Customers



1,450+
Active Business Partners



4 Mn sq ft +
Additional space contracted



97%
Average utilisation of this added space

Enterprise Mobility (EM)

- **Alyte'**, our Enterprise Mobility business, offers employee mobility services across major Indian cities with an emphasis on safety and cost.
- Alyte offers **end to end employee transportation services** right from daily pick-up-drop to on-call services for varied industries including – IT, ITeS, business process outsourcing, financial services, consulting and manufacturing
- **MLL Advantage:**
 - ✓ **Expanding Horizons across India**
 - ✓ **Keeping track 24x7**
 - ✓ **Use of Dashboard Analytics**
 - ✓ **Technology Driven and Transparent Operations**
 - ✓ **Underpinned by Safety and Compliance**
 - ✓ **EV Ecosystem:** Deployed charging infrastructure across locations to support clean and green mobility



200+
Operating Locations



12+
Cities



6,000+
Drivers



5,500+
Vehicles Deployed per day

Consolidated Financial Highlights for FY22



Revenue from Operations

INR 4,083 Crs

↑ 25% YoY



Revenue from Non-M&M SCM

INR 1,996 Crs

↑ 29% YoY



Revenue from Warehousing & Solutions

INR 942 Crs

↑ 41% YoY



Gross Margin

INR 398 Crs

↑ 24% YoY



EBITDA

INR 210 Crs

↑ 38% YoY



Profit After Tax

INR 35 Crs

↑ 20% YoY

The Board of Directors has recommended dividend of 20% (Rs. 2 per share)

Consolidated Financial Highlights for Q4 FY22



Revenue from Operations

INR 1,073 Crs

↑ 10% YoY



Revenue from Non-M&M SCM

INR 511 Crs

↑ 17% YoY



Revenue from Warehousing & Solutions

INR 257 Crs

↑ 47% YoY



Gross Margin

INR 107 Crs

↑ 13% YoY



EBITDA

INR 61 Crs

↑ 19% YoY



Profit After Tax

INR 11 Crs

↓ 11% YoY



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

“We continue to witness a challenging external environment with global supply chain volatility, chip shortages, fuel & commodity cost pressures and continuing waves of the Covid-19 pandemic. Despite these headwinds, we delivered continuing growth in Q4, FY21-22, driven by account acquisition and execution of our strategy of providing customized, integrated solutions to our customers. Our revenue growth was driven by E-commerce, Consumer, Automotive and Freight Forwarding businesses. Strong momentum in Supply Chain has offset the impact of Wave 3 of the Covid-19 pandemic on the Enterprise Mobility business. We remain focused on improving operational efficiencies and margin expansion.”

Profit & Loss

Particulars	Q4FY22	Q4FY21	Y-o-Y	FY22	FY21	Y-o-Y
Revenue from Operations	1,072.7	974.0	10.1%	4,083.0	3,263.7	25.1%
Other Income	5.7	4.7	22.4%	12.2	17.5	-30.2%
Gross Margin	106.8	94.9	12.6%	398.4	320.5	24.3%
Gross Margin (%)	10.0%	9.7%	22 bps	9.8%	9.8%	(6 bps)
Total Overheads	51.9	48.8	-6.0%	200.8	186.3	-7.2%
EBITDA	60.6	50.8	19.4%	209.9	151.7	38.4%
Depreciation						
- Fixed Assets	12.9	9.4		46.6	34.1	
- Lease (IND AS)	24.5	16.6		87.9	55.5	
EBIT	23.3	24.7	-5.9%	75.3	62.0	21.4%
Finance Cost						
- Finance Charge	1.0	0.7		3.6	4.2	
- Lease (IND AS)	8.1	4.9		25.9	15.9	
Exceptional item	0.0	2.7		0.0	2.7	
PBT	14.2	16.4	-13.2%	45.8	39.2	16.9%
Tax	3.1	4.0		11.3	10.0	
PAT (before share of JV)	11.1	12.4		34.6	29.2	
PAT (after share of JV)	11.1	12.4	-10.8%	34.6	28.8	20.0%
PAT (%)	1.0%	1.3%	(24 bps)	0.8%	0.9%	(4 bps)
Diluted EPS (in. Rs)	1.69	1.74		5.14	4.16	

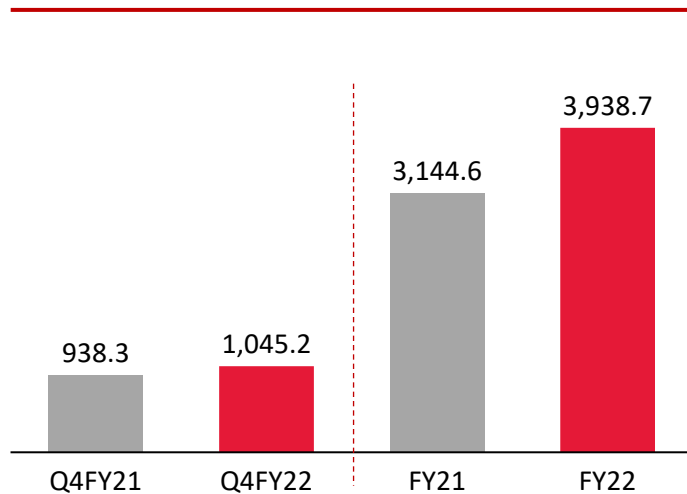
Note: 1. Consolidated financials 2. All figures in INR crore, unless stated otherwise

*Exceptional item – Impairment loss on Long term investments in Transtech. 2.75 Crs at PBT levels.

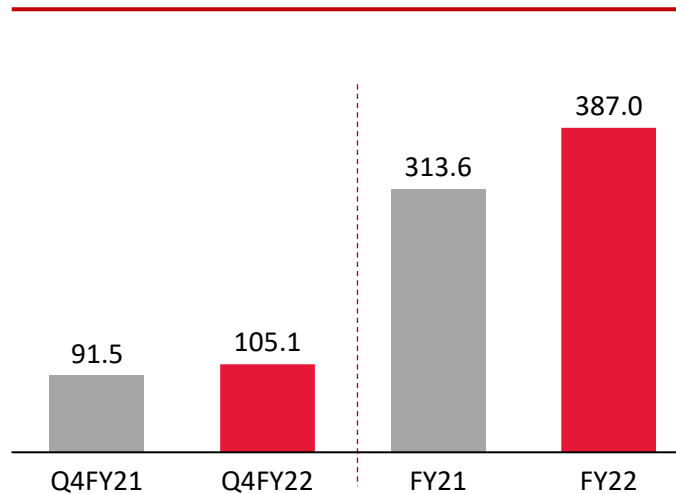
Financial Highlights – Segment wise

Supply Chain Management (SCM)

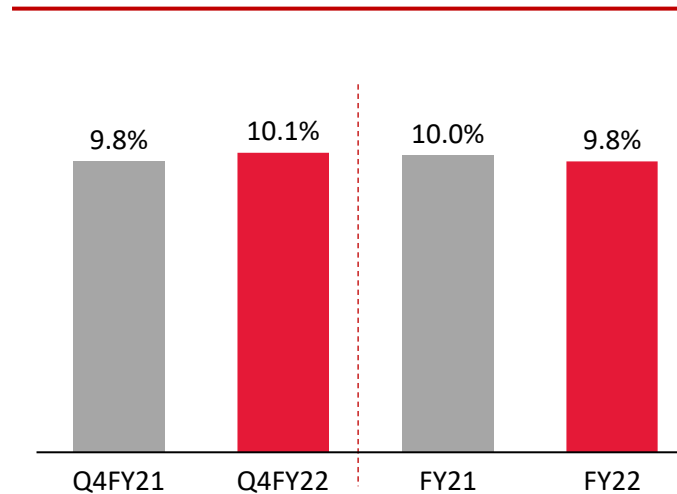
Revenue from Operations



Gross Margin

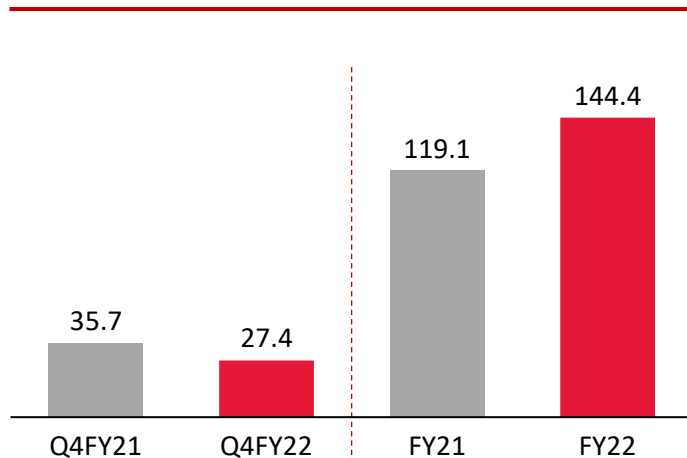


Gross Margin (%)

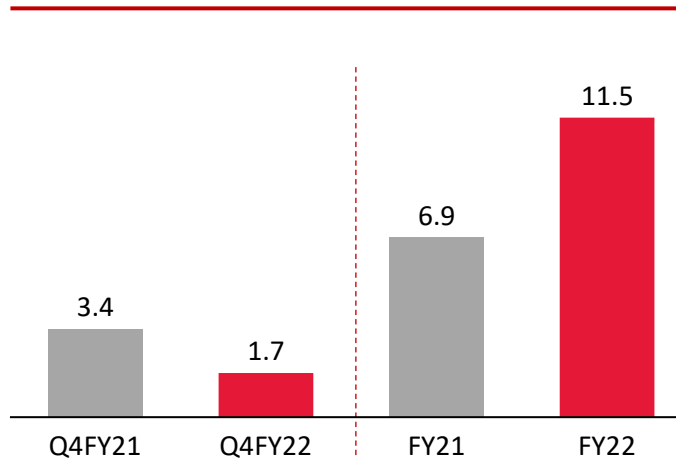


Enterprise Mobility (EM)

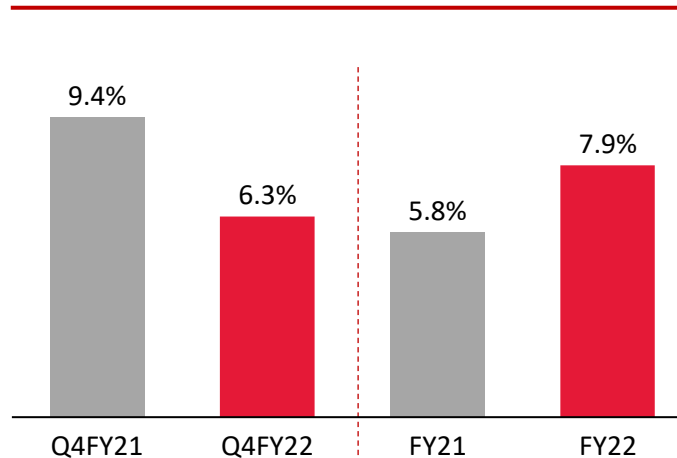
Revenue from Operations



Gross Margin



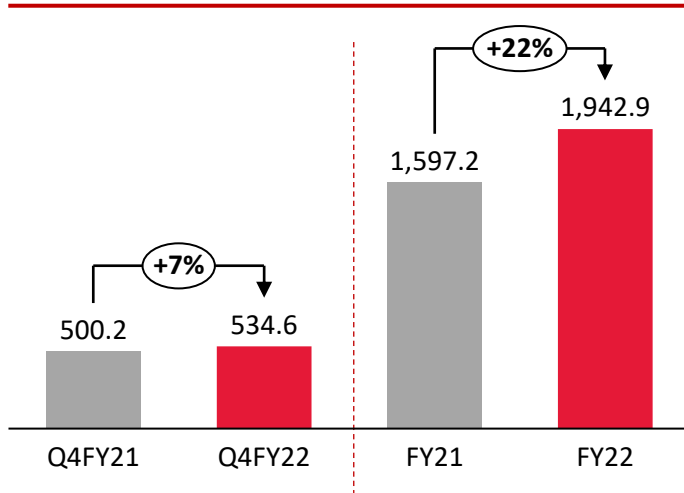
Gross Margin (%)



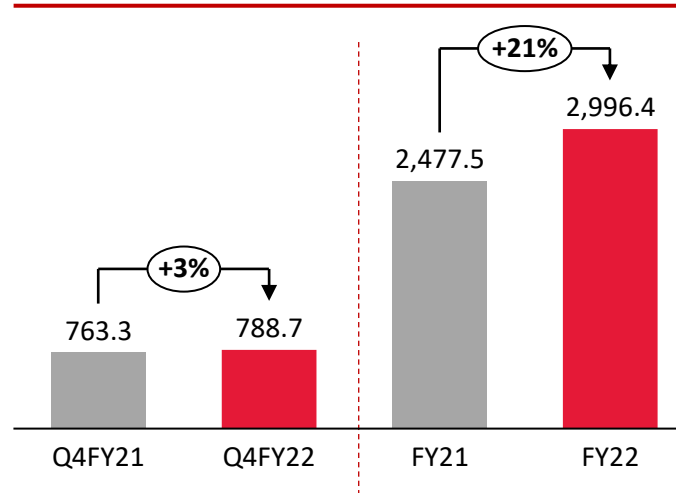
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SCM Revenue Break-Up

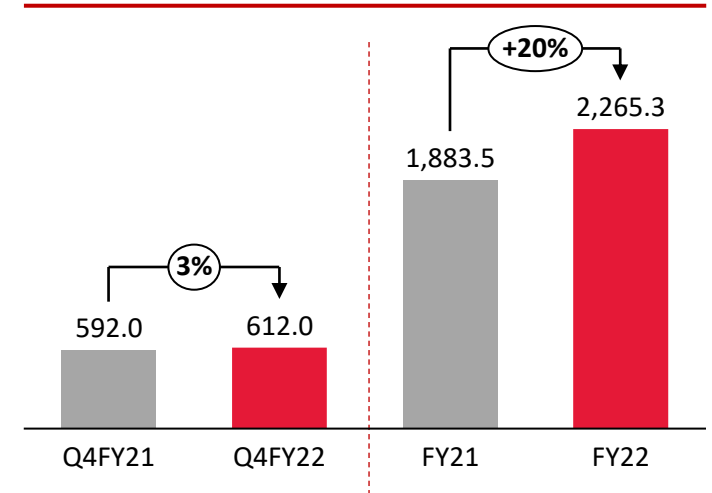
Mahindra Revenue



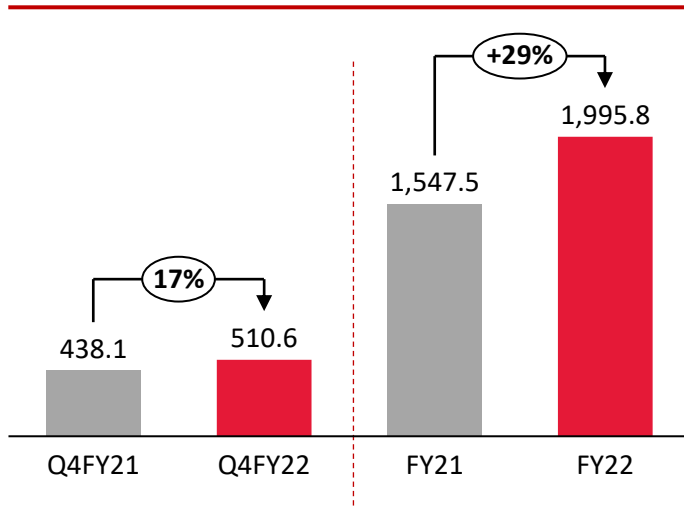
Transportation Revenue



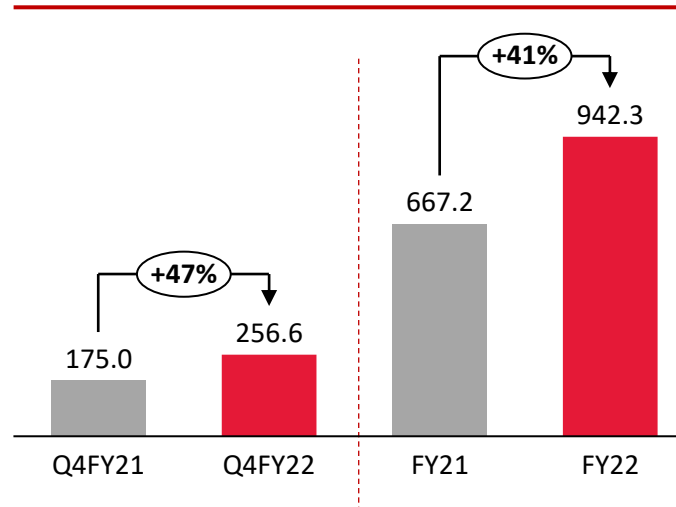
Auto Revenue



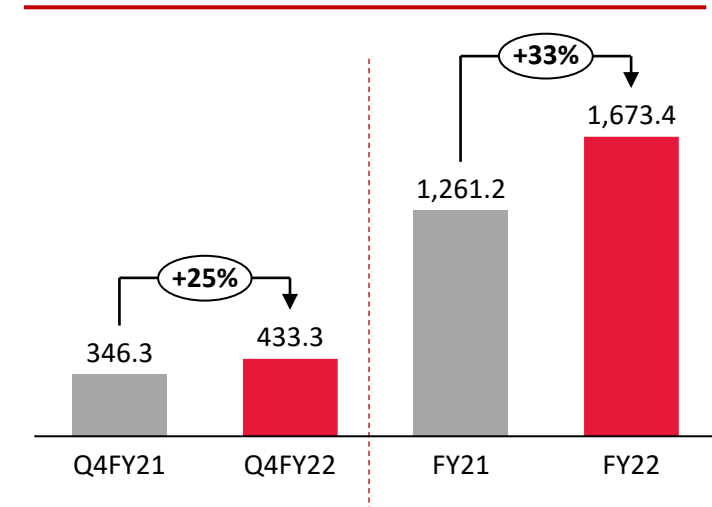
Non-Mahindra Revenue



Warehousing & Solutions Revenue



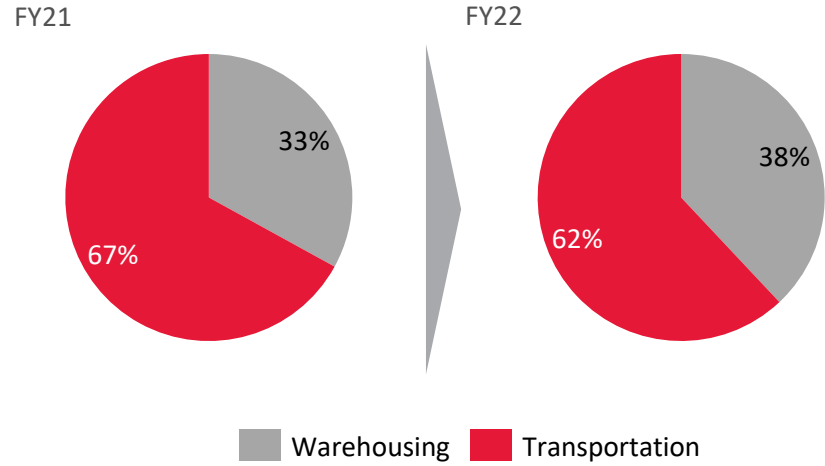
Non-Auto Revenue



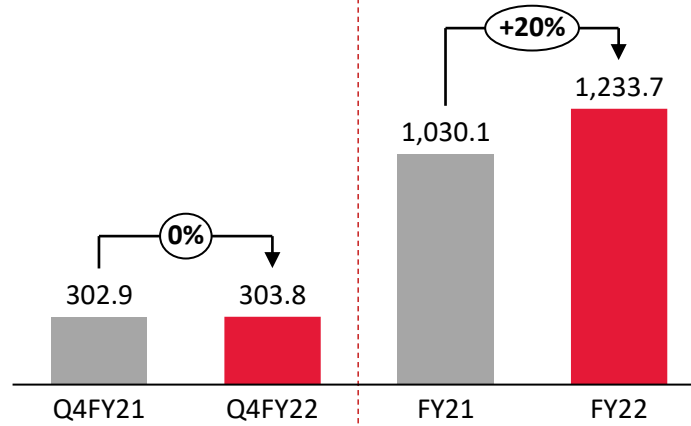
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Non-Mahindra SCM Revenue Break-Up

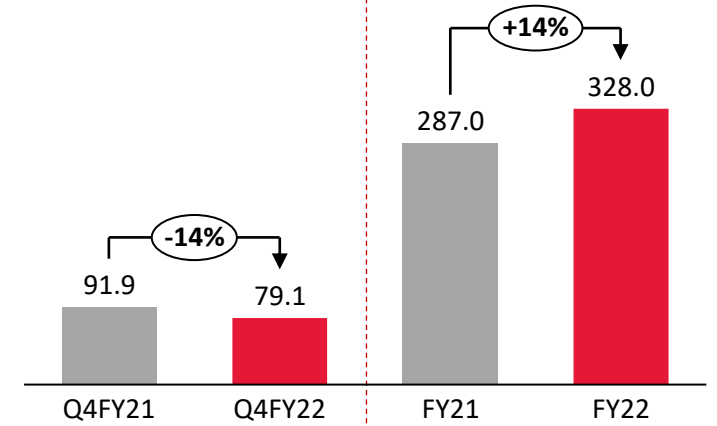
SCM Non-Mahindra Activity Wise Break-up



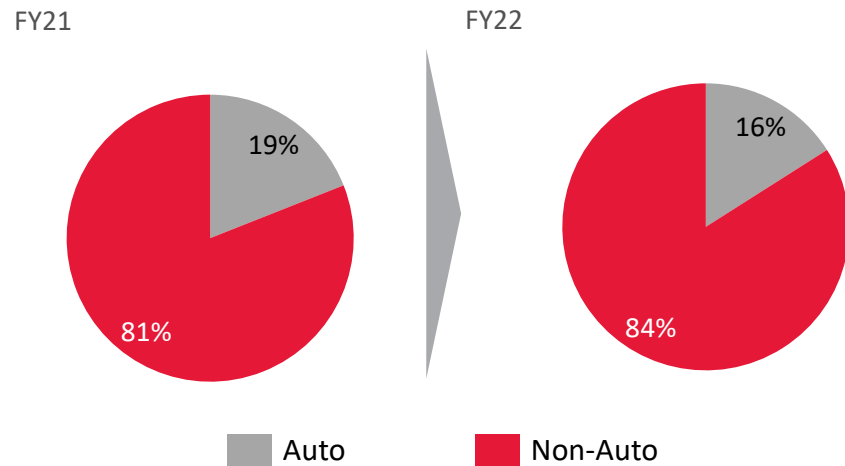
Transportation Revenue



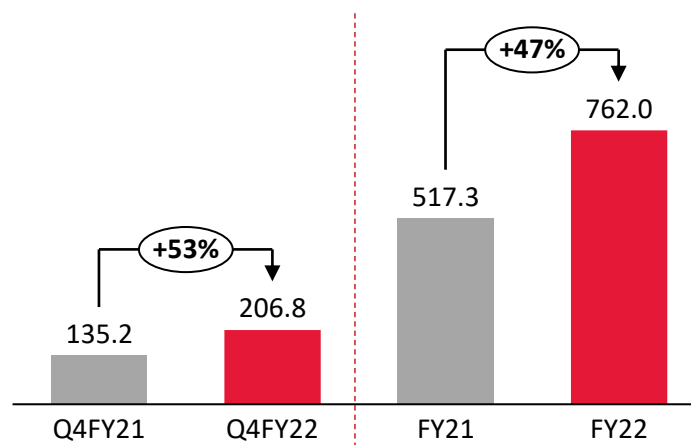
Auto Revenue



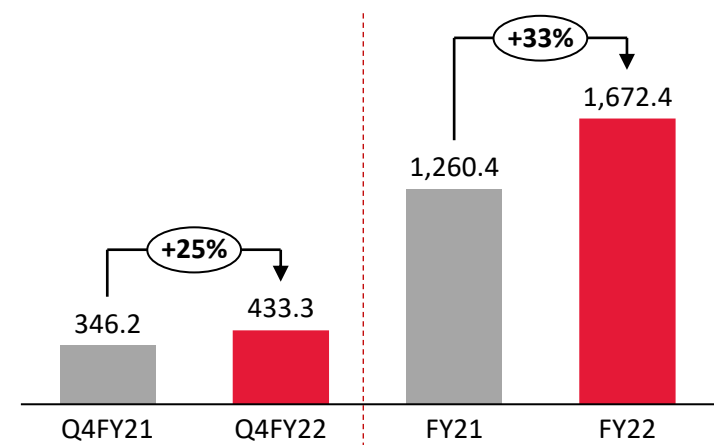
SCM Non-Mahindra Industry Wise Break-up



Warehousing & Solutions Revenue



Non-Auto Revenue



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

Balance Sheet

Particulars	31-Mar-22	31-Mar-21
Non-Current Assets	698.9	482.6
Property, plant and equipment	173.0	131.1
Capital work-in-progress	0.4	2.1
Right of use asset	297.7	208.1
Net Investment in Lease	46.1	18.8
Goodwill on Consolidation	4.3	4.3
Intangible assets	10.4	17.2
Intangible assets under development	13.4	1.0
Other financial assets	37.5	34.5
Deferred tax assets (Net)	26.9	22.1
Income Tax Assets (Net)	76.2	29.4
Other Assets	13.0	14.2
Current Assets	1,232.1	1,204.4
Financial assets		
(i) Investments	116.1	55.1
(ii) Trade Receivables	479.4	485.6
(iii) Cash Equivalents & Bank	132.1	197.8
(iv) Other financial assets	403.1	354.2
Other Assets	101.3	111.7
Total Assets	1,931.0	1,687.0

Particulars	31-Mar-22	31-Mar-21
Equity	590.7	570.9
Equity share capital	71.9	71.7
Share Application Money	0.1	0.0
Other Equity	518.4	496.4
Non controlling interest	0.3	2.8
Non-Current Liabilities	283.8	196.3
Financial liabilities		
(i) Borrowings	0.0	0.9
(ii) Lease Liabilities	267.3	179.5
Provisions	16.5	15.9
Current liabilities	1,056.5	919.8
Financial liabilities		
(i) Borrowings	37.5	28.3
(ii) Lease liabilities	94.6	60.8
(iii) Trade payables	858.8	766.1
(iv) Others	17.8	14.9
(V) Current tax liabilities (net)	8.3	8.3
Provisions	6.3	6.1
Other current liabilities	33.2	35.4
Total Equity & Liabilities	1,931.0	1,687.0

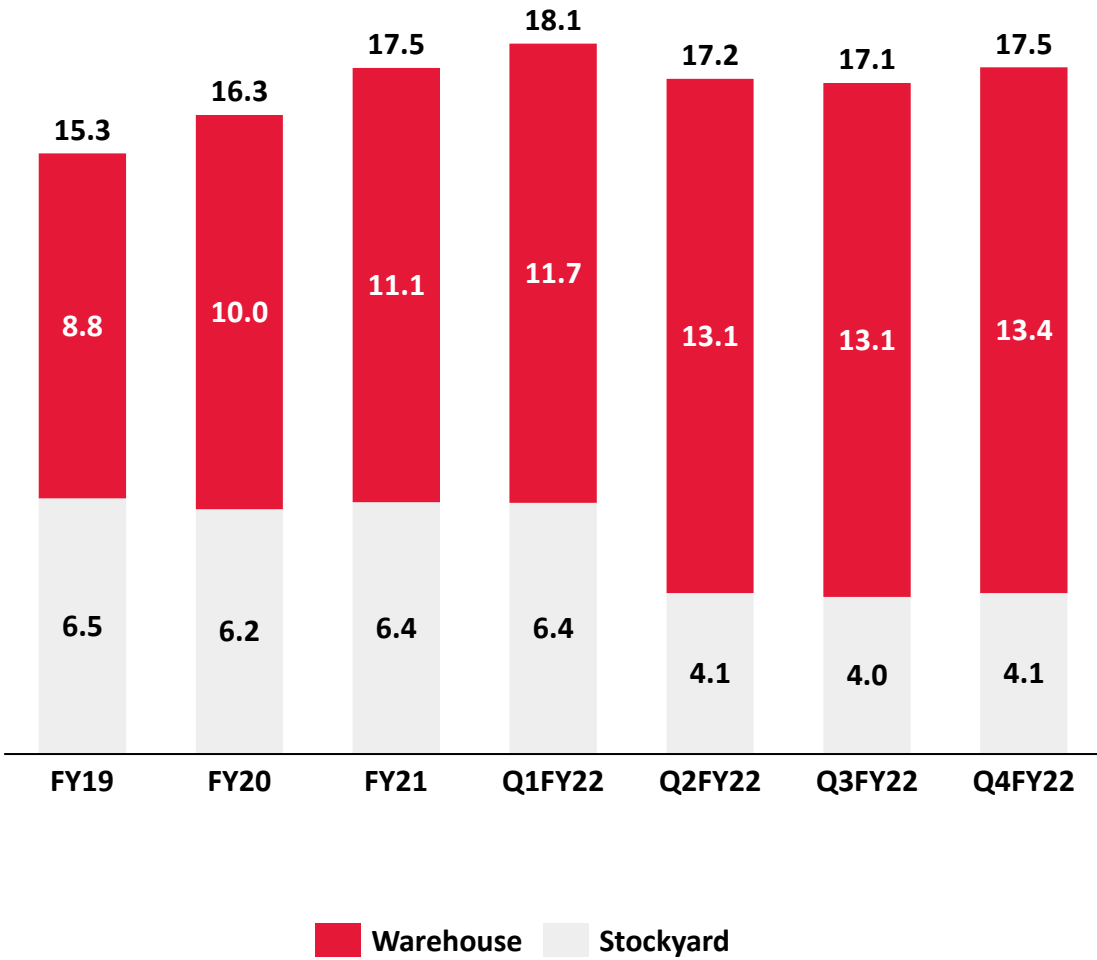
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Summary of Cash Flow

Particulars	FY22	FY21
Operating profit before working capital changes	111.9	92.7
Changes in working capital	48.0	83.8
Cash generated from operations	159.9	176.5
Direct taxes paid (net of refund)	-62.7	51.5
Net Cash from Operating Activities (A)	97.2	228.0
Net Cash from Investing Activities (B)	-90.0	-53.2
Net Cash from Financing Activities (C)	-11.8	-21.5
Net Change in cash and cash equivalents	-4.6	153.3
Cash with Banks - on Current account/Balance in Cash Credit Accounts	132.1	197.8
Cash invested in Mutual Funds	116.1	55.1
Total Cash and cash equivalents	248.2	252.8

Space under Management

Space under Management (mn sq. ft.)



Note: Total space under management includes stock yards, in-factory stores and warehouses owned or leased by customers directly. The figures are as on the last date of the period mentioned

CSR Updates

Categories	Activities	Impact till date
Building Communities	<ul style="list-style-type: none"> Community Welfare Activities Health and Eye Check-up, Blood Donation camps Rural Development Swachh Bharat Abhiyan 	<ul style="list-style-type: none"> Volunteers: 1,809 Manhours: 15,343 Beneficiaries: 72,635 Activities: Street Smart (ZAZ project), Samantar (Women Empowerment, Orphanage), Jeevan Dan (Blood Donation), Sehat (Health Clinic – Nashik), Virtual Volunteering
Skill Development	<p>Programs on:</p> <ul style="list-style-type: none"> Vocational skill development Livelihood enhancement Skill development - PMKVY & other Government schemes 	<ul style="list-style-type: none"> Volunteers: 53 Manhours: 561 Beneficiaries: 292 Activities: Skill development to PWDs and Women through TRRAIN, Sewa Bharat and I&S Foundation.
Disaster Relief & Rehabilitation	<ul style="list-style-type: none"> Relief activities for Covid-19 affected communities Relief activities for other disasters 	<ul style="list-style-type: none"> Volunteers: 460 Manhours: 9,033 Beneficiaries: 68,687 Activities: COVID-19 precautions & kits distribution, Food Distribution, Rapid Antigen & RT-PCR in communities, Safety awareness for COVID-19 precautions
Sustainability	<p>Programs on:</p> <ul style="list-style-type: none"> Renewable energy usage Waste management Renewal of water bodies Green cover and bio-diversity 	<ul style="list-style-type: none"> Volunteers: 921 Manhours: 4,298 Beneficiaries: 48,530 (Planted 47,656 trees) Activities: Tree Plantation, Environment awareness activities



Building Communities (Road Safety Awareness in Bangalore)



Sustainability (Tree Plantation, Mumbai)



Skill Development (Sewing Machine Training to women in Deli)

Moments of pride that resonate our efforts

Indian Green Building Council



Rise through Diversity



Quality Circle Forum of India

OUR SUCCESS STREAK CONTINUES!

2 projects implemented by MLL's A&E M&M – FES, Rudrapur & Zaheerabad teams have won the GOLD award - National Level in Chapter Convention on Quality Concept (CCQC) competition (September 2021).

Organized by Quality Circle Forum of India (National Chapter)

SR. NO.	PROJECT THEME	LOCATION	PROJECT LEADER	TEAM MEMBERS	CCQC AWARD
1	Annual Inventory Volume Reduction by 50% in S&L	Rudrapur	Ashok Kohli	1. Vinendra Bisht 2. Anshul Sayal 3. Anil Marwa	
2	Improvement in operation KPI's: (a) Reduction of line loss by 45% (b) Inventory turnover by 5% (c) Productivity Improvement at the plant	Zaheerabad	Nisar Jamadar	1. Prashant Ladkar 2. Sayad Meehan 3. Vijaya Lakshmi 4. Sainath Malchela 5. Gajani Venkateswar	

CONGRATULATIONS TO ALL WINNERS!

Additionally, another project of A&E M&M – FES, Rudrapur has qualified for the 40th International Convention on Quality Control Circles – 2021! Let's wish them All The Best!



CII Champions Trophy Industry 4.0





Acquisitions to strengthen the customer value proposition

WHIZZARD

Augmenting last-mile logistics with *Tech – Driven Operations*



Metro & Cities
25+



Tier II, III & IV Towns
400+



Pin Codes Covered
10,000+



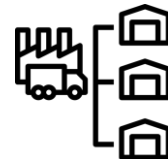
Daily Orders
3.5Lac +



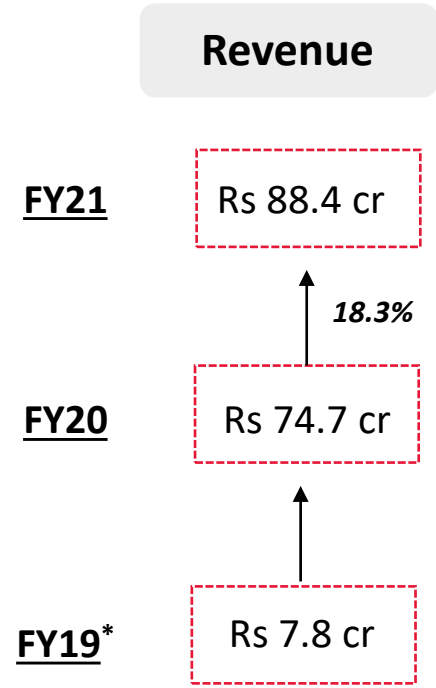
Network Performance
95%+



Sq. ft. Area of DC
5.5Lac +



Micro Distribution Centers
200+



*Incorporated in July'18

Meru acquisition to strengthen MLL's mobility business



The acquisition complements our mobility services portfolio with an expansion in airport ride-hailing and on-call services



India's largest warehousing facility

Long term lease agreement at the Logos Logistics Estate in Delhi – NCR

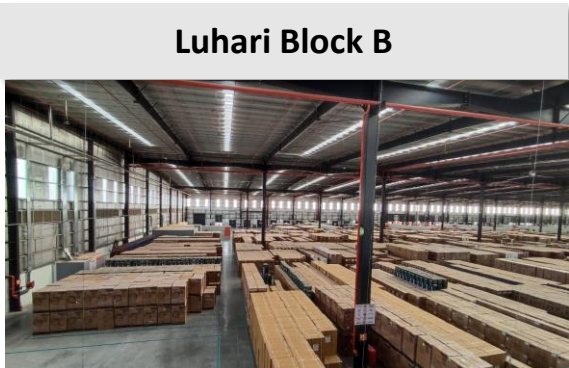


- Grade A Warehouse**
 - Developing 3 warehouses totalling 1.4 mmsf at Luhari Logistics Estate
 - 1st warehouse 0.5 mmsf delivered in Mid 2021 and 2 warehouses currently in development with a delivery in late 2021 and Early 2022
- Multi – Client Facilities**
 - MLL's Pan India network manages fulfilment and distribution of client services within the E-commerce, Consumer and Engineering Industries
- Sustainability Standards**
 - Standard includes Liquid Discharge Management, Renewable Energy, and Waste Management
 - 20 acres of Miyawaki Forest Plantation, Solar Power Generation and distribution of warehouse and common infrastructure energy
- Employees**
 - Employing over 2,500 employees and third-party associates across facilities
- Monitoring Measures**
 - Warehousing air calculation, Temperature, Energy and Water usage

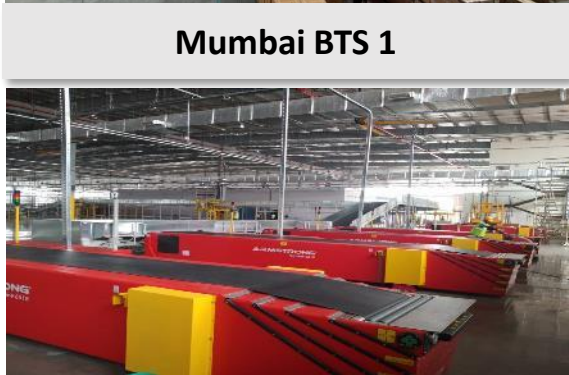


Way Forward

1.7 MSFT BTS, Aggregate 2.3 MSFT capacity to aid performance



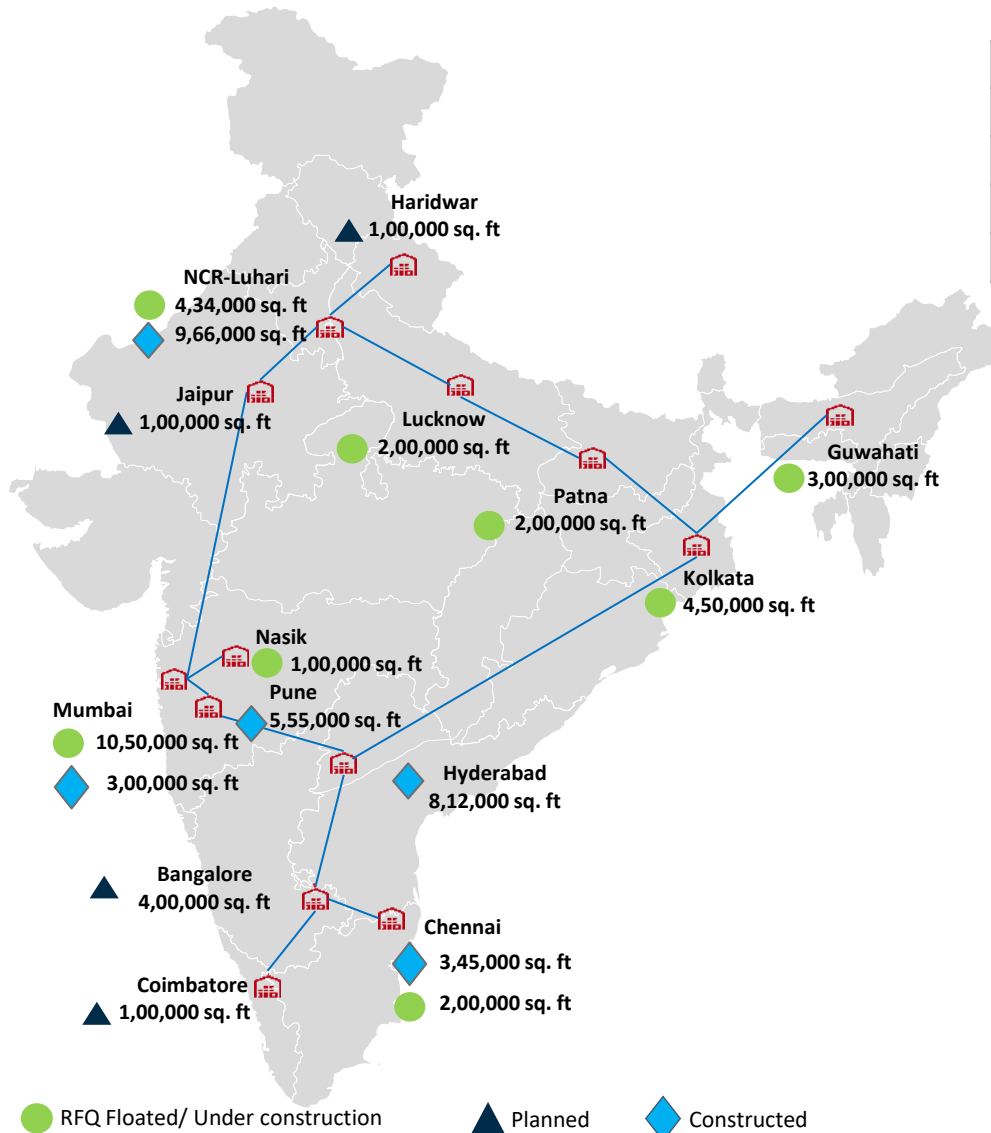
Luhari Block B



Mumbai BTS 1



Pune BTS 3



BTS gone live in FY22

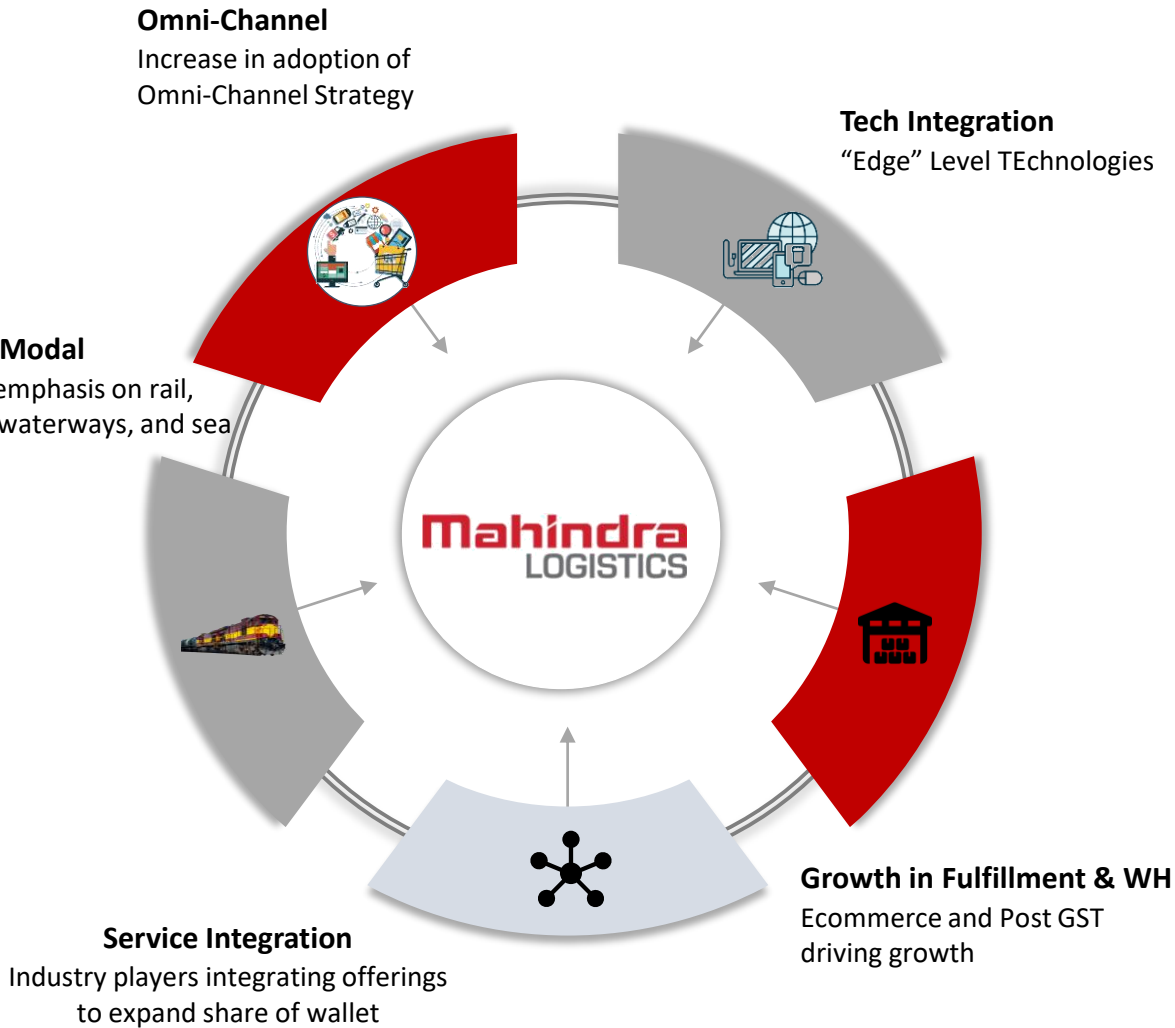
Zone	Location	Area (sq. ft.)
North	Luhari	9,66,000
South	Hyderabad	1,95,000
West	Pune	2,65,000
West	Mumbai	3,00,000

Hyderabad BTS 2

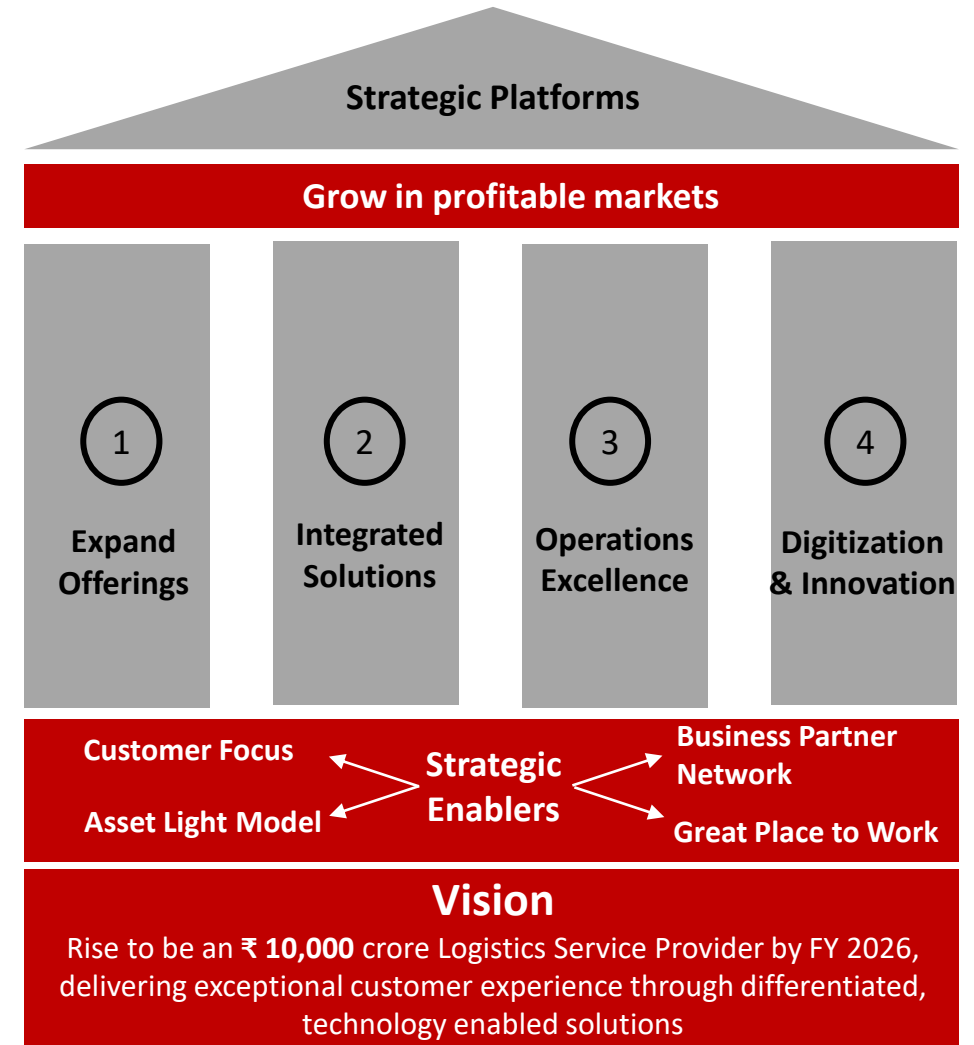


Well poised to take advantage of Industry trends

Industry Trends

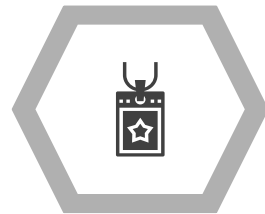


MLL Strategy





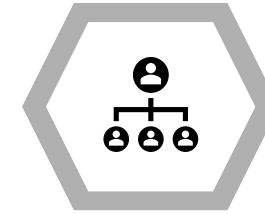
Reducing our Carbon footprint



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:** Enabled 1st Solar powered warehouse with EV charging station at Chakan
 - Reducing energy consumption in warehouse
 - Alternate Fuel MHEs
 - Utilities Optimisations
- **Sustainable last mile delivery solution EDel**
- **Energy Efficiency** by incorporating renewable sources of energy and switching to LED lighting
- Pool transport for employees
- Celebrating topical days- **Earth day**

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



Company :



CIN: L63000MH2007PLC173466

Mr. Yogesh Patel

Chief Financial Officer

CFO.MLL@mahindra.com

www.mahindralogistics.com

Investor Relations Advisors :



CIN: U74140MH2010PTC204285

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