

Ref: MLLSEC/117/2023

Date: 19 August 2023

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

This is further to our intimation dated 10 August 2023 wherein we had given advance intimation of the schedule of the group meeting viz. Warehouse site visit with several Analysts/Institutional Investors/Funds.

In compliance with Regulation 30(6) read with Schedule III and other applicable provisions of the SEBI Listing Regulations, we hereby inform you that the Company has today viz. Saturday, 19 August 2023, concluded the physical (in person) group meeting and warehouse site visit at its warehouse at Bhiwandi, Thane, Maharashtra. Details of the Management Team and the Analysts/Institutional Investors/Funds who participated in the Meeting are given in Annexure I enclosed herewith.

The said Analysts/Institutional Investors/Funds were briefed on general business overview, network strategy, warehousing footprint and facility overview, technology and digitisation initiatives of the Company. The presentation made to the Analysts/Institutional Investors/Funds during the group meeting is enclosed herewith as Annexure II.

The briefing and the presentation was followed by a walkthrough of the operations handled at the warehouse and a Questions & Answers session with the Management Team of the Company.

No Unpublished Price Sensitive Information was discussed/shared by the Company during the said interaction. The group meeting commenced at 10:30 a.m. (IST) and concluded at 2:00 p.m. (IST).

This intimation is also being uploaded on the website of the Company and can be accessed at the weblink: <https://mahindralogistics.com/investor-relations>.

Kindly take the above on record.

Thanking you,
For **Mahindra Logistics Limited**

Ruchie Khanna
Company Secretary
Enclosures: as above

“Mahindra Logistics Limited - Warehouse Site Visit at Bhiwandi, Thane, Maharashtra”
19 August 2023

MANAGEMENT TEAM OF THE COMPANY:

Sr. No.	Name	Designation
1.	Mr. Rampraveen Swaminathan	Managing Director & CEO
2.	Mr. Prasanna Pahade	Vice President – Auto & Farm Business
3.	Mr. Vishal Barnabas	Vice President – Consumer and Manufacturing Business
4.	Mr. Ankur Singhai	Vice President – E-Commerce and Last Mile Delivery Business
5.	Mr. Sreeram Venkateswaran	Chief Executive Officer – MLL Express Services Private Limited
6.	Mr. Saurav Chakraborty	Chief Executive Officer – Lords Freight (India) Private Limited
7.	Mr. Kannan Chakravarthy	Chief Operating Officer – MLL Mobility Private Limited
8.	Mr. Rajesh Shetty	Vice President – Operations Excellence
9.	Mr. Sreenivas Pamidimukkala	Chief Information Officer
10.	Mr. Kishore Fiske	Vice President – Transportation & Procurement
11.	Mr. Edwin Lobo	Vice President – Human Resource, Admin and CSR
12.	Ms. Mansi Nagri	Head – Marketing and Communications
13.	Ms. Ruchie Khanna	Company Secretary
14.	Mr. Sajit Sidharthan	Head, Strategy & Transformation
15.	Mr. Shogun Jain	Strategic Growth Advisors Private Limited, Investor Relations Agency

ANALYST, INSTITUTIONAL INVESTORS, FUNDS PARTICIPATED AT THE WAREHOUSE VISIT:

Sr. No.	Name
1.	Avendus Spark
2.	Axis Capital
3.	Haitong Securities
4.	Kotak Securities
5.	Motilal Oswal
6.	Investec
7.	CLSA
8.	Dolat Capital
9.	HSBC Securities
10.	IIFL Securities
11.	JM Financial
12.	Systematix Group
13.	ICICI Direct
14.	Avagrah Capital



15.	Prithvi Finmart
16.	Ageas Federal Life Insurance
17.	ASK Investment Managers
18.	Nuvama Wealth
19.	Elara Capital
20.	Sharekhan
21.	Quest Investment
22.	ICICI Prudential AMC
23.	Kotak Life Insurance
24.	Nippon India Asset Management
25.	Steinberg Asset Management
26.	White Oak Capital

Mahindra Logistics Investor Meet

Bhiwandi 19 August 2023

Welcome to BOM1-02

MLL Leadership Team



Rampraveen Swaminathan
MD & CEO, MLL



Sreeram V
CEO, MESPL



Ankur Singhai
Head, Ecom & LMD



Kannan Chakravarthy
CEO, MLL Mobility



Vishal Barnabas
Head, Consumer &
Manufacturing



Prasanna Pahade
Head, Auto & Farm



Saurav Chakraborty
CEO, Lords



Mansi Nagri
Head, Marketing & Comms



Kishore Fiske
Head, Procurement



Edwin Lobo
Head, HR



Rajesh Shetty
Head, Operations
Excellence



Sreenivas P
CIO



Sajit Sidharthan
Head, Strategy &
Transformation



Ruchie Khanna
Company Secretary

Safe Harbor

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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.

AGENDA

Business Overview

- Purpose and Vision
- Value proposition
- Segment Overview

Network Strategy & Facility Overview


- Network strategy
- Facility overview: BOM1-02 Bhiwandi

Site Tour

- Distribution Centre - M&M
- Integrated Solutions - CHEP
- MESPL Express Hub
- Automation & Tech Initiatives

MLL Vision, Purpose & Strategic Platform

Vision



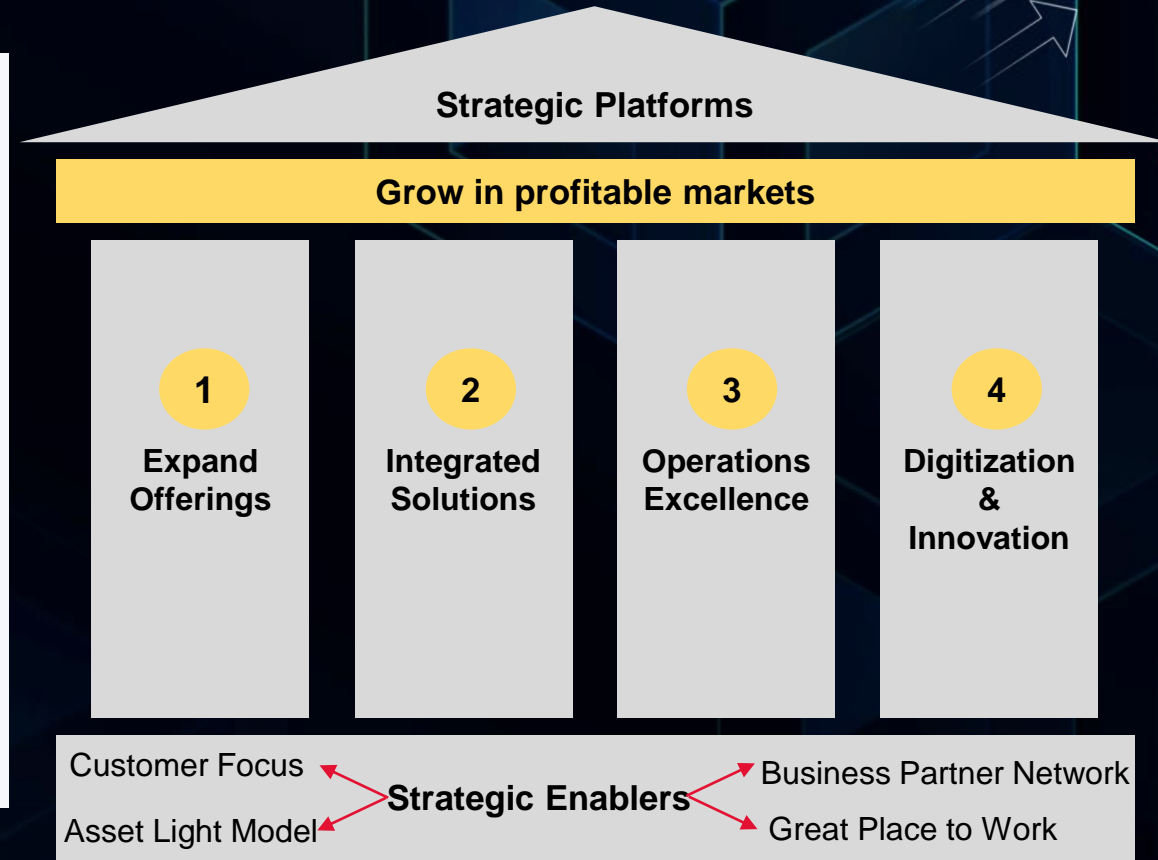
Rise to be an INR 10,000 crore Logistics Service Provider by FY 2026, delivering exceptional **customer experience** through **differentiated, technology enabled** solutions

Purpose

Our purpose

ACCELERATING
COMMERCE
EMPOWERING
COMMUNITIES TO
RISE

Strategic Platforms



Logistics in India - What is the problem we are trying to solve?



Cost



Productivity



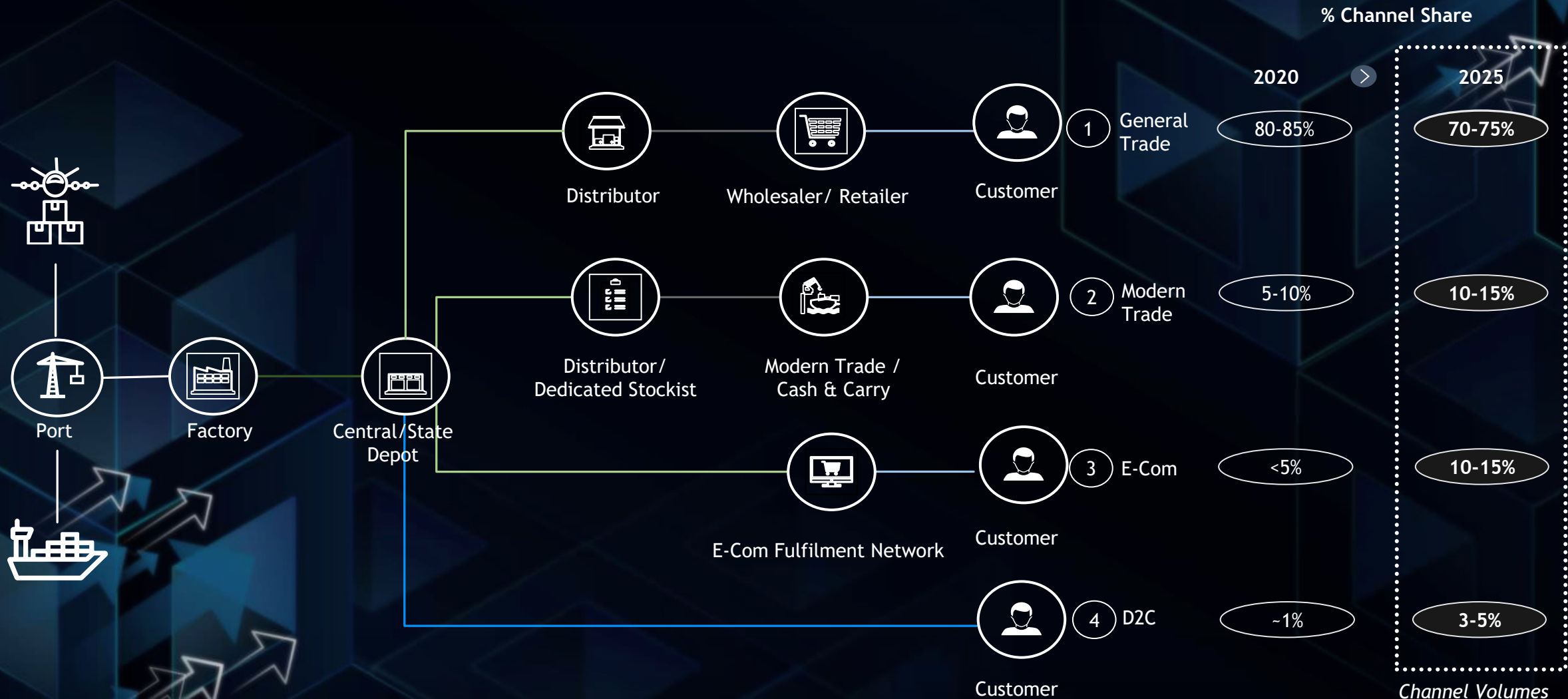
Capacity



Sustainability

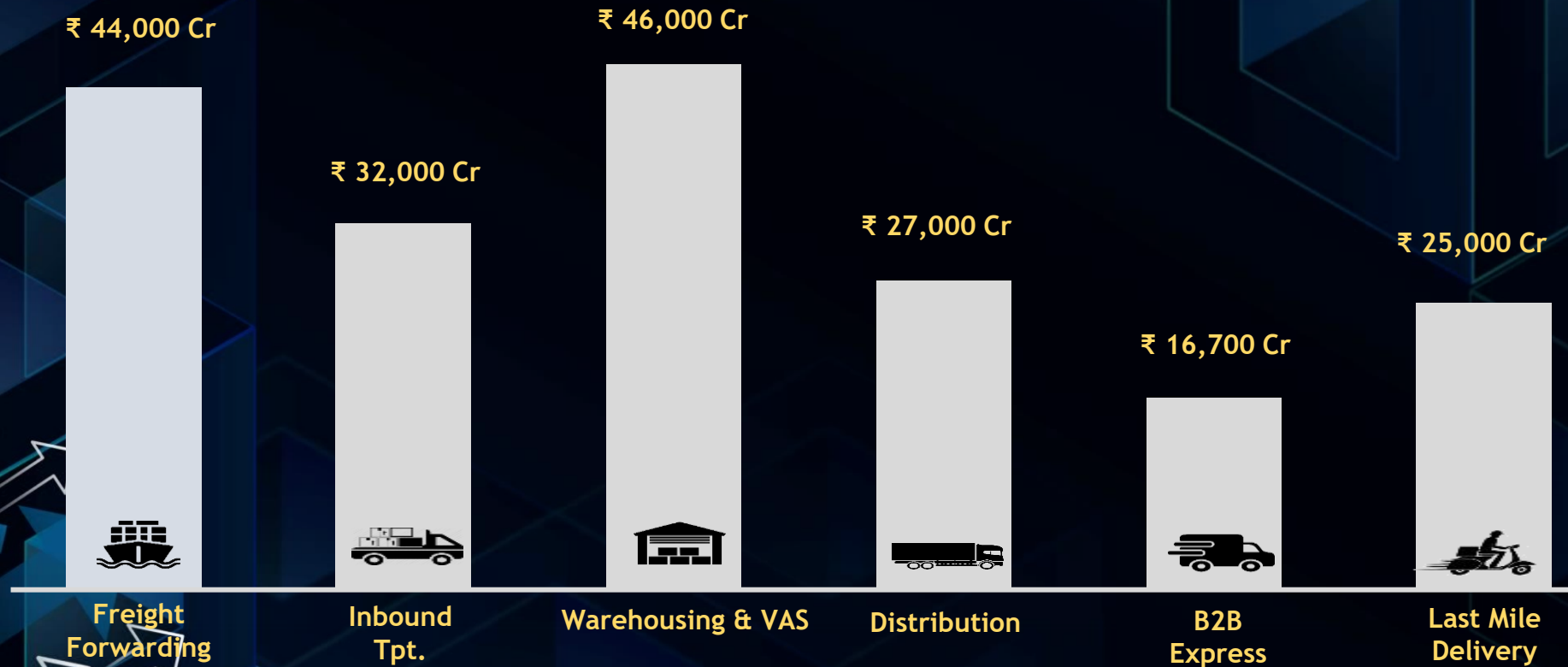
Point of Cost Incidence is different from Point of Benefit

Complexity in supply chain has increased due to Multi-modal & Multi-channel



Segment wise spends on different parts of logistics value chain

Estimated Market Size (Rs. Crore)



Focus on converting individual services into solutions



Integrated Warehousing & Distribution



Inbound to Manufacturing



End-to-end Outsourcing



Returns & Refurbishment



Multi-modal logistics solution



Transport Desk Management



Sort Centre & Fulfilment Center solution



Last Mile Fulfilment solutions

Contract Logistics (3PL)

Key Value Drivers



Annuity income stream



Continuous cost improvement & process capability

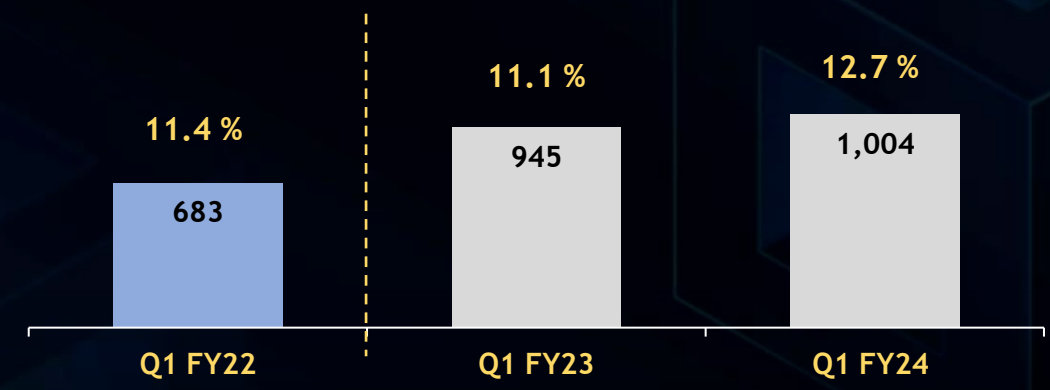


Strategic Network footprint

Operating Highlights



Financials



Last Mile Delivery

Key Value Drivers



Operating Leverage



Flexible capacity and pay per use services



Own fleet of 2W, 3W, 4W vehicles

Operating Highlights

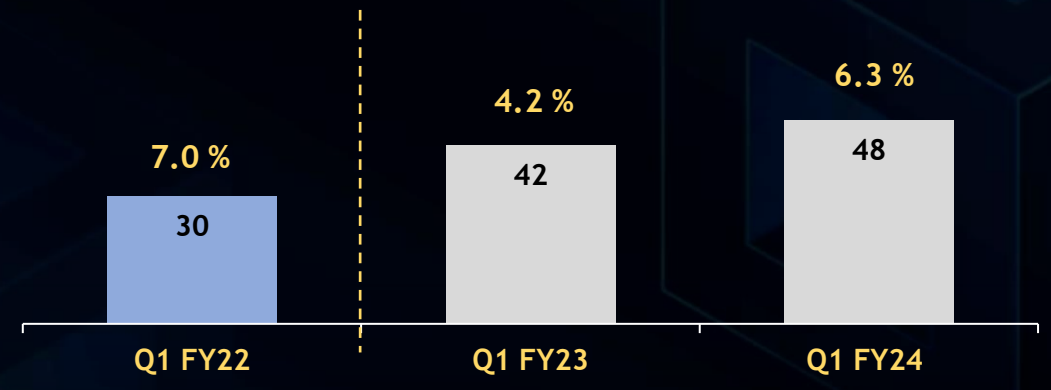
300,000+ orders per day
Volume handled

6,000+ vehicles per day
Fleet deployed

140+ Last mile stations

4,000+ Pin-codes
Geographic Reach

Financials



Cross Border/Freight Forwarding

Key Value Drivers



Strong network of agents across major lanes



Integrated customer services



Customized solutions

Operating Highlights

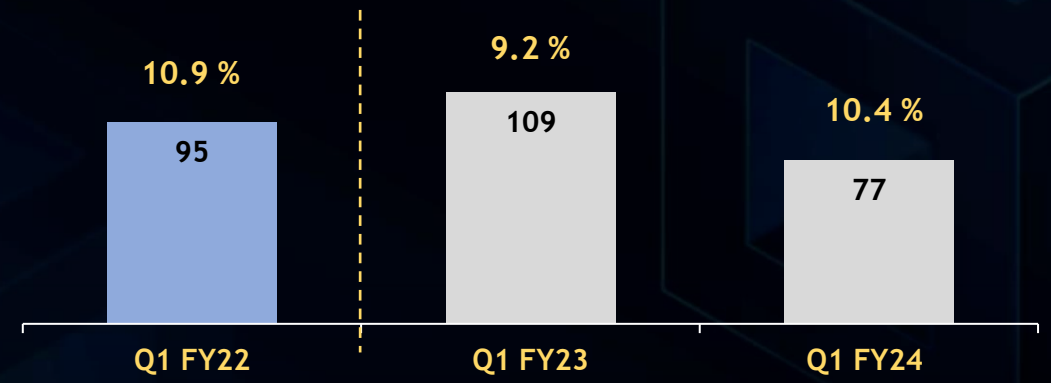
11
Operating locations Pan India

~3,000 TEUs in Q1FY24
Ocean Freight Volume

~2,150 Tonnes in Q1 FY24
Air Freight Volume

50+ Globally
No. of Forwarding Lanes

Financials



B2B Express

Key Value Drivers



Operating Leverage

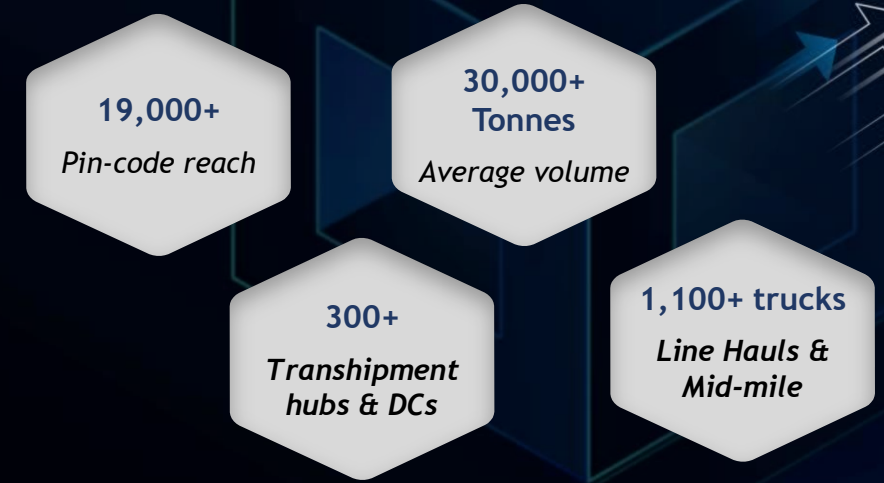


Zero-defect operations



Tech-first approach

Operating Highlights



Financials



Case Study | IWD for a leading consumer company

Customer context

2 DCs, serving similar territories run by client



Hyderabad



Vijayawada



- WH managed by local CFA
- Multiple shifts, low throughput
- 100% distribution through courier parcel
- Rs 100 - 160 cost per case, low distribution visibility



Proposed Solution

- 1 CDC created serving entire AP & Telangana
- 100% courier converted to local transport
- Optimal routes for milk-runs designed cohesively by WH & Tpt.
- Load consolidation, ad-hoc order mgmt. leading to 85%+ vehicle utilization, reduced WH overtime
- Complete co-ordination with customer and distributors by WH staff - limited POCs

Impact Observed

>50% Tpt. cost reduction due to milk-runs

Throughput of 20,000+ cases vs prescribed 14,000

150 complaints to <10 complaints a month

Single shift ops, 90%+ reduction. in WH overtime

Case Study | Integrated solution for a leading pharma player in India

Context

- Channel-wise multiple WH at different locations, away from manufacturing hub
- Multiple vendors managing Warehouse operations & Transportation
- High inventory at all 3 Warehouses leading to higher rental spends

MLL solution

Multi-service, Multi-channel Integrated WH close to manufacturing location

- WH designed for less space & more throughput
- Multi-modal Pan-India delivery
- Deployment of TMS & WMS to improve tracking and manage performance

Impact

~20% reduction in per pallet cost

~30% reduction in overall space requirement

98+% OTIF deliveries

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Network Strategy & Facility Overview

- Network strategy
- Facility overview: BOM1-02 Bhiwandi

Site Tour

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- MESPL Express Hub
- Automation & Tech Initiatives

Supply chain is served by four different networks



Warehousing &
Inventory Management



Full Truck Load

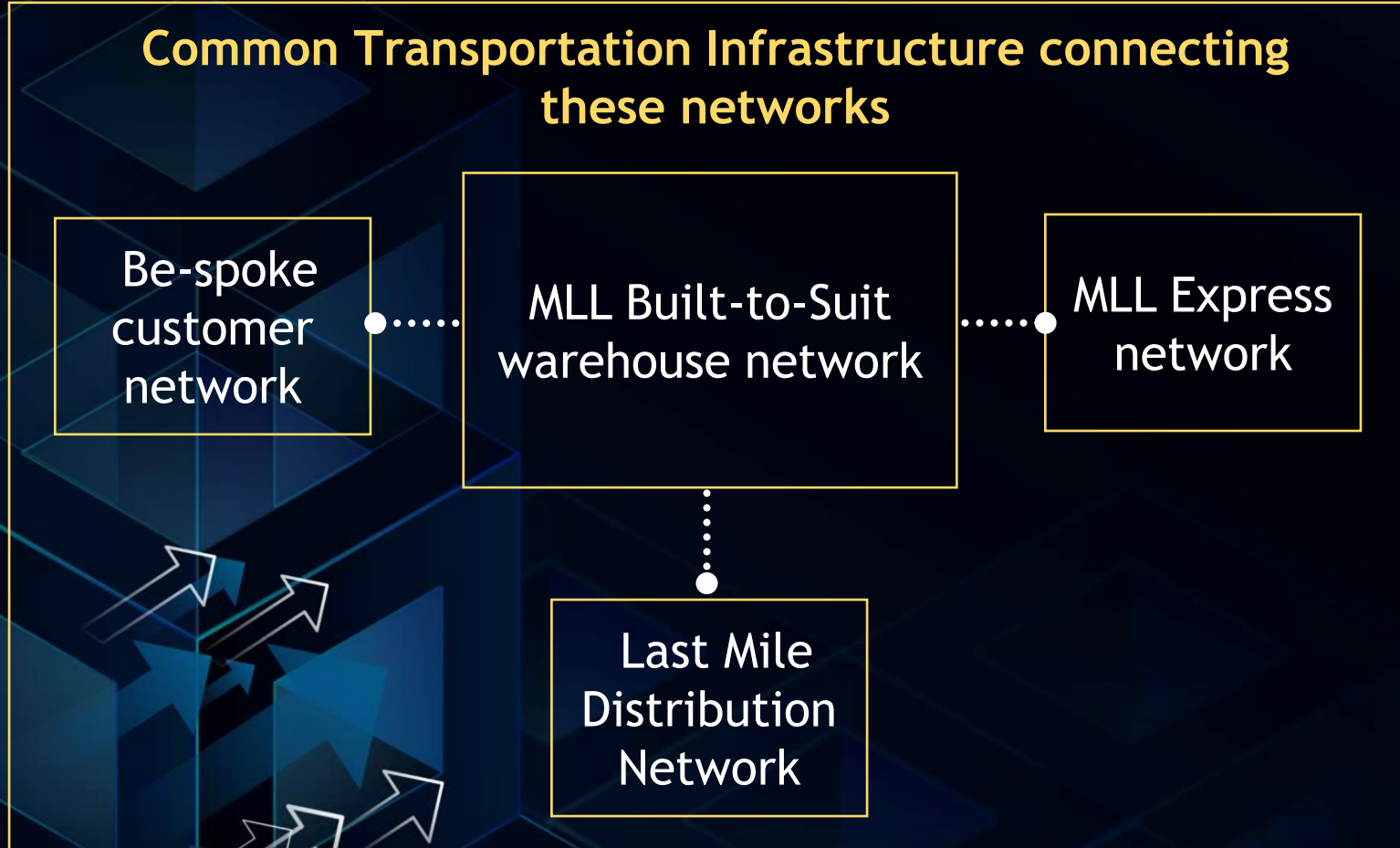


Express & Part
truck load



Last Mile
Distribution

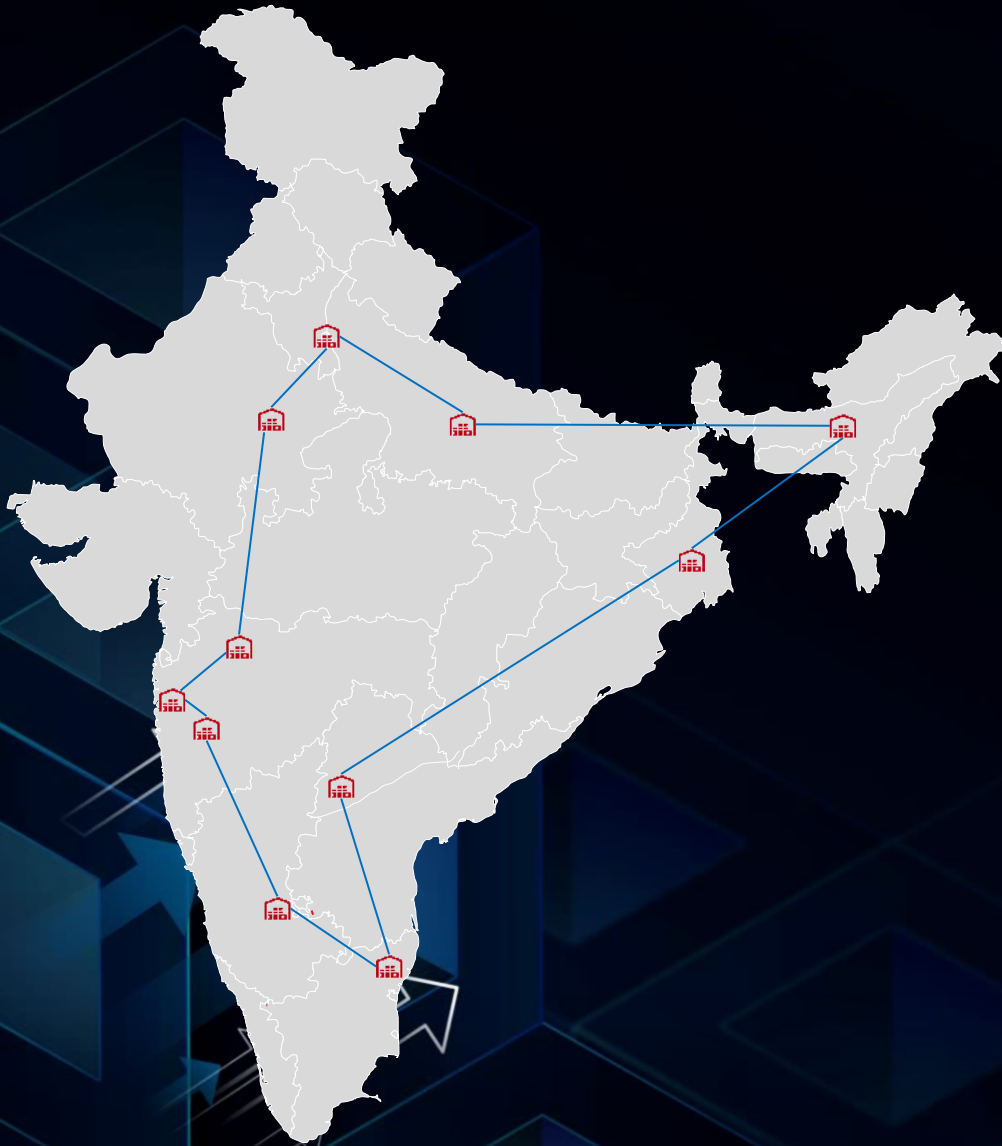
Network design enables integration in a seamless way



3PL > Integrated Solutions

- Increase focus on TCO vs purchased cost
- Create a MOAT with clients
- Access higher share-of-wallet
- Sustainability

1st Layer | Common spine of ~10 Mn. Sq. ft. MLL BTS Warehouses by 2026



Large format Sustainable Warehouses
Driving Scale

Multi-client, Multi-service capability
Enabling flexibility & interoperability

Operational Efficiency
Better Yields & synergy
Sustainability

2nd Layer | Be-spoke 3PL customer network



Exclusive fit-for-purpose warehouses
Customised as per requirement

Dedicated operations
With standard operating metrics

Integration capabilities
With client network

2nd Layer | PTL/Express network driving deeper penetration



Network of Processing centers
~17 locations

Network of Branches & Retail Partners
Driving density across ~200 locations

Best-in-class reach
Connecting 19,000+ pin-codes across India

3rd Layer | Last Mile Distribution Network reaching end consumer

Delivery as Service

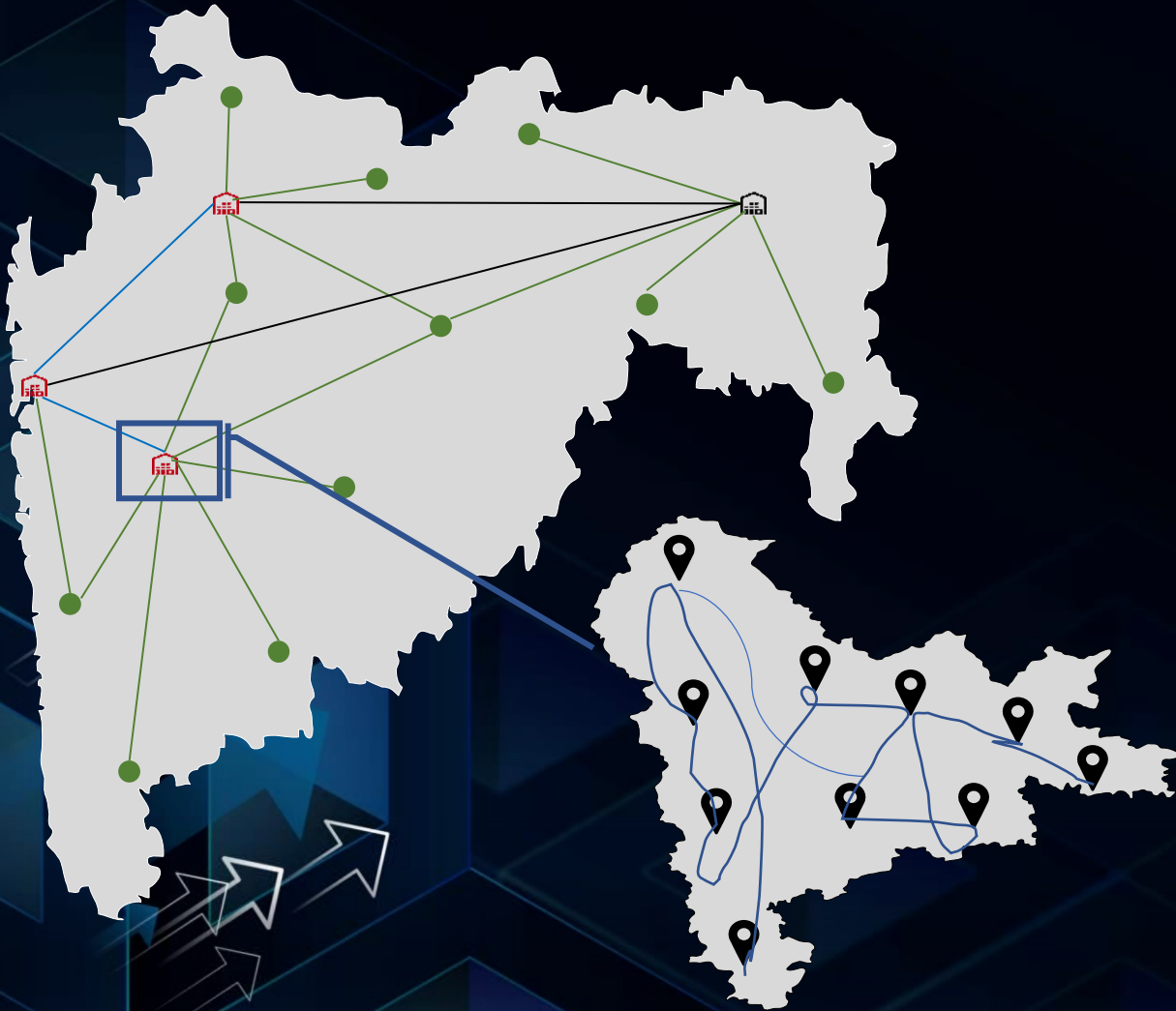
Tech enabled fleet for doorstep delivery

Distribution as a Service

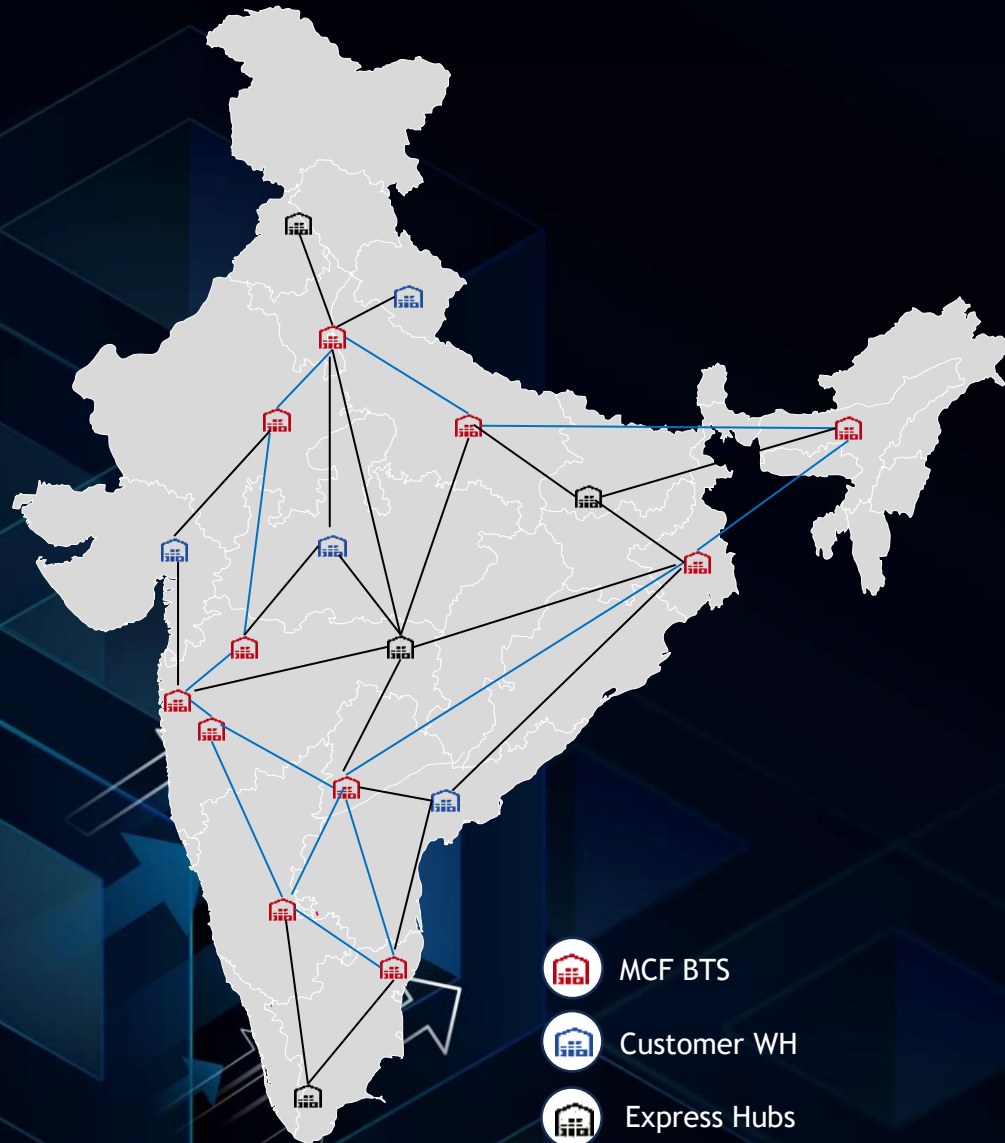
Cross dock DC management + delivery

Fulfillment as a service

Multi brand FC with delivery capability



Long term vision | Integration & Optimization of these networks



Pre-scheduled & Dynamic Mesh

Part-Load movement at FTL cost

Express Hub within BTS Warehouse

Eliminating Pick-up costs & TAT for Express

Operational Efficiency

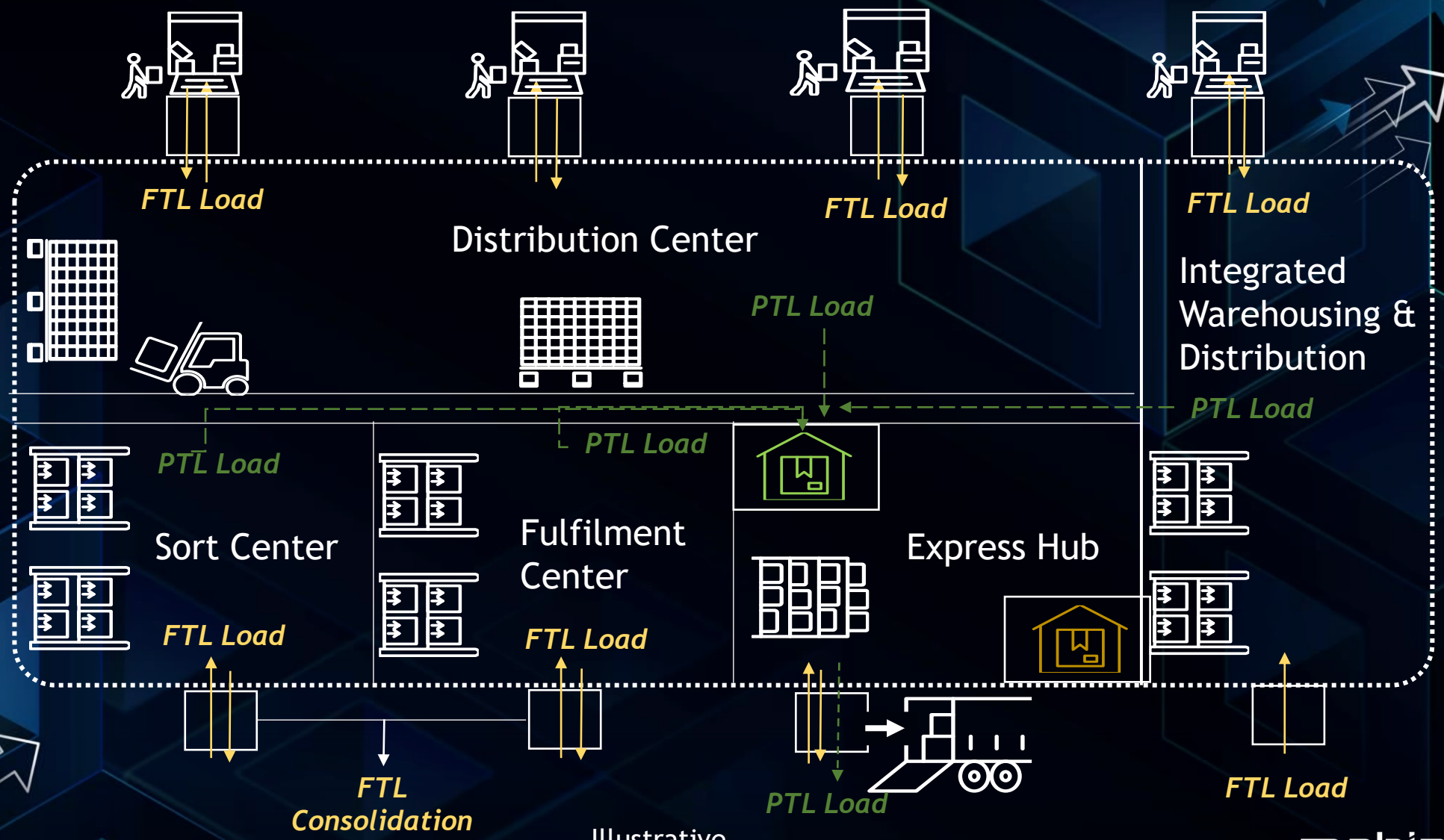
Multiple GTM / Omnichannel from one facility

Purchasing Leverage

Backhaul Optimization

**10-12% potential cost reduction on
overall logistics spend**

MLL Integrated Network Sample

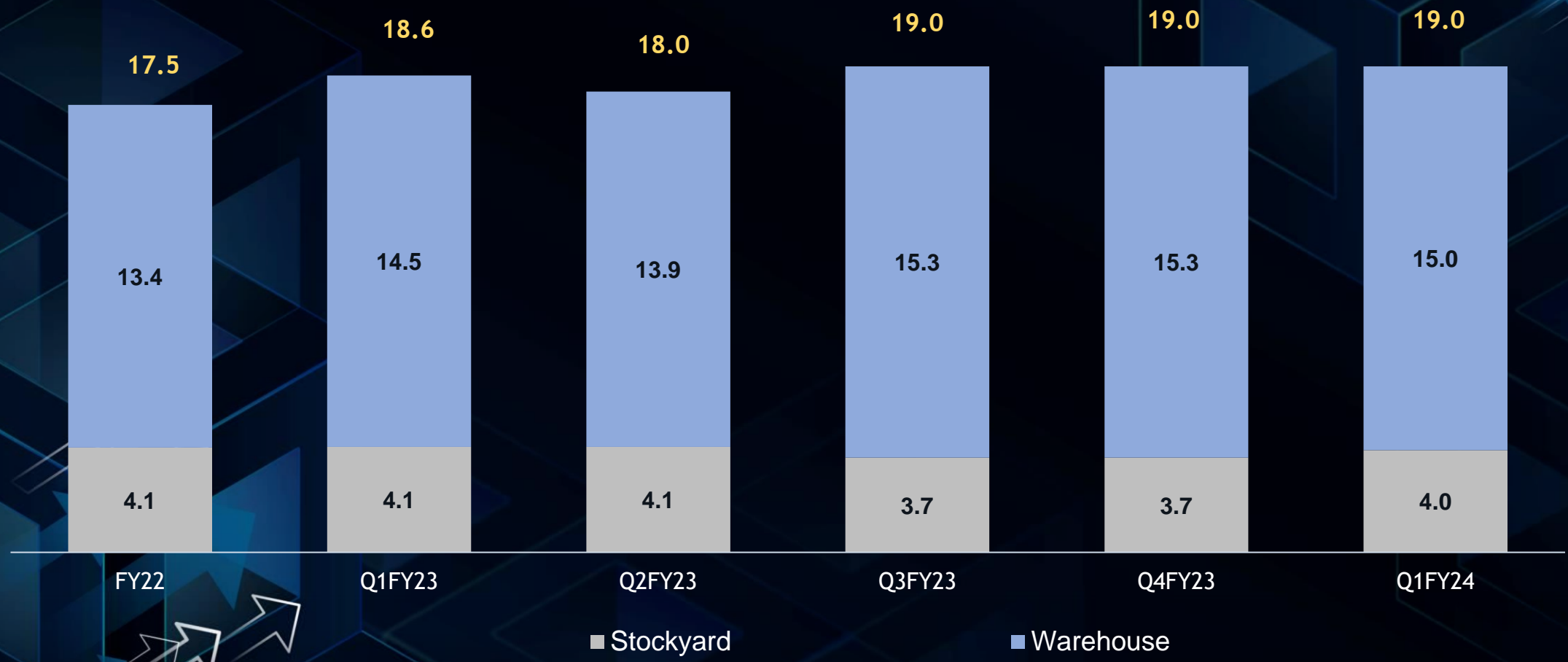


Outward Area
Inward Area

Illustrative

Current Warehousing Network

Space under management (Mn. Sq. ft.)



Note: Numbers above for WH include dry access, not contracted to customers yet

Current BTS Warehousing Network

Chennai:
3.6 Lakh Sq Ft



Gurgaon:
15 Lakh square feet



Nashik:
1.8 Lakh square feet



Pune:
4 Lakh Sq Ft



Bhiwandi:
9.3 Lakh square feet



Hyderabad
8.5 Lakh square feet



Under Construction: • Guwahati: 3 Lakh Sq Ft • Kolkata 4.6 Lakh Sq Ft • Pune 10 Lakh Sq Ft

Overview of BOM1-02: World class Grade A Warehousing Facility in Western India



6,50,000 sq. ft WH space



Number of docks: 84



Floor load bearing capacity: 8 tons/sqm



13 m Clear Height



24 X 7 Security with CCTV monitoring



Primary & secondary links for High-Speed internet connectivity



IGBC Platinum Certification



Skylights for Natural Lighting



Solar Powered Warehouse with DG backup



Regulatory compliance fulfilled



3 EV charging facilities



Sustainable Practices: Rainwater harvesting, Water Treatment Plant, STP, Food waste decomposer

Overview of BOM1-02: Locational Advantage



Strategically located
close to the Mumbai
Metropolitan Region



Great connectivity
to major national and state
highways



**Proximity to
airports & ports**
in western India



Easy access
to industrial clusters &
consumption centers

Overview of BOM1-02: Operational Advantage



Integrated Warehousing & Distribution Solutions



High level of adherence to safety & compliance



Custom built spaces to suit every need



Reduced transition time due to operational readiness



Abundant availability of manpower and talent pool



Equipped to cater to all major end market segments

Mahindra Logistics Investor Meet

Tech Vision

Bhiwandi 19 August 2023

Business Landscape: Varied platforms and variability of customers

Multiple Services



3PL services



Network Services



Mobility Services

Diverse Scope



Transportation



Freight



Inventory Management



Last Mile Delivery

Multi sector



Auto & Farm



Engineering & Manufacturing



FMCG & Durables









Telecom



Ecommerce

LogiOne - A logistics tech eco system

Service Layer

 Freight Forwarding Interface system	 FTL Transport Management System
 B2B Express Platform	 Warehouse Management System
 Last Mile & Micro Fulfilment	 EV Cargo Management Platform

Live individual component system solving for majority use cases

Integration Layer


Integrated Logistics Platform



Data layer providing insights to manage end to end supply chain

Optimization Layer

	Optimization Tools
	Site DWMS Platform

Tools to drive productivity and optimization across process

Logi Freight - FTL Transport Management System

Capabilities



Contract Management



Trip Management (Single / Multi pick)



GPS integrations



Billing



WhatsApp Integration for POD

mycargo360.mahindralogistics.com/consignments

LOGIFREIGHT MAHINDRA LOGISTICS LTD

Home Bookings Deliveries Vehicles/Drivers Reports ControlTower Settings

Consignments Planner Trips

Create Consignment (manual)

Ref	DO Nos	Ref#	Ref1#	Requested By	Consignor	Consignee	Summary	Weight	Transporter	Status	Pickup Ready	Actions
107818082	MH1227 241095	CDET 12 '62100 9H6S		SIEMENS LTD	SIEMENS LTD / SL-Bhiwandi	Hertz Enterprises / Electricals / Hosur-402720 Zuuzvadi Hosur 65	[SL-Bhiwandi-MLL], Bhiwandi Bhiwandi -> [SL-Bhiwandi-MLL], Hosur-402720 Zuuzvadi Hosur	4.6 Kgs	MLL NETWORK	Waiting for dispatch	30-Dec- 2022 12:00 AM	
Unassigned	CT2213 362426	275094 789		BOSCH LTD	BOSCH LTD / Kanchipuram	GOODWILL ENTERPRISES / Mangaluru-17 023544 Kanchipuram -> [BOSCH LTD-CHENNAI- 602105-MLLB], Mangaluru	2.0 Kgs		Waiting for dispatch	30-Dec- 2022 12:33 PM		
107818081	MH1227 241090	CDET 12 '62100 9H6S		SIEMENS LTD	SIEMENS LTD / SL-Bhiwandi	Formoplastic Controls Pvt Ltd / Tiruvallur-4 0218535 Tiruvallur Tiruvallur	[SL-Bhiwandi-MLL], Bhiwandi Bhiwandi -> [SL-Bhiwandi-MLL], Tiruvallur Tiruvallur	32.05 Kgs	MLL NETWORK	Waiting for dispatch	30-Dec- 2022 12:00 AM	

Logi Pick - Warehouse management system

Capabilities



Guided Put-aways & Picking



Scan-based Inbound



Replenishment



Real-time Inventory Visibility



Multiple storage (Rack, Ground, Shelf)

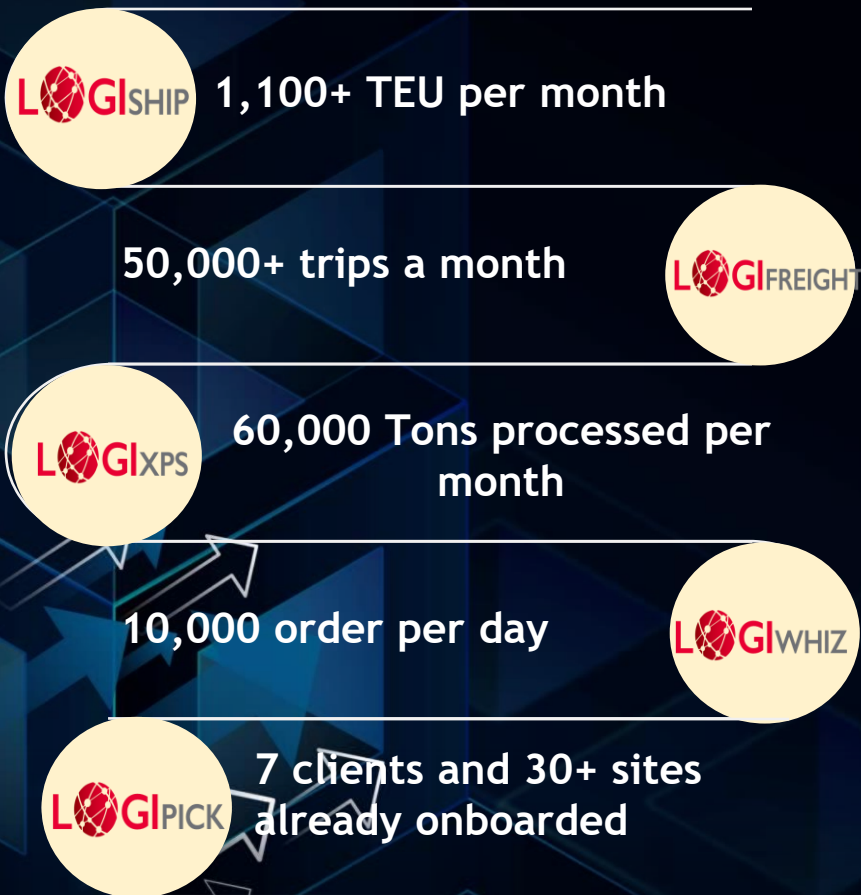


Cycle count

The screenshot displays the Logi Pick web application interface. The top navigation bar includes the company logo, a search bar, and the user name 'PRATYUSH'. The left sidebar shows a menu with categories like 'FOSSIL INDIA', 'Dashboard', 'Master', 'Inbound', 'Outbound', 'Inventory', and 'Report'. The 'Inbound' menu is expanded, showing options like 'GRN', 'Assign IB Confirm', 'GRN Confirmation', 'Generate Put', 'Put Process', and 'Assign Putter'. The main content area shows a 'GRN Form/registration' page with various input fields for Date, Type, Invoice No, Invoice Value, Invoice Date, Vehicle No, Dock No, Supplier, Supplier Order No, Tax Group, BA Name, Ref 1, Ref 2, Ref 3, and Special Instructions. Below the form is a 'GRN Details' table with columns for Date, Reference No, Item Code, Item Name, UOM, Qty, Mfg Date, Exp Date, Batch No, and Action. The table currently shows one row with a '+' icon in the Action column. The footer contains the copyright notice '© Mahindra Logistics Ltd - All rights reserved.' and the iPrism logo.

Our roadmap ...

Where we are - Services for existing customers



Where we want to be?

LOGIONE

LogiOne as an open architecture which will connect with external 3rd party system

Question & Answers