



Date: 17/01/2023

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
--	--

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Obligations and Disclosure Requirements) Regulations, 2015 and Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information in terms of Regulation 8 of SEBI (Prohibition of Insider Trading) Regulations, 2015, the following is our business update for the nine-months ended December 31, 2022 ("the period"):

1. This nine-month period witnessed a strong revenue growth, with multiple tailwinds in the form of rising income levels, new models launches by our partner OEM (Original Equipment Manufacturer) and changing lifestyle preferences leaning towards a rise in premium/luxury automobile ownership. The highly profitable after-sales business showed strong growth in the same period.
2. The consolidated total revenue from operation for 9MFY23 and 9MFY22:

Particulars (Rs. in Cr)	9MFY23 (Proforma)	9MFY22 (Proforma)	YoY
Total Revenue from Operations (Including Agency Sales)**	3,384	2,395	41.29%
Vehicle sales (including Agency Sales)**	2,832	1,970	43.76%
After-sales service and spare parts and others	552	425	29.88%

** W.e.f. October 1, 2021, dealership agreement of the Landmark Cars Limited ("LCL") and Landmark Cars East Private limited ("LCEPL") for sale of new cars with Mercedes-Benz India Private Limited (MBIL) has materially changed and converted to an agency model whereby all new car sales are made directly to customers by MBIL. Under the agency agreement, customers now place orders through LCL directly to MBIL on which LCL and LCEPL earns commission on each sale of Mercedes-Benz cars. The proforma revenue from operations above includes the revenue from sale of cars through agency model to enable a like for like comparison.

Landmark Cars Limited.
(formerly known as Landmark Cars Private Limited)
CIN : U50100GJ2006PLC058553 | GSTIN : 24AABCL1862B1Z2

Registered Office : Landmark House, Opp. AEC, Near Gurudwara, S.G. Highway, Thalaj, Ahmedabad -380059 | Tel : +91-7966185555
Email: info@landmarkcars.in | Website : www.grouplandmark.in



The vehicle sales revenue in the period under discussion could have been higher as the sales was impacted by chip shortage and the supply chain disruption due to geo-political situation.

The total revenue from after-sales service and spare parts in the previous year was skewed in favour of the second half of the year due to partial Covid-19 lockdown in the first half.

3. During the period, the Company opened 3 new outlets of BYD brand in Delhi-NCR and Mumbai, opened 2 new outlets of Jeep brand in Navi Mumbai, replaced two small workshops with a much larger workshop of Mercedes Benz in Kolkata. The company also shut non-viable 7 outlets of Renault in Punjab.
4. The company has utilized Rs. 138.00 crores as on 31st December 2022 out of the Net Proceeds of IPO to repay working capital loans in line with Utilisation of Net Proceeds as stated in Prospectus.

The above information is provisional on a consolidated basis and 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 Landmark Cars Limited

Amol Arvind Raje
Company Secretary and Compliance Officer