



Date: 13/02/2023

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
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Dear Sir/Madam,

**Subject: Press Release titled “Landmark Highest Ever Performance in 9MFY23”**

We are enclosing herewith the above mentioned press release issued by the Company, the content of which is self-explanatory.

This is for the information of the exchange and the members.

Thanking you

Yours faithfully

**For Landmark Cars Limited**

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**Mr. Amol Arvind Raje**  
**Company Secretary and Compliance Officer**  
**(A19459)**

**Date: 13<sup>th</sup> February, 2023**

**Place: Mumbai**

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, Thaltej, Ahmedabad -380059 | Tel : +91-7966185555  
Email: info@landmarkcars.in | Website : www.grouplandmark.in



## Landmark Highest Ever Performance in 9MFY23

**Monday, February 13<sup>th</sup> 2023, Mumbai** – Landmark Cars Limited (BSE: 543714 & NSE: LANDMARK), one of the leading premium automotive retail business in India, announced its Unaudited Financial Results for the quarter and nine-months ended December 31, 2022.

### Consolidated Result Highlights

#### 9MFY23 Performance

- Proforma revenues (including value of car sold under Mercedes Benz Agency Model) grew by 41% on a YoY basis to reach Rs. 33,824 Mn and crossed our full year performance during FY22. This growth was driven by solid performance across both new car and after sales verticals
- Gross profit for 9MFY23 stood at Rs. 4,560 Mn as compared to Rs. 3,369 Mn in 9MFY22
- With a strong operating leverage in play, we recorded our highest ever EBITDA of Rs. 1,908 Mn (45% YoY growth). EBITDA in the nine month period has already surpassed our full year EBITDA for FY22.
- Our PBT before exceptional items also followed a better growth trajectory and stood at Rs. 853 Mn (51.5% YoY growth). Having repaid Rs. 1,380 Mn, we expect to record significantly lower interest expense from Q4FY23 onwards which will further elevate our profitability
- In 9MFY23, PAT stood at Rs. 608 Mn (after exceptional item loss of Rs. 103 Mn) as compared to Rs. 471 Mn in 9MFY22

#### Q3FY23 Performance

- Proforma revenue (including value of car sold under Mercedes Benz Agency Model) for the quarter saw a 23% upsurge on a YoY basis to reach Rs. 12,031 Mn
- Gross profit for Q3FY23 stood at Rs. 1,629 Mn as compared to Rs. 1,385 Mn in Q3FY22
- In Q3FY23, EBITDA stood at Rs. 734 Mn as compared to Rs. 539 Mn in the corresponding quarter last year
- In Q3FY23, PAT stood at Rs. 258 Mn (after exceptional item loss of Rs. 64 Mn) as compared to Rs. 191 Mn in Q3FY22

**Commenting on the performance Mr. Sanjay Thakker, Promoter and Chairman, Landmark Cars Limited said,**

*“This has been a momentous quarter for the company with the recent listing on stock exchanges, working on new initiatives internally and launching deliveries of a new OEM partner. We would like to thank all our stakeholders for the confidence shown in us and as our tag line suggests – You Drive Us!*

*The Indian car market is witnessing a radical shift towards premium brands. The premium cars growth is outshining the overall growth in the Indian cars industry. Global OEMs are looking at India as a prominent market with substantial growth potential. Landmark with its portfolio of premium brands is fully geared to capture a lion’s share of this growth.*

*We recorded our best ever performance over this nine-month period. Our proforma revenues, which include value of cars sold under the Mercedes-Benz Agency Model, grew by 41% YoY, with our PAT growing by 30% YoY (after exceptional Loss of Rs. 103 Mn).*

*Recent awards won by Landmark are a testament of our leadership position in the Indian premium cars market. Our stellar performance during the nine-month period demonstrates underlying strength of our comprehensive business portfolio. The formidable position we have been in, over the years will only further solidify with streamlined, efficient operations, an incredible talent pool delivering high-quality customer service and further strengthening the deep OEM relationships and networks built over the years.”*

**About Landmark Cars Limited:**

Landmark Cars Limited is the leading premium automotive retail business in India with dealerships for Mercedes-Benz, Honda, Jeep, Volkswagen, BYD and Renault. The company also caters to the commercial vehicle retail business of Ashok Leyland in India. Company has its presence across the automotive retail value chain, including sales of new vehicles, after-sales service and repairs, sales of pre-owned passenger vehicles and facilitation of the sales of third party financial and insurance products.

For more information, please visit - [www.grouplandmark.in](http://www.grouplandmark.in)

**Safe Harbour Statement:**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

**For more information please contact:**



**Landmark Cars Limited**

CIN No: U50100GJ2006PLC058553

Mr. Amol Raje

Company Secretary & Compliance Officer

[companysecretary@landmarkindia.net](mailto:companysecretary@landmarkindia.net)

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt Ltd.**

CIN No: U74140MH2010PTC204285

Aakash Mehta / Shikha Puri

T: +91 98191 78243 / +91 98192 82743

E: [aakash.mehta@sgapl.net](mailto:aakash.mehta@sgapl.net) / [shikha.puri@sgapl.net](mailto:shikha.puri@sgapl.net)