



Date: 16/10/2023

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: 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Obligations and Disclosure Requirements) Regulations, 2015 and Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information in terms of Regulation 8 of SEBI (Prohibition of Insider Trading) Regulations, 2015, the following is our business update for the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 six months ended September 30, 2023 ("the period"):

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

Particulars (Rs. in Cr)	Q2FY24	Q2FY23	YoY	Q1FY24	QoQ	H1FY24	H1FY23	YoY
	(Proforma)	(Proforma)		(Proforma)		(Proforma)		
Total Revenue from Operations (Including Agency Sales)	1,116	1,148	-2.8%	935	19.4%	2,051	2,179	-5.9%
After-sales service and spare parts and others	210	188	11.7%	190	10.5%	400	358	11.7%
Vehicle sales (including Agency Sales) *	874	948	-7.8%	728	20.1%	1,602	1,800	-11.0%
Pre-owned vehicle sales including commission	32	12	166.7%	17	88.2%	49	21	133.3%

* The proforma revenue from operations above includes the revenue from sale of cars through Mercedes-Benz cars agency model. 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 business continued to show traction with the after sales business remaining robust and car sales business registering a strong growth on a sequential basis. On a YoY basis a marginal degrowth was witnessed on account of supply chain constraints. Within Q2FY24, September month registered highest revenue and showcased normalized vehicle supply across majority of our OEM partners.
- The company has started trading in pre-owned cars of the brands that it represents, making it a meaningful pillar going ahead. The initial results have been encouraging and the company is on track to achieve its targets for FY24.
- The company expects better supply of vehicles across OEMs in H2FY24. Coupled with new launches, festive season, opening of new outlets and a stable supply of vehicles, H2FY24 is expected to grow on a YoY basis.

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,

Landmark Cars Limited
Amol Raje
Company Secretary and Compliance
Membership No. A19459

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

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