

Ref: MLLSEC/99/2024

22 July 2024

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: Chairman’s Presentation at 17th Annual General Meeting

Please find enclosed copy of the presentation to be made by the Chairman at the 17th Annual General Meeting scheduled to be held today, i.e. Monday, 22 July 2024 at 3:30 p.m. (IST).

This intimation is also being uploaded on the Company’s website and can be accessed at the weblink:
<https://mahindralogistics.com/corporate-announcement/>

Thanking you,
For **Mahindra Logistics Limited**

Jignesh Parikh
Company Secretary
Enclosure: As above

RISING BEYOND: **CONNECTING INDIA**

Building India's most comprehensive, multi-service, and interoperable logistics network,
accessible across all regions

Economic Landscape - Navigating complexities

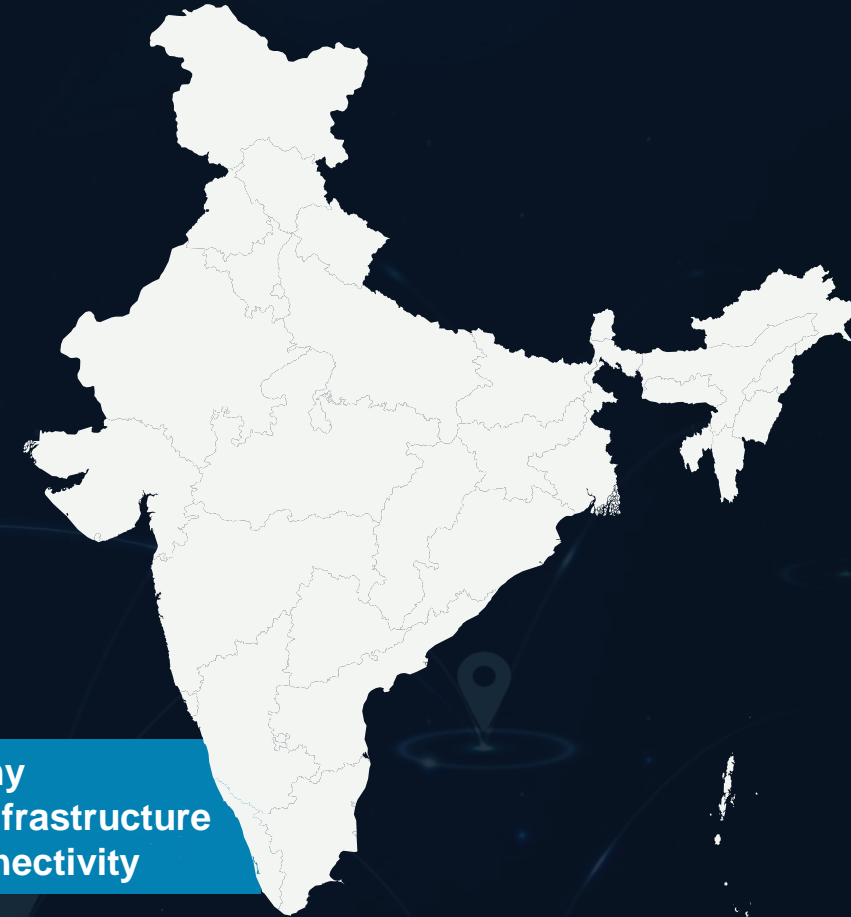


Shift in trade flows across different geographics



Boost for India

- ▶▶ Fastest-growing economy
- ▶▶ Increase in CAPEX for infrastructure
- ▶▶ Enhancing National connectivity

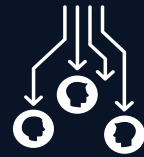


Revolutionizing the Logistics Sector

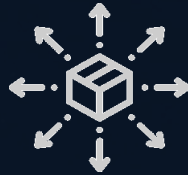
Logistics sector is projected to grow at an annual rate of **8.8%**



National Logistics Policy (NLP)



Integrated Development Gati Shakti



Digitalization ULIP & ONDC



Transformation in surface transport



DFCs to boost multi-modal logistics



Expanded network of airports

Positioning Indian logistics as an attractive global partner, propelling the nation towards **USD 5 trillion economy**

2023-24: A year of transition for the sector

Auto & Manufacturing



Maintained strength

Consumer



Weaker consumer demand

Cross Border



Declining volumes & prices

E-commerce



Experienced over-capacity & consolidation

Agriculture



Difficulties influenced by economic conditions

Optimistic long term growth outlooks, despite short term challenges

Connecting India : Shaping the future of logistics

FOCUS ON



Integrated Solutions



Customer Experience



Resilience & Agility



Reduce Cost to Serve



60% of Top 100 customers utilize more than 2 services & multiple offerings



Last-mile delivery business serves over 6,000 pin codes



Our fleets covered over 500 Mn. kms in 2023-24



17% of the total volume in Auto & Farm transported via rail.



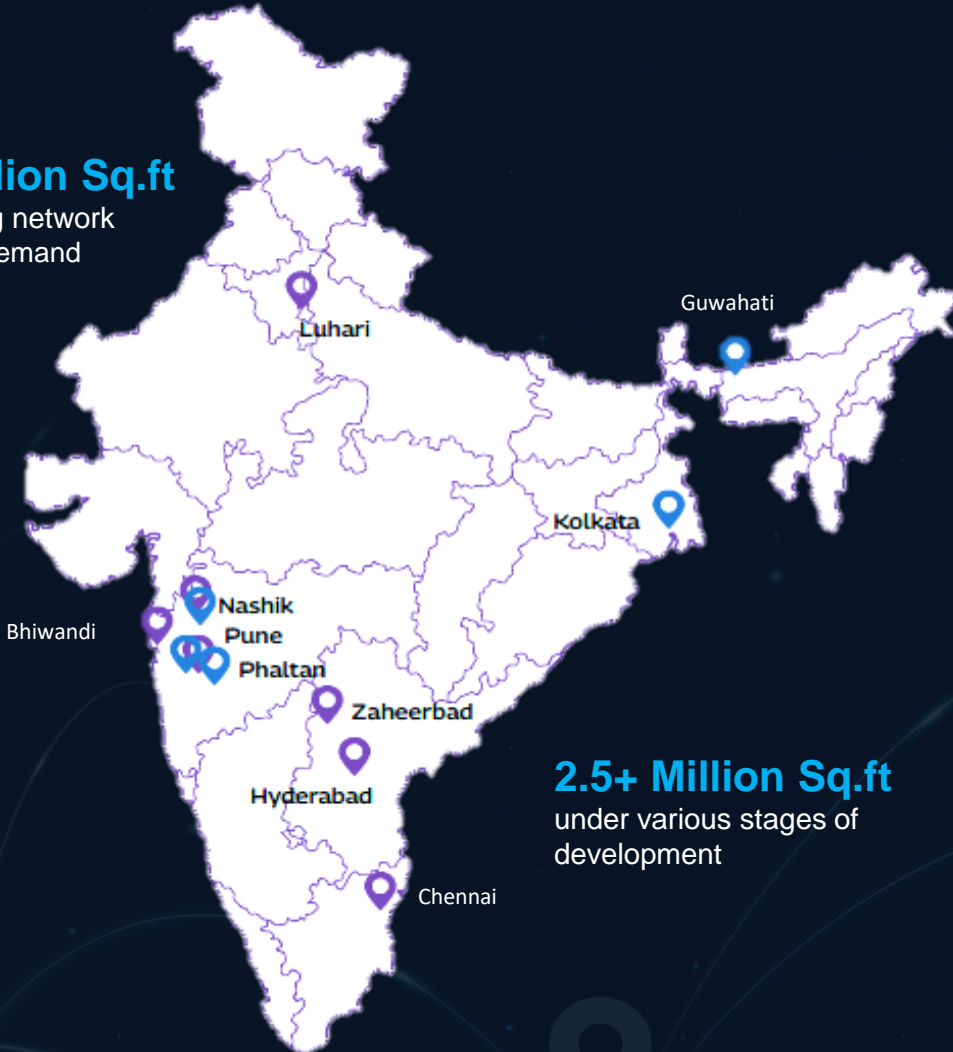
Launched Global Air Charter Business



Development of LogiONE Integrated tech ecosystem

Widening our network with state-of-the-art facilities

4.4+ Million Sq.ft
warehousing network
across key demand
clusters



2.5+ Million Sq.ft
under various stages of
development

Map not to scale

Guwahati



Kolkata



Nashik



Phaltan (Phase-1)



Building a leading logistics institution that provides comprehensive end-to-end solutions.

Carbon Neutral by 2040



Decarbonization

- Sustainability in Transportation
- Reforestation and ecosystem restoration program
- Last Mile Electrification
- Energy-efficient practices
- Green Hour Practices



Green Infrastructure

- Sustainable warehouses and offices
- Solar-powered warehouses
- EV Charging facilities
- Green Hive Dashboard



Pioneering Circularity

- Use of recycled input materials for WHs
- Reusable Packaging material
- Rain-water harvesting
- Inhouse sewage treatment
- Food Decomposers

Technology led Innovation in Logistics



Our Integrated Tech Ecosystem



Incubator Program for Start-ups to co-create future ready solutions



Competition for Tech Gigs, and engineering Students



Great Place to Work

Great
Place
To
Work®



Our family has grown to over
27,000+ members



Highly engaging culture



Fostering Diversity & Inclusion



Creating a safe working environment



Upholding Human Rights

Improving performance in core business, investing in express and last mile

STANDALONE

₹ **4,530** crores
Revenue

₹ **292** crores
EBITDA

11.1%
Gross Margins

CONSOLIDATED

₹ **5,506** crores
Revenue

₹ **229** crores
EBITDA

9.5%
Gross Margins

Subsidiary performance FY 23-24



- ▶▶ Successful turnaround of the business



- ▶▶ Sustained growth in tonnage, -air freight



- ▶▶ Vital long-term investment focusing on expanding the network

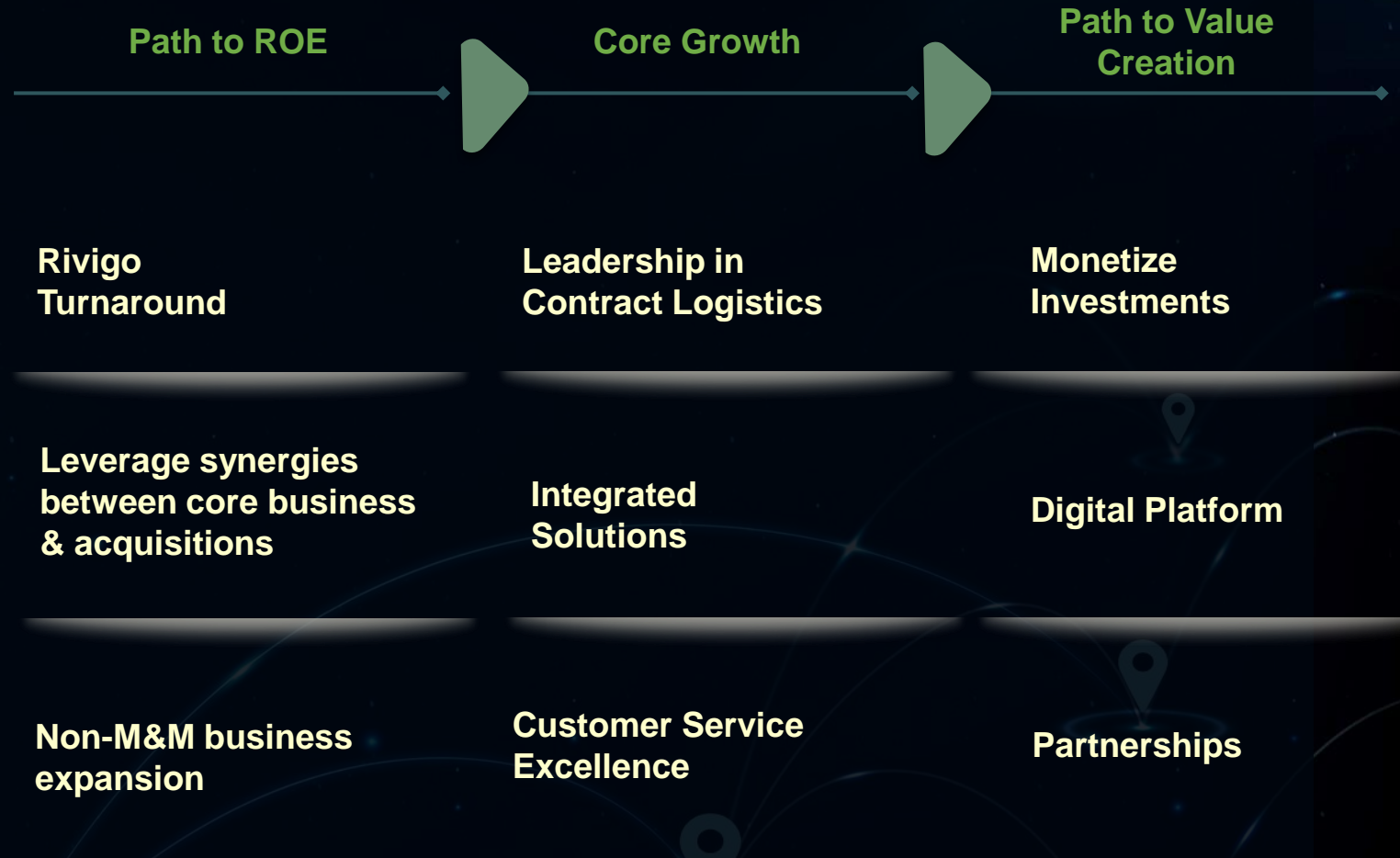


- ▶▶ Increased stake to 60% to capitalise on opportunities in LMD



- ▶▶ Meru acquisition become profitable
- ▶▶ Driving synergy between ETMS and B2C business

Path to Value Creation



THANK YOU

