



Date: August 12, 2025

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400001

To,
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E), Mumbai- 400001

Scrip Code: 543714

Symbol: LANDMARK

Sub.: Investor Presentation for the quarter ended June 30, 2025

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the investor presentation to the Investors for Unaudited Financial Results (Standalone and Consolidated) for the quarter ended on June 30, 2025.

The Investor Presentation can also be accessed on the website of the Company at <https://www.grouplandmark.in/investor-relation.html>.

Request you to please take the same on your record.

Thanking You,

Yours faithfully,

For Landmark Cars Limited

AMOL
ARVIND RAJE
Digitally signed by
AMOL ARVIND RAJE
Date: 2025.08.12
19:32:55 +05'30'

Amol Arvind Raje
Company Secretary & Compliance Officer
Mem. No.: A19459

Encl. as above

Landmark Cars Limited

CIN: L50100GJ2006PLC058553 | 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 Cars Limited

Investor Presentation
August 2025

Mile By Mile,
India's Story,
Our Journey

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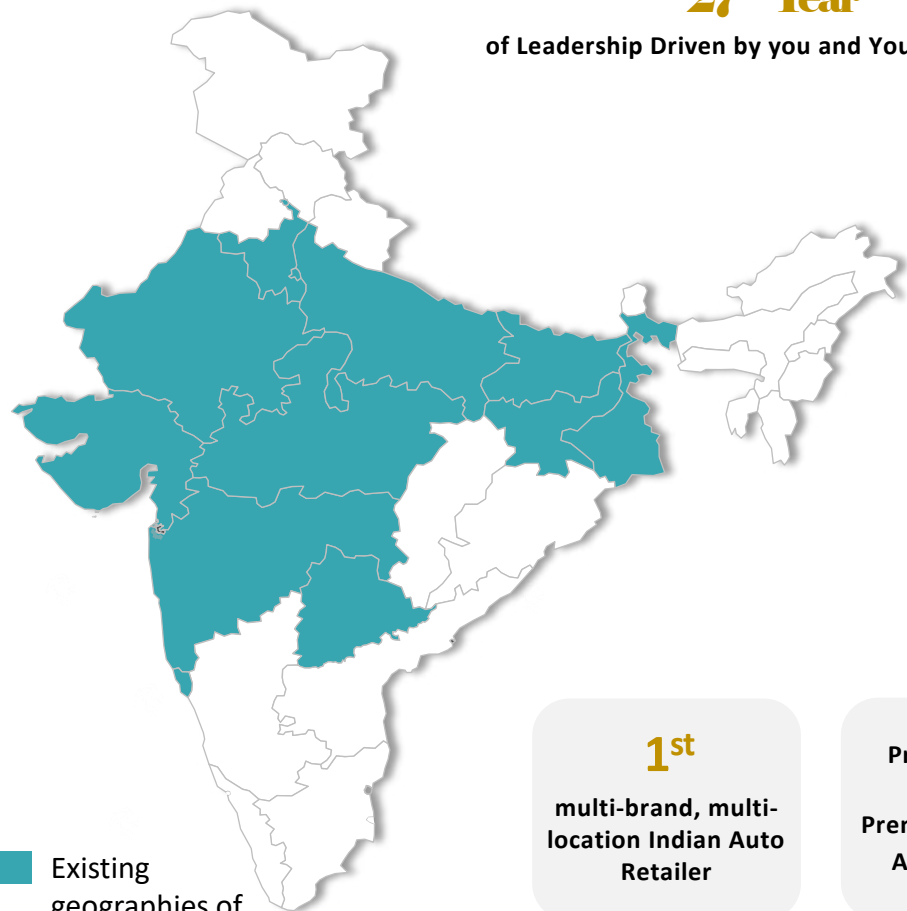


Performance Highlights

Company Overview

27th Year

of Leadership Driven by you and Your Faith in Us



1998

Founding year

~500,000

Customer Base

~5,000

Employee Count

138+3*

Total Outlets

1st

multi-brand, multi-
location Indian Auto
Retailer

Professionally
managed
Premium & Luxury
Auto Retailer

73+1*

Sales Showroom

65+2*

Workshops

12

States

29

Cities

* Upcoming Outlets / Workshops

#Share of sales in India by units for the OEM for Q1FY26 (Wholesale)

1 MG showroom and 1 workshop and 1 Kia workshop to be opened soon

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



Mercedes-Benz

24 Outlets

15.1% Share[#]

17Years of Association



#1

Partner



Jeep & Citroen

15 Outlets

19.1% Share[#]

7.4% Share (Citroen)[#]

8 Years of Association



#1

Partner



BYD

8 Outlets

18.7% Share[#]

3Years of Association



#1

Partner



Mahindra

8 Outlets

1 Year of Association



Ashok Leyland

4 Outlets

14 Years of Association



Honda

27 Outlets

5.3% Share[#]

27 Years of Association



#1

Partner



Volkswagen

23 Outlets

9.7% Share[#]

17Years of Association



#1

Partner



MG

14 + 2* Outlets

3.4% Share[#]

2 Year of Association



#3

Partner



KIA

7 +1* Outlets

Recent Foray



Renault

8 Outlets

3.1% Share[#]

9 Years of Association



Outlet Count as on 12th August '25

New Growth Drivers



MG Cyberster



MG M9

With strong booking pipeline, MG Select will help expand the premium luxury market in India

Both models have received very positive response and have long waiting period

Delivery will begin August onwards



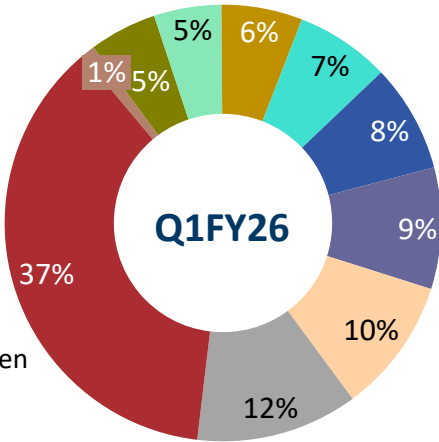
BYD Sealion7



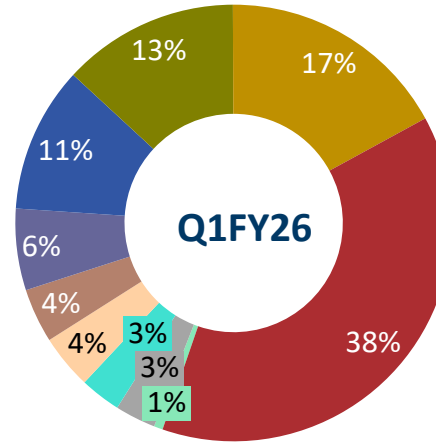
M&M BE 6e and XEV 9e

Future Proofing Brand Portfolio with New Brands Addition

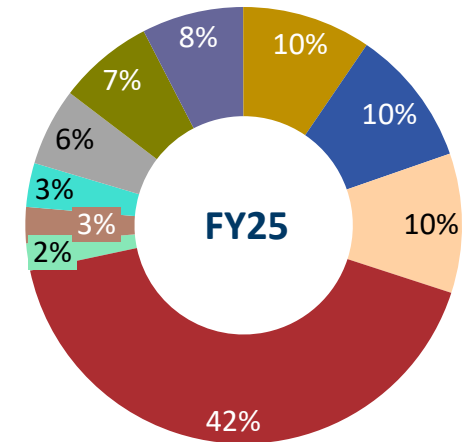
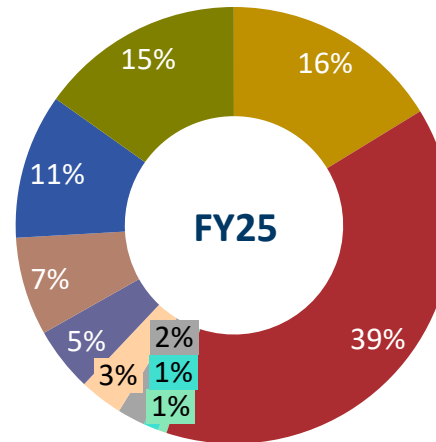
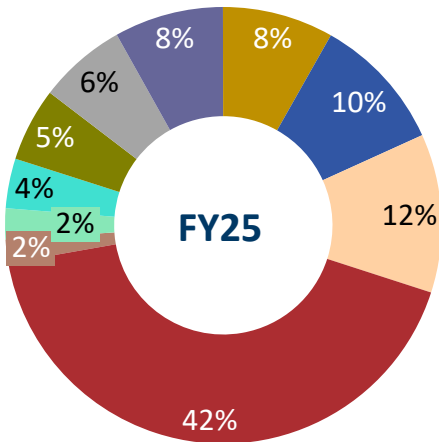
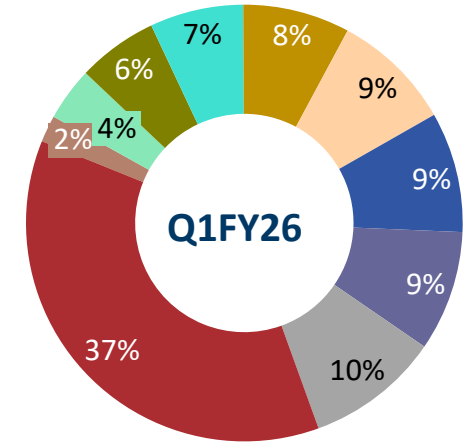
New Car Sales
Contribution to Proforma Revenue



Contribution to After Sales Revenue



Total Contribution



The contribution of new brands is growing. The total contribution of new brands in Q1FY26 is 19% vs 13% in FY25.

In Q1FY26, the New Brands contributed 21% in New Car Sales and 10% in After Sales Revenue.

In Q1FY26, BYD has become second largest contributor to the company's overall revenue

Rs. 14,152 Mn

+21.6% YoY

Proforma Revenues

Rs. 10,617 Mn

+27.6% YoY

Reported Revenues

Rs. 1,844 Mn

+14.8% YoY

Gross Profit

Rs. 662 Mn

+32.9% YoY

Reported EBITDA

Rs. 99 Mn

+108.6% YoY

Profit Before Tax

Rs. 80 Mn

+75.8% YoY

**Profit After Tax
(Pre Ind AS)**

Rs. 74 Mn

+113.8% YoY

**Reported Profit
After Tax**

Rs. 222 Mn

+17.8% YoY

Cash Profit After Tax

Fada Release for Jun 25

PV retails slipped 1.49% MoM yet delivered a 2.45% YoY uplift. Heavy rains and tight market liquidity weighed on footfall and conversion, even as elevated incentive schemes and fresh bookings lent selective support. Some dealers indicated that certain PV OEMs have introduced compulsory billing procedures—such as automatic wholesale debits—to meet volume targets; inventory consequently stands at around 55 days. June thus painted a picture of modest but steadfast PV performance amid varied market cues.

Mercedes-Benz shares new product offensive, 30 models coming up in 2026-27



MG Sales July 2025 – Highest Ever in CY25, 46% Growth Year-on-Year



India becoming key pillar to the China+1 strategy for global auto OEMs: EY-Parthenon



Stellantis to scale India operations with new Citroen and Jeep launches



Mercedes-Benz India announces third price hike of 2025, effective September



Particulars	Q1FY26	FY25	H1FY25
Industry's Volume Growth	2.59%	4.87%	1.07%
Landmark's Revenue* Growth	21.59%	20.85%	18.36%

June PV wholesales slip, Mahindra retains growth streak



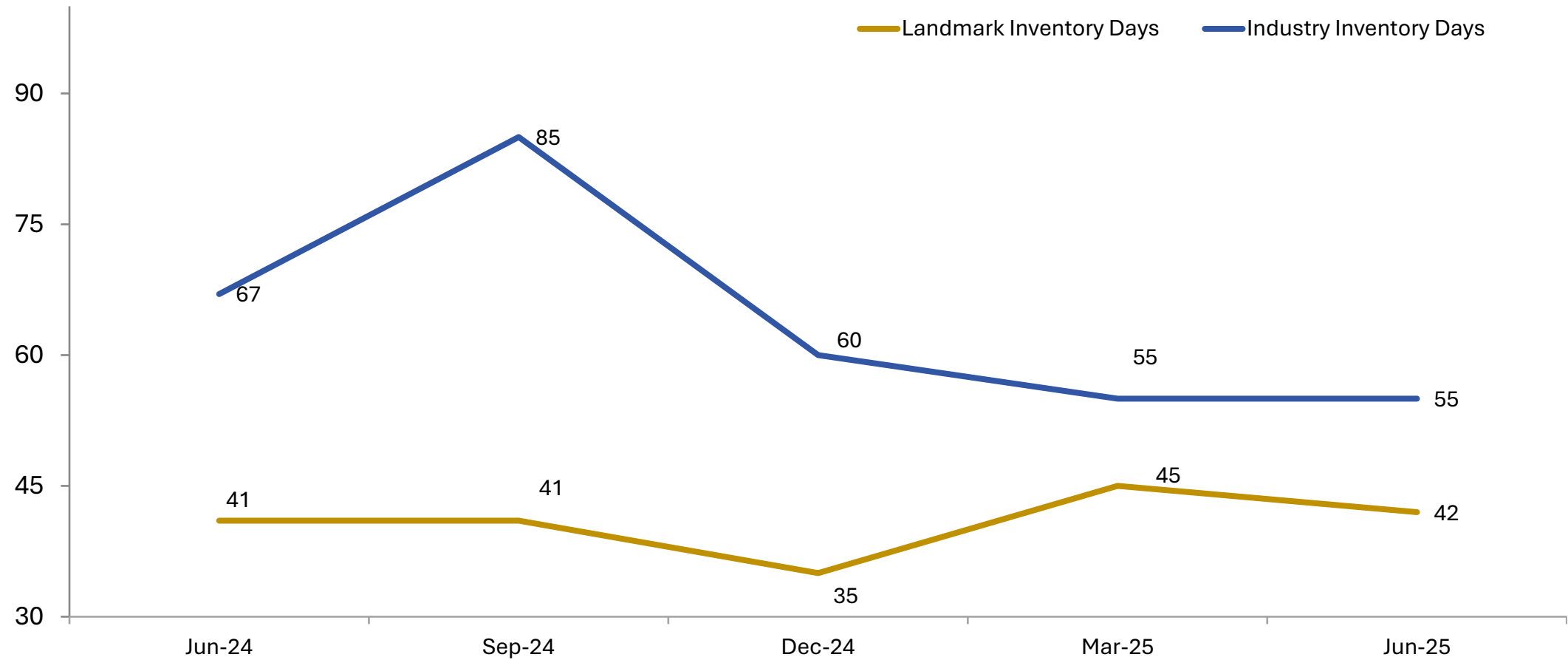
Leading OEMs including Maruti Suzuki, Hyundai and Tata Motors have reported double-digit YoY declines in domestic dispatches. Belying the market conditions is M&M, which saw 18% rise in June dispatches, solidifying its position as the second-largest PV maker in India for the third consecutive month in FY26.

Renault India to launch 5 new cars in next two years

Renault is going big for the Indian market. It is in the process of acquiring a 100 per cent stake in the RNAIPL venture and will take the lead in the future prospects for both manufacturers in terms of producing vehicles. It recently opened a new design centre and has confirmed that it will launch five new models in India over the course of the next two years.

Landmark outperformed the industry's growth rate by a significant margin, due to select few partner OEMs that are winning in the Premium and Luxury PV market.

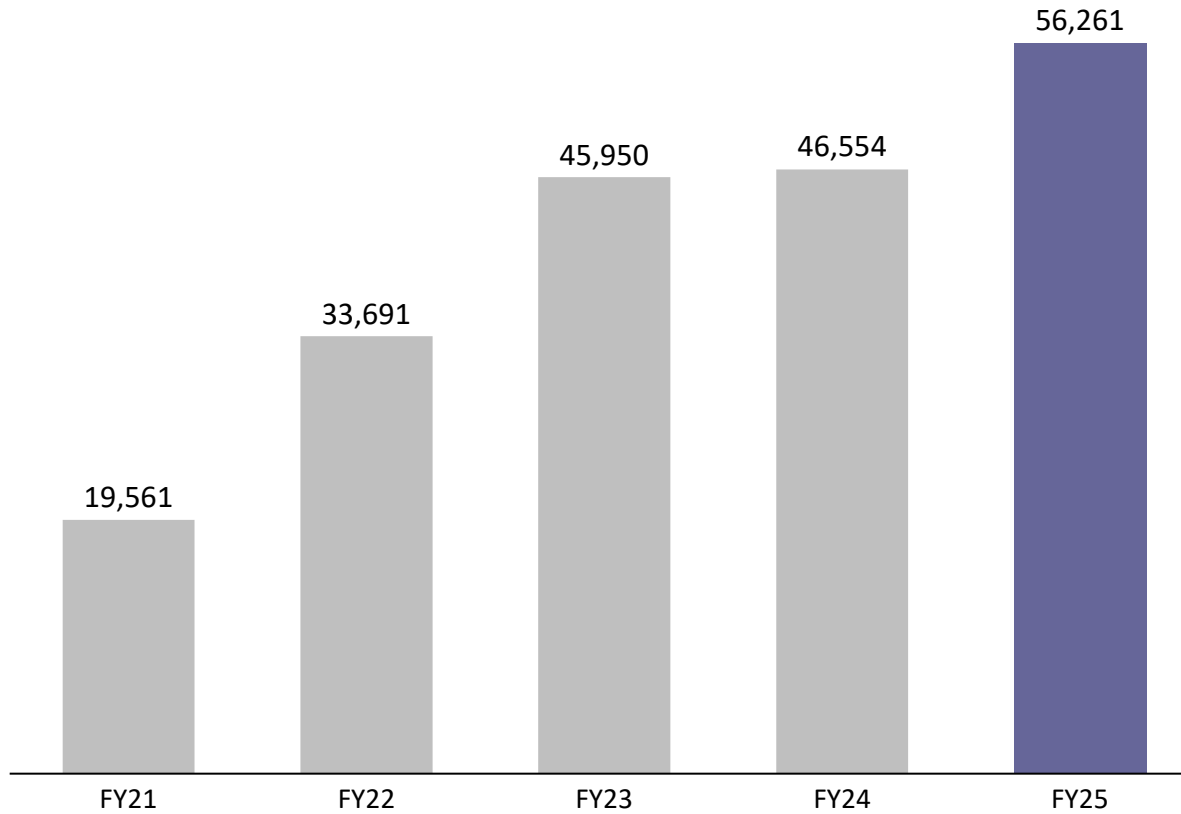
Landmark Leads the Industry in Inventory Discipline



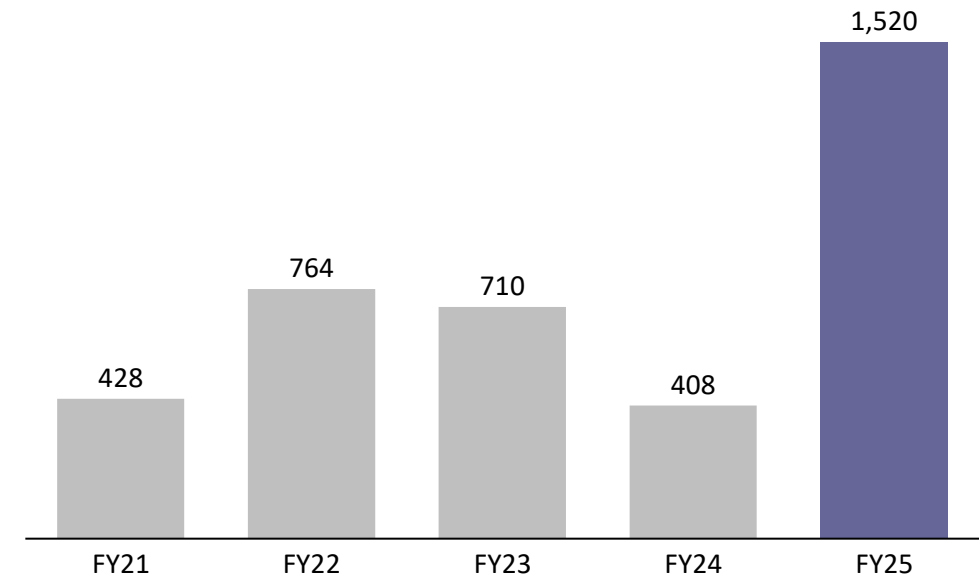
Strong competitive edge: Prudent inventory management leading to a lean inventory days.

Turnaround in Cash Flow Generation

Proforma Revenue (Rs.in Mn)



Net Cash from Operating Activities(Rs.in Mn)



Business model that generates positive cash flow from operations, even in high expansion and growth phase

Consolidated Profit And Loss Account

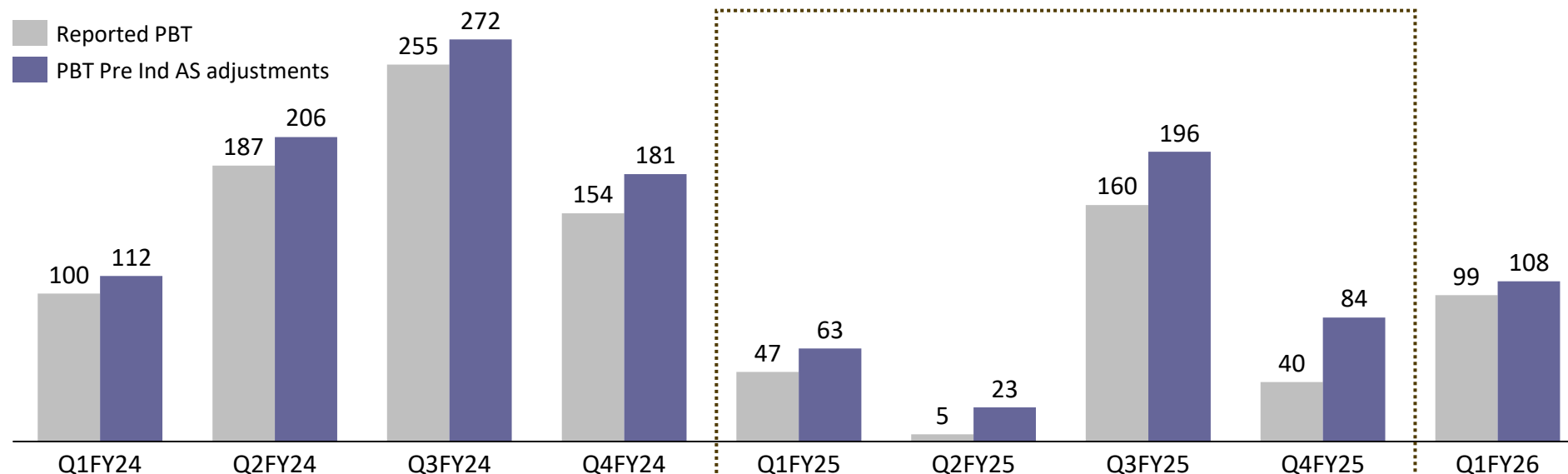
Profit and Loss (Rs. Mn unless mentioned otherwise)	Q1FY26	Q1FY25	YoY	Q4FY25	QoQ
Proforma Revenue from operations	14,152	11,639	21.59%	15,260	-7.26%
Revenue from Operations	10,617	8,320	27.61%	10,912	-2.70%
Gross Profit	1,844	1,607	14.75%	1,881	-1.97%
Gross Profit Margin	17.37%	19.31%		17.23%	
Employee Cost	635	580		646	
Other Expenses	547	528		626	
EBITDA	662	498	32.89%	608	8.87%
EBITDA Margin	6.23%	5.99%		5.57%	
Depreciation	359	290		356	
EBIT	303	208	45.49%	252	20.29%
Finance Cost	204	155		209	
Exceptional Item Gain / (Loss)	0	6		3	
Profit before Tax	99	47	108.57%	40	145.49%
Profit before Tax Margin	0.93%	0.57%		0.37%	
Tax	25	13		23	
Profit After Tax	74	34	113.82%	18	320.19%
Profit After Tax Margin	0.69%	0.41%		0.16%	
Ind AS net effect	7	11		33	
Adjusted Profit After Tax (Before Net Ind AS effect)	80	46	75.84%	50	60.35%
Adjusted Profit After Tax Margin	0.76%	0.55%		0.46%	
EPS (in Rs.)	1.67	0.77		0.34	

- Industry wide Q1 is generally a soft quarter. Amidst a challenging macro environment, the Company had a healthy performance driven primarily by new, fast-growing brands and stabilizing of operation at new locations.
- On a sequential basis, the Gross Profit Margin has improved marginally as the contribution of after sales to total revenue is growing with the newly added brands.
- The rapid ramp-up in new car sales across several brands has outpaced the growth of our after-sales business, leading to a YoY moderation in Gross Profit Margin. As our new workshops mature and reach optimal capacity, we expect gross profit margins to improve further.
- Annual employee cost is targeted to be under 4% of proforma turnover, despite the quarterly variations due to seasonal nature of the business.
- The improvement in EBITDA is also due to the razor focus on reducing the costs.
- Maintaining a disciplined approach, the Company has further reduced its new car inventory to ~42 days, far below the industry average of 55 days.
- After completing rapid expansion last year within time and budget, the company has also successfully ramped up and stabilised the operations. The benefits of this will start to reflect in the performance for the remainder of the year.

Recent Expansion Impacted Reported PBT

Rs in. Mn

Proforma Revenue								
9,343	11,201	13,016	12,995	11,639	12,676	16,686	15,260	14,152



Profit Before Tax (Rs. Mn)	FY24	FY25
Pre Ind As	771	366
Reported	696	252

(Profit of 651 from Existing Outlets & Loss of 399 from New outlets)

- In FY25 added 23 new outlets
- Due to front loading of costs and gestation period taken for outlets to ramp up, these new outlets reported loss at PBT level
- Similar to the performance in FY24, the existing outlets' performance at PBT level was consistent
- Despite the high expansion, generated healthy net cash flow from operating activities of Rs. 1,520 Mn.

Reported PBT appears lower due to the adoption of Ind AS that elevates expenses, depreciation and finance cost, with no impact on cash flows and employee benefit expenses such as ESOPs.

Reconciliation for Adjusted Profit – Q1FY26

Particulars (Rs. in Mn)	Q1 FY26 (Adjusted)	Effect of Ind AS	Q1 FY26 (Reported)	Q1 FY25 (Adjusted)	Effect of Ind AS	Q1 FY25 (Reported)	YoY (%) (Adjusted)	YoY (%) (Reported)
Revenue from operations	10,617.20	0.00	10,617.20	8,319.79	0.00	8,319.79	27.6%	27.6%
Other income	28.77	22.86	51.63	6.98	6.06	13.04	312.2%	295.9%
Total Income	10,645.97	22.86	10,668.83	8,326.77	6.06	8,332.83	27.9%	28.0%
COGS	8,825.15	0.00	8,825.15	6,726.20	0.00	6,726.20	31.2%	31.2%
Gross Profit	1,820.82	22.86	1,843.68	1,600.57	6.06	1,606.63	13.8%	14.8%
Expenses								
Employee benefits expense	630.79	4.17	634.96	572.39	8.01	580.40	10.2%	9.4%
Other expenses	787.00	-240.22	546.78	723.38	-195.26	528.12	8.8%	3.5%
Total expenses	1,417.79	-236.05	1,181.74	1,295.77	-187.25	1,108.52	9.4%	6.6%
EBITDA	403.03	258.91	661.94	304.80	193.31	498.11	32.2%	32.9%
Depreciation and Amortization Expense	165.50	193.13	358.63	133.54	156.09	289.63	23.9%	23.8%
EBIT	237.54	65.77	303.31	171.26	37.22	208.48	38.7%	45.5%
Finance Cost	129.61	74.84	204.45	92.59	62.46	155.05	40.0%	31.9%
Profit before exceptional items and tax	107.93	-9.07	98.86	78.67	-25.24	53.43	37.2%	85.0%
Exceptional items	0.00	0.00	0.00	16.17	-10.14	6.03	-100.0%	-100.0%
Profit before tax	107.93	-9.07	98.86	62.50	-15.10	47.40	72.7%	108.6%
Tax	27.48	-2.28	25.20	16.75	-3.80	12.95	64.1%	94.6%
PAT	80.45	-6.79	73.66	45.75	-11.30	34.45	75.8%	113.8%

Performance of Existing vs New Outlets

Particulars (Rs. Mn)	Q1FY26			Q4FY25		
	Existing Outlets	New Outlets*	Total	Existing Outlets	New Outlets*	Total
Proforma revenue	12,657	1,495	14,152	13,582	1,678	15,260
Gross Profit	1,706	138	1,844	1,712	169	1,881
EBITDA	642	20	662	624	-16	608
Depreciation	318	40	359	305	51	356
Interest	155	50	204	153	56	209
PBT (before Exceptional Item)	169	-70	99	166	-123	43
Showroom count	65	8	73	60	10	70
Workshop count	57	8	65	54	7	61

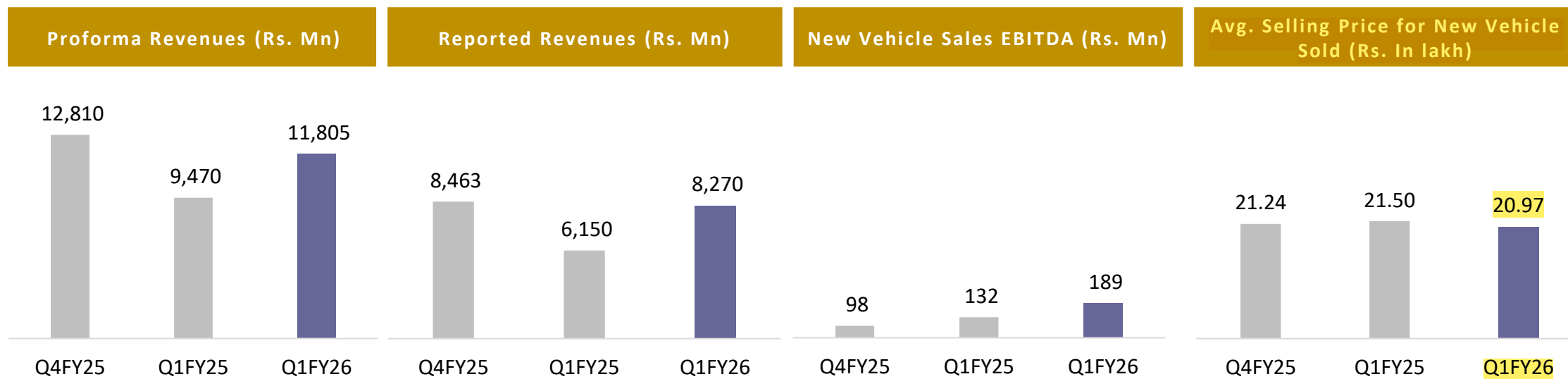
- Newly opened outlets take ~4 quarters to reach their full potential.
- New outlets have turned EBIDTA positive for the first time in this quarter.
- With the passage of time, the new outlets have started to contribute to revenue and EBITDA, with increasing contribution.
- Gross margin percentage for the new outlets is much lower than that of existing outlets primarily due to lower initial service contribution.
- Due to full-scale fixed costs the operating margins for the new outlets are currently not at par with the existing outlets.
- Two KIA workshops in Hyderabad began operations in the month of July'25 as against plan in Q1. This should start contributing positively in the upcoming period.
- With the recent investment in capex and inventory, the D&A and finance cost for the new outlets were on the higher side.

*New outlets are those which were not in operation for full quarter in previous year
6 Outlets classified in "New" in the previous quarter have been moved to "Existing Outlets" in current quarter
The company has opened 5 New outlets in the current quarter

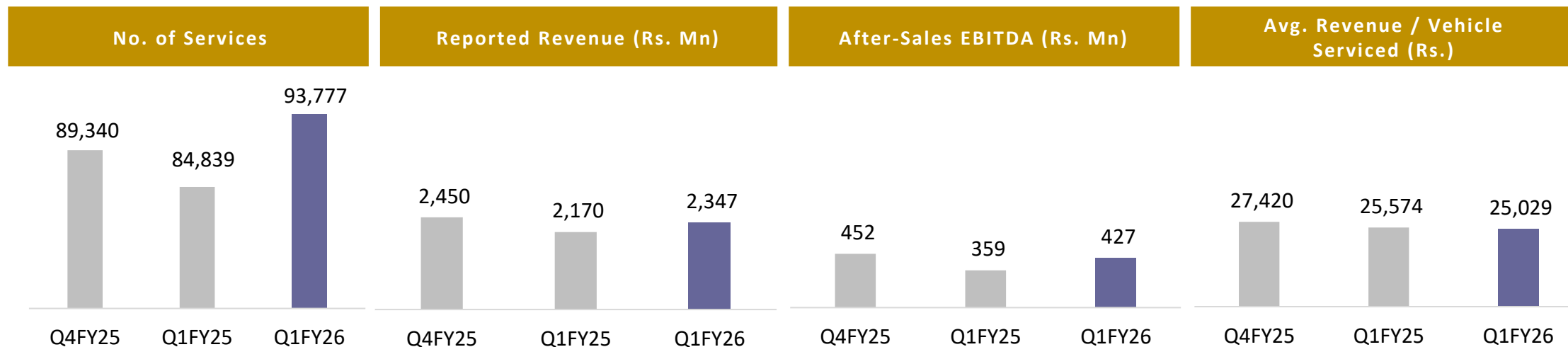
Vertical Wise Performance Highlights – Q1FY26

Rs in. Mn

New vehicle sales & Allied Businesses



After-Sales business



*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission

After Sales Business:

High Growth, High Margin, High EBIDTA, High ROCE & Non-cyclical

14.1%
Revenue CAGR
Last 10 years

~41.1%
Gross Margin
(FY25)

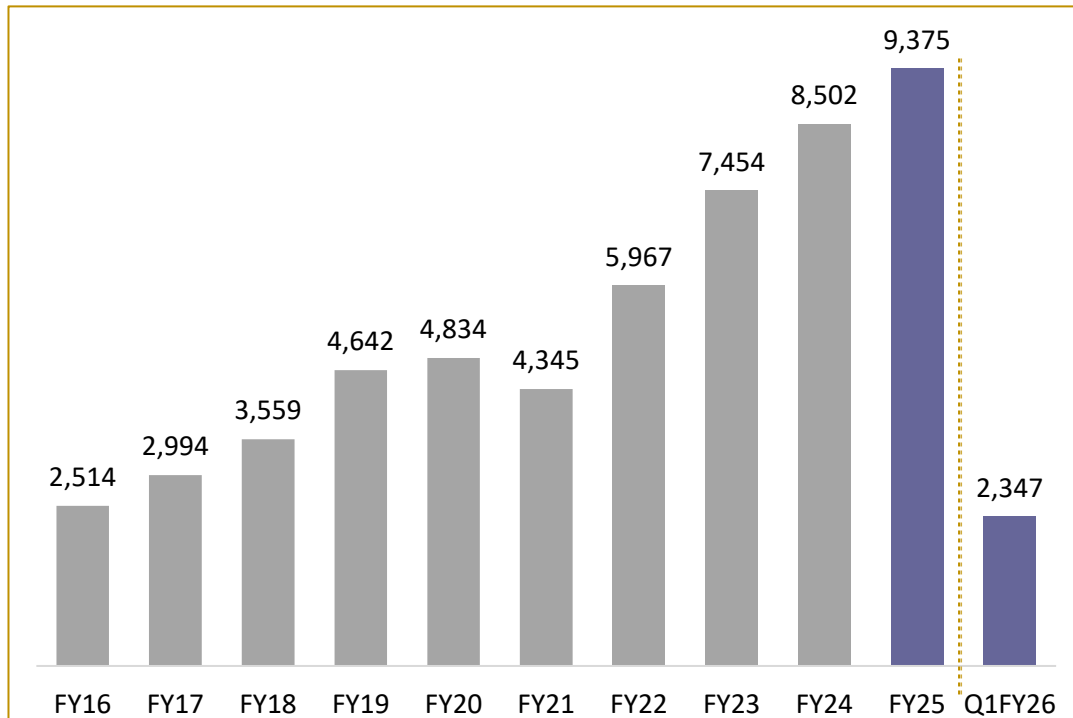
~18.2%
EBITDA
(FY25)

24.34%
RoCE FY25

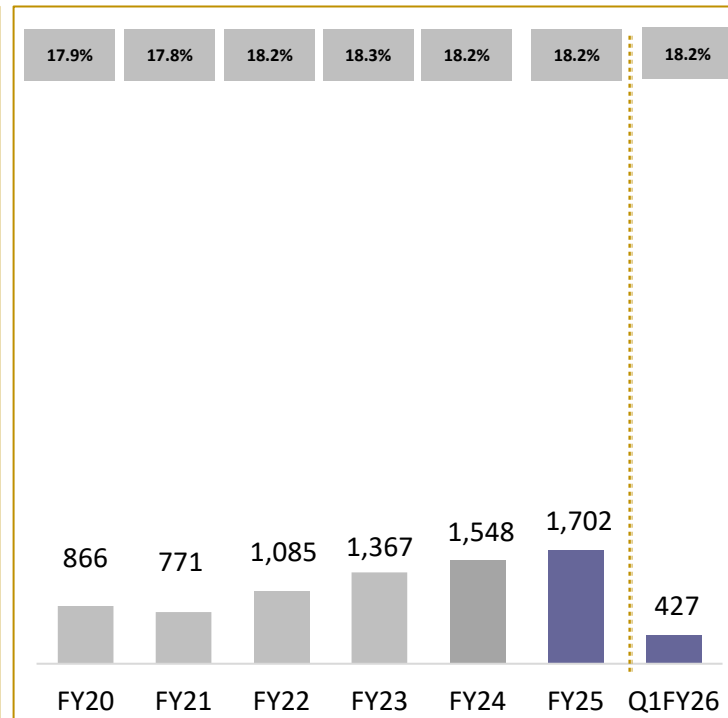
20% of the total workshops are new which were opened in last 15 months.

These are yet to reach the benchmark ROCE of 30% +

After Sales Revenue (Rs.in Mn)

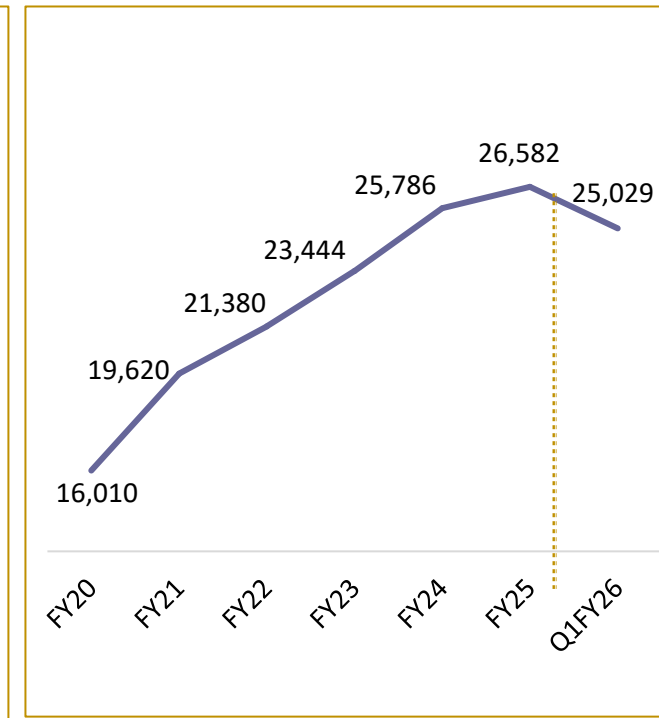


EBITDA (Rs.in Mn)



Margin %

Per Car Service Revenue (Rs.)

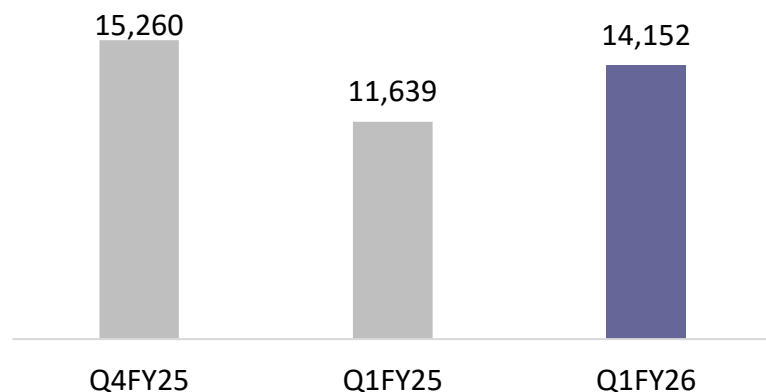


In Q1FY26, a shift in the brand mix has led to a decline in per-car service revenue.

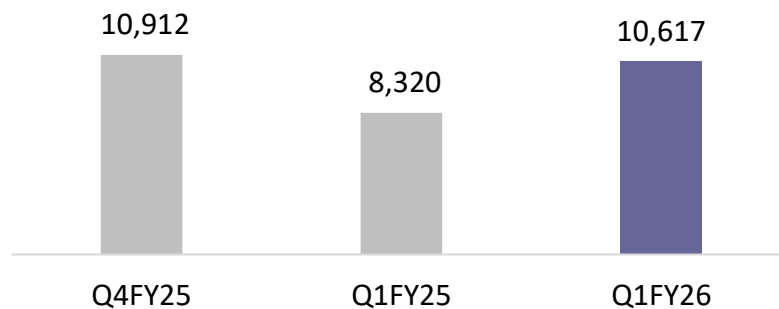
Consolidated Performance Metrics – Q1FY26

Rs in. Mn

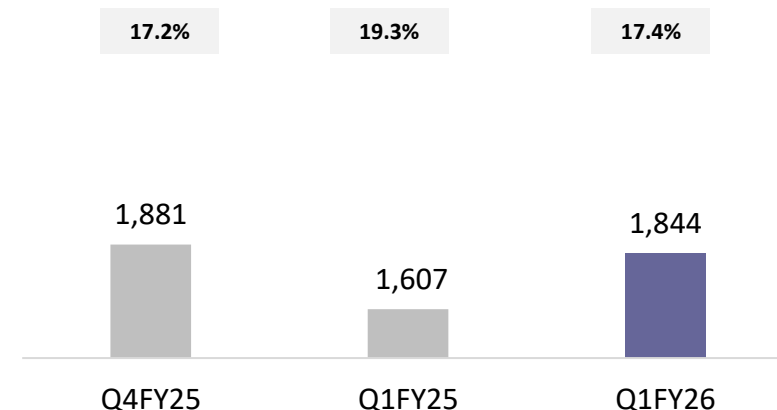
*Proforma Revenues



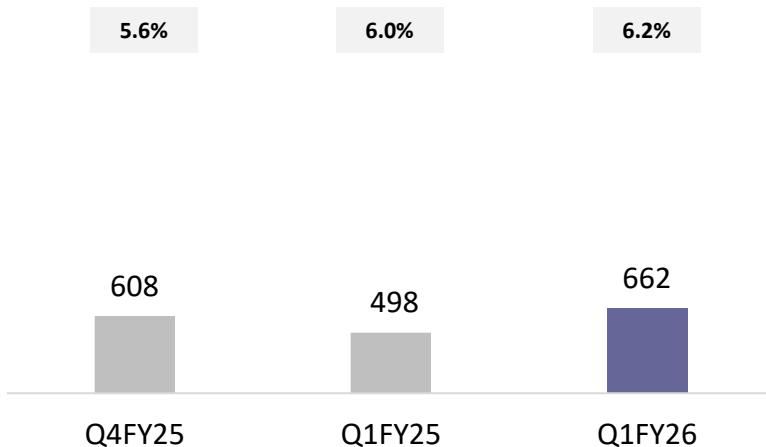
Reported Revenues



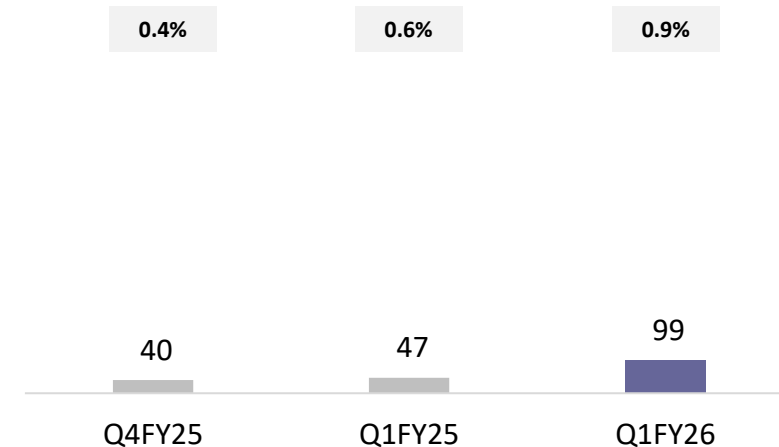
Gross Profit



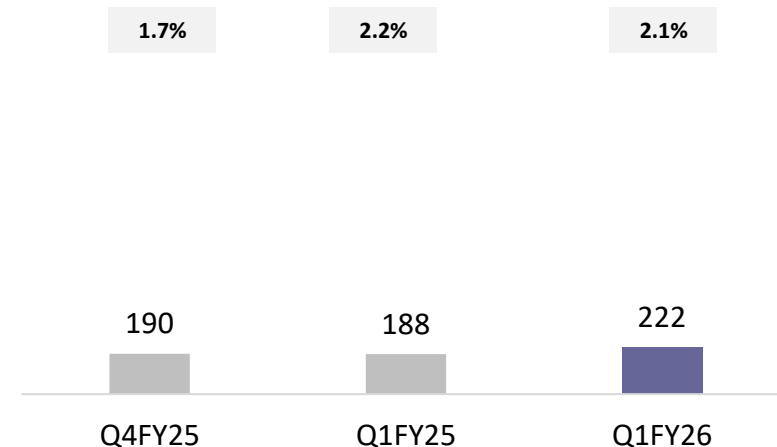
Reported EBITDA



Profit Before Tax



Cash Profit After Tax



*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission
% Gross Profit, EBITDA, Cash PAT and Profit after Tax Margins are calculated on "Reported Revenue" instead of "Proforma Revenue"

#PAT + D&A + Ind AS adjustments + Exceptional items + Deferred Tax + Loss/(Profit) on sales of PPE + ESOP expenses

Margin %

Industry Player	2014 Volume	% volume of overall PV sales	2024 Volumes	% volume of overall PV sales	CAGR
Largest Auto Dealership in China*	2,07,289	1.05%	4,85,000	2.07%	8.9%

Top three PV markets globally*

China: ~25.5 Mn

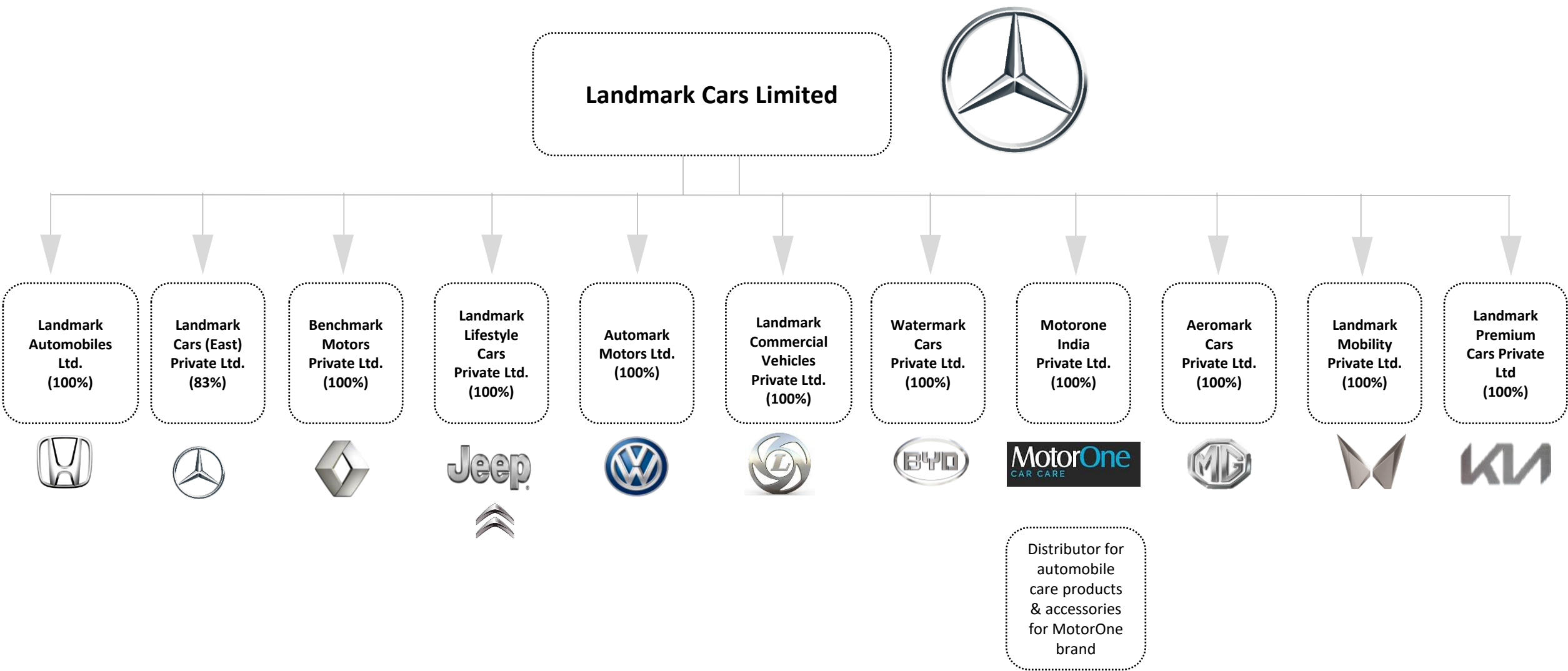
USA: ~15.7 Mn

India: ~4.3 Mn

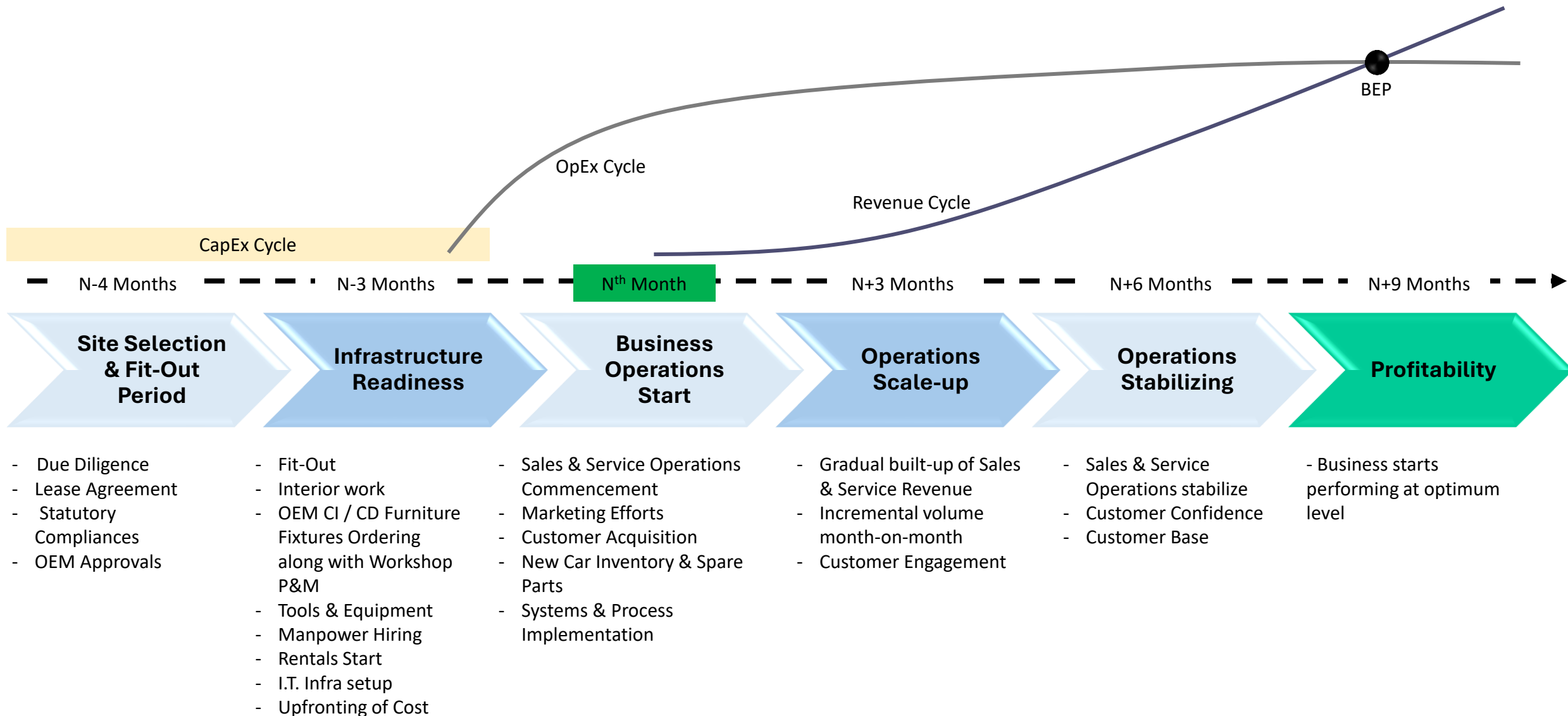
- The Indian auto market is at the same inflection point where the Chinese auto market was at turn of the century, especially in its premium & luxury car journey.
- With rising affluence, aspiration, and appetite for global brands, India's auto market is poised to follow China's trajectory.
- The largest auto retailer in both China and US command between 1.5% and 2% of the PV Industry each. Landmark as India's leading auto retailer is currently at ~0.5% of the Indian PV market by volume and ~0.8% by value.
- With potential opening of auto sector and the consolidation opportunities in India, Landmark aspires to double its market share.



Company Overview



Typical Plan for New Auto Retail Outlet (Sales & Service)



Senior Management Team (1/2)



Sanjay Thakker
Promoter, Chairman and
Executive Director

- Founded the group landmark in 1998
- Having accumulated extensive experience in the automobile industry for over two decades he has established a reputable standing within the field
- Through his astute leadership, Mr. Thakker has successfully brought together a team of dedicated and highly skilled professionals who play a pivotal role in driving Landmark's success



Aryaman Thakker
Executive Director

- Holds a master's degree in Marketing and Strategy from the University of Warwick
- Joined group landmark in 2017 as a General Manager bringing invaluable expertise from his tenure at Autonation Corp in Fort Lauderdale, Florida, USA
- He is the dynamic force behind Landmark Cars' digital transformation journey.
- He stands at the forefront of the company's evolution, serving as the dealer principal for Landmark MG Motors and Mercedes-Benz Landmark Cars MP, as well as significant leadership at Autemark Volkswagen. He is a key leader in the Landmark Transformation Team and Group Marketing, driving strategic initiatives that shape the future of the Company



Paras Somani
Executive Whole Time
Director

- A bachelor's degree in commerce from Saurashtra University & part of ISB CEO leadership programme by the ISB, Hyderabad
- Joined Group Landmark in 2006 as the Vice President- Sales and currently leads the Mercedes-Benzenes business. Also looks at the car care business Has over two decades of experience in sales and banking
- Previously associated with Kotak Mahindra Primus Ltd.



Garima Mishra
MD of AMPL (Volkswagen),
Jeep & Group Finance,
Insurance & CIT

- Member of Landmark founding team.
- Holds a master's degree in Business Administration from the Fore School of Management
- 26 years of experience in the automobile retail industry.
- Before joining Landmark, she had a notable association with Blue Skies Travels and Tours Private Limited
- Her expertise and contributions have led to her appointment as the State Chairperson of the Delhi Chapter of the Federation of Automobile Dealers Associations (FADA)



Urvi Mody
Director Infrastructure

- Holds a diploma in Architecture and a Diploma in Business Management from S.P Mandali's WE School, Prin. L.N. Welingkar Institute of Management Development and Research, Mumbai
- Possesses a unique blend of architectural and business expertise
- Journey with Landmark began in the year 1999 and she has since played a crucial role in the Company's growth and success
- With 25 years of experience in setting up retail and factory infrastructure, she brings valuable insights and skills to the table. Her expertise in this area has been instrumental in establishing efficient and effective infrastructure for the Company's operations



Devang Dave
Director After Sales and
Commercial Vehicle
Business

- Holds a diploma in Management from the ICFAI University, Dehradun and possesses a solid foundation of business knowledge
- Joined Landmark in 2002 and has since contributed significantly to the Company's after sales business
- With 22 years of experience in the automobile industry, he brings a wealth of expertise and insights to his role. His extensive knowledge and understanding of the industry have been instrumental in driving the growth and development of Landmark

Senior Management Team (2/2)



Rajiv Vohra

Director BYD, Renault and
M&M

- Holds a master's degree in International Business from the Indian Institute of Foreign Trade
- He has been associated with the Company since 2016 and brings over 24 years of experience in marketing
- His previous roles include working with trading enterprises at Al Futtaim Group in Dubai, as well as with H D Motor Company India Private Limited (Harley-Davidson, India) and Honda Sael Cars India Limited. Mr. Vohra's diverse background and expertise contribute significantly to Landmark team



Amol Raje

Company Secretary &
Compliance Officer

- He holds a bachelor's degree in Commerce and Law, as well as an associate membership with the Institute of Company Secretaries of India. He possesses a strong academic foundation
- He joined Landmark Cars in 2021 and has over 17 years of valuable experience in various sectors
- Before his association with the Company, he held positions at esteemed organizations such as Bombay Dyeing & Manufacturing Company Limited, House of Anita Dongre Limited and Tara Jewels Limited
- His diverse background and expertise contribute to his ability to navigate complex legal and business matters effectively



Harshal Desai

Director Sales Honda & MG
Motors

- Holds a bachelor's degree in Science from Maharaja Sayajirao University of Baroda
 - He brings a strong academic foundation to his role. With over 26 years of experience in the automobile industry, he has developed extensive expertise and insights
- Since 2007, he has been an integral part of Landmark, contributing to its growth and success. Before joining the Company, he spent a decade with Kamdhenu Motors Private Limited, further honing his skills and knowledge in the industry. His valuable contributions and long-standing commitment make him an asset to the team



Surendra Agarwal

Chief Financial Officer

- He is a qualified Chartered Accountant and a Commerce graduate. He has been a part of the Company since 2018 and brings with him over 25 years of experience in finance and accounting
 - Before joining Landmark, he was associated with Trent Limited, Videocon Appliances Limited and Century Rayon
- His deep financial knowledge and expertise in retail industry contributes significantly in Landmark to drive strategic expansion and financial well-being

Recent Awards and Accolades

Volkswagen Awards

- **Volkswagen Vadodara** - Best Technical Performance H1 25 - Non Metro West Zone & Central
- **Volkswagen Ahmedabad** - Best Customer Centricity H1 25 - Metro - West Zone & Central
- **Automark Group** - Best Performance in Marketing Activities - H1 2025 - India 1 Zone



Mahindra & Mahindra Awards

- **Hyderabad Swift Business Break Even - Metro - Service**
- **Winner** - Category Spares Business Growth FY25
- **Kolkata** - Vehicle Retention - Category B



Ashok Leyland Best Dealer - Service - West Zone



Landmark Cars Ltd.

CIN: L50100GJ2006PLC058553

Amol Raje

Company Secretary

Email id: companysecretary@landmarkindia.net

Investor Relations Advisors

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

CIN: U74140MH2010PTC204285

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Thank you