

Mahindra Logistics Limited

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Email: enquiries@mahindralogistics.com

www.mahindralogistics.com CIN: L63000MH2007PLC173466

Ref: MLLSEC/148/2025

27 October 2025

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: Earnings Presentation for the second quarter and half year ended 30 September 2025-Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("SEBI Listing Regulations")

Ref: Intimation of earnings conference call vide letter dated 17 October 2025

Further to our letter dated 17 October 2025 giving advance intimation of the earnings conference call for the second quarter and half year ended 30 September 2025 ("Mahindra Logistics Limited Q2FY26 Earnings Conference Call"), please find enclosed herewith the Earnings Presentation for the said Earnings Conference Call, inter-alia, encompassing an overview of the Company, its operations and the Unaudited Financial Results the second quarter and half year ended 30 September 2025, subjected to Limited Review.

This intimation and the earnings presentation are also being uploaded on the Company's website and can be accessed at the weblink: https://mahindralogistics.com/investor-interaction/.

For Mahindra Logistics Limited

Jignesh Parikh
Company Secretary

Enclosure: As above

Reg Office: Mahindra Towers, P.K. Kurne Chowk,

Worli, Mumbai - 400018







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Company Overview



India's leading logistics provider of integrated solutions



Contract Logistics

Providing Transportation,
Warehousing, Stores & Line Feed,
Fulfilment and VAS services



Last Mile Delivery

Facilitates delivery/distribution to customers of major e-com players





B2B Express

B2B express and PTL transportation with pan India coverage



Freight Forwarding

Cross border freight forwarding business with expertise in ocean as well as air freight





Mobility Services (B2B/B2C)

Provides ETMS & city/airport transfers solutions

Leading logistics service provider of India



22.1 Mn+
Sq. ft. space under management



30,000+Total workforce across India



1,100+
Locations across India



19,000+ Pin-codes covered



1,500+ EV fleet (Cargo + PV)



50+ Global trade lanes



50,000+Full Truck Trips per month



47 Mn+
Green km driven
per year



10,000+ Ocean freight TEUs per annum



~12 crore
Packages delivered
per annum



4.1 Mn+Sq.ft. space with renewable energy



1,500+
Business associates network



Values as of Q2 FY26



Macros are stable, continue to be driven by technology enhancements and sustainable logistics

Industry Trends











Changing Channel landscape driven by changing customer behavior

Emerging demand clusters across Tier II / III cities

Government policy support for logistics NLP, ULIP, ONDC

Shift in global trade flows due to China+1 strategy

Higher demand for Integrated Solutions





Technology Shaping operations and decisions









Sustainability – Drive to net zero









Presence in High Growth Segments (End-Markets)

Auto & Auto Components	 India is 4th largest automobile market in the world by production Favorable ecosystem for exports & government support ~25% contribution in contract logistics market, ~7% in GDP
FMCG / Durables/ Retail	FMCG & FMCD growing at a 15% & 7% CAGR, to reach 250Bn+ by F30 Govt support through allocation of ₹10k Cr in PLI schemes
Industrial & Engineering	 Demand driven by investments, capacity creation in core sectors Government Initiatives - 100% FDI, Make in India FY26 budget outlay of ₹11.21 Lakh Crore in infrastructure
Ecommerce	 Fastest growing industry in India, with a CAGR of 15-20% Ecom growth has led to rise in D2C & Last Mile Delivery Uptick in grocery and electronics share in Q-commerce
Mobility	 Increase in per km contract, shared mobility & premium demand Office leasing is expected to grow at 20% CAGR GCC are eyeing tier 2 & tier 3 cities for fresh setups



Business Updates





Management Commentary

Mr. Hemant Sikka - Managing Director and CEO

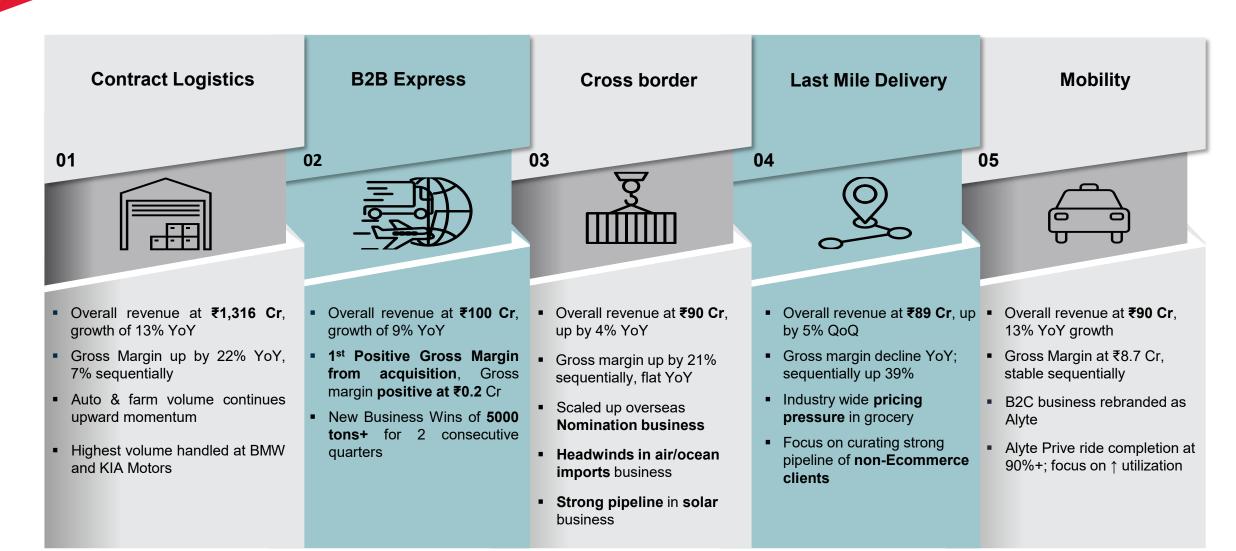
"The past few months has been a period of transformation and strategic realignment for us. The recalibration of our operating model, focused execution across business verticals and the strengthening of our balance sheet through the rights issue has positioned us for a stronger, resilient and profitable future.

We have demonstrated this through tangible improvements such as 20%+ reduction in whitespace, our express business turning gross margin positive for the first time, operationalization of 8 new projects, expansion projects from our repeat customers and cost optimization on overheads & discretionary spends. Also, this festive season, our e-commerce network dispatched over 3.5 crore shipments from fulfilment centres, processed nearly 4.3 crore shipments through sortation facilities and completed over 6000 trips nationwide. These achievements reflect Mahindra Logistics commitment to delivering excellence for our customers, combining the strength of our integrated capabilities with the relentless dedication of our teams to ensure every delivery is seamless, timely and keeps India moving at scale during the peak season and beyond.

As we move to the second half of the year, our focus will continue to be on stronger execution through operations excellence, customer retention and network optimization. This will ensure that we continue to deliver sustainable value for our customers."

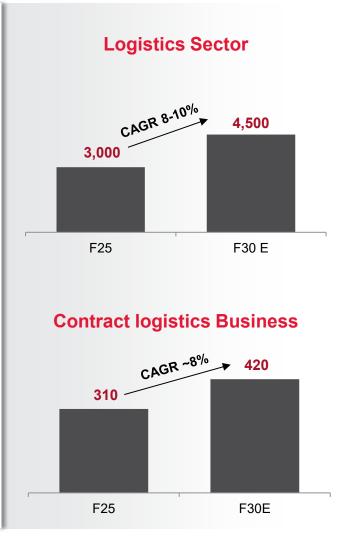


Q2 FY26 Business Highlights





Market Size (Rs. '000 Crore)





Industry Structure

- Highly fragmented with top 10 players having ~15% share
- ~60% of the sector constitutes of transportation

 Road transport accounts for nearly ~75% of transportation

3PL penetration in India is just5% vs. global average of 10%



Key Trends

- Higher Demand for Integrated
 Solutions instead of piece-meal
 logistics services
- Emerging consumption centers driving new fulfilment models and hubs in Tier 2 / 3 cities
- Rise of Multi-modal logistics with Gati-Shakti & National Logistics Policy
- Technology & Automation have become critical differentiators



Contract Logistics - Core competency & capabilities



Warehousing solution

Manage WH with expertise in design and operations



Efficient Space Utilization

High density racking, warehouse design



High Productivity

Mechanization and tech, process improvements



Full Inventory Visibility

WMS integrated with client ERP



VAS

Re-Packing, kitting, labelling, co-packing



End to End transport solutions

Centralized management of all transportation



Cost Optimization

TMS enabled load consolidation, route optimization



Consignment Visibility

TMS with track & trace, alerts/updates



SLA Adherence

Faster deliveries through superior BA network and tech interventions



100% Compliance

Safety, Statutory compliance



Integrated Solutions

Single point of contact for E2E logistics



Improved Dispatch Plan

Visibility on inbound and outbound trucks, resources accordingly mobilized



Addn. cost synergies

Ability to consolidate more loads, ad-hoc orders – reduced courier



Improved utilization of customer resources

Lower focus and time on non-core functions

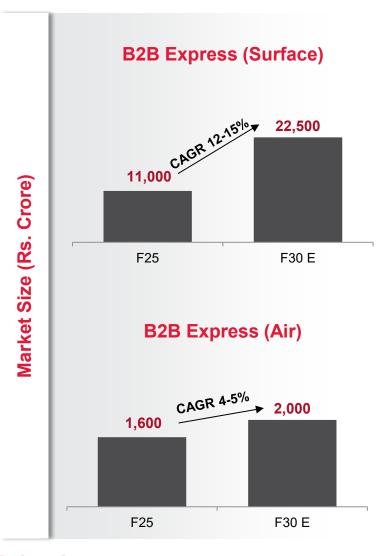


Contract Logistics - Operating Highlights





B2B Express – Key trends and Opportunities





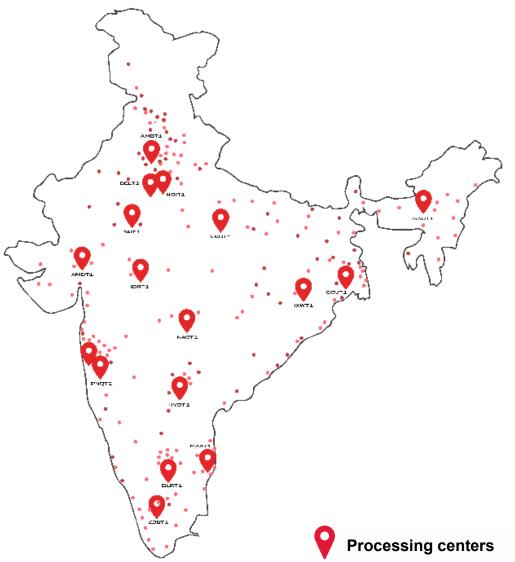
- Organized players account for ~70% of volume
- Skewed load distribution, ~70% load is originated from North & West India
- Auto & Engineering (30%), Pharma (14%), Apparel & Lifestyle (13%) are major end-markets
- Air express is being increasingly used by corporates to deliver



Key Trends

- Increasing demand for Direct to Consumer, Omni-channel fulfillment
- Real-time tracking, route optimization, and digital documentation are becoming standard
- High adoption by MSMEs & small brands – Increased reach at lower cost
- The rise of e-commerce, D2C, and SMEs is fueling demand for costeffective, flexible PTL solutions

B2B Express – Core competency & capabilities



Significant Network Coverage

- Pan India coverage 19,000+ Pin-codes
- ~200 Processing Centers & Branches/Terminals
- 500+ partners for first mile & last mile connectivity

Best in class technology suite

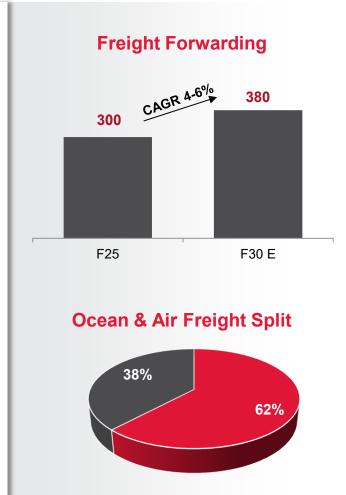
- ERP integrations for minimum manual interference
- Billing technology for faster and accurate billing
- In-house automated sales management tool



B2B Express – Operating Highlights







Ocean Air



Industry Structure

- Highly fragmented, dominated by freight forwarders across major markets
- Top trading partners of India –
 US, China, UAE, Europe and
 Latam
- Few large players have presence in major markets, small & midsized players use agent network



Key Trends

- Near shoring on account of regional conflicts, reducing dependence on China (China+1 strategy)
- PLI Scheme to boost manufacturing in many sectors, giving rise to exports
- Multiple trade agreements to drive trade

 Rise of SaaS based Freight Forwarders

Cross Border – Core competency & capabilities

Air Freight



- ► Airport-to-Airport
- Door-to-Door
- Expertise in Overdimension
- Control on TAT
- ► Advance & EPCG license liaison
- Single window solution on customers clearance

Ocean Freight



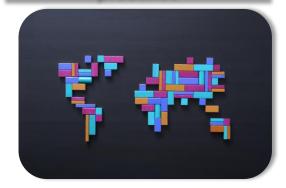
- Ocean consolidation: USA /Europe /Asia to & from India
- Direct FCL's: All over the world
- Special equipment and breakbulk handling
- ► Controlling more than 10,000+ TEU's per annum
- Committed Space and Equipment

Project Logistics



- ODC solutions catering to diverse industries
- Oil & Gas
- Mining
- Renewables
- Engineering & Manufacturing

Expanding International presence



- Expand presence in China, UK, UAE
- Develop Air chartering business
- Access to Europe via UK office

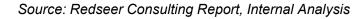


Cross Border – Core competency & capabilities





Last Mile Delivery, India CAGR 15000 40,000 20,000 F24 F30 E **LMD** Segmentation by **End-markets** 22% 28% 15% 35%



■ FMCG ■ Ecom ■ Retail ■ Others



Industry Structure

- Last Mile is most expensive component of supply chain, ~50% contribution in transportation cost
- Highly complexity coupled with high service level requirements

- High competition from startups & hyperlocal players
- Different types of models in place –
 Shift from Delivery as a Service to
 Distribution & Fulfilment solutions



Key Trends

- High growth in Micro fulfillment, sub same day delivery and dark store management
- Rapid Last mile Fleet electrification; Demand dispersion & faster TAT expectations
- Rise in Q-comm; Demand and expansion surging in tier II and III markets
- Increasing internet penetration, leading to rise in D2C & Quick commerce



Crore)

Market Size (Rs.



Last Mile Delivery – Strengthening our leadership position in EV

Vehicle as a Service

Offer a fleet of vans (with drivers) to customers who then use it as per their requirement

Distribution as a Service

Manage Last mile stations that receive, process, sort, route, allocate and do doorstep deliveries

Delivery as a Service

Offer fleet of bikes/ vans that pickup orders from customers distribution Centers and do deliveries

Fulfilment as a Service

Manage Micro fulfilment center that holds inventories, processes orders and does distribution from it





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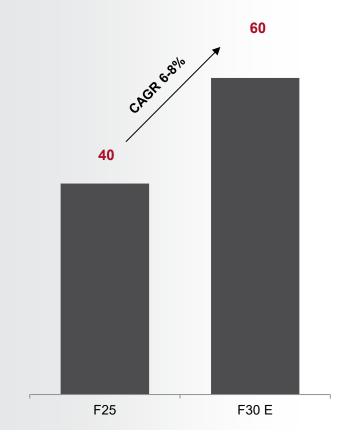
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Last Mile Delivery – Operating Highlights





Airport Passenger*





Industry Structure

- Highly fragmented with large unorganized supply
- Shift from vendor model to complete mobility solutions provider
- ITES, BPO & BFSI are the major end-markets for enterprise mobility solutions



Key Trends

- Recovery in Air passenger traffic, growth in Business travel
- Increasing adoption of organized cab services over traditional taxi

- Increasing demand for EV Fleet, with push from government & incumbents alike
- Lack of adequate public infrastructure & increased traffic congestion

Market Size (Crore Pax)

Mobility – Core competency & capabilities









Enterprise Mobility Services

- Fleet Management
- Adherence to OTA & OTD
- 24 x 7 Call Centre
- Trained Drivers

Cab on Demand Services

- Premium Vehicle (EVs)
 Options
- Mobile App Enabled Booking
- Flexible Rental Packages
- 24 x 7 Call Centre
- Certified Drivers

Airport & Outstation

- Assured Vehicles for Airport Transfers
- Comfort and Convenience
- 24 x 7 Call Centre
- Multi-Channel Booking
- Certified Drivers

Upkeep Services

- Fleet Management
- Lowest TAT at Remote location
- 24 x 7 Call Centre
- Client web Access

Compliant Fleet

Service Excellence

Real Time Tracking & Execution

Mobile based Billing



Mobility – Operating Highlights





Mobility – New launch

LAUNCHED ALYTE AT DELHI NCR





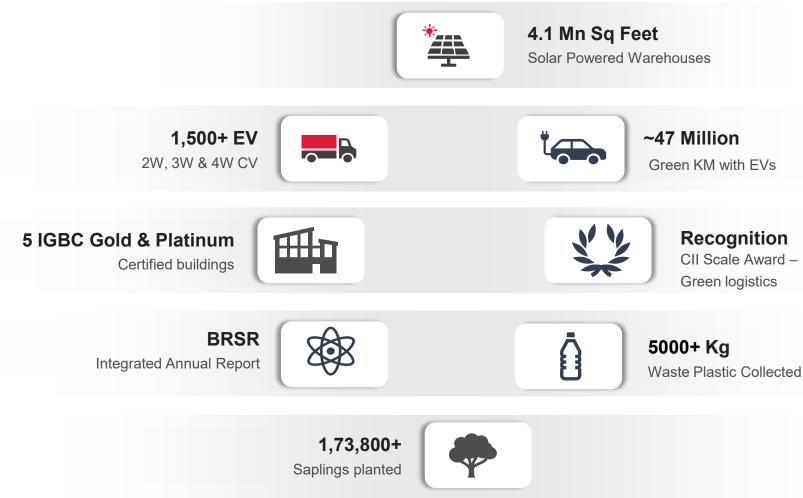






Drive to Net Zero







Corporate Social Responsibilities

BUILDING COMMUNITIES



Raincoat Distribution & Safety Jackets distribution to Police & RTO Officials

437 Raincoats distributed to frontline Police officials- Mumbai & Kolkata 940 Safety Jackets distributed to frontline Police officials across



Zero Fatality Zone project – Luhari to Jaipur

Reached **1796+ beneficiaries** through road safety sessions in schools, colleges & communities — focusing on seatbelt use, helmets, and speeding awareness.



Health Clinic Project - Bhiwandi

1,851 community people were benefited through Street plays, sessions & camps on various health awareness issues and general health checkups.



Swachhata Hi Seva Campaign- Cleanliness Drive

Cleanliness drives at 4 locations collecting 370+ kg of waste collected by 85 volunteers contributing 255 hours.



MD & CEO – Hemant Sikka distributed essential supplies Orphanage at Hyderabad

Benefited 110 Orphan Children beneficiaries

HIGHLIGHTS







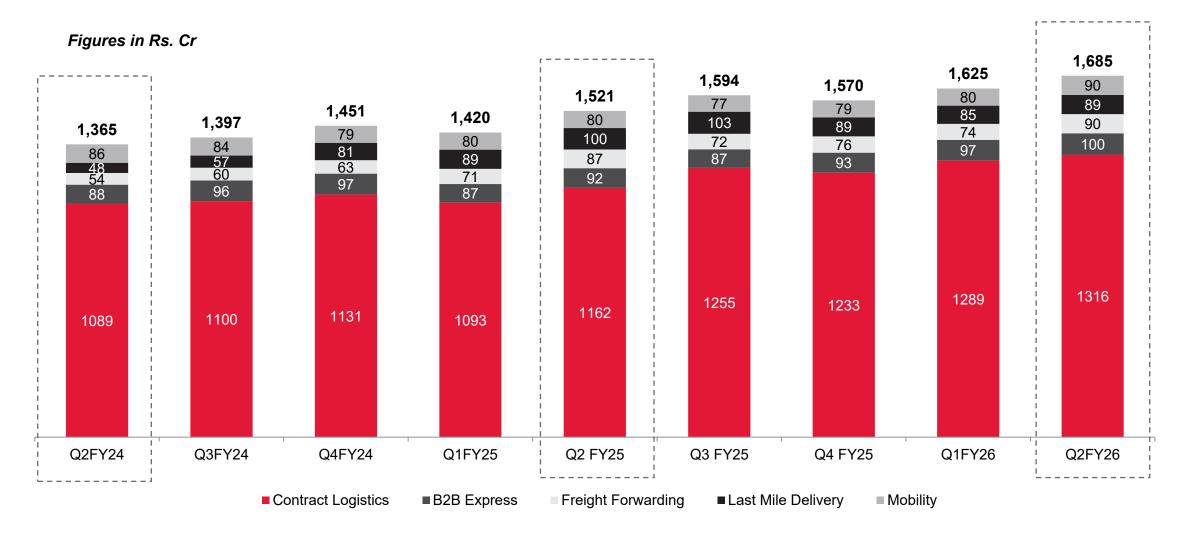


Financial Update





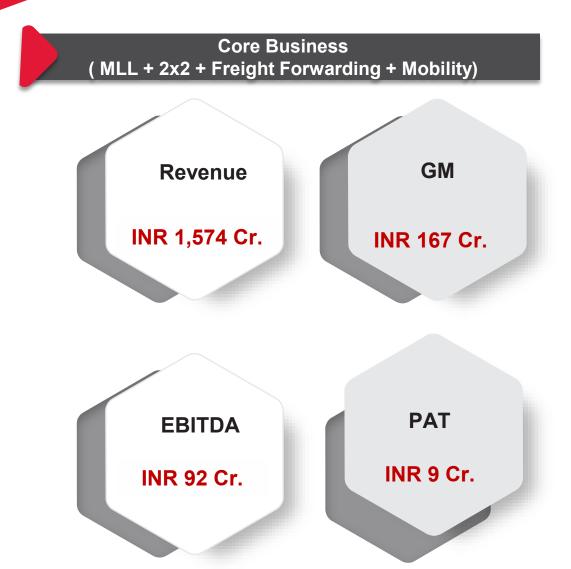
Quarterly revenues by segment (Consolidated)

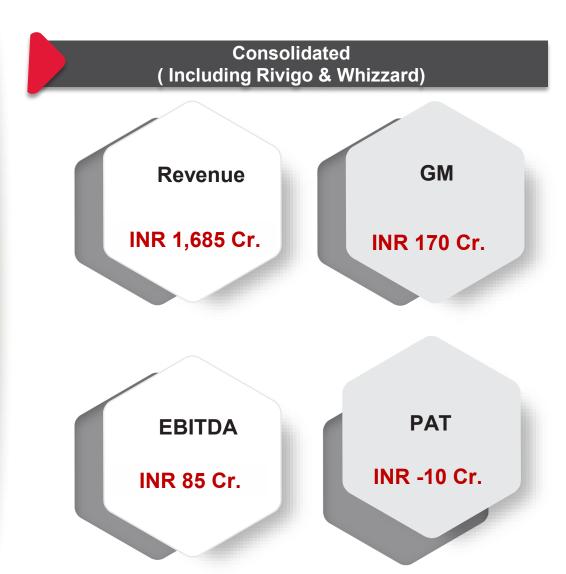






Financial Highlights – Q2 FY26



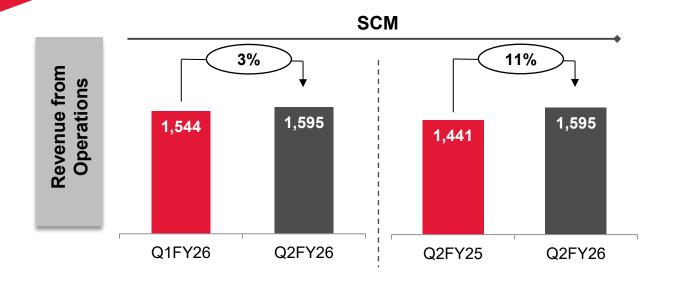


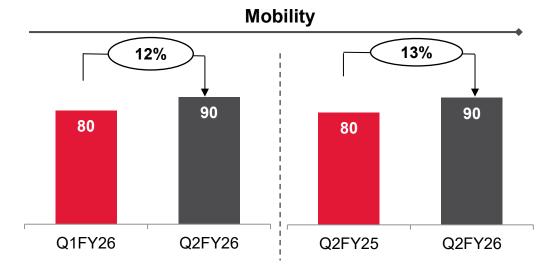


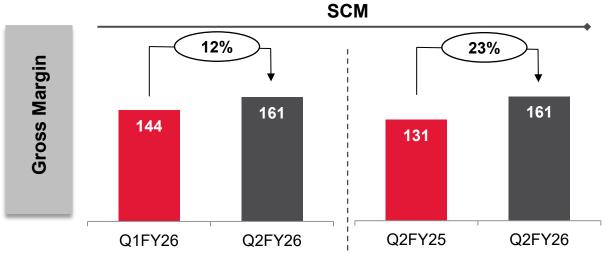


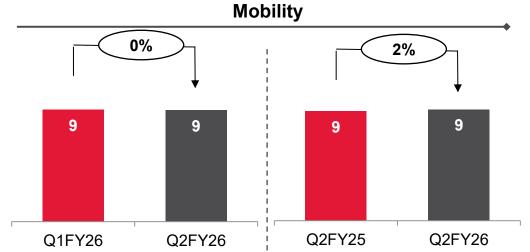
Segment wise Financials

All figures in INR crore







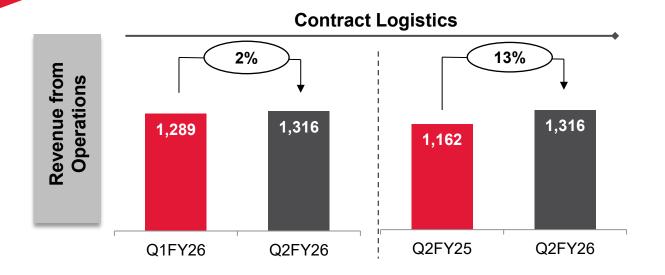


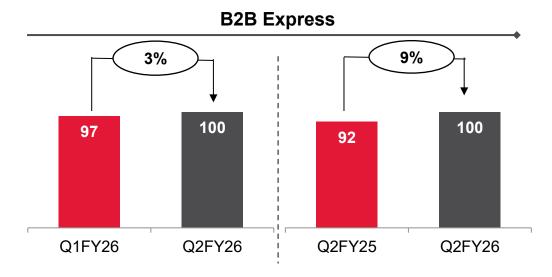


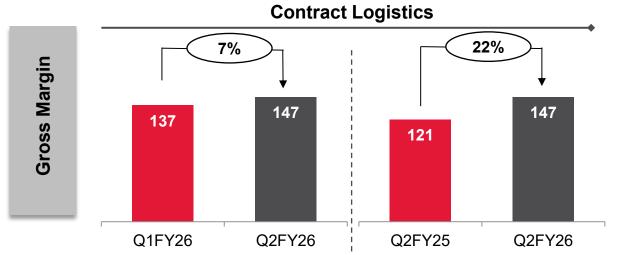


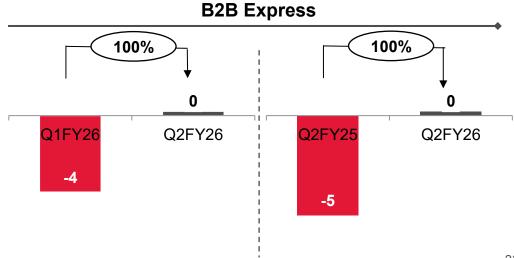
SCM Financials (1/2)

All figures in INR crore







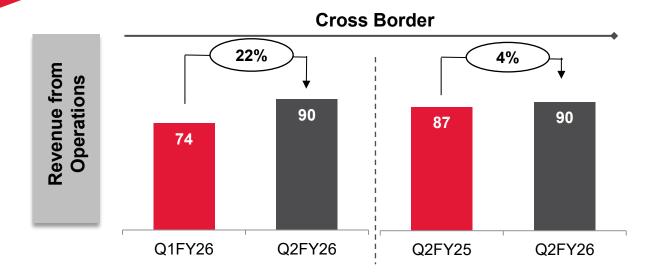


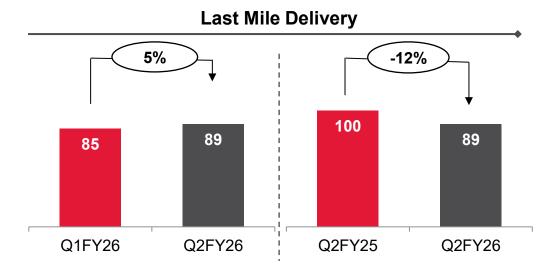


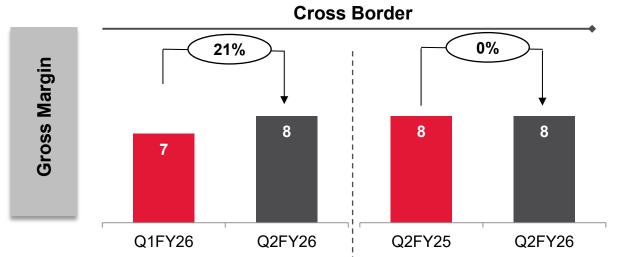


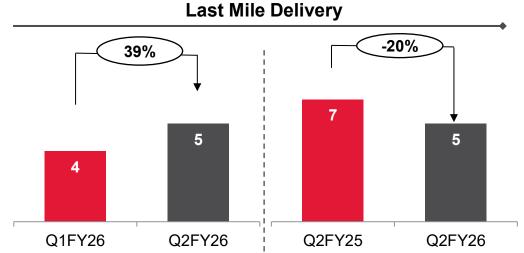
SCM Financials (2/2)

All figures in INR crore







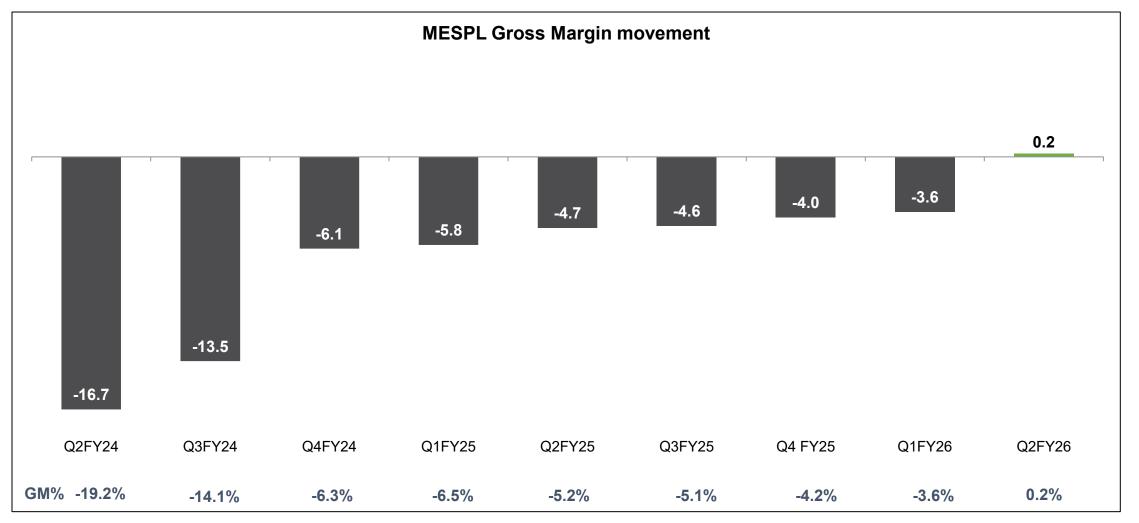






B2B Express Update

Rs. Crore







Entity wise results

Q2 FY26 Financial Performance Q2FY26 vs Q2FY25

Particulars (in INR Cr.)	Revenue		ЕВІ	TDA	PAT		
ranticulars (in interes)	Q2 F26	Q2 F25	Q2 F26	Q2 F25	Q2 F26	Q2 F25	
MLL Standalone	1,366.9	1,235.9	82.2	69.1	3.8	8.5	
Lords Freight	90.2	86.8	2.3	2.7	1.7	2.1	
Mobility	93.8	81.1	2.1	1.9	1.6	1.6	
Express	104.4	91.7	-9.1	-12.4	-20.0	-24.2	
2x2 Logistics	23.4	20.2	5.7	4.7	1.7	1.2	
V-Link	-	-	-0.1	-0.2	-0.1	-0.3	
Seino	-	-	-	-	-0.0	-	
Whizzard	68.4	51.0	2.0	0.6	1.1	0.2	
Consolidated	1,685.3	1,521.1	85.1	66.4	-10.4 [#]	-10.8	





Entity wise results

Q2 FY26 Financial Performance Q2FY26 vs Q1FY26

Particulars (in INR Cr.)	Revenue		EBI	TDA	PAT	
Tarticulars (III livit of.)	Q2 F26	Q1 F26	Q2 F26	Q1 F26	Q2 F26	Q1 F26
MLL Standalone	1,366.9	1,345.8	82.2	78.7	3.8	6.4
Lords Freight	90.2	73.8	2.3	1.2	1.7	0.9
Mobility	93.8	81.9	2.1	2.3	1.6	4.6
Express	104.4	100.8	-9.1	-11.8	-20.0	-23.9
2x2 Logistics	23.4	23.9	5.7	6.0	1.7	1.7
V-Link	-	-	-0.1	-0.3	-0.1	-0.4
Seino	-	-	-	-	-0.0	-0.0
Whizzard	68.4	43.2	2.0	0.2	1.1	-0.1
Consolidated	1,685.3	1,624.6	85.1	76.3	-10.4 [#]	-10.8



Entity wise results

Q2 FY26 Financial Performance H1FY26 vs H1FY25

Particulars (in INR Cr.)	Revenue		EBI	TDA	PAT	
ranticulars (in livit of.)	H1 F26	H1 F25	H1 F26	H1 F25	H1 F26	H1 F25
MLL Standalone	2,712.7	2,392.6	160.9	140.6	10.2	18.8
Lords Freight	164.0	157.8	3.5	4.9	2.6	4.0
Mobility	175.6	162.4	4.4	4.0	6.2	3.3
Express	205.2	180.9	-20.9	-26.1	-43.9	-48.8
2x2 Logistics	47.3	35.4	11.7	8.7	3.4	2.9
V-Link	-	-	-0.4	-0.4	-0.5	-0.6
Seino	-	-	-	-	-0.1	-
Whizzard	111.7	88.8	2.1	1.0	1.0	0.4
Consolidated	3,309.9	2,941.1	161.3	132.7	-21.2 [#]	-20.1





Consolidated Income Statement – Q2FY26

Particulars	Q2FY26	Q1FY26	Q-o-Q	Q2FY25	Y-o-Y	H1FY26	H1FY25	Y-o-Y
Revenue	1,685.3	1,624.6	4%	1,521.1	11%	3,309.9	2,941.1	13%
Other Income	2.9	5.1		1.7		8.0	7.4	
GM	170.2	153.3	11%	139.4	22%	323.6	275.0	18%
GM (%)	10.1%	9.4%		9.2%		9.8%	9.4%	
Total Overheads	# 85.2	77.1		73.0		# 162.3	142.4	
EBITDA	85.1	76.3	12%	66.4	28%	161.3	132.7	22%
EBITDA (%)	5.0%	4.7%		4.4%		4.9%	4.5%	
Depreciation								
- Fixed Assets	23.8	23.6		20.2		47.4	38.7	
- Lease (IND AS)	47.9	41.0		33.8		88.9	70.2	
EBIT	16.3	16.8	-3%	14.2	15%	33.1	31.1	6%
Finance Cost								
- Finance Charge	8.3	11.6		10.4		19.9	19.8	
- Lease (IND AS)	13.3	10.9		8.7		24.3	18.8	
Share of profit/(loss) of an associate / a joint venture	(0.0)	(0.0)		-		-0.1	-	
PBT	-5.4	-5.8		-5.0		-11.2	-7.5	
Tax	3.0	3.6		4.6		6.6	10.0	
PAT (before JV)	-8.4	-9.4		-9.6		-17.8	-17.5	
PAT (after JV and NCI)	-10.4	-10.8		-10.8		-21.2	-20.1	
PAT (%)	-0.6%	-0.7%		-0.7%		-0.6%	-0.7%	
Basic EPS (in Rs.)	-1.2	-1.4		-1.4		-2.6	-2.7	





Consolidated Balance sheet

Particulars Particulars	Sep-25	Mar-25
NON-CURRENT ASSETS	1,428.98	1,182.42
Property, Plant and Equipment	321.96	265.95
Right of Use Asset	553.70	396.29
Net Investment in Lease	5.23	9.47
Capital Work-in-Progress	24.22	45.76
Goodwill on consolidation	58.76	58.76
Intangible Assets	202.69	208.56
Financial Assets		
(i) Investments	1.91	1.99
(ii) Other Financial Assets	64.04	49.97
Deferred Tax Assets (Net)	47.55	45.55
Income Tax Assets (Net)	111.00	61.66
Other Non-Current Assets	37.92	38.46
CURRENT ASSETS	1,698.93	1,397.73
Financial Assets		
(i) Investments	8.93	20.64
(ii) Trade Receivables	712.15	625.10
(iii) Cash and Cash Equivalents	41.92	65.09
(iv) Bank Balances other than (iii) above	191.97	10.88
(v) Other Financial Assets	608.00	557.98
Other Current Assets	135.96	118.04
TOTAL ASSETS	3,127.91	2,580.15

Particulars Particulars	Sep-25	Mar-25
EQUITY	1,165.08	454.23
Equity Share Capital	99.18	72.13
Share Application Money	-	-
Other Equity	1,046.20	365.75
Equity attributable to owners	1,145.38	437.88
Equity attributable to non-controlling interests	19.70	16.35
NON-CURRENT LIABILITIES	505.86	753.90
Financial Liabilities		
(i) Borrowings	33.92	410.47
(ii) Lease liabilities	437.12	307.56
(iii) Other Financial Liabilities	-	0.56
Provisions	33.13	33.96
Deferred Tax Liabilities (Net)	1.69	1.35
CURRENT LIABILITIES	1,456.97	1,372.02
Financial Liabilities		
(i) Borrowings	38.60	13.71
(ii) Lease liabilities	165.88	137.04
(iii) Trade Payables		
a) Due to Micro and Small Enterprises	144.07	150.04
b) Other than Micro and Small Enterprises	989.70	949.62
(iv) Other Financial Liabilities	81.68	75.20
Provisions	10.39	9.13
Current Tax Liabilities (Net)	3.78	3.74
Other Current Liabilities	22.87	33.54
TOTAL EQUITY AND LIABILITIES	3,127.91	2,580.15





Consolidated Cashflow Statement

Particulars	Sep-25	Sep-24
Operating Profit before working Capital changes	178.24	141.77
Changes in working Capital	-156.37	-46.10
Cash generated from operations	21.87	95.66
Direct taxes paid (net of refund)	-57.48	5.95
Net cash from Operating Activities (A)	-35.61	101.61
Net cash from Investing Activities (B)	-241.88	-50.53
Net cash from Financing Activities (C)	254.32	-59.04
Net change in cash and cash equivalents (A+B+C)	-23.17	-7.96
Cash with Banks - on Current account/Balance in Cash Credit Accounts	65.09	24.39
Total cash and cash equivalents	41.92	16.43







Company	/ :
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Mrs. Isha Dalal

Chief Financial Officer

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Thank You



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