

Ref: MLLSEC/101/2025

21 July 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 first quarter ended 30 June 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 12 July 2025

Further to our letter dated 12 July 2025 giving advance intimation of the earnings conference call for the first quarter ended 30 June 2025 (“Mahindra Logistics Limited Q1FY26 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 for the first quarter ended 30 June 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



Q1 FY26 Investor Presentation

Business & Earnings Update

July 2025



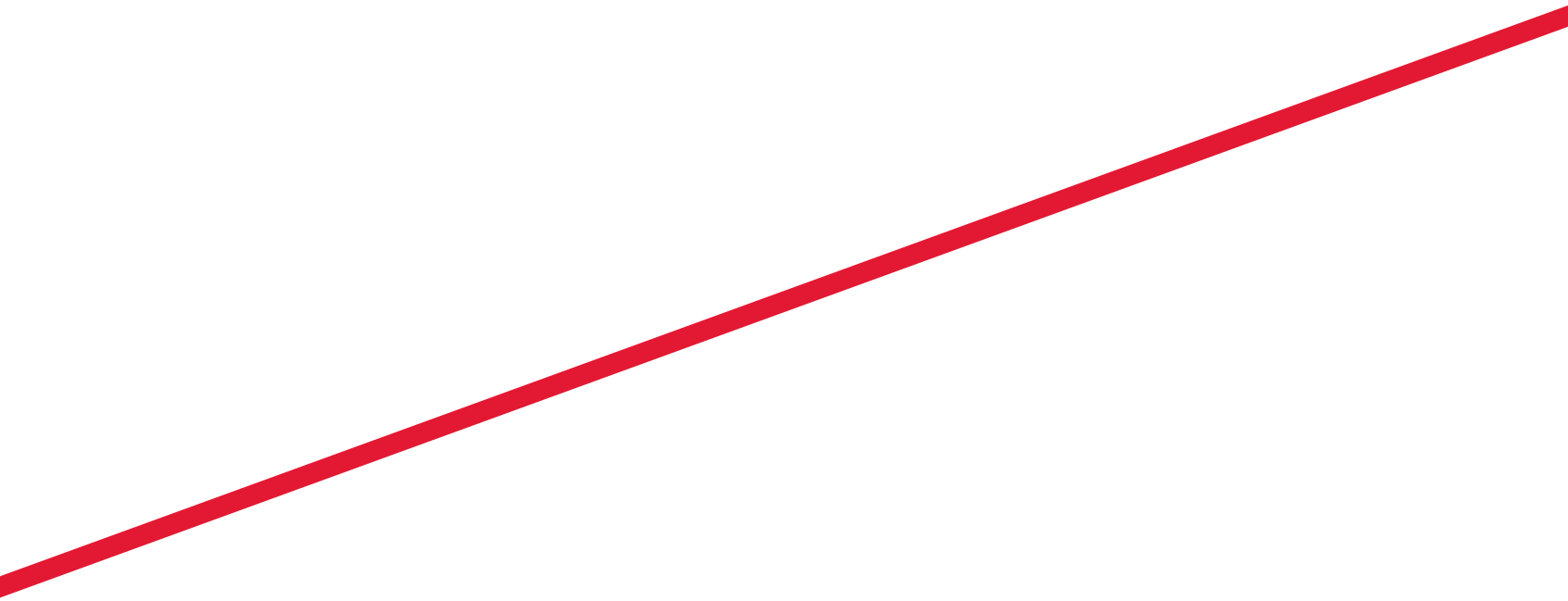
Safe Harbor

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Company Overview



India's leading logistics provider of integrated solutions



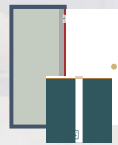
Contract Logistics

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



B2B Express

B2B express and PTL transportation with pan India coverage



Last Mile Delivery

Facilitates delivery to customers of major e-com players and building India's largest 3W EV fleet



Freight Forwarding

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



Multi service provider for mobility solutions



Employee Transportation

Providing end-to-end employee transportation services



Airport Services

Dedicated booking counter with Kerb-side pickup

mahindra
LOGISTICS



On Call Services

Customized hourly packages



Outstation

Flexible Rental packages with pan India presence

Leading logistics service provider



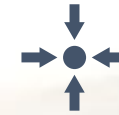
21.1 Mn+

Sq. ft. space under management



30,000+

Total workforce
across India



1,100+

Locations across India



19,000+

Pin-codes
covered



1,660+

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

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



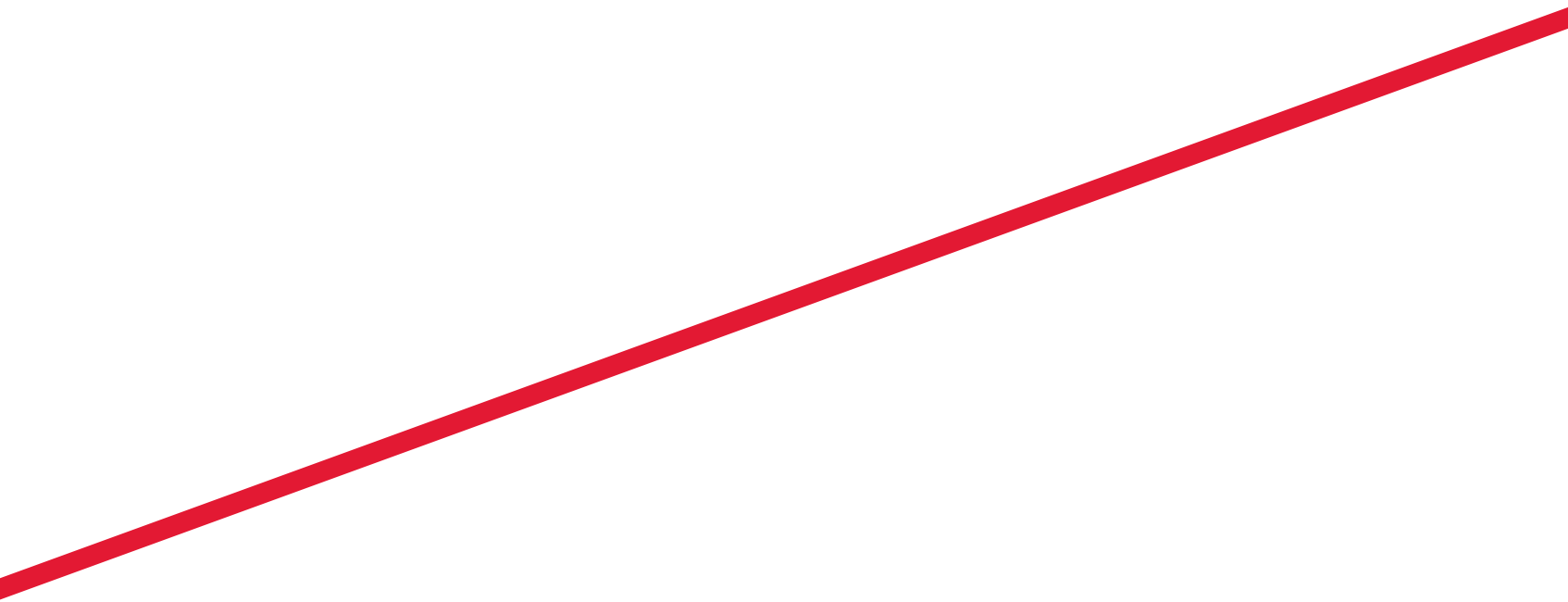
Sustainability – Drive to net zero



Presence in High Growth Segments (End-Markets)

Auto & Auto Components	01	<ul style="list-style-type: none"> India is 4th largest automobile market in the world by production Favorable ecosystem for exports & government support 25% contribution in contract logistics market, ~13% in GDP 	
FMCG / Durables/ Retail	02	<ul style="list-style-type: none"> 10% contribution in contract logistics market Durables is growing at a 15% CAGR, to reach \$35 Bn by 2029 Govt support through allocation of ₹10k Cr in PLI schemes 	
Industrial & Engineering	03	<ul style="list-style-type: none"> 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	04	<ul style="list-style-type: none"> 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	05	<ul style="list-style-type: none"> Increase per km payout, shared mobility and premium demand Office leasing is expected to grow at 20% CAGR GCC are eyeing tier 2 & tier 3 cities for fresh setups 	

Business Updates

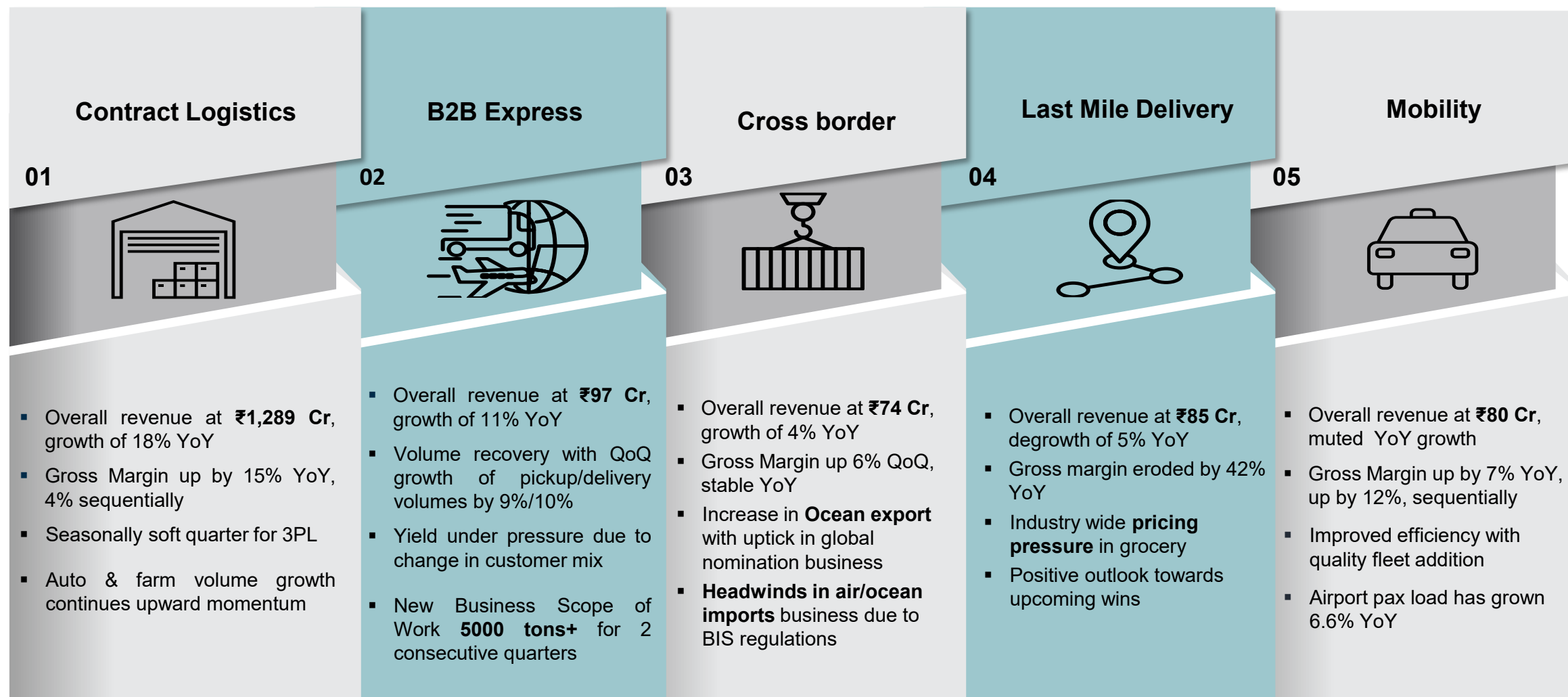


Management Commentary

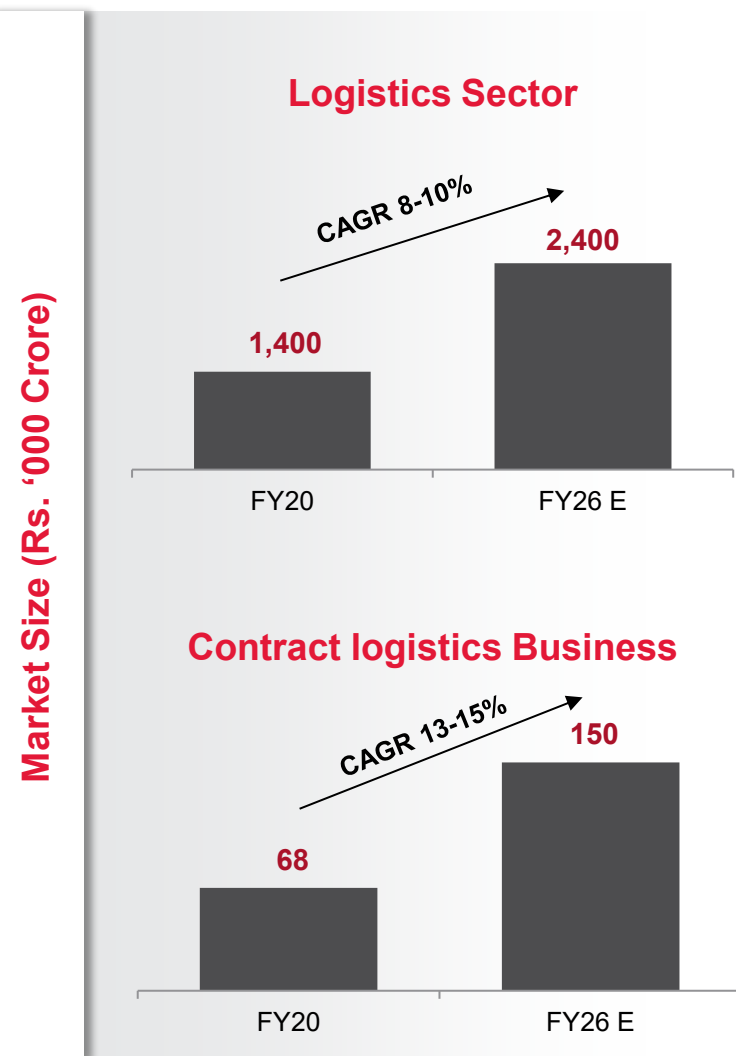
Mr. Hemant Sikka – Managing Director and CEO

“At Mahindra Logistics, we focus on navigating complexity with intent—mobilising our strengths, channelling collective potential, and challenging limits to drive meaningful progress together. Over the last quarter, we emphasised on strategic execution, architecting capabilities to scale our integrated solutions ecosystem and accelerate the transition toward future readiness. Our performance this quarter reflects the momentum of our shared purpose with the Express Business crossing ₹100 crore in revenue. Reflecting the direction we continue to pursue, our consolidated revenue grew 14% year-on-year, supported by good performance in 3PL, Last Mile Delivery, and the Express segments. Performance in the Freight Forwarding segment remained stable, while the Mobility business delivered improved profitability—driven by a sharper focus on operating discipline. Our new sites in Pune and Agartala also went live this quarter, reinforcing our footprint and improving network agility.”

Q1 FY26 Business Highlights



Contract Logistics - Key Trends & Opportunities



Source: Internal analysis, secondary research reports



Industry Structure

- Highly fragmented with top 10 players having ~15% share
- ~65% of the sector constitutes of transportation
- Road transport accounts for nearly ~75% of transportation
- 3PL penetration in India is just 5% 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



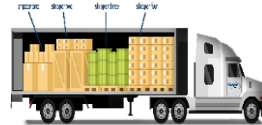
VAS

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



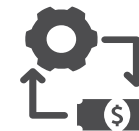
Integrated Solutions

Single point of contact for E2E logistics



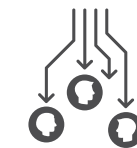
Improved Dispatch Plan

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

Space under
management

19 +
Mn. Sq. Ft.

Operating
locations

400+



Vehicles
Deployed

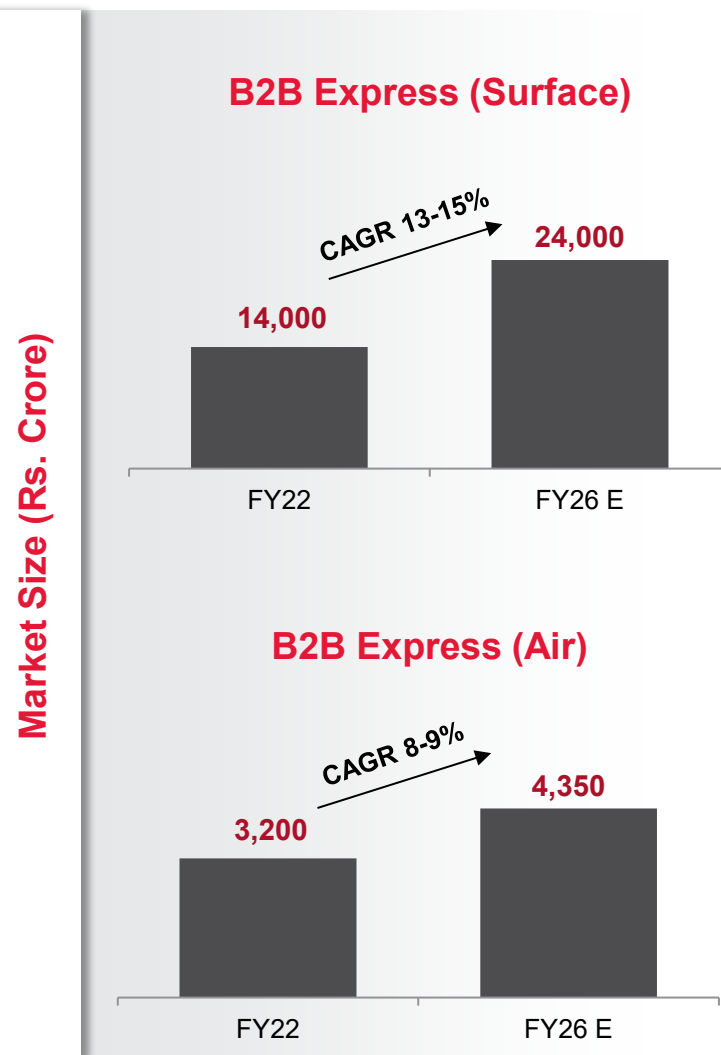
15,000+
*Trucks
Per month*

Business
Associates

1,500+



B2B Express – Key trends and Opportunities



Industry Structure

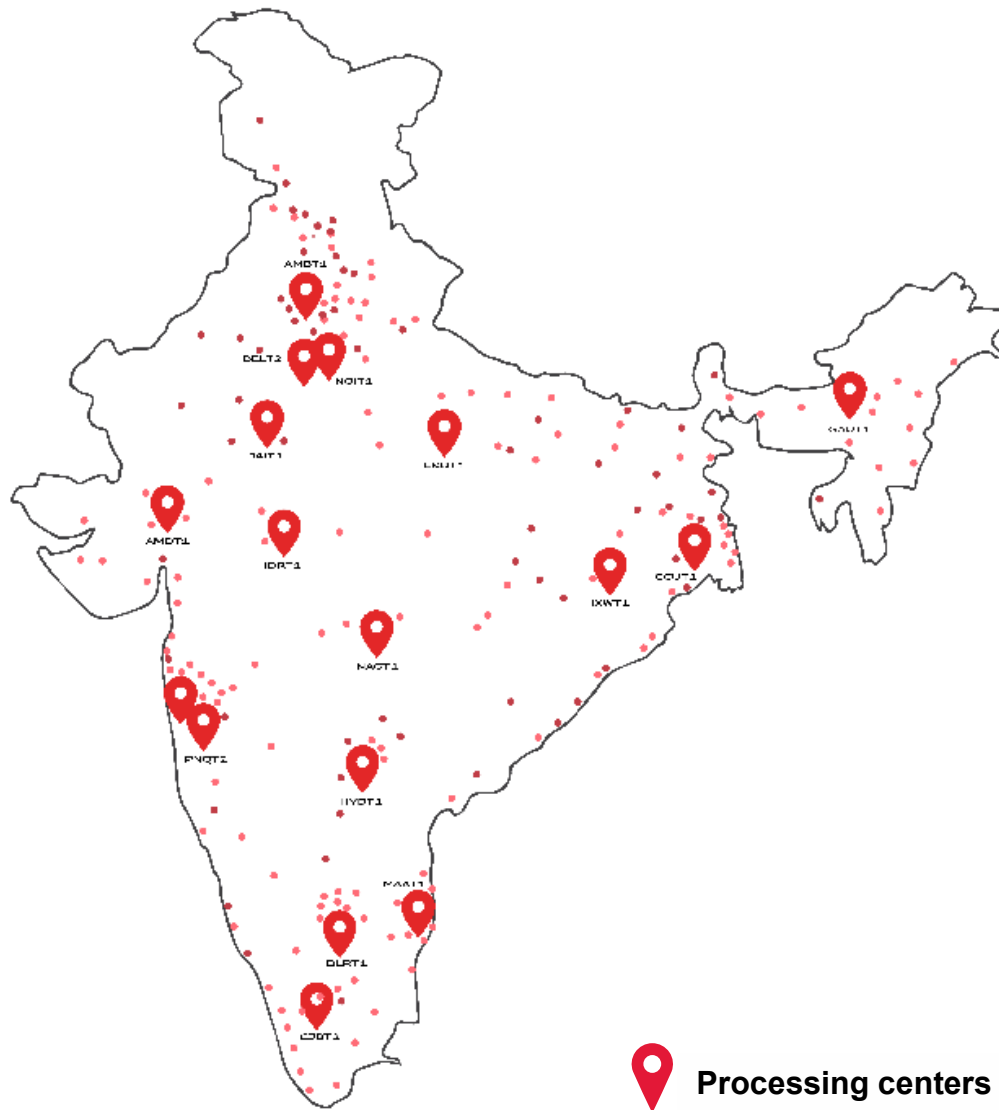
- Organized players account for ~70% of volume
- Skewed load distribution, ~70% load is originated from North & West India
- Auto & Engineering (30%), Pharma (14%), Apparel & Lifestyle (13%) are major end-markets
- Air express is being increasingly used by corporates to deliver

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 cost-effective, flexible PTL solutions

Source: Aviral consulting, Indian chamber of commerce, Internal Analysis

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

Pin-code
reach

19,000

Direct+ODA

Space under
management

~1.4

Mn. Sq Ft.



Trans-shipment
Hubs & DCs

260+

Line Hauls &
Mid-mile

1,100+

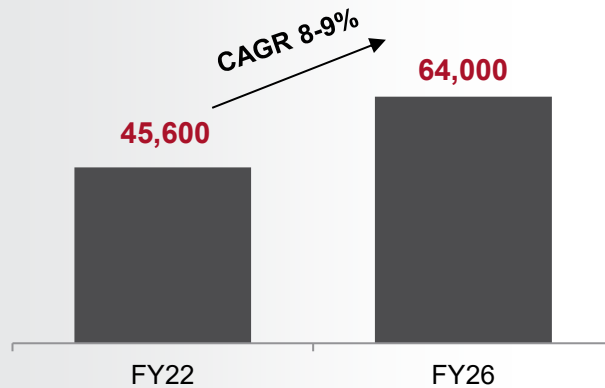
Trucks



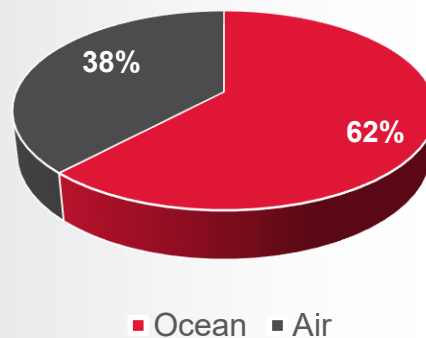
Cross Border – Key Trends & Opportunities

Market Size (Rs. Crore)

Freight Forwarding



Ocean & Air Freight Split



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 & mid-sized 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

Source: TVS SCS, Delhivery DRHP, Internal Analysis

Cross Border – Core competency & capabilities

Air Freight



- ▶ Airport-to-Airport
- ▶ Door-to-Door
- ▶ Expertise in Over-dimension
- ▶ 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

Ocean Freight
Rate Index

~ **40%** ↑
vs Q4 FY24

Ocean Freight
Volume

~ **2,000+**
TEUs per quarter

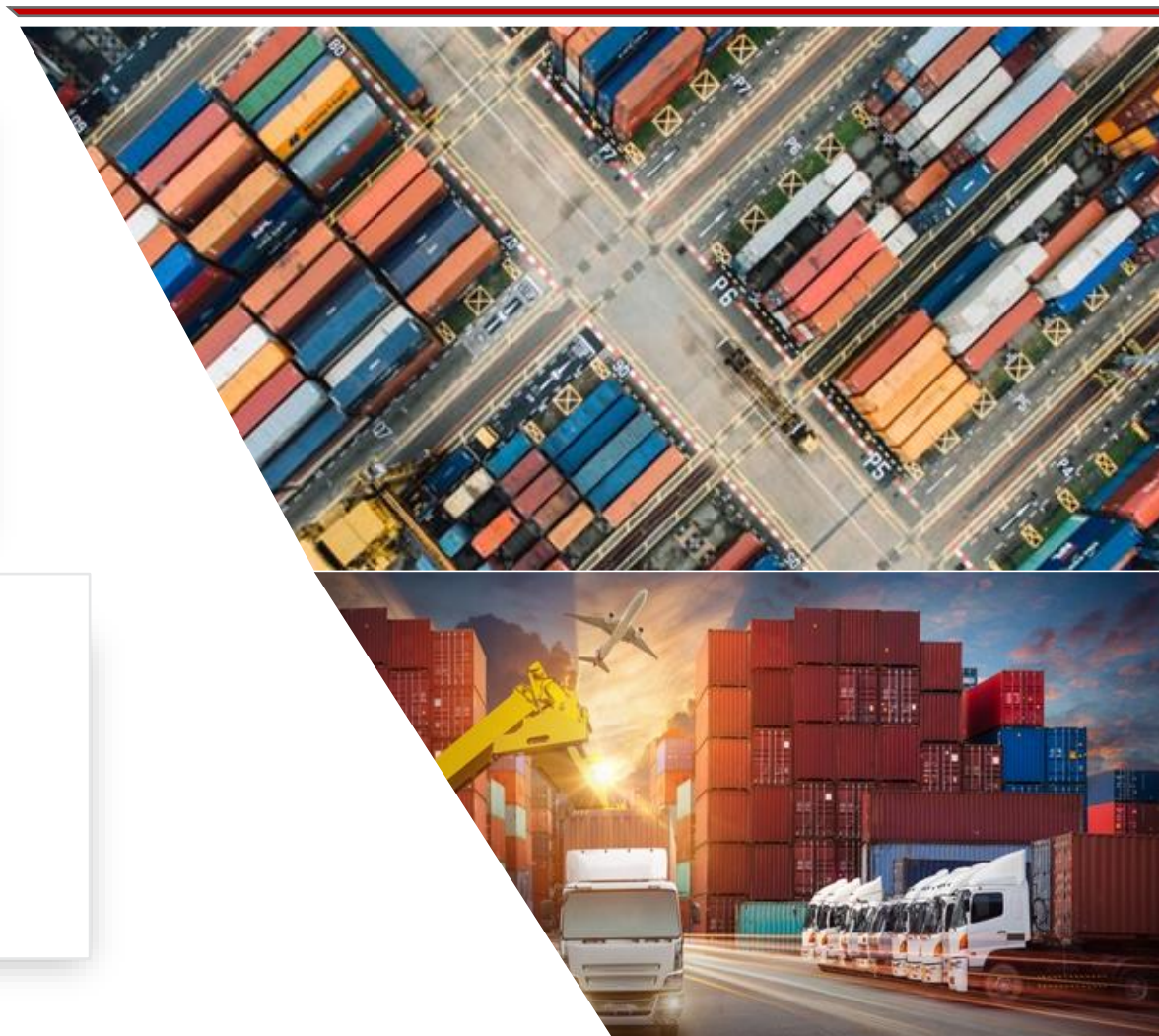


Air Freight
Volume

~ **1,200+**
Tons per quarter

No. of Forwarding
Lanes

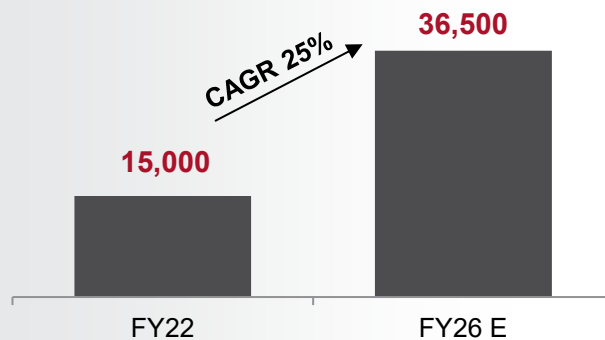
50+
Globally



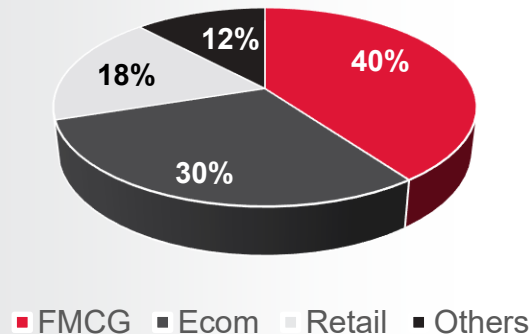
Last Mile Delivery – Key Trends & Opportunities

Market Size (Rs. Crore)

Last Mile Delivery, India



LMD Segmentation by End-markets



Source: Redseer Consulting Report, Internal Analysis



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
- ONDC likely to disrupt LMD space
- Increasing internet penetration, leading to rise in D2C & Quick commerce

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



Last Mile Delivery – Operating Highlights

Volume
handled

350,000+
orders per day

Fleet
Deployed

6,000+
Vehicles per day



Last Mile
stations

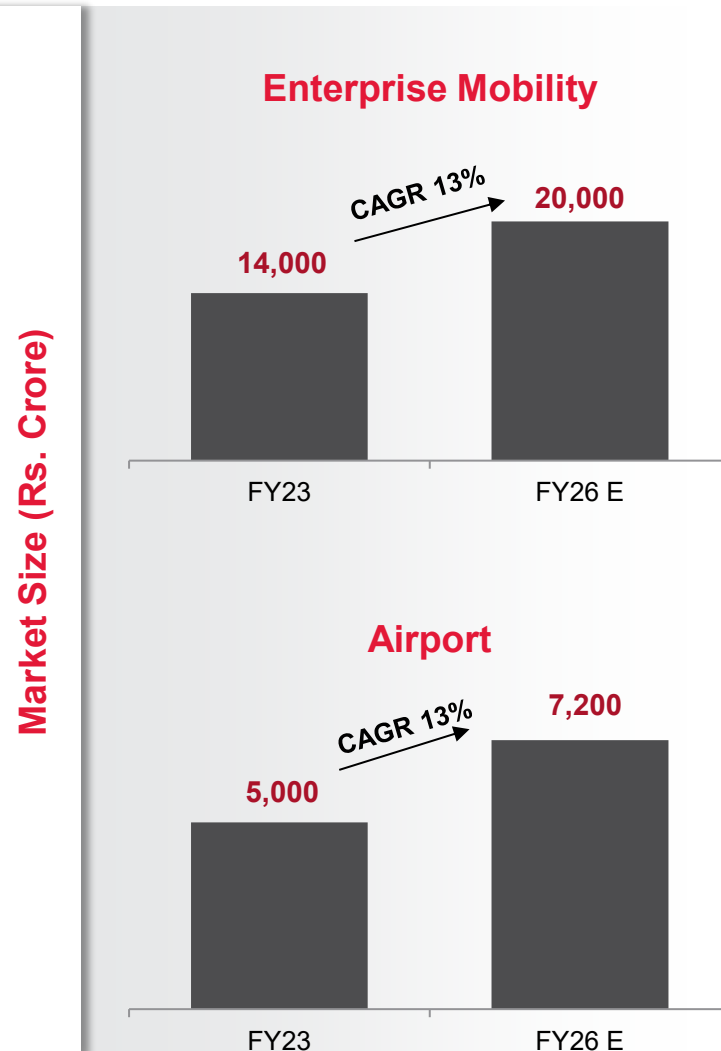
200+

Geographic
Reach

4,000+
*Pin-codes
Pan-India*



Mobility – Key Trends and Opportunities



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

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



Last Mile Delivery – Operating Highlights

No. of
Trips

12,000+
Per day

No. of vehicles
deployed

5,000+
Vehicles per day



No. of operating
locations

100+
Per day

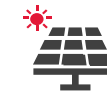
No. of supply
partners

300+
Pan-India



Drive to Net Zero

Carbon Neutral by 2040



4.1 Mn Sq Feet

Solar Powered Warehouses

1,600+ EV

2W, 3W, 4W and PCV



~47 Million

Green KM with EVs

5 IGBC Gold & Platinum

Certified buildings



Recognition

CII Scale Award –
Green logistics

BRSR

Integrated Annual Report



5000+ Kg

Waste Plastic Collected

1,73,800+

Saplings planted



Corporate Social Responsibilities

BUILDING COMMUNITIES



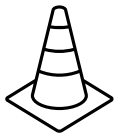
Resue to Read – Book Donation Drive

Book donation drives at 14 locations benefited 529 children.



Blood Donation Drive

Ranchi & Vadodara blood camps collected 144+ units.



Zero Fatality Zone project - Zaheerabad to Hyderabad (This project has now been shifted from Luhari to Jaipur)

Reached **3,373+ beneficiaries** through road safety sessions in schools, colleges & communities — focusing on seatbelt use, helmets, and speeding awareness.



Health Clinic Project - Nasik

4,373 community people were benefited through plays, sessions & camps on various health awareness issues and general health check-ups.



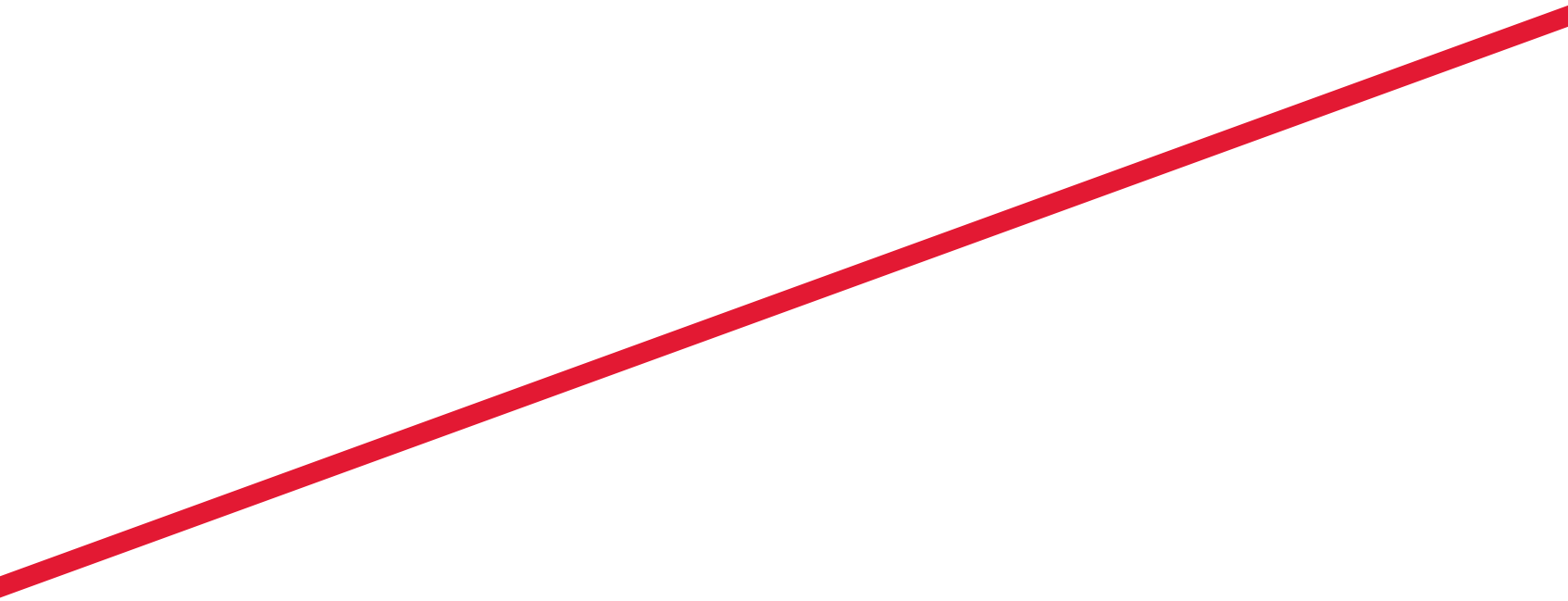
World Environment Day – Plastic Collection Drive

Employees marked WED with pledges, and clean-up drives through collecting 4,201+ kg plastic by 941 volunteers contributing 1,478 hours.

HIGHLIGHTS

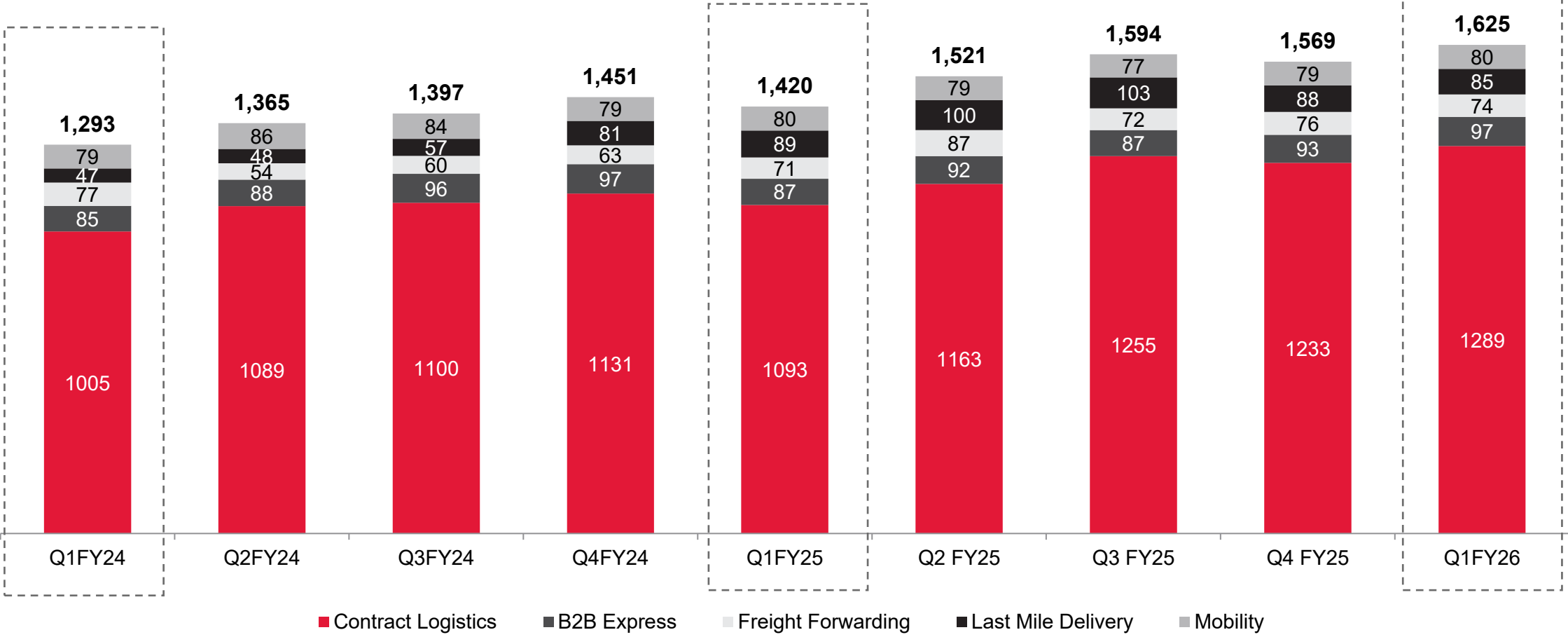


Financial Update



Quarterly revenues by segment (Consolidated)

Figures in Rs. Cr



Financial Highlights – Q1 FY26

Core Business (MLL + TTPL + Freight Forwarding + Mobility)

Revenue

INR 1,525 Cr.

GM

INR 155 Cr.

EBITDA

INR 88 Cr.

PAT

INR 13 Cr.

Consolidated (Including Rivigo & Whizzard acquisition)

Revenue

INR 1,625 Cr.

GM

INR 153 Cr.

EBITDA

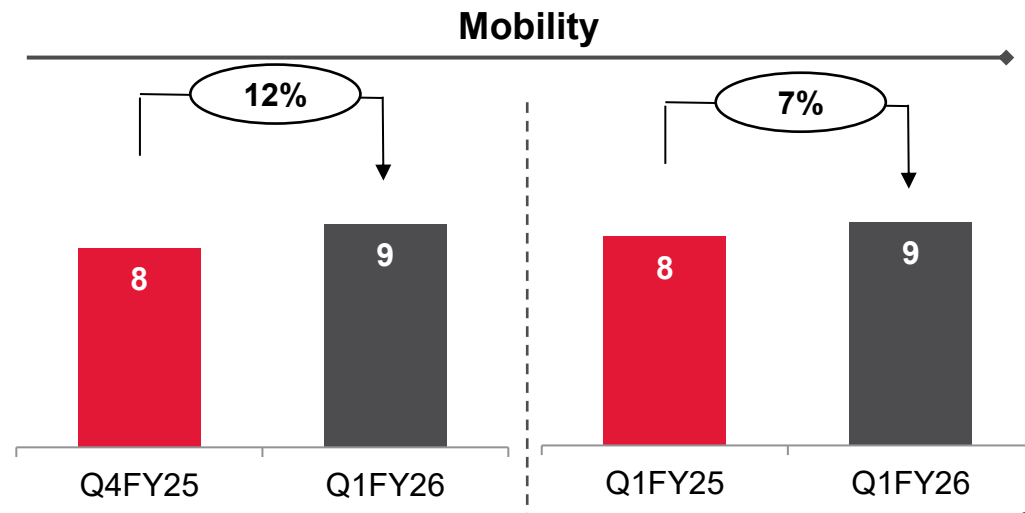
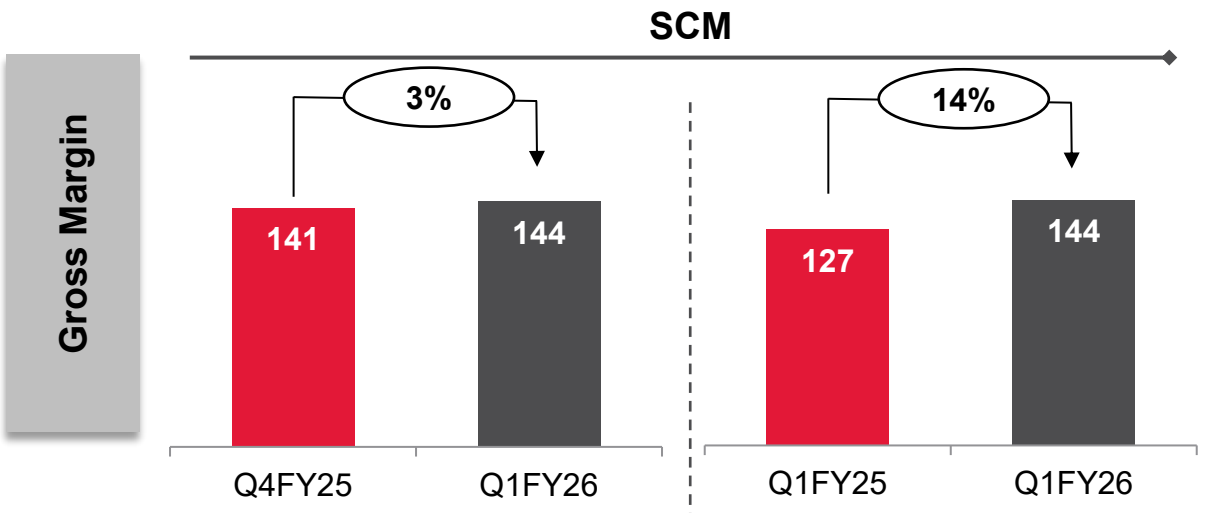
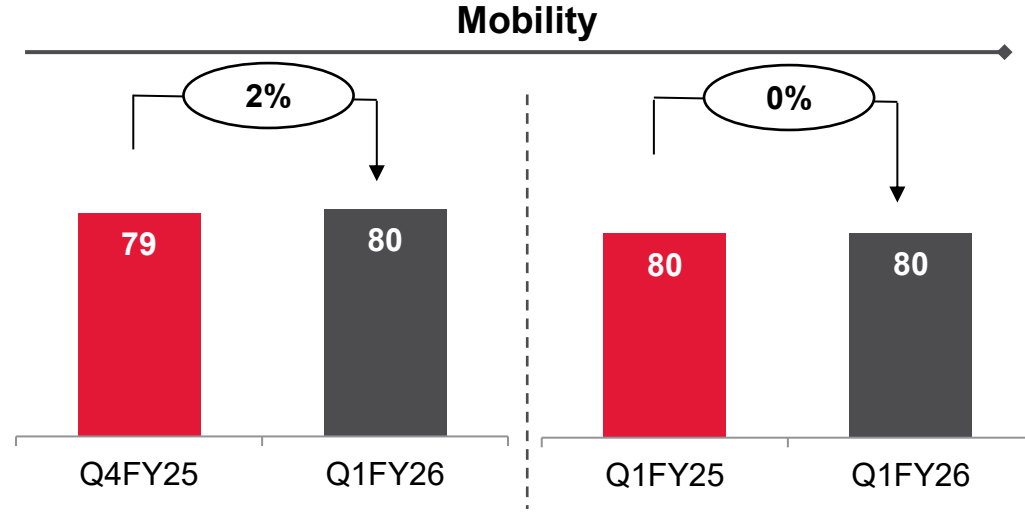
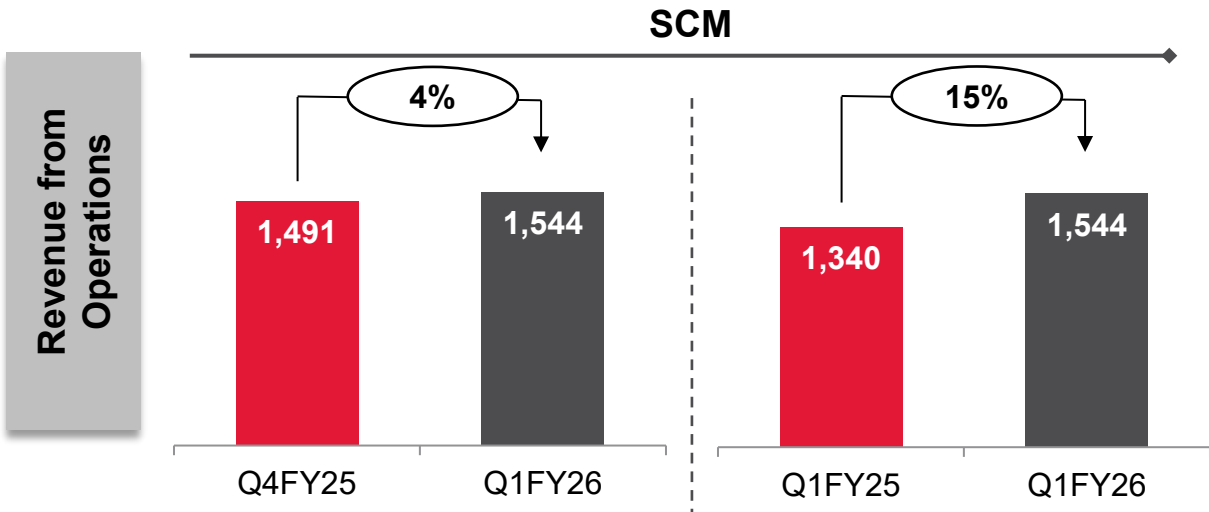
INR 76 Cr.

PAT

INR -11 Cr.

Segment wise Financials

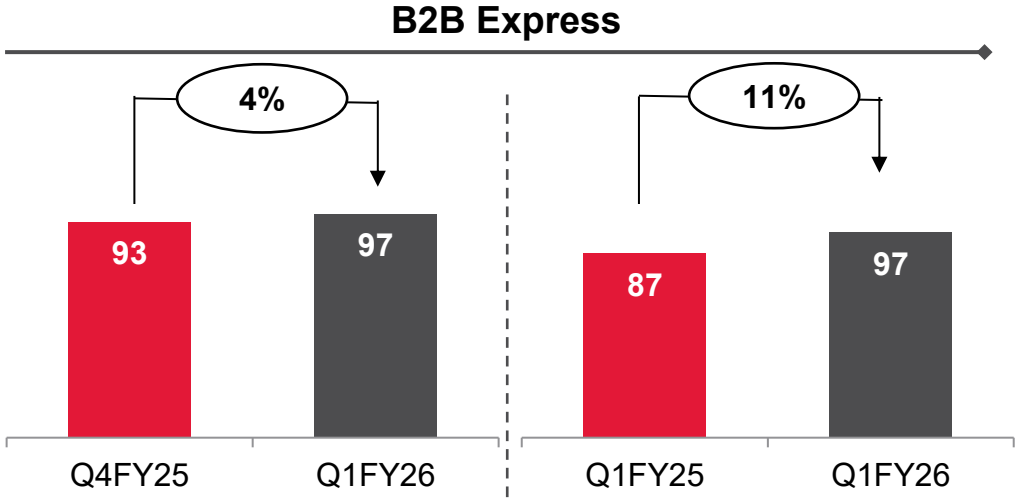
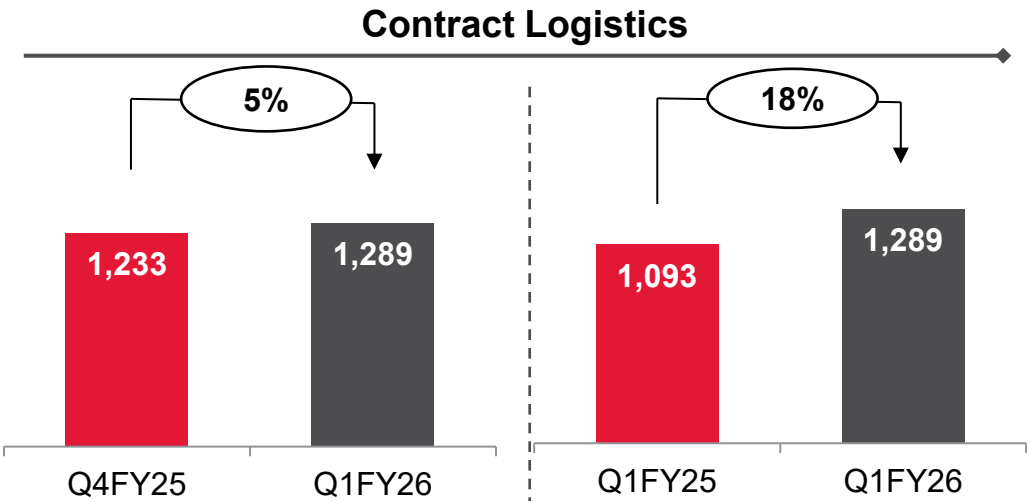
All figures in INR crore



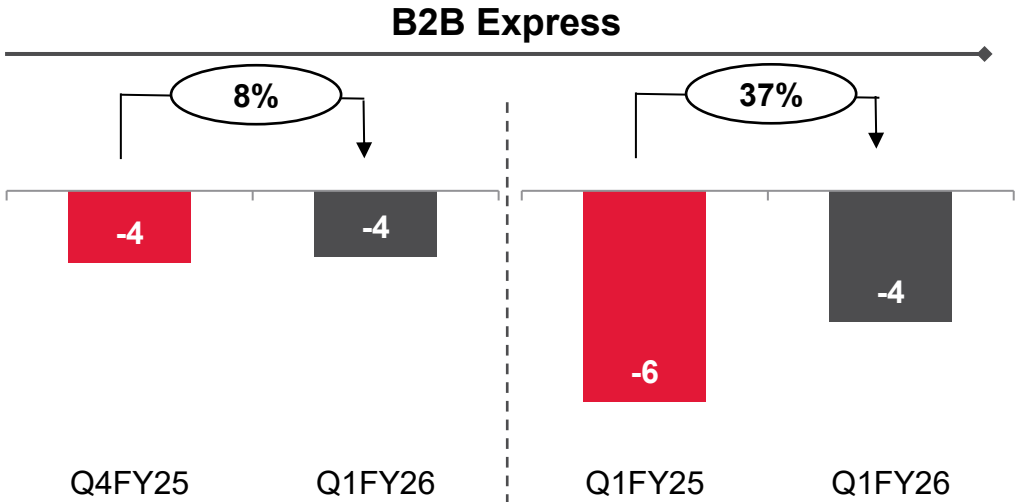
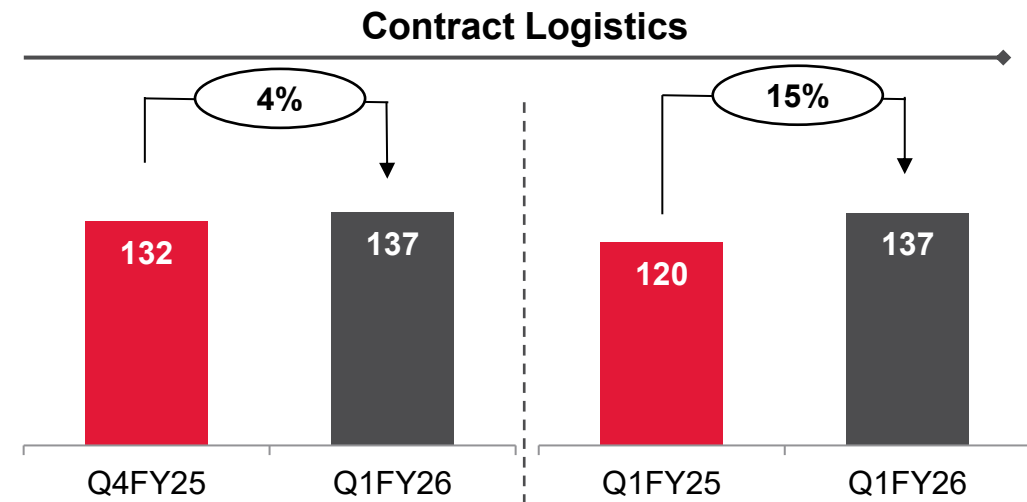
SCM Financials (1/2)

All figures in INR crore

Revenue from Operations



Gross Margin



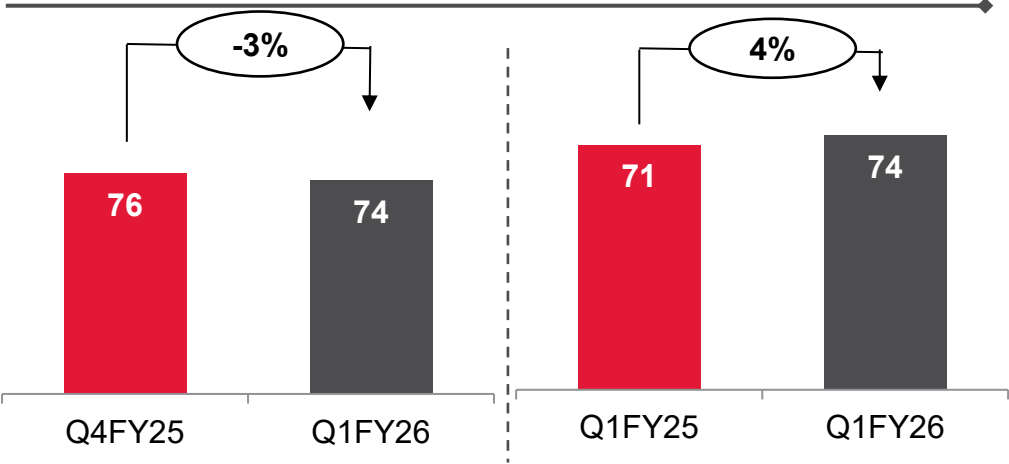
Note: Revenue after intercompany elimination

SCM Financials (2/2)

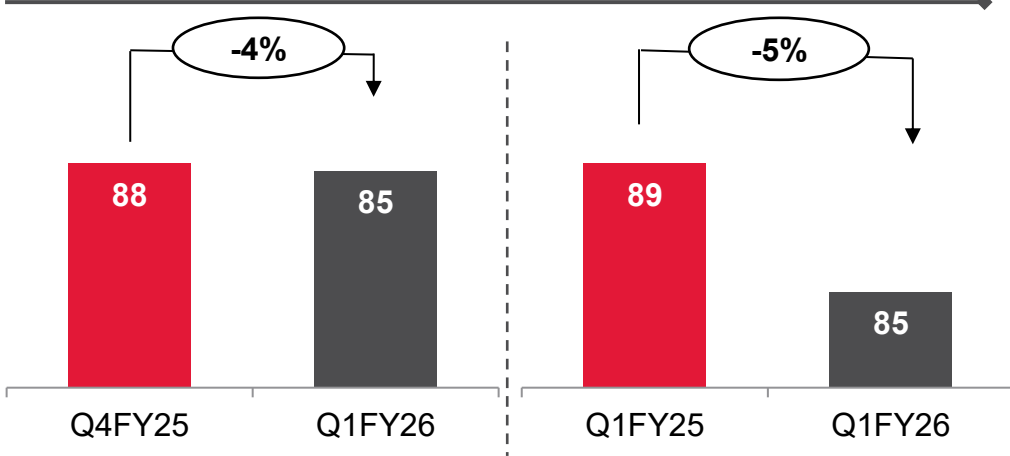
All figures in INR crore

Revenue from Operations

Cross Border

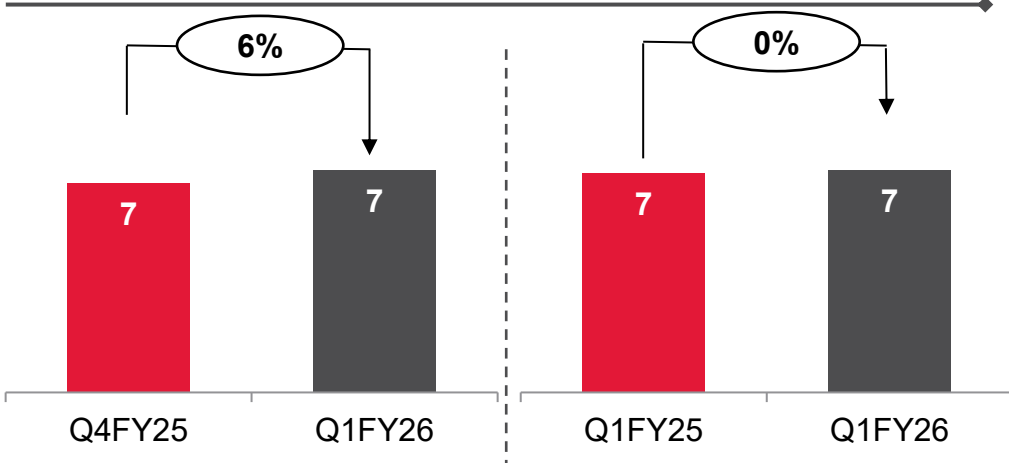


Last Mile Delivery

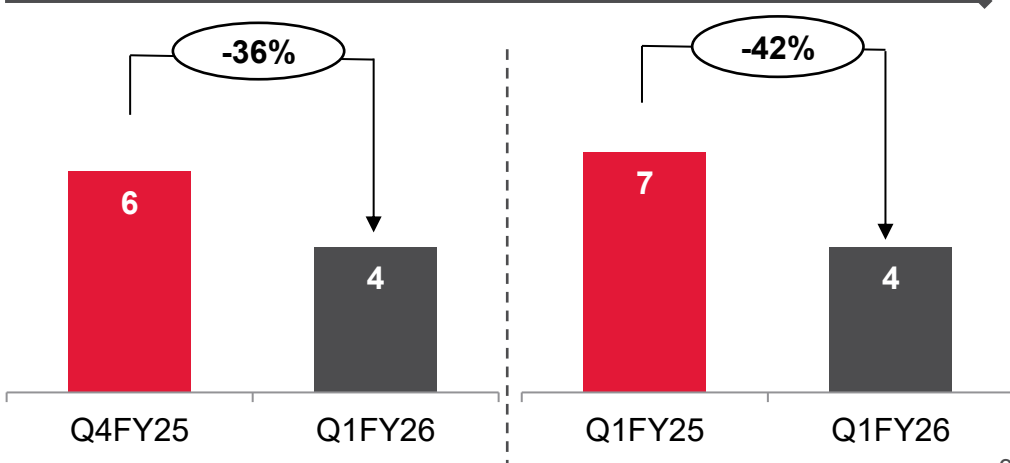


Gross Margin

Cross Border

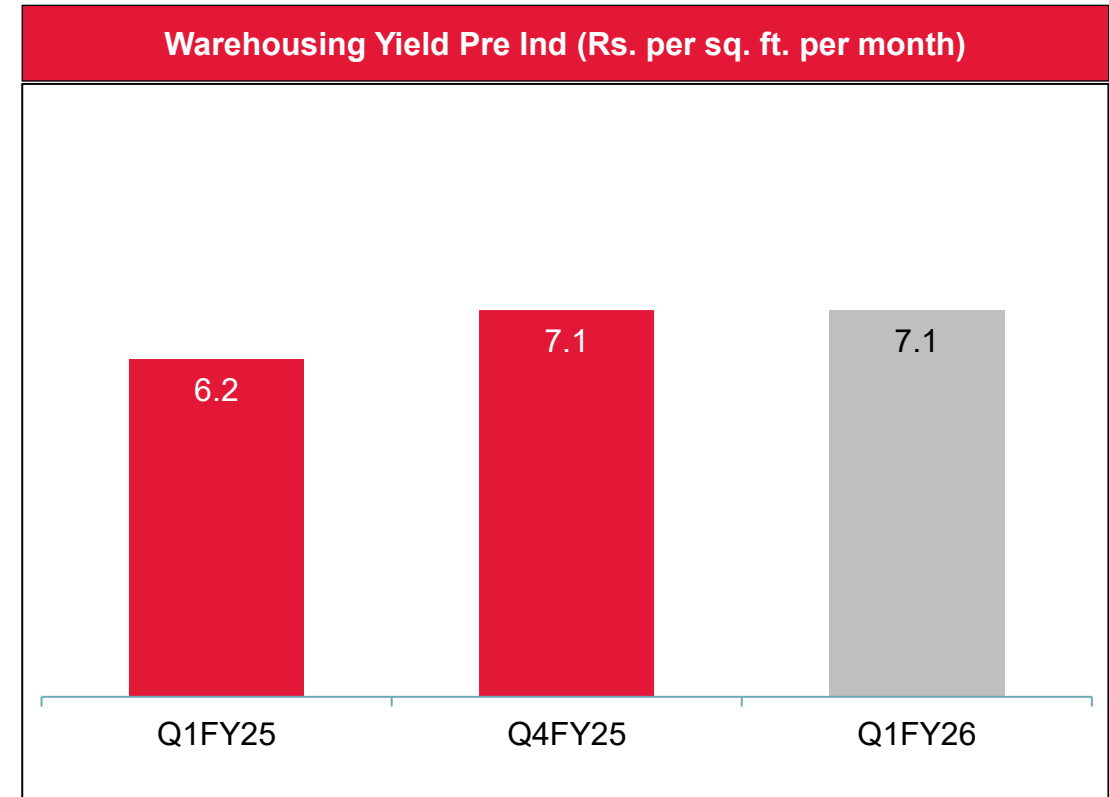
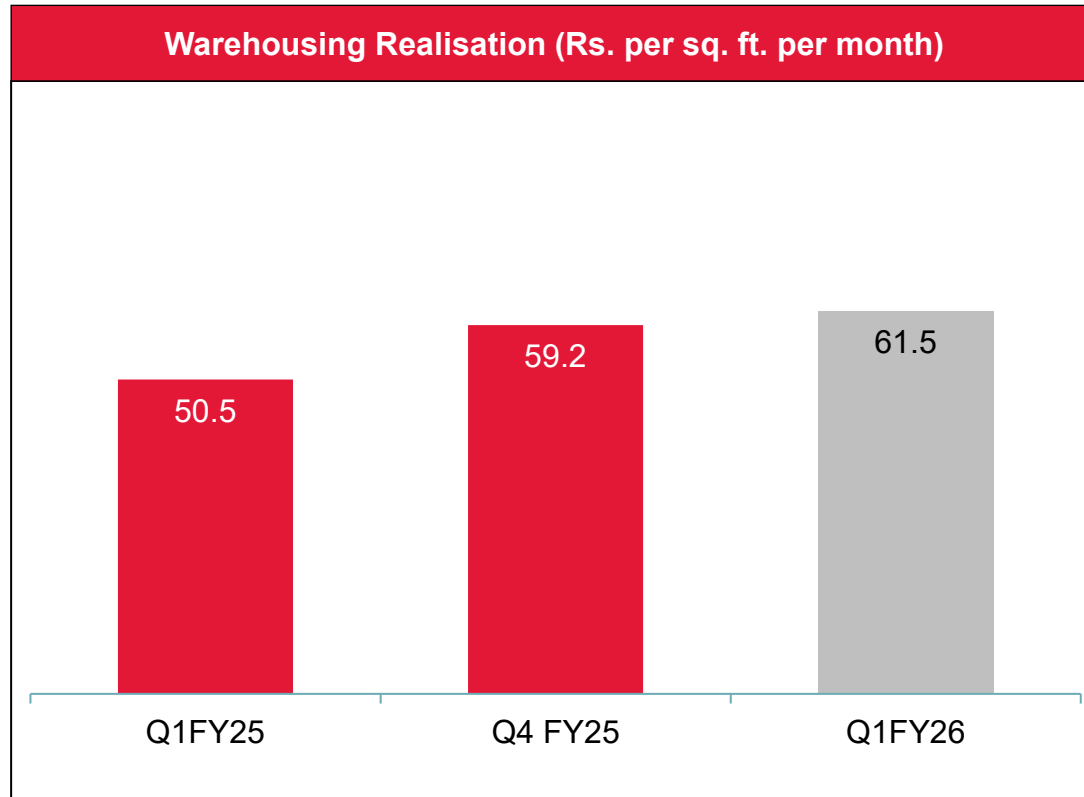


Last Mile Delivery



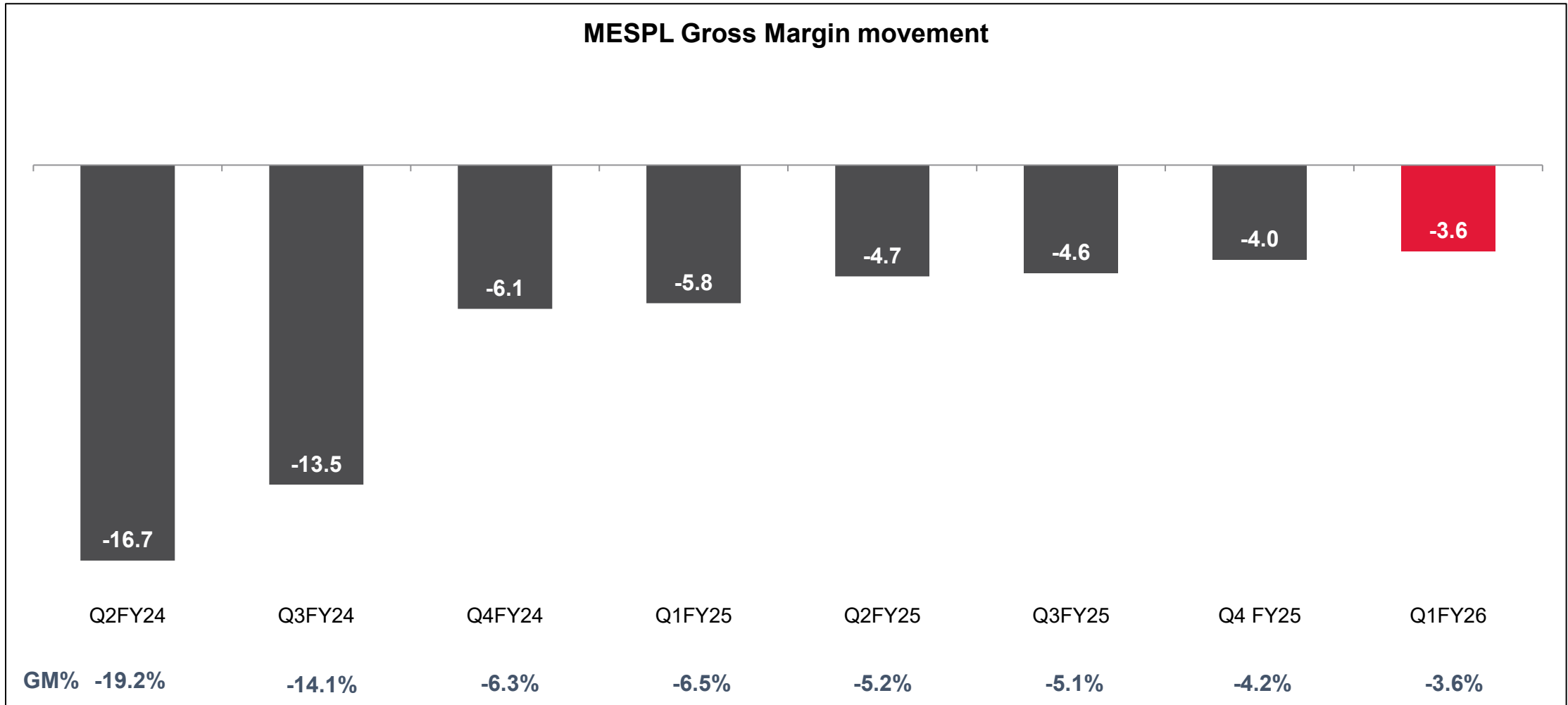
Note: 1. Revenue after intercompany elimination

WH realisation and Yield



B2B Express Update

Rs. Crore



Entity wise results

Q1 FY26 Financial Performance Q1FY26 vs Q1FY25

Particulars (in INR Cr.)	Revenue		EBITDA		PAT	
	Q1 F26	Q1 F25	Q1 F26	Q1 F25	Q1 F26	Q1 F25
MLL Standalone	1,345.8	1,156.7	78.7	71.6	6.4	10.2
Lords Freight	73.8	71.1	1.2	2.2	0.9	1.8
Mobility	81.9	81.3	2.3	2.1	4.6	1.7
Express	100.8	89.2	-11.8	-13.7	-23.9	-24.6
2x2 Logistics	23.9	15.1	6.0	3.9	1.7	1.7
V-Link	-	-	-0.3	-0.2	-0.4	-0.3
Whizzard	43.2	37.7	0.2	0.4	-0.1	0.2
Consolidated	1,624.6	1,420.0	76.3	66.3	-10.8	-9.3

Entity wise results

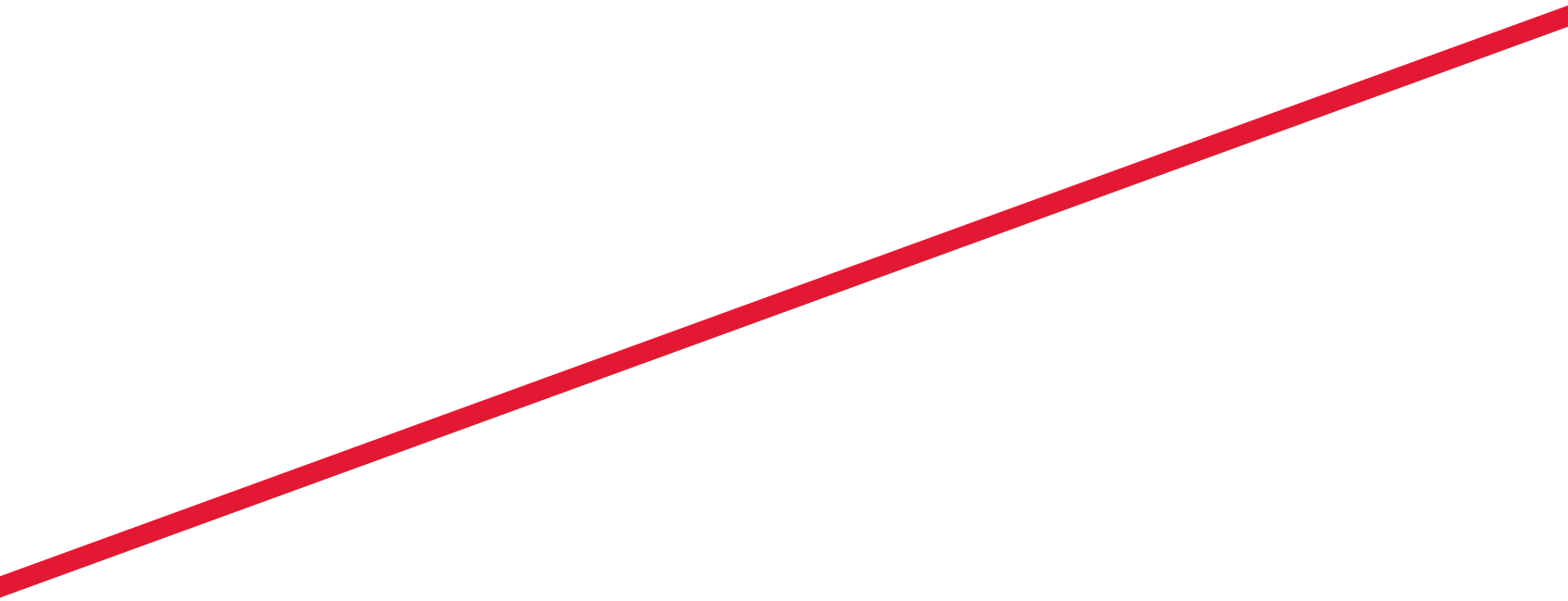
Q1 FY26 Financial Performance Q1FY26 vs Q4FY25

Particulars (in INR Cr.)	Revenue		EBITDA		PAT	
	Q1 F26	Q4 F25	Q1 F26	Q4 F25	Q1 F26	Q4 F25
MLL Standalone	1,345.8	1,293.1	78.7	79.7	6.4	13.1
Lords Freight	73.8	69.4	1.2	1.0	0.9	0.8
Mobility	81.9	80.0	2.3	1.6	4.6	1.3
Express	100.8	93.8	-11.8	-11.6	-23.9	-23.7
2x2 Logistics	23.9	24.4	6.0	6.8	1.7	1.8
V-Link	-	6.8	-0.3	-0.1	-0.4	-0.2
Whizzard	43.2	42.0	0.2	0.3	-0.1	0.0
Consolidated	1,624.6	1,569.5	76.3	77.7	-10.8	-6.7

Consolidated Income Statement – Q1FY26

Particulars	Q1FY26	Q4FY25	Q-o-Q	Q1FY25	Y-o-Y
Revenue	1,624.6	1,569.5	4%	1,420.0	14%
Other Income	5.1	2.2		5.7	
GM	153.3	148.7	3%	135.6	13%
GM (%)	9.4%	9.5%		9.5%	
Total Overheads	77.1	71.0		69.3	
EBITDA	76.3	77.7	-2%	66.3	15%
EBITDA (%)	4.7%	5.0%		4.7%	
Depreciation					
- Fixed Assets	23.6	23.3		18.5	
- Lease (IND AS)	41.0	35.1		36.4	
EBIT	16.8	21.5	-22%	17.0	-1%
Finance Cost					
- Finance Charge	11.6	11.8		9.4	
- Lease (IND AS)	10.9	8.8		10.1	
Share of profit/(loss) of an associate / a joint venture	(0.0)	0.0		-	
PBT	-5.8	0.9		-2.5	
Tax	3.6	6.2		5.3	
PAT (before JV)	-9.4	-5.3		-7.8	
PAT (after JV and NCI)	-10.8	-6.7		-9.3	
PAT (%)	-0.7%	-0.4%		-0.7%	
Basic EPS (in Rs.)	-1.50	-0.93		-1.29	

Outlook & Priorities



Building blocks in place to achieve the vision



Grow Integrated logistics business

Focus on synergy benefits to unlock growth

Focus on margin expansion through productivity improvement

Build on Technology & Automation to become critical differentiators

Contact Us

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THANK YOU