

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



Q2 FY26 Investor Presentation

Business & Earnings Update

Oct 2025



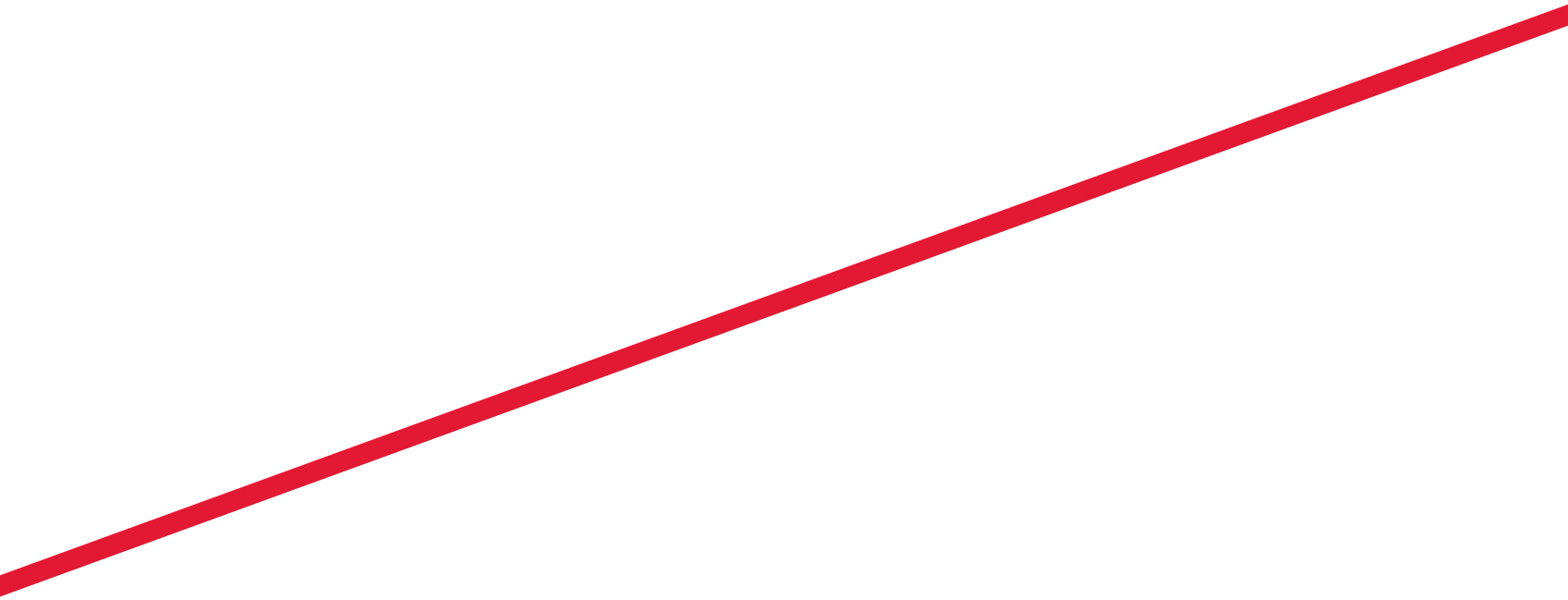
Safe Harbor

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Company Overview



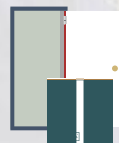
India's leading logistics provider of integrated solutions

SUPPLY CHAIN MANAGEMENT



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

mahindra
LOGISTICS >>



Mobility Services (B2B/B2C)

Provides ETMS & city/airport transfers solutions

MOBILITY SOLUTIONS

Leading logistics service provider of India



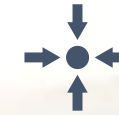
22.1 Mn+

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

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



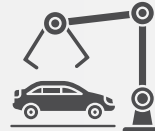
Technology Shaping operations and decisions



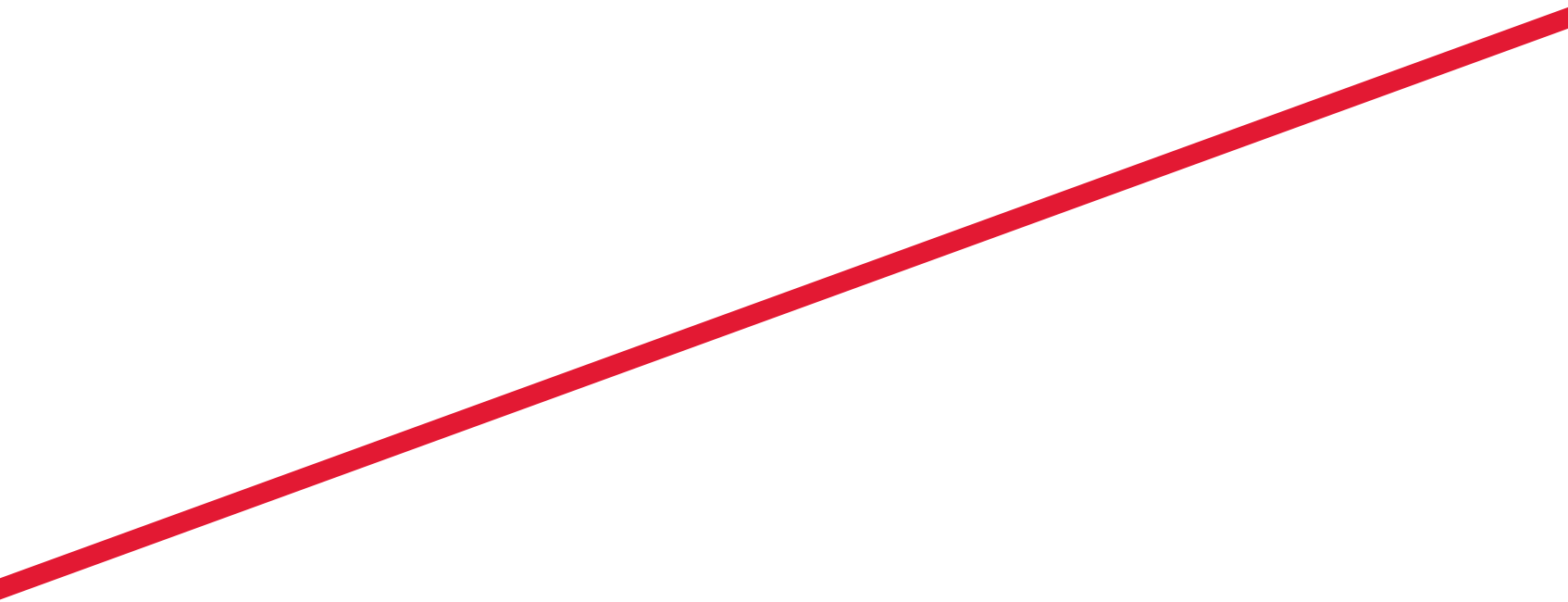
Sustainability – Drive to net zero



Presence in High Growth Segments (End-Markets)

Auto & Auto Components	01	- 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	02	- 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	03	- 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	- 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	- 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

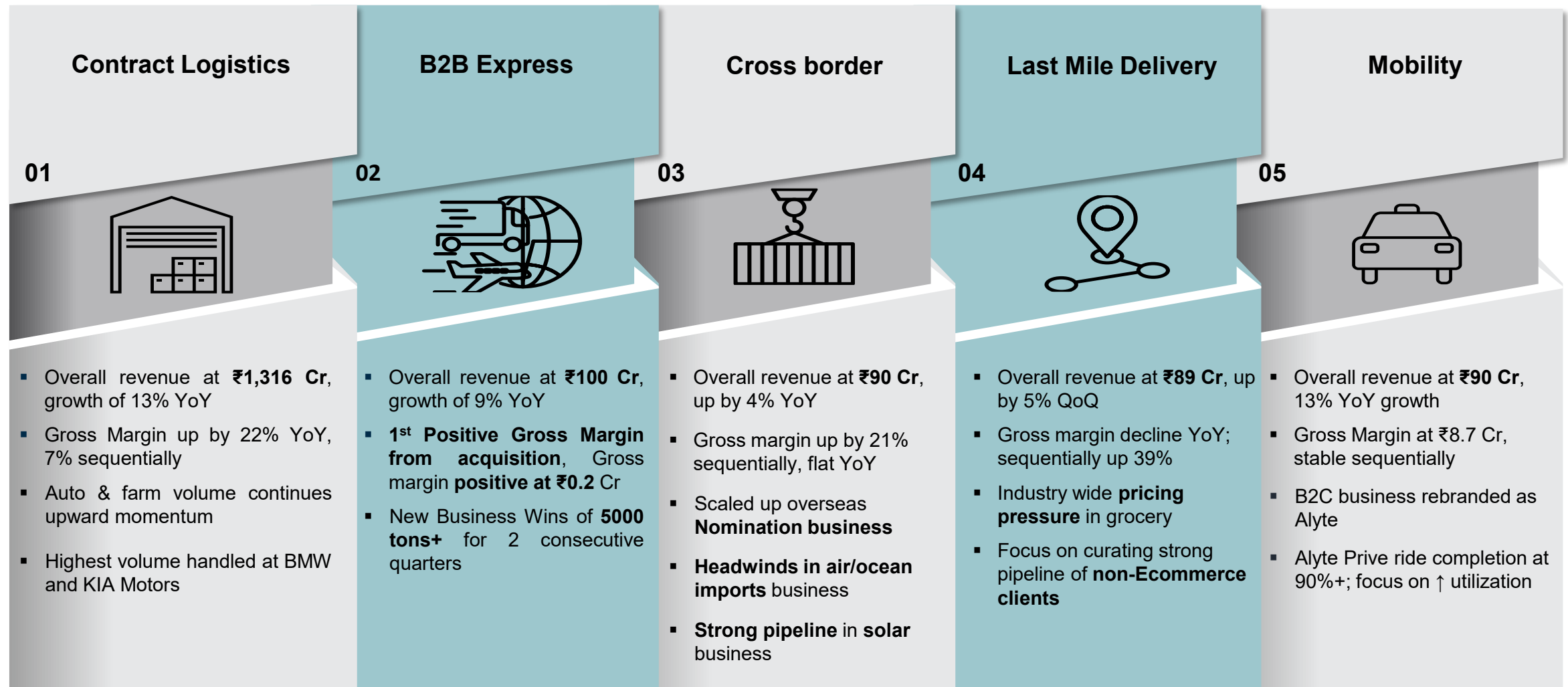
Mr. Hemant Sikka – Managing Director and CEO

“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.

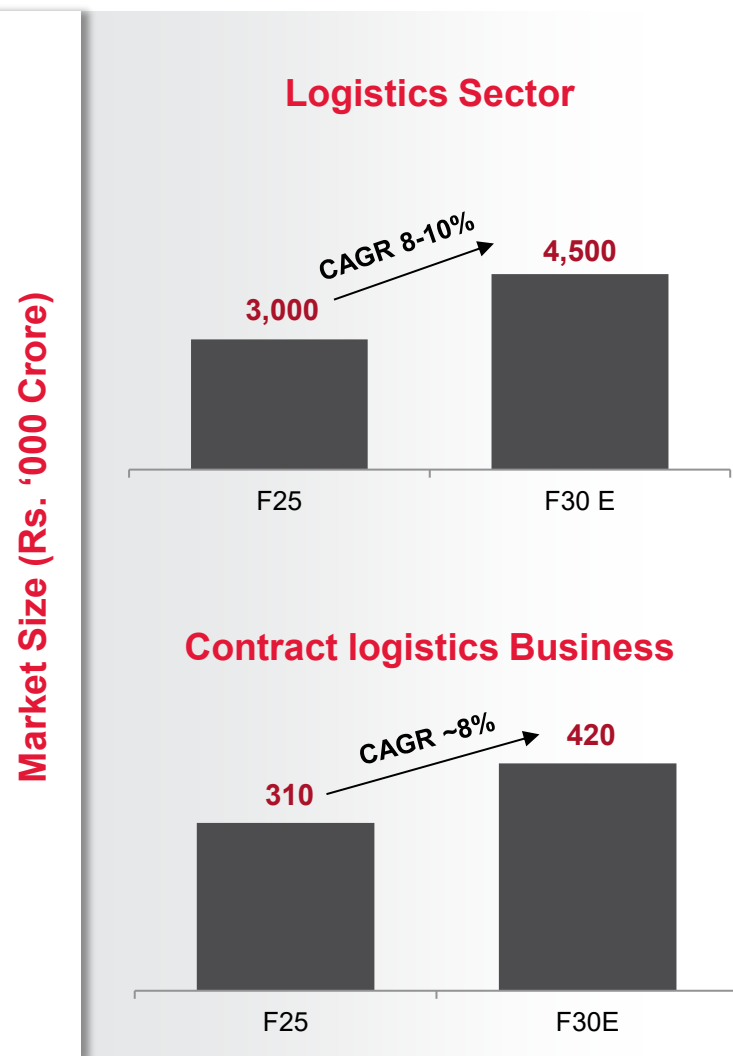
We have demonstrated this through tangible improvements such as 20%+ reduction in whitespace, our express business turning gross margin positive for the first time, operationalization of 8 new projects, expansion projects from our repeat customers and cost optimization on overheads & discretionary spends. 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



Contract Logistics - Key Trends & Opportunities



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 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



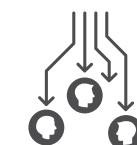
Improved Dispatch Plan

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

20.5 +
Mn. Sq. Ft.

Operating
locations

400+



Vehicles
Deployed

15,000+
*Trucks
Per month*

Business
Associates

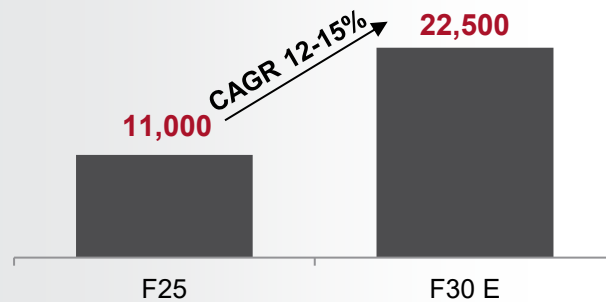
1,500+



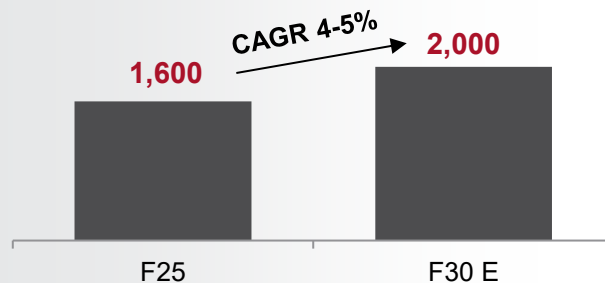
B2B Express – Key trends and Opportunities

Market Size (Rs. Crore)

B2B Express (Surface)



B2B Express (Air)



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





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

~1.5

Mn. Sq Ft.



Trans-shipment
Hubs & DCs

260+

Line Hauls &
Mid-mile

1,100+

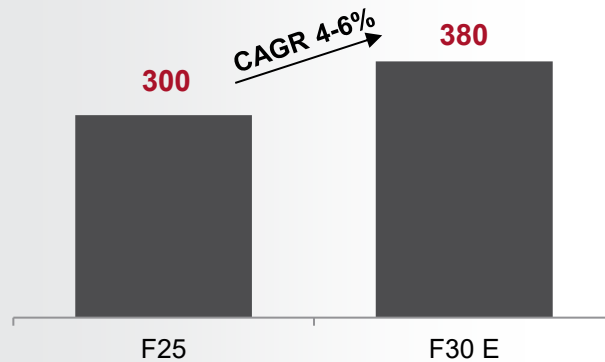
Trucks



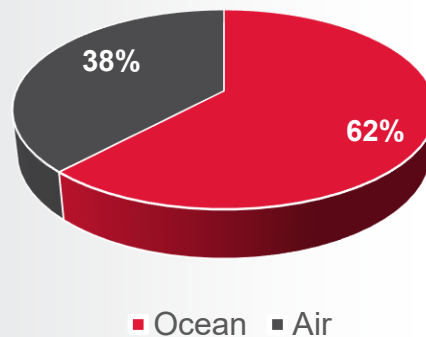
Cross Border – Key Trends & Opportunities

Market Size (Rs. '000 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



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

Agent Partners

250+
Globally

Ocean Freight
Volume

~2,500+
TEUs per quarter

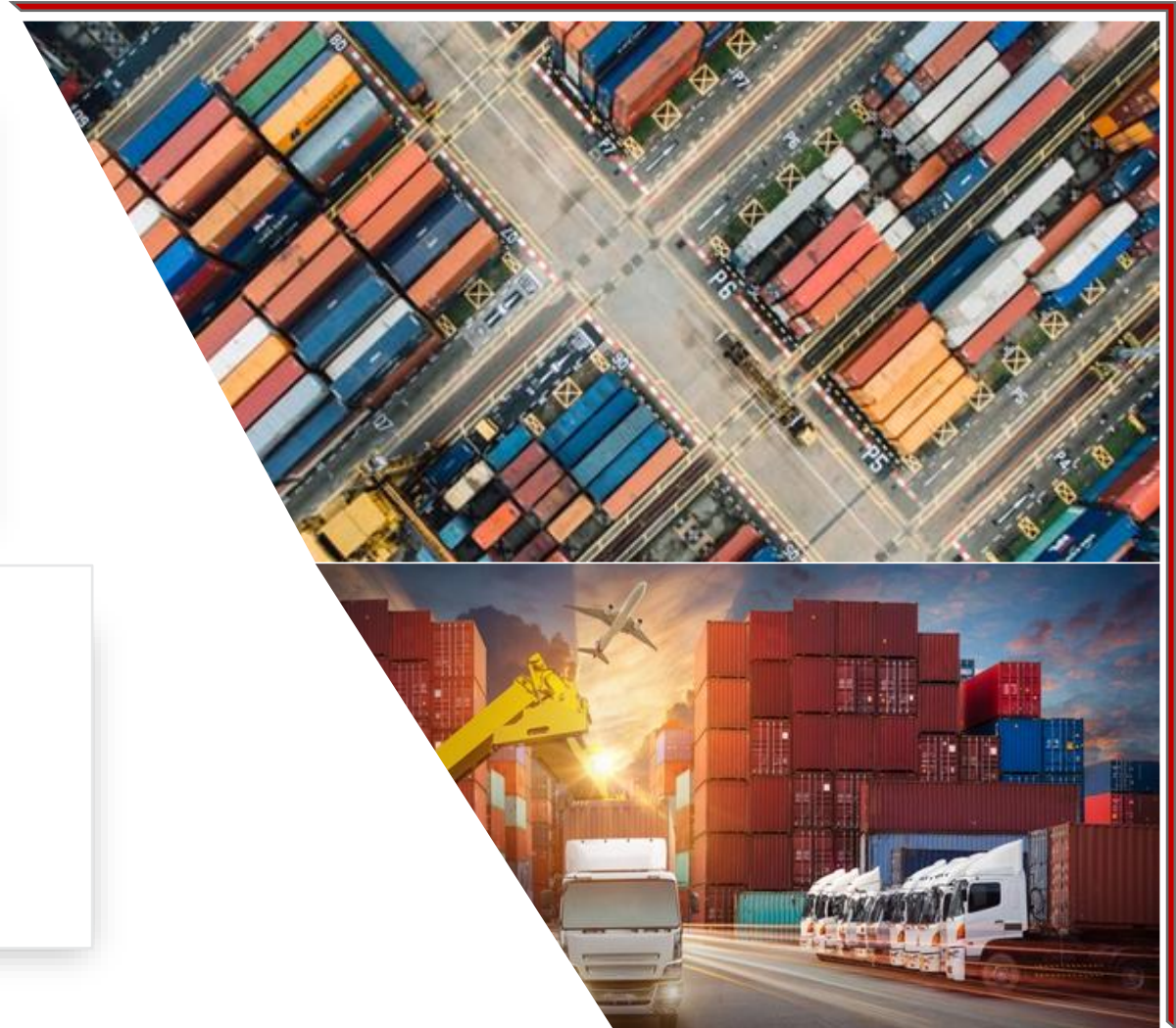


Air Freight
Volume

~1000+
Tons per quarter

No. of Forwarding
Lanes

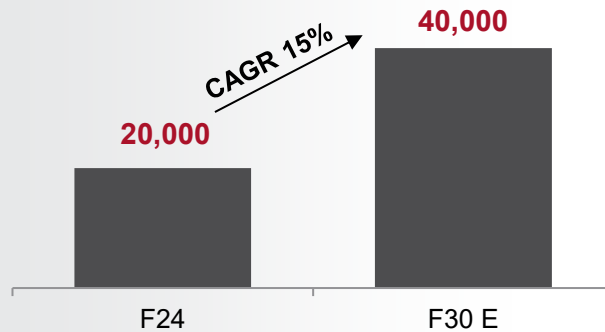
50+
Globally



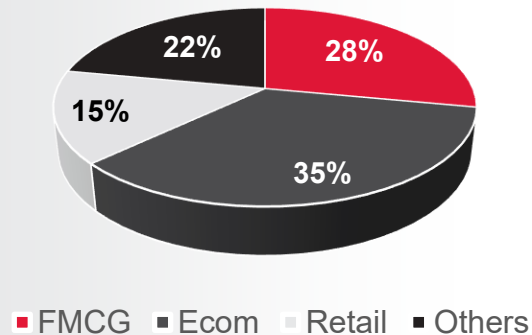
Last Mile Delivery – Key Trends & Opportunities

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
- Rise in Q-comm; Demand and expansion surging in tier II and III markets
- 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

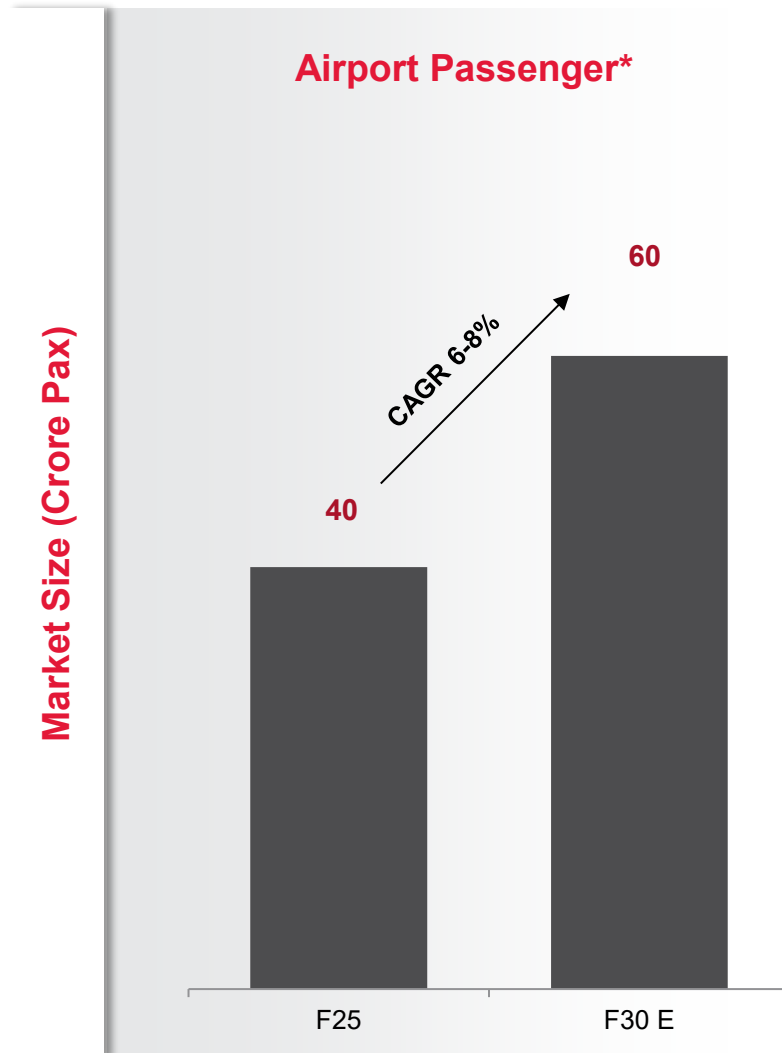
200+

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

Mobility – Operating Highlights

No. of
Trips (B2B + B2C)

10,000+
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



Mobility – New launch

**LAUNCHED ALYTE AT
DELHI NCR**

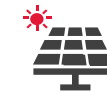
alyte»

**mahindra
LOGISTICS**



Drive to Net Zero

Carbon Neutral by 2040



4.1 Mn Sq Feet

Solar Powered Warehouses

1,500+ EV
2W, 3W & 4W CV



~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



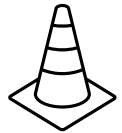
Corporate Social Responsibilities

BUILDING COMMUNITIES



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 check-ups.



Swachhata Hi Seva Campaign– Cleanliness Drive

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



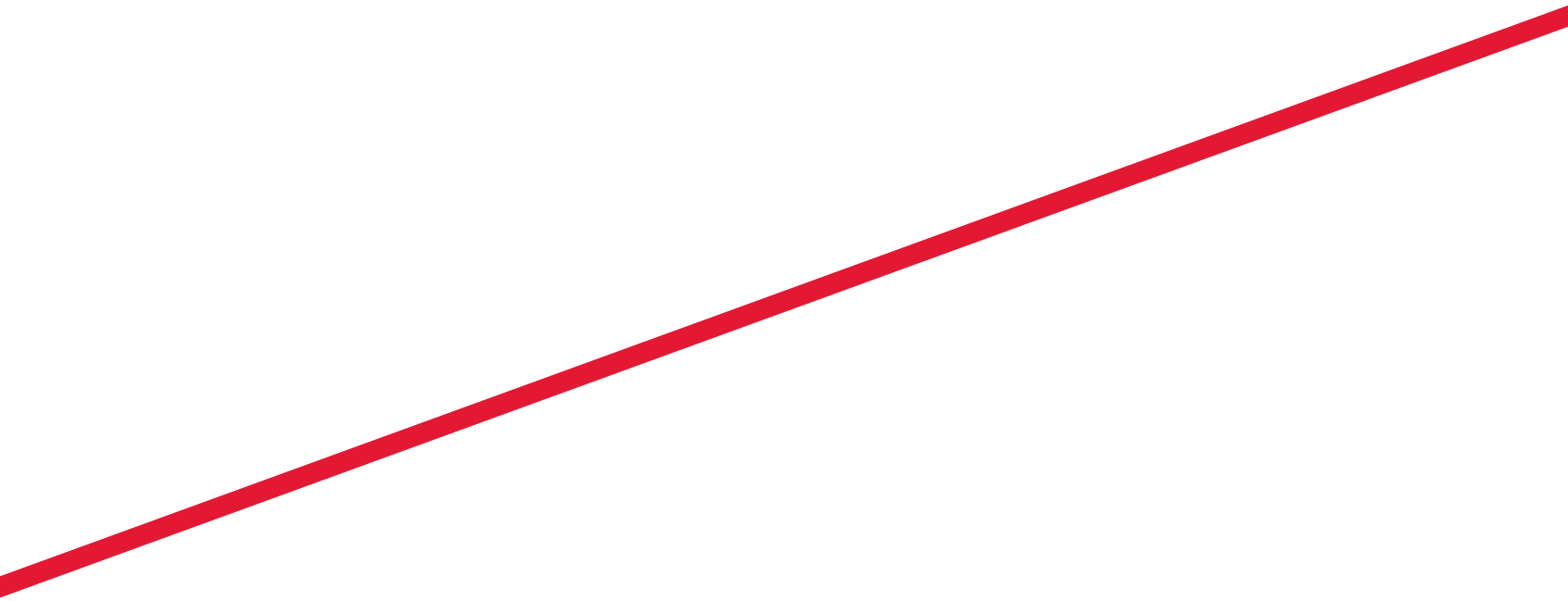
MD & CEO – Hemant Sikka distributed essential supplies Orphanage at Hyderabad

Benefited 110 Orphan Children beneficiaries

HIGHLIGHTS

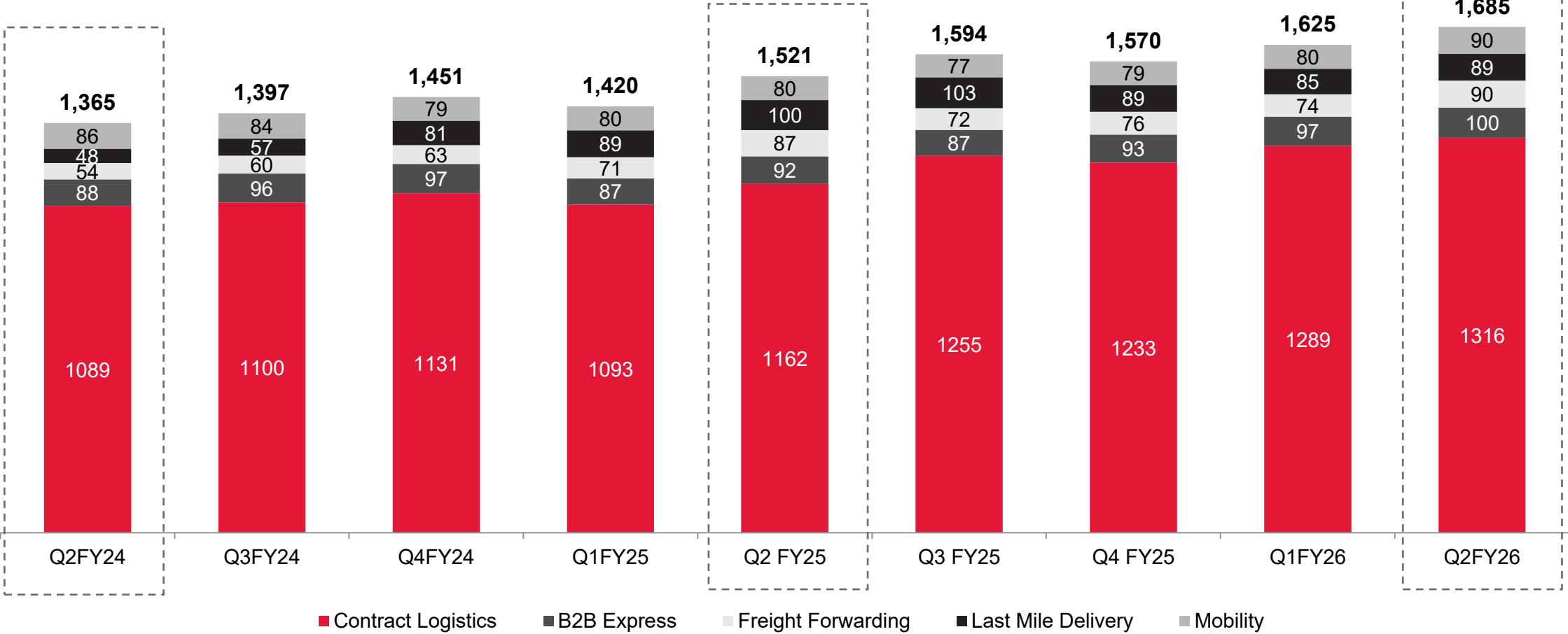


Financial Update



Quarterly revenues by segment (Consolidated)

Figures in Rs. Cr



Financial Highlights – Q2 FY26

Core Business (MLL + 2x2 + Freight Forwarding + Mobility)

Revenue

INR 1,574 Cr.

GM

INR 167 Cr.

EBITDA

INR 92 Cr.

PAT

INR 9 Cr.

Consolidated (Including Rivigo & Whizzard)

Revenue

INR 1,685 Cr.

GM

INR 170 Cr.

EBITDA

INR 85 Cr.

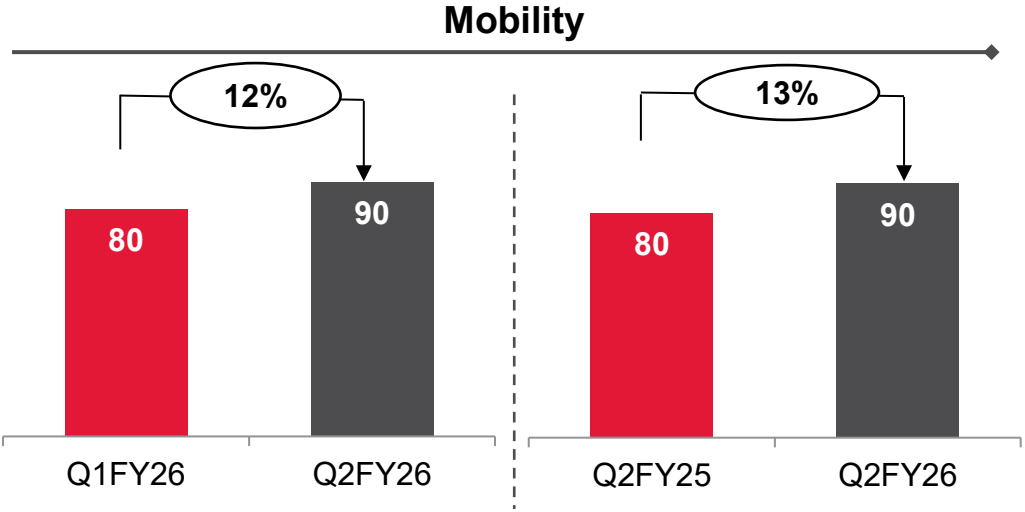
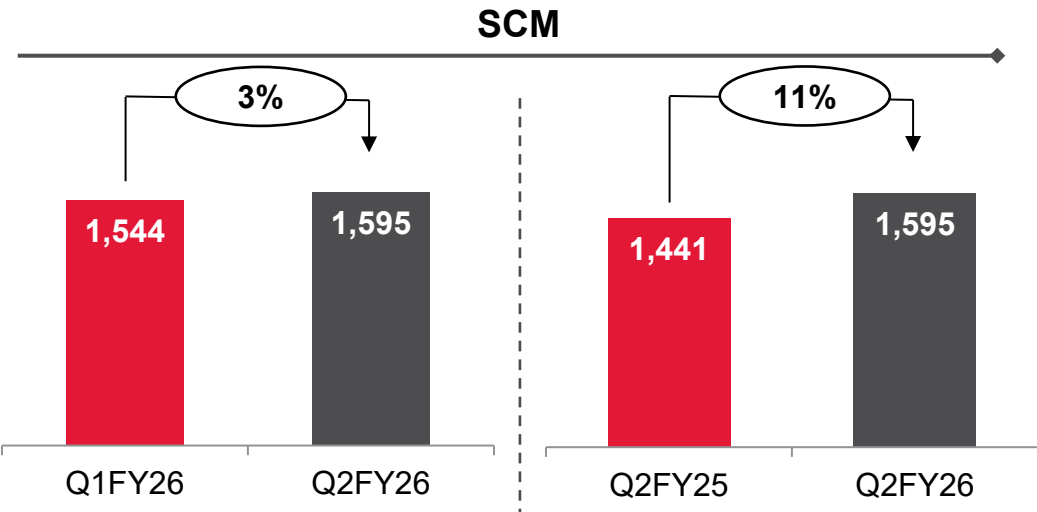
PAT

INR -10 Cr.

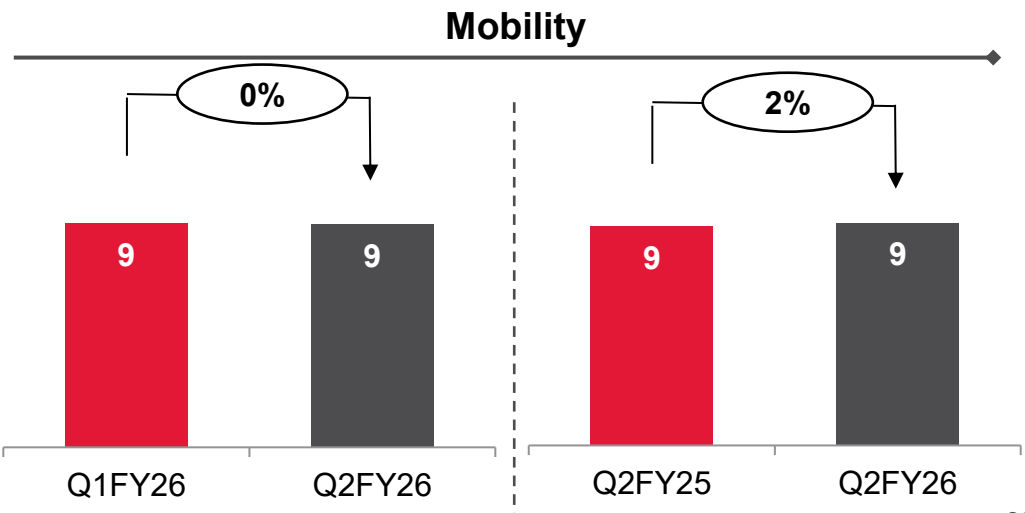
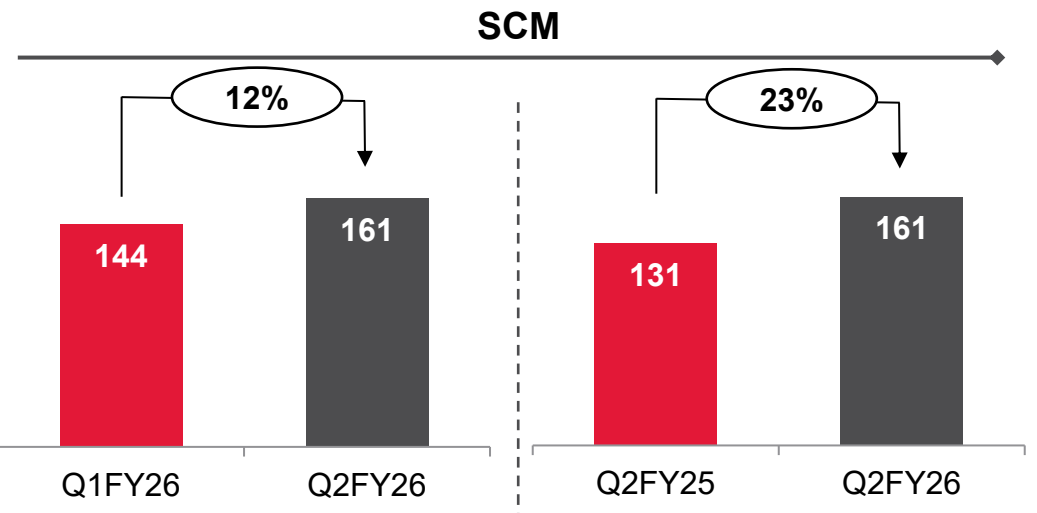
Segment wise Financials

All figures in INR crore

Revenue from Operations



Gross Margin

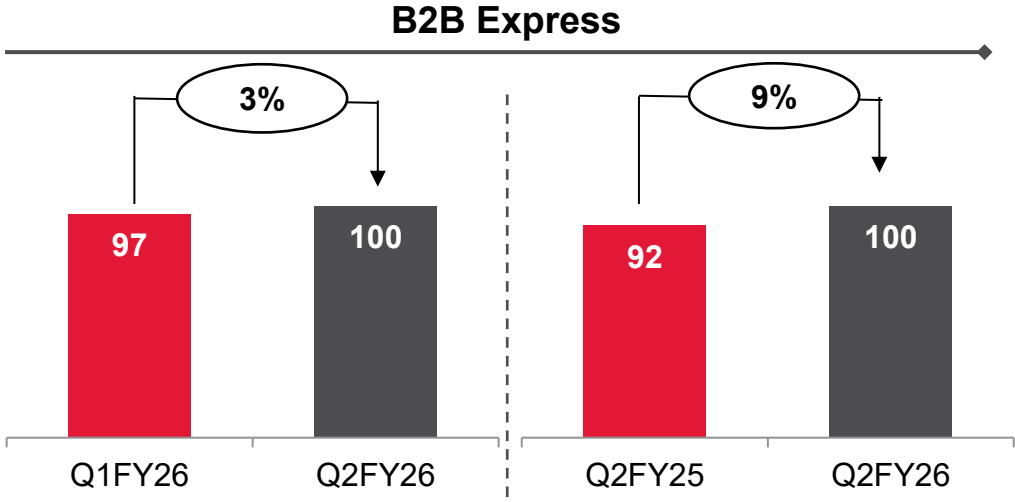
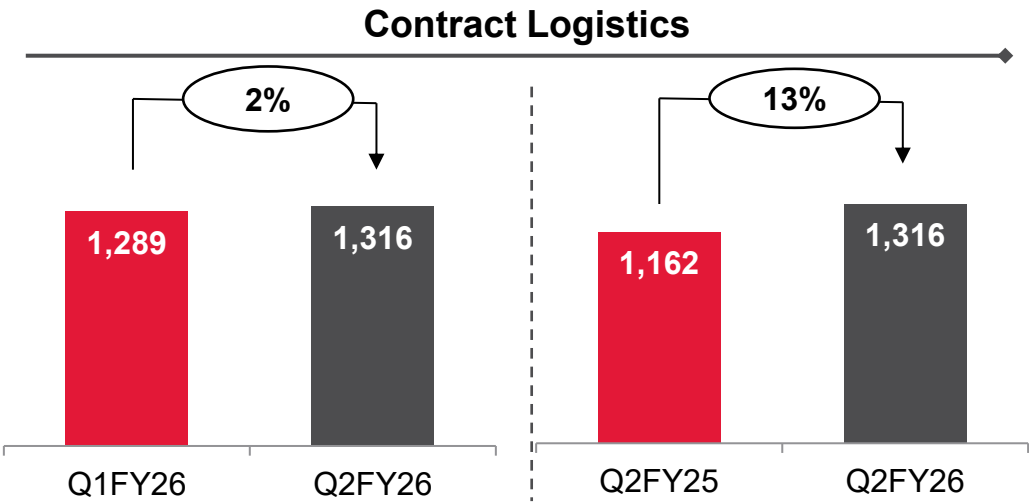


Note: Revenue after intercompany elimination

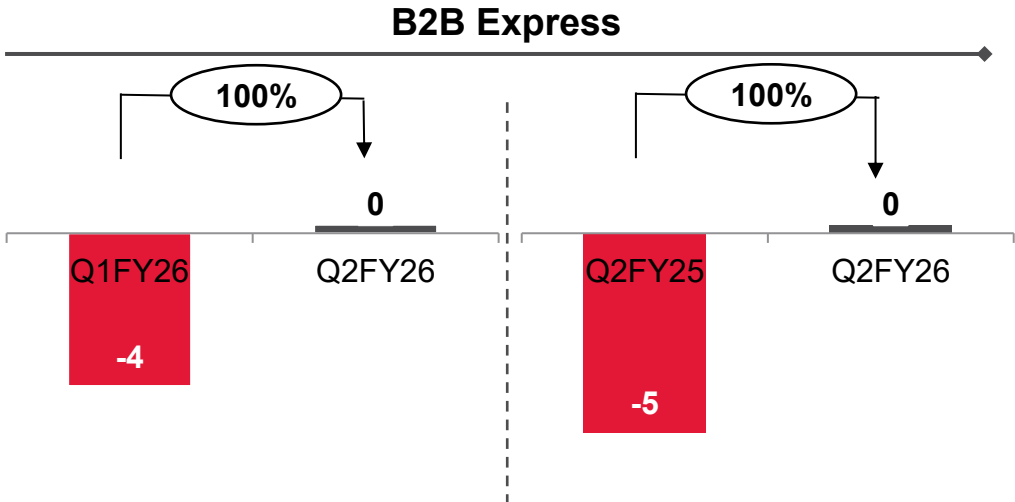
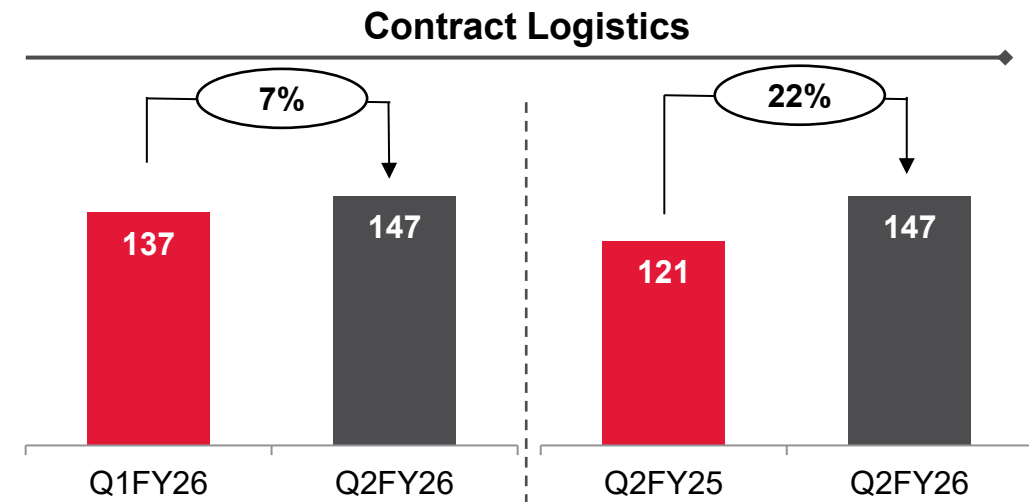
SCM Financials (1/2)

All figures in INR crore

Revenue from Operations



Gross Margin



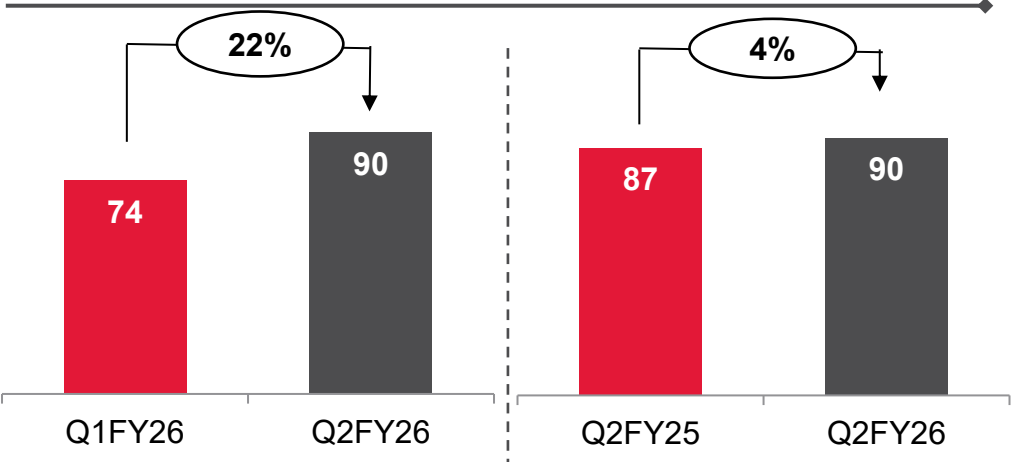
Note: Revenue after intercompany elimination

SCM Financials (2/2)

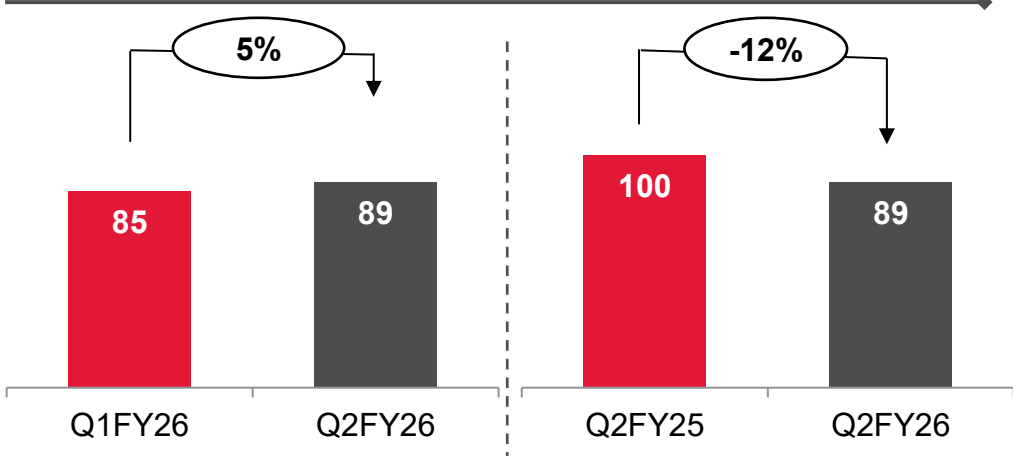
All figures in INR crore

Revenue from Operations

Cross Border

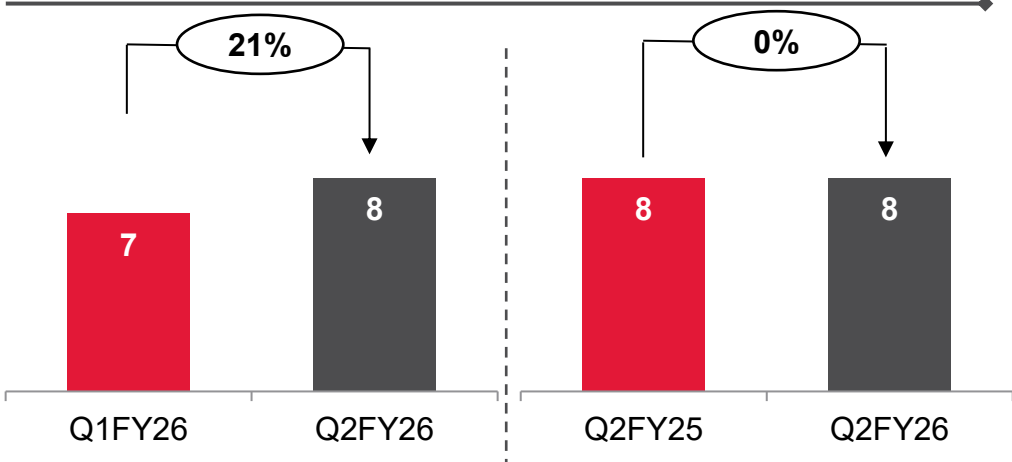


Last Mile Delivery

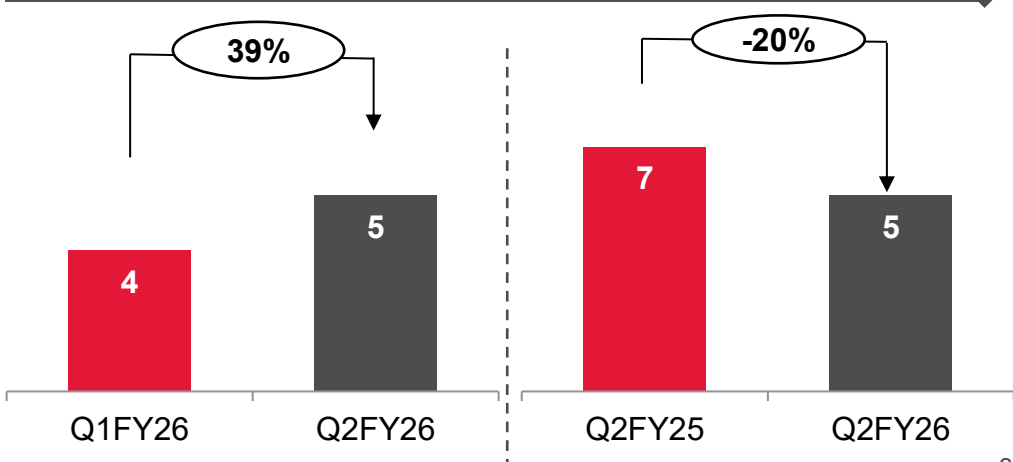


Gross Margin

Cross Border

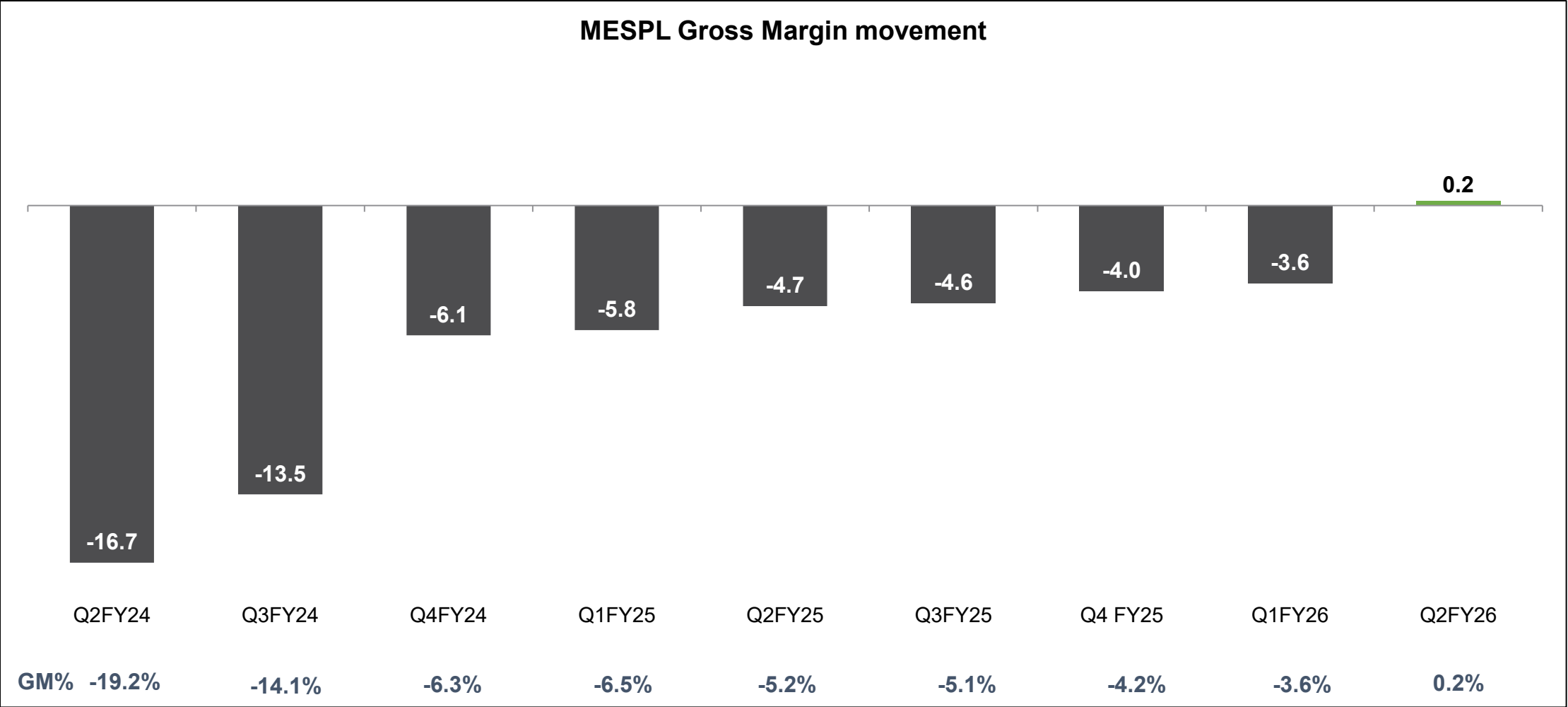


Last Mile Delivery



B2B Express Update

Rs. Crore



Entity wise results

Q2 FY26 Financial Performance Q2FY26 vs Q2FY25

Particulars (in INR Cr.)	Revenue		EBITDA		PAT	
	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		EBITDA		PAT	
	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		EBITDA		PAT	
	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	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	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

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Thank You



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