

Mahindra Logistics Q2, FY-19 Financial Performance

Logistics

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Mahindra Logistics PAT up by 50% in H1FY19 over H1FY18

Mumbai, November 1, 2018: Mahindra Logistics Ltd. (MLL), one of India's largest 3PL solutions providers, today announced its consolidated financial results for the quarter and half year ended on September 30, 2018.

H1 FY19 performance compared with H1 FY18

- Revenue up by 10%, grows from Rs. 1,688 crore to Rs.1,856 crore,
- EBITDA up by 40%, grows from Rs. 56 crore to Rs. 79 crore,
- PBT up by 48%, increases from Rs 45 crore to Rs. 67 crore,
- PAT up by 50%, increases from Rs 29 crore to Rs. 43 crore,
- EPS (Diluted) up by 47%, increases from Rs.4.09 to Rs.6.01

Q2 FY19 performance compared with Q2 FY18

- Revenue up by 11%, grows from Rs. 836 crore to Rs.927 crore,
- EBITDA up by 28%, grows from Rs. 28 crore to Rs. 35 crore,
- PBT up by 35%, increases from Rs 22 crore to Rs. 29 crore,

- **PAT up by 38%, increases from Rs 14 crore to Rs. 19 crore,**
- **EPS (Diluted) up by 36%, increases from Rs.1.95 to Rs.2.65**

Key Highlights – H1FY 19

- Reported a revenue growth of 26% in warehousing and other value-added activities in Non-Mahindra SCM segment.
- Expanded gross margins by focus on operational efficiencies and better revenue mix.
- Signed agreement to acquire strategic stake in technology startup Transtech Logistics (ShipX) to accelerate the digitization journey.
- 3200+ drivers trained till 30th September 2018 under PMKVY (Pradhan Mantri Kaushal Vikas Yojana).

Commenting on the performance, **Mr Pirojshaw Sarkari (Phil), CEO of Mahindra Logistics**, said, "In the first half of the financial year, our profitability has improved by 50% due to our focus on optimization of operations leading to expansion of gross margins. We have added marquee clients to our portfolio and are working with them in providing technology enabled logistics solutions.

We continue to remain optimistic on the growth potential of the sector. We are encouraged by the government plans and actions for improving the logistics sector. Mahindra Logistics is working with the government departments, industry platforms and other logistics players in supporting these plans."

About Mahindra Logistics

Mahindra Logistics Limited (MLL) is a portfolio company of Mahindra Partners, the USD 1 billion private equity division of the USD 20.7 billion Mahindra Group. MLL is an integrated third-party logistics (3PL) service provider, specializing in supply chain management and people transport solutions. Founded more than a decade ago, MLL serves over 350 corporate customers across various industries like Automobile, Engineering, Consumer Goods and E-commerce. The Company pursues an “asset-light” business model, providing customised and technology enabled solutions that span across the supply chain and people transport operations.

For more information, visit www.mahindralogistics.com

About Mahindra Partners

Mahindra Partners is the 1 billion USD Incubation, Private Equity & Venture Capital division of the Mahindra Group. Its mission is to accelerate value creation through a diversified global portfolio of emergent businesses. The portfolio spans across multiple industries like logistics, steel processing, renewable energy, conveyor systems, retail, infrastructure consulting and skill building, luxury boat manufacturing and media. It has recently expanded operations in U.S. by investing in the IoT and shared mobility space.

For more information, visit www.mahindrapartners.com

About Mahindra

The Mahindra Group is a USD 20.7 billion federation of companies that enables people to rise through innovative mobility solutions, driving rural prosperity, enhancing urban living, nurturing new businesses and fostering communities. It has a leadership position in utility vehicles, information technology, financial services and vacation ownership in India and is the world's largest tractor company, by volume. It also enjoys a strong presence in agribusiness, components, commercial vehicles, consulting services, energy, industrial equipment, logistics, real estate, steel, aerospace, defence and two wheelers. Headquartered in India, Mahindra employs over 200,000 people across 100 countries.

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