

Mahindra Logistics Q3, FY-19 Financial Performance.

Logistics

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Mahindra Logistics PAT up by 41% in 9MFY19 over 9MFY18

Mumbai, Jan 30, 2019: Mahindra Logistics Ltd. (MLL), one of India's largest 3PL solutions providers, today announced its consolidated financial results for the quarter and nine months ended on December 31, 2018.

9M FY19 performance compared with 9M FY18

- **Revenue up by 12%, grows from Rs. 2,523 crore to Rs. 2,837 crore**
- **EBITDA up by 33%, grows from Rs. 87 crore to Rs. 116 crore**
- **PBT up by 40%, increases from Rs 70 crore to Rs. 98 crore**
- **PAT up by 41%, increases from Rs 44 crore to Rs. 63 crore**
- **EPS (Diluted) up by 41%, increases from Rs.6.18 to Rs.8.69**

Q3 FY19 performance compared with Q3 FY18

- **Revenue up by 18%, grows from Rs. 835 crore to Rs.981 crore**
- **EBITDA up by 21%, grows from Rs. 31 crore to Rs. 37 crore**
- **PBT up by 25%, increases from Rs 25 crore to Rs. 31 crore**

- PAT up by 24%, increases from Rs 15 crore to Rs. 19 crore
- EPS (Diluted) up by 29%, increases from Rs.2.08 to Rs.2.68

Key Highlights – H1FY 19

- Achieved the highest-ever revenues in Non-Mahindra SCM business (Rs. 365 crore)
- People Transport Solution business at highest-ever revenue (Rs. 100 crore)
- Improvement in ROCE from 23.8 % to 28.2% over the same time previous year
- Won the CII Supply Chain and Logistics Excellence (SCALE) Gold award for overall excellence
- Launched 'Zero Accident Zone' project on the Nasik – Bhiwandi Expressway
- Partnered with the Deaf International Cricket Council for World Cup 2018

Commenting on the performance, **Mr Pirojshaw Sarkari (Phil), CEO of Mahindra Logistics**, said, ""Having completed one year since our listing, I am happy that we continued to generate value for all our stakeholders.

In Q3 our non-Mahindra SCM business is back to delivering high growth. This segment recorded the highest-ever quarterly revenues. We have added new clients across the service offerings –transportation, warehousing, stores & linefeed and people transport solutions.

We continue to have positive outlook towards the sector as we help customers redesign their supply chain for effectiveness and efficiency".

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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