

Mahindra Logistics Ltd.

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Press Release

Mahindra Logistics reports strong all-round growth in 9MFY18 over 9MFY17:

Revenue up by 30% & EBITDA up by 36%

Mumbai, January 29, 2018: 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 December 31, 2017.

9M FY18 performance compared with 9M FY17

- Revenue grows to Rs. 2,523 crore from Rs. 1,944 crore, up 30%
- EBITDA grows to Rs. 87 crore from Rs. 64 crore, up 36%
- PAT increases to Rs 44 crore from Rs. 34 crore, up 31%
- Diluted EPS increases to Rs. 6.18 compared to Rs. 4.89, up 26%

Q3 FY18 performance compared with Q3 FY17

- Revenue grows to Rs. 835 crore from Rs. 715 crore, up 17%
- EBITDA grows to Rs. 31 crore from Rs. 22 crore, up 39%
- PAT increases to Rs 15 crore from Rs. 11 crore, up 35%
- Diluted EPS increases to Rs. 2.08 compared to Rs. 1.66, up 25%

Key Highlights

- The Company continues to report robust performance in 9M FY18 on the back of healthy growth seen in existing clients with addition of new clients.
- Non-Mahindra Group revenues in SCM business increases by 36%.
- MLL to train 10,000 drivers across India in 2018, under Pradhan Mantri Kaushal Vikas Yojana, an important initiative to strengthen MLL's relationship with its business partners.

Commenting on the performance, Mr Pirojshaw Sarkari (Phil), CEO of Mahindra Logistics, said, "We have delivered strong performance in the first nine months of the year recording a topline growth of 30% and EBITDA growth of 36% YoY. This was primarily driven by expanding our relationship with existing clients.

The sector outlook remains exciting with multiple macro level developments taking place. As one of the largest 3PL players in India, we believe we are well-positioned to sustainably grow in the years to come."

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About Mahindra Logistics

Mahindra Logistics Limited (MLL) is a portfolio company of Mahindra Partners, the USD 1 billion private equity division of the USD 19 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 300 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 19 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, aerospace, commercial vehicles, components, defence, logistics, real estate, renewable energy, speedboats and steel, amongst other businesses. Headquartered in India, Mahindra employs over 2,40,000 people across 100 countries.

Learn more about Mahindra on www.mahindra.com / Twitter and Facebook: @MahindraRise

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