

Date: 17/07/2023

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| To,<br>The Secretary,<br>BSE Limited<br>P. J. Towers,<br>Dalal Street,<br>Mumbai- 400 001<br>Scrip Code – 543714 | To,<br>The Secretary<br>National Stock Exchange of India Limited<br>Exchange Plaza, C-1, Block- G,<br>Bandra Kurla Complex, Bandra(E)<br>Mumbai – 400 051<br>Symbol – LANDMARK |
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Dear Sir/Madam,

**Subject: Intimation under Regulations 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

In accordance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information in terms of Regulation 8 of SEBI (Prohibition of Insider Trading) Regulations, 2015, the following is our business update for the quarter ended June 30, 2023 (“the period”):

1. The business continued to show traction with the after sales business remaining robust though car sales business registered a degrowth.
2. The company has started trading in pre-owned cars of the brands that it represents and making it a meaningful pillar going ahead. The initial results have been encouraging.
3. The consolidated total revenue from operations for the period are as below:

| Particulars (Rs. in Cr)  | Q1FY24<br>(Proforma) | Q1FY23<br>(Proforma) | YoY     |
|--|----------------------|----------------------|---------|
| <b>Total Revenue from Operations<br/>(Including Agency Sales)*</b> | 936                  | 1,031                | -9.21%  |
| After-sales service and spare parts and others                     | 191                  | 170                  | 12.35%  |
| Vehicle sales (including Agency Sales) *                           | 730                  | 852                  | -14.32% |
| Pre-owned vehicle sales including commission                       | 15                   | 9                    | 66.67%  |

**\* The proforma revenue from operations above includes the revenue from sale of cars through Mercedes-Benz cars agency model to enable a like for like comparison. Under the agency agreement, customers now place orders through LCL directly to MBIL on which LCL and LCEPL earns commission on each sale of Mercedes-Benz cars.**

4. The figures of Q1 FY23' include 4 sales and 6 service outlets in Punjab which were subsequently shut during FY 22-23. Q1 FY24' car sales numbers were also impacted due to non-availability of some of the fast-moving models by several OEMs. This situation is likely to normalize in the coming quarters.

**The above information is provisional on a consolidated basis and is subject to audit by the Statutory Auditors of the Company.**

This is for your information and for public at large.

Thanking you,

Yours faithfully,

Landmark Cars Limited

Amol Raje  
Company Secretary and Compliance  
Membership No. A19459