



Date: 30th May, 2023

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

Subject: Press Release

In compliance with Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the above mentioned press release issued by the Company, the content of which is self-explanatory.

This is for the information of the exchange and the members.

Thanking you

Yours faithfully

For Landmark Cars Limited

Mr. Amol Arvind Raje
Company Secretary and Compliance Officer
(A19459)
Date: 3rd February, 2023
Place: Mumbai



Landmark delivers stellar Q4 & FY23 Results

Tuesday, May 30th 2023, Mumbai – Landmark Cars Limited (BSE: 543714 & NSE: LANDMARK), one of the leading premium automotive retail business in India, announced its Audited Financial Results for the quarter and year ended March 31, 2023.

Consolidated Result Highlights

Key Highlights

- Recorded our best ever performance for the year, with the Proforma revenues growing by over 36% YoY.
- Gross Profit margins increased from 16% in FY22 to 18% in FY23.
- Entered into an exclusive distribution agreement with Permagard-USA and MotorOne-Australia for their car care products.
- After sales service Business grew by 25% in FY23 as compared to 8 Year CAGR of 20%.
- Recommended a final dividend of Rs.2.25 per share (Face value of Rs. 5 each), subject to approval of shareholder in ensuing Annual General Meeting.

Financial Highlights

FY23 Performance

- Proforma revenues (including value of cars sold under Mercedes-Benz Agency Model) grew by 36% on a YoY basis to reach Rs. 45,950 Mn
- EBITDA for FY23 stood at Rs. 2,500 Mn as compared to Rs. 1,873 Mn in FY22. EBITDA Margin grew to 7.36% compared to 6.27% in FY22.
- PAT for FY23 stood at Rs. 851 Mn (after an exceptional Loss of Rs. 75 Mn) compared to Rs 662 Mn for FY22. PAT Margin grew to 2.5% from 2.21% in FY22.

Q4FY23 Performance

- Proforma revenue for the quarter stands at Rs. 12,126 Mn as compared to Rs. 9,775 Mn in Q4FY22. showcasing a growth of 24% YoY
- EBITDA for Q4FY23 stood at Rs. 639 Mn as compared to Rs. 557 Mn in Q4FY22
- PAT Exponentially grew from Rs 191 Mn in Q4 FY22 to Rs 242 Mn in Q4 FY23

Commenting on the performance Mr. Sanjay Thakker, Promoter and Chairman, Landmark Cars Limited said,

“FY23 has been a stellar year for the automotive industry, with several interesting trends coming to the fore, from a radical preference towards premiumization, shift towards SUV’s and gradual shift towards EVs. Global OEs are looking at India as a major market in the world which will grow on a sustained basis and are thus investing in a big way in India. Landmark Cars with its comprehensive and strategic portfolio of premium brands and scale is fully geared to benefit in the coming years.



On the company front, it has been an eventful year with the listing on stock exchanges in the previous quarter, working on new initiatives internally and expanding into a new business vertical with the launch of car care business with acclaimed global brands, helping margin expansion. We would like to thank all our stakeholders for the confidence shown in us and as our tag line suggests – You Drive Us!

We recorded our best-ever performance this year, with highest ever revenues and profits. Our profit margins improved too, with our gross profit margins for FY23 being 18% as compared to 16% in FY22. During the year, we repaid loans worth Rs. 139 crores from our IPO proceeds in line with the objects of the issue and aim to optimize our capital structure even further with constant reduction in our debt levels over time.

Over the year, we shut down a few value dilutive showrooms, while adding some promising ones and we are confident of ensuring sustainable and profitable outlets, by sweating our assets. With our asset-light philosophy playing out well for us, we aim to further solidify our position by partnering with new OEs, foraying into pre-owned car business with tight focus on ROCE.

About Landmark Cars Limited:

Landmark Cars Limited is the leading premium automotive retail business in India with dealerships for Mercedes-Benz, Honda, Jeep, Volkswagen, BYD and Renault. The company also caters to the commercial vehicle retail business of Ashok Leyland in India. Company has its presence across the automotive retail value chain, including sales of new vehicles, after-sales service and repairs, sales of pre-owned passenger vehicles and facilitation of the sales of third party financial and insurance products.

For more information, please visit - www.grouplandmark.in

Safe Harbour Statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For more information please contact:

 <p>Landmark Cars Limited CIN No: U50100GJ2006PLC058553 Mr. Amol Raje Company Secretary & Compliance Officer companysecretary@landmarkindia.net</p>	<p>SGA Strategic Growth Advisors</p> <p>Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285 Aakash Mehta / Shikha Puri +91 98191 78243 / +91 98192 82743 aakash.mehta@sgapl.net / shikha.puri@sgapl.net</p>
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