

Our Ref: MLLSEC/116/2020

25 June 2020

To,
BSE Limited, (Security Code: 540768)
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai-400 001.

Regd Office
Mahindra Towers,
P. K. Kurne Chowk, Worli,
Mumbai – 400 018

CIN : L63000MH2007PLC173466

National Stock Exchange of India Ltd., (Symbol: MAHLOG)
Exchange Plaza, 5th Floor, Plot No. C/1, “G” Block,
Bandra -Kurla Complex, Bandra (East),
Mumbai – 400 051.

Dear Sirs,

Sub: Credit Rating by ICRA Limited – Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”)

Pursuant to Regulation 30(6) read with Schedule III and other applicable provisions of the Listing Regulations, we hereby inform you that ICRA Limited (“ICRA”) has issued and assigned its credit rating on the Fund-based and Non-Fund-based facilities and the proposed Commercial Paper Programme of Mahindra Logistics Limited (“the Company”) duly approved by the Board of the Company, as given hereunder:

Instrument Type	Previous Rated Amount (vide ICRA letter dated 27 December 2019) (Rs. in crore)	Current Rated Amount (Rs. in crore)	Rating Action
Long-term, Fund-based Facilities	50.0	48.0	[ICRA]AA (Stable); outstanding
Short-term, Non-fund Based Facilities	15.0	15.0	[ICRA]A1+; outstanding
Long-term/Short-term, Fund-based/ Non-fund Based Facilities	0.0	172.0	[ICRA]AA (Stable)/[ICRA]A1+; assigned
Commercial Paper Programme	0.0	100.0	[ICRA]A1+; assigned
Total	65.0	335.0	

ICRA’s letter dated 25 June 2020 received by the Company today with the Rating Rationale is enclosed herewith.

This intimation along with the enclosed ICRA Letter is being uploaded on the Company's website viz. www.mahindralogistics.com

Kindly take the same on record and acknowledge receipt.

Thanking you,
For **Mahindra Logistics Limited**

Brijbala Batwal
Company Secretary

Enclosure: As above

June 25, 2020

Mahindra Logistics Limited: [ICRA]AA (Stable) / [ICRA]A1+ assigned for enhanced amount; [ICRA]A1+ assigned to commercial paper programme

Summary of rating action

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Long-term, Fund-based Facilities	50.0	48.0	[ICRA]AA (Stable); outstanding
Short-term, Non-fund Based Facilities	15.0	15.0	[ICRA]A1+; outstanding
Long-term / Short-term, Fund-based / Non-fund Based Facilities	0.0	172.0	[ICRA]AA (Stable)/[ICRA]A1+; assigned
Commercial Paper Programme	0.0	100.0	[ICRA]A1+; assigned
Total	65.0	335.0	

*Instrument details are provided in Annexure-1

Rationale

The rating takes into account the strong parentage of Mahindra Logistics Limited (MLL) as a subsidiary of Mahindra & Mahindra Limited (M&M, rated [ICRA]AAA (Stable) / [ICRA]A1+). It also considers MLL's established presence in the supply chain management (SCM) segment with M&M being a key customer, the increasing client diversification in its SCM business, and the respectable position it enjoys in the people logistics (enterprise mobility or EM) business. Despite a 9.8% YoY decline in revenues and 90 bps dip in operating profit margin (OPM) in FY2020 due to the slowdown in the domestic automotive industry and the disruptions caused by the Covid-19 pandemic, the company's financial risk profile remains strong as characterised by its healthy capital structure of 0.1 time as on March 31, 2020 and debt coverage indicators (total debt / operating profit before depreciation interest and tax or TD / OPBDITA of 0.3 times as on March 31, 2020) as well as a strong liquidity position. MLL continues to primarily follow an asset-light business model (asset-light model on a standalone basis, while its subsidiary company, 2X2 Logistics Private Limited has an asset-heavy model), which is positive, especially in a declining business environment.

MLL is positioned as a key intermediary in M&M's automotive and farm equipment business by providing end-to-end supply chain solutions. The strong business linkage with the Mahindra Group, particularly M&M, in the SCM segment, provides MLL with the requisite experience, volume and a stable business avenue. MLL's SCM business has a large contribution from the automotive segment, in line with its large share of business from the parent entity. While MLL has also developed a strong client base outside the Group in other segments such as e-commerce, consumer and pharmaceutical verticals, its current dependence on the Group remains high at ~51% of the total revenues in FY2020 (~56% in FY2019).

MLL has a high concentration of revenues on the automotive industry (~65% of its total SCM revenues in FY2020), exposing it to high industry cyclicality. The impact of the same was reflected during FY2020, when MLL's automotive segment revenues witnessed 16.8%¹ YoY de-growth due to the overall slowdown in the domestic automotive industry coupled with the negative impact of the pandemic during Q4 FY2020. During Q4 FY2020, MLL reported 20.0%¹ YoY de-growth in its revenues due to 20.4%¹ YoY de-growth in its SCM business revenues and 16.5%¹ YoY de-growth in its EM business. Due to the under-absorption of fixed costs due to lower revenues, MLL's OPM declined to 3.0% in FY2020 from 3.9% in FY2019.

¹ As per Ind AS 116 basis

MLL's business also remains vulnerable to stiff competition from many unorganised players and technology driven start-ups.

ICRA notes that MLL's performance in Q1 FY2021 has been impacted by the ongoing pandemic. While its automotive business under SCM and EM business have been impacted, the non-automotive SCM business is witnessing scale up, which will partly compensate for the overall decline in revenues in FY2021, However, its OPM is likely to witness a decline in FY2021.

The Stable outlook reflects ICRA's expectations that MLL will continue to enjoy strong financial flexibility as part of the Mahindra Group and its strong linkages with the Group. ICRA believes that MLL will maintain its current comfortable capital structure and liquidity profile despite the de-growth in revenues and the decline in OPM expected in FY2021.

Key rating drivers

Credit strengths

Strong financial flexibility as part of Mahindra Group; strong business linkages with Group in SCM segment provide requisite volume and stable business avenue – While MLL was initially focussed on meeting the SCM requirements of the Mahindra Group, it subsequently diversified its client base beyond the Group. It continues to cater to almost the entire supply chain requirements of M&M. The Mahindra Group drove ~51% of its total revenues in FY2020. In addition to the business linkages and strong business volume, MLL, being a subsidiary of M&M, derives flexibility in tapping the banking and financial markets in case of funding requirements.

Asset-light business model provides operational flexibility, especially in declining business environment – MLL primarily follows an asset-light strategy (asset-light model on a standalone basis, while its subsidiary company, 2X2 Logistics, follows an asset-heavy model). While its vehicles are hired from transport companies on a contractual basis, all its warehousing requirements are on a lease basis. Such a policy results in very low capital expenditure (capex) requirements and, hence, low fixed costs. While the policy affects the profit margins negatively due to higher operating costs, it provides flexibility during industry down cycles and helps in reducing the volatility in ROCE.

Broad customer base with presence among established companies – Though MLL derived ~51% of its FY2020 revenues from the Group, the revenue concentration on the Group has reduced over the years, from ~70% in FY2015. MLL has been focussing on strengthening its presence with other original equipment manufacturers (OEMs) in the automotive industry and also diversifying into other industry verticals (like pharmaceuticals, fast moving consumer goods or FMCG, telecom and e-commerce industries). MLL has, over the past couple of years, added several new customers in the non-automotive segment, resulting in diversification of its customer profile. Hence, the revenue share from non-Mahindra Group companies increased to ~49% of MLL's total revenues in FY2020 from ~30% in FY2015.

Healthy capital structure and liquidity – Supported by strong accruals and moderate capex requirements (~Rs. 45-60 crore annually), MLL's capital structure remains strong—debt-free on a standalone basis since FY2013 and low debt levels on a consolidated basis (gearing of 0.1 time (excluding lease liabilities) as on March 31, 2020). The debt coverage indicators also remain healthy as reflected by TD/OPBDITA of 0.3x and interest coverage of 29.0x in FY2020. MLL continues to enjoy strong liquidity, as reflected by sizeable cash and bank balance as well as liquid investments aggregating to Rs. 99.5 crore as on March 31, 2020 and unutilised bank lines of Rs. 198.3 crore as on May 31, 2020.

Credit challenges

Concentration of SCM business on automotive industry exposes MLL to high industry cyclicality coupled with current impact of Covid-19 pandemic – The automotive segment drove ~65% of MLL's total SCM revenues in FY2020, thereby

exposing the business to cyclicality inherent in the industry. However, with increasing business from the non-automotive sectors, the concentration risk has reduced over the years. The high concentration of revenues on the automotive industry exposes MLL to high industry cyclicality. The impact of the same was reflected during FY2020, when MLL's automotive segment revenues witnessed 16.8%² YoY de-growth due to the overall slowdown in the domestic automotive industry coupled with the negative impact of the pandemic during Q4 FY2020. During Q4 FY2020, MLL reported 20.0%² YoY de-growth in its revenues due to 20.4%² YoY de-growth in its SCM business revenues and 16.5%² YoY de-growth in its EM business. ICRA notes that MLL's performance in Q1 FY2021 was impacted by the pandemic. While its automotive business under SCM and EM business have been impacted, the non-automotive SCM business is witnessing scale up, which will partly compensate for the overall decline in revenues in FY2021, However, its OPM is likely to witness a decline in FY2021.

Stiff competition from large number of unorganised players and technology driven start-ups – MLL faces intense competition from the unorganised logistics service providers and technology driven start-ups in the SCM business. In the EM business, it faces competition from local travel operators as well as from application-based transportation service providers.

Liquidity position: Strong

MLL, on a standalone basis, does not have any debt. On a consolidated basis, MLL had a total debt of Rs. 35.9 crore as on March 31, 2020 (excluding lease liabilities) consisting of working capital loans and term loans in subsidiaries. The company's liquidity is strong due to healthy cash accruals and sizeable cash and bank balance as well as liquid investments of Rs. 99.5 crore as on March 31, 2020 and unutilised fund-based bank lines of Rs. 198.3 crore as on May 31, 2020.

Rating sensitivities

Positive triggers: The rating is unlikely to be upgraded unless there is a substantial scale-up in revenues of MLL, along with greater sector and client diversification, with sustained improvement in ROCE.

Negative triggers: MLL's rating may be downgraded if there is any weakening in the credit profile of M&M and/or weakening in the operating performance of MLL. Any debt-funded capex / inorganic acquisition or investments in subsidiaries / joint ventures (JVs) undertaken by the company, which may adversely impact MLL's credit profile will be a negative trigger. Sustained fall in ROCE (excluding lease liabilities) below 20% will also be a negative trigger.

Analytical approach

Analytical Approach	Comments
Applicable Rating Methodologies	Corporate Credit Rating Methodology
Parent / Group Support	Not applicable
Consolidation / Standalone	For arriving at the rating, ICRA has considered the consolidated financials of MLL. As on March 31, 2020, the company had two subsidiaries and a JV that are all listed in Annexure-2.

About the company

MLL, a 58.45% subsidiary³ of M&M, is a third-party logistics (3PL) provider, operating in the SCM and EM businesses. MLL's SCM business includes supply chain consultancy, warehousing, stores and line feeding, transportation and freight forwarding. In its EM business, MLL provides customisable and technology-enabled employee transportation services to

² As per Ind AS 116 basis

³ As on March 31, 2020

corporate enterprises. The SCM business drove ~89% of MLL's revenues in FY2020, while the remaining (~11%) was generated by the EM division.

The company commenced operations from December 2000 as a division of M&M to handle the captive logistics and supply chain needs of the Group. Subsequently, the division began operating for external clients across the country. MLL was spun off as a 100% subsidiary of M&M, with effect from April 01, 2008. MLL concluded its initial public offering (IPO) in November 2017 and was listed on the Bombay Stock Exchange and the National Stock Exchange.

MLL has two subsidiary companies—LORDS Freight (India) Private Limited (LORDS) and 2X2 Logistics Private Limited (2X2 Logistics). LORDS is an international freight forwarder and 2X2 Logistics is a business associate of MLL providing transportation services to MLL through its fleet of owned trucks (152 as on March 31, 2020).

During FY2020, MLL, on a consolidated basis, reported a profit after tax (PAT)⁴ of Rs. 59.2 crore on an operating income (OI) of Rs. 3,473.5 crore, as against a PAT Rs. 86.7 crore on an OI of Rs. 3,851.3 crore during FY2019.

Key financial indicators (audited, consolidated)

	FY2019	FY2020 [^]
Operating Income (Rs. crore)	3,851.3	3,473.5
PAT (Rs. crore)*	86.7	59.2
OPBDITA/OI (%)	3.9%	3.0%
RoCE (%)	28.2%	16.6%
Total Outside Liabilities/Tangible Net Worth (times)	1.4	1.2
Total Debt/OPBDITA (times)	0.2	0.3
Interest Coverage (times)	43.6	29.0
DSCR	8.8	6.9

Source: Company data, ICRA research

OPBDITA: Operating Profit before Depreciation, Interest, Taxes and Amortisation; ROCE: Return on Capital Employed;

DSCR: Debt Service Coverage Ratio

*excluding share of profits from JVs / associates

[^]on comparable basis before Ind AS 116 impact

Status of non-cooperation with previous CRA: Not applicable

Any other information: None

⁴ Excluding share of profits from JVs / associates

Rating history for last three years

Instrument	Type	Current Rating (FY2021)			Chronology of Rating History for the Past 3 Years		
		Amount Rated	Amount Outstanding	Date & Rating	Date & Rating in FY2020	Date & Rating in FY2019	Date & Rating in FY2018
		(Rs. crore)	(Rs. crore)	25-Jun-20	27-Dec-19	29-Nov-18	16-Mar-18
1 Fund-based Limits	Long-term	48.0	-	[ICRA]AA (Stable)	[ICRA]AA (Stable)	[ICRA]AA (Stable)	[ICRA]AA (Stable)
2 Non-fund Based Limits	Short-term	15.0	-	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+
3 Fund-based / Non-fund Based Limits	Long-term / Short-term	172.0	-	[ICRA]AA (Stable)/[ICRA]A1+	-	-	-
4 Commercial Paper Programme	Short-term	100.0	-	[ICRA]A1+	-	-	-

Complexity level of the rated instrument

ICRA has classified various instruments based on their complexity as "Simple", "Complex" and "Highly Complex". The classification of instruments according to their complexity levels is available on the website [click here](#)

Annexure-1: Instrument details

ISIN	Instrument Name	Date of Issuance / Sanction	Coupon Rate	Maturity Date	Amount Rated (Rs. crore)	Current Rating and Outlook
NA	Fund-based – Cash Credit	NA	NA	NA	48.00	[ICRA]AA (Stable)
NA	Non-Fund Based – Bank Guarantee / Letter of Credit	NA	NA	NA	15.00	[ICRA]A1+
NA	Fund-based / Non-fund Based	NA	NA	NA	172.00	[ICRA]AA (Stable) / [ICRA]A1+
NA	Commercial Paper Programme	NA	NA	NA	100.00	[ICRA]A1+

Source: Mahindra Logistics Limited

Annexure-2: List of entities considered for consolidated analysis

Company Name	Ownership	Consolidation Approach
Subsidiaries		
LORDS Freight (India) Private Limited	82.92%	Full Consolidation
2X2 Logistics Private Limited	55.0%	Full Consolidation
Joint Ventures		
Transtech Logistics Private Limited (effective October 5, 2018)	39.79%	Equity Method

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About ICRA Limited

ICRA Limited was set up in 1991 by leading financial/investment institutions, commercial banks and financial services companies as an independent and professional investment Information and Credit Rating Agency.

Today, ICRA and its subsidiaries together form the ICRA Group of Companies (Group ICRA). ICRA is a Public Limited Company, with its shares listed on the Bombay Stock Exchange and the National Stock Exchange. The international Credit Rating Agency Moody's Investors Service is ICRA's largest shareholder.

For more information, visit www.icra.in

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