Landmark
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Date: August 11, 2026

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400001

Scrip Code: 543714

To,
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E), Mumbai- 400001

Symbol: LANDMARK

Sub.: Investor Presentation for the quarter ended June 30, 2026

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the investor presentation to the Investors for Unaudited Financial Results (Standalone and Consolidated) for the quarter ended on June 30, 2026.

The Investor Presentation can also be accessed on the website of the Company at https://www.grouplandmark.in/investor-relation.html.

Request you to please take the same on your record.

Thanking You,

Yours faithfully,
For Landmark Cars Limited

AMOL ARVIND RAJE
Digitally signed by AMOL ARVIND RAJE
Date: 2026.08.11 18:51:45 +05'30'

Amol Arvind Raje
Company Secretary & Compliance Officer
Mem. No.: A19459

Encl. as above

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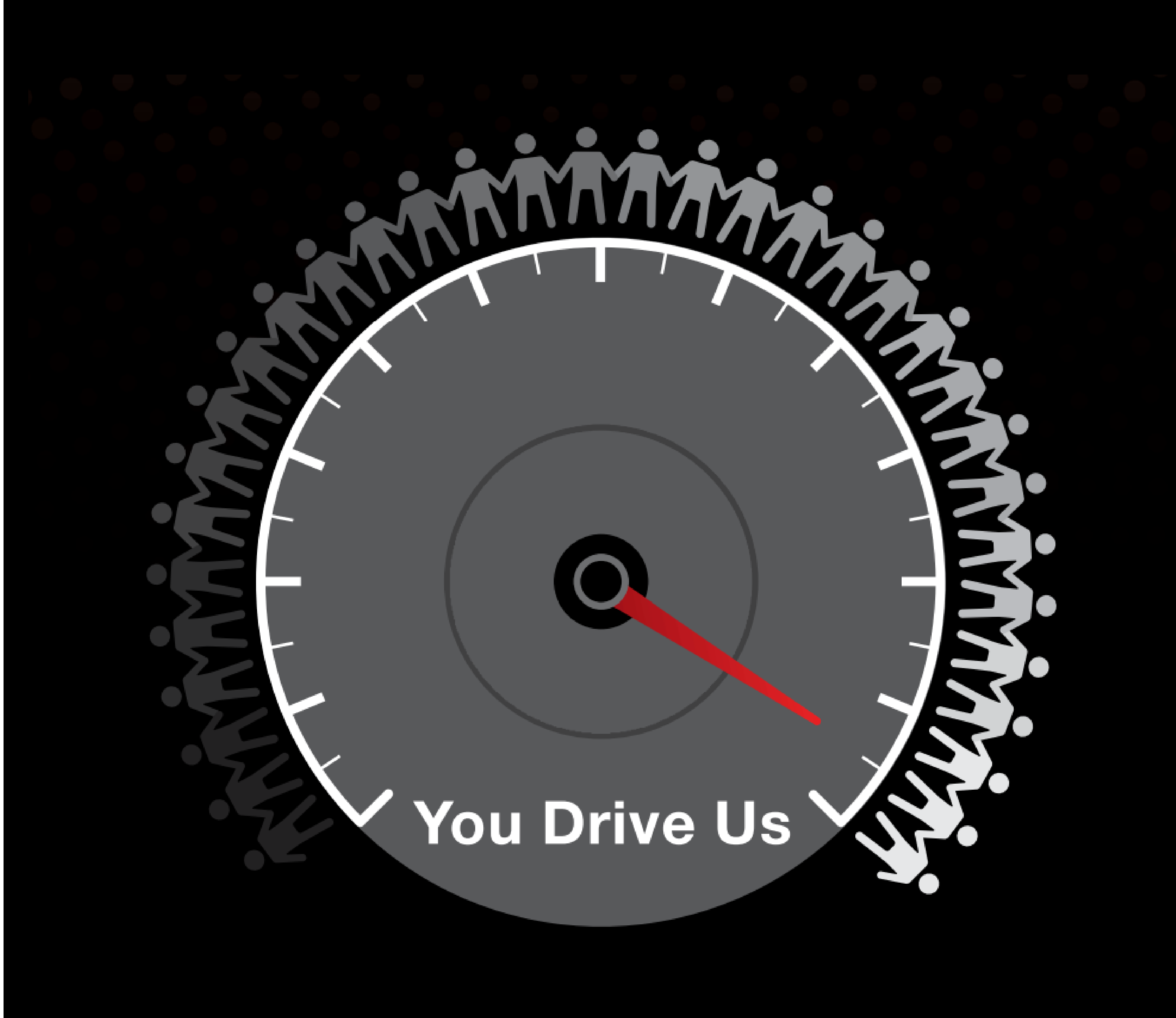
Landmark Cars Limited

Investor Presentation
August 2026



Safe Harbour

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The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

Landmark Cars - Redefining Automotive Retail in India

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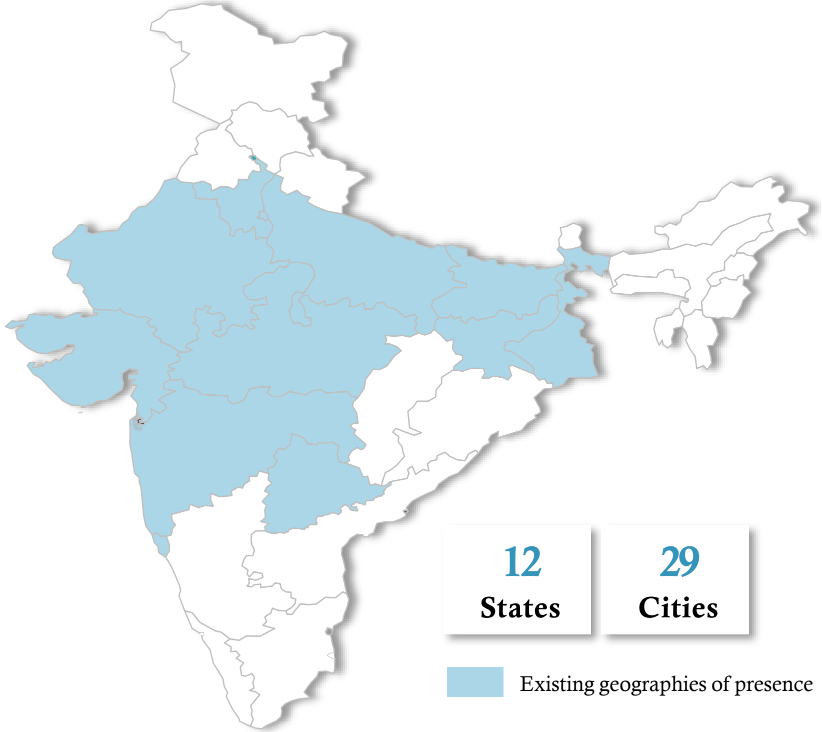
27+ Years
of Leadership Driven by You & Your Faith in Us

Professionally managed
Premium & Luxury Auto Retailer

1st
multi-brand, multi-location Indian Auto Retailer

141	77	64
Total Outlets	Sales Showrooms	Workshops



12	29
States	Cities

Existing geographies of presence

5,50,000+
Customer Base

~5,193
Employee Count

Strong Portfolio of Brands: Well positioned to cater to evolving mobility needs across ICE, Hybrid & EV segments

Mercedes-Benz	BYD	MG	Mahindra	Honda	Kia	Renault	Volkswagen	Jeep & Citroën	Ashok Leyland
24 Outlets	10 Outlets	16 Outlets	11 Outlets	24 Outlets	9 Outlets	9 Outlets	21 Outlets	13 Outlets	4 Outlets
15.9% Share#	17.5% Share#	4.2% Share#	0.5% Share#	6.3% Share#	0.9% Share#	2.3% Share#	6.7% Share#	18.9% Share# 4.0% Share# (Citroën)	
#1 Partner	#1 Partner			#1 Partner				#1 Partner	

#Share of sales in India by units for the OEM for Q1FY27 (Wholesale)

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

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Performance Highlights

Speed, Scale and Control

Financials At A Glance - Strong Performance Across Parameters.....

Q1FY27

Proforma Revenue	EBITDA	PAT	Net Cash Flows from Operating Activities
Rs. 17,325 Mn	Rs. 752 Mn	Rs. 145 Mn	Rs. 575 Mn
▲ 22.4% YoY	▲ 13.7% YoY	▲ 97.5% YoY	

Strong & Diversified Brand Portfolio

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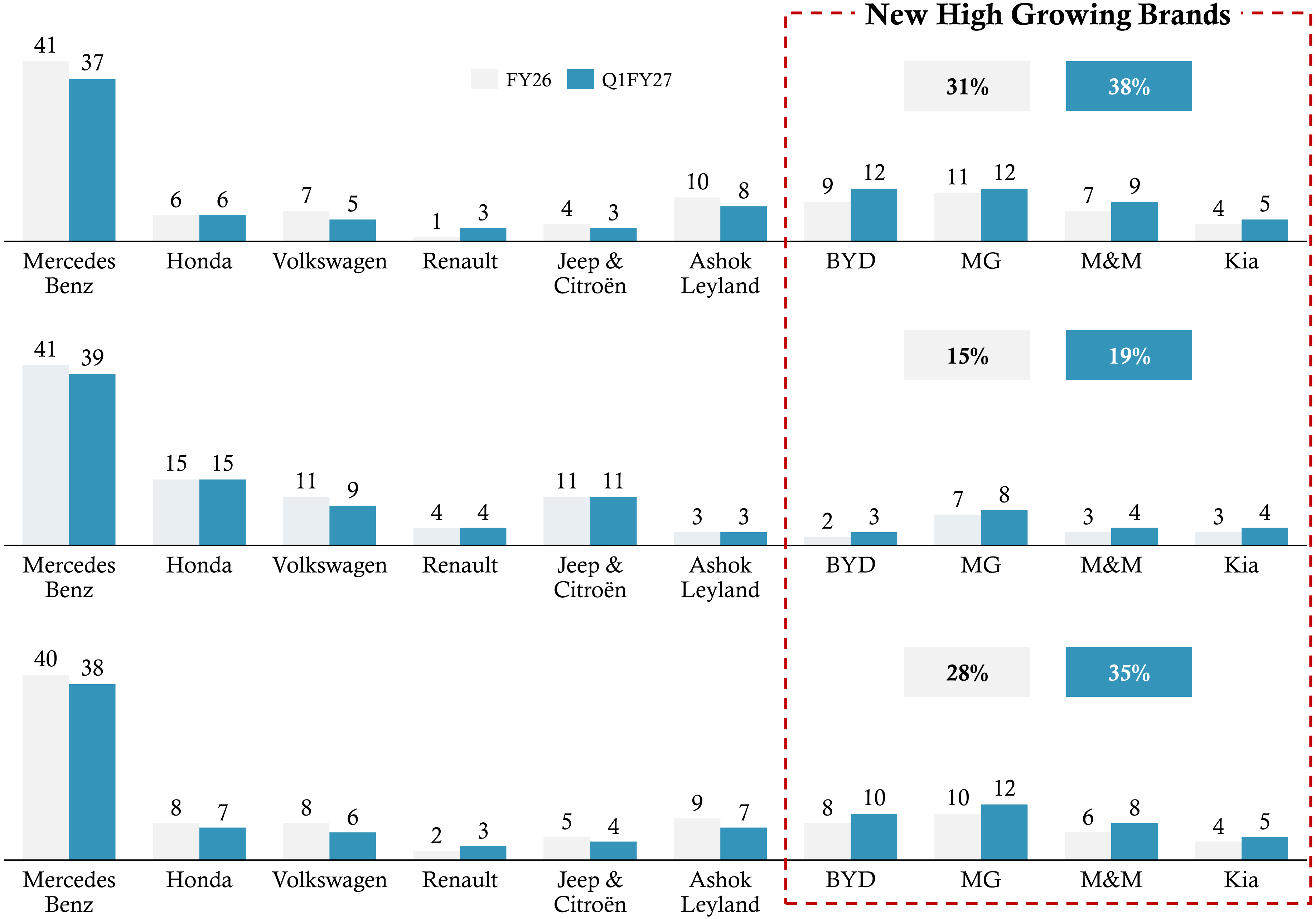
New car sales Contribution to Proforma Revenue (%)

Contribution to After Sales Revenue (%)

Total Contribution (%)



Our EV portfolio contributed ~30% of new car sales revenue in Q1FY27

After Sales Business: High Growth, High Margin, High EBIDTA, High ROCE & Non-cyclical

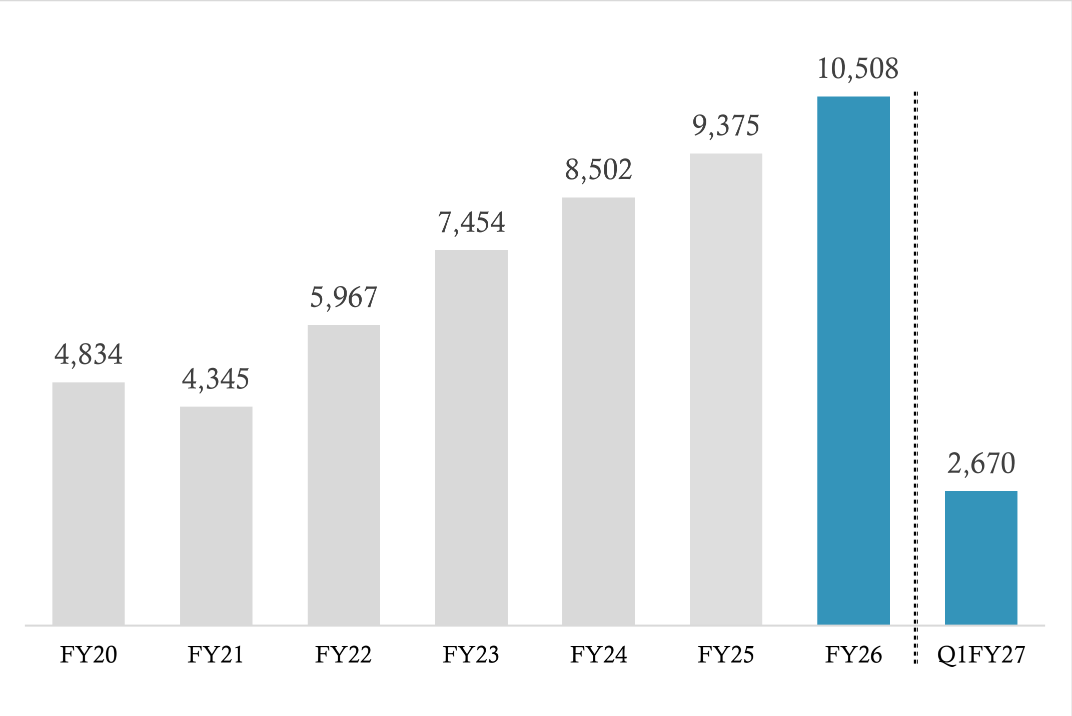
15.4% Revenue CAGR Last 10 years

~41.2% Gross Margin (FY26)

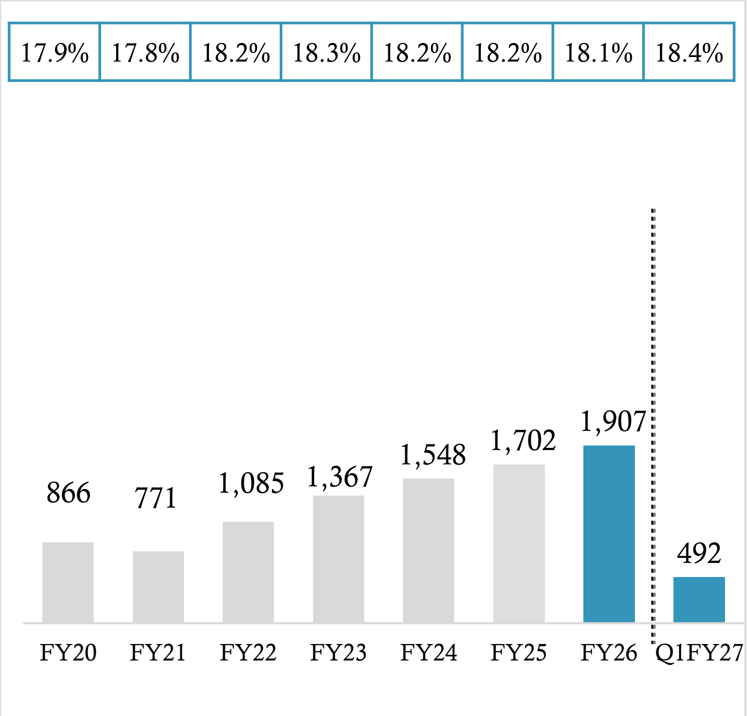
18.1% EBITDA Margin (FY26)

29.8% RoCE (FY26)

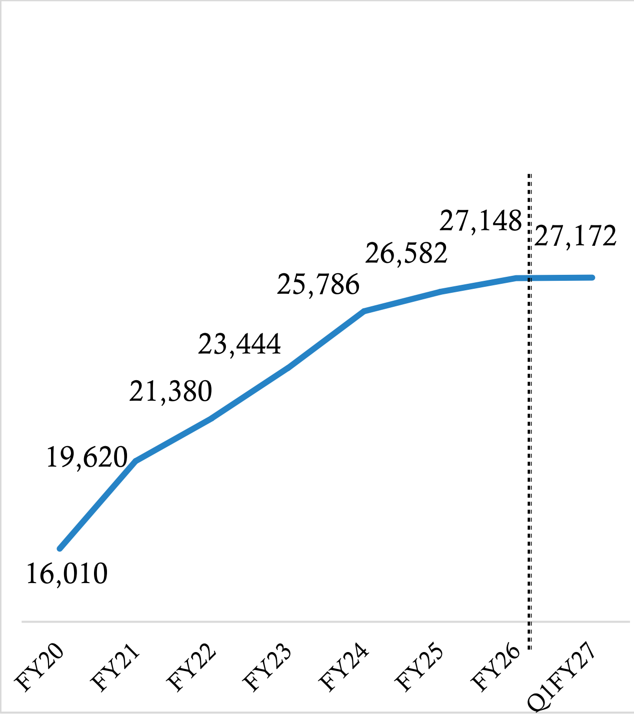
After Sales Revenue (In Rs. Mn)



EBITDA (In Rs. Mn) & Margin (%)



Per Car Service Revenue (Rs.)



Building a Resilient Revenue Engine: Crossed milestone of Rs. 10,000 Mn in After Sales Revenue in FY26

After - Sales Revenue Comparison between EV & ICE Cars

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Our internal analysis of two brands which are present in both ICE and EV vehicles suggests that the increase in EV Penetration does not impact after sales revenue negatively

Brand 1

	EV	ICE	
Average Vehicle Running (km / year)	12,519	9,152	+37%
Visit Frequency (per car, per year)	2.33	1.86	+25%
Preventive Maintenance & General Repair (per car, per year)	₹ 81,973	₹ 93,101	-12%
Accident Repair Revenue (per car, per year)	₹ 1,22,596	₹ 49,645	+147%
Total Revenue (per car, per year)	₹ 2,04,569	₹ 1,42,746	+45%

Brand 2

	EV	ICE	
Average Vehicle Running (km / year)	21,000	13,000	+62%
Visit Frequency (per car, per year)	3.87	2.36	+64%
Preventive Maintenance & General Repair (per car, per year)	₹ 16,755	₹ 25,872	-35%
Accident Repair Revenue (per car, per year)	₹ 32,760	₹ 19,746	+66%
Total Revenue (per car, per year)	₹49,515	₹45,618	+9%

Fleet sampled

300 EV / Against overall ICE (Brand 1)

Expected EV retention

~100% - specialized tools & skills lock in service

Fleet sampled

1,855 EV / Against overall ICE (Brand 2)

The findings presented are based on data from Brand 1 and Brand 2 and should be interpreted as indicative observations rather than representative of the entire automotive industry

New Revenue Stream: Business Arrangement with ChargeZone®

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ChargeZone® is India's leading and accessible EV Charging Network with
fully integrated technology, software systems and renewable energy capabilities

About ChargeZone

16,000+ Charge Points
India's Largest Network on App

26+
States/UT

490K+
App Users

1500+
Live Chargers

110 MW+
Installed Capacity

600+
Public Charging Stations

50K+
Kms Highways Electrified

15,000+
Public EVs Served Daily

9+Mn
Energy Units Sold per Month

20+
EV Fleet & eMSP Partners

5X
Growth in past 3 years

Arrangement with Landmark Cars

- Industry's first Business Arrangement between a retailer and a service provider.
- Chargezone will provide Landmark EV customers with a wallet credit which can be used against EV charging facilities at ChargeZone locations.
- Landmark will facilitate promotions of ChargeZone at relevant locations to onboard new as well as existing customers onto the platform.
- For each onboarded customer ChargeZone will pay Landmark a percentage share of the Charging Revenue.
- This secures an additional source of recurring revenue for Landmark to capitalise on the growing base of EV customers in its portfolio.

Consolidated Profit And Loss Account

Profit and Loss (INR Mn)	Q1FY27	Q1FY26	YoY	Q4FY26	QoQ
Proforma Revenue from operations	**17,325**	**14,152**	**22.4%**	**17,951**	**-3.5%**
Revenue from Operations	**13,024**	**10,617**	**22.7%**	**12,785**	**1.9%**
Gross Profit	**2,048**	**1,844**	**11.1%**	**2,186**	**-6.3%**
Gross Profit Margin	**15.72%**	**17.37%**		**17.10%**	
Employee Cost	693	635		730	
Other Expenses	602	547		668	
EBITDA	**752**	**662**	**13.7%**	**788**	**-4.5%**
EBITDA Margin	**5.78%**	**6.23%**		**6.16%**	
Depreciation	363	359		370	
EBIT	**389**	**303**	**28.3%**	**418**	**-6.9%**
Finance Cost	198	204		195	
Exceptional Item (Gain) / Loss	0	0		16	
Profit before Tax	**192**	**99**	**93.7%**	**207**	**-7.6%**
Profit before Tax Margin	**1.47%**	**0.93%**		**1.62%**	
Tax	46	25		57	
Profit After Tax	**145**	**74**	**97.5%**	**150**	**-3.2%**
Profit After Tax Margin	**1.12%**	**0.69%**		**1.18%**	
Ind AS net effect	**-16**	**-7**		**-4**	
Adjusted Profit After Tax (Before Net Ind AS effect)	**161**	**80**	**100.1%**	**155**	**4.0%**
Adjusted Profit After Tax Margin	**1.24%**	**0.76%**		**1.21%**	
Basic / Diluted EPS	3.51	1.67		3.63	

Q1FY27

- The auto industry continues its strong growth trajectory after GST 2.0 reforms. Having set up meaningful capacity in the previous years, the company is able to participate in this growth very well.
- The company delivered its strongest ever 1st Quarter performance till date, with highest ever turnover & EBIDTA.
- Gross Profit Margin for the quarter is lower on QoQ and YoY basis due to the changed sales and service revenue mix, accounting of annual incentive in the previous quarter and IndAS gain in the previous year. The company however maintained its EBIDTA Margins for the quarter similar to FY26 Margins by further reducing costs meaningfully which remains a focus area.
- The upcoming quarters look promising considering the strong market momentum, timely maturing of the newly setup outlets and launch of new models.

% Gross Profit, EBITDA , Profit before Tax, Profit after Tax and Adjusted Profit after Tax Margins are calculated on "Revenue from Operations"

Reconciliation for Adjusted Profit - Q1FY27

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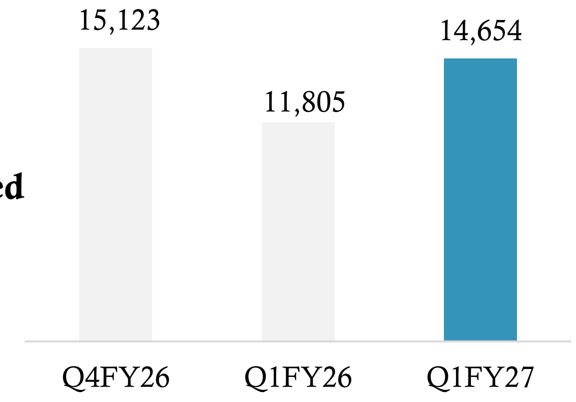
Particulars (Rs. in Mn)	Q1FY27 (Adjusted)	Effect of Ind AS	Q1FY27 (Reported)	Q1FY26 (Adjusted)	Effect of Ind AS	Q1FY26 (Reported)	YoY (Adjusted)	YoY (Reported)
Revenue from operations	13,023.6	0.0	13,023.6	10,617.2	0.0	10,617.2	22.7%	22.7%
Other income	25.5	6.9	32.4	28.8	22.9	51.6	-11.5%	-37.3%
Total Income	**13,049.0**	**6.9**	**13,056.0**	**10,646.0**	**22.9**	**10,668.8**	**22.6%**	**22.4%**
COGS	11,008.3	0.0	11,008.3	8,825.2	0.0	8,825.2	24.7%	24.7%
Gross Profit	**2,040.8**	**6.9**	**2,047.7**	**1,820.8**	**22.9**	**1,843.7**	**12.1%**	**11.1%**
Expenses								
Employee benefits expense	690.7	2.4	693.1	630.8	4.2	635.0	9.5%	9.2%
Other expenses	847.8	-245.6	602.2	787.0	-240.2	546.8	7.7%	10.1%
Total expenses	**1,538.5**	**-243.2**	**1,295.3**	**1,417.8**	**-236.0**	**1,181.7**	**8.5%**	**9.6%**
EBITDA	**502.3**	**250.1**	**752.4**	**403.0**	**258.9**	**661.9**	**24.6%**	**13.7%**
Depreciation and Amortization Expense	173.7	189.6	363.4	165.5	193.1	358.6	5.0%	1.3%
EBIT	**328.6**	**60.5**	**389.0**	**237.5**	**65.8**	**303.3**	**38.3%**	**28.3%**
Finance Cost	116.3	81.2	197.5	129.6	74.8	204.5	-10.3%	-3.4%
Profit before tax	**212.2**	**-20.7**	**191.5**	**107.9**	**-9.1**	**98.9**	**96.7%**	**93.7%**
Tax	51.3	-5.2	46.1	27.5	-2.3	25.2	86.6%	82.7%
PAT	**161.0**	**-15.5**	**145.5**	**80.4**	**-6.8**	**73.7**	**100.1%**	**97.5%**
Other Comprehensive Income	0.0	0.0	0.0	0.0	0.0	0.0		
Total Comprehensive Income	**161.0**	**-15.5**	**145.5**	**80.4**	**-6.8**	**73.7**	**100.1%**	**97.5%**

Vertical Wise Performance Highlights - Q1FY27

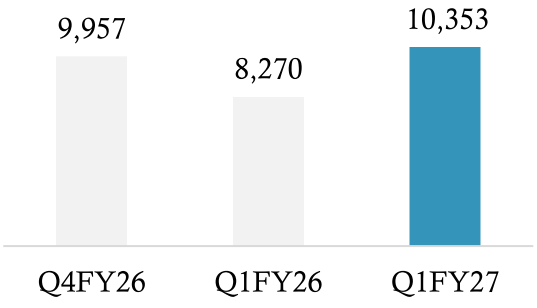
In Rs. Mn

New vehicle sales & Allied Businesses

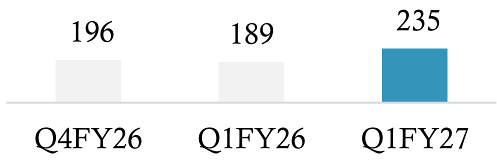
Proforma Revenues



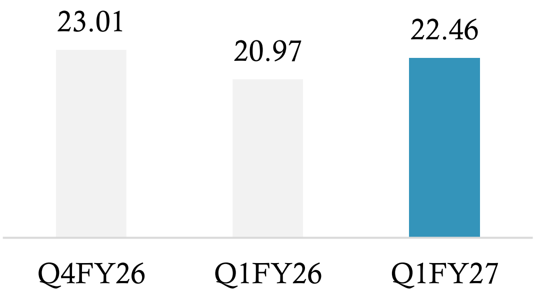
Reported Revenues



New Vehicle Sales EBITDA

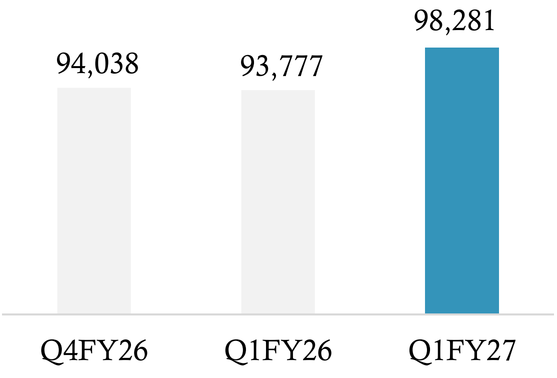


Avg. Selling Price for New Vehicle Sold (Rs. in lakh)

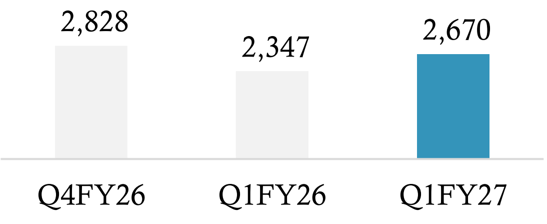


After-Sales business

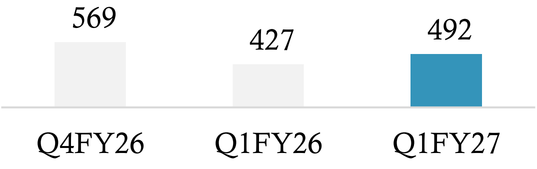
No. of Services



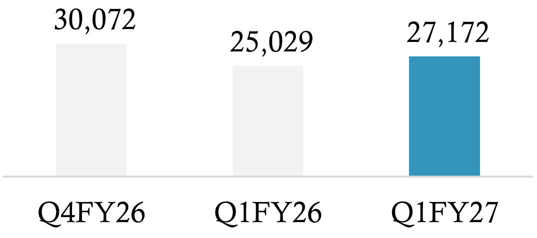
Reported Revenue



After-Sales EBITDA



Avg. Revenue / Vehicle Serviced (Rs.)



*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission

Consolidated Performance Metrics - Q1FY27

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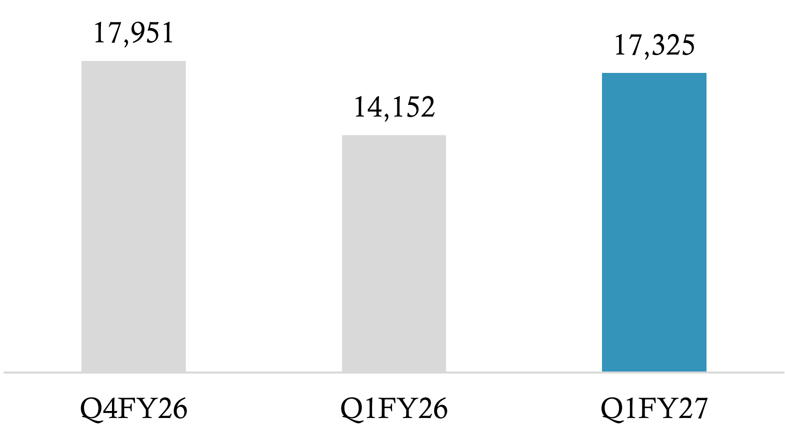
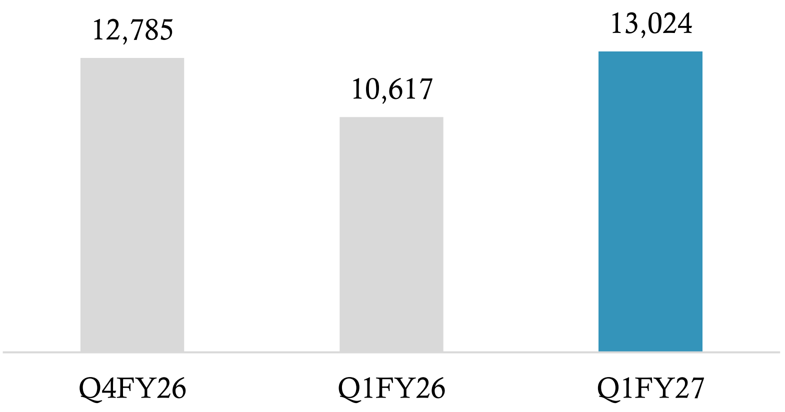
In Rs. Mn | Margin %

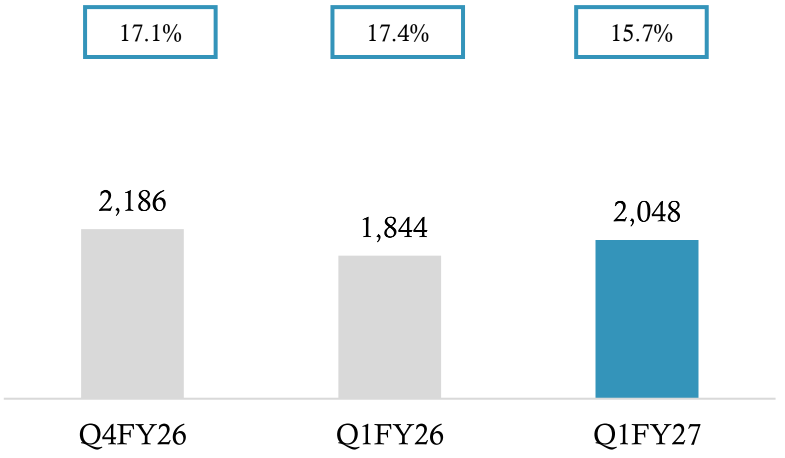
*Proforma Revenues



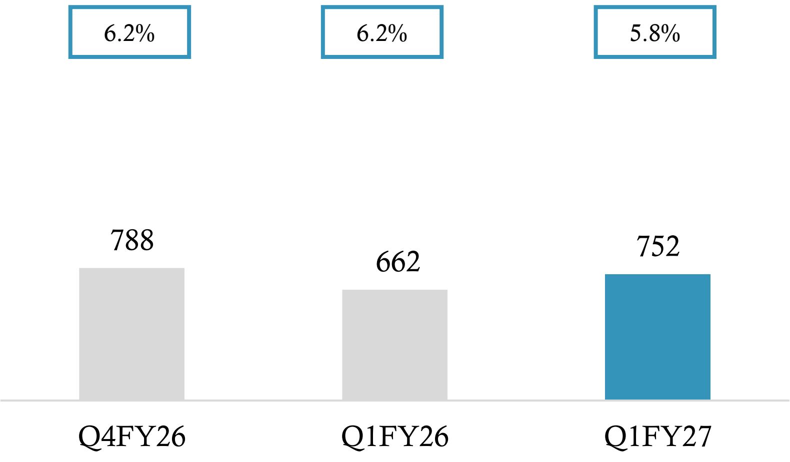
Reported Revenues



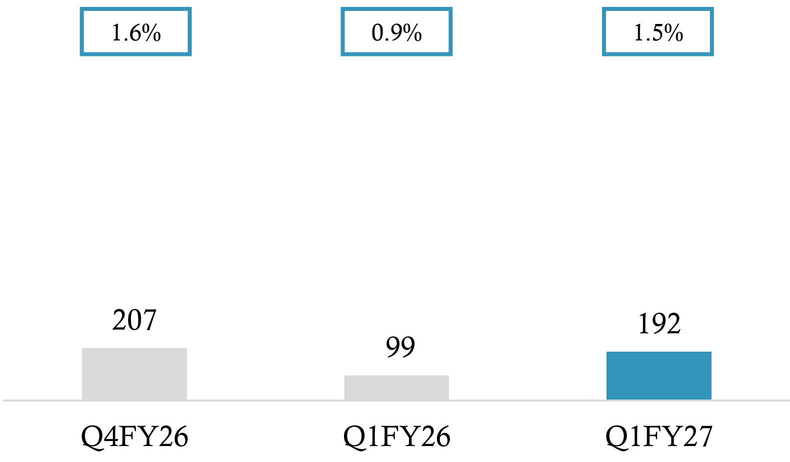
Gross Profit



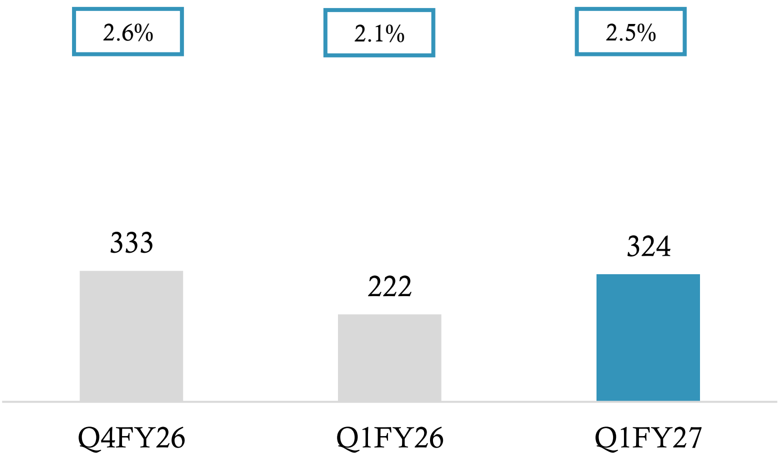
EBITDA



Profit Before Tax



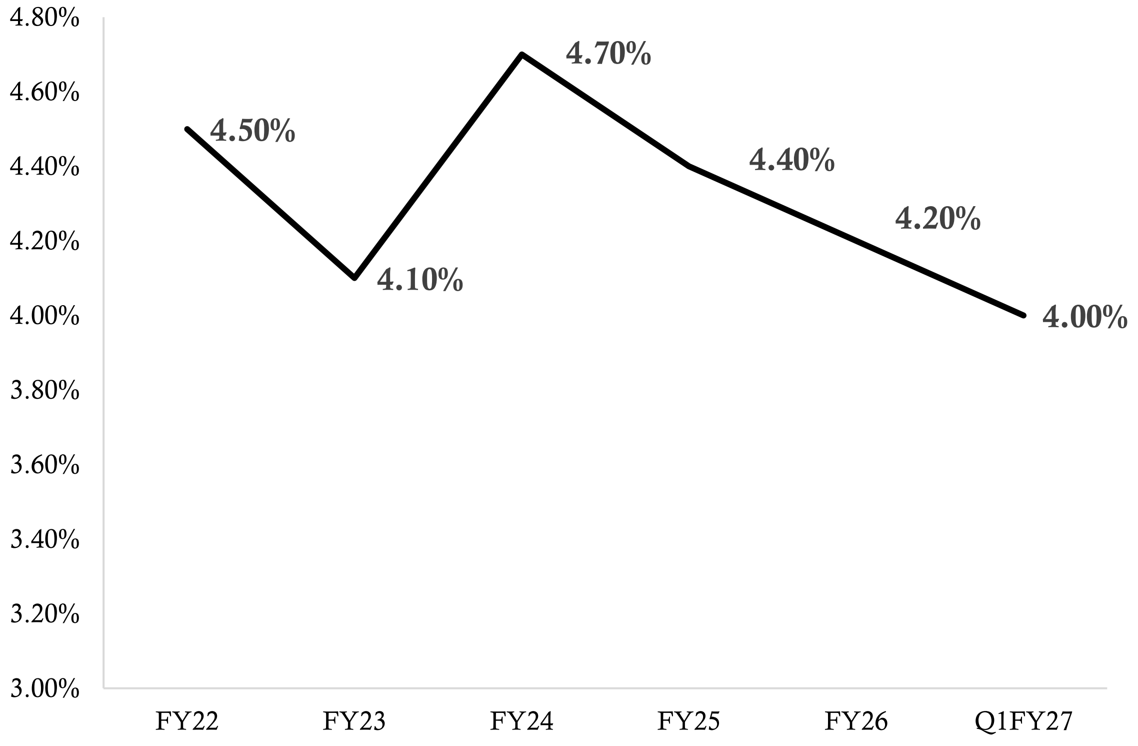
Cash Profit After Tax#



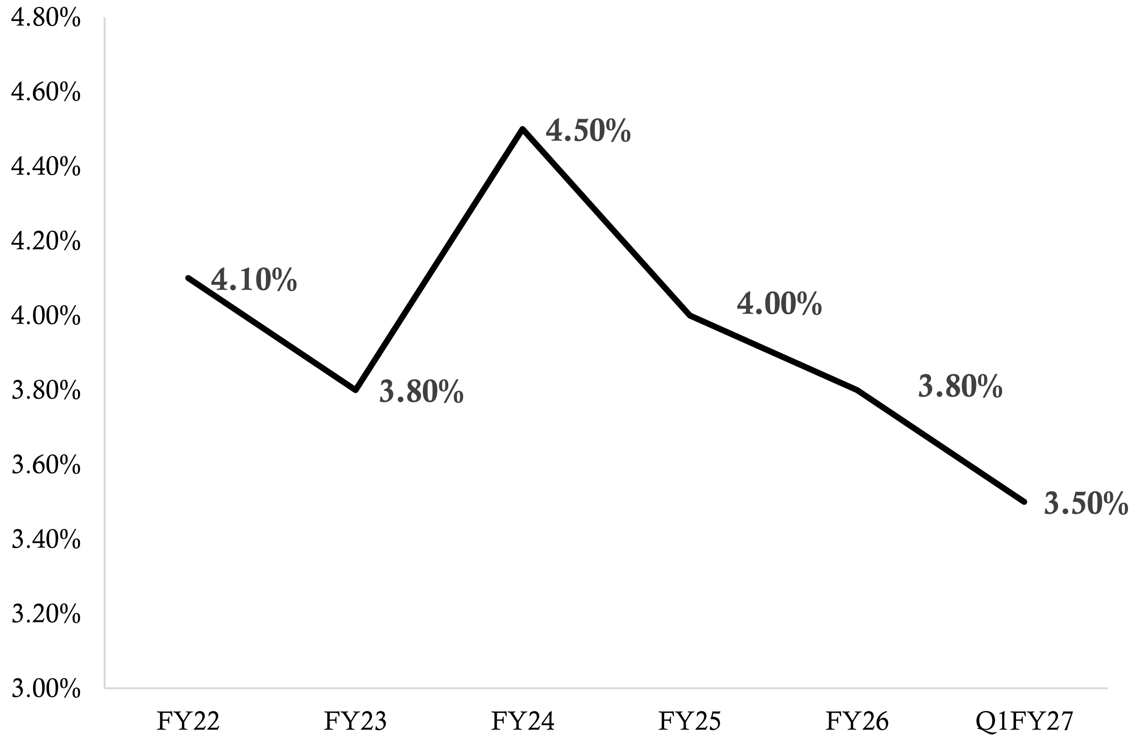
*Proforma Revenue = Reported Revenue + Value of Cars sold under Mercedes-Benz Agency Model less Agency Commission
% Gross Profit, EBITDA , Cash PAT and Profit after Tax Margins are calculated on "Reported Revenues"

#PAT + D&A + Ind AS adjustments + Exceptional items + Deferred Tax + Loss/(Profit) on sales of PPE + ESOP expenses

Impact of Cost Rationalization Plan



Personnel Expenses

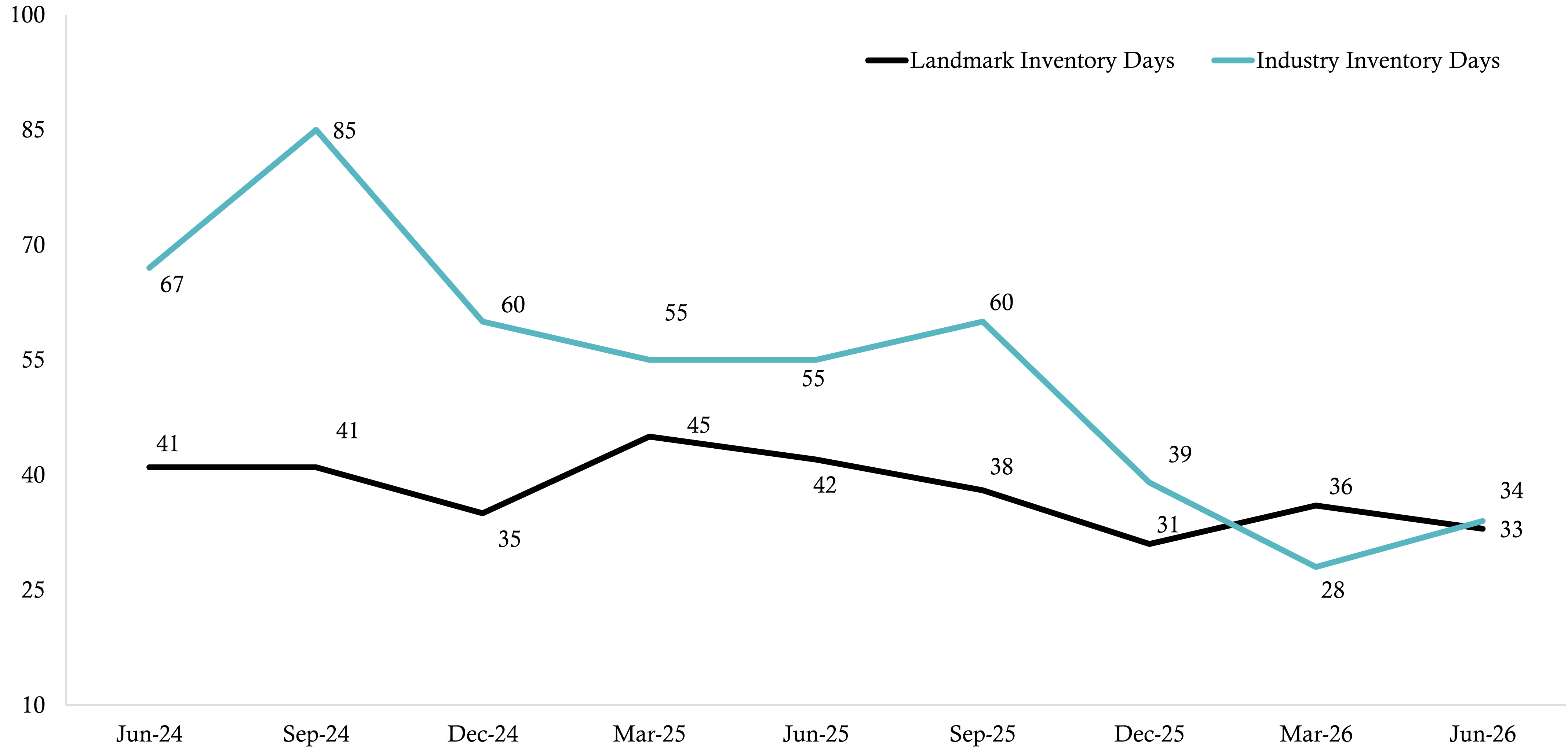


Other Expenses

Committed to maintain cost discipline with goal to further improve Profitability

% of Proforma Revenue

Inventory Management

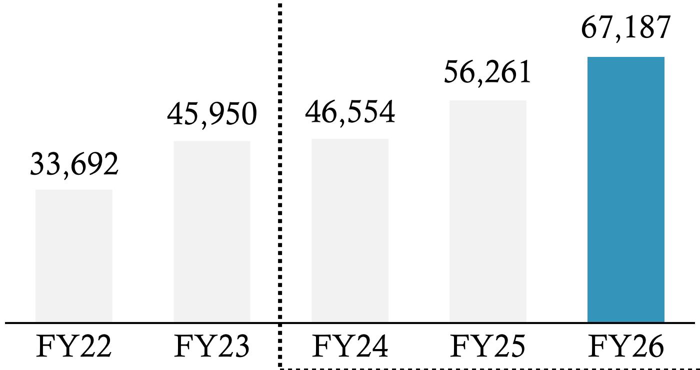


Source: FADA

Strategic Network Expansion

Proforma Revenue (In Rs. Mn)

Outlet Count	FY22	FY23	FY24	FY25	FY26
	112	115	119	131	140



Period of massive expansion

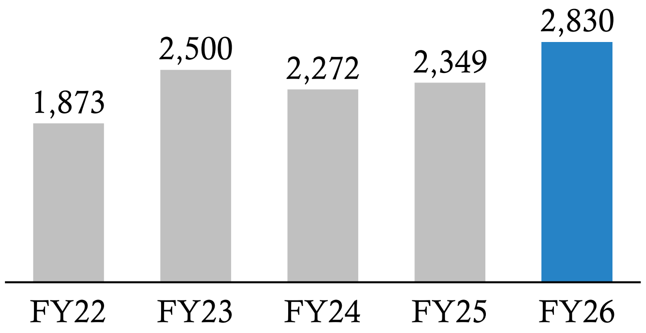
Added **three major brands,** expanding the brand portfolio from **8 to 11 brands**

In FY26, these brands collectively contributed **~20%** to Total Proforma Revenues

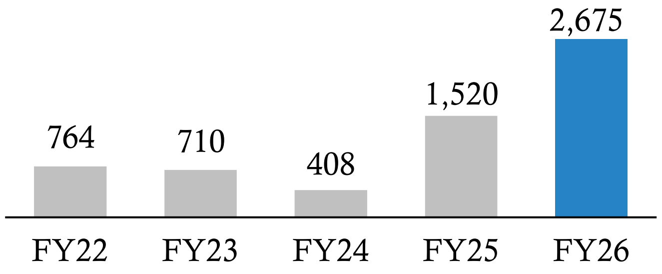
~18% of the total outlets were added in last **3 years**

EBITDA (In Rs. Mn)

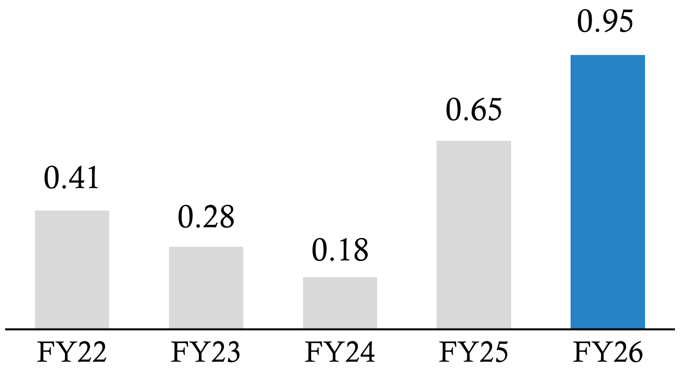
Margins	FY22	FY23	FY24	FY25	FY26
	6.3%	7.4%	6.9%	5.8%	5.8%



Net Cash Flows From Operating Activities (In Rs. Mn)



Net Cash Flows from Operating Activities to EBITDA



Maintained **consistent EBITDA** despite upfront network expansion costs, while funding outlet expansion through **internal accruals** and delivering **strong Net Cash Flows from Operating Activities to EBITDA Conversion**

Upcoming Model Launches

M&M Scorpio N Facelift
August 2026

KIA Sorento
September 2026

MG 520
October 2026

MG IM6
October 2026

Mercedes-Benz
AMG GT 4 Door Coupe
October 2026

Renault Duster Hybrid
November 2026

BYD Seal U
December 2026

Honda Alpha 0
January 2027

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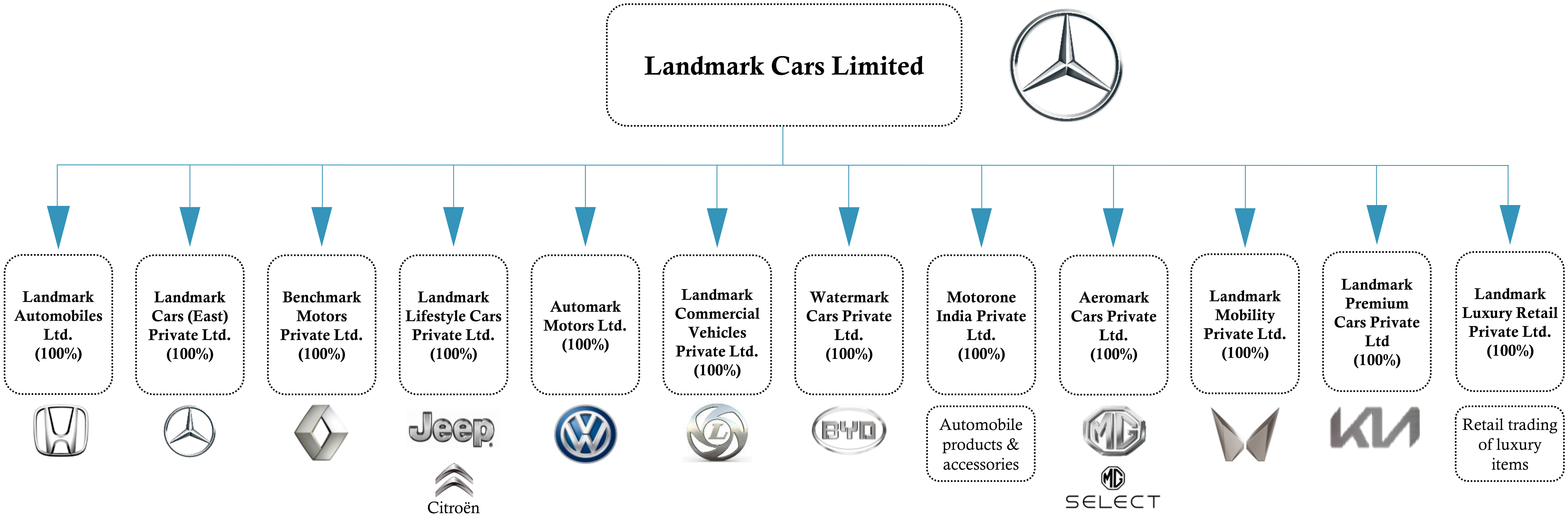
Company Overview

Company Structure



Senior Management Team (1/2)

Sanjay Thakker
Promoter, Chairman and Executive Director

- Founded the Group Landmark in 1998
- Having accumulated extensive experience in the automobile industry for over two decades he has established a reputable standing within the field
- Through his astute leadership, Mr. Thakker has successfully brought together a team of dedicated and highly skilled professionals who play a pivotal role in driving Landmark's success

Aryaman Thakker
Executive Director

- Holds a master's degree in Marketing and Strategy from the University of Warwick
- Joined Group Landmark in 2017 as a General Manager bringing invaluable expertise from his tenure at Autonation Corp in Fort Lauderdale, Florida, USA
- He stands at the forefront of the company's evolution, serving as the dealer principal for Landmark MG Motors and Mercedes-Benz Landmark Cars MP, and significant leadership at Automark Volkswagen.
- A key leader in the Landmark Transformation Team and Group Marketing, driving strategic initiatives

Paras Somani
Executive Whole Time Director

- A bachelor's degree in commerce from Saurashtra University & part of ISB CEO leadership programme by the ISB, Hyderabad
- Joined Group Landmark in 2006 as the Vice President- Sales and currently leads the Mercedes-Benzes business. Also looks at the car care business Has over two decades of experience in sales and banking
- Previously associated with Kotak Mahindra Primus ltd.

Garima Mishra
MD of AMPL (Volkswagen), Jeep & Group Finance, Insurance & CIT

- Member of Landmark's founding team
- Holds a master's degree in Business Administration from the Fore School of Management
- 26 years of experience in the automobile retail industry.
- Before joining Landmark, she had a notable association with Blue Skies Travels and Tours Private Limited
- Her expertise and contributions have led to her appointment as the State Chairperson of the Delhi Chapter of the Federation of Automobile Dealers Associations (FADA)

Urvi Mody
Director Infrastructure

- Holds a diploma in Architecture and a Diploma in Business Management from S.P Mandali's WE School, Prin. L.N. Welingkar Institute of Management Development and Research, Mumbai
- Possesses a unique blend of architectural and business expertise
- Journey with Landmark began in the year 1999 and she has since played a crucial role in the Company's growth and success
- 25 years of experience in setting up retail and factory infrastructure. Brings valuable insights and skills to the table.

Devang Dave
Director After Sales and Commercial Vehicle Business

- Holds a diploma in Management from the ICFAI University, Dehradun and possesses a solid foundation of business knowledge
- Joined Landmark in 2002 and has since contributed significantly to the Company's after sales business
- With 22 years of experience in the automobile industry, he brings a wealth of expertise and insights to his role. His extensive knowledge and understanding of the industry have been instrumental in driving the growth and development of Landmark

Senior Management Team (2/2)

Rajiv Vohra
Director BYD, Renault and M&M

- Holds a master's degree in International Business from the Indian Institute of Foreign Trade
- He has been associated with the Company since 2016 and brings over 24 years of experience in marketing
- His previous roles include working with trading enterprises at Al Futtaim Group in Dubai, as well as with H D Motor Company India Private Limited (Harley-Davidson, India) and Honda Siel Cars India Limited. Mr. Vohra's diverse background and expertise contribute significantly to Landmark team

Harshal Desai
Director Sales Honda & MG Motors

- Holds a bachelor's degree in Science from Maharaja Sayajirao University of Baroda
- He brings a strong academic foundation to his role. With over 26 years of experience in the automobile industry, he has developed extensive expertise and insights
- Since 2007, he has been an integral part of Landmark, contributing to its growth and success. Before joining the Company, he spent a decade with Kamdhenu Motors Private Limited, further honing his skills and knowledge in the industry. His valuable contributions and long-standing commitment make him an asset to the team

Amol Raje
Company Secretary & Compliance Officer

- He holds a bachelor's degree in Commerce and Law, as well as an associate membership with the Institute of Company Secretaries of India. He possesses a strong academic foundation
- He joined Landmark Cars in 2021 and has over 17 years of valuable experience in various sectors
- Before his association with the Company, he held positions at esteemed organizations such as Bombay Dyeing & Manufacturing Company Limited, House of Anita Dongre Limited and Tara Jewels Limited

Surendra Agarwal
Chief Financial Officer

- He is a qualified Chartered Accountant and a Commerce graduate.
- He has been a part of the Company since 2018 and brings with him over 25 years of experience in finance and accounting
- Before joining Landmark, he was associated with Trent Limited, Videocon Appliances Limited and Century Rayon
- His deep financial knowledge and expertise in retail industry contributes significantly in Landmark to drive strategic expansion and financial well-being

Thank You

Landmark Cars Ltd.
CIN: L50100GJ2006PLC058553

Amol Raje
Company Secretary
Email id: companysecretary@landmarkindia.net

Investor Relations Advisors

Strategic Growth Advisors Pvt Ltd.
CIN: U74140MH2010PTC204285

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