

October 28, 2025

Q2FY26 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Current		Previous	
	FY27E	FY28E	FY27E	FY28E
Rating	ACCUMULATE		ACCUMULATE	
Target Price	386		401	
Sales (Rs. m)	82,019	92,244	80,146	91,031
% Chng.	2.3	1.3		
EBITDA (Rs. m)	4,914	5,764	4,709	5,541
% Chng.	4.4	4.0		
EPS (Rs.)	14.0	19.6	15.3	19.5
% Chng.	(8.8)	0.2		

Key Financials - Consolidated

Y/e Mar	FY25	FY26E	FY27E	FY28E
Sales (Rs. m)	61,048	72,368	82,019	92,244
EBITDA (Rs. m)	2,841	3,765	4,914	5,764
Margin (%)	4.7	5.2	6.0	6.2
PAT (Rs. m)	(358)	485	1,383	1,940
EPS (Rs.)	(5.0)	4.9	14.0	19.6
Gr. (%)	NA	NA	185.2	40.2
DPS (Rs.)	2.5	2.5	2.5	2.5
Yield (%)	0.7	0.7	0.7	0.7
RoE (%)	NA	5.9	10.9	13.8
RoCE (%)	6.8	10.2	15.8	19.0
EV/Sales (x)	0.5	0.4	0.4	0.3
EV/EBITDA (x)	9.9	8.2	6.0	4.7
PE (x)	NA	70.3	24.7	17.6
P/BV (x)	5.7	2.8	2.6	2.3

Key Data MALO.BO | MAHLOG IN

52-W High / Low	Rs.392 / Rs.217
Sensex / Nifty	84,628 / 25,936
Market Cap	Rs.34bn / \$ 387m
Shares Outstanding	99m
3M Avg. Daily Value	Rs.51.04m

Shareholding Pattern (%)

Promoter's	59.60
Foreign	3.86
Domestic Institution	13.65
Public & Others	22.89
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	(0.3)	24.0	(8.4)
Relative	(5.3)	17.5	(13.4)

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B2B express business shows early signs of revival

Quick Pointers:

- Achieved unabsorbed whitespace reduction of 20%+ during 2QFY26
- B2B express business turns GM positive for the first time since acquisition

We cut our EPS estimates by 27%/9% for FY26E/FY27E post addition of warehousing space that is likely to escalate rental cost and elevate depreciation and interest charge amid migration to IND AS 116 (refer exhibit one for variation in depreciation & interest expense versus PLe). MAHLOG IN reported a mixed set of results with EBITDA beat of 7.7% led by narrowing losses in B2B express business. We believe B2B express business is showing early signs of revival with volumes increasing by 7.2% combined with yield improvement of Rs0.9 in 2QFY26. Having achieved a 20%+ absorption in white space during 2QFY26, MAHLOG IN intends to lease out the balance unoccupied area by Sep-26. We expect revenue CAGR of 15% over FY25-FY28E with EBITDA margin expansion of 160bps over the next 3 years. Given healthy growth prospects and strengthening of BS post rights issue, we maintain ACCUMULATE with a TP of Rs386 (23x Sep-27 EPS; no change in target multiple).

Top-line increased by 10.8% YoY with a GM of 14.2%: Consolidated revenue grew by 10.8% YoY to Rs16,853mn (PLe Rs17,549mn). Gross profit improved by 11.5% YoY to Rs2,389mn (PLe Rs2,352mn), with a margin of 14.2% as against a margin of 14.1% in 2QFY25.

EBITDA increased 28.2% YoY but bottom-line continues to be in red: EBITDA improved by 28.2% YoY to Rs851mn (PLe Rs790mn) with a margin of 5.0% (PLe 4.5%) compared to a margin of 4.4% in 2QFY25. Beat at EBITDA level was on account of narrowing losses in B2B express business. Despite healthy operating performance, MAHLOG IN reported loss before MI of Rs83mn (PLe PAT of Rs17mn) as against a loss of Rs96mn in 2QFY25. Miss at the bottom-line level was due to higher-than-expected interest/depreciation expense of Rs217mn/Rs717mn (PLe Rs187mn/Rs650mn) respectively.

Con-call highlights: **1)** ~95% reduction in whitespace is aimed by Sep-26E. **2)** MLL plans to infuse Rs500mn in MLL Express to support its path to profitability. **3)** B2B express segment reported 7.2% YoY growth in tonnage with a higher VAS share. Realization improvement by ~90 paise was seen led by better customer mix and exit from low-yielding business. **4)** In the mobility segment, a premium tech-enabled B2C service "Alyte Prive" has been launched with plans to expand to Noida International Airport and thereby strengthen presence in the NCR region. **5)** A 3 lac sq ft facility at Nashik was launched recently while expansion of 4 lac sq ft happened at Guwahati and Agartala in Oct-25. **6)** Debt has been reduced to Rs725mn in 1HFY26 via proceeds received from rights issue. **7)** Warehousing revenue stood at Rs3,330mn in 2QFY26, up from Rs2,780mn in 2QFY25. **8)** Revenue contribution of Auto/Mahindra Group stood at 58%/54% respectively in 2QFY26. **9)** A one-time provision of Rs48mn was made for client bankruptcy in

2QFY26, though the exposure has not been fully provided for. **10)** RoU assets rose to Rs5,537mn as of Sep-25, driven by addition of warehousing space taking the total managed area to over 22.1 mn sq ft. **11)** Depreciation expense increased 32.8% YoY to Rs717mn in 2QFY26, largely driven by escalation in lease cost amid migration to Ind AS 116, but is expected to remain stable in coming quarters as warehousing expansion is largely complete.

Exhibit 1: Q2FY26 Results Overview

Y/e March (Rs mn)	2QFY26	2QFY25	YoY gr.	2QFY26E	% Var.	1QFY26	QoQ gr.	H1FY26	H1FY25	YoY gr.
Net revenue	16,853	15,211	10.8%	17,549	-4.0%	16,246	3.7%	33,099	29,411	12.5%
Variable cost of sales	14,464	13,069	10.7%	15,197	-4.8%	14,074	2.8%	28,538	25,208	13.2%
<i>% of net sales</i>	<i>85.8%</i>	<i>85.9%</i>		<i>86.6%</i>		<i>86.6%</i>		<i>86.2%</i>	<i>85.7%</i>	
Employee expense	1,065	1,047	1.6%	1,106	-3.7%	1,045	1.9%	2,109	2,067	2.1%
<i>% of net sales</i>	<i>6.3%</i>	<i>6.9%</i>		<i>6.3%</i>		<i>6.4%</i>		<i>6.4%</i>	<i>7.0%</i>	
Other expense	473	431	9.7%	456	3.7%	365	29.8%	838	810	3.5%
<i>% of net sales</i>	<i>2.8%</i>	<i>2.8%</i>		<i>2.6%</i>		<i>2.2%</i>		<i>2.5%</i>	<i>2.8%</i>	
Total expense	16,002	14,547	10.0%	16,759	-4.5%	15,483	3.3%	31,485	28,085	12.1%
EBITDA	851	664	28.2%	790	7.7%	763	11.6%	1,613	1,327	21.6%
<i>EBITDA Margin (%)</i>	<i>5.0%</i>	<i>4.4%</i>		<i>4.5%</i>		<i>4.7%</i>		<i>4.9%</i>	<i>4.5%</i>	
Depreciation	717	540	32.8%	650	10.3%	646	11.0%	1,363	1,089	25.1%
EBIT	134	124	8.1%	140		117	14.8%	250	237	5.5%
Interest expense	217	191	13.5%	187	15.6%	225	-3.7%	442	386	14.5%
Other income	29	17	69.9%	70	-58.1%	51	-42.0%	80	74	8.2%
Extraordinary income/expense	-	-	NA	-	NA	-	NA	-	-	NA
Share of profit from associates	(0.4)	-	NA	-	NA	(0.4)	NA	(0.8)	-	
PBT	(54)	(50)	NA	22	NA	(58)	NA	(112)	(75)	NA
Total tax	30	46	-36.4%	6	422.8%	36	-18.5%	66	100	-34.2%
PAT	(83)	(96)	NA	17	NA	(94)	NA	(178)	(175)	NA
<i>PAT margin (%)</i>	<i>NM</i>	<i>NM</i>		<i>0.1%</i>		<i>NM</i>		<i>NM</i>	<i>NM</i>	

Source: Company, PL

Exhibit 2: EBITDA loss in the B2B express business contracts

Rs in bn	2QFY26	1QFY26	QoQ gr.	2QFY25	YoY gr.
MLL Standalone					
Revenue	13,669.0	13,458.0	1.6%	12,359.0	10.6%
EBITDA	822.0	787.0	4.4%	691.0	19.0%
EBITDA margin (%)	6.0%	5.8%		5.6%	
PAT	38.0	64.0	-40.6%	85.0	-55.3%
PAT margin (%)	0.3%	0.5%		0.7%	
Lords freight					
Revenue	902.0	738.0	22.2%	868.0	3.9%
EBITDA	23.0	12.0	91.7%	27.0	-14.8%
EBITDA margin (%)	2.5%	1.6%		3.1%	
PAT	17.0	9.0	88.9%	21.0	-19.0%
PAT margin (%)	1.9%	1.2%		2.4%	
MLL mobility					
Revenue	938.0	819.0	14.5%	811.0	15.7%
EBITDA	21.0	23.0	-8.7%	19.0	10.5%
EBITDA margin (%)	2.2%	2.8%		2.3%	
PAT	16.0	46.0	-65.2%	16.0	0.0%
PAT margin (%)	1.7%	5.6%		2.0%	
MLL Express					
Revenue	1044.0	1008.0	3.6%	917.0	13.8%
EBITDA	-91.0	-118.0	NA	-124.0	NA
EBITDA margin (%)	NA	NA		NA	
PAT	-200.0	-239.0	NA	-242.0	NA
PAT margin (%)	NA	NA		NA	
2x2 Logistics					
Revenue	234.0	239.0	-2.1%	202.0	15.8%
EBITDA	57.0	60.0	-5.0%	47.0	21.3%
EBITDA margin (%)	24.4%	25.1%		23.3%	
PAT	17.0	17.0	0.0%	12.0	41.7%
PAT margin (%)	7.3%	7.1%		5.9%	
V-Link					
Revenue	-	-	NA	-	NA
EBITDA	(1.0)	(3.0)	NA	(2.0)	NA
EBITDA margin (%)	NA	NA		NA	
PAT	(1.0)	(4.0)	NA	(3.0)	NA
PAT margin (%)	NA	NA		NA	
Whizzard					
Revenue	684.0	432.0	58.3%	510.0	34.1%
EBITDA	20.0	2.0	900.0%	6.0	233.3%
EBITDA margin (%)	2.9%	0.5%		1.2%	
PAT	11.0	(1.0)	NA	2.0	450.0%
PAT margin (%)	1.6%	NA		0.4%	

Source: Company, PL



Financials

Income Statement (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
Net Revenues	61,048	72,368	82,019	92,244
YoY gr. (%)	10.9	18.5	13.3	12.5
Cost of Goods Sold	52,609	62,439	70,273	78,850
Gross Profit	8,439	9,929	11,745	13,394
Margin (%)	13.8	13.7	14.3	14.5
Employee Cost	4,036	4,410	4,844	5,358
Other Expenses	1,563	1,753	1,987	2,272
EBITDA	2,841	3,765	4,914	5,764
YoY gr. (%)	24.0	32.5	30.5	17.3
Margin (%)	4.7	5.2	6.0	6.2
Depreciation and Amortization	2,263	2,707	2,913	3,085
EBIT	578	1,058	2,001	2,679
Margin (%)	0.9	1.5	2.4	2.9
Net Interest	812	658	495	525
Other Income	158	308	426	521
Profit Before Tax	(76)	708	1,932	2,676
Margin (%)	NA	1.0	2.4	2.9
Total Tax	223	178	486	673
Effective tax rate (%)	(292.7)	25.2	25.2	25.2
Profit after tax	(300)	530	1,445	2,002
Minority interest	59	45	62	62
Share Profit from Associate	0	-	-	0
Adjusted PAT	(358)	485	1,383	1,940
YoY gr. (%)	NA	NA	185.2	40.2
Margin (%)	NA	0.7	1.7	2.1
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	(358)	485	1,383	1,940
YoY gr. (%)	NA	NA	185.2	40.2
Margin (%)	NA	0.7	1.7	2.1
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	(358)	485	1,383	1,940
Equity Shares O/s (m)	72	99	99	99
EPS (Rs)	(5.0)	4.9	14.0	19.6

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
Non-Current Assets				
Gross Block	8,784	10,182	11,182	11,982
Tangibles	5,874	7,074	7,974	8,674
Intangibles	2,911	3,109	3,209	3,309
Acc: Dep / Amortization	4,039	4,955	5,962	7,040
Tangibles	3,214	3,851	4,568	5,349
Intangibles	825	1,105	1,394	1,691
Net fixed assets	4,745	5,227	5,220	4,942
Tangibles	2,660	3,223	3,405	3,325
Intangibles	2,086	2,004	1,815	1,617
Capital Work In Progress	458	458	458	458
Goodwill	588	588	588	588
Non-Current Investments	520	744	840	942
Net Deferred tax assets	442	442	442	442
Other Non-Current Assets	5,059	5,136	5,363	5,865
Current Assets				
Investments	206	206	206	206
Inventories	-	-	-	-
Trade receivables	6,251	8,526	9,662	10,867
Cash & Bank Balance	760	3,215	4,513	6,665
Other Current Assets	1,180	1,303	1,476	1,568
Total Assets	25,802	32,152	35,836	40,397
Equity				
Equity Share Capital	721	991	991	991
Other Equity	3,658	11,104	12,240	13,932
Total Networth	4,379	12,095	13,231	14,923
Non-Current Liabilities				
Long Term borrowings	4,105	-	-	-
Provisions	340	376	394	409
Other non current liabilities	3,076	3,358	3,624	3,900
Current Liabilities				
ST Debt / Current of LT Debt	137	-	-	-
Trade payables	10,997	13,482	15,730	18,196
Other current liabilities	2,587	2,658	2,675	2,785
Total Equity & Liabilities	25,802	32,152	35,836	40,397

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
PBT	(77)	708	1,932	2,676
Add. Depreciation	2,263	2,707	2,913	3,085
Add. Interest	812	658	495	525
Less Financial Other Income	158	308	426	521
Add. Other	87	-	-	-
Op. profit before WC changes	3,086	4,073	5,340	6,286
Net Changes-WC	95	(520)	214	508
Direct tax	252	(223)	(548)	(735)
Net cash from Op. activities	3,432	3,330	5,006	6,058
Capital expenditures	(1,759)	(1,200)	(900)	(700)
Interest / Dividend Income	14	-	-	-
Others	197	(2,289)	(2,331)	(2,711)
Net Cash from Invt. activities	(1,548)	(3,489)	(3,231)	(3,411)
Issue of share cap. / premium	1	7,479	-	-
Debt changes	856	(4,242)	-	-
Dividend paid	(180)	(248)	(248)	(248)
Interest paid	(426)	(658)	(495)	(525)
Others	(1,729)	283	265	277
Net cash from Fin. activities	(1,477)	2,615	(478)	(496)
Net change in cash	407	2,456	1,298	2,152
Free Cash Flow	1,623	2,130	4,106	5,358

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY25	FY26E	FY27E	FY28E
Per Share(Rs)				
EPS	(5.0)	4.9	14.0	19.6
CEPS	26.4	32.2	43.3	50.7
BVPS	60.7	122.0	133.5	150.5
FCF	22.5	21.5	41.4	54.1
DPS	2.5	2.5	2.5	2.5
Return Ratio(%)				
RoCE	6.8	10.2	15.8	19.0
ROIC	30.2	11.4	18.8	27.8
RoE	NA	5.9	10.9	13.8
Balance Sheet				
Net Debt : Equity (x)	0.7	(0.3)	(0.4)	(0.5)
Net Working Capital (Days)	(28)	(25)	(27)	(29)
Valuation(x)				
PER	NA	70.3	24.7	17.6
P/B	5.7	2.8	2.6	2.3
P/CEPS	13.0	10.7	7.9	6.8
EV/EBITDA	9.9	8.2	6.0	4.7
EV/Sales	0.5	0.4	0.4	0.3
Dividend Yield (%)	0.7	0.7	0.7	0.7

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q3FY25	Q4FY25	Q1FY26	Q2FY26
Net Revenue	15,942	15,695	16,246	16,853
YoY gr. (%)	14.1	8.2	14.4	10.8
Raw Material Expenses	13,813	13,588	14,074	14,464
Gross Profit	2,129	2,108	2,172	2,389
Margin (%)	13.4	13.4	13.4	14.2
EBITDA	737	777	763	851
YoY gr. (%)	41.1	37.3	15.0	28.2
Margin (%)	4.6	5.0	4.7	5.0
Depreciation / Depletion	590	584	646	717
EBIT	147	193	117	134
Margin (%)	0.9	1.2	0.7	0.8
Net Interest	221	206	225	217
Other Income	63	22	51	29
Profit before Tax	(12)	9	(58)	(54)
Margin (%)	(0.1)	0.1	(0.4)	(0.3)
Total Tax	61	62	36	30
Effective tax rate (%)	(526.7)	717.2	(62.6)	(55.1)
Profit after Tax	(73)	(54)	(94)	(83)
Minority interest	18	15	14	20
Share Profit from Associates	-	-	-	-
Adjusted PAT	(91)	(68)	(108)	(103)
YoY gr. (%)	NA	NA	NA	NA
Margin (%)	NA	NA	NA	NA
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	(91)	(68)	(108)	(103)
YoY gr. (%)	NA	NA	NA	NA
Margin (%)	NA	NA	NA	NA
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	(91)	(68)	(108)	(103)
Avg. Shares O/s (m)	72	72	72	99
EPS (Rs)	(1.3)	(0.9)	(1.5)	(1.0)

Source: Company Data, PL Research

Price Chart



Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	08-Oct-25	Accumulate	401	359
2	23-Jul-25	Hold	383	408
3	09-Jul-25	Hold	312	364
4	22-Apr-25	Hold	287	310
5	09-Apr-25	Hold	274	270
6	29-Jan-25	Hold	399	354
7	09-Jan-25	UR	-	371

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Apeejay Surrendra Park Hotels	BUY	238	150
2	Chalet Hotels	BUY	1,188	966
3	Delhivery	Accumulate	519	469
4	DOMS Industries	BUY	3,085	2,590
5	Imagicaaworld Entertainment	BUY	74	56
6	Indian Railway Catering and Tourism Corporation	BUY	850	717
7	InterGlobe Aviation	BUY	6,644	5,666
8	Lemon Tree Hotels	Hold	177	167
9	Mahindra Logistics	Accumulate	401	359
10	Navneet Education	Reduce	124	157
11	Nazara Technologies	Hold	252	279
12	PVR Inox	Hold	1,211	1,087
13	S Chand and Company	BUY	291	185
14	Safari Industries (India)	BUY	2,583	2,191
15	Samhi Hotels	BUY	313	197
16	TCI Express	Hold	751	712
17	V.I.P. Industries	Hold	474	430
18	Zee Entertainment Enterprises	BUY	161	109

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

ANALYST CERTIFICATION

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