



Press Release

Patel Integrated Logistics Ltd & Eicher Motors Ltd. tie up for exclusive fleet expansion along with financial arrangement with GE Capital Transportation Financial Services Ltd.

PATEL INTEGRATED LOGISTICS LTD (PILL) has entered into an exclusive MOU with Eicher Motors Ltd., to initially purchase 225 trucks for a consideration of about Rs.20.00 Cr. for various types of vehicles ranging from 3.00 Tonners to 16.00 Tonners. PILL will also be additionally acquiring & strengthening its own Fleet in line with its Vendor Acquisition Strategy in India.

The MOU also entails acquisition of additional trucks for its 126 vendors who supply about 756 vehicles, which is exclusively deployed for PILL's requirements. PILL will have an understanding with its Vendors to only use mainly Eicher Trucks for all its new routes, which is being contemplated & implemented. Further more, PILL will ensure that any trucks over 3 - 4 years will be replaced with new Eicher Trucks, for all its long haul routes. This will make Eicher Motors Ltd our preferred supplier of vehicles, for the range of vehicles manufactured by them Vehicles being purchased from Eicher Motors.

Tata Motors would also supply the Balance part of the requirement which is not being met by Eicher for the lower payload vehicles more specifically the Tata ACE 1.00 Tonner & Tata 407 – 2.50 Tonner Capacity.

PILL has one of the best processes of fleet and vendor management, which is attracting vendors to invest and work with them.

PILL has set a vision to be among the top 3 logistics providers in India. In line with its strategy to capitalize on the longer term growth opportunity, the company has embarked on a major growth plan to expand its fleet, add warehouses, upgrade technology and improve customer service. The company has undergone a phase of metamorphosis and transformed itself from a mere trucking & transportation company to becoming an Express Delivery Logistics Cos in the market place, by carving a niche for itself in the Express Delivery Business under the Brand name PATEL RETAIL.

Mr Arif Patel, Executive Vice-Chairman, Patel Integrated Logistics Ltd, says "We have had a long standing association with Eicher. Eicher has also offered us two years unlimited mileage warranty for the vehicles which will reduce our operating / running costs, which in turn will add to our bottom line. This is part of our major expansion drive, to support by giving our customers & our Vendors the best deal in the market place.

He further stated that "the measures will have to be taken which include upgrading the existing & acquiring additional Super Express Hubs in Strategic Locations like Mumbai, South India & various other centers which control the Express Delivery Business. In addition to this there will have to be employment of additional trucks on strategic & new routes which will reduce truck operating costs and enhance efficiency, having our own Super Express Hubs for easy access and efficient service. This will also result in addition of new routes. This will have to be supported by aggressive marketing of Company's products for brand building to bring in visibility. And all these will entail substantial outlay of funds.

We, at PILL, have one of the best VTS systems supported by GPS / GPRS in the industry, which enables us to ascertain the appropriate location of a vehicle at any given point of time. We have established a 24 X 7 controlling station at Bangalore which monitors the movement of vehicles and provide real time supports and solutions to the customers. All our vehicles, Company owned and Vendors are equipped with VTS system which offers us the following advantages :

- Real Time Tracking of the vehicles
- Optimum utilization of Fleet
- Time spent at various Check post / toll gates
- Effective management of drivers
- Help to prevent accidents by controlling speed

He also informed The Company has also been granted listing on NSE and has commenced trading on the National Stock Exchange of India Ltd, with effect from 11th January 2008, to increase the reach, accessibility & improve liquidity for the benefit of its shareholders.

Mr. A Ramasubramanian, CEO of Eicher Motors, has conveyed that - Eicher is ready to be a partner as preferred vehicle suppliers to Patel Integrated Logistics Limited on its major expansions, futuristic vision and being partnering for their transportation needs. He also mentioned, more than providing vehicles, Eicher will give holistic Logistical solutions and Services for PILL'S fleet. This association with Patel as major partner to cater their transportation requirements brings another mile stone on our relationship.

GE Capital Transportation financial services Ltd, (GECTFS), a listed Indian subsidiary Of GE, a NBFC specializing in commercial vehicle and construction equipment financing, will initially be funding Rs. 12 crore towards the fleet acquisition at favorable terms.

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About Patel Integrated Logistics Ltd (PILL)

Patel Integrated Logistics Ltd (PILL) was formed in 2006 with the amalgamation of the Patel Roadways and Patel On-Board Couriers. The purpose of the amalgamation was to provide a one stop logistics solution to the customer under one roof deriving the following synergies. PILL is one of India's leading logistic firms, providing unified solutions through door-to-door express cargo service, surface transport, air and sea transportation as well as offering services in warehousing and secondary distribution.

Established in 1959, Patel Roadways, the company's flagship division, is one of the leading surface logistics and transportation providers in the country having an extensive network of over 500 stations across the country, employing over 1,000 people. It moves cargo worth Rs. 120 billion annually for more than 75,000 satisfied customers.

Investment in IT and state-of-the-art tracking systems coupled with containerization of its entire fleet enable Patel Roadways to maintain its distinctive edge over competitors. It continues to offer value added services to its customers.

Patel Roadways FTL takes care of the full truckloads at national level in metric ton capacities of 3, 4.5, 6, 9 (taurus), 16 and thereafter in trailers of specific sizes. Patel Roadways FTL loads are point-to-point hard freight options catering to corporates and traders at more than 400 delivery stations countrywide.

Patel Retail is the flagship product of Patel Roadways. Patel Retail offers a Premium Door-to-Door Express Cargo Service with over 200 branches serving more than 400 delivery stations covering the length and breadth of the country. With markets moving towards smaller loads, 'Patel Retail' will add extra convenience by saving time and money in logistics time and space. Customers will benefit by door-to-door pick-up and delivery, apart from the time bound movement of goods through dedicated vehicles.

Apart from moving heavy-duty goods like metal sheets, machinery and farm equipments, Patel Roadways will now render movements of engineering products, textiles, auto parts, pharma, computer hardware and peripherals among others with Patel Retail. With a committed transit schedule and online tracking system with total IT support, Patel Retail is truly poised to set the pace of express cargo industry.

Patel Roadways specializes in hard freight sundry shipments. Since Patel Roadways has national network with a regional reach, it moves goods at long, medium as well as short routes at all India level. Patel Roadways provides customised solutions as per client's requirements in sundry loads. Online tracking of consignment and professional assistance at all India level makes Patel Roadways a leader in hard freight sundry distribution.

Through its POBC divisions the company provides On Board Courier Services across India, Air Cargo Consolidation Services for Domestic and International Courier Services and Air Freight Services across India. Through tie-ups with the world's leading wholesale couriers, its network spans the Indian subcontinent as well as Europe, North America, the Middle East and South-East Asia. Its IATA approved division, Patel Airfreight offers domestic/international air cargo and related services.

About Eicher Motors Limited:

Eicher Motors was founded in 1982 to manufacture a range of reliable, fuel-efficient vehicles of contemporary technology. As a significant player of the Indian automobile industry, it is involved in the design, manufacture and marketing of commercial vehicles, motorcycles (Royal Enfield), components as well as providing engineering solutions.

Eicher Motors commercial Vehicles (EMCV) - a unit of Eicher Motors is amongst the top three commercial vehicle manufacturers in the country - manufactures trucks in the range of 5T-40T GVW and 21-69 seater buses; apart from over 85 special application vehicles like fire tenders, troop carriers, ambulances and garbage disposal trucks. On the exports front, EMCV has its presence in as many as 25 countries.

Eicher Motors is also the first company in India to have indigenously developed the Heavy Commercial Vehicle (HCV).

Website: <http://www.eicherworld.com>

About GE Capital Transportation Financial Services Limited:

GE Capital Transportation Financial Services (GECTFS) is one of India's leading Non Banking Financial Companies (NBFC) specializing in commercial vehicle and construction equipment financing.

GE's team of dedicated Transportation and Construction Equipment experts provide end-to-end financial solutions to meet the diverse needs of our customers from simple loans to structured operating and financial leases.

Website: <http://gectfs.com>