

PILL: SEC:23-24/43

08<sup>th</sup> September, 2023

To  
**BSE Ltd.**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort  
Mumbai – 400 001.

To  
**National Stock Exchange of India Limited**  
Exchange Plaza,  
Bandra-Kurla Complex,  
Bandra (East),  
Mumbai – 400 051.

**SCRIP CODE: 526381**

**NSE SYMBOL: PATINTLOG**

Dear Sirs,

**Sub: 61<sup>st</sup> Annual General Meeting (AGM) of the Company-Chairman Speech**

Please find enclosed the speech delivered by Mr. Farukh Wadia, Chairman of the Company, at the AGM held on Friday, 08<sup>th</sup> September, 2023.

The Chairman Speech has been uploaded on the website of the Company ([www.patel-india.com](http://www.patel-india.com)).

This is for your information and record.

Yours' faithfully,  
For **PATEL INTEGRATED LOGISTICS LIMITED**

  
**AVINASH PAUL RAJ**  
**COMPANY SECRETARY**



## **PATEL INTEGRATED LOGISTICS LIMITED**

### **CHAIRMAN'S ADDRESS**

**(To be delivered by the Chairman of the 61<sup>st</sup> Annual General Meeting to be held on 8<sup>th</sup> September, 2023)**

Ladies and Gentlemen,

I warmly welcome you all to this 61<sup>st</sup> Annual General Meeting of your Company on behalf of the Board of Directors, the Management and the Employee.

Despite the massive disruptions in both demand and supply-side factors caused by the Covid-19 pandemic and the Russia-Ukraine conflict, India has shown the most consistent improvement in macroeconomic performance among the top ten economies in the world. India has fared better in managing the pandemic, as well as, protecting the economic fabric of the country.

In the FY 2023, Indian economy continued to remain strong in the face of adverse global macroeconomic challenges. Despite high inflation India achieved a GDP growth of 7.2% in FY 2022-23 and the projected GDP growth by RBI is 6.5 % in FY 2023-24 and is expected to rise to 6.7% in FY 2024 -25. Given the Government's policies to improve transport, infrastructure, logistics and the business ecosystem and robust investment activity reinforced by capex push, the future of the Indian economy seems to be bright. The uptrend in GST collections month after month is also reflective of the strong fundamentals of the economy

I would like to thank you for sparing the time to join us today from wherever you are, and for your continued faith in our Company. I hope you and your family members are healthy and staying safe. On behalf of the Board of Directors and my colleagues, I thank you for joining us today.

The Company's Air cargo business performed satisfactorily during the year 2022-23. The Company's Air cargo has experienced numerous challenges due to global inflation, the prevailing Ukraine- Russia war, sharp policy tightening and tighter monetary conditions during 2022. The Company is continuing to take all necessary measures in terms of mitigating the impact of the challenges being faced in the business and the Company is expecting the economic activities to revive and gain momentum. The future outlook of the business is highly dynamic.

#### **Financials:**

Now, let me turn to the financial performance of your Company for the last financial year. Your Company posted a Profit After Tax of Rs.4.89 Cr for the year ended 31st March, 2023 as compared to Rs.2.27 cr for the year ended 31st March 2022. Income from operations for the year ended 31st March 2023 was Rs. 278.28 cr. as compared to Rs.234.31 cr. for the year ended 31st March 2022. The EBITA was Rs 10.33 cr. for the year ended 31st March 2023 as compared to Rs.7.70 cr. for the year ended 31st March 2022. The unprecedented Covid-19 pandemic continued to impact the general economy during 2022-23 as restrictions continued by Governments across the globe on travel, goods movement, and transportation, considering public health and safety measures. Net Worth for the year stood at Rs.117.69 cr. Basic and Diluted EPS was Rs. 1.13 and 0.74 respectively.

The future operations of the Company largely depend upon the dynamics of the air cargo business with new entrants in the airlines and **warehousing operations where company is planning to expand its existing capacity.**

**Highlights:**

- Aviation sector is now quickly reaching the growth cycle of the pre-pandemic level paving an opportunity for growth in the overall business.
- Government is putting a lot of thrust into the aviation sector which in turn is boosting the air freight logistics industry as well.
- India's Air Freight market is estimated to be at approximately USD 12.41 Bn this year and is expected to reach around 16.37 Bn by the year 2027, growing at a CAGR of 5.7%.
- Increased digital literacy in urban & rural India has given a thrust in momentum for the E-Commerce Industry. The growing clientele in this E-Commerce industry & the Pharmaceutical Industry, as well, will add impetus to our business.
- Since the onset of the Pandemic, Surface & Sea Cargo has overflowed, spilling over onto Air Cargo in turn creating an opportunity for us.
- Number of airports will be increasing from 140 to 220 which will enable the Company to have its presence in more airports. Consequently, cargo space available will increase.
- New airline, Akasa Air starting its operation as well as Jet Airways resuming its operations, will augment business growth.
- Air India being privatized, there will be a lot of synergy between Vistara, Air Asia, and Air India giving an overall boost to the cargo sector.
- Additional passenger aircrafts are increasing day by day giving additional belly capacity for air cargo.
- High Degree of urbanization will help in expanding our customer database.
- Our country's Gati Shakti, Sagarmala, PLI Scheme, and the National Asset Monetisation policy are all poised to aid & augment the Logistics Industry.
- With the Government's focus on 'Make in India' the Indian Warehouse market is on a trajectory for huge demand.

The Company continues to be concerned about reducing its operational cost and receivables as per the industrial standards. Your Company has been approaching the current situation with cautious optimism and with a growth outlook. With the positive turnaround in the Indian economy, your Company is expected to post better results in the immediate foreseeable future. Presently, the Company is focused and engaged in Air Cargo Consolidation business under the division Patel Airfreight which offers transportation of high-density cargo by air and surface within India as well as internationally and **warehousing operations where company is planning to expand its existing capacity.**

With branches across the country, it offers specialised services. Additionally, it also offers import consolidation services.

Ladies and Gentlemen, now I come to the dividend proposal for the year 2023. The Board of Directors decided to recommend a 1% dividend for the year ended 31st March 2023. The dividend payout for the year under review has been recommended after carefully considering various factors like Cash Flows, cost of servicing dividends, Company's long term objectives of growth, and conservation of resources for diversification. I eagerly look for your continued support to ensure that Company will achieve more than what is expected and pay higher dividends in years to come.

All your Directors are accomplished in their respective fields of expertise and I strongly believe their experience and insight will bring value to your company as a team.

During the current year the Company is also coming up a Right Issue of up to Rs. 10 crores to existing shareholders to comply with SEBI (ICDR) Regulation, 2018 , SEBI ( LODR ) Regulation,2015 and directions of Stock Exchange for Issue of equity shares /Re-issuue of Forfeited shares.

In conclusion, I wish to place on record my deep sense of gratitude to my colleagues on the Board for their counsel and support. I am thankful to the Chairman Emeritus Mr. Asgar Patel, the insights of whom I deeply value. I would also like to appreciate all the employees for their continuous efforts and commitment towards the growth of the company and the management team for their continuous guidance. And last, but most certainly not least, I would like to express my gratitude to you, our loyal shareholders for your continued support and for reposing your trust in us.

Ladies and Gentlemen, I once again thank you for your presence today and your keen & wholehearted interest in the Company.

\*\*\*\*\*