



PATEL



Investor Presentation

August 2025



First Organization to be registered as a **Multi-modal Transport Operator** with GOI



Providing logistics solutions for over **62 years**



Trusted by **75,000+** clients from diverse industries over time



Active presence across **112 airports** in India



Major Share in **India's air cargo market** via passenger aircraft services



Transporting consignments ranging from **250 grams to 40 Tonnes**



Catering to varied sectors including seafood, granite, garments, engineering goods, medical equipment, chemicals, and more



Certified cargo service provider approved by **IATA**



Strong focus on leveraging **technology** to drive logistics efficiency



125 Offices at strategic Locations



PATEL



COMPANY OVERVIEW



Founded in 1962 by Mr. Asgar Shakoor Patel, Patel Integrated Logistics Ltd. (formerly Patel Roadways Pvt. Ltd.) began as a pioneer in surface transport and evolved into a full-spectrum logistics powerhouse, offering advanced air freight and warehousing solutions across India

In 1988, the launch of Patel On-Board Couriers Ltd. (POBC) marked expansion into wholesale courier services, with a focus on enhancing infrastructure, streamlining operations, and driving efficiencies

In 2006, Patel Integrated Logistics Ltd. was formed through the merger of Patel Roadways Ltd. and POBC, consolidating legacy strengths under a single brand

As a logistics industry pioneer, the company played a key role in shaping express delivery, FTL, LTL, courier consolidation, and integrated warehousing and delivery services in India

PILL sharpened its focus on high-value logistics segments, establishing strong capabilities in air freight, warehousing, and ancillary services by 2018

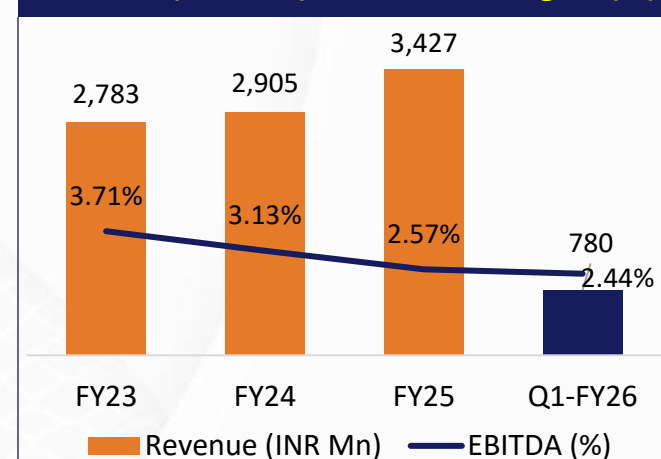
PILL leverages a unique air freight model, using commercial passenger flights to offer domestic and international cargo services, including same-day and last-mile deliver

Operating through robust pan-India network, ensuring seamless coverage across all major operational airports and logistics hubs

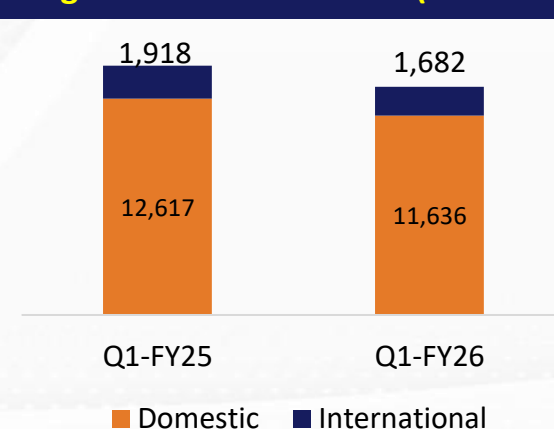
PILL proudly serves a diversified and marquee clientele that includes leading names across industries, especially from the rapidly growing e-commerce ecosystem

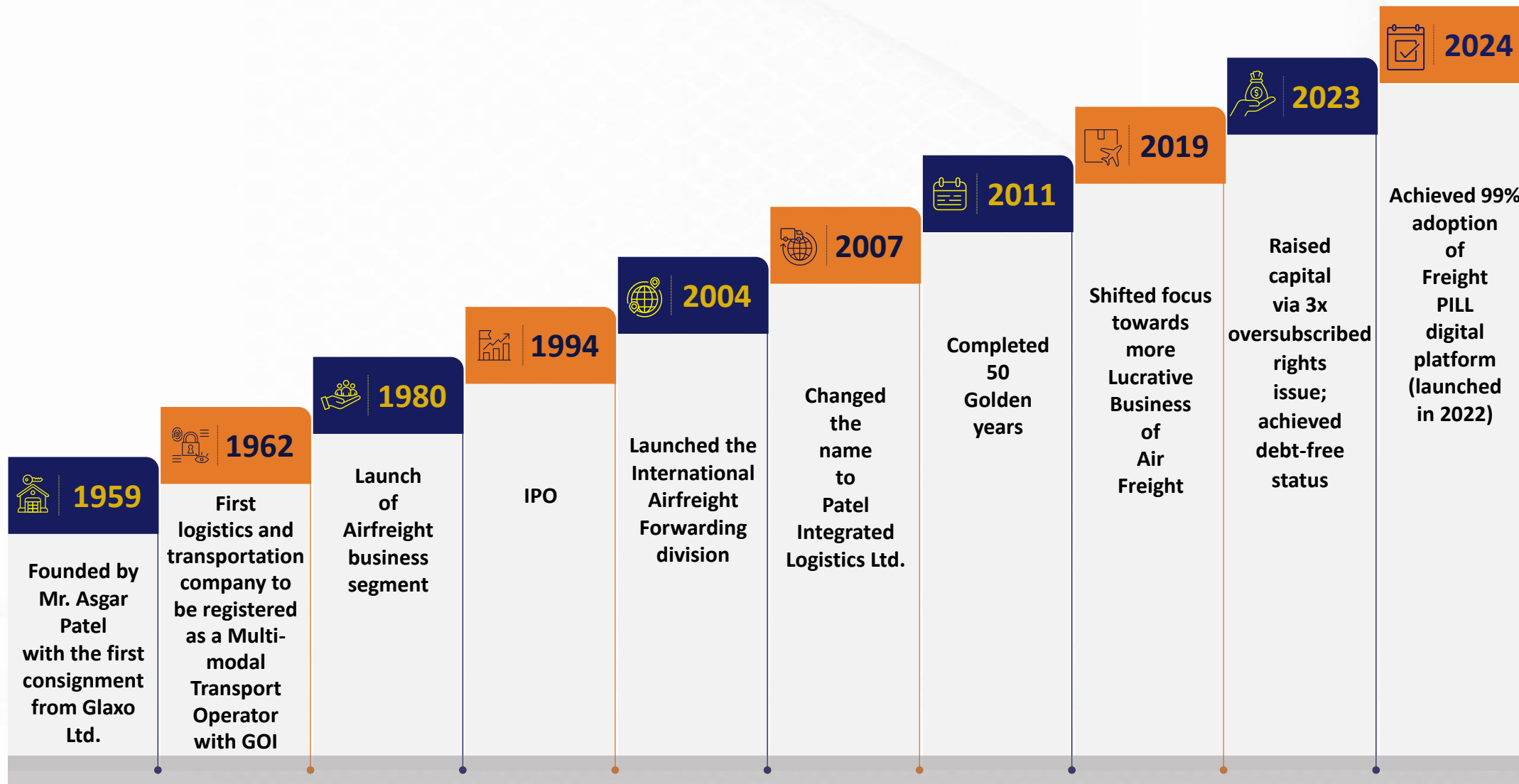
Established a strong foothold in India's air freight sector, particularly in cargo transported via passenger aircraft, and continues to set new industry standards

Revenue (INR Mn) & EBITDA Margins (%)



Logistical Load Overview (in Tonnes)







Asgar Patel, Founder

In 1959, when **Asgar Shakoor Patel** returned from the United Kingdom to India, he was geared with one thing alone - a vision. He didn't want to fill his father's shoes in running the cap manufacturing business and instead embarked on a long journey, creating multi-crore conglomerates on the way, with a well-deserved reputation.

The dawn of Patel Roadways Limited commenced with Asgar transporting his first consignment for Glaxo in 1959. A zest for success and a clear-cut vision drove Asgar Patel to transform Patel Roadways into one of the largest logistics companies in Asia with 1000 delivery outlets complimented by a workforce of over 7,500 people and ultimately creating a Brand 'Patel Roadways Limited' unparalleled in the Indian Logistics Industry in terms of reach and quality of service.



Mr. Syed K Husain
Independent Director
and Chairman

He completed his graduation in Electrical Engineering and Hold MBA degree in General Management from Madras University.
He has over 45 years of experience in various fields like Transportation of Goods, Logistics and Distribution, Engineering, Exports, Construction and General Management.



Mr. Ramakant K. Kadam
Non Executive Non
Independent Director

International Human Resources & Administration Management professional with more than 35 years of outstanding multifaceted experience in Public Relations, Personnel, Administration, Legal & Operations management, including 20+ years at the corporate level within the global arena across diverse industries.



Mr. Hari Nair
Non Executive Non
Independent Director

He holds a Bachelor's degree in Arts (Economics) from the University of Mumbai.
He has an experience of over 25 years in marketing, sales and business management and has been associated with the Company since the year 2002.





Mr. Farukh S. Wadia

Non Executive Non
Independent Director

He holds a Bachelor's degree in Commerce from the University of Mumbai. He is a businessperson who has experience in the fields of automobiles, dealership, finance and couriers.



Ms. Bindiya Raichura

Independent Director

Extensive Corporate Commercial law practice of over 25 years both in contentious and non-contentious matters. Ms. Raichura's practice extends to both Indian corporates and MNCs. She has been an independent director on the board of Indian companies



Mr. Kannan

Independent Director

Brings over 39 years of expertise in finance, strategy, and corporate performance management, having held key leadership roles in prominent companies such as TCS, PwC, Hinduja Group, ICICI Bank, and Piramal Group. Mr. Kannan's experience spans across various sectors, including banking, IT, logistics, infrastructure, and more, where he successfully led initiatives in corporate finance, mergers and acquisitions, organizational restructuring, and global business development.



Mr. Mahesh Fogla

Executive Director

Qualified Chartered Accountant and Cost Accountant with rich experience in Finance & Accounts, Legal & Taxation and Strategic Financial Planning. He has more than 25 years of experience in conceptualizing & implementing MIS, maintaining & finalization of accounts, structuring commercial transactions to minimize impact of Taxes & Costs. He is an effective leader with analytical, team building & relationship management skills & abilities.



Mr. Vikas Porwal

Executive Director

He has completed his Graduation (B.Com. Honours) from the University of Udaipur, Rajasthan and Post-Graduation (PGDBA Finance) from Welingkar Institute of Management Development and Research, Mumbai. He has worked with the Company for more than 2 decades at various levels which includes handling Key Accounts at the National Level, National Operations, Commercials and other management aspects.



Mr. K Suresh
COO

He has done his Masters in Chemistry and Business Administration and garnered over 28 years of rich experience in logistics over various positions and various reputed organizations. He is currently the Chief Operating Officer(COO) - Southern and Eastern Region of our Company.



**Mr. Deepak
Madhukar Keni**
CFO

He holds a Bachelor's degree in Commerce from the University of Mumbai and a Master's degree in Business Administration in Finance from The Canterbury University and has a vast experience of over 30 years.

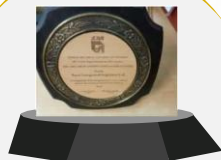


Mr. Avinash Paul Raj
Company Secretary and
Compliance Officer

He holds a Masters Degree in Commerce and L.L.B from Mumbai University and is an Associate Member of Institute of Company Secretaries of India.



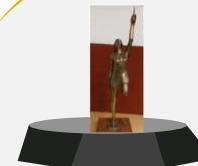
**Exceptional Cargo Revenue
Performance-2013**



**Air Cargo
Agent Association**



**Outstanding Performance
All India Basis**



**Highest On-Board
Courier Sales**



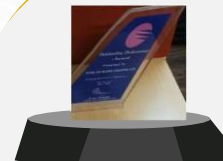
**Stellar Sales
Performance-2005**



**All India Achiever Award
for Cargo Sales - 2003**



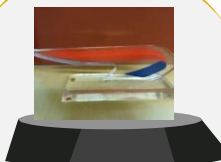
**Go Cargo Exceptional
Accomplishments**



**Recognition
of Contribution**



**Highest On-Board Courier
Sales 2003-2004**



**All India Achiever Award
for Cargo Sales**



**Highest On-Board
Courier Sales 2007-2008**



**Exceptional Cargo Revenue
Performance -2016-2017**



| North | | West | |
|--------------|-------------|------------|-----------|
| Pali | Allahabad | Panjim | Gujarat |
| Bhilwara | Varanasi | Nashik | Baroda |
| Ambala Cantt | Badohi | Aurangabad | Surat |
| Panipat | Moradabad | Nagpur | Vapi |
| Ludhiana | Agra | Raipur | Bhavnagar |
| Jalandhar | Mathura | Bhilai | Jamnagar |
| Phagwara | Rudrapur | Bilaspur | Rajkot |
| Baddi | Jhansi | Jabalpur | Udaipur |
| Jammu | Jammu | Bhopal | |
| Lucknow | Kashmir | | |
| Gorakhpur | Dehradun | | |
| Kanpur | Uttarakhand | | |
| Ghaziabad | | | |

| East | | South | |
|---------|--------------|-------------|--------------|
| Imphal | Bhubaneshwar | Erode | Secunderabad |
| Tripura | Cuttack | Karur | Vijaywada |
| | | Tripura | Guntur |
| | | Coimbatore | Cochin |
| | | Madhurai | Calicut |
| | | Trichy | Trivandrum |
| | | Pondicherry | Tamil Nadu |



| North Zone | | |
|-------------|----------|---------------|
| Cities : 27 | Hub : 01 | Branches : 30 |

| West Zone | | |
|-------------|----------|---------------|
| Cities : 19 | Hub : 03 | Branches : 22 |

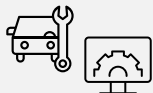
| East Zone | | |
|-------------|----------|---------------|
| Cities : 10 | Hub : 01 | Branches : 13 |

| South Zone | | |
|-------------|----------|---------------|
| Cities : 23 | Hub : 03 | Branches : 24 |

| PAN India | |
|-----------|----|
| Cities | 79 |
| Hub | 08 |
| Branches | 89 |



Textile



Automobile and IT



E-commerce



FMCG



Documents & Couriers



Agriculture



Pharmaceutical Companies



Manufacturing Companies



Retail



Steel



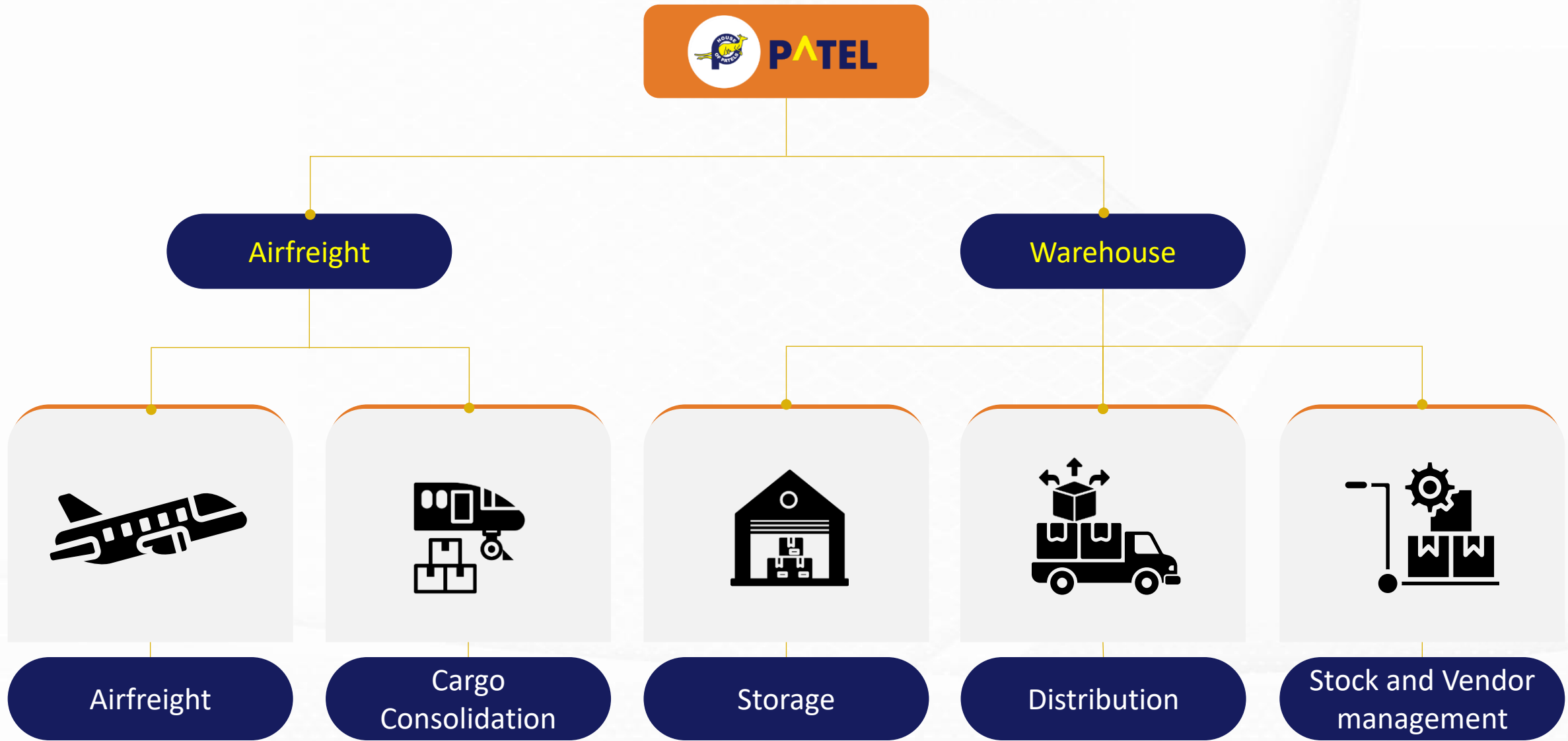


PATEL



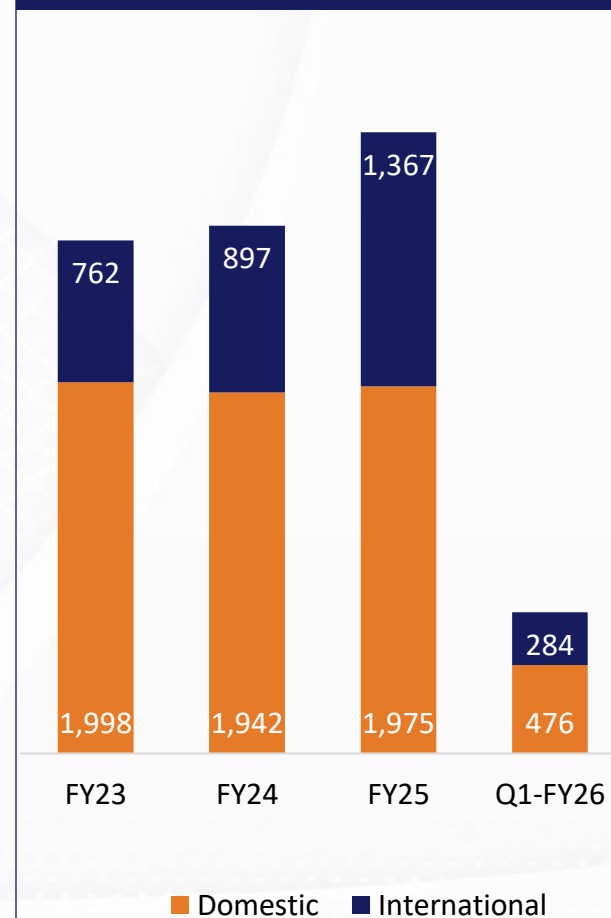
BUSINESS OVERVIEW



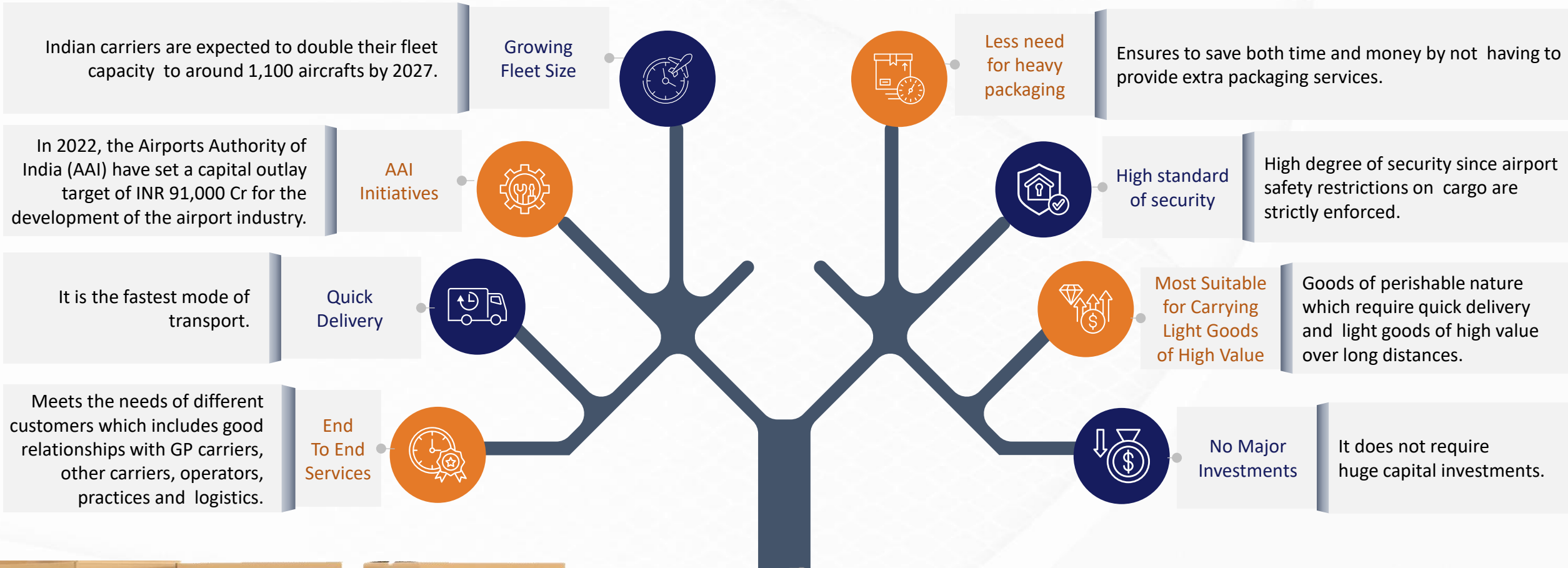


- Patel Airfreight (PAF) Domestic, established in 1980, is an IATA-accredited cargo agency offering high-density cargo transportation via air and surface routes within India.
- PAF Domestic operates across 112 airports with a network of 125+ offices strategically located throughout the country.
- In 2004, PAF International was launched to provide efficient and cost-effective freight solutions globally.
- PAF International is a member of the Global Logistics Network (GLN), headquartered in New Jersey, USA, with 136 members across 60 countries. This affiliation enables the company to manage international operations seamlessly and ensure doorstep delivery of cargo.
- The company specializes in transporting cargo via passenger aircraft and is a key player in India's air freight segment.
- PAF caters to a diverse range of industries, including seafood, leather goods, granite, garments, engineering products, medical equipment, chemicals, and more.
- It is a preferred logistics partner for leading e-commerce, pharmaceutical, automobile, FMCG, IT, and engineering firms.
- The company has strategic tie-ups with major airlines like IndiGo, Air India, and SpiceJet, facilitating domestic and international cargo movement for shipments ranging from 250 grams to 40 tonnes.

Air Freight Revenue Mix (INR Mn)



Advantages of Air Freight





Custom Cloud Solution

Patel Integrated Logistics Ltd. (PILL) has developed a proprietary cloud-based platform for operations and billing, facilitating collaborative freight forwarding management across its domestic and international networks



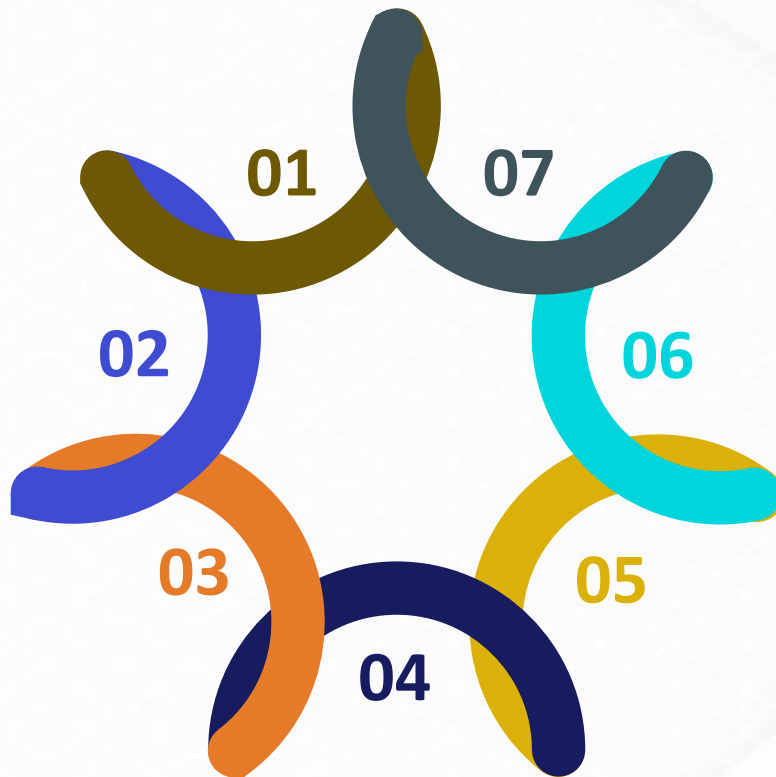
Technology Integration

The system is compatible with all major technologies. Invoices from the operations application are seamlessly integrated into the accounting platform



Customized Digital Infrastructure

A tailor-made, cloud-based operations and billing system enables efficient freight forwarding and collaborative workflows



Track & Trace Capability

A universal track-and-trace mechanism ensures real-time visibility of shipments



Proof of Delivery (POD)

The company employs a digital Proof of Delivery mechanism to enhance transparency and accountability



Cloud-Based Accounting Application

PILL utilizes a GST and VAT-compliant cloud accounting system, which provides universal access to input data and allows for downloading of MIS reports



Mobile Accessibility

A mobile application enables real-time access to MIS data and reports directly from the accounting system



Established in 2017, Patel Warehouse provides services in Warehousing & Distribution, Manufacturing Logistics, and C&F Management, along with cargo and vendor management solutions.

With over 200,000 sq. ft. of warehousing space, the company leverages its brick-and-mortar infrastructure and domain expertise to maintain a competitive advantage.

Its warehouses support bulk material break-up, packing, assembly, sorting, and scheduling, in addition to cargo consolidation for sectors including e-commerce, FMCG, pharmaceuticals, and others.

Patel Warehouse enables next-day to nine-day delivery across 50 routes covering 500 locations in India..

The company offers customized logistics solutions through an internet-based Track-and-Trace system, ensuring faster, safer, and scheduled dispatches.

The Bangalore warehouse is leased for 99 years, reflecting the company's long-term infrastructure commitment.

Additionally, Patel Warehouse rents out warehouses to various industries under lease terms ranging from 10 to 99 years, based on client requirements.

The company has recently acquired 1-acre plot at Sanaswadi, Pune to construct a new commercial warehouse.



Patel Warehouse

Bangalore

2.2 acres

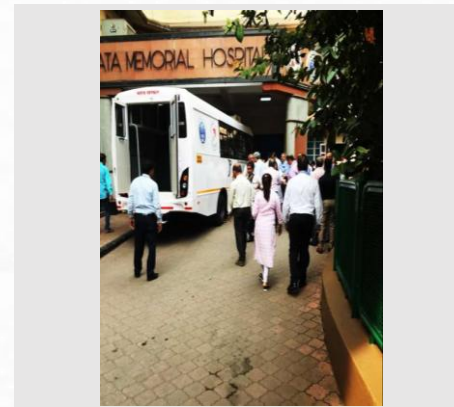
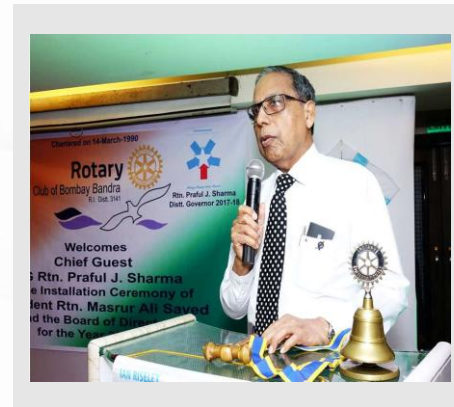


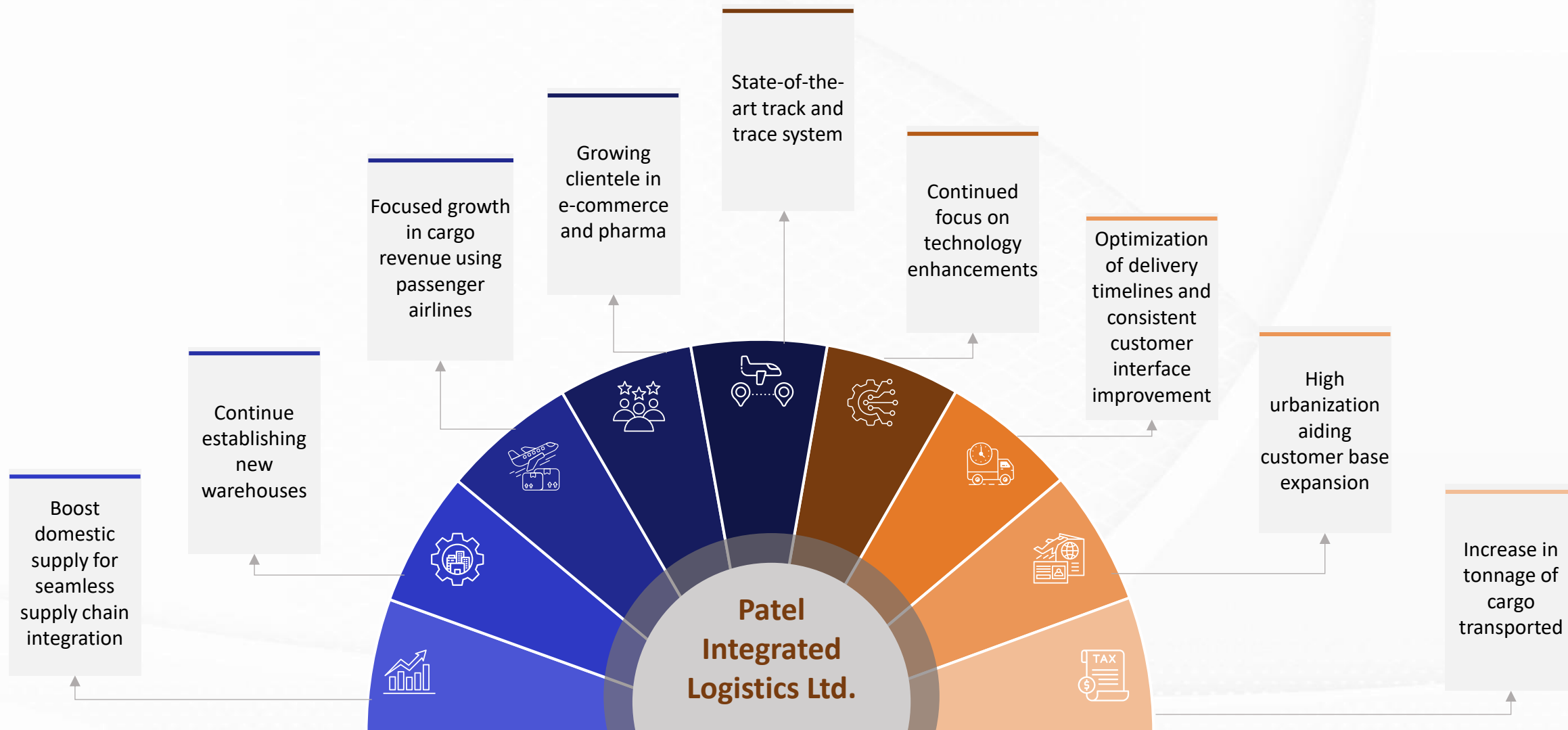
Patel Integrated works with passion and commitment towards CSR Initiatives.

Donated a Blood-Donation Bus to TATA Memorial Hospital for collecting and distributing blood

Co-Sponsored the 6th International Women Tennis Championship held in December organised by Navi Mumbai sports association.

Donated INR 7 lakhs to Rotary Club of Bombay Bandra.







PATEL

INDUSTRY OVERVIEW

Market Landscape

- The industry handled 3.4 Mn MT in FY24, reflecting a 7% YoY growth.
- It is projected to reach approximately 5.5 Mn MT by 2029, with a CAGR of 6–9%.
- The market was valued at USD 13.09 Bn in 2023 and is expected to grow to USD 17.22 Bn by 2028, with a CAGR of around 5.7%.
- In FY23, the cargo split was 755K MT (~40%) for domestic and over 1.6 Mn MT (~60%) for international shipments.

Growth Drivers

- The e-commerce and express delivery boom now accounts for 15% of global air cargo, according to IATA.
- There has been a significant surge in pharma and electronics exports, driving air cargo growth.
- There is an increasing preference for consolidated air freight solutions as businesses look for cost-effective options.
- The expansion of cargo terminals and airport infrastructure is supporting growth in air cargo capacity.

Tech & Infra Shifts

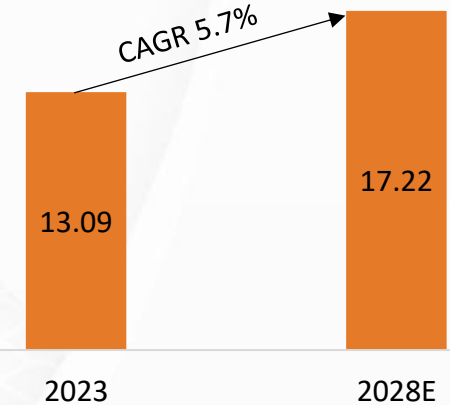
- Digital platforms like FreightPILL and Udaan 2.0 are transforming the air cargo industry.
- Major infrastructure upgrades are underway at key airports, including Delhi, Mumbai, Bengaluru, and Hyderabad.
- There is a strong push for green and multimodal logistics to make the supply chain more sustainable.

Budget 2024–25 Initiatives

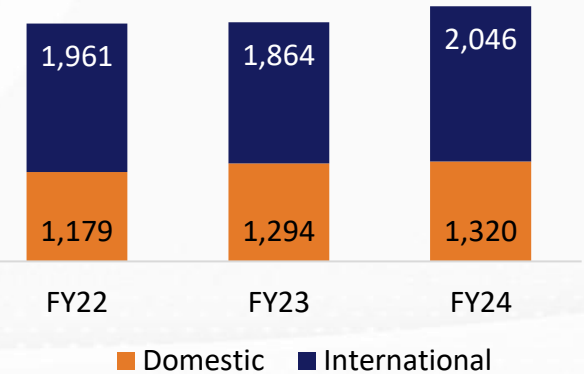
- The PM Gati Shakti initiative is focused on seamless multimodal air-cargo connectivity across India.
- Infrastructure capital expenditure has increased by 11.1%, with INR 11.1 lakh Cr allocated for airport and cargo infrastructure upgrades.
- The UDAN 2.0 initiative will provide a boost to regional cargo services in Tier 2 and Tier 3 cities, with the addition of 1,000 new routes.
- The development and revival of 100 airports, focusing on unserved and underserved locations, is a key priority.
- The Logistics Policy aims to speed up cargo processing with tech-driven solutions.
- The Green Logistics Push focuses on promoting EV-friendly last-mile air cargo movement.

Source: IBEF Aviation Report

Indian Air Freight Market (USD Bn)



Activity in Freight Traffic - India



*Until December 2024





Rising and Volatile Shipping Rates

Shipping rates have been anything but stable since the pandemic hit in March 2020. As long as demand for cargo space exceeds supply, rates will continue to rise. Manufacturers are building more cargo planes to ease capacity constraints and retrofitting passenger planes.



Rise of Air Freight as an Omnichannel

Pressured by customer demand, a rising trend toward an omnichannel strategy is afoot. Airlines are seeing a need to look beyond traditional airport-to-airport service. Now, airlines have captured on providing end-to-end services.



Supply Chain Diversification

Supply chain diversification will trigger near and mid-term increases in Air Cargo. Meanwhile, the long-term prospects for Air Cargo is likely increase, too, as more companies diversify their supply chains to mitigate risk.



Scarce Air Cargo Capacity

Tight capacity has been looming since the onset of Covid-19. The capacity for ground and ocean cargo was swamped. And that demand for capacity spilled over into air cargo.



Rise of E-Commerce

Ignited by the pandemic, E-Commerce is a growing and irreversible trend. Besides benefitting consumers, this trend benefits air carriers.



A warehouse is an essential component of corporate infrastructure and one of the primary enablers in the global supply chain. the Indian warehousing market is predicted to reach USD 34.99 billion (INR 2,872.10 billion), expanding at a CAGR of 15.64% from 2022 to 2027

Warehousing accounts for 5% of the Indian Logistics market. In terms of space requirement, it stood at 265 Mn sq. ft. in FY 2021. The space requirement is expected to reach 483 Mn sq. ft. in 2026, expanding at a CAGR of 12.77%.

The top six cities with modern warehousing capacity are Ahmedabad, Bangalore, Chennai, Mumbai, Delhi and Pune.

Logistics and warehousing play a crucial role to bridge the gap between customers and manufacturers. The ease and efficiency of a logistic chain have a huge impact on the time a product reaches the customer.

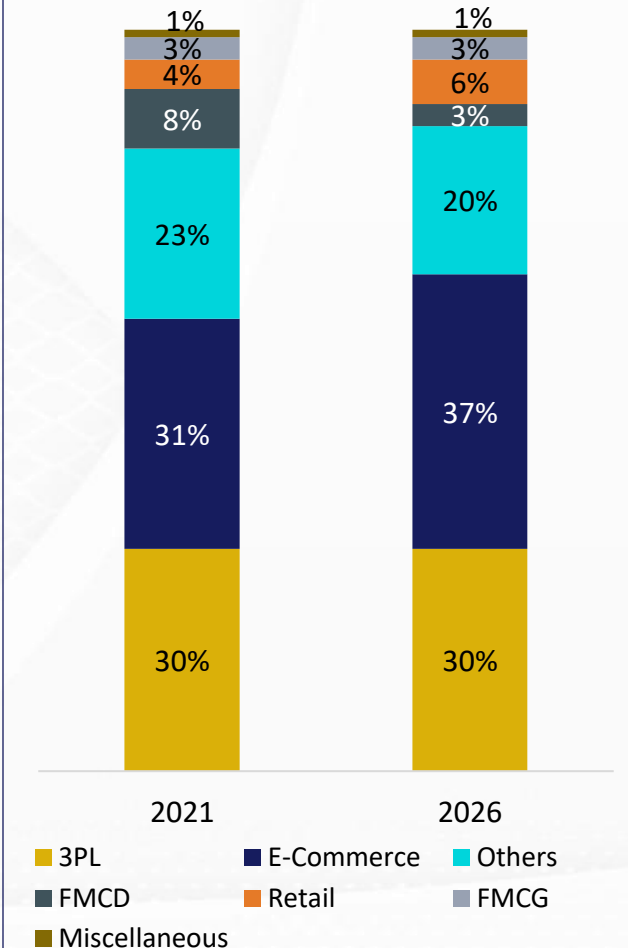
Effective warehousing is crucial for companies so that they can maintain their inventory and supply the goods whenever demand rises.

As the E-commerce industry started growing, warehouses became an integral part of the logistics chain.

In 2021, the Third-Party Logistics (3PL) sector acquired the maximum warehousing space, followed by E-commerce. The 3PL, E-commerce, others, FMCD, retail sectors, and FMCG acquired 30%, 23%, 8%, 4%, 3% and 1% of warehousing space, respectively.

Indian warehouse market is on trajectory of huge demand primarily driven by factors such as Government's thrust in Make in India, enhanced trade in various sectors including retail, IT, technology, healthcare, etc., superior technology and Digital India initiative and various other such policies.

**Sector Wise
Warehousing Demand (%)**





PATEL



FINANCIAL OVERVIEW

Quarterly Financial Performance



| Particulars (In Mn) | Q1FY26 | Q1FY25 | Y-o-Y | Q4FY25 | Q-o-Q |
|-------------------------------|--------------|--------------|-----------------|--------------|-----------------|
| Operational Income | 780 | 821 | (5.0)% | 866 | (9.9)% |
| Total Expenses | 761 | 800 | (4.9)% | 845 | (9.9)% |
| EBITDA | 19 | 21 | (9.5)% | 21 | (9.5)% |
| EBITDA Margins (%) | 2.44% | 2.56% | (12) Bps | 2.42% | 2 Bps |
| Other Income | 4 | 6 | (33.3)% | 5 | (20.0)% |
| Depreciation and Amortization | 6 | 7 | (14.3)% | 6 | - |
| Finance Cost | 1 | 5 | (80.0)% | 1 | - |
| PBT | 16 | 15 | 6.7% | 19 | (15.8)% |
| Tax | - | - | - | - | - |
| Profit After Tax | 16 | 15 | 6.7% | 19 | (15.8)% |
| PAT Margins (%) | 2.05% | 1.83% | 22 Bps | 2.19% | (14) Bps |
| Other Comprehensive Income | - | 3 | NA | (2) | NA |
| Total Comprehensive Income | 16 | 18 | (11.1)% | 17 | (5.9)% |
| Diluted EPS (INR) | 0.24 | 0.24 | - | 0.28 | (14.3)% |

Historical Income Statement

| Particulars (In Mn) | FY23 | FY24 | FY25 |
|-------------------------------|--------------|--------------|--------------|
| Operational Income | 2,783 | 2,905 | 3,427 |
| Total Expenses | 2,680 | 2,815 | 3,339 |
| EBITDA | 103 | 91 | 88 |
| EBITDA Margins (%) | 3.71% | 3.13% | 2.57% |
| Other Income | 20 | 20 | 27 |
| Depreciation and Amortization | 29 | 28 | 26 |
| Finance Cost | 48 | 26 | 12 |
| PBT | 46 | 57 | 77 |
| Tax | (3) | 1 | 1 |
| Profit After Tax | 49 | 55 | 76 |
| PAT Margins (%) | 1.76% | 1.91% | 2.22% |
| Other Comprehensive Income | (14) | 7 | (8) |
| Total Comprehensive Income | 35 | 62 | 68 |
| Diluted EPS (INR) | 0.74 | 0.86 | 1.13 |

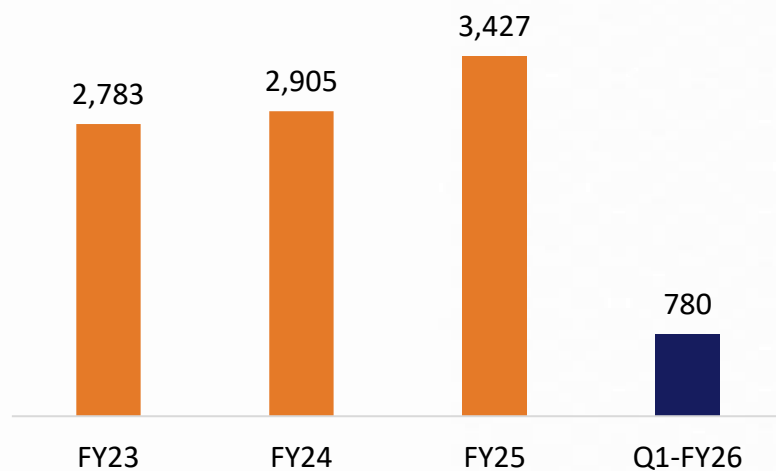
Historical Balance Sheet

| Particulars (In Mn) | FY23 | FY24 | FY25 |
|----------------------------------|--------------|--------------|--------------|
| Non-Current Assets | | | |
| a) Property, plant and equipment | 496 | 349 | 338 |
| b) Capital work-in-progress | 2 | 1 | 1 |
| c) Investment Property | 50 | 132 | 129 |
| d) Intangible Assets | 4 | 4 | 4 |
| e) Financial assets: | | | |
| i) Investments | 27 | 20 | 23 |
| ii) Loans | 6 | 7 | 7 |
| iii) Other Financial Assets | 28 | 26 | 25 |
| f) Other non-current assets | - | - | |
| Total Non-Current Assets | 613 | 538 | 527 |
| Current Assets | | | |
| Financial assets: | | | |
| i) Investments | 25 | 27 | 21 |
| ii) Trade receivables | 739 | 908 | 675 |
| iii) Cash and Cash Equivalents | 242 | 324 | 286 |
| iv) Other Financial Assets | 15 | 15 | 15 |
| Other Current Assets | 88 | 109 | 157 |
| Total Current Assets | 1,108 | 1,383 | 1,154 |
| GRAND TOTAL - ASSETS | 1,721 | 1,920 | 1,681 |

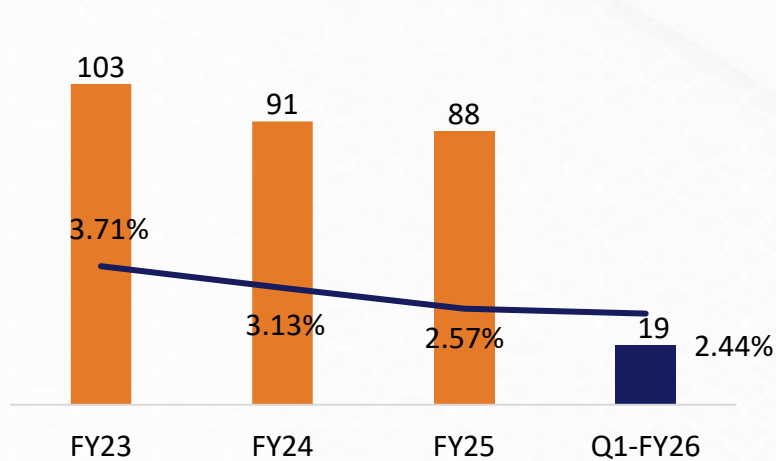
| Particulars (In Mn) | FY23 | FY24 | FY25 |
|---|--------------|--------------|--------------|
| Equity | | | |
| a) Equity Share Capital | 649 | 646 | 696 |
| b) Other Equity | 527 | 547 | 521 |
| Total Equity | 1,177 | 1,193 | 1,217 |
| Non-Current Liabilities | | | |
| Financial Liabilities | | | |
| i) Borrowings | 138 | 86 | 5 |
| ii) Other Financial Liabilities | 33 | 35 | 36 |
| Deferred Tax Liability (Net) | 19 | 19 | 19 |
| Total Non-Current Liabilities | 190 | 140 | 60 |
| Current Liabilities | | | |
| Financial Liabilities | | | |
| i) Borrowings | 152 | 156 | 126 |
| ii) Trade Payables | 109 | 167 | 134 |
| iii) Other Financial Liabilities | 28 | 2 | 2 |
| Other Current Liabilities | 59 | 263 | 142 |
| Provisions | 5 | - | - |
| Total Current Liabilities | 354 | 587 | 404 |
| Total Liabilities | 545 | 727 | 464 |
| GRAND TOTAL - EQUITIES & LIABILITIES | 1,721 | 1,920 | 1,681 |



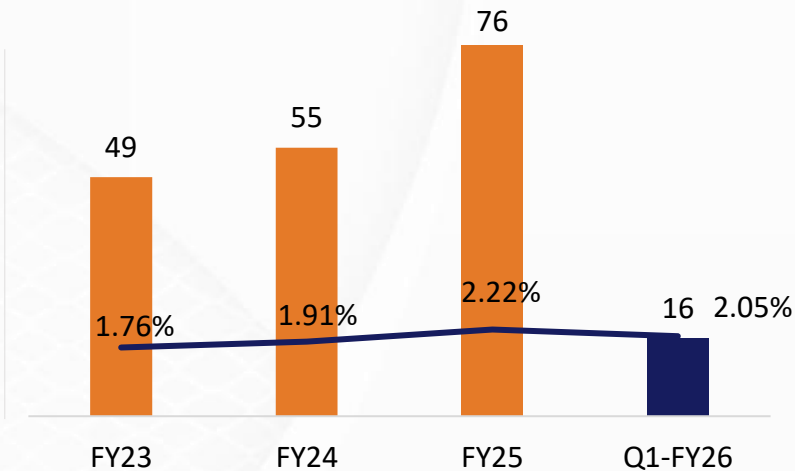
Operational Income (INR Mn)



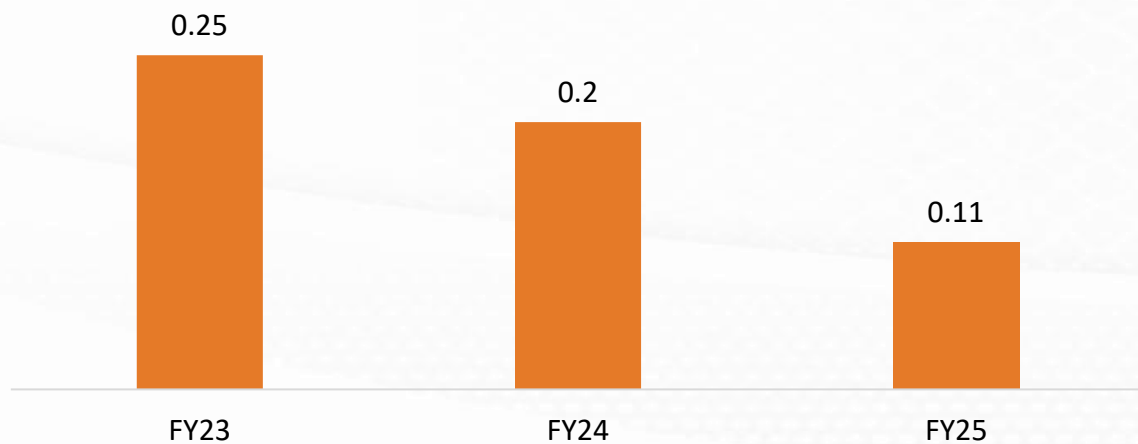
EBITDA (INR Mn) & EBITDA Margins (%)



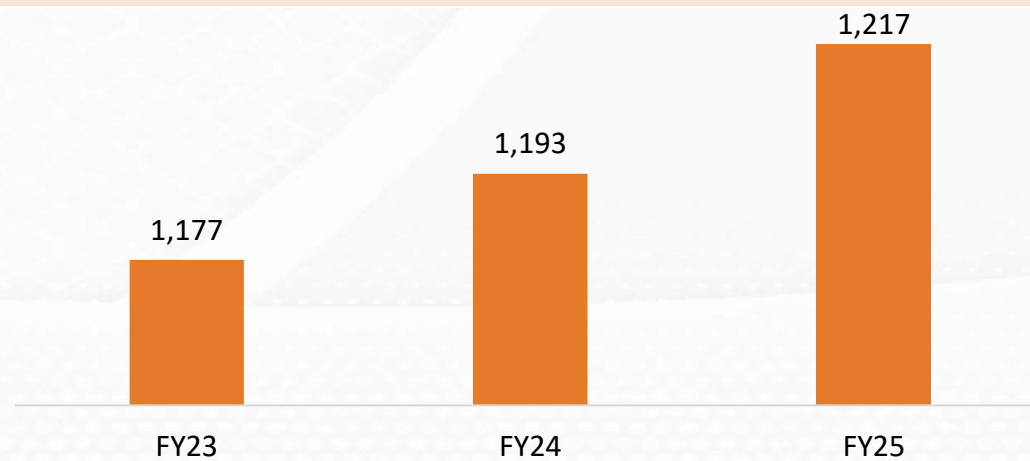
PAT (INR Mn) and PAT Margins (%)



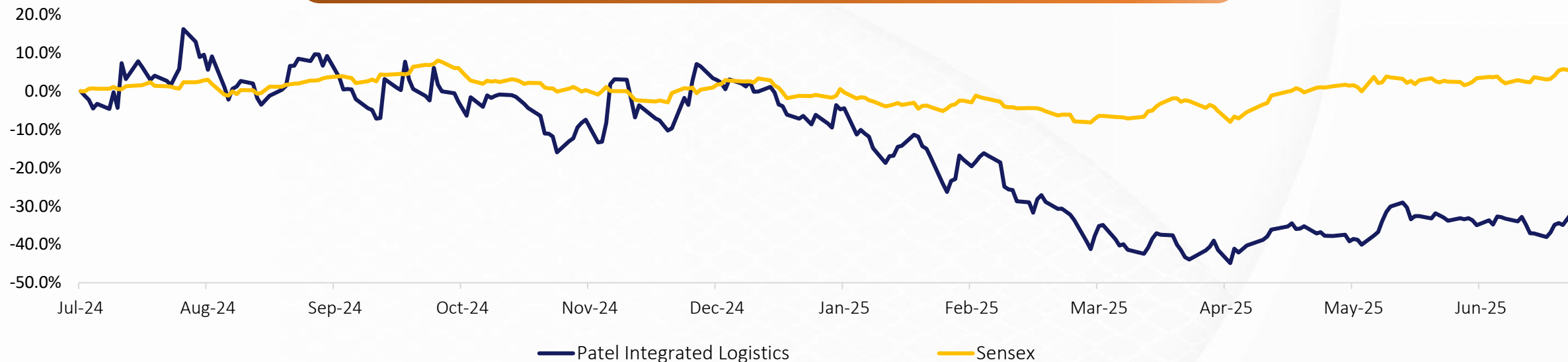
Debt to Equity (x)



Net worth (INR Mn)



Share Price Data As on 30th June 2025

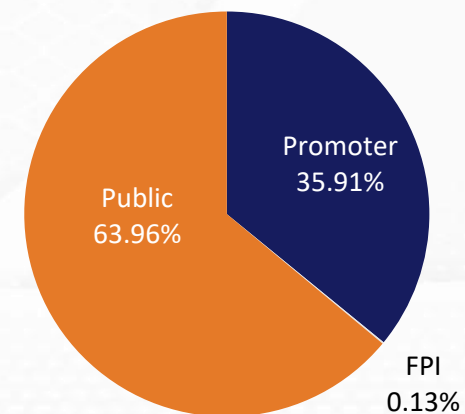


Price Data (As on 30th June 2025)

INR

| | |
|-----------------------------------|-------------|
| Face Value | 10.00 |
| CMP | 16.51 |
| 52 Week H/L | 28.15/12.85 |
| Market Cap (INR Mn) | 1,148.86 |
| No. of Share outstanding (Mn) | 69.59 |
| 1 Year Avg. Trading Volume ('000) | 577.66 |

Shareholding Pattern (As on 30th June 2025)



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