



PILL:SEC:APR 24-25/18

09th May, 2024

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.

BSE SCRIP CODE: 526381

NSE SYMBOL: PATINTLOG

Sub: Investors Presentation on Financial Results for the quarter and year ended March 31, 2024.

Dear sir/Madam,

Please find enclosed a copy of the Investor Presentation related to the Audited Financial Results of the Company for the quarter and year ended March 31, 2024.

The above information is also being made available on the website of the Company at www.patel-india.com.

Thanking you,

Yours faithfully,

For PATEL INTEGRATED LOGISTICS LIMITED

Avinash Paul Raj
Company Secretary cum Compliance officer



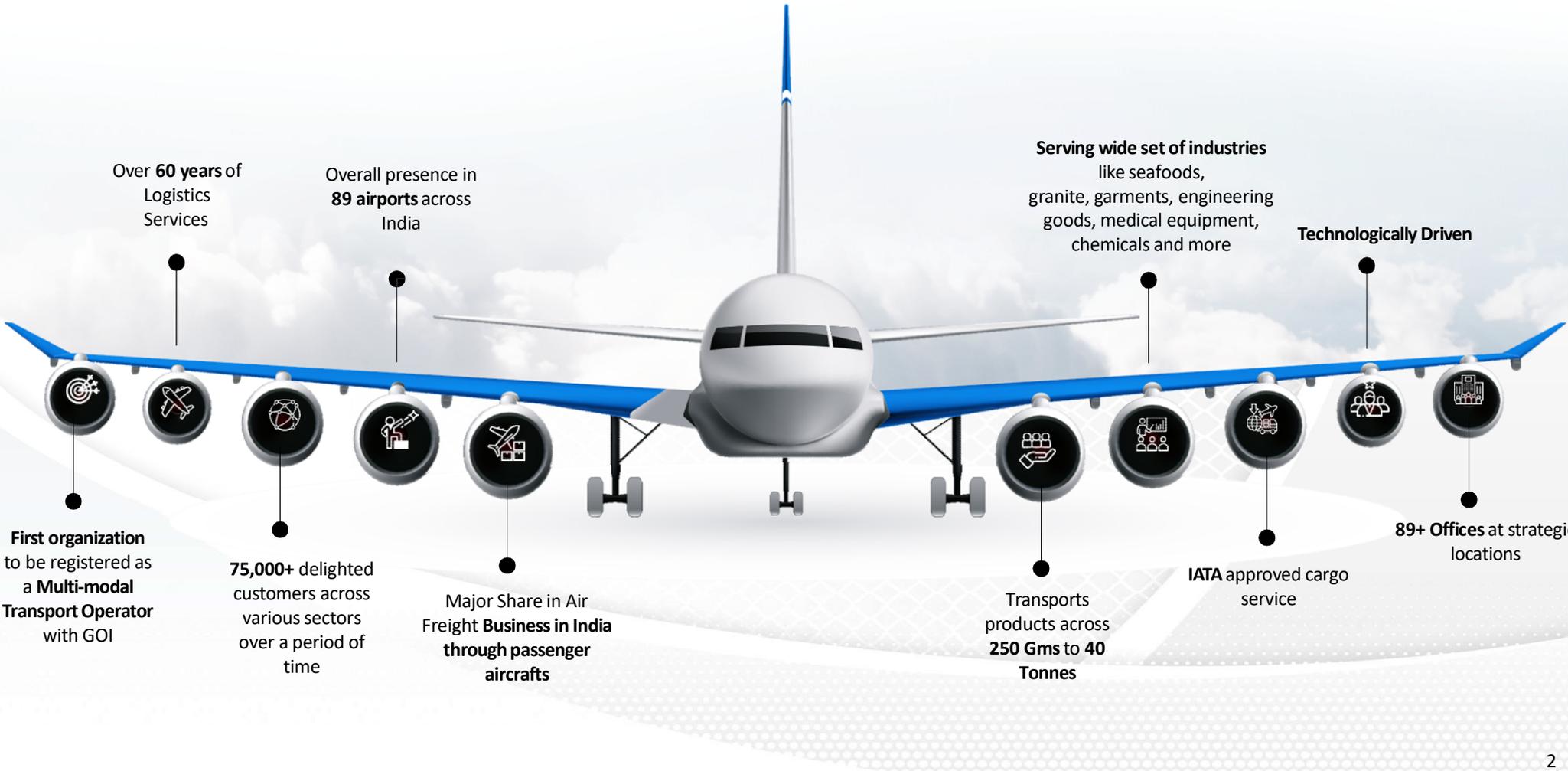
PATEL

Transporting
Since

1959 ✈️

Patel Integrated Logistics Ltd.
Investor Presentation | May 2024

Company Snapshot





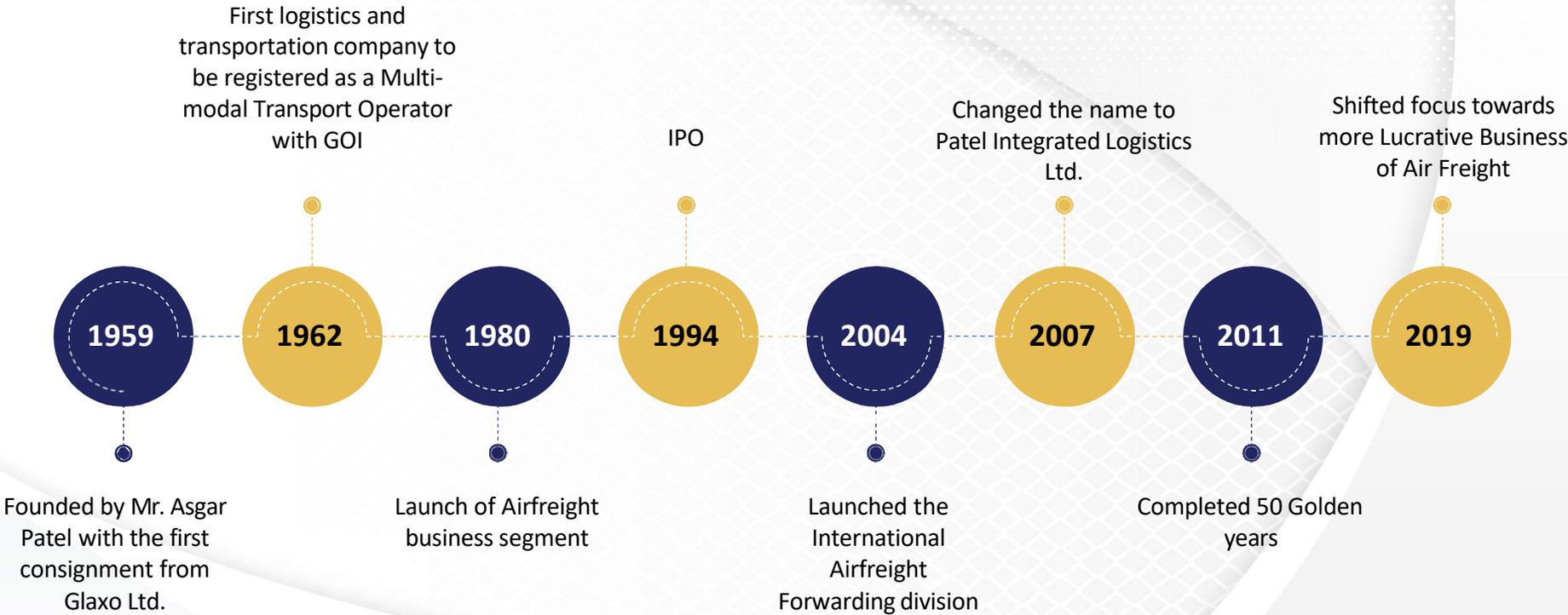
COMPANY OVERVIEW

Company Overview



- Patel Integrated Logistics Ltd. (PILL) was incorporated by Mr. Asgar Shakoor Patel in 1962 as “Patel Roadways Private Limited” (PRL) to cater to surface transport logistics across India and over the years the company has expanded its services to Air freight and warehousing.
- Later on in the year 1988, Patel On-Board Couriers Ltd. (POBC) was launched initially for business of wholesale couriers and for the improvement of infrastructure, simplifying processes and improving efficiency.
- In the year 2006, Patel Integrated Logistics Limited (PILL) was formed with the merger of erstwhile Patel Roadways Limited and Patel On-Board Couriers Ltd.
- The company was a pioneer in the logistics sector in India, including express delivery, full truck load (FTL), less than truck load (LTL), domestic air courier, international courier consolidation, door pick-up, door pick-up delivery and warehousing.
- In the year 2018, the company rebranded itself and today the company specializes in critical functions of logistics with a presence in air freight, warehousing and ancillary services.
- The company specializes in air freight domestically and internationally with a unique business of transporting cargo through passenger flights including same-day last mile delivery service.
- PILL operates the business through a pan-India network with presence in all the functional airports.
- PILL caters to a marquee list of clientele across all sectors including major E-commerce players.
- The company has a major market share in air freight business in India from passenger aircrafts.

Key Milestones



Founder and Directors



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. Hari Venugopal Nair – Non-Executive 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. 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.



Ms. Jasmin Dinshaw Lalla - : Having over 25 years of experience, she holds a Bachelor's degree in Commerce and a Master's degree in Commerce from the University of Mumbai. She also holds a Post Graduate Diploma in Business Administration from Welingkar Institute of Management Development and Research.



Mr. Ramakant Kadam - 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.

Key Management Personnel



Mr. Farukh Soli Wadia - 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. 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. 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. Avinash Paul Raj - Company Secretary and Compliance Officer: He holds a Masters Degree in Commerce and LL.B from Mumbai University and is an Associate Member of Institute of Company Secretaries of India.

Geographical Presence



North :
 Pali
 Bhilwara Allahabad
 Ambala Cantt Varanasi
 Panipat Badohi
 Ludhiana Moradabad
 Jalandhar Agra
 Phagwara Mathura
 Baddi Rudrapur
 Jammu Jhansi
 Lucknow Jammu
 Gorakhpur Kashmir
 Kanpur Dehradun
 Ghaziabad Uttarakhand

East :
 Imphal
 Tripura
 Bhubaneshwar
 Cuttack

North Zone

Cities : 27 Hub : 01 Branches : 30

East Zone

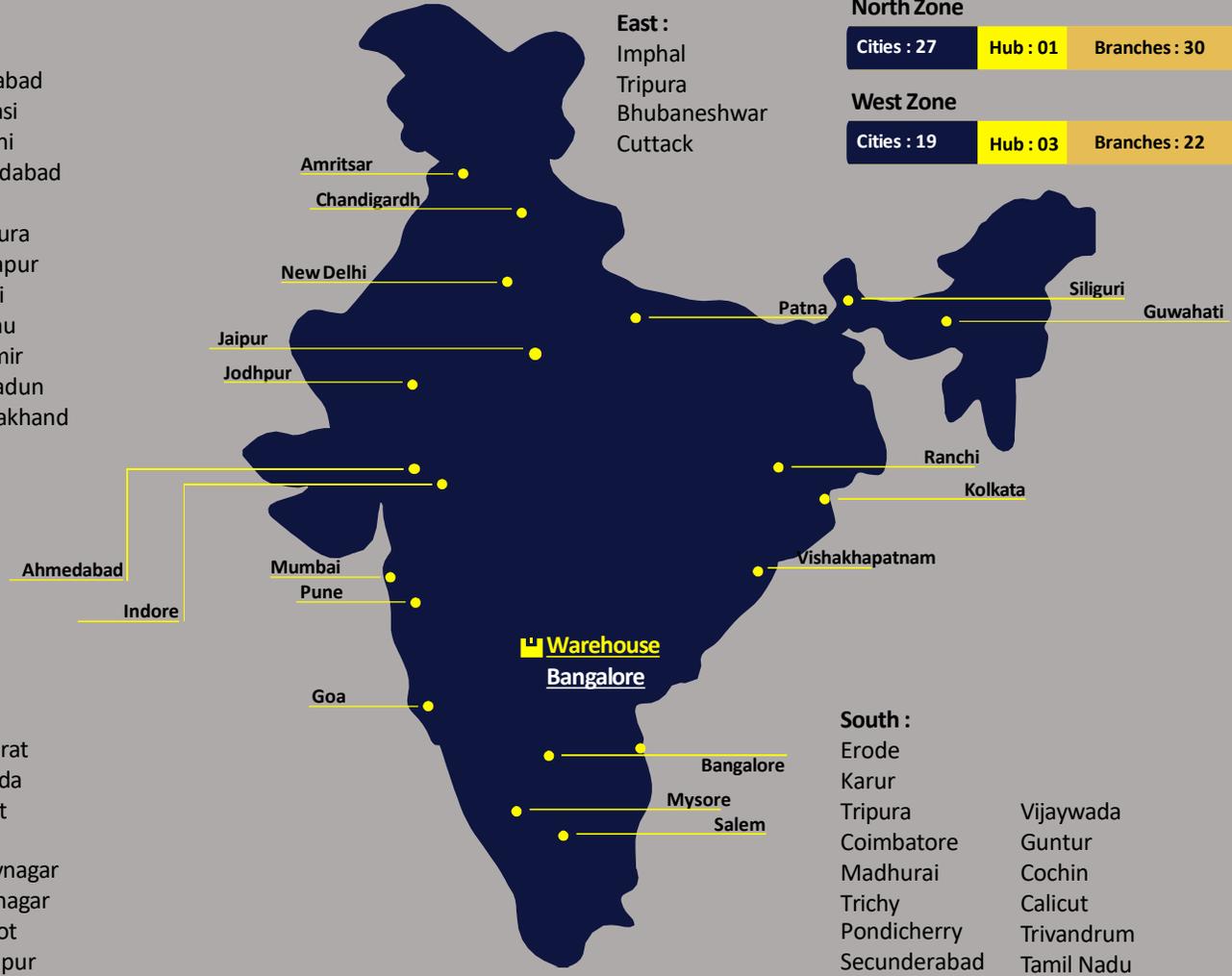
Cities : 10 Hub : 01 Branches : 13

West Zone

Cities : 19 Hub : 03 Branches : 22

South Zone

Cities : 23 Hub : 03 Branches : 24



Warehouse
Bangalore

West :
 Panjim
 Nashik Gujarat
 Aurangabad Baroda
 Nagpur Surat
 Raipur Vapi
 Bhilai Bhavnagar
 Bilaspur Jamnagar
 Jabalpur Rajkot
 Bhopal Udaipur

South :
 Erode
 Karur
 Tripura Vijaywada
 Coimbatore Guntur
 Madhurai Cochin
 Trichy Calicut
 Pondicherry Trivandrum
 Secunderabad Tamil Nadu



Industries We Cater To



Textile



Automobile and IT



E-commerce



FMCG



Documents & Couriers



Agriculture



Pharmaceutical Companies



Manufacturing Companies



Retail



Steel

Awards & Certifications



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



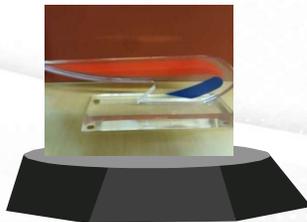
Go Cargo Exceptional Accomplishments



Recognition of Contribution



Highest On Board Courier Sales 2003-2004



All India Achiever Award for Cargo Sales



Highest On Board Courier Sales 2007-2008

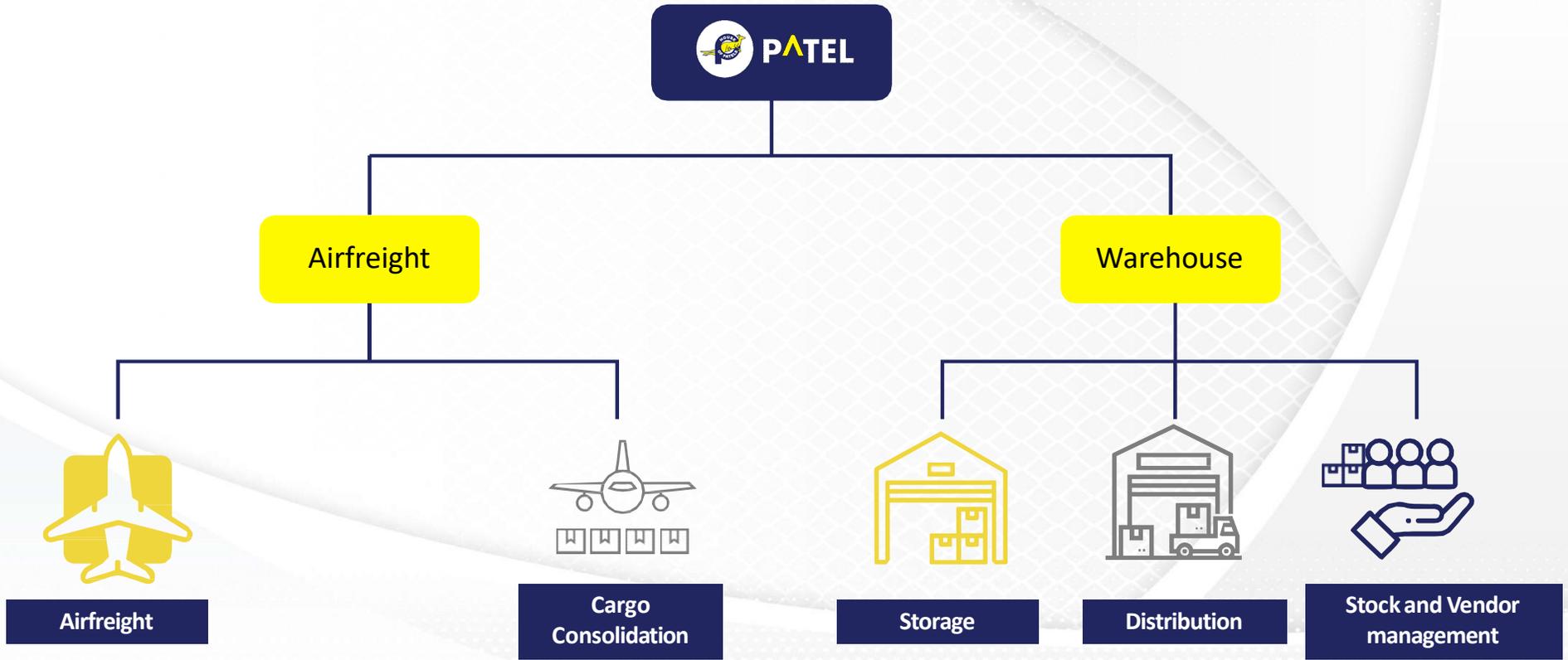


Exceptional Cargo Revenue Performance - 2016-2017



BUSINESS OVERVIEW

Services Provided

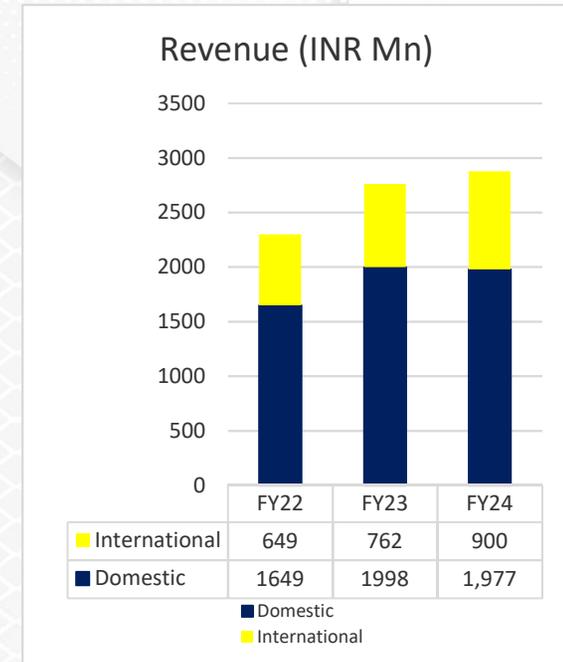


Airfreight



- Patel Airfreight (PAF) Domestic was launched in 1980 and is an IATA-approved cargo agency offering transportation of high-density cargo by air and surface within India.
- Today, PAF Domestic has a presence in 89 Airports in India and has 125+ offices at strategic locations across the country.
- In 2004 PATEL Airfreight (PAF) International was launched and today it undertakes efficient and cost-effective freight transportation across the globe.
- PAF International is a member of Global Logistics Network (GLN), headquartered in New Jersey, USA, with a worldwide membership of 136 members across 60 countries. Through this, the company is able to efficiently manage it's international business and deliver the cargo to the doorstep of clients.
- The company specializes in transporting Cargo through passenger Aircrafts and is a major player in the passenger Air Freight Cargo in India.
- The company serves a wide set of industries including, seafoods, leather goods, granite, garments, engineering goods, medical equipment, chemicals and many more.
- Patel Airfreight is a preferred partner for most of the E-commerce giants, Pharmaceutical, Automobiles, FMCG, IT, Engineering companies and many more.
- The company has tie-ups with major airline carriers in India such as IndiGo, Air India and Spice Jet to ship cargo domestically and internationally weighing anything between 250 gms to 40 tonnes.

Revenue (INR Mn)



Warehousing



- Launched in 2017, Patel Warehouse offers services in Warehousing and Distribution, Manufacturing Logistics, C&F Management apart from other valuable services in cargo and vendor management.
- With over 200,000 sq. ft. of warehousing space, the company has a clear edge over other ecosystem players via the Brick & Mortar infrastructure and knowledge offering, which has its imperative inherent advantages.
- The warehouses facilitate break-up of bulk materials, packing, assembling, sorting and scheduling goods movement along with cargo consolidation for various E-commerce, FMCG, pharmaceutical companies and various other sectors.
- The company promises next day to nine days delivery through 50 different routes across 500 locations in India.
- Patel warehouse also offers customized service packages and tailor-made solutions through its internet based Track-and-Trace System providing faster and safer load movement through scheduled dispatches.
- The Bangalore warehouse is taken on a lease for 99 years.
- The company undertakes practice of renting godowns/warehouses to various industries as per the requirement right from 10 years to a long-term lease ranging from 40-99 years.



Patel Warehouse

Bangalore

2.2 acres





Data Integration:

Data integration is possible with all leading technology. PILL is integrating all invoices from Ops application to the accounting application.

Freight-PILL:

In-house developed cloud based Software for the operation and Billing which enables collaborative Freight Forwarding Management. Application is being used across the network including International businesses.

Track and Trace:

Universal Track and Trace system.

POD:

Proof of Delivery mechanism to enable transparency.

freightpil.

I.com : In-house customized cloud based Software for the operations and Billing which enables collaborative Freight Forwarding Management.



Accounting:

PILL is using cloud based GST and VAT compliant accounting application. The application can be accessed universally to capture data or view/download MIS Reports.

Accounting Mobile App:

PILL is using mobile app for accessing real time MIS/ reports from the accounting application.

CRS Initiatives



Patel Integrated works with passion and commitment towards CRS 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 lacs to Rotary Club of Bombay Bandra.



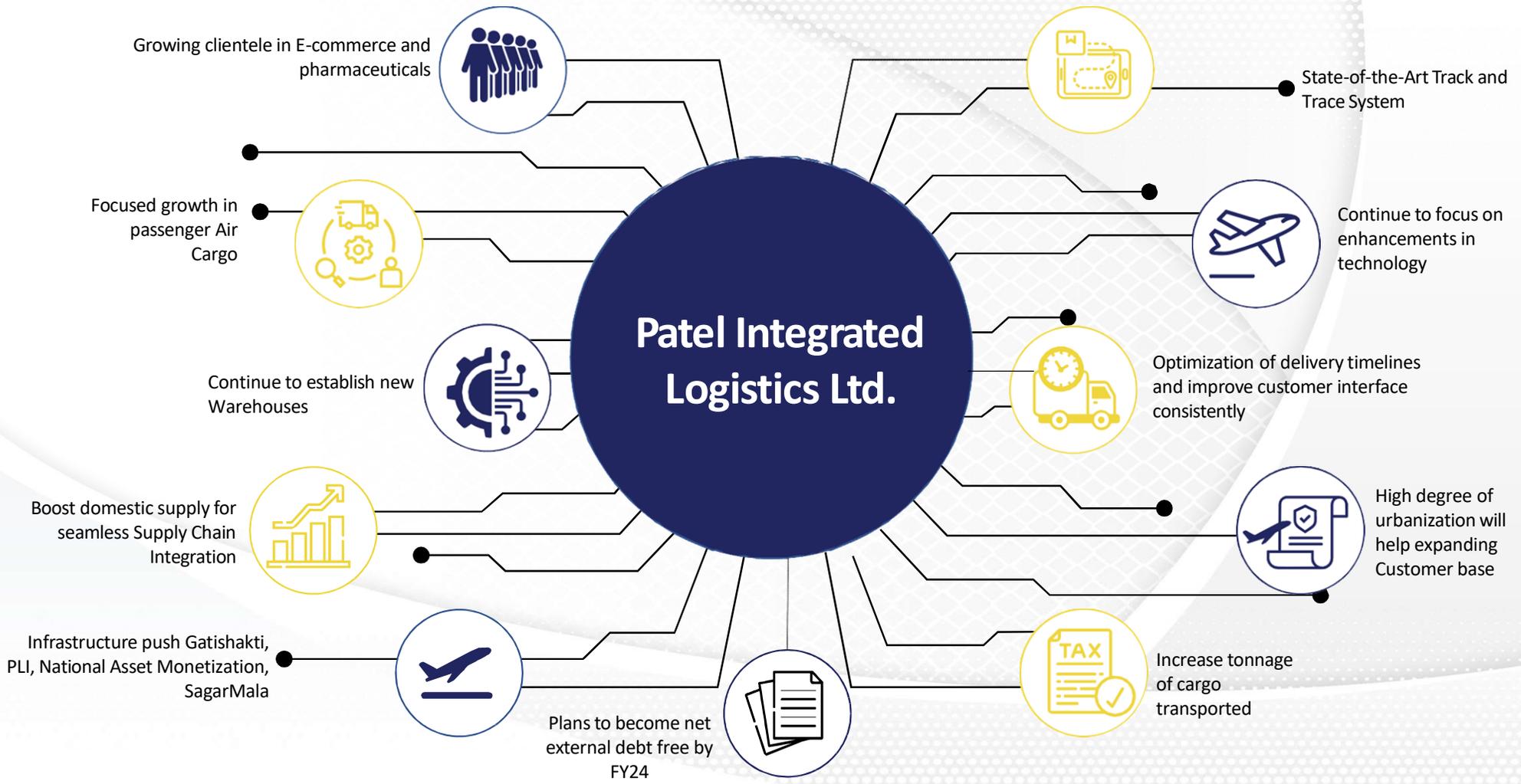
CSR Initiative of:

PATEL

A Project of:

ROTARY CLUB OF BOMBAY BANDRA

Future Strategies





INDUSTRY OVERVIEW

Industry Overview – Air Freight

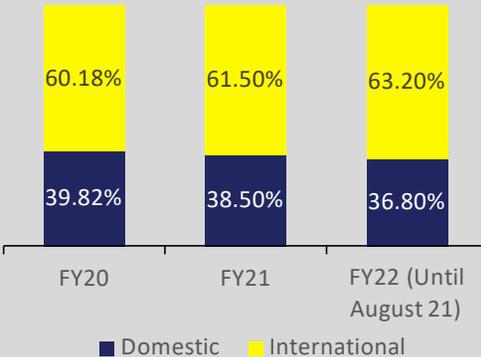


- India’s air freight market is estimated to be US\$13.08 billion in 2023 and is expected to reach US\$17.22 billion by 2028, growing at a CAGR of 5.65 per cent.
- The Government of India plans to continue expanding and developing airports, as outlined in the 2024-25 interim budget speech. The goal is to increase the number of airports from 150 to 200 within five years, and to 230–240 by 2030
- Domestic cargo contributed roughly 40 per cent of the total throughput, while global cargo added up to the remaining 60 per cent in FY 2023.
- India's Air Freight Market is estimated to be USD 12.41 Bn in 2022 and is expected to reach USD 16.37 Bn by 2027, growing at a CAGR of 5.7%. The total freight tonnage handled at Indian Airports in the FY2020 was 3.33 Mn MT.
- Faster delivery of shipments as compared with other logistics solutions and the rising popularity of consolidated air freight service is anticipated to boost the growth of the air freight market.
- The Airports Authority of India (AAI) is planning a capital expenditure of about Rs 30,000 in the next five years. The government has also set a target of operationalizing 1,000 UDAN routes and reviving or developing 100 unserved and underserved airports by 2024
- Air freight is quite suitable for offering swift deliveries. International Air Transport Association (IATA) estimated that e-commerce held a market share of about 15% of air cargo volumes in 2019. This trend toward e-commerce is continuously expanding and has speeded up during the COVID-19 pandemic.

Indian Air Freight Market



Activity in Freight Traffic- INDIA



Source: IATA Reports, IBEF Report, globenewswire.com, ceicdata.com

Source: IBEF Aviation Report

Advantages of Air Freight



Growing Fleet Size:

Indian carriers are expected to double their fleet capacity to around 1,100 aircrafts by 2027.



AAI Initiatives:

In 2022, the Airports Authority of India (AAI) have set a capital outlay target of INR 91,000 Cr for the development of the airport industry.



Quick Delivery:

It is the fastest mode of transport.



End To End Services:

Meets the needs of different customers which includes good relationships with GP carriers, other carriers, operators, practices and logistics.

Less need for heavy packaging:

Ensures to save both time and money by not having to provide extra packaging services.



High Standard of Security:

High degree of security since airport safety restrictions on cargo are strictly enforced.



Most Suitable for Carrying Light Goods of High Value:

Goods of perishable nature which require quick delivery and light goods of high value over long distances.



No Major Investments:

It does not require huge capital investments.



Future Trends of Air Freight Logistics



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.

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

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.



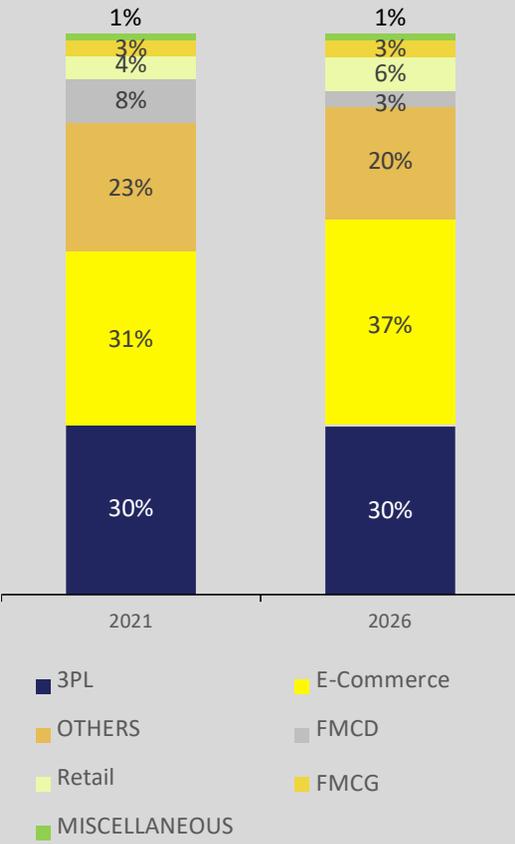
Source: americangloballogistics.com

Industry Overview – Warehousing



- 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 US\$ 34.99 billion (Rs. 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 (%)



Source: imarcgroup.com, globenewswire.com, nbm&cwcom



LiveRamp in US-Dollar



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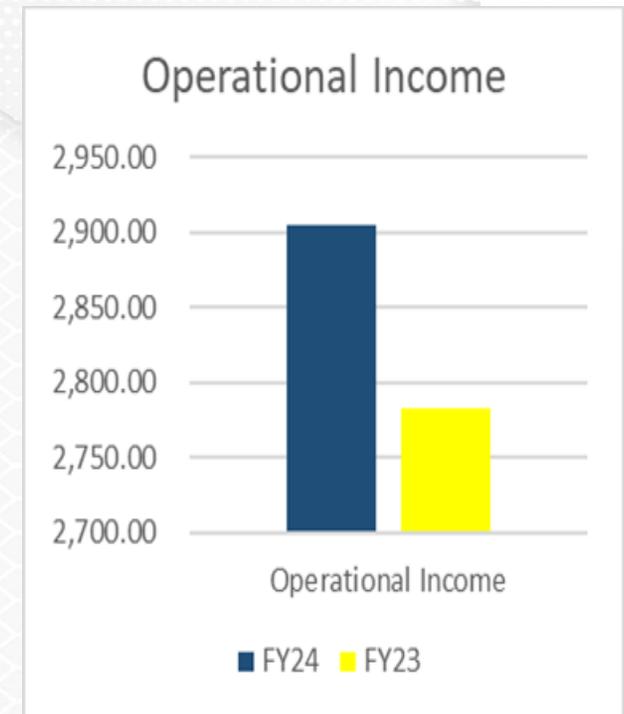
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FINANCIAL OVERVIEW

Historical Income Statement



Particulars (INR Mn)	FY24	FY23
Operational Income	2,905.49	2,782.78
Total Expenses	2,814.51	2,679.51
EBITDA	90.98	103.27
EBITDA Margins (%)	3.13%	3.71%
Other Income	19.72	20.07
Depreciation	28.04	29.20
Interest	25.90	47.74
Exceptional Items	-	-
PBT	56.76	46.40
Tax	1.38	-2.56
Profit After tax	55.38	48.96
PAT Margins (%)	1.91%	1.76%
Other Comprehensive Income	6.94	-14.30
Total Comprehensive Income	62.32	34.67
Basic EPS (INR)	0.86	1.13
Diluted EPS (INR)	0.86	0.74



Historical Balance Sheet



ASSETS (INR Mn)	FY24	FY23
Non-Current Assets		
a) Property, plant and equipment	348.95	496.07
b) Capital work-in-progress	0.54	1.64
c) Investment Property	131.83	50.46
d) Intangible assets	4.26	4.31
e) Financial assets:		
i) Non-current Investments	19.69	27.03
ii) Loans	7.02	5.90
iii) Other Financial Assets	25.53	27.60
f) Other non –current assets	-	-
Total Non-Current Assets	537.81	613.00
Current Assets		
a) Inventories	-	-
b) Financial assets:		
i) Current Investments	27.50	24.85
ii) Trade receivables	907.63	738.55
iii) Cash and cash equivalents	136.90	72.62
iv) Bank Balance other than above	186.62	168.99
v) Loans	-	-
vi) Other Financial Assets	14.72	15.15
c) Other current assets	109.16	88.27
Total Current Assets	1,382.52	1,108.42
TOTAL ASSETS	1,920.34	1,721.42

LIABILITIES (INR Mn)	FY24	FY23
EQUITY AND LIABILITIES		
Equity:		
a) Equity share capital	645.86	649.48
b) Other equity	547.37	527.41
Total Equity	1,193.22	1,176.89
Non-current liabilities		
(a) Financial liabilities		
i) Borrowings	85.64	138.32
ii) Other Financial Liabilities	35.25	32.89
(b) Deferred Tax liabilities (net)	19.08	19.26
Total Non-current liabilities	139.98	190.47
Current liabilities		
a) Financial liabilities		
i) Borrowings	155.56	152.37
ii) Trade Payables	166.53	109.28
iii) Other financial liabilities	2.48	28.39
b) Other current liabilities	262.57	58.90
c) Short-term provisions	-	5.12
Total Current liabilities	587.14	354.06
TOTAL EQUITY AND LIABILITIES	1,920.34	1,721.42

Segment Reporting



Particulars (INR Mn)	FY24	FY23
Segment Revenue		
Co-loading of Air Freight Division	3,394.00	3,186.61
Others	34.47	26.93
Revenue from Operations	3,428.47	3,213.54
Less : GST Recovered	522.99	430.76
Net Sales/ Income from operations	2,905.49	2,782.78
Segment Results		
Co-loading of Air Freight Division	92.10	98.71
Others	(13.24)	(12.39)
Total	78.86	86.32
Less : Finance Cost	25.90	47.74
Add : Interest Income	3.80	7.83
Profit before tax	56.76	46.41

Particulars (INR Mn)	FY24	FY23
Segment Assets		
Co-loading of Air Freight Division	1,273.31	1,063.29
Others	647.02	658.13
Total	1,920.34	1,721.42
Segment Liabilities		
Co-loading of Air Freight Division	594.87	350.47
Others	132.24	194.06
Total	727.11	544.53
Capital Employed		
Co-loading of Air Freight Division	678.44	712.82
Others	514.78	464.07
Total	1,193.22	1,176.89

Cash Flow Statement



	FY 24		FY 23
	Rupees in Mn		Rupees in Mn
A: CASH FLOW FROM OPERATING ACTIVITIES :			
Net Profit Before Tax		56.76	46.41
Adjusted For :			
Profit / Loss on Sale / Discard of Assets (Net)	(0.81)		(0.39)
Depreciation	28.04		29.20
(Net gain) / Loss on Sale of Current/Non Current Investments	(2.79)		-
Dividend Income	(0.61)		(2.20)
Interest Income	(3.80)		(7.83)
Finance Cost	25.90		47.74
		<u>45.93</u>	<u>66.52</u>
Operating Profit Before Working Capital Changes		102.68	112.93
Adjusted For :			
Trade and Other Receivables	(195.62)		(138.79)
Trade and Other Payables	<u>241.45</u>		<u>(62.74)</u>
		<u>45.83</u>	<u>(201.54)</u>
Cash Generated from Operations		148.51	(88.60)
Taxes Received / (Paid) (Net)	<u>(26.41)</u>		<u>45.01</u>
		<u>(26.41)</u>	<u>45.01</u>
Net Cash from Operating Activities		<u>122.10</u>	<u>(43.59)</u>

Cash Flow Statement



B: CASH FLOW FROM INVESTING ACTIVITIES :				
Purchase of Fixed Assets		(23.05)		(11.29)
Sale of Fixed Assets		61.62		0.70
(Purchase) / Sale of Current / Non Current Investment (Net)		22.66		3.24
Movement in Fixed Deposits (Net)		19.98		44.94
(Increase) / Decrease in Capital Work in Progress		1.10		(0.26)
Interest Received		4.23		7.44
Dividend Received		<u>0.61</u>		<u>2.20</u>
Net Cash (used in) Investing Activities		<u>87.16</u>		<u>46.97</u>
C: CASH FLOW FROM FINANCING ACTIVITIES :				
Proceeds from Public Deposits (Net)		(22.56)		(26.92)
Proceeds from Right Issue		-		289.12
Right Share Issue Expenses		-		(3.42)
Proceeds from Long Term Borrowings (Net)		(44.76)		26.08
Interest Paid		(28.86)		(48.72)
Dividend Paid		<u>(6.46)</u>		<u>(3.60)</u>
Net Cash (used in) / from Financing Activities		<u>(102.64)</u>		<u>232.54</u>
Net Increase / (Decrease) in Cash and Cash Equivalents		106.62		235.92
Opening Balance of Cash and Cash Equivalents		68.33		(167.59)
Closing Balance of Cash and Cash Equivalents		174.95		68.33



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Mr. Pulkit Jain

Sr. Manager – Accounts & Finance

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THANK YOU