



PATEL



Investor Presentation

May 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

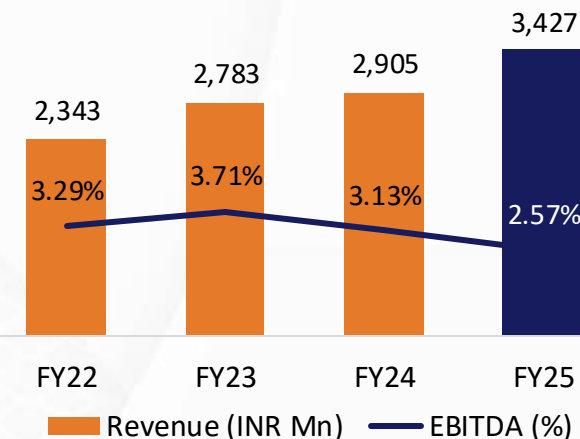
PILL leverages a unique air freight model, using commercial passenger flights to offer domestic and international cargo services, including same-day and last-mile deliver

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

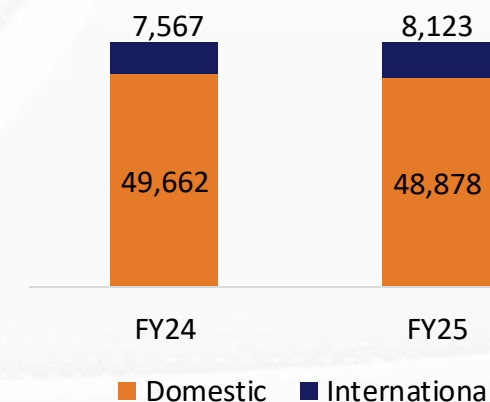
PILL proudly serves a diversified and marquee clientele that includes leading names across industries, especially from the rapidly growing e-commerce ecosystem

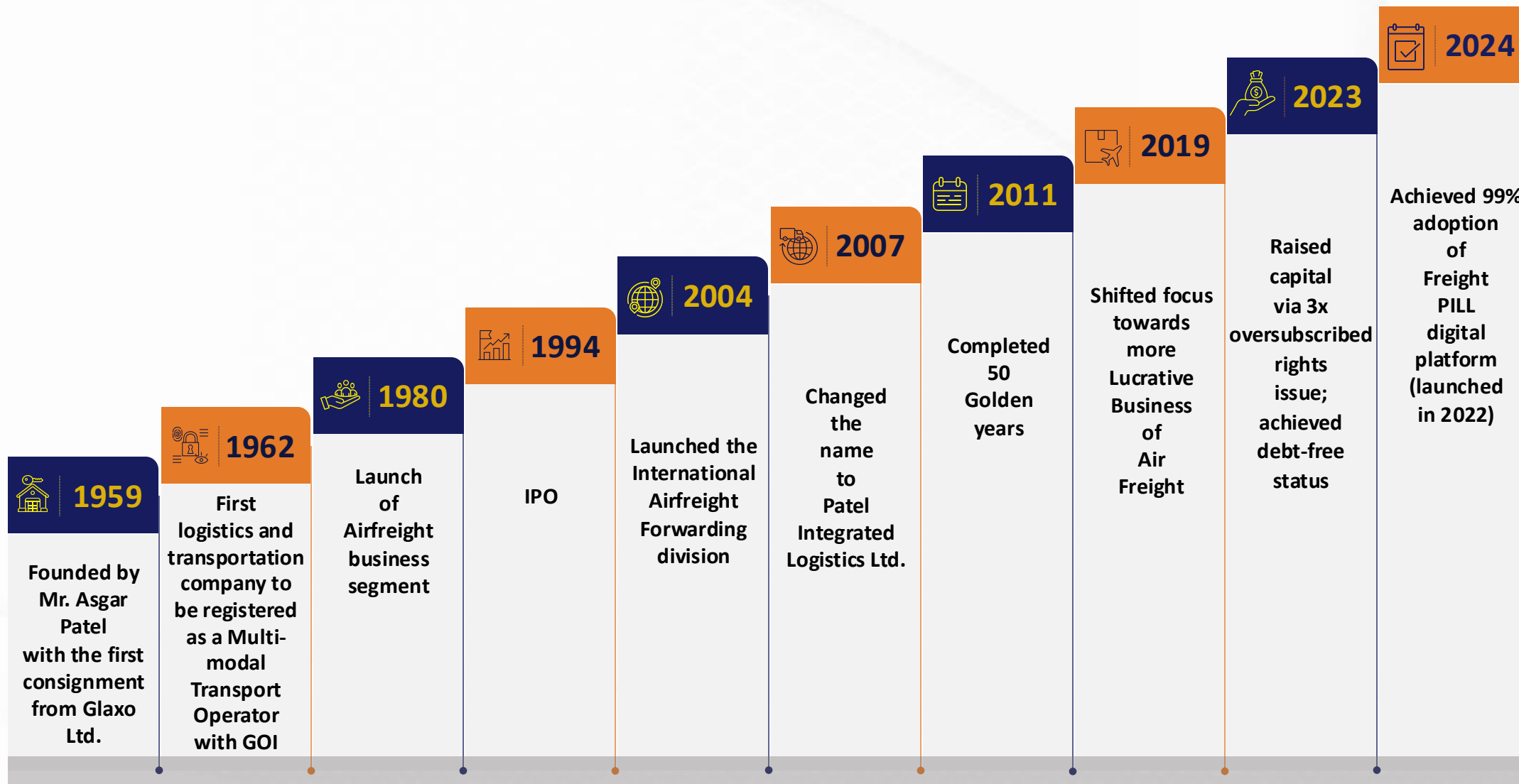
Established a strong foothold in India's air freight sector, particularly in cargo transported via passenger aircraft, and continues to set new industry standards

Revenue (INR Mn) & EBITDA Margins (%)



Logistical Load Overview (in Tonnes)







Asgar Patel, Founder

In 1959, when **Asgar Shakoore 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.

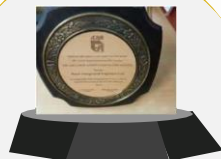


Mr. Avinash Paul Raj
Company Secretary and
Compliance Officer

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.



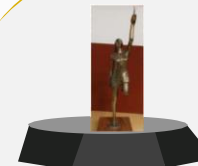
**Exceptional Cargo Revenue
Performance-2013**



**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**



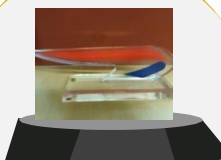
**Go Cargo Exceptional
Accomplishments**



**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



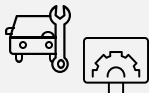
North Zone		
Cities : 27	Hub : 01	Branches : 30
West Zone		
Cities : 19	Hub : 03	Branches : 22
East Zone		
Cities : 10	Hub : 01	Branches : 13
South Zone		
Cities : 23	Hub : 03	Branches : 24

PAN India	
Cities	79
Hub	08
Branches	89





Textile



Automobile and IT



E-commerce



FMCG



Documents & Couriers



Agriculture



Pharmaceutical Companies



Manufacturing Companies



Retail



Steel



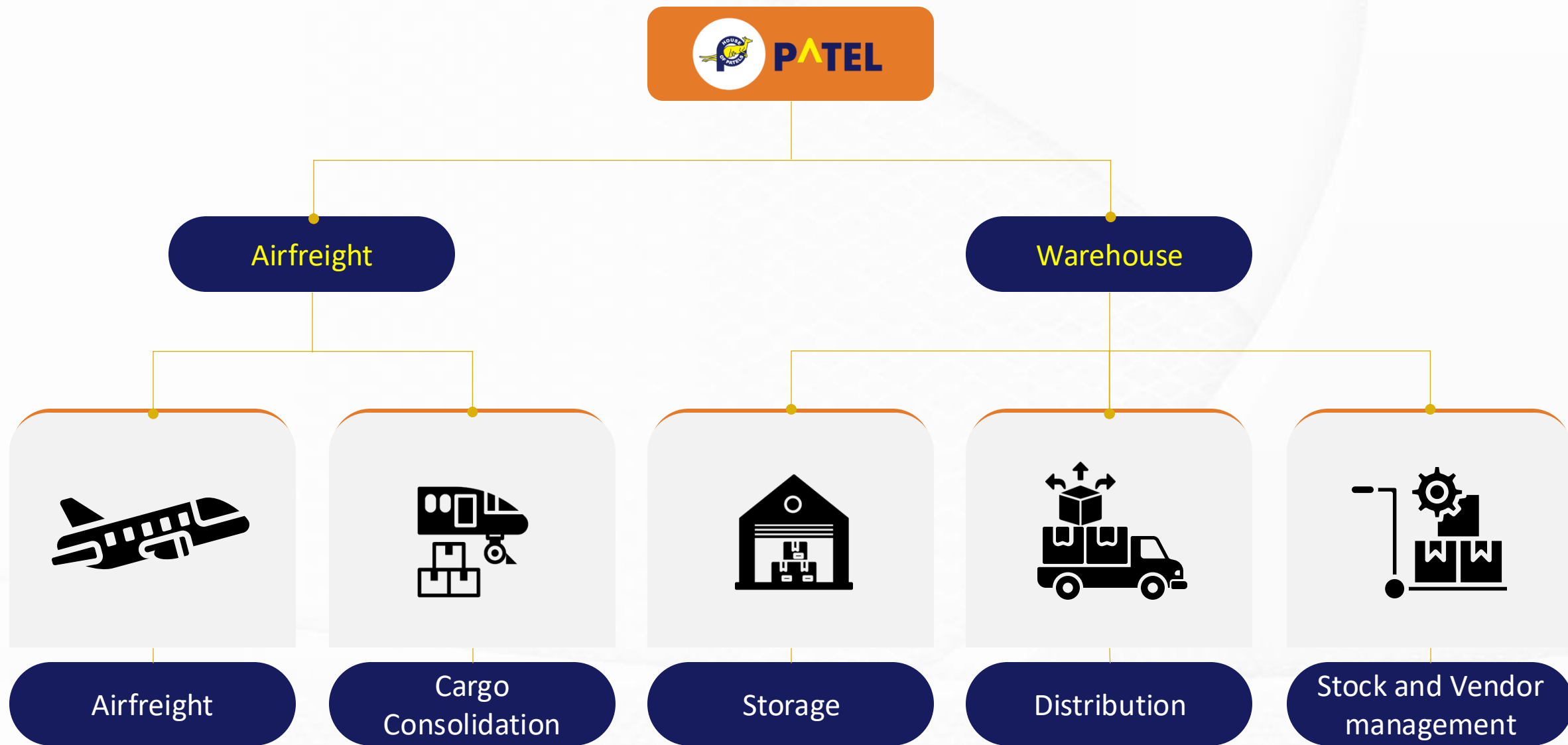


PATEL



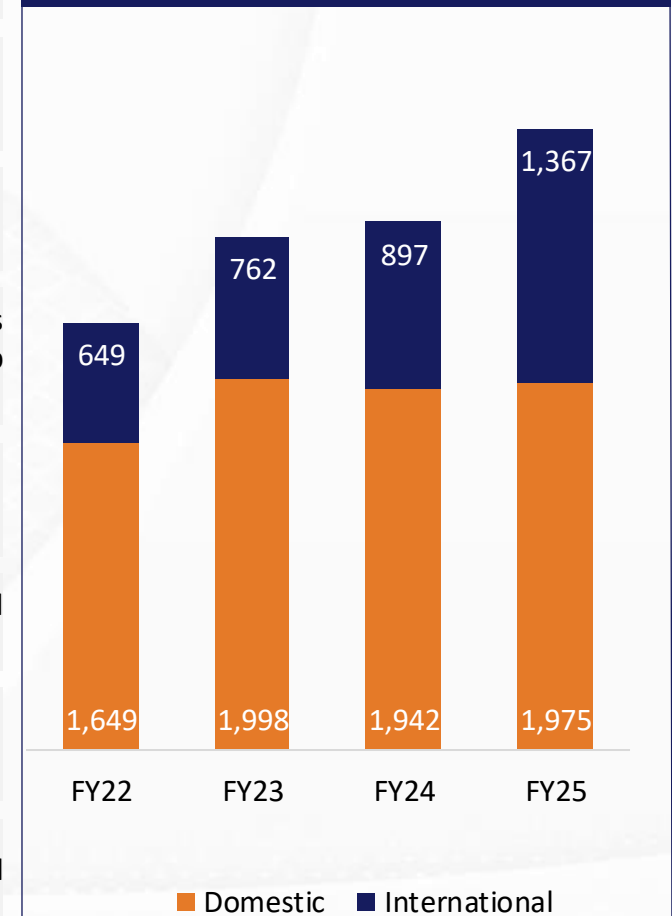
BUSINESS OVERVIEW



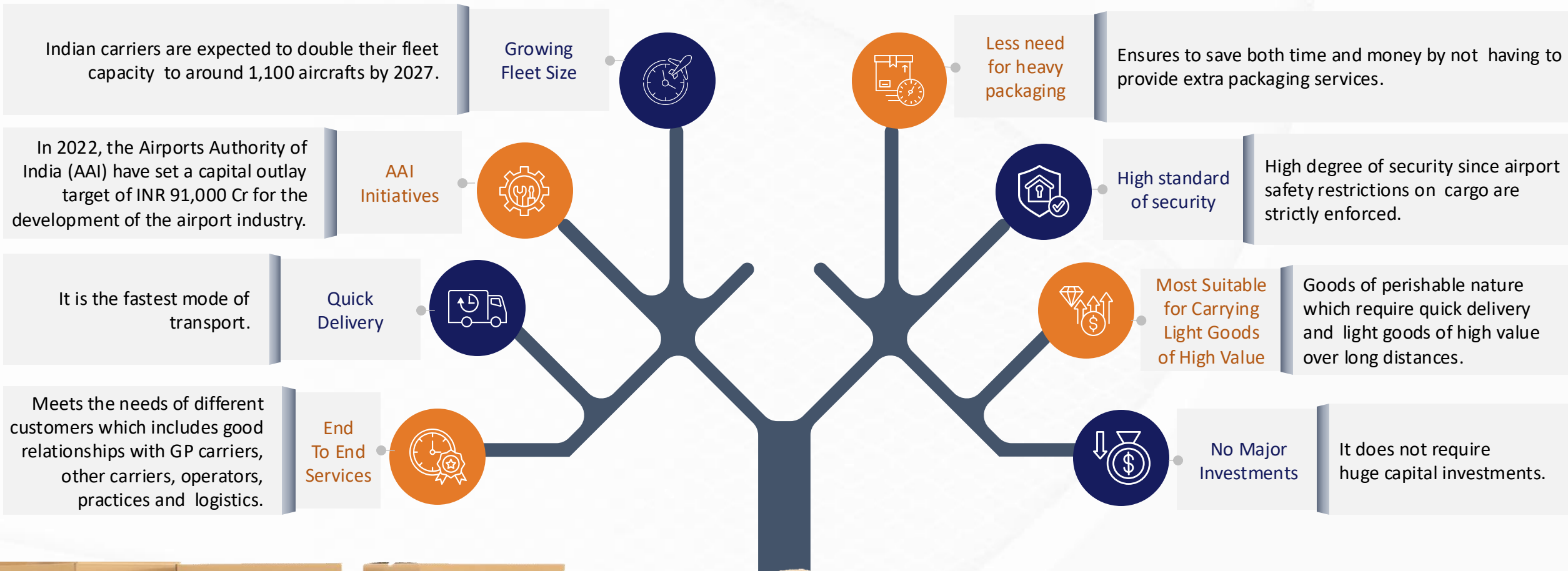


- Patel Airfreight (PAF) Domestic, established in 1980, is an IATA-accredited cargo agency offering high-density cargo transportation via air and surface routes within India.
- PAF Domestic operates across 112 airports with a network of 125+ offices strategically located throughout the country.
- In 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



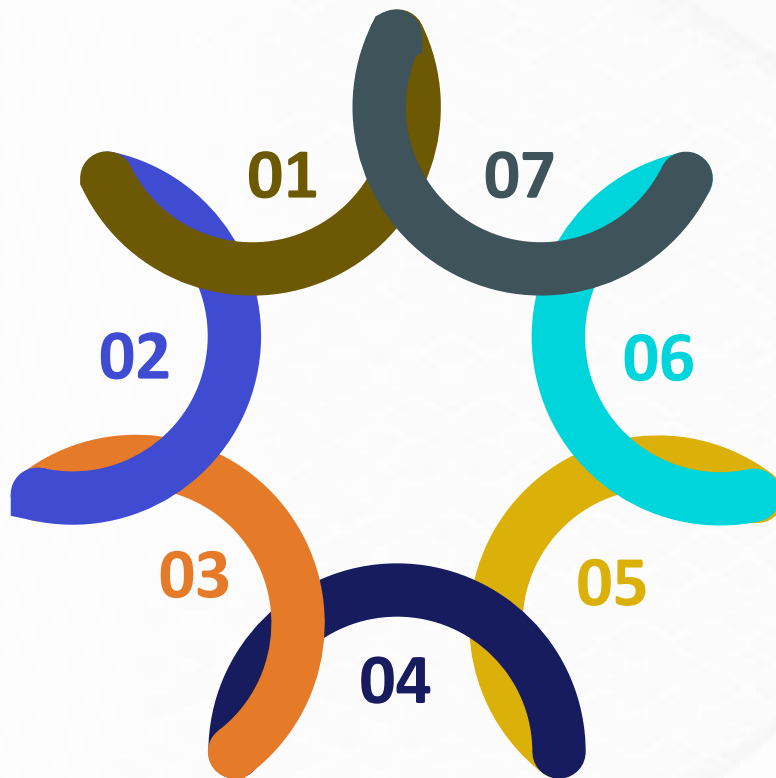
Technology Integration

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.



Patel Warehouse

Bangalore

2.2 acres

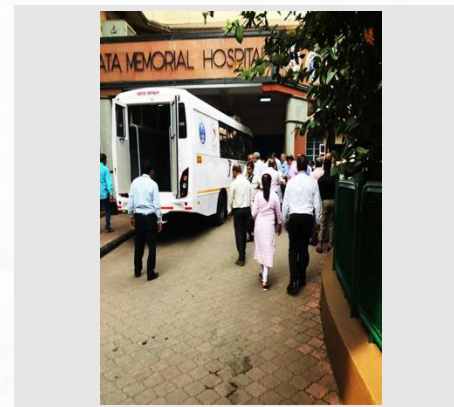
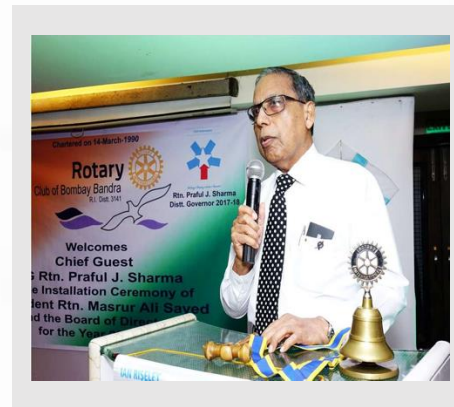


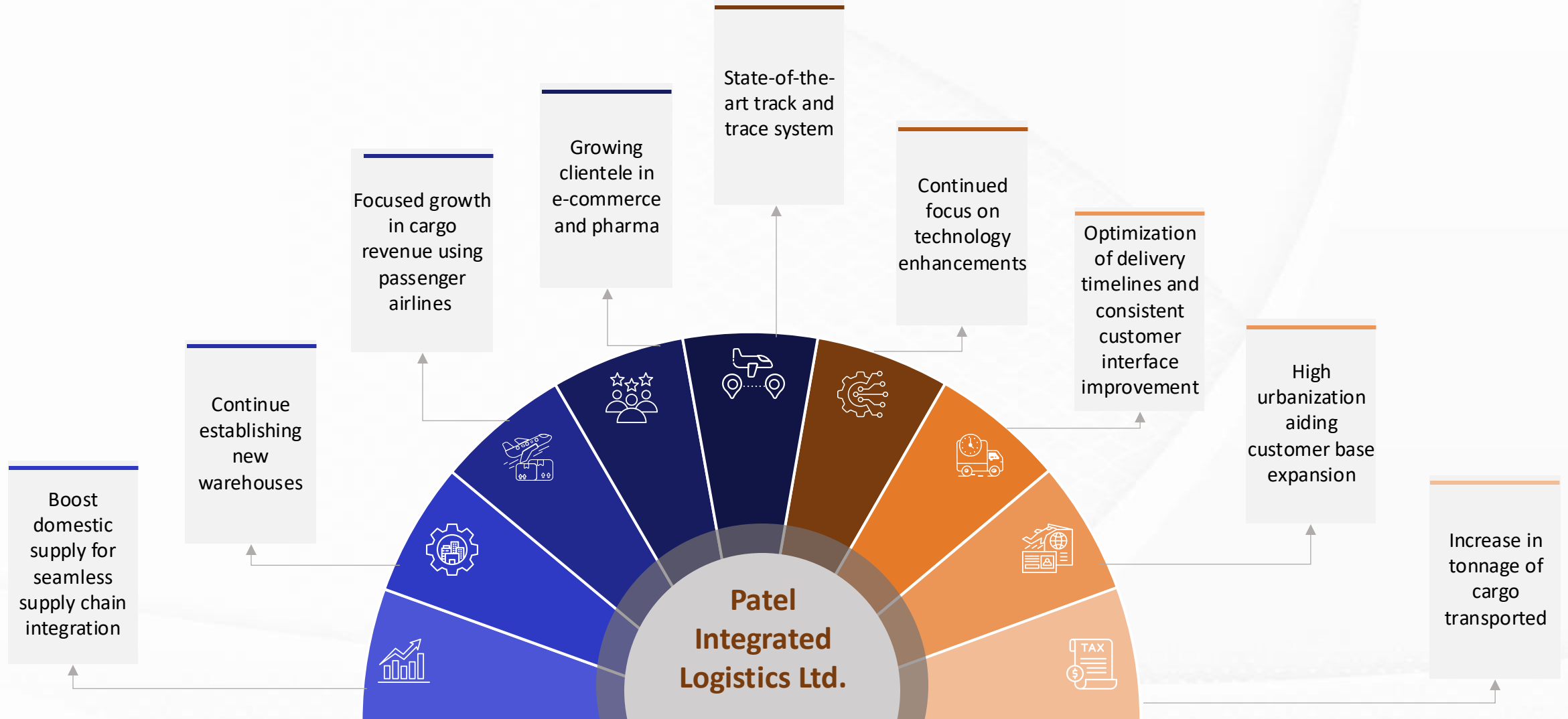
Patel Integrated works with passion and commitment towards CSR Initiatives.

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.

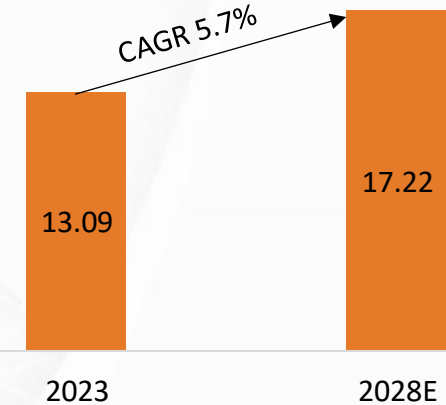
Tech & Infra Shifts

- 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.

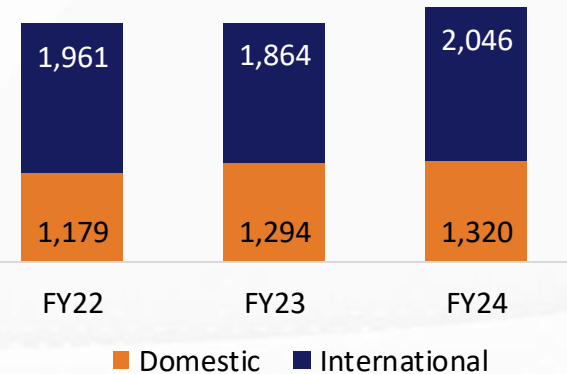
Budget 2024–25 Initiatives

- 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.

Indian Air Freight Market (USD Bn)



Activity in Freight Traffic - India



*Until December 2024

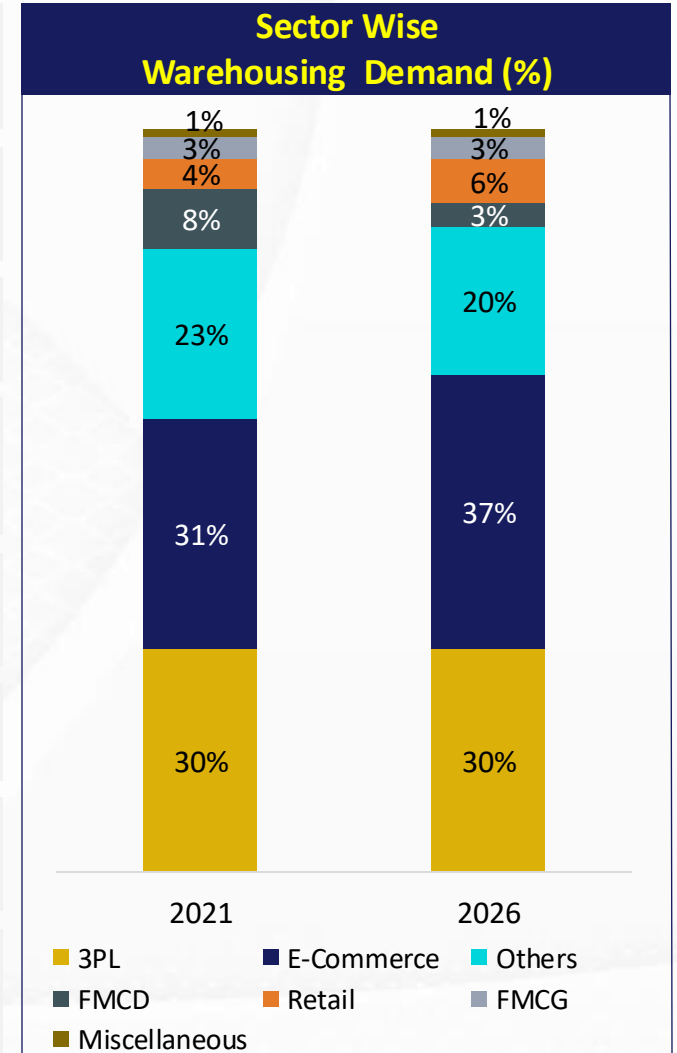


Scarce Air Cargo Capacity

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.

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.





PATEL



FINANCIAL OVERVIEW



Quarterly Financial Performance



Particulars (In Mn)	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q
Operational Income	866	859	0.8%	897	(3.5)%
Total Expenses	845	831	1.7%	874	(3.3)%
EBITDA	21	28	(25.0)%	24	(12.5)%
EBITDA Margins (%)	2.42%	3.26%	(84) Bps	2.68%	(26) Bps
Other Income	5	5	NA	7	(28.6)%
Depreciation and Amortization	6	7	(14.3)%	6	NA
Finance Cost	1	8	(87.5)%	2	(50.0)%
PBT	19	18	5.6%	22	(13.6)%
Tax	-	1	NA	-	NA
Profit After Tax	19	17	11.8%	22	(13.6)%
PAT Margins (%)	2.19%	1.98%	21 Bps	2.45%	(26) Bps
Other Comprehensive Income	(2)	1	NA	(5)	(60.0)%
Total Comprehensive Income	17	18	(5.6)%	17	NA
Diluted EPS (INR)	0.28	0.26	7.7%	0.33	(15.2)%



Particulars (In Mn)	FY25	FY24	Y-o-Y
Operational Income	3,427	2,905	18.0%
Total Expenses	3,339	2,815	18.6%
EBITDA	88	91	(3.3)%
EBITDA Margins (%)	2.57%	3.13%	(56) Bps
Other Income	27	20	35.0%
Depreciation and Amortization	26	28	(7.1)%
Finance Cost	12	26	(53.8)%
PBT	77	57	35.1%
Tax	1	1	NA
Profit After Tax	76	55	38.2%
PAT Margins (%)	2.22%	1.91%	31 Bps
Other Comprehensive Income	(8)	7	NA
Total Comprehensive Income	68	62	9.7%
Diluted EPS (INR)	1.13	0.86	31.4%

Historical Income Statement

Particulars (In Mn)	FY22	FY23	FY24	FY25
Operational Income	2,343	2,783	2,905	3,427
Total Expenses	2,266	2,680	2,815	3,339
EBITDA	77	103	91	88
EBITDA Margins (%)	3.29%	3.71%	3.13%	2.57%
Other Income	25	20	20	27
Depreciation and Amortization	26	29	28	26
Finance Cost	53	48	26	12
PBT	22	46	57	77
Tax	(1)	(3)	1	1
Profit After Tax	23	49	55	76
PAT Margins (%)	0.97%	1.76%	1.91%	2.22%
Other Comprehensive Income	(4)	(14)	7	(8)
Total Comprehensive Income	19	35	62	68
Diluted EPS (INR)	0.57	0.74	0.86	1.13

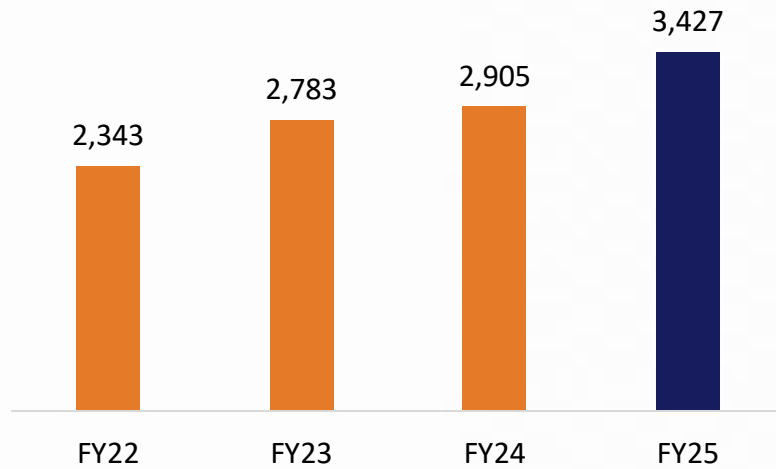
Historical Balance Sheet

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

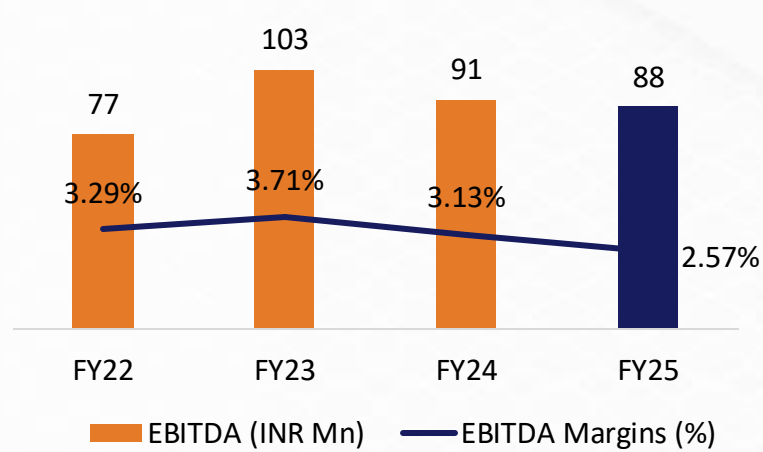
Particulars (In Mn)	FY23	FY24	FY25
Equity			
a) Equity Share Capital	649	646	696
b) Other Equity	527	547	521
Total Equity	1,177	1,193	1,217
Non-Current Liabilities			
Financial Liabilities			
i) Borrowings	138	86	5
ii) Other Financial Liabilities	33	35	36
Deferred Tax Liability (Net)	19	19	19
Total Non-Current 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



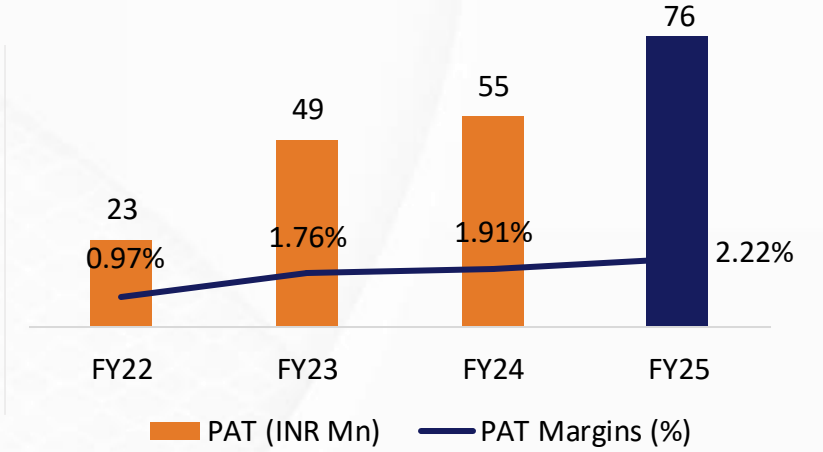
Operational Income (INR Mn)



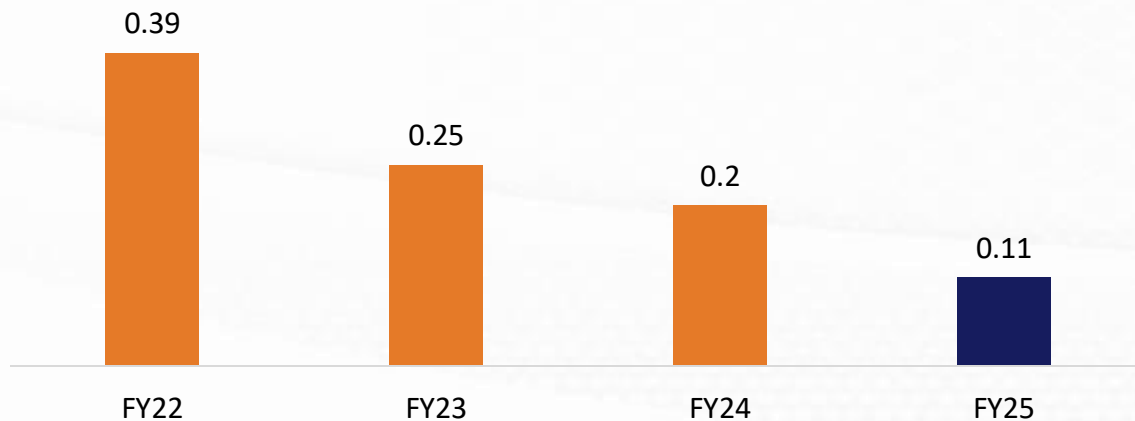
EBITDA (INR Mn) & EBITDA Margins (%)



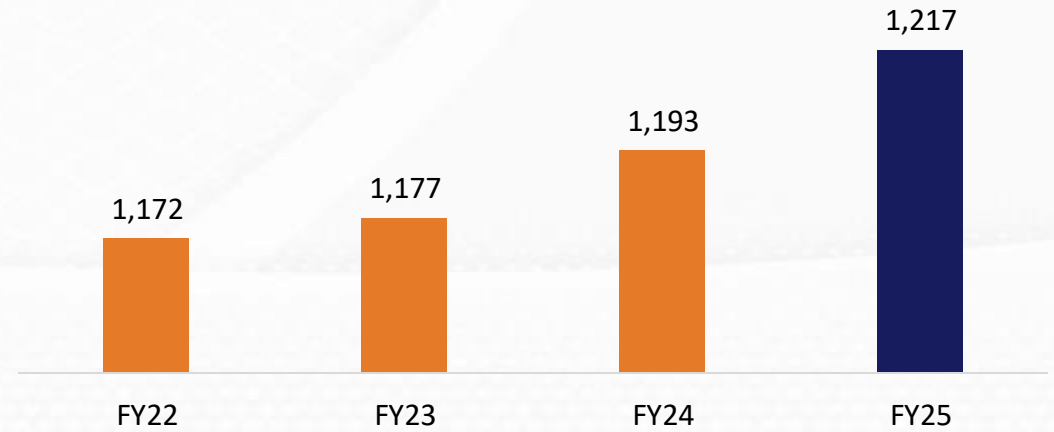
PAT (INR Mn) and PAT Margins (%)



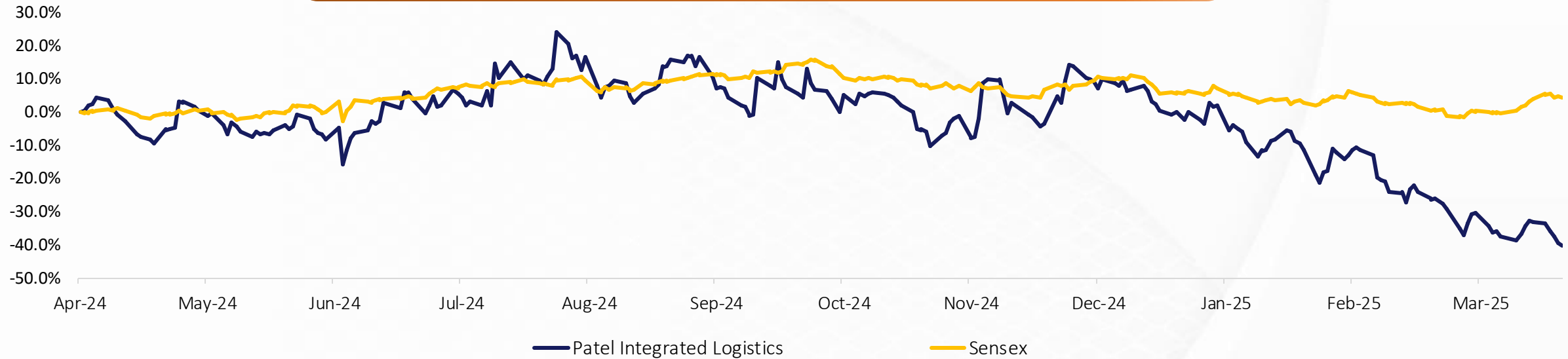
Debt to Equity (x)



Net worth (INR Mn)



Share Price Data As on 31st March, 2025

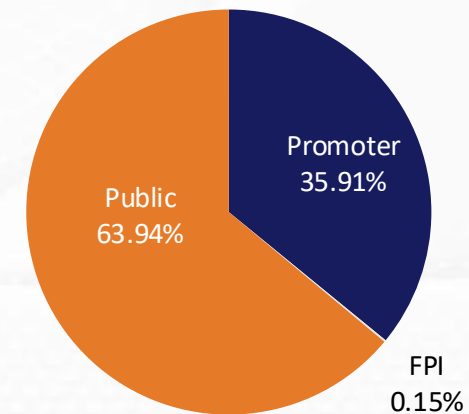


Price Data (As on 31st March, 2025)

INR

Face Value	10.00
CMP	13.35
52 Week H/L	28.15/13.10
Market Cap (INR Mn)	928.97
No. of Share outstanding (Mn)	69.59
1 Year Avg. Trading Volume ('000)	667.91

Shareholding Pattern (As on 31st March, 2025)



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THANK YOU