



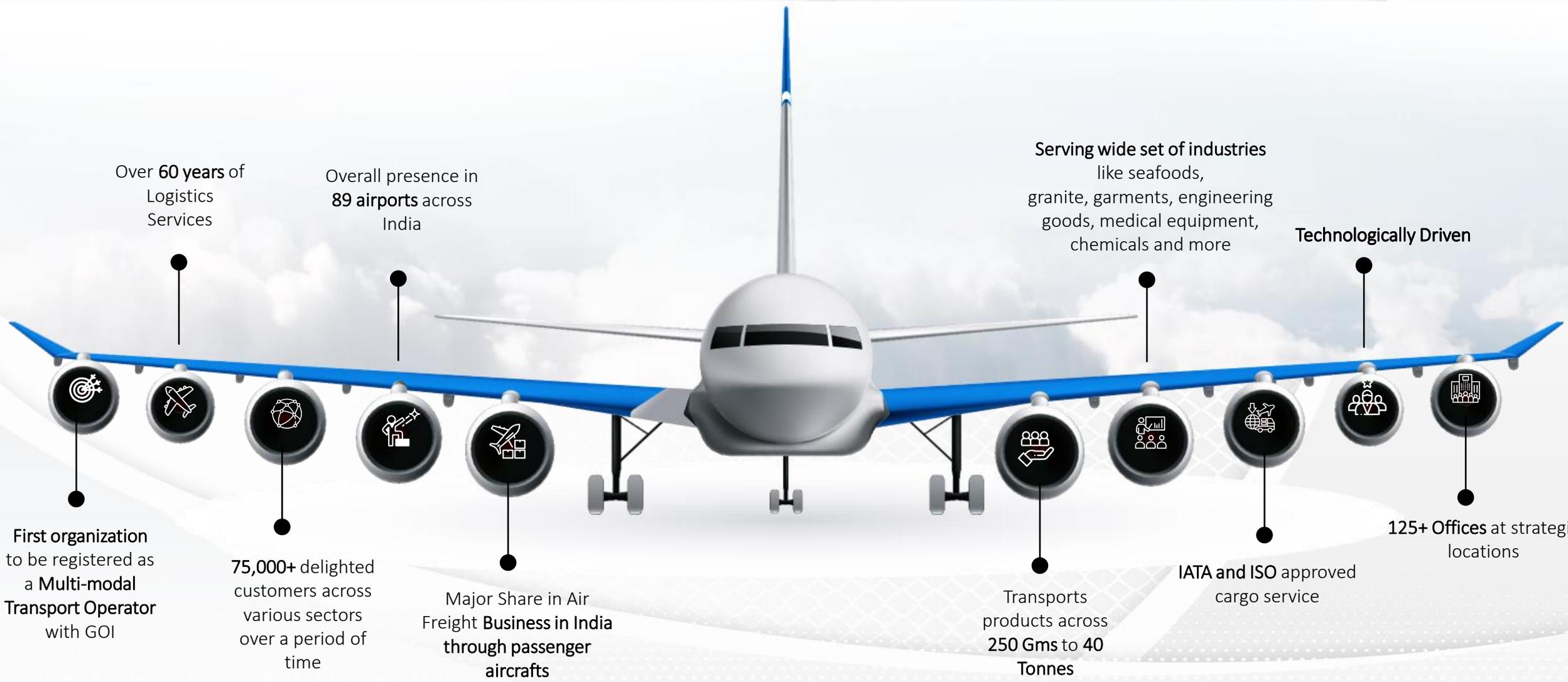
# PATEL

Transporting  
Since

1959



Patel Integrated Logistics Ltd.  
Investor Presentation | June 2022



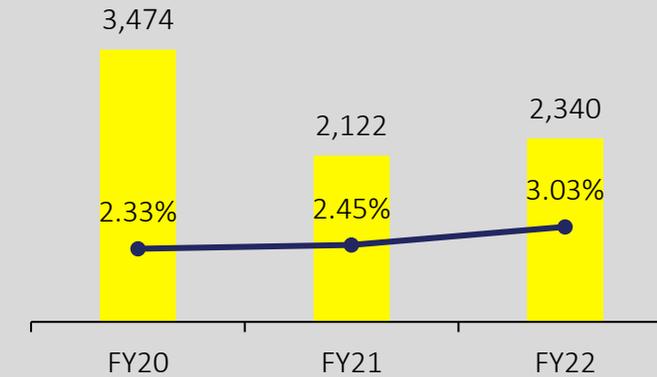


# COMPANY OVERVIEW

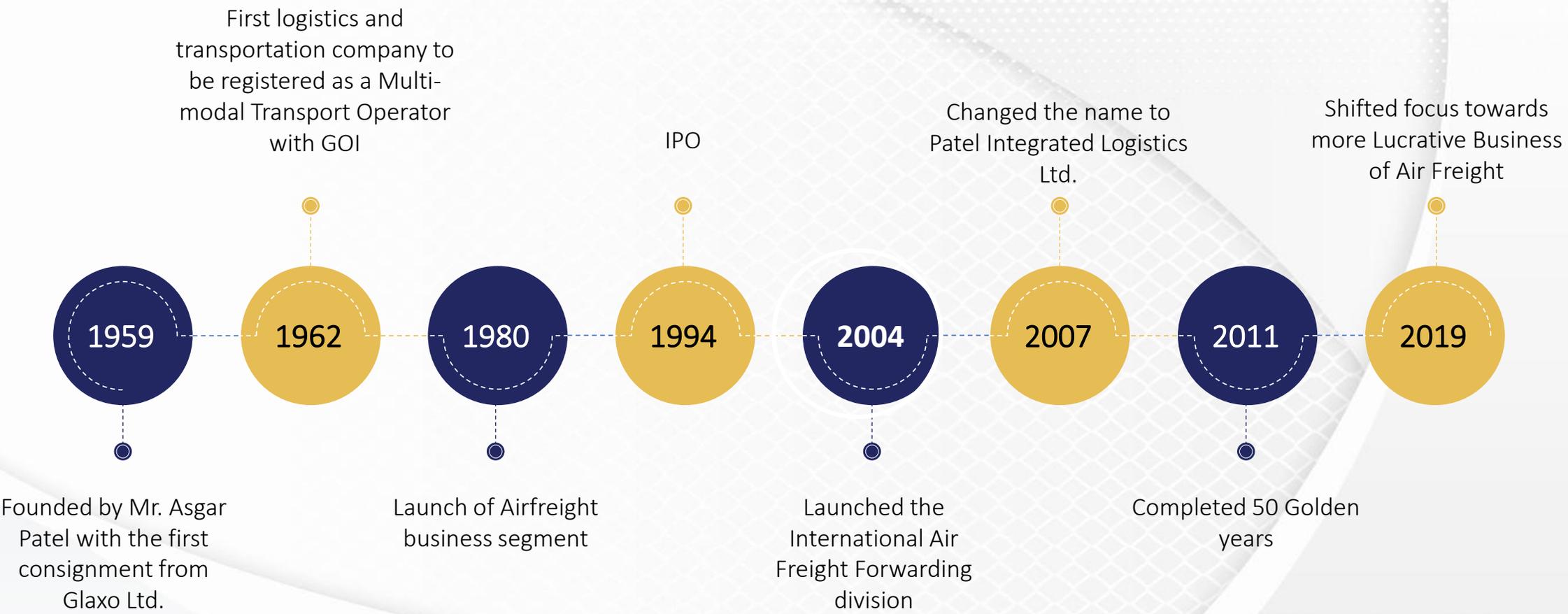


- Patel Integrated Logistics Ltd. (PILL) was incorporated by Mr. Asgar Shakoor Patel in 1962 as “Patel Roadways Private Limited” (PRL) to cater to surface transport logistics across India and over the years the company has expanded its services to Air freight and warehousing.
- Later on in the year 1988, 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.

Operational Revenue (INR Mn) and EBITDA Margins (%)



# Key Milestones





**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 - Managing 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 - Executive Director:** 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.



**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 - COO (West, Gujarat and North Region):** 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. He is currently the Chief Operating Officer (COO)-West, Gujarat and North Region of our Company.



**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 organisations. He is currently the Chief Operating Officer(COO)-Southern and Eastern Region of our Company.



**Ms. Sweta Pankaj Parekh - Company Secretary and Compliance Officer:** She holds a Bachelor's degree in Commerce from the University of Mumbai and is an Associate member of the Institute of Company Secretaries of India.

# Geographical Presence



## North :

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

## East :

- Imphal
- Tripura
- Bhubaneswar
- Cuttack

## North Zone

Cities : 27    Hub : 01    Branches : 30

## East Zone

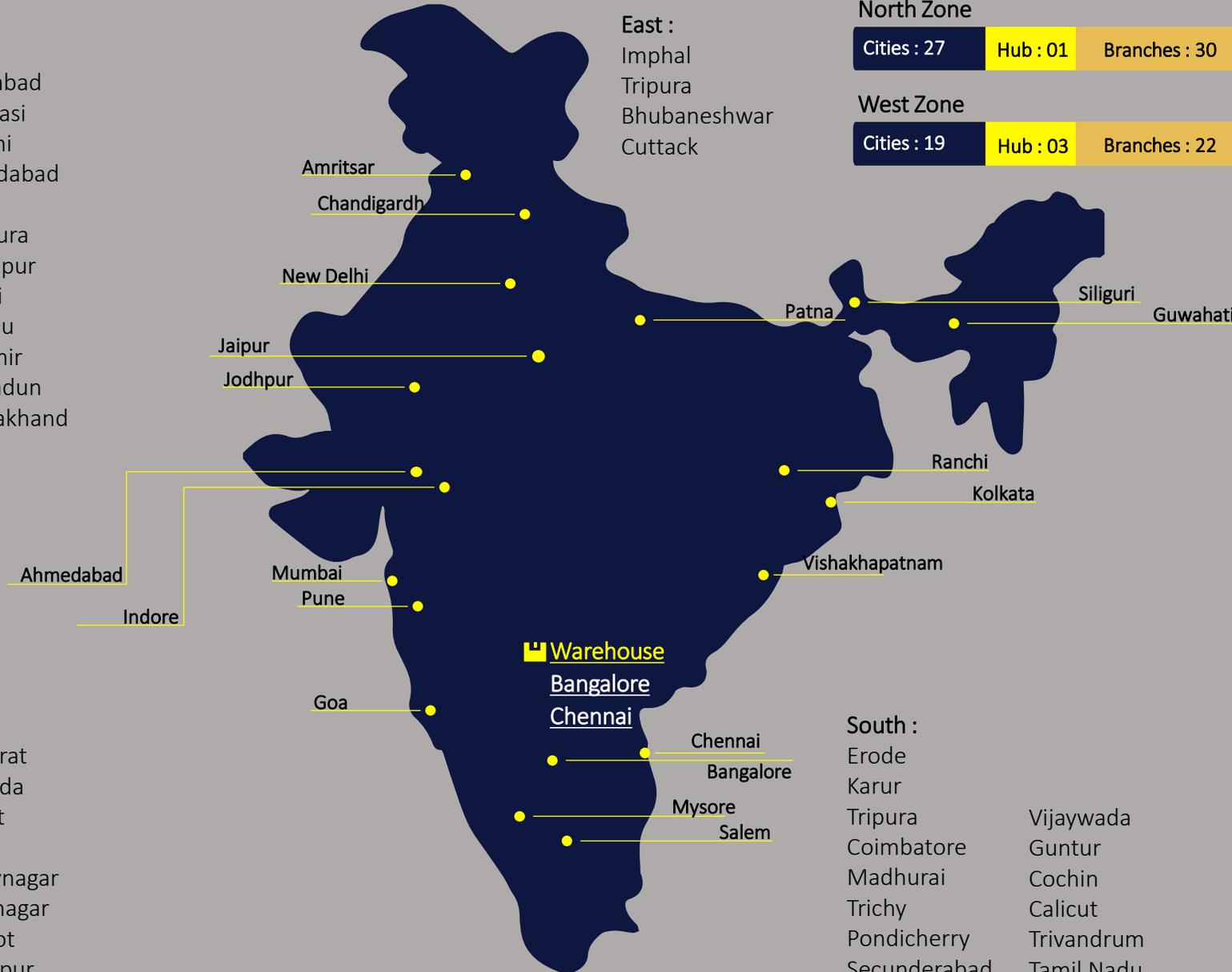
Cities : 10    Hub : 01    Branches : 13

## West Zone

Cities : 19    Hub : 03    Branches : 22

## South Zone

Cities : 23    Hub : 03    Branches : 24



## West :

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

## South :

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

PAN India	
Cities	79
Hub	08
Branches	89



Textile



Automobile and IT



E-commerce



FMCG



Documents & Couriers



Agriculture



Pharmaceutical Companies



Manufacturing Companies



Retail



Steel



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



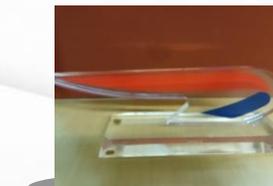
Go Cargo Exceptional  
Accomplishments



Recognition of  
Contribution



Highest On Board Courier  
Sales 2003-2004



All India Achiever Award  
for Cargo Sales



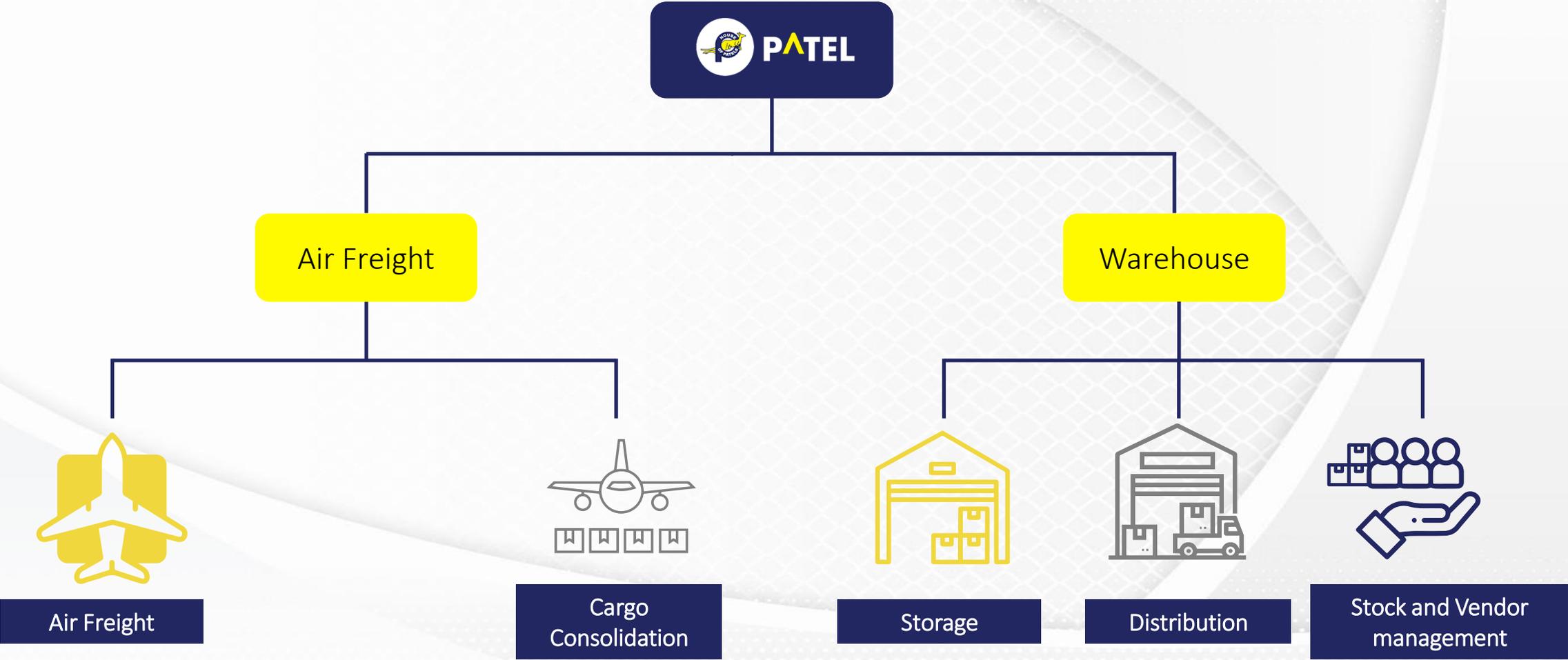
Highest On Board Courier  
Sales 2007-2008



Exceptional Cargo Revenue  
Performance – 2016-2017



# BUSINESS OVERVIEW





- 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)



## Patel Airfreight



# 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 whereas the Chennai land is purchased for building the warehousing facility.
- 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

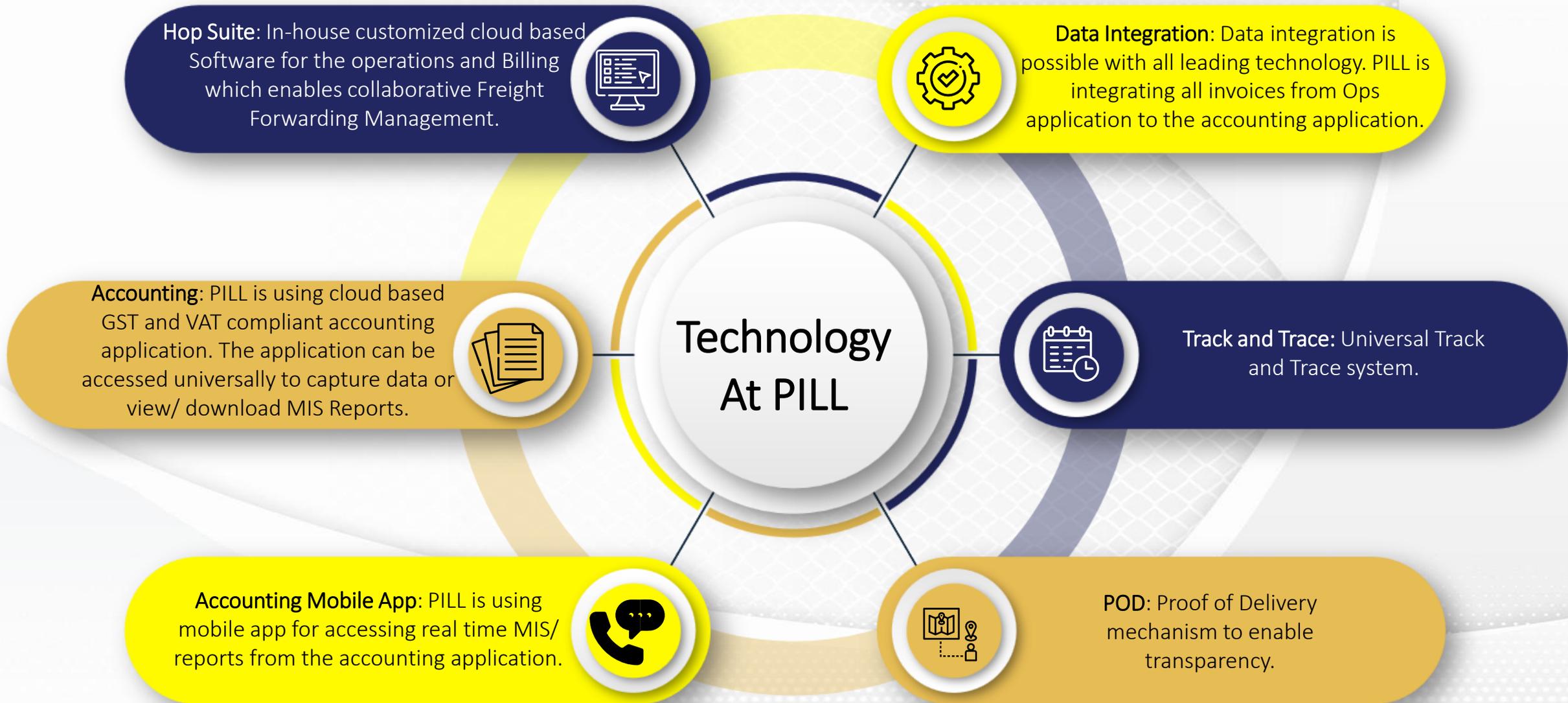
Bangalore

Chennai

2.2 acres

3 acres





# CSR Responsibilities



Patel Integrated works with passion and commitment towards CSR responsibilities.

- Donated a Blood-Donation Bus to TATA Memorial Hospital for collecting and distributing blood
- Co-Sponsored the 6<sup>th</sup> 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:



A Project of:



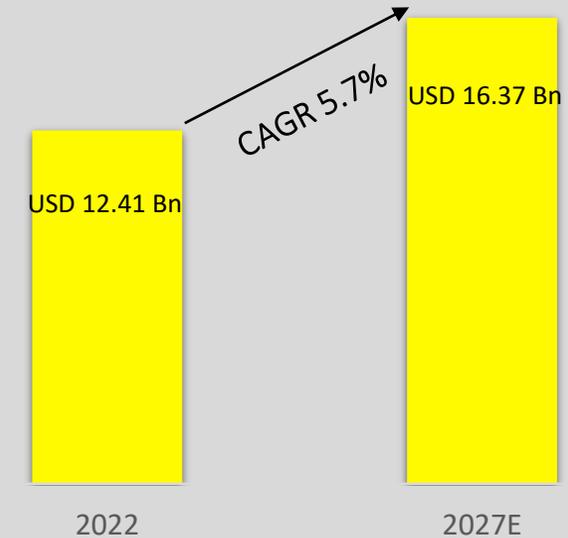




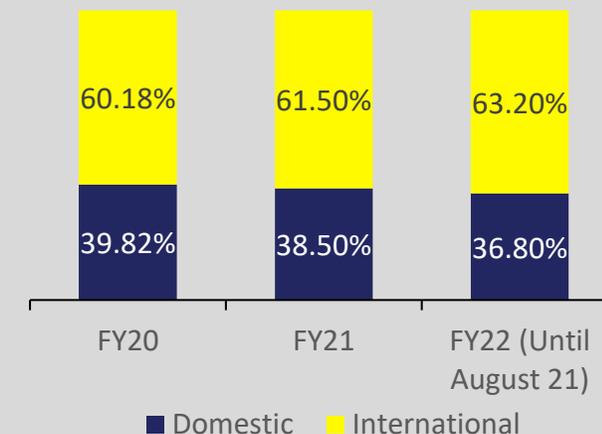
INDUSTRY OVERVIEW

- The global market for Air Cargo Containers estimated at US\$233.9 Mn in the year 2020, is projected to reach a size of US\$302.8 Mn by 2026, growing at a CAGR of 4.5%
- The Air Cargo Containers market in the U.S. is estimated at US\$64 Mn for the year 2021. China, the world's second largest economy, is forecast to reach a projected market size of US\$49.9 Mn by the year 2026 trailing a CAGR of 6.3% over the analysis period. Among the other noteworthy geographic markets are Japan and Canada, each forecast to grow at 3.1% and 4.4% respectively. Within Europe, Germany is forecast to grow at approximately 3.6% CAGR.
- In early 2020, various nations imposed a ban on international flights, and later domestic flights were also suspended. The logistics industry witnessed a huge decline in demand due to the global spread of the coronavirus pandemic in 2020. The air freight shipments were fairly low throughout 2020.
- 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.
- Increased digital literacy in both urban and rural India has driven massive increases in digital demand, such that e-commerce is expected to grow to five times its current size in India by 2026, a putative USD 200 Bn market poised to materialize in less than five years.
- 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



# 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.





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

**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 will likely increase, too, as more companies diversify their supply chains to mitigate risk.

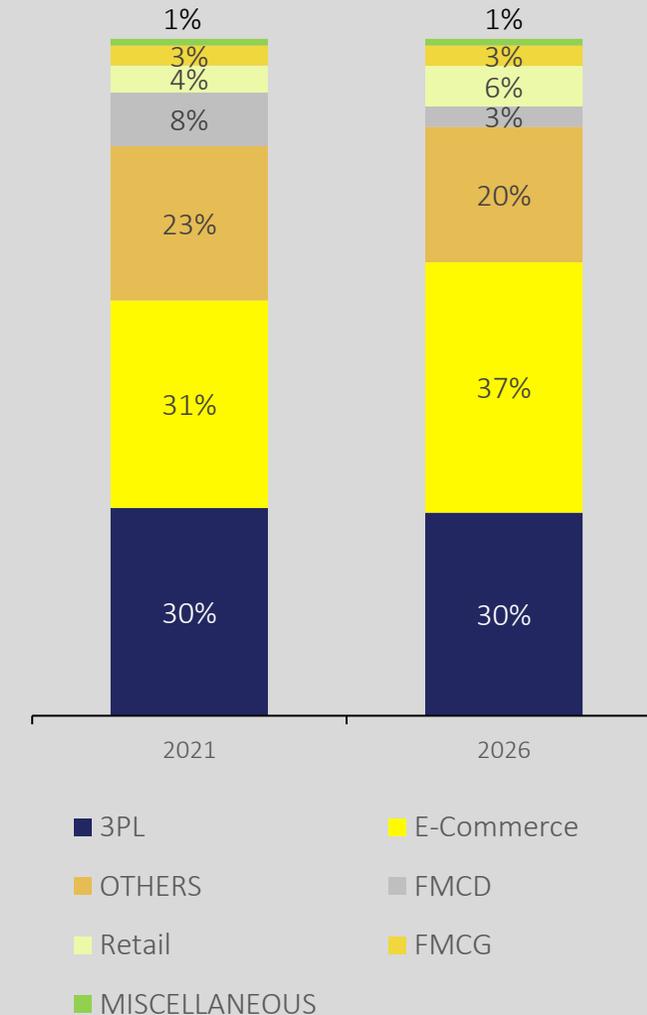
**Scarce Air Cargo Capacity:** Tight capacity has been looming since the onset of Covid-19. The capacity for ground and ocean cargo was swamped. And that demand for capacity spilled over into air cargo.





- The India warehouse market reached a value of INR 1,113 Bn in 2021. IMARC Group expects the market to reach INR 2,069.6 Bn by 2027, exhibiting a CAGR of 11.9% during 2022-2027.
- 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%, 31%, 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 (%)



# FINANCIAL OVERVIEW

LiveRamp in US-Dollar



*Handwritten signature: Harry Woodruff*

Symbol	Price	Change	Volume	Market Cap
LiveRamp	20.00	-0.50	100,000	1.00B
Apple	150.00	+1.00	50,000	2.50T
Microsoft	250.00	+2.00	30,000	3.00T
Amazon	300.00	+3.00	20,000	3.50T
Google	280.00	+2.00	15,000	3.00T

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1.11	140.50	5.98
2.07	85.40	6.00
0.50	79.35	19.11
68.88	28.68	31.00
59.05	31.00	6.00
0.05	0.05	0.05

# Historical Income Statement



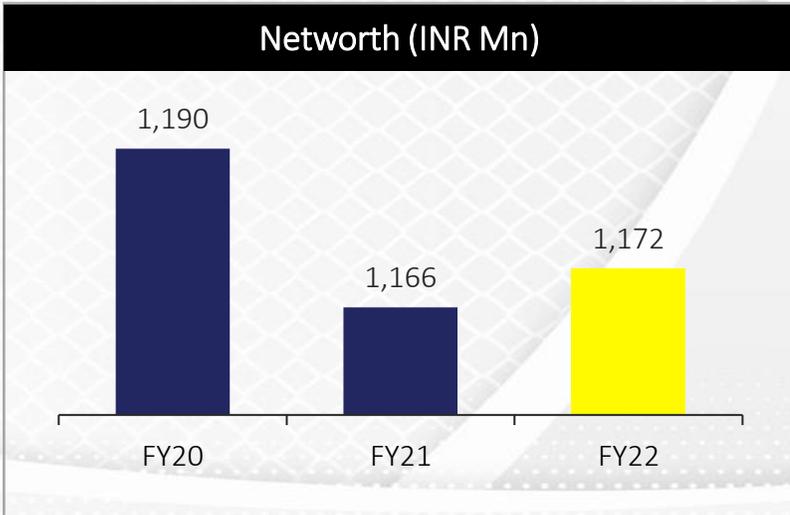
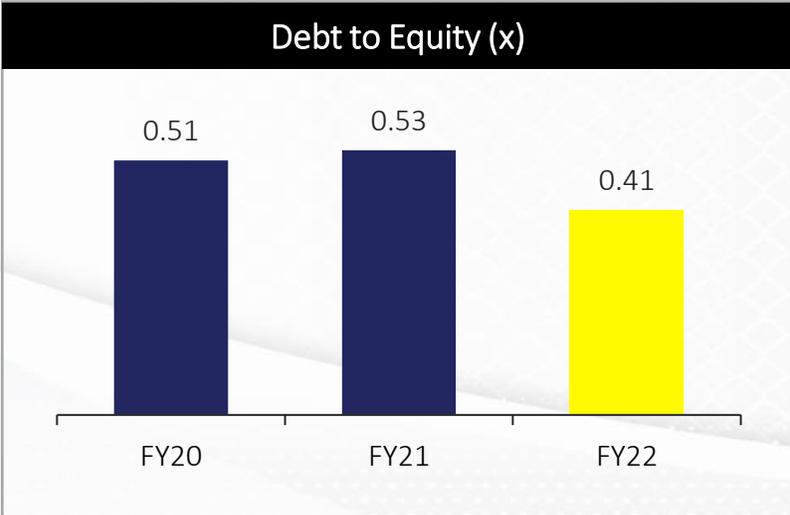
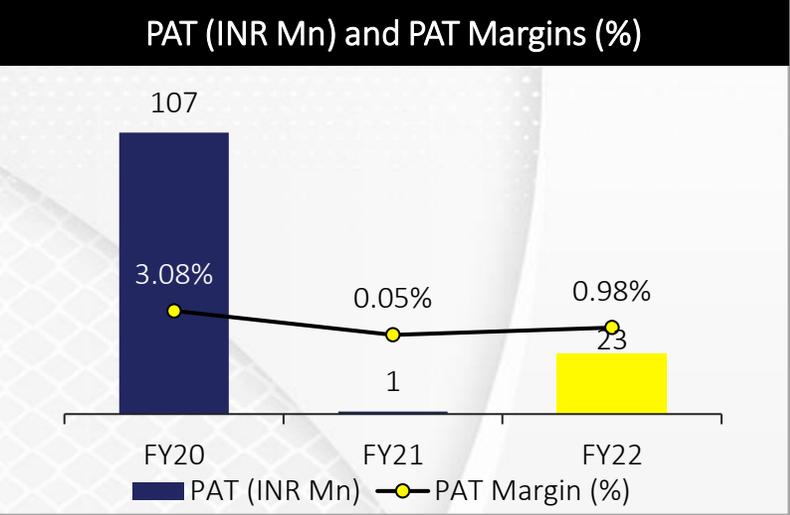
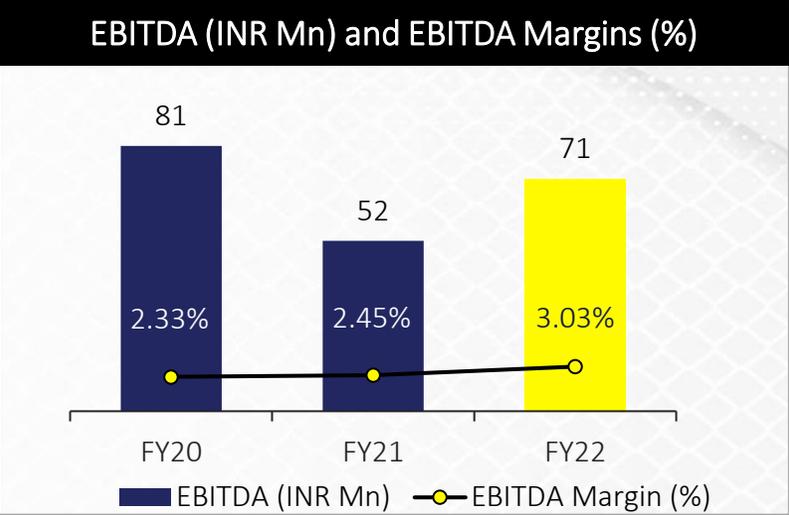
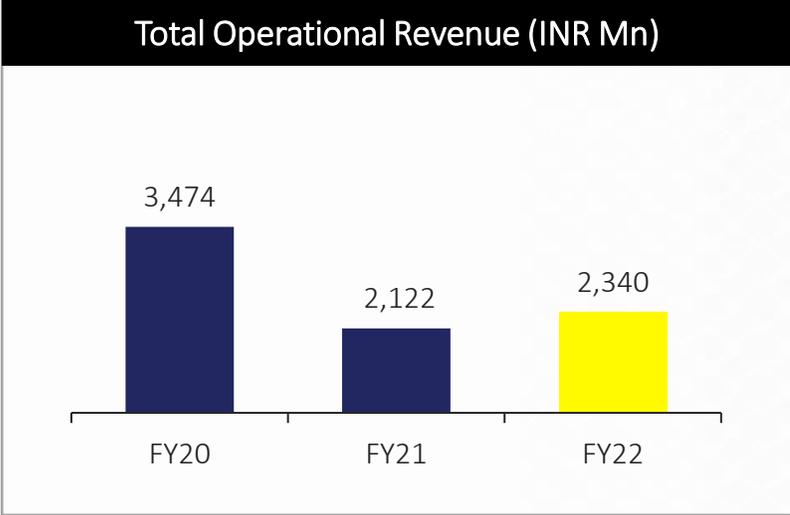
Particulars (INR Mn)	FY20	FY21	FY22
Operational Income	3,474	2,122	2,340
Total Expenses	3,393	2,070	2,269
<b>EBITDA</b>	<b>81</b>	<b>52</b>	<b>71</b>
<i>EBITDA Margins (%)</i>	<i>2.33%</i>	<i>2.45%</i>	<i>3.03%</i>
Other Income	65	51	31
Depreciation	39	24	26
Interest	74	76	54
Exceptional Items	95	-	-
<b>PBT</b>	<b>128</b>	<b>3</b>	<b>22</b>
Tax	21	2	(1)
<b>Profit After tax</b>	<b>107</b>	<b>1</b>	<b>23</b>
<i>PAT Margins (%)</i>	<i>3.08%</i>	<i>0.05%</i>	<i>0.98%</i>
Other Comprehensive Income	(70)	9	(4)
<b>Total Comprehensive Income</b>	<b>37</b>	<b>10</b>	<b>19</b>
Basic EPS (INR)	6.50	0.03	0.77
Diluted EPS (INR)	6.50	0.03	0.57

# Historical Balance Sheet



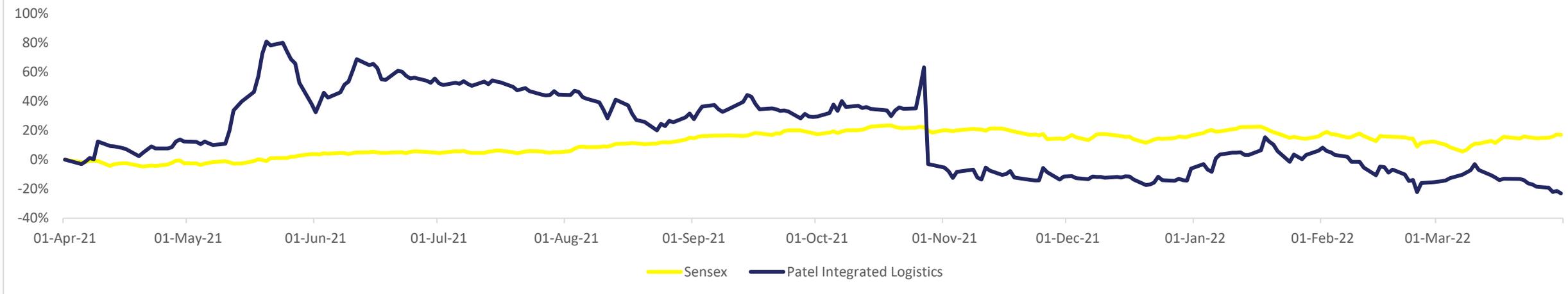
Equity and Liabilities (INR Mn)	FY20	FY21	FY22
<b>Equity and Liabilities</b>			
(A) Share Capital	165	260	360
(B) Other Equity	1,025	906	812
<b>Total Equity</b>	<b>1,190</b>	<b>1,166</b>	<b>1,172</b>
<b>Non Current Liabilities</b>			
Financial Liabilities:			
(a) Borrowings	191	188	147
(b) Other Financial Liabilities	33	30	33
Deferred Tax Liabilities (Net)	21	23	24
<b>Total Non-current liabilities</b>	<b>245</b>	<b>241</b>	<b>204</b>
<b>Current Liabilities</b>			
Financial Liabilities:			
(a) Borrowings	366	356	291
(b) Trade Payables	153	18	38
(c) Other Financial Liabilities	68	87	53
Other Current Liabilities	20	31	24
Provisions	12	4	8
<b>Total Current Liabilities</b>	<b>619</b>	<b>496</b>	<b>414</b>
<b>Total Equity and Liabilities</b>	<b>2,054</b>	<b>1,903</b>	<b>1,790</b>

Assets (INR Mn)	FY20	FY21	FY22
<b>Non Current Assets</b>			
(A) Property, Plant & Equipment	454	479	514
(B) Capital Work In Progress	21	8	1
(C) Investment Property	56	52	51
(D) Intangible Assets	1	1	3
(E) Financial Assets			
(i) Investments	31	38	29
(ii) Loans	5	5	6
(iii) Other Financial Assets	39	39	28
<b>Total Non-Current Assets</b>	<b>607</b>	<b>622</b>	<b>632</b>
<b>Current Assets</b>			
(a) Investments	76	56	30
(b) Trade Receivable	887	719	643
(c) Cash And Cash Equivalent	129	230	217
(d) Other Financial Assets	29	15	15
Other Current Assets	326	261	253
<b>Total Current Assets</b>	<b>1,447</b>	<b>1,281</b>	<b>1,158</b>
<b>Total Assets</b>	<b>2,054</b>	<b>1,903</b>	<b>1,790</b>

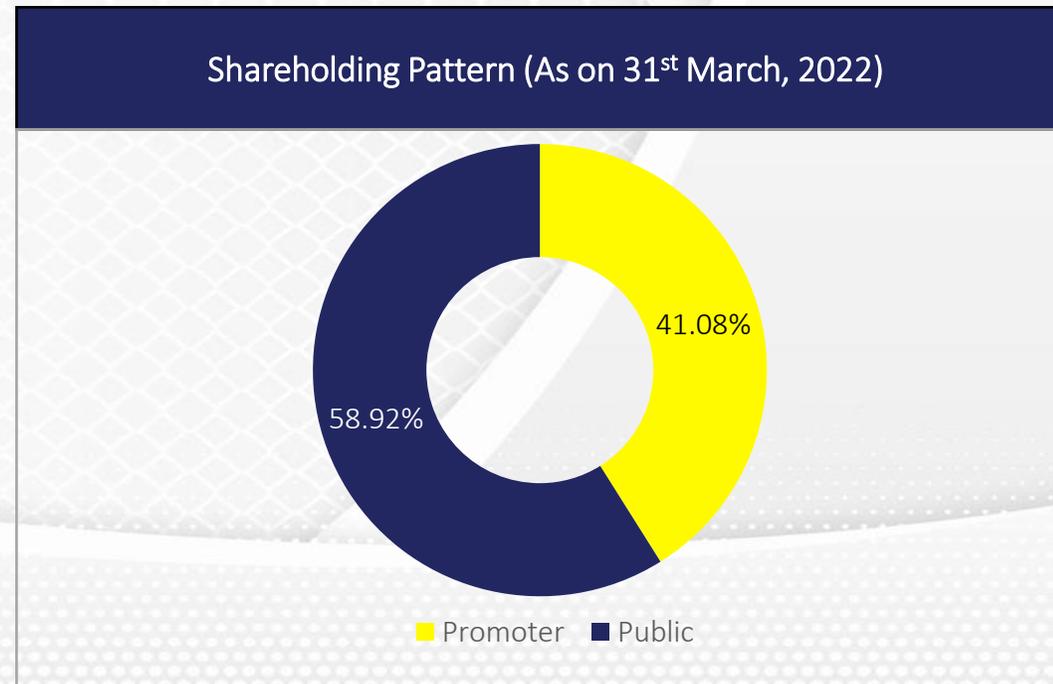




### Stock Performance (Up to 31<sup>st</sup> March 2022)



Price Data (As on 31 <sup>st</sup> March, 2022)	INR
Face Value	10.00
CMP	12.70
52 Week H/L	20.35/11.28
Market Cap (INR Mn)	552
No. of Share outstanding (Mn)	66.03
1 Year Avg. Trading Volume ('000)	199.97





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