BLUE WATER LOGISTICS LIMITED

(Formerly known as Blue Water Logistics Private Limited)
CIN: L63030TG2022PLC165815
Registered Office: 8-2-270/B/1/2, Block-3, 4th Floor, Uptown Banjara, Road No. 3, Banjara Hills, Hyderabad-500034, Telangana, India.
Email id: info@bwl.co.in Contact No: 8341101774
Website: www.bwl.co.in

Letter No.: BWL/032/2026-27
Date: July 28, 2026

NSE SYMBOL: BLUEWATER
ISIN: INE0X3M01010

To,
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E)
Mumbai – 400 051

Subject: Investor Presentation – Q1-FY27

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation, which is also uploaded on our website.

Kindly take the above in your records.

Thanking You,

Yours Faithfully,

For, Blue Water Logistics Limited

LALIT PANDA Digitally signed by LALIT PANDA Date: 2026.07.28 12:06:18 +05'30'

Lalit Panda
Managing Director
DIN: 05358709

Encl a/a

Blue Water Logistics Ltd

Investor Presentation – July 2026

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Company Overview

Blue Water Logistics At A Glance

Empowering Global Logistics Through Scale, Growth & Value Creation.

10 States Presence in	**Hyderabad** Headquartered in	**1,708+** ISO Tank Containers	**100+** Container Trailers
28+ Reach in countries	**1,500+** Clients	**211 Crs** Q1 FY27 Revenue	**24 Crs** Q1 FY27 EBITDA
14 Crs Q1 FY27 PAT	**49.8 %** FY26 ROE	**57.9%** 3 Year Revenue CAGR	**153.8%** 3 Year PAT CAGR

About - Blue Water Logistics

- **Blue Water Logistics** was established in 2010, later incorporated as a Private Limited in 2022, and transitioned into a Public Company in 2025.
- It provides **end-to-end logistics and supply chain solutions**, including freight forwarding, customs clearance, multimodal transportation, NVOCC, ocean, air, surface, and rail freight, along with cargo handling and fumigation services.
- The Company is a licensed **Multimodal Transport Operator** under the Multimodal Transportation of Goods Act, 1993.
- The company is headquartered in **Hyderabad** and operates fifteen branch offices across **Chennai, Delhi, Jaipur, Visakhapatnam, Mumbai, Gandhidham, Ahmedabad, Tada Mandal Andhra Pradesh Bengaluru, Dubai, and other locations**.
- Over the years, the Company has catered to a diverse client base spanning industries such as **confectionery, chemicals, textiles, electronics, crockery, natural stones, fitness equipment, and more**.
- The Company manages its operations through a growing fleet of commercial vehicles, supported by arrangements for air freight, rail transport, and warehousing facilities.
- It has established a strong presence across key Indian states while also expanding internationally with operations in **UAE**.
- The Company is associated with leading international logistics networks including **JCtrans, Global Logistics Alliance, FIATA Group Bond Programme, Tank Container Development Alliance, Neptune the global NVOCC and LCL cargo network and the Federation of Freight Forwarders' Associations in India.**
- It holds **ISO 9001:2015 certification** and **IATA accreditation** for international air cargo, ensuring compliance with global service quality standards.
- The Company is led by an experienced promoter team with deep industry expertise, which has been instrumental in driving consistent growth and sustainable expansion.

Core Capabilities Driving Long-Term Value Creation

Strong Revenue Growth

Revenue jumped from ₹196 Cr (FY25) to ₹386 Cr (FY26) nearly 2× in a single year. PAT grew 135% to ₹25 Cr.

01

02

Reputed Clientele

Welspun, Yokohama, HSIL, Maxfit & many such companies trust BWL for critical supply chains.

Asset-Backed Logistics

Expanded fleet to 1,708+ ISO tanks and 100+ container trailers, enhancing scale, flexibility, and service capability.

03

04

Strong Customer Creditworthiness

Negligible bad debts and a strong recovery cycle across existing receivables continue reflect disciplined credit management.

Focused Management Execution

Led by experienced promoters with strong industry expertise and an execution-driven approach.

05

06

Expanding Business Opportunities

Growth initiatives include air freight expansion, diversification into dry containers and project cargo, and increasing global & domestic presence.

Our Key Milestones

Over the years, BWL has established itself as a trusted integrated logistics partner with end-to-end multimodal capabilities, a strong global partner network, and a consistent focus on quality, compliance, and customer-centric solutions.

2010

Established as a partnership firm under the name "M/s. Blue Water Logistics"

2021

Earlier traded electrical items, later realigned focus toward core logistics growth

2022

Converted into a Private Limited Company – Blue Water Logistics Pvt. Ltd

FFFAI

2022

Recognized as a Member of the Federation of Freight Forwarders' Associations in India (FFFAI)

2023

Granted certificate of Registration as a Multimodal Transport Operator by the Ministry of Ports, Shipping & Waterways

2024

Obtained ISO 9001:2015 certification and IATA accreditation

2025

Got listed on the stock exchange and entered an exclusive air cargo partnership with Turkish Airlines and expanded ISO tank and domestic trailer fleets also received a IVR BBB/Stable credit rating

End-to-End Logistics - One Roof, Six Capabilities

01 Ocean Freight

02 Nvocc Tank Container Logistics

03 Surface And Railway Freight

04 Customs House Agent

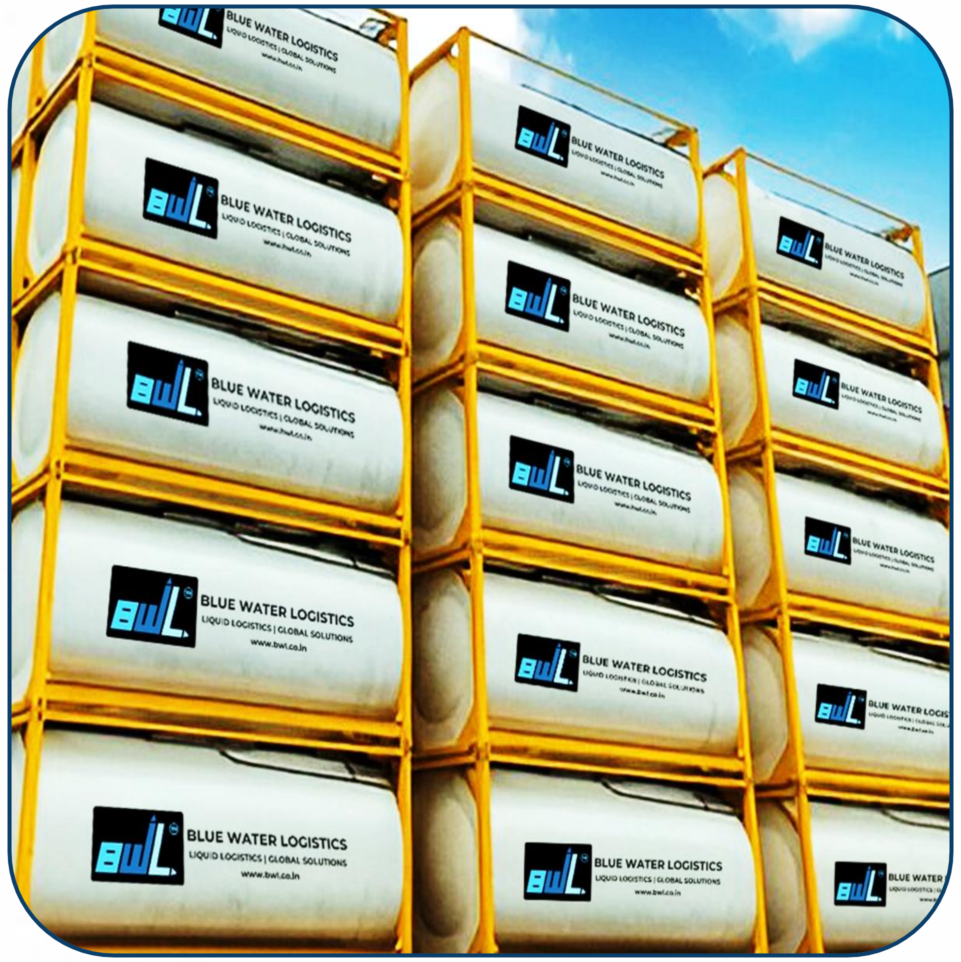
05 Air Freight

06 Other Value-added Services

Strong Asset Base Supporting Scalable Operations

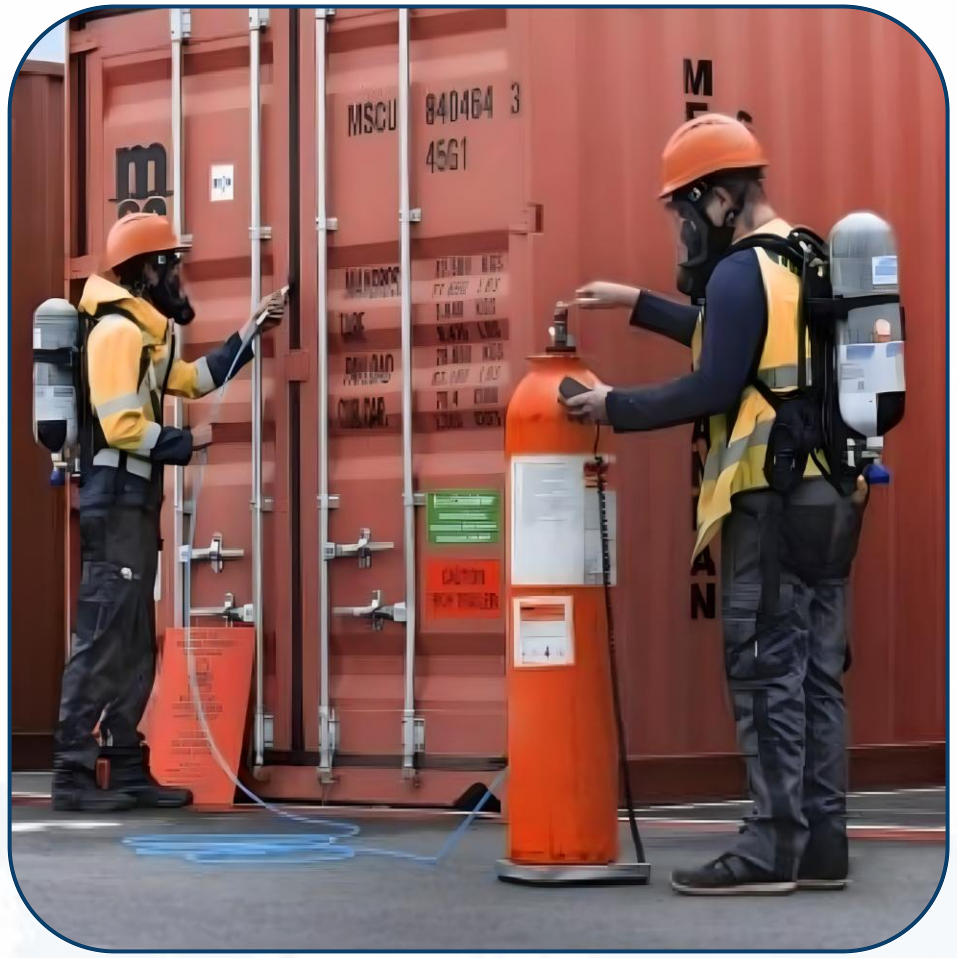
100+

Expanded 40-feet trailer fleet to haul containers for domestic pick-up and delivery



1,708+

Expanded ISO tank fleet for liquid cargo.



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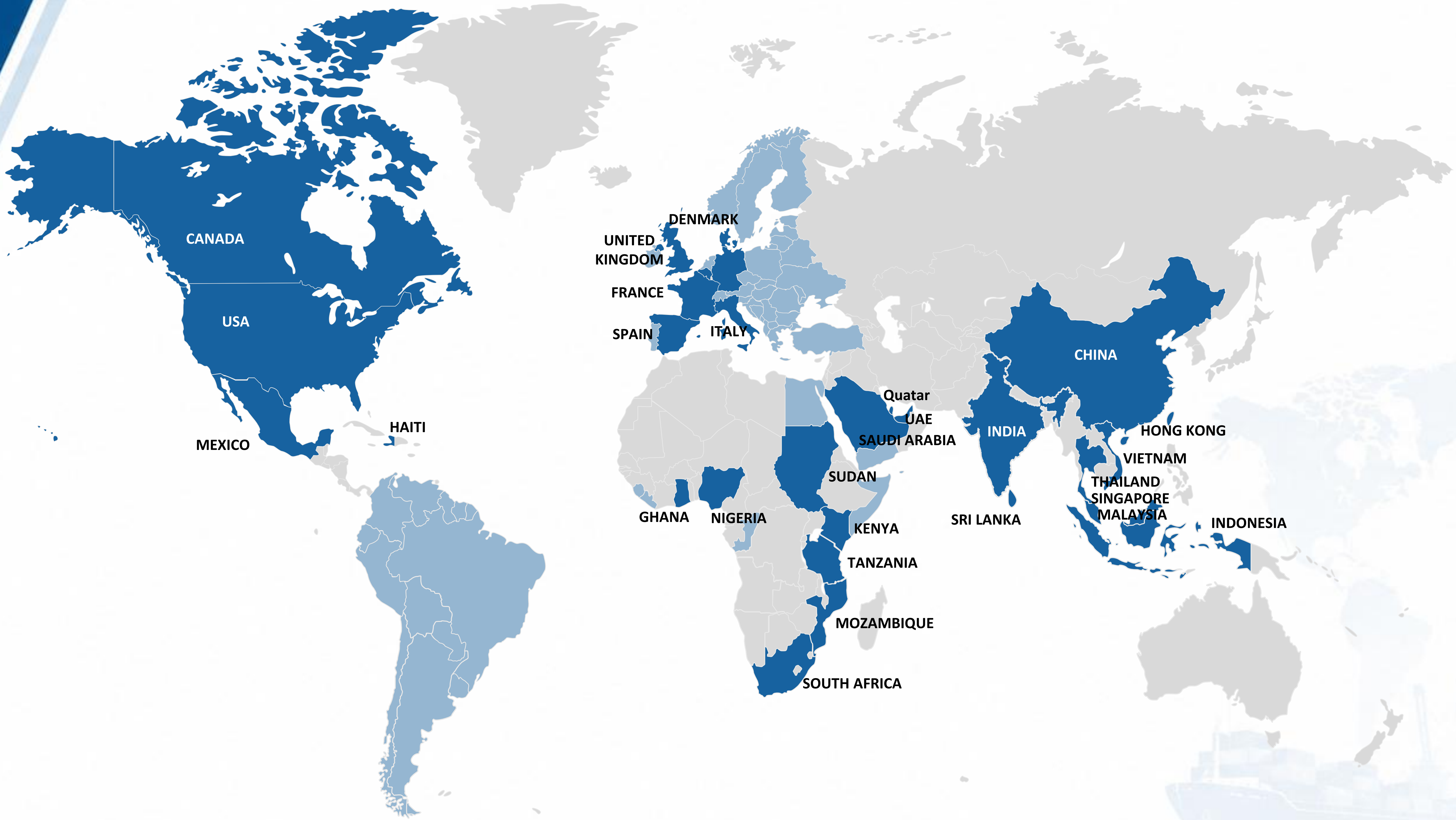
Fumigation Power Spray

Reputed Customers Driving Secured Growth

- TOSHIBA
- ESTD. 1933 TILAKNAGAR INDUSTRIES LTD
- BOMBAY AMMONIA
- Cohance
- YASHO INDUSTRIES
- SUKASO CERACOLORS
- HARTEX
- Golcha Group
- HFCL GROUP
- HIGH-TECH METALS LIMITED
- HETERO
- VISHNU CHEMICALS
- Deevya Shakti Paper Mills (P) Ltd.
- NAGARJUNA NACL
- NACL Industries Limited
- MUKANDSUMI Speciality Steel — Integrity • Synergy • Passion
- Marino
- AUROBINDO
- PRAYAGH CONSUMER CARE PVT LTD.
- Suryalata Spinning Mills ltd
- IFFCO Indian Farmers Fertiliser Cooperative Limited
- atul
- WELSPUN
- Haldyn Glass Limited (Formerly Known as Haldyn Glass Gujarat Ltd.)
- SG Supreme Gums Pvt. Ltd. — Attaining Global Leadership Through Quality
- HSIL
- AZAD Meet The Future..
- Ambuja Cement — Giant Compressive Strength
- YOKOHAMA
- Sumo Be Healthy
- MAXFIT

Strengthening Worldwide Connectivity



Growing Fleet Size

BWL is investing in expanding its transportation capabilities

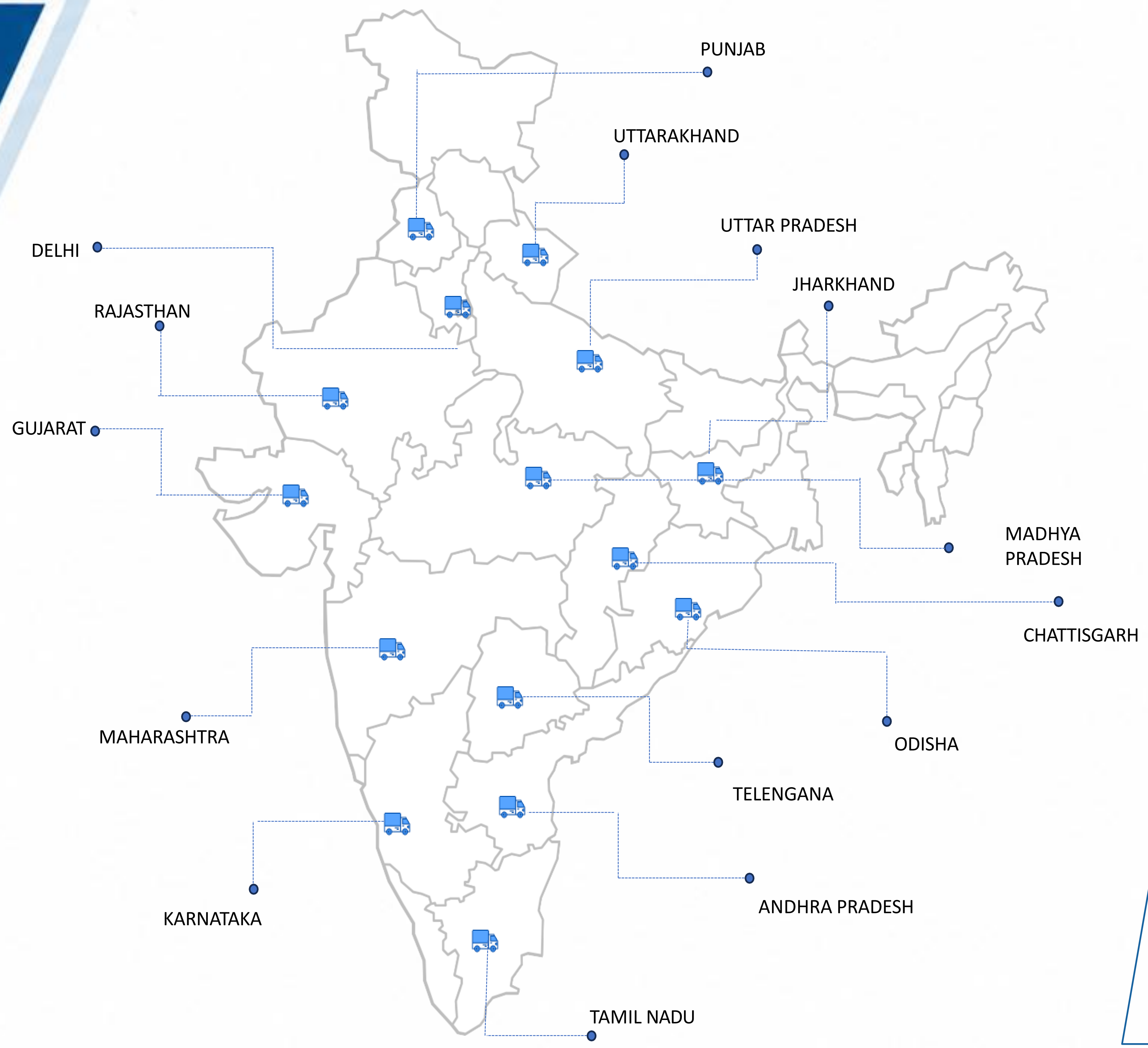
Compliance with Global Standards

BWL is a participant in the FIATA Group Bond Program

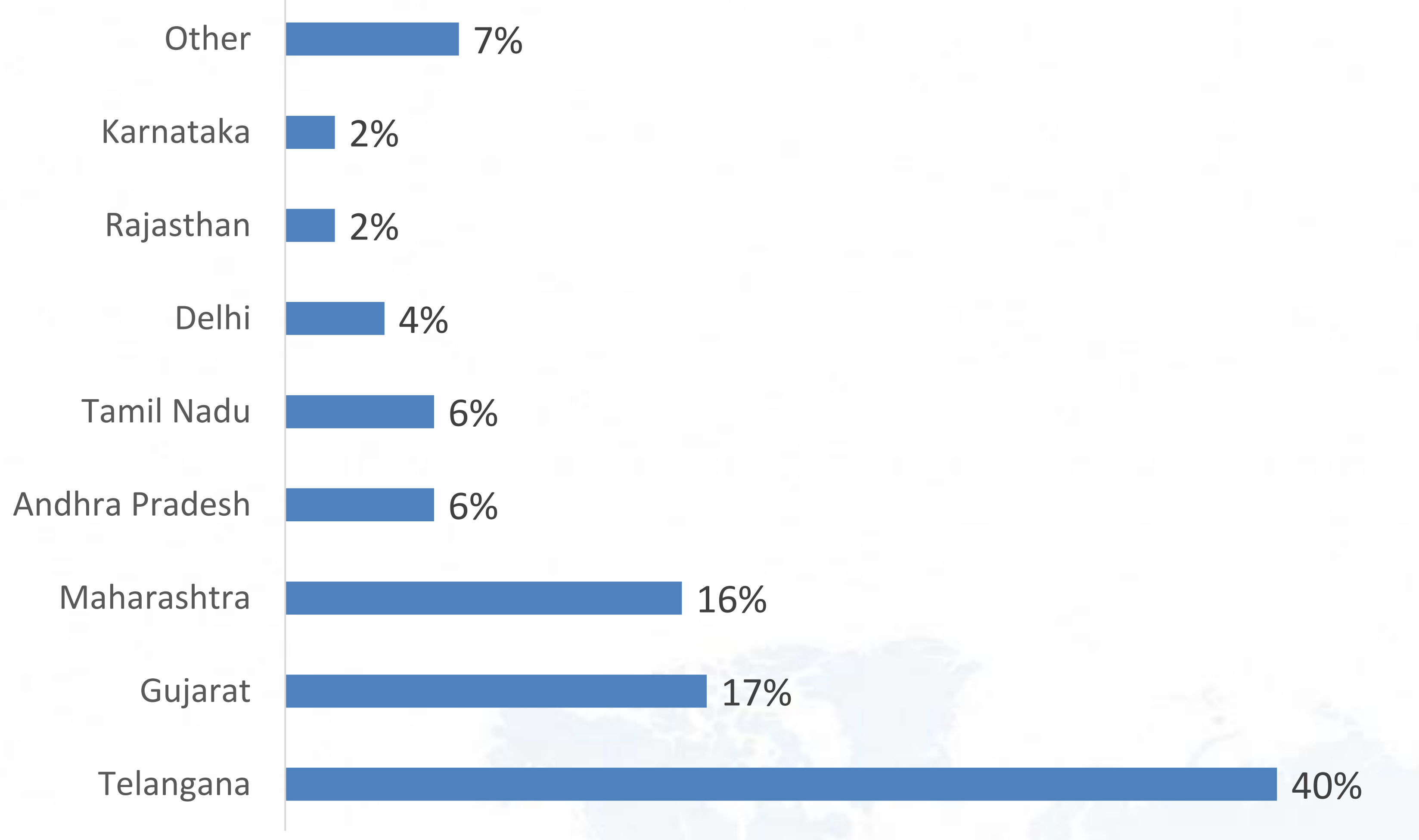
Reliable & Secure Operations

BWL Ltd. ensures reliable logistics through end-to-end supply chain and multimodal transport across sea, air, and land

Expanding Nationwide Footprint Driving Growth



State-wise Revenue Contribution for



- Achieved ₹386 Cr revenue in FY26, with ~73% contribution from key growth states including Telangana, Gujarat, and Maharashtra.
- Strengthening customer relationships while steadily expanding market presence across strategic regions.

Experienced Promoter Leadership

Laxmi Narayan Mishra
Chairman

He holds a postgraduate degree in Commerce and brings over 26+ years of experience in logistics. He co-founded Blue Water Logistics in 2010 after leadership roles at GAC Shipping and Marinetrans India and currently oversees the company's finances, branch operations, daily activities, and strategic planning.

Lalit Panda
Managing Director

With over 22+ years of experience in the logistics industry, he has been instrumental in driving the Company's sales and marketing initiatives. He currently oversees business strategy, marketing systems, and the supervision and direction of sales operations, ensuring consistent growth and operational efficiency.

Madhusmita Mohanty
Whole Time Director

She is a postgraduate in Life Sciences with 21+ years of industry experience. She leads the NVOCC division and contributes to key strategic decisions. She oversees branch operations, administration, and finance, ensuring smooth business functioning, and manages the company's Dubai branch.

Partner Networks & Accreditations

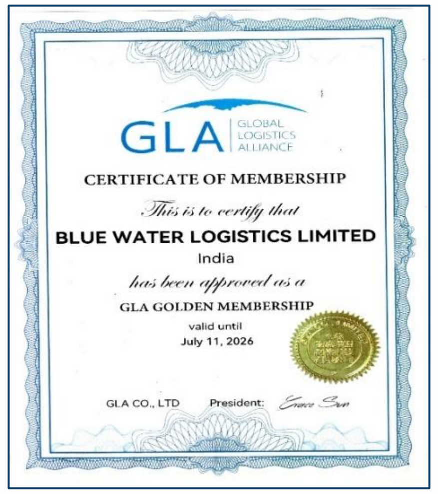
ISO 9001:2015


CERTIFICATE
BLUE WATER LOGISTICS LIMITED
BLOCK 3, 4TH FLOOR, UPTOWN BANJARA, ROAD NO.3, BANJARA HILLS, HYDERABAD-500034, TELANGANA, INDIA.
ISO 9001:2015
"PROVIDING ALL KIND OF LOGISTICS SERVICES."

Tank Container Development Alliance Membership


CERTIFICATE OF PARTICIPATION
This is to certify that
BLUE WATER LOGISTICS LIMITED
Block 3, 4th Floor, Uptown Banjara, Road Number 3 Banjara Hills,
Hyderabad, Telangana 500034
India
is a participant in the
FIATA GROUP BOND PROGRAMME
Original Effective Date: 01-Dec-24
Bond Number: KMS52005
Individual Limit: $150,000.00
Bond Period Ending: 30-Nov-25
AVALON RISK MANAGEMENT

Gla Golden Membership


GLA GLOBAL LOGISTICS ALLIANCE
CERTIFICATE OF MEMBERSHIP
This is to certify that
BLUE WATER LOGISTICS LIMITED
India
has been approved as a
GLA GOLDEN MEMBERSHIP
valid until
July 11, 2026
GLA CO., LTD
President

JCTRANS Premium Membership


Certificate
OF JCTRANS MEMBERSHIP
Member ID:109070
BLUE WATER LOGISTICS LIMITED
has successfully complied with the conditions of JCPremium membership
2024.10 - 2027.10
VALID TERM
Jacy Qiu, Chief Executive Officer

Authorized Economic Operator (AEO)


CENTRAL BOARD OF INDIRECT TAXES AND CUSTOMS
MINISTRY OF FINANCE
GOVERNMENT OF INDIA
AUTHORIZED ECONOMIC OPERATOR CERTIFICATE
AEO
M/s BLUE WATER LOGISTICS LIMITED

International Air Transport Association (Iata)


Certificate of Accreditation
The International Air Transport Association (IATA) is proud to certify that
BLUE WATER LOGISTICS LIMITED
HYDERABAD, INDIA
has met the professional standards of the International Air Transport Association to promote, sell and handle international air cargo transportation.
Certificate validity: 2025
2025 IATA

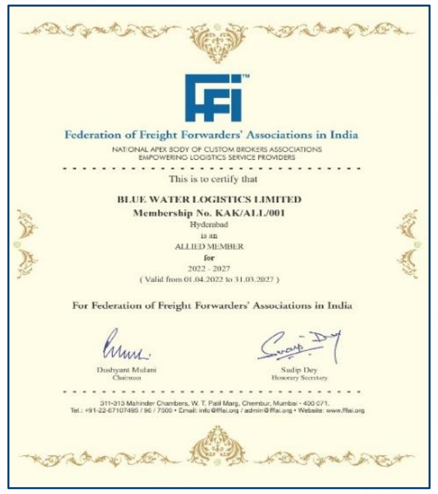
Tank Container Development Alliance Membership


TCDA
MEMBERSHIP
CERTIFICATE
This Certification Is Proudly Presented to Confirm That
BLUE WATER LOGISTICS LIMITED
Is a member of TCDA
(TANK CONTAINER DEVELOPMENT ALLIANCE)
04/2025

Multimodal Transport Operator


GOVERNMENT OF INDIA
MINISTRY OF PORTS, SHIPPING AND WATERWAYS
DIRECTORATE GENERAL OF SHIPPING
CERTIFICATE OF REGISTRATION

Fedreation Of Freight Forwarders' Associaltion India Membership


Federation of Freight Forwarders' Associations in India
This is to certify that
BLUE WATER LOGISTICS LIMITED
2022 - 2027

Dun & Bradstreet (D&B) D-U-N-S® Registration Certificate


dun & bradstreet
This is to certify that
BLUE WATER LOGISTICS LIMITED
4th Floor, Block 3, Uptown Banjara, Road No. 3 Banjara Hills, Hyderabad 500034 Telangana India
is now part of the Dun & Bradstreet Global Database and has assigned the
D&B D-U-N-S®Number: 93-065-2962
15th December 2025

Partner Networks

Strategic Roadmap for Growth

Our strategic pillars drive operational excellence today and pave the way for sustainable growth tomorrow

Operational Efficiency

- Strengthen delivery timelines with enhanced operational controls
- Build our own fleet to ensure reliable and cost-effective logistics
- Reduce dependence on outsourced vehicles and ensure service continuity

Relationship Building

- Foster long-term partnerships with suppliers and customers
- Strengthen trust through open communication and reliability
- Collaborate across the supply chain for consistent quality and timely service

Quality Commitment

- Maintain international service standards with quality certifications
- Deliver consistent, high-quality services that build customer loyalty
- Enhance brand reputation through a strong focus on excellence

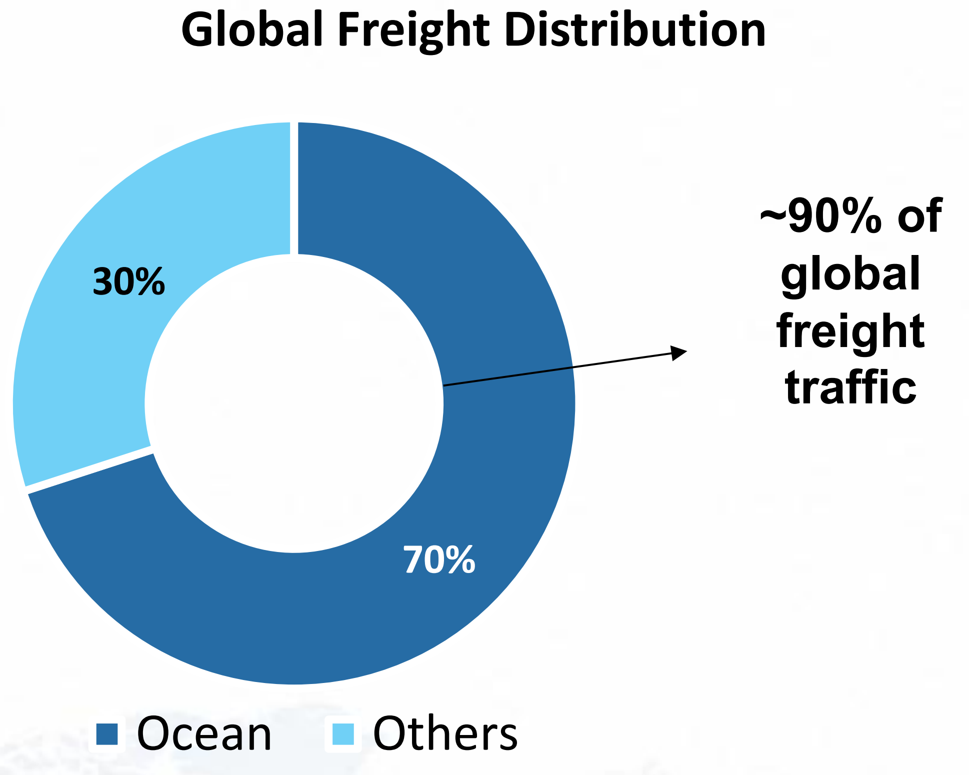
Sales & Market Expansion

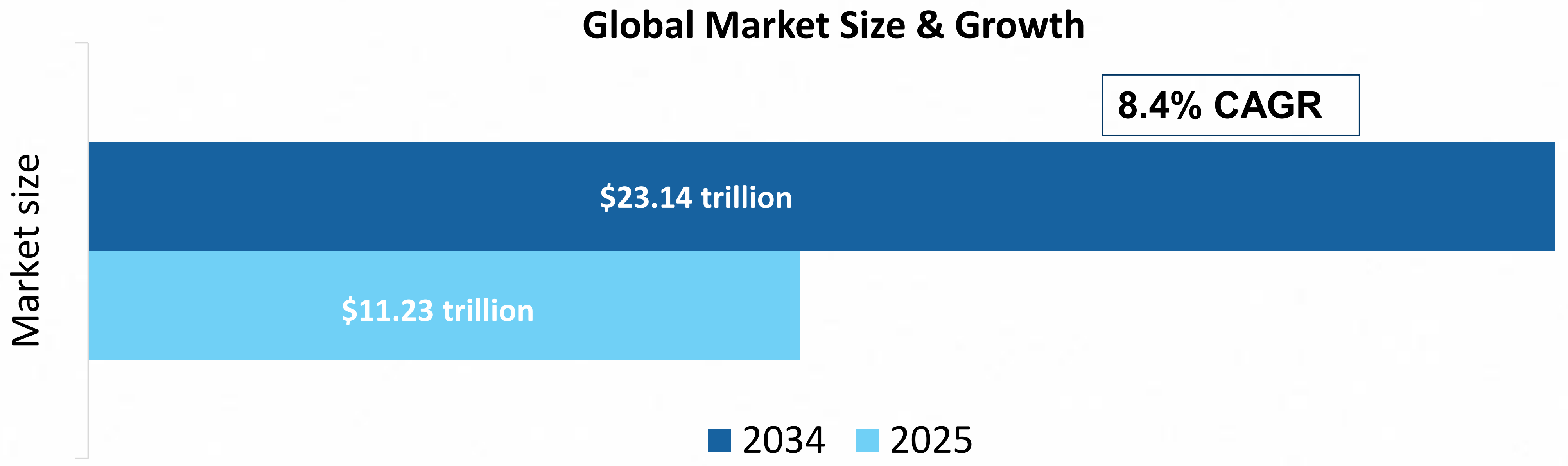
- Expand into new markets to increase customer reach
- Drive higher sales volumes through business growth initiatives
- Focus on select clients to deliver customized, efficient solutions

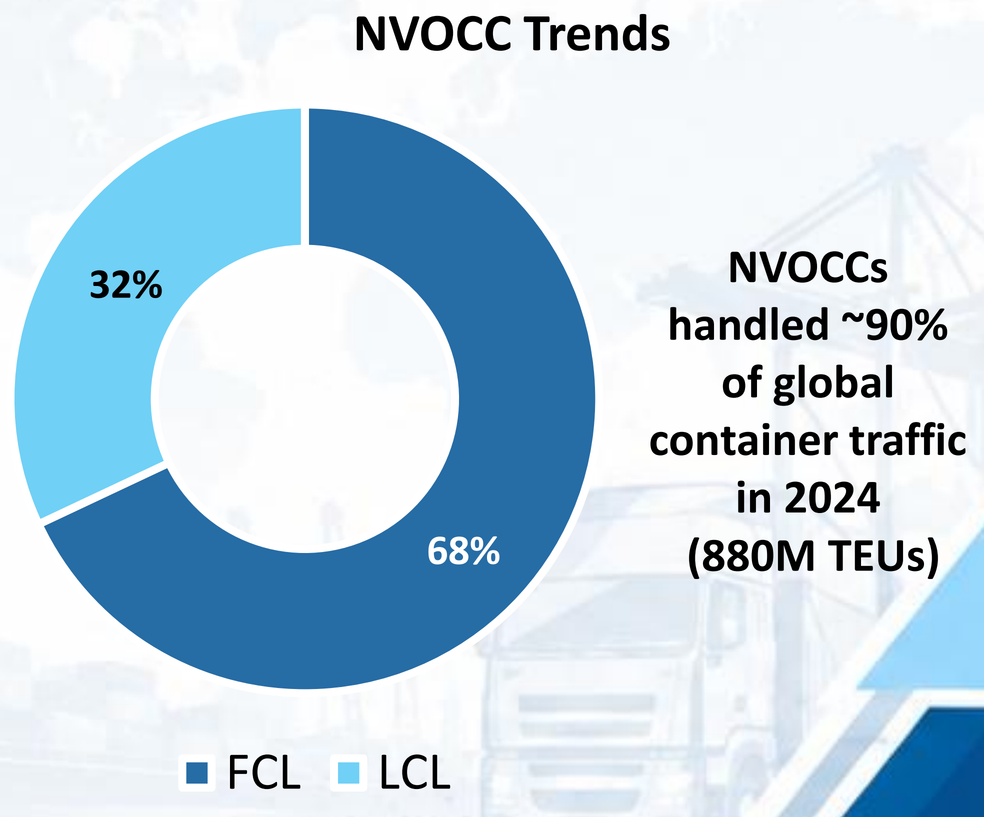
Industry Outlook

Global Logistics Industry

- Global logistics industry is evolving with technology adoption, digitalization, and integrated supply chain solutions, creating efficiencies in transportation, warehousing, and trade.
- Growth is driven by booming e-commerce and cross-border trade agreements, increasing demand for freight and warehousing services
- Industry transformation via technology (IoT, AI, automation, advanced tracking, blockchain) and expanding reverse-logistics operations is boosting efficiency and capacity across the supply chain
- Sustainability and green logistics are emerging as critical priorities, with industry leaders investing in low-carbon transport, alternative fuels, and energy-efficient warehouses to meet regulatory and ESG requirements.







Source: SupplyChainBrain, ClickPost, NVOCC Market Growth, Trends Analysis Report by 2033 and others.

Indian Logistics Industry Overview

INFRASTRUCTURE

Massive Infrastructure Build - More Routes, More Freight

National Highways expanded 60% since 2014 - 1.48 lakh km; road freight capacity growing fast

Railways & Ports - Asia's largest rail network + 107 port projects improving first/last mile

35 Logistics Parks with ₹50,000 Cr investment integrating road, rail, air & warehousing

GOVERNMENT POLICY

Policy Pushing Business Toward Organised Players Like BWL

PM GatiShakti - integrated multi-modal plan reducing friction, delays and logistics costs

National Logistics Policy - single-window e-logistics platform; formalising the sector rapidly

Freight Corridors & Bharatmala - direct connectivity from industrial hubs to major ports

TECHNOLOGY

Tech is Cutting Costs & Boosting Margins Sector-Wide

AI, GPS & blockchain - real-time tracking and analytics reducing supply chain waste significantly

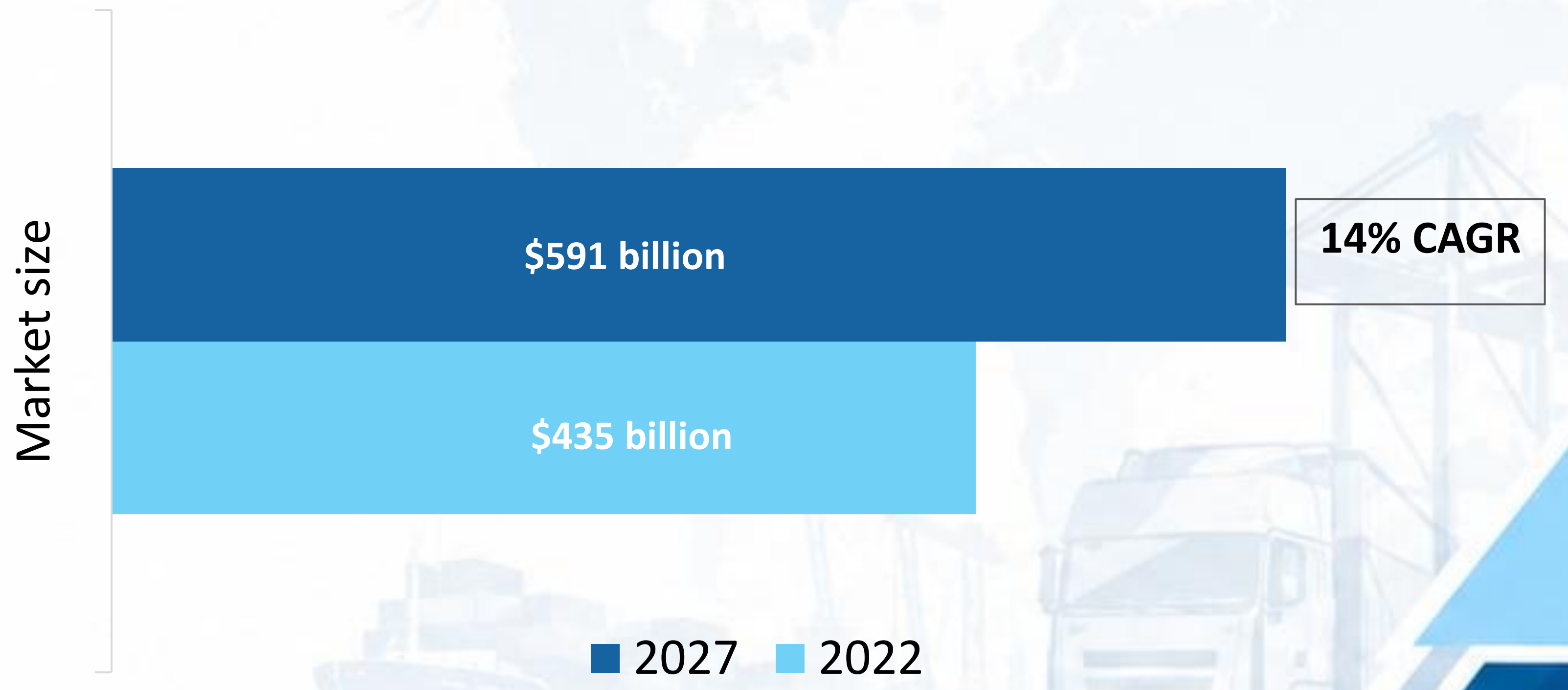
E-way bill & FASTag - digital compliance cutting border turnaround time for organised operators

Shift to organised - clients moving from unorganised to compliant partners; BWL is ready

Growth Drivers and Policies

- Contributes 13–14% to GDP, employs 22+ million people, with 10 million more jobs expected by 2027
- Shift to organized players: from 6% (FY22) → 12–15% (FY27), growing at ~32% CAGR
- Multi-Modal Logistics Parks (MMLPs): 35 hubs (≥100 acres) integrating road, rail, air with warehousing, customs & cold storage (Rs. 50,000 crore investment)

Indian Market Size & Growth

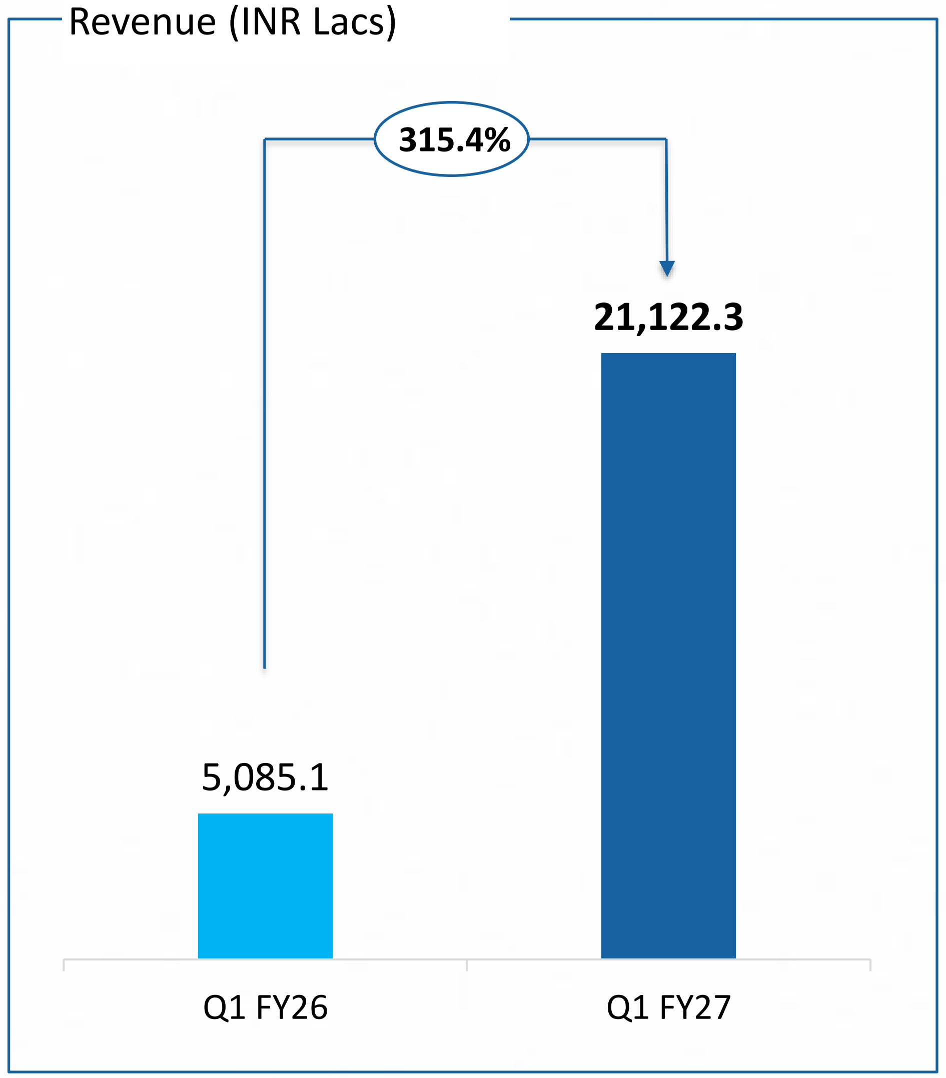


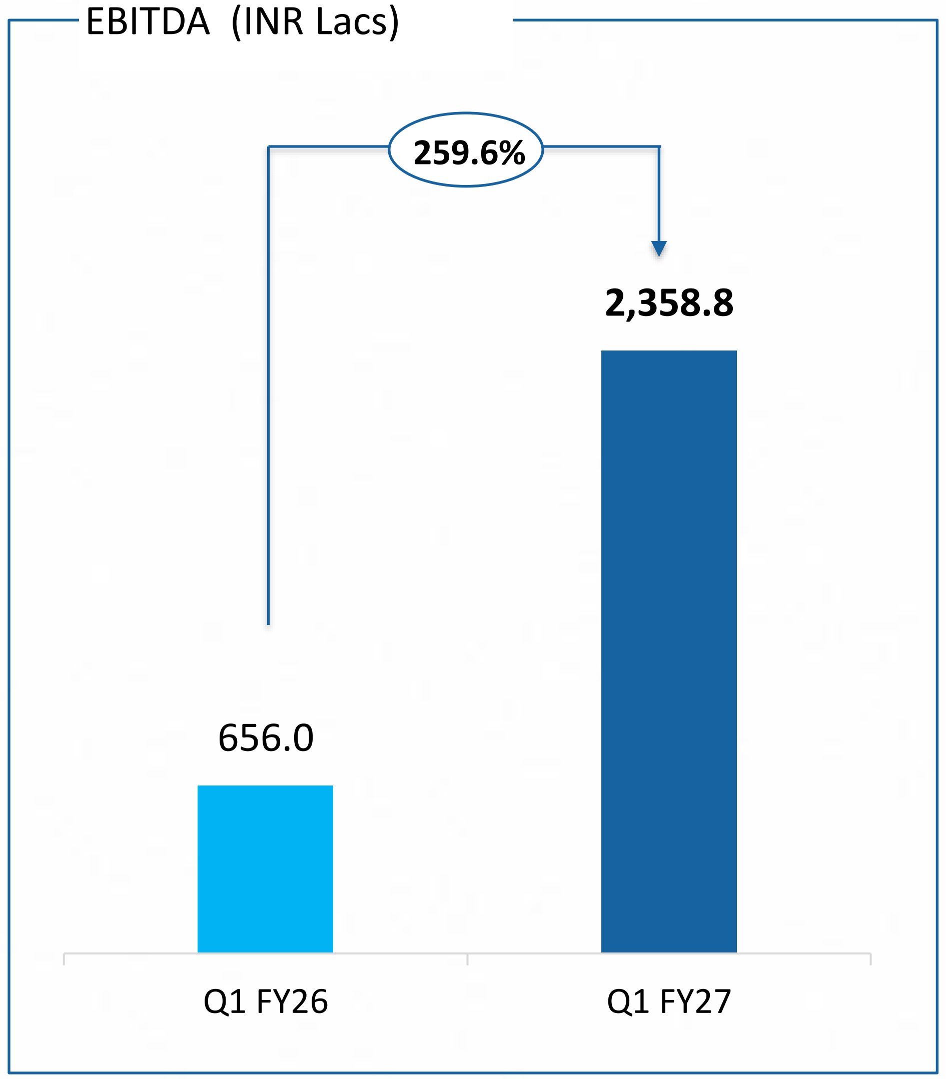
Source: SupplyChainBrain, ClickPost, NVOCC Market Growth, Trends Analysis Report by 2033 and others.

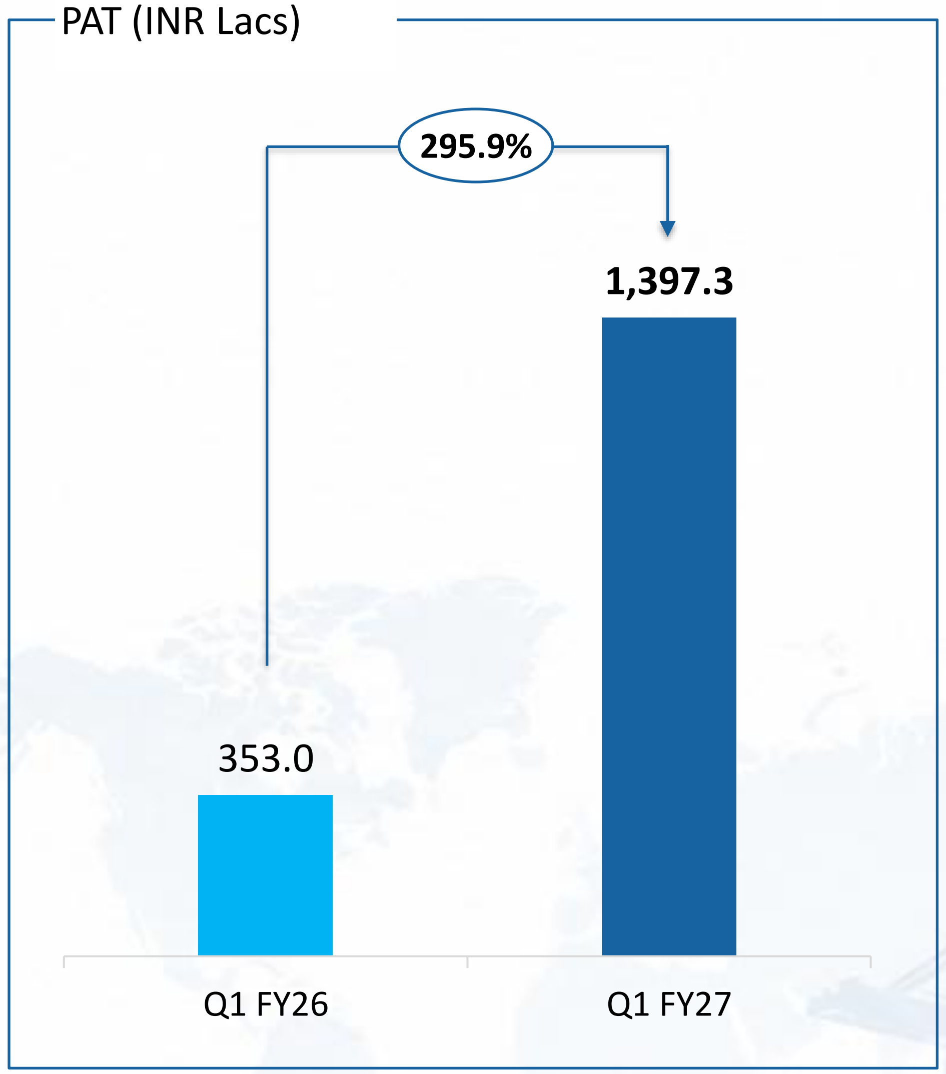
Quarterly
Financial Performance

Key Financial Highlights

Q1 FY27







Consolidated Income Statement

Particulars (Rs. Lacs)	Q1 FY27	Q1 FY26	Y-o-Y	Q4 FY26	Q-o-Q
Revenue from Operations	**21,122.3**	**5,085.1**	**315.4%**	**13,538.4**	**56.0%**
Operating Expense	18,031.6	4,086.3		11,352.4	
Employee Expenses	566.2	182.9		515.0	
Other Expenses	165.8	159.9		130.8	
EBITDA	**2,358.8**	**656.0**	**259.6%**	**1,540.1**	**53.2%**
EBITDA Margin (%)	**11.2%**	**12.9%**	**-170 bps**	**11.4%**	**-20 bps**
Other Income	11.9	0.0		13.8	
Depreciation	209.6	121.2		117.8	
EBIT	**2,161.1**	**534.8**	**304.1%**	**1,436.1**	**50.5%**
EBIT Margin (%)	**10.2%**	**10.5%**	**-30 bps**	**10.6%**	**-40 bps**
Finance Cost	286.8	72.4		206.5	
Profit before Tax	**1,874.4**	**462.5**	**305.3%**	**1,229.6**	**52.4%**
Tax	477.1	109.5		310.4	
Profit After Tax	**1,397.3**	**353.0**	**295.9%**	**919.1**	**52.0%**
PAT Margin (%)	**6.6%**	**6.9%**	**-30 bps**	**6.8%**	**-20 bps**
EPS (As per Profit after Tax)	12.70	3.97		8.74	

Consolidated Balance Sheet

Assets (Rs. Lacs)	Mar-26	Mar-25
Non - Current Assets		
a)Property, plant and equipment and Intangible Assets		
i) Tangible Assets	2,155.5	623.5
ii) Intangible Assets	587.3	-
iii) Capital WIP	655.1	74.5
iv) Intangible Assets under Development	4.0	-
b) Investments	-	-
c) Deferred tax assets (net)	-	-
d) Long term Loans and advances	33.8	251.6
d) Other non current assets	501.8	132.5
Total Non - Current Assets	**3,937.5**	**1,082.1**
Current Assets		
a) Trade receivables	14,143.4	4,514.7
b) Cash and cash equivalents	1,568.0	78.2
c) Short term loans and advances	907.6	176.2
d) Other current assets	2,993.3	1,780.7
Total Current Assets	**19,612.2**	**6,549.9**
Total Assets	**23,549.6**	**7,632.0**

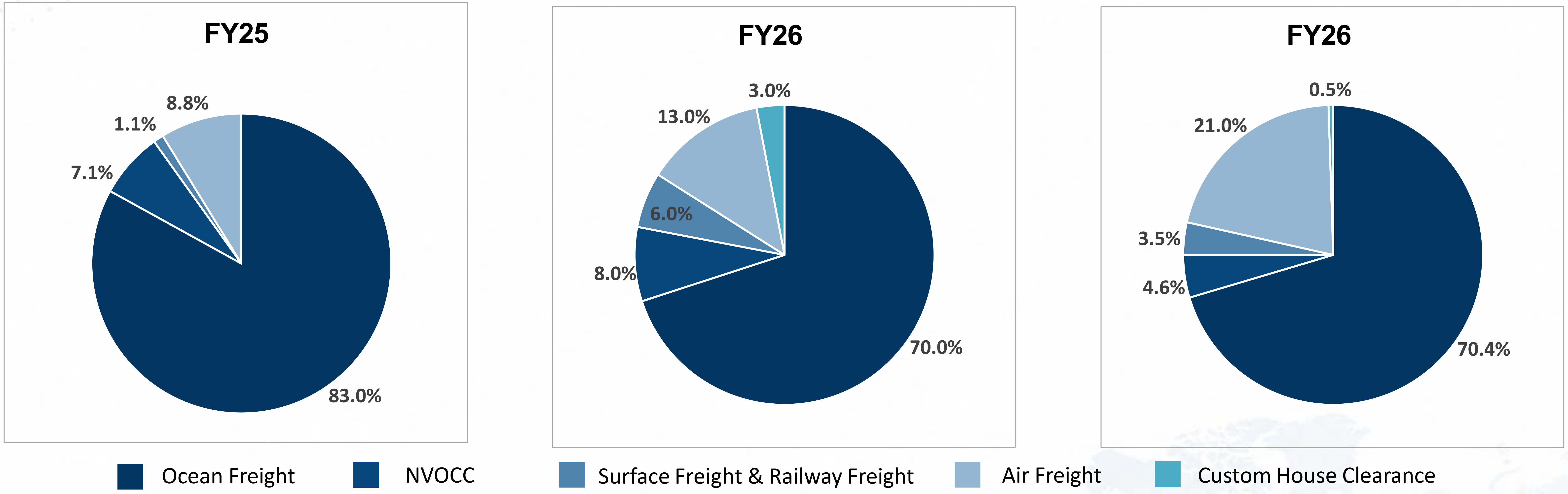
Equity and Liabilities (Rs. Lacs)	Mar-26	Mar-25
Shareholders Funds		
(a) Equity share capital	1,100.0	800.0
(b) Reserve & Surplus	7,009.6	1,222.7
Total Equity	**8,109.6**	**2,022.7**
Non - Current Liabilities		
a) Borrowings	2,508.4	1,398.0
b) Deferred tax liabilities (net)	33.4	14.8
c)Long term provision	32.4	-
Total Non - Current Liabilities	**2,574.2**	**1,412.8**
Current Liabilities		
a) Borrowings	8,244.6	2,275.1
b) Trade payables		
(i)Total Outstanding dues of Micro & Small Enterprises	231.2	68.7
(ii) Total Outstanding dues Creditors other than Micro & Small Enterprises	3,241.9	1,376.3
c)Other current liabilities	321.2	123.7
d) Provisions	827.0	352.7
Total Current Liabilities	**12,865.8**	**4,196.4**
Total Equity and Liabilities	**23,549.6**	**7,632.0**

Consolidated Cashflow Statement

Particulars (Rs. Lacs)	Mar-26	Mar-25
Cash Flow from Operating Activities		
Profit before Tax	3,385.2	1,438.9
Adjustment for Non-Operating Items	1,039.8	441.8
Operating Profit before Working Capital Changes	**4,425.0**	**1,880.7**
Changes in Working Capital	-9,127.8	-2,509.5
Cash Generated/Used from Operations	**-4,702.8**	**-628.7**
Less: Direct Taxes paid	-639.8	-244.4
Net Cash from Operating Activities	**-5,342.6**	**-873.1**
Cash Flow from Investing Activities	**-3,348.4**	**-847.8**
Cash Flow from Financing Activities	**10,180.1**	**1,667.1**
Effect of exchange rate changes on cash, cash equivalents	0.68	-0.55
Net Increase/(Decrease) in Cash and Cash equivalents	**1,489.8**	**-54.4**

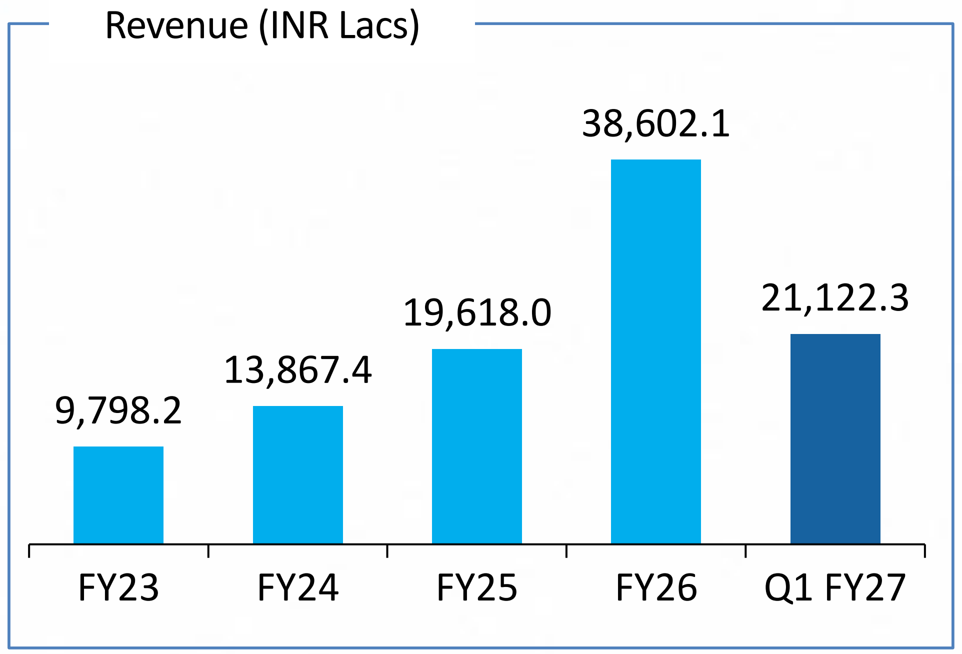
Historical
Financial Performance

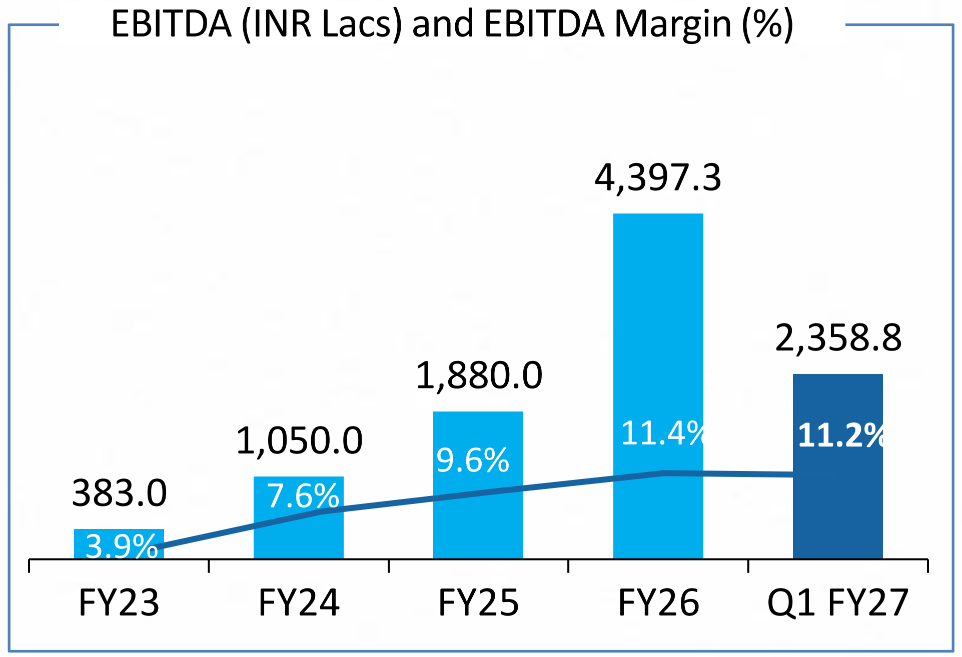
Segment Wise Revenue Contribution

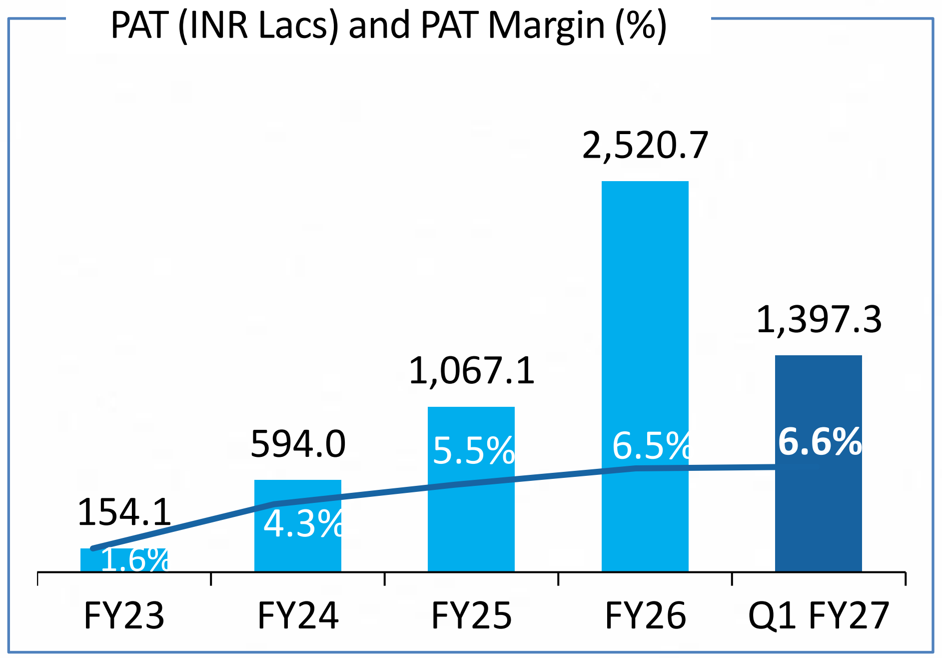


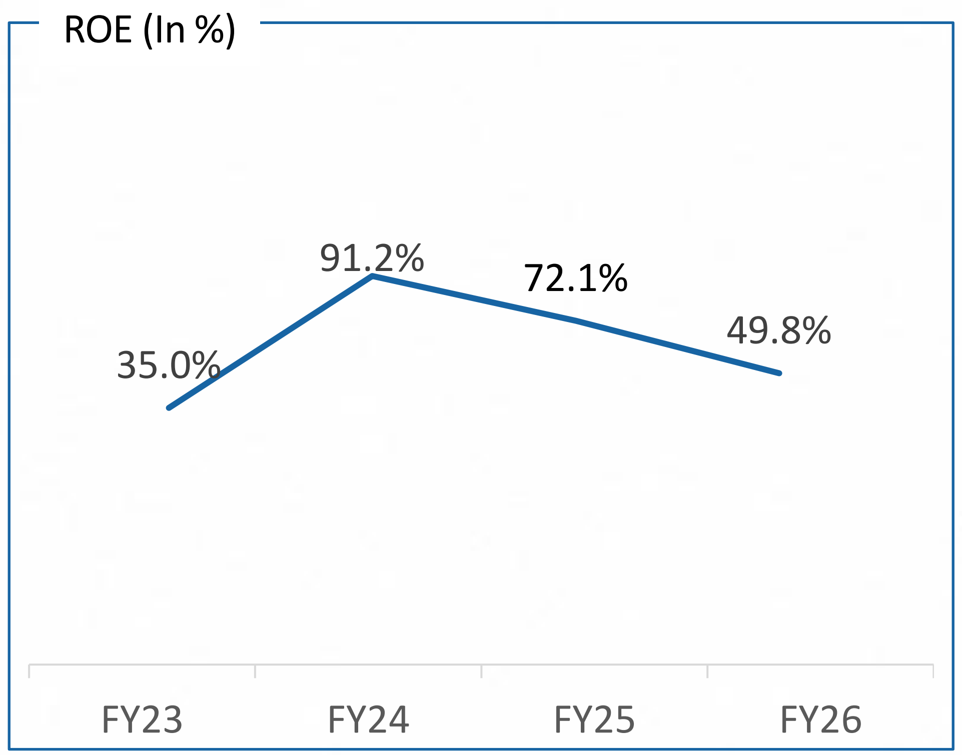
Particulars	FY25	%	FY26	%	Q1 FY27	%
Ocean Freight	16,289.0	83.0	27,021.4	70.0	14,868.2	70.4
NVOCC	-	-	3,088.2	8.0	974.7	4.6
Surface Freight & Railway Freight	1,390.6	7.1	2,316.1	6.0	741.1	3.5
Air Freight	215.4	1.1	5,018.3	13.0	4,444.9	21.0
Custom House Clearance	1,723.0	8.8	1,158.1	3.0	93.4	0.5
Total	**19,618.0**	**100**	**38,602.1**	**100**	**21,122.3**	**100**

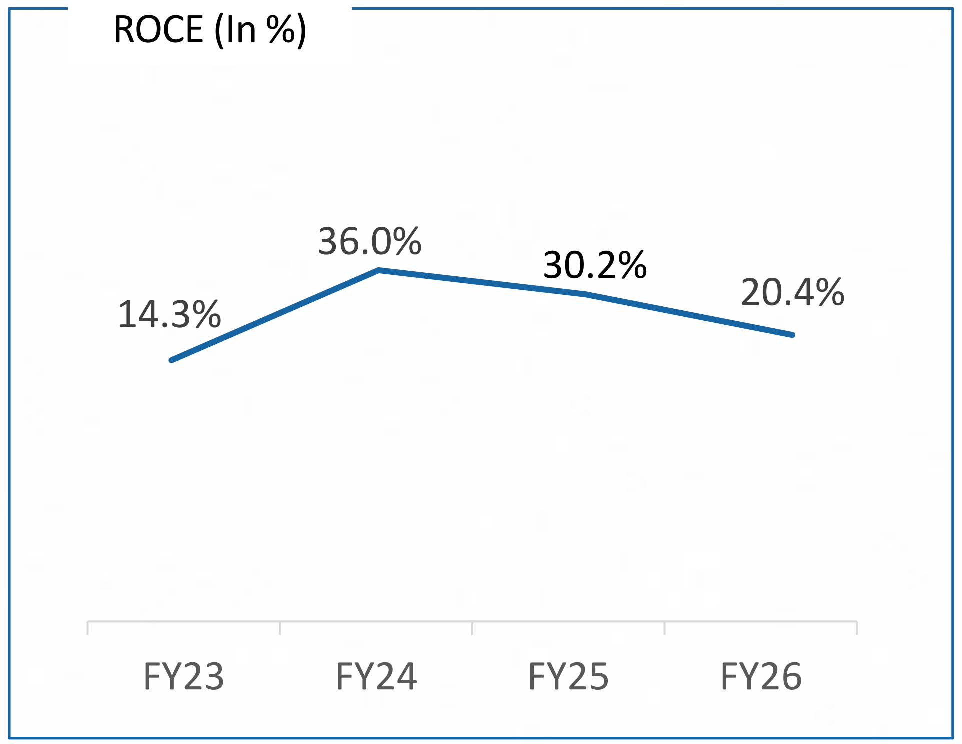
Key Financial Highlights

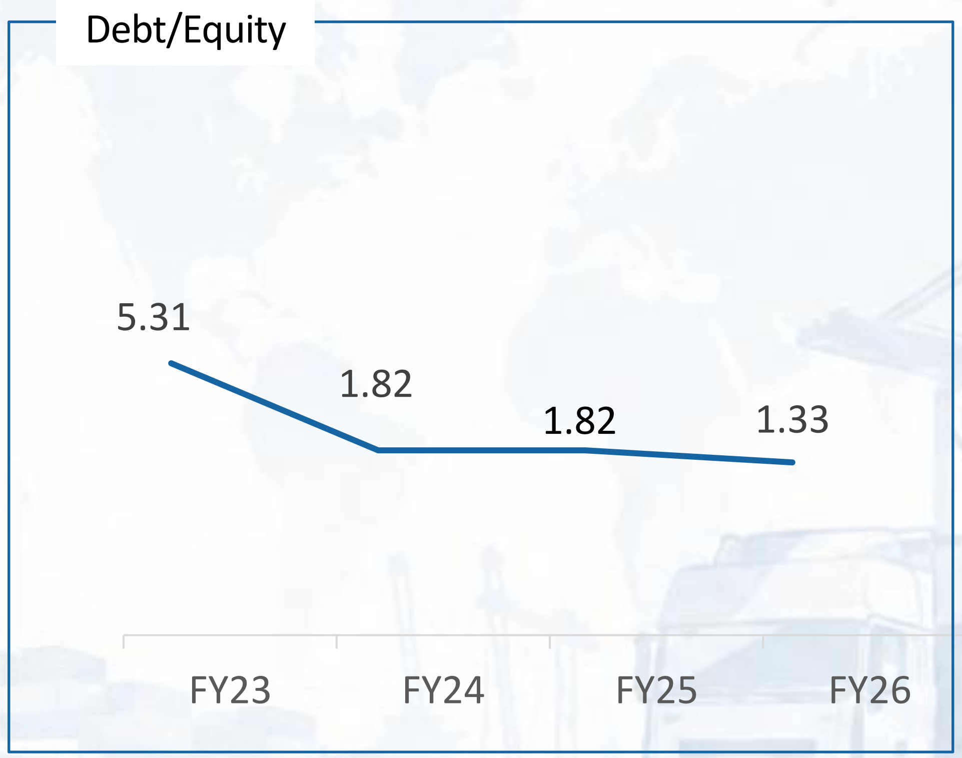












Thank You!

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