THE SYMBOL OF TRUST

PATEL®

INTEGRATED LOGISTICS LTD

PILL: SEC: NBA: 22-23/65

14th February, 2023

To
BSE Ltd.
Phiroze Jeejeebhoy
Towers,Dalal Street,
Fort
Mumbai – 400 001.
SCRIP CODE: 526381

To
National Stock Exchange of
IndiaLimited
Exchange Plaza,
Bandra-Kurla
Complex,Bandra
(East),
Mumbai – 400 051.

PATINTLOG

Sub: Investor Presentation.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), we are attaching herewith the Investors Presentation. The above information will be made available on the website of the Company i.e.www.patel-india.com.

This is for your information and records.

Thanking you,
Yours faithfully,

For PATEL INTEGRATED LOGISTICS LIMITED

AVINASH
PAULRAJ

Avinash Paul Raj
Company Secretary cum Compliance officer

Patel Integrated Logistics Ltd.

Investor Presentation | February 2023

Company Snapshot

Over **60 years** of Logistics Services

Overall presence in **89 airports** across India

Serving wide set of industries like seafoods, granite, garments, engineering goods, medical equipment, chemicals and more

Technologically Driven

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

75,000+ delighted customers across various sectors over a period of time

Major Share in Air Freight **Business in India through passenger aircrafts**

Transports products across **250 Gms** to **40 Tonnes**

IATA and ISO approved cargo service

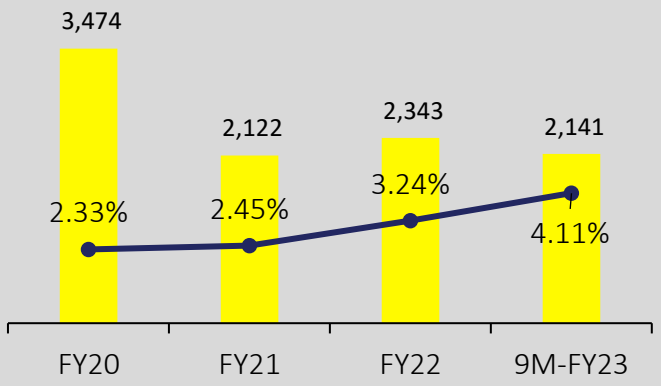
125+ Offices at strategic locations

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.

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



Key Milestones

1959
Founded by Mr. Asgar Patel with the first consignment from Glaxo Ltd.

1962
First logistics and transportation company to be registered as a Multi-modal Transport Operator with GOI

1980
Launch of Airfreight business segment

1994
IPO

2004
Launched the International Airfreight Forwarding division

2007
Changed the name to Patel Integrated Logistics Ltd.

2011
Completed 50 Golden years

2019
Shifted focus towards more Lucrative Business of Air Freight

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 - 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.

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

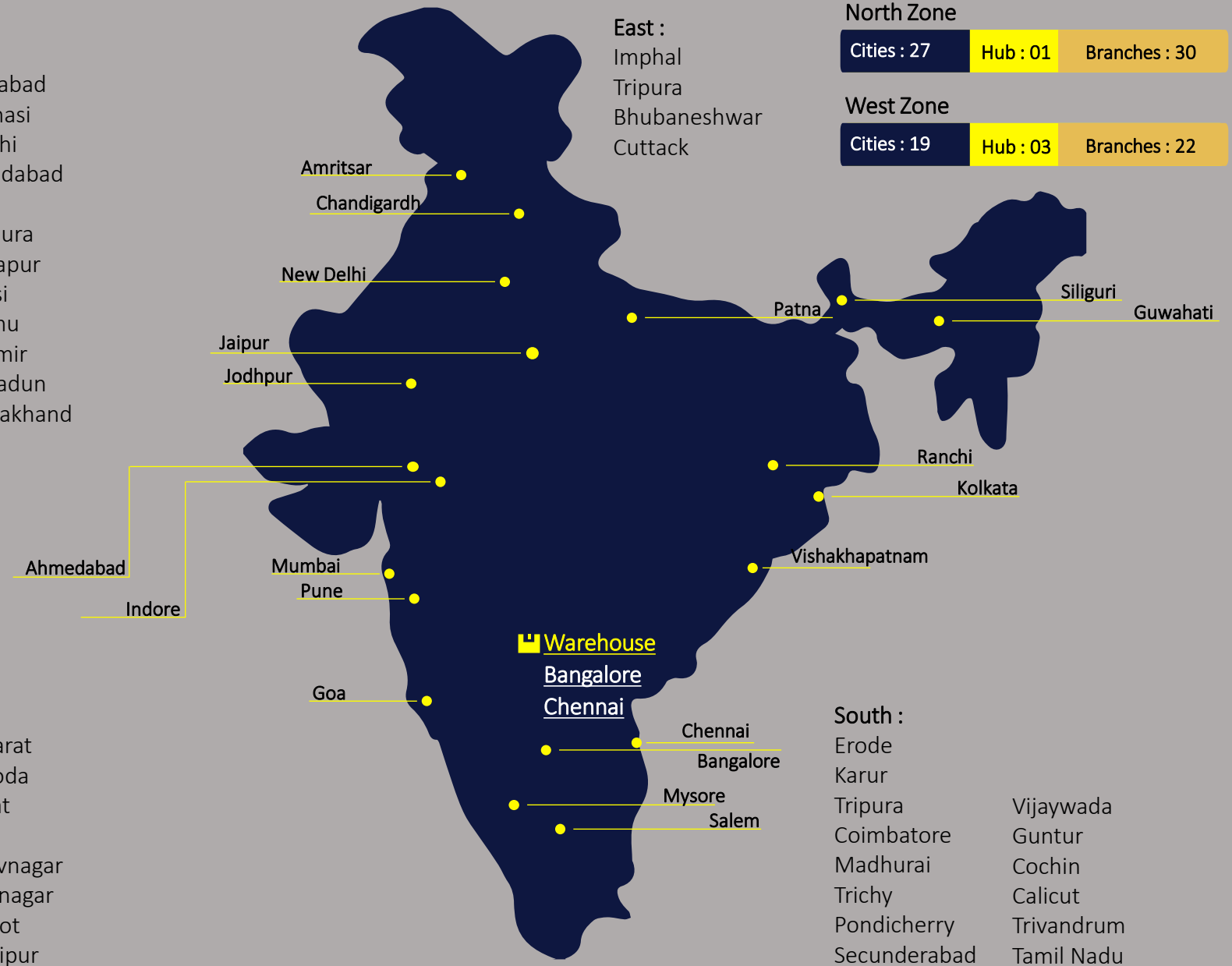
East :
Imphal
Tripura
Bhubaneshwar
Cuttack

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



PAN India	
Cities	79
Hub	08
Branches	89

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

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

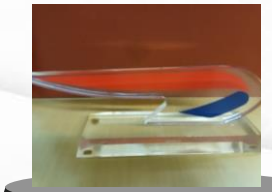
Stellar Sales Performance – 2005

All India Achiever Award for Cargo Sales - 2003

Go Cargo Exceptional Accomplishments

Recognition of Contribution

Highest On Board Courier Sales 2003-2004



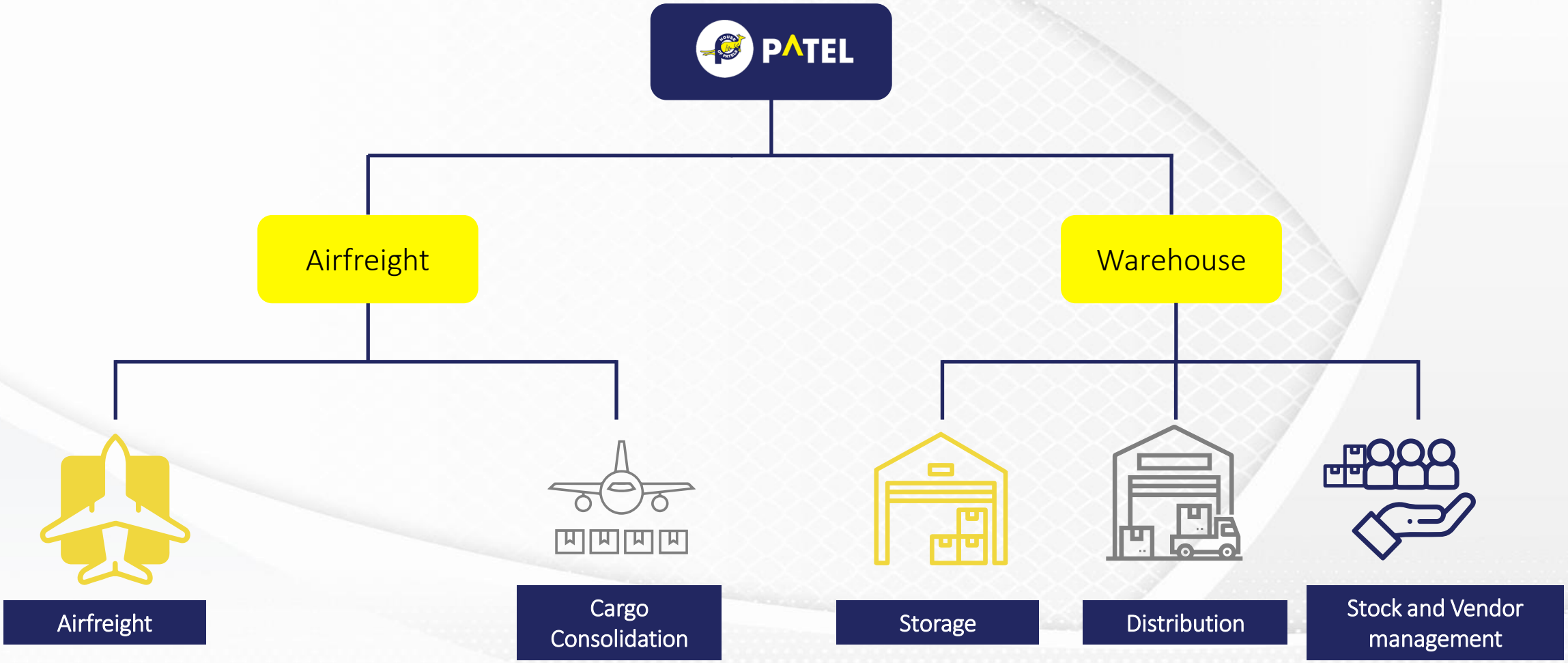
All India Achiever Award for Cargo Sales

Highest On Board Courier Sales 2007-2008

Exceptional Cargo Revenue Performance – 2016-2017

BUSINESS OVERVIEW

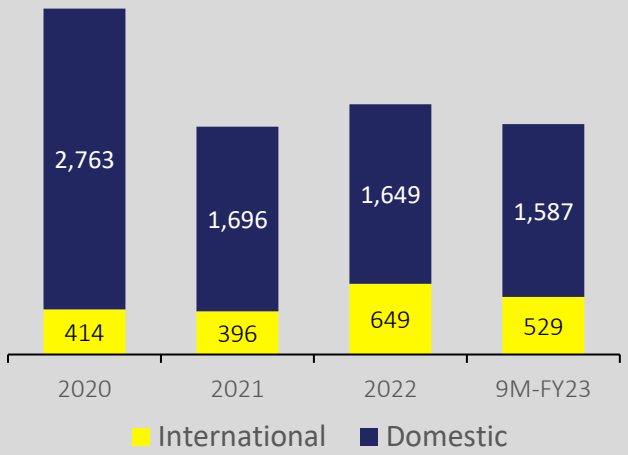
Services Provided



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)



Patel Airfreight

Patel Airfreight Domestic	Patel Airfreight International

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

Technology At PILL

Technology At PILL

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

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

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.

Track and Trace: Universal Track and Trace system.

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

POD: Proof of Delivery mechanism to enable transparency.

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.

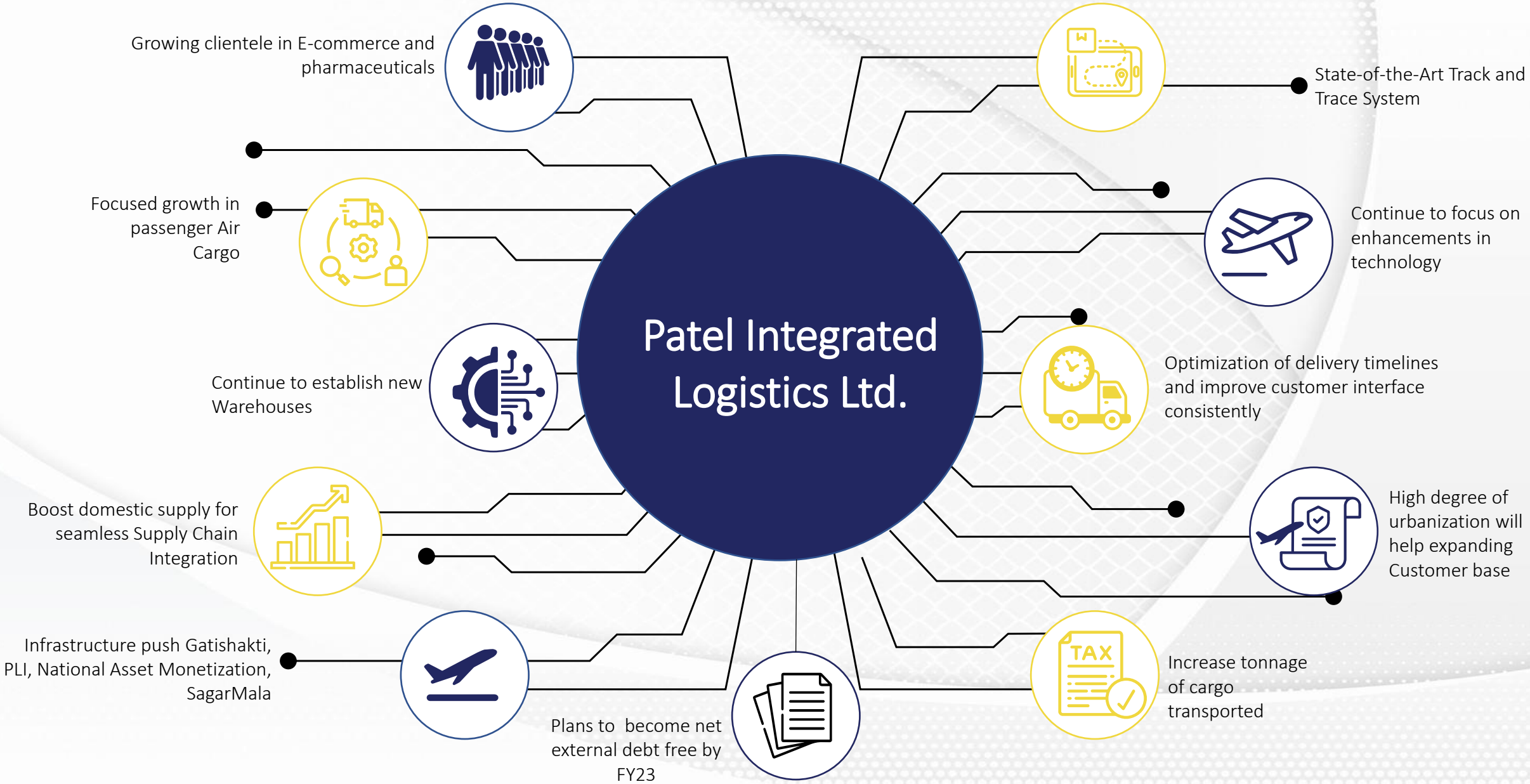
CSR Initiative of:

PATEL

A Project of:

ROTARY CLUB OF BOMBAY BANDRA

Future Strategies

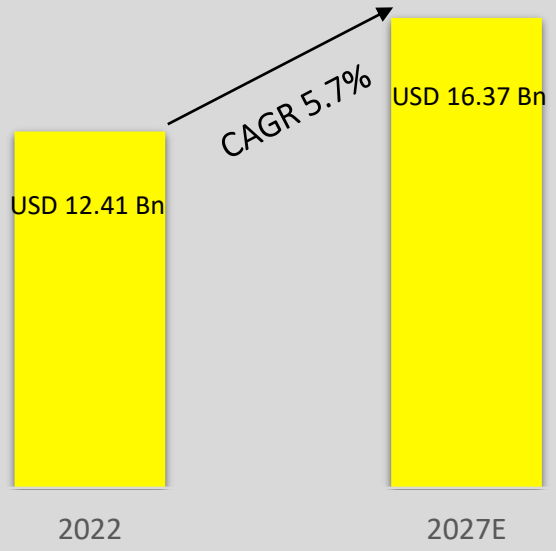


INDUSTRY OVERVIEW

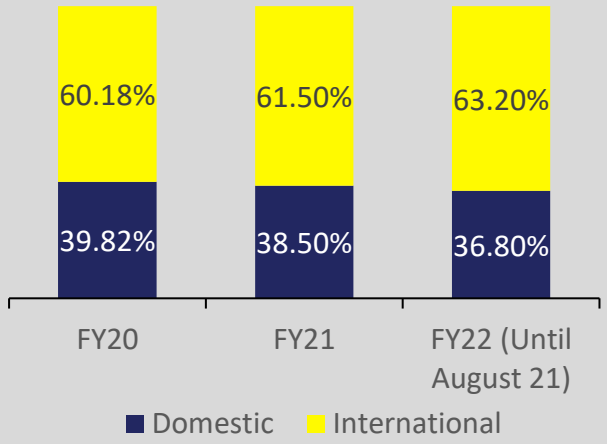
Industry Overview – Air Freight

- The global market for Air Cargo Containers estimated at USD 233.9 Mn in the year 2020, is projected to reach a size of USD 302.8 Mn by 2026, growing at a CAGR of 4.5%
- The Air Cargo Containers market in the U.S. is estimated at USD 64 Mn for the year 2021. China, the world`s second largest economy, is forecast to reach a projected market size of USD 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



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.

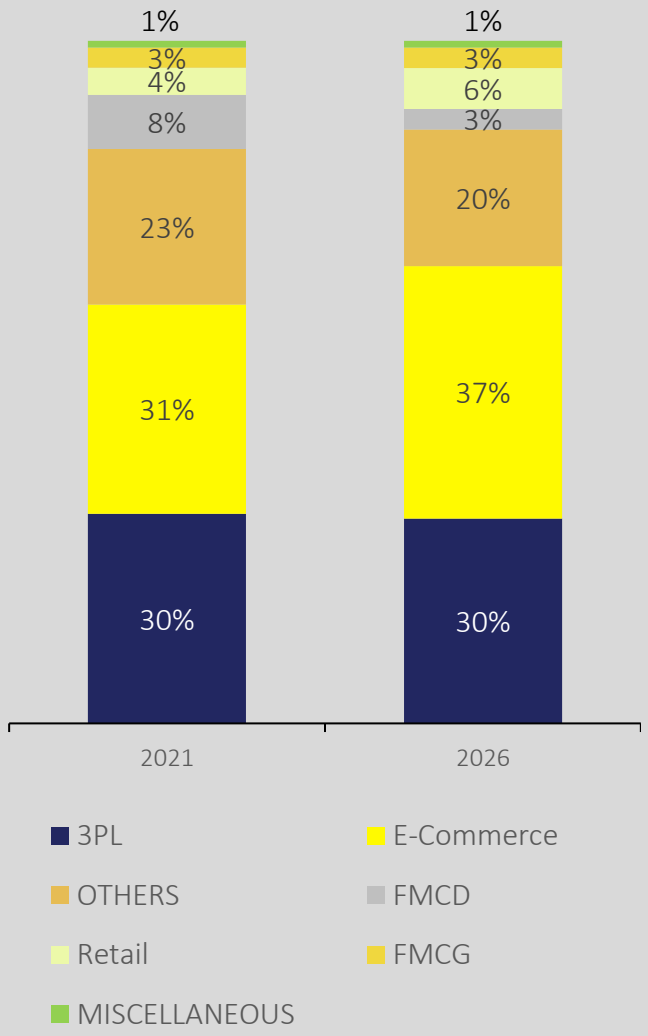
Scarce Air Cargo Capacity: Tight capacity has been looming since the onset of Covid-19. The capacity for ground and ocean cargo was swamped. And that demand for capacity spilled over into air cargo.

Source: americangloballogistics.com

Industry Overview – Warehousing

- 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%,, 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

FINANCIAL OVERVIEW

Historical Income Statement

Particulars (INR Mn)	FY20	FY21	FY22	9M-FY23
Operational Income	**3,474**	**2,122**	**2,343**	**2,141**
Total Expenses	3,393	2,070	2,267	2,053
EBITDA	**81**	**52**	**76**	**88**
EBITDA Margins (%)	***2.33%***	***2.45%***	***3.24%***	***4.11%***
Other Income	65	51	25	10
Depreciation	39	24	26	22
Interest	74	76	53	41
Exceptional Items	95	-	-	-
PBT	**128**	**3**	**22**	**35**
Tax	21	2	(1)	0
Profit After tax	**107**	**1**	**23**	**35**
PAT Margins (%)	***3.08%***	***0.05%***	***0.98%***	***1.63%***
Other Comprehensive Income	(70)	9	(4)	(6)
Total Comprehensive Income	**37**	**10**	**19**	**29**
Basic EPS (INR)	6.50	0.03	0.77	0.98
Diluted EPS (INR)	6.50	0.03	0.57	0.53

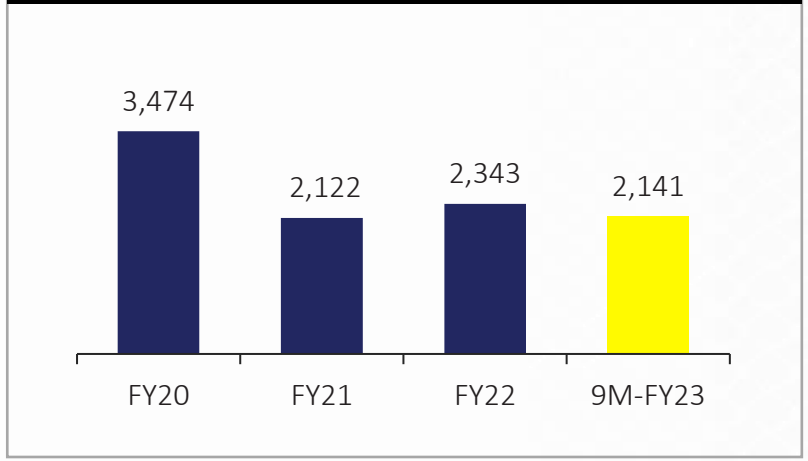
Historical Balance Sheet

Equity and Liabilities (INR Mn)	FY21	FY22	H1-FY23
Equity and Liabilities			
(A) Share Capital	260	360	360
(B) Other Equity	906	812	827
Total Equity	**1,166**	**1,172**	**1,187**
Non Current Liabilities			
Financial Liabilities:			
(a) Borrowings	188	147	210
(b) Other Financial Liabilities	30	33	33
Deferred Tax Liabilities (Net)	23	24	24
Total Non-current liabilities	**241**	**204**	**267**
Current Liabilities			
Financial Liabilities:			
(a) Borrowings	356	291	327
(b) Trade Payables	18	38	14
(c) Other Financial Liabilities	87	53	59
Other Current Liabilities	31	24	23
Provisions	4	8	5
Total Current Liabilities	**496**	**414**	**428**
Total Equity and Liabilities	**1,903**	**1,790**	**1,881**

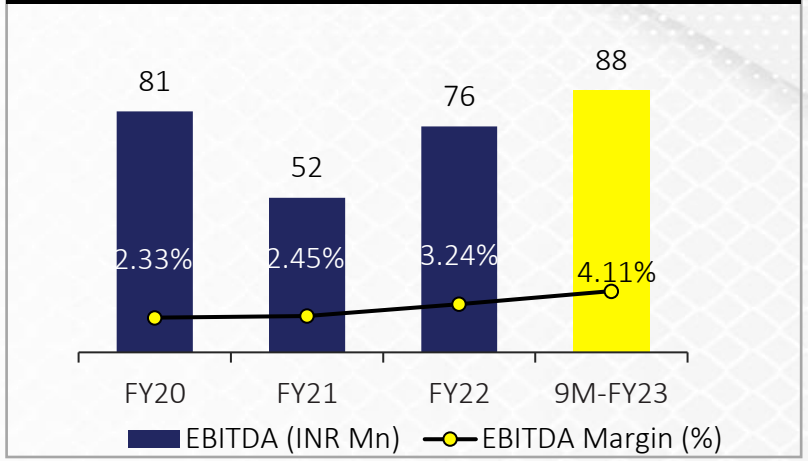
Assets (INR Mn)	FY21	FY22	H1-FY23
Non Current Assets			
(A) Property, Plant & Equipment	479	514	503
(B) Capital Work In Progress	8	1	0
(C) Investment Property	52	51	51
(D) Intangible Assets	1	3	3
(E) Financial Assets			
(i) Investments	38	29	26
(ii) Loans	5	6	6
(iii) Other Financial Assets	39	28	28
Total Non-Current Assets	**622**	**632**	**617**
Current Assets			
(a) Investments	56	30	29
(b) Trade Receivable	719	643	838
(c) Cash And Cash Equivalent	230	217	103
(d) Other Financial Assets	15	15	15
Other Current Assets	261	253	280
Total Current Assets	**1,281**	**1,158**	**1,265**
Total Assets	**1,903**	**1,790**	**1,881**

Financial Highlights

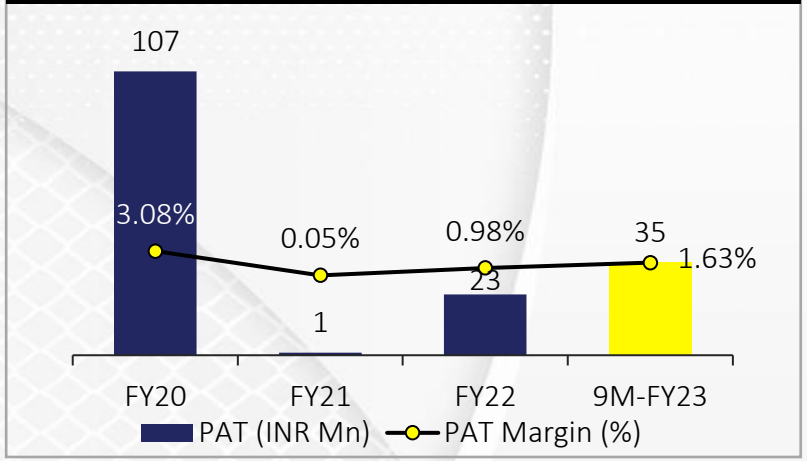
Total Operational Revenue (INR Mn)



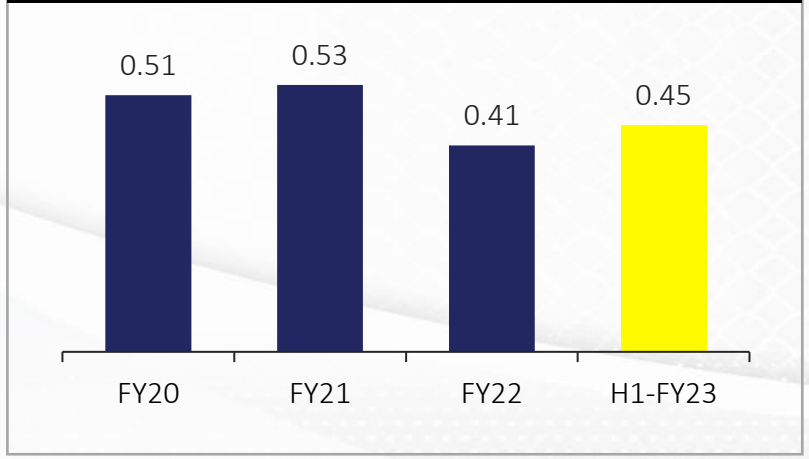
EBITDA (INR Mn) and EBITDA Margins (%)



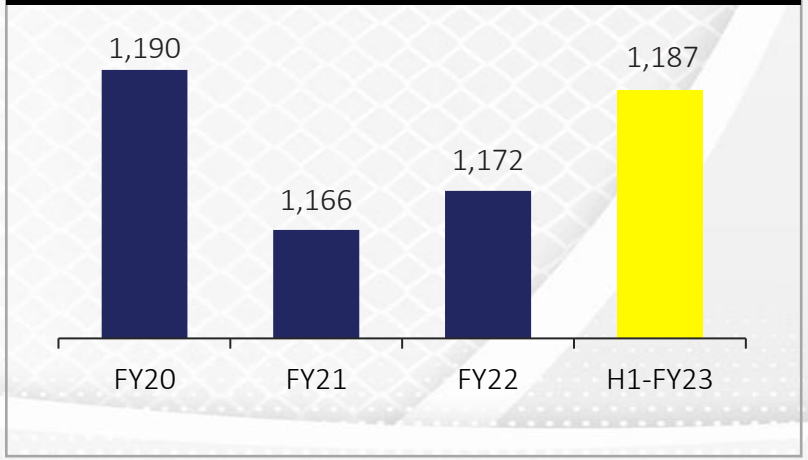
PAT (INR Mn) and PAT Margins (%)



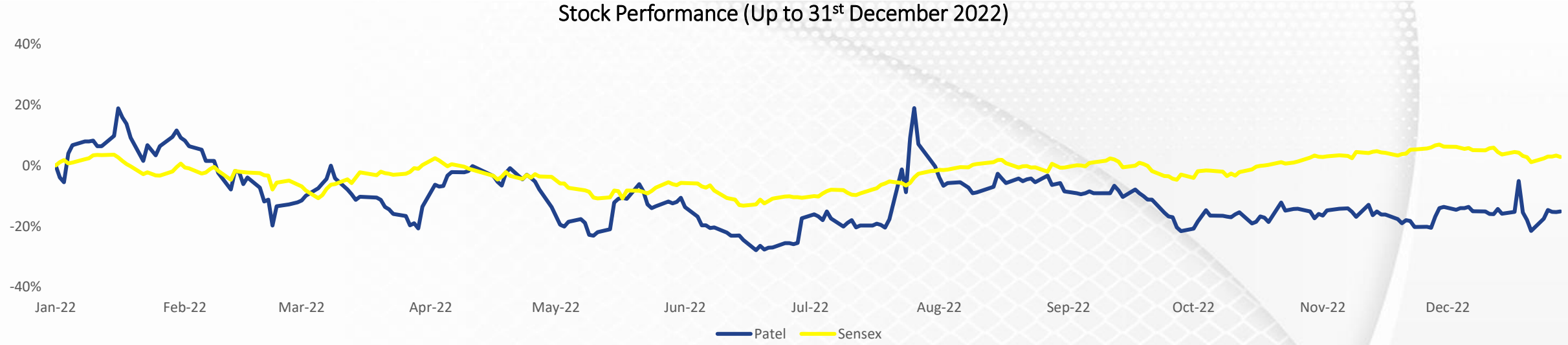
Debt to Equity (x)



Networth (INR Mn)

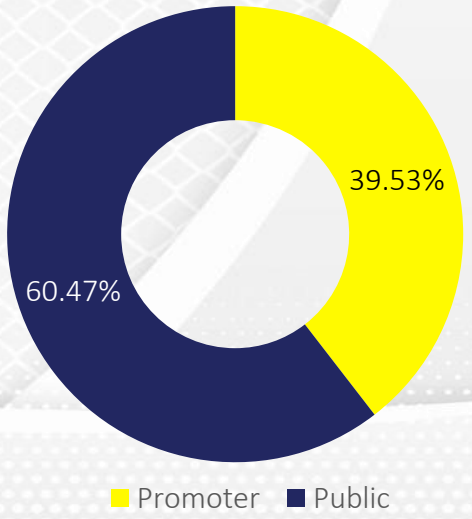


Capital Market Information



Price Data (As on 31st December, 2022)	INR
Face Value	10.00
CMP	13.97
52 Week H/L	21.00/11.05
Market Cap (INR Mn)	922.44
No. of Share outstanding (Mn)	66.03
1 Year Avg. Trading Volume ('000)	252.98

Shareholding Pattern (As on 31stDecember, 2022)



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THANK YOU