



7th August, 2025

To,
Manager - Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai-400051
SYMBOL: PRANIK

**Sub: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015-
Investors Presentation**

Dear Sir/Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and other applicable regulations thereto, please find enclosed herewith Investors Presentation for the Q1 FY 2026.

The same will be made available on the Company's website, i.e. <https://pranikgroup.com/>.

This is for your kind information and records.

Thanking you,

Yours faithfully,

For and on behalf of **Pranik Logistics Limited**
(Formerly known as *Pranik Logistics Private Limited*)

Anushree Chowdhury
Company Secretary
& Compliance Officer

Encl: a/a

PRANIK LOGISTICS LIMITED

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SALT LAKE CITY, BIDHAN NAGAR,
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CIN No: L60231WB2015PLC205412



PRANIK LOGISTICS LTD

*Where Every Delivery Moves **Bharat** Forward!*

Q1FY26 EARNINGS PRESENTATION

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PRANIK LOGISTICS

OUR OVERVIEW

Incorporated in 2015, **Pranik Logistics** is a dedicated one-stop solution for integrated logistics services. We orchestrate seamless movement of goods from point of origin to consumption, delivering comprehensive end-to-end supply chain solutions across India.

We serve high growing diverse sectors including automotive, engineering, FMCG, construction, consumer durables, retail, and textiles, with our asset-light model enabling rapid scalability and superior capital efficiency.

“ We don't just move goods - we optimize supply chains, enhance efficiency, and create value at every touchpoint. ”



Asset-Light Operations

Strategic blend of owned & leased assets delivering superior ROA



Integrated Service's Portfolio

C&F, Warehousing, transportation, & value-added service



Technology Enabled Excellence



PAN India Network

KEY HIGHLIGHTS

10+

Years of Industry Experience




100

Strategically Operating Sites



6,000+

Pin codes covered



~4 LTPA

Order completed per annum across India




9,250Cr.

Annual Cargo Management



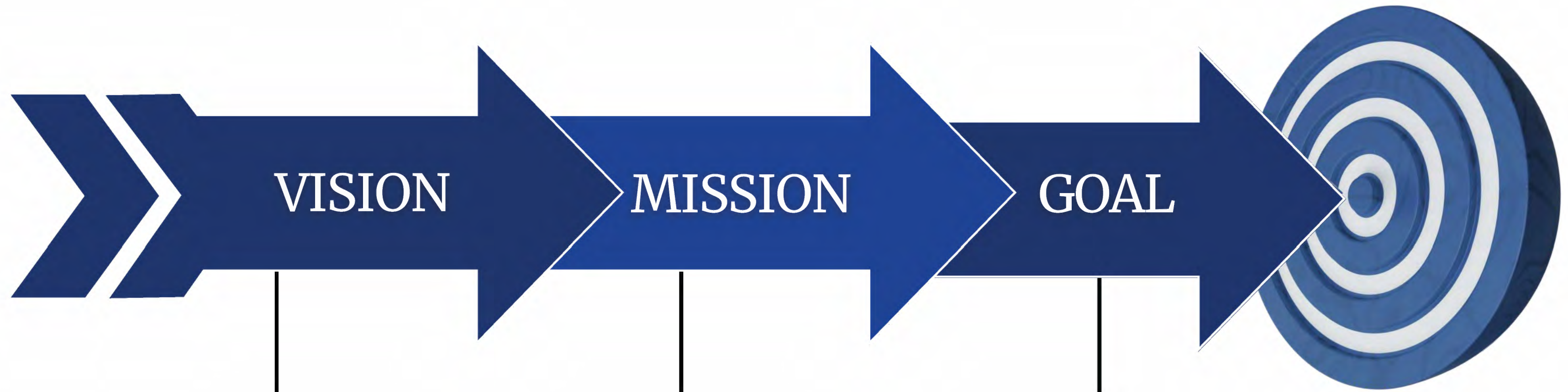
75.52%

YoY Quarterly Revenue Growth





OUR VALUES



Our Vision is to make Pranik the **most innovative Supply Chain Management Services** Company, focused on highest value creation for its customers.

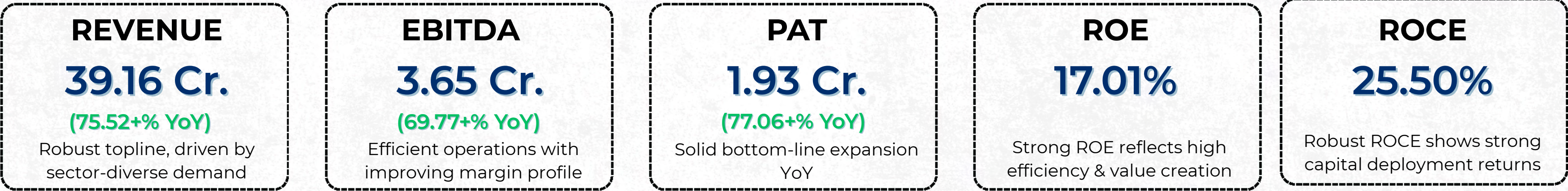
At Pranik, we strive to provide our clients with best of **services customized** to meet their unique needs through **effective collaboration, management and optimization** of its integrated value chain.

To deliver the **Right Product, in the Right Condition, at the Right Place, at the Right Time, to the Right Customer, at the Right Cost.**



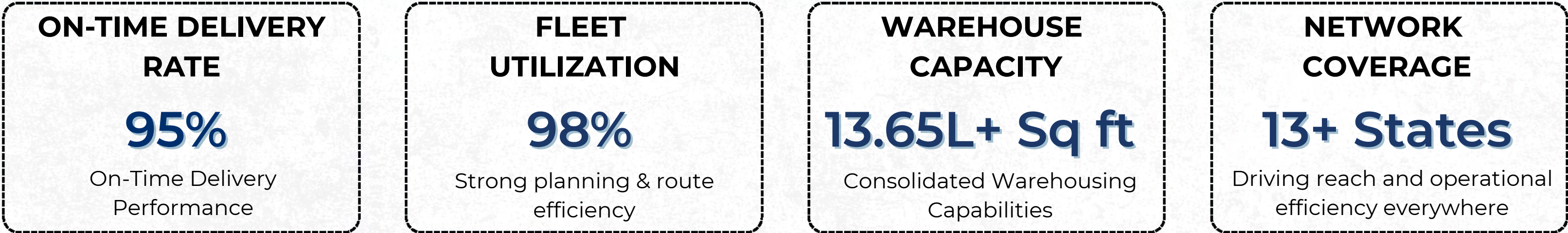
OPERATING HIGHLIGHTS- Q1FY26

Financial Engine: Growth With Profitability



All figures based on Q1FY26 internal audited statements. Growth reflects YoY comparison to Q1FY25.

Operational Strength: Scale in Motion



PRANIK'S SPECIALIZATION

Supply Chain Management



Overland Transportation



Clearing and Forwarding



Customised Value Added Services



Warehousing & Distribution



End to End Supply Chain



Your
One-Stop
Logistics
Powerhouse





BUSINESS VERTICALS

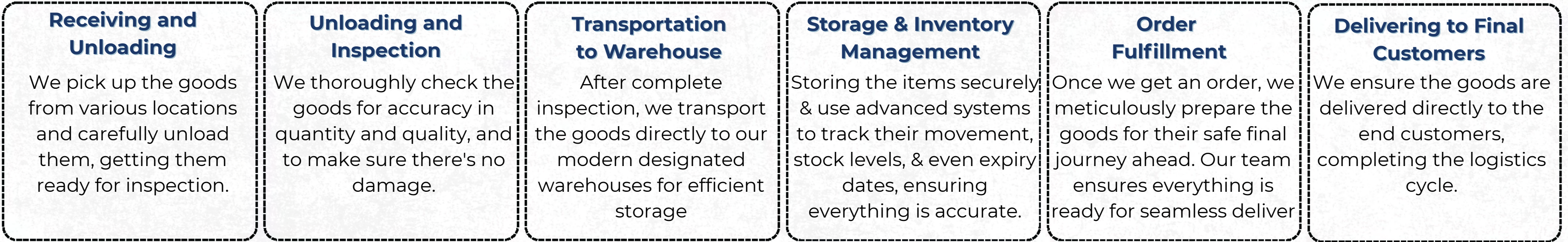
CARRY AND FORWARDING AGENTS (CFA)

Smart Solutions for Complex Freight

What makes Pranik the preferred logistics partner for clients?

We take the hassle out of logistics for our clients. Our job is to ensure that the products get where they need to be, handling all the complex steps involved in transportation. We are committed to delivering the goods efficiently, safely, and right on schedule. Beyond just forwarding, we also provide a comprehensive range of transportation solutions specifically tailored to meet the unique needs of each of our clients. We are known to ensure a smooth and reliable delivery from start to finish.

Our Offerings



TRANSPORTATION MANAGEMENT SYSTEM (TMS)

Connecting the Dots of Freight Movement

What if one system could manage your entire logistics journey: Forward and Reverse?

We provide complete transportation solutions covering every key stage of the logistics journey, from the initial pick-up to the final delivery. We also handle reverse logistics, managing returns to complete the entire product lifecycle responsibly.

Our TMS features



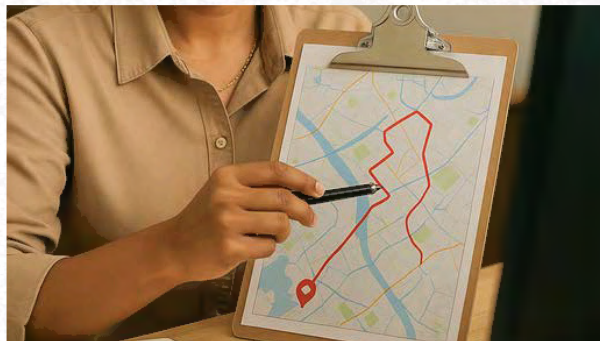
Long Haul Transportation

Smooth and reliable solutions for long distance deliveries.



Reverse Logistics

Efficiently manage customer returns, minimizing supply chain disruption



Route Planning

Tech-enabled route optimization for secure, timely deliveries.



Finished Goods Yard Management

Manage storage, inspection, QC, delivery of finished goods.



Last Mile Excellence

Fast, reliable delivery at the final stage of distribution.



WAREHOUSE MANAGEMENT SYSTEM (WMS)

Making Warehousing Simple, Smart, and Scalable

What if your warehouse could think, scale, and adapt like your business?

We manage warehouse facilities across India, customizing them to fit the specific needs. We also help to get the most out of client’s existing warehouses by improving their efficiency and making sure that they use every bit of space effectively.

Our WMS Features



Modern Infrastructure

Smart, integrated warehouses for seamless operations.



Temperature Controlled Storage

For sensitive and medical products



Value Added Services

Custom packaging, item tagging, and strict quality checks

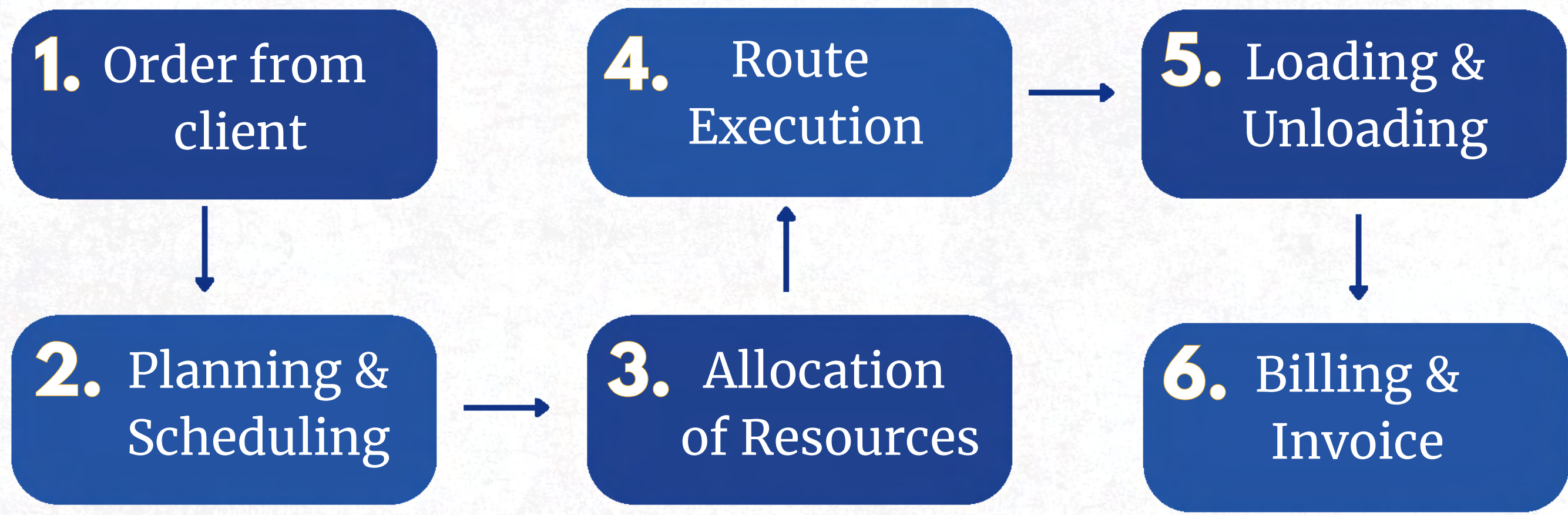


Strategic Locations

Located at prime locations near consumption centers

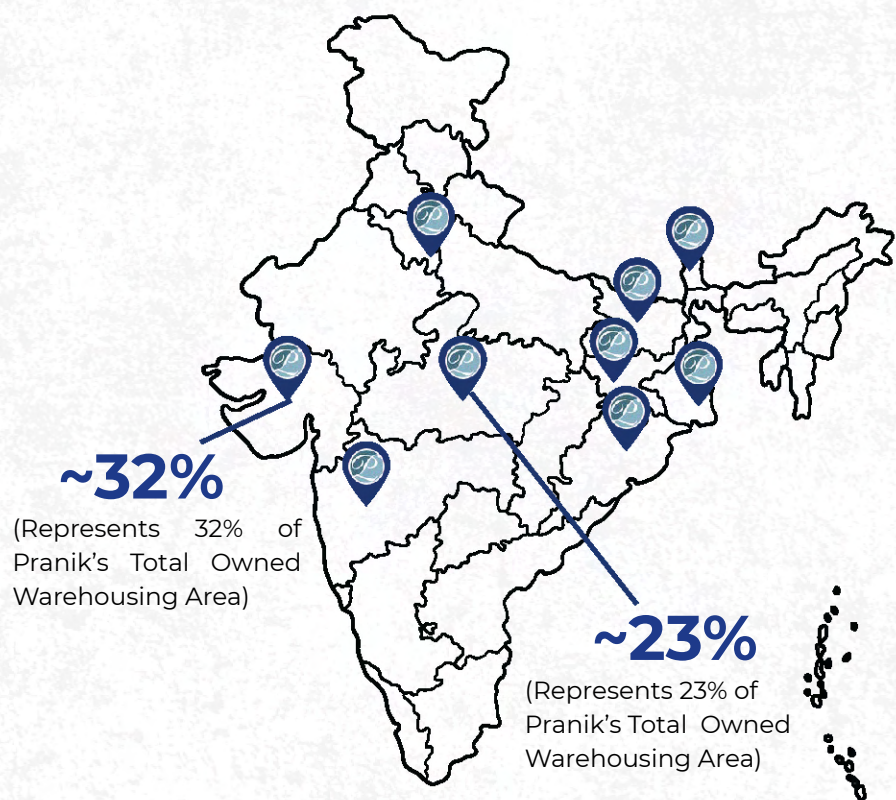


OUR PROCESS



OUR INFRASTRUCTURE

OWNED WAREHOUSES



Pranik's Largest Owned Warehouses by Share of Total Footprint (in terms of sq ft)



AHMEDABAD, GUJARAT

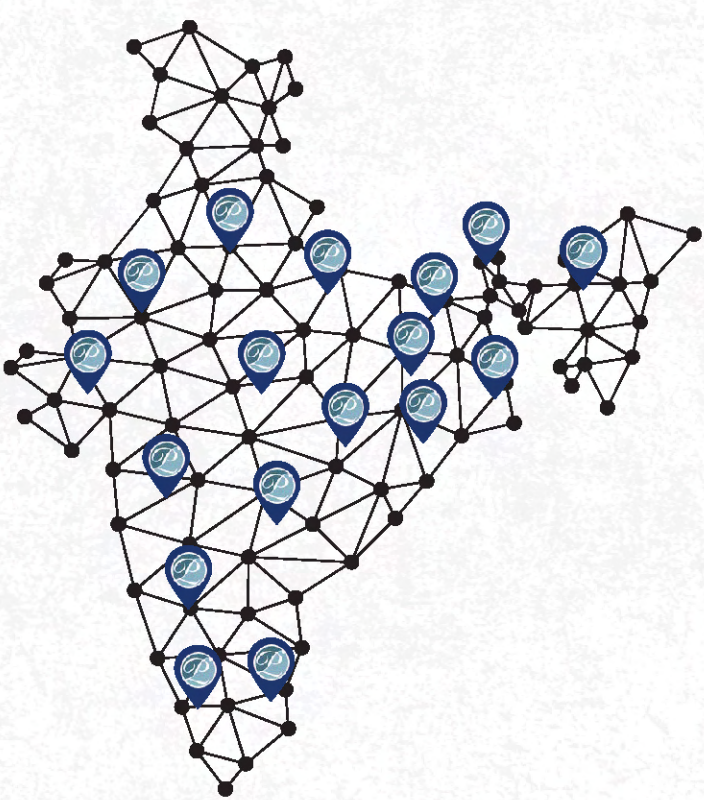
Total Area: 100,000 sq ft



INDORE, MP

Total Area: 72,400 sq ft

OWNED FLEETS



Small Vehicle Truck

upto
1000 Kgs
payload



52



Light Commercial Vehicle

1001-1500
Kgs
payload



21



Heavy Commercial Vehicle

2000+ Kgs
payload



21



GROWTH TRIGGERS



OUR WAY FORWARD

VISION 2029

ACHIEVE A REVENUE MILESTONE
OF ₹500 CR

40–50%

CAGR GROWTH OVER
NEXT 3 YEARS

GEOGRAPHIC EXPANSION

- Proactive expansion in unpenetrated urban cities and Tier II cities

MARGIN STABILIZATION

- EBITDA margins: Sustain 11-12%
- PAT margins: Maintain 5-6%
- Operational leverage maximization

AGGRESSIVE CLIENT ACQUISITION

- Target orders > ₹50 lakhs
- Blue chip client acquisition
- Profit boosting services

FLEET STRENGTHENING

- Optimize owned vs leased mix
- Enhanced route efficiency
- Green Initiative: EV and CNG Integration



ASSET “RIGHT” MODEL

Smart Asset Utilization

1

Warehouse Strategy

Our **leased warehouses** give us the agility to expand or relocate based on demand without the burden of purchase and ownership of land parcels.



3

Machine Allocation

We utilize a smart **mix of owned and leased machines**, enabling cost-effective operations and easy scalability during peak demand.



2

Fleet Mix

We operate with a mix of **owned and leased vehicles**, allowing us to maintain control where needed while staying scalable and cost-efficient.



4

Manpower

By combining fixed pay employees with **contractual staff**, we maintain a lean core team while adjusting manpower based on seasonal or project based requirements.



Our asset-light model enhances cost efficiency, enables faster paybacks, ensures quicker turnarounds, and reduces maintenance requirements



OUR CLIENTELE



NEW CLIENTELE (FY25)



DIRECTOR'S MESSAGE



A decade ago, we embarked on a journey with a simple yet profound belief - that even the smallest players can bring a change in huge industries like Logistics. From our modest beginnings in East India, we've built something extraordinary, guided by three fundamental pillars: scalability, sustainability, and economic efficiency.

Today, as we navigate our strategic roadmap toward Vision 2029, I see a clear path illuminated by ambitious yet achievable milestones. Our vision to achieving ₹500Cr. by FY29 is supported by concrete strategic initiatives like aggressive client acquisition targeting over ₹50 lakhs in orders, blue chip client partnerships, and profit-boosting services that will transform our business model.

What fills me with immense pride is how we've transformed challenges into opportunities. The Indian logistics landscape, valued in trillions is our canvas of infinite possibilities. We've only begun to scratch the surface, evolving from traditional operations toward sustainable solutions like EVs and CNG, while mastering reverse logistics capabilities that set us apart.

Our growth triggers are methodically structured. Fleet expansion and capacity enhancement form our foundation, while order book growth and client acquisition drive our momentum. Geographic expansion into unpenetrated urban cities and Tier II cities, coupled with technology-driven operations, positions us to capture market share while maintaining our operational excellence. Each element - from supply chain management to customized value-added services - represents not just a capability, but a competitive advantage we've carefully cultivated.

This journey from a small regional player to a pan-India powerhouse proves that with unwavering commitment and strategic foresight, giants are born from the humblest beginnings. As we look towards 2029 and beyond, I see not just a Logistics company, but a transformation enabler for Indian commerce. The future isn't something we're waiting for - it's something we're actively creating.



Mr. Pranav Kumar Sonthalia
Promoter and Managing Director



BOARD OF DIRECTORS



Mr. Pranav Kumar Sonthalia
Managing Director



Ms. Shradha Kumari
Non- Executive Director



Ms. Minal Sonthalia
Non- Executive Director



Mr. K.G Raghuraman
Independent Director

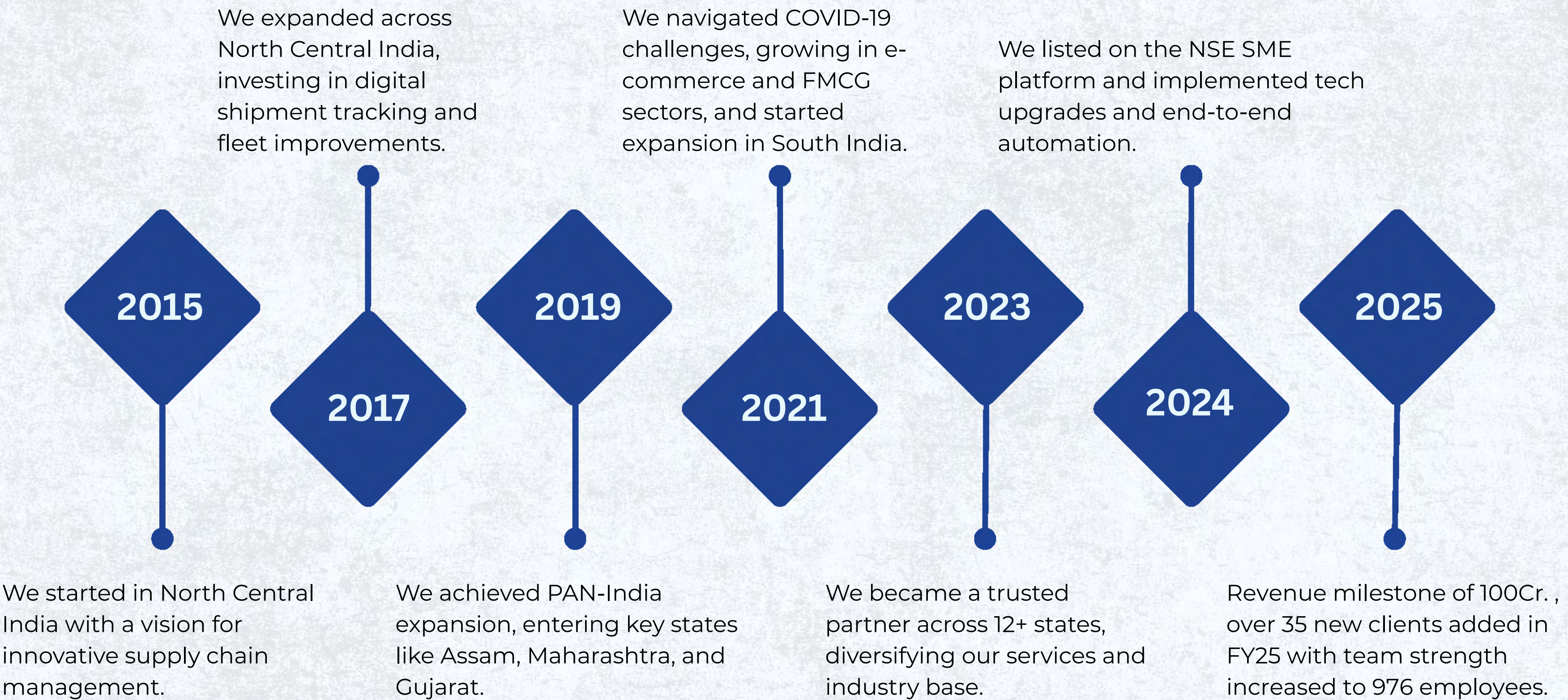


Mr. Nikunj Sonthalia
Exec. Additional Director



Mr. Roshan Bajaj
Independent Add. Director

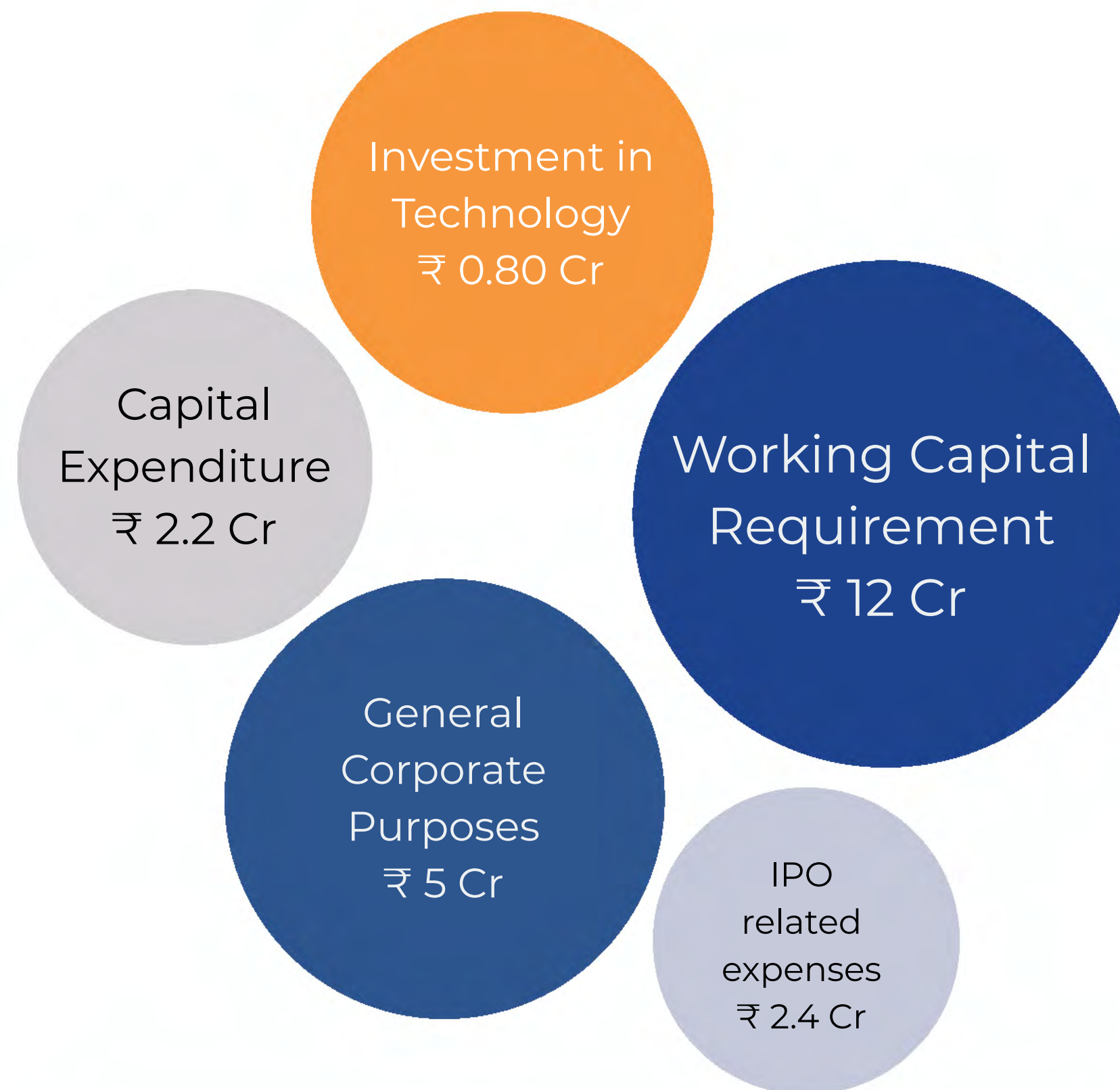
A DECADE OF GROWTH



IPO FUND UTILIZATION



Our company was successfully listed on NSE-SME Exchange on 17th October, 2024, raising a capital of **₹22.4 crore**.



We have utilized more than 90% of our IPO proceeds



PRANIK'S EXCELLENCE

Why choose Pranik?

-  All Logistics services under one roof
-  Diversification across sectors
-  40+ Hubs of reach across the country
-  Superior, personalized & value-driven services
-  Customer retention ratio of more than 92%
-  Customized Reverse logistics functions
-  Domestic dominance in key cities contributing 60% to our total revenue



CERTIFICATIONS

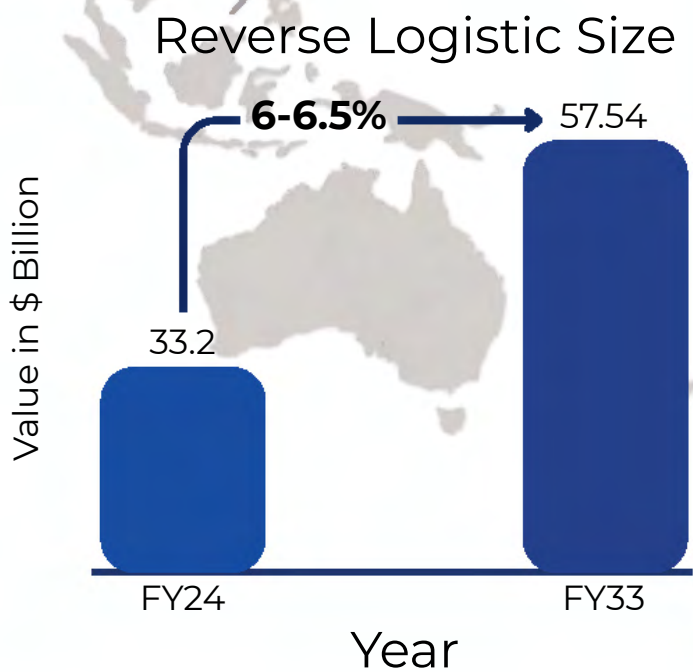
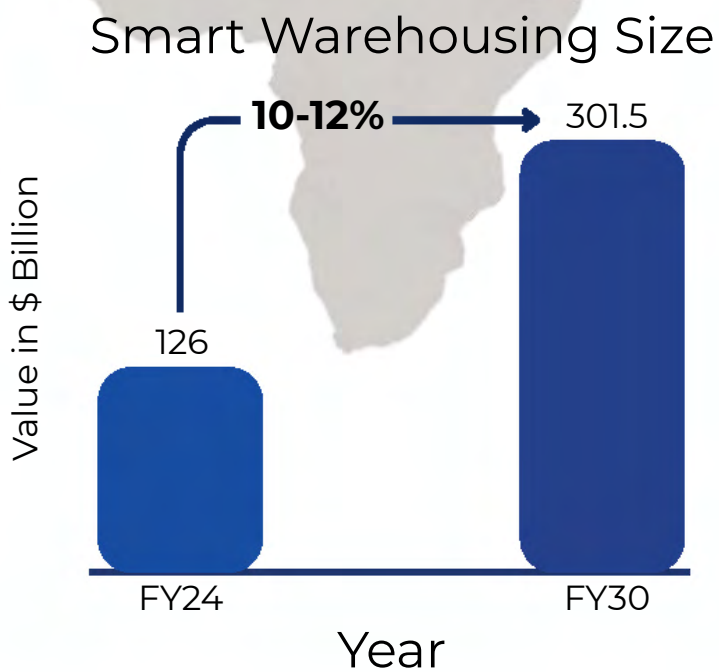
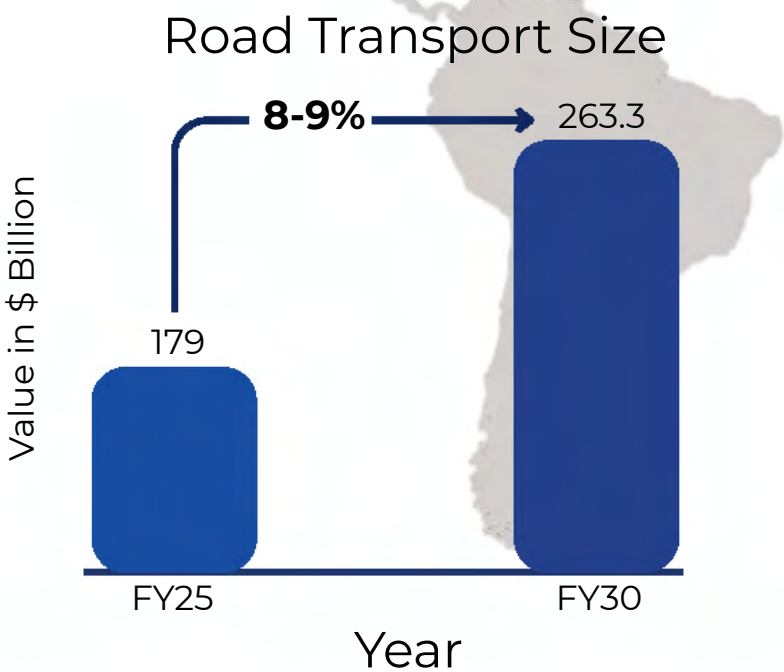
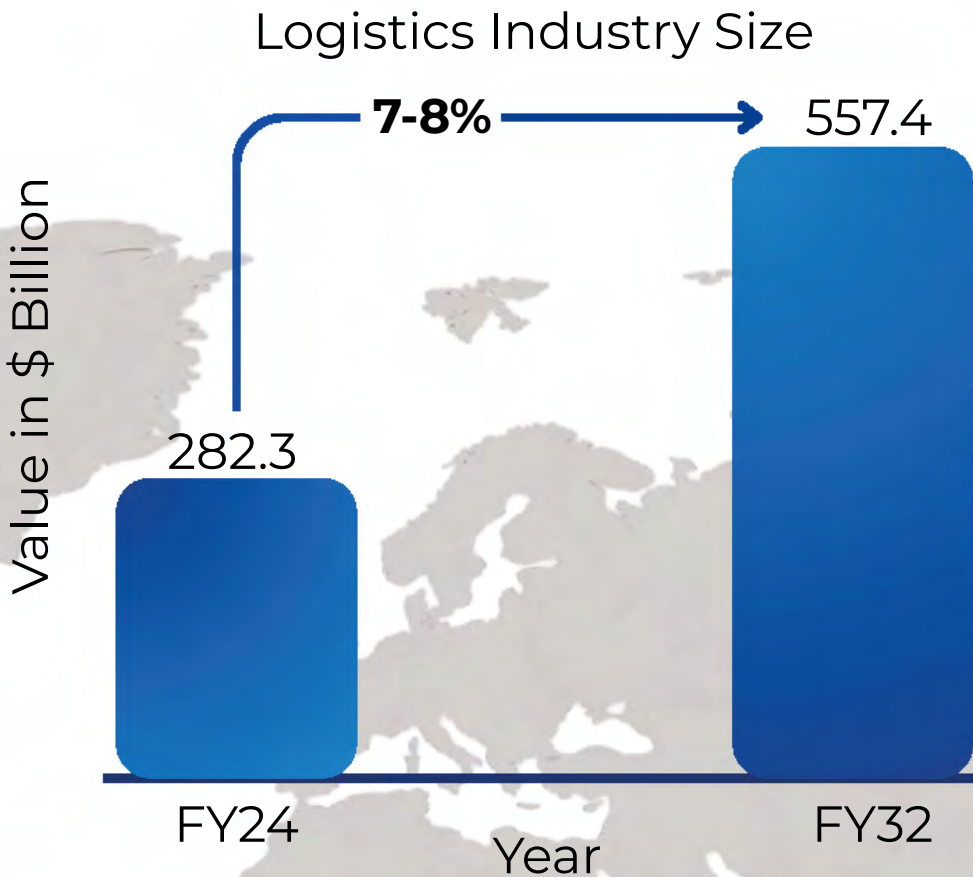


INDIAN LOGISTICS OVERVIEW

India's logistics industry is an important part of its economy, which adds more than 14% to the country's GDP). Most of this involves moving goods by road, which makes up about 60-70% of all logistics.

The **drivers of Industry Growth** are:

- Large scale business **returns and product recalls** are significantly driving reverse logistics needs.
- **Government infrastructure projects** are improving accessibility to warehouse locations.
- Growth in specific sectors is fueling **demand for temperature controlled and specialized storage.**
- LCVs are critical for growing intra-city and last mile delivery services.



Sources:

- [TechSci Research](#)
- [Economic Times](#)
- [Mordor Intelligence](#)
- [Investing Stoics](#)
- [IMARC Group](#)



PROFIT AND LOSS

₹ in Crores

	Q1FY26	Q1FY25	YoY % Increase	FY25	FY24
Revenue from Operations	39.16	22.31	75.52	104.76	66.84
Employee Expenses	6.75	2.92	-	15.32	12.08
Other Expenses	28.75	17.24	-	77.55	46.27
EBITDA	3.65	2.15	69.77	11.89	8.48
EBITDA %	9.32	9.64	-	11.35	12.68
Other income	0.25	0.18	38.89	1.29	0.86
Depreciation and Amortization	0.85	0.54	-	2.81	2.06
Finance Cost	0.46	0.33	-	1.75	1.71
PBT	2.58	1.45	77.93	8.61	5.57
Tax Expenses	0.65	0.36	-	2.17	1.50
PAT from Operations	1.93	1.09	77.06	6.44	4.07
PAT Margin %	4.92	4.88	-	6.15	6.09
Diluted EPS (in Rs.)	1.75	1.35	-	5.85	7.54

Note: The Company did not previously disclose financial results for quarters prior to its listing on 17th October 2024, as such disclosure was not required; these figures are now being shared alongside current results to provide stakeholders with a fuller financial overview, and future disclosures will include comparative quarterly data.



BALANCE SHEET

₹ in Crores

ASSETS	FY25	Order FY24
Property, Plant & Equipment	7.85	3.95
Right-of-use asset	-	-
Other intangible assets	0.70	-
Other Financial Assets	-	-
Deferred Tax Assets	0.08	0.09
Other Non-Current Assets	1.86	1.19
Total Non-Current Assets	10.49	5.24
Inventories	-	-
Trade receivables	30.33	19.61
Cash and cash equivalents	8.86	8.54
Short term Loans and Advances	3.24	1.53
Other current assets	9.40	0.75
Total current assets	51.82	30.44
Total assets	62.32	35.68

EQUITY & LIABILITIES	FY25	FY24
Equity+ Reserves	37.88	11.43
Long Term Borrowings	2.81	2.02
Lease Liabilities	-	-
Provisions	-	-
Total Non-Current Liabilities	2.81	2.02
Short Term Borrowings	15.99	15.82
Lease Liabilities	-	-
Outstanding Dues of MSMEs	-	-
Outstanding Dues of Creditors	0.96	1.11
Other Financial Liabilites	2.43	3.73
Other Current Liabilities	-	-
Provision	2.25	1.58
Current Tax Liabilities	-	-
Total Current Liabilities	21.63	22.24
Total Liabilities	62.32	35.68





Get in touch

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