

December 05, 2025

To,
The Manager-Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G-Block,
Bandra-Kurla Complex Bandra (E),
Mumbai - 400 051.

Scrip Code: PRLIND

Dear Sir/ Madam,

Subject: Update of Group Meeting of Analyst/Institutional Investor Meetings held on December 2, 2025 under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015

In furtherance of our intimation dated November 26, 2025 and November 29, 2025 and pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby inform that the management of the Company met with group of investors held by Hem Securities- Samrudhi 2025- Virtual SME Conclave through virtual mode on Tuesday, December 2, 2025 and discussed about the following points which are as under:

Company Overview:

- Premier Roadlines Limited (PRL) is a specialist Over-Dimensional Cargo (ODC) and project logistics company with ~4 decades of experience, focused on complex, mission-critical movement of heavy equipment across India.
- Operates on an asset-light but asset-right model – largely using third-party fleet while selectively owning specialized pullers and hydraulic axles for high-value ODC projects.
- Strong pan-India presence with 28 branches, 240 employees and 12,558 GPS-tracked vehicles handled in H1 FY26, supported by ERP and real-time tracking.
- Serves marquee clients across transformers, power & energy, renewables, hydro projects, oil & gas, defence, cement, heavy engineering and EPC contractors.

Business Verticals:

- Over-Dimension / Over-Weight Cargo (ODC)
 - End-to-end movement of large transformers, reactors, TBMs, heavy industrial equipment – route surveys, MORTH permissions, bypasses, last-mile civil works.
- Project Logistics
 - Turnkey logistics for projects (1–250 MT cargo), using specialized trailers and a mix of in-house and outsourced fleet, managed by an experienced project team.
- Contracted Integrated Logistics
 - Long-term (1–3 year) contracts for 1–40 MT vehicles with large Indian and MNC clients; fully outsourced fleet with ERP-based tracking and MIS.
- General Logistics

PREMIER ROADLINES LIMITED

CIN: L51103DL2008PLC175563

REGD. OFFICE: B-870, New Ashok Nagar, Near Church, Delhi-110096

Corp. Office: 5th Floor, 501, Tower A, Plot No. 4B, NEXTRA "The Address, Mayur Vihar Phase 1 Extn, Delhi-110091 • Ph. 011-46313100

Email: info@prlindia.com; cs@prlindia.com | www.prlindia.com | Phone: 011-44015000

- Spot/urgent/just-in-time movements, including spares/accessories and non-contract cargo that supports ODC and contracted logistics.
- Premier Worldwide Logistics (Wholly Owned Subsidiary)
- International and end-to-end solutions: Ocean Freight, Air Freight, Project Logistics, Warehousing & Distribution.

Key Revenue & Financial Data (H1 FY26):

- Revenue from Operations: ₹141 Cr (vs ₹112.8 Cr in H1 FY25) – 25% YoY growth
- EBITDA: ₹13.1 Cr (vs ₹8.5 Cr) – 54% YoY growth
- EBITDA Margin: 9.3% (expanded from 7.5%)
- PAT: ₹7.6 Cr (vs ₹5.5 Cr) – 38% YoY growth
- PAT Margin: 5.4% (up from 4.9%)
- ROE: 16% | ROCE: 20%
- Debt-to-Equity: 0.19x
- Cash flow from operations: ₹4.0 Cr

Business mix – H1 FY26 revenue split:

- Contracted Logistics – 35%
- Over-Dimensional Cargo – 32%
- Project Logistics – 18%
- General Logistics – 15%

Operational metrics – H1 FY26:

- Number of Orders: 17,010 (up from 15,735)
- Number of Customers: 467 (strategic reduction to focus on high-quality, long-term clients)
- Average Revenue per Order (ARPO): ₹82,870 (up from ₹71,599), driven by high-value ODC work.

Order Book – Quantitative Data:

- Contracted Logistics Order Book:
 - Management indicated an order book of about ₹170–180 Cr for contracted logistics for the current financial year.
 - Contracts are typically 1–3 years in tenure, giving good revenue visibility.
- Project & ODC Order Book:
 - No specific ₹ amount was disclosed, but management mentioned that updates on project logistics and ODC orders will be shared shortly, indicating a healthy pipeline.
- Transformer logistics (serving all major OEMs – Siemens, GE, Hitachi, CG Power, TBEA, Transformers & Rectifiers).
- Oil & Gas refineries – Panipat, Bina, Mahul, etc., expected to see big equipment movement from Q4 onwards.

Growth Prospects Going Forward

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Management's stated targets & strategy

- Growth guidance:
 - Targeting 30–35% CAGR on revenues over the next few years.
- Business mix shift:
 - Aim to reach ~75% of revenue from ODC + Project Logistics (from 50% currently) over the next ~1–1.5 years, subject to execution.
 - Since these verticals carry higher margins (>12% EBITDA) versus contracted/general logistics (<12%), this shift is expected to lift overall EBITDA and PAT margins.
- Capex & fleet strategy:
 - Already added 9 pullers and 106 hydraulic axle lines; fixed assets rose from ₹25 Cr (Mar 2025) to ₹42 Cr (Sep 2025) with almost 100% utilization of new specialized fleet.
 - Future capex will be need-based, only for niche, specialized equipment not easily available from third-party vendors; near-term potential plan to add ~2 more pullers and ~20 axles, depending on utilization and demand.
- Sector tailwinds & demand outlook:
 - H2 is structurally stronger due to better weather and execution; H1 often impacted by monsoons and unmotorable roads, which delay deliveries (and revenue recognition).
 - Strong multi-year demand expected from:
 - Transformers and HVDC projects (power & cable sector)
 - Refinery expansions in oil & gas
 - Renewables, hydro, cement and infrastructure capex
- Working capital & debtor days:
 - Typical working capital cycle: 100–110 days; debtor days were ~125–127 days last year, with improvement in H1 FY26.
- Focus areas:
 - Work only with high-quality customers
 - Improve billing speed via ERP so invoices are raised within 2–3 working days after unloading.
- Strategic focus:
 - No diversification into e-commerce / quick commerce warehousing – management wants to stay a hardcore heavy/project logistics specialist (e.g., moving “three-storey building” type loads).

Kindly take the same on record.

Thanking You.

Yours faithfully,

For Premier Roadlines Limited

Gaurav Chakarvati
Company Secretary & Compliance Officer
M.No: 69115

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