

May 21, 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

SUB: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 for the financial year ended on 31st March, 2025

Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation of Premier Roadlines Limited highlighting the performance of the Company during the financial year ended on 31st March, 2025.

Kindly take the same on records.

Thanking You

Yours faithfully,
For Premier Roadlines Limited

Gaurav Chakarvati
Company Secretary & Compliance Officer
M. No. A69115

PREMIER ROADLINES LIMITED

CIN: L51103DL2008PLC175563

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INVESTOR PRESENTATION

H2 & FY25



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H2 & FY25 Financials



Company Overview



Historical Financials





H2 & FY25 Financials



Mr. Virender Gupta
Chairman & Managing Director

“Premier Roadlines continued to maintain a strong focus on operational and financial excellence, which was clearly reflected in our performance during the second half of FY25. Though H1FY25 was relatively muted due to a broader economic slowdown & election related activities, we witnessed a healthy recovery in **H2FY25, supported by strong traction in resilient sectors like renewable energy and power.**

A key highlight was the successful transportation of **India's largest Tunnel Boring Machines (TBMs) for Megha Engineering**, showcasing our expertise in managing complex, large-scale logistics. While the first half presented challenges, particularly in the Project Logistics and Over-Dimensional Cargo (ODC) segment, **the second half saw a strong rebound in volumes and execution.**

Looking ahead to FY26, we anticipate sustained momentum in Project Logistics and ODC, supported by **increased project approvals, accelerated infrastructure activity, and a favorable macroeconomic environment.** Additionally, we are optimistic about securing a **healthy pipeline of orders from high-potential sectors such as Defence, Transformers, Hydro Projects, and Oil & Gas.** These segments are expected to be key growth drivers, backed by rising capital expenditure, policy support, and the need for specialized logistics solutions—areas where Premier Roadlines has built significant expertise.

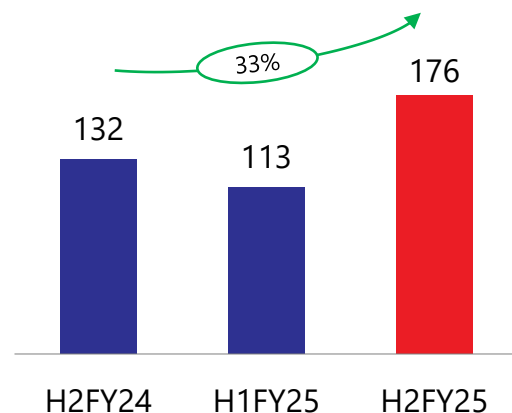
We remain committed to delivering exceptional service, deepening client partnerships, and strengthening our capabilities as the country's infrastructure momentum accelerates”

Robust Financial Performance Continues in H2 & FY25

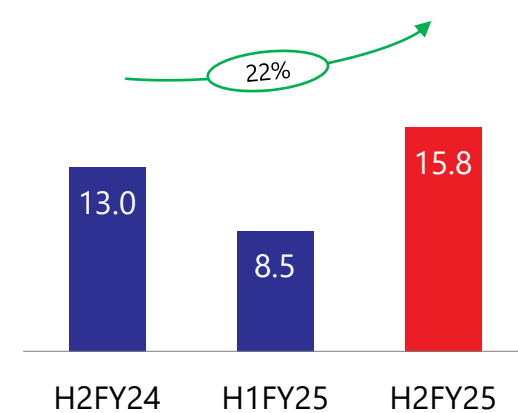


H2FY25

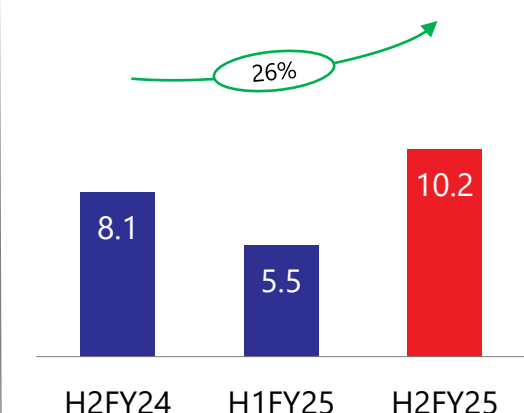
Total Income (Rs Cr)



EBITDA (Rs Cr)

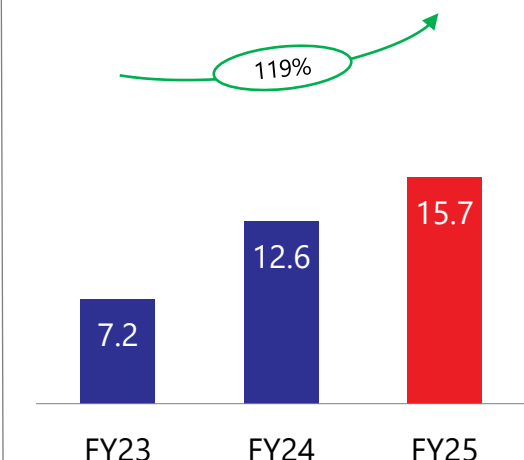
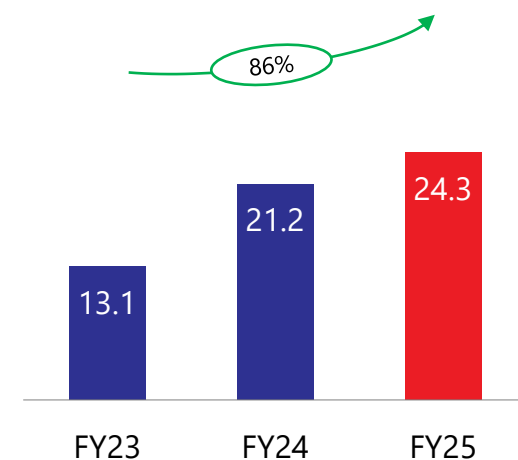
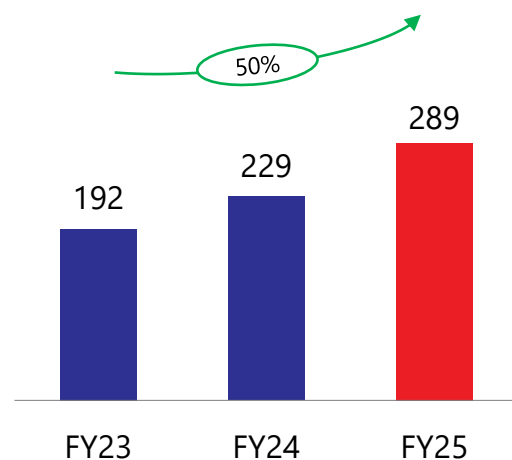


PAT (Rs Cr)



The first half of the year experienced a slowdown due limited project approvals, and election-related delays; however, the second half witnessed a strong rebound in demand and execution, particularly in Project Logistics and Over Dimensional Cargo.

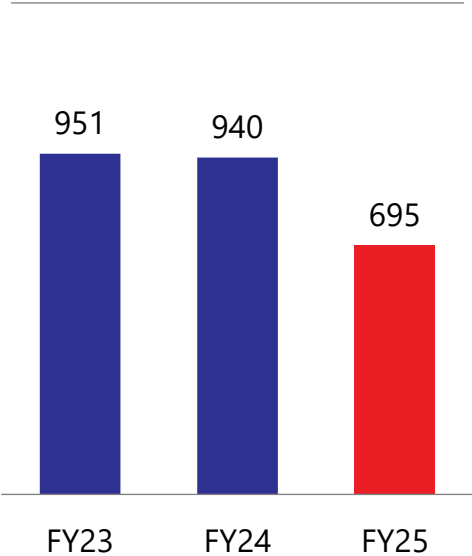
FY25



Financial Metrics (FY25)

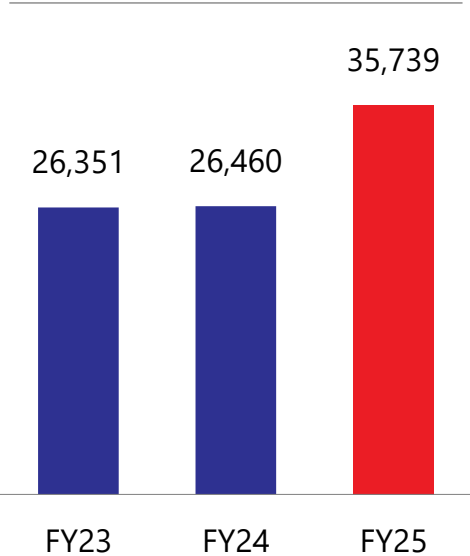
- **ROE : 17.7%**
- **ROCE : 22.6%**
- **D/E : 0.44x**

Number of Customers served (#)

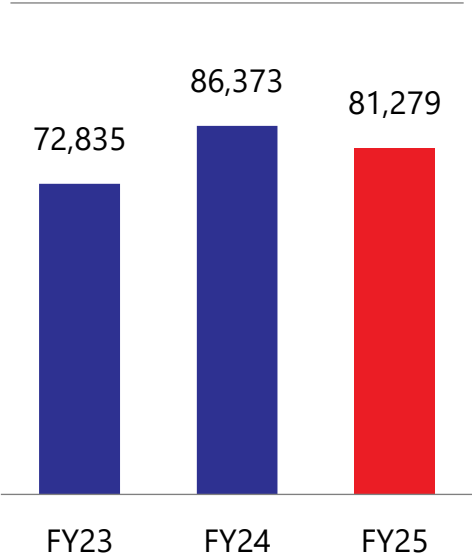


The reduction in the number of clients was a strategic decision to focus on high-quality, long-term partners. While the overall customer count has declined, the total number of orders has increased, reflecting stronger engagement and repeat business from existing clients

Number of Orders (#)

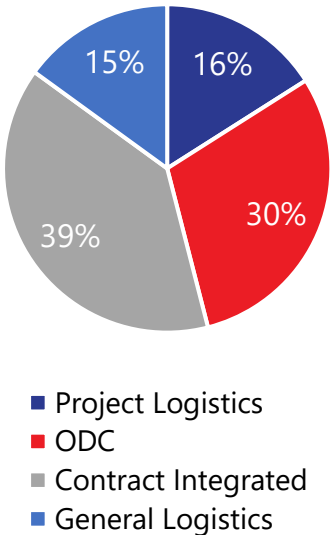


Average Revenue per Order (in Rs)



In H1 FY25, lower demand for high-value segments like Project Logistics and ODC, due to project delays and elections, led to a focus on General and Contract Logistics, resulting in a dip in ARPO

Segment-wise Revenue Mix (FY25)



Standalone Profit & Loss – H2 & FY25

Particulars (Rs Cr)	H2FY25	H2FY24	YoY (%)	FY25	FY24	YoY (%)	FY25*
Revenue From Operations	175.5	132.2		288.3	228.5		288.9
Other Income	0.2	0.0		0.2	0.0		0.2
Total Income	175.6	132.2	32.9%	288.5	228.6	26.2%	289.1
Cost of Freight Expenses	150.0	111.4		245.9	192.6		246.4
Employee Benefit Expenses	6.5	5.1		12.0	9.6		12.0
Other Expenses	3.3	2.7		6.3	5.2		6.3
EBITDA	15.8	13.0	21.7%	24.3	21.2	14.5%	24.4
<i>EBITDA Margin</i>	9.0%	9.8%		8.4%	9.3%		8.4%
Depreciation and Amortisation Expenses	1.0	0.5		1.7	0.9		1.7
EBIT	14.8	12.6	17.9%	22.6	20.4	11.0%	22.6
<i>EBIT Margin</i>	8.4%	9.5%		7.8%	8.9%		7.8%
Finance Cost	1.2	1.7		2.0	3.4		2.0
Exceptional items	-0.2	0.0		-0.5	0.0		-0.5
Profit Before Tax	13.8	10.9	27.3%	21.1	16.9	24.6%	21.2
Tax Expense	3.6	2.8		5.4	4.3		5.4
PAT	10.2	8.1	26.1%	15.7	12.6	24.3%	15.7
<i>PAT Margin</i>	5.8%	6.1%		5.4%	5.5%		5.4%
EPS (Rs/share)	7.5	4.8		7.1	7.5		7.1

Building Own specialized Fleet for Greater Agility

Purchased 7 Pullers and 74 Axles

2 Pullers and 18 Axles via IPO Proceeds; 5 Pullers and 56 Axles through Internal Accruals and Bank Finance.



7 Heavy-Duty Pullers

- *Volvo FM500*
- *Eicher Volvo 8055*

74 Hydraulic Axle Lines

- *TII Scheuerle (36T)*
- *VMT & Super Bhim (26T)*



Project Snapshot 1: TBM Tunnel Boring Machine Execution



Key Highlights:

- ✓ Deployed our **own fleet of specialized vehicles**
- ✓ Operated by **Volvo-certified, highly trained drivers**
- ✓ Maintained **strict safety protocols** throughout
- ✓ Delivered with **precision, speed, and reliability**

Watch the project video: [Click Here](#)

Project Snapshot 2: 250-ton, 500 MVA Transformer Transport



Key Highlights:

- ✓ Destination: **Remote location in Madhya Pradesh**
- ✓ Navigated route with **multiple distressed bridges**
- ✓ Designed and implemented a **custom-engineered bypass**
- ✓ Ensured **flawless transport of high-value, heavy cargo**

Watch the project video: [Click Here](#)



Building an Asset Right Model

Invest in acquiring and developing niche assets with limited availability through third-party vendors. This approach aims to enhance value for clients and expand service to previously untapped customer segments. Only a selective number of these assets will be acquired.



Serving High - Growth Sectors

Expanding into new sectors such as Defence, Transformers, Hydro Projects, and Oil & Gas, while deepening our presence in existing industries



Nurturing Partnerships to Build a Stronger Brand

Establish strong, mutually beneficial Long-term relationships with transporters, Small Fleet Owners and Agents & Customers.

Continue to build brand image by providing quality services

Focus on adhering to the quality standards to get repeat orders



Expanding Transport Network

Aggressively penetrate domestic markets by expanding our transportation network to increase visibility and establishing additional branches in new locations.



Expanding Services

Offering comprehensive, end-to-end logistics solutions through our wholly owned subsidiary, PRL Supply Chain Solutions, including Ocean Freight, Air Freight, ODC Road Movement, Warehousing & Distribution

Industry Size

13-14% of GDP

\$ 380 Bn

\$ 460 Bn

Current Value

Projected Value - FY27

India's ~\$380 billion logistics sector is growing at 10–12% annually, driven by power sector investments and rising demand for pan-India movement of 400kV–765kV and HVDC transformers using specialized trailers.



Key Growth Drivers in the Indian Logistics Sector

- ✓ Nationwide demand for transformers is driving the need for specialized trailers and pan-India heavy-duty logistics.
- ✓ HVDC (High Voltage Direct Current) transformer projects are in the pipeline, indicating long-term demand for precision logistics solutions.
- ✓ Multiple new refinery and brownfield expansion projects are creating demand for oversized and critical equipment transportation.
- ✓ Rising defence investments require complex logistics for transporting heavy equipment to remote and hilly terrains.
- ✓ Upcoming hydroelectric projects in tough Himalayan regions demand time-bound and technically advanced logistics execution.
- ✓ Rapid growth in solar, wind, and hybrid energy projects is boosting logistics needs for large components like blades and inverters.
- ✓ New cement plants and modernization drives are increasing the movement of ball mills, rotary kilns, and pressure vessels.



Company Overview



- Premier Roadlines Limited, backed by four decades of logistics expertise, delivers reliable and efficient transportation solutions across India
- Serving marquee clients across a well-diversified portfolio of industries including Defence, Transformers, Hydro Projects, Oil & Gas, Energy, Infrastructure, Renewables, and Heavy Engineering, etc.
- Services were rendered through third-party operators using trucks, trailers, hydraulic axles, etc., along with our own specialized fleet for critical and complex assignments
- Well established PAN India network, along with growing presence in Nepal and Bhutan
- PRL Supply Chain Solutions (Wholly Owned Subsidiary) provides comprehensive end-to-end logistics, covering Ocean Freight, Air Freight, Project Logistics, and Warehousing & Distribution.

Over Dimension/ Over Weight Cargo



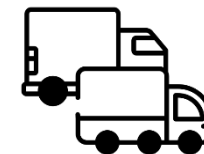
Project Logistics



Contracted Integrated Logistics



General Logistics



PRL Supply Chain Solutions (WOS)





Virender Gupta - *Chairman & Managing Director*

Experience: 30+ years

Qualification: Bachelor of Commerce from University of Delhi Responsible for the Business Development, Legal Operations, Compliance and overall management of the business



Samin Gupta - *Whole-time Director and Chief Financial Officer*

Experience: 3+ years

Qualification: Business Administration in Finance and Accountancy from Christ University, Bengaluru, India.

Masters of Science in Supply Chain and Logistics Management from University of Warwick, UK
Responsible for Finance and Accountancy policies of the company



Rakhi Gupta - *Whole-time Director*

Experience: 15+ years

Qualification: Bachelor of Arts from University of Delhi.

Responsible for general business & administration activities of the company

Additional Board of Directors



Megha Agarwal
(Independent Director)



Dipti Gupta
(Independent Director)



CA Sunil Gupta
(Independent Director)

Service Offerings - Over Dimension/ Over Weight Cargo

Specialized in safe, end-to-end transport of oversized transformers across India with advanced route planning and full regulatory compliance. Trusted partner for major power projects, delivering reliable loading, transit, and last-mile solutions.

Conduct Feasibility Study & Route Survey, including enroute obstacle and bypass assessment

Pan-India operations managed by expert supervisors, Volvo-trained drivers, and certified Goldhofer/TII PPU operators.

Manage MORTH permissions and complete end-to-end approval processes

Develop and implement Method Statements covering Pre-Loading and Execution Protocols

Execute Mitigation Plans alongside strict EHS and Compliance checklist adherence

Handle Pan India transformer loading, unloading, and last-mile civil works.
Coordinate bypass construction and civil work at challenging last-mile locations



Service Offerings – Project Transportation

Premier Roadlines Limited (PRL) is an experienced and structured project logistics company, equipped with advanced technology, specialized equipment, and strategic assets to manage even the most challenging cargo movements across India.

Capable of handling and executing projects for goods ranging from 1MT to 250MT.

Our fleet, comprising both in-house and outsourced assets, includes specialized vehicles such as semi-low-bed and low-bed trailers—ideal for handling Super ODC consignments across India.

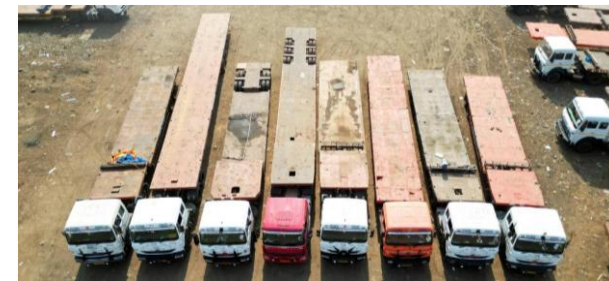
Led by a Project Head with 27+ years of experience, supported by an expert fleet team and skilled workforce for safe and efficient execution of challenging projects

Skilled and experienced manpower to navigate and overcome all challenges during transit.

Safe and precise cargo handling with utmost care across all operations.

Advanced online systems with automated ETA alerts ensure timely, requirement-based deliveries.

Strong database of qualified vendors and fleet owners to swiftly source required resources.



We provide comprehensive, end-to-end logistics solutions to multinational companies, covering both inbound and outbound logistics requirements. Our services support a wide range of vehicle capacities—from 1 metric ton (MT) to 40 MT—tailored to diverse operational needs. We typically engage through logistics contracts lasting up to 2 years, ensuring reliability, continuity, and long-term value for our clients.

Currently managing over 25 active contracts with leading multinational clients across India.

We operate on a fully outsourced fleet model, deploying third-party vehicles across all capacities—from 1 MT to 40 MT—ensuring flexibility and scalability.

Our operations are powered by a robust ERP platform and real-time tracking systems, enabling seamless management of the entire supply chain.

We have built long-standing, trusted partnerships with our clients, positioning ourselves as their preferred logistics partner for critical and recurring transport requirements.

General logistics covers non-contracted, spot-based requirements, typically involving urgent, short-notice, or just-in-time cargo movements that fall outside the scope of long-term agreements. This service segment is designed to handle:

Spares and accessories for remote, hilly, or complex locations not covered under standard contracts.

Unconventional or miscellaneous shipments requiring special handling

Just-in-time and short-notice requirements outside of long-term agreements.

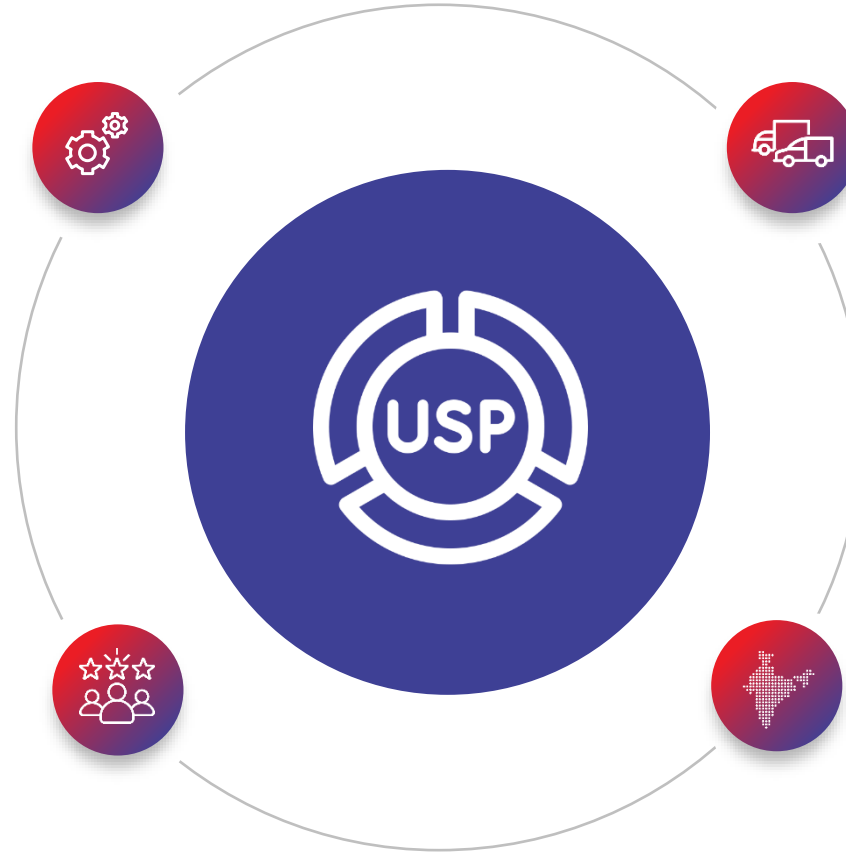
Key revenue driver: Accessories supporting ODC and contracted project logistics.

Serving High-Growth Sectors

Defence, Transformers, Hydro Projects, Oil & Gas, Energy, Infrastructure, Renewables, Heavy Engineering and many more

Esteemed Clientele

PRL carefully selects its customers before entering into business transactions, choosing to work exclusively with major clients and leading players within each sector.



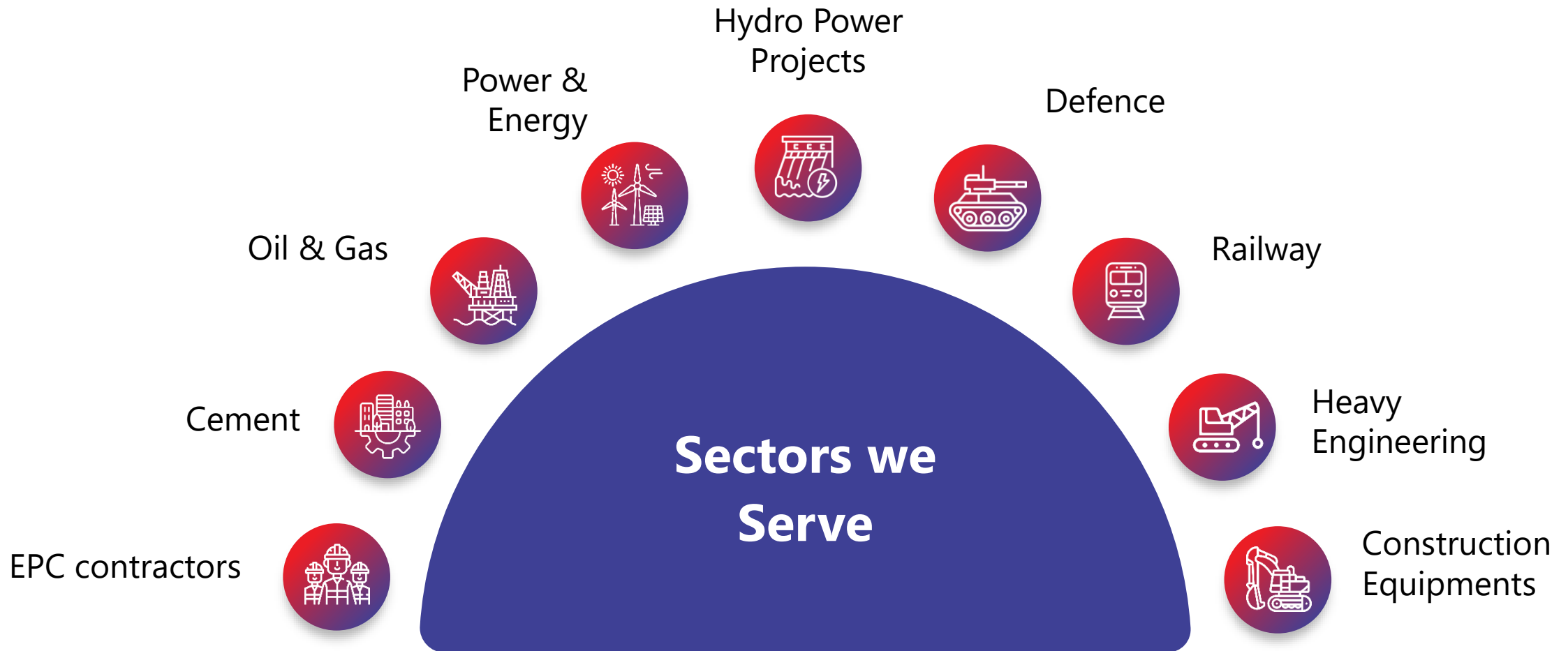
Asset-Light Model

Maintain an asset-light model by using third-party fleets, ensuring flexibility and scalability without major capital expenditure.

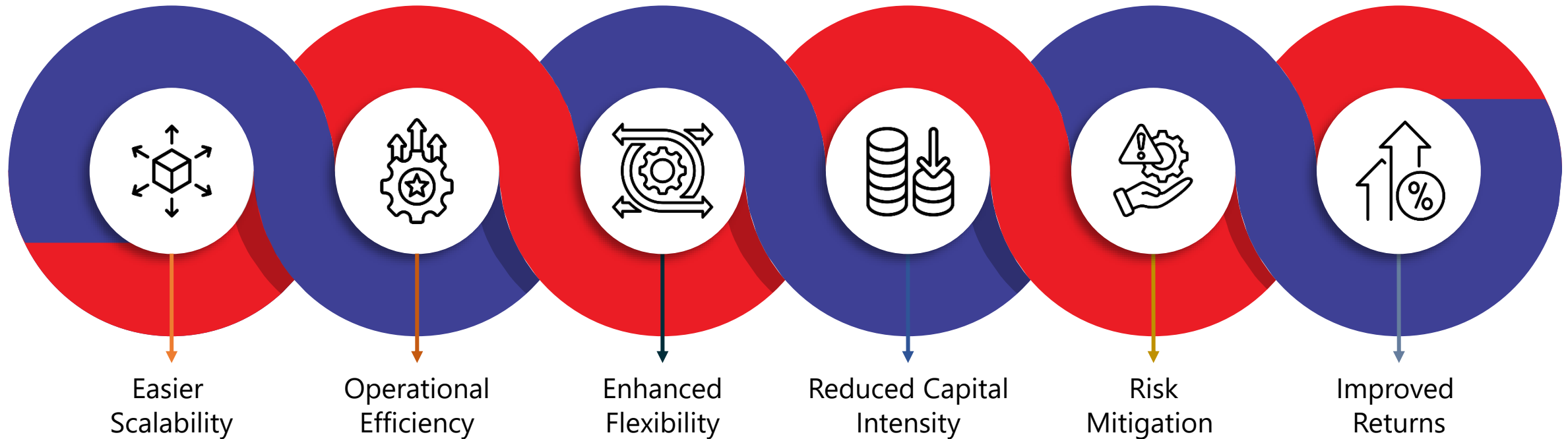
Pan India Presence

With 28 branches and 245 employees, Premier Roadlines moved 23,309 GPS-tracked vehicles in FY25, efficiently managed via a robust ERP system

Serving high-growth sectors in logistics enhances flexibility and resilience, allowing businesses to adapt quickly to market changes while maximizing efficiency and driving growth across multiple sectors



The Asset-Light Model in logistics emphasizes minimizing fixed asset ownership by leveraging partnerships and outsourcing, enabling companies to enhance operational flexibility and reduce costs while maintaining service quality.



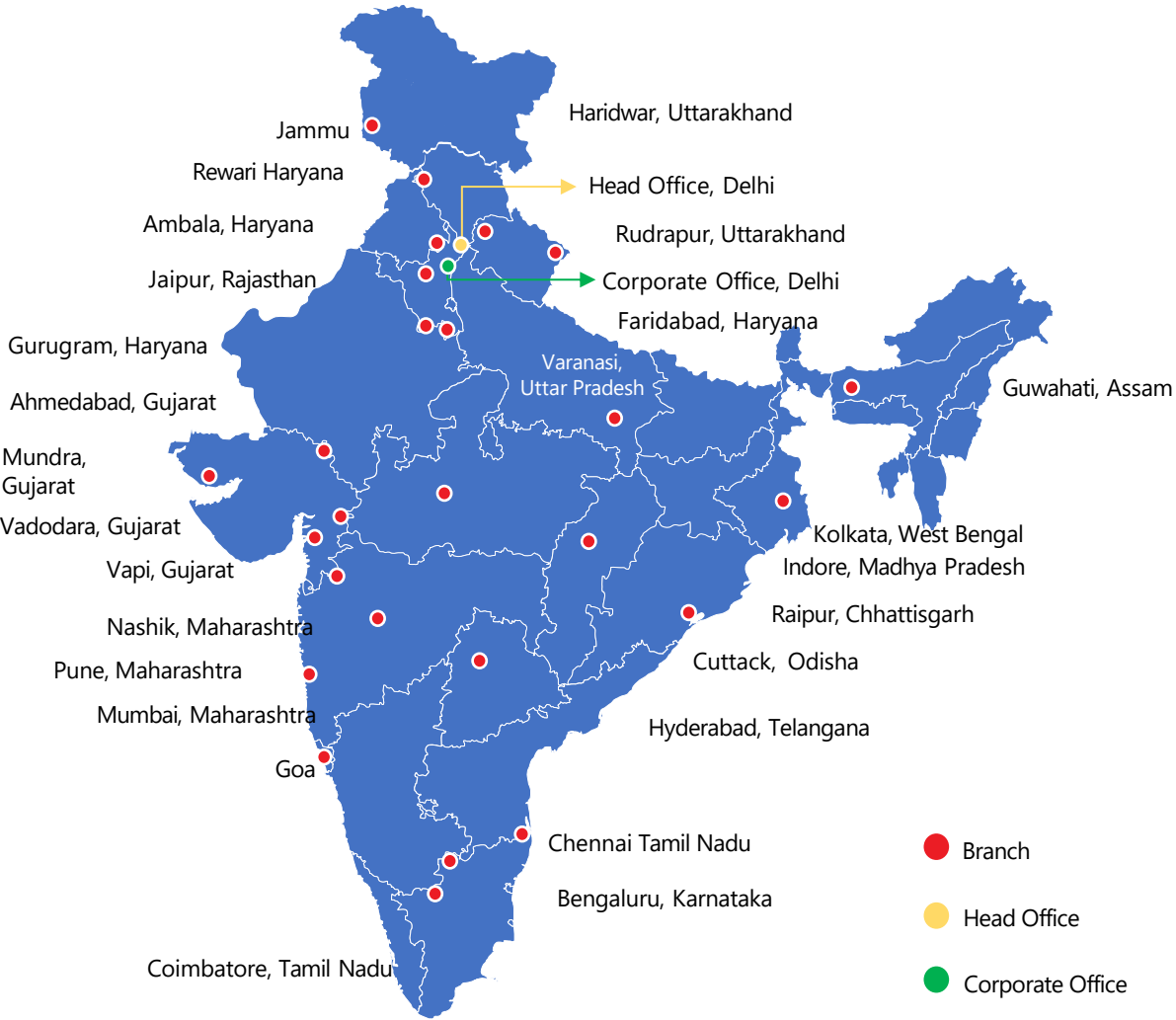
Pan India Presence with Technology Oversight

No of Branch Offices (FY25)	Total Vehicles Handled (FY25)	Employee Strength (FY25)
28	23,309	245

Arrangements for outsourcing trucks enabling access to larger fleet size

Dedicated customized ERP software to track procurement of vehicles, permits/legal documents verification of the vehicle and driver, order entry & final settlement of the account

GPS tracking system to track details of consignment, current location of the goods, exact time of the delivery of goods, fleet details, etc.



Long Standing Relationships with Marquee Clientele

- Serve a large and diverse mix of end market customers across several industry sectors
- Working with all leading transformer manufacturers, handling units ranging up to 750 kV and 500 MVA.
- Long-standing relationships with customers like L&T constructions, KEC international, ThyssenKrupp etc.
- Retention of customers enabled business growth and expansion of operations.

Few of our Esteemed Clientele



Awards

- Awarded with "The Best Logistics- Large Fleet" for accelerating Large Fleet Transportation Services Pan India by Keller Group in Business Partner Meet-2022, Chennai.
- Awarded as Preferred Supplier, by Triveni Turbines in Logistics Summit, 2023



Historical Financials

Standalone Profit and Loss

Particulars (Rs Cr)	FY22	FY23	FY24	FY25	3 CAGR
Revenue From Operations	138.6	191.9	228.5	288.3	
Other Income	0.1	0.1	0.0	0.2	
Total Income	138.7	192.1	228.6	288.5	27.7%
Cost of Freight Expenses	119.5	165.2	192.6	245.9	
Employee Benefit Expenses	8.0	9.6	9.6	12.0	
Other Expenses	3.3	4.3	5.2	6.3	
EBITDA	7.9	13.1	21.2	24.3	45.5%
<i>EBITDA Margin</i>	5.7%	6.8%	9.3%	8.4%	
Depreciation and Amortisation Expenses	0.6	0.7	0.9	1.7	
EBIT	7.3	12.4	20.4	22.6	46.0%
<i>EBIT Margin</i>	5.2%	6.4%	8.9%	7.8%	
Finance Cost	2.0	2.7	3.4	2.0	
Exceptional items	0.0	0.0	0.0	-0.5	
Profit Before Tax	5.2	9.6	16.9	21.1	59.3%
Tax Expense	1.3	2.5	4.3	5.4	
Profit After Tax	3.9	7.2	12.6	15.7	59.2%
<i>PAT Margin</i>	2.8%	3.7%	5.5%	5.4%	
EPS (Rs/share)	2.3	4.3	7.5	7.1	

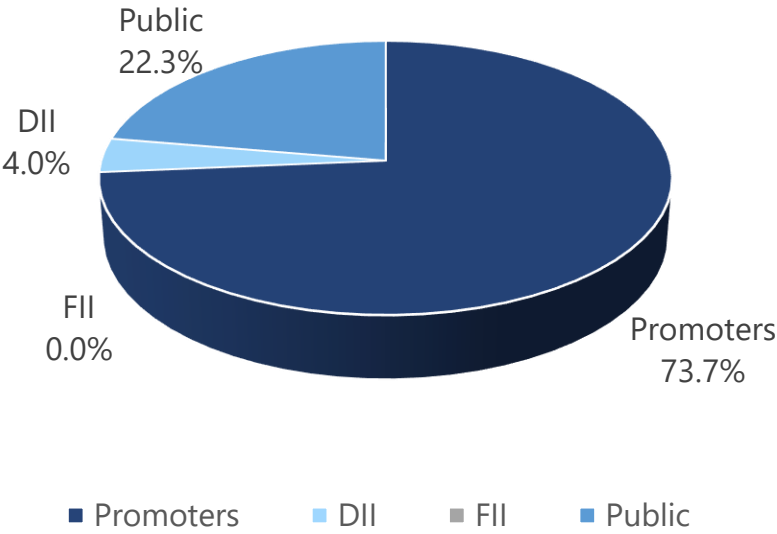
Standalone Balance Sheet

Liabilities (Rs Cr)	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25	Assets (Rs Cr)	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Share Capital	1.5	1.5	1.5	16.8	22.9	Property, Plant & Equipment and Intangible Assets	4.8	3.6	9.4	10.3	26.3
Reserves & Surplus	14.4	18.3	25.6	22.9	66.2	Deferred Tax Assets (Net)	0.2	0.3	0.3	0.3	0.0
Shareholders' Funds	16.0	19.8	27.1	39.7	89.1	Long Term Loans and Advances	0.1	0.2	0.1	0.0	0.1
Long Term Borrowings	1.0	3.5	9.3	0.8	10.2	Other Non-Current Assets	0.0	0.0	0.3	0.7	0.4
Long Term Provisions	0.8	0.9	1.0	1.1	1.7	Total Non-Current Investment	5.1	4.2	10.1	11.3	26.8
Total Non-Current Liabilities	1.8	4.3	10.3	2.0	11.9	Trade Receivables	36.0	43.2	59.2	77.4	114.5
Short Term Borrowings	22.8	20.1	27.4	36.1	28.8	Cash and Cash equivalents	2.3	1.6	1.7	0.4	0.6
Trade Payables	3.6	5.7	7.1	8.8	10.6	Short-Term Loans and Advances	2.3	2.4	2.9	1.7	2.1
Other Current Liabilities	0.8	0.5	1.2	3.0	3.4	Other Current Assets	0.1	0.1	0.2	0.6	1.1
Short Term Provisions	0.8	1.0	1.0	1.7	1.3	Total Current Assets	40.7	47.3	64.0	80.0	118.2
Total Current Liabilities	28.0	27.2	36.7	49.6	44.1	Total Assets	45.8	51.4	74.1	91.3	145.0
Total Liabilities	45.8	51.4	74.1	91.3	145.0						

Standalone Cash Flow Statement

Particulars (Rs Cr)	FY21	FY22	FY23	FY24	FY25
A. Net Cash Flow from Operating Activities	2.43	1.28	-3.95	3.66	-16.33
B. Net Cash Flow from Investing activities	-1.48	0.26	-6.47	-1.75	-17.23
C. Net Cash Flow from Financing Activities	0.67	-2.28	10.52	-3.20	33.75
Total increase (decrease) in cash and Cash equivalents during the year (A+B+C)	1.62	-0.73	0.10	-1.29	0.19
Cash and cash equivalents at beginning of year	0.71	2.32	1.60	1.70	0.41
Cash and cash equivalents as at end of the year (I+II)	2.32	1.59	1.70	0.41	0.60

Shareholding Pattern (as on March-25)



Script Related Information (as on 20th -May-2025)

NSE Code	PRLIND
CMP (Rs)	103.20
Market Cap (Rs Cr)	236
Shares O/s (Cr)	2.28
Face Value (Rs)	10
Average Trading Volume ('000)	131

Contact Us



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