



INVESTOR PRESENTATION

Q4 & FY24



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01. Company Overview

02. Growth Enablers

03. Financials



Company Overview



- Established in 2008, Premier Roadlines Ltd (PRL) is an **IBA approved & ISO Certified** surface logistics service provider of dry cargo ranging from **1MT to 250 MT**.
- Offerings include **Project logistics, Over-dimensional cargo, Contracted Integrated Logistics, General Logistics**
- Serving marquee clients like **Tata, Thyssenkrupp, L&T, KEC**, etc. across well-diversified industries like **Energy, Infrastructure, Renewables, Heavy Engineering**, etc.
- Services rendered through **third-party operators** with Trucks, Trailers, Hydraulic Axles, etc.
- Well established **PAN India network**, along with growing presence in **Nepal and Bhutan**



Vision

To be India's preferred logistics service provider for a one-point solution for all surface transportation requirements on a Pan India Level!



Four

Service Offerings



Owned corp office in Delhi
28 branch offices
210 employees



26,460 orders served of
940 customers in FY24



19,851

Total Vehicles
Handled



Virendra 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



Samir Gupta

Whole-time Director and Chief Financial Officer

Experience: 2+ years

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



CA Naveen Bansal
(Non-Executive Director)



CA Sunil Gupta
(Independent Director)



Megha Agarwal
(Independent Director)



**Leading Player in a
Niche Segment**



**Well-Diversified and
Marquee Clientele**



**Wide Network,
PAN India**



**Process Driven
Assured Quality**

1. One of the Leading Players, Offering Tailored Logistics' Solutions



1. Project Logistics Services

Handling of an entire project right from planning of dispatch, choosing vehicle type and meeting daily placements targets by the customers' end on a bulk basis.



2. Over Dimensional/ Over-weight Services

Over Dimensional Cargo is any cargo or goods that exceed a vehicle's dimensions. Hence, they require added security and safety measures during transport to ensure that the goods are in a good condition. **PRL can offer facilities upto 250 MT.**



3. Contracted Integrated Logistics Services

Provide integrated logistics services to clients like Tata Power Solar Systems Limited, Sterlite Power Transmission Limited, Triveni Turbine Limited etc. where contract is of maximum 2 years. Include vehicles ranging **from 1MT to 30 MT.**



4. General Logistics Services

This type of service includes out-of-contract, spot-bidding transportation etc. The nature of goods in this service type can be spares, accessories or others on a Full Truck Load basis including transportation to hilly terrains, material related to Exhibition etc



Goods Loaded from
Customer's Location

Hired from
Logistic Partners



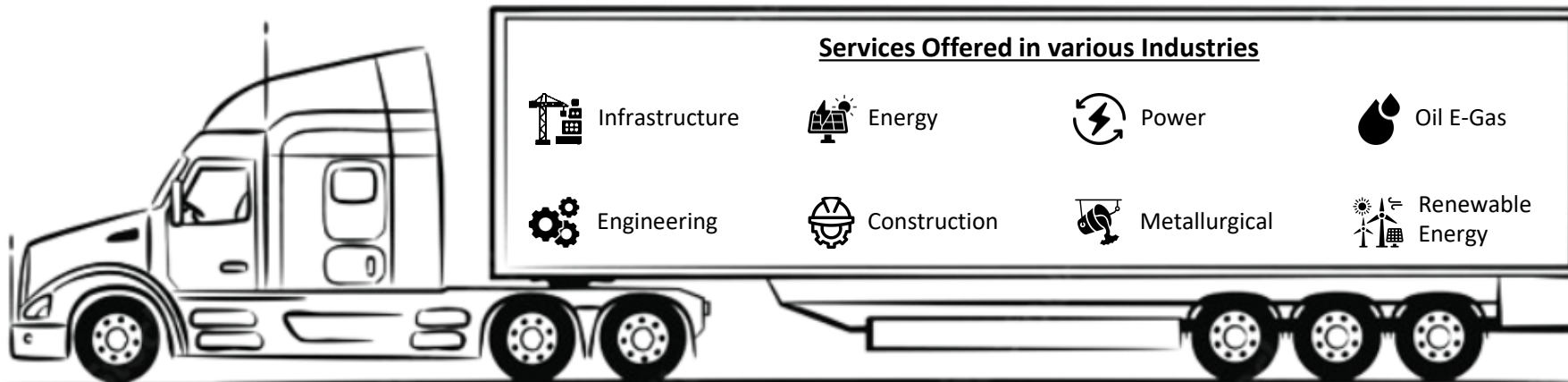
Goods Delivered to
Specified Destination

2. Long Standing Relationships with Well Diversified, Marquee Clientele



- Serve a large and diverse mix of end market customers across several industry sectors
- Long-standing relationships with customers like L&T constructions, KEC international, ThyssenKrupp etc.
- Retention of customers enabled business growth and expansion of operations.

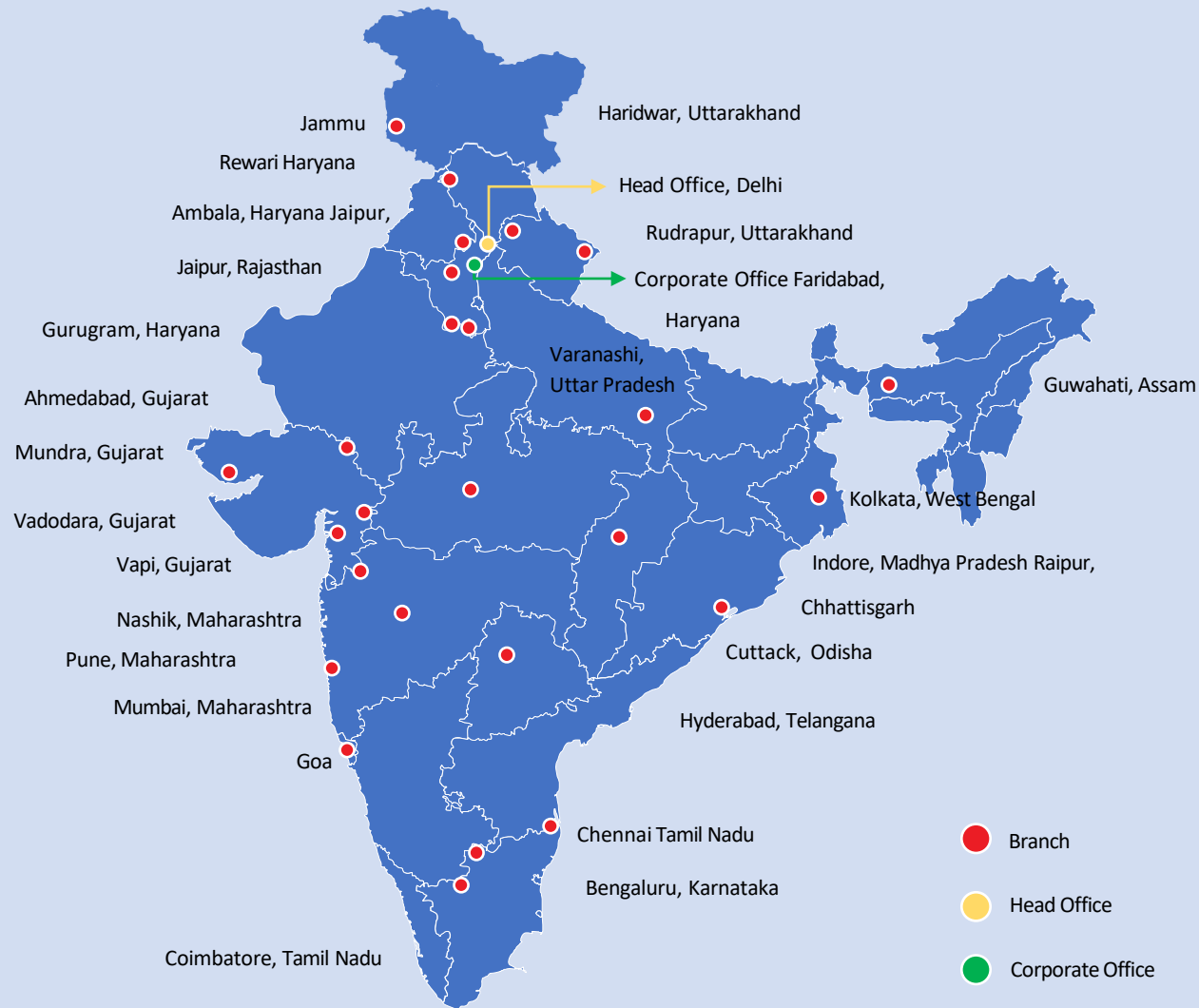
Few of our Esteemed Clientele



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

3. Pan India Presence with Technology Oversight



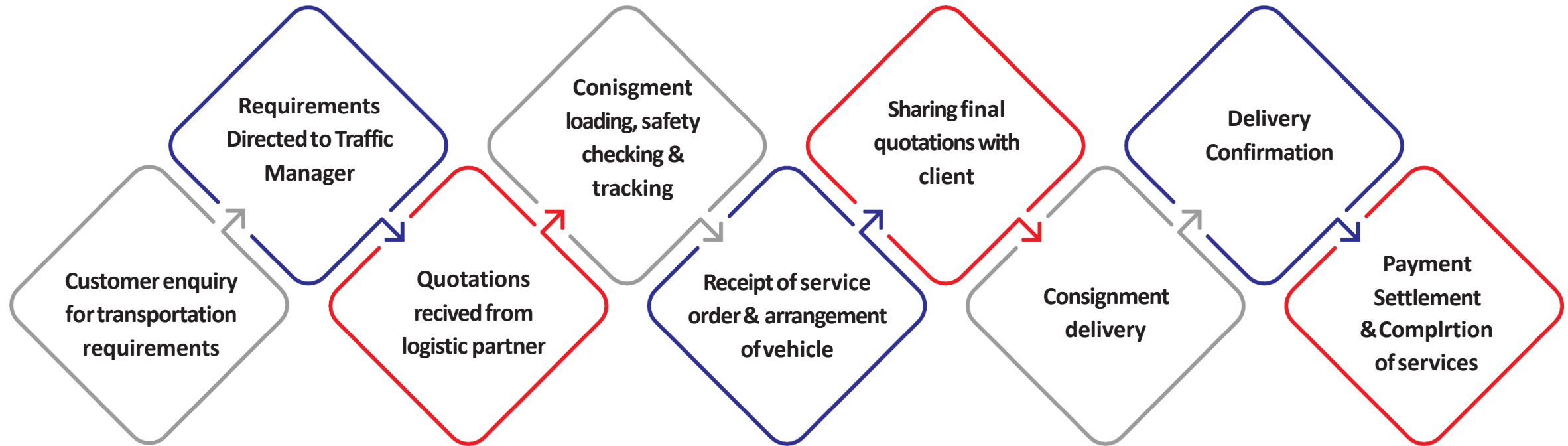
No of Branch Offices (FY24)	Total Vehicles Handled (FY24)	Employee Strength (FY24)
28	19,851	210

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

4. Process Driven Assured Quality Services



- Capable of providing quality services at competitive prices to our customers resulting into **repetitive work orders from them.**
- Focus on quality has enabled us to sustain and grow the business model for Customers benefit

Growth Enablers



1. Continue To Develop Cordial Relationship With Our Customers & Logistic Partners

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

4. Increase Our Goods Transportation Network Across India

- Aggressively penetrate in the domestic markets by expanding transportation network to enhance visibility.
- Step into Fleet rental service & provide a fleet of trailers and Hydraulic Axles on rentals for on-site usage of customers.
- Purchase own vehicles to increase goods transportation network.



2. Continue To Serve More Industries

- Extend services to additional industrial sectors along with expanding customer base in existing industrial sectors.

3. Enhancing Brand Image & Meeting Quality Standards

- Continue to build brand image by providing quality services
- Focus on adhering to the quality standards to get repeat orders



- Estimated to account for about 14.4% of GDP.
- Employs more than 22 million people
- Valued at US\$ 250 billion in 2021 & predicted to increase to US\$ 380 billion by 2025, at 10%-12% year-on-year growth rate
- Consists of 37 export promotion councils, 40 Participating Government Agencies (PGAs), 20 Government agencies, 10,000 commodities & 500 certifications.

Recently Raised Growth Capital through IPO - Deployment Status



*Successfully completed the IPO of INR 404 Mn
Listed on NSE SME with effect from May 17, 2024*

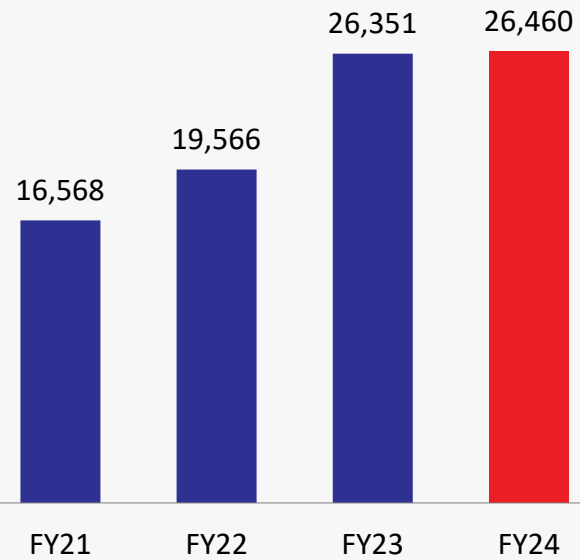
Objects of the IPO	Available for Deployment	Actual Deployment	Balance for Deployment	Remark
Repayment of Debt	Rs 150 Mn	Rs 150 Mn	Nil	Strengthening the Balance Sheet and reducing Finance Cost
Purchase of vehicle for commercial purpose	Rs 28 Mn	Rs 28 Mn	Nil	Will help to scale up Operations and drive Growth
To meet working capital requirements	Rs 140 Mn	Rs 140 Mn	Nil	
General Corporate Purpose	Rs 33 Mn	Rs 12 Mn	Rs 22 Mn	-
Total	Rs 351 Mn **	Rs 329 Mn	Rs 22 Mn	-

** Net of IPO Expenses

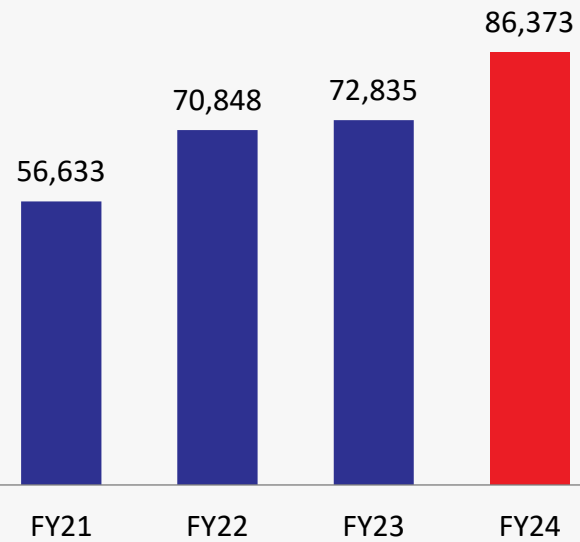
Financials



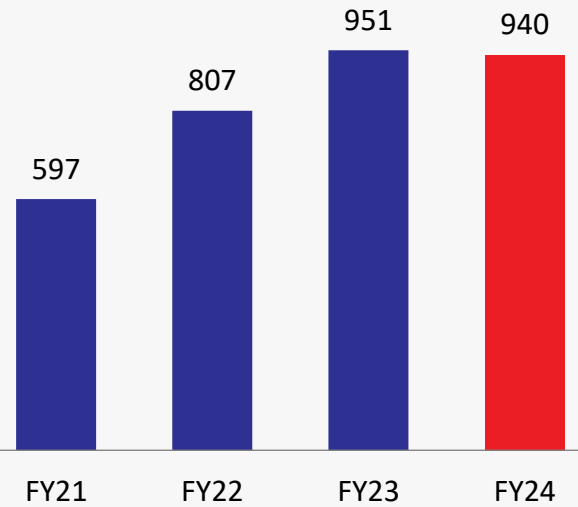
Number of Orders (#)



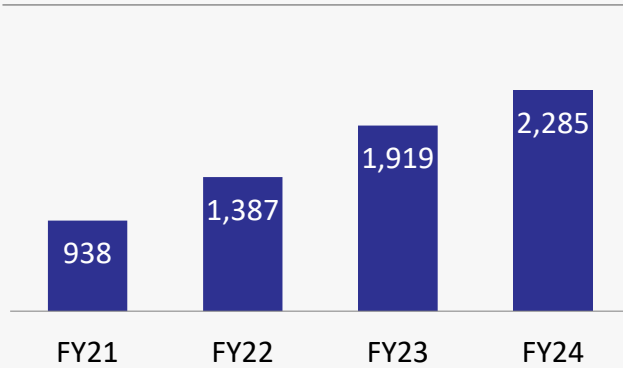
Average Revenue per Order (in Rs)



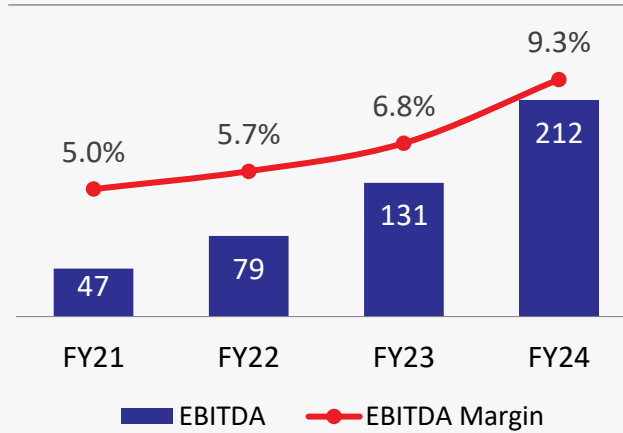
Number of Customer served (#)



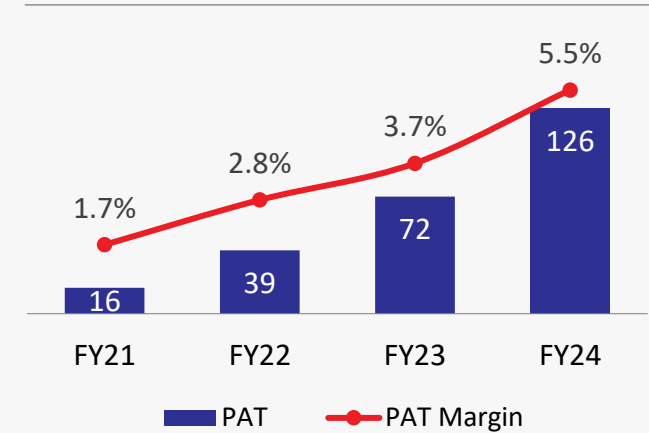
Revenue from Operations (Rs Mn)



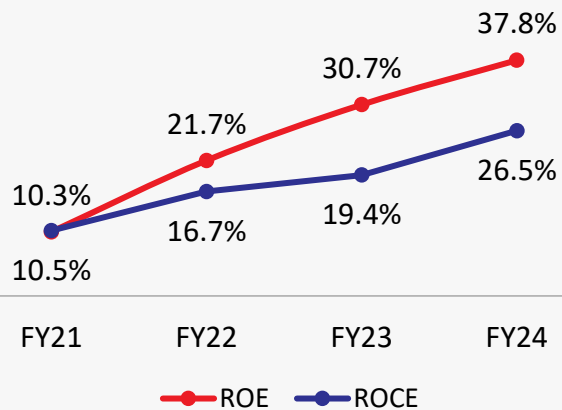
EBITDA (Rs Mn) & Margin (%)



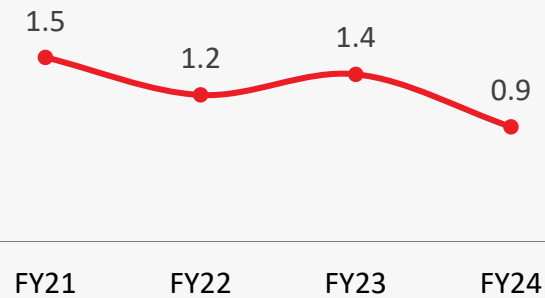
PAT (Rs Mn) & Margin (%)



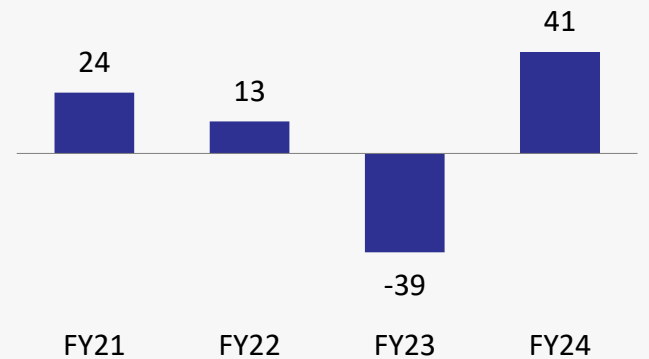
ROE & ROCE (%)



Debt to Equity (x)



Cash Flow from Operations (Rs Mn)



Profit and Loss

Particulars (Rs Mn)	FY21	FY22	FY23	FY24	CAGR (FY21-24)
Revenue From Operation	938	1,386	1,919	2,285	
Other Income	3	1	1	0	
Total Income	942	1,387	1,921	2,286	34%
Cost of Freight Expenses	811	1,195	1,652	1,926	
Employee Benefit Expenses	63	80	96	96	
Other Expenses	20	33	43	52	
EBITDA	47	79	131	212	65%
<i>EBITDA Margin</i>	<i>5.0%</i>	<i>5.7%</i>	<i>6.8%</i>	<i>9.3%</i>	
Depreciation and Amortisation Expenses	6	6	7	9	
EBIT	41	73	124	204	70%
<i>EBIT Margin</i>	<i>4.4%</i>	<i>5.2%</i>	<i>6.4%</i>	<i>8.9%</i>	
Finance Cost	20	20	27	34	
Exceptional items			0.2	-0.1	
Profit Before Tax	22	52	97	169	98%
Tax Expense	6	13	25	43	
Profit After Tax	16	39	72	126	101%
<i>PAT Margin</i>	<i>1.7%</i>	<i>2.8%</i>	<i>3.7%</i>	<i>5.5%</i>	
EPS	0.9	2.3	4.3	7.5	

Balance Sheet

Liabilities (Rs Mn)	FY21	FY22	FY23	FY24
Share Capital	15	15	15	168
Reserves & Surplus	144	183	256	229
Shareholders' Funds	160	198	271	397
Long Term Borrowings	10	35	93	1
Long Term Provisions	8	9	10	11
Total Non-Current Liabilities	18	43	103	12
Short Term Borrowings	228	201	274	368
Trade Payables	36	57	71	88
Other Current Liabilities	8	5	12	29
Short Term Provisions	8	10	10	18
Total Current Liabilities	281	273	366	504
Total Liabilities	458	514	741	913

Assets (Rs Mn)	FY21	FY22	FY23	FY24
Property, Plant & Equipment and Intangible Assets	48	36	94	103
Deferred Tax Assets (Net)	2	3	3	3
Long Term Loans and Advances	1	2	1	0
Other Non-Current Assets	0.0	0.0	2.7	6.8
Total Non-Current Investment	51	42	101	113
Trade Receivables	360	432	592	774
Cash and Cash equivalents	23	16	17	8
Short-Term Loans and Advances	23	24	29	17
Other Current Assets	1	1	2	2
Total Current Assets	407	473	640	800
Total Assets	458	514	741	913

Particulars (Rs Mn)	FY21	FY22	FY23	FY24
A. Cash Generated From Operating Activities	24.3	12.8	-39.5	40.7
B. Net Cash from (used in) Investing activities	-14.8	2.6	-64.7	-17.5
C. Net Cash from (used in) Financing Activities	6.7	-22.8	105.2	-32.0
Total increase (decrease) in cash and Cash equivalents during the year (A+B+C)	16.2	-7.3	1.0	-8.9
Cash and cash equivalents at beginning of year	7.1	23.2	16.0	17.0
Cash and cash equivalents as at end of the year (I+II)	23.2	15.9	17.0	8.1

Let's Connect



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