

November 12, 2024

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 half year ended on 30th September, 2024

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 for the half year ended on 30th September, 2024.

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

H1FY25



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H1FY25 Financials



Company Overview



Historical Financials





H1FY25 Financials



Mr. Virendra Gupta
Chairman & Managing Director

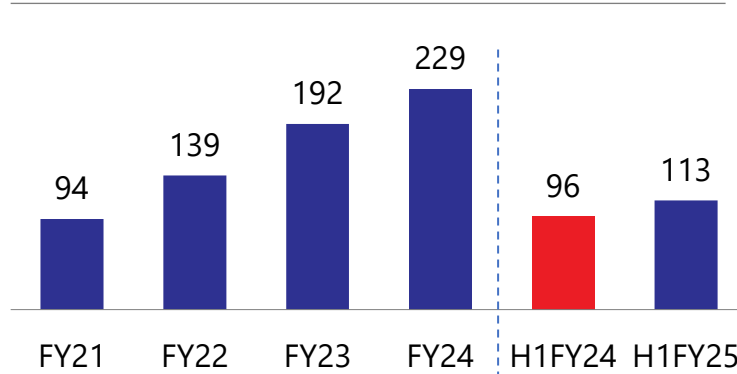
“Premier Roadlines has maintained a strong focus on operational and financial excellence, as reflected in our H1 results. The first half of the year typically faces challenges in Project Logistics and Over-Dimensional Cargo (ODC) transport due to monsoons, limited infrastructure project approvals, and election-related delays this year. As a result, we focused more on General Logistics and less on ODC and Project Logistics during this period. A key achievement was securing our first defense sector order, along with significant contracts for the transportation of renewable energy related products, heavy transformers, machinery, motors, and generator consignments. These milestones highlight our expertise and commitment to quality service.

We have acquired PRL Supply Solutions as a wholly owned subsidiary, this will enhance our service offerings in supply chain management across international markets. With PRL Supply Chain Solutions, we now deliver end-to-end logistics, including Ocean Freight, Air Freight, Project Logistics, and Warehousing & Distribution. This acquisition will allow us to provide customized logistics solutions to meet the unique needs of our clients.

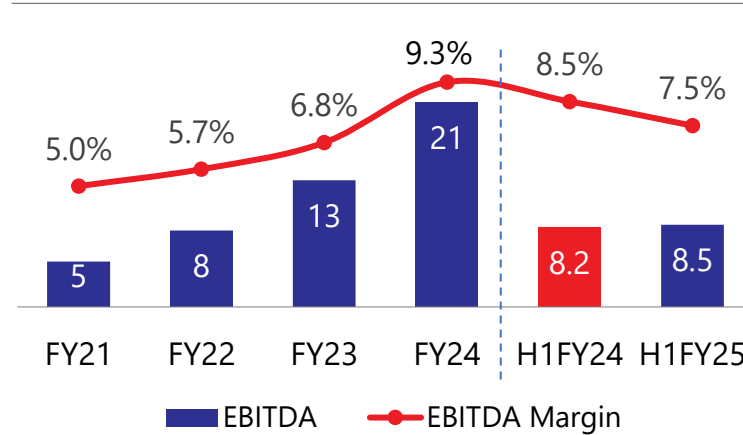
Looking to H2, we anticipate increased demand for Project Logistics and ODC as more projects gain approval, construction activity intensifies, and our economy is poised for growth. We are excited about the path ahead and remain committed to executing on these opportunities.”

Robust Financial Performance Continues in H1FY25

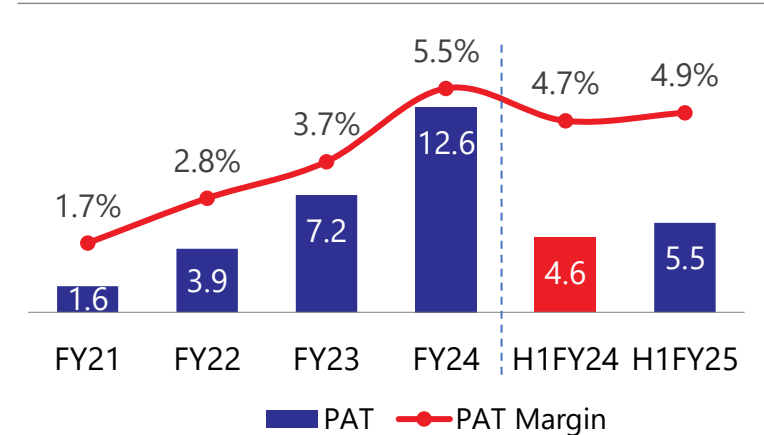
Revenue from Operations (Rs Cr)



EBITDA (Rs Cr) & Margin (%)



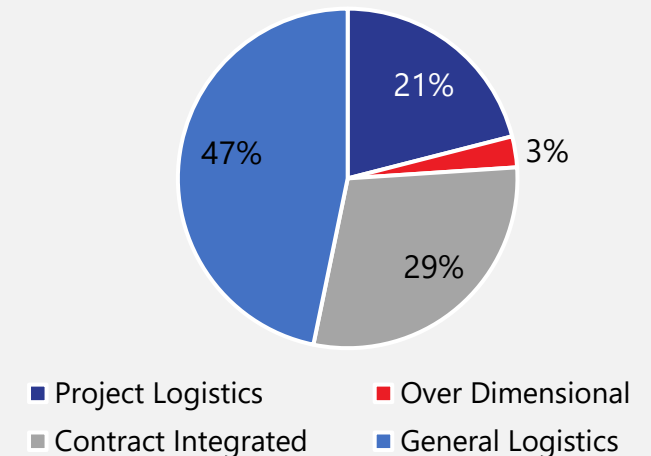
PAT (Rs Cr) & Margin (%)



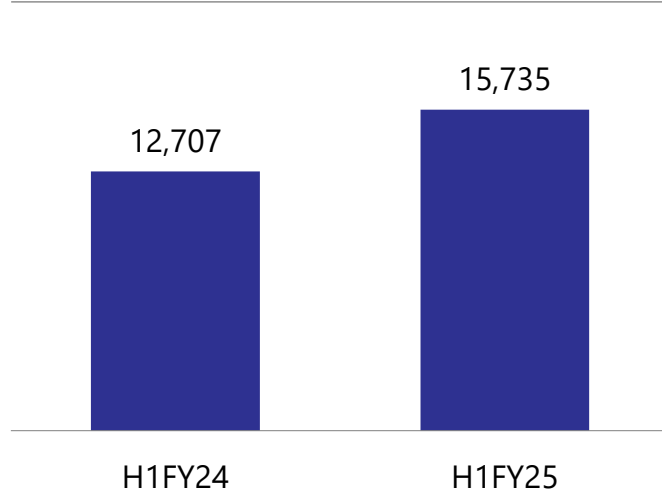
- H1 typically experiences delays in Project Logistics and Over-Dimensional Cargo (ODC) transport due to heavy rains, limited infrastructure project approvals, and this year delays were caused by elections as well. **As a result, we focused more on General Logistics during the first six months which led to lower margins compared to FY24**

- ROE and ROCE stood at **18%** and **19%**
- The Debt-to-Equity ratio stood at **0.05x**
- Cash Flow from Operations totaled **Rs 3.5 Crs**

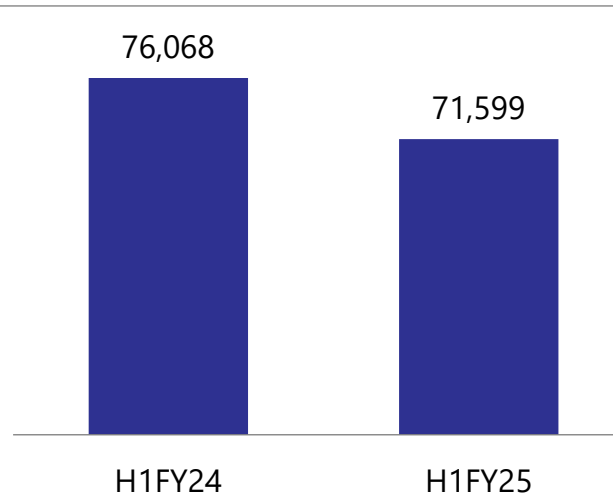
Segment-wise Revenue Mix (H1FY25)



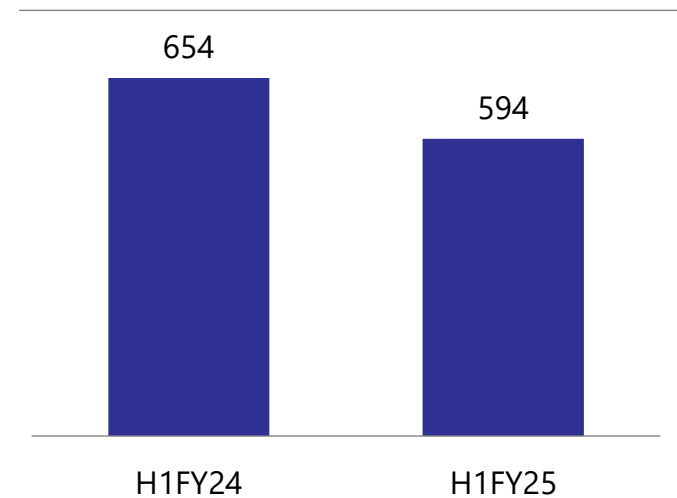
Number of Orders (#)



Average Revenue per Order (in Rs)



Number of Customers served (#)



- The change in Average Revenue Per Order is attributed to a change in Revenue Mix (as explained on the previous slide).
- Although the number of customers served has declined, the total number of orders has increased, indicating repeat orders from existing customers.
- In H2 we anticipate increased demand for Project Logistics and ODC as more projects gain approval, construction activity intensifies, and our economy is poised for growth. This expected surge in demand will help us achieve better numbers for the year.

Expanding Services with PRL Supply Chain Solutions (Subsidiary)



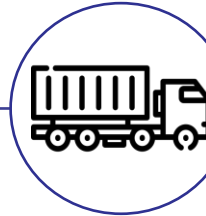
We have acquired PRL Supply Chain Solutions, As a wholly owned subsidiary of Premier Roadlines. This will enhance our service offerings in supply chain management across international markets. With PRL Supply Chain Solutions, we now deliver end-to-end logistics, including Ocean Freight, Air Freight, Project Logistics, and Warehousing & Distribution.



Ocean Freight



Air Freight



Project Logistics



**Warehousing &
Distribution**

Building Own specialized Fleet for Greater Agility

Purchased 2 Pullers and 18 Axles from the IPO Proceeds



Profit & Loss – H1FY25

| Particulars (Rs Cr) | H1FY25 | H1FY24 | YoY (%) | FY24 | FY23 | YoY (%) |
|--|--------------|-------------|-----------|--------------|--------------|---------|
| Revenue From Operation | 112.8 | 96.4 | | 228.5 | 191.9 | |
| Other Income | 0.1 | 0.02 | | 0.0 | 0.1 | |
| Total Income | 112.8 | 96.4 | 17% | 228.6 | 192.1 | 19% |
| Cost of Freight Expenses | 95.9 | 81.2 | | 192.6 | 165.2 | |
| Employee Benefit Expenses | 5.5 | 4.5 | | 9.6 | 9.6 | |
| Other Expenses | 3.0 | 2.5 | | 5.2 | 4.3 | |
| EBITDA | 8.5 | 8.2 | 3% | 21.2 | 13.1 | 63% |
| <i>EBITDA Margin</i> | 7.5% | 8.5% | (103) bps | 9% | 7% | 250 bps |
| Depreciation and Amortisation Expenses | 0.7 | 0.4 | | 0.9 | 0.7 | |
| EBIT | 7.8 | 7.8 | 0% | 20.4 | 12.4 | 65% |
| <i>EBIT Margin</i> | 6.9% | 8.1% | (119) bps | 9% | 6% | 247 bps |
| Finance Cost | 0.8 | 1.7 | | 3.4 | 2.7 | |
| Exceptional items | (0.3) | (0.0) | | 0.0 | 0.0 | |
| Profit Before Tax | 7.3 | 6.1 | 20% | 16.9 | 9.6 | 76% |
| Tax Expense | 1.8 | 1.5 | | 4.3 | 2.5 | |
| PAT | 5.5 | 4.6 | 21% | 12.6 | 7.2 | 76% |
| <i>PAT Margin</i> | 4.9% | 4.7% | 16 bps | 6% | 4% | 179 bps |
| EPS | 2.4 | 2.7 | | 7.5 | 4.3 | |

Balance Sheet – Sep'24

| Liabilities (Rs Cr) | Mar-24 | Sep-24 |
|--------------------------------------|-------------|-------------|
| Share Capital | 16.8 | 23 |
| Reserves & Surplus | 22.9 | 56 |
| Shareholders' Funds | 39.7 | 78.9 |
| Long Term Borrowings | 0.1 | 0 |
| Long Term Provisions | 1.1 | 1 |
| Total Non-Current Liabilities | 1.2 | 1.3 |
| Short Term Borrowings | 36.8 | 4 |
| Trade Payables | 8.8 | 9 |
| Other Current Liabilities | 2.9 | 2 |
| Short Term Provisions | 1.8 | 2 |
| Total Current Liabilities | 50.3 | 17.0 |
| Total Liabilities | 91.3 | 97.1 |

| Assets (Rs Cr) | Mar-24 | Sep-24 |
|---|-------------|-------------|
| Property, Plant & Equipment and Intangible Assets | 10.3 | 12.9 |
| Deferred Tax Assets (Net) | 0.3 | 0.2 |
| Long Term Loans and Advances | 0.0 | 0.0 |
| Other Non-Current Assets | 0.7 | 0.9 |
| Total Non-Current Investment | 11.3 | 14.0 |
| Trade Receivables | 77.4 | 75.5 |
| Cash and Cash equivalents | 0.8 | 1.2 |
| Short-Term Loans and Advances | 1.7 | 6.3 |
| Other Current Assets | 0.2 | 0.1 |
| Total Current Assets | 80.0 | 83.1 |
| Total Assets | 91.3 | 97.1 |



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.



Tapping Into New Industries

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



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

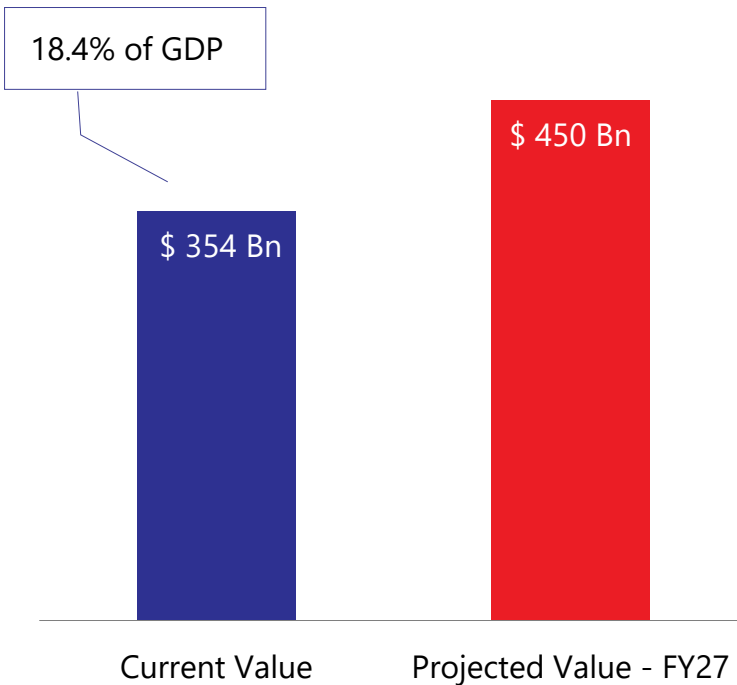
Aggressively penetrate domestic markets by expanding our transportation network to increase visibility and establishing additional branches in new locations.



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



Key Growth Drivers in the Indian Logistics Sector

- ✓ Government Initiatives like Sagarmala, Make In India, Gati Shakti
- ✓ Easing of FDI Norms
- ✓ Globalization
- ✓ Government Initiatives
- ✓ E-commerce Expansion
- ✓ Infrastructure Development
- ✓ Rising Industrialization
- ✓ Renewable Energy and Power Projects
- ✓ Technological Advancements
- ✓ Employment and Skill Development



Company Overview



- Premier Roadlines Limited, established in 1986, is an IBA-approved and ISO-certified logistics service provider specializing in dry cargo ranging from 1 MT to 250 MT
- 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



Project Logistics



Over Dimension/ Over Weight Cargo



Contracted Integrated Logistics



General Logistics





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



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

Experience: 2+ 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



CA Amit Kumar
(Non-Executive Director)



CA Sunil Gupta
(Independent Director)



Megha Agarwal
(Independent Director)

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

Execute a complete project for goods ranging from 1MT to 250MT

Appointing a project head from PRL and hiring the required vehicles and placing on time as per schedule

Qualified list of vendors/ fleet owners to who PRL contacts and gets the required resources

Maintaining safety enroute, following all protocols of customer responsibility of PRL

Online tracking, ERP window to customer to overlook entire project status



Service Offerings - Over Dimension/ Over Weight Cargo

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.

Road movement of special low bed trailers with
40, 50, 60 & 80 Ft bed

These are critical movement usually 1 single cargo

100+ Transformers in the range of 100 to 150 Tons

25+ Cargo Weighing up to 250 MT

25+ Cargo having a length above 90 Feet



Provide integrated logistics services to clients where contract is of maximum 2 years. Include vehicles ranging **from 1MT to 40 MT**.

Outsource and provide Every Category of Vehicle from
1MT to 40 MT

Capability of fulfilling the requirement of up to
50 vehicles in a day

25+ contracts running on PAN India Basis

Long standing partnership and trusted relation preferred for
customers for giving contract to meet their expectations

Requirements which are on spot, whether 1 MT to 40 MT. These type of services we offer to many MNC who need daily from 1 – 10 vehicles to different locations of different vehicle type

1000+ Associated fleet of vehicles running in contracts with PRL

25+ High value contracts of MNCs on a Pan India Basis

97% Placement on time

Remote areas and hilly terrains professionally tackled & delivered

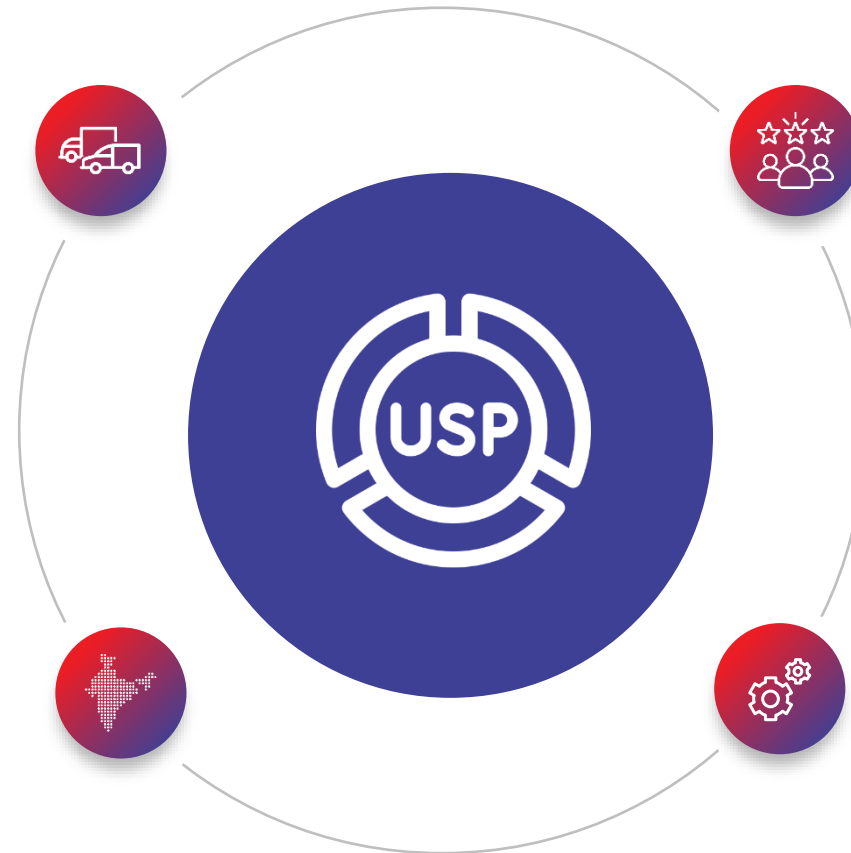
Capability of placing as high as **50** vehicles in a day at certain location

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 210+ employees, Premier Roadlines moved 19,851 GPS-tracked vehicles in FY24, efficiently managed via a robust ERP system



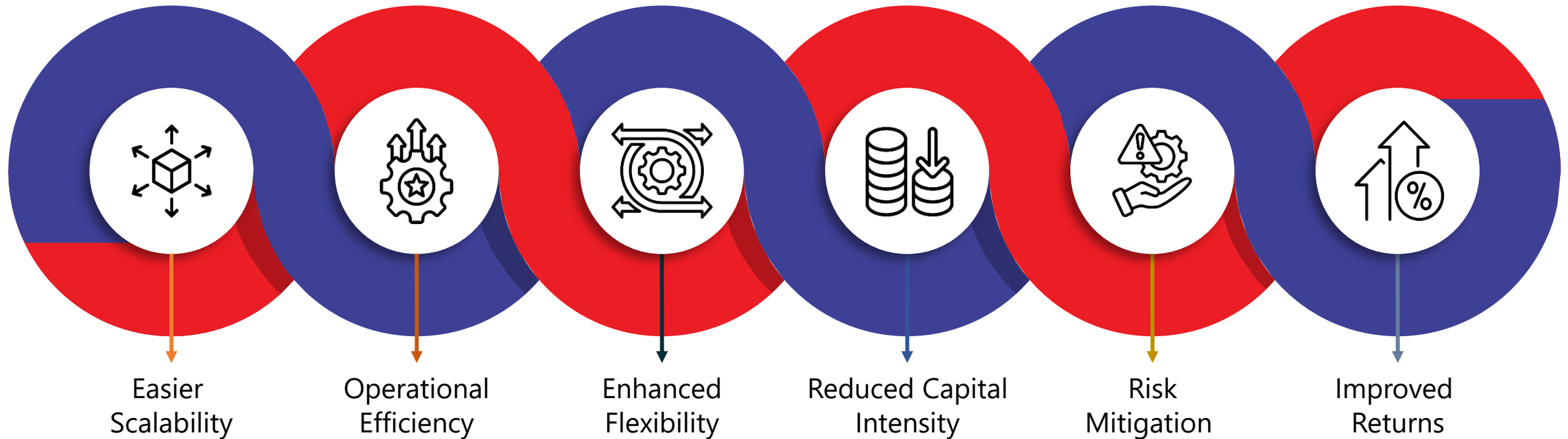
Esteemed Clientele

Major industry players such as Tata, L&T, and KEC, underscoring the reliability and quality of our services

Catering to Diversified Industries

Renewable Energy, Heavy Engineering, Infrastructure, Energy, Defense, Construction Equipment's and many more

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
(H1FY25)

28

Total Vehicles Handled
(H1FY25)

11,454

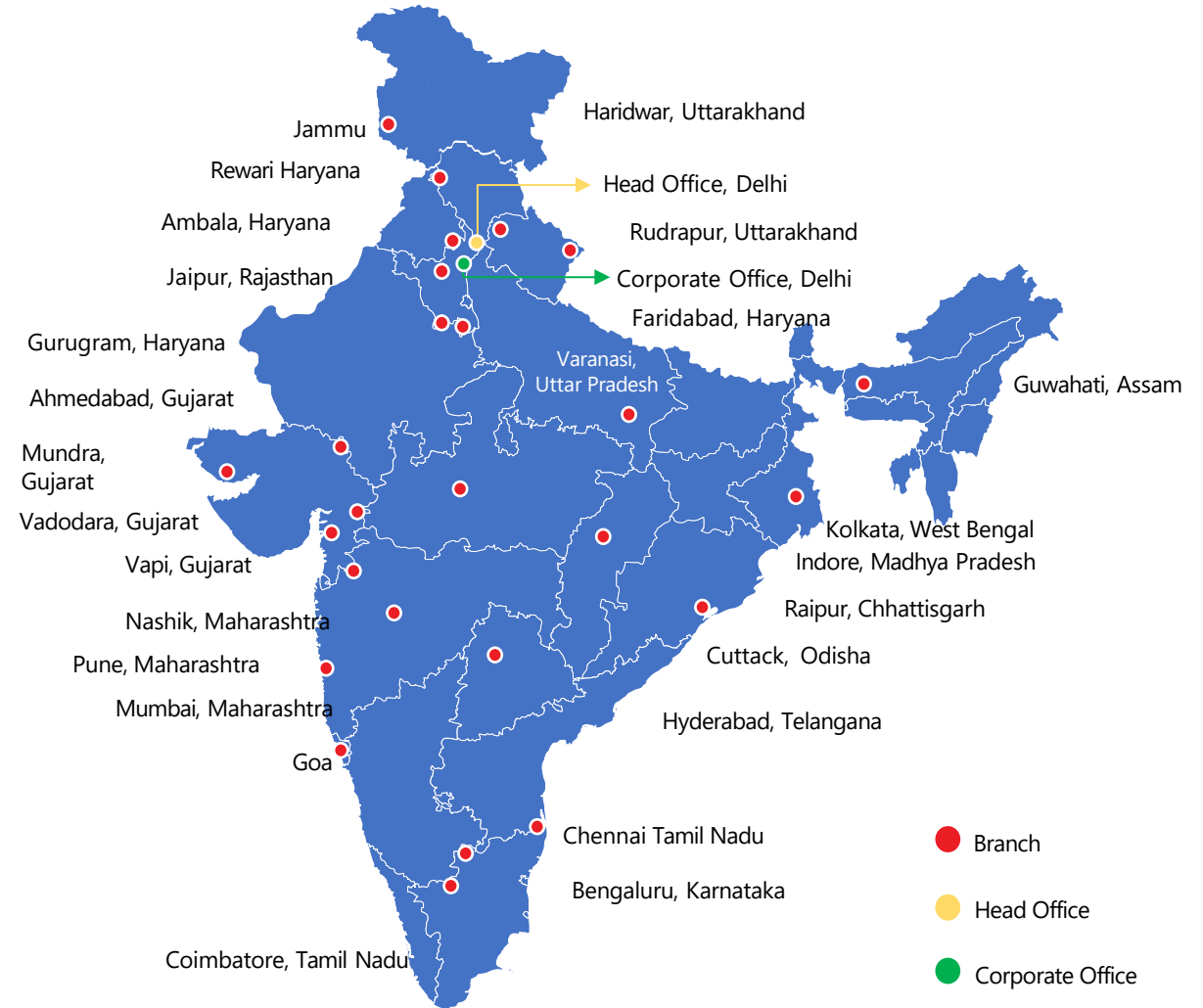
Employee Strength
(H1FY25)

222

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
- Long-standing relationships with customers like L&T constructions, KEC international, ThyssenKrupp etc.
- Retention of customers enabled business growth and expansion of operations.

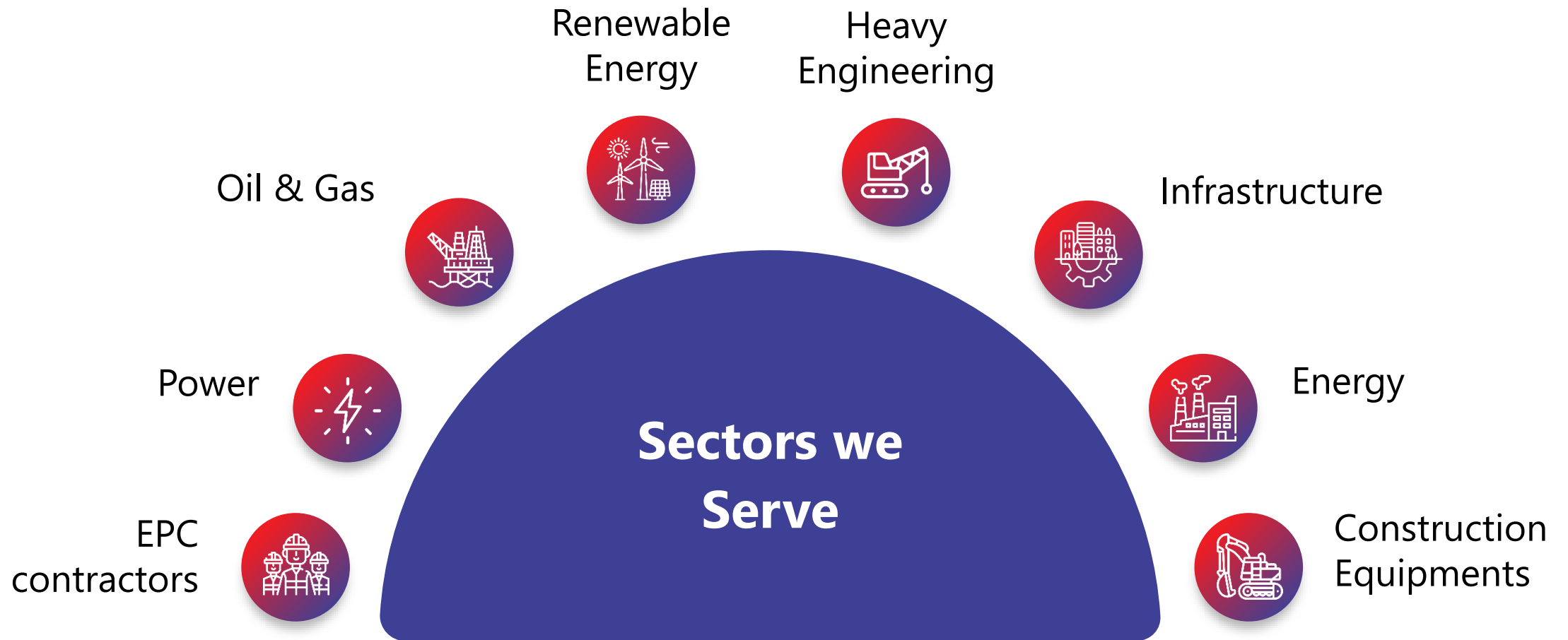
Few of our Esteemed Clientele



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

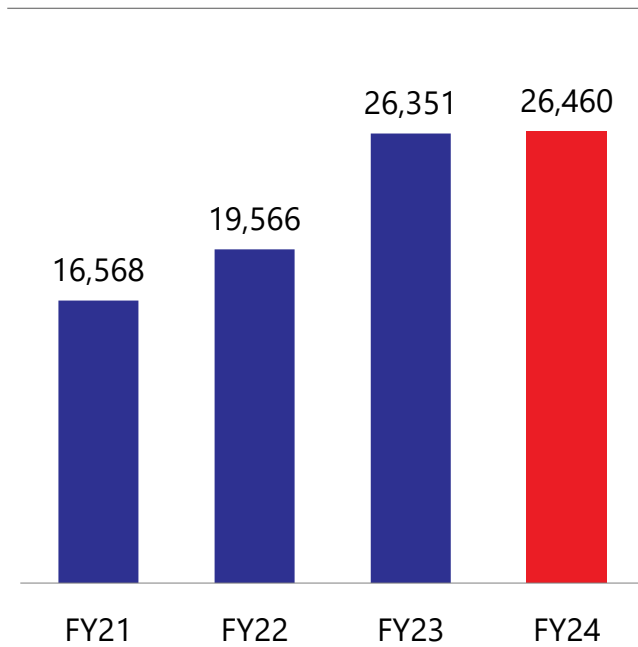
Catering to diversified industries in logistics enhances flexibility and resilience, allowing businesses to adapt quickly to market changes while maximizing efficiency and driving growth across multiple sectors



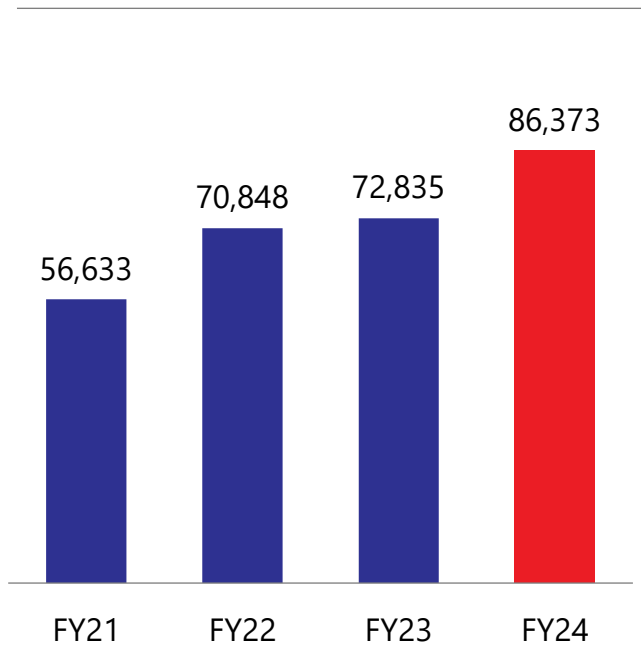


Historical Financials

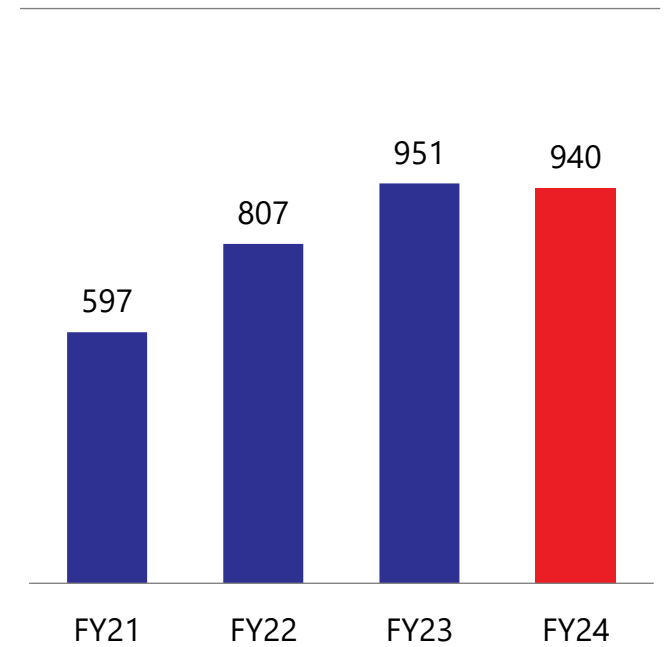
Number of Orders (#)



Average Revenue per Order (in Rs)



Number of Customers served (#)



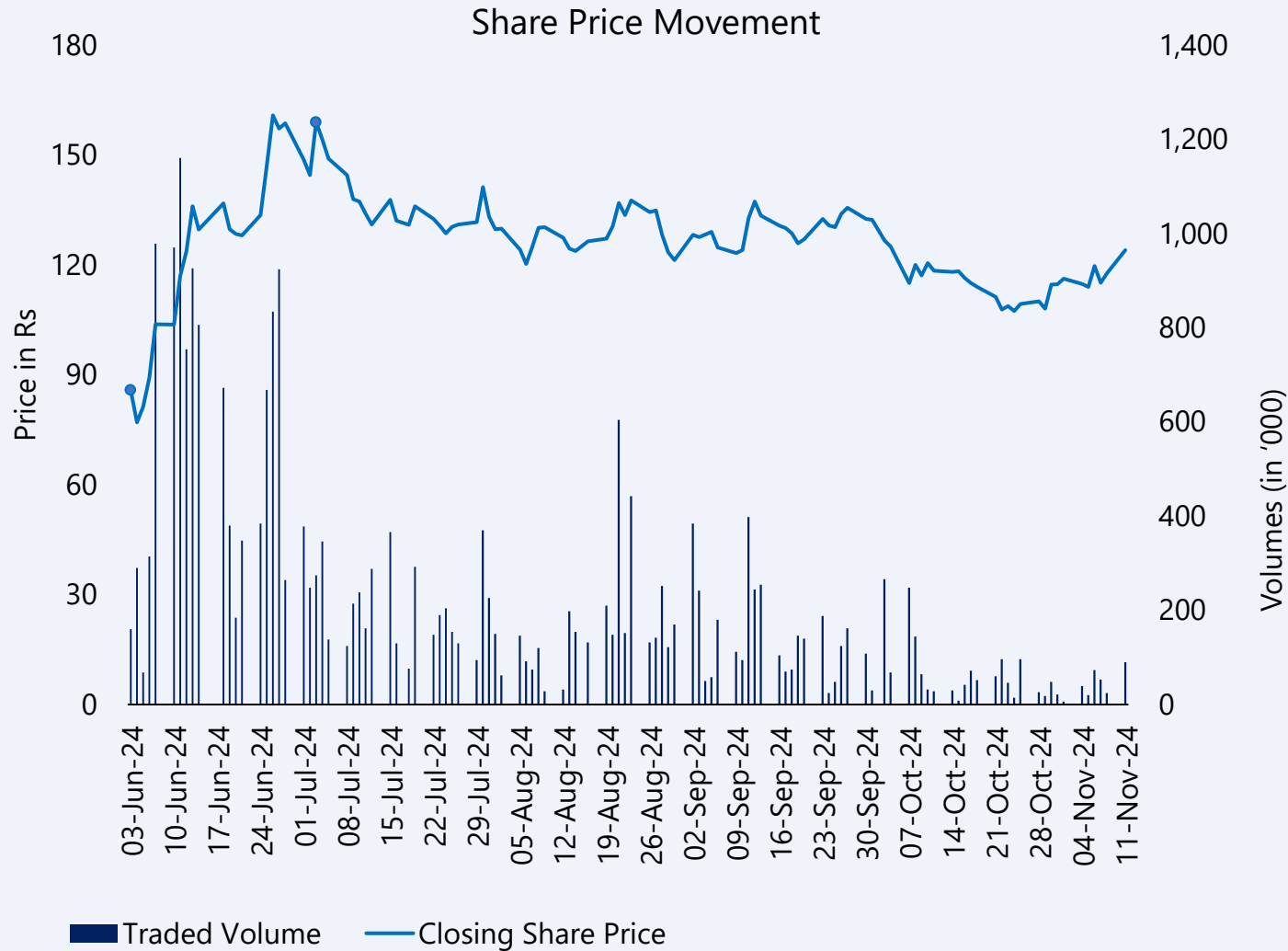
Profit and Loss

| Particulars (Rs Cr) | FY21 | FY22 | FY23 | FY24 | 3 CAGR |
|--|--------------|---------------|---------------|---------------|-------------|
| Revenue From Operation | 93.8 | 138.6 | 191.9 | 228.5 | |
| Other Income | 0.33 | 0.07 | 0.13 | 0.04 | |
| Total Income | 94.16 | 138.69 | 192.06 | 228.58 | 34% |
| Cost of Freight Expenses | 81.11 | 119.54 | 165.18 | 192.56 | |
| Employee Benefit Expenses | 6.32 | 7.95 | 9.56 | 9.59 | |
| Other Expenses | 1.99 | 3.31 | 4.26 | 5.18 | |
| EBITDA | 4.74 | 7.89 | 13.05 | 21.25 | 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 | 0.59 | 0.63 | 0.69 | 0.89 | |
| EBIT | 4.15 | 7.26 | 12.36 | 20.36 | 70% |
| <i>EBIT Margin</i> | <i>4.4%</i> | <i>5.2%</i> | <i>6.4%</i> | <i>8.9%</i> | |
| Finance Cost | 1.98 | 2.03 | 2.71 | 3.43 | |
| Exceptional items | 0.00 | 0.00 | 0.02 | -0.01 | |
| Profit Before Tax | 2.17 | 5.23 | 9.65 | 16.93 | 98% |
| Tax Expense | 0.62 | 1.34 | 2.47 | 4.31 | |
| Profit After Tax | 1.55 | 3.89 | 7.18 | 12.62 | 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

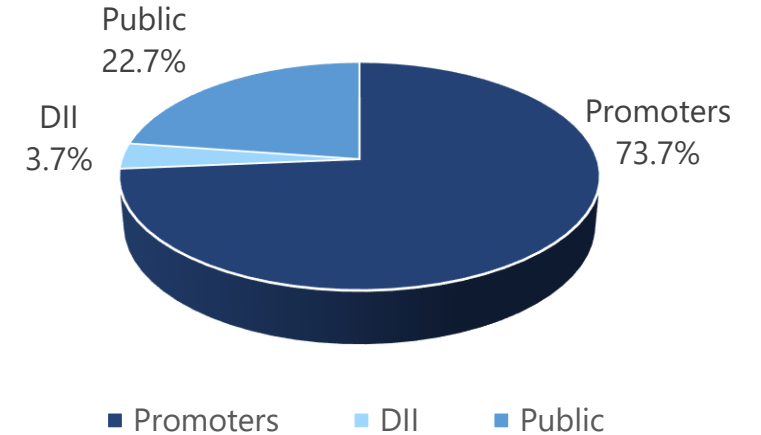
| Liabilities (Rs Cr) | Mar-21 | Mar-22 | Mar-23 | Mar-24 | Sep-24 | Assets (Rs Cr) | Mar-21 | Mar-22 | Mar-23 | Mar-24 | Sep-24 |
|--------------------------------------|-------------|-------------|-------------|-------------|-------------|---|-------------|-------------|-------------|-------------|-------------|
| Share Capital | 1.5 | 1.5 | 1.5 | 16.8 | 23 | Property, Plant & Equipment and Intangible Assets | 4.8 | 3.6 | 9.4 | 10.3 | 12.9 |
| Reserves & Surplus | 14.4 | 18.3 | 25.6 | 22.9 | 56 | Deferred Tax Assets (Net) | 0.2 | 0.3 | 0.3 | 0.3 | 0.2 |
| Shareholders' Funds | 16.0 | 19.8 | 27.1 | 39.7 | 78.9 | Long Term Loans and Advances | 0.1 | 0.2 | 0.1 | 0.0 | 0.0 |
| Long Term Borrowings | 1.0 | 3.5 | 9.3 | 0.1 | 0 | Other Non-Current Assets | 0.0 | 0.0 | 0.3 | 0.7 | 0.9 |
| Long Term Provisions | 0.8 | 0.9 | 1.0 | 1.1 | 1 | Total Non-Current Investment | 5.1 | 4.2 | 10.1 | 11.3 | 14.0 |
| Total Non-Current Liabilities | 1.8 | 4.3 | 10.3 | 1.2 | 1.3 | Trade Receivables | 36.0 | 43.2 | 59.2 | 77.4 | 75.5 |
| Short Term Borrowings | 22.8 | 20.1 | 27.4 | 36.8 | 4 | Cash and Cash equivalents | 2.3 | 1.6 | 1.7 | 0.8 | 1.2 |
| Trade Payables | 3.6 | 5.7 | 7.1 | 8.8 | 9 | Short-Term Loans and Advances | 2.3 | 2.4 | 2.9 | 1.7 | 6.3 |
| Other Current Liabilities | 0.8 | 0.5 | 1.2 | 2.9 | 2 | Other Current Assets | 0.1 | 0.1 | 0.2 | 0.2 | 0.1 |
| Short Term Provisions | 0.8 | 1.0 | 1.0 | 1.8 | 2 | Total Current Assets | 40.7 | 47.3 | 64.0 | 80.0 | 83.1 |
| Total Current Liabilities | 28.0 | 27.2 | 36.7 | 50.3 | 17.0 | Total Assets | 45.8 | 51.4 | 74.1 | 91.3 | 97.1 |
| Total Liabilities | 45.8 | 51.4 | 74.1 | 91.3 | 97.1 | | | | | | |

| Particulars (Rs Cr) | FY21 | FY22 | FY23 | FY24 | H1FY25 |
|--|-------------|--------------|-------------|--------------|-------------|
| A. Net Cash Flow from Operating Activities | 2.43 | 1.28 | -3.95 | 4.08 | 3.56 |
| B. Net Cash Flow from Investing activities | -1.48 | 0.26 | -6.47 | -1.75 | -2.99 |
| C. Net Cash Flow from Financing Activities | 0.67 | -2.28 | 10.52 | -3.20 | -0.17 |
| Total increase (decrease) in cash and Cash equivalents during the year (A+B+C) | 1.62 | -0.73 | 0.10 | -0.88 | 0.41 |
| Cash and cash equivalents at beginning of year | 0.71 | 2.32 | 1.60 | 1.70 | 0.81 |
| Cash and cash equivalents as at end of the year (I+II) | 2.32 | 1.59 | 1.70 | 0.82 | 1.22 |



Stock Price Chart as on **11-November-2024**

Shareholding Pattern (as on September-24)



Script Related Information (as on 11-November-2024)

| | |
|-------------------------------|--------|
| NSE Code | PRLIND |
| CMP (Rs) | 124.50 |
| Market Cap (Rs Cr) | 284 |
| Shares O/s (Cr) | 2.28 |
| Face Value (Rs) | 10 |
| Average Trading Volume ('000) | 218 |

Contact Us



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