

Alpha Ideas
SME Stars 2024

PREMIER ROADLINES LTD.
We serve excellence



Table of Content



Who we are?



What makes us better?

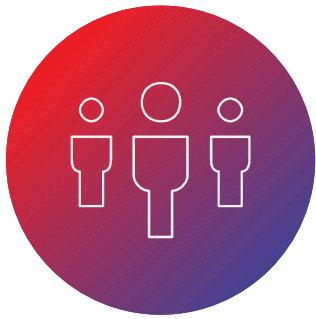


How we have Grown?



Focus Area





Who we are?



Business 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

**Project
Logistics / ODC**



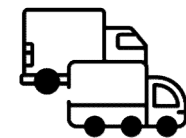
**Contracted
Integrated Logistics**



**General
Logistics**



**Fleet
Rentals**



Service Offerings - Project Logistics / ODC



From a small pin to the largest vessel, we are capable of handling entire projects on a contractual or spot basis as per the requirements. We have executed major projects for the oil and gas, power, energy, and EPC sectors on a pan-India basis.

Associated Fleet of Every Category of Vehicle from
1MT to 250 MT

Safety & HSSE – All protocols followed

100 + Project Cargo clientele

Complete visibility of cargo – GPS & Sim based Tracking

2000+ Axle Lines Handled

250+ Movement done on HMT



Service Offerings – Contracted Integrated and General Logistics



Contracted Integrated Logistics

Provide services to industries with goods ranging from 1 MT to 30 MT for fixed contractual terms of transportation from various locations for the duration of 1 to 3 Years.

General Logistics

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
- Professional and Latest Tracking / MIS
- Remote areas and hilly terrains professionally tackled and delivered
- Capability of placing as high as 50 vehicles in a day at certain location



Service Offerings – Fleet Rentals



Fixed site/ Intercarting usage of companies we provide fleet for long term rental with latest infrastructure

All types of Mechanical trailers -
40, 50, 60, 70, 80 Ft bed

30+ Clients

15+ years of experience

20+ Sites currently handling

All type of axles





What makes us better?



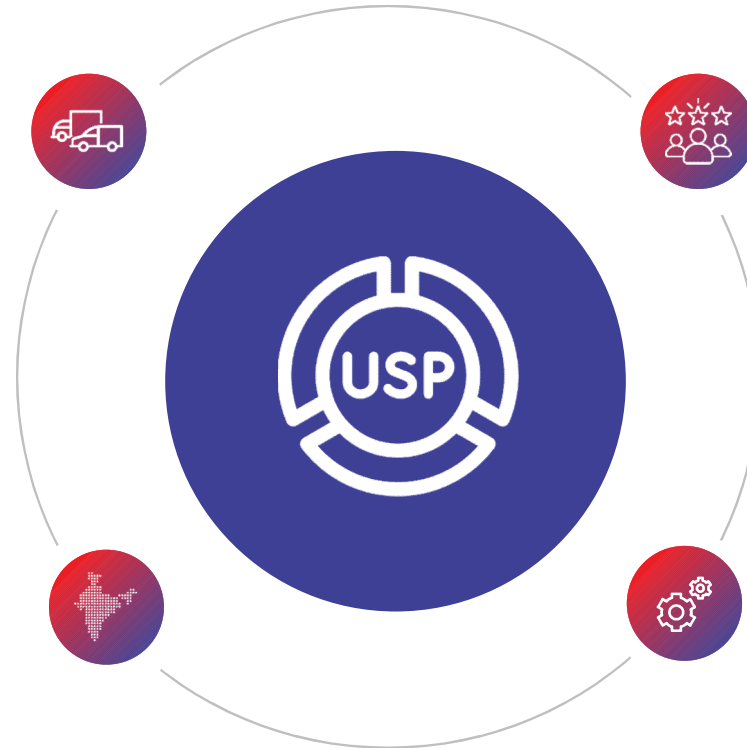
USPs

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



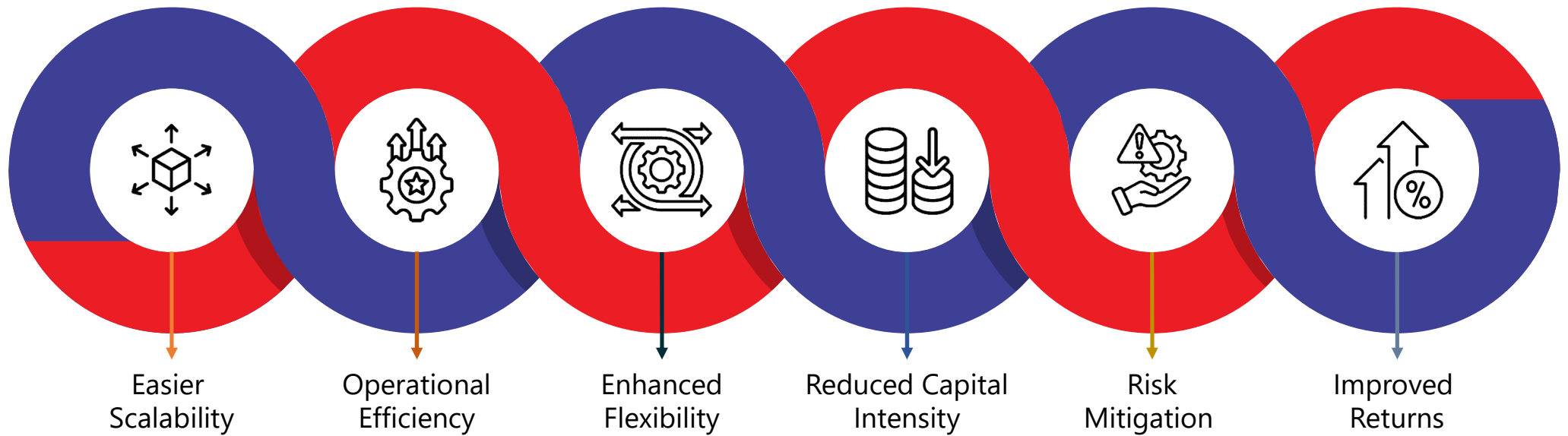
Esteemed Clientele

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

Asset-Light Model



Pan India Presence

No of Branch Offices (FY24)
28

Total Vehicles Handled (FY24)
19,851

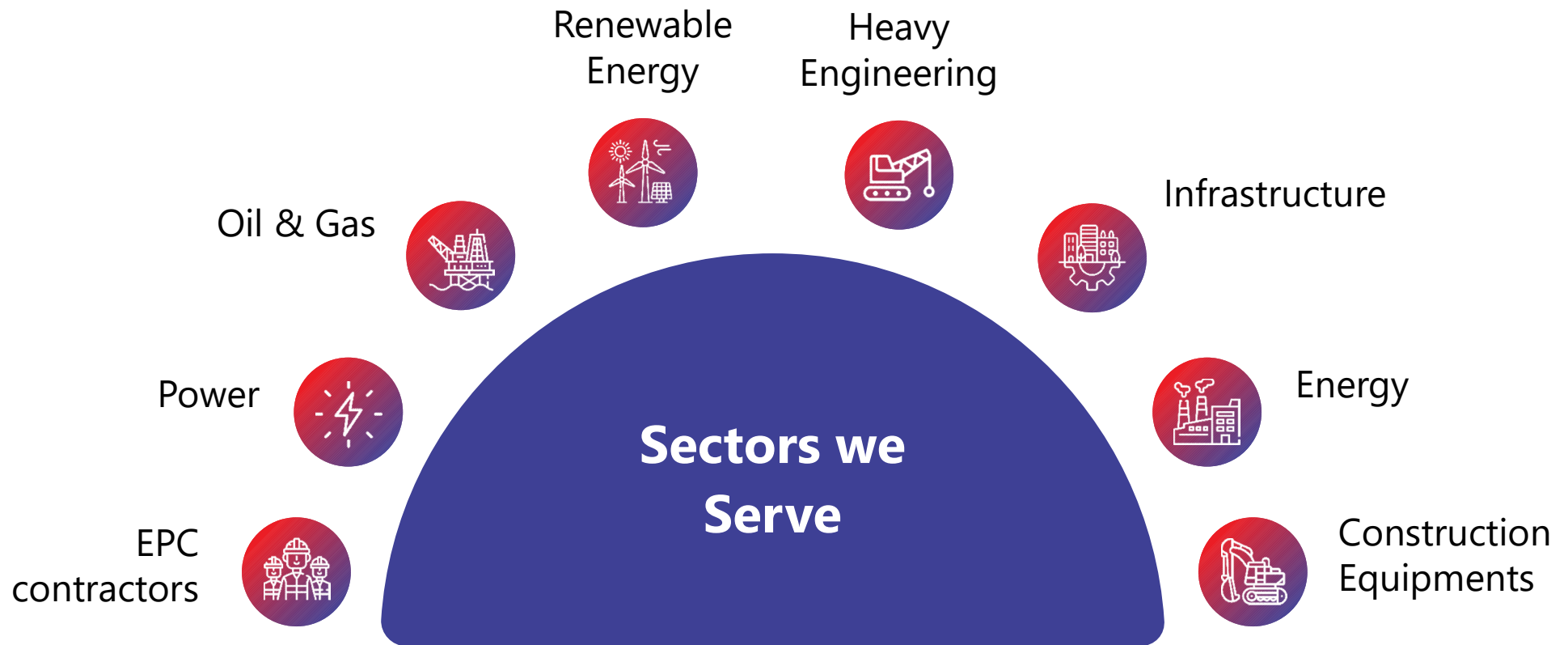
Employee Strength (FY24)
210



Esteemed Clientele



Catering to Diversified Industries



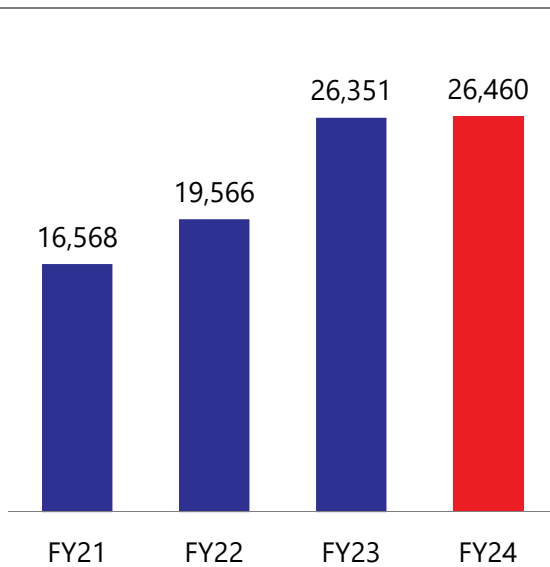


How we have Grown?

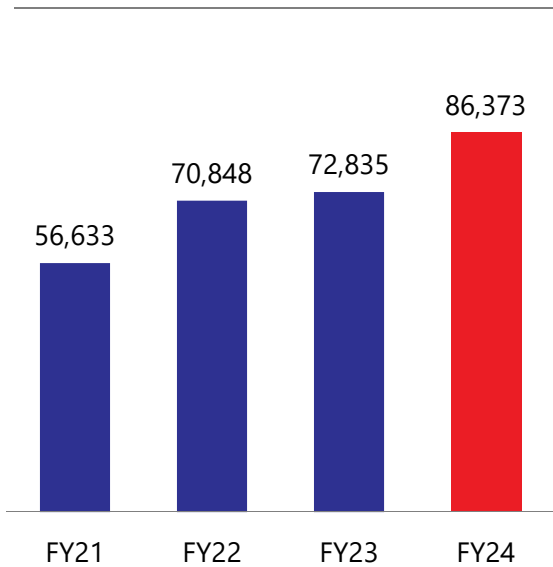
Key Operational Metrics



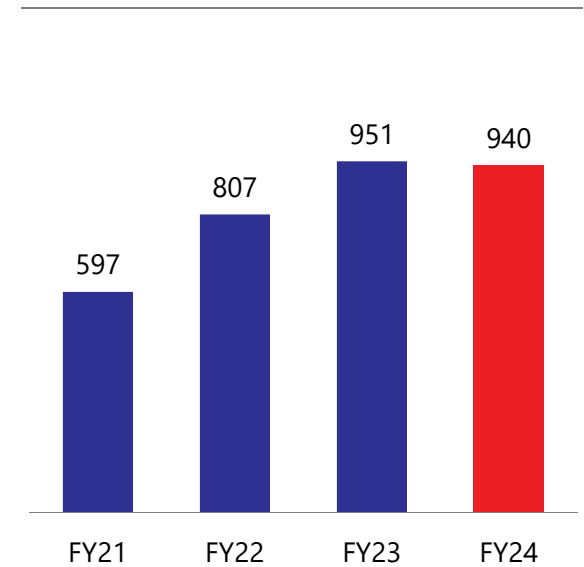
Number of Orders (#)



Average Revenue per Order (in Rs)



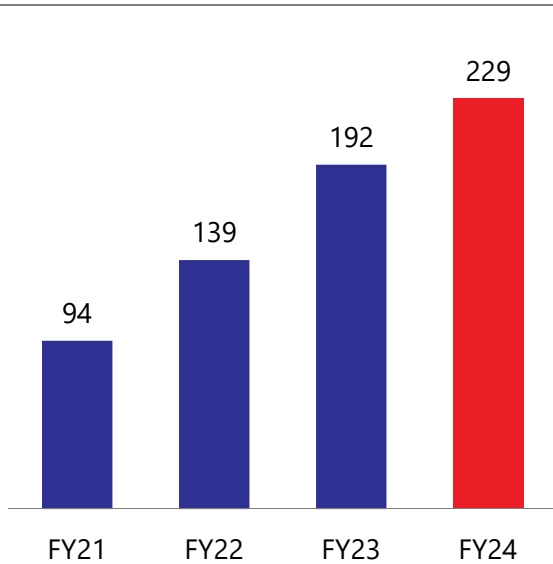
Number of Customers served (#)



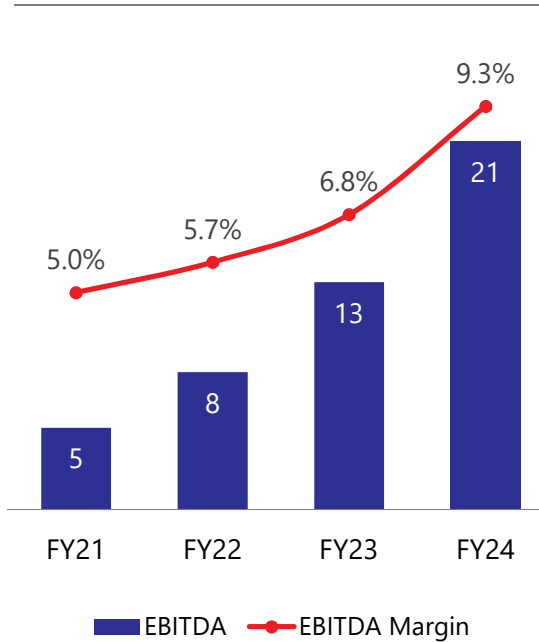
Robust Financial Performance (1/2)



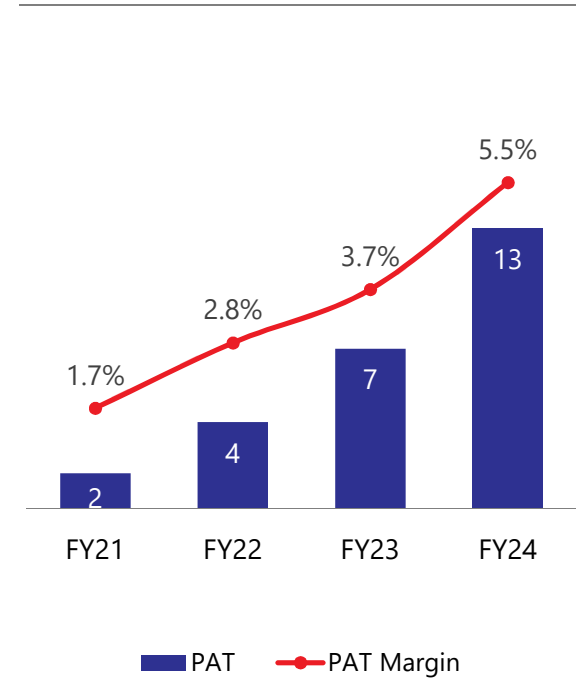
Revenue from Operation (Rs Cr)



EBITDA (Rs Cr) & Margin (%)



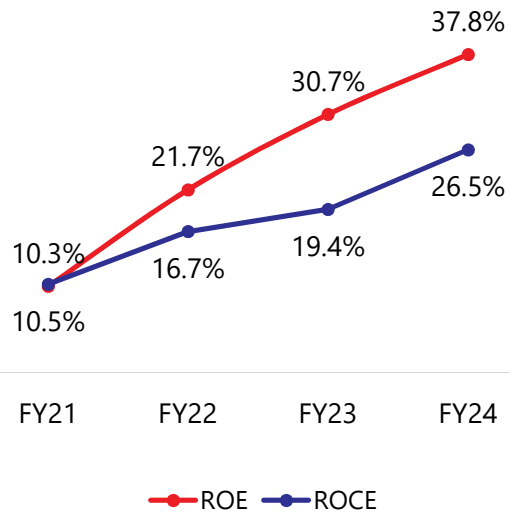
PAT (Rs Cr) & Margin (%)



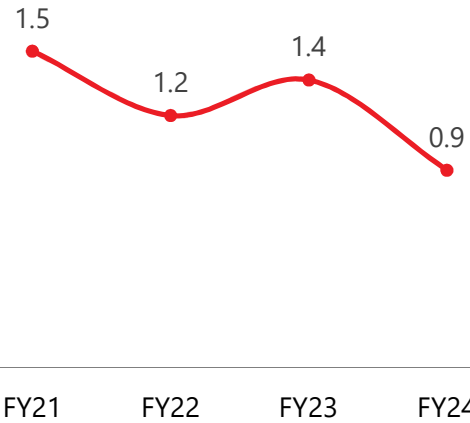
Robust Financial Performance (2/2)



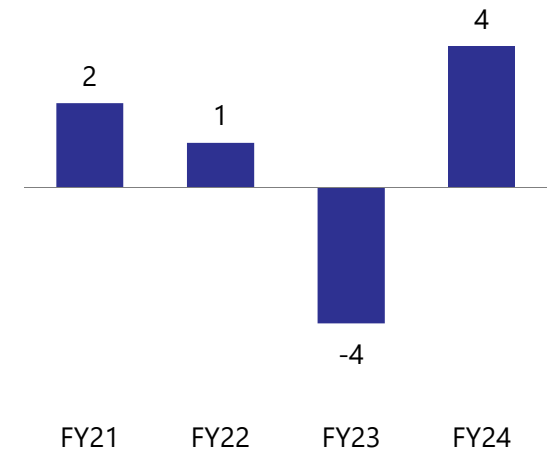
ROE & ROCE (%)



Debt to Equity (x)



Cash Flow from Operations (Rs Cr)



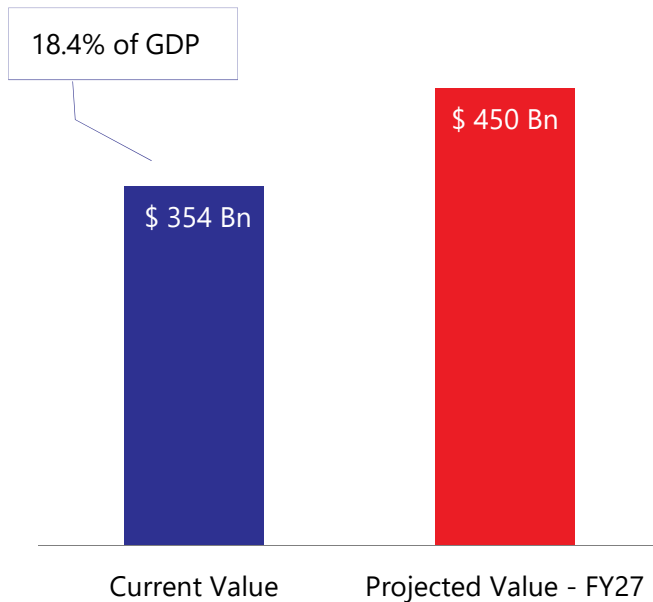


Focus Area



Indian Logistics Sector

Industry Size



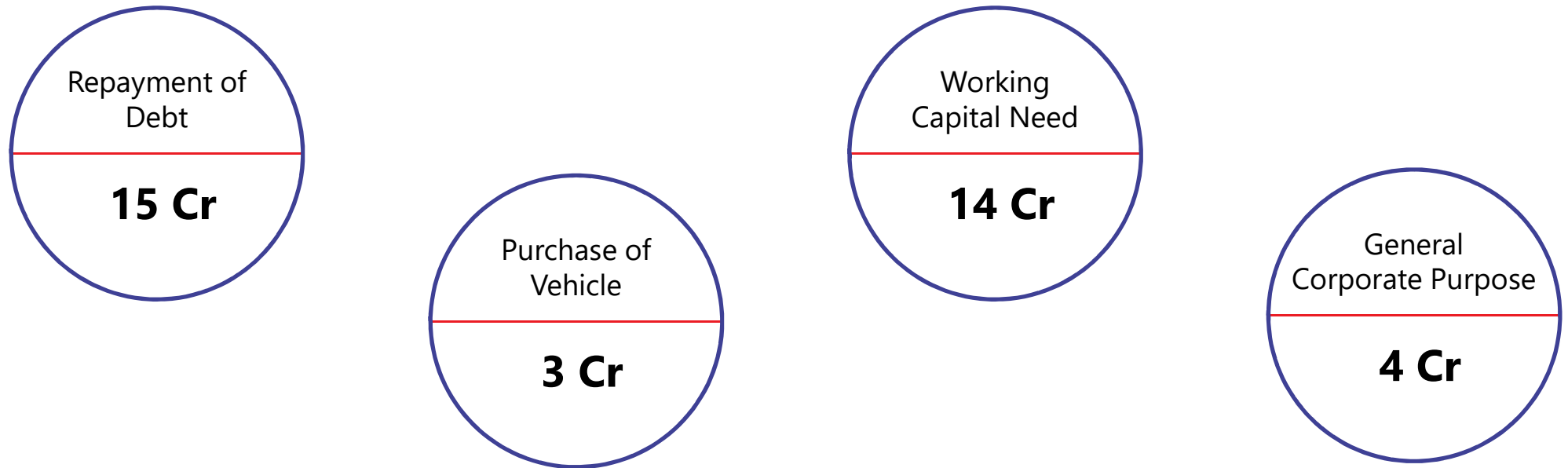
Key Growth Drivers in the Indian Logistics Sector

- ✓ 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

IPO Details



Successfully completed the IPO of INR 40.4 Cr Listed on NSE SME with effect from May 17, 2024



** Net of IPO Expenses

Owned Fleet

Purchased 2 Pullers and 18 Axles from the IPO Proceeds



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