FLOMIC GLOBAL LOGISTICS LTD

Date: 19th August, 2026

To,
BSE Limited,
25th Floor, Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai - 400 001
Scrip Code: 504380

Subject: Transcript of Earnings Call for the quarter ended 30 June 2026

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we wish to inform you that the transcript of the Earnings Call held on 13th August 2026 to discuss the financial performance of the Company for the quarter ended 30 June 2026 is enclosed.

The transcript of the earnings call is also available on the company's website: https://www.flomicgroup.com/investor

You are requested to kindly take the above information on record.

Thanking You.

Yours Faithfully,

For Flomic Global Logistics Limited

ABHAY MILAN SHAH Digitally signed by ABHAY MILAN SHAH Date: 2026.08.19 12:14:50 +05'30'

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Formerly known as Flomic Freight Services Pvt. Ltd. / Vinaditya Trading Co. Limited

"Flomic Global Logistics Limited Q1 FY27 Earnings Conference Call"

August 13, 2026

MANAGEMENT: **MR. LANCY BARBOZA – CHIEF EXECUTIVE OFFICER AND MANAGING DIRECTOR -- FLOMIC GLOBAL LOGISTICS LIMITED**
MR. ALAN BARBOZA – EXECUTIVE DIRECTOR AND ASSISTANT GENERAL MANAGER (SALES) – FLOMIC GLOBAL LOGISTICS LIMITED
MR. ABHINANDAN GUPTA – CHIEF FINANCIAL OFFICER – FLOMIC GLOBAL LOGISTICS LIMITED

Moderator: Good afternoon everyone, and welcome to Q1 FY Earnings Conference Call of Flomic Global Logistics Limited. Today, we have with us Mr. Lancy Barboza, CEO and Managing Director, Mr. Alan Barboza, Executive Director and AGM Sales, Mr. Abhinandan Gupta, Chief Financial Officer.

We will begin with the opening remarks from the management followed by an interactive Q&A session. Please note that this discussion may contain forward-looking statements, which should be viewed in conjunction with the risks and uncertainties that the company faces.

As a reminder, all participants' lines will be in listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during this conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand over the conference to Mr. Lancy Barboza, CEO and Managing Director for opening remarks. Thank you, and over to you, sir.

Lancy Barboza: Good afternoon everyone. I would like to welcome all shareholders, investors, analysts, and other stakeholders to Flomic Global Logistics Limited's Q1 Financial Year '27 Earnings interaction. This is an important milestone for us, as this is our first earnings call as a company. We see this not only as a discussion on quarterly performance, but also as the beginning of a more regular and transparent dialogue with the investor community.

Before Abhinandan takes you through the financial performance, I would like to briefly share the Flomic story and the direction in which we are building the company. Flomic has 38 plus year operating legacy, having started in 1988. Over the years, we have grown from a regional logistics company into the integrated logistics platform with services across freight forwarding, custom broking, warehousing, supply chain, project cargo, exhibitions, and specialized logistics.

Today, Flomic is not dependent on any single customer or any single business vertical. We have a diversified customer base, multiple service lines, and a strong operating platform across India. Our objective has always been to build scalable logistics company without blocking unnecessary capital. Our asset-light model gives us flexibility while allowing us to focus on people, systems, technology, customers, and service quality.

Flomic is a first-generation company built over many years with hard work, customer trust, and strong industry relationships. Today, the second generation is also actively involved in the business. Alan is working closely with our senior leadership team and HODs on customer development, systems, expansion, and future growth areas. This gives us continuity, fresh thinking, and stronger execution support.

At the same time, Flomic is not dependent on one individual. We are building professional management depth across finance, sales, operations, warehousing, project cargo, HR, and technology. Flomic has the advantage of founder experience, second-generation involvement, and a professional leadership team. This combination gives us continuity and confidence for the next phase of growth.

What makes Flomic different? Flomic is an integrated logistics platform, not only a freight forwarding company. We have international freight, imports, exports, custom broking through our own CHA company, warehousing, supply chain, project cargo, exhibition logistics, and other specialized services. This gives us cross-selling opportunities. The same customer can use Flomic for freight, customs, warehousing, transportation, project cargo, and other value-added services.

Our focus is to become a larger logistics partner for our customers, not only a vendor for one shipment. Now, the business scenario. The logistics industry is changing. Customers today do not want only freight rates. They want complete logistics solutions, reliability, visibility, compliance, warehousing support, and end-to-end execution. This is where Flomic has an advantage because we have multiple logistics verticals under one platform.

Our focus is to offer integrated solutions, improve customer stickiness, and increase wallet share from the existing customers. Future plan for three to five years. Our vision is to make Flomic a stronger, more structured, more profitable, and more visible logistics company. We want to grow in a disciplined way. We are not chasing only turnover. Our focus is on gross profit, margins, working capital discipline, and quality customers and better systems.

Our future focus areas. Profitable growth, not only top line, warehousing and supply chain, project cargo and specialized logistics, more wallet share from existing customers, stronger freight forwarding and customs business, technology systems and process control, better working capital discipline, regular investor communication. We want to show a consistent improvement quarter by quarter.

Warehousing and supply chain. Warehousing and supply chain is an important growth area for Flomic. This business gives better customer stickiness and creates opportunities for integrated logistics solutions. We will expand this business carefully. We do not want to add warehouses only to show square feet. We will expand where there is customer visibility, proper margin, and long-term business potential.

Our model will remain disciplined, mainly leased facilities, customer-backed expansion, and strategic opportunities. We will expand warehousing where there is a customer visibility and profitability, not only for adding square feet.

Project cargo. Project cargo is a specialized business and we see it as an important growth opportunity. It needs technical knowledge, planning, coordination, and strong execution discipline. We see opportunities from infrastructure, power, heavy engineering, renewable energy, industrial projects, and large equipment movements.

Margin can be better than the routine freight forwarding, but the execution risk is also higher. So, we will grow this vertical carefully with experienced people and proper controls.

Freight forwarding is our conventional business. Customer strategy, we have large customer base and strong repeat business. Our biggest opportunity is to increase wallet share from the existing customers. Many customers may be using us for one service today, but we can offer them freight, customs, warehousing, transportation, project cargo, exhibitions, and supply chain solutions.

This integrated approach can improve customer stickiness, increase revenue per customer, and create more predictable business relationships. Our focus is to become an integrated logistics partner for our customers, not only a transactional service provider.

Technology and systems. Technology plays an important part in our future growth strategy. As the business grows, technology will help us to improve visibility, reporting, efficiency, and scalability. We are working on better systems, better controls, better data, and stronger process discipline across the organization. This will help us to grow without increasing costs in the proportion.

Investor communication. This is our first earnings call and our third interaction with the investors arranged by Adfactors. Going forward, we want to continue engaging with our investor community more regularly. We understand that investors need regular communication, better disclosures, business updates, and management accessibility. Our focus will be to improve transparency, communication, and consistency over the coming quarters.

Then now for the figures, I will hand over this to Abhinandan. With a brief overview of our business journey and future direction, I will now hand over to Abhinandan, our CFO, to take you through the financial performance of Q1 financial year '27 and our key business segments.

Abhinandan Gupta: Thank you, sir. Coming to the performance for the quarter Q1 FY27, we had a strong start to the new financial year. Our revenue from operations stood at INR120 crores in Q1 compared with INR101.38 crores in last year. So effectively, it is 18.4% growth. This growth not only reflects an improvement in business activity across our service segments and it demonstrates the strength of our diversified operating model.

More importantly, we have seen a meaningful improvement in profitability. Our EBITDA in the quarter stood at INR11.21 crores compared with INR6.68 crores last year in Q1, which effectively means an increase of approximately 68% year-on-year.

Our EBITDA margin also improved to 9.34% from 6.59%, effective increase of 275 basis points. Profit before tax (PBT) stood at INR2.73 crores compared with a loss before tax of INR3.3 crores last year in Q1. At the PAT level, we reported a profit of INR2.06 crores against last year's number of INR2.98 crores in corresponding quarter.

So, while revenue growth was encouraging, the more important takeaway for us is the improvement in the operating profitability and profitability at the PAT level. We believe that this reflects the benefit of better operating efficiency, service mix, and continued cost rationalization and discipline throughout the business.

Now I talk about the segment performance. We have basically five segments in our business, which is Air & Sea Import Forwarding, Sea Export, Air Export, Warehousing, and Air & Sea Import Clearance.

During Q1, our revenue contribution from Air & Sea Import Forwarding was INR40 crores, Sea Export around INR33.39 crores, Air Export INR22 crores, Warehousing INR18 crores, and Air & Sea Import INR7.42 crores. So, all of the segments effectively have improved as compared to last year.

From a profitability perspective, our focus continued to be on growing business where we can generate better margins rather than just pursuing volume at the expense of profitability. This is very relevant in our freight forwarding business where pricing can remain competitive and freight rates can move significantly depending on global trade conditions, which we have recently seen.

So now I hand over it to Alan.

Alan Barboza: Yes, good afternoon everyone. Thank you Abhinandan. Building on what you just mentioned around our integrated logistics capabilities and the opportunity to create greater value from our existing platform, I would like to take you all through the focus that we have on customer relationships, cross-selling, and the initiatives that we are pursuing to strengthen the business going forward.

Technology continues to be an important enabler for our growth strategy. As the business scales, we believe technology will allow us to increase operating leverage without a proportional increase in our cost base. This is an important element of our asset-light business model.

Our priorities for the financial year '27 will be on five key areas. Number one, expanding our presence across key Indian logistics hubs and selectively overseas. Growing margin accretive business such as warehousing, project logistics, and specialized logistics. Strengthening our capabilities in areas such as CFS and Air Cargo. Deepening customer relations by offering more integrated logistics solutions.

And lastly, leveraging technology to improve efficiency, visibility, and scalability. Overall, our aim is to build a more diversified, integrated, and scalable platform.

As we enter the remainder of FY27, we are encouraged by the start of the year. The Q1 performance demonstrates that we are seeing improvement not only in business activity, but also in our ability to convert the activity into operating profitability. Our objective for FY27 is to continue building on the momentum while maintaining discipline on the cost, working capital, and service quality.

We believe Flomic is well positioned to benefit from the long-term growth of India's logistics sector through its established customer relationships, pan-India network, global partnerships, and technology service offering. I would like to thank all our employees, customers, partners, shareholders, and the entire Flomic team for their continued support. Thank you all. We are happy to take any questions.

Moderator: The first question is from the line of Rohit Mehra from SK Securities. Please proceed with your question.

Rohit Mehra: Yeah, thank you for the opportunity and congratulations on the maiden earnings call. So, first question is pertaining to the growth outlook and business mix with the Indian logistics sector expected to grow healthy in FY27. I know there are some challenges as well, but how is the management viewing Flomic's revenue growth trajectory for FY27 and beyond?

Abhinandan Gupta: So in any case, as we see that we are into freight forwarding business and scenario has been very volatile. But the freight rates are going up now. This is a positive sign for shipping lines and freight forwarding industry as such. And so we see that revenue will certainly be better. I would not put any number, but this growth momentum would continue for coming quarters, three to four quarters, which we have seen in first quarter also.

Rohit Mehra: Got it. So the freight forwarding will be the key growth driver for our business, correct?

Abhinandan Gupta: Yes, freight forwarding is the major because that is the major contributor, around 80% of our business is 80%-85% of our business comes from freight forwarding. So that is the major driver. But warehousing also, as Mr. Lancy has suggested, that we are focusing on selective warehousing opportunities also, especially means just not the numbers but focusing on the profitable area. So we are focusing on that as well.

But primary area for the growth is freight forwarding. And in freight forwarding vertical also, we have this project division. So we have, you might have seen our communication also to stock exchanges, where we have hired a team for this project business where we are focusing a lot on this project development where we have a higher margin as compared to other normal freight forwarding.

Rohit Mehra: Got it. Pertaining to this project logistic only, could you elaborate on the current scale of this business and the sectors driving this demand and mainly the opportunity pipeline? How do the margins and return characteristics compare with the company's traditional freight forwarding business?

Alan Barboza: Yeah. Good afternoon. So when we speak about the projects vertical, we do not talk about the traditional or the normal type of cargo moving. We talk about big projects which are so-called oversized dimensional cargo which do not go on normal carriers and they require very special equipment, special handling. They are very big in size. A lot of permissions are required even for its transport.

So the projects or the sectors as you asked are world over because currently India is a very growing market and exporting and the potential where India stands currently in the global scenario is very strong.

And our exports, I would say, go mostly towards the African continent. The imports come in from Germany and China as well. So our project sector or the project department is focusing on oil and gas, aerospace. So there are various such industries which we are focusing on. Energy as well is a very important part of that division as well.

Rohit Mehra: Got it. Fair enough. And just the last question. Given Flomic's asset-light business model, what are the key levers improving the profitability and return ratios at a company scale? And how the management see the potential for operating leverage and any target for customer wallet share expansion and any other like warehousing and project logistic may improve the return profile as well, right? So something on that?

Abhinandan Gupta: So in terms of the means what I see that with all the actions, corrective actions which we are taking right now and the freights going up, so the operating margin is going to improve further. And as the technology is also a driver, we have recently done some means we have changed our application also, the application which we were using, the AI-based application we have recently started from 1st July.

So we see that our cost is going to come down with the use of the technology where we see that operating leverage or the operating profitability goes improve because we have been intensive manpower industry because of a lot of compliance and paper activities, which is going to come down with the use of technology and a lot of AI related activities we are doing, which we see that certainly going to improve our profitability ratio and this will continue.

Rohit Mehra: Great, that answers my questions. And thank you and all the best, sir.

Abhinandan Gupta: Thank you.

Moderator: Thank you. The next question is from the line of Neelam Jain from Jain Investments. Please proceed with your question.

Neelam Jain: So my question is, revenue grew strongly year-on-year, but the operating expenses have also increased materially. So how should we think about the sustainable EBITDA or PBT margin profile of the business once the one-time INR28 lakh benefit from the lease engagement policy is excluded?

Abhinandan Gupta: No, so still at the operating level, if you see for that quarter, even if you exclude that INR28 lakh, the PAT margin has been higher as compared to last year significantly. So we see that this momentum would continue and the profit as I say in the last communication where that we have the operating scale and with the use of technology, where we used to be highly manpower intensive service industry.

So with the use of technology, our operating efficiency has certainly improved and with the further digitization of various departments, we are going to have the operating efficiency which will certainly reduce our cost and margins are going to go up in the coming quarters.

For which you can see that the start has happened already from this quarter where we have reduced our manpower cost and that momentum is going to continue with the use of further technology and it would reflect in our future results also.

Neelam Jain: Okay, got it. I also have an additional follow-up question. So given the asset-light model that you all have, if the management had to choose between pursuing faster top-line growth and higher margins, where would the priority lie over the next two years, maybe short-term?

Abhinandan Gupta: So freight forwarding historically is an asset-light model. Okay. So if we want to grow in that, we need not to invest too much in that. So as far as the priority of the management is concerned, the asset-light model will continue to have means we will continue to have asset-light model. Whatever the investment will happen will happen primarily means as of now it's primarily focusing on asset-light model only.

Neelam Jain: Okay, got it.

Moderator: The next question is from the line of Yash Parkar from Patel Investments. Please proceed with your question.

Yash Parkar: Okay. Thank you so much for the opportunity. So my questions is regarding the volumes. How are volumes and yields currently behaving across air and ocean freight and where are you seeing better incremental profitability rather than just revenue growth?

Lancy Barboza: Incremental profitability in our industry is in ocean exports, if the ocean exports right now going up because the freight rates are going up. And because the present situation has created a mess in the industry, so the cargo instead of ocean, it is going by air. So that is giving us some extra additional since we are handling both the products. This will continue for at least another two, three quarters.

Yash Parkar: And sir, beyond the number of active customers, I guess somewhere around 5,000 plus, how has the customer concentration profile evolved? Are larger enterprises customers contributing an increasing share of revenue and does that come with any meaningful difference in margins or payment cycles?

Lancy Barboza: Our main idea of having the sales team is purely to identify the middle level customers. We do not want the top big companies wherein they do not give you good margin or the lowest customers who are beginners or startups where they do not have any margin or they do not have the money to pay.

We are normally, our experience for the last 20, 25 years the middle size customers where the margins are high. That only we expect them to support us, not the top big customer. Big companies like Tata, Birla's or Adani, Ambani's, no, we do not do that.

Abhinandan Gupta: Further to answer about customer stickiness, so more than 50% of our business comes from the customers which are three year old. In our top line, more than 50% business is from the old customers, approximately 52% last quarter. So we are pretty balanced in the new customers and the old customers

Yash Parkar: Makes sense, sir. And sir, regarding warehousing. So like warehousing contributes disproportionately high gross profit compared with the revenue. So what is currently limiting us scale up of this business and could you indicate the revenue and margin potential of warehousing over the next two to three years?

Abhinandan Gupta: So there are one thing which I just like to clarify that warehousing margin per se reflect a higher number because of the Ind AS 116 because we are a listed company we have to follow the Ind AS and in Ind AS basically the rent is not considered on the leased assets or the long-term assets.

Therefore, the margin in the warehousing reflects very high in number terms. Okay. But on absolute margin if you talk about it is 15% to 16% gross margin at which we operate in the warehousing business, 15% to 20%. But on a book side on when you see in the books it is reflected a disproportionately high number.

So at present in our business around 15% contribution is coming from the warehousing which we say that by end of this year or maybe in coming quarters it will grow up to 17% to18% and by end approximately 20% it will reach, keeping in view our customer acquisition strategy and our focus on the warehousing. But the margin is 15% to 20%, that's what it is.

Yash Parkar: Right, sir. Another question is regarding so we have a asset-light structure, right? And at what level of revenue do you expect meaningful operating leverage to start kicking in? Should incremental revenue translate into disproportionately higher EBITDA once the existing network is better utilized or not?

Abhinandan Gupta: So in terms of since we say that there are two aspects to it. If you see in freight forwarding basically we are kind of a in India our scenario is that customer seeks the credit. But we are careful in choosing our customers and make sure that we are able to collect our receivables within 30 to 60 days.

So at one point of time our DSO or collection cycle increased to almost 72 days, which has come down now to 57 day, 56 days. So effectively our investment goes down with that working capital cycle. So and that continue as long as we are able to collect our revenue within that 30 days to 60 days framework, it helps us in working capital and accordingly model remains help us in the operating profitability. Else it's a kind of a interest cost for us which keeps on increasing.

Yash Parkar: Two questions on industry if you could answer. First is sir, industry-wide technology-led logistics platforms are increasingly using digital tracking, route optimization, and integrated supply chain solutions. So how important is technology in Flomic's strategy to improve customer stickiness and margins as competition intensifies?

Alan Barboza: Yeah. So we are now in this sort of generation where AI has taken over and slowly going into different industries and logistics is definitely one of them. So when we have ventured into this into a software, which has AI module as well.

Per se directly it will not interact with the clients because we still believe that interaction with the clients and in the industry which we are requires human touch still, but in the internal jobs, back office jobs, a lot will be automated in terms of documentation, in terms of document preparation, a lot will be automated which will in turn reduce the TAT.

The turnaround time of our staff and also go everything start to end right from the quotation module to the billing. Everything will be integrated under one platform and it will be called as a smart software.

Abhinandan Gupta: Just to give the perspective we have almost we have done 40,000 shipments last year, 42,000 shipments. So we created 42,000 files manually. Now we are basically automating this entire process. And this data will no longer be a paper data in times to come in future. So effectively lot of paperwork is going to be save by automation.

And similarly now lot of like custom ICEGATE applications, they are also getting automated. So lot of an integration is happening. Real time updates are happening from shipping line from us to customer. This is all going to help us saving the cost means reducing the cost as well as speed the process, means speedier delivery, quicker delivery to the customers.

Yash Parkar: That's fantastic even the paperless thing. So last question again. So with India's manufacturing infrastructure and export ecosystem expanding, which cargo segments or trade lanes do you believe will structurally drive logistics demand over the next three to five years? And how is Flomic positioning itself to capture the growth?

Alan Barboza: So as I said previously in my introduction that India's positioned itself in a at a very good position right now in international markets and the industries there are vast number of industries right from pharma, engineering goods, oil and gas and everything. If I have to specialize more in pharma, so we are venturing into a lot of cold chain movements as well. In engineering as I said project shipments are there.

Aerospace is something which is required quick and on the spot and we call it as AOG Aircraft On Ground cargo. Solar also is another industry. So the industries are very vast. We have our footprint in most of the industries I would say if not all. And yeah I would say the outlook looks strong in the years to come.

Yash Parkar: These answer my questions. Thank you so much for patiently answering my questions.

Abhinandan Gupta: Thank you.

Moderator: The next question is from the line of Krisha Jain from Palada Family Office. Please proceed with your question.

Krisha Jain: Hello, thank you for the opportunity. So the company has recently rationalized its branch network by closing loss-making locations. So what annual cost saving do you expect from this exercise and are there any further opportunities for network optimization?

Abhinandan Gupta: Can you repeat the, Miss Jain, your question?

Krisha Jain: Yeah, sure. So the company has recently rationalized its branch network by closing loss-making locations. So what annual cost saving do you expect from this exercise and are there any further opportunities for network optimization?

Abhinandan Gupta: So Krisha, we keep on means looking into the cost rationalization opportunities where we review our branch network and see that how they are performing. We just as we say in the call that we just chase the numbers, so it need to be the profitable growth and a long-term profitable growth. So we keep on looking to the opportunities and we are focusing that we should chase the profitable business only instead of just opening the numbers.

So even we may have a lesser branch but each of the branches should be the profitable where there is a business. We are significantly distributed means we are well distributed in terms of our network. The branches which have been closed were not performing and we have seen that those at those places there was not our customers or our type of customers.

Krisha Jain: Okay. And also the Q1 FY27 revenue has grew 18.4% year-on-year. So how much of this growth came from volume growth versus pricing or freight rate movement?

Abhinandan Gupta: So if in terms of the volume it's almost same. If you see the number of shipment, the shipment growth is around 6% to 7% as compared to last year. And rest of the growth has been happen from the freight rates. Because the due to the geopolitical situation in Q1 we have seen a lot of volatility in freight rates and it has gone significantly up. The hindsight of that is that means on a export front since the Middle East is significantly impacted so the cargo volumes have also gone down.

But it's a mix of growth but it's important that means India or as a economy need to grow especially on the export front. So the volume growth is also essential. The freight growth sustainability may not be very long term. So our growth has been a mix of 6%, 7% growth in the volume growth and another growth is the freight rate growth. So it's a mix of both impact.

Krisha Jain: Okay, thank you.

Moderator: Thank you. Ladies and gentlemen, that was the last question from the participant. I would now like to hand over the conference to Mr. Lancy Barboza, CEO and Managing Director, for closing remarks. Thank you, and over to you, sir.

Lancy Barboza: Good afternoon again. Thank you for your interest in Flomic. We are building this company for the long term. Our focus is to make Flomic stronger, more structured, more profitable, and more visible to the investor community. We look forward to engaging with you regularly in the coming quarters. Thank you.

Moderator: Thank you. On behalf of Flomic Global Logistics Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines. Thank you.