THE SYMBOL OF TRUST

INTEGRATED LOGISTICS LTD

PILL: SEC: APR 26-27/61

November 02, 2026

To
BSE Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai – 400 001.

Scrip Code: 526381

To
National Stock Exchange of India Limited
Exchange Plaza,
Bandra-Kurla Complex,
Bandra (East),
Mumbai – 400 051.

NSE Symbol: PATINTLOG

Sub: Investors Presentation.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), we are attaching herewith the Investors Presentation.

The above information will be made available on the website of the Company i.e. https://www.patel-india.com

This is for your information and records.

Thanking you,

Yours faithfully,

For Patel Integrated Logistics Limited

Avinash Paul Raj
Digitally signed by Avinash Paul Raj
Date: 2026.11.02 16:49:57 +05'30'

Avinash Paul Raj
Company Secretary & Compliance Officer

CC: Calcutta stock exchange ltd.



PATEL

Investor Presentation

November 2026

Company Snapshot



First Organization to be registered as a **Multi-modal Transport Operator** with GOI	Providing logistics solutions for over **63 years**	Trusted by **75,000+** clients from diverse industries over time	Active presence across **112 airports** in India	Major Share in **India's air cargo market** via passenger aircraft services	Transporting consignments ranging from **250 grams to 40 Tonnes**	**Catering to varied sectors** including seafood, granite, garments, engineering goods, medical equipment, chemicals, and more	Certified cargo service provider approved by **IATA**	Strong focus on leveraging **technology** to drive logistics efficiency	**125 Offices** at strategic Locations

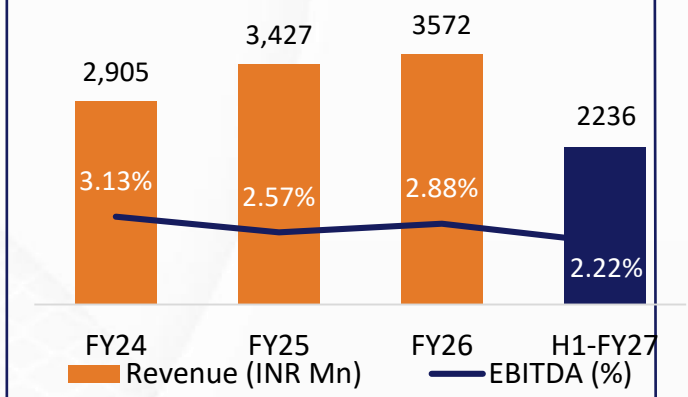


COMPANY OVERVIEW

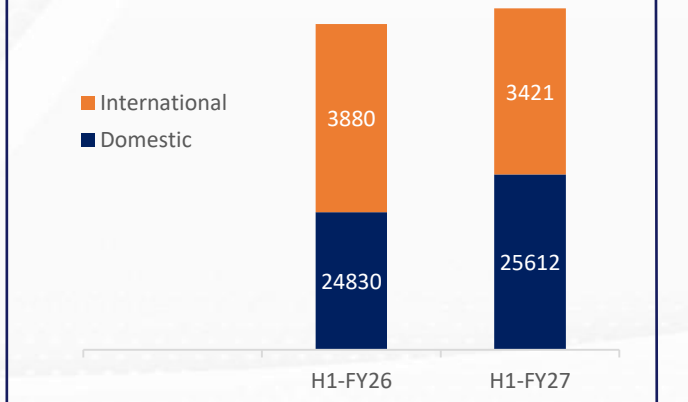
Company Overview

- Founded in 1962 by Mr. Asgar Shakoor Patel, Patel Integrated Logistics Ltd. (formerly Patel Roadways Pvt. Ltd.) began as a pioneer in surface transport and evolved into a full-spectrum logistics powerhouse, offering advanced air freight and warehousing solutions across India
- In 1998, the launch of Patel On-Board Couriers Ltd. (POBC) marked expansion into wholesale courier services, with a focus on enhancing infrastructure, streamlining operations, and driving efficiencies.
- In 2006, Patel Integrated Logistics Ltd. was formed through the merger of Patel Roadways Ltd. and POBC, consolidating legacy strengths under a single brand
- As a logistics industry pioneer, the company played a key role in shaping express delivery, FTL, LTL, courier consolidation, and integrated warehousing and delivery services in India
- PILL sharpened its focus on high-value logistics segments, establishing strong capabilities in air freight, warehousing, and ancillary services by 2018
- PILL leverages a unique air freight model, using commercial passenger flights to offer domestic and international cargo services, including same-day and last-mile delivery
- Operating through robust pan-India network, ensuring seamless coverage across all major operational airports and logistics hubs
- PILL proudly serves a diversified and marquee clientele that includes leading names across industries, especially from the rapidly growing e-commerce ecosystem
- Established a strong foothold in India's air freight sector, particularly in cargo transported via passenger aircraft, and continues to set new industry standards

Revenue (INR Mn) & EBITDA Margins (%)



Logistical Load Overview (in Tonnes)



Key Milestones

1959 — Founded by Mr. Asgar Patel with the first consignment from Glaxo Ltd.

1962 — First logistics and transportation company to be registered as a Multi-modal Transport Operator with GOI

1980 — Launch of Airfreight business segment

1994 — IPO

2004 — Launched the International Airfreight Forwarding division

2007 — Changed the name to Patel Integrated Logistics Ltd.

2011 — Completed 50 Golden years

2019 — Shifted focus towards more Lucrative Business of Air Freight

2023 — Raised capital via 3x oversubscribed rights issue; achieved debt-free status

2024 — Achieved 99% adoption of Freight PILL digital platform (launched in 2022)

2026 — Formed a Subsidiary - Rajpat Logistics Pvt. Ltd. for reentering Roadways business (in January 2026)

Founder and Directors



Asgar Patel, Founder

In 1959, when **Asgar Shakoor Patel** returned from the United Kingdom to India, he was geared with one thing alone - a vision. He didn't want to fill his father's shoes in running the cap manufacturing business and instead embarked on a long journey, creating multi-crore conglomerates on the way, with a well- deserved reputation.

The dawn of Patel Roadways Limited commenced with Asgar transporting his first consignment for Glaxo in 1959. A zest for success and a clear-cut vision drove Asgar Patel to transform Patel Roadways into one of the largest logistics companies in Asia with 1000 delivery outlets complimented by a workforce of over 7,500 people and ultimately creating a Brand 'Patel Roadways Limited' unparalleled in the Indian Logistics Industry in terms of reach and quality of service.



Mr. Syed K Husain
Independent Director and Chairman

He completed his graduation in Electrical Engineering and Hold MBA degree in General Management from Madras University.
He has over 45 years of experience in various fields like Transportation of Goods, Logistics and Distribution, Engineering, Exports, Construction and General Management.



Mr. Ramakant K. Kadam
Non Executive Non Independent Director

International Human Resources & Administration Management professional with more than 35 years of outstanding multifaceted experience in Public Relations, Personnel, Administration, Legal & Operations management, including 20+ years at the corporate level within the global arena across diverse industries.



Mr. Hari Nair
Non Executive Non Independent Director

He holds a Bachelor's degree in Arts (Economics) from the University of Mumbai.
He has an experience of over 25 years in marketing, sales and business management and has been associated with the Company since the year 2002.

Directors



Mr. Farukh S. Wadia
Non Executive Non Independent Director

He holds a Bachelor's degree in Commerce from the University of Mumbai. He is a businessperson who has experience in the fields of automobiles, dealership, finance and couriers.



Ms. Bindiya Raichura
Independent Director

Extensive Corporate Commercial law practice of over 25 years both in contentious and non-contentious matters. Ms. Raichura's practice extends to both Indian corporates and MNCs. She has been an independent director on the board of Indian companies



Mr. Kannan
Independent Director

Brings over 39 years of expertise in finance, strategy, and corporate performance management, having held key leadership roles in prominent companies such as TCS, PwC, Hinduja Group, ICICI Bank, and Piramal Group. Mr. Kannan's experience spans across various sectors, including banking, IT, logistics, infrastructure, and more, where he successfully led initiatives in corporate finance, mergers and acquisitions, organizational restructuring, and global business development.



Mr. Mahesh Fogla
Non Executive Non Independent Director

Qualified Chartered Accountant and Cost Accountant with rich experience in Finance & Accounts, Legal & Taxation and Strategic Financial Planning. He has more than 25 years of experience in key leadership roles across diverse industries, besides being well-versed in the field of Logistics, Warehousing & Real Estate.



Mr. Vikas Porwal
Executive Director

He has completed his Graduation (B.Com. Honours) from the University of Udaipur, Rajasthan and Post-Graduation (PGDBA Finance) from Welingkar Institute of Management Development and Research, Mumbai. He has worked with the Company for more than 2 decades at various levels which includes handling Key Accounts at the National Level, National Operations, Commercials and other management aspects.

Senior Management Personnel



Mr. K Suresh
COO

He has done his Masters in Chemistry and Business Administration and garnered over 28 years of rich experience in logistics over various positions and various reputed organizations. He is currently the Chief Operating Officer(COO) - Southern and Eastern Region of our Company.



Mr. Kishna Shukla
CFO

He is a qualified Chartered Accountant with rich experience in Finance & Accounts, Taxation & Legal with Strategic Financial Planning. He has more than 15 years experience in MIS, maintaining & finalization of accounts, structuring commercial transactions to minimize impact of costs. His leadership qualities include conceptualizing new businesses, team building & effective management skills & abilities.



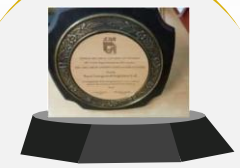
Mr. Avinash Paul Raj
Company Secretary and Compliance Officer

He holds a Masters Degree in Commerce and L.L.B from Mumbai University and is an Associate Member of Institute of Company Secretaries of India.

Awards & Certifications



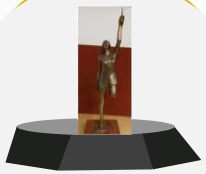
Exceptional Cargo Revenue Performance-2013



Air Cargo Agent Association



Outstanding Performance All India Basis



Highest On-Board Courier Sales



Top Cargo Agent Air India Cargo -2026



Stellar Sales Performance–2005



All India Achiever Award for Cargo Sales - 2003



Go Cargo Exceptional Accomplishments



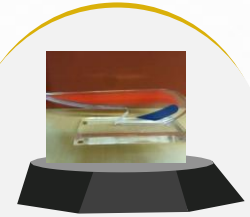
Recognition of Contribution



Courier Business-West Region Award of Excellence -2025



Highest On-Board Courier Sales 2003-2004



All India Achiever Award for Cargo Sales



Highest On-Board Courier Sales 2007-2008



Exceptional Cargo Revenue Performance –2016-2017

Geographical Presence

North	
Pali	Allahabad
Bhilwara	Varanasi
Ambala Cantt	Badohi
Panipat	Moradabad
Ludhiana	Agra
Jalandhar	Mathura
Phagwara	Rudrapur
Baddi	Jhansi
Jammu	Jammu
Lucknow	Kashmir
Gorakhpur	Dehradun
Kanpur	Uttarakhand
Ghaziabad	

West	
Panjim	Gujarat
Nashik	Baroda
Aurangabad	Surat
Nagpur	Vapi
Raipur	Bhavnagar
Bhilai	Jamnagar
Bilaspur	Rajkot
Jabalpur	Udaipur
Bhopal	

East	
Imphal	Bhubaneshwar
Tripura	Cuttack

South	
Erode	Secunderabad
Karur	Vijaywada
Tripura	Guntur
Coimbatore	Cochin
Madhurai	Calicut
Trichy	Trivandrum
Pondicherry	Tamil Nadu



North Zone
Cities : 27 | Hub : 01 | Branches : 30

West Zone
Cities : 19 | Hub : 03 | Branches : 22

East Zone
Cities : 10 | Hub : 01 | Branches : 13

South Zone
Cities : 23 | Hub : 03 | Branches : 25

PAN India	
Cities	79
Hub	08
Branches	90

Industries Served

- Textile
- Automobile and IT
- E-commerce
- FMCG
- Documents & Couriers



- Agriculture
- Pharmaceutical Companies
- Manufacturing Companies
- Retail
- Electronics

- Cement



BUSINESS OVERVIEW

Services Provided

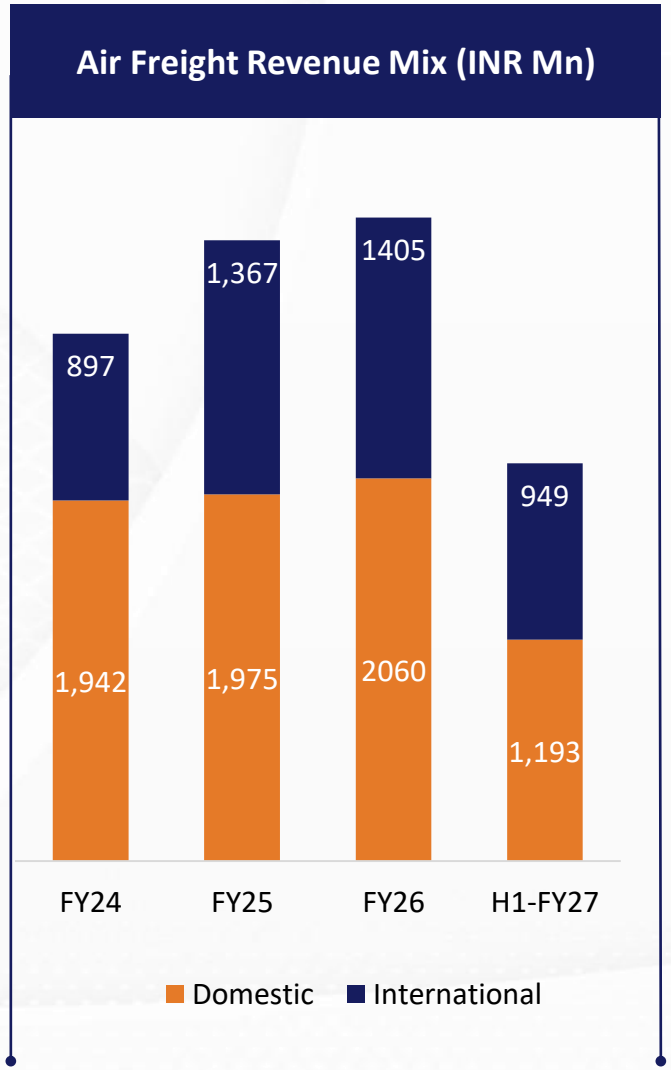
PATEL

PATEL

- Airfreight
  - Airfreight
  - Cargo Consolidation
- Warehouse
  - Storage
  - Distribution
  - Stock and Vendor management

Airfreight

- Patel Airfreight (PAF) Domestic, established in 1980, is an IATA-accredited cargo agency offering high-density cargo transportation via air and surface routes within India.
- PAF Domestic operates across 112 airports with a network of 125+ offices strategically located throughout the country.
- In 2004, PAF International was launched to provide efficient and cost-effective freight solutions globally.
- PAF International is a member of the Global Logistics Network (GLN), headquartered in New Jersey, USA, with 136 members across 60 countries. This affiliation enables the company to manage international operations seamlessly and ensure doorstep delivery of cargo.
- The company specializes in transporting cargo via passenger aircraft and is a key player in India's air freight segment.
- PAF caters to a diverse range of industries, including seafood, leather goods, granite, garments, engineering products, medical equipment, chemicals, and more.
- It is a preferred logistics partner for leading e-commerce, pharmaceutical, automobile, FMCG, IT, and engineering firms.
- The company has strategic tie-ups with major airlines like IndiGo, Air India, and SpiceJet, facilitating domestic and international cargo movement for shipments ranging from 250 grams to 40 tonnes.



Advantages of Air Freight

Growing Fleet Size
Indian carriers are expected to double their fleet capacity to around 1,100 aircrafts by 2027.

AAI Initiatives
In 2022, the Airports Authority of India (AAI) have set a capital outlay target of INR 91,000 Cr for the development of the airport industry.

Quick Delivery
It is the fastest mode of transport.

End To End Services
Meets the needs of different customers which includes good relationships with GP carriers, other carriers, operators, practices and logistics.

Less need for heavy packaging
Ensures to save both time and money by not having to provide extra packaging services.

High standard of security
High degree of security since airport safety restrictions on cargo are strictly enforced.

Most Suitable for Carrying Light Goods of High Value
Goods of perishable nature which require quick delivery and light goods of high value over long distances.

No Major Investments
It does not require huge capital investments.



Technology At PILL

Custom Cloud Solution

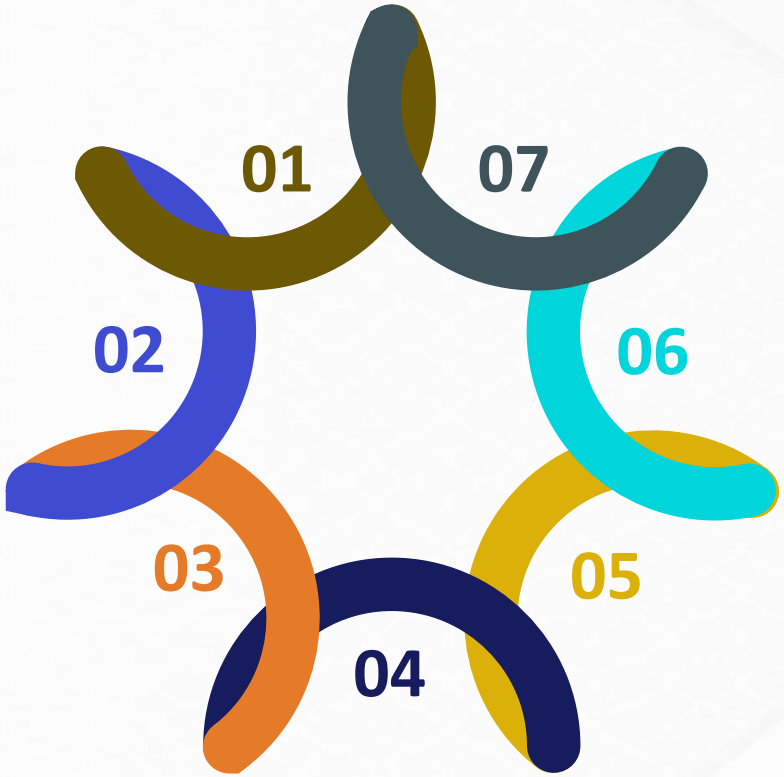
Patel Integrated Logistics Ltd. (PILL) has developed a proprietary cloud-based platform for operations and billing, facilitating collaborative freight forwarding management across its domestic and international networks

Technology Integration

The system is compatible with all major technologies. Invoices from the operations application are seamlessly integrated into the accounting platform

Customized Digital Infrastructure

A tailor-made, cloud-based operations and billing system enables efficient freight forwarding and collaborative workflows



Track & Trace Capability

A universal track-and-trace mechanism ensures real-time visibility of shipments

Proof of Delivery (POD)

The company employs a digital Proof of Delivery mechanism to enhance transparency and accountability

Cloud-Based Accounting Application

PILL utilizes a GST and VAT-compliant cloud accounting system, which provides universal access to input data and allows for downloading of MIS reports

Mobile Accessibility

A mobile application enables real-time access to MIS data and reports directly from the accounting system

Warehousing

- Established in 2017, Patel Warehouse provides services in Warehousing & Distribution, Manufacturing Logistics, and C&F Management, along with cargo and vendor management solutions.
- With over 200,000 sq. ft. of warehousing space, the company leverages its brick-and-mortar infrastructure and domain expertise to maintain a competitive advantage.
- Its warehouses support bulk material break-up, packing, assembly, sorting, and scheduling, in addition to cargo consolidation for sectors including e-commerce, FMCG, pharmaceuticals, and others.
- Patel Warehouse enables next-day to nine-day delivery across 50 routes covering 500 locations in India.
- The company offers customized logistics solutions through an internet-based Track-and-Trace system, ensuring faster, safer, and scheduled dispatches.
- The Bangalore warehouse is leased for 99 years, reflecting the company's long-term infrastructure commitment.
- Additionally, Patel Warehouse rents out warehouses to various industries under lease terms ranging from 10 to 99 years, based on client requirements.



Patel Warehouse

Bangalore	2.2 acres



Future Strategies



- Boost domestic supply for seamless supply chain integration
- Continue establishing new warehouses
- Focused growth in cargo revenue using passenger airlines
- Growing clientele in e-commerce and pharma
- State-of-the-art track and trace system
- Continued focus on technology enhancements
- Optimization of delivery timelines and consistent customer interface improvement
- High urbanization aiding customer base expansion
- Increase in tonnage of cargo transported



INDUSTRY OVERVIEW

CSR Initiatives

Patel Integrated works with passion and commitment towards CSR Initiatives.

Donated a Blood-Donation Bus to TATA Memorial Hospital for collecting and distributing blood

Co-Sponsored the 6th International Women Tennis Championship held in December organised by Navi Mumbai sports association.

Donated INR 7 lakhs to Rotary Club of Bombay Bandra.

Donated a Buggy to Dignity Lifestyle Senior Living, Neral





















CSR Initiative of:

PATEL INTEGRATED LOGISTICS LTD.

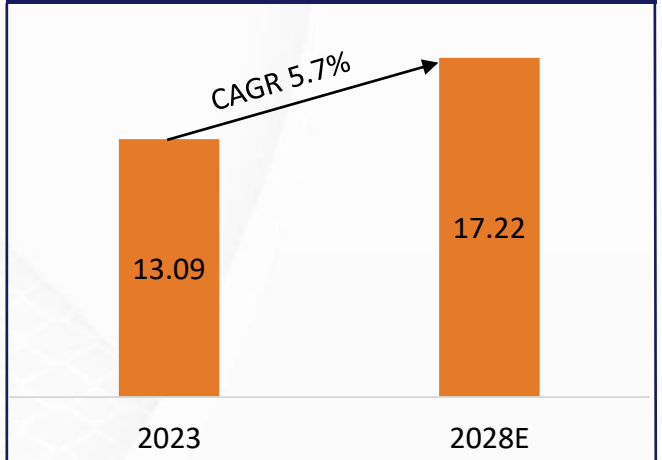
A Project of:

ROTARY CLUB OF BOMBAY BANDRA

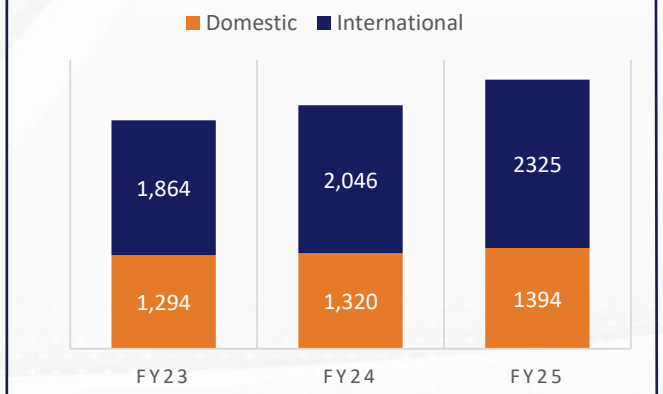
Industry Overview – Air Freight

Market Landscape	• Industry is projected to reach approximately 5.5 Mn MT by 2029, with a CAGR of 6–9%. • The market was valued at USD 13.09 Bn in 2023 and is expected to grow to USD 17.22 Bn by 2028, with a CAGR of around 5.7%. • The Ministry of Civil Aviation reports that 2.98 million MT of air cargo had been handled in FY2026
Growth Drivers	• The e-commerce share of total air cargo volumes is projected to rise significantly from 20% to 30% by 2027 according to IATA. • There is an increasing preference for consolidated air freight solutions as businesses look for cost-effective options. • The expansion of cargo terminals and airport infrastructure is supporting growth in air cargo capacity.
Tech & Infra Shifts	• Digital platforms like FreightPILL and Udaan 2.0 are transforming the air cargo industry. • Major infrastructure upgrades are underway at key airports, including Delhi, Mumbai, Bengaluru, and Hyderabad. • The Green Logistics Push focuses on promoting EV-friendly last-mile air cargo movement.
Budget 2025–26 Initiatives	• The government has increased capital expenditure from ₹11.2 lakh crore to ₹12.2 lakh crore for FY 26-27. • PM Gati Shakti Plan: Continued focus on strengthening multi-modal connectivity. • Allocation of Rs.502 cr for regional air connectivity scheme, expects to help revive 22 airports, start 124 new routes and provide financial support to improve connectivity, focusing on unserved and underserved locations. • The expanded UDAN 2.0 initiative will provide a boost to regional cargo services in Tier 2 and Tier 3 cities, with the addition of 1,000 new routes. • Plans to upgrade air cargo infrastructure and enhance India Post as a last-mile logistics leader.

Indian Air Freight Market (USD Bn)



Activity in Freight Traffic - India



Source IBEF Aviation Report

Source: IBEF Aviation Report, Union Budget excerpts

Future Trends of Air Freight Logistics



Rising and Volatile Shipping Rates

Shipping rates have been anything but stable since the pandemic hit in March 2020. As long as demand for cargo space exceeds supply, rates will continue to rise. Manufacturers are building more cargo planes to ease capacity constraints and Retrofitting passenger planes.

Rise of Air Freight as an Omnichannel

Pressured by customer demand, a rising trend toward an omnichannel strategy is afoot. Airlines are seeing a need to look beyond traditional airport-to-airport service. Now, airlines have captured on providing end-to-end services.

Supply Chain Diversification

Supply chain diversification will trigger near and mid-term increases in Air Cargo. Meanwhile, the long-term prospects for Air Cargo is likely increase, too, as more companies diversify their supply chains to mitigate risk.

Scarce Air Cargo Capacity

Tight capacity has been looming since the onset of Covid-19. The capacity for ground and ocean cargo was swamped. And that demand for capacity spilled over into air cargo.

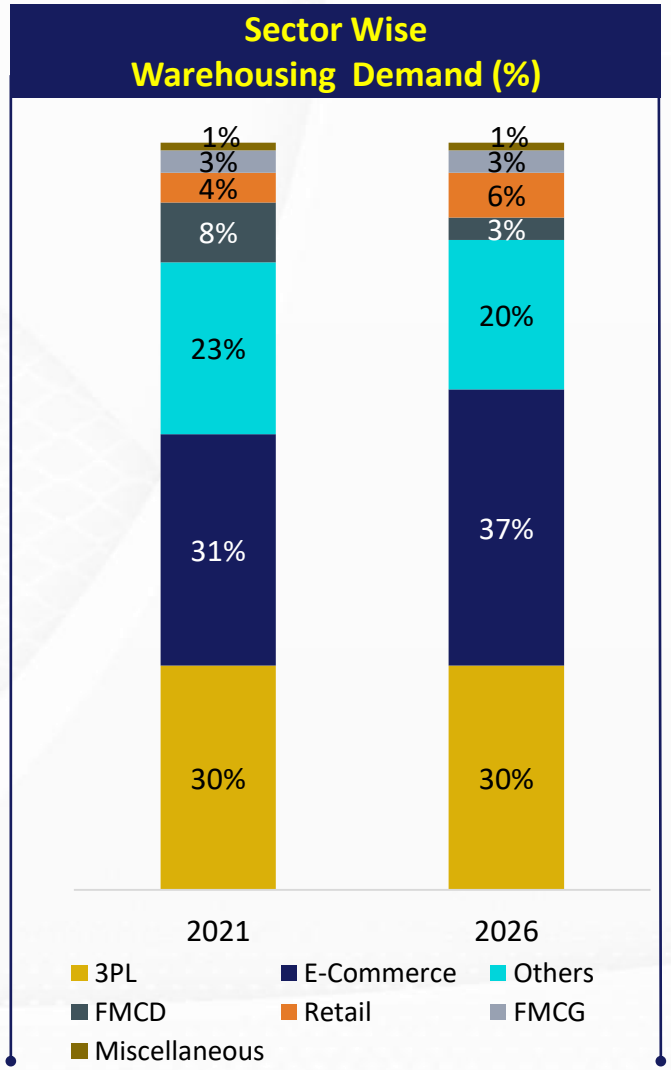
Rise of E-Commerce

In crisis, such as pandemics, wars, or supply chain disruptions, consumers tend to seek better deals due to the impact on their cost of living.

Source: americangloballogistics.com

Industry Overview – Warehousing

- A warehouse is an essential component of corporate infrastructure and one of the primary enablers in the global supply chain. the Indian warehousing market is predicted to reach USD 34.99 billion (INR 2,872.10 billion), expanding at a CAGR of 15.64% from 2022 to 2027
- Warehousing accounts for 5% of the Indian Logistics market. In terms of space requirement, it stood at 265 Mn sq. ft. in FY 2021. The space requirement is expected to reach 483 Mn sq. ft. in 2026, expanding at a CAGR of 12.77%.
- The top six cities with modern warehousing capacity are Ahmedabad, Bangalore, Chennai, Mumbai, Delhi and Pune.
- Logistics and warehousing play a crucial role to bridge the gap between customers and manufacturers. The ease and efficiency of a logistic chain have a huge impact on the time a product reaches the customer.
- Effective warehousing is crucial for companies so that they can maintain their inventory and supply the goods whenever demand rises.
- As the E-commerce industry started growing, warehouses became an integral part of the logistics chain.
- In 2021, the Third-Party Logistics (3PL) sector acquired the maximum warehousing space, followed by E- commerce. The 3PL, E-commerce, others, FMCD, retail sectors, and FMCG acquired 30%,, 23%, 8%, 4%,3% and 1% of warehousing space, respectively.
- Indian warehouse market is on trajectory of huge demand primarily driven by factors such as Government's thrust in Make in India, enhanced trade in various sectors including retail, IT, technology, healthcare, etc., superior technology and Digital India initiative and various other such policies.



Source: imarcgroup.com, globenewswire.com, nbm&cwcom



FINANCIAL OVERVIEW

Quarterly Financial Performance

Particulars (In Mn)	Q2-FY27	Q2-FY26	Y-o-Y	Q1-FY27	Q-o-Q
Operational Income	**1098**	**941**	**16.68%**	**1138**	**(3. 51)%**
Total Expenses	1073	916	17.14%	1113	(3.59)%
EBITDA	**25**	**25**	**-**	**25**	**-**
EBITDA Margins (%)	***2.28%***	***2.66%***	***(0.38)bps***	***2.20%***	***0.08bps***
Other Income	4	5	(20.00)%	7	(42.86)%
Depreciation and Amortization	6	6	-	6	-
Finance Cost	1	1	-	1	-
PBT	**22**	**23**	**(4.35)%**	**25**	**(12.00)%**
Tax	-	-	-	-	-
Profit After Tax	**22**	**23**	**(4.35)%**	**25**	**(12.00)%**
PAT Margins (%)	**2.00%**	**2.44%**	**(0.44)bps**	**2.20%**	**(0.19)bps**
EPS (INR)	0.34	0.32	*6.25%*	0.36	*(5.56)%*

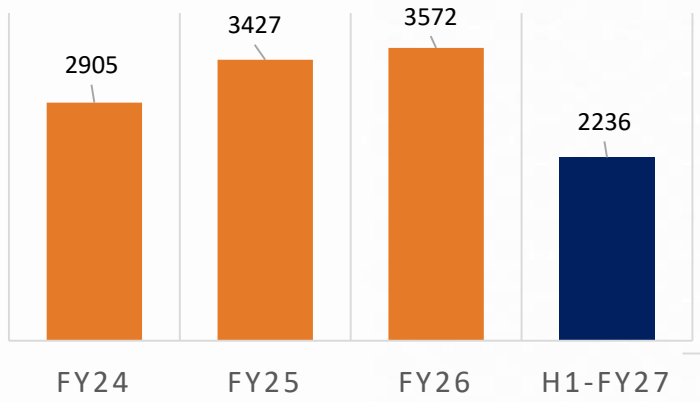
Historical Balance Sheet

Particulars (In Mn)	FY25	FY26	H1FY27
Non-Current Assets			
a) Property, plant and equipment	338	329	322
b) Capital work-in-progress	1	1	1
c) Investment Property	129	127	126
d) Intangible Assets	4	2	3
e) Financial assets:			
i) Investments	23	23	24
ii) Loans	7	6	-
iii) Other Financial Assets	25	30	38
f) Other non–current assets	-	-	-
Total Non-Current Assets	**527**	**518**	**514**
Current Assets			
Financial assets:			
i) Investments	21	22	26
ii) Trade receivables	675	728	784
iii) Cash and Cash Equivalents	286	270	195
iv) Other Financial Assets	15	15	15
Other Current Assets	157	80	99
Total Current Assets	**1,154**	**1,115**	**1119**
GRAND TOTAL - ASSETS	**1,681**	**1,633**	**1633**

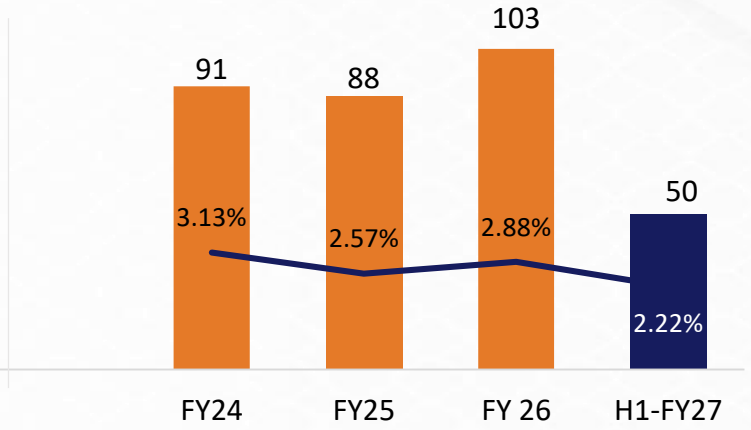
Particulars (In Mn)	FY25	FY26	H1F27
Equity			
a) Equity Share Capital	696	696	642
b) Other Equity	521	539	514
Total Equity	**1,217**	**1,235**	**1156**
Non-Current Liabilities			
Financial Liabilities			
i) Borrowings	5	4	3
ii) Other Financial Liabilities	36	38	38
Deferred Tax Liability (Net)	19	22	22
Total Non-Current Liabilities	**60**	**64**	**63**
Current Liabilities			
Financial Liabilities			
i) Borrowings	126	58	50
ii) Trade Payables	134	131	136
iii) Other Financial Liabilities	2	2	13
Other Current Liabilities	142	143	215
Provisions	-	-	-
Total Current Liabilities	**404**	**334**	**414**
Total Liabilities	**464**	**398**	**477**
GRAND TOTAL - EQUITIES & LIABILITIES	**1,681**	**1,633**	**1633**

Financial Highlights

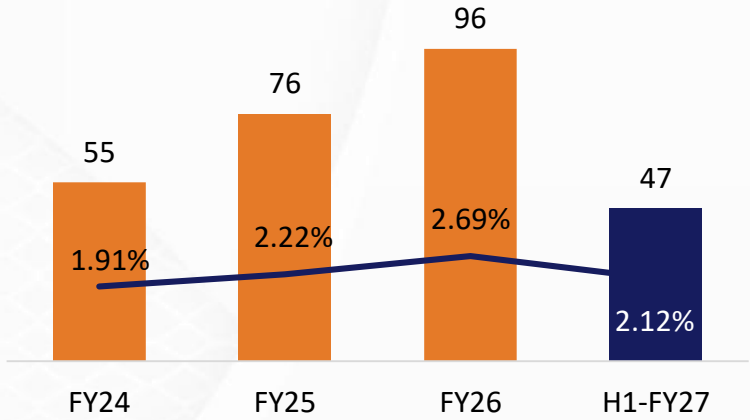
Operational Income (INR Mn)



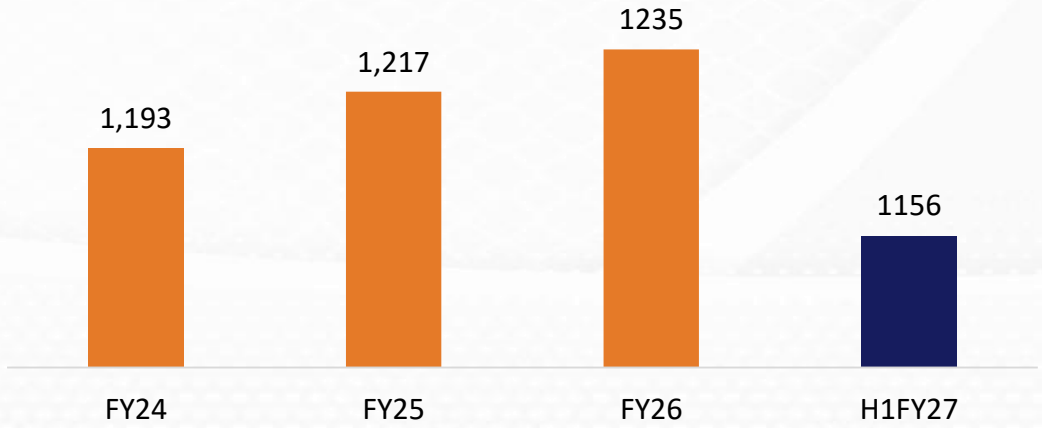
EBITDA (INR Mn) & EBITDA Margins (%)



PAT (INR Mn) and PAT Margins (%)



Net worth (INR Mn)



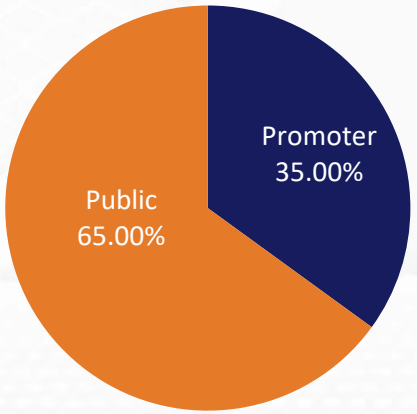
Capital Market Information

Share Price Data As on 30th September 2026



Price Data (As on 30th September 2026)	INR
Face Value	10.00
CMP	13.01
52 Week H/L	16.60
Market Cap (INR Mn)	835.06
No. of Share outstanding (Mn)	64.19
1 Year Avg. Trading Volume ('000)	132.08

Shareholding Pattern (As on 30th September2026)



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THE SYMBOL OF TRUST

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PATEL
THANK YOU