

Date: 8<sup>th</sup> June, 2026

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

**Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation on Financial Results for the Quarter ended March 31, 2026.**

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on the Financial Results for the quarter ended March 31, 2026.

The aforesaid Investor Presentation is also available on the website of the Company at: <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**

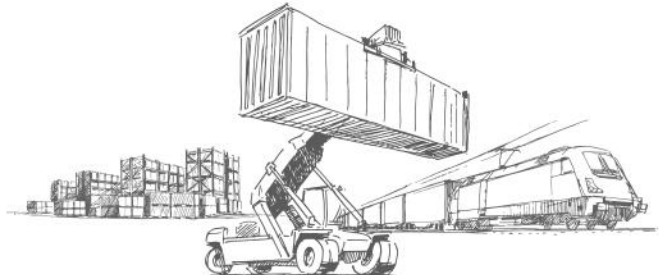
**Abhay Shah**  
**Company Secretary cum Compliance Officer**

Regd. Off.: 205 Enterprise Centre, Off. Nehru Road,  
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☎ +91 22 6731 2345  
✉ [flomic@flomicgroup.com](mailto:flomic@flomicgroup.com)  
CIN: L51900MH1981PLC024340 | GSTIN: 27AAACV1846J1Z6

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



Branches: Ahmedabad | Ankleshwar | Belgavi | Bengaluru  
Chennai | Coimbatore | Dahej | Gandhidham | Goa  
Hazira | Hyderabad | Kochi | Kolkata | Mundra | Nagpur  
Nashik | Navi Mumbai | New Delhi | Pune | Sangli | Surat  
Thane | Tirupur | Tuticorin | Vadodara



**Investor Presentation**  
**Q4 & FY26**



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The slide features a light blue background with a faint world map. On the left side, there is a vertical strip of images showing a large container ship, an airplane, and two trucks, representing different modes of transport.

# Company Overview

# COMPANY SNAPSHOT



38+ years of strong legacy



Integrated, asset-light logistics platform across Air, Sea, Land and Specialized Logistics



5,000+ active customers across SME and enterprise segments



Network of 30 branches | 30+ warehouses | PAN India



42,000 + Total Shipments Handled in YTD Apr to Mar 2026



Strong promoter ownership (~69%)



CRISIL Rating: BBB- / Stable



Workforce Strength  
510+ Employees





# COMPANY JOURNEY

**1988**

Founded in Mangalore as a regional logistics operator

**2000**

Expansion into global freight forwarding

**2018-2020**

Entry into new verticals:  
Warehousing, Event Logistics

**2020**

Listed on BSE (Main Board)

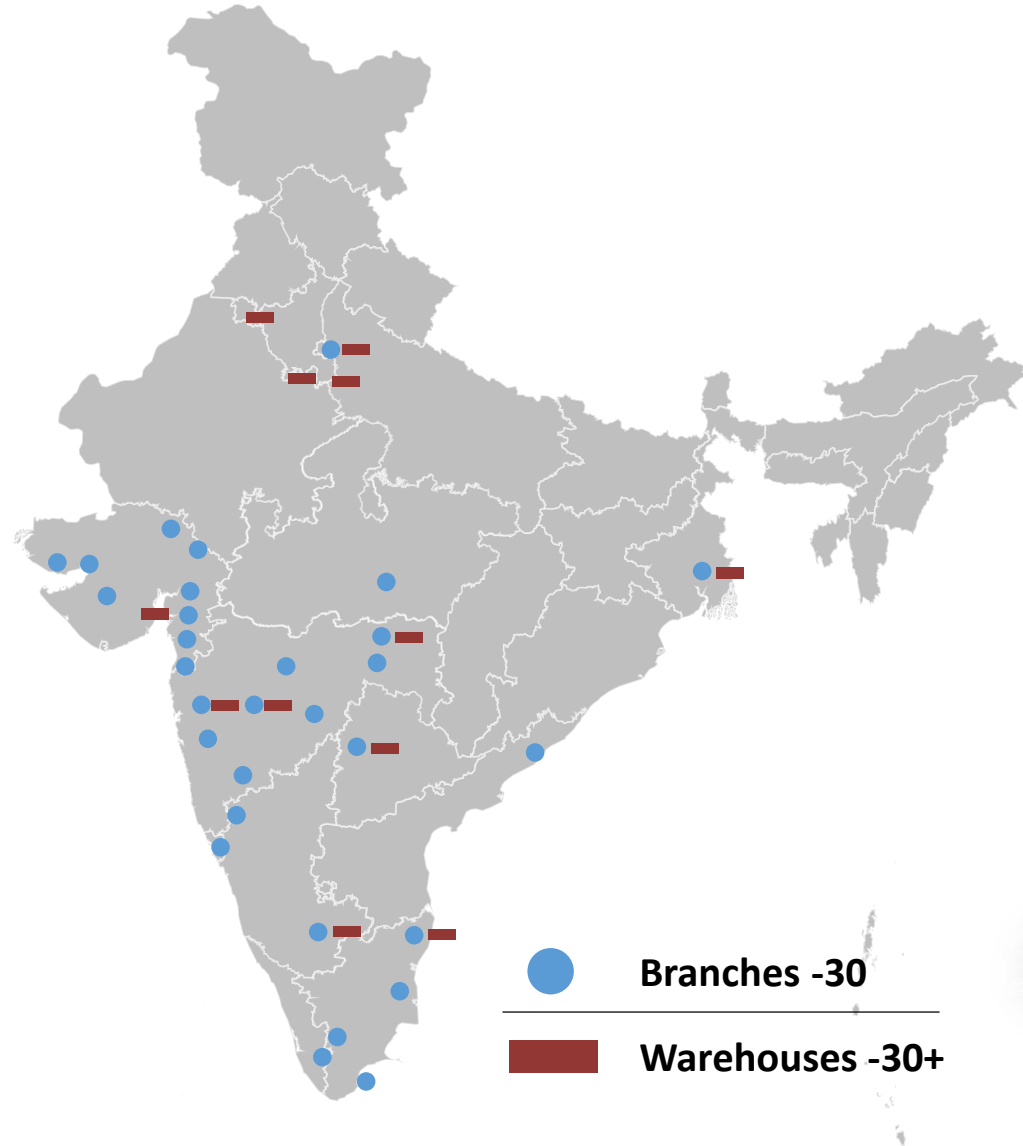
**2022-2024**

Courier, Transportation, ERP-led transformation

**2025-2026**

WCA Events, Projects registrations; workforce scaled to 500+

# PAN INDIA NETWORK & INFRASTRUCTURE



- 30 branches covering key industrial, port and consumption hubs
- 30+ warehouses aggregating ~13.8 lakh sq. ft. of space
- Strong global partner network enabling cross-border connectivity
- Scalable infrastructure supporting future volume growth



# OUR EXPERIENCED TEAM



**Lancy Barboza**  
CEO & Managing Director



**Alan Barboza**  
Executive Director & AGM - Sales



**Abhinandan Gupta**  
Chief Finance Officer



**Jayachandran Menon**  
Chief Operating Officer



**Amarjit Sahmbi**  
Chief Executive Officer -  
SCS



**Piyush Mehta**  
Vice President - Sales

## Independent Directors



**Satyaprakash S. Pathak**



**Suresh Shivanna Salian**



**APK Chettiar**

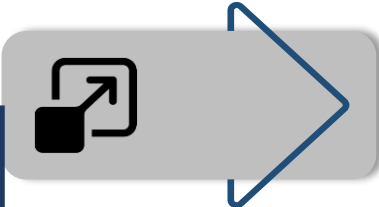


**Rajendraprasad Tiwari**

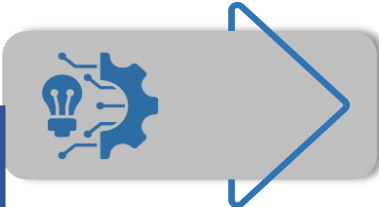


**Ananda Ghungarde**

# COMPETITIVE STRENGTHS



**Asset-light  
+  
scalable**



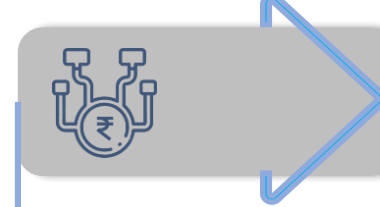
**Technology-  
integrated  
operations**



**Strong repeat  
customer base**



**Pan-India physical  
presence with  
global partners**



**Disciplined Working  
Capital Efficiency**



**Diversified, no  
single customer  
concentration risk**



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# Business Overview



# AN INTEGRATED SERVICES PLATFORM

## End-to-End Logistics Offerings



Ocean Freight



Air Freight



Domestic Transportation-Air, Rail and Road



Cross-trades



Customs Broking



Warehousing & Integrated Supply Chain Solutions



Exhibition & Event Logistics



Break Bulk /ODC/Project Cargo



Liquid Logistics



Dangerous / Hazardous Cargo



Reefer Container



# BUSINESS MODEL – ASSET LIGHT & SCALABLE

Customers → Flomic Platform → Global Network Partners



Margin-based services driven freight forwarding model



Limited capital intensity with high operating leverage



Margin expansion via:

- Warehousing
- Project cargo
- Specialized logistics



Technology-enabled scalability without proportional cost increase



Relationship-driven repeat business



# GLOBAL ACCREDITATIONS



# OUR MARQUEE CLIENTELE



# CUSTOMER STICKINESS

**Top 15 customer contribute 20% to the Turnover**

**No single customer concentration risk**

**Long-term relationships with 51% repeat business**



# TECHNOLOGY AS A MOAT



Logi-Sys, Flomic's proprietary, cloud-based ERP, integrates Air, Sea, Land, Warehousing, Transportation and Customs on a single platform



End-to-end integration with CRM, Billing and Financial Accounting, enabling real-time visibility and control



~50% reduction in turnaround time through workflow automation and process standardization



Real-time MIS, analytics and BI dashboards supporting operational discipline, margin management and forecasting



Scalable digital backbone enabling growth without proportional increase in operating costs

# DRIVING WORKING CAPITAL EFFICIENCY THROUGH RECEIVABLES OPTIMIZATION

## Key Highlights

 **Receivables reduced by ~21.3% in 12 months**  
₹67.28 Cr in Apr-25 to ₹52.96 Cr in Mar-26



**60+ Day Receivables down by 43.2%**  
Reduced from ₹15.97 Cr to ₹9.07 Cr



**Improved Receivable Quality**  
60+ Day Overdues as % of debtors: 23.7% → 17.1%

## Impact on Working Capital

- Lower capital blocked in receivables
- Reduced borrowing requirement
- Supports stronger operating cash flow conversion
- Potential reduction in interest cost
- Improves capital efficiency over time

*Focused collection initiatives led to a ~21% reduction in total debtors and 43% decline in overdues, strengthening cash flow and working capital efficiency*

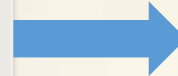
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# Industry Scenario



## A New Chapter in India's Logistics Story

- India's logistics is transitioning into a faster, smarter, globally competitive ecosystem
- Policy reform, digital integration, and infrastructure build-out are reshaping supply chains at scale
- India's logistics cost has dropped to 7.97% of GDP



## What Industry Tailwinds Mean for Flomic

- **Lower logistics costs** → Higher outsourcing
- **Manufacturing, EXIM & e-commerce growth** → Expanding freight volumes
- **Multimodal infrastructure development** → Advantage for integrated players

Favorable policy reforms & digitalization are transforming India's logistics landscape - creating tailwinds for organized players like Flomic

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# Q4 FY26 Operational & Financial Performance



# CEO & MANAGING DIRECTOR MESSAGE

*“Despite a challenging operating environment during FY26, we remained focused on operational discipline, customer retention and improving business efficiencies across our logistics portfolio. During the year, the company handled 42,000+ shipments. While revenue for the year was impacted by softer freight demand and pricing pressures in select segments, we delivered a stable EBITDA performance in Q4 FY26 along with a meaningful improvement in profitability margins.*

*Our Q4 FY26 performance reflects the resilience of our business model, with EBITDA margins improving to 11.98% and PAT increasing by 82.44% YoY. Throughout the year, we continued to strengthen our service capabilities, expand customer relationships and enhance operational efficiencies to navigate market volatility effectively.*

*Looking ahead, we remain optimistic about the long-term growth prospects of the logistics industry, supported by improving trade activity, supply chain diversification and increasing demand for integrated logistics solutions. We will continue to focus on profitable growth, cost optimization and expanding our service offerings to create sustainable value for all stakeholders.”*



Founder, MD & CEO  
**MR. LANCY BARBOZA**

# Q4 FY26 OPERATIONAL PERFORMANCE



## Cargo Volumes Across Segments

	Q4	FY26
Sea FCL (TEUs)	5,758	18,738
Sea LCL (CBM)	6,377	32,687
Air (MT)	1,075	4,388



## Shipments handled

Q4	10,582
FY26	42,628



## Customers Added

Q4	159
FY26	720



## Warehousing Footprint

**13.8** Lakh Sq. Ft.



## Sales Mix

	Q4	FY26
Import	35%	36%
Export	46%	47%
Warehousing	19%	17%

**Strong operational scale-up** supported by a growing base, expanding warehousing footprint, and disciplined execution enabled by technology investments



# Q4 FY26 FINANCIAL SNAPSHOT



## REVENUE

₹10,801.47 Lakhs



## EBITDA\*

₹1293.98 Lakhs  
Margin 11.98 %



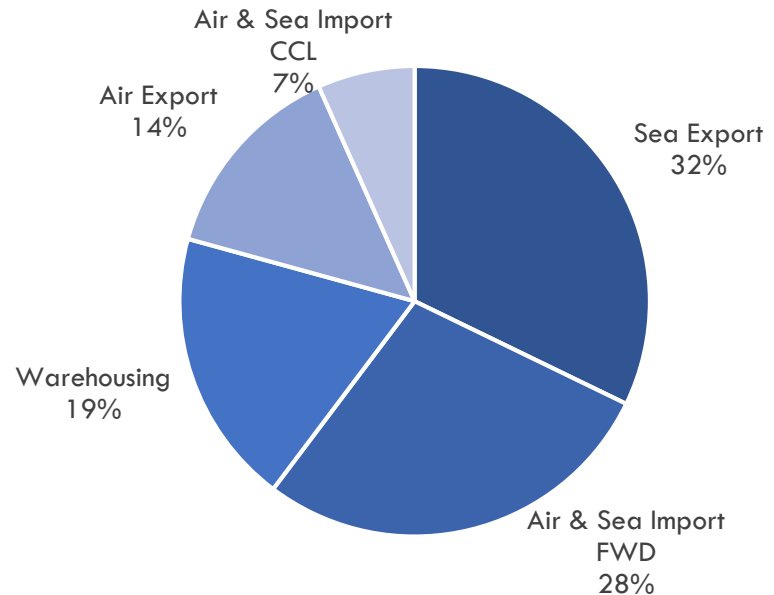
## PAT

₹352.89 Lakhs  
Margin 3.27%

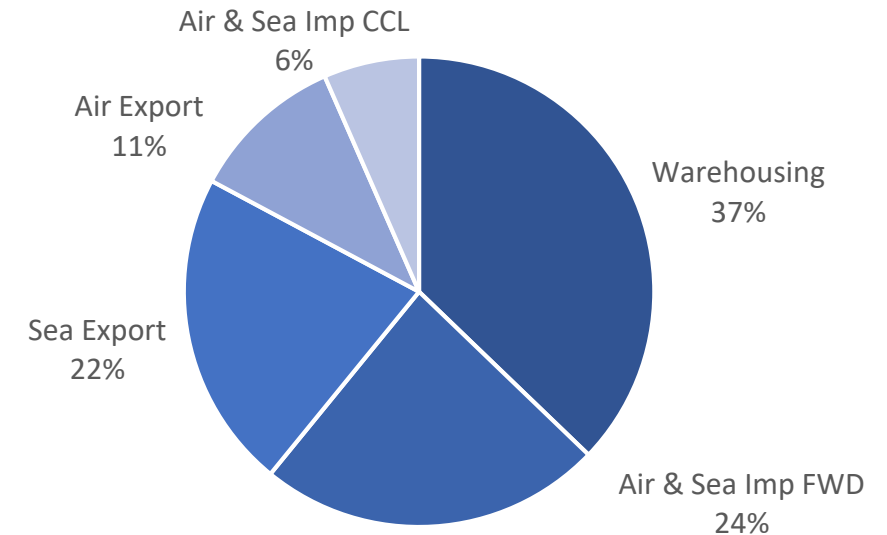
\*Excluding Other Income

## PRODUCT WISE STATISTICS Q4 FY26

### Revenue Contribution (%)



### Gross Profit Contribution (%)



# FY26 FINANCIAL SNAPSHOT



## REVENUE

₹43,172.65 Lakhs



## EBITDA\*

₹3,836.06 Lakhs  
Margin 8.89%

\*Excluding Other Income

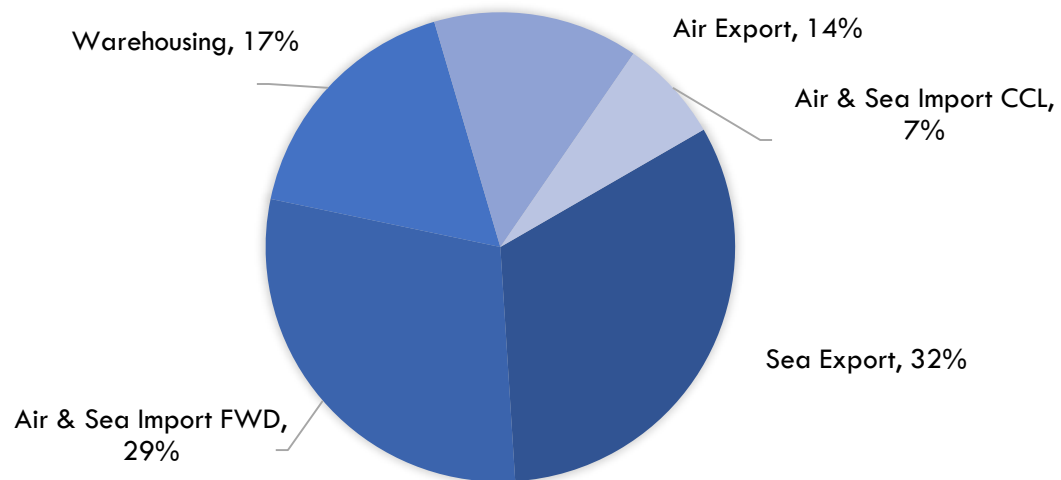


## PAT

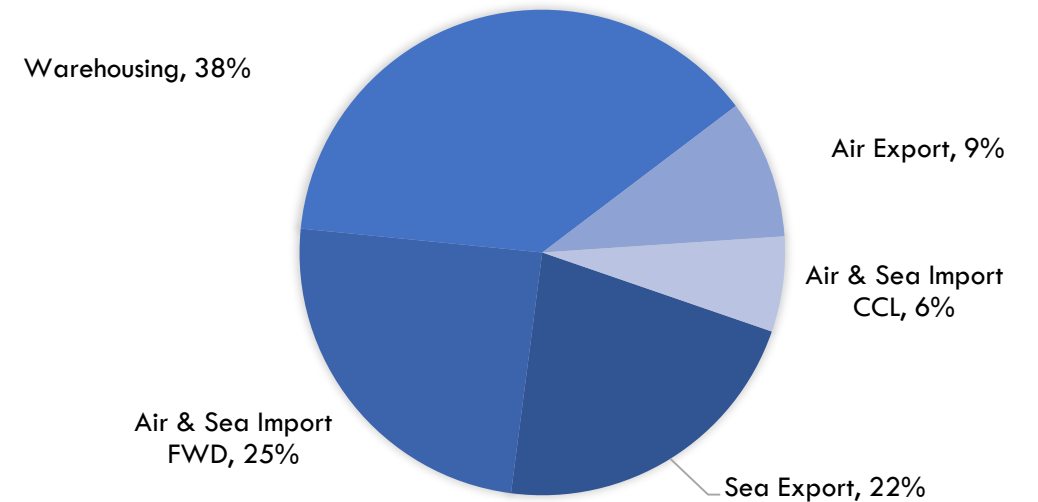
₹31.01 Lakhs  
Margin 0.07%

## PRODUCT WISE STATISTICS FY26

### Revenue Contribution (%)



### Gross Profit Contribution (%)



# Q4 FY26 CONSOLIDATED INCOME STATEMENT

Particulars (₹ in lakhs)	Q4 FY26	Q4 FY25	Y-o-Y (%)
Revenue From Operations	10,801.47	11,823.46	-8.64%
Other Income	24.02	147.96	
<b>Total Income</b>	<b>10,825.49</b>	<b>11,971.42</b>	
Operating Expenses	8,233.78	9,007.33	
Employee Benefits Expenses	1,016.42	1,133.18	
Other Expenses	281.31	548.29	
<b>EBITDA*</b>	<b>1,293.98</b>	<b>1282.62</b>	<b>0.89%</b>
<i>EBITDA Margin (%)</i>	<i>11.98%</i>	<i>10.85%</i>	<i>113 Bps</i>
Depreciation and Amortization Expense	654.01	716.42	
Finance Cost	232.69	330.59	
<b>Profit/(Loss) before tax</b>	<b>407.28</b>	<b>235.61</b>	
Tax Expenses	54.39	42.18	
<b>Net Profit after tax</b>	<b>352.89</b>	<b>193.43</b>	<b>82.44%</b>
<i>Net Profit Margin (%)</i>	<i>3.27%</i>	<i>1.64%</i>	<i>163 Bps</i>
Earnings per share - Basic	1.94	1.06	<b>83.02%</b>

\*Excluding other income

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# FY26 Annual Performance



# ANNUAL CONSOLIDATED INCOME STATEMENT

Particulars (₹ in lakhs)	FY26	FY25	Y-o-Y (%)
<b>Revenue from Operations</b>	<b>43,172.65</b>	<b>50,014.56</b>	<b>-13.68%</b>
Other Income	134.53	315.38	
<b>Total Income</b>	<b>43,307.18</b>	<b>50,329.94</b>	
Operating Expenses	33,394.08	39,660.80	
Employee Benefit Expenses	4,517.56	4,101.83	
Other Expenses	1,559.48	1,886.38	
<b>EBITDA*</b>	<b>3,836.06</b>	<b>4,680.93</b>	<b>-18.05%</b>
<i>EBITDA Margin (%)</i>	8.89%	9.3%	(47) Bps
Depreciation & Amortization Expenses	2,701.59	2,799.34	
Finance Cost	1,065.24	1,406.95	
<b>Profit / (Loss) Before Tax</b>	<b>69.23</b>	<b>474.64</b>	
Tax Expenses	38.22	105.09	
<b>Net Profit after tax</b>	<b>31.01</b>	<b>369.55</b>	<b>-91.61%</b>
<i>Net Profit Margin (%)</i>	0.07%	0.7%	(67) Bps
Basic Earning Per Share	0.17	2.03	<b>-91.63%</b>

\*Excluding other income

# ANNUAL CONSOLIDATED BALANCE SHEET

Equity & Liabilities (₹ in lakhs)	FY26	FY25	FY24
Equity Share Capital	1,816.84	1816.84	1838.84
Other Equity	2,898.27	2870.98	2519.04
<b>Total Equity</b>	<b>4,715.11</b>	<b>4687.82</b>	<b>4357.87</b>
Borrowings (Non-current)	174.33	376.55	51.5
Lease Liabilities (Non-current)	3,902.65	5318.85	5164.56
Other Financial Liabilities (Non-current)	172.89	196.23	159.79
Provisions (Non-current)	169.56	204.61	177.46
Other Non-current Liabilities	41.68	21.36	12.29
<b>Total Non-current Liabilities</b>	<b>4,461.11</b>	<b>6117.6</b>	<b>5565.6</b>
Borrowings (Current)	2,208.14	3348.87	2725.89
Lease Liabilities (Current)	2,305.40	2327.62	2160.1
Trade Payables		509.3	461.52
Outstanding dues of micro enterprises	336.01	590.3	461.32
Outstanding dues of others	2,060.83	256.59	248.61
Other Financial Liabilities	31.1	506.59	422.39
Other Current Liabilities	1,593.01	1509.98	1127.63
Provisions (Current)	105.16	103.74	83.09
Current Tax Liabilities (net)	-	13.89	13.89
<b>Total Current Liabilities</b>	<b>8,639.65</b>	<b>10299.29</b>	<b>9683.07</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>17,815.87</b>	<b>20934.71</b>	<b>20173.84</b>

Assets (₹ in lakhs)	FY26	FY25	FY24
Property, plant and equipment	522.01	693.14	711.63
Right of use assets	5,407.75	593.14	740.89
Intangible Assets	-	3.99	18.81
Loans	1.92	2.32	8.58
Other financial assets	544.14	600.08	532.3
Income tax assets (net)	1,455.67	1188.46	824.09
Deferred tax assets (net)	412.49	391.7	814.52
Other non-current assets	121.68	167.1	147.54
<b>Total Non-current Assets</b>	<b>8,465.66</b>	<b>3677.63</b>	<b>3797.35</b>
Trade Receivables	5,895.82	7658.9	6710.5
Cash and Cash Equivalent	1,308.18	1012.95	1199.34
Bank Balances other than above	15.18	40.94	126.51
Other Financial Assets	193.7	199.24	87.52
Other Current Assets	1,937.33	2045.06	1252.62
<b>Total Current Assets</b>	<b>9,350.21</b>	<b>10956.89</b>	<b>10376.49</b>
<b>TOTAL ASSETS</b>	<b>17,815.87</b>	<b>20934.71</b>	<b>20173.84</b>

The text 'Way Forward' is centered on the right side of the image in a large, dark blue, sans-serif font. The background of the entire image is a light blue world map, with the left side showing a detailed view of a shipping port with a large container ship, an airplane, and two trucks.

# WAY FORWARD



## Geographic Expansion

Expand presence across key Indian logistics hubs and select overseas nodes



## Margin-Accretive Growth

Scale warehousing (e-commerce focused), projects logistics and break-bulk to improve margins



## Forward Integration

CFS and air cargo capabilities to capture higher value across the supply chain



## Client Deepening

Increase wallet share through integrated solutions, multi-service offerings and stronger key account management



## Technology Enablement

Enhance efficiency and visibility through digital platforms



**Flomic Logistics Ltd**

Mr. Abhinandan Gupta  
[abhinandan@flomicgroup.com](mailto:abhinandan@flomicgroup.com)

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