Rathi Group

To,
The Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400001
Maharashtra

Date: July 16, 2026

Symbol: SILL, Scrip Code: 544810

ISIN: INE147701010

Sub: Investor Presentation: For the year ended March 31, 2026

Dear Sir/ Madam,

Pursuant to the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose a copy of the Investor Presentation on the Audited financial results of the Company for the year ended March 31, 2026. This is for your information and records.

Thanking You.
Yours faithfully,

For Sampark India Logistics Limited

SANJAY KUMAR RATHI

Digitally signed by SANJAY KUMAR RATHI
Date: 2026.07.16 17:20:38 +05'30'

Sanjay Kumar Rathi
DIN: 01484666
(Managing Director)

SAMPARK INDIA LOGISTICS LIMITED
An ISO 9001:2015 Certified Co.
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info@silpl.com www.rathigroup.info
Regd. Office : Plot No. 48, Bhule Ram Colony, Block B, Gali No. 7, Rangpuri Extension, New Delhi - 110037
CIN No. : U63090DL2012PLC245542

Rathi Group

Sampark India Logistics Ltd.

Your business... our concern...

SAMPARK INDIA LOGISTICS LIMITED

Integrated Supply Chain Solutions

INVESTOR PRESENTATION

FY2025-26

B2B Integrated – Asset Light Supply chain solution provider

Multi-Modal Platform

Multi-modal logistics platform providing road, rail and air transportation with enabled tech for efficient, reliable and cost-optimized cargo movement

B2B – OEM Supply Chain

Integrated logistics partner for OEMs and industrial customers, enabling time-sensitive and schedule-driven supply chain operations

Integrated Service Provider

End-to-end logistics solutions covering first-mile pickup, multimodal transportation, warehousing, transshipment and last-mile delivery under a single platform

Umbrella Supplier

Single-window supply chain partner, managing vendor sourcing, quality assurance, consolidation, and global multimodal delivery under one contract.

"We provide a seamless, end-to-end solution encompassing the full spectrum of supply chain services"

2,000+ Corporate Clients	**50+** Transshipment Hubs / Branches	**47** Airports	**40+** Railway Stations	**1,24,500** Sq Ft Warehousing	**14,000+** Serviceable Pin codes	**50+** Owned Vehicles	**500+** Dedicated Tied up Fleet

KEY MILESTONES

2012

Established the company with a vision to provide integrated logistics solutions.

Entered the air transportation segment to cater to time-sensitive deliveries.

2014

Added rail transportation services to strengthen multimodal logistics capabilities.

2017

Expanded operations by introducing surface transportation services.

2018

Launched the QSS product as part of the company’s service portfolio expansion.

2020

Entered the warehousing segment with dedicated storage and distribution services.

2024

Introduced returnable packaging solutions to expand value-added offerings.

2025

Launched International services to broaden integrated supply chain solutions.

2026

Listed on BSE SME on 7th July 2026

Introduced Umbrella Supplier Services

BUSINESS MODEL

SAMPARK INDIA LOGISTICS

Sampark owns each mile - clients see one accountable partner instead of multiple vendors

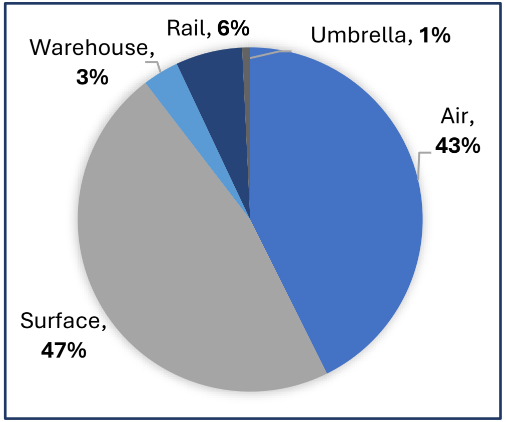
FY26: double-digit YoY growth across, with a materially stronger second half

	REVENUE	EBITDA	EBITDA Margins	PAT	PAT Margins
FY26	₹223.3 Cr ▲ +11%	₹20.0 Cr ▲ +23%	9.0% ▲ +90 bps	₹10.5 Cr ▲ +26%	4.7% ▲ +56 bps
H2FY26	₹127.3 Cr ▲ +35%	₹12.0 Cr ▲ +68%	9.4% ▲ +183 bps	₹6.6 Cr ▲ +56%	5.2% ▲ +70 bps

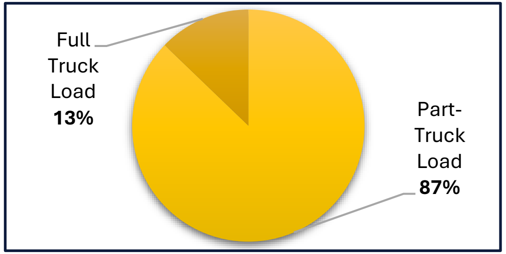
Business Updates & Drivers

- The second half is seasonally SIL's stronger period, and this year the effect was amplified as ramping contracts and new volumes flowed
- EBITDA Margins expanded by 90 bps on YoY basis to 9.0% in FY26. Operating leverage is now visible: with the hub-and-spoke network, tied-up fleet and branch footprint largely in place – hence profit compounds faster than the top line.
- Growth and margin gains driven by operating leverage on the built-out network and a richer, value-added mix.
- Onboarded a global US major under the umbrella-supplier model; scaled international logistics & returnable packaging.
- Completed BSE SME IPO (listed on 7th July 2026); fresh raise has strengthened the balance sheet and provides the capital to monetize a platform that is largely built.

Revenue Split by Services

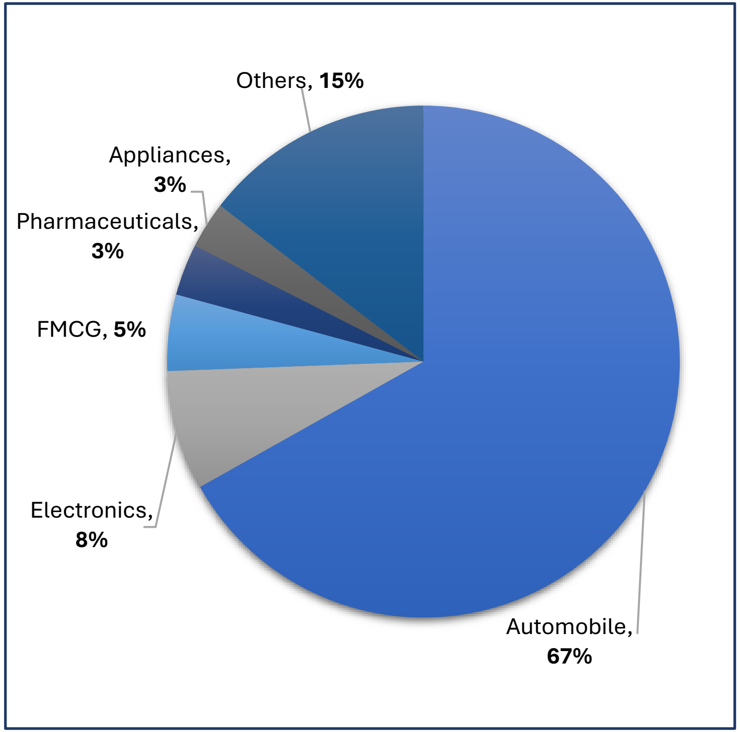


Surface Revenue Split



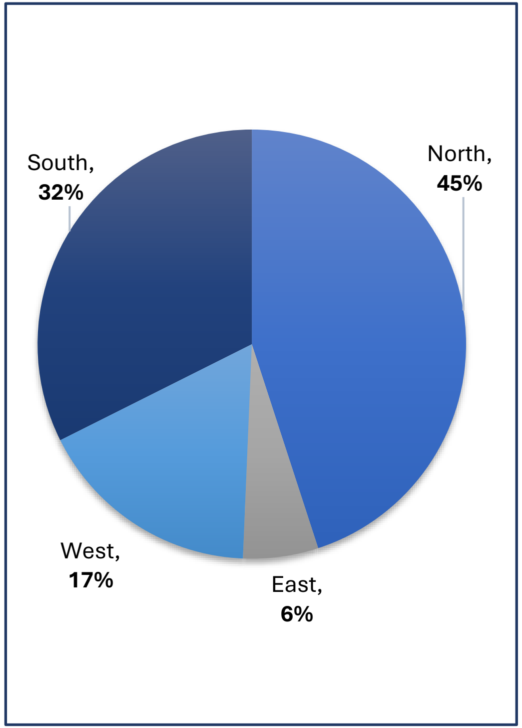
~52% from high margin services – air & rail

Revenue Split by Industry



Anchored in sticky OEM chains, largely automotive and diversifying into electronics, FMCG & pharmaceuticals

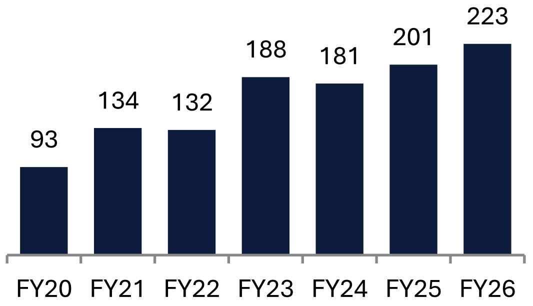
Revenue Split by Region



Higher contribution in the south & north - manufacturing heartland (~77%); west & east are runways

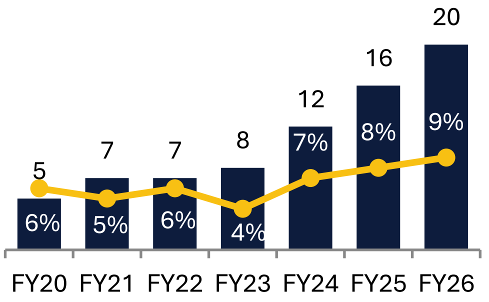
The platform is built - profit, margins and returns now compounding

Revenue (₹ Cr)



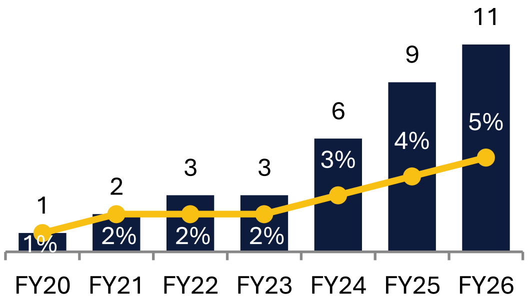
~16% CAGR FY20 - 26

EBITDA (₹ Cr) & EBITDA margin (%)



EBITDA margin expanded to 9% in FY26

PAT (₹ Cr) & PAT Margin (%)



PAT margin 1% → 5%

15 YEARS OF BUILD-UP

Multi-Service Platform

Road · rail · air → warehousing → international → reusable packaging → umbrella supplier - all under one provider

Client Relationships

2,000+ marquee corporate & OEM clients (energy, auto, pharma, EMS, FMCG) → large captive base → cross-sell & growth runway

Infrastructure & Coverage

1,24,500+ sq ft · 50+ hubs · 14,000+ pin codes · 47 airports · 40+ railway stations → pan-India reach on an asset-light model

Team & Technology

Experienced functional teams + tech-enabled tracking → real-time control across every mile → reliability & service quality

Operating Levers translating into margins, returns and growth

Each operating parameter we're improving (left) drives a resultant business outcome (right) - the mechanics behind our margins and returns.

GROWTH LEVERS

1. **Wallet share per client**
   Cross-sell the full stack into the 2,000+ captive base → more revenue per account

2. **Network throughput**
   More volume across the built-out, largely fixed-cost network & fleet → operating leverage

3. **Value-added revenue mix**
   Scale umbrella, international & returnable-packaging lines → higher blended realization

4. **Working-capital cycle**
   Tighten receivables and collections → improving cash flow from operations, fund growth internally

»

THE PAYOFF

Higher revenue growth
More wallet share on a wider stack, new corporates, broadens and compounds the top line

Better operating leverage
Incremental volume rides a largely fixed-cost network & fleet - profit grows faster than revenue

Margin expansion
A richer, value-added mix carries higher realizations while scale dilutes fixed overheads

Stronger return ratios
Improving cash flow and staying asset-light lifts returns on capital and self-funds growth

Each lever reinforces the next - revenue, margins and returns move together in a single, value-creation engine.

Surface Freight

PTL, FTL and ODC (Over Dimension Cargo) movement across 14,000+ pin codes

Rail Freight

Cost-efficient bulk movement on dedicated freight routes

Warehousing & Packaging

Warehousing and Reusable & Collapsable Packaging on Rent

Air Cargo

Time-critical air freight across 47 domestic cargo airports, QSS (Quicker Smarter Service), Flyer Services

Presence Across 47 Airports in India

North: Srinagar, Delhi, Chandigarh, Prayagraj, Lucknow, Dehradun, Amritsar, Jammu, Varanasi, Leh, Jaipur, Hindon-Ghaziabad, Jewar (Noida)

West: Mumbai, Ahmedabad, Baroda, Rajkot, Surat, Goa, Navi Mumbai, Shirdi, Aurangabad, Bhopal, Indore, Pune, Nashik, Nagpur, Raipur

South: Bangalore, Chennai, Vizag, Hyderabad, Cochin, Trivandrum, Coimbatore, Madurai, Hubli, Vijayawada, Tirupati

East: Kolkata, Bhubaneshwar, Ranchi, Patna, Guwahati, Dibrugarh, Bagdogra, Port Blair, Durgapur

International Logistics

Integrated international logistics solutions enabling seamless cross-border cargo movement and end-to-end supply chain management

Umbrella Supplier

Streamline procurement, vendor management, warehousing, and logistics under one integrated platform, enabling seamless supply chain execution for clients

From sourcing to last mile delivery - under one contract

GLOBAL VENDOR NETWORK - shortlisted & managed by SIL

CLIENT BRIEF

OEM specifies part, spec, volume & destination plant

»

SIL - Single-Window Umbrella

1 Find & onboard vendors after QC

2 Source as per specifications

3 Consolidate · QC · pack

4 Multi-modal delivery

»

CLIENT PLANTS

Delivered to the client's plants - anywhere in the world

How it adds value to our business

- **Higher realization & Value-added service**

  Bundled value-add and international shipping commands a premium over point-to-point transport rates

- **High retention & Deeper wallet share**

  Owns more of the client's supply spend; Deep integration leads to high customer retention

- **Entry into International Logistics**

  Opens new international markets for SIL further deepening network, can be used to develop more business

Onboarded a global US major under this model - a marquee, high-value, sticky account that proves out the umbrella pivot.

The umbrella model turns SIL into the client's supply orchestrator - richer margins, deeper wallet share and stickier revenue.

Asset-Light Operating Model

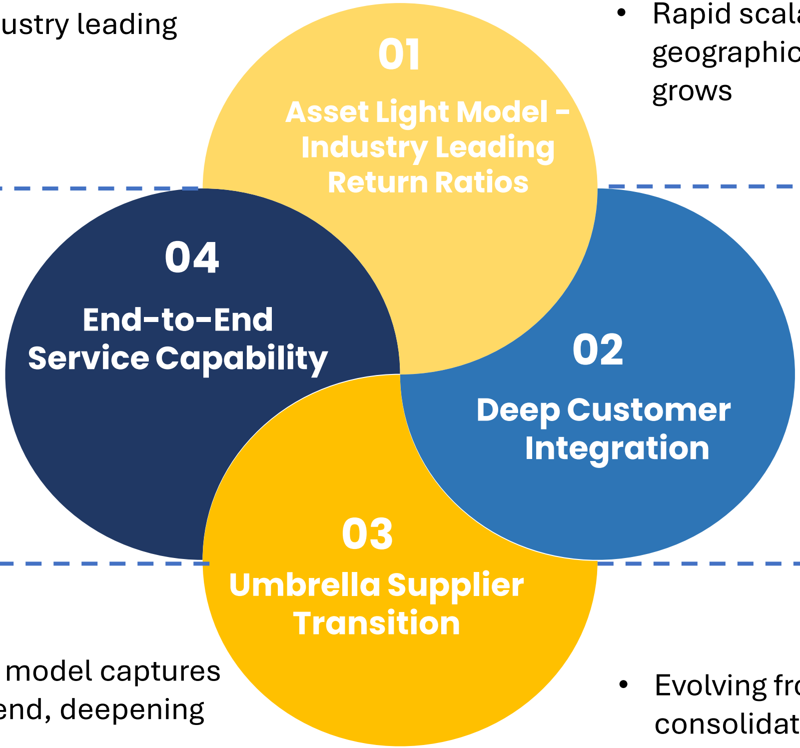
Tied-up fleet	**Variable, demand-flexed**
Warehousing	**Leased**
Branch network	**Pan-India**
Capex intensity	**Asset-light , tech-led**

High-quality Revenue profile

- Deep integration across OEM supply chains - recurring and sticky customer relationships
- Diversified customer base across Automotive, FMCG, Pharmaceuticals and EMS reduces concentration risk
- Time-sensitive and critical logistics operations - high switching costs
- Multi-modal and integrated service offerings - presence across first-mile, mid-mile and last-mile logistics

- Asset-light structure drives industry leading returns on capital employed

- Rapid scalability - lean balance sheet enables fast geographic and volume expansion as demand grows



- Road, Rail & Air - unified platform spanning all transport modes for seamless movement
- First mile to last mile coverage end-to-end ownership from origin pickup through final delivery under one roof

- Embedded within customer supply chains with direct alignment to production schedules and inventory cycles
- High switching costs, recurring business visibility and long-term customer stickiness

- Higher wallet share - umbrella model captures more of customer logistics spend, deepening revenue per account

- Evolving from point solutions to a single, consolidated logistics partner for customers

Anchored by Marquee Clients

Automotive

TATA, TAFE, MARUTI SUZUKI, TOYOTA, mahindra, Hero, ROYAL ENFIELD, YAMAHA, ASHOK LEYLAND

EICHER, TENNECO, MG, SCHAEFFLER, WABCO, Imperial auto, VE COMMERCIAL VEHICLES, FIAT, OLA ELECTRIC

FMCG & Consumer Goods

Reliance RETAIL, Hamdard, DS GROUP, Prestige, Butterfly, shahi Export Pvt. Ltd., UNITED COLORS OF BENETTON, JL MORISON BUILDING GOODNESS, JUBILANT FOODWORKS

Pharmaceuticals

SUN PHARMA, Dr.Reddy's, zydus Dedicated To Life, CADILA PHARMACEUTICALS

EMS / Industrial / E-com

बी एच ई एल BHEL, MICROTEK TECHNOLOGY WE LIVE, LUMINOUS, DELTA, OKAYA NEVER STOP INDIA, xiaomi, KAFF, KAYNES TECHNOLOGY

Sanjay K. Rathi

Chairman & Managing Director
Experience – 30+ Years

Aged about 53 years, is the Promoter and Managing Director. He holds a degree of Bachelor of Commerce from University of Ajmer (1991). He has over 12 years of experience in providing logistics services with a strong ability to serve various industry verticals and assisting them in gaining a competitive advantage by streamlining their logistics requirements.

Umesh Sharma

Executive Director
Past Employment – Eastman Auto & Power
Experience – 20+ Years

Sanjoy Mukherjee

Chief Sales & Marketing Officer
Past Employment – V-Trans India
Experience – 30+ Years

Pawan Vashistha

Chief Operations Officer
Past Employment – Supreme Logistics
Experience – 25+ Years

Sudharshan Jain

Chief Financial Officer
Past Employment – Skyline Wealth
Experience – 16+ Years

Nasir Khan

Head - International Business
Experience – 20+ Years

Lucky Thakur

Head - IT & Centre of Excellence
Past Employment – Sampark Courier
Experience – 18+ Years

Anil Periwal

Head - Internal Audit
Past Employment – First Flight
Experience – 24+ Years

Deepa Sharma

Vice President - Human Resources
Past Employment – EB 33 Fashions
Experience – 12+ Years

Swati Sharma

Head - Customer Support
Past Employment – Spot On Logistics
Experience – 19+ Years

SAFE HARBOR

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