

## PRESS RELEASE

### Patel Integrated Logistics registers three-fold increase in net profit

**Mumbai, February 12:** Leading home-grown logistics player Patel Integrated Logistics today reported a three-fold increase in the net profit to touch 4.85 crore while the turnover rose by 11.25% at Rs 454 crore during the quarter ending on December 31.

A meeting of the board held today approved the results which showed that the operating profit went up by 329.32% as compared to corresponding period last year.

Profit before Tax has increased by 237.43%, showing an increase of 3.81 crore, compared to the previous year. PAT has increased by 218.31% on year-on-year basis to touch Rs 3.65 crore.

Turnover registered an increase of 11.25%, bringing in additional Rs 45.93 crore and taking the total revenue to Rs 454.15 crore during the quarter under review, in comparison to the same quarter last year.

"The rise in the profit has been mainly due to cut in diesel price which saw around 30% fall in the recent times. Besides, the management also took steps to focus on businesses that can give a healthy bottom line," said company vice-chairman Areef Patel while commenting on the results.

"There was a concentrated effort to cut the costs in operations and improve operational efficiency. The company has right sized itself and has started reaping the benefits of an integrated back office," he added.

"Going ahead, we look forward to GST implementation, further boost on the e-commerce front for which we have a dedicated division now and further cut in prices of diesel. The revenue in e-commerce should grow by 12-15% from the current level of 4-7% during the last quarter," he added.

During the quarter, Patel has inked an air cargo alliance with the online marketplace Amazon to ensure next day delivery across the country. Patel is also in talks with more e-commerce players, sensing a boom time also for logistic players.

The company that began with just one truck in 1959 has grown to become the largest homegrown player with hundreds of trucks and 800 offices spread across the country. Today it handles around 5 lakh tonne cargo worth Rs 12,000 crore annually and boasts of a distinctive edge over its competition.

Today Patel Integrated is the only homegrown logistics player that can cater to clients from the first leg to last mile delivery (air cargo, transport fleet and delivery offices).



Patel Logistics commands 70-80% share in air cargo market in the country, making it the most preferred choice for the e-tailers.

| <b>PILL Comparison as on 31st Dec 2014 &amp; 31st Dec 2013</b> |                                           |                                           |                                 |                                      |
|----------------------------------------------------------------|-------------------------------------------|-------------------------------------------|---------------------------------|--------------------------------------|
| <b>Particular</b>                                              | <b>As on 31st Dec 2014<br/>(in lakhs)</b> | <b>As on 31st Dec 2013<br/>(in lakhs)</b> | <b>Increase/<br/>(Decrease)</b> | <b>% of Increase/<br/>(Decrease)</b> |
| Turnover                                                       | 45,415.67                                 | 40,822.24                                 | 4,593.43                        | 11.25%                               |
| EBITA                                                          | 1,506.99                                  | 1,165.89                                  | 341.10                          | 29.26%                               |
| Operating Profit                                               | 485.86                                    | 113.17                                    | 372.69                          | 329.32%                              |
| PBT                                                            | 541.67                                    | 160.53                                    | 381.14                          | 237.43%                              |
| PAT                                                            | 365.49                                    | 114.82                                    | 250.67                          | 218.31%                              |

