

**PRESS RELEASE**

Mumbai, 29<sup>th</sup> May 2015

**Patel Integrated Logistics Ltd reports results for the year ended 31<sup>st</sup> March, 2015**

**Revenue Attained 587.98 Crore  
 EBITDA ↑ 25.73% to 19.94 Crore  
 Net Profit ↑ 158.57% to 7.99 Crore**

(' Crore)

| Quarter 4                  |                           |                        | Consolidated Results | Full Year                  |                           |                        |
|----------------------------|---------------------------|------------------------|----------------------|----------------------------|---------------------------|------------------------|
| 2013-14<br>(Previous Year) | 2014-15<br>(Current Year) | %<br>Increase/Decrease |                      | 2013-14<br>(Previous Year) | 2014-15<br>(Current Year) | %<br>Increase/Decrease |
| 134.59                     | 133.82                    | ↓ by 0.57 %            | Revenue              | 543.15                     | 587.98                    | ↑ by 8.25 %            |
| 4.20                       | 4.88                      | ↑ by 16.19 %           | EBITDA               | 15.86                      | 19.94                     | ↑ by 25.73 %           |
| 1.48                       | 2.58                      | ↑ by 74.32 %           | Net Profit           | 3.09                       | 7.99                      | ↑ by 158.57 %          |

For the year 2014-15, revenues Patel Integrated Logistics Ltd (PILL) grew to 587.98 Crore. Its EBITDA rose by 25.73% and Net Profit by 158.57%. The year on year revenue growth was 8.25%.

**Factors and segments influencing PILL's revenue growth.**

The Focus on Retail and part load segment in Patel Retail Ltd (PRL) and a more focused approach on the Ecommerce segment has helped in growing the revenue. PILL is more focused on QUALITY clients ensuring better realizations Contracts are diligently scrutinized to ensure we add better clients to our ever growing list. In Patel Onboard Courier (POBC) we want to focus on the TOP 5 Ecommerce players for volumes and the mid-sized companies for better realization.

The business in the Ecommerce segment has made a substantial impact in the bottom-line.

**The sectors that PILL is looking to concentrate on**

Our clear focus is on Retail (Express delivery) segment where we have the better margins in PRL and the Ecommerce segment for POBC expansion. We have finished Right sizing our organization and integrating the back office functions completely, now ready to GO TO MARKET with new zeal.

**The plans for the coming quarter**

We have built our System (IT) BACKBONE put a team of specialist to FOCUS on clients which we have clearly defined in our vision. We have also bagged some BIG contracts with companies Eg Jindal, Kirloskar, etc which will help us in better utilization /optimization. We have designed our Services to be more Client-Centric.



**Areef Patel-Vice Chairman-Patel Integrated Logistics**

"It has been a good year for us. Driven by robust revenue growth from our ecommerce vertical we could beat our own target in net profit which jumped over 74 per cent in the March quarter. Lower input cost has also been helpful with cost reduction measures adding to the overall numbers. Going forward, I am very optimistic about the current fiscal as the economy picks up momentum. With GST and faster development of road projects like the East-West corridor and the Sagarmala Project, I am hopeful that the coming years will be rocking for the logistics sector."

