



Transcript of the Pranik Logistics Limited Earnings Conference Call FY-25 on May 28, 2025, at 12:30 PM IST

Ms. Anushree Chowdhury (Moderator)

Good afternoon, everyone and welcome to Pranik Logistics Limited FY-25 earnings conference call. I'm Anushree Chowdhury, Company Secretary and I'll be the moderator today. Before we begin, please note that this call is being recorded and may contain forward-looking statements. These statements are based on current expectations and are subject to risks and uncertainties that could cause actual results to differ materially. For a detailed discussion of this risk, please refer to our latest filings with the Stock Exchange in accordance with the Securities and Exchange Board of India.

The agenda for today's call includes presentation from our senior management team followed by a Q&A session. All participants lines will be in listen mode only during the presentation. During the Q&A session, you may ask questions by raising your hands or by typing in the chat. Please note that this conference is being recorded.

Joining us today are Mr. Pranav Kumar Sonthalia, Promoter and Managing Director of a Company, Mr. Avinash Saigal, Chief Executive Officer, Mr. Sujay Kundu, Chief Financial Officer. I will now turn the call over to Mr. Pranav Sonthalia for opening remarks. Over to you, Sir.

Mr. Pranav Kumar Sonthalia

Thank you. Anushree.

Good afternoon, everyone and welcome to the meet. Firstly, I would like to congratulate everyone. It's your company and we have touched 100 crores mark this year in terms of our revenue and the PAT has grown to 6.44 crores which will be discussing later. So just a brief.

As of our vision and mission, I think most of us who are here in call, we have already interacted in some way or the other. So, what we do, we all are aware. However, to give just a brief, we are a logistics company who deal into warehousing and transportation of goods pan India. Having our presence across the country, we work with the vision to deliver the right product in the right condition, at the right place, at the right time, to the right customer at the right cost.

Why we are preferred over other logistics partners and why one should prefer us? We are a we are there 10 plus years in business with a wide experience. The management of the company is a mix of young blood as well as experienced people from the industry. There are roughly 1000 plus transporters who are associated with us and we own approximately 150 fleet. It's 140 plus close to and in total scaled unscaled drivers,

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warehouse personnels, experiences of warehouses that are close to 2500 people in the company combinedly on roll and off roll.

Just a brief of the financials I would like to give. Our revenue this year has grown by 56.6% compared to the previous year. We have done 106 crores this year and versus which was 67.70 crores in past year. Our core operational growth that's income from operational operations has increased 56.7%. Hence it is not any other income that has been reflected in the statements. The growth that has come is entirely from the business, from the operations that the company has done.

Our net profits have gone up by 58.5% that is from 406 lacs last year to 644 lacs this year and this shows that yes, we can scale efficiently keeping the costs under control as well as I would like to input something more over here that there is a scope that we can further increase on the profitability with economies of scale coming into the picture. With things growing, we can reduce our cost further as we grow and hence increasing the profitability.

Maintaining the profitability is 100% not a challenge because further as we grow our fixed costs reduce instead of increasing. So, 100% profitability is going to increase. Our finance costs are nearly flat compared to last financial year as we have not done much of borrowings apart from the few Vehicles that we have purchased. So, we have taken the vehicle financing. Otherwise, there is not much of the financing that we have done. Hence the finance cost is almost flat. The company follows proportionately and good taxation norms. So, tax has increased pushing that is quite visible in the financial statements.

The business overall financials that reflect that the growth is high and a superb solid that how I would permit in terms of revenue and profits that is there and we are preparing and we are prepared for future scalability in all terms, be it adopting the new changes that is coming up, the government facilities or the corridor that our Prime Minister, this building and all the things that we we can do, all the necessary benefits that we can take out, we, the management is very seriously looking into it. So, it grows further and further and further.

So just a pictorial representation of our LY versus CY wherein you can see that the revenue if I talk about that has grown by 56.63% from 67.70 to 106.04, Our EBITDA from has grown 49.69% from 7.63 in the previous financial year to 11.42 in the current financial year. As in terms of PAT, it has grown again by 58.50% that shows from 406 lacs to 644 lacs. So, a consistent growth that's a correlation between the turnover and EBITDA and PAT that is quite visible to us.

This is the PNL statement that shows the revenue that's from the operations. Other income that has come into the scenario majorly as you can see is the revenue from operations of 106-104 is from operations. The expenses of bifurcation is given over here, however detailed would be in the financial results and others as filed with NSE. The depreciation that we have got because of the vehicles that's been owned by the company

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that has increased from last financial year, giving us an edge, the benefit over the taxation to increase the PAT. So, this is the brief and the EPS, the, it might just come up there. The EPS has fallen to 5.85 compared to 7.5 for the previous financial years. As everyone is aware, as we came up with the IPO and got listed on 17th October.

So the number of shares that the company has been holding, the number of shares has increased overall 1.10 close to 1 Crores 10 Lacs shares is what is there with the company which was previous close to 55 Lacs and post bonus issue around 80 Lacs. So that is why the EPS has these figures are showing as Falling but in percentage and in our terms we have.

This is just the presence that I was mentioning that we are there pan India. So, you can see that yes, few parts as in Jammu and Kashmir and NE are the areas where we are not operating. Otherwise, we have covered almost all of India or South operations is where the company is planning to put up more focus and we can expand in that area because although we are present over there but we need to be more vividly, we need to go into that market and capture that that will further aid into our further growth and hence the fixed costs of Far South chapters going to come down further as their revenues increased from there. Hence a better profitability can be expected.

These are few of the clients that with whom we are operating. All of them I'm sure most of us would be knowing as they are all well known brands in the country and MNC is all over. So, what will benefit over here is that you know we are quite relaxed regarding the the debtors that is there because 100% we are sure that these company being listed and being giants in their own fields, the payments, the incoming from them that might be delayed by some time or something but it's sure that they will be realised. The chances of Bad debts come almost to 0. So, we can be rest assured regarding that. So hence these are the clients that we are there with.

We have recently in Dubai, Pranik was awarded as a for excellence in end-to-end supply chain operations. It was the ECM Middle East Conclave and awards that was there recently that I had attended. We got listed in October 17th. So that that is the NSE listing and IPO meet, landmark achievement that Pranik had. I think Anushree will open the session for Q&A.

Ms. Anushree Chowdhury (Moderator)

Thank you for providing such a detailed view of our financial performance. We will now open floor for questions. To ask a question, please raise your hand or type your question in the chat. We kindly ask that to limit your questions one at a time to allow everyone an opportunity to participate.

Ms. Nupur

Hello, am I audible?

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Ms. Anushree Chowdhury (Moderator)

Yes, you are ma'am.

Ms. Nupur

Okay. So firstly, I would like to congratulate the team for the commendable performance by the management and achieving robust financial outcomes. So, I have just, although limited up to 1, so would like to understand one thing that amongst our client industries, we are catering to a farmer, hospitality, retail etcetera. So, with secondary driving the most growth and why? And secondly, as given the emphasis on customised reverse of the six solutions, can you elaborate on how this vertical is contributing to revenue or client retention?

Mr. Pranav Kumar Sonthalia

Okay. As you asked about the sector as of date, if I talk, we are taking more to the CFTC, the segment that's consumer durables and IT products or I would say you know the electronic products as in televisions, Refrigerators, washing machine coolers. That segment majorly is where the company is contributing as of now for the reverse logistics as you said. So, what we do and reverse logistics is definitely know that once a product is delivered to the customer and there is any damages or something in the product be technical or physical aspect that is returned back to the warehouse.

Now lifting the product individually from the customer and getting it back to the warehouse. That is a very big point that is there. We also term it as reverse RSO, that is reverse sales order that is there if as you said in terms of turnover, it would say that as of now close to 3 1/2% of our, turnover would be from the reverse logistics.

Ms. Nupur

What are the margins from reverse logistics?

Mr. Pranav Kumar Sonthalia

The margins actually stand still across that close to between its 10 to 11% at the gross level, EBITDA level I would say and PAT would come close to 6% to 8% roughly the exact goes into the accounts and that can be checked in here. But that's close to 6-8% on PAT levels.

Ms. Nupur

Okay. So, company has done a good job with respect to its top line as well as bottom line because a search has been witnessed somewhere around 56% both in top line as well as bottom line. But if I look at the EBITDA margins, there has been a slight slinging of say 0.50%. So, if I consider the coming two financial years, can we expect that will the company be able to sustain the EBITDA margin that it was having last year

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somewhere around 11.27%, whether the margin will be on a higher side or it will be somewhere around 10.5% only?

Mr. Pranav Kumar Sonthalia

It will be, I cannot. In terms of future projections, I'm sure you would understand that I cannot put figures to you. But definitely I can assure you that yes, there is going to be a growth since you asked for that dip and the in the margins there is if you see if you see closely, there is hardly any dip, yes, as the depreciation has increased. So, the ratios and other parameters somewhere that does play into a role. But if you see it at that level growing at 56% and growing by 58%.

So definitely there has been an impact growth in the terms of profitability. So, there is no, there has been no declined rather a growth in fact and definitely as I also mentioned earlier, the percentage are expected to improve from here and not degrade rather. So, sustainability is definitely no challenge at all. It is how much we can increase for them.

Ms. Nupur

Okay, so, one more thing that we have well renowned clients on board, like we have Reliance, we have, uh, you know, there are N number of clients that the company is, you know, hello...

Mr. Pranav Kumar Sonthalia

Yes, yes, yes, you're audible.

Ms. Nupur

Yeah. So, we are catering to companies like Varun Beverages, Big Basket, Reliance. So, these clients, these companies when you're dealing with such companies, there are possibilities that you know they'll the cycle, the debtor cycle is going to increase. Even these companies, you can't expect great margins from these companies because definitely they have options and just to you know, because of those options we have to somewhere compromise with the margin.

So are we catering to some other you know small brands, some local companies or something in order to increase our margin or we'll be increase we will be focusing more on increasing our top line and will be you know, considering our PAT margin to somewhere around it will be ranging in 6-7% in absolute number. Definitely PAT margin is going to increase. That is visible, that is evident. But in terms of margin, as we are dealing with such companies, so can we expect margin increase in our PAT?

Mr. Pranav Kumar Sonthalia

See, firstly, as you said regarding the customer base as of now companies more focused towards having such customers as Zomato, Reliance, CM Puja and Big Basket and such like that. But that the major reason I as I already mentioned that you know you are somewhere assured that my payments as you said definitely 100%

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that is there that the payments can be delayed and they cannot be on a charging site for payments. So definitely the debtors cycles are impacted but at the end of the day we are secure that our funds is not going to be not bad. It might be delayed by for some time, but that's going to come smaller customers. There's definitely if it has a higher margin or some sort of risk that is obviously there which is that is that it is, it is a cost that we are doing to mitigate that and the management is more into increasing business with them.

As of the increase in pack margin or absolute numbers. Definitely as a top line goes up that will grow and although I cannot quote numbers, but definitely we are going to go understand current order book the company has as of now is is good amount and we can see further growth in the similar manner as the previous financial years. But in margins, the company is working towards such activities. As of now its projects to be around the same margin instead of we are not looking to onboard smaller customers who give us more margin. We are more focused on increasing our top line with these customers who give us a consistent margin but a safe margin.

Ms. Nupur

That is true. But if I look at the financial year, if I compare 2425, then in that very case a receivable has increased somewhere around more than 50%. So, if our amount is checked and receivable in that various our working capital requirement increases. So how you're going to deal with this thing because that this will be a challenge always see it's a good thing that if you're dealing with such clients, definitely there are least possibilities of bad debts, definitely they are going to pay you. So, we don't have any risk of bad debts and at the very same time there will always be a challenge with respect to working capital because our working capital will be blocked in receivables.

Mr. Pranav Kumar Sonthalia

When we are working with any of such clients differently as I think you are close to 40-45%. So, I think our debtors have increased compared to last year and it says because of the revenue growth. So, if you see that data cycle remains almost the same, our revenue has increased in such a manner and the Gators go. So the working capital actually needs to be managed in such a scenario because we when we operate, we take a margin of say 45 to 60 is realization so that the management already considers before starting a business.

Ms. Nupur

So last year, last year, I considered the last year our receivable days were 107.

Mr. Pranav Kumar Sonthalia

Correct.

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Ms. Nupur

So, it is it going to be in the frame of 45 to 60 days or again we'll be expecting 100 days cycle only with respect to our Resident?

Mr. Pranav Kumar Sonthalia

It is going to reduce and it is the company has taken steps for reduction in the same and you will see the reduction probably when we come up with a quarterly result. So, you'll probably see that yes, there has been reduction. The company is taking measures towards that.

Ms. Nupur

Okay, so last question from my end. Our company came up with the issue size of 22.47 CR. So, can you please let me know that the breakdown of IPO funds or the entire fund has been deployed or any remaining portions are there that will be yet to be utilised?

Mr. Pranav Kumar Sonthalia

Investment on CapEx is yet to be utilised as we are yet into negotiation of getting better deals which was amounting to 2.2 crores. The company has utilised 1 crore in working capital, 5 crores in GCP, 80 Lacs in software development and 2.47 crores of the issue expenses has been met. These have been.

Ms. Nupur

So apart from CapEx, the entire fund is utilised by the company, correct?

Mr. Pranav Kumar Sonthalia

Correct.

Ms. Nupur

But in the financial statements, it seems that company has done CapEx somewhere around? 7 Cr.

Mr. Pranav Kumar Sonthalia

7 Cr CapEx is not done. I'm sure we'll have to check because 7 Cr.

Ms. Nupur

Ya, Because it's somewhere. it's somewhere around 6.7 to 7 Cr exactly. Can't quote the number, but it's somewhere around this much amount of CapEx. Including your intangibles.

Mr. Pranav Kumar Sonthalia

Including mine?

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Ms. Nupur

Including the intangible that software. Yeah, that things.

Mr. Pranav Kumar Sonthalia

Achha, she must be mentioning about the vehicles that we have. see the in when we came up with the IPO, we had mentioned that the CapEx that we would be planning was we had mentioned for warehousing equipment. So, the CapEx that is there that is of the vehicles that has been owned by the company though at the time when we came up, we did not put vehicles over there. If the company will have to plan a shift, it will be through shareholders that will be taking an approval in the upcoming AGM or further. But as of date the what company had mentioned was warehousing equipments and company has not purchased such warehousing equipment's with that.

Ms. Nupur

Okay, so the company has a trade license issued by the Nabadiganta Industrial Township Authority and that was valid until 31st March 25. So, whether the company has initiated the renewal process, are there any operational or Regulatory?

Mr. Pranav Kumar Sonthalia

It has been renewed.

Ms. Nupur

Okay, okay, thank you so much Pranav. Thank your team all the very best thank you.

Ms. Anushree Chowdhury

Thank you. Next, we have Mr. Nishant Bhatt, can you please unmute?

Mr. Nishant Bhatt

Am I Audible?

Mr. Pranav Kumar Sonthalia

Yes, Nishant Ji.

Mr. Nishant Bhatt

Okay, okay, okay, thank you for the opportunity. Uh, you know, congratulation on the good set of numbers. I have only one question. You know, I noticed that the other expenses for FY-25, you know, stored at somewhere around 77 crores making up over 70% of your total expenses. So could you, you know, kindly breakdown, you know, the major components of this line item. Also are these expenses recurring or were there any like one-time costs in FY-25?

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I know some significant money has been put into the vehicles and everything but other than that is there any, is this going to be recurring or there were any one-time costs in FY-25?

Mr. Pranav Kumar Sonthalia

These are these are all going to be recurring and these are the regular running costs of the company. Let's say that if you look into our business model, so that is transportation and other things that is there. So very in transportation we need to give fuels to the vehicles and those we have taken from the market's advances need to be paid. So, in accordance our turnover and revenues will grow even our other these expenses will grow.

Some of the major components as you said to bifurcate them for power and fuel, freight forwarding charges, that is vehicle charges for the movement, some damages shortly if I'd been there in marginal terms rentals including these lease rentals that is there. That is again a recurring cost because as the company expands its operations, takes over more warehouses, these costs are going to increase. There are some filing fees, some Courier expenses, payments to the auditor, insurance charges, some office expenses, some repairs and maintenance of the vehicles, some office maintenance that has been done, the CSR expenditure that is being done, some business promotional expenses that is being done. So, there's a brief breakup I have given of few of the line items which do fall into this.

Mr. Nishant Bhatt

Got it, got it. No, that, that explains a lot and regarding your, you know, debt position, so what, what are your plans to, you know, cover your debt and in what time frame are you seeing, you know, to make your organization, you know, in a cash surplus zone?

Mr. Pranav Kumar Sonthalia

Definitely that, in terms of timelines, we'll be mentioning that, however, if you see as of now, I would say that the company that definitely looks that, you know, that company is having a debt of 12.75 crores as seen in the balance sheet. That's the HDFC cash credit account. However, if you see alternatively the company has sufficient reserves and investments that is there to cover up close to 9 crores which is already there in cash.

With the growth of, if I take it overall it's and the vehicle loans, I'm not counting that into it because that's a running and company also has a policy wherein company changes its vehicles probably after 24 months of usage. That is to ensure better serviceability that we get and to stop the regular incurring costs because of drivers coming into small expenses rising like tire puncture, Mobil change and few small things that and, you know, increases with the vehicles getting old.

So, the vehicle loan is then always the recurring thing and that's a revenue generating asset that pays up for the EMI and as of the CC, the company has sufficient reserves in terms of FD and because it's an FD back cash

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credit, FD as well as some of the investments that the company has done giving a good return to. And as you ask for the timeline, what we are projecting that apart from the vehicle loan, vehicle loan kept separate probably by March 27, the company should be debt free. That's on a safer side. I've taken it.

Mr. Nishant Bhatt

Got it. Got it. No, that that explains a lot. That's from my side. Good luck to your team.

Mr. Pranav Kumar Sonthalia

Thank you so much. Yeah.

Ms. Anushree Chowdhury

We have another speaker? Does anyone want to ask any questions? Tech support? Do we have any speakers in line?

So., I believe we can.

Mr. Pranav Kumar Sonthalia

Yes. So, we can conclude.

Ms. Anushree Chowdhury

Thank you so much to all the participants who took out time and attended this meeting, and we value your feedback and the questions and as we move forward, we remain Focused.

Mr. Pranav Kumar Sonthalia

There is a question from someone.

Ms. Anushree Chowdhury

Ok, there's a question, tech support, can you please unmute the Mr. Suyog Dhawan?

Mr. Suyog Dhawan

Hi Pranav, congratulation on good set of numbers.

Thank you.

You directed during the IPO the the things are moving in the same direction. I would like to understand more about the CapEx plan which somewhere you indicated during the time of the IPO. So how is that going and where are we in that stage? and since we already have some funds and if there is any CapEx which is going to be planned, how is that going to be met?

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Mr. Pranav Kumar Sonthalia

COP is about the company is planning. However, you know, we have seen, we are just looking for better quotations that we have from the market. Our team is into negotiations as well as what we had said during the IPO. We have already got that but there is a chance where we are seeing that we can get an advantage in terms of deployment of such assets in our warehouses as we have also started a warehouse in Indore.

So there with the PVG and as in Amedabad we had 1,00,000 square feet so roughly another I think close to 75,000 square, 70,000 yards square feet is there in Indore again. So, we are recalculating the alternatives as in terms of the assets that can be deployed directly in the warehouses such as MHE reach truck that we are discussed and also some of somethings in the cost-efficient manner and where company can claim a better price to that this will give us a better liquidity and such aspects. we target that by the end of this financial years these funds will be deployed and we'll be having the CapEx in place.

Mr. Suyog Dhawan

What are the other business segments which are looking promising to you and which might which you might look into in the future and what are the prospects?

Mr. Pranav Kumar Sonthalia

As of now, companies not looking to into other segments as of business segment because we said so we are focused only and only on logistics as of now. However, in logistics different models we are definitely exploring just example that the HIA is the hub model that we had had mentioned and explained. So that is there already in place. There is a CNF model like with whom we are working with ACC and Ambuja, there's a normal transporting model. There are three 3PL model of operation of warehouses, the warehousing handling. So, these are the operations we are already doing.

We are also looking for other options such as was mentioned Big Basket. So BigBasket has got some dark stores that's operating which is a part of logistics. So overall the in broader segment logistics remains and we are exploring what more we can do where all we can add value. So, logistics, dark stores over there looks where we can add value and gain some profits out of that. So, the team is into analysis of the entire project, that's how we can do it. So, once we analyse and we are sure that yes, that is good enough, so we'll be moving further into it.

Mr. Suyog Dhawan

Great. Thank you. No more questions.

Mr. Pranav Kumar Sonthalia

Thank you so much.

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Ms. Anushree Chowdhury

Tech Support? Can you please unmute Yuvraj?

Mr. Yuvraj

Hi, Pranav, congratulation to the good set of numbers. Thank you so much. just quick question on the strategic investment side. So yes, two things on that, that what a strategic investment we did in 24-25 and do you have any further plan in 25-26 to get you know more market share or maybe anything you can highlight on that strategic investment?

Mr. Pranav Kumar Sonthalia

See the major investment for our operations is working capital as we understood where we had a question sometime back that you know working capital is always a point and expanding our operations. We in terms of investment only because addition of warehouses taking onto these rentals and other things like once the Ahmedabad warehouse that we set up and we did an investment over there as is turning to be quite well for us showing a nice profitability and then the similar lines we started in Indore and that is also the Indore has just started two months back and that is showing us a good profitability coming.

A company is planning to expand into more into warehousing with some of the existing clients that is there. However, as there are no contracts yet in place. So, I cannot say where we are in talks or something that would be a misreporting. So, we are into talks with a few clients to open up more warehouses as a fleets. It is not on an immediate basis that we are looking to buy, but definitely that would be interpretation As I mentioned that we tried that with 24, that's nothing 24 is not right exact number that we replace it in 24 months, 24 months or so, whatever timeline that does keep.

So, as the fleets are getting into our timeline as per our timeline and it's approaching would be gradually replacing them. In the last financial year, we have bought some free and some refer because we have got four of the referred refrigerated vehicles we have in place of -18° that propagate the, in terms of returns. It is definitely a wonderful return that we are getting in terms of operations. It is a new field that we have entered us into. That's a cold chain supply, cold supply chain that is there. So, although in totality the company as of 16 of the refrigerated vehicles, which is doing wonderfully good.

This is we are also planning that we'll go further into the coal supply chain having other sizes of vehicles and other things into the scenario and that can give a better profitability to us.

Mr. Yuvraj

Great. Thank you so much for now for explaining soon.

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Ms. Anushree Chowdhury

Thank you so much sir. We can now conclude right? If you have any further questions, you can please reach out to our Investor Relations team at investor.support@pranikgroup.com

A replay of this call will be available on our website, which is <https://www.pranikgroup.com>

We appreciate your continued support and interest in Pranik Logistics Limited. We wish you have a great day.
Thank you.


Mr. Pranav Kumar Sonthalia


Thank you everyone.

Thank you.

PRANIK LOGISTICS LIMITED

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