14th November, 2025

To,
The Manager,
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai-400051
SYMBOL: PRANIK

Sub: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015- Investors Presentation

Dear Sir/Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and other applicable regulations thereto, please find enclosed herewith Investors Presentation for the Q2FY26.

The same will be made available on the Company's website, i.e. https://pranikgroup.com/.

This is for your kind information and records.

Thanking you,

Yours faithfully,

For **Pranik Logistics Limited**
(Formerly known as *Pranik Logistics Private Limited)*

ANUSHREE CHOWDHURY
Digitally signed by ANUSHREE CHOWDHURY
Date: 2025.11.14 22:50:54 +05'30'

Anushree Chowdhury
Company Secretary
& Compliance Officer

PRANIK LOGISTICS LTD

Where Every Delivery Moves Bharat Forward!

Q2FY26 EARNINGS PRESENTATION

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PRANIK LOGISTICS

OUR OVERVIEW

Incorporated in 2015, **Pranik Logistics** is a dedicated one-stop solution for integrated logistics services. We orchestrate seamless movement of goods from point of origin to consumption, delivering comprehensive end-to-end supply chain solutions across India.

We serve high growing diverse sectors including automotive, engineering, FMCG, construction, consumer durables, retail, and textiles, with our asset-light model enabling rapid scalability and superior capital efficiency.

> "We don't just move goods - we optimize supply chains, enhance efficiency, and create value at every touchpoint."

Asset-Light Operations

Strategic blend of owned & leased assets delivering superior ROA

Integrated Service's Portfolio

C&F, Warehousing, transportation, & value-added service

Technology Enabled Excellence

PAN India Network

KEY HIGHLIGHTS

10+
Years of Industry Experience

100
Strategically Operating Sites

6,000+
Pin codes covered

~4 LTPA
Order completed per annum across India

9,250Cr.
Annual Cargo Management

60.78%
YoY Quarterly Revenue Growth

OPERATING HIGHLIGHTS- Q2FY26

Financial Engine: Growth With Profitability

REVENUE	EBITDA	PAT	ROE	ROCE
38.78 Cr.	3.72 Cr.	1.89 Cr.	17.01%	25.50%
(60.77+% YoY)	(21.17+% YoY)	(08.00+% YoY)	(FY25)	(FY25)
Robust topline, driven by sector-diverse demand	Efficient operations with improving margin profile	Solid bottom-line expansion YoY	Strong ROE reflects high efficiency & value creation	Robust ROCE shows strong capital deployment returns

All figures based on Q2FY26 internal audited statements. Growth reflects YoY comparison to Q2FY25.

Operational Strength: Scale in Motion

ON-TIME DELIVERY RATE	FLEET UTILIZATION	WAREHOUSE CAPACITY	NETWORK COVERAGE
95%	98%	13.66L+ Sq ft	13+ States
On-Time Delivery Performance	Strong planning & route efficiency	Consolidated Warehousing Capabilities	Driving reach and operational efficiency everywhere

KEY BUSINESS HIGHLIGHTS

01

A Sort Center Agreement with **Meesho Limited**, strengthening **last-mile delivery** efficiency, enhancing **parcel handling** capabilities, and catering to the growing e-commerce demand.

02

New Warehouses added in **Siliguri** - 35,500 sq ft (Meesho Operations), **Jaipur** - 1,320 sq ft, **Itanagar** - 340 sq ft.

03

A MOU with **Central Warehousing Corporation,** a Government of India Navratna undertaking, for **collaboration in the areas of logistics, warehousing, transportation and ancillary services** on a pan-India basis.

04

A Carrying and Forwarding Agreement with **Honda India Power Products Limited.**

BUSINESS VERTICALS

CARRY AND FORWARDING AGENTS (CFA)

Smart Solutions for Complex Freight

What makes Pranik the preferred logistics partner for clients?

We take the hassle out of logistics for our clients. Our job is to ensure that the products get where they need to be, handling all the complex steps involved in transportation. We are committed to delivering the goods efficiently, safely, and right on schedule. Beyond just forwarding, we also provide a comprehensive range of transportation solutions specifically tailored to meet the unique needs of each of our clients. We are known to ensure a smooth and reliable delivery from start to finish.

Our Offerings

Receiving and Unloading

We pick up the goods from various locations and carefully unload them, getting them ready for inspection.

Unloading and Inspection

We thoroughly check the goods for accuracy in quantity and quality, and to make sure there's no damage.

Transportation to Warehouse

After complete inspection, we transport the goods directly to our modern designated warehouses for efficient storage

Storage & Inventory Management

Storing the items securely & use advanced systems to track their movement, stock levels, & even expiry dates, ensuring everything is accurate.

Order Fulfillment

Once we get an order, we meticulously prepare the goods for their safe final journey ahead. Our team ensures everything is ready for seamless deliver

Delivering to Final Customers

We ensure the goods are delivered directly to the end customers, completing the logistics cycle.

TRANSPORTATION MANAGEMENT SYSTEM (TMS)

Connecting the Dots of Freight Movement

What if one system could manage your entire logistics journey: Forward and Reverse?

We provide complete transportation solutions covering every key stage of the logistics journey, from the initial pick-up to the final delivery. We also handle reverse logistics, managing returns to complete the entire product lifecycle responsibly.

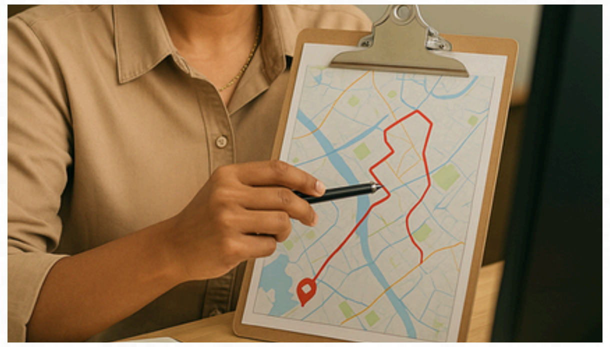
Our TMS features

Long Haul Transportation

Smooth and reliable solutions for long distance deliveries.

Reverse Logistics

Efficiently manage customer returns, minimizing supply chain disruption



Route Planning

Tech-enabled route optimization for secure, timely deliveries.

Finished Goods Yard Management

Manage storage, inspection, QC, delivery of finished goods.

Last Mile Excellence

Fast, reliable delivery at the final stage of distribution.

WAREHOUSE MANAGEMENT SYSTEM (WMS)

Making Warehousing Simple, Smart, and Scalable

What if your warehouse could think, scale, and adapt like your business?

We manage warehouse facilities across India, customizing them to fit the specific needs. We also help to get the most out of client's existing warehouses by improving their efficiency and making sure that they use every bit of space effectively.

Our WMS Features

Modern Infrastructure

Smart, integrated warehouses for seamless operations.

Temperature Controlled Storage

For sensitive and medical products

Value Added Services

Custom packaging, item tagging, and strict quality checks

Strategic Locations

Located at prime locations near consumption centers

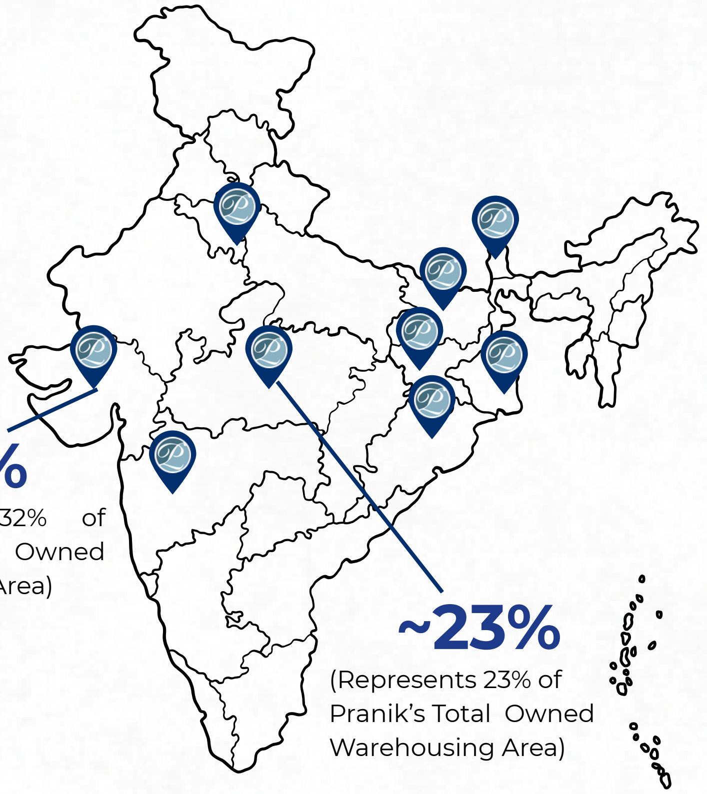
OUR PROCESS

PHASE 1	PHASE 2	PHASE 3
From Manufacturer or Supplier to Distribution center or Warehouse	From Distribution center or Warehouse to Stores or Regional Distribution Center	From Stores or Regional Distribution Center to the end customer's doorstep

1. Order from client
2. Planning & Scheduling
3. Allocation of Resources
4. Route Execution
5. Loading & Unloading
6. Billing & Invoice

OUR INFRASTRUCTURE

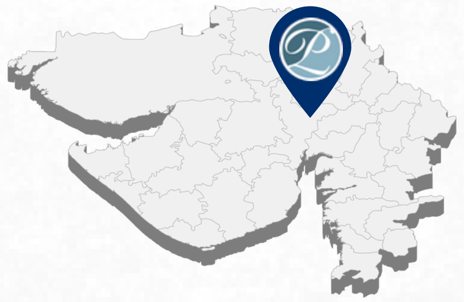
OWNED WAREHOUSES



~32%
(Represents 32% of Pranik's Total Owned Warehousing Area)

~23%
(Represents 23% of Pranik's Total Owned Warehousing Area)

Pranik's Largest Owned Warehouses by Share of Total Footprint (*in terms of sq ft*)



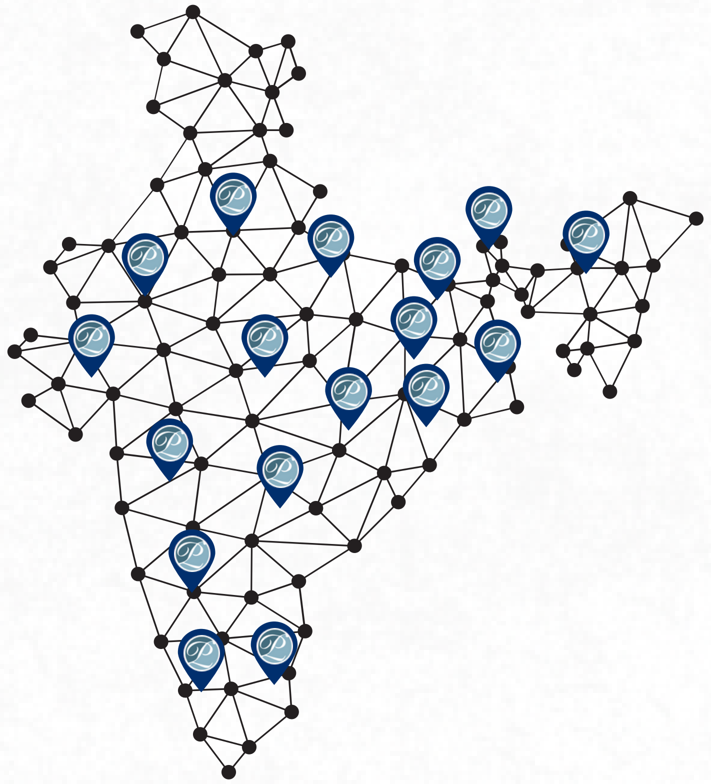
AHMEDABAD, GUJARAT

Total Area: 100,000 sq ft

INDORE, MP

Total Area: 72,400 sq ft

OWNED FLEETS



Small Vehicle Truck

upto **1000 Kgs** payload = **52**

Light Commercial Vehicle

1001-1500 Kgs payload = **21**

Heavy Commercial Vehicle

2000+ Kgs payload = **21**

PRANIK'S EXCELLENCE

Why choose Pranik?

- All Logistics services under one roof
- Diversification across sectors
- 40+ Hubs of reach across the country
- Superior, personalized & value-driven services
- Customer retention ratio of more than 92%
- Customized Reverse logistics functions
- Domestic dominance in key cities contributing 60% to our total revenue

PRANIK'S SPECIALIZATION

- Supply Chain Management
- Overland Transportation
- Clearing and Forwarding
- Customised Value Added Services
- Warehousing & Distribution
- End to End Supply Chain

GROWTH TRIGGERS

Fleet Expansion and Capacity Enhancement

Order Book Growth and Client Acquisition

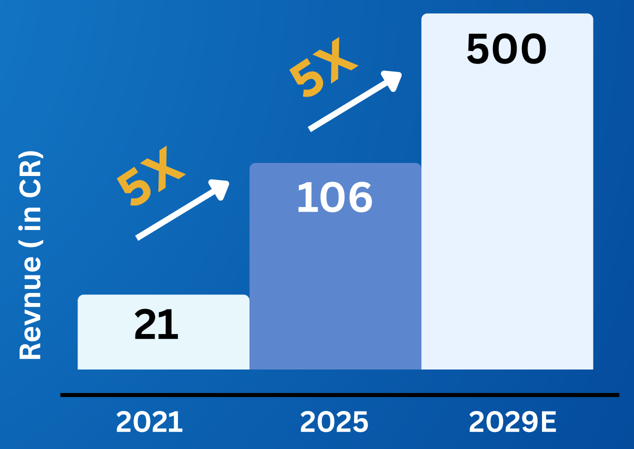
Geographic Expansion and Enhancing Supply Chain

Technology-Driven Operations

OUR WAY FORWARD

VISION 2029

WE ASPIRE A REVENUE MILESTONE OF ₹500 CR



Having delivered over 50% CAGR growth in recent years, we've proven our ability to execute and scale effectively. We now aim to carry this same momentum into the next phase of our journey.

MARGIN STABILIZATION

- EBITDA margins: Sustain 11-12%
- PAT margins: Maintain 5-6%
- Operational leverage maximization

GEOGRAPHIC EXPANSION

- Proactive expansion in unpenetrated urban cities and Tier II cities

FLEET STRENGTHENING

- Optimize owned vs leased mix
- Enhanced route efficiency
- Green Initiative: EV and CNG Integration

AGGRESSIVE CLIENT ACQUISITION

- Target orders > ₹50 lakhs
- Blue chip client acquisition
- Profit boosting services

ASSET “RIGHT” MODEL

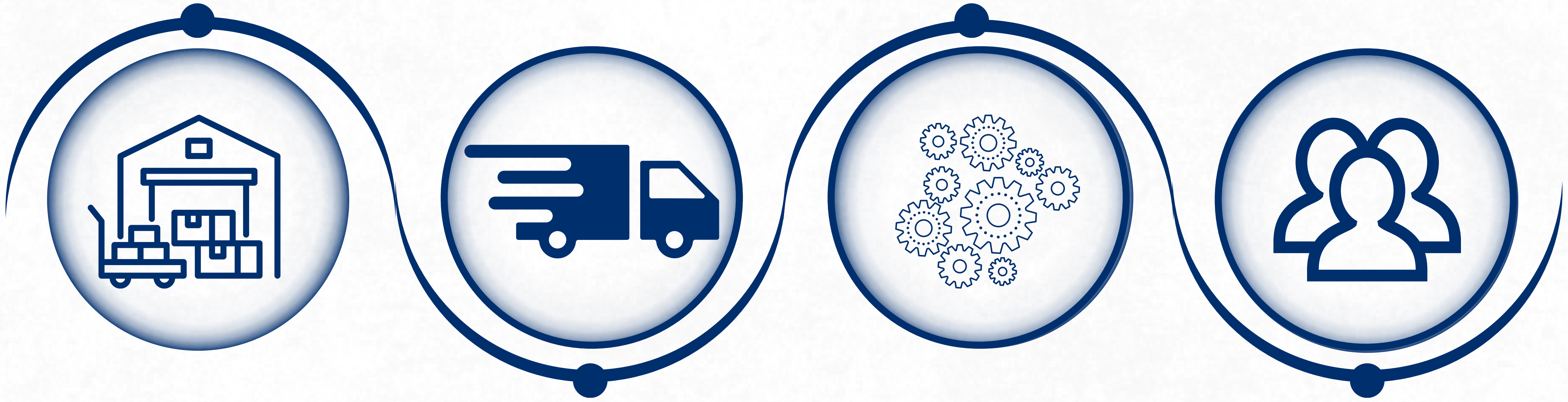
Smart Asset Utilization

1 Warehouse Strategy

Our **leased warehouses** give us the agility to expand or relocate based on demand without the burden of purchase and ownership of land parcels.

3 Machine Allocation

We utilize a smart **mix of owned and leased machines**, enabling cost-effective operations and easy scalability during peak demand**.**



2 Fleet Mix

We operate with a mix of **owned and leased vehicles**, allowing us to maintain control where needed while staying scalable and cost-efficient.

4 Manpower

By combining fixed pay employees with **contractual staff**, we maintain a lean core team while adjusting manpower based on seasonal or project based requirements.

Our asset-light model enhances cost efficiency, enables faster paybacks, ensures quicker turnarounds, and reduces maintenance requirements

OUR CLIENTELE

NEW CLIENTELE (FY26)

Techfood	Honda
Meesho	Alom Poly
Mother Diary	IOCL
GATI	Prose
Technoplast	Vinayak Coating
Haldiram Bhujiyawala	

DIRECTOR'S MESSAGE

As we advance with discipline on our roadmap towards our Vision, I am pleased to share that Pranik Logistics has delivered another quarter of consistent execution and predictable performance, firmly in line with the guidance we have articulated to the market. **Q2FY26 has been marked by high operational intensity, stronger network utilisation, and improved cost efficiencies across our logistics ecosystem**. This quarter benefitted from festive-season demand momentum, which translated into higher shipment throughout and enhanced profitability. Our integrated operating model anchored in hub-and-spoke routing, our fast-expanding warehouse network continues to be the backbone of our execution strategy.

Pranik today is strategically positioned across key logistics corridors, enabling faster turnarounds and consistent service reliability. Our focus has been to tighten route efficiency, sharpen cost control, and leverage scale advantages within our existing footprint. **The direction is clear: expand with purpose, not pressure.** We are scaling our warehousing capabilities in a calibrated manner. The company is actively expanding its multi-client warehousing model, which allows for higher asset utilisation, flexible capacity planning, and better margin visibility.

At the same time, we continue to assess dedicated single-client facilities wherever operational synergies justify the investment and enhance network capabilities. Every new facility is evaluated through a profitability and efficiency lens, ensuring it creates value and ultimately delivers meaningful benefit back to society. Our engagement with India's fast-growing e-commerce and quick commerce players continues to accelerate. With established partnerships our focus is on strengthening our presence across avenues demonstrating strong demand velocity and deeper last-mile integration.

The quarter reaffirms Pranik's commitment to operational excellence, disciplined expansion, and resilient performance. We continue to build capabilities that support scale without compromising cost discipline or service reliability. As we move forward, **our strategy remains grounded in the fundamentals that matter: Scalable, Sustainable, Economical.** Q2FY26 stands as a strong reflection of our execution-first mindset and our readiness to build Pranik Logistics into one of India's most dependable and future-ready logistics players.

Mr. Pranav Kumar Sonthalia
Promoter and Managing Director

BOARD OF DIRECTORS

Mr. Pranav Kumar Sonthalia
Managing Director

Ms. Shradha Kumari
Non- Executive Director

Ms. Minal Sonthalia
Non- Executive Director

Mr. K.G Raghuraman
Independent Director

Mr. Nikunj Sonthalia
Exec. Additional Director

Mr. Roshan Bajaj
Independent Add. Director

A DECADE OF GROWTH

2015

We started in North Central India with a vision for innovative supply chain management.

2017

We expanded across North Central India, investing in digital shipment tracking and fleet improvements.

2019

We achieved PAN-India expansion, entering key states like Assam, Maharashtra, and Gujarat.

2021

We navigated COVID-19 challenges, growing in e-commerce and FMCG sectors, and started expansion in South India.

2023

We became a trusted partner across 12+ states, diversifying our services and industry base.

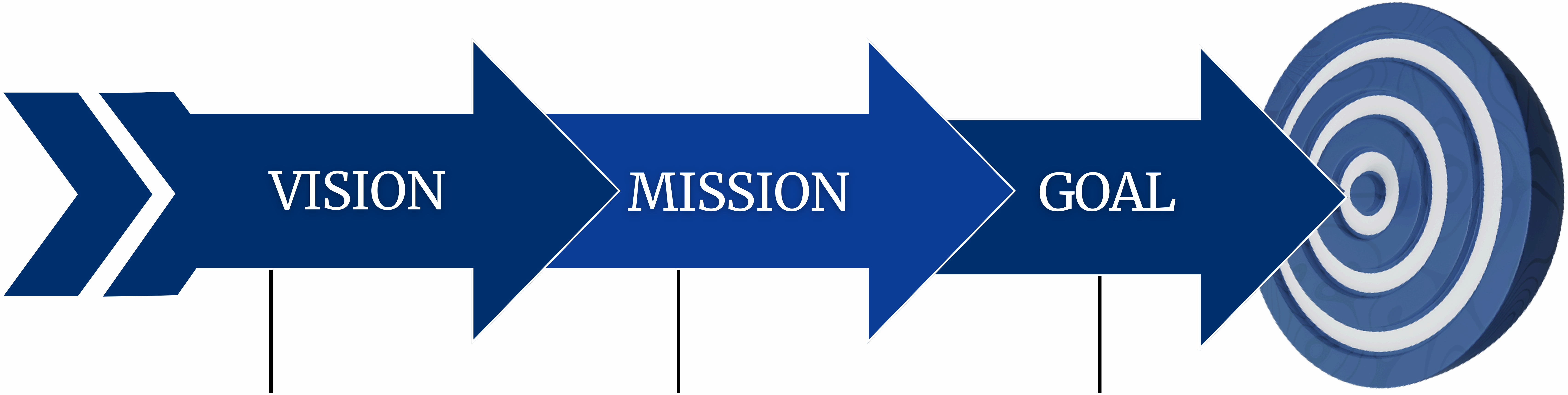
2024

We listed on the NSE SME platform and implemented tech upgrades and end-to-end automation.

2025

Revenue milestone of 100Cr. , over 35 new clients added in FY25 with team strength increased to 976 employees.

OUR VALUES



Our Vision is to make Pranik the **most innovative Supply Chain Management Services** Company, focused on highest value creation for its customers.

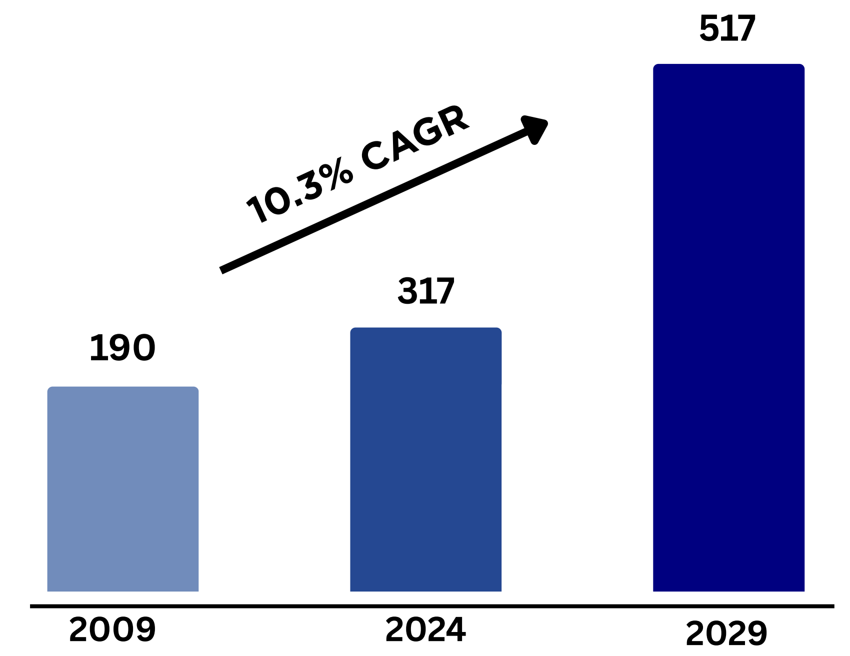
At Pranik, we strive to provide our clients with best of **services customized** to meet their unique needs through **effective collaboration, management and optimization** of its integrated value chain.

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.**

GOVERNMENT POLICIES & PUSH

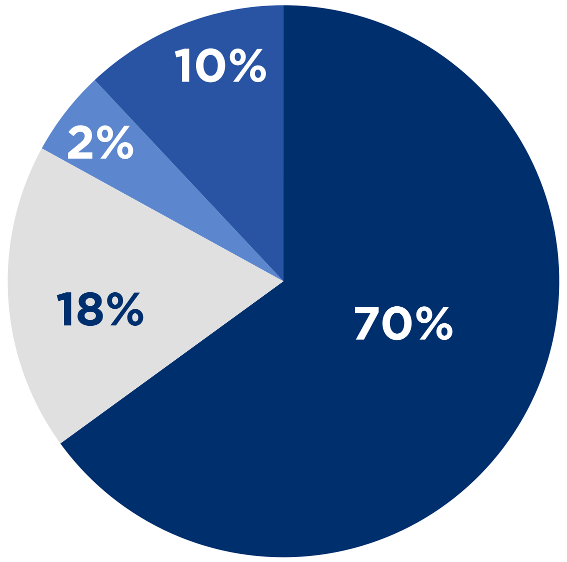
Dedicated Freight Corridors	India has developed **1,724 km of dedicated freight corridors** (as of Jan 2023) connecting **key hubs like Delhi, Mumbai, Chennai, and Howrah**, significantly enhancing freight speed and efficiency under the Indian Railways network
Multi-Modal Logistics Parks	The government is setting up **35 multi-modal logistics parks** across strategic locations with a **total investment of ₹50,000 crore**, integrating road, rail, and air connectivity to cut logistics costs and optimise supply chains
Parivahan Portal	The Parivahan platform integrates 'Sarathi' (for driving licenses) and 'Vahan' (for vehicle registrations) under a single digital interface, **streamlining documentation and compliance for logistics operators** nationwide.
PM Gati Shakti	Launched in Oct 2021, PM Gati Shakti aims to create an **integrated multi-modal transport network and reduce logistics costs** through coordinated infrastructure planning **backed by a ₹7.5 lakh crore capital expenditure** (USD 90 billion) in FY23.
National Logistics Policy	The National Logistics Policy 2022 targets **a single-window e-logistics market and aims to reduce logistics costs as % of GDP**, enhancing MSME competitiveness and driving economic efficiency

INDUSTRY OVERVIEW

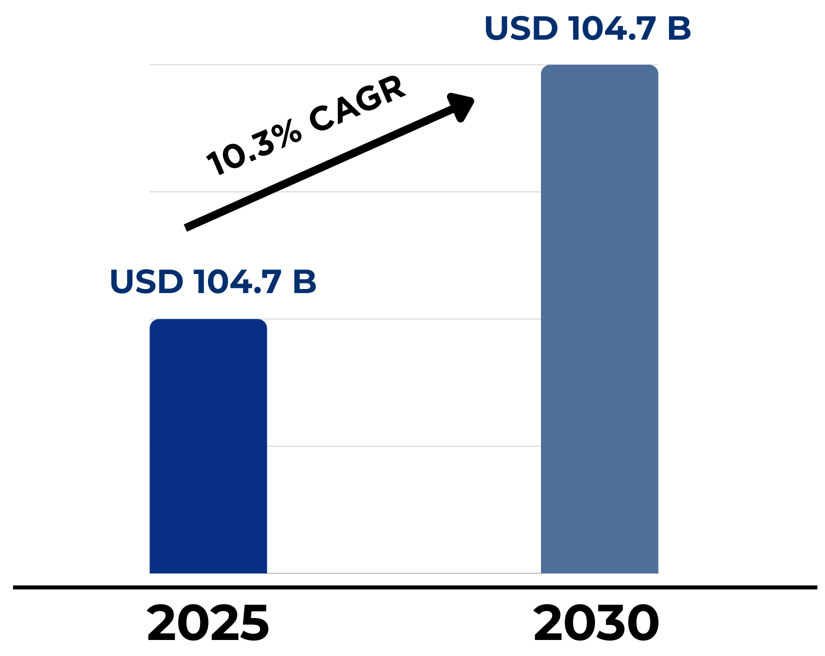


Indian Logistics Market Size (USD Bn)

India's Freight Movement by Mode



Road transport carries nearly 70% of India's total freight, forming the backbone of the country's logistics ecosystem and ensuring last-mile connectivity across diverse terrains



India Warehousing Market Revenue

- India's warehousing stock as of 2024 was approx **533.1 million sq ft**, with emerging Tier II & III cities contributing ~100 million sq ft **(a ~4× increase since 2017)**.
- Projected warehousing demand in India is expected to reach about **1.2 billion sq ft of warehouse** space by 2027.

The India road logistics market is expected to reach USD 330 billion by 2025, growing at ~8 % CAGR over the preceding 5 years.

In 2021, inter-city road logistics spend was ~USD 209 billion, representing ~87% of total road logistics spend; metros alone accounted for USD ~84 billion (≈40% of inter-city) in that year.

CERTIFICATIONS

CERTIFICATE OF VALIDATION

ISO certified - 9001:2015

CERTIFICATE OF EXCELLENCE

Reliance digital

CERTIFICATE OF EXCELLENCE

mahindra Rise

CERTIFICATE OF EXCELLENCE

TATA MOTORS

CERTIFICATE OF EXCELLENCE

Nestlé

CERTIFICATE OF EXCELLENCE

Ashok Leyland

PROFIT AND LOSS

₹ in Crores

	Q2FY26	Q2FY25	YoY % Increase	FY25
Revenue from Operations	**38.78**	**24.12**	**60.77**	**104.76**
Employee Expenses	7.00	3.38	-	15.32
Other Expenses	28.06	17.67	-	77.55
EBITDA	**3.72**	**3.07**	**21.17**	**11.89**
EBITDA %	**9.59**	**12.73**	-	**11.35**
Other Income	0.34	0.29	-	1.29
Depreciation and Amortization	1.12	0.59	-	2.81
Finance Cost	0.49	0.44	-	1.75
PBT	**2.44**	**2.33**	**4.72**	**8.61**
Tax Expenses	0.55	0.59	-	2.17
PAT from Operations	**1.89**	**1.75**	**8.00**	**6.44**
PAT Margin %	**4.87**	**7.26**	-	**6.15**
Diluted EPS (in Rs.)	**1.72**	**2.16**	-	**5.85**

Note: The Company did not previously disclose financial results for quarters prior to its listing on 17th October 2024, as such disclosure was not required; these figures are now being shared alongside current results to provide stakeholders with a fuller financial overview, and future disclosures will include comparative quarterly data.

BALANCE SHEET

₹ in Crores

ASSETS	FY25	FY24
Property, Plant & Equipment	7.85	3.95
Right-of-use asset	-	-
Other intangible assets	0.70	-
Other Financial Assets	-	-
Deferred Tax Assets	0.08	0.09
Other Non-Current Assets	1.86	1.19
Total Non-Current Assets	**10.49**	**5.24**
Inventories	-	-
Trade receivables	30.33	19.61
Cash and cash equivalents	8.86	8.54
Short term Loans and Advances	3.24	1.53
Other current assets	9.40	0.75
Total current assets	**51.82**	**30.44**
Total assets	**62.32**	**35.68**

EQUITY & LIABILITIES	FY25	FY24
Shareholder's Funds	37.88	11.43
Long Term Borrowings	2.81	2.02
Lease Liabilities	-	-
Provisions	-	-
Total Non-Current Liabilities	**2.81**	**2.02**
Short Term Borrowings	15.99	15.82
Lease Liabilities	-	-
Outstanding Dues of MSMEs	-	-
Outstanding Dues of Creditors	0.96	1.11
Other Financial Liabilites	2.43	3.73
Other Current Liabilities	-	-
Provision	2.25	1.58
Current Tax Liabilities	-	-
Total Current Liabilities	**21.63**	**22.24**
Total Liabilities	**62.32**	**35.68**

Get in touch

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MERLIN CAPITAL

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