



Investor Presentation  
Q3 FY26



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# Company Overview



# COMPANY SNAPSHOT



38+ years of strong legacy



Integrated, asset-light logistics platform across Air, Sea, Land and Specialized Logistics



5,000+ active customers across SME and enterprise segments



Network of 30 branches | 35+ warehouses | PAN India



32,000 +  
Total Shipments Handled in  
YTD Apr to Dec 2025  
(9 months)



Strong promoter ownership (~69%)



CRISIL Rating: BBB- / Stable



Workforce Strength  
545+ Employees



# COMPANY JOURNEY

**1988**

Founded in Mangalore as a regional logistics operator

**2000**

Expansion into global freight forwarding

**2018-2020**

Entry into new verticals: Warehousing, Event Logistics

**2020**

Listed on BSE (Main Board)

**2022-2024**

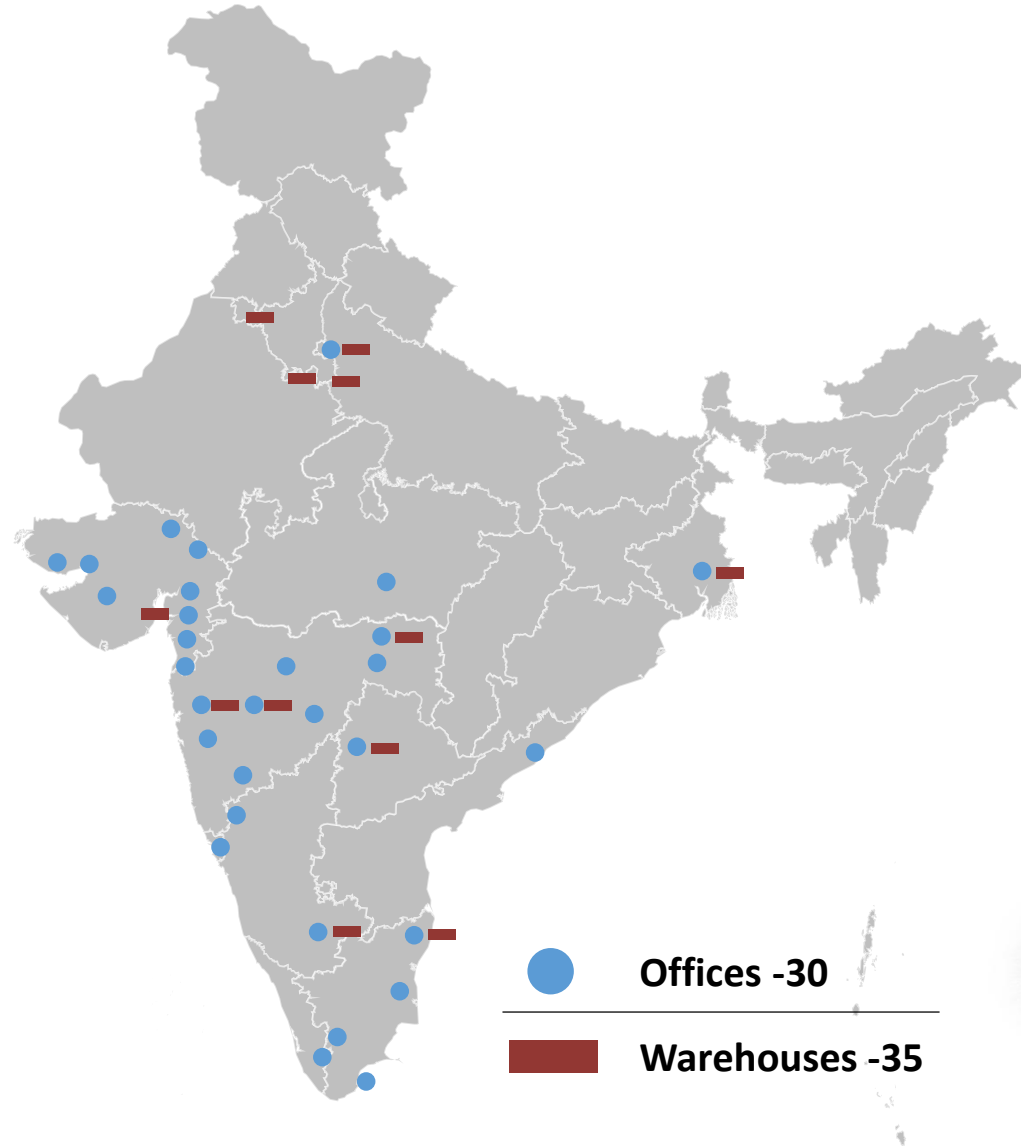
Courier, Transportation, ERP-led transformation

**2025**

WCA Events, Projects registrations; workforce scaled to 500+



# PAN INDIA NETWORK & INFRASTRUCTURE



- 30 branches covering key industrial, port and consumption hubs
- 35+ warehouses aggregating ~13.8 lakh sq. ft. of space
- Strong global partner network enabling cross-border connectivity
- Scalable infrastructure supporting future volume growth



# OUR EXPERIENCED TEAM



**Lancy Barboza**  
CEO & Managing Director



**Alan Barboza**  
Executive Director & AGM - Sales



**Abhinandan Gupta**  
Chief Finance Officer



**Jayachandran Menon**  
Chief Operating Officer



**Amarjit Sahmbi**  
Chief Executive Officer -  
SCS



**Piyush Mehta**  
Vice President - Sales

## Independent Directors



**Satyaprakash S. Pathak**



**Suresh Shivanna Salian**



**APK Chettiar**



**Rajendraprasad Tiwari**



**Ananda Ghungarde**



# COMPETITIVE STRENGTHS



Asset-light  
+  
scalable



Technology-  
integrated  
operations



Strong repeat  
customer base



Pan-India physical  
presence with global  
partners





# Business Overview

# AN INTEGRATED SERVICES PLATFORM

## End-to-End Logistics Offerings



Ocean Freight



Air Freight



Domestic Transportation-Air, Rail and Road



Cross-trades



Customs Broking



Warehousing & Integrated Supply Chain  
Solutions



Exhibition & Event Logistics



Break Bulk /ODC/Project Cargo



Liquid Logistics



Dangerous / Hazardous Cargo



Reefer Container





# BUSINESS MODEL – ASSET LIGHT & SCALABLE

Customers → Flomic Platform → Global Network Partners



Commission-based and service-led freight forwarding model



Limited capital intensity with high operating leverage



Margin expansion via:

- Warehousing
- Project cargo
- Specialized logistics



Technology-enabled scalability without proportional cost increase



Relationship-driven repeat business





# GLOBAL ACCREDITATIONS



# OUR MARQUEE CLIENTELE





# CUSTOMER STICKINESS

Top 15 customer contribute 20% to the Turnover

No single customer concentration risk

Long-term relationships with 52% repeat business



# TECHNOLOGY AS A MOAT



Logi-Sys, Flomic's proprietary, cloud-based ERP, integrates Air, Sea, Land, Warehousing, Transportation and Customs on a single platform



End-to-end integration with CRM, Billing and Financial Accounting, enabling real-time visibility and control



~50% reduction in turnaround time through workflow automation and process standardization



Real-time MIS, analytics and BI dashboards supporting operational discipline, margin management and forecasting



Scalable digital backbone enabling growth without proportional increase in operating costs

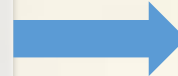


# Industry Scenario



## A New Chapter in India's Logistics Story

- India's logistics is transitioning into a faster, smarter, globally competitive ecosystem
- Policy reform, digital integration, and infrastructure build-out are reshaping supply chains at scale
- India's logistics cost has dropped to 7.97% of GDP



## What Industry Tailwinds Mean for Flomic

- **Lower logistics costs** → Higher outsourcing
- **Manufacturing, EXIM & e-commerce growth** → Expanding freight volumes
- **Multimodal infrastructure development** → Advantage for integrated players

Favorable policy reforms & digitalization are transforming India's logistics landscape - creating tailwinds for organized players like Flomic



# Q3 & 9M FY26 Operational & Financial Performance

# CEO & MANAGING DIRECTOR MESSAGE

*"During Q3 FY26, Flomic delivered revenue of ₹10,861 lakh, reflecting the resilience of our diversified logistics platform and the strength of our customer engagements across key verticals. EBITDA for the quarter stood at approximately ₹983 lakh, driven by tighter cost controls, improved operating efficiencies, and a focus on higher-value services, while Profit After Tax was ₹77 lakh. Despite a challenging macro and freight environment, we remained disciplined in execution and capital deployment. Going ahead, we will continue to strengthen our integrated service offerings, expand our network selectively, and focus on sustainable, margin-accretive growth to create long-term value for our shareholders."*



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**Founder, MD & CEO**  
**MR. LANCY BARBOZA**



# Q3 & 9M FY26 OPERATIONAL PERFORMANCE



Cargo Volumes Across Segments		
	Q3	9M
Sea FCL (TEUs)	5,809	12,951
Sea LCL (CBM)	9,648	26,667
Air (MT)	1,056	3,305



Shipments handled	
Q3	11,269
9M	32,046



Customers Added	
Q3	173
9M	561



Warehousing Footprint	
13.8	Lakh Sq. Ft.



Sales Mix	Q3	9M
Import	36%	36%
Export	47%	47%
Warehousing	17%	17%

Strong operational scale-up supported by a growing customer base, expanding warehousing footprint, and disciplined execution enabled by technology investments



# Q3 FY26 FINANCIAL SNAPSHOT



## REVENUE

₹10,860.97 Lakhs



## EBITDA

₹982.74 Lakhs  
Margin 9%

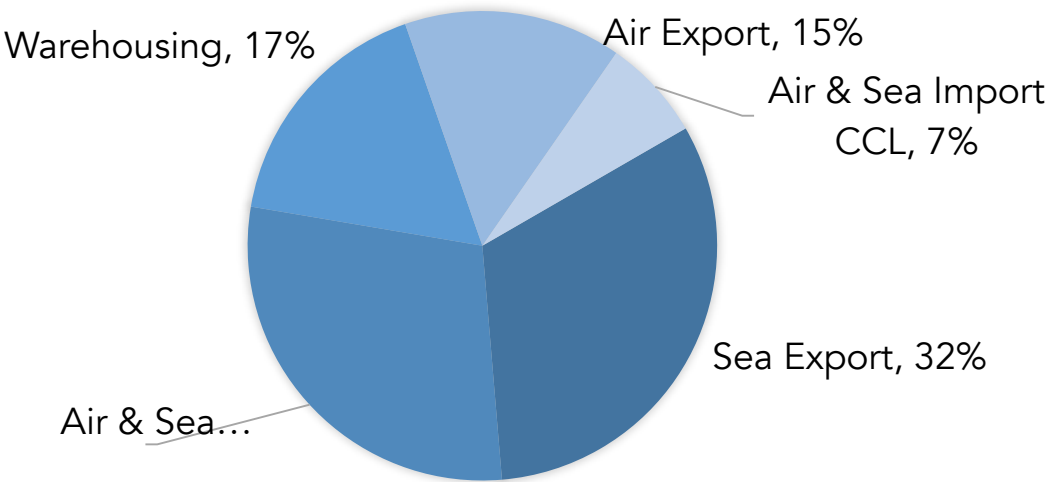


## PAT

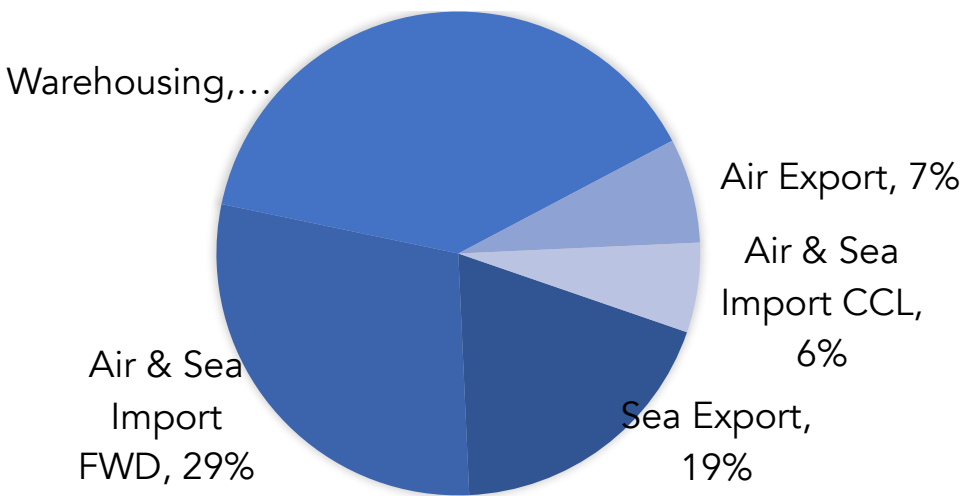
₹77.28 Lakhs  
Margin 0.7%

## PRODUCT WISE STATISTICS Q3 FY26

### Revenue Contribution (%)



### Gross Profit Contribution (%)



# 9M FY26 FINANCIAL SNAPSHOT



## REVENUE

₹32,371.18 Lakhs



## EBITDA

₹2,542.10 Lakhs  
Margin 7.8%

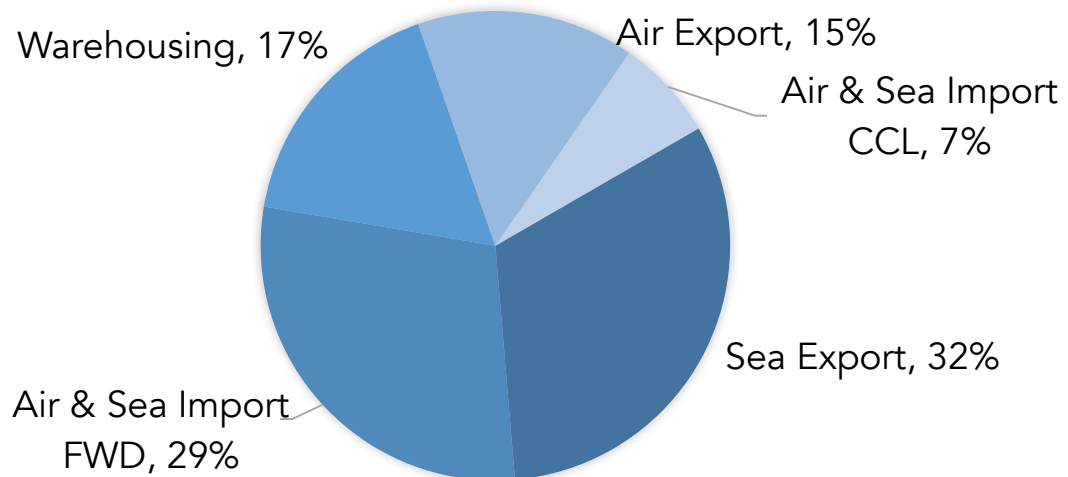


## Net Loss

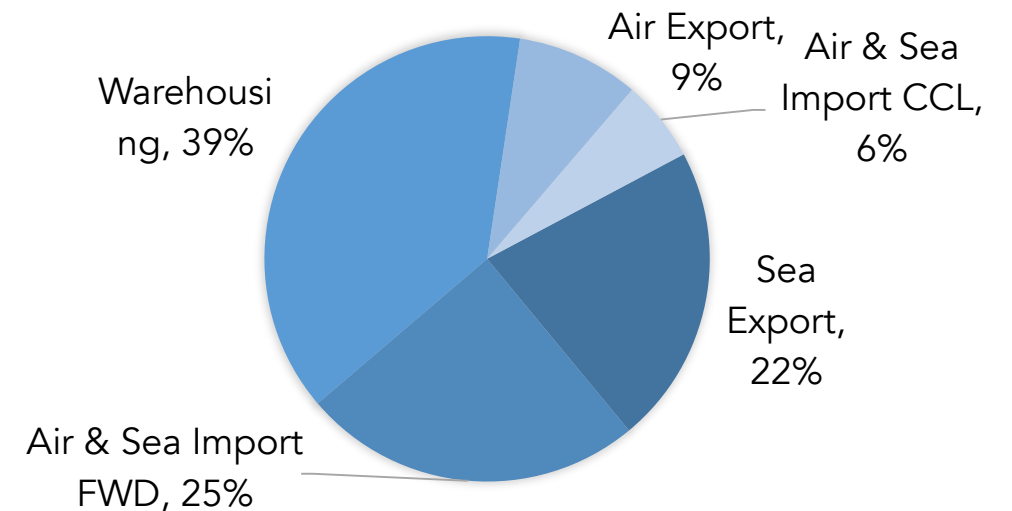
₹-321.87 Lakhs

## PRODUCT WISE STATISTICS 9M FY26

### Revenue Contribution (%)



### Gross Profit Contribution (%)





# Q3 & 9M FY26 CONSOLIDATED INCOME STATEMENT

Particulars (₹ in lakhs)	Q3 FY26	Q3 FY25	Y-o-Y (%)	9M FY26	9M FY25	Y-o-Y (%)
Revenue From Operations	10,860.97	13,457.92	-19.3%	32,371.18	38,191.10	-15.2%
Other Income	28.95	59.93		110.52	194.82	
<b>Total Income</b>	<b>10,889.92</b>	<b>13,517.85</b>		<b>32,481.7</b>	<b>38,385.92</b>	<b>-15%</b>
Operating Expenses	8,394.74	10,752.08		2,5160.3	30,653.46	
Employee Benefits Expenses	1,132.83	1,106.82		3,501.14	2,968.64	
Other Expenses	379.61	465.11		1,278.16	1,365.5	
<b>EBITDA</b>	<b>982.74</b>	<b>1,193.86</b>	<b>-17.7%</b>	<b>2,542.10</b>	<b>3,398.32</b>	<b>-25.2%</b>
<i>EBITDA Margin (%)</i>	<i>9%</i>	<i>8.8%</i>	<i>+20 Bps</i>	<i>7.8%</i>	<i>8.9%</i>	<i>-110 Bps</i>
Depreciation and Amortization Expense	656.96	691.60		2,047.58	2,082.93	
Finance Cost	256.36	350.99		832.56	1,076.36	
<b>Profit/(Loss) before tax</b>	<b>69.42</b>	<b>151.25</b>		<b>-338.04</b>	<b>239.03</b>	
Tax Expenses	-7.86	38		-16.17	62.91	
<b>Net Profit/(Loss) after tax</b>	<b>77.28</b>	<b>113.45</b>	<b>-31.9%</b>	<b>-321.87</b>	<b>176.12</b>	<b>-283%</b>
<i>Net Profit Margin (%)</i>	<i>0.7%</i>	<i>0.8%</i>	<i>-10 Bps</i>	<i>NA</i>	<i>0.5%</i>	<i>150 Bps</i>
Earnings per share - Basic	0.43	0.62		(1.77)	0.97	



# FY25 Annual Performance

# ANNUAL CONSOLIDATED INCOME STATEMENT



Particulars (₹ in lakhs)	FY25	FY24	Y-o-Y (%)
Revenue from Operations	50,014.56	33,215.92	+50.6%
Other Income	315.38	153.11	
<b>Total Income</b>	<b>50,329.94</b>	<b>33,369.03</b>	
Operating Expenses	39,660.80	25,214.53	
Employee Benefit Expenses	4,101.83	3,262.07	
Other Expenses	1,886.38	1,625.74	
<b>EBITDA</b>	<b>4,680.93</b>	<b>3266.69</b>	<b>+43.3%</b>
<i>EBITDA Margin (%)</i>	<i>9.3%</i>	<i>9.8%</i>	<i>-50 Bps</i>
Depreciation & Amortization Expenses	2,799.34	2,098.50	
Finance Cost	1,406.95	858.38	
<b>Profit / (Loss) Before Tax</b>	<b>474.64</b>	<b>309.81</b>	
Tax Expenses	105.09	91.26	
<b>Net Profit/(Loss) after tax</b>	<b>369.55</b>	<b>218.55</b>	<b>+69.1%</b>
<i>Net Profit Margin (%)</i>	<i>0.7%</i>	<i>0.6%</i>	<i>+10 Bps</i>
Basic Earning Per Share	2.03	1.20	



# ANNUAL CONSOLIDATED BALANCE SHEET

Equity & Liabilities (₹ in lakhs)	FY25	FY24
Equity Share Capital	1816.84	1838.84
Other Equity	2870.98	2519.04
<b>Total Equity</b>	<b>4687.82</b>	<b>4357.87</b>
Borrowings (Non-current)	376.55	51.5
Lease Liabilities (Non-current)	5318.85	5164.56
Other Financial Liabilities (Non-current)	196.23	159.79
Provisions (Non-current)	204.61	177.46
Other Non-current Liabilities	21.36	12.29
<b>Total Non-current Liabilities</b>	<b>6117.6</b>	<b>5565.6</b>
Borrowings (Current)	3348.87	2725.89
Lease Liabilities (Current)	2327.62	2160.1
Trade Payables	509.3	461.52
Outstanding dues of micro enterprises	590.3	461.32
Outstanding dues of others	256.59	248.61
Other Financial Liabilities	506.59	422.39
Other Current Liabilities	1509.98	1127.63
Provisions (Current)	103.74	83.09
Current Tax Liabilities (net)	13.89	13.89
<b>Total Current Liabilities</b>	<b>10299.29</b>	<b>9683.07</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>20934.71</b>	<b>20173.84</b>

Assets (₹ in lakhs)	FY25	FY24
Property, plant and equipment	693.14	711.63
Right of use assets	593.14	740.89
Intangible Assets	3.99	18.81
Loans	2.32	8.58
Other financial assets	600.08	532.3
Income tax assets (net)	1188.46	824.09
Deferred tax assets (net)	391.7	814.52
Other non-current assets	167.1	147.54
<b>Total Non-current Assets</b>	<b>3677.63</b>	<b>3797.35</b>
Trade Receivables	7658.9	6710.5
Cash and Cash Equivalent	1012.95	1199.34
Bank Balances other than above	40.94	126.51
Other Financial Assets	199.24	87.52
Other Current Assets	2045.06	1252.62
<b>Total Current Assets</b>	<b>10956.89</b>	<b>10376.49</b>
<b>TOTAL ASSETS</b>	<b>20934.71</b>	<b>20173.84</b>



# Way Forward

# WAY FORWARD



## Geographic Expansion

Expand presence across key Indian logistics hubs and select overseas nodes



## Margin-Accretive Growth

Scale warehousing (e-commerce focused), projects logistics and break-bulk to improve margins



## Forward Integration

CFS and air cargo capabilities to capture higher value across the supply chain



## Client Deepening

Increase wallet share through integrated solutions, multi-service offerings and stronger key account management



## Technology Enablement

Enhance efficiency and visibility through digital platforms





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