

# **INVESTOR'S PRESENTATION**



## About Us

- A premier freight forwarding company with a 37-year legacy
- One stop shop for domestic and International logistic solutions
- Global accrediton's with IATA, WCA , JC Trans , Prolog and other International logistic networks
- Robust network of 30 Branches & 35 Warehouses across India
- Personalized logistics solutions tailored to specific customer requirements.
- Serving 5,000+ customers across various Industries in & out of India

## FOUNDER



Founded in 1988 by Mr. Lancy Barboza in Mangalore, FLOMIC was built on the vision of delivering world-class logistics solutions with an unwavering commitment to customer satisfaction.

In 2020, FLOMIC transitioned into a Public Limited Company, securing a listing on the main Board of Bombay Stock Exchange (BSE).

# Key Business Drivers



## **Strong Market Position:**

**37+ years in logistics with PAN India network of 30 branches.**

## **Consistent Revenue Growth:**

**~₹ 500 Cr turnover with scalable operations.**

## **Expanding Global Presence:**

**Accredited in major international logistics networks.**

## **Tech-Driven Efficiency:**

**Best in class ERP that enhances the productivity & on time compliance.**

## **Sectorial Tailwinds:**

**Global trade & e-commerce fuelling logistics demand.**

## **Experienced Leadership:**

**Proven track record in the logistics & supply chain industry with cumulative experience of more than 1000 Years**



# Key Business Matrix

Active  
Customers  
Count

5,195

Number  
of  
Shipments  
handled

32,156  
(YTD Dec-24)

Number  
of Sales  
staff

102

Number of  
Warehouses  
- PAN India

35  
(13.8 Lakhs  
Sq. Ft. )

Revenue

Rs. 382 Cr.  
(YTD Dec-24)

Total  
Staff  
Strength

545

Our enhanced service offerings are designed keeping in mind our customer's evolving business needs



## Milestone Achieved in past 10 Years

Started new  
verticals - SCS  
Warehousing and  
Event Logistics

**2018**

Listed on the  
Bombay Stock  
Exchange (BSE)  
Platform

**2020**

Got AEO  
Certification from  
Central Board of  
Indirect Taxes and  
Customs

**2022**

Achieved a  
turnover of over  
₹ 400 Cr for the  
first time

**2023**

Employee  
Headcount  
crossed 500+

**2025**

Got registration  
on WCA Events  
& WCA Projects

**2025**

Got new  
registration on  
JCTrans and  
Prolog Network

**2024**

Started new  
segment –  
Courier and  
Transportation

**2024**



## **Freight Forwarding's Growing importance**

Freight forwarders play a critical role as the backbone of global supply chains, offering tailored solutions to meet the ever-changing demands of business enterprises.

The e-commerce boom is revolutionising the freight forwarding industry, driving unprecedented growth and transformation as consumers embrace online shopping, businesses must deliver goods faster, more efficiently, and seamlessly across borders.

Leveraging last-mile delivery optimisation, seamless customs clearance, and multi-modal transportation, empower businesses to stay competitive in the fast-paced digital economy.

# Freight Forwarding Market Size

## MARKET STATISTICS

Market Value (2024)

**\$156.4 BN**

Market Value (2034)

**\$ 247.8 BN**

CAGR (2025 – 2034)

**5%**

## SEGMENT STATISTICS

**B2B Customer Segment**

Market Share (2024): **>59%**

**Ocean Segment**

Market Share (2024): **>44%**

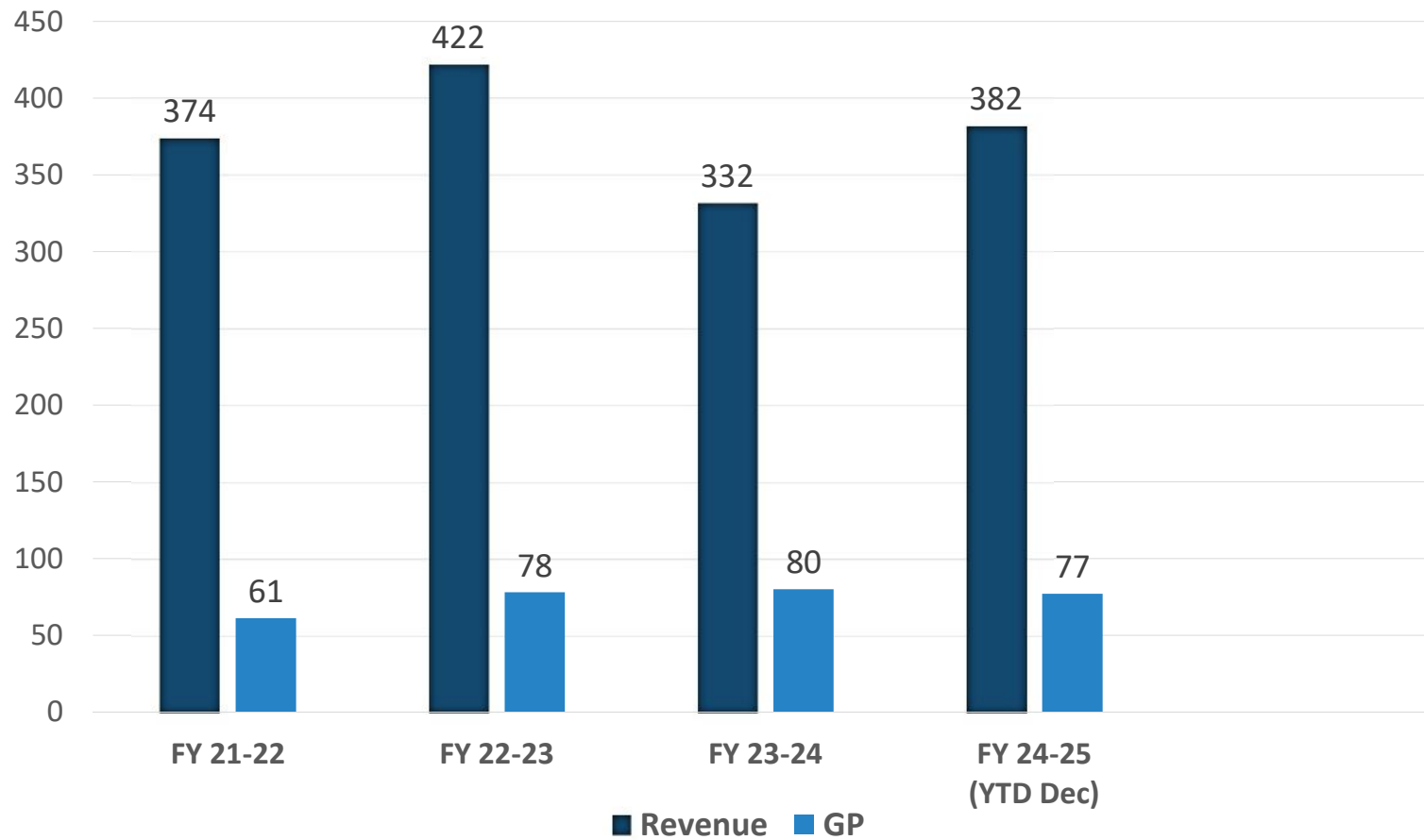
Source of Information:

Global Market Insights  
Insights to innovation.



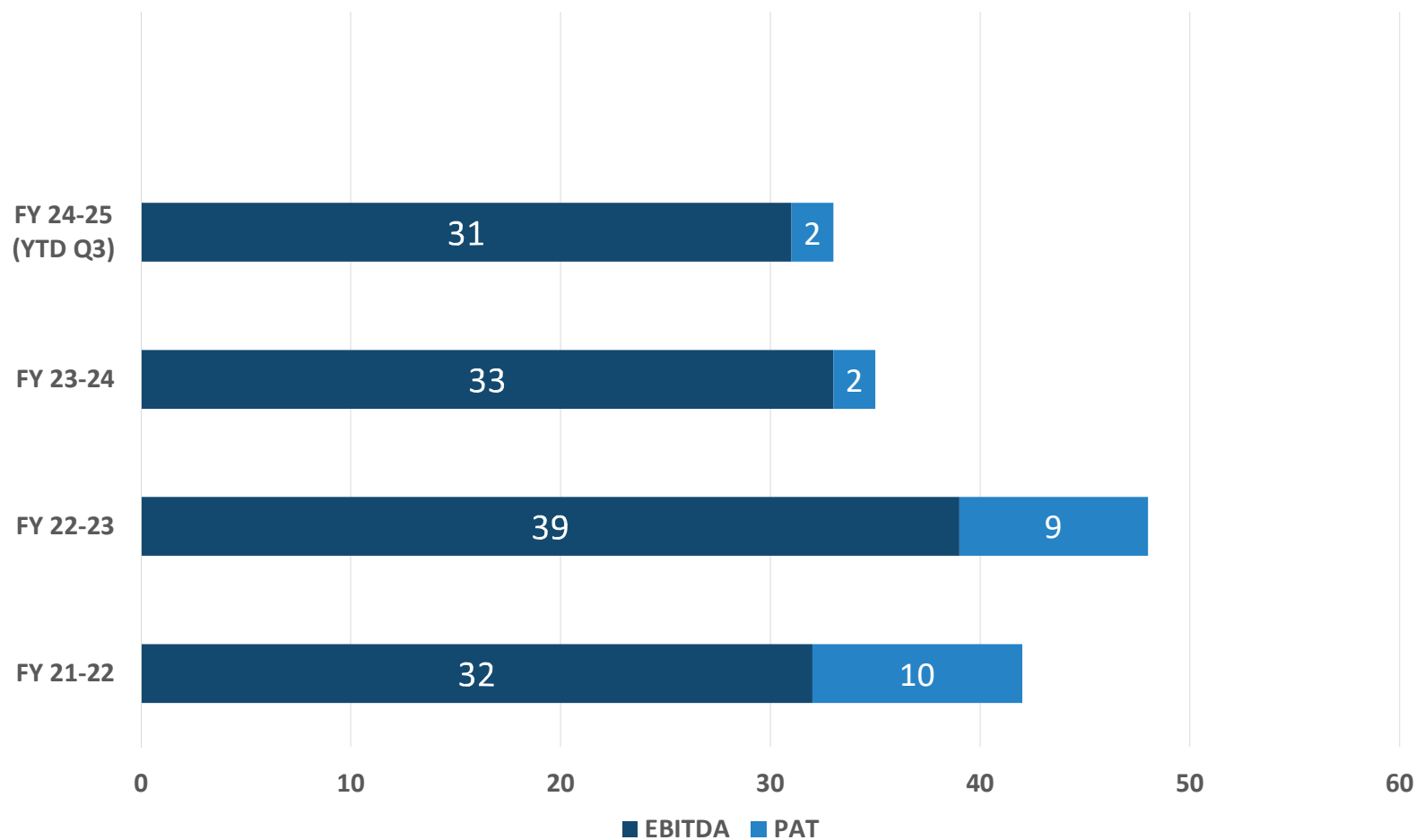
# Financial Performance

Revenue and GP Performance in INR Cr.



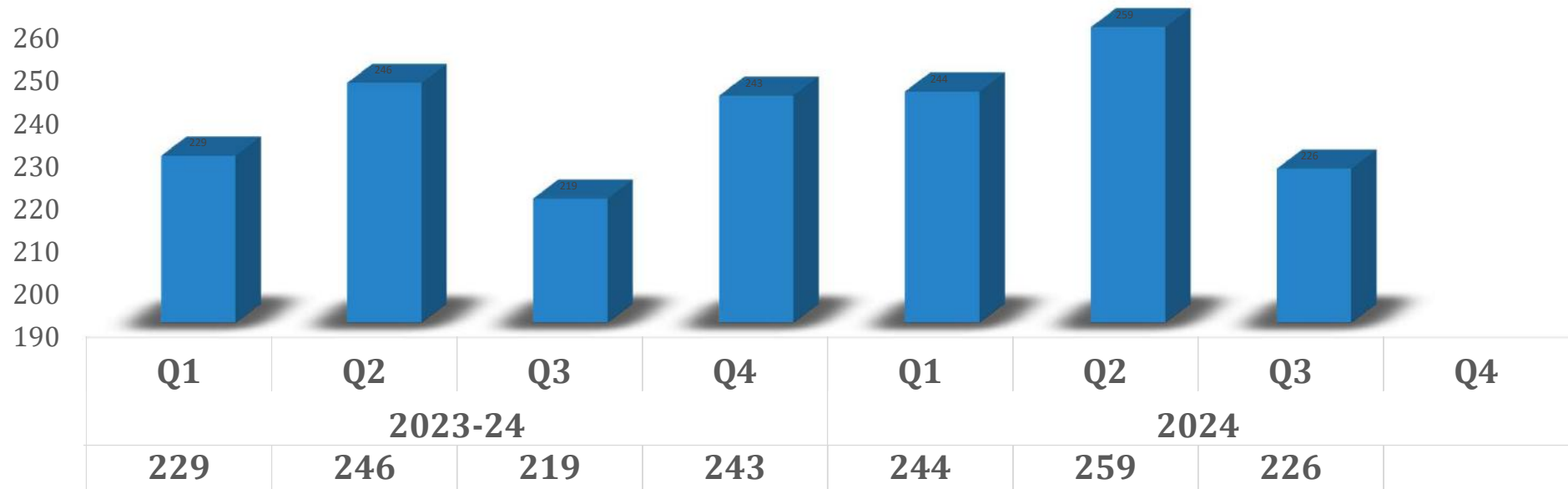
# Financial Performance

EBITDA and PAT Performance in INR Cr





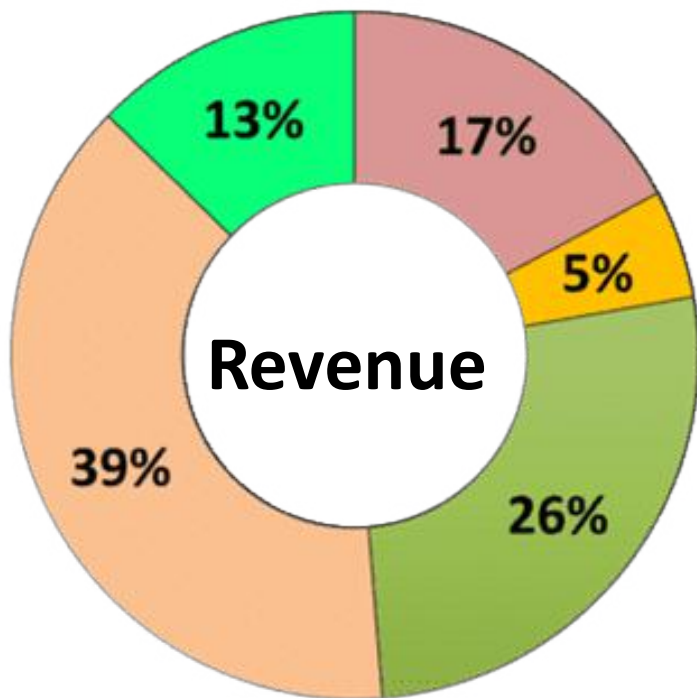
## New Customer Added FY 23-24 and FY 24-25



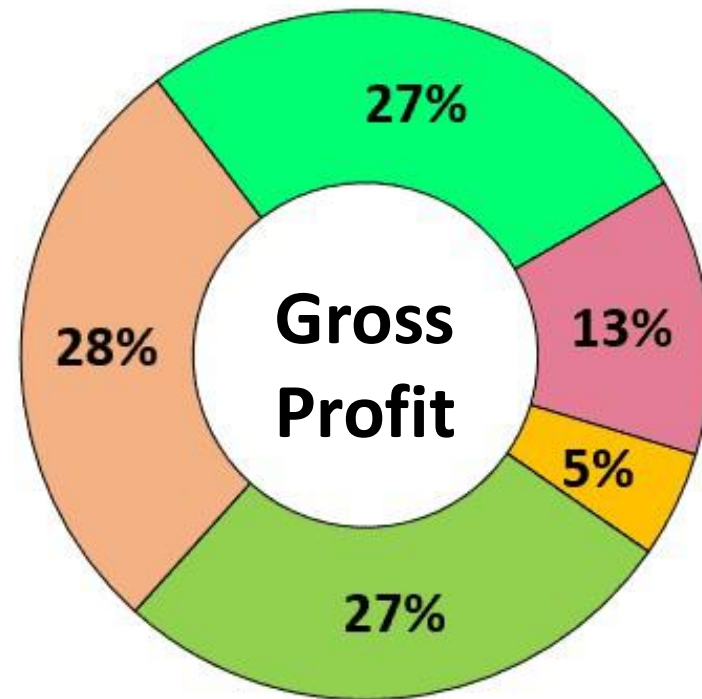
## Competitive Landscape Matrix

Feature	FLOMIC	Local units /Medium scale Freight Forwarders Units	MNCs
End-to-End Logistics Services	✓	✗	✓
Established Overseas Agents Network	✓	✗	✓
Tech-Enabled Operations	✓	✗	✓
BSE-Listed, Disclosure & Compliance	✓	✗	✗
PAN India Presence	✓	✗	✓
Dedicated Relationship manager for Customer Service	✓	✗	✗
Strong Warehousing Network	✓	✗	✓

## Segment-wise Composition of Revenue and Gross Profit (as per Ind. AS)



■ Air Export
 ■ Air & Sea Import Clearance
 ■ Air & Sea Import Forwarding
 ■ Sea Export
 ■ SCS Warehousing



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# Credit Rating & Bankers



Crisil Ratings has rated Flomic Global Logistics Ltd as BBB (-)/Stable, reflecting sound financial health and growth potential

Our Banker:  **ICICI Bank**

**Long-term Bank Facilities (Cash Credit):**

₹43.00 Cr reaffirmed a rating of IVR BBB- (Stable)

**Short-term Bank Facilities:**

₹2 Cr reaffirmed a rating of IVR A3.

# Management Team



**Lancy Barboza**  
**CEO & Managing Director**

Mr. Lancy Michael Barboza, is the CEO & Managing Director of the Company. He is B com graduate with more than 35 years of experience in Freight Forwarding and Logistics. He is a F card holder in Indian customs with in depth knowledge of Logistics Sales and operations.



**Jayachandran Menon**  
**Chief Operating Officer**

Mr. Jayachandran Menon has 30 years of experience in logistic industry with excellent people management skills. He is B com graduate with diploma from NIIT in systems Management. He is currently designated as the Chief Operating Officer and is actively involved in Operations (Import/Export, Sea & Air), Accounts, Internal Audits, and is also engaged in recruitment and hiring.



**Abhinandan Gupta**  
**Chief Finance Officer**

Mr. Abhinandan Gupta, is qualified CA , CS and LLB working with us as Chief Finance Officer. He has 22 Years of Experience in Finance & accounts, Fund raising ,Compliance, Cost optimisation, Taxation, Legal & secretarial. He has extensive work experience In service Industries,in his previous assignments he has been CFO of RBI regulated entities as well



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

Mr. Alan Barboza is working with Flomic Global Logistics since past 9 Years heading the team of International Nomination Sales. He has completed his graduation in Bcom and Post graduation in GFMB. He excels in fostering client relationships, leveraging market analysis for competitive advantage, and negotiating contracts with shipping lines and clients.



**Amarjit Sahmbi**  
**Chief Executive Officer - SCS**

Mr. Amarjeet Sahmbi, a Science graduate in Physics is working with us in the Warehousing Division. The Pan India warehouse personnel report to him. He has 19 years of experience in Logistics, Warehousing and Modern Distribution Techniques. Under his guidance we have 39 warehouses in India.



**Piyush Mehta**  
**Vice President - Sales**

Mr. Piyush Mehta is working with us as Vice President - Sales. He has around 19 years of experience into sales in International Freight Forwarding and Transportation. He is responsible for motivating and guiding the sales team in India.

# Independent Director



**Satyaprakash S. Pathak**  
**Director**

Mr. Satyaprakash Pathak has great Expertise in Finance, Account, Auditing & Taxation



**Suresh Shivanna Salian**  
**Independent Director**

Mr. Suresh Shivanna Salian has more than 25 years of experience in Banking & Business Management



**Anthony Paul Kennedy Chettiar**  
**Independent Director**

Dr. Anthony Chettiar is Senior legal and governance professional with 25+ years' experience across aviation, retail, FMCG, manufacturing, and financial services



**Rajendraprasad Tiwari**  
**Independent Director**

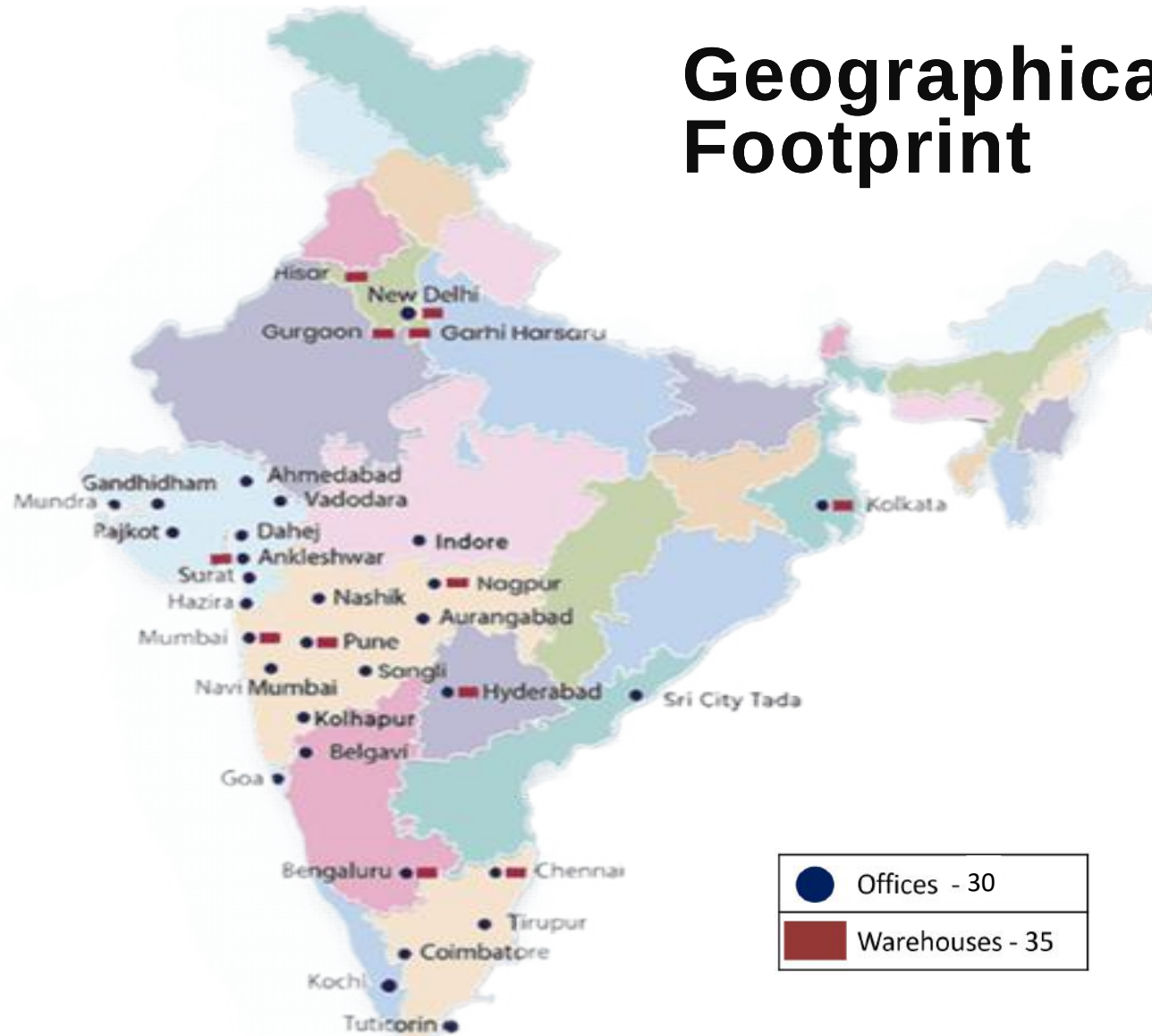
Mr. Rajendraprasad Bhagirathi Tiwari, 67 years is Industry veteran & having 30+ years experience in Air India.



**Ananda Ghungarde**  
**Independent Director**

Mr. Ananda Baban Ghungarde, 55, is a qualified Professional, having 15 years' experience in Indian Navy and 10 years' Experience in Civil Sector.

# Geographical Footprint





# Current Shareholding

**BSE Scrip Code 504380**

Shareholder Name	No of shareholders	No. of Shares Held	Percentage of Holding
Mr. Lancy Barboza and Family (Promoter)	2	1,06,69,830	58.73 %
Promoter Group	2	18,96,788	10.44%
Foreign Institutional Investors	1	20,26,530	11.15 %
Public Share Holding	6289	35,75,212	19.68 %
<b>Total</b>	<b>6294</b>	<b>1,81,68,360</b>	<b>100%</b>

# Share Price Movement



Share Price Movement on BSE (in Rupees)

Trading @ PE Ratio of 28 as of March 2025

## Peer Comparison (Listed Companies)

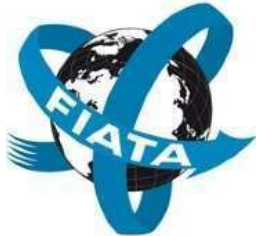
S.No.	Name	CMP Rs.	P/E	Mar Cap Rs. Cr.	Div Yld %	NP Qtr Rs. Cr.	Sales Qtr Rs. Cr.	ROCE %
1	Zinka Logistics	402.85		7139.06	0	-48.03	113.98	-32.33
2	TVS Supply	131.2		5788.06	0	-23.8	2444.62	4.74
3	VRL Logistics	471.2	31.7	4121.51	1.05	59.42	825.22	10.7
4	Gateway Distri	59.34	12.5	2964.85	3.44	455.52	402.52	12.84
5	S J Logistics (I	501	16.2	725.58	0	14.21	135.85	30.89
	Median: 38 Co.	110.5	24.3	508.71	0	4.64	136.68	11.63

## Digital Transformation & Technology adoption

Logi-Sys helped us in Automating , Streamlines and Integrates the Freight Forwarding and Customs Clearance Processes to Enhance Operational Efficiency, Improve Customer Service and Increase Profitability. It is an Advanced and Feature-Packed ERP that help to be more Process Oriented and Productive. It has helped the business to reduce the turn around time by 50% .

- **Integrated cloud software** : Cloud allows control & management of Air Freight, Sea Freight, Land Freight, Warehouse, Transport, Customs, & integrates it seamlessly with CRM, Billing, & Financial Accounting online from anywhere, anytime with any device .
- **Cost Optimisation:** Integrated financial accounting in a single system saving the cost on a separate accounting system
- **Enhanced Customs Broking processes:** Increase efficiency in the customs clearance process with 100 percent updated documentations and customs compliance .
- **Analytics & Business Intelligence:** The System provides Business Intelligence through MIS reporting, automated inventory control to measure revenue, and accurate financial forecasting with user-friendly charts and graphs.

# Global Accreditations





## Our Esteemed Clientele



# Why Invest now

- **Excellent Growth potential** - Turnover crossed Rs. 380+ crores in the period ending Dec 2024 and Potential to be a Rs. 5,000 crore company
- **One stop shop** Flomic is poised to grow further in both top line & bottom line since it is a one stop shop for all logistic needs. With expanding foot prints & global tie ups gross margin % to get boost as well
- **Warehousing** Excellent growth potential in Warehousing Business where due to onset of Ecommerce business & asset light approach outsourcing of WH is growing quick
- **Compliance and transparency** - There are very few companies from freight forwarding which are listed on Stock exchange therefore compliance & disclosure par excellence
- **Liquidity** - Shares listed on BSE. Currently trading @ PE ration of 28. Peak share price was Rs. 212 on BSE post listing .



## Way Forward

- Expansion in newer geographies & setting up branches /nodal offices in Dubai, Singapore, Sri Lanka, Netherlands, London.
- Setting up the Air cargo Centres in Airports to move up in the value chain and increase the scope of business exponentially .
- Investment in working capital to acquire the large customers to enhance Gross volume of the business.
- Owning the fleet of vehicles to cover the forward integration and ensuring last mile connectivity on its own.
- Setting up container freight stations in up-coming ports.
- Investment in Warehousing to grow the business manifold

# Our Mumbai Team





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# THANK YOU

CIN: L51900MH1981PLC024340



## Glimpse of few Shipments handled by us





## Glimpse of few Shipments handled by us



**EVENTS**  
*Logistics Services*





## Glimpse of services provided by our Warehouses





## Glimpse of few Shipments handled by us



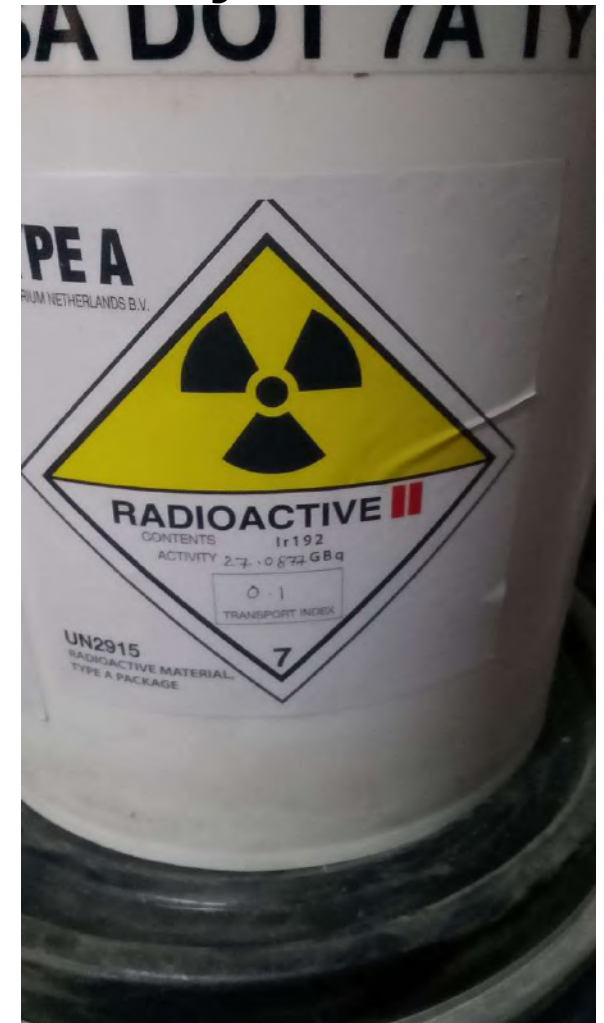


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