

**WESTERN CARRIERS (INDIA) LTD.**

206, CENTRAL PLAZA, 2/6, SARAT BOSE ROAD, KOLKATA-700 020

PHONES : 033-2485 8519/8520/8524/8526, FAX : 033-24858525

Email : info@westcong.com | CIN: L63090WB2011PLC161111

Date: 19/05/2025

To, The General Manager Department of Corporate Services, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001	To, The General Manager Department of Corporate Services, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051
---	--

Scrip Code: 544258; Scrip Symbol: WCIL**ISIN: INE0CJF01024**

Dear Sir/Madam,

Sub-: Investor Presentation on the Audited financial results for the quarter and year ended March 31, 2025

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulation 2015, we are enclosing herewith a copy of the Investor Presentation on the Audited Financial Results (standalone and consolidated) of the company for the quarter and year ended March 31, 2025.

We request you to kindly take the same on records.

The aforesaid information will also be hosted on the Company's website at www.western-carriers.com

Thanking you,

Yours faithfully,**For Western Carriers (India) Limited**

**Name: Sapna Kochar
Company Secretary & Compliance Officer
ICSI Mem. No.: A56298
Place: Kolkata, West Bengal**



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Western Carriers (India) Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company’s ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

All Maps used in the Presentation are not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



WCIL: The Largest & Fastest Growing Logistics Solutions Provider



Founded in
1972

Legacy of over
5 Decades

**Multi-modal, rail-
focused, 4PL asset-light
logistics** company

Trusted provider of
seamless multimodal
logistic solutions

Specialized in **customized**
end-to-end supply chain
solutions

1,600+
Customer (as of
March 31, 2025)

11.7%
Revenue CAGR
(FY21 – FY25)

213,475
TEU Volume
(FY25)

50+
Branches (as of
March 31, 2025)

10.4%
EBITDA CAGR
(FY21 – FY25)

19.1%
TEU Volume Growth
(FY21 - FY25)

**Largest platinum business
associates of Concor,**
contributing 6% of its domestic
railway TEUs in FY24.

**Largest associate partner in
railway for Concor** contributing
4% of its export-import railway
TEUs in FY24.

**Only Associate Partner
of Concor** to provide
substantial volume of
EXIM business

**Holds custom house agency
licenses** in its own name with
most major ports in India

Our Principles & Strategic Aim



Trust

- Seamless 'pick, pack, drop' operations
- Single-window solutions to resolve supply chain complexities



Timeliness

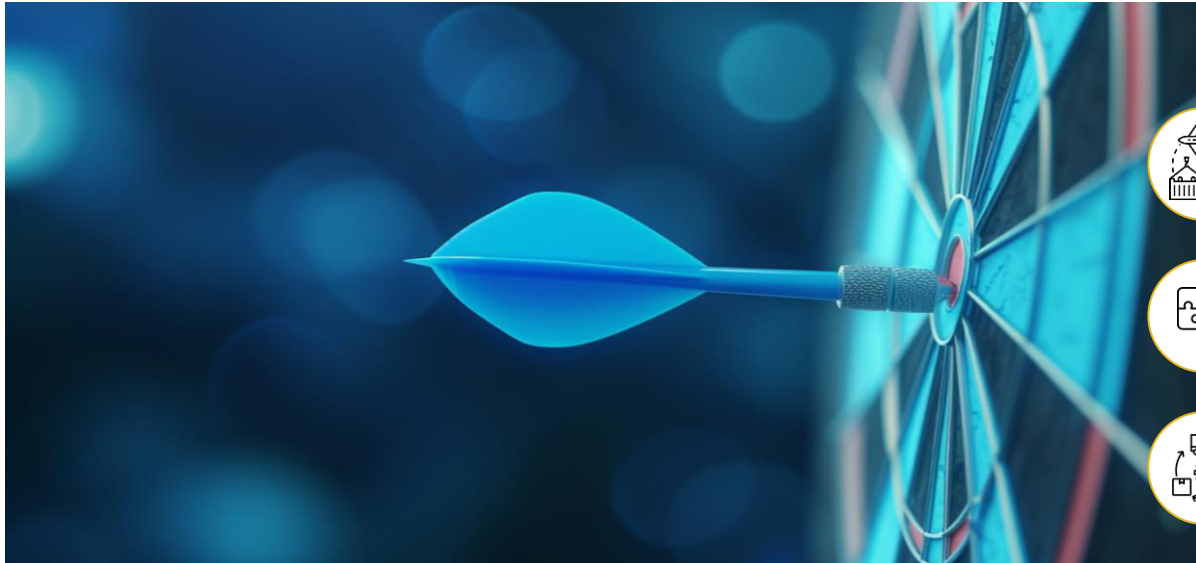
- Multimodal transport ensures timely delivery
- Customized logistics based on client needs



Transparency

- Control over entire logistics chain
- Reduce third-party reliance and inefficiencies

Our Core Principles



Simplify Complex Supply Chains

- Integrated transport + value-added services (e.g. warehousing, customs)



Deliver Customized Solutions

- Tailored strategies using decades of domain expertise

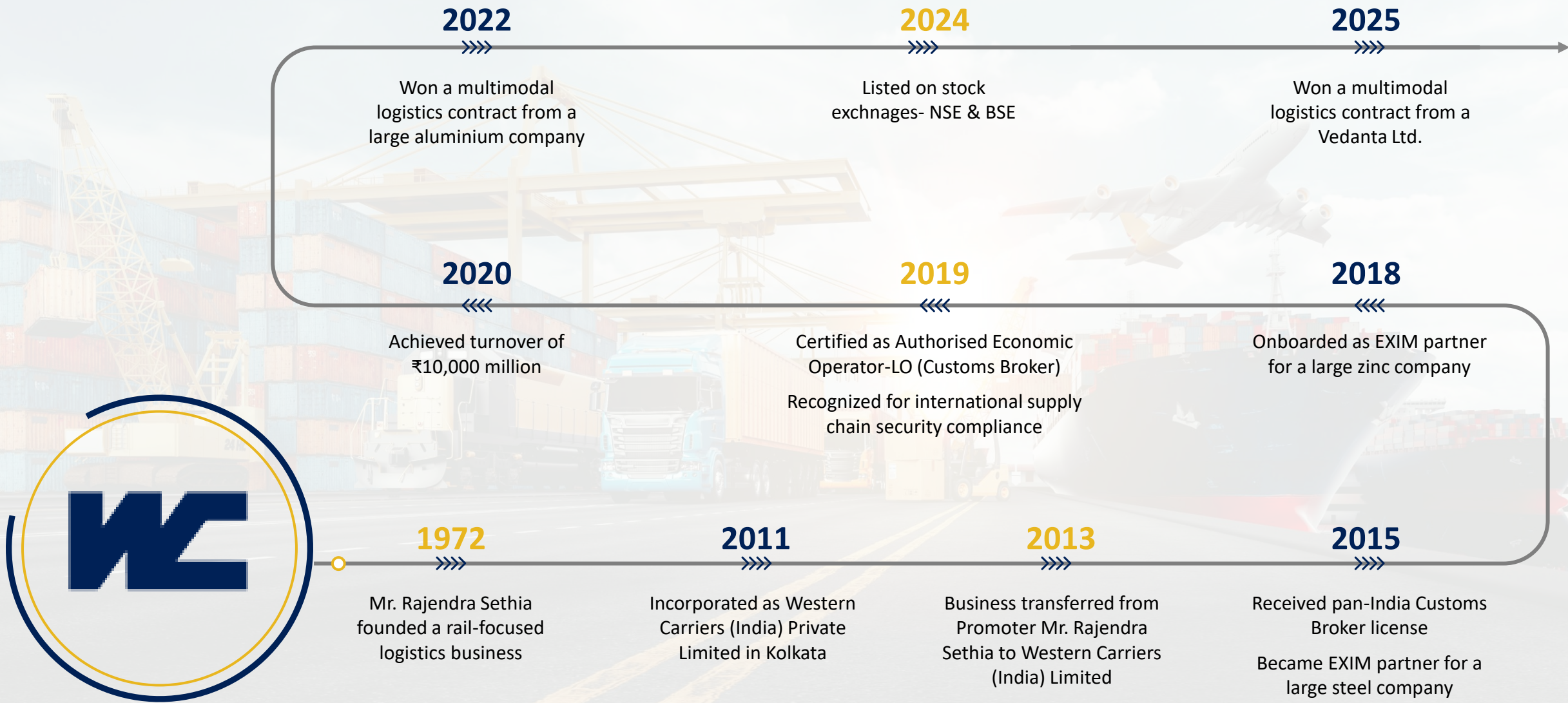


Optimize the Value Chain

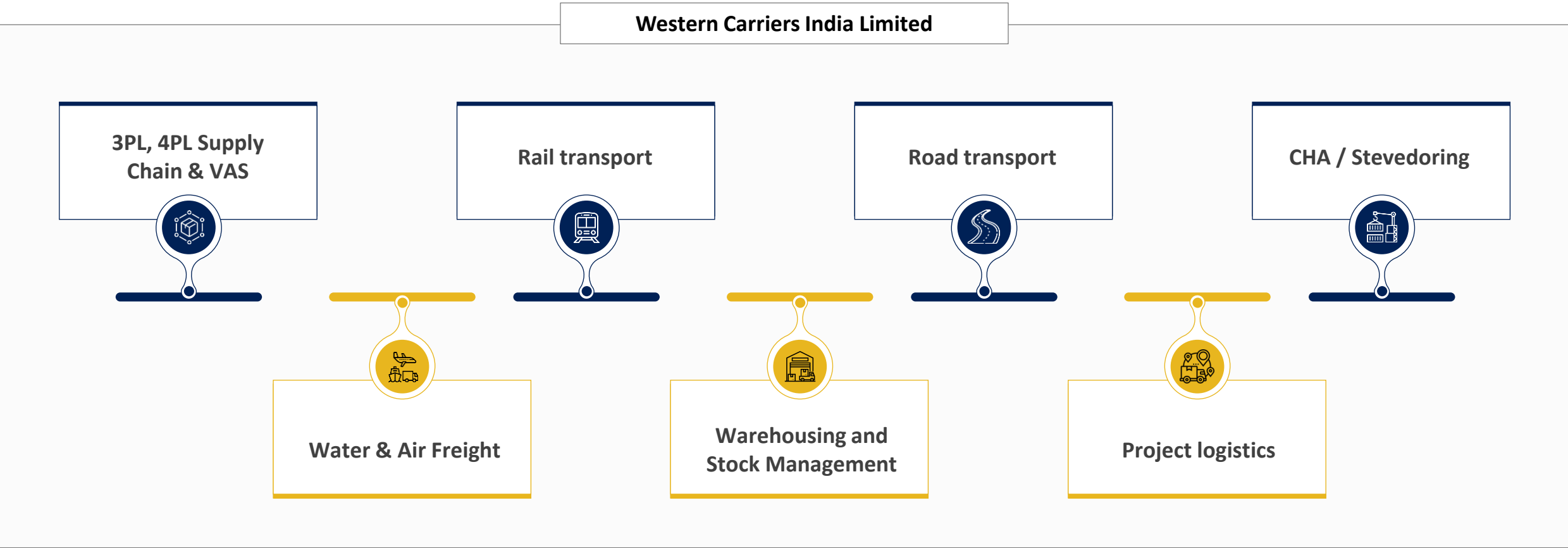
- End-to-end management for cost and time efficiency

Our Strategic Aim

Journey of over Five Decades

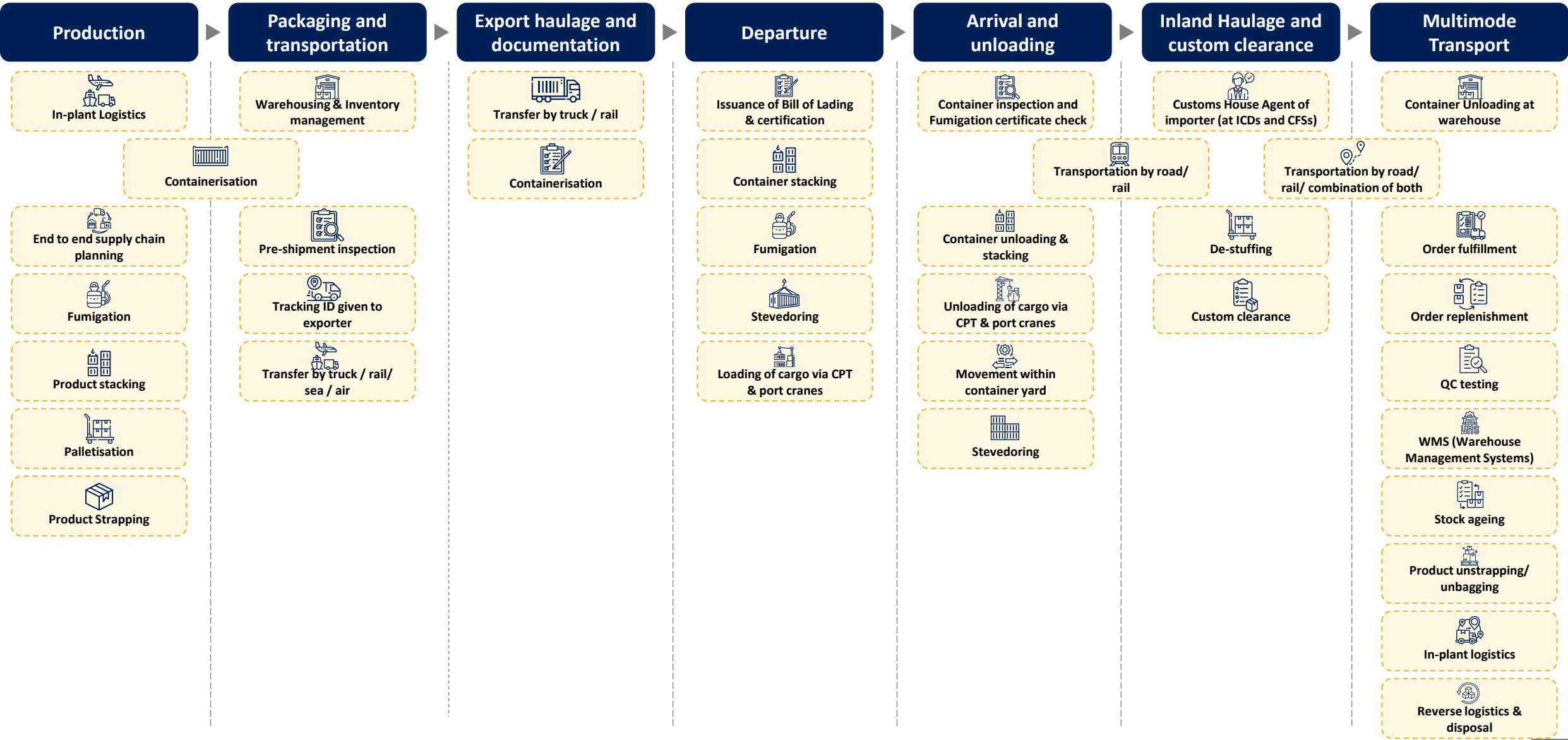


One of the largest multi-modal, rail focused, 4PL asset-light logistic solutions provider in India



Handling multimodal transportation provides seamless integration of value-added services leading to increased customer share and loyalty

Value-Added Services Across the Supply Chain



Turning Customer Challenges into Growth Opportunities

Customer Pain Point



- High transit times
- Lack of visibility
- Multiple intermediaries
- Pilferage or cargo damage
- Inflexible capacity
- Complex documentation



WCIL Solution

- Multi-modal routes with seamless interchanges
- GPS tracking and control of end-to-end chain
- Single-window logistics provider
- Fewer trans-shipment points, tighter control
- Scalable asset-light model via leased infra
- WCIL handles all regulatory, customs, and paperwork services

Long-Standing Relationships with Customers

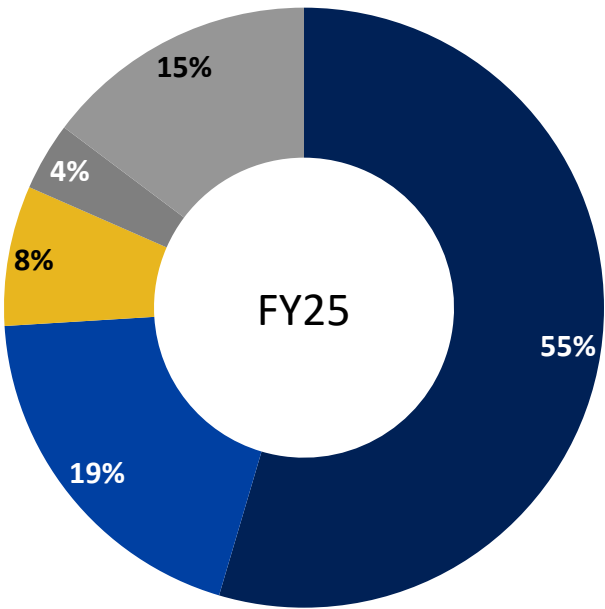
More than 1,600 clients served across India

Long-term partnerships with industry leaders across various sectors

80% of FY25 revenue from customers with >3-year relationships

100% retention rate for top 10 clients

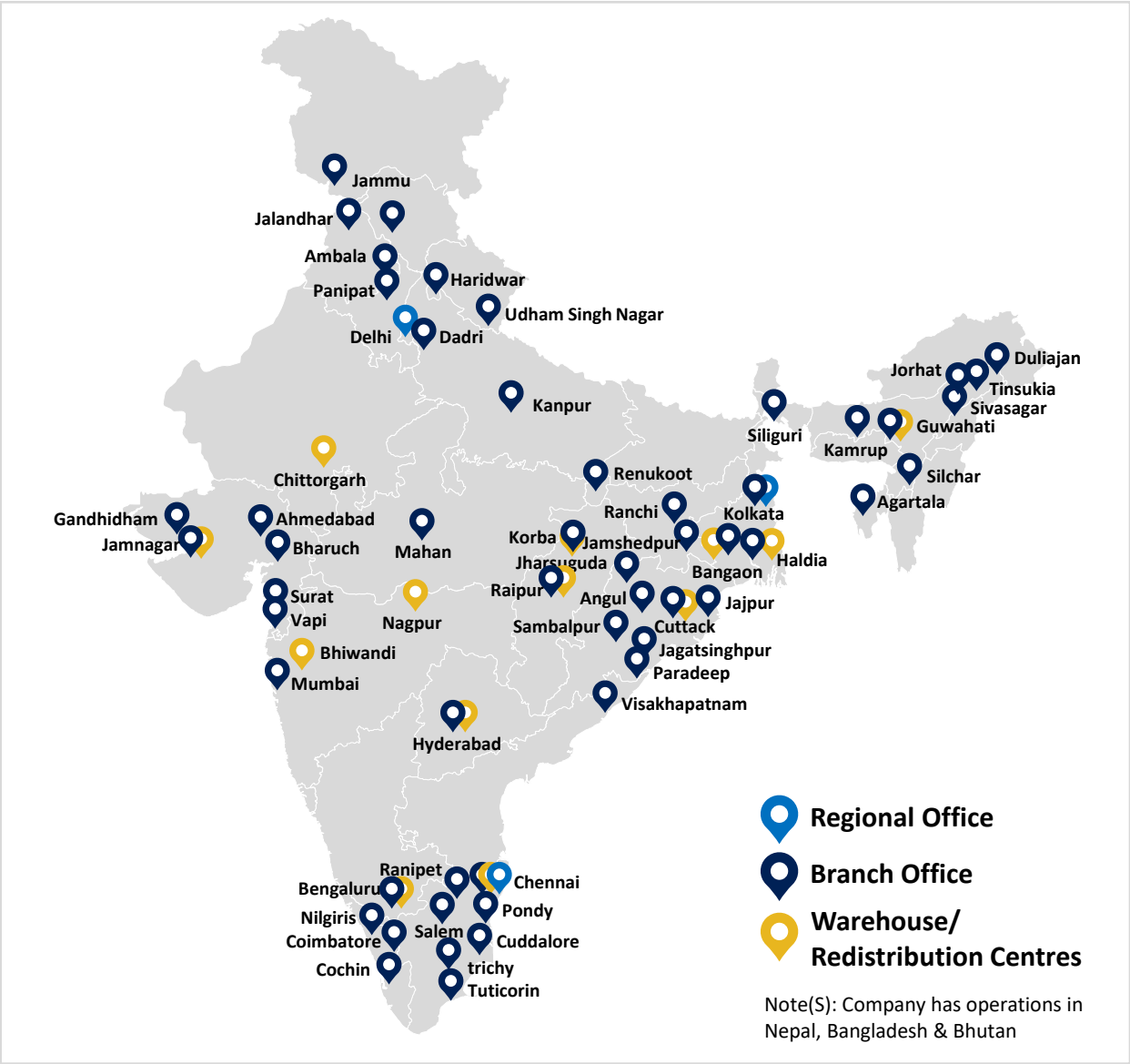
Sectoral Revenue Mix



- Metals
- Pharmaceuticals and Chemicals
- Utilities and Others
- FMCG
- Oil and Gas



Operational Footprint and Infrastructure



Nationwide Infrastructure & Asset Base (as of March 31, 2025)

Nationwide Presence



50+ branches, **4** zonal offices across **23** states
16 leased warehouses in **12** states
55+ major rake handling points

Owned Assets



500+ GPS-enabled trucks
100+ equipment (incl. 34 reach stackers)
850+ shipping containers

Rail Capabilities



Mini rakes (up to 20 wagons)
Jumbo rakes (1,500–2,000 MT capacity)

End-to-End Reach

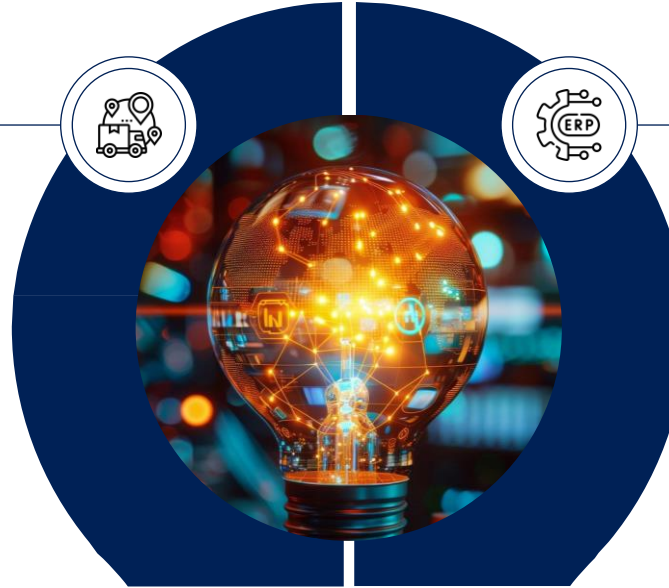


First-mile to last-mile coverage
Service in remote & underserved regions

Pioneers in Logistics Technology

First movers in implementing:

- GPS on cross-country vehicles
- FASTag for toll payments
- ATM cards for drivers for expense control
- RFID-based beta project for tracking



Fully Integrated ERP System

- Real-time shipment tracking across modes
- In-depth reporting on fleet, stock, sales, purchases
- Automated e-invoice generation tailored to customer needs
- Integral to billing & accounting functions

Next-Gen Upgrades in Progress

- Mobile ERP for real-time data capture & faster billing
- Streamlined operations with reduced manual touchpoints
- Integrated 4PL for unified supply chain visibility & control

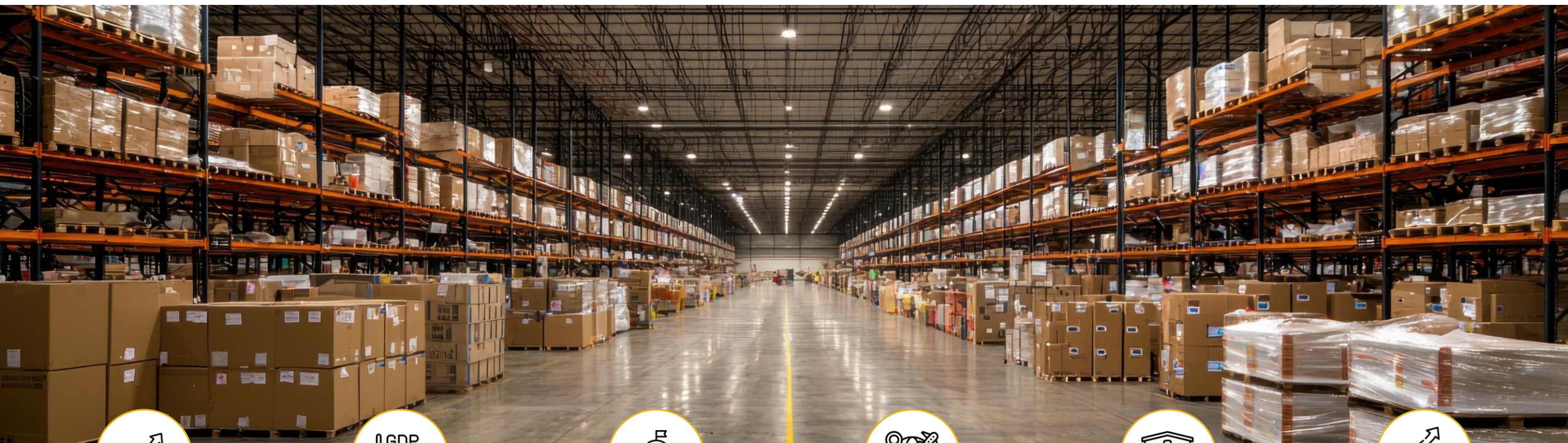
Innovation Roadmap

- Launch of Delivery as a Service (DaaS) model
- Investing in new software & skilled engineers
- Focused on cost optimization and service enhancement
- Container Innovation: Collapsible, jumbo, dwarf & open top



Western Carriers
Delivering Trust

Industry Overview



India's logistics sector to grow from **\$317B (2024)** to **\$484B (2029)** at 8.8% CAGR



The logistics sector contributes **5% to India's GDP**



Government aims to **cut logistics costs** from **14% to 8% of GDP**



Government targets to reach **top 25** in the global Logistics Performance Index



Warehousing market expected to reach **US\$ 27 Bn** by 2026 at **10.9% CAGR**



35 Multimodal Logistics Parks (MMLPs) planned under Bharatmala initiative

- MMLPs to manage **700 million tonnes** of cargo annually
- **\$2.6B earmarked** for 15 priority MMLPs out of a **\$5.5B total outlay**

Key Growth Drivers – Indian Logistics Sector



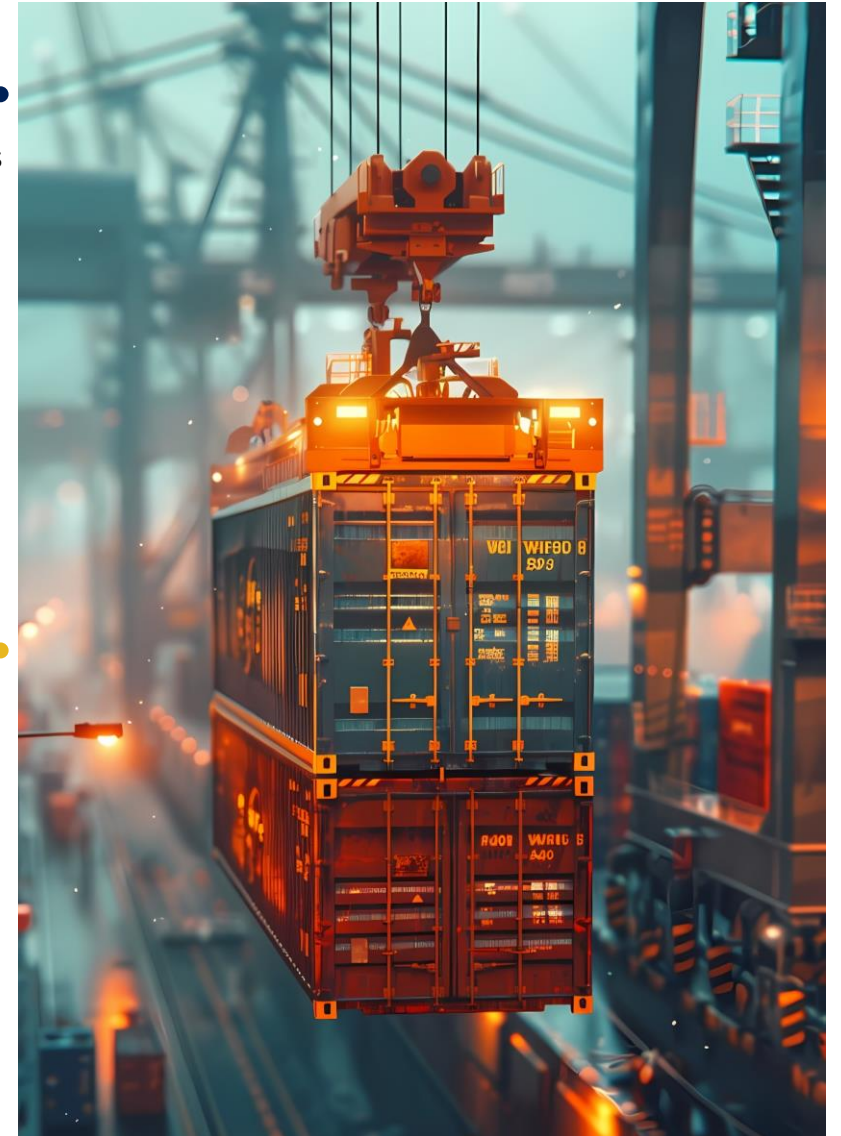
Supply-Side Enablers

- Major infrastructure push through DFC, Gati Shakti, Bharatmala, and multimodal logistics parks
- Simplified regulatory landscape with GST, e-way bills, and infrastructure status for logistics
- Strong FDI inflows and increased public capital expenditure in logistics infrastructure
- Government-led focus on logistics skilling and workforce development
- Growing adoption of AI, IoT, and automation to enhance operational efficiency



Demand-Side Drivers

- Exports surged 40% from FY20 to FY23, reaching ₹30.5T, driving logistics needs
- 'Make in India' accelerating domestic production and regional supply chain demand
- Rapid growth in e-commerce and MSMEs expanding logistics outsourcing
- Rising demand from Tier-II and Tier-III cities driven by consumption and connectivity
- Increased digital adoption across the value chain improving visibility and performance



B2B Growth Drivers for the Logistics Sector





What Sets Us Apart

Parameters	Traditional 3PL service providers	Our Company
Level of service offerings	Transportation, warehousing and value-added services	End-to-end supply chain management
Typical nature of asset ownership	Asset-light; mainly partner operated assets	Asset-light; leased infrastructure and fleet and selective ownership of strategic technology assets
Technological capabilities	Moderate with mainly manual operations	High with full control over the value chain
Complexity of operations	Medium	High



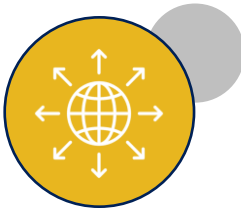
Customer Value

Speed, reliability, reduced cost,
end-to-end visibility



Multimodal + Services

Integrated logistics + value-added services



Infrastructure & Reach

GPS-enabled fleet, leased rakes,
pan-India offices

A Platform Built for Growth



Customer Needs

Handling complexities with customized solutions



Integrated Multimodal Transport

Rail/ Road/ River/ Ocean/
Air



Value-Added Services

Warehousing, Customs,
Packaging, Labeling, etc.)



**One-Stop,
End-to-End Solution**
**Tailored, tech-enabled,
customer-centric**



Asset-Light Operational Model

Tailored, tech-enabled,
Leased infra + owned
strategic assets



Flexible & Scalable Execution

Responsive to demand,
enabled by tech & partners



Customer Outcomes

Lower cost, faster transit,
reliable delivery

Growth Engines for the Future



Deepen Customer Relationships

- Expand service scope and geographies for existing clients
- Increase wallet share through customized, integrated solutions
- Strengthen retention via asset upgrades and value-added services



Customer Acquisition & Sector Expansion

- Leverage operational success to onboard new clients
- Target retail and large players in untapped sectors
- Use customer referrals to enter affiliate businesses



Geographic Expansion

- Grow footprint through customer-led regional entry
- Apply best practices across pan-India operations
- Target high-growth regions with similar logistics demands



Margin Expansion & Efficiency

- Focus on high-value, integrated services
- Improve asset utilization and cost efficiencies
- Reduce third-party dependencies through direct service offerings



Strengthen Technological Capabilities

- Build tech stack for order bundling and rake optimization
- Enable data-driven, real-time logistics solutions
- Support both small and large cargo via integrated systems



Infrastructure & Asset Investment

- Maintain asset-light model with selective asset upgrades
- Invest in containers, vehicles, and handling equipment
- Enhance safety, performance, and customer experience



Inorganic Growth Strategy

- Explore acquisitions to expand services and reach
- Target logistics infrastructure and complementary capabilities
- Pursue alliances for faster market entry and scale



Focus on Project Logistics

- Expand services in infrastructure and cross-border projects
- Offer custom clearance, inland movement, and specialized handling
- Use capital-efficient, partnership-driven models



Improve Integration & Utilization

- Deepen integration with customer supply chains
- Cross-sell services to existing clients
- Maximize throughput and productivity across networks

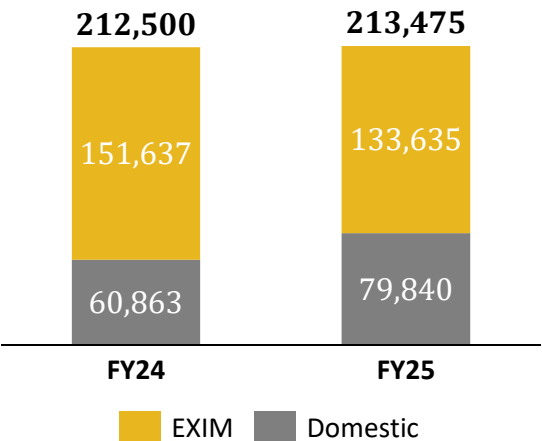


Western Carriers
Delivering Trust

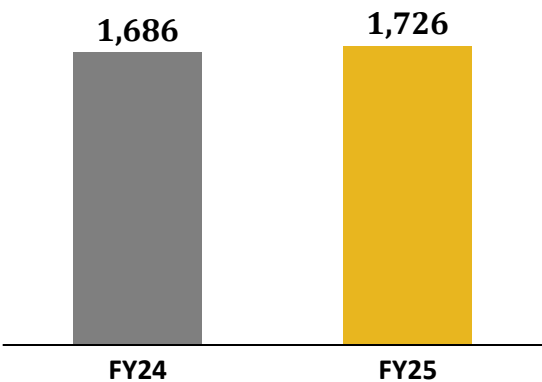
Financial Highlights

Full Year Financial Performance (Consolidated)

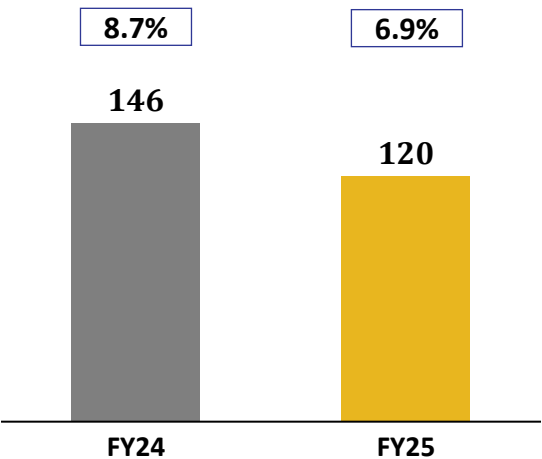
Volume (TEUs)



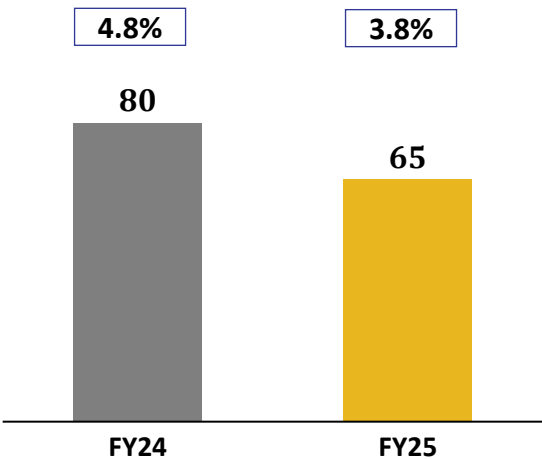
Revenue (₹ in Cr)



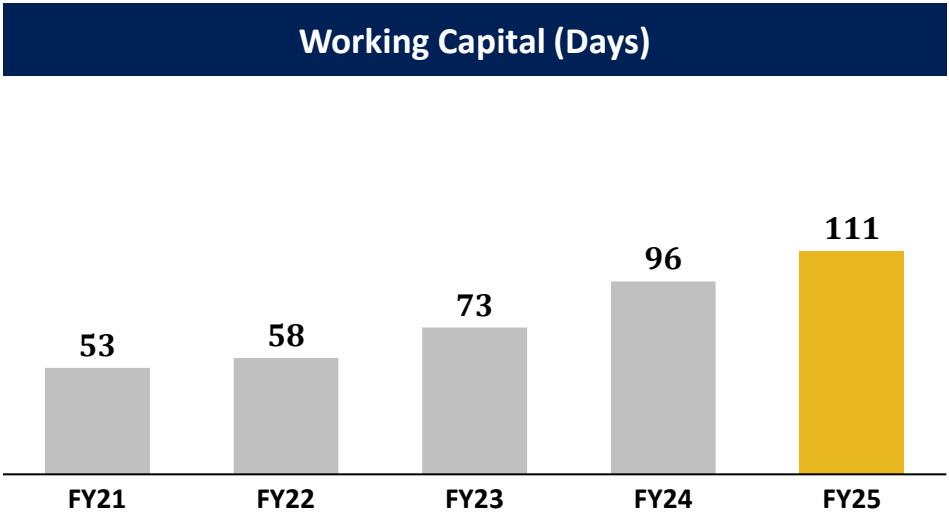
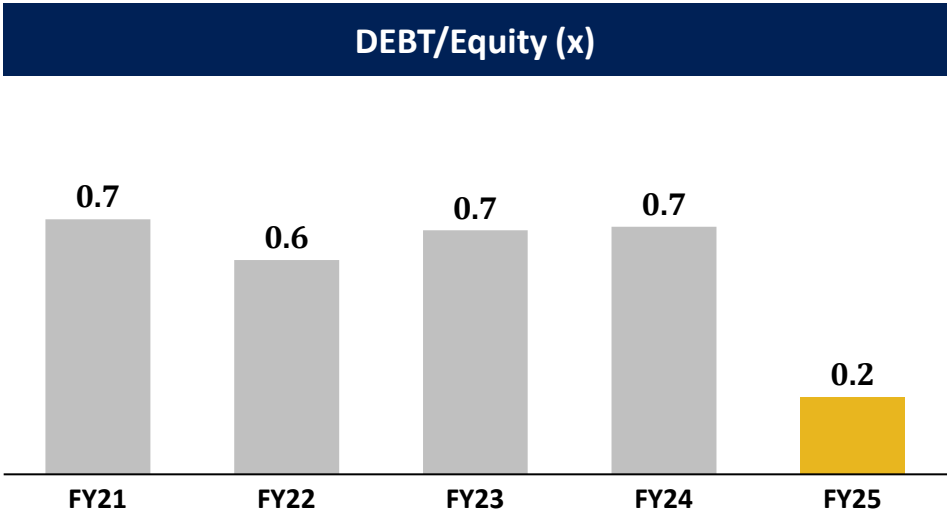
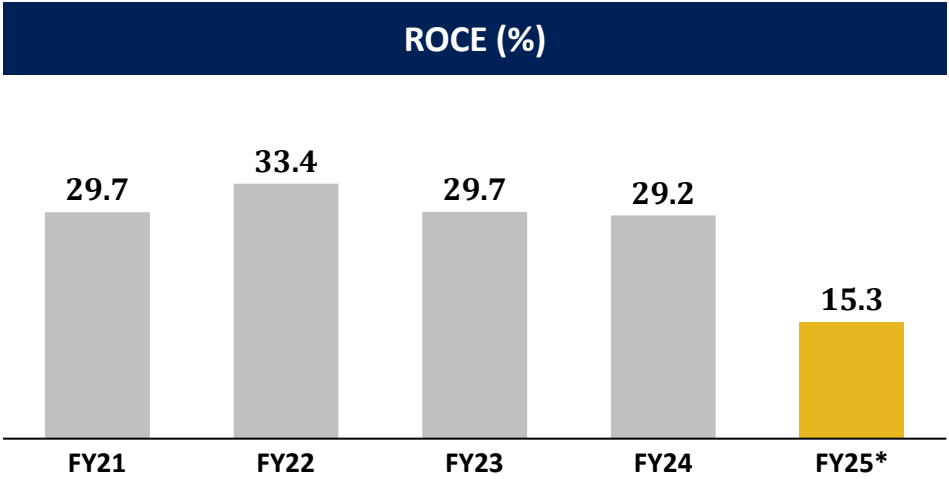
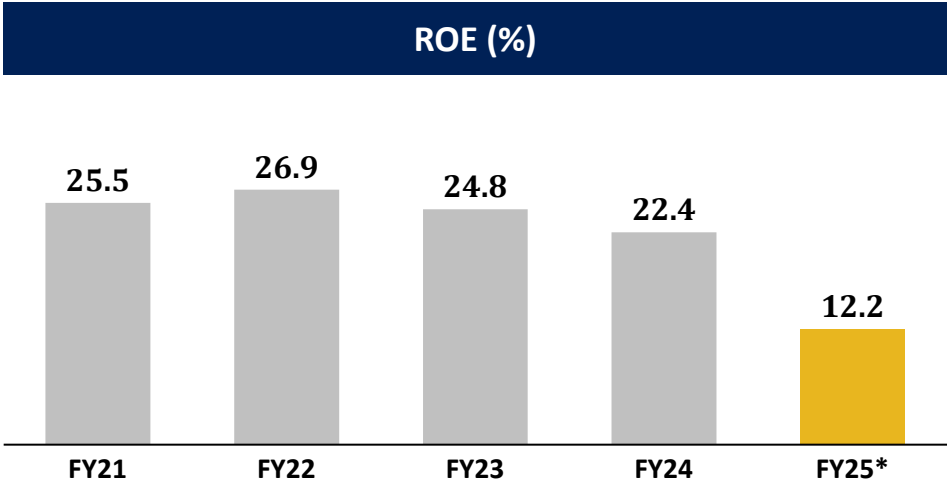
EBITDA (₹ in Cr) & EBITDA Margin (%)



PAT (₹ in Cr) & PAT Margin (%)



Key Financial Metrics (Consolidated)



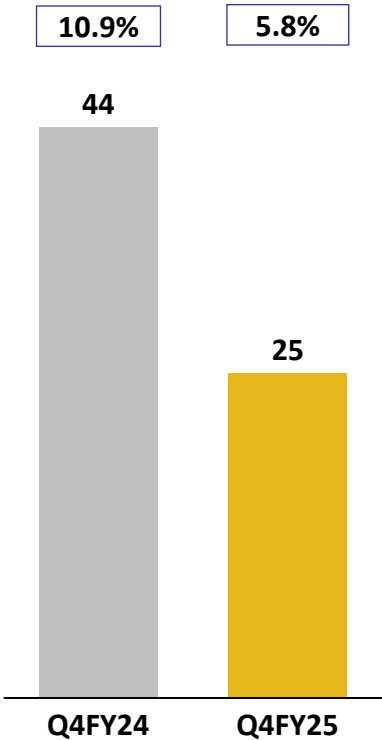
*ROE, ROCE are adjusted for unutilized IPO proceeds

Quarterly Financial Performance (Consolidated)

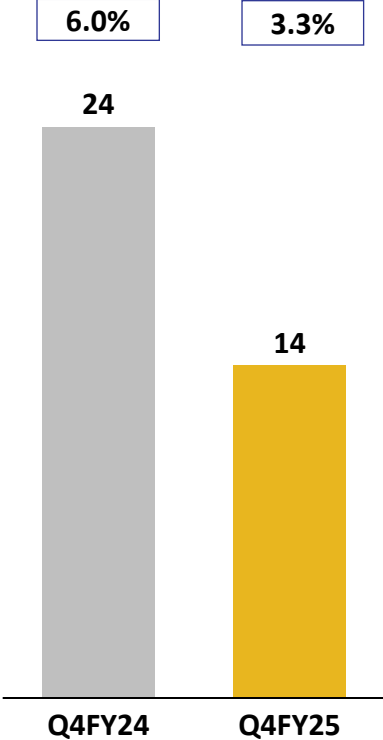
Revenue (₹ in Cr)



EBITDA (₹ in Cr) & EBITDA Margin (%)



PAT (₹ in Cr) & PAT Margin (%)



Quarterly Income Statement (Consolidated)

Particulars (₹ Crs)	Q4FY25	Q4Y24	Y-o-Y	Q3FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from Operations	428.6	401.6		443.0		1725.7	1685.8	
Total Revenue	428.6	401.6	6.7%	443.0	-3.3%	1,725.7	1,685.8	2.4%
Operational Expenses	374.7	330.5		388.5		1,489.8	1,436.6	
Gross Profit	53.9	71.1	-24.2%	54.5	-1.1%	236.0	249.2	-5.3%
Gross Profit Margin	12.6%	17.7%		12.3%		13.7%	14.8%	
Employee Expenses	14.1	11.4		13.8		53.1	46.9	
Other Expenses	14.9	15.9		17.4		62.9	56.2	
EBITDA	24.9	43.8	-43.1%	23.4	6.6%	119.9	146.1	-17.9%
EBITDA Margin (%)	5.8%	10.9%		5.3%		6.9%	8.7%	
Other Income	4.8	1.5		5.1		13.2	5.6	
Depreciation	6.6	5.8		6.2		23.8	21.2	
EBIT	23.2	39.5	-41.4%	22.3	3.8%	109.3	130.5	-16.2%
EBIT Margin (%)	5.4%	9.8%		5.0%		6.3%	7.7%	
Finance Cost	4.2	6.8		4.5		21.5	22.2	
Share of Profit of an Associate	0.0	0.0		0.0		0.0	0.1	
Profit before Tax	19.0	32.8	-42.1%	17.8	6.5%	87.8	108.4	-19.0%
Profit before Tax(%)	4.4%	8.2%		4.0%		5.1%	6.4%	
Tax	4.9	8.6		4.6		22.7	28.1	
Profit After Tax	14.1	24.2	-41.8%	13.2	6.7%	65.1	80.3	-18.9%
PAT Margin (%)	3.3%	6.0%		3.0%		3.8%	4.8%	
EPS (As per Profit after Tax)	1.3	3.1		1.1		7.2	10.2	

Historical Income Statement (Consolidated)

Particulars (₹ Crs)	FY21	FY22	FY23	FY24	FY25
Revenue from Operations	1110.1	1470.9	1633.1	1685.8	1725.7
Total Revenue	1110.1	1470.9	1633.1	1685.8	1,725.7
Operational Expenses	960.7	1280.4	1421.3	1436.6	1,489.8
Gross Profit	149.4	190.5	211.7	249.2	236.0
Gross Profit Margin	13.5%	12.9%	13.0%	14.8%	13.7%
Employee Expenses	27.7	37.0	41.8	46.9	53.1
Other Expenses	40.9	49.5	48.3	56.2	62.9
EBITDA	80.8	104.0	121.7	146.1	119.9
EBITDA Margin (%)	7.3%	7.1%	7.4%	8.7%	6.9%
Other Income	3.8	4.9	4.8	5.6	13.2
Depreciation	11.6	11.6	15.3	21.2	23.8
EBIT	73.0	97.3	111.2	130.5	109.3
EBIT Margin (%)	6.6%	6.6%	6.8%	7.7%	6.3%
Finance Cost	13.0	13.9	15.1	22.2	21.5
Share of Profit of an Associate	0.0	0.0	0.0	0.1	0.0
Profit before Tax	60.0	83.4	96.1	108.4	87.8
Profit before Tax(%)	5.4%	5.7%	5.9%	6.4%	5.1%
Tax	15.5	22.2	24.5	28.1	22.7
Profit After Tax	44.5	61.1	71.6	80.3	65.1
PAT Margin (%)	4.0%	4.2%	4.4%	4.8%	3.8%
EPS (As per Profit after Tax)	11.3	7.8	9.1	10.2	7.2

Historical Balance Sheet (Consolidated)

Assets (₹ in crs)	FY21	FY22	FY23	FY24	FY25
Non - Current Assets					
Property, plant and equipment	36.3	36.3	55.3	71.1	119.1
Goodwill	31.0	31.0	31.0	31.0	31.0
Capital work-in-progress	0.6	9.5	16.8	0.0	15.0
Right of use assets	5.3	3.7	4.5	2.9	3.5
Other Intangible assets	0.2	0.1	0.1	0.2	0.1
Equity accounted investments	2.1	3.2	3.2	3.2	3.2
Financial Assets					
(i) Investments	0.7	0.7	0.7		
(ii) Other Financial Assets	27.4	25.7	14.0	8.7	15.4
Deferred tax assets (Net)	2.5	2.7	3.0	3.7	4.1
Other non-current assets	1.4	0.5	0.5	8.0	11.3
Income Tax Assets (Net)	1.7	5.0	12.3	5.7	11.0
Total Non - Current Assets	109.2	118.5	141.6	134.5	213.7
Current Assets					
Financial Assets					
(i) Trade receivables	252.4	311.4	389.7	525.5	620.4
(ii) Cash and cash equivalents	3.4	2.5	1.4	1.9	4.8
(iii) Bank balances other than (iii) above	7.5	10.7	18.2	25.0	185.5
(iv) Loans	28.1	16.3	18.0	27.1	25.5
(v) Other current financial assets	5.2	5.6	4.6	6.3	8.7
Other current assets	19.5	25.2	30.7	33.7	45.0
Total Current Assets	316.0	371.8	462.6	619.5	889.9
Total Assets	425.2	490.3	604.1	754.0	1,103.6

Historical Balance Sheet (Consolidated)

Equity & Liabilities (₹ in crs)	FY21	FY22	FY23	FY24	FY25
Equity					
(a) Equity share capital	39.4	39.4	39.4	39.4	51.0
(b) Other equity	157.1	218.0	279.1	359.0	777.1
Equity attributable to equity holders of the parent	196.4	257.4	318.4	398.4	828.1
Non-controlling interests	0.2	0.2	0.2	-	-
Total Equity	196.6	257.6	318.6	398.4	828.1
Liabilities					
Non - Current Liabilities					
Financial liabilities					
(i) Borrowings	35.2	20.8	36.7	24.8	18.7
(ii) Lease Liabilities	4.0	2.6	2.8	1.1	2.7
Long Tem Provisions	1.5	2.2	4.0	5.5	6.8
Total Non - Current Liabilities	40.7	25.6	43.5	31.4	28.1
Current Liabilities					
Financial liabilities					
(i) Borrowings	100.4	129.6	173.8	241.2	153.3
(ii) Lease Liabilities	1.5	1.5	2.1	2.3	1.0
(iii) Trade payables					
Total outstanding dues of micro and small enterprises	-	-	3.7	5.6	2.5
Total outstanding dues of creditors other than micro and small enterprises	77.9	65.0	50.3	64.1	77.2
(iii) Other financial liabilities	3.9	6.1	7.9	6.6	11.1
Short Term Provisions	0.2	0.3	0.3	0.3	0.2
Other current liabilities	3.8	4.7	4.0	4.2	2.1
Total Current Liabilities	187.8	207.1	242.1	324.2	247.4
Total Liabilities & Equity	425.2	490.3	604.1	754.0	1,103.6

Historical Cash Flow Statement (Consolidated)

Particulars (₹ in crs)	FY21	FY22	FY23	FY24	FY25
Cash Flow from Operating Activities					
Profit before Tax	60.0	83.4	96.1	108.4	87.8
Adjustment for Non-Operating Items	(0.2)	(0.2)	(0.3)	(0.4)	(0.3)
Operating Profit before Working Capital Changes	82.4	107.8	123.5	147.3	121.7
Changes in Working Capital	(94.3)	(77.0)	(89.7)	(125.2)	(96.2)
Cash Generated from Operations	(11.9)	30.8	33.8	22.1	25.5
Less: Direct Taxes paid	(14.6)	(25.6)	(31.9)	(21.3)	(28.2)
Net Cash from Operating Activities	(26.5)	5.2	1.9	0.7	(2.7)
Cash Flow from Investing Activities	(2.2)	(3.0)	(35.8)	(39.9)	(241.3)
Cash Flow from Financing Activities	26.0	(3.1)	32.9	39.5	247.0
Net increase/ (decrease) in Cash & Cash equivalent	(2.7)	(0.9)	(1.1)	0.4	3.0
Add: Cash and cash equivalents as at 1st April 2024	6.2	3.4	2.5	1.4	1.9
Cash and cash equivalents as at 31st March 2025	3.4	2.5	1.4	1.9	4.8



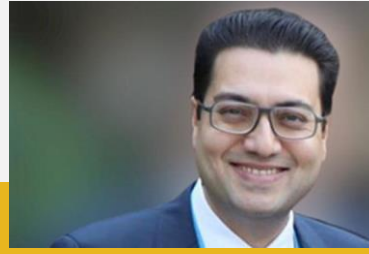
Western Carriers
Delivering Trust

Annexures

Accomplished Board of Directors



Rajendra Sethia
Chairman & Managing Director



Kanishka Sethia
Whole Time Director, CEO & CFO



Sushila Sethia
Whole Time Director



Sunil Munshi
Independent Director



Bipradas Bhattacharjee
Independent Director



Rajni Mishra
Independent Director

Experienced Senior Management Team



Sapna Kochar

Company Secretary & Compliance
Officer



Kanhaiya Lal Baid

Vice President (Operations)



Ravi Kumar Bhaskar Menon

Vice President (Operations)



Selvam Sankaralingam

Deputy Vice President (Marketing)



Rajiv Ranjan Kumar

Deputy VP-Project & Infra

Awards



2024

Certificate of recognition as leading logistic organisation of West Bengal by Times Business Awards West Bengal 2024



2022

Appreciation award for outstanding services and timeliness and for diligence and commitment towards Hindalco Industries Limited, Belagavi Works from Hindalco Industries Limited, Belagavi



2022

Certificate of appreciation in recognition of superior performance in the category of most valued partner- transportation from Jamshedpur Continuous Annealing and Processing Company Private Limited



2021

Awarded BALCO Monthly CEO award for 'Best Business Partner' by Bharat Aluminium Company Limited and Vedanta Limited



2018

Recognised as 'Emerging Customs House Agent' of containerised cargo at Kolkata dock system by Kolkata Port Trust



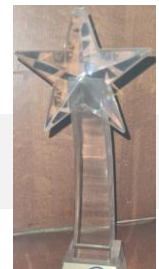
2018

Certificate of achievement for 'Best 3PL Partner' from Bharat Aluminium Company Limited and Vedanta Limited



2017

Certificate of appreciation for proficient efforts to strengthen Hindalco's aluminium export business from Kolkata, Haldia and Visakhapatnam ports from Hindalco Industries Limited



2014

Awarded 'Best Rail Operator-2014' by MCC PTA India Corp. Private Limited



Thank You

COMPANY :



Western Carriers (India) Limited

CIN: L63090WB2011PLC161111

Ms. Sapna Kochar

E-mail: investors@westcong.com

Website: www.western-carriers.com

INVESTOR RELATIONS ADVISORS :



MUFG Intime India Private Limited

A part of MUFG Corporate Markets, a division of
MUFG Pension & Market Services

Mr. Viral Sanklecha
viral.sanklecha@in.mpms.mufg.com

Ms. Nidhi Vijaywargia
Nidhi.vijaywargia@in.mpms.mufg.com

Meeting Request Link – [Click Here](#)