

PROJECT MILE

Project Mile is one of the oldest and largest Trucking logistics Company with pan India network of branches. It operates mainly as Full Truck Load (FTL) player with presence across sectors and boasts of hosts of blue chip clientele.

The Business

- Headquartered in Mumbai, Project Mile has **over 30 Years of Operating history** with sustainable financial performance.
- It caters to **Solid and Liquid Cargo segment (no Oil & Gas)** in multiple sectors **FMCG, Automobile, Engineering, Pharma, Chemicals, Consumer Goods, and Raw Materials** etc.
- It has built all India **network of branches (30 Branches** in Western, Northern Southern, Central and Eastern India) - Most of the braches are Company owned
- It also caters to ODC segment with movement of critical cargos for large companies.
- It has invested appropriately in technology for tracking and movement of cargo and provides seamless on-time delivery.
- The **Tangible Asset value in the Business** is in excess of **US\$ 12 Mn.**

The Operations

- Project Mile operates as a Full Truck Load only Trucking Company with its **owned fleet 40+ Trucks** and **200+ contract trucks** daily on deployment.
- The Services include **Road Transportation (Cargo, Project Cargo etc.), Warehousing, Loading & Unloading / Packaging, Transit Insurance, Route Survey and Crane Services.**
- It has **200 employees** in HO and Braches (all on roll)
- It has illustrious clients like **Hindustan Unilever, L&T, Schneider, United Spirits, Voltas, Sobha, Mother Dairy, Bayer, United Phosphorus, Welspun, General Mills, Linde, Raymond's, AFCONS, Sterlite, etc. Its top 50 Customers constitute 2/3rd of Revenue and 50% of them are large listed companies.**
- It also serves **Over Dimensional Cargo** like oversized, bulky, or heavy goods that cannot fit into standard shipping containers or vehicles such as large machinery, construction equipment, industrial components, or other irregularly shaped goods.

The Financials

USD Mn	2021-22	2022-23	2023-24
Revenue	28.7	31.1	31.42
EBITDA	1.6	1.9	2.24
Adjusted EBITDA	2.21	2.51	2.85
PAT	0.9	1.0	1.27
Networth	6.6	7.6	8.86

The Transaction

- Project Mile's Promoters (Single Family) are looking for :
 - Strategic Joint venture and / or (Controlling stake sale)
 - Sale of controlling stake to strategic player.
- The Company would be transferred on **Debt free basis.**