OM FREIGHT FORWARDERS LIMITED

September 26, 2025

SMC Ranking

★½☆☆☆ (1.5/5)

Issue Highlights

Industry	Logistics
Offer for sale (Shares)	7,250,000
Fresh Issue (Shares)	1,810,074
Net Offer to the Public	**9,060,074**
Issue Size (Rs. Cr.)	115-123
Price Band (Rs.)	128-135
Offer Date	29-Sep-25
Close Date	3-Oct-25
Face Value	10
Lot Size	111

Issue Composition

	In shares
Total Issue for Sale	9,060,074
QIB	4,530,037
NIB	1,359,011
Retail	3,171,026

Shareholding Pattern (%)

Particulars	Pre-issue	Post -issue
Promoters & promoters group	99.04%	72.18%
QIB	0.96%	14.36%
NIB	0.00%	4.04%
Retail	0.00%	9.42%
Total	**100.00%**	**100.00%**

*calculated on the upper price band

Objects of the Issue

The Company Om Freight Forwarders IPO proposes to utilise the Net Proceeds from the Issue towards the following objects:

1. Funding of the capital expenditure requirements of our company related to the acquisitionof commercial vehicleand heavy equipment.
2. General corporate purposes

Book Running Lead Manager

- Smart Horizon Capital Advisors Private Limited

Name of the registrar

- BIGSHARE SERVICES PRIVATE LIMITED

About the company

Incorporated in June 1995, Om Freight Forwarders Limited is a third-generation logistics company headquartered in Mumbai, India, with over four decades of industry expertise. The company operates across five continents, serving more than 700 locations worldwide. Om Freight is ISO certified and affiliated with leading global organisations, including IATA, FIATA, WCA, GLPN, FFI, and MTO. The company prioritises technology integration, offering paperless documentation, GPS tracking, and real-time shipment monitoring to enhance operational efficiency. Its services encompass international freight forwarding, customs clearance, vessel agency operations, transportation, warehousing, and distribution. Key offerings include customs clearance (air, sea, LCL, break bulk, bulk, ODC, super ODC), freight forwarding, project and charter services, nominated cargo handling, domestic transport, inventory management, and material handling. Additional services cover bonded trucking, trans-shipping, cross trade, and post-shipment activities. In FY 2025, Om Freight handled cargo volumes totaling 6.69 crore metric tons. In India, it operates through 28 branches and maintains an extensive international network covering over 800 destinations via strategic partnerships. The company owns 135 commercial vehicles and equipment—including cranes, forklifts, trailers, payloaders, tippers, and vessels—and collaborates with 22 logistics partners to support its operations.

Strength

End-to-End Logistics Services and Solutions: Om Freight Forwarders Limited provides comprehensive end-to-end logistics services, designing solutions to meet the diverse requirements of its clients across all logistics operations. By leveraging integrated services from a single 3PL provider, the company enhances time and cost efficiencies, encouraging clients to rely on its offerings. Its portfolio includes transportation and distribution, warehousing, in-factory logistics, and other value-added services. Domestically, it provides short, medium, and long-haul transport along with in-city distribution, while internationally, it offers freight forwarding services. Multi-user warehousing options, including bonded and regular facilities, are also available. Value-added services such as packaging, palletizing, and post-shipment activities complement its offerings. Om Freight Forwarders Limited's business development and solutions design teams specialize in creating customized logistics solutions that improve service quality, cost efficiency, scalability, and visibility across clients' supply chains. Its extensive pan-India network and diversified service portfolio have enabled long-term partnerships, such as a decade-long relationship with a leading steel producer, supporting seamless logistics globally.

Track Record of High-Quality and Efficient Service Delivery: Since its incorporation in 1995, Om Freight Forwarders Limited has established a reputation for reliable logistics services across freight forwarding, bulk cargo handling, over-dimensional cargo, and specialized goods requiring safety and quality oversight. Its process-oriented approach ensures standardized service levels that consistently meet or exceed client expectations. Commitment to excellence is underscored by certifications, including ISO 9001:2015 (Quality Management), ISO 14001:2015 (Environmental Management), and ISO 45001:2018 (Occupational Health and Safety Management), reflecting the company's focus on service quality, environmental responsibility, and workforce safety.

Operational Capabilities of Its Own Fleet: Om Freight Forwarders Limited operates a robust in-house fleet, equipped with cranes, forklifts, trailers, payloaders, tippers, and vessels to ensure smooth logistics operations. As of March 31, 2025, a team of 134 skilled equipment operators maintains operational readiness, minimizing downtime while maximizing fleet performance and reliability.

Building Long-Term Client Relationships: Om Freight Forwarders Limited emphasizes quality service and long-term client engagement. High contract renewal rates highlight client trust and satisfaction in its consistent delivery. The company differentiates itself in a competitive logistics market through customized, quality-driven services, strategic employee training, and a strong focus on understanding client requirements. This approach supports operational excellence while expanding service offerings and growing its client base.

Presence Across Diverse Industry Verticals: Om Freight Forwarders Limited provides flexible, value-added logistics solutions to clients across multiple industry sectors, including minerals, mining & steel, coal, oil & gas, energy & power, FMCG, EPC & infrastructure, and tyre manufacturing. With over 1,600 clients, the company leverages cross-industry knowledge to enhance service delivery. Long-term client relationships and active engagement allow the company to achieve economies of scale, reduce costs, and optimize operations. Its services cover cargo loading/unloading, transportation, fleet chartering, equipment rentals, and port services, ensuring end-to-end logistics support.

Technological Integration: Om Freight Forwarders Limited integrates advanced technology to deliver cost-efficient, customized logistics solutions. Its systems enable real-time vehicle tracking, end-to-end visibility, timely interventions, supply chain optimization, inventory management, and seamless integration with client systems. Technology-driven planning ensures adherence to transit timelines, network optimization, and cost-effective operations, addressing complex industry-specific challenges and improving overall service efficiency.

Strategy

Continued Investment in Fleet and Earthmoving Equipment: Om Freight Forwarders Limited is committed to strategic investments in its fleet and earthmoving equipment to enhance asset utilization and achieve economies of scale. By strengthening its internal fleet, the company reduces reliance on third-party service providers and integrates its logistics offerings more effectively with clients' supply chains, enabling cross-selling of services and creating additional value. Over the three-year period ending March 31, 2025, Om Freight Forwarders Limited invested ₹8.52 crore ₹48.67 crore, and ₹5.26 crore, respectively, in vessels, vehicles, and plant & machinery. As of March 31, 2025, its total gross block of heavy vehicles and plant & machinery stood at ₹78 crore. In line with its asset-based business model, a portion of the proceeds from the current issue will be utilized to acquire additional commercial vehicles and equipment, further enhancing operational capacity and service quality. Notably, the company acquired the vessel Bharadwaj from VBulk MPP AS, Oslo, Norway, and Vishwa Venture Inc., RAKICC, on November 1, 2023, for USD 3,925,000.

Leveraging Changing Dynamics of the Logistics Industry: Om Freight Forwarders Limited actively leverages shifts in the logistics sector, particularly post-GST implementation, which has prompted companies to prioritize market efficiency over tax efficiency. According to CRISIL, the warehousing sector has moved towards larger, technology-enabled facilities that offer scale and cost efficiencies. In response, Om Freight Forwarders Limited focuses on providing large-format, multi-user, technologically advanced warehouses catering to FMCG, consumer durables, and e-commerce clients. By integrating automation and value-added services, the company enhances operational efficiency while consolidating fragmented operations into fewer, larger facilities. This positions Om Freight Forwarders Limited as a key provider of scalable, modern, and efficient logistics solutions, ready to serve the growing 3PL and e-commerce segments.

Establishing Additional Warehouse Facilities for Economies of Scale: Om Freight Forwarders Limited is developing additional large-format, multi-user warehouse facilities in Bhiwandi, Maharashtra, funded through internal accruals. Strategically located near the Mumbai-Nashik Express Highway, these facilities expand storage capacity, reduce lead times, and optimize distribution operations. By minimizing loading/unloading delays and reducing reliance on third-party warehouses, the company enhances inventory control and operational efficiency. The warehouses will incorporate automation, real-time tracking, and data analytics, offering improved supply chain visibility and service reliability. Built to industry standards, these facilities will support diverse warehousing and value-added services while increasing utilization rates through client acquisition.

The organized warehousing sector has seen strong demand recovery post-COVID-19, with net absorption stabilizing at 40–45 million square feet in fiscal 2024, driven by 3PL demand and e-commerce growth. Supply growth is projected at 15–20% year-on-year in fiscal 2025, with long-term demand for Grade A and B warehouses in top Indian cities expected to grow at a CAGR of 11–16% through 2029. Retailers increasingly adopt omni-channel strategies and maintain inventory near city limits, driving the expansion of fulfillment centers and dark stores. 3PL providers are expected to continue seeing robust demand from sectors such as electronics, FMCG, white goods, and retail, as they provide cost efficiencies and advanced analytics for optimized logistics.

Advanced Technology Integration: Om Freight Forwarders Limited integrates advanced technologies to enhance operational efficiency and client experience. Its transportation management system enables real-time information exchange across client and service provider networks, while warehouse management systems ensure faster market accessibility. Internet of Things (IoT) projects, advanced employee transportation services, and analytics-driven decision-making further strengthen supply chain visibility, operational performance, and customer satisfaction across the logistics value chain.

Risk Factor

- Om Freight Forwarders Limited derives a significant portion of its revenue from operations from its top ten customers, with its single largest customer contributing more than 11.60% of total revenue from operations for the year ended March 31, 2025.
- The company's performance is closely linked to the industries in which its customers operate. Fluctuations or downturns in these industries could lead to the loss of customers, reduced volumes of work, or lower pricing for the services offered by Om Freight Forwarders Limited.
- A substantial portion of Om Freight Forwarders Limited's revenue is derived from customers based in Maharashtra, accounting for more than 85% of revenue from operations for the year ended March 31, 2025. Any adverse developments in this region, including economic slowdowns, political instability, or natural disasters, could materially affect the company's revenue and overall financial performance.
- Om Freight Forwarders Limited has not entered into long-term agreements with shipping companies but has developed enduring relationships over time. Any disputes with these companies could have a significant impact on its business operations.

Peer Comparison

Co_Name	Total Income	PAT	EPS	P/E	P/BV	BV	FV	Price	Mcap
Tiger Logistics	536.31	27.01	2.56	19.48	3.81	13.08	1	49.87	527.25
AVG Logistics	551.52	21.33	14.01	16.08	1.38	163.76	10	225.35	339.33
Total Transport	665.24	8.93	7.20	10.26	1.43	51.76	10	73.86	119.11
Patel Integrated	342.09	7.60	1.11	13.58	0.86	17.48	10	15.07	104.89
OM FREIGHT FORWARDERS LIMITED-RHP	490.14	21.99	6.53	20.67	2.30	58.77	10.00	135.00	454.62

***Peer companies financials are TTM based**
*****OM FREIGHT FORWARDERS Ltd. Financial are based on FY25**

Valuation

Considering the P/E valuation, on the upper end of the price band of Rs.135, the stock is priced at pre issue P/E of 19.56x on an FY25 EPS of Rs.6.90. Post issue, the stock is priced at a P/E of 20.67x on its EPS of Rs. 6.53. Looking at the P/B ratio at Rs. 135 pre issue, book value of Rs. 54.44 of P/Bvx 2.48x. Post issue, book value of Rs.58.77 of P/Bvx 2.30x.

Considering the P/E valuation, on the lower end of the price band of Rs.128, the stock is priced at pre issue P/E of 18.55 x on FY25 EPS of Rs. 6.90. Post issue, the stock is priced at a P/E of 19.60x on its EPS of Rs.6.53. Looking at the P/B ratio at Rs.128 pre issue, book value of Rs. 54.44 of P/Bvx 2.35x. Post issue, book value of Rs.58.77 of P/Bvx 2.18x.

Industry Outlook

India's logistics sector is a vital driver of economic growth, contributing 13-14% to the GDP and supporting industries like manufacturing, agriculture, retail, and e-commerce. Despite its importance, the sector faces challenges such as high logistics costs, inefficiencies in transportation, and fragmented supply chains. However, improvements in infrastructure, technology adoption, and government initiatives like the National Logistics Policy and PM Gati Shakti are transforming the sector. The rise of e-commerce, sustainability efforts, and investments in digitalization are enhancing efficiency, while the government's focus on infrastructure development and foreign investment is making India's logistics sector more competitive globally. These advancements position India to become a major player in global supply chains and drive economic growth.

Outlook

Om Freight Forwarders Limited is well-positioned for sustained growth, leveraging its comprehensive end-to-end logistics services, robust in-house fleet, technological integration, and strong client relationships across diverse industries. Its strategic investments in fleet expansion, large-format warehouses, and automation enhance operational efficiency, scalability, and service quality. While growth opportunities are supported by rising 3PL and e-commerce demand, the company remains exposed to customer concentration, regional dependency, and industry-specific fluctuations. Focused risk management and continued service excellence underpin its long-term prospects.

An Indicative timetable in respect of the Issue is set out below:

EVENT	INDICATIVE DATE (On or about)
BID/ISSUE OPENS ON	29-September-25
BID/ISSUE CLOSES ON	03-October-25
Finalisation of Basis of Allotment with the Designated Stock Exchange	06-October-25
Initiation of refunds (if any, for Anchor Investors)/unblocking of funds from ASBA Account	07-October-25
Credit of Equity Shares to Demat Accounts of Allottees	07-October-25
Commencement of trading of the Equity Shares on the Stock Exchanges	08-October-25

Annexure

Consolidated Financials

Profit & Loss

Rs. in Cr.

Particulars	Period ended 31-Mar-25 (12 Months)	Period ended 31-Mar-24 (12 Months)	Period ended 31-Mar-23 (12 Months)
Revenue from operations	490.14	410.50	471.14
Total expenditure	452.42	398.54	437.81
Operating Profit	**37.71**	**11.96**	**33.33**
OPM%	7.69	2.91	7.07
Other Income	3.92	10.82	22.21
Total Net Income	**41.63**	**22.78**	**55.54**
Interest	2.57	3.44	15.99
PBDT	**39.06**	**19.34**	**39.56**
Depreciation	9.92	5.86	3.71
Profit/ (loss) before Share of profits / (loss) in associate entity, exceptional items and tax	**29.14**	**13.48**	**35.85**
Share of profits / (loss) in associate entity	0.37	0.34	0.58
Profit/ (loss) before tax	**29.51**	**13.83**	**36.43**
Tax	7.52	3.48	9.27
Profit & Loss	**21.99**	**10.35**	**27.16**

Balance sheet is on next page

Balance Sheet

Rs. in Cr.

Particulars	As on 31-Mar-25	As on 31-Mar-24	As on 31-Mar-23
Non-current assets			
Property, Plant and Equipment	95.06	70.19	26.09
Intangible assets	0.66	0.54	0.66
Capital Work In progress	0.04	0.00	0.00
Right-of-use assets	2.29	1.64	1.67
Financial assets	**0.00**	**0.00**	**0.00**
Investments	21.07	10.92	7.43
Other financial assets	5.84	17.22	27.66
Other Non-Current Assets	1.13	0.90	0.35
Total non-current assets	**126.09**	**101.40**	**63.86**
Current asset			
Financial Assets			
Investments	6.55	3.03	4.67
Trade receivables	109.78	103.53	79.60
Cash and cash equivalents	17.86	24.06	19.83
Other Financial Assets	24.47	14.28	13.04
Current Tax assets (net)	4.59	5.70	10.12
Other current assets	22.69	16.86	114.06
Total current assets	**185.94**	**167.45**	**241.32**
Total Assets	**312.02**	**268.84**	**305.18**
Non-current liabilities			
Financial liabilities			
Borrowings	12.68	13.30	7.59
Lease Liabilities	1.23	0.96	0.59
Provisions	5.63	4.39	4.10
Deferred tax Laibilities (Net)	0.90	0.40	-1.01
Total Non- Current liabilities	**20.44**	**19.05**	**11.27**
Current liabilities			
Financial Liabilities			
Borrowings	14.28	11.17	-0.06
Lease Liability	1.15	0.74	1.10
Trade payables- Total outstanding dues of micro and small enterprises	4.90	2.68	0.00
Trade payables-Total outstanding dues of creditors other than micro and small enterprises	35.57	40.19	22.65
Other Financial Liabilities	27.59	24.86	112.02
Provisions	4.40	3.73	4.22
Other Current Liabilities	30.23	14.85	14.74
Total - Current Liabilities	**118.12**	**98.22**	**154.67**
Total Liabilities	**138.55**	**117.26**	**165.94**
Net worth represented by:			
Equity share capital	31.87	0.11	0.11
Other equity	141.61	151.47	139.13
Total Equity	**173.47**	**151.58**	**139.24**

RANKING METHODOLOGY

WEAK	★
NEUTRAL	★★
FAIR	★★★
GOOD	★★★★
EXCELLENT	★★★★★

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