

February 10, 2025

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 BSE Scrip Code: 543954	To, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (East), Mumbai - 400 051 NSE Symbol: ATL
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Dear Sir/Madam,

Subject: Investor Presentation

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "**Listing Regulations**"), read with Clause 15 of Part A of Schedule III of the Listing Regulations, we are enclosing herewith the Investors Presentation for the third quarter and nine months ended December 31, 2024 to be discussed at Earnings Conference Call.

The aforesaid information shall be made available on the Company's website at www.allcargoterminals.com.

We request you to take the above on record.

Thanking you,

Yours faithfully,
For **Allcargo Terminals Limited**

Malav Talati
Company Secretary & Compliance Officer
Membership No: A59947

Encl: a/a



SAFE HARBOR

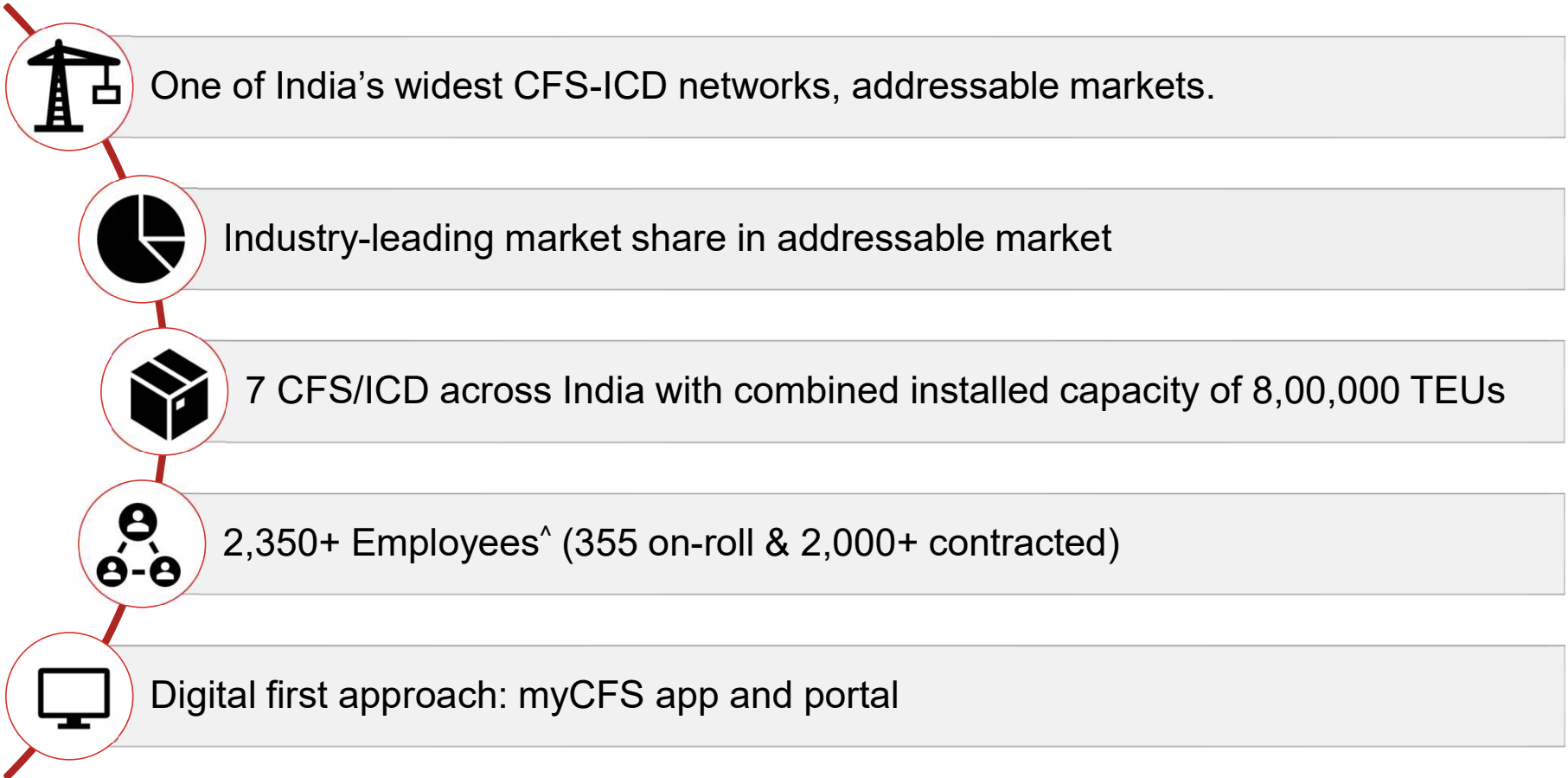


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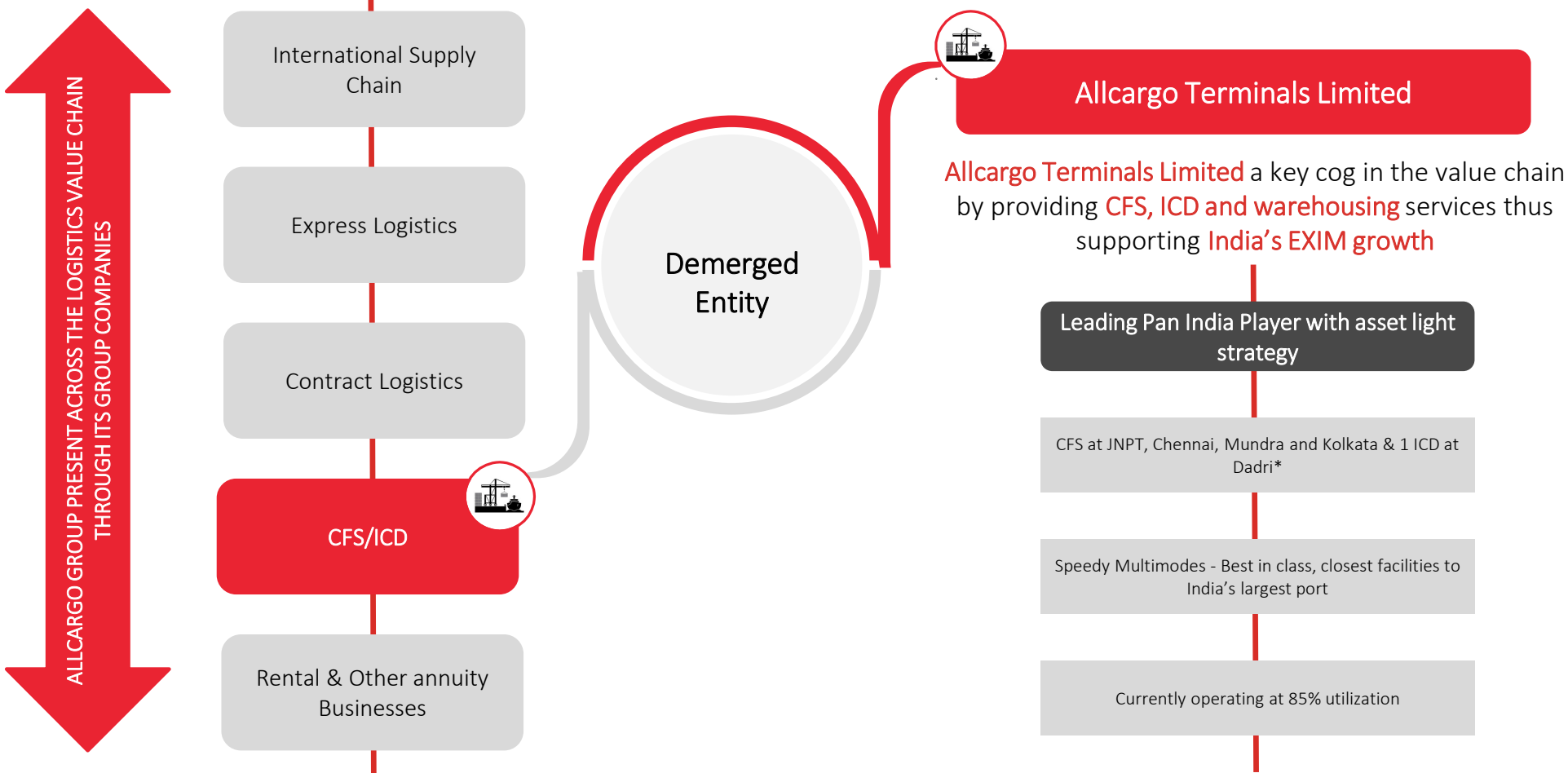
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INDIA'S LEADING CFS PLAYER



[^]data as of 31st March, 2024

PEDIGREE – ALLCARGO GROUP



* JV with CONCOR

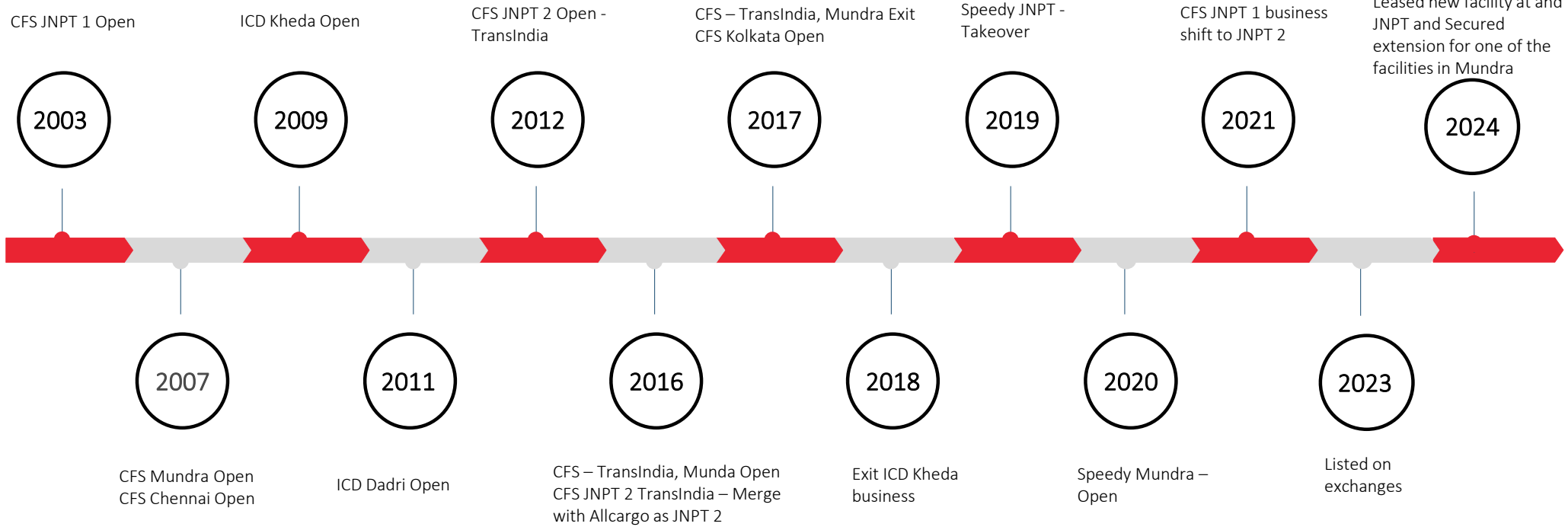
ALLCARGO TERMINALS TIMELINE



Purchased land at Mundra

Bought HORCL stake

Leased new facility at and JNPT and Secured extension for one of the facilities in Mundra



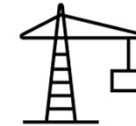
ALLCARGO TERMINALS – SERVICES OFFERED



Containerized
Cargo Services



Break Bulk Cargo



Specialized
Cargo Handling



Reefer Monitoring
Service



Bonded & Non-
Bonded Warehouse



Direct Port
Delivery



Hazardous Cargo



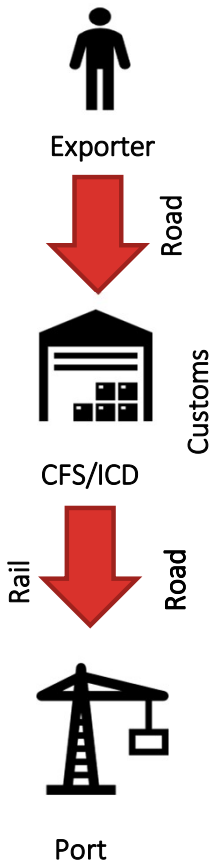
First & Last Mile
Delivery



ISO Tank

CFS/ICD - CRITICAL TO PORT EXIM OPERATIONS

Export Process



Need for CFS and ICD

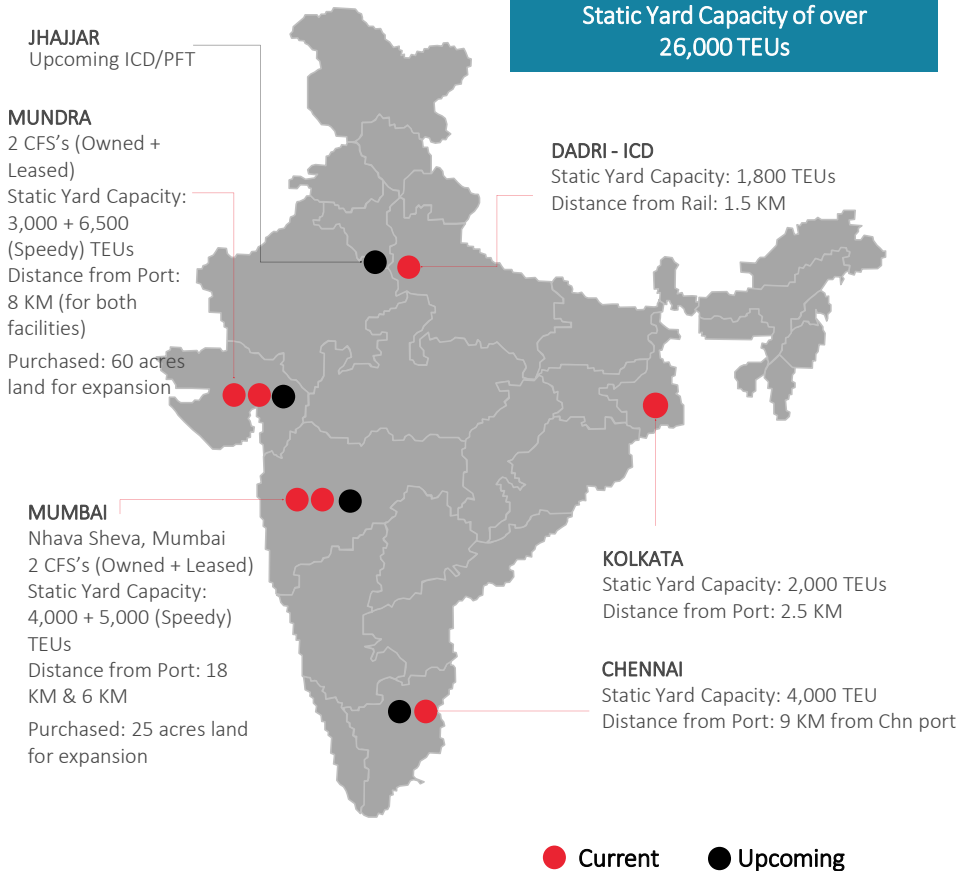
- CFS & ICDs act as hubs in the logistics chain of a multi-modal transport logistics system.
- Helps in decongestion of ports by shifting cargo and customs related activities outside the port area
- Enables consolidation and desegregation of LCL cargo
- Provides handling, storage and value-added services
- Maintains shipment data and acts as serving point for shipping lines
- Optimization of transport and inventory cost

Import Process



ATL: LEADING PLAYER WITH PAN INDIA NETWORK

Strategically Located Assets with Robust Operational Capabilities



Strategic Location of all the Assets

Widest pan India presence along with multi-city consolidation network

Presence on 4 ports which drives >80% of India's container traffic

Best placed to capture the DFC driven ICD opportunity

Robust Operational Capabilities

Expertise in handling & monitoring ODC, Reefer Containers and Hazardous Cargo movements

Market leader in JNPT and Mundra, amongst the top 3 CFS operators in Kolkata and Chennai

Operational Support



DPD Management

Empty Storage & Management

Equipment Repairs and Maintenance

Customised Reports

Last Mile Delivery

SIZE AND CAPACITY OF OUR FACILITIES



Facility	Acreage	Total WH Space (sqm)
ATL JNPT*	43	37,500
Speedy JNPT	53	34,616
ATL Mundra	16	12,000
Speedy Mundra	40	18,750
ATL Chennai	24	4,645
Dadri	10	5,245
ATL Kolkata	17	2,622
Total	203	1,15,378

*Capacity expansion in JNPT in progress

DIGITAL FIRST INITIATIVES

DIGITAL CUSTOMER JOURNEY



DATA BASED DECISIONS

67%

Activities pertaining to documentation / counters in CFSs now digitally enabled

70%

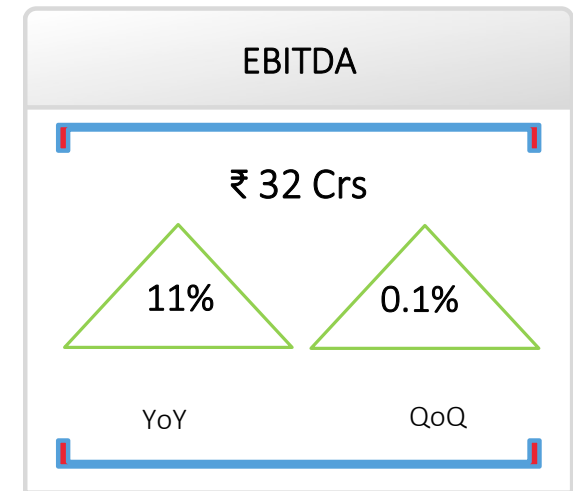
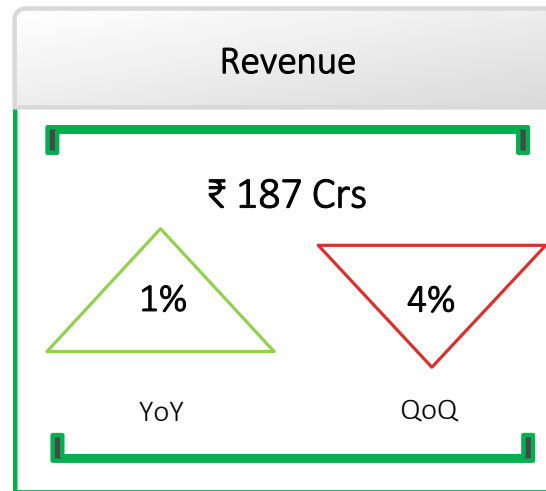
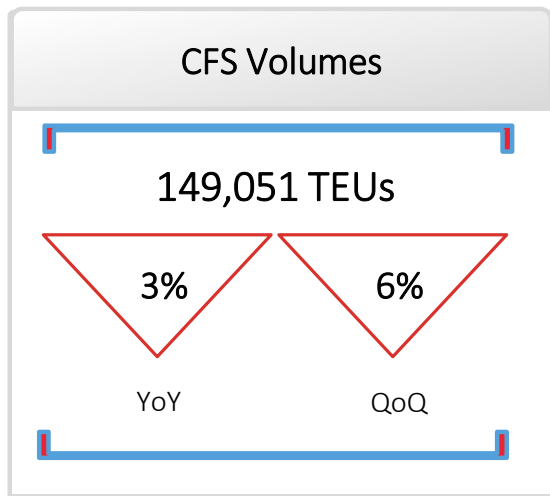
Active customers onboarded on the myCFS portal/App

DATA DRIVEN DECISION-MAKING

ENHANCED CUSTOMER EXPERIENCE

ONE IN ALL DIGITAL PLATFORM

Q3FY25 KEY FINANCIAL HIGHLIGHTS – CONSOLIDATED



- EBITDA and revenue growth continues – YTD growth of 5% and 4% respectively.
- YTD volumes ahead of previous year; QoQ dip on the back of a strong Q2
- Board approved acquisition of 15% stake in existing subsidiary, Speedy Multimodes via share-swap deal; post transaction Speedy becomes 100% subsidiary of ATL
- Successful in securing extension of Speedy Mundra facility partnership with CWC for six more years
- Capacity expansion in JNPT with additional lease of 22 acres adjacent to existing facility

INDIA EXIM - MACRO OUTLOOK

GDP Growth

- India expected to continue being world's fastest growing major economy.
- IMF has projected India's GDP to grow at 7.0% in financial year 2025 & 6.5% financial year 2026

EXIM Trade

- Government initiatives like Foreign Trade Policy are aimed towards making India an export hub

Gati Shakti Master Plan

- Gati Shakti is expected to reduce logistics cost
- With commissioning of DFC tracks significant improvement in efficiency of freight transportation is expected

Manufacturing Boost

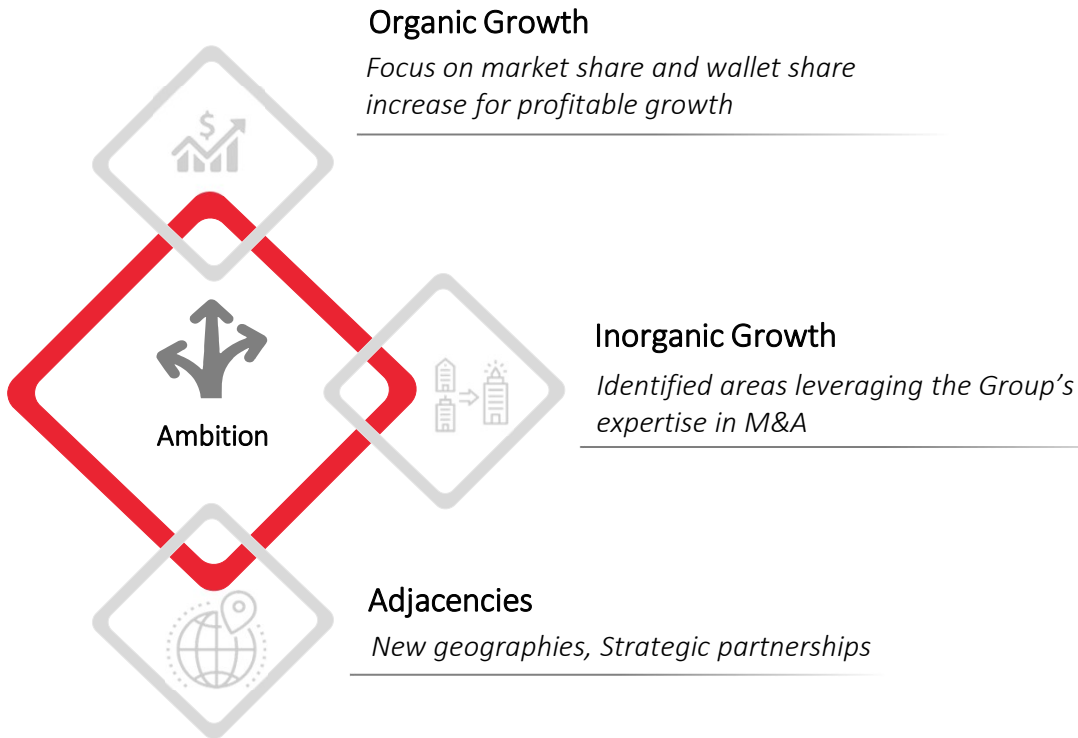
- Schemes like Make in India and Production Linked Incentives (PLI) targeted at key manufacturing sectors are attracting foreign investments and boosting local manufacturing

Upcoming Port

- Government of India announced 13th Major Port – Wadhavan in Maharashtra. This is a greenfield project with an estimated investment of \$9.2bn

Macro growth drivers are expected to boost trade by lowering costs, increasing efficiencies and reducing barriers. All India port cargo is expected to rise at ~6% CAGR between FY24-30. ATL on the back of its PAN India presence is bound to benefit from this growth.

ATL: KEY PILLARS



The building blocks to deliver Customer Delight across our businesses to power our ambition



People Power

Build & buy approach for talent, new strides in Diversity and Capability enhancement



Digital

Upgrading to latest solutions and digital ways



Ops Excellence

Reliability at its core



Future Fit

Build Strong Governance, and Sustainability as core value

ATL: DEDICATED FREIGHT CORRIDOR – OPPORTUNITIES GALORE FOR ICD

Advantages of DFC



The eastern dedicated freight corridor will have a route length of 1,856 kms



The western dedicated freight corridor will have a route length of 1,483 kms



Increase in the average speed of goods train from 25kms/hr to 70kms/hr will lead to higher turnaround



Double-stack containers and increased train length will lead to considerable increase in volumes

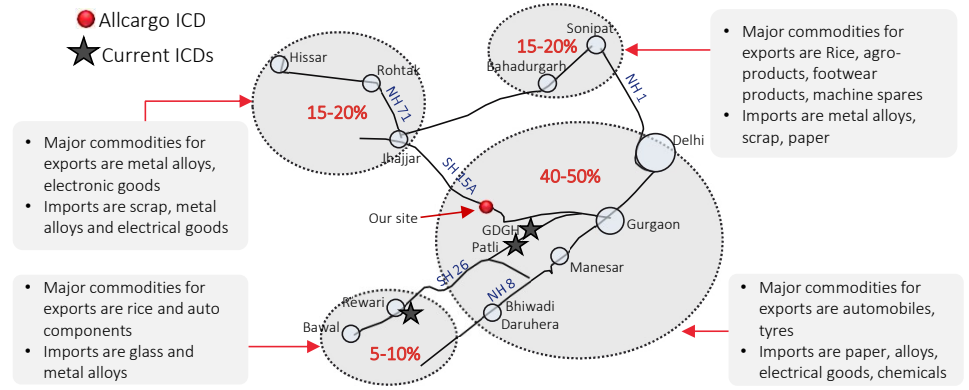


Will connect the existing ports and industrial areas for faster movement of goods



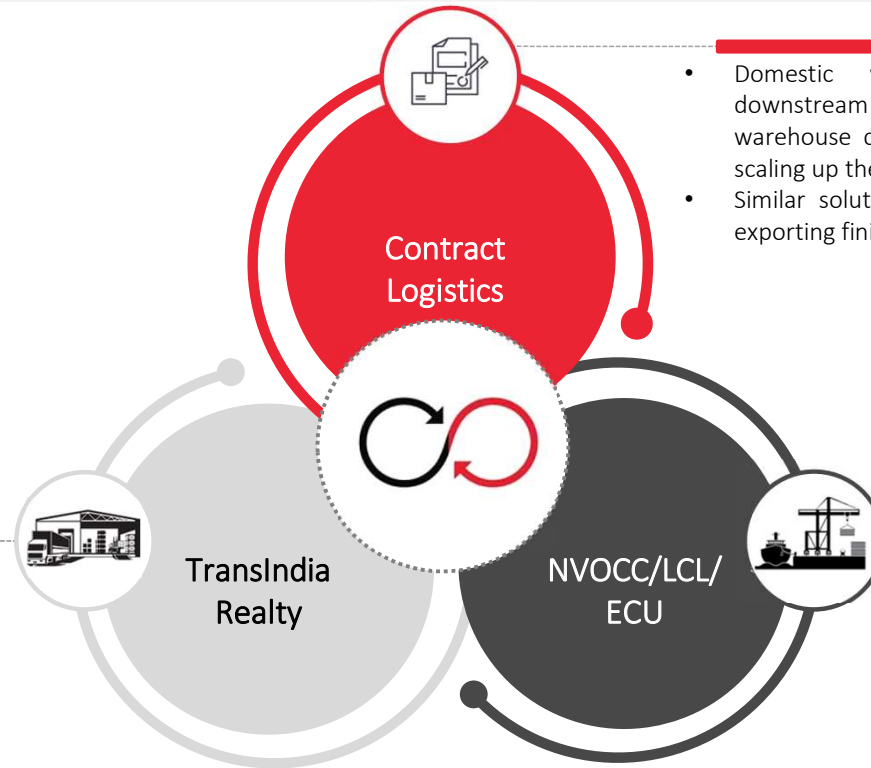
DFC to decongest the railway network and will help in reducing the logistics cost along with increasing share of rail to logistics

Advantage Jhajjar: Hinterland container traffic in NCR region



Feature	Existing	On DFC
Moving Dimensions		
Height	4.265 km	7.1 m for Western DFC 5.1 for Eastern DFC
Width	3200 mm	3660 mm
Container Stack	Single Stack	Double Stack
Train Length	700 m	1500 m
Train Load	5,000 Ton	13,000 Ton

ATL: SYNERGIES WITH ALLCARGO GROUP



- Domestic warehousing solutions for Imports downstream of Ports. We have already built warehouse close to our JNPT CFS and in process of scaling up the bundled CFS-Warehouse solutions
- Similar solutions can be provided to our customers exporting finished goods

- As one of the largest FCL and LCL consolidators internationally, the Freight consolidators are already a huge partner for CFS/ICD business in terms of complimentary service offerings, end to end solutions and driving business for each other
- As both ACL and ATL look to grow, the opportunities to synergize will only grow further

As a growing CFS/ICD we are constantly looking to add facilities in key locations. TransIndia strategic investments in land banks and Infra development will be playing a key support role

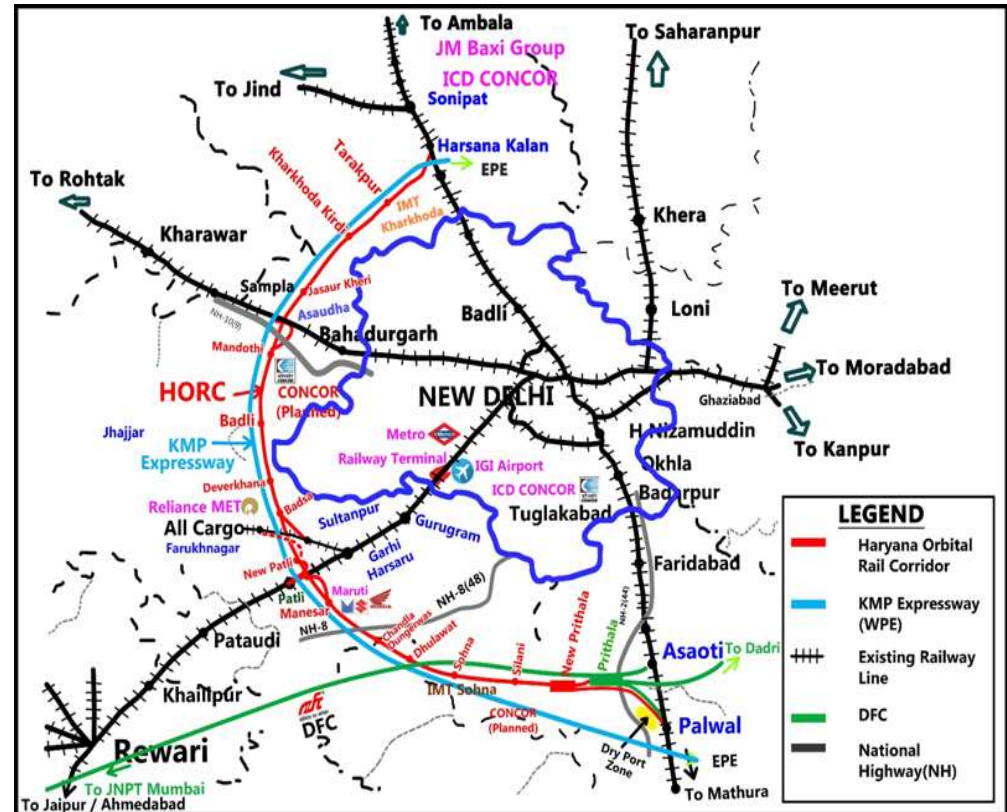
Apart from Business specific synergies, we have created a **Cross-sell function** internally to grow the cross-selling/up-selling and creating Corporate sponsored KAM for large accounts who will focus on **maximizing the wallet share** of logistical spends within the Group entities

STRATEGIC INVESTMENT IN HORCL FOR MMLP FARUKHNAGAR (1/2)

Investment Rational

- ATL aims to expand and **diversify** its operations into **Multi-Modal Logistics Parks and Inland Container Depots**.
- To leverage both the DFC and Indian Railways (IR) the company has **invested in the HORCL**, which is executing **HORC project to connect Farukhnagar with the DFC**.
- Transaction involves acquiring **7.6% stake in HORCL from Allcargo Logistics for Rs. 115 Cr.**
- Additionally, ATL will be required to invest **Rs. 22.8 Cr in HORCL by subscribing to 2.28 Cr equity shares** at a future date when HORCL makes call for additional subscription.
- Stake purchase will be financed by way of long-term debt.

Location



STRATEGIC INVESTMENT IN HORCL FOR MMLP FARUKHNAGAR (2/2)

Strategic Advantages of MMLP at Farukhnagar

- With HORCL & DFC connectivity, MMLP Farukhnagar will attract the northbound EXIM container volume to and from **Mundra, Pipavav & JNPA ports, eliminating the issue of engine reversal on IR network.**
- **Share of high speed rail network** including Western DFC and HORCL will be significant in case of MMLP Farukhnagar, thus enabling ATL to serve the trade faster along with greater load carrying capacity.
- Proximity to **Kundli-Manesar-Palwal (KMP) Expressway & National Highway 352** will enable quick deliveries and facilitate shifting on-road cargo to rail thus reducing cost.
- MMLP Farukhnagar will serve as a logistics hub for **Model Economic Township (MET)**, which is being developed by Model Economic Township Limited (METL) a fully owned subsidiary of Reliance Ventures Limited, which is a 100% subsidiary of RIL. METPL is a fully integrated industrial township with investments from Japan, South Korea, France, Sweden and India amongst other countries.

Key Objectives of HORCL

- To provide connectivity to DFC at Prithala, thereby increasing export of agri products, automobile and auto mobile parts, cement, electric and electronics, stainless steel products etc.
- To provide direct connectivity to Gurugram, Faridabad, Ballabgarh, Palwal, Manesar & Farukhnagar with all the districts of Haryana.
- To provide peripheral link which will help in industrial growth of cities around Delhi.
- To increase rail share by diversion of freight from existing road-based modes to railways.



BOARD OF DIRECTORS



SURESH KUMAR RAMIAH

Managing Director

- Seasoned industry leader with nearly 30 years' experience in building and growing businesses across logistics, telecom, consumer, and media industries.
- Champion of change management and digital transformation, he is a mechanical engineer with an MBA from IIM Bangalore.



KAIWAN KALYANIWALLA

Chairman and Non-Executive Non-Independent Director

- Senior counsel with sharp focus on governance.
- Solicitor and Advocate of the Bombay High Court & Senior Partner in a prestigious law firm.
- Member of the investment committee of a SEBI registered real estate fund and NBFC and serves on other reputed boards.



VAISHNAVKIRAN SHETTY

Non-Executive Non-Independent Director

- A leader with digital first mindset, he leads digitalization and technology initiatives through integration of diverse tools and initiatives across group companies.
- He was instrumental in launching ECU360 and driving its global adoption.
- Bachelors degree from the prestigious Emory University.



RADHA AHLUWALIA

Non-Executive Independent Director

- Highly regarded mentor and business leader. She was associated with IMA as Managing Director for over 15 years and has worked at Lufthansa and World Bank.
- She has created leadership networks and is highly committed to the development of startup ecosystem, employment generation etc



MAHENDRAKUMAR CHOUHAN

Non-Executive Independent Director

- Professor, Author and board advisor on corporate governance, sustainability and integrated reporting.
- He was the Chairman of Fino Payment Bank and advises boards across diverse domains including financial services, education, online marketplaces, pharma, logistics and manufacturing.



PRAFULLA CHHAJED

Non-Executive Independent Director

- A fellow and practicing member of the Institute of Chartered Accountants of India (ICAI) and member of CPA (Australia).
- Served as an Independent Director in Insurance Regulatory & Development Authority (IRDA) and as member of Primary Market Advisory Committee of SEBI.

MANAGEMENT TEAM - ALLCARGO TERMINALS



CAPT. ASHISH CHANDNA

Chief Executive Officer

- A leading name in the logistics industry. He cofounded Speedy Multimodes , one of the leading CFS facilities at JNPT, Mumbai.
- He is an angel investor and new age leader.
- He was a sea fearer before venturing into the CFS business.



PRITAM VARTAK

Chief Financial Officer

- A chartered accountant with over two decades of experience in heading diverse finance functions.
- Proven track record of creating scalable finance function capable of supporting business growth & execution of transformational projects



SUMITA BANERJI

Head - Marketing

- Associated with the company for 10 years.
- Started with Shipping Corporation of India after completing her masters from Mumbai University.
- Spent a decade in Sri Lanka where she started her own company.



NITIN BEHL

Cluster Head – North & East

- An industry veteran with over 25 years experience.
- After joining Allcargo in 2011, he has spearheaded through several tides of the industry and delivered class apart service through the years.



RAHUL ARCHAREKAR

Operations Head – Pan India

- A shipping, logistics and port professional with 15+ years of experience.
- He has charted through national and international territories, browsing through freight forwarding, shipping Lines, container terminals making him the able leader that he is today



SOURAV DASGUPTA

Head: IT & Infrastructure

- Experienced professional with over three decades of experience across geography (USA, Europe, Singapore & India) in different domains like retail, BFSI, IT amongst others.



CAPT. SUNNY WILLAMS

Cluster Head – West Zone

- A proven leader with over 25 years of industry experience.
- Capt has spearheaded the build-up and expansion of Speedy as one of the prime CFS facilities amidst the competition.
- He has been instrumental in developing and implementing various Business policies, strategies and operational processes with major shipping lines.



VASANT SHETTY

Head: Human Resource

- Seasoned leader with over three decades of experience in the human resource domain.
- Rich experience of working at leading companies from varied sectors like manufacturing, IT, FMCG and construction.



DEBASHIS SETHI

Business Head – South Zone

- Accomplished leader with impressive track record in Logistics & Supply Chain.
- In previous role, he was with Saurashtra Freight, a Fairfax company, as President-CFS business
- He holds a bachelor's degree in Mechanical Engineering from KIIT Bhubaneshwar and pursued postgraduate studies in Operations, Finance & Strategy from IIM Ranchi

allcargo

TERMINALS



FINANCIALS

CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24	Y-o-Y
Revenue from Operations	187	185	1%	195	-4%	572	551	4%
Expenses	155	156		163		477	461	
EBITDA	32	29	11%	32	0.1%	95	91	5%
<i>EBITDA Margin (%)</i>	<i>17.3%</i>	<i>15.8%</i>		<i>16.6%</i>		<i>17%</i>	<i>16.4%</i>	
Other Income	2	6		2		6	8	
Finance cost	9	7		7		23	21	
Depreciation and amortisation expenses	13	14		13		40	40	
PBT before associates, joint ventures	13	14	-7%	14	-8%	38	37	2%
Share of profit from associates and joint ventures	2	2		2		5	3	
Profit before tax & exceptional items	15	16	-3%	16	-8%	43	40	6%
Exceptional items	-3	0		-3		-5	0	
Profit before tax	13	16	-19%	14	-9%	38	40	-7%
Tax expense	1	1		3		5	5	
PAT	12	15	-19%	11	4%	33	35	-8%
<i>PAT Margin (%)</i>	<i>6.3%</i>	<i>7.9%</i>		<i>5.8%</i>				
Diluted EPS (INR)	0.48	0.60		0.46		1.31	1.45	

THANK YOU



INVESTOR RELATIONS

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