



November 14, 2024

**National Stock Exchange of India
Limited**
Exchange Plaza, C-1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai – 400 051
Symbol: AVG

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001
Scrip Code: 543910

Subject: Investor presentation for Q2FY2024

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation for quarter and half year ended September 30, 2024.

Kindly take the same on record.

Thanking you,

Yours Faithfully
For AVG LOGISTICS LIMITED

Sanjay Gupta
Managing Director
DIN: 00527801

Regd. Office:
25, DDA Market, Savita Vihar,
Delhi-110092
Ph.: 8527494071

AVG LOGISTICS LIMITED

CIN No.: L60200DL2010PLC198327
E-mail: info@avglogistics.com
Website: avglogistics.com

Corporate Office: 102, 1st Floor,
Jhilmil Metro Station Complex,
Delhi-110095 Ph.: 8527291062
+91-11-22124356



»———— AVG LOGISTICS LIMITED ————>

Sustainable, Reliable, Integrated logistics for India's top businesses



Our Vision

We aim to be part of India's success story by being the most reliable and sustainable logistics partners to India's top businesses












AVG Logistics is a leading multi-modal transport company with strong growth across profitable segments



Company Overview

Established in 2010, AVG logistics has evolved into a dynamic force, becoming a trusted and leading multi-modal logistics solutions provider in India. The journey of AVG logistics is marked by **rapid growth, fueled by a dedicated team of logistics experts and a technologically advanced fleet to deliver customized full-stack solutions across transportation, warehousing, distribution, supply chain management, and 3PL services.** AVG Logistics aims to deliver **excellence with every mile through a relentless focus on customer centricity, and a dedication to staying at the forefront of industry technology.**

Key Facts

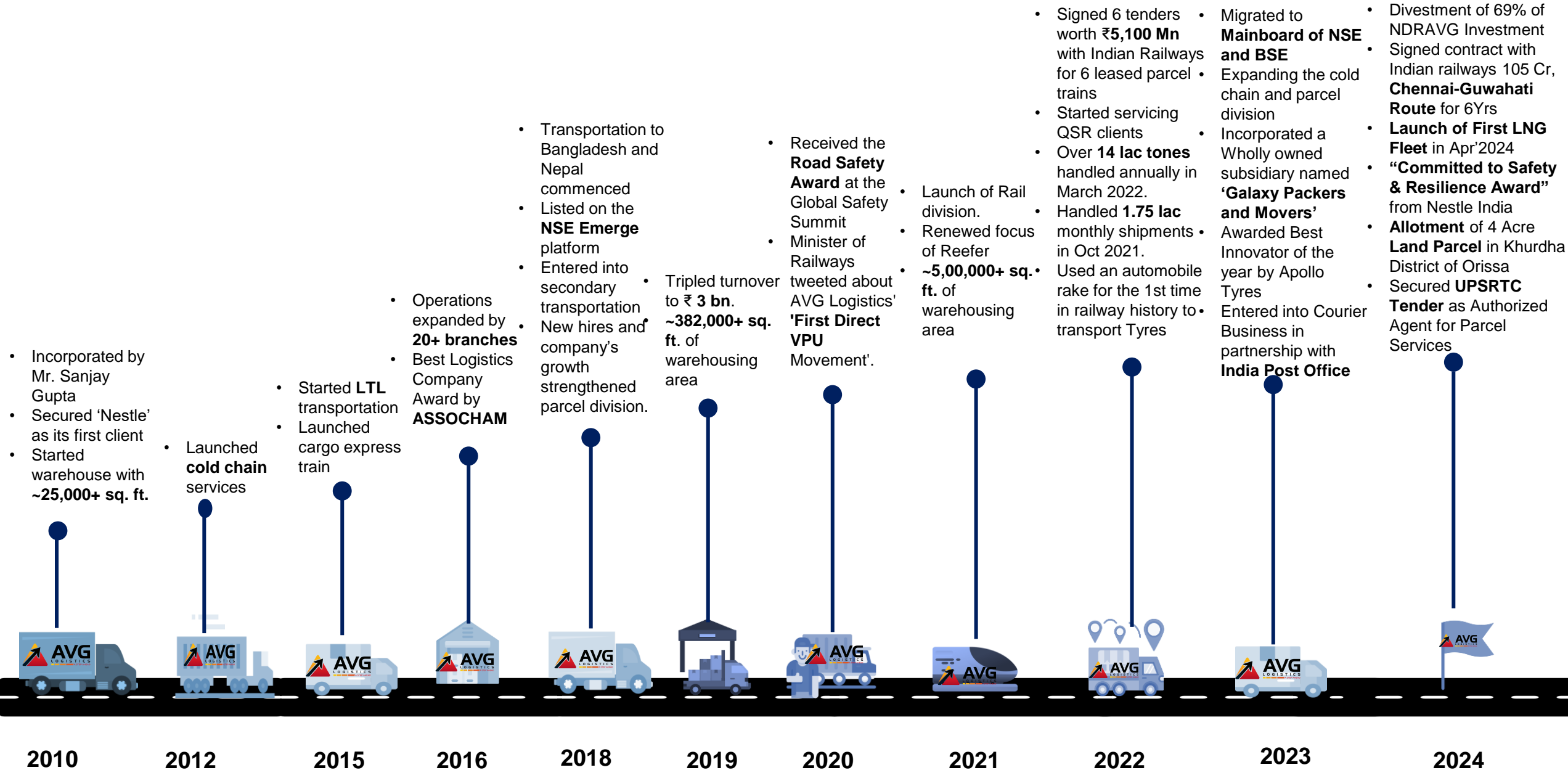
Reach	 International presence*	 19,000+ pin codes covered	 1,000+ Customers	 3000+ partner vehicles
Capabilities	 700+ Owned Vehicles	 60+ Branch Network	 7+ Rail Routes	 Carrying Capacity : 1 to 40 Tons
Financials	 FY24 Revenue ₹ 480 Cr	 FY24 EBITDA ₹ 109 Cr	 FY24 PAT ₹ 32 Cr	



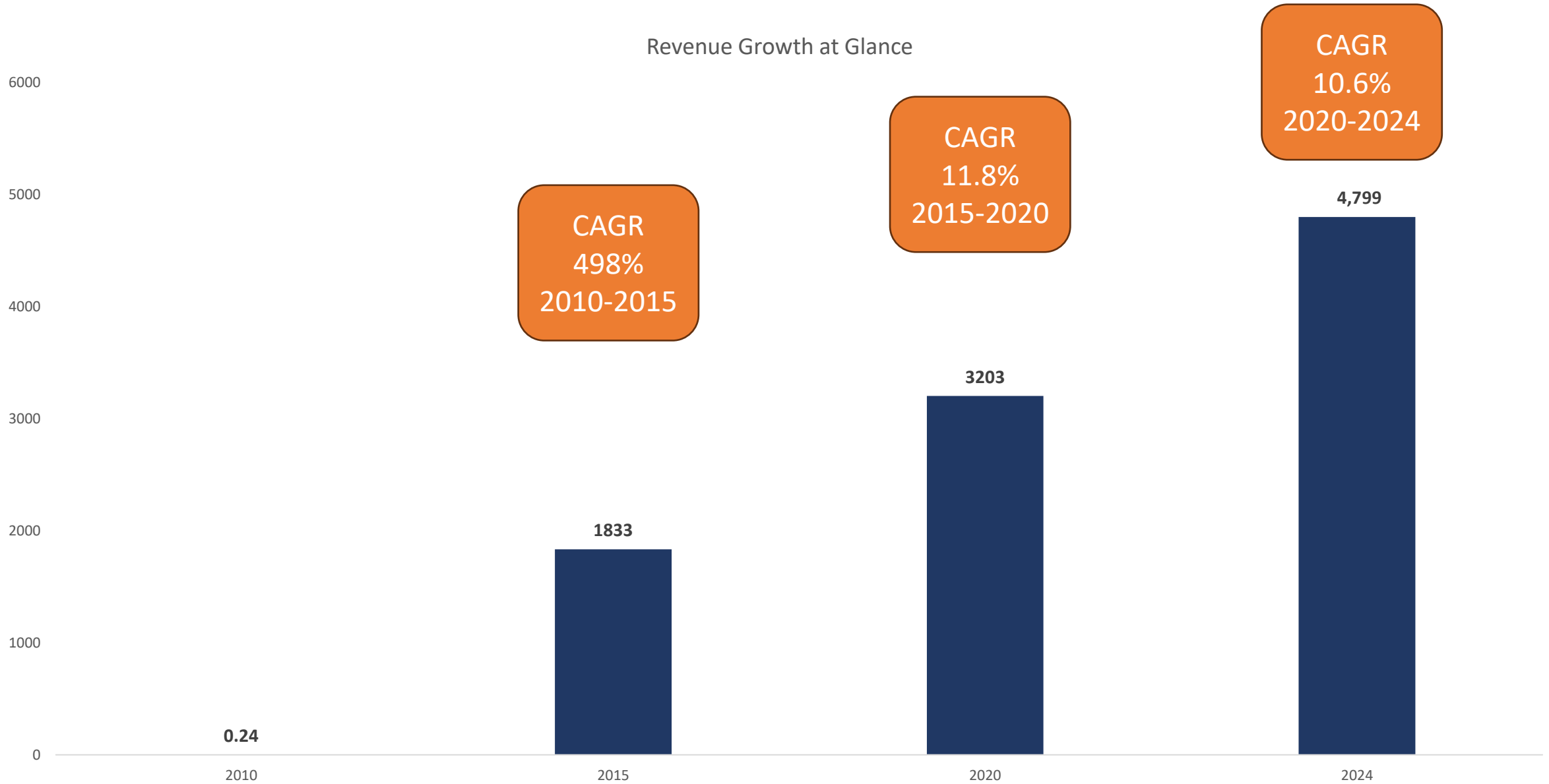
Mission

- To Build strategic partnerships with customers to enable them to achieve their supply chain goals.
- To Offer an integrated Multimodal network of Logistics solutions across varied industries.

Our evolution is a journey of transformation from strength to strength



Revenue Growth at Glance



AVG Leader in Multimodal Logistics Solution

Board of Directors

Strong Company Board supported by highly professional management team and consultants having deep knowledge of India and global exposure



Asha Gupta,
Whole time Director



Apoorva Chamaria,
Non- Executive Director



Top 100 digital marketers in India



Sanjay Gupta,
MD & CEO



Pawan Kant,
Independent Director



Ex-MD, CRWC; GM, CWC



Susheel Kumar Tyagi,
Independent Director



Led warehousing at Delhi Airport,
and Navi Mumbai in CWC



Shyam Sunder Soni,
Independent Director

30+ years in logistics

Management Team

Highly experienced team having decades of experience in Logistics Industry with expertise across various functions



Sanjay Gupta,
MD & CEO

Veteran logistics leader with 35+ years of extensive experience in logistics industry with rich experience in multi modal logistics management. His strong strategic thinking, customer servicing approach & interpersonal skills has helped AVG to achieve significant growth & various milestone in short span of 13 Years.



Vinayak Gupta,
VP Strategy

Mr. Vinayak joined AVG Business in September 2016 and has played a pivotal role in enhancing fleet operations, implementing new technology, driving cost reduction initiatives, and diligently monitoring progress. Mr. Vinayak holds a BSc in Mathematics from Delhi University and MSc in Management from the City University London.



Himanshu Sharma,
CFO

Mr. Sharma is a seasoned Finance & Business professional with 18 Years of Experience in Finance/ Treasury/ Audits/ FP&A / Business Analysis/ Commercials. Mr. Sharma spent 11+ Years time with Samvardhana Motherson Group and holds a Chartered Accountant certification with a B.Com degree.



Rajiv Agarwal,
Director Sales

30+ Years of extensive experience in Road Transport and Logistics industry. Mr. Agarwal founded Trimurti Cargo Movers Pvt. Limited (2007~2021) & brings entrepreneurship experience to the Management team of AVG Logistics. With decades of logistics experience



A S Manojkumar
Business Head

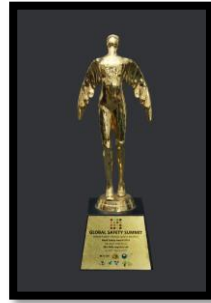
26+ Years of extensive experience focused on achieving exceptional results in highly competitive environment. An expert in multi tasking with strong team building skills. Very flexible and adaptive to the change management. Previously worked with Sodexo, JLL PAM, Writer Business Services, Adroit FMS, Voltas, Maclellan

Recognized for Excellence: Our Certifications and Awards

Government Recognized Awards



Assocham
Excellence Award



Environment Health
Safety Awards



Environment Health
Safety Awards



DGTA



NSE Emerge



Assocham Excellence
Award 2016



CII Scale Award 2023



NSE Limited & BSE
Limited



BSE Limited



NSE Emerge



NSE Limited



NSE Limited

Recognized for Excellence: Our Certifications and Awards

External Agencies Awards



The Economic Times
Global Logistics Show



India's Greatest
Leaders 2017-18



Cold Chain Industry
Awards by FSC



Cold Chain Industry
Awards by FSC



Inflection
Awards



India's Greatest
Brand 2017-18



Durables
Connect 2023



Concor EXIM Star
Award - 2016



Cold Chain Industry
Award by FSC



Cold Chain Industry
Award by FSC



Global Logistics
Excellence Awards



Memento of
Appreciation

Recognized for Excellence: Our Certifications and Awards

Customer Recognition Awards



JK Tyres



Apollo Tyres Limited



Indian Oil



Mahindra Transport Excellence Awards 2018



IndiaMart



GSK



Apollo Tyres Ltd



Nestle Limited



Business Excellence Award



Nestle
Commitment to Safety & Resilience Award

Recognized for Excellence: Our Certifications and Awards

ISO Certification



Certificate of Registration

(Quality Management System)

QFS MANAGEMENT SYSTEMS LLP

This is to Certify that the Quality Management System of

AVG LOGISTICS LIMITED

25, DDA MARKET, SAVITA VIHAR, DELHI-110092 (INDIA)

Has been found to be of the Quality Management System Standard

ISO 9001:2015

This certificate is valid for the following product or service range

PROVIDING TRANSPORTATION, WAREHOUSE & LOGISTIC SERVICES.

Certificate Number: **SCC/2309AO/1408**

1st Surv. Due on: **07.08.2024**

Initial Date of Certification: **08.09.2023**

2nd Surv. Due on: **07.08.2025**

Date of Certificate: **08.09.2023**

Date of Expiry: **07.09.2026**

Director:

Date: **08.09.2023**



The validity of certificate is subject to regular surveillance audit on or before above mentioned dates and its only valid after successful surveillance with continuation letter issued by QFS. It is issued subject to the continued availability of access at any time and without notice to the above named organization's premises for the purpose of assessment and surveillance regarding the standard named above and QFS terms and conditions.

QFS MANAGEMENT SYSTEMS LLP

A-27/H, Sector-16, Noida-201301, U.P., India
www.qfscerts.com
email: admin@qfscerts.com

Accredited by Standards Council of Canada

59 METCALFE STREET, SUITE 600, OTTAWA, ON K1P 6L5 CANADA

SEDEX Certification



Sedex Audit Reference: 2022NZA4421146076 • Sedex Members Ethical Trade Audit Report Version 6.1

Audit Details			
Sedex Company Reference: (only available on Sedex System)	ZC: 1057011	Sedex Site Reference: (only available on Sedex System)	ZS: 1078857
Business name (Company name):	AVG Logistics Limited		
Site name:	AVG Logistics Limited		
Site address: (Please include full address)	102, FF, Metro Station Complex, Jhilmil, Delhi - 110095	Country:	India
Site contact and job title:	Mr. Shree Gopal Mathur - Controller		
Site phone:	8800797804	Site e-mail:	s.paul@avglogistics.com
SMETA Audit Pillars:	<input checked="" type="checkbox"/> Labour Standards	<input checked="" type="checkbox"/> Health & Safety (plus Environment 2-Pillar)	<input checked="" type="checkbox"/> Environment 4-pillar <input checked="" type="checkbox"/> Business Ethics
Date of Audit:	30.09.2022/ 07.02.2023		

Audit Company Name & Logo:	Report Owner (payer): <i>(If paid for by the customer of the site please remove for Sedex upload)</i>
 SGS India Pvt. Ltd.	AVG Logistics Limited

Audit Conducted By			
Affiliate Audit Company	<input checked="" type="checkbox"/> Purchaser	<input type="checkbox"/> Retailer	<input type="checkbox"/>
Brand owner	<input type="checkbox"/> NGO	<input type="checkbox"/> Trade Union	<input type="checkbox"/>
Multi-stakeholder	<input type="checkbox"/> Combined Audit (select all that apply)		

If you have any concerns or queries about this SMETA report or the associated SMETA audit, please contact arlevance@sedex.com.

To confirm the validity of this report, please visit <https://www.sedex.com/audit-verifier/>

URSA Certification

URSA MASTER COVER SHEET	
AUDIT DETAILS Enter Details	
Audit Company	SGS India Pvt. Ltd.
Auditor(s) Name and Job Title	Sundeep Tomar - Lead Auditor, Bhupendra Kumar - Team Auditor
Auditor(s) Email Address	sundeptomariso@gmail.com, bhentomara093@gmail.com
Auditor Reference Number	RA 21704223, RA 21705095
Report Reviewer Name	Shri A M
Unilever Procurement Contact Details (email on @unilever.com)	Mr. Shree Gopal Mathur - Controller
Date(s) of Audit	30.09.2022
Audit Reference Number	IN/KOL/963403
Date of report submitted to Unilever	30.10.2022 / 07.02.2023
AUDIT DECLARATION Auditor Acknowledgement (checkbox)	
<p>This "Understanding Responsible Sourcing Audit" (URSA) includes assessment of the facility's practices in Labour Standards, Health & Safety, Human Rights, Business Integrity, Environmental Management, and Land Tenure Rights. I declare that the audit underpinning the following report was conducted in alignment with SMETA best practice guidance version 4.0 and the Customer's Responsible Sourcing Policy requirements. (Appendix 1).</p> <p>Application of non-compliance assessment: Where there is a gap between legal requirements and the standard being applied then whichever gives the higher protection will be applied as the basis for assessment and compliance.</p>	
FACILITY OVERVIEW Enter Details	
Facility Name	AVG Logistics Limited
Facility Address	102, FF, Metro Station Complex, Jhilmil, Delhi - 110095
City	Delhi
State	Delhi
Post Code	110092
Country	India
Name of Main Contact Person at Facility	Mr. Shree Gopal Mathur
Contact Person's Job Role	Controller
Email of Contact Person	s.paul@avglogistics.com
Phone Number of Contact Person	8800797804
Please list applicable business or other legally required licence numbers and are they in date, signed / approved as required?	Business Registration / Certificate No.: 2019122653 Dated: 04/12/2019 Name of Business: Tr
Is the facility located in a special economic zone or other type of commercial zone that exempts it from compliance with any local/national/federal laws?	No
Approximate size of site and age of buildings	12 years and 600 sq/m
Does the facility operate shifts?	Yes
If yes please detail the shifts worked. E.g. 8 hour day shift and 8 hour back shift finishing at 11pm	General Shift: 09:00 AM to 06:00 PM

Our Marquee clients

FMCG Sector



Automotive Industry



Chemicals & Pharma Sector



Power, Electricals, Telecom, E-Comm & Others



Our Marquee clients – Added in Q2 FY25 onwards

FMCG Sector



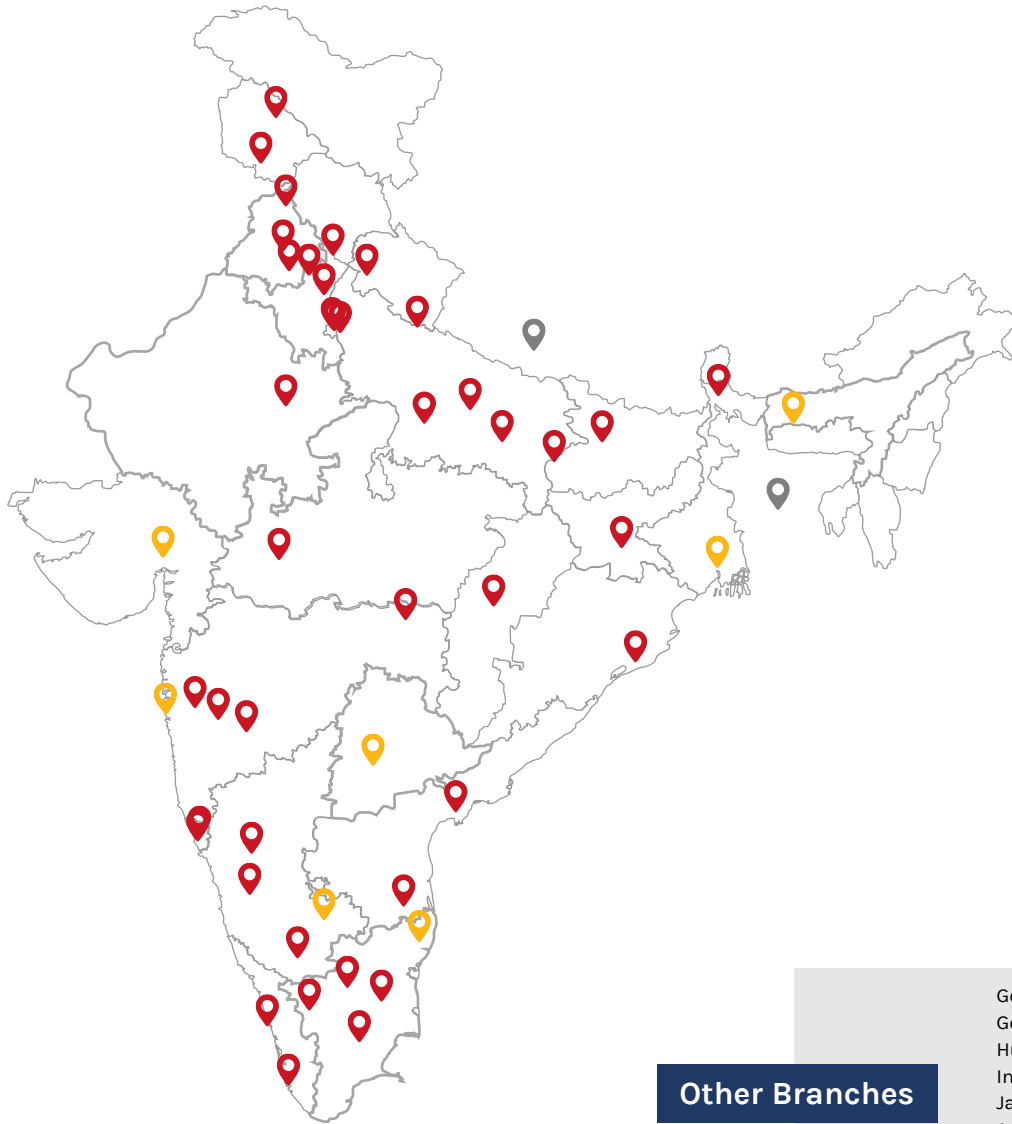
Automotive Industry

Under discussion

Chemical, Pharma, Power, Electricals, E-Comm & Others



Geographical Presence: Extensive Reach for Seamless Nationwide Operations



7
Zonal Offices

60+
Other Branches

International Networks-
2 Countries

- An extensive network of **60+** branches and **7** zonal offices ensuring AVG has a Pan-India presence
- **9** transshipment hubs for LTL services
- International routes catered to **Nepal and Bangladesh**
- **1** owned fleet maintenance hub
- **~7,05,000 sq. ft.** of warehousing footprint pan India,
- Strong rail logistics network of **6** railway lines
- **3,000+** associated vehicles

Other Branches

Goa (Ponda)	Kundli	Nagpur	Renigunta	Bicholim	Tahliwal
Goa (Bicholim)	Kollam	Noida (U.P.)	Rudrapur	Cochin	Trichy
Hubli	Ludhiana	Okhla	Salem	Coimbatore	UP Border
Indore	Lucknow	Patna		Cuttack	Vijayawada
Jaipur	Madurai	Pune	Alipur	Farrukhnagar	
Jammu	Moga	Roorkee	Ambala	Samalkha	
Kala Amb	Mumbai (Bhiwandi)	Raipur	Baramati/Mumbai	Shimoga	
Kanpur	Nanjangud	Ranchi	Bhiwandi	Siliguri	

Diverse Business Portfolio: Excelling In Multimodal Logistics



1. Multimodal

1.1 Road Transportation

- **Market leader in integrated solutions** for road cargo for Pan-India network for multi-modal transport services. .
- **Fleet of 3,000+ vehicles**, including owned and hired dry/reefer vehicles.
- **Tech-enabled fleet with GPRS systems** to ensure the safety of goods as well as the drivers
- **10-year experience** in providing Full Truck Load (FTL) and Less than Truck Load (LTL) solutions.
- Dry delivery trucks with **load capacities of 24 tons**.
- Temperature-controlled refrigerated vehicles **ranging from 1 ton to 18 tons**.
- Last mile delivery services using vehicles with **less than 12-ton load capacity**.
- Dedicated routes for efficient **pan-India distribution**.

Key Facts

Operating **1,200+** Vehicles Daily

24*7 Monitoring Through A Central Command Centre

700+ Own Fleet of Trucks & Reefers

100% Cashless Operations

Services



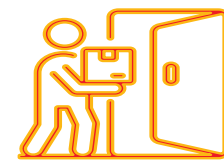
FTL and LTL (Primary)



Dedicated/ Secondary Solutions



Express Delivery



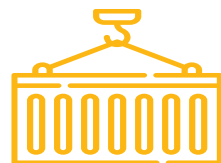
Last Mile Logistics / Door To Door Services



Multimodal Transportation



Reverse Logistics



Freight Forwarding



Export to Nepal and Bangladesh



Packers & Movers

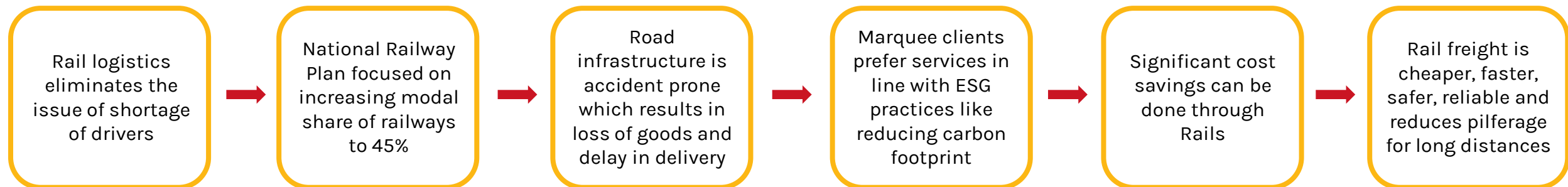
1.2 Rail Logistics: Advantages & Capacity for Efficient Cargo Transport

Benefits



- AVG Logistics offers a range of rail logistics services to its customers, including Full rack and piece meal transportation, container movement, and terminal management across all CONCOR ICDs.
- Rail logistics provides a multitude of advantages, including Flexibility, Sustainability, Reliability, Efficiency, and Cost-Effectiveness.
- Notably, a single cargo train has the remarkable capacity to transport an equivalent of 480 truck loads.

Rail logistics provides significant Scale and Efficiency with Sustainability



2. Cold Chain

2.1 Cold Chain Logistics Redefined

Offering End to End Cold chain services from primary to secondary distribution



Case Study

- Temperature-controlled vehicle with a payload of 22 tonnes
- Equipped with state-of-the-art insulation, safety parameters and predictive alerts
- Benefit customers by optimizing cost and moving towards sustainable transportation

380+ Reefer Vehicle

Multi door & customized vehicles

Goods temperature range -25 Degree to +25 Degree

IOT & Tech enabled with Realtime visibility

Secondary Distribution



Segment Catered

Fruits & Vegetables

Food Processing

Dairy

QSR

Chocolates

Ice Creams

Retail

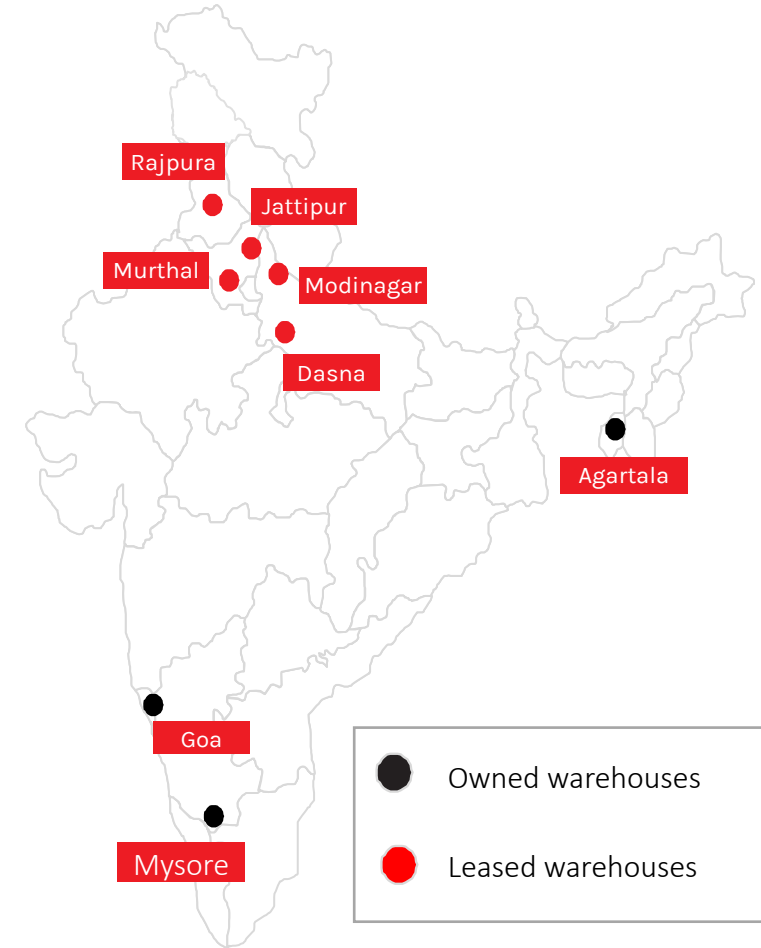
Primary Distribution



3. Warehousing

3.1 Warehousing Services: Enhancing Supply Chain Efficiency With Advanced Solutions

- AVG Logistics offers professional warehousing services, leveraging advanced technology and skilled experts to optimize supply chain management.
- We provide flexible options for short, medium, and long-term storage, ensuring improved productivity and efficiency.
- With a systematic approach and metrics tracking, we continuously enhance our processes for maximum effectiveness.
- Our focus is on delivering exceptional customer satisfaction and supporting clients' supply chain objectives.



	Owned warehouses
	Leased warehouses

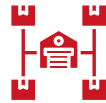
Key Facts



7
warehouses



~8,35,000 sq. ft. Total Warehousing Space



211,000+ sq. ft. Owned Warehousing Space In Mysore & Goa



5,74,000+ sq. ft. Leased Warehousing Space



Upcoming **50,000** sq. ft. Owned Warehousing Space In Agartala

Dedicated Warehouses For Key Clients



Modinagar and Murthal



Hindustan Unilever Limited
Rajpur



Dasna

Rosenberger

Goa

4. Value Added Services



Warehouse Management Services



Rental Services



Road Transportation



Rail Transportation

End-to-end Services To Compliment All Service Verticals

- Co Packing Service
- E2E Solutions
- Reverse Logistics
- Consolidation center
- Mid-last Mile Delivery
- Custom Clearance
- ODC
- Port Logistics
- E-commerce



Disruptive & Innovative Customised Solutions

AVG Logistics Limited has always stayed at the forefront of providing customised logistics solutions aimed at:

- Cost optimization
- Reducing human intervention
- Optimum utilization of resources and capacity
- Environmentally friendly operations



45-ft Reefer

- Temperature-controlled vehicle with a payload of 22 tonnes
- Equipped with state-of-the-art insulation, safety parameters and predictive alerts
- Benefit customers by optimizing cost and moving towards sustainable transportation



Zero Residual Food Grade Tanker

- State-of-the-art customized Tankers for FMCG clients
- Help in optimum utilization of resources, owing to zero residues
- Payload of 22 Tonnage with a volume of 32m3



Curtain Multi-door Truck

- Customized Multi-door truck with 2 levels
- Palletized movement of goods – completely eradicating human intervention
- Helps in delivering the good in an as-is where-is state
- Reduces loading time by almost 80%
- Enhances the safety of operation and preserves the quality of goods handled

Green & Sustainable initiatives

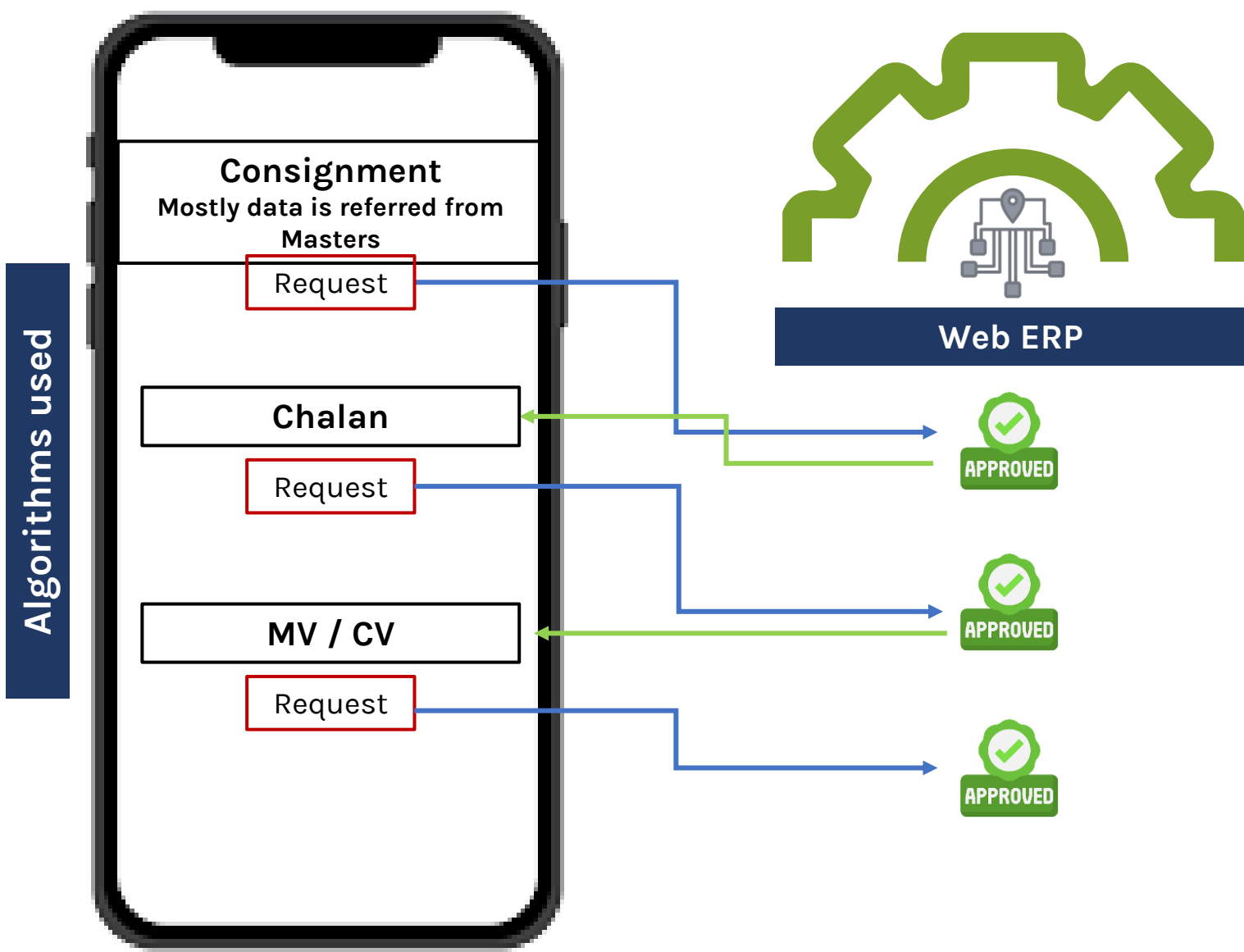
**Rhino 5536E EV – Fleet 55 Tonnage Launch
Nestle Sanand**



**BE 5528+ 4x2 (BS-VI) - 1st LNG Fleet Launch
ITC Pune**



Innovative Logistics: Enhancing Efficiency through Technology and Automation



Partners API's



NEFT

- **Cash Advance**
 - Generate Voucher and call API
 - Success Transaction Message
- **MV**
 - NEFT view screen (Status)
 - Voucher Auto Generation screen
 - Matured
- **Reconciliations**

Real-Time Tracking Redefined with Automation

- ADAS Systems in or trucks to enhance safety, optimize fuel consumption and reduce maintenance costs of our vehicles.
- Installed cameras in all our trucks to aid real-time monitoring of driver behaviour and provide
- We run 100% cashless operations, with all payments via Prepaid Cards
- Systems for real-time settlement of expenses booked
- Deployed an industry leading HRMS platform for the company - ZingHR

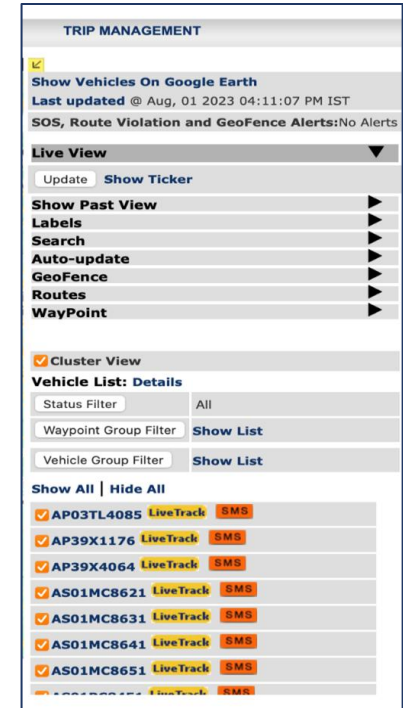
ADAS Systems



GPS Tracking System



Features & Functionality



Future Growth Drivers: Unlocking Potential for Success



AVG Logistics aims to capitalize on strong macro tailwinds to define a multi-tiered strategy based on pillars of competence

Key Logistics Mega Trends



Increasing shift to multi-modal logistics on the back of strong investments into railways, shipping, and air freight



Changing customer preferences and rapid growth of e-commerce driving need for 3PL and cold chain services



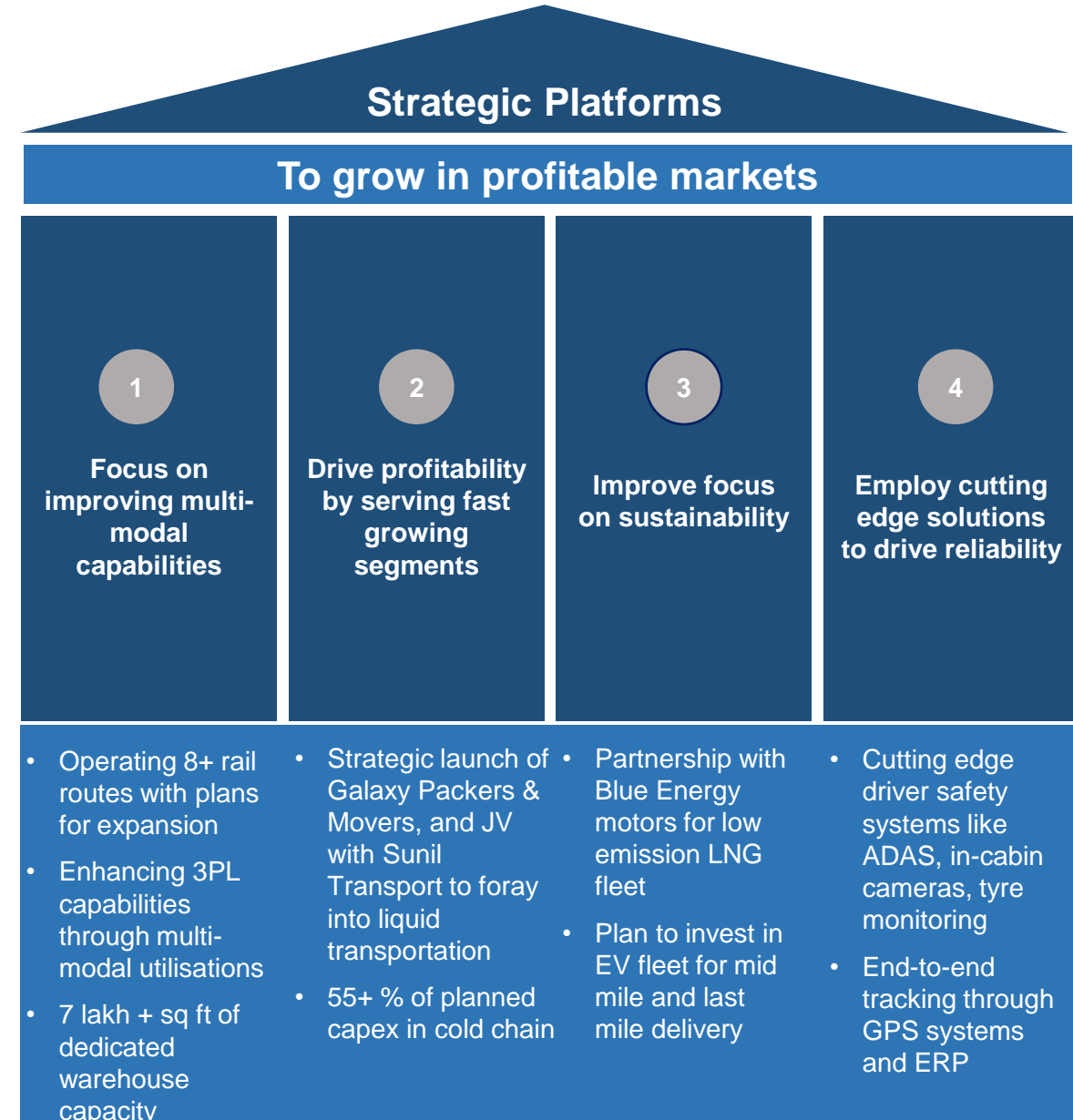
Increasing focus on sustainability as an avenue for greater safety as well as reduced costs



Emerging technology such as ADAS, and GPS tracking to improve reliability and safety of logistics operations



Regulatory focus and government policies such as NLP, ULIP (Unified Logistics Interface Platform) and ONDC (Open Network for Digital Commerce) to promote efficiencies and drive investments at scale



Empowering Supply Chain with Strategic Tech Initiatives

<p>Operations and Warehousing</p> <ul style="list-style-type: none"> ○ Tyre Management system : Michelin complete tyre solutions ○ Workman Management system ○ Record management system ○ Geo-fencing, e-invoicing 	<p>Digital Transformation</p> <ul style="list-style-type: none"> ○ Business process automation ○ Business Intelligence tools ○ Data Analytics ○ Green driving indicator ○ Online market vehicle data 	<p>IOT Devices</p> <ul style="list-style-type: none"> ○ GPS and GIS ○ Temperature Sensors for reefer trucks ○ RFID's ○ Barcode scanners ○ CCTV enabled warehouses
<p>Central Monitoring System</p> <ul style="list-style-type: none"> ○ Vehicle tracking system ○ Logistics control tower ○ Fleet management system ○ Security operations centre 	<p>Strong Tech team</p> <ul style="list-style-type: none"> ○ Project management system ○ Tech enabled infrastructure ○ Repository system 	<p>Customer and Suppliers</p> <ul style="list-style-type: none"> ○ Customer relationship management ○ Customer portal and app ○ Supplier relationship management ○ Driver app

- AVG Logistics revolutionizes the supply chain industry by empowering it with strategic tech initiatives. With a strong focus on operations and warehousing, digital transformation, IoT devices, and central monitoring systems.
- Our dedicated tech team ensures seamless implementation of innovative solutions, enabling a streamlined and sustainable supply chain. Experience the power of strategic tech initiatives and unlock the true potential of your supply chain with AVG Logistics.



AVG Logistics aims to elevate performance while making logistics sustainable and safe for all its stakeholders

Delivering customer centric operations by adding value at every step

- **Our aim is to truly be a moving force in Indian logistics:** We have entered segments that move the economy across cold chain, FTL, LTL, packers and movers, LNG, and forayed into exports to Nepal and Bangladesh.
- **We cater to our customers** through several innovations such as curtain multi-door trucks that are fully automated loading, with enhanced safety and reliability, zero residual food grade tankers for FMCG clients, and 45 ft reefer trucks
- We cater to all of our **customers' needs** by now **delivering to 19000+ pincodes in India** through a partnership with Indian Postal Service.

Reducing emissions with every shipment

- We aim to lead the **sustainability revolution** with **multiple modes of sustainable transport** such as **7+ rail routes and potential EV investments**
- **Reduced emissions per km** via partnership with Blue Energy Motors (Essar) to procure LNG powered trucks
- **Young fleets with latest BS VI technology** for reduced emissions



Revolutionizing logistics through technology

- **We are at the cutting edge of innovation** with tech initiatives across payment such as completely cashless collections, ERP systems for logistics management, and white-labelled tracking dashboards
- **Reliability at every step** driven by a central monitoring system with a vehicle tracking system, logistics control tower, fleet management system, and security operations centre, **Tyre Management Systems, etc.**
- **Automating internal processes with intelligent business processes**, data analytics, **green driving indicator**, and online market vehicle data
- **Reduced pilferage** through GPS and GIS, **RFID locks, barcode scanners**, and CCTV enabled warehouses
- **State of the art CRM enabled** by customer portal, app, supplier relationship management and driver app

Growth centred around driver safety

- **Enhanced driver safety through in-cabin cameras, ADAS systems** to enhance safety, optimize fuel consumption and reduce maintenance costs
- **Industry leading driver safety with sedex certification**, and regular training and health check up camps with authorized partners
- **Caring at every step for drivers** with free eye tests, medical checkups, **tie-up with IOCL for Swagat facilities**, along with regular training camps.

Industry Overview

India's Logistics Vision for a Sustainable Future

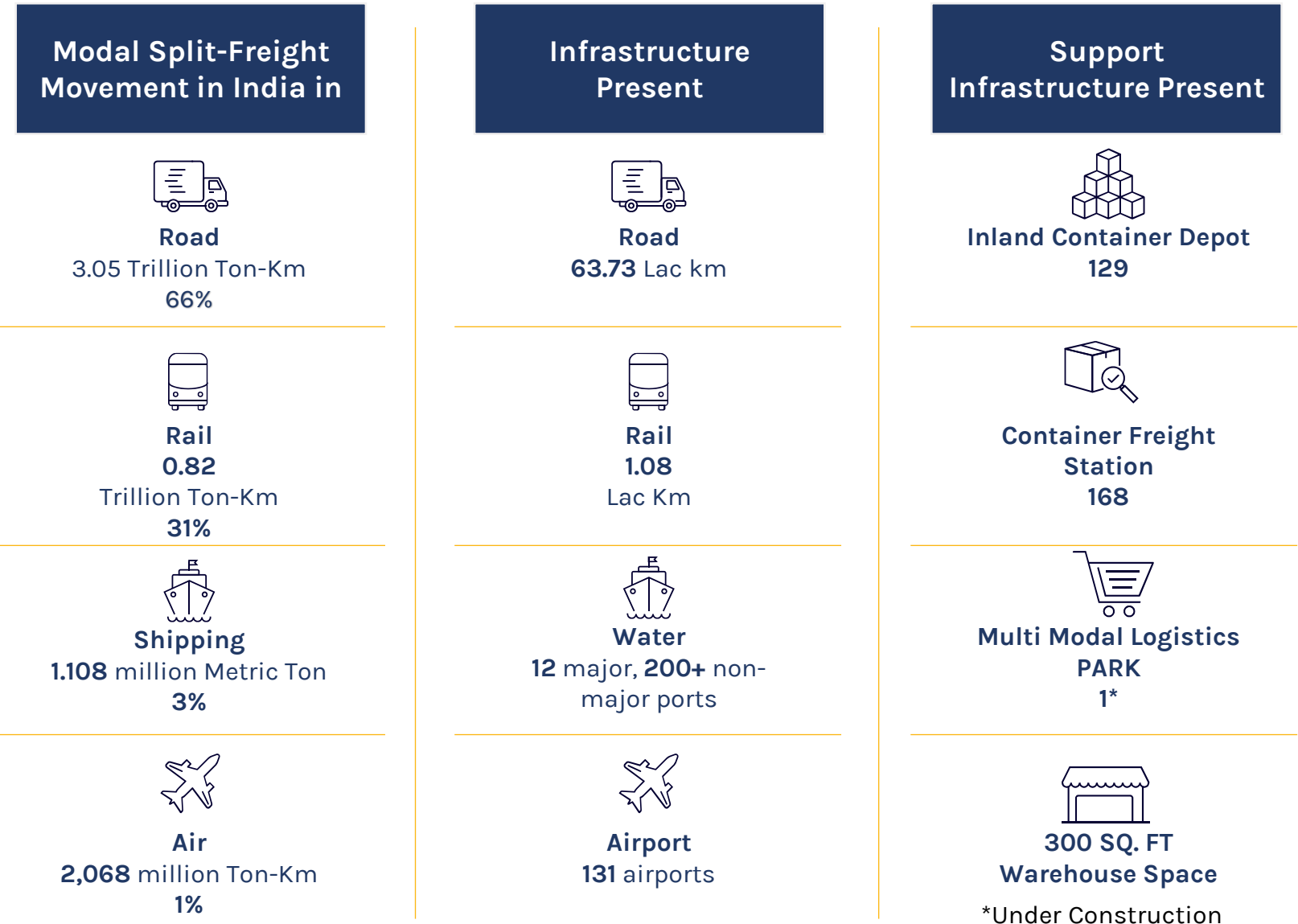
As of FY22, India's exports grew by 44.6% to US\$422b and imports grew by 55.4% to US\$613b. This growth has propelled the Indian transportation and logistics sector, which has grown between ~US\$160 and US\$200b (INR13- 16 Lakh cr.) in 2022.

This uneven distribution of modes of transportation has led to low operational efficiency; prompting the GOI to undertake multiple logistics specific initiatives, such as GatiShakti, National Logistics Policy and others. These programs aim to streamline India's logistics sector by making it more green, agile, transparent and integrated.

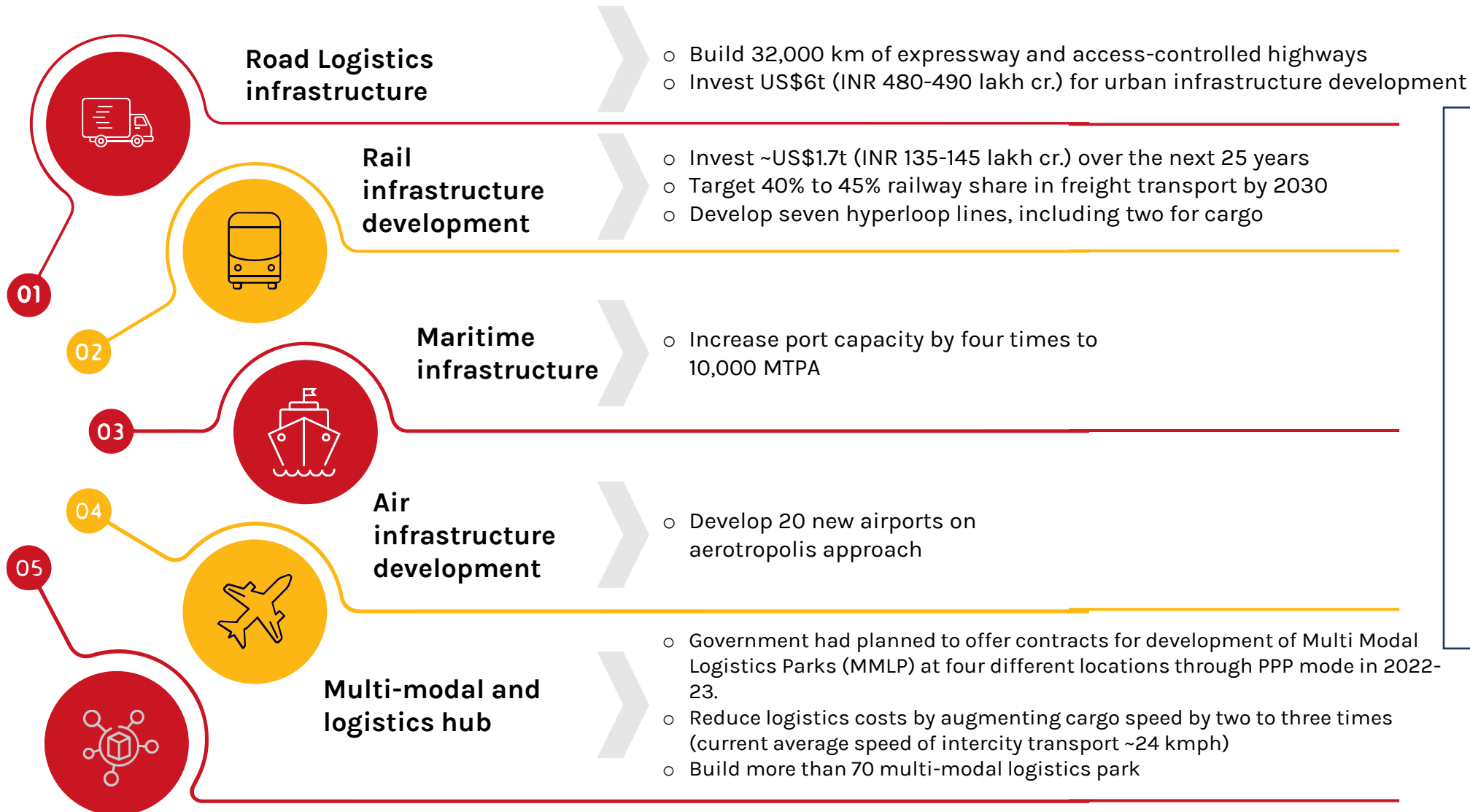
India aims to reduce logistics cost from 13% to 14% of GDP, to 8% to 10% of GDP, by 2030. It is estimated that a 10% reduction in indirect logistics cost will result in 5% to 8% rise in exports.

(Source: EY Report on Future of Indian Logistics)

India's Transportation & Logistics Landscape



Government Initiatives To Improve Infrastructure Aid Logistic Growth



Vision@2047
aims to set
specific targets
for 10 sectors to
transition India
into a developed
nation by 2047.

Government Initiatives To Improve Infrastructure Aid Logistic Growth



Multi-Modal
 GatiShakti Multi- Modal Cargo Terminal Policy
 Multi-modal Logistics Park
 Bharatmala Scheme



Freight Corridor
 Private Freight Terminal Policy - Dedicated Freight Corridor Corporation of India Limited



Railways
 National Rail Plan
 100% Railway Electrification



Road
 Bharatmala Scheme



Airways
 National Civil Aviation Policy
 Aviation Policy



Shipping
 Sagarmala Scheme, Inland Vessels Bill, Major Port Authorities Act

Digitalisation of logistics

- Integrated digital systems
- Unified Logistics Interface Regulatory framework
- Ease of logistics portal



National Logistics Policy (NLP)



VISION @ 2047

Regulatory framework

- Transform logistics ecosystem to meet global regulatory standards
- Improve logistics services and ease of doing business



GATI Shakti

Rails of Progress: Navigating Challenges and Accelerating India's Cargo Growth

In 2022, cargo moved by Indian railways increased by ~7.5% YoY to 1,497 million tons.

Currently, the share of Indian railways in total cargo moved is ~31% and GOI aims to increase this to 44% by 2051. To achieve this growth, challenges such as low level of containerization, higher cost for movement of lighter cargo and insufficient first and last mile connectivity need to be addressed.

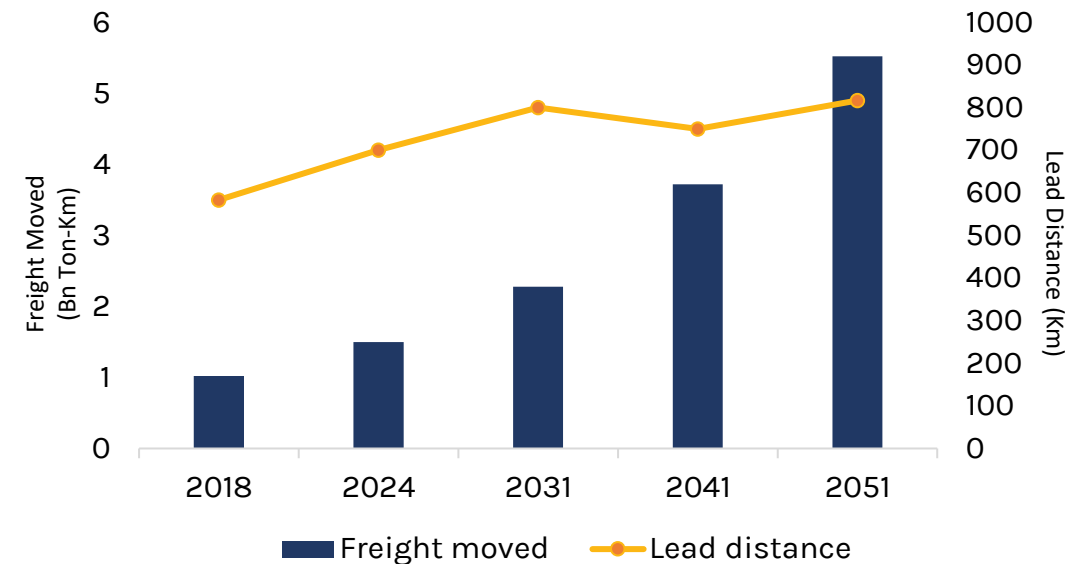
Average goods train speed in India increased by 83.5% to 43.2 kmph from FY20 to FY21. However, this pales in comparison to the high-speed freight train (350kmph) running in China.

Rail share in traffic having lead distance of 300 km reduced from 51.5% in FY2008 to 32.4% in FY2019.

Development of new infrastructure and launch of super freight trains like 3.5 km long Super Vasuki is a welcome step for improving rail freight efficiency.



Rail-Cargo Moved & Projection (Bn Ton-Km)



Exploring India's Potential in Cold Chain Logistics

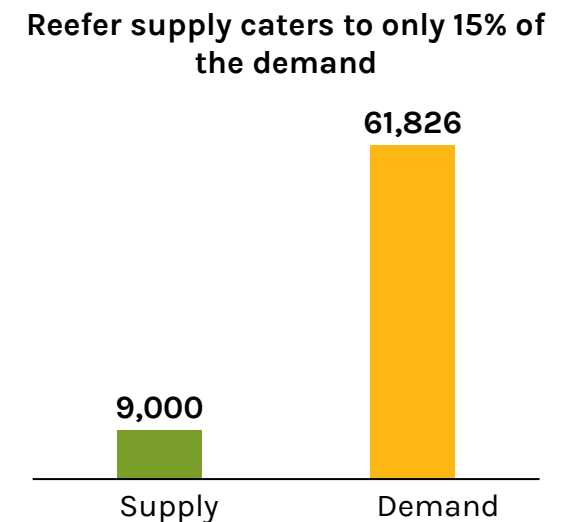
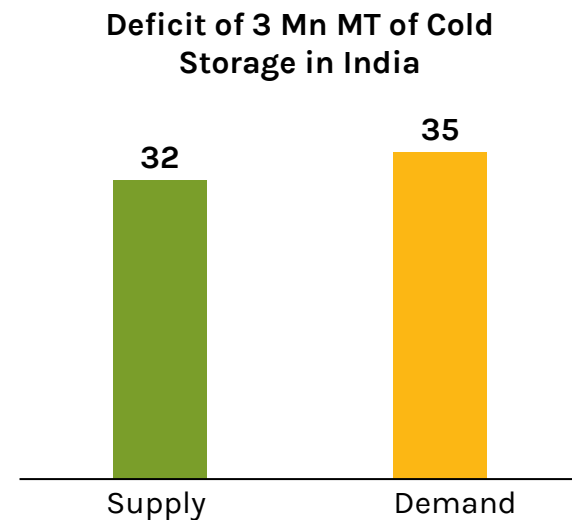
- Cold Chain Logistics Market in India has a large potential in India on account of high volume of demand, rapid growth and a low penetration.
- Currently, India produces 400 Mn MT of perishables, with a wastage level of 0.9% to 15.9% and the annual value of losses in agricultural produce stands at over Rs. 92,500 crores.

India is at an advantage owing to multiple factors, which could provide a large headroom for growth. These include:

- Fastest growing economy and 2nd largest consumer market globally
- Proactive Government Policies & significant investment in world-class ports, logistics & supply chain infrastructure
- Largest producer of several Agri commodities
- Highly skilled manpower pool

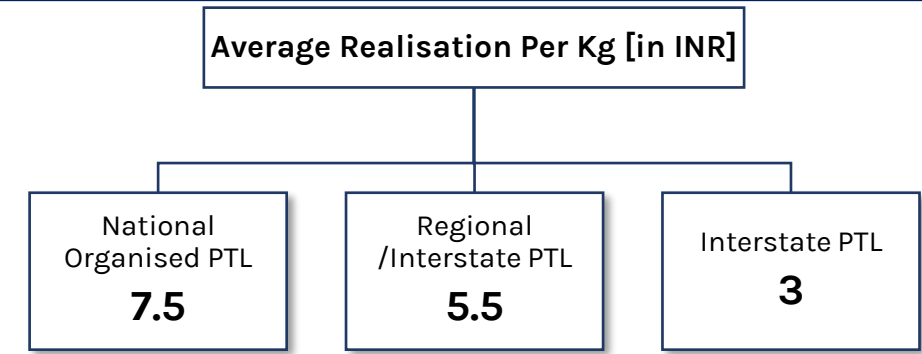
End-user Industries and their Cold Chain Requirements

Segment	Cold Chain Requirement
Fruits & Vegetables	Chilled
Food Processing	Chilled / Ambient
Dairy	Chilled
QSR	Frozen / Chilled / Ambient
Chocolates	Ambient
Ice Creams	Frozen
Retail	Frozen / Chilled

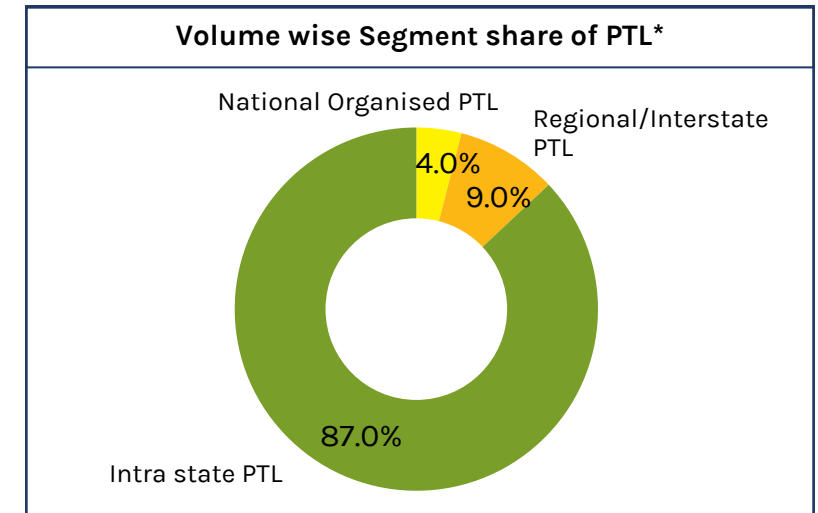
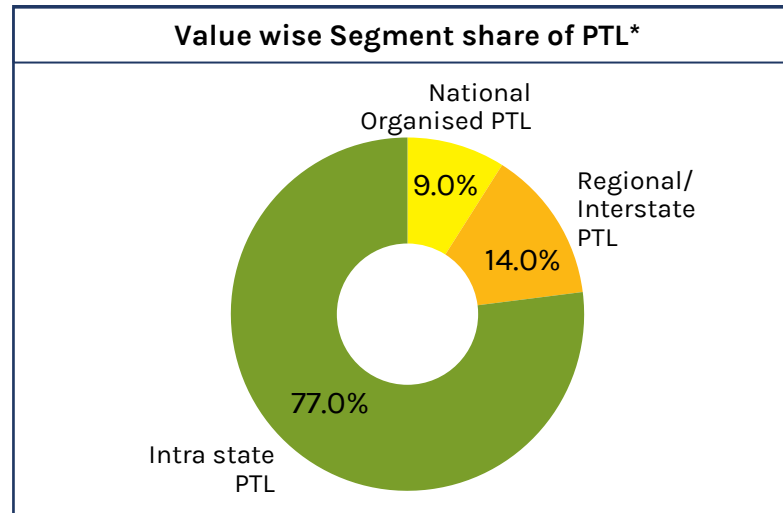
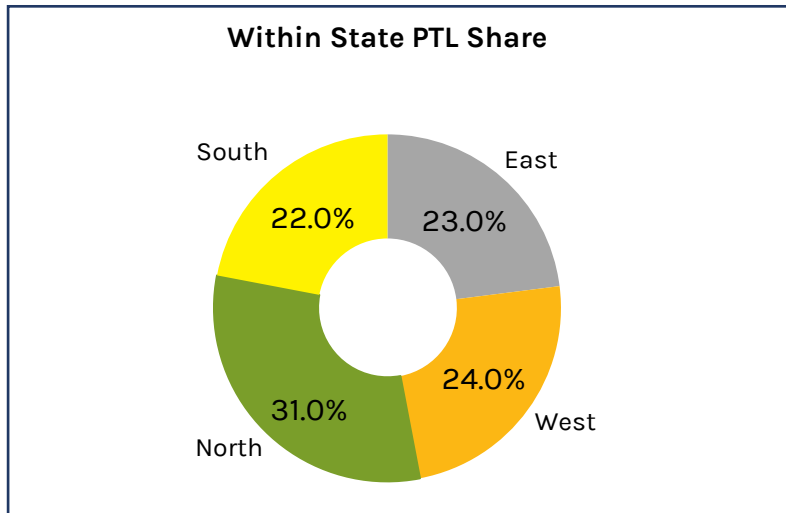


Part Truck Load: A Flexible Solution in Modern Logistics

- Estimated domestic market size: Approximately \$11 billion, surpassing B2B express logistics.
- PTL has a wider reach and is more cost-effective than express logistics.
- Post-GST, PTL's share increased due to fewer state-specific constraints.
- Industry is evolving due to changing consumer behavior, modern trade, and digitization.
- PTL serves various sectors like Textile, Automobiles, Electronics, e-commerce, FMCG, and more.
- Growth in Multi Modal Logistics Parks (MMLP) offers opportunities for PTL.
- Expect consolidation of small, unorganized players in the PTL industry through collaboration or mergers and acquisitions.



The PTL segment has grown at a CAGR of 8-10% in the last 5 years. Historical data indicate that the PTL industry grows at one and half times of the nominal GDP growth rate. As per our estimate, the PTL segment may grow at a CAGR of 5.5%-6.6% in the short term and this growth may increase to 8%-9% in the longer term

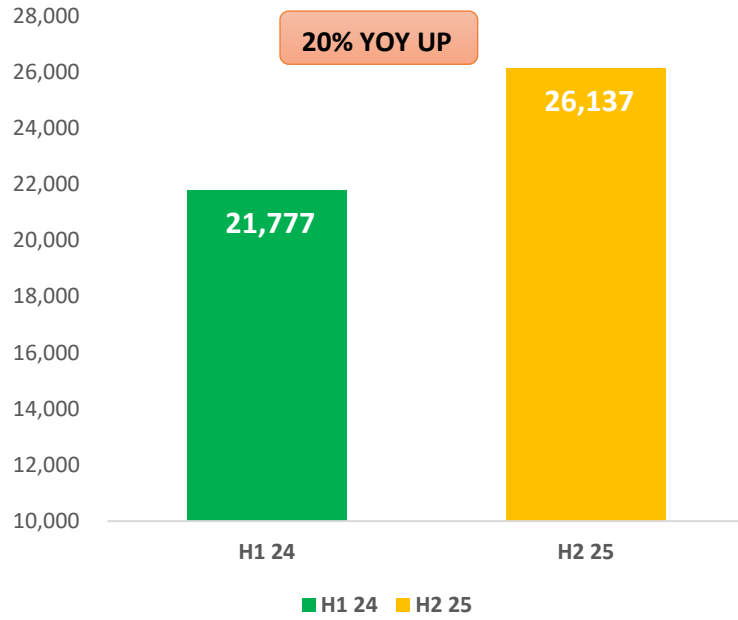


Financial Overview

Half Year Financial Performance H1 25 vs H1 24

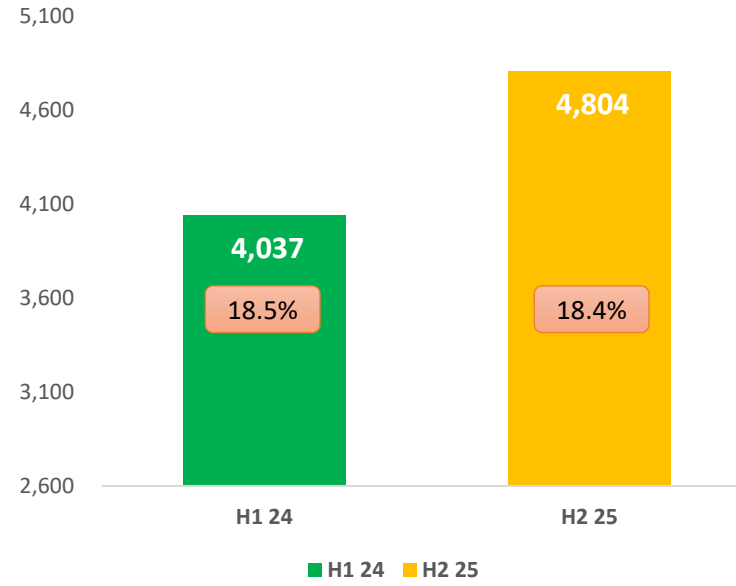
Rs. In Lakhs

Revenue



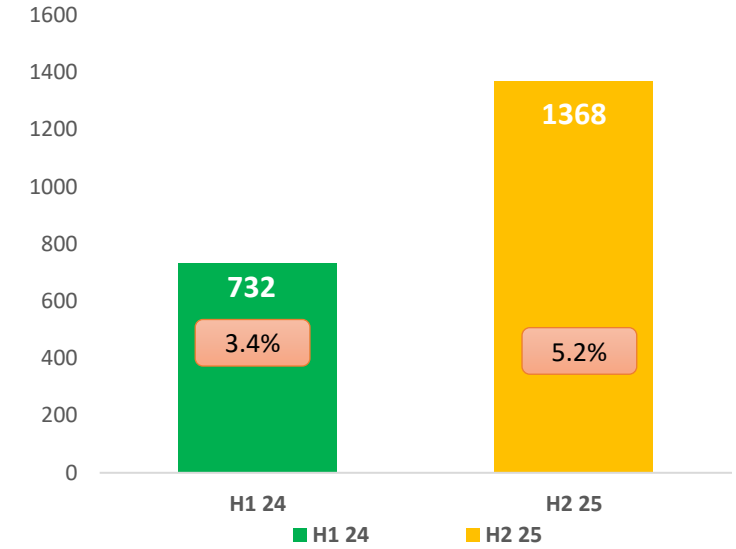
20.02%
Revenue UP
H1 25 Vs H1
24

EBITDA



19.00%
EBITDA UP
H1 25 Vs
H1 24

PBT



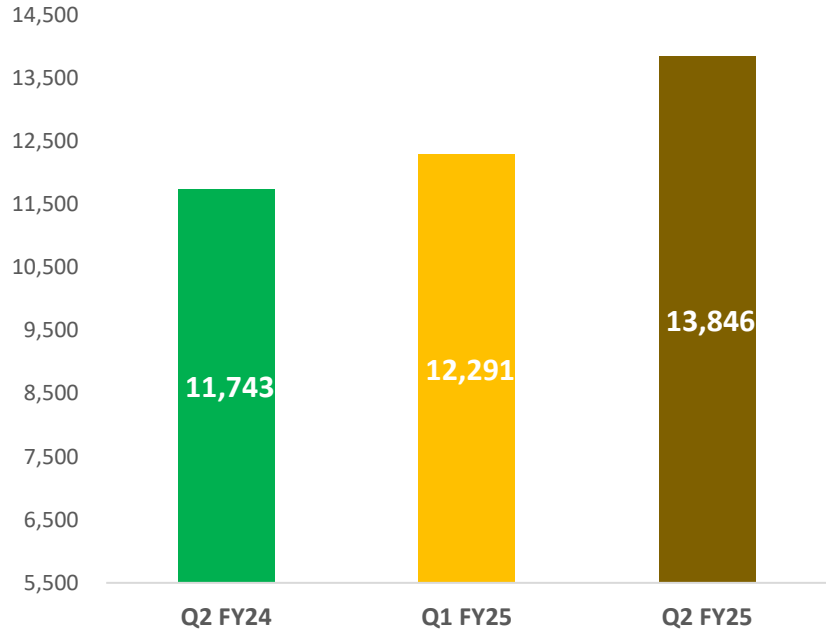
86.88%
PBT UP
H1 25 Vs
H1



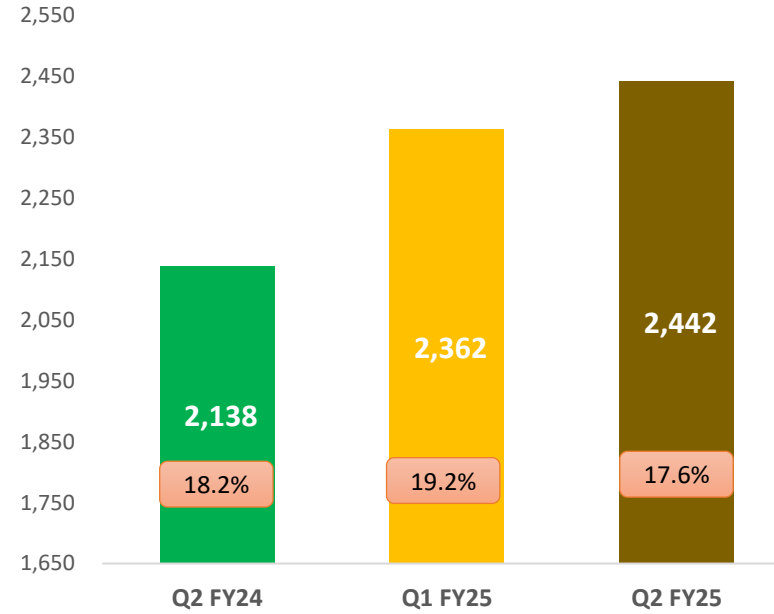
Quarter on Quarter Financial Performance

Rs. In Lakhs

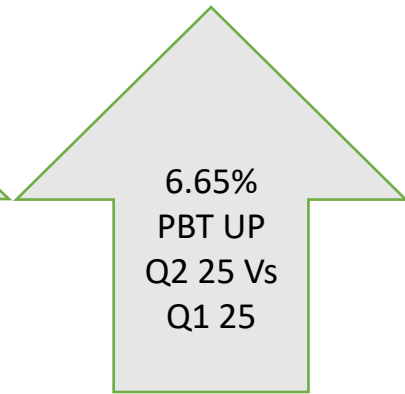
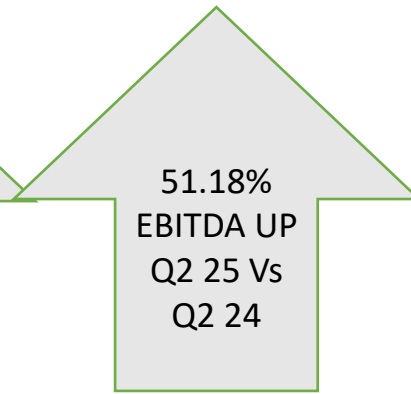
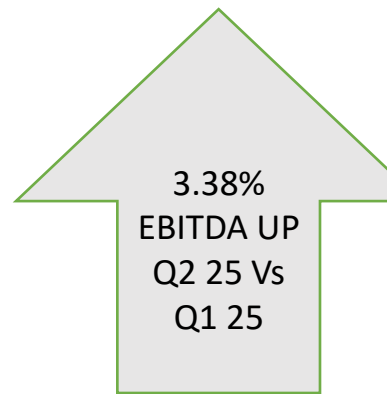
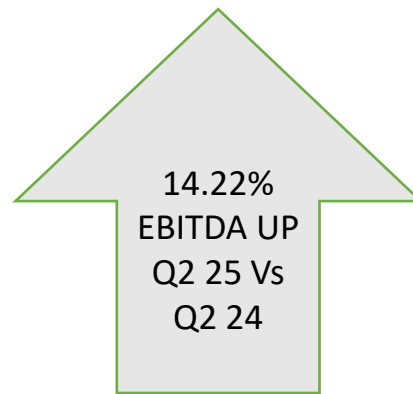
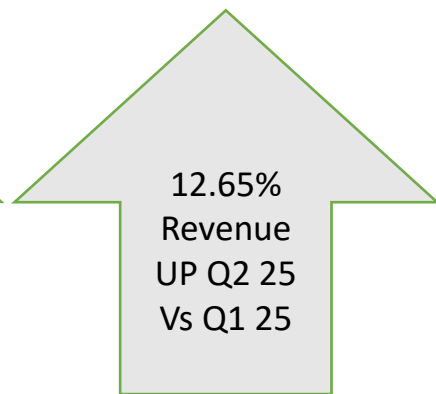
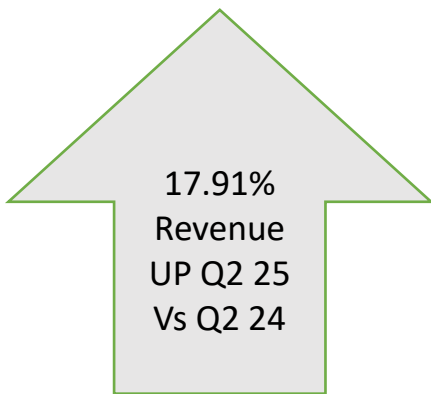
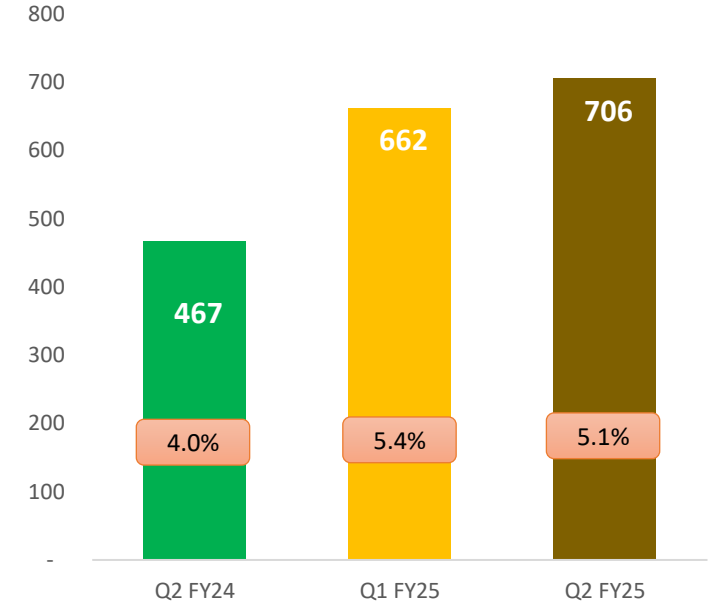
Revenue



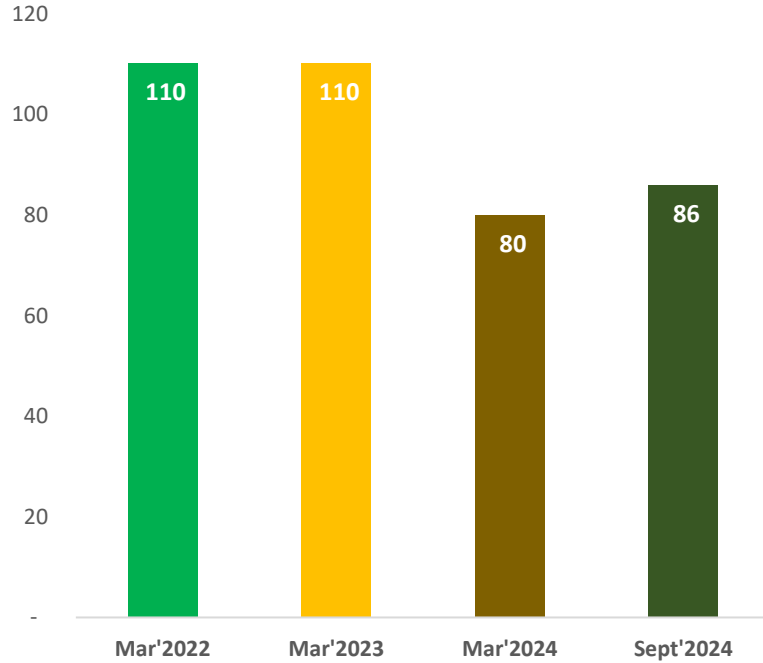
EBITDA



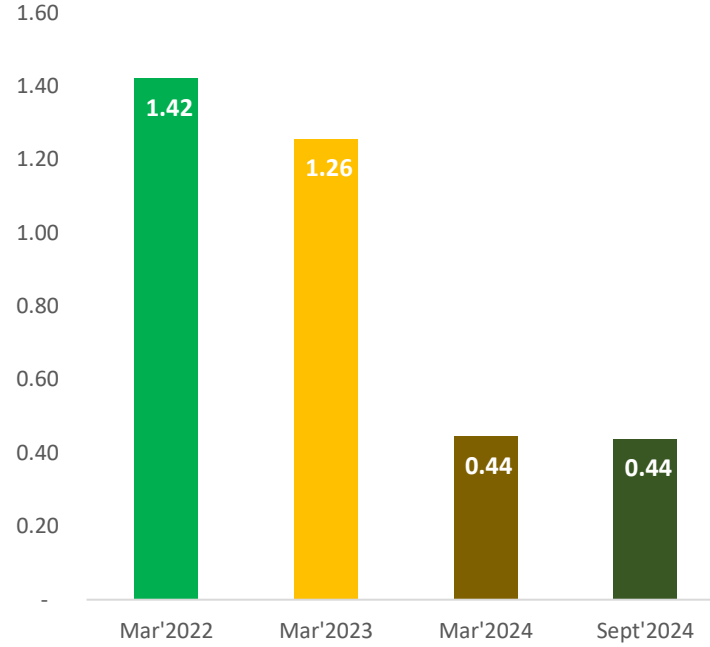
PBT



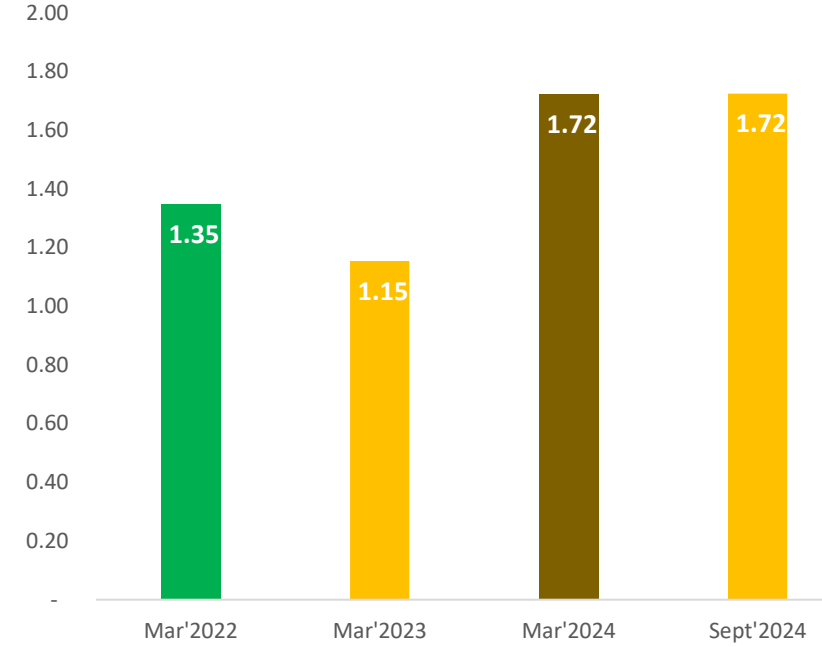
Net Debt Status



Debt Equity Ratio



Current Ratio



Net Debt.	Mar'2022	Mar'2023	Mar'2024	Sept'2024
Gross Debt	115.44	112.74	88.89	94.19
Cash & Bank	5.17	2.39	8.78	8.18
Net Debt	110.27	110.35	80.11	86.01

Debt Equity Ratio	Mar'2022	Mar'2023	Mar'2024	Sept'2024
Debt	115.44	112.74	88.89	94.19
Equity	81.28	89.76	199.91	215.09
Debt Equity Ratio	1.42	1.26	0.44	0.44

Current Ratio	Mar'2022	Mar'2023	Mar'2024	Sept'2024
Current Assets	161.18	162.40	196.24	216.23
Current Liabilities	119.76	140.67	113.91	125.44
Current Ratio	1.35	1.15	1.72	1.72

Thank You



Company:



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