



February 12, 2025

**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 Q3FY2024-25

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 Nine Months ended December 31, 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

Investor Presentation

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



Electric Vehicle



Warehouse



LNG Vehicle



Parcel Cargo Train



Customized Road Solutions



GALAXY Packers & Movers

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*



18,000+ pin codes covered



1,000+ Customers



3000+ partner vehicles



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.

Capabilities



700+ Owned Vehicles



60+ Branch Network



6+ Rail Routes



Carrying Capacity : 1 to 40 Tons

Financials



FY24 Revenue ₹ 480 Cr



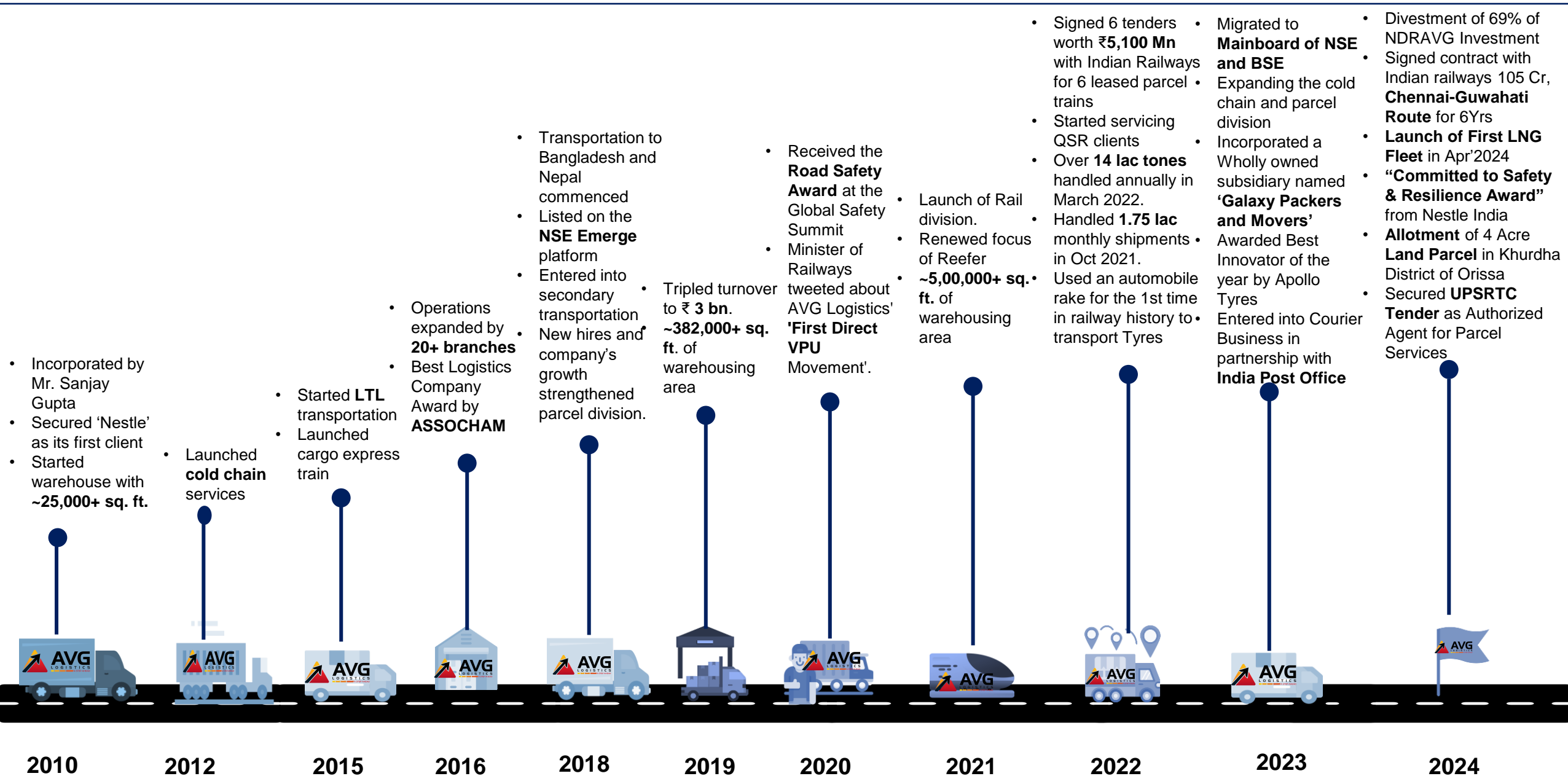
FY24 EBITDA ₹ 109 Cr



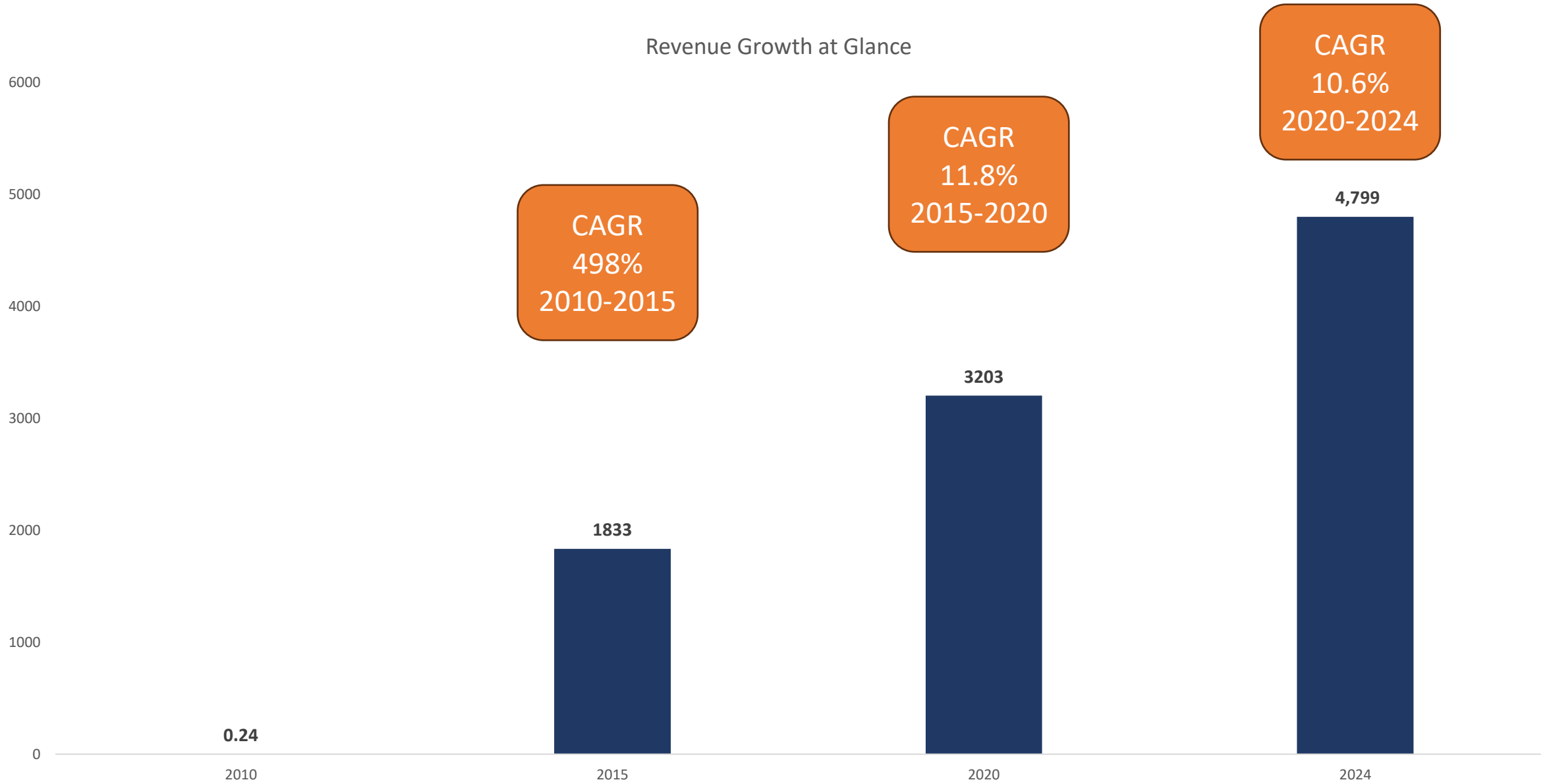
FY24 PAT ₹ 32 Cr

*Nepal, Bangladesh & Bhutan

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,
Chief Strategy Officer & ESG Head

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 / Fund Raise. Mr. Sharma spent 11+ Years time with Samvardhana Motherson Group and holds a Chartered Accountant certification with a B.Com degree.



Sudhir Bansal
Executive Vice President

Seasoned Industry veteran with over 35+ Years of extensive experience in the Supply Chain & Logistics domain. An Engineer with MBA, he has held leadership positions at several renowned organizations including Honda, GM, Tata, Fiat, Hero, Yamaha, Jubilant and Pfizer.



A S Manojkumar
Executive Vice President

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.

Mentors to the Board & Management



Mr. Ankit Jain has an overall experience of more than 16+ years in varied areas of law & primarily focused on Energy, Regulatory & Policy, Litigation and Dispute Resolution, Corporate and Consumer Law, Competition and Trade Law matters.

He advises prominent corporate and public sector clients on a wide range of legal & commercial strategies, property litigations, M&A, corporate governance, and compliance matters.



Entrepreneur | World Economic Forum - Young Global Leader | Fulbright Fellow | Stanford Graduate School of Business (MBA) | Harvard Kennedy School of Govt (MPA) | IIT Delhi

Gazal had co-founded Rivigo, an innovation and tech-led logistics start-up that provided drastically improved (speed and reliability) logistics services to businesses in India. Rivigo pioneered the 'relay trucking' model, designed to tackle the truck driver shortage in transportation and to improve supply chain outcomes for businesses.

Gazal started her career at McKinsey & Co – India and Singapore offices. She had done her internship at the World Bank – DC, before starting on her entrepreneurial journey.

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

Customer Recognition Awards FY 2024-25



Nestle



Nestle



Nestle



Award Ceremony
18th January
2025



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): (If paid for by the customer of the site please remove for Sedex upload)
 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 arivance@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	
02.01 Audit Company	SGS India Pvt. Ltd.
02.02 Auditor(s) Name and Job Title	Sundeep Tomar - Lead Auditor, Bhupendra Kumar - Team Auditor
02.03 Auditor(s) Email Address	sundeptomariso@gmail.com, bhentomara093@gmail.com
02.04 Auditor Reference Number	RA 21704223, RA 21705095
02.05 Report Reviewer Name	Shri A M
02.06 Unilever Procurement Contact Details (email on @unilever.com)	Mr. Shree Gopal Mathur - Controller
02.07 Date(s) of Audit	30.09.2022
02.08 Audit Reference Number	IN/KOL/963403
02.09 Date of report submitted to Unilever	30.10.2022 / 07.02.2023
AUDIT DECLARATION Auditor Acknowledgement (checkbox)	
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). 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.	
FACILITY OVERVIEW Enter Details	
02.11 Facility Name	AVG Logistics Limited
02.12 Facility Address	102, FF, Metro Station Complex, Jhilmil, Delhi - 110095
02.13 City	Delhi
02.14 State	Delhi
02.15 Post Code	110092
02.16 Country	India
02.17 Name of Main Contact Person at Facility	Mr. Shree Gopal Mathur
02.18 Contact Person's Job Role	Controller
02.19 Email of Contact Person	s.paul@avglogistics.com
02.20 Phone Number of Contact Person	8800797804
02.21 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
02.22 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
02.23 Approximate size of site and age of buildings	12 years and 600 sq/m
02.24 Does the facility operate shifts?	Yes
02.25 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 FY25

FMCG Sector



Automotive Industry

Under discussion

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



Appreciations Social Media

Minister of Railways Tweet on Train Launch



From to

Increasing its contribution to exports, Railways loaded food products from Delhi for transportation to Benapole in Bangladesh.

Railways is at the forefront in helping Indian products reach new markets across the border!

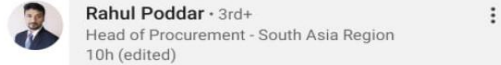
#MoveItLikeRailways



Media Coverage on Train Launch between India and Bangladesh

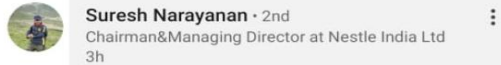
एवीजी लॉजिस्टिक्स के माध्यम से बिना रुके बांग्लादेश के लिए पार्सल वैन ट्रेन हुई रवाना

Nestle Chairman & MD LinkedIn Post on EV Launch



Congratulations **Balbir S Bhalla** and **Rudrajit Ghosh** and the entire logistics team for a great initiative. A very special thanks to team AVG - Sanjay Gupta and **Vinayak Gupta** for their stupendous partnership and support to Nestle. Together let's make our planet a better place to live. 🙌

Like · 6 | Reply



Very proud and hearty congratulations for the committed EV journey we are on **Balbir S Bhalla** 🙌👍🙌🙌🙌🙌🙌 Our Nestle India team is committed to our mission of a Sustainable future and am happy to see our partnership with AVG to support us on the journey!

Like · 2 | Reply

Bangalore - Delhi Train Launch

SWR Bengaluru division flags off first PCET

HANS NEWS SERVICE BENGALURU

The first Parcel Cargo Express Train (PCET) of the Bengaluru division was flagged off from Yesvantpur Railway Station. The inaugural special train will run between Yesvantpur (Bengaluru) to Okhla (New Delhi).

The South Western Railway, Bengaluru Division has leased out PCET to M/s AVG Logistics Ltd with a frequency of 2 round trips per week from Bengaluru (Yesvantpur) to Delhi (Okhla) and back. The total value of the contract for 6 years is Rs. 241 crore.

The South Western Railway, Bengaluru Division has leased out PCET to M/s AVG Logistics Ltd with a frequency of 2 round trips per week from Bengaluru (Yesvantpur) to Delhi (Okhla) and back. The total value of the contract for 6 years is Rs. 241 crore. The PCET is a novel initiative by the Indian Railways to lease out an entire train on a roundtrip basis for loading parcels for a period of 6 years. An average PCET consists of 15 parcel vans and 1 break van. They can transport 353 tonnes of materials in a single trip. After a span of 6 months, the composition is increased to hold 20 parcel vans and 1 break van with a total extended capacity of 491 tonnes. In a month, at least two trips must be operated. Being time-tabled trains with lesser transit time, customers will be able to transport parcels in bulk quantity. In the first 3 years, no escalation in freight will be allowed but 10 per cent of escalation will be permitted from the 4th year. The service is expected to attract transport from road traffic to railways.



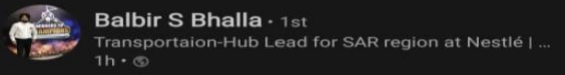
DRM Tweet on Train Launch



Railways able to improve capacity utilization parcel & provide major boost to supply chain across country through this initiative, SWR/Bengaluru Division has leased PCET to M/s AVG logistics Ltd with frequency of 02 round trips per week from Yesvantpur to Okhla and back ¼



Nestle South Asia Head LinkedIn post on EV Launch



The first electric vehicle, capable of carrying a payload of 35 tonnes, has been deployed at one of our state-of-the-art factories in Sanand. This electric vehicle will operate between Sanand and Bhiwandi, representing another stride toward environmentally friendly transportation. Our roadmap aims to fully green this route, with plans to integrate it with existing LNG vehicles. We prioritize genuine partnerships, exemplified by our service provider aligning with Nestle's vision of accelerating greener transportation.

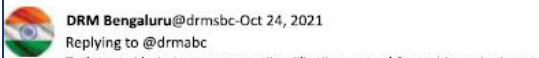
Varun Gupta, Rudrajit Ghosh, Luca Fichera, Will Mackereth, Carla Alviz, Rahul Poddar, Ravi Shankar, Vipin Sharda, Sanjeet Tiwari, Peter Haggmann, Prachi Agrawal, Jinay Shah



BSE Listing Ceremony



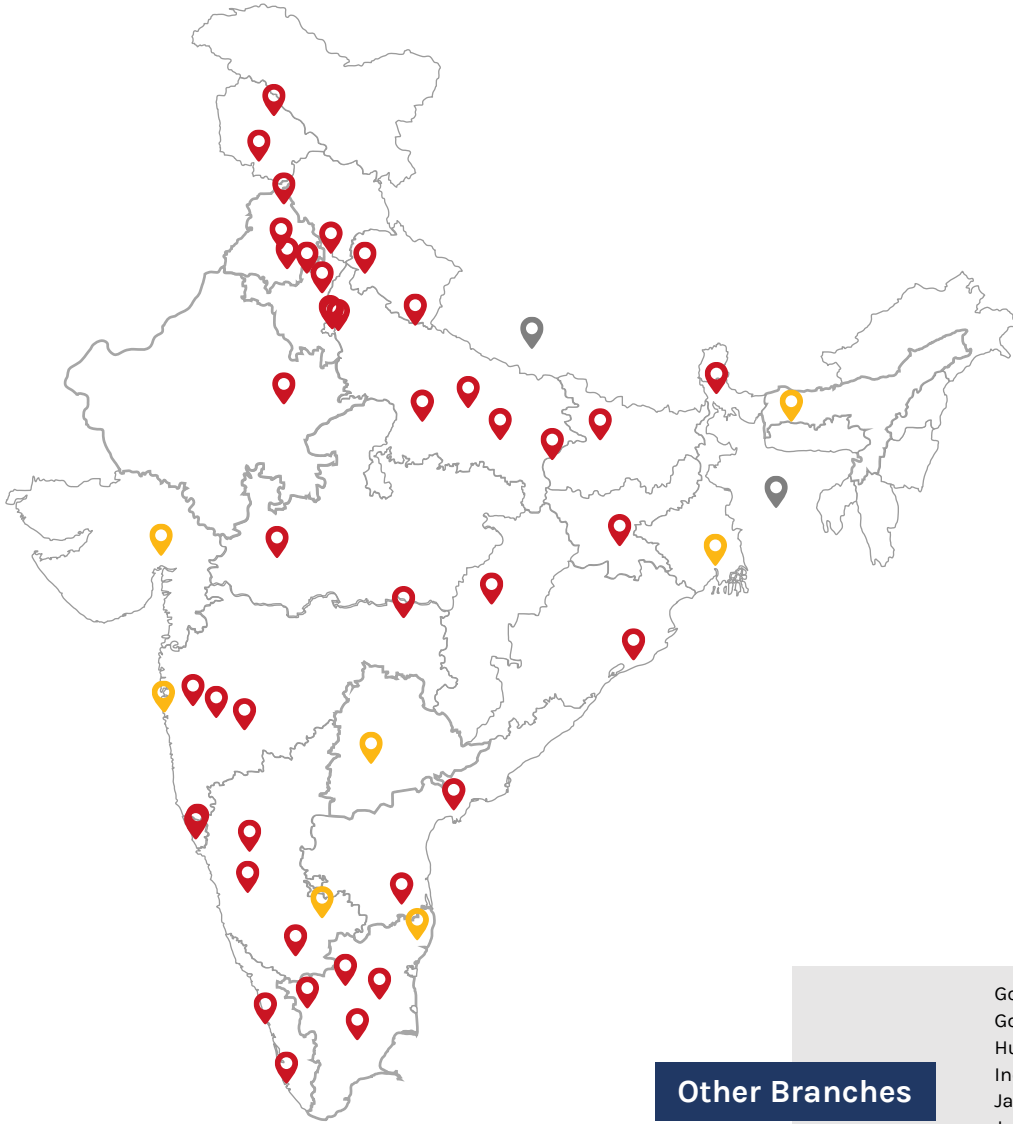
DRM Tweet on Indian Railway Supply chain improvement



Railways able to improve capacity utilization parcel & provide major boost to supply chain across country through this initiative, SWR/Bengaluru Division has leased PCET to M/s AVG logistics Ltd with frequency of 02 round trips per week from Yesvantpur to Okhla and back ¼



Geographical Presence: Extensive Reach for Seamless Nationwide Operations



Other Branches

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

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



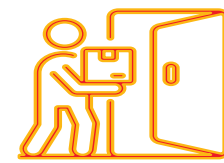
FTL and LTL (Primary)



Dedicated/ Secondary Solutions



Express Delivery



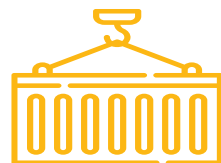
Last Mile Logistics / Door To Door Services



Multimodal Transportation



Reverse Logistics



Freight Forwarding



Export to Nepal and Bangladesh



Packers & Movers

Multimodal

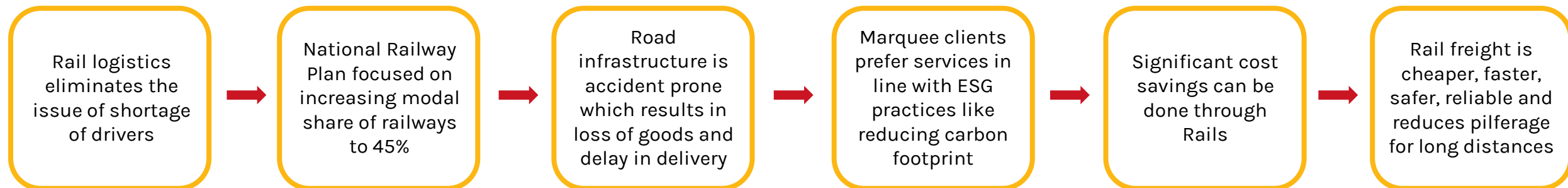
1.2 Rail Logistics: Advantages & Capacity for Efficient Cargo Transport

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

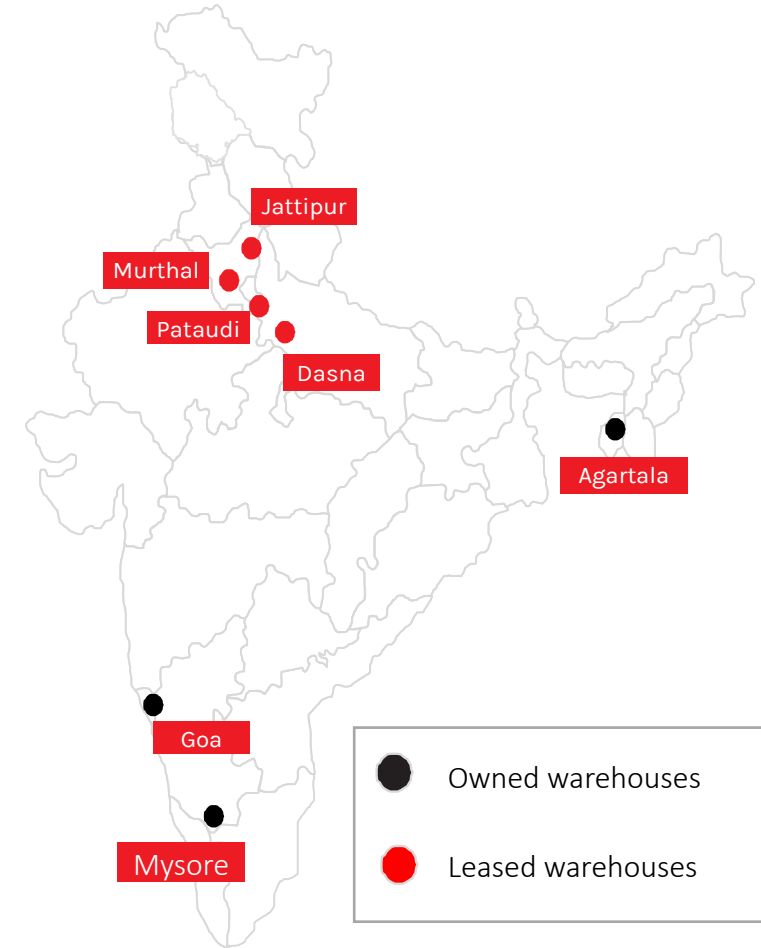
Primary Distribution



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



~7,56,369 sq.
ft. Total
Warehousing
Space



211,378+ sq. ft.
Owned
Warehousing
Space In Mysore
& Goa



4,94,991+ sq.
ft. Leased
Warehousing
Space



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

Dedicated Warehouses For Key Clients



Jattipur, Murthal & Nanjangarh



Pataudi, Gurgaon



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

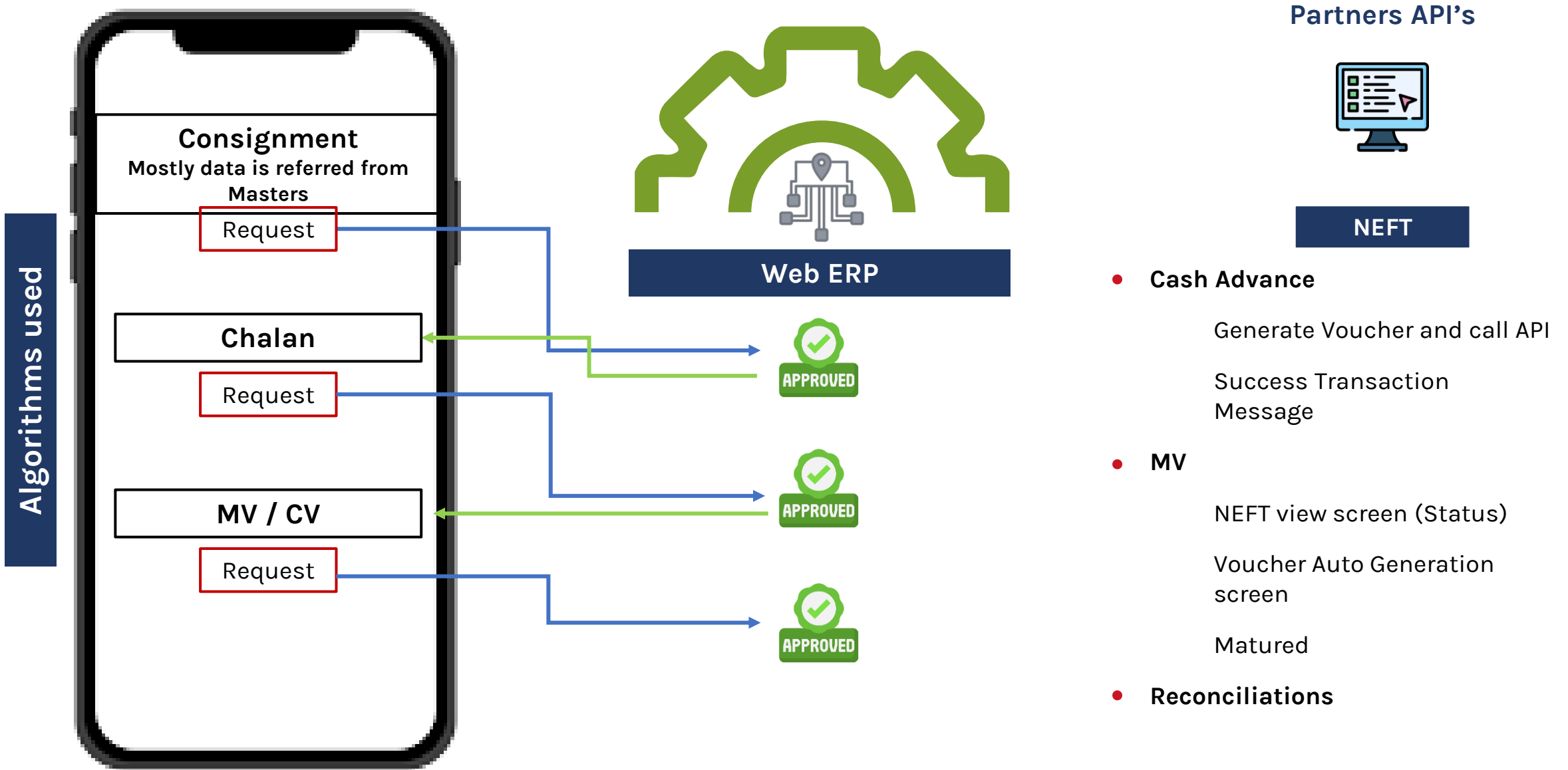
**Rhino 5536E EV – Fleet 55 Tonnage Launch
Nestle Sanand**



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



Innovative Logistics: Enhancing Efficiency through Technology and Automation



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

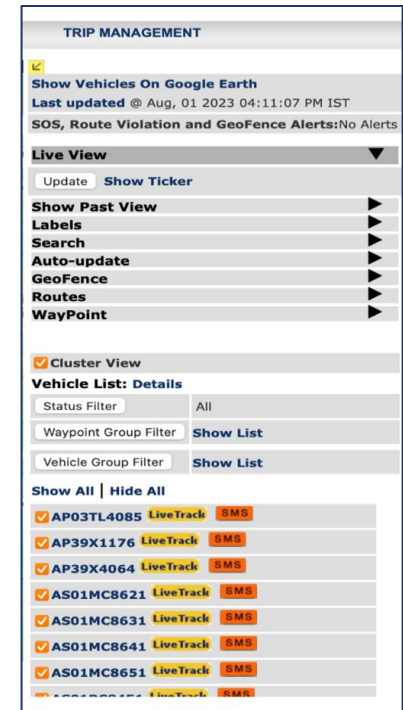
ADAS Systems



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



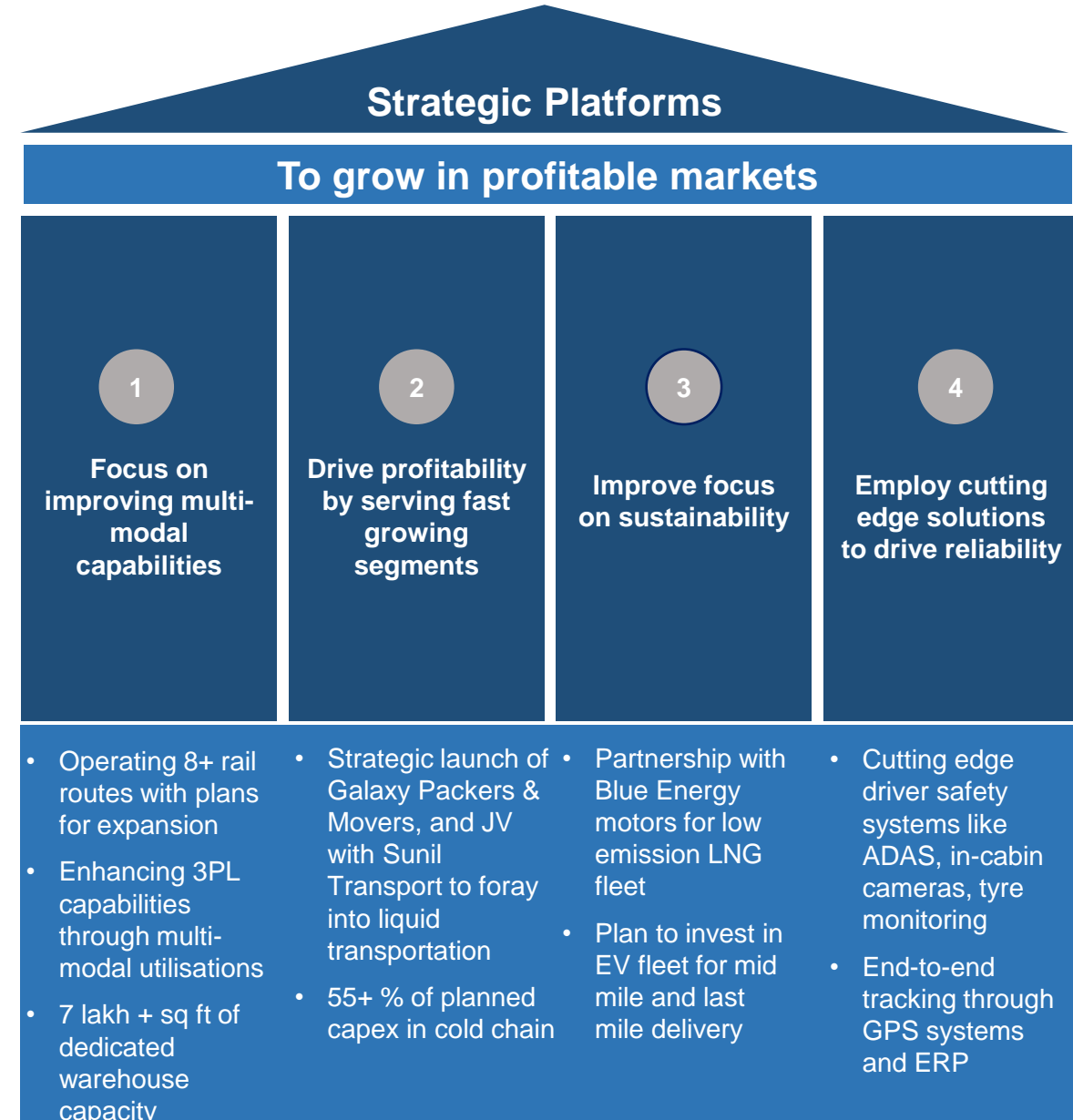
Increasing focus on sustainability as an avenue for greater safety as well as reduced costs



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

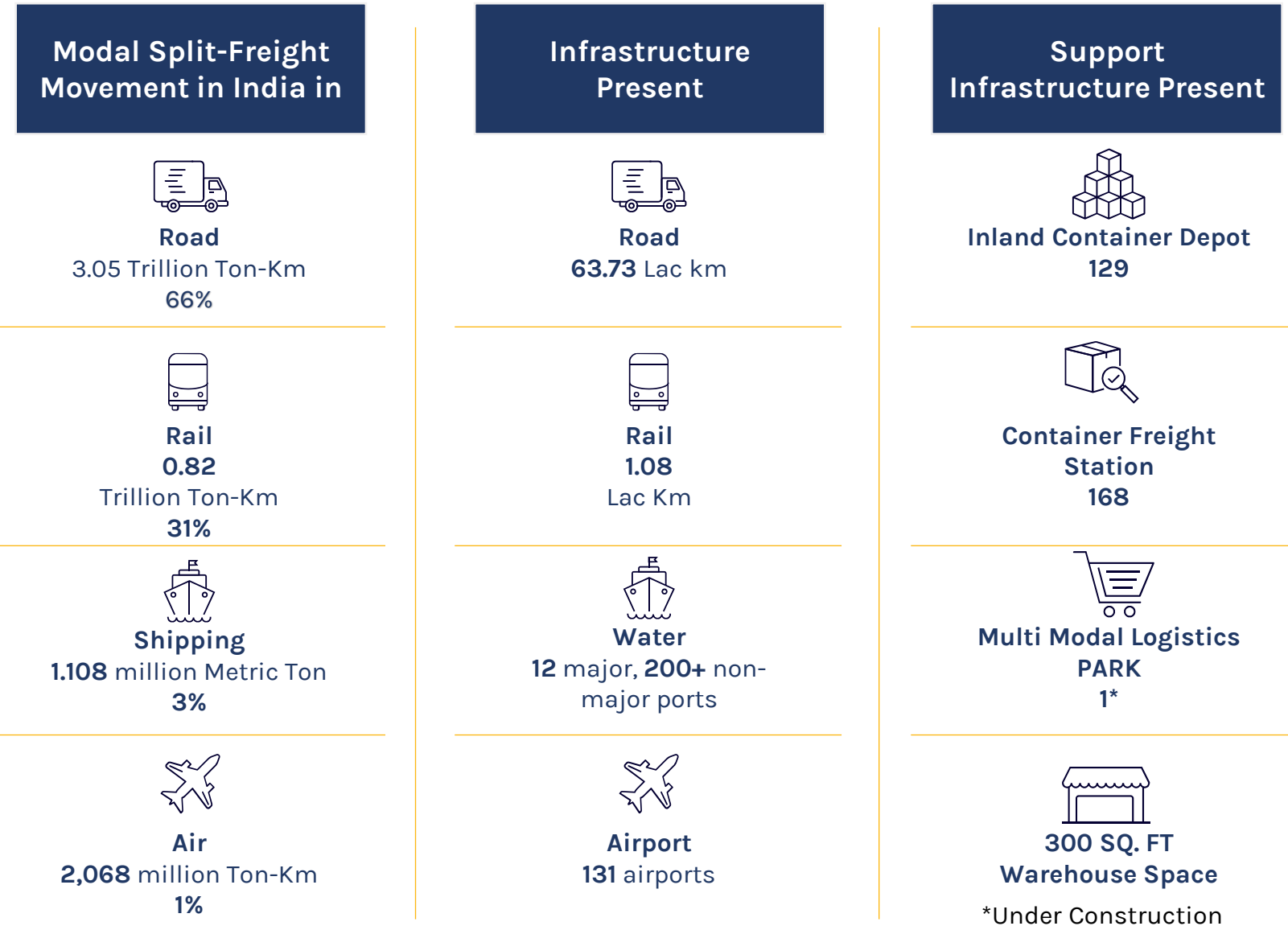
As of FY22, India's exports grew by 44.6% to US\$422b and imports grew by 55.4% to US\$613b. This growth has propelled the Indian transportation and logistics sector, which has grown between ~US\$160 and US\$200b (INR13- 16 Lakh cr.) in 2022.

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.

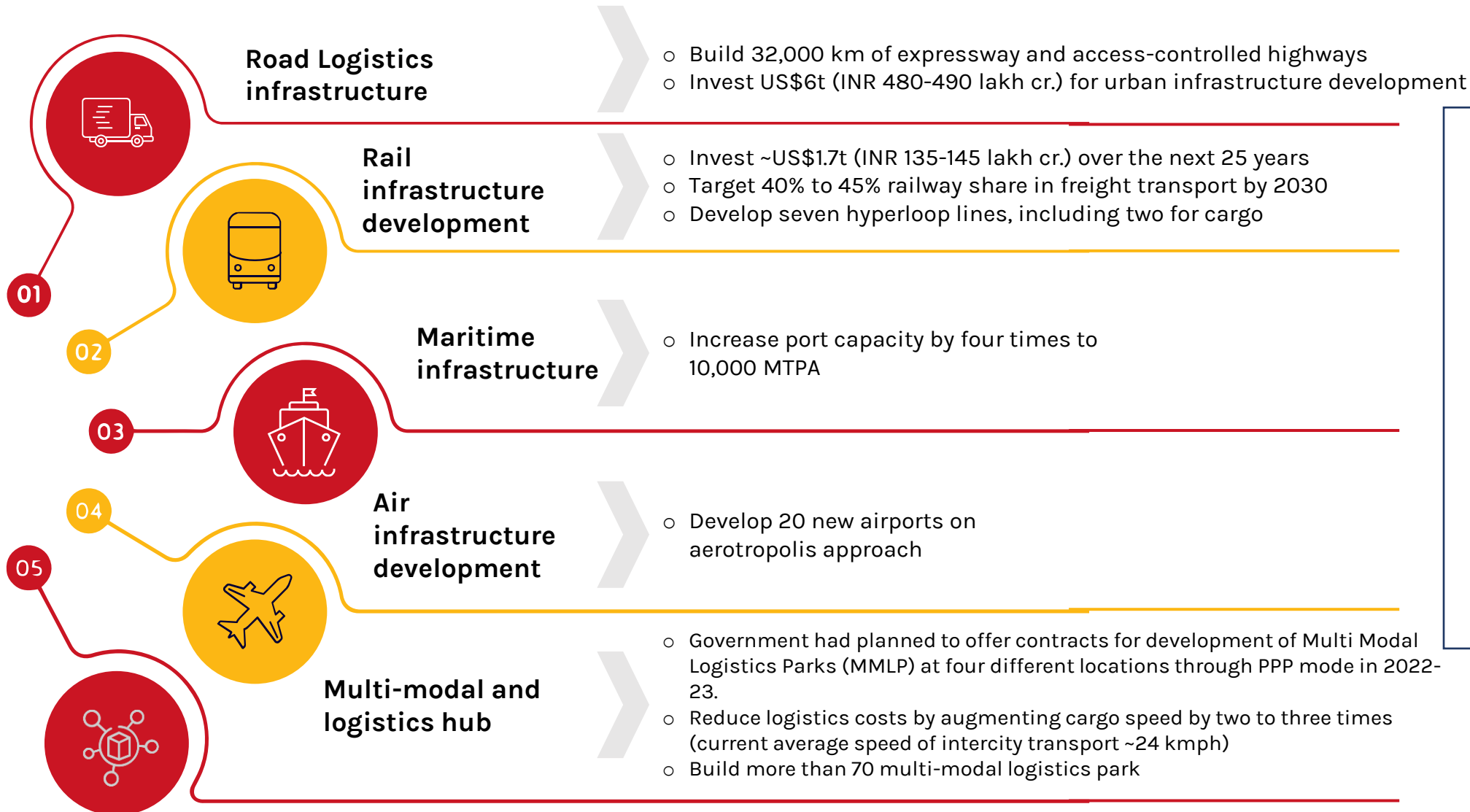
India aims to reduce logistics cost from 13% to 14% of GDP, to 8% to 10% of GDP, by 2030. It is estimated that a 10% reduction in indirect logistics cost will result in 5% to 8% rise in exports.

(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.

Budget 2025 & Government Initiatives: Strengthening Infrastructure For Logistics Growth

1. National Infrastructure Pipeline (NIP)

- Aims to boost infrastructure growth, integrated with Make in India and PLI scheme.
- AAI & private airport developers targeting ₹98,000 Cr (US\$ 11.8B) investment.

2. Dedicated Freight Corridors & GatiShakti Cargo Terminals

- Spearheaded by the Ministry of Railways to enhance freight transportation efficiency.
- Expected to reduce logistics costs and improve cargo handling.

3. Multi-Modal Logistics Parks

- Led by the Ministry of Road Transport & Highways.
- Focus on developing an integrated logistics network to streamline supply chains.

4. Logistics Data Bank (LDB)

- Uses RFID technology for real-time tracking of EXIM container movements.
- Helps in reducing logistics costs and improving transit times.

5. Gati Shakti Master Plan

- Focused on multimodal connectivity for economic zones.
- Part of the NIP with a planned expenditure of \$1.8 trillion by 2025

6. Digital Transformation in Logistics

- Digitization of freight movement for seamless tracking.
- Government focus on AI-driven logistics solutions aligns with tech-enabled supply chain management.

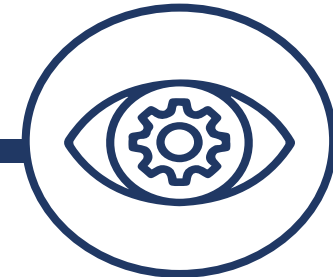
7. Sustainability & Green Logistics

- Incentives for EV adoption in freight transport, enabling logistic companies to expand its sustainable logistics solutions.
- Opportunities to leverage green logistics initiatives for ESG compliance and cost savings.

8. Growth in E-Commerce & Retail Logistics

- Increased budget for rural development and digital connectivity to drive demand for express logistics.
- Growth in domestic production to boost demand for supply chain solutions.

India aims to become a developed nation by 2047, celebrating the 100th anniversary of its independence. This vision encompasses a high quality of life, a robust economy, and advanced technological infrastructure.



These initiatives demonstrate the government's dedication to reshaping the logistics sector. They aim to cut costs, boost efficiency, create significant job opportunities, and foster gender inclusivity, all to support sustainable economic growth.

Government Initiatives to Boost Infrastructure with Freight Corridors

India's **2,843-kilometer Dedicated Freight Corridor network** is driving a major economic shift, enhancing freight efficiency and reducing transit times and costs. The Eastern Dedicated Freight Corridor (EDFC) is fully operational, while the Western Corridor (WDFC) is 93.2% complete, with final stages planned for FY 2024-25. This transformative infrastructure is positioning India as a powerful force across industries.

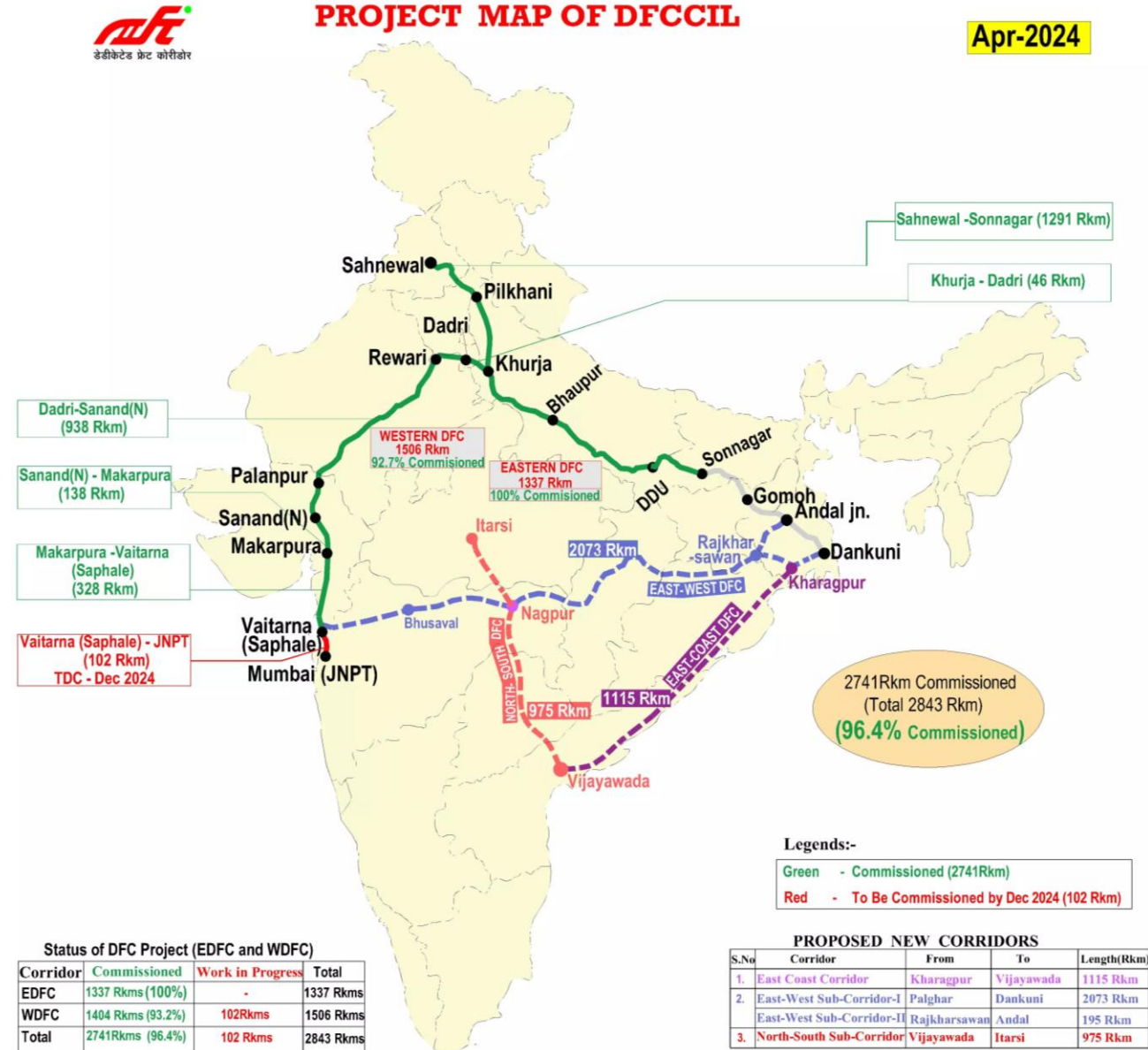
The **Western Dedicated Freight Corridor (WDFC)** covers 1,506 km, connecting Mumbai's JNPT port to Dadri in Uttar Pradesh, passing through Maharashtra, Gujarat, Rajasthan, Haryana, and Uttar Pradesh. The **Eastern Corridor (EDFC)** spans 1,337 km, divided into sections: Sahnewal-Khurja (401 km), Khurja-Bhaupur (351 km), Bhaupur-DDU (402 km), DDU-Sonnagar (137 km), and Khurja-Dadri (46 km).

Impact of Dedicated Freight Corridors on India's Economy and Logistics:

The DFCs aim to transform India's economy and infrastructure, targeting logistics costs **under 10%** as per the National Logistics Policy.

- EDFC and WDFC connect northern landlocked states to western ports, cutting transport times significantly.
- Reduced transit times have lowered power plant inventory costs by **20-30%** and cut NCR-to-port transit times by over half.
- The DFCs support **agriculture, industry, and MSMEs** by enabling faster transport of perishables, reducing spoilage, and boosting income.
- Integrating DFCs with **MMLPs** could streamline operations and reduce logistics costs for e-commerce.

Future Plans: DFCCIL's roadmap includes approved East-West, East Coast, and North-South corridors, with a proposed Southern Corridor, set to transform goods movement and position India as a global logistics hub.



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.

Targets

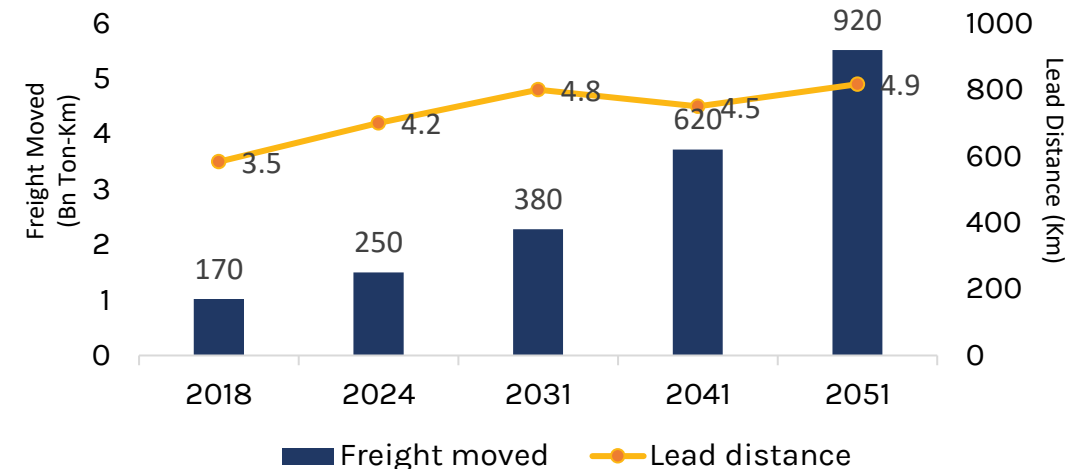
2030 Goal: Transport 3,000 million tones of cargo.
Revenue Target (2023-24): ₹13,227 Cr from miscellaneous goods.



Environmental Impact

This initiative aligns with global trends in sustainable transportation. By leveraging railways' energy efficiency, it contributes to lower carbon emissions compared to road transport.

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







(Source [Business Standard](#), [Track In](#))

Unlocking India's Potential in Cold Chain Logistics

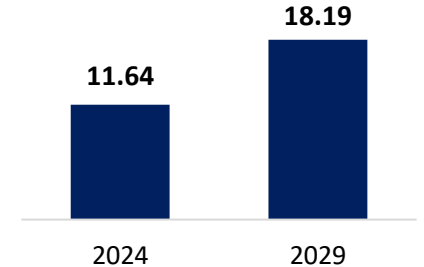
- The India Cold Chain Logistics Market is projected to be valued at **USD 11.64 billion in 2024**, with an anticipated growth to **USD 18.19 billion by 2029**, reflecting a compound annual growth rate (CAGR) of **9.72%** over the forecast period from 2024 to 2029.
- India, a major producer of milk, fruits, vegetables, seafood, meat, and poultry, faces substantial food losses due to insufficient cold chain infrastructure. The Food and Agriculture Organization estimates these losses at **1.3 billion tonnes** annually, costing up to USD 15 billion.
- 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 well-positioned for substantial growth, driven by several key factors that offer significant potential for expansion.

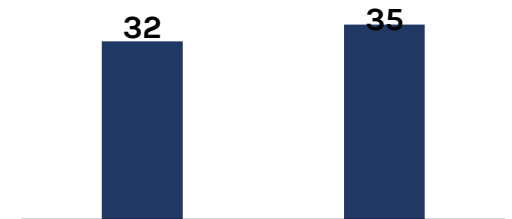
- Over 40% of food losses after harvest highlight the need for better cold chains logistics.
- FAO recommends energy-efficient cold chains to increase food supply by over 15%, or 250 million tons.
- In FY 2021-2022, India exported USD 1.53 billion in fruits and vegetables, mainly to the UAE and neighboring countries.
- With India set to be the fifth-largest economy by 2027, government-backed investment in cold chain infrastructure is being boosted.

 <p>Pharmaceuticals And Healthcare Industry</p>	➤	<ul style="list-style-type: none"> ○ Pharmaceutical cold chain logistics market to reach \$21.3 billion by 2024. ○ Precise temperature control during transport is critical for medicines, vaccines, etc.
 <p>Chemical Industry</p>	➤	<ul style="list-style-type: none"> ○ Cold chain management ensures quality and safety in chemical transportation. ○ Precise temperature control is essential due to chemicals' value and hazards. ○ Semiconductor advancements demand stricter storage standards.
 <p>Cut Flowers</p>	➤	<ul style="list-style-type: none"> ○ Cold chain logistics ensures flowers stay fresh, preventing early blooming and wilting. ○ Professional services guarantee undamaged delivery. ○ Reliable cold chain is crucial for wholesalers to boost sales and reduce losses.
 <p>Processed Foods and Beverages</p>	➤	<ul style="list-style-type: none"> ○ Cold chain logistics ensures temperature-controlled storage for: <ul style="list-style-type: none"> ▪ Perishable Fruits, Vegetables & Dairy: 7°C to 14°C ▪ Fresh Produce: 14°C to 24°C

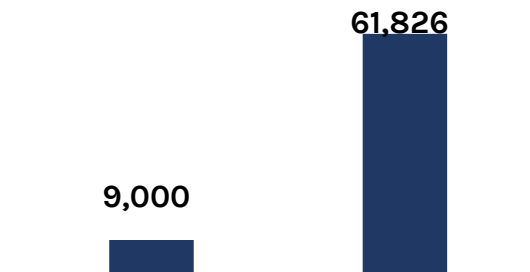
Indian Cold Chain Logistics Market Size in USD Billion



Source: Mordor Intelligence



Deficit of 3 Mn MT of Cold Storage in India



Reffer supply caters to only 15% of the demand

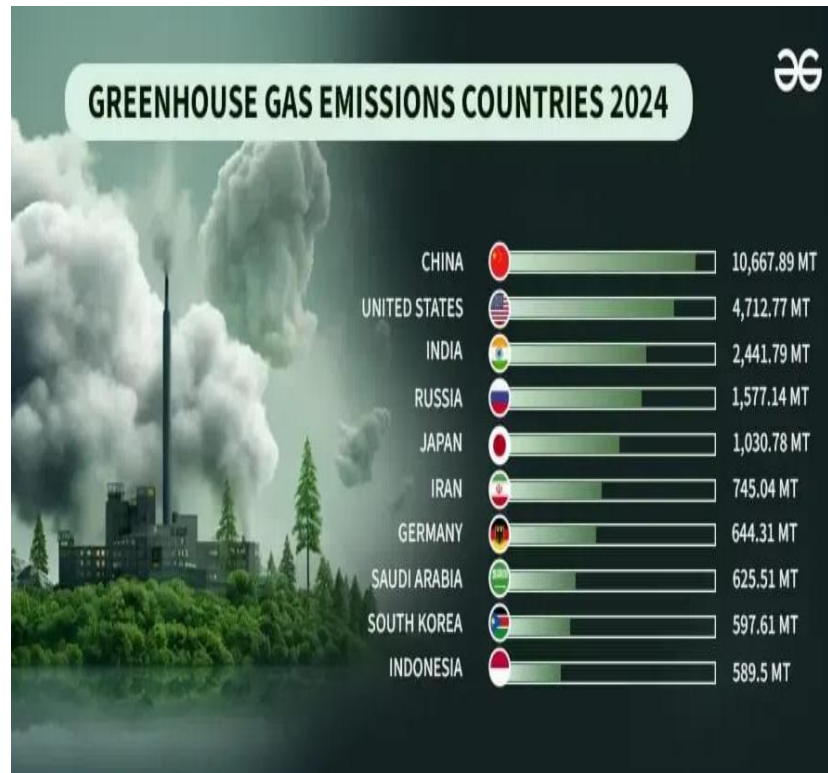
Green Logistics: A Sustainable Approach

- According to the World Bank, transport-related emissions currently make up nearly **20%** of global energy-related CO2 emissions, a number expected to increase by **60%** by 2050 if not addressed.
- India's transport sector is the **third-largest** GHG emitter, contributing **14%** of CO2 emissions, with growth expected as urbanization increases, requiring urgent action for net-zero by 2070.
- Road transport emits six times more than industrial enterprises and significantly more than rail transport.
- Rapid transition to alternative fuel technologies like EV, LNG, and CNG fleets to meet Net Zero targets and corporate ESG commitments.
- Air pollution is a major issue in India, with 35 of the world's 50 most polluted cities. Transport emissions, making up **20-30%** of urban pollution, directly impact public health.

Green logistics for a better tomorrow

Given the environmental impact of logistics, exploring sustainable alternatives is crucial for a better future.

- Rising fuel costs are driving companies to adopt energy-efficient logistics, like electric vehicles and optimized routes, reducing expenses and carbon footprints.
- Consumer demand for sustainability is driving companies to adopt green logistics, boosting brand loyalty and competitiveness.
- Stricter regulations are driving companies to adopt green logistics to avoid penalties and meet growing demand for sustainability.
- CSR drives green logistics by meeting sustainability goals, boosting brand reputation, attracting eco-conscious consumers, and improving efficiency while ensuring regulatory compliance.



Electrification of Logistics : The Tipping Point

Electric vehicles (EVs) are no longer a niche experiment; they are becoming a mainstream logistics solution, particularly for urban and last-mile deliveries.

- **Market Growth:** The global electric commercial vehicle market is projected to reach \$558 billion by 2030, growing at a 31% CAGR.
- **Cost Efficiency:** EVs have up to 40% lower operating costs than diesel alternatives due to reduced fuel and maintenance expenses.
- **Infrastructure Expansion:** India targets 46,000 public EV charging stations by 2030, with policies incentivizing fleet adoption.

Green Logistics: Government Support for a Sustainable Planet



The Sustainable Development Goals aim to create a better, sustainable future by addressing global challenges like poverty, inequality, climate change, and peace. All 17 interconnected goals must be achieved by 2030 to leave no one behind.

Green logistics, which emphasizes eco-friendly practices in transportation, distribution, and supply chain management, is crucial for achieving these SDGs. By focusing on these areas, we can protect the planet, preserve ecosystems, and ensure a sustainable future for all.



BHARATMALA
ROAD TO PROSPERITY

BharatMala Pariyojana

BharatMala Pariyojana contributes to green logistics by optimizing road traffic, reducing fuel consumption through efficient routes and bypass roads, and promoting the development of Multi-Modal Logistics Parks (MMLPs) for integrated transportation.

Additionally, the inclusion of dedicated freight corridors enhances freight movement, reducing emissions and encouraging the use of more eco-friendly transport modes like rail and waterways.



SAGARMALA
PORT-LED PROSPERITY

Sagarmala Programme

The Sagarmala project enhances green logistics by modernizing port infrastructure, promoting Direct Port Delivery (DPD) and Direct Port Entry (DPE) to reduce emissions, and encouraging modal shifts to coastal and inland waterways, which are more fuel-efficient.

The development of Coastal Economic Zones (CEZs) further optimizes supply chains, minimizing transportation distances and lowering fuel consumption and emissions.

Multimodal Logistics Parks

20% less congestion from larger truck and rail freight.

Inter-modal connectivity with rail, highway, and port/airport links.

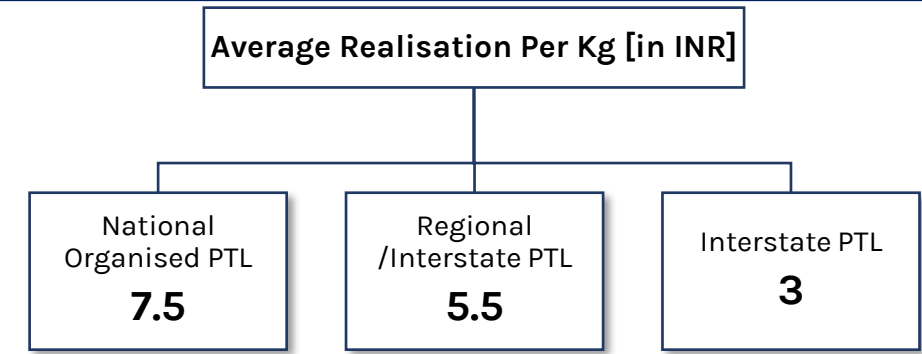
Reduced handling costs with advanced mechanized infrastructure.

Enables hub-and-spoke transport, reducing costs with an efficient fleet.

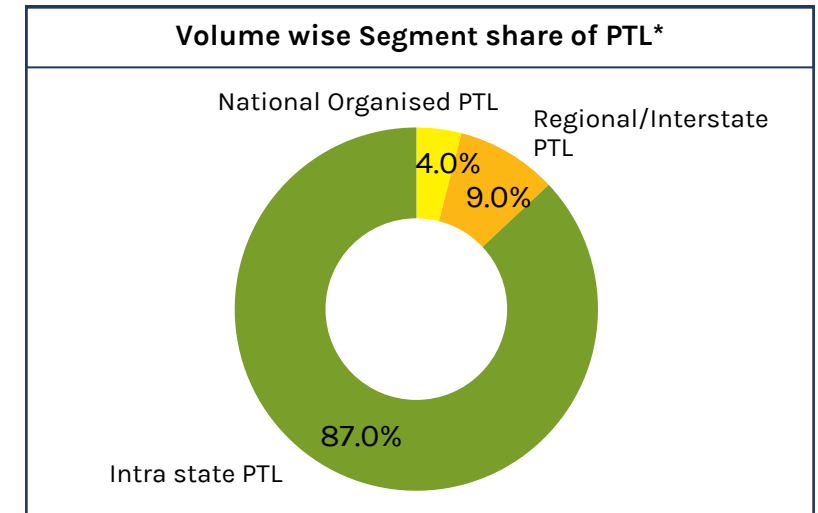
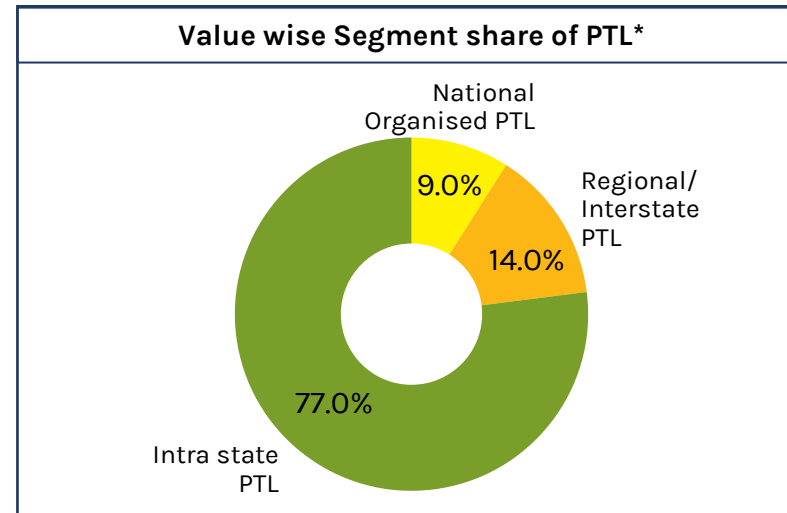
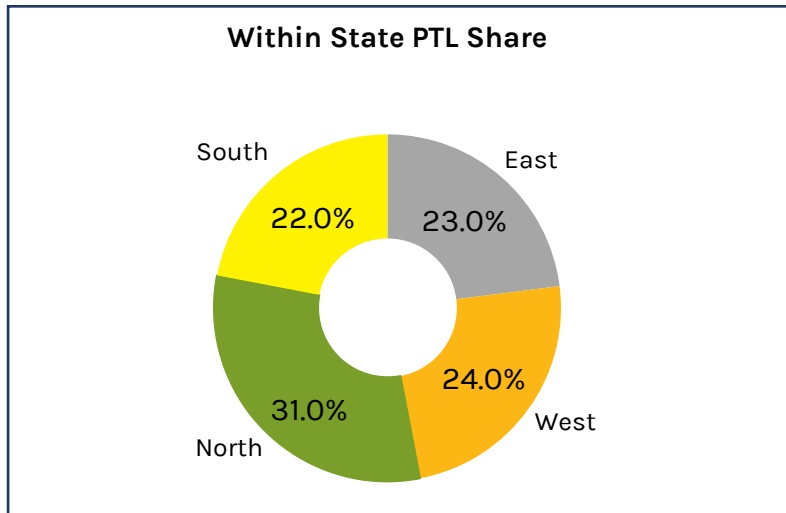


Part Truck Load: A Flexible Solution in Modern Logistics

- 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

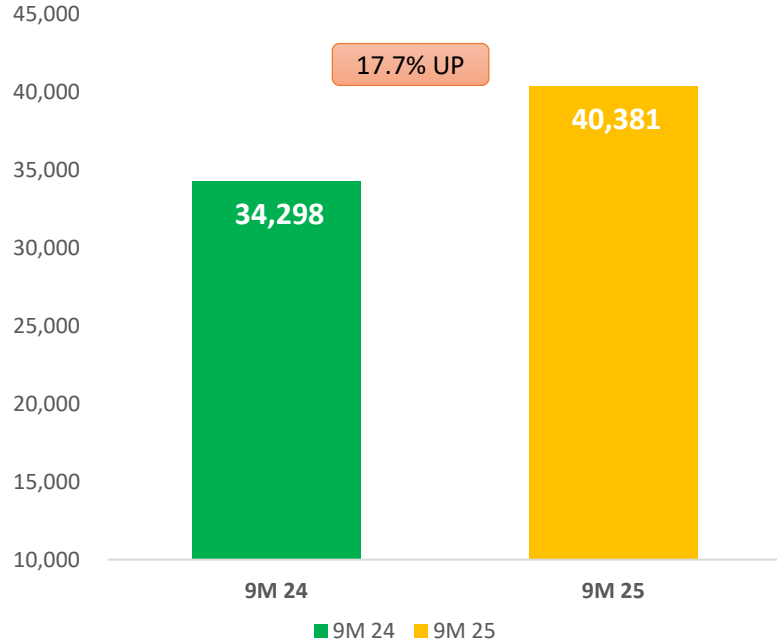


Financial Overview

9 Months Financial Performance 9M 25 vs 9M 24

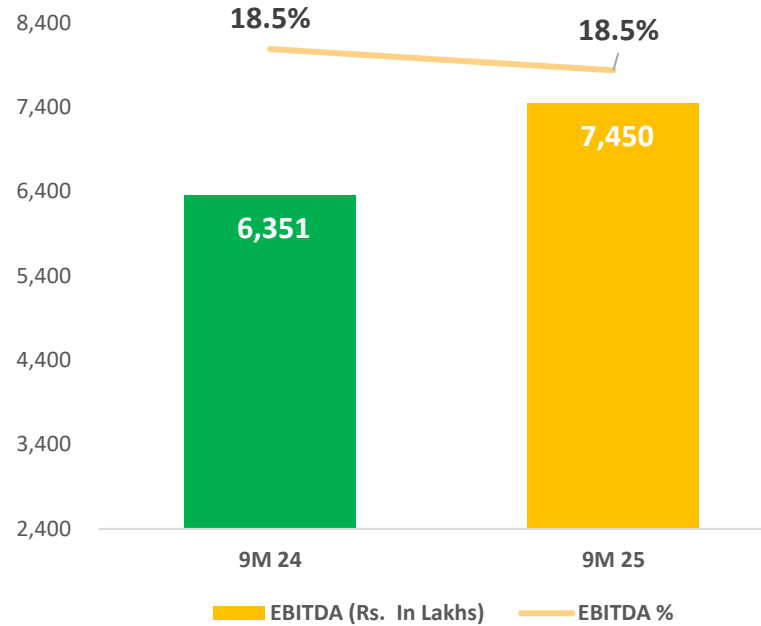
Rs. In Lakhs

Revenue



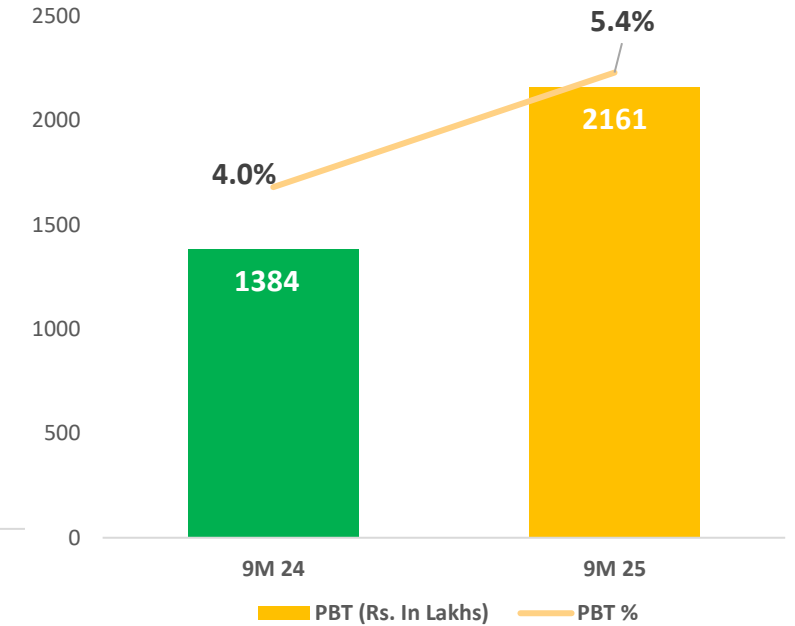
17.7%
Revenue UP
9M 25 Vs
9M 24

EBITDA



17.3%
EBITDA UP
9M 25 Vs
9M 24

PBT

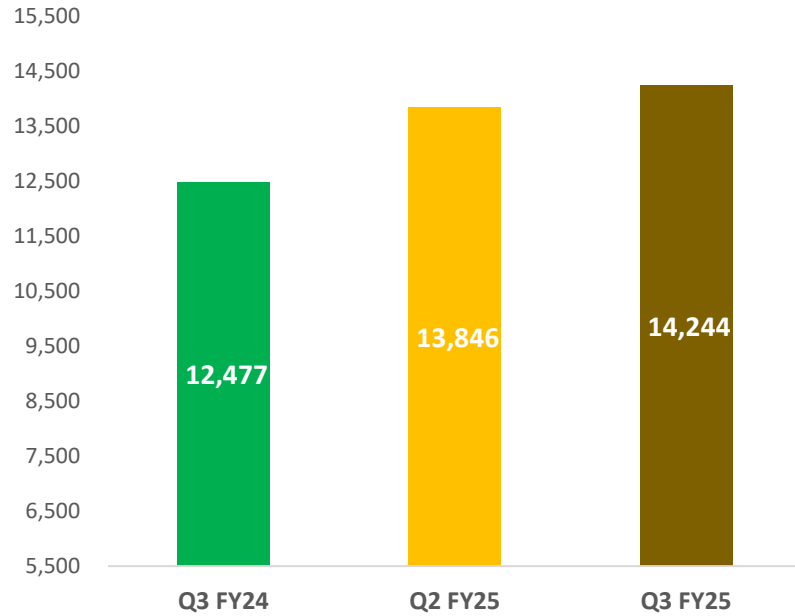


56.1%
PBT UP
9M 25 Vs
9M 24

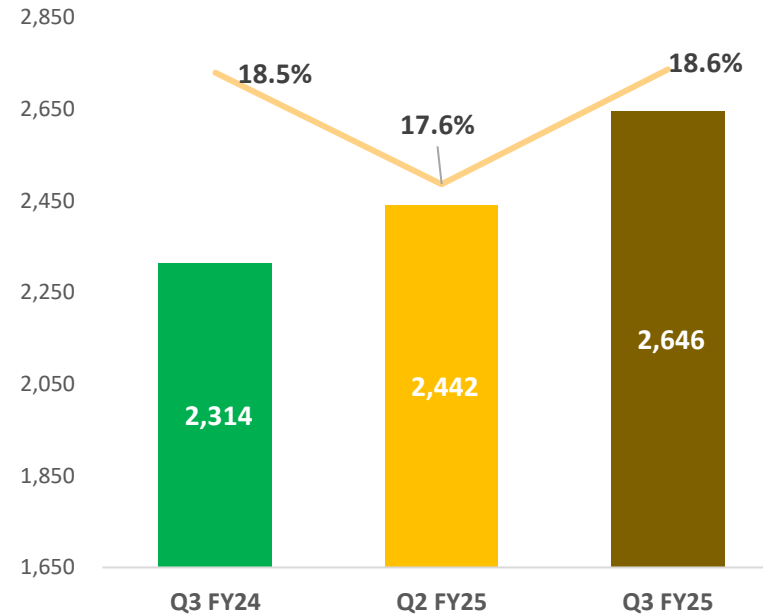
Quarter on Quarter Financial Performance

Rs. In Lakhs

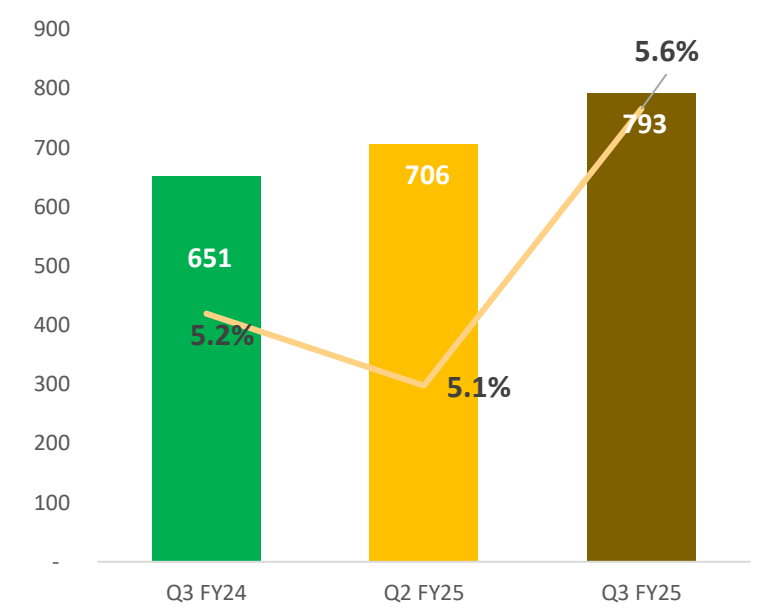
Revenue



EBITDA



PBT



■ PBT(Rs. In Lakhs) — PBT %

14.2%
Revenue
UP Q3 25
Vs Q3 24

2.9%
Revenue
UP Q3 25
Vs Q2 25

14.4%
EBITDA UP
Q3 25 Vs
Q3 24

8.4%
EBITDA UP
Q3 25 Vs
Q2 25

21.8%
PBT UP
Q3 25 Vs
Q3 24

12.3%
PBT UP
Q3 25 Vs
Q2 25

Thank You



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AVG Corporate Communication

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