

October 29, 2024

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 Part A of Schedule III of the Listing Regulations, we are enclosing herewith the Investors Presentation for the second quarter ended September 30, 2024 to be discussed at Earnings Conference Call which has been scheduled to be held on **Wednesday, October 30, 2024 at 02:00 p.m. (IST)**.

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

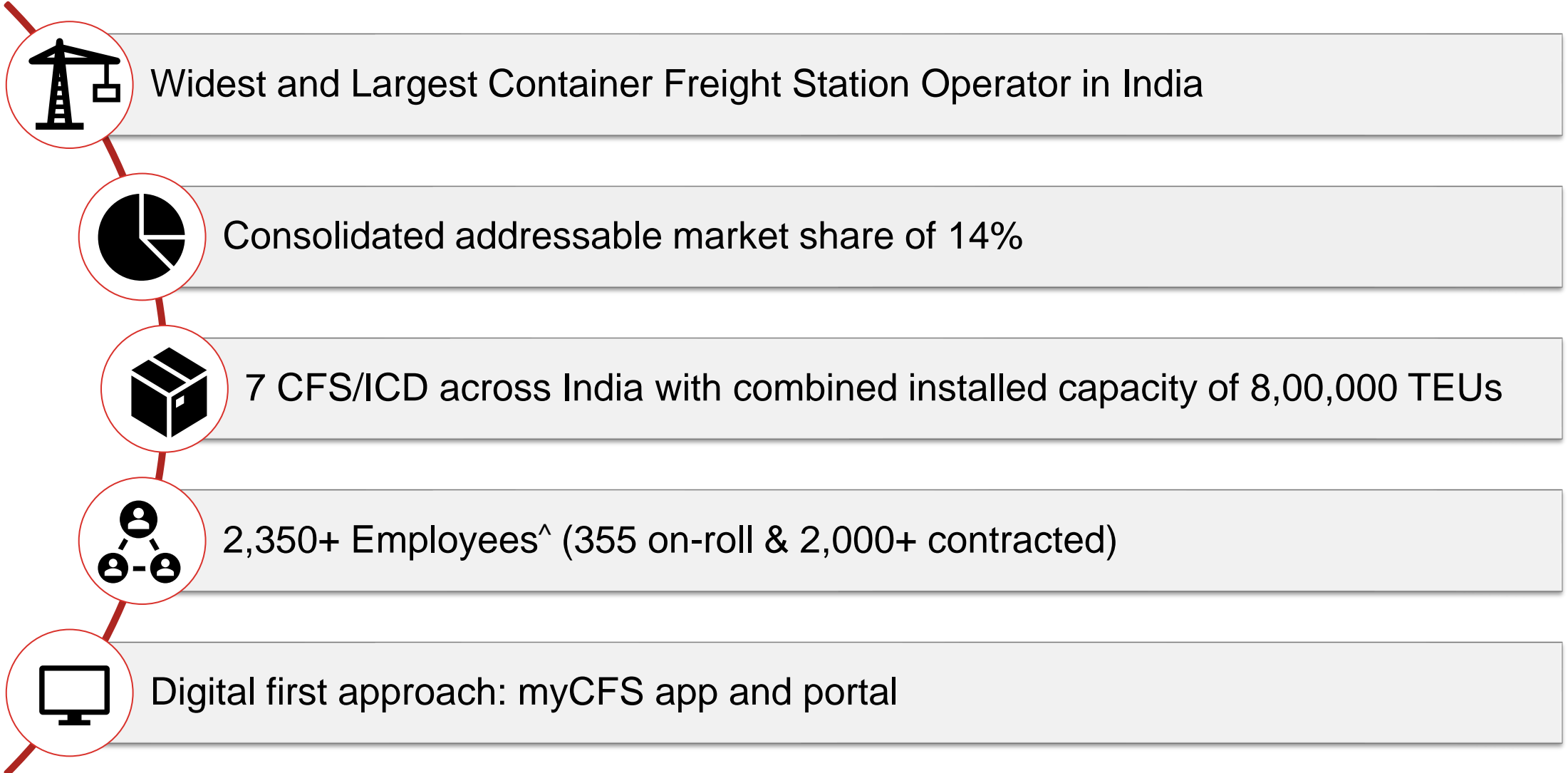


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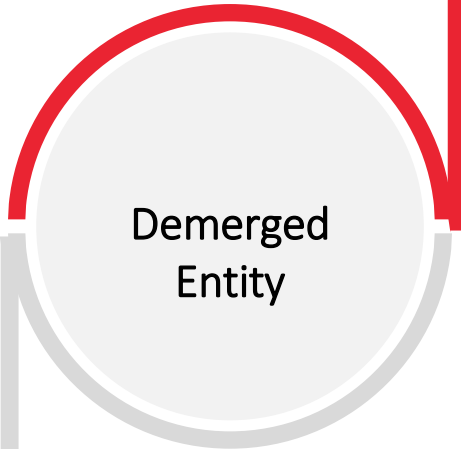
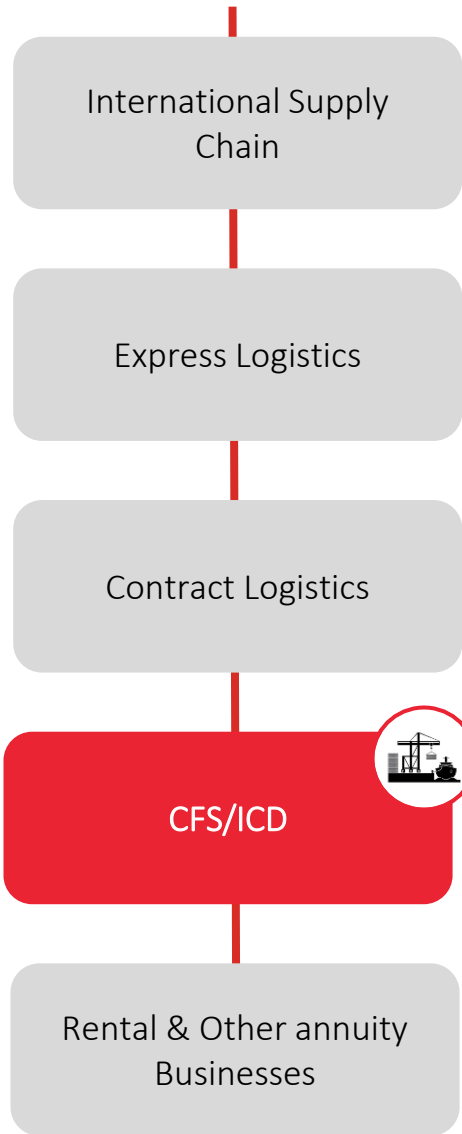
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[^]data as of 31st March, 2024

ALLCARGO GROUP PRESENT ACROSS THE LOGISTICS VALUE CHAIN THROUGH ITS GROUP COMPANIES



Allcargo Terminals Limited

Allcargo Terminals Limited a key cog in the value chain by providing CFS, ICD and warehousing services thus supporting India's EXIM growth

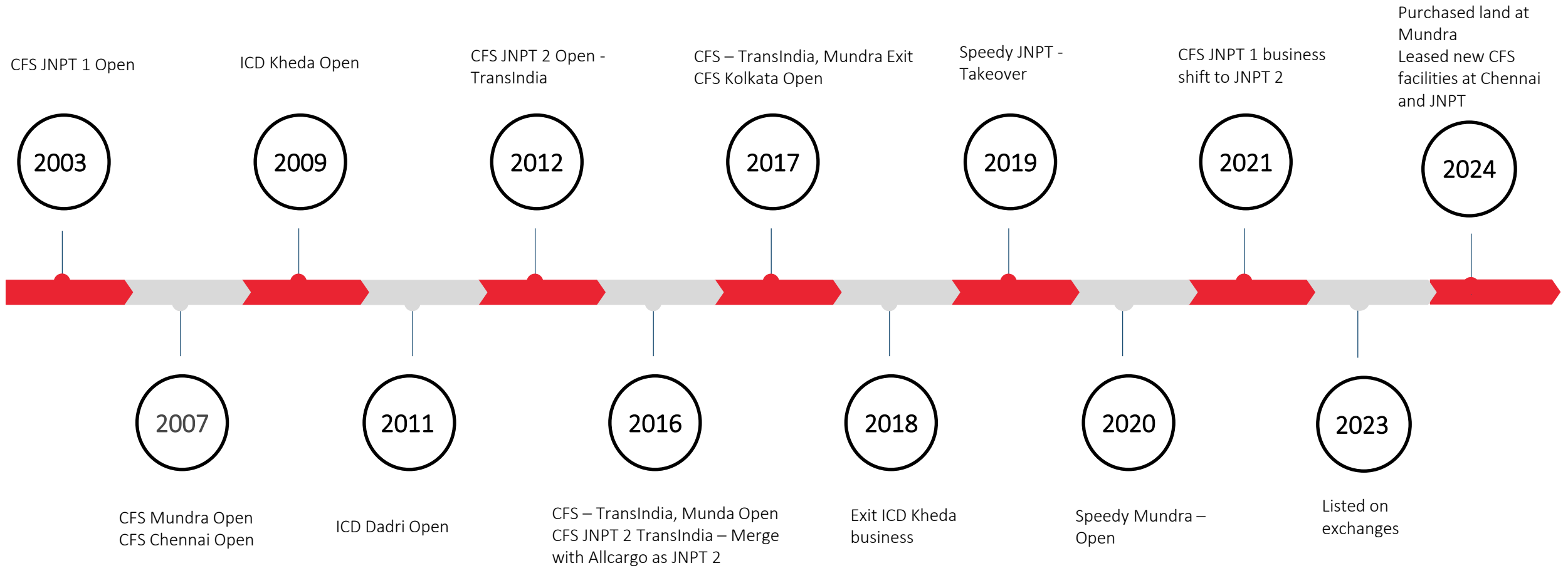
Leading Pan India Player with asset light strategy

CFS at JNPT, Chennai, Mundra and Kolkata & 1 ICD at Dadri*

Speedy Multimodes - Best in class, closest facilities to India's largest port

Currently operating at 85% utilization

ALLCARGO TERMINALS TIMELINE

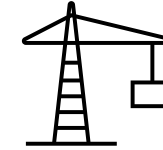




Containerized
Cargo Services



Break Bulk Cargo



Specialized
Cargo Handling



Reefer Monitoring
Service



Bonded & Non-
Bonded Warehouse



Direct Port
Delivery



Hazardous Cargo

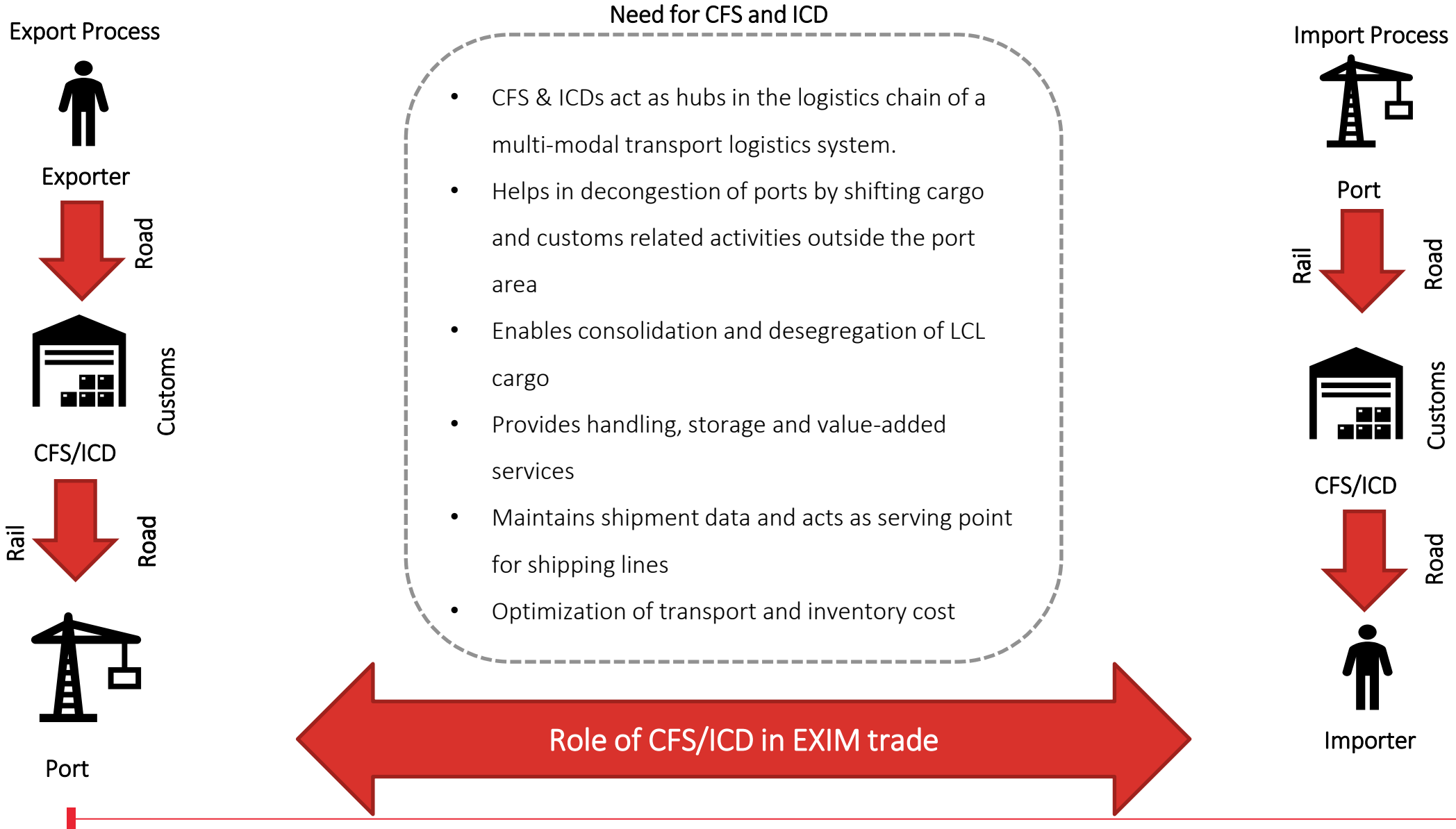


First & Last Mile
Delivery



ISO Tank





ATL: LEADING PLAYER WITH PAN INDIA NETWORK

Strategically Located Assets with Robust Operational Capabilities

Static Yard Capacity of over 26,000 TEUs

JHAJJAR
Upcoming ICD/PFT

MUNDRA
2 CFS's (Owned + Leased)
Static Yard Capacity: 3,000 + 6,500 (Speedy) TEUs
Distance from Port: 8 KM (for both facilities)
Purchased: 60 acres land for expansion

DADRI - ICD
Static Yard Capacity: 1,800 TEUs
Distance from Rail: 1.5 KM

MUMBAI
Nhava Sheva, Mumbai
2 CFS's (Owned + Leased)
Static Yard Capacity: 4,000 + 5,000 (Speedy) TEUs
Distance from Port: 18 KM & 6 KM
Purchased: 25 acres land for expansion

KOLKATA
Static Yard Capacity: 2,000 TEUs
Distance from Port: 2.5 KM

CHENNAI
Static Yard Capacity: 4,000 TEU
Distance from Port: 8 KM from Chn port
Upcoming Kences facility:
Static Yard Capacity: 750 TEU
Distance from Port: 8-10km from Kat/Ennore Port

● Current ● Upcoming

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

DIGITAL CUSTOMER JOURNEY

DATA BASED DECISIONS



67%

Activities pertaining to documentation / counters in CFSs now digitally enabled

70%

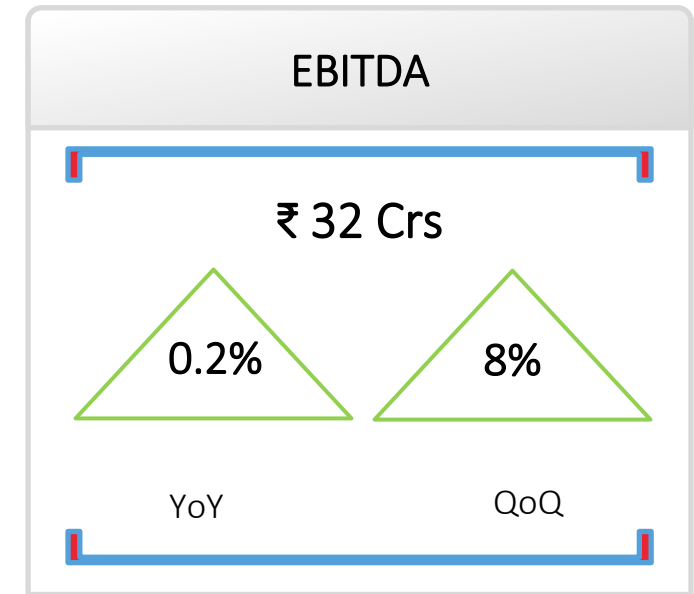
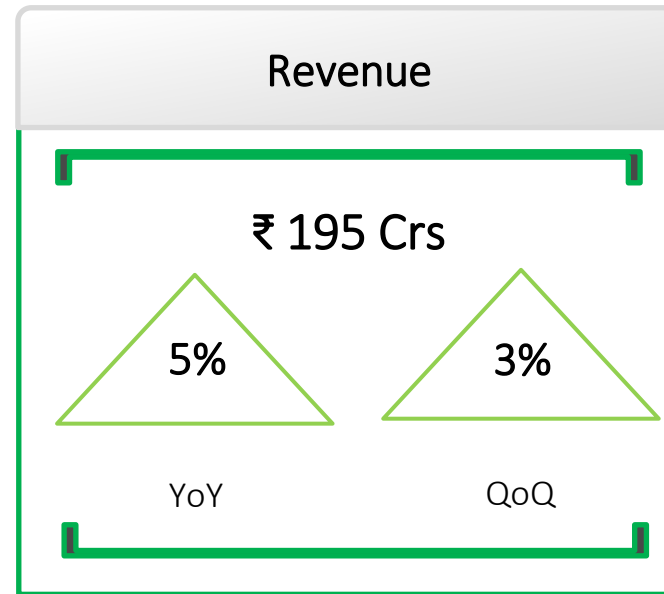
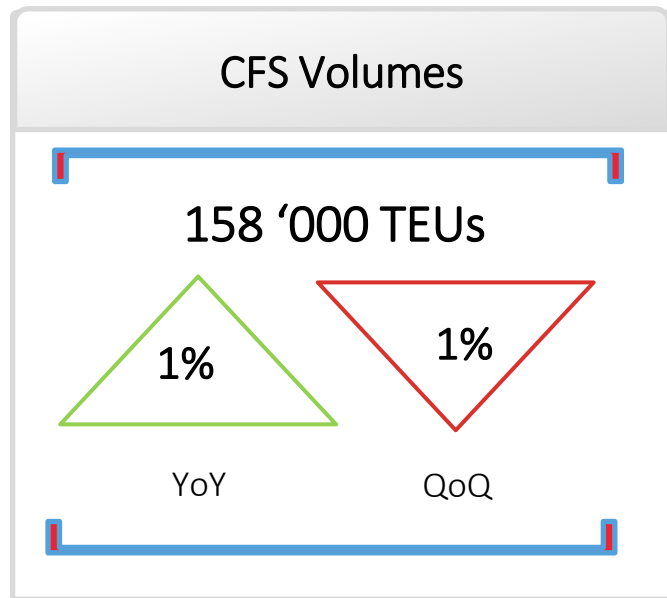
Active customers onboarded on the myCFS portal/App

DATA DRIVEN DECISION-MAKING

ENHANCED CUSTOMER EXPERIENCE

ONE IN ALL DIGITAL PLATFORM

Q2FY25 KEY FINANCIAL HIGHLIGHTS – CONSOLIDATED



- Q2FY25 volumes are steady compared to previous quarter and year. 4% growth in H1FY25 volumes compared to H1FY24
- Better yields and operating efficiencies enable EBITDA / TEU of over Rs 2K and 19% growth in PAT over previous quarter.

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 and 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.

Organic Growth

Focus on market share and wallet share increase for profitable growth



Inorganic Growth

Identified areas leveraging the Group's expertise in M&A



Adjacencies

New geographies, Strategic partnerships

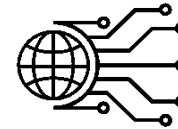


The building blocks to deliver Customer Delight across our businesses to power our ambition



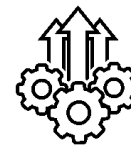
People Power

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



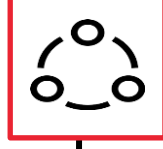
The western dedicated freight corridor will have a route length of 1,483 kms



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

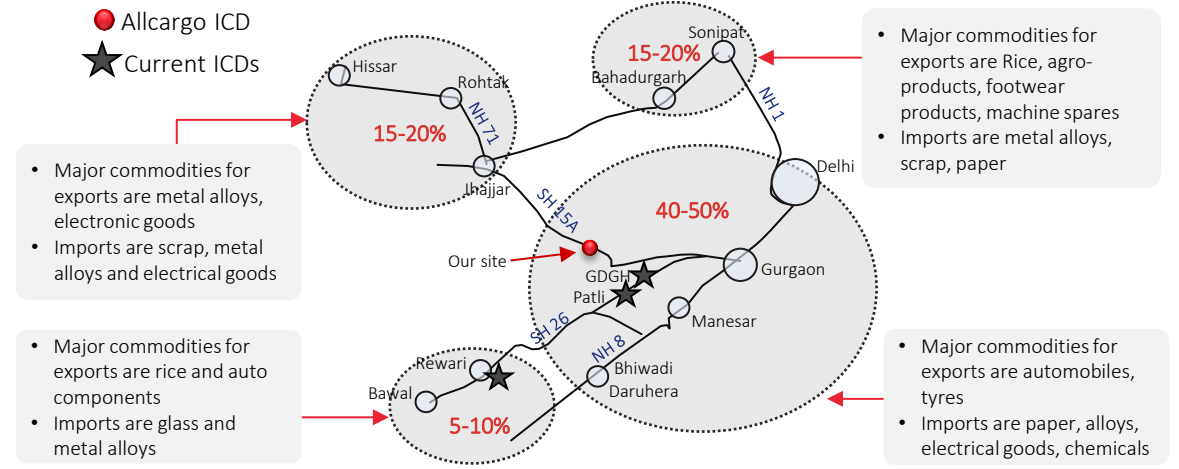


Will connect the existing ports and industrial areas for faster movement of goods

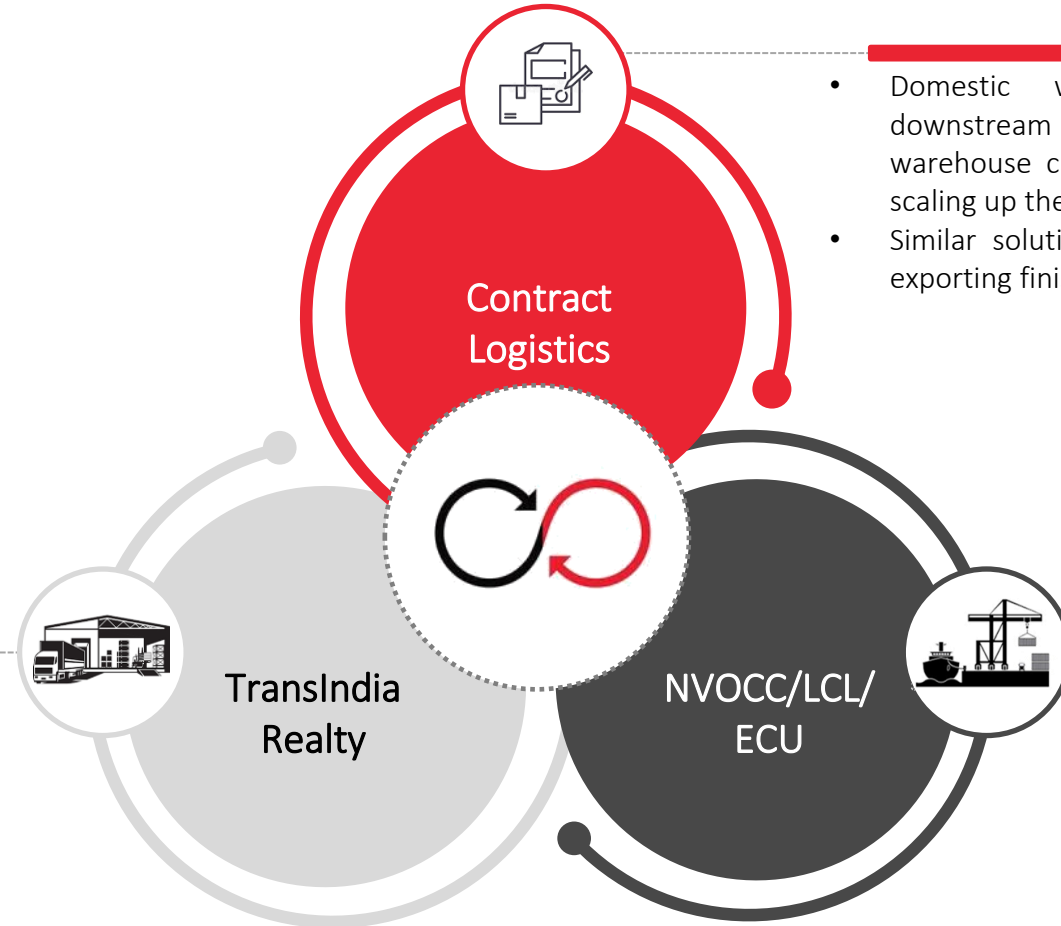


DFC to decongest the railway network and will help in reducing the logistics cost along with increasing share of rail to logistics

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



- 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





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 – Rest of India

- 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.





CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q2FY25	Q2FY24	Y-o-Y	Q1FY25	Q-o-Q	H1FY25	H1FY24	Y-o-Y
Revenue from Operations	195	185	5%	190	3%	385	366	5%
Expenses	163	153		160		322	305	
EBITDA	32	32	0.2%	30	8%	62	61	2%
<i>EBITDA Margin (%)</i>	<i>16.6%</i>	<i>17.5%</i>		<i>16%</i>		<i>16.2%</i>	<i>16.8%</i>	
Other Income	2	1		1		4	2	
Finance cost	7	7		7		14	14	
Depreciation and amortisation expenses	13	13		14		27	27	
PBT before associates, joint ventures	14	13	8%	10	38%	25	23	8%
Share of profit from associates and joint ventures	2	1		1		3	2	
Profit before tax & exceptional items	16	15	13%	11	42%	28	25	11%
Exceptional items	-3	-		-		-3	-	
Profit before tax	14	15	-5%	11	21%	25	25	1%
Tax expense	3	3		2		4	4	
PAT	11	12	-5%	10	19%	21	21	-0.1%
<i>PAT Margin (%)</i>	<i>5.8%</i>	<i>6.4%</i>		<i>5.0%</i>		<i>5.4%</i>	<i>5.7%</i>	
Diluted EPS (INR)	0.46	0.48		0.38		0.83	0.85	

CONSOLIDATED BALANCE SHEET

ASSETS (₹ Crores)	Sep-24	Mar-24
Non-current assets		
Property, plant and equipment	89	85
Goodwill	33	33
Other intangible assets	22	28
Intangible assets under development	0	0
Right of use assets	335	353
Investments in joint ventures	34	31
Capital Work-in-progress	0	0
Financial Assets		
Loans	0	0
Other financial assets	34	34
Deffered tax assets (net)	71	68
Non Current tax assets (net)	7	6
Other non-current assets	1	7
	626	646
Current assets		
Contract Assets	11	12
Financial Assets		
Current Investments	67	41
Trade receivables	48	44
Cash and cash equivalentents	18	21
Loans	1	1
Other financial assets	19	15
Other current assets	5	11
Total Current Assets	170	144
Total Assets	796	790

Equity and liabilities (₹ Crores)	Sep-24	Mar-24
Equity		
Equity share capital	49	49
Other equity	209	189
Equity attributable to equity holders of the parent	258	238
Non-controlling interests	10	12
Total equity	268	250
Non-current liabilities		
Financial liabilities		
Borrowings	12	21
Lease liabilities	350	359
Employee benefit liabilities	3	3
Other financial liabilities	0	0
Deferred tax Liabilities (net)	6	8
Total Non-current liabilities	371	391
Current liabilities		
Contract Liabilities		
Financial liabilities		
Borrowings	16	16
Lease liabilities	25	23
Trade payables	88	88
Other financial liabilities	5	2
Net employee defined benefit liabilities	5	5
Other current liabilities	19	15
Total Current liabilities	157	149
Total Equity and Liabilities	796	790

CONSOLIDATED CASH FLOW

Particulars (₹ Cr)	Sep-24	Sep-23
Profit before Tax	22	23
Adjustment for Non-Operating Items	41	39
Operating Profit before Working Capital Changes	64	62
Changes in Working Capital	7	17
Cash Generated from Operations	70	80
Less: Direct Taxes paid	-8	-14
Net Cash from Operating Activities	62	66
Cash Flow from Investing Activities	-30	-17
Cash Flow from Financing Activities	-34	-34
Net increase/ (decrease) in Cash & Cash equivalent	-3	15
Cash and cash equivalents at the beginning of the period	21	13
Cash and cash equivalents at the end of the period	18	29

THANK YOU



INVESTOR RELATIONS

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