

August 13, 2024

<b>To,</b> <b>BSE Limited,</b> Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400001 <b>BSE Scrip Code:</b> 532749	<b>To,</b> <b>National Stock Exchange of India Limited,</b> Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051 <b>NSE Symbol:</b> ALLCARGO
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Dear Sir/Madam,

**Sub: 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 on financial performance of the Company for the quarter ended June 30, 2024.

The above information will be made available on the website of the Company i.e., [www.allcargologistics.com](http://www.allcargologistics.com)

We request you to take the above on record.

Thanking you,

Yours faithfully,

**For Allcargo Logistics Limited**

**Devanand Mojindra**  
**Company Secretary & Compliance Officer**  
**Membership No.: A14644**

**Encl: a/a**

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**ALLCARGO LOGISTICS LIMITED**

Allcargo House, 6th Floor, CST Road, Kalina, Santacruz (E), Mumbai - 400 098. Maharashtra. India.  
T: +91 22 6679 8110 | [www.allcargologistics.com](http://www.allcargologistics.com) | CIN: L63010MH2004PLC073508 | GSTN: 27AACCA2894D1ZS  
e-mail id: [investor.relations@allcargologistics.com](mailto:investor.relations@allcargologistics.com)



**allcargo**  
LOGISTICS

INVESTOR PRESENTATION  
August 2024

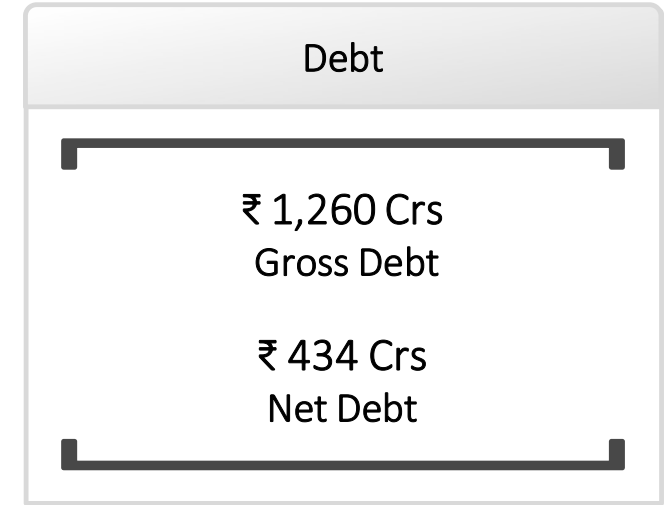
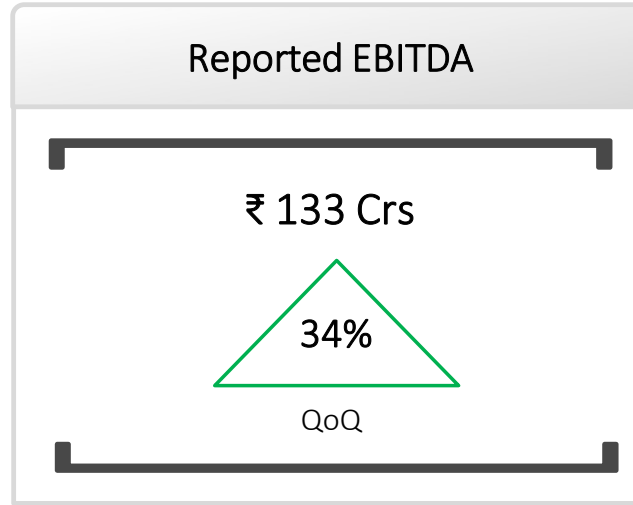
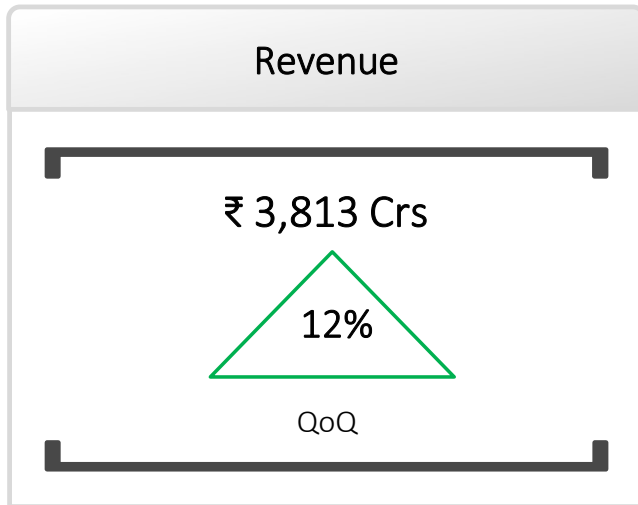


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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

# KEY FINANCIAL HIGHLIGHTS – CONSOLIDATED Q1FY25



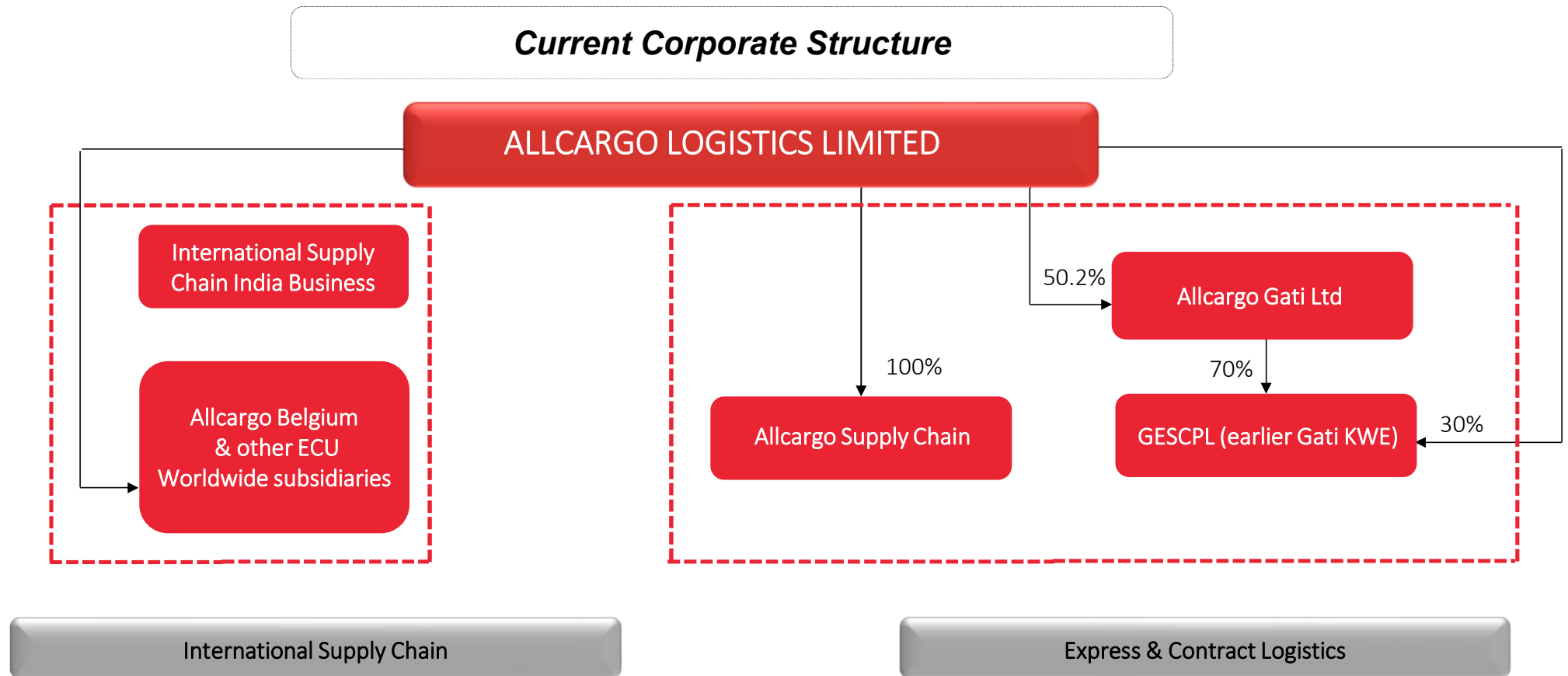
Allcargo Logistics (Consolidated)		
₹ Crores	Q1FY25	Q4FY24
Revenue	3,813	3,398
Gross Profit	794	746
EBITDA	133	99

ECU Worldwide NV		
₹ Crores	Q1FY25	Q4FY24
Revenue	2,915	2,570
Gross Profit	594	578
EBITDA	64	57

## KEY BUSINESS HIGHLIGHTS

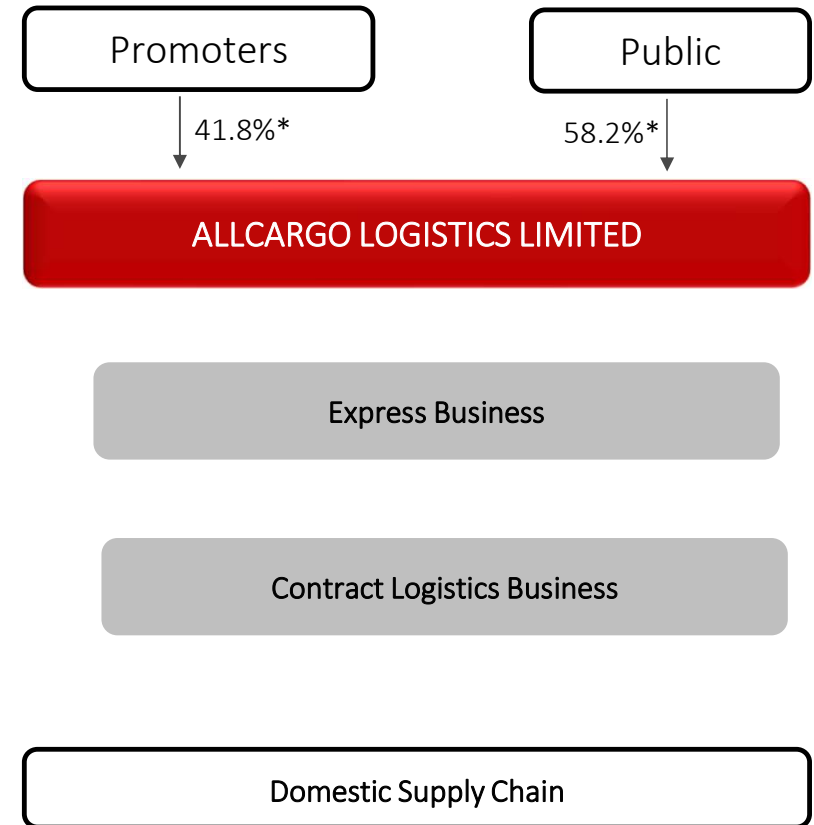
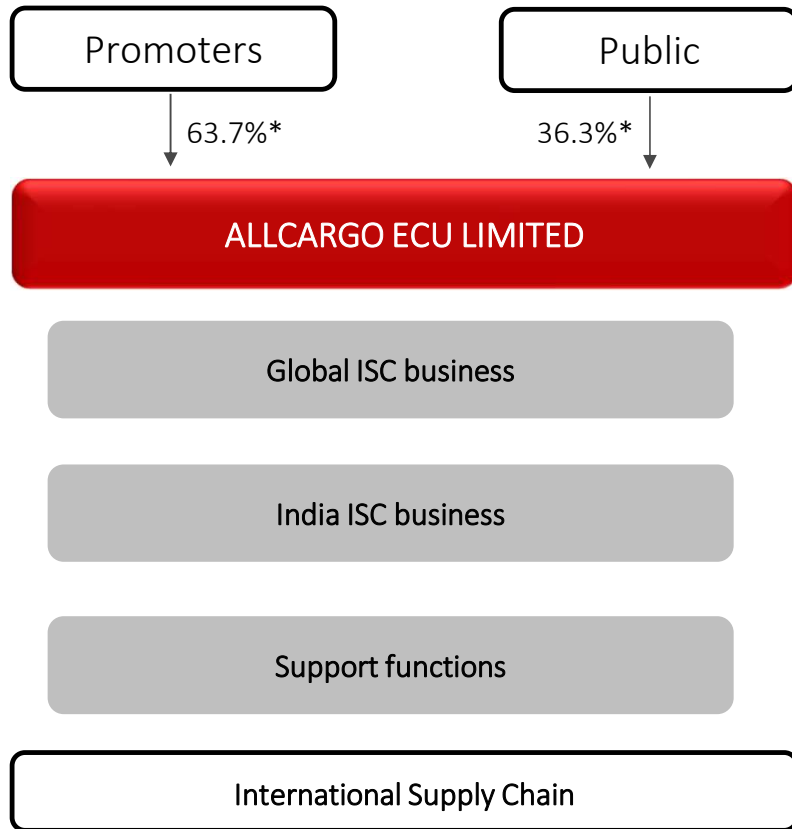
- Global events coupled with high demand across trade lanes during the second quarter of 2024 (calendar year) has led to improved volumes and increased freight rates. Demand is expected to continue through the peak season till end of the year.
- LCL volume for the quarter ended June'24 stood at 2.25 million CBM, similar on YoY basis and representing a QoQ growth of 6%. FCL volume for the quarter stood at 156K TEUs, similar to last quarter and up 9% on a YoY basis.
- ECU Worldwide onboarded a new leadership team in Argentina, Uruguay and Paraguay as part of growth initiatives in Latin America.
- Contract Logistics business has reported a revenue growth of 13% on a QoQ basis and 22% on a YoY basis on the back of increased wallet share from existing clients.
- Express Business: Operating cost continues to get optimized to bring about future growth in EBITDA. For Q1FY25 EBITDA stood at Rs. 20 crores, up 11% YoY and 33% on QoQ basis.

*The scheme is currently under approval, and we expect conclusion between January – March 2025*



Gati KWE (GKEPL) has been renamed to Gati Express and Supply Chain Pvt. Ltd. (GESCPL)

# CORPORATE STRUCTURE POST RESTRUCTURING



\*Effective holding as per the shareholding structure of June 2024



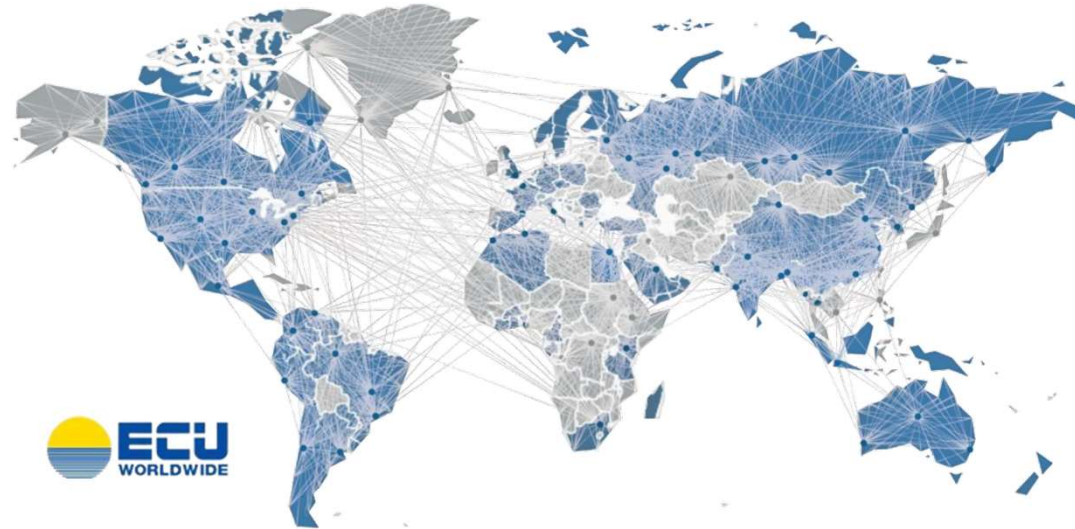




INTERNATIONAL SUPPLY CHAIN



# GLOBAL LEADER IN INTERNATIONAL SUPPLY CHAIN SEGMENT



SCALE CREATES FLYWHEEL OF SUCCESS



Global #1 in LCL consolidation operating the largest global LCL network with 15% market share in operating markets

2,500 direct trade lanes, key value driver for small & large freight forwarders

Distinct value proposition to small and medium sized forwarders who benefit from our scale & carrier relationships

Large volumes lead to high utilization / load factors, increasing container profitability

Market Leadership in LCL Provides a Strong Base for Rapid Expansion in FCL and Air Business



Market	Digital	Consolidation	Operations	Financials
Supply chain industry digitizing <b>ECU poised to win</b>	<b>Digitally enabled</b> mid-sized company with breadth of services	<b>M&amp;A</b> engine with a track-record of successful integration	Proven ability to run a <b>complex LCL consolidation network</b>	<b>Robust financial growth</b> led by professional drive and operational initiatives



# UNIQUELY POSITIONED WITH UNMATCHED DIGITAL & OPERATIONAL CAPABILITIES



Conventional players have operating network but lack digital capabilities

Digital start-ups lack operational footprint and scale

FCL



Global network across 180 countries

LCL



2,500 direct trade-lanes

Air



Door to door delivery in 50+ markets

Broad client portfolio of small, medium, and large freight-forwarders

Cross-selling capabilities across services widens growth prospects

Multi-service platform allows ECU to reach a wide-spread customer base



Leading operating and digital platform sets ECU at the forefront of the industry of tomorrow



Industry is converging towards an **increasing demand for digitalized services...**

...leading to stricter **requirements for real time and transparent quoting and operational mechanisms...**

...requiring world class back end operations, real time automation and exception management ...

...integrated with AI/ML to orchestrate an **increasingly complex network**

ECU360 & the digital initiative **address lot requirements** of the industry of tomorrow, by providing a **transparent & intuitive partner for all services**

FY24

604

'000 TEU's

8.8

Mn cbm

>60%

ECU's shipments booked digitally

20,000+

Forwarders using ECU360 every month

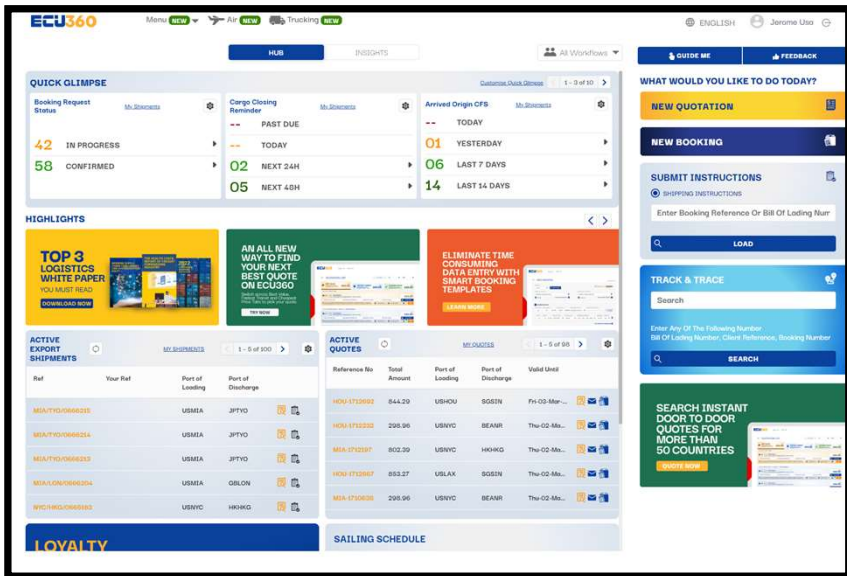
A BETTER WAY OF SHIPPING



For more information scan the QR for a new way of thinking;

# ECU 360 ALWAYS MOVING FORWARD

## ECU360 SHIP WITH A CLICK



### FEATURES



Instant Door-to-Door quotes



Business Insights



Quick Booking



Reusable Templates



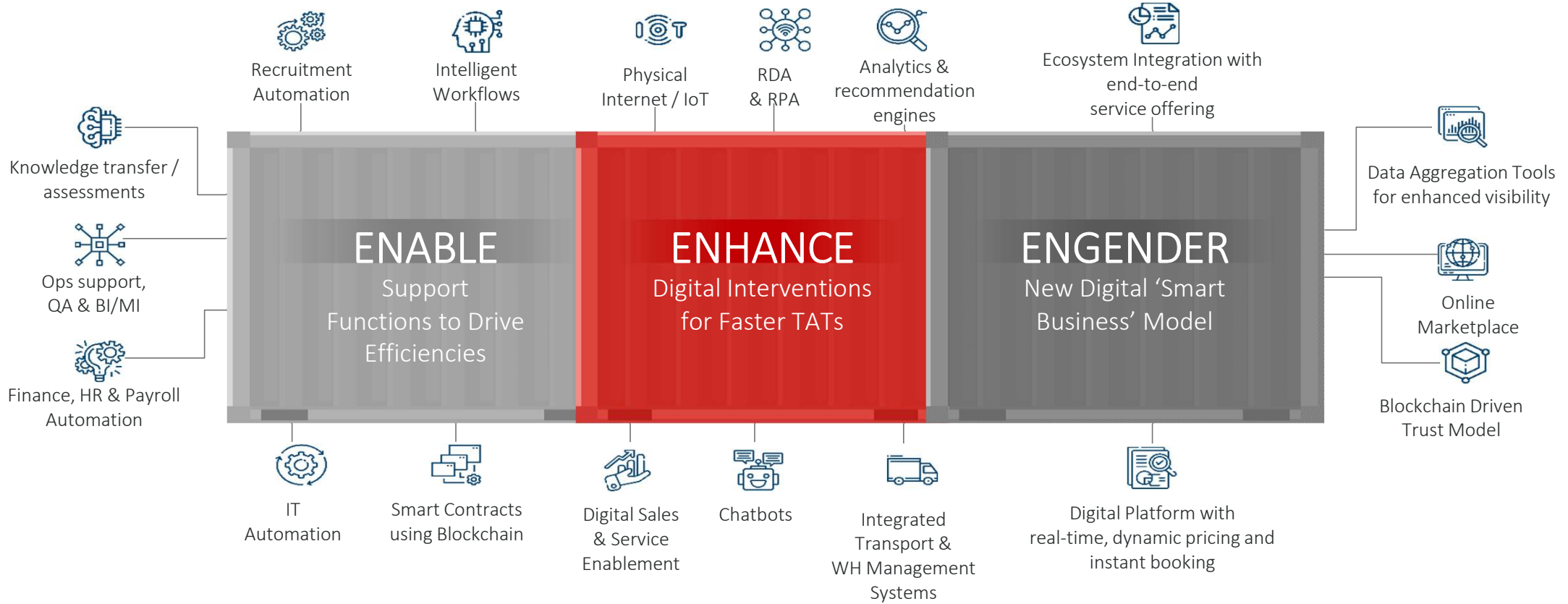
Enhanced Track & Trace



Automated Push Reports

An Integrated Platform  
for all Shipping Needs

# DIGITAL FRAMEWORK FOR LOGISTICS



**FOUNDATIONAL LAYER**

Robust Infrastructure & cloud

Application tech stack

Application tech stack

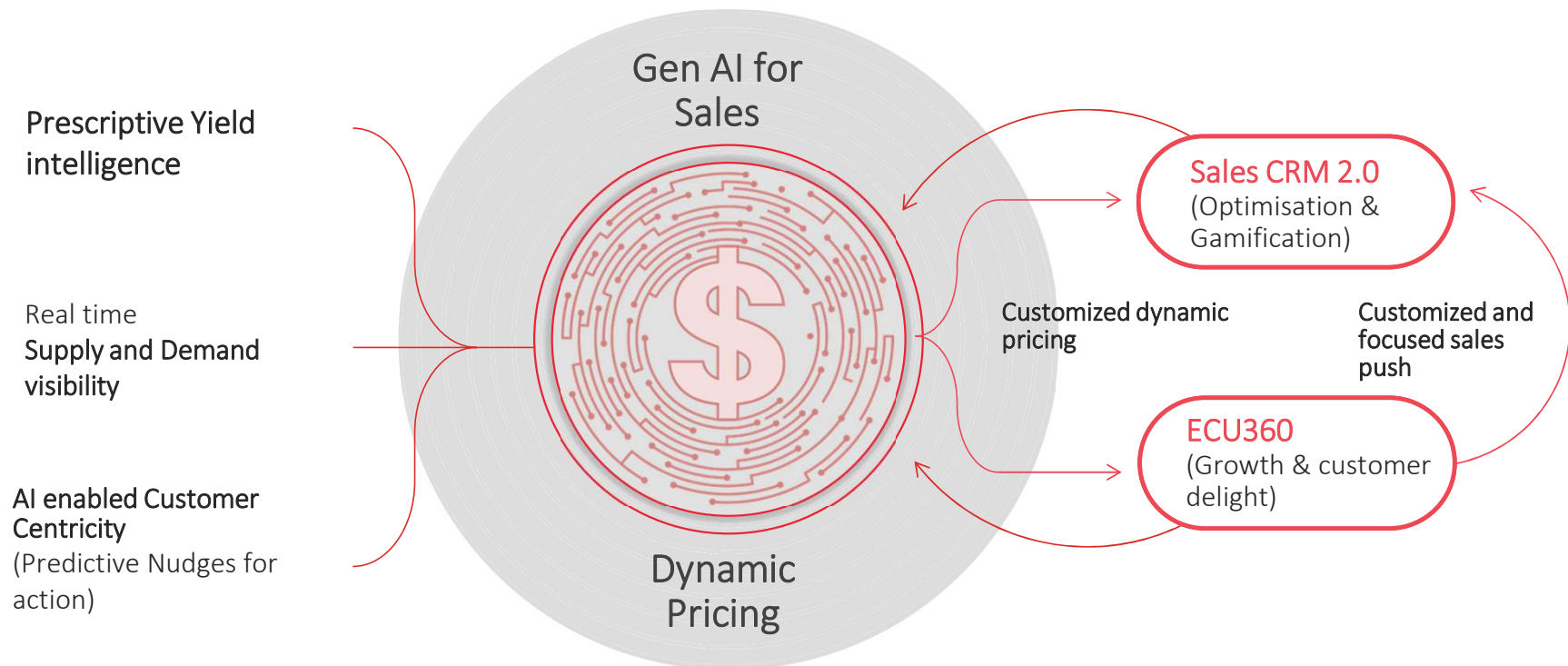
Security

People skills & org structure

Digital first culture



# HOW AI & AUTOMATION ARE CREATING A UNIQUE GLOBAL NETWORK AND OPERATING RHYTHM

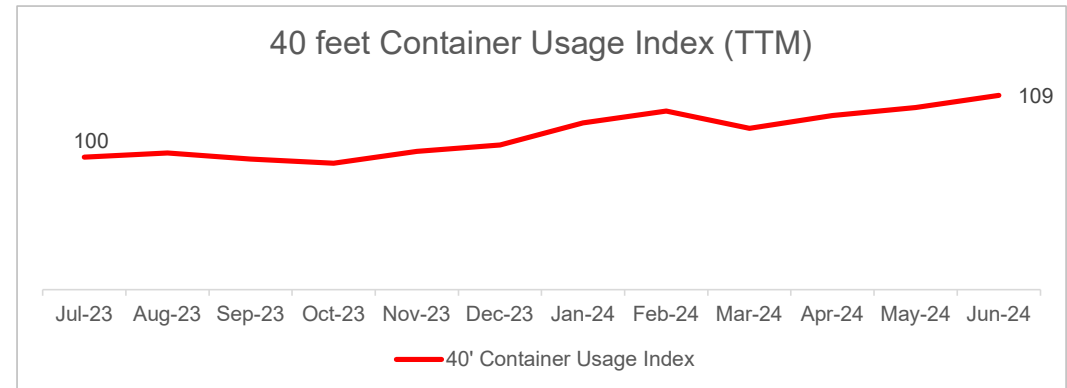
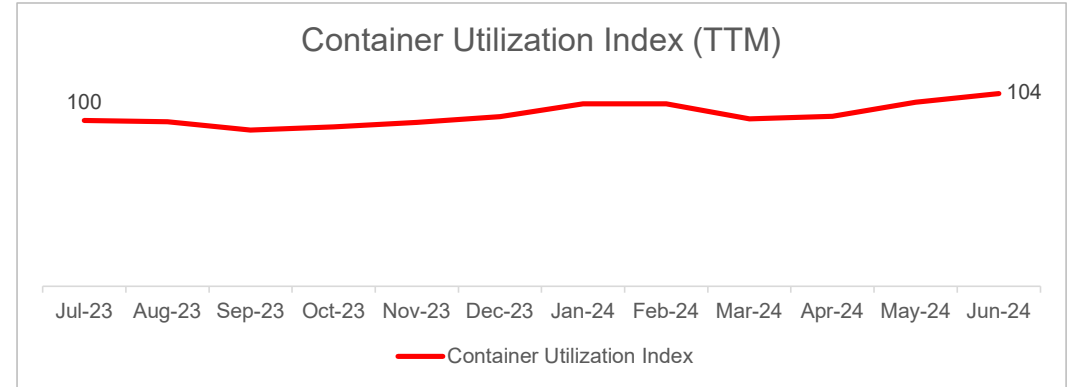


# ISC YIELD & OPERATIONAL METRICS



International Supply Chain		
Metric	Q1FY24	Q1FY25
LCL Volume ('000 cbm)	2,239	2,255
FCL Volume ('000 TEU)	143	156
ISC Gross Profit (INR cr)	689	647
LCL yield index	100	95
FCL yield index	100	77

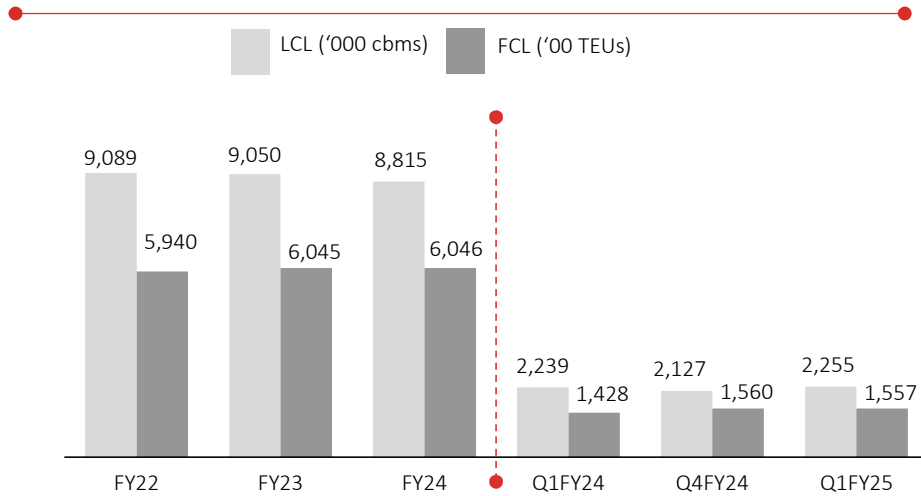
Note: LCL and FCL yield indexed to Q1FY24 = 100



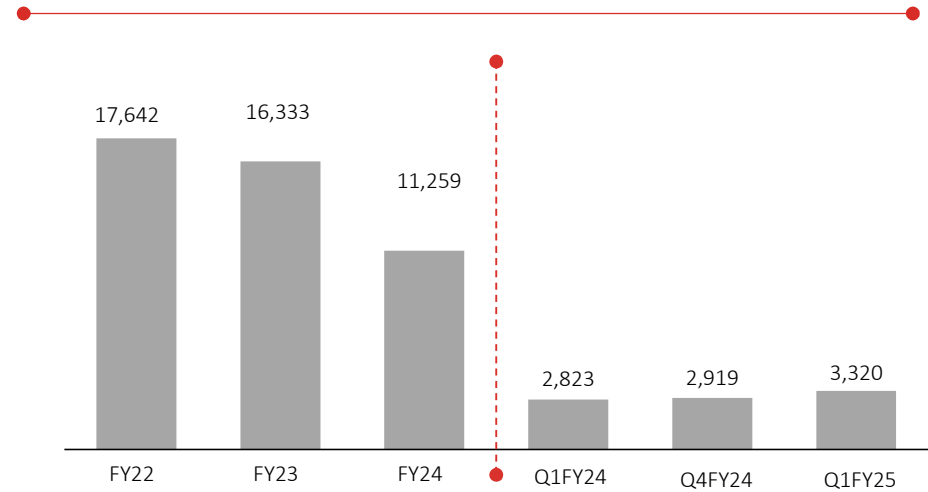
Note: Container utilization (Cbm/TeU) and 40 feet container usage (40 feet containers as % of total containers) levels rebased as Apr 2023 = 100

# INTERNATIONAL SUPPLY CHAIN\*\* - KEY FINANCIAL TRENDS

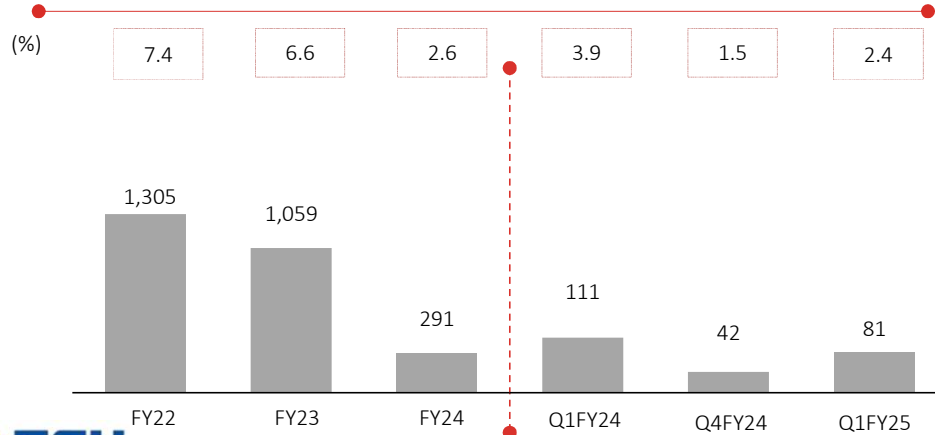
### Volumes



### Revenue (₹ Cr)



### EBITDA (₹ Cr) & EBITDA Margins (%)



\*\* ISC segment comparison is not like for like as FY24 includes all corporate costs also, which were not allocated to segment earlier.



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EXPRESS & CONTRACT LOGISTICS



# NETWORK LEADER IN INDIAN SUPPLY CHAIN



## UNIQUE COMBINATION OF EXPRESS + CONTRACT LOGISTICS

**99%** OF PINCODES<sup>^</sup> SERVICED

**150+** WAREHOUSE & DISTRIBUTION CENTERS

**5000+** VENDOR NETWORK TRUCKS

**~10 MN** SQ.FT OF DISTRIBUTION + WAREHOUSING SPACE



Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

# EXPRESS - DIGITAL BACKBONE AIDING DECISION MAKING

## NEW TECHNOLOGY TO IMPROVE OPERATIONAL EFFICIENCY

### Pick Up & Delivery

- *Integration & Data Capture from E-waybill site*
- *Re-direction reduction – accurate & auto docket creation*
- *Increased delivery efficiency – Advance and delivery route planning*
- *Advance/Auto run-sheet generation*

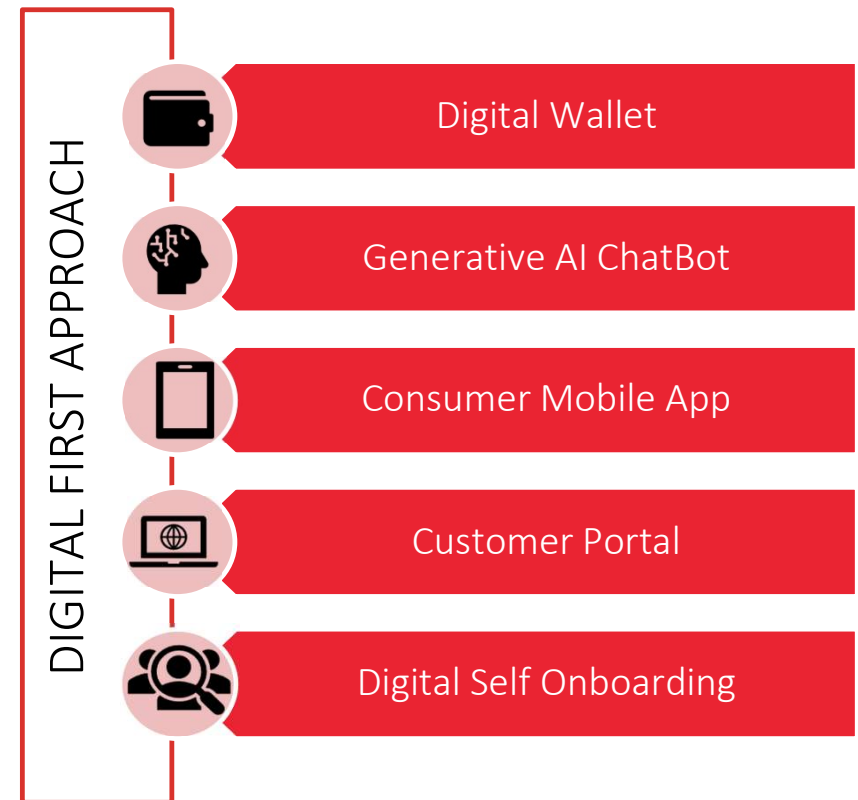
### Pricing

- *Lane wise recommendation of pricing based on last 3 months cost*
- *Industry specific items pricing*
- *Faster retail customer onboarding*

### Mid Mile

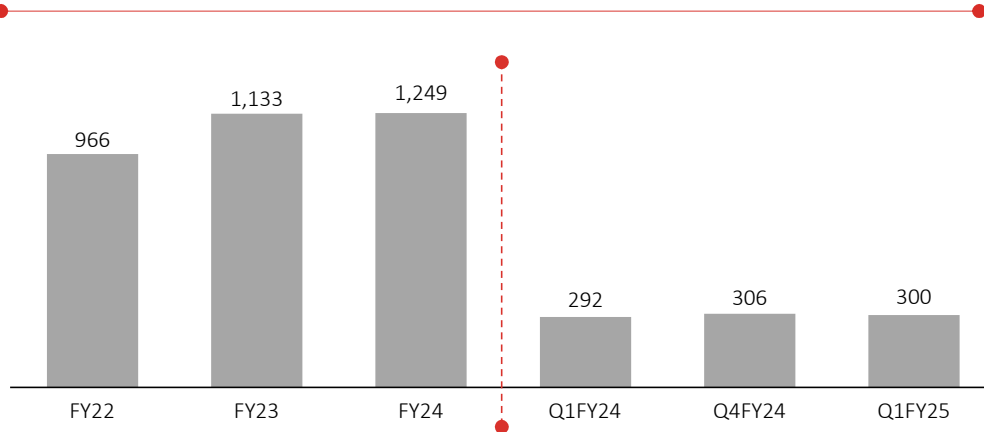
- *Network and Route planning*
- *Increased capacity utilization and reduction in DEPS – 3D truck loading plan*
- *Reduction in loading and unloading time via Proactive manpower and resource planning per vehicle, load planning, cross docking*

## DIGITAL INTERFACE TO OPTIMIZE CUSTOMER EXPERIENCE

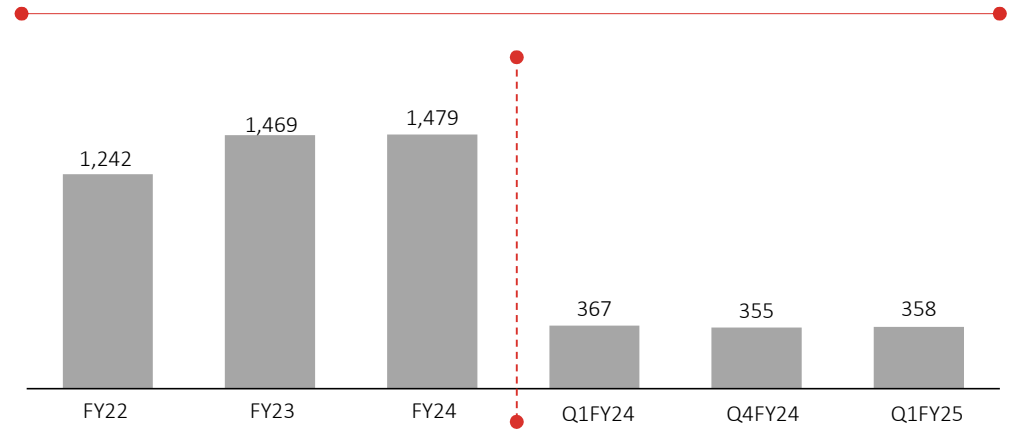


# EXPRESS BUSINESS - KEY FINANCIAL TRENDS

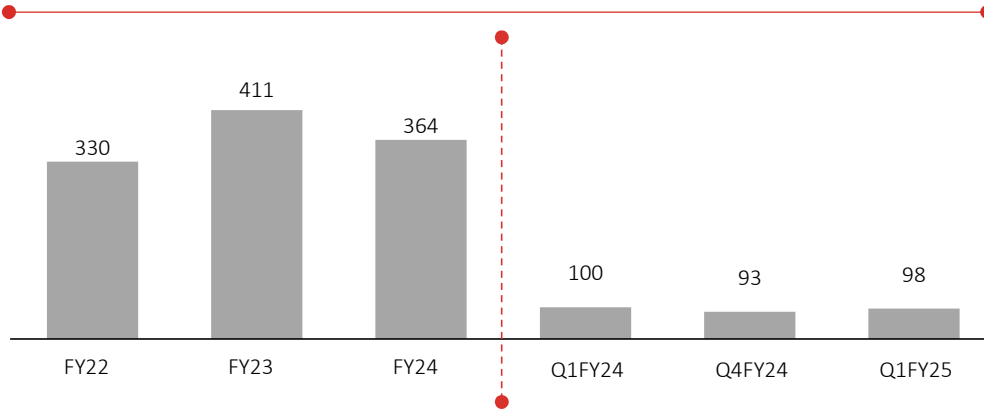
GESCPL - Volumes ('000 MT)



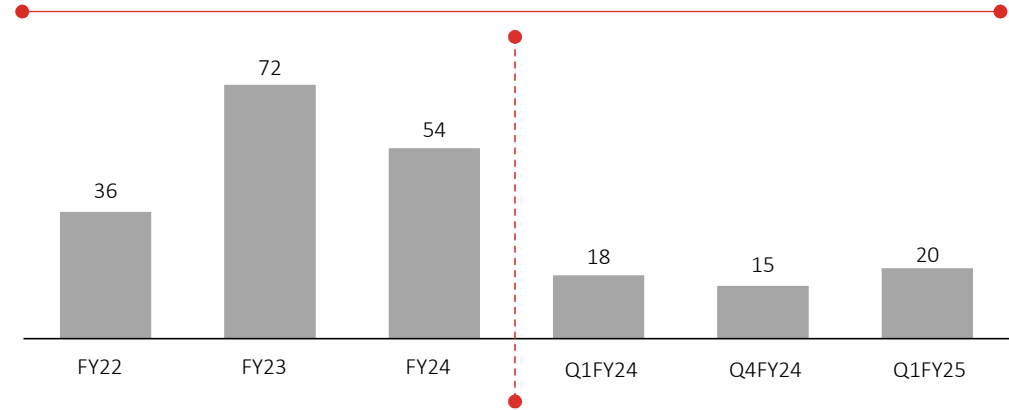
GESCPL - Revenue (₹ Cr)



Gross Profit (₹ Cr)



GESCPL EBITDA (₹ Cr)

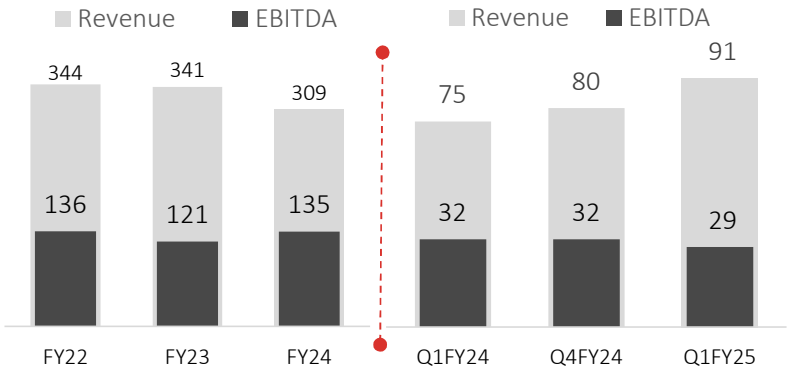


# CONTRACT LOGISTICS - KEY TRENDS & UPDATES



- Supply chain market is estimated to be at ₹63,000 crores.
- ASCPL is a leading pan india 3PL player with an expansive network
- Market leadership in chemical warehousing and dominance in western India
- Building strengths in auto & engineering and e-commerce

Contract Logistics - Revenue & EBITDA  
(₹ Cr, assuming 100% ownership)



## CORE CAPABILITIES



57

WAREHOUSES ACROSS INDIA

~6.7 Mn

WAREHOUSE SPACE UNDER MANAGEMENT (SQ. FT)

~84%

CURRENT WAREHOUSE UTILIZATION

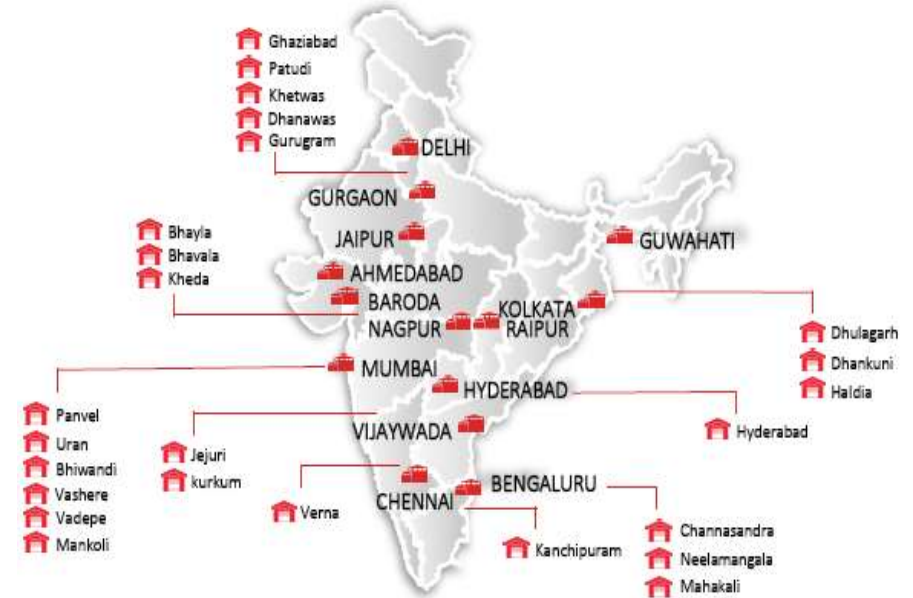
36

WAREHOUSE LOCATIONS ACROSS INDIA

100+

CUSTOMERS ACROSS FOCUSED INDUSTRY SECTORS

## Pan India Presence



## Contract Logistics – Allcargo Supply Chain



Note: Depreciation on RoU assets was 23cr and Interest Expense on lease obligation was 8cr in Q1FY25; Q4FY23 numbers above is shown assuming 100% ownership for entire quarter.

# CONTRACT LOGISTICS – KEY INDUSTRIES CATERED

## Revenue Mix (YTD FY25)\*



Chemicals, Food & Pharma 30%



Chemical, Food & Pharma Warehousing

- State of the art warehousing space
- Equipped with skills to specially pack granules and semi liquid chemicals
- Orbiter System solution
- Best practices for safety and compliance like regular safety drills, temperature monitoring and audits
- Highly trained and competitive manpower gives us an edge to understand difficulties in warehousing



E-commerce 31%



E-commerce & Retail Solutions

- Fully and semi-automated warehouse solutions
- Dedicated and shared warehouse and transport solutions
- We match up to the demands of this dynamic sector
- Advanced stock management system
- Introduced put-to-light and pick-to-light operating models



Auto/Industrial 25%



Automotive & Engineering Solutions

- In-plant logistics, line-feeding and quality checks
- Product line packaging and value-added service
- Aftermarket distribution and reverse logistics services
- Yard management, order management and machine critical order management
- Finished goods warehousing and distribution centre management

\* Other industries constitutes 14% of revenue



## SHOWCASE #1: INCREASING EFFICIENCY FOR ONE OF INDIA'S LARGEST CHEMICAL MANUFACTURER



- ASCPL efficiently manages approximately **6,000** Pallet Position Facility keeping about **4,000+ Tons** of material
- Proper **segregation of HAZ and Non-HAZ** material as per their MSDS compatibility
- Met the **KPI / SLA** consistently
- **300+** SKUs, about **1,500** Batches and handled in excess of monthly **500k** quantity catering 70+ locations across India
- Accommodated increase in capacity from **2,000** Pallet Positions to **5,700** Pallet Positions **in the last 3 years**
- Stock accuracy of **100%** maintained **since last 3 years**
- Awarded as **Best Warehouse service Provider** measured on Safety, Sustainability, Social responsibility & Services for the last 2 years

### Key Challenges

- Storage capacity management and resource management
- Mixed batch receipts
- Not having space for any value-addition
- High cost of primary and secondary transportation
- Difficult to arrange vehicles for last mile delivery
- Difficult to manage cut-off for inbound and outbound due to space constraints

### Values Delivered

Innovation in stores management & order processing

Support in inventory management as per Safety norms

Increase in production throughput

Reduction in lead time to delivery of goods to dealers

Reduction in cost of damages

Increase in sales

### German Manufacturer of Rolling Element Bearings



#### Bearing & Seal Manufacturer - SOW

- Inbound – Pallet In & Pallet Out operations, Receiving from Plant & Suppliers (Local & Imports)
- Manpower Management
- Inventory Management
- Repackaging
- Dispatch (Local & Exports)

#### Manpower

- 120+ staff at site

#### Area Management

- BIN Locations – 14,000+
- SKU – 800+
- Total Area – 70,000/- Sq. ft.

#### KRA Management

- KPI Management
- 5S & KAIZEN

#### Quality & Safety

- Strict adherence to SOPs based on customer's operations standards
- Find & Eliminate unsafe conditions in operations

#### Training & Manpower Development

- Periodically training to be provided to site staff as per SOPs and operations standards.
- Appreciation from the Customer



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EXPERIENCED  
MANAGEMENT TEAM

# BOARD OF DIRECTORS



**SHASHI KIRAN SHETTY**  
Founder & Chairman

A pioneer in logistics industry and a visionary, first generation entrepreneur. He is the founder of Allcargo and led its global expansion. Besides several awards for his contributions to the industry, he has also been conferred with highest civilian honor as 'Distinction of Commander of the Order of Leopold II' by H.M. King Philippe of Belgium.



**ADARSH HEGDE**  
Managing Director

Associated with Allcargo Logistics since inception and highly acclaimed for his industry knowledge. He set up CFS business for the company & drives growth through his exemplary contributions to international supply chain business and new ventures.



**ARATHI SHETTY**  
Non-Executive Director

A leader with strong focus on sustainability and highly regarded for contributions beyond business. Her focus on education of underprivileged students, support to sports, covid relief and several other social causes have given hope and life to many people.



**KAIWAN KALYANIWALLA**  
Non- Executive Director

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



**NILESH VIKAMSEY**

Non- Executive, Independent Director  
Senior member of the Institute of Chartered Accountants of India (ICAI) since 1985 and holds a diploma in Information System Audit (DISA) of the ICAI. He is senior partner at KKC & Associates LLP (Formerly - Khimji Kunverji & Co LLP) - an 85-year-old Chartered Accountants firm



**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



**HETAL GANDHI**  
Non-Executive, Independent Director

Experience spanning three decades across the spectrum of financial services financial services encompassing private equity, infrastructure development / financing and investing, corporate lending, mergers and acquisitions, and capital markets He continues to serve as an Independent Director on the Board of well-known companies, both listed and private.



**SIVARAMAN NARAYANASWAMI**

Non- Executive, Independent Director  
Seasoned business leader with close to 40 years of experience as a finance professional and business leader. His expertise lies in strategy, business planning, organization building, capital raising, mergers and acquisitions, and investor relations. His last assignment was as MD & Group CEO at ICRA Ltd

## MANAGEMENT TEAM - ALLCARGO LOGISTICS



**RAVI JAKHAR**

Group Chief Strategy Officer

A thought leader with a unique blend of entrepreneurial, management and advisory experience across diverse sectors including logistics, electronics, deep tech, sports and organic food. He earned his B. Tech from IIT BHU and attended a course on entrepreneurship at Harvard Business School.



**DEEPAL SHAH**

Group Chief Financial Officer

A proven leader with over 20 years experience in diverse fields such as Forwarding, Brokerage, Global Logistics Networks, Finance, Legal, Taxation etc. He has worked with DHL and ITC previously. He is a Chartered Accountant with a management degree from Bajaj and AMP from ISB & Kellogg.



**INDRANI CHATTERJEE**

Group Chief People Officer

Highly accomplished HR professional with over 20 years of experience with large global companies such as PWC, Vodafone and PepsiCo. She also has international exposure handling clients in a cross-cultural environment from across the Globe. She holds PGCHRM from XLRI.



**KAPIL MAHAJAN**

Global Chief Information & Technology Officer

Passionate leader with industry experience that spans into supply chain and logistics, consulting, technology and more. Prior to joining Allcargo, he has been associated with Safe Express and IBM Global Services, and had global stints across USA, Europe and Southeast Asia for Fortune 500 companies.



**SUSHIL RATHI**

Director, Allcargo Supply Chain

Four decades of experience across sales, distribution, marketing, and supply chain management. Prior to ASCPL, he worked with Mahindra Logistics. Has been honoured with the 'Supply Chain Visionary of the Year' award by Express Logistics and Supply Chain Leadership Awards.

# MANAGEMENT TEAM - ECU WORLDWIDE



## ADARSH HEGDE

Managing Director, Allcargo Logistics

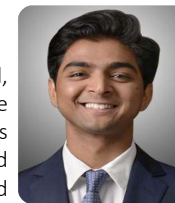
Associated with Allcargo Logistics since inception and highly acclaimed for his industry knowledge. He set up CFS business for the company & drives growth through his exemplary contributions to international supply chain business and new ventures.



## RAVI JAKHAR

Director, Strategy & LATAM

A thought leader with a unique blend of entrepreneurial, management and advisory experience across diverse sectors including logistics, electronics, deep tech, sports and organic food. He earned his B. Tech from IIT BHU and attended a course on entrepreneurship at Harvard Business School.



## VAISHNAV SHETTY

CDO & Regional CEO, North Asia

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. He earned his bachelors degree from the prestigious Emory University.



## MARC STOFFELEN

Global Head KAM

He has been with the organization since inception .He has spearheaded centralizing of product and service offerings, tariffs and strategic solutions for ECU Worldwide's global key accounts.



## SIMON SACHU

CCO, Global Air, FCL & Procurement

An industry veteran with 20+ years He served as Regional CEO of Asia Pacific and prior to that was responsible for ocean freight portfolio growth. Prior to joining ECU, he has worked with Agility, DB Schenker and Toll.



## CLAS THORELL

Global Head - LCL Product & Yield Management

Business leader with over two decades of experience in the shipping industry. Before joining ECU, he has spent over 9 years with Panalpina as Global Head of Ocean Freight LCL. He has also worked with DHL Global Forwarding in multiple functions and managed their LCL product in the Asia Pacific region.



## SIMON BAJADA

Regional CEO - Europe

Simon has been with ECU Worldwide for over two decades. He has played multiple successful roles and contributed to the growth of the organisation. He will look at business excellence programs across Europe, such as model offices, and right sizing the operations, sales, and finance



## SALEEM NAZIR

CFO

An astute finance professional who has worked on transforming finance function at ECU across multiple aspects which includes designing finance services, cost optimisation, increased value-addition and ensuring sustainable growth. He served in different region roles at ECU across Middle East, Kenya, South Africa and UK.



## MARIAH PEDERSEN

CHRO

Accomplished HR leader with over two decades of experience in various industries, including manufacturing, consulting, logistics and banking. Before joining ECU, she has been a part of Maersk, Siemens, Logicalis amongst others.

# MANAGEMENT TEAM – ALLCARGO GATI



## **PIROJSHAW (PHIL) SARKARI**

MD and Chief Executive Officer - GES CPL CA by profession with decades of leadership experience along with immense business and Industry knowledge. Known for his instrumental role in setting up UPS and achieved unprecedented growth in Mahindra Logistics



## **KETAN KULKARNI**

Deputy MD - GES CPL  
Veteran in the supply chain industry with over 30 years of experience spanning multiple sectors such as logistics, consumer durables, FMCG and beverages. He has previously worked as Chief Commercial Officer at Blue Dart Express (DHL Group) for over 17 years.



## **ANISH MATTHEW**

Chief Financial Officer  
Strategic leader with 19+ years of experience in leadership & advisory role across financial & business initiatives, organization transformation and cost reduction



## **Mr. UDAY SHARMA**

*Chief Commercial Officer*

Logistics and Supply Chain expert with experience of 25+ years. He has a strong background in customer insight, large enterprise value selling, large complex deal management. In the past he has been a part of Delhivery, Spoton and Safexpress.



## **SANDEEP DIGAMBAR KULKARNI**

*Chief Operating Officer - GES CPL*

22+ years of experience across large companies like L&T, Amazon, Jio Mart, and Tata Cliq, besides serving the Indian Navy. His last stint was with Tata Cliq as Chief Supply Chain Officer.



## **DEEPAK PAREEK**

Deputy Chief Financial Officer

Strategic leader with over two decades of experience in leading investment banking operations across sectors and geography. He has held CXO responsibilities with Infrastructure Leasing & Financial Services Ltd (IL&FS) group.



## **MEHERNOSH N. MEHTA**

Chief HR Officer

Rich and diversified experience of 19+ years across Consumer, Pharmaceuticals, Logistics and Engineering sectors with top brands like Asian Paints, Sanofi, Tata Group, Mahindra Logistics and Welspun



## **PALANI BALASUNDARAM**

Head Digital Marketing

Metrics driven, digital media specialist with two decades of experience. Provided high impact insights to several Fortune 500 companies including Hewlett-Packard, Boeing, Sony, Disney, among others.



## **SHRIKANT NIKAM**

Vice President Operations

Rich and diversified experience of 25+ years across SCM, Logistics, Information Technology and Industrial Engineering domain. In past he headed diversified business in Mahindra Logistics, UPS Jetair express and Allcargo Gati

# CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q1FY25	Q1FY24	Y-o-Y	Q4FY23	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	3,813	3,271	17%	3,398	12%	13,188	18,051	-27%
Expenses	3,680	3,132		3,299		12,721	16,921	
<b>EBITDA</b>	<b>133</b>	<b>139</b>	<b>-5%</b>	<b>99</b>	<b>34%</b>	<b>467</b>	<b>1,129</b>	<b>-59%</b>
<i>EBITDA Margin (%)</i>	<i>3.5%</i>	<i>4.2%</i>		<i>2.9%</i>		<i>3.5%</i>	<i>6.3%</i>	
Other Income	13	20		17		78	65	
Finance cost	36	24		31		130	75	
Depreciation and amortisation expenses	104	83		106		400	278	
<b>PBT before associates, joint ventures</b>	<b>5</b>	<b>51</b>	<b>-90%</b>	<b>-21</b>	<b>NA</b>	<b>15</b>	<b>841</b>	<b>-98%</b>
Share of profit/(loss) from associates and joint ventures	-2	-2		2		-7	17	
Exceptional Items	0	112		1		156	37	
<b>Profit before tax</b>	<b>3.5</b>	<b>161</b>	<b>-98%</b>	<b>-18</b>	<b>NA</b>	<b>164</b>	<b>895</b>	<b>-82%</b>
Tax expense / (credit)	-1	42		-6		24	242	
<b>PAT</b>	<b>4.3</b>	<b>119</b>	<b>-96%</b>	<b>-12</b>	<b>NA</b>	<b>140</b>	<b>653</b>	<b>-79%</b>
<i>PAT Margin (%)</i>	<i>0.1%</i>	<i>3.6%</i>		<i>-0.4%</i>		<i>1.1%</i>	<i>3.6%</i>	
Basic EPS (INR)	0.05	1.25		(0.06)		1.52	6.41	



# INCOME STATEMENT - ASCPL



Particulars (₹ Cr)	Q1FY25	Q1FY24	Y-o-Y	Q4FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	91	75	22%	80	14%	309	341	-9%
Expenses	62	43		48		174	220	
<b>EBITDA</b>	<b>29</b>	<b>32</b>	<b>-8%</b>	<b>32</b>	<b>-10%</b>	<b>135</b>	<b>121</b>	<b>12%</b>
<i>EBITDA Margin (%)</i>	<b>32.1%</b>	<b>42.3%</b>		<b>40.4%</b>		<b>43.6%</b>	<b>35.4%</b>	
Other Income	2	1		3		8	3	
Finance cost	8	7		8		33	26	
Depreciation and amortisation expenses	26	21		25		99	79	
<b>Profit before tax</b>	<b>-3</b>	<b>5</b>	<b>-152%</b>	<b>3</b>	<b>-196%</b>	<b>11</b>	<b>19.61</b>	<b>-46%</b>
Tax expense	-	2		1.0		3	5	
<b>PAT</b>	<b>-3</b>	<b>3</b>	<b>-185%</b>	<b>2</b>	<b>-249%</b>	<b>7</b>	<b>14</b>	<b>-49%</b>
<i>PAT Margin (%)</i>	<b>-2.9%</b>	<b>4.2%</b>		<b>2.2%</b>		<b>2.3%</b>	<b>4.2%</b>	

\* FY24 & Q1FY24 are shown for comparative purposes and differ from reported as the transaction was concluded in May 2023

Thank You



Investor Relations

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