



Ingenuity In Motion

February 01, 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
--	--

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 on the financial performance of the Company for the third quarter ended December 31, 2023, to be discussed at Earnings Conference Call which has been scheduled to be held on Friday, February 02, 2024 at 03:00 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**

Hardik Desai
Company Secretary and Compliance Officer

Encl: a/a



allcargo
TERMINALS

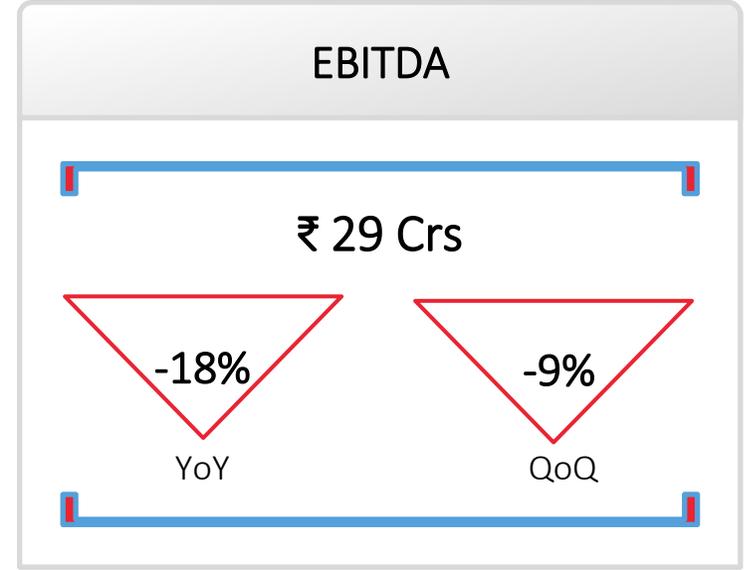
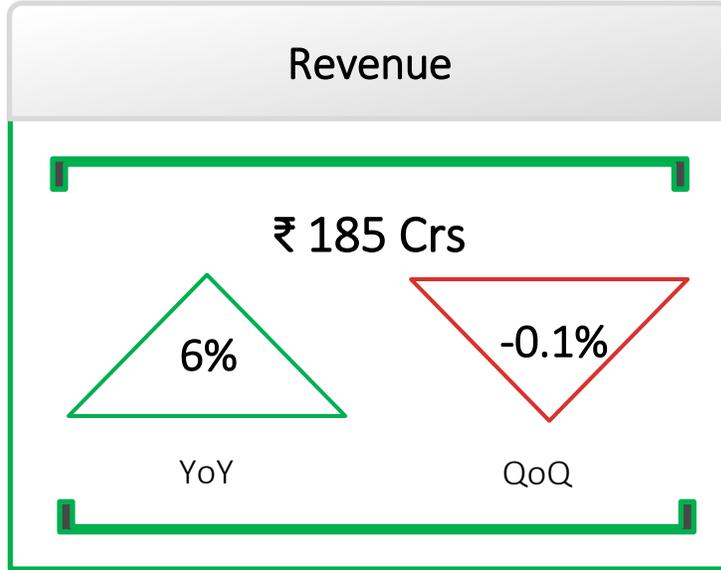
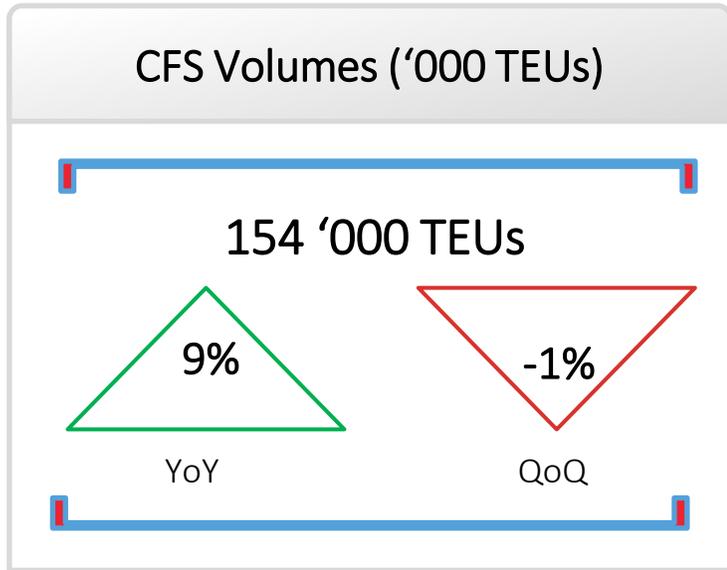
This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Allcargo Terminals Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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.



Q3FY24 KEY FINANCIAL HIGHLIGHTS – CONSOLIDATED



- Strong volume growth of 9% in Q3FY24 compared to last year facilitated by customer relationships, operations excellence and digital initiatives. QoQ volumes remained flat..
- Revenue for Q3FY24 came in at Rs. 185 Cr, up 6% YoY. EBITDA came at Rs. 29 Cr, down -18% YoY.
- **Red sea crisis:** Leading to re-routing of ships via the Cape of Good Hope which has disrupted shipping schedules thus leading to increased transit time.
- **Sales acceleration initiatives:** Initiated process of moving from a legacy CRM software to Salesforce CRM. It will help the sales and service teams team to engage better with customers and enhance service quality
- **MyCFS portal:** A slew of new capabilities added. Will now be able to handle about ~70% of import export process.

NEW CRM PLATFORM – CUSTOMER CENTRICITY



CFS MAG integration for custom sales reports, enabling performance review and growth planning for sales teams



Standardized email templates with full Microsoft Outlook integration for improved, timely customer communication



Controlled junk account creation via customer KYC after CFSMag integration and Duplication Rules.



Close lead lifecycle monitoring with regular hierarchical interventions for faster conversions



Weekly sales team guide: prioritize visits, boost wallet share through email triggers, and enforce Geo-mapped Check In/Check Out

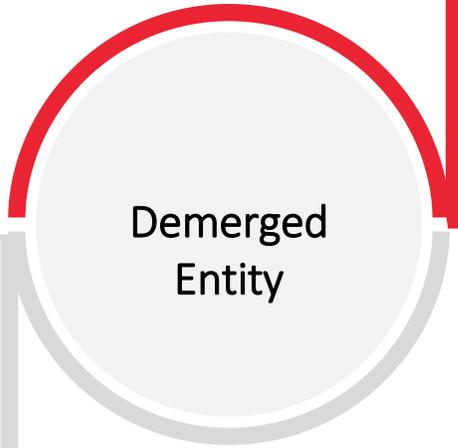
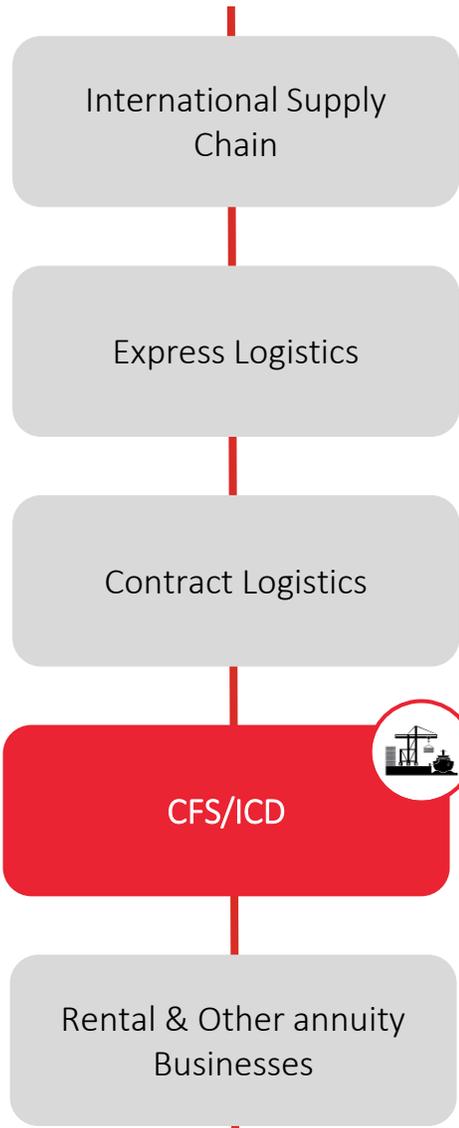


Persona-specific report views for sales leaders, enabling data-backed decisions and effective budget-aligned strategies



Customer Service module : SLA-based queries, aiding Sales in retention, measuring internal CSAT for Customer Delight

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

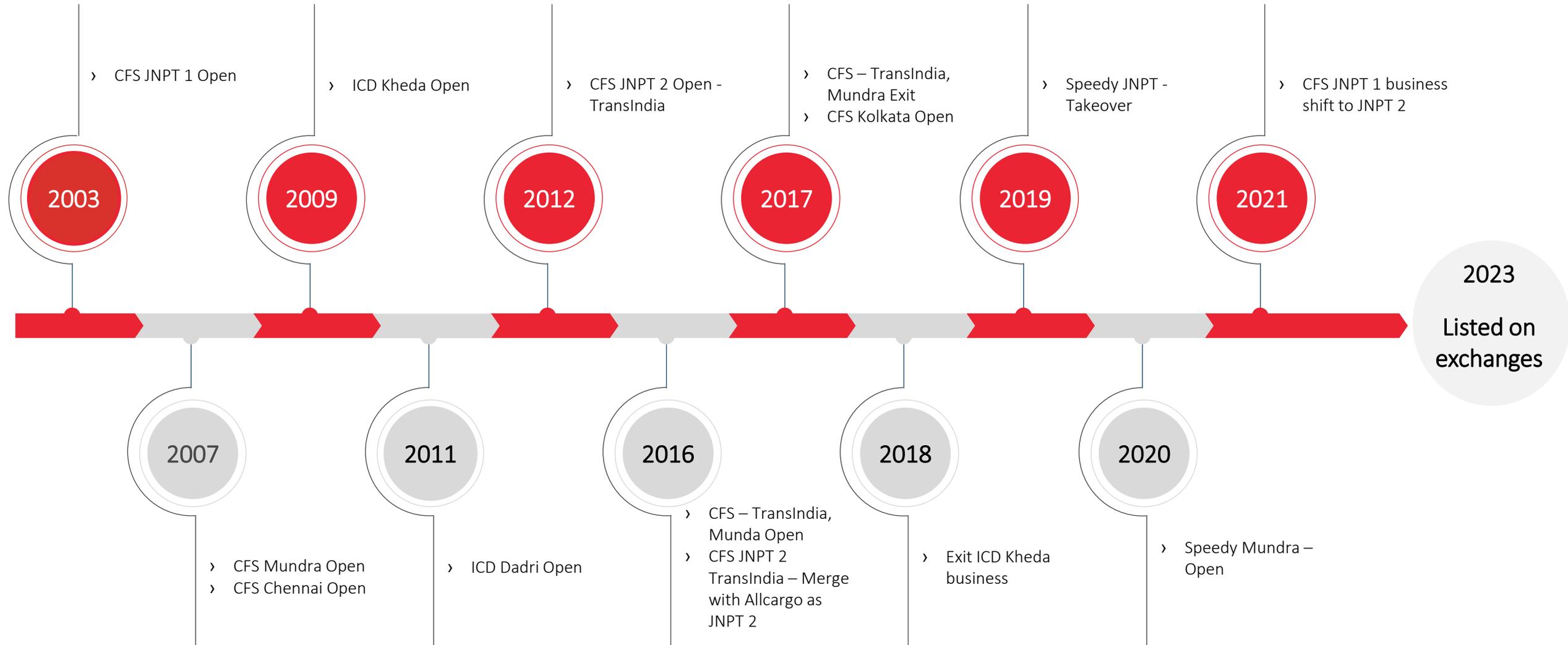
Leading Pan India Player with asset light strategy

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



INDIA'S LEADING CFS PLAYER

Widest and Largest
**Container Freight
Station**
Operator in India

Consolidated
addressable market
share of
13%

Digital first
approach via
myCFS

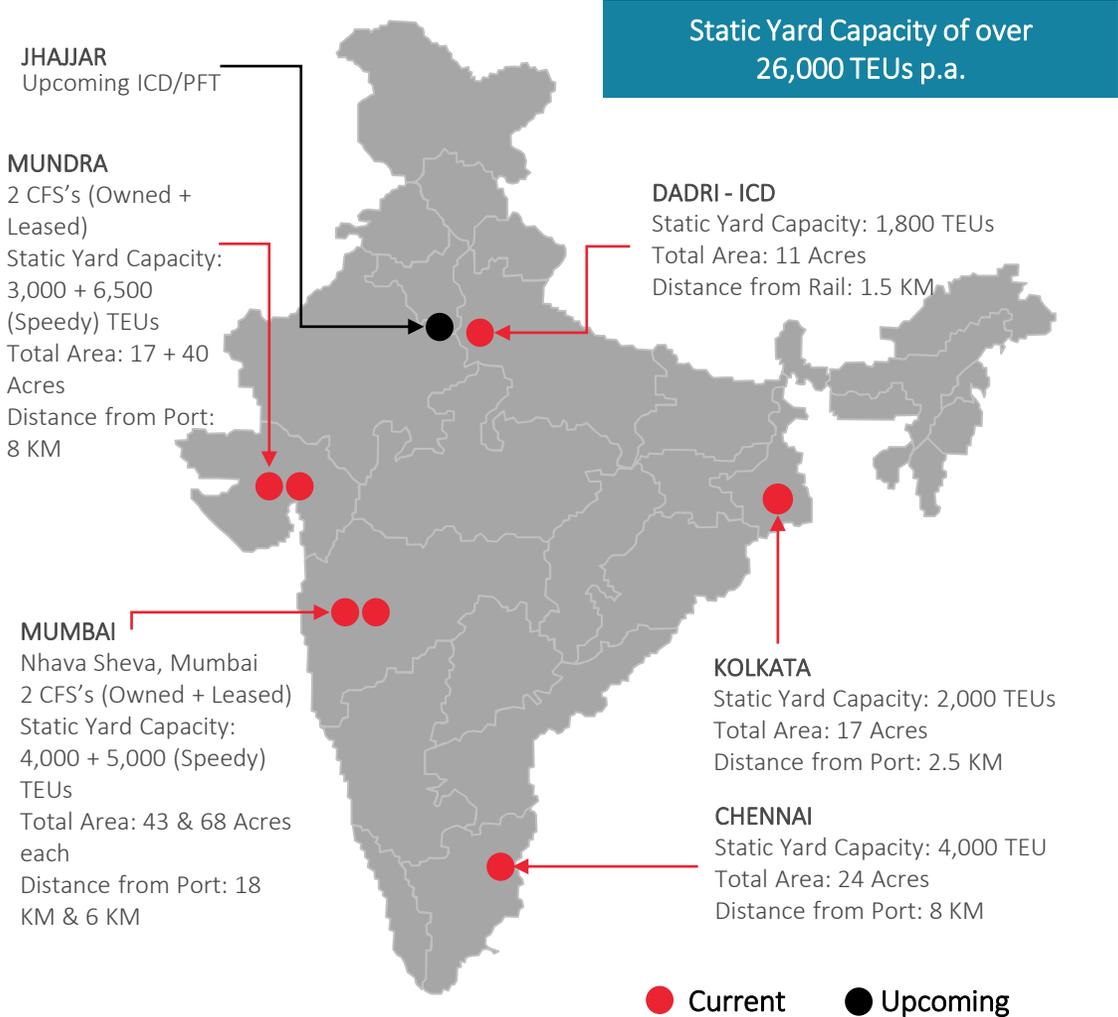
7 CFS/ICD across
India with combined
installed **capacity of
8,00,000 TEUs**



^ excludes Dadri

ATL: LEADING PLAYER WITH PAN INDIA NETWORK

Strategically Located Assets with Robust Operational Capabilities



Strategic Location of all the Assets

Widest pan India presence along with multi-city consolidation network

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

Best placed to capture the DFC driven ICD opportunity

Robust Operational Capabilities

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

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

Operational Support



DPD Management

Empty Storage & Management

Equipment Repairs and Maintenance

Customised Reports

Last Mile Delivery

SIZE AND CAPACITY OF OUR FACILITIES



Facility	Acreage	Total WH Space (sqm)
ACL JNPT	43	30,000
Speedy JNPT	63	32,500
ACL Mundra	16	9,215
Speedy Mundra	40	14,000
Chennai	23	12,881
Dadri	11	3,400
Kolkata	17	2,622

DIGITAL CUSTOMER JOURNEY



DATA BASED DECISIONS

PROJECT UNNATI

- CFS-MAG centralised across 7 locations
- MyCFS - Customer portal launched – Self service, Paperless
- SYMPHONY SUMMIT tool for Incident management launched
- CFS Dashboard and CRM launched

CUSTOMER LEVEL ANALYTICS

- Tracking and visibility of business with specific customers
- JNPT Allcargo, Kolkata and Speedy JNPT have the CLA in place

OTHER KEY INITIATIVES

- Smart yard management
- Centralize contract management

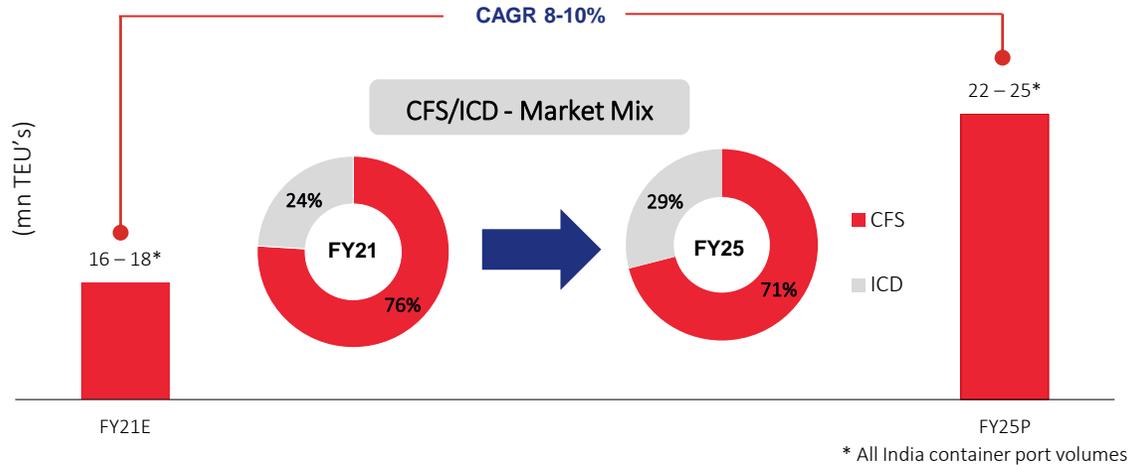
DATA DRIVEN DECISION-MAKING

ENHANCED CUSTOMER EXPERIENCE

ONE IN ALL DIGITAL PLATFORM

OVERVIEW OF CFS/ICD MARKET

25% of Indian Port volumes are addressed by CFS/ICDs



All the Growth Levers in Place for Future

- Potential reforms to increase the scope of activities and expand the role of CFS's. CFSs also gaining importance due to increased number of LCL shipments
- In addition to the steady growth in EXIM cargo, improved containerization is expected to increase the share of container traffic in Indian seaborne trade
- Higher capacity additions expected by FY25 from Sagarmala Program on the back of cluster development aiding robust port connectivity in India
- Once operational, the western DFC would aid ICD operational advantage. Also it plays a important role in Government's plan of developing of industrial clusters.

Recent regulatory initiatives: CFS an integral part of efficient port evacuation



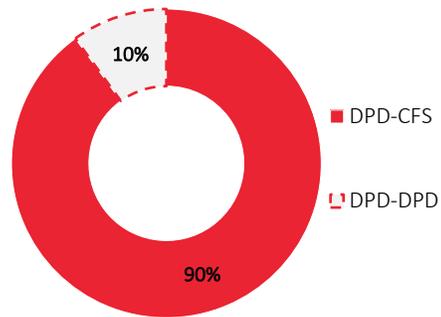
States low on CFS/ICD infrastructure are HP, Bihar, Jharkhand, WB, Sikkim, AP, Nagaland, MN, MZ, TR, Telangana and J&K



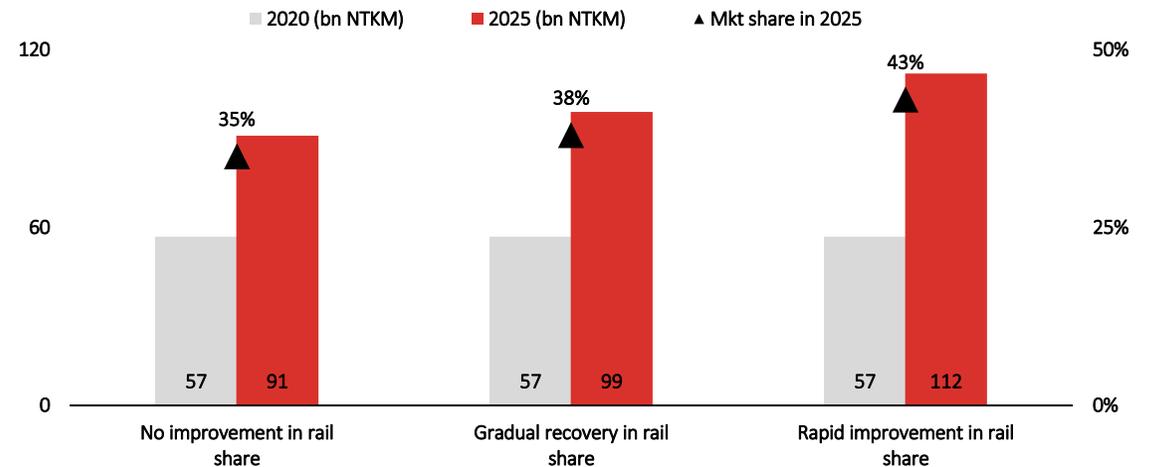
Proposal accepted only for specific trade locations: Uttarakhand, UP, Chhattisgarh, Odisha, AP, Goa, Karnataka, Kerala and other



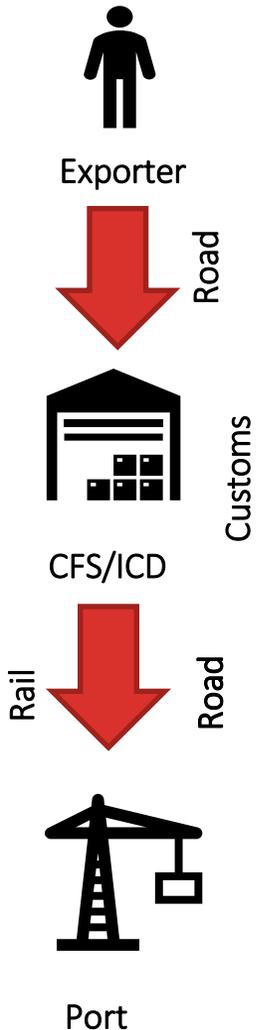
States and UT not listed in Green & Blue zones (Mumbai, Gujarat, Chennai) closed for any new CFS development indefinitely.



ICD led efficiencies to be aided by DFC



Export Process



Need for CFS and ICD

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

Import Process



GDP Growth

- India expected to continue being world's fastest growing major economy.
- IMF has projected India's GDP to grow at 6.7% in financial year 2024 and 6.5% financial year 2025

EXIM Trade

- For FY23: India's overall exports have increased by 14% in FY23 to a record \$770.18 billion, while imports increased by 17% to \$892.18 billion

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

Other Enablers

- Through Digital India, National Infrastructure Plan, National Logistics Policy, GST Implementation, etc. govt is further improving the ease of doing business

Macro growth drivers will Boost the Trade by lowering costs, increasing efficiencies and reducing barriers for movement of commodities. This will boost Container trade, Transportation and Storage. With ATL's presence in all these sectors, we will significantly benefit from the 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



Ambition

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

STRATEGIC PRIORITIES

Organic & Inorganic Growth

- Will continue to outpace industry growth
- Look for acquisition in areas with high potential and low presence

Hub & Spoke

- Provide Hub & Spoke service which will help cater to customer's supply chain needs
- Plan to initiate pilot by Q3FY24

Rail Connectivity

- Upcoming ICD at Jhajjar which is at a nodal point on the DFC. To be developed by FY26
- Will bid for identified Gati Shakti Cargo Terminals

Digitalization & Consolidation

- MyCFS to digitize customer journey and help save time & effort
- Will look to consolidate two facilities at JNPT & Mundra in one location to optimize cost

Partnerships

- Have entered in a partnership with Maersk at Kolkata port to handle all of their volume
- Will actively look at such partnerships at other ports



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

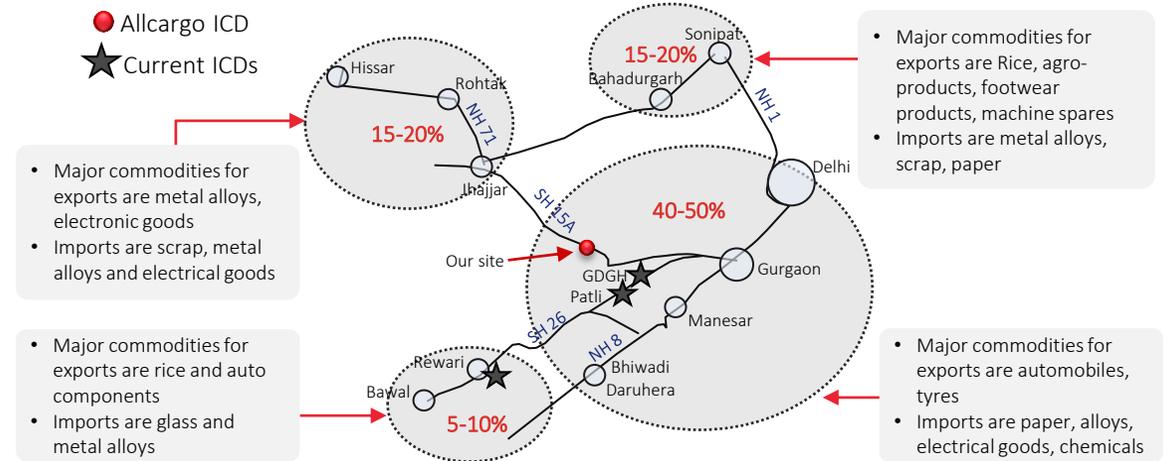


Will connect the existing ports and industrial areas for faster movement of goods

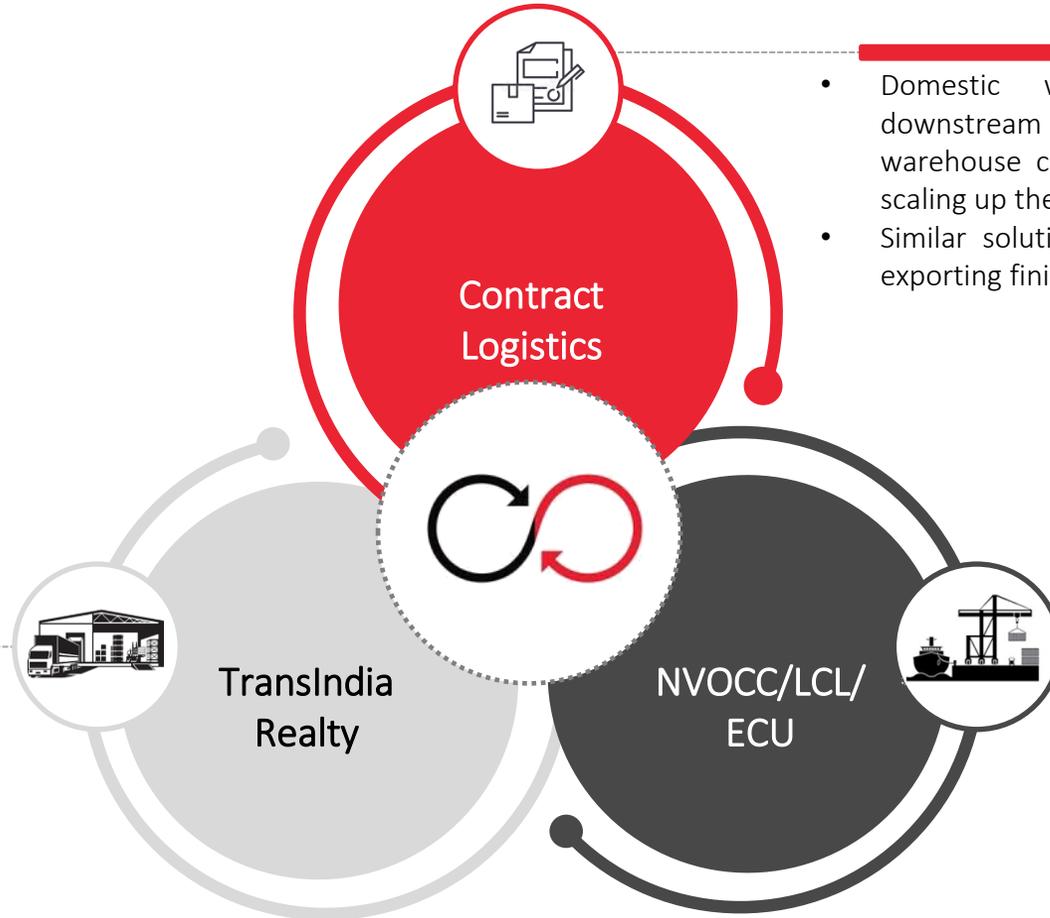


DFC to decongest the railway network and will help in reducing the logistics cost along with increasing share of rail to logistics

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 R

Managing Director

A seasoned industry leader with nearly 30 years' experience in building and growing businesses across logistics, telecom, consumer, and media industries. A 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

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.



VAISHNAV 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. He earned his 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



MAHENDRA KUMAR 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

He is a fellow and practicing member of the Institute of Chartered Accountants of India (ICAI) and member of CPA (Australia). In the Past, he has 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. Today 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. He has a proven track record of creating scalable finance function capable of supporting business growth & execution of transformational projects



SUMITA BANERJI

Sr. VP-CFS/ICD, HOF, Dadri ICD

She has been associated with the company for 10 years. She started her journey 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

P&L Head & HOF, Allcargo JNPT CFS

An industry veteran with over 25 years experience. He joined Allcargo in 2011. Nitin has spearheaded through several tides of the industry and delivered class apart service through the years.



RAHUL ARCHAREKAR

CFS-ICD 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

CCO – Speedy Multimodes

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

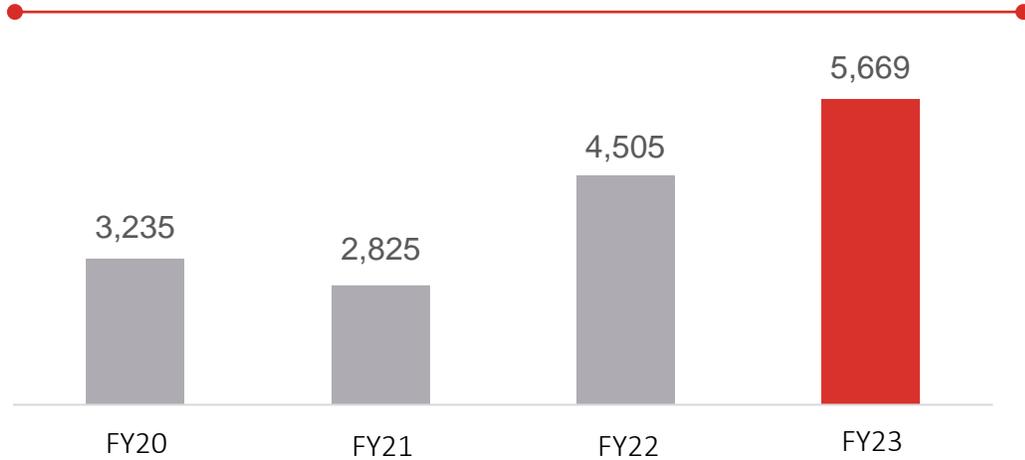
Seasoned leader with over three decades of experience in the human resource domain. Rich experience of working at leading companies from varied sectors like manufacturing, IT, FMCG and construction.

*Capt. Ashish Chandna has been appointed as the CEO of Allcargo Terminals w.e.f. 15 November 2023
He was earlier the CEO of our Speedy Multimodes operations



ATL - KEY FINANCIAL TRENDS

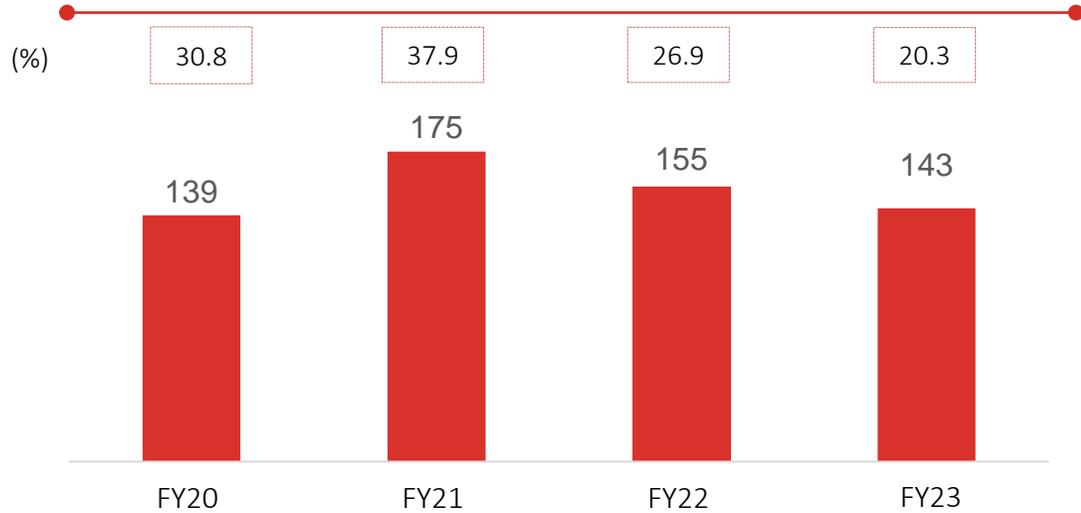
Volumes^ ('00 TEUs)



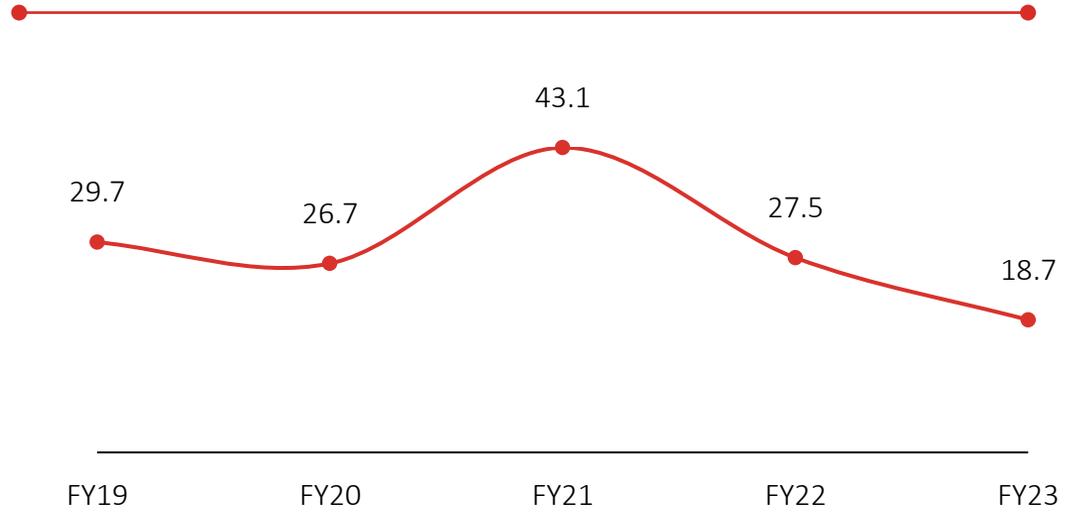
Revenue (₹ Cr)



EBITDA (₹ Cr) & EBITDA Margins (%)



ROCE (%)



^ only CFS volumes, excludes Dadri volumes

CONSOLIDATED INCOME STATEMENT – QUARTERLY

Particulars (₹ Cr)	Q3FY24	Q3FY23	Y-o-Y	Q2FY24	Q-o-Q	9MFY24	9MFY23	Y-o-Y
Revenue from Operations	185	175	6%	185	-0.1%	551	522	6%
Expenses	156	139		153		461	405	
EBITDA	29	36	-18%	32	-9%	91	117	-23%
<i>EBITDA Margin (%)</i>	<i>15.8%</i>	<i>20%</i>		<i>17.5%</i>		<i>16.4%</i>	<i>22.4%</i>	
Other Income	6	1		1		8	4	
Finance cost	7	8		7		21	25	
Depreciation and amortisation expenses	14	13		13		40	39	
PBT before associates, joint ventures	14	16	-8%	13	7%	38	57	-35%
Share of profit from associates and joint ventures	2	0.8		1		3	3	
Profit before tax	16	16	-6%	15	7%	40	60	-33%
Tax expense	1	3		3		5	14	
PAT	15	13	11%	12	22%	35	46	-23%
<i>PAT Margin (%)</i>	<i>7.9%</i>	<i>7.5%</i>		<i>6.4%</i>				
Diluted EPS (INR)	0.60	0.52		0.48		1.45	1.82	

THANK YOU



INVESTOR RELATIONS

Sanjay Punjabi

+91 9821080048

sanjay.punjabi@allcargologistics.com