



Ingenuity In Motion

November 07, 2023

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 on the financial performance of the Company for the second quarter ended September 30, 2023, to be discussed at Earnings Conference Call which has been scheduled to be held on Tuesday, November 07, 2023 at 02:30 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



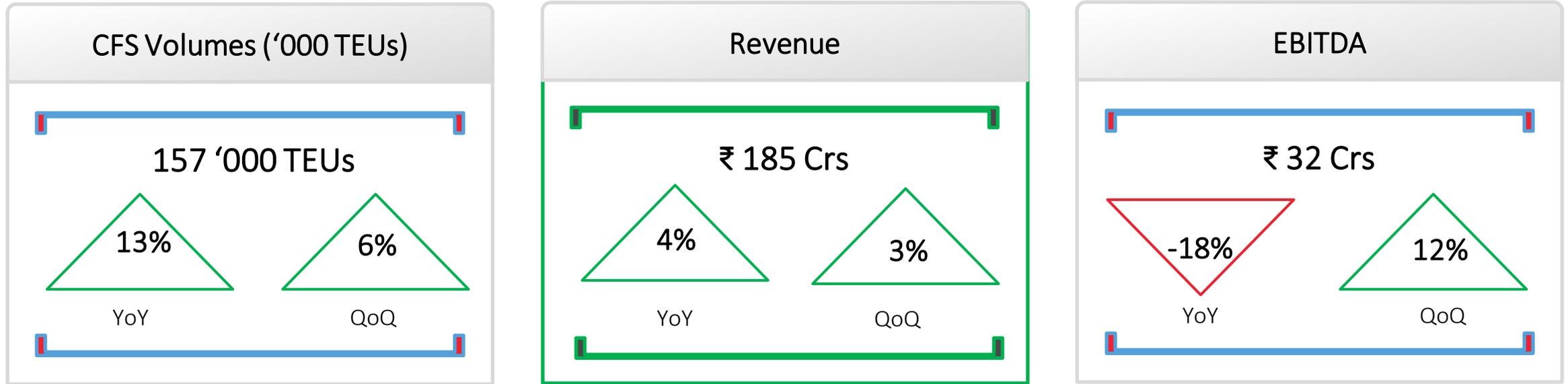
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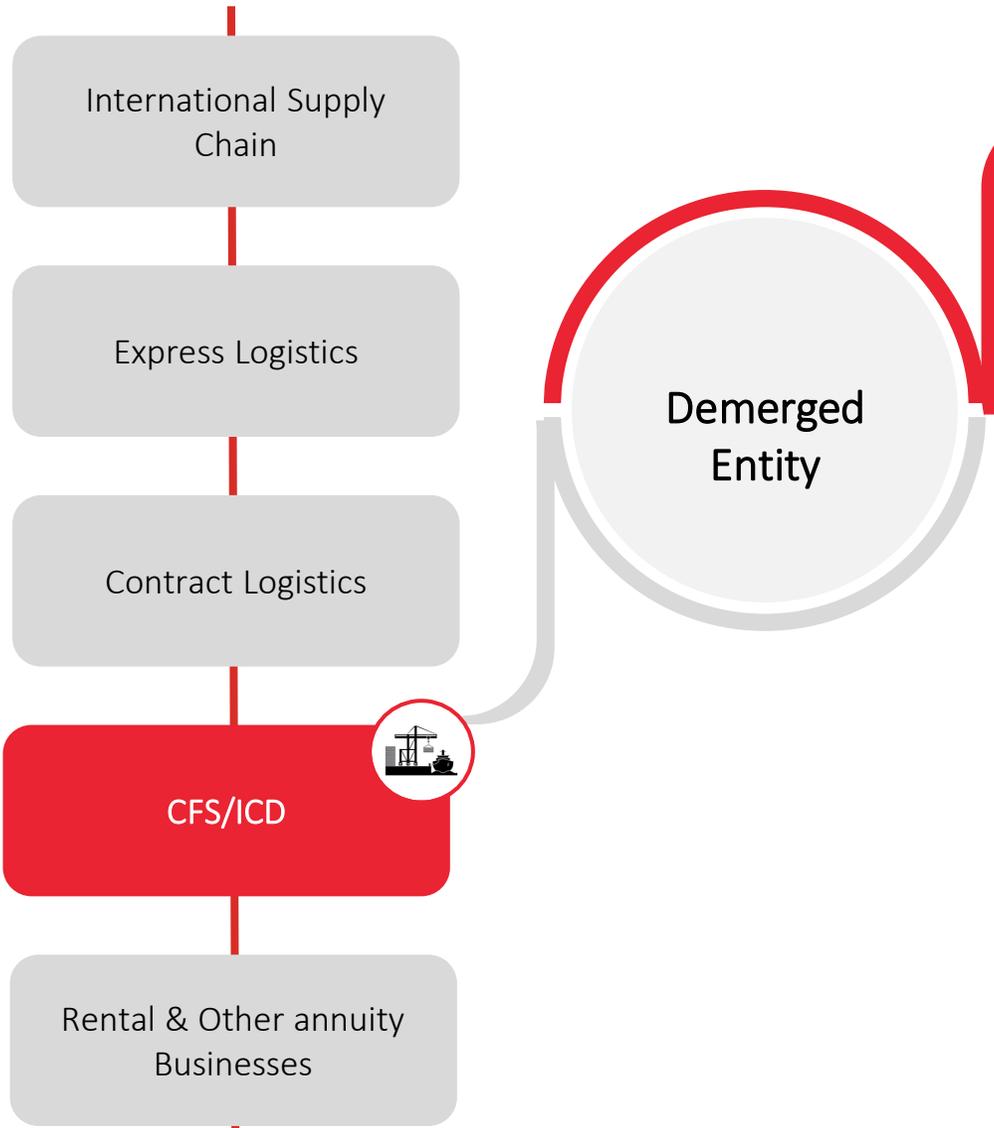


Q2FY24 KEY FINANCIAL HIGHLIGHTS – CONSOLIDATED



- Q2FY24 marked a strong recovery in volumes, out-pacing industry. CFS volumes grew by 13% YoY and 6% QoQ to 156.6 '000 TEUs. Volume for the H1FY24 stood at 304.9 '000 TEUs. We are witnessing similar growth momentum in the current quarter to date.
- Revenue for Q2FY24 came in at 185 Cr, up 4% YoY. The growth is in-line with industry trend.
- EBITDA for the quarter came in at 32 Cr, showing a sequential improvement of 12% as our costs normalized post demerger exercise.
- We have a strong balance sheet with a net debt free status. Our total debt as on 30 Sept 2023 is at just 18 cr with a cash position of 29 cr.

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

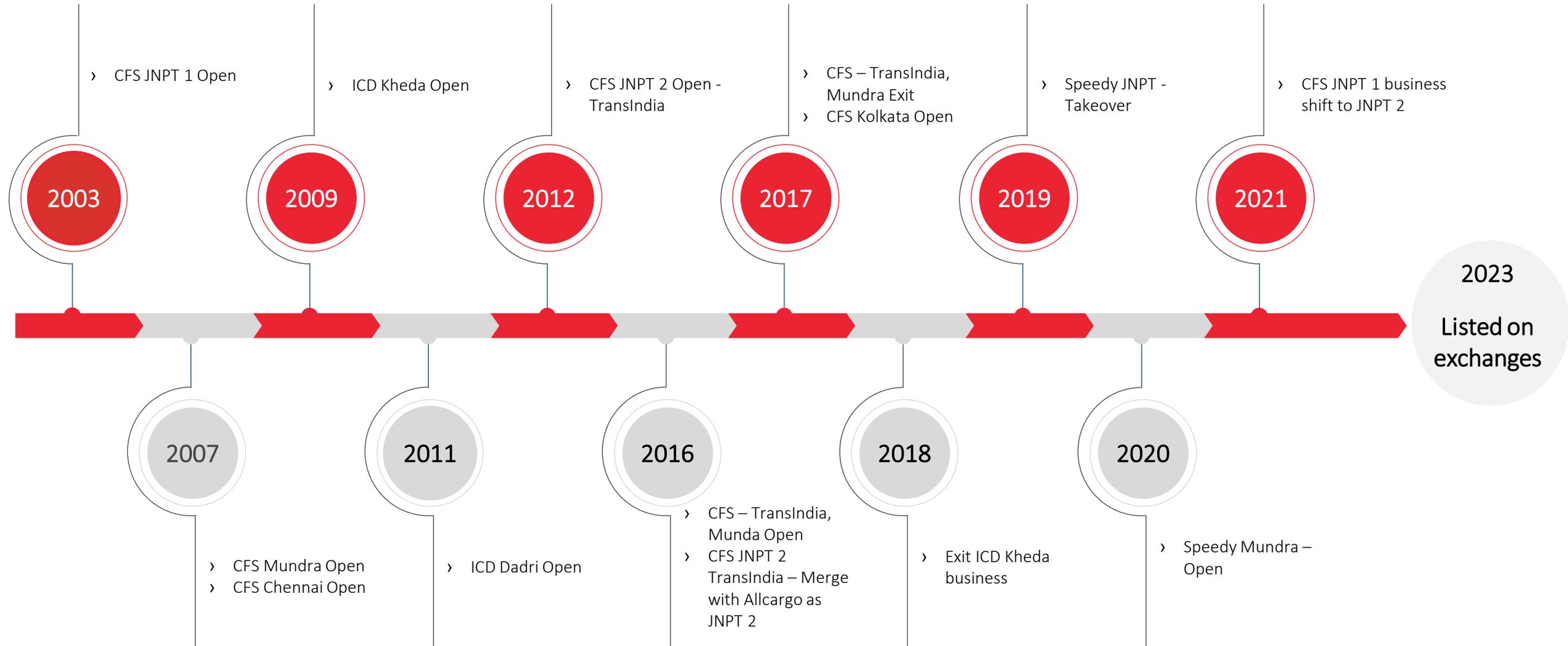
CFS at JNPT, Chennai, Mundra and Kolkata & 1 ICD at Dadri*

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

Currently operating at 85% utilization

* JV with CONCOR

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

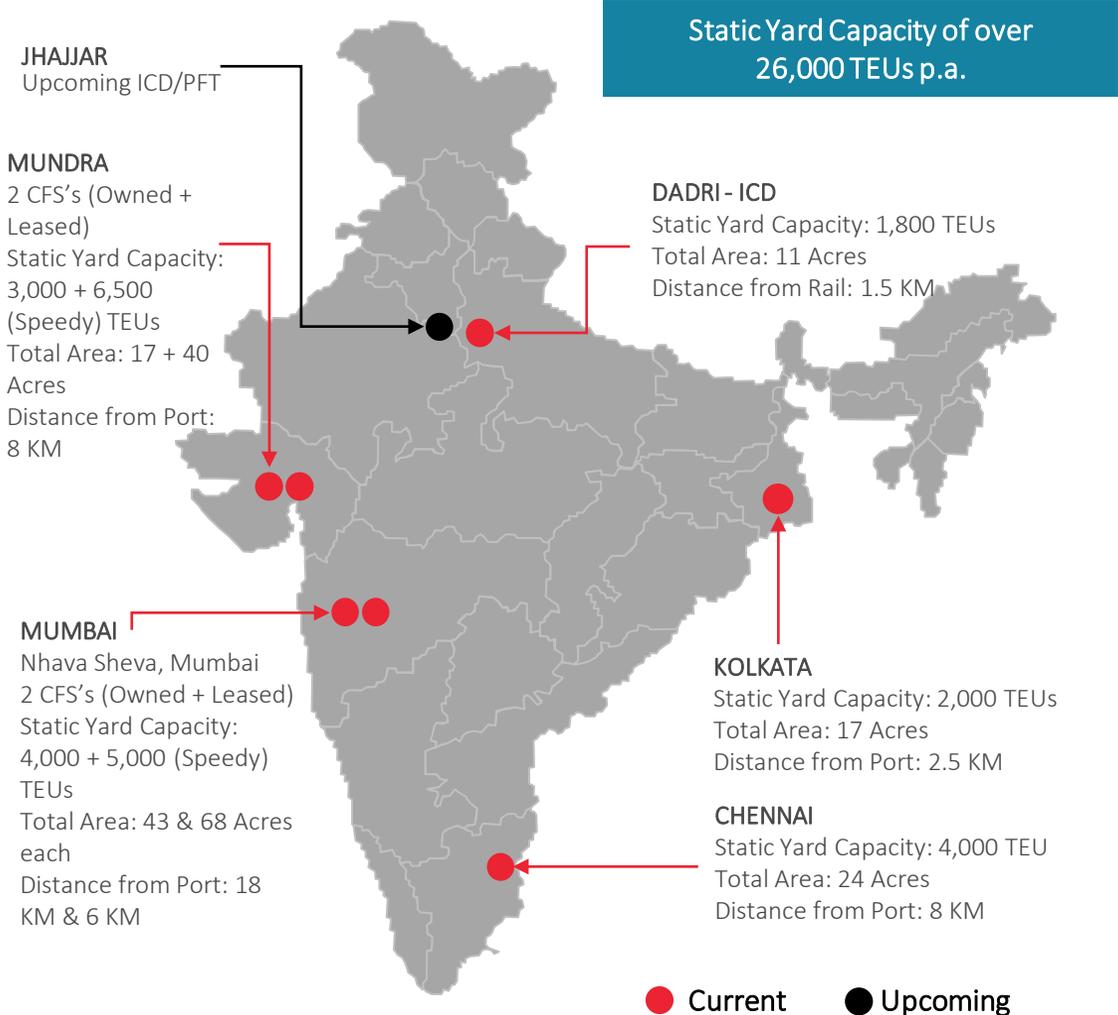
7 CFS/ICD across
India with combined
installed **capacity of
8,00,000 TEUs**



^ 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

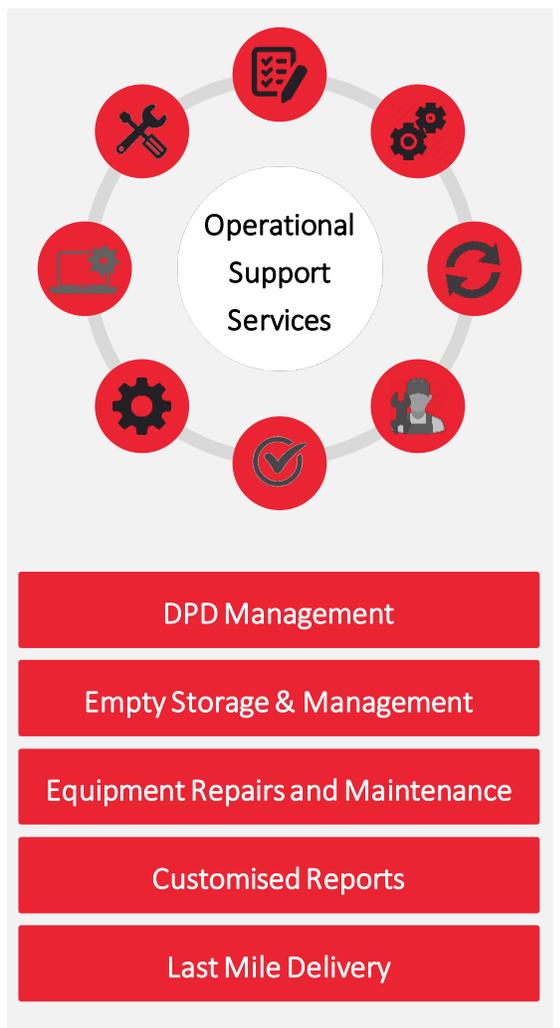
Best placed to capture the DFC driven ICD opportunity

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



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

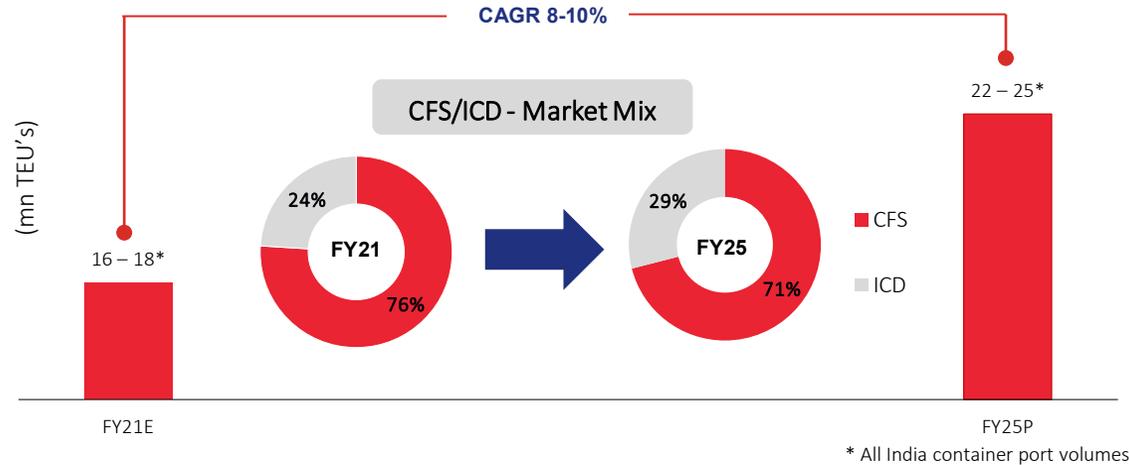
DATA DRIVEN DECISION-MAKING

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



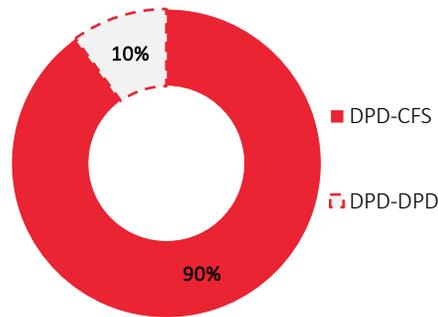
States low on CFS/ICD infrastructure are HP, Bihar, Jharkhand, WB, Sikkim, AP, Nagaland, MN, MZ, TR, Telangana and J&K



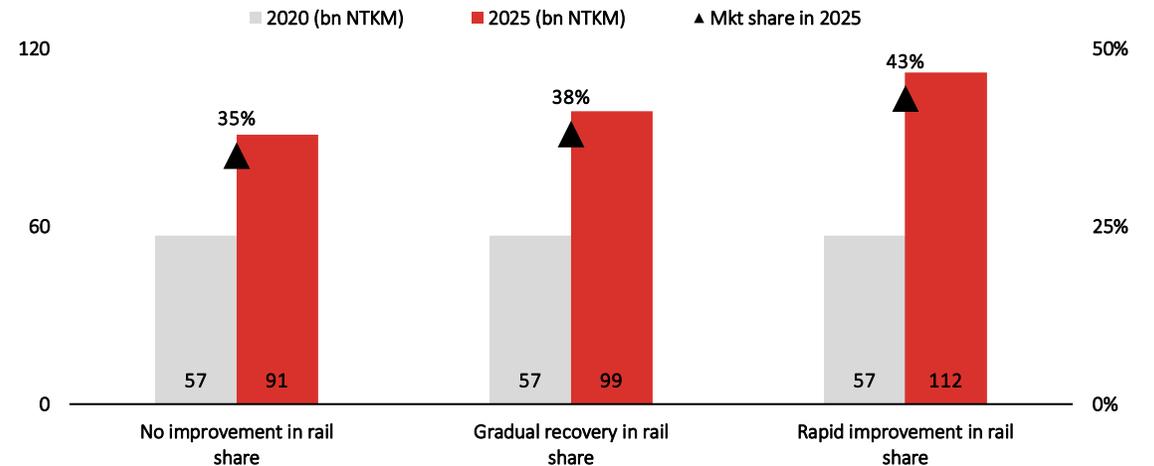
Proposal accepted only for specific trade locations: Uttarakhand, UP, Chhattisgarh, Odisha, AP, Goa, Karnataka, Kerala and other



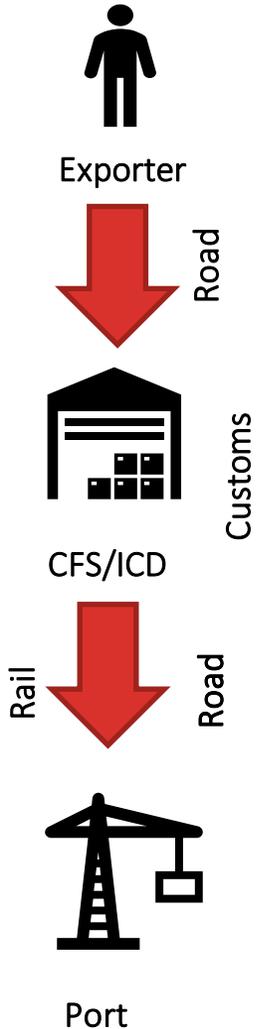
States and UT not listed in Green & Blue zones (Mumbai, Gujarat, Chennai) closed for any new CFS development indefinitely.



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 6.3% in financial year 2024 and 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



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

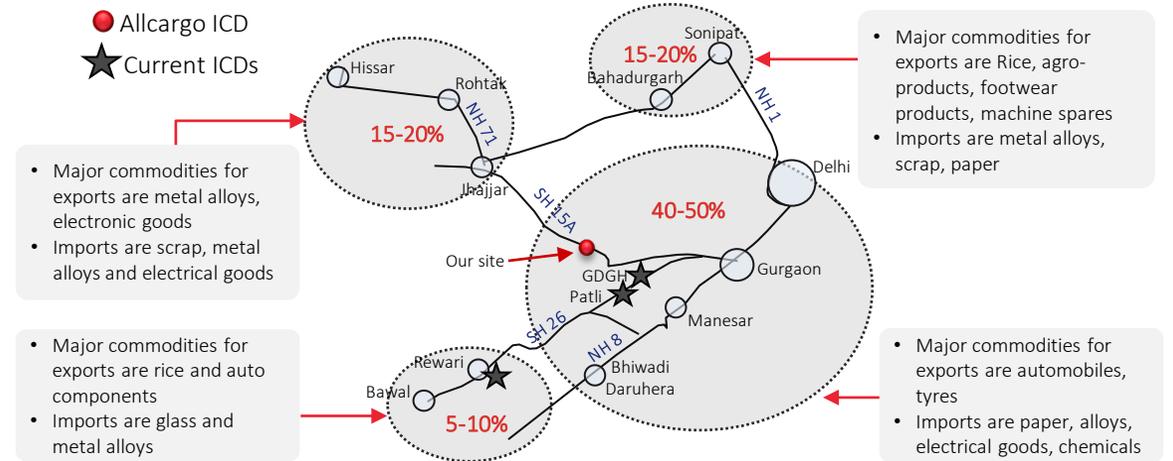


Will connect the existing ports and industrial areas for faster movement of goods

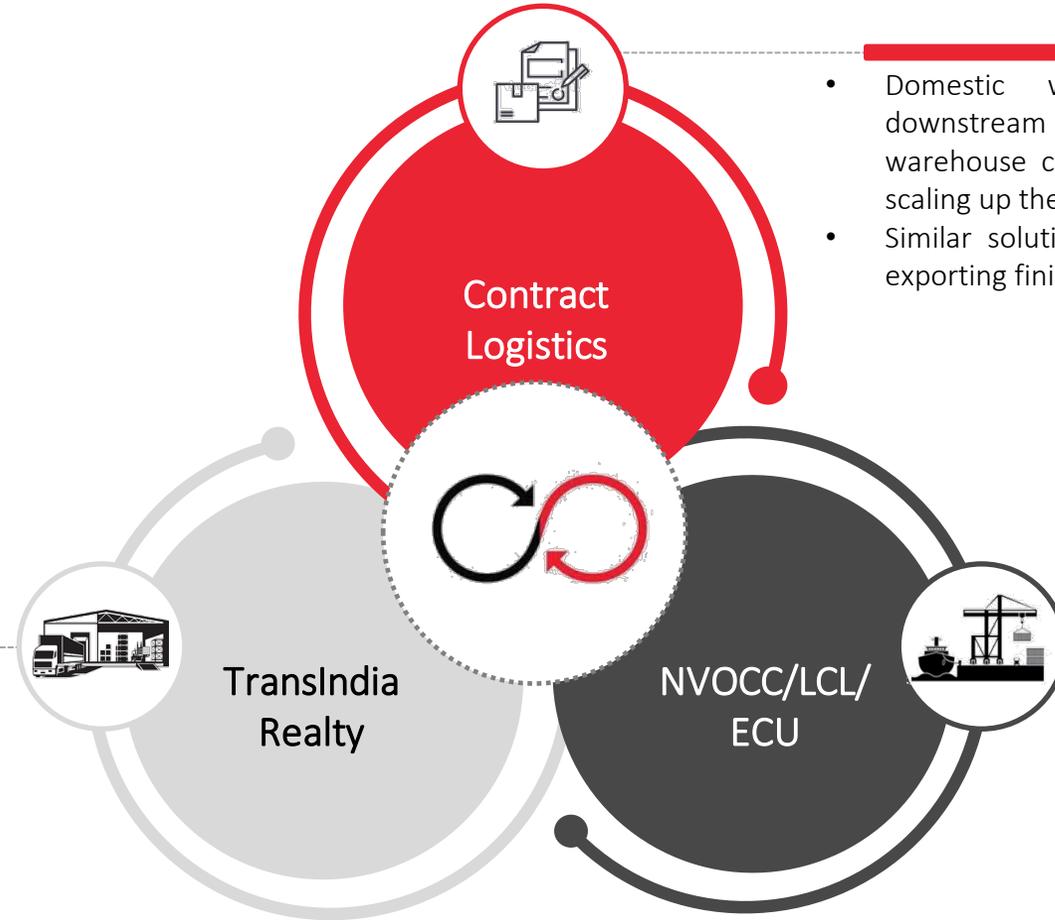


DFC to decongest the railway network and will help in reducing the logistics cost along with increasing share of rail to logistics

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

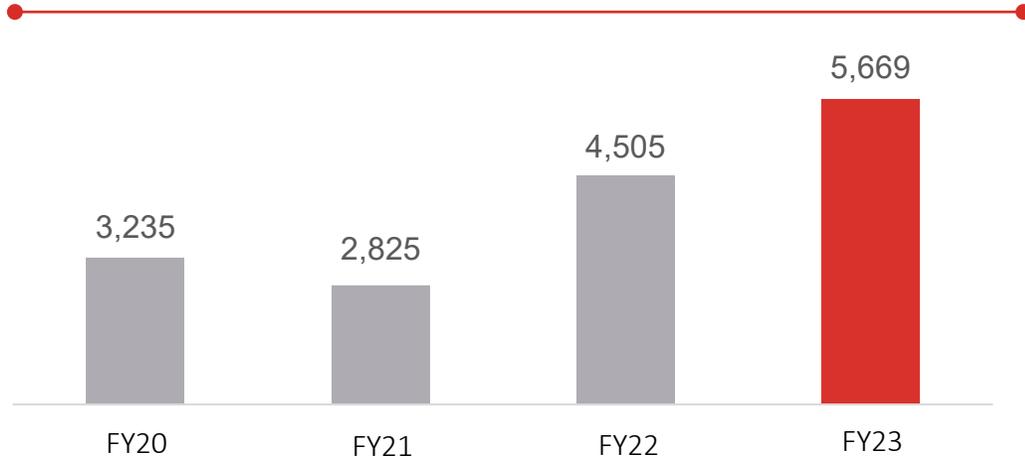
Seasoned leader with over three decades of experience in the human resource domain. Rich experience of working at leading companies from varied sectors like manufacturing, IT, FMCG and construction.

*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

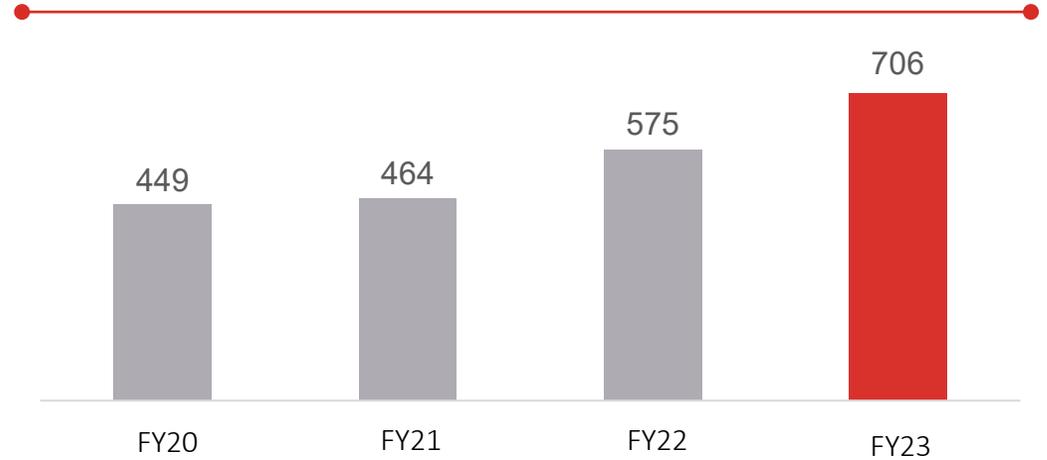


ATL - KEY FINANCIAL TRENDS

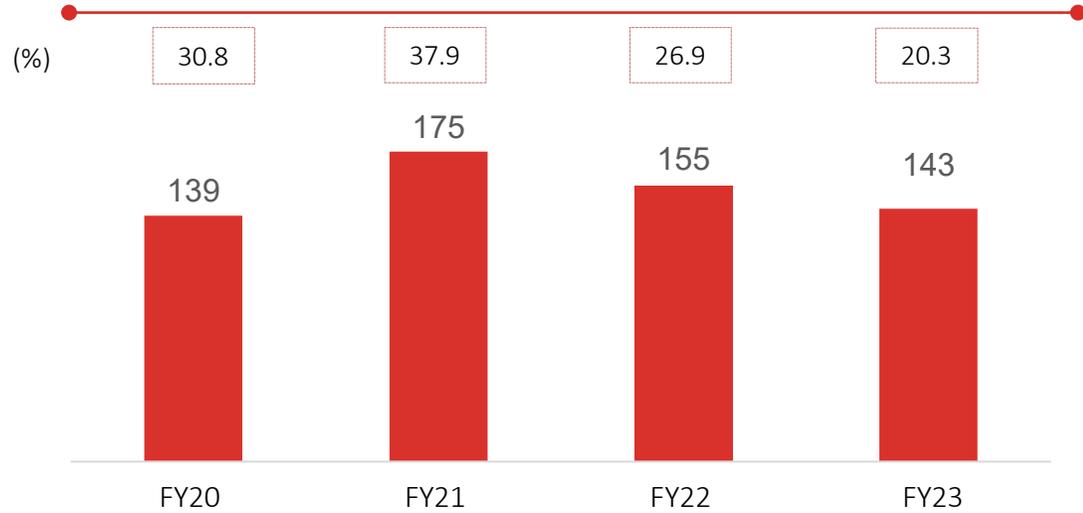
Volumes^ ('00 TEUs)



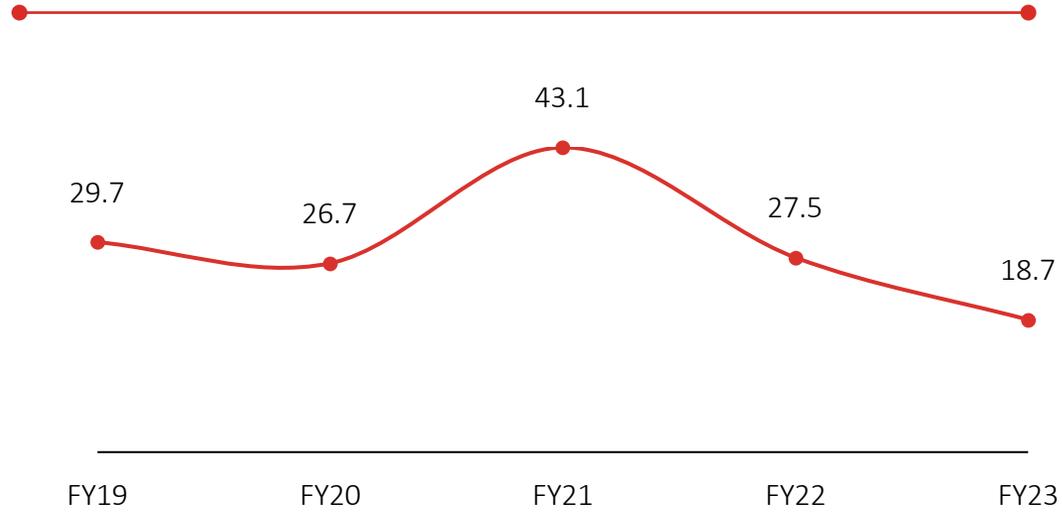
Revenue (₹ Cr)



EBITDA (₹ Cr) & EBITDA Margins (%)



ROCE (%)



^ only CFS volumes, excludes Dadri volumes

CONSOLIDATED INCOME STATEMENT – QUARTERLY

Particulars (₹ Cr)	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	Q-o-Q	H1FY24	H1FY23	Y-o-Y
Revenue from Operations	185	178	4%	181	3%	366	347	6%
Expenses	153	138		152		305	266	
EBITDA	32	40	-18%	29	12%	61	81	-25%
<i>EBITDA Margin (%)</i>	<i>17.5%</i>	<i>22.3%</i>		<i>16.0%</i>		<i>16.8%</i>	<i>23.4%</i>	
Other Income	1	2		1		2	3	
Finance cost	7	8		7		14	17	
Depreciation and amortisation expenses	13	13		13		27	26	
PBT before associates, joint ventures	13	21	-36%	10	38%	23	42	-45%
Share of profit from associates and joint ventures	1	0		1		2	3	
Profit before tax	15	21	-31%	11	37%	25	44	-43%
Tax expense	3	7		2		4	11	
PAT	12	14	-16%	9	33%	21	33	-37%
<i>PAT Margin (%)</i>	<i>6.4%</i>	<i>8.0%</i>		<i>5.0%</i>				
Diluted EPS (INR)	0.48	0.56		0.37		0.85	1.30	

CONSOLIDATED BALANCE SHEET

Equity and Liabilities (₹ Cr)	Sep-23	Mar-23
Equity		
Equity share capital	49	49
Other equity	165	157
Equity attributable to holders of the parent	214	206
Non-controlling interest	12	12
Total Equity	227	218
Non-current liabilities		
Financial liabilities		
Lease Liability	359	363
Borrowings	12	27
Employment benefit liabilities	3	3
Deferred tax liability (net)	9	10
Total Non-current liabilities	384	404
Current Liabilities		
Financial liabilities		
Lease Liability	20	18
Borrowings	6	5
Trade payables	115	110
Other financial liabilities	14	4
Contract Liabilities	6	5
Employment benefit liabilities	4	3
Other current liabilities	19	17
Total Current liabilities	182	162
Total equity and liabilities	792	783

Assets (₹ Cr)	Sep-23	Mar-23
Non Current Assets		
Plant, Property & Equipment (net)	74	83
Right use of assets	352	358
Goodwill	33	33
Intangible assets (net)	32	34
Intangible Assets under Development	0	0
Investments in JV	28	27
Loans	0	0
Other financial assets	49	45
Deferred tax assets (net)	65	65
Non-Current tax assets (net)	10	2
Other non-current assets	1	0
Total Non-Current Assets	643	648
Current Assets		
Investments	18	9
Other Financial asset	14	30
Loans	1	1
Trade receivables	54	53
Cash and cash equivalents	29	13
Contract assets	19	16
Other current assets	14	13
Total Current Assets	149	136
Total Assets	792	783

CONSOLIDATED CASH FLOW

Particulars (₹ Cr)	Sep-23	Sep-22
Profit before Tax	23	42
Adjustment for Non-Operating Items	62	82
Operating Profit before Working Capital Changes	85	124
Changes in Working Capital	-5	-96
Cash Generated from Operations	80	28
Less: Direct Taxes paid	-14	-7
Net Cash from Operating Activities	66	21
Cash Flow from Investing Activities	-17	-16
Cash Flow from Financing Activities	-34	-6
Net increase/ (decrease) in Cash & Cash equivalent	16	-1
Cash and cash equivalents at the beginning of the period	13	9
Cash and cash equivalents at the end of the period	29	8

THANK YOU



INVESTOR RELATIONS

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