

May 26, 2024

To, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400001 BSE Scrip Code: 532749	To, National Stock Exchange of India Limited, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051 NSE Symbol: 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 and financial year ended March 31, 2024, to be discussed at Earnings Conference Call which has been scheduled on **Monday, May 27, 2024, at 04:00 p.m. (IST)**.

The above information will be made available on the website of the Company i.e., 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

ALLCARGO LOGISTICS LIMITED

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T: +91 22 6679 8110 | www.allcargologistics.com | CIN: L63010MH2004PLC073508 | GSTN: 27AACCA2894D1ZS
e-mail id: investor.relations@allcargologistics.com



INVESTOR PRESENTATION

May 2024



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KEY FINANCIAL HIGHLIGHTS – CONSOLIDATED Q4FY24

Revenue

₹ 3,398 Crs

6%

QoQ

Reported EBITDA

₹ 99 Crs

11%

QoQ

Debt

₹ 967 Crs
Gross Debt

₹ 407 Crs
Net Debt

Allcargo Logistics (Consolidated)

₹ Crores	Q4FY24	Q3FY24
Revenue	3,398	3,212
Gross Profit	746	754
EBITDA	99	111

ECU Worldwide NV

₹ Crores	Q4FY24	Q3FY24
Revenue	2,570	2,424
Gross Profit	578	578
EBITDA	57	65

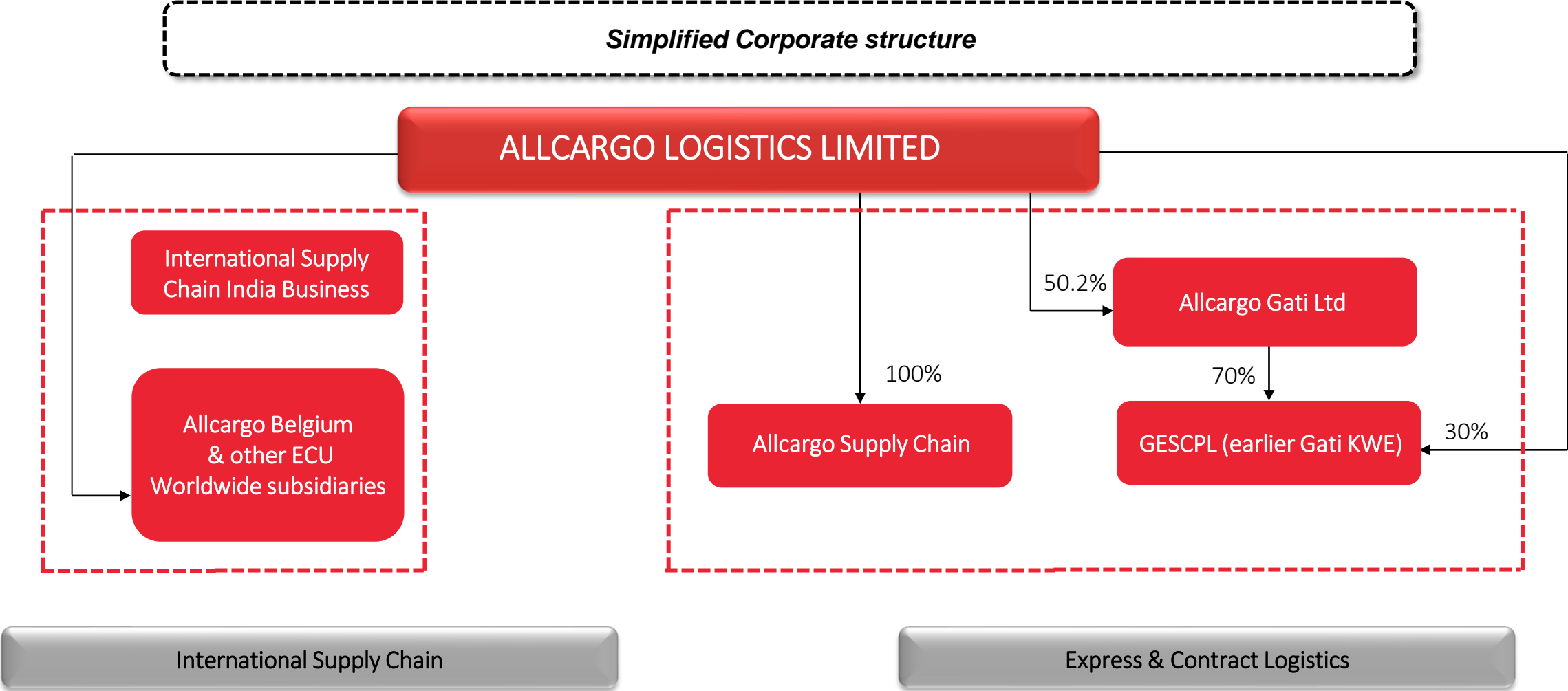
- International Supply Chain business is witnessing green shoots of growth expected in the second half of 2024. Freight rates have started increasing despite an additional supply of 1 million TEUs in container shipping capacity in 2024.
- ECU Worldwide had a flat quarter compared to the previous quarter and we expect momentum to start building from April leading to improvements in the September and December quarters. LCL volumes reduced marginally QoQ from 2.16 million CBM to 2.12 million CBM, while FCL volumes witnessed a marginal increase from 152K to 156K TEUs
- Cost reduction is offset by severance costs to an extent but severance costs will be concluded by August and hence cost reduction will help manage annual increments to control SG&A and drive bottomline growth
- Contract Logistics business remained near flat and the company ASCPL reported an EBITDA of 32 Cr In Q4
- Express business has seen significant improvement on the back of cost reduction, which has improved every month until March, providing healthy exit rates on operating costs. Gati's consolidated EBITDA increased from 11 Cr in Q3 to 14 Cr in Q4 representing 21% increase
- The focus remains strong on technology projects and GEMS 2.0 is progressing as per schedule in Gati, and various system roll outs are on schedule in ECU Worldwide including new financial ERP.

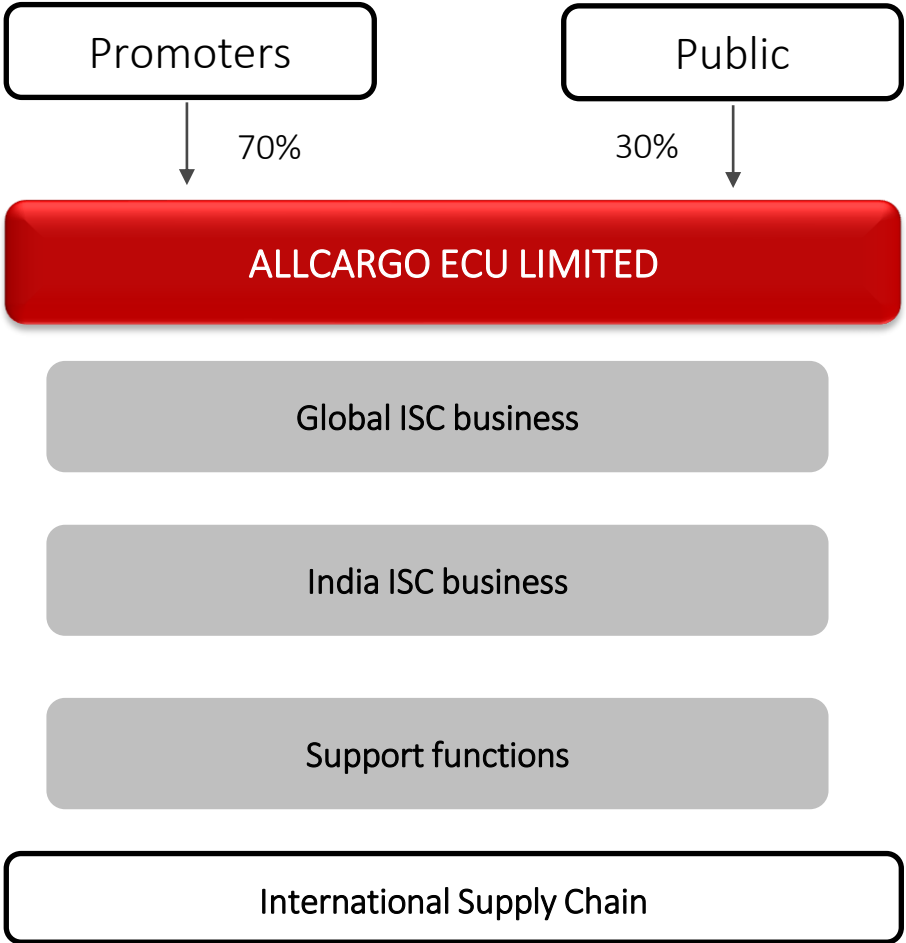
- Fair Trade GmbH has been a major player in consolidation segment in Germany, handling cargo movement across Europe-Asia, Europe-Latin America, and Europe-North America routes
- It has presence in three key locations in Germany, Hamburg and Bremen, which have strong cargo volumes
- ECU acquired 75% stake in Fair Trade GmbH through Allcargo Belgium in Dec'22. Existing promoters continued to hold the remaining 25% of the stake
- **In May'24, ECU bought the remaining 25% stake from promoters**
- The acquisition expands and strengthens the service network of ECU Worldwide in strategically important market of Germany with sizeable volumes

Deal Contours

	Shareholding	Consideration
Tranche 1 (Dec'22)	75%	€12 mn
Tranche 2 (May'24)	25%	€2.9 mn

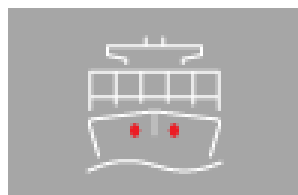
Pursuant to acquisition of balance 25% stake in Fair Trade, ECU Worldwide N.V. now holds 100% stake in Fair Trade and is now a wholly owned subsidiary of the company.



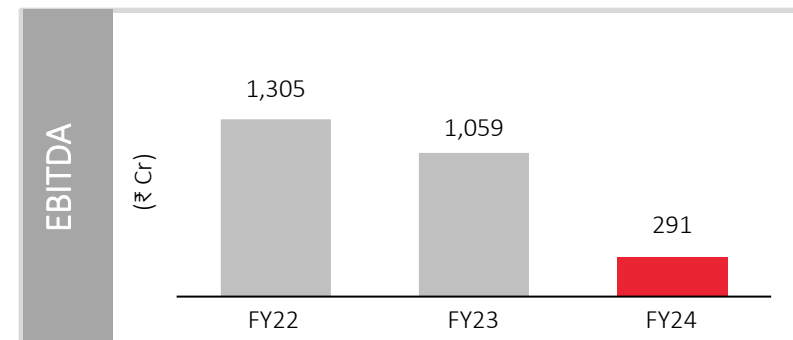
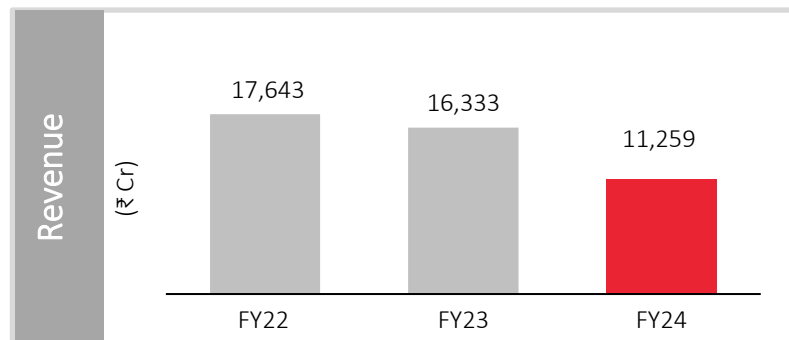


KEY ANNUAL FINANCIAL HIGHLIGHTS

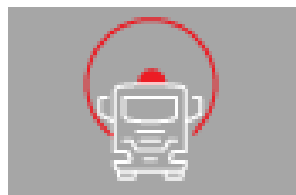
ALLCARGO LOGISTICS (ACL)



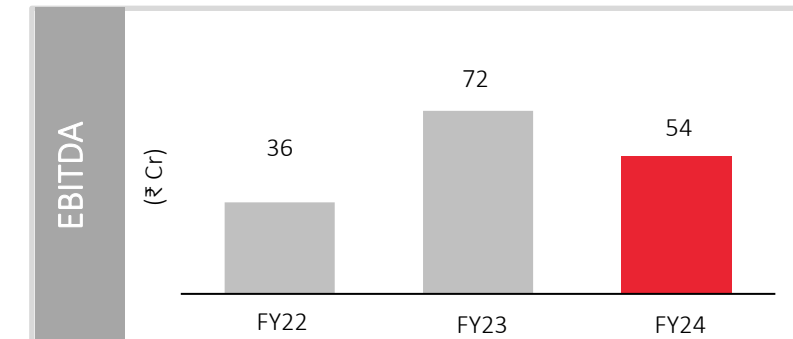
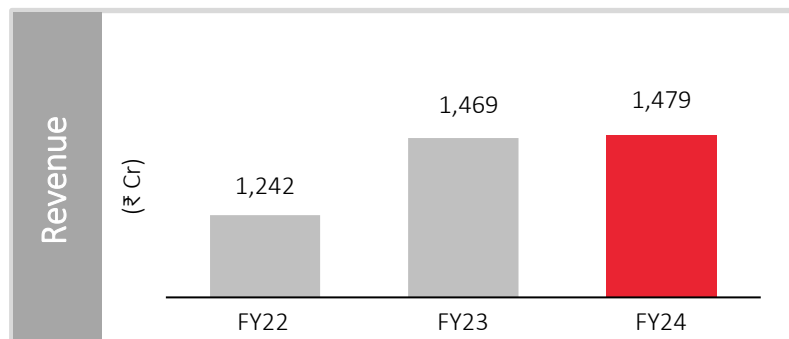
International Supply Chain **



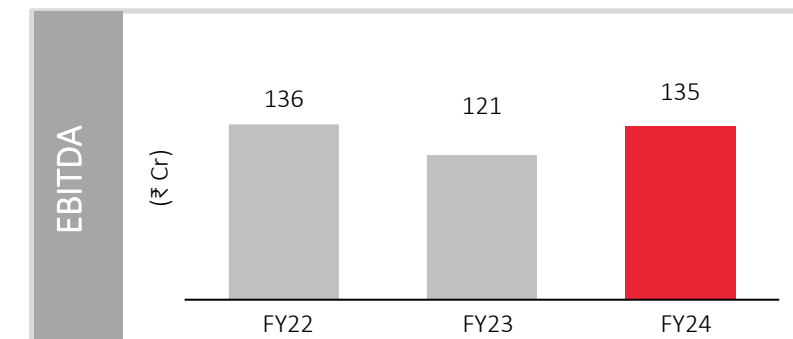
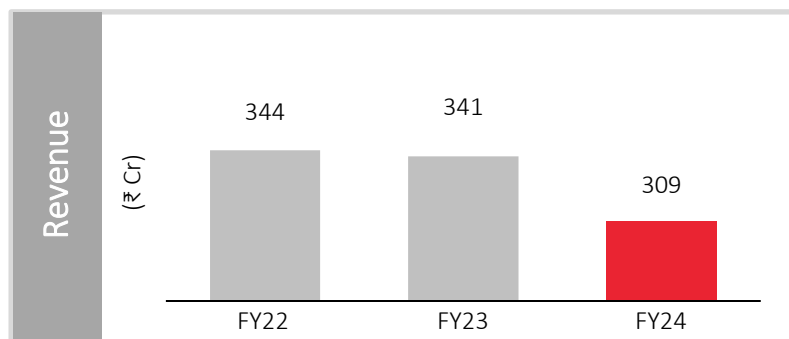
** ISC segment comparison is not like for like as FY24 includes all corporate costs also, which were not allocated to segment earlier.



Express (GESCPL)



Contract Logistics*



* FY22 & FY23 are shown for comparative purposes and differ from reported as the transaction was concluded in May 2023

EXCEPTIONAL SUCCESS IN ACQUISITIONS & TURNAROUND



ECU International (Asia), South Asia Terminals, Allcargo Belgium N.V., Administradora House Line C.A., AGC N.V., Air Line, CELM Logistics S.A., China Consolidation Services, Companhia Logística, Contech, FMA-LINE, FCL Marine Agencies B.V., Consolidadora Ecu-Line C.A., Econocaribe Consolidators, Ecu Global Services N.V., Ecu-Line Peru SA, Ecu-Line Spain S.L., ELWA Ghana, Eurocentre Milan srl, FCL Marine Agencies B.V., Flamingo Line del Ecuador SA, Hindustan Cargo Limited, Integrity Enterprises Pty, ECU Worldwide Tianjin, Rotterdam Freight, Societate Ecu-Line Tunisia, FMA-LINE Nigeria, Jordan Gulf for Freight Services, ASIA PAC Global Forwarding, Ports, Express, Ecu Worldwide GmbH, Ecu Worldwide (Hong Kong), PT Ecu Worldwide Indonesia, FCL Marine Agencies Belgium bvba, FMA Line Agencies Do Brasil, Oconca Container Line S.A., Allcargo Hong Kong, AGL Bangladesh Private T, Main Management (Asia), CCS Shipping, China Consolidation Services Shipping, ULS uni logistics system co., ltd., AVVASHYACCI Supply Chain Simplified, de Armazenagem E Distribuição Ltda (Bracenter), General Export S.r.l., FCL Marine Agencies GMHB (Hamburg), FCL Marine Agencies GMHB (Bremen), Fasder S.A., Ecu Worldwide Peru S.A.C., Translogistics Services, GATI, nordicon, SPEEDY MULTIMODES EXCELLENCE IN MOTION

SUSTAINABILITY INITIATIVES – ELECTRIC VEHICLES & ALTERNATIVE FUELS



Electric vehicles at Allcargo Gati for Swedish giant IKEA

- In addition to introducing electric vehicle at Gati Distribution Warehouse across the country, Allcargo Gati has been supporting Swedish furniture giant, **IKEA**, with EVs in **Hyderabad, India** since 2019
- Today, that **61% of all deliveries** from IKEA Hyderabad store takes place through EVs.
- In Bangalore, **40% of e-commerce business** and **38% of local customer deliveries** are services through EVs.



Electric Trucks at Nodicon Terminal

- **Nordicon** has been taking forward strides with EVs in Sweden
- **First terminal to launch electric trucks** for container movement to and from Gothenburg port
- The initiative for **carbon dioxide-neutral transport**, is in collaboration with Skaraslattens Transport
- These Volvo FH Electric Trucks will drive dedicatedly for **Nordicon Terminal between the terminal on Forradsgatan and the Port of Gothenburg**



Allcargo Gati and Schneider partner for eco-friendly express logistics solutions

- Allcargo Gati entered into a **special collaboration with Schneider Electric**, the global leader in energy management and automation, to design greener logistics solutions for the company.
- In the initial phase of the collaboration, Allcargo Gati has **exclusively deployed alternative fuel vehicles** for pick-up of consignments from Schneider Electric's key distribution centres
- Allcargo Gati will also manage local deliveries in Gurugram for Schneider Electric with a fleet of alternative fuel vehicles.



INTERNATIONAL SUPPLY CHAIN

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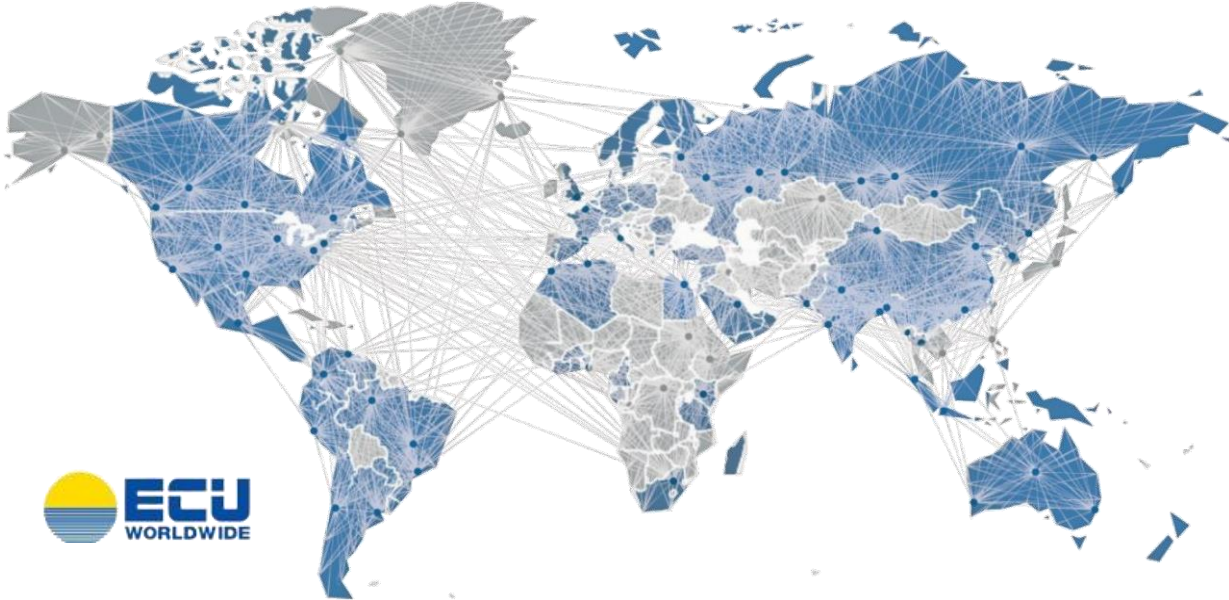
GLOBAL LEADER IN INTERNATIONAL SUPPLY CHAIN SEGMENT

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



SCALE CREATES
FLYWHEEL OF SUCCESS



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



Market

Supply chain industry digitizing
ECU poised to win



Digital

Digitally enabled mid-sized company with breadth of services



Consolidation

M&A engine with a track-record of successful integration



Operations

Proven ability to run a **complex LCL consolidation network**



Financials

Robust financial growth 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

605
'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**

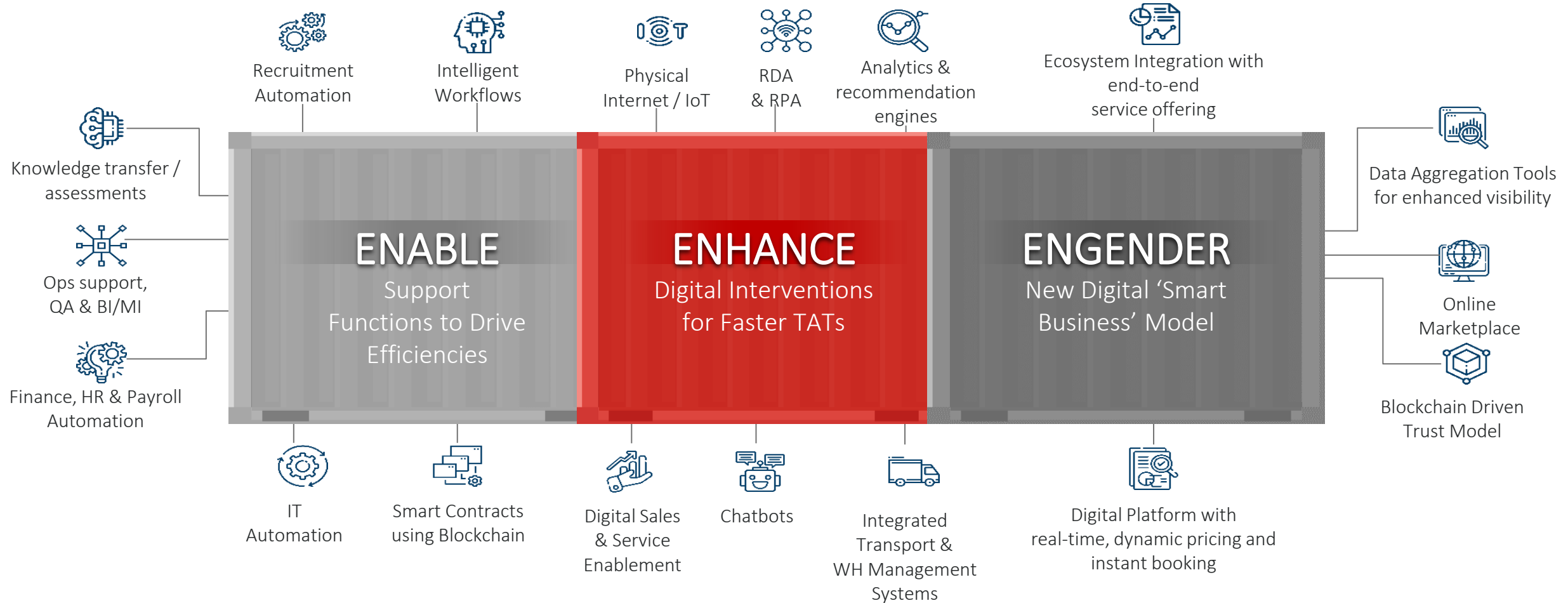


ECU 360 ALWAYS MOVING FORWARD

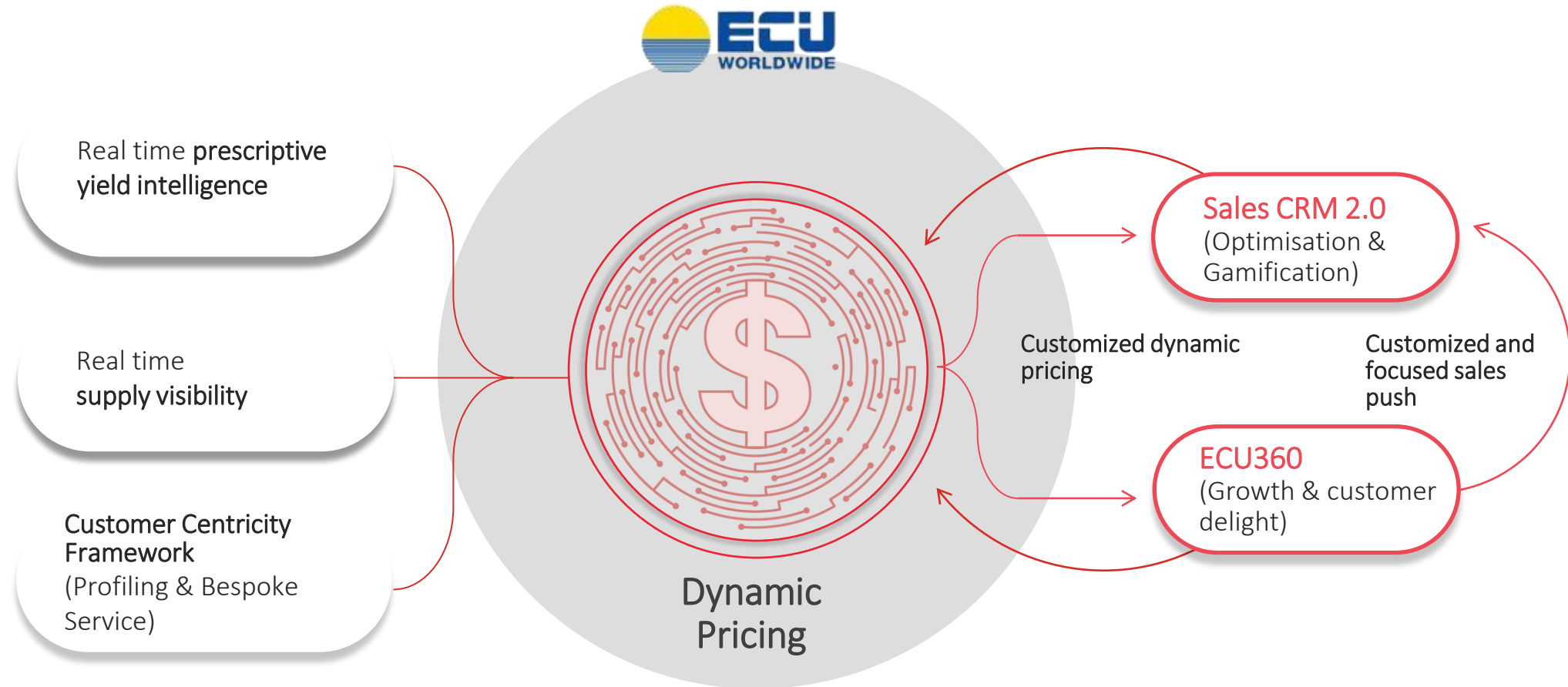
- Mature
- Nascent
- Does not exist

	2020					2023
Features	ECU360					ECU360
Trade Lanes	Mature	Does not exist	Nascent	Nascent	Nascent	Mature
Customer Profile	Nascent	Nascent	Nascent	Nascent	Nascent	Mature
Registration Process	Nascent	Nascent	Does not exist	Does not exist	Nascent	Mature
Speed of Quote Reply	Nascent	Nascent	Nascent	Does not exist	Nascent	Mature
Booking	Mature	Nascent	Nascent	Nascent	Nascent	Mature
Track and Trace – automatic	Nascent	Nascent	Nascent	Nascent	Nascent	Mature
Documentation Management	Mature	Nascent	Nascent	Nascent	Nascent	Mature
Customized Reports & Analytics	Nascent	Nascent	Does not exist	Nascent	Does not exist	Mature
API	Nascent	Nascent	Nascent	Does not exist	Nascent	Mature
Customs Module	Does not exist	Nascent	Does not exist	Nascent	Nascent	Mature
Knowledge Portal (newsletters etc.)	Does not exist	Nascent	Does not exist	Does not exist	Nascent	Mature
Trade Finance	Does not exist	Nascent	Does not exist	Nascent	Does not exist	Nascent
Online Insurance	Does not exist	Nascent	Nascent	Nascent	Nascent	Mature
Truck Driver App	Nascent	Nascent	Does not exist	Does not exist	Does not exist	Nascent
Proactive Communication	Does not exist	Does not exist	Does not exist	Nascent	Nascent	Mature
Sailing Schedule	Mature	Does not exist	Nascent	Does not exist	Does not exist	Mature
Messaging	Does not exist	Nascent	Does not exist	Nascent	Does not exist	Nascent

DIGITAL FRAMEWORK FOR LOGISTICS



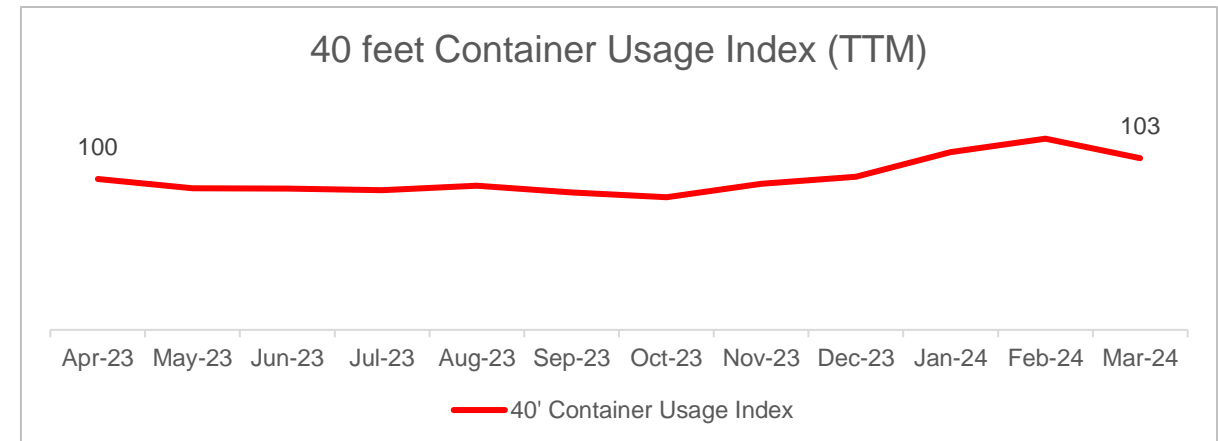
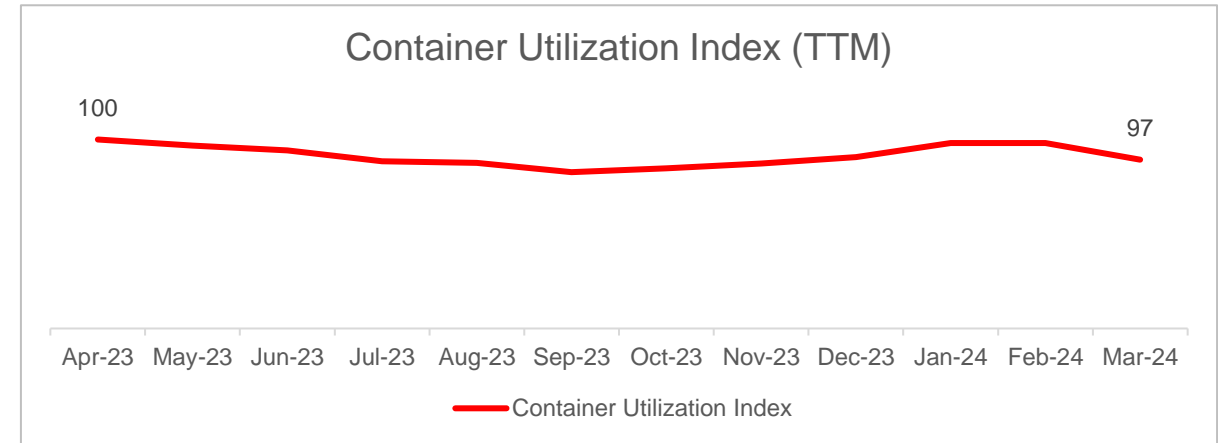
HOW AI & AUTOMATION ARE CREATING A UNIQUE GLOBAL NETWORK AND OPERATING RHYTHM



ISC YIELD & OPERATIONAL METRICS

International Supply Chain		
Metric	Q4FY23	Q4FY24
LCL Volume ('000 cbm)	2,108	2,120
FCL Volume ('000 TEU)	146	156
ISC Gross Profit (INR cr)	743	604
LCL yield index	100	75
FCL yield index	100	68

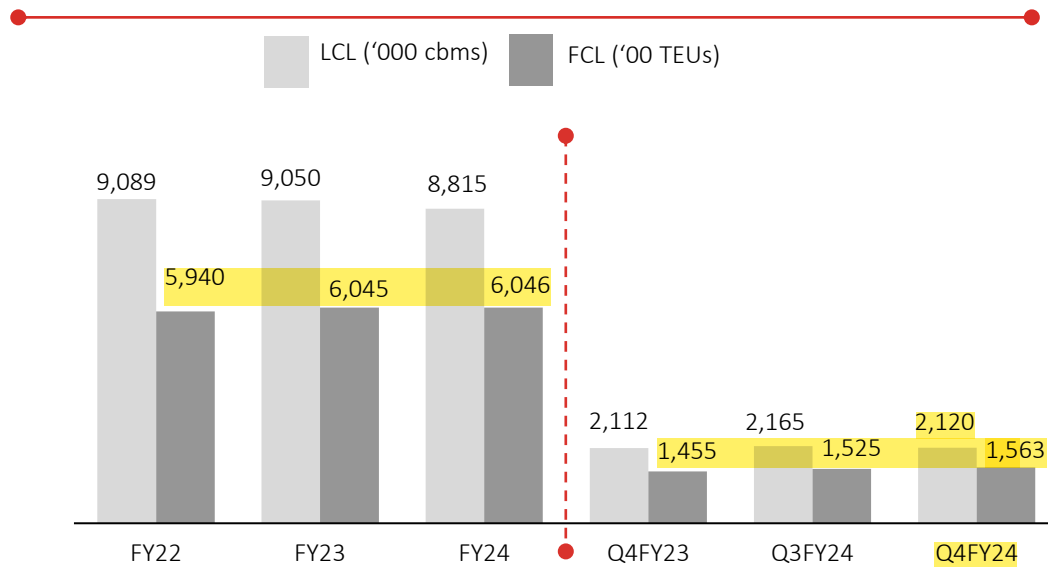
Note: LCL and FCL yield indexed to Q4FY23 = 100



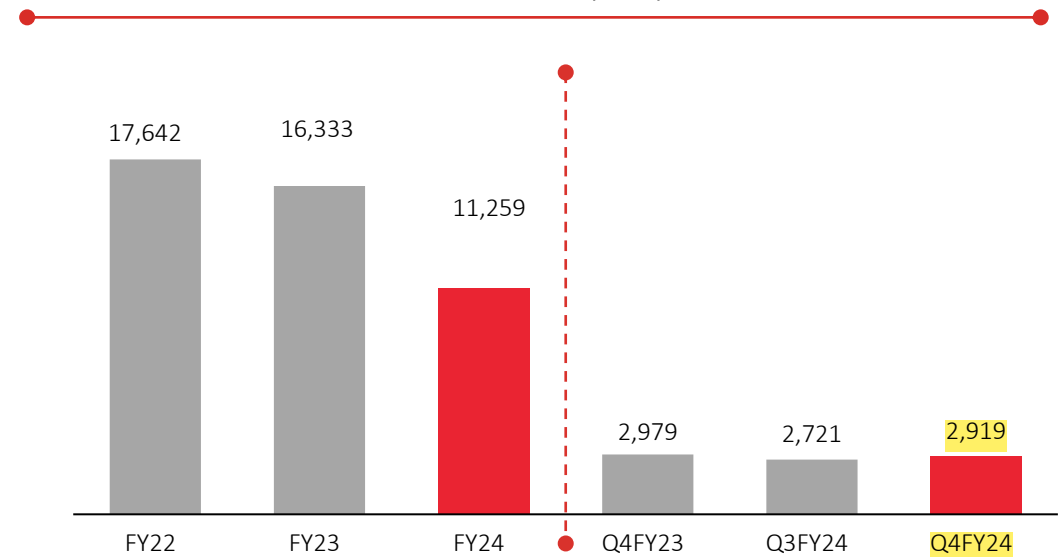
Note: Container utilization (Cbm/TeU) and 40 feet container usage (40 feet containers as % of total containers) levels rebased as Apr 2023 = 100

INTERNATIONAL SUPPLY CHAIN** - KEY FINANCIAL TRENDS

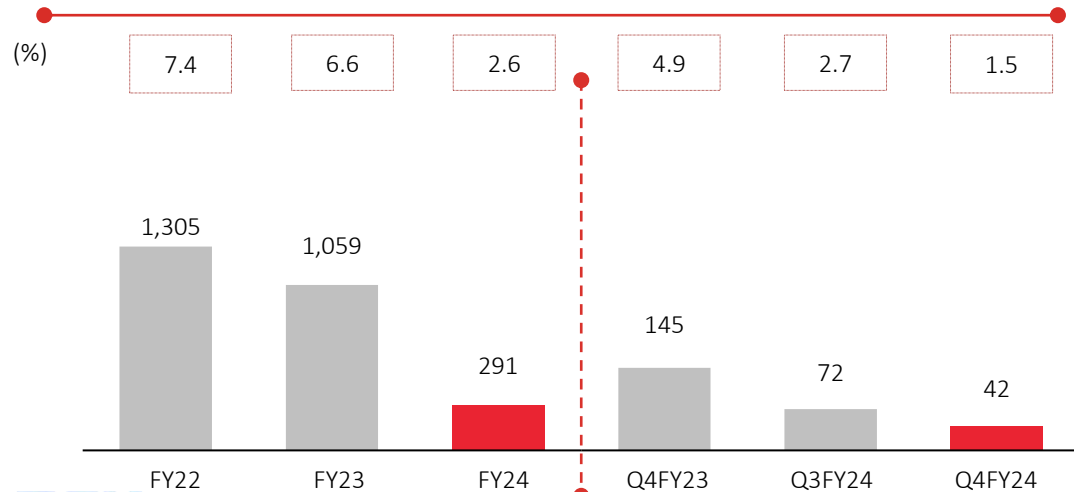
Volumes



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.



NETWORK LEADER IN INDIAN SUPPLY CHAIN

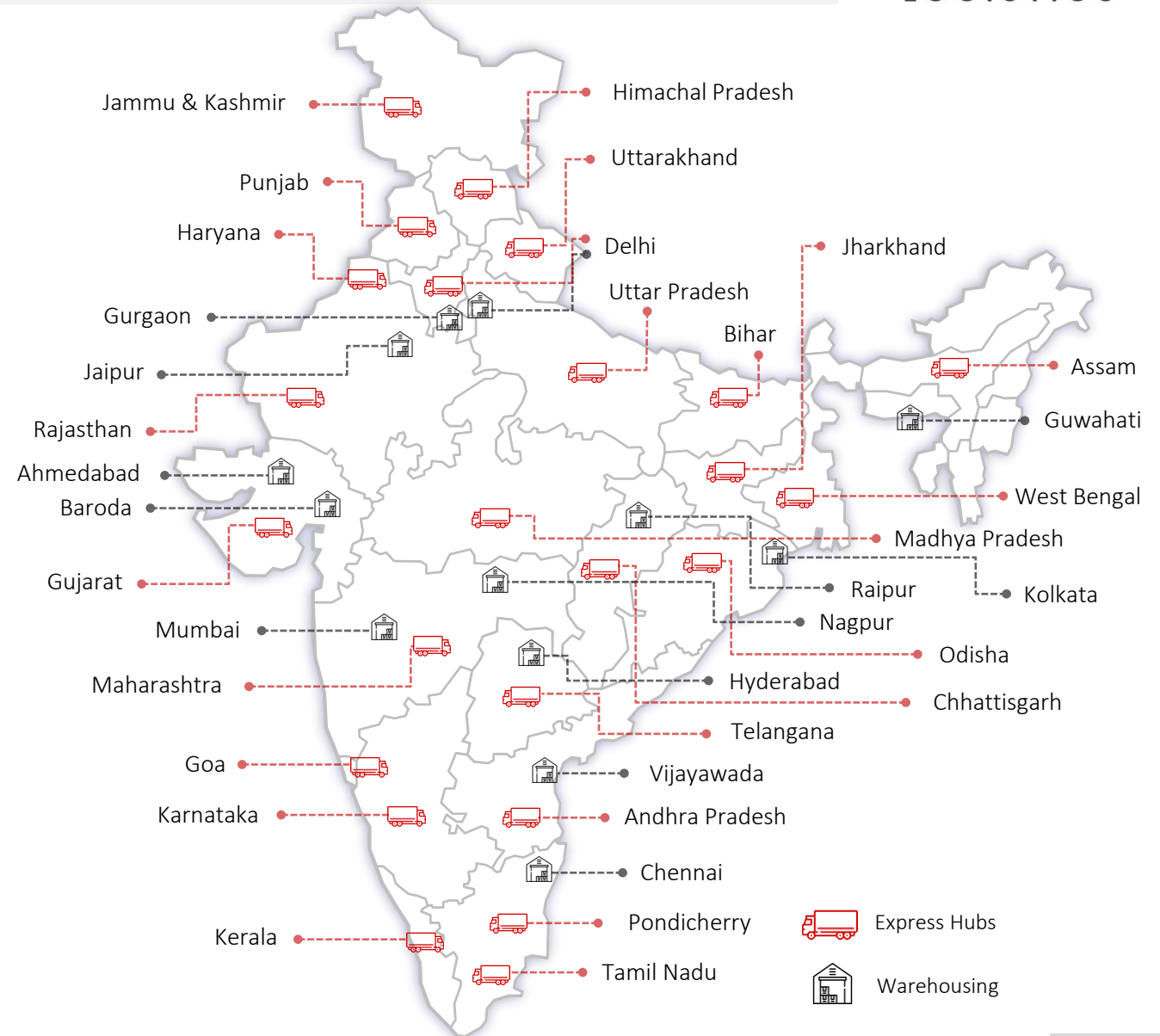
UNIQUE COMBINATION OF EXPRESS + CONTRACT LOGISTICS

99% OF PINCODES[^]
SERVICED

150+ WAREHOUSE &
DISTRIBUTION CENTERS

5000+ VENDOR NETWORK
TRUCKS

~10 MN SQ.FT OF DISTRIBUTION
+ WAREHOUSING SPACE



EXPRESS - DIGITAL BACKBONE AIDING DECISION MAKING

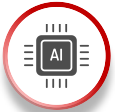
Back-end



Pick Up & Delivery
Automation



Hub
Automation



AI-led
Network Design



GEMS* 2.0

Front-end



CRM system



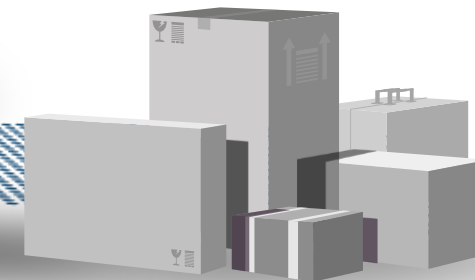
Data Science



Sales
Acceleration

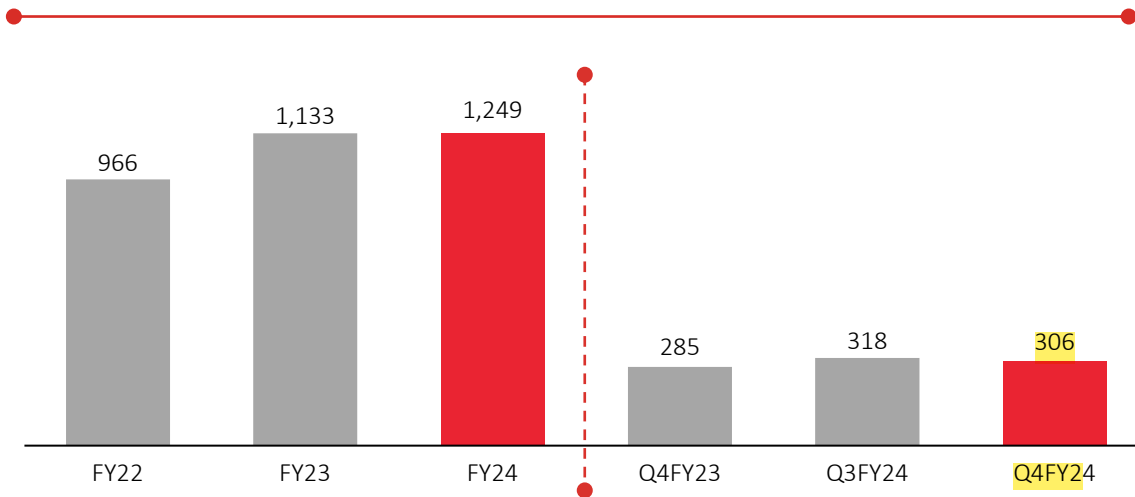


Digital
Payments

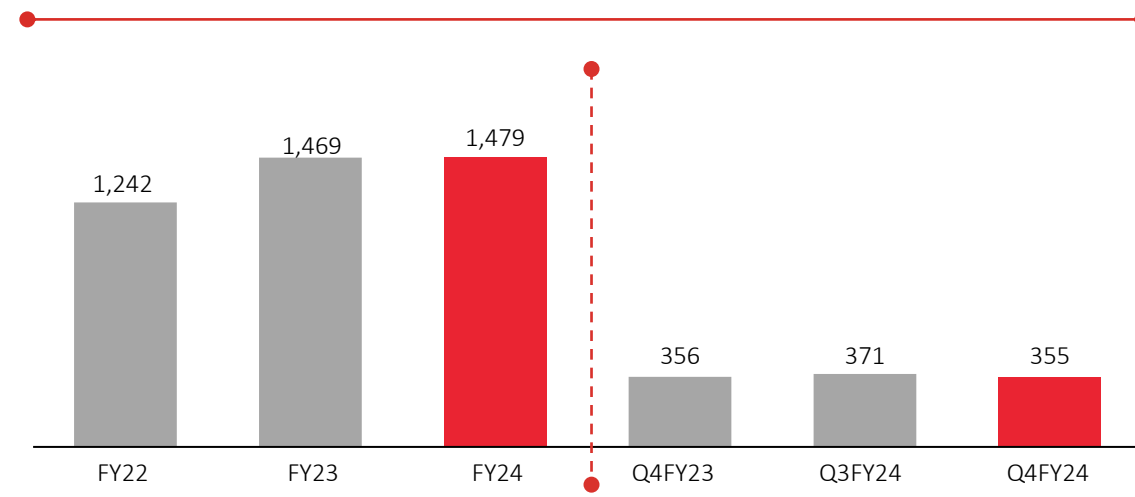


EXPRESS BUSINESS - KEY FINANCIAL TRENDS

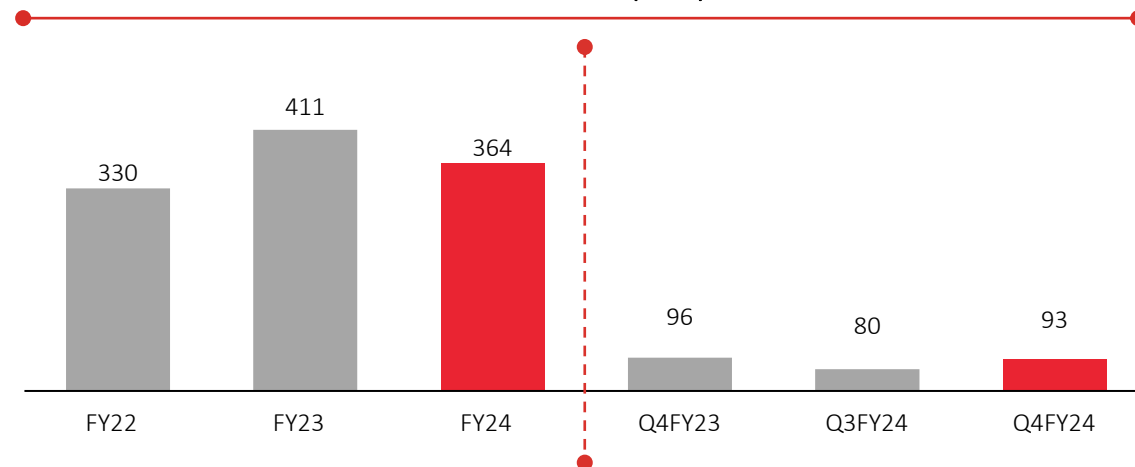
GESCPL - Volumes ('000 MT)



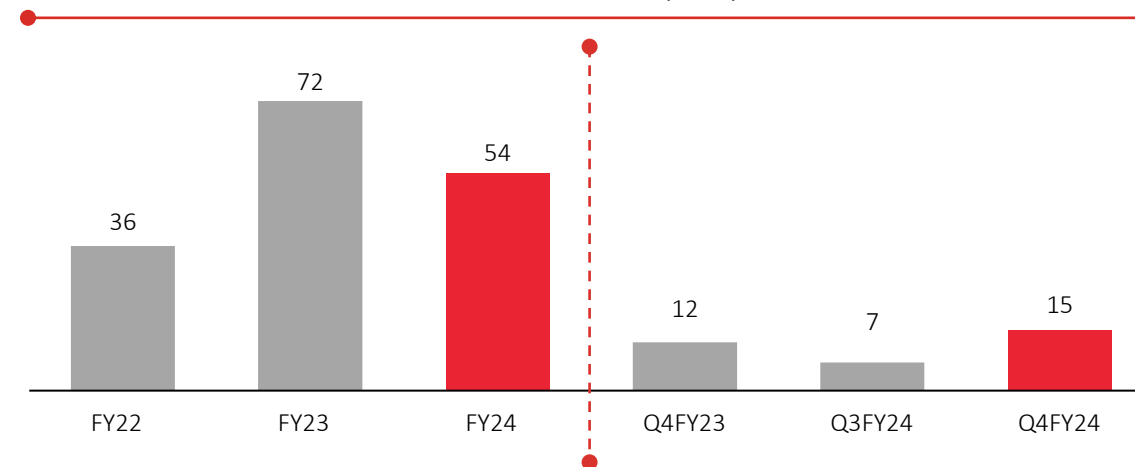
GESCPL - Revenue (₹ Cr)



Gross Profit (₹ Cr)



GESCPL EBITDA (₹ Cr)

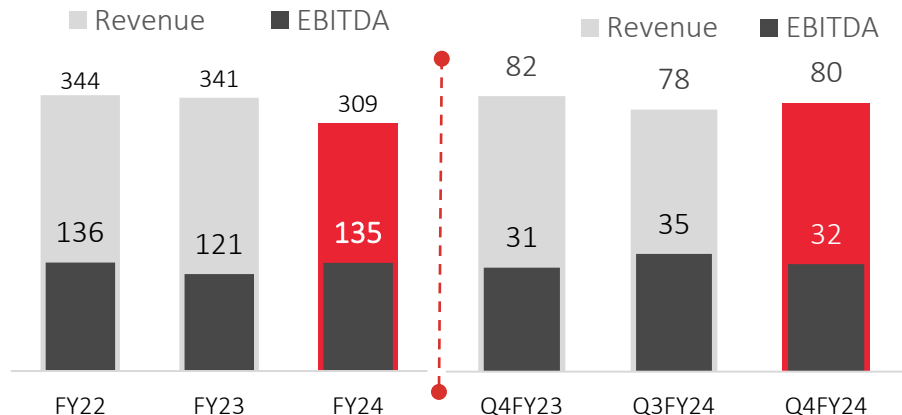


CONTRACT LOGISTICS - KEY TRENDS & UPDATES

Key Update:

- The Contract Logistics business got transferred to our 100% subsidiary Allcargo Supply Chain Private Limited on 17 May 2023. The Company bought this remaining 38.87% stake in the JV ACCI for a consideration of INR 163 cr.
- At the same time, Allcargo has sold its 61.13% stake in JV housing the custom clearance business, thereby fully exiting this non-core business for a consideration of INR 39 cr.

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



CORE CAPABILITIES



50

WAREHOUSES
ACROSS INDIA

~5 Mn

WAREHOUSE
SPACE UNDER
MANAGEMENT (SQ. FT)

~95%

CURRENT WAREHOUSE
UTILIZATION

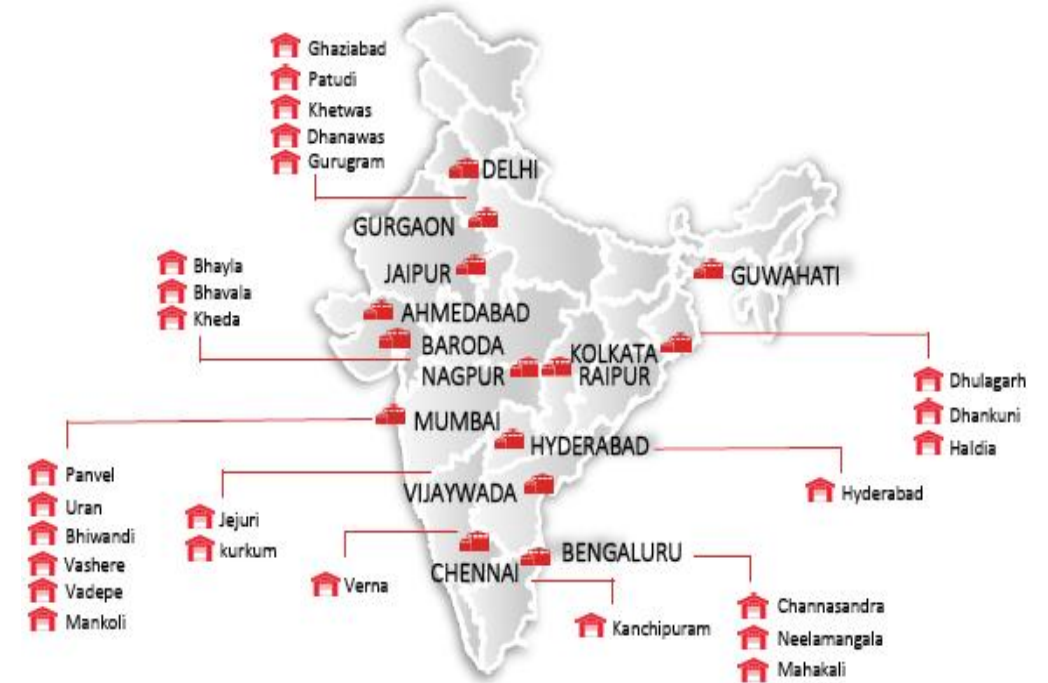
45

WAREHOUSE LOCATIONS
ACROSS INDIA

100+

CUSTOMERS
ACROSS FOCUSED INDUSTRY
SECTORS

Pan India Presence



Contract Logistics – Allcargo Supply Chain



CONTRACT LOGISTICS – KEY INDUSTRIES CATERED

Revenue Mix (FY24)



Chemicals, Food & Pharma 35-40%



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 35-40%



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 18-20%



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

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



EXPERIENCED
MANAGEMENT TEAM

BOARD OF DIRECTORS



SHASHI KIRAN SHETTY

Founder & Executive 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.



KETAN KULKARNI

Chief Growth Officer

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.



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.



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.



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.



DMITRIY IOFFE

CCO LCL

Highly recognised commercial leader with rich experience in ocean transportation, freight forwarding, air freight, and transportation management. He excels in building sales organization focused on business and sales acceleration with customer-centricity and focus on leveraging digital tools and technology.



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.



VAISHNAV SHETTY

CDO & RCEO, 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.



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.



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.



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.



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



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.



G. S. RAVI KUMAR

Chief Information Officer

IT expert with 20+ years of experience in building and scaling platforms, credited for Developing & implementing a customized ERP solution at GATI



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)	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	3,398	3,395	0.1%	3,212	5.8%	13,188	18,051	-26.9%
Expenses	3,299	3,252		3,100		12,721	16,921	
EBITDA	99	143	-30.8%	111	-11.0%	467	1,129	-58.7%
<i>EBITDA Margin (%)</i>	2.9%	4.2%		3.5%		3.5%	6.3%	
Other Income	17	20		12		78	65	
Finance cost	31	19		38		130	75	
Depreciation and amortisation expenses	106	81		104		400	278	
PBT before associates, joint ventures	-21	64	NA	-19	NA	15	841	-98.2%
Share of profit from associates and joint ventures	2	-3		-11		-7	17	
Exceptional Items	1	2		34		156	37	
Profit before tax	-18	63	NA	4	NA	164	895	-81.6%
Tax expense / (credit)	-6	11		-14		24	242	
PAT	-12	52	NA	17	NA	140	653	-78.6%
<i>PAT Margin (%)</i>	-0.4%	1.5%		0.5%		1.1%	3.6%	
Basic EPS (INR)	(0.06)	0.63		0.11		1.52	6.41	

CONSOLIDATED BALANCE SHEET

Equity and Liabilities (₹ Cr)	Mar-24	Mar-23
Equity		
Equity share capital	197	49
Other equity	2,325	2,765
Equity attributable to holders of the parent	2,522	2,814
Non-controlling interest	98	300
Total Equity	2,619	3,114
Non-current liabilities		
Financial liabilities		
Lease Liability	677	380
Borrowings	339	320
Other financial liabilities	7	0
Long term provisions	3	3
Net employment defined benefit liabilities	31	21
Deferred tax liability (net)	156	155
Other non-current liabilities	3	1
Total Non-current liabilities	1,215	880
Current Liabilities		
Financial liabilities		
Lease Liability	202	95
Borrowings	628	385
Trade payables	1,531	1,423
Other payables	60	40
Other financial liabilities	231	530
Contact Liabilities	560	554
Net employment defined benefit liabilities	89	97
Other current liabilities	104	120
Income tax liabilities (net)	78	99
Total Current liabilities	3,484	3,343
Total equity and liabilities	7,318	7,337

Assets (₹ Cr)	Mar-24	Mar-23
Non Current Assets		
Plant, Property & Equipment (net)	431	356
Right use of assets	810	444
Capital Work in Progress	18	2
Goodwill on Consolidation	1,016	743
Intangible assets (net)	578	588
Intangible Assets under Development	29	13
Investments in JV & associates	224	393
Investments	19	18
Loans	65	79
Other financial assets	28	9
Deferred tax assets (net)	214	106
Income tax assets (net)	98	142
Other non-current assets	16	5
Total Non-Current Assets	3,545	2,899
Current Assets		
Inventories	2	2
Current Investments	1	171
Other Financial asset	58	64
Loans	58	58
Trade receivables	2,228	2,038
Cash and cash equivalents	411	919
Other bank balances	148	390
Contract assets	464	423
Income tax assets (net)	55	17
Other current assets	335	257
Assets classified as held for sale	13	98
Total Current Assets	3,773	4,438
Total Assets	7,318	7,337

CONSOLIDATED CASH FLOW

Particulars (₹ Cr)	Mar-24	Mar-23
Profit before Tax	172	878
Adjustment for Non-Operating Items	353	431
Operating Profit before Working Capital Changes	525	1,309
Changes in Working Capital	-529	587
Cash Generated from Operations	-4	1,897
Less: Direct Taxes paid	-141	314
Net Cash from Operating Activities	-145	1,583
Cash Flow from Investing Activities	-324	-381
Cash Flow from Financing Activities	-46	-857
Net increase/ (decrease) in Cash & Cash equivalent	-516	346
Cash and cash equivalents at the beginning of the period	919	575
Effect of exchange rate fluctuations on cash held	5	27
Add / Less: Cash and cash equivalents on account of business Disposal/acquisition	3	-29
Cash and cash equivalents at the end of the period	411	919

INCOME STATEMENT - ASCPL

Particulars (₹ Cr)	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	80	82	-3%	78	2%	309	341	-9%
Expenses	48	51		45		174	220	
EBITDA	32	31	3%	35	-6%	135	121	12%
<i>EBITDA Margin (%)</i>	40.4%	38.3%		44.2%		43.6%	35.4%	
Other Income	3	1		1		8	3	
Finance cost	8	7		8		33	26	
Depreciation and amortisation expenses	25	21		26		99	79	
Profit before tax	3	5	-42%	2	79%	11	19.61	-46%
Tax expense	1.0	1.5		-0.1		3	5	
PAT	2	3	-47%	2	9%	7	14	-49%
<i>PAT Margin (%)</i>	2.2%	4.0%		2.1%		2.3%	4.2%	

* FY23 & Q4FY23 are shown for comparative purposes and differ from reported as the transaction was concluded in May 2023

Thank You

