

To, Manager-Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001 BSE Scrip Code: 532749	To, Manager - Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 NSE Symbol: ALLCARGO
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February 14, 2023

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 attaching herewith the Investors Presentation for the Analysts / Institutional Investors meet held today i.e February 14, 2023

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 Mojidra

Company Secretary & Compliance Officer

Encl: a/a



INVESTOR PRESENTATION

February 2023

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Allcargo Logistics 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 whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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ROBUST BUSINESS GROWTH

CONSOLIDATED REVENUE (FY19 – 9MFY23)



31% CAGR

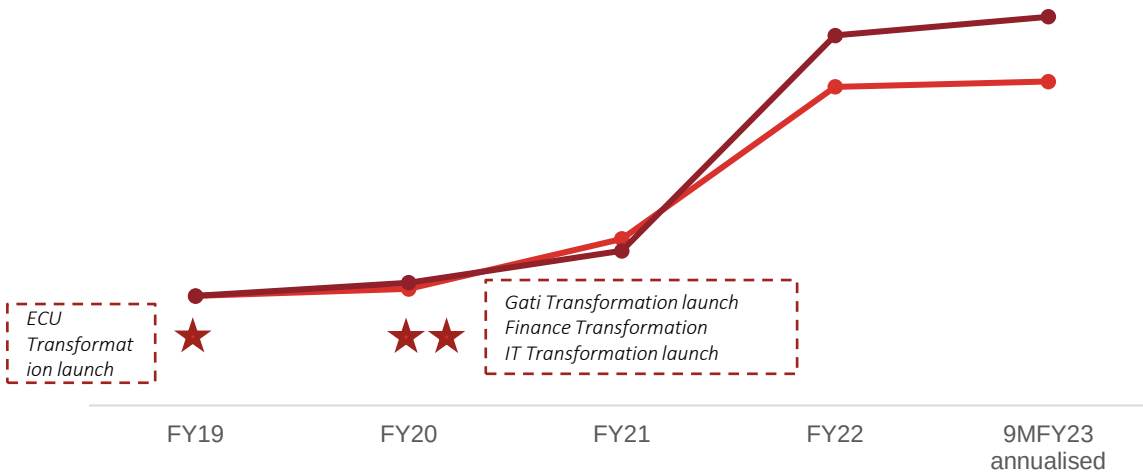
3.0x

CONSOLIDATED EBITDA (FY19 – 9MFY23)



37% CAGR

3.6x



LIMITED IMPACT OF FREIGHT RATES (\$)

World Container Index

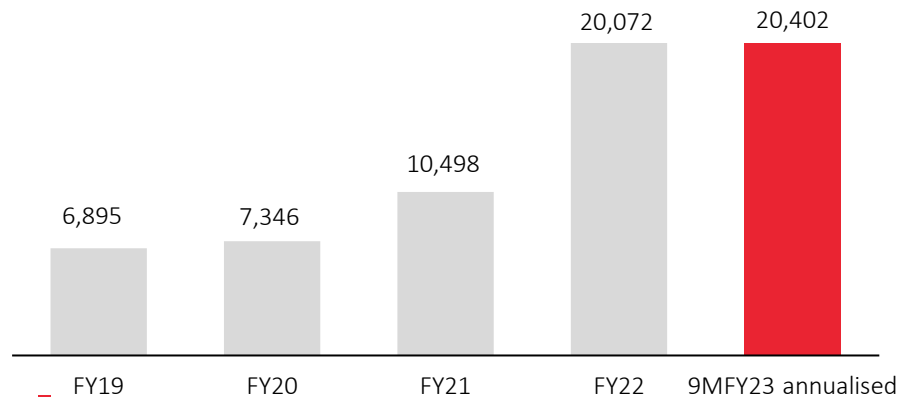
Allcargo ISC Revenue/TEU

\$/TEU

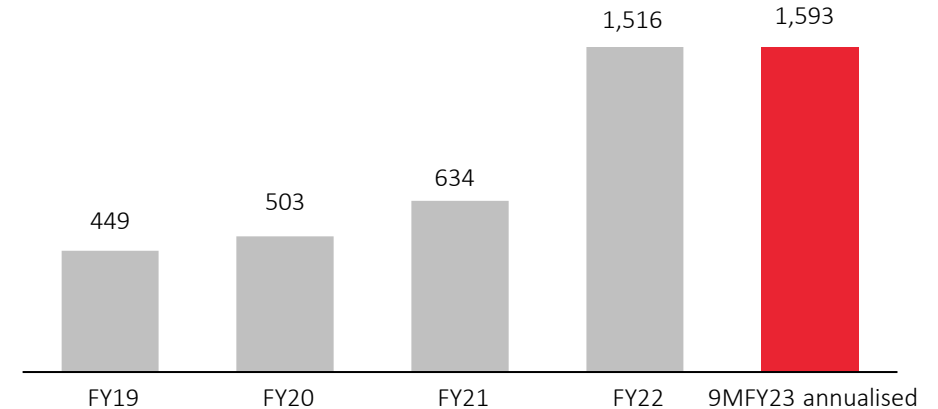
2020 2021 2022 Q12023 Q22023 Q32023

STRONG MOMENTUM DRIVEN BY TRANSFORMATION

Revenue^ (₹ Cr)



EBITDA^ (₹ Cr)



^Includes discontinued operations, excludes other income and ACCI

KEY BUSINESS HIGHLIGHTS

15%

LCL Market share expansion

Significant growth in focused countries and new trade lanes led to expansion in global market share against the backdrop of subdued trade volumes due to recessionary headwinds

0

Zero Net Debt

Consolidated debt as of 31st December'22 stood at ₹ 130 crores. Post 31st December'22 Blackstone transaction has been signed and a total debt of ₹ 295 crore has been alienated from Allcargo books the company has also received additional cash inflow of over ₹135 crores

30%

Increasing Stake in Express Business

The company is in process of acquiring 30% stake from KWE in the operating entity

CL

Focus on Contract Logistics

ACCI has received NCLT order for de-merger of contract logistics business into ASCPL, which is currently 100% subsidiary of Allcargo Logistics

75%

Strategic acquisition in Germany

Acquired 75% stake in Fair Trade (Germany) through ECU, Belgium significantly strengthening position in a key market

100%

Asiapac Equity Investment

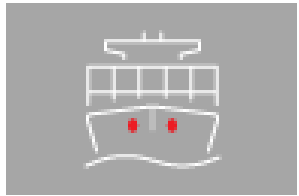
100% stake in Asiapac Equity Investment (Hong Kong). to be acquired by wholly owned step-down subsidiary, AGL N. V. adding incremental strategic capabilities in Turkey

KEY FINANCIAL HIGHLIGHTS – CONSOLIDATED/COMBINED*

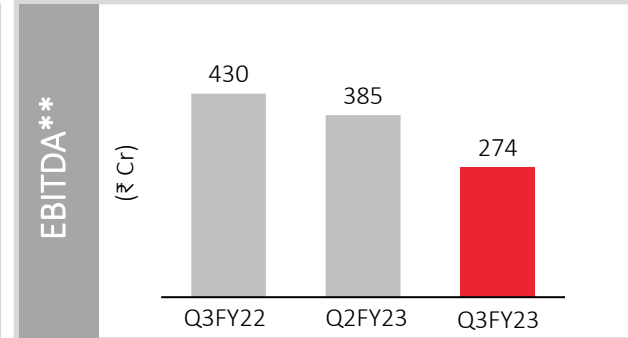
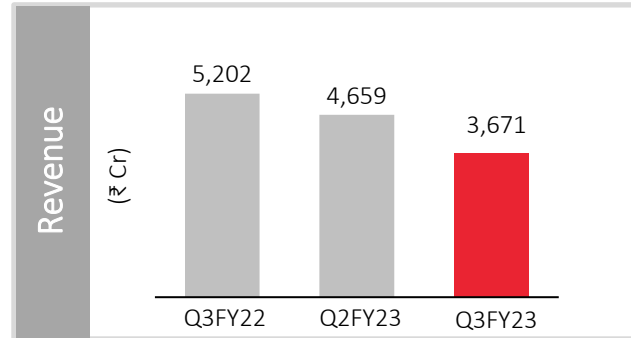
Particulars	Reported	Discontinuing Biz	Contract Logistics	Combined (Q3FY23)	Consolidated (Q2FY23)
Revenue	4,102	224	99	4,425	5,300
Operating Cost	3,179	113	57	3,349	4,176
Gross Profit	923	112	42	1,077	1,124
SG&A	694	31	11	736	675
EBIDTA	229	81	31	341	450

- The numbers reported for continuing business only represent a part of the business as it would exist in parent company post demerger and does not include the other businesses and hence the combined numbers are more appropriate to compare with the previous quarter numbers.
- The overall performance from November to January in the flagship international supply chain business is impacted by significant slowdown, particularly due to supply chain disruptions in China, which are now normalising in Feb post Chinese New Year
- Decline in revenue is largely on account of ocean freight rate decline, which is mostly a pass through and hence a similar decline in operating expenses is also visible, barring partial impact on FCL business and investments in new trade lanes
- Increased SG&A is on account of inflation as well as business expansion, as we continue to invest in people and capabilities to build new products and trade lanes
- GP impact on account of FCL, which contributes to 30%, is likely to see reversal from volume growth in line with historic CAGR and expected in second half of year. GP impact on account of LCL will see recovery from March onwards with China getting back to normalcy and subsequently with new trade lanes stabilizing
- There are no significant changes in other business segments when compared to trailing quarters and in general growth is seen in January

KEY FINANCIAL HIGHLIGHTS (CONTINUED OPERATIONS) – Q3FY23



International Supply Chain



Capital Employed

2,214

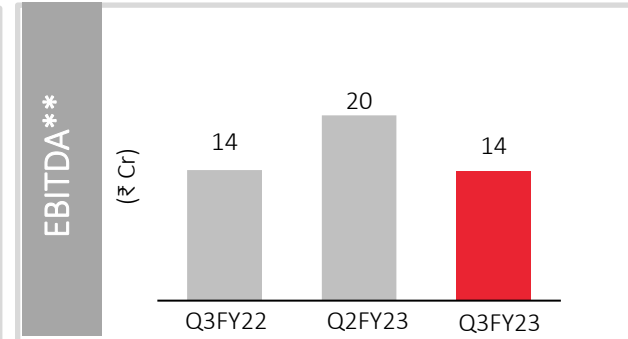
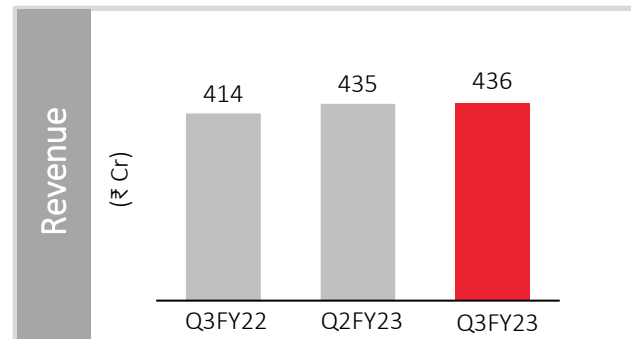
(₹ Cr)

ROCE*

53%



Express Logistics



Capital Employed

793

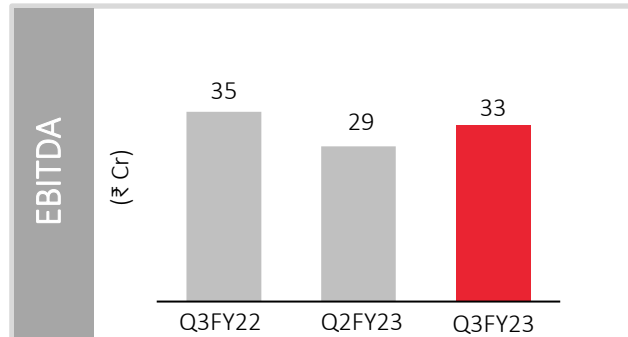
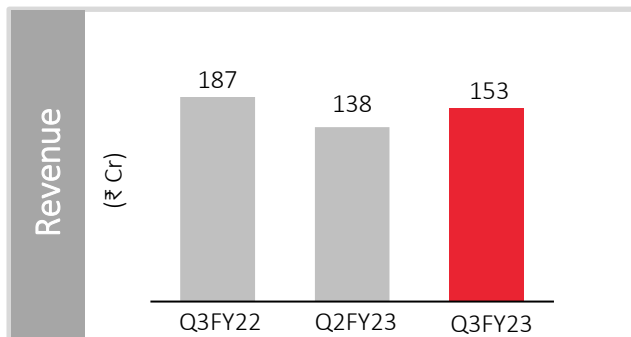
(₹ Cr)

ROCE*

-



ACCI^

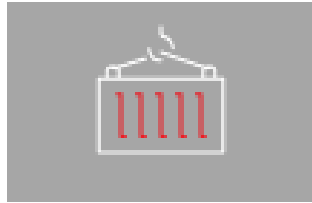


^ACCI Revenue & EBITDA is not included in consolidated and is reported under JV & Associates, *9M Annualised

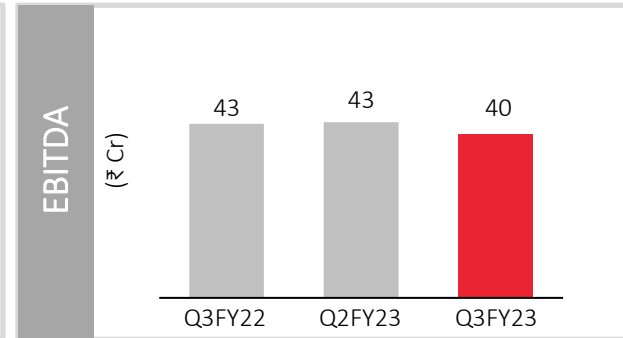
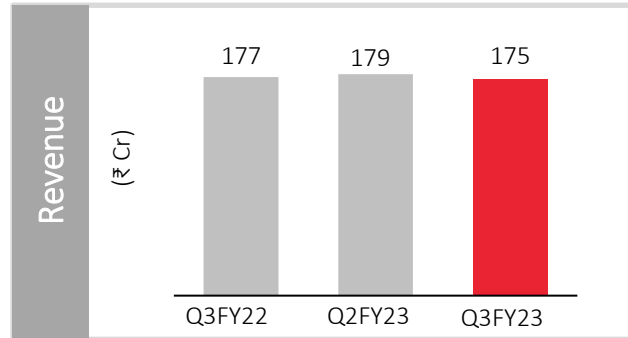
**Segmental EBITDA not adjusted for Unallocated expenses, FC, other income and depreciation

KEY FINANCIAL HIGHLIGHTS (DISCONTINUED OPERATIONS) – Q3FY23

ALLCARGO TERMINALS (ATL)



CFS / ICD



Capital Employed

479
(₹ Cr)

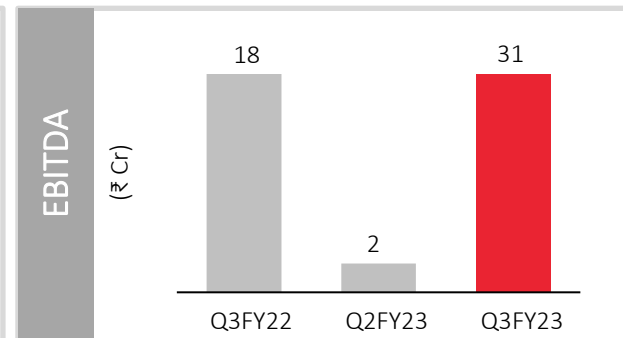
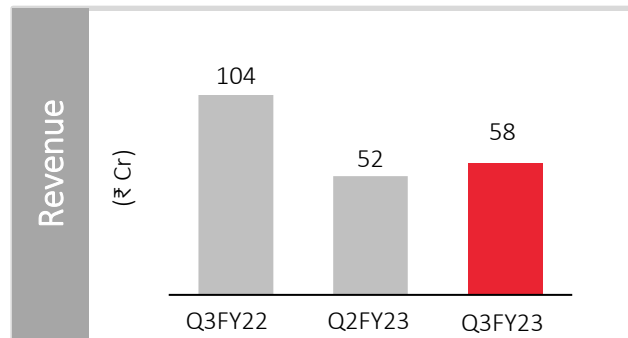
ROCE*

29%

TRANSINDIA REALTY (TRLPL)



Logistics Parks &
Equipment
Hiring



Capital Employed

1,229
(₹ Cr)

ROCE*

-

*9M Annualised

Illustrative bifurcation based demerged entities. Actuals could vary post demerger

REVENUE^ (₹ crs)

^TOP 7 INDIAN LISTED LOGISTICS COMPANY BY FY22 REVENUE



allcargo logistics

20,072

LEADING ICD PLAYER

7,653

LEADING B2C EXPRESS PLAYER

6,882

LEADING AIR EXPRESS

4,410

LEADING CL PLAYER

4,141

LEADING FTL PLAYER

3,257

LEADING LTL PLAYER

2,394

^Includes discontinued operations, excludes other income and ACCI

MANAGEMENT ASPIRATION FOR 2026

2026 (₹ crs)	INTERNATIONAL SUPPLY CHAIN	EXPRESS + CONTRACT LOGISTICS	OTHER BUSINESSES	TOTAL
REVENUE	20,000 - 25,000	2,700 - 3,500	1,500 - 2,000	25,000 - 30,000
EBIDTA	1,700 - 2,000	400 - 500	300 - 350	2,400 - 2,700



DEMERGER^ TO CREATE STRATEGIC BUSINESS UNDERTAKINGS



ALLCARGO LOGISTICS (ACL)

International Supply Chain

Asset Light Global Play

Market Leadership in LCL through complex hub and spoke network

Operates 4,000 port pairs and 2,400 direct trade lanes

Unlocking next stage of growth through - FCL, Air and Door-to-Door

Express Logistics

Pioneer in express logistics

Solutions for time bound, door to door, high value, critical shipments

Pan-India coverage, 99% of the Gol approved Pincodes

Customised Supply Chain solutions to consumer industries

Contract Logistics

Strong Pan India Footprint

Offers 3PL - Logistics, Warehousing and other value added services

Area under management ~5 mn sq.ft. across 45 locations

Indian and International clients in chemicals, pharma, auto, e-com etc.

ALLCARGO TERMINALS (ATL)

Container Freight Stations & ICDs

Leading Pan India Player

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

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

Total handling capacity of over 1 Mn TEUs (asset light facilities)

TRANSINDIA REALTY (TRLPL)

Rental & Other annuity Businesses

Diversified Presence

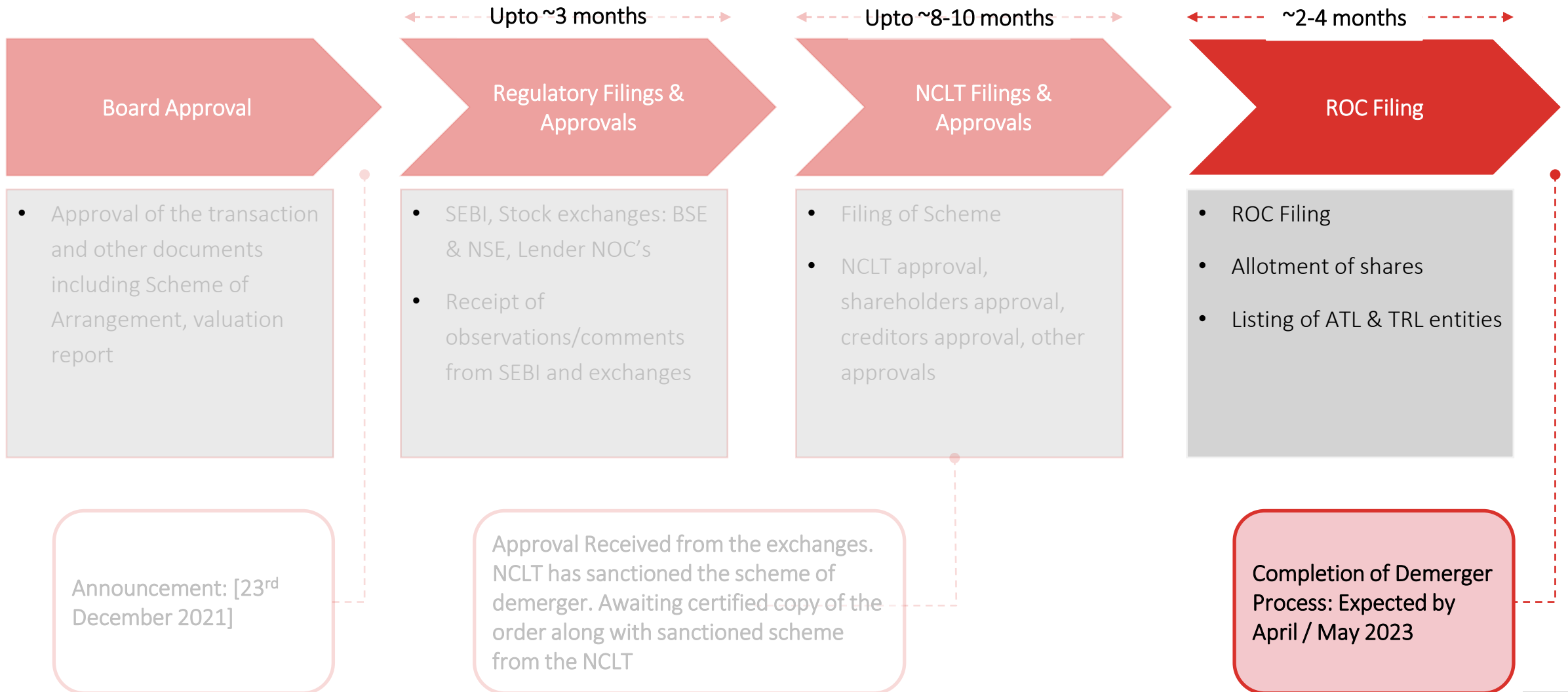
Logistics Parks providing customized sector specific Grade A warehouses

Annuity rentals from CFS land at JNPT & Chennai and corporate parks

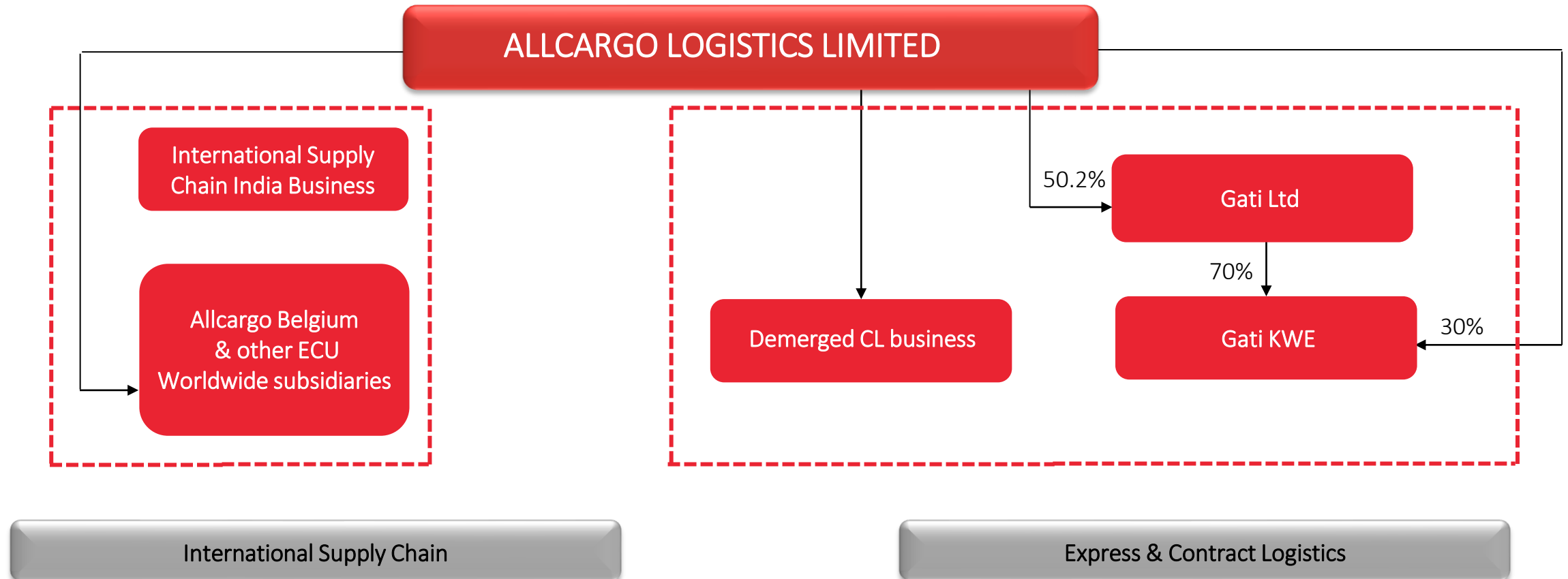
Own & operate cranes and container handling equipments etc.

KEY MILESTONES, INDICATIVE TIMELINES & APPROVALS REQUIRED

All milestones are on track as per guided timelines



Simplified business structure post demerger



Board has already approved evaluation of further possibilities for simplification of structure in express and contract logistics business

Allcargo's acquisitions are **strategy led proactive acquisitions**, planned well and executed in a manner which allows for **seamless integration** and **proper risk management**.

- ECU has acquired 75% stake in Fair Trade GmbH through Allcargo Belgium. Existing promoters continue to hold remaining 25% of the stake
- 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
- The acquisition expands and strengthens the service network of ECU Worldwide in strategically important market of Germany with sizeable volumes

Deal Contours	Consideration Paid*	Shareholding	Enterprise Value
	11.5 € Mn	75%	16 € Mn

**Final consideration to be computed based on Closing Accounts as of Dec'22.*



Electric vehicles at Gati for Swedish giant
IKEA

- In addition to introducing electric vehicle at Gati Distribution Warehouse across the country, 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 Skaraslätterns Transport
- These Volvo FH Electric Trucks will drive dedicatedly for **Nordicon Terminal** between the terminal on Forradsgatan and the Port of Gothenburg



INTERNATIONAL SUPPLY CHAIN

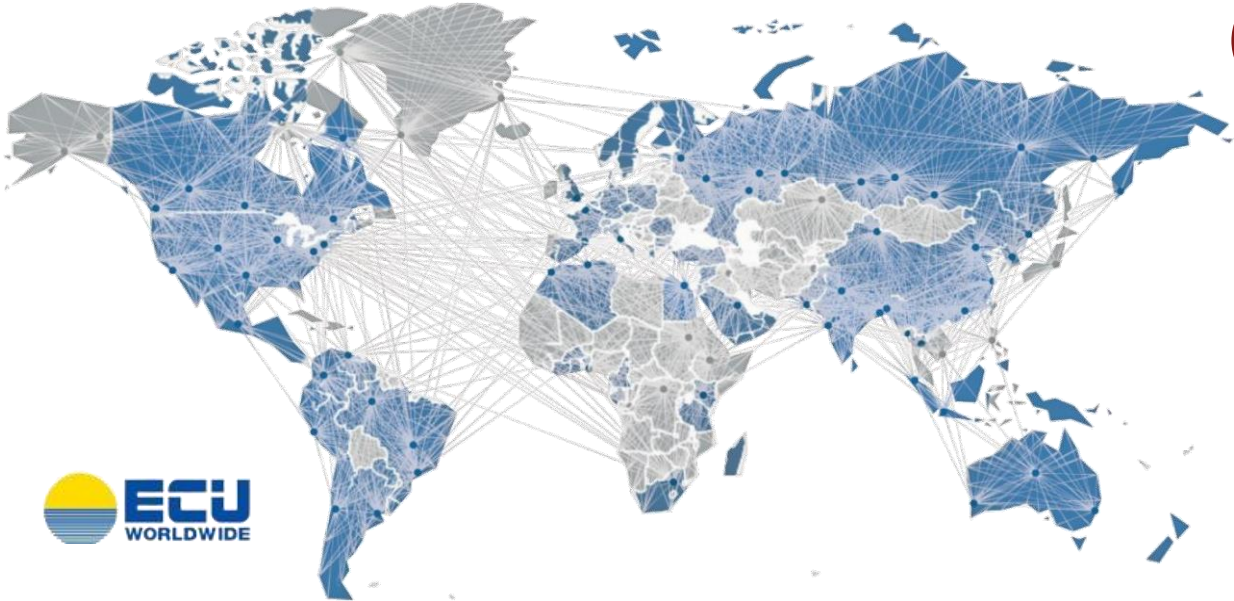
GLOBAL LEADER IN INTERNATIONAL SUPPLY CHAIN SEGMENT

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

2,500 direct trade lanes and 40,000 Port pairing, 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	Digital	Consolidation	Operations	Financials
Supply chain industry digitizing ECU poised to win	Digitally enabled mid-sized company with breadth of services	M&A engine with a track-record of successful integration	Proven ability to run a complex LCL consolidation network	Robust financial growth led by professional drive and operational initiatives
				

Conventional players have operating network but lack digital capabilities

Digital start-ups lack operational footprint and scale

FCL



LCL



Air



Global network of 180 countries

2,500 direct trade-lanes

40,000 port pairings

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

FY22

5895
'00 TEU's

9.1
Mn cbm

15.4m
Mn kgs

>60%
ECU's shipments booked digitally

20,000+
Forwarders using ECU360 every month

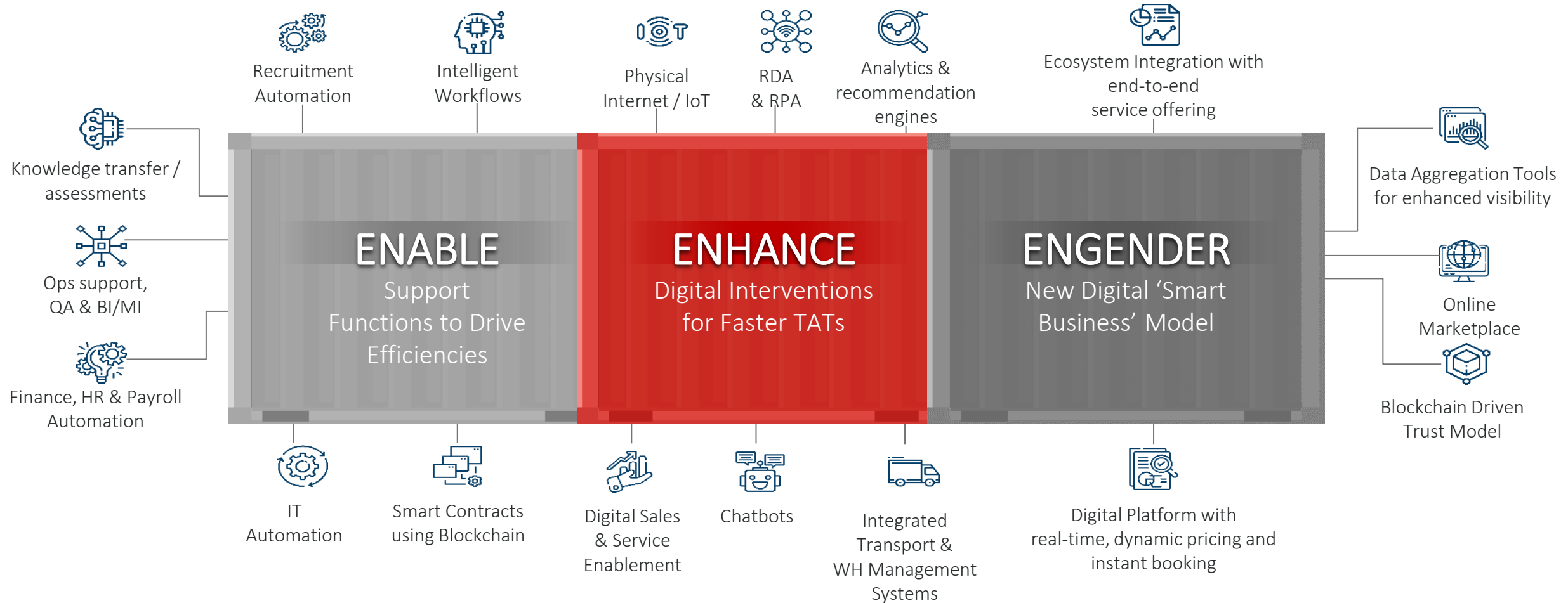
A BETTER
WAY OF
SHIPPING

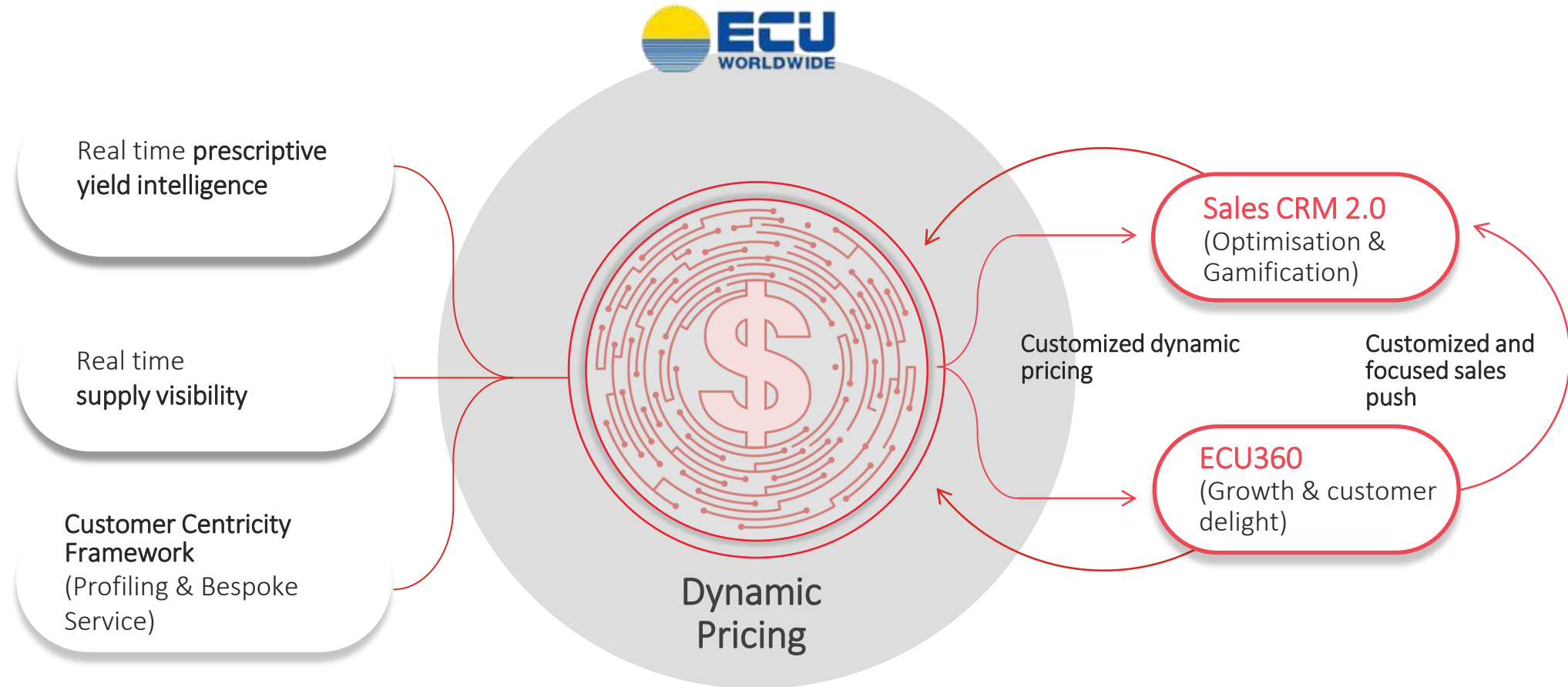


ECU 360 ALWAYS MOVING FORWARD

- Mature
- Nascent
- Does not exist

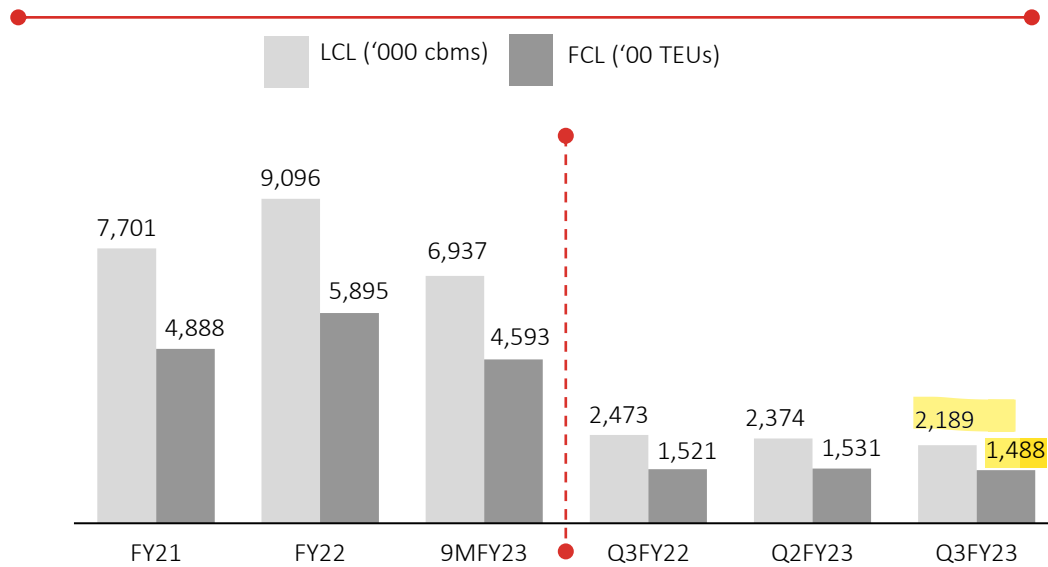
	2020					2023
Features	ECU360					ECU360
Trade Lanes	Mature	Does not exist	Nascent	Nascent	Nascent	Mature
Customer Profile	Nascent	Nascent				Mature
Registration Process	Nascent		Does not exist	Does not exist	Nascent	Mature
Speed of Quote Reply	Nascent	Nascent	Nascent	Does not exist	Nascent	Mature
Booking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



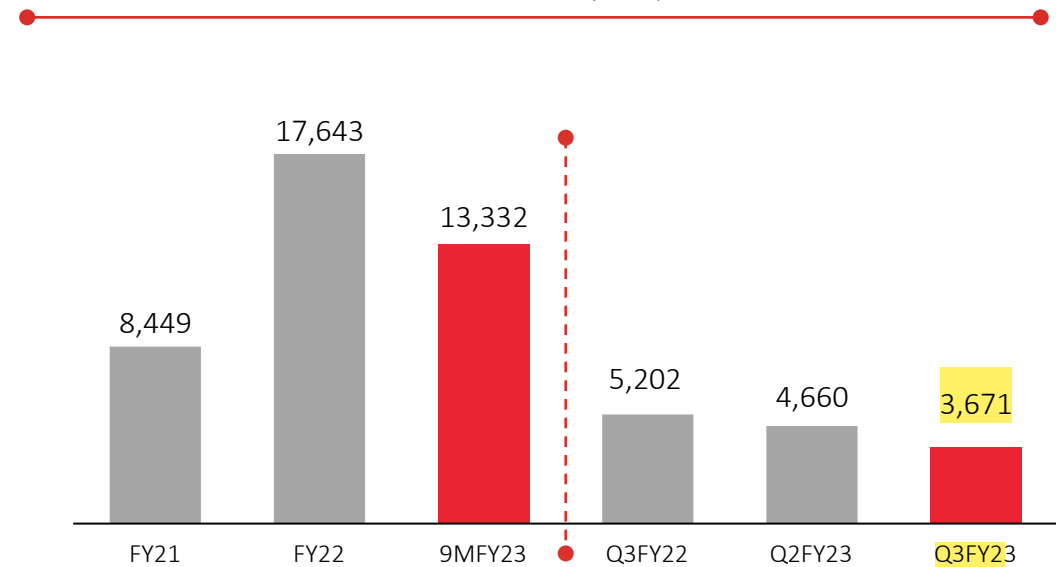


INTERNATIONAL SUPPLY CHAIN - KEY FINANCIAL TRENDS

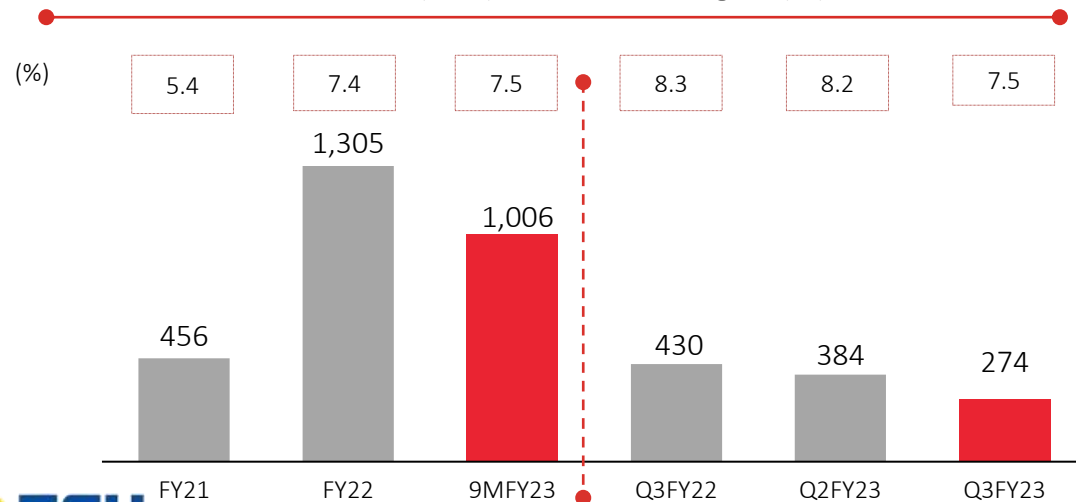
Volumes



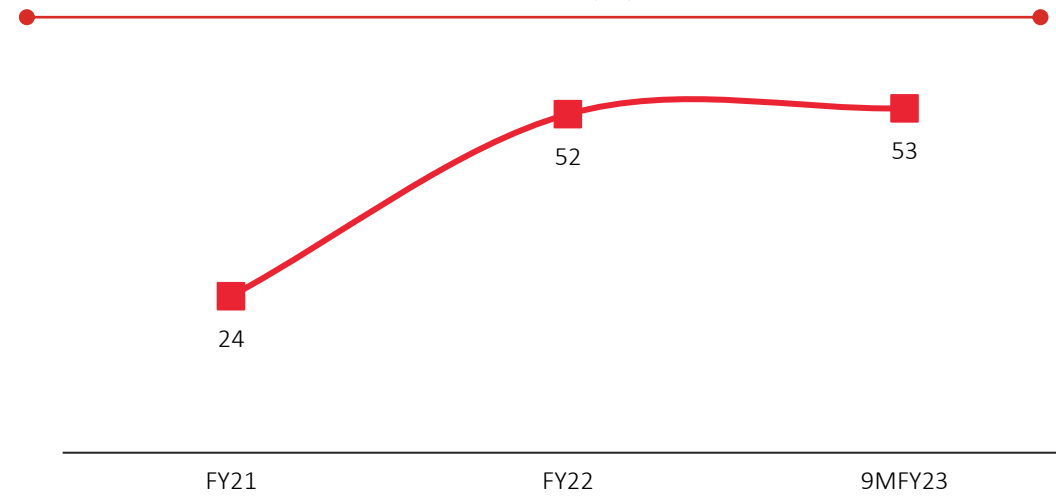
Revenue (₹ Cr)



EBITDA (₹ Cr) & EBITDA Margins (%)



ROCE* (%)





EXPRESS & CONTRACT LOGISTICS

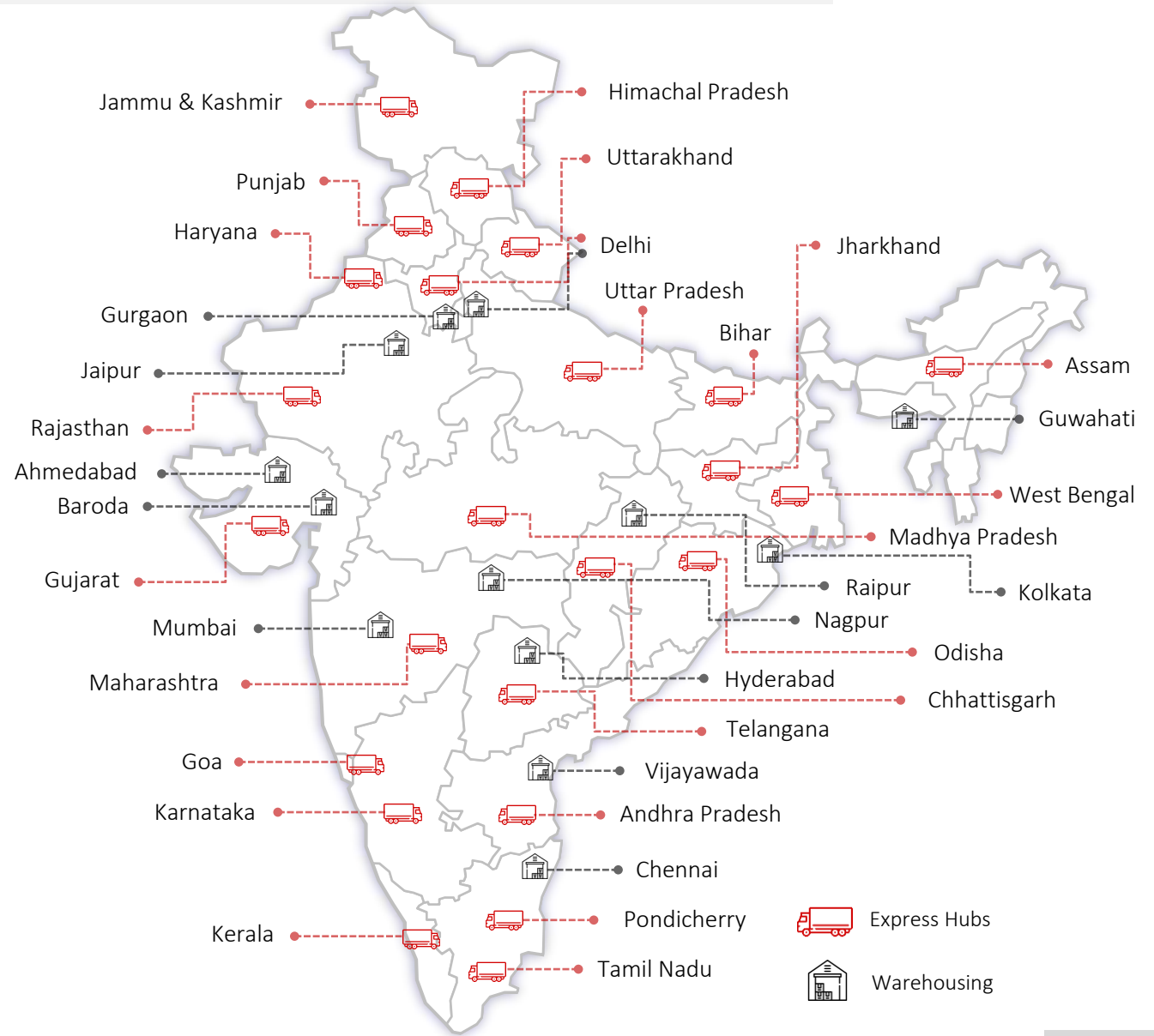
UNIQUE COMBINATION OF EXPRESS + CONTRACT LOGISTICS

99% OF PINCODES[^]
SERVICED

150+ WAREHOUSE &
DISTRIBUTION CENTERS

5000+ VENDOR NETWORK
TRUCKS

~10 MN SQ.FT OF DISTRIBUTION
+ WAREHOUSING SPACE



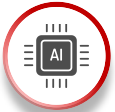
Back-end



Pick Up & Delivery
Automation



Hub
Automation



AI-led
Network Design



GEMS* 2.0

Front-end



CRM system



Data Science



Sales
Acceleration

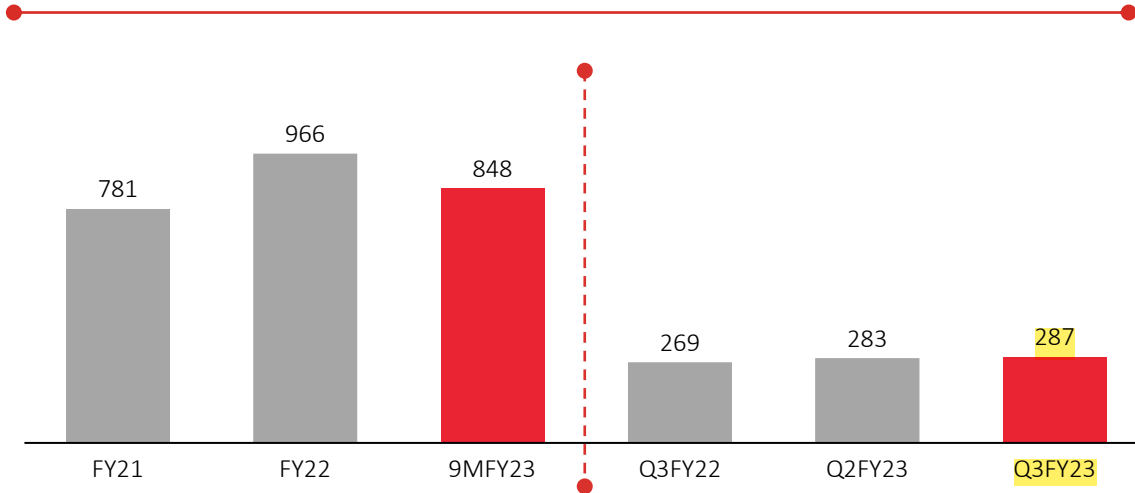


Digital
Payments

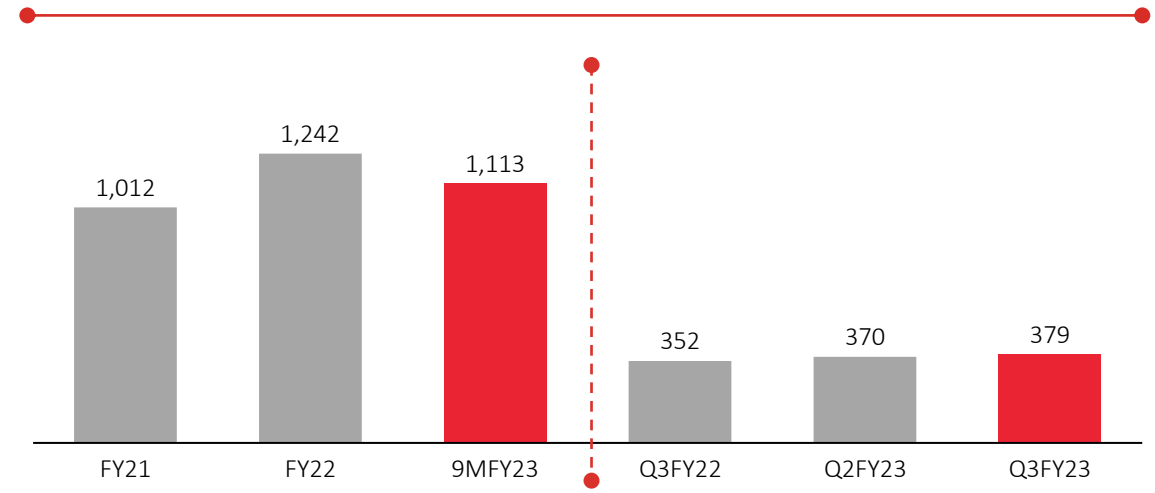


EXPRESS BUSINESS - KEY FINANCIAL TRENDS

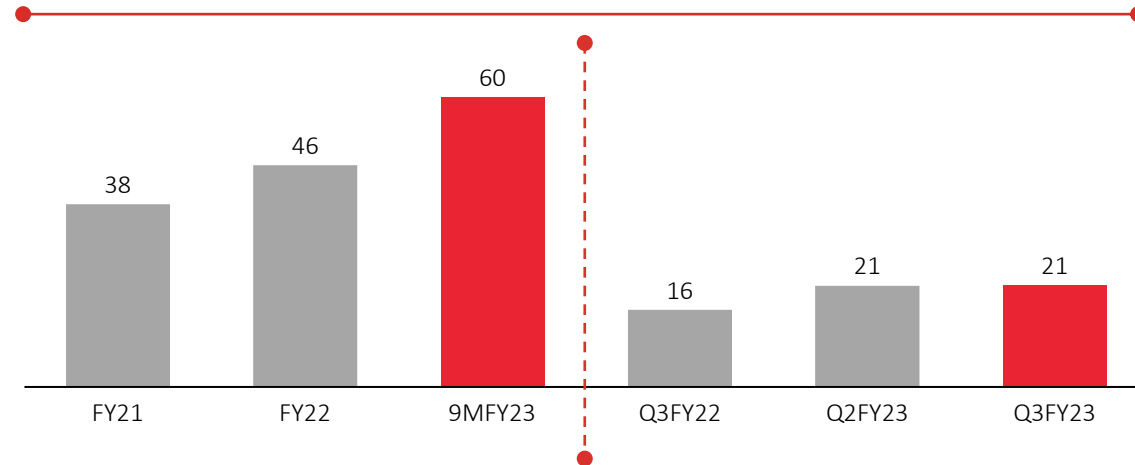
GKEPL - Volumes ('000 MT)



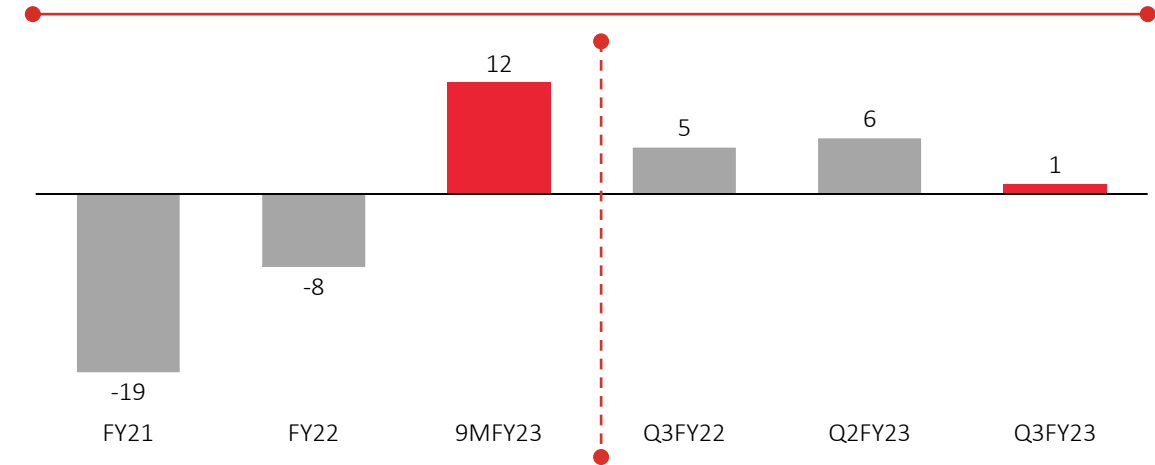
GKEPL - Revenue (₹ Cr)



EBITDA (₹ Cr)



PBT (₹ Cr)

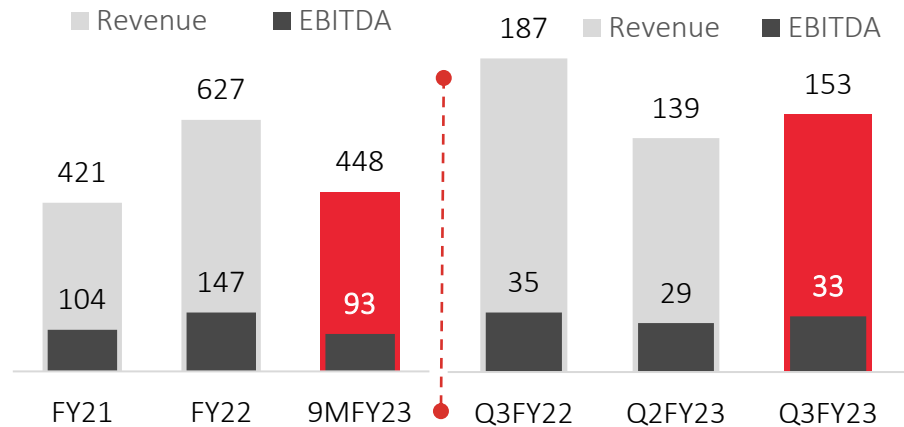


CONTRACT LOGISTICS - KEY TRENDS & UPDATES

Key Update:

- Board of directors has approved the scheme of demerger whereby contract logistics business will get transferred to Avvashya Supply Chain Private Limited (currently wholly owned subsidiary of Allcargo), on going concern basis with mirror shareholding.
- Post demerger, the remaining part in the business would be customs clearance and forwarding.

ACCI* - Revenue & EBITDA (₹ Cr)



*ACCI Revenue & EBITDA is not included in consolidated and is reported under JV & Associates

CORE CAPABILITIES



50

WAREHOUSES
ACROSS INDIA

~5 Mn

WAREHOUSE
SPACE UNDER
MANAGEMENT (SQ. FT)

~95%

CURRENT WAREHOUSE
UTILIZATION

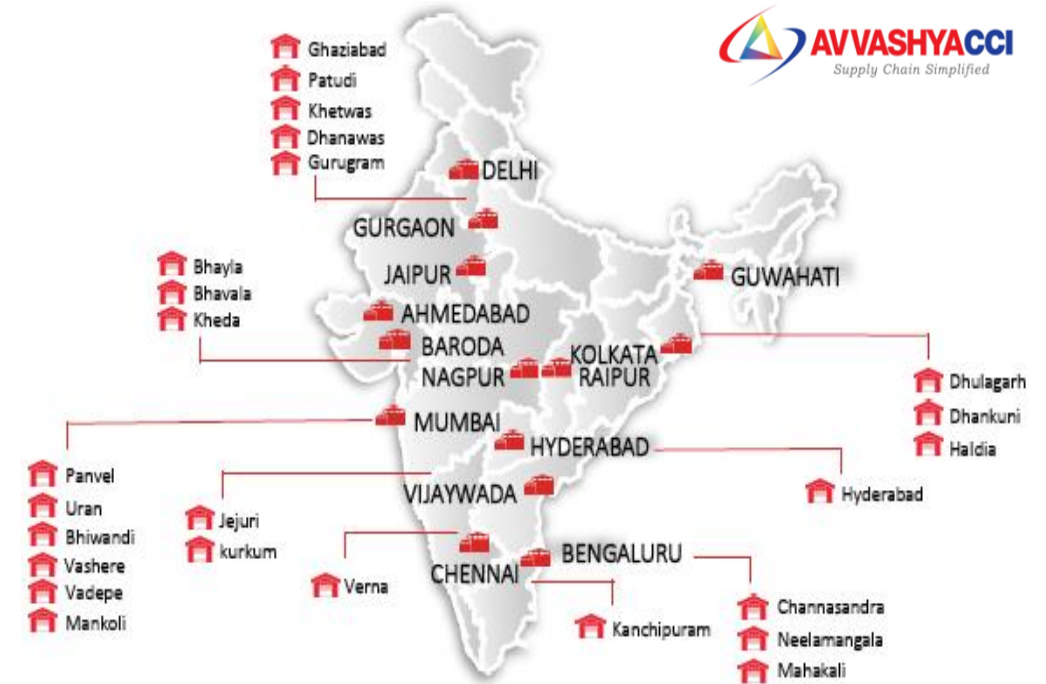
45

WAREHOUSE LOCATIONS
ACROSS INDIA

100+

CUSTOMERS
ACROSS FOCUSED INDUSTRY
SECTORS

Pan India Presence



Key Financials (₹ Cr – 9MFY23)

Contract Logistics

Revenue
₹ 259

EBITDA
₹ 88

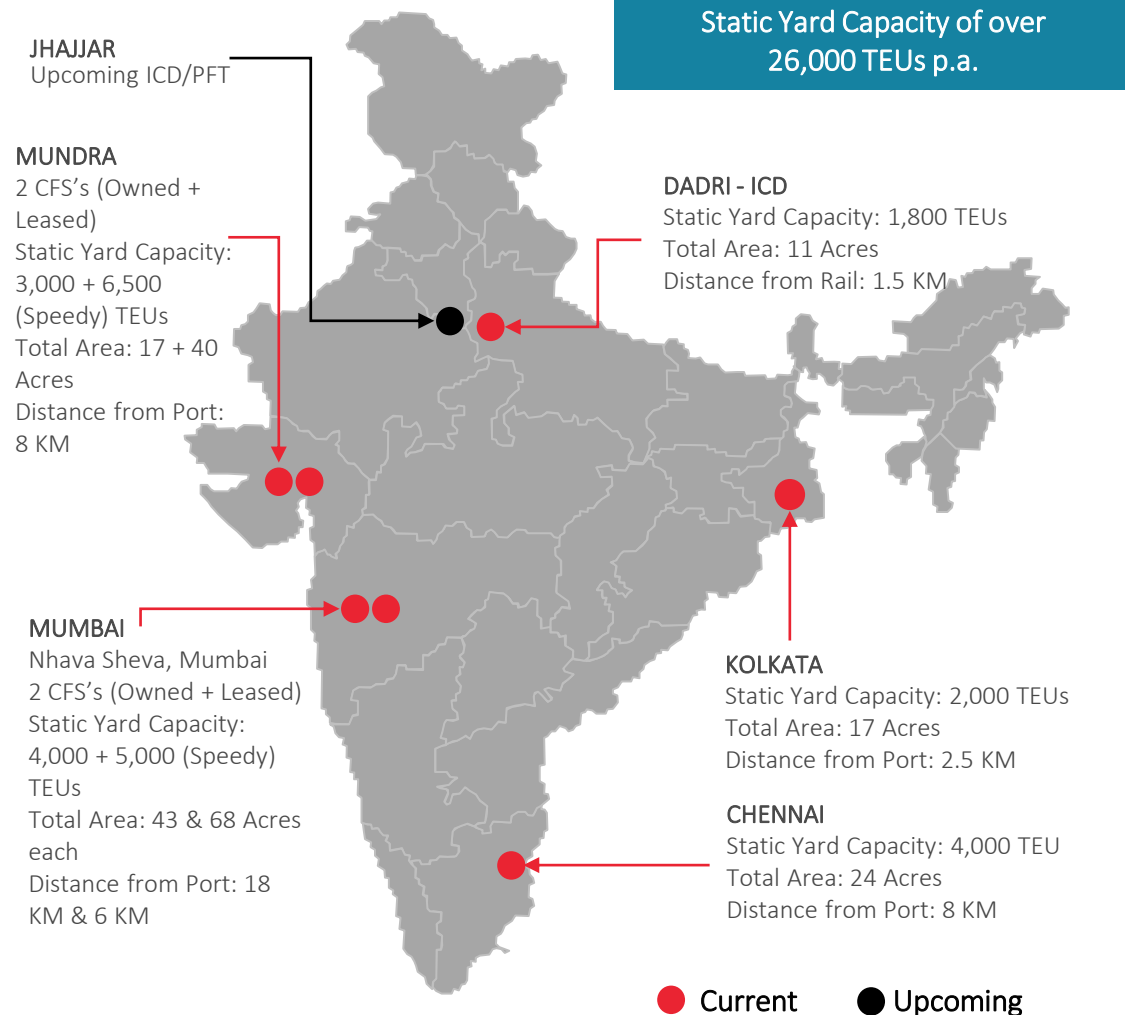




De-Merged Business
ALLCARGO TERMINALS

LEADING PAN INDIA PLAYER WITH UNMATCHED 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

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

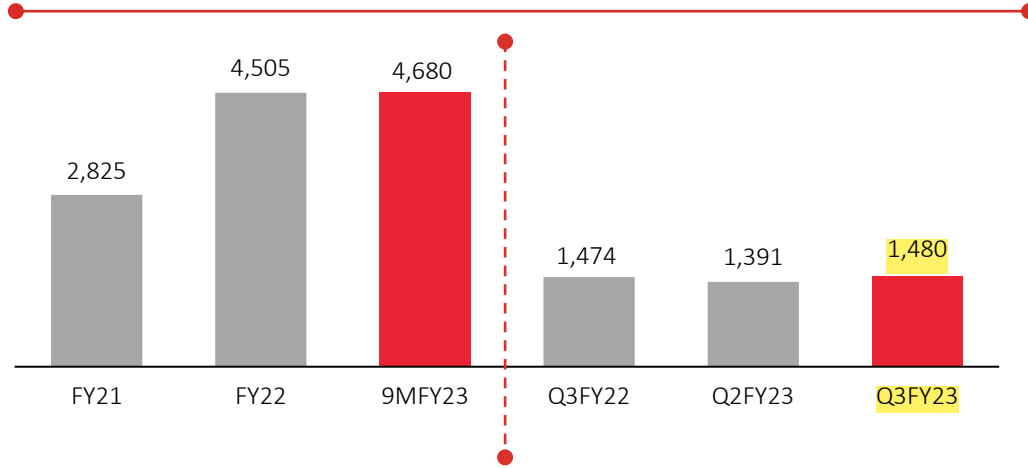
DATA DRIVEN DECISION-MAKING

ENHANCED CUSTOMER EXPERIENCE

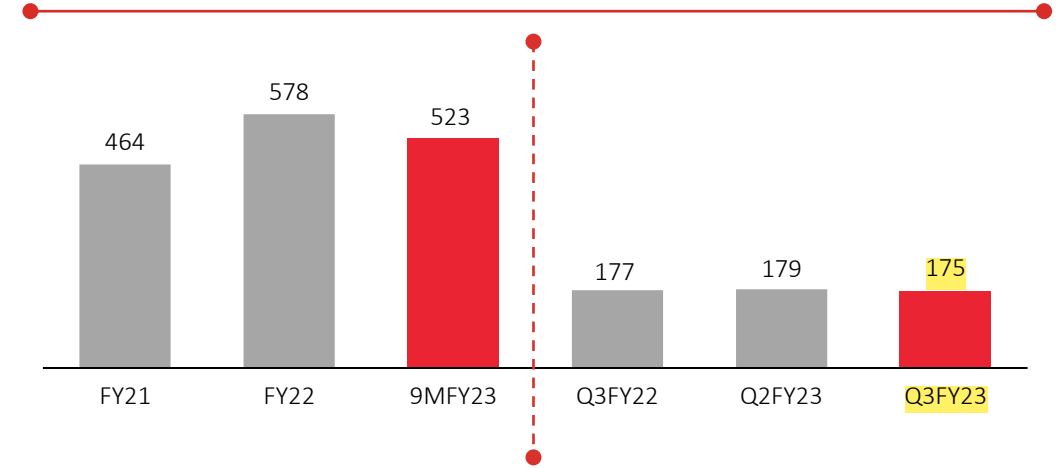
ONE IN ALL DIGITAL PLATFORM

CFS/ICD - KEY FINANCIAL TRENDS

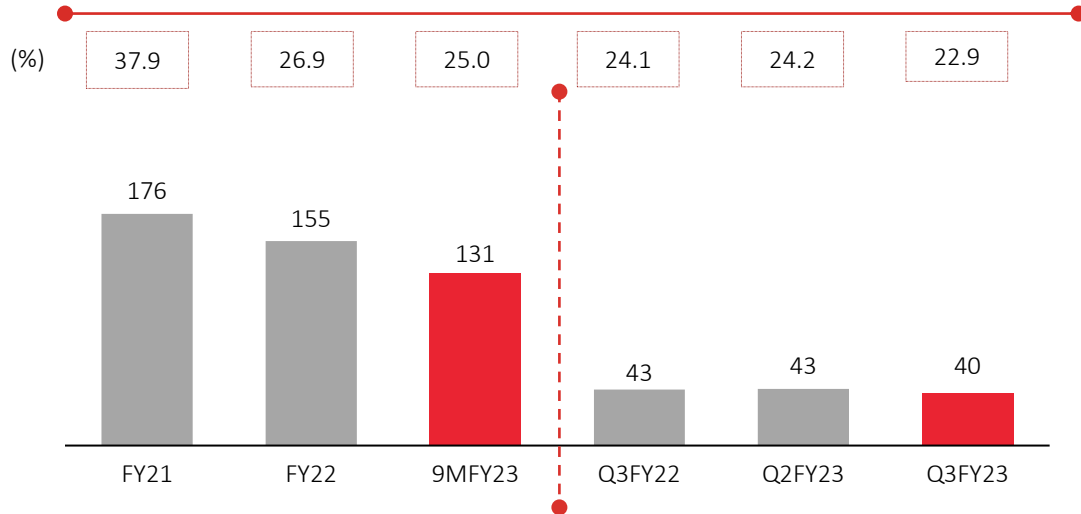
Volumes^ ('00 TEUs)



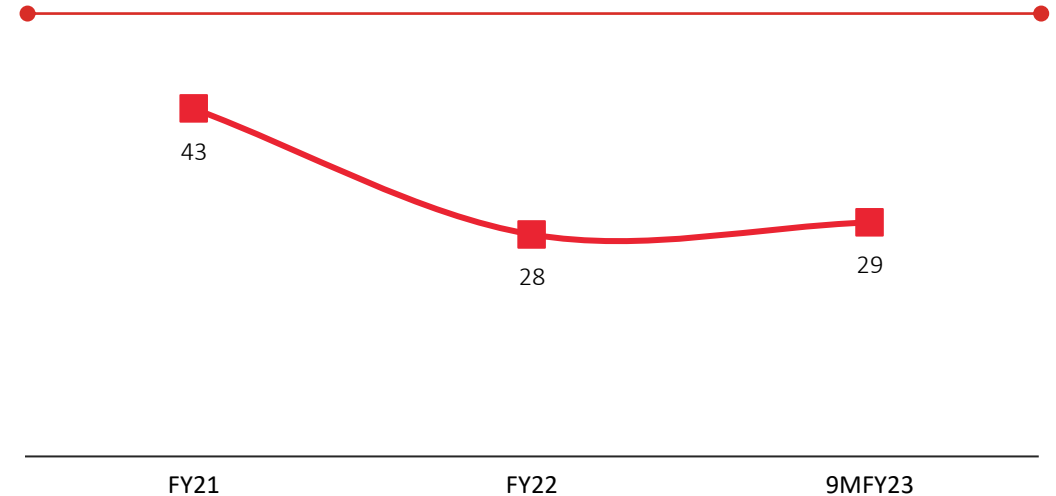
Revenue (₹ Cr)



EBITDA (₹ Cr) & EBITDA Margins (%)



ROCE* (%)



^only CFS volumes, excludes Dadri volumes *9MFY23 Annualised



De-Merged Business
TRANSINDIA REALTY

- Allcargo has built best in class Grade-A warehousing infrastructure across key locations in India. A nationwide warehousing footprint of 6 million sq. ft. remains under development, through strong connectivity to industrial hubs and transport routes.
- The company has already leased near 5 million sq. ft. with Indian multinational and other international customers (including our contract logistics arm and Gati) which generates quarterly run-rate revenues of > ₹ 250 mn.
- The lease contracts are long term with periodic escalations. The investments are typically backed by self servicing lease rent discounting finance (LRD).
- The company is in the process of completing sale of logistics parks to Blackstone. However, Jhajjar logistics park will continue to remain with the company

“Grade A” fulfilment centres



“State of the Art” infrastructure

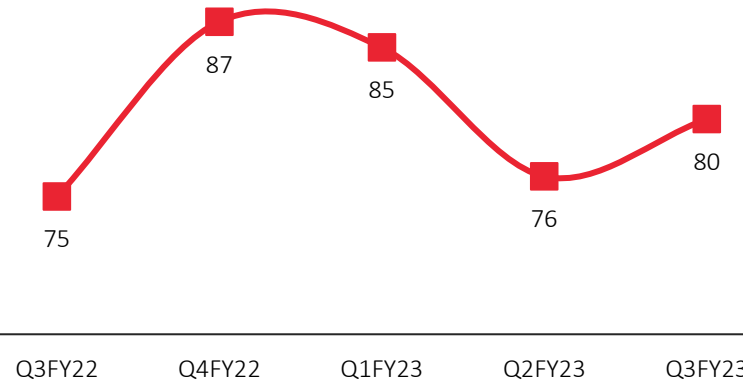


“Built to Suit” customisation

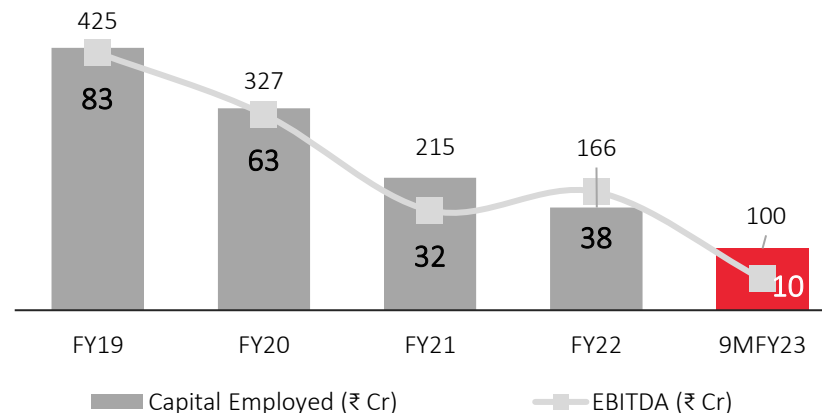




Cranes: Capacity Utilisation (%)



Equipment Hiring Segment: Capital Employed (Rs Cr)



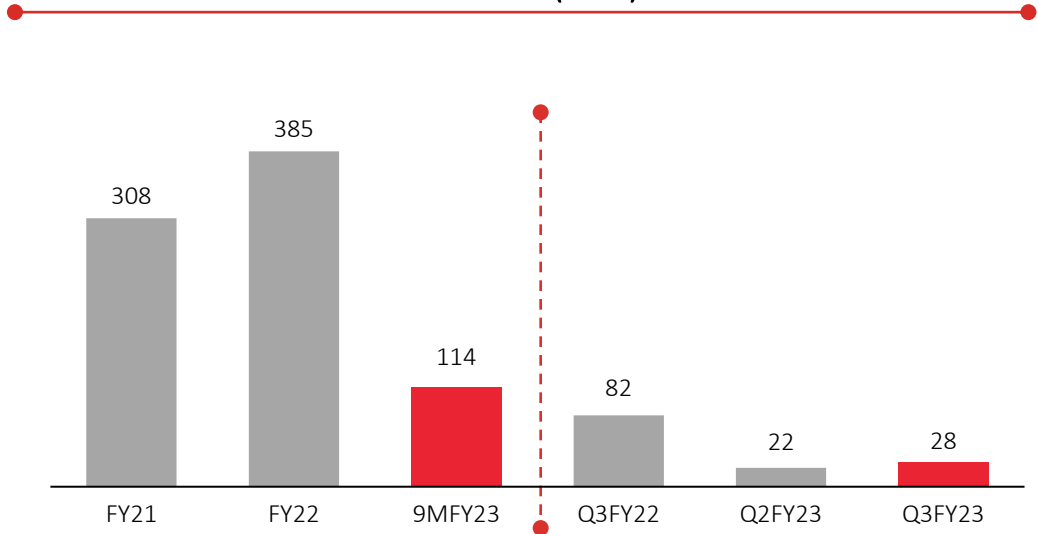
- Equipment hiring segment includes Crane and container handling equipment rental;
- Multi-sectors serviced: Power (thermal, solar, wind and transmission lines), Oil & Gas, Refineries, Cement, Steel, Ports and Infrastructure.
- Moving to asset light approach by providing quality services to customers through a combination of owned & leased assets.

Divestment Update

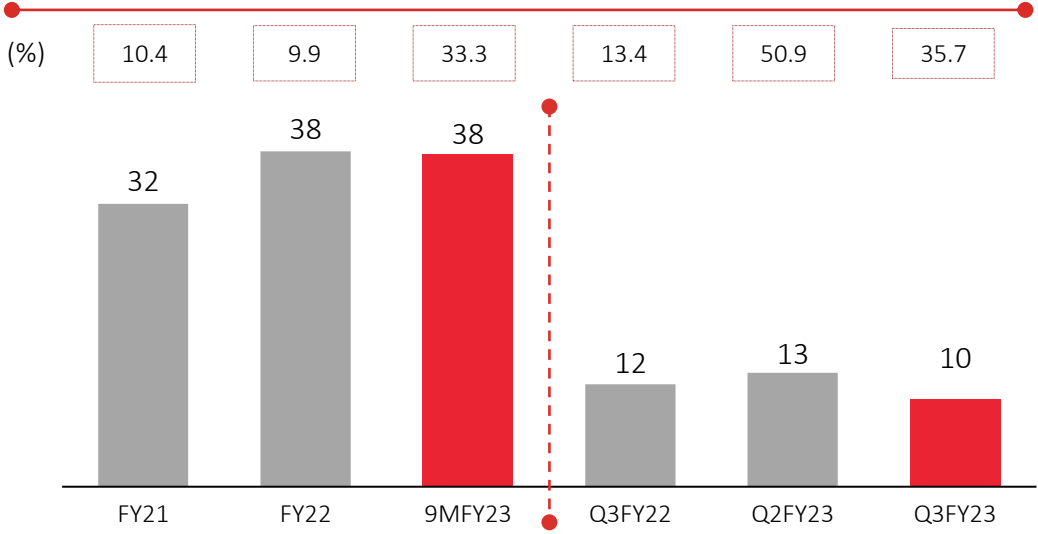
The company has completed sale of its Project Transport Business in FY22, in-line with strategy to divest non-core assets and businesses.

EQUIPMENT
HIRING

Revenue (₹ Cr)

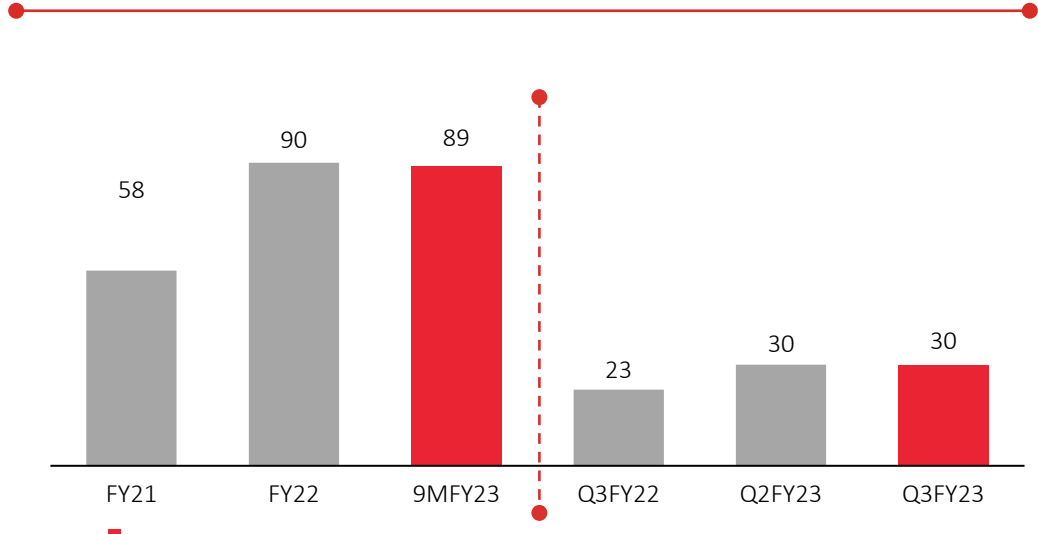


EBITDA (₹ Cr) & EBITDA Margins (%)

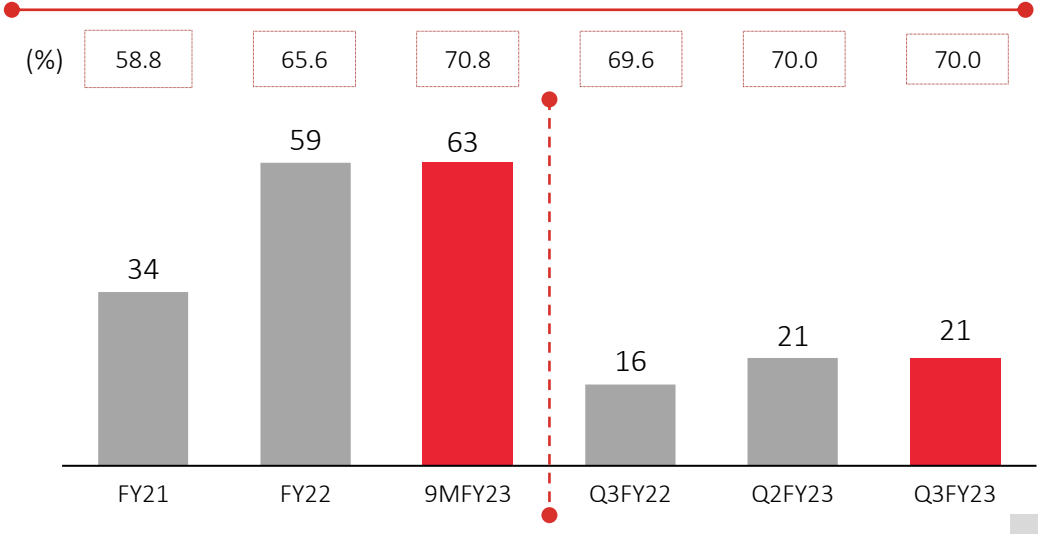


LOGISTIC PARKS

Revenue (₹ Cr)



EBITDA (₹ Cr) & EBITDA Margins (%)





EXPERIENCED
MANAGEMENT TEAM



SHASHI KIRAN SHETTY

Chairman & Managing Director

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

Joint 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.



PARTHASARATHY V S

Vice Chairman & Non-Executive, Director

A much-awarded professional, thought leader, and votary of transformational changes with over 35 years of rich experience. He has served as the Group CFO & Group CIO at Mahindra Group earlier. He is a Chartered Accountant and an alumnus of Harvard Business School's AMP (2011).



AARTHI 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.



MOHINDER PAL BANSAL

Non- Executive, Independent Director

A CA with 25+ years of experience in M&A, Strategic Advisory, Capital Markets and Company Portfolio Integration. Highly accomplished for his business acumen and serves on board of Blacksoil Realty Investment Advisors LLP & Navneet Learning LLP.



MARTIN MÜLLER

Non-Executive, Independent Director

Well-informed business leader and consultant, who has worked with McKinsey and various logistics companies around the world. He has done Post-graduation from St. Gallen University one of the finest schools in Europe.



NILESH VIKAMSEY

Additional Non- Executive, 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



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.



SURESH KUMAR R

CEO (India)

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.



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

Deputy 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.



JATIN CHOKSHI

Chief Investment Officer

An industry veteran with over 25 years experience. He joined Allcargo in 2001 and has worked as CFO and CEO of a business vertical, besides being the Group CFO, before taking over the role of Chief Investment Officer. He is a Chartered Accountant and Company Secretary by qualification.



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.



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.



MUKUNDAN K. V

Chief Assurance & Risk Executive

He has more than 3 decades of versatile experience in Manufacturing, Consulting and Service Industries. He is a Chartered Accountant (Rank Holder), Certified Public Accountant (USA), Certified Information System Auditor and a Certified Internal Auditor.



G.S. RAVI KUMAR

Chief Information Officer

Business oriented IT leader with over 30 years of demonstrated experience in strategizing, planning, developing and implementing cutting edge IT solutions. He has successfully developed GATI's highly rated ERP GEMS.



CAPT. SANDEEP ANAND

CMO (India)

A business leader with focus on integrated sales. He has served in several leadership positions at Allcargo including being CEO for P&E business. Prior to that he spent 22 years in sea service including 8 years of command experience.

MANAGEMENT TEAM - ECU WORLDWIDE



TIM TUDOR
CEO

An industry veteran with three decades of experience in shipping and logistics industry. Joined ECU as Regional CEO and led many initiatives driving growth. Prior to joining ECU Worldwide, he served as the COO at Vanguard Logistics and has completed his education at University of Colorado at Boulder.



UDAY SHETTY
COO

An all-round professional with great success in finance and operations. He has spearheaded the transformation of global operations for ECU Worldwide. He joined ECU in 2001 and served as Regional CEO before becoming COO in 2019. He is a Chartered Accountant by education.



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.



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.



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.



VAISHNAV SHETTY
CDO

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.



PHILIP BLUMENTHAL, PHD
CTO

A seasoned executive with a demonstrated history of digitization, efficient operations and scaling revenue in the industry. He has diverse work experience across start-ups such as Freightos and corporates like DB Schenker. He is an MBA from Mannheim University and doctorate in Ocean Freight from University of Bremen.



ASHISH MATHUR
CIO

He is a well-regarded IT leader and has played strategic roles at Fidelity (FIS), Aon Hewitt, Barclays bank and WNS and Maersk, where he was instrumental in setting up robotics practice.



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.



JITESH SHETTY

Global Head of ECU 360

Prominent scion valley tech entrepreneur and venture investor. He founded qwiklabs which was acquired by Google and has several US patent grants. He leads the overall ECU 360 platform.



NEILS BACH

Regional Head USA & Canada

He worked with Shipco Transport for two decades and was responsible for overall P&L along with managing their LCL product for North America, Jamaica, Trinidad & Tobago



ADARSH HEGDE

Managing Director, Gati-KWE

Seasoned Logistics professional acclaimed for leading teams in achieving exponential business growth and enhancing customer experience



PIROJSHAW (PHIL) SARKAR

Chief Executive Officer

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



HUAFREED NASARWANJI

Chief Commercial Officer

Rich industry experience across integrated express, retail, aviation, international forwarding, logistics and supply chains with DHL Worldwide Express, The UPS Store, Deccan Cargo and 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



MUKUNDAN K V

Chief Risk Officer

Three decades of versatile experience in Manufacturing, Consulting and Service Industries. He is a CA (Rank Holder), CPA (USA), Certified Information System Auditor and a Certified Internal Auditor



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



CHARLES DEVLIN D'COSTA

Chief Transformation Officer

Well rounded logistics professional with extensive experience in operations, Network management, Business partner management, Ex-Regional Director at DHL SmarTrucking



Mr. 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 Gati.

Thank You



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