

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

**Sub: Revised Investor Presentation - Financial Overview – Fourth Quarter of FY 2022 and FY2022**

Dear Sir/Madam,

This has a reference to our intimation letter dated May 28, 2022, wherein the Company has submitted Investor Presentation, inter-alia, to the Stock Exchanges, pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In this connection, please find enclosed herewith revised Investor presentation, for the purpose of revision carried out in the following slides:

| Slide No. | Particulars                  | Old Disclosure                                              | Revised Disclosure                                          |
|-----------|------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|
| 4         | Key Management Commentary    | LCL volumes grew by 12% YoY and FCL volumes grew by 10% YoY | LCL volumes grew by 18% YoY and FCL volumes grew by 21% YoY |
| 18        | FY21 LCL Volumes ('cbms)     | 8,118                                                       | 7,701                                                       |
|           | FY21 FCL Volumes ('00 TEU's) | 5,398                                                       | 4,889                                                       |

The Investor's Presentation will be available on Company's website

(<https://www.allcargologistics.com/investors/presentationsandtranscripts/investorpresentations>)

Kindly take the same on the record and inform all your constituents accordingly.

Thanking you,  
Yours faithfully,

**For Allcargo Logistics Limited**




**Devanand Mojidra**  
**Company Secretary & Compliance Officer**



TOGETHER TO SILVER  
TOGETHER TO GOLD.

Allcargo Logistics Limited, The Avvashya House, CST Road, Santacruz (E), Mumbai - 400 098.  
T: +91 22 6679 8100 | info@allcargologistics.com | www.allcargologistics.com  
CIN: L63010MH2004PLC073508 GSTN: 27AACCA2894D125



POWER  
OF ONE



allcargo logistics Ltd.  
Ingenuity In Motion

INVESTOR PRESENTATION  
MAY 2022



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

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

# ROBUST BUSINESS GROWTH

CONSOLIDATED REVENUE (FY18 - FY22)

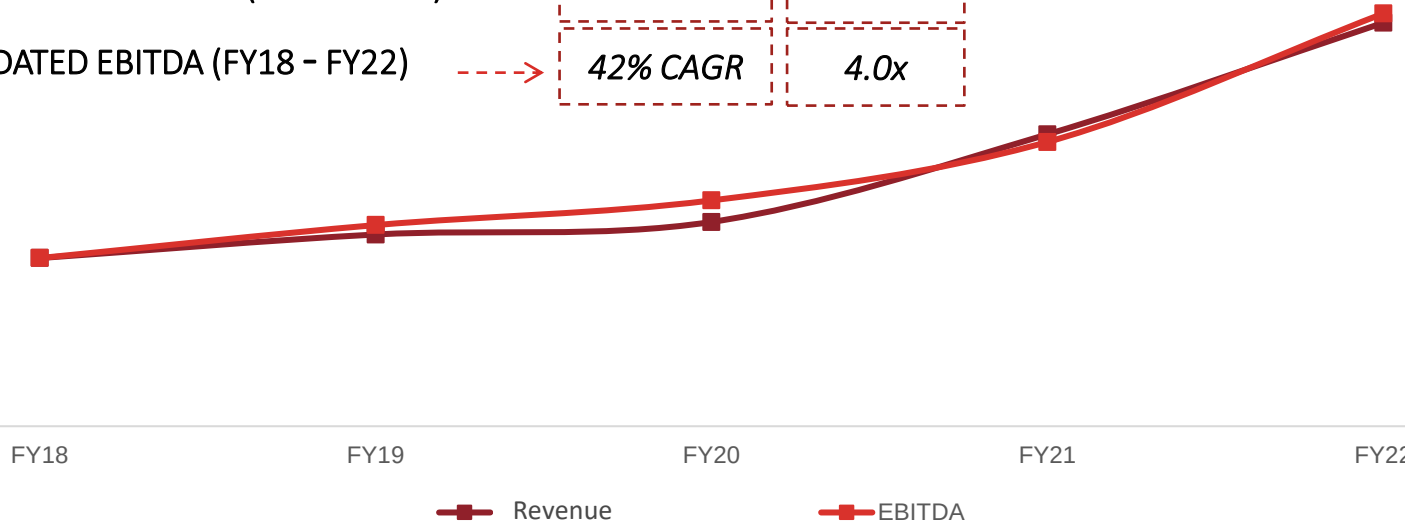
35% CAGR

3.3x

CONSOLIDATED EBITDA (FY18 - FY22)

42% CAGR

4.0x



Global leader in complex  
**LCL Market**  
Operating 2400 direct trade lanes

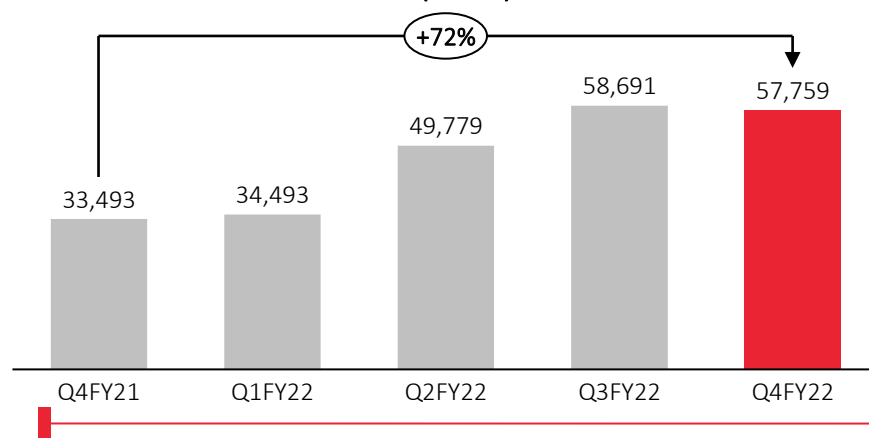
Widest and Largest  
**Container Freight Station**  
Operator in India

Pioneers in India's  
**Express Logistics**  
Dominant position in B2B surface express

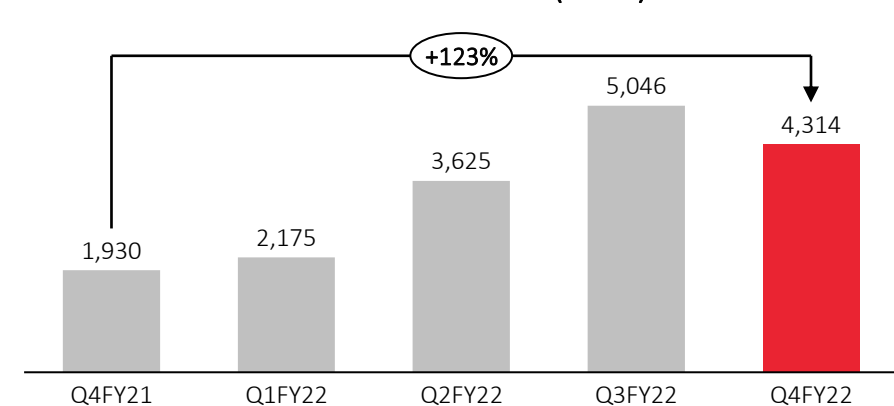
Industry leading growth  
**Contract Logistics**  
managing over ~5 mn sq. ft Grade "A" warehouses

## STRONG MOMENTUM DRIVEN BY TRANSFORMATION

Revenue^ (₹ mn)



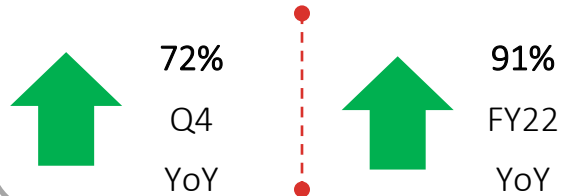
EBITDA^ (₹ mn)



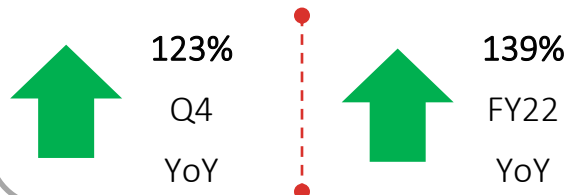
^ excludes other income and ACCI

# KEY HIGHLIGHTS

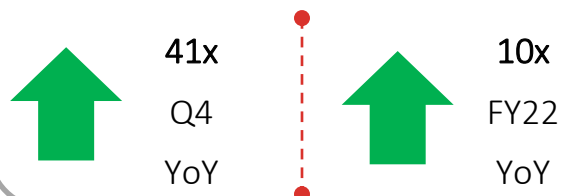
Q4 Revenue^ ₹ 57,759 mn  
FY22 Revenue^ ₹ 200,721 mn



Q4 EBITDA^ ₹ 4,314 mn  
FY22 EBITDA^ ₹ 15,156 mn



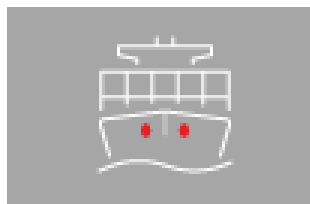
Q4 PAT\* ₹ 2,405 mn  
FY22 PAT\* ₹ 9,646 mn



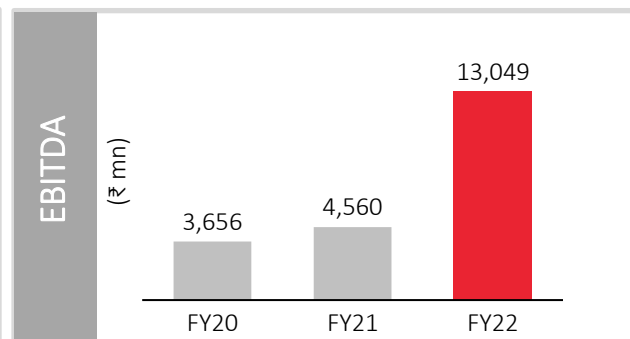
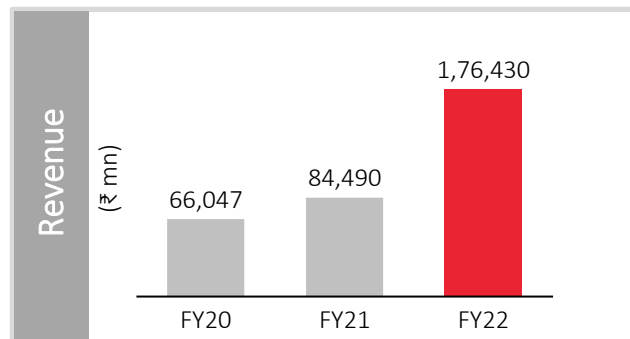
## KEY MANAGEMENT COMMENTARY:

- Transformation initiatives have come to full play in FY22 with strong momentum across all the business segments. The company continues to drive robust growth with sharp focus on asset light, digitally enabled businesses and achieving new milestones through inorganic growth. Allcargo reported its highest ever business performance for the year with consolidated revenues crossing ₹ 200 billion and EBITDA higher by 139% YoY at ₹ 15.2 bn;
- International supply chain business (MTO) operating under "ECU Worldwide" witnessed robust volume growth driven by expansion in market share in favourable market conditions. LCL volumes grew by 18% YoY and FCL volumes grew by 21% YoY. JV in Scandinavian region has grown significantly post acquisition & ECU Worldwide is now consolidating its market leadership with nearly 40% market share in Sweden, Norway, Finland and Denmark. JV in South Korea has also performed exceedingly well alongside key regions of India, China, Europe and Americas, all exhibiting best-ever business performance;
- CFS-ICD business was bolstered with acquisition of Speedy Multimodes and the company is now market leader in CFS business in India. Volume handled for the year stood at 450,549 TEUs as against 282,595 TEUs handled last year;
- Express logistics business under Gati's subsidiary GKEPL reported its highest ever volume and revenue. The company is building quality infrastructure to drive next phase of growth. Contract Logistics business is housed under ACCI which has exhibited growth of 49% in revenue, and EBITDA increased 42% to ₹ 1,468 mn. Equipment business has been rationalized reducing capital employed and utilization is currently at a record 90% level;
- Digital remains one of the key focus areas with sustained increase in revenues coming through digital platform ECU360, which now accounts for nearly 60% of export booking across all key markets. ECU360 is now a mature digital platform with front end deployed on cloud. Gati is focused on enhancing the customer's experience on the front-end and having seamless operations on the back end;
- The demerger process remains on track under which each business would be separately listed by allocating one share each in Allcargo Terminals (CFS/ICD segment) and TransIndia Realty (Logistics Parks, Equipment and other asset-based annuity businesses). The demerger is expected to be concluded over the next 10-12 months.

# KEY BUSINESS SEGMENTS - YEARLY PERFORMANCE TRENDS



International Supply Chain (MTO)



Capital Employed

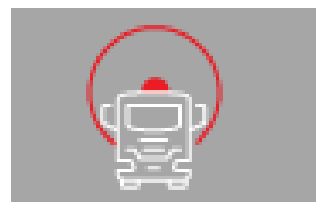
22,031

(₹ mn)

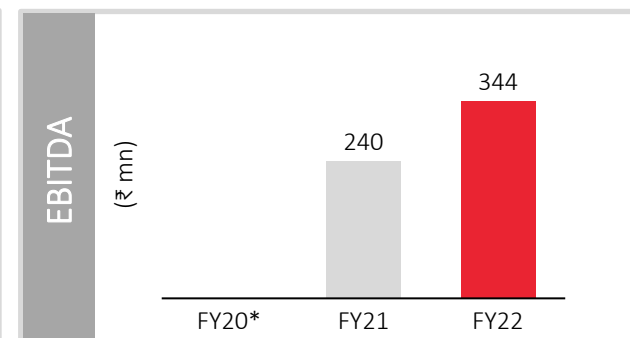
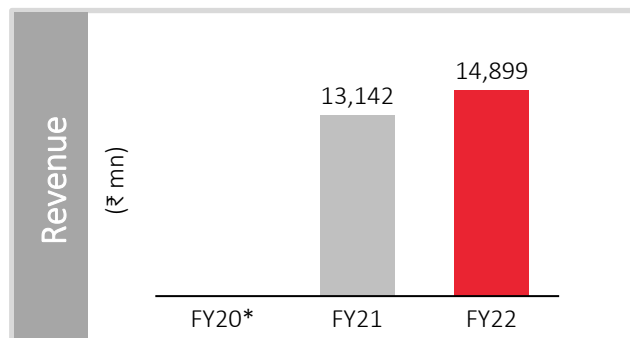
FY22

ROCE

52.1%



Express & Ecommerce Logistics



Capital Employed

7,108

(₹ mn)

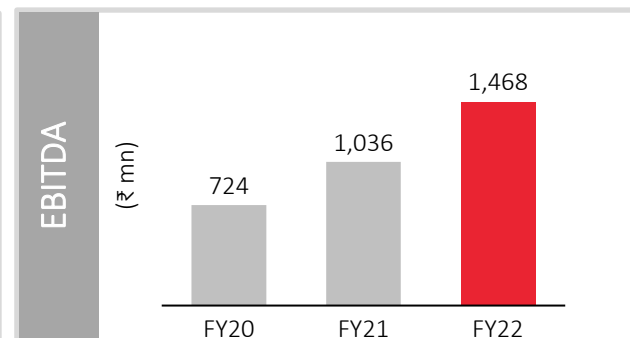
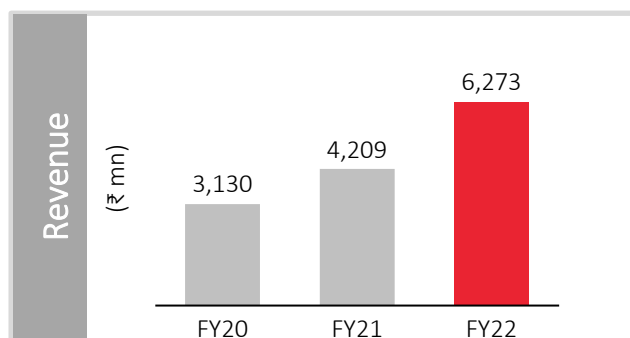
FY22

ROCE

-



ACCI^

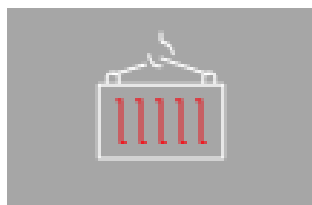


^ACCI Revenue & EBITDA is not included in consolidated and is reported under JV & Associates, \*Not Applicable as GATI was consolidated FY21 onwards

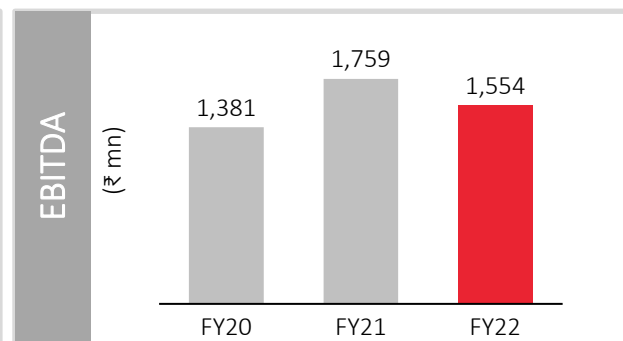
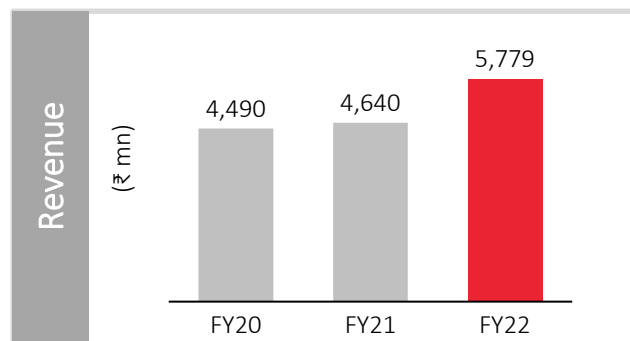
Illustrative bifurcation based demerged entities. Actuals could vary post demerger

# KEY BUSINESS SEGMENTS – YEARLY PERFORMANCE TRENDS

## ALLCARGO TERMINALS (ATL)



CFS / ICD



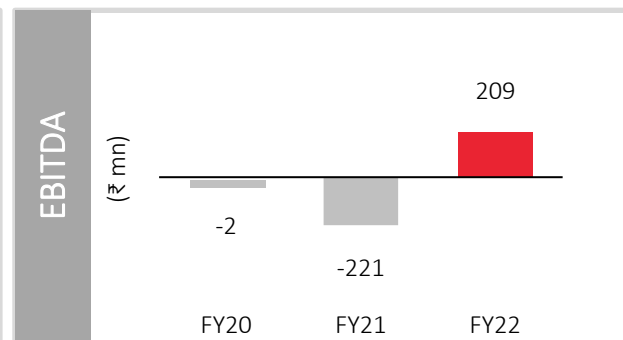
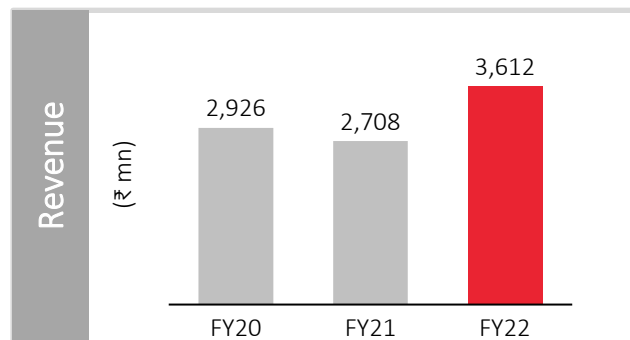
Capital Employed  
**4,748**  
(₹ mn)

FY22  
ROCE  
**27.5%**

## TRANSINDIA REALTY (TRLPL) #



Rental & Others #



Capital Employed  
**19,935**  
(₹ mn)

FY22  
ROCE  
**0.8%**

# Includes corporate & unallocable assets

Illustrative bifurcation based demerged entities. Actuals could vary post demerger





DEMERGER UPDATE  
SCALABLE BUSINESS OPPORTUNITIES



# DEMERGER^ TO CREATE STRATEGIC BUSINESS UNDERTAKINGS



## ALLCARGO LOGISTICS (ACL)

### International Supply Chain (MTO)

#### 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 & Ecommerce 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 & LP's (TRL)

### 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.



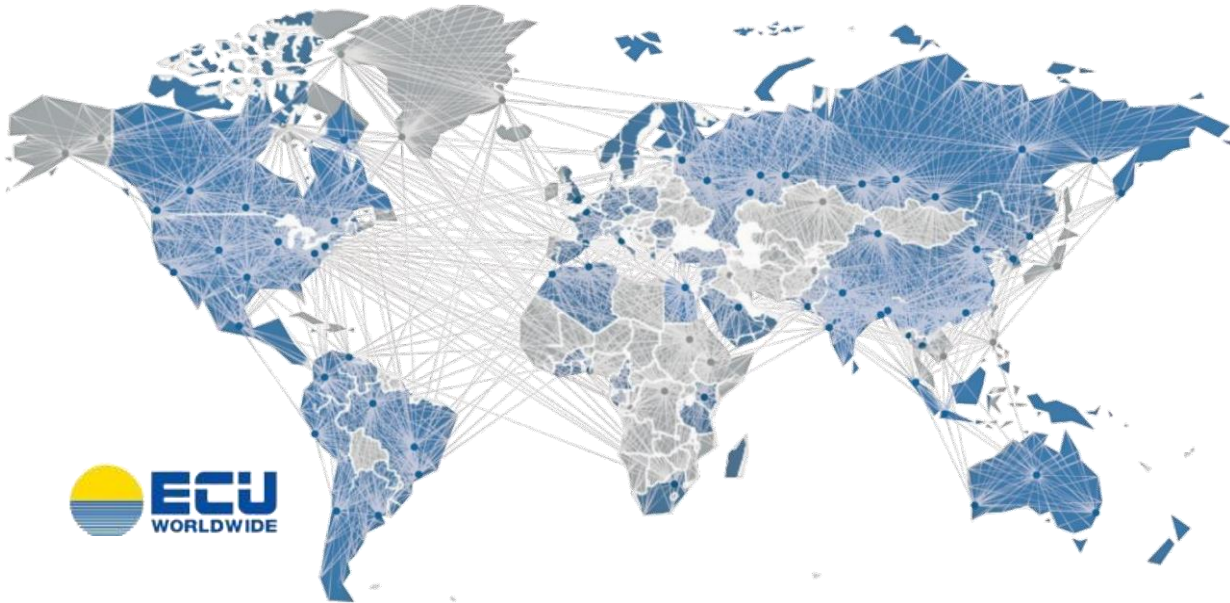
INTERNATIONAL SUPPLY CHAIN  
(MTO)

# GLOBAL LEADER IN INTERNATIONAL SUPPLY CHAIN SEGMENT

Global #1 in LCL consolidation  
operating the largest global LCL  
network

Global LCL Market Share  
of 14%

2,400 direct trade lanes



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

Global network leads to more port  
pairings, a keyvalue driver for both  
small & large freight forwarders

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

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

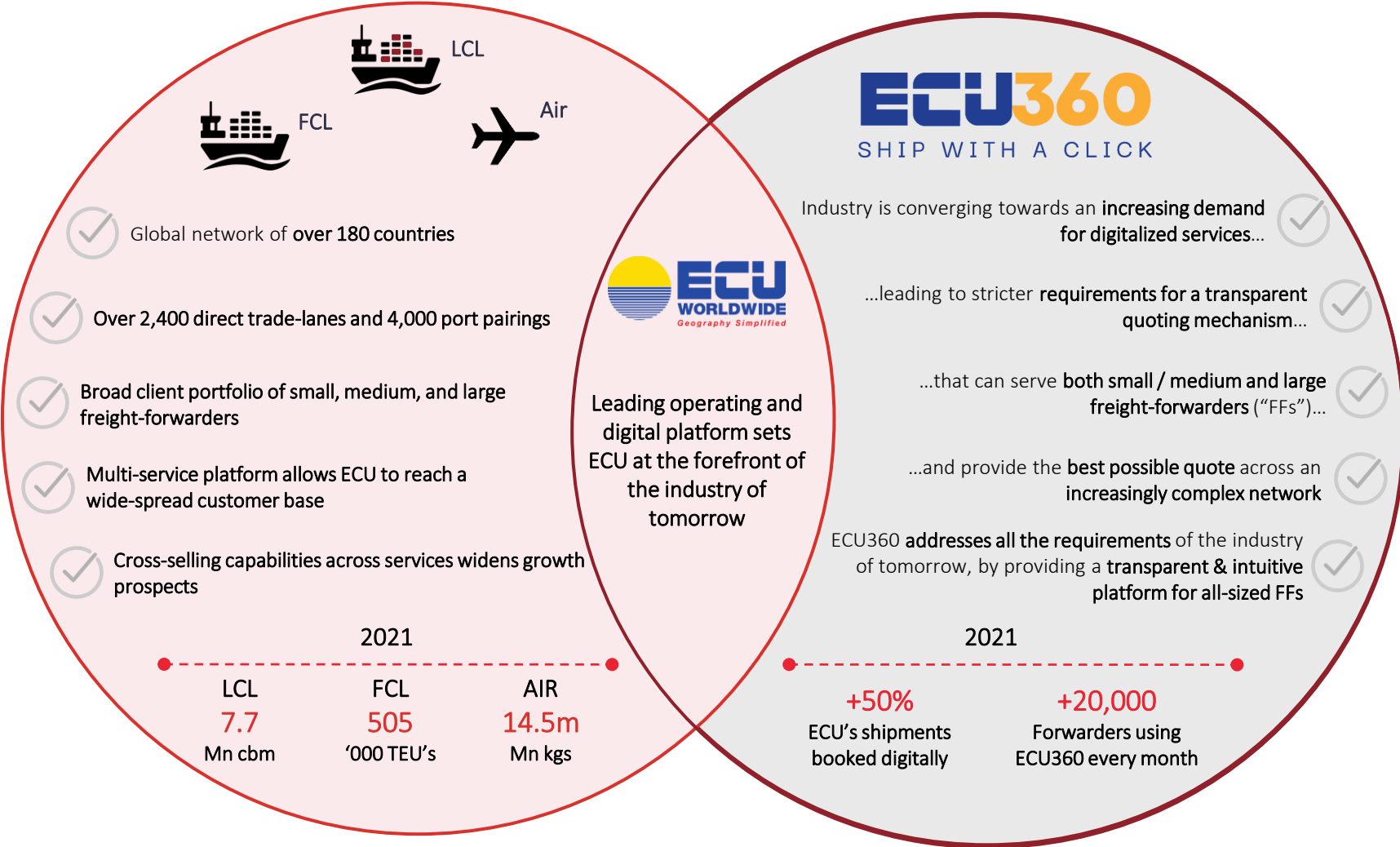


| Market                                                       | Digital                                                             | Consolidation                                                       | Operations                                                       | Financials                  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

# UNIQUELY POSITIONED WITH UNMATCHED DIGITAL & OPERATIONAL CAPABILITIES

CONVENTIONAL PLAYERS HAVE OPERATING NETWORK  
BUT LACK DIGITAL CAPABILITIES

DIGITAL START-UPS  
LACK OPERATIONAL FOOTPRINT AND SCALE

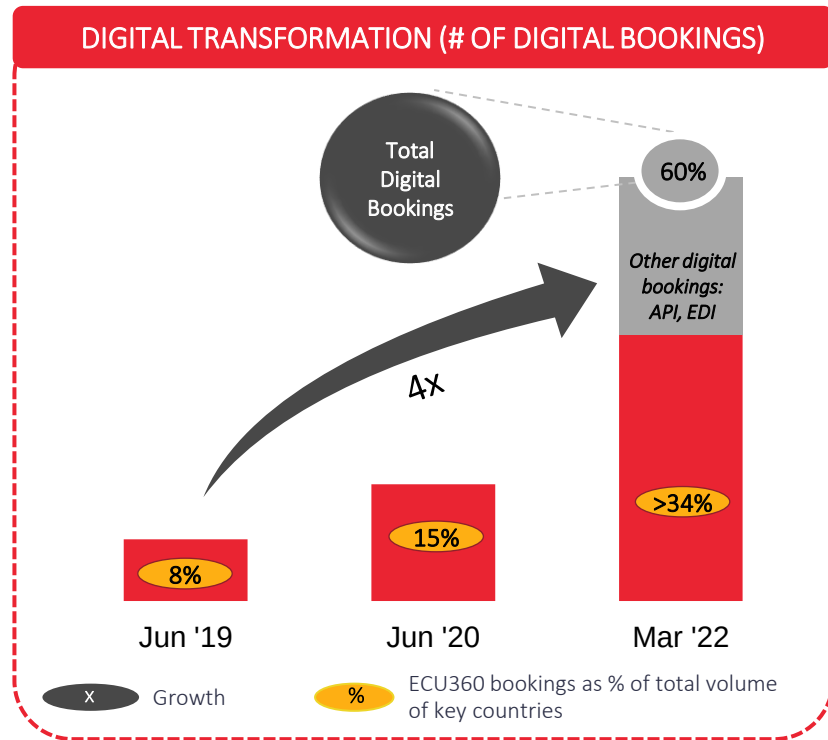


For more information scan the QR for a new way of thinking;

A BETTER WAY OF SHIPPING







Neutral Platform

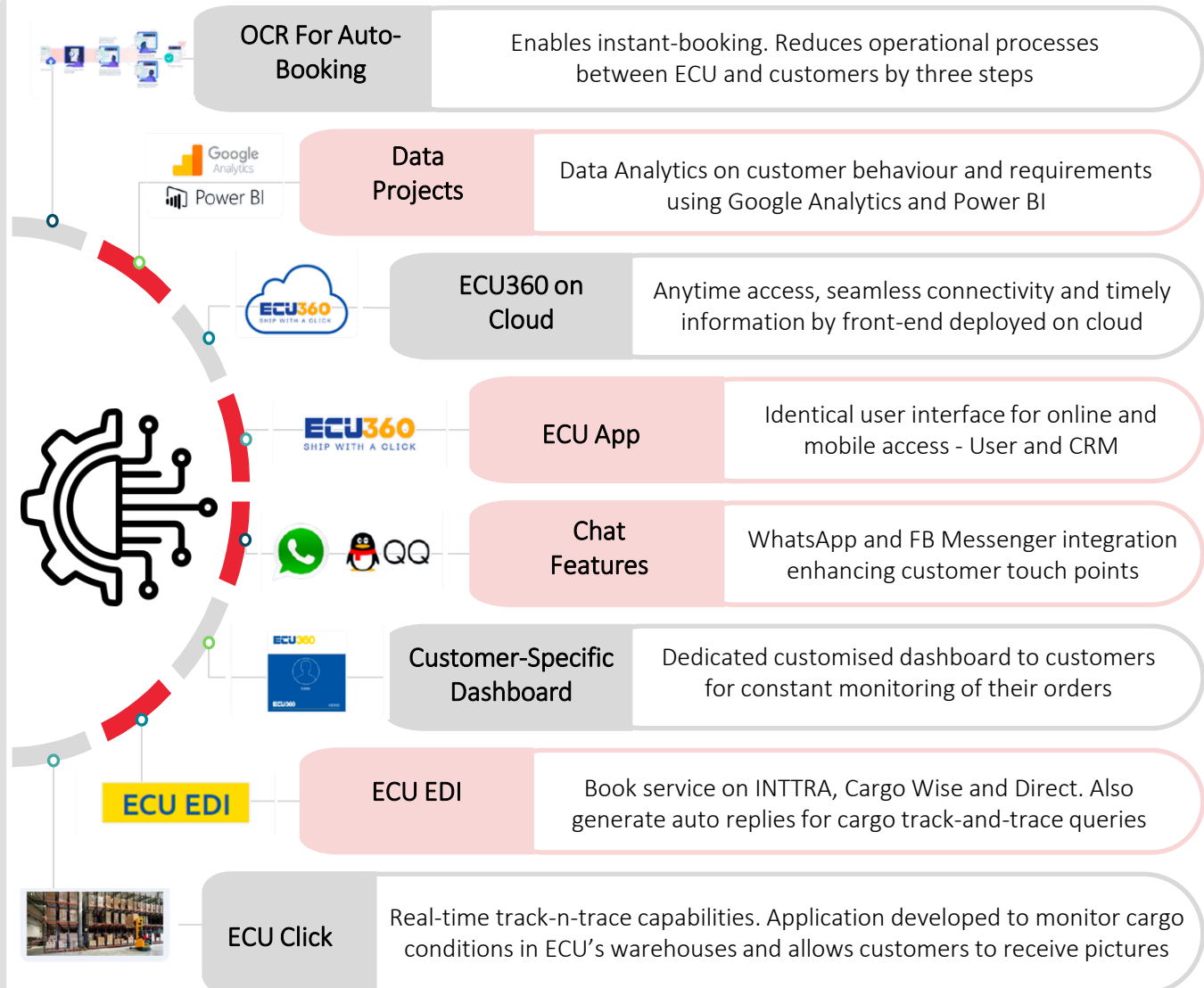
Increase Wallet share  
Existing customers

Win New Customers

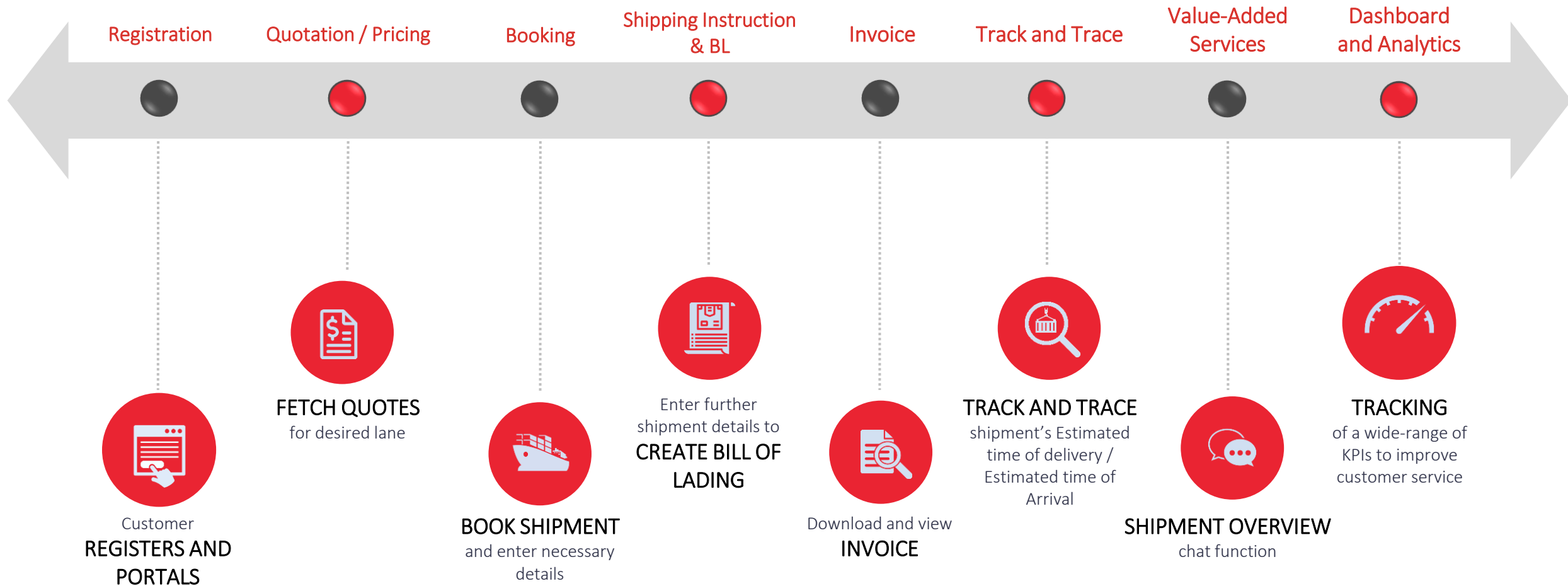
Reduce Booking  
Costs

Enabled By Technology

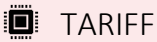
Strong API integration leads to customer stickiness



# DIGITIZING EVERY CUSTOMER TOUCH-POINT WITH ECU360



01  
QUOTE



TARIFF



ENQUIRY



QUOTE

02  
BOOK



SCHEDULE *SPACE  
MANAGEMENT*



BOOK *PICKUP,  
PLANNING*



DOCUMENTATION (SI,AN)  
*CUSTOM CLEARANCE*



PROVISIONING / INVOICING  
*API, DELIVERY CARGO  
RELEASE*

03  
TRACK



CUSTOMER SERVICE  
COMMUNICATION



AUTO NOTIFICATION



SHIPMENT TRACKING

04  
ANALYZE



FILE AUDIT



CLOSURE



JOB PROFIT REVIEW



TRADE-LANE /  
CUSTOMER PROFITABILITY



MIS



DIGITAL



OUTSOURCED

MANUAL



## Efficient, Lean, Agile and Digitally Enabled Leader in the Logistics Industry



### Pricing

- Fact based End-to-End analysis of the network
- Awareness and ready to take action to sustain and improve yield
- Control variables to drive profitability



### Yield Management

- Informed pricing decisions by using network data, such as yield and network performance
- Consideration of network development and organizational needs
- Creation of impact model



### Network Management

- Building the future network based on customer needs, anticipated trends and white spots
- Network Management as a continuous effort
- Creation of new product offerings



### Rightsizing Operations

- Identification of appropriate transformational areas per office
- Post identification of the same, execution of initiatives (i.e., automation, increased outsourcing) to optimize office cost structure



### Streamline Finance Functions

- Centralize select financial functions across global offices and execute those from a low-cost region
- Outsource the financial functions performed by operations team to centralized location

# CONSISTENTLY DRIVING GROWTH

## Inorganic growth: Strong Track Record



**July 2021**  
Leading neutral consolidator in the Nordic region with offices in Sweden, Norway, Finland, and Denmark



**January 2021**  
JV with former South Korean agent-partner. The two entities will now operate together as ECU Worldwide Korea



**November 2019**  
Hong Kong-based logistics services provider



**November 2019**  
Singapore-based logistics services provider



**December 2013**  
Netherlands-based non-vessel-owning common carrier



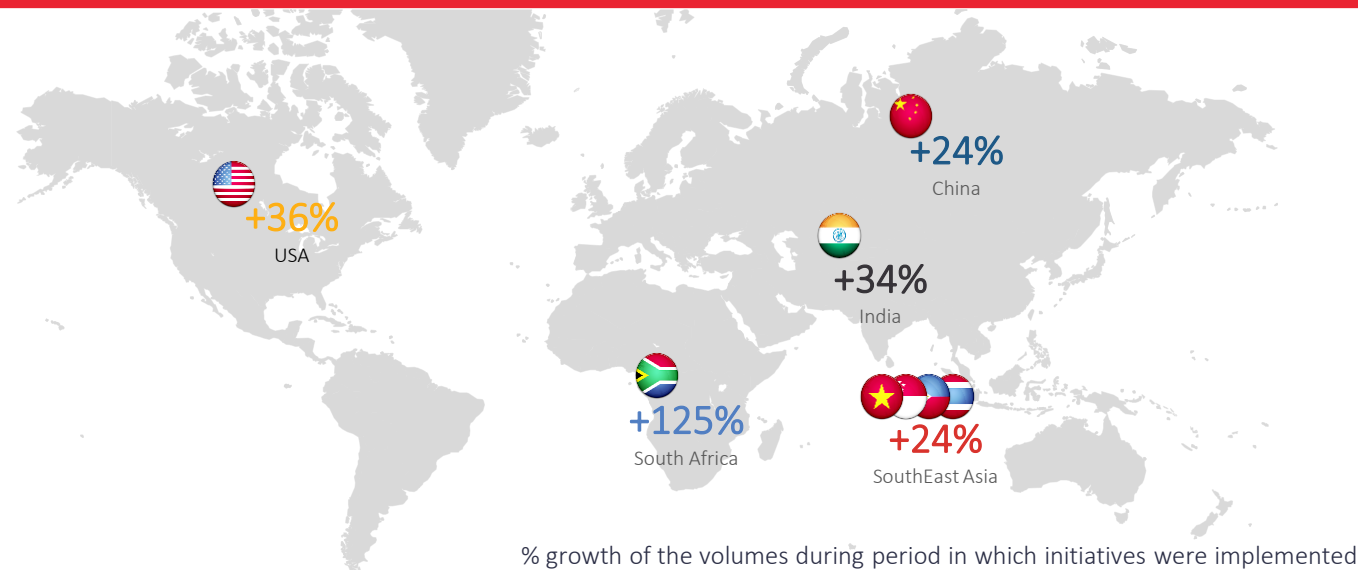
**September 2013**  
US-based Logistics company offering freight consolidation, LCL, and FCL services



**December 2010**  
Two Hong Kong-based NVOCC's

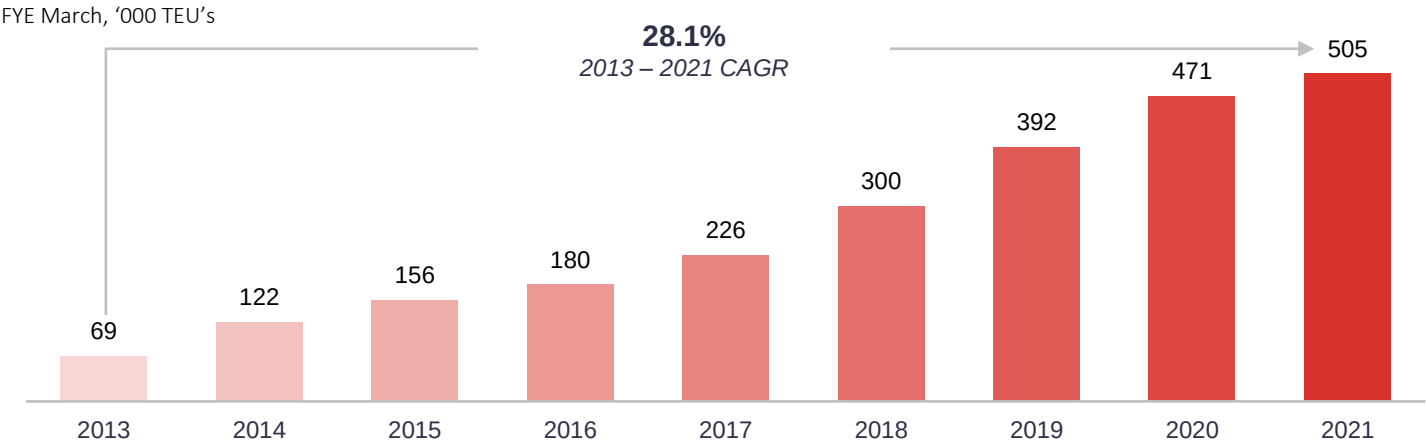


## Organic growth: Sales acceleration initiatives outcome



% growth of the volumes during period in which initiatives were implemented

## New Product: FCL Volume Evolution over the Years



## Door to Door Service

### Offering

- Offered in 52 countries globally, resulting in convenience for customers and higher margins for ECU
- About 30% of ECU's business has a D2D component, mostly in Europe and the US
  - Fully 3<sup>rd</sup> party outsourced



### Increase Market Share

- Focus on where volume flows, e.g. India, Europe, Americas
- Convert existing business to D2D
- Push it to new customers



### Geographic Expansion

- Offer D2D where volumes and costs justify (i.e. North America and Europe)
- Aspiration to serve ~60% port pairs



### Local Trucking Network

- ECU Trucking, founded in 2017, is a growing division focused on inland cargo movement in the US
- Strong relationships with local/regional players

### Competitive Advantage

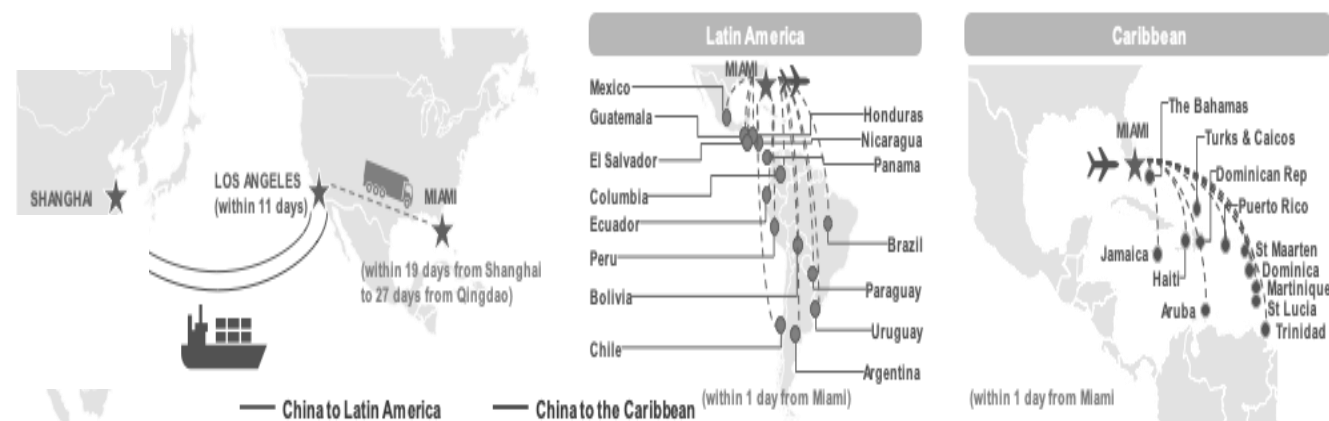
- Network relationship to move freight more cost efficiently
  - Technology-driven platform
- Specialized service offering on a range of trade lanes vs. competition (i.e. U.S to Caribbean, Europe to Africa and Intra-Asian Far East)

## Unique Sea-Air combo services

### CHINA TO US AND EUROPE

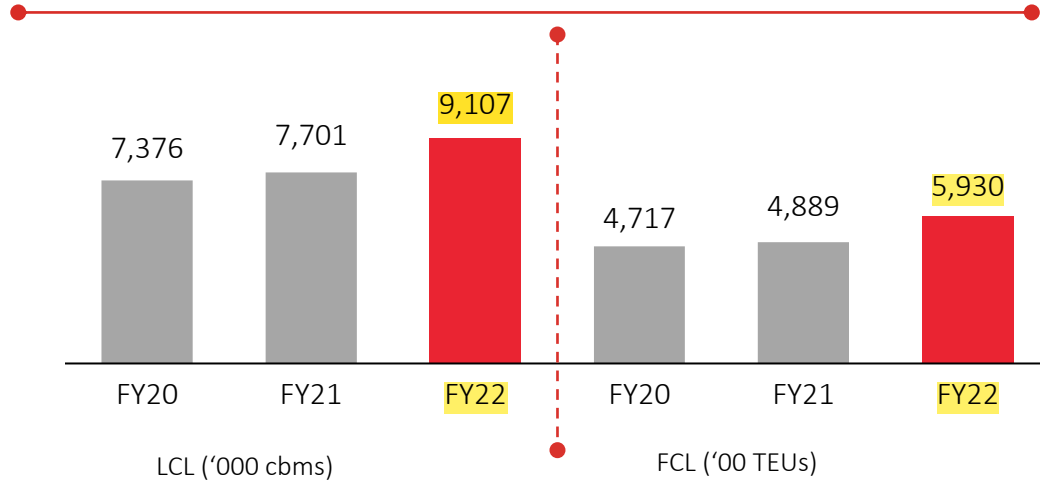


### CHINA TO LATIN AMERICA AND CARIBBEAN

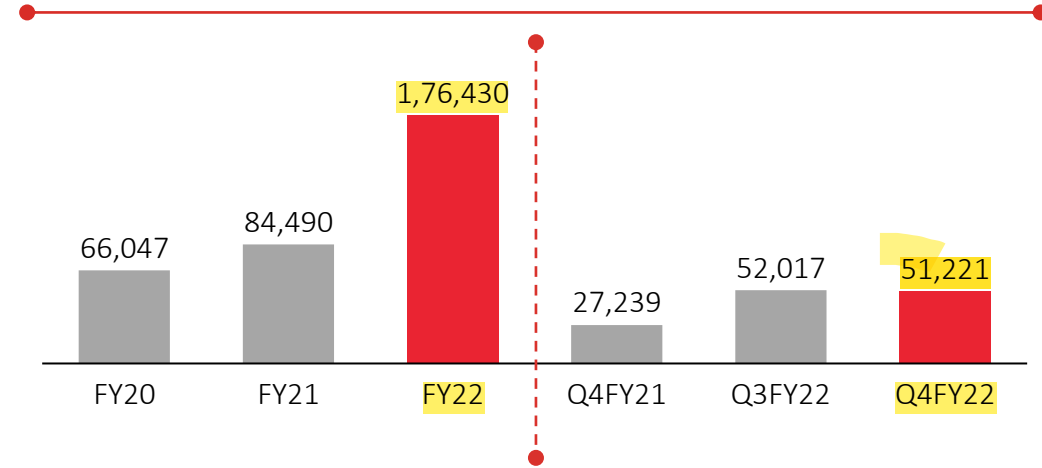


# INTERNATIONAL SUPPLY CHAIN (MTO) - KEY FINANCIAL TRENDS

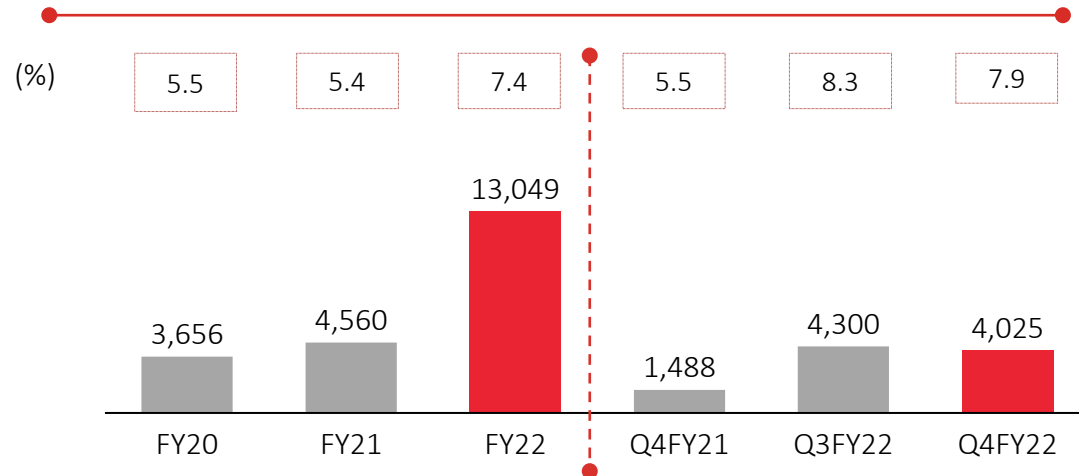
Volumes



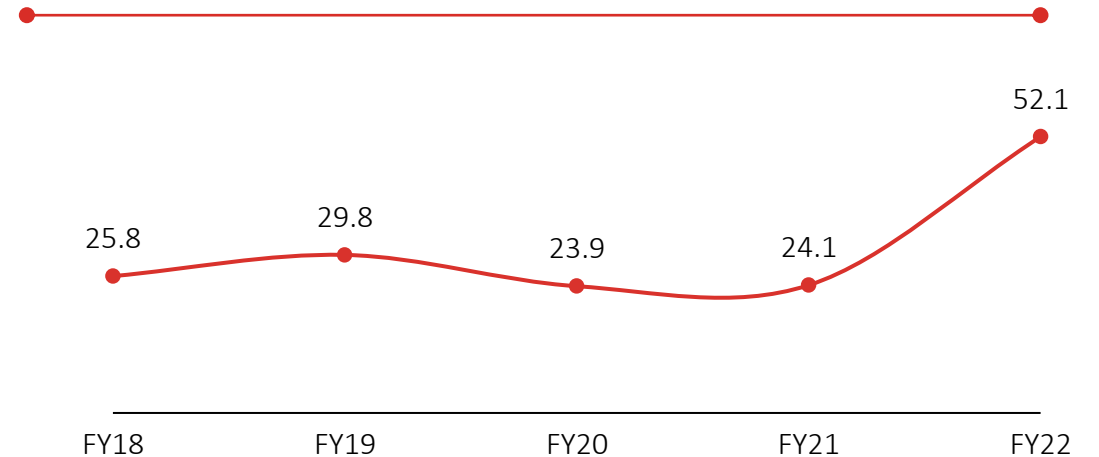
Revenue (₹ mn)



EBITDA (₹ mn) & EBITDA Margins (%)



ROCE (%)





EXPRESS & ECOMMERCE LOGISTICS /  
CONTRACT LOGISTICS



## Network Leader in Logistics

Pan India  
**668**  
offices across  
India

**735**  
out of 739  
Indian Districts  
Covered

Group Offices  
across more than  
**180**  
Countries

**99%**  
**GOI approved**  
Pin-codes coverage

## Reach Widest in Industry



**4.1 Mn sq. ft.**  
Warehousing space  
across multiple  
Locations

Area  
Coverage



**31** Hubs^  
^ 9 Air Transit Hubs

Total  
Hubs^



**300**  
Group and  
Franchisee network  
in 180 countries

Global  
Access

## Deeper Customer engagements



8 out of Top 10  
Auto Companies



8 out of Top 10  
Pharma  
Companies

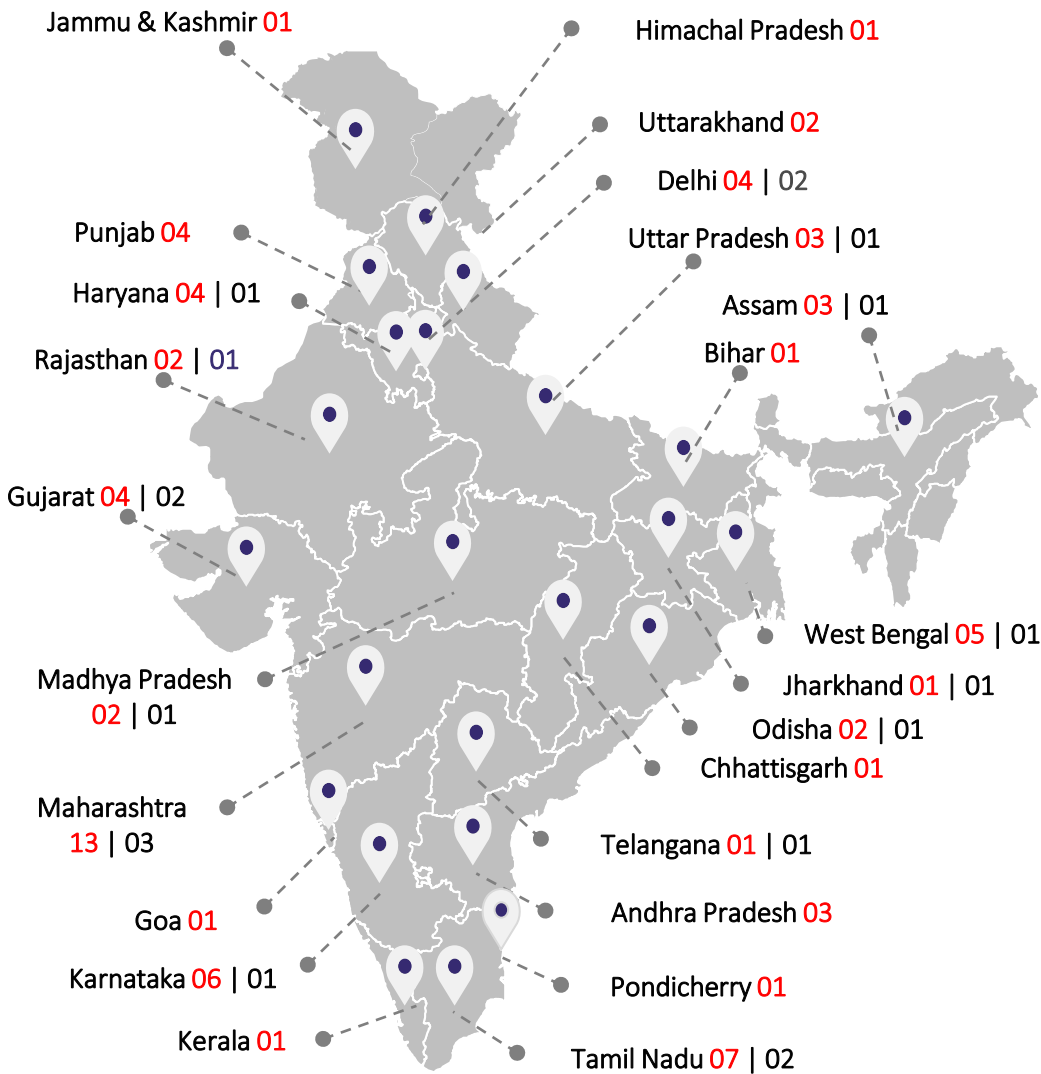


7 out of Top 10  
Retail/Textile  
Companies



Major  
E-Com  
Companies





GDW – 84 | EDC – 19

## Managing one of the Industry’s widest integrated supply chain network



### Line Haul

- 19 Express distribution centers
- 22 Surface Transshipment Centers
- 84 Gati Distribution Warehouses



### First-Last mile

- 144 Own customer convenient center
- 399 Franchisee convenient center
- 99% Pin codes serviced



### Widest Reach

- Improved serviceability through ESS\*
- Asset light approach to service additional locations
- Cluster based approach with MSME at focus

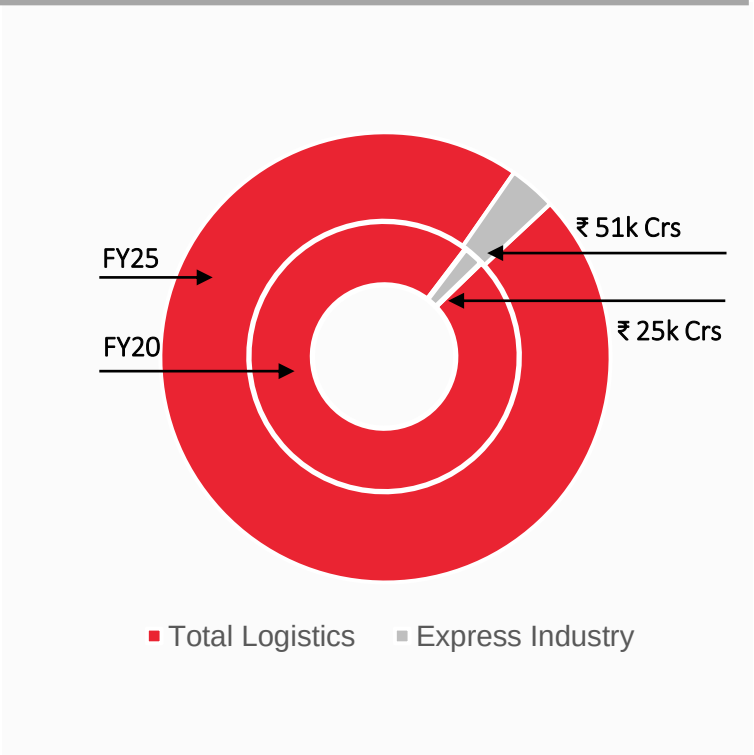


### Strong Partners

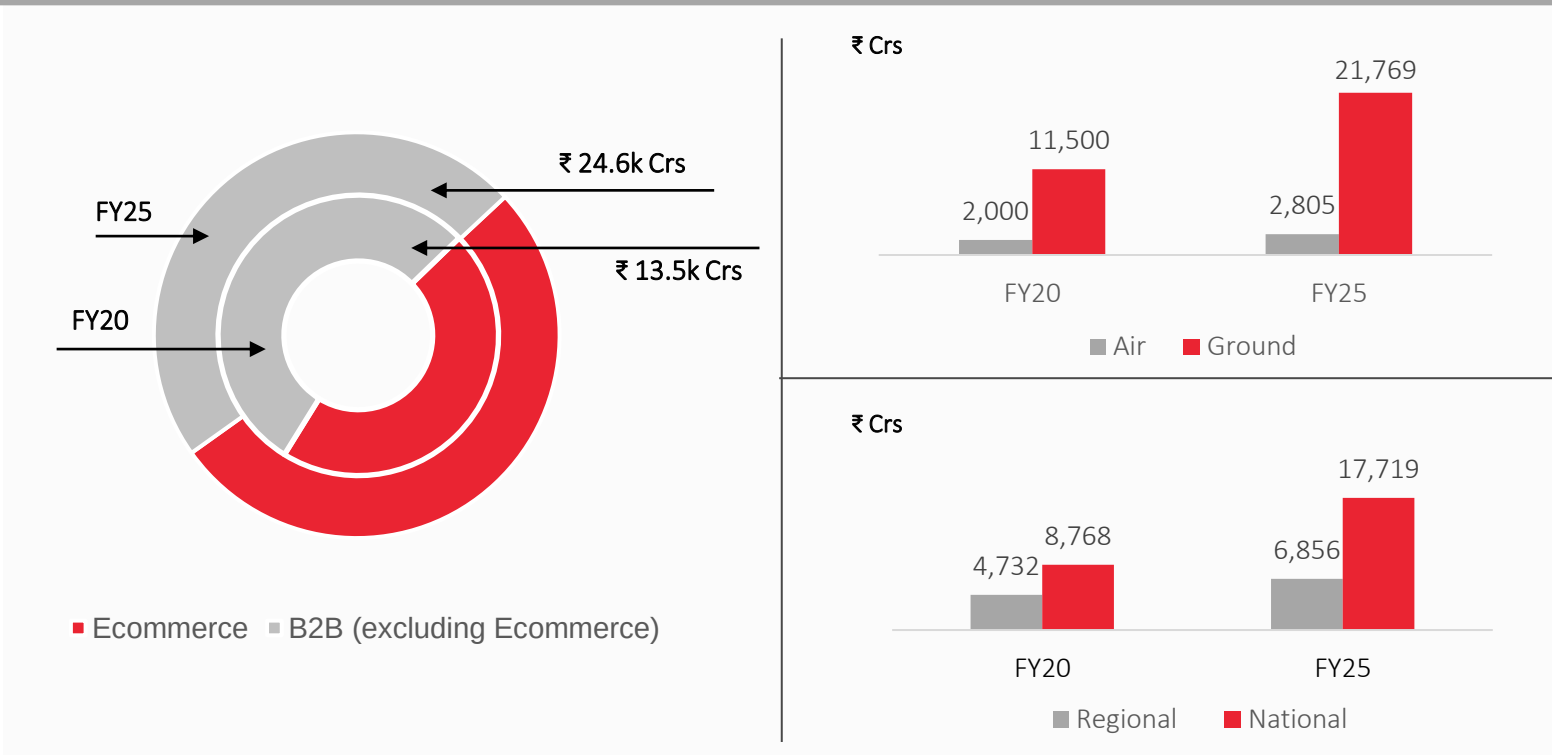
- Vendor network of +5000 trucks
- GA’s\* further enhancing capacities
- Franchisee based approach

Surface + Air + Ecommerce + Contract Logistics  
Total Available Market is ~Rs 52,500 crs

Niche Contribution in Logistics Industry



Accelerated growth Opportunities



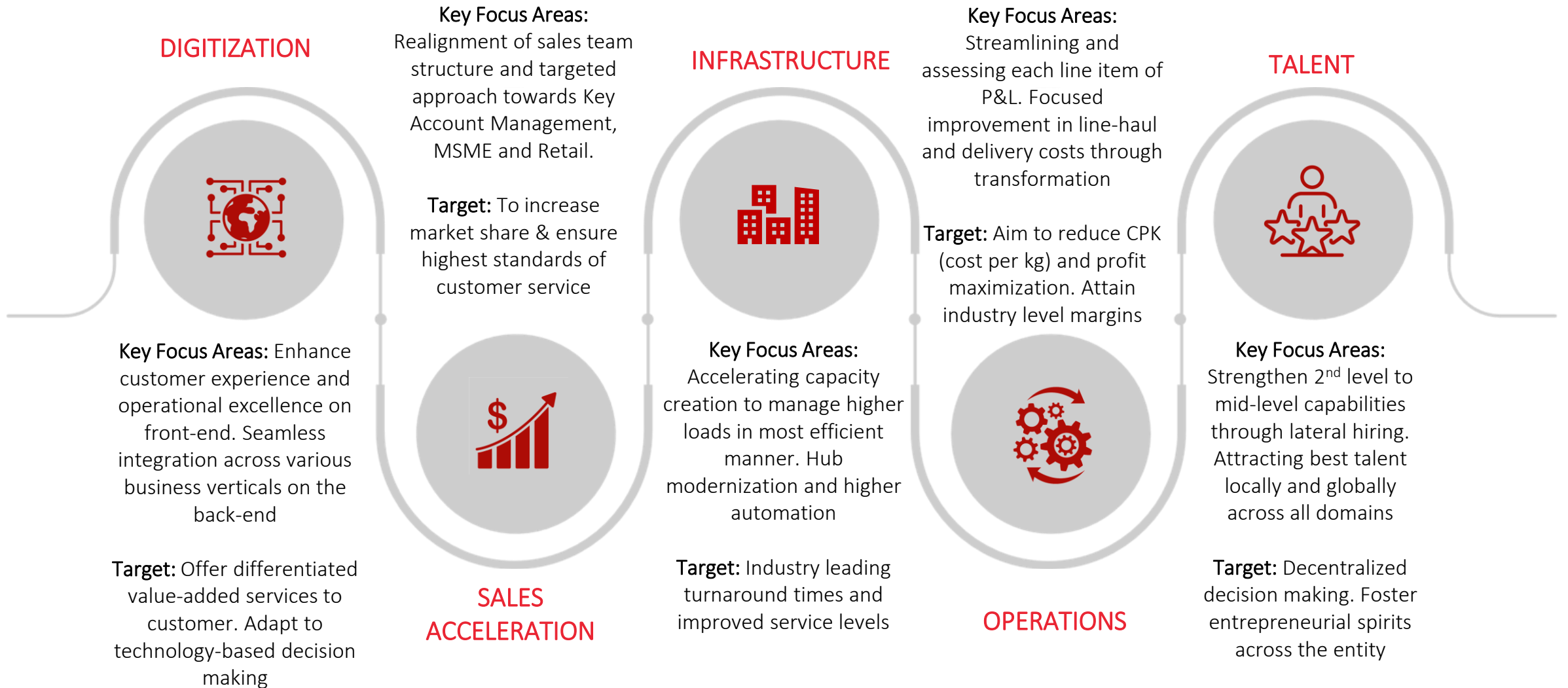
## Management speak

Express contributes 2.5% (approx.) to Indian Logistics Sector. Logistics sector poised to grow 10-12% CAGR by 2025, mere 100 bps market share could double market opportunity for Express Industry

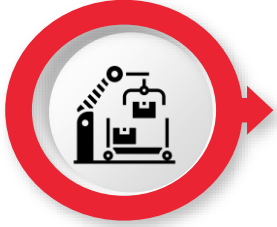
## Market share gains in growing industry

National players would grow at a faster pace of ~20% CAGR compared to regional players. Exciting growth in B2C segment however profitable growth remain would remain key focus

# POISED FOR GROWTH THROUGH TRANSFORMATION

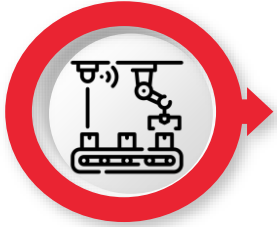


## Back-end



### Pick Up & Delivery automation

- Pickup Registration, Validation, Visibility & Monitoring
- Handheld printers for real time printing of labels
- OCR based invoice reading - digital docket creation
- Volumetric weight calculation – Digital Tapes / Mobile



### Hub Automation

- Dock, Infra & Workforce Management
- Load building, Bin Mapping, Space Management
- Prioritize the load – Route wise / vehicle wise
- Truck Load Visualization / Plan / Prioritization



### Network Decision Support

- Centralized Control Centre
- Bay Management
- Real time Hub/Network Performance
- Notification of Anomalies
- Real-time Load Analytics
- Demand Driven Dispatch
- Notification of Anomalies



### GEMS\* 2.0

- Activate advanced modules in over 18-24 months
- Integrate with CRM, Finance and other data management tools
- One-click view for performance analysis
- Integrate BI tools for auto report generation and decision

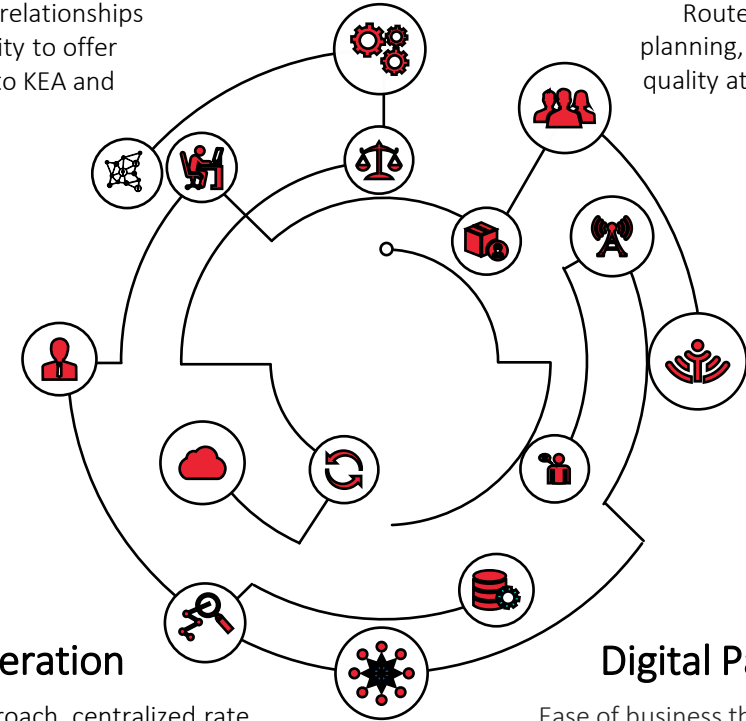
## Front-end

### CRM system

Managing customer relationships and enhances ability to offer range of services to KEA and MSME

### Data Science

Route optimization, Load planning, enabling better service quality at the best possible cost.



### Sales Acceleration

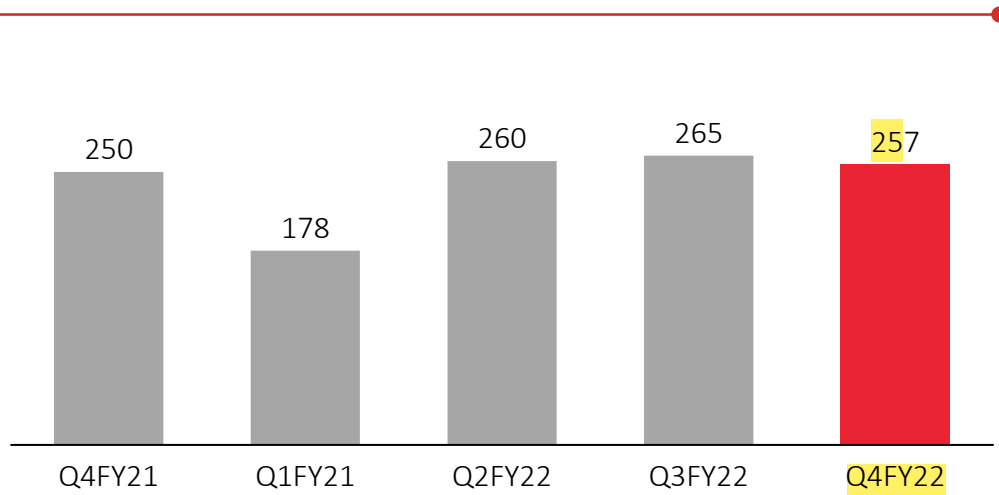
Cluster based approach, centralized rate card for decisions on discounts & dynamic pricing. Central war room managing peak periods. Customer experience enhancement through dedicated portal and chat bot

### Digital Payments

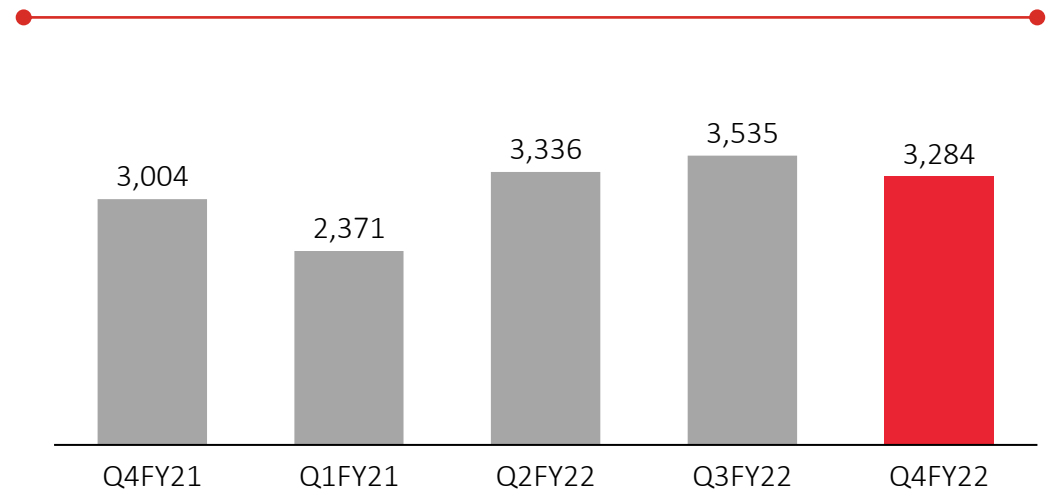
Ease of business through digital payment solutions through net-banking, credit cards, debit cards, UPI and digital wallets.

# EXPRESS & ECOMMERCE - KEY FINANCIAL TRENDS

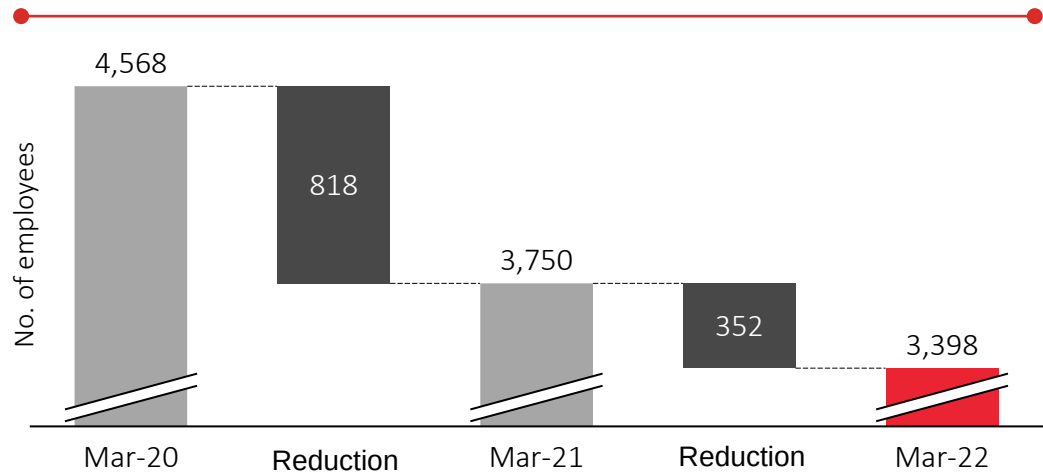
GKEPL - Surface Volumes ('000 MT)



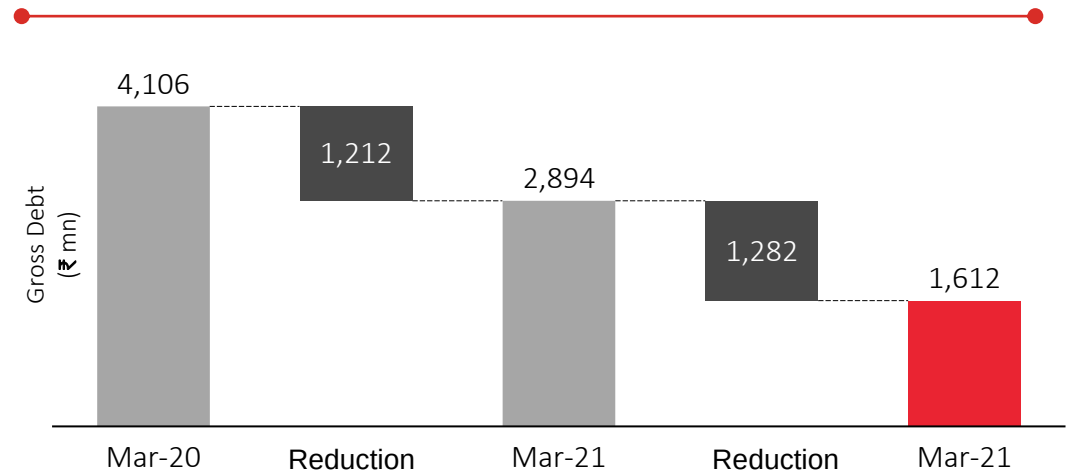
GKEPL - Revenue (₹ mn)



No. of Employees (Gati, Consolidated)



Accelerated Deleveraging (Debt - Gati, Consolidated)

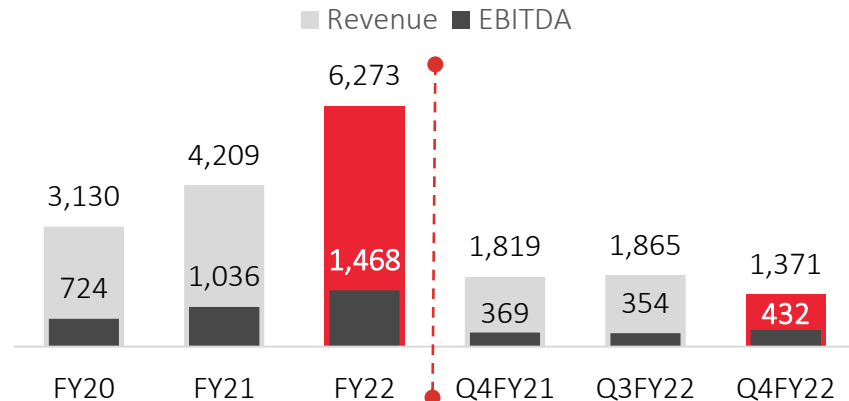


# CONTRACT LOGISTICS - KEY TRENDS & UPDATES

## 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 (₹ mn)



\*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

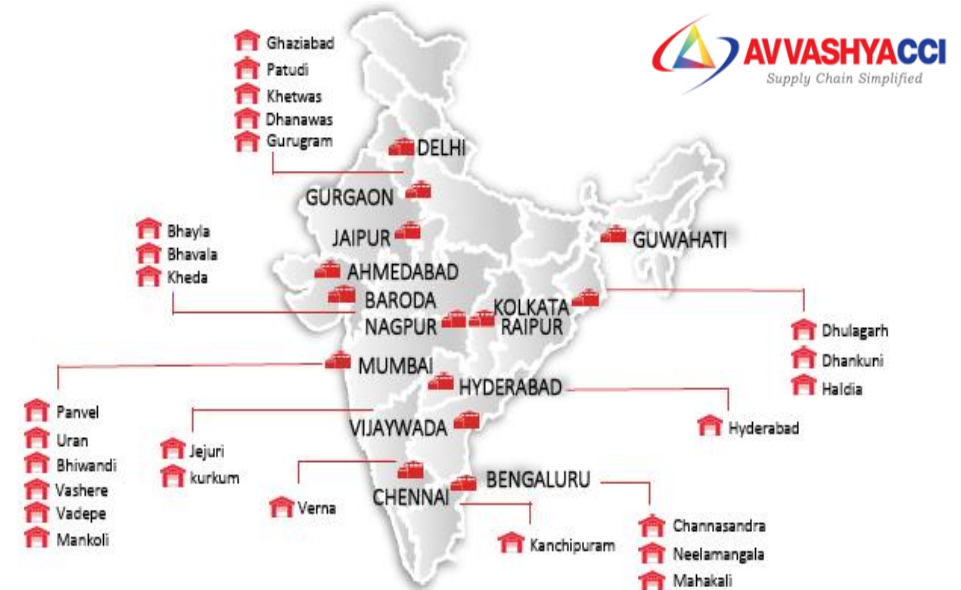
45

WAREHOUSE LOCATIONS  
ACROSS INDIA

100+

CUSTOMERS  
ACROSS FOCUSED INDUSTRY  
SECTORS

## Pan India Presence



## Key Financials (₹ mn – FY22)

### Contract Logistics

Revenue  
₹ 3,443

EBITDA  
₹ 1,355



### CCFF

Revenue  
₹ 2,830

EBITDA  
₹ 113



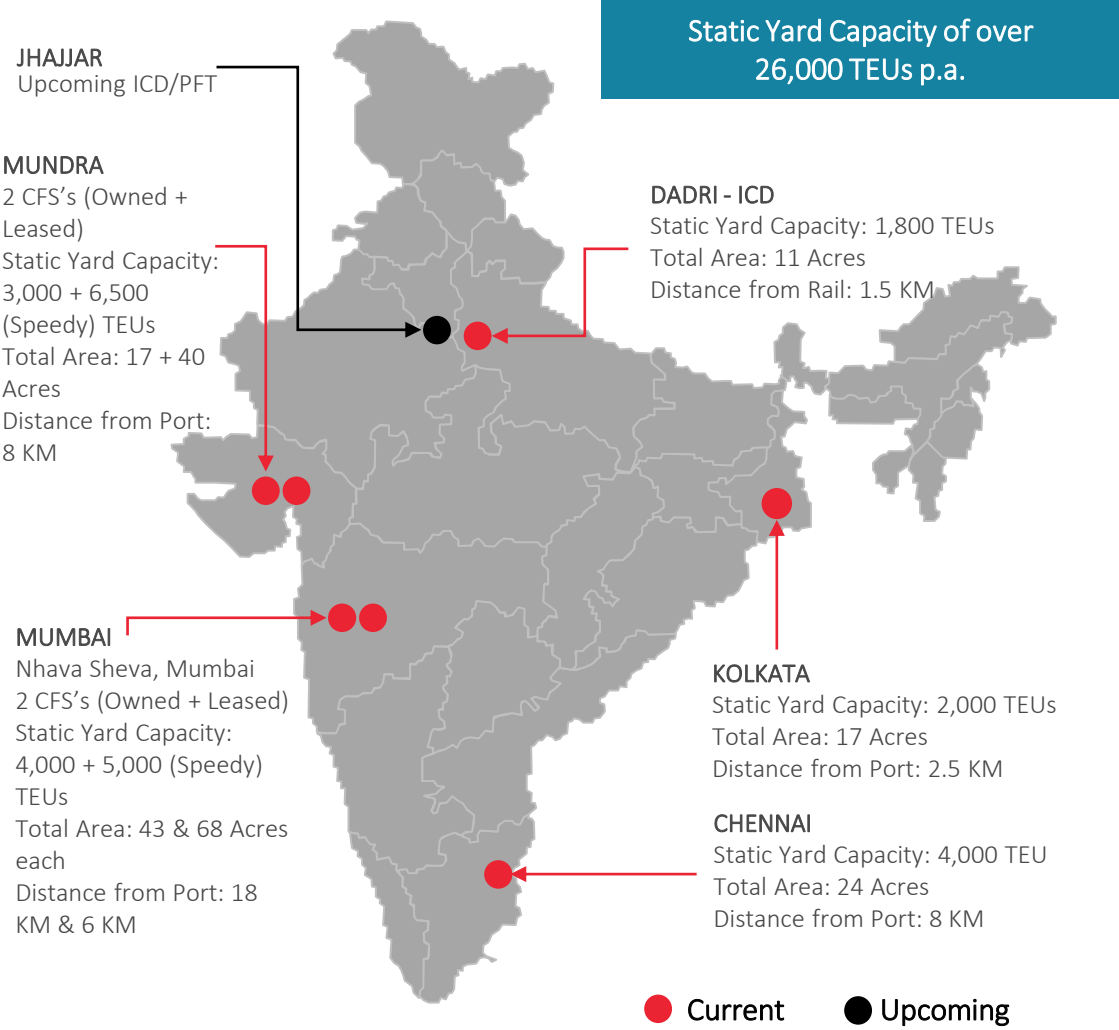




CFS / ICD  
ALLCARGO TERMINALS LIMITED (ATL)

# 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

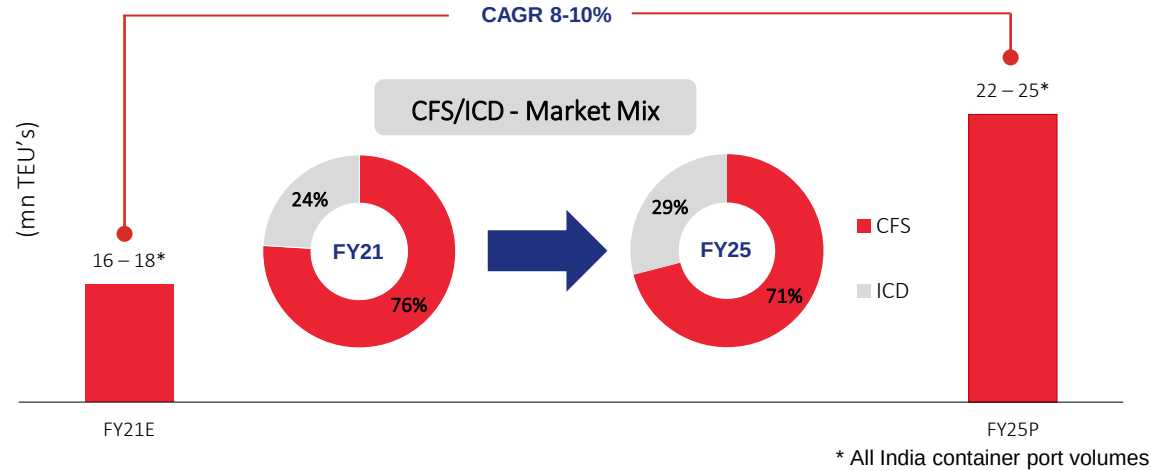
- Robust Operational Capabilities
  - Expertise in handling & monitoring ODC, Reefer Containers and Hazardous Cargo movements
  - Market leader in JNPT and Mundra, amongst the top 3 CFS operators in Kolkata and Chennai

## Operational Support



# OVERVIEW OF CFS/ICD MARKET

## CFS/ICD - Proxy to Indian EXIM growth



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



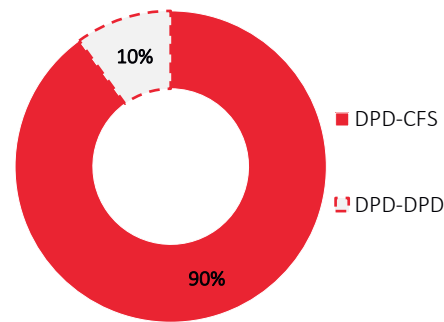
States low on CFS/ICD infrastructure are HP, Bihar, Jharkhand, WB, Sikkim, AP, Nagaland, MN, MZ, TR, Telangana and J&K



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



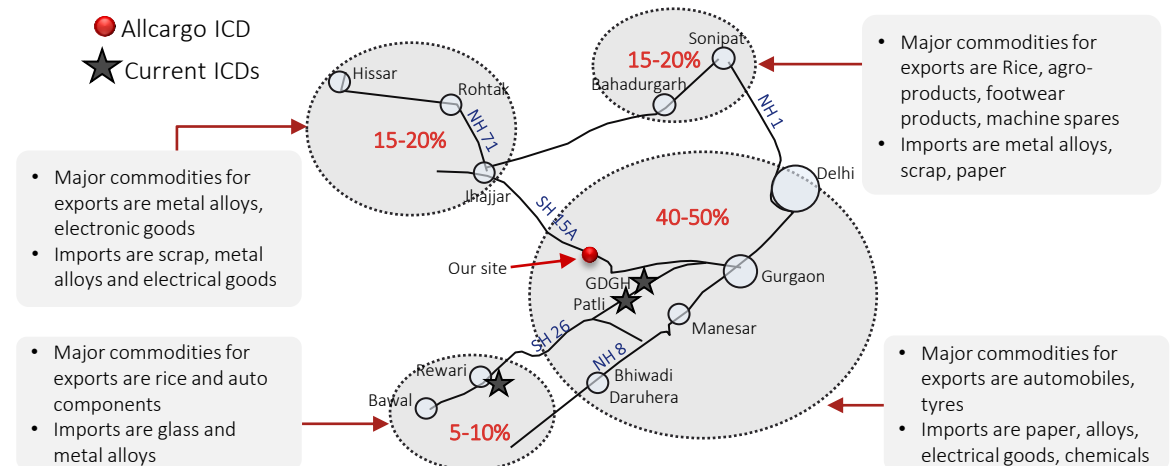
States and UT not listed in Green & Blue zones (Mumbai, Gujarat, Chennai) closed for any new CFS development indefinitely.



## All the Growth Levers in Place for Future

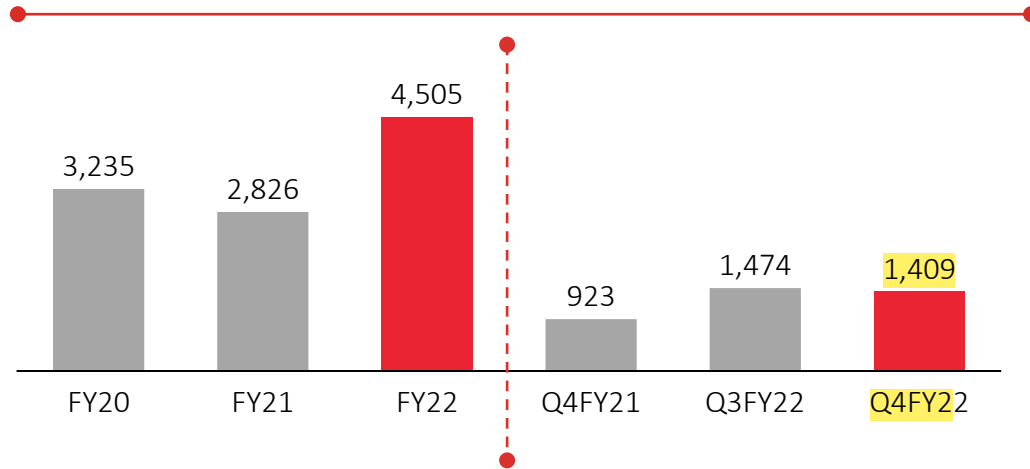
- Potential reforms to increase the scope of activities and expand the role of CFS's. CFSs also gaining importance due to increased number of LCL shipments
- In addition to the steady growth in EXIM cargo, improved containerization is expected to increase the share of container traffic in Indian seaborne 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.

## Advantage Jhajjar: Hinterland container traffic in NCR region

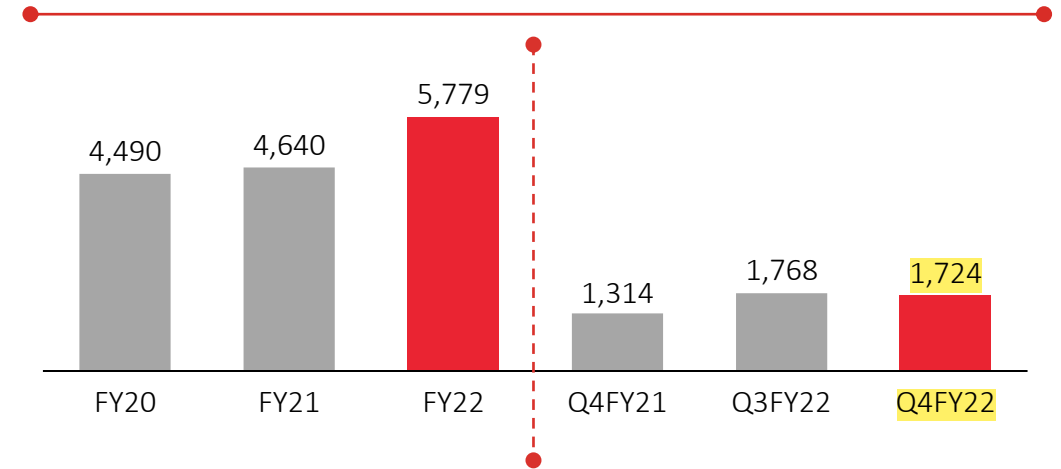


# CFS/ICD - KEY FINANCIAL TRENDS

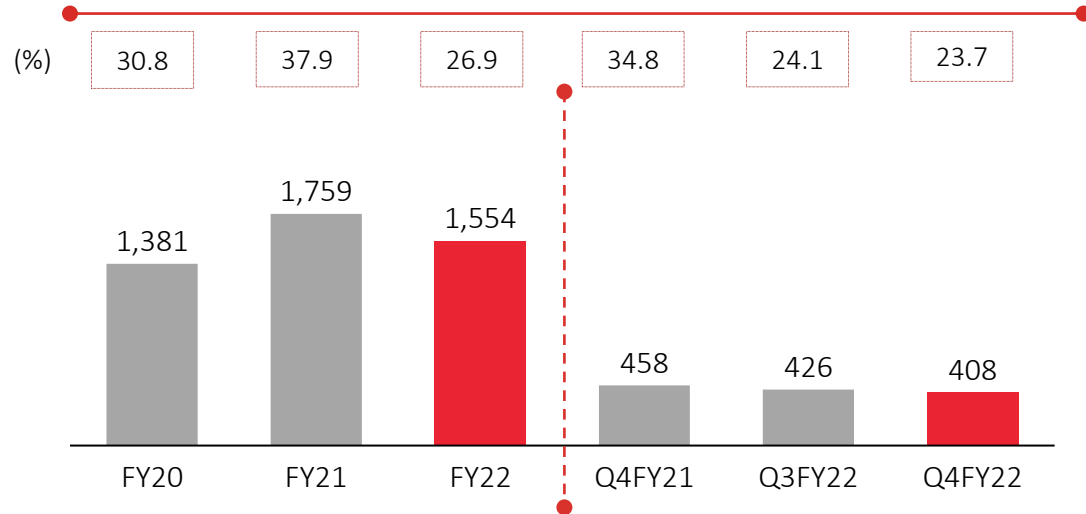
Volumes^ ('00 TEUs)



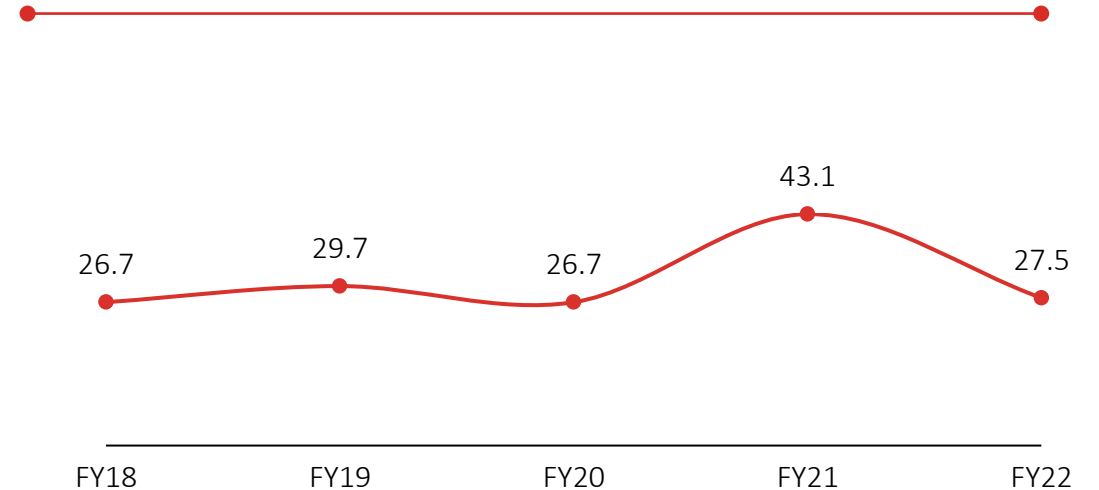
Revenue (₹ mn)



EBITDA (₹ mn) & EBITDA Margins (%)



ROCE (%)



^ only CFS volumes, excludes Dadri volumes



P&E, LOGISTICS PARKS AND OTHERS  
TRANSINDIA REALTY & LOGISTICS PARKS LIMITED (TRLPL)



- 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 >Rs 250 mn.
- The lease contracts are long term with periodic escalations. The investments are typically backed by self servicing lease rent discounting finance (LRD).

“Grade A” fulfilment centres



“State of the Art” infrastructure



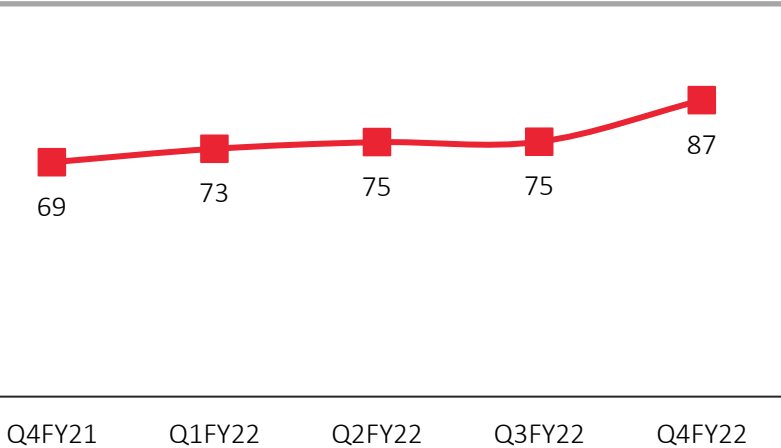
“Built to Suit” customisation



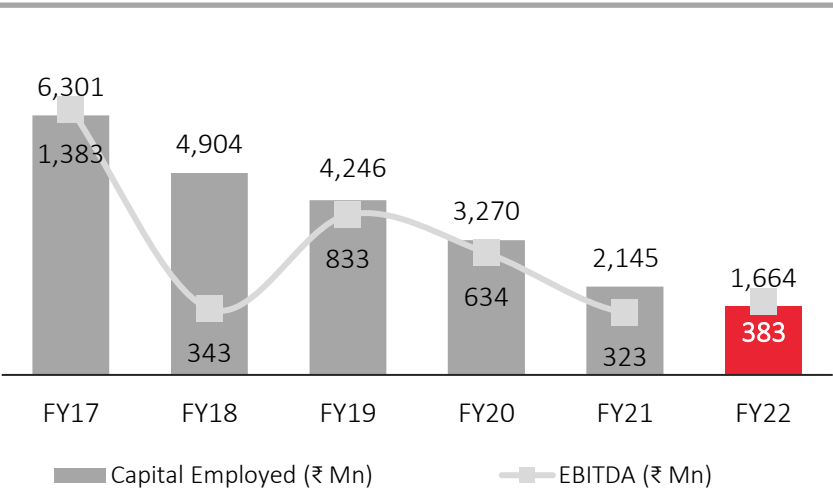




Cranes: Capacity Utilisation (%)



P&E Segment: Capital Employed (Rs mn)



- P&E segment includes Crane and container handling equipment rental and Project transportation services.
- 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.

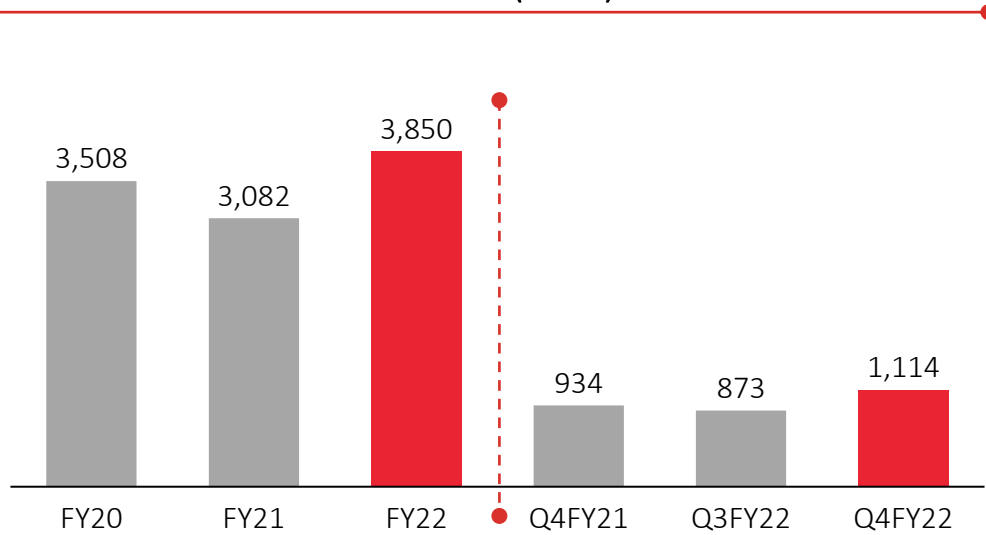
Divestment Update

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

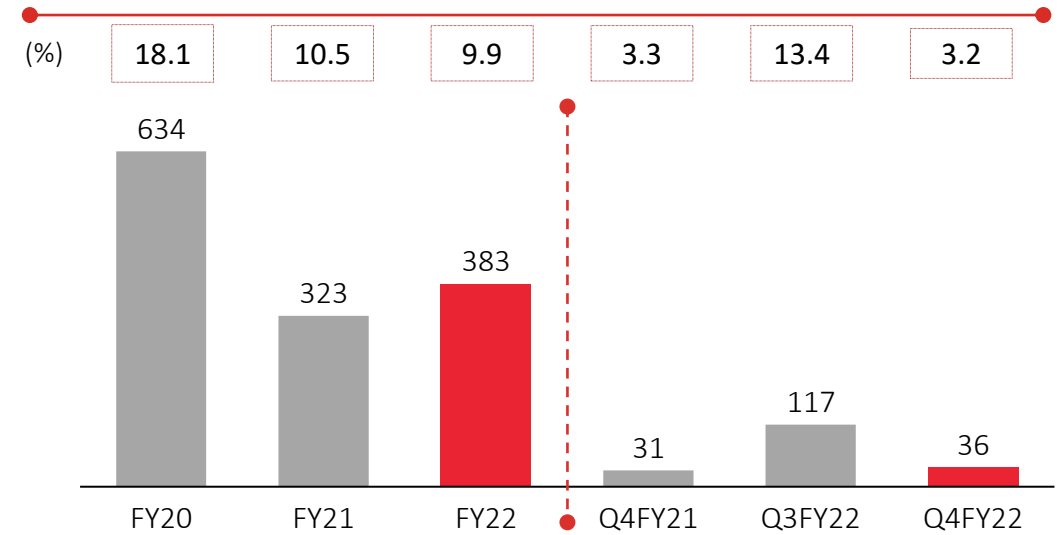
# RENTAL AND OTHERS - KEY FINANCIAL TRENDS

## ENGINEERING SOLUTIONS

Revenue (₹ mn)

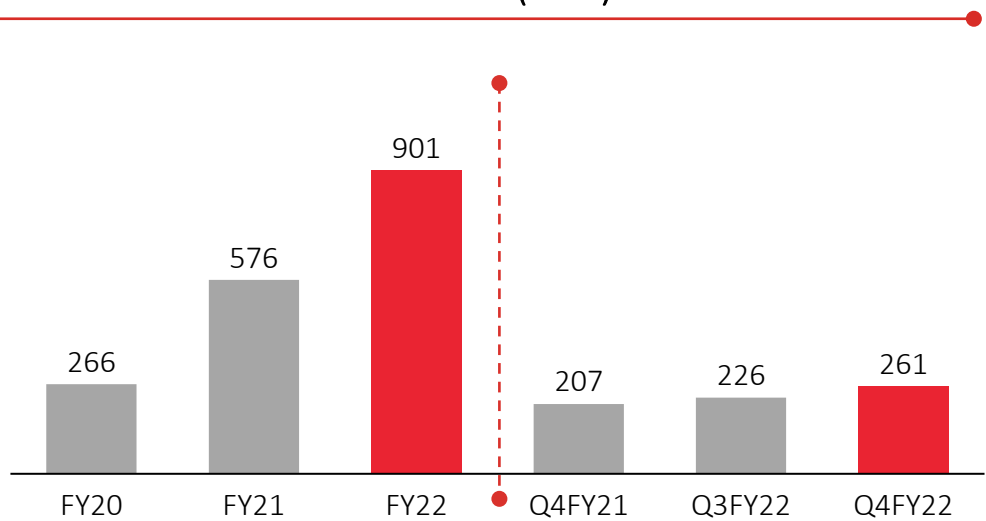


EBITDA (₹ mn) & EBITDA Margins (%)

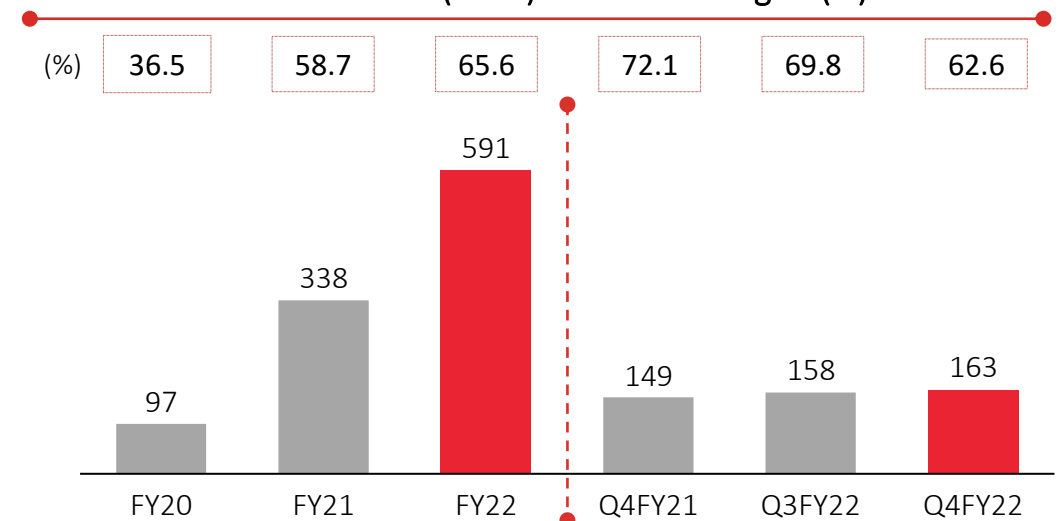


## LOGISTIC PARKS

Revenue (₹ mn)



EBITDA (₹ mn) & EBITDA Margins (%)





EXPERIENCED  
MANAGEMENT TEAM

# BOARD OF DIRECTORS



## 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.



## CYNTHIA DSOUZA

Non- Executive, Independent Director

An accomplished professional with four decades of experience in general management, sales & marketing and HR functions. She has held leadership positions in Coca Cola, Eureka Forbes, P&G and TCS amongst others, prior to her own venture. She is a graduate in Psychology and Masters from TISS.



## 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.

# MANAGEMENT TEAM - ALLCARGO LOGISTICS



**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.



**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.



**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.



# 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.



**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.



**SIMON SACHU**

CCO, Global Air, FCL & Procurement

An industry veteran with 20+ years experience, he has made significant contribution to ECU Worldwide's growth. 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.



**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.



**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.



**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.



**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.



**MARC MEIER**

Regional Head –  
Germany/ Central Eastern Europe

An experienced senior Logistics executive whose general management expertise has been evidenced in a series of successful multi-country roles encompassing key change initiatives. In his career spanning 25 years, he has been in leadership roles at DHL and Hellman, prior to joining ECU.



**MARC STOFFELEN**  
Global Head KAM

An industry veteran who has been with the organization since inception and contributed significantly to growth. He has spearheaded centralizing of product and service offerings, tariffs and strategic solutions for ECU Worldwide's global key accounts.



**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. He is an expert across infrastructure, applications and security.



# MANAGEMENT TEAM - GATI



**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 Supply Chain Officer

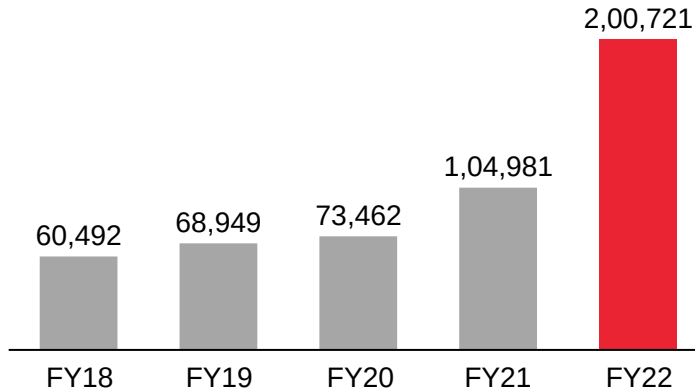
Well rounded logistics professional with extensive experience in operations, Network management, Business partner management, Ex-Regional Director at DHL SmarTrucking



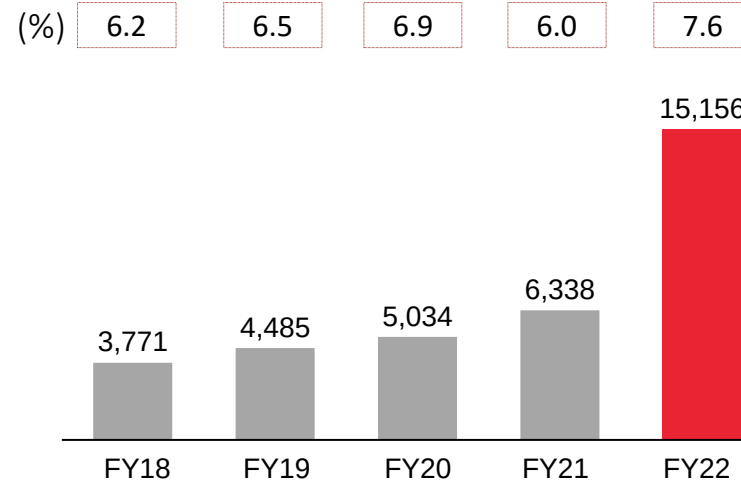
## CONSOLIDATED FINANCIAL OVERVIEW

# KEY FINANCIAL HIGHLIGHTS - CONSOLIDATED

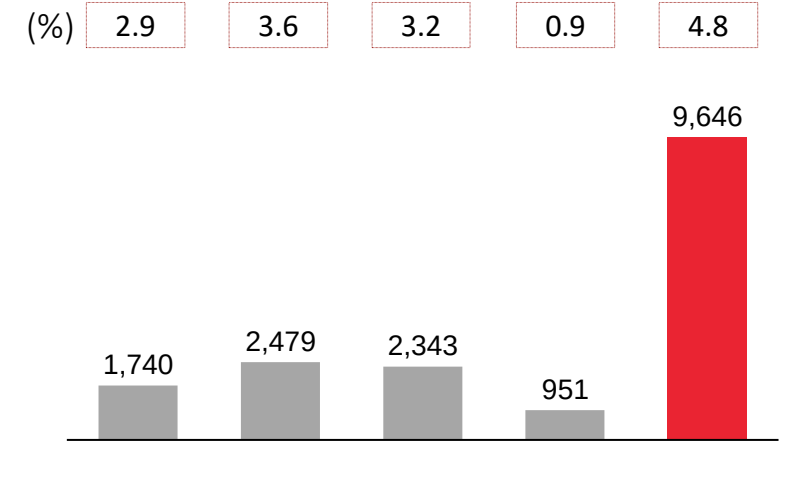
Total Operational Revenue^ (₹ mn)



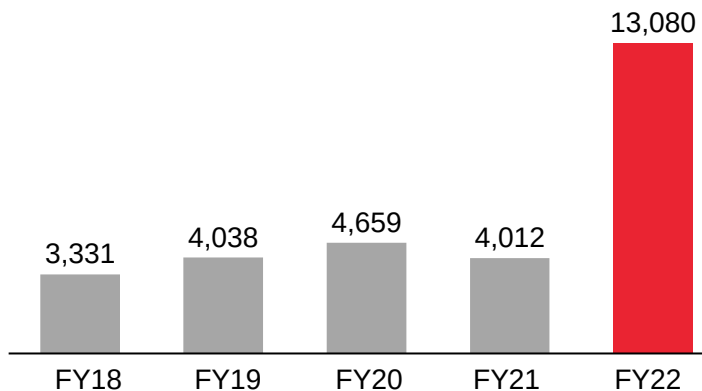
EBITDA^ (₹ mn) & EBITDA^ Margins (%)



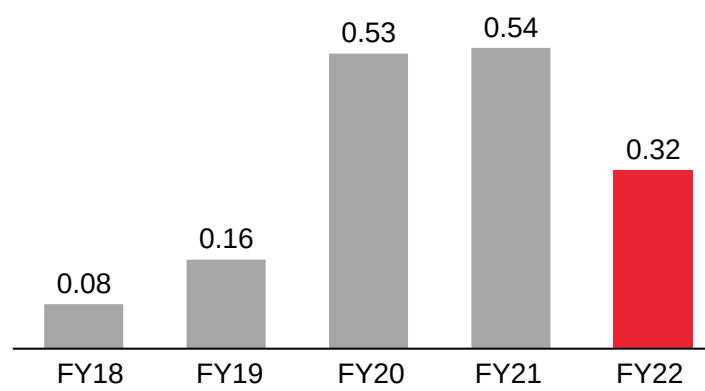
PAT\* (₹ mn) & PAT\* Margins (%)



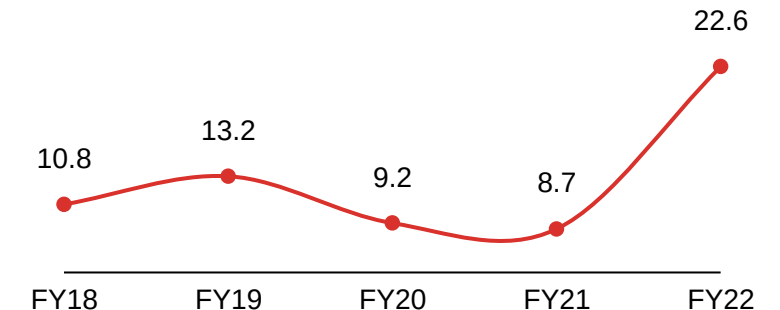
Cash Profits (₹ mn)



Net Debt to Equity (x)



Return on Capital Employed# (%)



^ excludes other income & ACCI, \*reported PAT, # adjusted for unallocable expenditure

# CONSOLIDATED INCOME STATEMENT - QUARTERLY

| Particulars (₹ Mn)                                 | Q4FY22 | Q4FY21 | Y-O-Y  | Q3FY22 | Q-O-Q  | FY22     | FY21     | Y-o-Y  |
|----------------------------------------------------|--------|--------|--------|--------|--------|----------|----------|--------|
| Revenue from Operations                            | 57,759 | 33,493 | 72.5%  | 58,691 | -1.6%  | 2,00,721 | 1,04,981 | 91.2%  |
| Expenses                                           | 53,445 | 31,563 |        | 53,645 |        | 1,85,564 | 98,643   |        |
| EBITDA                                             | 4,314  | 1,930  | 123.5% | 5,046  | -14.5% | 15,156   | 6,338    | 139.1% |
| <i>EBITDA Margin (%)</i>                           | 7.5%   | 5.7%   |        | 8.6%   |        | 7.6%     | 6.0%     |        |
| Other Income                                       | 107    | 108    |        | 165    |        | 423      | 554      |        |
| Finance cost                                       | 302    | 320    |        | 248    |        | 1,100    | 1,356    |        |
| Depreciation and amortisation expenses             | 935    | 855    |        | 875    |        | 3,434    | 3,061    |        |
| PBT before associates, joint ventures              | 3,185  | 863    |        | 4,087  |        | 11,046   | 2,474    |        |
| Share of profit from associates and joint ventures | 181    | 104    |        | 301    |        | 812      | 170      |        |
| Exceptional Items                                  | (231)  | (812)  |        | 0      |        | 644      | -1,053   |        |
| Profit before tax                                  | 3,135  | 155    | NA     | 4,388  | -28.6% | 12,502   | 1,591    | 685.9% |
| Tax expense                                        | 730    | 96     |        | 839    |        | 2,856    | 640      |        |
| PAT                                                | 2,405  | 59     | NA     | 3,549  | -32.2% | 9,646    | 951      | 914.2% |
| <i>PAT Margin (%)</i>                              | 4.2%   | 0.2%   |        | 6.0%   |        | 4.8%     | 0.9%     |        |
| Other Comprehensive income                         | 139    | (154)  |        | (5)    |        | 165      | 36       |        |
| Total Comprehensive income                         | 2,544  | (95)   | NA     | 3,543  | -28.2% | 9,811    | 987      | 894.3% |
| Basic EPS (INR)                                    | 10.05  | 2.19   |        | 13.58  |        | 37.68    | 7.04     |        |

# CONSOLIDATED INCOME STATEMENT - ANNUAL

| Particulars (₹ Mn)                                 | FY22          | FY21         | FY20         | FY19         |
|----------------------------------------------------|---------------|--------------|--------------|--------------|
| Revenue from Operations                            | 2,00,721      | 1,04,981     | 73,462       | 68,949       |
| Expenses                                           | 1,85,564      | 98,643       | 68,428       | 64,464       |
| EBITDA                                             | 15,156        | 6,338        | 5,034        | 4,485        |
| <i>EBITDA Margin (%)</i>                           | <i>7.55%</i>  | <i>6.04%</i> | <i>6.85%</i> | <i>6.50%</i> |
| Other Income                                       | 423           | 553          | 413          | 338          |
| Finance cost                                       | 1,100         | 1,356        | 685          | 295          |
| Depreciation and amortisation expenses             | 3,434         | 3,061        | 2,316        | 1,559        |
| <b>PBT before associates, joint ventures</b>       | <b>11,046</b> | <b>2,474</b> | <b>2,446</b> | <b>2,969</b> |
| Share of profit from associates and joint ventures | 812           | 170          | 61           | 52           |
| Exceptional Items                                  | 644           | (1,053)      | 547          | -            |
| <b>Profit before tax</b>                           | <b>12,502</b> | <b>1,591</b> | <b>3,054</b> | <b>3,021</b> |
| Tax expense                                        | 2,856         | 640          | 711          | 542          |
| <b>PAT</b>                                         | <b>9,646</b>  | <b>951</b>   | <b>2,343</b> | <b>2,479</b> |
| <i>PAT Margin (%)</i>                              | <i>4.81%</i>  | <i>0.91%</i> | <i>3.19%</i> | <i>3.60%</i> |
| Other Comprehensive income                         | 165           | 36           | 353          | (127)        |
| <b>Total Comprehensive income</b>                  | <b>9,811</b>  | <b>987</b>   | <b>2,696</b> | <b>2,352</b> |
| <b>Diluted EPS (INR)</b>                           | <b>37.68</b>  | <b>7.04</b>  | <b>9.08</b>  | <b>9.85</b>  |

# CONSOLIDATED BALANCE SHEET

| Equity and Liabilities (₹ Mn)                       | Mar-22        | Mar-21        | Mar-20        | Mar-19        |
|-----------------------------------------------------|---------------|---------------|---------------|---------------|
| <b>Equity</b>                                       |               |               |               |               |
| Equity share capital                                | 491           | 491           | 491           | 491           |
| Other equity                                        | 31,126        | 22,344        | 20,966        | 19,497        |
| <b>Equity attributable to holders of the parent</b> | <b>31,617</b> | <b>22,835</b> | <b>21,457</b> | <b>19,988</b> |
| Non-controlling interest                            | 3,837         | 3,314         | 266           | 207           |
| <b>Total Equity</b>                                 | <b>35,454</b> | <b>26,149</b> | <b>21,723</b> | <b>20,195</b> |
| <b>Non-current liabilities</b>                      |               |               |               |               |
| Financial liabilities                               |               |               |               |               |
| Lease Liability                                     | 3,688         | 2,514         | 1,437         | -             |
| Borrowings                                          | 9,802         | 7,167         | 7,967         | 3,781         |
| Other financial liabilities                         | 238           | 320           | 249           | 258           |
| Long term provisions                                | 25            | 25            | 25            | 23            |
| Net employment defined benefit liabilities          | 206           | 123           | 7             | 7             |
| Deferred tax liability (net)                        | 1,683         | 1,471         | 128           | 15            |
| Other non-current liabilities                       | 123           | 90            | 70            | 72            |
| <b>Total Non-current liabilities</b>                | <b>15,765</b> | <b>11,710</b> | <b>9,883</b>  | <b>4,156</b>  |
| <b>Current Liabilities</b>                          |               |               |               |               |
| Financial liabilities                               |               |               |               |               |
| Lease Liability                                     | 1,006         | 603           | 617           | -             |
| Borrowings                                          | 8,677         | 10,370        | 4,395         | 1,189         |
| Trade payables                                      | 19,205        | 13,889        | 8,527         | 6,990         |
| Other payables                                      | 1,530         | 1,420         | 654           | 925           |
| Other financial liabilities                         | 3,585         | 2,636         | 2,185         | 1,027         |
| Contact Liabilities                                 | 9,228         | 4,471         | -             | -             |
| Net employment defined benefit liabilities          | 672           | 534           | 432           | 414           |
| Other current liabilities                           | 1,309         | 1,860         | 4,526         | 4,096         |
| Income tax liabilities (net)                        | 1,269         | 961           | 195           | 166           |
| <b>Total Current liabilities</b>                    | <b>46,481</b> | <b>36,743</b> | <b>21,531</b> | <b>14,807</b> |
| <b>Total equity and liabilities</b>                 | <b>97,701</b> | <b>74,602</b> | <b>53,137</b> | <b>39,158</b> |

| Assets (₹ Mn)                         | Mar-22        | Mar-21        | Mar-20        | Mar-19        |
|---------------------------------------|---------------|---------------|---------------|---------------|
| <b>Non Current Assets</b>             |               |               |               |               |
| Plant, Property & Equipment (net)     | 7,236         | 8,977         | 12,099        | 11,368        |
| Right use of assets                   | 4,575         | 3,059         | 2,026         | -             |
| Capital Work in Progress              | 20            | 24            | 2,690         | 1,645         |
| Investment Property (net)             | 7,879         | 6,817         | 326           | 444           |
| Investment property under development | 2,153         | 1,756         | -             | -             |
| Goodwill on Consolidation             | 6,865         | 5,664         | 3,365         | 2,850         |
| Intangible assets (net)               | 6210          | 5,334         | 1,864         | 1,305         |
| Intangible Assets under Development   | 9             | 3             | 3             | 6             |
| Investments in JV & associates        | 3,674         | 2,534         | 4,134         | 2,137         |
| Investments                           | 533           | 395           | 893           | 6             |
| Loans                                 | 1270          | 986           | 492           | 324           |
| Other financial assets                | 659           | 165           | 118           | 121           |
| Deferred tax assets (net)             | 1,794         | 1,921         | 1,220         | 1,097         |
| Income tax assets (net)               | 1,319         | 1,053         | 187           | 236           |
| Other non-current assets              | 703           | 720           | 847           | 890           |
| <b>Total Non-Current Assets</b>       | <b>44,898</b> | <b>39,447</b> | <b>30,264</b> | <b>22,429</b> |
| <b>Current Assets</b>                 |               |               |               |               |
| Inventories                           | 57            | 97            | 78            | 89            |
| Investments                           | 1,460         | 311           | 70            | 251           |
| Other Financial asset                 | 281           | 144           | -             | -             |
| Loans                                 | 737           | 668           | 570           | 420           |
| Trade receivables                     | 31,687        | 21,757        | 11,501        | 9,421         |
| Cash and cash equivalents             | 5,751         | 3,068         | 2,493         | 1,895         |
| Other bank balances                   | 692           | 744           | 587           | 511           |
| Contract assets                       | 7,210         | 4,231         | 2,798         | 665           |
| Income tax assets (net)               | 109           | 128           | 130           | 120           |
| Other current assets                  | 3,493         | 2,332         | 4,646         | 3,219         |
| Assets classified as held for sale    | 1,327         | 1,675         | -             | 138           |
| <b>Total Current Assets</b>           | <b>52,803</b> | <b>35,155</b> | <b>22,873</b> | <b>16,729</b> |
| <b>Total Assets</b>                   | <b>97,701</b> | <b>74,602</b> | <b>53,137</b> | <b>39,158</b> |



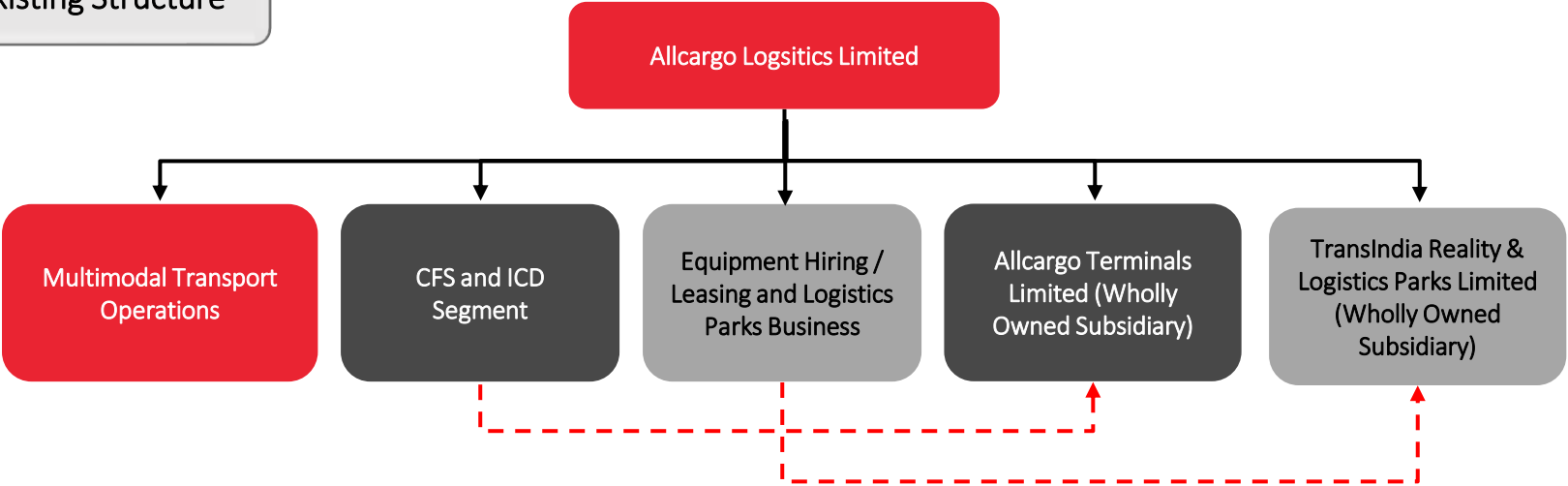
# CONSOLIDATED CASH FLOW

| Particulars (₹ Mn)                                                                | Mar-22  | Mar-21  | Mar -20 | Mar-19  |
|-----------------------------------------------------------------------------------|---------|---------|---------|---------|
| Profit before Tax                                                                 | 11,689  | 1,421   | 2,994   | 2,969   |
| Adjustment for Non-Operating Items                                                | 5,217   | 5,531   | 2,797   | 1,579   |
| Operating Profit before Working Capital Changes                                   | 16,906  | 6,951   | 5,791   | 4,548   |
| Changes in Working Capital                                                        | (5,565) | (2,671) | (1,775) | (688)   |
| Cash Generated from Operations                                                    | 11,341  | 4,281   | 4,016   | 3,860   |
| Less: Direct Taxes paid                                                           | (2,838) | (983)   | (822)   | (616)   |
| Net Cash from Operating Activities                                                | 8,504   | 3,298   | 3,195   | 3,244   |
| Cash Flow from Investing Activities                                               | (5,914) | 16      | (8,862) | (2,891) |
| Cash Flow from Financing Activities                                               | (188)   | (3,161) | 7,383   | (746)   |
| Net increase/ (decrease) in Cash & Cash equivalent                                | 2,402   | 152     | 1,716   | (393)   |
| Cash and cash equivalents at the beginning of the period                          | 3,068   | 2,493   | 1,895   | 2,342   |
| Effect of exchange rate fluctuations on cash held                                 | (114)   | 87      | 102     | (54)    |
| Add / Less: Cash and cash equivalents on account of business Disposal/acquisition | 395     | 337     | (1,220) | 0       |
| Cash and cash equivalents at the end of the period                                | 5,751   | 3,068   | 2,493   | 1,895   |



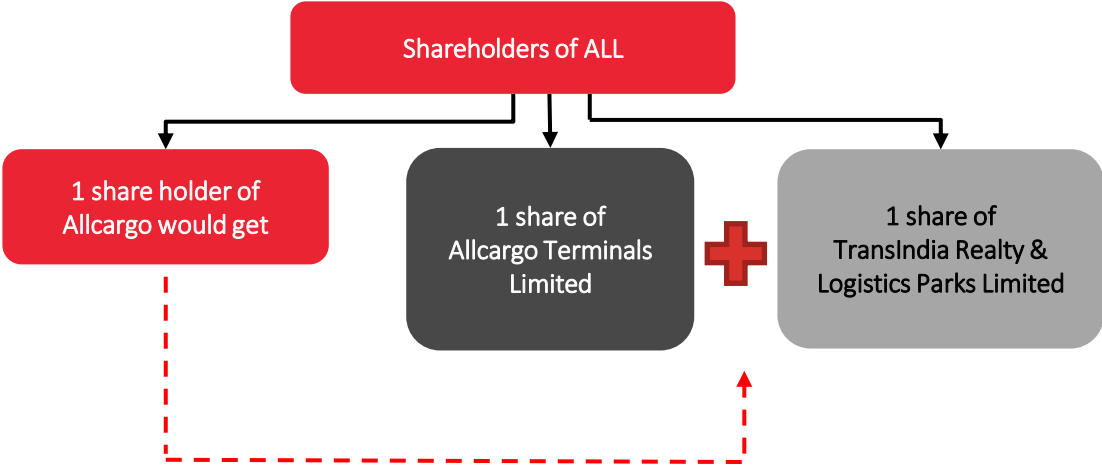
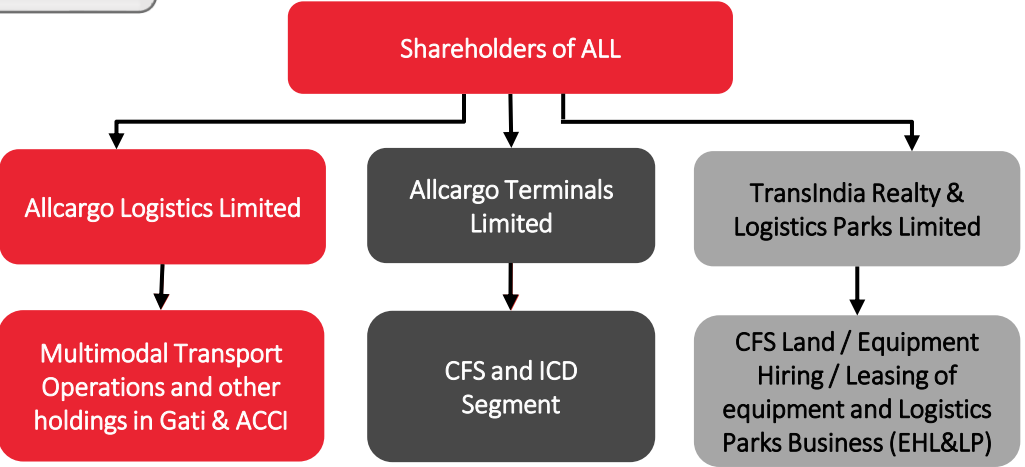
# SIMPLIFIED SCHEME OF ARRANGEMENT

## Existing Structure



*Mirror demerger resulting in no change in the entitlement of shareholders*

## Post-Demerger



## STRATEGIC INDEPENDENCE AND OPERATIONAL & FINANCIAL FLEXIBILITY TO DRIVE GROWTH

### Rationale

#### Independent Business Undertakings

- Simplified structure with independent listed companies with sharp management focus
  - ❖ **ACL:** International Supply Chain(MTO) & Express /Contract Logistics
  - ❖ **ATL:** CFS/ICD Business
  - ❖ **TRL:** Equipment Rental, Logistics Parks & other Realty Businesses

#### Distinct Growth Opportunities

- Divestment of non core businesses to free up the capital and reduce debt
- Enhanced financial flexibility for each businesses
- Provide funding impetus to the long-term growth strategies of each business
- Build strategic partnerships suitable for different set of businesses

#### Sharp Management Focus

- Dedicated management bandwidth to drive growth initiatives
- Better access to resources for driving digital initiatives in asset light businesses
- Ability to evaluate distinct strategic opportunities in the Realty Business

#### Unlock Shareholder Value

- Direct ownership of business with shareholders eliminating inefficiencies
- Attract dedicated pools of investor with specific strategic interest
- Separately listed businesses will reflect full value in each individual business

# SCHEME HIGHLIGHTS

## Proposed Transaction

**Allcargo Logistics (ACL) to demerge its CFS/ICD division and its asset heavy Equipment, Logistics Parks business into separately listed entities.** The demerger would create three focused entities targeting distinct set of growth opportunities. ACL would now focus on its International Supply Chain (MTO) business and organic and inorganic opportunities thereon. The company would continue maintaining its controlling stake in Gati and ACCI.

**Allcargo Terminals (ATL) would include operations related to CFS and ICD businesses** across locations at JNPT, Mundra, Chennai and Kolkata. JV with CONCOR and planned ICD at Jhajjar under Allcargo Inland Terminal would also be a part ATL. The land bank pertaining to usage for this business would be transferred to TRL and this entity would continue to be managed as asset-light entity.

**TransIndia Realty & Logistics Parks (TRL) would build an portfolio of high yielding rental assets.** Some entity assets required for running related party businesses will be leased out to the group (land bank at JNPT and Chennai, corporate office, etc.). Also certain asset classes which could be leased/constructed with other JV partners (Logistics Parks, etc.) would also be a part of TRL.

## Appointed Date

1<sup>st</sup> Day of April, 2022

## Approvals Required

- SEBI and Stock Exchanges
- Equity Shareholders and Creditors
- Regulatory Authorities and Income Tax Authority
- NCLT - Mumbai

## Share Entitlement Ratio

**Proposed demerger of Allcargo Terminals:** Ratio of 1 equity share of ₹ 2 each fully paid up of **ALLCARGO TERMINALS (ATL)** for every 1 equity share of ₹ 2 each fully paid up held in **ALLCARGO LOGISTICS**.

**Proposed demerger of TransIndia Realty & Logistics Parks:** Ratio of 1 equity share of ₹ 2 each fully paid up of **TRANSINDIA REALTY & LOGISTICS PARKS (TRL)** for every 1 equity share of ₹ 2 each fully paid up held in **ALLCARGO LOGISTICS**.

# KEY MILESTONES, INDICATIVE TIMELINES & APPROVALS REQUIRED





# Thank You



Ankit Panchmatia  
Investor Relations

+91-99870 71049

[ankit.panchmatia@allcargologistics.com](mailto:ankit.panchmatia@allcargologistics.com)



Mr. Irfan Raean

+91 97737 78669

[irfan.raean@linkintime.co.in](mailto:irfan.raean@linkintime.co.in)

Mr. Ashish Chovatia

+91 99300 44680

[ashish.chovatia@linkintime.co.in](mailto:ashish.chovatia@linkintime.co.in)

