

May 14, 2025

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 BSE Scrip Code: 543954	To, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (East), Mumbai - 400 051 NSE Symbol: ATL
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Dear Sir/Madam,

Subject: Investor Presentation

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "**Listing Regulations**"), read with Clause 15 of Part A of Schedule III of the Listing Regulations, we are enclosing herewith the Investors Presentation for the fourth quarter and financial year ended March 31, 2025 to be discussed at Earnings Conference Call.

The aforesaid information shall be made available on the Company's website at www.allcargoterminals.com.

We request you to take the above on record.

Thanking you,

Yours faithfully,
For **Allcargo Terminals Limited**

Malav Talati
Company Secretary & Compliance Officer
Membership No: A59947

Encl: a/a



ALLCARGO TERMINALS LIMITED (ATL)

May - 2025



Q4 & FY25 Updates



“

FY2024–25 was a pivotal year for Allcargo Terminals Limited, our second year as an independently listed company. We augmented our overall capacity by 29% with our expansion in JNPT and Mundra, made a strategic investment of ₹115 Cr in HORCL for building a strong value proposition for the NCR market, and increased our stake in Speedy Multimodes to 100%.

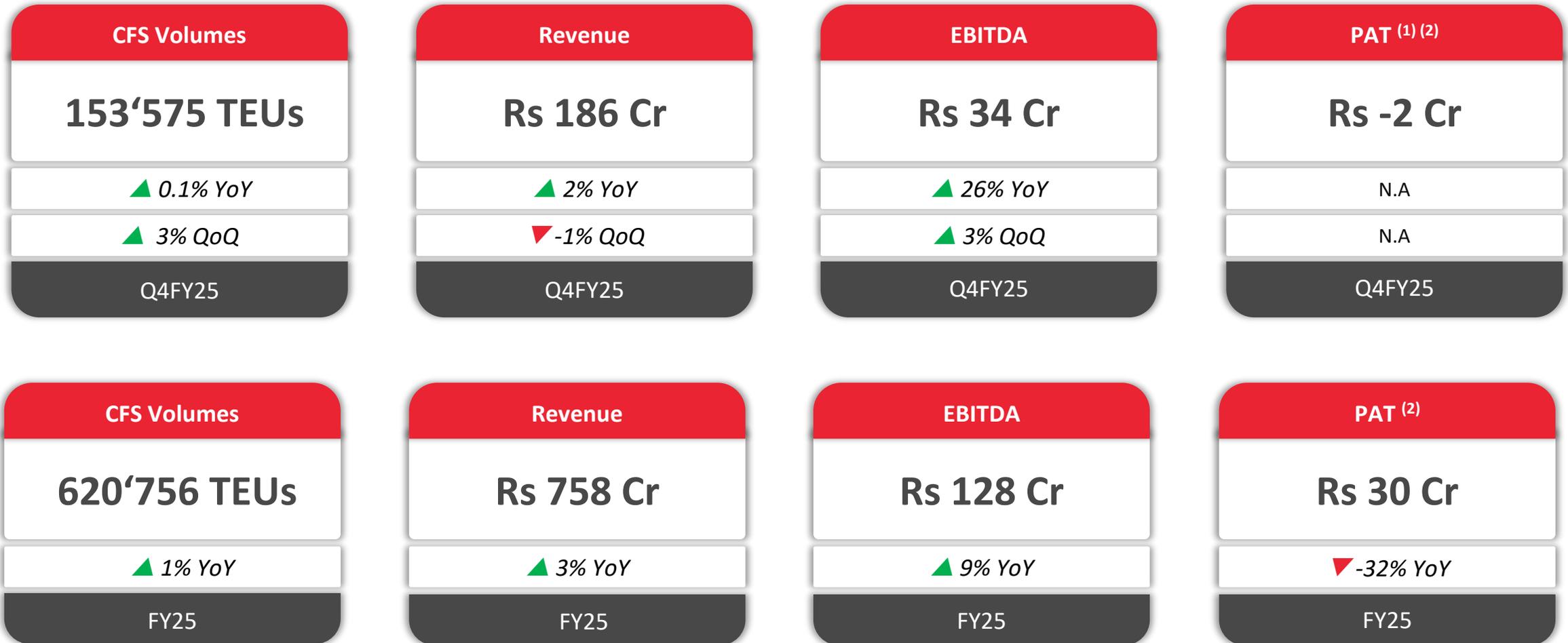
We delivered healthy volume, revenue, and EBITDA growth, while maintaining realization per TEU and improving EBITDA per TEU by 8%.

Our leadership team was further strengthened with key appointments. Continued digital investments enhanced customer satisfaction, reflected in industry leading Net Promoter Score of 65%

We are on course to achieve our aspiration of handling one million laden TEUs and doubling profitability by FY2027–28.

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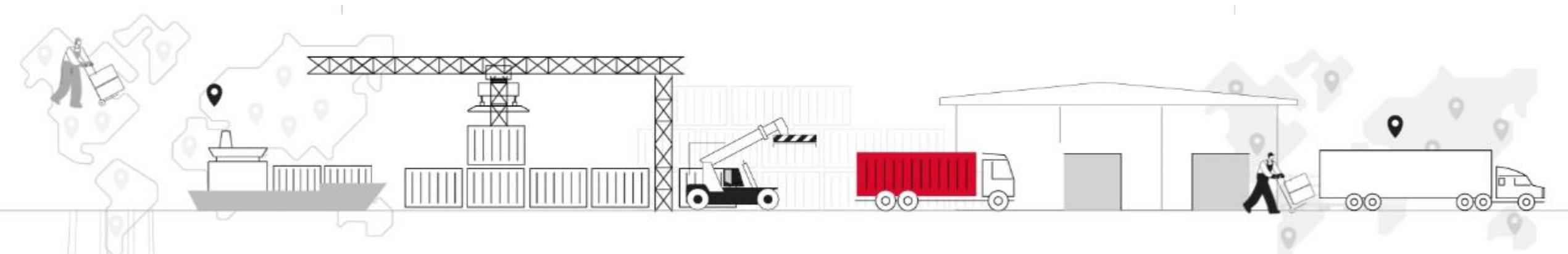
Q4 & FY25 Key Financial Highlights – Consolidated



Note:

1. Current quarter PAT is impacted by Rs 9.7cr of tax provision on account of dividend income from JV / subsidiary;
2. Other one-off cost accounted in Q4 Rs. 2.5cr & FY25 Rs. 10.2cr

Allcargo Terminals – An Overview



ATL – One of India’s Leading CFS Players; Part of the Allcargo Group...

Allcargo Group Present Across The Logistics Value Chain Through Its Group Companies



Allcargo Terminals Limited

A key cog in the value chain by providing CFS, ICD and warehousing services thus supporting India’s EXIM growth



- Leading **Pan India Player** with Asset Light Strategy
- **Industry-leading market share** in addressable market



- 6 CFS (JNPT, Chennai, Mundra and Kolkata) & 1 ICD (Dadri*)
- Installed Capacity of **8,00,000 TEUs**



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



Currently operating at **~90% utilization**



2,350+ Employees
(355 on-roll & 2,000+ contracted)



Digital first approach:
myCFS app and portal

- ~ 90 percent utilization across CFS facilities
- Leveraging economies of scale enabling improved profitability
- Best revenue and profitability matrix amongst industry peers
- Industry leading Net promoter score of 65%
- Asset Right Model

...Offering Wide Range of Services



Containerized Cargo Services



Break Bulk Cargo



Specialized Cargo Handling



Reefer Monitoring Service



Bonded & Non-Bonded Warehouse



Direct Port Delivery



Hazardous Cargo



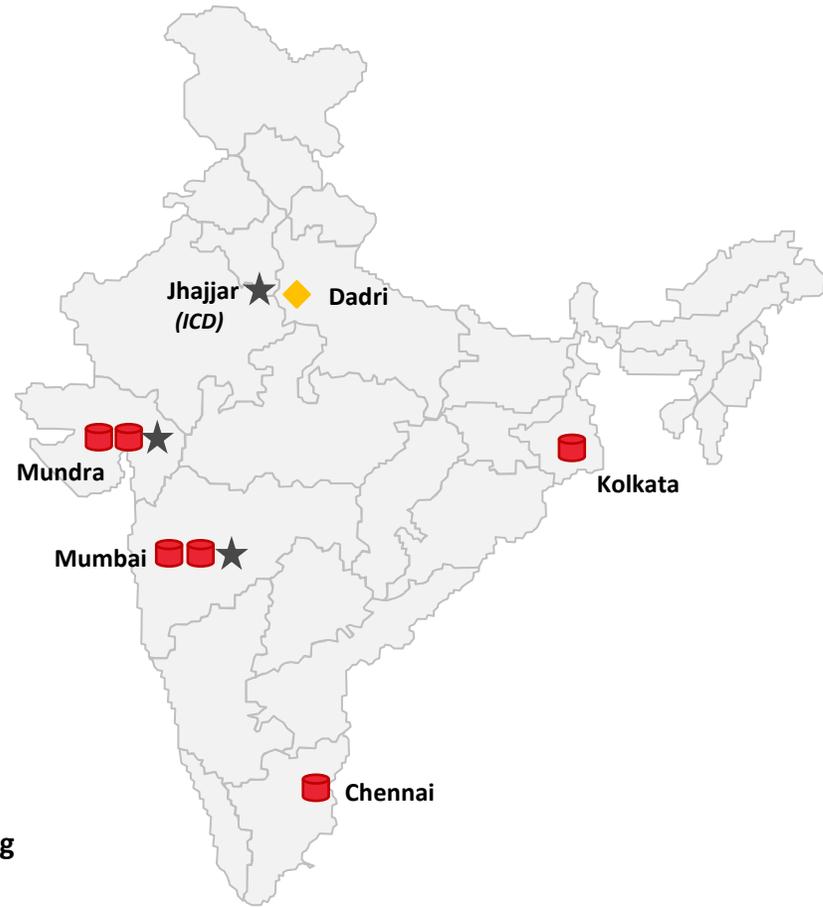
First & Last Mile Delivery



ISO Tank



Strategically Located with Static Yard Capacity of over 26,000 TEUs Per Annum



- CFS
- ◆ ICD
- ★ Upcoming



- Pan India presence in ports that drives >80% of India's container traffic.
- Well placed to capture the DFC driven ICD opportunity.

Location	Owned	Leased*	Total
Mundra (CFS)			
Static Yard Capacity (TEU)	3,000	6,500	9,500
Distance from Port (km)	8	8	-
Acreage (acres)	16	40	56
Total WH Space (sqm)	12,000	18,750	30,750
Mumbai (CFS)			
Static Yard Capacity (TEU)	4,000	5,000	9,000
Distance from Port (km)	18	6	-
Acreage (acres)	43	53	96
Total WH Space (sqm)	37,500	34,616	72,116
Chennai (CFS)			
Static Yard Capacity (TEU)	4,000		4,000
Distance from Port (km)	9		-
Acreage (acres)	24		24
Total WH Space (sqm)	4,645		4,645
Kolkata (CFS)			
Static Yard Capacity (TEU)	2,000		2,000
Distance from Port (km)	2.5		-
Acreage (acres)	17		17
Total WH Space (sqm)	2,622		2,622
Dadri (ICD)			
Static Yard Capacity (TEU)	1,800		1,800
Distance from Rail (km)	1.5		-
Acreage (acres)	10		10
Total WH Space (sqm)	5,245		5,245
Jhajjar (ICD)		UPCOMING	

...With Robust Operational Capabilities



Robust Operational Capabilities

- ✓ Expertise in handling & monitoring ODC, Reefer Containers and Hazardous Cargo movements.
- ✓ Market leader in **JNPT**
- ✓ Market leader in **Mundra**
- ✓ Amongst the top 3 CFS operators in **Kolkata and Chennai**.



Operational Support Services



DPD
Management



Empty Storage &
Management



Equipment
Repairs and
Maintenance



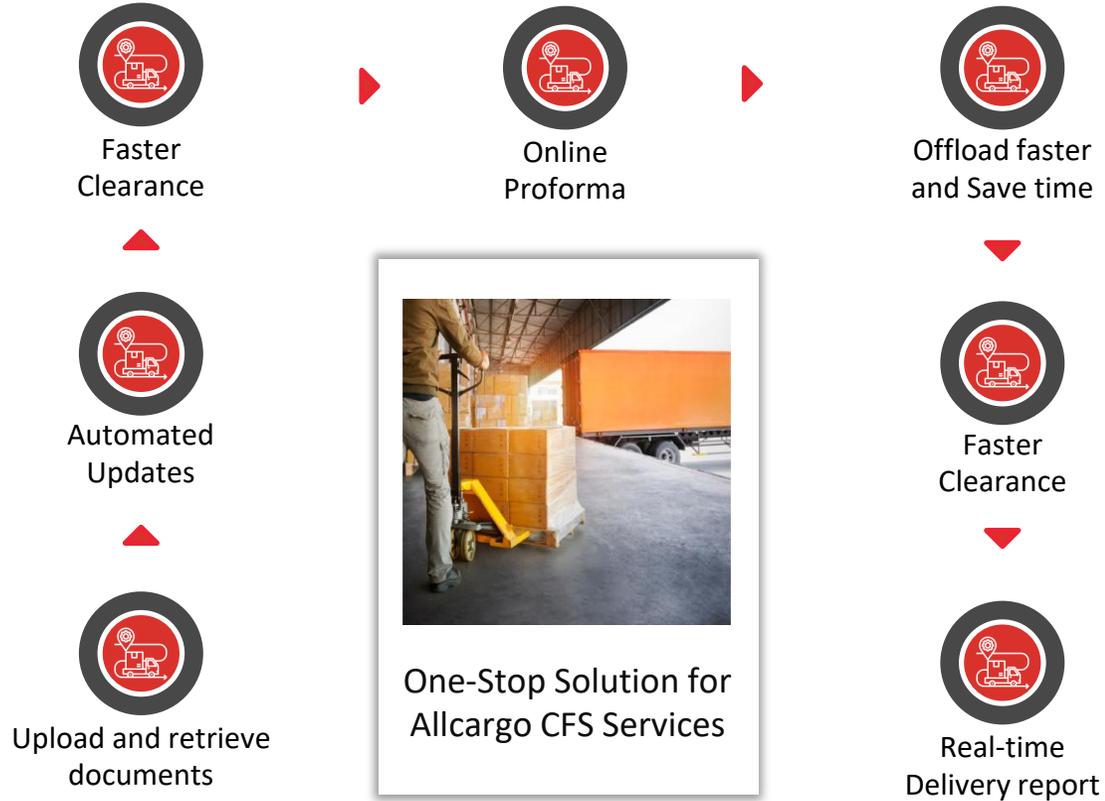
Customized
Reports



Last Mile
Delivery

...Supported by Digital First Initiatives

Digital Customer Journey



Data Driven Decision-making

Enhanced Customer Experience

One In All Digital Platform

Data Based Decisions

67%

Activities pertaining to documentation / counters in CFSs now digitally enabled

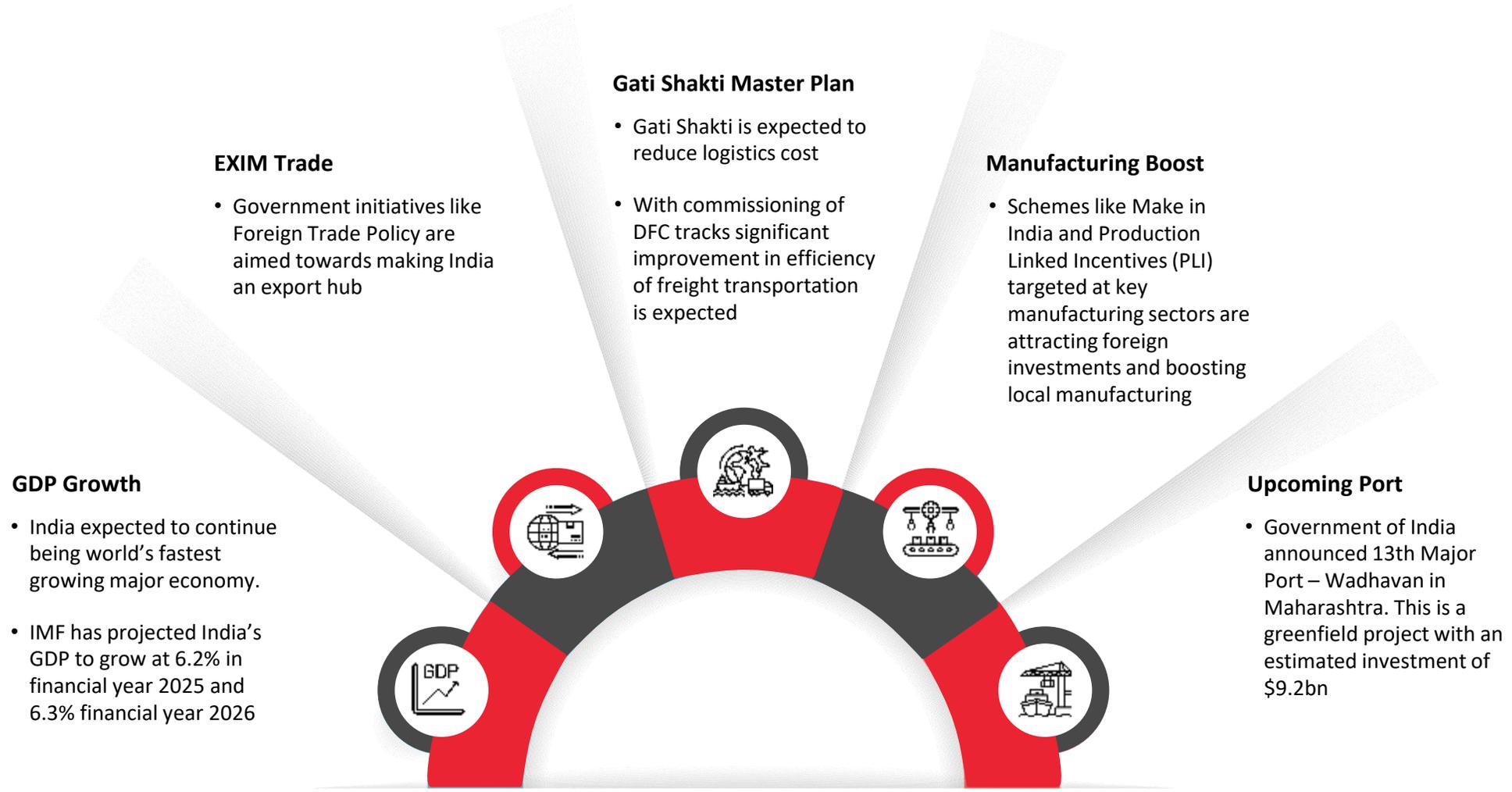
70%

Active customers onboarded on the myCFS portal/App



Macro, Strategy & Key Updates



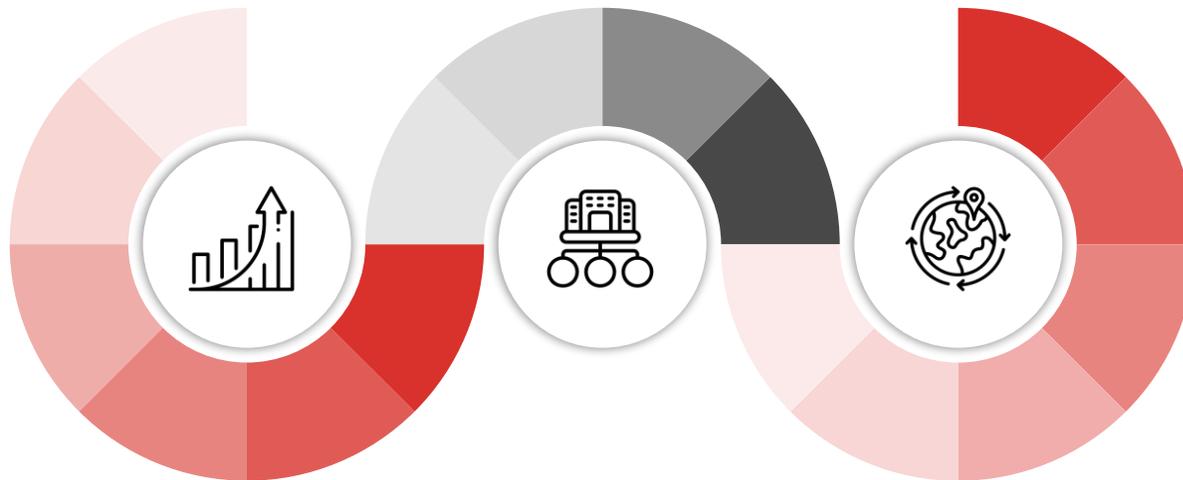


Macro growth drivers are expected to boost trade by lowering costs, increasing efficiencies and reducing barriers. All India port cargo is expected to rise at ~6% CAGR between FY24-30. ATL on the back of its PAN India presence is bound to benefit from this growth.

Aspiration: To move from being a leading player to a significant player in the CFS-ICD space contributing to EXIM trade in the growing Indian economy

Inorganic Growth

Identified areas leveraging the Group's expertise in M&A



Organic Growth

Focus on market share and wallet share increase for profitable growth

Adjacencies

New geographies, Strategic partnerships

The building blocks to deliver Customer Delight across our businesses to power our ambition



People Power

Build & buy approach for talent, new strides in Diversity and Capability enhancement



Digital

Upgrading to latest solutions and digital ways



Ops Excellence

Reliability at its core



Future Fit

Build Strong Governance, and Sustainability as core value



Synergies with Allcargo Group

- **TransIndia Real Estate-** Investments in land banks and Infra development will be playing a key support role.
- **Contract Logistics-** Built warehouse close to JNPT CFS and in the process of scaling up the bundled CFS-Warehouse solutions.
- **NVOCC/LCL/ ECU-** As leading global FCL and LCL consolidators, freight consolidators are key partners to the CFS/ICD business, offering complementary services and end-to-end solutions that drive mutual growth.



CFS Expansion

- **Mundra**
An Additional 60 acres of land for expansion.
- **Mumbai**
An Additional 25 acres of land for expansion.



ICD Expansion

Jhajjar- Investing in an ICD Facility to capitalize on Dedicated Freight Corridor Opportunity



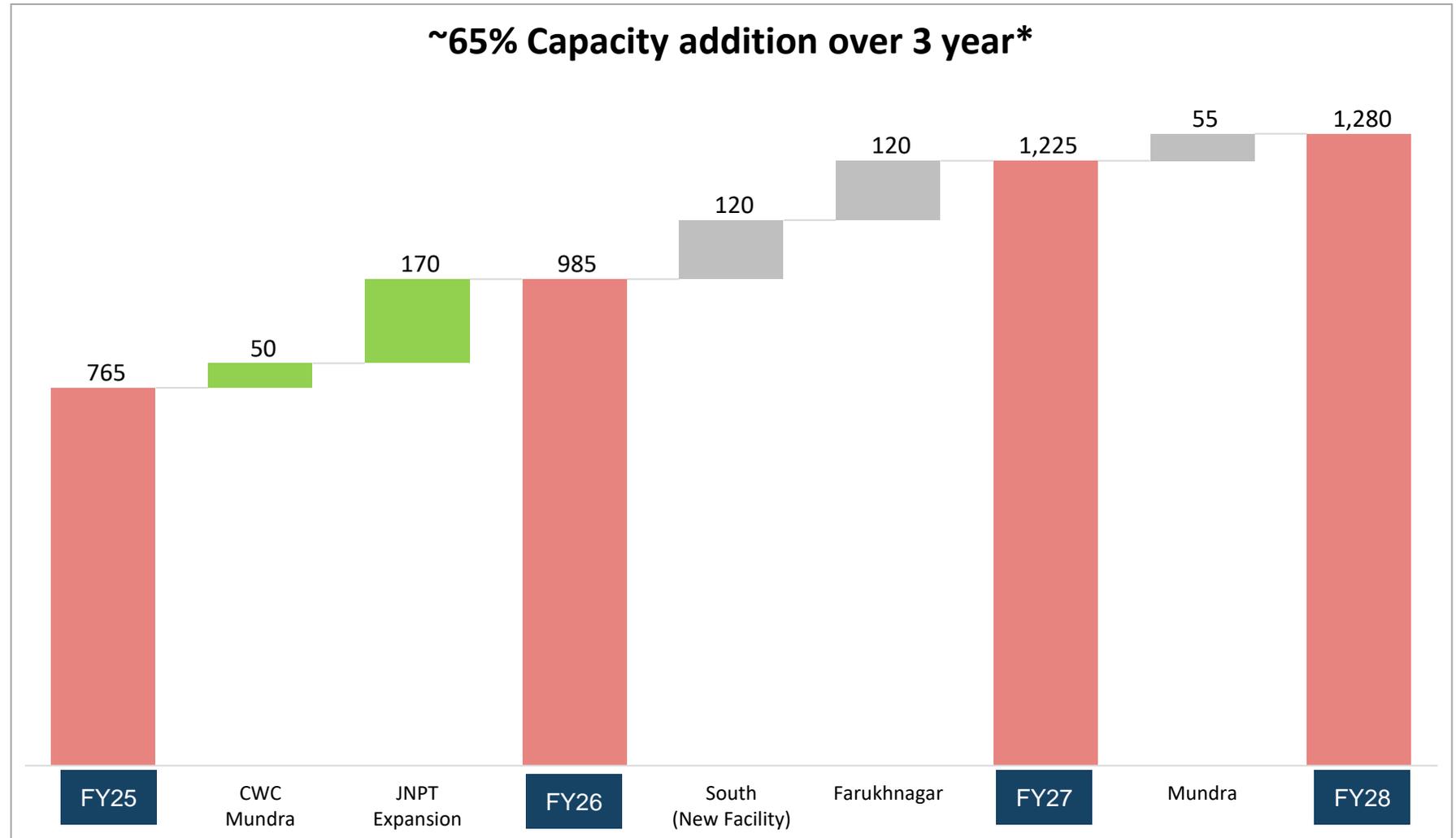
MultiModal Logistics Parks

- Invested in the HORCL, which is executing the HOCR project to connect **Farukhnagar with the DFC.**
- Acquiring **7.6%** stake in HORCL from Allcargo Logistics for **Rs. 115 Cr.**
- This will help in catering to various industries, geographies, and increase rail share by **diverting freight from existing road-based modes to railways.**

Capacity creation in line with three-year aspiration

FY25 – Updates

- ✓ CWC Mundra contract renewed with additional capacity of 50,000 TEUs
- ✓ JNPT expansion of 25 acres to add a capacity of 170,000 TEUs.
- ✓ Strategic investment in HORCL for Farukhnagar.



*Capacity in thousands & is excluding Dadri capacity which is in JV

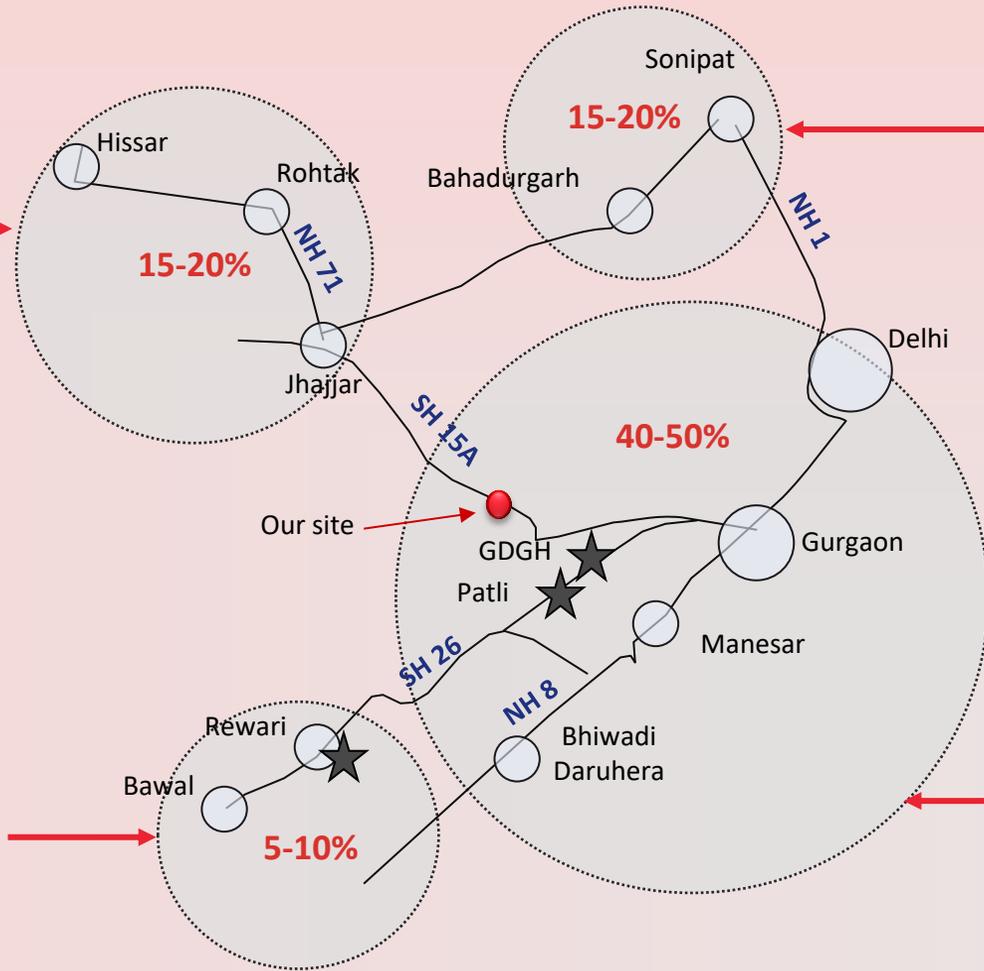
Investing in ICD in Jhajjar...

Advantage Jhajjar: Hinterland container traffic in NCR region

- Allcargo ICD
- ★ Current ICDs

• Major commodities for exports are metal alloys, electronic goods
 • Imports are scrap, metal alloys and electrical goods

• Major commodities for exports are rice and auto components
 • Imports are glass and metal alloys



• Major commodities for exports are Rice, agro-products, footwear products, machine spares
 • Imports are metal alloys, scrap, paper

• Major commodities for exports are automobiles, tyres
 • Imports are paper, alloys, electrical goods, chemicals

... Well Placed to Capitalize on the Advantage of DFC

Advantages of DFC

- The eastern dedicated freight corridor (EDFC) will have a route length of 1,856 kms
- The western dedicated freight corridor (WDFC) will have a route length of 1,483 kms



The WDFC will decongest existing railway networks by moving 70% goods trains to its tracks.



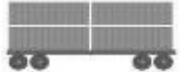
Double-stack containers and increased train length will lead to considerable increase in volumes



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



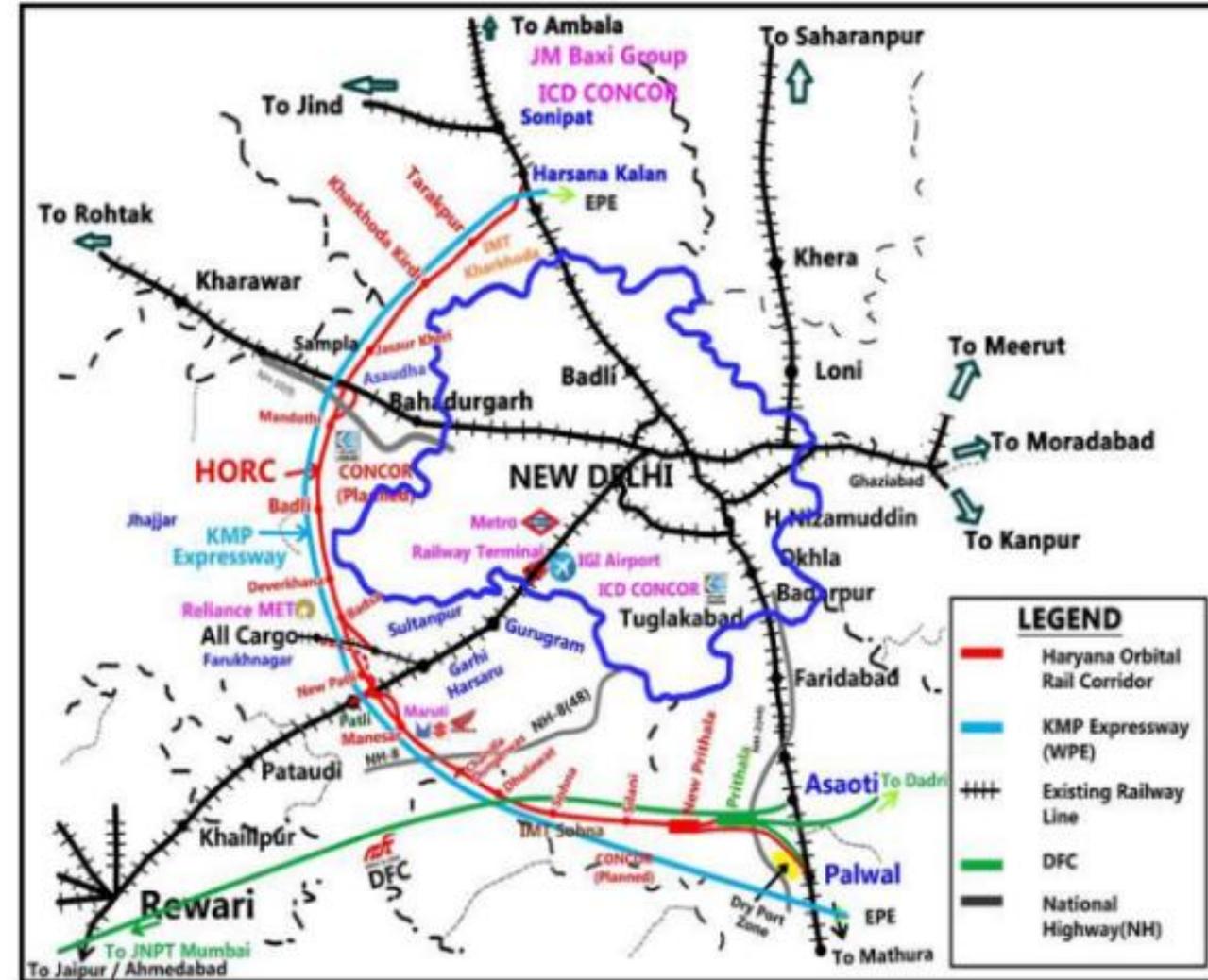
The WDFC will feature advanced signaling and communication systems including an automatic train control system.

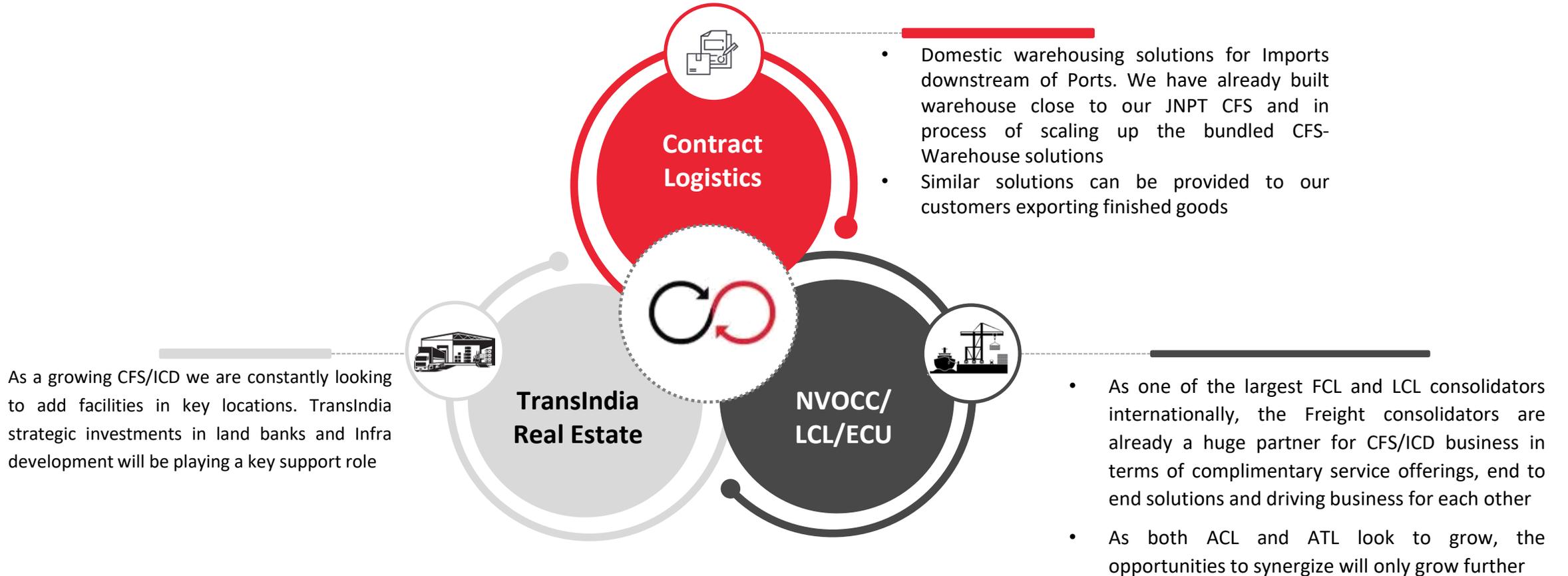
Feature	Existing	On DFC
Moving Dimensions		
Height	4.265 m 	7.1 m for Western DFC  5.1 for Eastern DFC
Width	3200 mm 	3660 mm 
Container Stack	Single Stack 	Double Stack 
Train Length	700 m 	1500 m 
Train Load	5,000 Ton 	13,000 Ton 

Strategic Investment in HORCL for MMLP Farukhnagar

Investment Rational

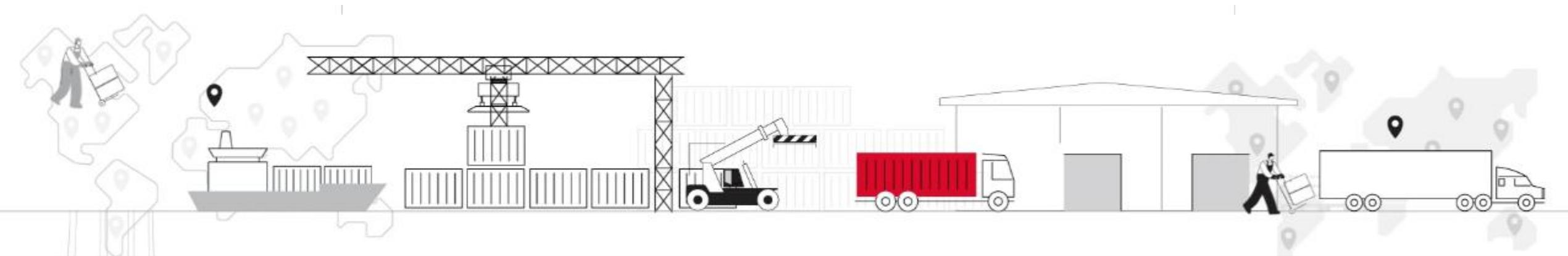
- ATL aims to expand and diversify its operations into MultiModal Logistics Parks and Inland Container Depots.
- To leverage both the DFC and Indian Railways (IR) the company has invested in the HORCL, which is executing HOCR project to connect Farukhnagar with the DFC.
- Transaction involves acquiring 7.6% stake in HORCL from Allcargo Logistics for Rs. 115 Cr. Additionally, ATL will be required to invest Rs. 22.8 Cr in HORCL by subscribing to 2.28 Cr equity shares at a future date.
- Stake purchase will be financed by way of long-term debt.
- With HORCL & DFC connectivity, MMLP Farukhnagar will attract the northbound EXIM container volume to and from **Mundra, Pipavav & JNPA ports**.
- **Share of high speed rail network** including Western DFC and HORCL will be significant in case of MMLP Farukhnagar, enabling ATL to serve the trade faster.





Apart from Business specific synergies, we have created a **Cross-sell function** internally to grow the cross-selling/up-selling and creating Corporate sponsored KAM for large accounts who will focus on **maximizing the wallet share** of logistical spends within the Group entities

MANAGEMENT & BOD



Management Team - Allcargo Terminals



Capt. Ashish Chandna
Chief Executive Officer

- A leading name in the logistics industry. He cofounded Speedy Multimodes, one of the leading CFS facilities at JNPT, Mumbai.
- An angel investor and new age leader.
- He was a sea fearer before venturing into the CFS business.



Pritam Vartak
Chief Financial Officer

- A chartered accountant with over two decades of experience in heading diverse finance functions.
- Proven track record of creating scalable finance function capable of supporting business growth & execution of transformational projects.



Sumita Banerji
Head - Marketing

- Associated with the company for 10 years.
- Started with Shipping Corporation of India after completing her masters from Mumbai University.
- Spent a decade in Sri Lanka where she started her own company.



Nitin Behl
Cluster Head – Rest of India

- An industry veteran with over 25 years experience.
- After joining Allcargo in 2011, he has spearheaded through several tides of the industry and delivered class apart service through the years.



Rahul Archarekar
Operations Head – Pan India

- A shipping, logistics and port professional with 15+ years of experience.
- He has charted through national and international territories, browsing through freight forwarding, shipping Lines, container terminals making him the able leader that he is today.



Sourav Dasgupta
Head: IT & Infrastructure

- Experienced professional with over three decades of experience across geography (USA, Europe, Singapore & India) in different domains like retail, BFSI, IT amongst others.



Capt. Sunny Willams
Cluster Head – West Zone

- Capt, a proven leader with over 25 years of industry experience, has led Speedy's rise as a top CFS facility.
- He has been pivotal in crafting business policies, strategies, and operations with major shipping lines.



Debashis Sethi
Business Head - South India

- Brings a strong track record in Logistics & Supply Chain, recently serving as President – CFS Business at Saurashtra Freight.
- Holds a Mechanical Engineering degree from KIIT Bhubaneswar and a postgraduate degree in Operations, Finance & Strategy from IIM Ranchi.



Richa Rathore
Head Human Resources

- HR professional with 17+ years across diverse industries..
- Holds an engineering degree, a Master's in Labour Laws, a PGDM in HR, and certified OKR Coach and Thomas TEIQue certified.
- HR at Semolina Kitchens (Adani JV) and held key roles at Reliance Retail and Vedanta Resources.

Suresh Kumar Ramiah
Managing Director



- Seasoned industry leader with nearly 30 years' experience in building and growing businesses across logistics, telecom, consumer, and media industries.
- Champion of change management and digital transformation, he is a mechanical engineer with an MBA from IIM Bangalore.

Kaiwan Kalyaniwalla
Chairman and Non-Executive
Non-Independent Director



- Senior counsel with sharp focus on governance.
- Solicitor and Advocate of the Bombay High Court & Senior Partner in a prestigious law firm.
- Member of the investment committee of a SEBI registered real estate fund and NBFC and serves on other reputed boards.

Vaishnavkiran Shetty
Non-Executive
Non-Independent Director



- A leader with digital first mindset, he leads digitalization and technology initiatives through integration of diverse tools and initiatives across group companies.
- He was instrumental in launching ECU360 and driving its global adoption.
- Bachelors degree from the prestigious Emory University.

Radha Ahluwalia
Non-Executive
Independent Director



- Highly regarded mentor and business leader. She was associated with IMA as Managing Director for over 15 years and has worked at Lufthansa and World Bank.
- She has created leadership networks and is highly committed to the development of startup ecosystem, employment generation etc

Mahendrakumar Chouhan
Non-Executive Independent
Director



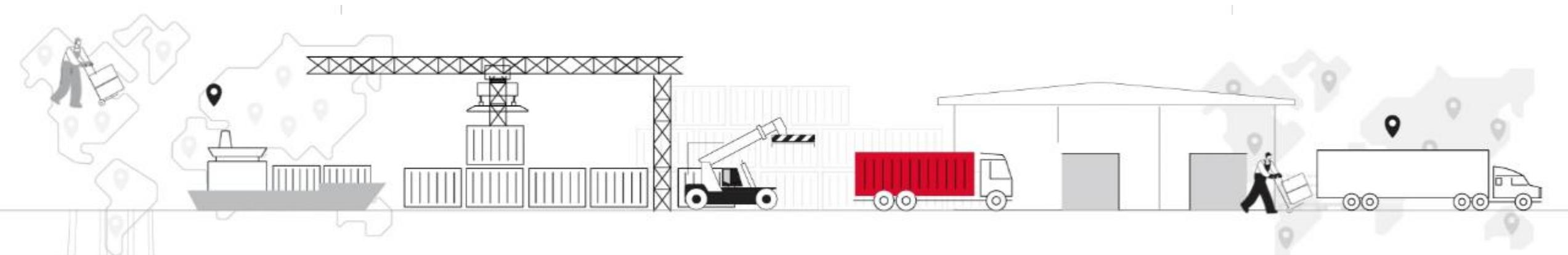
- Professor, Author and board advisor on corporate governance, sustainability and integrated reporting.
- He was the Chairman of Fino Payment Bank and advises boards across diverse domains including financial services, education, online marketplaces, pharma, logistics and manufacturing.

PRAFULLA CHHAJED
Non-Executive
Independent Director



- A fellow and practicing member of the Institute of Chartered Accountants of India (ICAI) and member of CPA (Australia).
- Served as an Independent Director in Insurance Regulatory & Development Authority (IRDA) and as member of Primary Market Advisory Committee of SEBI.

FINANCIALS



Consolidated Income Statement

Particulars (Rs Cr)	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Revenue from Operations	186	182	2%	187	-1%	758	733	3%
Expenses	152	155		155		629	616	
EBITDA	34	27	26%	32	3%	128	117	10%
EBITDA Margin (%)	18.0%	14.7%		17.3%	4%	17.0%	16.0%	
Other Income	3	4		2		9	12	
Finance cost	11	7		9		34	28	
Depreciation and amortisation expenses	16	14		13		56	54	
PBT before associates, joint ventures	10	9	9%	13	-25%	48	46	4%
Share of profit from associates and joint ventures	2	2		2		7	5	
Profit before tax & exceptional items	12	11	9%	15	-21%	55	52	6%
Exceptional items	-3	0		-3		-8	0	
Profit before tax	9	11	-14%	13	-25%	47	52	-8%
Tax expense*	12	2		1		17	7	
PAT	-2	9		12		30	45	
PAT Margin (%)	-1.3%	5.1%		6.3%		4.0%	6.1%	
Diluted EPS (INR)	-0.07	0.36		0.48		1.24	1.81	

*One offs/exceptional impact

1. Current quarter PAT is impacted by Rs 9.7cr of tax provision on account of dividend income from JV / subsidiary;
2. Other one-off cost accounted in Q4 Rs. 2.5cr & FY25 Rs. 10.2cr

Non cash items

Rs. Crs	Q4FY25	Q4FY24	FY25	FY24
IND AS 116 Adjustments				
ROU Depreciation	12	9	38	35
ROU Interest	8	6	26	25
Lease Rental Reversal	-15	-11	-48	-43
Other non-cash items				
Intangible amortization	4	2	14	7

Consolidated Balance Sheet

Assets (Rs Cr)	Mar-25	Mar-24
Property, Plant And Equipment	87	85
Goodwill	33	33
Other Intangible Assets	13	28
Intangible Assets Under Development	0	0
Right Of Use Assets	389	353
Investments In Joint Ventures	143	31
Capital Work-in-progress	0	0
Financial Assets		
Loans	1	0
Other Financial Assets	33	34
Deferred Tax Assets (Net)	63	68
Non Current Tax Assets (Net)	9	6
Other Non-current Assets	1	7
Total Non Current Assets	772	646
Contract Assets	11	12
Financial Assets		
Current Investments	72	41
Trade Receivables	48	44
Cash And Cash Equivalents	17	21
Loans	2	1
Other Financial Assets	22	15
Other Current Assets	15	11
Total Current Assets	187	144
Total Assets	959	790

Equity and Liabilities (Rs Cr)	Mar-25	Mar-24
Equity Share Capital	49	49
Other Equity	219	189
Equity Attributable To Equity Holders Of The Parent	268	238
Non-controlling Interests	9	12
Total Equity	278	250
Financial Liabilities		
Borrowings	102	21
Lease Liabilities	399	359
Employee Benefit Liabilities	3	3
Other Financial Liabilities	0	0
Deferred Tax Liabilities (Net)	4	8
Total Non-current Liabilities	508	391
Contract Liabilities		
Financial Liabilities		
Borrowings	11	16
Lease Liabilities	36	23
Trade Payables	88	88
Other Financial Liabilities	12	2
Net Employee Defined Benefit Liabilities	5	5
Other Current Liabilities	21	15
Total Current Liabilities	174	149
Total Equity And Liabilities	959	790

Consolidated Cash Flow

Particulars (Rs Cr)	Mar-25	Mar-24	Mar-25	Mar-24
	Actual (IND AS)		Adjusted	
Profit before Tax	41	46	41	46
Adjustment for Non-Operating Items	89	76	89	76
Operating Profit before Working Capital Changes	130	123	130	123
Changes in Working Capital	-2	-7	-2	-7
Cash Generated from Operations	128	116	128	116
Less: Direct Taxes paid	-19	-17	-19	-20
Net Cash from Operating Activities	108	99	60	56
Cash Flow from Investing Activities	-130	-39	-130	-39
Cash Flow from Financing Activities	18	-53	67	-10
Net increase/ (decrease) in Cash & Cash equivalent	-4	8	-4	8
Cash and cash equivalents at the beginning of the period	21	13	21	13
Cash and cash equivalents at the end of the period	17	21	17	21

For the purpose of adjusted cashflow, we have reclassified lease interest and lease repayments as components of operating cash outflows from financing cash flow to provide clearer view of the company's core cash-generating ability.

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THANK YOU



TERMINALS

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