



November 10, 2023

National Stock Exchange of India Limited
Exchange Plaza, C-1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai – 400 051
Symbol: AVG

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001
Scrip Code: 543910

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation.

The above information and attachment is for your record and reference.

Thanking You

Yours faithfully,
For AVG LOGISTICS LIMITED

SANJAY GUPTA
MANAGING DIRECTOR
DIN: 00527801

Regd. Office:
25, DDA Market, Savita Vihar,
Delhi-110092
Ph.: 8527494071

AVG LOGISTICS LIMITED

CIN No.: L60200DL2010PLC198327
E-mail: info@avglogistics.com
Website: avglogistics.com

Corporate Office: 102, 1st Floor,
Jhilmil Metro Station Complex,
Delhi-110095 Ph.: 8527291062
+91-11-22124356



»———— AVG LOGISTICS LIMITED ————>

Sustainable, Reliable, Integrated logistics for India's top businesses

Company Presentation
Q2 FY24



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Company Overview



AVG Logistics Limited is a leading multi-modal logistics solutions provider based in India. Founded in 2010, the Company has rapidly grown to become a trusted partner for businesses across India and abroad. With a team of dedicated logistics experts and a modern fleet, AVG Logistics provides customized and technology-driven solutions across transportation, warehousing, distribution, and supply chain management. Furthermore, the Company also offers Third-Party Logistics Services (3PL), effectively complementing its wide range of logistics solutions.

KEY FACTS



Pan India Presence



3,000+ Associated Vehicle



1,000+ Customers



400+ Employees



450+ Owned Vehicle



50+ Branch Network



6 Rail Route



Carrying Capacity : **1 to 40** Tons



FY23
Revenue **₹ 427 Cr**



FY23
EBITDA **₹ 78 Cr**



FY23
PAT **₹ 8 Cr**



Vision

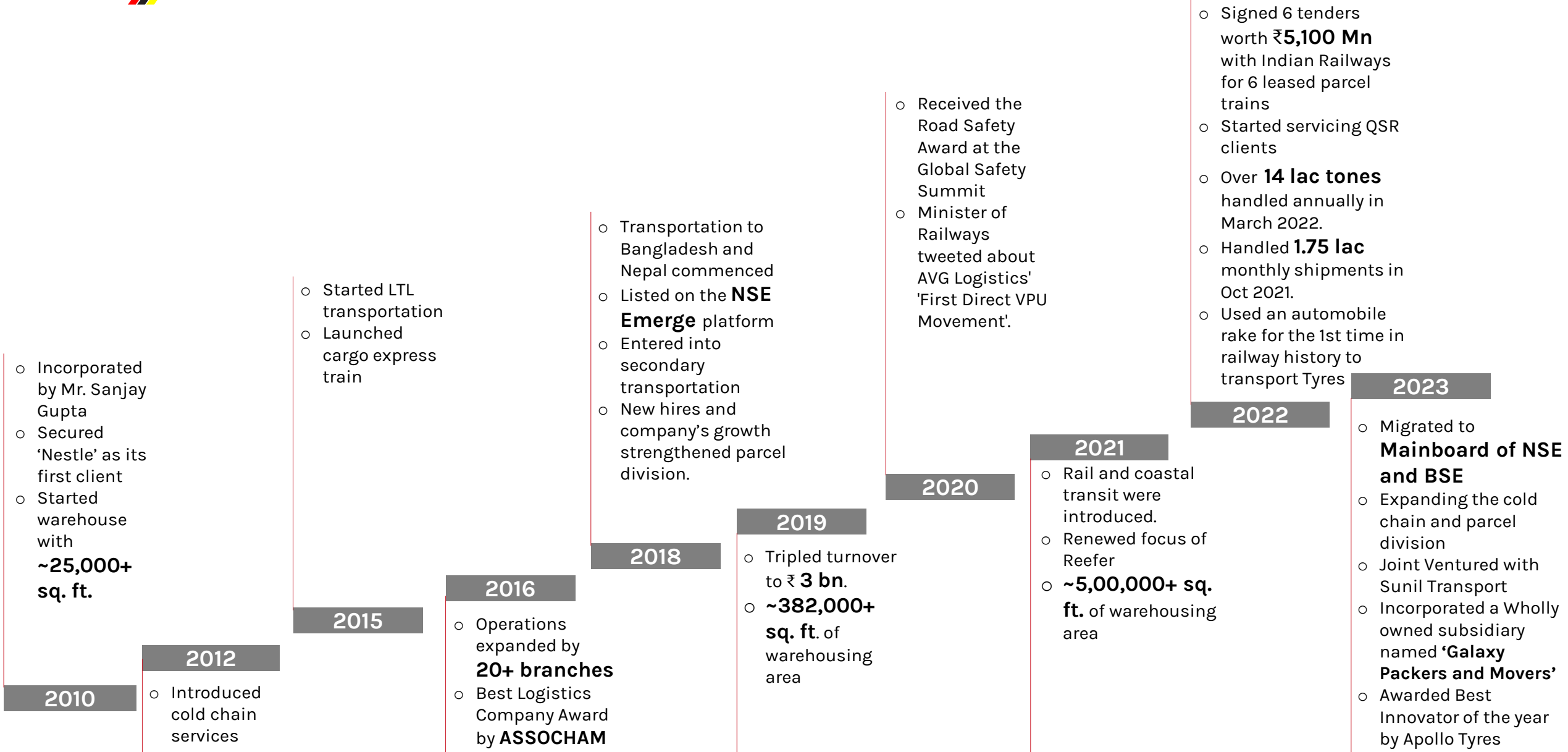
- Aim to be a part of India's success story by being the most reliable & sustainable logistics partner to India's top businesses.



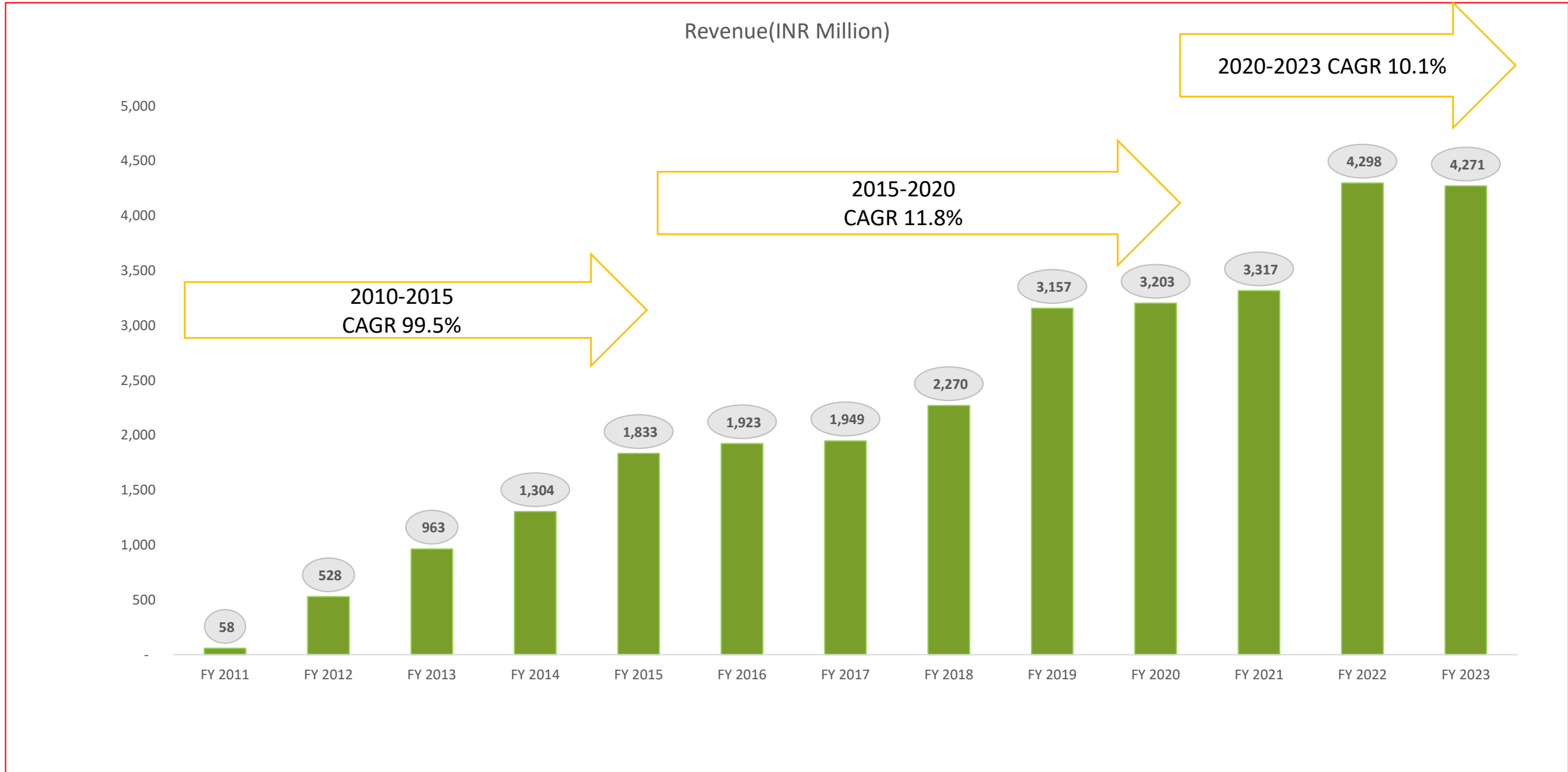
Mission

- To Build strategic partnership with customers to enable them to achieve their supply chain goals.
- To Offer an integrated Multimodal network of Logistics solutions across varied industries.

Our Evolution: Journey of Transformation



Revenue Growth at Glance



Government Recognized Awards



Assocham
Excellence Award



Environment Health
Safety Awards



Environment Health
Safety Awards



DGTA



NSE Emerge



Assocham Excellence
Award 2016



DGTA



NSE Limited & BSE
Limited



BSE Limited



NSE Emerge



NSE Limited



NSE Limited

External Agencies Awards



The Economic Times
Global Logistics Show



India's Greatest
Leaders 2017-18



Cold Chain Industry
Awards by FSC



Cold Chain Industry
Awards by FSC



Inflection
Awards



India's Greatest
Brand 2017-18



Durables
Connect 2023



Concor EXIM Star
Award - 2016



Cold Chain Industry
Award by FSC



Cold Chain Industry
Award by FSC



Global Logistics
Excellence Awards



Memento of
Appreciation

Customer Recognition Awards



JK Tyres



Apollo Tyres Limited



Indian Oil



Mahindra Transport Excellence Awards 2018



IndiaMart



GSK



Apollo Tyres Ltd



Nestle Limited



Business Excellence Award

FMCG Sector



Automotive Industry



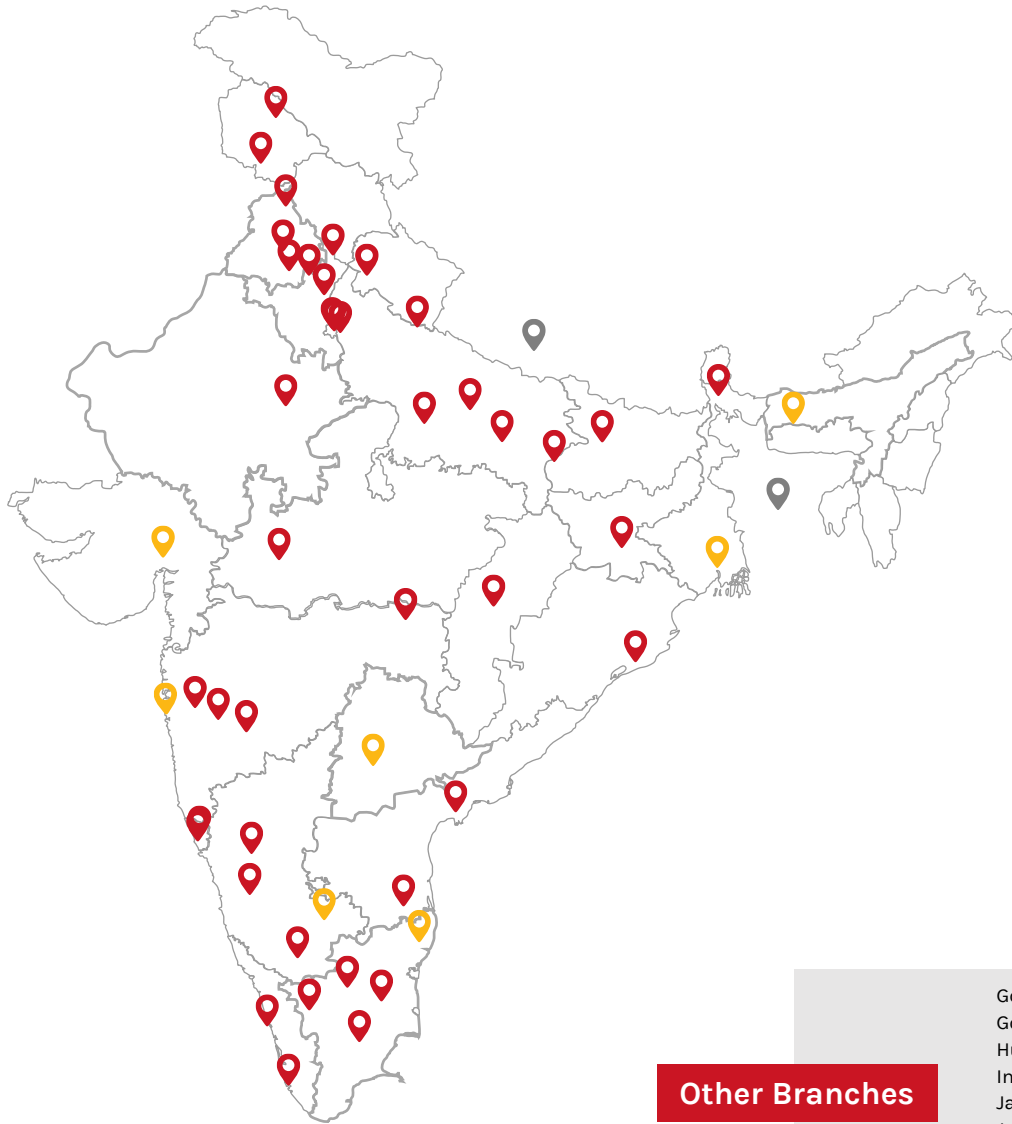
Chemicals & Pharma Sector



Power, Electricals, Telecom, E-Comm & Others



Geographical Presence: Extensive Reach for Seamless Nationwide Operations



7
Zonal Offices

50+
Other Branches

International Networks-
2 Countries

- An extensive network of **50+** branches and **7** zonal offices ensuring AVG has a Pan-India presence
- **9** transshipment hubs for LTL services
- International routes catered to **Nepal and Bangladesh**
- **1** owned fleet maintenance hub
- **~7,05,000 sq. ft.** of warehousing footprint pan India,
- Strong rail logistics network of **6** railway lines
- **3,000+** associated vehicles

Other Branches

Goa (Ponda)	Kundli	Nagpur	Renigunta	Bicholim	Tahliwal
Goa (Bicholim)	Kollam	Noida (U.P.)	Rudrapur	Cochin	Trichy
Hubli	Ludhiana	Okhla	Salem	Coimbatore	UP Border
Indore	Lucknow	Patna		Cuttack	Vijayawada
Jaipur	Madurai	Pune	Alipur	Farrukhnagar	
Jammu	Moga	Roorkee	Ambala	Samalkha	
Kala Amb	Mumbai (Bhiwandi)	Raipur	Baramati/Mumbai	Shimoga	
Kanpur	Nanjangud	Ranchi	Bhiwandi	Siliguri	

Capital Requirements

High initial investment for equipment and facilities.

Distribution Networks

Difficulty for new firms to compete with established companies' established distribution networks.

Customer Relationships

Established firms have strong customer ties, making it challenging for newcomers to build relationships.

Digital First

Efficient digital logistics drive competitiveness.

Sustainable Logistics

AVG prioritize sustainability in logistics, offering multi-modal solutions and EV, aligning with India's climate goals.

Economies Of Scale

Established firms benefit from cost advantages due to larger operations.

Government Regulations

Heavy industry regulations pose challenges for new entrants.

End to End Solution Provider

Avg Logistics delivers seamless end-to-end solutions for your logistical needs, ensuring efficiency and customer satisfaction

Understanding of Customer Needs

Expertise and understanding meet customer needs, building trust and reliability.

Innovative Customer Solutioning

Fosters strategic partnerships, expanding wallet share and mutual growth."



ELEMENTS ESG REPORT

Environmental Elements

- Developing efficient & environment friendly operations with reducing logistics complexities
- **Focusing highly on Rail logistics** as it helps **reducing carbon footprint** along with allowing cost efficient logistics
- Company have young fleets with the highest-grade technology that produce low carbon emission
- **Sedex certified** organization with an environment friendly office infrastructure

Social Elements

- Safety of truck drivers & goods is a critical priority of the company
- Focusing on **high standard training**, measurement and continuous improvement
- Drivers are trained and proper counseling is provided at company's workshops
- Strive to implement **cutting-edge technology to improve efficiency, fleet management and delivery time**
- Invest in employees' health & well being
- **Free eye test and medical checkups** for employees
- Tied-up with **IOCL** to extend facilities at their **Swagat Outlets** for our drivers in-transit
- Free **Medicine distribution** for **Stray Animals**
- Adoption of **Cremation Ground**

Governance Elements

- Company's Board has sufficient number of independent members who provide **unbiased oversight**, their **expert opinions** and make decisions in the best interest of the company and its stakeholders.
- Company is focused on **long-term value creation** with sustainable business practices that consider the **impact on the environment, society, and the company's overall reputation.**

Management Overview





SANJAY GUPTA
MD & CEO

Mr. Sanjay Gupta is the Founder of AVG Logistics Limited, a Veteran logistics leader with 35+ years of extensive experience in logistics industry with rich experience in multi modal logistics management.

Mr. Gupta's Strong strategic thinking, customer servicing approach & interpersonal skills has helped AVG to achieve significant growth & various milestone in short span of 13 Years.

His Proficient business & commercial acumen has developed AVG with Lean & Frugal approach, resultantly AVG has deliver progressive performance during its journey.

Mr. Gupta vision's **AVG** to be a part of India's success story by being the most reliable & sustainable logistics partner to India's top businesses.



ASHA GUPTA
Whole Time Director

Mrs. Asha Gupta is the Co founder of AVG Logistics Limited and since beginning strong Motivator & core Pillar of the company.

Her ability, experience, inter personnel skill and expertise has helped AVG to achieve a steep growth in the past years.



APURVA CHAMARIA
Non-Executive Director

Mr. Apurva Chamaria is an alumnus of the Harvard Business School, Boston and pursuing his PhD in digital engineering from Indian Institute of Technology, Delhi.

Mr. Chamaria is currently the Head of Partnership Solutions, Startups and Venture Capital at Google India.

Mr. Chamaria has also worked as SVP at Tech Mahindra, Chief Revenue officer at RateGain.



ANKIT JAIN
Non-Executive Director

Mr. Ankit Jain has an overall experience of more than 16+ years in varied areas of law & primarily focused on Energy, Regulatory & Policy, Litigation and Dispute Resolution, Corporate and Consumer Law, Competition and Trade Law matters.

He advises prominent corporate and public sector clients on a wide range of legal & commercial strategies, property litigations, M&A, corporate governance, and compliance matters.



SUSHEEL KUMAR TYAGI
Independent Director

Mr. Susheel has more than 40 years of experience in the warehousing and logistics industry at various levels.

Mr. Tyagi has handled warehousing of Air Cargo Delhi Airport, Managed the Container Freight Station, held charge of the Navi Mumbai Region dealing with Import / Export container operation, one of largest set up of Central Warehousing Corporation till July 2012 taking the volume and profits to all time high, a record which still holds.



PAWAN KANT
Independent Director

Mr. Pawan Kant has a rich experience of 34 years in transportation & logistics business along with Operational and corporate activities

Mr. Kant was the General Manager at Central Warehousing Corporation and a board director for State Warehousing Corporations in multiple states for around 10 years.

He was appointed as Advisor to the Managing Director of Central Railside Warehouse Company Limited.



SHYAM SUNDER SONI
Independent Director

Mr. Shyam Sunder Soni has more than 32 years in transportation and logistics, specializes in strategy, planning, and administration.

Mr. Soni has been engaged in the logistics business providing transportation of containers by Truck Trailers and operations at Integrated Containers Depot (ICDs).

Mr. Soni is Result-driven professional with strong communication, interpersonal, and change management skills.



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MD & CEO

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VINAYAK GUPTA
VP Strategy

Mr. Vinayak holds a BSc in Mathematics from Delhi University and MSc in Management from the City University London.

Mr. Gupta has also completed strategic Management program from London School of Economics and Political Science, London.

Joined AVG Business in September 2016 and has played a pivotal role in enhancing fleet operations, implementing new technology, driving cost reduction initiatives, and diligently monitoring progress.

He is actively engaged in Investor relations, sustainability initiatives, Talent Management & bringing Smart technology to business.



HIMANSHU SHARMA
Chief Financial Officer

Mr. Himanshu holds B. Com degree, Chartered accountant qualification.

Mr. Sharma is a seasoned Finance & Business professional with 17 Years of Experience in Finance/ Treasury/ Audits/ FP&A / Business Analysis/ Commercials.

Specializes in enhancing company profitability through active engagement with Management teams and collaborative efforts with cross functional teams to oversee and drive improvement projects within critical P&L items.

Mr. Sharma spent 11+ Years time with Samvardhana Motherson Group.



RAJIV AGARWAL
Director Sales & Operations

Mr. Rajiv Agarwal holds a B Com degree and carries 30+ Years of extensive experience in Road Transport and Logistics industry.

Mr. Agarwal founded Trimurti Cargo Movers Pvt. Limited (2007~2021) & brings entrepreneurship experience to the Management team of AVG Logistics.

With decades of logistics experience Mr. Agarwal is helping AVG for brand building & scaling up customers / vendors relationship with sustainable solutions.

Business Overview





1. Multimodal



1.1 Road Transportation

- **Market leader in integrated solutions** for road cargo for Pan-India network for multi-modal transport services. .
- **Fleet of 3,000+ vehicles**, including owned and hired dry/reefer vehicles.
- **Tech-enabled fleet with GPRS systems** to ensure the safety of goods as well as the drivers
- **10-year experience** in providing Full Truck Load (FTL) and Less than Truck Load (LTL) solutions.
- Dry delivery trucks with **load capacities of 24 tons**.
- Temperature-controlled refrigerated vehicles **ranging from 1 ton to 18 tons**.
- Last mile delivery services using vehicles with **less than 12-ton load capacity**.
- Dedicated routes for efficient **pan-India distribution**.

Key Facts

Operating **1,200+** Vehicles Daily

24*7 Monitoring Through A Central Command Centre

450+ Own Fleet of Trucks & Reefers

100% Cashless Operations

Services



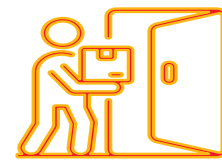
FTL and LTL (Primary)



Dedicated/ Secondary Solutions



Express Delivery



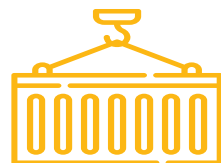
Last Mile Logistics / Door To Door Services



Multimodal Transportation



Reverse Logistics



Freight Forwarding



Export to Nepal and Bangladesh



Packers & Movers

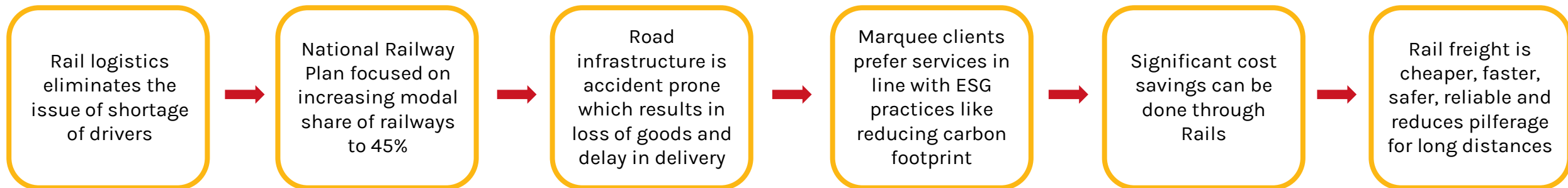
1.2 Rail Logistics: Advantages & Capacity for Efficient Cargo Transport

Benefits



- AVG Logistics offers a range of rail logistics services to its customers, including Full rack and piece meal transportation, container movement, and terminal management across all CONCOR ICDs.
- Rail logistics provides a multitude of advantages, including Flexibility, Sustainability, Reliability, Efficiency, and Cost-Effectiveness.
- Notably, a single cargo train has the remarkable capacity to transport an equivalent of 480 truck loads.

Rail logistics provides significant Scale and Efficiency with Sustainability



2. Cold Chain

2.1 Cold Chain Logistics Redefined

Offering End to End Cold chain services from primary to secondary distribution



Case Study

- Temperature-controlled vehicle with a payload of 22 tonnes
- Equipped with state-of-the-art insulation, safety parameters and predictive alerts
- Benefit customers by optimizing cost and moving towards sustainable transportation

225+ Reefer Vehicle

Multi door & customized vehicles

Goods temperature range -25 Degree to +25 Degree

IOT & Tech enabled with Realtime visibility

Secondary Distribution



Segment Catered

Fruits & Vegetables

Food Processing

Dairy

QSR

Chocolates

Ice Creams

Retail

Primary Distribution



3. Warehousing

3.1 Warehousing Services: Enhancing Supply Chain Efficiency With Advanced Solutions

- AVG Logistics offers professional warehousing services, leveraging advanced technology and skilled experts to optimize supply chain management.
- We provide flexible options for short, medium, and long-term storage, ensuring improved productivity and efficiency.
- With a systematic approach and metrics tracking, we continuously enhance our processes for maximum effectiveness.
- Our focus is on delivering exceptional customer satisfaction and supporting clients' supply chain objectives.

Key Facts



7
warehouses



~7,05,000 sq.
ft. Total
Warehousing
Space



81,000+ sq. ft.
Owned
Warehousing
Space In Mysore



6,24,000 sq.
ft. Leased
Warehousing
Space



Upcoming
50,000 sq. ft.
Owned
Warehousing
Space In Agartala

Dedicated Warehouses For Key Clients



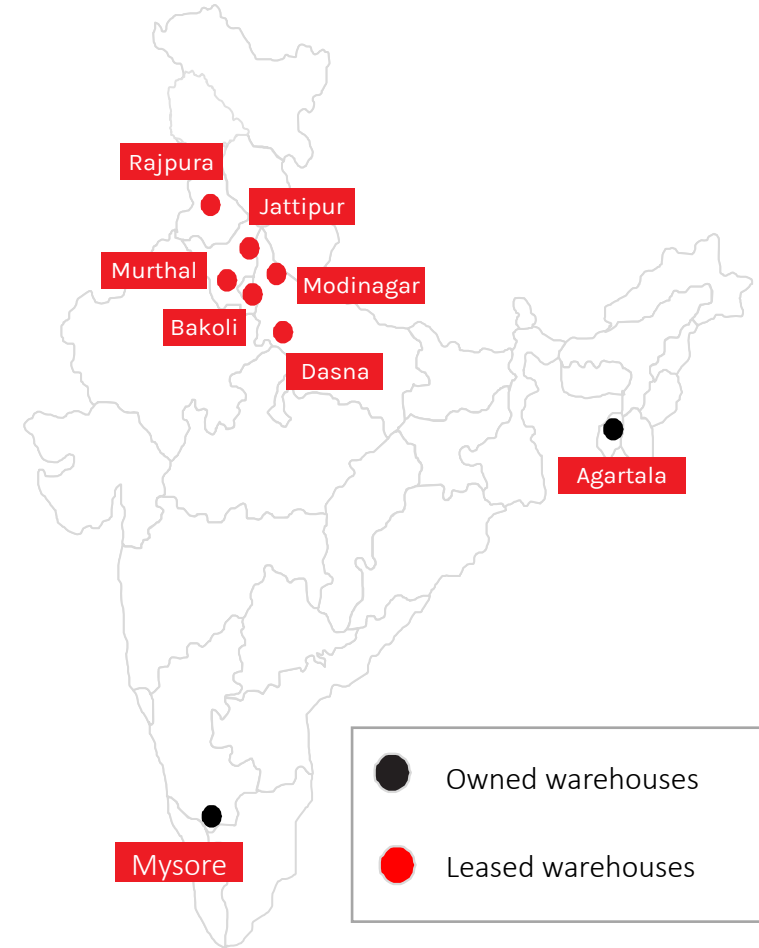
Modinagar and Murthal



Hindustan Unilever
Limited
Rajpur



Dasna and Bakoli



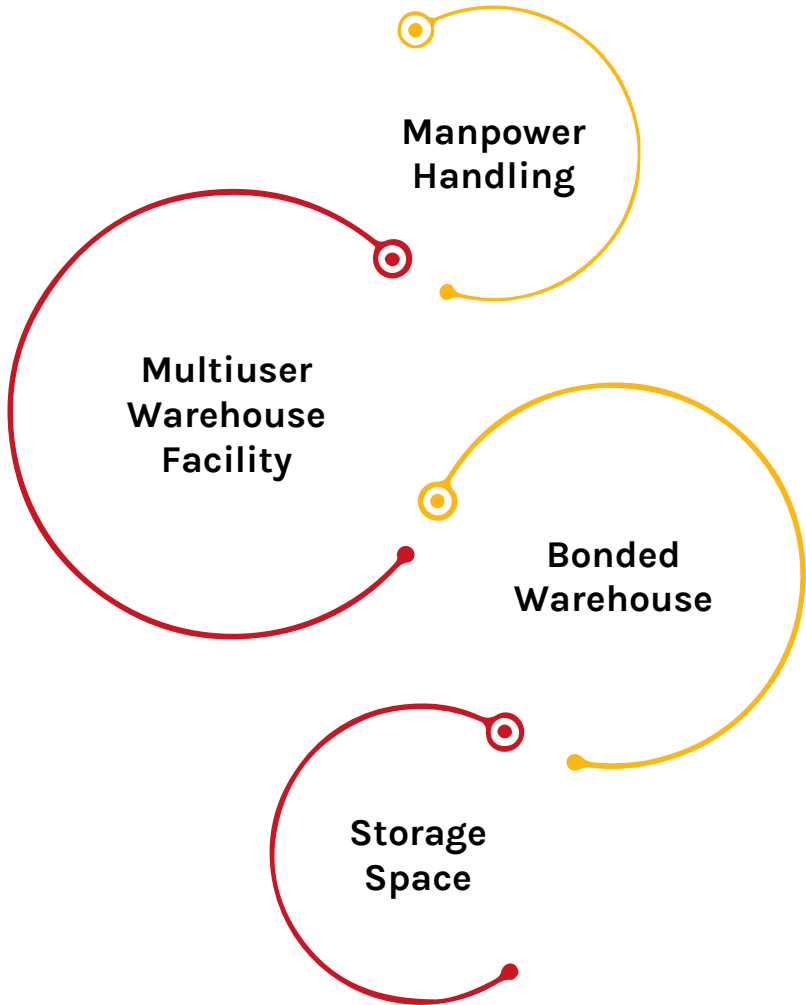
- Owned warehouses
- Leased warehouses



3.2 Warehousing Capabilities: Versatile Solutions For Efficient Storage & Operations



Key Services



Range Of Warehousing Storages Offered

4. Value Added Services



Warehouse Management Services



Rental Services



Road Transportation



Rail Transportation

End-to-end Services To Compliment All Service Verticals

- Co Packing Service
- E2E Solutions
- Reverse Logistics
- Consolidation center
- Mid-last Mile Delivery
- Custom Clearance
- ODC
- Port Logistics
- E-commerce



Operations and Warehousing

- Tyre Management system : Michelin complete tyre solutions
- Workman Management system
- Record management system
- Geo-fencing, e-invoicing

Digital Transformation

- Business process automation
- Business Intelligence tools
- Data Analytics
- Green driving indicator
- Online market vehicle data

IOT Devices

- GPS and GIS
- Temperature Sensors for reefer trucks
- RFID's
- Barcode scanners
- CCTV enabled warehouses

Central Monitoring System

- Vehicle tracking system
- Logistics control tower
- Fleet management system
- Security operations centre

Strong Tech team

- Project management system
- Tech enabled infrastructure
- Repository system

Customer and Suppliers

- Customer relationship management
- Customer portal and app
- Supplier relationship management
- Driver app



- AVG Logistics revolutionizes the supply chain industry by empowering it with strategic tech initiatives. With a strong focus on operations and warehousing, digital transformation, IoT devices, and central monitoring systems.
- Our dedicated tech team ensures seamless implementation of innovative solutions, enabling a streamlined and sustainable supply chain. Experience the power of strategic tech initiatives and unlock the true potential of your supply chain with AVG Logistics.

AVG Logistics Limited has always stayed at the forefront of providing customised logistics solutions aimed at:

Cost optimization
Reducing human intervention
Optimum utilization of resources and capacity
Environmentally friendly operations



45-ft Reefer

- Temperature-controlled vehicle with a payload of 22 tonnes
- Equipped with state-of-the-art insulation, safety parameters and predictive alerts
- Benefit customers by optimizing cost and moving towards sustainable transportation



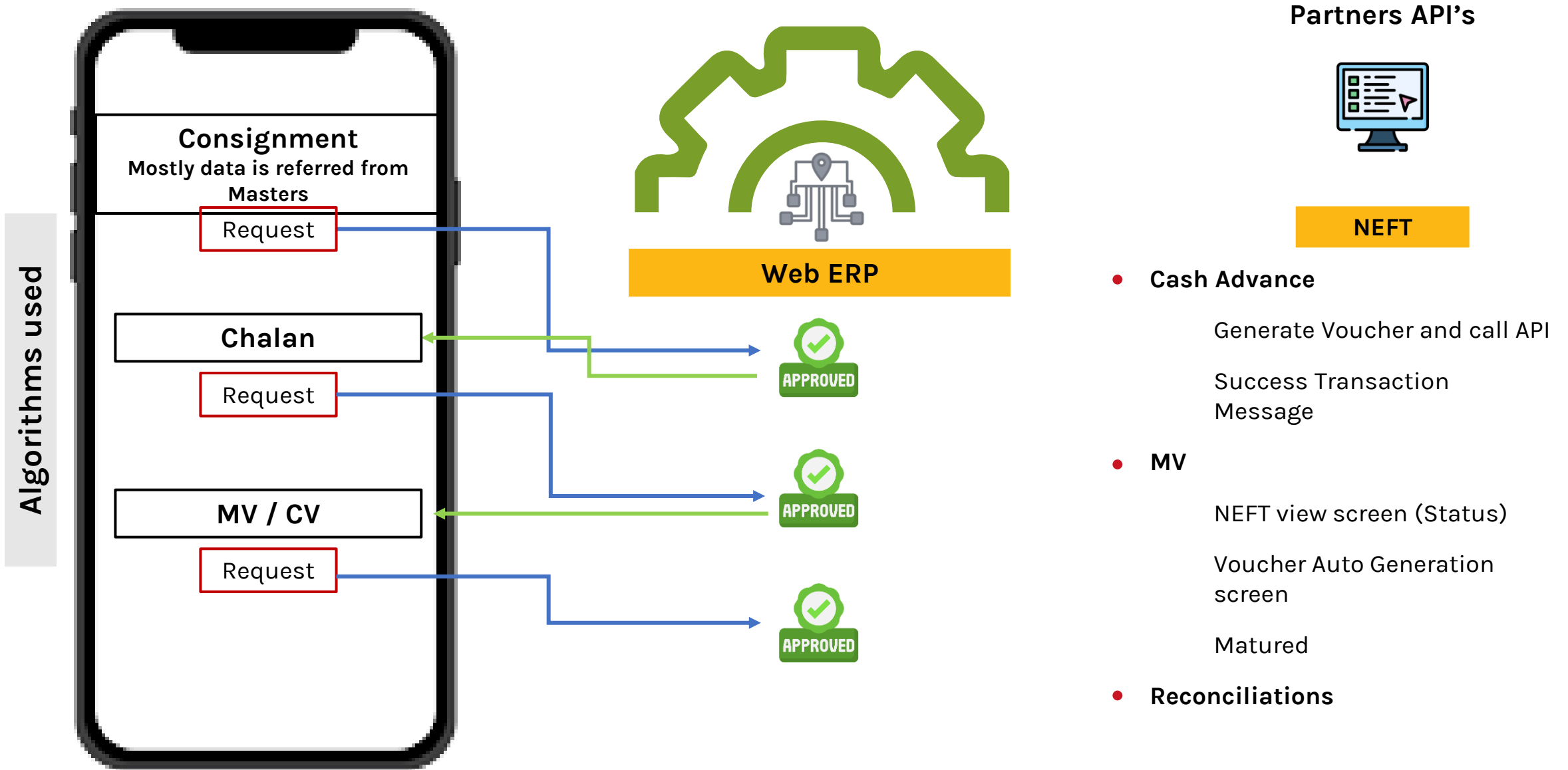
Zero Residual Food Grade Tanker

- State-of-the-art customized Tankers for FMCG clients
- Help in optimum utilization of resources, owing to zero residues
- Payload of 22 tonnes with a volume of 32m³



Curtain Multi-door Truck

- Customized Multi-door truck with 2 levels
- Palletized movement of goods – completely eradicating human intervention
- Helps in delivering the good in an as-is where-is state
- Reduces loading time by almost 80%
- Enhances the safety of operation and preserves the quality of goods handled



Algorithms used

- ADAS Systems in or trucks to enhance safety, optimize fuel consumption and reduce maintenance costs of our vehicles.
- Installed cameras in all our trucks to aid real-time monitoring of driver behaviour and provide
- We run 100% cashless operations, with all payments via Prepaid Cards
- Systems for real-time settlement of expenses booked
- Deployed an industry leading HRMS platform for the company - ZingHR

ADAS Systems



GPS Tracking System



Features & Functionality





Industry Overview



As of FY22, India's exports grew by 44.6% to US\$422b and imports grew by 55.4% to US\$613b. This growth has propelled the Indian transportation and logistics sector, which has grown between ~US\$160 and US\$200b (INR13- 16 Lakh cr.) in 2022.

This uneven distribution of modes of transportation has led to low operational efficiency; prompting the GOI to undertake multiple logistics specific initiatives, such as GatiShakti, National Logistics Policy and others. These programs aim to streamline India's logistics sector by making it more green, agile, transparent and integrated.

India aims to reduce logistics cost from 13% to 14% of GDP, to 8% to 10% of GDP, by 2030. It is estimated that a 10% reduction in indirect logistics cost will result in 5% to 8% rise in exports.

(Source: EY Report on Future of Indian Logistics)

India's Transportation & Logistics Landscape

Modal Split-Freight Movement in India in 2022



Road
3.05 Trillion Ton-Km
66%



Rail
0.82 Trillion Ton-Km
31%



Shipping
1.108 million Metric Ton
3%



Air
2,068 million Ton-Km
1%

Infrastructure Present



Road
63.73 Lac km



Rail
1.08 Lac Km



Water
12 major, 200+ non-major ports



Airport
131 airports

Support Infrastructure Present



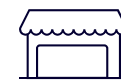
Inland Container Depot
129



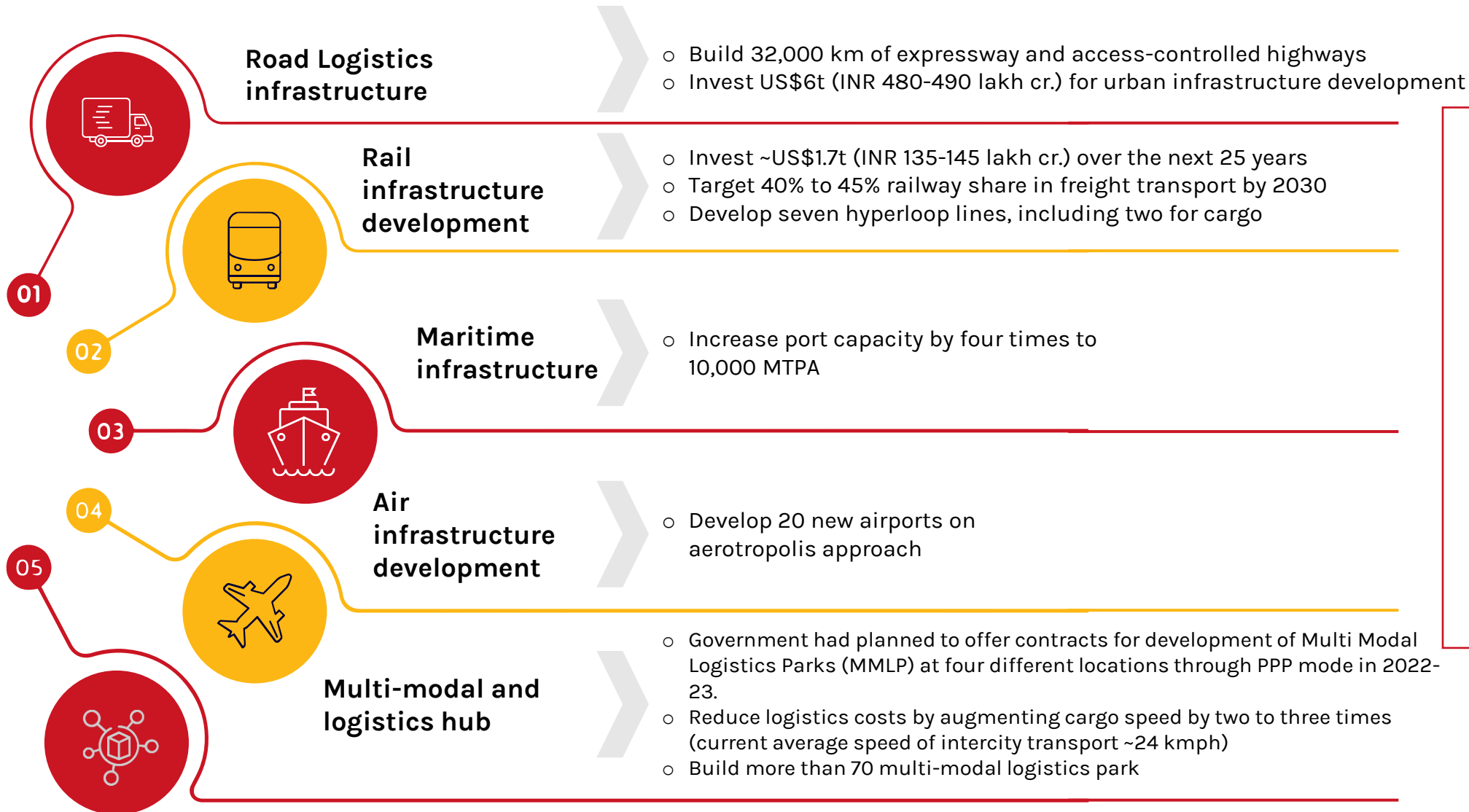
Container Freight Station
168



Multi Modal Logistics PARK
1*



300 SQ. FT Warehouse Space
*Under Construction



Vision@2047
aims to set
specific targets
for 10 sectors to
transition India
into a developed
nation by 2047.



GATI Shakti



Multi-Modal
GatiShakti Multi- Modal Cargo Terminal Policy
Multi-modal Logistics Park
Bharatmala Scheme



Freight Corridor
Private Freight Terminal Policy - Dedicated Freight Corridor Corporation of India Limited



Railways
National Rail Plan
100% Railway Electrification



Road
Bharatmala Scheme



Airways
National Civil Aviation Policy
Aviation Policy



Shipping
Sagarmala Scheme, Inland Vessels Bill, Major Port Authorities Act



Digitalisation of logistics

- Integrated digital systems
- Unified Logistics Interface Regulatory framework
- Ease of logistics portal



Regulatory framework

- Transform logistics ecosystem to meet global regulatory standards
- Improve logistics services and ease of doing business



VISION @
2047

In 2022, cargo moved by Indian railways increased by ~7.5% YoY to 1,497 million tons.

Currently, the share of Indian railways in total cargo moved is ~31% and GOI aims to increase this to 44% by 2051. To achieve this growth, challenges such as low level of containerization, higher cost for movement of lighter cargo and insufficient first and last mile connectivity need to be addressed.

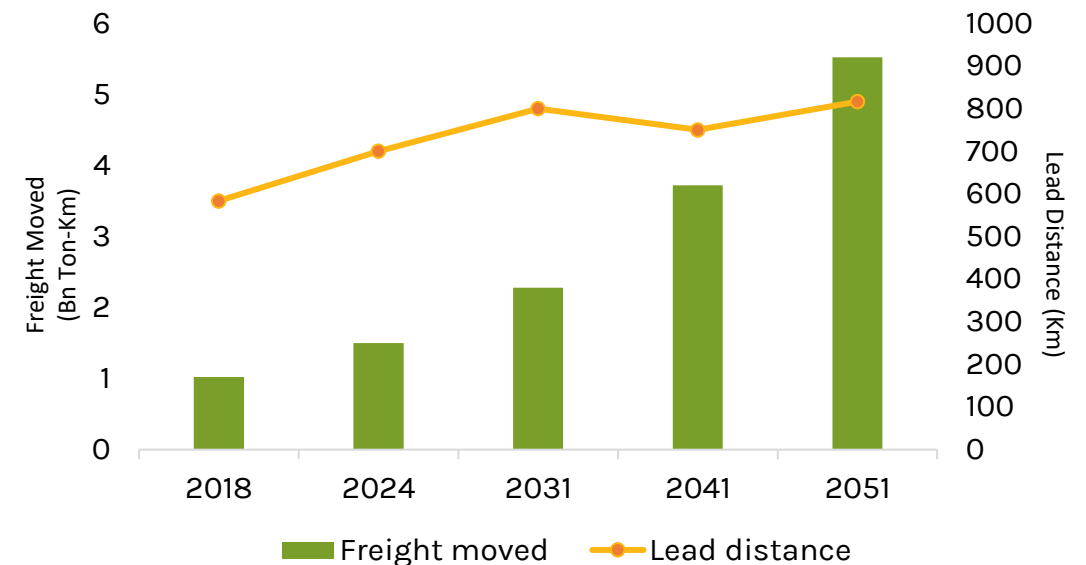
Average goods train speed in India increased by 83.5% to 43.2 kmph from FY20 to FY21. However, this pales in comparison to the high-speed freight train (350kmph) running in China.

Rail share in traffic having lead distance of 300 km reduced from 51.5% in FY2008 to 32.4% in FY2019.

Development of new infrastructure and launch of super freight trains like 3.5 km long Super Vasuki is a welcome step for improving rail freight efficiency.



Rail-Cargo Moved & Projection (Bn Ton-Km)



(Source: EY Report on Future of Indian Logistics)

- Cold Chain Logistics Market in India has a large potential in India on account of high volume of demand, rapid growth and a low penetration.
- Currently, India produces 400 Mn MT of perishables, with a wastage level of 0.9% to 15.9% and the annual value of losses in agricultural produce stands at over Rs. 92,500 crores.

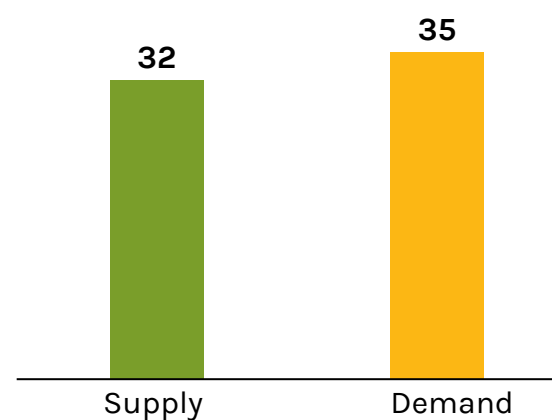
India is at an advantage owing to multiple factors, which could provide a large headroom for growth. These include:

- Fastest growing economy and 2nd largest consumer market globally
- Proactive Government Policies & significant investment in world-class ports, logistics & supply chain infrastructure
- Largest producer of several Agri commodities
- Highly skilled manpower pool

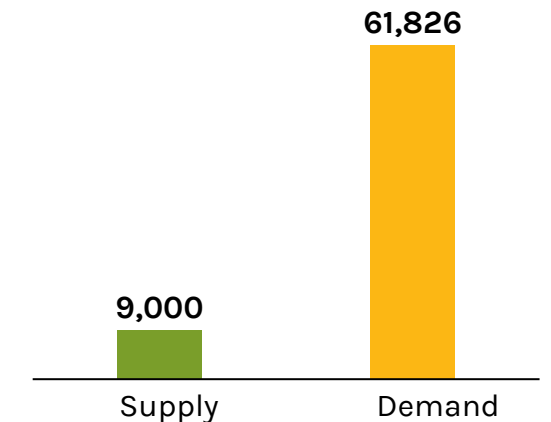
End-user Industries and their Cold Chain Requirements

Segment	Cold Chain Requirement
Fruits & Vegetables	Chilled
Food Processing	Chilled / Ambient
Dairy	Chilled
QSR	Frozen / Chilled / Ambient
Chocolates	Ambient
Ice Creams	Frozen
Retail	Frozen / Chilled

Deficit of 3 Mn MT of Cold Storage in India

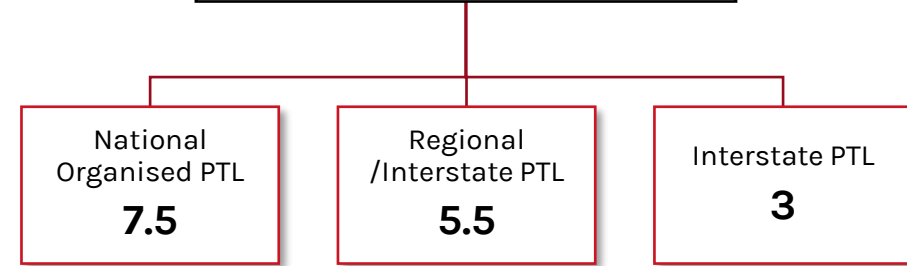


Reefer supply caters to only 15% of the demand



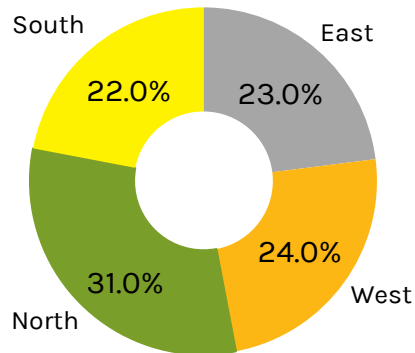
- Estimated domestic market size: Approximately \$11 billion, surpassing B2B express logistics.
- PTL has a wider reach and is more cost-effective than express logistics.
- Post-GST, PTL's share increased due to fewer state-specific constraints.
- Industry is evolving due to changing consumer behavior, modern trade, and digitization.
- PTL serves various sectors like Textile, Automobiles, Electronics, e-commerce, FMCG, and more.
- Growth in Multi Modal Logistics Parks (MMLP) offers opportunities for PTL.
- Expect consolidation of small, unorganized players in the PTL industry through collaboration or mergers and acquisitions.

Average Realisation Per Kg [in INR]

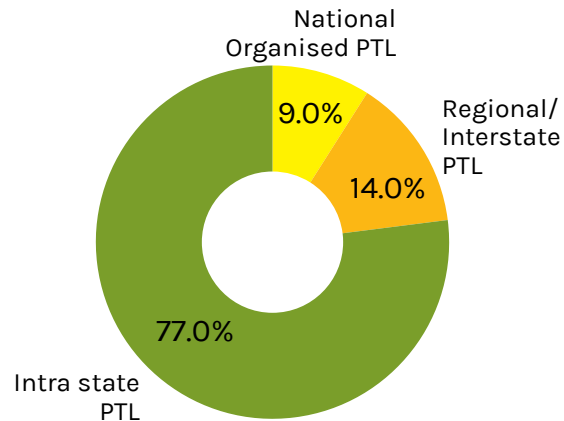


The PTL segment has grown at a CAGR of 8-10% in the last 5 years. Historical data indicate that the PTL industry grows at one and half times of the nominal GDP growth rate. As per our estimate, the PTL segment may grow at a CAGR of 5.5%-6.6% in the short term and this growth may increase to 8%-9% in the longer term

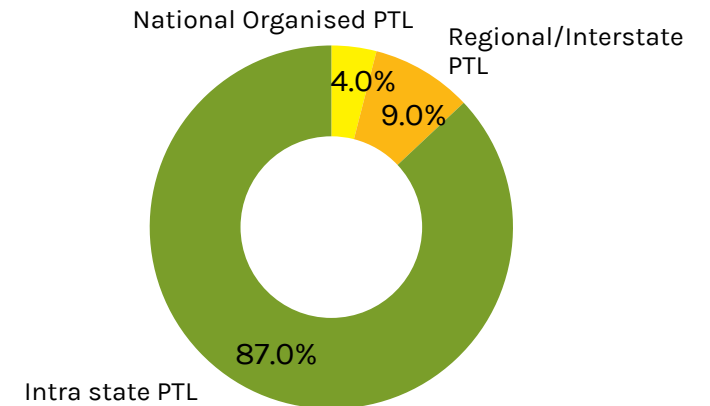
Within State PTL Share



Value wise Segment share of PTL*



Volume wise Segment share of PTL*

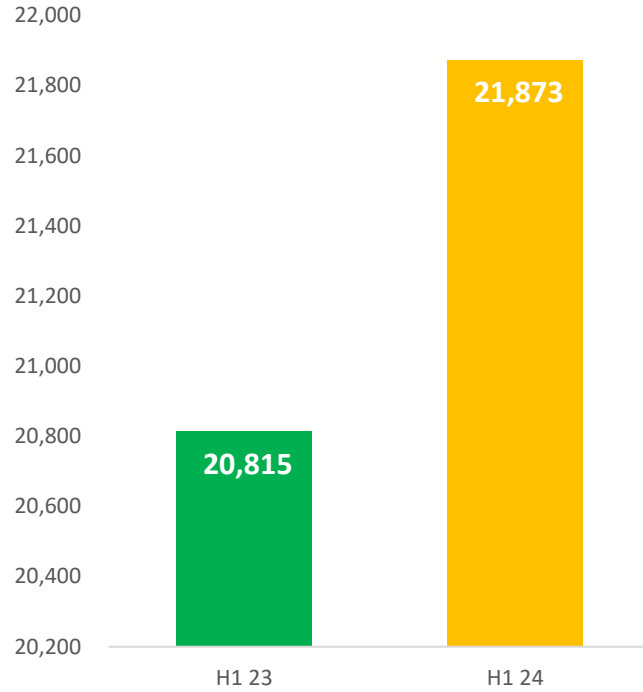


Financial Overview



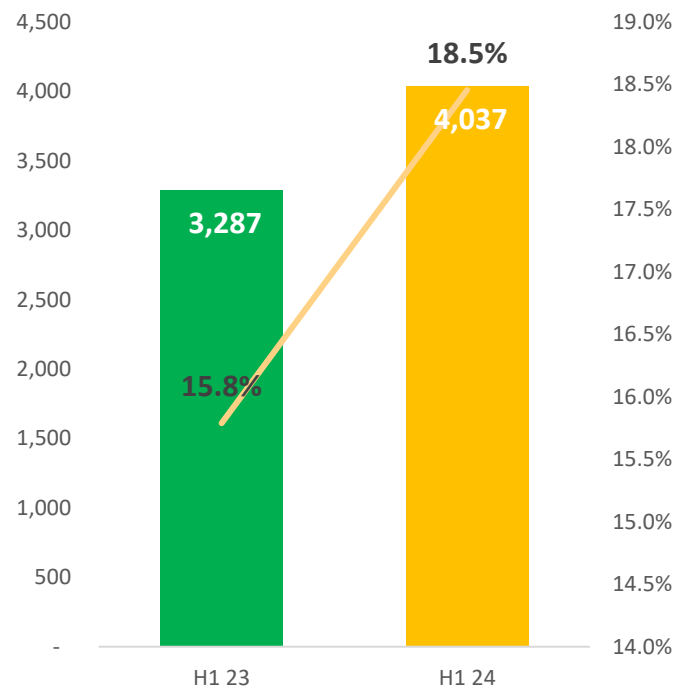
Rs. In Lakhs

Revenue



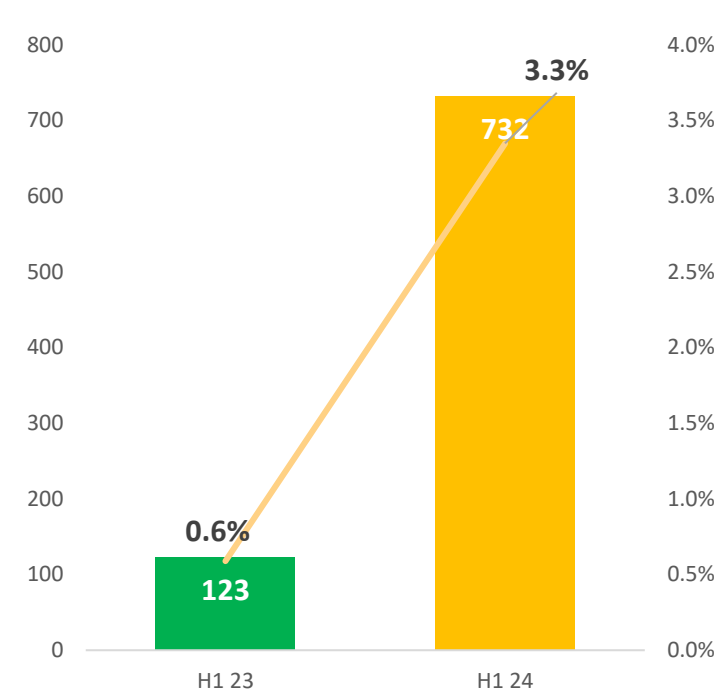
YOY 5% Revenue Growth

EBITDA



YOY 23% EBITDA Growth

PBT

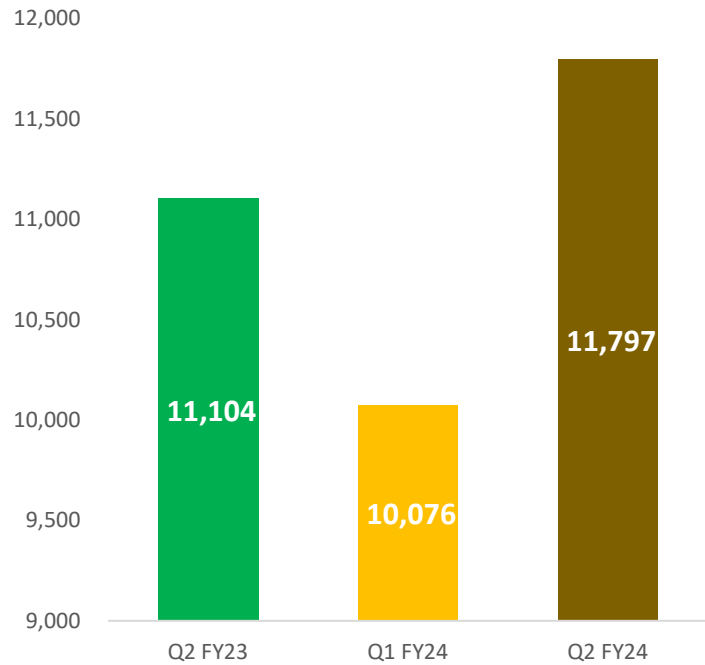


497% YOY PBT UP

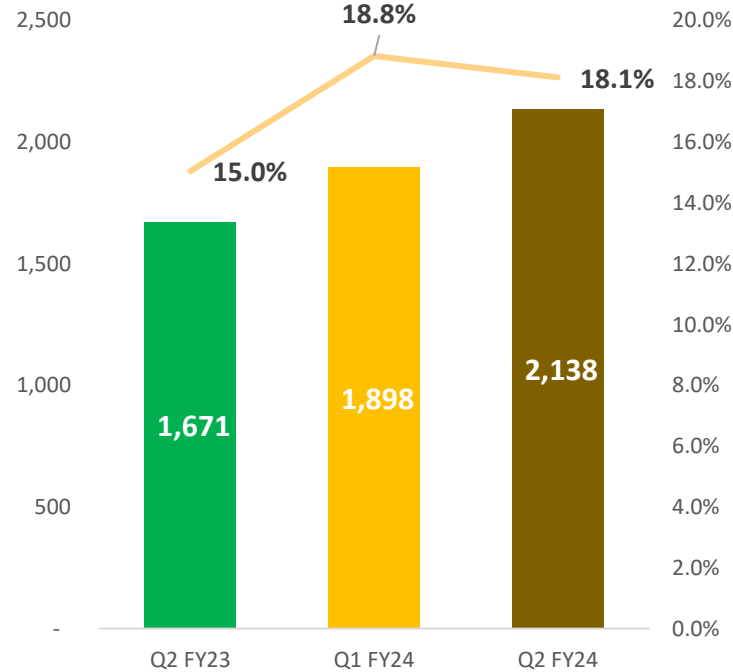
Quarter on Quarter Performance

Rs. In Lakhs

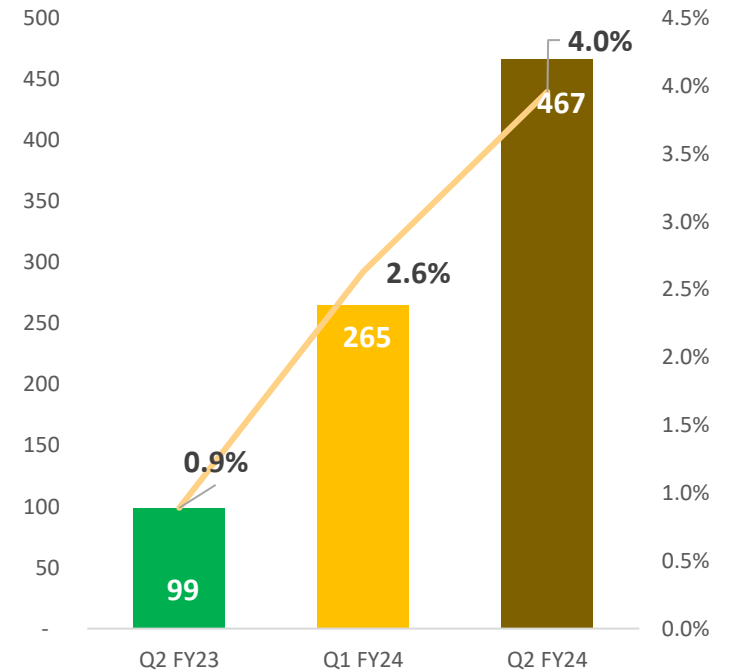
Revenue



EBITDA



PBT



17%
Revenue
UP
Q2 24 Vs
Q1 24

6%
Revenue
UP Q2 24
Vs Q2 23

13%
EBITDA
UP
Q2 24 Vs
Q1 24

28%
EBITDA
UP
Q2 24 Vs
Q2 23

76%
PBT UP
Q2 24 Vs
Q1 24

372%
PBT UP
Q2 24 Vs
Q2 23

Thank You



AVG Logistics Limited

Website: <http://www.avglogistics.com>

E-mail: info@avglogistics.com

