



February 14, 2024

**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

Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation.

This is for your Information and further dissemination.

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
Q3 FY24



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **AVG Logistics** (AVG, The Company) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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 guarantee 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.

Company Overview



Established in 2010, AVG logistics has evolved into a dynamic force, becoming a trusted and leading multi-modal logistics solutions provider in India. The journey of AVG logistics is marked by rapid growth, fueled by a dedicated team of logistics experts and a cutting-edge fleet to deliver customized, technology-driven full stack solutions across transportation, warehousing, distribution and supply chain management and 3PL services. AVG Logistics aims to deliver excellence with every mile through a relentless focus on customer centricity, and a dedication to staying at the forefront of industry technology.

KEY FACTS



Pan India Presence



3,000+ Associated Vehicle



1,000+ Customers



400+ Employees



550+ 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

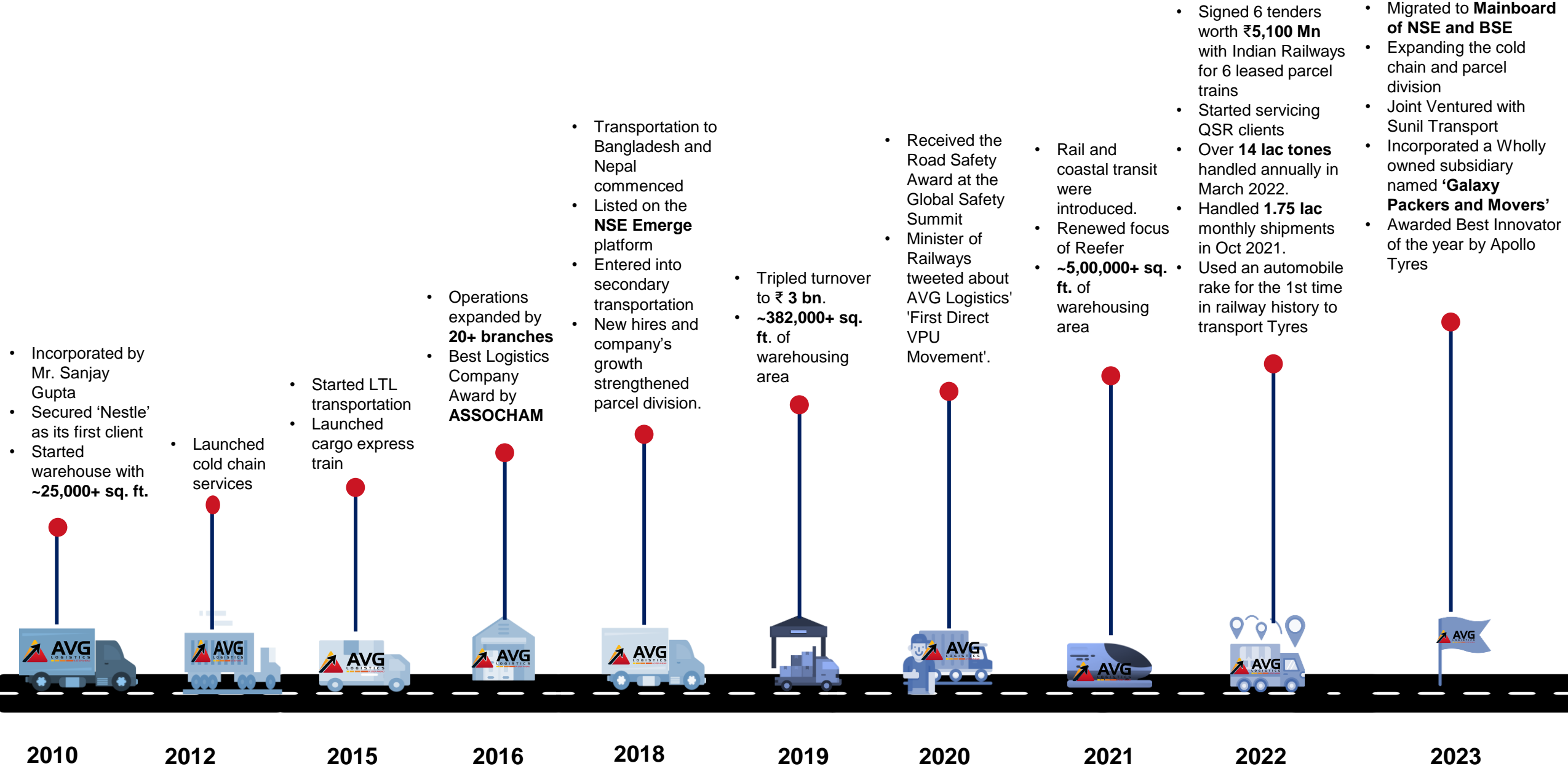
- Aim to be a part of India's success story by being the most reliable & sustainable logistics partner to India's top businesses.



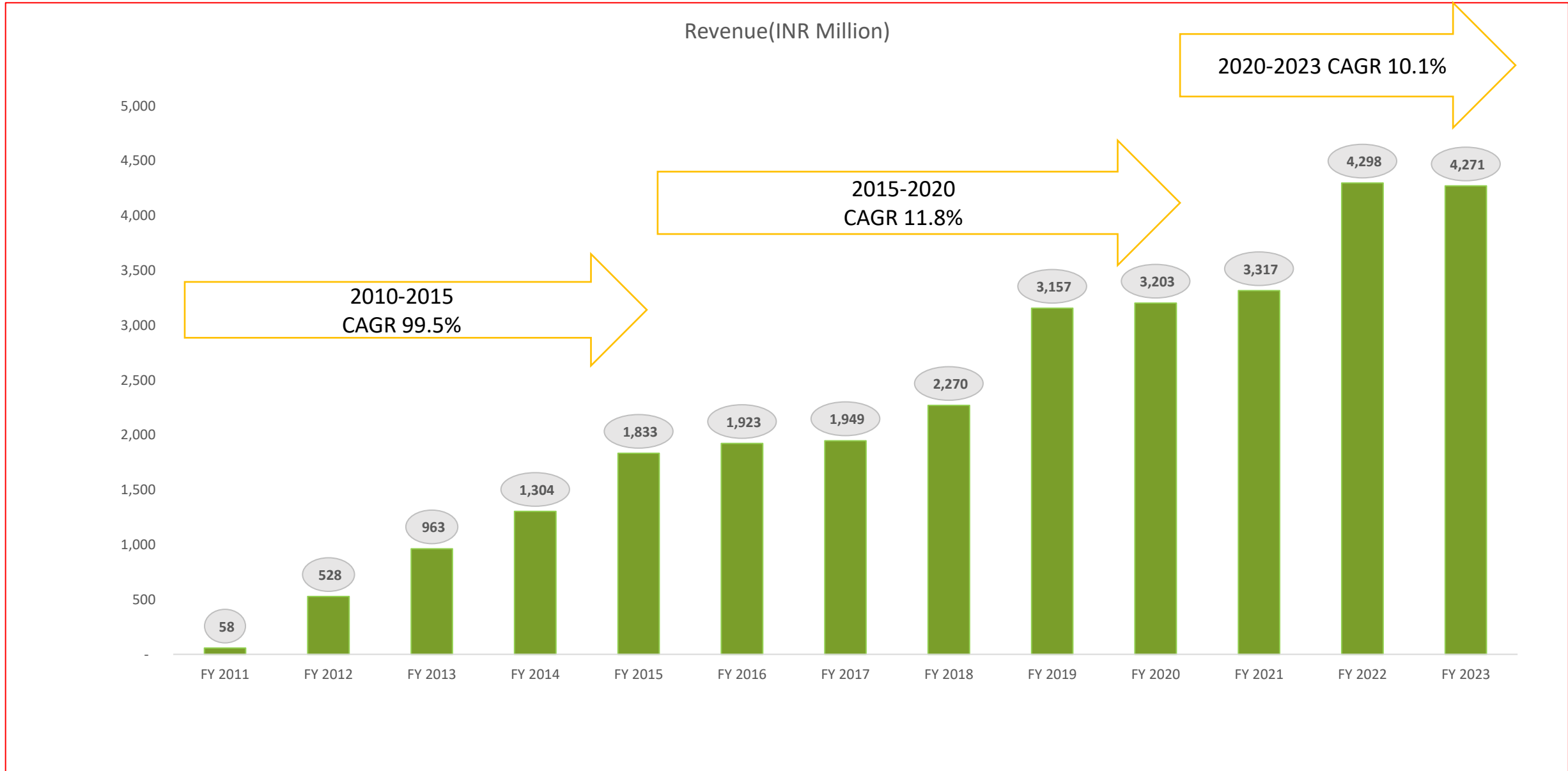
Mission

- 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



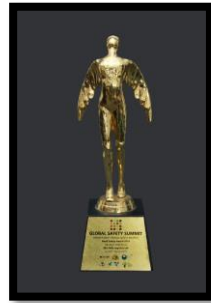
Revenue Growth at Glance



Government Recognized Awards



Assocham
Excellence Award



Environment Health
Safety Awards



Environment Health
Safety Awards



DGTA



NSE Emerge



Assocham Excellence
Award 2016



CII Scale Award 2023



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



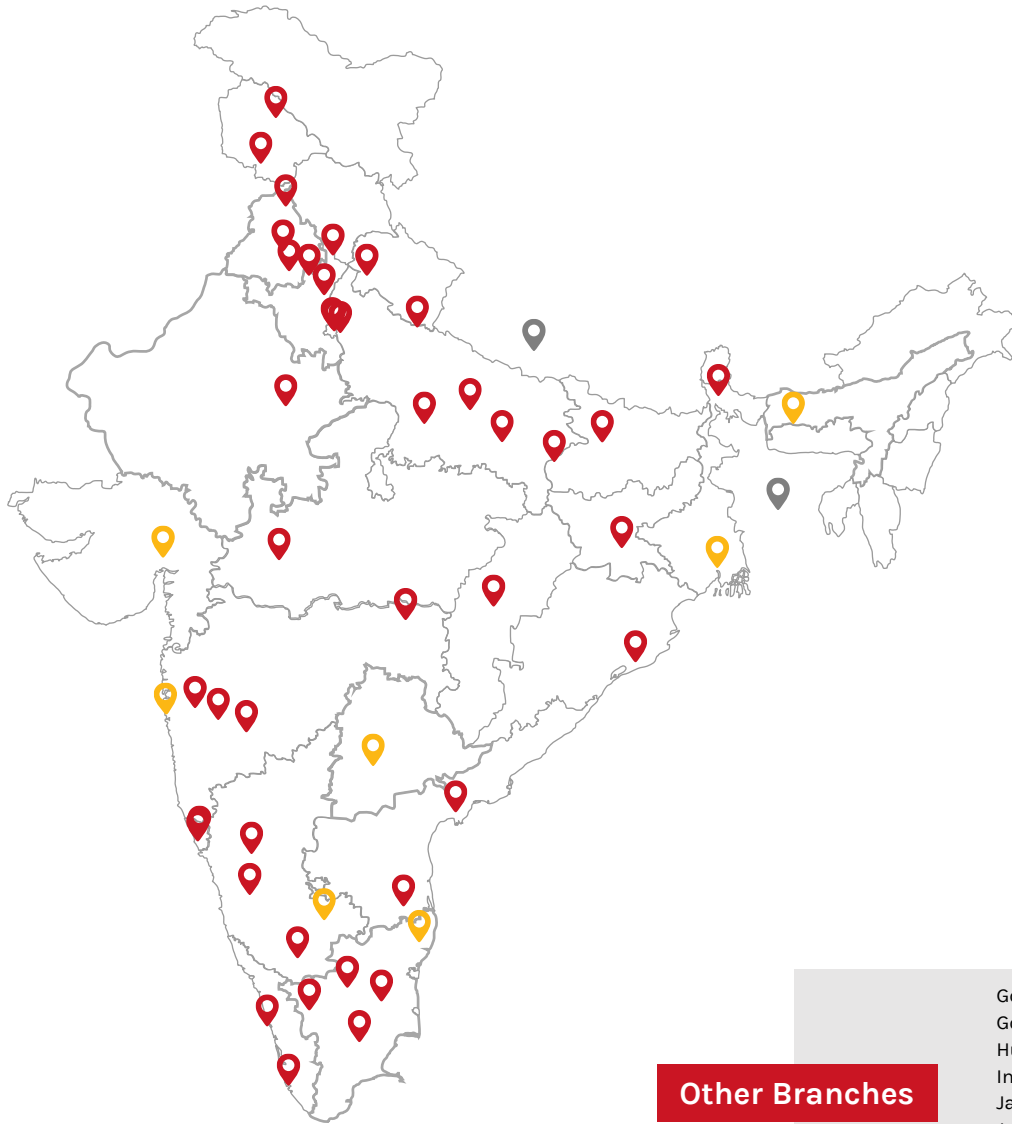
Chemicals & Pharma Sector



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



AVG logistics is led by a strong and capable management, with acclaimed directors from marquee firms

Board of Directors



Asha Gupta,
Whole time Director



Ankit Jain,
Non- Executive Director



Apoorva Chamaria,
Non- Executive Director



Sanjay Gupta,
MD & CEO



Susheel Kumar Tyagi,
Independent Director



Shyam Sunder Soni,
Independent Director



Pawan Kant,
Independent Director



Led litigation for CCI, TRAI, RERA



Top 100 digital marketers in India



40+ years in logistics



30+ years in logistics



Ex-MD, CRWC, GM, CWC



Management Team



Sanjay Gupta,
MD & CEO

Veteran logistics leader with 35+ years of extensive experience in logistics industry with rich experience in multi modal logistics management. His strong strategic thinking, customer servicing approach & interpersonal skills has helped AVG to achieve significant growth & various milestone in short span of 13 Years.



Vinayak Gupta,
VP Strategy

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



Himanshu Sharma,
CFO

Mr. Sharma is a seasoned Finance & Business professional with 17 Years of Experience in Finance/ Treasury/ Audits/ FP&A / Business Analysis/ Commercials. Mr. Sharma spent 11+ Years time with Samvardhana Motherson Group and holds a Chartered Accountant certification with a B.Com degree.



Rajiv Agarwal,
Director Sales & Ops

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

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

550+ Own Fleet
of Trucks &
Reefers

100% Cashless
Operations

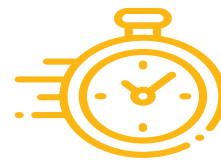
Services



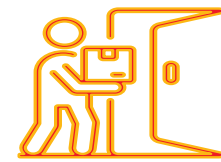
FTL and LTL
(Primary)



Dedicated/
Secondary Solutions



Express Delivery



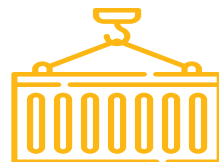
Last Mile Logistics / Door To Door
Services



Multimodal
Transportation



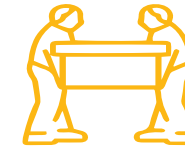
Reverse Logistics



Freight Forwarding



Export to Nepal and
Bangladesh



Packers &
Movers

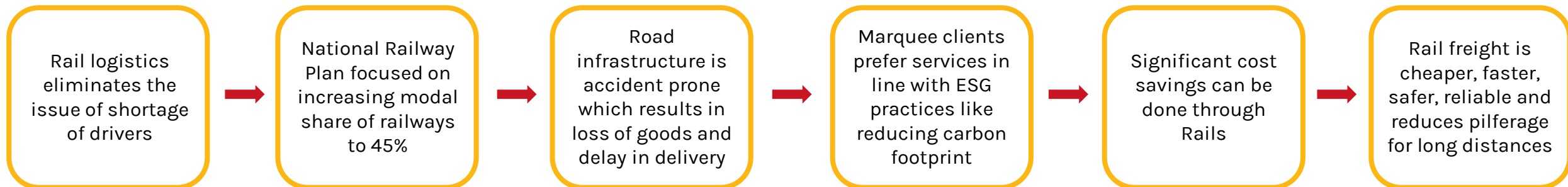
1.2 Rail Logistics: Advantages & Capacity for Efficient Cargo Transport

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

275+ 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



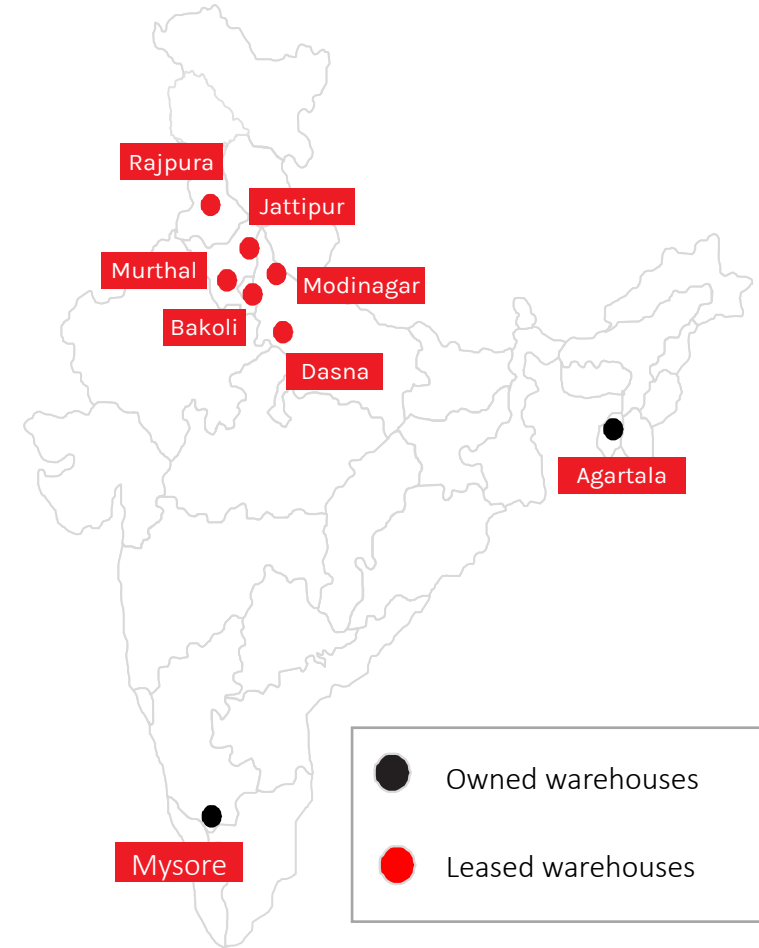
81,000+ sq. ft.
Owned
Warehousing
Space In Mysore



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



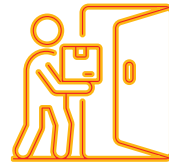
Rajpur



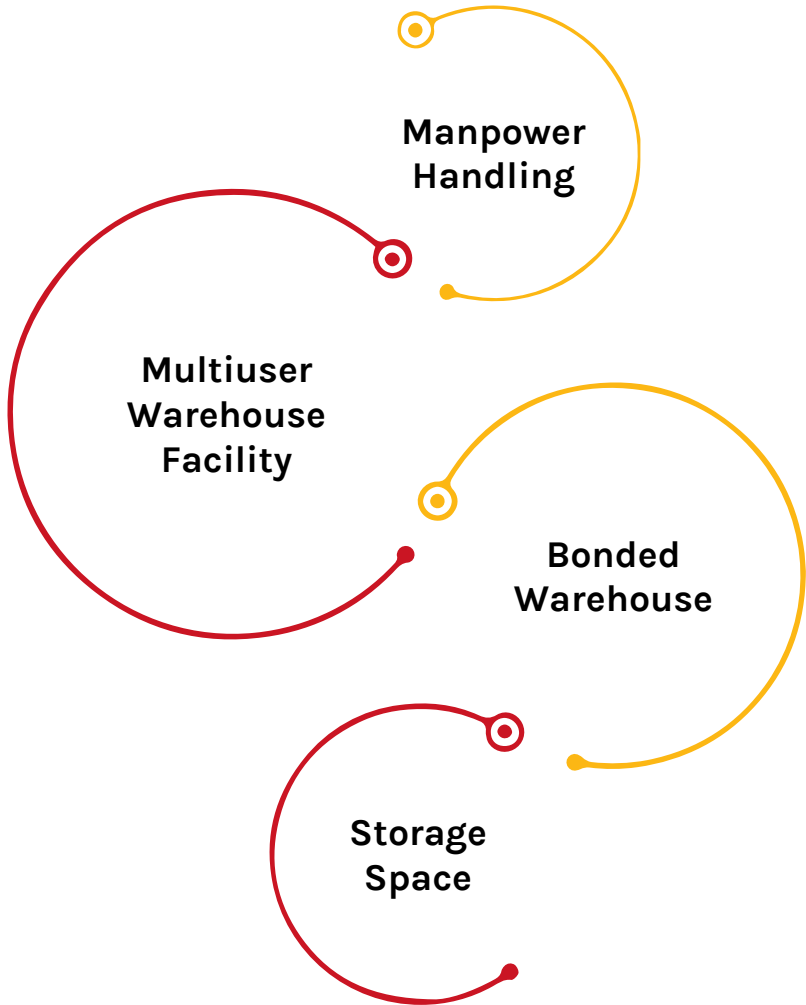
Dasna and Bakoli



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



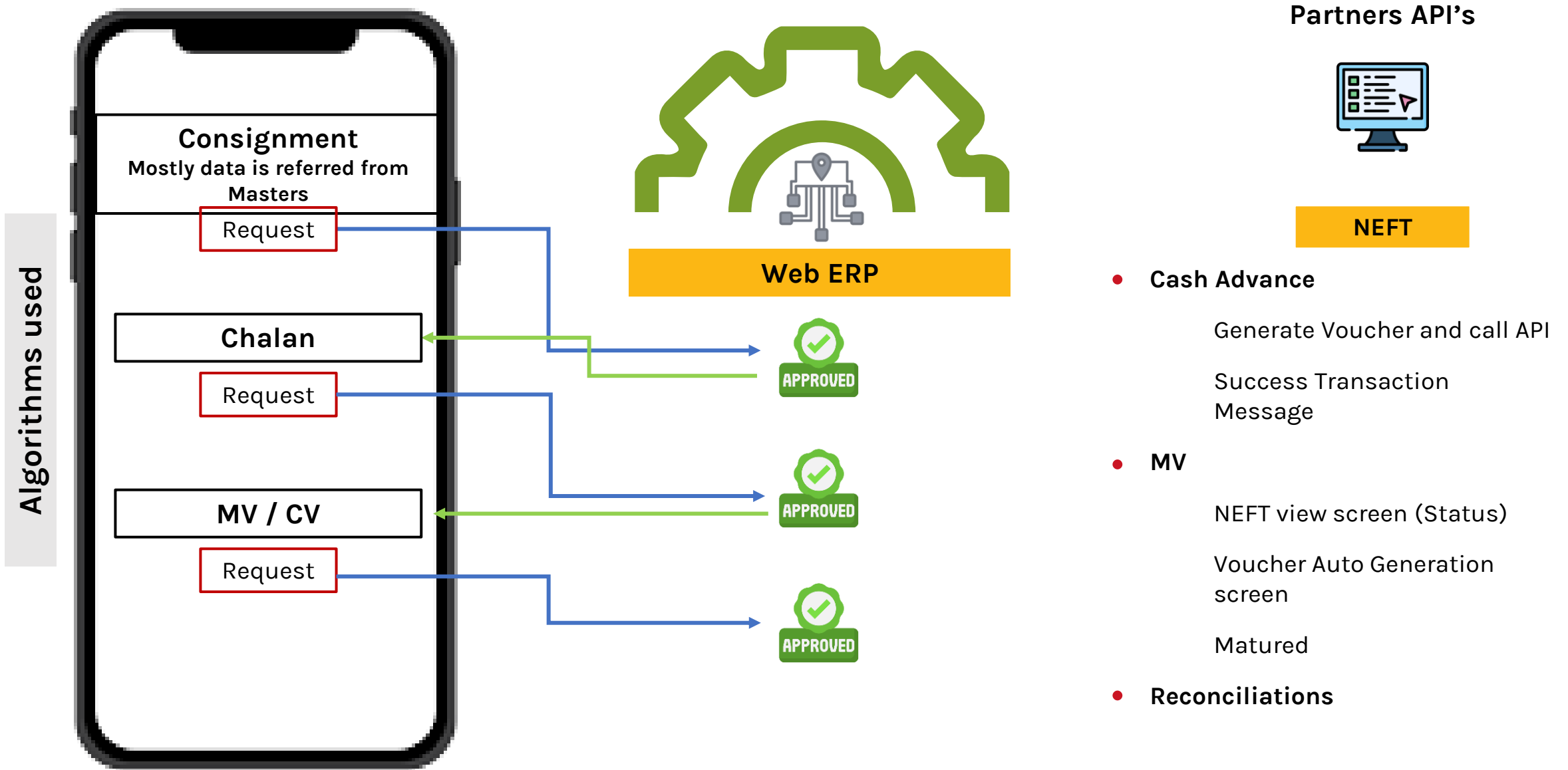
Zero Residual Food Grade Tanker

- 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



Curtian 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



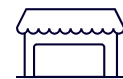
Inland Container Depot
129



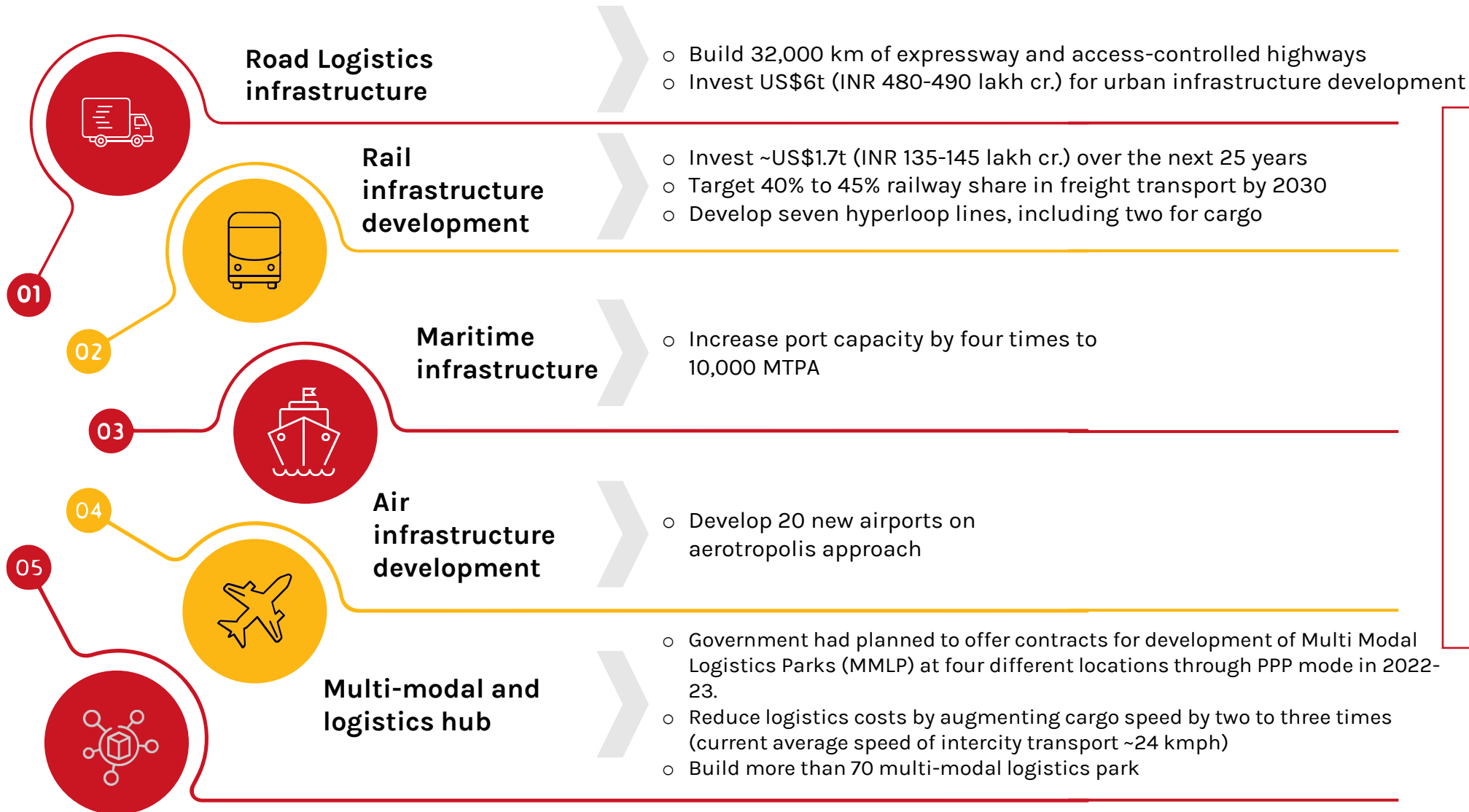
Container Freight Station
168



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

National Logistics Policy (NLP)

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.

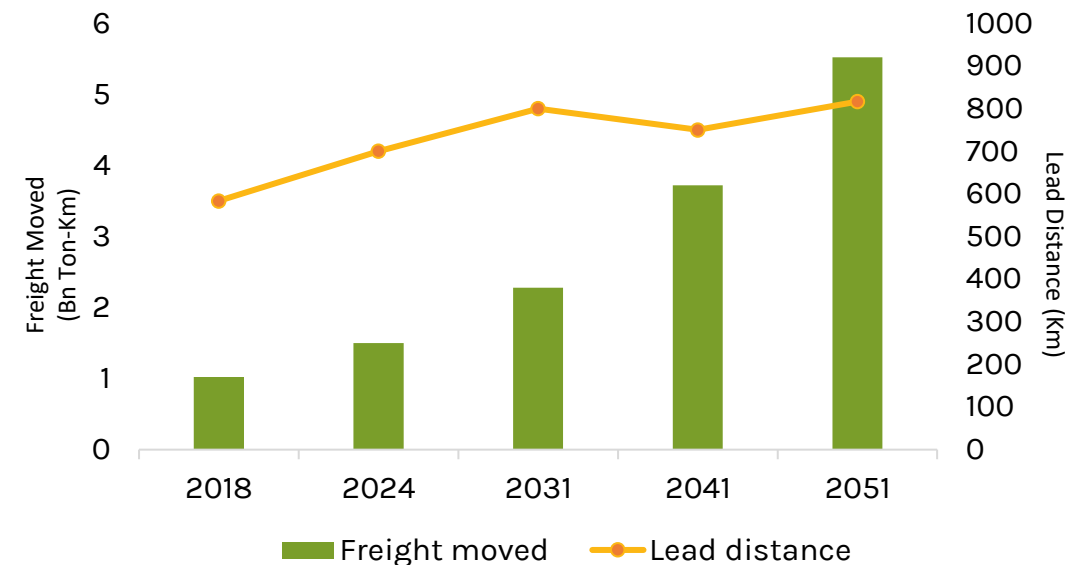
Average goods train speed in India increased by 83.5% to 43.2 kmph from FY20 to FY21. However, this pales in comparison to the high-speed freight train (350kmph) running in China.

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.

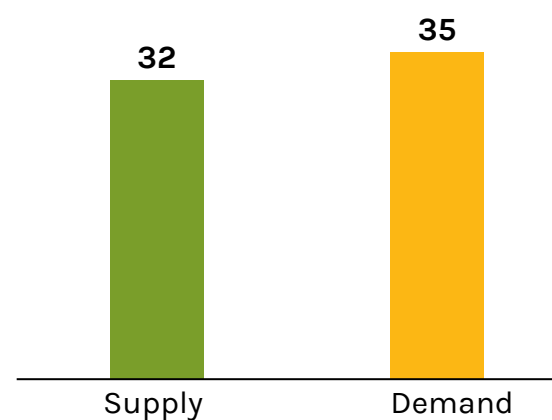
India is at an advantage owing to multiple factors, which could provide a large headroom for growth. These include:

- 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

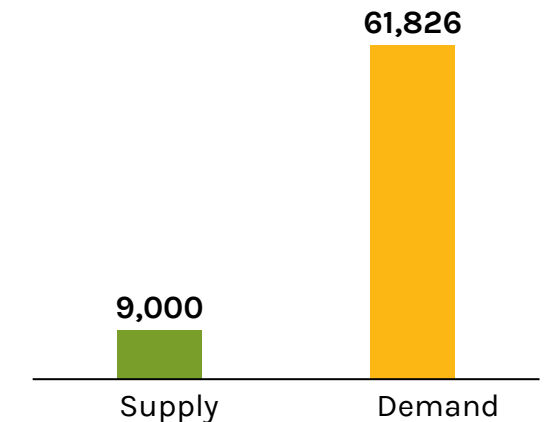
End-user Industries and their Cold Chain Requirements

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

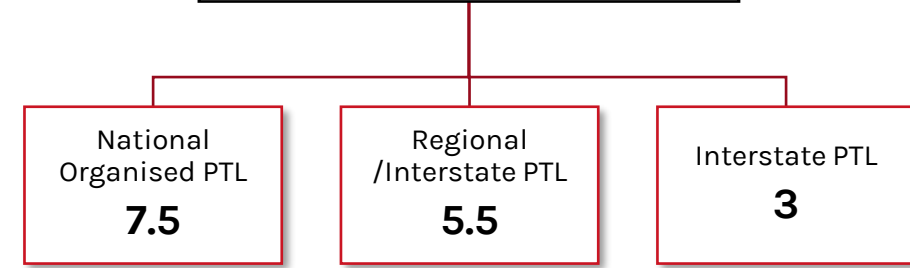


Reefer supply caters to only 15% of the demand



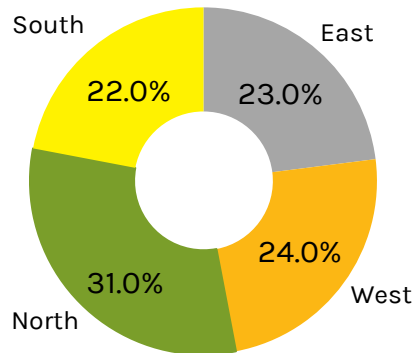
- Estimated domestic market size: Approximately \$11 billion, surpassing B2B express logistics.
- PTL has a wider reach and is more cost-effective than express logistics.
- Post-GST, PTL's share increased due to fewer state-specific constraints.
- Industry is evolving due to changing consumer behavior, 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]

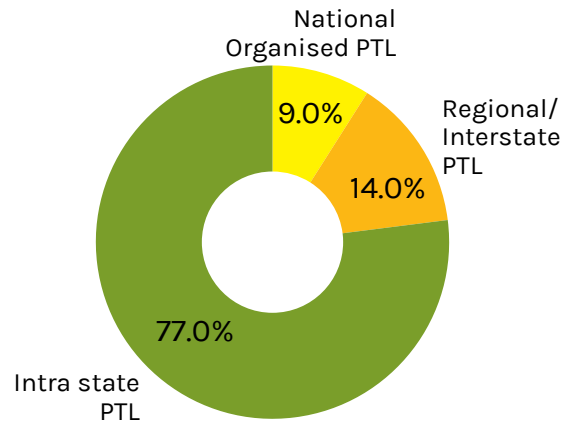


The PTL segment has grown at a CAGR of 8-10% in the last 5 years. Historical data indicate that the PTL industry grows at one and half times of the nominal GDP growth rate. As per our estimate, the PTL segment may grow at a CAGR of 5.5%-6.6% in the short term and this growth may increase to 8%-9% in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

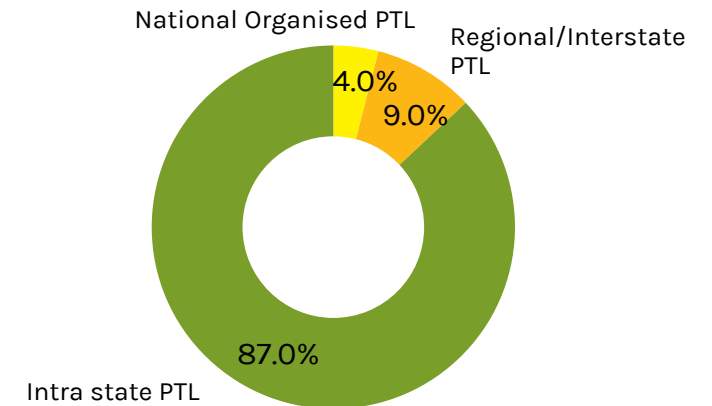
Within State PTL Share



Value wise Segment share of PTL*



Volume wise Segment share of PTL*



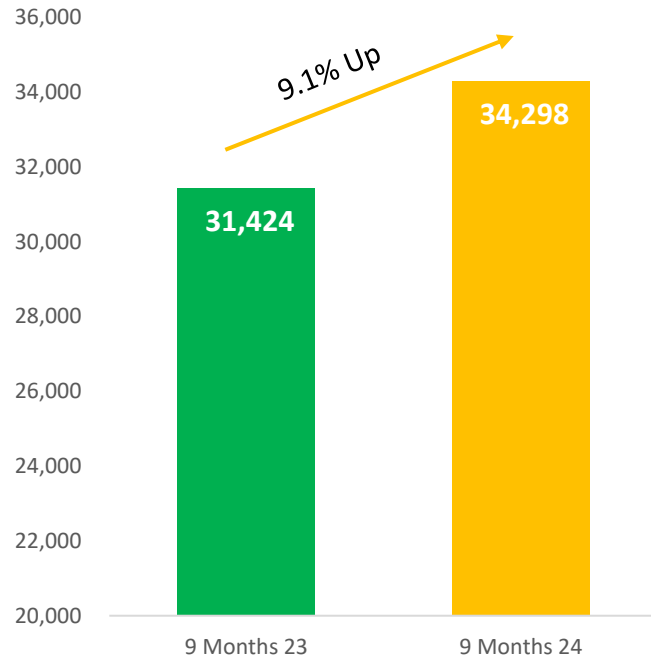
Financial Overview



9 Month Ended Performance

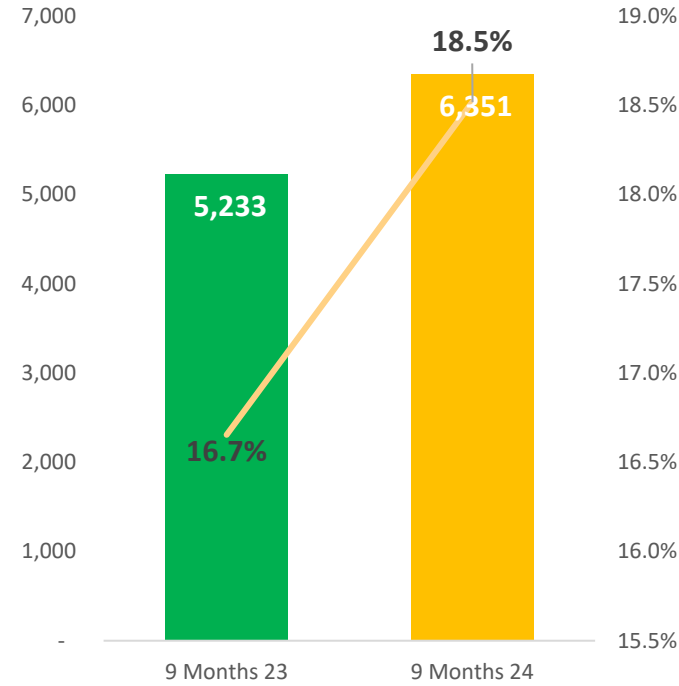
Rs. In Lakhs

Revenue



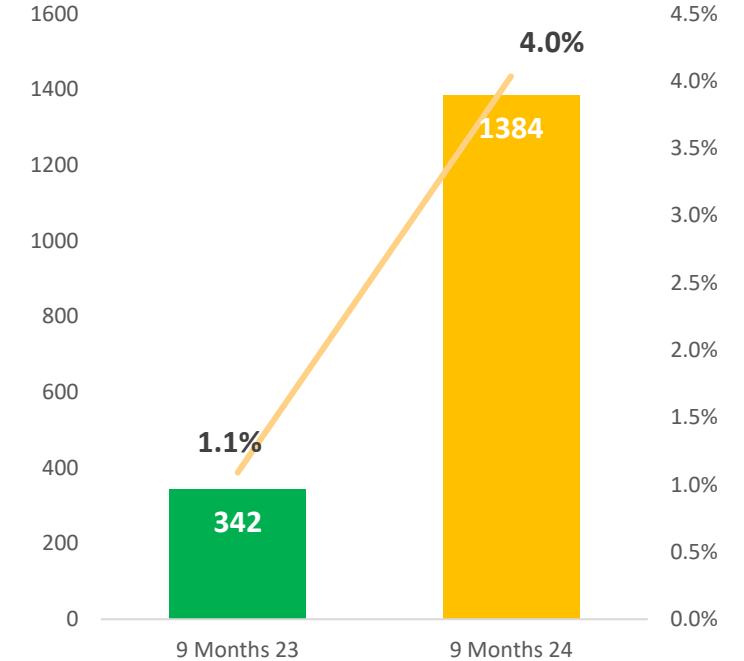
YOY 9.1% Revenue Growth

EBITDA



YOY 21% EBITDA Growth

PBT

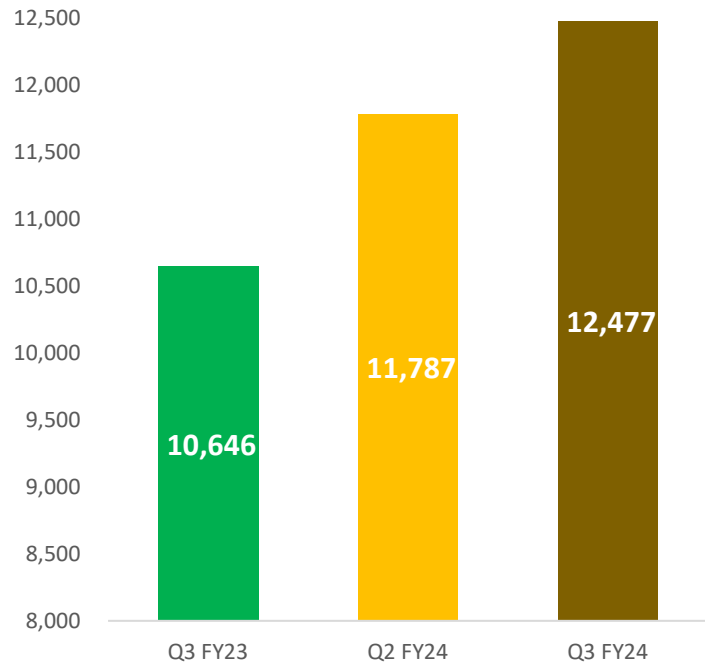


304% YOY PBT UP

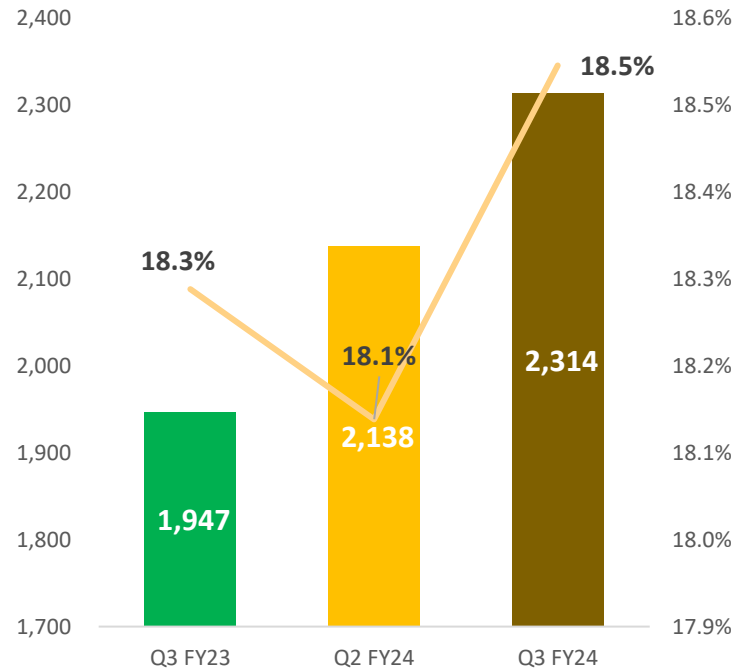
Quarter on Quarter Performance

Rs. In Lakhs

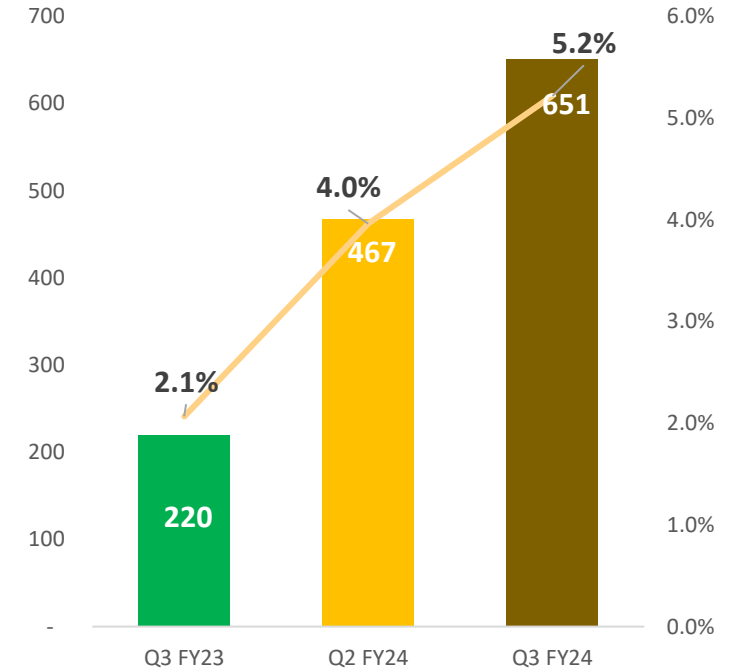
Revenue



EBITDA



PBT



6%
Revenue
UP
Q3 24 Vs
Q2 24

17%
Revenue
UP Q3 24
Vs Q3 23

8%
EBITDA
UP
Q3 24 Vs
Q2 24

19%
EBITDA
UP
Q3 24 Vs
Q3 23

39%
PBT UP
Q3 24 Vs
Q2 24

196%
PBT UP
Q3 24 Vs
Q3 23

Thank You



AVG Logistics Limited

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

E-mail: info@avglogistics.com

