



To
The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra (E),
Mumbai- 400051

Date: 07.07.2022

Ref: Scrip Code/Symbol: AVG

Subject: Intimation regarding Company Information updates

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 copy of updates related to Company information.

Kindly take the same on record.

Thanking you,

Yours Faithfully
For AVG LOGISTICS LIMITED

For AVG LOGISTICS LTD.

A handwritten signature in blue ink, appearing to read 'mukesh', is written over a blue horizontal line.

Compliance Officer

Mukesh Nagar
Company Secretary &
Compliance officer



AVG LOGISTICS LTD.

Investor Presentation
July 2022



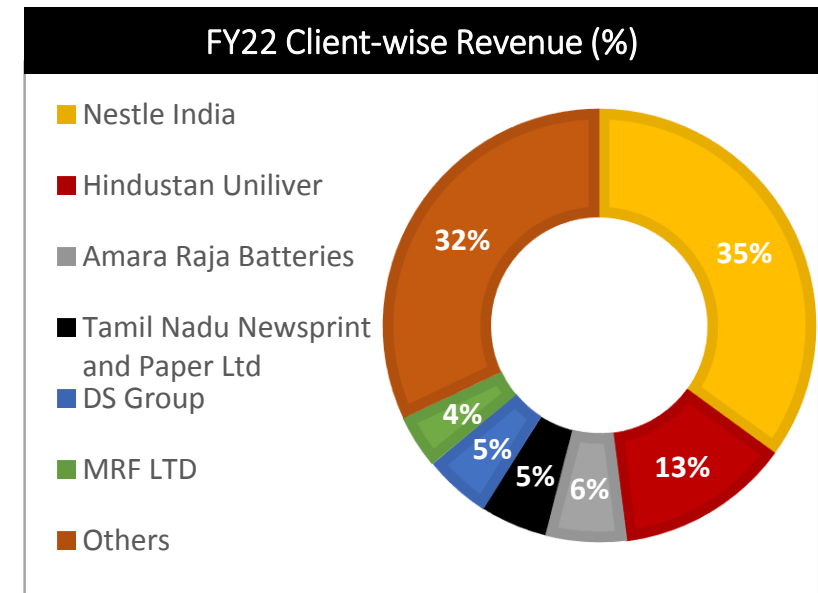
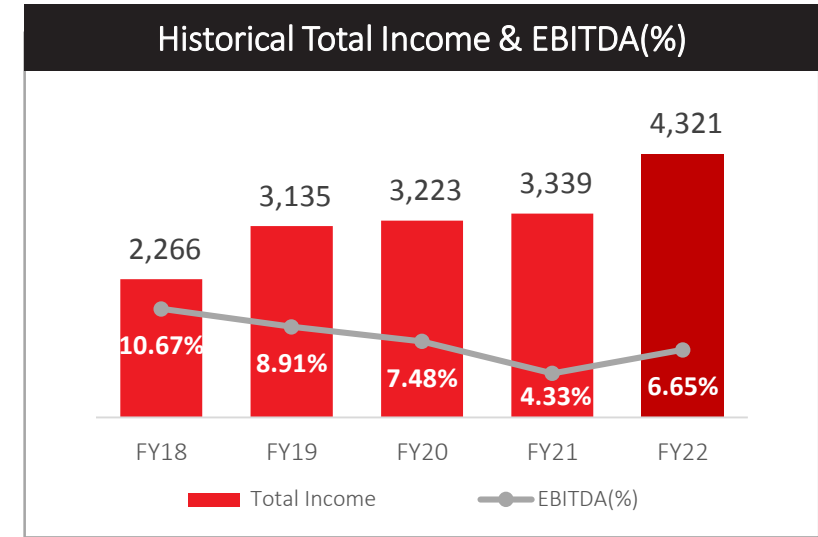
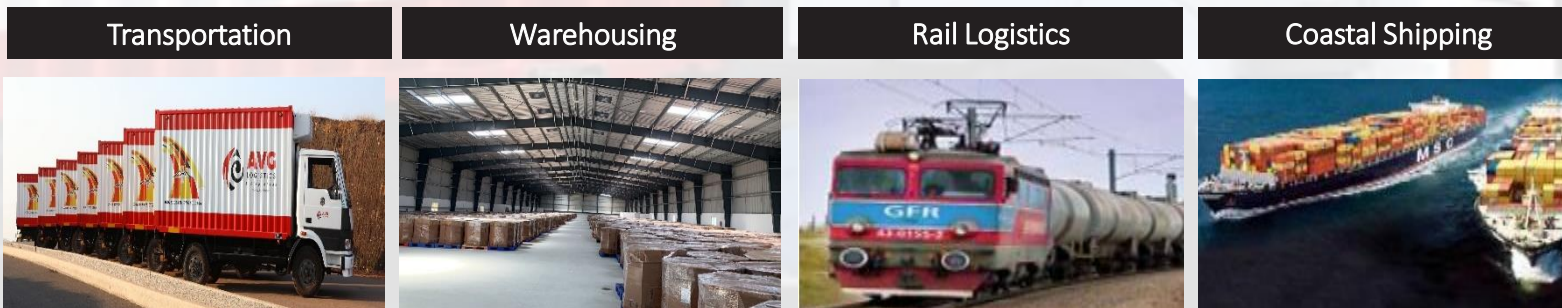
Transportation	Warehousing	Railways	Value added services	Coastal
Fleet of 500 trucks	~7,05,000 sq. ft. of warehousing space fully operational	4 fully operational rail routes	End-to-end services to compliment all service verticals	Coastal services provided across the country
207 reefers	7 fully operational and 1 upcoming leased and owned warehouses across 6 states	Rail logistics services across all CONCOR ICD's	Services such as custom clearing, port logistics, forklifts, cranes and containers on rent	Experience in handling high volume and capacity
Pan-India presence		Contract value of rail routes exceeding INR 4,250 Mn over 6 years		



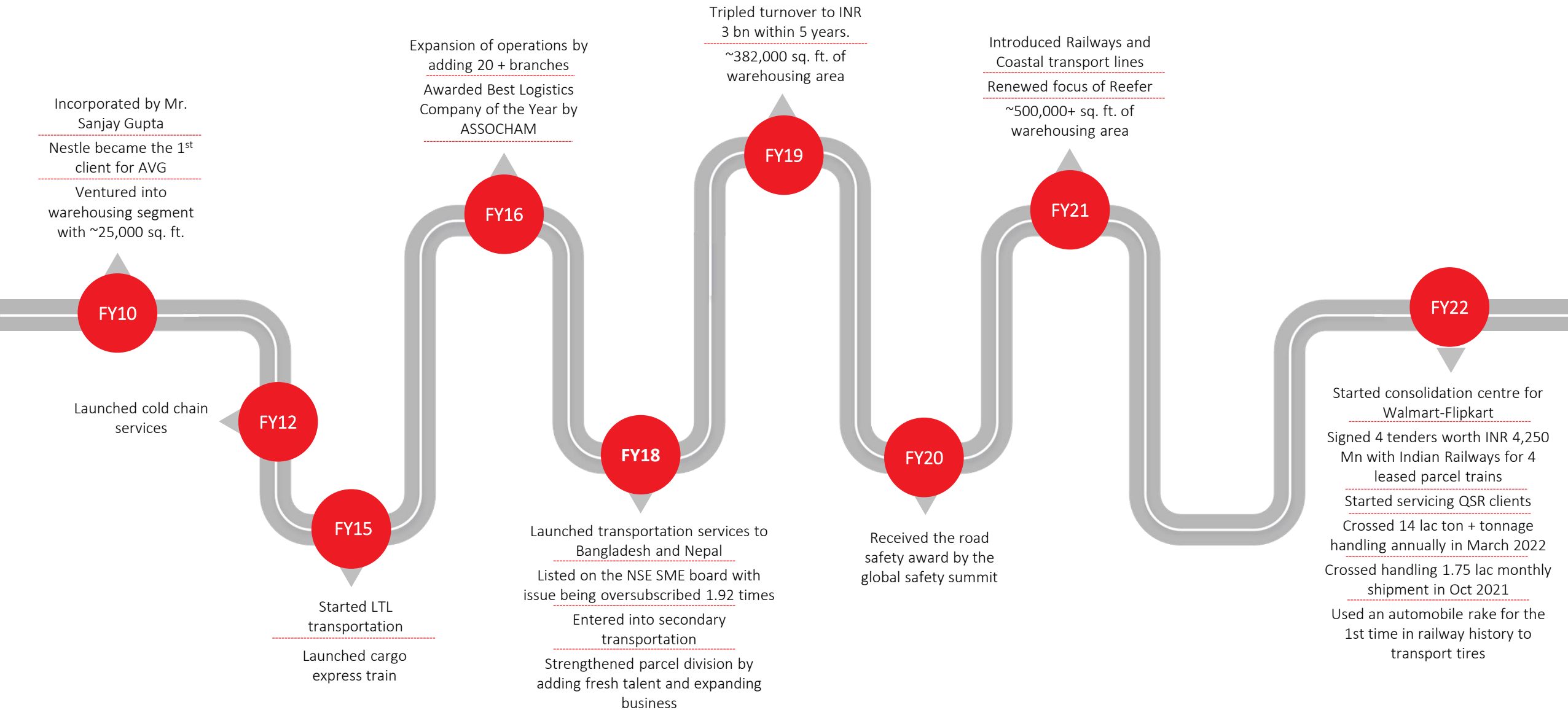
Company Overview

- AVG Logistics Ltd. was founded in 2010 by Mr. Sanjay Gupta, a first generation entrepreneur and is headquartered out of Delhi, India.
- The company specializes in 2 of the most critical functions of logistics i.e., Transportation and Warehousing, while also providing end-to-end customized logistics solutions to clients.
- The company provides a wide range of services such as Road transport services (Primary and Secondary), Railway Logistics Solutions, Coastal Shipping Services, Reefer Transportation, Warehousing services, and other value added services as well.
- AVG has 80+ branches pan-India with over 500 trucks and 6 leased warehouses, 1 owned warehouse in Mysore, and 1 upcoming warehouse in Agartala, with a total of ~7,05,000 sq. ft of space.
- The company currently employs 500 truck drivers and 41 skilled warehouse workers. Apart from that, the company has an employee strength of 415+ people looking into the day-to-day operations.
- AVG has built an enviable list of marquee customers over the years like Nestle, HUL, Amara Raja, DS Group, and TNPL among others.

Business Mix



Significant Milestones – Journey so far...



AVG Logistics has evolved as multi-modal service solutions provider for its clients

Led by a Professional Management Team



Sanjay Gupta
MD & CEO
Experience
30+ years



Vinayak Gupta
Vice President
Experience:
5 years



Gurpreet Singh
CFO
Experience:
20+ years



N.K.Sharma
Chief Operating Officer
Experience:
20 years



Ajay Kumar
Head-Operations
Experience:
18+ years



Bijay Mishra
Business Head – Cold Division
Experience
20+ years



Dayanand Sharma
GM Operations
Experience
20+ years



Narender Gupta
VP-Finance
Experience
20+ years



Praveen Mahla
Sr.GM – Finance &
Accounts
Experience
5 years



S G Mathur
Administrative Officer
Experience
40+ years



Saurabh Grewal
Head - Fleet
Management
Experience
9 years



Ashok Kumar Sharma
Head- Rail Operations
Experience
20 years

Industry Endorsements and Select Awards



ASOCHAM Excellence Award 2016
“Best Logistics Company of the year”

FSC Cold Chain Awards 2016,2017
“Operational Excellence in Cold Chain FMCG”



Global Logistics Excellence 2017
“Emerging 3PL Warehousing & Logistics Company”

AsiaOne Magazine Awards 2017-18
“India’s Greatest Brands & India’s Greatest Leaders”



Future Supply Chain Cold Chain Awards 2017
“Best Reefer Service Provider of the Year”

Global Safety Summit Awards 2018
“Road Safety Award 2018”



ISO 9001:2015 Certified
“Quality Management Systems”

Food Safety Standards (FSSAI) License;
Supplier Ethical Data Exchange (SEDEX) - compliant



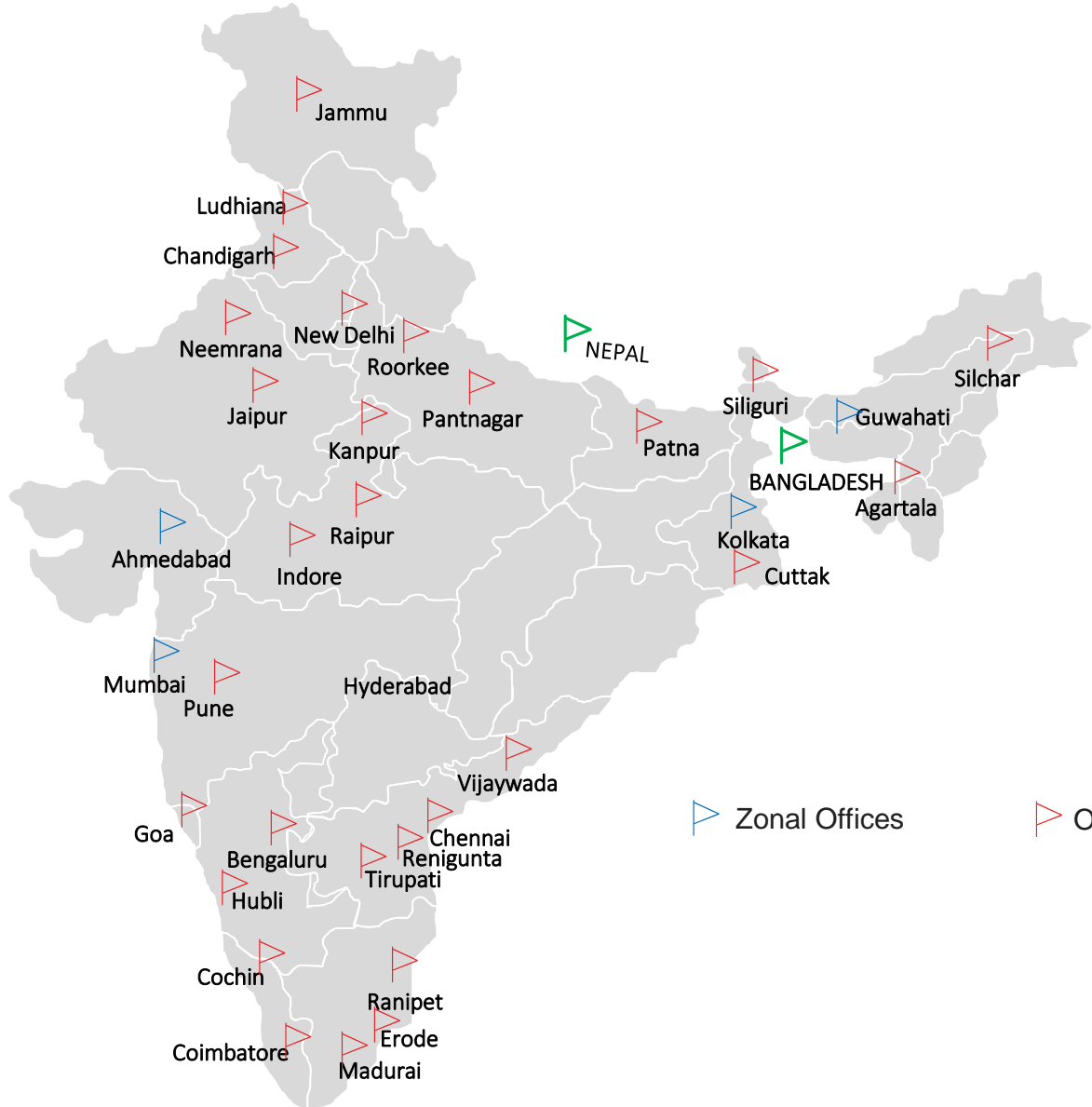
Some of AVG's Marquee Clientele



PARAG MILK FOODS LIMITED



Geographical Presence



- > An extensive network of 80+ branches and 7 zonal offices ensuring AVG has a pan-India presence
- > Team of 415+ employees
- > 9 transshipment hubs for LTL services
- > International routes catered to Nepal and Bangladesh
- > 1 Fleet maintenance hub
- > ~7,05,000 sq. ft. of warehousing footprint pan-India
- > 1,500+ associated vehicles
- > Strong rail logistics network of 4 railway lines

▶ Zonal Offices ▶ Other Branches ▶ International Network

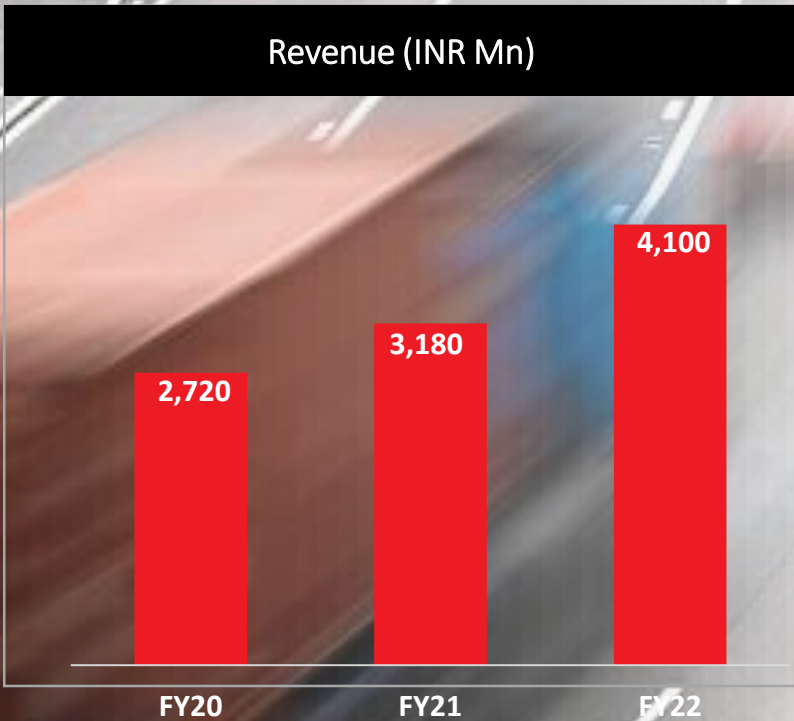


Business Overview



- AVG is a market leader in providing integrated solutions in road cargo with a Pan-India network to provide multi-modal transport services to clients all over the country.
- The company has a fleet of more than 1200+ vehicles running on daily basis, including hired & owned dry/reefer vehicles, Tech-enabled fleet with GPRS systems to ensure the safety of goods as well as the drivers, and having 24*7 monitoring through a central command centre.
- The company has built an integrated logistics infrastructure over the last 10 years providing Full Truck Load (FTL) and Less than Truck Load (LTL) solutions to clients.
- The company typically uses 12-20 ton load trucks for dry delivery, for temperature-controlled refrigerated vehicles the company uses a wide range of 1 ton to 18 tons load trucks to provide secondary logistics solutions and less than 12 ton load vehicles to provide last mile delivery services to clients.
- AVG operates various dedicated routes to ensure pan-India distribution with Efficient transport solutions to and from the manufacturer to the distribution hub.

Revenue (INR Mn)



Services

FTL and LTL (Primary)	Express Delivery	Multimodal Transportation	Freight Forwarding
Reverse Logistics	Cold Chain	Export to Nepal and Bangladesh	Dedicated/Secondary Solutions



Dedicated Engagement Model

- AVG runs dedicated different types of vehicles as per customer requirements in different cities for first mile, mid mile and last mile logistics.
- The vehicles utilised in this model are leased out completely to the client for a contractual period.
- The company works on a fixed and a variable payout model.
- The company charges a fixed cost/km as per the contract terms after which they charge a higher rate on a variable basis.

Non-Dedicated Engagement Model

- AVG operates on this model in a region of high freight, low supply and high demand where customers prefer hiring companies with their own fleet.
- The company commits its vehicles on a fixed monthly charge for a run of kms specified in the contract after which it charges a variable cost on basis of impending demand and available supply.
- The benefits of this model are increased market control, timely service, low dependency on multiple logistics providers and better rates for the customers.

Outsourcing Model

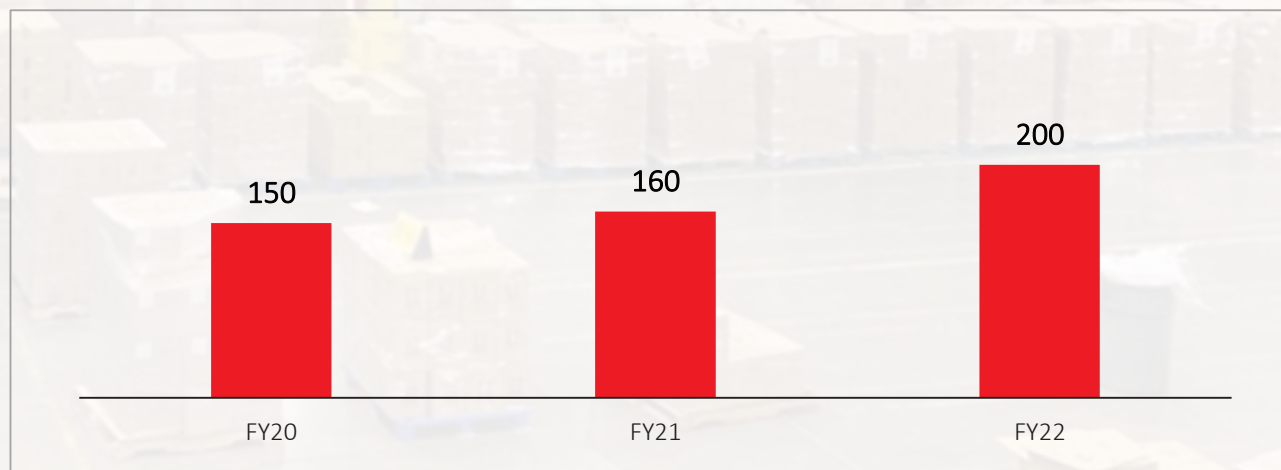
- Under the outsourcing model, AVG has adopted an asset light model wherein the company shall hire vehicles from the open market to cater to an elevated demand as and when needed.
- This model helps the company see an improvement in its margins, thus improving the return ratios.

~7,05,000 sq. ft+ of warehousing space pan-India



- AVG’s warehousing services help manage clients’ supply chain meritoriously.
- Backed by a team of professional experts and high end technology, the company constantly puts in efforts to improve productivity and increase efficiency.
- The company has a total of ~7,05,000 sq. ft. of leased warehousing space spread over 7 different warehouses in North India under operation, 81,189 sq. ft. of owned warehousing space under operation in Mysore and 50,000 sq. ft. of owned warehousing space in Agartala.
- The warehouses in Modinagar, and Murthal solely cater to Nestle, AVG’s biggest client. The Rajpura warehouse caters to HUL while the warehouses in Dasna and Bakoli cater to Mother Dairy.
- AVG provides several types of warehousing services such as industrial and retail warehousing, liquid storage, cold storage, agri-warehousing, and container storage services on a short, medium, and long-term basis to clients.

Revenue (INR Mn)



Owned Warehouses in Agartala and Mysore

Agartala
(Upcoming)

Project Cost – INR 107 Mn

Building: INR 107 Mn

Mysore
(Commissioned)

Project Cost – INR 125 Mn

Land: INR 18 Mn

Building: INR 107 Mn

Revenue Potential

INR 10-12 Mn/year

INR 16-20 Mn/year

Payback Period

6-7 years

6-7 years

Expected ROCE

16-18%

16-18%



Types of Storage and Warehousing Services Provided

Industrial/Retail Warehousing



Liquid Storage



Cold Storage



Agri Warehousing



Container Storage



Warehouse Management Services

Supervisor | Data operator
Office boy | Housekeeping
Security | Pest management
Fire extinguishers rental
Hand lifts | Manager

Co-packing services

Rental Services

Forklift on rent
Crane on rent



The company provides different rail logistics services to its customers such as Full rack and peace meal transportation, container movement and terminal management across all CONCOR ICDs.

The company currently operates 4 rail routes:

- **Delhi-Bangalore-Delhi**
Operates twice a week over a 6 year contract period valued at INR 2,410 Mn
- **Goa-Guwahati-Goa (via Kolkata)**
Operates on a weekly basis over a 6 year contract period valued at INR 1,146 Mn
- **Delhi-Goa-Delhi**
Operates on a daily basis over a 5 year contract valued at INR 659 Mn
- **Goa-Patna**
Operates on a weekly basis over a 5 year contract valued at INR 37.4 Mn

The total contract value of these 4 rail routes thus stands at INR 4,250 Mn with a revenue potential of INR 6,000 Mn over the said contract period.

Benefits

Fixed price long term contracts	No effect of an increase in fuel prices	Express Delivery
Safe journey	Scheduled Movement	Lease affected during the pandemic

Advantages of Rail Logistics



Rail logistics eliminates the issue of shortage of drivers



National Railway Plan focused on increasing modal share of railways to 45%



Road infrastructure is accident prone which results in loss of goods and delay in delivery



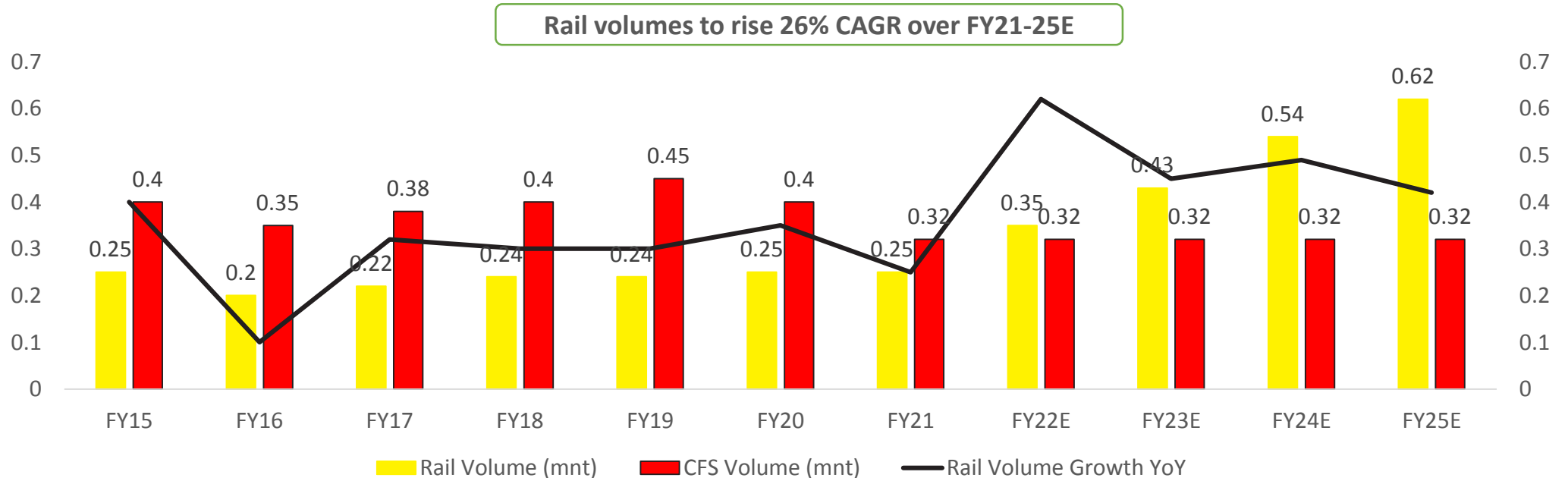
Marquee clients prefer services in line with ESG practices like reducing carbon footprint



Significant cost savings can be done through Rails

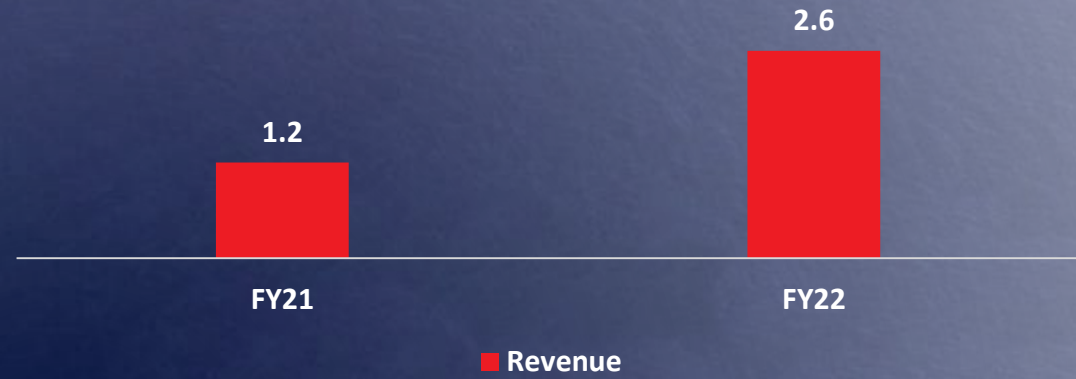


Rail freight is cheaper, faster, safer, reliable and reduces pilferage for long distances





Revenue (INR Mn)



AVG Logistics also provide coastal logistics services as a value added service.

They provide services such as:

1. Port to port
2. Door to port
3. Port to door
4. Door to door

Benefits

Lower freights

Zero pilferage

Reduces carbon footprint

01

Operations and Warehousing

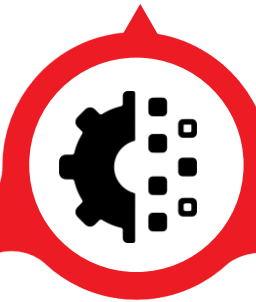
- Tyre Management system : Michelin complete tyre solutions
- Workman Management system
- Record management system
- Geo-fencing, e-invoicing



03

Digital Transformation

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



05

IOT Devices

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



02

Central Monitoring System

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



04

Strong Tech team

- Project management system
- Tech enabled infrastructure
- Repository system



06

Customer and Suppliers

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



Reefer / Cold Chain Segment:

Growth in sectors like organized retail, processed food, pharmaceuticals, etc. is expected to drive growth in Indian reefer and cold chain at 14% CAGR during 2020-2025

Train Lease:

With the increase in rail freight movement and new axle weight norms for wagons, advantages like punctuality, no haulage for maintenance runs, timely approvals for coach refurbishment makes train lease preferable

Multi-Model:

The government's drive to encourage integrated logistics and multi-modal connectivity is a positive move towards the progress of the logistics industry in India

Parcel Business:

The market for Courier, Express, and Parcel (CEP) in India is estimated to grow at a CAGR of more than 10.5% during 2020-2025 driven by the growth in the e-commerce segment, higher internet penetration etc.

Consolidation Centre:

Increases the use of goods vehicles and boost distribution efficiency. For the final delivery, a specialized fleet of environmentally friendly goods vehicles could be used

Last Mile Delivery:

The new proposed measures under the PM 'Gati Shakti' plan for expanding the National Highway Network by 25,000 km in 2022-23 will further boost logistics connectivity and improve last-mile deliveries



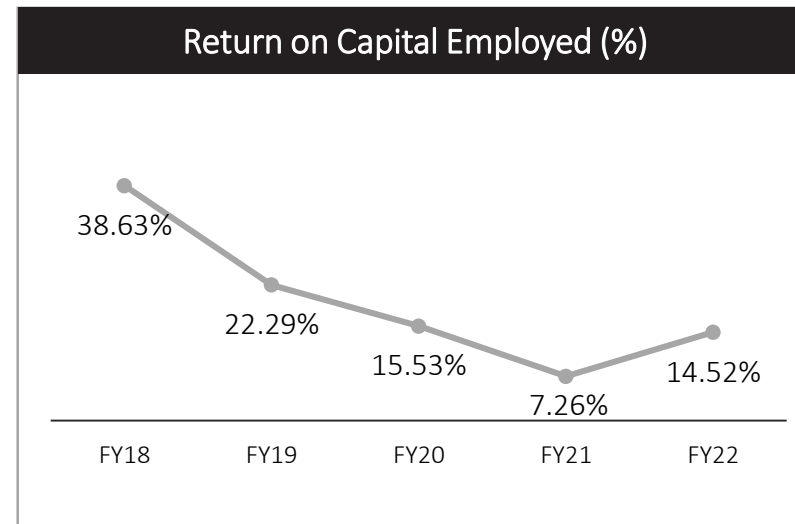
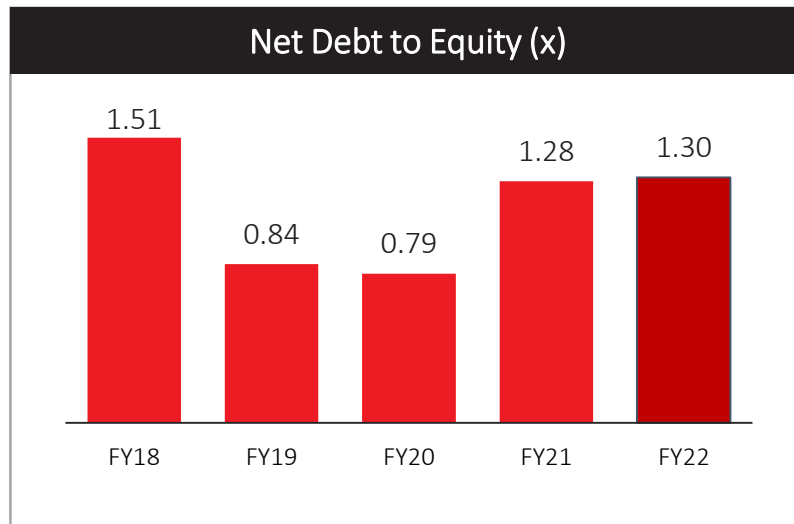
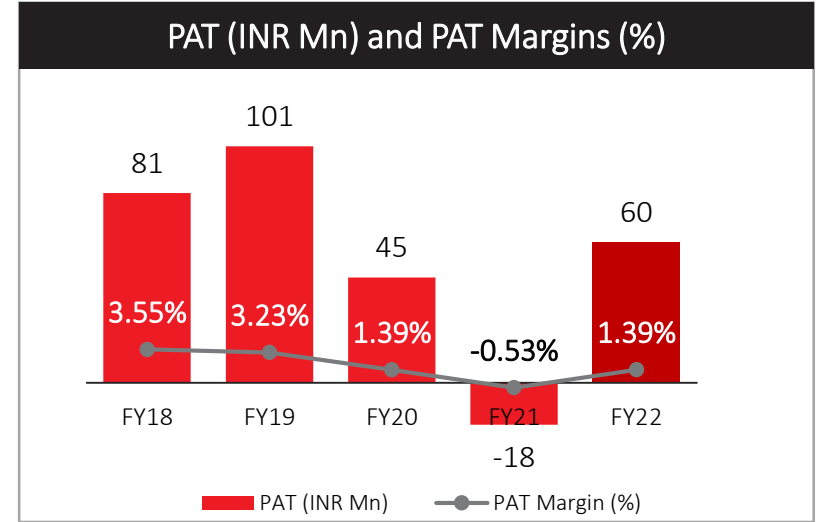
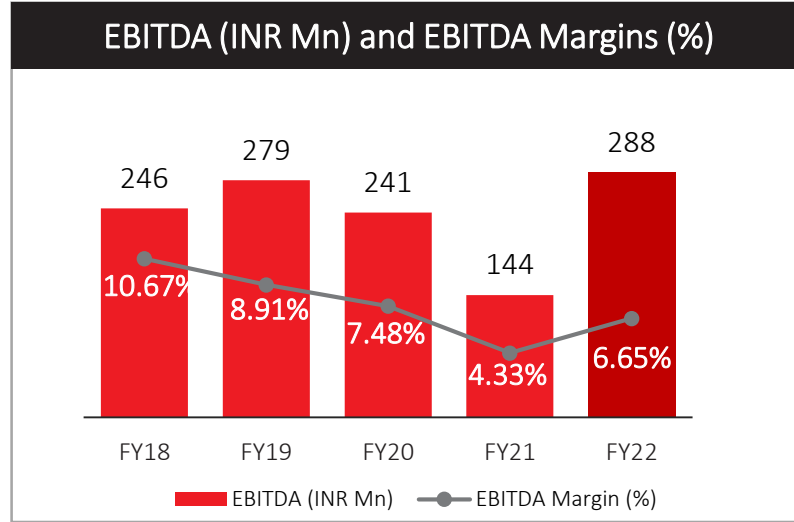
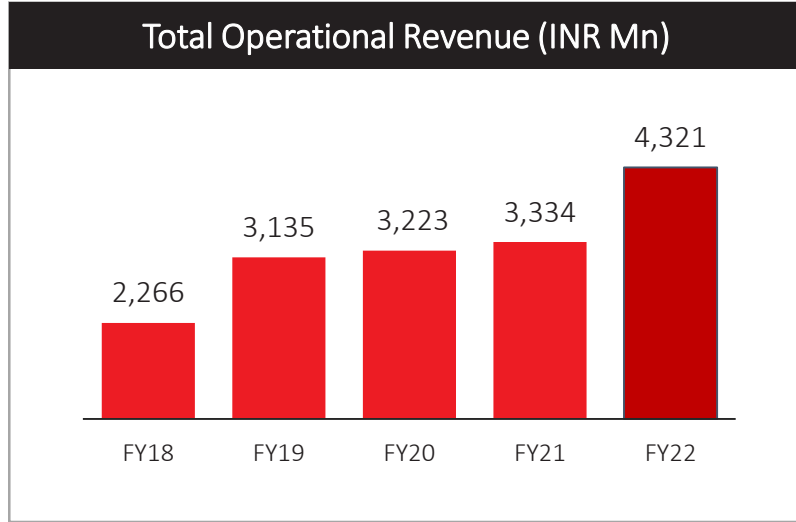
Financial Overview

Historical Consolidated Income Statement

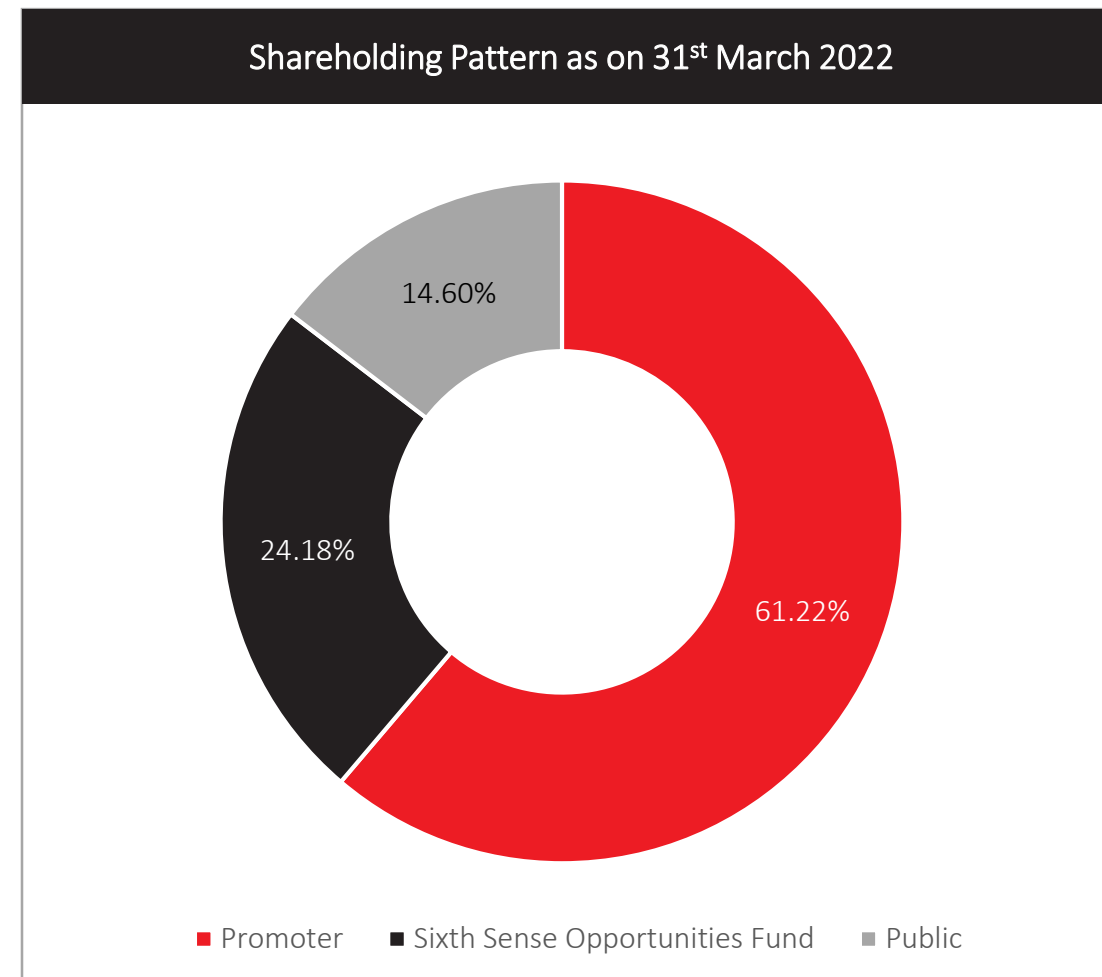
Particulars (INR Mn)	FY19	FY20	FY21	FY22
Operational Income	3,135	3,223	3,334	4,321
Total Expenses	2,856	2,982	3,190	4,033
EBITDA	279	241	144	288
<i>EBITDA Margins (%)</i>	8.91%	7.48%	4.33%	6.65%
Other Income	22	15	12	7
Depreciation	76	93	68	64
Interest	84	97	122	146
Prior Period Expenses	(8)	2	(10)	-
PBT	134	64	(24)	85
Tax	33	19	(6)	25
Profit After tax	101	45	(18)	60
Share Profit/Loss from Group Entities	(6)	7	-	-
Profit After Tax (Net)	95	52	(18)	60
<i>PAT Margins (%)</i>	3.22%	1.40%	NA	1.39%
Diluted EPS (INR)	9.36	4.35	(1.54)	5.12

Consolidated Balance Sheet

Equity and Liabilities (INR Mn)	FY20	FY21	FY22	Assets (INR Mn)	FY20	FY21	FY22
Equity and Liabilities				Non Current Assets			
Shareholders' Funds				Property, plant and equipment	392	635	818
Share Capital	103	118	118	Intangible Assets	-	-	-
Reserves and Surplus	635	668	728	Capital Work in Progress	164	22	1
Total Equity	738	786	846	Non-Current Investments	99	100	100
Non Current Liabilities				Deferred tax assets (Net)	13	15	22
Long-term Borrowings	278	386	678	Long term loans and advances	99	129	116
Other long term Borrowings	25	39	54	Other non current assets	5	41	67
Long term provisions	7	7	8	Total Non current assets	772	942	1,124
Total Non-current liabilities	310	432	740	Current Assets			
Current Liabilities				Inventories	7	3	1
Short term Borrowings	368	679	477	Trade Receivables	812	836	913
Trade Payables	275	172	276	Cash and bank Balances	62	58	52
Other Current Liabilities	394	230	247	Short term loans and advances	345	305	299
Short term Provisions	5	2	4	Other current assets	92	157	201
Total Current Liabilities	1,042	1,083	1,004	Total Current Assets	1,318	1,359	1,466
Total equity and liabilities	2,090	2,301	2,590	Total Assets	2,090	2,301	2,590



Price Data as on 31st March 2022	INR
Face Value	10.00
CMP	85.00
52 Week H/L	85.00/44.05
Market Cap (INR Mn)	1,001
No. of Share outstanding (Mn)	11.8
1 Year Avg. Trading Volume ('000)	3.29



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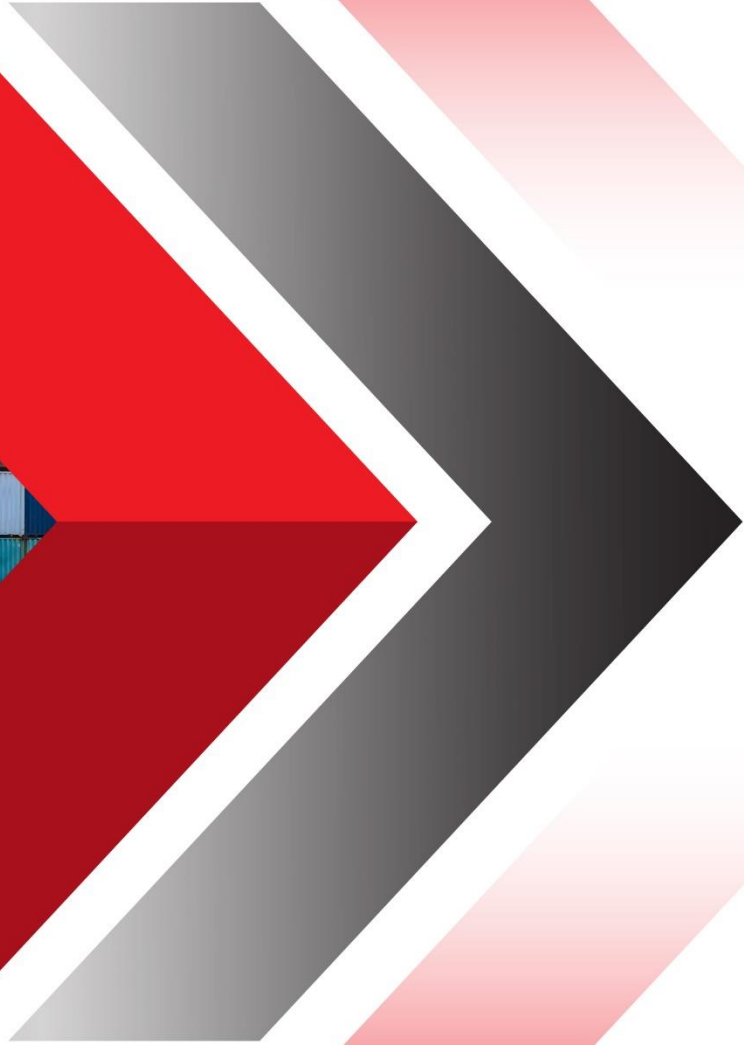
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