



AVG LOGISTICS
A STEP AHEAD

Logistics 4QFY18 Investor Update

AVG Logistics, one of India's largest transportation solutions provider to the FMCG sector, has declared its Audited Financials for the Quarter and Year ended on March 31, 2018

Audited Financial Results for the year ended 31st March, 2018

(Amount – Rs in crs)

S.No.	Particulars	31.3.2018	31.3.2017	% change
1.	Turnover	224.3	194.7	15.2%
2.	EBITDA	24.1	16.8	43.7%
	% margin	10.8%	8.6%	
3.	Profit Before Tax	12.0	6.5	84.8%
	% margin	5.4%	3.3%	
4.	Profit After Tax	7.6	4.5	67.4%
	% margin	3.4%	2.3%	

Key Financial Highlights

- Revenue grew by 15% yoy to Rs 224 crs in FY18 from Rs 195 crs in FY17.
- **EBITDA margins improved by 220 bps yoy to 10.8% from 8.6%**, driving a 44% yoy growth in EBITDA to Rs 24 crs.
- Profit Before Tax grew by 85% yoy to Rs 12 crs from Rs 6.5 crs last year.
- **Profit After Tax grew 67% yoy to Rs 7.6 crs from Rs 4.5 crs**, implying a 110bps yoy improvement in PAT margins to 3.4%.

Commenting on the results and performance, **Mr. Sanjay Gupta, Managing Director & CEO** said, "We have achieved a remarkable improvement in profitability this year as a result of multiple cost saving initiatives implemented by the company in addition to higher utilization of our own fleet. We expect to build further on this momentum by adding multiple new bluechip clients especially in the consumption-related sectors in addition to increasing market share from current clients. Better utilization of fleet, GST and E-Way bill implementation and other cost saving initiatives will help us increase market share from the unorganized sector in addition to further margin improvement."

He further added "We have successfully added new business contracts worth Rs 31 crs annual business in the first two months of FY19 and are confident of getting more such contracts with many discussions in final stages."

AVG LOGISTICS LIMITED

CIN No.: U60200DL2010PLC198327

E-mail: info@avglogistics.com

Website: avglogistics.com

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

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

On his vision for the company, he said “We are quite excited by the current spate of initiatives the company has taken over the last couple of years which have created a strong growth platform for the next few years. **Seeing the current and expected business pipeline, we are extremely confident of achieving our objective of Rs 500 crs revenue by FY21** with best-in-class profitability and become one of India’s largest and most diversified supply chain solutions provider to the consumption-related sectors.”

Marketing Developments

In line with our stated intention of expanding our client base by adding new bluechip and MNC clients especially in the consumption sector, we are pleased to state the new contracts finalized over the last two months as a result of our relentless marketing efforts.

S.No.	Name of Customer	Particulars	Expected Annual value of services
1.	Greenply Industries	Agreement executed for transportation of materials from factory at Chittoor to various locations	5 crs
2.	LT Foods	Agreement executed for transportation of materials from factory at Sonipat to South India by road and rail	3 crs
3.	Nestle India	LOI received for 21 refrigerated vehicles placement for secondary delivery of goods for a period of 3 years in Kolkata, Vijaywada, Hyderabad, Bangalore, Guwahati and Silchar	4 crs
4	Amara Raja Batteries	Company has agreed to add two more states viz. Gujarat and Maharashtra for transportation of materials with effect from 1 st July, 2018	10 crs
5.	Mondelez India Foods	Transportation services in Chennai and Pune	3 crs
6.	MRF Tyres	Transportation services in Goa and Trichy	6 crs
	Total Value		31 crs

Expansion of own fleet

As part of our expansion plans of increasing own fleet, we have added 21 refrigerated vehicles and 12 dry vehicles in our own fleet in the first two months of FY19.



Warehousing projects update at Agartala and Mysore

Construction activities at Agartala warehouse project have been started. We are sure to complete the construction work in scheduled time.

Lease deed of warehouse project land at Mysore has been executed in favor of AVG in the month of May,2018. Project planning and site plans drawings are under preparation. We hope to start the construction activities in June, 2018 and are sure to complete the construction work in scheduled time.

For AVG Logistics Limited


(Arun Kumar Goel)
Chief Financial Officer

