

February 14, 2025

<b>To,</b> <b>BSE Limited,</b> Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400001 <b>BSE Scrip Code:</b> 532749	<b>To,</b> <b>National Stock Exchange of India Limited,</b> Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051 <b>NSE Symbol:</b> ALLCARGO
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Dear Sir/Madam,

**Sub: Investor Presentation**

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "**Listing Regulations**"), read with Part A of Schedule III of the Listing Regulations, we are enclosing herewith the Investors Presentation on financial performance of the Company for the quarter and nine months ended December 31, 2024.

The above information will be made available on the website of the Company i.e., [www.allcargologistics.com](http://www.allcargologistics.com)

We request you to take the above on record.

Thanking you,

Yours faithfully,

**For Allcargo Logistics Limited**

**Devanand Mojidra**  
**Company Secretary & Compliance Officer**  
**Membership No.: A14644**

**Encl: a/a**

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**ALLCARGO LOGISTICS LIMITED**



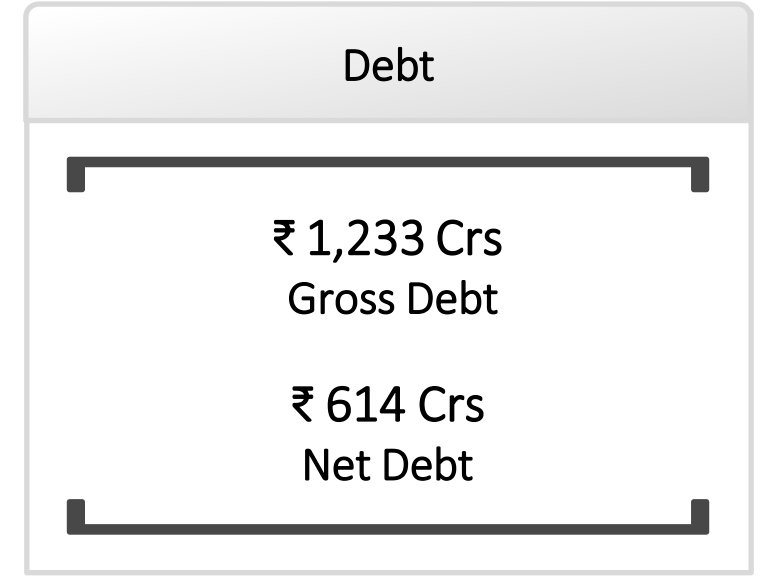
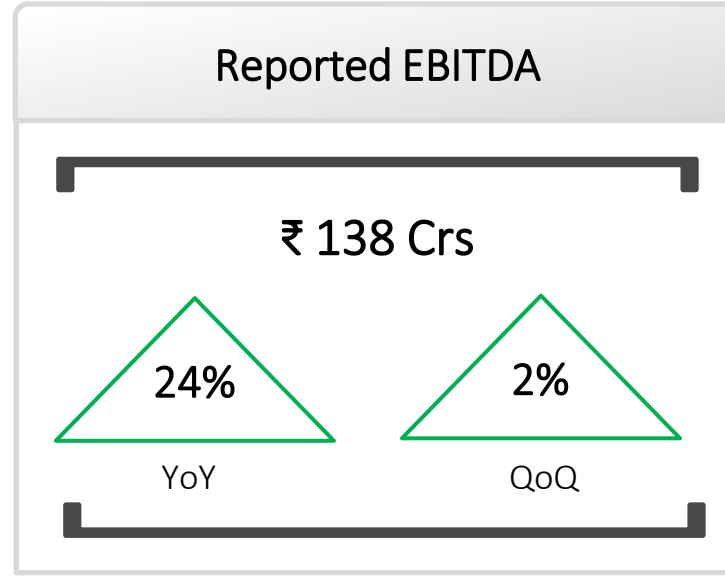
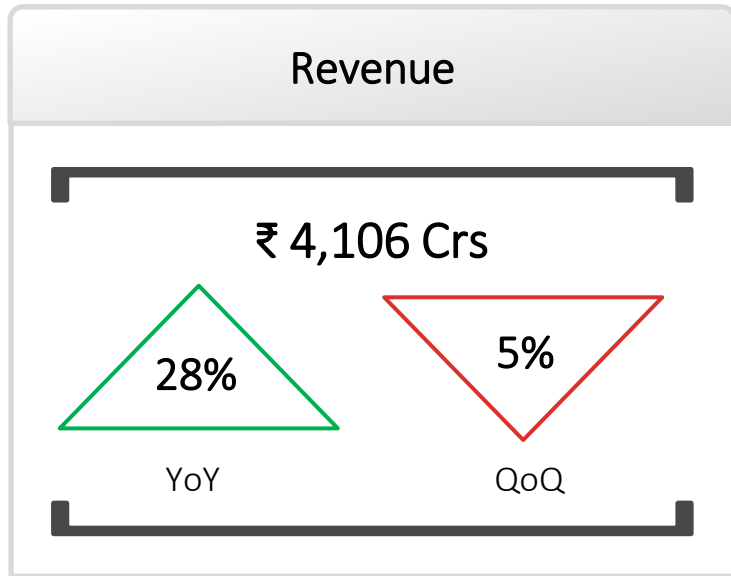
INVESTOR PRESENTATION  
February 2025

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Allcargo Logistics Limited** (the “Company”), have been prepared 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 guarantees 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.

# KEY FINANCIAL HIGHLIGHTS – CONSOLIDATED Q3FY25



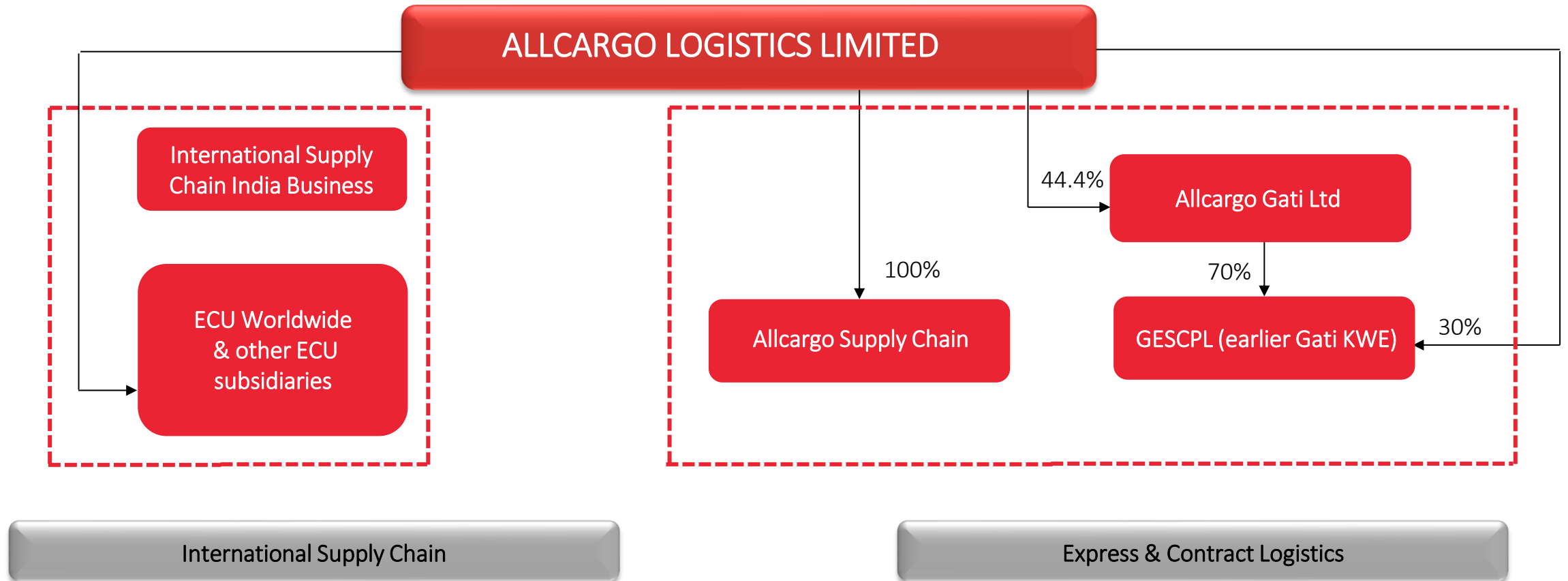
Allcargo Logistics (Consolidated)			
₹ Crores	Q3FY25	Q3FY24	Q2FY25
Revenue	4,106	3,212	4,301
Gross Profit	864	755	841
EBITDA	138	111	135

ECU Worldwide NV			
₹ Crores	Q3FY25	Q3FY24	Q2FY25
Revenue	3,061	2,424	3,303
Gross Profit	650	578	628
EBITDA	57	64	63

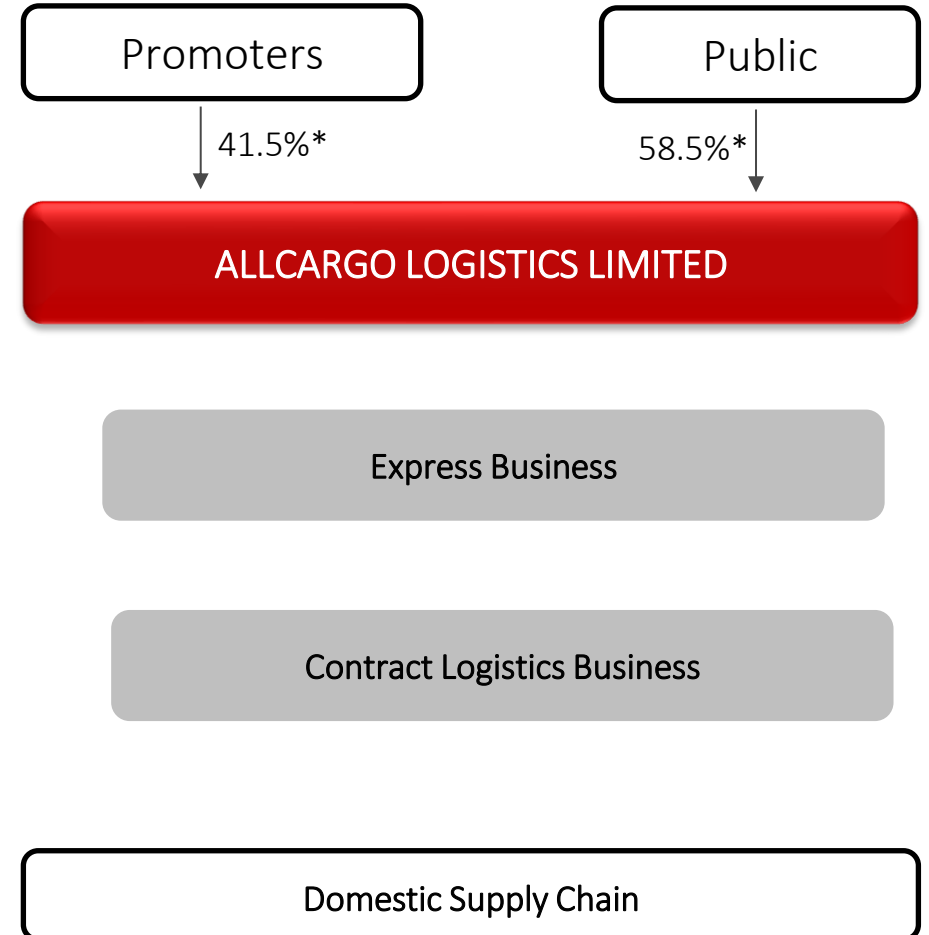
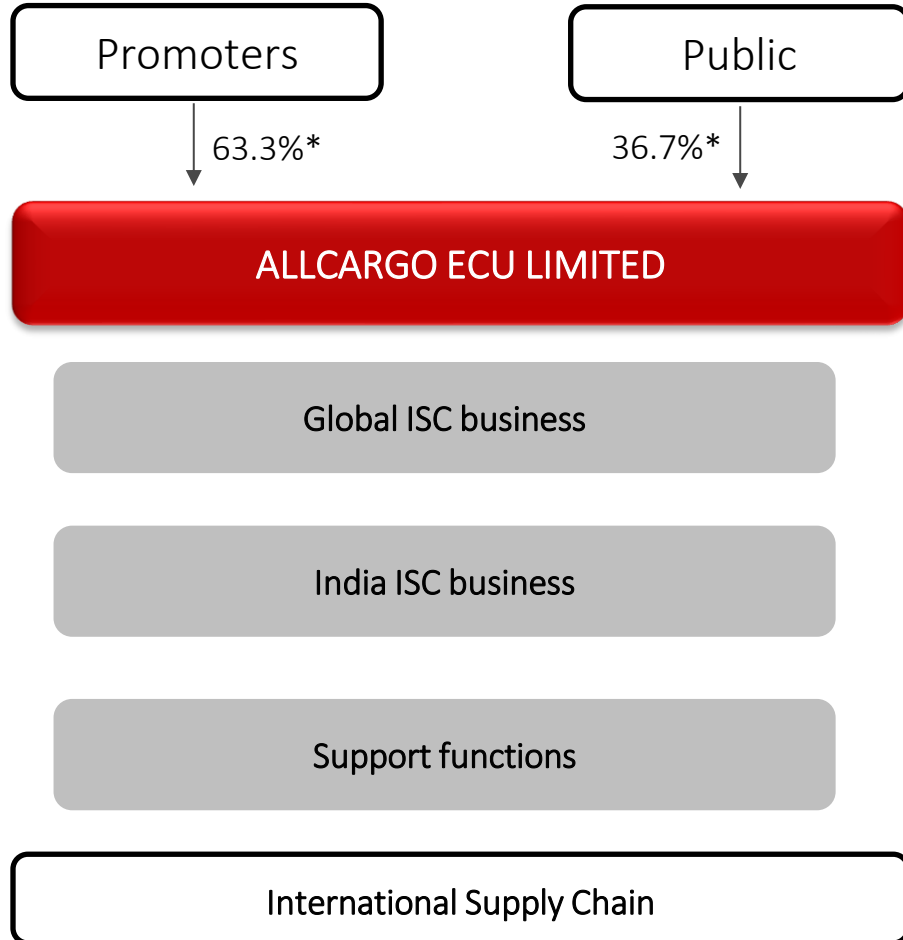
- LCL volume for the quarter ended December'24 stood at 2.20 million CBM, depicting a growth of 2% over same period last year. FCL volume for the quarter stood at 170K TEUs, up 11% over same period last year. On YTD basis LCL volume grew by 2% and FCL volume grew by 9%.
- Air volume for the quarter ended December 2024 stood at 8.14 million kilos. This represents a growth of 5% as compared to same period last year. On a YTD basis air volume grew by 23%.
- Contract Logistics business has reported a revenue growth of 62% on a YoY basis and 15% on a QoQ basis on the back of new client addition and increased wallet share from existing clients.
- Express Business (GES CPL): Continues to show improvement on the back of cost initiatives, for Q3FY25 EBITDA was up 215% as compared to same period last year. For the nine months ended December 2024 EBITDA was up 52% as compared to same period last year. Q3FY25 was a landmark quarter for express business, it registered highest ever quarterly volume.

Company has received interim NCLT order. We expect conclusion by April 2025

## Current Corporate Structure



# CORPORATE STRUCTURE POST RESTRUCTURING



\*Effective holding as per the shareholding structure of December 2024

# EXCEPTIONAL TRACK RECORD IN ACQUISITIONS & TURNAROUND



ECU International (Asia), South Asia Terminals, Allcargo Belgium N.V., Administradora House Line  
 C.A., AGC NY Air Line, CELM Logistics S.A., China Consolidation Services, Compañia  
 Logística de Chile S.A., Contech FMA-LINE, FCL Marine Agencies B.V., Consolidadora Ecu- Line C.A, Econocaribe  
 Consolidators, Ecu Global Services N.V. Ecu-Line Peru SA, Ecu-Line Spain S.L. ELWA Ghana, Eurocentre  
 Milan srl. FCL Marine Agencies B.V., Flamingo Line del Ecuador SA, Hindustan Cargo Limited, Societate Ecu-Line  
 S.A., Integrity Enterprises Pty, ECU Worldwide Tianjin, Rotterdam Freight Services, Tunisi  
 Tunisian Shipping N. V., FMA-LINE Nigeria, Jordan Gulf for Freight Services, ASIA PAC  
 Ports & Logistics, Express, Ecu Worldwide GmbH, Ecu Worldwide (Hong Kong), PT  
 Ecu Worldwide Indonesia, FCL Marine Agencies Belgium bvba, FMA Line Agencies Do Brasil, Oconca  
 Container Line S.A., Allcargo Hong Kong, AGL Bangladesh Private T Management (Asia), CCS Shipping, China Consolidation Services Shi  
 Asiapac Logistics Mexico S de RL de CV, PAK DA (HK) Logistics., Oceania de Armazenagem E Distribuicao Ltda (Bracenter), General Export S.r.l. FCL Marine Agencies GMHB  
 (Hamburg), FCL Marine Agencies GMHB (Barmen), Fasder S.A., Ecu Worldwide Peru S.A.C., Translogistics Services  
**ECU WORLDWIDE**  
**FMA-LINE**  
**ECONOCARIBE**  
 SHIPPING THE WEIGHT OF THE WORLD SINCE 1988  
**fair trade**  
**U.S. ULS**  
 uni logistics system co., ltd.  
**AVVASHYACCI**  
 Supply Chain Simplified  
**GATI**  
**nordicon**  
**SPEEDY**  
 MULTIMODES  
 EXCELLENCE IN MOTION





INTERNATIONAL SUPPLY CHAIN

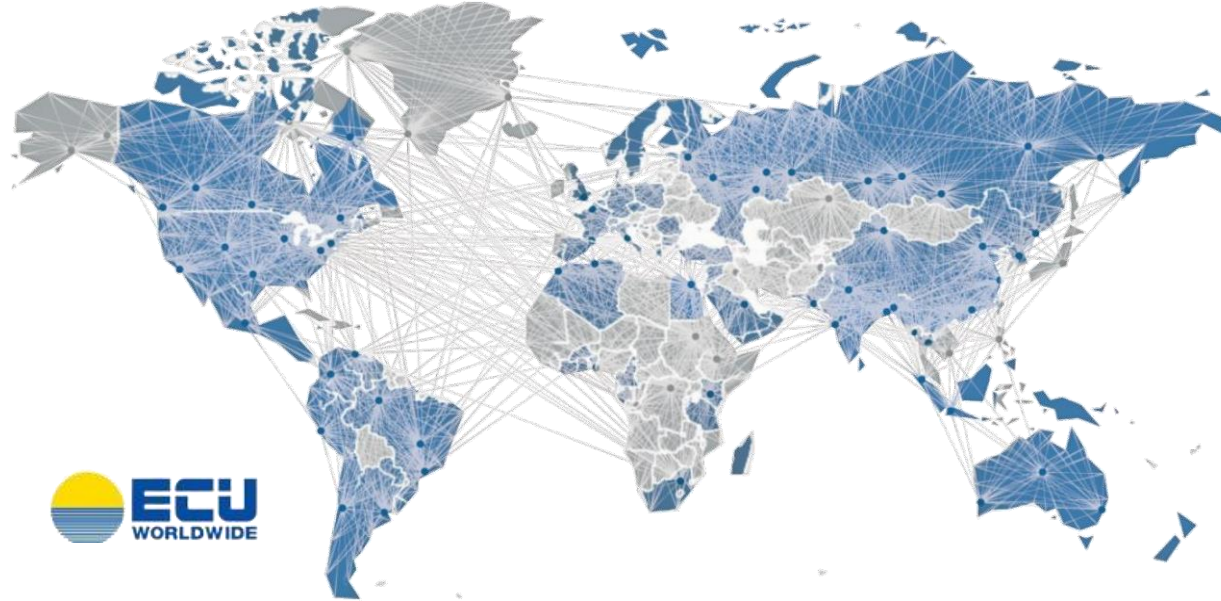
# GLOBAL LEADER IN INTERNATIONAL SUPPLY CHAIN SEGMENT

Global #1 in LCL consolidation operating the largest global LCL network with 15% market share in operating markets

2,500 direct trade lanes, key value driver for small & large freight forwarders

Distinct value proposition to small and medium sized forwarders who benefit from our scale & carrier relationships

Large volumes lead to high utilization / load factors, increasing container profitability



SCALE CREATES  
FLYWHEEL OF SUCCESS



Market Leadership in LCL Provides a Strong Base for Rapid Expansion in FCL and Air Business



## Market

Supply chain industry digitizing  
**ECU poised to win**



## Digital

**Digitally enabled** mid-sized company with breadth of services



## Consolidation

**M&A engine** with a track-record of successful integration



## Operations

Proven ability to run a **complex LCL consolidation network**



## Financials

**Robust financial growth** led by professional drive and operational initiatives



# UNIQUELY POSITIONED WITH UNMATCHED DIGITAL & OPERATIONAL CAPABILITIES

Conventional players have operating network but lack digital capabilities

Digital start-ups lack operational footprint and scale

FCL

LCL

Air



Global network across 180 countries

2,500 direct trade-lanes

Door to door delivery in 50+ markets

Broad client portfolio of small, medium, and large freight-forwarders

Cross-selling capabilities across services widens growth prospects

Multi-service platform allows ECU to reach a wide-spread customer base



Leading operating and digital platform sets ECU at the forefront of the industry of tomorrow



Industry is converging towards an increasing demand for digitalized services...

...leading to stricter requirements for real time and transparent quoting and operational mechanisms...

...requiring world class back end operations, real time automation and exception management ...

...integrated with AI/ML to orchestrate an increasingly complex network

ECU360 & the digital initiative address lot requirements of the industry of tomorrow, by providing a transparent & intuitive partner for all services

CY24

646  
'000 TEU's  
FCL

9.0  
Mn cbm  
LCL

30.4  
Mn kilos  
Air

>60%  
ECU's shipments booked digitally

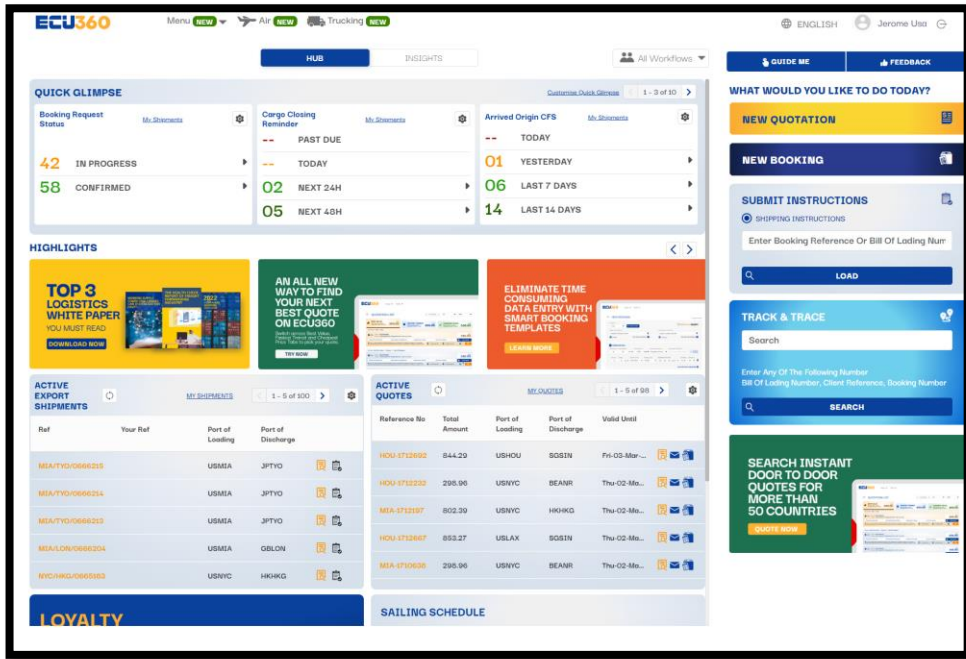
20,000+  
Forwarders using ECU360 every month

A BETTER WAY OF SHIPPING



# ECU360

SHIP WITH A CLICK



## FEATURES



Instant Door-to-Door quotes



Business Insights



Quick Booking



Reusable Templates



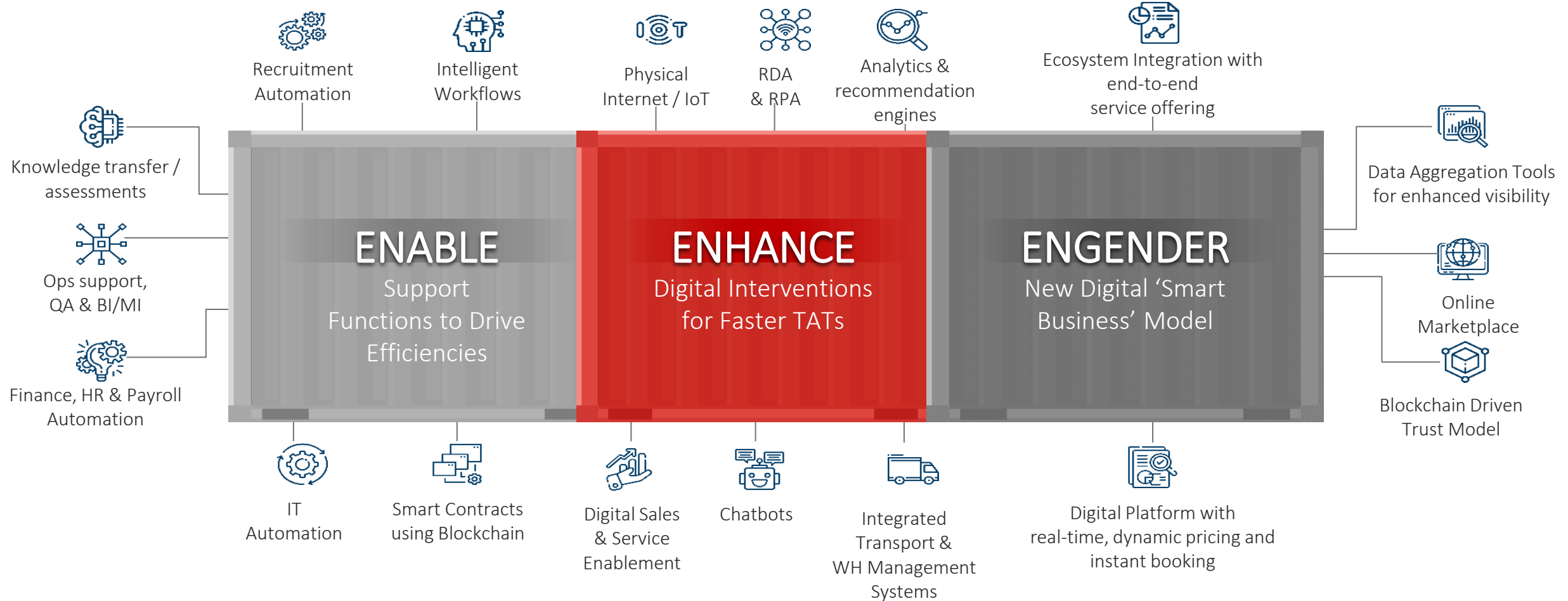
Enhanced Track & Trace



Automated Push Reports

An Integrated Platform for all Shipping Needs

# DIGITAL FRAMEWORK FOR LOGISTICS



## FOUNDATIONAL LAYER

Robust Infrastructure & cloud

Application tech stack

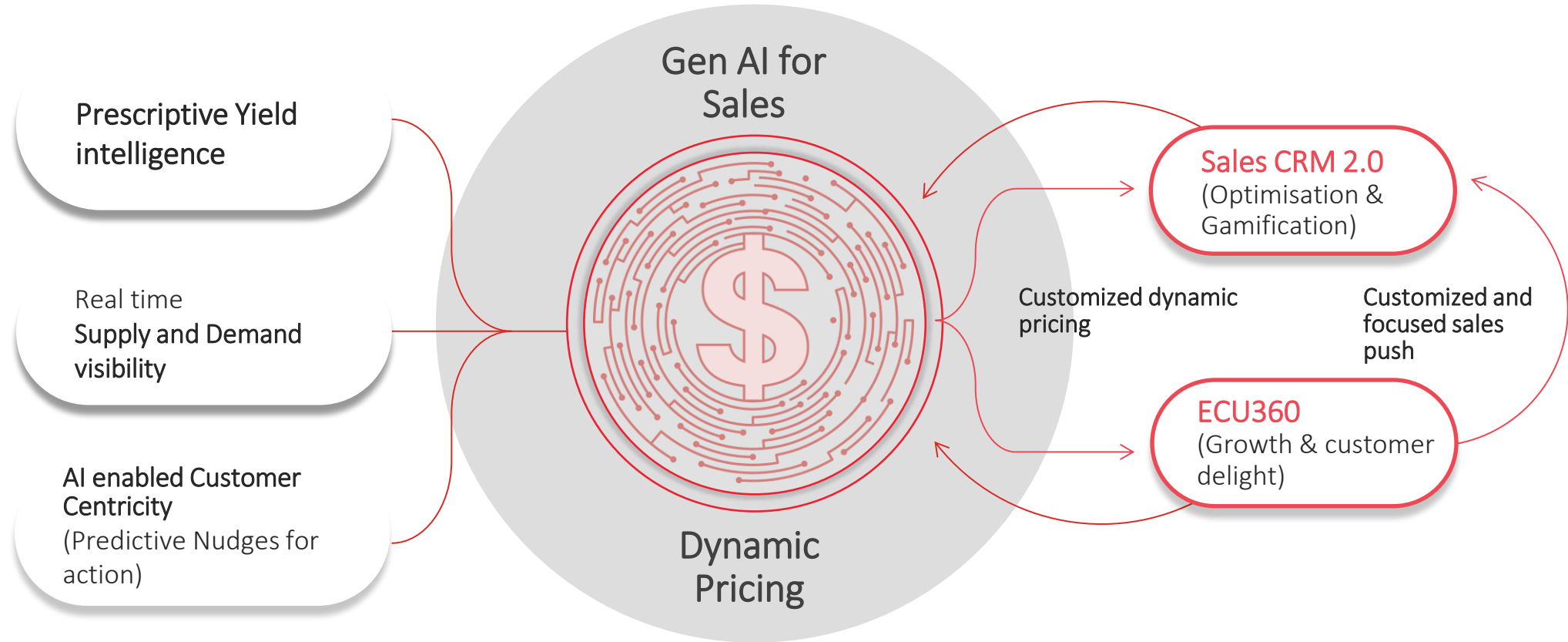
Application tech stack

Security

People skills & org structure

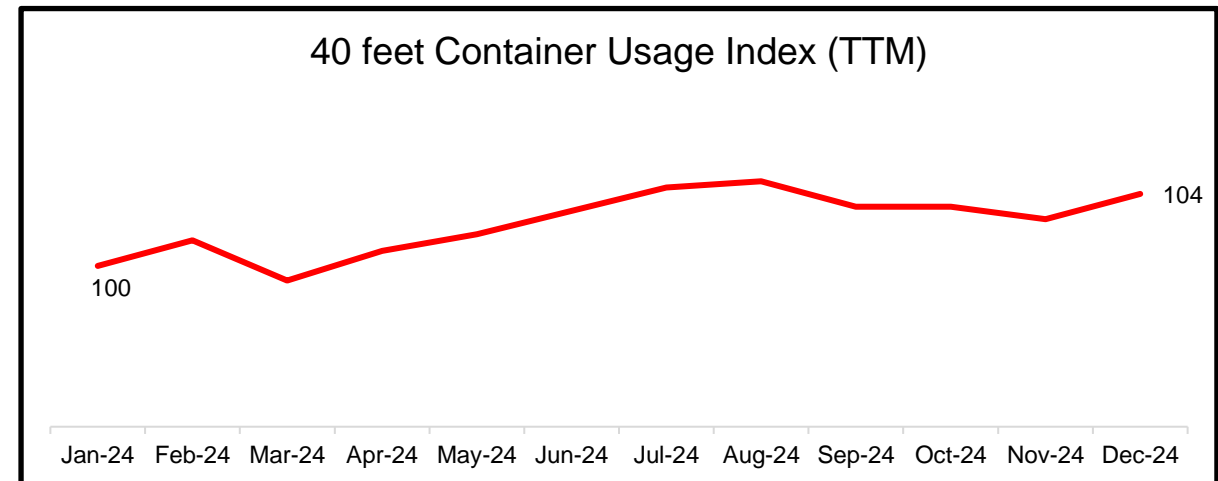
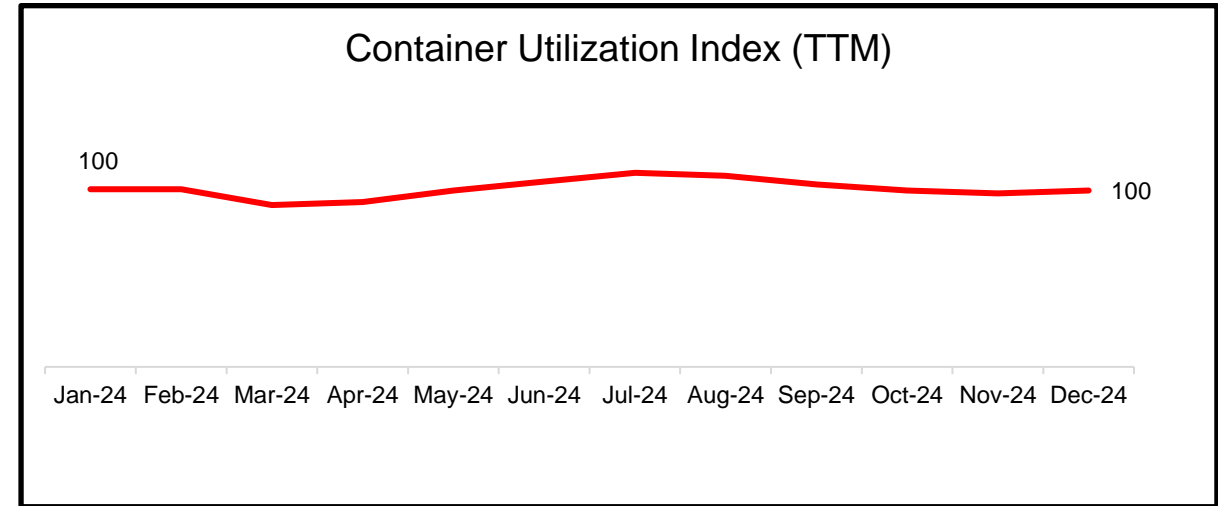
Digital first culture





International Supply Chain		
Metric	Q3FY24	Q3FY25
LCL Volume ('000 cbm)	2,156	2,200
FCL Volume ('000 TEU)	153	170
ISC Gross Profit (INR cr)	621	706
LCL yield index	100	106
FCL yield index	100	119

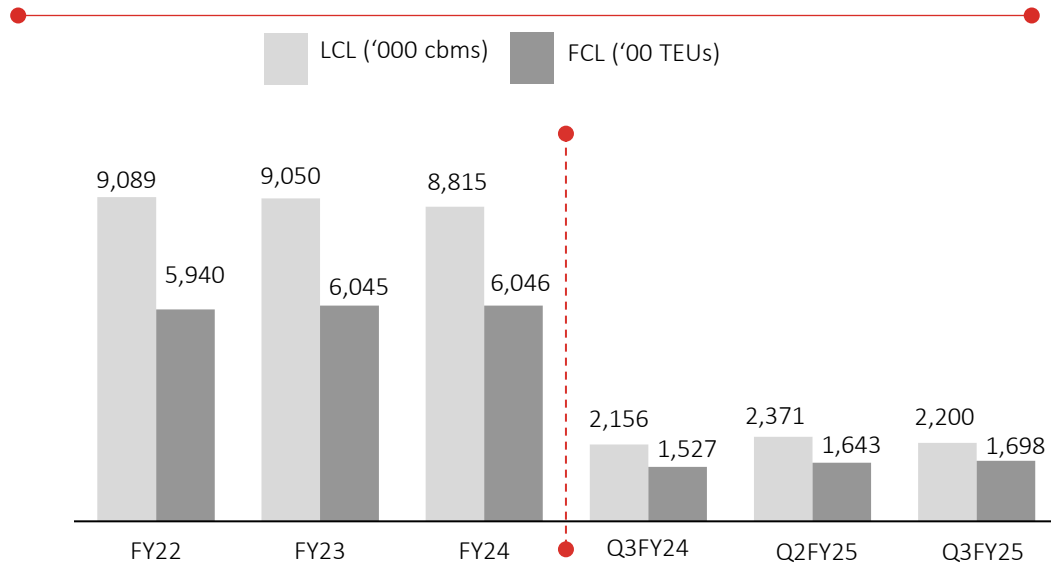
Note: LCL and FCL yield indexed to Q3FY24 = 100



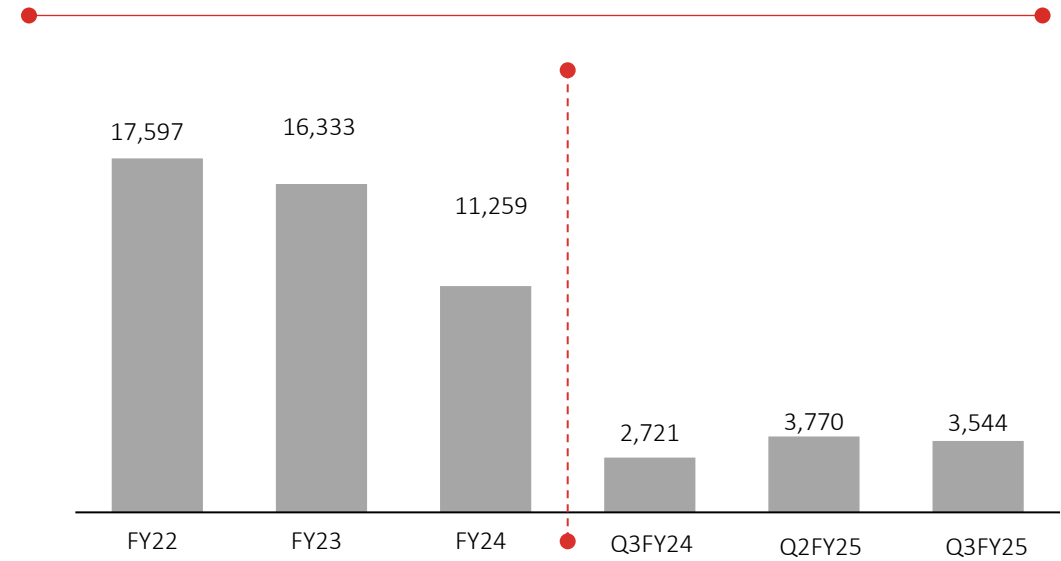
Note: Container utilization (Cbm/TeU) and 40 feet container usage (40 feet containers as % of total containers) levels rebased as Jan 2024 = 100

# INTERNATIONAL SUPPLY CHAIN - KEY FINANCIAL TRENDS

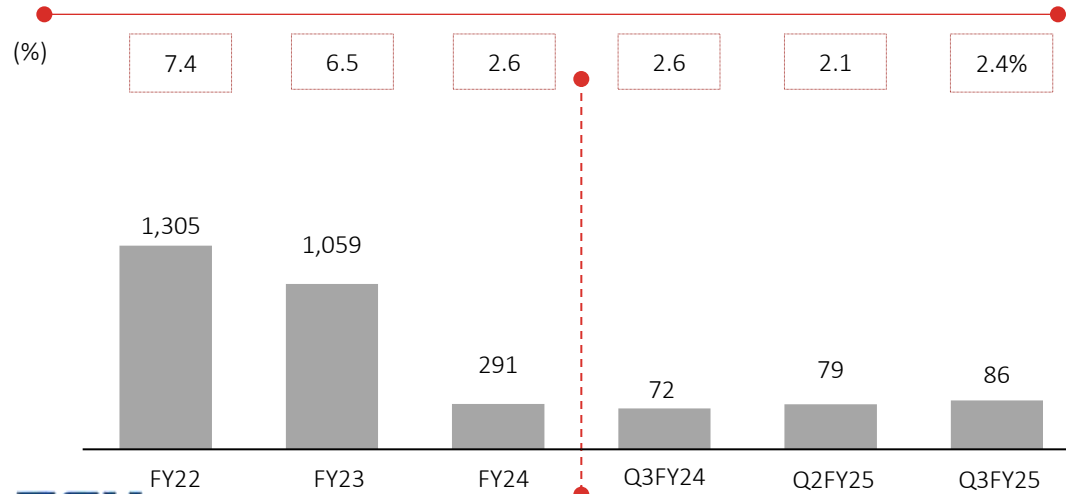
### Volumes



### Revenue (₹ Cr)



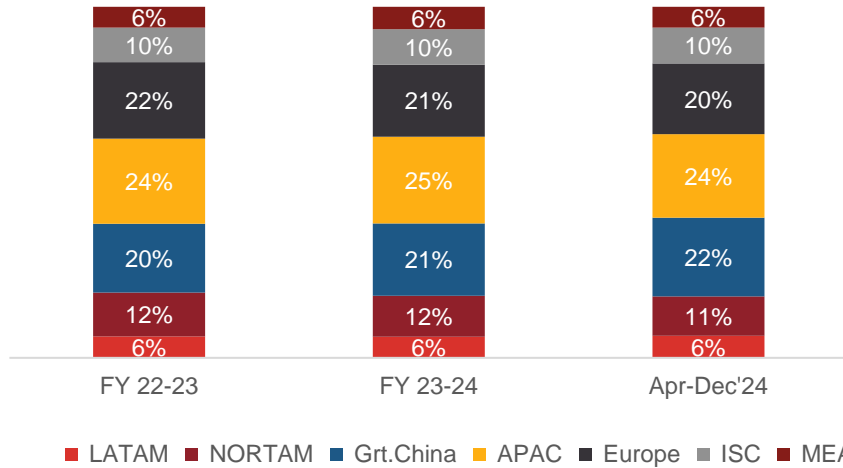
### EBITDA (₹ Cr) & EBITDA Margins (%)



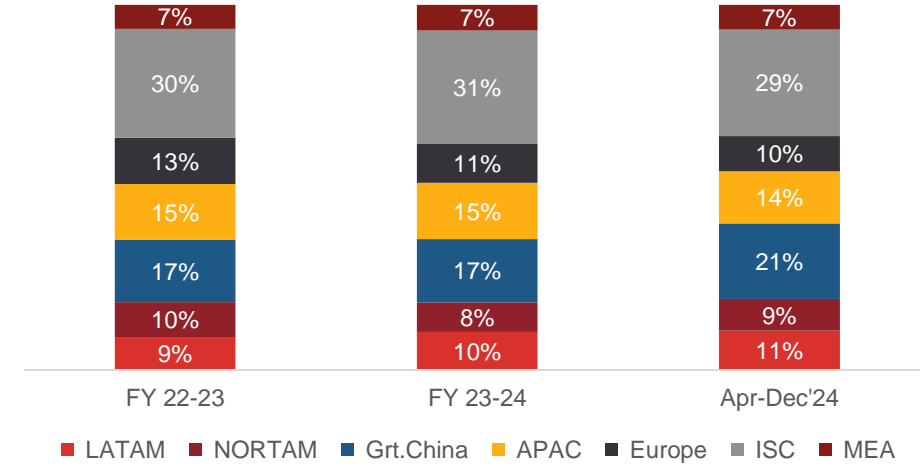


# INTERNATIONAL SUPPLY CHAIN – REGIONAL SPLIT

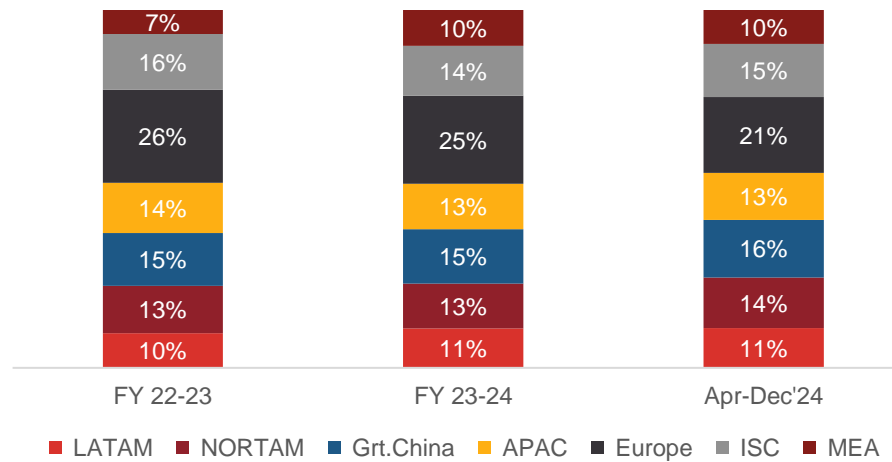
## LCL Volume (9MFY25)



## FC Volume (9MFY25)



## GP Contribution (9MFY25)



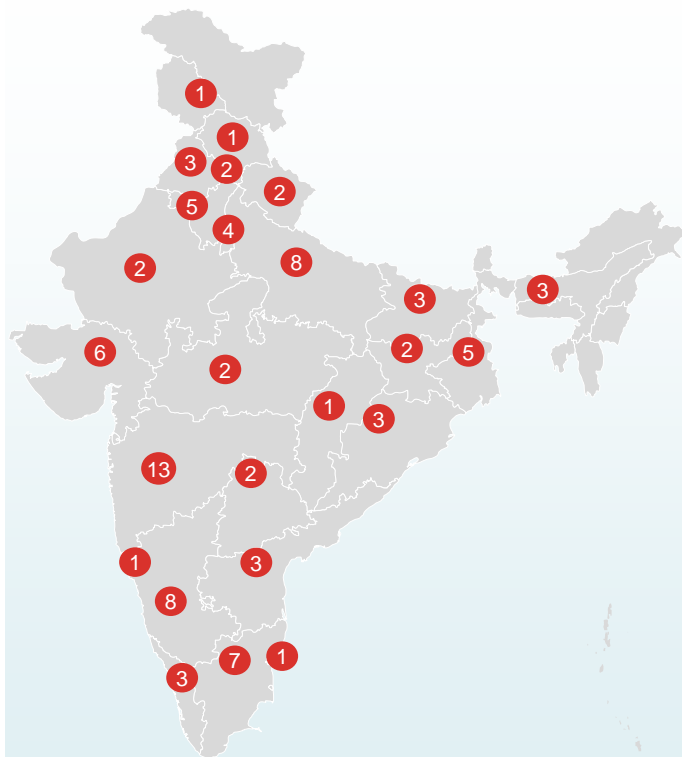


# FULFILMENT LOGISTICS BEHEMOTH WITH PAN INDIA NETWORK

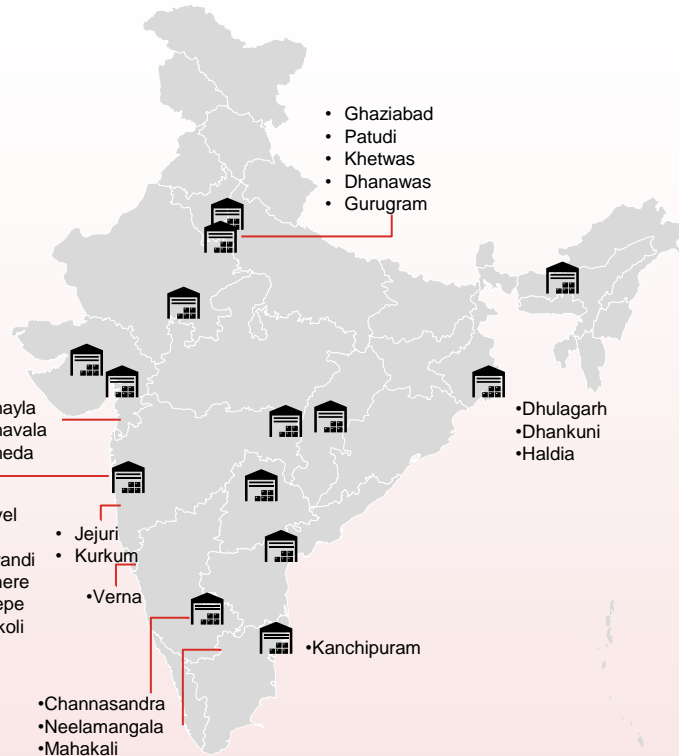
**GATI**

**allcargo**  
SUPPLY CHAIN

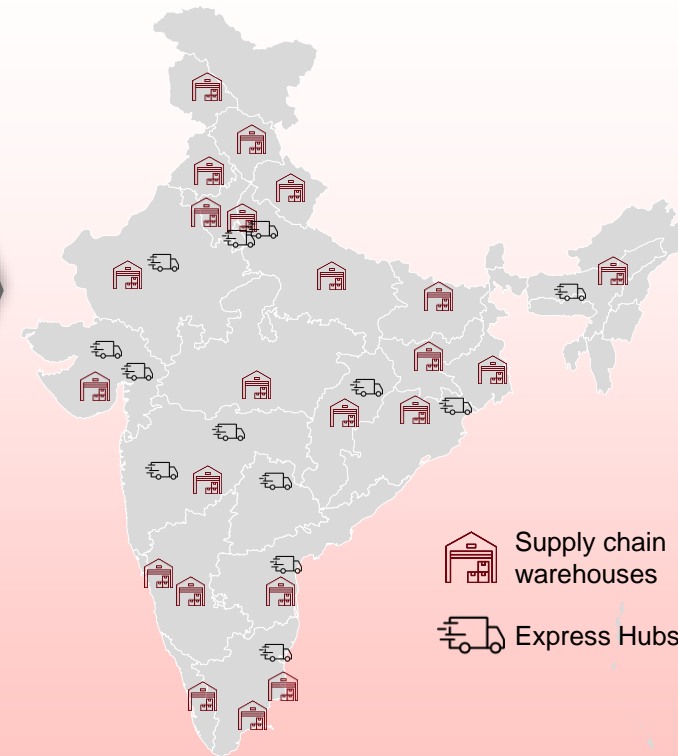
**allcargo** **GATI**



**84** Gati Distribution Hubs



**60+** Warehouses



**150+** Distribution centers + warehouses  
**10 Mn+** sq ft distribution + warehousing space

Supply chain warehouses  
 Express Hubs

## NEW TECHNOLOGY TO IMPROVE OPERATIONAL EFFICIENCY

### Pick Up & Delivery

- *Integration & Data Capture from E-waybill site*
- *Re-direction reduction – accurate & auto docket creation*
- *Increased delivery efficiency – Advance and delivery route planning*
- *Advance/Auto run-sheet generation*

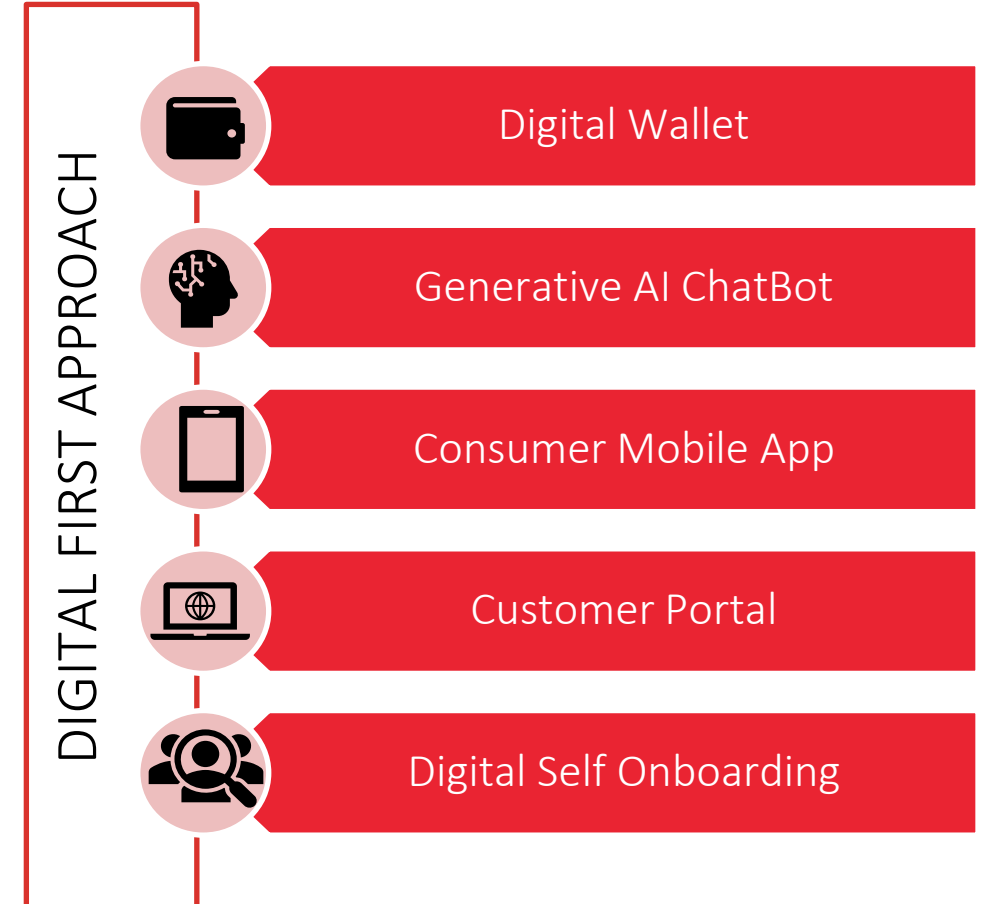
### Pricing

- *Lane wise recommendation of pricing based on last 3 months cost*
- *Industry specific items pricing*
- *Faster retail customer onboarding*

### Mid Mile

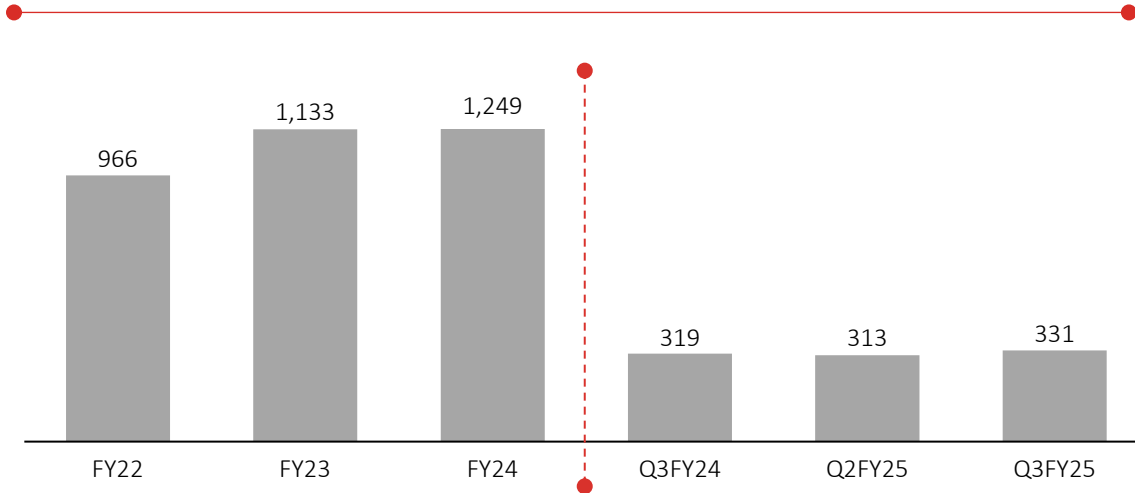
- *Network and Route planning*
- *Increased capacity utilization and reduction in DEPS – 3D truck loading plan*
- *Reduction in loading and unloading time via Proactive manpower and resource planning per vehicle, load planning, cross docking*

## DIGITAL INTERFACE TO OPTIMIZE CUSTOMER EXPERIENCE

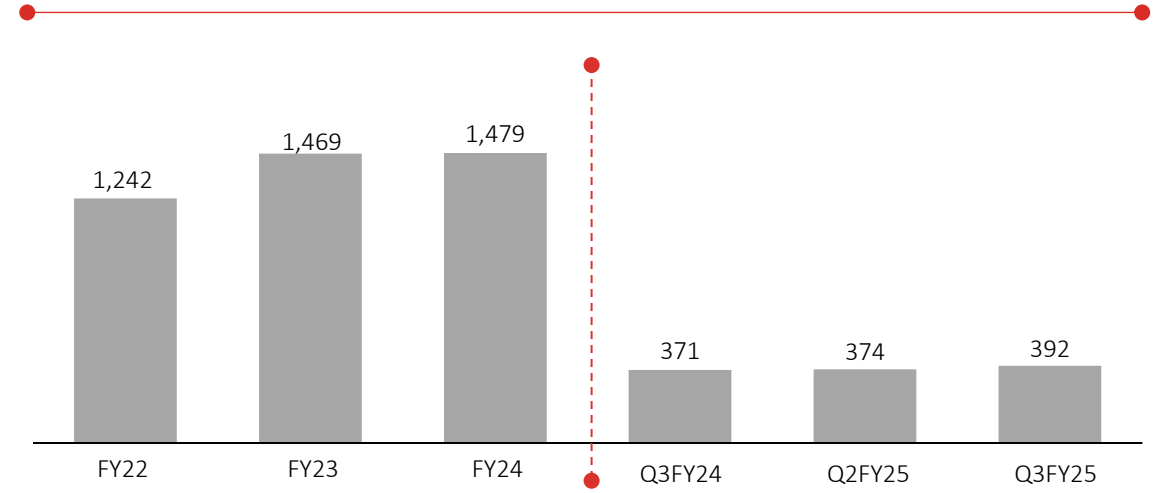


# EXPRESS BUSINESS - KEY FINANCIAL TRENDS

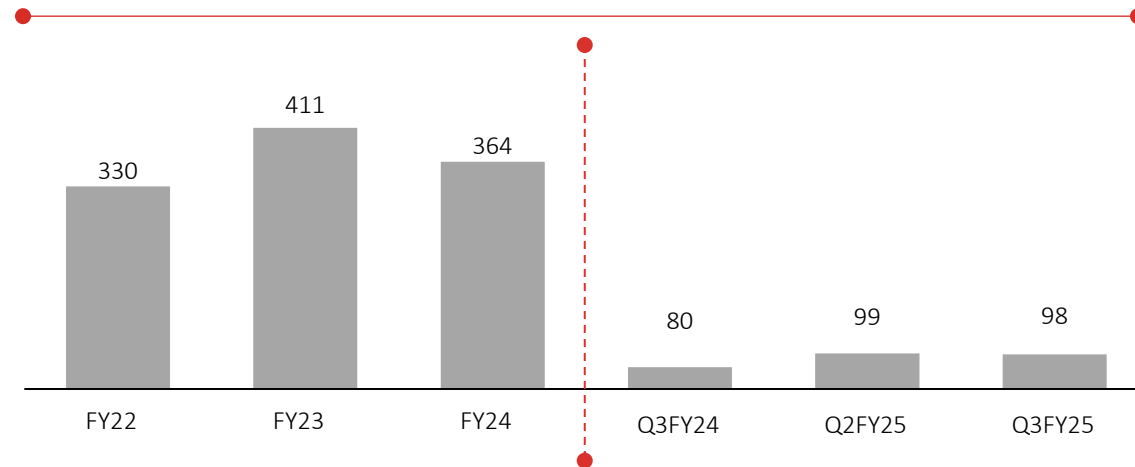
### GESCPL - Volumes ('000 MT)



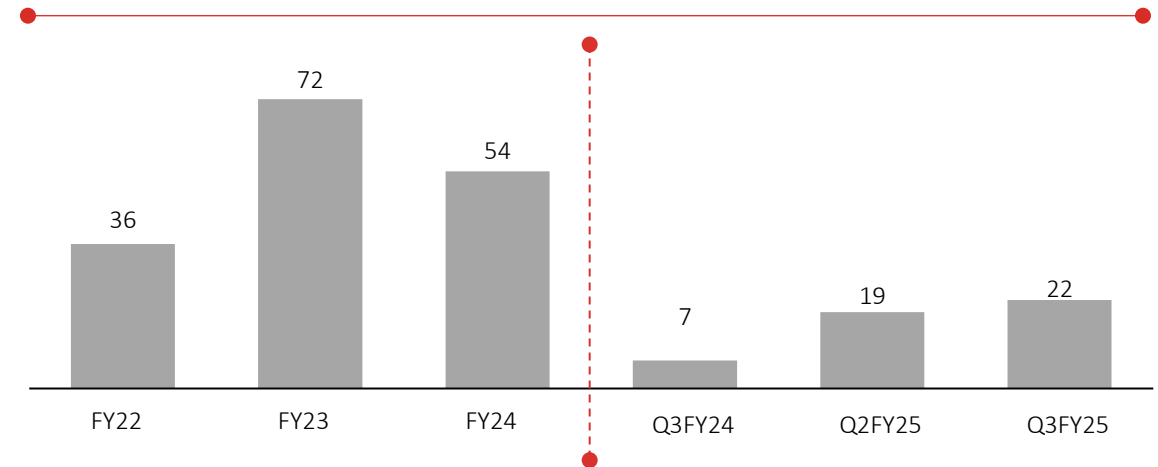
### GESCPL - Revenue (₹ Cr)



### Gross Profit (₹ Cr)

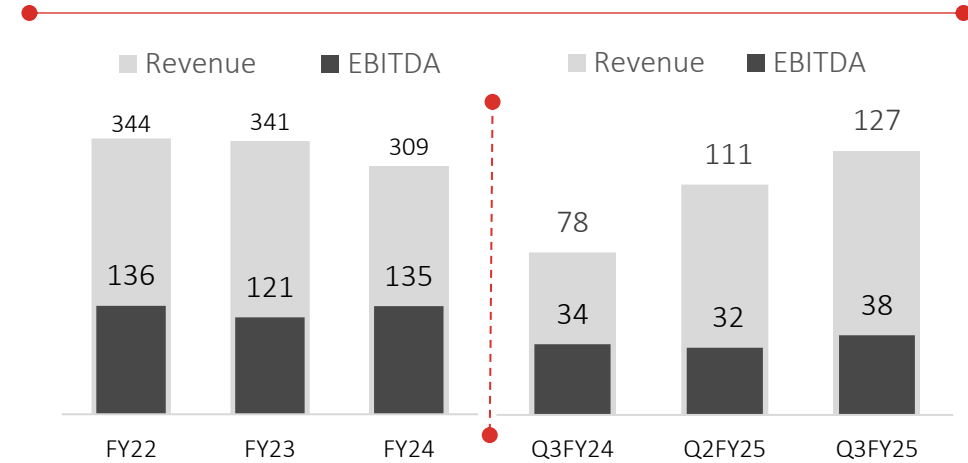


### GESCPL EBITDA (₹ Cr)

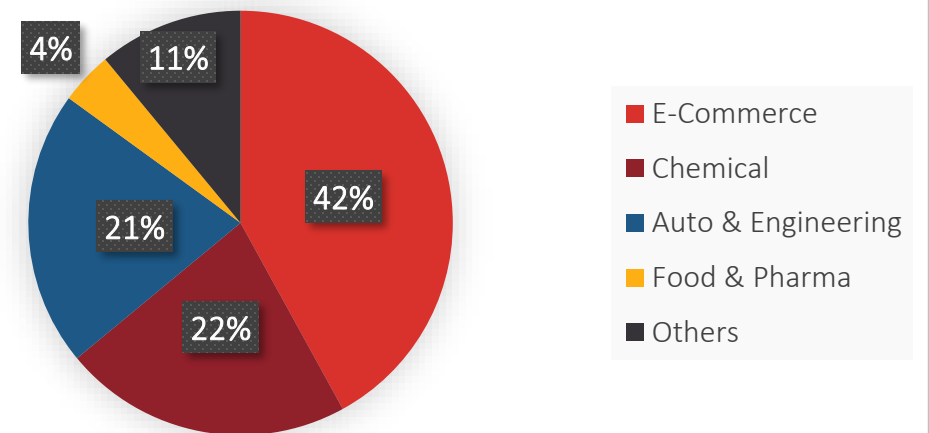


- Overall supply chain market is estimated to be at ₹63,000 crores.
- Strong underlying industry growth (Chemical, E-commerce, Auto & CFR\*) and higher contract logistics adoption will act as tailwind
- ASCPL is a leading pan India 3PL player with an expansive network
- Market leadership in chemical warehousing and dominance in western India
- Building strengths in auto & engineering and e-commerce
- Key accounts that have been with the company for 10+ years contribute to 30% of the revenue.
- Right to win on account of Industry experience, solution & operational capability and technology.

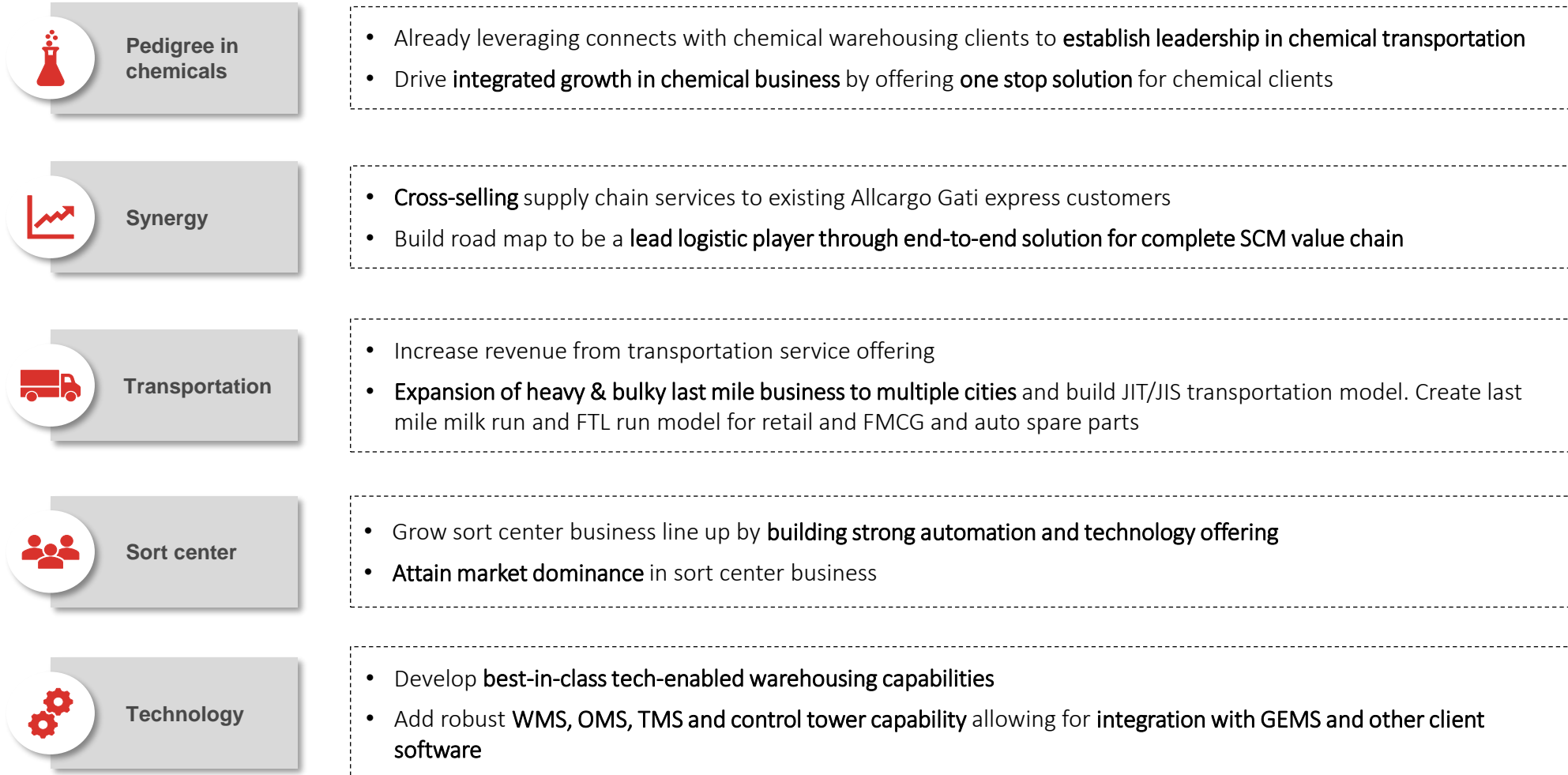
Contract Logistics - Revenue & EBITDA  
(₹ Cr, assuming 100% ownership)



Revenue Mix (YTD)



Leverage existing strengths and capabilities, to gain market share in Chemical, Auto, E-commerce and CFR\* segments





# SHOWCASE #1: INCREASING EFFICIENCY FOR ONE OF INDIA'S LARGEST CHEMICAL MANUFACTURER



- ASCPL efficiently manages approximately **6,000** Pallet Position Facility keeping about **4,000+ Tons** of material
- Proper **segregation of HAZ and Non-HAZ** material as per their MSDS compatibility
- Met the **KPI / SLA** consistently
- **300+** SKUs, about **1,500** Batches and handled in excess of monthly **500k** quantity catering 70+ locations across India
- Accommodated increase in capacity from **2,000** Pallet Positions to **5,700 Pallet Positions in the last 3 years**
- Stock accuracy of **100%** maintained **since last 3 years**
- Awarded as **Best Warehouse service Provider** measured on Safety, Sustainability, Social responsibility & Services for the last 2 years

## Key Challenges

- Storage capacity management and resource management
- Mixed batch receipts
- Not having space for any value-addition
- High cost of primary and secondary transportation
- Difficult to arrange vehicles for last mile delivery
- Difficult to manage cut-off for inbound and outbound due to space constraints

## Values Delivered

Innovation in stores management & order processing

Support in inventory management as per Safety norms

Increase in production throughput

Reduction in lead time to delivery of goods to dealers

Reduction in cost of damages

Increase in sales



## German Manufacturer of Rolling Element Bearings



### Bearing & Seal Manufacturer - SOW

- Inbound – Pallet In & Pallet Out operations, Receiving from Plant & Suppliers (Local & Imports)
- Manpower Management
- Inventory Management
- Repackaging
- Dispatch (Local & Exports)

### Manpower

- 120+ staff at site

### Area Management

- BIN Locations – 14,000+
- SKU – 800+
- Total Area – 70,000/- Sq. ft.

### KRA Management

- KPI Management
- 5S & KAIZEN

### Quality & Safety

- Strict adherence to SOPs based on customer's operations standards
- Find & Eliminate unsafe conditions in operations

### Training & Manpower Development

- Periodically training to be provided to site staff as per SOPs and operations standards.
- Appreciation from the Customer



EXPERIENCED  
MANAGEMENT TEAM

# BOARD OF DIRECTORS



**SHASHI KIRAN SHETTY**  
Founder & Chairman

A pioneer in logistics industry and a visionary, first generation entrepreneur. He is the founder of Allcargo and led its global expansion. Besides several awards for his contributions to the industry, he has also been conferred with highest civilian honor as 'Distinction of Commander of the Order of Leopold II' by H.M. King Philippe of Belgium.



**ADARSH HEGDE**  
Managing Director

Associated with Allcargo Logistics since inception and highly acclaimed for his industry knowledge. He set up CFS business for the company & drives growth through his exemplary contributions to international supply chain business and new ventures.



**ARATHI SHETTY**  
Non-Executive Director

A leader with strong focus on sustainability and highly regarded for contributions beyond business. Her focus on education of underprivileged students, support to sports, covid relief and several other social causes have given hope and life to many people.



**KAIWAN KALYANIWALLA**  
Non- Executive Director

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



**NILESH VIKAMSEY**  
Non- Executive, Independent Director

Senior member of the Institute of Chartered Accountants of India (ICAI) since 1985 and holds a diploma in Information System Audit (DISA) of the ICAI. He is senior partner at KKC & Associates LLP (Formerly - Khimji Kunverji & Co LLP) - an 85-year-old Chartered Accountants firm



**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



**HETAL GANDHI**  
Non-Executive, Independent Director

Experience spanning three decades across the spectrum of financial services financial services encompassing private equity, infrastructure development / financing and investing, corporate lending, mergers and acquisitions, and capital markets He continues to serve as an Independent Director on the Board of well-known companies, both listed and private.



**SIVARAMAN NARAYANASWAMI**  
Non- Executive, Independent Director

Seasoned business leader with close to 40 years of experience as a finance professional and business leader. His expertise lies in strategy, business planning, organization building, capital raising, mergers and acquisitions, and investor relations. His last assignment was as MD & Group CEO at ICRA Ltd

# MANAGEMENT TEAM - ALLCARGO LOGISTICS



**RAVI JAKHAR**

Group Chief Strategy Officer

A thought leader with a unique blend of entrepreneurial, management and advisory experience across diverse sectors including logistics, electronics, deep tech, sports and organic food. He earned his B. Tech from IIT BHU and attended a course on entrepreneurship at Harvard Business School.



**INDRANI CHATTERJEE**

Group Chief People Officer

Highly accomplished HR professional with over 20 years of experience with large global companies such as PWC, Vodafone and PepsiCo. She also has international exposure handling clients in a cross-cultural environment from across the Globe. She holds PGCHRM from XLRI.



**SUSHIL RATHI**

Director, Allcargo Supply Chain

Four decades of experience across sales, distribution, marketing, and supply chain management. Prior to ASCPL, he worked with Mahindra Logistics. Has been honoured with the 'Supply Chain Visionary of the Year' award by Express Logistics and Supply Chain Leadership Awards.



**DEEPAL SHAH**

Group Chief Financial Officer

A proven leader with over 20 years experience in diverse fields such as Forwarding, Brokerage, Global Logistics Networks, Finance, Legal, Taxation etc. He has worked with DHL and ITC previously. He is a Chartered Accountant with a management degree from Bajaj and AMP from ISB & Kellogg.



**KAPIL MAHAJAN**

Group Chief Information & Technology Officer

Passionate leader with industry experience that spans into supply chain and logistics, consulting, technology and more. Prior to joining Allcargo, he has been associated with Safe Express and IBM Global Services, and had global stints across USA, Europe and Southeast Asia for Fortune 500 companies.



# MANAGEMENT TEAM - ECU WORLDWIDE



## ADARSH HEGDE

Managing Director, Allcargo Logistics

Associated with Allcargo Logistics since inception and highly acclaimed for his industry knowledge. He set up CFS business for the company & drives growth through his exemplary contributions to international supply chain business and new ventures.



## RAVI JAKHAR

Director, Strategy & LATAM

A thought leader with a unique blend of entrepreneurial, management and advisory experience across diverse sectors including logistics, electronics, deep tech, sports and organic food. He earned his B. Tech from IIT BHU and attended a course on entrepreneurship at Harvard Business School.



## VAISHNAV SHETTY

CDO & Regional CEO, North Asia

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. He earned his bachelors degree from the prestigious Emory University.



## MARC STOFFELEN

Global Head KAM

He has been with the organization since inception .He has spearheaded centralizing of product and service offerings, tariffs and strategic solutions for ECU Worldwide's global key accounts.



## SIMON SACHU

CCO, Global Air, FCL & Procurement

An industry veteran with 20+ years He served as Regional CEO of Asia Pacific and prior to that was responsible for ocean freight portfolio growth. Prior to joining ECU, he has worked with Agility, DB Schenker and Toll.



## Jan Kleine-Lastheus

Chief Operating Officer

Jan comes with over two decades of leadership experience in global logistics companies. Prior to joining ECU he was the global COO, Air freight at Hellmann. He will lead the digital transformation, technology integration, trade lane strategies and network management.



## SIMON BAJADA

Regional CEO - Europe

Simon has been with ECU Worldwide for over two decades. He has played multiple successful roles and contributed to the growth of the organisation. He will look at business excellence programs across Europe, such as model offices, and right sizing the operations, sales, and finance



## Stephen Dunn

Global Finance Director

Stephen (Steve) leads the finance function for ECU. He comes with rich experience of two decades across Europe, Americas and Oceania. He was Group CFO of Union Maritime & Wings Global Travel and prior experience with UTI (DSV) and Vanguard in logistics.



## SALEEM NAZIR

CFO

An astute finance professional who has worked on transforming finance function at ECU across multiple aspects which includes designing finance services, cost optimisation, increased value-addition and ensuring sustainable growth. He served in different region roles at ECU across Middle East, Kenya, South Africa and UK.



# MANAGEMENT TEAM – ALLCARGO GATI



**Mr. Ketan Kulkarni**

*Managing Director & CEO- GESPL*

Over three decades of leadership experience across sectors including logistics, consumer durables, FMCG and Beverages. His tenure as the Chief Commercial Officer at Blue Dart Express (DHL Group) spanned over 17 years, during which he led sustainable and strategic growth initiatives



**Mr. Deepak Pareek**

*Chief Financial Officer*

CA by profession with over two decades of experience in leading Pre transaction preparedness (PE Investments as well as IPO) and has led Investment banking operations across sectors and geography. He has held CXO responsibilities with IL&FS group.



**Mr. Uday Sharma**

*Chief Commercial Officer*

Logistics and Supply Chain expert with experience of 25+ years. He has a strong background in customer insight, large enterprise value selling, large complex deal management. In the past he has been a part of Delhivery, Spoton and Safexpress.



**Mr. Sandeep Digambar Kulkarni**

*Chief Operating Officer - GESPL*

22+ years of experience across large companies like L&T, Amazon, Jio Mart, and Tata Cliq, besides serving the Indian Navy. Started his corporate career with Larsen & Toubro in 2012. His last stint was with Tata Cliq as Chief Supply Chain Officer.



**Mr. Sanjay Khiyani**

*Chief Information Officer*

25+ years of experience across sectors such as IT and Steel industry. His last tenure was with IBM where he assumed a pivotal role in spearheading strategic projects and program life cycle management.



**Mr. Narayanam Sessa Srikanth**

*Head Human Resources*

Rich and diversified experience of 20+ years across companies like Genpact, Infosys, Cognizant where he honed his skills in managing complex HR functions, fostering high performance teams and delivering sustainable business outcomes.



**Mr. Kaushal Shetty**

*Head Marketing & Transformation*

A seasoned logistics expert, he has over 10 years of experience in the global logistics and Indian express distribution industry. He holds a bachelor's in technology degree in Computer Engineering from the University of Mumbai.

# CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24	Y-o-Y
Revenue from Operations	4,106	3,212	28%	4,301	-5%	12,220	9,790	25%
Expenses	3,968	3,100		4,166		11,814	9,421	
EBITDA	138	111	24.4%	135	2%	405	368	10%
<i>EBITDA Margin (%)</i>	3.4%	3.5%		3.1%		3.3%	3.8%	
Other Income	9	12		17		38	62	
Finance cost	39	38		38		112	99	
Depreciation and amortisation expenses	107	104		107		318	294	
PBT before associates, joint ventures	1	-19	NA	7	-93%	13	37	-64%
Share of profit from associates and joint ventures	5	-11		7		10	-9	
Exceptional Items	3	34		0		3	155	
Profit before tax	8	4	111%	15	-46%	26	182	-86%
Tax expense / (credit)	-2	-14		-23		-26	30	
PAT	10	17	-41%	38	-73%	52	152	-65%
<i>PAT Margin (%)</i>	0.3%	0.5%		0.9%		0.4%	1.6%	
Basic EPS (INR)	0.1	0.11		0.34		0.49	1.58	

# INCOME STATEMENT - ASCPL

Particulars (₹ Cr)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24*	Y-o-Y
Revenue from Operations	127	78	62%	111	15%	328	229	43%
Expenses	89	44		79		228	126	
EBITDA	38	34	11%	32	18%	100	103	-3%
<i>EBITDA Margin (%)</i>	30.1%	44.2%		29.2%		30.4%	44.8%	
Other Income	1	1		2		4	5	
Finance cost	8	8		7		23	25	
Depreciation and amortisation expenses	28	26		25		79	75	
Profit before tax	3	1	119%	1	227%	2	8	-77%
Tax expense / (credit)	1	(0)		0		1	2	
PAT	2	1	53%	1	269%	1	6	-86%
<i>PAT Margin (%)</i>	1.6%	1.3%		0.6%		0.2%	2.4%	

\*9MFY24 is shown for comparative purpose and differ from reported as the transaction was concluded in May 2023



# Thank You

