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**ASHWINI CONTAINER MOVERS LIMITED**

FLEET OWNERS & TRANSPORT CONTRACTOR • CONTAINER HANDLING  
(Formerly Known as Ashwini Container Movers Pvt. Ltd.)

Office Add. : 409, 4th Floor, Skylark Premises Co.Op. Soc. Ltd., Plot No. 63, Sector - 11, CBD Belapur, Navi Mumbai - 400 614.  
E-mail : info@ashwinimovers.com • Website : www.ashwinimovers.com • CIN : U60231MH2012PLC229518

Date: March 06, 2026

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

**NSE Symbol: ASHWINI**

**Subject: Investor Presentation – Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015.**

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on the financial performance of the Company.

The same will also be made available on the website of the Company.

Request you to please take the above on record.

**For Ashwini Container Movers Limited**

**Govind Janabhau Sable**  
**Managing Director**  
**DIN: 05222725**



Enclosed:

1. Investor Presentation

**ACMPL**®



**ACMPL**

Ashwini Container Movers Ltd



Investor Presentation  
March 2026

# About Us

Moving Beyond Aggregation: Delivering Reliability through 100% Fleet Ownership.



Ashwini Container Movers Limited (“ACML”) is an asset-led second-party logistics (2PL) operator focused on containerised cargo movement across India’s key EXIM corridors. The Company has built scale through owned fleet operations, enabling consistent service delivery, margin control, and long-term customer relationships.

“ACML is positioned as a fleet-backed logistics platform rather than a traditional transport intermediary”.

This operating structure allows ACML to deliver predictable service levels, manage operating risks internally, and maintain long-standing customer relationships. Over time, this model has supported revenue growth alongside improving profitability metrics.



# Understanding the 2PL Business Model

Asset ownership creates a structurally stronger logistics platform

## Traditional Transport Model

- Fragmented, small fleet ownership
- Inconsistent service quality
- Price-driven competition
- Limited customer stickiness



## ACML's 2PL Model

- ✓ Centralised fleet ownership
- ✓ Standardised service delivery
- ✓ Long-term customer relationships
- ✓ Predictable earnings profile

**India's logistics industry remains fragmented, with many operators relying on third-party fleets and competing largely on price.**

**ACML's 2PL model integrates asset ownership with professional fleet management, allowing the Company to**

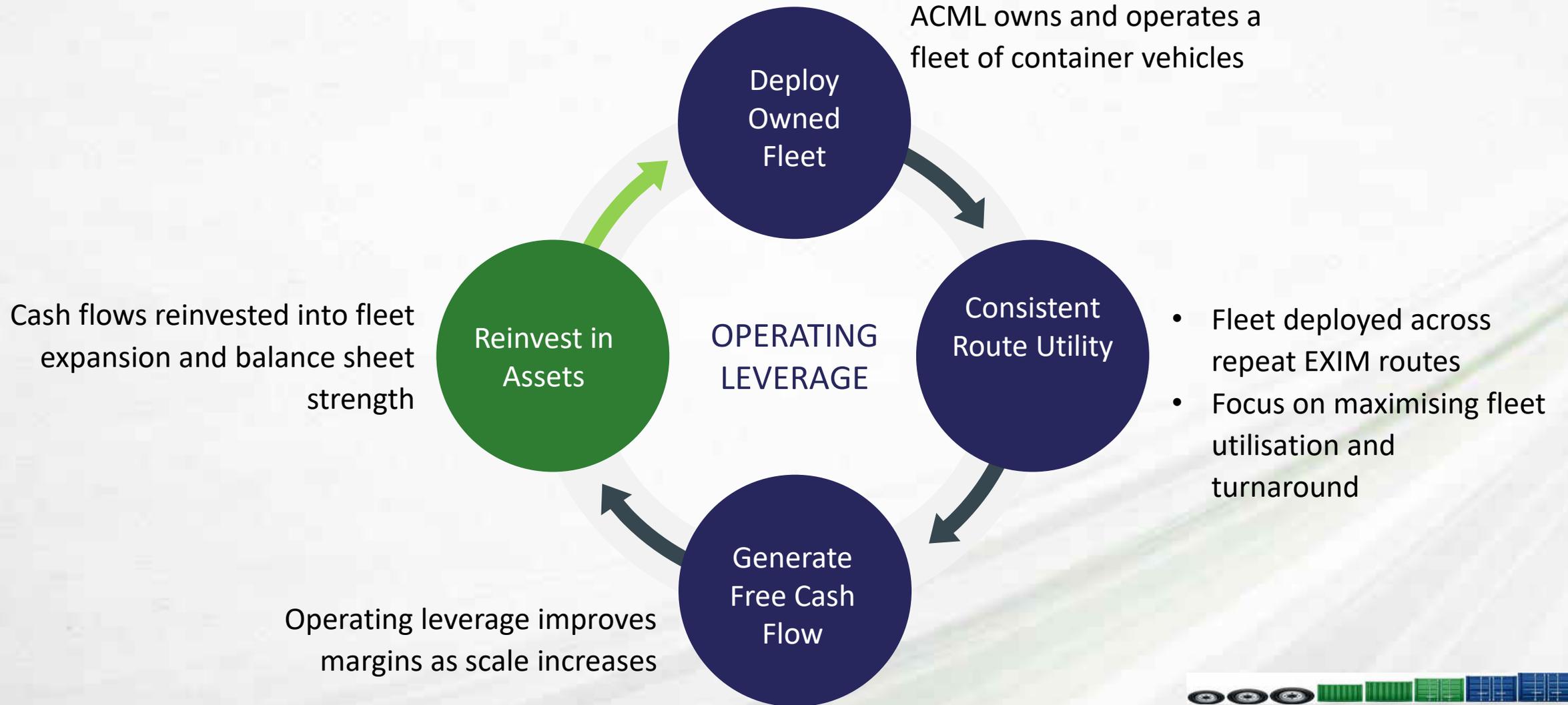
- **standardise service delivery,**
- **optimise asset utilisation, and**
- **enhance customer retention.**

**This model improves earnings visibility and supports operating leverage over time.**



# Business Model Overview

A scalable, repeatable, asset-led operating model



# Strategic Port-Led Operating Model

Anchored at India's Largest Container Gateways



**JNPT (Nhava Sheva) — India's Largest Container Port**  
 ~6.0–6.5 million TEUs annual capacity handled  
 ~30%+ share of India's container traffic  
 JNPT remains India's primary container gateway — providing volume depth and cargo density.

**Hazira Port — Strategic West Coast Hub**  
 ~1.2–1.5 million TEUs container handling  
 Integrated industrial hinterland connectivity



Parameter	Port-Centric Model	Non-Port Domestic Model
Demand Driver	EXIM Trade Volumes	Regional Freight Demand
Volume Predictability	High	Moderate / Cyclical
Fleet Utilization	Structurally Higher	Variable
Pricing Stability	Relatively Stable	Spot-driven
Client Base	Exporters, MNC Supply Chains	Fragmented

Ports create embedded demand ecosystems.

- ❑ ACML operates through a structurally differentiated port-centric logistics model, with strong operational presence at JNPT (Nhava Sheva) and Hazira — two of India's most important containerized trade hubs.
- ❑ These gateways collectively handle a substantial share of India's EXIM container throughput, positioning ACML directly within the country's highest-volume cargo corridors.



# END-MARKET DIVERSIFICATION

Delivering customised container solutions across a broad B2B client base

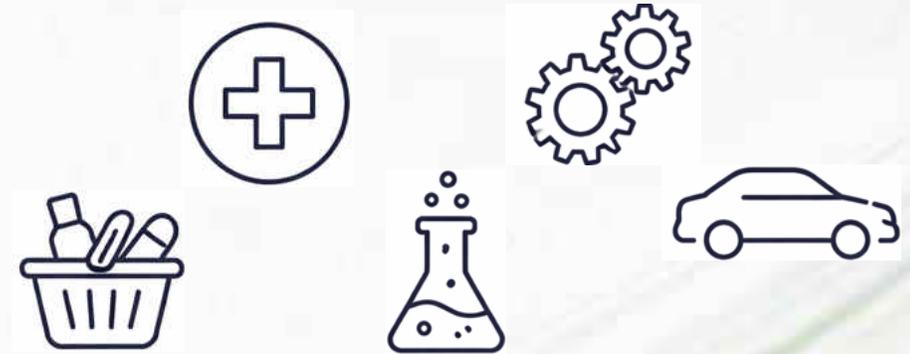
The strategic advantage of this diversification lies in ACMPL's ability to align specialized container types with the distinct operational needs of each B2B client.

- For highly regulated sectors like Pharmaceuticals and FMCG, the Company deploys temperature-controlled Reefer Containers.
- Conversely, the Engineering and Automobile sectors are serviced using Dry Containers and
- Specialized Over-Dimensional Cargo (ODC) units for oversized transport.

**This tailored approach to bulk transport ensures operational reliability, transparency, and efficiency across diverse end-markets. Ultimately, this comprehensive B2B focus with customization underpins the structural stability of the Company's revenue streams**



The Company currently serves more than six distinct industries



ACMPL mitigates sector-specific concentration risk by catering to customers across a wide array of industries, including

**Agro, Pharmaceuticals, Automobile, Chemical, Engineering, Paper Pulp, Infrastructures, Solar & Power Generation, Freight Forwarding, and Wellness.**





REEFER



NON-REEFER

NON-REEFER



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# Technology as an Efficiency Multiplier, Not a Cost Centre

Digitally enabled fleet orchestration to improve utilization, control and margin resilience



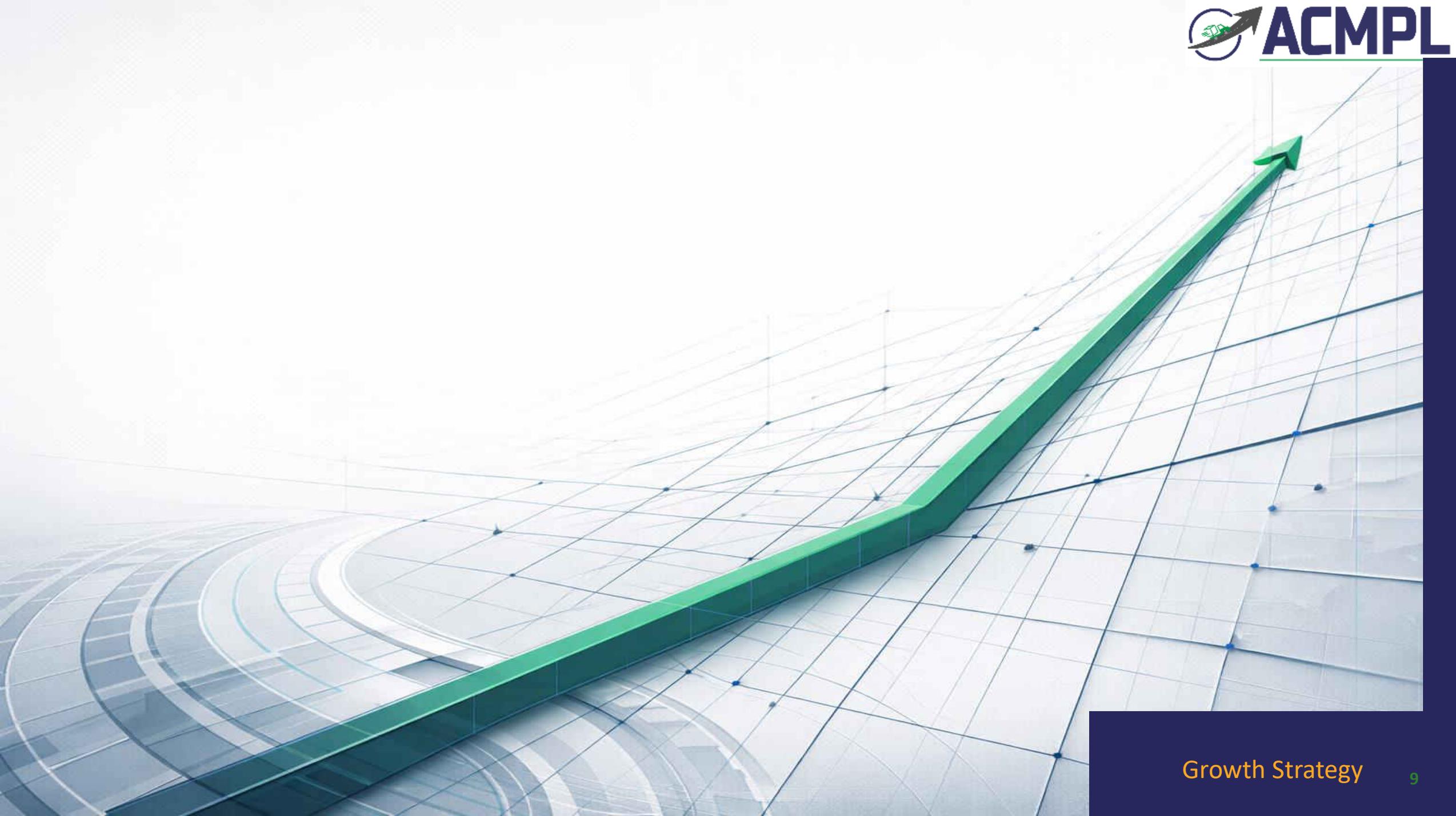
ACML has implemented a customized operational platform designed to enhance **real-time fleet visibility, route planning discipline, and preventive maintenance scheduling.**

## Operational Levers Enabled by Technology

Operational Lever	Business Impact
GPS-based fleet monitoring	Improved dispatch efficiency
Route optimization	Lower fuel intensity
Maintenance scheduling	Reduced breakdown risk
Load tracking	Higher client reliability
Data-led planning	Better asset rotation

In asset-heavy logistics models, incremental improvements in asset sweating directly influence return ratios. Technology therefore acts as an operational enabler — protecting margins and stabilizing performance across demand cycles.

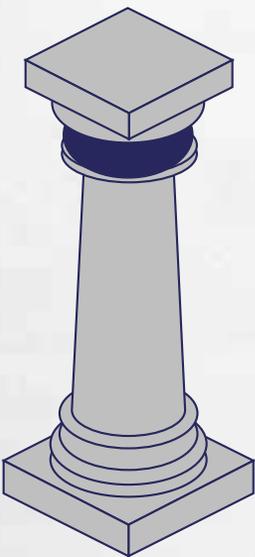




# DISCIPLINED, EXECUTION-LED EXPANSION

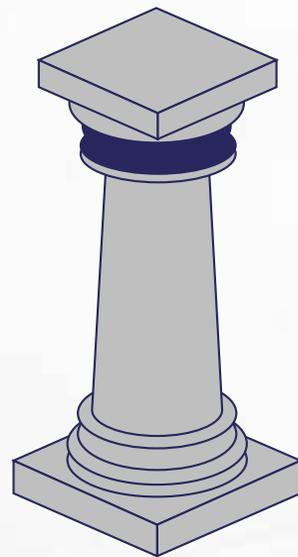
Scaling through targeted capacity addition, asset velocity, and rigorous margin control.

ACML's growth strategy is deliberately focused and execution-driven, maximizing the potential of our proven 2PL model. By concentrating our capital and operational bandwidth on our core competencies, growth is anchored around three measurable, compounding drivers



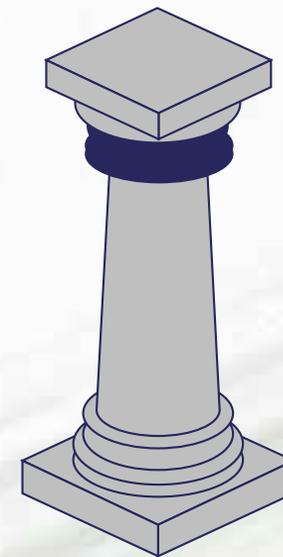
Fleet growth is directly synchronized with visible demand from established port ecosystems and long-term B2B clients. Strategic fleet capacity additions are precisely calibrated to meet rising freight volumes, guarantee high initial utilization, and generate immediate cash flow. This expansion also facilitates strategic entry into new regions across India, broadening its service reach

Targeted  
Capacity  
Expansion



ACML is proactively driving higher container rotation frequencies and denser route clustering. By optimizing dispatch planning, it extract incremental revenue from its existing base. This enhanced asset 'sweating' directly amplifies its earnings through inherent operating leverage, ensuring that revenue scales faster than its asset base

Accelerated  
Vessel Velocity



Advanced maintenance protocols, strict route discipline, and technology-driven fuel optimization proactively expand its operating margins. Equipping its fleet with advanced GPS and fuel protection technology enhances overall efficiency and service quality. This rigorous cost control ensures profitability remains robust and scalable across all phases of the freight cycle

Margins focussed  
via Operational  
Rigor



# Scaling the Core: Fleet Growth with Improving Asset Productivity

Expanding capacity while structurally improving utilisation metrics

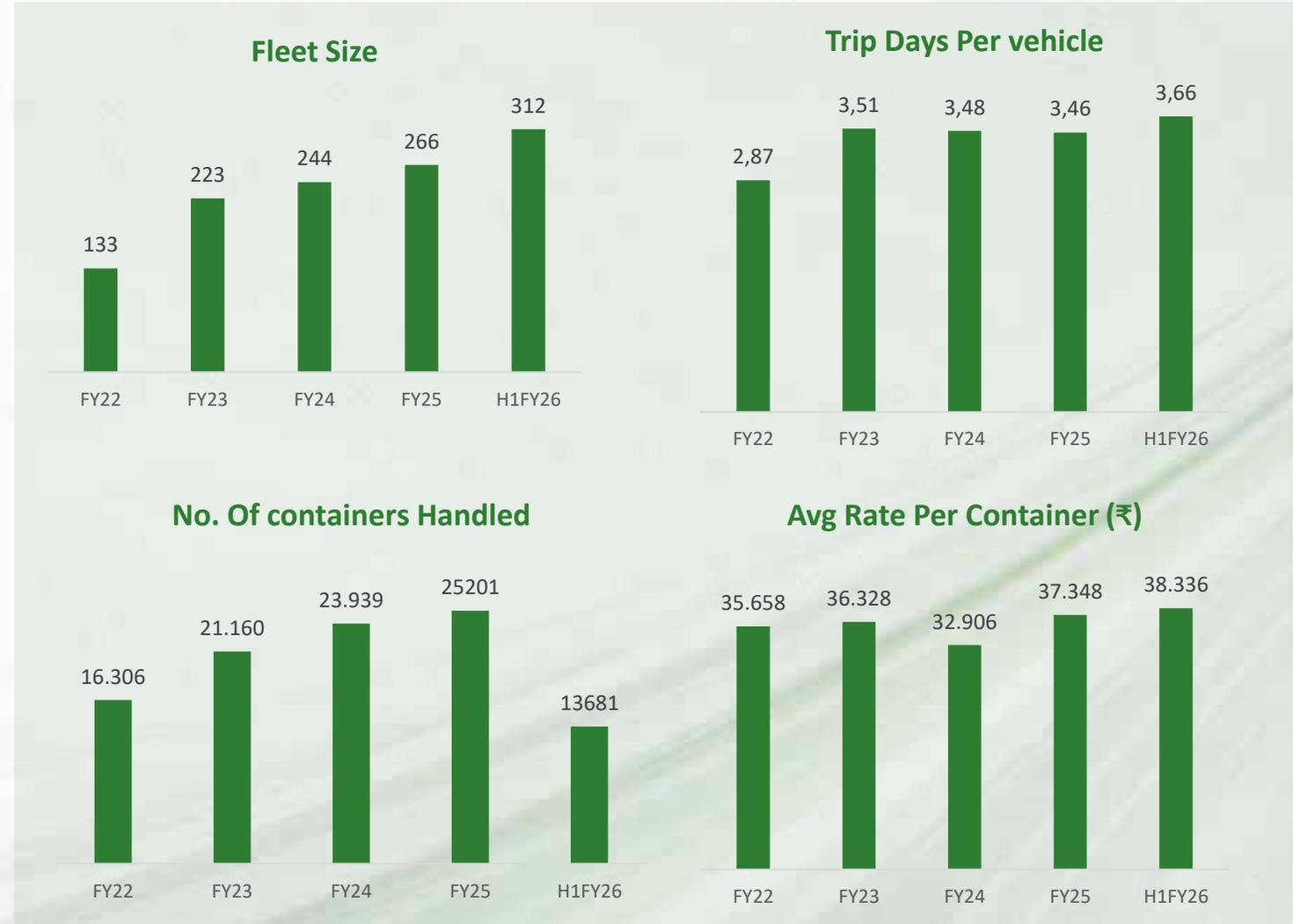
ACML's core growth lever remains disciplined fleet expansion aligned with volume visibility from port-centric operations. However, growth is not merely capacity-driven. The Company's strategy is equally focused on improving fleet utilisation, increasing trips per vehicle, and reducing idle time.

As operating density increases across high-frequency EXIM routes, fixed costs are absorbed more efficiently, supporting margin expansion.

**The strategy is therefore two-pronged:**

- 1. Controlled fleet addition**
- 2. Higher productivity per asset**

**This creates compounding operating leverage.**



# Entry into High-Frequency Port Terminal Operations

Enhancing revenue visibility and asset productivity

ACML is transitioning from a port-connected transporter to a port-integrated logistics operator.

The Company's entry into intra-port logistics operations at JNPT represents a structural extension of its operating model.

Terminal logistics typically involves repetitive, high-frequency container movements within port infrastructure, offering predictable volumes and reduced route volatility.

With a 4-year contracted order valued at ₹60 crore, ACML secures a stable revenue stream while deploying dedicated assets with high monthly movement capacity. This initiative strengthens the Company's positioning within port ecosystems and enhances long-term scalability.

## STRATEGIC IMPLICATION

### "Terminal Infrastructure & High-Frequency Logistics Services"

- Introduces stable, contracted revenue streams
- Reduces exposure to long-haul fuel volatility
- Enhances asset productivity
- Deepens ACML's integration within the port ecosystem

**The move positions ACML not merely as a fleet operator servicing ports, but as a logistics infrastructure partner operating within port terminals.**



# Structural Margin Expansion Through Mix & Operational Discipline

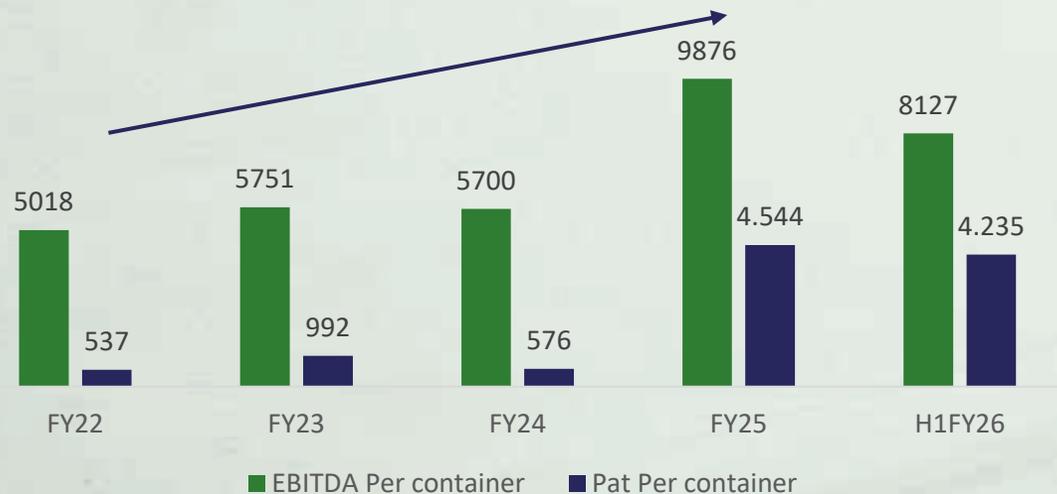
Enhancing profitability per asset beyond pure volume growth



While scale supports operating leverage, ACMPL's margin expansion is increasingly driven by structural efficiency improvements.

A key focus area is **route density optimisation and return-trip planning**. Historically, empty backhaul movements constrained realisation per kilometer and limited margin potential. By improving cargo alignment and network density around port corridors, ACMPL is progressively converting return legs into revenue-generating trips, improving revenue per kilometer without proportional cost increase.

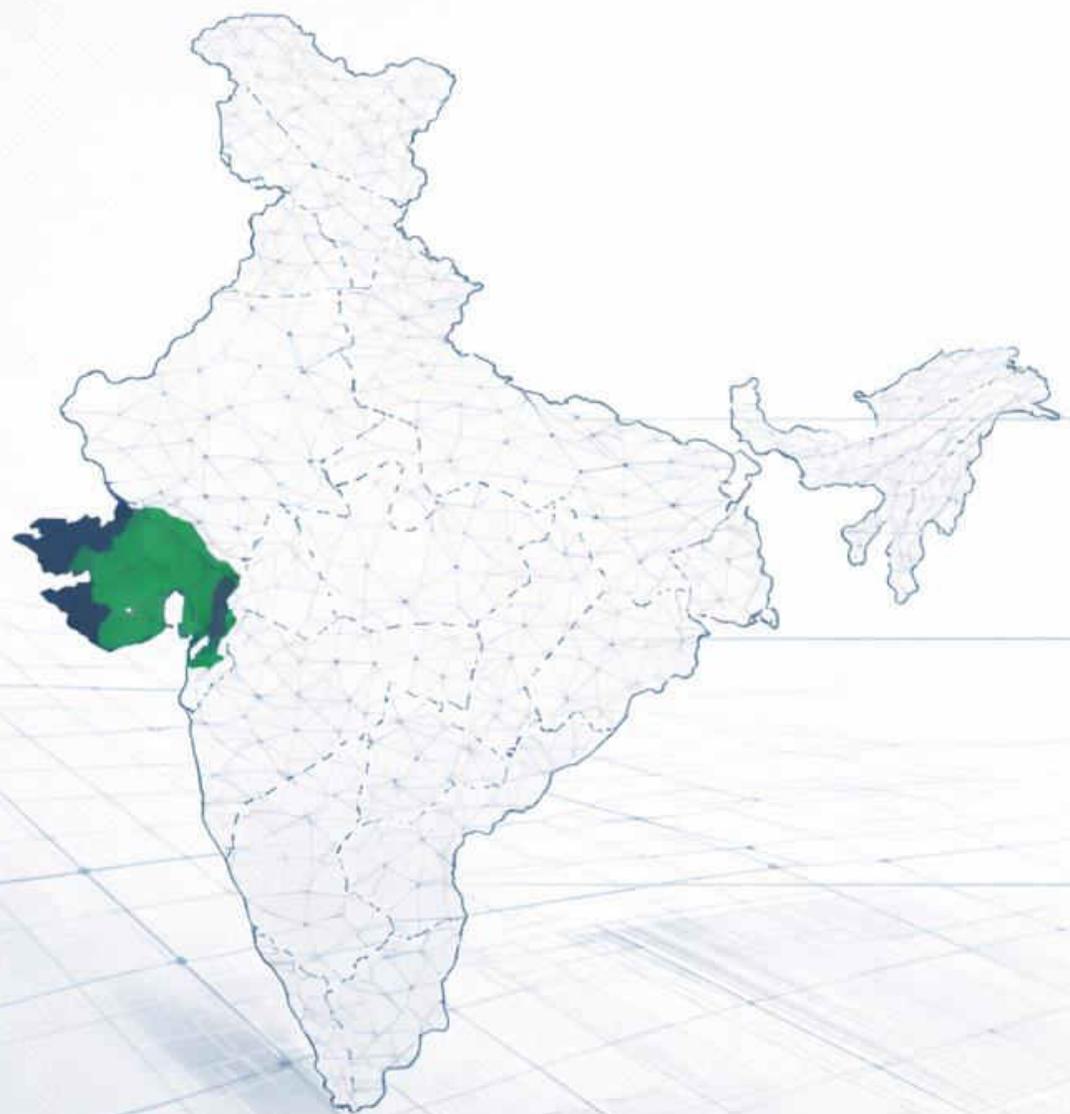
Performance Matrices (₹)



In addition, the Company is:

- Optimising cargo mix toward higher-margin specialised segments (e.g., reefer, hazardous)
- Enhancing trip velocity through technology-enabled turnaround optimisation
- Reducing interest burden through structured debt repayment





Fragmented Market



Asset Discipline



Fragmented Market

# Structural Policy Support Accelerating Formalisation of India's Logistics Sector

Infrastructure investment, digitalisation and port-led growth enhancing operating efficiency and demand visibility

## Key Policy Enablers

- ₹50,000 crore investment in Multi-Modal Logistics Parks
- ₹7.5 lakh crore infrastructure capex (PM GatiShakti FY23)
- 107 trade facilitation projects approved for EXIM strengthening
- Digitised vehicle movement & cargo tracking frameworks

(Source: PIB)

- India's logistics sector is undergoing structural transformation driven by infrastructure expansion, policy reforms, and digitisation initiatives.
- Government programs such as **Sagarmala and Bharatmala** are strengthening port and road connectivity, improving freight velocity across key trade corridors. The development of **35 Multi-Modal Logistics Parks with ₹50,000 crore investment** is expected to reduce congestion and optimise cargo aggregation.
- Digital initiatives including the **Parivahan Portal, E-Way Bill framework, and the Logistics Data Bank App** are improving tracking visibility, reducing turnaround delays, and enhancing supply chain transparency.
- The **National Logistics Policy (NLP)** and **PM GatiShakti infrastructure push (₹7.5 lakh crore capex in FY23)** aim to lower logistics costs and improve multimodal integration.
- Collectively, these initiatives favour organised, asset-led operators capable of operating at scale and integrating within port ecosystems.





**Mr Govind Sable**  
Managing Director



**Mr Bhaskar Pawar**  
Whole-Time Director



**Mr Sainath Pawar**  
CEO & Exe. Director



**Mr Amol Dere**  
CFO



**Ms Kalpana Nikam**  
Independent Director

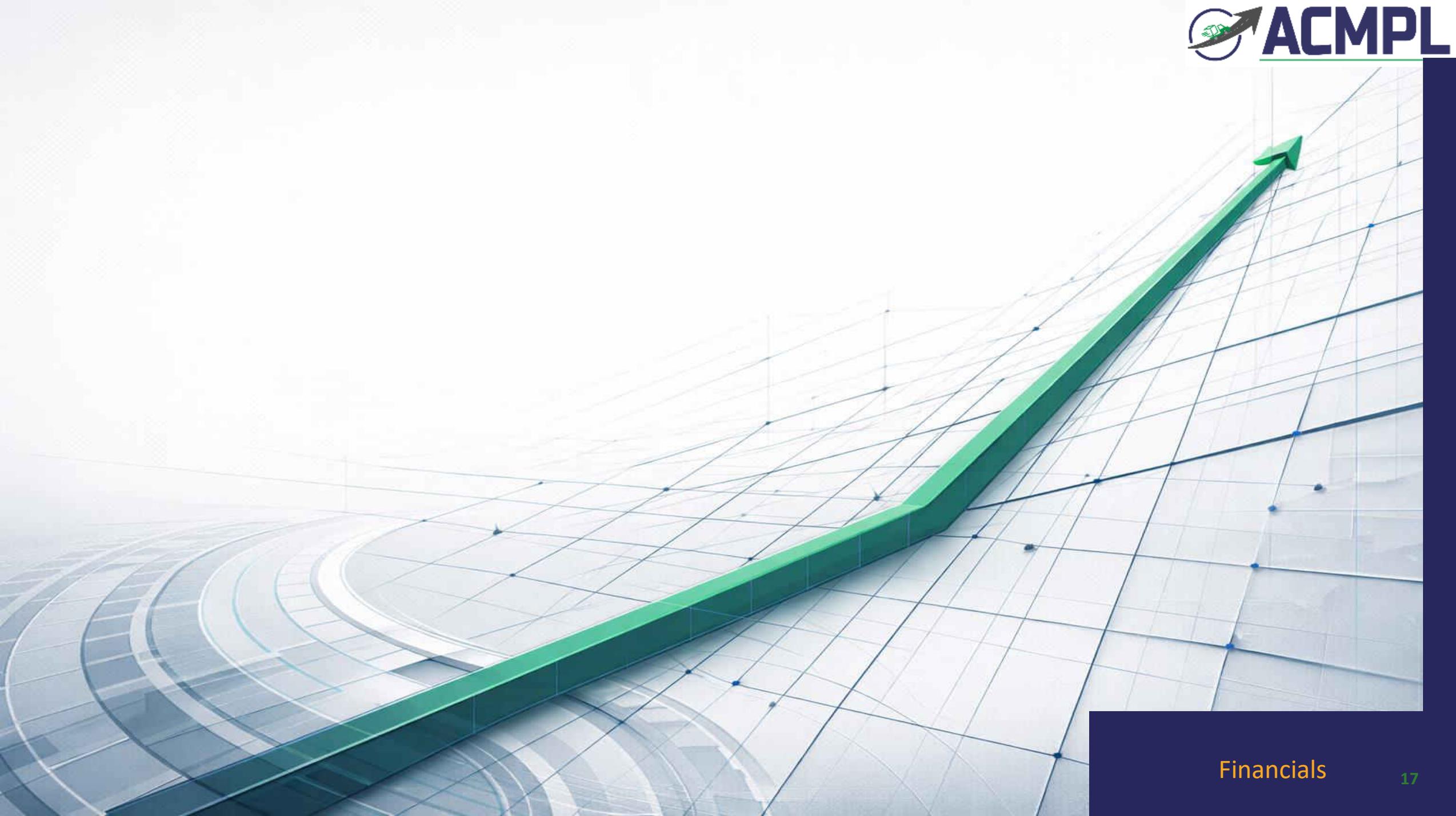


**Mr Keyur Shah**  
Independent Director



**Ms Namrata Jage**  
Independent Director





# Financials – Profit & Loss

Particulars (₹ Cr)	FY22	FY23	FY24	FY25	H1FY26
Revenue	58.14	76.87	78.77	94.12	54.90
Other Income	0.38	0.29	0.49	1.94	0.96
<b>Total Income</b>	<b>58.52</b>	<b>77.16</b>	<b>79.26</b>	<b>96.06</b>	<b>55.86</b>
Expenses					
Cost of Services	45.62	58.73	58.46	61.72	32.39
Employee	3.06	4.69	5.06	5.41	2.78
Other Expenses	1.28	1.29	1.6	2.09	0.72
<b>EBITDA</b>	<b>8.18</b>	<b>12.16</b>	<b>13.65</b>	<b>24.89</b>	<b>19.00</b>
<b>EBITDA Margin</b>	<b>14.1%</b>	<b>15.8%</b>	<b>17.3%</b>	<b>26.4%</b>	<b>34.6%</b>
Depreciation	3.28	5.17	6.78	7.91	4.18
<b>EBIT</b>	<b>5.28</b>	<b>7.28</b>	<b>7.36</b>	<b>18.92</b>	<b>15.78</b>
Interest	2.26	3.2	4.4	5.45	2.93
<b>PBT</b>	<b>3.02</b>	<b>4.08</b>	<b>2.96</b>	<b>13.47</b>	<b>12.85</b>
Tax	2.15	1.99	1.58	2.02	2.95
<b>PAT</b>	<b>0.87</b>	<b>2.09</b>	<b>1.38</b>	<b>11.45</b>	<b>9.91</b>
<b>EPS (₹)</b>	<b>35.01</b>	<b>83.98</b>	<b>55.11</b>	<b>11.49</b>	<b>9.91</b>



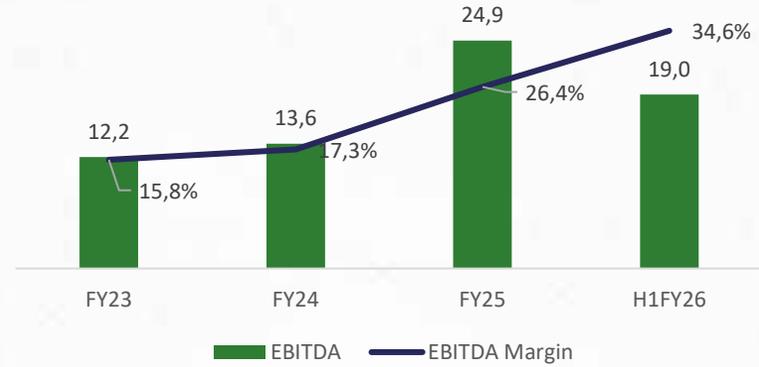
Particulars	FY22	FY23	FY24	FY25	H1FY26
Equity Capital	0.25	0.25	0.25	10.00	10.00
Reserves	5.66	7.76	9.14	10.84	20.40
Borrowings	34.90	47.39	58.70	62.58	74.90
Other Liabilities	6.26	10.71	10.22	18.04	15.91
<b>Total Liabilities</b>	<b>47.07</b>	<b>66.11</b>	<b>78.31</b>	<b>101.46</b>	<b>121.21</b>
Fixed Assets	27.29	42.55	50.64	61.29	75.33
CWIP	2.07	1.31	3.96	4.25	2.60
Other Assets	17.71	22.25	23.71	35.92	43.28
<b>Total Assets</b>	<b>47.07</b>	<b>66.11</b>	<b>78.31</b>	<b>101.46</b>	<b>121.21</b>



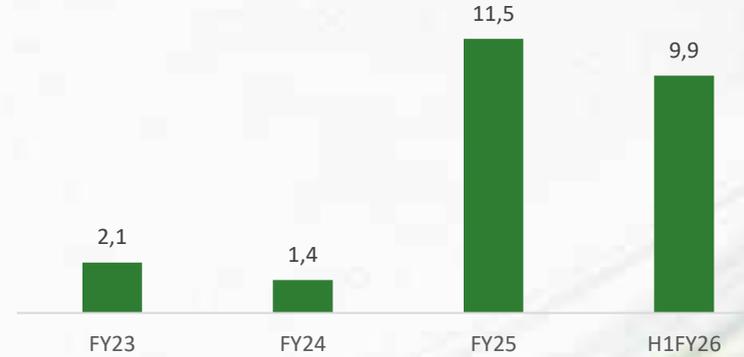
### Revenue



### EBITDA & EBITDA Margins (%)



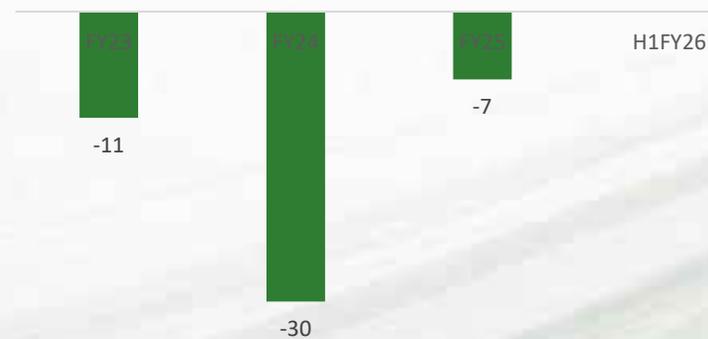
### PAT



### Debt Equity



### Wcap Days



### RoCE



THANK YOU



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