



February 14, 2026

**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 for Q3 FY2025-26**

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 for Quarter ended on December 31, 2025.

Kindly take the same on record.

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

## Investor Presentation

Sustainable, Reliable, Integrated logistics for India's top businesses



Electric Vehicle



Warehouse



LNG Vehicle



Liquid Logistics



Parcel Cargo Train



Customized Road Solutions



GALAXY Packers & Movers

# **Our Vision**

**We aim to be part of India's success story by being the most reliable and sustainable logistics partners to India's top businesses**

# AVG Logistics is a leading multi-modal transport company with strong growth across profitable segments



## 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 technologically advanced fleet to deliver customized full-stack solutions across transportation, warehousing, distribution, 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

### Reach



International presence\*



18,000+ pin codes covered



1,000+ Customers



3000+ partner vehicles



### Mission

- To Build strategic partnerships with customers to enable them to achieve their supply chain goals.
- To Offer an integrated Multimodal network of Logistics solutions across varied industries.

### Capabilities



850+ Owned Vehicles



70+ Branch Network



6+ Rail Routes



Carrying Capacity : 1 to 40 Tons

### Financials



FY25 Revenue ₹ 551.52 Cr



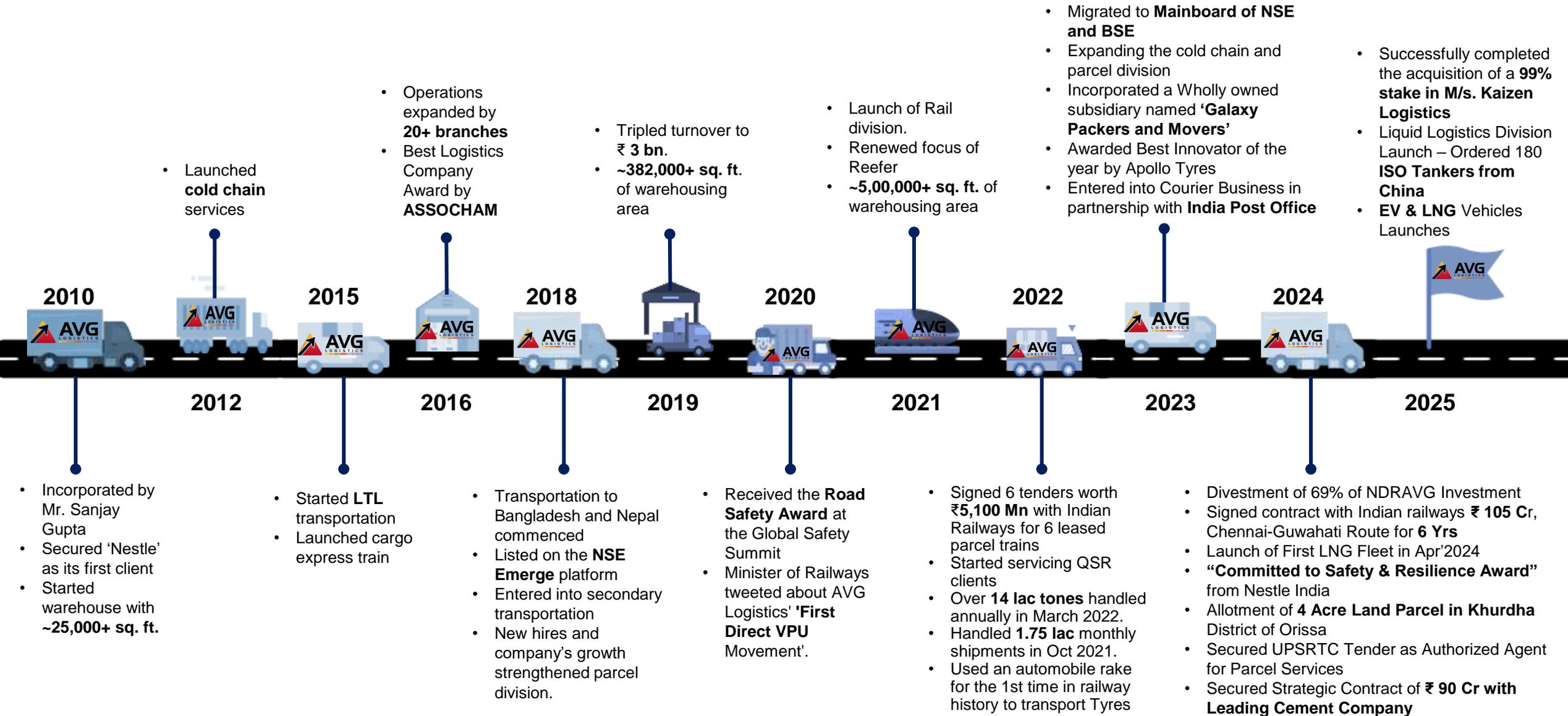
FY25 EBITDA ₹ 95.57 Cr



FY25 PAT ₹ 21.33 Cr

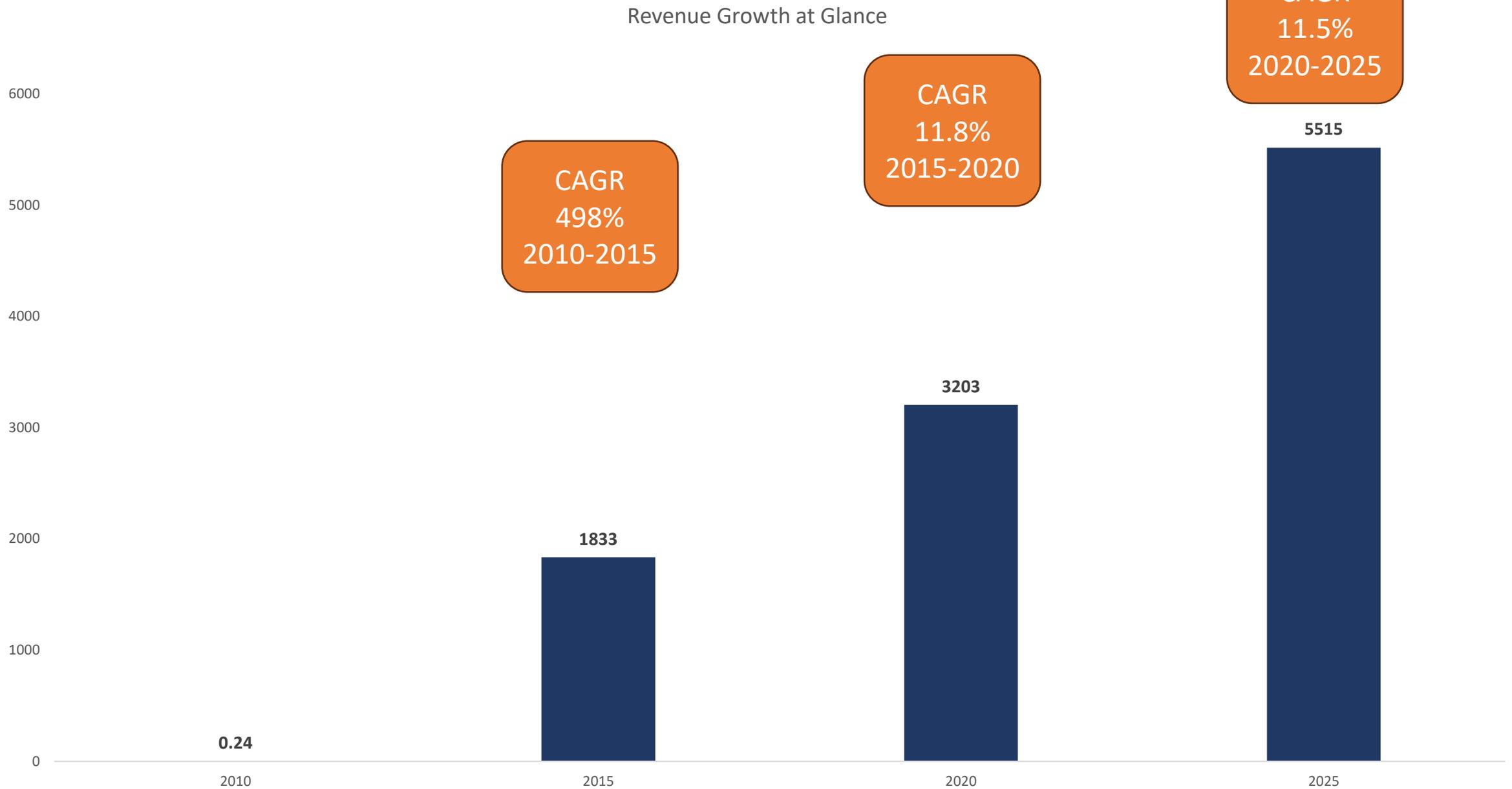
\*Nepal, Bangladesh & Bhutan

# Our evolution is a journey of transformation from strength to strength



# Revenue Growth at Glance

Amounts in Rs. Million



# AVG Leader in Multimodal Logistics Solution

## Board of Directors

Strong Company Board supported by highly professional management team and consultants having deep knowledge of India and global exposure



**Asha Gupta,**  
Whole time Director



**Apurva Chamaria,**  
Non- Executive Director



Top 100 digital marketers in India



**Sanjay Gupta,**  
MD & CEO



**Pawan Kant,**  
Chairperson &  
Independent Director



Ex-MD, CRWC; GM, CWC



**Susheel Kumar Tyagi,**  
Independent Director



Led warehousing at Delhi Airport,  
and Navi Mumbai in CWC



**Shyam Sunder Soni,**  
Independent Director

30+ years in logistics

## Management Team

Highly experienced team having decades of experience in Logistics Industry with expertise across various functions



**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,**  
Chief Strategy Officer & ESG Head

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.



**Rajesh Rohilla,**  
CFO

Mr. Rajesh Rohilla, a seasoned finance professional (Chartered Accountant) with nearly two decades of progressive leadership experience. His professional journey covers commanding roles across multiple listed entities, where he has spearheaded complex capital-raising initiatives. His extensive expertise in IPO management, rights issues, preferential allotments makes him a pivotal architect of sustainable organizational growth.



**Sumit Garg**  
Executive Vice President

Mr. Garg is a dynamic leader with over 20+ years of extensive experience in marketing and operations across various domains of the logistics industry. His expertise spans road transportation, multi-modal logistics, coastal shipping, 3PL logistics, ICD business, and supply chain solution design. Having worked closely with large multinational manufacturing organizations, he possesses deep insights into end-to-end supply chain management.



**Sudhir Bansal**  
Executive Vice President

Seasoned Industry veteran with over 35+ Years of extensive experience in the Supply Chain & Logistics domain. An Engineer with MBA, he has held leadership positions at several renowned organizations including Honda, GM, Tata, Fiat, Hero, Yamaha, Jubilant and Pfizer.

# Recognized for Excellence: Our Certifications and Awards

## 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

# Recognized for Excellence: Our Certifications and Awards

## 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

# Recognized for Excellence: Our Certifications and Awards

## Customer Recognition Awards



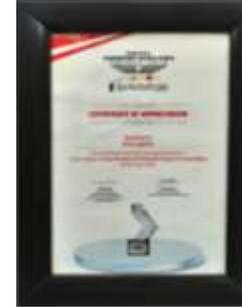
JK Tyres



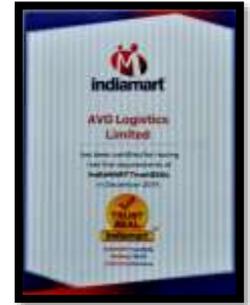
Apollo Tyres Limited



Indian Oil



Mahindra Transport Excellence Awards 2018



IndiaMart



GSK



Apollo Tyres Ltd



Nestle Limited



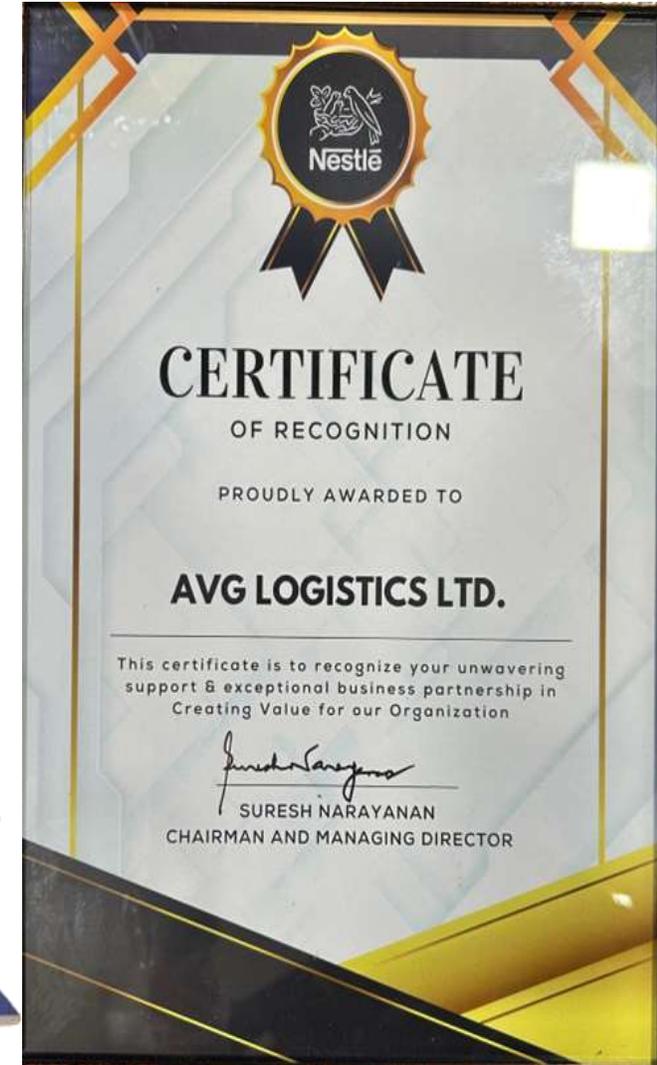
Business Excellence Award



Nestle Commitment to Safety & Resilience Award

# Recognized for Excellence: Our Certifications and Awards

## Customer Recognition Awards FY 2024-25



# Recognized for Excellence: Our Certifications and Awards

## ISO Certification



### Certificate of Registration (Quality Management System)

**QFS MANAGEMENT SYSTEMS LLP**

This is to Certify that the Quality Management System of  
**AVG LOGISTICS LIMITED**

25, DDA MARKET, SAVITA VIHAR, DELHI-110092 (INDIA)

Has been found to be of the Quality Management System Standard  
**ISO 9001:2015**

This certificate is valid for the following product or service range

PROVIDING TRANSPORTATION, WAREHOUSE & LOGISTIC SERVICES.

Certificate Number: **SCC2309AO/1408**      1st Surv. Due on: **07.08.2024**  
Initial Date of Certification: **08.09.2023**      2nd Surv. Due on: **07.08.2025**  
Date of Certificate: **08.09.2023**  
Date of Expiry: **07.09.2026**

Director:      Date: **08.09.2023**



The validity of certificate is subject to regular surveillance audit on or before above mentioned dates and its only valid after successful surveillance with continuation letter issued by QFS. It is issued subject to the continued availability of access at any time and without notice to the above named organization's premises for the purpose of assessment and surveillance regarding the standard named above and QFS terms and conditions.

**QFS MANAGEMENT SYSTEMS LLP**

A-274, Sector-16, Noida-201301, U.P., India  
www.qfscerts.com  
email: admin@qfscerts.com

**Accredited by Standards Council of Canada**

59 WELLS ALFIE STREET, SUITE 600, OTTAWA, ON K1P 6L3 CANADA

## SEDEX Certification



Sedex Audit Reference: 2022NZA4421146276 • Sedex Members Ethical Trade Audit Report Version 6.1

Audit Details			
Sedex Company Reference: (only available on Sedex System)	IC: 1057011	Sedex Site Reference: (only available on Sedex System)	ZS: 1078857
Business name (Company name):	AVG Logistics Limited		
Site name:	AVG Logistics Limited		
Site address: (Please include full address)	102, FF, Metro Station Complex, Jhilmil, Delhi - 110095	Country:	India
Site contact and job title:	Mr. Shree Gopal Mathur - Controller		
Site phone:	8800797804	Site e-mail:	s.paul@avglogistics.com
SMETA Audit Pillars:	<input checked="" type="checkbox"/> Labour Standards	<input checked="" type="checkbox"/> Health & Safety (plus Environment 2-Pillar)	<input checked="" type="checkbox"/> Environment 4-pillar <input checked="" type="checkbox"/> Business Ethics
Date of Audit:	30.09.2022 / 07.02.2023		

Audit Company Name & Logo:	Report Owner (payer): (If paid for by the customer of the site please remove for Sedex upload)
 SGS India Pvt. Ltd.	AVG Logistics Limited

Audit Conducted By					
Affiliate Audit Company	<input checked="" type="checkbox"/>	Purchaser	<input type="checkbox"/>	Retailer	<input type="checkbox"/>
Brand owner	<input type="checkbox"/>	NGO	<input type="checkbox"/>	Trade Union	<input type="checkbox"/>
Multi-stakeholder	<input type="checkbox"/>	Combined Audit (select all that apply)			

If you have any concerns or queries about this SMETA report or the associated SMETA audit, please contact [grievance@sedex.com](mailto: grievance@sedex.com).

To confirm the validity of this report, please visit <https://www.sedex.com/audit-verifier/>

## URSA Certification

URSA MASTER COVER SHEET	
<b>AUDIT DETAILS</b>	
Audit Company	SGS India Pvt. Ltd.
Auditee Name and full title	Banking Sector Lead Auditor (Singapore) Name: Harin Mathur
Auditee Email address	bankingsectorlead@sgs.com, hmathur@sgs.com
Auditee Reference Number	AA 2374433, AA 2374439
Report Business Name	SGS & Co
Industry / Pre-announced Contact Details (only on Qualitest.com)	SGS, Shree Gopal Mathur - Controller
Starts of Audit	30.09.2022
Audit Reference Number	HS/20/16/405
Date of report submitted to customer	30.09.2022 / 07.02.2023
<b>AUDIT DECLARATION</b>	
The "Understanding Responsible Sourcing Audit" (URSA) includes assessment of the facility's practices in Labour Standards, Health & Safety, Human Rights, Business Integrity, Environmental Management, and Land Forest Rights. (Indicate that the audit understanding, the following report was conducted in compliance with SMETA's most stringent guidance version 4.0 and the Customer's Responsible Sourcing Policy requirements, Appendix 4.)	
Application of any additional assessment: Where there is a jurisdictional legal requirement and the standard being applied that which ever gives the higher protection will be applied in the audit for assessment and compliance.	
<b>FACILITY OVERVIEW</b>	
Facility Name	AVG Logistics Limited
Facility Address	A12, FF, Metro Station Complex, Jhilmil, Delhi - 110095
City	Delhi
State	Delhi
Pin Code	110095
Country	India
Name of Site Contact Person at facility	Mr. Shree Gopal Mathur
Contact Person's job title	Controller
Email of Contact Person	s.paul@avglogistics.com
Phone Number of Contact Person	8800797804
Are all applicable business or other legally required license numbers and their validity dates agreed / approved as required?	Business Registration / Certificate No.: 2002032043 (Delhi) 08112019 (Name of Business, etc)
Is the facility located in a special economic zone or other type of licensed area that exempts it from compliance with any local environmental laws?	No
Approximate size of site and age of buildings	12 acres and 600 sq/ft
Does the facility operate 24/7?	Yes
If you please attach the safety record (e.g. 3 hour day shift and 12 hour night shift) if available	Shared Safety Record on 10.09.2023

# Our Marquee clients

## FMCG Sector



## Automotive Industry



## Chemicals & Pharma Sector



## Power, Electricals, Telecom, E-Comm & Others



# Our Marquee clients – Added in FY25 & FY26

## FMCG Sector



## Automotive Industry



## Chemical, Pharma, Power, Electricals, E-Comm & Others



## *Parts distribution thru' Rail : A Milestone in Green Logistics*

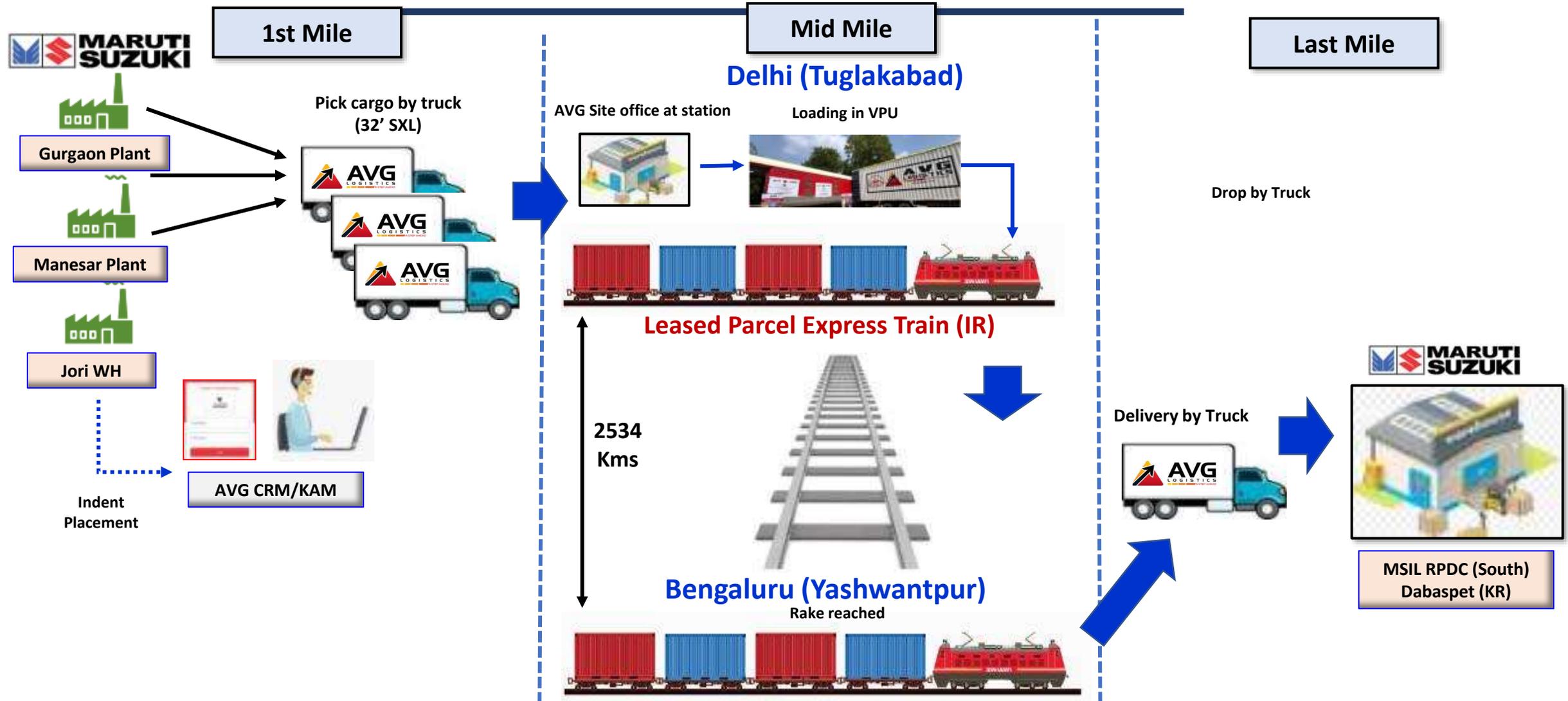
AVG Logistics has got a significant milestone in sustainable transportation through a strategic partnership with India's leading automobiles conglomerate **Maruti Suzuki India Limited (MSIL)** to distribute spare parts to their regional Parts Distribution Centres (RPDC) across the country.

AVG Logistics has rolled out this key project thru' its Leased Parcel Cargo Express Train (PCET) under Indian Railways from **New Delhi to Bengaluru** which will be followed by other RPDCs.

This initiative marks a milestone in **green logistics**, advancing multimodal connectivity in line with the **Hon'ble Prime Minister's Gati Shakti National Master Plan**. By transitioning a road-reliant sector like automobiles to rail-based logistics, thus reducing carbon emissions besides faster, reliable & cost-effective freight movement.

# Our Marque clients – New Launches FY 2025-26

## Maruti Suzuki Parts Distribution thru' PCET (Indian railways) for RPDC Parts Dispatch thru' PCET: Process Flow



# Our Marquee clients – New Launches FY 2025-26

## MSIL Parts Dispatch thru' PCET Rake : Glimpses



# Our Marquee clients – New Launches FY 2025-26

## *Partnership with PepsiCo India for seamless 3PL operations*

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*Contract of 3 PL operations in warehousing & dispatches of PepsiCo at North India*

AVG Logistics has bagged prestigious project from **PepsiCo India Holdings** as its logistics partner at one of its largest facilities located in **Kosi Kalan, Uttar Pradesh**.

It involves end-to-end 3 PL operations for PepsiCo's wide range of snacks, handling over a **million cases** per month with benchmark turnaround times to ensure **quality and speedy shipments** across the country.

This engagement marks a significant milestone in AVG Logistics' journey, further reinforcing its credentials in the **FMCG** sector. With a proven track record of delivering seamless logistics solutions, AVG already counts industry leaders like **Nestlé, HUL & ITC** among others esteemed clientele.

AVG became the **first company in India to acquire a fleet of 5 high-tonnage (55 MT) electric vehicles (EVs)**. This milestone was marked by a ceremonial handover in Jamshedpur in March 2025, graced by **Mr. N. Chandrasekaran (Chairman), Mr. Girish Wagh (President), and Mr. Rajesh Kaul (VP & Business Head)**. I've attached a few photos and media coverage for your reference.



# Appreciations Social Media

## Minister of Railways Tweet on Train Launch

**Piyush Goyal Office** @PiyushGoyalOfc

From 🇮🇳 to 🇧🇩

Increasing its contribution to exports, Railways loaded food products from Delhi for transportation to Benapole in Bangladesh.

Railways is at the forefront in helping Indian products reach new markets across the border!

#MoveItLikeRailways

## Nestle Chairman & MD LinkedIn Post on EV Launch

**Rahul Poddar** · 3rd+  
Head of Procurement - South Asia Region  
TOH (edited)

Congratulations **Balbir S Bhalla** and **Rudrajit Ghosh** and the entire logistics team for a great initiative. A very special thanks to team AVG - Sanjay Gupta and **Vinayak Gupta** for their stupendous partnership and support to Nestle. Together let's make our planet a better place to live. 🙌

Like · 6 | Reply

**Suresh Narayanan** · 2nd  
Chairman&Managing Director at Nestle India Ltd  
3h

Very proud and hearty congratulations for the committed EV journey we are on **Balbir S Bhalla** 🙌🙌🙌🙌🙌🙌 Our Nestle India team is committed to our mission of a Sustainable future and am happy to see our partnership with AVG to support us on the journey!

Like · 2 | Reply

## Bangalore - Delhi Train Launch

**TRANS INDIA**  
**SWR Bengaluru division flags off first PCET**

**HEAVY SERVICE BENGALURU**

The first Parcel Cargo Express Train (PCET) of the Bengaluru division was flagged off from Yesvantpur Railway Station. The inaugural special train will run between Yesvantpur (Bengaluru) to Okhla (New Delhi).

The South Western Railway, Bengaluru Division has leased out PCET to M/s AVG Logistics Ltd with a frequency of 2 round trips per week from Bengaluru (Yesvantpur) to Delhi (Okhla) and back. The total value of the contract for 5 years is Rs. 240 crore. The PCET is a novel initiative by the Indian Railways to lease out an entire train on a month-to-month basis for loading parcels for a period of 5 years. An average PCET consists of 25 parcel vans and 1 brake van. They can transport 350 tonnes of materials in a single trip. After a span of 8 months, the composition is increased to hold 20 parcel vans and 1 brake van with a total extended capacity of 400 tonnes. In a month, at least two trips need to be operated. Being time-scaled trains with lesser transit time, customers will be able to transport parcels in bulk quantity. In the first 3 years, no escalation in freight will be allowed but 10 per cent of escalation will be permitted from the 4th year. The service is expected to attract transport from road traffic to railways.

## Nestle South Asia Head LinkedIn post on EV Launch

**Balbir S Bhalla** · 1st  
Transportation-Hub Lead for SAR region at Nestle | ...  
TH · 40

The first electric vehicle, capable of carrying a payload of 35 tonnes, has been deployed at one of our state-of-the-art factories in Sanand. This electric vehicle will operate between Sanand and Bhiwandi, representing another stride toward environmentally friendly transportation. Our roadmap aims to fully green this route, with plans to integrate it with existing LNG vehicles. We prioritize genuine partnerships, exemplified by our service provider aligning with Nestle's vision of accelerating greener transportation.

Vinay Gupta, Rudrajit Ghosh, Luca Fichera, Will Mackereith, Carla Alvarez, Rahul Poddar, Ravi Shankar, Vipin Sharda, Sanjeet Tiwari, Peter Hagmann, Prachi Agrawal, Jinay Shah

## Media Coverage on Train Launch between India and Bangladesh

**AVG LOGISTICS** **NETE ASIA**

एवीजी लॉजिस्टिक्स के माध्यम से बिना रुके बांग्लादेश के लिए चार्सल वैन ट्रेन हुई रवाना

भारतीय रेलवे व एवीजी लॉजिस्टिक्स लिमिटेड के सहयोग से अंतरराष्ट्रीय व्यापार शुरू

## DRM Tweet on Indian Railway Supply chain improvement

**DRM Bengaluru**@drmsbc-Oct 24, 2021  
Replying to @drmbc

Railways able to improve capacity utilization parcel & provide major boost to supply chain across country through this initiative, SWR/Bengaluru Division has leased PCET to M/s AVG logistics Ltd with frequency of 02 round trips per week from Yesvantpur to Okhla and back 🙌

## DRM Tweet on Train Launch

**DRM Bengaluru**@drmsbc

Shri Anil Pavithran, Principal Chief Commercial Manager/SWR, Shri Hari Shankar Verma, Principal Chief Operations Manager/SWR, Shri Shyam Singh, Divisional Railway Manager, Bengaluru Division and Shri Sanjay Gupta, Managing Director, AVG Logistics were present on the occasion 2/4

## BSE Listing Ceremony

# Geographical Presence: Extensive Reach for Seamless Nationwide Operations



**7**  
Zonal Offices

**70+**  
Other Branches

**International Networks-**  
**2 Countries**

- An extensive network of **70+** 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
- **~8,56,369 sq. ft.** of warehousing footprint pan India,
- Strong rail logistics network of **6** railway lines
- **3,000+** associated vehicles

**Zonal Offices,**  
Delhi  
Kolkata  
Bangaluru  
Mumbai  
Chennai  
Ahmedabad  
Guwahati

**PAN India Branches**

Goa (Ponda)	Kundli	Nagpur	Renigunta	Cochin	Tahliwal	Rambagh
Goa (Bicholim)	Kollam	Noida (U.P.)	Rudrapur	Coimbatore	Trichy	Patel Nagar
Hubli	Ludhiana	Okhla	Salem	Cuttack	UP Border	Chandigarh
Indore	Lucknow	Patna	Alipur	Faridabad	Vijayawada	Bodi
Jaipur	Madurai	Pune	Hyderabad	Farrukh Nagar	Nizamuddin	Silchur
Jammu	Moga	Roorkee	Ambala	Samalkha	Sonipat	Hasan
Kala Amb	Bhiwandi	Raipur	Baramati	Shimoga	Trichy	Jamshedpur
Kanpur	Nanjangud	Ranchi	Beltola	Siliguri	Nabha	Erode

# Diverse Business Portfolio: Excelling In Multimodal Logistics



# 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

**850+** Own Fleet of Trucks & Reefers

**100%** Cashless Operations

### Services



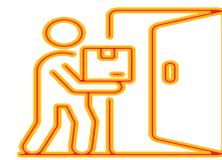
FTL and LTL (Primary)



Dedicated/ Secondary Solutions



Express Delivery



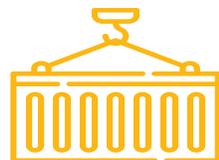
Last Mile Logistics / Door To Door Services



Multimodal Transportation



Reverse Logistics



Freight Forwarding



Export to Nepal and Bangladesh



Packers & Movers

# Multimodal

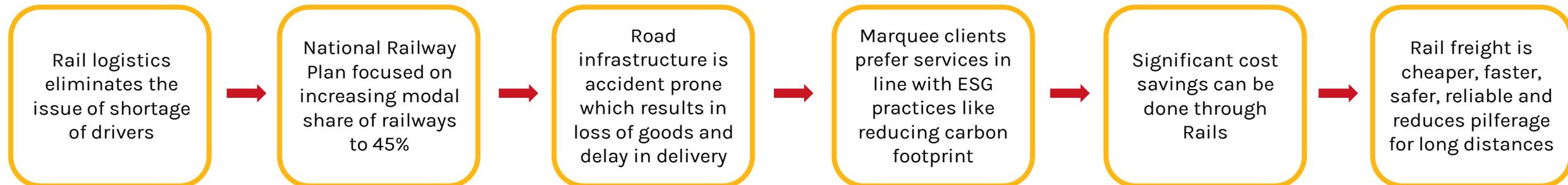
## 1.2 Rail Logistics: Advantages & Capacity for Efficient Cargo Transport

### 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

400+ Reefer Vehicle

Multi door & customized vehicles

Goods temperature range -25 Degree to +25 Degree

IOT & Tech enabled with Realtime visibility

### Secondary Distribution



### Primary Distribution



### Segment Catered

Fruits & Vegetables

Food Processing

Dairy

Pharma

QSR

Chocolates

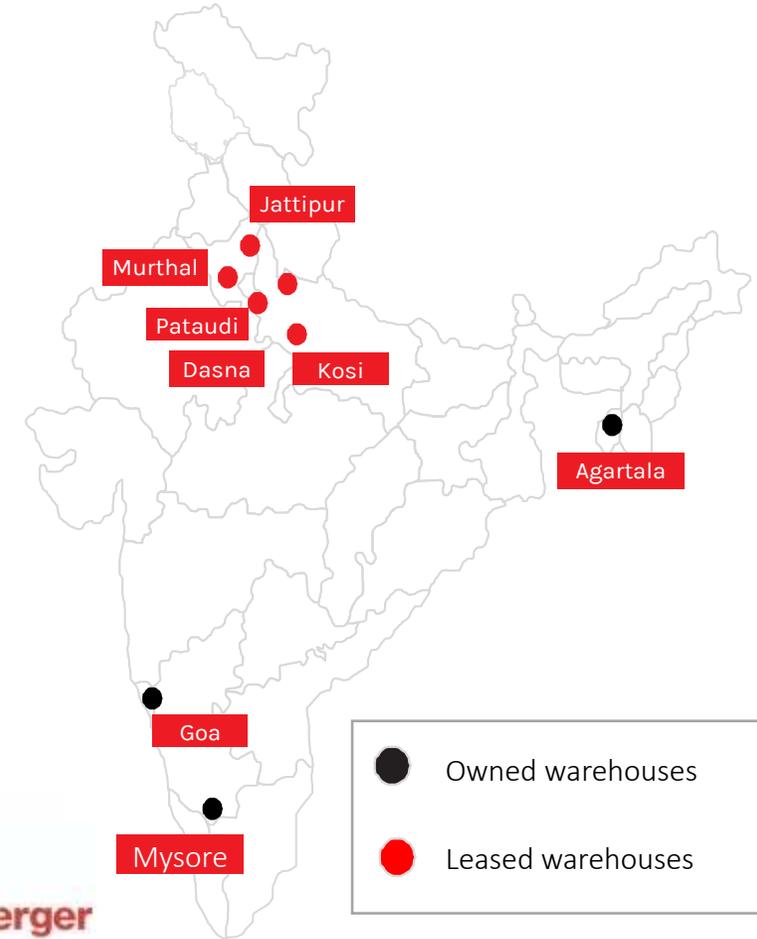
Ice Creams

Retail

# 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.



	Owned warehouses
	Leased warehouses

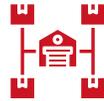
### Key Facts



**8**  
warehouses



**~8,56,369** sq. ft. Total Warehousing Space



**211,378+** sq. ft. Owned Warehousing Space In Mysore & Goa



**5,94,991+** sq. ft. Leased Warehousing Space



Upcoming **50,000** sq. ft. Owned Warehousing Space In Agartala

### Dedicated Warehouses For Key Clients



Jattipur, Murthal & Nanjangarh



Kosi, Mathura, UP



Pataudi, Gurgaon



Dasna



Goa

# 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



# Disruptive & Innovative Customised Solutions

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 Tonnage with a volume of 32m<sup>3</sup>



**Curtain 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

# Recent Launch of Liquid Cargo Transportation Through ISO Tanks

AVG Logistics Limited takes a bold step toward greener supply chains with the Launch of its Liquid Cargo rail vertical, enabling safer bulk chemical movement through ISO tanks.

Rail-led liquid logistics delivers safer operations, lower transportation costs, reduced carbon emissions, and long-term sustainable value creation driving a greener logistics future.



Liquid Cargo (ISO Tanks)

- Rail-based ISO tank transportation designed for safe bulk liquid movement
- Enables cost optimization, reduced carbon footprint, and sustainable logistics solutions
- Compliant with stringent safety standards, real-time monitoring and risk-mitigation protocols



Inauguration – Launch of ISO Tank

- Celebrates leadership vision, partner collaboration, and team commitment in launching a rail-led liquid cargo capability
- Sets a new benchmark for customers through scale-ready capacity, consistency, and operational confidence backed by AVG's trusted logistics solution



AVG Logistics Team

- Demonstrates strong cross-functional teamwork enabling seamless execution and operations
- Solves the challenge of safely transporting bulk liquid chemicals over long distances at scale
- Provides an integrated end-to-end logistics solution from origin to destination

# Green & Sustainable initiatives

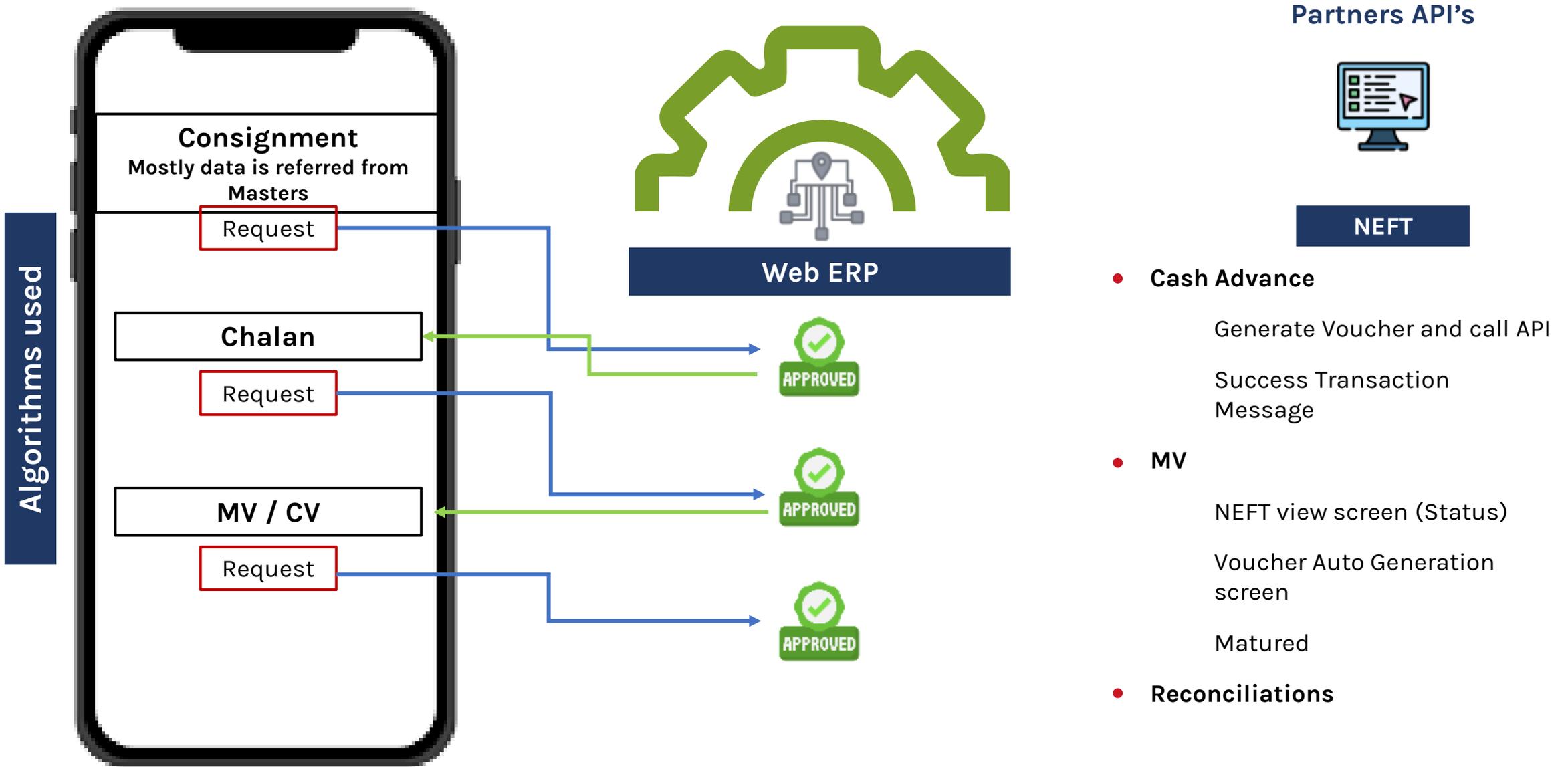
Rhino 5536E EV – Fleet 55 Tonnage Launch  
Nestle Sanand



BE 5528+ 4x2 (BS-VI) - 1<sup>st</sup> LNG Fleet Launch  
ITC Pune



# Innovative Logistics: Enhancing Efficiency through Technology and Automation



# Real-Time Tracking Redefined with Automation

- 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



# Future Growth Drivers: Unlocking Potential for Success



# AVG Logistics aims to capitalize on strong macro tailwinds to define a multi-tiered strategy based on pillars of competence

## Key Logistics Mega Trends



**Increasing shift to multi-modal logistics on the back of strong investments into railways, shipping, and air freight**



**Changing customer preferences and rapid growth of e-commerce driving need for 3PL and cold chain services**



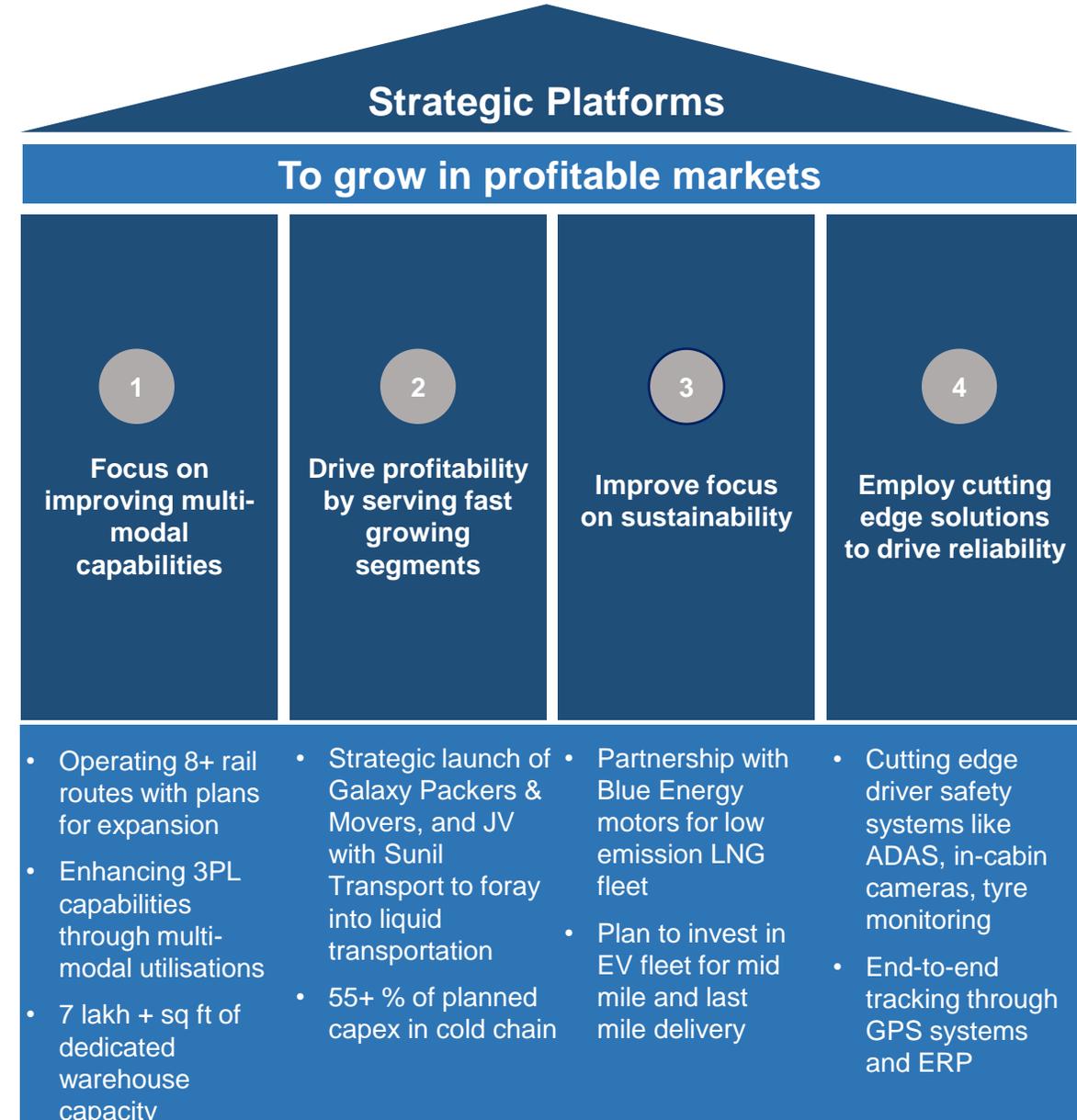
**Increasing focus on sustainability as an avenue for greater safety as well as reduced costs**



**Emerging technology such as ADAS, and GPS tracking to improve reliability and safety of logistics operations**



**Regulatory focus and government policies such as NLP, ULIP (Unified Logistics Interface Platform) and ONDC (Open Network for Digital Commerce) to promote efficiencies and drive investments at scale**



# Empowering Supply Chain with Strategic Tech Initiatives

<p><b>Operations and Warehousing</b></p> <ul style="list-style-type: none"> <li>○ Tyre Management system : Michelin complete tyre solutions</li> <li>○ Workman Management system</li> <li>○ Record management system</li> <li>○ Geo-fencing, e-invoicing</li> </ul>	<p><b>Digital Transformation</b></p> <ul style="list-style-type: none"> <li>○ Business process automation</li> <li>○ Business Intelligence tools</li> <li>○ Data Analytics</li> <li>○ Green driving indicator</li> <li>○ Online market vehicle data</li> </ul>	<p><b>IOT Devices</b></p> <ul style="list-style-type: none"> <li>○ GPS and GIS</li> <li>○ Temperature Sensors for reefer trucks</li> <li>○ RFID's</li> <li>○ Barcode scanners</li> <li>○ CCTV enabled warehouses</li> </ul>
<p><b>Central Monitoring System</b></p> <ul style="list-style-type: none"> <li>○ Vehicle tracking system</li> <li>○ Logistics control tower</li> <li>○ Fleet management system</li> <li>○ Security operations centre</li> </ul>	<p><b>Strong Tech team</b></p> <ul style="list-style-type: none"> <li>○ Project management system</li> <li>○ Tech enabled infrastructure</li> <li>○ Repository system</li> </ul>	<p><b>Customer and Suppliers</b></p> <ul style="list-style-type: none"> <li>○ Customer relationship management</li> <li>○ Customer portal and app</li> <li>○ Supplier relationship management</li> <li>○ Driver app</li> </ul>



- 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 aims to elevate performance while making logistics sustainable and safe for all its stakeholders

## Delivering customer centric operations by adding value at every step

- **Our aim is to truly be a moving force in Indian logistics:** We have entered segments that move the economy across cold chain, FTL, LTL, packers and movers, LNG, and forayed into exports to Nepal and Bangladesh.
- **We cater to our customers** through several innovations such as curtain multi-door trucks that are fully automated loading, with enhanced safety and reliability, zero residual food grade tankers for FMCG clients, and 45 ft reefer trucks
- We cater to all of our **customers' needs** by now **delivering to 19000+ pincodes in India** through a partnership with Indian Postal Service.

## Reducing emissions with every shipment

- We aim to lead the **sustainability revolution** with **multiple modes of sustainable transport** such as **7+ rail routes and potential EV investments**
- **Reduced emissions per km** via partnership with Blue Energy Motors (Essar) to procure LNG powered trucks
- **Young fleets with latest BS VI technology** for reduced emissions



## Revolutionizing logistics through technology

- **We are at the cutting edge of innovation** with tech initiatives across payment such as completely cashless collections, ERP systems for logistics management, and white-labelled tracking dashboards
- **Reliability at every step** driven by a central monitoring system with a vehicle tracking system, logistics control tower, fleet management system, and security operations centre, **Tyre Management Systems, etc.**
- **Automating internal processes with intelligent business processes**, data analytics, **green driving indicator**, and online market vehicle data
- **Reduced pilferage** through GPS and GIS, **RFID locks, barcode scanners**, and CCTV enabled warehouses
- **State of the art CRM enabled** by customer portal, app, supplier relationship management and driver app

## Growth centred around driver safety

- **Enhanced driver safety through in-cabin cameras, ADAS systems** to enhance safety, optimize fuel consumption and reduce maintenance costs
- **Industry leading driver safety with sedex certification**, and regular training and health check up camps with authorized partners
- **Caring at every step for drivers** with free eye tests, medical checkups, **tie-up with IOCL for Swagat facilities**, along with regular training camps.

# Industry Overview

# India's Logistics Vision for a Sustainable Future

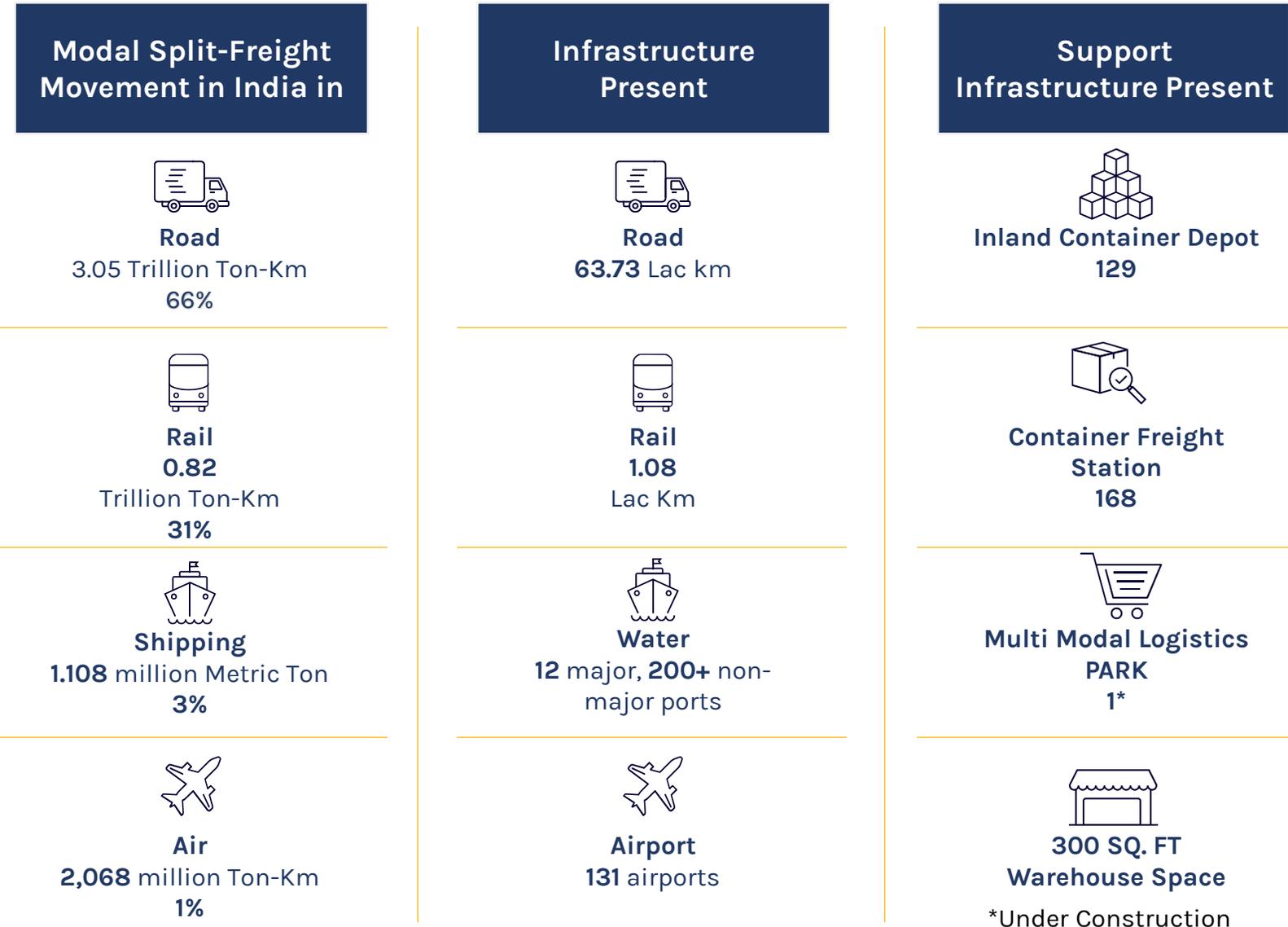
As of FY22, India's exports grew by 44.6% to US\$422b and imports grew by 55.4% to US\$613b. This growth has propelled the Indian transportation and logistics sector, which has grown between ~US\$160 and US\$200b (INR13- 16 Lakh cr.) in 2022.

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.

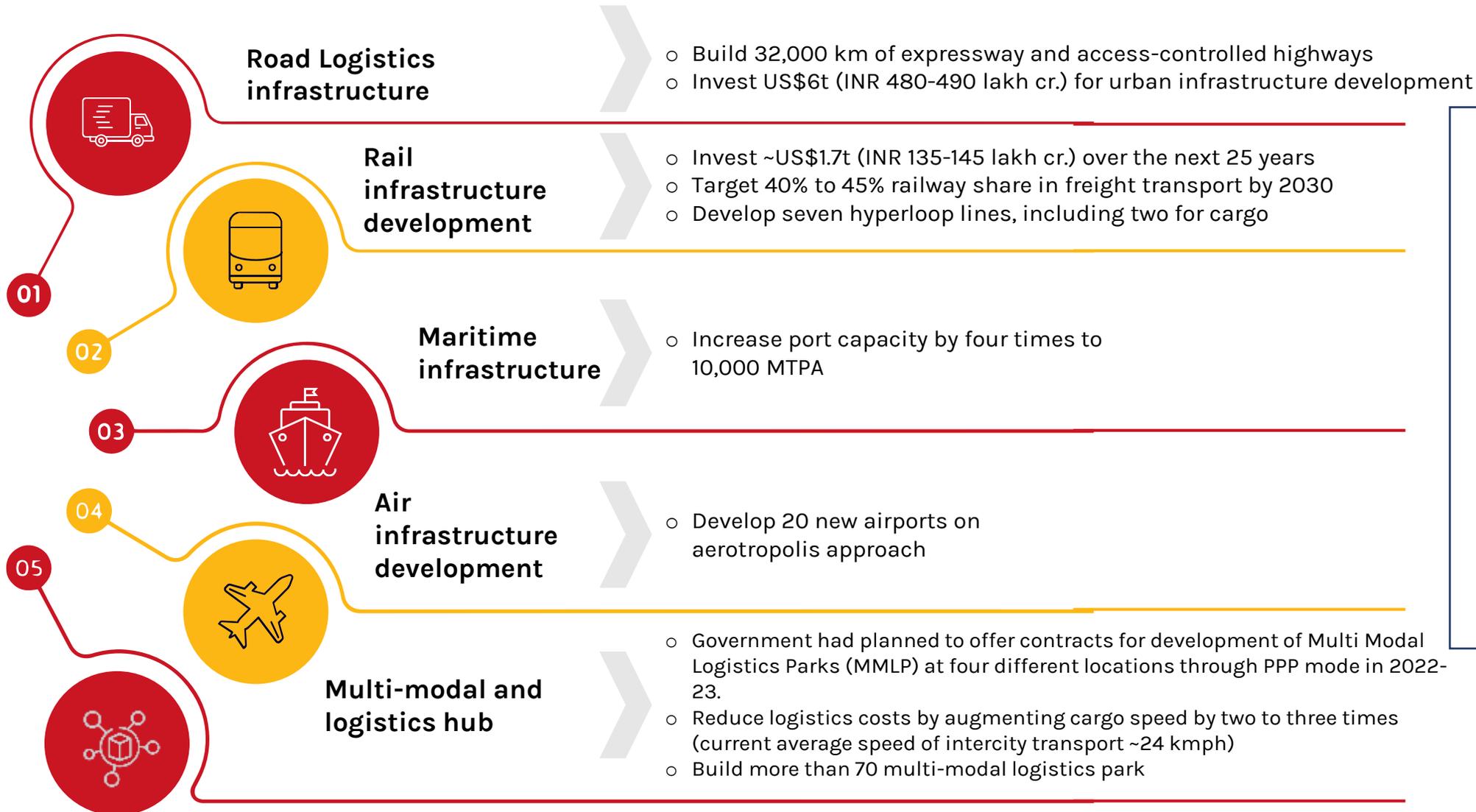
India aims to reduce logistics cost from 13% to 14% of GDP, to 8% to 10% of GDP, by 2030. It is estimated that a 10% reduction in indirect logistics cost will result in 5% to 8% rise in exports.

(Source: EY Report on Future of Indian Logistics)

## India's Transportation & Logistics Landscape



# Government Initiatives To Improve Infrastructure Aid Logistic Growth



**Vision@2047**  
aims to set  
specific targets  
for 10 sectors to  
transition India  
into a developed  
nation by 2047.

# Budget 2025 & Government Initiatives: Strengthening Infrastructure For Logistics Growth

## 1. National Infrastructure Pipeline (NIP)

- Aims to boost infrastructure growth, integrated with Make in India and PLI scheme.
- AAI & private airport developers targeting ₹98,000 Cr (US\$ 11.8B) investment.

## 2. Dedicated Freight Corridors & Gati Shakti Cargo Terminals

- Spearheaded by the Ministry of Railways to enhance freight transportation efficiency.
- Expected to reduce logistics costs and improve cargo handling.

## 3. Multi-Modal Logistics Parks

- Led by the Ministry of Road Transport & Highways.
- Focus on developing an integrated logistics network to streamline supply chains.

## 4. Logistics Data Bank (LDB)

- Uses RFID technology for real-time tracking of EXIM container movements.
- Helps in reducing logistics costs and improving transit times.

## 5. Gati Shakti Master Plan

- Focused on multimodal connectivity for economic zones.
- Part of the NIP with a planned expenditure of \$1.8 trillion by 2025

## 6. Digital Transformation in Logistics

- Digitization of freight movement for seamless tracking.
- Government focus on AI-driven logistics solutions aligns with tech-enabled supply chain management.

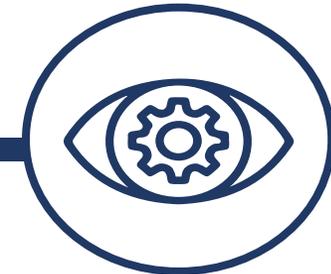
## 7. Sustainability & Green Logistics

- Incentives for EV adoption in freight transport, enabling logistic companies to expand its sustainable logistics solutions.
- Opportunities to leverage green logistics initiatives for ESG compliance and cost savings.

## 8. Growth in E-Commerce & Retail Logistics

- Increased budget for rural development and digital connectivity to drive demand for express logistics.
- Growth in domestic production to boost demand for supply chain solutions.

India aims to become a developed nation by 2047, celebrating the 100th anniversary of its independence. This vision encompasses a high quality of life, a robust economy, and advanced technological infrastructure.



These initiatives demonstrate the government's dedication to reshaping the logistics sector. They aim to cut costs, boost efficiency, create significant job opportunities, and foster gender inclusivity, all to support sustainable economic growth.

# Government Initiatives to Boost Infrastructure with Freight Corridors

India's **2,843-kilometer Dedicated Freight Corridor network** is driving a major economic shift, enhancing freight efficiency and reducing transit times and costs. The Eastern Dedicated Freight Corridor (EDFC) is fully operational, while the Western Corridor (WDFC) is 93.2% complete, with final stages planned for FY 2024-25. This transformative infrastructure is positioning India as a powerful force across industries.

The **Western Dedicated Freight Corridor (WDFC)** covers 1,506 km, connecting Mumbai's JNPT port to Dadri in Uttar Pradesh, passing through Maharashtra, Gujarat, Rajasthan, Haryana, and Uttar Pradesh. The **Eastern Corridor (EDFC)** spans 1,337 km, divided into sections: Sahnewal-Khurja (401 km), Khurja-Bhaupur (351 km), Bhaupur-DDU (402 km), DDU-Sonnagar (137 km), and Khurja-Dadri (46 km).

### Impact of Dedicated Freight Corridors on India's Economy and Logistics:

- The DFCs aim to transform India's economy and infrastructure, targeting logistics costs **under 10%** as per the National Logistics Policy.
- EDFC and WDFC connect northern landlocked states to western ports, cutting transport times significantly.
- Reduced transit times have lowered power plant inventory costs by **20-30%** and cut NCR-to-port transit times by over half.
- The DFCs support **agriculture, industry, and MSMEs** by enabling faster transport of perishables, reducing spoilage, and boosting income.
- Integrating DFCs with **MMLPs** could streamline operations and reduce logistics costs for e-commerce.

**Future Plans:** DFCCIL's roadmap includes approved East-West, East Coast, and North-South corridors, with a proposed Southern Corridor, set to transform goods movement and position India as a global logistics hub.



# Rails of Progress: Navigating Challenges and Accelerating India's Cargo Growth

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.

## Targets

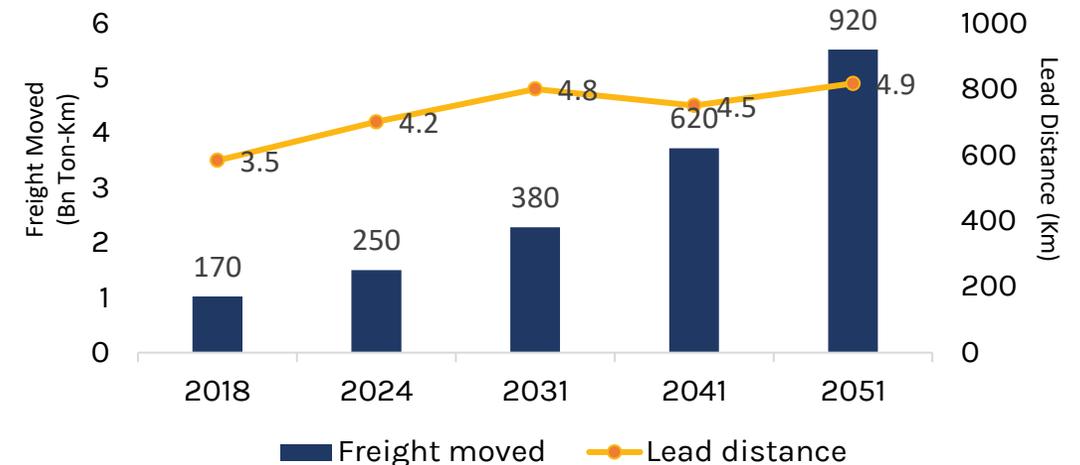
**2030 Goal:** Transport 3,000 million tones of cargo.  
**Revenue Target (2023-24):** ₹13,227 Cr from miscellaneous goods.



## Environmental Impact

This initiative aligns with global trends in sustainable transportation. By leveraging railways' energy efficiency, it contributes to lower carbon emissions compared to road transport.

Rail-Cargo Moved & Projection (Bn Ton-Km)



(Source [Business Standard](#), [Track In](#))

# Unlocking India's Potential in Cold Chain Logistics

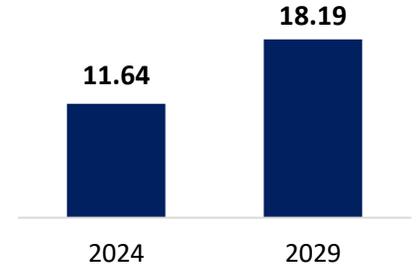
- The India Cold Chain Logistics Market is projected to be valued at **USD 11.64 billion in 2024**, with an anticipated growth to **USD 18.19 billion by 2029**, reflecting a compound annual growth rate (CAGR) of **9.72%** over the forecast period from 2024 to 2029.
- India, a major producer of milk, fruits, vegetables, seafood, meat, and poultry, faces substantial food losses due to insufficient cold chain infrastructure. The Food and Agriculture Organization estimates these losses at **1.3 billion tonnes** annually, costing up to USD 15 billion.
- 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 well-positioned for substantial growth, driven by several key factors that offer significant potential for expansion.

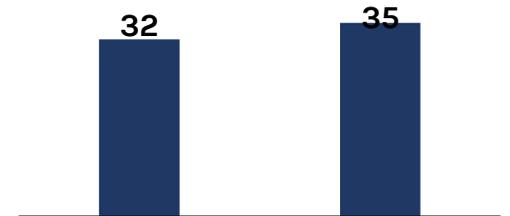
- Over 40% of food losses after harvest highlight the need for better cold chains logistics.
- FAO recommends energy-efficient cold chains to increase food supply by over 15%, or 250 million tons.
- In FY 2021-2022, India exported USD 1.53 billion in fruits and vegetables, mainly to the UAE and neighboring countries.
- With India set to be the fifth-largest economy by 2027, government-backed investment in cold chain infrastructure is being boosted.

	<p><b>Pharmaceuticals And Healthcare Industry</b></p> <ul style="list-style-type: none"> <li>○ Pharmaceutical cold chain logistics market to reach \$21.3 billion by 2024.</li> <li>○ Precise temperature control during transport is critical for medicines, vaccines, etc.</li> </ul>
	<p><b>Chemical Industry</b></p> <ul style="list-style-type: none"> <li>○ Cold chain management ensures quality and safety in chemical transportation.</li> <li>○ Precise temperature control is essential due to chemicals' value and hazards.</li> <li>○ Semiconductor advancements demand stricter storage standards.</li> </ul>
	<p><b>Cut Flowers</b></p> <ul style="list-style-type: none"> <li>○ Cold chain logistics ensures flowers stay fresh, preventing early blooming and wilting.</li> <li>○ Professional services guarantee undamaged delivery.</li> <li>○ Reliable cold chain is crucial for wholesalers to boost sales and reduce losses.</li> </ul>
	<p><b>Processed Foods and Beverages</b></p> <ul style="list-style-type: none"> <li>○ Cold chain logistics ensures temperature-controlled storage for:             <ul style="list-style-type: none"> <li>▪ Perishable Fruits, Vegetables &amp; Dairy: 7°C to 14°C</li> <li>▪ Fresh Produce: 14°C to 24°C</li> </ul> </li> </ul>

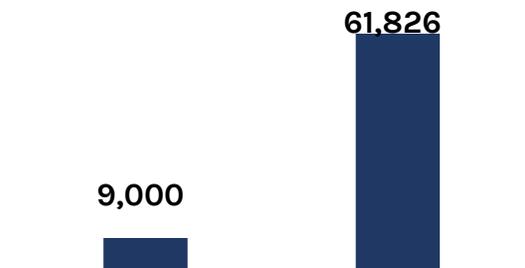
Indian Cold Chain Logistics Market Size in USD Billion



Source: Mordor Intelligence



Deficit of 3 Mn MT of Cold Storage in India



Reffer supply caters to only 15% of the demand

# Green Logistics: A Sustainable Approach

- According to the World Bank, transport-related emissions currently make up nearly **20%** of global energy-related CO2 emissions, a number expected to increase by **60%** by 2050 if not addressed.
- India's transport sector is the **third-largest** GHG emitter, contributing **14%** of CO2 emissions, with growth expected as urbanization increases, requiring urgent action for net-zero by 2070.
- Road transport emits six times more than industrial enterprises and significantly more than rail transport.
- Rapid transition to alternative fuel technologies like EV, LNG, and CNG fleets to meet Net Zero targets and corporate ESG commitments.
- Air pollution is a major issue in India, with 35 of the world's 50 most polluted cities. Transport emissions, making up **20-30%** of urban pollution, directly impact public health.

## Green logistics for a better tomorrow

Given the environmental impact of logistics, exploring sustainable alternatives is crucial for a better future.

- Rising fuel costs are driving companies to adopt energy-efficient logistics, like electric vehicles and optimized routes, reducing expenses and carbon footprints.
- Consumer demand for sustainability is driving companies to adopt green logistics, boosting brand loyalty and competitiveness.
- Stricter regulations are driving companies to adopt green logistics to avoid penalties and meet growing demand for sustainability.
- CSR drives green logistics by meeting sustainability goals, boosting brand reputation, attracting eco-conscious consumers, and improving efficiency while ensuring regulatory compliance.



## Electrification of Logistics : The Tipping Point

Electric vehicles (EVs) are no longer a niche experiment; they are becoming a mainstream logistics solution, particularly for urban and last-mile deliveries.

- **Market Growth:** The global electric commercial vehicle market is projected to reach \$558 billion by 2030, growing at a 31% CAGR.
- **Cost Efficiency:** EVs have up to 40% lower operating costs than diesel alternatives due to reduced fuel and maintenance expenses.
- **Infrastructure Expansion:** India targets 46,000 public EV charging stations by 2030, with policies incentivizing fleet adoption.

# Green Logistics: Government Support for a Sustainable Planet



**The Sustainable Development Goals** aim to create a better, sustainable future by addressing global challenges like poverty, inequality, climate change, and peace. All 17 interconnected goals must be achieved by 2030 to leave no one behind.

Green logistics, which emphasizes eco-friendly practices in transportation, distribution, and supply chain management, is crucial for achieving these SDGs. By focusing on these areas, we can protect the planet, preserve ecosystems, and ensure a sustainable future for all.



### BharatMala Pariyojana

BharatMala Pariyojana contributes to green logistics by optimizing road traffic, reducing fuel consumption through efficient routes and bypass roads, and promoting the development of Multi-Modal Logistics Parks (MMLPs) for integrated transportation.

Additionally, the inclusion of dedicated freight corridors enhances freight movement, reducing emissions and encouraging the use of more eco-friendly transport modes like rail and waterways.



### Sagarmala Programme

The Sagarmala project enhances green logistics by modernizing port infrastructure, promoting Direct Port Delivery (DPD) and Direct Port Entry (DPE) to reduce emissions, and encouraging modal shifts to coastal and inland waterways, which are more fuel-efficient.

The development of Coastal Economic Zones (CEZs) further optimizes supply chains, minimizing transportation distances and lowering fuel consumption and emissions.

## Multimodal Logistics Parks

**20% less congestion from larger truck and rail freight.**

**Inter-modal connectivity with rail, highway, and port/airport links.**

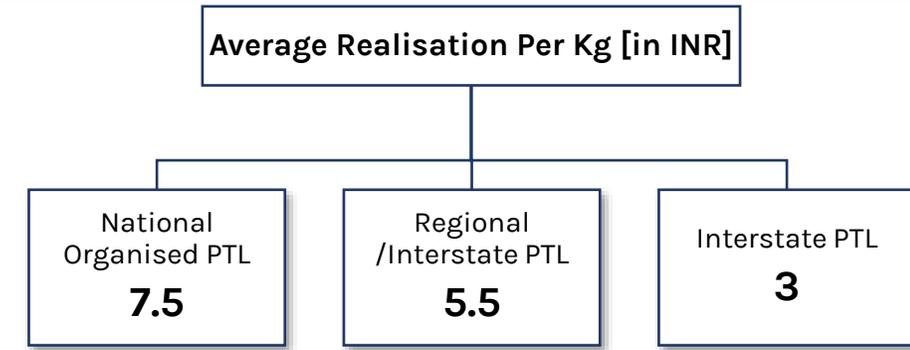
**Reduced handling costs with advanced mechanized infrastructure.**

**Enables hub-and-spoke transport, reducing costs with an efficient fleet.**

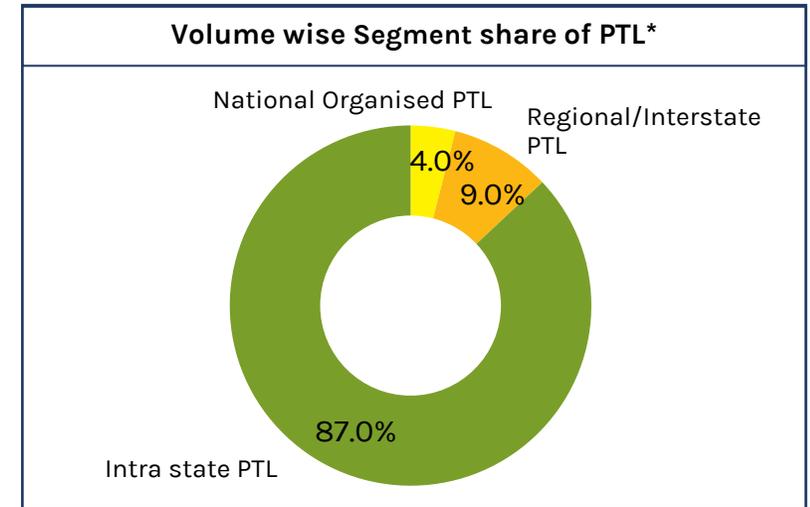
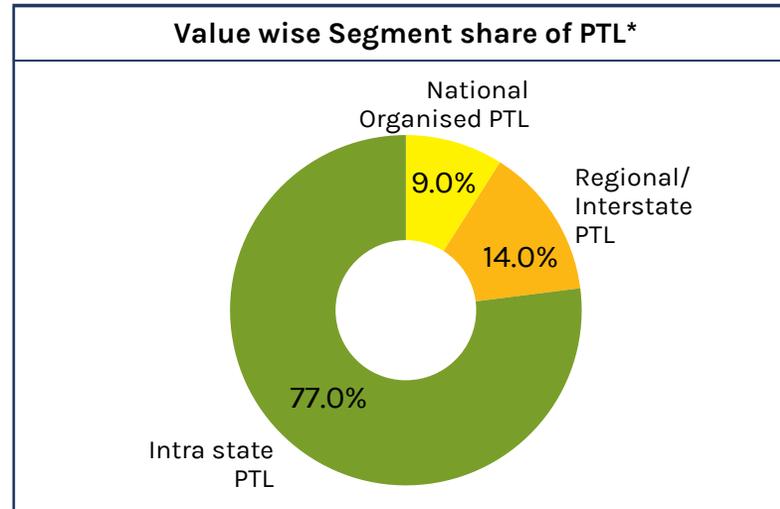
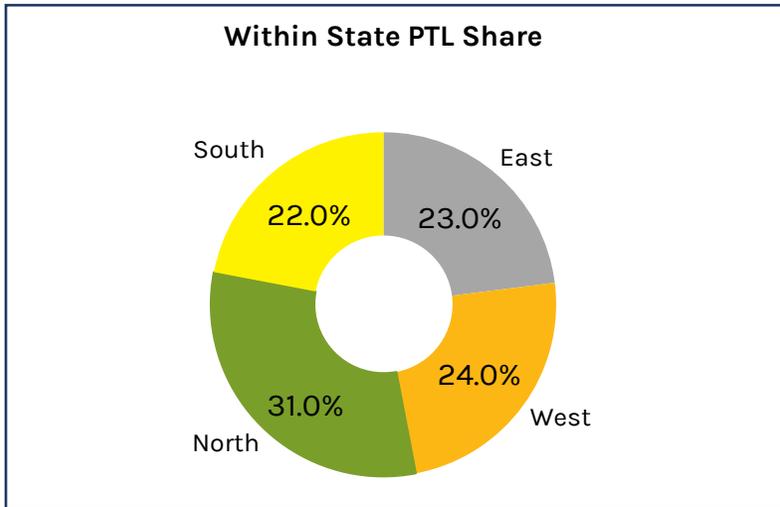


# Part Truck Load: A Flexible Solution in Modern Logistics

- 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.



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

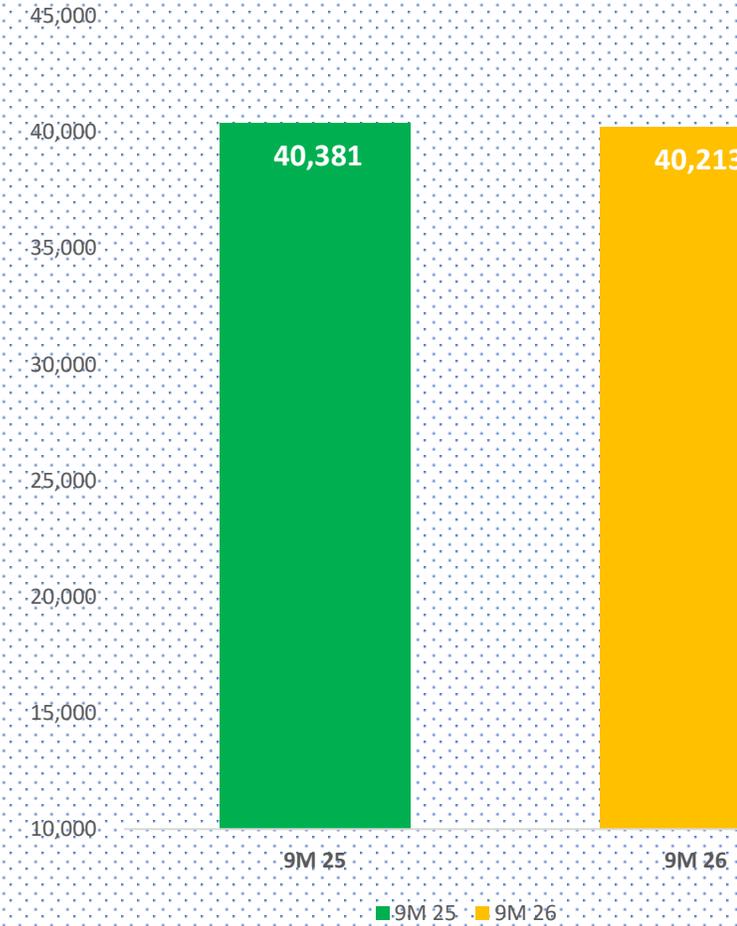


# Financial Overview

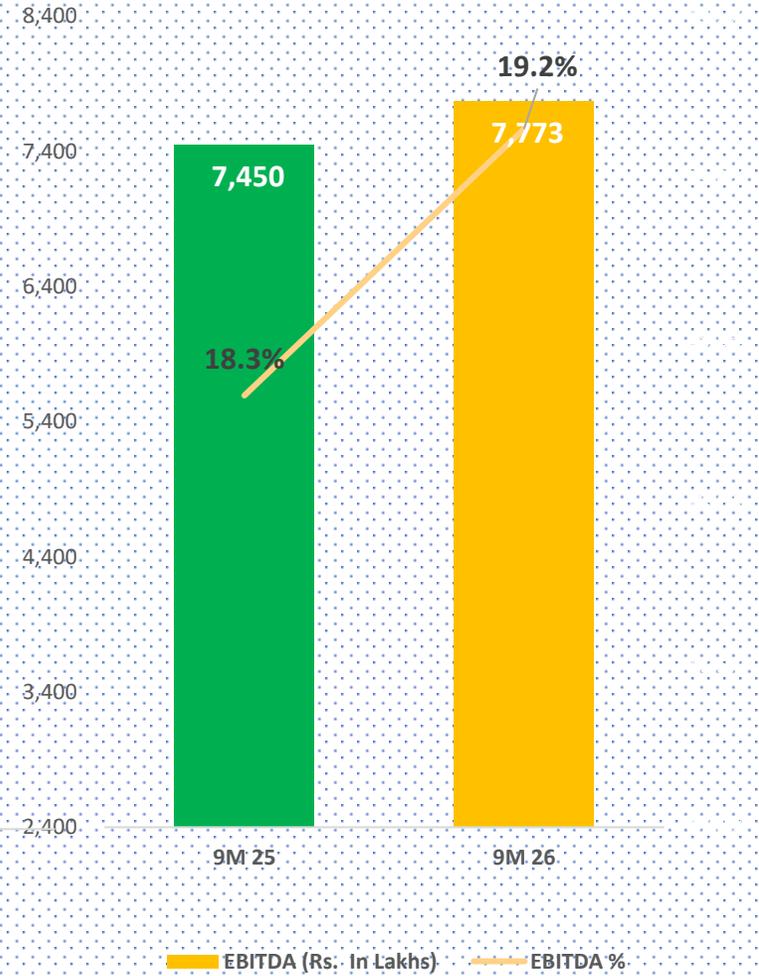
# 9 Months Financial Performance 9M 26 vs 9M 25

Rs. In Lakhs

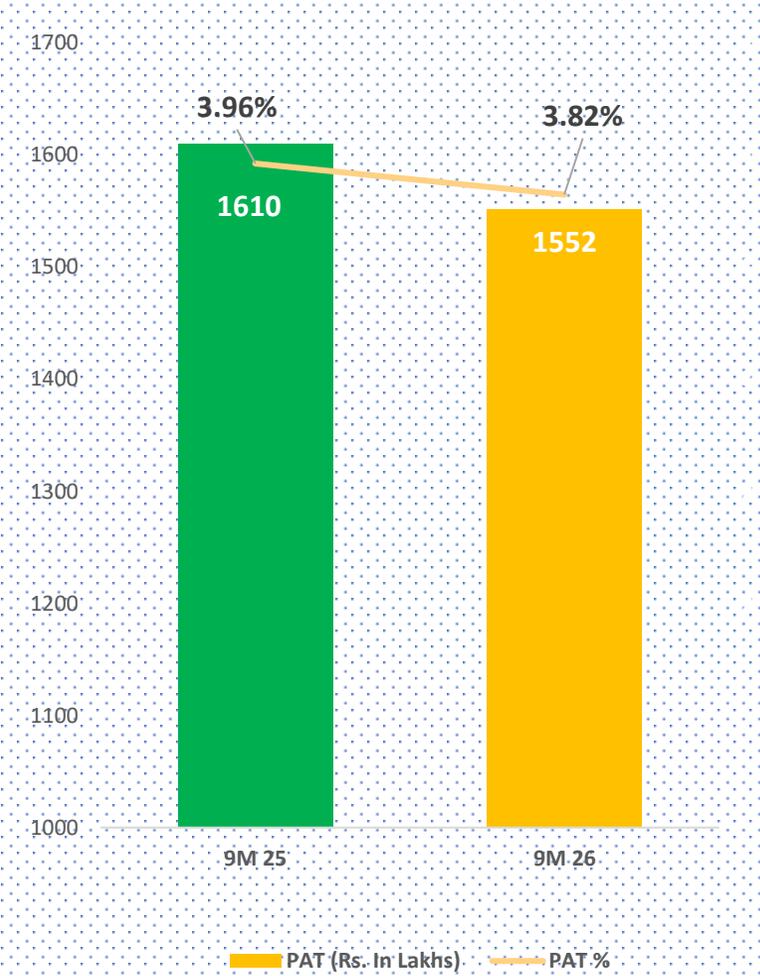
## Revenue



## EBITDA



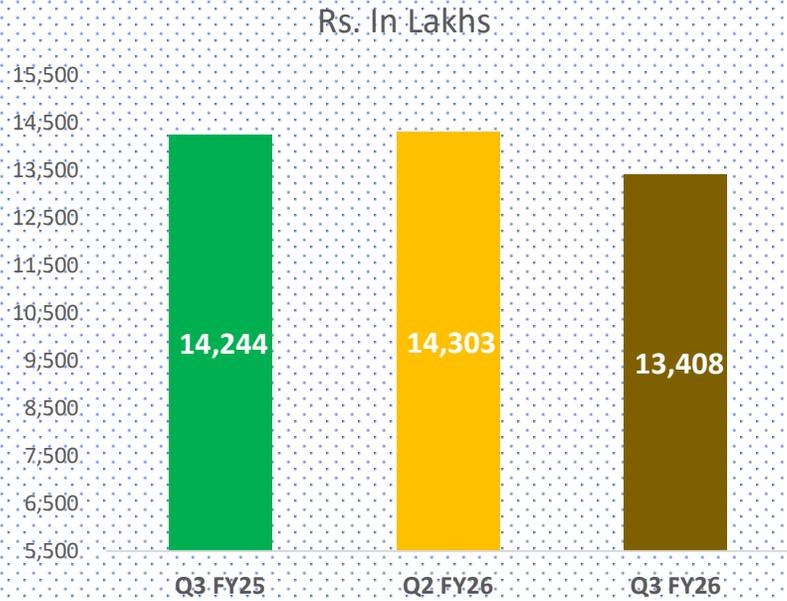
## PAT



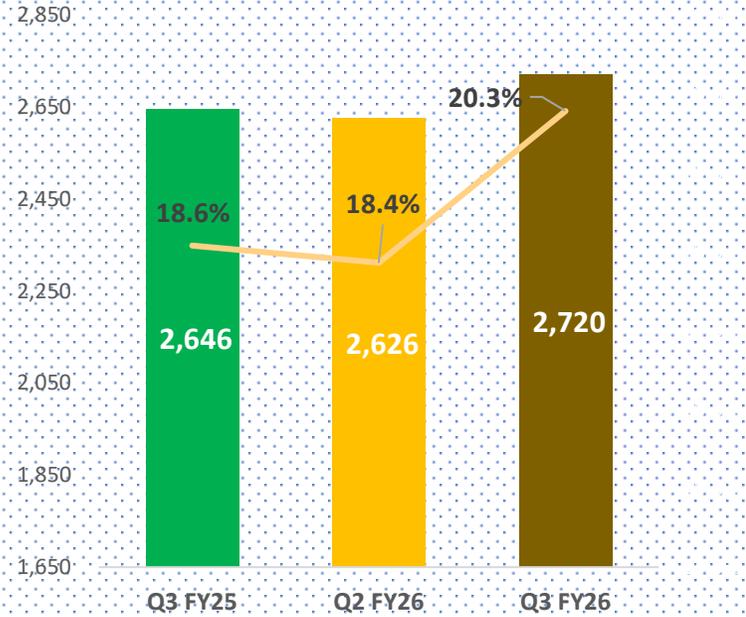
# Quarter on Quarter Financial Performance

Rs. In Lakhs

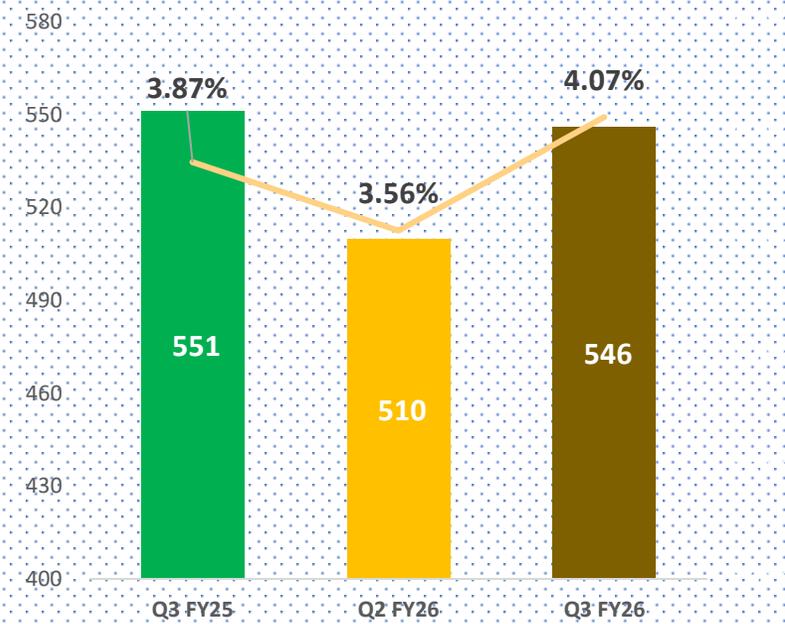
## Revenue



## EBITDA



## PAT





Company:



**AVG Logistics Ltd.**

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AVG Corporate Communication

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