allcargo TERMINALS

August 11, 2026

To, **BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001 **BSE Scrip Code: 543954/890228**	**To,** **National Stock Exchange of India Limited** Exchange Plaza, C-1, Block G Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 **NSE Symbol: ATL/ATLPP**

Subject: - Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), read with Clause 15 of Part A of Schedule III of the Listing Regulations, we are enclosing herewith the Investors Presentation for the Q1 FY 2026-27 to be discussed at Earnings Conference Call.

The aforesaid information will be made available on the Company's website at www.allcargoterminals.com.

Kindly take the above on record.

Thanking You,

Yours faithfully,
For **Allcargo Terminals Limited.**

Malav Mayank Talati
Digitally signed by Malav Mayank Talati
Date: 2026.08.11 19:02:48 +05'30'

Malav Talati
Company Secretary & Compliance Officer
Membership No: A59947

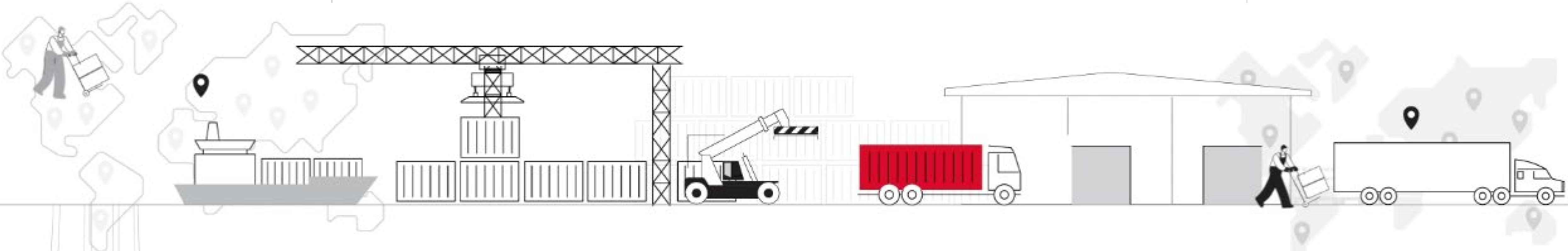
Place: Mumbai

Encl: a/a

ALLCARGO TERMINALS LIMITED (ATL)

August – 2026

Q1FY27 Updates



Growth Strategy | Building Scale & Efficiency

- **Expand Capacity, Accelerate Growth:** 20% capacity growth in FY26 to 1 million TEUs, creating headroom for higher volumes.
- **Scale Volume, Retain Margin:** Grow volumes while protecting profitability through pricing and operational discipline.
- **Leverage Tech, Elevate Operations:** Deploy technology to enhance productivity and optimise costs
- **Widen Footprint, Capture Opportunity:** Expand existing and enter new geographies to capitalize India's growth story
- **Deepen Relationships, Grow Market Share:** Leverage customer and shipping-line relationships to strengthen market share and competitive positioning.

Q1FY27 Key Financial Highlights – Consolidated

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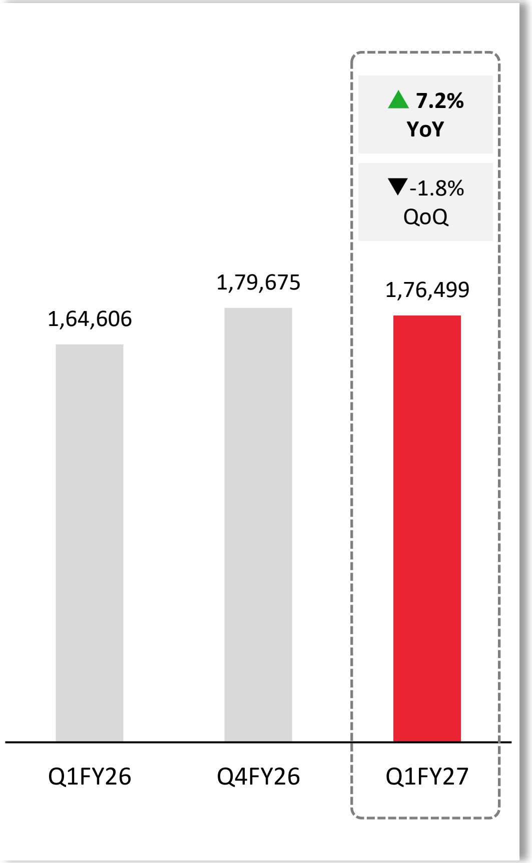
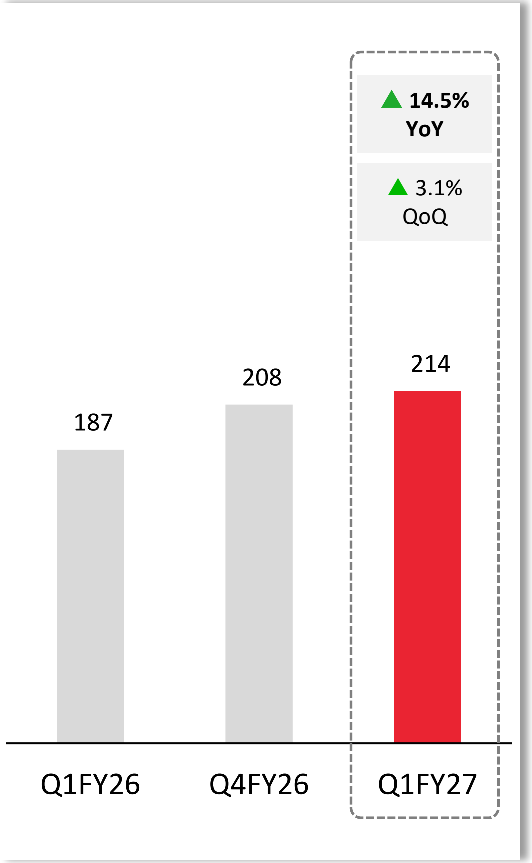
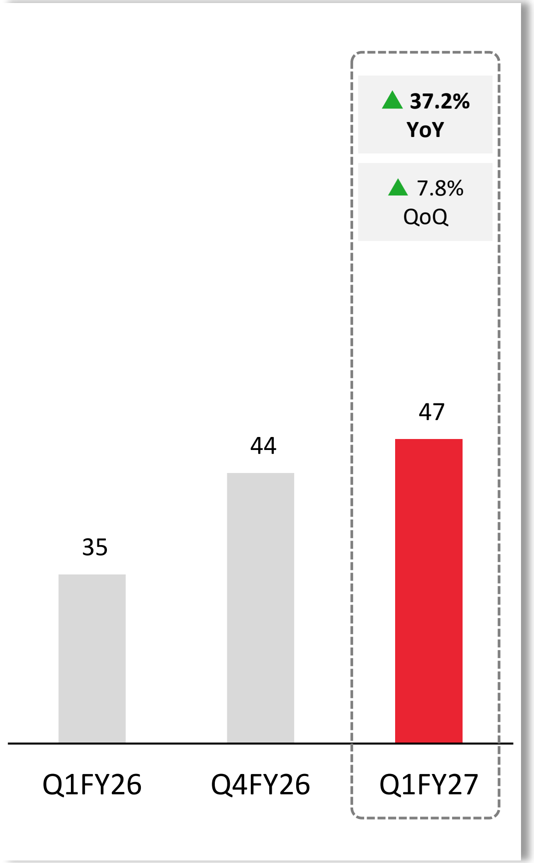
Total Volumes TEUs



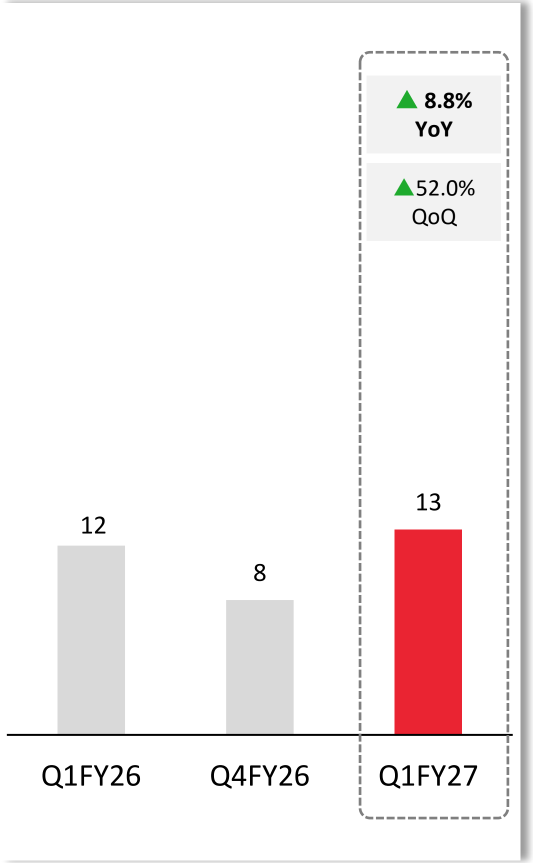
Revenue (Rs Cr)



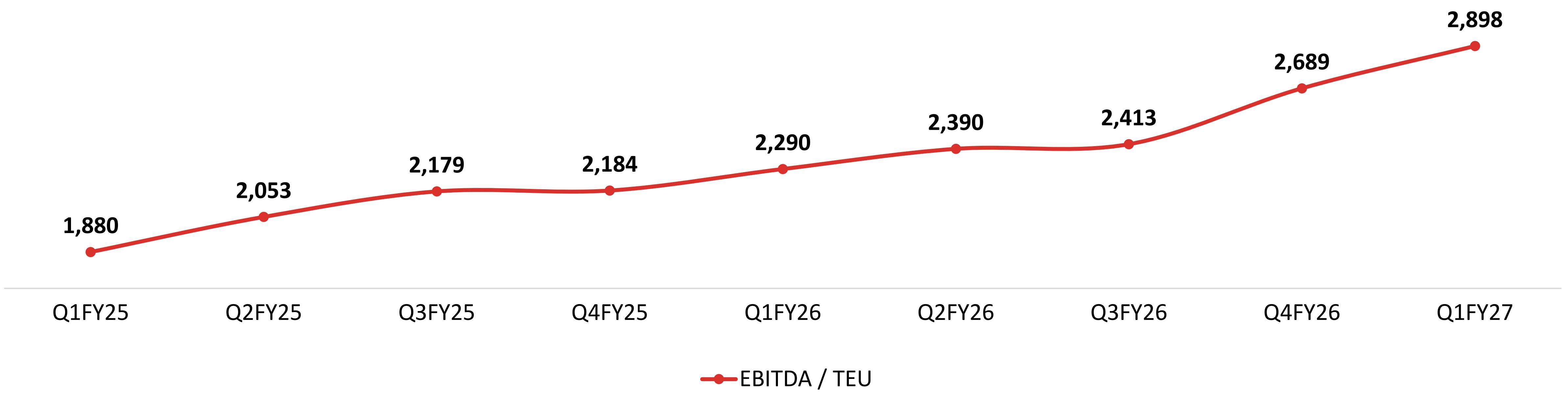
EBITDA (Rs Cr)



PBT (Rs Cr)



Resilient Profitability Amid Volume Growth



EBITDA/TEU has been consistently maintained above **₹2,000** across the last eight quarters.

Growth Strategy | Outcome

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Expand Capacity, Accelerate Growth	Achieved 7% YoY volume growth, demonstrating resilient operational performance despite disruptions arising from the Middle East conflict.
Scale Volume, Retain Margin	Profitability improved, supported by a higher share of transshipment container volumes at JNPA
Leverage Tech, Elevate Operations	Rolling out a Smart Yard Management System across all locations to enhance operational efficiency, asset utilization, and customer service.
Widen Footprint, Capture Opportunity	Construction of the Farukhnagar Private Freight Terminal (PFT) remains on track for completion by March 2027. Tendering for the Speedy JNPT expansion has been completed, adding 60,000 TEUs of annual handling capacity.
Outlook	On track to achieve the FY30 aspiration of managing one million TEUs on the back of CFS capacity expansion and opportunities in the PFT and ICD space

Capacity Creation to fuel growth

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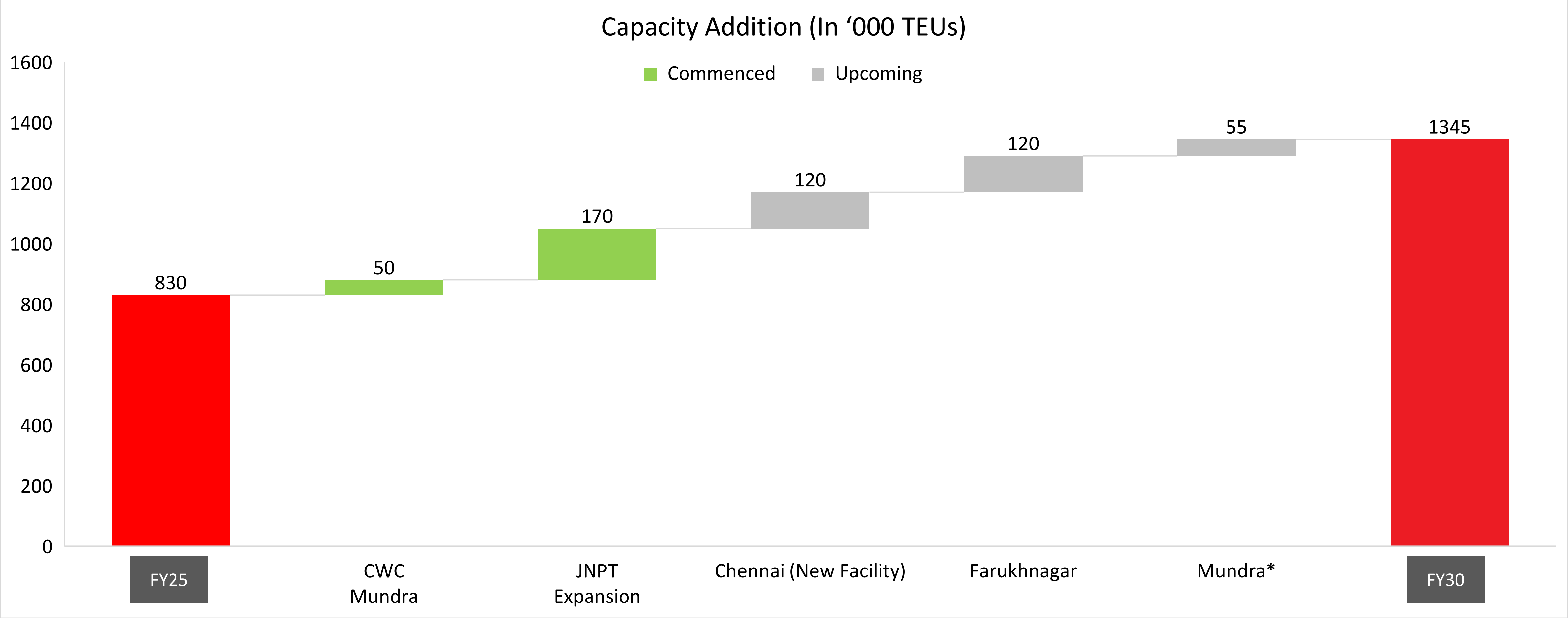
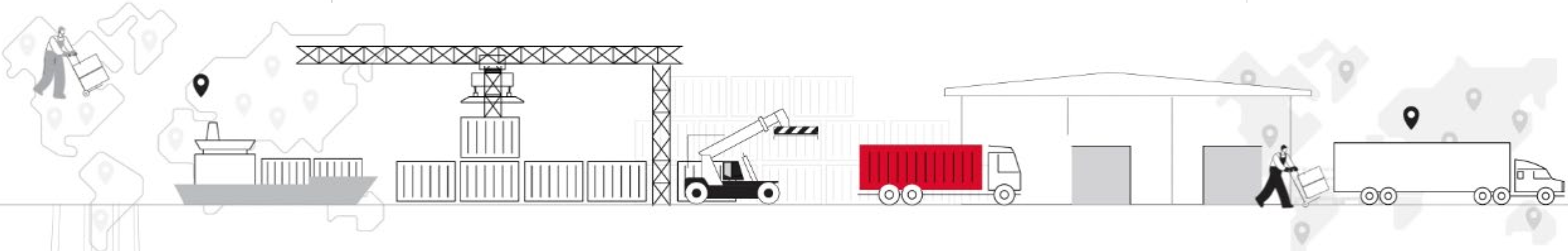


Asset Right Strategy facilitates unrestricted expansion

*Net capacity post consolidation

Allcargo Terminals – An Overview



ATL – One of India's Leading CFS Players

A key cog in the value chain by providing CFS, ICD and warehousing services thus supporting India's EXIM growth

- Leading **Pan India Player** with Asset Right Strategy
- Steady market share of **~13%**

- 6 CFS (**JNPT, Chennai, Mundra and Kolkata)** & 1 ICD (**Dadri***)
- Throughput Capacity of **One Million TEUs**

- **Part of Allcargo Group,** present across the logistics value chain through its group companies

- **Strong** customer & shipping line relationships

- **2,350+ Employees** (355 on-roll & 2,000+ contracted)

- **Strong balance sheet** with minimal debt
- Efficient working capital management

Well Placed For Future Growth

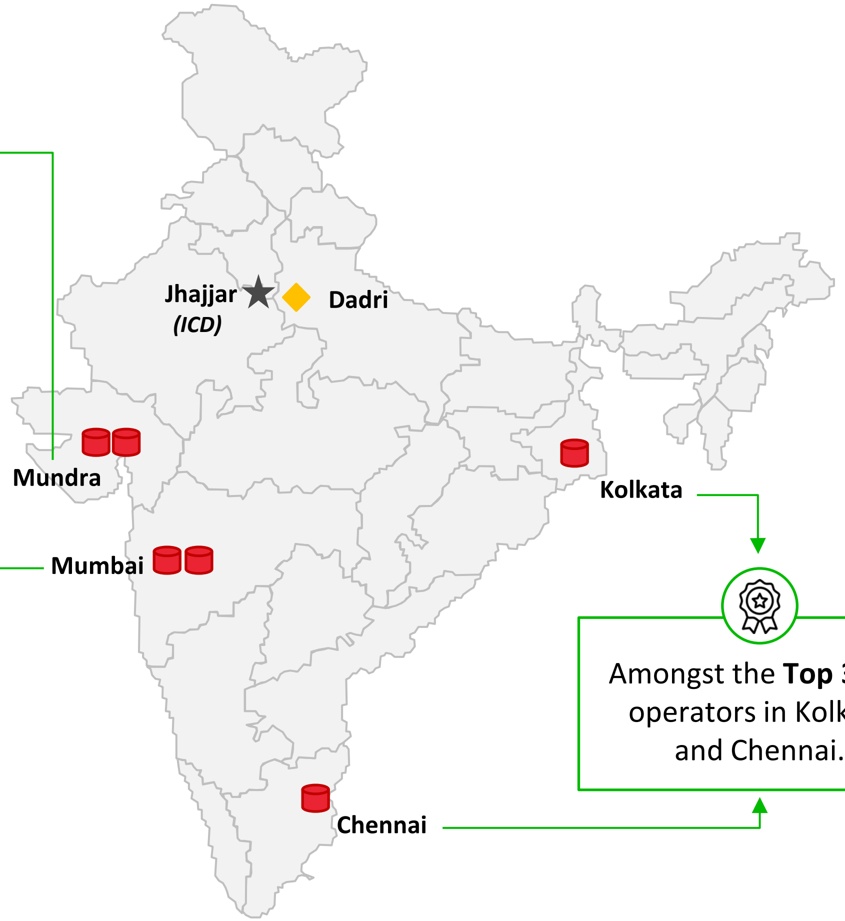
- ~ 90 percent utilization across CFS facilities (pre-expansion)
- Present in ports that manage 80% of India's EXIM trade
- Leveraging economies of scale enabling improved profitability
- Best revenue and profitability matrix amongst industry peers
- Industry leading Net promoter score of 65%
- Asset Right Model

*JV with CONCOR

Strategically Located with Throughput Capacity of 10,00,000 TEUs Per Annum

Market leader in **Mundra**

Market leader in **JNPT**



Amongst the **Top 3 CFS** operators in Kolkata and Chennai.

CFS

ICD

Upcoming

- Pan India presence in ports that **drives >80% of India's container traffic**.
- Well placed to capture the **DFC driven ICD opportunity**.

Location	Facility 1	Facility 2
Mundra (CFS)		
Throughput Cap(TEU)	80,000	140,000
Distance from Port (km)	8	8
Acreage (acres)	16	40
Total WH Space (sqm)	12,000	18,750
Mumbai (CFS)		
Throughput Cap (TEU)	3,60,000*	180,000
Distance from Port (km)	18	6
Acreage (acres)	43	53
Total WH Space (sqm)	37,500	34,616
Chennai (CFS)		
Throughput Cap (TEU)	100,000	
Distance from Port (km)	9	-
Acreage (acres)	24	
Total WH Space (sqm)	4,645	
Kolkata (CFS)		
Throughput Cap (TEU)	75,000	
Distance from Port (km)	2.5	-
Acreage (acres)	17	
Total WH Space (sqm)	2,622	
Dadri (ICD)		
Throughput Cap (TEU)	65,000	
Distance from Rail (km)	1.5	-
Acreage (acres)	10	
Total WH Space (sqm)	5,245	

*1,70,000 TEUs capacity initiated in August 2025

Allcargo Terminals – A Journey of Over Two Decades

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- 2003 – CFS JNPT 1 Open
- 2007 – CFS Mundra Open, CFS Chennai Open
- 2009 – ICD Kheda Open
- 2011 – ICD Dadri Open
- 2012 – CFS JNPT 2 Open
- 2017 – CFS Kolkata Open
- 2018 – Exit ICD Kheda business
- 2019 – Speedy JNPT - acquired
- 2020 – Speedy Mundra – Open
- 2021 – CFS JNPT 1 business shift to JNPT 2
- 2023 – Listed on Exchanges
- 2025 – Added capacity in JNPT
- 2026 – Farukhnagar PFT Construction

Our Services Offered…

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EXIM Services

- Stuffing & De-stuffing: Both LCL and FCL
- Cargo Consolidation (LCL)
- Warehousing & Storage
- Customs Related Services
- Reefer Services / ODC / Hazardous / Project Cargo handling
- First and last mile Transport
- Multimodal Connectivity
- Bonding Facilities
- Cargo Tracking
- Security & Safety Compliance

…Supported by Digital First Initiatives

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Digital Customer Journey

Faster Clearance

Online Proforma

Offload faster and Save time

Automated Updates

One-Stop Solution for Allcargo CFS Services

Faster Clearance

Upload and retrieve documents

Real-time Delivery report

Data Driven Decision-making

Enhanced Customer Experience

One In All Digital Platform

Data Based Decisions

67%	Activities pertaining to documentation / counters in CFSs now digitally enabled
70%	Active customers onboarded on the myCFS portal/App

MANAGEMENT & BOD

Board Of Directors

Shashi Kiran Shetty
Founder & Chairman
(Non-Executive Director)

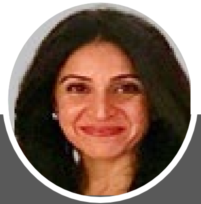
- Over the past three decades, he has built Allcargo into a diversified global logistics group through strategic expansion, acquisitions, and a strong focus on integrated supply chain solutions.
- Under his leadership, the Group has established market-leading businesses across international freight forwarding, express logistics, CFS, ICDs, and logistics infrastructure, while driving digital transformation and sustainable growth.

Suresh Kumar Ramiah
Managing Director

- Seasoned industry leader with nearly 30 years' experience in building and growing businesses across logistics, telecom, consumer, and media industries.
- Champion of change management and digital transformation, he is a mechanical engineer with an MBA from IIM Bangalore.

Kaiwan Kalyaniwalla
Chairman and Non-Executive
Non-Independent Director

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



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

Mahendrakumar Chouhan
Non-Executive Independent
Director

- Professor, Author and board advisor on corporate governance, sustainability and integrated reporting.
- He was the Chairman of Fino Payment Bank and advises boards across diverse domains including financial services, education, online marketplaces, pharma, logistics and manufacturing.

Prafulla Chhajed
Non-Executive
Independent Director

- A fellow and practicing member of the Institute of Chartered Accountants of India (ICAI) and member of CPA (Australia).
- Served as an Independent Director in Insurance Regulatory & Development Authority (IRDA) and as member of Primary Market Advisory Committee of SEBI.

Management Team - Allcargo Terminals

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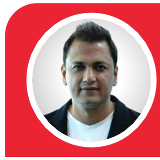

Capt. Ashish Chandna
Chief Executive Officer

- A leading name in the logistics industry. He cofounded Speedy Multimodes , one of the leading CFS facilities at JNPT, Mumbai.
- An angel investor and new age leader.
- He was a sea fearer before venturing into the CFS business.

Pritam Vartak
Chief Financial Officer

- A chartered accountant with over two decades of experience in heading diverse finance functions.
- Proven track record of creating scalable finance function capable of supporting business growth & execution of transformational projects.

Nitin Behl
Regional Head – North & Head – Pan India Operations

- An industry veteran with over 25 years experience.
- After joining Allcargo in 2011, he has spearheaded through several tides of the industry and delivered class apart service through the years.

Sourav Dasgupta
Chief Information Officer

- Experienced professional with over three decades of experience across geography (USA, Europe, Singapore & India) in different domains like retail, BFSI, IT amongst others.

Capt. Sunny Willams
Regional Head – West

- Capt, a proven leader with over 25 years of industry experience, has led Speedy's rise as a top CFS facility.
- He has been pivotal in crafting business policies, strategies, and operations with major shipping lines.

Debashis Sethi
Regional Head
South & East

- Brings a strong track record in Logistics & Supply Chain, worked with Vedanta Aluminum ltd, Future group and Saurashtra- A Fairfax company
- Holds a Mechanical Engineering degree from KIIT Bhubaneshwar and a postgraduate degree in Operations, Finance & Strategy from IIM Ranchi and an Executive MBA from IIM Calcutta.

Richa Rathore
Head Human Resources

- HR professional with 17+ years across diverse industries..
- Holds an engineering degree, a Master's in Labour Laws, a PGDM in HR, and certified OKR Coach and Thomas TEIQue certified.
- HR at Semolina Kitchens (Adani JV) and held key roles at Reliance Retail and Vedanta Resources.

FINANCIALS

Consolidated Income Statement

Particulars (Rs Cr)	Q1FY27	Q1FY26	YoY	Q4FY26	QoQ	FY26	FY25	YoY
Revenue from Operations	**214**	**187**	**14.5%**	**208**	**3.1%**	**821**	**758**	**8.3%**
Operating Expenses	128	119		126		518	501	
Gross Profit	**87**	**68**	**27.9%**	**82**	**6.3%**	**303**	**256**	**18.1%**
Gross Margin (%)	***40.4%***	***36.2%***		***39.2%***		***36.9%***	***33.8%***	
Employee Expenses	*21*	*18*		*19*		*73*	*68*	
Other Expenses	*18*	*15*		*19*		*68*	*60*	
EBITDA	**47**	**35**	**37.2%**	**44**	**8.3%**	**162**	**128**	**25.7%**
EBITDA Margin (%)	***22.1%***	***18.5%***		***21.2%***		***19.7%***	***17.0%***	
Depreciation & Amortisation Expenses	21	15		21		68	56	
EBIT	**27**	**19**	**37.6%**	**23**	**14.5%**	**94**	**73**	**28.9%**
Other Income	2	7		2		12	9	
Finance Cost	16	14		16		58	34	
PBT before associates, joint ventures	**13**	**12**	**8.8%**	**8**	**52.0%**	**47**	**48**	**-1.6%**
Share of profit from associates and joint ventures	1	2		2		8	7	
Profit Before Tax & Exceptional Items	**14**	**14**	**0.4%**	**10**	**35.7%**	**55**	**55**	**0.2%**
Exceptional Items	0	0		0		-1	-8	
Profit Before Tax	**14**	**14**	**0.4%**	**10**	**35.7%**	**54**	**47**	**14.0%**
Tax Expense	7	4		1		10	17	
PAT	**6**	**9**	**-30.0%**	**9**	**-27.4%**	**44**	**30**	**46.2%**
PAT Margin (%)	***3.0%***	***4.9%***		***4.2%***		***5.4%***	***4.0%***	
Diluted EPS (INR)	**0.25**	**0.36**		**0.35**		**1.46**	**1.24**	

Rs. Crs	Q1FY27	Q1FY26	FY26
IND AS 116 Adjustments			
ROU Depreciation	18.00	12.68	57.22
ROU Interest	15.93	11.49	50.04
Lease Rental Reversal	-24.67	-17.32	-77.95

Future Outlook

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ASPIRATION 2030

	FY25		FY26		FY30E
Volume - TEUs	6.8L	›	7.2L	›	1 Mn
Revenue (Rs Cr)	758	›	821	›	1,400
EBITDA (Rs Cr)	128	›	162	›	275

Powered by

Asset Right Approach
Strategic capacity addition in JNPA, Mundra and Chennai

Geographic Expansion
Strengthening the presence in northern India

Rail Linked ICD
Leverage DFCC with strategically located ICD in Farukhnagar

Commercial Excellence
Sales intensity, digital enablement, yield management

Operations Excellence
Industry leading C-SAT. Aligned with Group ESG goals

Safe Harbor

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THANK YOU

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