

**NOT RATED****ALLCARGO TERMINALS** | Logistics

| 16 June 2025

**Management meet update: Broadening the base**

- **Guidance of doubling revenue and EBITDA over the next 3 years, led by capacity additions**
- **Plans to ramp up capacity to 1.25mn TEUs from the existing ~0.77mn TEUs (currently operating at 80% utilisation)**
- **Broadening base from CFS market in the West to South (Ennore, Kattupalli) and North India with a domestic cargo focus**

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**Allcargo Terminals' (ATL) 2nd year of independent operation:** Allcargo Terminals Ltd (ATL) demerged from Allcargo Logistics and listed separately in August 2023, operates 6 CFS — two each at JNPT and Mundra, one in Chennai, and one in Kolkata — along with an ICD in Dadri through a JV. Over the past 4 years, ATL has delivered a robust 22% volume CAGR, reaching 0.62mn TEUs in FY25. Realisations and EBITDA per TEU stood at ~Rs 12,000 and Rs 2,100–2,200, respectively, which remain above peer averages despite some volatility due to global supply chain disruptions. During FY25, ATL expanded its handling capacity by 29%, aided by the renewal of the CWC Mundra contract with an additional 50,000 TEUs and the addition of a new 25-acre co-located facility at JNPT, contributing 170,000 TEUs of incremental capacity.

**Poised for the next phase-targeting 2x revenue and EBITDA in 3 years on capacity addition:** During FY25, ATL handled 0.62mn TEUs with ~80% utilisation of its 0.77mn TEU capacity. Over the next 3 years, ATL plans to expand capacity by ~65% through additions at JNPT (170k TEUs), Mundra (50k TEUs), a new southern facility near Ennore/Kattupalli, an ICD at Dadri, and a Multimodal Logistics Park at Farukhnagar. With a planned capex of ~Rs 5.8bn — Rs 1.5bn for Mundra, Rs 3.5bn for Farukhnagar, and Rs 700–800mn for the South — the company aims for a twofold increase in revenue and EBITDA, on the back of scale and improved realisations.

**De-risking from highly competitive market and regional concentration:** JNPT currently hosts around 30 CFS operators within the port cluster, while Mundra has 15–20 facilities, indicating a highly competitive landscape. Despite this, ATL has managed to defend its realisations and profitability, aided by: a) its long-standing presence in the industry since 2003 as part of the Allcargo Group b) strategically located facilities c) a favourable mix of cargo and customers. We believe the company's plan to expand in South India is a strategic move to de-risk from these saturated markets and tap into emerging port and industrial clusters. While the exact location is yet to be finalised, ATL expects to firm up the site for its southern CFS over the next 5–6 months.



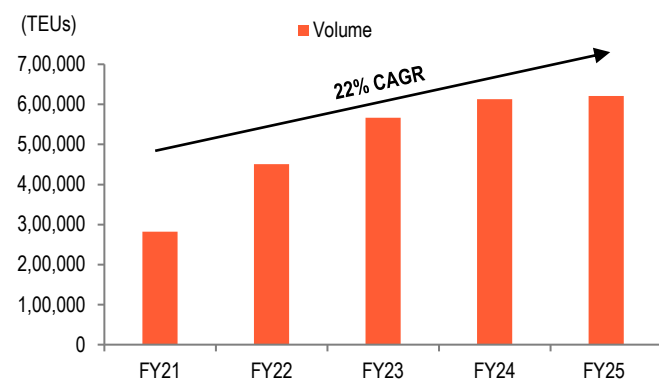
**DPD a concern for CFS operators; share stable at 70-80%:** Over the years, Direct Port Delivery (DPD) share at JNPT has risen steadily —from 39% in 2018 to 58% in 2019 — and has since stabilised at elevated levels of 70–80%. Despite this shift, the company believes that CFSs will continue to handle meaningful volumes and grow in line with JNPT's overall cargo expansion. It expects CFSs to stay integral to cargo evacuation and value-added services, even as DPD adoption and rail connectivity improve. As such, DPD is not seen as a structural threat to CFS volumes; the company remains confident of capturing growth from the rising container traffic at JNPT. Also, the number of CFS facilities is also capped.

**Diversifying cargo base via ICD and MMLP in North, tapping DFC led growth:** ATL's upcoming ICD in Jhajjar and Multimodal Logistics Park (MMLP) in Farukhnagar are expected to broaden the cargo profile geographically — from primarily West and South India to now North and East as well. The company will also operate a Private Freight Terminal (PFT) and hold a Container Train Operator (CTO) license, enabling it to directly leverage connectivity with the Western Dedicated Freight Corridor (DFC). The Jhajjar facility located in the NCR will enhance ATL's access to one of the largest consumption and manufacturing hubs in India. This presence allows ATL to tap into the dense cargo clusters in Haryana, Rajasthan, and Punjab, improve asset utilisation through round-trip efficiency, and offer integrated EXIM and domestic logistics solutions — supporting both volume growth and margin expansion over time.

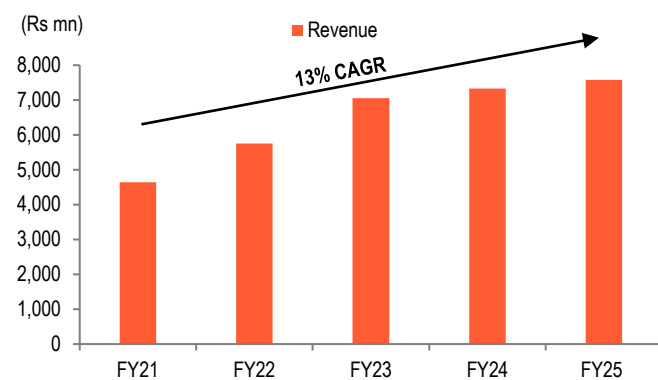
**Fig 1 – Quarterly performance**

Particulars (Rs mn)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
<b>REVENUE &amp; OPERATIONS</b>								
Revenue	1,859	1,818	2	1,873	(1)	7,578	7,330	3
Volume (TEUs)	1,53,575	1,53,000	0	1,49,051	3	6,20,756	6,12,700	1
<b>Realisation (Rs/TEU)</b>	<b>12,107</b>	<b>11,880</b>	<b>2</b>	<b>12,569</b>	<b>(4)</b>	<b>12,208</b>	<b>11,963</b>	<b>2</b>
<b>COST STRUCTURE</b>								
Operating expenses	1,200	1,229	(2)	1,239	(3)	5,014	4,950	1
Employee benefit cost	169	167	2	166	2	680	636	7
Other expenses	155	156	(1)	143	8	600	571	5
<b>PROFITABILITY</b>								
EBITDA	335	267	26	325	3	1,285	1,173	9
EBITDA Margin (%)	18.0	14.7	336bps	17.3	70bps	17.0	16.0	90bps
<b>EBITDA/ TEU</b>	<b>2,184</b>	<b>1,743</b>	<b>25</b>	<b>2,179</b>	<b>0</b>	<b>2,070</b>	<b>1,915</b>	<b>8</b>
EBIT	178	128	40	197	(9)	728	631	15
PBT	70	55	27	112	(37)	392	349	12
Adjusted PAT	(24)	92	(126)	118	(121)	302	447	(32)
Adj. PAT Margin (%)	(1.3)	5.1	(637bps)	6.3	(760bps)	4.0	6.1	(210bps)
EPS (Rs)	(0.1)	0.4	(119)	0.5	(115)	1.2	1.8	(31)

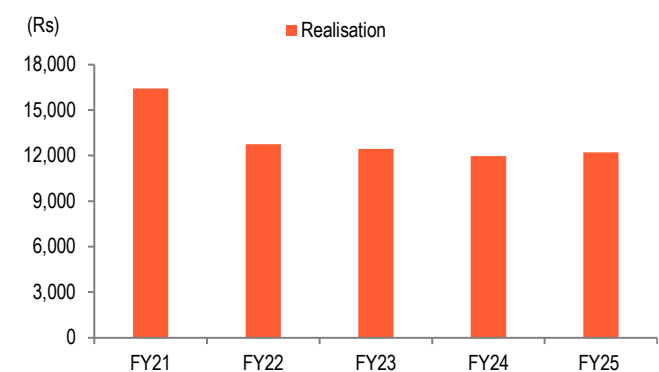
Source: Company, BOBCAPS Research

**Fig 2 – Volume Trend (historical)**

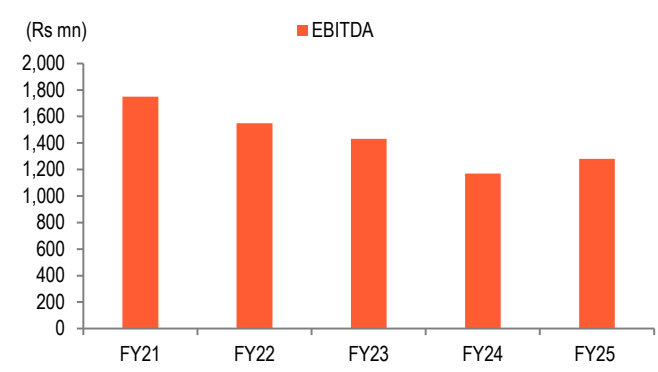
Source: Company, BOBCAPS Research

**Fig 3 – Revenue Trend**

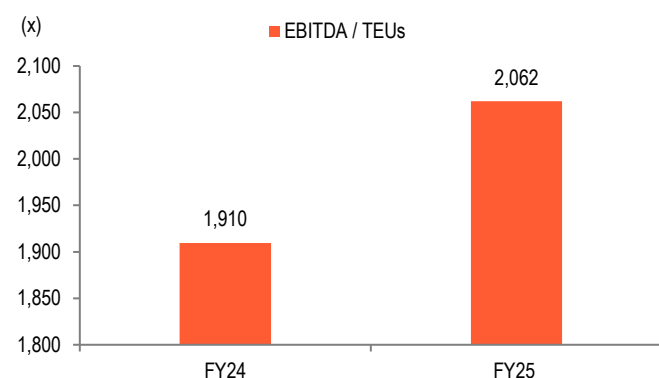
Source: Company, BOBCAPS Research

**Fig 4 – Realisation**

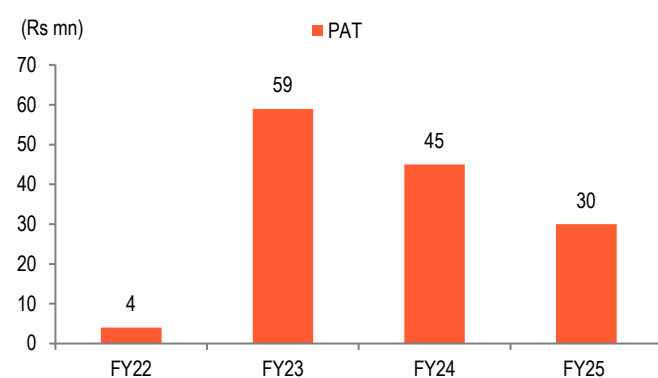
Source: Company, BOBCAPS Research

**Fig 5 – EBITDA Trend**

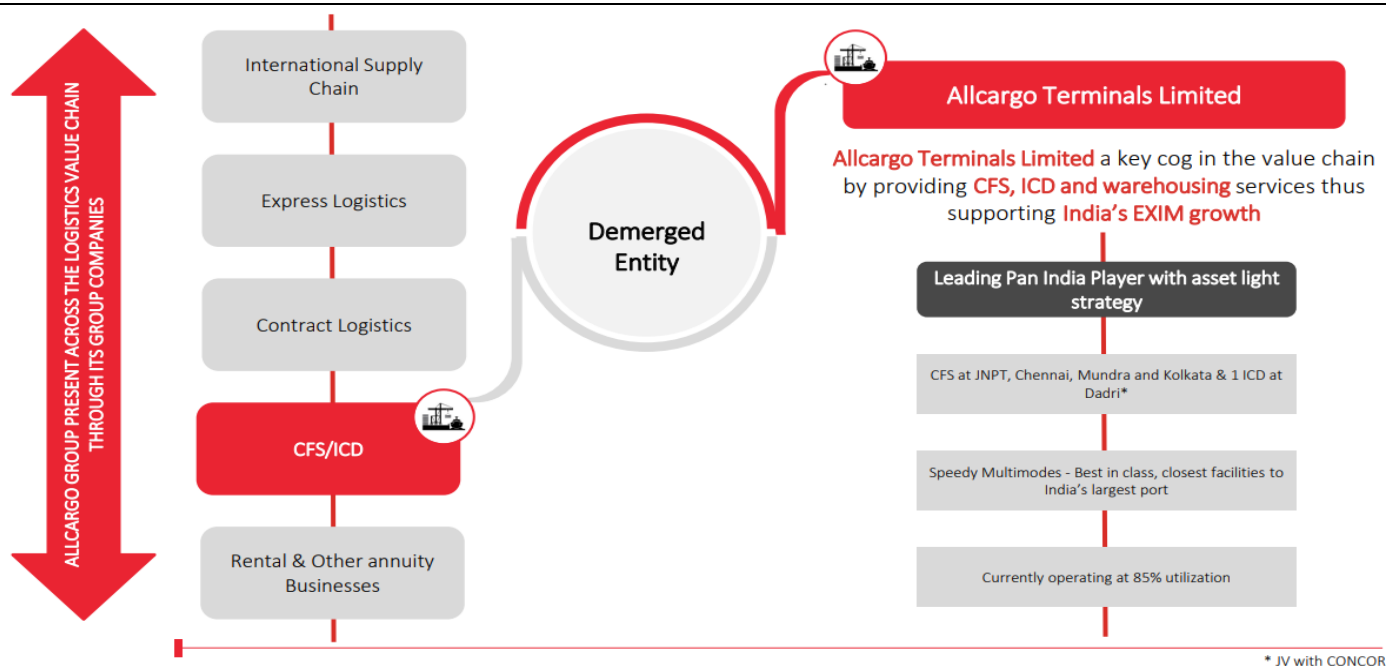
Source: Company, BOBCAPS Research

**Fig 6 – EBITDA / TEUs**

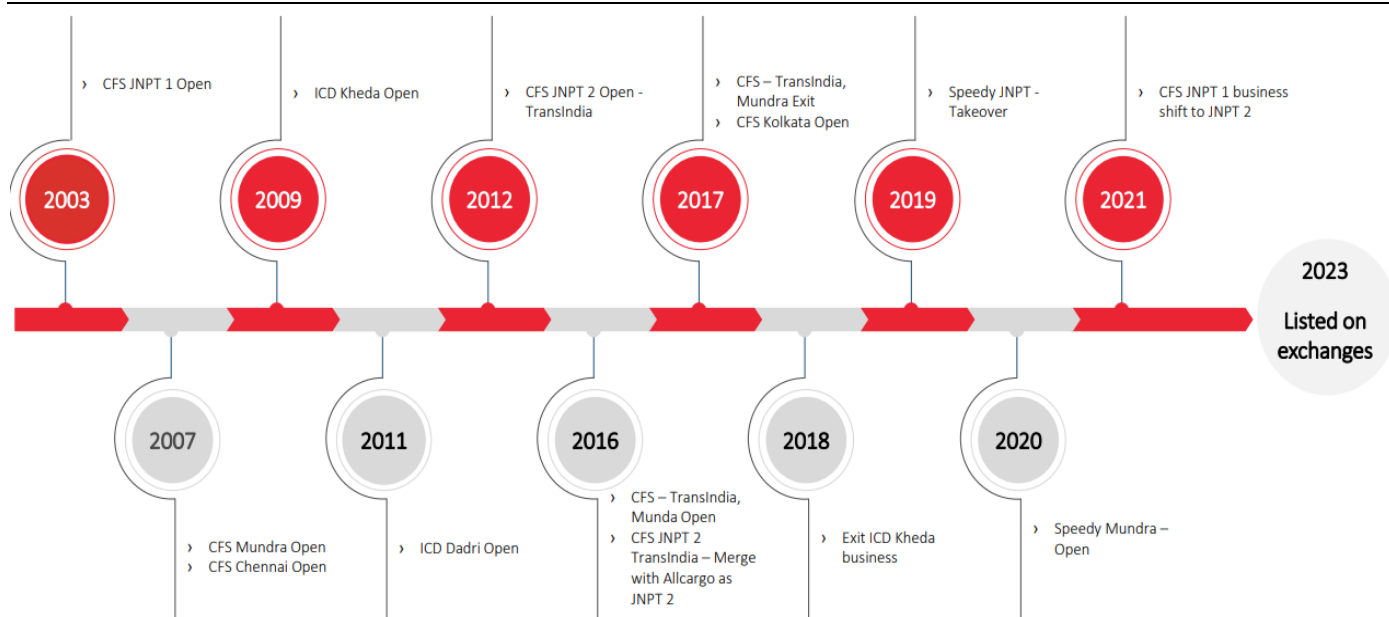
Source: Company, BOBCAPS Research

**Fig 7 – PAT Trend**

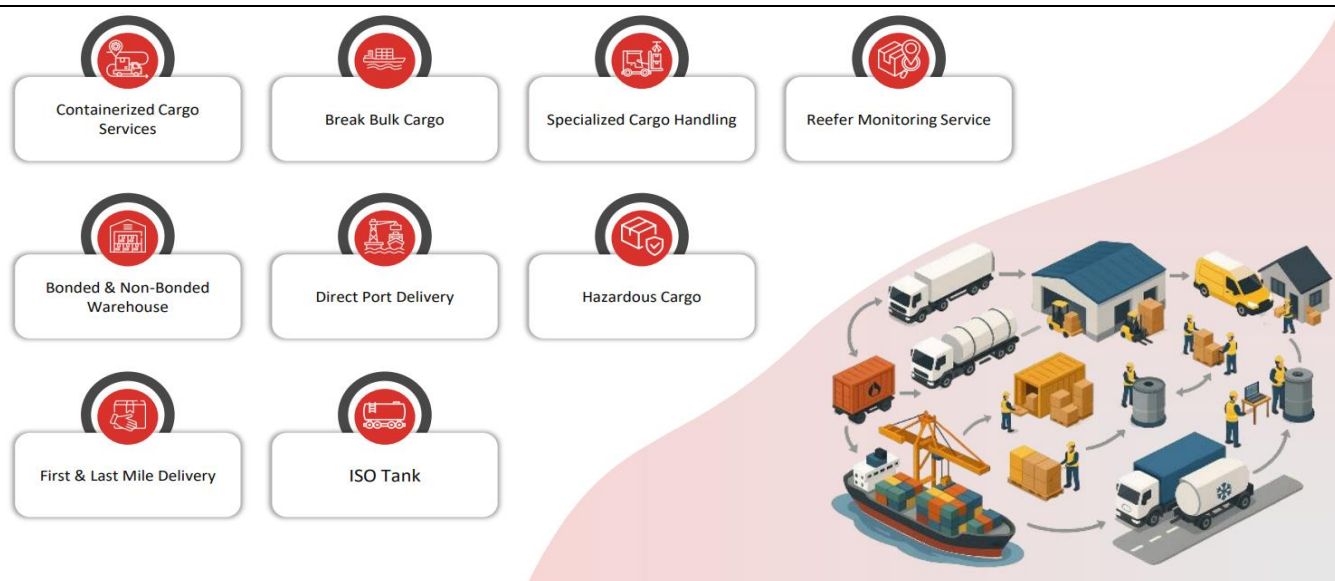
Source: Company, BOBCAPS Research

**Fig 8 – Demerger Overview & Positioning of Allcargo Terminals in the Logistics Value Chain**

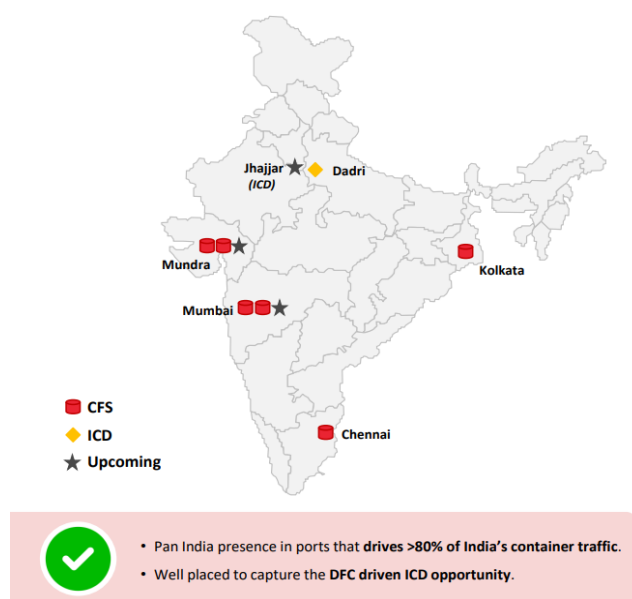
Source: Company PPT, BOBCAPS Research

**Fig 9 – Allcargo Terminals – Operational & Strategic Milestones**

Source: Company PPT, BOBCAPS Research

**Fig 10 – Integrated Service Offerings Across the EXIM Logistics Spectrum**

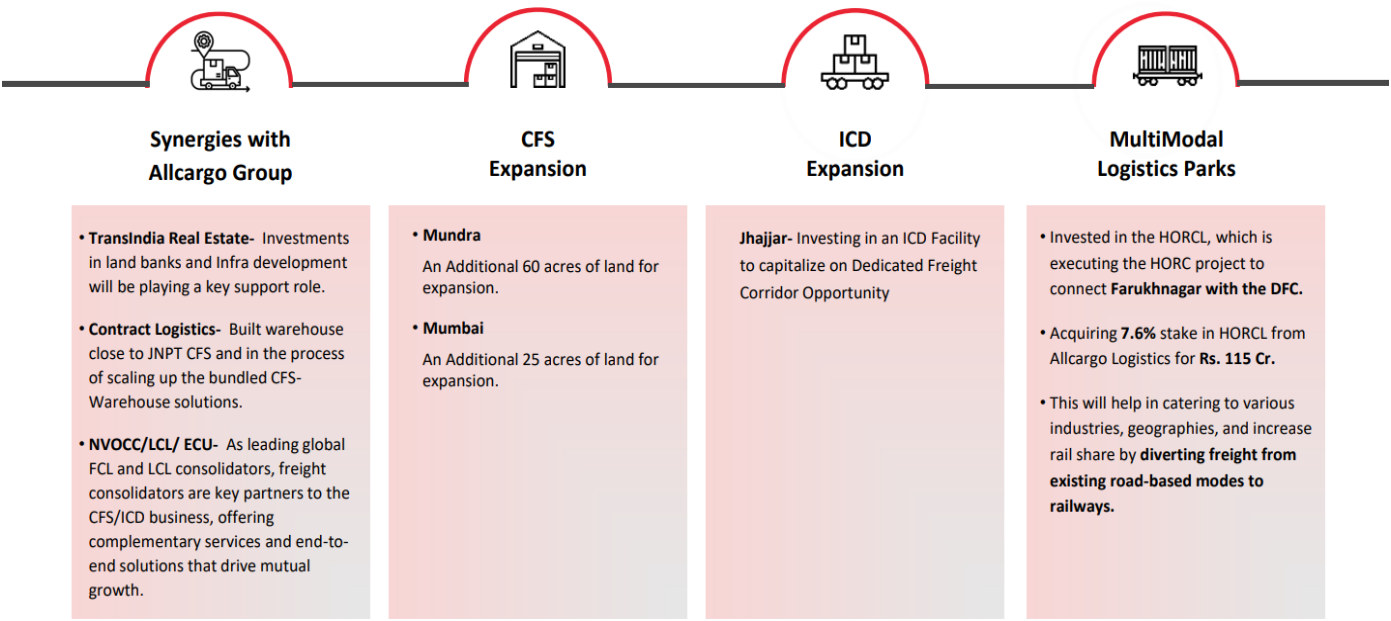
Source: Company PPT, BOBCAPS Research

**Fig 11 – Pan-India CFS/ICD Infrastructure Footprint**

Location	Owned	Leased*	Total
<b>Mundra (CFS)</b>			
Static Yard Capacity (TEU)	3,000	6,500	9,500
Distance from Port (km)	8	8	-
Acreage (acres)	16	40	56
Total WH Space (sqm)	12,000	18,750	30,750
<b>Mumbai (CFS)</b>			
Static Yard Capacity (TEU)	4,000	5,000	9,000
Distance from Port (km)	18	6	-
Acreage (acres)	43	53	96
Total WH Space (sqm)	37,500	34,616	72,116
<b>Chennai (CFS)</b>			
Static Yard Capacity (TEU)	4,000	-	4,000
Distance from Port (km)	9	-	-
Acreage (acres)	24	-	24
Total WH Space (sqm)	4,645	-	4,645
<b>Kolkata (CFS)</b>			
Static Yard Capacity (TEU)	2,000	-	2,000
Distance from Port (km)	2.5	-	-
Acreage (acres)	17	-	17
Total WH Space (sqm)	2,622	-	2,622
<b>Dadri (ICD)</b>			
Static Yard Capacity (TEU)	1,800	-	1,800
Distance from Rail (km)	1.5	-	-
Acreage (acres)	10	-	10
Total WH Space (sqm)	5,245	-	5,245
<b>Jhajjar (ICD)</b>		UPCOMING	

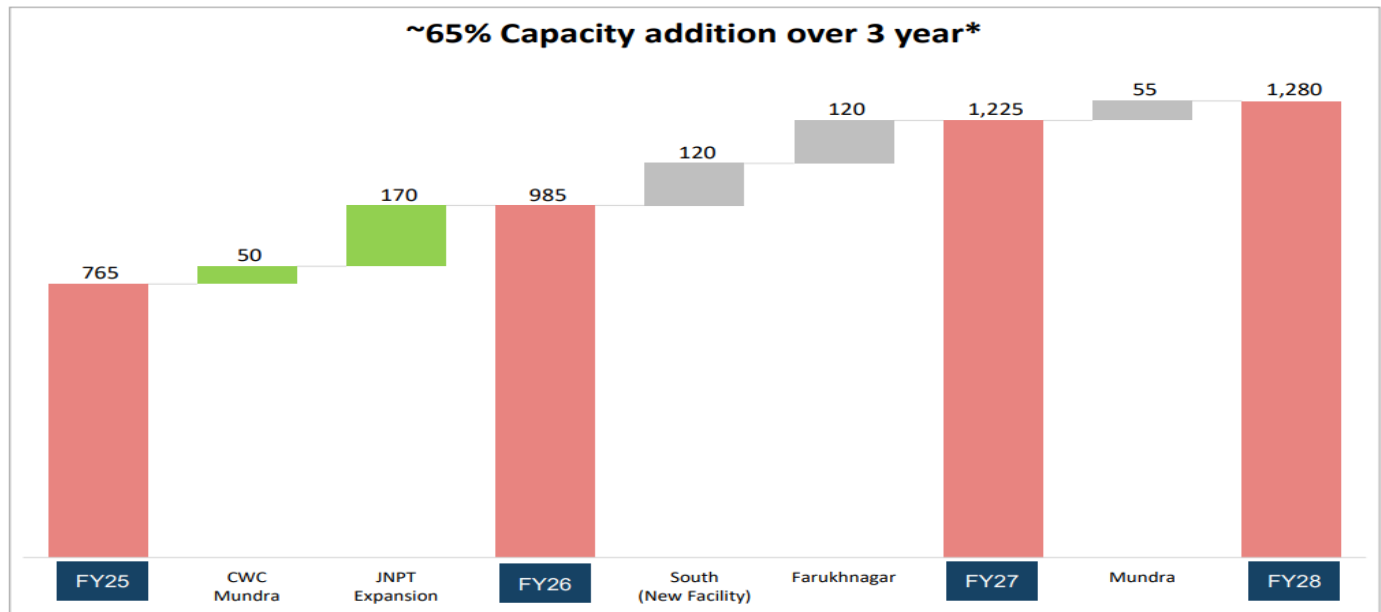
Source: Company PPT, BOBCAPS Research

**Fig 12 – Strategic Synergies Across Allcargo Group Ecosystem**



Source: Company PPT, BOBCAPS Research

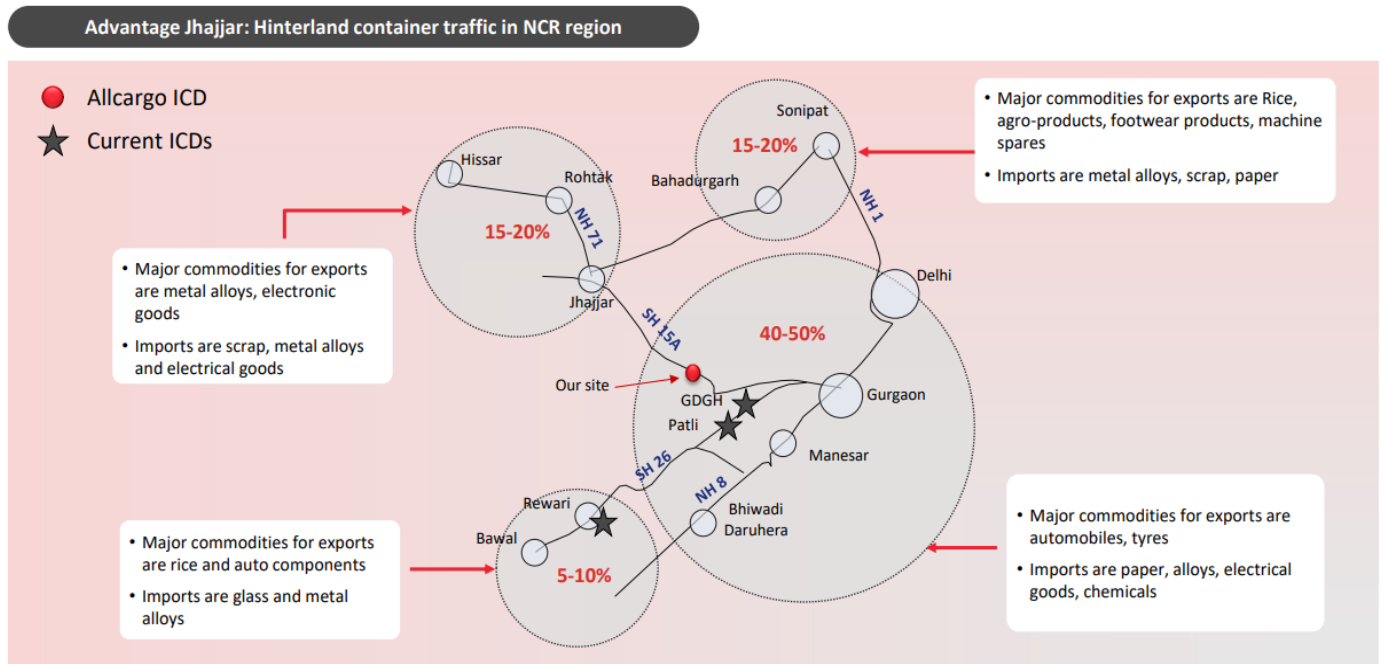
**Fig 13 – Integrated ICD and CFS Expansion Strategy**



\*Capacity in thousands & is excluding Dadri capacity which is in JV

Source: Company PPT, BOBCAPS Research



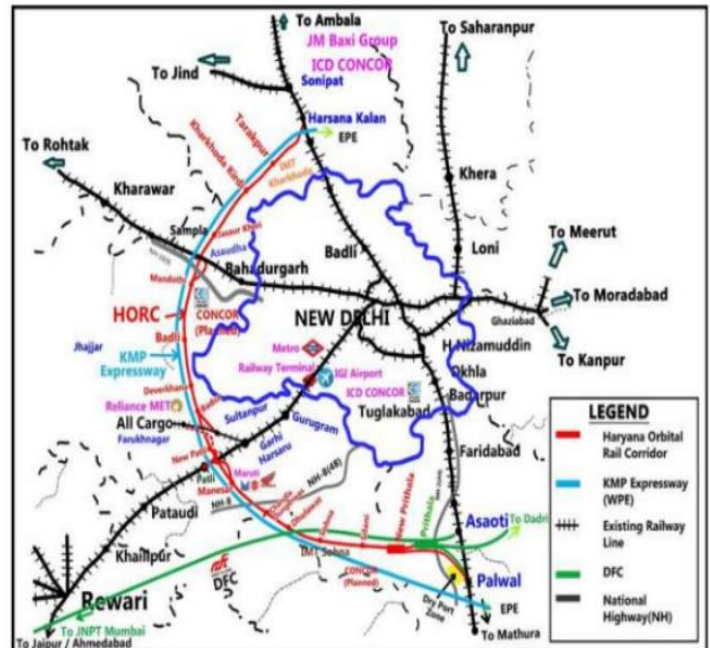
**Fig 14 – ATL's ICD Jhajjar strategically located near key industrial clusters (electrical, auto, chemical, metal and paper)**


Source: Company PPT, BOBCAPS Research

**Fig 15 – Farukhnagar MMLP proximity to HORCL and DFC**
**Investment Rational**

- ATL aims to expand and diversify its operations into MultiModal Logistics Parks and Inland Container Depots.
- To leverage both the DFC and Indian Railways (IR) the company has invested in the HORCL, which is executing HORC project to connect Farukhnagar with the DFC.
- Transaction involves acquiring 7.6% stake in HORCL from Allcargo Logistics for Rs. 115 Cr. Additionally, ATL will be required to invest Rs. 22.8 Cr in HORCL by subscribing to 2.28 Cr equity shares at a future date.
- Stake purchase will be financed by way of long-term debt.
- With HORCL & DFC connectivity, MMLP Farukhnagar will attract the northbound EXIM container volume to and from **Mundra, Pipavav & JNPA ports**.
- Share of high speed rail network** including Western DFC and HORCL will be significant in case of MMLP Farukhnagar, enabling ATL to serve the trade faster.

Source: Company PPT, BOBCAPS Research



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