



APANA LOGISTICS

APANA LOGISTICS LTD.

BUSINESS PROFILE



Your Cargo, Our Expertise

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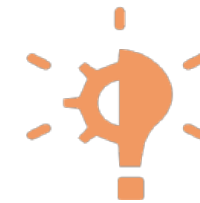




APANA LOGISTICS



Introduction



Vision

- ❖ Be a Global Leader in the Logistics Industry, known for our **COMMITMENT** to Excellence, Sustainability & Creating Value for our Stakeholders



Mission

- ❖ Deliver **WORLD CLASS** Logistics Services through Innovation, cutting-edge Technology and a Customer Centric approach

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Our Values



Values

- ❖ Prioritize the **NEEDS** of our Clients, delivering Tailored Solutions with Precision & Care
- ❖ Ensure that our Operations are **DEPENDABLE**, with proactive Maintenance & a Dedicated Team to Minimize Downtime
- ❖ Continuously **INVEST** in advanced Technology & Infrastructure to stay ahead in the Competitive Logistics Landscape
- ❖ Conduct our business with the highest standards of **ETHICS** & Transparency, building Trust with our Partners & Clients



APANA LOGISTICS

**“LOGISTICS IS THE ART OF MAKING SURE THE RIGHT
THING IS IN THE RIGHT PLACE AT THE RIGHT TIME.**

Frederick W. Smith, Founder and CEO of FedEx

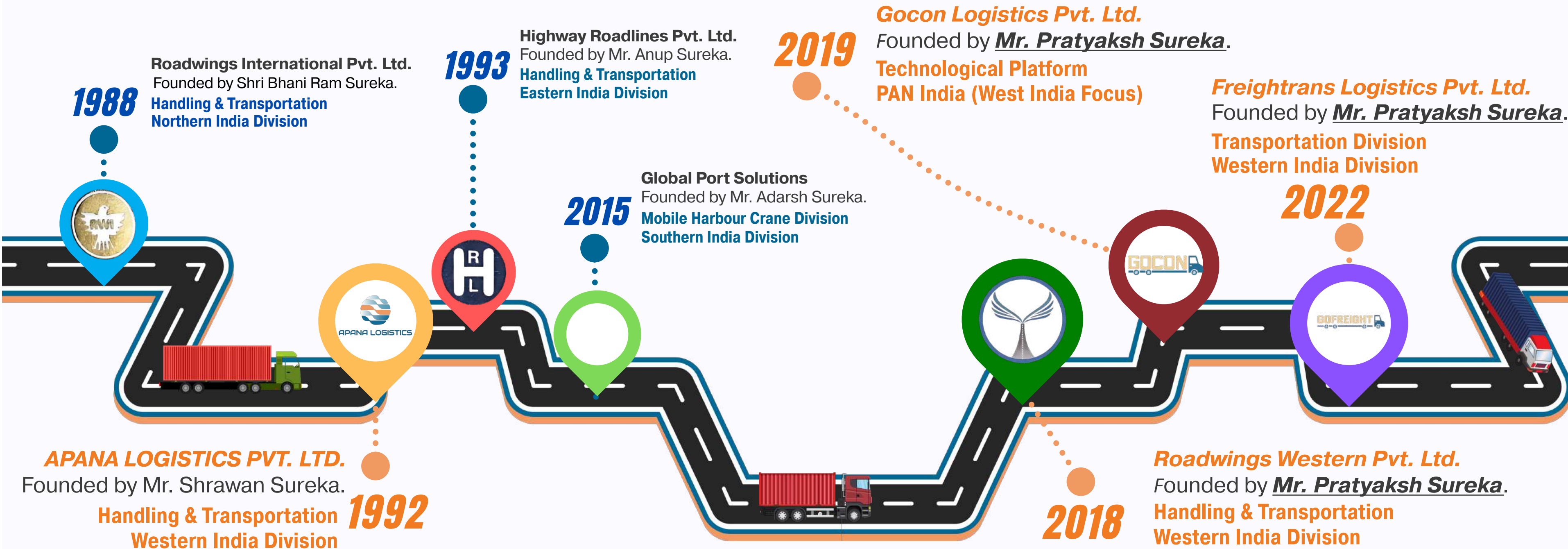
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APANA LOGISTICS

Our Journey

Roadwings Group : Trusted Logistics Partner (3rd Generation Entrepreneurs)



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APANA LOGISTICS

Key Offerings

①

SINGLE WINDOW Multi Modal
Logistics Service

②

COMPREHENSIVE container
Handling & Transportation
solutions

③

3PL Services including
Warehousing & Distribution
Management

④

Cutting Edge Technology for
REAL TIME Tracking &
Monitoring

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APANA LOGISTICS



Handling & Transportaion

- ❖ We specialize in the **Efficient** handling and transportation of Containerized and Break Bulk cargoes.
- ❖ We provide **Seamless** Logistics solutions Tailored to customer specifications.
- ❖ Our **Fleet** includes cranes, Reach Stackers, Fork Lift Trucks, and Trailers.

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Container Yard Operations

- ❖ With wide experience in yard operations across India and Nepal, we consolidate material and stuff containers to facilitate Export/Import operations.
- ❖ Our Major Partnerships include working with Container Corporation of India Limited (CONCOR) at various ICDs.



APANA LOGISTICS



Operations & Maintenance

- ❖ Our expertise in *Maintenance Services* ensures that Reach Stackers and Empty Container Handlers operate at peak performance.
- ❖ Our skilled technicians adhere to strict *Safety Standards & Regulatory Requirements* to maintain a Safe Working Environment.

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Tech and Infrastructure

- ❖ We invest in *Cutting-Edge* Technology and Infrastructure to support our operations.
- ❖ Our *Integrated Systems* provide Real-Time Tracking and Monitoring of equipment, enabling proactive maintenance and complete visibility for our clients.

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APANA LOGISTICS



OUR PAN-INDIA AND GLOBAL PRESENCE

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Our Reach

PRESENCE

Strong presence at **Major Ports**,
Container Freight Stations (CFS)
& **Inland Container Depots (ICD)**
across Pan-India and Nepal.

EXPERIENCE

Extensive experience in operating
and managing terminal facilities of
CONCOR and other major **CFS and**
ICDs across India.



APANA LOGISTICS

Our Fleet

ROADWINGS GROUP



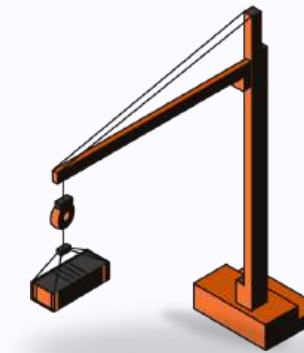
Over 200+ Trailers



Over 50+ Reach Stackers



Over 20+ Forklifts



4 Mobile Harbour Cranes

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PUNJAB

- BATHANA
- LUDHIANA
- DHAPPAR
- PHILLAUR

HARYANA

- PANIPAT
- SONIPAT

UTTAR PRADESH

- KANPUR

BIHAR

- RAXAUL

JHARKHAND

- TATANAGAR

WEST BENGAL

- KOLKATA
- MAJHERHAT
- DURGAPUR
- HALDIA
- BURDWAN

CHHATTISGARH

- RAIPUR

ODISHA

- ROURKELA
- BALASORE

ANDHRA PRADESH

- VISHAKAPATNAM
- GUNTUR
- NAGAPALLE
- SANATHNAGAR

TAMIL NADU

- CHENNAI

KARNATAKA

- BENGALURU

KERALA

- VALLARPADAM

GOA

- BALLI
- MORMUGAO

GUJARAT

- ANKALESHWAR
- VADODARA
- AHMEDABAD

RAJASTHAN

- KHETRI MINES

DELHI

- TUGHLAKABAD

MADHYA PRADESH

- PITHAMPUR
- RATLAM
- PAWARKHEDA

MAHARASHTRA

- MUMBAI
- NAGPUR

ICD	DCT	CCT	PLANT	HEAD OFFICE
CFS	VCC	ICP	PORT TERMINAL	

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NORTH INDIA

TERMINAL FACILITIES AND SERVICES

Apana Logistics Pvt. Ltd.



- Rail Linked ICD **Ludhiana** CONCOR x 1
- D.P. World, Panipat x 4
- J. M. Baxi, Sonipat x 1



Highway Roadlines Pvt. Ltd



- **Dhappar** Terminal CONCOR x 1
- Rail Linked **Phillaur** CONCOR x 1
- Rail Linked ICD **Ludhiana** CONCOR x 1
- Rail Linked **Bathana** Terminal CONCOR x 1
- Rail Linked ICD **Tughlakabad** CONCOR x 6
- Rail Linked ICD **Kanpur** CONCOR x 1

Roadwings International Pvt. Ltd.

- **Khetri Mines** Hindustan Copper Ltd.



REACH STACKERS



FORKLIFTS



CRANES

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APANA LOGISTICS

EAST INDIA

TERMINAL FACILITIES AND SERVICES

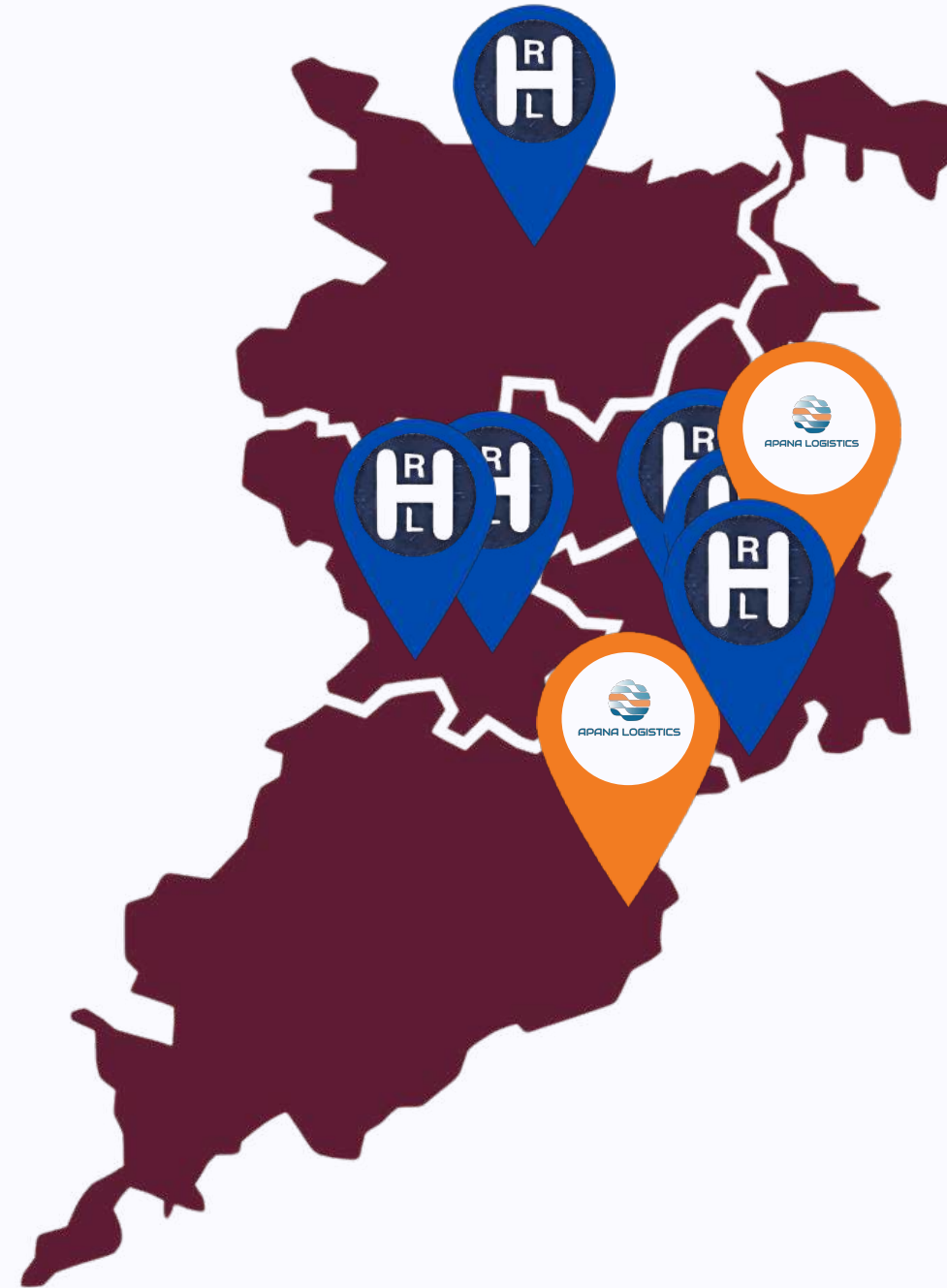
Apana Logistics Pvt. Ltd.



- Rail Linked **Balasore** Terminal
- Rail Linked **MMSL Yard Super Smelter Ltd.**

x 1

x 1



Highway Roadlines Pvt. Ltd



- Rail Linked CFS **CTKR** CONCOR
- Rail Linked **Durgapur** ICD CONCOR
- Rail Linked **Haldia** Terminal CONCOR
- Rail Linked **Rourkela** CONCOR
- Rail Linked **Tatanagar** CONCOR
- **Raxaul** ICP CONCOR

x 1

x 1

x 1

x 1

x 6

x 1



REACH STACKERS

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CENTRAL INDIA

TERMINAL FACILITIES AND SERVICES

Apana Logistics Pvt. Ltd.

- Rail Linked **Pithampur** Terminal
CONCOR
- D. P. World, **Pawerkheda**



x 3

x 2



Highway Roadlines Pvt. Ltd

- Rail Linked ICD **Pithampur**
CONCOR
- Rail Linked ICD **Ratlam**
CONCOR
- Rail Linked ICD **Raipur**
CONCOR



x 3

x 1

x 1



x 30



REACH STACKERS



TRAILERS

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APANA LOGISTICS

WEST INDIA

TERMINAL FACILITIES AND SERVICES

Apana Logistics Pvt. Ltd.



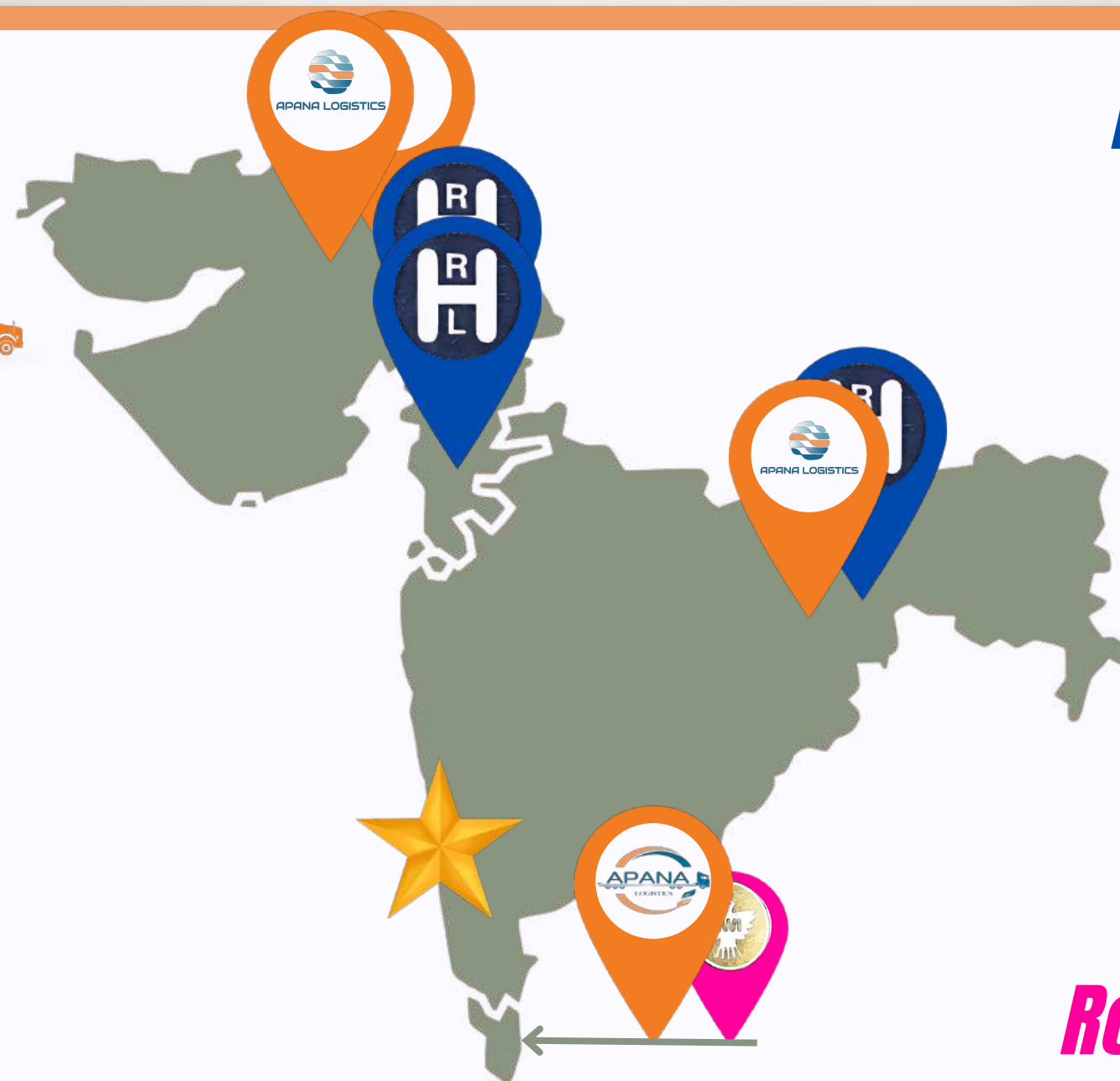
- | | | |
|---|-----|------|
| • Rail Linked CFS Dronagiri CONCOR | x 2 | |
| • CFS Dronagiri Balmer Lawrie & Co. | x 3 | x 20 |
| • MSWC CFS Dronagiri | x 2 | |
| • Rail Linked ICD Mulund (East) CONCOR | | x 15 |
| • Rail Linked ICD Nagpur CONCOR | | x 10 |
| • JNPA , Nhava Seva | x 2 | |
| • Rail Linked ICD Khodiyar CONCOR | | x 10 |
| • Rail Linked Ahmedabad CONCOR | | x 15 |
| • CONCOR Balli Goa | x 1 | x 2 |



REACH STACKERS



TRAILERS



Highway Roadlines Pvt. Ltd



- | | | |
|---|-----|------|
| • Rail Linked CFS Dronagiri CONCOR | x 2 | |
| • CFS Dronagiri Balmer Lawrie & Co. | x 3 | |
| • MSWC CFS Dronagiri | x 2 | x 20 |
| • Rail Linked ICD MMPL CONCOR | x 1 | |
| • Rail Linked DCT Turbhe CONCOR | x 1 | |
| • Rail Linked CCT Ankaleshwar CONCOR | x 1 | |
| • Rail Linked VCC Vadodara CONCOR | x 1 | |

Roadwings International Pvt. Ltd.



- | | | |
|------------------------------|-----|------|
| • Mormugao Port Trust | x 2 | x 10 |
|------------------------------|-----|------|

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APANA LOGISTICS

SOUTH INDIA

TERMINAL FACILITIES AND SERVICES

Apana Logistics Pvt. Ltd.

- **Chennai Port**
- **Rail Linked DCT Nagapalle CONCOR**
- **ICD-Whitefield Bengaluru**

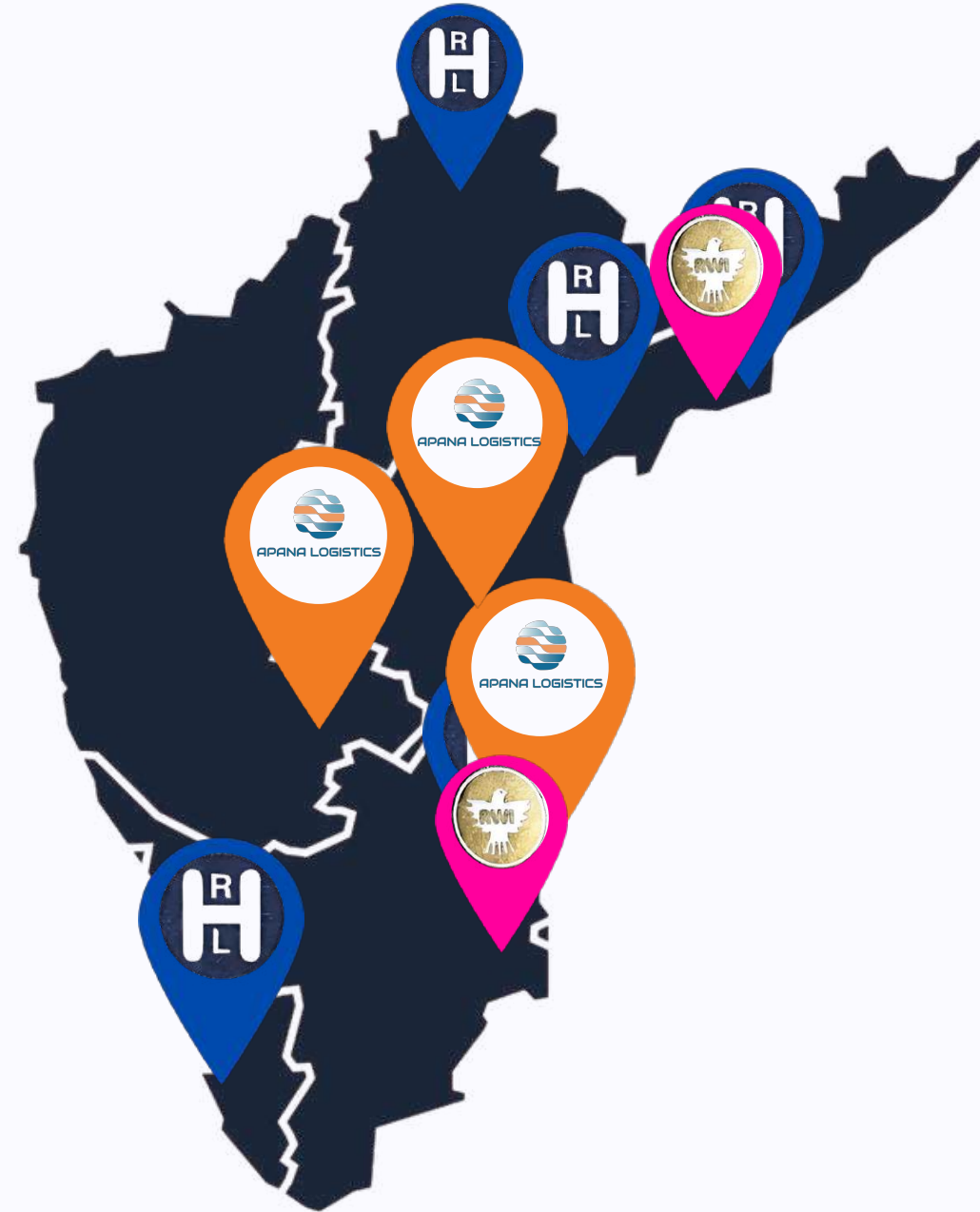


x 1



x 2

x 4



Highway Roadlines Pvt. Ltd

- **CFS Vizag CWC**
- **Rail Linked Guntur Terminal CONCOR**
- **Rail Linked ICD Sanathnagar CONCOR**
- **Rail Linked CFS Vallarpadam CONCOR**
- **CFS Chennai Balmer Lawrie & Co. Ltd.**



x 1

x 1

x 1

x 1

x 3



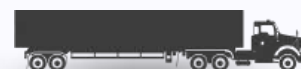
x 30

Roadwings International Pvt. Ltd.

- **Chennai Port Trust**
- **Vishakapatnam Port Trust**



REACH STACKERS



TRAILERS



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NEPAL

Highway Roadlines Pvt. Ltd



- Rail Linked ICD **Birgunj** HTPL x 3
- Rail Linked Himalayan Terminal Pvt. Ltd. x 1



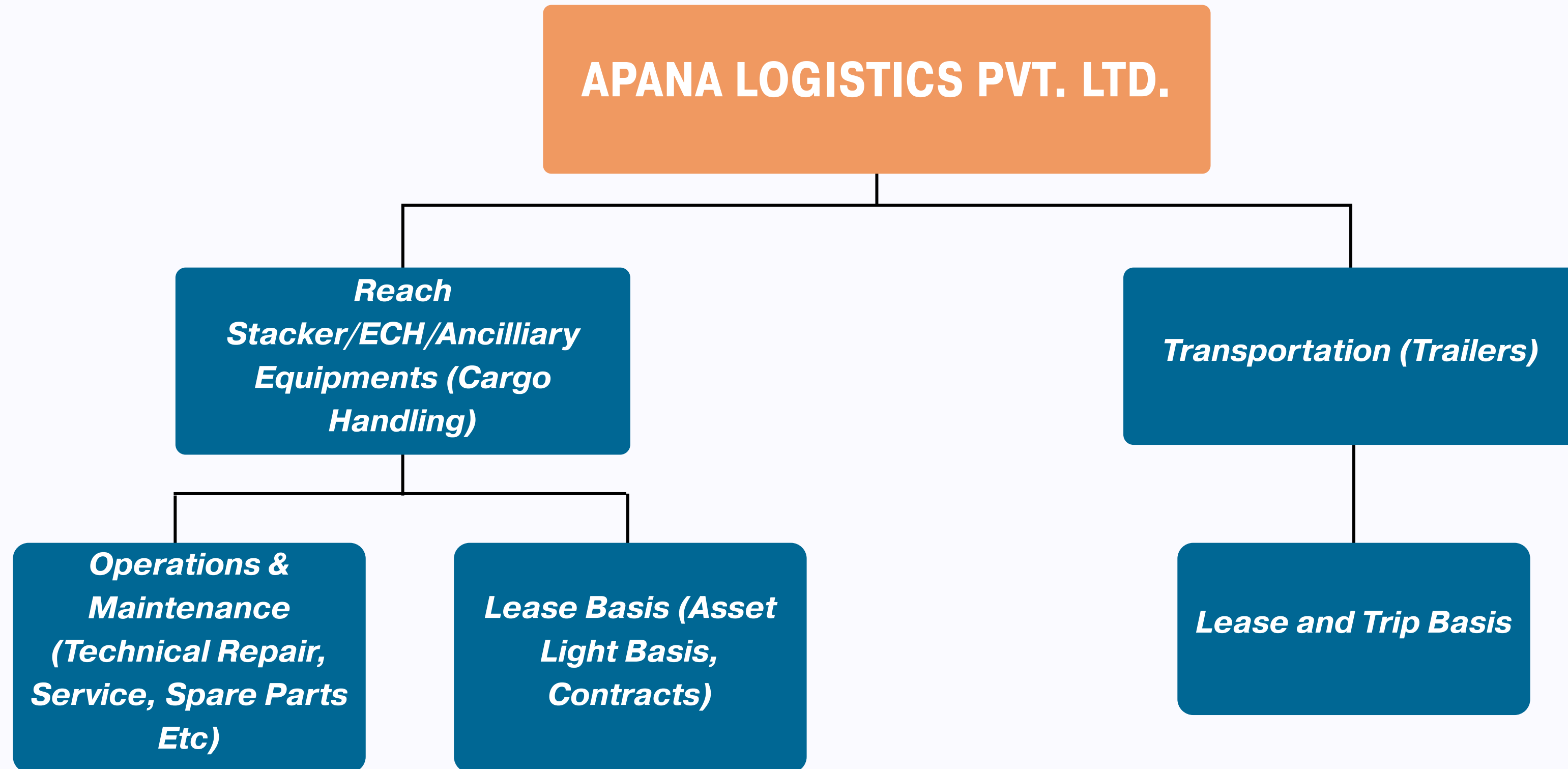
MALDIVES



REACH STACKERS

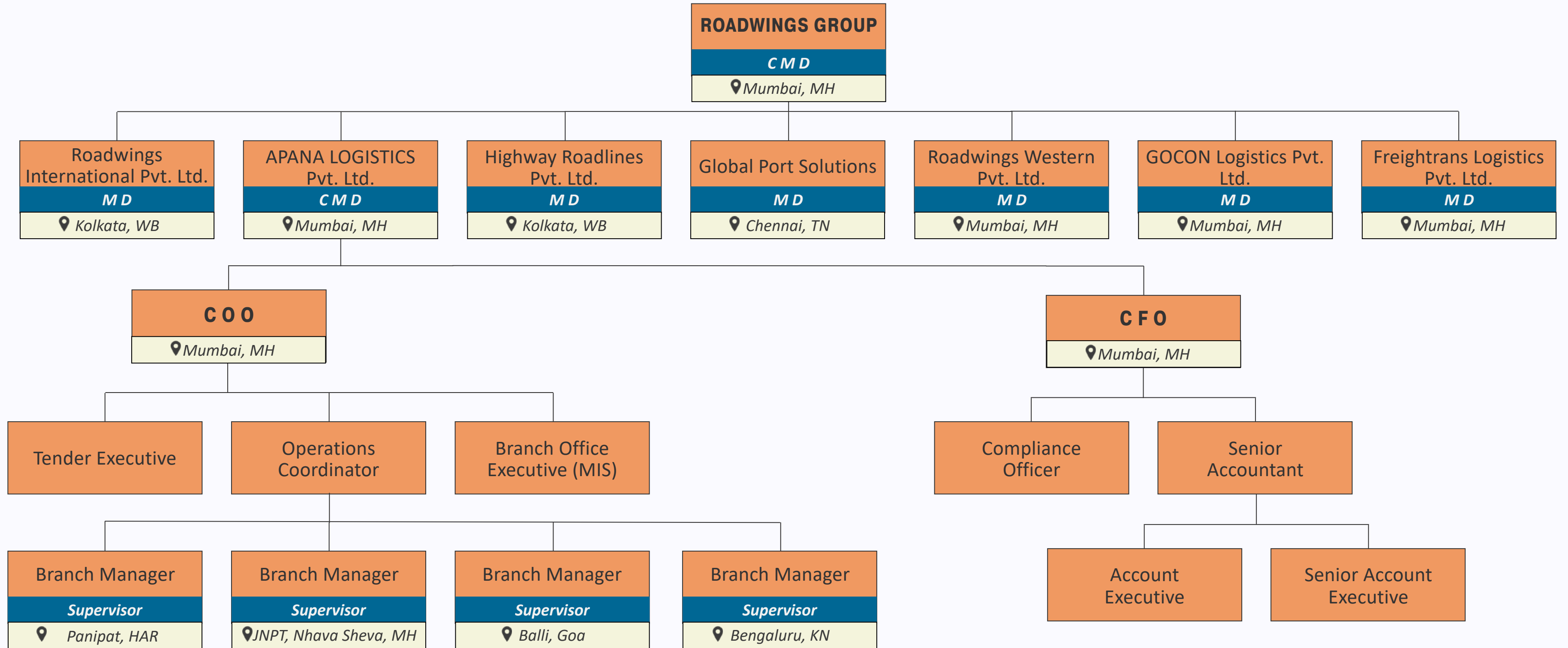


The Biz Model





Organization Chart





APANA LOGISTICS

OUR SERVICES

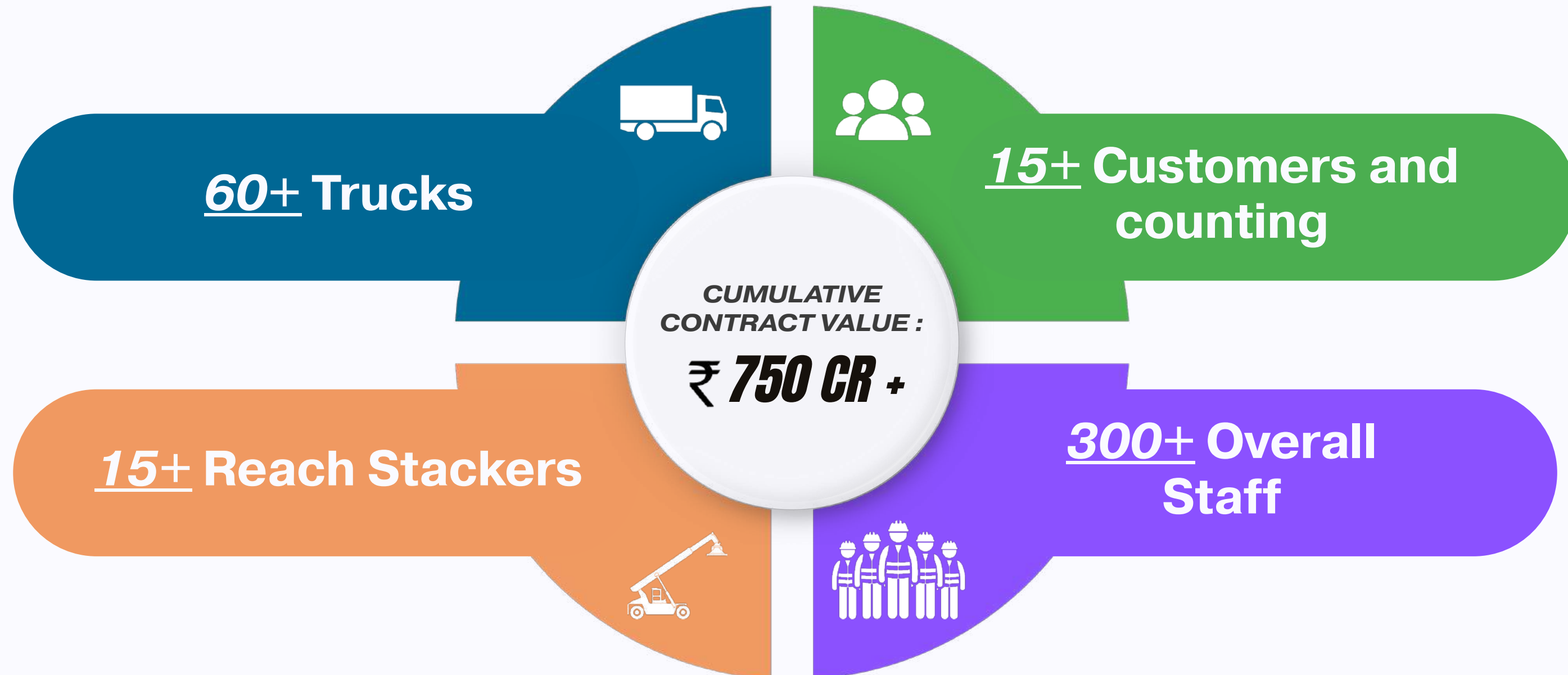
GROUP COMPANIES



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ECOSYSTEM





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OUR OFFERINGS

REACH STACKER

OEM:



TYPE:

Diesel/Electric



EMPTY CONTAINER HANDLER

OEM:



TYPE:

Diesel



TYPE:

Diesel/Electric

OEM:



FORKLIFT



TYPE:

Diesel

OEM:



TRAILER



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SWOT Analysis

	Helpful (to achieving the objective)	Harmful (To achieving the objective)
Internal Origin (attributes of the Organisation)	<ul style="list-style-type: none">• OEM Relationships (Sany, Kalmar etc.)• Representation on Pan India basis• Awareness of OEMs Processes• Technical & Financial capabilities• Adaptability / Tailor-made Solutions• Domestic & International Player	<ul style="list-style-type: none">• Lack of International Branding• Challenge of Attracting Experienced Talent• Career Visibility for Future Employees• Limited Customer Profile
External Origin (attributes of the Biz Environment)	<ul style="list-style-type: none">• Easy Market Penetration• End to End Player• Expanding Geographical Presence• Growth of Indian Economy & Trade• Growing Acceptance of Multi-OEM equipment	<ul style="list-style-type: none">• Intense Competition• Larger Market Player's with International exposure• Low Margin Operators• Buyer's Market• Policy Decision's by Customers



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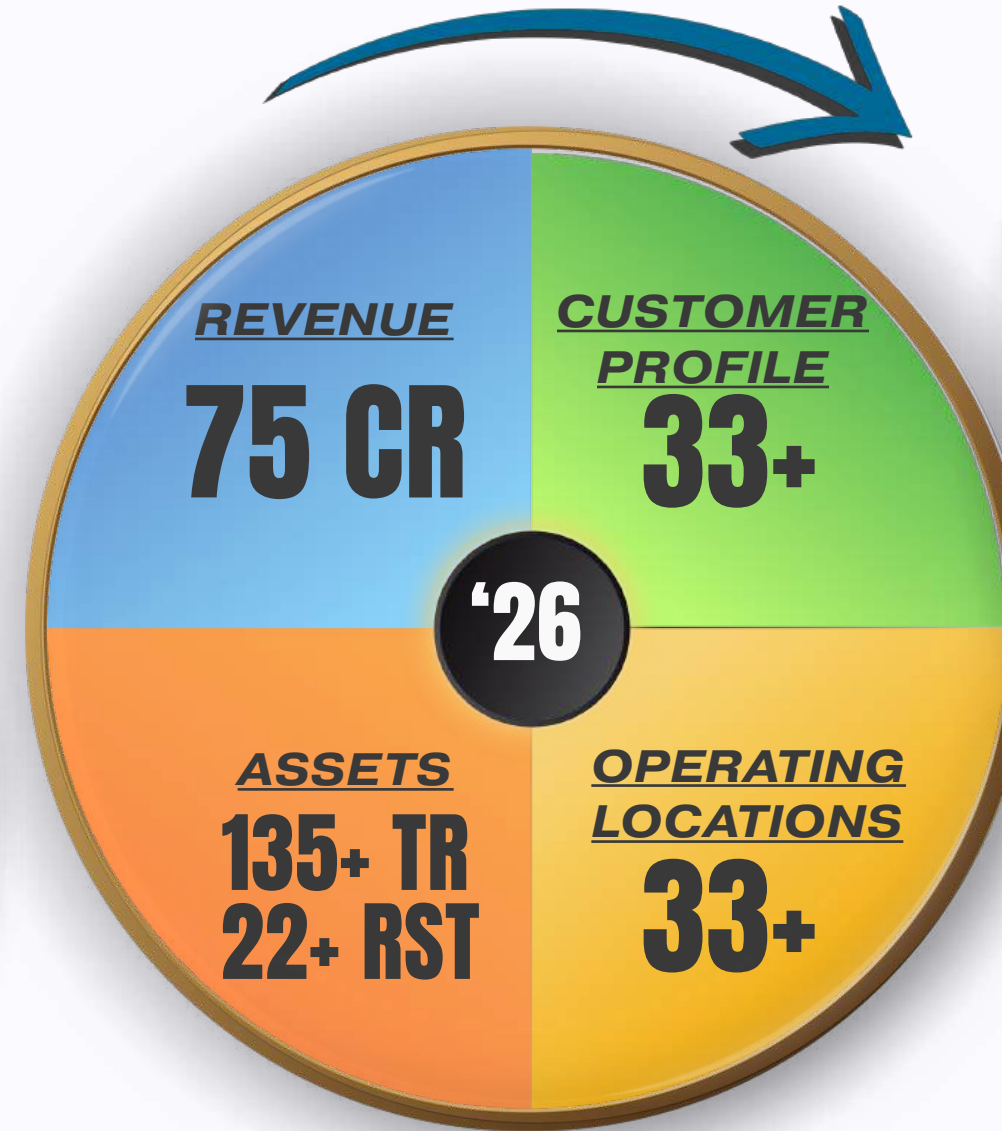
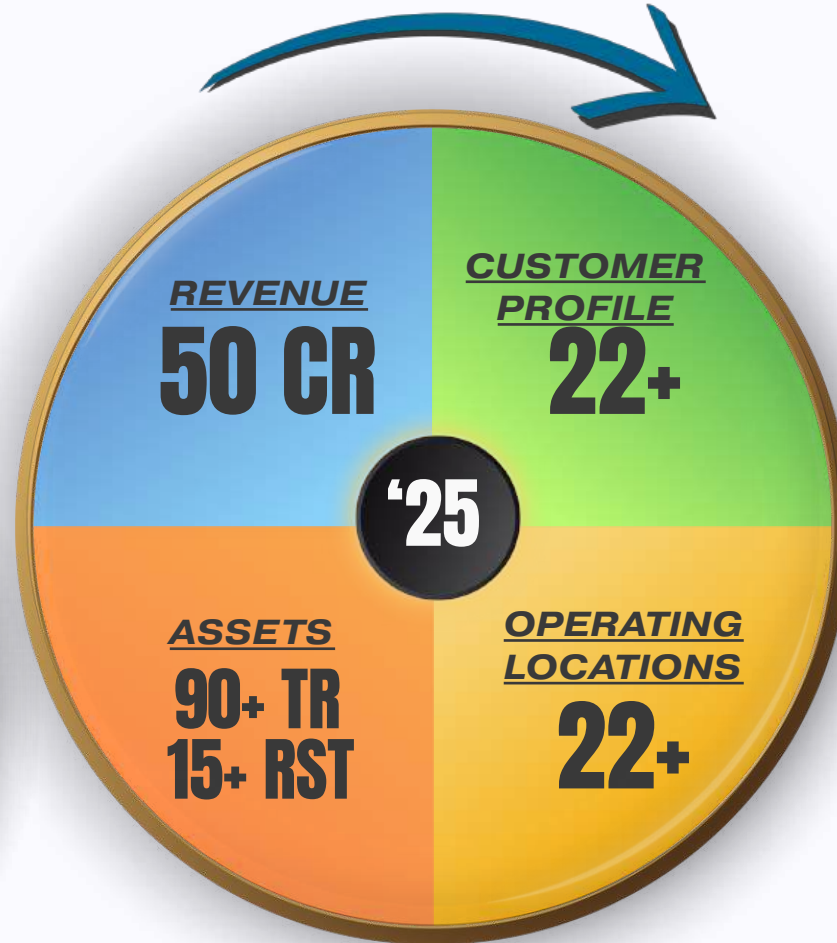
The Future Roadmap



YoY

GROWTH

	'25	'26	'27
REVENUE	66%	50%	33%
CUSTOMER PROFILE	50%	50%	50%
OPERATING LOCATIONS	50%	50%	50%
ASSETS	50%	50%	50%



Index:
TR - Trailers
RST - Reach Stackers

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APANA LOGISTICS

Our Clientele

DOMESTIC



SEABIRD
MARINE



Siyaram's



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Our Clientele

INTERNATIONAL



MAERSK



DP WORLD



ZIM



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APANA LOGISTICS

THE WAY FORWARD

ROAD TO
SUCCESS

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APANA LOGISTICS

The Way Forward

- ❖ Request For Appointment
- ❖ Present Apana Logistics Capabilities
 - Bouquet of Services
- ❖ Understand the Client's Requirements
 - Pain Points
 - Tailor Made Solutions
- ❖ Commercial Discussion
 - Create Win-Win Situation
- ❖ Sign Agreements
- ❖ Start Execution Works



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***THANK
YOU!***

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QUESTIONS & ANSWERS

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