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INDIA'S LOGISTICS SUPER-CYCLE

Structural Reforms, Infrastructure Push, and the Rise of Organized Champions, $1.2 trillion Gateway

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INDIA'S LOGISTICS SUPER-CYCLE

GROWTH VECTOR: LOGISTICS

Attractive opportunities across sub-sectors in Logistics:

- Multi-Modal Logistics Parks & ICDs
- Rail Logistics (Container & Bulk Freight Stations)
- Transport Infrastructure
- Port-led Logistics (Industrial Corridors)
- Financiers & Enablers

Structural Reforms, Infrastructure Push, and the Rise of Organized Champions

A robust logistics sector is key to positioning India as a global business hub. It lowers transportation costs, enhances competitiveness, and connects industries to global value chains- fueling the **Make in India and Make for the World** mission. With over 22 million employed, it's also one of the country's largest job creators. This report outlines the key drivers, structural shifts, and opportunities shaping the journey from fragmentation to formalization.

- **OmniView**- India's logistics sector is projected to triple in size to ~Rs 120 trillion by 2035, supported by rising GDP, manufacturing output, and exports, with organized logistics growing at 12.3% CAGR.
- **Capex Supercycle & Infra Push**- Massive investments via NIP, PM Gati Shakti, and Dedicated Freight Corridors are building world-class multi-modal logistics infrastructure.
- **Continuum:** The central govt is expected to infuse ~Rs 100 tn between FY26-30, raising infra spend to 4.8-5.0% of GDP by 2030 from 3.1% in FY25.
- **Policy Reforms**- Initiatives like NLP, ULIP, and IDS aims to cut costs, boost transparency, and improve efficiency, while GST enables a unified national market.
- **Shift to Organized Players**- GST 2.0, e-way bills, and tax reforms are formalizing the sector, driving consolidation and benefiting compliant, tech-enabled logistics operators.

India's logistics push boosts trade, creates jobs, and positions the country as a global logistics hub.

"The line between disorder and order lies in logistics...– Sun Tzu"

Why Logistics? Why Now?

Capex super-cycle in transport & logistics infrastructure.
India is witnessing a once-in-a-generation infrastructure transformation, converting long-term visions into large-scale execution. Flagship initiatives like the Rs 185 trillion National Infrastructure Pipeline, PM Gati Shakti, Maritime Amrit Kaal Vision 2047, Bharatmala (highways), and Sagarmala (ports) are reshaping the logistics ecosystem. Strategic investments in Dedicated Freight Corridors, multi-modal logistics parks, industrial corridors, and smart ports are enabling seamless multimodal connectivity.

Strategic Global Corridors & Trade Agreements
India is positioning itself as a key node in global trade through the India–Middle East–Europe Economic Corridor (IMEEC), a multimodal network of ports, rail, and road links connecting India to Europe via the Middle East. IMEEC is expected to reduce transit time, lower costs, and diversify routes. Alongside this, India's trade agreements with partners such as the UAE, Australia, and the UK are expanding market access and boosting export competitiveness.

Digitalization Driving Logistics Transformation.
The sector is rapidly embracing digital platforms like Unified Logistics Interface Platform (ULIP), E-way bills, and RFID-enabled tracking, enabling real-time visibility and seamless cargo movement. Technology adoption is boosting efficiency, transparency, and compliance, while reducing transit times and operational costs, accelerating the shift toward organized, tech-driven logistics networks.

Policy Driving Formalization.
National Logistics Policy (NLP), GST, e-way bills, and other reforms are dismantling India's fragmented logistics market, eliminating tax arbitrage and inefficiencies. With 80-90% of the sector unorganized, rising compliance costs and improved transparency are accelerating an irreversible shift toward tech-enabled, organized players.

Costs falling, efficiency rising.
India climbed to #38/139 on the World Bank Logistics Performance Index (LPI) 2023 (up from #44 in 2018 and #54 in 2014), with strong improvement in international shipments and port turn-around times. India has now set the ambitious goal of ranking among the world's top 25 nations by 2030, bringing logistics costs down to the equivalent of less than 10% of GDP.

Overall, falling system costs + policy certainty, a historic infra capex cycle, throughput step-ups from DFCs/multimodal integration, and structurally rising consumption/e-com/3PL demand together create a long, compounding runway for investors across rail/roads, ports, multi-modal parks, cold-chain, and logistics tech.

Benchmarking Performance- The World Bank LPI 2023

External, third-party validation corroborates the narrative of India's logistics transformation. The World Bank's Logistics Performance Index (LPI) provides a standardized global benchmark, and India's recent performance offers a clear, quantitative measure of its progress and highlights the path forward.

India has made a remarkable ascent in the LPI rankings, climbing **16 places from 54th in 2014 to 38th out of 139 countries in 2023**. This significant jump is a direct and measurable outcome of the concerted policy and infrastructure initiatives undertaken over the past decade.

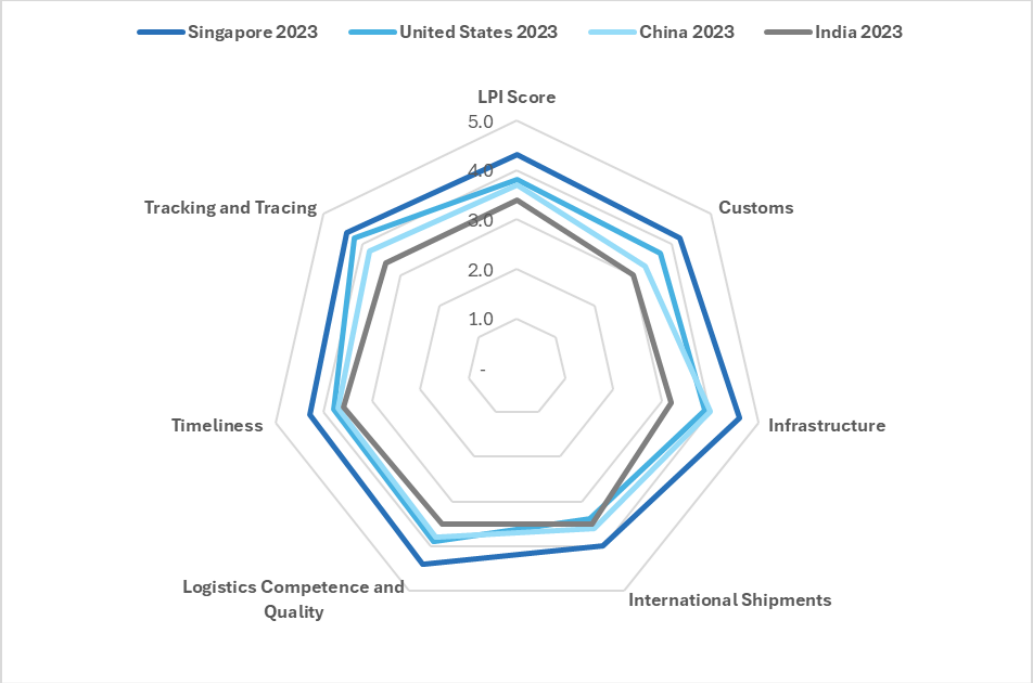


Exhibit 1: World Bank LPI 2023 – India vs other major economies
Source: The World Bank LPI 2023

LPI's six sub-parameters reveals a nuanced picture of India's performance relative to global leaders and peers. This diagnostic view pinpoints specific areas of strength and identifies the remaining gaps that current government policies are designed to address.

India's Logistics Edge

International Shipments (Score 3.5, Rank 22):

This is India's standout parameter, where it ranks impressively high globally. This reflects substantial investments in port modernization, increased capacity, and digitalization of port processes, leading to greater efficiency in handling international cargo.

India's upcoming **International Container Transhipment Terminal (ICTT)** at Great Nicobar Island is a project of strategic and national importance. Positioned near key global shipping lanes, it will reduce reliance on foreign transhipment hubs and enhance India's maritime logistics capacity. With deep-sea port capabilities and multimodal connectivity, the project strengthens both economic and defence infrastructure.

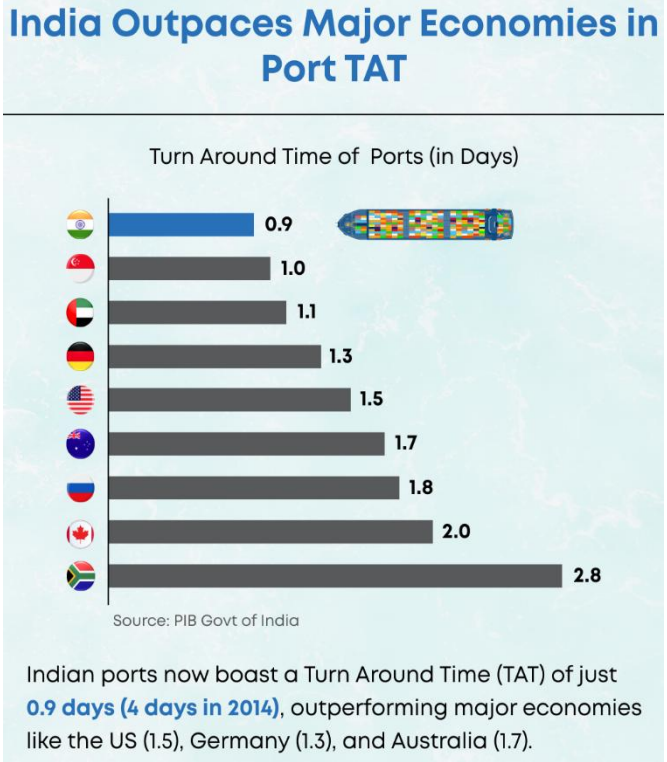


Exhibit 2: Port turn-around-time of major economies

Timeliness (Score 3.6, Rank 35):

India also scores well on the reliability of supply chains. This is a direct benefit of technology-led tracking and a significant reduction in port dwell times. . India's very low dwell time (2.6 days) is one example.

Tracking & Tracing: Moved up 3 spots to reach rank 38.

Bridging the Gaps

Customs (Score 3.0, Rank 47): Customs services in India have improved notably, with faster cargo clearance, digital tracking, and ship turnaround times reduced to about 1 day- nearing Singapore's 0.75 days. However, customs efficiency remains a challenge, with India ranked 47th globally. Continued reforms in process simplification, faceless assessments, and digital integration through platforms like ULIP are crucial to further streamline cross-border trade.

Infrastructure (Score 3.2, Rank 47): Significant progress is underway through DFC, MMLPs, national highways, and other capex-intensive projects under the PM Gati Shakti plan. As these large-scale investments mature, their full impact on logistics efficiency will gradually be reflected in future LPI rankings.

The Curious Case of Indian Logistics

Triangulating estimates from leading research agencies places the current size of India's logistics industry in FY24 at ~USD 250–270 billion (Rs 20 trillion). Yet this figure appears at odds with the widely cited metric that logistics costs account for 13–14% of GDP, which on India's FY24 GDP of ~Rs 295 trillion would imply a market size closer to Rs 38-40 trillion.

The divergence largely stems from the fact that formal market studies capture the organised segment, while GDP-based cost estimates also include the vast informal and unorganised ecosystem- nearly 80% of the industry (Ken Research), comprising small fleet operators, individual truckers, rickshaws, thelas and other cost-efficient but fragmented players whose revenues often escape formal measurement.

This structural gap not only explains the apparent discrepancy but also highlights the scale of formalisation tailwinds ahead, especially as India's logistics costs (13–14% of GDP) remain well above peers such as the US (7.6%), Europe (10%), and the BRICS average (11%).

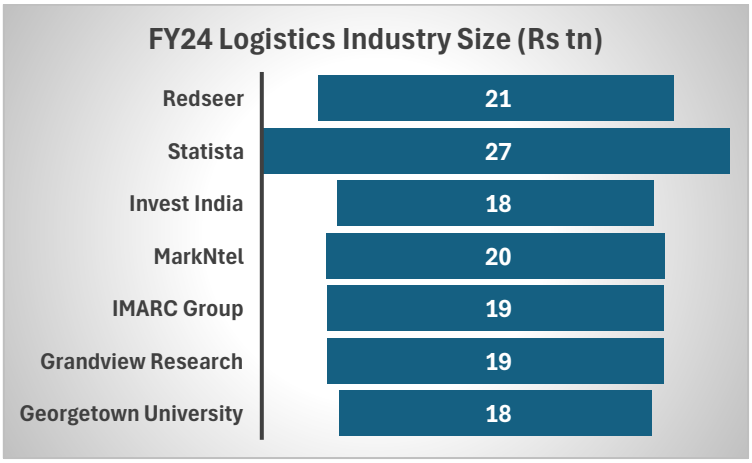
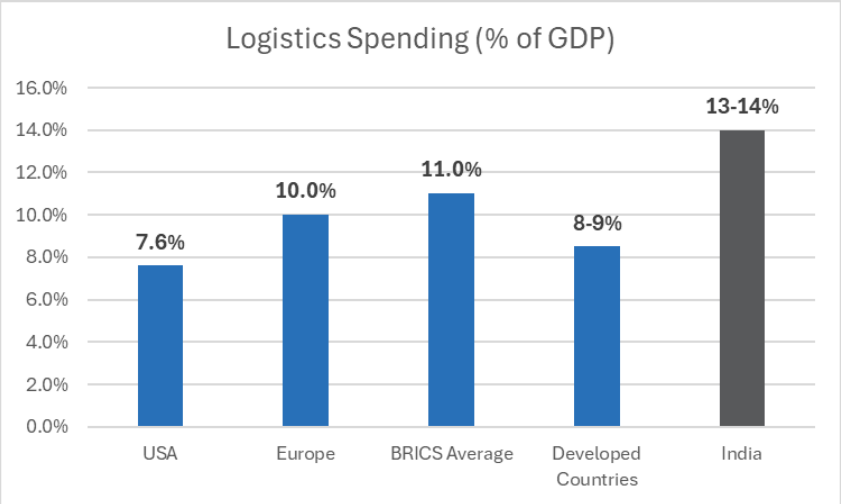


Exhibit 3: India's Logistics Industry Size FY24 (Rs Tn) from various consensus
Sources: Redseer Statista InvestIndia MarkNtel IMARC Grandview Georgetown



India's skewed transport mix has hindered logistics efficiency, prompting the government to launch initiatives like GatiShakti and the National Logistics Policy. These aim to make the sector more agile, transparent & integrated.

Exhibit 4: Global comparison of logistics spending as % of GDP, **Source:** NITI Aayog, MOFSL

At 13-14% of its GDP, this cost is a significant drag on economic competitiveness, standing in stark contrast to benchmarks in the USA (7.6%), Europe (10%), and the BRICS average of 11%.

The root cause of this high cost is the nation's historically inefficient and unfavourable freight modal mix. This over-reliance on road transport is a direct consequence of historical underinvestment in rail and water infrastructure, forcing supply chains onto a more expensive and congested mode.

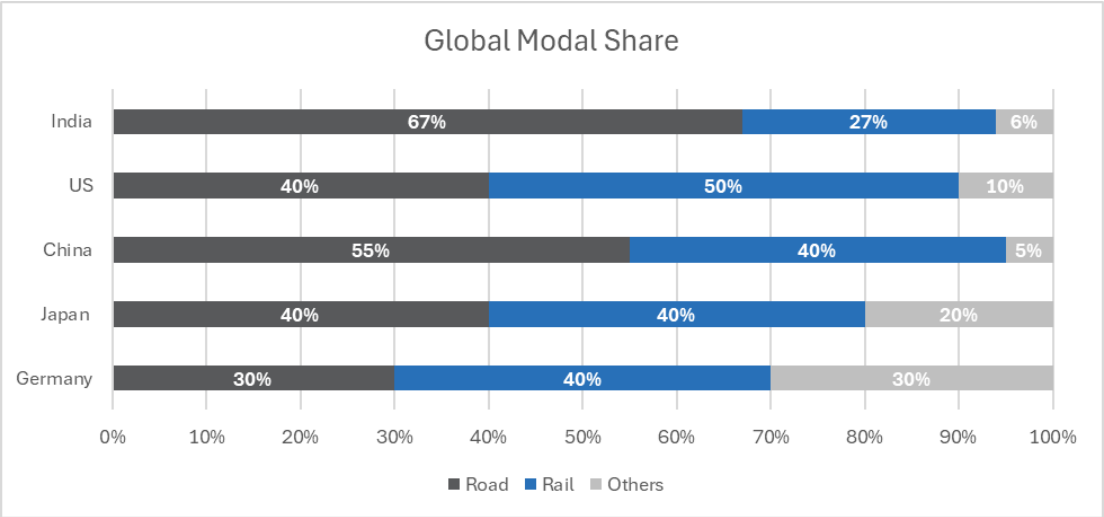


Exhibit 5: Global modal share comparison of major economies
Source: OM Freight DRHP

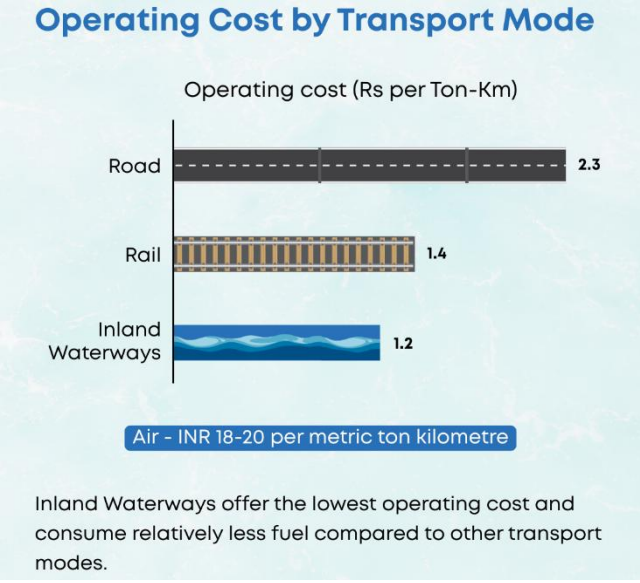


Exhibit 6: Operating cost by mode of transport (PIB)

Another key factor is India's inefficient fleet mix. The market is dominated by small and mid-sized trucks- mainly 16T and 25T GVW- unlike China, where 26-40T trucks are more prevalent. Larger trucks are significantly more cost-efficient, with freight costs for a 9T truck being 2.5x higher than those for a 40T truck.

Quantifying the India's Logistics opportunity by 2035

India's logistics sector stands at the cusp of a multi-decade growth opportunity. With India's GDP projected to reach $10 trillion by 2035, logistics will form the backbone of this economic transformation.

→ Approach 1: GDP-Based Logistics Cost Estimation

As stated in our manufacturing report, India's GDP will likely reach $10 trillion in 2035 from projected $4.2 trillion as of 2025. We assumed that INR with respect to USD will depreciate @2% till 2030 reaching INR 97/USD, post that it will remain stable.

%age of GDP	India (2023)	India (2035: $10 Tn)
Agriculture, forestry, fishing	17.7%	10%
Industry	27.3%	30%
Services	55.0%	60%

Exhibit 7: India economic activity-wise GDP Contribution in 2023 and 2035(Proj)

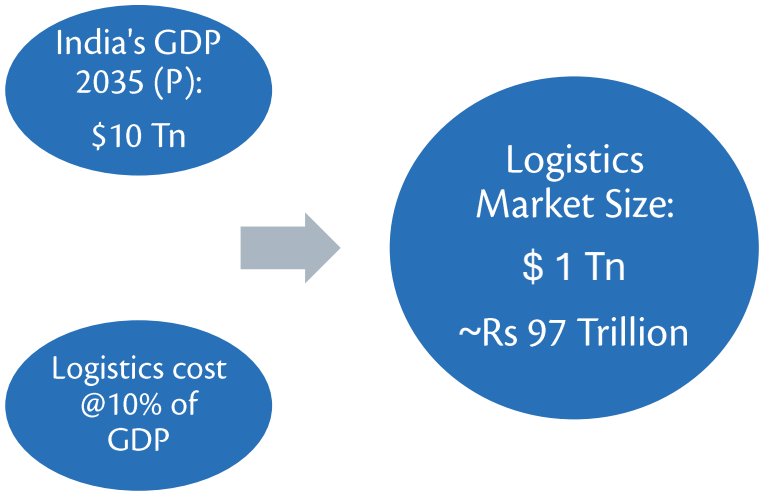


Exhibit 8: Expected India's logistics market size in 2035

→ Approach 2: Benchmarking Logistics Cost Against Industry & Agriculture

While logistics cost is conventionally expressed as a percentage of GDP, this measure has limitations. A large share of GDP in modern economies comes from services, which are less logistics-intensive compared to goods-producing sectors. Services do not require the same scale of physical movement as agriculture or industry, making GDP-based ratios less comparable across countries.

A more robust lens is to benchmark logistics cost against the combined size of agriculture and industry, as these sectors represent the bulk of goods that require storage, transportation, and handling. When we calculate logistics cost as a percentage of (Agriculture + Industry) GDP across major economies, we find an average of ~32% and a median of ~31%. India stands broadly in line with this benchmark at ~30%.

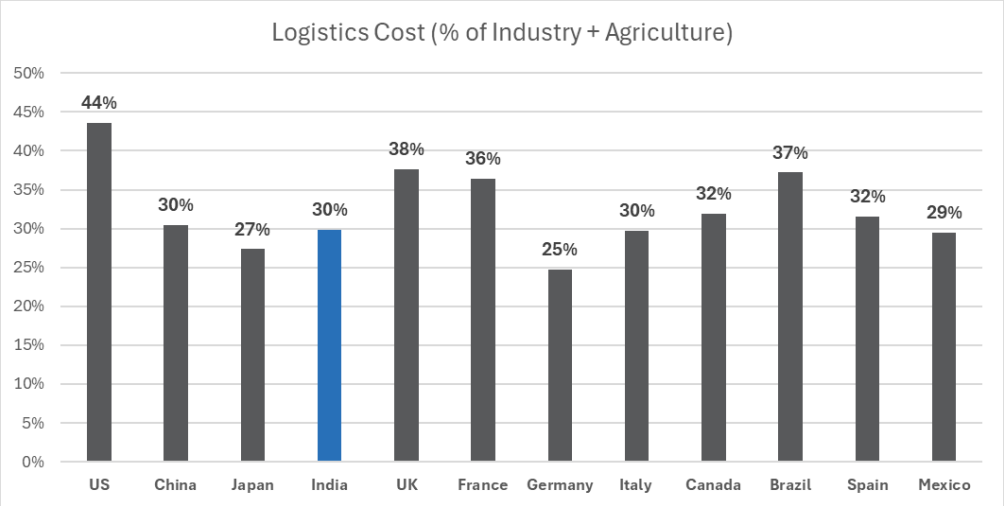


Exhibit 9: Logistics Cost as % of Industry & Agriculture GDP of major economies
Source: UNCTAD, Armstrong & Associates, OmniScience Insights Labs

Applying this ratio to India's projected 2035 economy, we consider agriculture at $1 trillion and industry at $3 trillion, together accounting for $4 trillion of output. **At a logistics intensity of 30–31%, this implies a logistics market size of $1.2 trillion (Rs 117–120 trillion) by 2035.**

This approach offers a more realistic basis for long-term projections, since it isolates the goods-driven portion of the economy. It also triangulates well with global benchmarks, reinforcing confidence in the sustainability of India's logistics growth trajectory.

A critical pillar of India's logistics growth story is the rise in industrial and manufacturing output, supported by schemes like Make in India and the Production Linked Incentive (PLI) programs. As domestic capacity scales up across sectors such as electronics, renewables, autos and chemicals, the demand for efficient, reliable logistics will expand in parallel.

Equally important are India's export ambitions and global linkages. Initiatives like the India–Middle East–Europe Corridor (IMEEC), FTAs with Australia, UK, and UAE, and deeper ties with ASEAN and Africa are set to multiply trade volumes. These corridors will cut transit times, open new markets, and shift cargo into organized multimodal networks. In our view, this external dimension will be a powerful volume driver alongside domestic formalization and capex, cementing logistics as both a national growth engine and a global competitive advantage.

Logistics is not only the lifeline of India's economy but also the backbone of its defence capabilities. **"Seamless logistics management by our agencies - from mobilisation of the Armed Forces to delivering the equipment at the right time and place - was a deciding factor in the success of Operation Sindoor" said Defence Minister Shri Rajnath Singh.**
Globally, strong logistics underpin India's rise as a strategic power. Modern ports and multimodal hubs boost trade, enable defence mobility, and support humanitarian efforts, making logistics both an economic and force multiplier in a connected world.

Organised Logistics to Outpace Overall Market Growth

According to Ken Research, IBEF, nearly 80% of India's logistics sector today remains unorganised, dominated by small fleet owners and fragmented operators. Given the momentum of GST, NLP, ULIP, and digital integration, **it is logical to assume that by 2035 as much as 60% of the industry could be organised.**

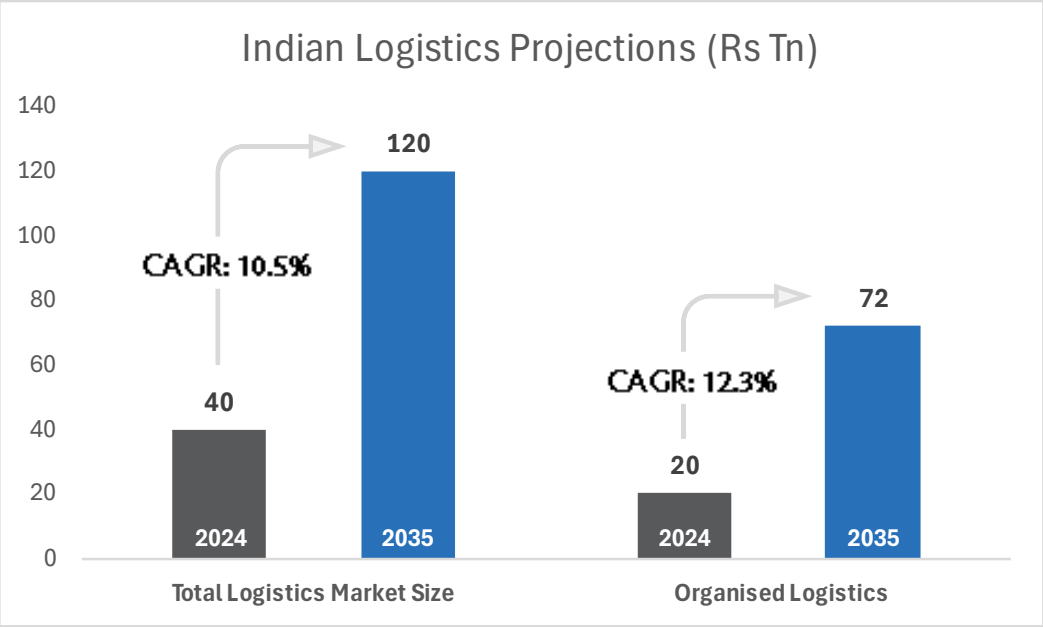


Exhibit 10: Indian Logistics Market Projections (2024–2035)
Source: OmniScience Insights Labs

The Overall industry is projected to grow at a 10.5% CAGR, expanding from Rs 40 trillion in 2024 to nearly Rs 120 trillion by 2035. Within this, the organised logistics segment is expected to grow even faster at a 12.3% CAGR, scaling from Rs 20 trillion to Rs 72 trillion.

This transition will be one of the most powerful structural shifts in India's growth story- unlocking efficiency gains, reducing costs as a share of GDP, and creating scale-driven, tech-enabled logistics champions that will anchor India's $10 trillion economy.

The Roadmap: From Chaos to Consolidation

The Capex Supercycle- Govt as the Prime Mover

The transformation of India's logistics sector is not a passive, market-led evolution; it is a deliberate, top-down strategic overhaul driven by a suite of ambitious and interconnected government policies. This "Capex Supercycle" is creating both the hard and soft infrastructure necessary for a modern logistics ecosystem.

Modal split-freight movement in India 2025 (E)

Road	Rail	Coastal	Others
63%	25%	6%	6%

Current Infrastructure present

Road	Rail	Water	Airport
6.62 million Km	1.35 lac Km	13 major, 217 non-major ports	159 Operational airports

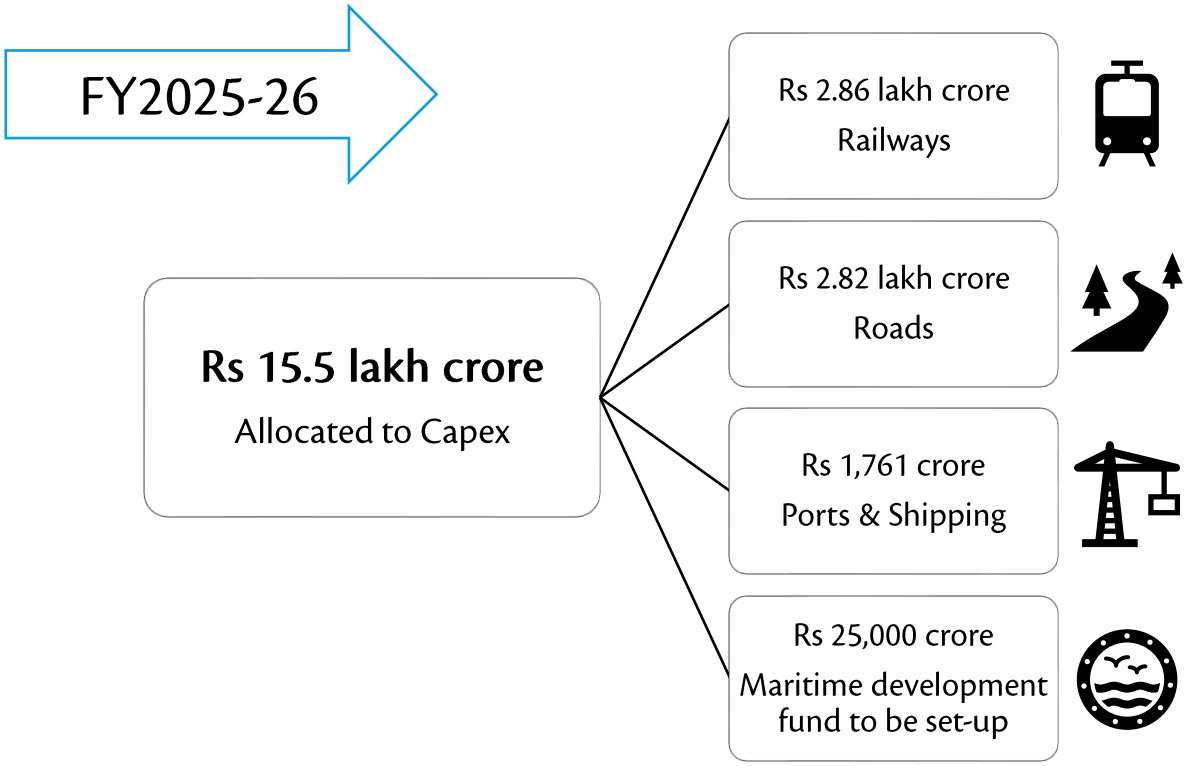


Exhibit 11: Capex allocation to major infra sectors in FY2025-26 Budget Estimates (Union Budget)

OmniView: From 3.1% to 5% of GDP

India's Infrastructure Rise

Over the past five years, India has witnessed a notable increase in central government infrastructure spending, rising from 2.1% of GDP in 2021 to 3.1% by 2025. While this marks significant progress, the country still trails behind peer nations- China, for instance, averaged 4.8% between 2018 and 2023, with even higher investment levels prior to the pandemic.

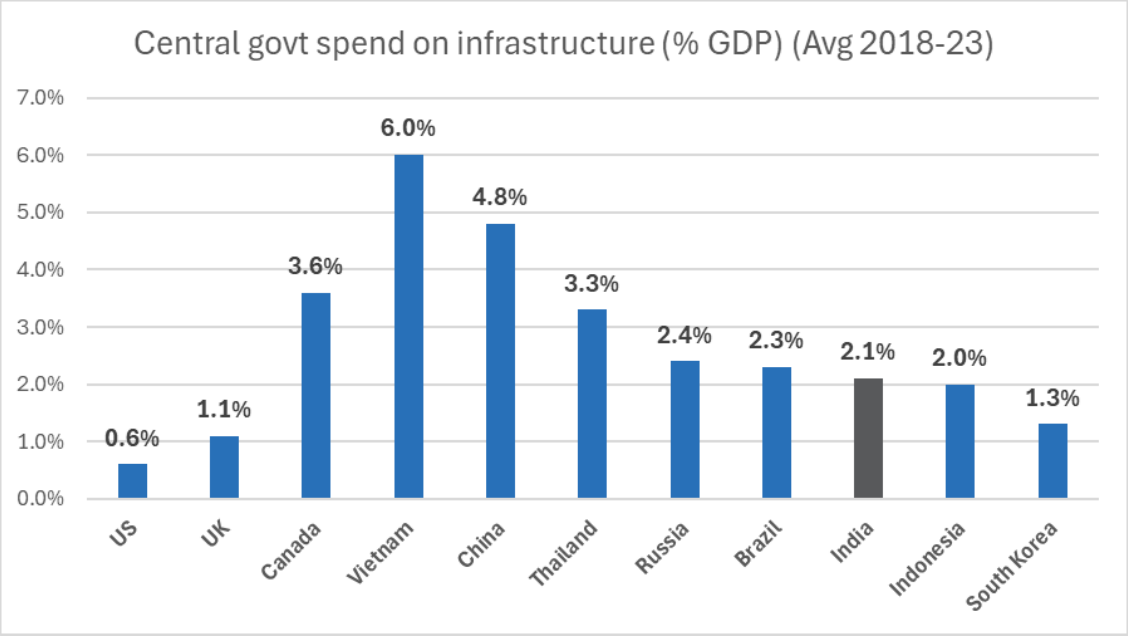


Exhibit 12: Central government spend on infrastructure as a % of GDP (Avg. of 2018-23)
Source: Knight Frank India Infrastructure report

Past 5-year trend of Indian Central govt spend on Infrastructure:

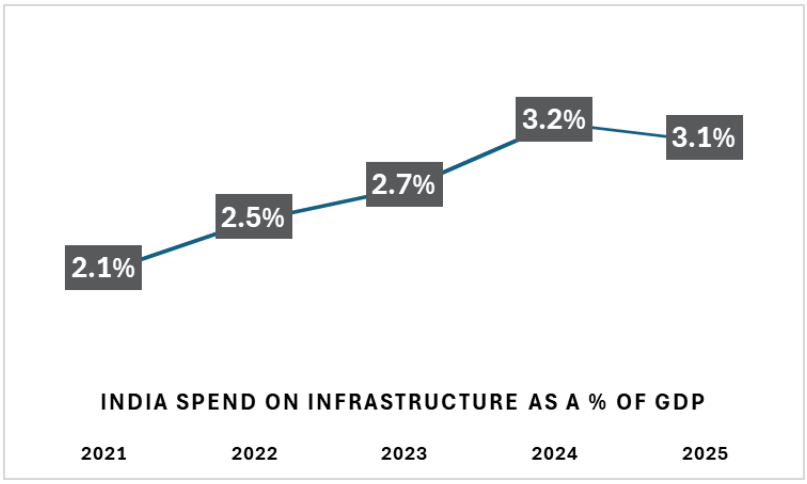


Exhibit 13: Indian Central govt spend on Infrastructure (% GDP)

OMNI INSIGHTS:

We estimate that India's central government infrastructure spending will rise from 3.1% of GDP in 2025 to approximately 4.8% by 2030, reflecting a strong policy focus on infrastructure-led growth. Based on our assumptions and the GDP projections illustrated in the exhibit, we calculate that this increase could result in a cumulative capital expenditure of approximately **$1.04 trillion** over FY26–30 (around **Rs 105 lakh crore**). This underscores the scale of investment required to support India's economic ambitions and its commitment to building world-class infrastructure.

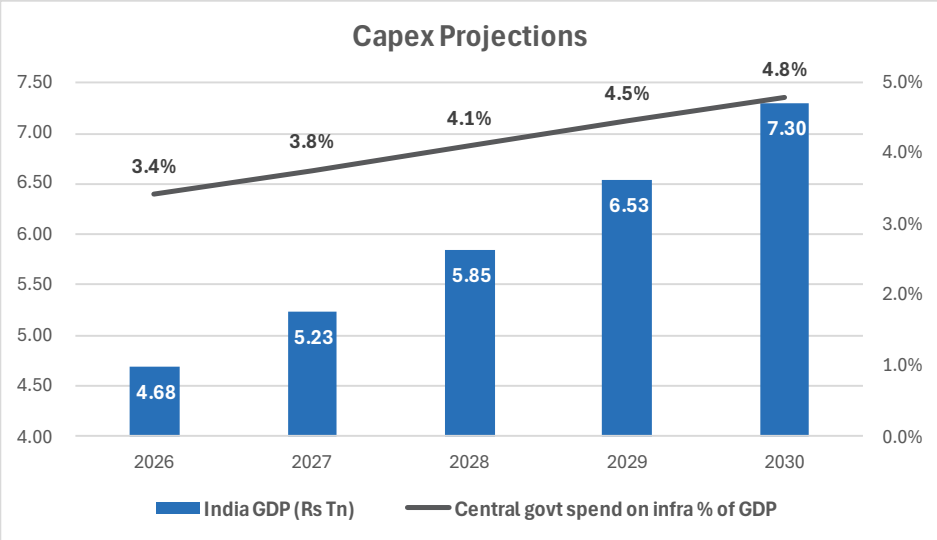


Exhibit 14: Projected Central govt spending on Infrastructure (% GDP) till 2030
Source: OmniScience Insights Labs

Particulars	2026	2027	2028	2029	2030
India GDP ($ Tn)	4.68	5.23	5.85	6.53	7.30
Govt spend on infra % of GDP	3.4%	3.8%	4.1%	4.5%	4.8%
Govt spend on infra ($Tn)	**0.16**	**0.20**	**0.24**	**0.29**	**0.35**

Exhibit 15: Projected Central govt spending on Infrastructure (% GDP) till 2030

National Infrastructure Pipeline (NIP): Hard Infrastructure

Announced in 2019, the NIP aims to invest approximately **Rs 102.5 lakh crore** over a five-year period from 2020 to 2025, in a wide range of projects in sectors such as energy, roads, railways, and urban development. Let's look at some major allocations and how they have fared:

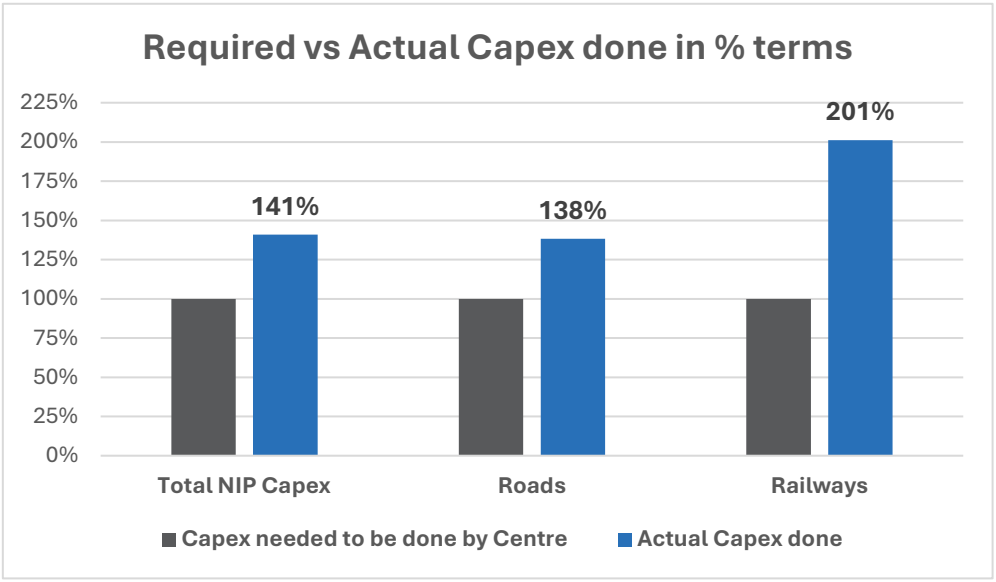
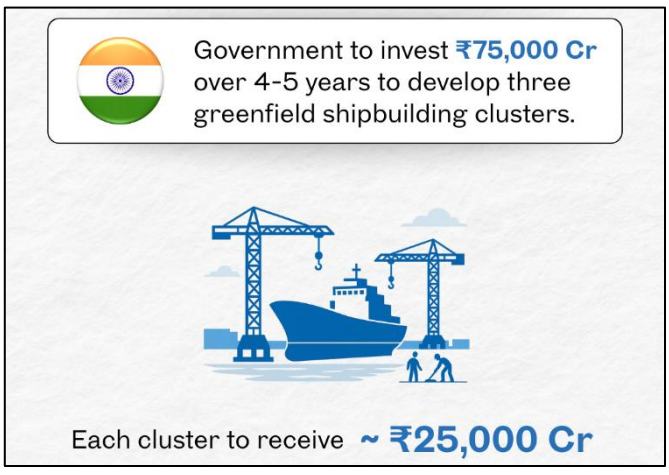


Exhibit 16: Centre's Capex plans vs progress for FY20-25 according to NIP

Ministry/Department (Rs Crore)	FY20-25	Capex required from Centre (39%)	Actual Capex done till FY25
Total NIP Capex	1,02,50,704	39,97,775	56,31,788
Of which: Roads	19,63,943	7,65,938	10,58,452
& Railways	13,68,523	5,33,724	10,72,957

Exhibit 17: Centre's Capex plans vs progress for FY20-25 according to NIP



PM Gati Shakti: Economic Corridors

In a major push to transform India's logistics sector, the Ministry of Finance has identified 434 projects under the PM Gati Shakti initiative.

With a budget of Rs 11.17 lakh crore, three economic corridors have been designated to enhance multi-modal connectivity and alleviate congestion in the railway network. The objective is to develop multi-modal logistics facilities under public-private partnership (PPP) mode and reduce logistics costs.

These corridors include:

(i) **energy, mineral, and cement corridors**, 192 projects identified to support India's energy demands and resource transportation

(ii) **port connectivity corridors**, 42 projects to bolster the efficiency of maritime transport, enabling seamless connectivity

(iii) **high traffic density corridors**, 200 projects aim to alleviate congestion and enhance high-traffic routes

68 projects sanctioned: Covering 6,290 km of track with a cost of ₹1.11 lakh crore.

88 projects under appraisal: Spanning 10,603 km, valued at ₹2.25 lakh crore, currently undergoing inter-ministerial consultations.

Dedicated Freight Corridors (DFCs): Transforming Freight Logistics

The Dedicated Freight Corridors (DFCs) in India are a transformative initiative aimed at enhancing the efficiency and capacity of freight transportation. Managed by the Dedicated Freight Corridor Corporation of India Limited (DFCCIL), these corridors are designed to separate freight traffic from passenger traffic on high-density routes, thereby improving operational efficiency and reducing costs.

Corridor	Route	Length (Km)	Major Bridges	Road over Bridges	Road under Bridges	Rail-over-rail Flyover
Eastern Dedicated Freight Corridor (EDFC)	Sonnagar (Bihar) to Sahnewal (Punjab)	1,337	209	120	205	23
Western Dedicated Freight Corridor (WDFC)	JNPT (Mumbai) to Dadri (UP)	1,506	335	102	335	26

Exhibit 18: Major details of EDFC & WDFC as of FY24 DFCCIL annual report

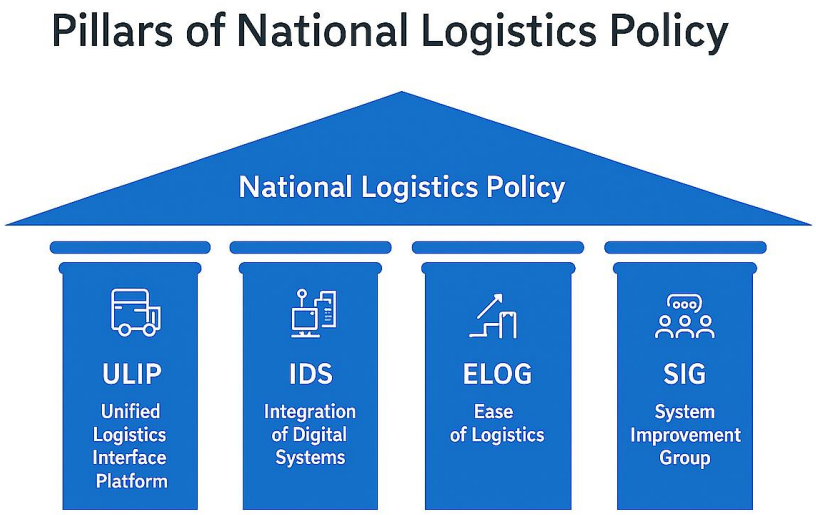
For more detail on DFCs, refer to our report on The Great Indian Railways.

Digital and Tax Reforms: The Great Formalizers

Working in concert with the infrastructure build-out are powerful digital and tax reforms that are forcing the industry to formalize.

The National Logistics Policy (NLP) 2022: Soft Infrastructure

Launched in September 2022, the NLP serves as the master strategic document, providing the overarching vision and concrete targets for the sector. Its primary objectives are to lower logistics costs and to secure a position for India among the top 25 countries in the World Bank's LPI. The policy's true power lies in its execution framework, built upon four digital pillars that constitute the nation's new "soft infrastructure":



- **Integration of Digital System (IDS):** Seamlessly integrates digital platforms across seven key departments including road, railways to enable unified data access and coordination.

- **Unified Logistics Interface Platform (ULIP):** Enables real-time, secure data exchange and faster cargo movement using the NICDC Logistics Data Bank. Crossed 100 crore API transactions in March 2025- a milestone that highlights the sector's rapid digital transformation.

- **Ease of Logistics (E-Logs):** Dedicated digital portal serving as a grievance redressal mechanism, allowing industry stakeholders to report and resolve operational issues, thereby enhancing transparency and accountability.

- **System Improvement Group (SIG):** A high-level monitoring body, the SIG is tasked with overseeing the implementation of logistics-related projects to ensure they remain on schedule and achieve their intended objectives.

GST & Digital Infrastructure: Creating a National Marketplace

Exhibit 19: Amrit Kaal phase 1 (GST & Digital Infrastructure)

Since its implementation in 2017, GST has streamlined goods movement by removing interstate checkpoints, reducing transit delays, and simplifying taxes. It has improved transport time by over 33%, enhanced logistics productivity, and created a unified national market enabling seamless trade across India.

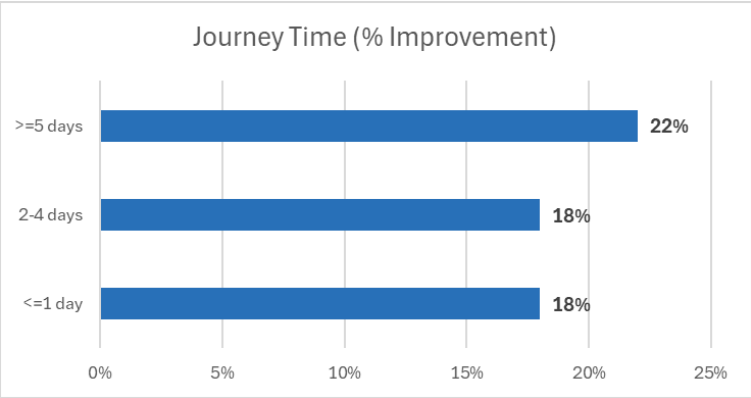


Exhibit 20: Removal of state-level VAT check posts, post GST implementation resulted in 18-20% improvement in truck turn-around time, ICRA

E-waybill System

The e-Way Bill, introduced under GST, is a digital document that simplifies interstate goods movement while reducing paperwork, improving transparency, and curbing tax evasion. Mandatory for consignments over Rs 50,000, it enhances compliance and boosts logistics efficiency across India.

The Structural Shift– From Unorganized to Organized

The confluence of policy and infrastructure development is actively fueling a structural shift in the logistics sector's composition. The government's strategy can be understood as a coordinated, multi-pronged assault on inefficiency.

The hard infrastructure push, led by the DFCs, creates a superior, faster, and more cost-effective alternative to road transport, establishing a powerful economic "pull" towards rail.

Simultaneously, the digital and tax reforms, led by GST and the E-waybill, act as a "push" by increasing the compliance burden and eliminating the tax arbitrage that sustained the fragmented, unorganized road transport sector. An unorganized operator can no longer compete based on tax evasion.

This dual pressure creates an inescapable momentum towards modal shift and a flight to quality, directly benefiting organized, compliant, and technologically advanced logistics players.

Parameter	Unorganized Sector	Organized Sector
Scale of Operations	Fragmented; typically, 2-5 trucks, small local warehouses.	Scaled; large fleets, national network of large-format warehouses.
Technology Adoption	Minimal to none; reliance on manual processes and phone calls.	High; ERP, Transport & Warehouse management system, GPS tracking, for optimization.
Access to Capital	Limited; reliant on informal credit, unable to fund large capex.	Strong; access to public markets, private equity, institutional debt.
Compliance	Historically low; business models often relied on tax arbitrage.	High; fully compliant with GST, E-waybill, and other regulations.
Service Offering	Basic point-to-point transport, rudimentary storage.	Integrated solutions: Multimodal, 3PL, contract logistics, cold chain, express delivery.

Future Outlook	Facing existential threat from compliance costs and inability to compete on efficiency.	Positioned for market share capture, margin expansion, and long-term growth.

Exhibit 21: Organized vs. Unorganized Logistics - Structural Contrasts and Future Outlook

As organized companies gain scale, their access to capital markets improves, allowing them to invest further in technology and modern infrastructure like Grade-A warehouses and MMLPs. This enhanced capability enables them to offer more sophisticated, integrated, and value-added services- such as end-to-end supply chain management, inventory optimization, and specialized cold chain solutions- which command higher margins than basic freight transportation.

The higher profitability, in turn, generates more capital for further investment and expansion, accelerating the consolidation of the market and widening the competitive moat against the unorganized sector. This dynamic is crucial for investors, as it points not just to top-line growth but to a clear path for sustained margin expansion for the sector's leaders.

The Indian Logistics Current Landscape

The Logistics industry of India is highly fragmented with presence of several small, unorganised players constituting 80% of the overall market. We identified 110 listed players as follows:

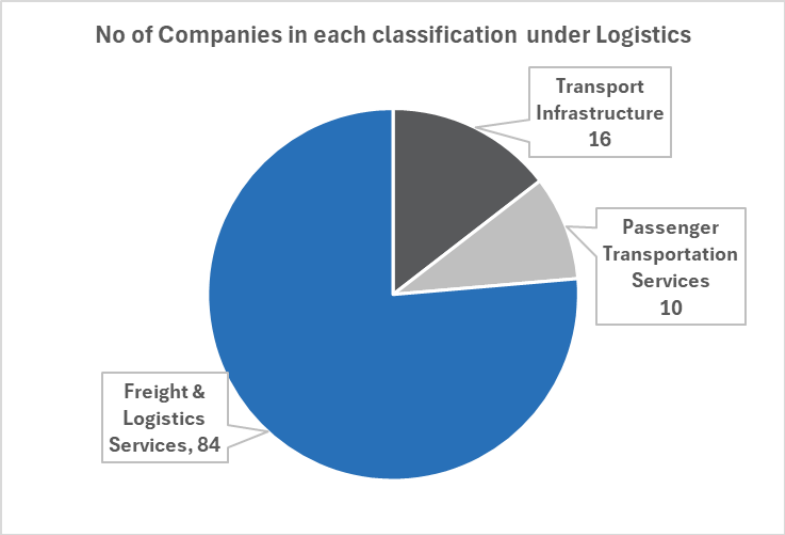
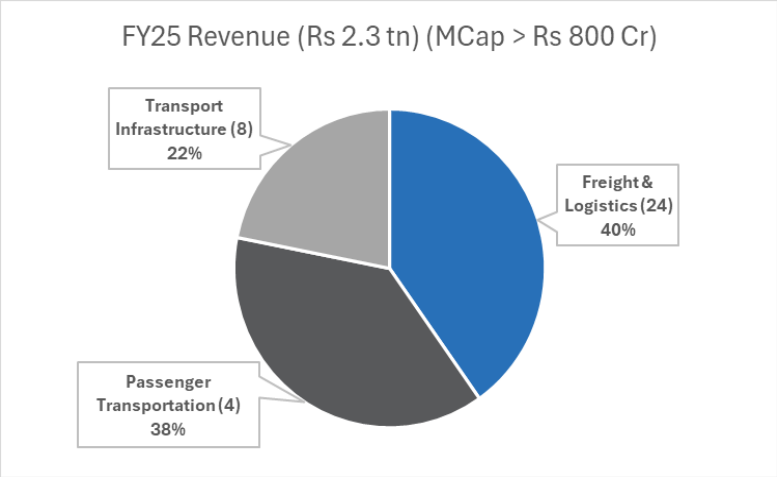


Exhibit 22: Classification of logistics universe companies, OmniScience Insights Labs

Logistics Classification	# Companies	Mcap (Rs Cr)	% of Total Mcap
Freight & Logistics Services	84	2,11,811	23%
Passenger Transportation Services	10	2,39,308	26%
Transport Infrastructure	16	4,84,058	52%
Overall Ecosystem	**110**	**9,35,176**	**100%**

Exhibit 23: Logistics ecosystem profile, OmniScience Insights Labs



From the above ecosystem, we have identified a set of 36 companies which are above Market Cap of Rs 800 Cr and provides a diversified set of universe to choose from, to benefit from this multi-decadal shift.

Exhibit 24: Logistics sector revenue breakup with Mcap > Rs 800 Cr

Revenue numbers of the 36 companies with market cap above Rs 800 crore, has demonstrated robust revenue growth over the past six years. Total revenue has expanded from Rs 1.12 lakh crore in FY2019 to Rs 2.29 lakh crore in FY2025, reflecting an impressive 6-year CAGR of 12.6% and a 5-year CAGR of 11.6%.

Note: Since the dataset includes IndiGo, whose revenues are largely passenger-driven, we also reviewed the trend excluding it. In that case, revenues rose from Rs 83,867 crore in FY2019 to Rs 1,48,603 crore in FY2025, with a 6-year CAGR of 10.0% and 5-year CAGR of 9.0%.

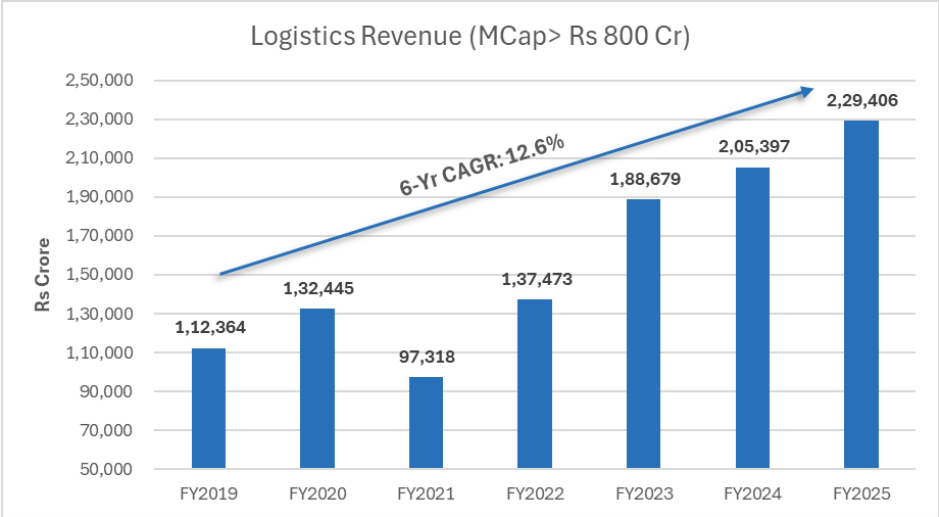


Exhibit 25: Revenue growth trend of logistics companies with Mcap > Rs 800 Cr
Source: OmniScience Insights Labs

Logistics Champions: Case Study

ABC Ltd: A leading multimodal logistics operator

The company provides integrated intermodal logistics through rail and road transport, container handling, bonded and cold-chain warehousing, and value-added services, supported by its own rail rakes and trailer fleet.

Strategic, rail-linked footprint: Multiple ICDs and five Container Freight Stations located at key EXIM hubs, creating a hub-and-spoke network that shortens transit and supports modal shift from road to rail.

Asset and scale advantage: 34 train sets- 21 owned + 13 leased, 560+ trailers, 20 hydra cranes, 68 forklifts and >13.5 lakh TEU installed container capacity across ICDs/CFSs that enable higher throughput and operational control. 1,62,000 sq. mt. warehousing capacity.

- Combination of location, owned rolling stock and multimodal capability positions it to capture increased containerization as DFC segments commission and rail share grows - a structural play on modal shift and EXIM throughput expansion.

Summary

India's logistics sector is at the threshold of a multi-decade super-cycle, powered by three converging forces- record infrastructure investment, sweeping policy reforms, and an irreversible shift from unorganised to organised players. Government initiatives such as the National Infrastructure Pipeline, PM Gati Shakti, Dedicated Freight Corridors, and the National Logistics Policy are directly addressing inefficiencies, while digital platforms like ULIP and GST are formalising a fragmented industry where nearly 80% remains unorganised today.

OmniScience projects the industry to triple in size from Rs 40 trillion in 2024 to ~Rs 120 trillion by 2035, with the organised segment expanding even faster at a 12.3% CAGR to account for up to 60% of the market by then. This transformation represents one of the most compelling long-term investment themes in India's growth story. From multimodal logistics parks and warehousing to rail freight, cold chain, and 3PL, the sector is evolving from a cost burden into a strategic growth vector- anchoring India's journey toward a $10 trillion economy and offering a durable runway of opportunities for investors.

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