

Listing Compliance and Legal Regulatory BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001 BSE Scrip Code: 532749	Listing and Compliance National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 NSE Symbol: ALLCARGO
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August 14, 2021

Dear Sirs,

Sub: Investors' Earnings Presentation

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), read with Part A of Schedule III of the Listing Regulations, we are attaching herewith the Investors' Earnings Presentation for the quarter ended June 30, 2021.

Pursuant to Regulation 46(2)(o) of the Listing Regulations, the aforesaid information is also available on the website of the Company i.e. www.allcargologistics.com.

Thanking you,
Yours faithfully,
For **Allcargo Logistics Limited**



Devanand Mojidra
Company Secretary & Compliance Officer



all cargo  logistics ltd.
Ingenuity In Motion

EARNINGS PRESENTATION
Q1-FY22

ALLCARGO: END-TO-END INTEGRATED LOGISTICS SOLUTIONS EXPERT

India's largest private sector integrated multinational logistics conglomerate offering end-to-end ocean, air and door to door logistics solutions including freight-forwarding, container freight stations (CFS), inland container depots (ICD), express logistics, logistics parks, project cargo and supply chain management.



Multimodal Transport Operations (MTO)

Strong Global Play

Market Leadership in LCL through complex hub and spoke network

Operates 4,000 port pairs and 2,400 direct trade lanes

Unlocking next stage of growth through - FCL, Air and Door-to-Door

Container Freight Stations & ICD

Leading Pan India Player

4 CFS at JNPT, Chennai, Mundra and Kolkata & 1 ICD at Dadri

Total handling capacity of over 1 Mn TEUs (asset light facilities)

One of the largest CFS operators

Express Logistics

Express Solutions

Solutions for time bound, door to door, high value, critical shipments

Pan-India coverage, 99% of the GoI approved Pincodes

Customised Supply Chain solutions to consumer industries

Contract Logistics

Supply Chain Management

Offers 3PL - Logistics, Warehousing and other value added services

Area under management ~4 mn sq.ft. across 45 locations

Indian and International clients in chemicals, pharma, auto, e-com etc.

Others Businesses

Diversified Presence

Logistics Parks providing customized sector specific Grade A warehouses

Projects division moving ODC cargo aiding infrastructure creation.

Own & operate crane, trailers and other equipments

Market Leadership

Established leadership in LCL and CFS business;
Regaining leadership in B2B surface Express



Strong Cash Flows

Positive Operating Cash flows over the past ten years



Focus on Growth

Strategic initiatives to focus on high growth segments such as contract logistics and express logistics



Consistent Dividend Record

25% Dividend Payout track record



Strong Management

Average management age of ~38-40, and investing in young talent to have the right balance



High RoCE and low Debt/Equity

Focus on asset-light high RoCE businesses.
Net Debt to Equity at 0.5x



Digitally Enabled

Driving ease of doing business for customers through digital initiatives



Proven track record in Acquisition, Integration & Turnaround

Providing scale and turnaround to acquisitions, driving value & leveraging synergies



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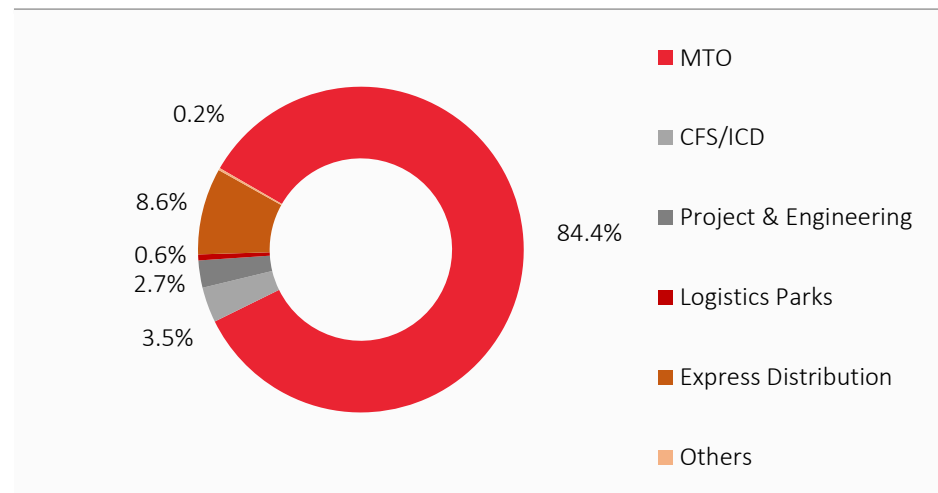


Q1-FY22
EARNINGS OVERVIEW

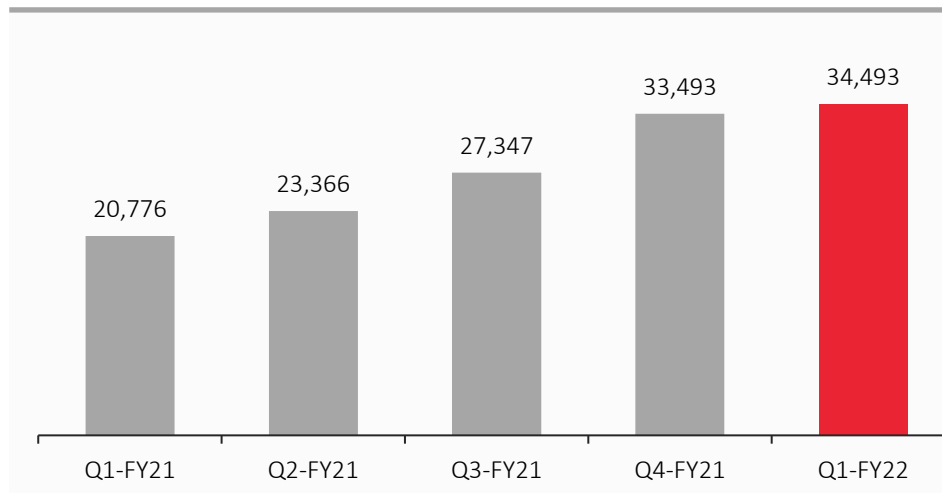
Consolidated Q1-FY22 Financial Performance

INR 34,493 Mn Revenue from Operations	INR 2,175 Mn EBITDA*	6.31% EBITDA Margins
INR 1,058 Mn Net Profit	3.07% PAT Margins	INR 1,229 Mn Total Comprehensive Income
	INR 4.77/Share Diluted EPS	

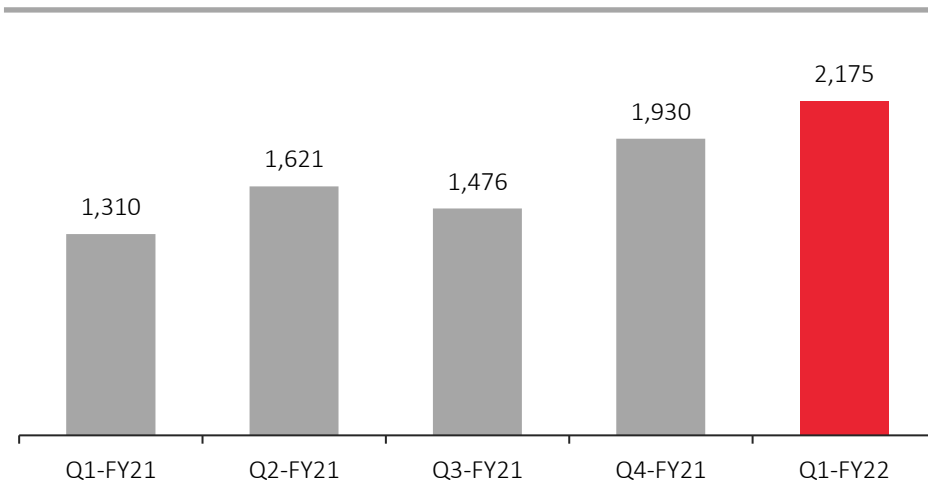
Consolidated Q1-FY22 Segmental Revenue



Consolidated Revenue Trend (INR Mn)



Consolidated EBITDA* Trend (INR Mn)



* excluding other income

Q1-FY22 CONSOLIDATED INCOME STATEMENT

Particulars (INR Mn)	Q1-FY22	Q1-FY21	Y-o-Y	Q4-FY21	Q-o-Q
Revenue from Operations	34,493	20,776	66.0%	33,493	3.0%
Expenses	32,318	19,466	66.0%	31,563	2.4%
EBITDA	2,175	1,310	66.0%	1,930	12.7%
EBITDA Margin (%)	6.31%	6.31%	NA	5.76%	55bps
Other Income	99	161	(38.5)%	108	(8.3)%
Finance cost	281	385	(27.0)%	320	(12.2)%
Depreciation and amortisation expenses	741	727	1.9%	855	(13.3)%
PBT before associates & joint ventures	1,252	359	248.7%	863	45.1%
Share of profit from associates and joint ventures	88	6	NA	104	(15.4)%
Exceptional items	448	(35)	NA	(812)	NA
Profit before tax	1,788	330	NA	155	NA
Tax expense	730	32	NA	96	NA
PAT	1,058	298	255.0%	59	NA
PAT Margin (%)	3.07%	1.43%	164bps	0.18%	289bps
Other Comprehensive income	171	140	22.1%	(154)	NA
Total Comprehensive income	1,229	438	180.6%	(95)	NA
Diluted EPS (INR)	4.77	1.95	144.6%	2.19	117.8%

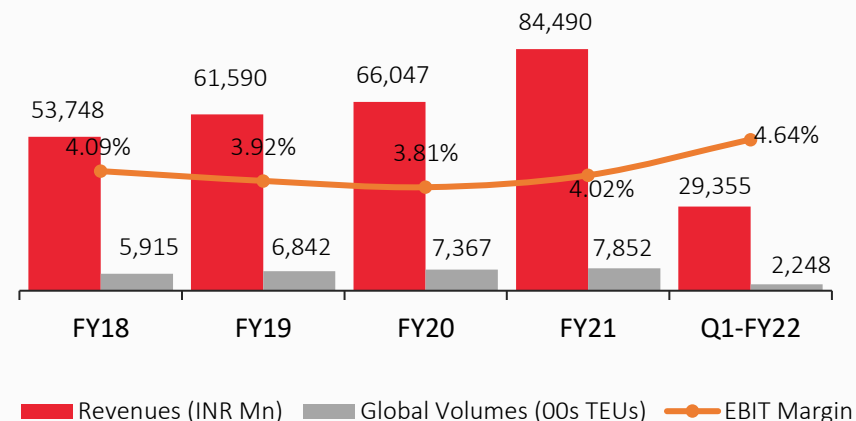


SEGMENTAL FINANCIAL
OVERVIEW

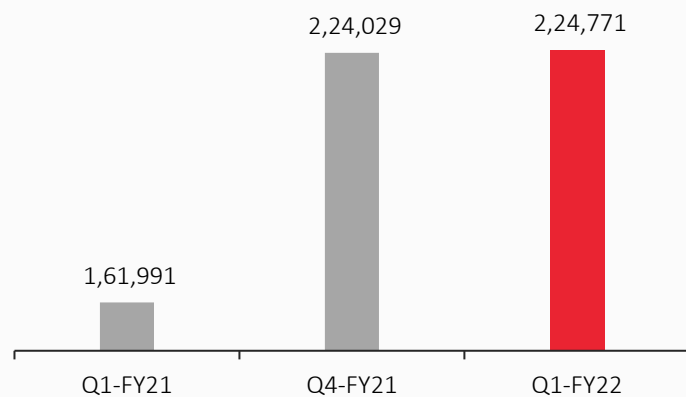
Key Operational Highlights in MTO for Q1-FY22

- Business witnessed sustained growth on the back of volume expansion and transformation initiatives in favorable market conditions.
- ECU360 continues to gain traction and is increasing share in overall bookings facilitating customers through digital interface.
- Segment annualized ROCE at its highest levels of +35%

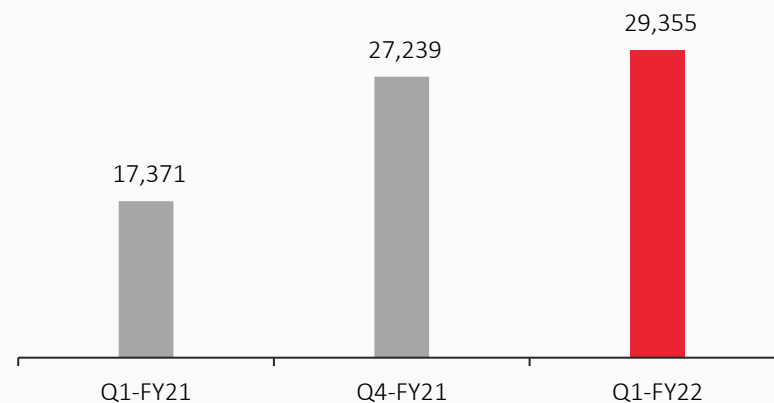
Segment Financials



Quarterly Volumes (TEUs)



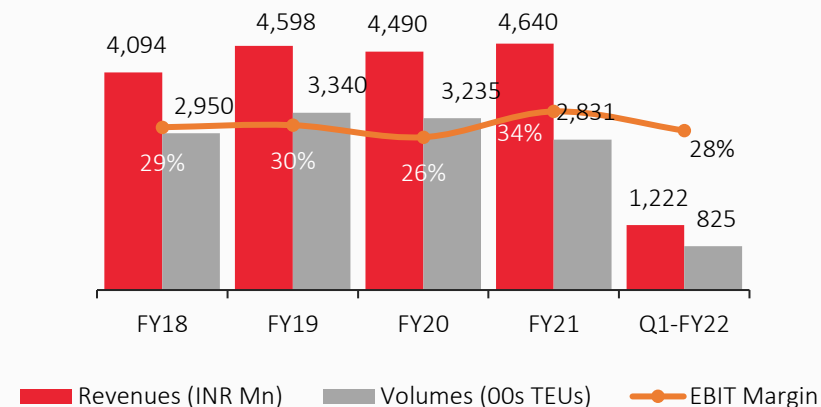
Quarterly Revenues (INR Mn)



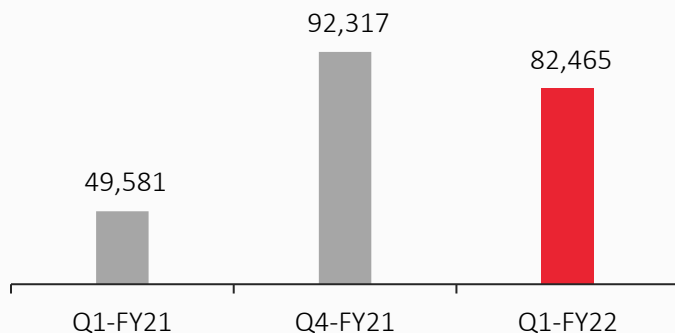
Key Operational Highlights for Q1-FY22

- Post registering strong growth in Q4, Indian port volumes tapered in Q1. Volumes were largely hit by second wave led lockdowns in certain operated cities.
- Despite lockdown, business division delivered strong performance despite the challenging economic scenario.
- CFS infrastructure played a big role in decongesting ports in crucial times during pandemic and helped India's exports and imports grow without constraints.
- Segment annualized ROCE stood at +34%.

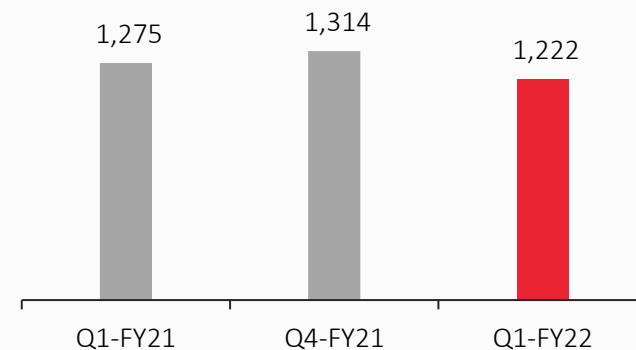
Segment Financials



Quarterly Volumes (TEUs)



Quarterly Revenues (INR Mn)

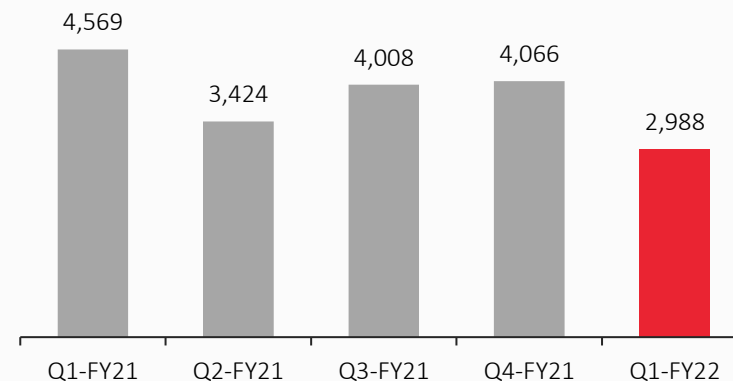


EXPRESS & CONTRACT LOGISTICS

Key Operational Highlights for Q1-FY22

- Express logistics operations under Gati have been impacted by the lockdowns imposed in different regions. Business now returning to normalcy at a faster pace.
- Contract logistics business under ACCI continues to demonstrate resilience with revenue and profit showing significant growth. The business is under ACCI, where Allcargo owns near 61% shareholding.
- Manages warehousing space of nearly 5 mn sq. ft.

Segment Financials (INR MN)

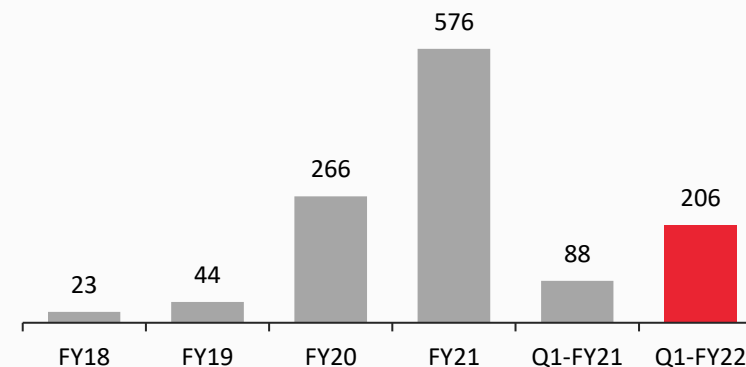


LOGISTICS PARKS

Key Operational Highlights for Q1-FY22

- Logistics parks continues to operate on annuity income. Lease income from warehouses continues to rise and the trend will continue as more space gets ready and leased.
- The company's transaction with Blackstone will reduce its shareholding to a strategic minority holding of 10%. The transaction has seen delays due to Covid-impact on getting certain approvals, however the work is in progress now.

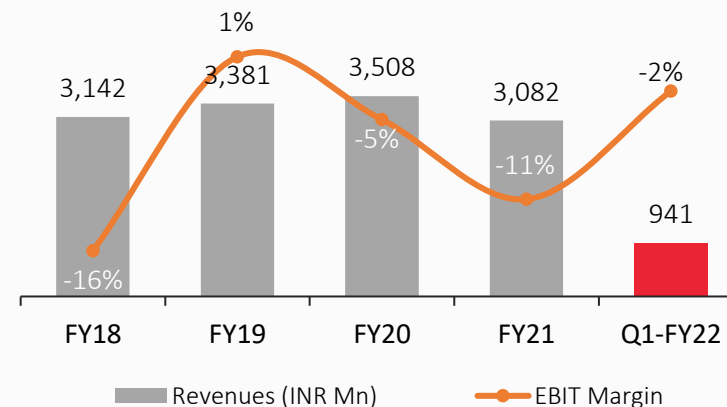
Segment Financials (INR MN)



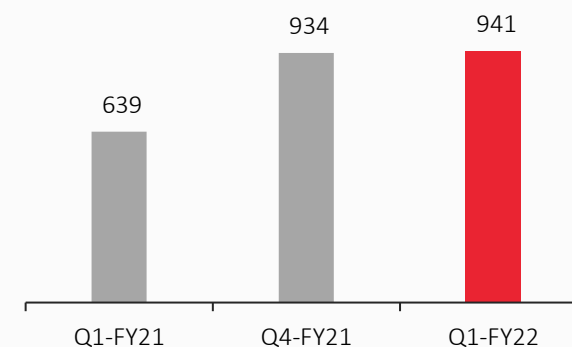
Key Operational Highlights for Q1-FY22

- Project Logistics maintains its order book at Rs 1.8 bn at the end of Q1FY22. The focus on infrastructure growth and development of new metro and renewable power projects is likely to provide good opportunity in future.
- Crane utilization has steadily improved from 42% in Q1FY21 to currently nearing 75% utilization levels. The segment continues its efforts on monetizing older and low yield assets and focus on narrowing its losses.
- ROCE remains low due to significant depreciation on equipment.

Segment Financials



Quarterly Revenues (INR Mn)





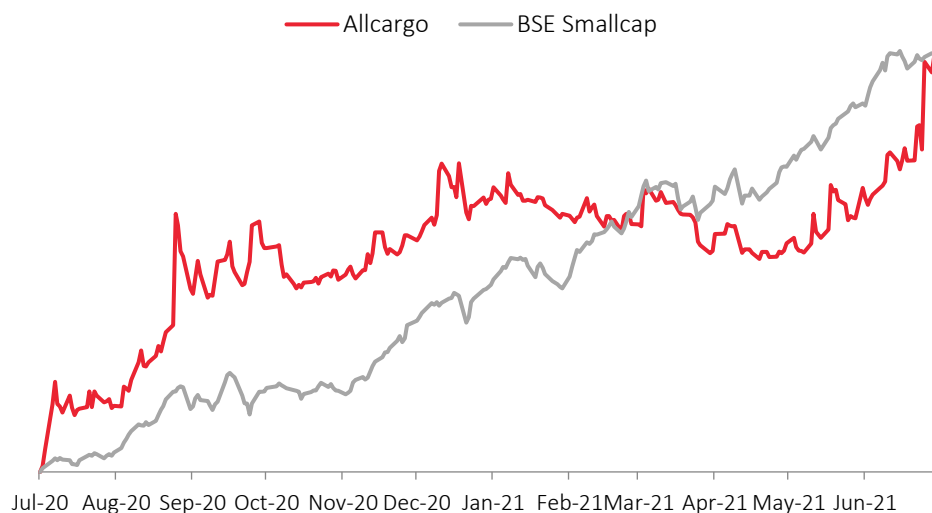
HISTORICAL FINANCIAL OVERVIEW

HISTORICAL CONSOLIDATED INCOME STATEMENT

Particulars (INR Mn)	FY19	FY20	FY21	Q1-FY22
Revenue from Operations	68,949	73,462	1,04,981	34,493
Expenses	64,464	68,428	98,643	32,318
EBITDA	4,485	5,034	6,338	2,175
EBITDA Margin (%)	6.50%	6.85%	6.04%	6.31%
Other Income	338	413	553	99
Finance cost	295	685	1,356	281
Depreciation and amortisation expenses	1,559	2,316	3,061	741
PBT before associates, joint ventures	2,969	2,446	2,474	1,252
Share of profit from associates and joint ventures	52	61	170	88
Exceptional Items	-	547	(1,053)	448
Profit before tax	3,021	3,054	1,591	1,788
Tax expense	542	711	640	730
PAT	2,479	2,343	951	1,058
PAT Margin (%)	3.60%	3.19%	0.91%	3.07%
Other Comprehensive income	(127)	353	36	171
Total Comprehensive income	2,352	2,696	987	1,229
Diluted EPS (INR)	9.85	9.08	7.04	4.77

CONSOLIDATED BALANCE SHEET

Equity and Liabilities (INR Mn)	FY19	FY20	FY21	Assets (INR Mn)	FY19	FY20	FY21
Equity				Non Current Assets			
Equity share capital	491	491	491	Plant, Property & Equipment (net)	11,368	12,099	15,614
Other equity	19,497	20,966	22,344	Right use of assets	-	2,026	3,059
Equity attributable to equity holders of the parent	19,988	21,457	22,835	Capital Work in Progress	1,645	2,690	1,679
Non-controlling interest	207	266	3,314	Investment Property (net)	444	326	320
Total Equity	20,195	21,723	26,149	Goodwill on Consolidation	2,850	3,365	5,664
Non-current liabilities				Total Intangible assets (net)	1,305	1,864	5,334
Financial liabilities				Intangible Assets under Development	6	3	3
Lease Liability	-	1,437	2,514	Investments in joint ventures and associates	2,137	4,134	2,534
Borrowings	3,781	7,967	7,167	Investments	6	893	395
Other financial liabilities	258	249	320	Loans	324	492	986
Long term provisions	23	25	25	Other financial assets	121	118	165
Net employment defined benefit liabilities	7	7	123	Deferred tax assets (net)	1,097	1,220	1,921
Deferred tax liability (net)	15	128	1,471	Income tax assets (net)	236	187	1,053
Other non-current liabilities	72	70	90	Other non-current assets	890	847	720
Total Non-current liabilities	4,156	9,883	11,710	Total Non-Current Assets	22,429	30,264	39,447
Current Liabilities				Current Assets			
Financial liabilities				Inventories	89	78	97
Lease Liability	-	617	603	Investments	251	70	311
Borrowings	1,189	4,395	6,912	Loans	420	570	668
Trade payables	6,990	8,527	13,889	Trade receivables	9,421	11,501	21,757
Other payables	925	654	1,420	Cash and cash equivalents	1,895	2,493	3,068
Other financial liabilities	1,027	2,185	9,446	Other bank balances	511	587	744
Net employment defined benefit liabilities	414	432	534	Other financial assets	665	2,798	4,231
Other current liabilities	4,096	4,526	2,978	Income tax assets (net)	120	130	128
Income tax liabilities (net)	166	195	961	Other current assets	3,219	4,646	2,476
Total Current liabilities	14,807	21,531	36,743	Assets classified as held for sale	138	-	1,675
Total equity and liabilities	39,158	53,137	74,602	Total Current Assets	16,729	22,873	35,155
				Total Assets	39,158	53,137	74,602



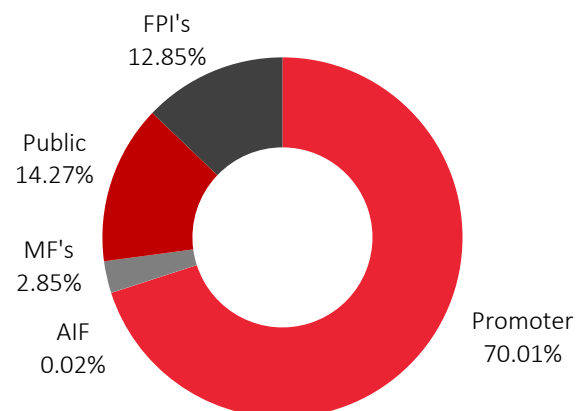
Price Data (As on 30th June 2021)

Face value (INR)	2.00
Market Price (INR)	159.7
52 Week H/L (INR)	167.5 / 78.45
Market Cap (INR Mn)	39,237.58
Equity Shares Outstanding (Mn)	245.7
1 Year Avg. trading volume ('000)	625.0

Institutional Holding

Acacia	8.20%
SBI Mutual Fund	2.23%
Singapore Government Pension Fund Global	1.99%
Ellipsis Partners LLC	1.20%

Shareholding Structure (As on 30th June, 2021)



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