

| | |
|--|--|
| 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 |
|--|--|

May 23, 2019

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 and year ended March 31, 2019.

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

B.D. Shah.

Bhavika Shah
Compliance Officer



Encl: a/a

Z:\Allcargo Secured\A01\Allcargo Logistics Limited\FY2018-19\Stock Exchange Compliances\Reg 30 Outcome of Board Meeting\Clockwork of Earnings\1) Analyst Meet\35) Investor Earning Presentation\22.05.2019



TOGETHER TO SILVER.
TOGETHER TO GOLD.

Allcargo Logistics Limited, The Avvashya House, CST Road, Santacruz (E), Mumbai - 400 098.
T: +91 22 6679 8100 | info@allcargologistics.com | www.allcargologistics.com
CIN: L63010MH2004PLC073508 | GSTN: 27AACCA2894D1Z5



EARNINGS
PRESENTATION
Q4-FY19 / FY19

all cargo logistics Ltd.
Ingenuity In Motion

Overview

- Allcargo Logistics was incorporated in 1993 by the Chairman Mr. Shashi Kiran Shetty.
- Headquartered in Mumbai, Allcargo is the largest private sector integrated multinational logistics company in India.
- The company was listed on both the BSE & NSE in June 2006 and has a current market cap of ~INR 28,144 Mn as on 31st March, 2019.
- Well capitalized & diversified business spread across geographies.
- Strong management team with experienced industry professionals of over 4,500.



Only integrated multinational logistics company in India



Global Leader in Less than Container Load Consolidation segment of Multimodal Logistics



Strong network of over 300 offices in more than 160 countries



India's largest and widest CFS/ICD network



Only CFS player in India with presence at key ports which handle ~80% of the total container traffic in India



Strategic first mover in development of Multimodal Logistic Parks in Haryana, Hyderabad, Bangalore and Nagpur



Leading Project and Engineering solutions provider and vessel owner in bulk coastal shipping



Among very few Indian companies specializing in contract logistics, segment with significant growth opportunities



Strong management team with experienced industry professionals

Allcargo has a diversified presence across multiple logistics sectors including ocean & airfreight-forwarding, container freight stations (CFS), inland container depots (ICD), project cargo, equipment rental, coastal shipping, Logistics Park and supply chain management.

Business Verticals

Multimodal Transport Operations (MTO)

FY19 Revenue Share **88%**



- In Multimodal Transport Operations its services include Non Vessel Owning Common Carrier (NVOCC) operations related to Less than Container Load (LCL) consolidation and Full Container Load forwarding activities in India and across the world
- Global leader in neutral Less-than-Container- Load (LCL) segment for ocean cargo across 4,000 port pairs across the globe
- Global brand – ‘ECU Worldwide’ with presence in 160 plus countries
- Diversified customer base with an asset-light business model
- Presence in Full Container Load (FCL)

Container Freight Stations (CFS) FY19

Revenue Share **7%**



- The company’s Container Freight Stations (CFS) segment operations cater to the handling of import and export cargo, custom clearance, warehousing, and other related ancillary logistics services
- One of the largest CFS operators with state of the art facilities at JNPT, Chennai, Mundra and Kolkata (which drives 80% of India’s container traffic)
- ICD at Dadri

Project & Engineering Solutions (P&E)

FY19 Revenue Share **5%**



- Allcargo is also one of the pioneers and leaders in Project & Engineering services offering integrated end-to-end logistics services including transportation of over-dimensional & over-weight cargo, on-site lifting & shifting, equipment leasing and coastal shipping
- Diverse fleet of equipment for building & creating infrastructure
- Presence in Coastal Shipping through 2 owned ships

Logistics Parks



- Allcargo will build state-of-the-art strategically located logistics parks across India.
- As part of the logistics park offering, build a nationwide warehousing footprint of 5 million sq. ft. by 2021 through strong connectivity to industrial hubs and transport routes.

Supply Chain Management

Consolidated at the PAT level as an associate company



- Allcargo is one of the predominant players in the supply chain segment through its majority equity shareholding in Avvashya CCI
- Includes designing and planning supply chains, warehousing, transporting & managing inventory for key clients in Chemicals, Auto & Engineering, Pharma, Fashion & Retail (including e-commerce) sectors
- Network of warehouses across 45 locations in India with > 3.5 Mn square feet built-up warehouse space and ~97% current warehouse utilization.

M
T
O

- Strong network of over 300 offices in more than 160 countries
- All acquisitions in MTO segment have been EPS accretive and cash flow positive from start of integration
- Fixed and committed stuffing and sailing schedules ensuring the quickest turnaround in LCL
- The MTO segment is an Asset-light business with high returns on capital employed
- Domestic consolidation movements connected to ICDS, CFS for export and import
- Dedicated hazardous cargo movement and automated real time shipment status update and online tracking

C
F
S
I
C
D
P
&
E

- One of the largest CFS operators with state of the art facilities at JNPT, Chennai, Mundra and Kolkata (which drives 80% of India's container traffic).
- Total installed capacity of ~ 500,000 TEUs.
- Achieved our targets despite of the changed business scenario post Direct port Delivery (DPD).
- Increased the customer base through deeper market penetration and business excellence.
- No major capex envisaged for existing locations.
- Logistics solutions for complex and critical loads.
- Multi-sectors serviced: Power (thermal, solar, wind and transmission lines), Oil & Gas, Refineries, Cement, Steel, Ports and Infrastructure.
- With the markets turning around and with increased momentum in infrastructure projects, this vertical will be a value generator.

L
P

- Developing existing land bank mapped to the current demand foreseen in Grade A warehouse. Allcargo is in a great spot to get economies of a scale.
- Consumption drive and infrastructure development would boost multi modal logistics parks with capability of serving all types of cargo.
- Logistics parks would have to provide warehousing, contract logistics and first and last mile connectivity.

S
C
M

- The company has a network of warehouses across 45 locations in India
- State-of-the-art facilities that are scalable & customized, with strong IT infrastructure and stringent adherence to compliance
- Geared up to meet the huge demand driven by stabilization of GST and e-commerce drive.

FY19 Consolidated Financials

Consolidated Income
 INR 68,949 Mn

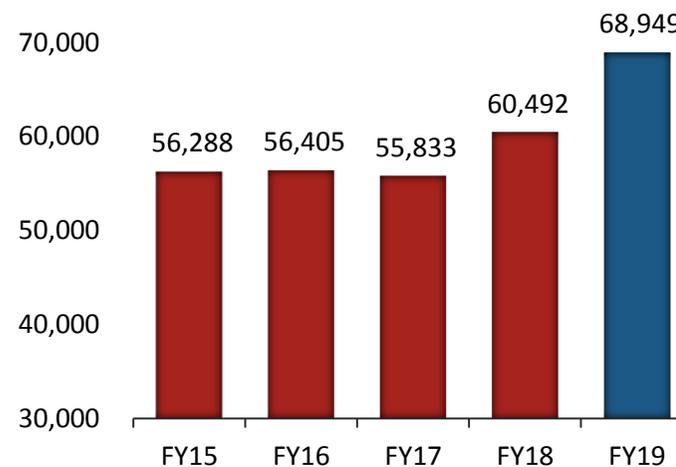
EBITDA
 INR 4,485 Mn

EBITDA Margin
 6.50%

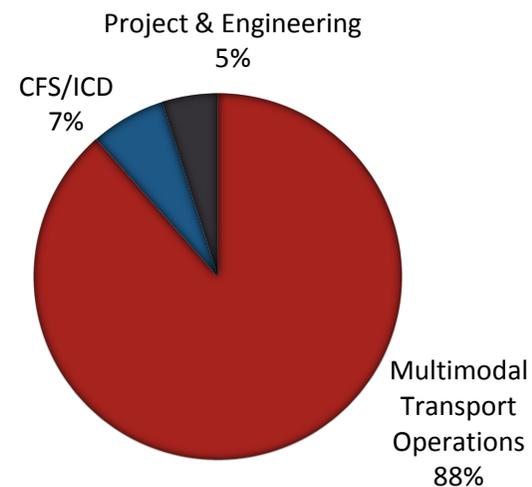
Net Profit
 INR 2,479 Mn

PAT Margin
 3.60 %

Consolidated Revenues



Segmental Revenue FY19





Q4–FY19 / FY19
EARNINGS
OVERVIEW

Q4-FY19 Consolidated Financial Performance:

Revenue from Operations- INR 17,273 Mn

EBITDA - INR 1,071 Mn

EBITDA Margin – 6.20%

Net Profit - INR 802 Mn

PAT Margin – 4.64%

Total Comprehensive Income – INR 701 Mn

Diluted EPS - INR 3.23

FY19 Consolidated Financial Performance:

Revenue from Operations- INR 68,949 Mn

EBITDA - INR 4,485 Mn

EBITDA Margin – 6.50%

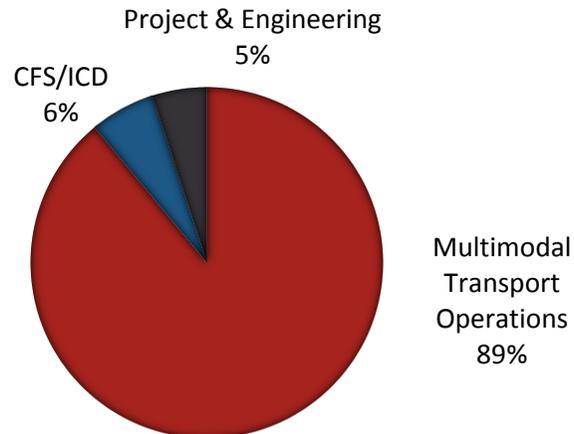
Net Profit - INR 2,479 Mn

PAT Margin – 3.60%

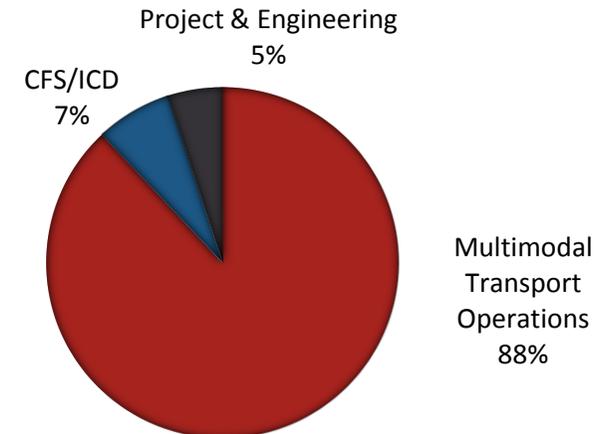
Total Comprehensive Income – INR 2,352 Mn

Diluted EPS - INR 9.85

Consolidated Segmental Revenue Q4-FY19



Consolidated Segmental Revenue FY19



| Particulars (INR Mn) | Q4-FY19 | Q4-FY18 | Y-o-Y | Q3-FY19 | Q-o-Q |
|--|---------------|---------------|----------------|---------------|----------------|
| Revenue from Operations | 17,273 | 15,371 | 12.4% | 18,038 | (4.2)% |
| Expenses | 16,202 | 14,625 | 10.8% | 16,909 | (4.2)% |
| EBITDA | 1,071 | 746 | 43.6% | 1,129 | (5.1)% |
| EBITDA Margin (%) | 6.20% | 4.85% | 135 Bps | 6.26% | (6) Bps |
| Other Income | 108 | 147 | (26.5)% | 140 | (22.9)% |
| Finance cost | 67 | 74 | (9.5)% | 65 | 3.1% |
| Depreciation and amortisation expenses | 361 | 397 | (9.1)% | 398 | (9.3)% |
| PBT before associates, joint ventures | 751 | 422 | 78.0% | 806 | (6.8)% |
| Share of profit from associates and joint ventures | 3 | 7 | (57.1)% | 4 | (25.0)% |
| Exceptional Items | - | (68) | NA | - | NA |
| Profit before tax | 754 | 361 | 108.9% | 810 | (6.9)% |
| Tax expense | (48) | 231 | NA | 306 | NA |
| PAT | 802 | 130 | NA | 504 | 59.1% |
| PAT Margin (%) | 4.64% | 0.85% | 379 Bps | 2.79% | 185 Bps |
| Other Comprehensive income | (101) | 217 | NA | (461) | NA |
| Total Comprehensive income | 701 | 347 | 102.0% | 43 | NA |
| Diluted EPS (INR) | 3.23 | 0.47 | NA | 1.94 | 66.5% |

| Particulars (INR Mn) | FY19 | FY18 | Y-o-Y |
|--|---------------|---------------|---------------|
| Revenue from Operations | 68,949 | 60,492 | 14.0% |
| Expenses | 64,464 | 56,720 | 13.7% |
| EBITDA | 4,485 | 3,772 | 18.9% |
| EBITDA Margin (%) | 6.50% | 6.23% | 27 Bps |
| Other Income | 338 | 391 | (13.6)% |
| Finance cost | 295 | 299 | (1.3)% |
| Depreciation and amortisation expenses | 1,559 | 1,591 | (2.0)% |
| PBT before associates, joint ventures | 2,969 | 2,273 | 30.7% |
| Share of profit from associates and joint ventures | 52 | 48 | 8.3% |
| Exceptional Items | - | (69) | NA |
| Profit before tax | 3,021 | 2,252 | 34.1% |
| Tax expense | 542 | 512 | 5.9% |
| PAT | 2,479 | 1,740 | 42.5% |
| PAT Margin (%) | 3.60% | 2.88% | 72 Bps |
| Other Comprehensive income | (127) | 559 | NA |
| Total Comprehensive income | 2,352 | 2,299 | 2.3% |
| Diluted EPS (INR) | 9.85 | 6.97 | 41.3% |

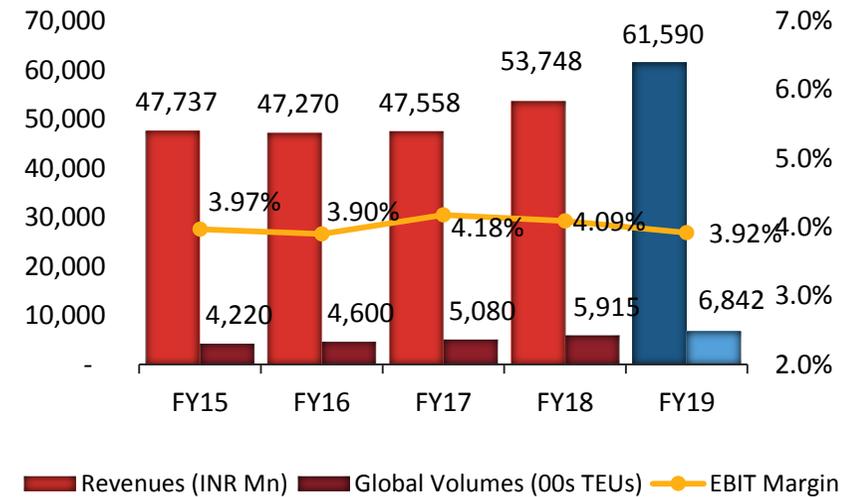


SEGMENTAL
FINANCIAL
OVERVIEW

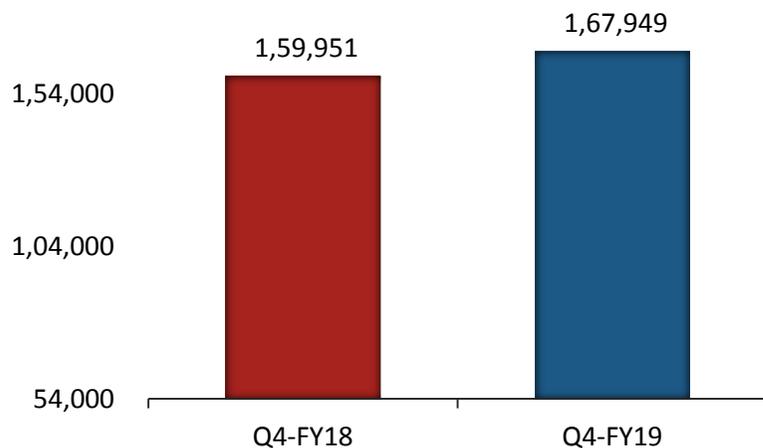
Key Operational Highlights in MTO for Q4-FY19:

- The segment continued gaining global market share.
- Volumes from allied and FCL services continued to grow.
- YoY quarterly growth in volumes is 5%.

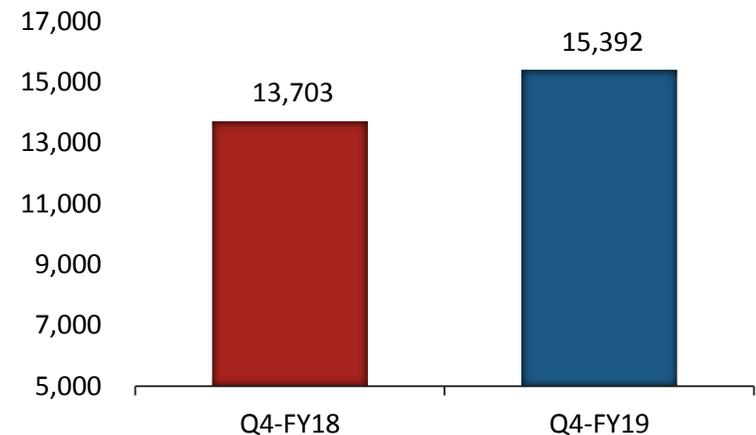
Segment Financials at a Glance



Quarterly Volumes (TEUs)



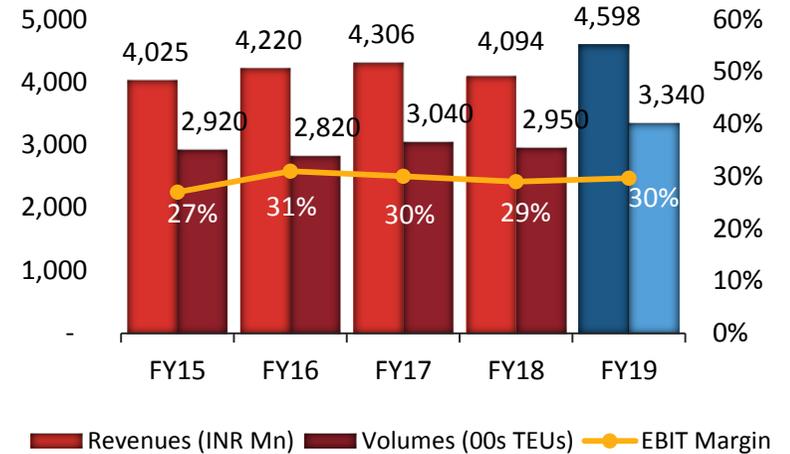
Quarterly Revenues (INR Mn)



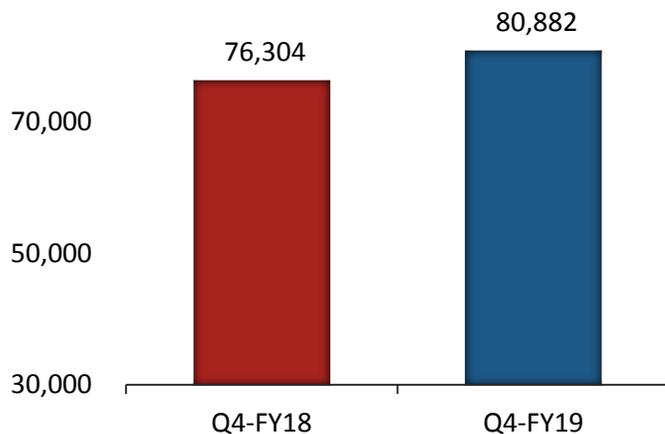
Key Operational Highlights for Q4-FY19:

- The company continue to grow its share in CFS addressable market in various segments.
- YoY Quarterly volumes surged by 6% driven by Kolkata & Chennai operations.

Segment Financials at a Glance

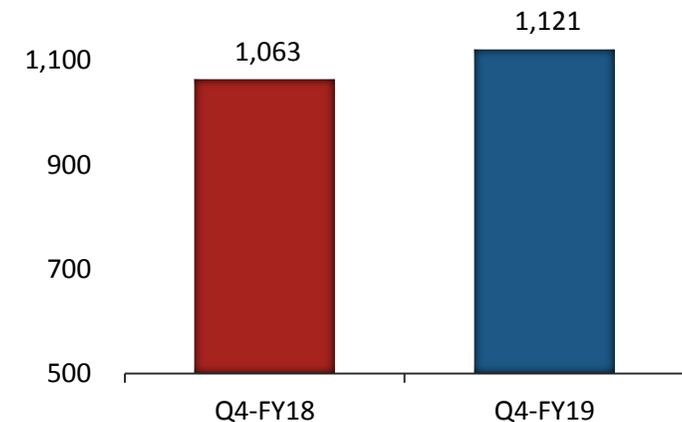


Quarterly Volumes (TEUs)



Volume Numbers : EXCL Dadri

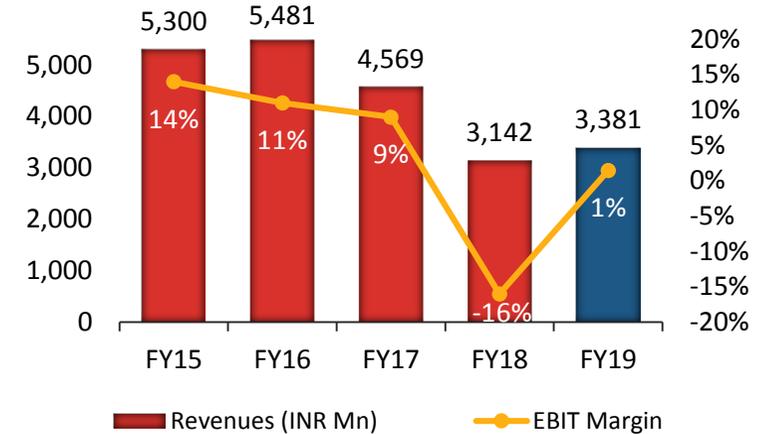
Quarterly Revenues (INR Mn)



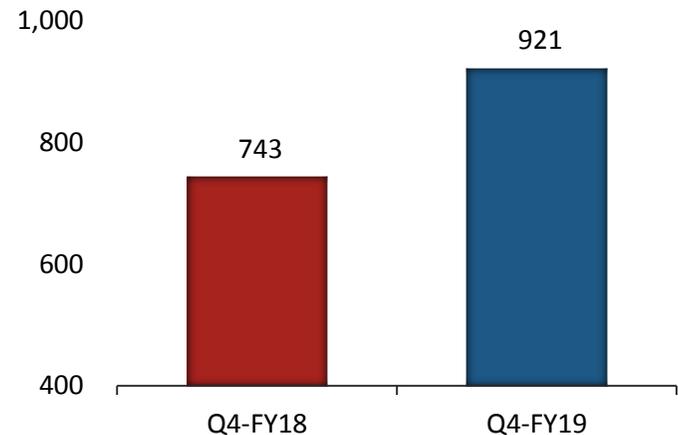
Key Operational Highlights for Q4-FY19:

- Improved utilisation of engineering solutions assets, driven by Wind and Power Sector.
- The current executable order book is around INR 150 Cr+. In project logistics.
- Renewed revival in 8 core sectors- coal, crude oil, natural gas, refinery products, fertilisers, steel, cement and power.
- Project Logistics secured its first Project in Africa and Bangladesh continues to grow.

Segment Financials at a Glance



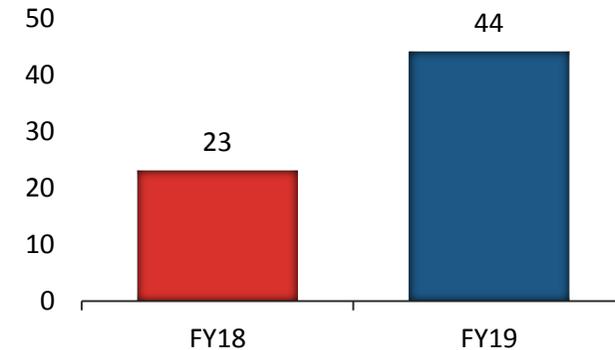
Quarterly Revenues (INR Mn)



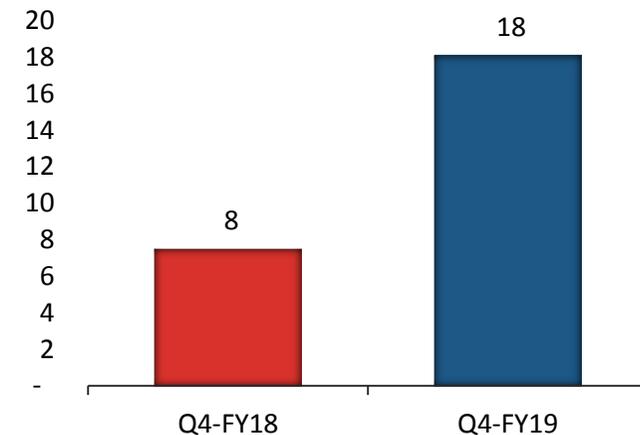
Key Operational Highlights for Q4-FY19:

- The new logistics park segment has become a reportable segment as per Ind AS 108 'Operating Segments' consequent to which, the company has reclassified the amounts reported in the earlier periods.
- The total revenue was at Rs. 2 Crores for the quarter ended March 31, 2019 as against Rs. 0.8 Crores for the corresponding previous period, increased by 150%.
- Allcargo will build state-of-the-art strategically located logistics parks across India.
- As part of the logistics park offering, build a nationwide warehousing footprint of 5 million sq. ft. by 2021 through strong connectivity to industrial hubs and transport routes.
- Key reforms like GST, Make in India initiative and Relaxed FDI norms in various sectors has enabled growth in the warehousing and logistics parks business.
- GST impact on Logistic Park Development:
 - Hub and spoke rule
 - Efficient and larger warehouses
 - Reduced cost to customers
- Investment in FY19 is at Rs. 458 Crores

Segment Financials at a Glance



Quarterly Revenues (INR Mn)



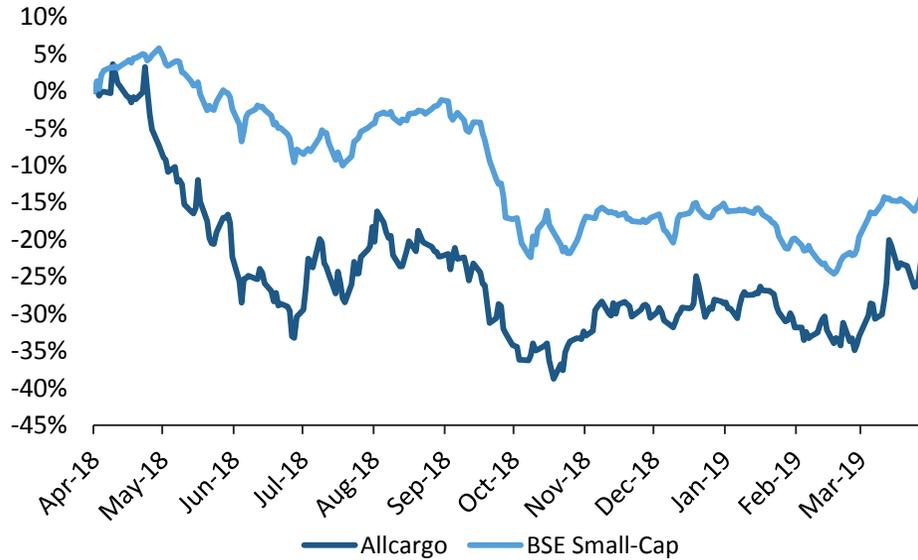


HISTORICAL
FINANCIAL
OVERVIEW

| Particulars (INR Mn) | FY15 | FY16 | FY17 | FY18 | FY19 |
|--|---------------|---------------|---------------|---------------|---------------|
| Revenue from Operations | 56,288 | 56,405 | 55,833 | 60,492 | 68,949 |
| Expenses | 51,534 | 51,366 | 51,184 | 56,720 | 64,464 |
| EBITDA | 4,754 | 5,039 | 4,649 | 3,772 | 4,485 |
| EBITDA Margin (%) | 8.45% | 8.93% | 8.33% | 6.23% | 6.50% |
| Other Income | 526 | 280 | 453 | 391 | 338 |
| Finance cost | 535 | 408 | 324 | 299 | 295 |
| Depreciation and amortisation expenses | 1,574 | 2,006 | 1,662 | 1,591 | 1,559 |
| PBT before associates, joint ventures | 3,171 | 2,905 | 3,116 | 2,273 | 2,969 |
| Share of profit from associates and joint ventures | - | 70 | 38 | 48 | 52 |
| Exceptional Items | - | - | - | (69) | - |
| Profit before tax | 3,171 | 2,974 | 3,154 | 2,252 | 3,021 |
| Tax expense | 700 | 498 | 776 | 512 | 542 |
| PAT | 2,491 | 2,476 | 2,378 | 1,740 | 2,479 |
| PAT Margin (%) | 4.43% | 4.39% | 4.26% | 2.88% | 3.60% |
| Other Comprehensive income | - | 294 | (598) | 559 | (127) |
| Total Comprehensive income | 2,491 | 2,770 | 1,780 | 2,299 | 2,352 |
| Diluted EPS (INR) | 9.52 | 9.52 | 9.25 | 6.97 | 9.85 |

| Equity and Liabilities (INR Mn) | FY18 | FY19 | Assets (INR Mn) | FY18 | FY19 |
|--|---------------|---------------|--|---------------|---------------|
| Equity | | | Non Current Assets | | |
| Equity share capital | 491 | 491 | Plant, Property & Equipment (net) | 10,878 | 11,368 |
| Other equity | 19,152 | 19,497 | Capital Work in Progress | 97 | 1,645 |
| Equity attributable to equity holders of the parent | 19,643 | 19,988 | Investment Property (net) | 455 | 444 |
| Non-controlling interest | 172 | 207 | Goodwill on Consolidation | 2,880 | 2,850 |
| Total Equity | 19,815 | 20,195 | Total Intangible assets (net) | 1,393 | 1,311 |
| | | | Investments in joint ventures and associates | 2,139 | 2,137 |
| Non-current liabilities | | | Investments | 4 | 6 |
| Financial liabilities | | | Loans | 278 | 324 |
| Borrowings | 2,701 | 3,886 | Other financial assets | 108 | 121 |
| Other financial liabilities | 8 | 258 | Deferred tax assets (net) | 974 | 589 |
| Long term provisions | 24 | 23 | Income tax assets (net) | 229 | 765 |
| Net employment defined benefit liabilities | 4 | 7 | Other non-current assets | 550 | 890 |
| Deferred tax liability (net) | 43 | 36 | Total Non-Current Assets | 19,985 | 22,450 |
| Other non-current liabilities | 47 | 72 | Current Assets | | |
| Total Non-current liabilities | 2,827 | 4,282 | Inventories | 96 | 89 |
| | | | Investments | 1,106 | 251 |
| Financial liabilities | | | Loans | 389 | 420 |
| Borrowings | 1,121 | 1,189 | Trade receivables | 8,386 | 9,421 |
| Trade payables | 6,851 | 7,467 | Cash and cash equivalents | 2,342 | 1,895 |
| Other payables | 334 | 449 | Other bank balances | 104 | 511 |
| Other financial liabilities | 1,040 | 1,283 | Other financial assets | 113 | 665 |
| Contract Liabilities | 252 | 2,457 | Contract Assets | 518 | 303 |
| Net employment defined benefit liabilities | 421 | 414 | Income tax assets (net) | 115 | 120 |
| Other current liabilities | 1,320 | 1,277 | Other current assets | 813 | 2,916 |
| Income tax liabilities (net) | 111 | 166 | Assets classified as held for sale | 125 | 138 |
| Total Financial liabilities | 11,450 | 14,702 | Total Current Assets | 14,107 | 16,729 |
| Total equity and liabilities | 34,092 | 39,179 | Total Assets | 34,092 | 39,179 |

Stock Return (As on 31st March, 2019)



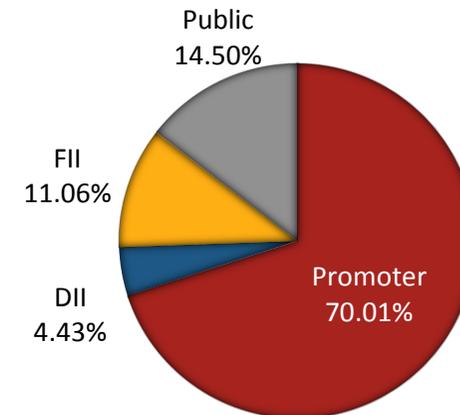
Price Data (As on 31st March, 2019)

| | |
|-----------------------------------|------------|
| Face value (INR) | 2.0 |
| Market Price (INR) | 114.55 |
| 52 Week H/L (INR) | 159.8/91.7 |
| Market Cap (INR Mn) | 28,144.4 |
| Equity Shares Outstanding (Mn) | 245.7 |
| 1 Year Avg. trading volume ('000) | 42.8 |

Institutional Holding

| | |
|--|-------|
| Acacia | 6.34% |
| SBI Mutual Fund | 3.64% |
| Singapore Government Pension Fund Global | 2.84% |

Shareholding Structure (As on 31st March, 2019)



Allcargo Logistics Ltd. Disclaimer:

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Allcargo Logistics Ltd., which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.



Mr. Anuj Sonpal
Valorem Advisors Investor Relations Management
Tel: 91-22-4903 9500
Email: allcargo@valoremadvisors.com

THANK YOU

all cargo logistics Ltd.
Ingenuity In Motion