

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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February 11, 2019

Dear Sirs,

Sub: Investors' Earnings Presentation

Pursuant to Regulation 30(6) of 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 nine months ended December 31, 2018.

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 Mojindra
Company Secretary



Encl: a/a

"Z:\Allcargo Securities\071 Allcargo Logistics Limited\FY 2018-19\Stock Exchanges Compliance\Reg 30 Outcome of Board Meeting\Disclosure of Event\01 Analyst Meet\02 Investor Earning Presentation 08 02 2019\Information.docx"



TOGETHER TO SILVER.
TOGETHER TO GOLD.

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CIN: L63010MH2004PLC073508 | GSTN: 27AACCA2894D1Z5



EARNINGS PRESENTATION

9M/Q3-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 26,683 Mn as on 31st December, 2018.
- 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 and contract logistics.

Business Verticals

Multimodal Transport Operations (MTO)

FY18
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)

FY18
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)

FY18
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

Supply Chain Management

Consolidated at the PAT level as an associate company



- Allcargo is one of the predominant players in the contract logistics 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.

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- 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

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- 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.

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- 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.

FY18 Consolidated Financials

Consolidated Income
INR 60,469 Mn

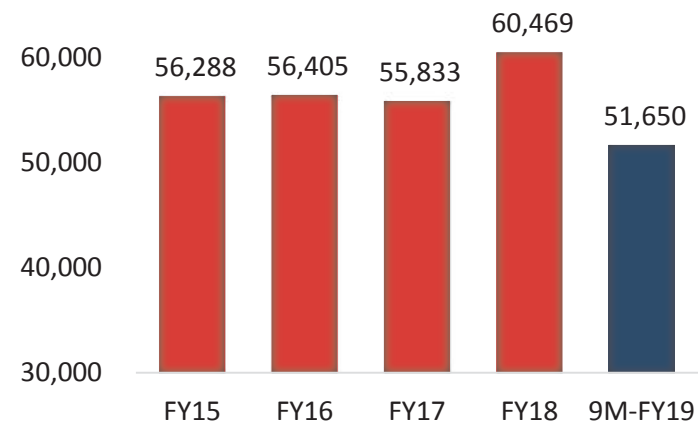
EBITDA
INR 3,749 Mn

EBITDA Margin
6.20%

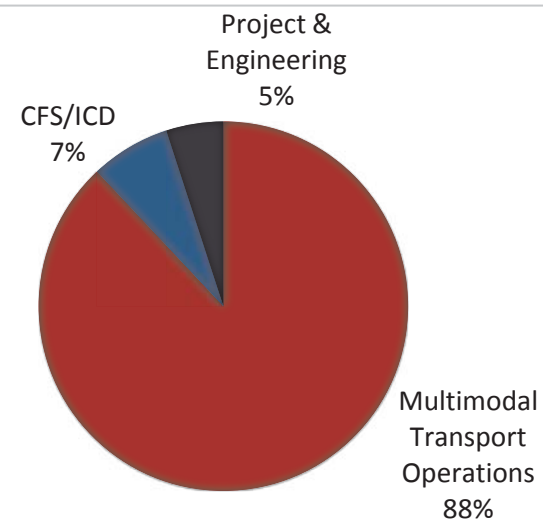
Net Profit
INR 1,740 Mn

PAT Margin
2.87 %

Consolidated Revenues

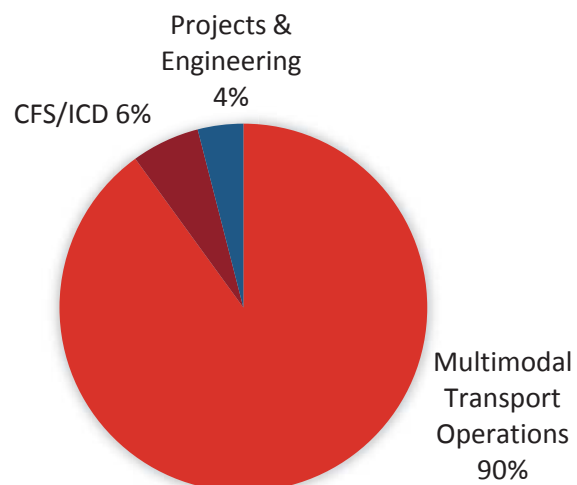
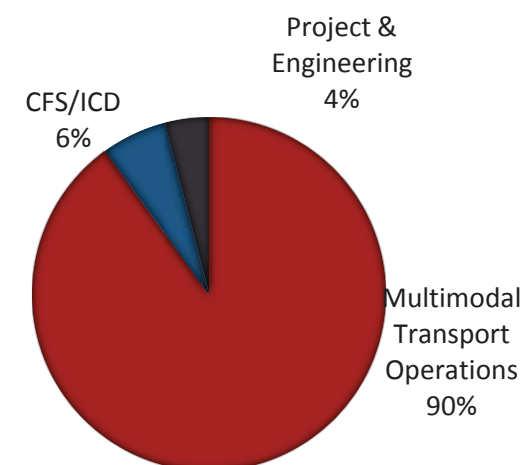


Segmental Revenue FY18





9M / Q3–FY19
EARNINGS
OVERVIEW

Q3-FY19 Consolidated Financial Performance:**Revenue from Operations-** INR 18,027 Mn**EBITDA** - INR 1,118 Mn**EBITDA Margin** – 6.20%**Net Profit** - INR 504 Mn**PAT Margin** – 2.80%**Total Comprehensive Income** – INR 43 Mn**Diluted EPS** - INR 1.94**9M-FY19 Consolidated Financial Performance:****Revenue from Operations-** INR 51,650 Mn**EBITDA** - INR 3,388 Mn**EBITDA Margin** – 6.56%**Net Profit** - INR 1,676 Mn**PAT Margin** – 3.24%**Total Comprehensive Income** – INR 1,650 Mn**Diluted EPS** - INR 6.62**Consolidated Segmental Revenue Q3-FY19****Consolidated Segmental Revenue 9M-FY19**

Particulars (INR Mn)	9M-FY19	9M-FY18	Y-o-Y
Revenue from Operations	51,650	45,106	14.5%
Expenses	48,262	42,095	14.7%
EBITDA	3,388	3,011	12.5%
EBITDA Margin (%)	6.56%	6.68%	(12) Bps
Other Income	256	259	(1.2)%
Finance cost	229	225	1.8%
Depreciation and amortisation expenses	1,198	1,194	0.3%
PBT before associates, joint ventures	2,217	1,851	19.8%
Share of profit from associates and joint ventures	50	40	25.0%
Profit before tax	2,267	1,891	19.9%
Tax expense	591	281	110.3%
PAT	1,676	1,610	4.1%
PAT Margin (%)	3.24%	3.57%	(33) Bps
Other Comprehensive income	(26)	342	NA
Total Comprehensive income	1,650	1,952	(15.5)%
Diluted EPS (INR)	6.62	6.50	1.8%

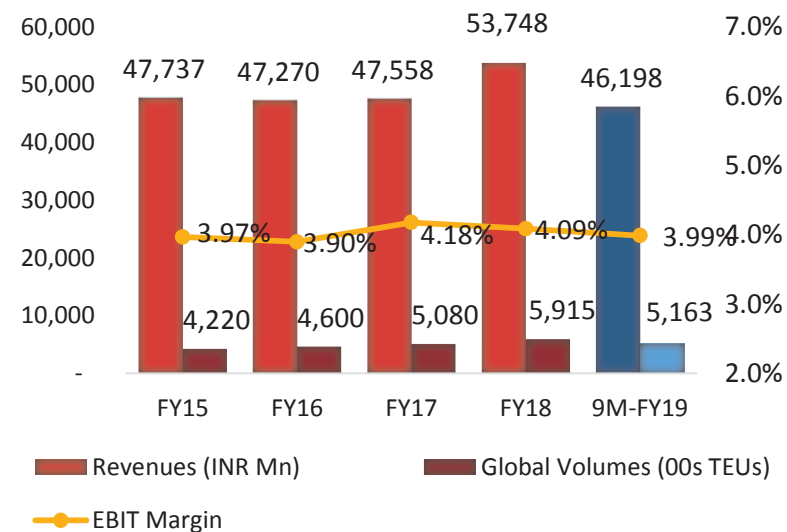
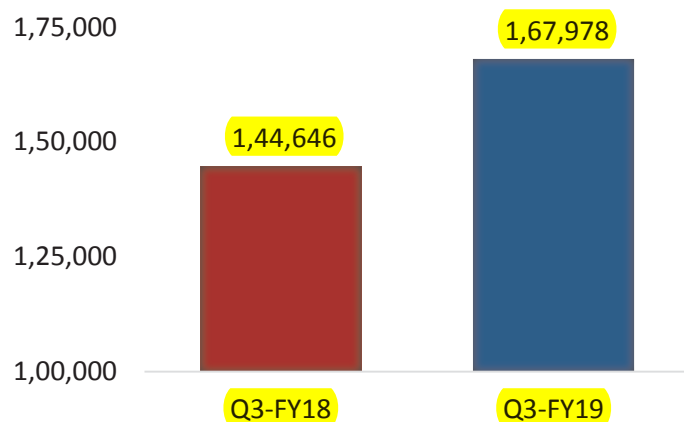
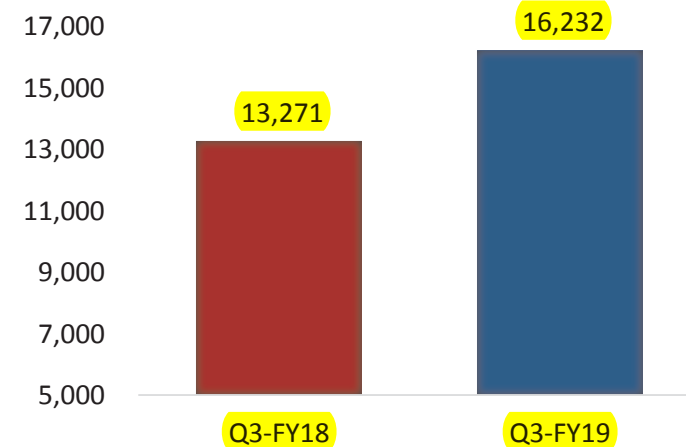
Particulars (INR Mn)	Q3-FY19	Q3-FY18	Y-o-Y	Q2-FY19	Q-o-Q
Revenue from Operations	18,027	14,799	21.8%	17,373	3.8%
Expenses	16,909	13,866	21.9%	16,124	4.9%
EBITDA	1,118	933	19.8%	1,249	(10.5)%
EBITDA Margin (%)	6.20%	6.30%	(10) Bps	7.19%	(99) Bps
Other Income	151	49	208.2%	54	179.6%
Finance cost	65	71	(8.5)%	85	(23.5)%
Depreciation and amortisation expenses	398	397	0.3%	403	(1.2)%
PBT before associates, joint ventures	806	514	56.8%	815	(1.1)%
Share of profit from associates and joint ventures	4	7	(42.9)%	13	(69.2)%
Profit before tax	810	521	55.5%	828	(2.2)%
Tax expense	306	199	53.8%	199	53.8%
PAT	504	322	56.5%	629	(19.9)%
PAT Margin (%)	2.80%	2.18%	62 Bps	3.62%	(82) Bps
Other Comprehensive income	(461)	(114)	NA	412	NA
Total Comprehensive income	43	208	(79.3)%	1,041	(95.9)%
Diluted EPS (INR)	1.94	1.41	37.6%	2.52	(23.0)%



SEGMENTAL FINANCIAL OVERVIEW

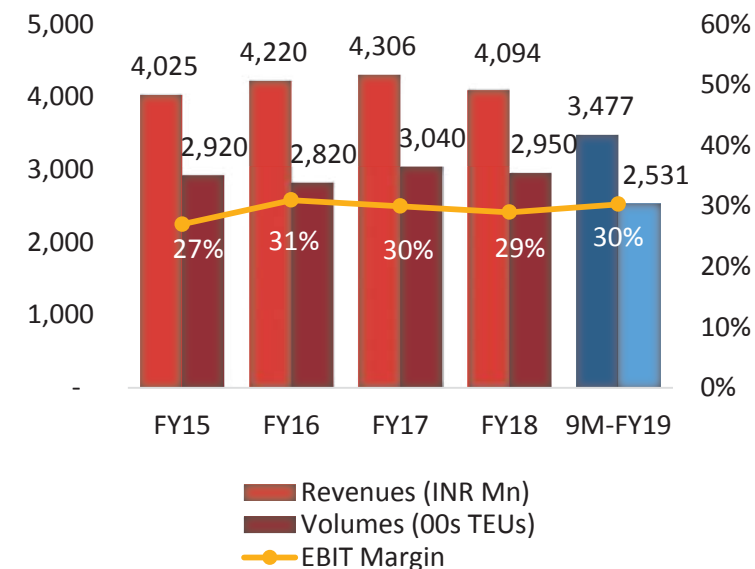
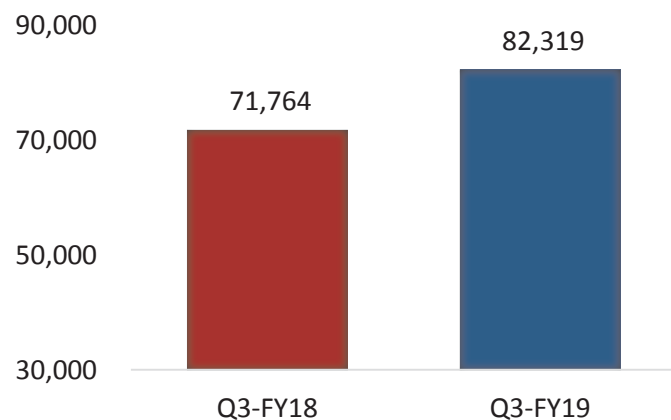
Key Operational Highlights in MTO for Q3-FY19:

- The segment continued gaining global market share.
- Volumes from allied and FCL services continued to grow.
- YoY quarterly growth in volumes is 16%

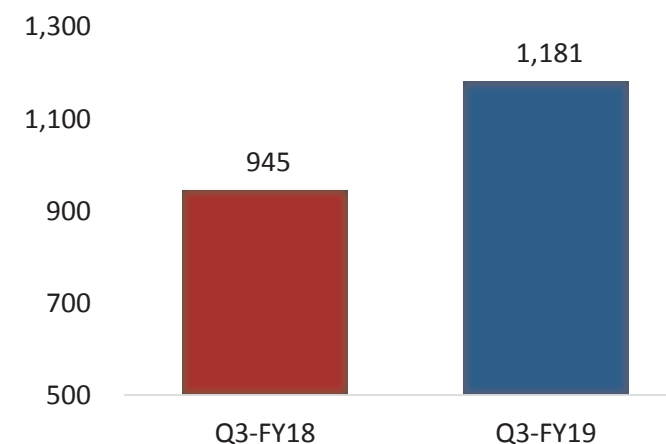
Segment Financials at a Glance**Quarterly Volumes (TEUs)****Quarterly Revenues (INR Mn)**

Key Operational Highlights for Q3-FY19:

- YoY Quarterly volumes surged by 15 % driven by Kolkata & Chennai operations.
- Growing our share in CFS addressable market.
- We continue to see strong growth in Port volumes.

Segment Financials At A Glance**Quarterly Volumes (TEUs)**

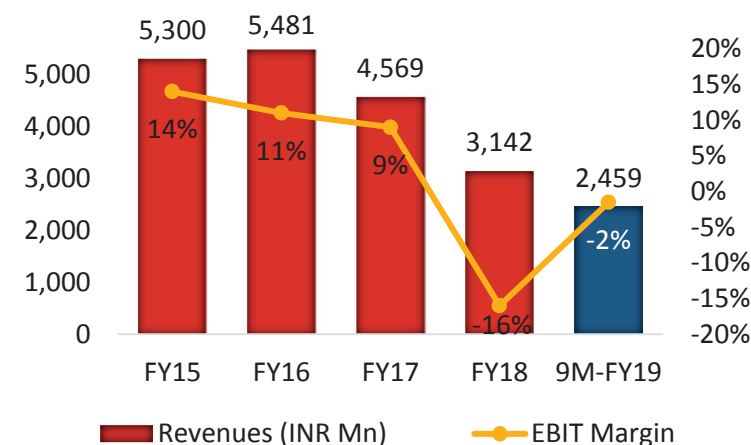
Volume Numbers : EXCL Dadri

Quarterly Revenues (INR Mn)

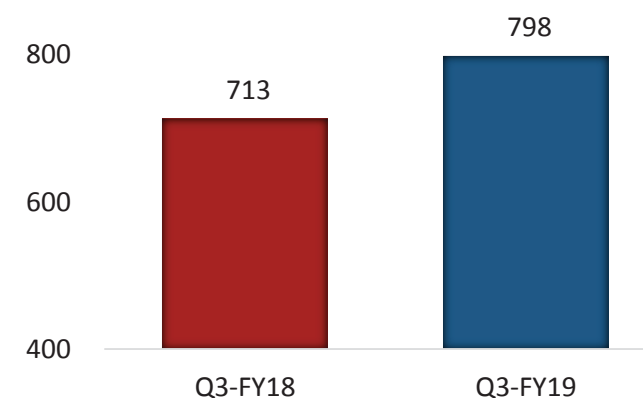
Key Operational Highlights for Q3-FY19:

- Improved utilisation of engineering solutions assets, driven by Wind and Power Sector.
- The current executable order book is around INR 185 Cr+.
- Renewed revival in 8 core sectors- coal, crude oil, natural gas, refinery products, fertilisers, steel, cement and power.
- Capex cycle uptick is visible with increased inquiries and improved order book.
- Explore opportunities in neighbouring countries like Sri Lanka, Myanmar, Nepal and Bangladesh.

Segment Financials At A Glance



Quarterly Revenues (INR Mn)

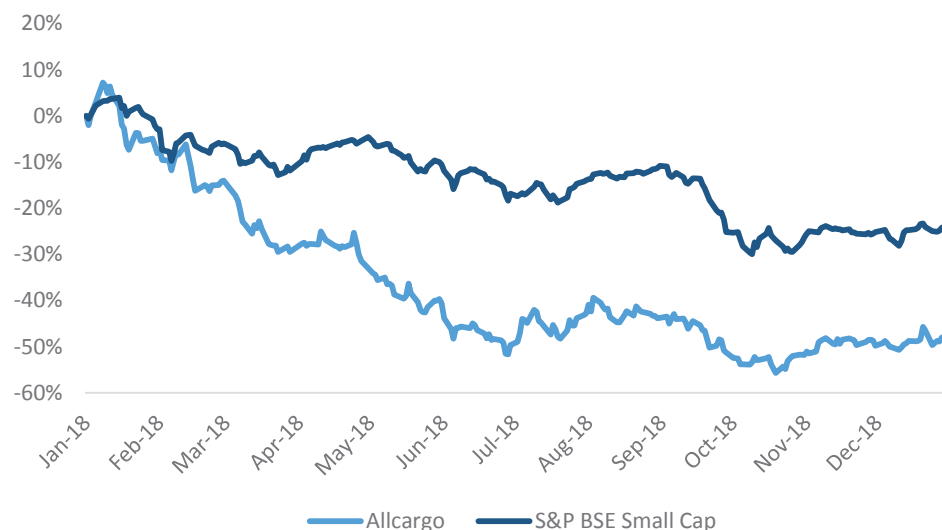




HISTORICAL FINANCIAL OVERVIEW

Particulars (INR Mn)	FY15	FY16	FY17	FY18	9M-FY19
Revenue from Operations	56,288	56,405	55,833	60,469	51,650
Expenses	51,534	51,366	51,184	56,720	48,262
EBITDA	4,754	5,039	4,649	3,749	3,388
EBITDA Margin (%)	8.45%	8.93%	8.33%	6.20%	6.56%
Other Income	526	280	453	414	256
Finance cost	535	408	324	299	229
Depreciation and amortisation expenses	1,574	2,006	1,662	1,591	1,198
PBT before associates, joint ventures	3,171	2,905	3,116	2,273	2,217
Share of profit from associates and joint ventures	-	70	38	48	50
Exceptional Items	-	-	-	(69)	-
Profit before tax	3,171	2,974	3,154	2,252	2,267
Tax expense	700	498	776	512	591
PAT	2,491	2,476	2,378	1,740	1,676
PAT Margin (%)	4.43%	4.39%	4.26%	2.87%	3.24%
Other Comprehensive income	-	294	(598)	559	(26)
Total Comprehensive income	2,491	2,770	1,780	2,299	1,650
Diluted EPS (INR)	9.52	9.52	9.25	6.97	6.62

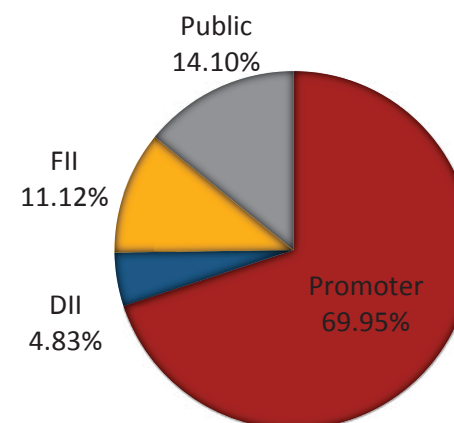
Equity and Liabilities (INR Mn)	FY17	FY18	H1-FY19	Assets (INR Mn)	FY17	FY18	H1-FY19
Equity				Non Current Assets			
Equity share capital	491	491	491	Plant, Property & Equipment (net)	11,508	10,878	11,728
Other equity	17,431	19,152	19,801	Capital Work in Progress	365	97	497
Equity attributable to equity holders of the parent	17,922	19,643	20,292	Investment Property (net)	467	455	449
Non-controlling interest	207	172	187	Goodwill	2,604	2,880	3,061
Total Equity	18,129	19,815	20,479	Total Intangible assets	1,205	1,393	1,442
				Investments in joint ventures and associates	2,057	2,139	2,159
Non-current liabilities				Investments in others	-	4	5
Financial liabilities				Loan	388	278	301
Borrowings	3,387	2,701	3,395	Other financial assets	111	108	119
Other financial liabilities	9	8	42	Deferred tax assets (net)	738	974	1,058
Long term provisions	21	24	25	Income tax assets (net)	200	229	259
Net employment defined benefit liabilities	4	4	3	Other non-current assets	567	550	591
Deferred tax liability (net)	17	43	39	Total Non-Current Assets	20,210	19,985	21,669
Other non-current liabilities	36	47	57	Current Assets			
Total Non-current liabilities	3,474	2,827	3,561	Inventories	101	96	93
				Investments	852	1,106	646
Financial liabilities				Loans	212	389	632
Borrowings	1,747	1,121	1,080	Trade receivables	7,522	8,386	10,489
Trade payables	6,165	6,851	8,417	Cash and cash equivalents	1,692	2,342	2,232
Other payables	465	334	687	Other bank balances	181	104	411
Other financial liabilities	964	1,293	1,016	Other financial assets	713	631	673
Net employment defined benefit liabilities	370	420	480	Income tax assets (net)	179	116	111
Other current liabilities	1,078	1,320	3,758	Other current assets	670	813	2,699
Income tax liabilities (net)	147	111	178	Assets classified as held for sale	207	124	1
Total Financial liabilities	10,936	11,450	15,616	Total Current Assets	12,329	14,107	17,987
Total equity and liabilities	32,539	34,092	39,656	Total Assets	32,539	34,092	39,565

Stock Return (As on 31st December, 2018)

PRICE DATA (AS ON 31st December, 2018)

Face value (INR)	2.0
Market Price (INR)	108.6
52 Week H/L (INR)	228.8/91.7
Market Cap (INR Mn)	26,682.5
Equity Shares Outstanding (Mn)	245.7
1 Year Avg. trading volume ('000)	387.0

INSTITUTIONAL HOLDING

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

Shareholding Structure (As on 31st December, 2018)


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THANK YOU

