

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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May 23, 2019

Dear Sirs,

Sub: Investors' Earnings Presentation

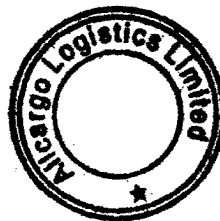
Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), read with Part A of Schedule III of the Listing Regulations, we are attaching herewith the Investors' Earnings Presentation for the quarter and year ended March 31, 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 Secretariat\Allcargo Logistics Limited\FY2018-19\Stock Exchanges Compliance\Reg 30 Outcome of Board Meeting\Disclosure of Earnings\1) Analyst Meet\35) Investor Earning Presentation\22.05.2019



TOGETHER TO SILVER.
TOGETHER TO GOLD.

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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

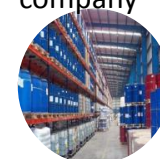
Logistics Parks



- 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.

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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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- 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.

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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.

FY19 Consolidated Financials

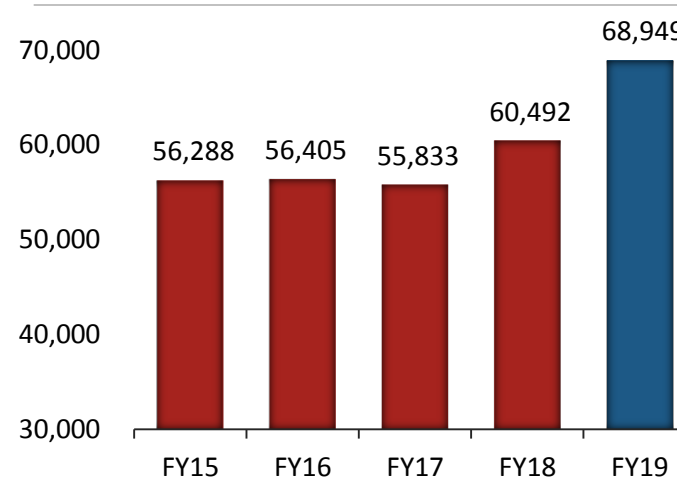
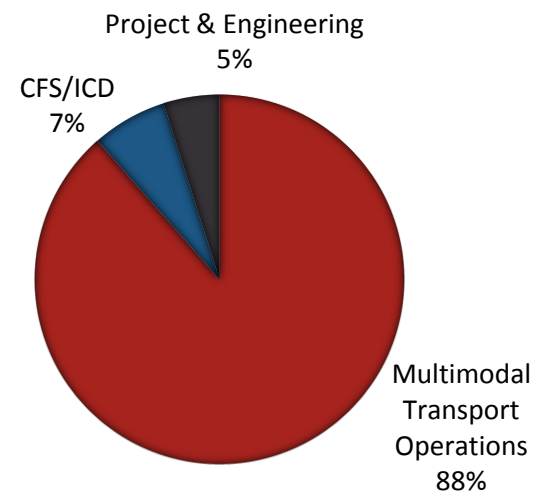
Consolidated Income
INR 68,949 Mn

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

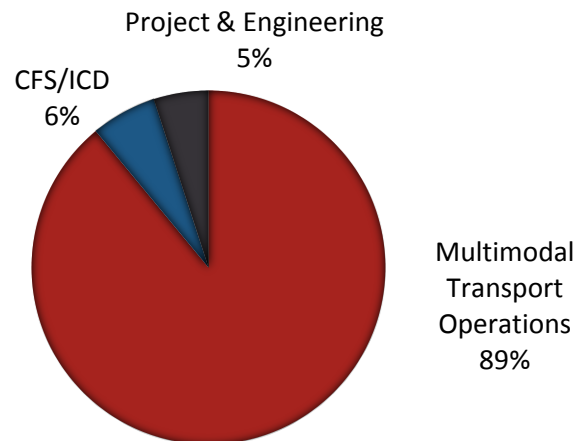
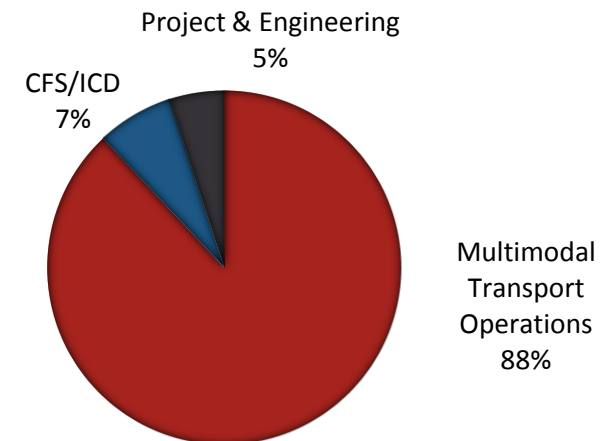
EBITDA Margin – 6.50%

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%

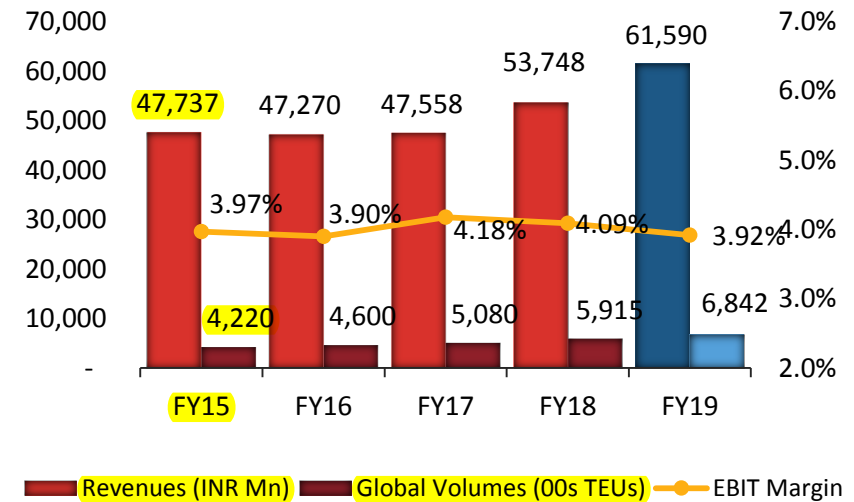


SEGMENTAL FINANCIAL OVERVIEW

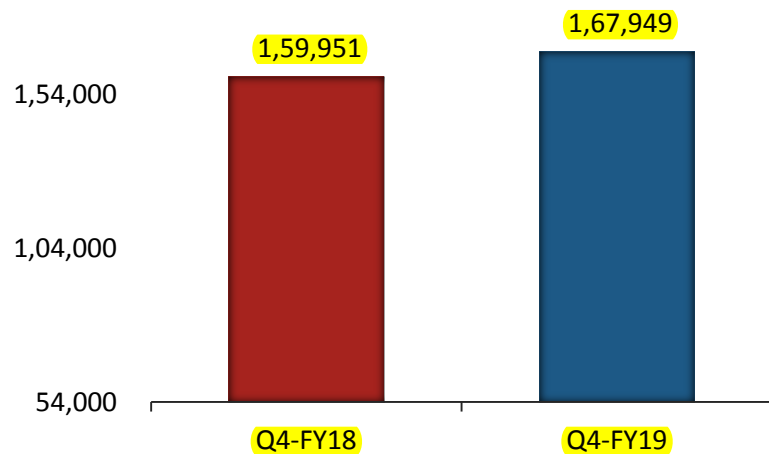
Key Operational Highlights in MTO for Q4-FY19:

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

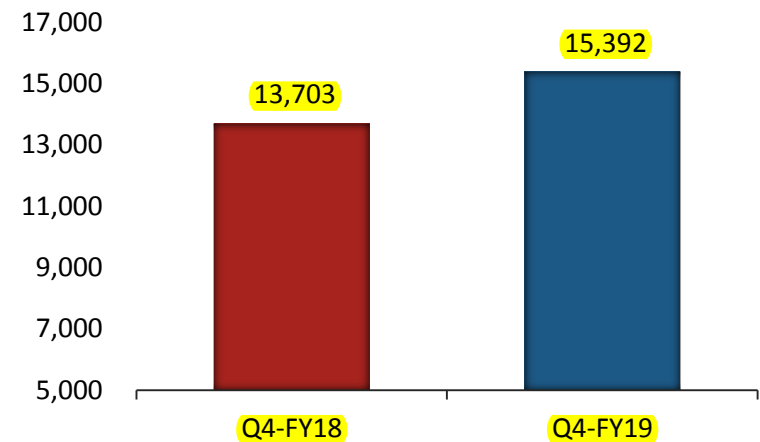
Segment Financials at a Glance



Quarterly Volumes (TEUs)



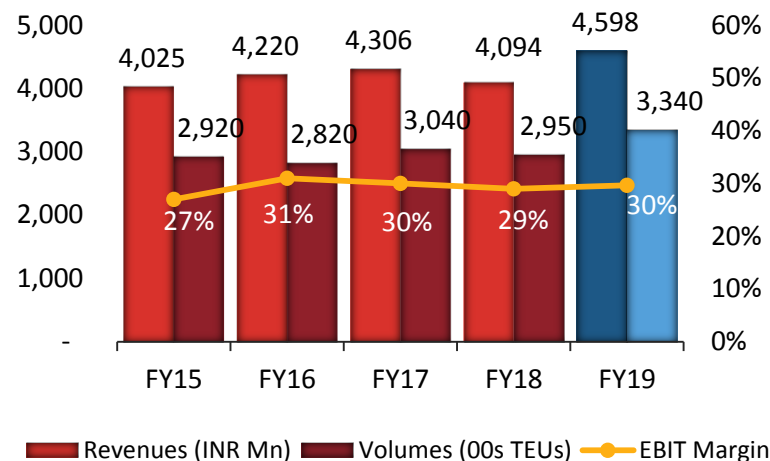
Quarterly Revenues (INR Mn)



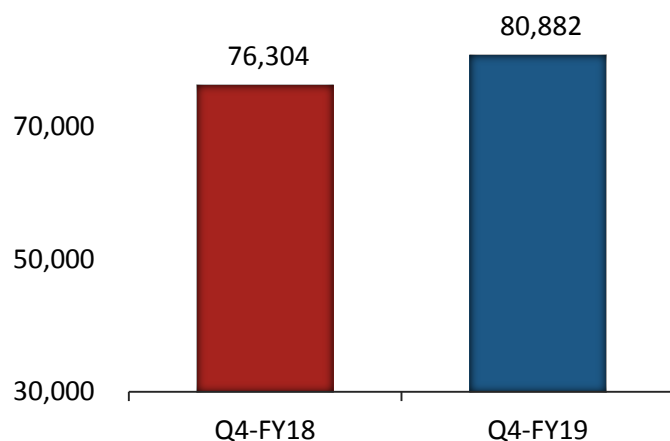
Key Operational Highlights for Q4-FY19:

- 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

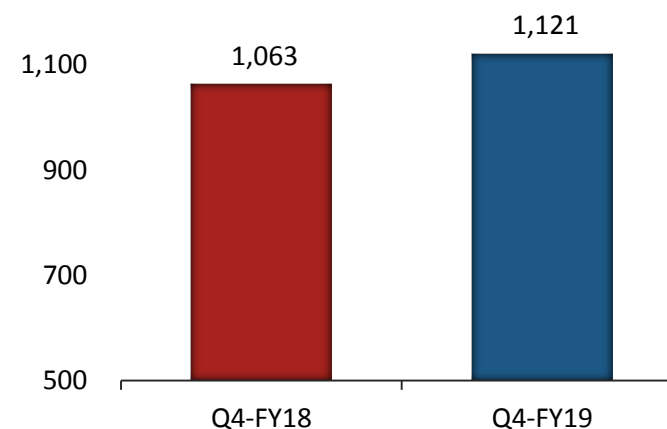


Quarterly Volumes (TEUs)



Volume Numbers : EXCL Dadri

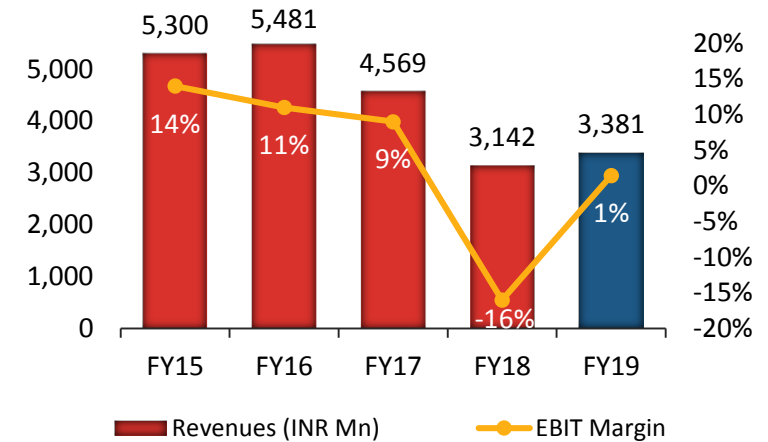
Quarterly Revenues (INR Mn)



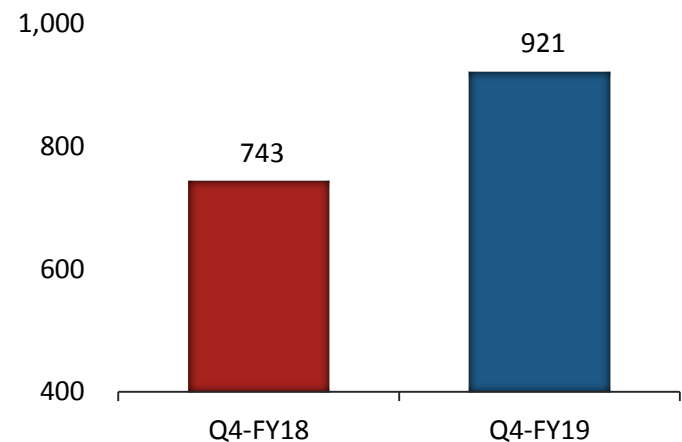
Key Operational Highlights for Q4-FY19:

- 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



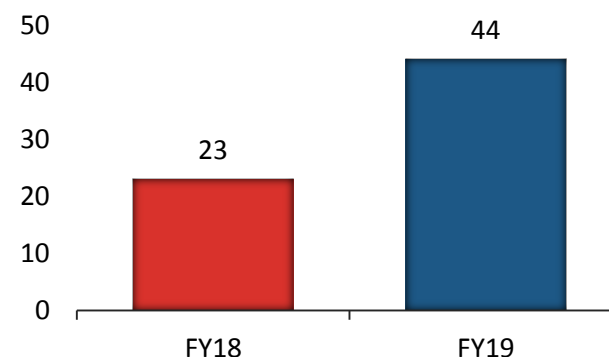
Quarterly Revenues (INR Mn)



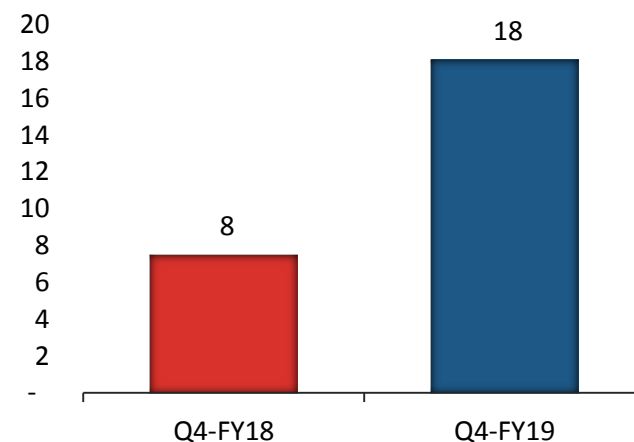
Key Operational Highlights for Q4-FY19:

- 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)



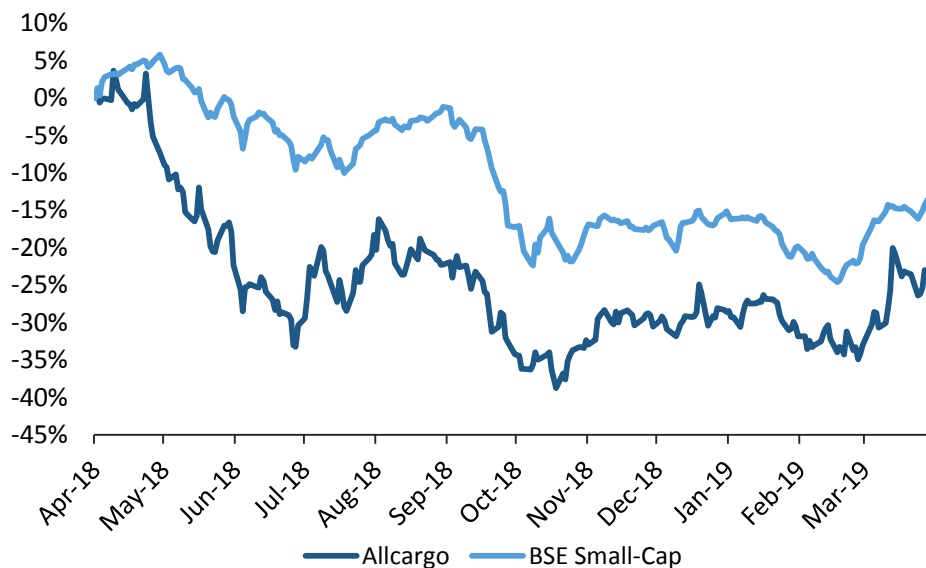


HISTORICAL FINANCIAL OVERVIEW

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)



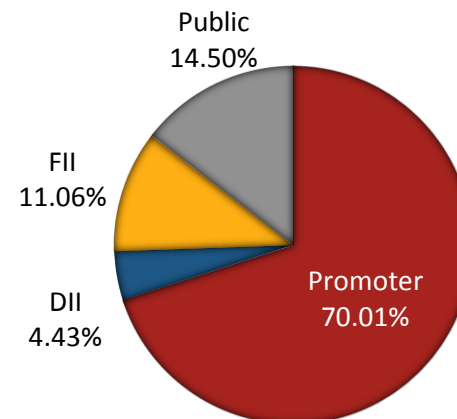
Price Data (As on 31st March, 2019)

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)



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THANK YOU

all cargo logistics Ltd.
Ingenuity In Motion