

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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November 09, 2018

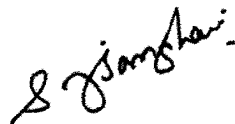
Dear Sirs,

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 half year ended September 30, 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



Shruta Sanghavi
Company Secretary



Encl: a/a

"Z:\Allargo Secretariat\01) Allcargo Logistics Limited\FY2018-19\Stock Exchanges Compliances\Reg 30 Outcome of Board Meeting\Disclosures of Events\1) Analyst Meet\IS Investor Earning Presentation -51118\Information.docx"



EARNINGS PRESENTATION

H1/Q2-FY19

all cargo logistics Ltd.
Ingenuity In Motion

Overview

- Allcargo Logistics was incorporated in 1993 by the Chairman Mr. Shashi Kiran Shetty.
- The company was listed on both the BSE & NSE in June 2006 and has a current market cap of ~INR 25,086 Mn as on 30th September, 2018.



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 ~75% 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 globally
- 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
- Amongst top 3 CFS operators at JNPT, Chennai and Mundra
- ICDs at Pithampur & Dadri
- CFS at Kolkata recently commissioned
- Land of 93 acres for Logistics Park at Jhajjar has been acquired

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

Contract Logistics

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
- Network of warehouses across 45 locations in India
- A predominant player managing activities for key clients in Chemicals, Auto & Engineering, Pharma, Fashion & Retail sectors

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- Strong network of over 300 offices in more than 160 countries
- 2400+ direct trade lanes and 530+ destinations
- 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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- Widest and strongest CFS-ICD network in India with presence of 7 facilities across 6 strategic locations
- Amongst top 3 CFS operators
- CFS-ICD facilities are equipped with modern handling equipment like RTGS
- Land bank of more than 200 acres in Hyderabad, Bangalore and Nagpur
- Green facilities like kitchen gardening, STP tank, solar generator system and rainwater harvesting
- RFID kiosks with web tracking of containers
- Highest number of girder bridge assisted deliveries
- Capable of executing projects which need cranes and lifting solutions ranging in capacity from 50-3000 metric tons
- Strict safety and environment regulations

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- The company has a network of warehouses across 45 locations in India
- Seamless visibility for the client into all inventory in warehouses via CCTV cameras
- Temperature managed warehousing
- Strict safety and environment regulations

FY18 Consolidated Financials

Consolidated Income
INR 60,469 Mn

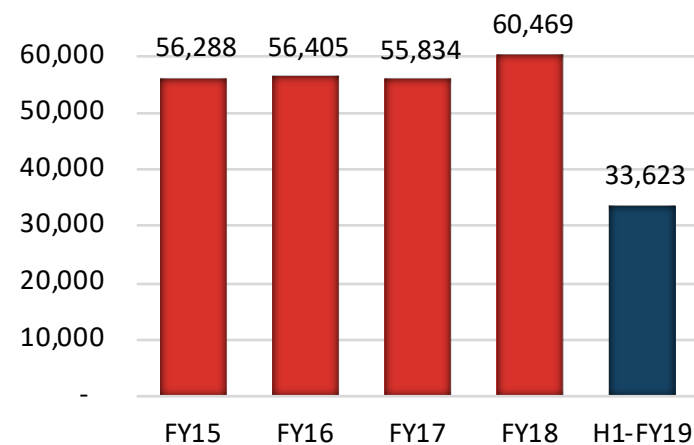
EBITDA
INR 3,749 Mn

EBITDA Margin
6.20%

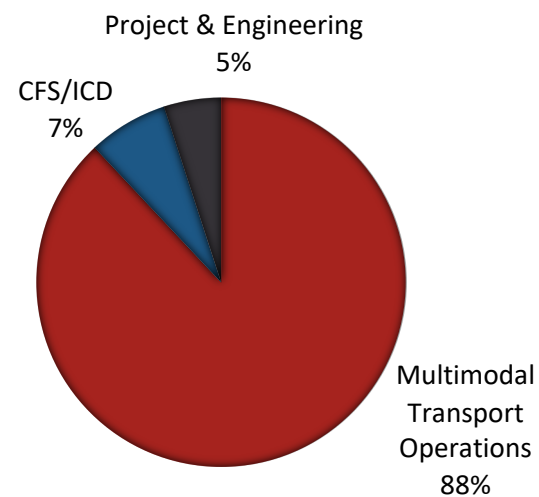
Net Profit
INR 1,740 Mn

PAT Margin
2.88 %

Consolidated Revenues

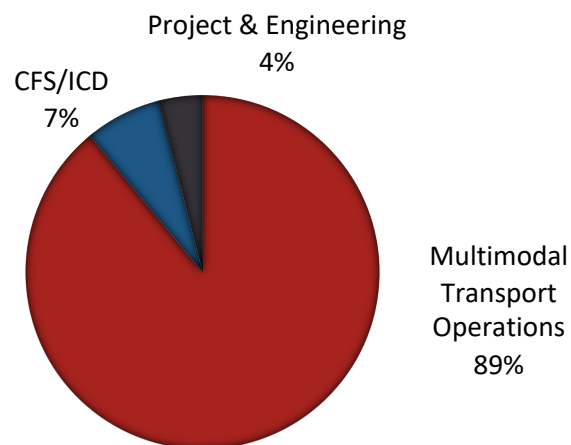
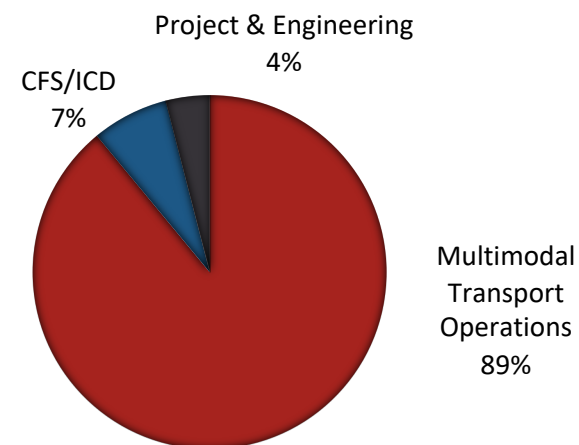


Segmental Revenue FY18





H1 / Q2-FY19
EARNINGS
OVERVIEW

Q2-FY19 Consolidated Financial Performance:**Revenue from Operations-** INR 17,373 Mn**EBITDA -** INR 1,249 Mn**EBITDA Margin –** 7.19%**Net Profit -** INR 629 Mn**PAT Margin –** 3.62%**Total Comprehensive Income –** INR 1,041 Mn**Diluted EPS -** INR 2.52 per share**H1-FY19 Consolidated Financial Performance:****Revenue from Operations-** INR 33,623 Mn**EBITDA -** INR 2,270 Mn**EBITDA Margin –** 6.75%**Net Profit -** INR 1,172 Mn**PAT Margin –** 3.48%**Total Comprehensive Income –** INR 1,607 Mn**Diluted EPS -** INR 4.68 per share**Gross Debt Outstanding -** INR 5,485 Mn**Net Debt Outstanding -** INR 2,607 Mn**Consolidated Segmental Revenue Q2-FY19****Consolidated Segmental Revenue H1-FY19**

Particulars (INR Mn)	Q2-FY19	Q2-FY18	Y-o-Y	Q1-FY19	Q-o-Q
Revenue from Operations	17,373	15,472	12.3%	16,250	6.9%
Expenses	16,124	14,425	11.8%	15,229	5.9%
EBITDA	1,249	1,047	19.3%	1,021	22.3%
EBITDA Margin (%)	7.19%	6.77%	42 bps	6.28%	91 bps
Other Income	54	51	5.9%	51	5.9%
Finance cost	85	71	19.7%	79	7.6%
Depreciation and amortisation expenses	403	398	1.3%	397	1.5%
PBT before associates, joint ventures	815	629	29.6%	596	36.7%
Share of profit from associates and joint ventures	13	29	(55.2)%	33	(60.6)%
Profit before tax	828	658	25.8%	629	31.6%
Tax expense	199	6	NA	86	131.4%
PAT	629	652	(3.5)%	543	15.8%
PAT Margin (%)	3.62%	4.21%	(59) bps	3.34%	28 bps
Other Comprehensive income	412	172	139.5%	24	NA
Total Comprehensive income	1,041	824	26.3%	567	83.6%
Diluted EPS (INR)	2.52	2.60	(3.1)%	2.16	16.7%

Particulars (INR Mn)	H1-FY19	H1-FY18	Y-o-Y
Revenue from Operations	33,623	30,307	10.9%
Expenses	31,353	28,230	11.1%
EBITDA	2,270	2,077	9.3%
EBITDA Margin (%)	6.75%	6.85%	(10) bps
Other Income	105	210	(50.0)%
Finance cost	163	154	5.8%
Depreciation and amortisation expenses	800	797	0.4%
PBT before associates, joint ventures	1,411	1,336	5.6%
Share of profit from associates and joint ventures	46	34	35.3%
Profit before tax	1,457	1,370	6.4%
Tax expense	285	83	243.4%
PAT	1,172	1,287	(8.9%)
PAT Margin (%)	3.48%	4.25%	(77) bps
Other Comprehensive income	435	457	(4.8)%
Total Comprehensive income	1,607	1,744	(7.9)%
Diluted EPS (INR)	4.68	5.08	(7.9)%

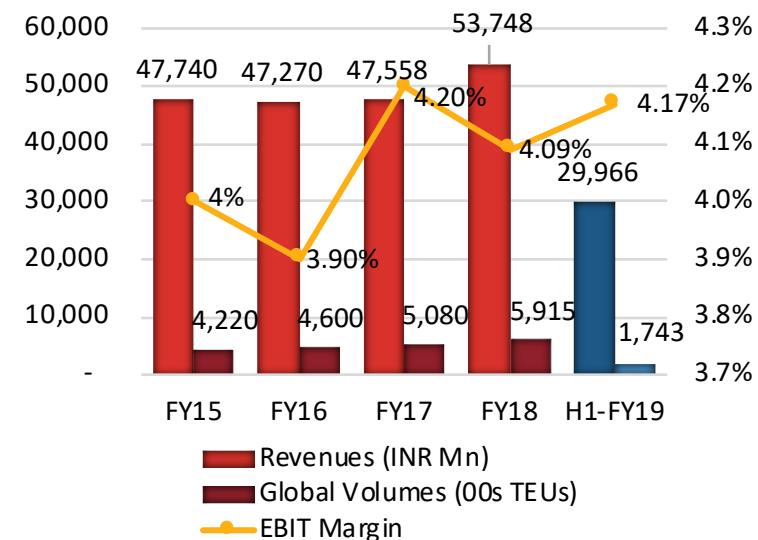


SEGMENTAL FINANCIAL OVERVIEW

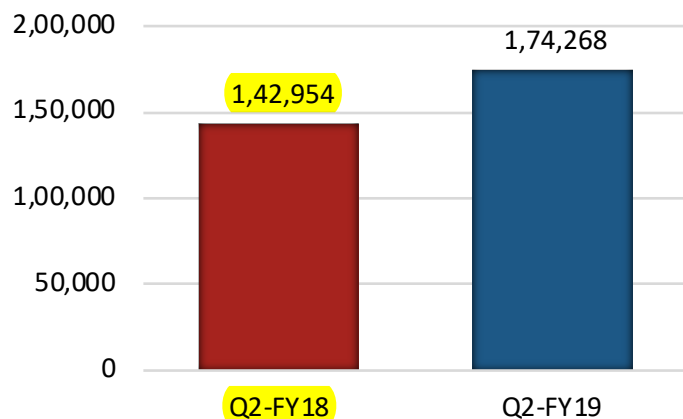
Key Operational Highlights in MTO for Q2-FY19:

- The segment continued gaining global market share from key markets across the world despite challenging trade and freight conditions.
- Volumes from allied and FCL services continued to grow.
- YoY Quarterly growth in volumes is 22%.

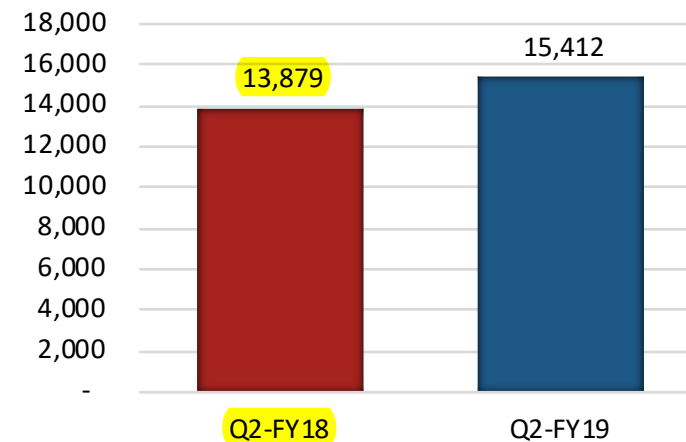
Segmental Financials at a Glance



Quarterly Volumes (TEUs)



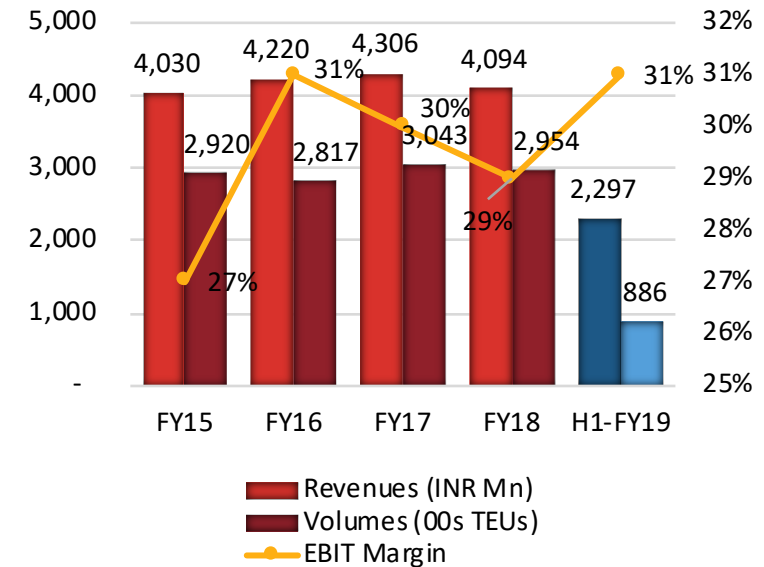
Quarterly Revenues (INR Mn)



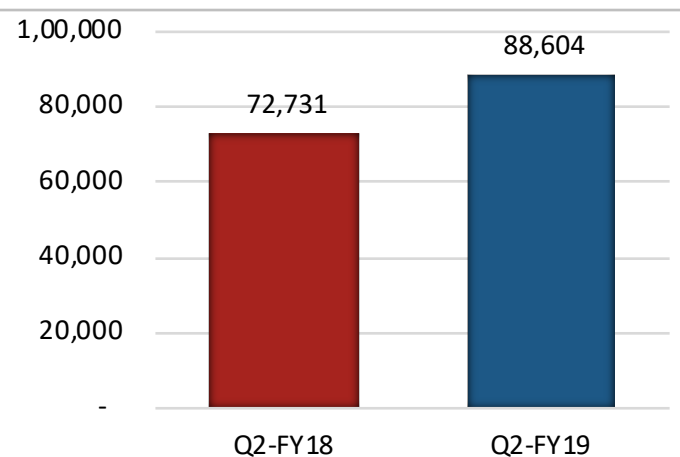
Key Operational Highlights for Q2-FY19:

- YoY Quarterly volumes increased by 22% driven by Kolkata operations.
- Increase our share in Direct port Delivery (DPD) volumes at JNPT.
- Kheda ICD has been closed as it was not profitable.

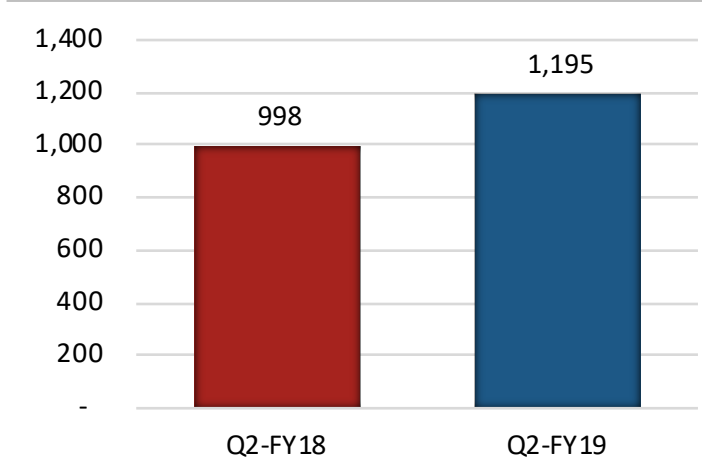
Segmental Financials at a Glance



Quarterly Volumes (TEUs)



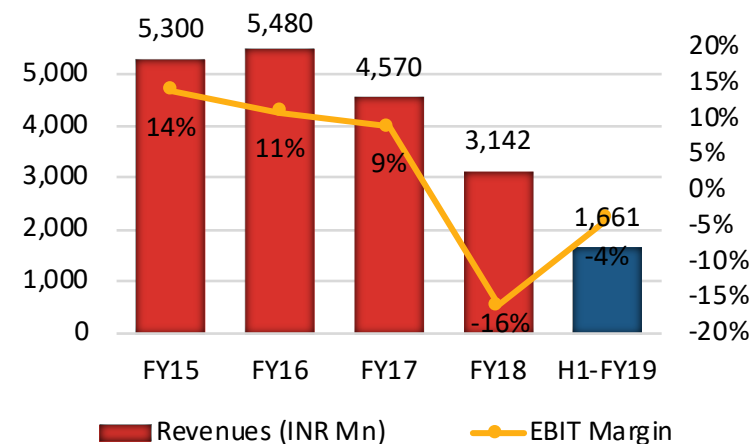
Quarterly Revenues (INR Mn)



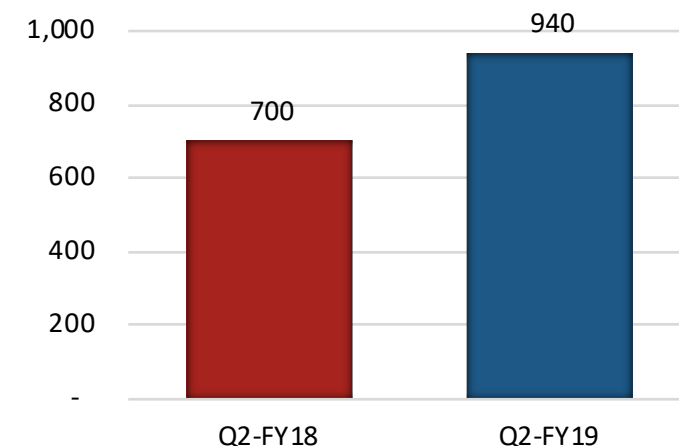
Key Operational Highlights for Q2-FY19:

- In Q2-FY19, the projects from the wind sector continued to remain subdued. The industry is now on a growth trajectory and as per current estimate, on course to add 30 GW of new capacity in the next 3 years, thereby taking the cumulative total capacity to 60 GW in FY21. We have significant enquiries from this sector. The projects have started taking off slowly and we see these in full-swing by Q4-FY19.
- The company has been increasing its focus on Project Transportation, where the current executable order book is around INR 175 Cr+.
- Renewed revival in 8 core sectors- coal, crude oil, natural gas, refinery products, fertilisers, steel, cement and electricity which should help increase the capacity utilisation.
- The company intends to explore opportunities in neighbouring countries like Sri Lanka, Myanmar, Nepal and Bangladesh. It has tasted initial success in Bangladesh & Nepal.

Segmental Financials at a Glance



Quarterly Revenues (INR Mn)





HISTORICAL FINANCIAL OVERVIEW

Particulars (INR Mn)	FY15	FY16	FY17	FY18
Revenue from Operations	56,288	56,405	55,834	60,469
Expenses	51,534	51,366	51,185	56,720
EBITDA	4,754	5,039	4,649	3,749
<i>EBITDA Margin (%)</i>	8.45%	8.93%	8.33%	6.20%
Other Income	526	280	453	414
Finance cost	535	408	324	299
Depreciation and amortisation expenses	1,574	2,006	1,662	1,591
PBT before associates, joint ventures	3,171	2,905	3,116	2,273
Share of profit from associates and joint ventures	-	70	38	48
Exceptional Items	-	-	-	(69)
Profit before tax	3,171	2,974	3,154	2,252
Tax expense	700	498	776	512
PAT	2,491	2,476	2,378	1,740
<i>PAT Margin (%)</i>	4.43%	4.39%	4.26%	2.88%
Other Comprehensive income	-	294	(598)	559
Total Comprehensive income	2,491	2,770	1,780	2,299
Diluted EPS (INR)	9.52	9.52	9.25	6.97

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	39,656

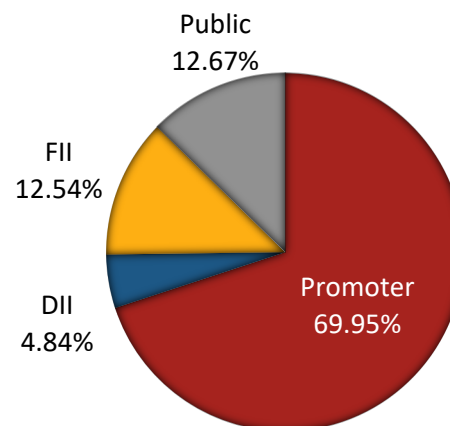
Stock Return (As on 30th September, 2018)

PRICE DATA (AS ON 30th September, 2018)

Face value (INR)	2.0
Market Price (INR)	102.1
52 Week H/L (INR)	228.8/99.7
Market Cap (INR Mn)	25,086
Equity Shares Outstanding (Mn)	245.7
1 Year Avg. trading volume ('000)	516.5

INSTITUTIONAL HOLDING

Acacia	6.34%
SBI Mutual Fund	3.64%
Government Pension Fund Global	2.27%

Shareholding Structure (As on 30th September, 2018)


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THANK YOU

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