

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 17, 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 and nine months ended December 31, 2020.

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 Mojdra
Company Secretary**



EARNINGS
PRESENTATION
9M / Q3-FY21

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 32.8 Bn as on 31st December, 2020.
- 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



Pioneer & market leader in CFS business in India



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



Leading Project and Engineering solutions provider



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



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, Logistics Parks, supply chain management and express logistics.

Business Verticals

Multimodal Transport Operations (MTO)

FY20 Revenue Share 88%



Container Freight Stations (CFS)

FY20 Revenue Share 6%



Project & Engineering Solutions (P&E)

FY20 Revenue Share 5%



Logistics Parks (LP)

FY20 Revenue Share 1%



Supply Chain Management

Consolidated at PAT level as associate entity



GATI - Express Logistics

Consolidated from Q1-FY21



- Multimodal Transport Operations services include Non Vessel Owning Common Carrier (NVOCC) operations related to Less than Container Load (LCL) consolidation and Full Container Load (FCL) forwarding activities 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

- 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

- 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

- State-of-the-art strategically located logistics parks across India
- A nationwide warehousing footprint to 6 million sq. ft. by 2021 through strong connectivity to industrial hubs and transport routes
- Focus on asset light strategy by moving assets to SPVs with planned stake dilution

- Predominant player in the supply chain segment through its majority holding in Avvashya CCI
- Services Include design and planning supply chains, warehousing, transporting & managing inventory for key clients in Chemicals, Auto & Engineering, Fashion & Retail, including e-commerce sectors
- Network of warehouses across 45 locations in India with > 3.5 Mn square feet built-up warehouse space

- Allcargo completed the acquisition of 46.86% stake in Gati in April 2020
- Gati, founded in 1989, is India's pioneer in Express Distribution and Supply Chain Solutions, with a strong presence in Asia Pacific region and SAARC countries, along with an extensive network across India providing timely deliveries to 20,000 PIN Codes, covering 735 out of 739 districts in India.

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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.

L
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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.

S
C
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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.

FY20 Consolidated Financials

Consolidated Operational
Income
INR 73,462 Mn

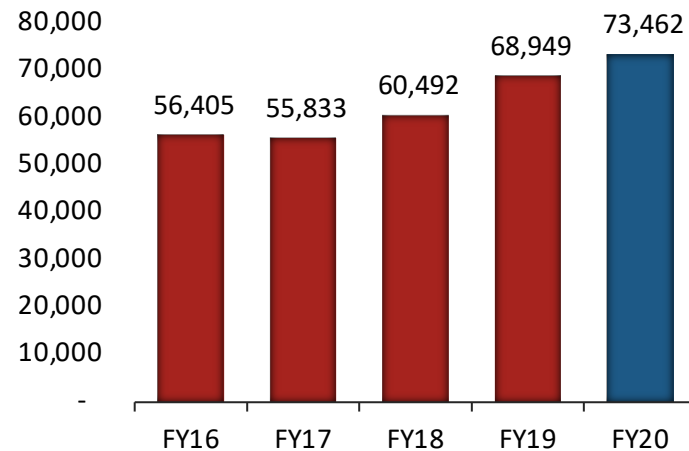
EBITDA
INR 5,034 Mn

EBITDA Margin
6.85%

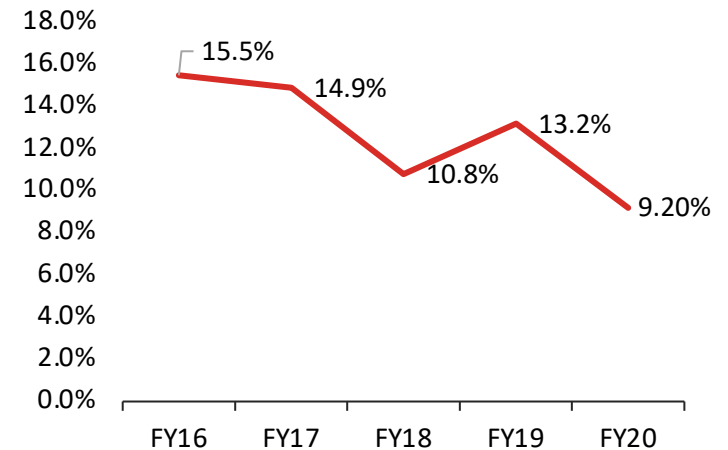
Net Profit
INR 2,343 Mn

PAT Margin
3.19 %

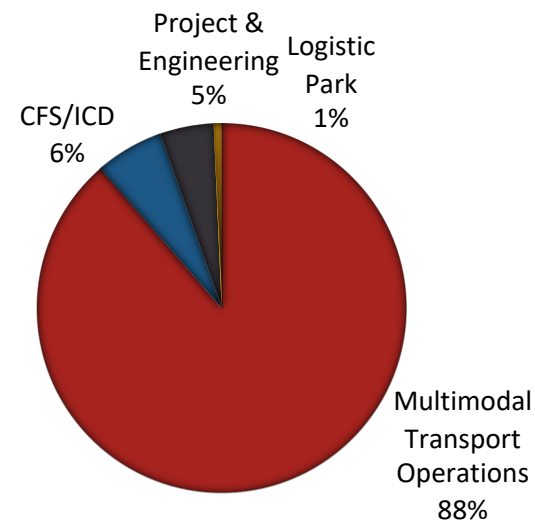
Consolidated Operational Revenues



ROCE



Segmental Revenue FY20





9M / Q3–FY21
EARNINGS
OVERVIEW

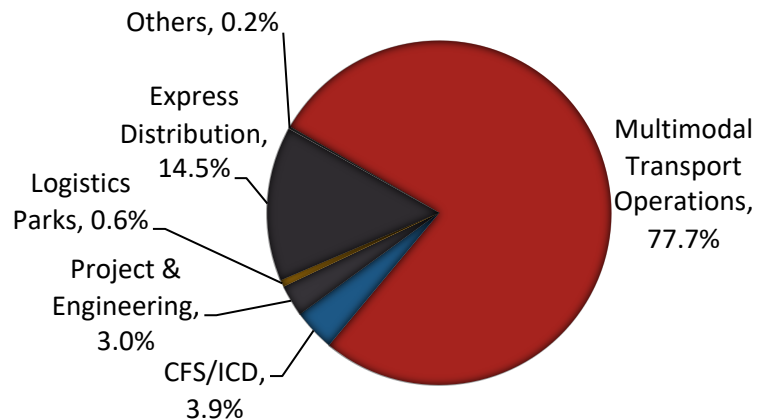
Consolidated Q3-FY21 Financial Performance

INR 27,347 Mn Revenue from Operations	INR 1,476 Mn EBITDA	5.40% EBITDA Margins
INR 14 Mn Net Profit	0.05% PAT Margins	INR 17 Mn Total Comprehensive Income
INR 0.57 /Share Diluted EPS		

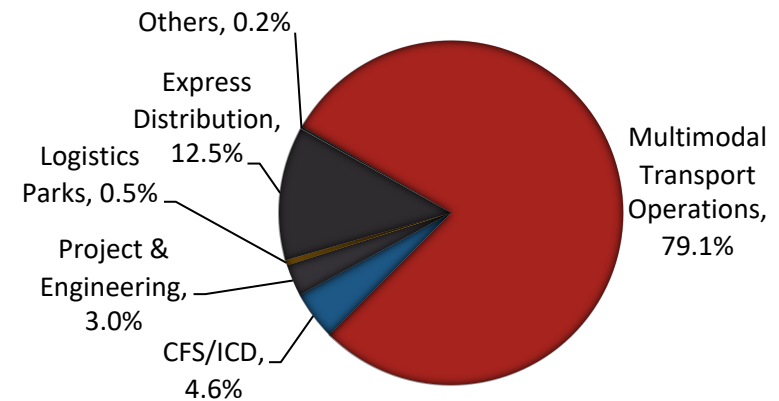
Consolidated 9M-FY21 Financial Performance

INR 71,488 Mn Revenue from Operations	INR 4,408 Mn EBITDA	6.17% EBITDA Margins
INR 892 Mn Net Profit	1.25% PAT Margins	INR 1,082 Mn Total Comprehensive Income
INR 4.85 /Share Diluted EPS		

Consolidated Q3-FY21 Segmental Revenue



Consolidated 9M-FY21 Segmental Revenue



Q3-FY21 CONSOLIDATED INCOME STATEMENT (IND-AS)

Particulars (INR Mn)	Q3-FY21	Q3-FY20	Y-o-Y	Q2-FY21	Q-o-Q
Revenue from Operations	27,347	17,868	53.1%	23,366	17.0%
Expenses	25,871	16,604	55.8%	21,745	19.0%
EBITDA	1,476	1,264	16.8%	1,621	(8.9)%
EBITDA Margin (%)	5.40%	7.07%	(167) Bps	6.94%	(154) Bps
Other Income	135	65	107.7%	150	(10.0)%
Finance cost	290	159	82.4%	361	(19.7)%
Depreciation and amortisation expenses	748	629	18.9%	731	2.3%
PBT before associates & joint ventures	573	541	5.9%	679	(15.6)%
Share of profit from associates and joint ventures	34	(10)	NA	26	30.8%
Exceptional items	(206)	274	NA	-	NA
Profit before tax	401	805	(50.2)%	705	(43.1)%
Tax expense	387	315	22.9%	125	NA
PAT	14	490	(97.1)%	580	(97.6)%
PAT Margin (%)	0.05%	2.74%	(269) Bps	2.48%	(243) Bps
Other Comprehensive income	3	177	(98.3)%	48	(93.8)%
Total Comprehensive income	17	667	(97.5)%	628	(97.3)%
Diluted EPS (INR)	0.57	1.79	(68.2)%	2.33	(75.5)%

Particulars (INR Mn)	9M-FY21	9M-FY20	Y-o-Y
Revenue from Operations	71,488	54,753	30.6%
Expenses	67,080	50,782	32.1%
EBITDA	4,408	3,971	11.0%
EBITDA Margin (%)	6.17%	7.25%	(108) Bps
Other Income	446	236	89.0%
Finance cost	1,037	391	165.2%
Depreciation and amortisation expenses	2,206	1,715	28.6%
PBT before associates & joint ventures	1,611	2,101	(23.3)%
Share of profit from associates and joint ventures	66	27	NA
Exceptional Items	(241)	274	NA
Profit before tax	1,436	2,402	(40.2)%
Tax expense	544	599	(9.2)%
PAT	892	1,803	(50.5)%
PAT Margin (%)	1.25%	3.29%	(204) Bps
Other Comprehensive income	190	151	25.8%
Total Comprehensive income	1,082	1,954	(44.6)%
Diluted EPS (INR)	4.85	6.96	(30.3)%

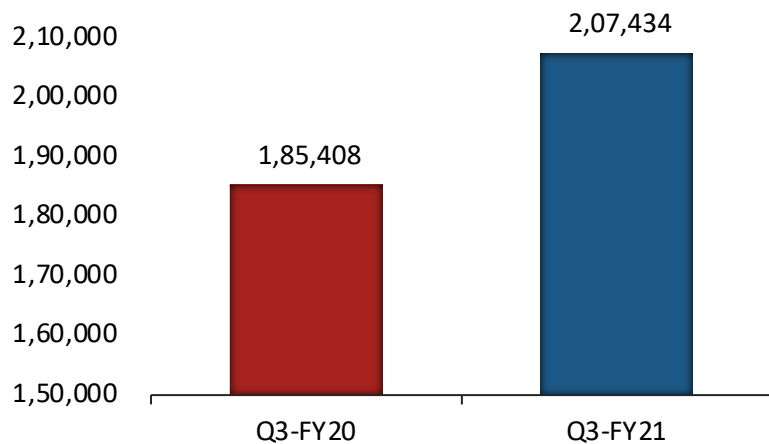


SEGMENTAL
FINANCIAL
OVERVIEW

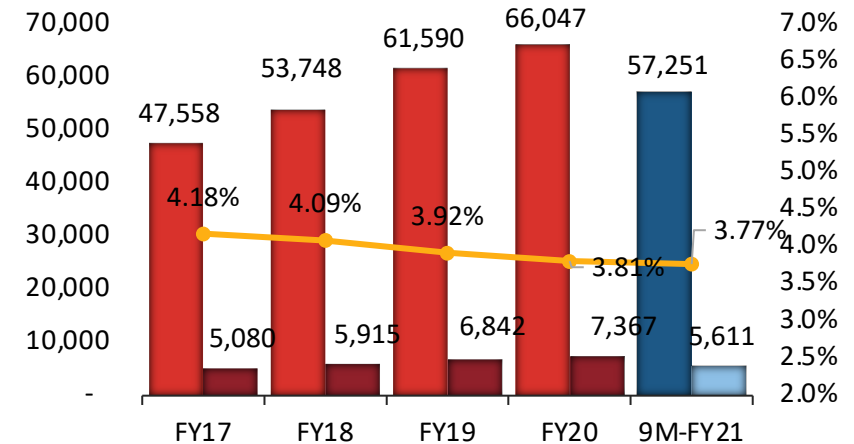
Key Operational Highlights for Q3-FY21:

- The shortage of containers and supply constraints on shipping side continue to drive freight rates higher, making it challenging on the procurement front.
- Overall economic environment continues to improve across the globe providing good opportunity.
- ECU Worldwide continues to drive innovation through products such as Xlerate and focus on digitization through ECU360.
- Return on Capital Employed (ROCE) is slightly reduced to 19.5% on account of higher working capital driven by high freight rates.

Quarterly Volumes (TEUs)

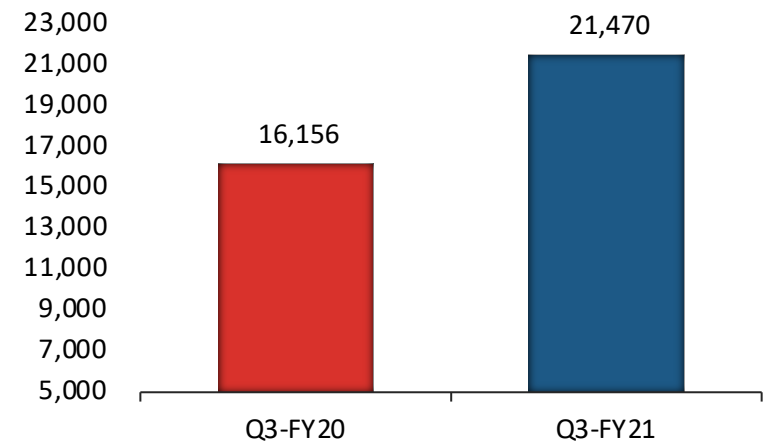


Segment Financials



■ Revenues (INR Mn)
 ■ Global Volumes (00s TEUs)
 —●— EBIT Margin

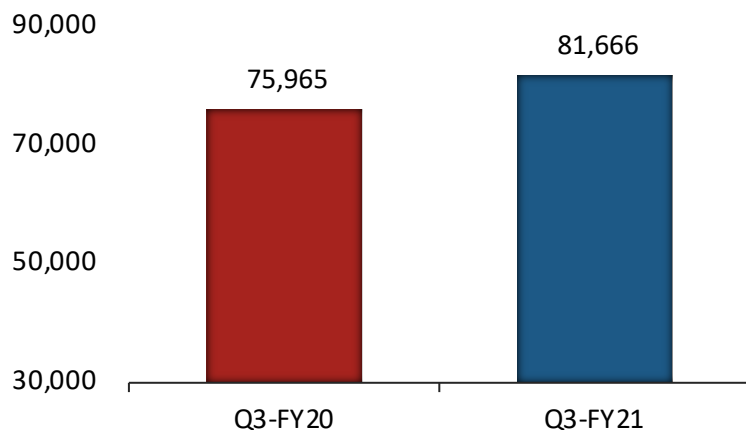
Quarterly Revenues (INR Mn)



Key Operational Highlights for Q3-FY21:

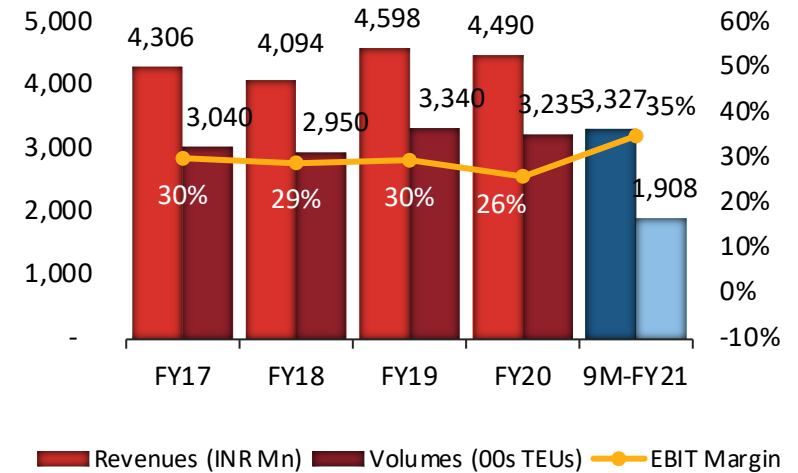
- Can keep as same points as mentioned in current PPT as its same situation.
- There has been a recovery in the volumes across all locations
- Port volumes have also registered growth in export and import segment
- Shortage of containers, blank sailings and higher freight rates have slowed the growth
- The Return on Capital Employed (ROCE) stands at 34% an annualised basis

Quarterly Volumes (TEUs)

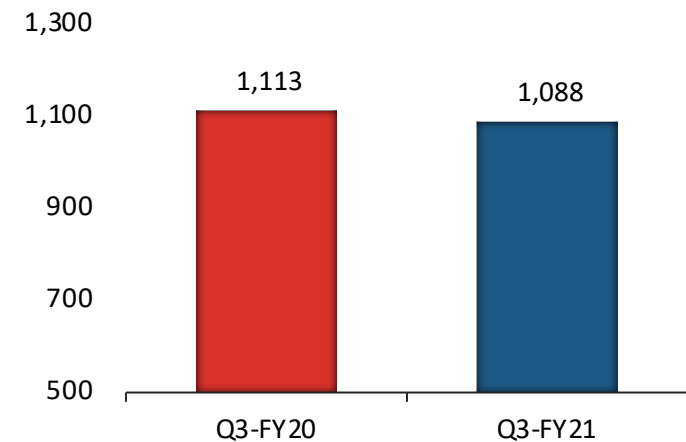


Volume Numbers : EXCL Dadri

Segment Financials



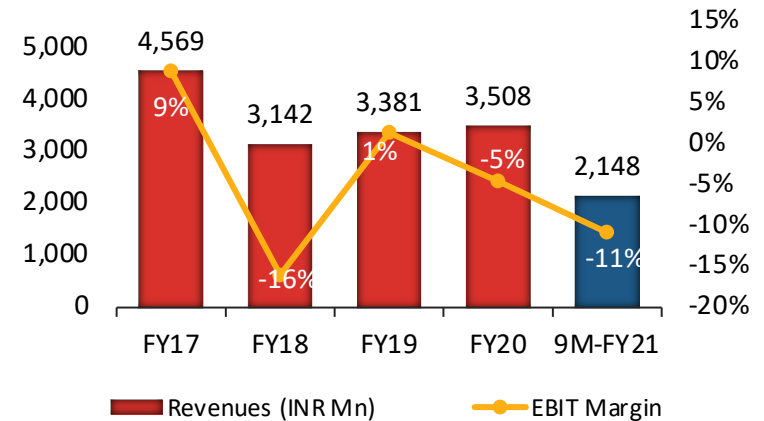
Quarterly Revenues (INR Mn)



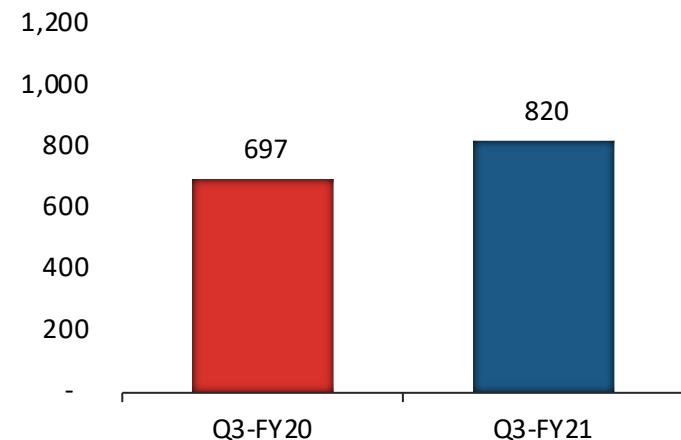
Key Operational Highlights for Q3-FY21:

- Project Logistics has seen limited growth in order book, but business continues to be steady
- Focus on infrastructure growth and development of new metro projects is likely to provide good opportunity in future
- Crane utilisation has steadily improved since May and now is at par or better than previous year
- Company is focused on rationalising its fleet to make the overall fleet younger.
- ROCE remains low due to significant depreciation on equipment.

Segment Financials



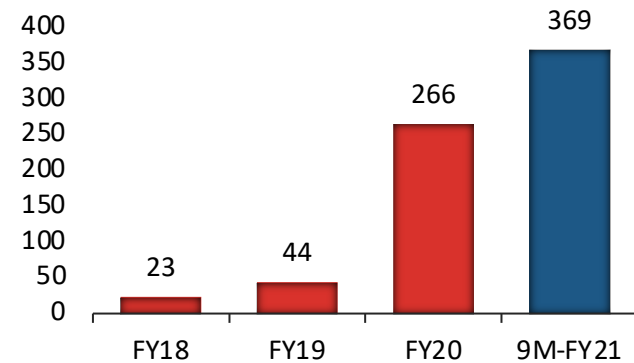
Quarterly Revenues (INR Mn)



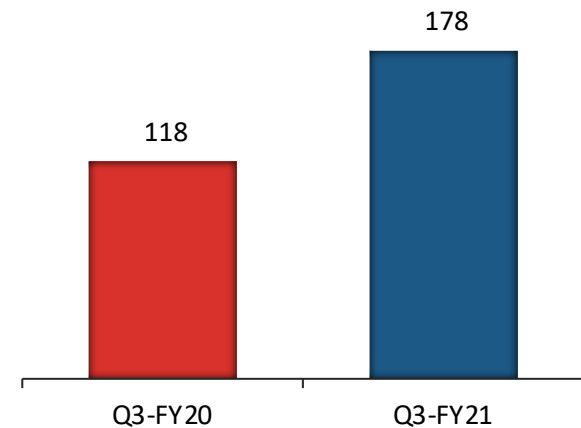
Key Operational Highlights for Q3-FY21:

- Development and construction of logistics parks is on schedule
- Lease income from warehouses continues to rise and the trend will continue
- 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 led delays in certain approvals, however the work is in progress now.

Segment Financials (INR Mn)



Quarterly Revenues (INR Mn)

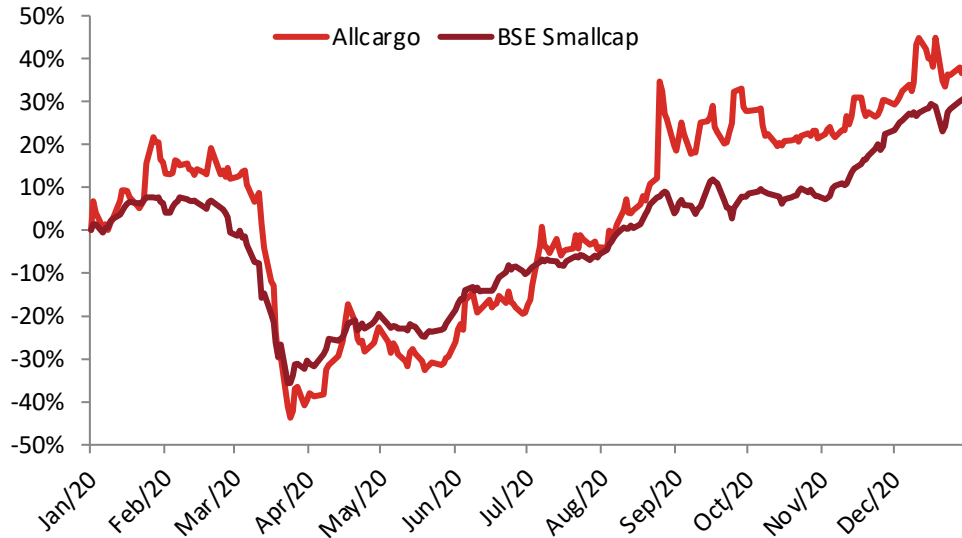




HISTORICAL
FINANCIAL
OVERVIEW

Particulars (INR Mn)	FY18	FY19	FY20
Revenue from Operations	60,492	68,949	73,462
Expenses	56,720	64,464	68,428
EBITDA	3,772	4,485	5,034
<i>EBITDA Margin (%)</i>	6.23%	6.50%	6.85%
Other Income	391	338	413
Finance cost	299	295	685
Depreciation and amortisation expenses	1,591	1,559	2,316
PBT before associates, joint ventures	2,273	2,969	2,446
Share of profit from associates and joint ventures	48	52	61
Exceptional Items	(69)	-	547
Profit before tax	2,252	3,021	3,054
Tax expense	512	542	711
PAT	1,740	2,479	2,343
<i>PAT Margin (%)</i>	2.88%	3.60%	3.19%
Other Comprehensive income	559	(127)	353
Total Comprehensive income	2,299	2,352	2,696
Diluted EPS (INR)	6.97	9.85	9.08

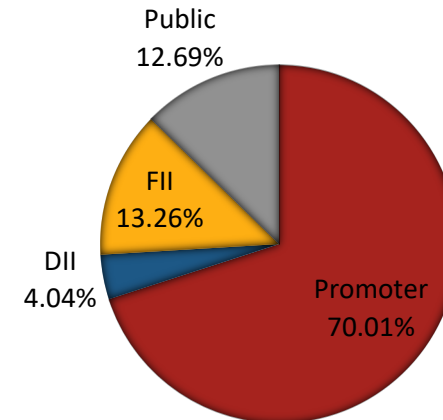
Equity and Liabilities (INR Mn)	FY19	FY20	H1-FY21	Assets (INR Mn)	FY19	FY20	H1-FY21
Equity				Non Current Assets			
Equity share capital	491	491	491	Plant, Property & Equipment (net)	11,368	12,099	19,406
Other equity	19,497	20,966	22,102	Right use of assets	-	2,026	2,561
Equity attributable to equity holders of the parent	19,988	21,457	22,593	Capital Work in Progress	1,645	2,690	1,787
Non-controlling interest	207	266	4,504	Investment Property (net)	444	326	323
Total Equity	20,195	21,723	27,097	Goodwill on Consolidation	2,850	3,365	5,198
				Total Intangible assets (net)	1,305	1,864	5,159
Non-current liabilities				Intangible Assets under Development	6	3	32
Financial liabilities				Investments in joint ventures and associates	2,137	4,134	2,171
Lease Liability	-	1,438	1,167	Investments	6	893	898
Borrowings	3,781	7,967	9,253	Loans	324	492	705
Other financial liabilities	258	249	1,145	Other financial assets	121	118	154
Long term provisions	23	25	26	Deferred tax assets (net)	1,097	1,220	1,731
Net employment defined benefit liabilities	7	7	96	Income tax assets (net)	236	187	1,060
Deferred tax liability (net)	15	127	1,320	Other non-current assets	890	847	701
Other non-current liabilities	72	70	82	Total Non-Current Assets	22,429	30,264	41,886
Total Non-current liabilities	4,156	9,883	13,089	Current Assets			
				Inventories	89	78	114
Financial liabilities				Investments	251	70	46
Lease Liability	-	617	211	Loans	420	570	1,606
Borrowings	1,189	4,395	3,795	Trade receivables	9,421	11,501	12,647
Trade payables	6,990	7,983	9,323	Cash and cash equivalents	1,895	2,493	4,991
Other payables	925	1,198	1,543	Other bank balances	511	587	672
Other financial liabilities	1,027	2,185	5,430	Other financial assets	665	2,798	378
Net employment defined benefit liabilities	414	432	479	Income tax assets (net)	120	130	138
Other current liabilities	4,096	4,526	5,931	Other current assets	3,219	4,646	4,870
Income tax liabilities (net)	166	195	861	Assets classified as held for sale	138	-	412
Total Financial liabilities	14,807	21,531	27,574	Total Current Assets	16,729	22,873	25,874
Total equity and liabilities	39,158	53,137	67,760	Total Assets	39,158	53,137	67,760

Stock Return (As on 31st December, 2020)

Price Data (As on 31st December 2020)

Face value (INR)	2.0
Market Price (INR)	133.75
52 Week H/L (INR)	155.15 / 51.5
Market Cap (INR Mn)	32,861.7
Equity Shares Outstanding (Mn)	245.7
1 Year Avg. trading volume ('000)	386.0

Institutional Holding

Acacia	8.20%
SBI Mutual Fund	3.64%
Singapore Government Pension Fund Global	2.22%
Ellipsis Partners LLC	1.20%

Shareholding Structure (As on 31st December, 2020)


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THANK YOU

all cargo logistics ltd.
Ingenuity In Motion