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| 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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June 24, 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 year ended March 31, 2021.

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 & Compliance Officer



EARNINGS
PRESENTATION
FY21 / Q4 – 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 36.1 Bn as on 23rd June, 2021.
- 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 180 countries



Expertise in providing end-to-end integrated logistics solutions



Pioneer & market leader in CFS business. Strong Presence across major container ports which handle >70% of India's container traffic



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)

FY21 Revenue Share 80%



- 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)

FY21 Revenue Share 4%



- 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)

FY21 Revenue Share 3%



- 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

Logistics Parks (LP)

FY21 Revenue Share 1% Consolidated at PAT level as associate entity



- 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

Supply Chain Management

FY21 Revenue Share 12%



- 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

GATI - Express Logistics

FY21 Revenue Share 12%



- 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 180 countries.
- All acquisitions in MTO segment have been EPS accretive and cash flow positive from start of integration
- Asset-light business strategy, focus on RoCE
- 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 with total installed capacity of ~500,000 TEUs.
- COVID reinstate importance of CFS's. Direct port Delivery (DPD) issue bottomed. Increased the customer base through deeper market penetration and business excellence.

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- Pan-India, industry leading express network covering 99% of GoI approved pin codes.
- Capabilities and established engagements managing supply chain of multiple sub-sectors
- Transformation initiatives aimed to regain market leadership in the segment.
- Focus on core competences and divest/sell non-core low RoCE segments.

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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.
- Multi-sectors serviced: Power (thermal, solar, wind and transmission lines), Oil & Gas, Refineries, Cement, Steel, Ports and Infrastructure.

FY21 Consolidated Financials

**Consolidated Operational
Income**
INR 1,04,981 Mn

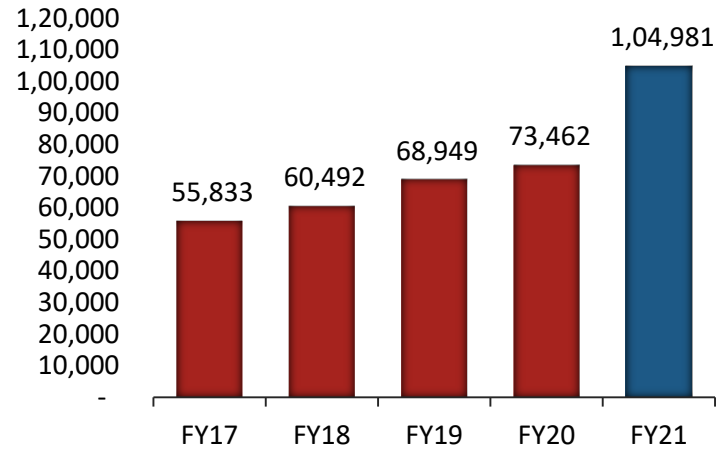
EBITDA
INR 6,338 Mn

EBITDA Margin
6.04%

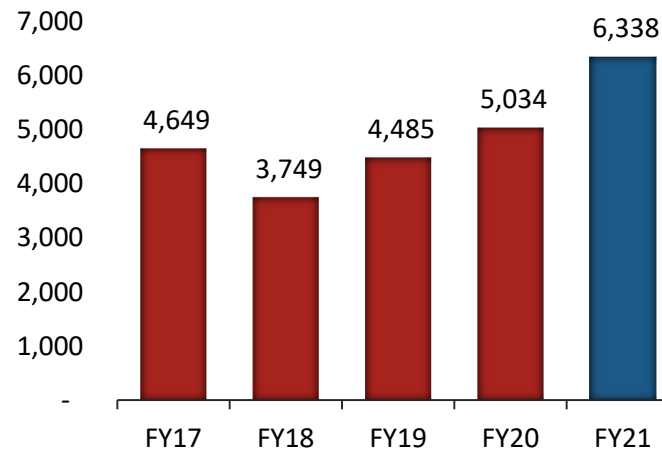
Net Profit
INR 951 Mn

PAT Margin
0.91%

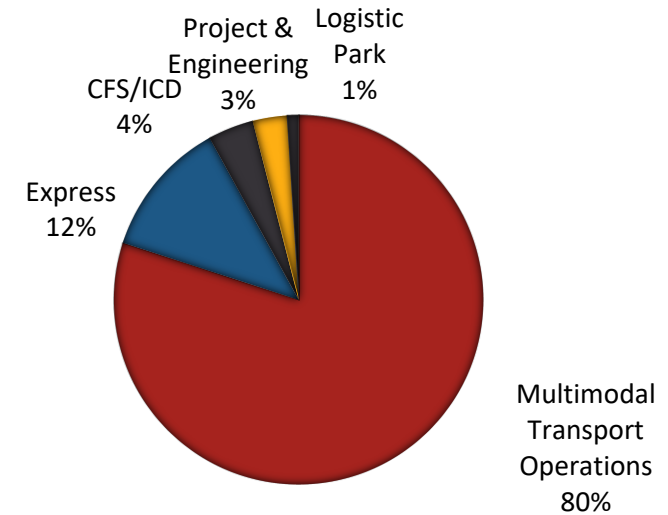
Consolidated Operational Revenues (Rs mn)



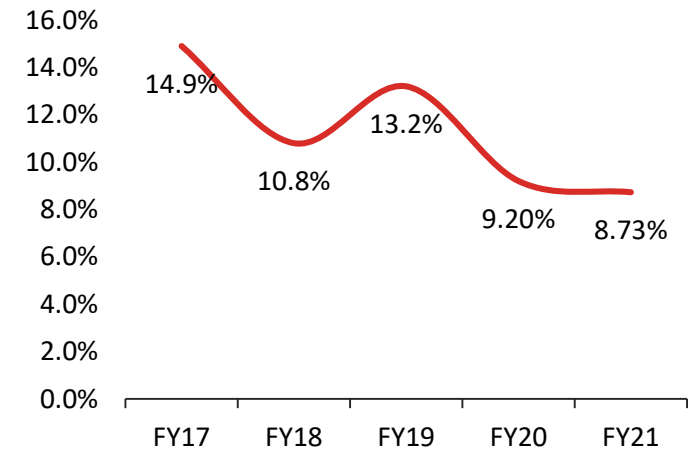
Consolidated EBITDA (Rs mn)



Segmental Revenue FY21



ROCE trend (%)





FY21 / Q4–FY21
EARNINGS
OVERVIEW

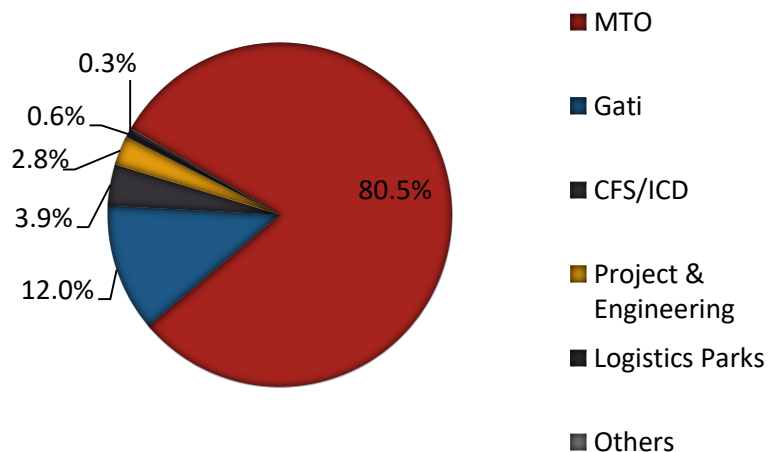
Consolidated Q4-FY21 Financial Performance

| | | |
|---|-------------------------------|--|
| INR 33,493 Mn Revenue from Operations | INR 1,930 Mn EBITDA | 5.76 % EBITDA Margins |
| INR 59 Mn Net Profit | 0.18 % PAT Margins | INR (95) Mn Total Comprehensive Income |
| INR 2.19/Share Diluted EPS | | |

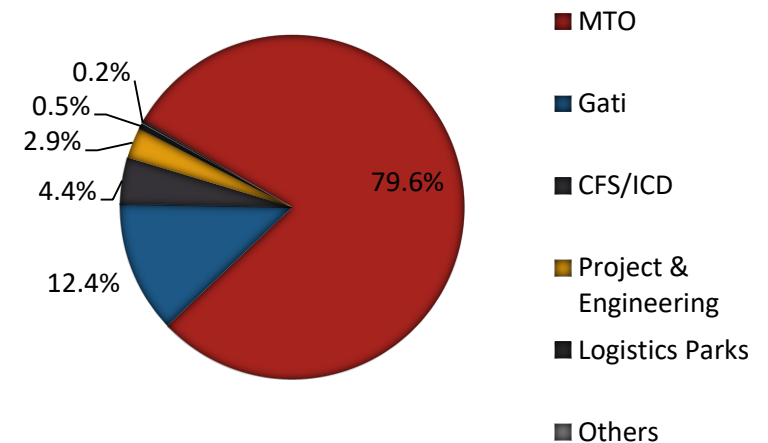
Consolidated FY21 Financial Performance

| | | |
|---|-------------------------------|---|
| INR 1,04,981 Mn Revenue from Operations | INR 6,338 Mn EBITDA | 6.04 % EBITDA Margins |
| INR 951 Mn Net Profit | 0.91 % PAT Margins | INR 987 Mn Total Comprehensive Income |
| INR 7.04/Share Diluted EPS | | |

Consolidated Q4-FY21 Segmental Revenue



Consolidated FY21 Segmental Revenue



| Particulars (INR Mn) | Q4-FY21 | Q4-FY20 | Y-o-Y | Q3-FY21 | Q-o-Q |
|--|---------------|---------------|------------------|---------------|----------------|
| Revenue from Operations | 33,493 | 18,710 | 79.0% | 27,347 | 22.5% |
| Expenses | 31,563 | 17,646 | 78.9% | 25,871 | 22.0% |
| EBITDA | 1,930 | 1,064 | 81.4% | 1,476 | 30.8% |
| EBITDA Margin (%) | 5.76% | 5.69% | 7 Bps | 5.40% | 36 Bps |
| Other Income | 108 | 176 | (39.0)% | 135 | -20.0% |
| Finance cost | 320 | 293 | 9.2% | 290 | 10.3% |
| Depreciation and amortisation expenses | 855 | 602 | 42.0% | 748 | 14.3% |
| PBT before associates & joint ventures | 863 | 345 | 150.1% | 573 | 50.6% |
| Share of profit from associates and joint ventures | 104 | 34 | 205.9% | 34 | NA |
| Exceptional items | (812) | 273 | NA | (206) | NA |
| Profit before tax | 155 | 652 | (76.2)% | 401 | (61.3)% |
| Tax expense | 96 | 111 | (13.5)% | 387 | (75.2)% |
| PAT | 59 | 541 | (89.1)% | 14 | 321.4% |
| PAT Margin (%) | 0.18% | 2.89% | (271) Bps | 0.05% | 13 Bps |
| Other Comprehensive income | (154) | 202 | NA | 3 | NA |
| Total Comprehensive income | (95) | 743 | NA | 17 | NA |
| Diluted EPS (INR) | 2.19 | 2.12 | 3.3% | 0.57 | NA |

| Particulars (INR Mn) | FY21 | FY20 | Y-o-Y |
|--|-----------------|---------------|------------------|
| Revenue from Operations | 1,04,981 | 73,462 | 42.9% |
| Expenses | 98,643 | 68,428 | 44.2% |
| EBITDA | 6,338 | 5,034 | 25.9% |
| EBITDA Margin (%) | 6.04% | 6.85% | (81) Bps |
| Other Income | 553 | 413 | 33.9% |
| Finance cost | 1,356 | 685 | 98.0% |
| Depreciation and amortisation expenses | 3,061 | 2,316 | 32.2% |
| PBT before associates & joint ventures | 2,474 | 2,446 | 1.1% |
| Share of profit from associates and joint ventures | 170 | 61 | NA |
| Exceptional Items | (1,053) | 547 | NA |
| Profit before tax | 1,591 | 3,054 | (47.9)% |
| Tax expense | 640 | 711 | (10.0)% |
| PAT | 951 | 2,343 | (59.4)% |
| PAT Margin (%) | 0.91% | 3.19% | (228) Bps |
| Other Comprehensive income | 36 | 353 | (89.8)% |
| Total Comprehensive income | 987 | 2,696 | (63.4)% |
| Diluted EPS (INR) | 7.04 | 9.08 | (22.5)% |

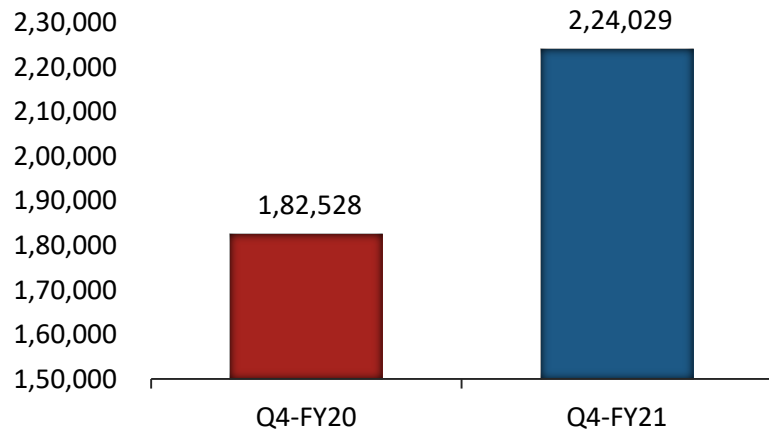


SEGMENTAL
FINANCIAL
OVERVIEW

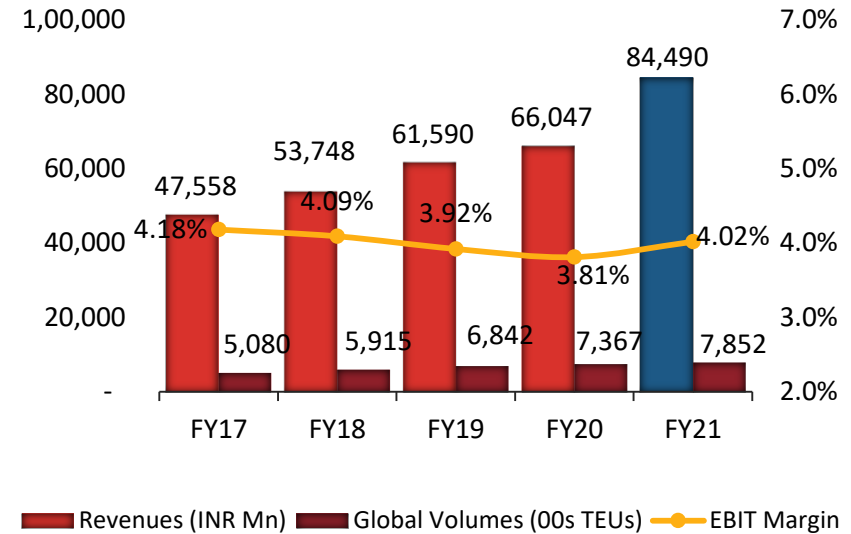
Key Operational Highlights in MTO for Q4-FY21:

- Shortage continues across the globe for ocean shipment both FCL/LCL. Ocean Export freight rates continues to remain near its highest for Latin America, South America, North America, Australia & Africa
- Different waves of pandemic led to disruptions and impacted volumes to an extent but the same was compensated by higher freight environment. Q4 volumes returned to normalcy.
- ECU360 continues to gain traction and is increasing share in overall bookings facilitating customers through digital interface.
- Despite uncertainty and tough operating environment, FY21 ROCE slightly improved +24% levels

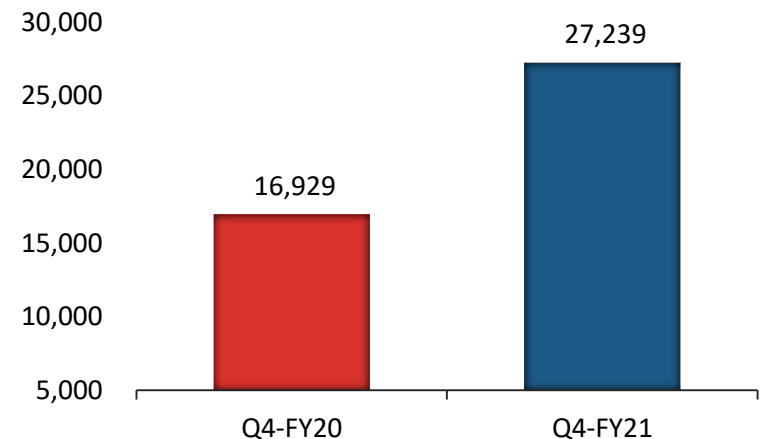
Quarterly Volumes (TEUs)



Segment Financials



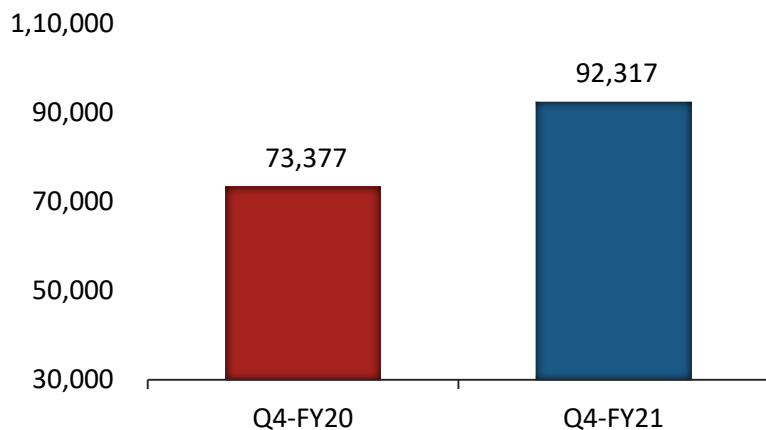
Quarterly Revenues (INR Mn)



Key Operational Highlights for Q4-FY21:

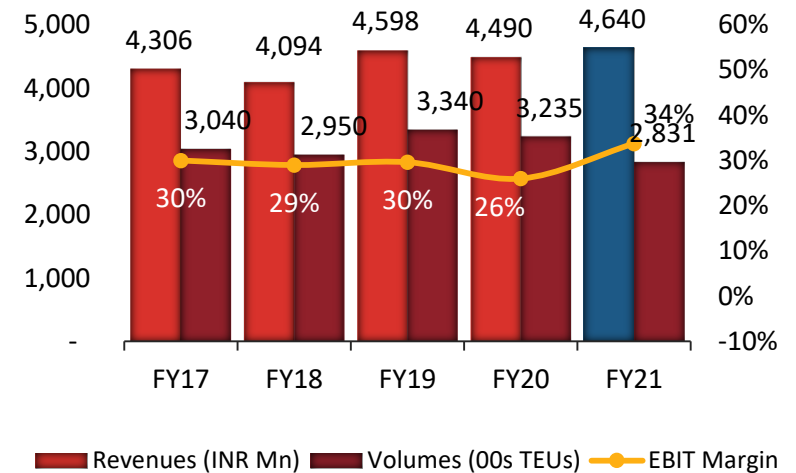
- Q1 witnessed significant drop in volumes but increased dwell time. Volumes recovered in Q2 and Q3 and Q4 witnessed strong growth in volumes.
- Port volumes registered strong growth in Q4, however volumes have taken a hit since then on account of second wave led lockdowns.
- CFS infrastructure played a big role in decongesting ports in crucial times during pandemic and helped India's exports and imports grow without constraints.
- RoCE for FY21 stood at 43% driven by higher capacity utilization and value added services aiding realization

Quarterly Volumes (TEUs)

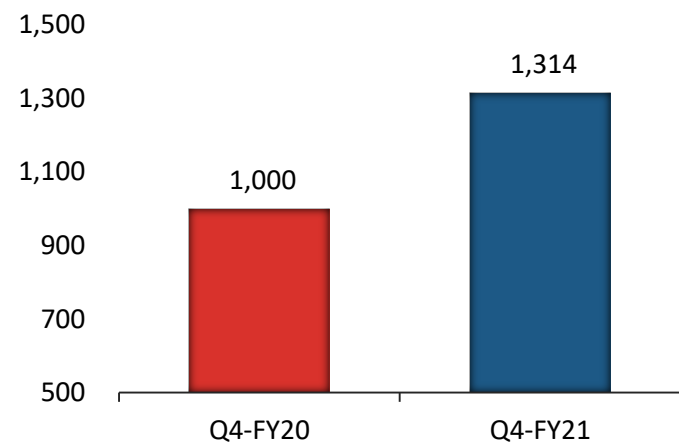


Volume Numbers : EXCL Dadri

Segment Financials



Quarterly Revenues (INR Mn)

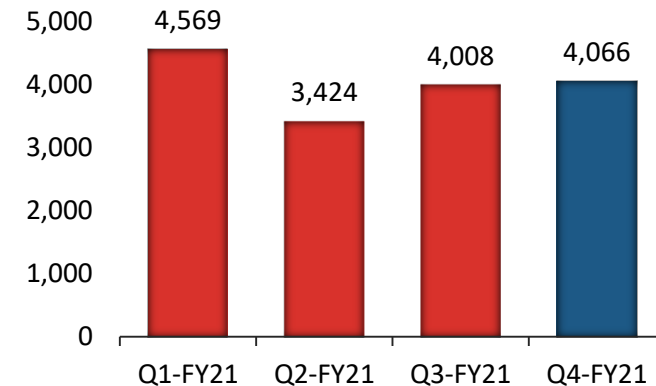


EXPRESS & CONTRACT LOGISTICS:

Key Operational Highlights for Q4-FY21

- Express Business under Gati continued to witness strong growth in Q4 recording highest ever volume and revenue for core B2B surface express business.
- Transformation program continues to drive improved sales, operations and digital enablement of business.
- Contract Logistics Business under ACCI witnessed strong growth despite pandemic registering an increase of 54% YoY in revenues. The growth was largely driven by e-commerce and chemical vertical.

Segment Financials (INR MN)

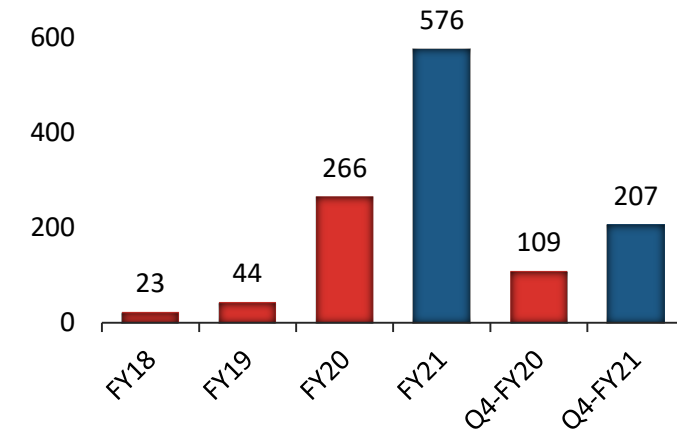


LOGISTICS PARKS:

Key Operational Highlights for Q4-FY21

- Development and construction of logistics parks is on schedule and nearly complete in key locations excluding recent acquisitions.
- Lease income from warehouses continues to rise and the trend will continue as more space gets ready and leased.
- 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-impact on getting certain approvals, however the work is in progress now.

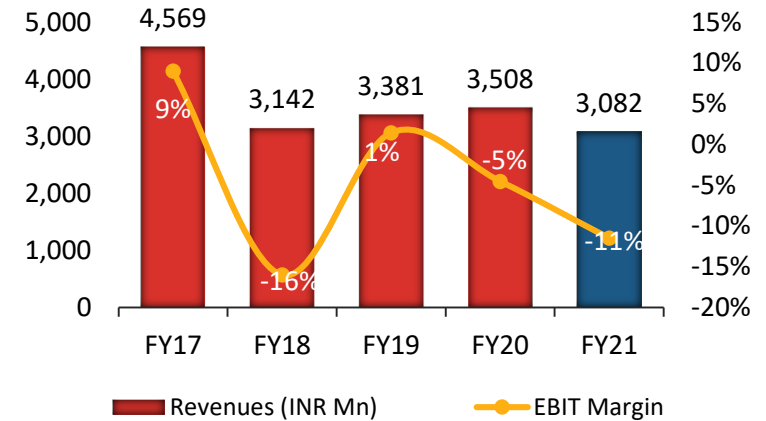
Segment Financials (INR MN)



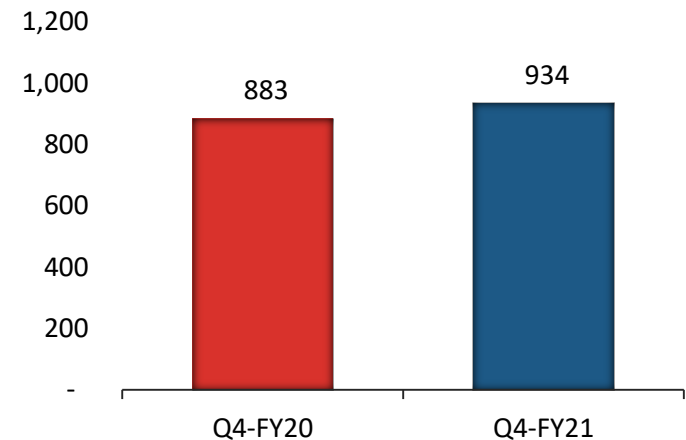
Key Operational Highlights for Q4-FY21:

- Project Logistics has seen strong growth in order book, increasing from Rs 1.4 bn at the start of FY21 to Rs 1.9 bn at the end of FY21
- Focus on infrastructure growth and development of new metro and renewable power projects is likely to provide good opportunity in future.
- Crane utilization has steadily improved after a challenging Q1 and now is better than previous years
- Company is focused on rationalizing its fleet to make the overall fleet younger.
- ROCE remains low due to significant depreciation on equipment.

Segment Financials



Quarterly Revenues (INR Mn)



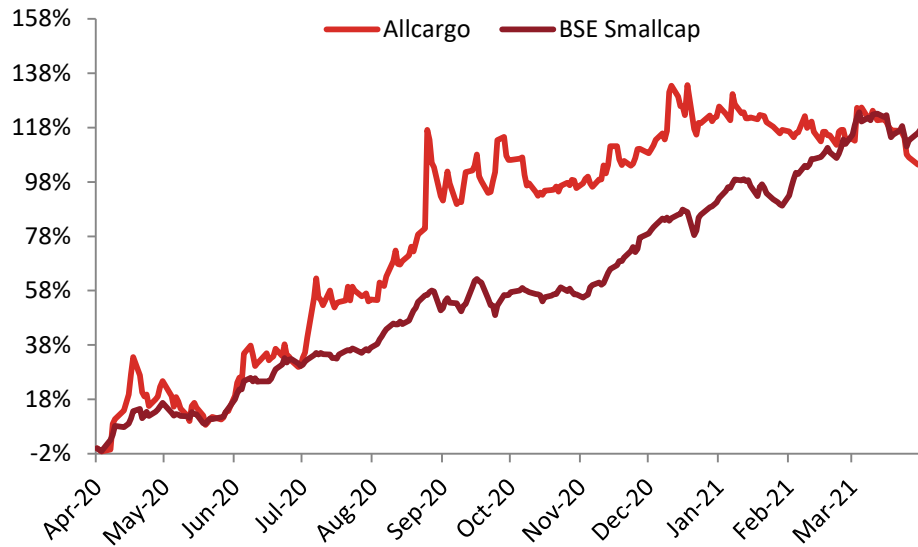


HISTORICAL
FINANCIAL
OVERVIEW

| Particulars (INR Mn) | FY19 | FY20 | FY21 |
|--|---------------------|---------------------|---------------------|
| Revenue from Operations | 68,949 | 73,462 | 1,04,981 |
| Expenses | 64,464 | 68,428 | 98,643 |
| EBITDA | 4,485 | 5,034 | 6,338 |
| <i>EBITDA Margin (%)</i> | <i>6.50%</i> | <i>6.85%</i> | <i>6.04%</i> |
| Other Income | 338 | 413 | 553 |
| Finance cost | 295 | 685 | 1,356 |
| Depreciation and amortisation expenses | 1,559 | 2,316 | 3,061 |
| PBT before associates, joint ventures | 2,969 | 2,446 | 2,474 |
| Share of profit from associates and joint ventures | 52 | 61 | 170 |
| Exceptional Items | - | 547 | (1,053) |
| Profit before tax | 3,021 | 3,054 | 1,591 |
| Tax expense | 542 | 711 | 640 |
| PAT | 2,479 | 2,343 | 951 |
| <i>PAT Margin (%)</i> | <i>3.60%</i> | <i>3.19%</i> | <i>0.91%</i> |
| Other Comprehensive income | (127) | 353 | 36 |
| Total Comprehensive income | 2,352 | 2,696 | 987 |
| Diluted EPS (INR) | 9.85 | 9.08 | 7.04 |

| Equity and Liabilities (INR Mn) | FY20 | FY21 |
|--|---------------|---------------|
| Equity | | |
| Equity share capital | 491 | 491 |
| Other equity | 20,966 | 22,344 |
| Equity attributable to equity holders of the parent | 21,457 | 22,835 |
| Non-controlling interest | 266 | 3,314 |
| Total Equity | 21,723 | 26,149 |
| Non-current liabilities | | |
| Financial liabilities | | |
| Lease Liability | 1,437 | 2,514 |
| Borrowings | 7,967 | 7,167 |
| Other financial liabilities | 249 | 320 |
| Long term provisions | 25 | 25 |
| Net employment defined benefit liabilities | 7 | 123 |
| Deferred tax liability (net) | 128 | 1,471 |
| Other non-current liabilities | 70 | 90 |
| Total Non-current liabilities | 9,883 | 11,710 |
| Current Liabilities | | |
| Financial liabilities | | |
| Lease Liability | 617 | 603 |
| Borrowings | 4,395 | 6,912 |
| Trade payables | 8,527 | 13,889 |
| Other payables | 654 | 1,420 |
| Other financial liabilities | 2,185 | 9,446 |
| Net employment defined benefit liabilities | 432 | 534 |
| Other current liabilities | 4,526 | 2,978 |
| Income tax liabilities (net) | 195 | 961 |
| Total Current liabilities | 21,531 | 36,743 |
| Total equity and liabilities | 53,137 | 74,602 |

| Assets (INR Mn) | FY20 | FY21 |
|--|---------------|---------------|
| Non Current Assets | | |
| Plant, Property & Equipment (net) | 12,099 | 15,614 |
| Right use of assets | 2,026 | 3,059 |
| Capital Work in Progress | 2,690 | 1,679 |
| Investment Property (net) | 326 | 320 |
| Goodwill on Consolidation | 3,365 | 5,664 |
| Total Intangible assets (net) | 1,864 | 5,334 |
| Intangible Assets under Development | 3 | 3 |
| Investments in joint ventures and associates | 4,134 | 2,534 |
| Investments | 893 | 395 |
| Loans | 492 | 986 |
| Other financial assets | 118 | 165 |
| Deferred tax assets (net) | 1,220 | 1,921 |
| Income tax assets (net) | 187 | 1,053 |
| Other non-current assets | 847 | 720 |
| Total Non-Current Assets | 30,264 | 39,447 |
| Current Assets | | |
| Inventories | 78 | 97 |
| Investments | 70 | 311 |
| Loans | 570 | 668 |
| Trade receivables | 11,501 | 21,757 |
| Cash and cash equivalents | 2,493 | 3,068 |
| Other bank balances | 587 | 744 |
| Other financial assets | 2,798 | 4,231 |
| Income tax assets (net) | 130 | 128 |
| Other current assets | 4,646 | 2,476 |
| Assets classified as held for sale | - | 1,675 |
| Total Current Assets | 22,873 | 35,155 |
| Total Assets | 53,137 | 74,602 |



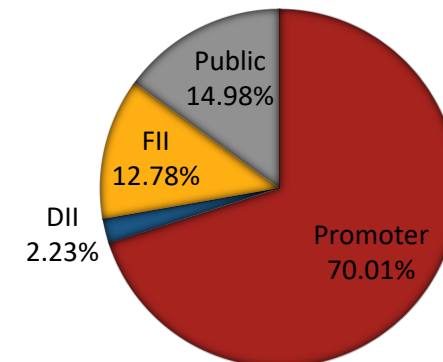
Price Data (As on 31st March 2021)

| | |
|-----------------------------------|-------------|
| Face value (INR) | 2.00 |
| Market Price (INR) | 123.55 |
| 52 Week H/L (INR) | 155.15 / 57 |
| Market Cap (INR Mn) | 30,355.68 |
| Equity Shares Outstanding (Mn) | 245.7 |
| 1 Year Avg. trading volume ('000) | 407.8 |

Institutional Holding

| | |
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| Acacia | 8.20% |
| SBI Mutual Fund | 2.23% |
| Singapore Government Pension Fund Global | 2.22% |
| Ellipsis Partners LLC | 1.20% |

Shareholding Structure (As on 31st March, 2021)



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THANK YOU

all cargo logistics Ltd.
Ingenuity In Motion