



EARNINGS
PRESENTATION
Q4-FY18 / FY18

all cargo logistics Ltd.
Ingenuity In Motion

Overview

- Allcargo Logistics was incorporated in 1993 by the current 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 36,302 Mn as on 31st March, 2018.



Only integrated multinational logistics company in India



Global Leader in Neutral 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)**
Revenue
Share
88%



**Container
Freight
Stations (CFS)**
Revenue
Share **7%**



**Project &
Engineering
Solutions (P&E)**
Revenue Share
5%



**Contract
Logistics**



- 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)

- 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

- 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

- 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 at JNPT, Chennai and Kolkata
- 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

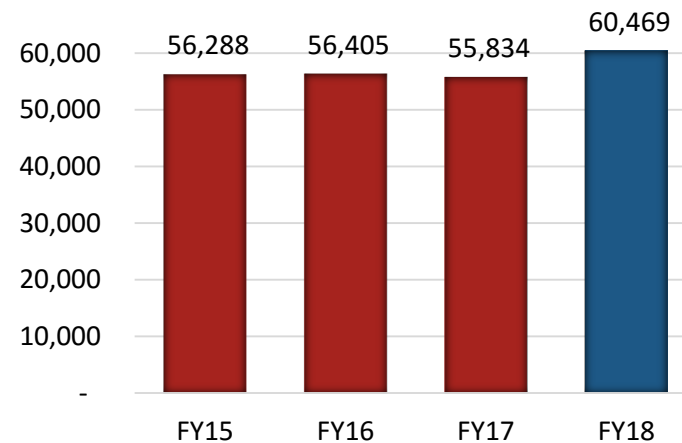
EBITDA
 INR 3,749 Mn

EBITDA Margin
 6.20%

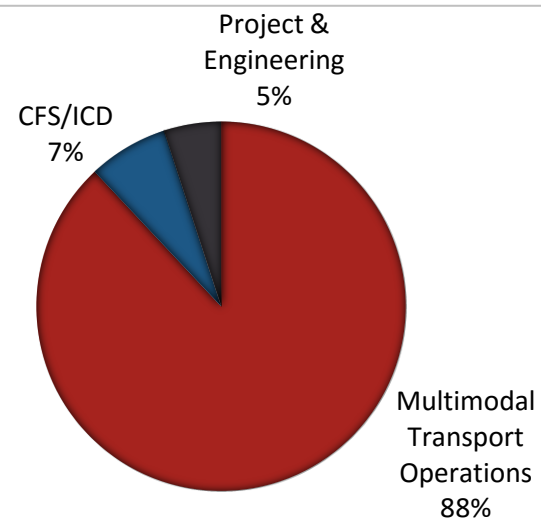
Net Profit
 INR 1,740 Mn

PAT Margin
 2.88 %

Consolidated Revenues



Segmental Revenue FY18





Q4–FY18 / FY18
EARNINGS
OVERVIEW

Q4-FY18 Consolidated Financial Performance:

Revenue from Operations- INR 15,363 Mn

EBITDA - INR 739 Mn

EBITDA Margin – 4.81%

Net Profit - INR 130 Mn

PAT Margin – 0.85%

Total Comprehensive Income – INR 347 Mn

Diluted EPS - INR 0.47

FY18 Consolidated Financial Performance:

Revenue from Operations - INR 60,469 Mn

EBITDA - INR 3,749 Mn

EBITDA Margin - 6.20%

Net Profit - INR 1,740 Mn

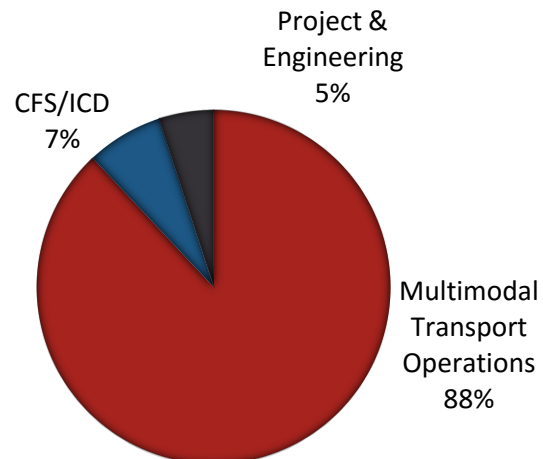
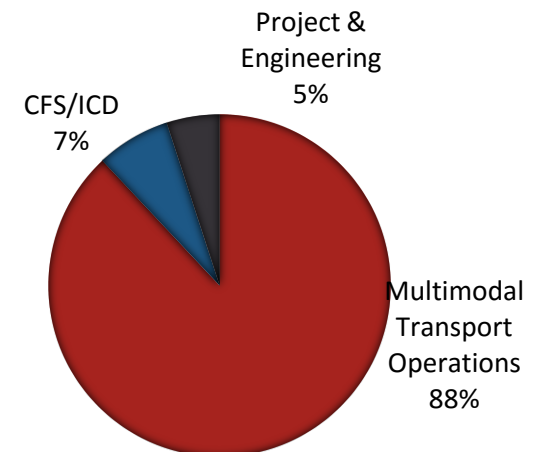
PAT Margin - 2.88%

Total Comprehensive Income - INR 2,299 Mn

Diluted EPS - INR 6.97

Gross Debt Outstanding - INR 4,742 Mn

Net Debt Outstanding - INR 1,293 Mn

Consolidated Segmental Revenue Q4-FY18**Consolidated Segmental Revenue FY18**

Particulars (INR Mn)	Q4-FY18	Q4-FY17	Y-o-Y	Q3-FY18	Q-o-Q
Revenue from Operations	15,363	13,628	12.7%	14,799	3.8%
Expenses	14,624	12,572	16.3%	13,866	5.5%
EBITDA	739	1,056	(30.0)%	933	(20.8)%
EBITDA Margin (%)	4.81%	7.75%	(294) Bps	6.30%	(149) Bps
Other Income	155	149	4.0%	49	216.3%
Finance cost	75	95	(21.1)%	71	5.6%
Depreciation and amortisation expenses	397	386	2.8%	397	0.0%
PBT before associates, joint ventures	422	724	(41.7)%	514	(17.9)%
Share of profit from associates and joint ventures	8	2	300.0%	7	14.3%
Exceptional Items	(69)	-	NA	-	NA
Profit before tax	361	726	(50.3)%	521	(30.7)%
Tax expense	231	131	76.3%	199	16.1%
PAT	130	595	(78.2)%	322	(59.6)%
PAT Margin (%)	0.85%	4.37%	(352) Bps	2.18%	(133) Bps
Other Comprehensive income	217	(273)	NA	(114)	NA
Total Comprehensive income	347	322	7.8%	208	66.8%
Diluted EPS	0.47	2.32	(79.7)%	1.41	(66.7)%

Particulars (INR Mn)	FY18	FY17	Y-o-Y
Revenue from Operations	60,469	55,834	8.3%
Expenses	56,720	51,185	10.8%
EBITDA	3,749	4,649	(19.4)%
EBITDA Margin (%)	6.20%	8.33%	(213) Bps
Other Income	414	453	(8.6)%
Finance cost	299	324	(7.7)%
Depreciation and amortisation expenses	1,591	1,662	(4.3)%
PBT before associates, joint ventures	2,273	3,116	(27.1)%
Share of profit from associates and joint ventures	48	38	26.3%
Exceptional Items	(69)	-	NA
Profit before tax	2,252	3,154	(28.6)%
Tax expense	512	776	(34.0)%
PAT	1,740	2,378	(26.8)%
PAT Margin (%)	2.88%	4.26%	(138) Bps
Other Comprehensive income	559	(598)	NA
Total Comprehensive income	2,299	1,780	29.2%
Diluted EPS	6.97	9.25	(24.6)%

Equity and Liabilities (INR Mn)	FY17	FY18	Assets (INR Mn)	FY17	FY18
Equity			Non Current Assets		
Equity share capital	491	491	Plant, Property & Equipment (net)	11,508	10,878
Other equity	17,431	19,152	Capital Work in Progress	365	97
Equity attributable to equity holders of the parent	17,922	19,643	Investment Property (net)	467	455
Non-controlling interest	207	172	Goodwill	2,604	2,880
Total Equity	18,129	19,815	Total Intangible assets	1,205	1,393
			Investments in joint ventures and associates	2,057	2,139
Non-current liabilities			Investments in others	0	4
Financial liabilities			Loan	388	278
Borrowings	3,387	2,701	Other financial assets	111	108
Other financial liabilities	9	8	Deferred tax assets (net)	738	974
Long term provisions	21	24	Income tax assets (net)	200	229
Net employment defined benefit liabilities	4	4	Other non-current assets	567	550
Deferred tax liability (net)	17	43	Total Non-Current Assets	20,210	19,985
Other non-current liabilities	36	47	Current Assets		
Total Non-current liabilities	3,474	2,827	Inventories	101	96
			Investments	852	1,106
Financial liabilities			Loans	212	389
Borrowings	1,747	1,121	Trade receivables	7,522	8,386
Trade payables	6,165	6,851	Cash and cash equivalents	1,692	2,342
Other payables	465	334	Other bank balances	181	104
Other financial liabilities	964	1,293	Other financial assets	713	631
Net employment defined benefit liabilities	370	420	Income tax assets (net)	179	116
Other current liabilities	1,078	1,320	Other current assets	670	813
Income tax liabilities (net)	147	111	Assets classified as held for sale	207	124
Total Financial liabilities	10,936	11,450	Total Current Assets	12,329	14,107
Total equity and liabilities	32,539	34,092	Total Assets	32,539	34,092

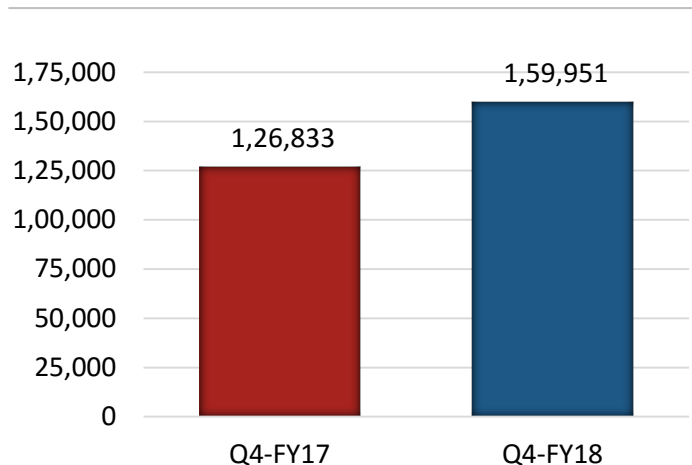


SEGMENTAL
FINANCIAL
OVERVIEW

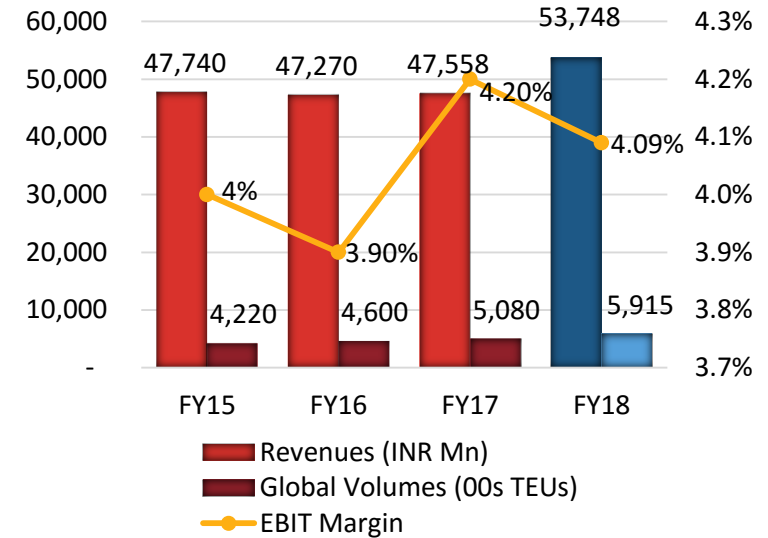
Key Operational Highlights in MTO for Q4-FY18:

- Expanded the service portfolio in LCL where more direct lanes were added to the company's worldwide network, especially the Intra-Asia trades.
- Volumes from allied and FCL services continued to grow.
- The segment continued gaining global market share.
- YoY quarterly growth in volumes is 26.1%
- YoY growth in volumes is 16.4%

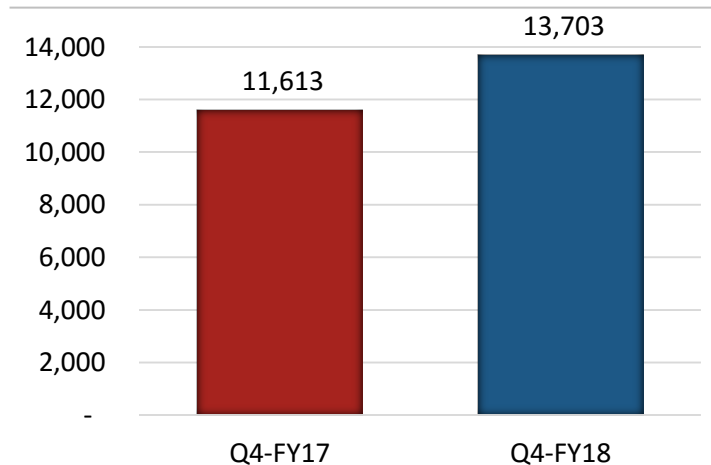
Quarterly Volumes (TEUs)



Segment Financials at a Glance



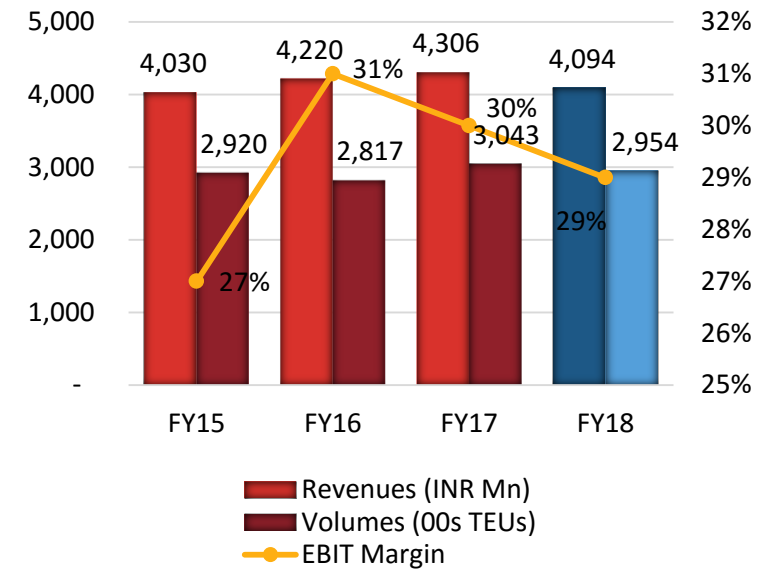
Quarterly Revenues (INR Mn)



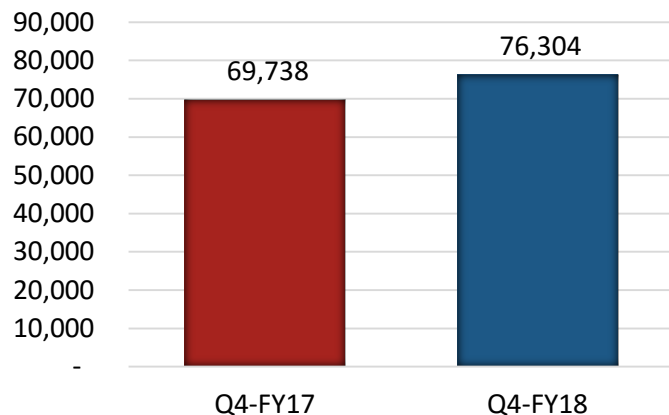
Key Operational Highlights for Q4-FY18:

- Decline in revenues can be attributed to the increase in direct port deliveries (DPD).
- Kolkata CFS which commissioned operations in the last quarter is picking up extremely well.
- For the Jhajjar multimodal logistics park, we have acquired approximately 93 acres of land as on date.
- YoY Quarterly volumes increased by 9.4%

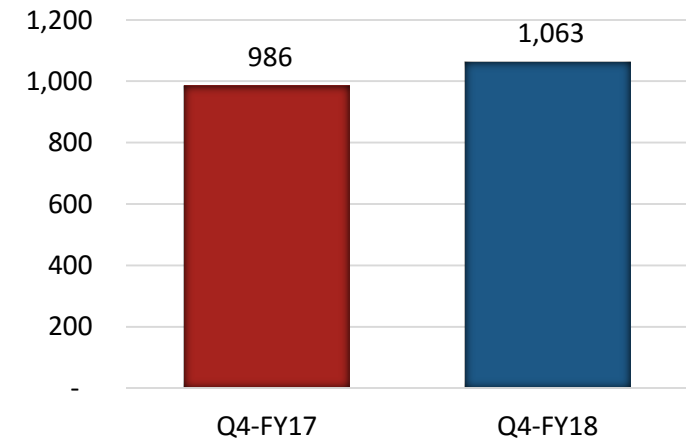
Segment Financials At A Glance



Quarterly Volumes (TEUs)



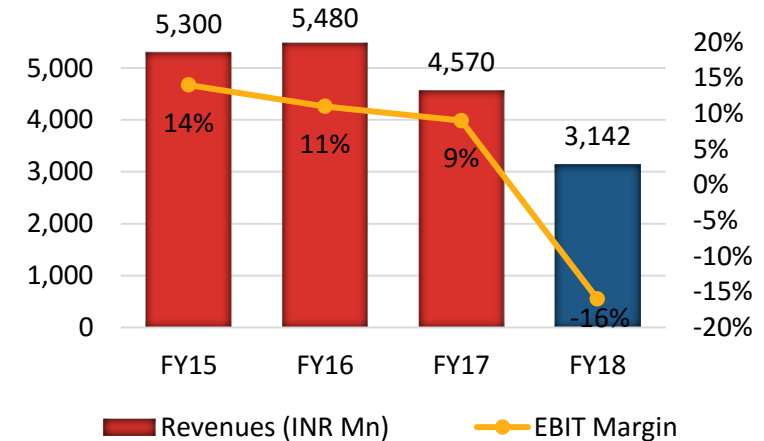
Quarterly Revenues (INR Mn)



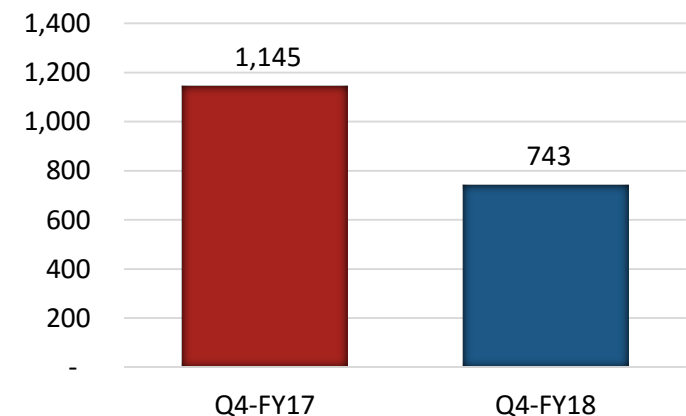
Key Operational Highlights for Q4-FY18:

- Revenues declined primarily due to decrease in asset utilization of the equipment leasing business and poor demand, especially for wind and power sector
- EBIT was impacted due to provisioning as per accounting policy.
- The company also sold one of its ships and now has 2 ships operational which are under long term contracts.
- In Q4FY18, 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.
- The company has been increasing its focus on Project Transportation, where the current executable order book is around INR 160 Cr.
- Renewed revival in 8 core sectors- coal, crude oil, natural gas, refinery products, fertilisers, steel, cement and electricity.
- The company intends to explore opportunities in neighbouring countries like Sri Lanka, Myanmar, Nepal and Bangladesh.

Segment Financials At A Glance



Quarterly Revenues (INR Mn)

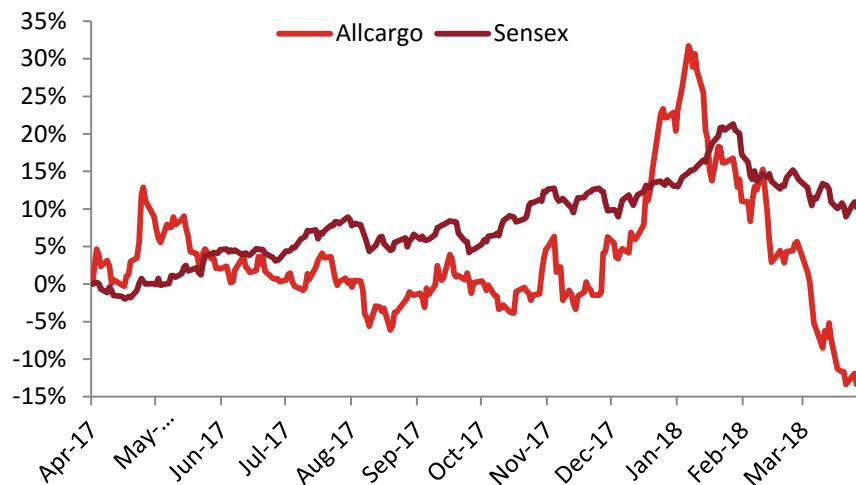




HISTORICAL
FINANCIAL
OVERVIEW

Particulars (INR Mn)	FY15	FY16	FY17	FY18
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
EBITDA Margin (%)	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
PAT Margin (%)	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	9.52	9.52	9.25	6.97

Stock Return (As on 31st March, 2018)



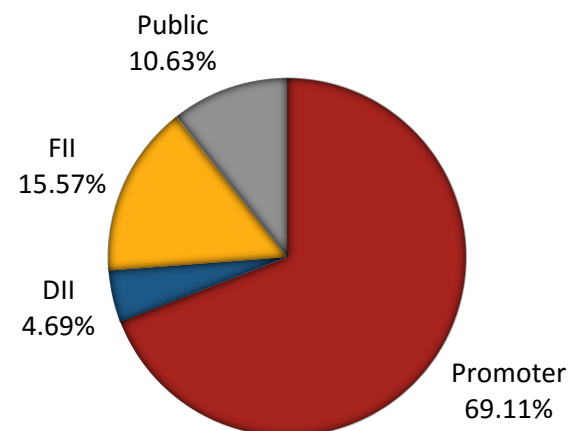
PRICE DATA (AS ON 31st MARCH, 2018)

Face value (INR)	2.0
Market Price (INR)	147.75
52 Week H/L (INR)	228.80/144.75
Market Cap (INR Mn)	36,301.50
Equity Shares Outstanding (Mn)	245.7
1 Year Avg. trading volume ('000)	699.15

INSTITUTIONAL HOLDING

Acacia	6.34%
SBI Mutual Fund	3.64%
Singapore Government Pension Fund Global	2.18%
HSBC Mutual Fund	1.28%

Shareholding Structure (As on 31st March, 2018)



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THANK YOU

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