

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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September 17, 2020

Dear Sirs,

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements)

ation for the quarter ended

June 30, 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 Mojindra
Company Secretary



EARNINGS PRESENTATION Q1–FY21



DHL Logistics Ltd.
Ingenuity in Motion

O

- 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 19 Bn as on 30th June, 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



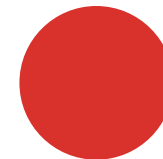
Among very few companies specializing in contract logistics segment with significant growth opportunities



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 Park and supply chain management.

Business Verticals

Multimodal Transport Operations (MTO)

FY20 Revenue Share 88%



- Multimodal Transport Operations services include Non-Vessel Common Carrier (NVCC), Ocean Freight Forwarding, Land Freight Forwarding, Consolidation, Container Freight Forwarding across the globe.
- To and from India, utilizing all less-than-containerload (LTL) and full containerload (FCL) services for ocean and air freight across 4,000+ port pairs across the globe.
- Global Hand – CU Worldwide with presence in 160 plus countries

Container Freight Stations (CFS)

FY20 Revenue Share 6%



- Container Freight Stations (CFS) services include container to/from ship, off-inland, car to, customs clearance, warehousing, and other related ancillary logistics services.
- One of the largest CFS operators with state-of-the-art facilities at JNPT, Chennai, Mundra, etc.
- Network of CFS across India and globally.

Project & Engineering Solutions (P&E)

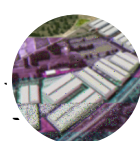
FY20 Revenue Share 5%



- One of the pioneers and leaders in Project & Engineering solutions in India, providing off-inland, inland-to-outland logistics services including transportation of over-dimensional & over-weight cargo, on-site lifting & shifting, equipment for inland and coastal shipping.
- Diversified fleet of equipment for building & construction infrastructure.

Logistics Parks (LP)

FY20 Revenue Share 1%



- 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 stakeholder dilution.

Supply Chain Management

Consolidated at PAT level as associate entity



- Pre-dominant player in the supply chain management through its majority holding in Avvashya CCI.
- Services include design and planning supply chains, warehousing, transportation & management inventory for key clients in Chemicals, Auto & IT, retail, fashion & retail, including FMCG, commercial sectors.
- Network of warehouses across 45 locations in India with > 3.5 Mn square feet built-up warehouse space.

GATI - Express Logistics

Consolidated from Q1-FY20

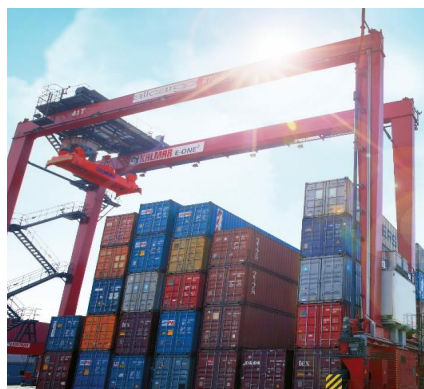


- A major completion of the acquisition of 46.3% stake in GATI in April 2020.
- GATI, founded in 1999, is India's pioneer in express Distribution and Supply Chain Solutions, with a strong presence in Asia Pacific region and SAA countries, along with an extensive network across India providing timely deliveries to 20,000 PIN Codes, covering 735 out of 739 districts in India.



MTO

- Strong network of over 300 offices in more than 160 countries
- All acquisitions in MTOs meant having net PS accretive and cash flow positive from start of integration
- Fixed and committed staffing and sailing schedules ensure the quick turnaround in TCL
- The MTOs' main intent is an Asset-light business with higher returns on capital employed
- Domestic consolidation moves in mints connected to ICDs, CSCs for export and import
- Dedicated hardwired cargo movement and automated real time shipment status update and online tracking

CFS
ICD
P&E

- One of the largest CSC operators with state-of-the-art facilities at JNPT, Chennai, Mundra and Kolkata which drive 50% of India's container traffic).
- Total installed capacity of ~500,000 TEUs.
- Achieved our targets despite of the channelled business to post Direct port Delivery DP
- Increased the customer base through direct permanent operation and business excellence
- No major capex envisaged for existing locations
- Logistics solutions for complex and critical
- Multi-sectors service: Power (thermal, transmission lines), Oil & Gas, Fertilizers,
- Ports and Infrastructure.
- With the market's turn around in infrastructure projects, this vertical will be a value generator.

L
P

- Developing existing land bank mapped to the current demand for storage in a war house. All cargo is in a strategic spot to take advantage of a scale.
- Consumption driven infrastructure development would boost multi-modal logistics parks with capacity of serving all types of cargo.
- Logistics parks would have to provide warehousing, contract logistics and first and last mile connectivity.



SCM

- 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
- Demand up to meet the huge demand driven by globalization of IT and telecom drive.

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**Consolidated Operational
Income**
INR 73,462 Mn

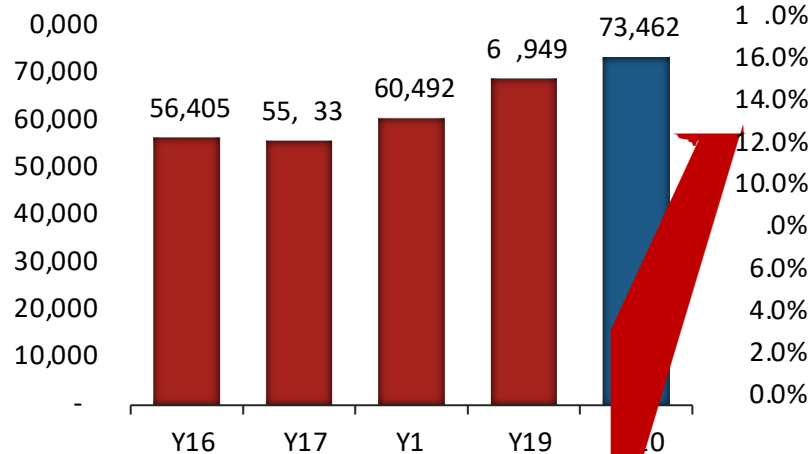
EBITDA
INR 5,034 Mn

EBITDA Margin
6.85%

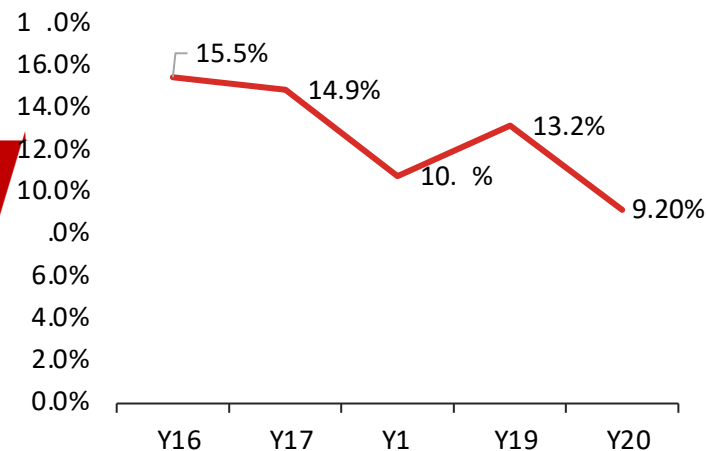
Net Profit
INR 2,343 Mn

PAT Margin
3.19 %

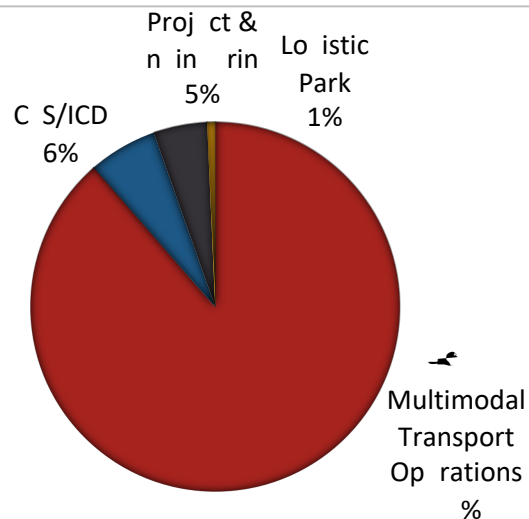
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Q1–FY21
EARNINGS
OVERVIEW

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Revenue from Operations- INR 20,776 Mn

EBITDA – INR 1,310 Mn

EBITDA Margin – 6.31%

Net Profit – INR 298 Mn

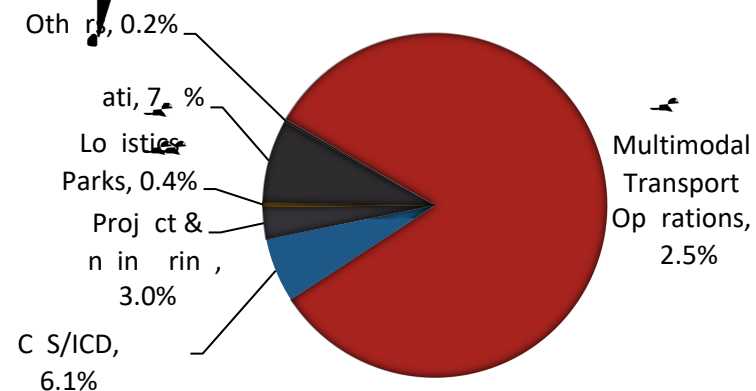
PAT Margin – 1.43%

Total Comprehensive Income – INR 438 Mn

Diluted EPS – INR 1.95 per share

Q F H

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- Consolidated results were impacted primarily due to losses in the company's newly consolidated subsidiary of Gati
- The Blackstone transaction has been delayed due to lockdown

Q1-FY21 CONSOLIDATED INCOME STATEMENT (IND-AS)

P	INR M	Q F	Q F		Q F	Q Q
R	O					
Expenses		19,466	16,747	16.2%	17,646	10.3%
EBITDA						
EBITDA Margin (%)		6.31%	7.75%	(144) Bps	5.69%	62 Bps
Other Income		161	63	NA	177	(9.0)%
Finance cost*		385	117	NA	293	31.4%
Depreciation and amortisation expenses*		727	547	33.0%	602	20.8%
PBT						
Share of profit from associates and joint ventures		6	15	(62.3)%	34	(82.4)%
Exceptional items		(35)		NA	273	NA
P						
Tax expense		32	175	(81.7)%	112	(71.4)%
PAT						
PAT Margin (%)		1.43%	3.55%	(212) Bps	2.89%	(146) Bps
Other Comprehensive income		140	(14)	NA	202	(30.7)%
T C						
Diluted EPS (INR)		1.95	2.57	(24.1)%	2.12	(8.0)%

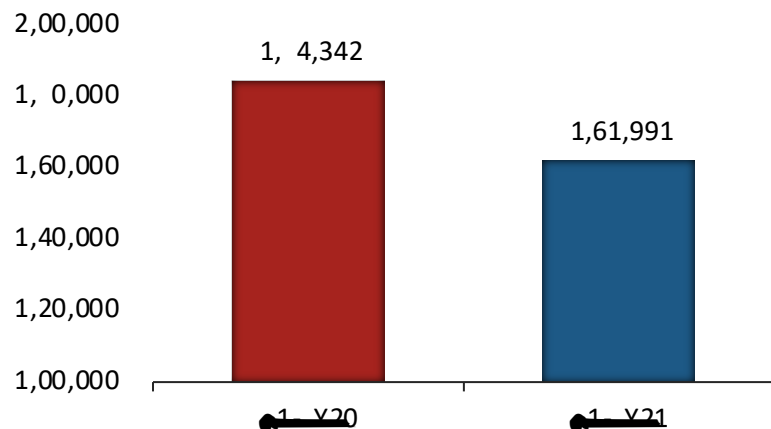
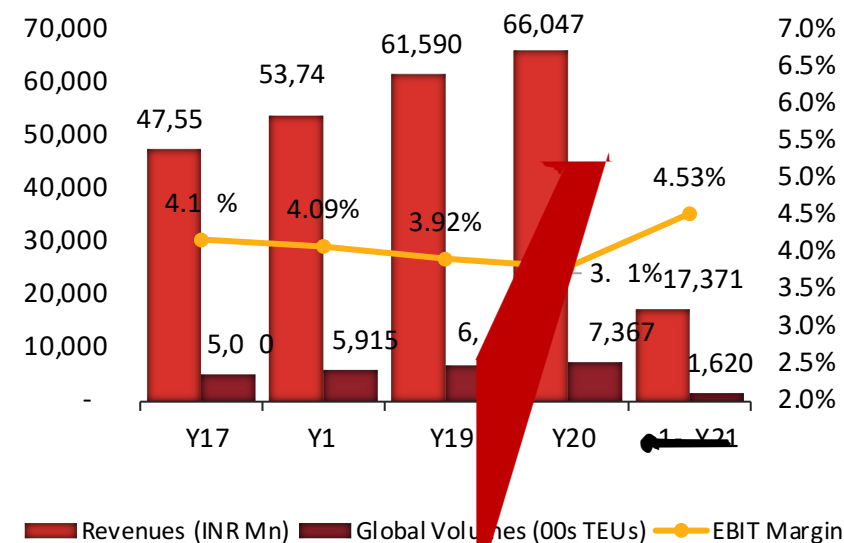
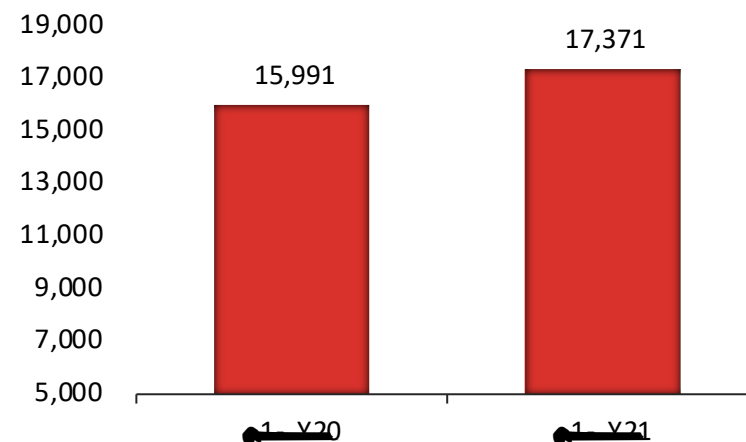
* The Group has adopted Ind AS 116 "Leases" with effect from April 1, 2019 using modified retrospective method. Accordingly previous periods information has not been restated. This has primarily been the reason for the increase in the Finance cost and Depreciation and Amortisation expense against the corresponding previous period.

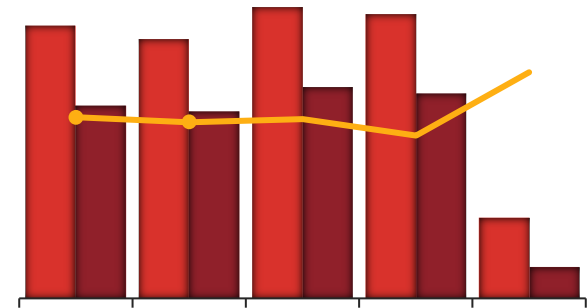


SEGMENTAL FINANCIAL OVERVIEW

K O H MTO Q F

- Measures in cost reductions as well as enhanced government support in international businesses assisted in sustaining revenues and margin improvement
- Return on Capital Employed (ROCE) stands at 28.32% on an annualised basis.

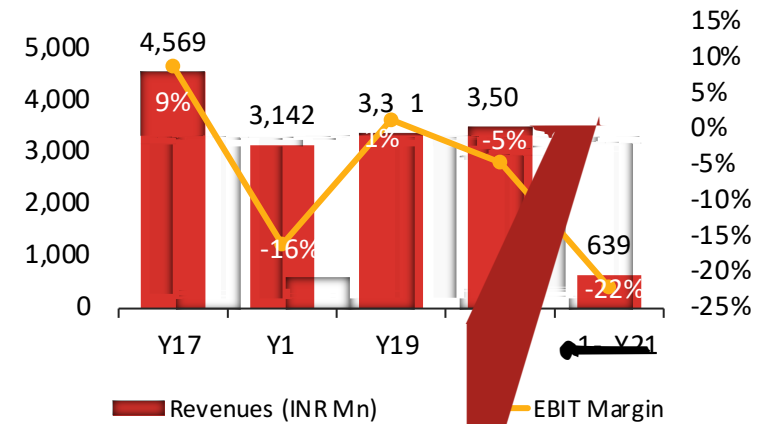
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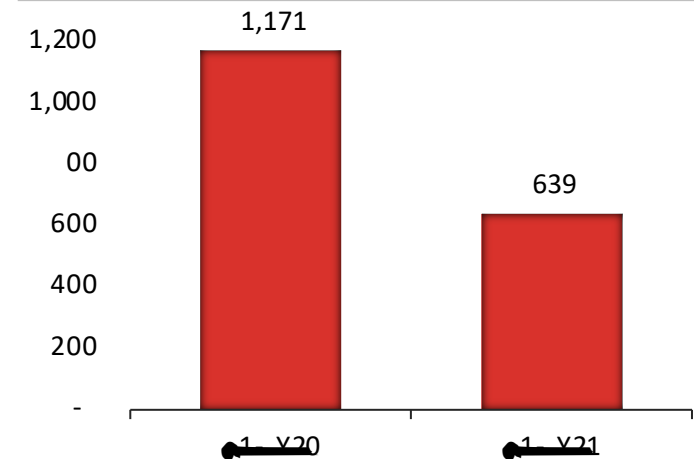
K O H Q F

- Overall lockdown led to lower utilisations and hence lower performance

S F



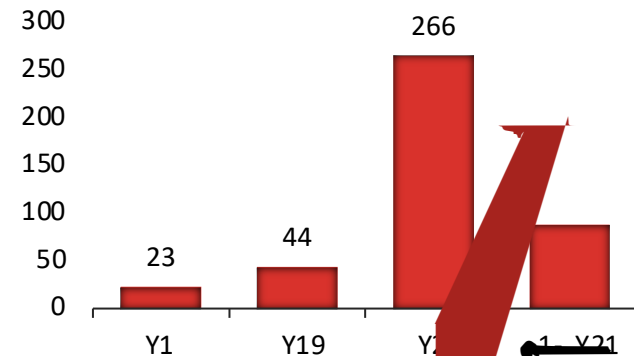
Q R INR M



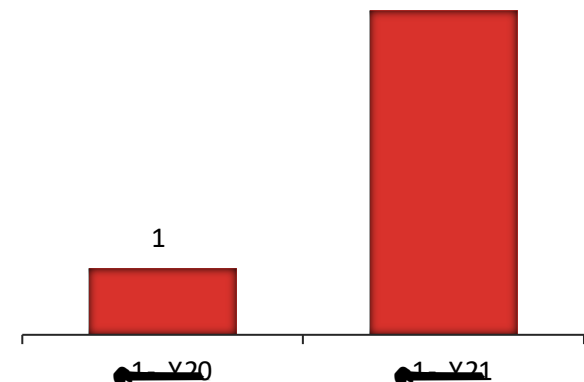
K O H Q F

- Allcargo is building state-of-the-art strategically located logistics parks across India
- The company entered into a definitive transaction with the Blackstone Group on 13th January, 2020, wherein Blackstone would acquire Allcargo's warehousing subsidiaries at Telangana, Tamil Nadu, Karnataka, Gujarat, Goa and Maharashtra for a consideration of Rs. 380 Crores through a combination of debt and equity. Allcargo would remain a minority stake holder in these Warehousing subsidiaries at 10% post the transfer. The timeline of the deal would be around 12 months, subject to satisfaction of customary closing conditions and achievement of certain milestones as prescribed in the transaction documents. Post the completion of the deal, the company endeavors to reduce the debt on consolidated books considerably by the end of FY21

S F INR M



Q R INR M



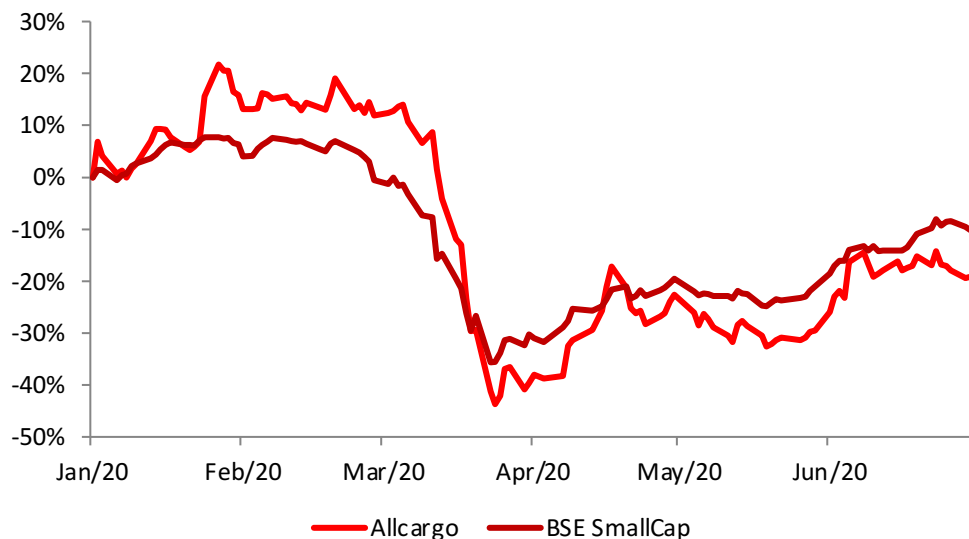


HISTORICAL FINANCIAL OVERVIEW

P	INR M	F	F	F
R	O			
Expenses		56,720	64,464	68,428
EBITDA				
EBITDA Margin (%)		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				
Share of profit from associates and joint ventures		48	52	61
Exceptional Items		(69)	-	547
P				
Tax expense		512	542	711
PAT				
PAT Margin (%)		2.88%	3.60%	3.19%
Other Comprehensive income		559	(127)	353

Equity and Liabilities INR Mn	FY	FY	Assets INR Mn	FY	FY
Equity			Non Current Assets		
Equity share capital	491	491	Plant, Property & Equipment (net)	11,368	12,099
Other equity	19,497	20,966	Right use of assets	-	2,026
Equity attributable to equity holders of the parent			Capital Work in Progress	1,645	2,690
Non-controlling interest	207	266	Investment Property (net)	444	326
Total Equity			Goodwill on Consolidation	2,850	3,365
			Total Intangible assets (net)	1,305	1,864
Non current liabilities			Intangible Assets under Development	6	3
Financial liabilities			Investments in joint ventures and associates	2,137	4,134
Lease Liability	-	1,438	Investments	6	893
Borrowings	3,781	7,967	Loans	324	492
Other financial liabilities	258	249	Other financial assets	121	118
Long term provisions	23	25	Deferred tax assets (net)	1,097	1,220
Net employment defined benefit liabilities	7	7	Income tax assets (net)	236	187
Deferred tax liability (net)	15	127	Other non-current assets	890	847
Other non-current liabilities	72	70	Total Non Current Assets		
Total Non current liabilities			Current Assets		
			Inventories	89	78
Financial liabilities			Investments	251	70
Lease Liability	-	617	Loans	420	570
Borrowings	1,189	4,395	Trade receivables	9,421	11,501
Trade payables	6,990	7,983	Cash and cash equivalents	1,895	2,493
Other payables	925	1,198	Other bank balances	511	587
Other financial liabilities	1,027	2,185	Other financial assets	665	2,798
Contract Liabilities	-		Contract Assets	-	-
Net employment defined benefit liabilities	414	432	Income tax assets (net)	120	130
Other current liabilities	4,096	4,526	Other current assets	3,219	4,646
Income tax liabilities (net)	166	195	Assets classified as held for sale	138	-
Total Financial liabilities			Total Current Assets		
Total equity and liabilities			Total Assets		

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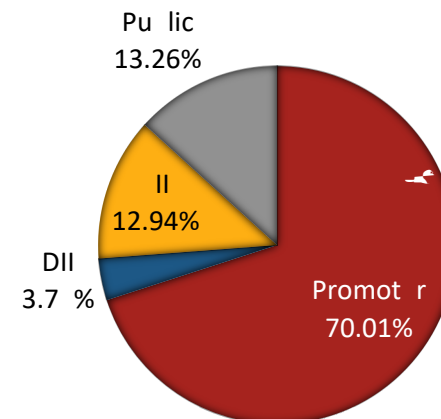
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Face value (INR)	2.0
Market Price (INR)	78.5
52 Week H/L (INR)	122.7/51.5
Market Cap (INR Mn)	19,287.1
Equity Shares Outstanding (Mn)	245.7
1 Year Avg. trading volume ('000)	212.0

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Acacia	8.20%
SBI Mutual Fund	3.64%
Singapore Government Pension Fund Global	2.22%
Ellipsis Partners LLC	1.06%

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