

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 22, 2018

Dear Sirs,

Sub: Investor 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 enclosing herewith the updated Investor Presentation.

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



ANALYST MEET 2018

H1 / Q2-FY19



all cargo  logistics Ltd.
Ingenuity In Motion



Management Introduction



Mr. Shashi Kiran Shetty

Chairman

Mr. Shetty has been a pioneer in the Indian logistics sector for more than three decades. He has founded and steered Allcargo through several milestones, making it the global leader in LCL consolidation and the largest Indian company in this space to provide end to end logistics services. Having the foresight to invest in technology and build a sustainable organization, Mr. Shetty is leading several internal change management campaigns.



Mr. Adarsh Hegde

Joint Managing Director

Mr. Hegde has been associated with Allcargo Logistics since its inception. Under his leadership, Allcargo Logistics established multiple CFS & ICD facilities PAN India along with the Projects and Engineering division. He has helped the group foster strong relationships with major liners and other global partners. As the president of Container Freight Station Association in India, he is highly acclaimed for his knowledge about the sector.



Mr. Claudio Scandella

CEO, ECU Worldwide

Mr. Scandella is a veteran in the logistics industry with over 35 years of experience in international freight forwarding business. He comes with the experience of scaling up and transforming businesses.



Mr. Suryanarayanan S (Suri)

Group Chief Strategy and Financial officer

A Chartered Accountant, Suri has close to 35 years of work experience in diversified businesses like engineering, petrochemical, shipping and logistics. He has led company through a series of project implementation and M&As. He has been involved in transforming the group as a global leader.



Mr. Prakash Tulsiani

Executive Director and CEO, CFS-ICD

Mr. Tulsiani has over two decades of experience in the business of shipping and ports, both in India and overseas. He is a qualified Chartered Accountant and Company Secretary with expertise in scaling businesses and turning them around.

Company Overview



- Allcargo Logistics Limited (Allcargo) 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.
- Well capitalized & diversified business spread across geographies.
- Strong management team with experienced industry professionals of over 4,500.
- The Company offers end-to-end innovative logistics supply chain solutions through four main business segments:



Multimodal Transport Operations (MTO)



CFS - ICD & Logistics Parks

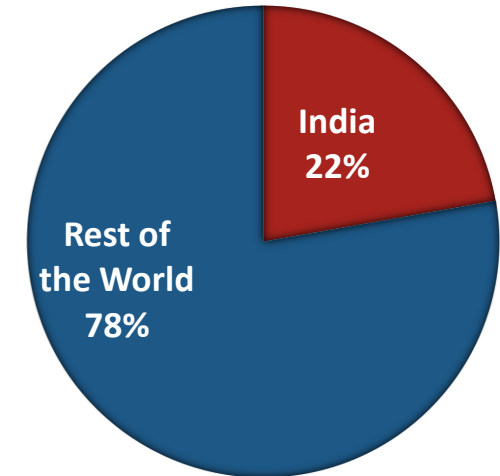


Project & Engineering Solutions (P&E)

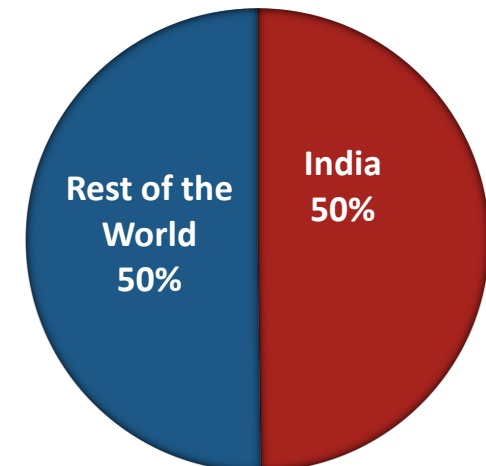


Supply Chain Management

FY18 Geographical Revenue Mix



FY18 Geographical EBITDA Mix





**LOGISTICS
SECTOR
OVERVIEW**



Economic growth in US, China, India & other emerging markets has helped world trade to grow.

World seaborne trade is projected to expand at a CAGR of ~4%.

Trade volume growth outpacing fleet growth in 2018, however existing capacity exceeds current demand.

Average freight rates on major trade lanes remained stable in the last couple of quarters.

As reported by Maersk last week, trade restrictions introduced this year could reduce global container trade by 0.5% to 2.0% in the short term.

Consolidation has reshaped the Container Industry. Various ongoing digitalization initiatives, including the Blockchain technology, will further transform the sector.

Prominent Shipping Lines & Port Operators are expanding their services on landside through restructuring and acquisitions.



As per ICRA, India logistics sector is poised to grow from USD 160 Billion in FY17 to USD 215 Billion in FY20 (~10% CAGR).

India aims to reduce logistics cost to less than 10% of GDP By 2022 – demand for enhancing operational efficiency through technology, better infrastructure, ease of doing business etc.

The new found Infrastructure status is helping well funded & well managed companies in the sector to procure funds at lower interest rates.

Make in India is poised to take manufacturing @25% of GDP from the current 16%. This will benefit logistics industry.

India's overall exports in April-October 2018-19 are estimated to be USD 308.32 Billion, exhibiting a positive growth of 17.17% over the same period last year. The 5year target set by Ministry of Commerce was at USD 900 Billion in 2017, which is now revisited.

India's rank in the World Bank's Ease of Doing Business 2019 survey climbed 23 places to 77 among 190 countries surveyed, making it the only country to rank among the top 10 improvers for the 2nd consecutive year. Improvement in Ease of Doing Business index is likely to help increase FDI and sourcing from India.

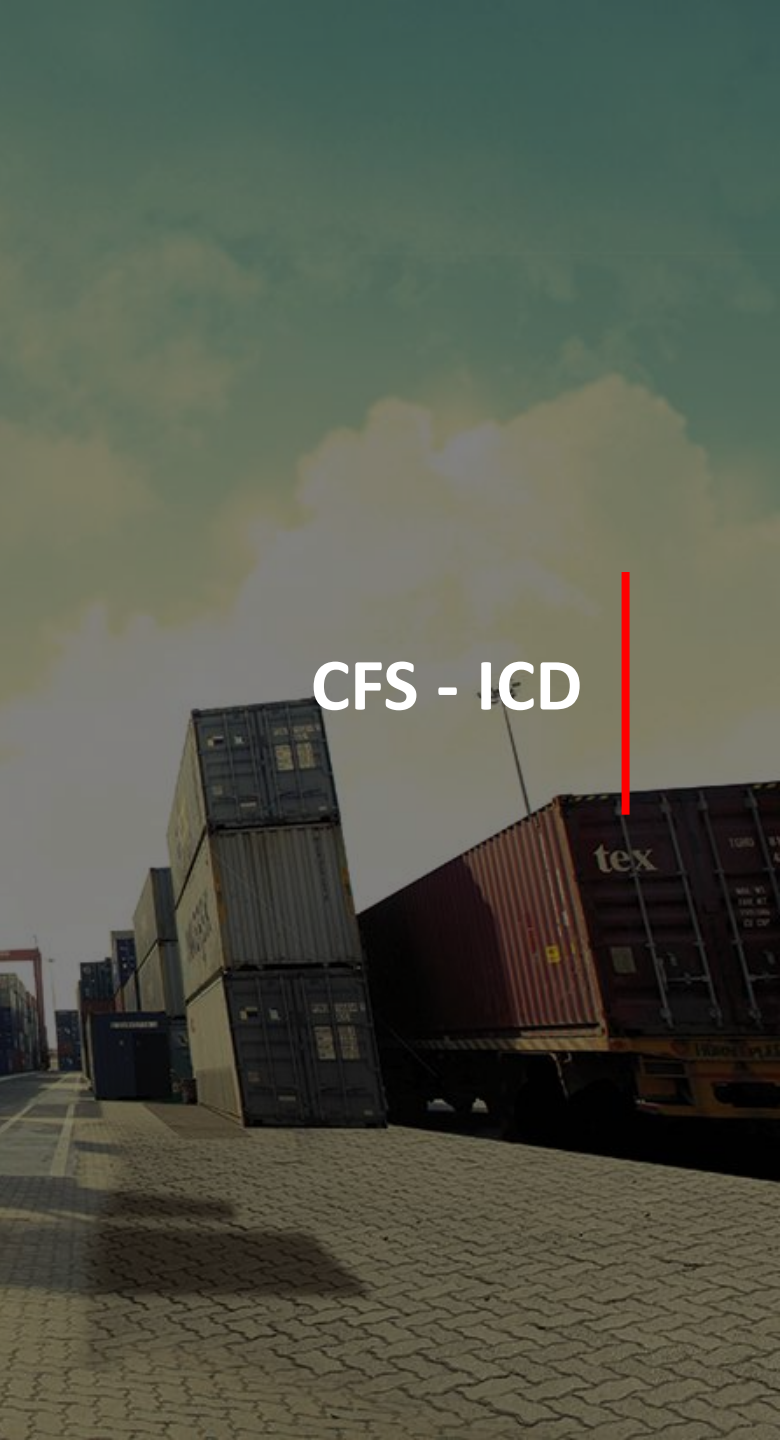


GST - One India, One Market and One tax.

Consumption led growth in E-Commerce is driving the demand for specialized logistics services. Our company is taking strides o participate in that.

Demand for Grade A warehouses is growing due to consolidation of the inventory after GST; growth in e-commerce and shift in demand from Grade B & C warehouses.

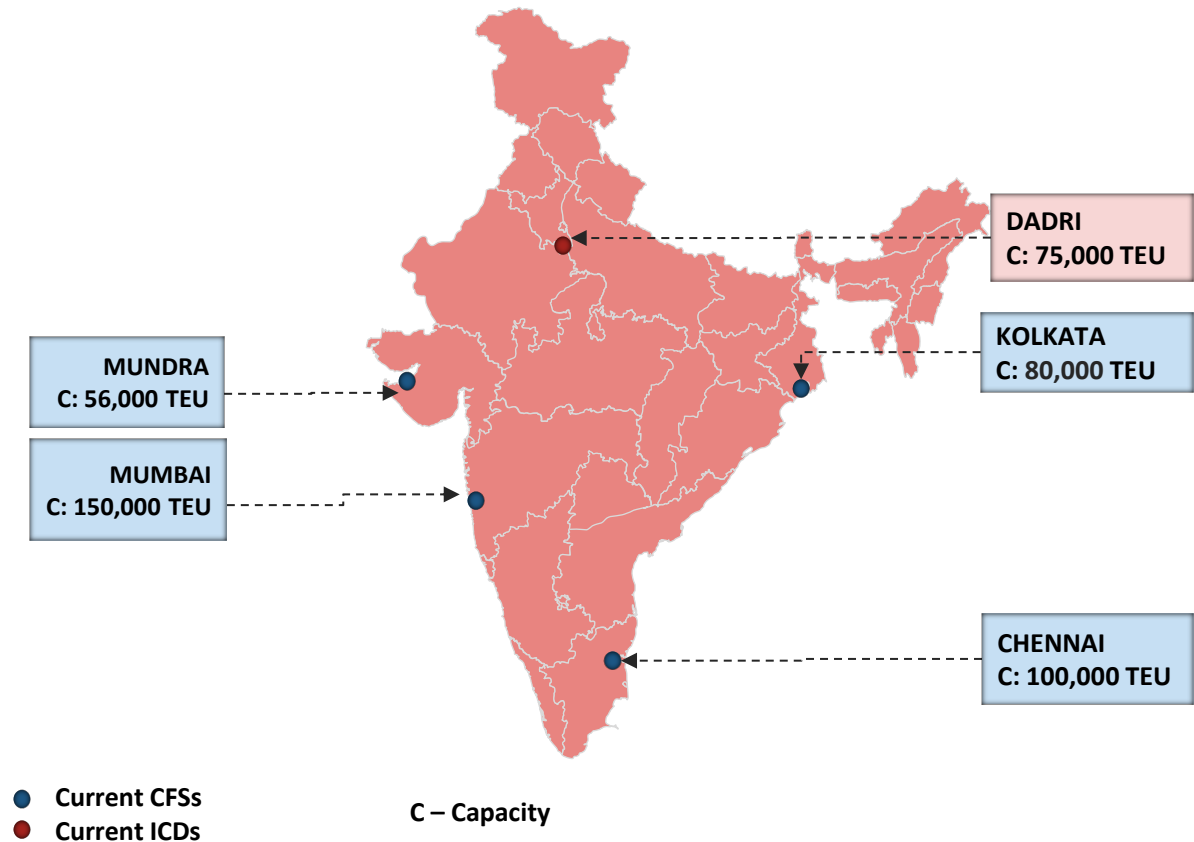
US-China trade war poses an opportunity for India to increase exports to China. US firms in China that have moved production abroad, or are showing interest to set up manufacturing in South East Asia & India.



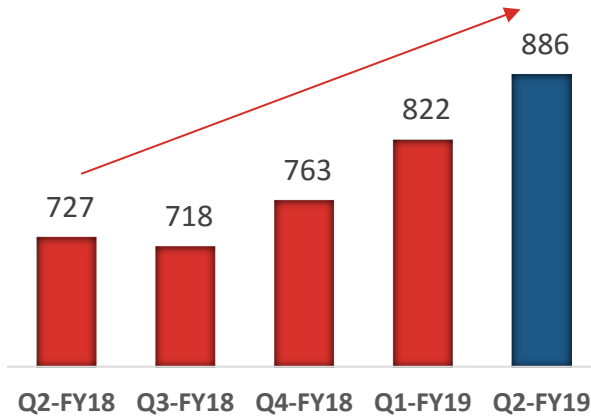
CFS - ICD



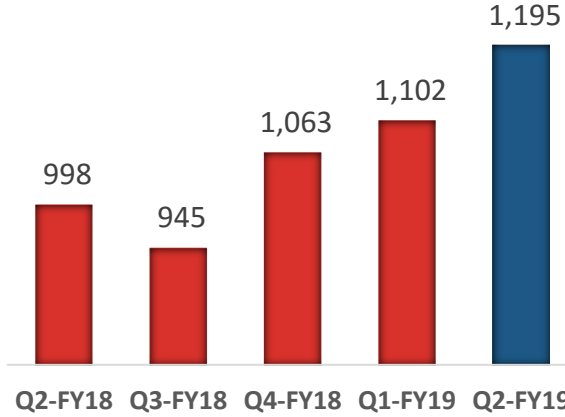
- One of the largest CFS operators with state of the art facilities at JNPT, Chennai, Mundra and Kolkata (*which drives 80% of India's container traffic*)
- Total installed capacity of ~ 500,000 TEUs.
- Achieved our targets inspite of the changed business scenario post Direct port Delivery (DPD).
- Increased the customer base through deeper market penetration and business excellence.
- No major capex envisaged for existing locations.
- Industry consolidation expected.



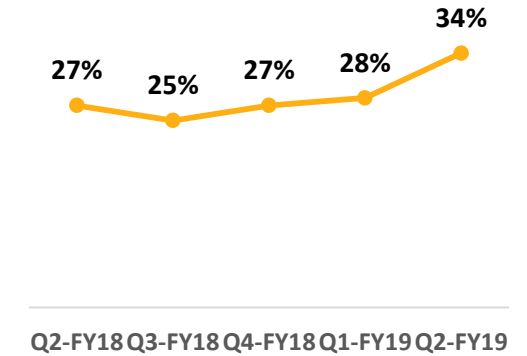
Quarterly Volumes (in 00s TEUs)



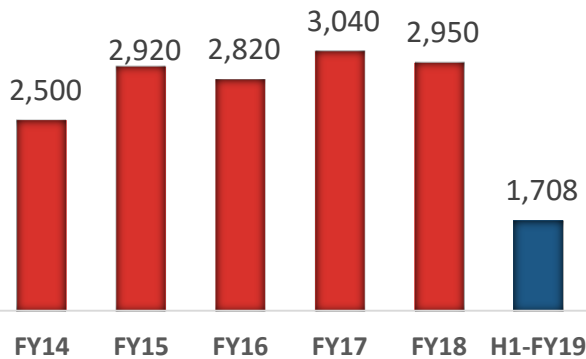
Quarterly Revenues (INR Mn)



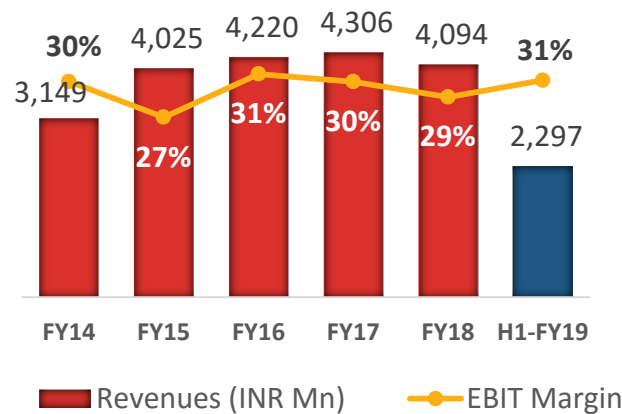
Return on Capital Employed



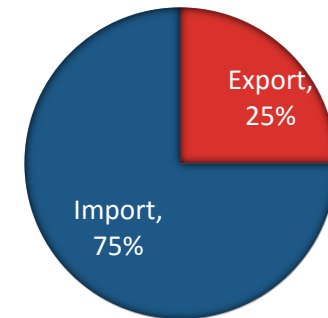
Volumes (in 00s TEUs)



Annual Revenues (INR Mn)



Import Export Mix - FY18





- Expected changes in DPD policy, shall bring in stability to the business.
- With port related CFSs well covered, possible foray into rail-linked inland depots.
- Developing opportunity to handle high value cargo and ancillary services to provide integrated logistics solutions.
- Enjoy long term relationship with most of the leading global carriers and freight forwarders. Driving synergy with global MTO business.



**Project &
Engineering
Solutions**



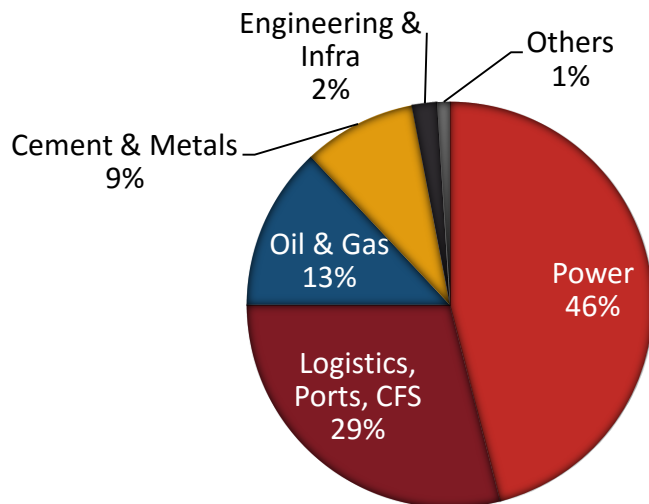
Logistics solutions for complex and critical loads.

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

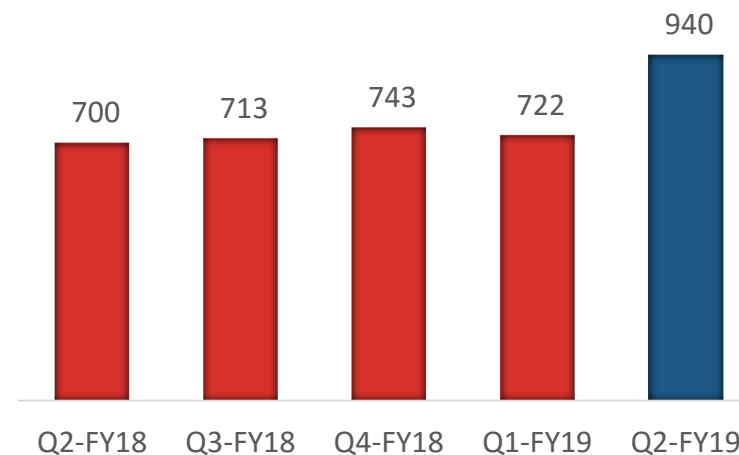
With the markets turning around and with increased momentum in infrastructure projects, this vertical will be a value generator.



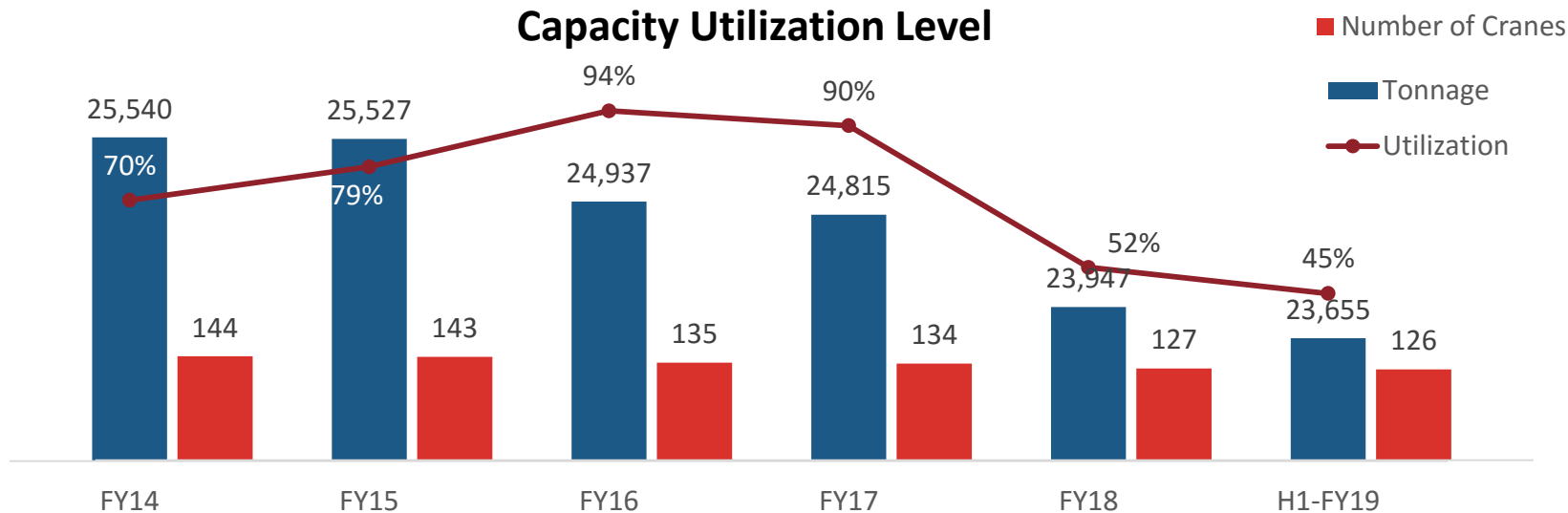
Segmental Revenue FY18



Quarterly Revenues (INR Mn)



Capacity Utilization Level





- Growth in the infrastructure sector especially in power, oil & gas, cement and steel is expected to increase demand for specialized transport solutions.
- A strong order book in project transportation of over INR 175 Cr executable over a period of 10-15 months.
- Our asset utilization in equipment vertical in the current quarter is ~65% moving upwards from an average of 45%-50% in the last few quarters.
- An order book in equipment of over INR 75 Cr executable over a period of 6-10 months with focus on improving margins.
- Sold cranes & trailers on basis of under utilization and age criteria at ~150% of book value. Replacement Value of current cranes on books as on date would be approximately at the same levels.

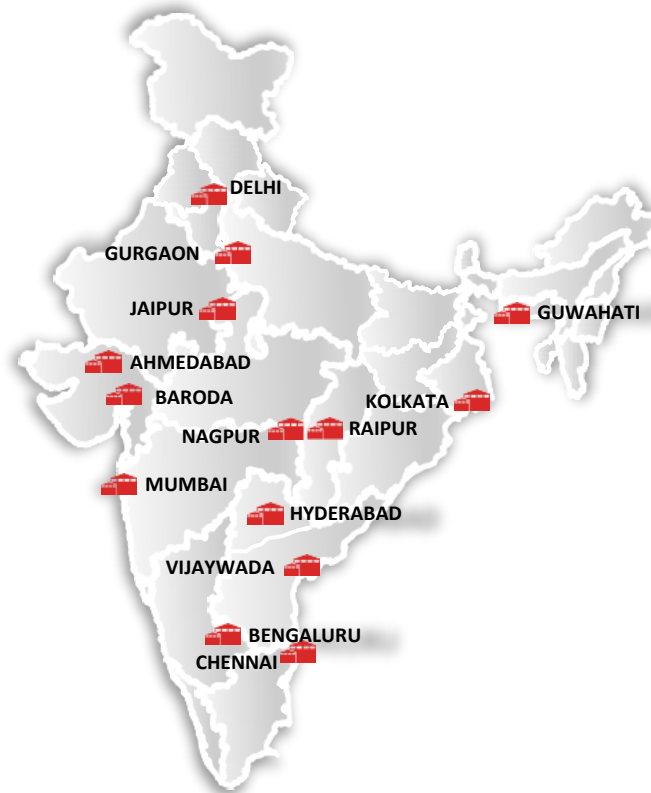


Supply Chain Management



- Allcargo is one of the predominant players in the supply chain management segment through its majority equity shareholding in Avvashya CCI.
- Includes designing and planning supply chains, warehousing, transporting & managing inventory for key clients in Chemicals, Auto & Engineering, Pharma, Fashion & Retail sectors (including e-commerce).
- 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.

Warehouse Locations across India



Avvashya CCI Logistics Private Limited



45

WAREHOUSE LOCATIONS
ACROSS INDIA

>3.5 Mn

BUILT-UP WAREHOUSE
SPACE (SQ. FEET)

~97%

CURRENT
WAREHOUSE
UTILIZATION



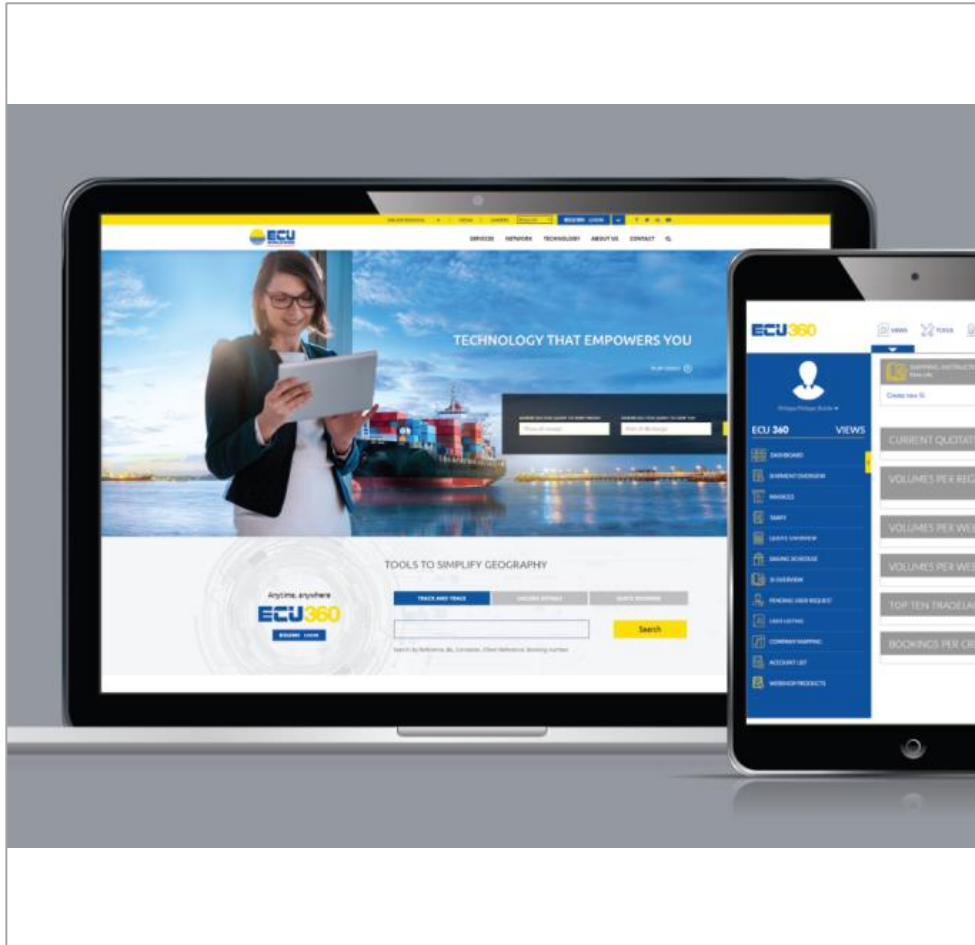
- CRISIL Report has estimated that the supply chain management (3PL) is expected to grow at a CAGR of 19-21% to reach ~INR 57,000 Cr by FY2020, Allcargo in a great position to take advantage of the same.
- Plans to scale-up the business with a top-line target of INR 1,000 Cr along with increase in the warehouse space to ~10 Mn Square feet in the next five years.
- Targeted segments within this vertical: chemical, auto, e-commerce, retail & fashion.
- Develop Built-To-Suit (BTS) model warehouses where technology and automated processes will play a major role.
- Exploring opportunities to expand globally by riding Indian clients' international forays and leveraging our global network, already marked our footprint in Kenya & Dubai.
- Developing an asset light distribution model by partnering with various established transport vendors.



Multimodal Transport Operations



MTO services includes Non Vessel Owning Common Carrier (NVOCC) operations related to Less than Container Load (LCL) consolidation and Full Container Load (FCL) forwarding activities in India and across the world.



Diversified customer base with an asset-light business model.

Network of 300 plus offices across 160 plus countries globally.

Over 4,000 port pairs across the globe.

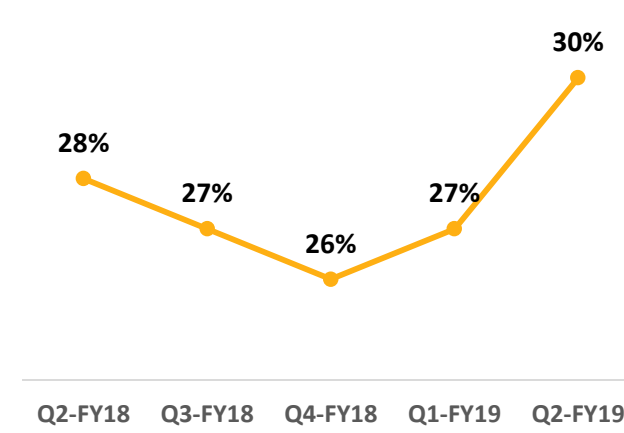
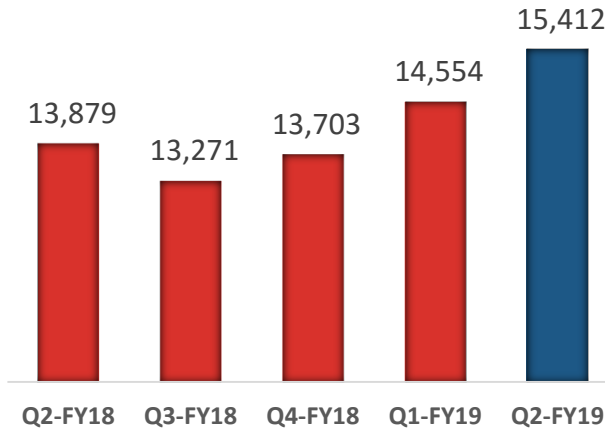
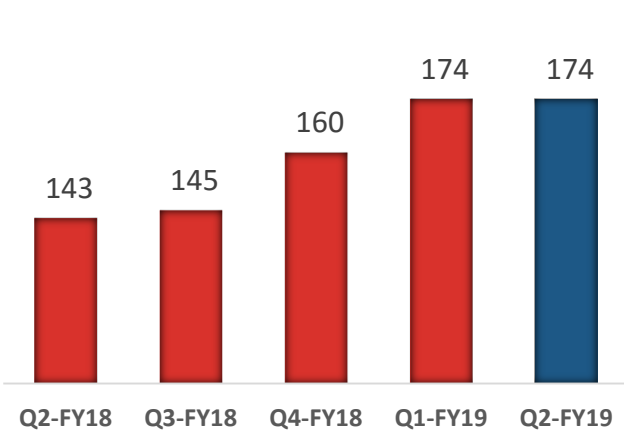
Leveraging LCL leadership to achieve a significant presence in FCL (growth of ~30% CAGR in last 3 years) and value added services.



Quarterly Volumes (in 000s TEUs)

Quarterly Revenues (INR Mn)

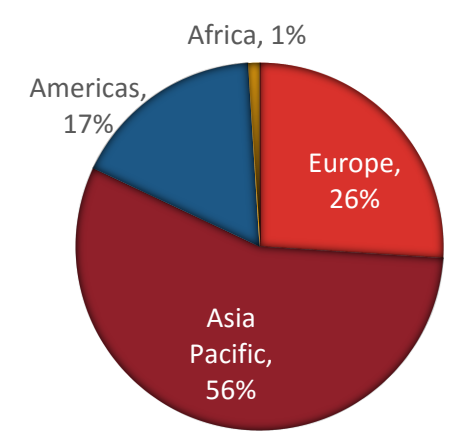
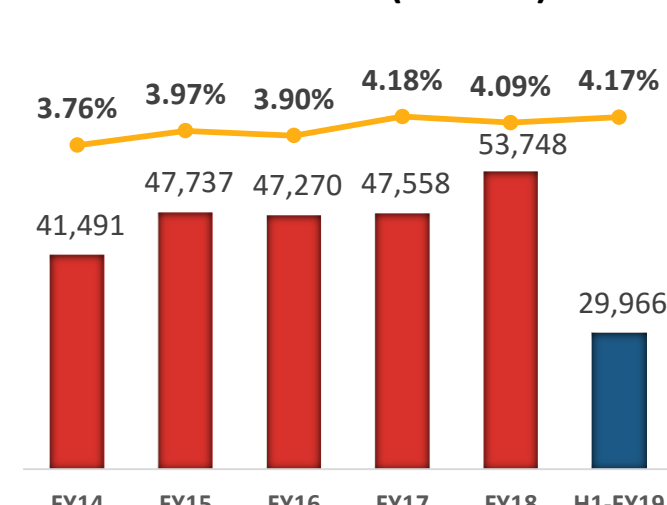
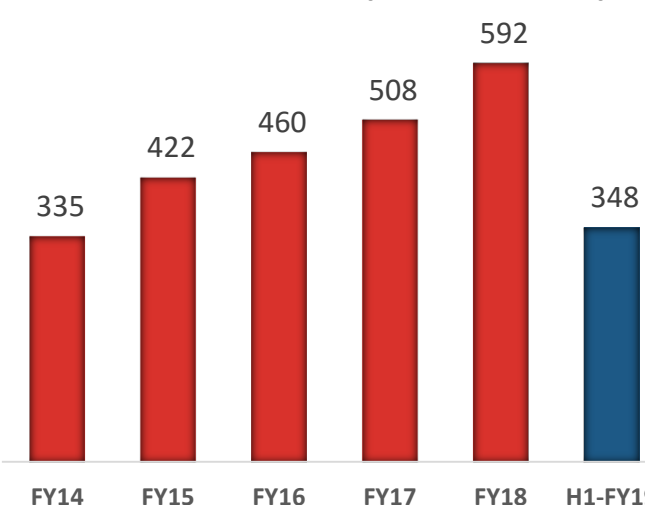
Return on Capital Employed



Annual Volumes (in 000s TEUs)

Annual Revenues (INR Mn)

Geographical Revenue Mix - FY18



■ Revenues (INR Mn) ● EBIT Margin



- Allcargo sees the fragmented LCL industry as an opportunity to expand its global network further and consolidate the LCL industry.
- Aims to scale up the business substantially, through expansion of FCL business (both by way of organic & inorganic opportunities).
- Committed to build technology enabled business model that synergizes with the brand and can scale us to its next phase of technological revolution.

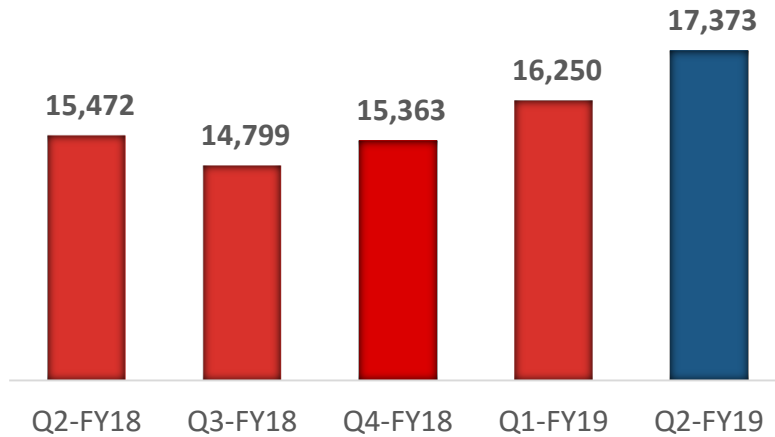


**Financial
Overview**

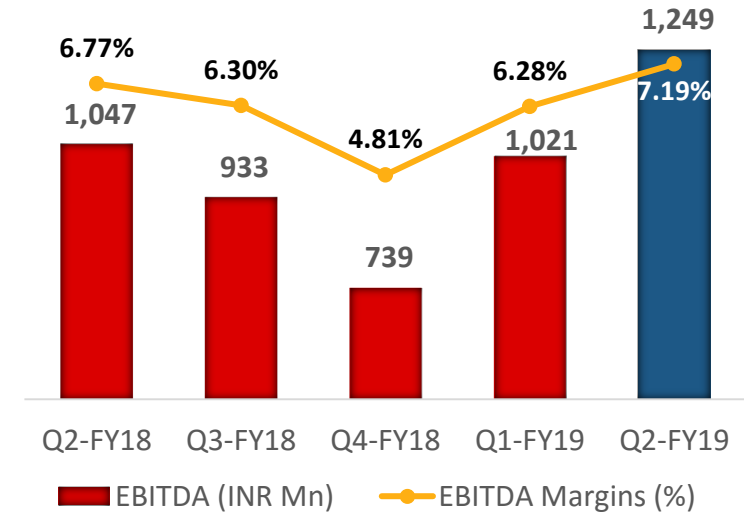




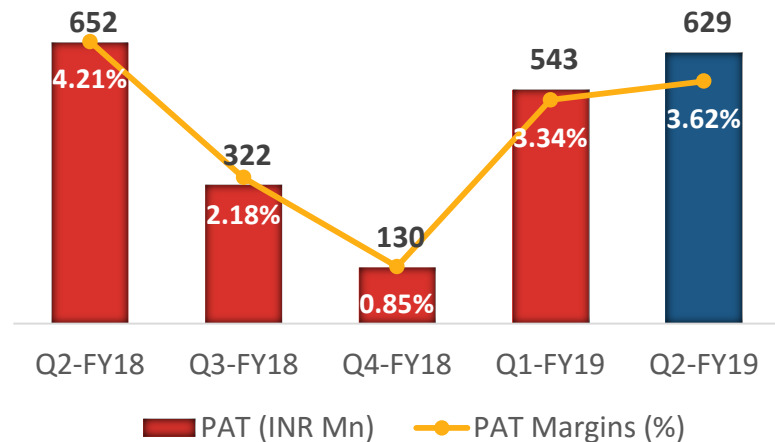
Total Operational Revenue (INR Mn)



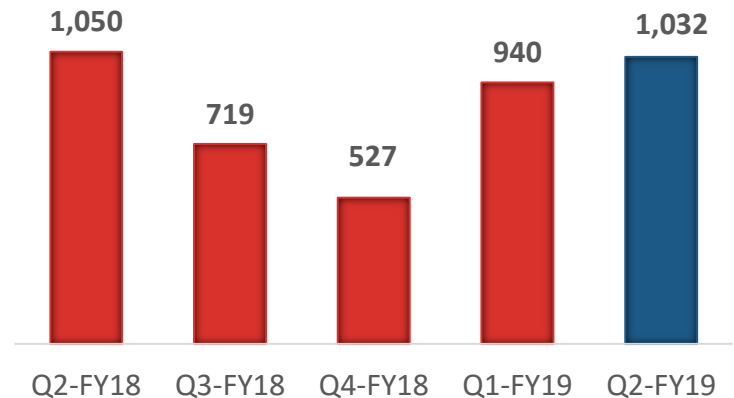
EBITDA (INR Mn) and EBITDA Margins (%)



PAT (INR Mn) and PAT Margins (%)



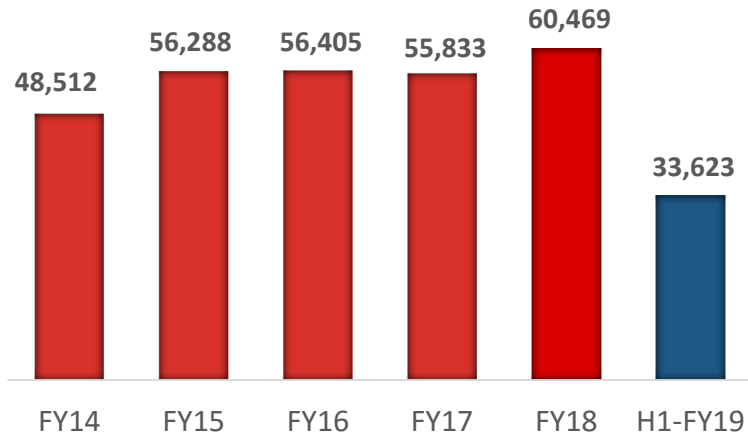
Cash Profits (INR Mn)



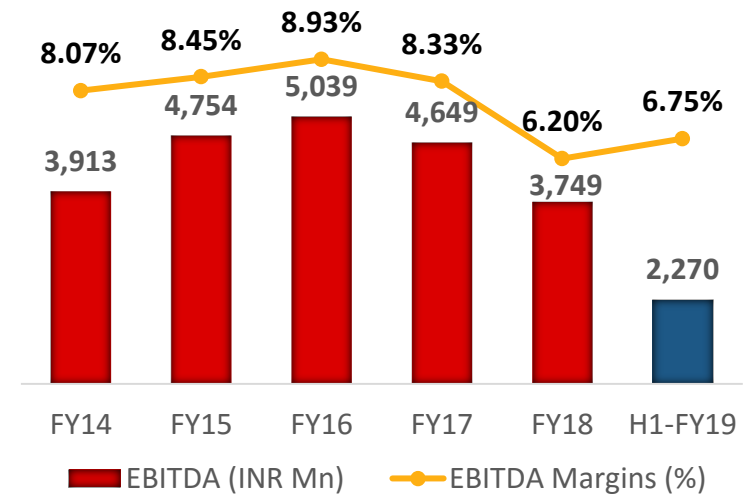
Five Year Financial Highlights (Consolidated)



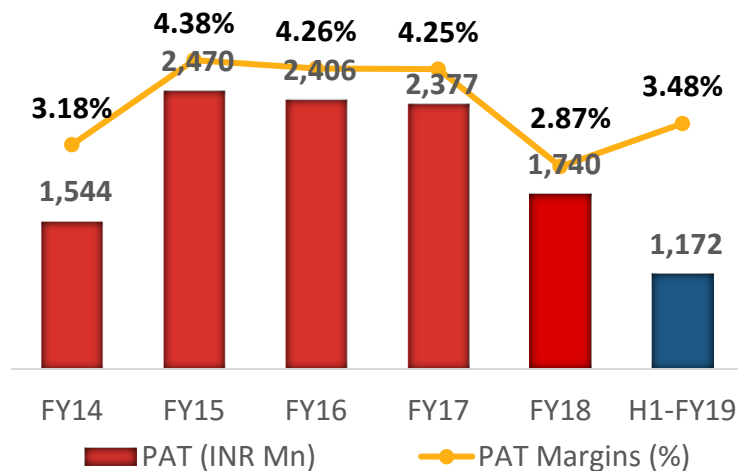
Total Operational Revenue (INR Mn)



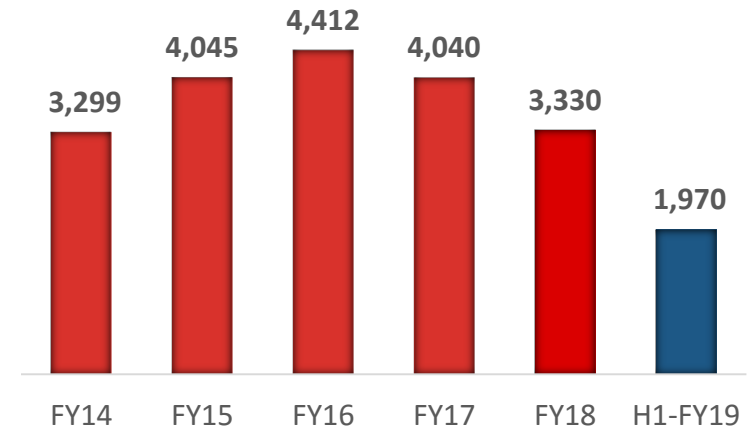
EBITDA (INR Mn) and EBITDA Margins (%)



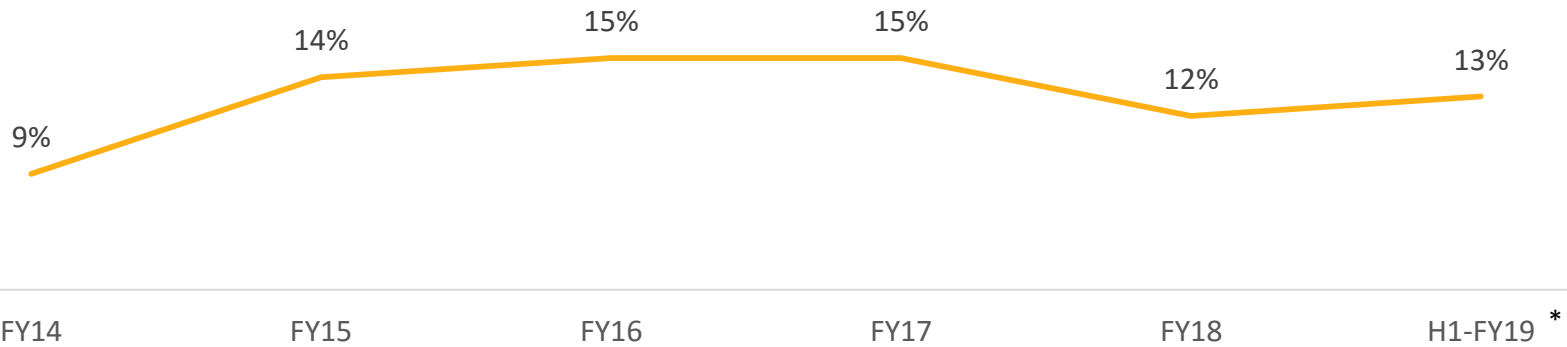
PAT (INR Mn) and PAT Margins (%)



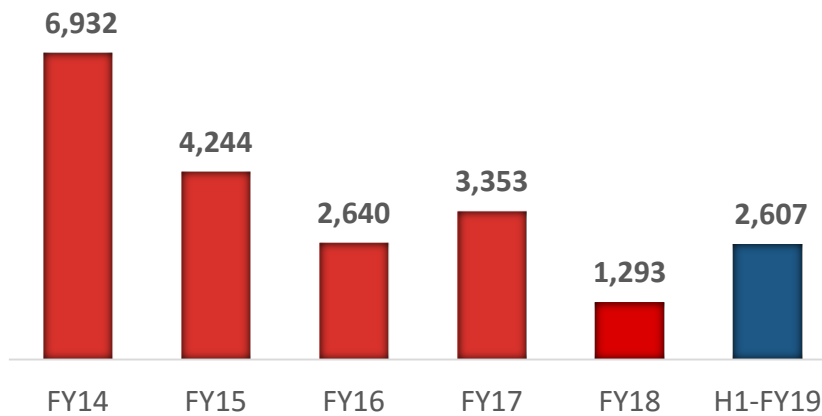
Cash Profit (INR Mn)



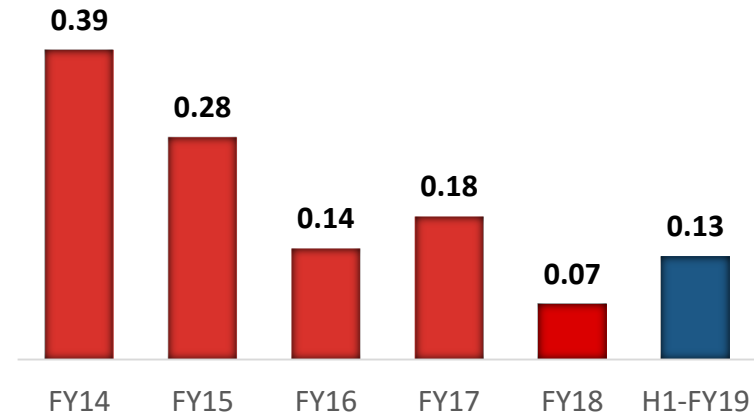
Return on Capital Employed



Net Debt (INR Mn)



Net Debt to Equity (x)



* - On an annualized basis



Way Forward



Logistics Park



Our Strategy in acquiring majority stake in ACCI has proven beneficial.

Factors like GST, growth across major industries and emergence of organized retail is supporting the growth in demand for reliable logistics partners.

Within logistics park, need for Grade A warehouses is expected to move up from 45Mn sq ft in 2017 to 105 Mn in 2020 (CAGR of ~33%).

Increase in consumption of warehouses is majorly led by Supply Chain Management (3PL) followed by E-commerce, Automobile and Retail.

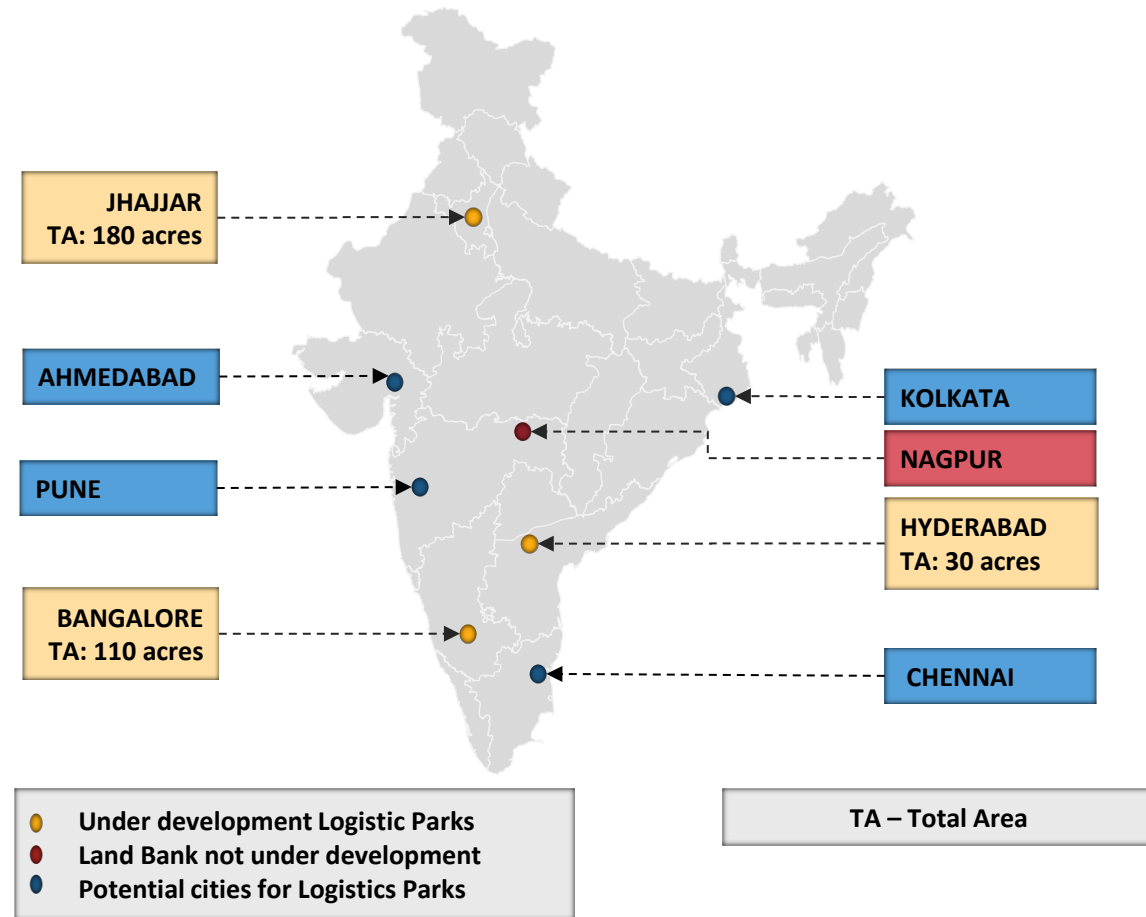
Consolidation of Grade A warehousing is likely to be in about 10 major cities in the country as against several B&C category warehouses.

Automation and mechanization will be necessary.

Substantial demand by Pension funds & other investors to invest in development & own such warehouses for a longer period.



- 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.
- Current status of logistics parks area under development ~ 350 acres.
- Target to develop ~15Mn Sq ft by 2020 Pan India.
- Ongoing negotiations for ~3Mn Sq ft with Indian multinational and other international customers (including our contract logistics arm).
- The growth in our SCM business and development of our land bank will be of a strategic advantage to our company.





- Aim to become the biggest value creator in the logistics space with highest governance standards.
- Technology-driven company - A lot of efforts are being put to make the company ready for the next-gen business model.
- An under leveraged company with healthy cash flow and capability to raise money from debt as well as internal accruals for any expansion opportunities.
- Focus on achieving better ROCE than the current 13% through better economies of scale.
- Strong management team globally with an average current age of ~38-40. Investing in young talent to have the right balance and keep the organization vibrant and energetic at all times.



New initiative to conserve the environment by reducing waste and adopting renewable sources of energy wherever possible.

By saving paper, limiting use of plastics, switching lights off whenever possible, working with communities around our facilities and offices on environmental issues, planting more trees and moving to solar energy, we commit to moving logistics to the life-saving green side.

THANK YOU



all cargo logistics Ltd.
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