

<b>Listing Compliance and Legal Regulatory</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001  <b>BSE Scrip Code: 532749</b>	<b>Listing and Compliance</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza, C-1, Block G Bandra Kurla Complex, Bandra (East), Mumbai – 400 051  <b>NSE Symbol: ALLCARGO</b>
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February 14, 2018

Dear Sirs,

**Sub: Investors' 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 here the Investors' Presentation for the quarter and nine months ended December 31, 2017.

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](http://www.allcargologistics.com).

Thanking you,  
Yours faithfully,  
For **Allcargo Logistics Limited**



**Shruta Sanghavi**  
**Company Secretary**

**Encl: a/a**

S:\Allcargo Secretarial\01 Allcargo Logistics Limited\FY2017-18\Stock Exchange Compliances\Reg 30 Outcome of Board Meeting and Disclosure of Events\Disclosure of Material Events\Investor Presentation



EARNINGS  
PRESENTATION  
Q3/9M-FY18

all cargo logistics Ltd.  
Ingenuity In Motion

## Overview

- Allcargo Logistics was incorporated in 1993 by the current Chairman Dr. Shashi Kiran Shetty.
- The company was listed on both the BSE & NSE in June 2006 and has a current market cap of ~INR 52,203 Mn as on 31<sup>st</sup> December, 2017.



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



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 **84%**



- 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)

### Container Freight Stations (CFS)

Revenue Share **8%**



- 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
- Logistics Park at Jhajjar under consideration

### Project & Engineering Solutions (P&E)

Revenue Share **8%**



- 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 3 owned ships

### Contract Logistics



- 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 30 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 8 facilities across 6 strategic locations
- Amongst top 3 CFS operators at JNPT, Chennai and Mundra
- 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
- JNPT CFS facility is India's only CFS to offer refrigerated warehousing for cargo that needs special temperature controlled storage
- 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 30 locations in India
- Seamless visibility for the client into all inventory in warehouses via CCTV cameras
- Temperature managed warehousing
- Strict safety and environment regulations
- Geared for RTV, RTI, RTO

### FY17 Consolidated Financials

**Consolidated Income**  
 INR 55,834 Mn

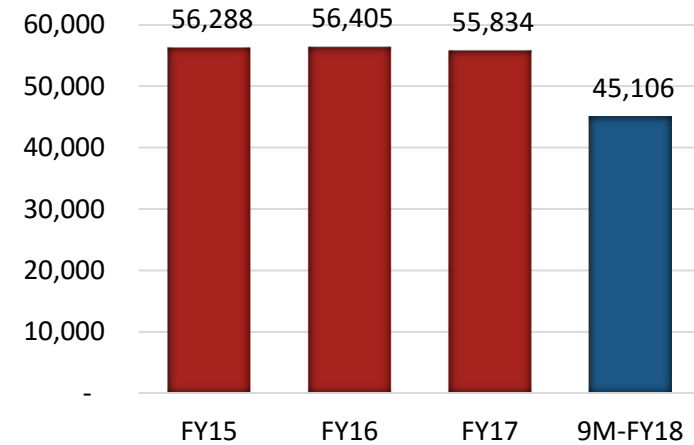
**EBITDA**  
 INR 4,649 Mn

**EBITDA Margin**  
 8.33%

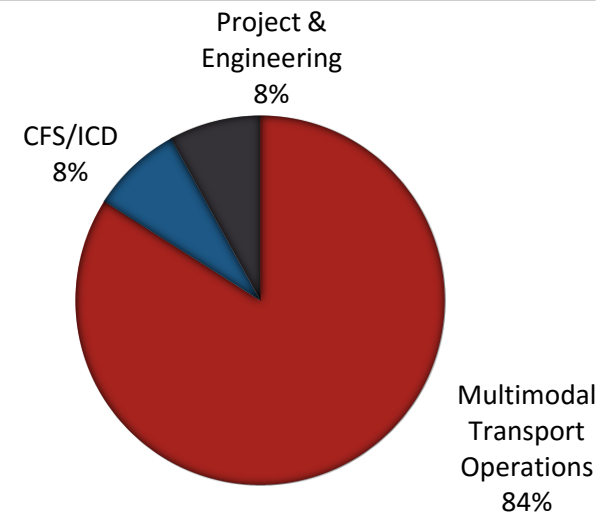
**Net Profit**  
 INR 2,378 Mn

**PAT Margin**  
 4.5%

### Consolidated Revenues



### Segmental Revenue FY17





Q3/9M–FY18  
EARNINGS  
OVERVIEW

**Q3- FY18 Consolidated Financial Performance:**

**Revenue from Operations-** INR 14,799 Mn

**EBITDA -** INR 933 Mn

**Net Profit -** INR 322 Mn

**Diluted EPS -** INR 1.41

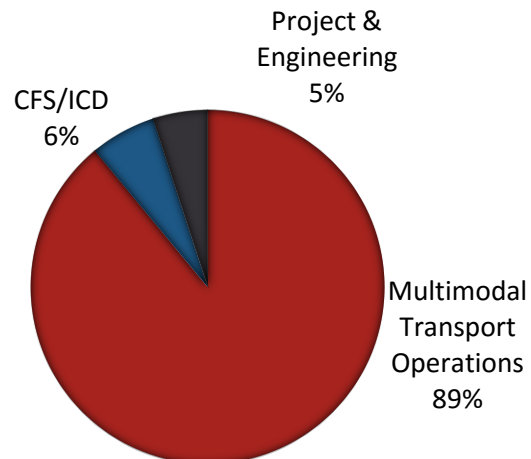
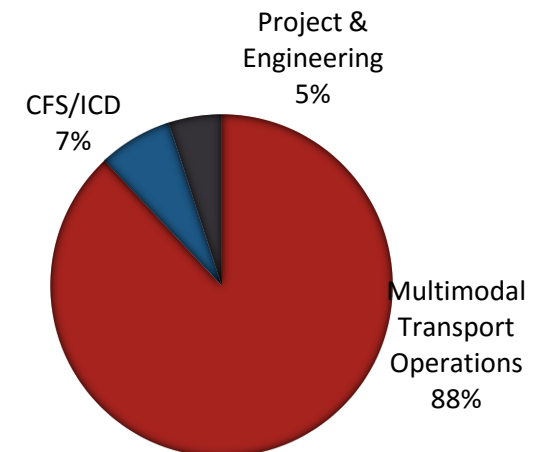
**9M- FY18 Consolidated Financial Performance:**

**Revenue from Operations -** INR 45,106 Mn

**EBITDA -** INR 3,011 Mn

**Net Profit -** INR 1,610 Mn

**Diluted EPS -** INR 6.50

**Consolidated Segmental Revenue Q3-FY18****Consolidated Segmental Revenue 9M-FY18**



Particulars (INR Mn)	Q3-FY18	Q3-FY17	Y-o-Y	Q2-FY18	Q-o-Q
<b>Revenue from Operations</b>	<b>14,799</b>	<b>14,114</b>	<b>4.9%</b>	<b>15,472</b>	<b>(4.3)%</b>
Expenses	13,866	13,121	5.7%	14,425	(3.9)%
<b>EBITDA</b>	<b>933</b>	<b>993</b>	<b>(6.0)%</b>	<b>1,047</b>	<b>(10.9)%</b>
<b>EBITDA Margin (%)</b>	<b>6.30%</b>	<b>7.04%</b>	<b>(74) Bps</b>	<b>6.77%</b>	<b>(47) Bps</b>
Other Income	49	183	(73.2)%	51	(3.9)%
Finance cost	71	78	(9.0)%	71	NA
Depreciation and amortisation expenses	397	407	(2.5)%	398	(0.3)%
PBT before associates, joint ventures	514	691	(25.6)%	629	(18.3)%
Share of profit from associates and joint ventures	7	7	NA	29	(75.9)%
<b>Profit before tax</b>	<b>521</b>	<b>698</b>	<b>(25.4)%</b>	<b>658</b>	<b>(20.8)%</b>
Tax expense	199	211	(5.7)%	6	NA
<b>PAT</b>	<b>322</b>	<b>487</b>	<b>(33.9)%</b>	<b>652</b>	<b>(50.6)%</b>
<b>PAT Margin (%)</b>	<b>2.18%</b>	<b>3.45%</b>	<b>(127) Bps</b>	<b>4.21%</b>	<b>(203) Bps</b>
Other Comprehensive income	(114)	(252)	(54.8)%	172	NA
<b>Total Comprehensive income</b>	<b>208</b>	<b>235</b>	<b>(11.5)%</b>	<b>824</b>	<b>(74.8)%</b>
<b>Diluted EPS</b>	<b>1.41</b>	<b>1.95</b>	<b>(27.7)%</b>	<b>2.60</b>	<b>(45.8)%</b>

Particulars (INR Mn)	9M-FY18	9M-FY17	Y-o-Y
<b>Revenue from Operations</b>	<b>45,106</b>	<b>42,206</b>	<b>6.9%</b>
Expenses	42,095	38,612	9.0%
<b>EBITDA</b>	<b>3,011</b>	<b>3,594</b>	<b>(16.2)%</b>
<b>EBITDA Margin (%)</b>	<b>6.68%</b>	<b>8.52%</b>	<b>(184) Bps</b>
Other Income	259	304	(14.8)%
Finance cost	225	229	(1.7)%
Depreciation and amortisation expenses	1,194	1,276	(6.4)%
PBT before associates, joint ventures	1,851	2,393	(22.6)%
Share of profit from associates and joint ventures	40	36	11.1%
<b>Profit before tax</b>	<b>1,891</b>	<b>2,429</b>	<b>(22.1)%</b>
Tax expense	281	645	(56.4)%
<b>PAT</b>	<b>1,610</b>	<b>1,784</b>	<b>(9.8)%</b>
<b>PAT Margin (%)</b>	<b>3.57%</b>	<b>4.23%</b>	<b>(66) Bps</b>
Other Comprehensive income	342	(325)	NA
<b>Total Comprehensive income</b>	<b>1,952</b>	<b>1,459</b>	<b>33.8%</b>
<b>Diluted EPS</b>	<b>6.50</b>	<b>6.93</b>	<b>(6.2)%</b>

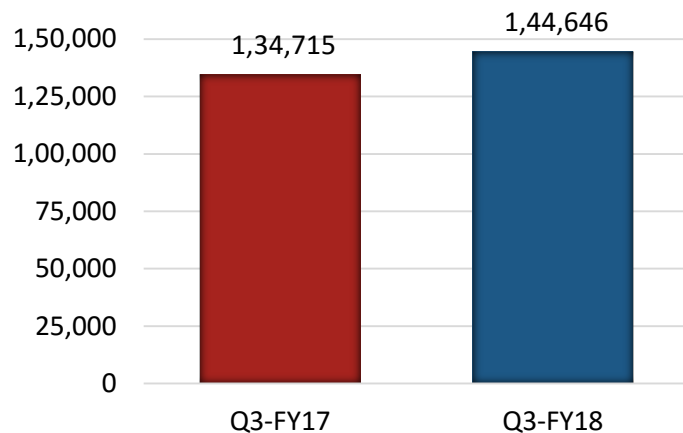


SEGMENTAL  
FINANCIAL  
OVERVIEW

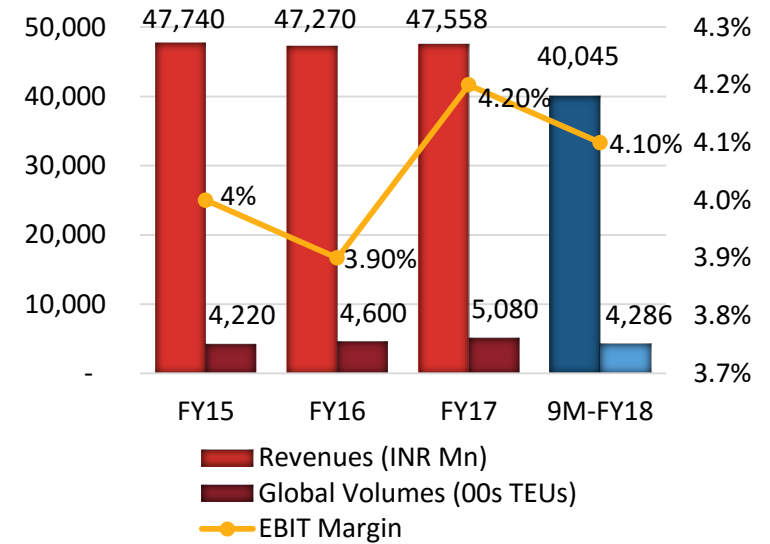
### Key Operational Highlights in MTO for Q3-FY18:

- Overall Shipping freight rates have declined.
- MTO volumes have increased by 7.4% Y-o-Y in Q3-FY18 under challenging global conditions and declining freight rates.
- FCL continues to grow.

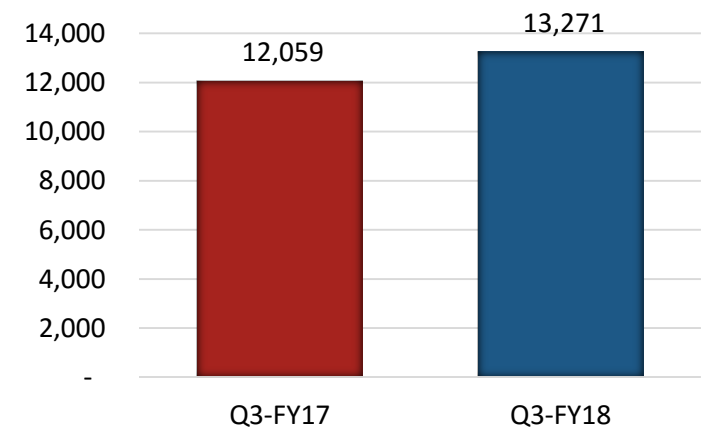
### Quarterly Volumes (TEUs)



### Segment Financials at a Glance



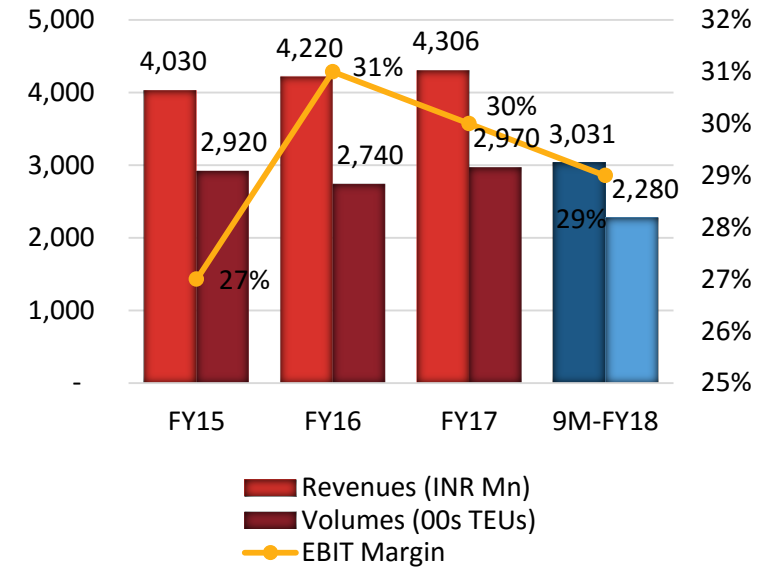
### Quarterly Revenues (INR Mn)



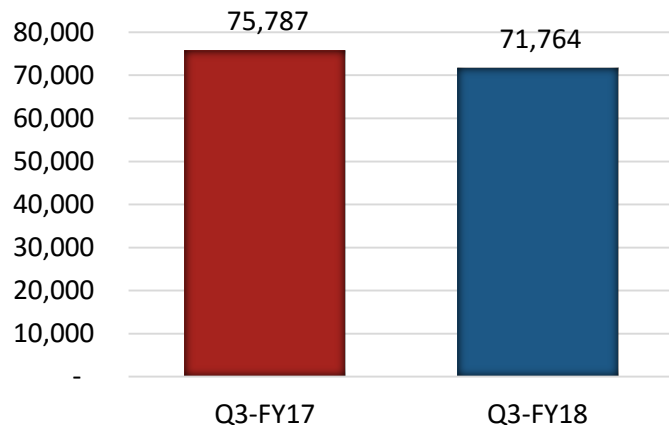
### Key Operational Highlights for Q3-FY18:

- Kolkata CFS commissioned operations in Q3-FY18.
- The company decided to end the lease for managing the CWC CFS in Mundra which should help improve the profitability in coming quarters.
- Direct Port Deliveries (DPD) has also contributed to effect on revenue.

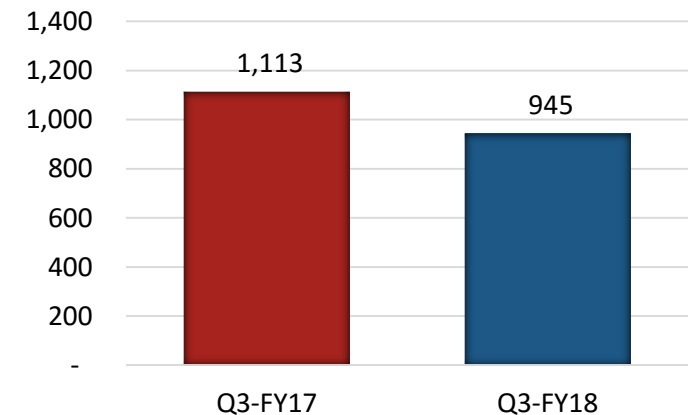
### Segment Financials At A Glance



### Quarterly Volumes (TEUs)



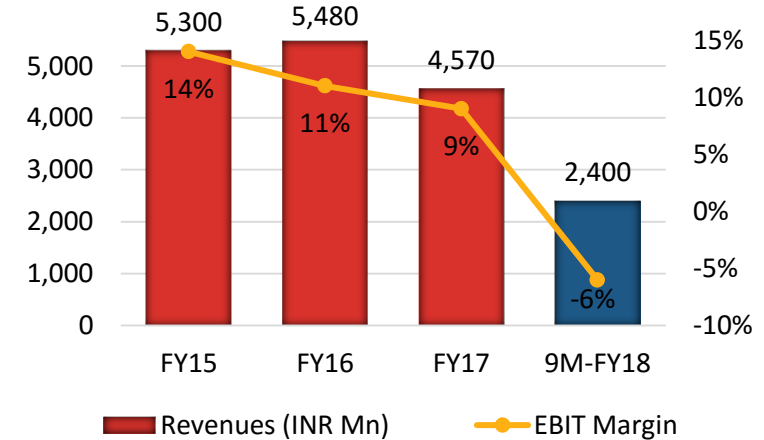
### Quarterly Revenues (INR Mn)



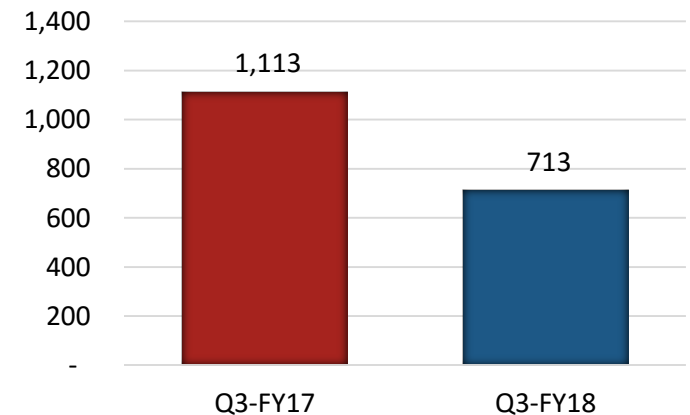
### Key Operational Highlights for Q3-FY18:

- Short term uncertainties in the Wind Sector was the primary reason for the effect on revenues in Equipment Leasing.
- With an increased focus on Project Transportation, the order book is the healthiest in the company's history of around INR 2,260 Mn. The company has bagged some large orders from both public and private sector companies.
- The company's shipping division has turned around and now consists of only 3 ships of which 2 are in long term contracts.

### Segment Financials At A Glance



### Quarterly Revenues (INR Mn)





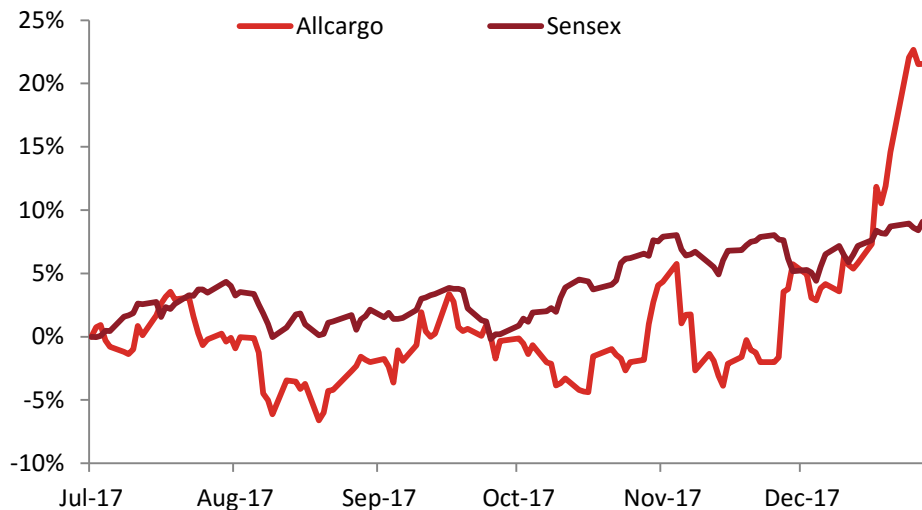
HISTORICAL  
FINANCIAL  
OVERVIEW

Particulars (INR Mn)	FY15	FY16	FY17	9M-FY18
<b>Revenue from Operations</b>	<b>56,288</b>	<b>56,405</b>	<b>55,834</b>	<b>45,106</b>
Expenses	51,534	51,366	51,185	42,095
<b>EBITDA</b>	<b>4,754</b>	<b>5,039</b>	<b>4,649</b>	<b>3,011</b>
<b>EBITDA Margin (%)</b>	<b>8.45%</b>	<b>8.93%</b>	<b>8.33%</b>	<b>6.68%</b>
Other Income	526	280	453	259
Finance cost	535	408	324	225
Depreciation and amortisation expenses	1,574	2,006	1,662	1,194
PBT before associates, joint ventures	3,171	2,905	3,116	1,851
Share of profit from associates and joint ventures	-	70	38	40
Profit before tax	3,171	2,974	3,154	<b>1,891</b>
Tax expense	700	498	776	281
<b>PAT</b>	<b>2,491</b>	<b>2,476</b>	<b>2,378</b>	<b>1,610</b>
<b>PAT Margin (%)</b>	<b>4.43%</b>	<b>4.39%</b>	<b>4.26%</b>	<b>3.57%</b>
Other Comprehensive income	-	294	-598	342
<b>Total Comprehensive income</b>	<b>2,491</b>	<b>2,770</b>	<b>1,780</b>	<b>1,952</b>
<b>Diluted EPS</b>	<b>9.52</b>	<b>9.52</b>	<b>9.25</b>	<b>6.50</b>



Equity and Liabilities (INR Mn)	FY16	FY17	H1-FY18	Assets (INR Mn)	FY16	FY17	H1-FY18
<b>Equity</b>				<b>Non Current Assets</b>			
Equity share capital	504	491	491	Fixed Assets	12937	12340	12050.2
Other equity	16,860	17,431	18,583	Goodwill	2,753	2,604	2,870
Equity attributable to equity holders of the parent	17,364	17,922	19,074	Total Intangible assets	1,147	1,205	1,324
Non-controlling interest	216	207	227	Investments in joint ventures and associates	301	2,057	2,115
				Investments in others	2	0	3
<b>Non-current liabilities</b>				Loan	290	388	301
<b>Financial liabilities</b>				Other financial assets	182	111	114
Borrowings	2,384	3,387	3,055	Deferred tax assets (net)	879	738	1,133
Other financial liabilities	6	9	8	Income tax assets (net)	211	200	176
Long term provisions	23	21	23	Other non-current assets	632	568	569
Net employment defined benefit liabilities	5	4	6	<b>Total Non-Current Assets</b>	<b>19,332</b>	<b>20,210</b>	<b>20,654</b>
Deferred tax liability (net)	35	17	27	<b>Current Assets</b>			
Other non-current liabilities	20	36	53	Inventories	112	101	105
				Investments	685	852	790
<b>Financial liabilities</b>				Loans	279	212	338
Borrowings	943	1,747	1,263	Trade receivables	6,767	7,522	8,940
Trade payables	5,641	6,165	7,189	Cash and cash equivalents	1,808	1,692	1,963
Other payables	348	465	500	Other bank balances	136	181	104
Other financial liabilities	1,913	842	912	Other financial assets	49	713	601
Net employment defined benefit liabilities	370	370	407	Income tax assets (net)	126	179	127
Other current liabilities	1,319	1,200	1,458	Other current assets	1,391	670	688
Income tax liabilities (net)	124	147	122	Assets classified as held for sale	26	207	13
<b>Total Financial liabilities</b>	<b>10,658</b>	<b>10,936</b>	<b>11,849</b>	<b>Total Current Assets</b>	<b>11,377</b>	<b>12,328</b>	<b>13,669</b>
<b>Total equity and liabilities</b>	<b>30,709</b>	<b>32,539</b>	<b>34,322</b>	<b>Total Assets</b>	<b>30,709</b>	<b>32,539</b>	<b>34,322</b>

## Stock Return (As on 31<sup>th</sup> December, 2017)



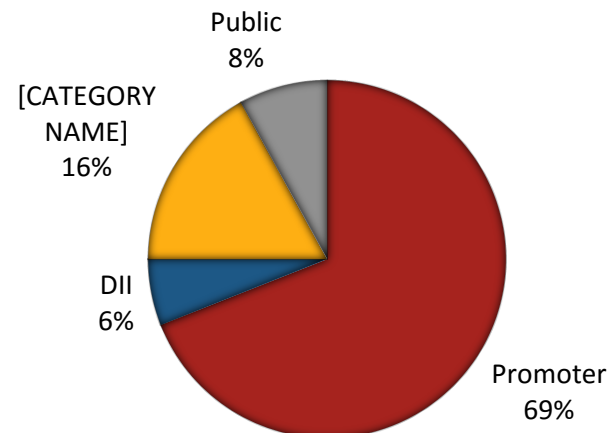
## PRICE DATA (AS ON 31<sup>st</sup> DECEMBER, 2017)

Face value (INR)	2.0
Market Price (INR)	208.4
52 Week H/L (INR)	216.9/155.25
Market Cap (INR Mn)	51,202.9
Equity Shares Outstanding (Mn)	245.7
1 Year Avg. trading volume ('000)	609.0

## INSTITUTIONAL HOLDING

Acacia	6.34%
SBI Mutual Fund	3.64%
Singapore Government Pension Fund Global	2.18%
HSBC Mutual Fund	1.31%

## Shareholding Structure (As on 31<sup>st</sup> December, 2017)



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THANK YOU

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Ingenuity In Motion