

INVESTOR PRESENTATION

12 MONTHS FY 20/21

**ROOTED
&
CONNECTED**

CONTENTS



Group Highlights



Logistics Sector



Leisure Sector



Investments Sector



Group Financials

EXCEPTIONAL PERFORMANCE IN Q4 CONCLUDES OUTSTANDING YEAR

Revenue
Rs. 75.5 BN
+ 218% YoY

Gross Profit
Rs. 11.9 BN
+ 160% YoY

Operating Profit
Rs. 3.66 BN
+ % YoY

Profit After Tax
Rs. 4.02 BN
+ 1,279% YoY

MULTI PRONGED FOCUSED STRATEGY ENABLING PERFORMANCE

Unified, Nimble approach

- Service delivery
- Adopting to market conditions
- Optimizing Profitability

Technology Integration

- Enhancing Customer Intimacy, Visibility & Value creation
- Focusing on efficiency for operational excellence



Customer Centricity

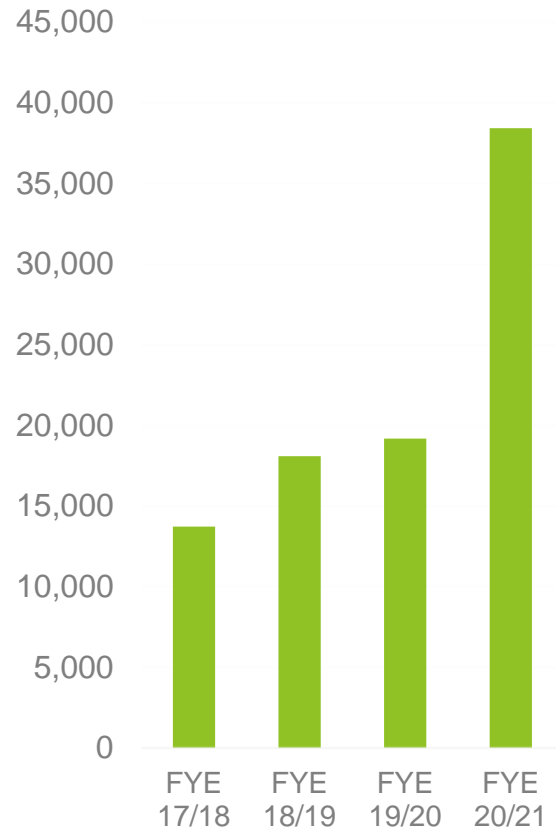
- Expand & Diversify Customer portfolio
- Maintain service excellence in disrupted operating environment

Leveraging on relationships

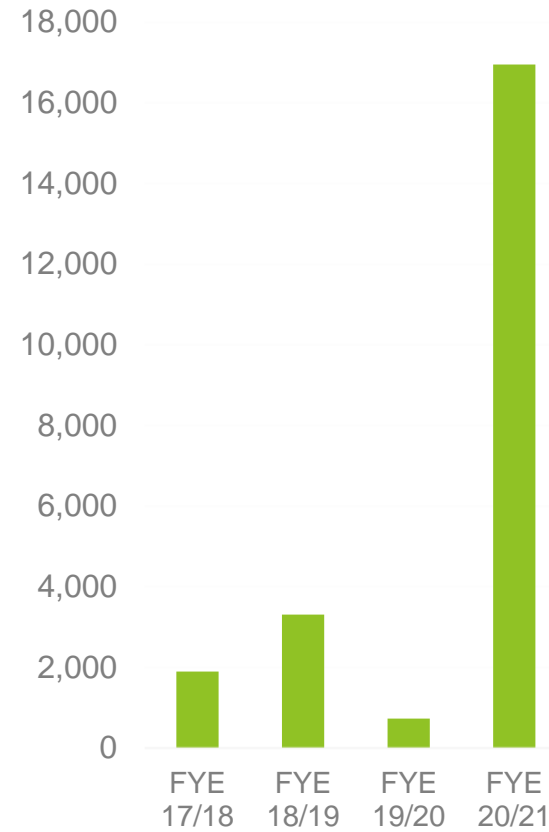
- Long term carrier partnership enabling capacity availability in tight market

HIGHLIGHTS FYE 21

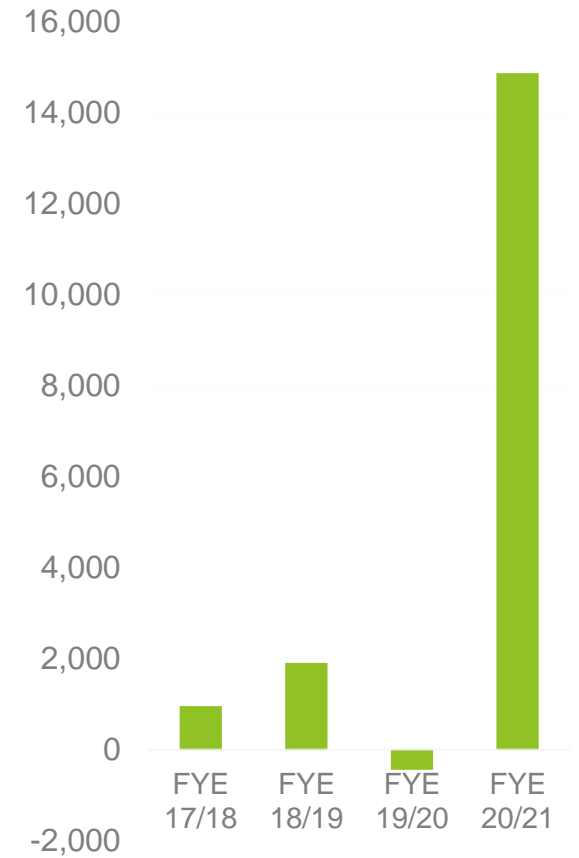
GP(Rs. Mn)



EBIT (Rs. Mn)



PAT (Rs. Mn)





LOGISTICS SECTOR

STRONG GROWTH & PROFITS IN DYNAMIC MARKET ENVIRONMENT



Freight



Transport &
Warehousing



Others

RS. MN	31 MAR 2021	31 MAR 2020	YOY (%)
Revenue	216,296	98,695	+119
Gross Profit	37,884	17,826	+113
EBIT	17,947	926	+1,836
PAT	15,950	(89)	+17,861

- Gradual return of **base business** with **optimum yields** amidst **elevated freight rates** enabled EFL to deliver strong profits for the year
- **Leveraging carrier partnerships** to secure capacity and meet customer demands
- **Nimble, Agile, Flexible** - Hallmark of EFL DNA a core competency aiding performance
- Contract logistics operations continued strong momentum

VOLUMES GRADUALLY RETURNING BACK

Air Export
110.9 MN KG's
12M FY20/21

YoY **-19%**

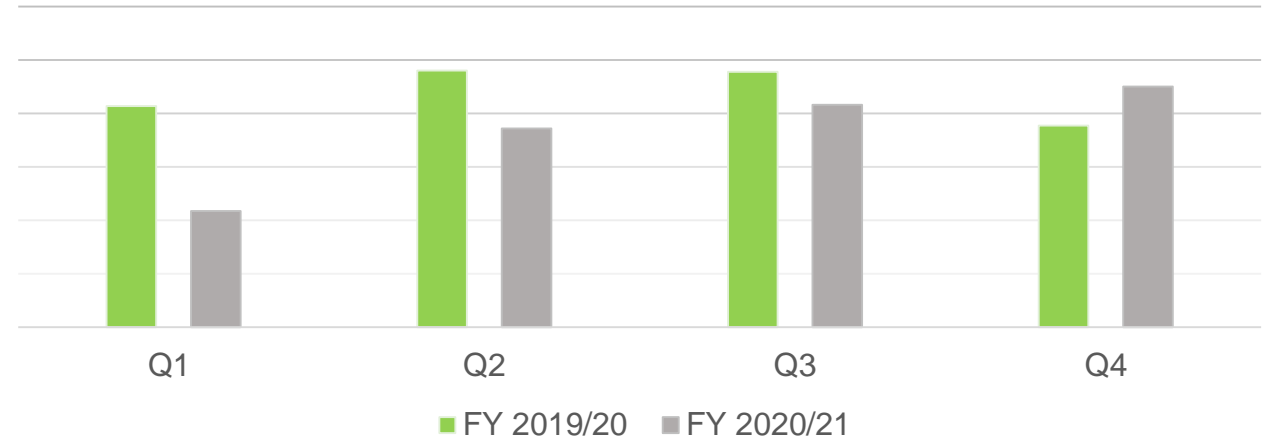


Air Import
78.5 MN KG's
12M FY20/21

YoY **+13%**



AIR FREIGHT VOLUMES (KGs) V LY



Ocean Export
156 K TEUs
12M FY20/21

YoY **+9%**

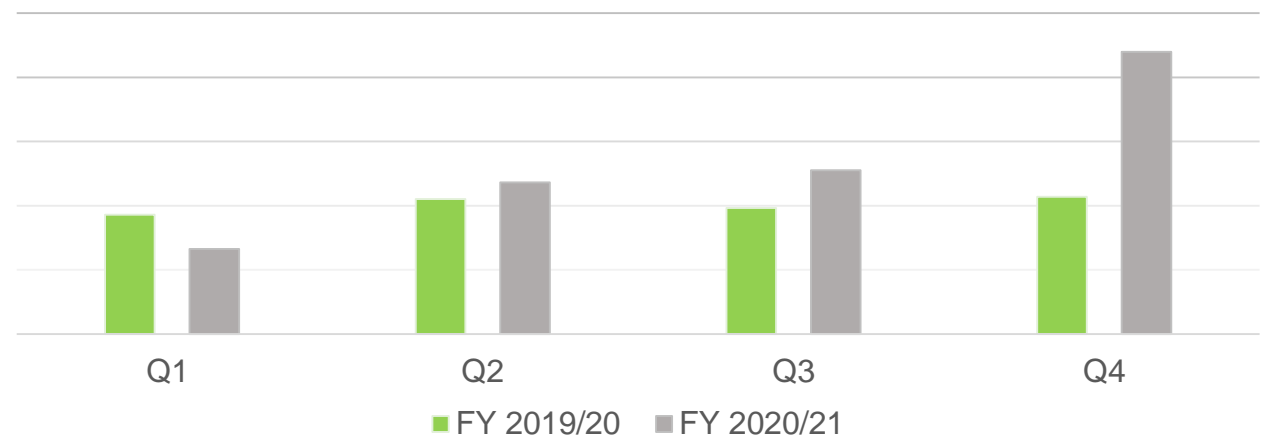


Ocean Import
99.7K TEUs
12M FY 20/21

YoY **+31%**

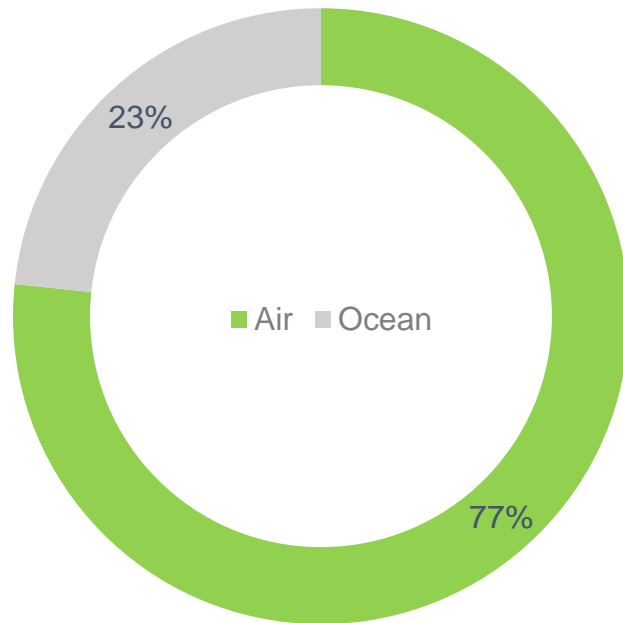


OCEAN FREIGHT VOLUMES (TEUs) V LY



AIR FREIGHT REMAINED STRONG WITH A ROBUST OCEAN FREIGHT BUSINESS

Gross Profit by Main Products



Air Freight



GP + 164% (YoY)

- Capacity continued to remain a challenge, resulting in elevated Freight rates
- Gradual return of base business with volumes returning to parity
- PPE shipments propped up performance for the quarter

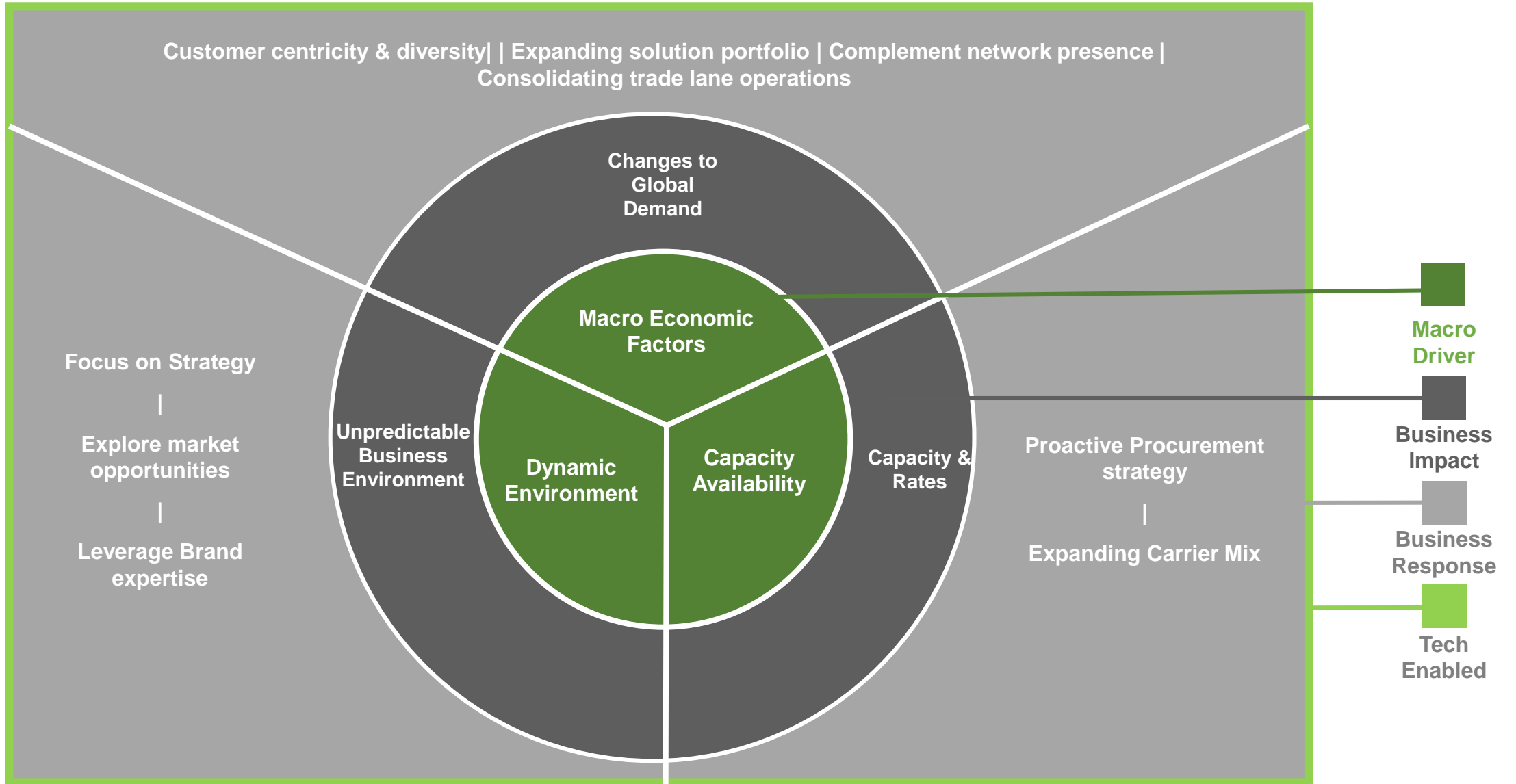
Ocean Freight



GP +78% (YoY)

- Results of a consistent focus on development of Ocean products
- Volumes bolstered by performance of strategic accounts
- Supply disruptions & Port congestions driving increased pricing

MARKET OUTLOOK & STRATEGY





LEISURE SECTOR

PREPARING FOR THE FUTURE



RS. MN	31 MAR 2021	31 MAR 2020	YOY %
Revenue	314	1,261	-75
Gross Profit	262	1,182	-75
EBIT	(240)	187	-228
PAT	(247)	110	-325

Key Highlights

- A future focused strategy continued to be pursued within the sector
- Implemented Strong corrective measures
 - Re-aligning business operations to focus on key business drivers
 - Variable operating model enabling a 65% (~ Rs. 45MN) a month cost savings
 - Mitigated potential losses
- Quarter closing at close to breakeven point

Focus & Initiatives

- Outlook
 - International Travel - Remain fairly weak and slow
- Strategy
 - ***Prepare the sector for future opportunities***
- Focus
 - Corp Travel, Experiential Travel
 - Operating efficiency & lean structure

STABILIZING OPERATIONS

RS. MN	31 MAR 2021	31 MAR 2020	YOY %
Revenue	2,124	3,288	-35
Gross Profit	283	310	-9
EBIT	(754)	(378)	99
PAT	(822)	(458)	80

Key Highlights

Export operations

- Focusing on higher yielding, less volatile business portfolio
- Exit from low yielding operations

Value added operations

- Sluggish volumes remained with key markets disrupted due to C-19

ITX

- Sustained progress on developing brand and customer profile



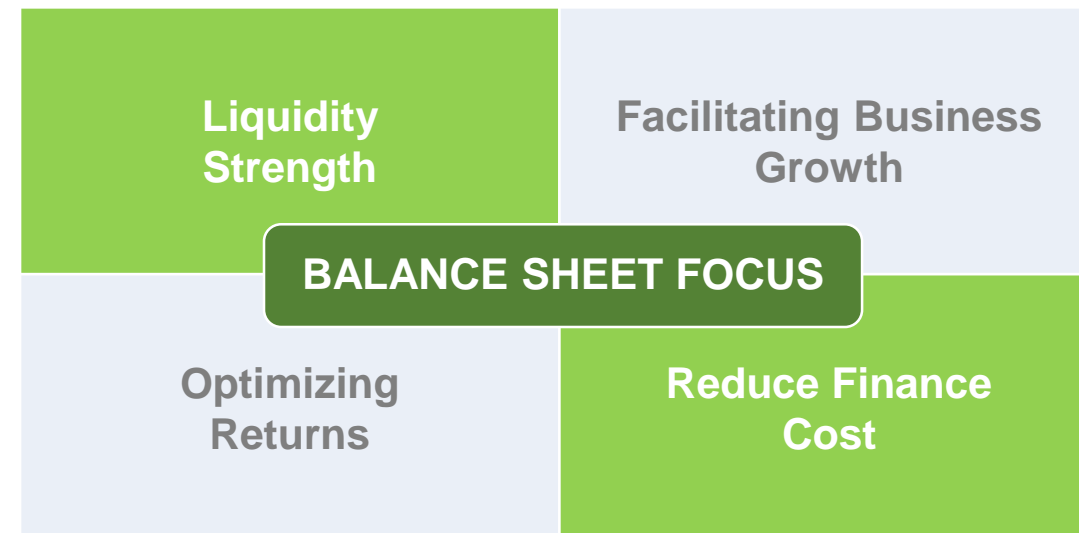
GROUP FINANCIALS

GROUP INCOME STATEMENT

RS. MN	FYE 31-Mar-2021	FYE 31-Mar-2020	FYE 31-Mar-2019	FYE 31-Mar-2018
Revenue	218,735	103,246	95,455	77,533
Gross Profit	38,431	19,183	18,099	13,726
Other Income & Gains	302	421	568	199
Administration Expenses	20,469	17,766	14,231	11,025
Selling & Distribution Expenses	1,433	1,217	1,234	1,080
Finance Cost	367	455	239	232
Finance Income	59	83	49	37
Share of results of equity accounted investees (net tax)	62	31	60	44
PBT	16,584	280	3,073	1,669
PAT	14,880	(437)	1,908	961

GROUP BALANCE SHEET

RS. MN	31 MAR 2021	31 MAR 2020
Total Non Current Assets	8,641	7,728
Cash & Cash equivalents	7,610	7,156
Trade Debtors	49,089	18,400
Other Receivables	2,843	2,464
Assets held for sale		275
Total Assets	68,184	36,023
Trade Payables & Other Payables	21,631	10,378
Finance & Lease Payables - Current	12,854	6,726
Finance & Lease Payables - Non-Current	5,532	5,469
Other Non-Current Liabilities	786	617
Shareholder Funds	27,380	12,831
Total Shareholder Funds & Liabilities	68,184	36,023



INITIATIVES
Optimized cost-efficient funding through balance sheet strength & parent company support
Continuous recycling of Working Capital in an effective and efficient manner
Delayed Nonessential CAPEX

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