



EXPOLANKA HOLDINGS PLC
INVESTOR PRESENTATION 2016

ABOUT EXPOLANKA

An International logistics company listed in Sri Lanka

Market Cap in excess of LKR 13.8BN

Global Footprint spanning 20+ Countries

International operations contribute > 70% of Group EBIT

FY 15/16 Revenue > LKR 56 BN

PBT > LKR 2BN

Q1 FY 16/17

Growth

- Increased volumes across all key sectors

Consistency

- Focus strategy on Logistics & Leisure

Sustainability

- Growth in Operating profit YOY

DELIVERING STRATEGY

LOGISTICS FOCUS

Sustainable growth

Increased Capital allocation

Improved operational efficiencies

RESTRUCTURE

Phase 2 of restructure on completion stage

TECHNOLOGY

Implementing Strong technology background for all key sectors

Business segmentation

Previous
Classification

Freight &
Logistics

EFL

Logistics

Non EFL Brands

Travel & Leisure

Outbound

Inbound

Other related
businesses

International
Trading &
Manufacturing

Perishable
exports

Food processing

Investments &
Services

Corporate
services

GSA operations

Passive
investments

New Classification

Logistics

EFL

Logistics & Non
EFL Brands

GSA operations

Travel & Leisure

Outbound

Inbound

Other related
businesses

Ventures

Perishable
exports

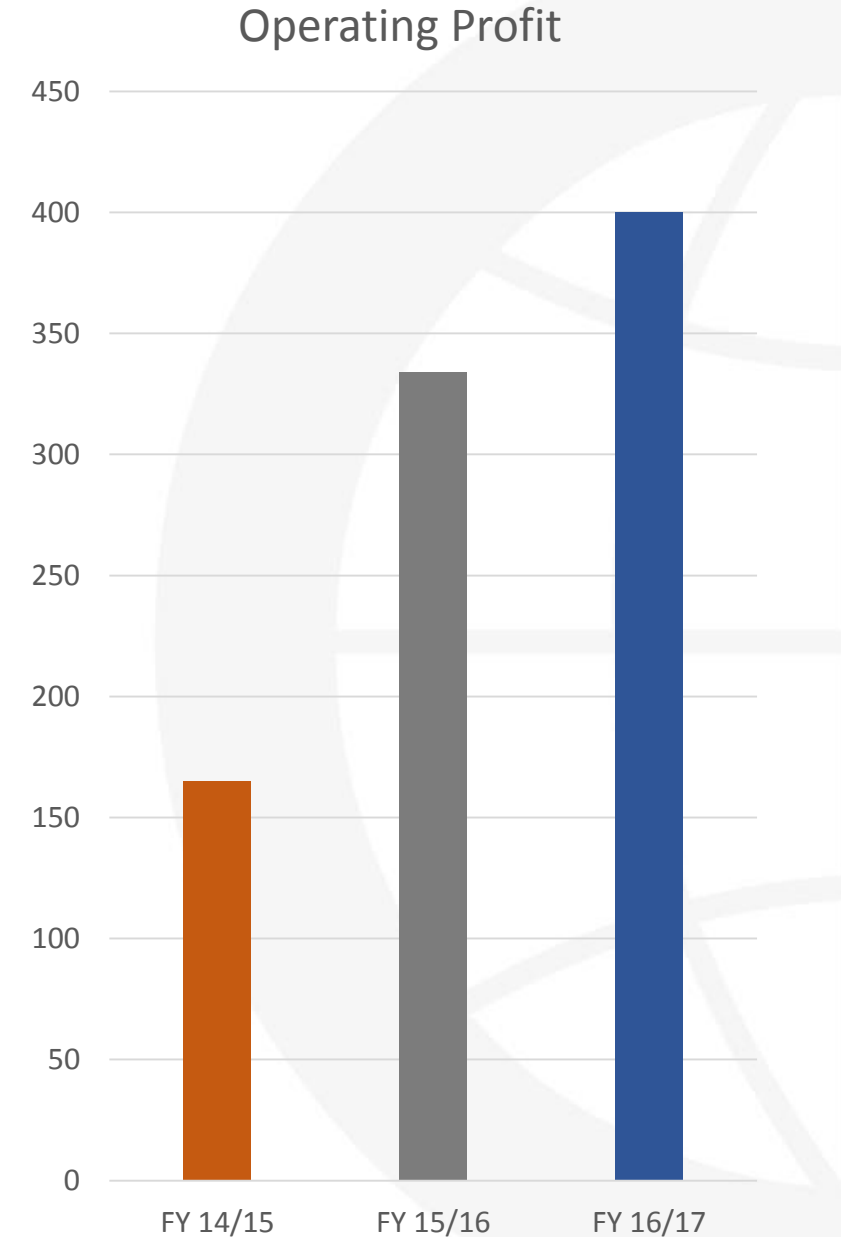
Corporate
services

Passive
investments

FINANCIAL SUMMARY

Income Statement 2016/17 Q1 (LKR MN)

| | 2016/17 | 2015/16 | 2014/15 |
|-------------------------|------------|------------|------------|
| Revenue | 14,499 | 13,927 | 12,387 |
| Gross Profit | 2,535 | 2,279 | 2,083 |
| Operating Profit | 400 | 334 | 165 |
| Net Profit | 272 | 305 | 194 |
| NP for Equity Holder | 182 | 222 | 173 |



HIGHLIGHTS OF PERFORMANCE

Logistics Sector drives Growth

- Continued Focus within the Sector driving strong growth
- Net Profit from the Sector up by 23%
- Positive growth in both Volume & Yield
- Drive key client acquisition initiatives

Consolidating Performance in the Leisure sector

- Continued focus on market share growth and efficiencies

Focus on Balance Sheet

- Initiatives to Improve Working Capital & Minimize Gearing

SECTOR ANALYSIS

EBIT YOY



- EBIT growth is fuelled by the performance in the logistics sector
- Leisure has been stable
- Venture performance drop is primarily due to one time restructure cost

OVERVIEW OF THE LOGISTICS SECTOR

Key financials - Logistics sector (Q1)

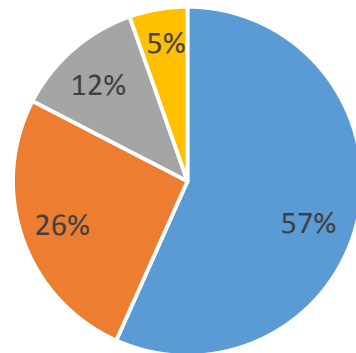
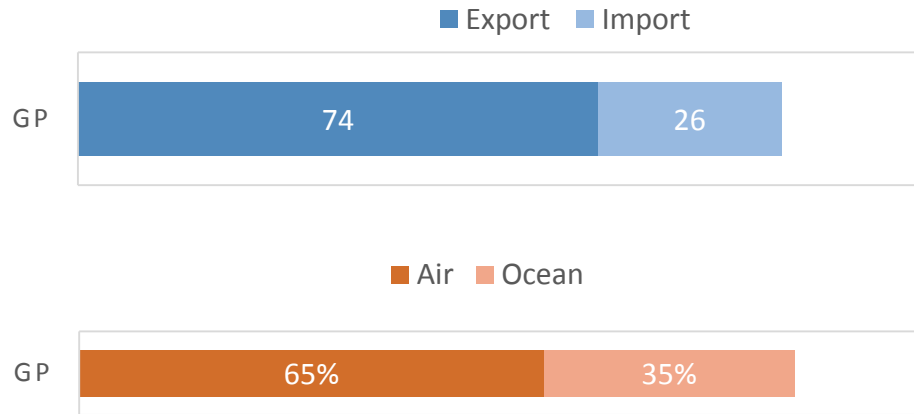
| | 2016/17 | 2015/16 | Change |
|------------|----------------|----------------|--------|
| Revenue | 12,404,969,008 | 11,851,059,844 | 5% |
| EBIT | 498,139,553 | 420,352,124 | 19% |
| Net Profit | 389,517,791 | 317,429,747 | 23% |

Key Highlights

- Growth driven through Strong US Trade Lane performance
- Strong Volume Growth across key Products.
- Stable margins derived from procurement strategy
- New Customer acquisitions & Increased Wallet Share helping to drive Volume

LOGISTICS SECTOR - OPERATIONS

GP Composition Q1



■ North America ■ Europe ■ Asia / Middle East ■ Others

Volumes 2016 vs. 2015



Air Export
14%



Air Import
(12%)



Ocean Export
14%



Ocean Import
11%

LOGISTICS SECTOR - OPERATIONS

North America remains key driver of overall performance

Far east sector continuing encouraging growth

Ocean freight sector continuing operational consolidation

Stable yields contributing towards maintaining margins

LOGISTICS SECTOR OUTLOOK 2016/17

- Continued Focus on Market Share & Client Acquisition.
 - Drive towards double digit volume growth
 - Focus on key client acquisition
 - Increase wallet share of existing key accounts
- Yield Stabilization expected to take place during the year.
- Focus efforts to drive Operational Efficiency
- CAPEX focus towards Technology
- Maintain Asset light focus

OVERVIEW OF THE LEISURE SECTOR

Key financials – Leisure Sector (Q1)

| | 2016/17 | 2015/15 | Change |
|------------|---------------|-------------|--------|
| Revenue | 1,382,974,718 | 844,438,623 | 64% |
| EBIT | 59,565,067 | 61,438,701 | (3%) |
| Net Profit | 46,469,096 | 50,675,900 | (8%) |

Key Highlights:

- Ticketing & Outbound Segment continued growth in Profitability
- Challenges remain in the Destination Management Segment with reducing margins.

Outlook:

- Outbound segment is expected to continue on double digit growth
- Destination Management Business to be re-organized.

OVERVIEW OF THE VENTURES SECTOR

Key financials – Ventures sector (Q1)

| | 2016/15 | 2014/15 | Change |
|------------|---------------|---------------|--------|
| Revenue | 1,166,846,523 | 1,231,001,840 | (5%) |
| EBIT | (147,014,277) | (64,540,819) | (128%) |
| Net Profit | (163,592,346) | (62,973,283) | (160%) |

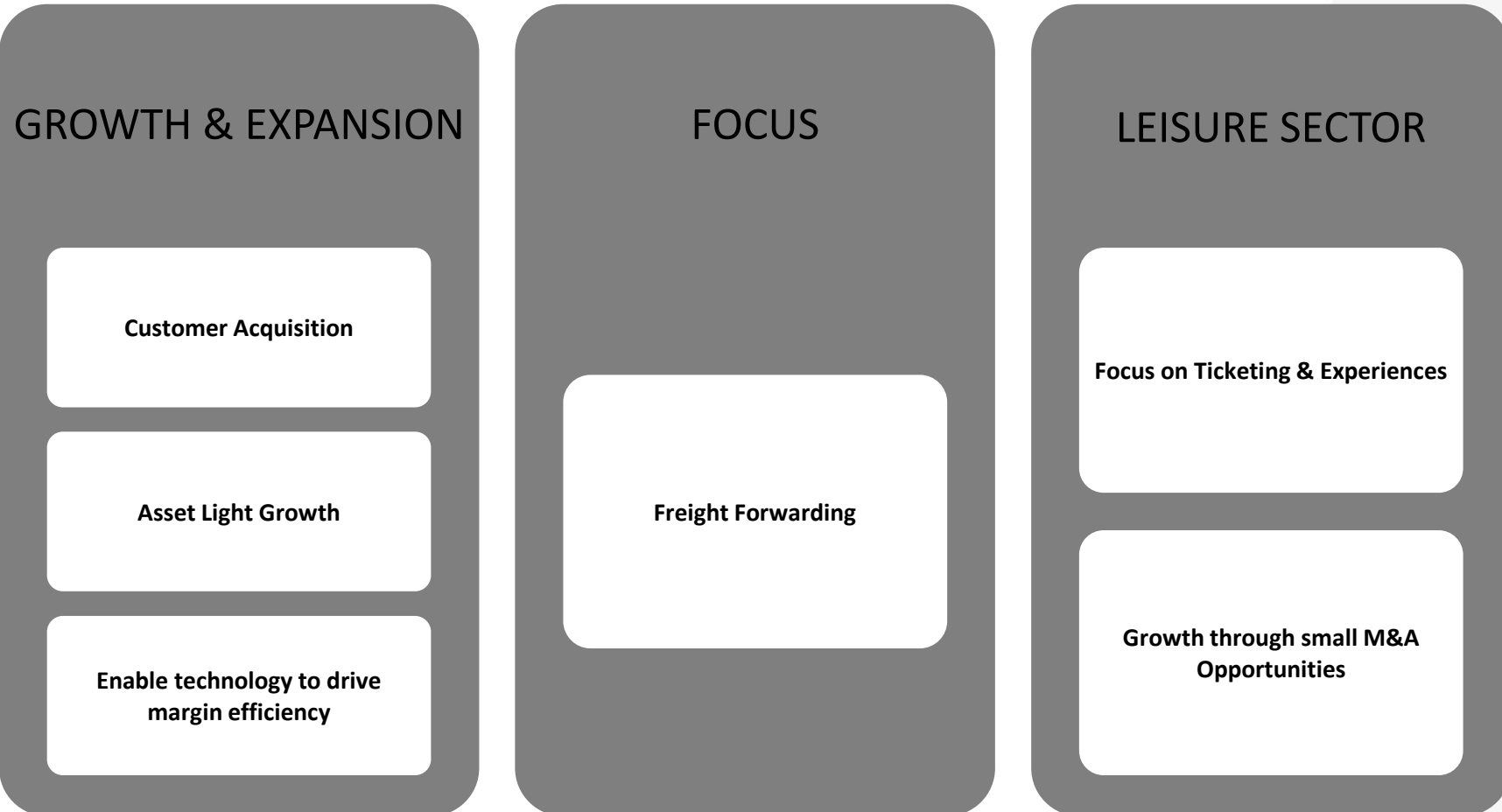
Key Highlights:

- Stable growth within the perishable export division
- Divestment of the Food processing business

Outlook:

- Drive performance & efficiencies within the perishable export division
- Small Investments within the value added processing division
- Continue divestment plan on the passive investments

GROUP STRATEGY



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