

INVESTOR PRESENTATION

ROOTED & CONNECTED



EXPOLANKA HOLDINGS PLC



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Group
Highlights



Logistics
Sector



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OUTSTANDING PERFORMANCE CONTINUES IN Q2

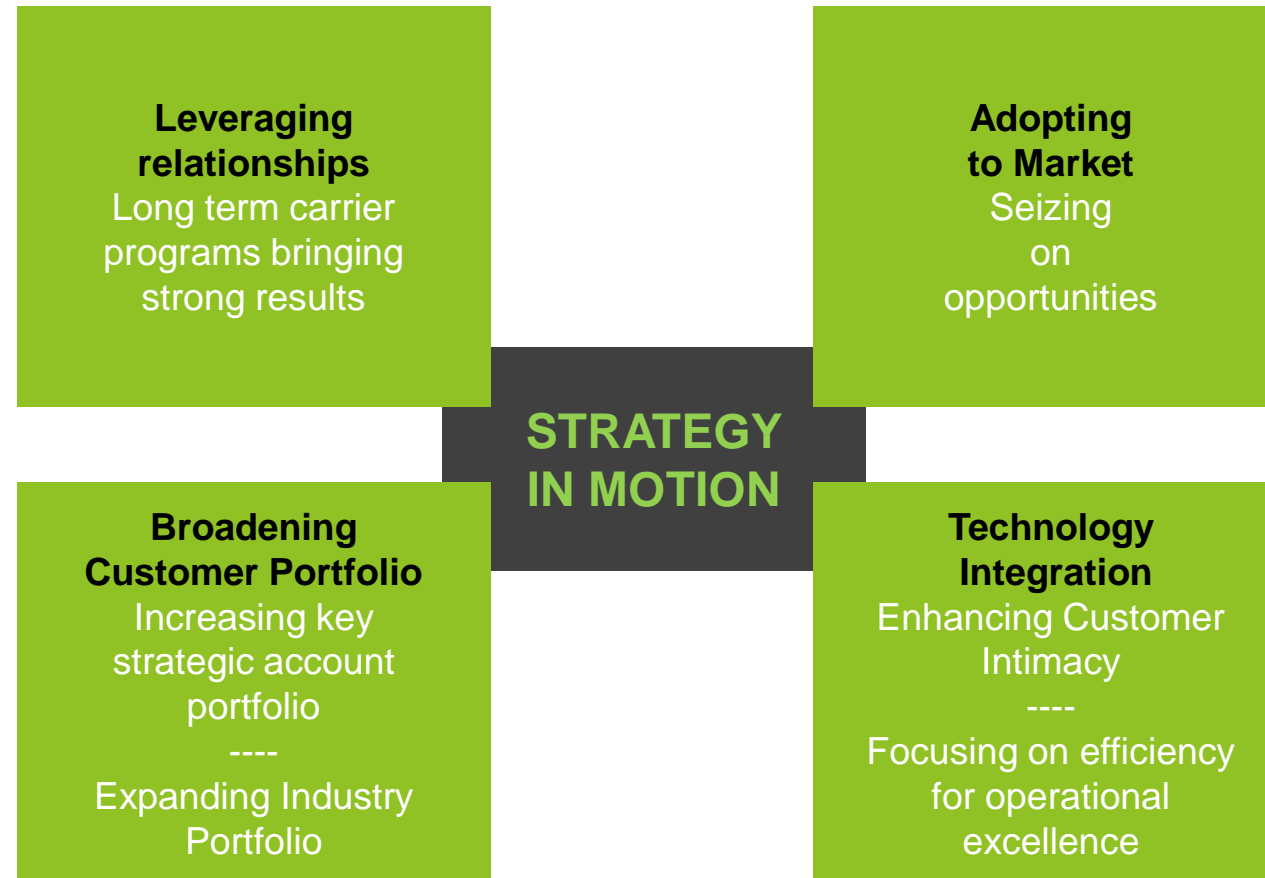
Revenue
Rs. 49.1 BN
+ 71% YoY

Gross Profit
Rs. 10.5 BN
+ 107% YoY

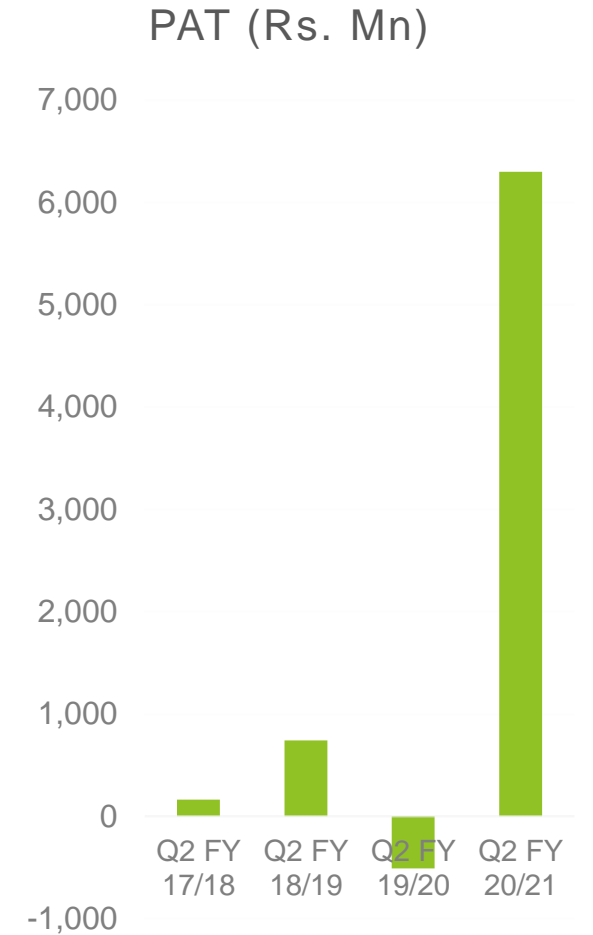
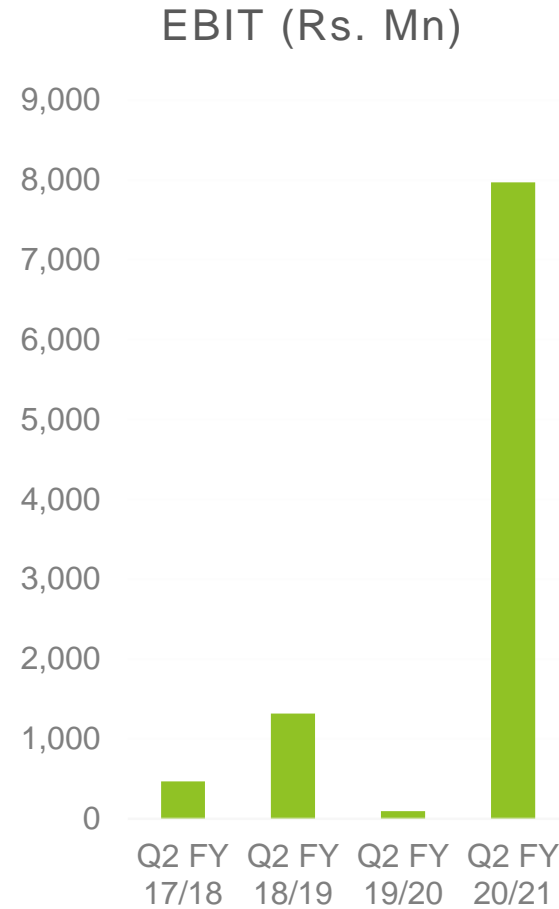
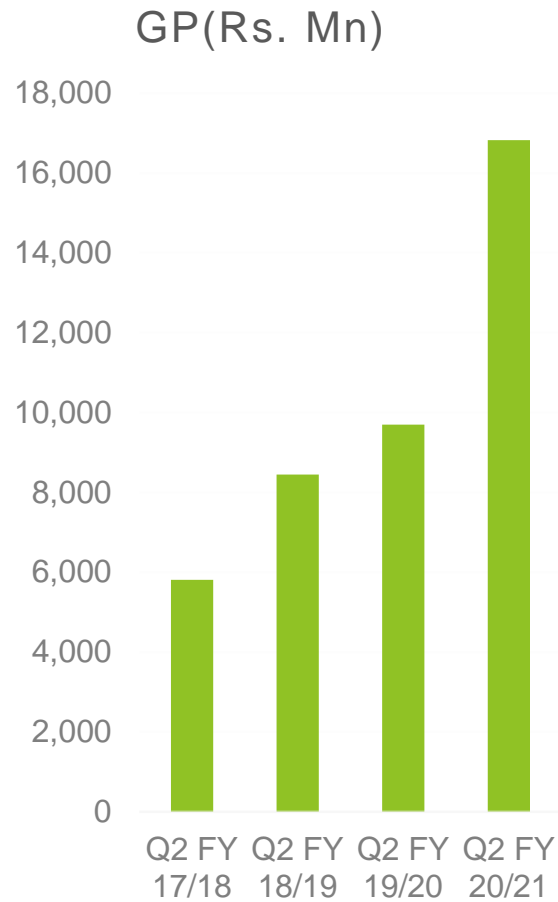
Operating Profit
Rs. 5.7 BN
+ 647% YoY

Profit After Tax
Rs. 4.5 BN
+ 639% YoY

UNRELENTING STRATEGIC FOCUS SUPPORTS NIMBLE RESPONSE



OVERVIEW OF GROUP PERFORMANCE





LOGISTICS SECTOR



OPTIMIZED PERFORMANCE IN DYNAMIC MARKET CONDITIONS



Freight



Transport & Warehousing

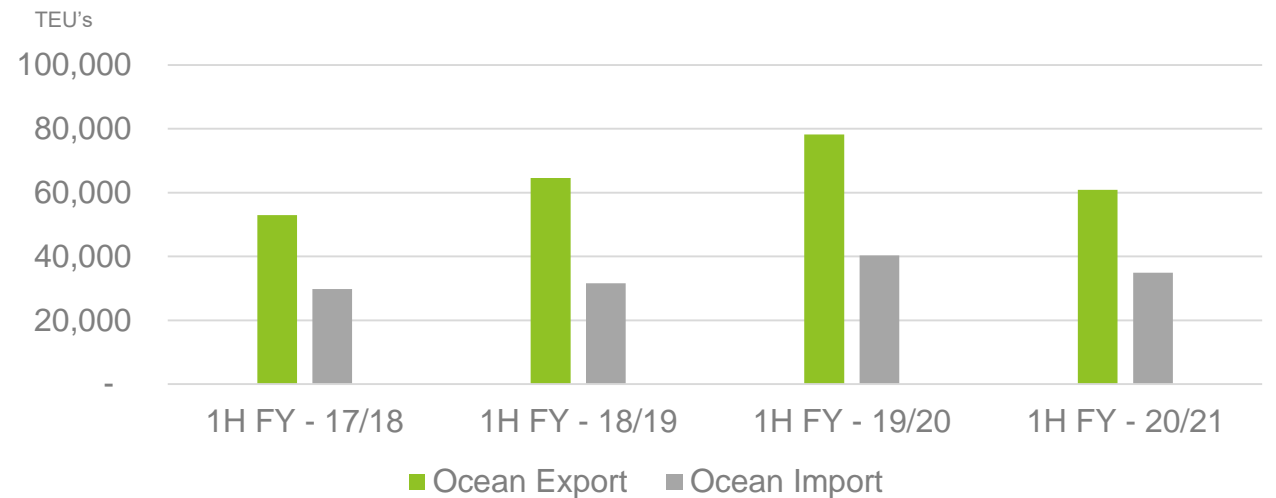
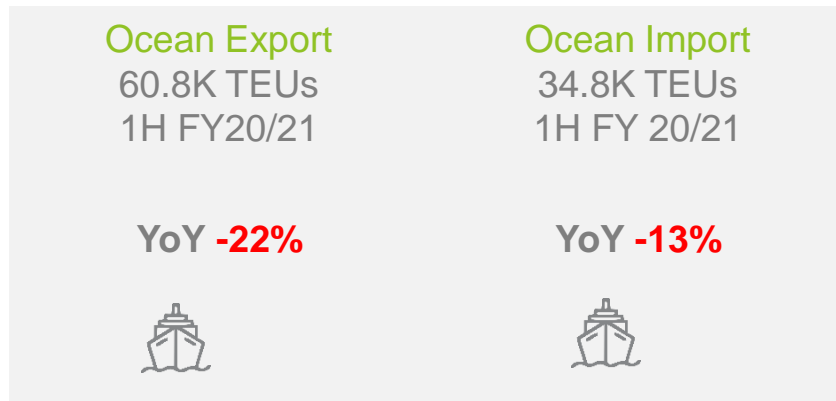
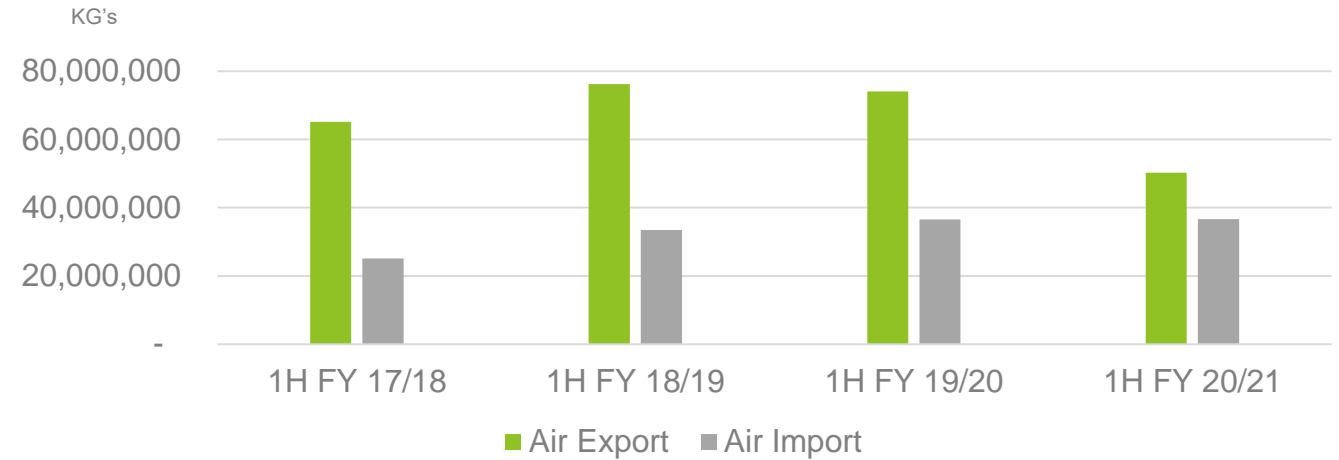


Others

Rs. MN	30-Sep-2020	30-Sep-2019	YoY (%)
Revenue	84,050	49,369	70
Gross Profit	16,567	9,009	84
EBIT	8,338	144	5,658
PAT	6,704	(363)	1,945

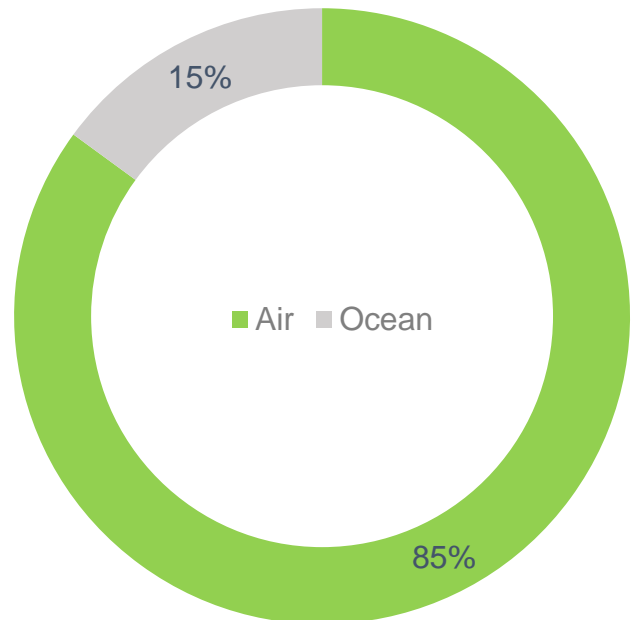
- Well positioned to **optimize market opportunities** presented by supply chain disruptions
 - Continued to service demand for *emergency supplies* (PPEs) opportunities
 - Leveraged strong relationship with carriers enabling the company to *secure capacity at optimum yields*
- Nimble, Agile, Flexible** - DNA of the company
 - Re- focusing operations to changes to business model* continued to service charter operations effectively
 - Short term cost re-adjustment measures supporting overall improvement in EBIT Margins and significant EBIT growth
- Gradual return of **regular retail business**
 - ~ 70% of Q2 GP generated from *traditional business* (Non PPE), reflecting *core strength of company*
- Contract logistics operations continued strong momentum

VOLUMES GRADUALLY RETURNING BACK



STRONG AIR OPERATIONS, WHILST RECOVERING OCEAN OPERATIONS

Gross Profit by Main Products



Air Freight



GP + 166% (YoY)

- High Air Freight rates enabled strong yields
- Strong developments across all customer verticals
- Adapting to business model changes & optimizing Long term carrier partnerships

Ocean Freight



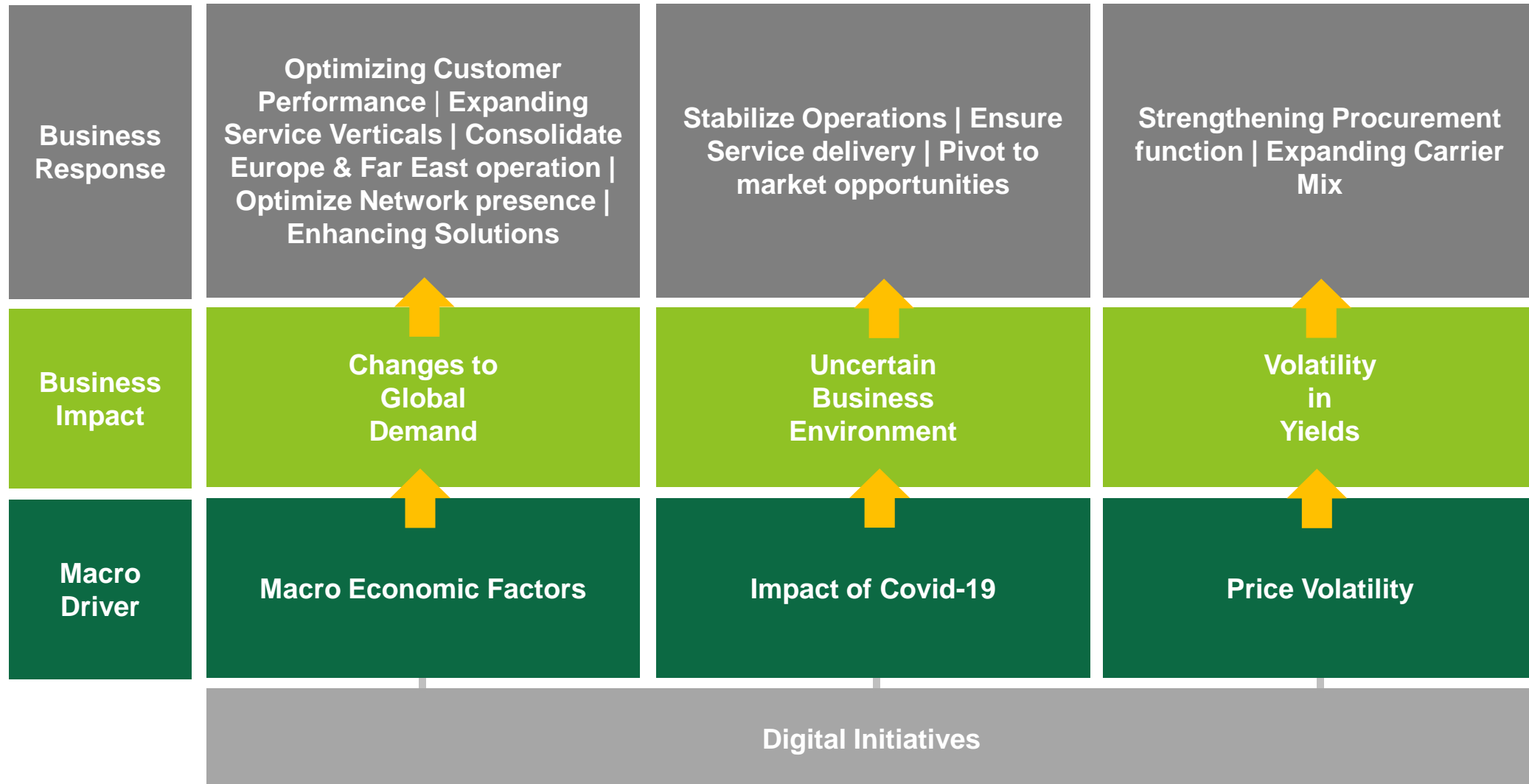
GP 0% (YoY)

- Volume recovery visible during Q2 with improved Yields
- Enhancing customer portfolio

CONTINUATION OF MULTI PRONGED APPROACH



MARKET OUTLOOK & STRATEGY





LEISURE SECTOR



PREPARING FOR FUTURE GROWTH OPPORTUNITIES



Corporate Travel



Leisure



Inbound & Event Management

Rs. MN	30-Sep 2020	30-Sep 2019	YoY %
Revenue	107	652	-84
Gross Profit	102	550	-83
EBIT	(82)	146	-156
PAT	(85)	104	-182

Key Highlights

- Travel restrictions & Airport closures continued globally
 - Business remained at a standstill
- 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

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	30-Sep-2020	30-Sep-2019	YoY %
Revenue	1,184	1,629	-27
Gross Profit	153	139	10
EBIT	(285)	(196)	45
PAT	(320)	(248)	29

Key Highlights

Export operations

- Gradual business pick up
- Internal Portfolio re-alignment to look at Higher Yielding, Less Volatile Product Portfolio

Value added operations

- Encouraging growth in volumes with key markets gradually opening

ITX

- Satisfactory progress on enhancing brand profile & customer acquisition



GROUP FINANCIALS

GROUP INCOME STATEMENT

Rs. MN	YTD Sep (FY 20/21)	YTD Sep (FY 19/20)	YTD Sep (FY 18/19)	YTD Sep (FY 17/18)
Revenue	85,341	51,650	44,931	37,644
Gross Profit	16,822	9,697	4,493	5,813
Other Income & Gains	111	284	312	49
Administration Expenses	8,190	9,379	6,915	4,983
Selling & Distribution Expenses	823	538	589	464
Finance Cost	197	226	110	72
Finance Income	20	2	29	31
Share of results of equity accounted investees (net tax)	32	28	31	21
PBT	7,774	(131)	1,209	395
PAT	6,299	(508)	742	163

GROUP BALANCE SHEET

Rs. MN	30-Sep-2020	31-Mar-2020
Total PPE	7,582	7,727
Cash & Cash equivalents	4,827	7,156
Trade Debtors	33,647	18,400
Other Receivables	2,358	2,465
Assets held for sale	275	275
Total Assets	48,555	36,023
Trade Payables & Other Payables	13,497	10,380
Finance & Lease Payables – Current	10,669	6,726
Finance & Lease Payables – Non-Current	4,834	5,469
Other Non-Current Liabilities	615	617
Shareholder Funds	19,073	12,831
Total Shareholder Funds & Liabilities	48,555	36,023



Initiatives

- Leveraged Balance sheet strength & Parent company support to secure appropriate low-cost funding
- Continuous recycling of Working Capital in an effective and efficient manner
- Delayed Non-essential CAPEX

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