

INVESTOR
PRESENTATION
Q1 – 2019/20

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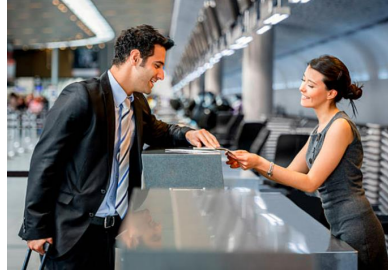
GROUP HIGHLIGHTS Q1 – 19/20



Group
Highlights



Logistics
Sector



Leisure
Sector



Investments
Sector



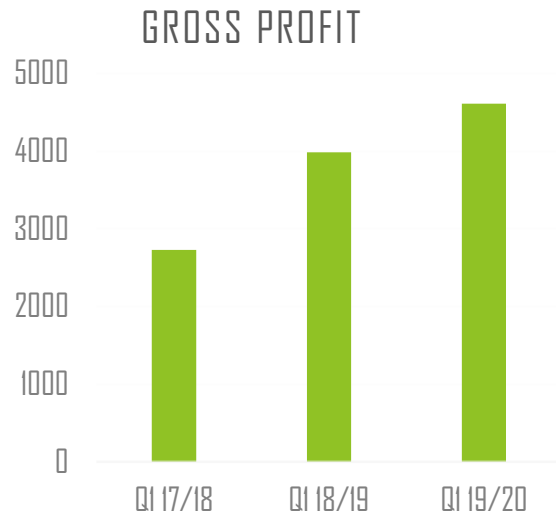
Group
Financials

STEADY START TO THE YEAR



- Steady start to the year with a 15% growth in Revenue
- Continued to focus on growing both the ISC & Transpacific Business
- Logistics Sector resilient despite a volatile trade environment
- A quiet quarter for the Leisure sector due to external market challenges

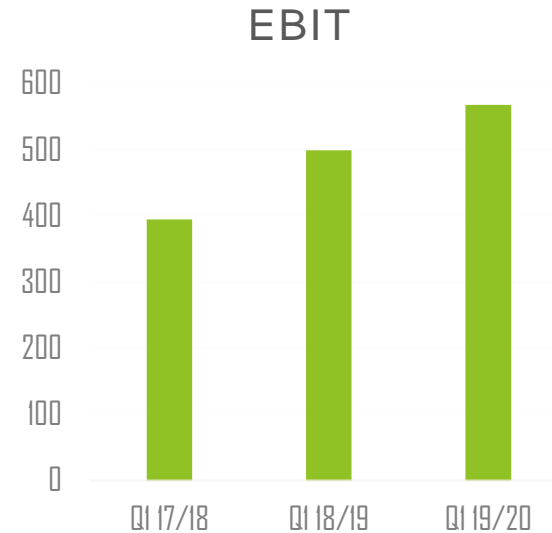
OVERVIEW OF GROUP PERFORMANCE



Rs. 4.6BN for Q1

+ 627MN YoY (Q1)

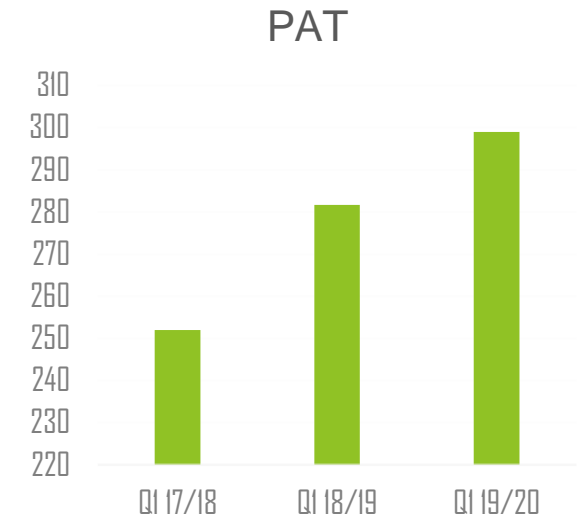
+ 15.7% YoY



Rs. 568MN for Q1

+ 68 MN YoY (Q1)

+ 13.6% YoY



Rs. 299MN for Q1

+ 17 MN YoY (Q1)

+ 6% YoY



Performance
Consolidation



Stability



LOGISTICS SECTOR

RESILIENT PERFORMANCE AMIDST A CHALLENGING GLOBAL ENVIRONMENT

YTD Revenue
+ 15% YoY

YTD Gross
Profit
+17% YoY

YTD EBIT
+ 10% YoY

YTD PAT
+10% YoY

LOGISTICS SECTOR – FINANCIALS

Rs. MN	30-Jun-2019	30-Jun-2018	YoY
Revenue	21,781	18,922	15%
Gross Profit	4,301	3,671	17%
EBIT	589	534	10%
PAT	370	337	10%
NP - Equity Holder	224	303	-26%



Freight



Transport &
Warehousing



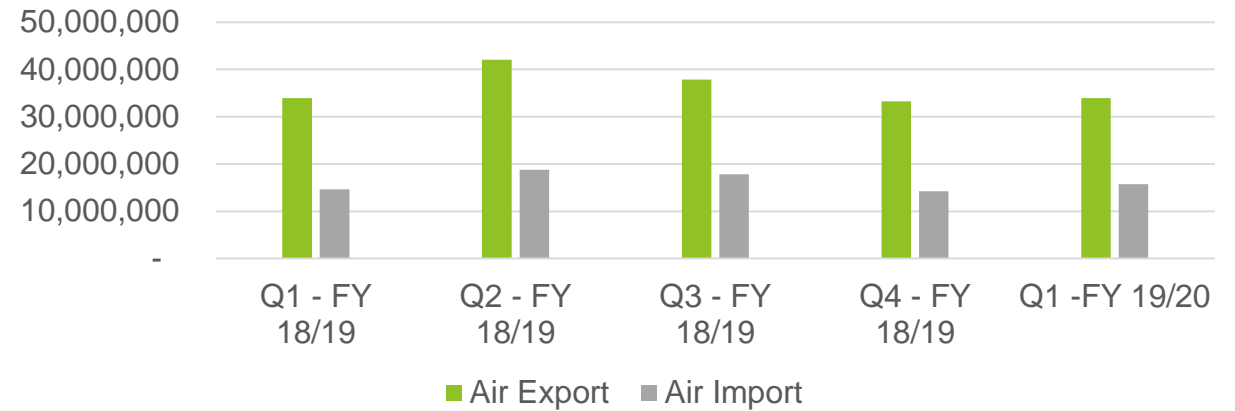
Others



Key Highlights

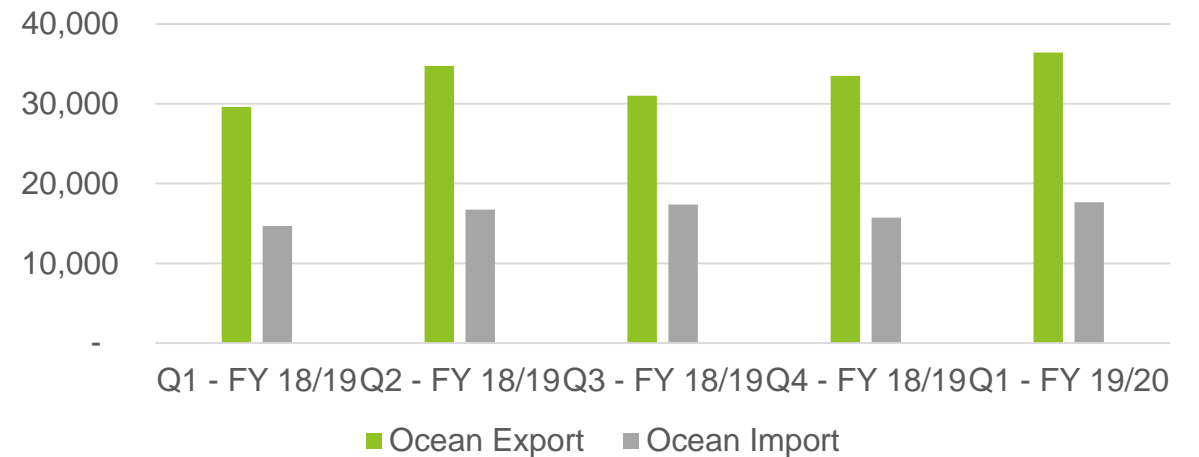
- Revenue expansion despite conservative volume growth
 - Air Freight – Volumes flat over last year
 - Ocean Freight – Continued improvement
- Margins remain stable, however Yield pressure continues
- All key trade lanes performing to expectations

LOGISTICS SECTOR – OPERATIONS

<p>Air Export 33.9 MN KG's 19/20 (Q1)</p> <p>YoY 0% (Q1)</p> 	<p>Air Import 15.7MN KG's FY 19/20 (Q1)</p> <p>YoY 7% (Q1)</p> 
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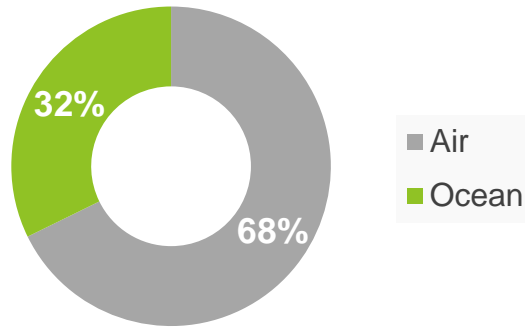


<p>Ocean Export 36.5K TEUs FY 19/20 (Q1)</p> <p>YoY 23%</p> 	<p>Ocean Import 17.6K TEUs FY 19/20 (Q1)</p> <p>YoY 20%</p> 
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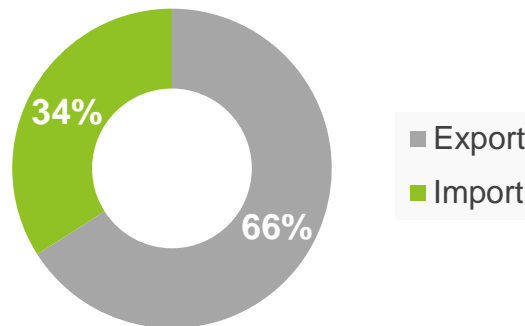
LOGISTICS SECTOR – OPERATIONS

Gross Profit



- A Soft Air Freight market witnessed during Q1
- Despite market conditions which has slowed down NAM trade lane performance, both Transpacific & ISC Markets remain stable
- Intra Asia & Europe Trade Lanes performances trending upwards

Gross Profit



-
- Ocean Volumes + 22% (overall)
 - Europe business continues to drive Ocean growth
 - Anticipated further Industry consolidation

LOGISTICS SECTOR – OUTLOOK & INITIATIVES

Outlook

Macroeconomic Complexities Changing Demands

Trade Protectionism strategies slowing down growth & increasing uncertainty Faster, efficient, Flexible service offering

Soft Air Freight Market with low volumes Increasing focus on Sustainability & Technology integrations

Initiatives

Key Priorities

Drive Growth Driven by Transpacific operations

Consolidate Sub Continent operations

Trade Lane Consolidate NAM

Expand Europe & Intra Asia

Procurement Enhance Carrier Contracts

Route Optimization

Solutions Value added Services

Increasing Logistics services

ERP Complete Implementation



LEISURE SECTOR

LOGISTICS SECTOR – YIELD MOVEMENT

Rs. MN	30-Jun-2019	30-Jun-2018	YoY %
Revenue	292	312	(7%)
Gross Profit	248	238	4%
EBIT	72	80	(10%)
PAT	42	70	(40%)
NP - Equity Holder	42	70	(40%)



Corp. Travel



Leisure



Inbound & Event Management

Key Highlights

- Corp. Travel business remains strong
 - Slow but stable start to the year
- External factors impacting Inbound & Leisure operations
- Dynamic market conditions
 - Competitive environment & Airline Revenue models impacting Margins

Focus & Initiatives

- Growing, corporate travel business
 - Enhance Market share
- Focus on Value chain
 - Increased cross selling
- Stabilize Leisure operations

INVESTMENTS SECTOR

Rs. MN	30-Jun-2019	30-Jun-2018	YoY %
Revenue	792	627	26%
Gross Profit	65	79	(17%)
EBIT	(93)	(115)	19%
PAT	(113)	(126)	11%
NP - Equity Holder	(113)	(126)	11%

Key Highlights

- Stable Export operations
 - Export Operation performance within expectations
 - Value added unit shows turnaround
- Continue divestment plans
 - Continue divestment process of non-core & passive businesses / Investments
- Optimizing Value from Corp. & IT Services



GROUP FINANCIALS

GROUP INCOME STATEMENT

Rs. MN	Q1 FY 19/20	Q1 FY 18/19	Q1 17/18	Q1 16/17
Revenue	22,865	19,861	15,864	14,954
Gross Profit	4,614	3,987	2,730	2,845
Other Income & Gains	122	52	19	8
Administration Expenses	3,946	3,258	2,174	2,238
Selling Expenses	238	303	190	207
EBIT	568	499	394	410
PAT	299	281	253	272
NP - Equity Holder	153	247	203	182

Note: Total impact of applying IFRS 16 has resulted in an impact of adjusting Rs. 28.7MN to the Profit of the company. The significant impact has been the increase of Finance Cost

GROUP BALANCE SHEET

Rs. MN	30-Jun-2019	30-Jun-2018
Total PPE	8,424	5,400
Cash & Cash	4,657	4,456
Trade Debtors	21,921	21,302
Other Receivables	2,739	2,437
Total Assets	37,740	33,596
Trade Payables & Other Payables	11,731	11,963
Short Term Borrowings	6,590	4,132
Long Term Borrowings	2,784	1,198
Other Non Current Liabilities	534	516
Shareholder Funds	16,101	15,787
Total Shareholder Funds & Liabilities	37,740	33,596

Balance Sheet Objectives

- Improving Returns
- Improving Cashflow
- Optimize gearings

Balance Sheet Review

- Impact of IFRS 16 increasing the PPE & Leases
- Working Capital growth inline with Revenue growth
- Maintained gearing despite growth in Revenue

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