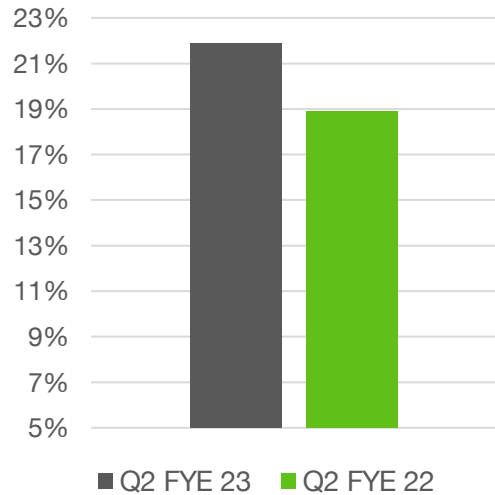




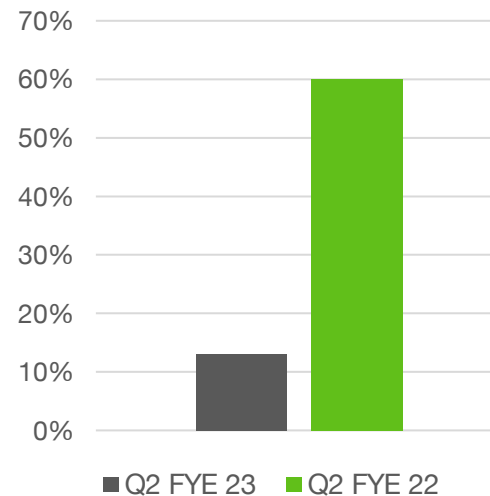
HIGHLIGHTS Q3 - FY22/23

- Consolidation continues in Q3
- Focusing on Fundamentals & Long-term view
- Develop all key markets
- TTM Returns remain high
- Improved cashflows, quality of earnings, resulting in improved gearing

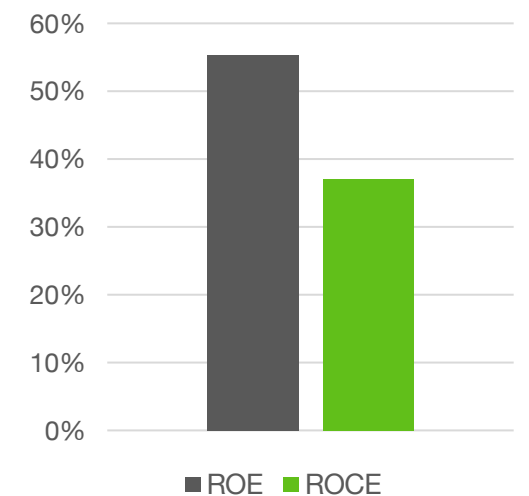
Improved Margins
with stable yields (Q3)



Improved Cashflows
-> Reduced Gearing
(Debt / Total Capital)



Continue to generate
strong returns (TTM ROE)



PERFORMANCE CONSOLIDATION

Consistent approach highlights Q3 Performance

RS. MN	Q3 (Oct-Dec-2022)	31-Dec-2022 (9 Months)	31-Dec-2021 (9 Months)	YOY (9 Months) %
Revenue	94,280	491,231	452,110	8
Gross Profit	20,639	85,952	75,819	13
EBIT	3,884	40,743	49,148	(17)
PAT	3,010	32,221	41,434	(22)

- Subdued market conditions continued in Q3. Point in time consideration
- Volume moderation with Freight rate correction resulted in revenue decline
- Yields remain stable – GP Margins @ 22%
- International revenue remains @ 95%
- Overhead on a \$ to \$ basis declined
- Logistics sector contributed 99% of 1H Revenue & 94% of 1H PAT
- Leisure sector resurgence continues
- Quality of earnings demonstrated with improved cashflow position

FOCUSING ON FUNDAMENTALS

Customers & Volumes

- Retaining Wallet Share with all key accounts
- Selective Customer acquisition
- Growing Domestic Logistics Portfolio
- Enhanced Service capabilities

Procurement Management

- Strengthening & developing Partnerships
- Flexible procurement strategies



Infrastructure, People & Technology

- Process Improvements & Visibility Platforms
- Service excellence & delivery
- Aligned & market driven E S G Framework
- Strengthened HR Resources

Optimization

- Aligned & market driven E S G Framework
- Improved Back-office Functions

LOGISTICS SECTOR - RESILIENT



Freight



Transport & Warehousing



Others

RS. MN	Q3 (Oct-Dec 2022)	31-Dec 2022 (9 Months)	31-Dec 2021 (9 Months)	YOY (9 Months) %
Revenue	92,241	484,712	448,979	8
Gross Profit	19,936	83,851	75,236	11
EBIT	3,642	38,578	49,610	(22)
PAT	2,777	30,117	41,937	(28)

- Inventory levels, Inflationary impacts & macro environment conditions soften overall market demand
- Volumes across both Air & Ocean products moderate from the pandemic lead surge
- EFL retains wallet share with all key accounts
- Correction in Rates – Yields have withstood pressure
- 3PL & Domestic logistics vertical continue to see traction

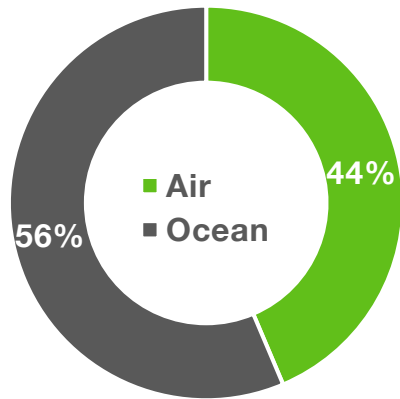
NORTH AMERICA REMAINS THE LARGEST CONTRIBUTOR



Trade Lane	Revenue Contribution
North America	82%
Europe	8%
Intra Asia	5%
Others	5%

VOLUMES MODERATE

REVENUE BY MAIN PRODUCTS (9M)



9M (YoY) REV MODERATION

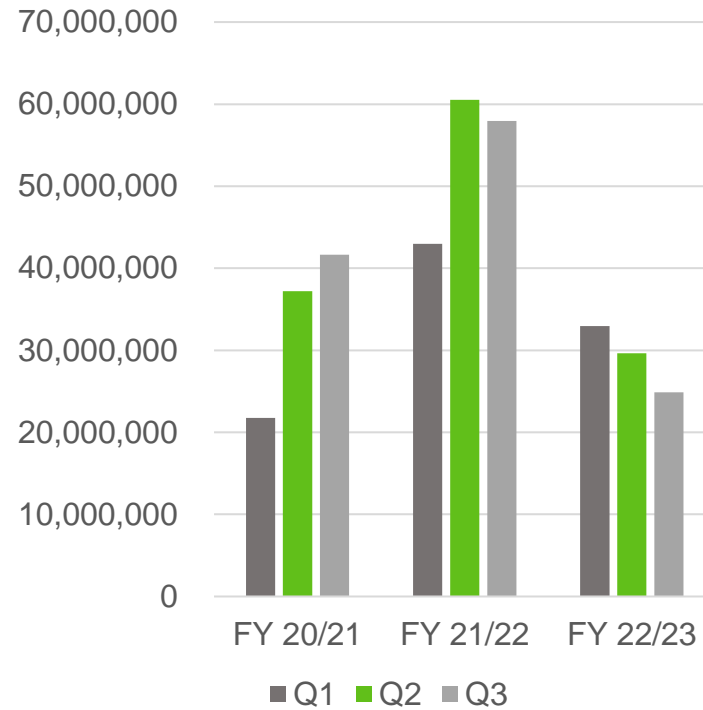


-62%



-20%

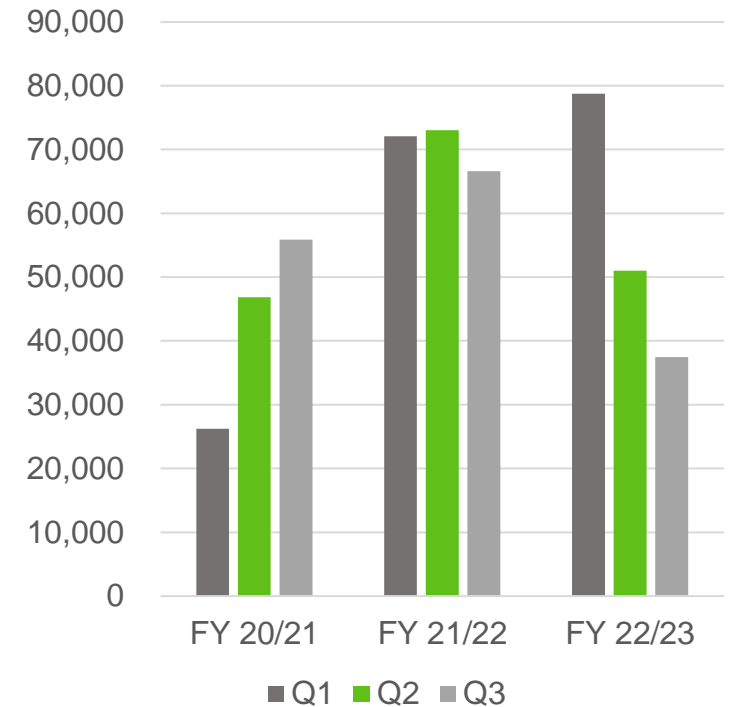
Q3 AIR VOLUMES DROP



AIR VOLUMES
87.5MN KGS
9M FYE 22/23

YoY (Q3) -57%

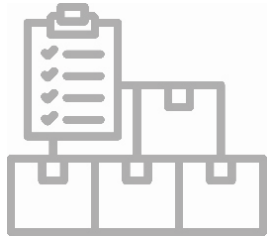
Q3 OCEAN VOLUMES MODERATE



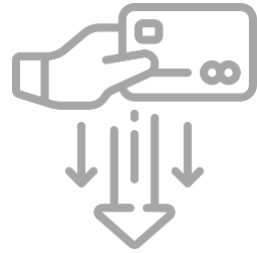
OCEAN VOLUMES
167.2K TEU'S
9M FYE 22/23

YoY (Q3) -44%

SOFT MACRO ENVIRONMENT - POINT IN TIME CONSIDERATION



High
Inventory
Levels



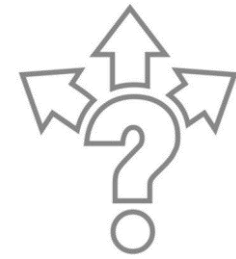
Reduction in
Consumer
spending



Demand -
Supply
Imbalances

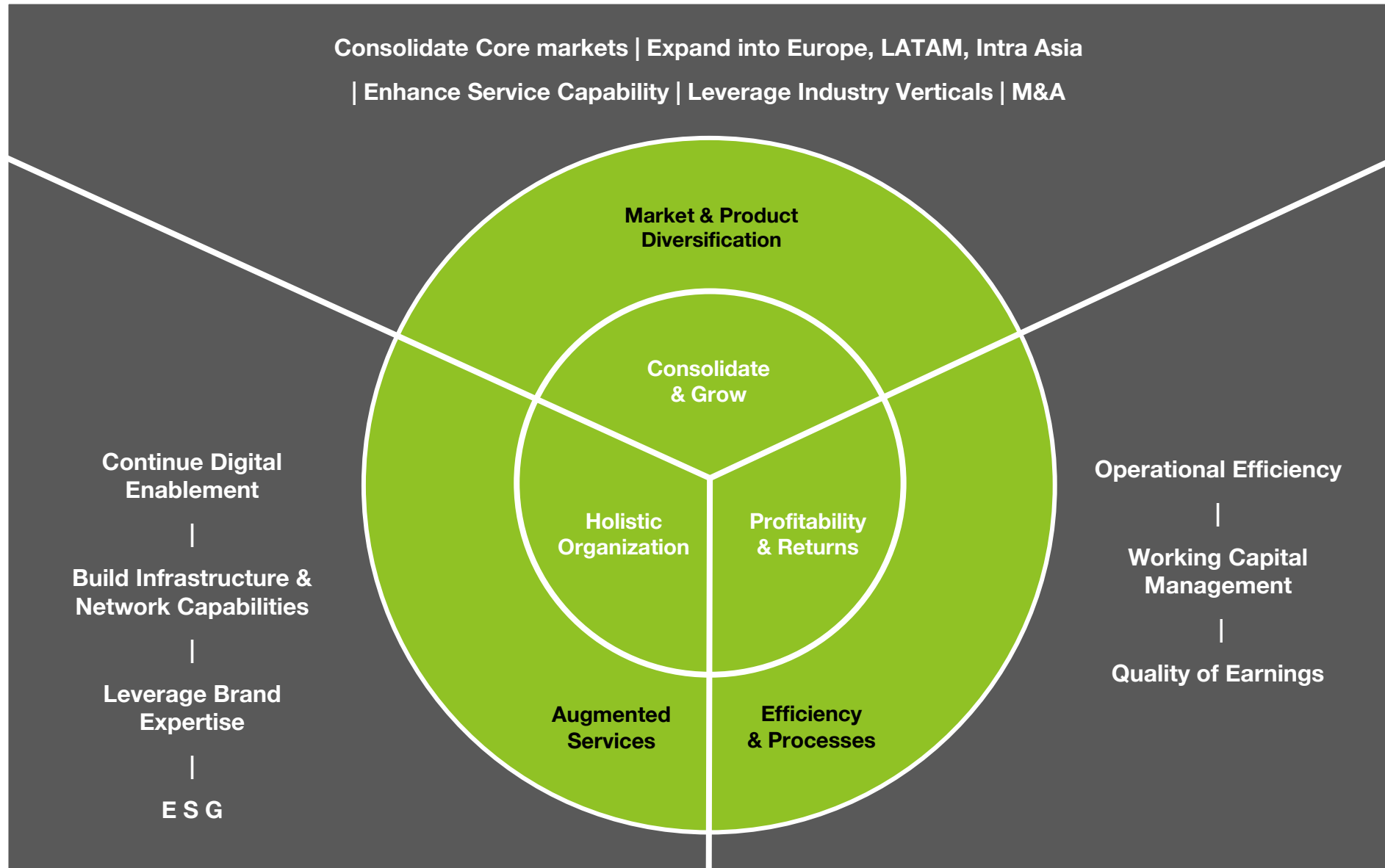


Tightening
economic
conditions &
Monetary policies



Uncertainties in
Global markets
remain

HOLISTIC CONSISTENT STRATEGY REMAINS



LEISURE SECTOR - RESURGENCE CONTINUES



Corporate Travel



Leisure



Inbound

Key Highlights

- Q3 maintains performance momentum
- Corporate Travel segment contributes the largest growth, supported by the leisure segment
- Retain Market leadership position

Focus & Initiatives

- **Outlook**
 - Market conditions Dynamic – However, business forging ahead
- **Strategy**
 - Grow current portfolio and enhance infrastructure capabilities
 - Pursue opportunities in International markets where possible
- **Focus**
 - Corporate Travel, Experiential Travel
 - Operating efficiency & lean structure

RS. MN	Q3 (Oct-Dec-2022)	31-Dec-2022 (9 Months)	31-Dec-2021 (9 Months)	YOY (9 Months) %
Revenue	726	2,263	693	248
Gross Profit	578	1,527	415	203
EBIT	282	857	16	5,256
PAT	202	679	1	1,044

INVESTMENT SECTOR - STABILIZING OPERATIONS

RS. MN	Q3 (Oct-Dec 2022)	31-Dec- 2022 (9 Months)	31-Dec- 2021 (9 Months)	YOY (9 Months) %
Revenue	1,617	4,878	2,665	84
Gross Profit	427	1,196	385	211
EBIT	-40	1,308	-478	374
PAT	42	17,671	2,284	674

Key Highlights

Export operations

- Re-alignment focusing on higher-yielding, less volatile business portfolio

Value-added operations

- Stability in performance despite market challenges

IT Operations

- Encouraging progress continues with a sustained focus on sales drive

Dividends & Forex Gains

- Sector performance includes group Dividends of > Rs. 16Bn & Forex gains

BALANCE SHEET REMAINS STRONG

RS. MN	30-Dec-2022	31-Mar 2022
Total Non-Current Assets	26,663	21,182
Cash & Cash equivalents	74,575	43,192
Trade Debtors	128,995	213,042
Other Receivables	9,487	18,938
Total Assets	239,721	296,354
Trade Payables & Other Payables	50,883	78,919
Finance & Lease Payables - Current	7,200	76,996
Finance & Lease Payables - Non-Current	17,980	15,134
Other Non-Current Liabilities	1,191	947
Equity attributable to Equity Holders	161,706	123,931
Non-Controlling Interest	755	422
Total Shareholder Funds & Liabilities	162,462	296,354

Creating shareholder value

- Returns remain strong

Quality of earnings remains strong

- Reduced Gearing
- Strengthened Capital Structure

Facilitating Future Growth

STRONG QUALITY OF EARNINGS

- Improved cash from operations
- Debt / Capital ratio -> 13%
- Expedited debt settlement
9M FYE23 - Rs. 83.4Bn
- Deriving Investor Returns
Record Dividend of Rs. 16Bn

Rs. Mn	9 Months ended 31-Dec- 2022	9 Months ended 31-Dec-2021
Net Cashflow from Operations	146,289	-46,275
Debt Settlements	83,804	2,961



EXPOLANKA HOLDINGS PLC