



CONSOLIDATING TO CREATE LONG TERM VALUE

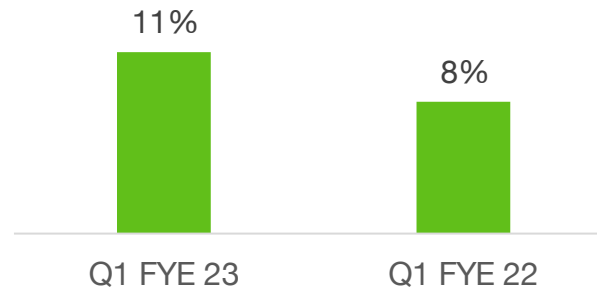
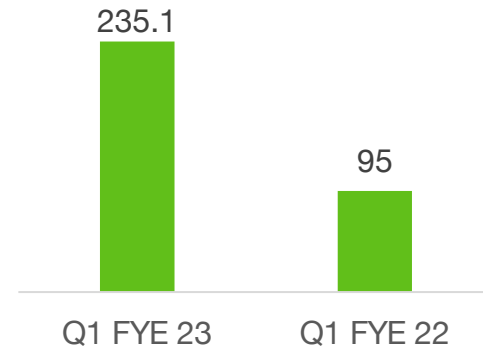
Revenue
Rs. 235.1 BN
+ 145%

Gross Profit
Rs. 36.9 BN
+ 156%

EBIT Margins
remain stable

Profit After Tax
Rs. 20.1 BN
+ 220%

Delivering
Strong Returns



TTM ROE
96%

- Momentum maintained with stable Revenue growth
Delivered \$ to \$ Revenue growth
- Logistics sector remains at the forefront of performance
99% of Rev from Logistics Sector
- Macro environment muted due to a confluence of factors
Consumer Demand and Freight Rates see a correction
- Improved Cashflow position - a result of the strong quality of earnings
Expo declares a Div. of Rs. 16.0Bn
- Margins stable highlighting operational efficiencies
EBIT conversion at 67%
- Strength of an effective \$ balance sheet
Overall Forex impact to Q1 Performance Rs.6.9Bn

CONTINUATION OF AN INTEGRATED AND HOLISTIC STRATEGY



LOGISTICS SECTOR PERFORMANCE

RESILIENCE AMIDST DYNAMIC ENVIRONMENT



Freight



Transport & Warehousing



Others

RS. MN	30-June-2022	30-June-2021	YOY %
Revenue	233,098	94,939	145
Gross Profit	36,280	14,309	154
EBIT	23,531	8,280	184
PAT	18,800	6,664	182

- Air volumes see a decline, whilst Ocean Volumes show steady growth
- Inflationary fears & Off-Peak conditions softened consumer demand
- Freight rates see a correction, however, remain above pre-pandemic levels
- Margins remain stable, a result of strong operating leverage
- North America Trade lane contribution drives overall growth
- Strong contribution from all origins, with Sri Lanka, Vietnam, and India boosting performance

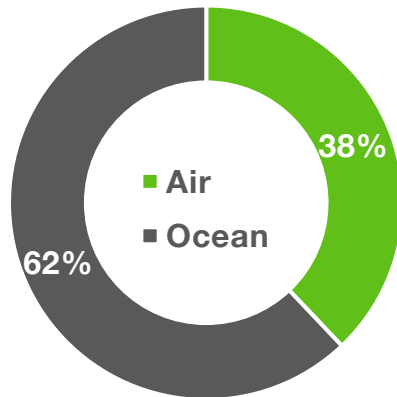
NORTH AMERICA MAINTAINS DOMINANCE WHILST WITNESSING STABLE GROWTH FROM OTHER MARKETS



Trade Lane	Revenue Contribution	Revenue Growth YoY
North America	84%	32%
Europe	9%	46%
Intra Asia	4%	32%
Others	4%	23%

ROBUST GROWTH IN OCEAN PORTFOLIO

REVENUE BY MAIN PRODUCTS (Q1)



Q1 (YoY) REV GROWTH

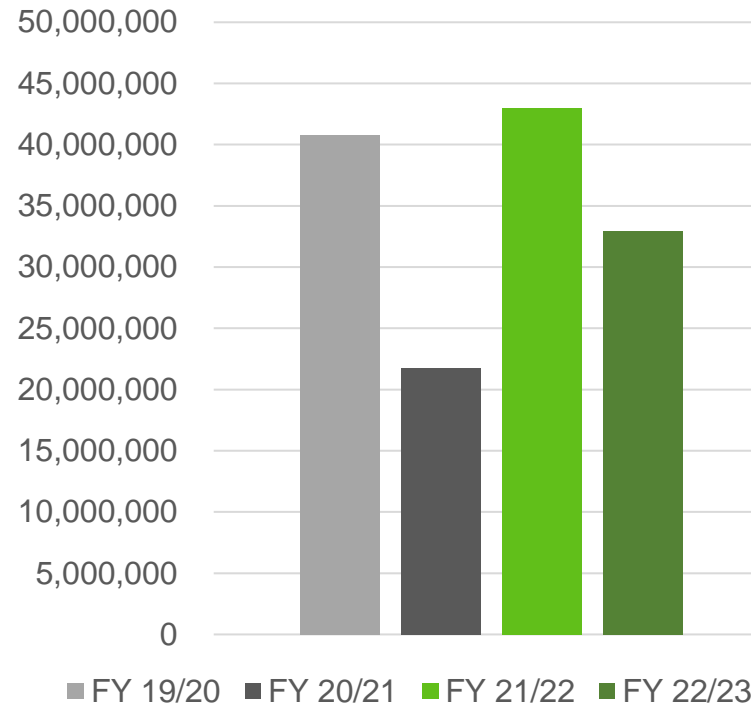


-18%



+114%

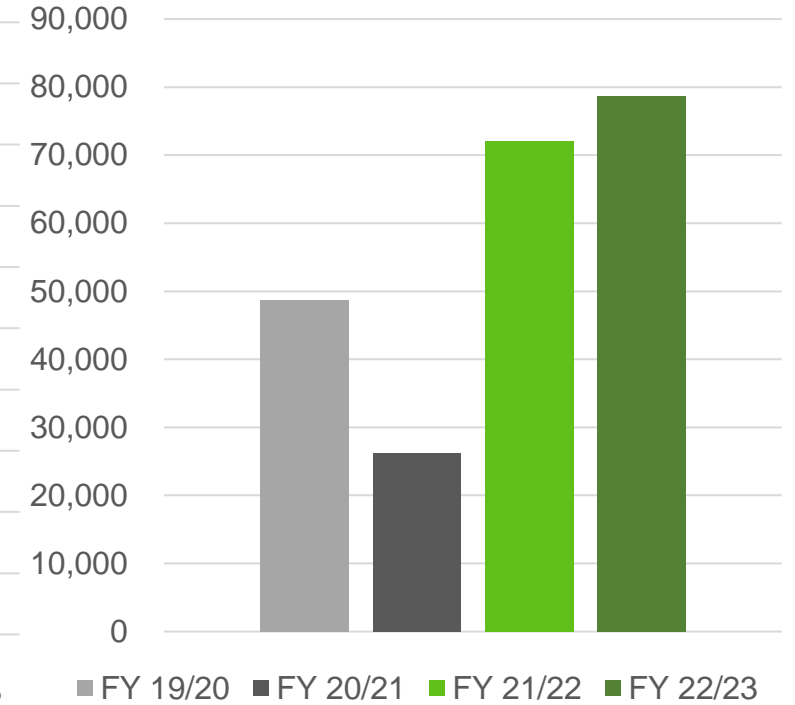
AIR VOLUMES MODERATE



AIR VOLUMES
32.9MN KGS
Q1 FYE 22/23

YoY (Q1) -23%

OCEAN VOLUMES CONTINUE GROWTH

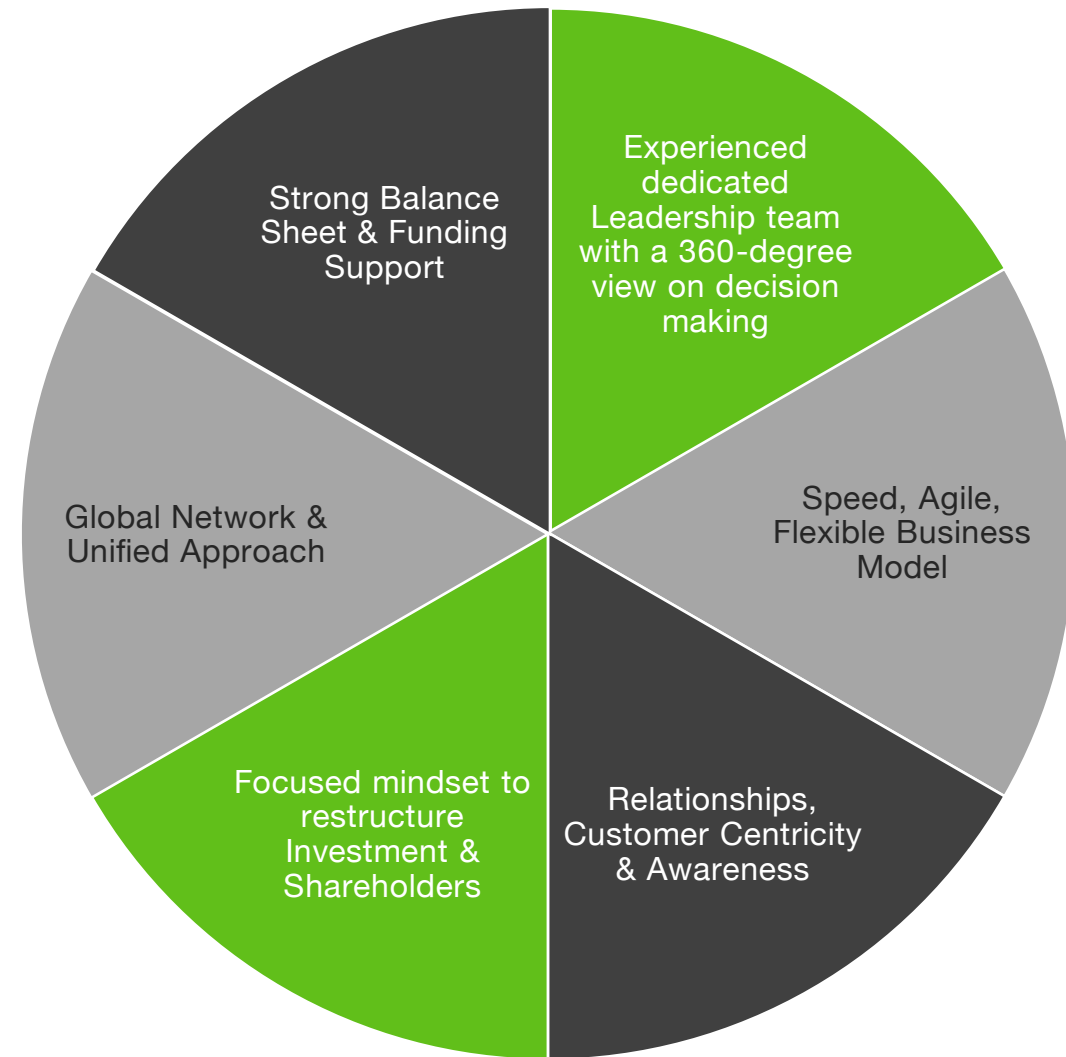


OCEAN VOLUMES
78.7K TEU'S
Q1 FYE 22/23

YoY (Q1) +9%

INTANGIBLES DRIVE COMPETITIVE ADVANTAGE

- The Intangibles that drive the EFL Business operation is at the heart of EFL's consistent success
- Whilst Infrastructure plays an important role, the Intangibles which is the EFL Brand is what sets it apart



LEISURE SECTOR - STRONG REBOUND



Corporate Travel



Leisure



Inbound

Key Highlights

- Historically best performance, despite challenging market conditions
- Restructure & Resilient approach bringing results - Lean and efficient organization
- Corporate Travel segment contributes the largest growth
- 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	30-June-2022	30-June-2021	YOY %
Revenue	726	152	379
Gross Profit	403	106	280
EBIT	92	-25	1,304
PAT	233	-36	735

INVESTMENT SECTOR - STABILIZING OPERATIONS

RS. MN	30-June- 2022	30-June- 2021	YOY %
Revenue	1,471	735	100
Gross Profit	462	134	245
EBIT	1,119	332	436
PAT	17,334	2,246	608

Key Highlights

Export operations

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

Value-added operations

- Stability in performance despite market challenges

ITX

- Encouraging progress continues with a sustained focus on sales drive

Dividends

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

AN INTEGRATED, ALIGNED ESG STRATEGY

ENVIRONMENT	SOCIAL	GOVERNANCE
Green Logistics	Implementing SDG's across the group	Established governance framework
Energy Conservation – Investments into Renewable energy	Women's Empowerment Initiative	Strong scores consecutively across J-SOX audits
Tree planting initiative at Bundala National Park	Employee engagement & Policies (GPW)	Implementing global best practices & standards
First Sri Lankan Logistics Company to commit to SBTI's		Various Committees & Structures to address key Strategic initiatives

QUALITY OF EARNINGS – FACILITATE GROWTH OBJECTIVES

- Improved cash from operations
Leverage growth
- Expedited debt settlement
(Jan-Jun) Rs 66.6Bn of Debt settled
- Deriving Investor Returns
Record Dividend of Rs. 16Bn

Rs. Mn	30-June-22	31-Mar-22	31-Dec-21	30-Sep-21
Cash from Operations	60,943	754	(46,280)	(35,687)
Debt Settlements	23,252	43,760	2,961	377

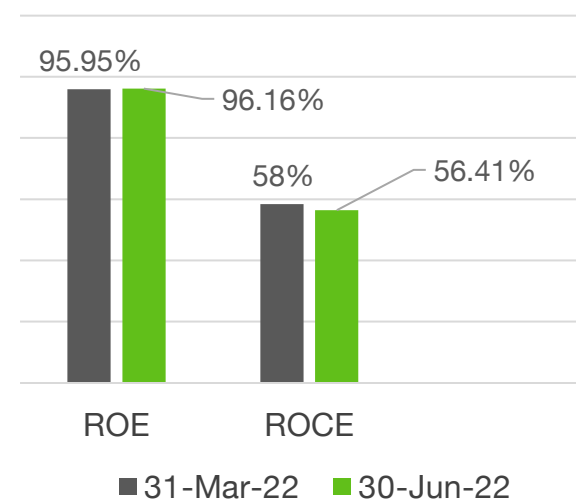
OPTIMIZING ASSET LITE MODEL TO GENERATE RETURNS

RS. MN	30-June-2022	31-Mar-2022
Total Non-Current Assets	24,396	21,182
Cash & Cash equivalents	81,151	43,192
Trade Debtors	215,014	213,042
Other Receivables	24,397	18,938
Total Assets	344,958	296,354
Trade Payables & Other Payables	109,264	78,921
Finance & Lease Payables - Current	67,245	76,996
Finance & Lease Payables - Non-Current	18,581	15,134
Other Non-Current Liabilities	1,037	948
Equity attributable to Equity Holders	148,330	123,931
Non-Controlling Interest	500	422
Total Shareholder Funds & Liabilities	344,958	296,354

Focusing on Returns & Shareholder Value
- Improving ROE & ROCE

Leveraging an Asset Lite Balance Sheet for future growth

ROE & ROCE



TOTAL ASSETS

