



RESULT UPDATE PRESENTATION – Q4 FY17

MAY 22, 2017

Forward Looking Statements

This presentation contains forward-looking statements which may be identified by their use of words like “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements.

Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements.

The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise



Consolidated Key Highlights – Q4 FY17 vs. Q4 FY16

Consolidated Profit and Loss statement of Q4 FY17 does not include the financials of Hindustan Cargo (HCL), Air Freight / Freight Forwarding and Contract Logistics (CL), as these businesses have been transferred to our new JV – ACCI; while Q4 FY16 include the same

MTO

- Volume: **126,833 TEUs**, *increase of 13%; growth from across the world*
- Total Income: **INR 11,613 Mn**, *decrease of 2%; notional currency impact and transfer of freight forwarding business to ACCI*
- EBIT: **INR 499 Mn**, *increase of 5%*

CFS

- Volume: **77,021 TEUs¹**, *increase of 15%; includes new CFS at Mundra under asset-light model*
- Total Income: **INR 986 Mn**, *decrease of 3%*
- EBIT: **INR 292 Mn**, *increase of 2%; lease rentals of CFS in Kolkata and expenses of managing CFS in Mundra in Q4FY17*

P&E

- Total Income: **INR 1,145 Mn**, *decrease of 10%; slowdown in project logistics, conscious decision to move away from lower ROCE business, sale of low yielding non-strategic assets, transfer of similar business to ACCI and non operation of assets due to repairs & maintenance*
- **EBIT: INR 61 Mn**, *decrease of 64%; above mentioned reasons and Ind AS adjustments*

Profit & Loss

- Total Income: **INR 13,628 Mn**, *decrease of 2%; transfer of similar business to ACCI, slowdown in project logistics business, sale of low yielding non strategic assets and non operation of assets due to repairs & maintenance*
- EBITDA: **INR 1,056 Mn**, *decrease of 10%; transfer of similar business to ACCI, slowdown in project logistics, sale of low yielding non-strategic assets, lease rental for CFS in Kolkata and expenses of managing new CFS in Mundra*
- PAT: **INR 572 Mn**, *decrease of 2%*

Balance Sheet

- Equity: **INR 18.1 Bn**
- Net Debt: **INR 3.2 Bn**; Net Debt to Equity: **0.18x**



Consolidated Financial Performance – Q4 FY17

Consolidated Financial Performance (INR Million)			
Particulars	For the Quarter		
	Q4 FY17	Q4 FY16	Y-o-Y
Income from Operations	13,608	13,856	(2%)
Other Operating Income	20	44	(55%)
Total Income	13,628	13,900	(2%)
Operating Expenses	9,194	9,145	1%
Gross Profit	4,434	4,755	(7%)
<i>Margin</i>	32.5%	34.2%	
Staff Cost	2,254	2,339	(4%)
Other Expenses	1,085	1,201	(10%)
Prov. For Doubtful Debts	39	46	(14%)
EBITDA	1,056	1,170	(10%)
<i>Margin</i>	7.7%	8.4%	
Depreciation	385	461	(16%)
Other Income	149	85	76%
EBIT	819	793	3%
Interest	96	94	2%
PBT	724	699	4%
Tax	131	98	33%
PAT after MI and Associates	572	586	(2%)
<i>EPS (INR)</i>	2.3	2.3	(0%)



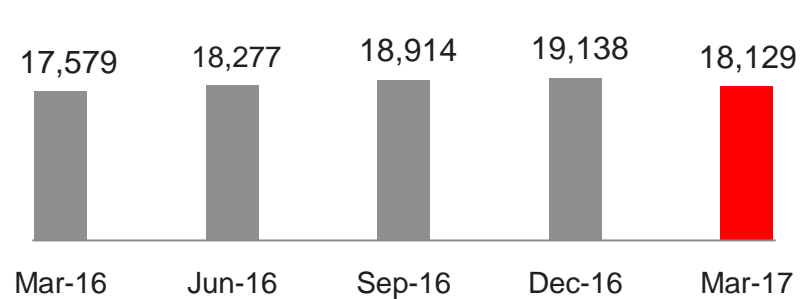
Consolidated Financial Performance – FY17

Consolidated Financial Performance (INR Million)			
Particulars	For the Year		
	FY17	FY16	Y-o-Y
Income from Operations	55,681	56,281	(1%)
Other Operating Income	152	125	22%
Total Income	55,834	56,405	(1%)
Operating Expenses	37,778	37,935	(0%)
Gross Profit	18,056	18,470	(2%)
<i>Margin</i>	32.3%	32.7%	
Staff Cost	9,419	9,185	3%
Other Expenses	3,859	4,115	(6%)
Prov. For Doubtful Debts	128	132	(3%)
EBITDA	4,649	5,039	(8%)
<i>Margin</i>	8.3%	8.9%	
Depreciation	1,662	2,006	(17%)
Other Income	453	280	62%
EBIT	3,441	3,312	4%
Interest	324	408	(21%)
PBT	3,116	2,905	7%
Tax	776	498	56%
PAT after MI and Associates	2,318	2,399	(3%)
<i>EPS (INR)</i>	9.2	9.5	(3%)

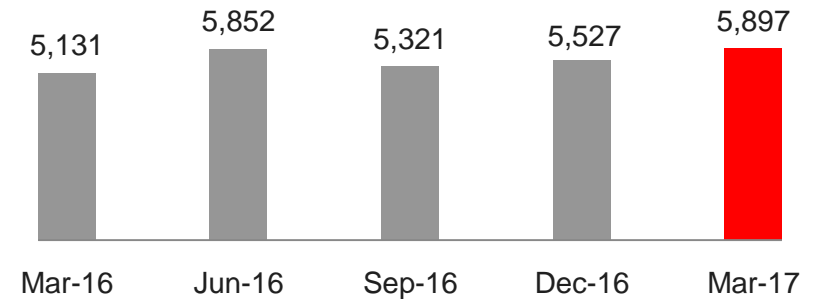


Consolidated Balance Sheet - as on March 31, 2017

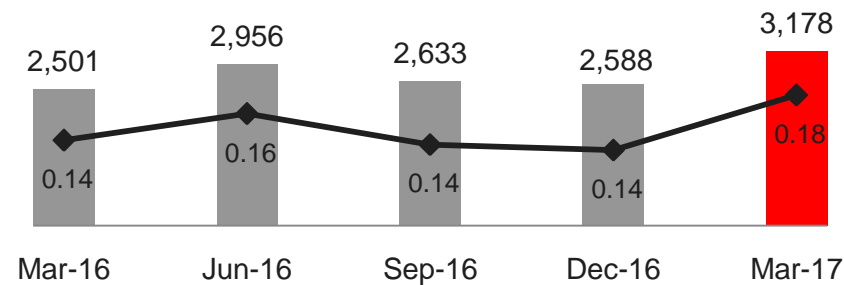
Equity (INR Mn)



Total Debt (INR Mn)

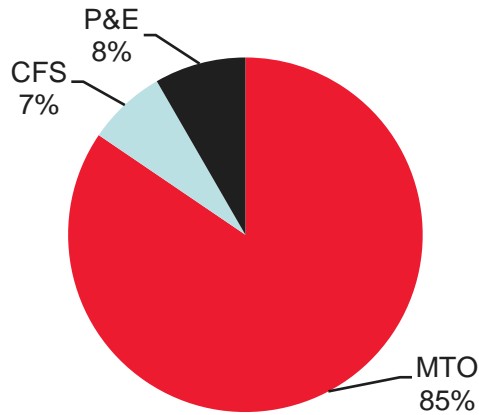


Net Debt (INR Mn) and Net Debt to Equity

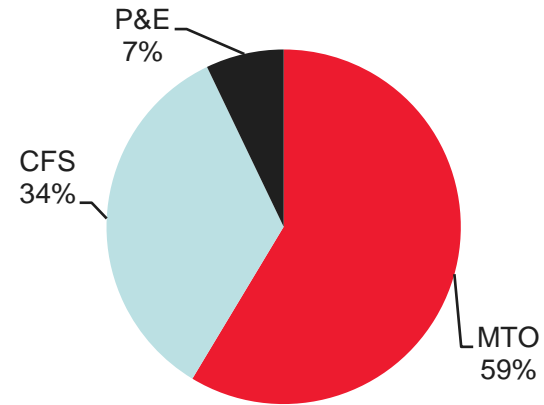


Segment Breakup – Q4 FY17⁵

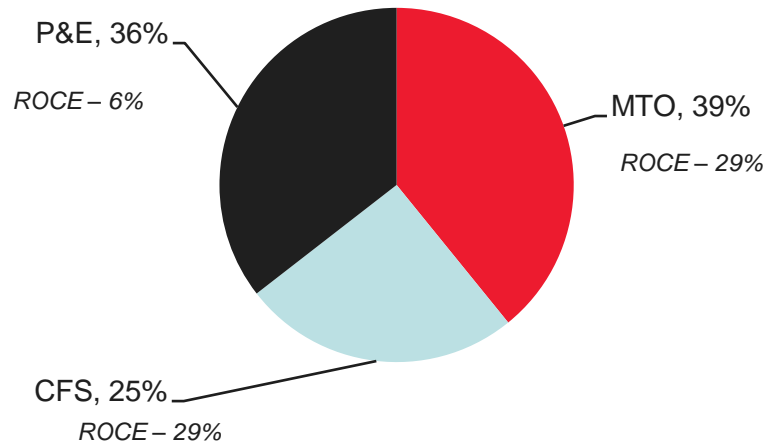
Revenue¹ - INR 13,628 Mn



EBIT² - INR 819 Mn



Capital Employed^{3,4} - INR 23,305 Mn ROCE – 15%

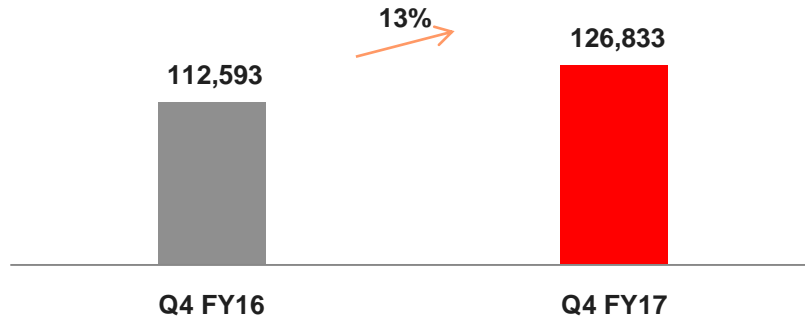


¹ Breakup before inter-segment eliminations, ² Breakup before unallocable expenditure & income, ³ As on 31st March, 2017, breakup excluding unallocable and others, ⁴ Capital Employed = Segment Assets – Segment Liabilities; ROCE calculated as Annual EBIT / Capital Employed as of 31st March, 2017, ⁵ Breakup in graphs is only for business segments

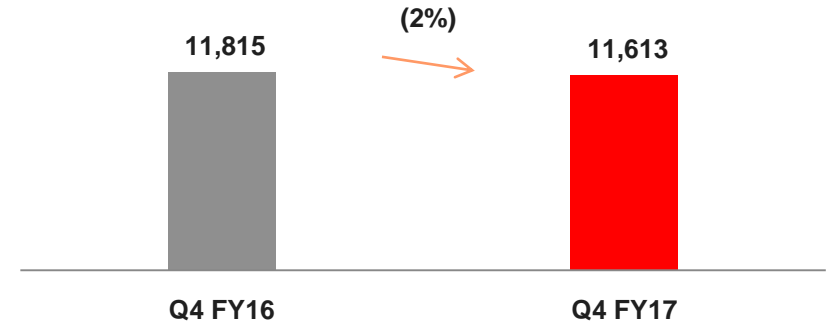


Multimodal Transport Operations

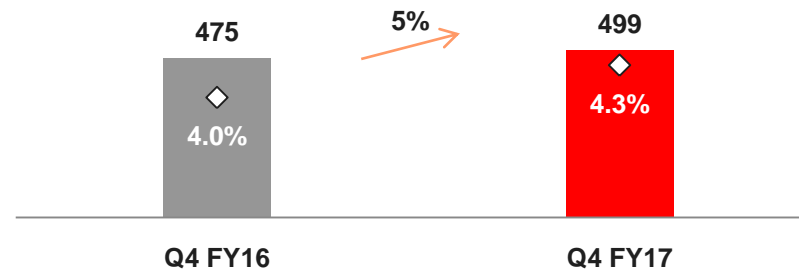
Volume (TEUs)



Revenue (INR Mn)



EBIT & Margin (INR Mn)

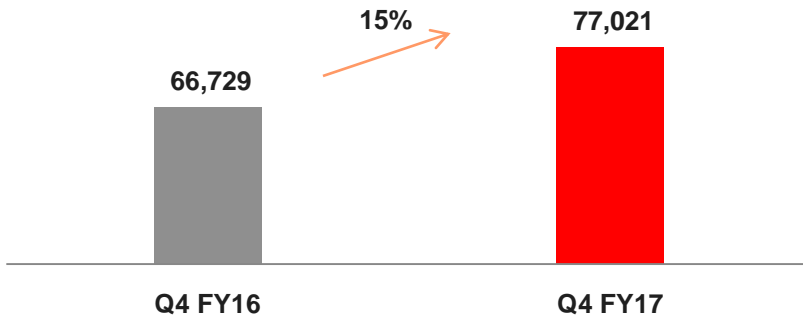


- Volume growth driven by across the world
- 2% Decline in revenue mainly on account o notional currency impact and transfer of freight forwarding business to ACCI
- 5% Increase in EBIT led by volume growth

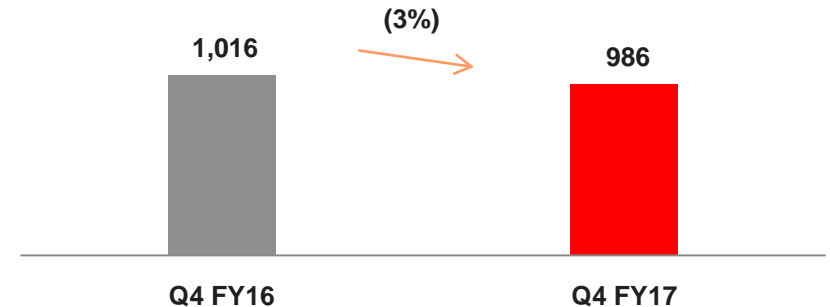


Container Freight Stations and Inland Container Depots

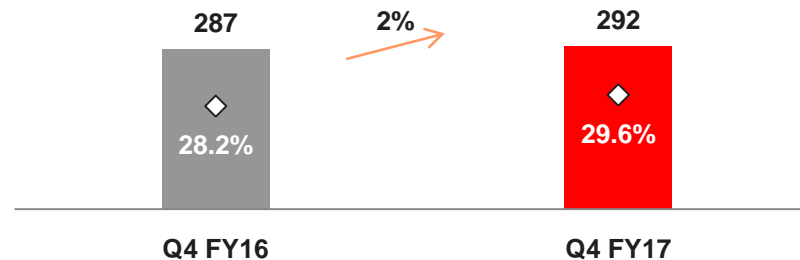
Volume (TEUs)¹



Revenue (INR Mn)



EBIT & Margin (INR Mn)

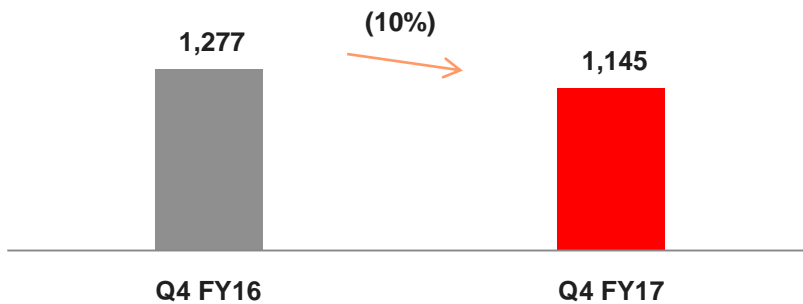


- Volume growth at 15%, driven by CFSs at Chennai and Mundra
- 3% decline in revenue mainly on account of lower dwell time and net revenue considered for new CFS at Mundra
- EBIT maintained despite lease rentals of CFS at Kolkata and expenses of managing new CFS at Mundra

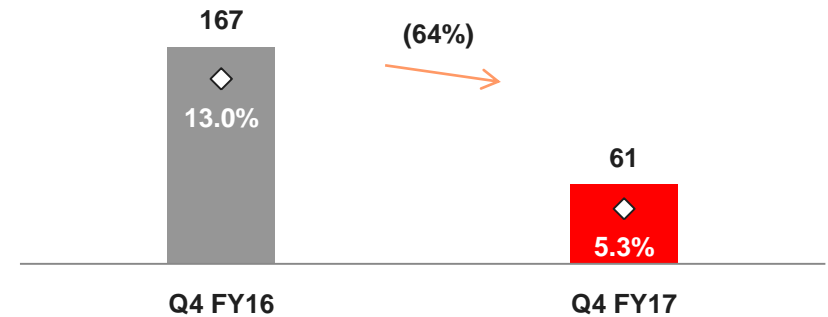


Project and Engineering Solutions

Revenue (INR Mn)



EBIT (INR Mn)



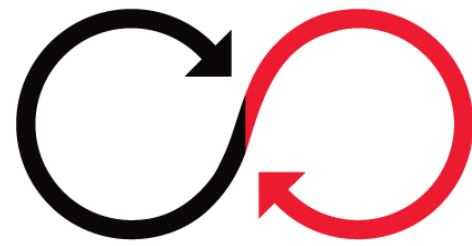
- 10% decline in revenue mainly on account of conscious decision to move away from lower ROCE business, sale of low yielding and non-strategic assets, slowdown in project logistics business, transfer of similar business from P&E to ACCI and non operation of assets due to repairs & maintenance
- 64% decline in EBIT on account of above reasons and Ind AS adjustments



Awards and Achievements

- Avvashya CCI won the “Innovation in Warehousing” award at the 6th Annual Manufacturing Supply Chain Summit
- Allcargo Logistics Limited has been conferred the 'Best logistics service provider import and export' by Vedanta Limited
- ECU Worldwide has been chosen as the “2017 Firm of the Year” by Florida Customs Brokers and Forwarders Association Board of Directors
- Best Risk Management Practice' in the category of Supply Chain (Logistics) at the 3rd India Risk Management Awards 2017
- Allcargo has been awarded as “LCL Consolidator of the year (Import)” at the Gujarat Junction 2017 - Cargo and Logistics Awards





Thank You!