



RESULT UPDATE PRESENTATION – Q1 FY17

AUGUST 22, 2016

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 – Q1 FY17 vs. Q1 FY16

MTO

- Volume: **120,971 TEUs**, *Increase of 7%; growth from China, South East Asia and parts of Europe*
- Total Income: **INR 11,793 Mn**, *decrease of 5%; due to lowering freight rates*
- EBIT: **INR 568 Mn**, *increase of 22%; volume growth & reduction in depreciation as per Ind AS*

CFS

- Volume: **75,118 TEUs¹**, *Increase of 4%; despite de-growing EXIM trade volumes*
- Total Income: **INR 1,096 Mn**, *Increase of 6%*
- EBIT: **INR 306 Mn**, *decrease of 2%; after accounting for pre-operation expenses of under construction Kolkata CFS as per Ind AS*

P&E

- Total Income: **INR 1,322 Mn**, *Decrease of 6%; dry docking of one vessel & no charter income, moving away from lower margin business & sale of aged assets*
- EBIT: **INR 180 Mn**, *Decrease of 22%; additional depreciation due to two ships purchased in July, 2015*

Profit & Loss

- Total Income: **INR 13,989 Mn**; *Decrease of 5%, due to lower freight rates and exit from lower margin business, no chartering income in P&E division*
- Gross Profit : **INR 4,715 Mn**; *Increase of 5%; volume growth & operating efficiency*
- EBITDA: **INR 1,332 Mn**; *Decrease of 3%; booking of expenses of Kolkata CFS (under construction) in line with new Ind AS*
- PAT: **INR 610 Mn**, *Decrease of 8%; Deferred tax & MAT credit reversal in Q1 FY16*

¹ Volume for 4 CFS facilities only in line with reported segment financials



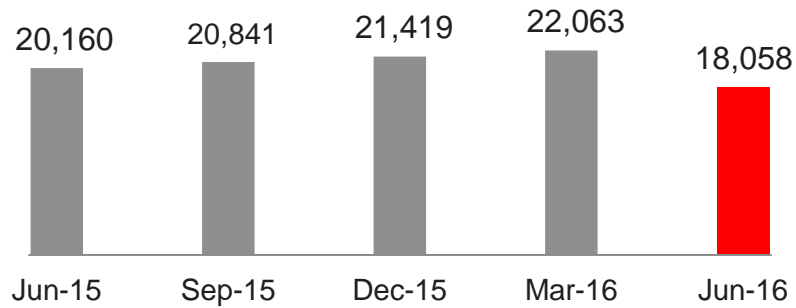
Consolidated Financial Performance – Q1 FY17

Consolidated Financial Performance (INR Million)			
Particulars	For the Quarter		
	Q1 FY17	Q1 FY16	Y-o-Y
Income from Operations	13,937	14,630	(5%)
Other Operating Income	52	23	128%
Total Income	13,989	14,652	(5%)
Operating Expenses	9,274	10,148	(9%)
Gross Profit	4,715	4,504	5%
<i>Margin</i>	33.7%	30.7%	
Staff Cost	2,417	2,239	8%
Other Expenses	949	876	8%
Prov. For Doubtful Debts	16	12	35%
EBITDA	1,332	1,377	(3%)
<i>Margin</i>	9.5%	9.4%	
Depreciation	436	492	(12%)
Other Income	59	50	19%
EBIT	955	935	2%
Interest	75	99	(24%)
PBT	880	835	5%
Tax	256	167	53%
PAT after MI and Associates	610	665	(8%)
<i>EPS (INR)</i>	2.4	2.6	(8%)

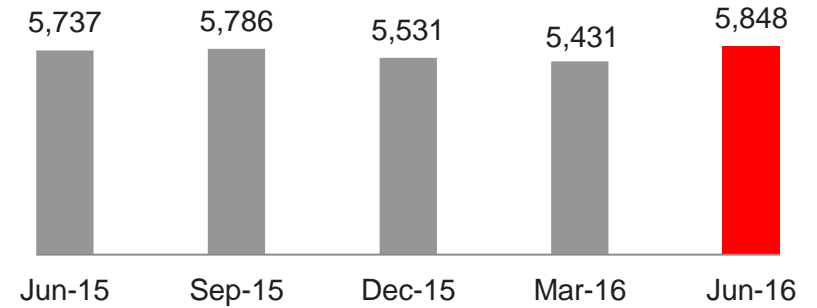


Consolidated Balance Sheet - as on Jun 30, 2016

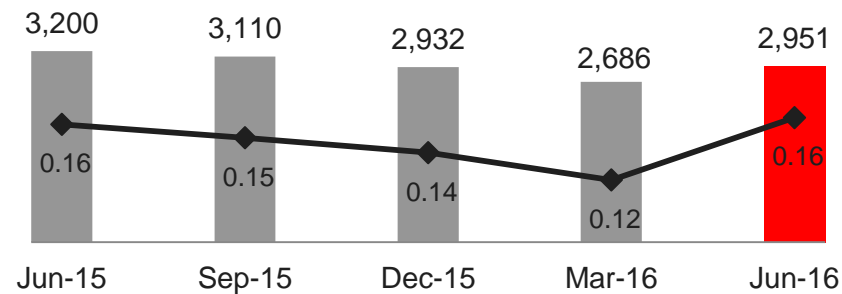
Networth (INR Mn)¹



Total Debt (INR Mn)¹



Net Debt (INR Mn) and Net Debt to Equity¹

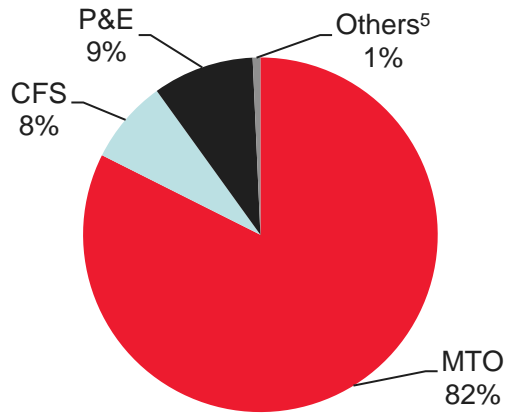


¹ Numbers for Jun-16 are as per Ind AS; Previous numbers as per old I-GAAP

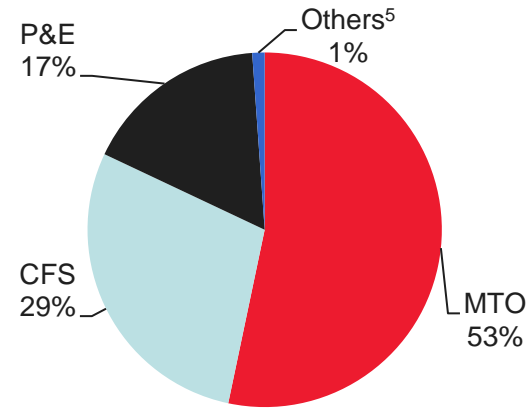


Segment Breakup - Q1 FY17

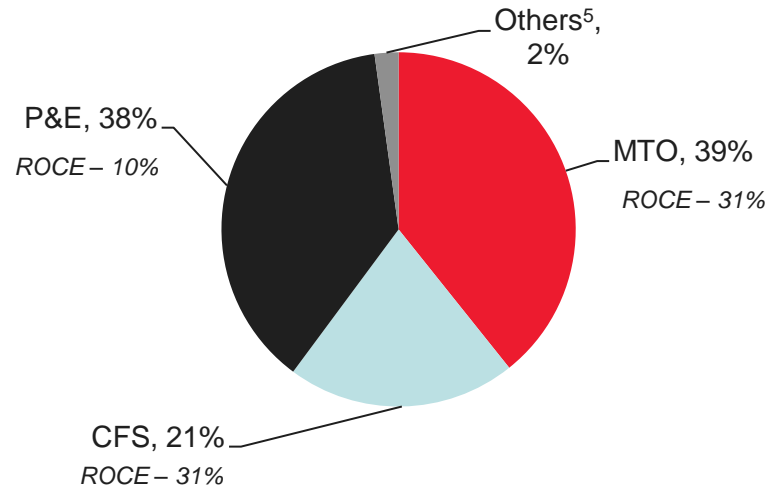
Revenue¹ - INR 13,989 Mn



EBIT² - INR 955 Mn



Capital Employed^{3,4} - INR 24,717 Mn ROCE - 15%

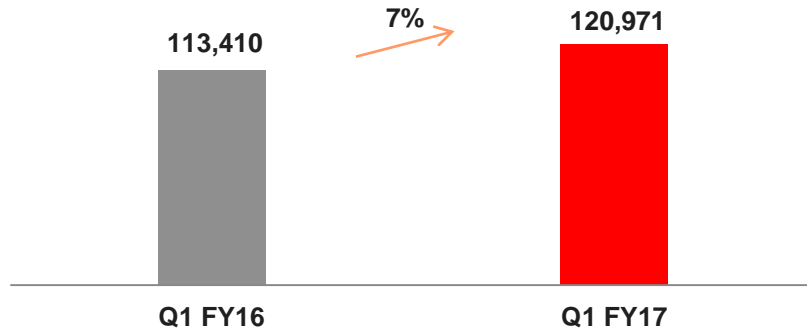


¹ Breakup before inter-segment eliminations, ² Breakup before unallocable expenditure & income, ³ As on 30th June, 2016, breakup excluding unallocable corporate assets and corporate liabilities, ⁴ Capital Employed = Segment Assets - Segment Liabilities; ROCE calculated as EBIT / Capital Employed as of 30th June, 2016, ⁵ Includes mainly Contract Logistics and Corporate

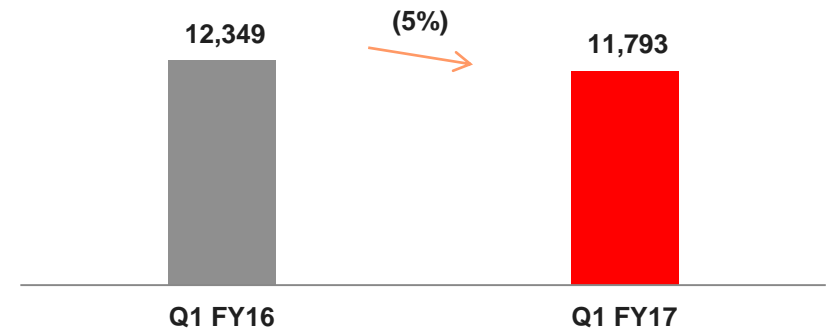


Multimodal Transport Operations

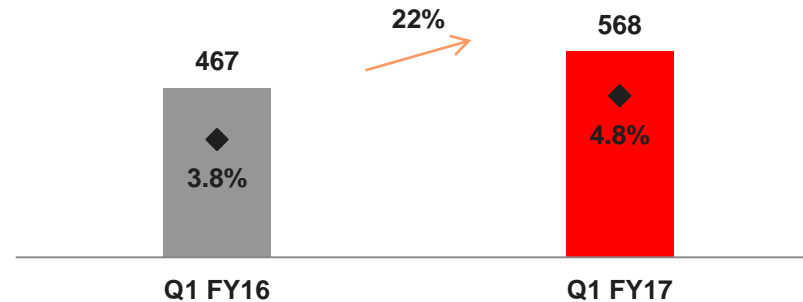
Volume (TEUs)



Revenue (INR Mn)



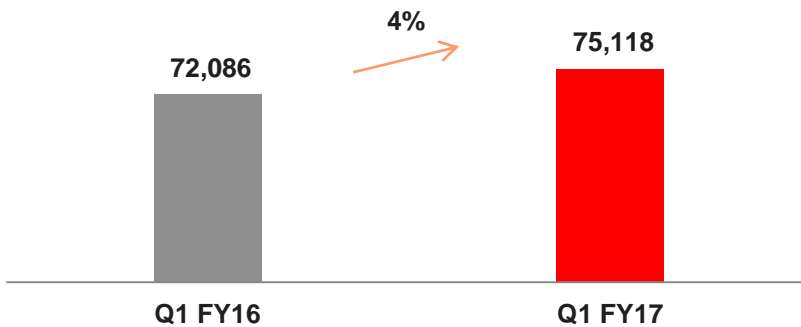
EBIT & Margin (INR Mn)



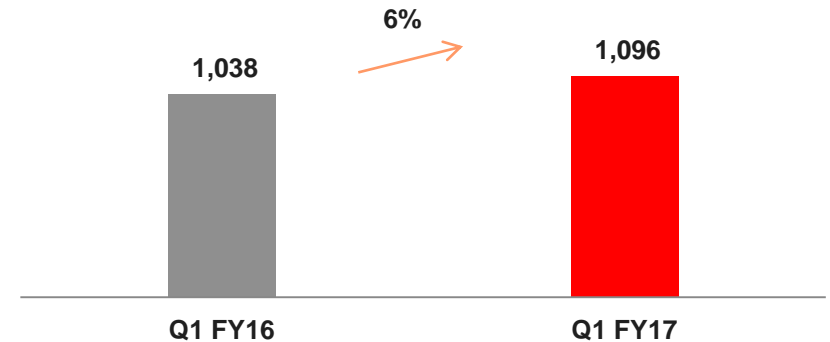
- Growth in volume despite declining freight rates and muted global trade
- Q1 Revenue decrease of 5% Y-o-Y; mainly on account of lowering freight rates
- Q1 EBIT increase of 22% Y-o-Y; mainly on volume growth and impact of depreciation as per Ind AS

Container Freight Stations and Inland Container Depots

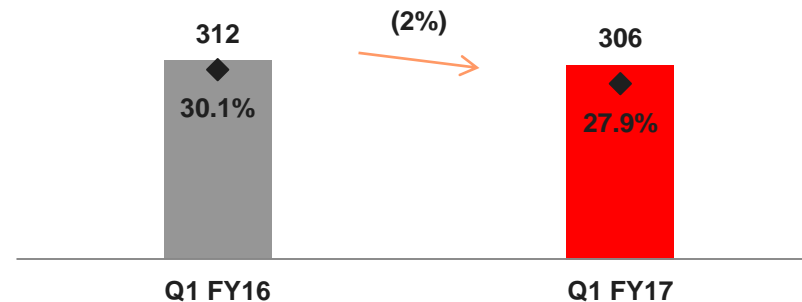
Volume (TEUs)¹



Revenue (INR Mn)



EBIT & Margin (INR Mn)



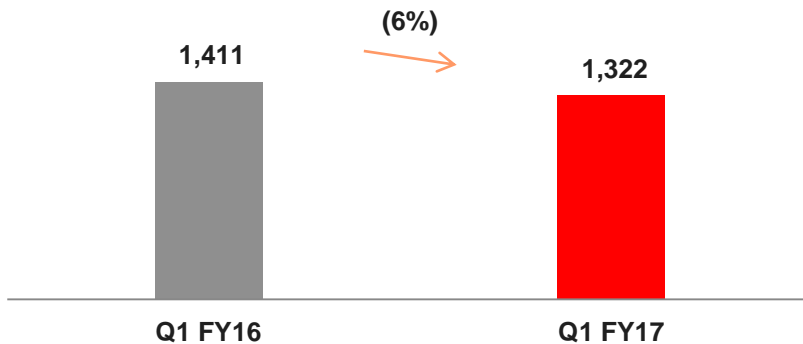
- Growth in volume despite declining EXIM trade volume, led by JNPT and Mundra
- Q1 Revenue increase of 6% Y-o-Y; on account of volume growth
- Q1 EBIT decrease of 2% Y-o-Y; on account of booking expenses of Kolkata CFS (under construction) as per new Ind AS guidelines

¹ Volume for 4 CFS facilities only in line with reported segment financials

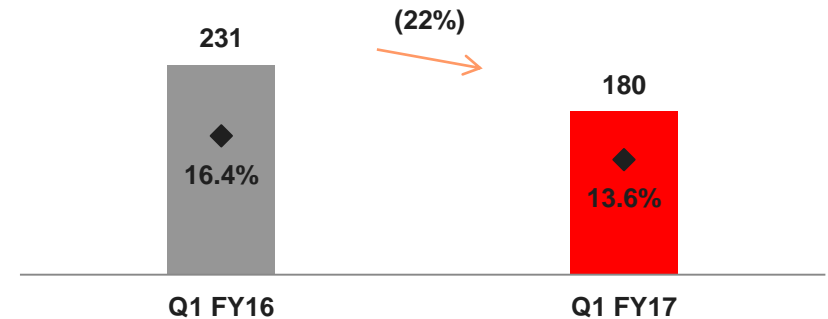


Project and Engineering Solutions

Revenue (INR Mn)



EBIT & Margin (INR Mn)



- Q1 Revenue decrease of 6% Y-o-Y; due to dry docking of one vessel & no charter income, moving away from lower margin business & sale of aged assets
- EBIT: INR 180 Mn, Decrease of 22%; account of additional depreciation due to two ships purchased in July, 2015



Strengthening Management Team

Adarsh Hedge elevated to new role as Joint Managing Director

- Has been with Group since its inception in 1993 and played pivotal role in Allcargo's growth story. Been instrumental in generating exponential growth opportunities in CFS and other businesses, both in India and internationally
- In new role – now will oversee CFS-ICD Business, Project Forwarding & Engineering Solutions, E-Commerce Logistics, Coastal Shipping and Contract Logistics - responsible for crafting business strategy, developing strong leadership teams and supporting initiatives to accelerate profitable growth. And will continue to play key role in overall group governance and business development

Amol Patel, Chief Digital Officer

- Over two decades of rich and varied experience in digital innovation space. Prior to joining Allcargo, he was associated with PayPal Inc. as Head – Mobile, Global Strategy and Growth, based in California, USA. Also worked with various US based companies such as ADC Technologies, Intel Corporation, International Meta Systems, Cirrus Logic and Sun Microsystems, and been Founder, CEO and Board Director at Convergelabs Corporation
- BS (Honors) in Electrical Engineering & Computer Science from the University of California, Berkeley, USA, an MS in Electrical & Computer Engineering from Stanford University, USA and an MBA in Marketing & Finance from the Kellogg School of Management, Northwestern University USA
- Instrumental in charting out roadmap to build tremendous IT capabilities by leveraging and partaking in on-going digital revolution and establishing and managing portfolio of potential digital opportunities for each of the Business Units

Naresh Sharma, Managing Director – Avvashya CCI

- Has over three decades of rich experience in Supply Chain Management, logistics infrastructure development and general management in operations. He was Director in CCI Logistics for over 10 years
- Instrumental in setting up logistics infrastructure across India totally to 4 Million sqf for CCI and has expertise in initiating any project, networking and designing tailor made solutions
- Will be responsible for driving growth of contract logistics business & freight forwarding business and look at opportunities to diversify into different sectors



Awards and Achievements

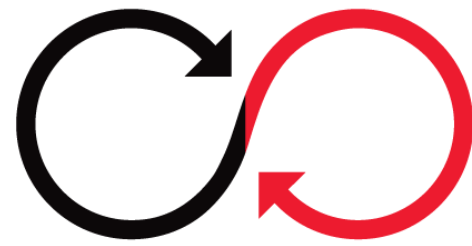


- Mr. Shashi Kiran Shetty, Chairman, awarded 'The Indian Maritime Businessman of the year' at Gateway Awards 2016
 - Company awarded 'Container Freight Station of the Year' award

- Contract logistics division, Avvashya CCI honored at Dow S4tar Awards for " Best Warehousing Service Provider - DOW S4TAR Award 2015"
 - DOW S4tar Awards - an initiative by Dow Chemicals to honor their best service providers each year through a survey, on several parameters



- Coastal shipping division awarded 'Coastal Bulk Vessel Operator of the Year' at India Seatrade Awards 2016
 - Mr. Shashi Kiran Shetty, was awarded 'Businessman of the Year Award'



Thank You!