



## RESULT UPDATE PRESENTATION – Q3 FY17

*FEBRUARY 13, 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 – Q3 FY17 vs. Q3 FY16

*Consolidated Profit and Loss statement of Q3 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 Q3 FY16 include the same*

## MTO

- Volume: 132,806 TEUs, *increase of 14%; growth from India, China, UK, Australia and South East Asia*
- Total Income: **INR 12,059 Mn**, *increase of 11%*
- EBIT: **INR 424 Mn**

## CFS

- Volume: 75,787 TEUs<sup>1</sup>, *increase of 14%; includes new CFS at Mundra under asset-light model*
- Total Income: **INR 1,113 Mn**, *increase of 1%*;
- EBIT: **INR 317 Mn**, *decrease of 17%; rentals booked for the CFS in Kolkata as per Ind AS and expenses of managing CFS in Mundra in Q3FY17*

## P&E

- Total Income: **INR 1,113 Mn**, *decrease of 21%; slowdown in project logistics, conscious decision to move away from lower ROCE business, sale of aged assets (sold one vessel), transfer of similar business to ACCI and one vessel under repairs for over 2 months*
- **EBIT: INR 45 Mn**, *decrease of 34%, above mentioned reasons*

## Profit & Loss

- Total Income: **INR 14,114 Mn**, *increase of 6%, volume growth in MTO and CFS*
- EBITDA: **INR 993 Mn**, *decrease of 13%; conscious decision to move away from lower ROCE business, sale of aged assets (sold one vessel), slowdown in project logistics business, transfer of HCL and CL business to ACCI, rentals booked for the CFS in Kolkata and expenses of managing CFS in Mundra in Q3FY17*
- PAT: **INR 492 Mn**, *decrease of 10%; impact of deferred tax on account of new Ind AS guidelines*

## Balance Sheet

- Networth: **INR 18.9 Bn**
- Net Debt: **INR 2.6 Bn**; Net Debt to Equity: **0.14x**

<sup>1</sup> Volume for 5 CFS facilities only in line with reported segment financials



# Consolidated Financial Performance – Q3 FY17

Consolidated Financial Performance (INR Million)			
Particulars	For the Quarter		
	Q3 FY17	Q3 FY16	Y-o-Y
Income from Operations	14,052	13,261	6%
Other Operating Income	63	30	112%
<b>Total Income</b>	<b>14,114</b>	<b>13,290</b>	<b>6%</b>
Operating Expenses	9,725	8,670	12%
<b>Gross Profit</b>	<b>4,390</b>	<b>4,621</b>	<b>(5%)</b>
<i>Margin</i>	31.1%	34.8%	
Staff Cost	2,396	2,302	4%
Other Expenses	938	1,121	(16%)
Prov. For Doubtful Debts	62	59	6%
<b>EBITDA</b>	<b>993</b>	<b>1,139</b>	<b>(13%)</b>
<i>Margin</i>	7.0%	8.6%	
Depreciation	407	497	(18%)
Other Income	183	103	77%
<b>EBIT</b>	<b>769</b>	<b>745</b>	<b>3%</b>
Interest	78	112	(31%)
<b>PBT</b>	<b>691</b>	<b>633</b>	<b>9%</b>
Tax	211	102	107%
<b>PAT after MI and Associates</b>	<b>492</b>	<b>544</b>	<b>(10%)</b>
<i>EPS (INR)</i>	2.0	2.2	(10%)



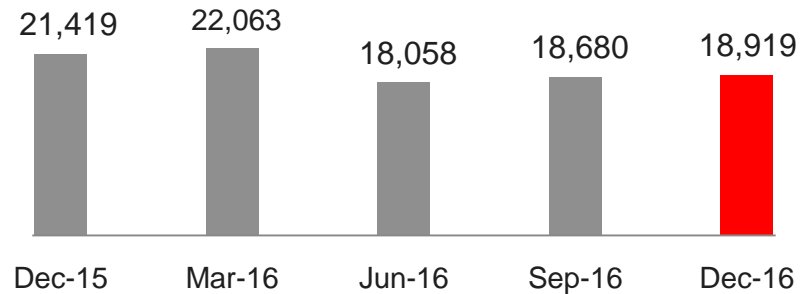
# Consolidated Financial Performance – 9M FY17

Consolidated Financial Performance (INR Million)			
Particulars	For Nine Months		
	9M FY17	9M FY16	Y-o-Y
Income from Operations	42,073	42,425	(1%)
Other Operating Income	132	80	65%
<b>Total Income</b>	<b>42,205</b>	<b>42,505</b>	<b>(1%)</b>
Operating Expenses	28,584	28,791	(1%)
<b>Gross Profit</b>	<b>13,622</b>	<b>13,715</b>	<b>(1%)</b>
<i>Margin</i>	32.3%	32.3%	
Staff Cost	7,166	6,846	5%
Other Expenses	2,774	2,913	(5%)
Prov. For Doubtful Debts	89	86	3%
<b>EBITDA</b>	<b>3,594</b>	<b>3,869</b>	<b>(7%)</b>
<i>Margin</i>	8.5%	9.1%	
Depreciation	1,276	1,545	(17%)
Other Income	304	195	56%
<b>EBIT</b>	<b>2,621</b>	<b>2,519</b>	<b>4%</b>
Interest	229	314	(27%)
<b>PBT</b>	<b>2,393</b>	<b>2,205</b>	<b>8%</b>
Tax	645	400	61%
<b>PAT after MI and Associates</b>	<b>1,746</b>	<b>1,812</b>	<b>(4%)</b>
<i>EPS (INR)</i>	6.9	7.2	(4%)

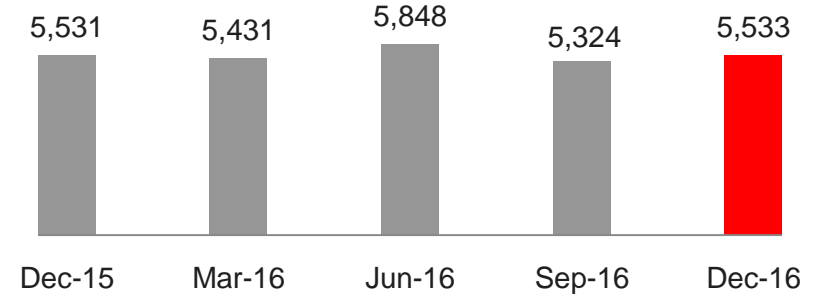


# Consolidated Balance Sheet - as on December 31, 2016

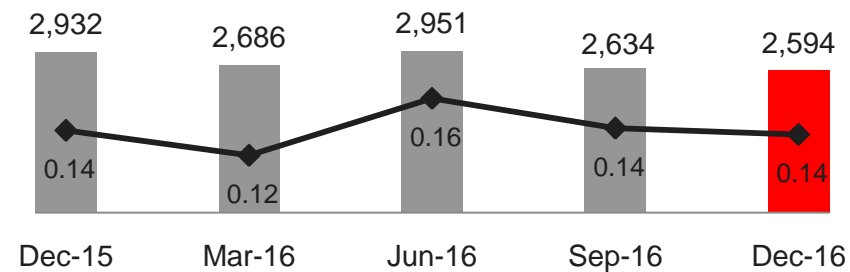
## Networth (INR Mn)<sup>1</sup>



## Total Debt (INR Mn)<sup>1</sup>



## Net Debt (INR Mn) and Net Debt to Equity<sup>1</sup>

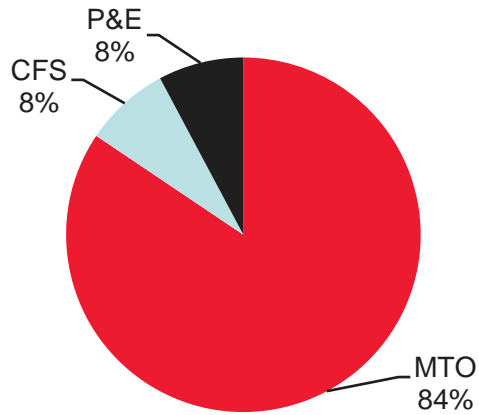


<sup>1</sup> Numbers for Jun-16, Sep-16 and Dec-16 are as per Ind AS; Previous numbers as per old I-GAAP

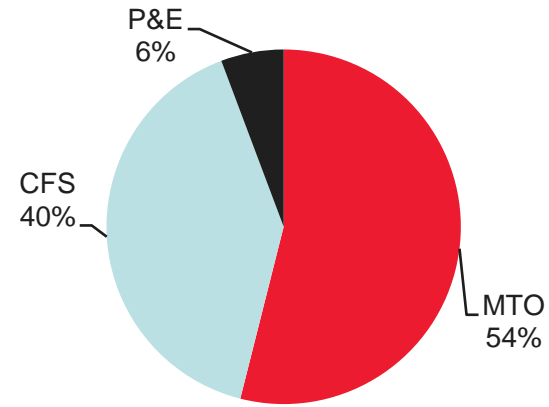


# Segment Breakup – Q3 FY17<sup>5</sup>

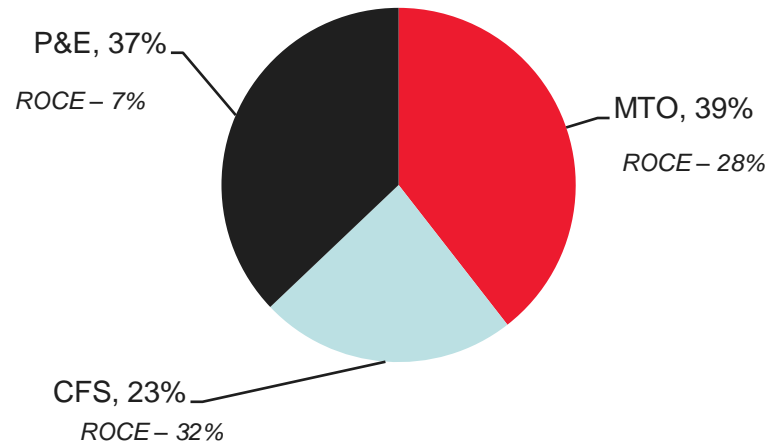
**Revenue<sup>1</sup> - INR 14,114 Mn**



**EBIT<sup>2</sup> - INR 769 Mn**



**Capital Employed<sup>3,4</sup> - INR 24,206 Mn ROCE – 14%**

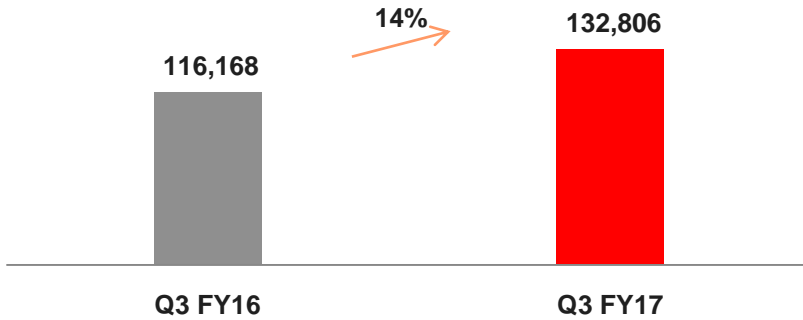


<sup>1</sup> Breakup before inter-segment eliminations, <sup>2</sup> Breakup before unallocable expenditure & income, <sup>3</sup> As on 31<sup>st</sup> December, 2016, breakup excluding unallocable corporate assets and corporate liabilities, <sup>4</sup> Capital Employed = Segment Assets – Segment Liabilities; ROCE calculated as Annualised EBIT / Capital Employed as of 31<sup>st</sup> December, 2016, <sup>5</sup> Breakup in graphs is only for business segments

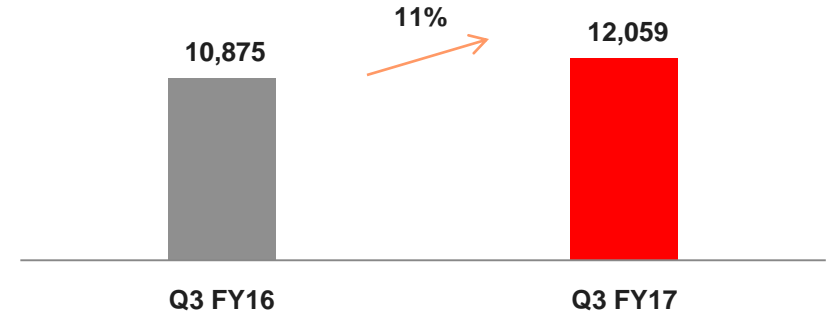


# Multimodal Transport Operations

## Volume (TEUs)



## Revenue (INR Mn)



## EBIT & Margin (INR Mn)

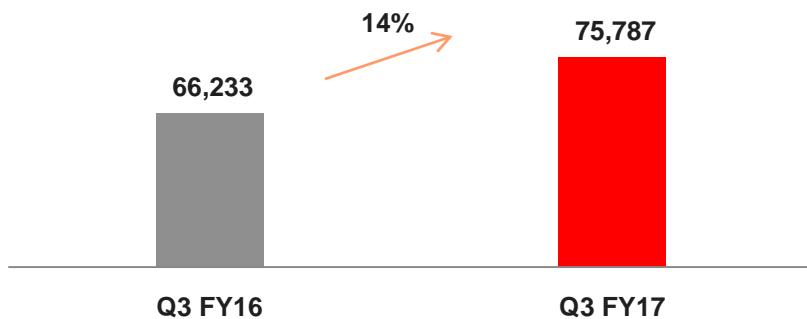


- Despite muted global trade growth, good growth in volumes and revenue
- Growth continued to come from key markets of India, China, UK, Australia and South East Asia

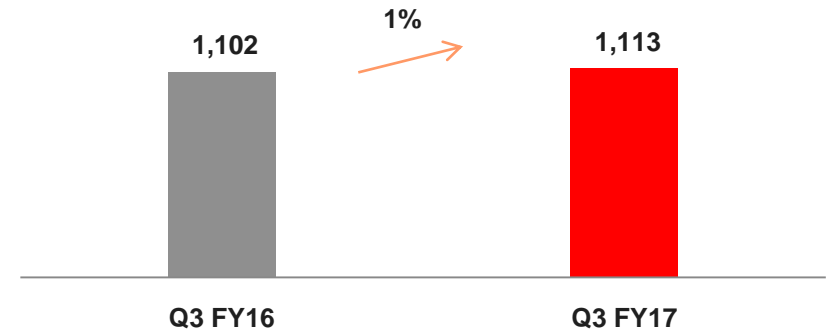


# Container Freight Stations and Inland Container Depots

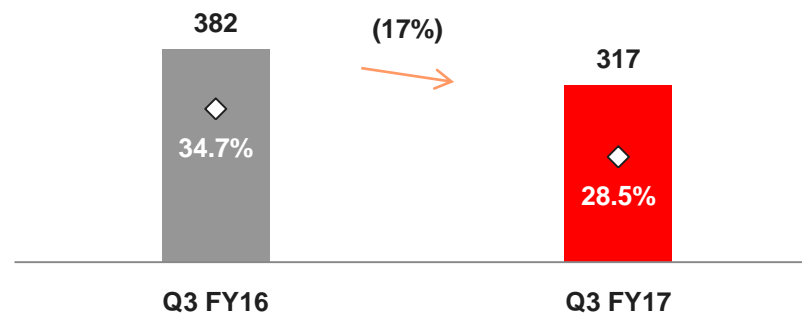
## Volume (TEUs)<sup>1</sup>



## Revenue (INR Mn)



## EBIT & Margin (INR Mn)



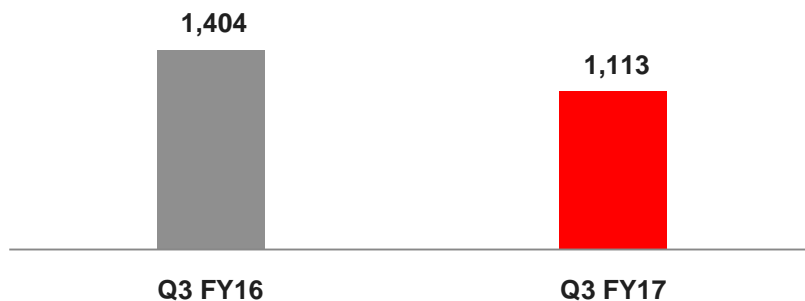
- Volume growth at 14%
- EBIT decline of 17%, mainly on account of rentals of the upcoming CFS at Kolkata as per Ind AS and expenses arising from costs of managing CFS in Mundra in Q3FY17

<sup>1</sup> Volume for 5 CFS facilities only in line with reported segment financials

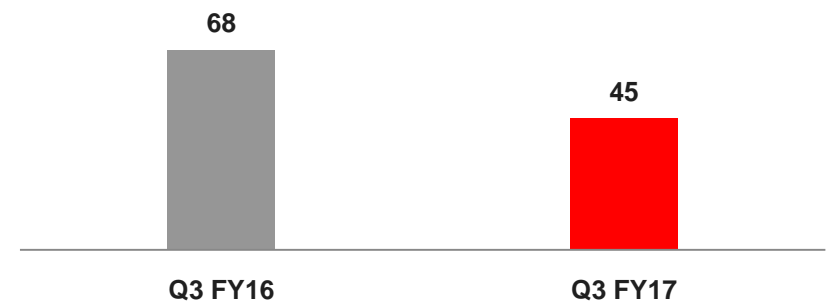


# Project and Engineering Solutions

## Revenue (INR Mn)



## EBIT (INR Mn)



- Total revenue declined by 21%, mainly on account of conscious decision to move away from lower ROCE business, sale of aged assets (sold one vessel), slowdown in project logistics business, transfer of similar business from P&E to ACCI and one ship under repairs
- EBIT was at INR 45 million, as against INR 68 million in Q3FY16, mainly on account of above mentioned reasons



# Recent Developments

## Completed Buyback of Shares – To Reward Shareholders

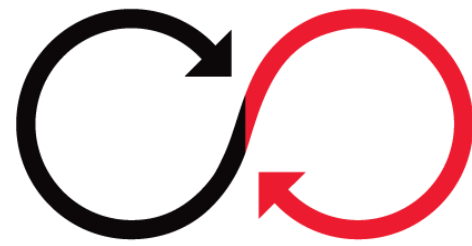
- Buyback, through “Tender Route”, priced @ INR 195 per share
- Total size – 64,00,000 shares (~2.5% of total number of outstanding shares)
- Total amount – Approx. INR 124.8 Cr



# Awards and Achievements

- Dr Shashi Kiran Shetty has been honoured with the Visionary Leadership & Exemplary Contribution to Business award at the Leadership Excellence Awards, 2017
- Allcargo Logistics Limited awarded Sustainable Business of the year at the India Sustainability Leadership awards
- Avashya Foundation honoured with the Community outreach innovation award at the India Sustainability Leadership awards
- 'LCL CONSOLIDATOR OF THE YEAR (EXPORT)' award at Northern India Multimodal Logistics Awards, 2017
- Allcargo Logistics voted as the 'No.1 Import LCL Consolidator at ICD Khodiyar' 'at the annual CONCOR Awards function, 2016
- Allcargo' Logistics' CFS in Mundra honoured with the 'Best Container Freight Station Owner of the Year' at the Gujarat Star Awards, 2016
- Avvashya CCI Logistics awarded 'BEST LOGISTICS SERVICE PROVIDER' at the SCM Pro Logistics Service Providers Awards
- Avvashya CCI Logistics awarded the 'BEST SUPPLY CHAIN PERFORMANCE IMPROVEMENT' at the SCM Pro Logistics Service Providers Awards





Thank You!