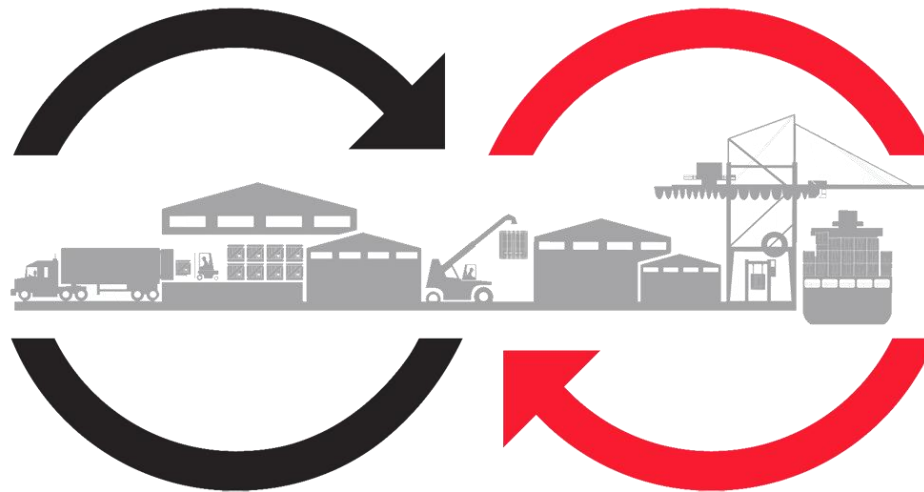




all cargo logistics Ltd.  
Ingenuity In Motion



THE AVVASHYA GROUP



***Audited Results for the Quarter ended June 30, 2013***  
*Investor Presentation*  
*August 08, 2013*

## 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 companies referred to in this presentation 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.*

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# ***1. Consolidated Performance***



## Performance Highlights – Q1 FY14 - Consolidated

- Total revenue<sup>1</sup> at Rs. 9.9 billion as against Rs. 9.7 billion in Q4 FY13 – QoQ increase of 2%, mainly on account of increase in volumes and revenue in LCL consolidation business
- EBITDA at Rs. 1.0 billion as against Rs. 853 million in Q4 FY13 – QoQ increase of 19%
- EBITDA margin at 10% - QoQ improvement of 149 bps
- PAT at Rs. 387 million as against Rs. 168 million in Q4 FY13 – QoQ increase of 130%
- EPS at Rs. 3.0 for a face value of Rs 2 per share – QoQ increase of 125%

<sup>1</sup>Includes other income



## Performance Highlights

Consolidated Financial Performance (INR Million)						
Particulars	Q1 FY14	Q1 FY13	Y-o-Y	Q3 FY13	Q-o-Q	FY13
Income from Operations	9,804	9,754	0.5%	9,553	2.6%	39,268
Other Income	119	50	139.4%	199	(40.5%)	656
<b>Total Revenue</b>	<b>9,922</b>	<b>9,804</b>	<b>1.2%</b>	<b>9,752</b>	<b>1.7%</b>	<b>39,924</b>
Operating Expenses	6,846	6,589	3.9%	6,754	1.4%	26,994
<b>Gross Profit</b>	<b>3,077</b>	<b>3,214</b>	<b>(4.3%)</b>	<b>2,999</b>	<b>2.6%</b>	<b>12,930</b>
Staff Cost	1,438	1,371	4.9%	1,383	4.0%	5,634
Other Expenses	642	620	3.5%	731	(12.1%)	2,759
Prov. For Doubtful Debts	(19)	42	(146.1%)	32	(159.5%)	313
<b>EBIDTA</b>	<b>1,016</b>	<b>1,182</b>	<b>(14.0%)</b>	<b>853</b>	<b>19.1%</b>	<b>4,224</b>
Depreciation	336	284	18.6%	359	(6.2%)	1,473
<b>EBIT</b>	<b>680</b>	<b>898</b>	<b>(24.3%)</b>	<b>494</b>	<b>37.5%</b>	<b>2,751</b>
Interest	105	150	(30.1%)	109	(3.7%)	415
<b>PBT</b>	<b>575</b>	<b>748</b>	<b>(23.1%)</b>	<b>385</b>	<b>49.2%</b>	<b>2,335</b>
Tax	167	137	22.1%	199	(16.0%)	512
<b>PAT after MI</b>	<b>387</b>	<b>576</b>	<b>(32.9%)</b>	<b>168</b>	<b>129.7%</b>	<b>1,697</b>
<i>EPS (INR)</i>	<i>3.0</i>	<i>4.3</i>	<i>(29.8%)</i>	<i>1.3</i>	<i>124.7%</i>	<i>13.3</i>



## ***2. Businesses – Financial Performance***





## Multimodal Transport Operations

MTO Segment - Consolidated - Financial Performance (INR Million)						
Particulars	Q1 FY14	Q1 FY13	Y-o-Y	Q4 FY13	Q-o-Q	FY13
Total Revenue	8,111	7,755	4.6%	7,809	3.9%	31,954
EBIT	366	382	(4.3%)	180	103.5%	1,493
<i>EBIT Margin (%)</i>	4.5%	4.9%	(0.4%)	2.3%	2.2%	4.7%

*Note: MTO consolidated includes ECU Line and Domestic NVOCC operations*

- 4% QoQ increase in total revenue
- 104% QoQ increase in EBIT
- EBIT margins at 4.5%



## Container Freight Stations

- Allcargo – Amongst top 3 in Chennai and amongst top 5 at JNPT and Mundra (including captive – by volume in CY13<sup>1</sup>)
- CFS capacity at the end of Q1 FY14 - **485,000** TEU / annum
  - JNPT capacity - 288,000 TEU / annum<sup>2</sup>
  - Chennai capacity - 120,000 TEU / annum
  - Mundra capacity - 77,000 TEU / annum
- ICD capacity at the end of Q1 FY14 - **88,000** TEU / annum
  - ICD Kheda capacity - 36,000 TEU / annum
  - ICD Dadri capacity - 52,000 TEU / annum

### CFS Operations - Financial Performance (INR Million)

Particulars	Q1 FY14	Q1 FY13	Y-o-Y	Q4 FY13	Q-o-Q	FY13
Total Revenue	723	829	(12.8%)	856	(15.5%)	3,122
EBIT	208	323	(35.5%)	247	(15.6%)	1,125
<i>EBIT Margin (%)</i>	28.8%	38.9%	(10.2%)	28.8%	(0.0%)	36.0%

1. For Jan-Jun, 2013

2. Includes 144,000 TEU/ per annum capacity of new CFS at JNPT – started operations in mid December 2012



## Project and Engineering Solutions

Project and Engineering Solutions Segment - Financial Performance (INR Million)						
Particulars	Q1 FY14	Q1 FY13	Y-o-Y	Q4 FY13	Q-o-Q	FY13
Total Revenue	1,022	1,215	(16%)	990	3.2%	4,301
EBIT	210	260	(19%)	70	197.7%	390
<i>EBIT Margin (%)</i>	20.5%	21.4%	(1%)	7.1%	13.4%	9.1%

- 3% QoQ increase in total revenue
- 198% QoQ increase in EBIT
- EBIT margins at 21%



### ***3. Other Updates***



## Shareholding Pattern – as on 30<sup>th</sup> June, 2013

Particulars	No. of Shares	% Holding
Promoters	91,134,025	72.1%
Foreign Investors – FIIs, FCs, NRIs and others	30,481,806	24.1%
Domestic Institutions/ Banks/ Mutual Funds	196,687	0.2%
Indian Public, including other Body Corporates	4,603,375	3.6%
<b>Total - 6,205 Shareholders</b>	<b>126,416,253</b>	<b>100.0%</b>

- Listed on Bombay Stock Exchange & National Stock Exchange
- Constituent of BSE 500 index, BSE Small Cap index and CNX Nifty 500 index
- Reputed FIIs – Blackstone, New Vernon and Acacia Partners together hold ~ 23%
- Market Capitalization as on 8<sup>th</sup> August, 2013 – Rs. 8.9 billion



## Awards and Recognitions

- “LCL Consolidator of the Year” - South East Cargo & Logistics Awards 2013
- “Logistics Innovator of the Year” - Chartered Institute of Logistics and Transport
- “Freight Forwarder of the Year- Project Cargo” - Conquest 2013
- “Global Indian Maritime Personality” Award - Maharashtra Chamber of Commerce, Industry and Agriculture
- “Heavy Lift Mover of the Year” – 3rd MALA Awards for 3 consecutive years
- Mr Shashi Kiran Shetty awarded “News Maker of the Year” - 3rd MALA Awards
- Mr. Shashi Kiran Shetty - honored with “Global Indian Maritime Personality” Award
- “Most Well Diversified Business Enterprise” – Citi Commercial Bank & Economic Times



## About Allcargo Logistics:

*Allcargo Logistics Ltd., part of The Avvashya Group, is a leading multinational company providing integrated logistics solutions. The company offers specialized logistics services across Multimodal Transport Operations, Container Freight Stations, Inland Container Depots and Project & Engineering Solutions. Benchmarked quality standards, standardized processes and operational excellence across all the services and facilities have enabled Allcargo Logistics to emerge as the market leader in all these segments.*

*The company currently operates out of 189 own offices in 89 countries and gets supported by an even larger network of franchisee offices across the world.*

