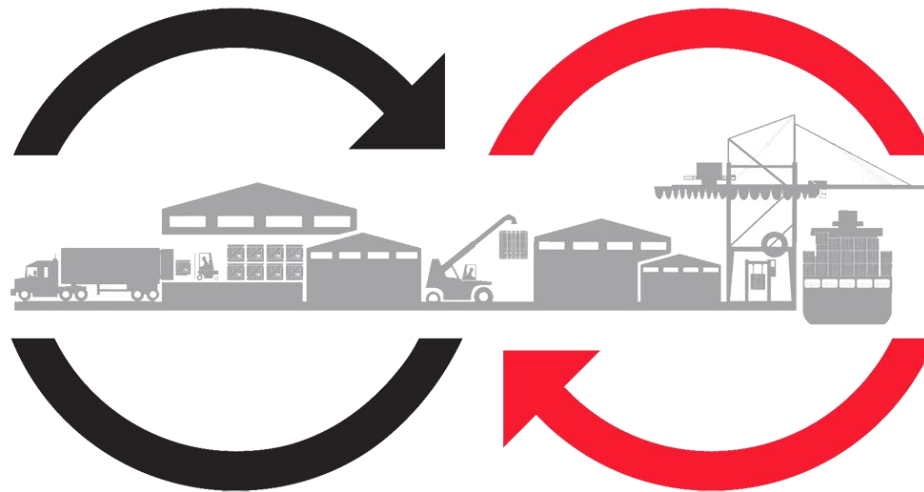




all cargo logistics Ltd.
Ingenuity In Motion



THE AVVASHYA GROUP



***Audited Results for the Quarter [and Financial Year] ended
March, 2014***

Investor Presentation

May 24 , 2014

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.

These companies assume no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.



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1. Consolidated Performance



Performance Highlights – Q4 FY14 & FY14 - Consolidated

Q4 FY14 - Consolidated

- Total revenue from operations at Rs. 12.8 Billion as against Rs. 9.6 Billion for the corresponding previous period – YoY increase of 33%, mainly on account of increase in volumes and revenues in the MTO business that include the two acquisitions
- EBIDTA at Rs. 975 Million as against Rs. 609 Million for the corresponding previous period – YoY increase of 60%
- EBIT at Rs. 595 Million as against Rs. 453 crore for the corresponding previous period, before amortization of goodwill in the quarter, YoY increase of 31%
- EPS at Rs. 0.9 for a face value of Rs 2 per share

Full Year FY14 – Consolidated

- Total revenue from operations at Rs. 48.5 Billion as against Rs. 39.3 Billion in FY13 – YoY increase of 24%, mainly on account of increase in volumes and revenue in MTO business that include both acquisitions
- EBITDA at Rs. 3,913 Million as against Rs 3,562 Million in FY13 – YoY increase of 10%
- EBIT at Rs. 2,865 Million as against Rs 2,440 Million in FY13, before amortization of goodwill in FY14 – YoY increase of 17%
- EPS at Rs. 11.8 for a face value of Rs 2 per share



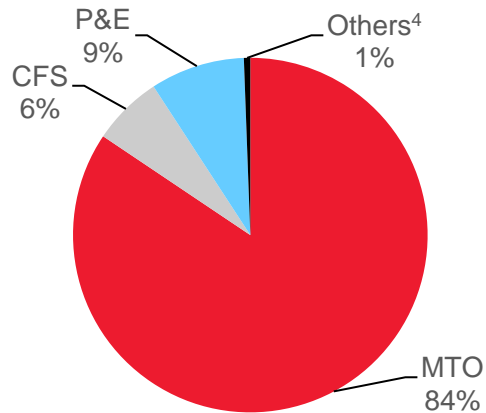
Performance Highlights

Consolidated Financial Performance (INR Million)								
Particulars	For the Quarter					Full Year		
	Q4 FY14	Q4 FY13	Y-o-Y	Q3 FY14	Q-o-Q	FY14	FY13	Y-o-Y
Income from Operations	12,793	9,641	32.7%	15,152	(15.6%)	48,452	39,255	23.4%
Other Operating Income	32	6	470.5%	12	168.9%	60	8	673.1%
Total Income	12,826	9,647	32.9%	15,164	(15.4%)	48,512	39,263	23.6%
Operating Expenses	9,051	6,846	32.2%	10,802	(16.2%)	34,039	26,995	26.1%
Gross Profit	3,775	2,801	34.8%	4,362	(13.5%)	14,474	12,268	18.0%
Staff Cost	2,023	1,383	46.3%	2,182	(7.3%)	7,276	5,634	29.1%
Other Expenses	789	769	2.6%	1,146	(31.2%)	3,366	2,760	22.0%
Prov. For Doubtful Debts	(12)	40	-	(76)	-	(82)	313	-
EBIDTA	975	609	60.1%	1,110	(12.2%)	3,913	3,562	9.9%
Depreciation	419	359	16.7%	332	26.0%	1,414	1,474	(4.1%)
Goodwill Amortisation - MHTC	341	-	-	-	-	341	-	-
Other Income	39	202	(80.9%)	127	(69.6%)	365	662	(44.8%)
EBIT	254	453	(43.9%)	904	(71.9%)	2,524	2,750	(8.2%)
Interest	163	67	142.2%	188	(13.5%)	563	414	35.9%
PBT	91	385	(76.3%)	716	(87.3%)	1,960	2,335	(16.1%)
Tax	(23)	199	-	141	(116.4%)	416	512	(18.8%)
PAT after MI and Associates	115	168	(31.4%)	570	(79.8%)	1,493	1,697	(12.0%)
<i>EPS (INR)</i>	<i>0.9</i>	<i>1.3</i>	<i>(29.6%)</i>	<i>4.5</i>	<i>(79.7%)</i>	<i>11.8</i>	<i>13.3</i>	<i>(10.9%)</i>

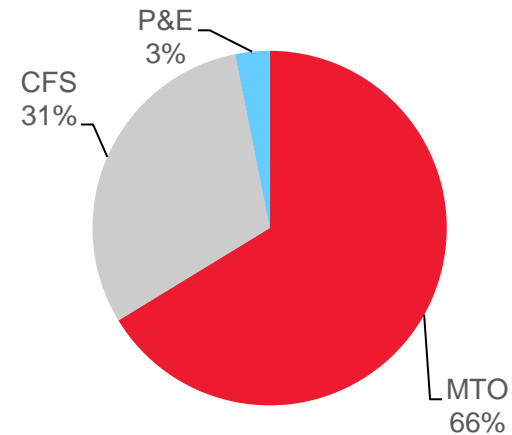


Segment Breakdown – FY14

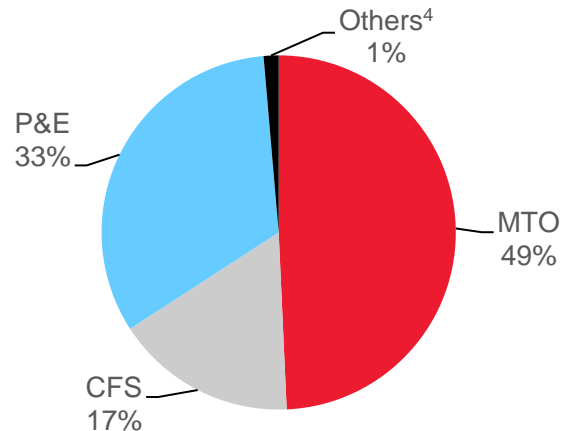
Revenue Breakdown¹



EBIT Breakdown²



Capital Employed Breakdown³



¹ Before inter-segment eliminations

² Before unallocable expenditure & income and excluding others, being negative

³ As on 31st March, 2013 and excluding unallocable corporate assets and corporate liabilities

⁴ Includes mainly 3PL and corporate



2. Businesses – Financial Performance



Multimodal Transport Operations

MTO Segment - Consolidated - Business Volume Performance (LCL+FCL - in TEUs) ¹							
For the Quarter					For Full Year		
Q4 FY14	Q4 FY13	Y-o-Y	Q3 FY14	Q-o-Q	FY14	FY13	Y-o-Y
88,085	67,761	30.0%	91,725	(4.0%)	328,711	284,726	15.4%

- 15% increase in volumes

MTO Segment - Consolidated - Financial Performance (INR Million) ²								
	For the Quarter					For Full Year		
Particulars	Q4 FY14	Q4 FY13	Y-o-Y	Q3 FY14	Q-o-Q	FY14	FY13	Y-o-Y
Total Revenue	11,020	7,674	43.6%	13,374	(17.6%)	41,491	31,921	30.0%
EBIT	419	93	352.2%	592	(29.4%)	1,814	1,448	25.3%
EBIT Margin (%)	3.8%	1.2%	2.6%	4.4%	(0.6%)	4.4%	4.5%	(0.2%)

- 30% YoY increase in total revenue
- 25% YoY increase in EBIT

¹TEU – Twenty Equivalent Unit; Volumes include ECU Line & Domestic NVOCC operations

²MTO consolidated includes ECU Line, Domestic NVOCC operations and HCL



Container Freight Stations

- Total installed capacity of CFSs and ICDs at end of FY14 – **573,000 TEUs / Annum**

CFS Operations - Business Volume Performance (in TEUs) ¹							
For the Quarter					For Full Year		
Q4 FY14	Q4 FY13	Y-o-Y	Q3 FY14	Q-o-Q	FY14	FY13	Y-o-Y
45,275	46,879	(3.4%)	47,477	(4.6%)	186,598	221,936	(15.9%)

CFS Operations - Financial Performance (INR Million)								
	For the Quarter					For Full Year		
Particulars	Q4 FY14	Q4 FY13	Y-o-Y	Q3 FY14	Q-o-Q	FY14	FY13	Y-o-Y
Total Revenue	777	767	1.3%	824	(5.7%)	3,149	3,095	1.7%
EBIT	199	68	192.7%	170	16.8%	837	960	(12.7%)
EBIT Margin (%)	25.6%	8.9%	16.7%	20.6%	4.9%	26.6%	31.0%	(4.4%)

- 2% YoY increase in total revenue**

¹Includes JNPT 1, Chennai and Mundra CFSs



Project and Engineering Solutions

Current fleet comprises of more than 1,000 equipments which include cranes, trailers, hydraulic axles, reach stackers, forklifts, prime movers, ships and barges

Project and Engineering Solutions Segment - Financial Performance (INR Million)								
Particulars	For the Quarter					For the Half Year		
	Q4 FY14	Q4 FY13	Y-o-Y	Q3 FY14	Q-o-Q	FY14	FY13	Y-o-Y
Total Revenue	1,073	1,134	(5.4%)	1,073	0.0%	4,230	4,543	(6.9%)
EBIT	(279)	306	-	102	-	86	629	(86.4%)
EBIT Margin (%)	(26.0%)	27.0%	-	9.5%	-	2.0%	13.8%	(11.8%)



3. Other Updates



Acquisitions

Econocaribe Consolidators

- ✓ Acquired 100% interest in US based Econocaribe Consolidators, through wholly owned subsidiary ECU line
- ✓ Founded in 1968 and headquartered in Miami, Econocaribe Consolidators is 3rd largest NVOCC in the US with 9 offices and 22 receiving locations in the US and Canada
- ✓ Specializes in freight consolidation and FCL services to Latin America, the Caribbean, Europe, the Mediterranean, the Middle East, Africa and Asia
- ✓ ECU Line in recent years has been engaging Econocaribe as its agent in the US
- ✓ Acquisition enables ECU Line to complete its service offerings, both in terms of global capabilities and coverage
- ✓ Acquisition also increases ECU Line's foot hold in the US market - #1 economy in the world

FCL Marine Agencies

- ✓ Acquired majority stake in Netherlands based FCL Marine Agencies, Rotterdam through wholly owned subsidiary ECU Line
- ✓ FCL Marine Agencies - Leading neutral NVO service provider in Full Container Load (FCL) segment operating in Europe, USA and Canada
- ✓ Acquisition - a step forward to consolidate ECU Line's global leadership in LCL consolidation and cater to its customer's request for a neutral FCL service through its global network and benchmark services



Awards and Recognitions

- Ranked 216th among India's top 500 Non-Financial companies and ranked 9th among companies with most Nos. of Subsidiaries by Business World in its cover story, 'The BW Real 500' – The definitive ranking of India's biggest companies
- Awarded 'CRISIL AA-/ STABLE' credit rating in high safety category by CRISIL
- Mr. Shashi Kiran Shetty - ranked at 61st position amongst the top performers in India, in mid-sized corporate category in a nation-wide survey ranking 'India's most value'able CEOs' conducted by Business World magazine
- Awarded 'Excellence in the Logistics, Transport & Hospitality Award' by the Maharashtra Chamber of Commerce, Industry & Agriculture & IBN Lokmat
- Awarded 'LCL Consolidator of the Year' for its outstanding performance in the LCL space at the 'Cargo & Logistics Awards 2014' hosted at the 'Gujarat Junction 2014-Conference on Ports, Shipping & Logistics'
- Trans India Logistics Park recognized as 'Container Freight Station Operator of the Year', at the MALA awards
- Won the MALA Award for in the 'Heavy Lift Mover of the Year 2013' category



Shareholding Pattern – as on 31st March, 2014

Particulars	No. of Shares	% Holding
Promoters	91,134,025	72.3%
Foreign Investors – FIIs, GDRs, NRIs and others	31,899,201	25.3%
Domestic institutions/ Banks/ Mutual Funds	196,620	0.2%
Indian Public	2,817,916	2.2%
Total - 5,805 Shareholders	12,60,47,762	100.0%

- Listed on Bombay Stock Exchange & National Stock Exchange
- Constituent of BSE Small Cap index and CNX Nifty 500 index
- Reputed FIIs – Blackstone, New Vernon and Acacia Partners together hold ~ 25%
- Market Capitalization as on 23rd May 2014 – Rs. 24.4 billion



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 200 plus offices in 90 plus countries and gets supported by an even larger network of franchisee offices across the world.

